

# CORPORATE PRESENTATION

4Q19



**Fenix**  
OPERADA POR COLBUN

# AGENDA

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1. COMPANY OVERVIEW

2. MARKET OVERVIEW

3. COMMERCIAL STRATEGY

4. FINANCIAL REVIEW



### THE COMPANY



**One of the most efficient CCGT in Peru**

Based on Heat Rate



**40 miles south of Lima**

Capital of Peru and largest city of the country



**567 MW**

Gross effective capacity



**3.7 TWh / year**

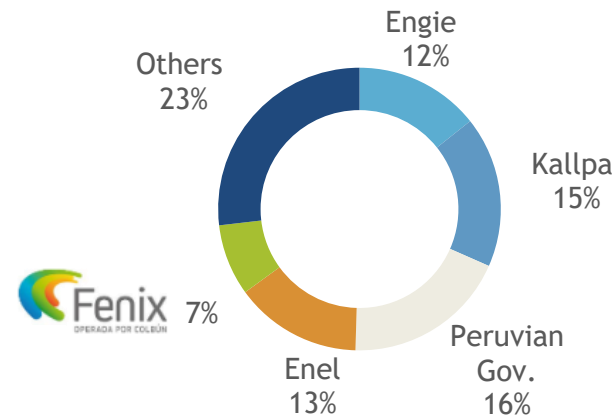
Net annual generation



**2.9 TWh / year**

Long term contracts (~100% capacity)

### MARKET SHARE<sup>1</sup> (%)



### KEY FIGURES



LTM EBITDA

US\$ **70** mm



Cash

US\$ **24** mm



International Ratings

**BBB-** Stable  
Fitch

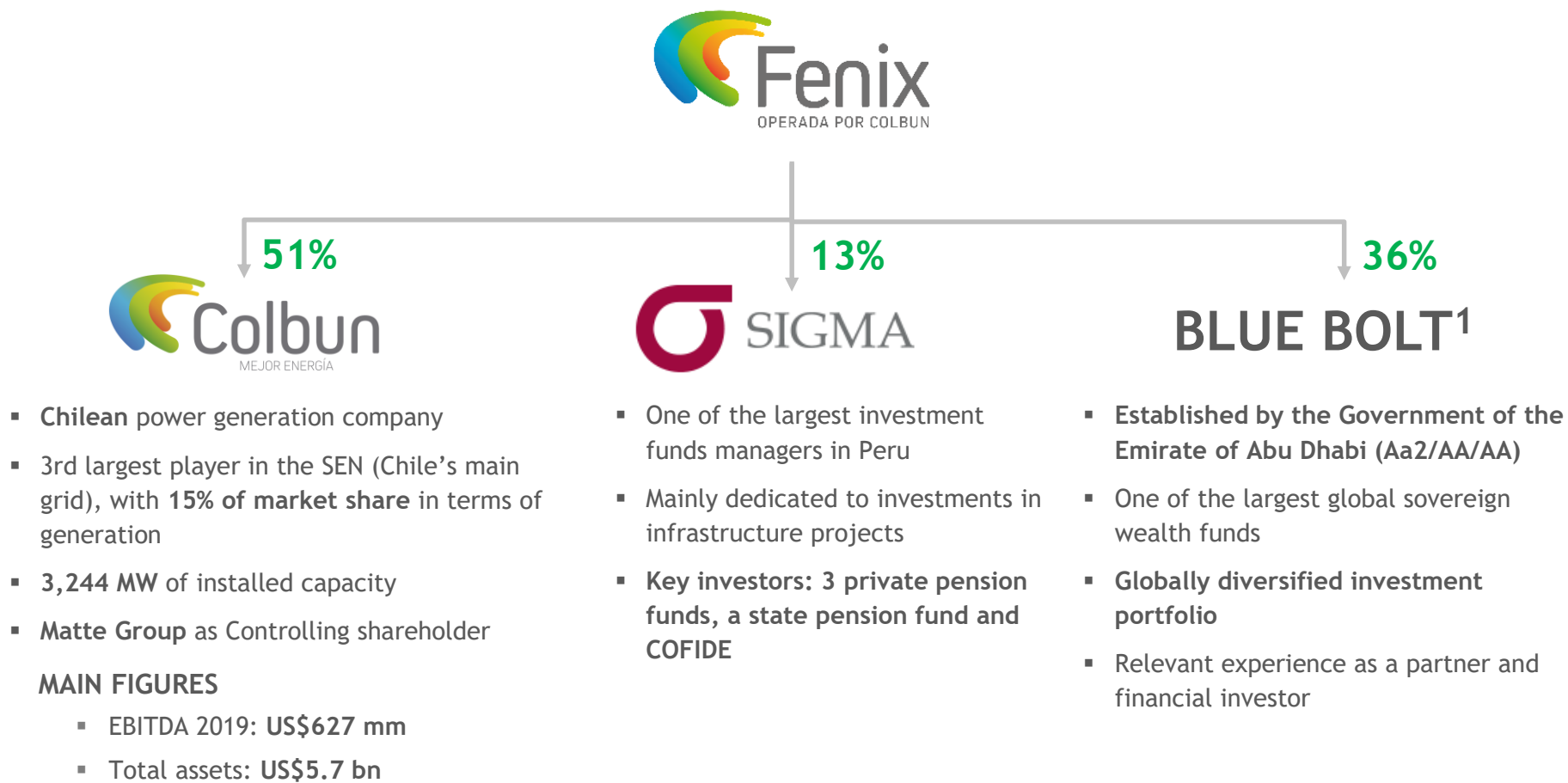
**BBB-** Stable  
S&P

**Ba1** Stable  
Moody's



# Company overview

## Highly experienced shareholders



Note: All figures as of Dec19

<sup>1</sup> A wholly-owned subsidiary of Abu Dhabi Investment Authority - ADIA

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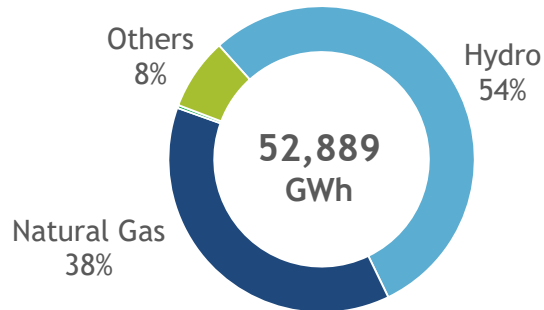
4. FINANCIAL REVIEW



# Market overview

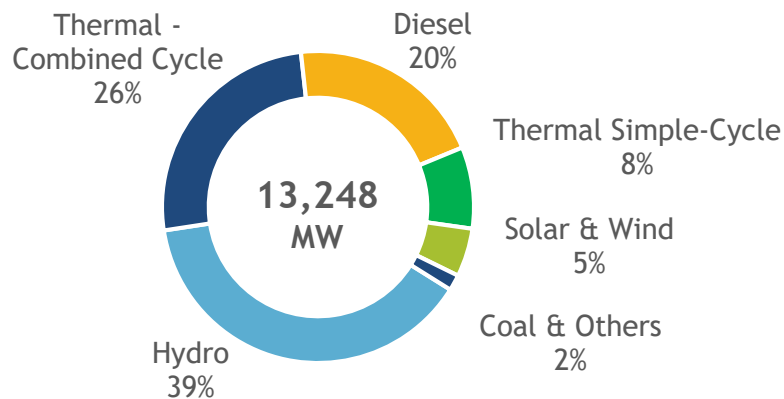
## Power industry dynamics in Peru

### GENERATION

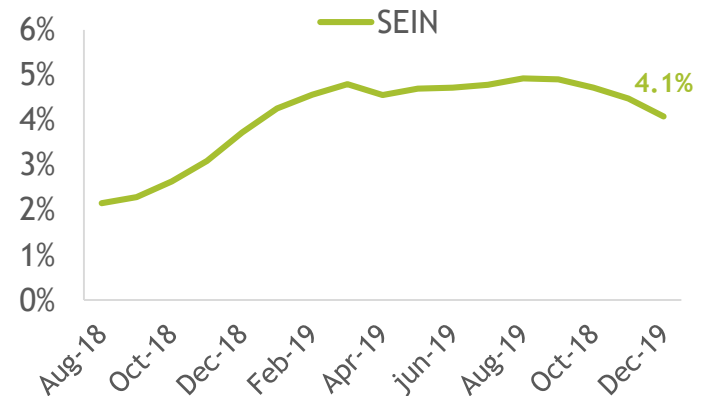


- Stable regulatory framework
- US\$ currency denominated market
- Investment grade country
- High growth potential

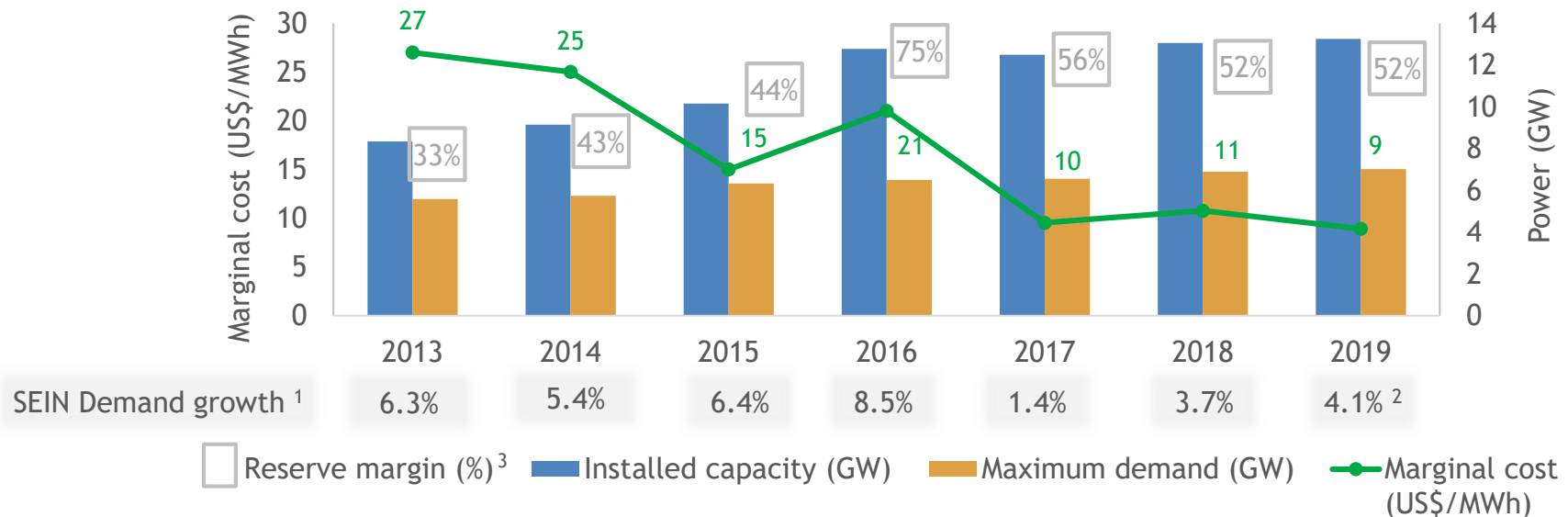
### INSTALLED CAPACITY BY TECHNOLOGY



### DEMAND GROWTH (12 month average %)



- Oversupplied market in the last years has pushed down marginal costs
- Marginal costs are affected by take or pay schemes of gas contracts and by price declaration strategies



<sup>1</sup> In GWh.

<sup>2</sup> According to the latest monthly report of COES - Dec19.

<sup>3</sup> Considers firm capacity, according to COES methodology.

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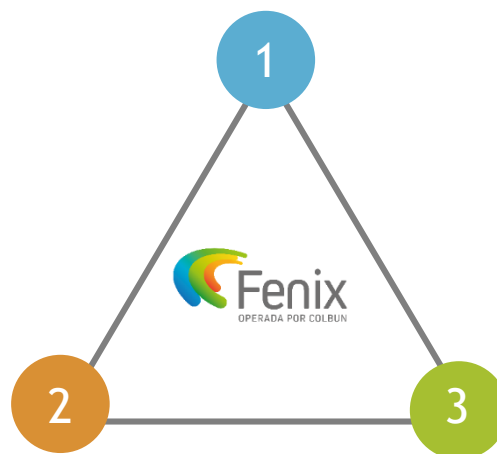
4. FINANCIAL REVIEW





### Contracting a relevant portion of capacity

Fenix maintains a relevant base of **long-term** PPAs



#### Solid customers base

##### Creditworthy counterparties

Most of Fenix PPAs are signed with the main distribution companies of Peru

#### Indexation formulas

PPAs indexed to **dollar and fuel prices**, in order to mitigate exchange risk and reduce volatility

# Commercial strategy

## Operational long-term contracts

### 1. NATURAL GAS SUPPLY

- Counterparty: Camisea Consortium
- Expiration: August 2022

### 2. NATURAL GAS TRANSPORT

- Counterparty: TGP
- Expiration: May 2032

### 3. GAS DISTRIBUTION & O&M

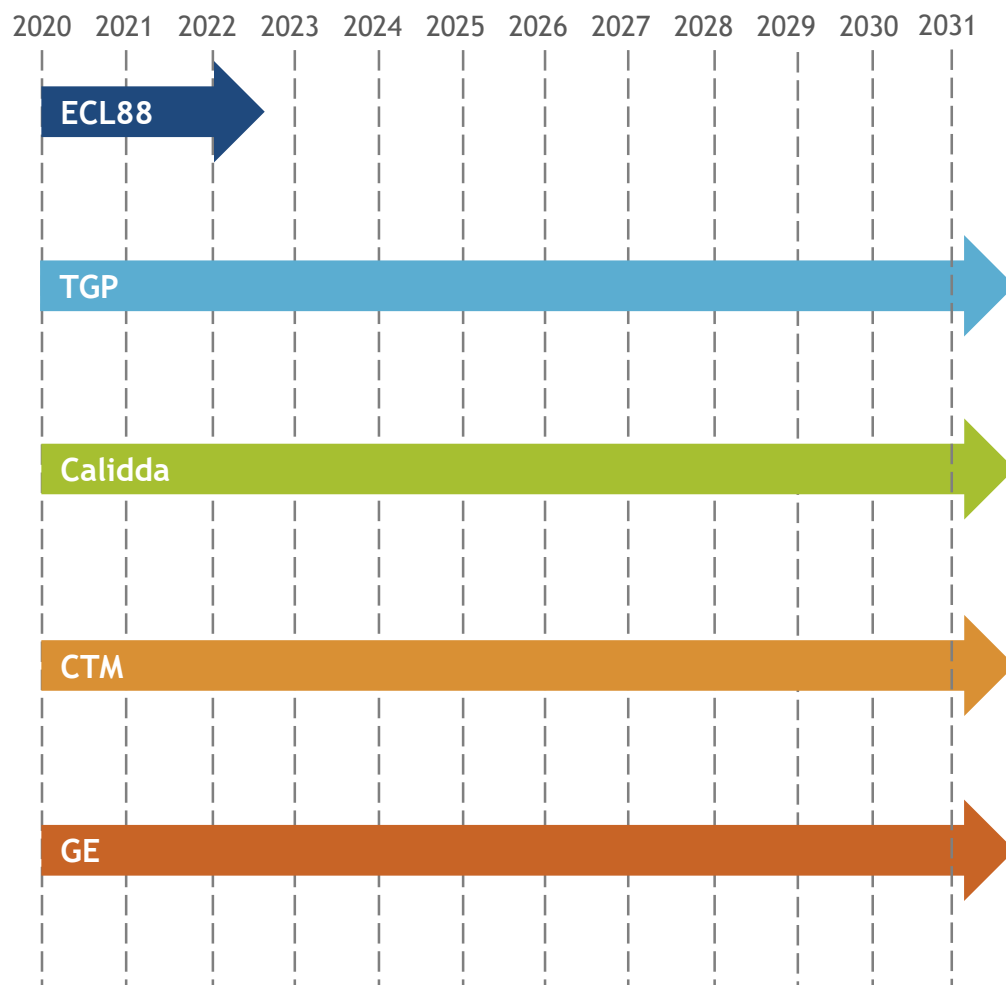
- Counterparty: CALIDDA
- Expiration: March 2035

### 4. ELECTRIC TRANSMISSION & O&M

- Counterparty: Consorcio Transmantaro S.A.
- Expiration: February 2033

### 5. CONTRACT SERVICE AGREEMENT

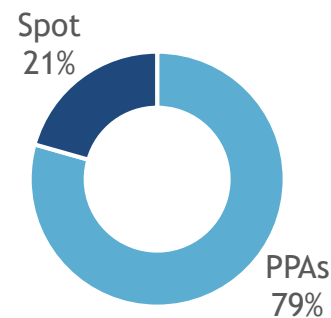
- Counterparty: GE.
- Major inspections



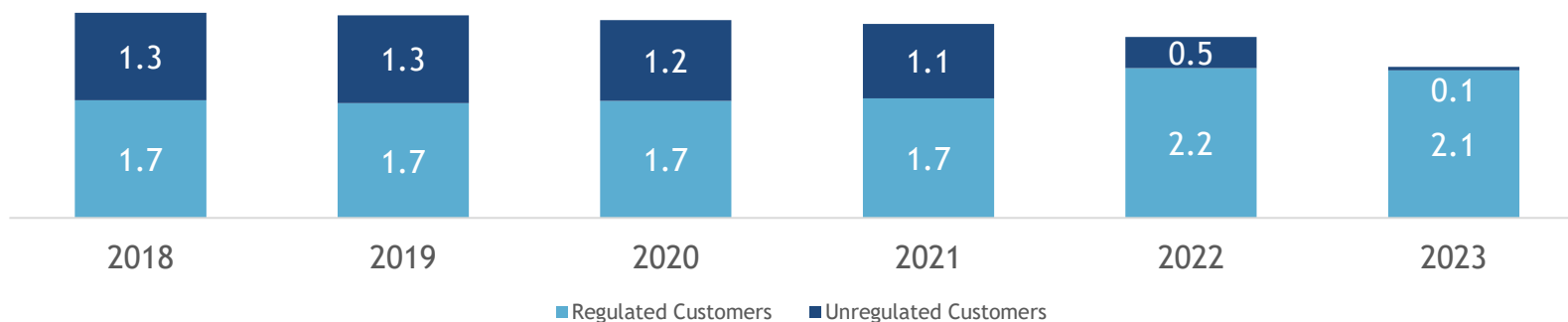
### PPAs PROFILE

- Average life of long-term PPAs of 5 years
- US\$ indexation
- ~76% contracted until 2023
- Strong AAA locally-rated off takers

### ENERGY SALES (%)



### PPAs PORTFOLIO (TWh)



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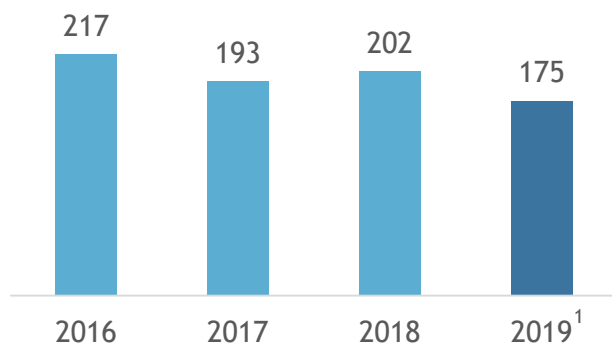




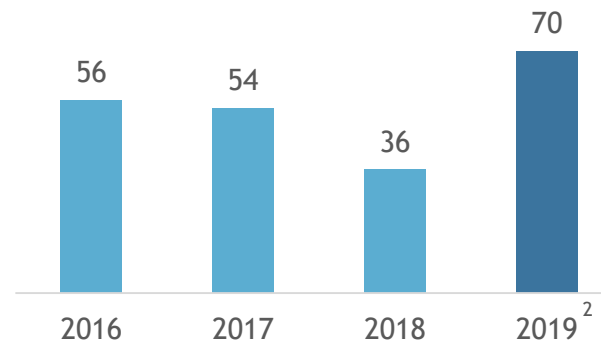
# Financial review

## Financial results

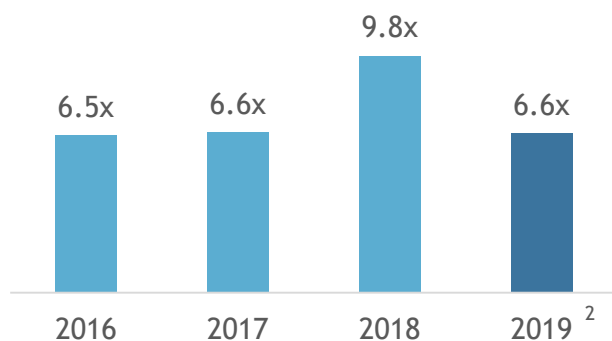
### 1. OPERATING REVENUES (US\$ million)



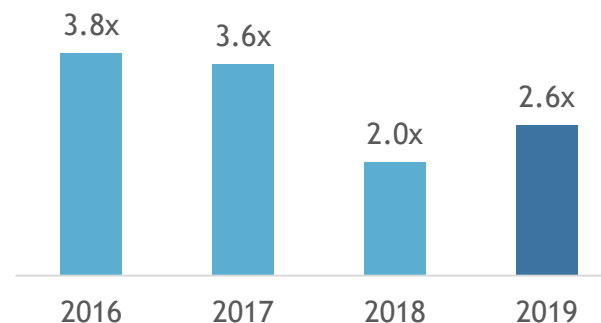
### 2. EBITDA (US\$ million)



### 3. GROSS DEBT/EBITDA LTM (x)



### 4. FINANCIAL EXPENSES COVERAGE (x)



<sup>1</sup> From 2019 onwards, tolls revenues and costs are presented on a net basis

<sup>2</sup> Includes financial leases

Note: All figures as of Dec19

# Financial review

## Long term debt profile

### 1. DEBT PROFILE

US\$**323** million - Bond

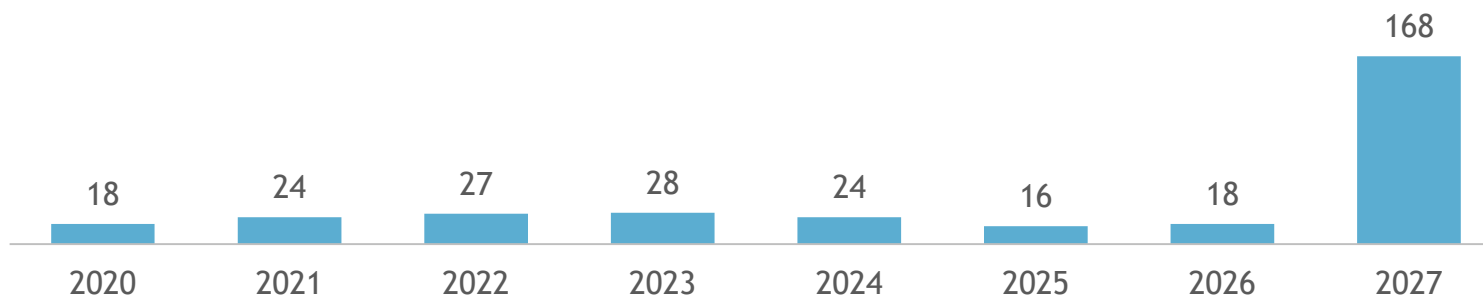
US\$**121** million - Calidda Leasing

US\$ **14** million - CTM Leasing

### 2. FENIX BOND ISSUANCE

- Amount outstanding: US\$323 mm
- Average life: 5.7 years
- Coupon: 4.317%
- Maturity: Sept-27
- Format: 144A/Reg S
- Repayment profile: Amortizing, bullet 44%
- 100% USD
- 100% Fixed rate

### 3. BOND AMORTIZATION STRUCTURE (US\$ million)



# Financial review

## Cash Support Agreement

- Fenix's shareholders signed a Cash Support Agreement that provides Fenix additional liquidity to meet its debt service payments.
- The agreement provides Fenix with a committed credit line from Colbún and the support from the remaining shareholders in case of a shortfall to repay its debt service.

Counterparties	Shareholders & Fenix
Availability period	3 years
Total amount	Up to US\$101 mm
Contribution instrument (if drawn)	Subordinate loan maturing on September 20, 2028 (one year after the senior unsecured notes maturity date)

# Key takeaways

## 1. Attractive long-term growth prospects:

Peru's generation industry is currently affected by short-term factors, but continues to exhibit high growth potential in the medium/long term

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## 2. Highly efficient CCGT:

Strategically located asset, close to demand hubs and to the SEIN substation (Chilca)

Highly efficient plant with low and flexible variable costs

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## 3. Relevant asset in Peru:

Fenix is the 5th largest power generation company of Peru

## 4. Strategic investment for its shareholders:

Strong sponsorship from highly experienced shareholders, including a key power generation player in Chile and leading asset managers

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## 5. Highly-experienced management:

Management with vast knowledge of the power industry

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## 6. Long-Term PPAs & Operational Contracts:

Attractive long-term PPAs with creditworthy counterparties



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