

Aguas Andinas 3M2023 Results





BIOs

Speakers



DANIEL TUGUES ANDRES
Chief Executive Officer

Civil Engineer from the Polytechnic University of Catalonia, MBA from IESE Business School and Master in Integrated Water Management (Agbar-UPC). He has 15 years of experience in the environmental infrastructure sector, both in water & sanitation and in waste recycling and recovery. He took over as General Manager on May 2, 2023.



CRISTIAN TORRES ROJAS
Controlling and Accounting Manager

Public Accountant and Auditor from the University of Santiago (USACH) with an MBA in Finance from the University of Chile. He has more than 20 years of experience in the Group, with responsibilities mainly in the areas of finance, control and financial projects.



RACHEL BERNARDIN
Production and Resources Manager

Civil Hydraulic Engineer from the ENSAR School of Engineering in Rennes (France), Postgraduate in Water Supply and Sanitation networks from the UPC in Barcelona. With more than 20 years of experience in sanitation companies, both in basin management and in water purification and wastewater treatment.

IR Team



DIDAC BORRAS MARTINEZ
Chief Financial Officer



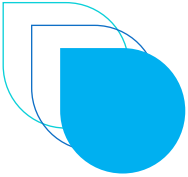
ANTONELA LAINO
Finance and Investor Relations Manager



DENISSE LABARCA ABDALA
Assistant Manager Investor Relations



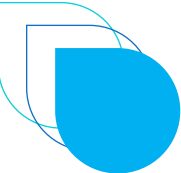
ERIKA SANDOVAL SALAZAR
Investor Relations Specialist



- **1** Context
- **2** **Financial** Summary
- **3** **Climate Change** Challenge

AGENDA

- ● ● ● ●
- ● ● ● ●
- ● ● ● ●
- ● ● ● ●
- ● ● May | 2023



GUIDELINES





1^o

Context



3M2023 Context

CLIMATE CHANGE

- We continue to experience a worsening climatic situation both in terms of water scarcity and extreme turbidity events.
- Thanks to the company's investment plan focus on resilience we have been able to cope with these events without major disruption in the city service.
- This was the first summer with the enlarged **Padre Hurtado** plant (+1.000 l/s) and the **Lo Mena - Cerro Negro wells** system (14 wells that will provide a flow of 1,500 l/s).
- By prioritizing water transfer agreements, we reached 192hm³ of water reserves, the highest level since 2017.

TRANSFORMATION PLAN

- Aguas Andinas has continued its Transformation Plan:
 - ✓ **Risk mitigation**
 - Operational continuity
 - ✓ **Financial sustainability**
 - Capture of efficiencies (Ch\$ 1.2 mm in 1Q 2023)
 - Prioritization of investments
 - ✓ **New organizational culture**
-
- Commercial actions to recover debt led to a decrease in bad debt expense, with a ratio over revenues of 1.7% at 1Q 2023 (vs 3.4% 1Q 2022)

INFLATION

- Inflation in Chile as of 1Q 2023 was 1.8% (vs. 3.4% 1Q 2022)
- The moderation of inflation has reduced the financial expense associated with the revaluation of the CLF with respect to the same period of 2022.
- New tariff indexation in February 2023 of **1.6%**

RELEVANT EVENTS

- Dividend distribution with an agreed distribution of 100% of the profit for 2022 (\$8.21 per share)
- Fitch ratifies Aguas Andinas' solvency rating and public debt issuance at **AA+ with stable outlook**



2°

Financial Summary





Revenues and EBITDA increased by 19.5% and 18.9%, respectively.

- Polynomial indexing and pricing of new infrastructure
- Increased consumption by non-residential customers
- Consolidation of our program to capture efficiencies and reduce delinquency
- This has allowed us to contain the increase in operating costs

We continue to manage the effects of climate change

- Execution of the investment plan to strengthen **security of supply**
- Transformation project with improvements in production processes, purchasing and digital transformation
- Negotiations derived from the agreement with Canalistas have allowed us to maintain the security level of the El Yeso reservoir
- We continued with the various awareness campaigns on the responsible use of water resources

Solid cash flow generation in the period

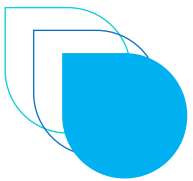
The company maintains a robust cash position at the end of March 2023:

- This will ensure the development of the investment plan foreseen for this fiscal year
- And to keep debt in line with the company's objectives

Operating and financial costs

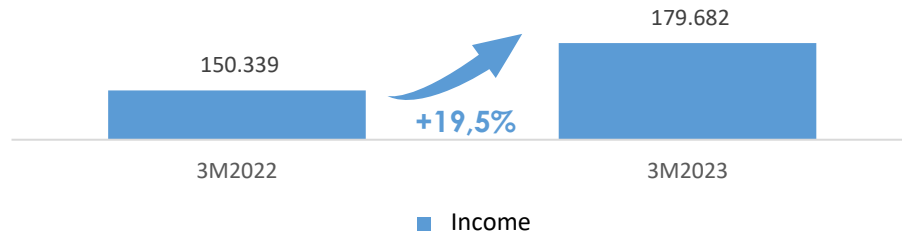
20.3% increase in operating costs mainly due to the current economic conditions

- Inflation
- Energy
- Raw water transfer
- Extraordinary operating contingencies

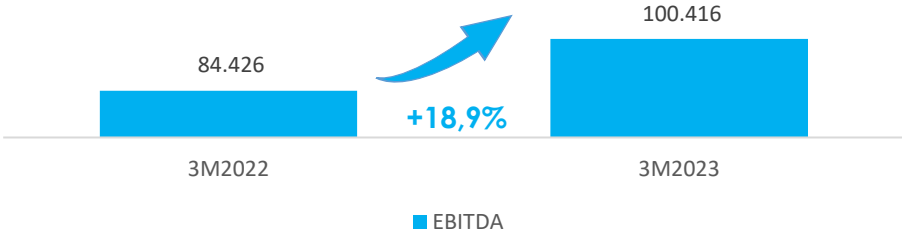


18.9% increase in EBITDA due to higher tariff revenues, slightly higher consumption compared to 2022 and reduction of delinquencies

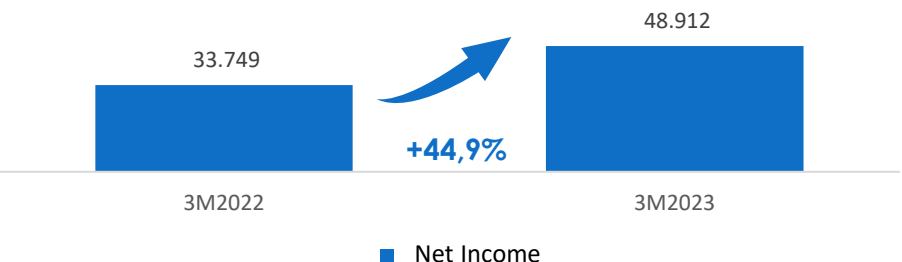
Income



EBITDA



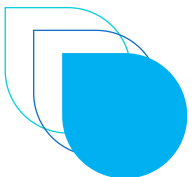
NET INCOME



- **Rate indexations** for 23,371 MCLP (5 indexations by polynomial, +17.3% average rate increase and higher overconsumption of +20.2%)
- **Higher consumption** by 1,184 MCLP (+2.0 Hm3 Potable Water; +1.4%). Directly related to temperature and better commercial management
- **Other revenues** of 4,789 MCLP (mainly sale of household services, sanitation infrastructure modifications and environmental services subsidiaries)
- **Lower delinquencies**; 1,961 MCLP (2023 at 1.7% versus 2022 at 3.4%) and **Efficiencies** of 1,239 MCLP
- **Stabilization of inflation** in 2023 translated into a reduction of the financial cost associated with the UF monetary correction
- **Optimization of the company's financial** income associated with higher rates and optimization of financial arbitrage performed by the company

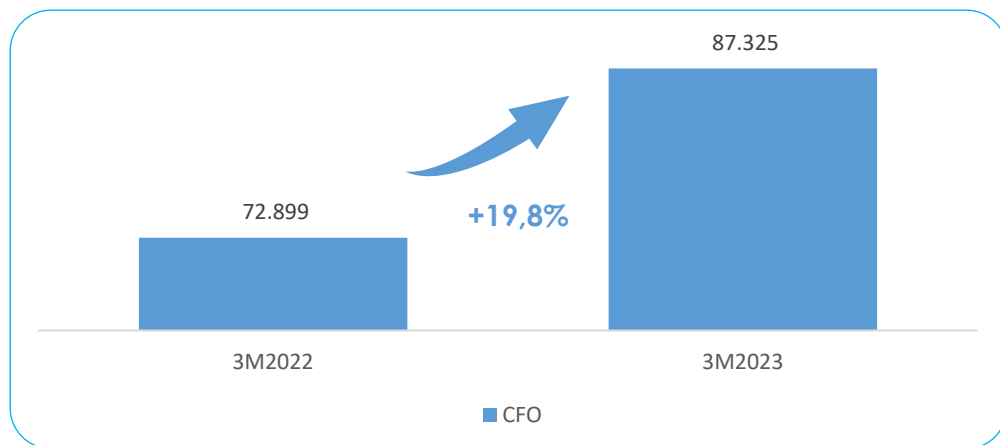
Partially offset by:

- **Higher costs due to CPI**: (6,022) MCLP and cost of sales non-health revenues: (4,474) MCLP
- **Increase in energy costs** of (1,707) MCLP, mainly associated with higher consumption due to the company's new infrastructure, complementary services due to being a free customer (approximately 58% of consumption is free energy) and the increase in the average price of the regulated tariff
- **Transfers of raw water**: (830) MCLP
- 2 **extraordinary operating contingencies** whose corrective costs amounted to Ch\$1,638 million

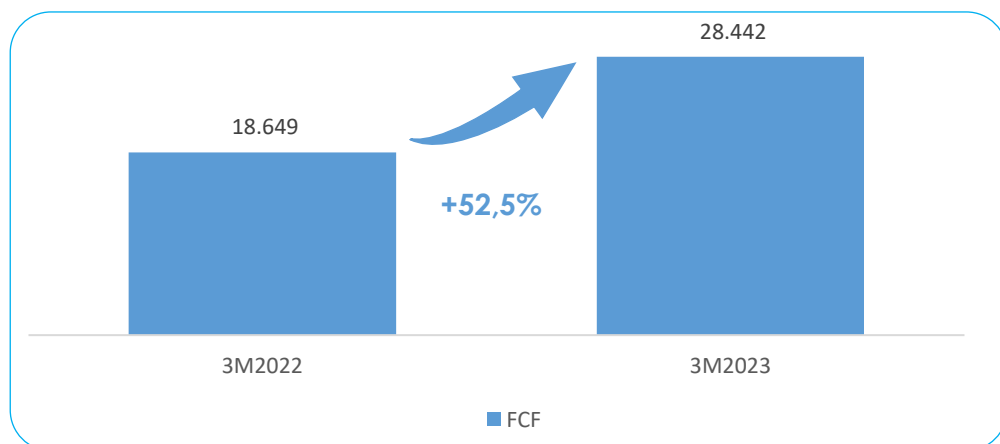


Solid cash generation has allowed us to keep indebtedness in line with our objectives

CFO

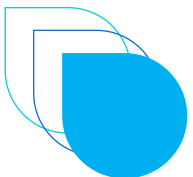


FCF



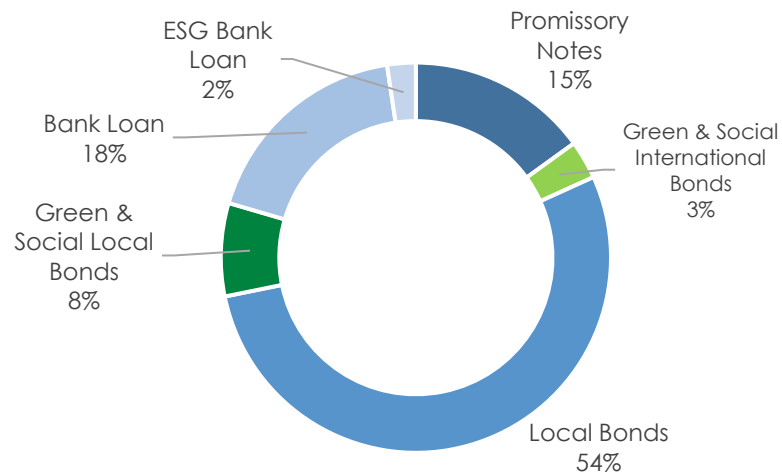
	Mar-2023	Mar-2022	Var.
Operative CF	87.325	72.899	14.426
Taxes	(12.520)	(9.868)	(2.652)
Interest expense on debt	(14.750)	(11.036)	(3.714)
Paid Capex	(31.612)	(33.346)	1.734
FCF	28.442	18.649	9.793

Figures in CLP million

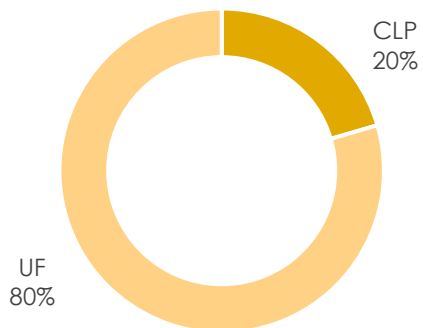


Net financial decrease (1.6% Dec-22 vs Mar-2023) is linked to the company's cash generation during Q1, 2023

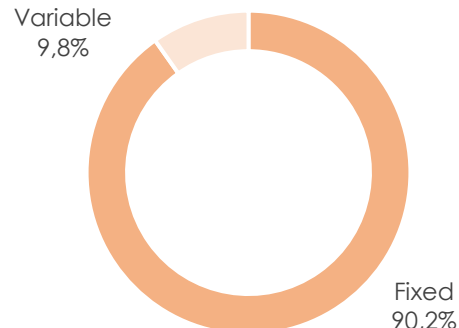
NFD



Debt by currency



Debt per rate



NFD 2022
(as of dic-22)



NFD 2023



Variation DFN 2023

Figures in million of Ch\$

Price-level
restatement of debt in
CLFs

13.407

Positive cash flow for
the period

(31.211)

Total decrease DFN

(17.804)

Variation Cash position

Figures in million of Ch\$

Cash position
beginning 2023

179.335

Positive cash flow for
the period

31.211

Bond amortization

(11.078)

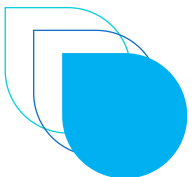
Amort. PN*, PN
repurchase, new PN
and others

(6.318)

Cash position March
2023

193.150

*Promissory Note

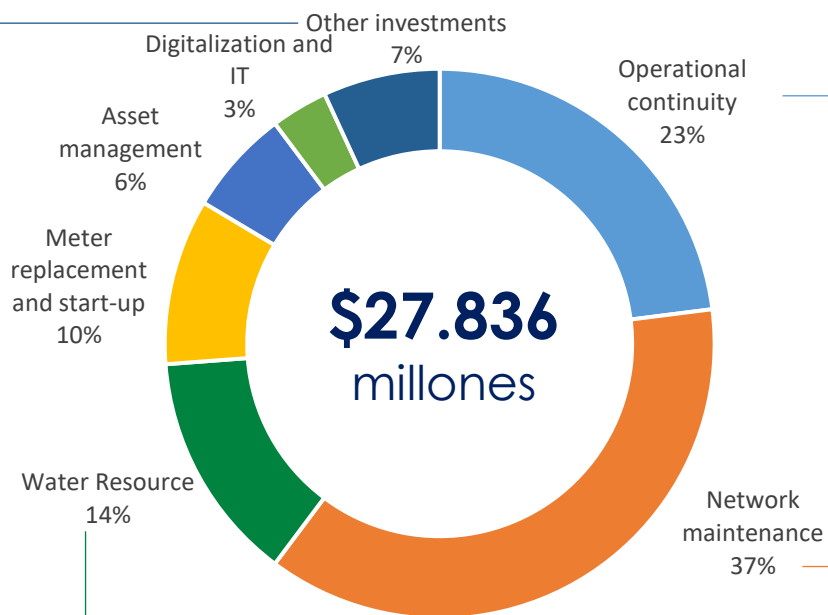


Ambitious 3M2023 Investment Plan

Oriented towards efficiency and operational continuity and increase of water resources

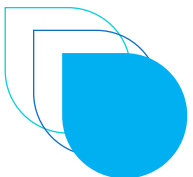
- Customer Service
- Automation
- Other maintenance
- Risk Management
- Other

- Drilling and reinforcement of water supply system
- Macrometering Plan for wells and ponds.
- Hydraulic Efficiency Plan
- Til Til Water Supply
- Drinking Water Treatment Plant Expansion and Arsenic Abatement Alto Lampa
- Maipo Return Project (Reuse of treated water)
- Advanced Well Management
- Purchase of Water Rights



- Replacement of La Farfana-Trebal Biofactories Assets
- Padre Hurtado Drinking Water Treatment Plant Expansion
- Vizcachitas - Tagle Filters Renovation
- Wastewater Reinforcement Los Cactus - La Dehesa
- Tocornal Drinking Water Elevation Plant Enlargement
- Expansion of Paine Wastewater Treatment Plant
- Repair of Antonio Varas - Lo Contador Ponds
- Manzano - Pirque Pipeline Safety Works

- Renovation of sewage networks
- Renewal of drinking water network
- Starters and Meters



Sustainability and economic value

Financial ratios reflecting a sound financial structure

May. 2023
EV/EBITDA(1) 7,59x

EV/EBITDA: (Market capitalization + debt + minority interest - cash and cash equivalents) / EBITDA

Mar. 2023
ROCE 11,9%

ROCE: EBIT (12 months) / Capital employed (average of last 2 years)

Mar. 2023
EPS \$16,41

EPS: Earnings per Share o BPA. Annualized profit for the year / total number of shares

Mar. 2023
Leverage 1,72x

Leverage: Total debt / Equity

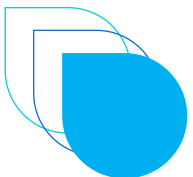
Mar. 2023
Liquidity 1,37x

Liquidity: Current Assets / Current Liabilities

Mar. 2023
Deuda Neta/EBITDA 3,6x

D. Net/EBITDA: (Net financial debt - cash) / EBITDA

(1) EV/EBITDA according to Bloomberg methodology as May 25, 2023.



Economic Value and Sustainability

Risk Ratings of Excellence

**STANDARD
& POOR'S**

International Rating: A-



FitchRatings

Local Rating: AA+ (CL)

ESG credentials of excellence



B Prime Category

Aguas Andinas is the unique utility to achieve A- rating in Latam

Globally, most companies with this classification are subsidiaries of parent companies of USA and other countries such as Australia, China and Singapore.



Assessed by
the Colombian
Stock Exchange
(bvc)



ALAS20 is the only Latin American initiative that fully qualifies and recognizes excellence in the public disclosure of information on sustainable development practices, corporate governance, and Responsible Investments of companies and investors in Latam.



Assessed by
Morningstar Sust
ainalytics

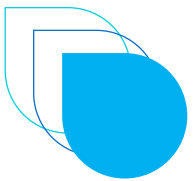




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Climate Change Challenges

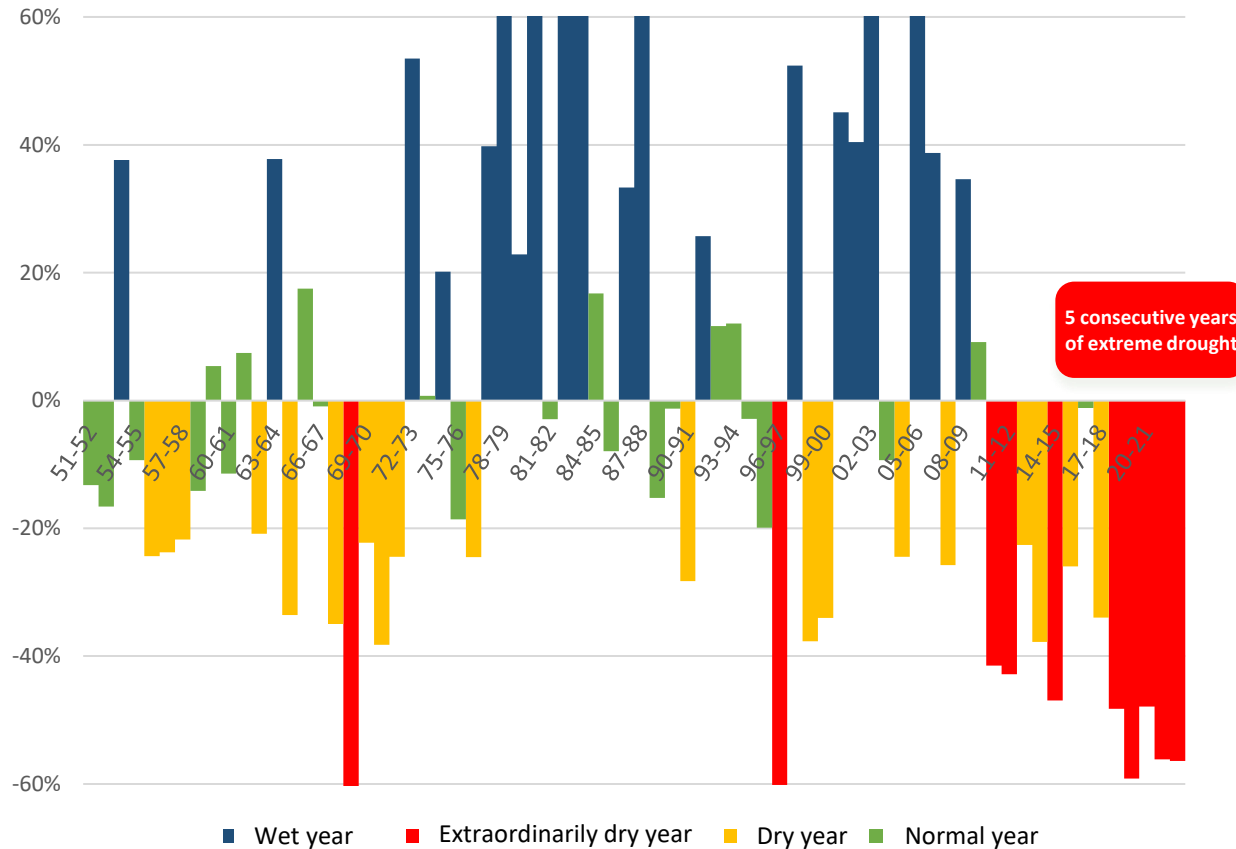




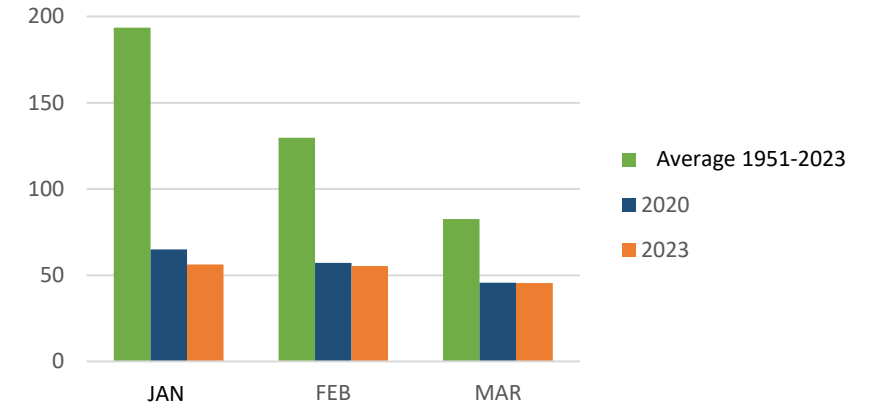
Opportunities and Challenges

Water scarcity

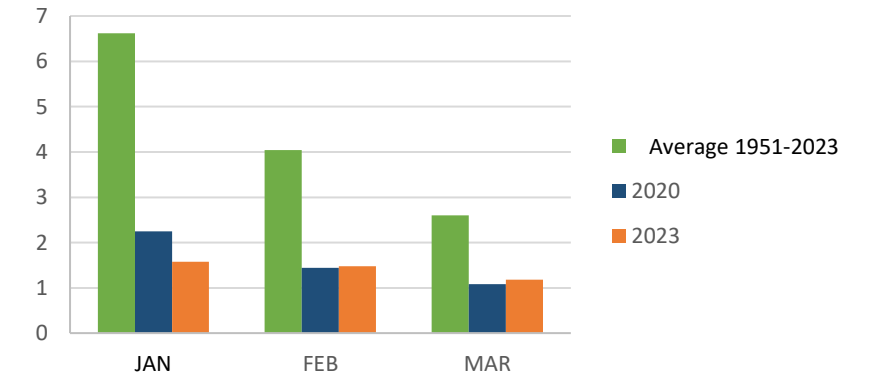
Maipo River Deficit/Surplus - Period 1951/2023



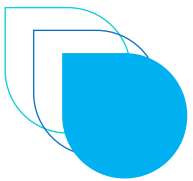
Maipo river flow



Mapocho river flow

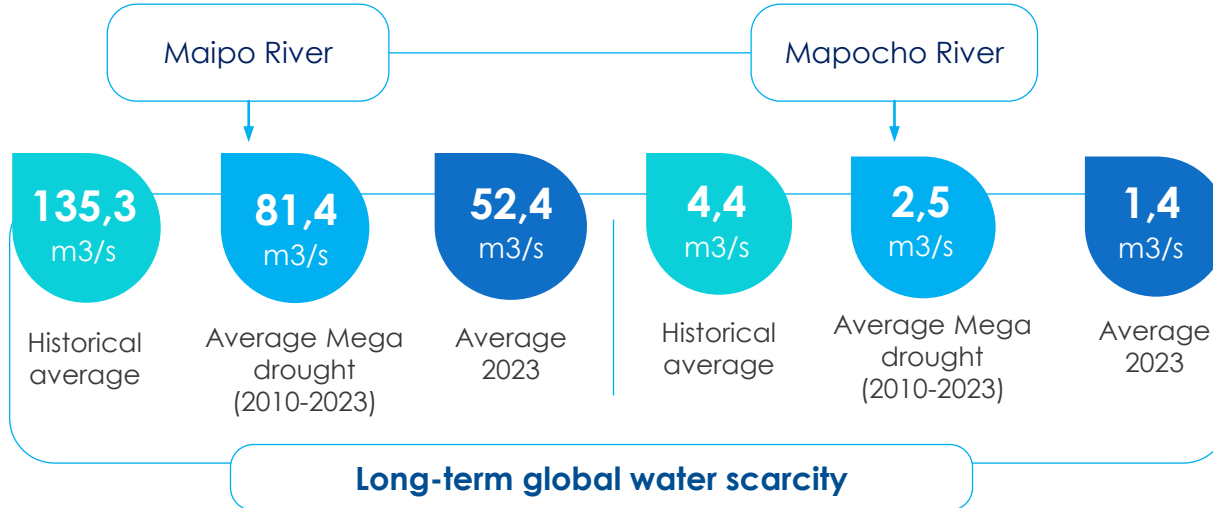


Water year	2019-2020	2020-2021	2021-2022	2022-2023
Accumulated Snow Height (cm)	113	240	80,8	232,5
Reservoir Volume (Hm3)	99	174	154	192
Accumulated Precipitation (mm)	135	393,7	180,4	259,1

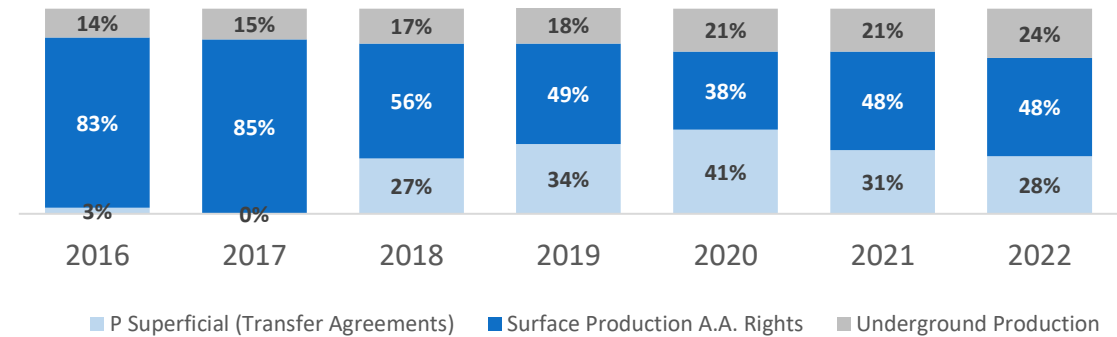


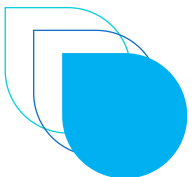
Infrastructure and innovation

Flows in the period January - March



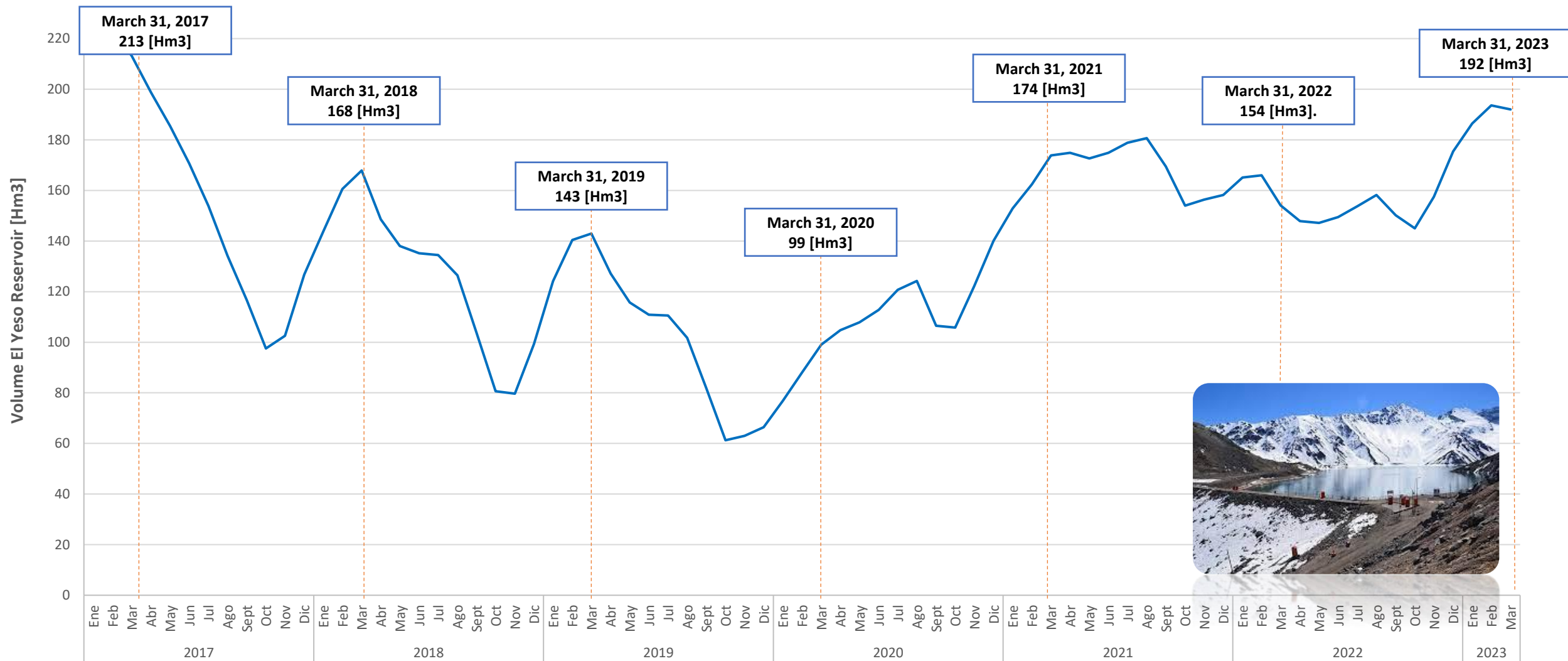
Resources to meet demand

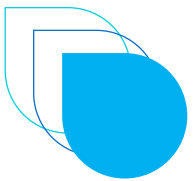




Yeso reservoir management

Reinforcement of safety levels



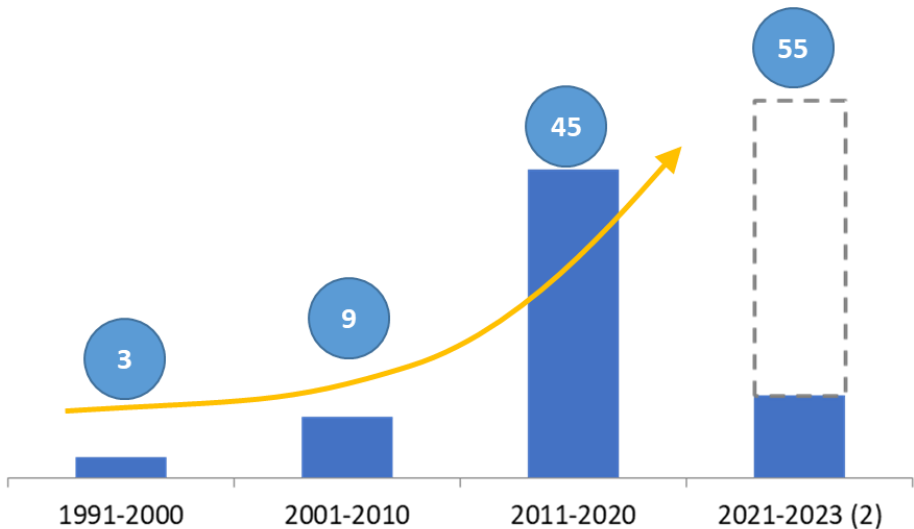


Once again our resilience infrastructure ensured supply in the face of climate events.

This summer we experienced several episodes of turbidity in the Maipo and Mapocho riverbeds and, thanks to the activation of **the Operational Continuity Plan**, we were able to supply the city without major impacts.



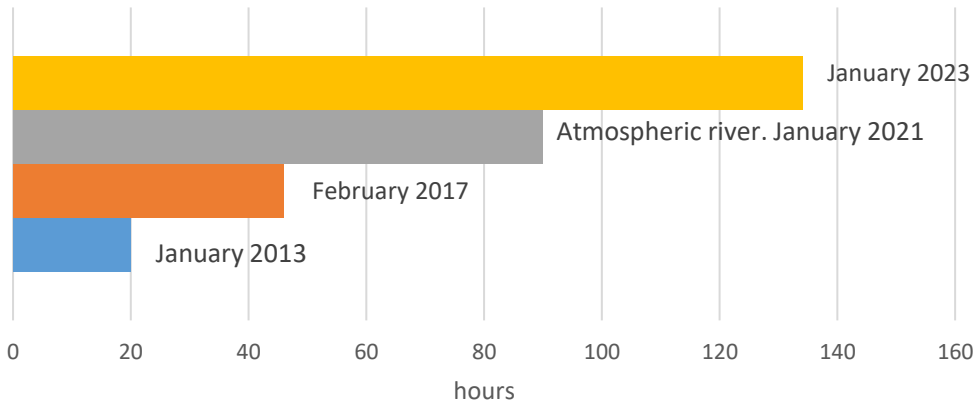
Turbidity events⁽¹⁾



(1) Turbidity events in the Maipo River of more than 12 hours over 3,000 UNT and more than 6 hours over 5,000 UNT.

(2) Estimate for the decade according to behavior observed to date.

Number of hours with 24-hour average turbidity > 3000 unt^(net turbidity units)



Aguas Andinas 3M2023 Results

