

## **CORPORATE PRESENTATION**

1Q24 BTG Pactual Breakfast - May 2024























# AGENDA



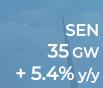
MARKET CONDITIONS STRATEGIC AGENDA UPDATE KEY FINANCIAL FIGURES

### Markets Update



INSTALLED CAPACITY
GW

LTM GENERATION GWh DEMAND GROWTH 12 months average % MARGINAL COST US\$/MWh









SEIN 14 GW + 2.2% y/y







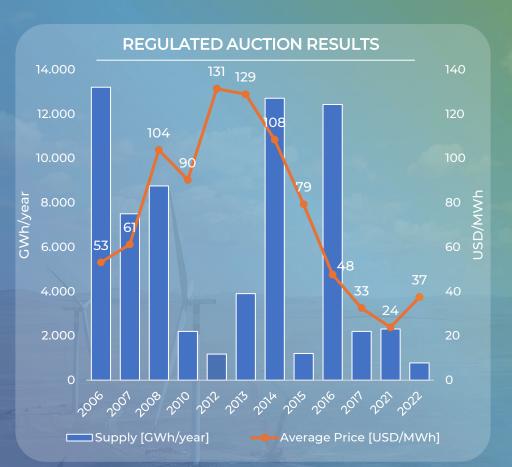
Note: All figures as of Mar24.

For more information regarding the pipeline of projects in Chile and Peru go to Annexes slide 16 and 17.

- For more information about fossil fuel prices go to Annexes slide 18.
- $\bigcap$ For more information of the System's decoupling go to Annexes slide 19.

# MARKET CONDITIONS Regulated Auction Results





#### LATEST AUCTION

- Target size: 3,600 GWh
- 5 Gencos submitted bids
- Estimated Average Price: US\$ 56/MWh¹

# COLBUN'S STRATEGY FOCUSES ON UNREGULATED CLIENTS

- More attractive risk profile
- Better fit with Colbun's value proposition
- Stable consumption and lower supply cost
- Limited dilution

# Hydrological conditions in Chile

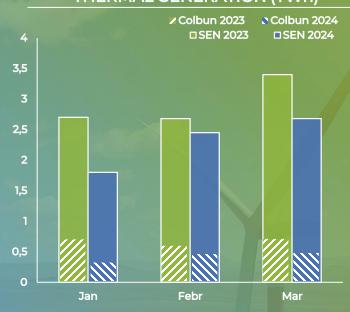


#### **HYDROELECTRIC GENERATION (TWh)**



TOTAL (TWh)	Jan-Mar 2023	Jan-Mar 2024	Var (%)
SEN	4.2	6.1	43%
COLBUN	0.9	1.6	70%

#### THERMAL GENERATION (TWh)



TOTAL (TWh)	Jan-Mar 2023	Jan-Mar 2024	Var (%)
SEN	8.8	6.9	(21%)
COLBUN	2.3	1.4	(39%)

For more information of Colbun reservoir levels and hydro generation go to Annexes slide 20. Note: All figures as of Mar24.

## STRATEGIC AGENDA UPDATE Summary





4 STRATEGIC PILLARS We transform energy, in balance with the planet, to boost your projects and dreams







Energy







Shareholders, Environment, Customers, Workers, Communities, Suppliers



#### Asset 24/7 Optimization in the energy transition



## Renewable Energy

**Core business** 



#### Customers



#### **Expand our limits**

Growth and International Solutions + Diversification Enabling Transmission



#### **New businesses**

Water

Green Hydrogen





- For information about Colbun's Board go to Annexes slide 21.
- For information about Colbun's Commercial strategy go to Annexes slide 22.
- For information about Colbun's Expand our limits pilar go to Annexes slide 23.
- For information about Colbun's New business pilar go to Annexes slide 24 and 25.

## Enhancing our core business



LNG (ADP) <sup>(1)</sup> – firm supply contract

For up to 1 combined cycle until Jul24

FLEXIBLE GAS CONTRACTS

Argentine NG – firm supply contracts

For up to 1 combined cycle until Dec24

Gas purchases in the spot market

In case of dry conditions



# COMMERCIAL STRATEGY



## New contracts signed

#### NEW ENERGY / CAPACITY 2023 - 2024



3.5 TWh

New energy per year





2024-2025: 230 GWh per year





2024-2035: 280 GWh per year



2025-2040: 912 GWh per year



2026-2040: 1,100 GWh per year



363 MW

New capacity per year



2024-2034: 114 MW per year

## Pipeline of projects in Chile









CELDA SOLAR



EIA approved



CUATRO VIENTOS

**Under EIA processing** 



DIEGO DE ALMAGRO, JARDÍN SOLAR & INTI PACHA

The Environmental Evaluation Service determined they don't have to submit a new EIA for the storage projects



HORIZONTE

80% progress was reached

The Company entered a modification project into the EIAS, which will increase the current capacity by 20%

80% total progress

### Horizonte Wind Farm



1Q24

2Q24

Estimated first energizing

68 turbines

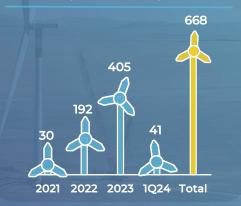
Out of 140 each with 5.83 MW of installed capacity



816 MW

Total installed capacity

**CAPEX** (US\$ million)









1Q25 — Estimated commissioning

Note: All figures as of Mar24.

Pipeline of Projects in Peru





PROGRESS STAGE



898 MW Under FIA

LATEST UPDATE



H2V Fenix' first green hydrogen plant started operations



BAYÓVAR Under EIA processing

Overview





EBITDA 1Q24

US\$148 mm





EBITDA 1Q24 LTM

US\$669 mm



US\$ 578mm



(I) US\$ 91 mm



**CAPEX 1024** 

**US\$45 mm** 

CAPEX 1Q24 LTM US\$448 mm



#### **INTERNATIONAL RATINGS**

Colbun Baa2 BBB+ BBB

BBB-BBB-Fenix

> Moodys Fitch S&P



**NET DEBT / EBITDA** 

1.7 x



**CASH** 

US\$990 mm



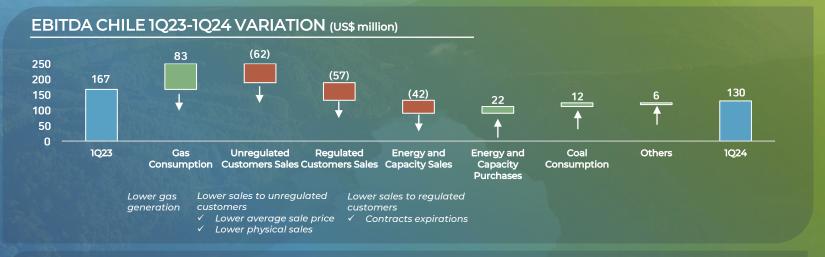
**DIVIDEND POLICY** 

50%

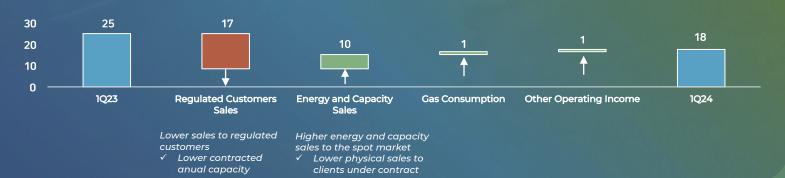
US\$197 mm distributed charged to 2023's net income

### Last quarter results





#### EBITDA PERU 1Q23-1Q24 VARIATION (US\$ million)



Note: All figures as of Mar24.

## **DISCLAIMER & CONTACT INFORMATION**



- ✓ This document provides information about Colbun S.A. In no case this document constitutes a comprehensive analysis of the financial, production and sales situation of the company.
- ✓ To evaluate whether to purchase or sell securities of the company, the investor must conduct its own independent analysis.
- ✓ This presentation may contain forward-looking statements concerning Colbun's future performance and should be considered as good faith estimates by Colbun S.A.
- ✓ In compliance with the applicable rules, Colbun S.A. publishes on its Web Site (www.colbun.cl) and sends the financial statements of the Company and its corresponding notes to the Comisión para el Mercado Financiero, those documents should be read as a complement to this presentation.

# INVESTOR RELATIONS TEAM CONTACT



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Chile's projects under construction or under environmental studies assessment



North Zone (Arica to Maitencillo)

24,576 MW



3,956 MW



80 MW

Others: 2,923 MW

Central Zone





7,926 MW



471 MW



**2 MW** 

Others: **2,356 MW** 

South Zone

(Curicó to Puerto Montt)



852 MW



3,174 MW

Others: 2,086 MW

**Austral Zone** 

(Puerto Montt to the South)



153 MW

Others: 82 MW



32,354 MW



7.754 MW



82 MW

Others:

7,447 MW

TOTAL:

48,637 MW

Colbun

Peru's projects under construction or under environmental studies assessment

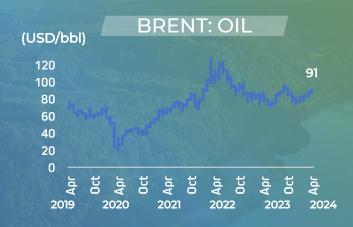




Fossil fuel prices

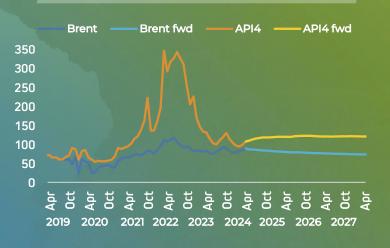








# HISTORICAL AND FORWARD CURVE

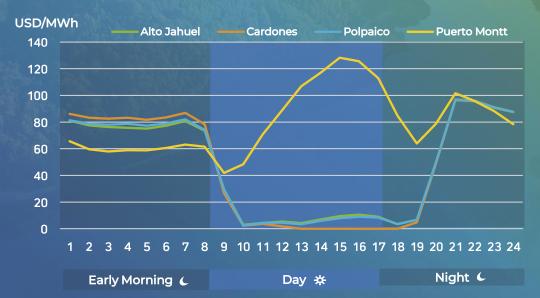


System's decoupling



#### **CONGESTED TRANSMISSION** INFRASTRUCTURE

#### Average hourly marginal cost 2024







## **HYDRO CONDITIONS 2024**



#### COLBUN RESERVOIR LEVEL AND ACCUMULATED ENERGY (m.a.s.l & GWh)





#### HISTORICAL COLBUN S.A HYDRO GENERATION (GWh/day)



Note: All figures as of Apr24.

# ABOUT US Board of Director's highlights



#### Members



Juan Carlos Altmann Martín



Marcela Angulo González Independent



Vivianne Blanlot Soza



Franco Bozzalla Trabucco



Rodrigo Donoso Munita



Bernardo Larraín Matte Vice-Chairman



Andrés Kuhlmann Jahn



Francisco Matte Izquierdo



Hernán Rodríguez Wilson Chairman

#### Number of years at Colbun's Board



Between 9 and 12 years



More than 6 and less than 9 years



Between 3 and 6 years

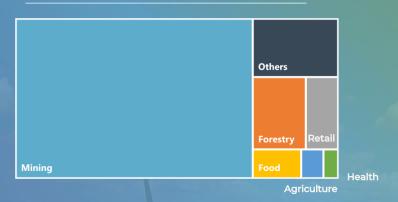


Less than 3 years

# OUR STRATEGY Enhancing our core business

# Colbun

#### 1. SEGMENTATION BY INDUSTRY (1)



#### 2. PPAs PROFILE



Note: All figures as of Mar24.

Note: In terms of physical sales (GWh/year).

#### 3. RENEWABLE CERTIFICATES EVOLUTION



□ N° of Clients

#### 4. ENERGY SERVICES

	Real Estate's Energy Efficiency Advisory & Certification	
	Energy Management Systems	<b>⊘</b> x19
s (d)	Energy Monitoring & Controlling Services	
	Utility Bill Management	
	Distributed PV Energy	
	Real State Electrification	
P	Electromobility	<u> </u>

## **OUR STRATEGY**

### International Investment Thesis



Incorporating new geographies would allow Colbun to expand its growth potential and diversify its portfolio



#### **SCALE**

The electricity industry is a business that requires scale to deliver efficiencies in:

- ✓ Development
- ✓ Construction
- ✓ Operation
- ✓ Generation assets commercialization



#### **DIVERSIFICATION**

New geographies would allow to diversify certain systemic risks in the countries where Colbun currently operates:

- ✓ Political
- ✓ Regulatory
- ✓ Socio-environmental
- ✓ Demand stagnation
- √ Hydrological
- ✓ Among others



#### **SELECTION CRITERIA**

- Regulatory framework
- ✓ Political stability
- Investor protection
- ✓ Market experience
- ✓ Potential opportunities

## **OUR STRATEGY**

### New businesses



#### **WATER**





High water demand for industrial processes

The continental water supply will be increasingly limited

Need for solutions in water infrastructure to replace continental water:

- Desalination
- Sewage reuse
- Seawater conduction

#### Colbun's actions

Formal initiatives development

Continuous search for possible locations

Promote improvements to the almost non-existent local regulatory framework

#### **GREEN HYDROGEN**





Pilot programs Developing

FenixH<sub>2</sub> Generator



**Ammonia** export projects

North of Chile



Sumitomo Corporation



First H2 bus made in Chile



Nehuenco CC-Cooling Process



ANGLO AMERICAN

Santiago International Airport



Salmon Farming





**Ammonia** export projects

South of Chile



## **OUR STRATEGY**

## Developing a sustainable business in the long term



**ENVIRONMENTAL** 



#### 4,000 mw of renewable energy

- ✓ 816 under construction
- √ 7,4 TW in the consolidated pipeline



✓ 20% reduction compared to 2018



# Efficient water use:

- 58% reduction nonoperational water compared to 2018
- ✓ 36% reduction operational water compared to 2018



## Waste management:

81% of ash recoveru

**SOCIAL** 



#### Clients:

NPS: 75 points



#### Workers:

23% female participation



#### Suppliers:

ESG indicators inclusion on selection process

**GOVERNANCE** 



Increase in independent Directors number



Greater linkage of ESG goals to Executives and Employees variable compensation



Financial risk measurement associated with climate change (TCFD)



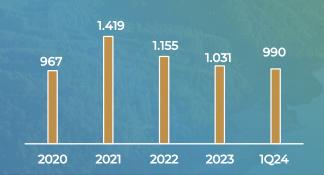
Certification in cybersecurity standards (NERC-CIP)

Note: All figures as of Dec23.

Overview



#### 1. CASH POSITION (US\$ million)



#### 3. DIVIDENDS (US\$ million)



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



#### 4. DEBT/EBITDA & NET DEBT/EBITDA (X)



Overview



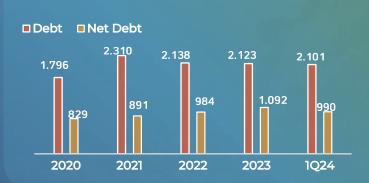
1. EBITDA & EBITDA MG (US\$ million & %)



#### 2. NET INCOME (US\$ million)



#### 3. DEBT & NET DEBT (US\$ million)



Note: All figures as of Mar24.

Debt structure snapshot



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



#### FINANCIAL DEBT PROFILE

US\$1,974 mm

<del>-</del>

US\$1,760 million US\$214 million 4 bonds and 1 bank loan

100% USD

92% Fixed rate

3.8% Interest Rate average

5.7 years average life

Note: All figures as of Mar24.



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