

# CORPORATE PRESENTATION

3Q19



**Fenix**  
OPERADA POR COLBUN

# AGENDA

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1. COMPANY OVERVIEW

2. MARKET OVERVIEW

3. COMMERCIAL STRATEGY

4. FINANCIAL REVIEW



### THE COMPANY



**One of the most efficient CCGT in Peru**

Based on Heat Rate



**40 miles south of Lima**

Capital of Peru and largest city of the country



**567 MW**

Gross effective capacity



**4.2 TWh**

Net annual generation



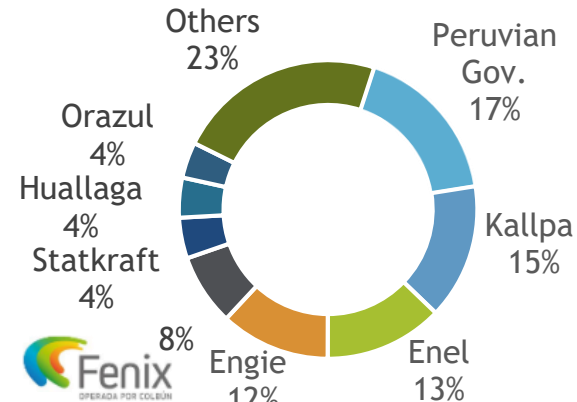
**3 TWh / year**

Long term contracts (~100% capacity)

Note: All figures as of Sep19

<sup>1</sup> Based on generation

### MARKET SHARE<sup>1</sup> (%)



### KEY FIGURES



LTM EBITDA

**US\$ 57 mm**



Cash

**US\$ 13 mm**



International Ratings

**BBB-** Stable  
Fitch

**BBB-** Stable  
S&P

**Ba1** Stable  
Moody's



# Company overview

## Highly experienced shareholders



- Chilean power generation company
- 3rd largest player in the SEN (Chile's main grid), with **16% of market share** in terms of generation
- **3,328 MW** of installed capacity
- **Matte Group** as Controlling shareholder

### MAIN FIGURES

- EBITDA 3Q19 LTM: **US\$724 mm**
- Total assets: **US\$6.8 bn**

- One of the largest investment funds managers in Peru
- Mainly dedicated to investments in infrastructure projects
- **Key investors: 3 private pension funds, a state pension fund and COFIDE**

- **Established by the Government of the Emirate of Abu Dhabi (Aa2/AA/AA)**
- One of the largest global sovereign wealth funds
- **Globally diversified investment portfolio**
- Relevant experience as a partner and financial investor

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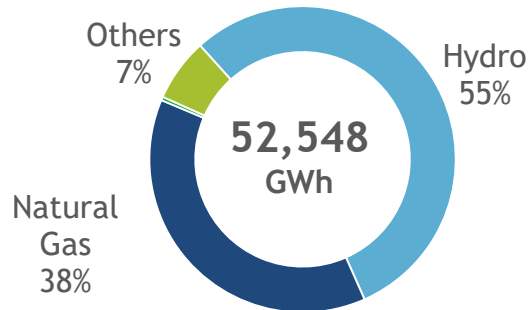
4. FINANCIAL REVIEW



# Market overview

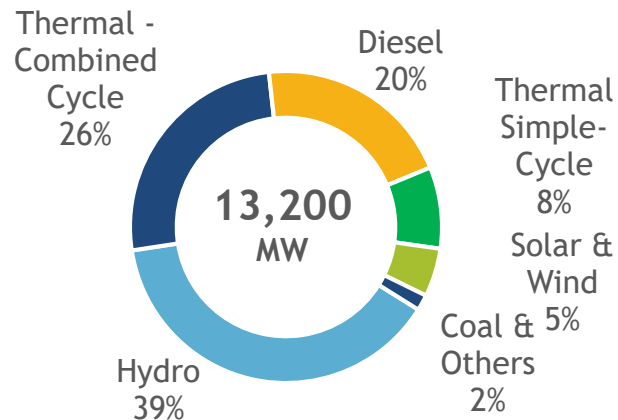
## Power industry dynamics in Peru

### GENERATION

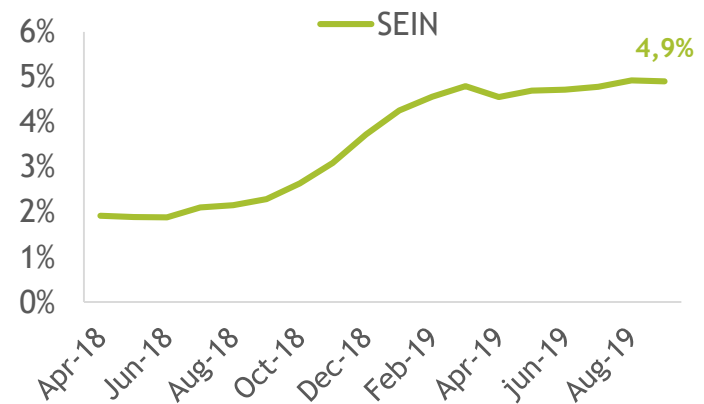


- Stable regulatory framework
- US\$ currency denominated market
- Investment grade country
- High growth potential

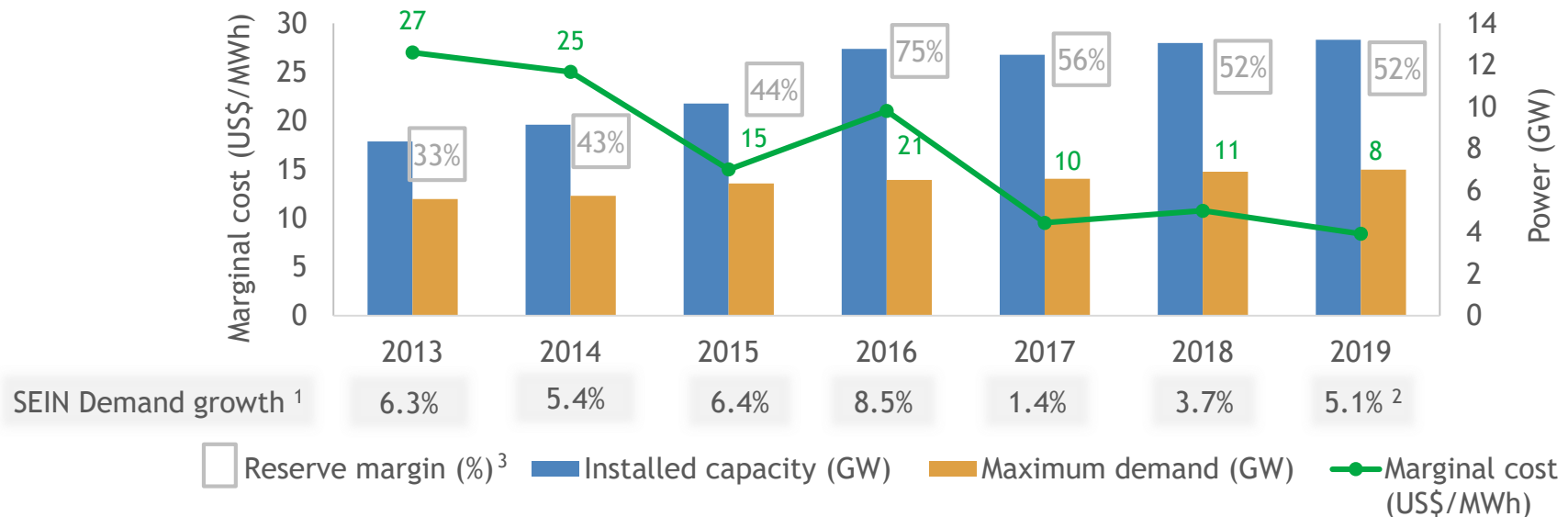
### INSTALLED CAPACITY BY TECHNOLOGY



### DEMAND GROWTH (12 month average %)



- Oversupplied market in the last years has pushed down marginal costs
- Marginal costs are affected by take or pay schemes of gas contracts and by price declaration strategies



<sup>1</sup> In GWh.

<sup>2</sup> According to the latest monthly report of COES - Sep19.

<sup>3</sup> Considers firm capacity, according to COES methodology.

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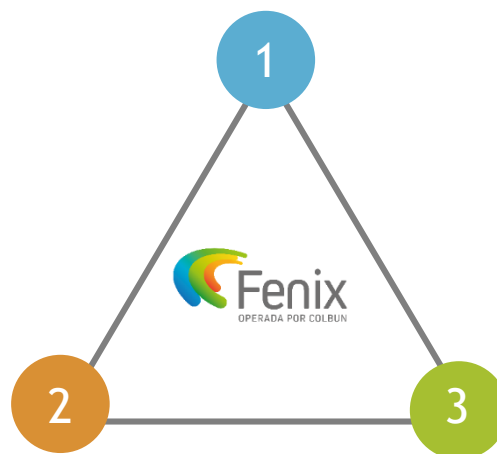
4. FINANCIAL REVIEW





### Contracting a relevant portion of capacity

Fenix maintains a relevant base of **long-term** PPAs



#### Solid customers base

##### Creditworthy counterparties

Most of Fenix PPAs are signed with the main distribution companies of Peru

#### Indexation formulas

PPAs indexed to **dollar and fuel prices**, in order to mitigate exchange risk and reduce volatility

# Commercial strategy

## Operational long-term contracts

### 1. NATURAL GAS SUPPLY

- Counterparty: Camisea Consortium
- Expiration: August 2022

### 2. NATURAL GAS TRANSPORT

- Counterparty: TGP
- Expiration: May 2032

### 3. GAS DISTRIBUTION & O&M

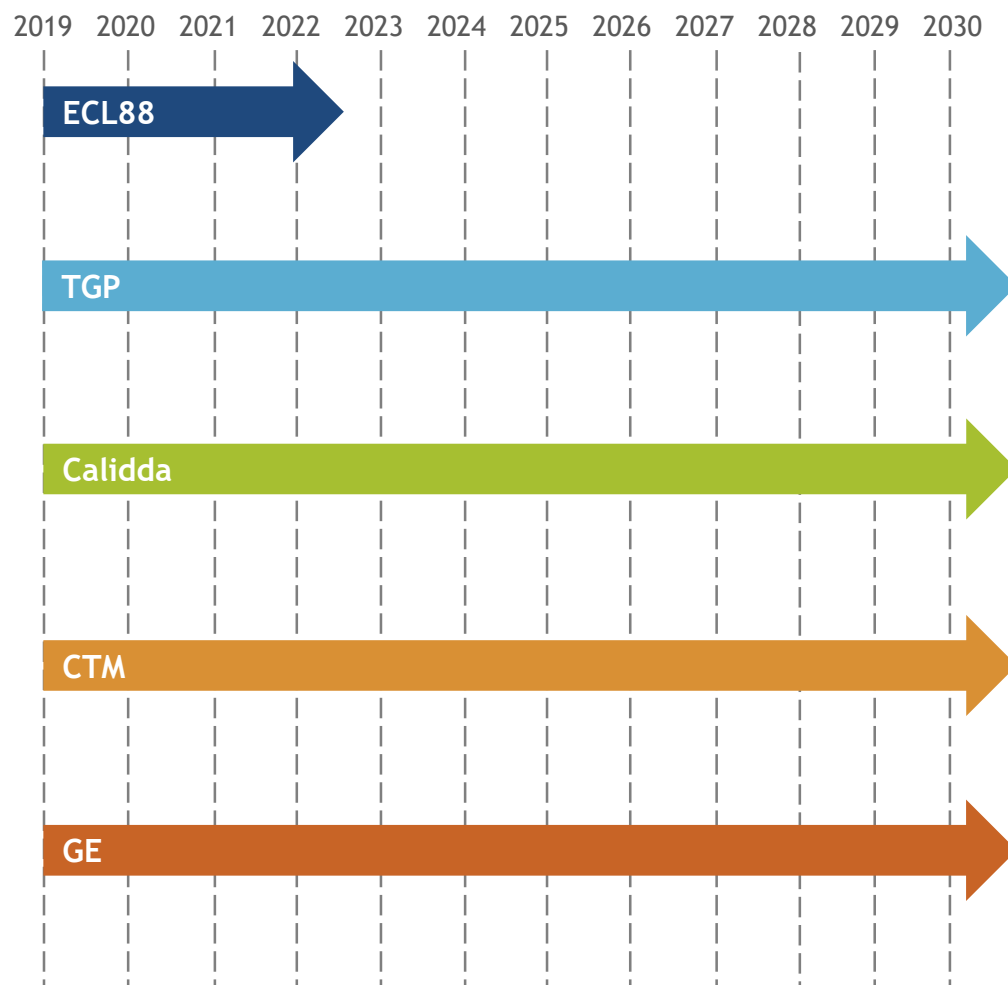
- Counterparty: CALIDDA
- Expiration: March 2035

### 4. ELECTRIC TRANSMISSION & O&M

- Counterparty: Consorcio Transmantaro S.A.
- Expiration: February 2033

### 5. CONTRACT SERVICE AGREEMENT

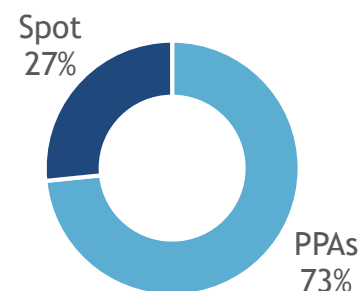
- Counterparty: GE.
- Major inspections



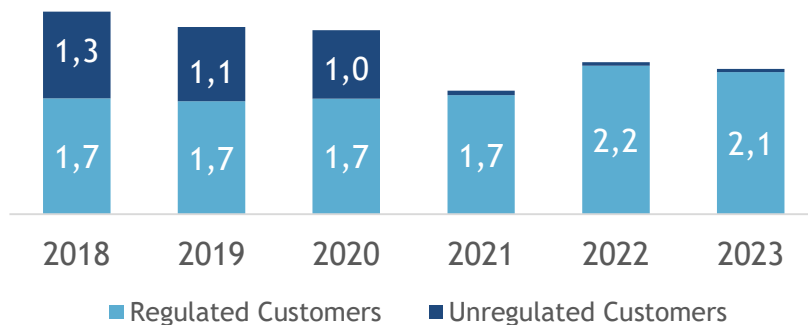
### PPAs PROFILE

- Average life of long-term PPAs of 6 years
- US\$ indexation
- ~77% contracted until 2023
- Strong AAA locally-rated off takers

### ENERGY SALES (%)



### PPAs PORTFOLIO (TWh)



- Regulated customers PPAs extensions:

Client	Capacity	Term
1. Enel	7.6 MW	2024 - 2030
2. Distriluz	10.9 MW	2023 - 2032
3. Luz del Sur	78.9 MW	2024 - 2030
<b>Total</b>	<b>97.4 MW</b>	

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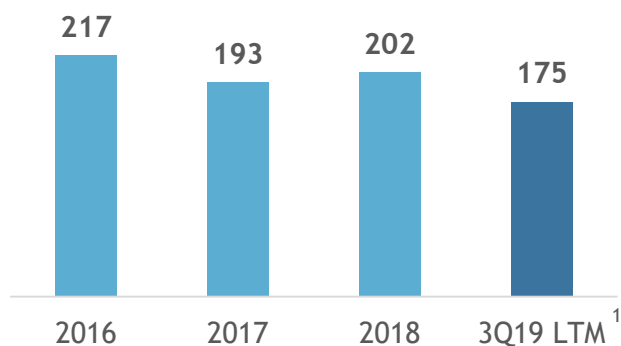




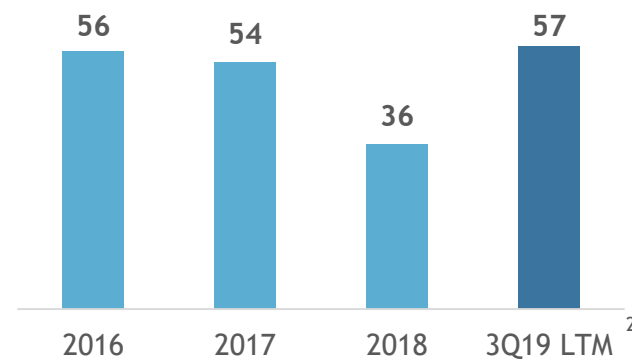
# Financial review

## Financial results

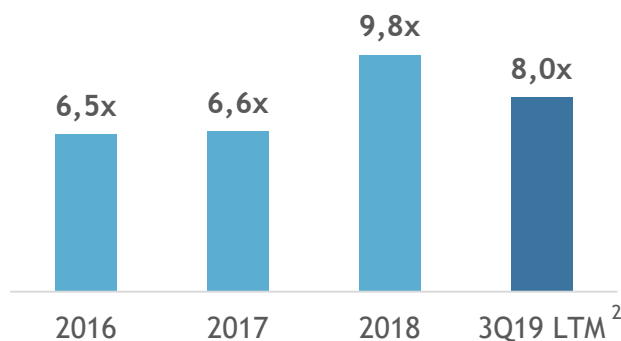
### 1. OPERATING REVENUES (US\$ million)



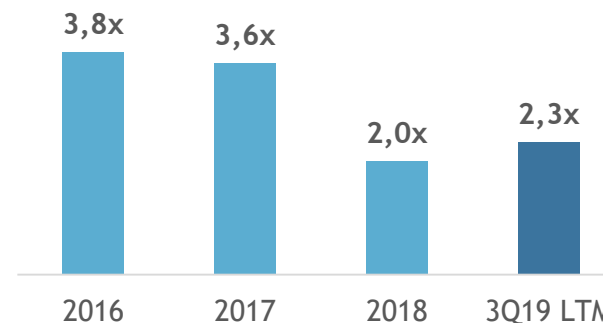
### 2. EBITDA (US\$ million)



### 3. GROSS DEBT/EBITDA LTM (x)



### 4. FINANCIAL EXPENSES COVERAGE (x)



<sup>1</sup> From 2019 onwards, tolls revenues and costs are presented on a net basis

<sup>2</sup> Includes financial leases

Note: All figures as of Sep19

# Financial review

## Long term debt profile

### 1. FENIX BOND SUMMARY

US\$**323** mm  
Amount outstanding

**5.9** years  
Average life

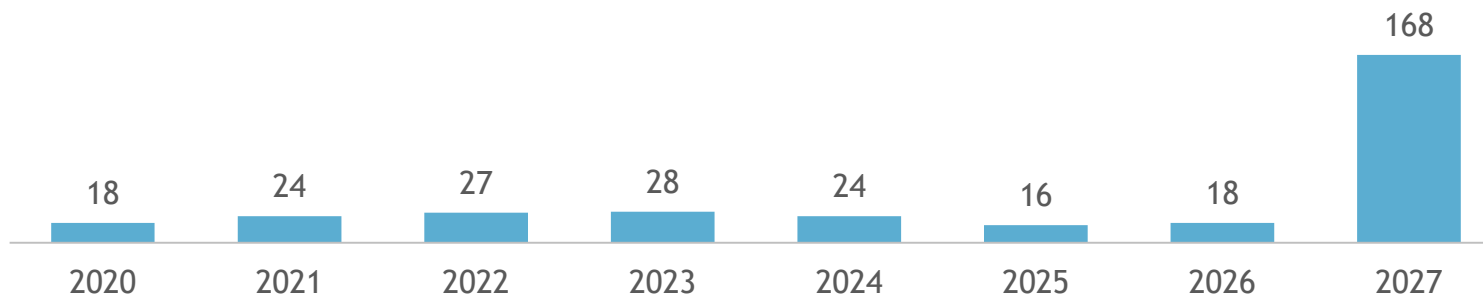
**Sept-27**  
Maturity

**4.317%**  
Coupon rate

**Amortizing**  
Profile

**144A/Reg S**  
Format

### 2. AMORTIZATION STRUCTURE (US\$ million)



# Financial review

## Cash Support Agreement

- Fenix's shareholders signed a Cash Support Agreement that provides Fenix additional liquidity to meet its debt service payments.
- The agreement provides Fenix with a committed credit line from Colbún and the support from the remaining shareholders in case of a shortfall to repay its debt service.

Counterparties	Shareholders & Fenix
Availability period	3 years
Total amount	Up to US\$101 mm
Contribution instrument (if drawn)	Subordinate loan maturing on September 20, 2028 (one year after the senior unsecured notes maturity date)

# Key takeaways

## 1. Attractive long-term growth prospects:

Peru's generation industry is currently affected by short-term factors, but continues to exhibit high growth potential in the medium/long term

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## 2. Highly efficient CCGT:

Strategically located asset, close to demand hubs and to the SEIN substation (Chilca)

Highly efficient plant with low and flexible variable costs

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## 3. Relevant asset in Peru:

Fenix is the 5th largest power generation company of Peru

## 4. Strategic investment for its shareholders:

Strong sponsorship from highly experienced shareholders, including a key power generation player in Chile and leading asset managers

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## 5. Highly-experienced management:

Management with vast knowledge of the power industry

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## 6. Long-Term PPAs & Operational Contracts:

Attractive long-term PPAs with creditworthy counterparties



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