

Earnings Conference Call August 17<sup>th</sup> (Tuesday) 10 a.m. BRT | 9 a.m. EST

POWE
B3 LISTED NM



**São Paulo, August 17, 2021** – Under legal provisions, Focus Energia Holding Participações S.A. ("Focus Energia" or "Company") (B3: POWE3) and its subsidiaries present the consolidated results for the quarter ended June 30, 2021.

# **Highlights**

- ✓ Gross Profit reached R\$37.9 million in 2Q21, up by 83.9% and 20.3% over 2Q20 and 1Q21, respectively;
- ✓ Net Income reached R\$17.8 million in 2Q21, up by 103.2% and 19.0% over 2Q20 and 1Q21; respectively;
- ✓ EBITDA reached R\$ 26.7 million, up by 79.4% and 26.7% over 2Q20 and 1Q21, respectively;
- ✓ Signing financing contracts with Banco do Nordeste do Brasil ("BNB") totaling R\$ 450 million, to implement Futura 1 Project;
- ✓ Contracting Trina Solar Co. Ltd., in July, to supply Photovoltaic Modules for the Futura 1 Project;
- ✓ Contracting 100% of the FX hedge for the Project; and
- ✓ The first stake placed on August 4th to assemble the trackers.

# **Operational and Financial Highlights**

(R\$ thousand, except in %)	2Q21	2Q20	Δ2Q21/ 2Q20	1Q21	Δ2Q21/ 1Q21
Energy traded¹ (GWh)	1,624	1,636	(0.7%)	1,361	19.4%
Gross Operating Revenue	358,603	297,257	20.6%	288,698	24.2%
Net Operating Revenue	312,644	265,702	17.7%	248,773	25.7%
Gross Income before MTM	21,813	2,656	721.3%	28,326	(23.0%)
Commercial Margin	7.0%	1.0%	6.0 p.p.	11.4%	-4.4 p.p.
Gross Profit	37,943	20,636	83.9%	31,538	20.3%
Gross Margin	12.1%	7.8%	4.4 p.p.	12.7%	-0.5 p.p.
Net Income	17,754	8,736	103.2%	14,923	19.0%
Net Income Margin	5.7%	3.3%	2.4 p.p.	6.0%	-0.3 p.p.
EBITDA	26,717	14,896	79.4%	21,082	26.7%
EBITDA Margin	8.5%	5.6%	2.9 p.p.	8.5%	0.1 p.p.
Cash and Cash Equivalents	587,382	28,644	-	717,564	(18.1%)
Shareholders' Equity	919,929	264,986	247.2%	941,017	(2.2%)

<sup>&</sup>lt;sup>1</sup> Comprises the volume of energy sold (and recorded as revenue) by Focus Comercializadora and Focus Geração.



## **Message from Management**

In the second quarter of 2021, the worsening situation in the Brazilian energy system became more evident. The worst hydrological performance since 1931 was observed, reaching 41% of the maximum capacity level of the reservoirs of the National Interconnected System ("SIN"), a significant increase in the System's thermoelectric generation, and resulting in increased operating costs, with direct impacts on PLD and future market prices. In addition, according to data from the Electric Energy Trading Chamber ("CCEE"), energy consumption grew 7.6% in 1H21 YoY, highlighting the 19.2% growth in Free Market consumption. In this same sense, Free Market grew by 19.7% in the number of consumers who worked in the Regulated Market at the end of the first half of 2020.

We highlight our strategy in the Trading segment with strong risk management, which, even with great uncertainty scenario, we had a consistent value generation, reaching Gross Profit of R\$ 36.9 million, up by 104.6% and 27.4%, and consolidated EBITDA reached R\$ 26.7 million, up by 79.4% and 26.7% over 2Q20 and 1Q21, respectively, demonstrating the consistency of our strategy.

Regarding the Futura 1 Project, we highlight important advances such as the final issuance of the Transmission Line Installation License, a financing agreement with Banco do Nordeste do Brasil SA ("BNB"), totaling R\$ 450 million with a 22-year settlement term, and we finished contracting 100% of the exchange hedge. Besides, we signed an agreement with Trina Solar Co. Ltd. to supply Photovoltaic Modules, allowing us to mitigate risks and ensure timely compliance with the Project's schedule, with the first shipment of Modules held in August, all other shipments scheduled for the end of 2021.

Reinforcing our commitment to social development and well-being of communities, Focus Energia, within Futura Project, signed a Memorandum of Understanding with the Municipality of Juazeiro to donate R\$4.0 million in equipment for the Emergency Room Unit (UPA) in Juazeiro. In addition, the Project will offer around 1,500 jobs during its implementation phases. So, we continue to improve our ESG practices to develop the most solid socio-environmental and governance standards with the community, especially the surroundings of our Projects.

Therefore, we reinforce our commitment to comply with the implementation on schedule, guaranteeing the Project's entry into an important moment for the country, given the current water crisis scenario.

In Distributed Generation, we highlight the conclusion of CGH Camanducaia, which began operating in May, in addition to advancing the works at CGH Cachoeira do Espírito Santo, scheduled to start operating in the fourth quarter of 2021.

We continue attentive to the COVID-19 impacts, and we follow the safety protocols with our employees and third parties allocated to our facilities. And we are watchful and confident with advances in the immunization program showing promising results for economic recovery and normalization of social activities.

We want to make it clear that we remain focused on implementing Projects, mainly Futura 1, and allocating resources in high-quality assets aligned with the best ESG practices with a diversified pipeline, either organically or viaM&A, always based on our robust corporate governance standards and risk management.

#### **2021 Earnings Release**



## **ESG Strategy**

The investments made by Focus Energia, especially to generate clean and renewable energy, follow standards related not only to the efficiency, economic feasibility and technical strength of our assets but are also directly aligned with strict ESG (Environmental, Social and Governance) criteria. In this sense, we promote actions to preserve and sustain the environment and economic, social and cultural development in the community.

We seek to strengthen our bonds through social responsibility programs developed together to impact the communities close to our projects positively. In this sense, during the first half of 2021, we had at least 15 projects in place, among which we highlight the preventive awareness plan against COVID-19, environmental education with schools, monitoring social and environmental impacts and preference in hiring local people, providing training and qualification courses for workers.

In addition, it is worth noting that, reinforcing our commitment to the social development and well-being of the community, in July, we signed the Memorandum of Understanding with the City Hall of Juazeiro to donate R\$4.0 million in equipment for the Emergency Room Unit (UPA) in Juazeiro.

Based on multiplying practices of awareness and respect for the environment, in the first half of 2021, we have more than 70 environmental programs in force in our projects, highlighting the Atlantic Forest Biodiversity Preservation, Forest Replacement Program, Wildlife Conservation and Ichthyofauna, in addition to a Solid and Oily Waste Management Program and monitoring erosion and recovery processes in degraded areas.

As the last pillar of ESG, but no less important, we are constantly evolving our Corporate Governance practices. We reinforce our commitment to transparency and fairness in information. We are in the final stages of implementing Oracle's ERP and EPM system with a completely interconnected cloud system, which will give us more efficiency and security in our operations.

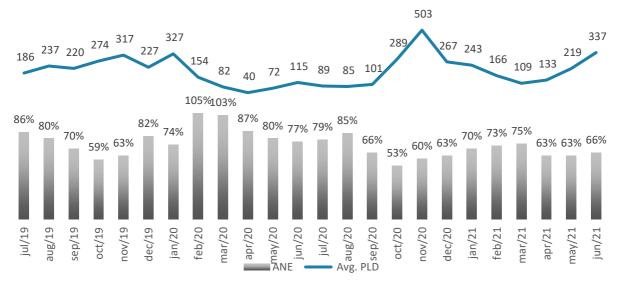


# **Scenario and Energy Market**

During the second quarter of 2021, the Average Price to Settle Differences ("PLD" or "spot price") in the Southeast/Midwest submarket, with the Company concentrating a significant portion of its operations, reached R\$230/MWh, compared to R\$76/MWh YoY. This growth is mainly due to the lower volume of rain in the wet season than the historical average, which impacted the Affluent Natural Energy (ENA), associated with the higher consumption due to the resumption of economic activity.



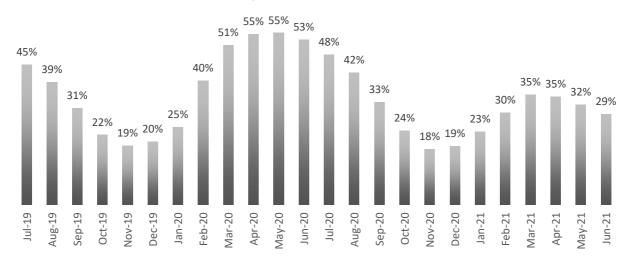




Source: CCEE, ONS

At the end of June, the levels of the reservoirs in the Southeast/Midwest submarket, a region that accounts for around 70% of the System's storage, ended with only 29% of its capacity, according to data released by the National Electric System Operator ("ONS").

#### Storage Evolution - Southeast (%)



Source: ONS

Despite the market's recovery in average energy prices during 2Q21, energy prices are expected to rise again in the coming quarters due to the low rainfall during this wet period compared to the historical average, especially in the Southeast region.

5

<sup>&</sup>lt;sup>2</sup> ANE: Affluent Natural Energy; MLT: Long-Term Average.



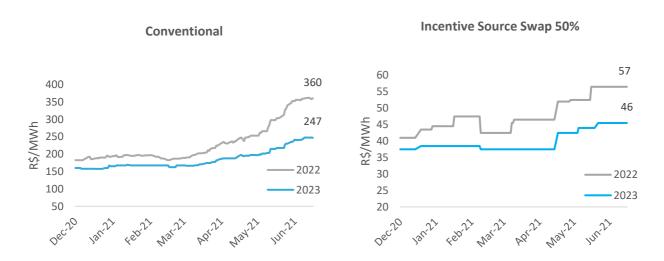




Source: Focus Energia

It is worth noting that this scenario raised energy prices for medium-term contracts (2022 – 2025). Below we highlight the price curve to be practiced by the market for 2022 and 2023.

#### Market Price to 2022 and 2023 - Southeast/Midwest (R\$/MWh)



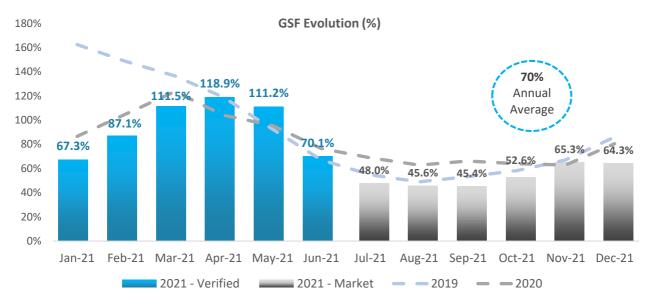
This condition of the system indicates the possibility of a worse level of GSF<sup>3</sup> in the coming months compared to the level of recent years. Thus, the red flag is expected to be in effect throughout the second half of 2021.

6

<sup>&</sup>lt;sup>3</sup>Generation Scaling Factor







Source: CCEE, Company Forecasts

#### **OPERATING CONTEXT**

#### **FOCUS ENERGIA**

Consolidated as one of the largest trading companies in the country, Focus Energia is a Brazilian company specialized in business development in the renewable energy segment. Guided by the philosophy of having its customers as actual partners, Focus Energia acts as an efficient integrated business platform in the Free Contracting Environment ("ACL" or "Free Market"), offering products and solutions with high added value through ongoing synergies and cross-selling opportunities.

#### **Consolidated Financial Performance**

(R\$ thousand, except in %)	2Q21	2Q20	Δ2Q21/ 2Q20	1Q21	Δ2Q21/ 1Q21
Gross Operating Revenue (1)	358,603	297,257	20.6%	288,698	24.2%
Operating Revenue Deductions	(45,959)	(31,555)	45.6%	(39,925)	15.1%
Net Operating Revenue (2)	312,644	265,702	17.7%	248,773	25.7%
Operating Costs	(290,831)	(263,046)	10.6%	(220,447)	31.9%
Gross Profit Before MTM (3)	21,813	2,656	721.3%	28,326	(23.0%)
Commercial Margin (3/2)	7.0%	1.0%	6.0 p.p.	11.4%	-0.4 p.p.
MTM Result	16,130	17,980	(10.3%)	3,213	402.0%
Gross Profit (4)	37,943	20,636	83.9%	31,538	20.3%
Gross Margin (4/2)	12.1%	7.8%	4.4 p.p.	12.7%	-0.5 p.p.



#### **Net Operating Revenue**

Net Operating Revenue in 2Q21 reached R\$312.6 million, up by 17.7% compared to R\$265.7 million YoY. This growth is mainly due to the better operational performance in negotiating energy contracts, impacted by the higher average sales price in 2Q21 YoY.

#### **Gross Profit**

The result of the fair value of energy contracts ("MTM") in 2Q21 was positive by R\$16.1 million, due to the difference in the fair value of energy contracts booked at the end of 2Q21 compared to the book value at the end of 1Q21. It is worth noting that part of this difference, totaling R\$21.8 million, is recognized in Gross Profit before MTM for the quarter, with Gross Profit reaching R\$37.9 million in 2Q21, up by 83.9% YoY, with a Gross Margin of 12.1%.

#### Gross Profit and Gross Margin (R\$ MM and %)



#### **General and Administrative Expenses**

(R\$ thousand, except in %)	2Q21	2Q20	Δ2Q21/ 2Q20	1Q21	Δ2Q21/ 1Q21
General and Administrative Expenses	(12,025)	(7,432)	61.8%	(11,418)	5.3%
Other Income and Expenses	(101)	1,026	-	244	-
Total	(12,126)	(6,406)	89.3%	(11,174)	8.5%

General and Administrative Expenses in 2Q21 reached R\$12.0 million, compared to R\$ 7.4 million in twelve months. This growth is mainly due to the change in the form of remuneration of the company's C-Level in relation to the previous year, with recognition of the pro-labore and provision for bonuses and PLR within the DGA and, the expenses with the increase in the number of employees, which are part of the company's business strategy.

#### **Financial Result**

(R\$ thousand, except in %)	2Q21	2Q20	Δ2Q21/ 2Q20	1Q21	Δ2Q21/ 1Q21
Financial Income	3,596	267	-	2,365	52.1%
Financial Expenses	(1,634)	(902)	81.2%	(1,017)	60.7%
Net Financial Result	1,962	(635)	-	1,348	45.5%

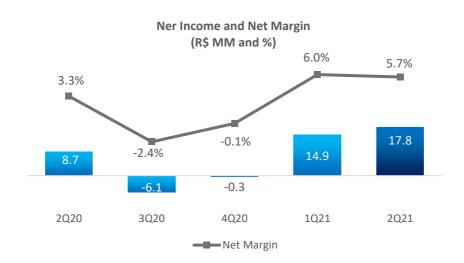


2Q21 Net Financial Result was positive by R\$2.0 million, compared to 2Q20 negative result by R\$635,000. As already seen in 1Q21, the better performance in 2Q21 is mainly due to the higher yields with funds from the IPO, which significantly increased the financial volume invested during the quarter and contributed to the higher financial revenue.

#### **Net Income**

(R\$ thousand, except in %)	2Q21	2Q20	Δ2Q21/ 2Q20	1Q21	Δ2Q21/ 1Q21
EBIT	25,817	14,230	81.4%	20,364	26.8%
Financial Result	1,962	(635)	-	1,348	45.5%
Net Income before Tax	27,779	13,595	104.3%	21,712	27.9%
Income tax and social contribution	(10,025)	(4,859)	106.3%	(6,789)	47.7%
Net Income	17,754	8,736	103.2%	14,923	19.0%
Net Margin	5.7%	3.3%	2.4 p.p.	6.0%	-0.3 p.p.

In 2Q21 the Company reported Net Income of R\$17.8 million, with a Net Margin of 5.7%, compared to the Net Income of R\$14.9 million and Net Margin of 6.0% reported in 1Q21. In addition, there was an increase of 47.7% in the income tax line due to other temporarily nondeductible provisions.





#### **EBITDA**

As a result of the events described above, 2Q21 EBITDA reached R\$26.7 million, with an EBITDA margin of 8.5%.

(R\$ thousand, except in %)	2Q21	2Q20	Δ2Q21/ 2Q20	1Q21	Δ2Q21/ 1Q21
Net Income	17,754	8,736	103.2%	14,923	19.0%
(+) Taxes on Income	10,025	4,859	106.3%	6,789	47.7%
(+) Financial Result	(1,962)	635	-	(1,348)	45.5%
(+) Depreciation/Amortization	900	666	35.1%	718	25.3%
EBITDA	26,717	14,896	79.4%	21,082	26.7%
EBITDA Margin	8.5%	5.6%	2.9 p.p.	8.5%	0.1 p.p.

## **OPERATING SEGMENTS**

Focus Energia is an integrated renewable energy business platform. Its results reflect the performance of its subsidiaries, which focus on operating in the following segments: Energy Trading and Services, Energy Generation for the Free Market and Distributed Generation in the Captive Market.

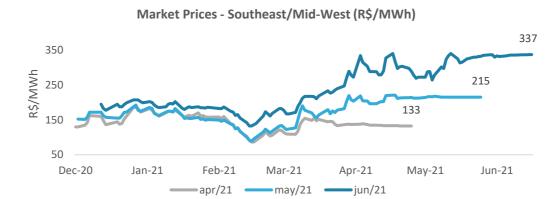




## **Energy Trading**



In 2Q21, 1,618 GWh were sold (1,617 GWh in 2Q20), with Net Operating Revenue totaling R\$309.7 million, up by 20.2% YoY. Compared to the previous quarter, the Company grew by 19.4% in the volume of energy sold. Due to the unusual wet period (low rainfall), which brought greater regulatory uncertainties to contract prices in the short term, we kept a conservative position in energy trading during 2Q21 to reduce risk exposure.



Gross Profit before MTM was R\$20.7 million, with an operational focus on originating value for the second half. In this period there were more origination opportunities with less associated risk for our operations.

R\$ thousand (except in %)	2Q21	2Q20	Δ2Q21/ 2Q20	1Q21	Δ2Q21/ 1Q21
Net Operating Revenue	309,739	257,716	20.2%	245,802	26.0%
Operating Costs	(288,992)	(257,669)	12.2%	(220,077)	31.3%
Gross Profit before MTM	20,747	47	-	25,725	(19.4%)
MTM Result	16,130	17,980	(10.3%)	3,213	402.0%
Gross Profit	36,877	18,027	104.6%	28,938	27.4%
Energy traded (GWh)	1,618	1,617	-	1,355	19.4%

#### Breakdown - MTM4

R\$ thousand	2Q21	2H21	2022	2023	2024 to 2035	Total
1Q21	24,246	38,973	42,347	27,073	171,350	303,989
2Q21	0	52,377	49,166	40,968	177,606	320,119
Δ2Q21/1Q21	(24,246)	13,404	6,819	13,895	6,256	16,130

<sup>&</sup>lt;sup>4</sup>The Fair Value of Energy Contracts ("MTM") is obtained by calculating the present value of future contracts, considering the average actual discount rate of 5.40% on June 30, 2021 (5.40% on March 31, 2021), excluding PIS/COFINS taxes (rate of 9.25%).



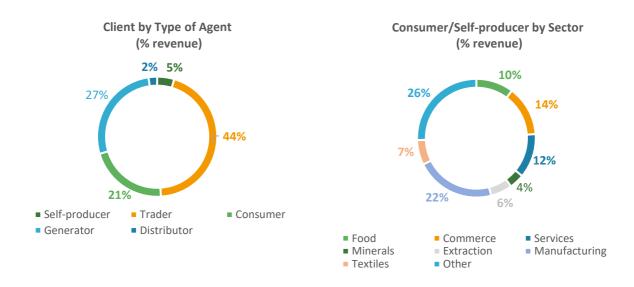


The Company has energy futures contracts maturing until 2035. At the end of 2Q21, the MTM of these contracts totaled R\$320.1 million. Compared to the MTM at the end of 1Q21, totaling R\$304.0 million, and excluding contracts billed in 2Q21 (mentioned in the previous paragraph), the estimated value went up by R\$40.4 million for contracts during the 2Q21.

Adding Value based on Future Energy Contracts - R\$ MM (2Q21 vs. 1Q21)

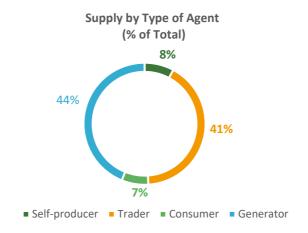


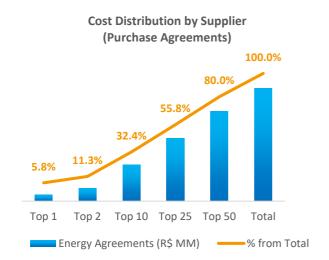
In this second quarter, the Company was party to 569 energy sales contracts in the ACL. Additionally, the Company has 1 regulated bilateral contract, with a sales volume of around 36.2 GWh in the period. Furthermore, the Company was a party to 330 power purchase contracts in the ACL.

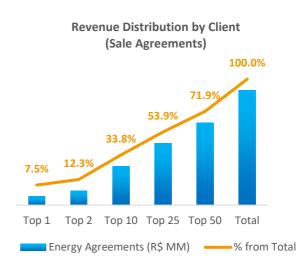


The Company also has a solid and diversified base of energy suppliers. At the end of 2Q21, around 44% of purchase contracts came from companies with energy generation profile and 41% from trading companies.









# Focus Inteligência



Focus Inteligência provides advisory services to large generators and free energy consumers in 25 states of the Brazilian territory, focused on structuring tailored solutions and operations to optimize energy consumption and reduce costs for its customers.

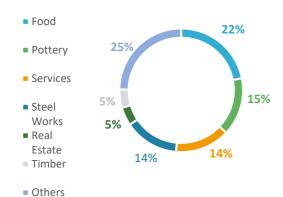
R\$ thousand (except in %)	2Q21	2Q20	Δ2Q21/ 2Q20	1Q21	Δ2Q21/ 1Q21
Net Operating Revenue	1,519	1,010	50.4%	1,287	18.0%
Operating Costs	(157)	(266)	(41.0%)	(136)	15.4%
Gross Profit	1,362	744	83.1%	1,151	18.3%

In 2Q21, Focus Inteligência's Net Operating Revenue reached R\$1.5 million, up by 50.4% compared to R\$1.0 million YoY, mainly due to the higher contracts volume in the period.

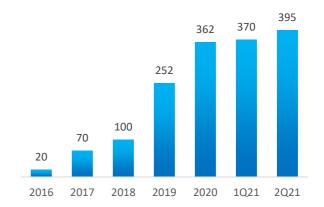
During 2Q21, the Company continues to grow the number of consumers, totaling 395 customers at the end of June, compared to 370 customers at the end of 1Q21.



#### **Client Base Breakdown by Industry**



#### **Evolution of the Number of Clients**



## **Energy Generation**

# Focus Geração



The Company started its investments in energy generation in 2017, acquiring two Hydroelectric Generating Plants ("CGH") located in the state of Minas Gerais and its strategy is to expand its generation portfolio in different renewable energy sources. Currently, the Company has 3.8 MW of installed capacity distributed between CGH Ilhéus and CGH Lavras.

**Operating Assets** 

CGH Ilhéus	
Location:	Barbacena (MG)
Installed capacity:	2.56 MW
Physical guarantee:	2.06 Avg. MW
PPA <sup>5</sup> :	9-year term as of Jan/2018
Average price/MWh:	R\$200.82

CGH Lavras	
Location:	Barbacena (MG)
Installed capacity:	1.20 MW
Physical guarantee:	0.76 Avg. MW
PPA6:	9-year term as of Jan/2018
Average price/MWh:	R\$200.82

#### **Projects in Pre-Implementation and Development**

Focus Energia has in its pipeline the development of a large solar energy exploration project, the Futura Project, which will total 45 parks, each possibly housing a plant, for energy exploration in the ACR and ACL, with an installed capacity throughout the complex (Futura 1, Futura 2 and Futura 3/Apia) estimated at more than 3.0GW and total generation of around 1,000 MWm.



<sup>&</sup>lt;sup>5</sup> Power Purchase Agreement: long-term agreements signed in the Free Market.

<sup>&</sup>lt;sup>6</sup> Base date: July 30,2021.

#### **2021 Earnings Release**





Under Futura 1, around 671.0 MW of installed capacity will be implemented (around 852.0 MW of peak power), with 231 average MW of energy generation estimated in the first year, with the first wind farms coming into operation as of April 2022. The total number of approximately 671.0 MW installed includes the capacity of 22 plants ("UFV"), to be divided into six special purpose companies.

Below we present the main updates of the Futura Project:

## **Updates**<sup>7</sup>

- ✓ Publication of installation License ("LI) for the 500kV Transmission Line in the Official Gazette of the State of Bahia on June 30th;
- ✓ Hiring local staff from the municipality of Juazeiro and the State of Bahia (409 and 484 employees, respectively), corresponding to 78% of the total of 619 mobilized employees;
- ✓ Vegetation suppression of UFVs already at 32%, advancing as provided for in the schedule;
- ✓ Signing the Transmission System Use Agreements ("CUST") by the ONS and Transmission Facilities Connection Agreement ("CCT")
- ✓ by Chesf;
- ✓ Contracting 100% of the FX hedge for the Project;
- ✓ Protocol of Intent signed on July 13, 2021 Donating R\$ 4.0 million to the health area of the municipality of Juazeiro;
- ✓ First batch of stakes delivered to site on July 14th;
- ✓ Signing financing contracts with Banco do Nordeste do Brasil S.A. ("BNB") totaling 450 million;
- ✓ Manufacturing the 1<sup>st</sup> step-up transformer coils completed in July;



First stake driven on August



Inverters embarking in the port of China

<sup>&</sup>lt;sup>7</sup> Base Date: July 30, 2021





- ✓ Replacement of Photovoltaic Module Manufacturer Supplier TRINA, as announced in a Material Fact on July 20th;
- ✓ First batch of inverters shipped (China) on July 23<sup>rd</sup>;
- ✓ First stake driven on August 4th; and
- ✓ First batch of Photovoltaic modules shipped (China) on August 13th.

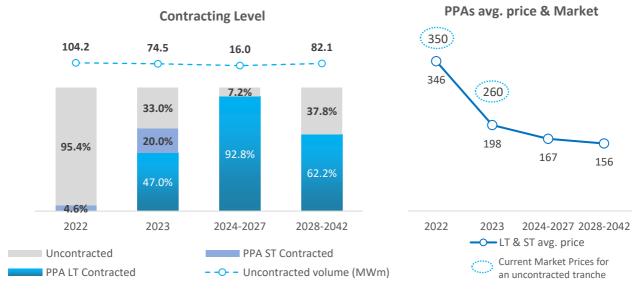


First shipment of Photovoltaic Modules 1

Futura 1 Project	
Installed capacity:	671.0 MW
Estimated COD:	And of April/2022
Capex:	R\$2.74 billion (100% contracted)
Energy generation (P50):	231 Avg. MW
Signed PPAs (% of generation capacity):	As shown in the chart below
Average price/MWh8:	As shown in the chart below
Average term of agreements:	16 anos
Installation license:	Issued

Below we present the profile of signed contracts and the average price for Project Futura 1 to date.

It is worth noting that we still have a short-term uncontracted portion (2022 and 2023), with market prices for incentivized energy in the Northeast submarket at around R\$350/MWh for 2022 and R\$260/MWh for 2023.



The Company will also implement the Futura 2 Project, with around 701.5 MW of installed capacity (around 907 MW of peak power), with energy generation capacity estimated at 240 MWm in the first

8

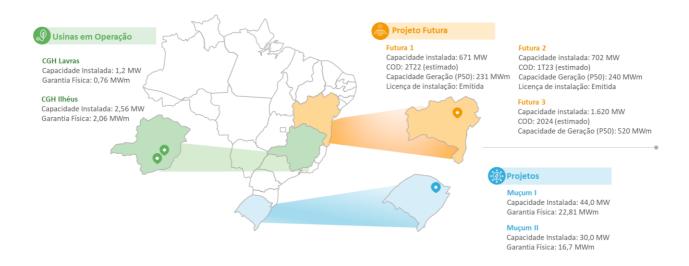
<sup>&</sup>lt;sup>8</sup> Base date: August 06,2021



year, and expected to start commercial operations throughout the first half of 2023, with Capex contracted and final financial structure by 1Q22.

Within its long-term planning, the Company intends to implement Futura 3/Ápia, in an area of around 5,100 hectares, in an area contiguous to the Futura 1 and Futura 2 Projects, with around 1,620.0 MW of installed capacity, generating the production of around 520.3 MWm in the first year. The deployment forecast is in 2023, with the generation foreseen in 2024.

Additionally, the Company has in its pipeline the hydropower projects, SHP Muçum and UHE Muçum, with a total installed capacity of 74 MW, located in the State of Rio Grande do Sul. The projects, expected to start operating between 2024 and 2025, will be important for customers in the Free Market and complementary to larger projects, which will serve middle and large corporate consumers.





# Focus+ Geração Distribuída

Aware of the regulatory changes in 2015, bringing flexibility, attractiveness and legal certainty to this business model, as of 2019, the Company started developing energy generation structures for low voltage consumers in the ACR, by creating a portfolio of Distributed Generation assets for energy compensation in the captive market, with hydroelectric and solar source projects.

Among the projects, we highlight the start-up in May 2021 of CGH Camanducaia, with an installed capacity of 2.61 MW. Additionally, the conclusion of CGH Cachoeira do Espírito Santo (1.68 MW of installed capacity) is scheduled for July 2021, with the start-up scheduled for October 2021. At the end of 2Q21, there were no operating results from the Distributed Generation segment, as the distributor's first billing cycle had not been completed.

The table below shows the pipeline of Distributed Generation projects under construction and development on June 30, 2021:



Project	Status	Source	Classification	State	Installed Capacity (MW)	Physical Guarantee (MWm)	Distributor	COD
Cachoeira do Espírito Santo	Under construction	Hídrica	CGH	MG	1.68	1.00	Cemig	Oct/21
Camanducaia	Development	Solar	UFV	MG	1.00	0.22	Energisa	Jul/22
Daltro Filho	Development	Hídrica	CGH	RS	0.35	0.15	RGE Sul	May/22
Jaguary	Development	Hídrica	CGH	MG	0.15	0.10	Energisa	Jun/22
Vila Barbacena	Development	Hídrica	CGH	MG	1.50	0.75	Cemig	Jul/22
Serra da Tormenta	Development	Hídrica	CGH	MG	0.75	0.38	Cemig	Jul/22
Vertentes	Development	Hídrica	CGH	MG	1.00	0.50	Cemig	Oct/22
TOTAL					6.43	3.10		

CGH - Hydroelectric Power Plant

UFV - Photovoltaic Plant

#### **New Products and Services**

Focus Energia operates as an integrated energy platform, offering customized solutions for its customers, ranging from generation, trading and providing consulting, planning, and energy management services. Thus, the Company's strategy is to increase its investment capacity, expanding products and services to its partners and end consumers.

As disclosed by the Company in March, the strategic partnership signed in December 2020 with Cielo, the leading Company in electronic payments in Brazil and Latin America, was implemented in February 2021 today it corresponds to approximately 47% of our total clients base in distributed generation, registering a 1,000% increase in clients numbers. The partnership's purpose is to expand customer prospecting through Cielo's platform, providing benefits to customers through an energy marketplace. The partnership covers both low-voltage consumers (retail), who can join the Distributed Generation consortium through simple and fully-online registration, pulverizing and scaling the Company's operation, as well as customers connected to high-voltage (corporate), who may opt for the Free Market (ACL) model.

# **Cash and Cash Equivalents**

At the end of June, the balance of Cash and Cash Equivalents totaled R\$ 587.4 million, down by 18.1% over 1Q21. This drop is mainly due to investments in property, plant and equipment and advances to suppliers and FX hedge totaling R\$135 million in the first half of 2021, related to Futura 1 Project and Distributed Generation projects, including the conclusion of the works at CGH Camanducaia and advances in the works at CGH Cachoeira do Espírito Santo.

#### **Indebtedness**

The Company ended June 2021 with a Gross Debt reaching R\$40.4 million, down by R\$2.2 million in comparison to the balance presented at the end of 2020, from settling the principal and interest on loans.

Regarding the financing structure of the Futura 1 Project, financing agreements with Banco do Nordeste do Brasil S.A. ("BNB") were signed through the Company's subsidiaries, totaling R\$450

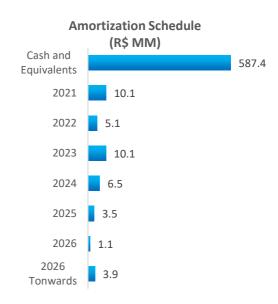




million, with a 22-year settlement term. The funds will be released throughout the Project according to conditions provided for in the contracts.

R\$ thousand	06/20/2021	02/21/2021	Var.	02/21/2020	Var.
(except in %)	00/30/2021	03/31/2021	var.	03/31/2020	vai.
Short-term indebtedness	10,138	8,909	13.8%	12,040	(15.8%)
Long-term indebtedness	30,293	32,841	(7.8%)	24,572	23.3%
Gross Debt	40,431	41,750	(3.2%)	36,612	10.4%
Cash and cash equivalents	(587,382)	(717,564)	(18.1%)	(28,644)	1950.6%
Net Debt	(546,951)	(675,814)	(19.1%)	7,968	-
Net Debt/Shareholders' Equity	-59.5%	-71.8%	12.3 p.p.	3.0%	-62.5 p.p.





#### **Investments**

Investments in property, plant and equipment totaled R\$135,2 million in the first half, mainly allocated to develop and implement the Futura 1 Project and the Distributed Generation projects: to CGH Camanducaia, expected to start operating in May, and CGH Cachoeira do Espírito Santo, scheduled to start operating in October 2021.

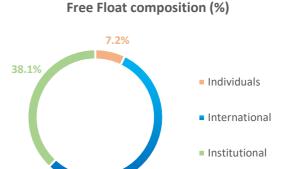


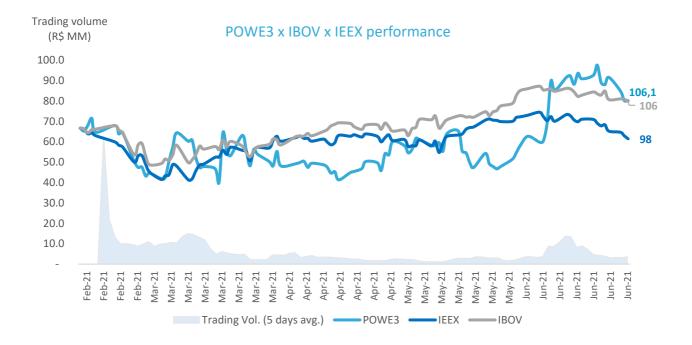
# **Share Capital and Capital Market**

Focus Energia's shares are listed on B3's Novo Mercado (ticker POWE3), a segment with the highest B3 corporate governance standards.

At the end of the quarter, the Company's Share Capital was represented by 89,654,856 common shares, with 47.7% of the shares outstanding in the market and many institutional and foreign investors in the shareholding base.

In the second quarter of 2021, the volume traded reached R\$230.4 million. On June 30, 2021, the Company's market cap totaled R\$1,483.8 million, with shares at R\$16.55.







# **EXHIBTS**

# **Consolidated Balance Sheet - Assets**

(R\$ thousand, except in %)	06/30/2021	03/31/2021	06/30/2020
Assets			
Current Assets	1,671,934	1,074,320	563,001
Cash and Cash Equivalents	587,382	717,564	28,644
Accounts Receivable	165,446	108,369	126,642
Recoverable Taxes	17,502	19,371	28,641
Advances to Suppliers	23,481	26,697	22,188
Fair Value of Energy Contracts - MTM	871,422	200,005	351,131
Other Accounts Receivable	6,701	2,314	5,755
Non-current Assets	683,821	374,007	372,528
Advances to Suppliers	3,984	8,177	34,610
Other Accounts Receivable	5,076	5,047	5,637
Related-party Transactions	156	156	3,710
Fair Value of Energy Contracts - MTM	466,587	248,791	287,653
Fixed Assets	202,143	107,242	35,873
Right of use	2,320	2,463	2,839
Intangible Assets	3.555	2,131	2,206
Total Assets	2,355,755	1,448,327	935,529



# **Consolidated Balance Sheet - Liabilities**

(R\$ thousand, except in %)	06/30/2021	03/31/2021	06/30/2020
Liabilities			
Current Liabilities	1,021,597	304,184	461,806
Labor Liabilities	11,061	2,597	983
Trade accounts payable	144,575	93,236	141,980
Loans and Financing	10,138	8,909	12,040
Tax Liabilities	11,822	18,212	40,324
Fair Value of Energy Contracts - MTM	797,163	129,018	255,708
Other accounts payable	30,178	27,769	10,662
Leases Payable	785	677	109
Advances from Customers	15,875	23,766	0
Non-current Liabilities	414,229	203,126	208,737
Loans and Financing	30,293	32,841	24,572
Fair Value of Energy Contracts - MTM	220,728	15,789	55,093
Related-party Transactions	80	0	20,918
Tax Liabilities	24,397	25,968	7,763
Deferred Tax Liabilities	99,783	89,407	90,810
Leases Payable	2,439	2,611	2,984
Other accounts payable	36,510	36,510	6,597
SHAREHOLDERS' EQUITY	919,929	941,017	264,986
Capital Stock	788,601	788,601	23,601
Share Issue Expenses	(64,790)	(60,968)	0
Retained Earnings	0	0	198,737
Capital Reserve	43,508	43,508	0
Income Reserve	184,082	166,456	0
Capital Transactions	3,780	3,780	0
Other Comprehensive Results	(35,019)	0	0
Non-controlling Interest	(233)	(360)	42,648
Total Liabilities	2,355,755	1,448,327	935,529



# **Consolidated Income Statement**

(R\$ thousand, except in %)	2Q21	2Q20	Δ2Q21/ 2Q20	1Q21	Δ2Q21/ 1Q21
<b>Gross Operating Revenue</b>	358,603	297,257	20.6%	288,698	24.2%
Operating Revenue Deductions	(45,959)	(31,555)	45.6%	(39,925)	15.1%
Net Operating Revenue	312,644	265,702	17.7%	248,773	25.7%
Operating Costs	(290,831)	(263,046)	10.6%	(220,447)	31.9%
Result of Fair Value of Energy Contracts (MTM)	16,130	17,980	(10.3%)	3,213	402.0%
Gross Profit	37,943	20,636	83.9%	31,538	20.3%
General and Administrative Expenses	(12,025)	(7,432)	61.8%	(11,418)	5.3%
Other Revenues and Expenses	(101)	1,026	-	244	-
Operating Result before Financial Result	25,817	14,230	81.4%	20,364	26.8%
Financial Revenues	3,596	267	1246.8%	2,365	52.1%
Financial Expenses	(1,634)	(902)	81.2%	(1,017)	60.7%
Result Before Income and Social Contribution taxes	27,779	13,595	104.3%	21,712	27.9%
Current Income and Social Contribution Taxes	352	(1,263)	-	(6,795)	-
Deferred Income and Social Contribution Taxes	(10,377)	(3,596)	188.6%	6	-
Net Income	17,754	8,736	103.2%	14,923	19.0%



# **Consolidated Cash Flow Statement**

(R\$ thousand, except in %)	2Q21	2Q20	Δ2Q21/ 2Q20	1Q21	Δ2Q21/ 1Q21
Net Cash from Operating Activities	(1,617)	9,783	-	17,187	-
Net Profit Adjusted by Items that do not affect Operating Cash	13,634	(2,062)	-	13,754	(0.9%)
Net Income	17,754	8,736	103.2%	14,923	19.0%
Depreciation/Amortization	900	666	35.1%	718	25.3%
Result of Fair Value of Energy Contracts	(16,130)	(17,980)	(10.3%)	(3,213)	402.0%
Deferred Income and Social Contribution Taxes	10,377	3,892	166.6%	(6)	-
Interest on Leases and Loans	893	557	60.3%	774	15.4%
Other Earnings (Losses) from Noncontrolling Interest and Investments	(160)	2,067	-	558	-
Increase / (Decrease) in Assets and Liabilities Accounts					
Accounts Receivable	(57,077)	8,492	-	152,871	-
Recoverable Taxes	1,869	787	137.5%	3,015	(38.0%)
Advances to Suppliers	7,408	(3,382)	-	(1,727)	-
Other Assets	(4,815)	(3,875)	24.3%	6,080	-
Trade Accounts Payable	51,339	489	-	(154,234)	-
Labor Liabilities	8,464	272	3011.8%	1,828	363.0%
Tax Liabilities	(7,843)	3,496	-	6,696	-
Other Accounts Payable	(5,499)	9,952	(155.3%)	4,947	-
Advances from Customers	(7,896)	0	-	(8,659)	(8.8%)
Income Tax and Social Contribution Paid	(118)	(3,807)	(96.9%)	(6,795)	(98.3%)
Payment of Interest on Loans	(893)	(579)	54.2%	(774)	15.4%
Net cash from Investing Activities	(123,465)	(10,778)	1045.5%	(5,247)	2253.1%
Purchase of Fixed and Intangible Assets	(96,400)	(10,778)	794.4%	(5,247)	1737.2%
Result of Exchange Funds	(27,065)	0	-	0	-
Net cash from financing activities	(5,101)	6,397	(179.7%)	681,225	(100.7%)
Related-party Transactions	40	(889)	(104.5%)	(21,932)	(100.2%)
Payment of Loans	(1,319)	(2,359)	(44.1%)	(875)	50.7%
Capital Increase, Net	(3,822)	0	-	704,032	-
Loans Contracted	0	10,000	-	0	-
Profit Distribution	0	(355)	-	0	-
Increase (Decrease) of Cash and Cash Equivalents	(130,182)	5,402	-	693,165	-
Opening Balance of Cash and Cash Equivalents	717,564	23,242	2987.4%	24,399	2841.0%
Closing Balance of Cash and Cash Equivalents	587,382	28,644	1950.6%	717,564	(18.1%)

# Contact

Investor Relations
ri@focusenergia.com.br
+55 11 3557-9333
ri.focusenergia.com.br