

## **2015 RESULTS**





AGENDA



HIGHLIGHTS

INDUSTRY AND COMPANY

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• FINANCIAL RESULTS

## Financial performance in 2015

- ✓ **EBITDA** reached **US\$313 million**, a 2% increase compared to 2014, due to generally good operating performance and positive foreign exchange-related effects on operating costs. The **EBITDA** margin increased to 27.4% in 2015.
- ✓ **Net income** amounted to **US\$94 million**, a 6% increase compared to 2014, mainly due to lower financial expenses after a one-off hit resulting from the CTA project finance prepayment in 2014.
- ✓ Although gross debt has remained unchanged, expansion CAPEX has so far been financed with cash balances and operating cash flow, resulting in a 31% increase in net debt to US\$613 million.

Financial Highlights	12M14	12 <b>M</b> 15	Variation
Operating Revenues (US\$ million)	1,241.2	1,142.7	-8%
EBITDA (US\$ million)	306.4	312.9	+2%
EBITDA margin (%)	24.7%	27.4%	+11%
Net income (US\$ million)	88.9	94.2	+6%
Net debt (US\$ million, at end of December)	466.8	613.2	+31%



## Highlights of the last quarter

- ✓ E.CL signed an agreement with Red Eléctrica Chile SpA, an indirect subsidiary of Red Eléctrica Corporación S.A. (Spain) to sell off 50% of its shares in the TEN transmission project for US\$217.6 million. Closing is scheduled for January 27, 2016, and is expected to have a positive effect in the range of US\$120 to 150 million on E.CL's 2016 net results.
- ✓ Construction of the IEM1 375MW coal-fired project (with the associated new port in Mejillones) and the TEN transmission project are progressing according to schedule and approved budgets.
- ✓ Two power supply agreements were renewed: Lomas Bayas (50MW through June 30, 2028) and Altonorte (50MW through December 31, 2032).
- ✓ Per the final ruling of an **arbitration proceeding begun by Codelco**, E.CL was instructed to pay **US\$16.1 million** plus interest to Codelco. This had a non-recurring negative effect of US\$11.1 million on E.CL's 2015 EBITDA after deducting provisions.
- ✓ Provisional dividends in an amount of US\$8.0 million (30% of 3Q15's net income) were paid on January 22, 2016, in line with E.CL's dividend policy to make three distributions per year, with amounts defined in function of the business prospects and development plans.
- ✓ A draft bill ruling the country's electric power transmission systems, which will create an independent coordination body of the national interconnected electricity grid, is being discussed in Congress.



AGENDA



• HIGHLIGHTS

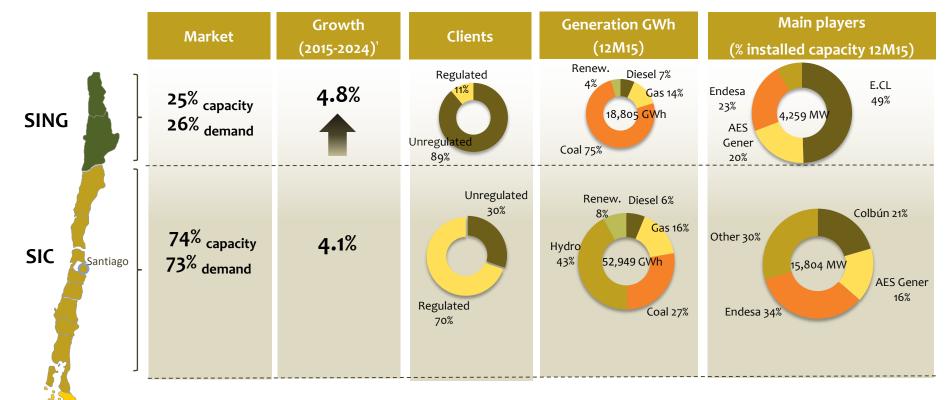
INDUSTRY AND COMPANY

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FINANCIAL RESULTS



## Chilean electricity industry – 12M15



#### Notes:

- Sources: CNE, CDEC SING and CDEC SIC
- Excludes AES Gener's 643MW Termoandes plant located in Argentina, since it is no longer dispatching electricity to the SING.
- In the SIC, Endesa includes Pangue and Pehuenche.
- AES Gener includes EE Guacolda as well as EE Ventanas, and E. Santiago.

'Source: CNE. Expected sales growth based on projection by Comisión Nacional de Energía (CNE) as per the Informe Técnico Definitivo Precio Nudo SING/SIC – October 2015. Chile's power sector is divided into two major subsystems which will be interconnected by year-end 2017.

Aysén and

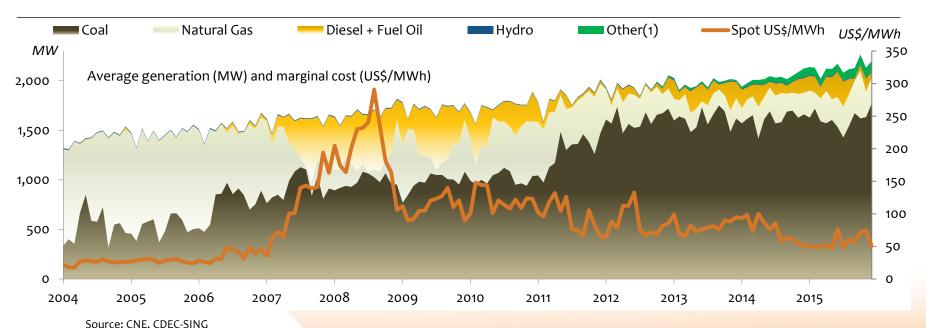
Magallanes



## **Characteristics of the SING**

- ✓ Most installed capacity based on coal, natural gas (LNG) and diesel
  - No exposure to hydrologic risk
- ✓ Long-term contracts with unregulated clients (mining companies) account for 89% of demand
  - Flexibility to negotiate prices and supply terms
- ✓ Maximum demand: ~ 2,216 MW in October 2015
- ✓ Expected average annual growth rate of 4.8% for the 2015-2024 period
- ✓ Active growth in renewables capacity

<sup>1</sup> Solar, wind and co-generation

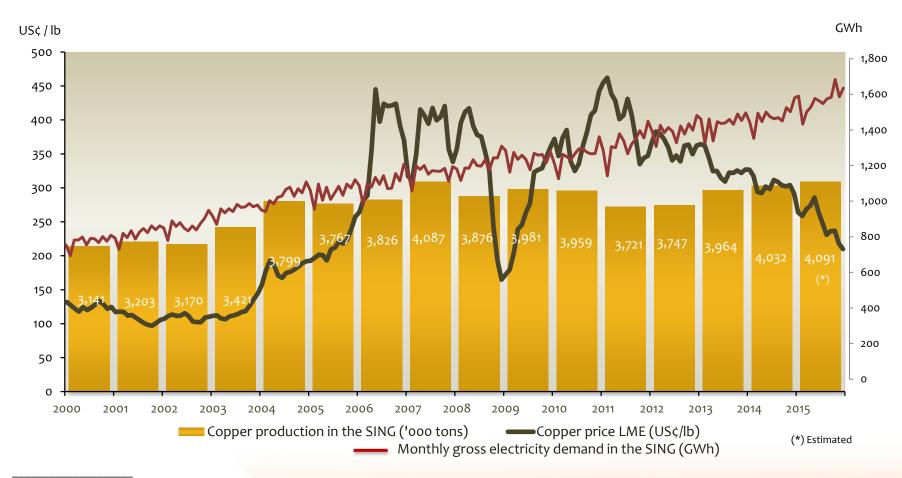


... providing E.CL with growth opportunities in a stable regulatory framework



## Chile, a world-class copper producer

### SING Copper Production<sup>(1)</sup> & SING Electricity Demand vs. Copper Price Evolution

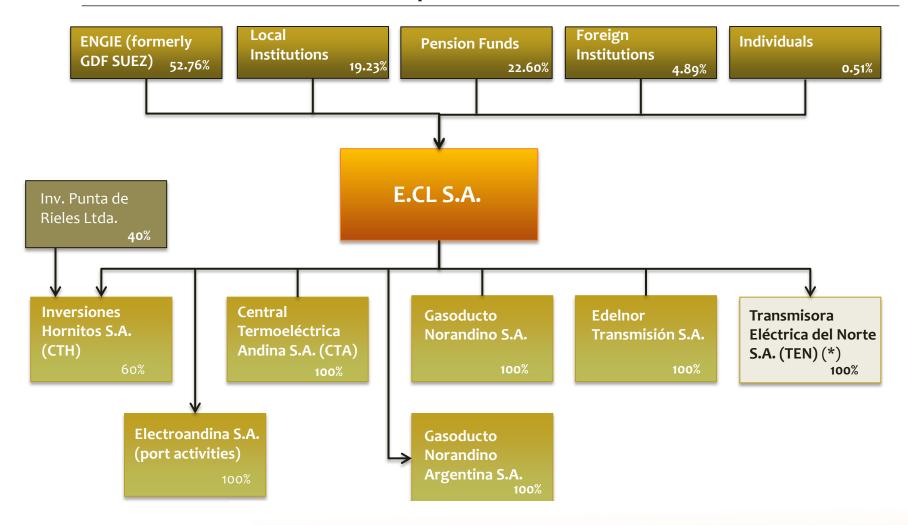


<sup>(1)</sup> Copper Produced by SING Off-Takers calculated as Chile's total copper production less El Teniente, Andina, Salvador, Los Pelambres, Anglo American Sur, and Candelaria operations

Low correlation between copper price and SING copper production and electricity demand



### Ownership structure (as of December 31, 2015)



(\*) An agreement to sell 50% of TEN to REE was signed in December 2015 and became effective in January 2016.

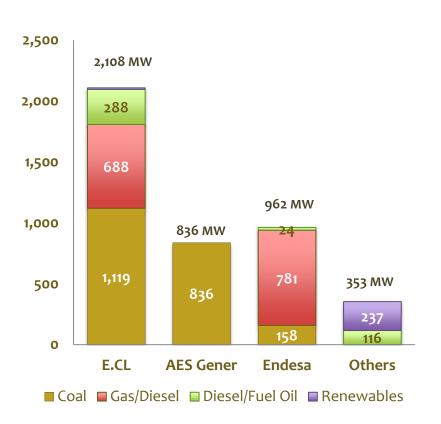
E.CL has a diversified shareholder base and is controlled by engle (formerly GDF SUEZ), the world's largest utility.

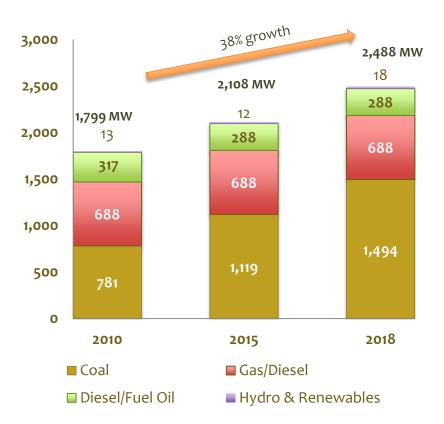


## Installed capacity: SING & E.CL

### SING - Gross installed capacity – December 2015 (MW)







Sources: CNE & CDEC-SING

AES Gener excludes Termoandes (located in Argentina and not available for the SING)

Endesa includes Gas Atacama and Celta

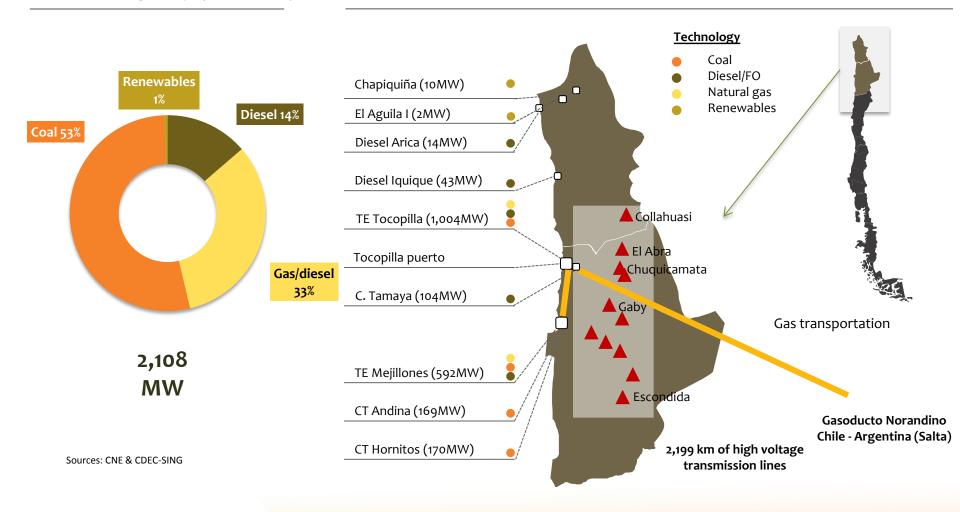
90MW Enel's wind farm included in Others

E.CL, the largest and most diversified electricity supplier in the SING, with 49% market share, is seeking to expand its operations into the SIC



### Installed Capacity (Dec. 2015)

### **E.CL's Assets**

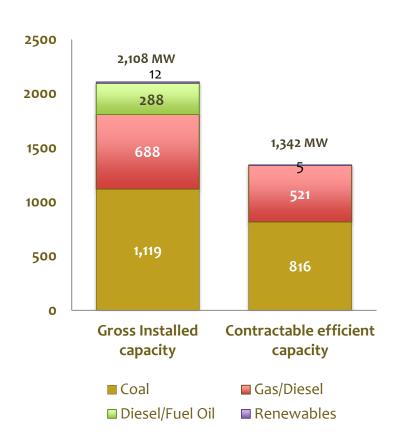


E.CL operates cost-efficient coal and gas generation plants, back-up units, 2,199 km of HV transmission lines, a gas pipeline, and a port.



## **Contractable efficient capacity**

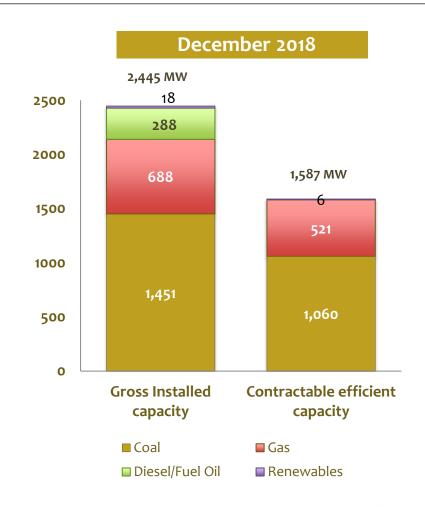






#### Note:

 "Contractable" efficient capacity is measured as net installed of coal, gas and renewable plants <u>minus</u> spinning reserve, estimated maintenance, degradation & outage rates, and transmission losses



### E-CL NHH HEAL GOF 3002

## SIC distribution companies auction

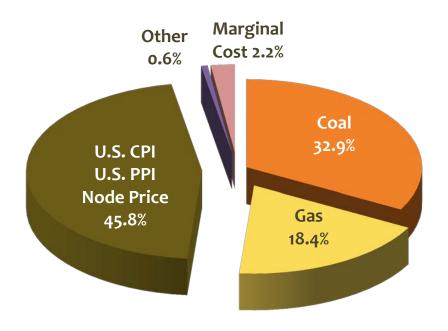
- ✓ In December 2014, E.CL secured 15-year sale contracts to supply electricity to distribution companies in the SIC:
  - ✓ Up to 2,016 GWh in 2018, equivalent to 230 MW-average
  - ✓ Up to 5,040 GWh per year between 2019-2032, equivalent to 575 MW-average
  - ✓ Monomic price: **US**\$ 118.5/MWh (for the November 2015 April 2016 period)
- ✓ This will represent a significant increase in contracted sales, a more diversified client portfolio, and access to the SIC, Chile's main market and three times larger than the SING.
- ✓ To meet these commitments, E.CL has taken the following main initiatives to expand its generation capacity:
  - ✓ Construction of a **new US\$1.1 billion coal-fired plant (IEM1) and associated port**;
  - ✓ New 15-year LNG supply contracts for use at its existing combined-cycle units (2 LNG cargoes in 2018, 3 LNG cargoes per year as from 2019 onwards)

A larger and more balanced commercial portfolio has been secured to maximize the value of E.CL's assets



## PPA portfolio indexation

Overall indexation applicable to electricity and capacity sales (as of December 2015)



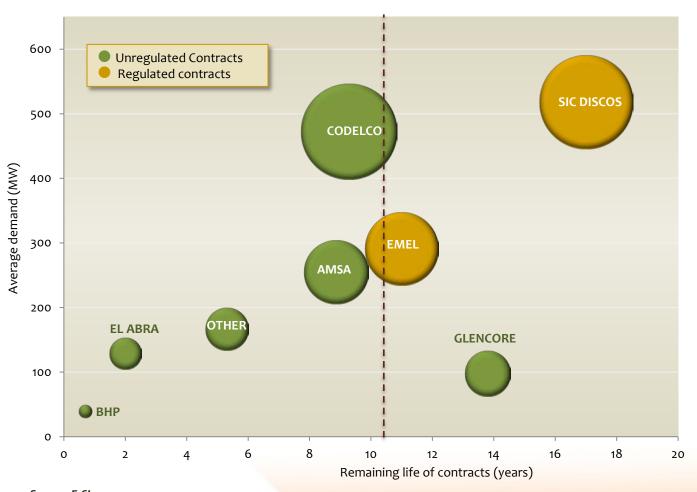
Indexation of electricity and capacity ("monomic") prices as a percentage of effective demand

... matched with an aligned cost structure, through indexation formulas in PPAs.



## Long-term contracts with creditworthy customers

### Average demand<sup>1</sup> [MW] and remaining life [years] of current contracts



### Highlights

- Clients' international credit ratings:
  - Codelco: AA-
  - Freeport-MM (El Abra ): BBB-
  - Antofagasta PLC (AMSA + Zaldívar): NR
  - Glencore (Lomas Bayas, Alto Norte): BBB
  - EMEL: BBB

Contracts' average remaining life of 10.3 years

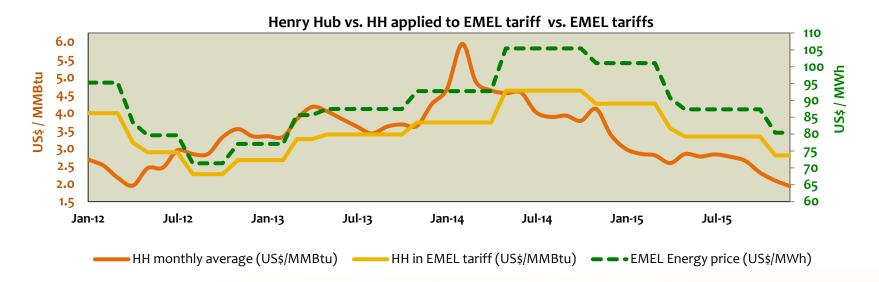
#### Source: E.CL

<sup>1</sup> Average demand based on actual 2-year records, except for new contracts for which an average 85% load factor has been assumed and distribution companies in the SIC for which average contracted demand has been used.

## PPA portfolio indexation

### Indexation of the EMEL PPA

- Timetable of tariff adjustments: May and November of each year
  - > The tariff is determined in US dollars and converted to CLP at the average observed exchange rate of March and September of each year. Such exchange rate prevails for 6 months.
- ✓ Capacity tariff: per node price published by the National Energy Commission ("CNE")
- ✓ Energy tariff: 40% US CPI, 60% Henry-Hub ("HH"):
  - Based on average H.H. figures reported in months n-3 to n-6
  - However, immediate adjustment is triggered in case of any variation of 10% or more



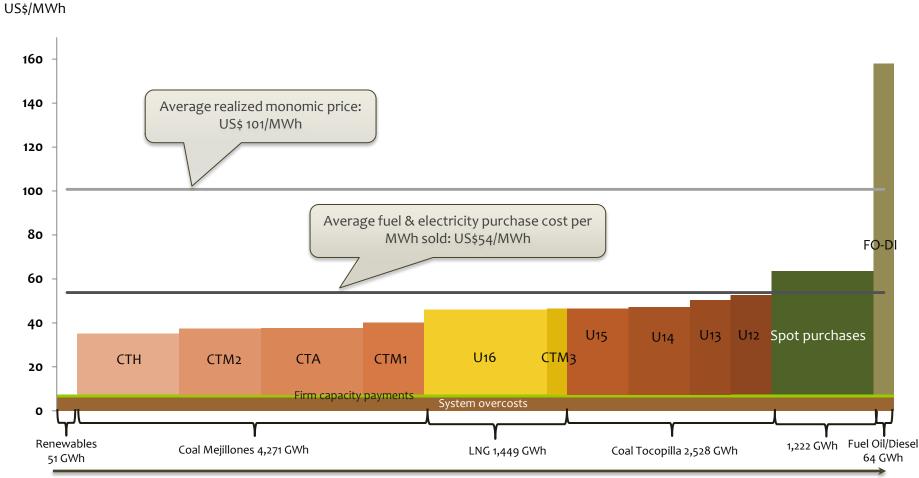
#### Note:

✓ The Energy Tariff results from the application of the PPA formula.

The EMEL PPA tariff is partially indexed to HH prices with a few months lag, with immediate adjustments in case of ≥ 10% variations.



## E.CL's energy supply curve – 12M15



- Generation and operating costs of each unit based on actual data declared to CDEC-SING
- Average realized monomic price, spot purchase costs and average cost per MWh based on E.CL's accounting records and physical sales per CDEC data.
- Average fuel & electricity purchase cost per MWh sold includes the LNG regasification cost
- System over-costs paid to other generators represented an average cost of US\$6.4 per each MWh withdrawn by ECL to supply demand under its PPAs.

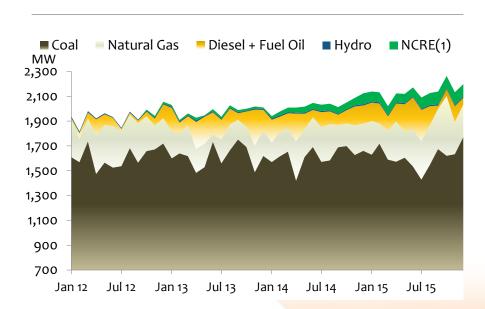
Total energy available for sale (before transmission losses) 12M15 = 9,585 GWh

Both prices and costs linked to cost of fuel mix, with prices in function of expected supply curve and costs in function of actual supply curve.



### Generation overcosts in the SING

- ✓ The so-called "overcosts" ("sobrecostos") are regulated by Resolution 39/2000 (RM39) and by Supreme Decree 130/2012 (DS130) to cope with the costs stemming from the SING's operational characteristics:
  - Units that cannot operate below a technical minimum level;
  - A higher spinning reserve required to prevent black-outs;
  - Units operating in test mode.
- ✓ As a consequence, the marginal energy cost is kept lower, but the overcosts produced by these generation units must be paid by all generation companies.



Source: CNE, CDEC-SING

<sup>1</sup> Wind, Solar and Co-generation

OVERCOSTS IN THE SING IN US\$ MILLION						
	20	014	20	2015		/S 2014
	TOTAL	E.CL Prorata	TOTAL	E.CL Prorata	TOTAL	E.CL Prorata
1Q	47.5	26.6	35.8	16.0	(11.7)	(10.6)
2Q	47.3	27.0	52.3	27.6	5.0	0.6
3Q	50.2	28.1	44.5	24.0	(5.7)	(4.1)
4Q	45.8	22.4	27.6	14.4	(18.2)	(8.0)
FY	190.8	104.1	160.2	82.0	(30.6)	(22.1)

Source: CDEC-SING

CLP figures converted to
USD at the average
monthly observed FX
rate.

Of which approximately 55% is passed-through to prices

- ✓ Overcosts in the SING decreased 8% (US\$31 million) in 2015 vs. 2014 due mainly to lower diesel prices, and despite some transmission bottlenecks at the Crucero-Encuentro line
- E.CL's stake in the SING's overcosts decreased by US\$22 million.



### AGENDA



• HIGHLIGHTS

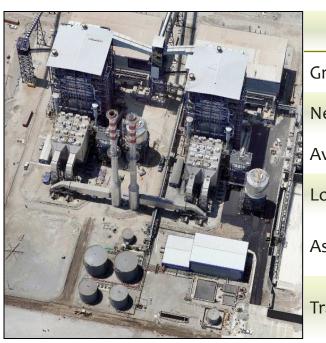
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PROJECTS

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## Infraestructura Energética Mejillones (IEM) (1 of 2)



Characteristics				
Gross capacity (IEM1)	375 MW			
Net capacity	320 MW			
Availability (plant factor)	90%			
Location	Mejillones			
Associated infrastructure	Mechanized port (Capesize carriers)			
Transmission line IEM1	Connection to SIC-SING transmission line (see next slide)			

- ✓ IEM1 is a 375 MW pulverized coal-fired project representing a US\$1.1 billion investment including a new port facility.
- ✓ Construction began in March, 2015, is within approved budget and progressing according to schedule.

Infraestructura Energética Mejillones (IEM), a major project with the strictest environmental standards, ...

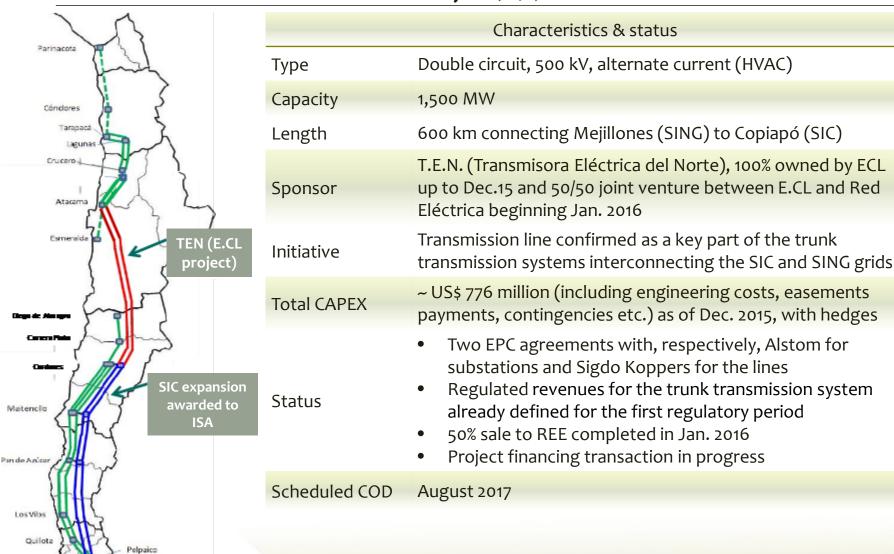


## Infraestructura Energética Mejillones (IEM) (2 of 2)

St	atus as of December 31, 2015
EPC – IEM1  EPC – New port	Under execution by S.K. Engineering & Construction (Korea) Under execution by Belfi (Chile)
Project status	Site leveling completed; purchase orders for main equipment placed; excavation for power block area and boiler foundation started
Scheduled COD (*)	IEM: July 2018 Port: August 2017
Total CAPEX	USD 1.1 bn (IEM1 + new port) as of Dec. 15,
Permits	<ul> <li>Environmental Impact Study (EIS) app through an Environmental Impact Decl</li> <li>Land owned by E.CL</li> <li>Marine &amp; port concessions owned by 1 modifications submitted</li> </ul>
Key contractual protections	<ul> <li>Advance payment, performance and resolved obligations including delay and performance.</li> <li>PPAs with SIC distribution companies of under certain force-majeure circumstants.</li> <li>Standard insurance package</li> </ul>



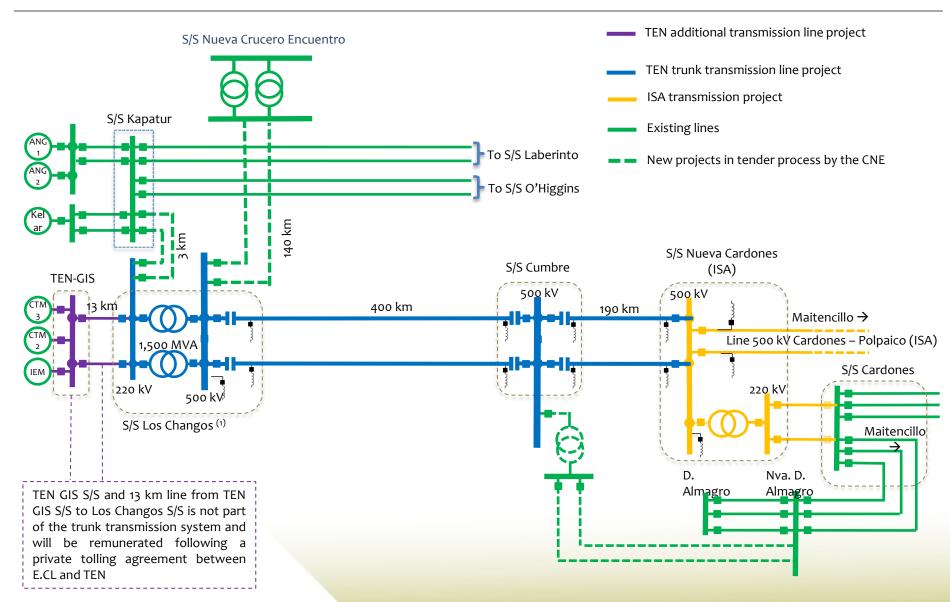
## The TEN Project (1 of 4)



The transmission line project that will permit the long awaited SIC-SING interconnection



## The TEN Project (2 of 4)





## The TEN Project (3 of 4)

## Status as of December 31, 2015 Red Eléctrica acquired 50% of TEN's share capital for US\$217.6 million plus 50% of TEN's debt with E.CL. TEN's trunk revenues were defined as described in next slide. Recent The EIA for the Interchile (ISA) N.Cardones-N.Polpaico transmission line project was approved. (TEN's south-end connection) events The bidding process for two new trunk lines, including the 3-km long Changos-Kapatur line, a condition precedent for TEN to begin receiving trunk transmission revenue, was launched by the CNE. Physical progress according to schedule and within the approved budget: Work Substations: Site leveling finalization and start-up of civil works and testing in progress progress; <u>Lines</u>: Tower delivery and testing in progress, with tower assembly on schedule. Approved EIA and supplementary EIDs; i.e., 100% of EPC scope with environmental permits. New EIDs for minor changes or alternative paths filed or to be filed as needed: **Permits** 98% of the path secured with either agreed easements (88%) or temporary occupation rights (10%); electric concessions filed for relevant segments.



## The TEN Project (4 of 4)

### Revenue scheme

VI	Indexation		
In MUSD @ Oct- 13 FX Rates	In CLP to Chile CPI	In USD to US CPI	
738.3	41%	59%	

AVI	COMA VATT				
(In MUSD @ Oct-13 FX Rates)					
74.0	9.7	83.7			

AVI	COMA	VATT		
(In MUSD @ Dec-15 FX Rates)				
67.7	7.5	75.2		

$$\begin{aligned} \text{A. V. I}_{n,k} &= \text{A. V. I}_{n,0} \cdot \left(\alpha_{j} \cdot \frac{\text{IPC}_{k}}{\text{IPC}_{0}} \cdot \frac{\text{DOL}_{0}}{\text{DOL}_{k}} + \beta_{j} \cdot \frac{\text{CPI}_{k}}{\text{CPI}_{0}}\right) \\ & \text{COMA}_{n,k} &= \text{COMA}_{n,0} \cdot \frac{\text{IPC}_{k}}{\text{IPC}_{0}} \cdot \frac{\text{DOL}_{0}}{\text{DOL}_{k}} \end{aligned}$$

$$\begin{array}{ccccc} \alpha_j & 41\% & \beta_j & 59\% \\ IPC_0 & 100.90 & IPC_k & 110.87 \\ CPI_0 & 233.55 & CPI_k & 236.53 \\ CLP/USD_0 & 500.81 & CLP/USD_k & 710.16 \\ \end{array}$$

**TEN's annual revenues** (values at December 31, 2015 exchange rates):

- AVI US\$ 67.7 million
- + COMA US\$ 7.5 million
- = VATT US\$ 75.2 million
- + Additional tolling fees payable by E.CL on TEN's non-trunk assets



## **Renewable Energy Projects Portfolio**





- ✓ Pampa Camarones I (6MW 1<sup>st</sup> stage) is under construction:
  - Expected PV Plant investment: US\$16 million
  - COD of 1st stage: connection to SING in 1Q16
  - Approved environmental permits for up to 300MW
- ✓ El Águila II (34MW) is under study:
  - Expected total investment: US\$80 million
  - The environmental permit application has been approved
- Calama wind farm is under study:
  - Expected total investment: US\$685 million
  - The environmental permit application has been approved for up to 309 MW in three nearby sites
  - Over 3,400 hectares acquired and wind assessment performed
- Other initiatives in SIC and SING on early screening phase, including creation of new business unit to develop minihydro projects.

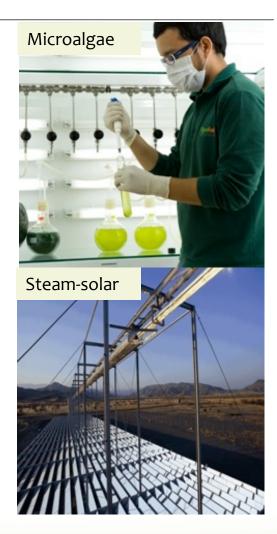
A sizeable portfolio of renewable energy projects, with environmental licenses for 309MW of wind energy and 334MW of solar power projects



## Innovation and sustainability







E.CL is committed to continuous social and environmental improvement



## CAPEX program for the ongoing business and new projects

CAPEX (US\$ million)	2015	2016 <sup>e</sup>	2017 <sup>e</sup>	2018 <sup>e</sup>	TOTAL
E.CL – Current business	88	92	78	73	331
IEM (including port)	109	352	443	163	1,067
TEN (100%) TEN (10%)	160 16	382 38	234 24		776 78
TOTAL w/TEN @ 100%	357	826	755	236	2,174
TOTAL w/TEN @ 10%	213	482	545	236	1,476

### Notes:

- 1. The TEN transmission line project will be developed off-balance sheet; E.CL's equity contribution is assumed to be equal to 10% of the total investment amount.
- 2. Without assuming any new CAPEX for renewable projects
- 3. CAPEX figures without VAT (IVA) and interests during construction
- 4. TEN CAPEX figures without 2014 development costs

Intensive CAPEX program...

# PROJECTS

## **CAPEX financing program**

- ✓ E.CL is committed to maintaining a strong investment grade rating.
- ✓ E.CL has a **flexible dividends policy**: pay-out is being reduced to cope with the required investments
- ✓ **IEM and new port**: financed within **E.CL's balance sheet**, with a mix of funding sources, in the following order of priority:
  - Current cash position (MUD 147 as of December 2015) and cash flow from operations
  - 2. New senior debt, mostly through a MUSD 270 Committed Revolving Credit Facility closed on June 30, 2015 with five top-tier banks (undrawn as of 12/31/15)
  - 3. Other (e.g., sale 50% of TEN + future non-core asset sales proceeds; subordinated or hybrid debt or capital injection)
- ✓ TEN: to be developed in a 50/50 partnership, with a non-recourse project finance
  - ✓ Long-term, non-recourse debt: ~80%
  - ✓ Equity: ~20% (10% from E.CL, 10% from Red Eléctrica)



AGENDA



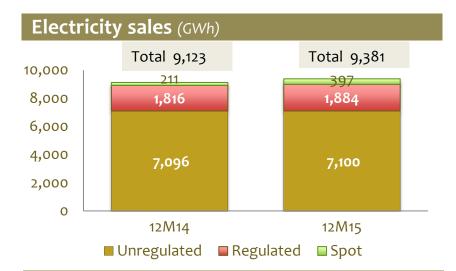
• HIGHLIGHTS

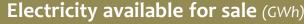
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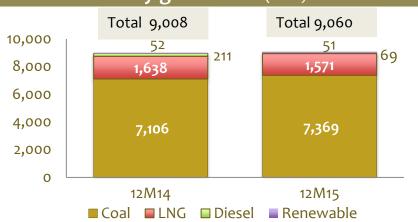




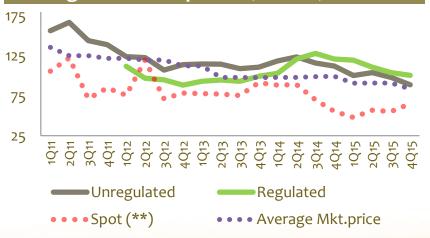


- (1) Net generation = gross generation minus self consumption
- (2) Electricity available for sale before transmission losses

## **Gross electricity generation** (GWh)



### Average monomic prices (US\$/MWh)



(\*\*) The spot price curve corresponds to monthly averages and does not include overcosts ruled under RM39 or DS130. It does not necessarily reflect the prices for E.CL's spot energy sales/purchases.

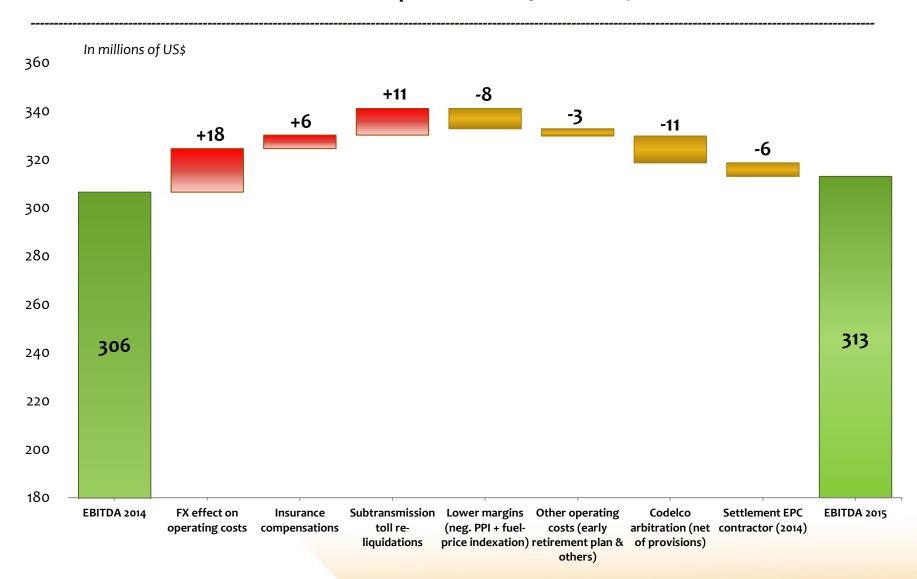


Income Statement (US\$ millions)	12M14	12M15	Var. %
Operating revenues	1,241.2	1,142.7	-8%
Operating income (EBIT)	172.3	174.8	1%
EBITDA	306.4	312.9	2%
Net income	88.9	94.2	6%
Average realized monomic sale price (US\$/MWh)	118.0	100.9	-15%

- ✓ **Total operating revenues decreased 8**% mainly due to the 15% decrease in average prices explained by lower fuel prices (i.e. indexation factor in the PPAs)
- ✓ **EBITDA increased to US\$312.9 million** as a result of the following main factors:
  - ✓ (+) Overall good performance of our generation plants
  - ✓ (+) Lower operating costs attributed to favorable foreign exchange impact (CLP depreciation)
  - ✓ (-) Lower margins mainly due to narrower EMEL PPA margin and one-off impact of the Codelco arbitration offset by reliquidation of subtransmission tolls
  - ✓ (-) Higher provisions (mainly for an early retirement plan recently launched)



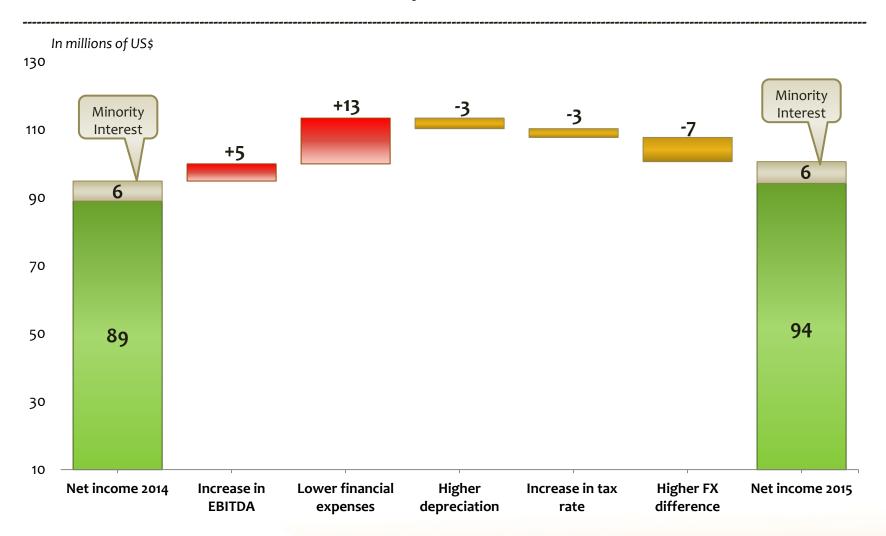
## EBITDA comparison 12M15 vs 12M14



Strong EBITDA aided by positive foreignexchange effects on operating costs



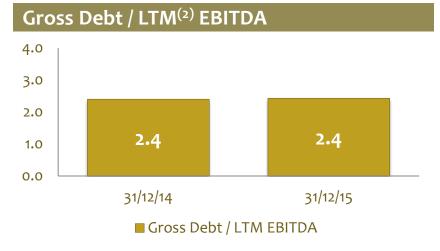
## Net Income comparison 12M15 vs 12M14



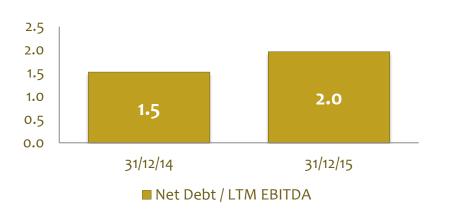
... with lower financial expenses, positively affecting net income.



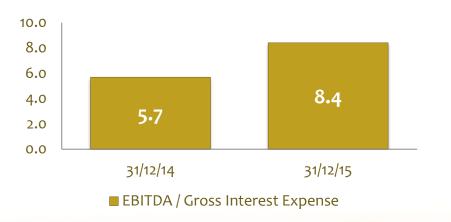




## Net Debt / LTM<sup>(2)</sup> EBITDA



## LTM<sup>1</sup> EBITDA / LTM<sup>(2)</sup> Gross interest Expense



Strong liquidity and low leverage to support the committed CAPEX program

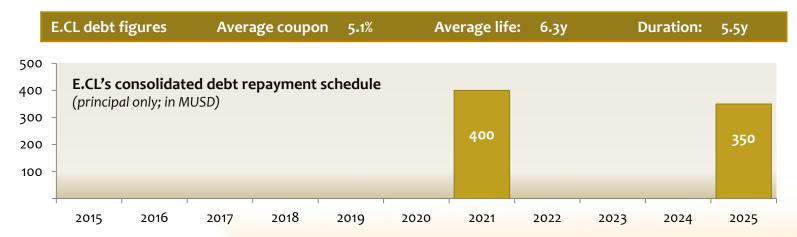
<sup>(1)</sup> Cash excludes TEN's cash

<sup>(2)</sup> LTM = Last twelve months

## E.CL's debt breakdown (as of December 31, 2015)

## Simple debt structure, solely at E.CL corporate level:

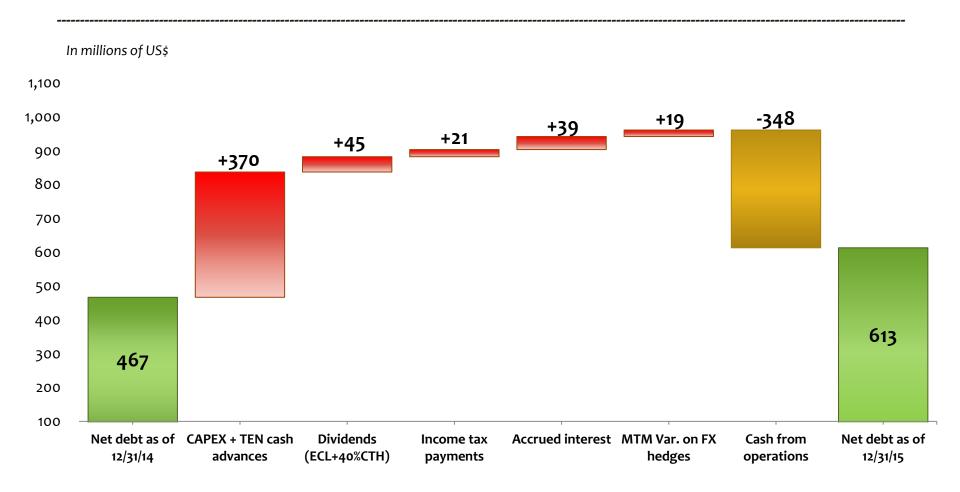
- 1. 5.625%, 144-A/Reg-S bond for US\$400 million maturing January 2021:
  - ✓ Bullet, unsecured, no financial covenants. YTM as of December 31, 2015 = 3.91%
- 2. 4.500%, 144-A/Reg-S bond for US\$350 million maturing January 2025:
  - ✓ Bullet, unsecured, no financial covenants. YTM as of December 30, 2015 = 4.72%
  - ✓ Issued in Oct. 14 to fully prepay the CTA project financing, thus lowering E.CL's average cost of debt, extending debt duration, and releasing restrictions and trapped cash
- **5-year Revolving Credit Facility** for US\$270 million maturing June 2020:
  - Bullet, unsecured, only balance sheet covenants (Minimum Equity, Net Financial Debt/Equity)
  - ✓ Club deal: Mizuho, Citi, BBVA, HSBC, Caixa



... with good liquidity, no debt maturities in the short run, only US dollar debt and fully available committed revolving credit facility.



## Net Debt evolution 12M-2015



Strong cash generation ability: CAPEX and dividends financed with available cash and cash from operations



### **Dividends**

✓ E.CL has a flexible dividend policy, which consists of paying the minimum legal required amount (30% of annual net income), although higher payout ratios may be approved in function of (among others) anticipated capital expenditures:

### Payout ratio in recent years:

✓ 2011 : 50%✓ 2012 :100%✓ 2013 :100%✓ 2014 : 30%

- ✓ Subject to proper Board and/or Shareholders approvals, the company intends to pay two provisional dividends, preferably in August/September and December/January, plus the definitive dividend to be paid in May of the following year.
- ✓ On April 28, 2015, shareholders approved a 30% dividend payout to help finance the company's aggressive expansion plan. E.CL paid dividends of US\$19.7 million in May 2015.
- ✓ The following **provisional dividends** were paid:
  - ✓ **US\$13.5 million** (30% of 1H15's net income) in October 2015;
  - ✓ **US\$8.0 million** (~30% of 3Q15's net income) in January 2016.

Flexible dividend policy to support the company's CAPEX financing needs.



## **Evolution of E.CL share price in 2015**

Index
Jan. 1, 2015 = 100



With 9.7% return in 2015, the E.CL share has significantly outperformed the index of the Santiago Stock Exchange (IPSA)

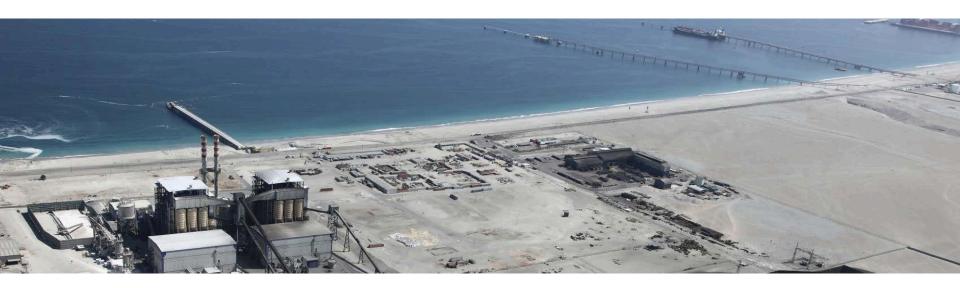


International ratings			
	Solvency	Perspective	Date last review
Standard & Poors	ВВВ	Stable	November 2015
Fitch Ratings	BBB	Stable	August 2015

National ratings				
	Solvency	Perspective	Shares	Date last review
Feller Rate	A+	Stable	1 <sup>st</sup> Class Level 2	January 2016
Fitch Ratings	A+	Stable		August 2015
ICR	A+	Stable	1 <sup>st</sup> Class Level 2	November 2015

Strong investment-grade ratings





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