



# ENGIE Energía Perú

Results as of June 2019



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## 2019 Q2 HIGHLIGHTS

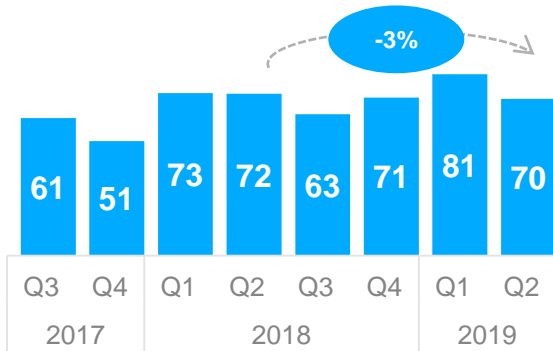
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- **Total energy generation (SEIN) grew 4.9% in H1 2019** compared to H1 2018. As of June, EEP maintained a leading position in the sector, accounting for **19.8%** of the total capacity and **10.7%** of the total energy generation of the system
- **H1 2019 EBITDA reached 151.0MUSD, a 4% growth compared to H1 2018** explained by a combination of a positive effect of the marginal cost, the sale of non core assets and a decrease of Other income
- **H1 2019 Net Result** reached **65.7MUSD**, a **9% growth compared to H1 2018** mainly due to higher EBITDA and lower financial expenses
- **Q2 2019 EBITDA** reached **70.0MUSD, a 3% decrease compared to Q2 2018**, explained by a decrease of Other income
- **Q2 2019 Net Result** reached **29.6MUSD, a 2% decrease compared to Q2 2018**, mainly due to lower EBITDA compensated by lower financial expenses
- The number of free clients in **Q2 2019 increased by 9%**, to a total of **72 clients** compared to Q2 2018
- As of June 2019 **total debt reached 671MUSD** compared to 731MUSD as of December 2018, following the expected amortization schedule

# MAIN FINANCIAL RESULTS Q2/H1 2019

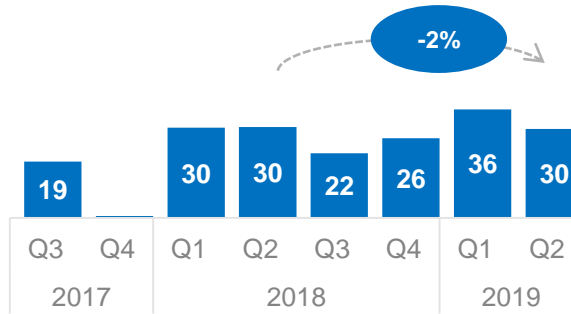
## EBITDA Q2

MUSD



## Net Result Q2

MUSD



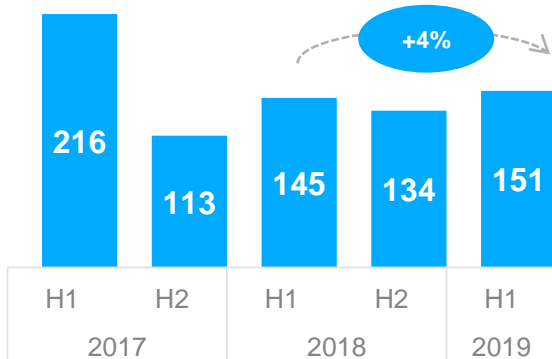
## Total Debt

MUSD



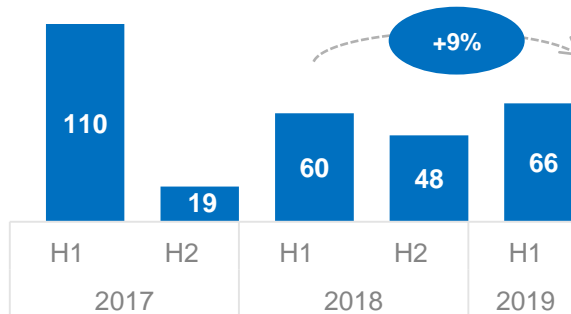
## EBITDA H1

MUSD

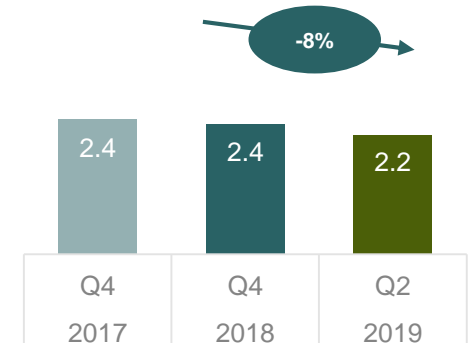


## Net Result H1

MUSD



## Net Debt <sup>(1)</sup> / EBITDA (12m)



(1) Total Debt minus Cash  
Note: Restatement by application of IFRS16

# ENERGY PRODUCTION AND BALANCE Q2 2019

Higher thermal generation in Q2 2019 compared to Q2 2018 and net buyer position in the spot market

GWh		Q2 2019*		Q2 2018		Δ Q2 2019 vs Q2 2018	H1 2019		H1 2018		Δ H1 2019 vs H1 2018	2018	
Yuncán HPP	(H)	238	11%	225	10%	6%	508	12%	499	12%	2%	890	10%
Quitaracsá HPP	(H)	140	6%	135	6%	4%	351	8%	324	8%	8%	519	6%
Chilca1 CCGT	(T)	1,025	47%	445	21%	130%	1,687	39%	668	16%	153%	3,404	40%
Chilca2 CCGT	(T)	120	6%	16	1%	669%	194	5%	29	1%	567%	370	4%
Ilo21 (Coal)	(T)	0	0%	7	0%	-100%	18	0%	27	1%	-32%	43	1%
Ilo31 (Cold Reserve)	(T)	4	0%	0	0%	1096%	5	0%	2	0%	178%	3	0%
Ilo41 (Nodo)	(T)	0	0%	3	0%	-82%	2	0%	9	0%	-80%	18	0%
Intipampa	(S)	23	0%	22	1%	5%	46	1%	29	1%	62%	87	1%
Auxiliaries		-2	0%	-29	-1%	-93%	-14	0%	-22	-1%	-37%	-108	-1%
<b>NET GENERATION</b>		<b>1,524</b>	<b>71%</b>	<b>831</b>	<b>39%</b>	<b>84%</b>	<b>2,753</b>	<b>64%</b>	<b>1,545</b>	<b>36%</b>	<b>78%</b>	<b>5,190</b>	<b>61%</b>
<b>COES: NET</b>		<b>609</b>	<b>28%</b>	<b>1,329</b>	<b>62%</b>	<b>-54%</b>	<b>1,479</b>	<b>35%</b>	<b>2,704</b>	<b>63%</b>	<b>-45%</b>	<b>3,296</b>	<b>39%</b>
<b>CLIENTS DEMAND</b>		<b>2,158</b>	<b>100%</b>	<b>2,152</b>	<b>100%</b>	<b>0%</b>	<b>4,277</b>	<b>100%</b>	<b>4,268</b>	<b>100%</b>	<b>0%</b>	<b>8,523</b>	<b>100%</b>

\* Preliminary balance

(H) Hydro (T) Thermal (S) Solar

## MAIN RESULTS Q2 2019

(MUSD)	Q2 2019	Q2 2018*	Δ Q2	H1 2019	H1 2018	Δ H1	FY 2018*	FY 2017*	Δ FY
Revenues	135	127	6%	267	256	5%	521	577	-10%
<b>EBITDA</b>	<b>70</b>	<b>72</b>	<b>-3%</b>	<b>151</b>	<b>145</b>	<b>4%</b>	<b>279</b>	<b>329</b>	<b>-15%</b>
<b>Net Result</b>	<b>30</b>	<b>30</b>	<b>-2%</b>	<b>66</b>	<b>60</b>	<b>9%</b>	<b>108</b>	<b>129</b>	<b>-16%</b>
Recurrent EBITDA**	70	72	-3%	145	145	0%	261	302	-13%
Net Recurrent Result**	30	30	-2%	62	60	3%	93	110	-15%
Total Debt	671	787	-15%	671	787	-15%	731	837	-13%
Net Debt	617	729	-15%	617	729	-15%	656	800	-18%
Net Generation GWh	1,524	831	84%	2,753	1,545	78%	5,190	7,624	-32%
Clients Demand GWh	2,158	2,152	0%	4,277	4,268	0%	8,523	8,358	2%
Net Debt / EBITDA 12m	2.2	2.8	-24%	2.2	2.8	-24%	2.4	2.4	-3%

\* Restatement by application of IFRS16

\*\* See slide 6

- **Q2 2019 EBITDA** reached **70.0MUSD**, a **3% decrease compared to Q2 2018**, due to a decrease of Other income
- **Total debt reached 671MUSD**, a **15% decrease** from June 2018, following the expected amortization schedule

## NON RECURRENT EVENTS IN H1 2019

### 1. Non core assets sale

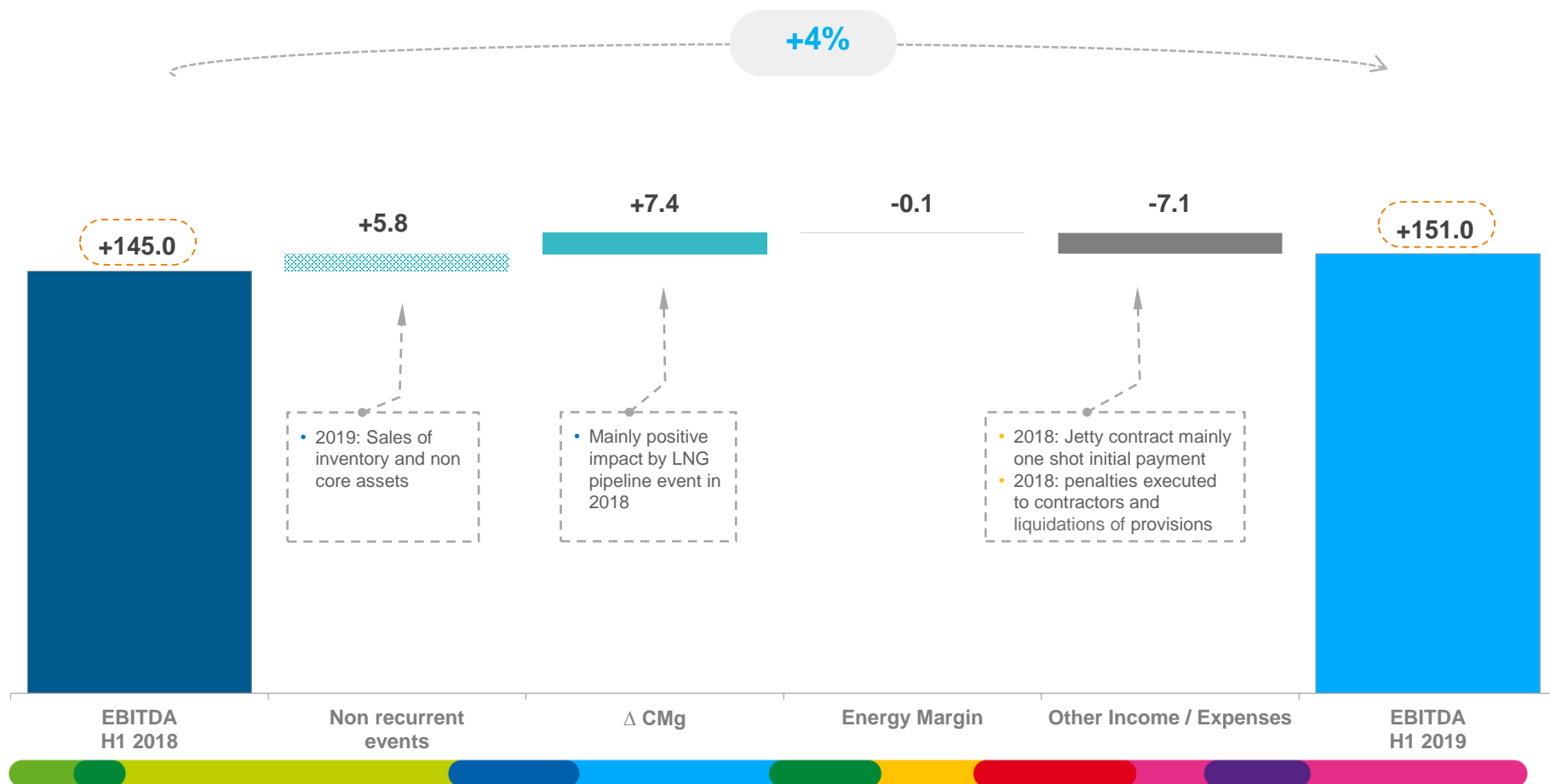
- Inventory and assets

### Total non recurrent events

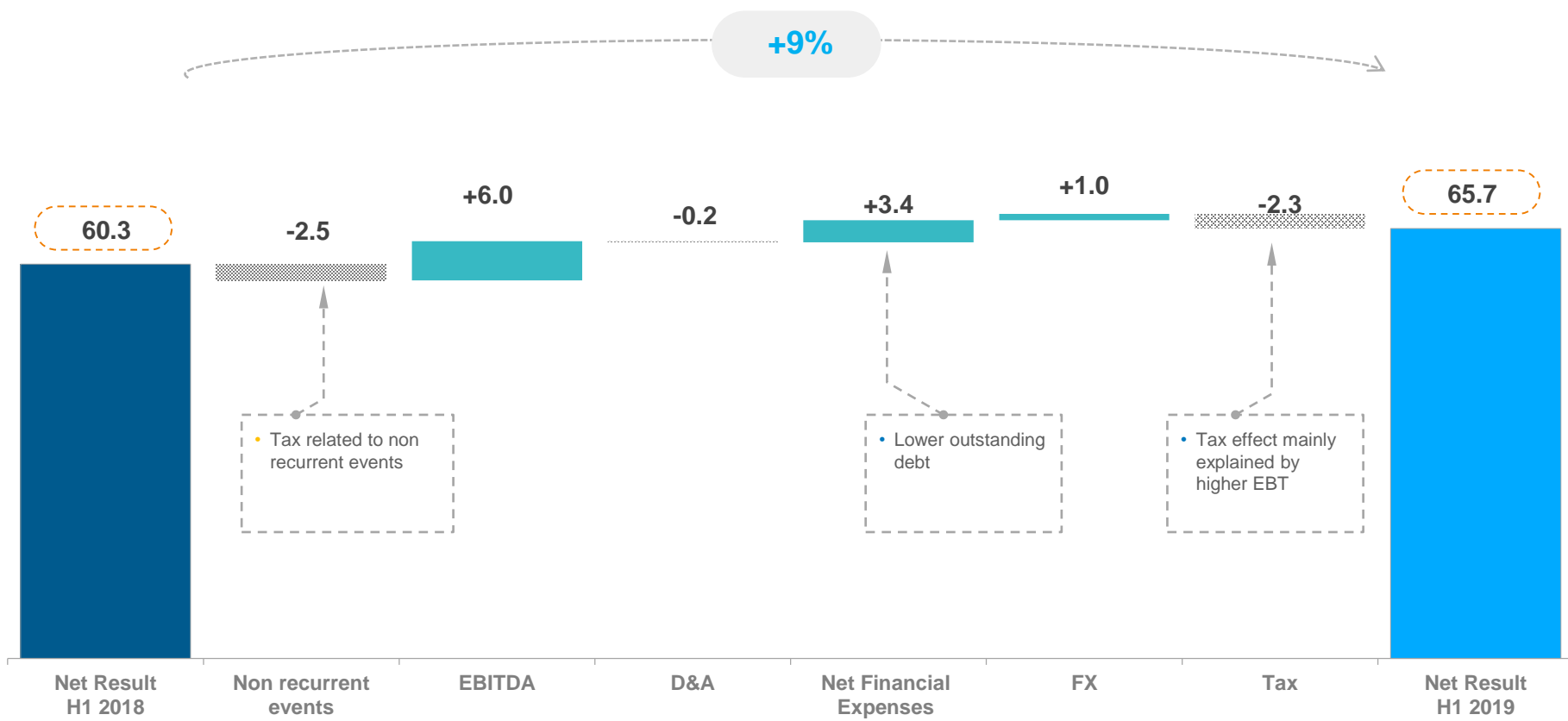
EBITDA 2019	Net Result 2019
+5.8MUSD	+3.3MUSD
<b>+5.8MUSD</b>	<b>+3.3MUSD</b>

As a result of this non recurrent event, already reported in Q1 2019, H1 2019 Recurrent EBITDA reached 145MUSD and Net Recurrent Result attained 62MUSD

# EBITDA H1: 2019 vs. 2018 **+6.0 MUSD**

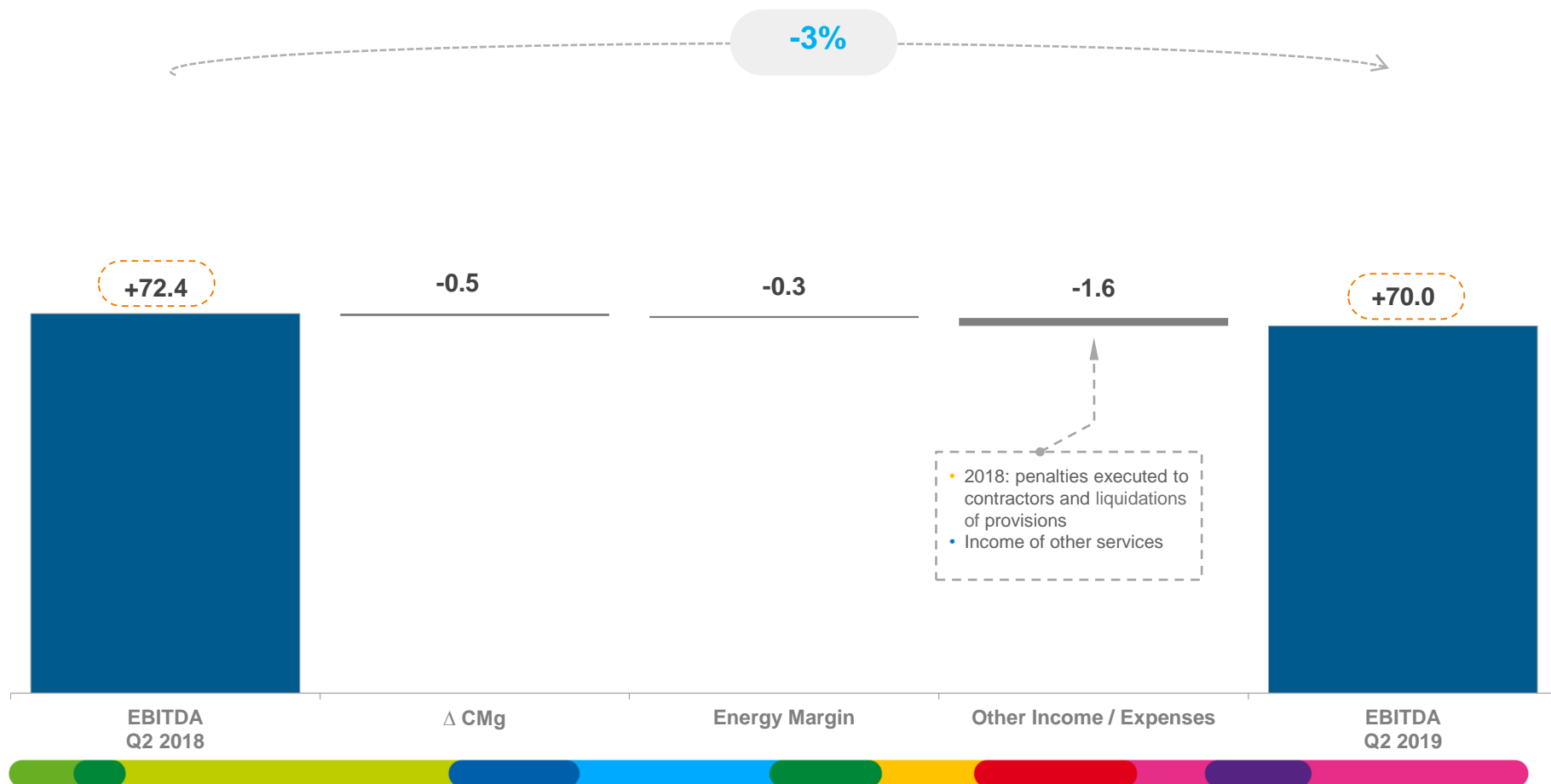


# NET RESULT H1: 2019 vs. 2018 **+5.4 MUSD**

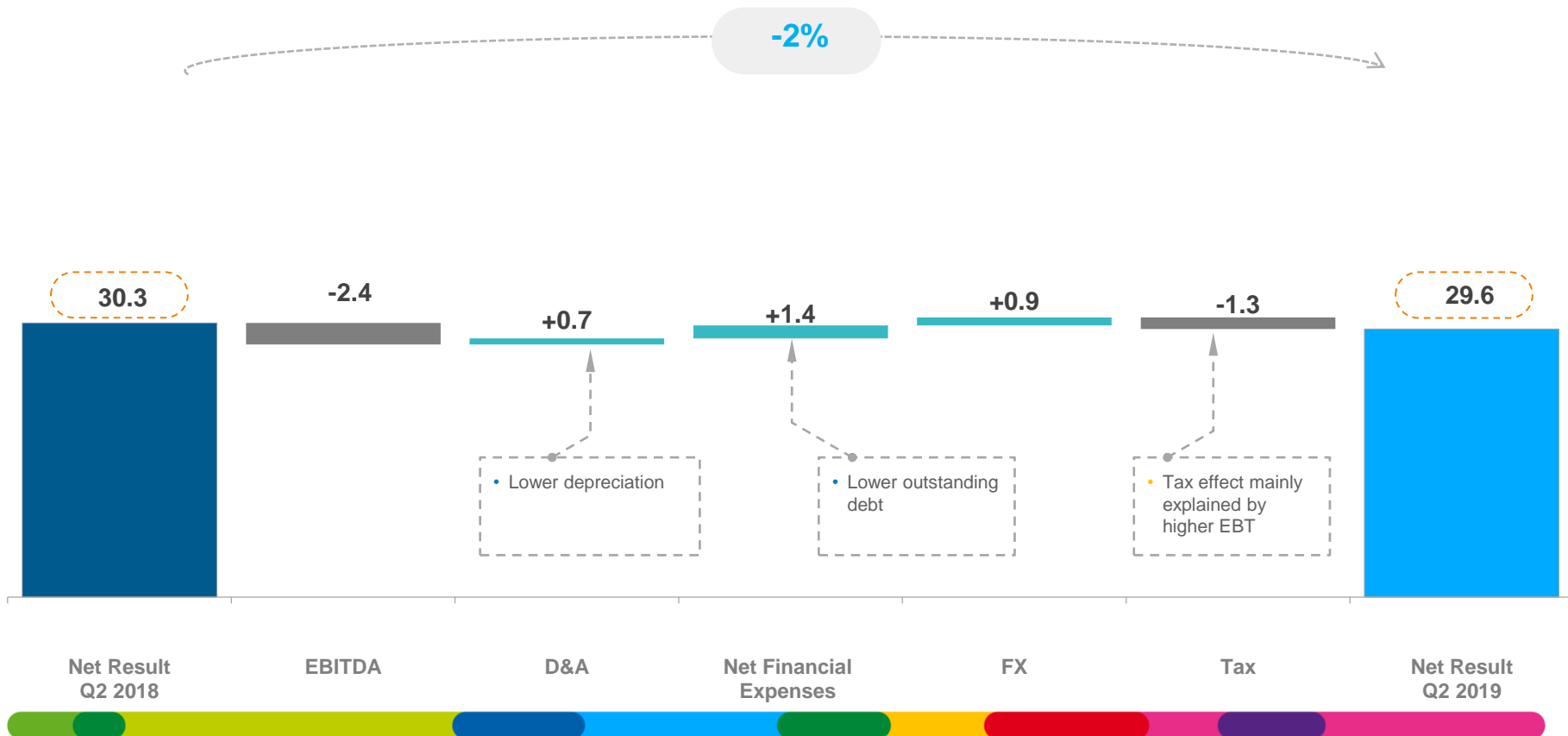




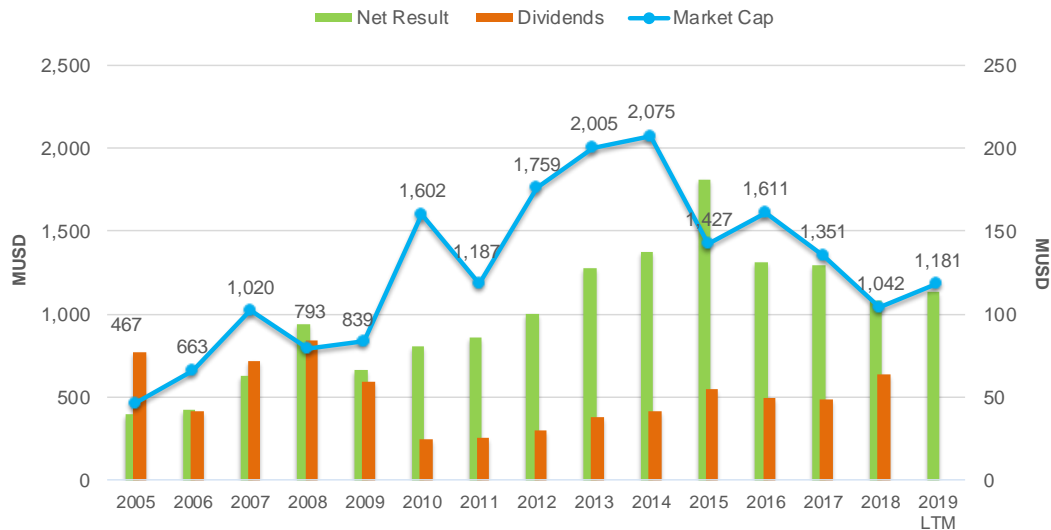
# EBITDA Q2: 2019 vs. 2018 **-2.4 MUSD**



# NET RESULT Q2: 2019 vs. 2018 **-0.7 MUSD**



# STOCK PRICE PERFORMANCE



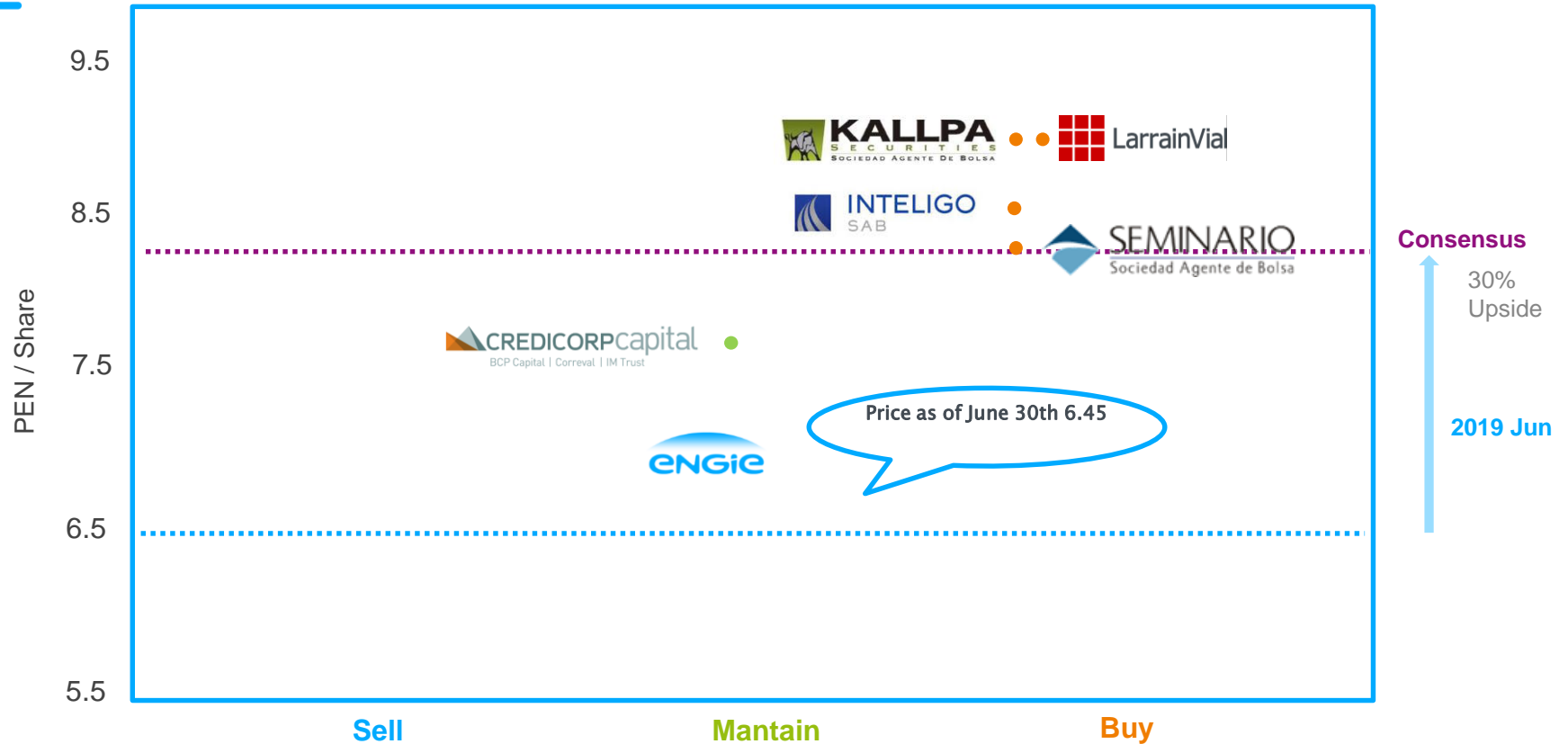
## Financial Market Data – June 2019

Number of shares issued	601,307,011
Share price (PEN) – 30/06/2019	6.45
VWAP (3m) – (PEN)	6.16
52 week – high – (PEN)	6.90
52 week – low – (PEN)	5.47
Market Cap (MUSD)	1,181
Enterprise Value (EV) (MUSD)	1,797
EV / EBITDA	6.3x
Price to Book Value (P/B)	1.1x
Price / Earnings ratio (P/E)	10.4x
Daily avg. trading volume (Msh)	0.05

EV: Market Cap + Net Debt  
P/B: Market Cap / Book Value of Equity

- Market Cap changes in USD are affected by share price movements and FX changes
- In Q2 2019, the share price increased from 6.29 (31 Mar 2019) to 6.45 S/ per sh; (+2.5%); while the exchange rate appreciated slightly against the USD (3.285 PEN/USD).

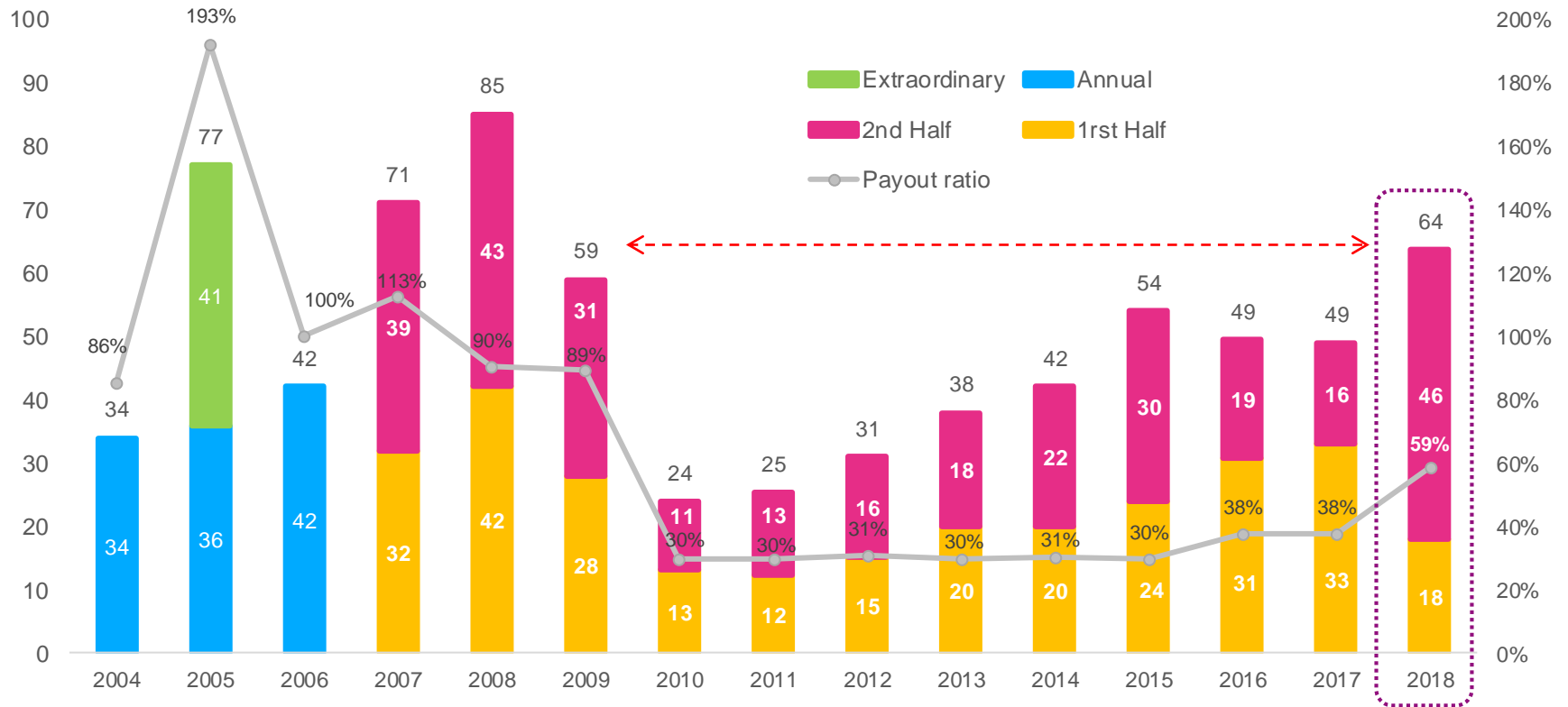
# EQUITY ANALYST VIEW (As of June 2019)



	Credicorp	Larrain	Kallpa	Inteligo	Seminario	Consensus
Target price	7.8	8.7	8.7	8.5	8.4	8.4
Recommendation	● Mantain	● Buy	● Buy	● Buy	● Buy	
Date	January 2019	February 2019	February 2019	February 2019	September 2018	

# DIVIDEND PAYMENTS: 744 MUSD since 2004

Dividend Policy: Minimum payout ratio of 30%



# APPENDIX

## ENGIE Energia Peru overview

**Largest** private electricity company in Peru in terms of capacity

**2,496 MW** of installed capacity

**Low Co2** generation base

**Diversified & decentralized portfolio**

of generation sources

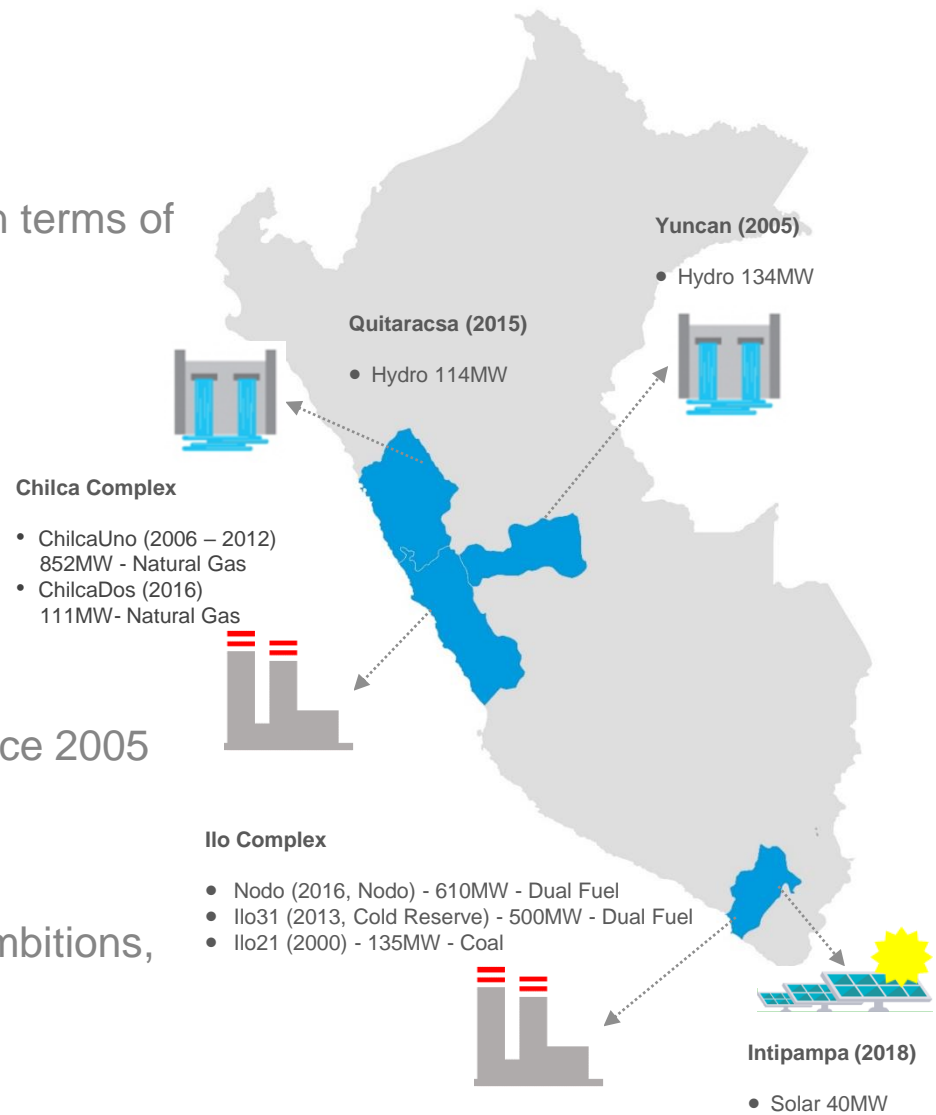
**22 years** operating in the country & listed since 2005

**515** employees

Financial discipline to support future growth ambitions,

**AAA** local rating

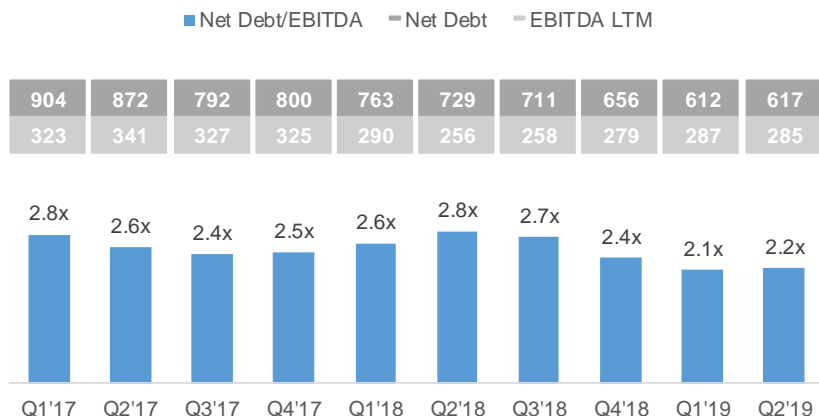
**Sponsored** by a global leader, ENGIE S.A.\*



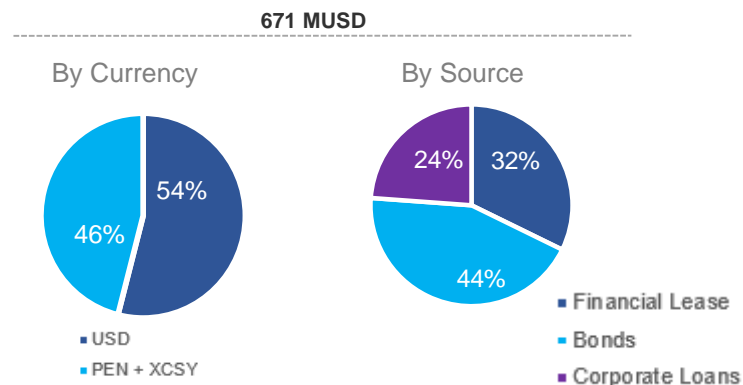
# Solid financial discipline

## optimizing costs, diversifying financial sources & limiting risks

### Net debt / EBITDA



### Debt Breakdown - As of June 2019



### Credit Rating – Apr 2019



FitchRatings

AAA.pe  
Stable 30/04/2019



MOODY'S

AAA.pe  
Stable 22/05/2019

### Local capital market as an important partner

- First program for up to 400MUSD started in 2007 with total issuances of ~150MUSD (outstanding ~75MUSD)
- Third program for up to 500MUSD started in 2015 :
  - 2016 → 1st issuance of 250MPEN @ 7.125% (10 yr)
  - 2017 → 2nd issuance of 79MPEN @ 6.0% (7 yr)
  - 2017 → 3rd issuance of 251MPEN @ 6.53% (10 yr)
  - 2018 → 4th issuance of 230MPEN @ 6.7188% (10 yr)

# THANKS

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