# Earnings Release

3Q22

October/2022





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## Agenda **3Q22 Highlights** 2 **Energy Market** 3 **Operating Performance** 4 Financial Performance 5 **Growth Strategy** Socio-Environmental 6 Performance Closing Remarks auren

#### **Operational**



- 11.3% increase in hydroelectric generation. reflecting better hydrological conditions
- Average generation of the wind farms Ventos do Piauí I, II and III and Ventos do Araripe III above P90

#### **Financial**



- Adjusted EBITDA of R\$498 million, with an adjusted EBITDA margin of 32%
- Operational cash generation of R\$846 million after debt service in 9M22
- Cash conversion ratio<sup>(1)</sup> of 67% in 9M22

#### **Growth and Innovation**



- Final stage of the construction of the wind farms Ventos do Piauí II and III, with nearly 90% of the 93 wind turbines currently in operation
- Progress in the negotiations and definitions of the terms for the contracting of the solar projects Jaíba
  V and Sol do Piauí, which will add 548 MWac of installed capacity to the portfolio
- Intensification of the use of analytics and artificial intelligence in the sale of energy and management of the energy balance

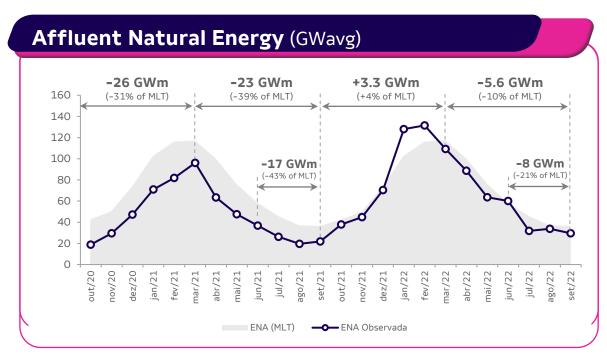


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### Performance of the National Interconnected System

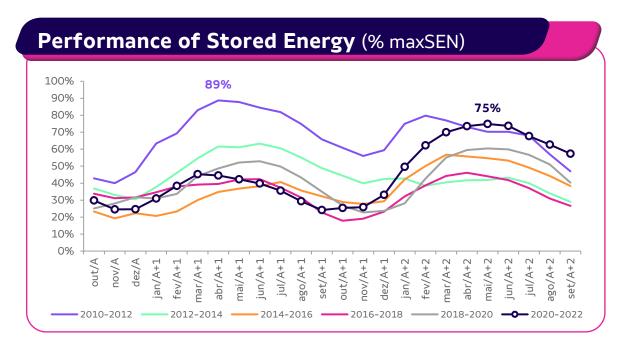
- SIN

#### After the water crisis, 2022 has the **best energy conditions of the last 10 years**





- The affluence of SIN in 3Q22 was 21% lower than the Long-Term Average (LTA)
- In 3Q21, affluence was 43% below the LTA



- SEN<sup>(2)</sup> SIN of 57% of maximum storage capacity at the end of 3Q22 vs. 24% in 3Q21
- Reservoir level recovery, closing September 2022 with the highest percentage since 2011
- Year over year, all regions have higher storage levels



## Through normative resolutions, ANEEL has defined a new methodology for the calculation of TUST, with significant effects

#### Changes in the tariff stabilization

- The transmission tariff of the generators was defined for 10 years or according to the grant period, depending on the energy sale environment, and adjusted for inflation
- As of Jul/2022, tariffs are annually defined

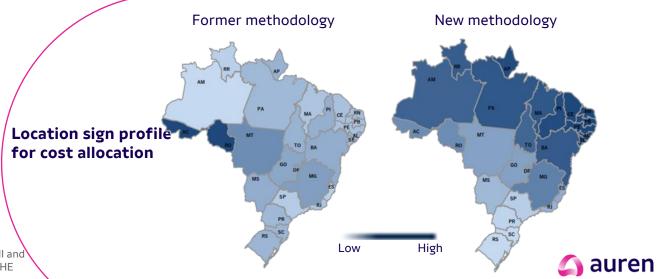
#### Change to the location sign

 The new methodology allocates higher transmission costs to agents further away from the load center

#### **Transition period**

- A range of ±5% was defined in setting the tariff to reduce the tariff impact and volatility
- The tariff will be defined based on the combination of two methodologies, the former and the new one, whose composition will vary every year until an equal proportion is reached in Jul/2027

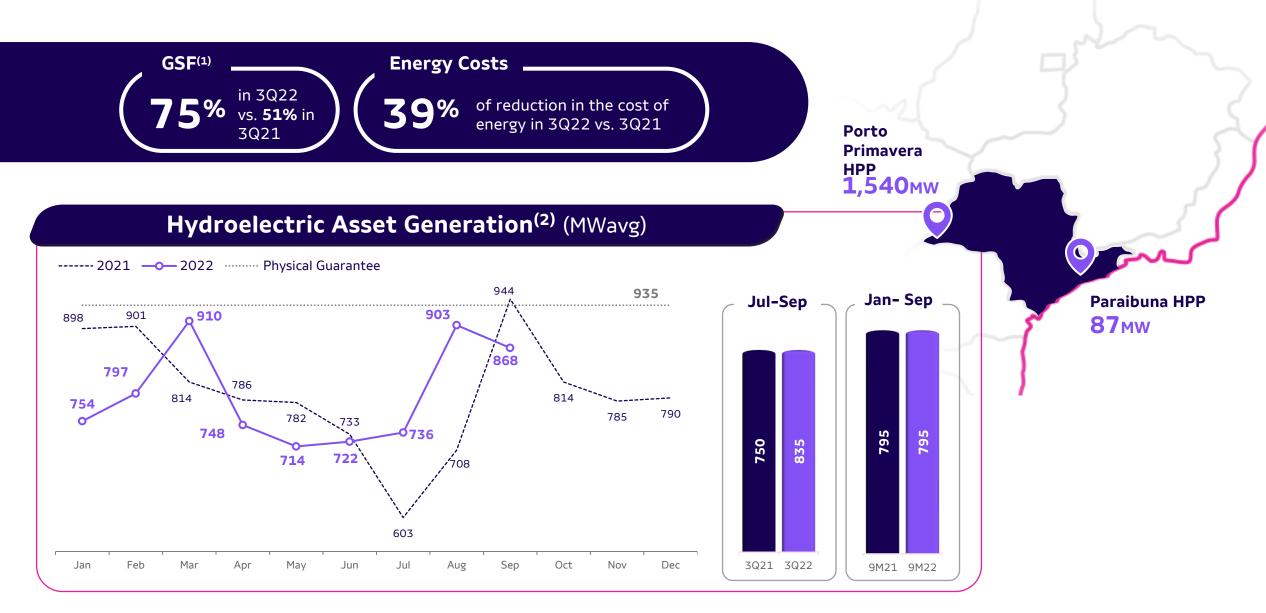
Asset <sup>(1)</sup>	Power (MW)	TUST Stabilized	Stabilization Period
Porto Primavera HPP	1,540.0	Yes	10 years (Jul/2019 to Jun/2029)
EOL VdP I and VdA III(2)	563.7	Yes	During the entire grant period
EOL VdP II and III(3)	409.2	Yes	10 years (Jul/2022 to Jun/2032)
Campos Novos HPP <sup>(4)</sup>	275.8	Yes	10 years (Jul/2013 to Jun/2023)
Barra Grande HPP <sup>(4)</sup>	71.2	Yes	10 years (Jul/2013 to Jun/2023)
Machadinho HPP <sup>(4)</sup>	38.8	Yes	10 years (Jul/2013 to Jun/2023)
UFV Jaíba	500.0	Yes	10 years (Jul/2023 to Jun/2033)



Notes: (1) The Paraibuna HPP, Amardor Aguiar I and II HPP, Igarapava HPP, and Picada HPP are connected to the distribution system; (2) VdP I: Ventos do Piauí I and VdA III: Ventos do Araripe III; (3) VdP II and III: Ventos do Piauí II and III; (4) Assets in which Auren holds an indirect minority interest through the companies Pollarix and CBA Energia (UHE Campos Novos), CBA Energia (UHE Barra Grande) and Pinheiro Machado (UHE Machadinho)

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## **Operating Performance – Hydroelectric Assets**





### **Operating Performance – Wind Assets**

Ventosdo Piauí II and III • (MWm) (3Q22)<sup>1</sup>

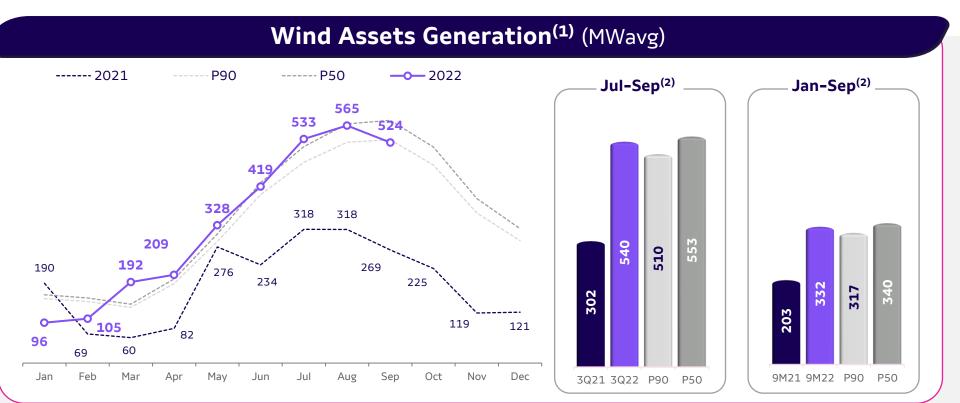
**↑18**% (P90) **↑2**% (P50)

Ventos do Araripe III — (MWm) (3Q22)

↑ **1**% (P90) **0 -5**% (P50)

Ventos do Piauí I 206MW

Ventos do Araripe III 358 MW



Note: (1) The calculation of P90 and P50 of Ventos do Piauí II and III was weighted by the daily start-up of the wind turbines. (2) Excluding Ventos do Piauí II and III, P90 would be 381 MWm and P50 would be 403 MWm in 3021. In 9M21, P90 would be 266 MWm and P50 would be 281 MWm.

#### **Consolidated Portfolio - Generation and Sales**



**3.1 GWm** of energy sold by 2024



+700 customers



+5 million iRECs and + 200 thousand

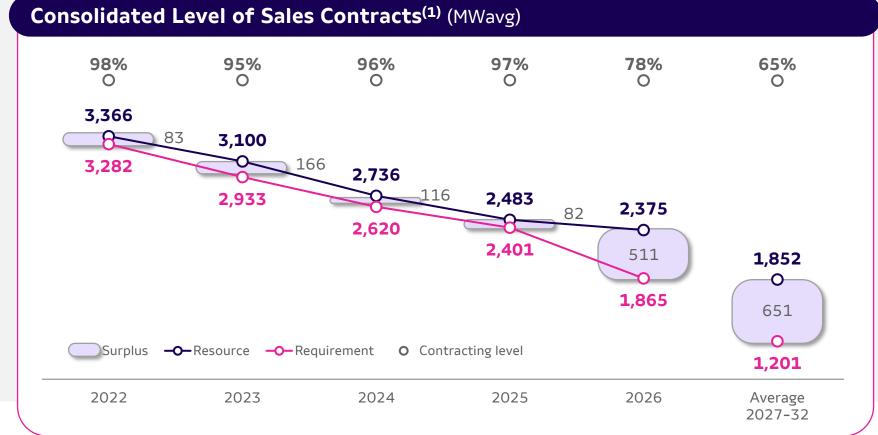
tons of carbon credits sold

~90%

Contract level by 2026

~65%

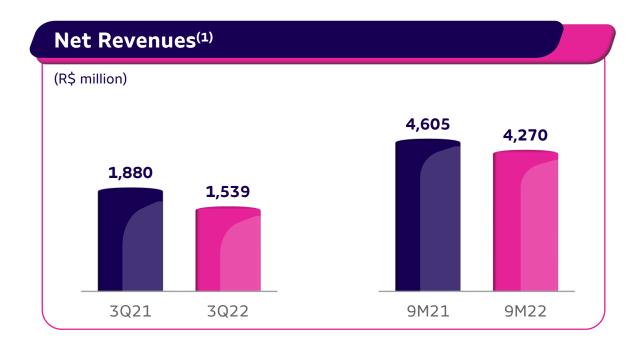
Average contract level from 2027 to 2032

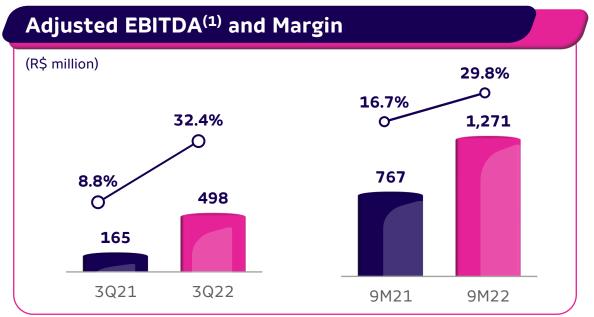




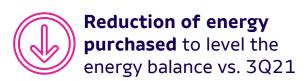
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#### **Financial Performance**





## In 3Q22, the **+200% increase in the Adjusted EBITDA** and the higher **margin** reflect:

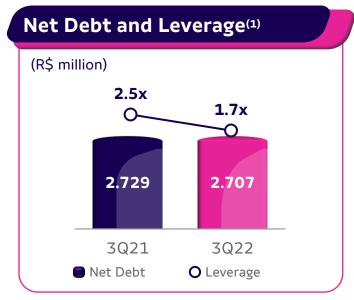




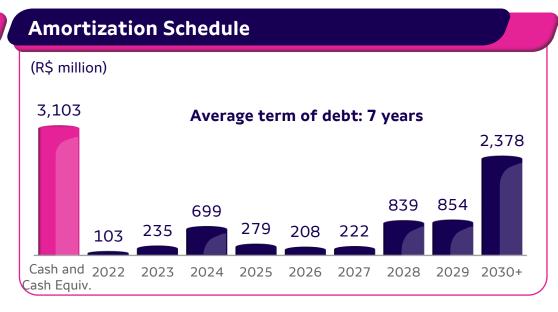


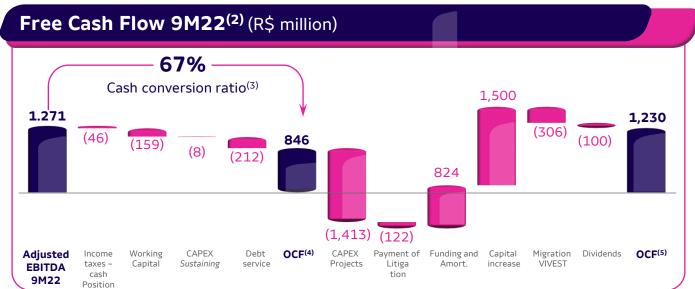


#### **Financial Performance**









- Leverage of 1.7x
- Average term of debt extended
- Cash conversion ratio of 67%
- Conclusion of the migration of VIVEST with a cash disbursement of R\$306 million





### **Growth Strategy**



R\$ 1.6B

BNDES Funding (24 years, IPCA+4.56% p.a.) ~70%

of the energy sold by 2032

 $~\textbf{90\%} \overset{\text{of the farm}}{\underset{\text{operation}^{(1)}}{\text{operation}^{(1)}}}$ 

**79** GUs in commercial operation

4 GUs in operation under tests



### **Growth Strategy**

#### **Progress** in **negotiations** and **definition of the contract terms** of the solar projects



Jaíba V

(Jaíba - MG)

626MWp / 500MWac

of installed capacity







Sol do Piauí - Hybrid

(Ventos do Piauí I)

**59**MWp / **48**MWac

of installed capacity

- Estimated CAPEX: R\$2.0 billion (R\$3.3M/MWp)
- COD<sup>(1)</sup>: 1H24
- BNB Funding
  - → R\$300 million
  - → IPCA + 4.48% p.a.
  - → 24 years

- Estimated CAPEX: R\$255.1 million (R\$4.3M/MWp)
- COD<sup>(1)</sup>: 2H23
- BNDES Funding
  - → ~R\$190 million
  - → IPCA + 3.65% p.a.
  - → 24 years



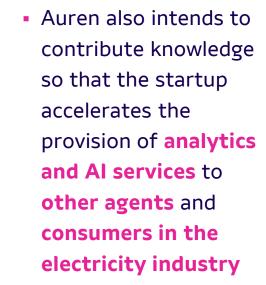
## **Growth Strategy**

Auren continues **progressing** in the formation of an energy **sales ecosystem** focused on **technology** and **data intelligence**. In 3Q22, the **acquisition** of the stake in **Aquarela** was concluded.



Aquarela was founded in
 2012, and is a reference in
 the use of artificial
 intelligence (AI), having
 developed energy, education,
 agribusiness, oil & gas, and
 aerospace projects

 Intensification of the use of analytics and AI in the sale and management of the energy balance, deepening the understanding of the customers' consumption profile and preparing Auren for the opening of the free market











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### **Strong Women Project**

We have strengthened **entrepreneurship** and **income generation** at Serra do Inácio (Piauí)

**Partners** 

instituto VOTORANTIM



 Wit the ReDes program, aligned to BNDES' socioeconomic development methodology, we contribute to the sustainable development of Brazilian municipalities

 Support and technical advisory to entities and projects, cooperation of production chains, and investment in business plans, focusing on training





Piauí

## Agenda

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**2** ) Energy Market

**3** Operating Performance

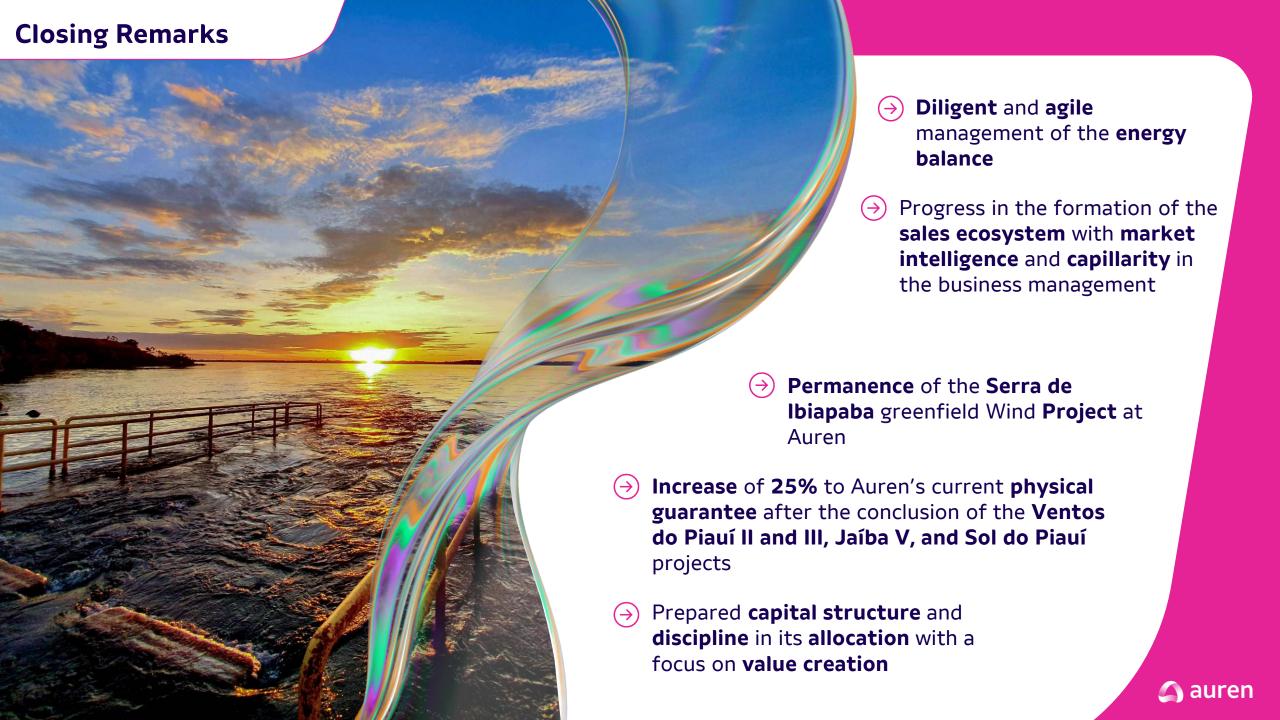
**4** ) Financial Performance

**Growth Strategy** 

Socio-Environmental Performance

7 Closing Remarks







#### **Investor Relations**

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### Institutional Investor

**#1** Best IR Program

**#1** Best ESG Program

2022 Latin America Executive Team Electric & Other Utilities

