# 2Q20 Earnings Release Presentation

August 14, 2020













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## Energisa's Values

IN ACTION AMIDST THE CRISIS





#### COMMITMENT

With the **PRESENT** and **FUTURE** 



#### **CLIENTS**

**ATTENTION** and maintenance of essencial services



#### **PEOPLE**

<u>HUMANE</u> management: Health and Cooperation / Union



#### **RESULTS**

RESILIENCE: Efficient operation and strong cost management



#### **SAFETY**

Prioritization of LIFE



#### INNOVATION

Making a Difference— A change that generates VALUE

## Crisis Management



#### **CLIENT and SOCIETY**

- Steering of clients to digital channels and call center with the closing of agencies
- "Energia do Bem:" Humanitarian and Social Initiatives
- Conscious Consumption Campaign
- Monitoring of critical loads



#### **INNOVATION**

- Speeding of the digital transformation
- Support to the measures of the return to work with technology
- Re-Imagine the operation



#### PEOPLE

- Hygiene measures reinforced
- · Healthcare hotline
- Preventive barriers at the entrance
- Home Office



#### **RESULTS**

- Focus on the operating cash generation
- Collection
- Costs and Investments cuts for 2020
- Supply: focus on inventory and suppliers
- Regulatory actions

#### SAFETY

- Strict detection and protection protocols against Covid-1
- Contingency plan for the COI and Call Center
- Re-opening of agencies



# Operating Highlights 2Q20

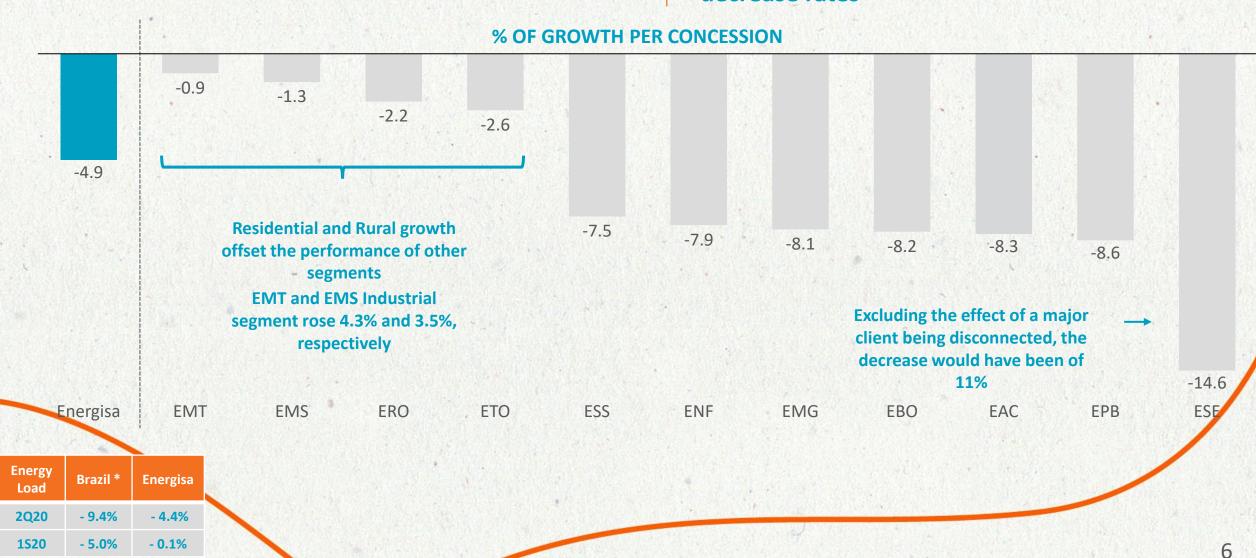
- Energy Market
- Energy Losses
- Quality Indicators DEC e FEC
- Delinquency Rate
- Collection Rate



# Energy Market 2nd Quarter

\*ONS, National Grid Operator

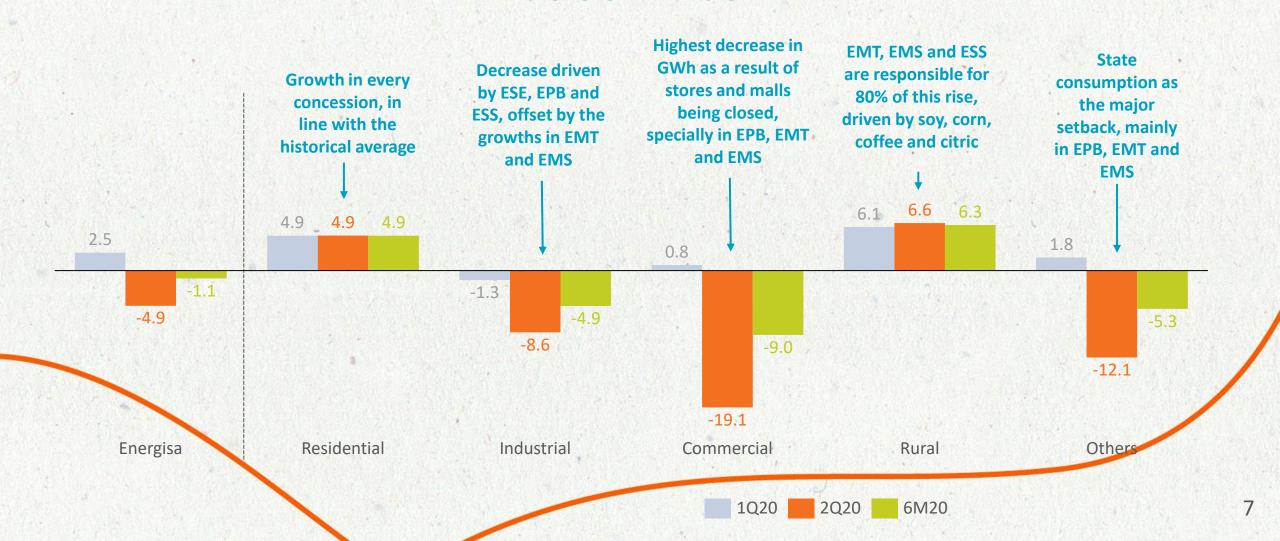
Concessions in the Mid West and North with the lower decrease rates



# **Energy Market**Segments

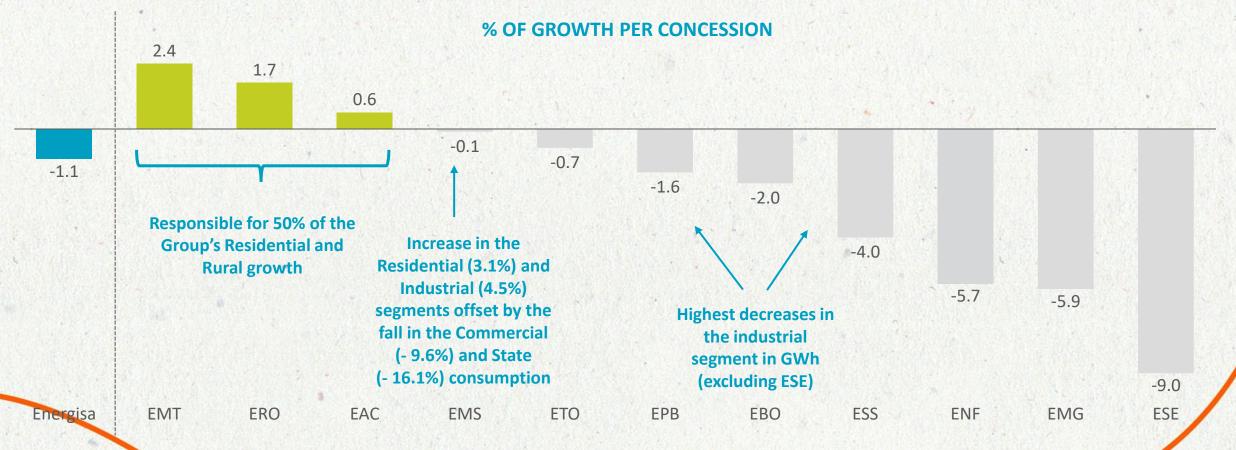
Residential and Rural consumption compensated other segments' performances

#### % OF GROWTH PER SEGMENT



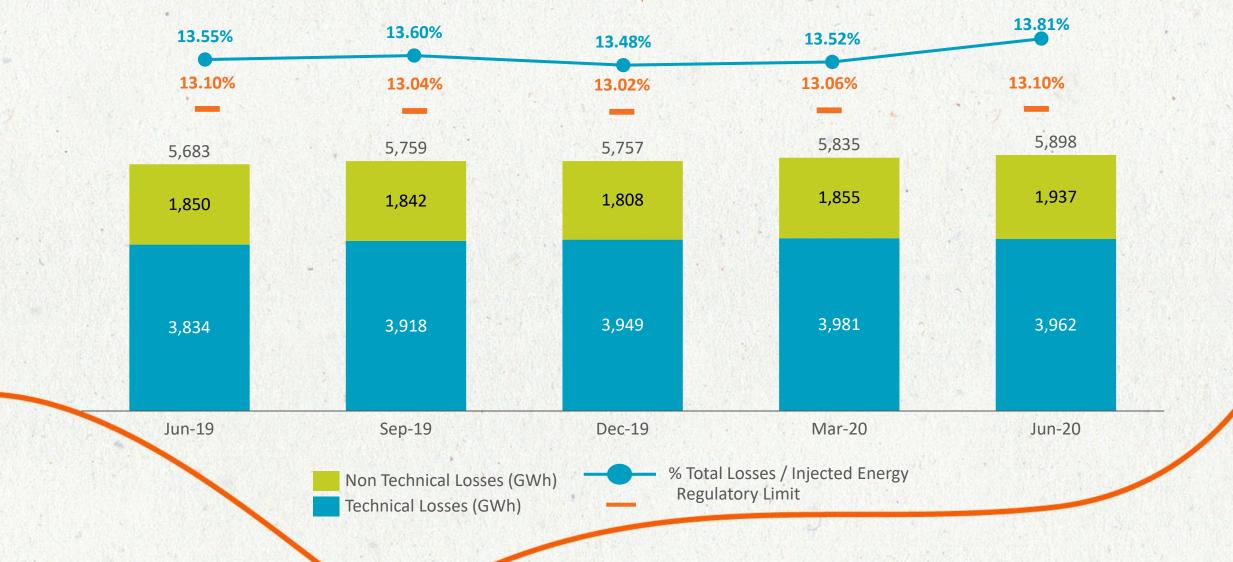
# Energy Market SEMESTER

Concessions in the Mid West and North with the lower decrease rates as well



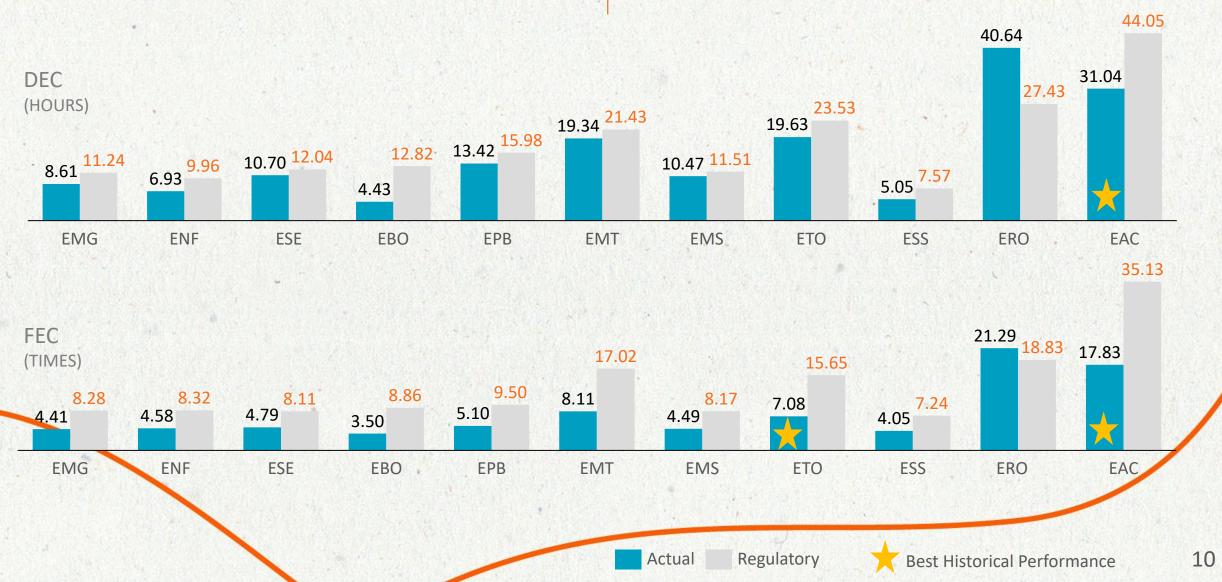
## **Energy Losses**

## **Strong impact of the Covid-19 pandemic**

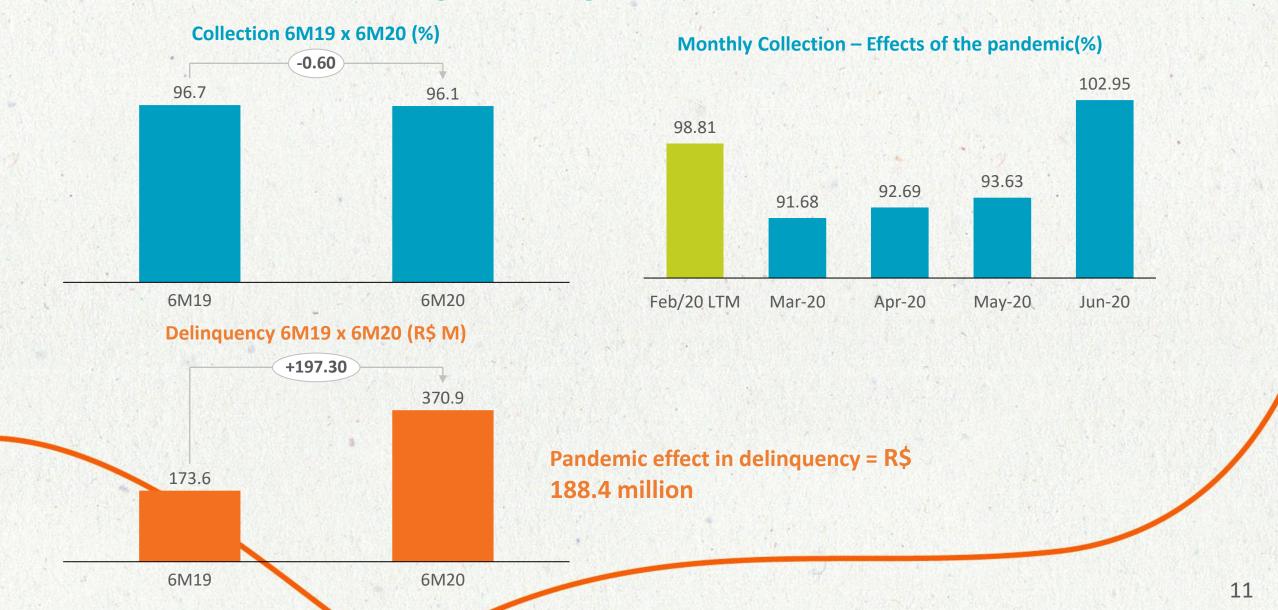


## **Quality Indicators**

Apart from ERO, all concessions are within the regulatory limit



## **Delinquency and Collection**



# Financial Highlights 2Q20

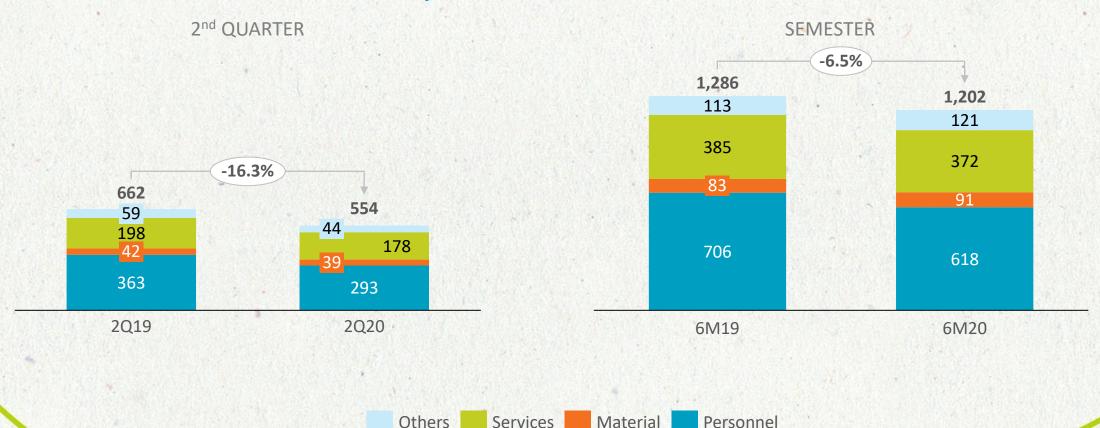
- EBITDA
- PMSO
- Net Result
- Indebtedness
- Capex



### **PMSO**

PERSONNEL: lower costs with dismissals and effects derived from the reduction of operational activities and the provisory measure 936

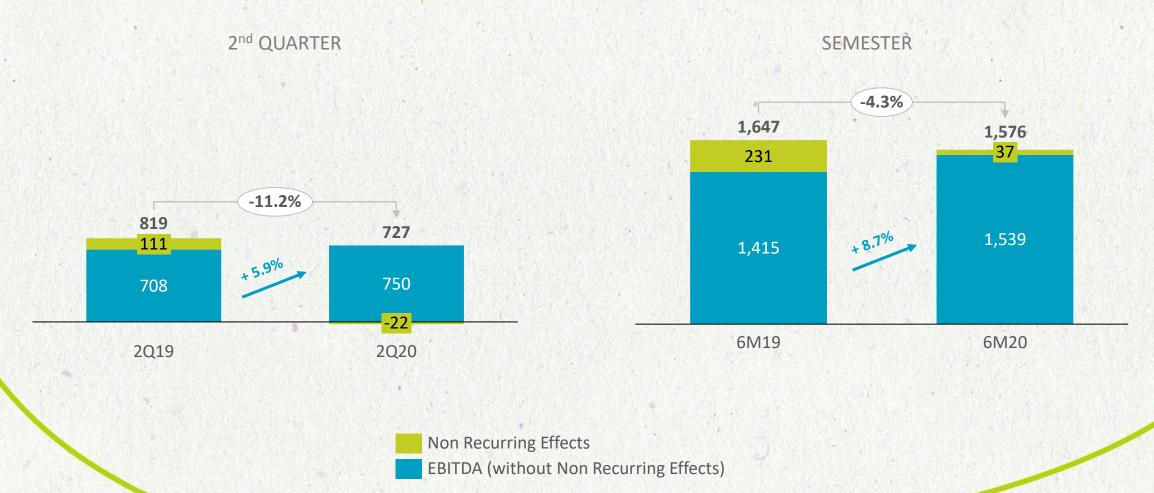
MATERIAL AND SERVICES: less expenses with consultancy, and reduction of inspection, cuts and travel as a result of the pandemic



## **EBITDA**

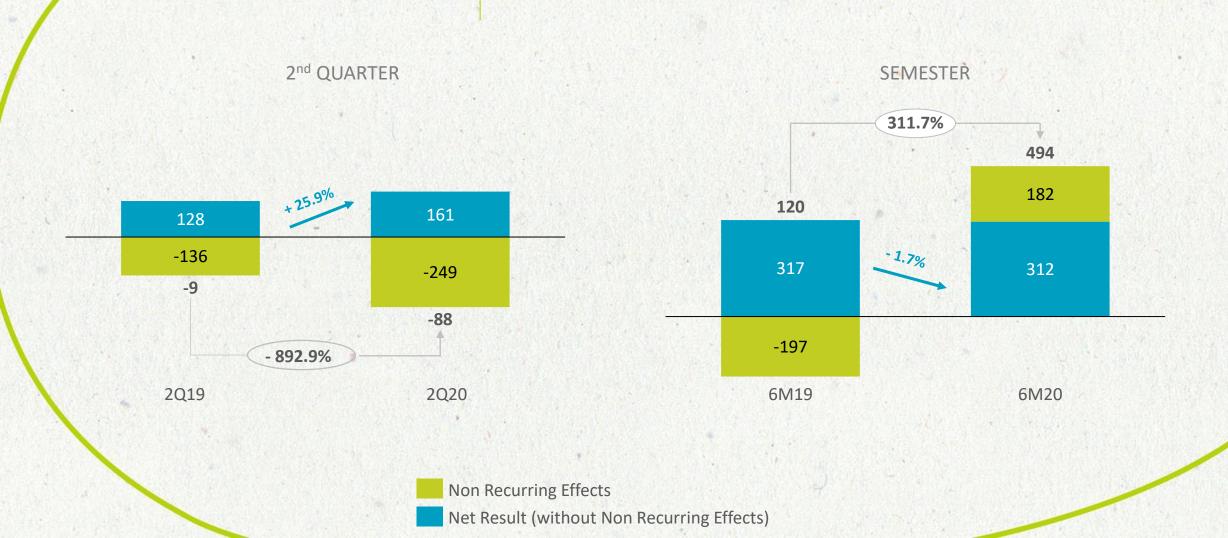
Mainly affected by the delinquency constitution as a result of the epandemic (R\$ 163.2 million)

Growth of 5.9% when excluding non recurring effects (manageable costs control to offset the decrease in the Market)



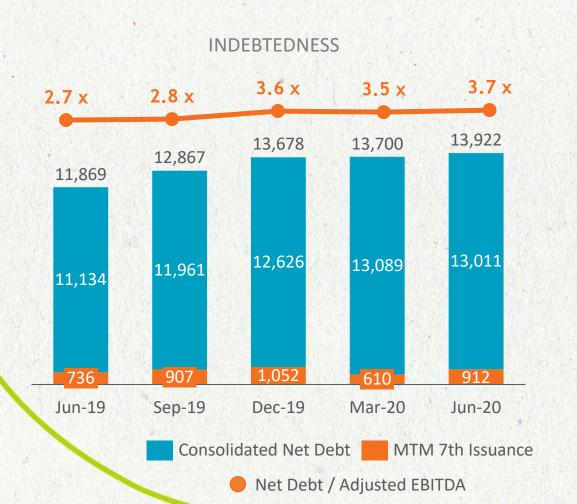
### **Net Result**

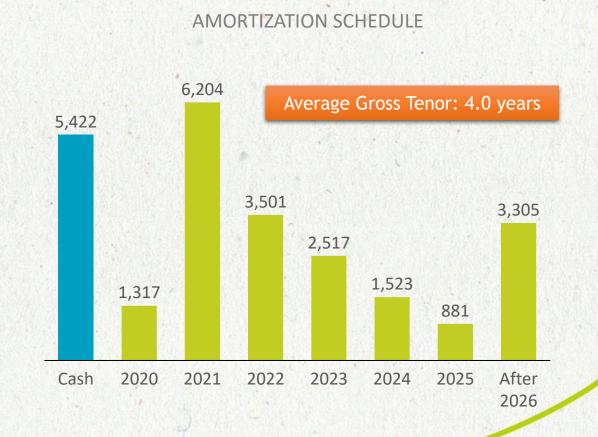
Negatively affected by the mark-to-Market of the 7<sup>th</sup> issuance (R\$ 301.2 million, against R\$ 194.0 million in 2Q19)



## Indebtedness

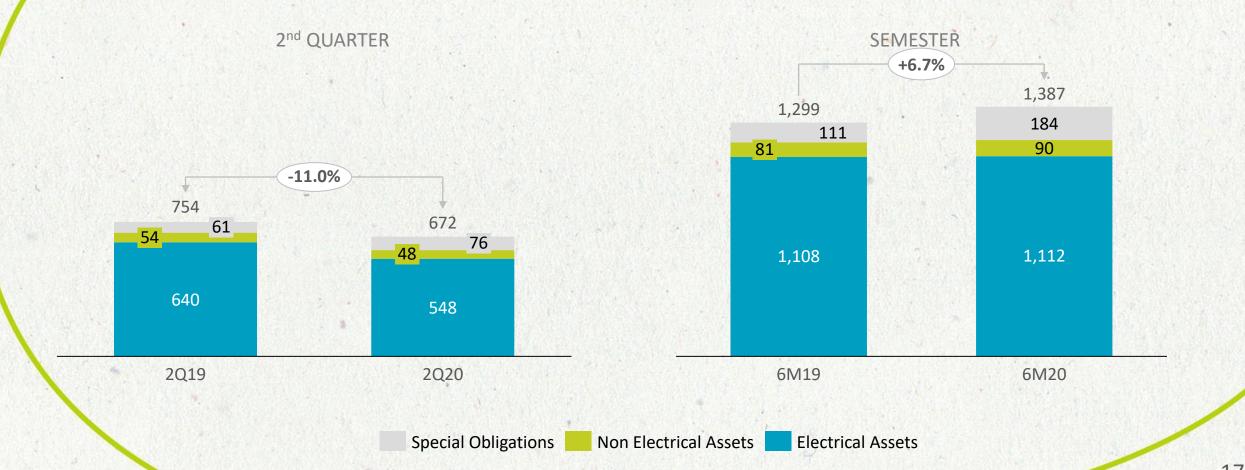
MTM: accumulated effect of R\$ 912 million Average gross cost: 5.73% (157.08% of CDI)





### **Investments**

Reduction of R\$ 82 million due to the budget revision and decrease in demand



## **Grupo Energisa**

**Subsequent Events** 

**Projects** 

- ☐ ETO's 5th Tariff Revision average effect of + 7.17%
- ☐ Covid-19 Account Loan Decree number 10.350/2020: R\$1.4 billion
- **☐** Transmission

Projects  EPA I:  EPA II:  ETT:	% of completion 91% 41%	Beggining of operations Feb/22 Mar/23	Estimated Anticipation 16 months 12 months	Estimated Investments (R\$ M) 309.2 379.9	RAP * (R\$ M) 51.1 35.4					
						12%	Mar/24	14 months	619.7	65.5

☐ ALSOL:



In May/2020 Alsol's acquisition completed 1 year

# Thank You.



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