

# Results Presentation

3Q22



# Disclaimer

This presentation may contain estimates and projections that are not statements of past facts but rather reflect the beliefs and expectations of our management and may constitute estimates and projections of future events pursuant to Section 27a of the Securities Act of 1933, as amended, and Section 21e of the Securities and Exchange Act of 1934, as amended.

The words "believe", "could", "may", "estimate", "continues", "anticipates", "intends", "expects" and similar words are intended to identify estimates that involve risks and uncertainties, known or not.

Known risks and uncertainties include, but are not limited to: general economic, regulatory, political and commercial conditions in Brazil and abroad, variations in interest rates, inflation and the value of the Brazilian Real, changes in volumes and pattern of electricity used by the consumer, competitive conditions, our level of indebtedness, the possibility of receiving payments related to our receivables, changes in rainfall and water levels in the reservoirs used to operate our hydroelectric plants, our financing and capital investment plans, existing and future government regulations, and other risks described in our annual report and other documents registered with CVM and SEC.

Estimates and projections only refer to the date they were expressed and we assume no obligation to update any such estimates or projections due to the occurrence of new information or future events. The future results of the Company's operations and initiatives may differ from current expectations and the investor should not rely exclusively on the information contained herein.

This material contains calculations that may not reflect accurate results due to possible rounding.

This presentation may contain estimates and projections. See disclaimer

# Key Highlights

# **Company** Highlights



# **Dismissal Plan (PDV)**

2,312 eligible employees
R\$ 1 billion in estimated cost
11.2 months of Payback
Adhesion between days 11/1 and 11/18:
1,223 already enrolled up to 11/9
Dismissals - between Dec/22 and Apr/23

# 183<sup>RD</sup> EGM

Nov/2022: The amendment of Eletrobras's Articles of Incorporation was approved in order to incorporate statutory provisions in line with the best governance practices in the market

# **Board and CEO**

August/22: The elected slate was the only one indicated by shareholders at the 182nd EGM

Wilson Ferreira is elected as new CEO

He took office in Sept/2022

# **SPES and Affiliates**

Sale of CELPE shares
Cash Reinforcement of R\$ 49 million

**Amapari Transfer** for R\$ 17.7 million

# **SAESA**

Participation of 72%,
July/2022: Effective control, with the election of the majority of the investee's Board of Directors,
including the President
Accounting consolidation as of 3Q22

# Transformation Office

Post privatization created to follow up on prioritized initiatives

Transformation of Eletrobras has already started

Eletrobras

Transformation Management Office (TMO) structured to head the transformation

Strategy and goals

3 initiatives

#### Purpose

Centralize the management and monitoring of the Transformation Initiatives from an activist standpoint, orchestrating the work fronts and promoting speed and efficiency in the executions.



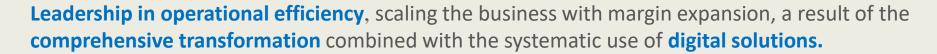
Transformation office

#### **Motivation**

- Coordinate actions in a centralized manner;
- Ensure capture of value;
- Meet the planned deadlines;
- Manage the costs incurred;
- Maximize capture speed.

#### Horizon

- Multi-annual transformation starting in 2022;
- 40+ prioritized initiatives already started; completion of 80% of them by the end of the 1st semester of 2023;
- 20+ initiatives already mapped and will start in 2023







**Refoundation of the management culture, with a focus on results** (owner mindset), fostering sustained generation of value and the **strengthening of an inspirational position for talents.** 

Excellence in the discipline of capital and profitability of the asset portfolio.



Market benchmark in governance, organizational agility and the ESG agenda



**Leadership in reducing emissions from production chains** through the continuous innovation of products, services and business models



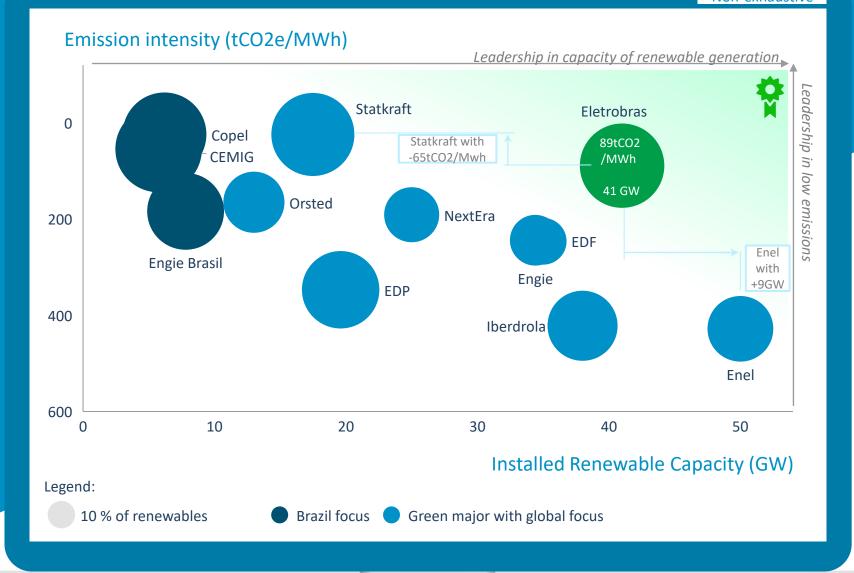


**Excellence in marketing,** materializing the potential of its **positioning** in the energy market



**Long-term vision** of Eletrobras as **Green Major**, combining **growth and the generation of value** associated with the offer of sustainable solutions

Starting point: Eletrobras is already a Green Major - world leader in renewables and with one of the lowest emission levels in the industry



# Several high-impact objectives are expected to be achieved in the short term



	Selected objectives	Actions in progress		
Efficiency	Lower unit cost of Generation and Transmission vs. Peers in Brazil by the end of 2023	Multiple initiatives to execute the TMO to reduce costs with people (reorganization, PDV,) and MSO (purchases, processes, OBZ,)		
Capital Cost	Achieve the lowest capital cost in Brazil by the 1st semester of 2023	Renegotiate higher cost debts Optimize the capital structure of the holding compa and subsidiaries		
Decrease in liabilities	Significant reduction of liabilities	Entering into agreement and reviewing procedural strategy for compulsory loans and other contingenc		
ESG	Absolute leadership in emissions between global peers and in social and governance indicators in Brazil	E: Inefficient thermal divesting S: Evolve relationship with communities affected by Eletrobras's operation G: Migrate to new market and review articles		
SPEs	Rationalization of SPEs	From November 2022 to December 2023 $29 \rightarrow \text{sales}$ $24 \rightarrow \text{uncrossing operations with 10 counterparties}$ $13 \rightarrow \text{under evaluation}$ $07 \rightarrow \text{closing}$ $06 \rightarrow \text{merger}$		
Subsidiaries and affiliates	Rationalization of holdings	Restructure and sell around R\$ 4B in non-strategic holdings in publicly and privately held companies		
Quality and safety	Reference in safety indicators and operational quality in the electricity sector	Increase availability Minimize interruptions Focus on zero accidents		



Actions with impact starting in the 1st semester of 2023 and complete execution by the end of the year



# Key milestones already defined | TMO with control of critical dates for Transformation - vision under construction

Non-exhaustive

By 01/30/23

Updated PE and PDNG



By 04/30/23

• Revised 2023 budget with OBZ lens and validated earnings



#### By 01/15/23

- Target quantity for defined workforce and mapped initiatives
- New structure and pricing model for validated CSCs



#### By 12/31/22

- Migration to the **new market** approved in EGM
- SPEs optimization roadmap validated
- New SPE performance management platform developed and implemented
- 1st group of 2022 PDV dismissals carried out

# By 11/30/22

- New model and organizational structure of the Holding Company and validated subsidiaries
- PDV enrollments 2022 concluded



#### By 12/15/22

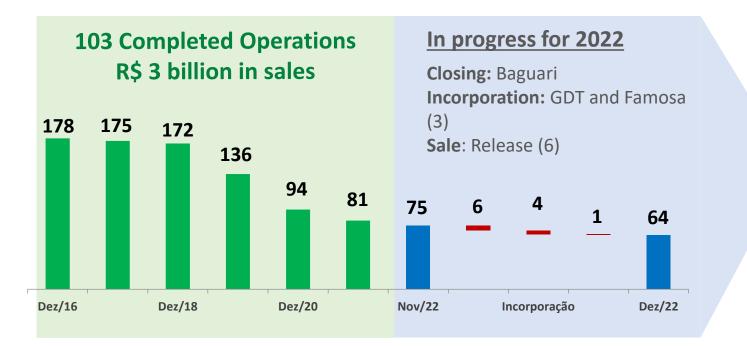
 Articulated strategic vision and top goals defined



# Rationalization of SPEs in progress

#### **COMPLETED OPERATIONS**

TOTAL	103 SPEs
Sale	53 SPEs
Reversals	2 SPEs
Merger	33 SPEs
Closing	15 SPEs



**Dec/2022** 64 SPEs



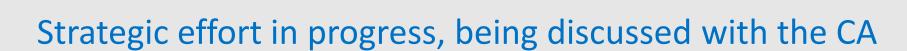
**16T and 48G** 

	Total (R\$ million)	Proportional Participation (R\$ million)
ROL	19,184	9,892
EBITDA	14,642	6,470
Debt	73,640	38,947
<b>Book Value</b>	19,676	9.252
Extension (km)	14,217	6,725
Installed Capacity (MW)	25,104	12,727

Weighted participation of all SPEs is about 47% (1)

#### **Prospective Actions in 2023**

- 24 → uncrossing operations with 10 counterparties
- $06 \rightarrow closing$
- 02 → merger
- $23 \rightarrow \text{sale}$
- 13 → under evaluation





Current focus on ensuring successful implementation of the portfolio of initiatives ...

... And prepare for robust and coherent opportunities for future growth

Initiatives being assessed in light of value creation and risk mitigation

New planning to be approved by the Board of Directors will be disclosed in the presentation of the 2022 results (March/23)

# **3Q22** Recognitions



## **Renewable Energy Certificates**

Eletrobras Furnas won the bid to provide **around half** a million (504,200) in I-REC renewable energy certificates to offset 100% of indirect greenhouse gas emissions from Banco do Brasil's electricity consumption.







We are in the Epoch Negócios 360º
Yearbook. We came in 35th place on the overall ranking. In the Energy sector, we won 3rd place and the following positions:
3rd in People; 3rd in Innovation; 4th in Sustainability; 11th in Corporate
Governance; and 14th in Financial
Performance.







The award highlights companies with best accounting information transparency practices through their financial statements.







We obtained the Gold Seal from the Brazilian GHG
Protocol Program. This recognition attests to the high level of qualification of the

level of qualification of the Inventory of Greenhouse Gas Emissions of Eletrobras Companies.





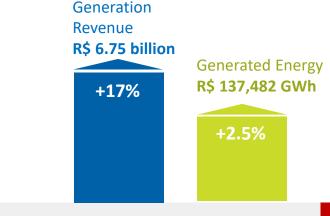
We were recognized as one of the three companies in the electricity sector that best communicates with journalists. The ranking is organized based on the opinion of 25 thousand journalists.

# Operational Performance

# **Generation** Business

Eletrobras's revenue increased by **+R\$ 1 billion** in 3Q22 due to the consolidation of SAESA, an increase of **2.5% in energy generated.** 

#### 3Q21 / 3Q22





#### Main Changes in Capacity:

- +1,045.7 MW Saesa (72%)
- + 12.5 MW UG4 Curuá-Uma HPP

#### Privatization Effect:

- 7,000 MW Itaipu
- 1,990 MW Electronuclear



## **Installed Capacity (MW)**

About 23% of Brazil

## **Generated Energy (GWh)**

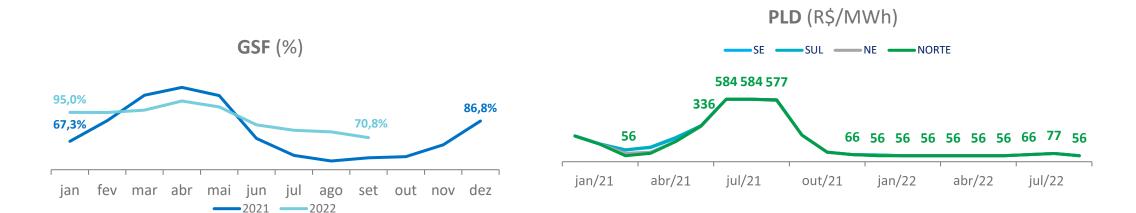
About 30% of Brazil

## **Aggregation in Generation:**

Santa Cruz TPP Combined Cycle
Commercial operation:
estimated for November/22
150MW increment of installed
capacity



# Impact of Commercialization on the Financial Statements







By September 2022, 33 large-scale corporate undertakings were completed with an associated RAP of R\$ 112.76 million.

Under construction, we have 154 large projects with an associated RAP of R\$ 737 million, with 56.47 km of LT under construction and 3,431 MVA of transformation.

RAP Associated with Large undertakings expected to be completed

Year	Aggregate RAP/year (R\$ million)	Accumulated RAP (R\$ million)
2022	41	41
2023	193	233
2024	237	470
2025	145	614
2026	93	708
2027	29	737



74,022.3 km TLs, where 68,746.6 km ≥ 230 kV. Corresponding to 39.0% of Brazil.

## **RAP Aggregation:**

Increase of 19% in regulatory RAP, which went from R\$ 11,477 million in the 22/23 cycle to R\$ 13,703 million in the 22/23 cycle, due to the tariff readjustment and aggregations of R\$ 10 million in the quarter.

# Financial Performance



# **3Q22 Financial** Highlights (R\$ million)

**IFRS** 

**3Q22 Net Revenue** 

R\$ 8,033

**3Q22 EBITDA** 

R\$ 2,419

-54% **T** 

**3Q22 Result** 

-R\$ 0.09

-100%

# Adjusted

**3Q22 Net Revenue** 

R\$ 8,033

-13% 🔻

**3Q22 EBITDA** 

R\$ 3,197

-36%

3Q22 Result

R\$ 1,139

-66% **T** 

Eletrobras presented **strong Liquidity** in 3Q22, with availability of **R\$ 16.8 billion**, and **investments of R\$ 990 million**. The result was affected by:

- IPCA deflation 0.36% and IGPM -1.43%, on transmission revenue in -R\$ 1,941 million
- Amortization of new Generation assets and financial expenses of obligations with CDE and Special Projects (Law 14.182/21) totaled -R\$ 757 million
- -R\$ 486 million PCLD Amazonas Energia Provision and -R\$ 874 million in contingencies;
- -R\$ 300 million of SAESA's financial expenses

# Income **Statement** (R\$ million)

		IFRS			Adjusted	
	3Q21	3Q22	Var. %	3Q21	3Q22	Var. %
Gross Revenue	10,812	9,901	-8%	10,798	9,901	-8%
(–) Deductions from Revenue	-1,602	-1,868	17%	-1,602	-1,868	17%
ROL	9,210	8,033	-13%	9,196	8,033	-13%
(-) PMSO	-1,746	-2,235	28%	-1,600	-2,026	27%
(–) Operating costs and expenses	691	-2,801	-505%	-3,183	-2,801	-12%
(-) Operating provisions	-9,376	-1,529	-84%	-275	-564	106%
(+) Equity interests	850	555	-35%	850	555	-35%
(+) Regulatory remeasurements - Transmission Contracts	4,859	362	-93%	0	0	-
(+) Other Income and Expenses	772	32	-	0	0	-
(+) Income from Discontinued Operations	-26	0		0	0	-
Ebitda	5,234	2,419	-54%	4,988	3,197	-36%
Depreciation and amortization	-315	-812	158%	-315	-812	158%
Financial result	-882	-1,819	-106%	-721	-1,458	-102%
Income Tax and Social Security Contribution Tax	-3,072	213	-107%	-585	213	-136%
Net Income	<b>965</b> ay contain estima	-0.1 ates and project	-100% ions. See disclair	ner <b>3,367</b>	1,139	-66%

Adjusted Gross Revenue 3Q22	-897
Transmission Revenue: deflation	- 1,941
Generation revenues with emphasis on Saesa consolidation (R\$ 1.2 billion)	+1,091
Adjusted PMSO 3Q22	+427
Personnel: Collective agreements - ACT 22/23 of 12% (R\$ 178 million) Chesf Personnel: ACT of 21/22 of 6.7%; and reversal of PLR in 3Q21 (R\$ 62 million), which reduced expenses in 3Q21. Saesa Personnel (R\$ 25 million): consolidation	+271
Services: Saesa (R\$ 57 million); Maint. Aparecida/Mauá 3 TPP (R\$ 15 million)	+99
Adjusted Operating Costs and Expenses 3Q22	-383
Lower energy import from Uruguay (-R\$ 263 million) and lower cost of energy purchased for resale	-426
Furnas Fuel: lower order Santa Cruz TPP (-R\$ 101 million)	-89
Depreciation and Amortization	+497
Amortization of new assets - privatization	+267
Adjusted Financial Result 3Q22	-737
AESA consolidation (debt charges)	-300
Derivatives	-534
nterest expense (IPCA+ WACC) with CDE and Projects privatization)	-490
Revenue from financial investments	+484



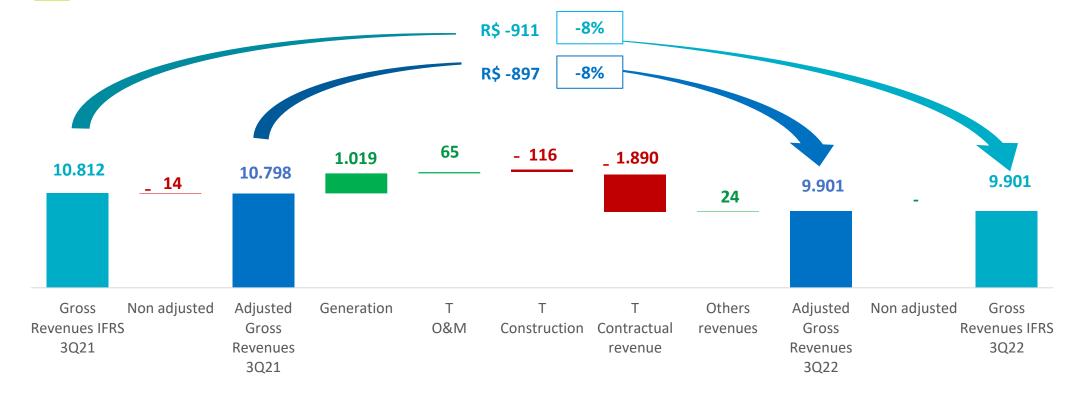
# -1,941 Transmission

-1,890
Contractual revenue
Deflation
IPCA - 0.36%
IGPM -1.43%

-116
Construction: Furnas: lower revenue contract 062/01.

+65
O&M
Readjustment of
11.7% Aneel
Resolution

# Gross Revenue (R\$ million)



#### **Generation +1,019**

Breakdown on Next Slide

#### Other +24

Holding: +R\$ 17 million

Eletronorte +R\$ 15 million: Proinfa and CDE

#### Non-adjusted -14

**-14** Generation Construction in 3Q21, without occurrence in 3Q22

# **Gross** Revenue - **Generation**



		Volume (MWmed)		Average price (R\$/MWh		Revenue (R\$ million)			
		3Q21	3Q22	Var.	3Q21	3Q22	3Q21	3Q22	Var.
ACR	Regulated contract	2,225	3,844	73%	271.76	295.51	1,803	2,431	35%
Regulated market	Hydroelectric membership interests	7,464	7,464	0%	65.76	76.15	1,084	1,255	16%
ACL	Bilateral contract	5,152	6,436	25%	195.99	189.60	2,299	2,926	27%
Free market	CCEE	N/A	N/A	N/A	N/A	N/A	523	202	-61%
Other*		N/A	N/A	N/A	N/A	N/A	40	-60	-251%
Total			,				5,749	6,754	17%

		3Q21	3Q22
	GSF (%)	51.16	74.95
	PLD SE (R\$/MWh)	581.76	66.55
Market	PLD S (R\$/MWh)	581.76	66.55
	PLD NE (R\$/MWh)	579.48	66.54
	PLD N (R\$/MWh)	581.76	66.55

Reduction of Import from Uruguay, of -R\$ 296 million and reduction of PLD

Average prices do not include SPEs. The average ACR price does not take into account the contracts of the PIEs resulting from the unbundling process of Amazonas Distribuidora and the contracts of the thermal plants by availability.

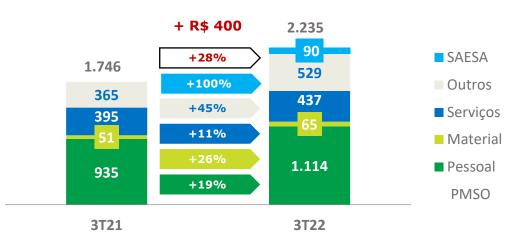
Regulated contract	+ R\$ 620 million
Furnas: SAESA consolidation in 3Q22 ( +3,569 GWh)	+ R\$ 646 million
CGT Eletrosul: lower reimbursement for insufficient generation and price adjustment	+ R\$ 57 million
Furnas: lower order of Santa Cruz TPP (better hydrological conditions)	- R\$ 136 million
Hydroelectric membership interests	+ R\$ 171 million
Furnas, Chesf and Eletronorte: RAG readjustment, CFURH and PIS/COFINS variations	

Bilateral contract	+ R\$ 627 million
Furnas: SAESA consolidation in 3Q22 ( +2.222 GWh)	+ R\$ 574 million
CGT Eletrosul: energy export from Candiota III TPP	+ R\$ 96 million
Chesf (Sobradinho +25 MWmed.), CGT Eletrosul, Eletronorte (contract linked to the price of aluminum and the dollar), Furnas (Itumbiara, 9% adjustment): price and volume increase	+ R\$ 111 million
Eletronorte: Tucuruí HPP 26% reduction in the average price of energy sold (3Q21 R\$ 193.76/MWh X 3Q22 R\$ 142.47/MWh)	- R\$ 136 million
Furnas: reduction in the amount of energy sold (1,928 GWh in 2021 to 1,835 GWh in 2022)	- R\$ 23 million

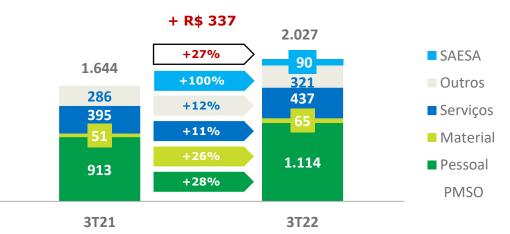
<sup>\*</sup> Construction Revenues, Financial Effect of Itaipu and Elimination (accounting adjustments - internal sales).

# PMSO (R\$ million)





## Recurring



Recurring Personnel	+ 250
ACT 2022/2023 <b>+ 12.13%</b> starting in May/22 + impact benefits	+178
ACT 2020/2021: Chesf only applied readjustment starting in 1T22;	+ 6.76%
Chesf: Reversal of provision for profit sharing in 3Q21, without occurrence in 3Q22	+ 62
Furnas: SAESA consolidation	+ 25
Furnas: Reduction in labor claims	- 22
Chesf: Greater allocation in Investments	- 25
Recurring Material	+ 14
Operational maintenance: Eletronorte, Chesf and CGT Eletrosul.	
Pocurring Cornicos	+ 97
Recurring Services Furnas: SAESA consolidation	
	+ 57
Services in operational maintenance: Eletronorte, Chesf and CGT.	+ 24
Other Recurring	+ 84
Chesf: (+) Indemnities for losses and damages related to legal proceedings	+ 24
Chesf: (+) cost of BD pension plan for retirees.	+ 22
Eletronorte: (+) Other operating expenses related to the provision of services by Eletronorte to SPE.	+ 35

# Operating Provisions (R\$ million)

Negative amounts represent a provision	3Q21	3Q22	Var. %
Provisions for Litigation	-422	-766	+82%
Compulsory Loan	-9,059	-108	-10700%
(Provision)/Reversal for losses on investments	-103	80	-229%
PCLD	44	-533	+108%
Onerous contracts and impairment of long-term assets	532	-140	126%
Other	-367	-62	- 83%
Total	-9,376	-1,529	- 84%

Negative amounts represent a provision



Provisions for Litigation	-766
CHESF - Reclassification of risk of the suit filed by Energia Potiguar	-588
Eletronorte (-R\$ 126 million) — SPE Suit Reclassification; monetary restatement CETENCO agreement (-R\$ 87 million)	-140
CGT Eletrosul – Candiota arbitration (-R\$ 38 million) other wind (-R\$ 38 million) and labor (-R\$ 33 million) suits	-106
Compulsory Loan	-108

# Occasional adjustments due to unfavorable decisions

Highlight: About R\$ 14.4 billion, related to the effects of the application of 6% post-age interest, in the methodology for calculating compulsory interest, were reclassified from possible to remote, given the consolidation, through recent judgments, of Eletrobras's understanding, in line with RESP 1,003,955 – RS (Repetitive Appeal).

PCLD	-533
Provisions of debts of Amazonas Energia:	-486
With Eletronorte (energy debt)	-400

# Amazonas Energia Debt



R\$ 7,456 Million

Total Credits Receivable, where

R\$ 1,693 Million

Credits
Overdue
R\$ 649 million (Holding)
R\$ 1,044 million (Eletronorte

R\$ 4,669 Million

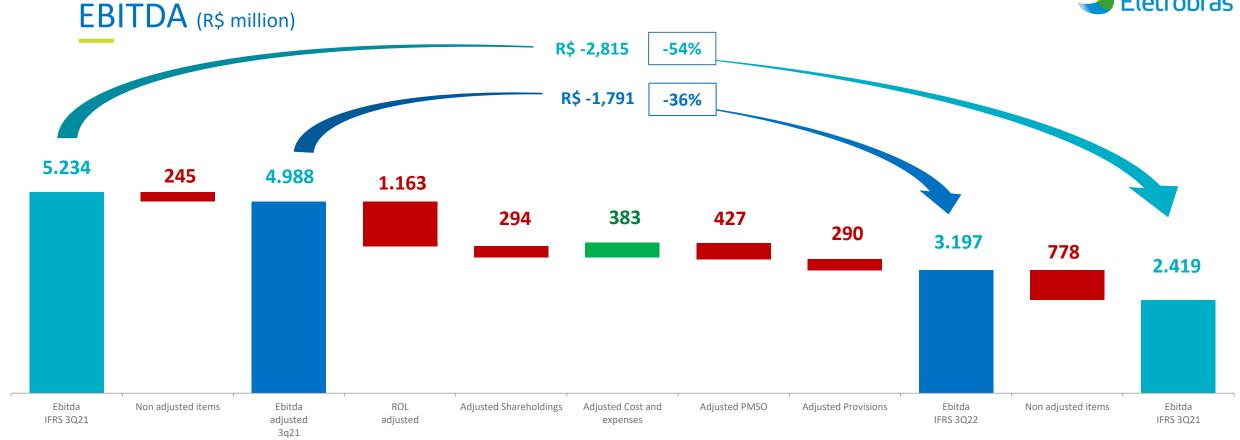
Provisioned loans, equivalent to 63% of total debt

Financial Debt With holding	Provisioned Credits (A)	Non-provisioned Credits (B)	Credits receivable (A+B)	
	2,064	2,410	4,474	

Energy Debt with Eletronorte	Provisioned Credits (A)	Non-provisioned Credits (B)	Credits receivable (A+B)	
Current	672	377	1,049	
ICD (renegotiated debt)	1,934	0	1,934	
Total	2,605	377	2,982	
Total Debt	4,669	2,787	7,456	

Since May 2022, with the reinforcement of cash from Ordinance 38, Amazonas Energia did not default on current energy bills. However, it remained delinquent with renegotiated financial and energy debts.





#### Adjusted shareholdings -294

**-160**: Norte Energia (positive record of the extension of the concession in 3Q21, according to ANEEL approval resolution no. 2932/2021, without a corresponding entry in 3Q22.

#### Non-radjusted items 3Q22 -778

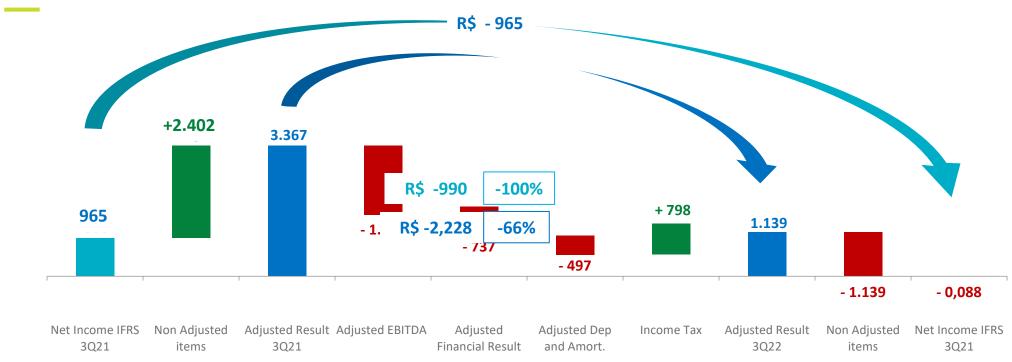
-766 Provision for Litigation

**-108** Compulsory Loan

**+96** Other (details in investor briefing)







#### **Adjusted Financial Income**

#### -490 million

Interest expense (IPCA + WACC) of CDE (Wacc of 7.31%) and Projects (rate of 5.67%) -300 SAESA consolidation (debt charges)

**-534**Derivatives

+484
Revenue from financial investments

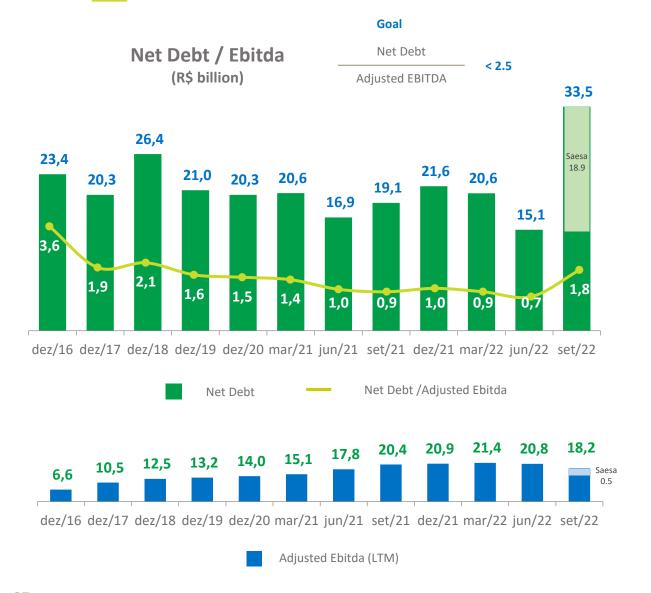
## **Depreciation and Amortization**

-R\$ 497

-R\$ 267 million – new privatization assets (Tucuruí, Mascarenhas, Itumbiara, Curuá-Uma);

- R\$ 203 million - SAESA consolidation

# Financial Discipline





September 2022	R\$ million
(+) Short-Term Debt (Current Liabilities)	7,032
(+) Long-Term Debt	47,469
= Gross Debt	54,501
(-) (Cash and cash equivalents + Securities)	16,756
(-) Financing Receivable	3,950
(-) Net balance of Itaipu Financial Assets	273
Net Debt	33,522

# Investments Made (R\$ million)

Investment (Corporate + Partnerships)	Realized 3Q22	Budgeted PDNG 3Q22	Realized 9M 2022	Budgeted PDNG 9M 2022	% 9M
<b>Corporate Generation</b>	311	282	540	967	56%
Implementation /Expansion	75	126	157	519	30%
Maintenance	236	156	383	448	86%
<b>Corporate Transmission</b>	534	633	1,152	1,327	87%
Expansion	79	65	158	147	108%
Reinforcements and Improvements	220	346	418	648	64%
Maintenance	235	221	576	533	108%
Infrastructure and Others*	102	128	223	307	73%
SPES	44	124	1,661	540	308%
Generation - Contributions	31	120	1,648	459	359%
Transmission – Contributions	13	-	13	69	18%
Other SPES (Furnas)	-	4	-	11	0%
Total	991	1,167	3,575	3,140	114%
Eletronuclear	-	-	465	243	192%
Total w/ Nuclear	991	1,167	4,040	3,383	119%

**3Q22** 



#### **GENERATION** R\$ 311 million

CGT Eletrosul: R\$ 44 million - Coxilha Negra

Furnas: Santa Cruz R\$ 18 million - implementation of the combined cycle.

Chesf: R\$ 155 million in Sobradinho and PA IV

Maintenance

Eletronorte: R\$ 73 million - Mauá and

Aparecida TPP - Maintenance

#### Transmission R\$ 534 million

#### **Reinforcements and Improvements**

Chesf: R\$ 96 million Furnas: R\$ 70 million

#### Maintenance

Chesf: R\$ 184 million in Chesf to revitalize

transmission lines

#### **Expansion**

CGT Eletrosul: R\$ 57 million

Chesf: R\$ 22 million – Conclusion of the last

auction work - LT Paraiso-Açu

#### SPES R\$ 44 million

Chapada Piauí: R\$ 31 million -

reimbursements for energy not generated

TNE: R \$3 million – judicial agreement to

end civil suit against LA.

# Next Steps

# **Next Steps**

- **Completion of the Voluntary Termination Plan (PDV)**
- Review of the Strategic Plan
- Migration to Novo Mercado
- **©** Energy Commercialization Strategy
- **Molding and Subsidiary Restructuring**
- **Decrease in Liabilities**





# Thank you!

**RI Eletrobas** ombudsman-ri@eletrobras.com