

# 3Q2018 Results



November 2018



# Executive Summary

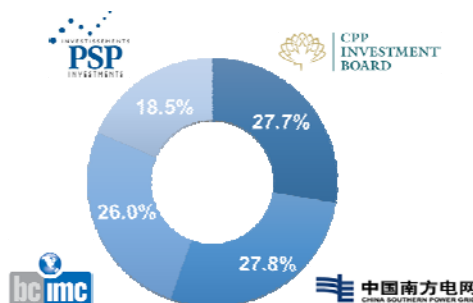
- Transelec continues to maintain its strong market position in Chile, operating 9,648 kms of transmission lines and 61 substations, in a safe and reliable manner, which serve 98% of the population
- Financial results reflect the stability of Transelec's business
  - Generated EBITDA of CLP240 billion (~MUSD364) in LTM ended September 30, 2018.
  - Maintains an EBITDA margin above 80% (LTM September 2018, 83%).
  - The company generated FFO of CLP184 billion (~ MUSD279) during LTM ended September 30, 2018.
- During 2018, the Company was awarded with:
  - MUSD19.5 of new national transmission projects
  - MUSD38.7 of new zonal transmission projects
- In July 2018, S&P reaffirmed Transelec's current international rating ('BBB') ratifying the solid financial performance of the Company.
- As of September 30, 2018, Transelec recorded a net income of CLP62 billion (~ MUSD94) and an EBITDA of CLP184 billion (~ MUSD278).

(USD figures have been translated with the FX of the end of September 2018 (\$660,42), for referential purposes only)



# Business Update

- On March 15<sup>th</sup>, China Southern Power Grid (CSG) purchased the 27.8% of the company from Brookfield Asset Management. The other 3 shareholders remained in the ownership. Therefore, final shareholders are currently the following:



- As of September 30, 2018 ratings of the Company are the following:

Local Market	
Rating Agencies	Current Rating
Humphrey's	AA-
Feller-Rate	AA-
Fitch Ratings	AA-

International Market	
Rating Agencies	Current Rating
Moody's	Baa1
S&P	BBB
Fitch Ratings	BBB

- As of September 30, 2018, the company incorporated US\$48.2 million of new facilities, which include the commissioning of one national system expansion project and two upgrade projects in the national and zonal system.
  - ✓ The Company incorporated facilities for US\$97.6 million LTM.
- On August 3rd, 2018, Transelec paid CLP20 billion Promissory Note held with Banco BCI.
- During 2018, Transelec paid the following dividends to shareholders:
  - ✓ 2017 definitive dividend amounting CLP18.7 billion
  - ✓ 1<sup>st</sup> interim dividend amounting CLP19.4 billion
  - ✓ 2<sup>nd</sup> interim dividend amounting CLP20.5 billion



# Financial Results

CLP billion	9M2018	9M2017	Var.
Revenues	220	208	6%
Ebitda	184	176	5%
Operating Income	141	132	7%
Non-Operating Income	-58	-51	13%
Tax	-22	-20	10%
Net Income	62	62	1%
Gross Debt	-1.449	-1.410	3%
Net Debt	-1.409	-1.389	1%
FFO (LTM)	184	188	-2%

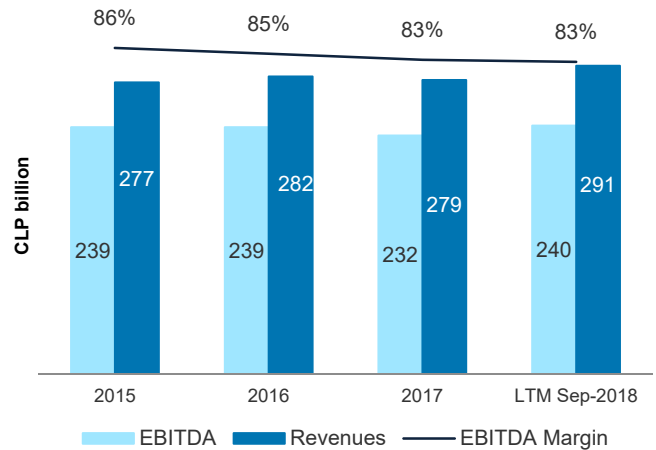
- EBITDA increased 5% mainly because:
  - ✓ Revenues increased 6% due to toll sales related to new commissioned projects
  - ✓ Costs were 4% higher mainly due to an increase in maintenance costs (mainly preventive activities nearby transmission lines).
- Non-Operating Income increased 13%, reaching CLP-58 billion, mainly due to higher inflation effect in our local bonds.



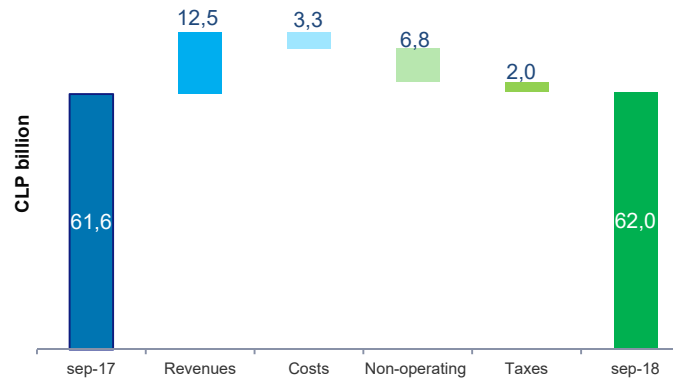
# Revenue and Profitability

- Transelec’s revenues and EBITDA have grown steadily in last years.
- As of September 30<sup>th</sup>, 2018, Transelec recorded a net income very similar to the same period in 2017.
- The company has historically maintained an EBITDA margin above 80%, driven by a low and stable cost structure mainly comprised of labor and maintenance expenses (in September 2018, 83% on a LTM basis).

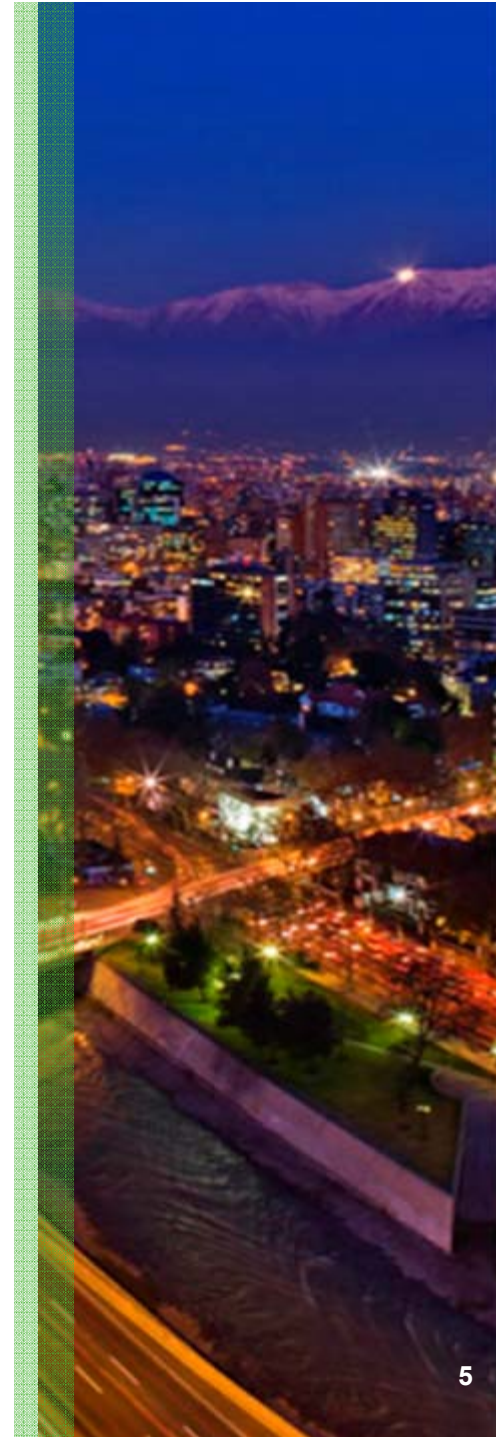
### EBITDA<sup>1</sup> and Revenues



### Net Income



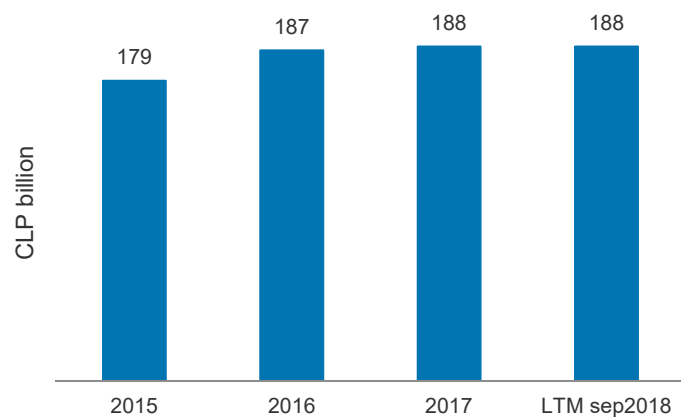
<sup>1</sup> EBITDA: Earnings before taxes, interest, depreciation, amortization, price-level restatement, net and foreign currency translation, net, plus income from leasing



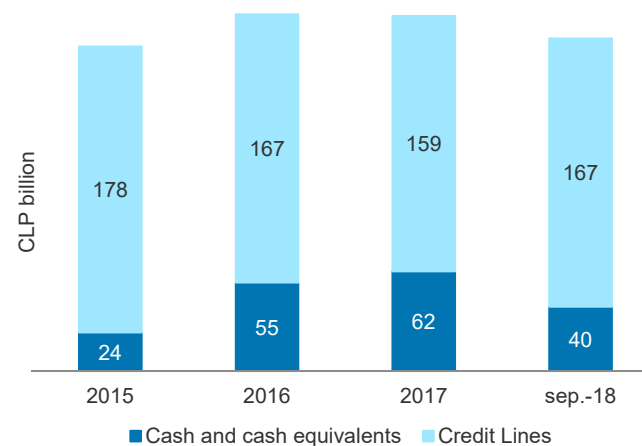
# Solid Liquidity Position

- In September 2018, Transelec's liquidity reached CLP208 billion (equiv. USD315 million).
  - ✓ This includes ~ USD250 million available on 3-year committed revolving credit lines completely undrawn (denominated in USD & UF).
- In addition, the company generated during the LTM ended September 30, 2018, CLP184 billion of funds from operations (FFO) and CLP188 billion of cash flow from operations (CFO).
- Transelec also has UF 20 million (USD834 million) available under its local shelf registration programs.
  - ✓ Furthermore, the Company's bonds have a 6-month DSRA.

## Cashflow From Operations



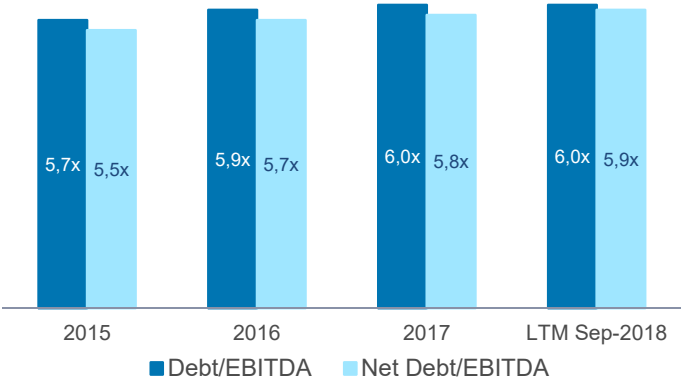
## Liquidity



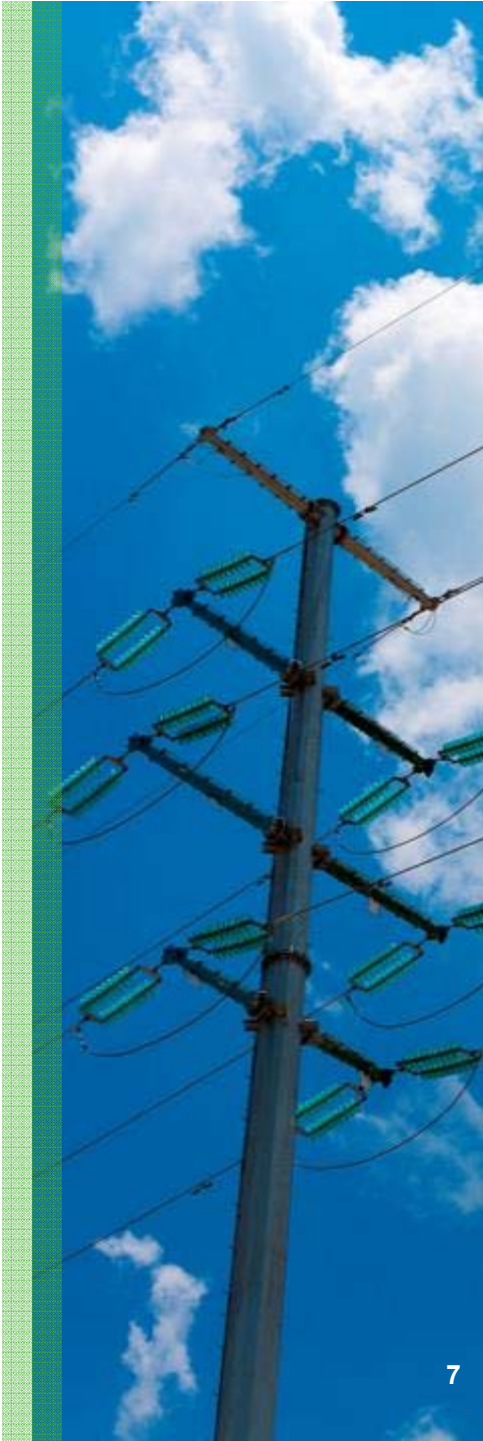
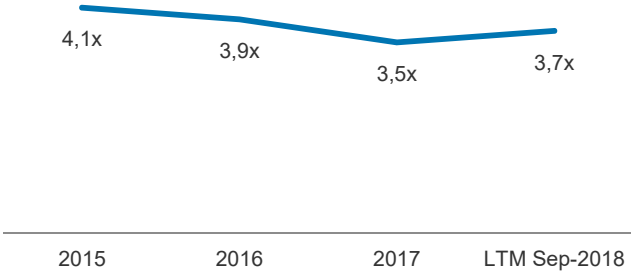
# Strong Coverage Ratios

- Transelec’s strong coverage metrics are supported by low cost of debt and growing cash flows that have improved through time.
- The company has maintained Debt to EBITDA ratio within the limits it has defined.
- Transelec is committed to maintaining investment grade credit rating.

## Leverage



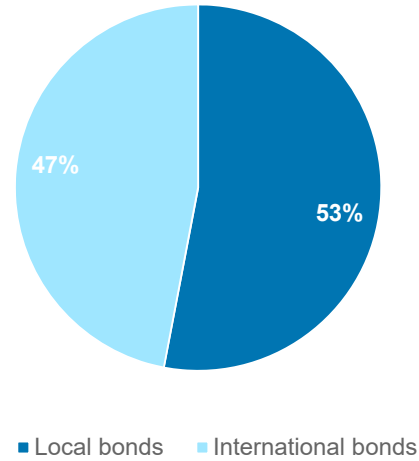
## Interest Expense Coverage



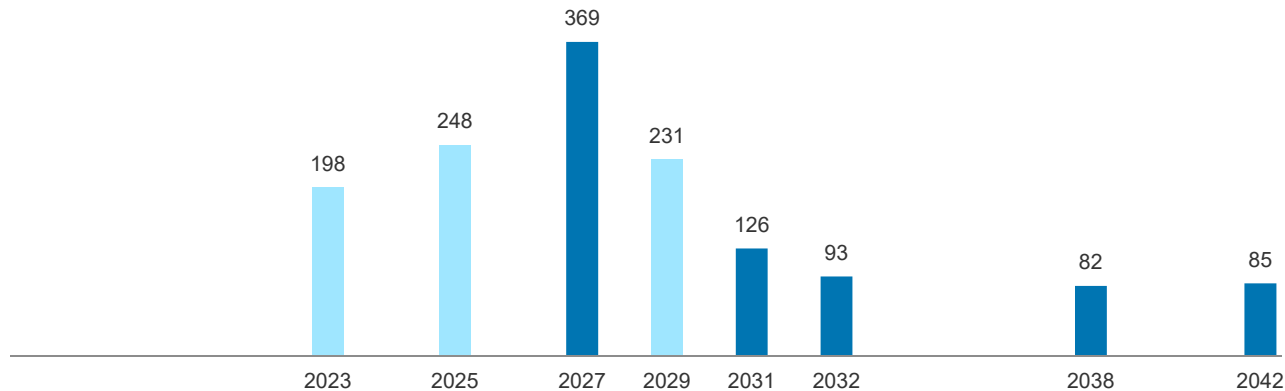
# Debt Profile

- Transelec maintains a very manageable debt maturity profile with no debt refinancing in the next years.
- The Company has been able to obtain flexibility and a variety of sources for funding.
- All public debt has fixed rates.

### Debt breakdown by type



### Public debt maturity profile (CLP Billion)





# Covenants

- Transelec's financial covenants (included in the local bond indentures) are balance sheet focused.
- As of September 30, 2018, the company is in full compliance with all debt covenants.

## Debt / Capital < 0.7x <sup>(1)</sup>



2015      2016      2017      sep.-18

(1) Total Debt / (Total Debt + Interest + Shareholder's Equity + Accumulated amortization of goodwill)

## Minimum Equity > UF15 million<sup>(2)</sup>



2015      2016      2017      sep.-18

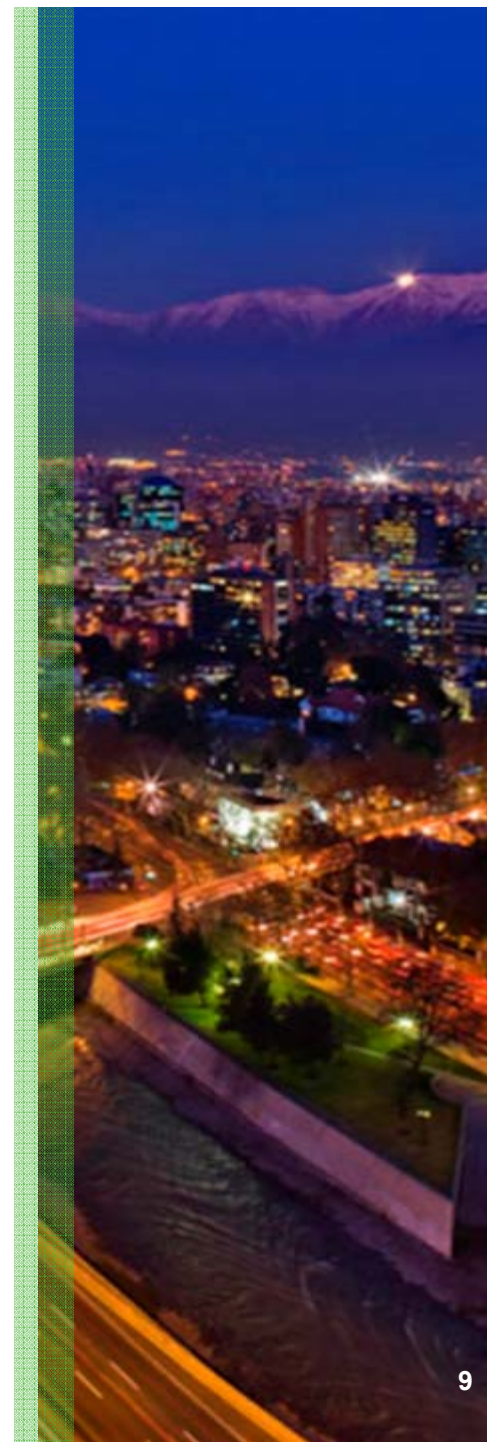
(2) Equity attributable to the owners + Accumulated amortization of goodwill

## Minimum Equity > CLP 350 billion <sup>(3)</sup>



2015      2016      2017      sep.-18

(3) Equity attributable to the owners + Accumulated amortization of goodwill



# Contact Information

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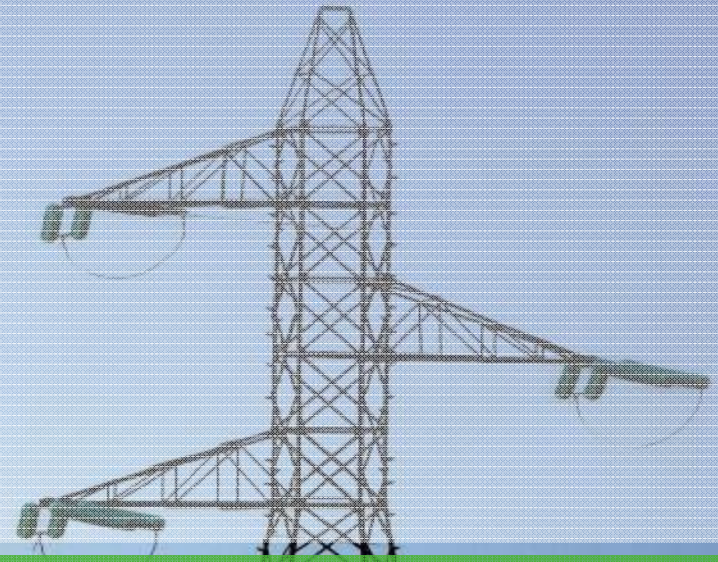
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You can find additional information in our web page:

<http://www.transelec.cl/investors/?lang=en>



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