



Our experience as an issuer

Green and Social Bond



www.aguasandinas.cl
www.aguasandinasinversionistas.cl

AGUAS ANDINAS



Chile's largest water utility company



100% coverage in potable water and sewage treatment



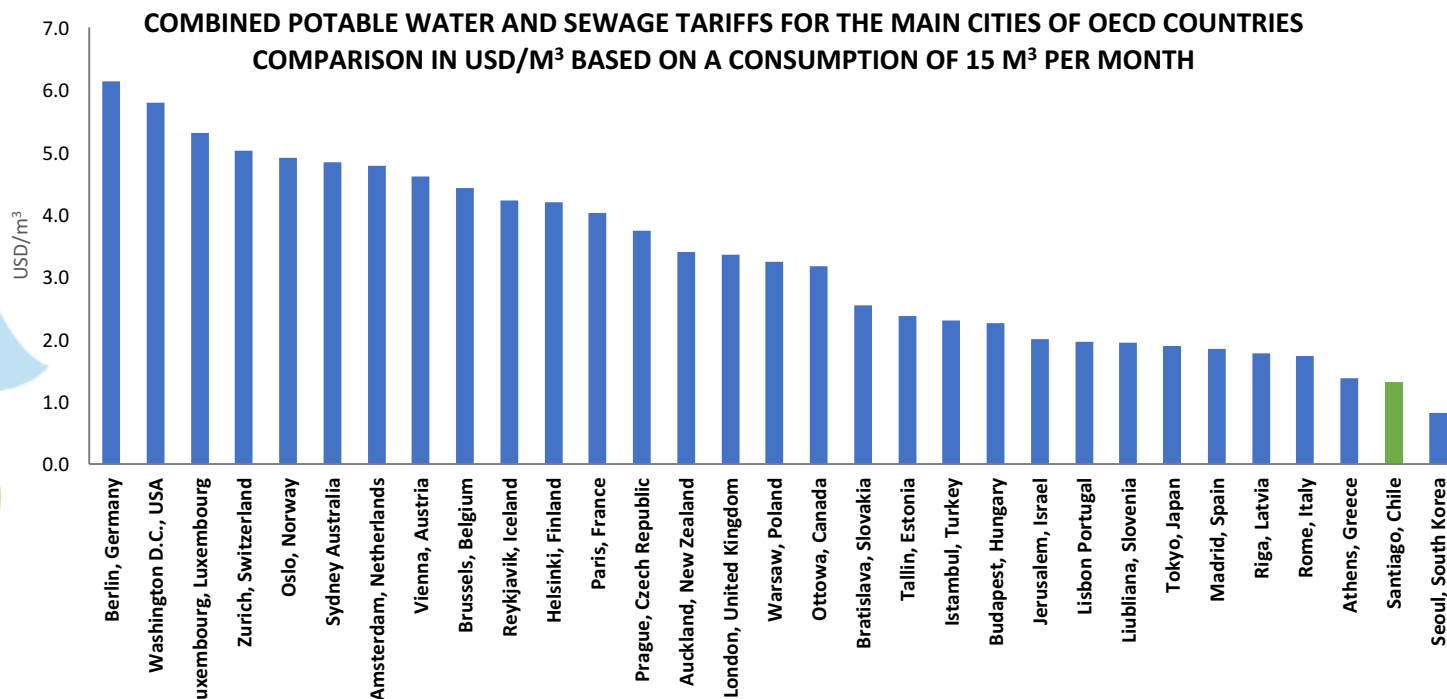
2,259,245 clients
Representing 43% of the industry's clients



50% of the industry's potable water (m³) billing

Indefinite Concessions: 6

30 Year Concessions: 8



Santiago
Aguas Andinas

Región de Los Lagos
Región de Los Ríos
Essal

essal

Note: In the cases of Australia, New Zealand and Switzerland, the cities considered are Sydney, Auckland and Zurich respectively.

Source: Global Water Intelligence Water Tariff Survey 2017, Suez, SISS 2016 Management Report

STRATEGY THE BEST FOR SANTIAGO



Business Model



Resilience



Digitalization



Circular Economy



Social Legitimacy



Innovation and People



Water and Quality of Life

Santiago
merece un  7

*SANTIAGO DESERVES
THE BEST*

ALIGNED WITH THE SUSTAINABLE DEVELOPMENT GOALS

- **Mitigate the effects of climate change**, specifically those related to turbidity and drought.
- **Transform** its sewage treatment plants into biofactories
- **Reuse** 100% of waste and transform them into energy or other benefic uses.
- Aguas Andinas and its subsidiaries are contributing to the country, through **15 of the 17 Sustainable Development Goals**.
- The SDGs were suscribed to by the **Chilean Government** as a guide in sustainable development matters.



OUR EXPERIENCE IN THE LOCAL FINANCIAL MARKET

17th

Most traded share in the
Santiago Stock Exchange

£2.6 BILLION

Stock Market Value

+30

Shareholding
Countries

7°

Largest Fixed Income
Issuer in Chile



Controlling
Shareholder

AA+

Credit Rating
Local Debt

£1.1 BILLION

Outstanding Debt

27

Issuances in the
Local Market
since 2001

100%

Local debt
Local Currency



FTSE4Good

**Dow Jones
Sustainability Indices**

Note: Exchange rate GBP/CLP at the end of June 2018, 847.10





WHY TO ISSUE A GREEN AND SOCIAL BOND

Sustainability is
at the core of
our business

Investor driven
governance was
in place

Potential to
access lower
financing costs

The additional
costs were not
material



THE BOND

THE GREEN AND SOCIAL BOND FRAMEWORK

- It was based on the International Capital Markets Association (ICMA)'s Green Bond and Social Bond Principles and it is aligned with its four core components: use of funds, selection and evaluation of projects, management of funds and reporting.
- The bond has a third party opinion and annual external audit regarding the use of funds

ISSUANCE CHARACTERISTICS

Amount: UF 1.5 million (£48.1 millions)

Term: 7 years

Reajustability: Inflation-linked

Grace: 3 years

RESULTS

- **Buyers:** mainly mutual funds, Chilean pension funds, and insurance companies.
- **Placement time:** 8 seconds
- **Total Demand:** 3.6 times
- **Spread:** 53 bps, **Lowest spread of any corporate bond issued in Chile in the past 4 years**



AGUAS
andinas®

Innovando contigo y con Santiago