

# **CORPORATE PRESENTATION**

Banchile Breakfast - August 2023















### LATEST RELEVANT TOPICS



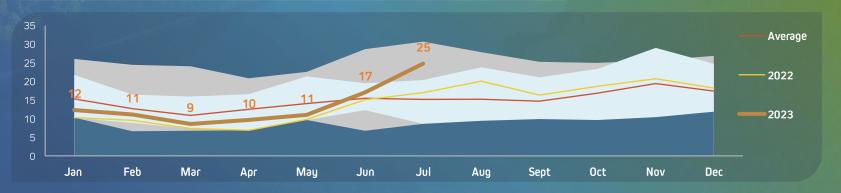
Rainy front June 2023

COLBÚN RESERVOIR LEVEL AND ACCUMULATED ENERGY (m.a.s.l & GWh)





### HISTORICAL COLBÚN S.A HYDRO GENERATION (GWh/day)



# LATEST RELEVANT TOPICS

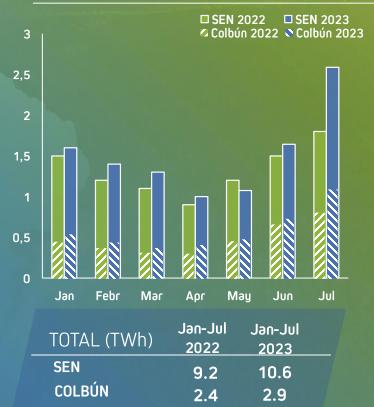
Rainy front June 2023



### ACCUMULATED RAINFALLS (mm) 1



#### HYDROELECTRIC GENERATION (TWh) <sup>2</sup>



<sup>&</sup>lt;sup>1</sup> Note: All figures as of Aug 23

<sup>&</sup>lt;sup>2</sup> Note: All figures as of Jul23

# LATEST RELEVANT TOPICS

### Nehuenco 1 filter area fire

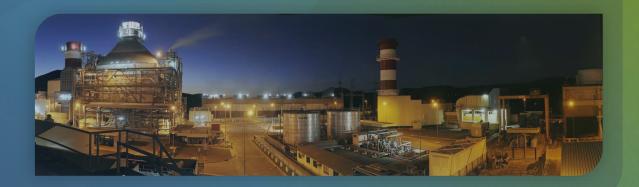


#### MAIN SCOPE

- ✓ On August 4th, a fire on U1 Nehuenco Complex's gas turbine filter area was declared
- ✓ No people injured
- ✓ Nehuenco 1 is carrying out its major maintenance until the end of September. It was not operating at the time of the incident
- ✓ The causes and impact of the accident are being investigated.
- ✓ Nehuenco U2 and U3 were not affected

#### **IMPACT**

- Commissioning date still being estimated
- ✓ Spare parts available
- ✓ Insurance coverage applicable



# **ABOUT US**

Overview





**INSTALLED CAPACITY (%)** 

Thermoelectric 53%

Hydroelectric 41%

Photovoltaic 6%

MARKET SHARE 1



**OWNERSHIP (%)** 





É







573 MW



1 Power Plant











# KEY FINANCIAL FIGURES









Overview



EBITDA 2Q23 LTM

US\$792 mm

US\$708 mm 📵 US\$84 mm 2Q23 US\$134 mm

US\$0.2 mm



CAPEX 2Q23 LTM

US\$449mm 2Q23 US\$269 mm



NET DEBT / EBITDA

1.5 x



**CASH** 

US\$950 mm



**DIVIDEND POLICY** 

50%



INTERNATIONAL RATINGS

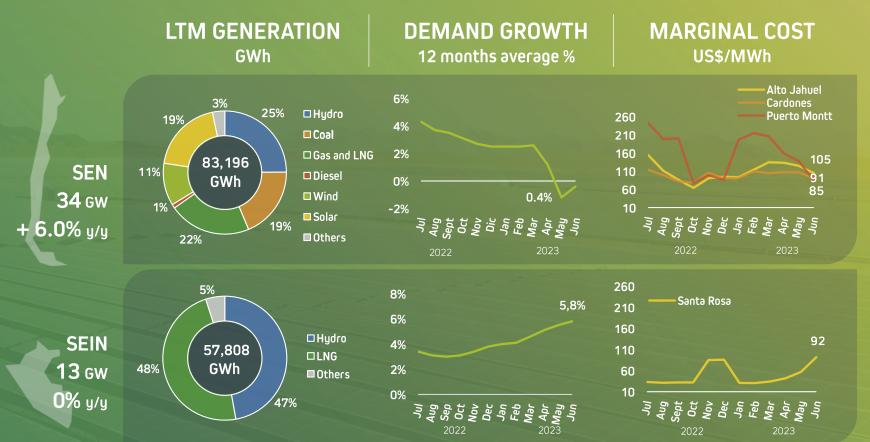
BBB+ **BBB** Baa2

Moody's Fitch S&P





Markets Update



# LAST QUARTER RESULTS



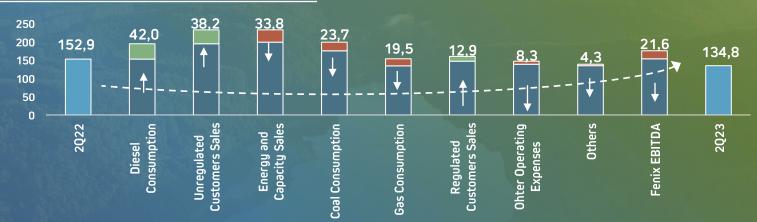






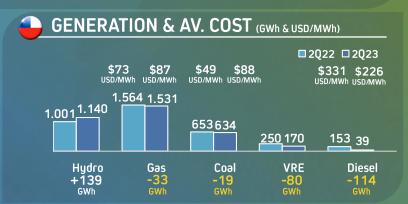
EBITDA 12% lower than 2Q22











# LAST QUARTER RESULTS



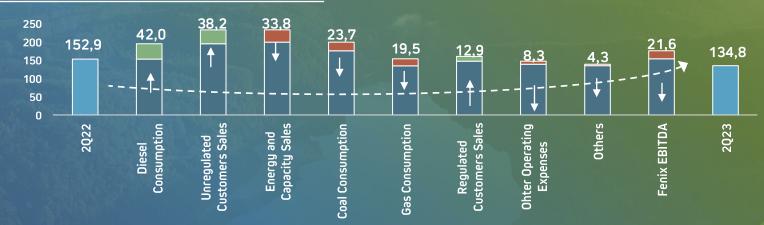






EBITDA 12% lower than 2Q22





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



#### GENERATION & AV. COST (GWh & USD/MWh) **□2022 □2023** 2022 2023 180 \$24 \$49 USD/MWh USD/MWh 135 92 90 929 57 42 45 338 31 22 22 0 Gas -624

Apr

May

Jun

# LAST QUARTER RESULTS









### 2023 Fenix Major Maintenance

#### **MAIN SCOPE**

- ✓ Major inspection in all turbines and M.A.G.I.C inspections of electrical generators
- ✓ Maintenance of Gas Turbine and Steam Turbine auxiliaries

#### **DURATION**

- $\checkmark$  Originally scheduled for 45 days, from March 29<sup>th</sup> to May 12<sup>th</sup>
- ✓ Delays in testing and evaluation of critical equipment carried out by the supplier extended the plant's maintenance by an additional 26 days

#### **IMPACT**

✓ This delay had a negative impact of US\$22 MM in Fenix results in 2023











Regulatory framework

LATEST UPDATES

IMPACT

ADVANCE LEVEL PROGRESS STATUS



**REVS Promotion** 

Promotes REV's participation through increasing renewable generation targets.









Price stabilization mechanism for regulated client tariffs

Aims to avoid electricity tariffs increases to regulated clients.









**Storage Promotion** 

Aims that isolated storage systems be remunerated for the energy and power injected into the system.









New Rules for Regulated Auctions

Aim is to reduce the risks of the regulate auctions for Gencos.















### Regulatory framework

UNDER DISCUSSION

MPACT

**ADVANCE LEVEL PROGRESS STATUS** 



Initial Agenda for "Second half" Regulatory Agenda Ministry of Energy presented a series of measures to improve the current state of the national electrical system.







Decarbonization process

Aims to accelerate coal-fired facilities phasing out.







Green Hydrogen Promotion Seeks to promote a national market and the development of a green hydrogen industry. LOW 5







**Energy Transition Bill** 

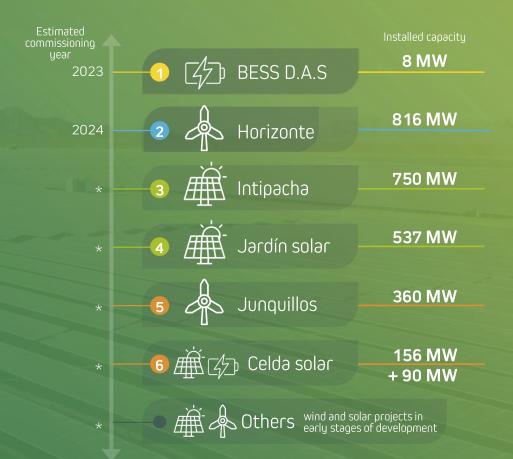
Aims to achieve enabling conditions in the power industry in order to be a carbon neutral country by 2050 and boost the country's local economies.







Attractive portfolio of growth options





6

3

2

Commissioning

Under construction

Environmentally approved

 Under environmental assesment



1,176 MW



1,443 MW



98 MW

TOTAL: 2,717 MW





Attractive portfolio of growth options

59% total progress 🖓



2024

Horizonte

13 turbines Out of 140 with 5.83MW installed capacity each

816 MW Total installed capacity

**CAPEX** (US\$ million)







85% progress



Construction of internal roads, platforms and foundations.



65% progress

Substations, transmission lines and medium voltage network.

# **DISCLAIMER & CONTACT INFORMATION**



- ✓ This document provides information about Colbun 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 Colbun's future performance and should be considered as good faith estimates by Colbun S.A.
- ✓ In compliance with the applicable rules, Colbun S.A. publishes on its Web Site (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.

# INVESTOR RELATIONS TEAM CONTACT



Miguel Alarcón malarcon@colbun.cl + 56 2 2460 4394



Isidora Zaldívar izaldivar@colbun.cl + 56 2 2460 4308



Macarena Güell mguell@colbun.cl + 56 2 24604084



# **CORPORATE PRESENTATION**

Banchile Breakfast - August 2023















### **ABOUT US**

### Board of Director's highlights



#### Members



Hernán Rodríguez Wilson Chairman



María Emilia Correa Pérez



Jaime Maluk Valencia Independent



Bernardo Larraín Matte Vice-Chairman



Vivianne Blanlot Soza



Rodrigo Donoso Munita



Marcela Angulo González



Francisco Matte Izquierdo



Juan Carlos Altmann Martín

### Knowledge and skill matrix 1















Knowledge of the energy industry .....



























Environmental and Social













Innovation.Transformation and











### Seniority years



Digital Security

Between 9 and 12 years old



More than 6 and less than 9 years old



Between 3 and 6 years old



Less than 3 years

# KEY FINANCIAL FIGURES





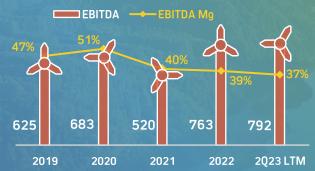


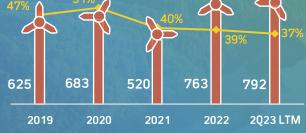


### Overview

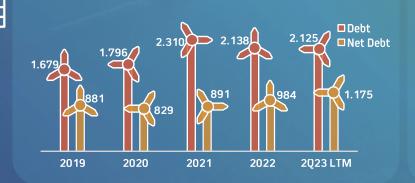


#### 1. EBITDA & EBITDA MG (US\$ million & %)





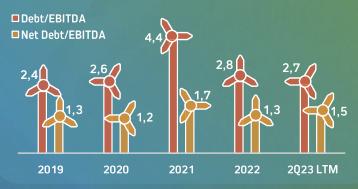
### 3. DEBT & NET DEBT (US\$ million)\*



#### 2. NET INCOME (US\$ million)



#### 4. DEBT/EBITDA & NET DEBT/EBITDA (x)\*



# KEY FINANCIAL FIGURES





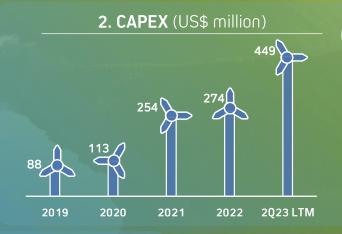




### Overview

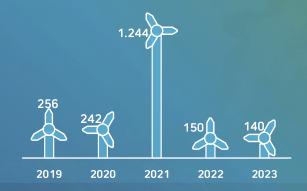








#### 3. DIVIDEND (US\$ million)



# DEBT STRUCTURE SNAPSHOT









Prudent financial management

#### AMORTIZATION STRUCTURE (US\$ million)



### FINANCIAL DEBT PROFILE

### US\$2,000(\*) mm

US\$1,760 million

US\$240 million

### 4 bonds and 1 bank loan

100% USD 92% Fixed rate

3.8% Interest Rate average
6.8 years average life









Chile's projects under construction or under environmental studies assessment



North Zone

(Arica to Maitencillo)

17,942 MW



3,370 MW

100 MW

Others: 4,083 MW

Central Zone

(Maitencillo to Curicó)



7,000 MW



1,054 MW

Others: 825 MW

South Zone

(Curicó to Puerto Montt)



2,005 MW



6,376 MW

Others: 490 MW

Austral Zone

(Puerto Montt to the South)



271 MW

Others: 55 MW



26,947 MW



10,017 MW



Others: **5,453** MW

TOTAL: **42,417 MW** 







Arequipa



Perú's projects under construction or under environmental studies assessment





200 MW



6,768 MW

#### Central Zone



1,094 MW



5,189 MW

#### South Zone



10,937 MW

1,329 MW





TOTAL: **25,517 MW** 

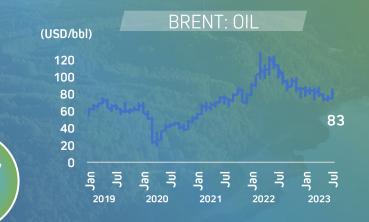






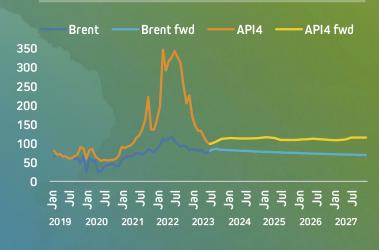


Fossil fuel prices













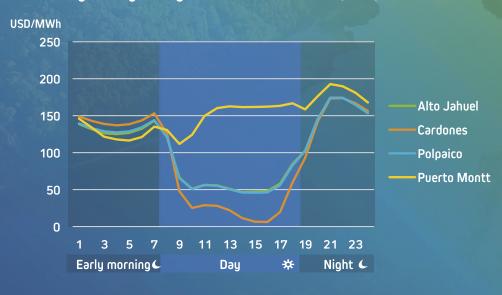


System's volatility



TRANSMISSION INFRASTRUCTURE CONGESTED

Hourly average marginal cost Jun22-Jul23 (LTM)







### COMMERCIAL STRATEGY



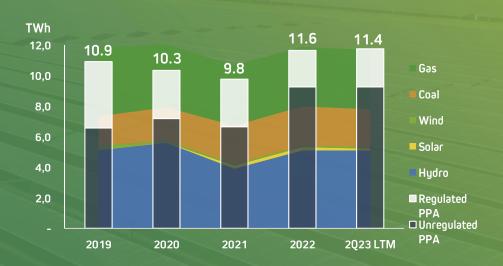


### Enhancing our core business

# 1 LEVEL OF COMMITMENT BACKED BY GENERATION

Our PPAs are backed by an optimum balance of cost-efficient generation

Cost structure adequately reflected in pricing and asset management



### 2 SEGMENTATION BY INDUSTRY 1



### 3 PPA's AVERAGE LIFE



# COMMERCIAL STRATEGY (9)





Expanding our limits with B2B energy solutions





Energy Services are part of our value proposal



Building's energy efficiency advisory & Certification

∠ x26



**Energy Monitoring** & Controlling Services

 $\bigcirc$  x2



Implementation and Operation of Energy Management Systems





**Utility Bill** Management



# COMMERCIAL STRATEGY









### **Upcoming** auctions





### Unregulated clients demand 2023-2030

(TWh)

**CAGR: 2.7%** 

Growth and new demand 1

Other available contracts 21

Colbún contracts to be recontracted

Existing contracts

2023 2024 2025 2026 2027 2028 2029 2030

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

# 













### **REVS PROMOTION BILL**

2030

60% of REVS annually At least 40% of REVS in each temporary block

### COLBÚN PROPOSAL

Establish goals in line with Chile's commitment

2030 = **80%** renewable

2040 = **90%** renewable

2050 = **100%** renewable

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









### 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\$ 52 million PEC2 accumulated until June23

### MARKET CONDITIONS / E









**New Rules for Regulated Auctions** 



### **INTRODUCING THREE GEOGRAPHICAL ZONES**

- Zone 1: Parinacota-Maitencillo
- Zone 2: Nogales.Rapel
- Zone 3: Curicó-South

**INCREASED PPA LENGHT** 

• Increase to 20 years from the current 15 years

### SYSTEM COST PAST-THROUGH TO CLIENTS

- Gencos will be allowed to pass on the systemic cost into the contracts
- Systemic cost that are not capture by spot price to the client

### **ENERGY STORAGE BILD MORE** COMPETITIVE

 Adjusted downwards by US\$0,15/MWh for every GWh offered in each block

# MARKET CONDITIONS / E









"Second half" regulatory agenda



### **STORAGE PROMOTION**

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

### **OPERATION FLEXIBILITY**

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

#### **SUPPLIER RISK MITIGATION**

- Green tax compensation adjustment
- Supply auctions modernization

### POLITICAL, REGULATORY AND **URGENT ACTIONS**

- Energy Transition Bill
- Decarbonization Plan
- Urgent Works Open Season









Attractive portfolio of growth options



### Diego de Almagro

KEY INDICATORS

Estimated capacity	8 MW, 4 hours
Net annual generation	648 GWh
Estimated capacity factor	35%
Land surface	330 ha
Connection point	S/S Illapa 220 kV (2.6 km)
Env. Impact Study	Approved
Estimated COD	PV in operation BESS Dec 2022

Location: Atacama Region









Attractive portfolio of growth options



INDICATOR

KEY

### Horizonte Wind Farm Project

Estimated capacity

816 MW - 140 Wind Turbines

Net annual generation

2,450 GWh

Estimated capacity factor

35%

Land surface

8,000 ha

Connection point

Parinas S/S 500/220 kV (9.7 and 15.8 km)

Env. Impact Study

Approved for 980 MW

**Estimated COD** 

Nov 2024

Main Contracts

EPC WT - Enercon BoP Civil - Strabag

BoP Electric - Sigdo Koppers

Location: Antofagasta Region











Attractive portfolio of growth options



### Intipacha

KEY INDICATORS

Estimated capacity	750 MW
Net annual generation	1,335 GWh
Estimated capacity factor	35%
Land surface	736 ha
Connection point	SE Crucero 220 kV
Env. Impact Study	Approved
Estimated COD	4Q22

Location: Antofagasta Region









Attractive portfolio of growth options



### Jardín Solar

KEY INDICATORS

Estimated capacity	537 MW
Net annual generation	1,500 GWh
Estimated capacity factor	35%
Land surface	1,000 ha
Connection point	S/E Nueva Pozo Almonte 220 kV
Env. Impact Study	Approved
Estimated COD	Waiting for commercial opportunity











Attractive portfolio of growth options



KEY INDICATOR

### **Junquillos**

Estimated capacity

360 MW

Net annual generation

1,946 GWh

Estimated capacity factor

30%

Land surface

6.200 ha

Connection point

S/E Mulchén 220 kV (Colbún)

Env. Impact Study

Under environmental assesment

**Estimated COD** 

None yet

Location:











Attractive portfolio of growth options

	7
(周	<b>用'</b> 】
1	

### Celda Solar

INDICATORS

Estimated capacity	156 MW – 90 MW BESS, 5 hours	
Net annual generation	428 GWh	
Estimated capacity factor	33%	
Transmission Line	3.5 km	
Connection point	S/E Roncacho 220 kV	
Env. Impact Study	Under environmental assessment	
Estimated COD	None yet	

Location: Arica Region

### SUSTAINABILITY











### **ENVIRONMENTAL**



Add 4,000 MW of renewable energy by 2030





### Efficient water use:





98% of ash

recovery by 2025



**SOCIAL** 



#### Clients:

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



#### Workers:

- Increase female participation to 25% of the workforce bu
- Maintain a Promoter Score above 88 points



#### Other internal goals:

Stakeholders' engagement indicators:

- Suppliers

**GOVERNANCE** 



Board of Directors and Senior Management continuous engagement

Risk Management Committee



Focus on ESG goals and commitments



Stakeholders engagement



Highest standards in information/ communication

# SUSTAINABILITY

2022 Milestones



**ENVIRONMENTAL** 



#### 4,000 mw of renewable energy

- ✓ 230 MW added
- ✓ 816 under
- ✓ 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 nonoperational 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)

# **ABOUT US**

Our Strategy





ASSET BASE
OPTIMIZATION

GROWTH IN RENEWABLES

B2B CLIENTS



**EXPANDING OUR LIMITS** 

ENERGY SOLUTIONS
TX ENABLING

GROWTH AND INT. DIVERSIFICATION



NEW BUSINESSES OPPORTUNITIES

**WATER** 

GREEN H<sub>2</sub>

# INTERNATIONAL INVESTMENT THESIS





Incorporating new geographies would allow Colbún to expand its growth potential and diversify its portfolio.



### **SCALE**

The electricity industry is a business that requires scale to deliver efficiencies in:

- ✓ Development
- ✓ Construction
- ✓ Operation
- ✓ Generation assets commercialization



### **DIVERSIFICATION**

New geographies would make it possible to diversify certain systematic risks in the countries where Colbún currently operates:

- ✓ Political
- ✓ Regulatory
- ✓ Socio-environmental
- Demand stagnation
- ✓ Hydrological
- ✓ Among others

# **NEW BUSINESSES OPPORTUNITIES**





Infrastructure developments with high energy component



### WATER

- Desalination
- Conduction
- Industrial processing



### GREEN H2

- Local market Pilot program developing
  - ✓ Airport Hub
  - ✓ Nehuenco Project
- International market
  Joint Venture Export Projects
  - ✓ Sumitomo MOU

# **NEW BUSINESSES OPPORTUNITIES**





Next decade goals



### WATER

2 ~1.500 l/sec
Projects Total Capacity





Export projects with investment decision



Domestic projects operating