# **Earnings Presentation**

4Q22

February/2023





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

#### **Operational**



- 8% increase in hydroelectric generation in 4Q22, reflecting better hydrological conditions
- Wind power generation increased by 32% in 2022 on a comparable basis, mainly due to the normalization of the collector substation generation at Ventos do Araripe III

#### **Financial**



- Adjusted EBITDA of R\$521 million in 4Q22, with adjusted EBITDA margin of 35%
- Cash conversion ratio<sup>(1)</sup> of 68% in 2022
- Signing of a judicial agreement involving the indemnification of the HPPTrês Irmãos
- Approval by the Board of Directors of the dividend distribution proposal of R\$1.50 per share

#### **Growth and Innovation**



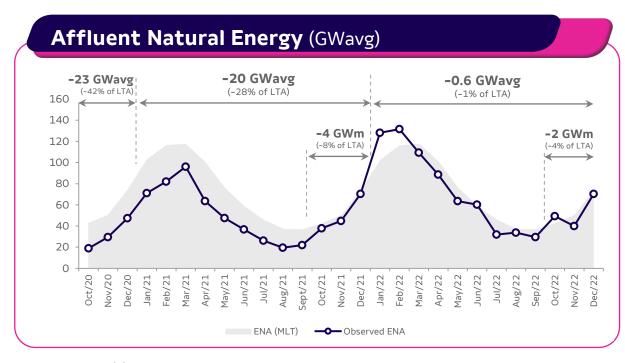
- Commercial startup of Ventos do Piauí II e III, on time on budget
- Completion of the negotiations for the contracting of the solar projects Sol de Jaíba and Sol do Piauí, which will add 548 MWac of installed capacity to the portfolio
- Advances in the strategy to build an ecosystem of strategic partners with the acquisition of equity interest in the startup Flora Energia



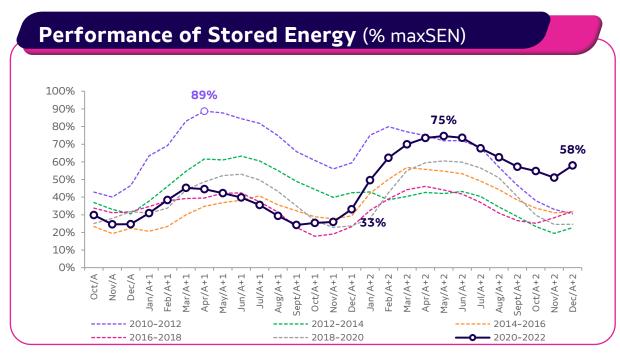
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## Performance of the National Interconnected System - SIN (1)

#### Favorable hydrological conditions in 2022 benefited the recovery of the reservoirs of the SIN



- ANE<sup>(2)</sup> of SIN of 96% in 4Q22, keeping the same level of 4Q21
- The **affluence** of SIN **in 2022 was 98%** compared to 72% of the Long-Term Average (LTA) in 2021



- SEN<sup>(3)</sup> SIN of 58% of maximum storage capacity at the end of Dec/22 vs. 33% in Dec/21
- 2022 with the highest storage level since 2011



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## **Operating Performance – Hydroelectric Assets**

The difference between physical guarantee and Porto Primavera generation was 31MW avg in 4Q22 and 77MW avg in 2022

**77%** in 4Q22 vs. 66% in 4Q21

GSF<sup>(1)</sup>
85% in 2022 vs. 73% in 2021

Energy Costs

Energy cost
reduction in 4Q22
vs 4Q21

HPP Porto Primavera 1,540mw

## **HPP Porto Primavera Generation**(2) (MW avg)







## **Operating Performance – Wind Assets**

The entry into operation of the Ventos do Piauí II and III wind complexes added 81 MW avg to the wind generation in 2022

do Piauí II Ventos **207**mw

do Piauí III **202**MW

Ventos do Piauí I (Mw avg)



Ventos do Piauí II e III (MW avg) (1)

**-6%** (P50)

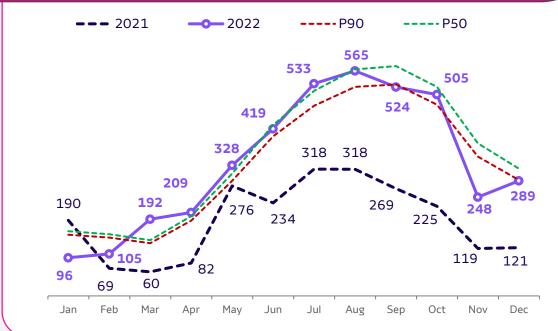
Ventos do Araripe III (MW avg)

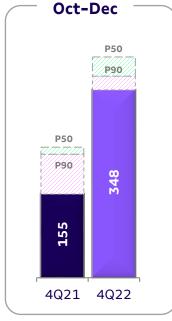
**Ventos** do Piauí I **206**mw

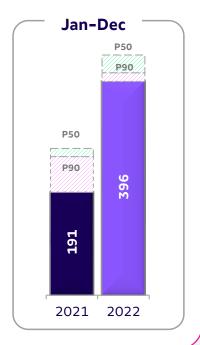
**Ventos** 

Ventos do **Araripe III** 358<sub>MW</sub>

#### Wind Assets Generation (MW avg)



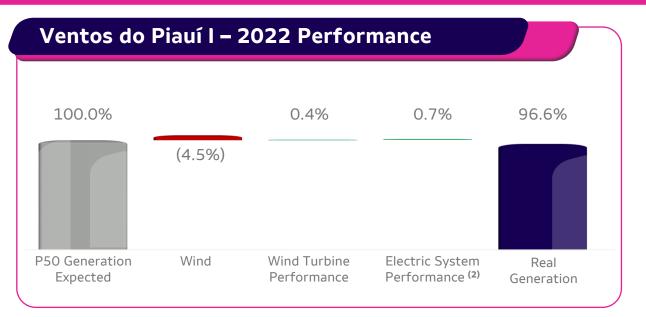


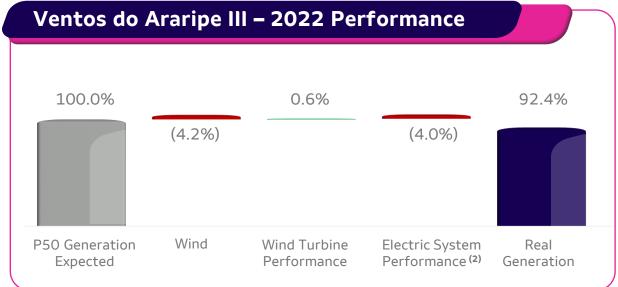




## **Operating Performance – Wind Assets (1)**

Annual performance of wind farms when compared to the technical parameters of the projects (P50 on a 100 basis)







The production in 2022 was **6.1%** lower than the expected average generation **P50** and **0.7%** lower than **P90** 



As for the project assumptions, wind resources were **4.3%** lower than the average projection of 20 years



The wind turbines performance was **0.5%** higher than expected



The electric system performance was 2.3% lower than expected, affected by the performance of improvement in the collecting substation and unavailability of one of the transformers



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



**3.0 GWm** of energy sold by 2024



**765** customers



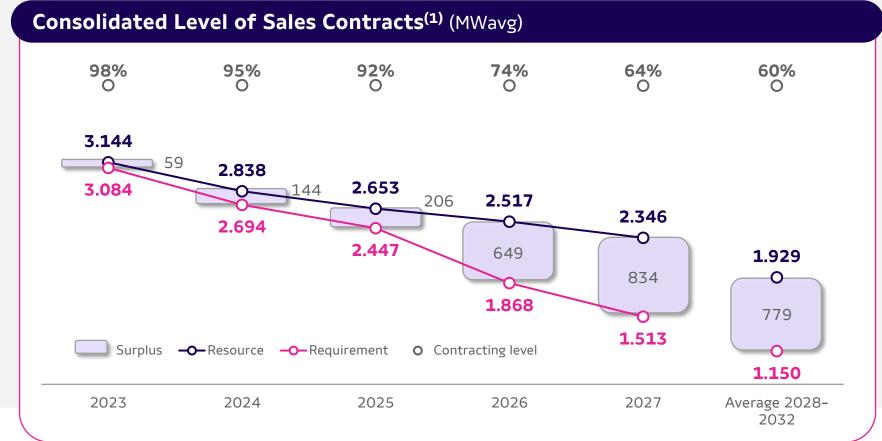
+900k carbon credits issued

~91%

Contracted level by 2026

~60%

Average contracted level **from 2028 to 2032** 

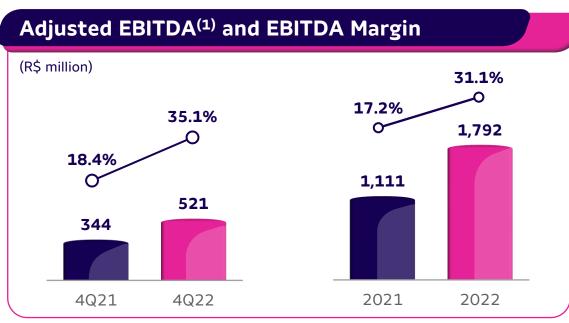




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#### **Financial Performance**





# Adjusted EBITDA increased 51% and better margins in 4Q22



Better performance in energy balance equalization



Readjustments in the **prices of energy** sale contracts



**Higher dividends received** from Auren's invested companies



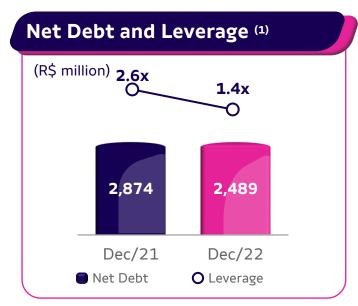
Entry into commercial operation of the Ventos do Piauí II e III wind farms



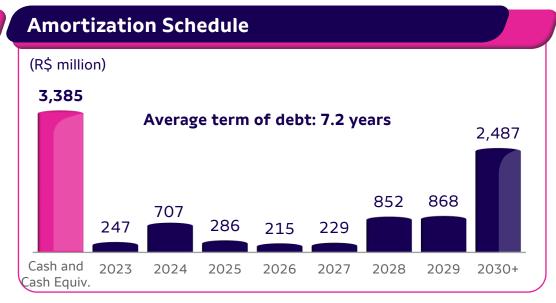
**Receipt of compensation** for loss of profit from Ventos do Araripe III

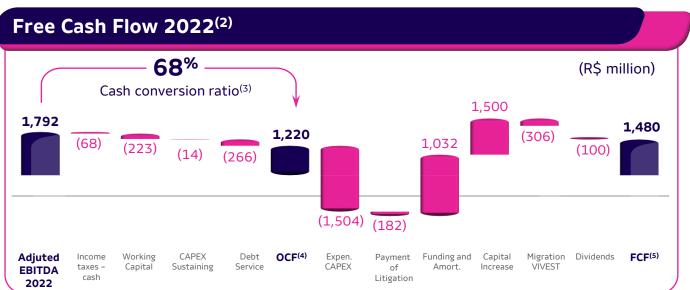


#### **Financial Performance**





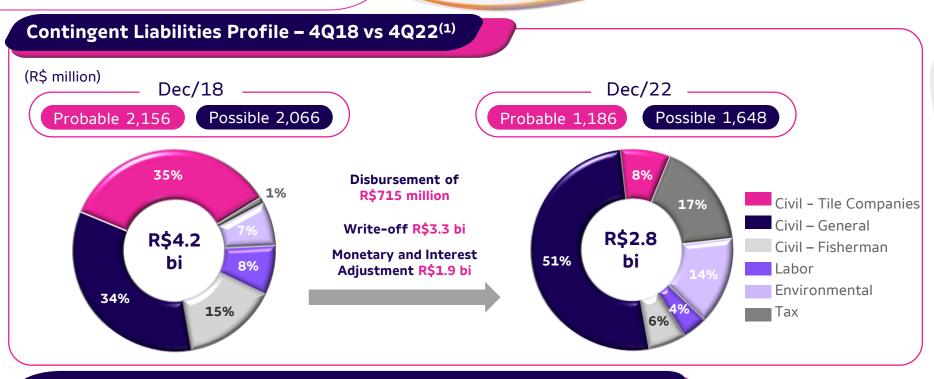




- Leverage of 1.4x in Dec/22
- Cash conversiton ratio of 68%
- Decrease of R\$211 million in Expansion CAPEX compared to 4Q21, mainly due to the completion of Ventos do Piauí II and III and the start of the Sol de Jaíba and Sol do Piauí projects

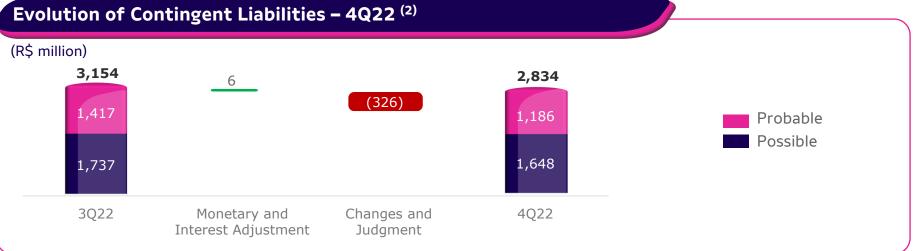


## **Contingent Liabilities**





- Write-off of R\$3.3
   billion, with cash
   disbursement of R\$715
   million in the last 4
   years
  - 10 main probable and possible actions in 2022 account for 53% of the total
  - No individual lawsuit represents more than 10% of probable and possible litigation







## **Growth Strategy**

# Ecosystem of products and solutions to energy players of today and of the future





 Startup that offers a marketplace solution in the Distributed Generation business



Reference in artificial intelligence

 (AI), with projects in sectors such as
 Energy, Agribusiness, Education, Oil
 & Gas, and Aviation





 Scalable solution, asset light, that connects consumers to generators

- Use of analytics and AI in energy management and energy consumption patterns of end consumers
- Provides solutions to players such as **Distributors**,
   Centralized and **Distributed** Generators, as well as **End** Consumers



 Accelerates Auren's go to market strategy in Small Businesses and Residential customers  Development of new products and solutions in the energy sector together with Auren Generates value through use
 of data to optimize Energy
 management in its customers



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Through direct action and partnerships, Auren works to preserve major forests located in the following Brazilian biomes: Cerrado, Atlantic Forest and Caatinga

The preservation of these forest tracts<sup>(1)</sup> supports biodiversity, water and climate programs.



in Serra do Inácio

Location: Pernambuco and Piauí

Biome: Caatinga

Area: 240 ha

Cisalpina Private Reserve

I ocation: Mato Grosso do Sul

 Biome: Mata Atlântica and Cerrado

Area: 3.8 thousand ha

Legado das Águas Reserve

Location: São Paulo

Biome: Atlantic Forest

Area: 31 thousand ha



# Agenda

**1** ) 4Q22 Highlights

**2** ) Energy Market

**3** Operating Performance

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**Growth Strategy** 

Socio-Environmental Performance

7 Closing Remarks







## **Investor Relations**

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