



# CORPORATE PRESENTATION

BOFA Conference  
June 2023

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●... COMPANY OVERVIEW

●... MARKET CONDITIONS

●... KEY FINANCIAL FIGURES

●... REGULATORY FRAMEWORK

●... PIPELINE OF PROJECTS

●... SUSTAINABILITY

●... APPENDIX

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●... **COMPANY OVERVIEW**

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# COMPANY OVERVIEW / THE COMPANY

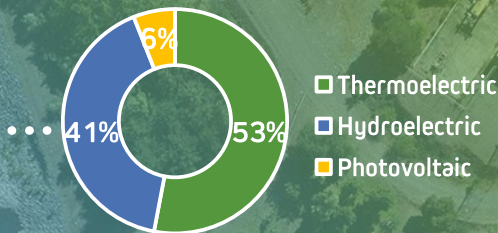
Leading position in Chile & Peru



## INSTALLED CAPACITY

**4,016 MW**

 3,443 MW /  573 MW



## POWER PLANTS

**27**

 26 /  1



## MARKET SHARE<sup>1</sup>

 **16%** /  **7%**



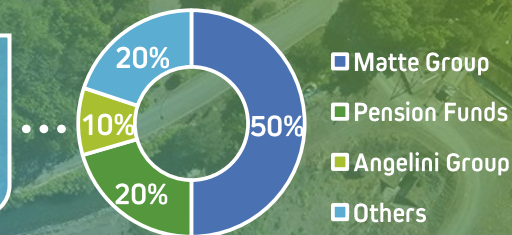
## PIPELINE OF PROJECTS

**2,713 MW**

- 820 MW under construction
- 1,287 MW environmental study secured
- 606 MW feasibility stage



## OWNERSHIP



# COMPANY OVERVIEW / OUR STRATEGY



Summary



**ENHANCING OUR  
CORE BUSINESS**

ASSET BASE  
OPTIMIZATION

GROWTH IN  
RENEWABLES

B2B  
CLIENTS



**EXPANDING OUR  
LIMITS**

ENERGY SOLUTIONS  
TX ENABLING

GROWTH AND  
INT. DIVERSIFICATION



**NEW  
BUSINESSES**

WATER

GREEN H<sub>2</sub>

# COMPANY OVERVIEW / OUR STRATEGY



Fenix shareholding increased by 7,6%

## SHAREHOLDING



NET DEBT / EBITDA

3.2 x



EBITDA 1Q23 LTM

US\$106 mm

## GROWTH STRATEGY



+2,000 MW  
on the pipeline

660 MW  
EIA

# COMPANY OVERVIEW / KEY FINANCIALS



*Leading position in Chile & Peru*



EBITDA 1Q23 LTM

**US\$810 mm**



US\$704 mm



US\$106 mm



TOTAL ASSETS

**US\$6.6 bn**



NET DEBT / EBITDA

**1.3 x**



INTERNATIONAL RATINGS



S&P	BBB Stable	BBB- Stable
Fitch	BBB+ Stable	BBB- Stable
Moody's	Baa2 Stable	



CASH

**US\$1,062 mm**

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# MARKET CONDITIONS

## Markets Update

### LTM GENERATION GWh

### DEMAND GROWTH 12 months average %

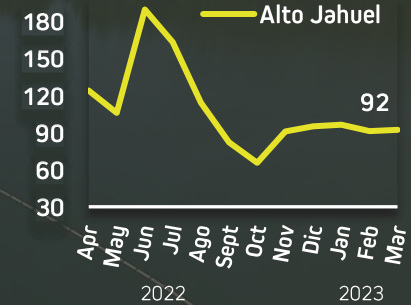
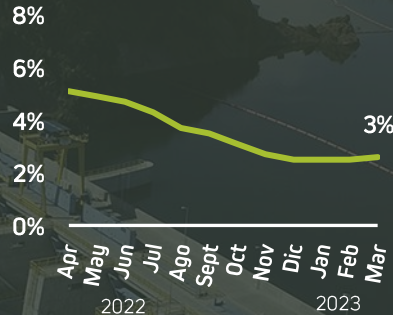
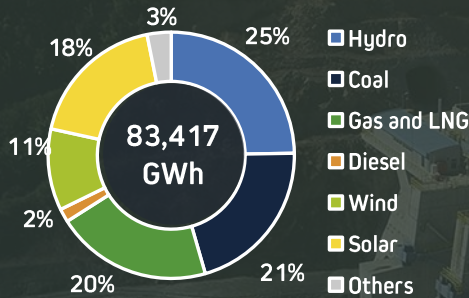
### MARGINAL COST US\$/MWh



SEN

34 GW

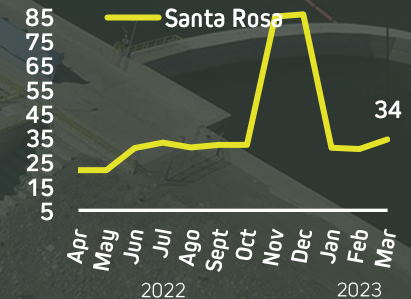
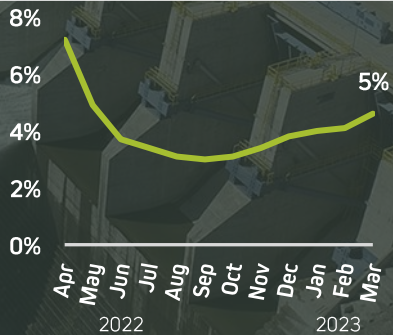
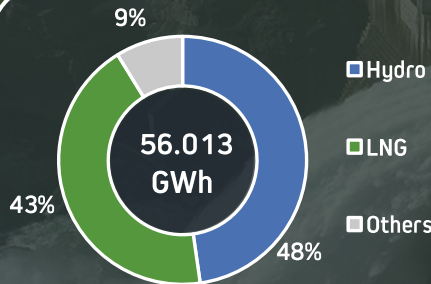
+6.0% y/y



SEIN

13 GW

0% y/y

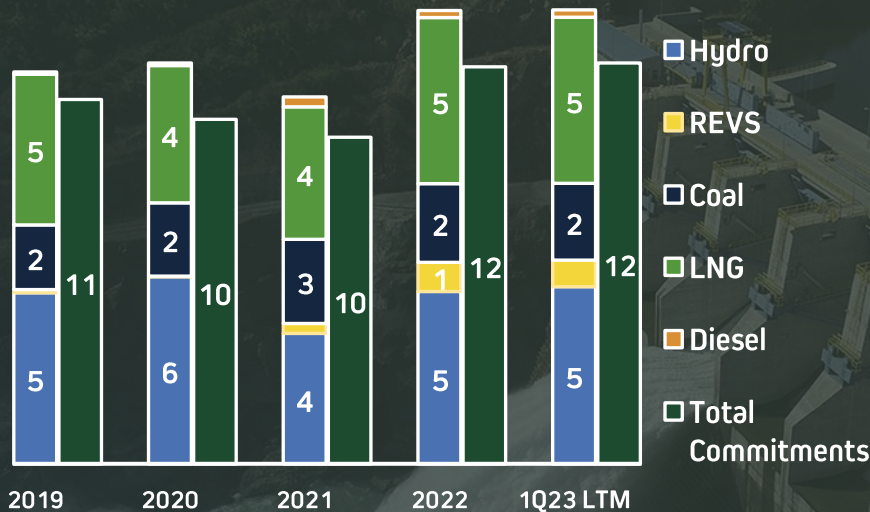


# MARKET CONDITIONS

*Cost efficient & diversified asset base*



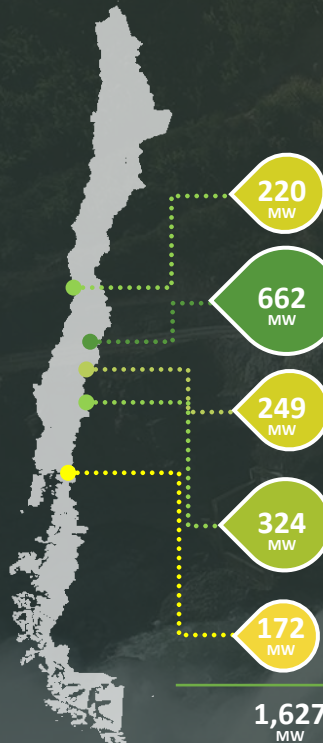
## GENERATION & PPAs LEVEL (TWh)



## WHOLE-SALE COMMERCIAL STRATEGY

- 1 Optimize Contracting level
- 2 Cost structure properly reflected in sale prices
- 3 Active risk management  
LNG purchases and commodity hedges.
- 4 Unique portfolio of assets provide support our strategy  
Combine our base load capacity with solar and wind capacity.

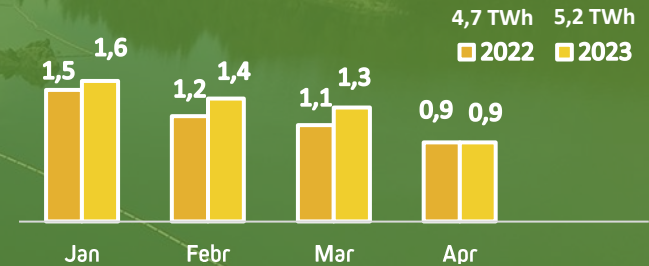
## ACCUMULATED RAINFALLS (mm)



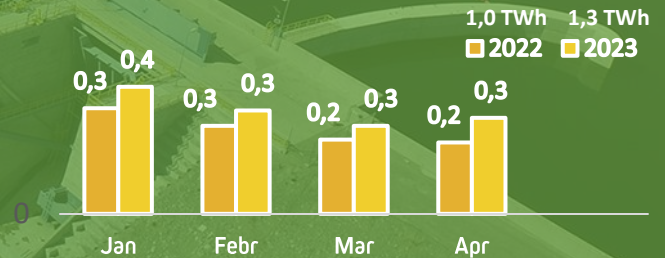
As of Mar23 compared to

	2022	Av. year
Aconcagua	+7mm +4%	-205mm -50%
Maule	+0 +0%	-225mm -10%
Laja	+28mm +2%	+206mm +11%
Bío Bío	+140mm +5%	+72mm +2%
Chapo	+604mm +21%	-215mm -6%

## SEN GENERATION (TWh)



## COLBUN GENERATION (TWh)



# MARKET CONDITIONS

*Delivery of focused value added services*



## 2022 MILESTONES

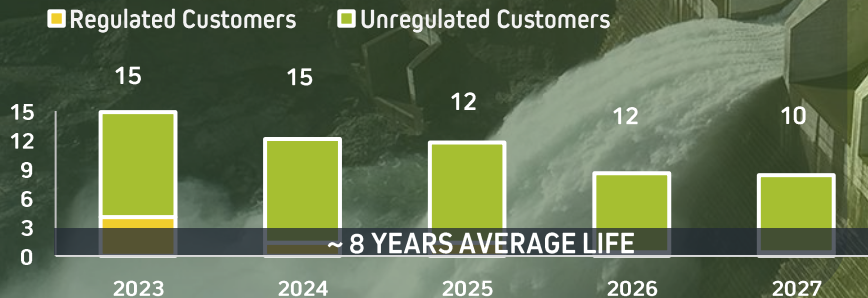
38 new clients



16 PPA's renewal

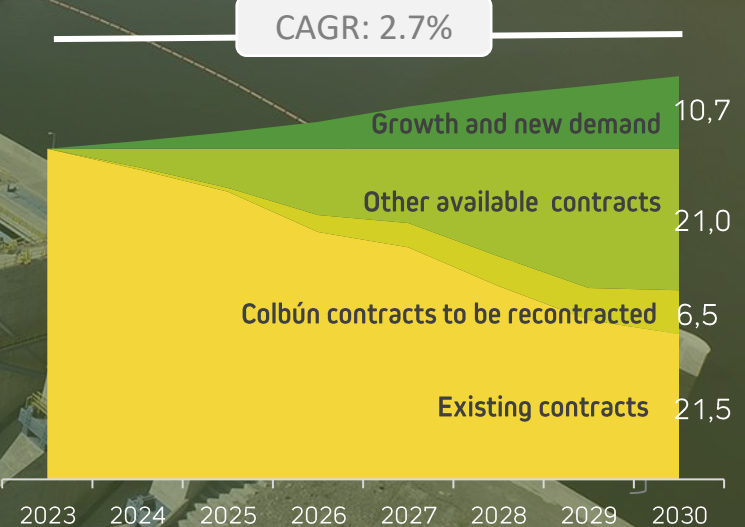


## PPAs IN CHILE: CONTRACTED POWER SUPPLY (TWh)



Between 2023 and 2030, 38 TWh of energy from unregulated clients will be needed to contract

Unregulated clients demand 2023-2030  
TWh



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●... **KEY FINANCIAL FIGURES**

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●... PIPELINE OF PROJECTS

●... SUSTAINABILITY

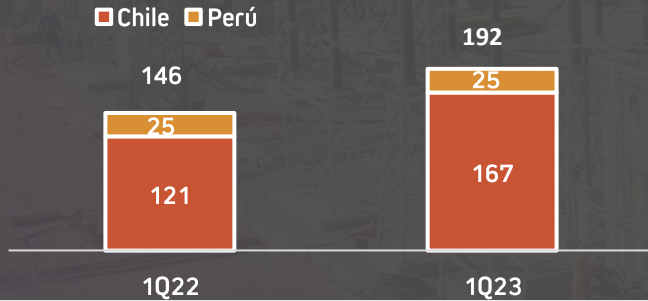
●... APENDIX

# KEY FINANCIAL FIGURES / 1Q23 RESULTS

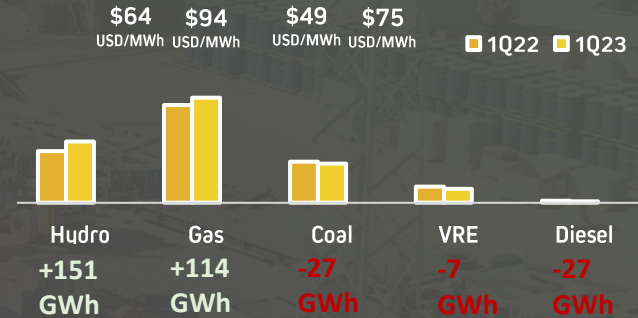


EBITDA 32% higher than 1Q22

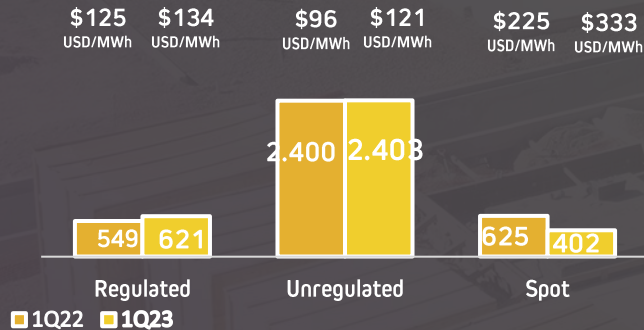
## EBITDA (US\$ million)



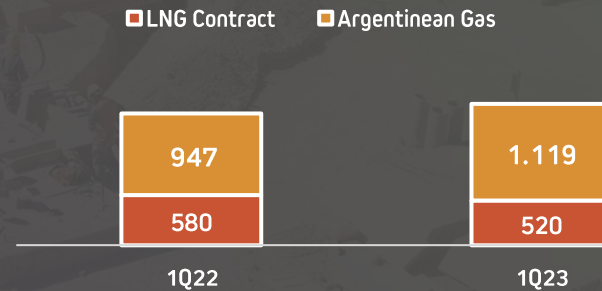
## GENERATION & AV. COST (GWh & USD/MWh)



## PHYSICAL SALES & AV. PRICES (GWh & USD/MWh)

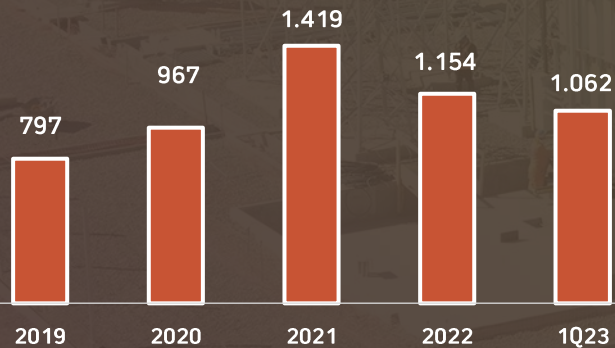


## GAS GENERATION BY ORIGIN (GWh)

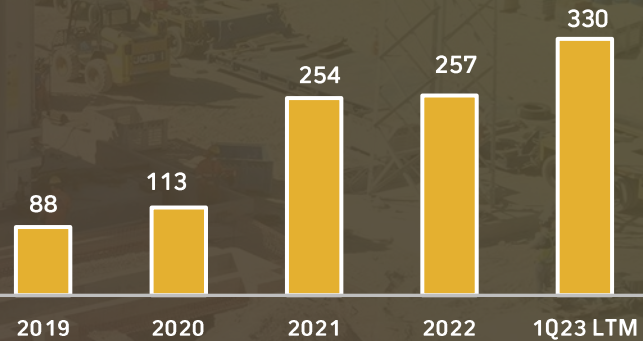


# KEY FINANCIAL FIGURES

## 1. CASH POSITION (US\$ million)



## 2. CAPEX (US\$ million)

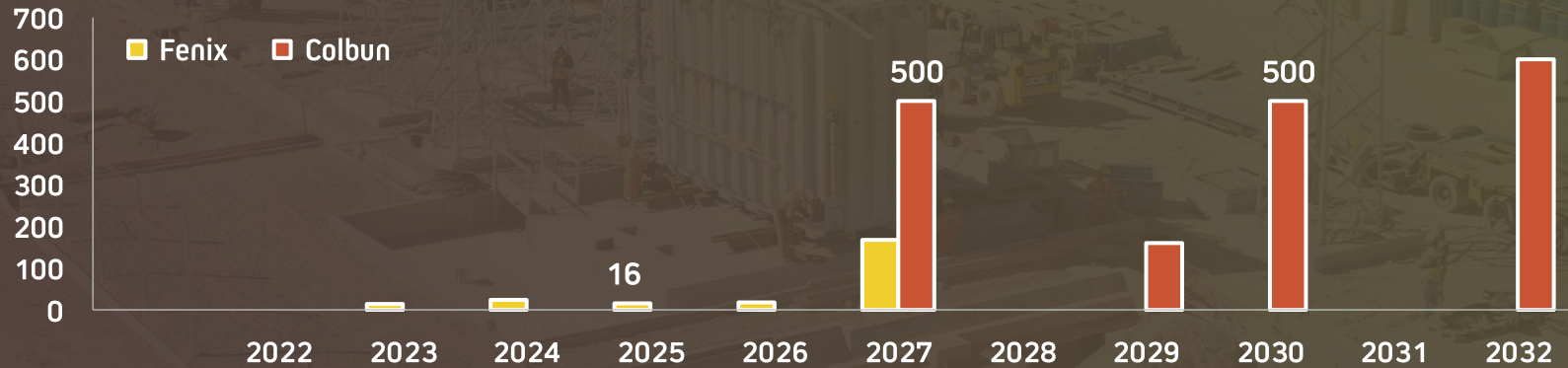


# KEY FINANCIAL FIGURES

Prudent financial management



## AMORTIZATION STRUCTURE (US\$ million)



## FINANCIAL DEBT PROFILE

**US\$2,157<sup>(\*)</sup> mm**

US\$1,917 million

US\$240 million

**4 bonds and 1 bank loan**

100% USD

92% Fixed rate

**3.8%** Interest Rate average

**6.5** years average life



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- ... PIPELINE OF PROJECTS
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# REGULATORY FRAMEWORK\*

Recent developments in Chile

## LATEST CHANGES



1. Price stabilization mechanism for regulated client tariffs



2. Storage Promotion



2. Water Reform Code

## UNDER DISCUSSION



1. REVS Promotion



2. "Second half" Regulatory Agenda



3. Green Hydrogen Promotion



4. Decarbonization process

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**5** ●... **PIPELINE OF PROJECTS**

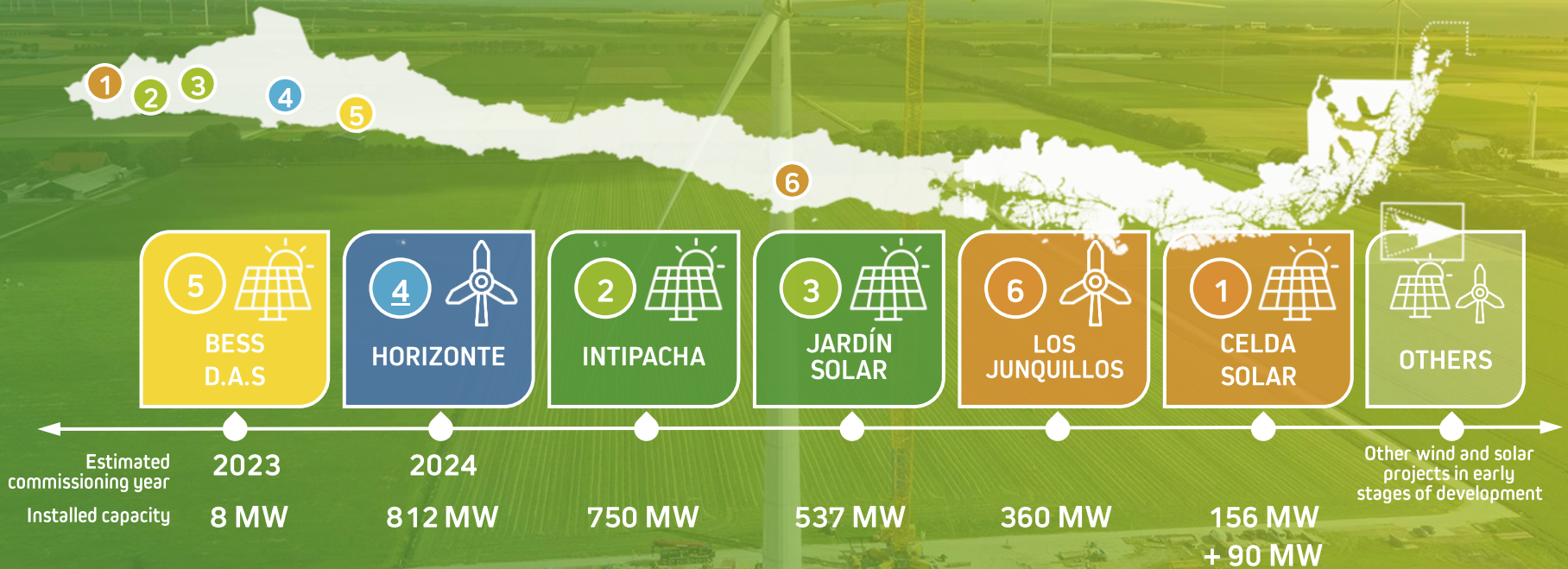
●... SUSTAINABILITY

# PIPELINE OF PROJECTS

Attractive portfolio of growth options



● Under construction ● Environmentally approved ● Feasibility ● Commissioning



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# SUSTAINABILITY

## 2022 milestones



### ENVIRONMENTAL



#### 4,000 MW of renewable energy

- 230 MW added
- 812 under construction
- 1,803 MW in the pipeline



#### LOWER CO<sub>2</sub> EMISSION FACTOR (ton CO<sub>2</sub>e/MWh) :

- 15% reduction compared to 2021



#### EFFICIENT WATER USE:

- 16% reduction non-operational water compared to 2021
- 8% reduction operational water compared to 2021



#### WASTE MANAGEMENT:

- 78% of ash recovery

### SOCIAL



#### CLIENTS:

- NPS: 78 points



#### WORKERS:

- 22,2% female participation



#### SUPPLIERS:

- *ESG indicators inclusion on selection process*

### GOVERNANCE



Increase in independent Directors number



Greater linkage of ESG goals to Executives and Employees variable compensation



Financial risk measurement associated with climate change (TCFD)



Certification in cybersecurity standards (NERC-CIP)

- This document provides information about Colbún S.A. In no case this document constitutes a comprehensive analysis of the financial, production and sales situation of the company.
- To evaluate whether to purchase or sell securities of the company, the investor must conduct its own independent analysis.
- This presentation may contain forward-looking statements concerning Colbún's future performance and should be considered as good faith estimates by Colbún S.A.
- In compliance with the applicable rules, Colbún S.A. publishes on its Web Site ([www.colbun.cl](http://www.colbun.cl)) and sends the financial statements of the Company and its corresponding notes to the Comisión para el Mercado Financiero, those documents should be read as a complement to this presentation.

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An aerial photograph of a large dam and power plant. The dam is a long, curved concrete structure filled with blue water, extending from the left towards the right. In the foreground, there is a complex of industrial buildings, including a large central structure with a dark roof and several smaller buildings with lighter roofs. To the left of the dam, there is a large electrical substation with numerous metal towers and power lines. The background shows a vast landscape with green fields, a large reservoir or lake, and rolling hills under a clear blue sky.

**APPENDIX**



# REGULATORY FRAMEWORK

## Price stabilization mechanism

### PEC 1

- **US\$1,350 million** limit reached in February 2022
- **US\$ 126 million** receivables sold during 2022
- **US\$ 19 million** of receivables sold on 2023, associated to the last decree

### PEC 2

- **US\$1,800 millions** limit
- **US\$35 million** of exceeds confirmed and request for payment to the Ministry
- **US\$ 22 million** will be charged during the next decree (January 2023) associated to PEC2 receivables

# REGULATORY FRAMEWORK

## REVS Promotion ●



### REVS PROMOTION BILL

#### 2030

60% of REVS annually

At least 40% of REVS in each temporary block

### COLBUN PROPOSAL

#### Establish goals in line with Chile's commitment

2030 = 80% renewable

2040 = 90% renewable

2050 = 100% renewable



- 1 Definition of renewable energy: eliminate concept of non-conventional energy
- 2 Include hydroelectric technology
- 3 Increase percentage to 80% by 2030 and review goals by 2026.
- 4 Eliminate hourly block quotas

# REGULATORY FRAMEWORK\*

## "Second half" Regulatory Agenda ●



### STORAGE PROMOTION

- C&O Regulation
- Promotion in strategic S/S
- Environmental assessment technical guide

### SUPPLIER RISK MITIGATION

- Green tax compensation adjustment
- Supply auctions modernization

### OPERATION FLEXIBILITY

- Technical minimums review and adjustments
- Modernization of the power system operation

### POLITICAL, REGULATORY AND URGENT ACTIONS

- Bill Transition
- Decarbonization Plan
- Urgent Works Open Season

# REGULATORY FRAMEWORK

## Recent developments in Chile

### UNDER DISCUSSION



#### Water Reform Code:

It reaffirms the real right character of water rights. However, new water rights will have temporary limits, up to 30 years.

Subject to extinction due to lack of effective use. Provides for a prioritization of subsistence uses, human consumption and sanitation with respect to other productive uses.



#### Green Hydrogen Promotion:

Seeks to promote a national market and the development of a green hydrogen industry

##### Goals:

- Generate local demand for green hydrogen
- Use existing gas infrastructure
- Leverage industry experience



#### Storage Promotion:

It seeks to promote technology for a greater participation of renewable energies in the electrical matrix

Enables "pure" storage systems to participate in balances

Currently, they are only paid for the energy injected and for the power supplied to the system

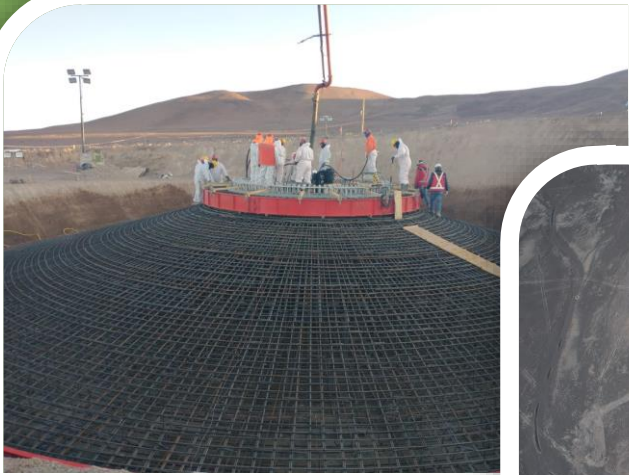


#### Decarbonization process:

An agreement was signed with the Government, but initiatives seek to further accelerate the process.

# PIPELINE OF PROJECTS

*Horizonte*



# PIPELINE OF PROJECTS

*Horizonte*



# PIPELINE OF PROJECTS

*Diego de Almagro*



# PIPELINE OF PROJECTS

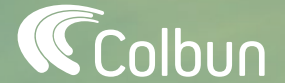
*Diego de Almagro*





# SUSTAINABILITY

## OUR ESG GOALS AND HIGHLIGHTS



### ENVIRONMENTAL



Add 4,000 MW of renewable energy from variable sources by 2030



#### LOWER CO<sub>2</sub> EMISSION FACTOR (ton CO<sub>2</sub>e/MWh) :

- 30% net reduction by 2025
- 40% net reduction by 2030
- Carbon neutrality by 2050



#### EFFICIENT WATER USE:

*Operational (m<sup>3</sup>/MWh):*

- 40% reduction by 2025
- 45% reduction by 2030

*Non-operational (m<sup>3</sup>):*

- 40% reduction by 2025



#### WASTE MANAGEMENT:

- 98% of ash recovery by 2025



#### BIODIVERSITY MANAGEMENT (internal goals)

### SOCIAL



#### CLIENTS:

- Maintain a Net Promoter Score (NPS) above 50 points



#### WORKERS:

- Increase female participation to 25% of the workforce by 2025; focus in masculinized areas/roles (18% in 2018)
- Maintain a Promoter Score above 88 points



#### OTHER INTERNAL GOALS:

- Stakeholders' engagement indicators:
  - Communities
  - Suppliers
  - Investors

### GOVERNANCE



Board of Directors and Senior Management continuous engagement

- Sustainability Committee and Risk Management Committee



Focus on ESG goals and commitments



Stakeholders' engagement



Highest standards in information/communication