

## 3Q22 Results

Energy for a more  
sustainable future



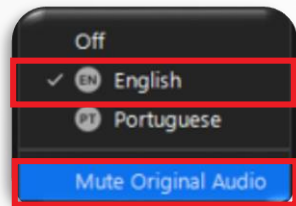
# Initial Guidelines

## Simultaneous Translation into English:

1<sup>st</sup> Step: Click on



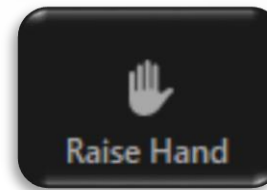
2<sup>nd</sup> Step: Choose



For the English version of the presentation, please access: [www.cpfl.com.br/ir](http://www.cpfl.com.br/ir)

## Q&A Session

1<sup>st</sup> Step: Click on



2<sup>nd</sup> Step: ID yourself

- Your audio will be opened for you to ask the question **live** directly to the executives
- Inform your **name** and **institution**



## Highlights

- ⇒ EBITDA of **R\$ 2,967 MM**, growth of **14.3%**
- ⇒ Net Income of **R\$ 1,419 MM**, a decrease of **1.2%**
- ⇒ Capex of **R\$ 1,606 MM**, growth of **72.4%**
- ⇒ Net Debt of **R\$ 22.0 billion** with a Leverage of **1.92x Net Debt/EBITDA<sup>1</sup>**
- ⇒ Decrease of **43.3%** in ADA reaching **0.90%** of Revenue from Sales to Final Consumers



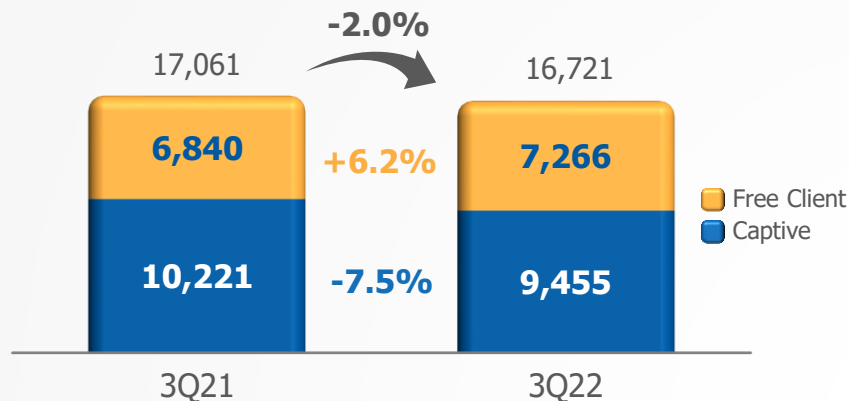


## Highlights

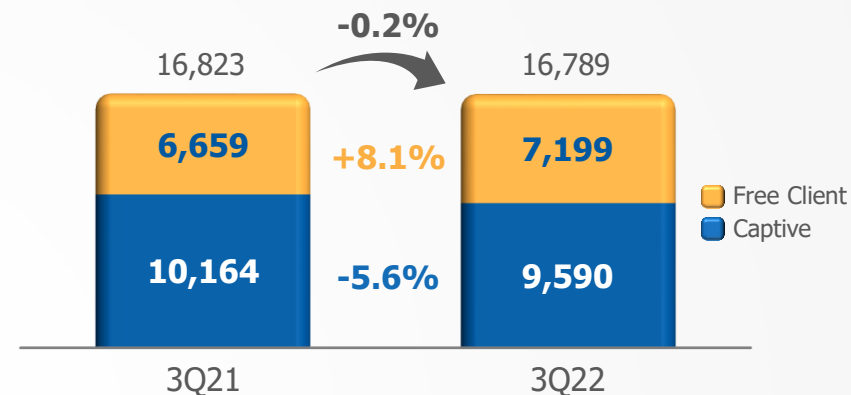
- ⇒ **CPFL Transmissão's DTO**: released on October 19<sup>th</sup> and the auction will be held on **November 18<sup>th</sup>**
- ⇒ **CPFL Geração** exercised the Right of First Refusal to **acquire 3.4%** of **Enercan** shares
- ⇒ **CPFL Soluções** signed the **Allegra Project**, with **CAPEX of R\$ 70 MM** and **O&M** contract of **R\$ 300 MM** for 15 years
- ⇒ **CPFL Energia** won the "**Melhores da Dinheiro**" Award and the 1<sup>st</sup> position in **ESG** category in "**Época Negócios 360°**" yearbook among the companies in the Utilities Sector

# 3Q22 Energy Sales

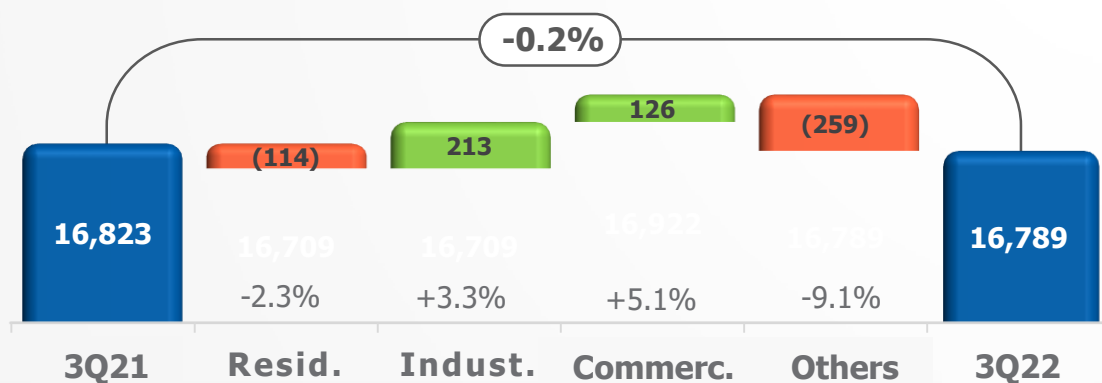
Load<sup>1</sup> in the concession area | GWh



Sales in the concession area<sup>2</sup> | GWh



Sales by consumption segment | GWh



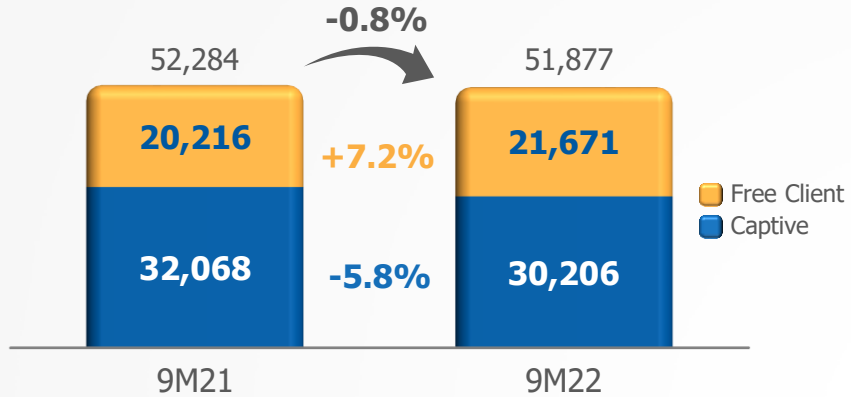
Main impacts by segment | %

	Resid.	Indust.	Commer.	Others	Total
Billing calendar	-1.0%	0.0%	-0.6%	-0.2%	-0.5%
Temperature	-1.5%	0.0%	-0.2%	-0.1%	-0.5%
Migrations	0.0%	0.0%	0.0%	-2.1%	-0.4%
DG	-2.3%	-0.3%	-2.3%	-1.2%	-1.3%
Macro/Others	2.6%	3.6%	8.2%	-5.5%	2.4%
<b>Total</b>	<b>-2.3%</b>	<b>3.3%</b>	<b>5.1%</b>	<b>-9.1%</b>	<b>-0.2%</b>

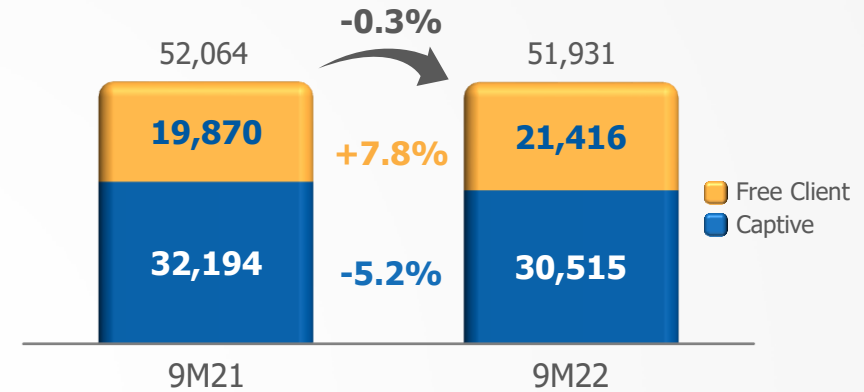
1) Load net of losses. 2) As of 1Q22, sales in the concession area also include amounts distributed to other concessionaires and permissionaires, which make use of CPFL Energia's grid ("Use D"), so that the amounts from the free market have been changed throughout the historical series.

# 9M22 Energy Sales

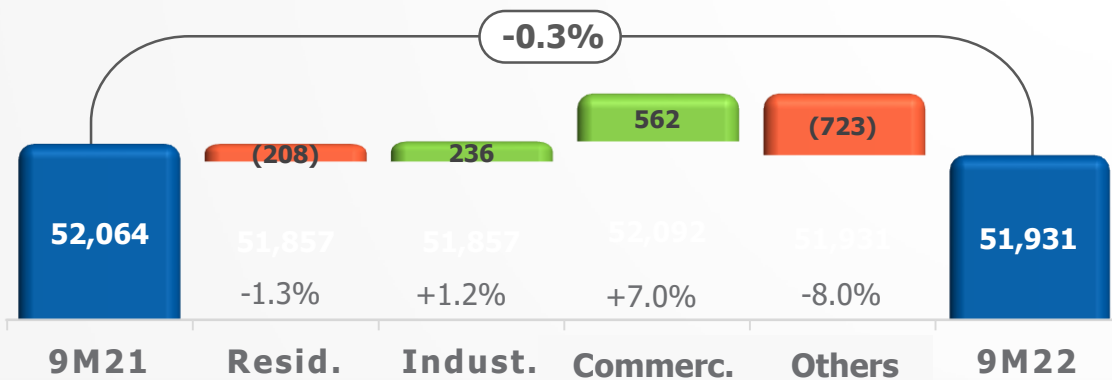
## Load<sup>1</sup> in the concession area | GWh



## Sales in the concession area<sup>2</sup> | GWh



## Sales by consumption segment | GWh



## Main impacts by segment | %

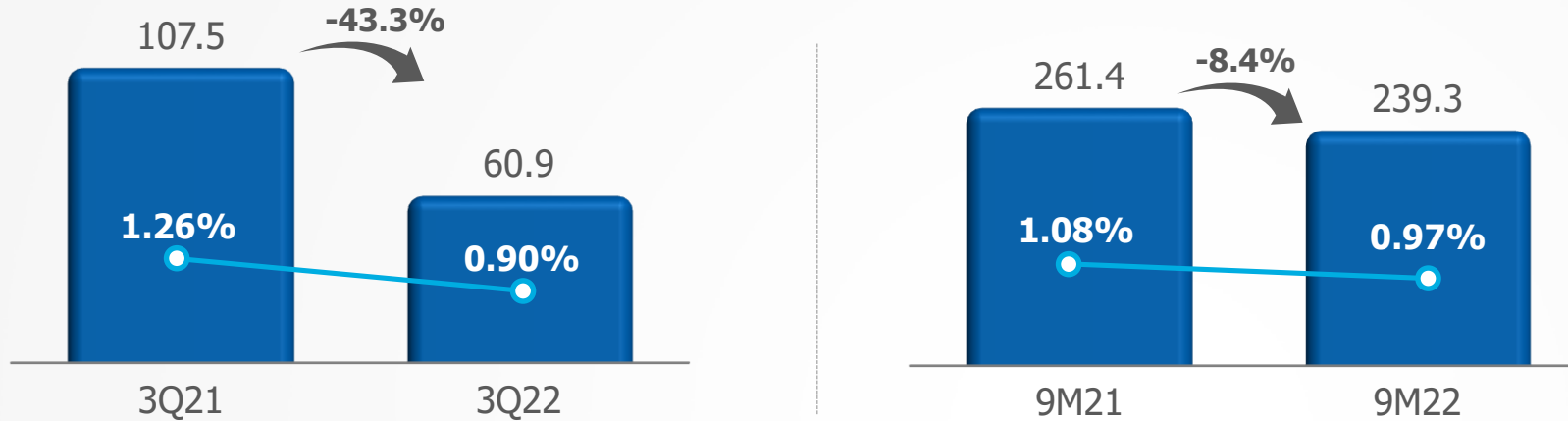
	Resid.	Indust.	Commer.	Others	Total
Billing calendar	-0.5%	0.0%	-0.2%	-0.1%	<b>-0.2%</b>
Temperature	1.0%	0.0%	1.1%	0.0%	<b>0.5%</b>
Migrations	0.0%	0.0%	0.0%	-2.4%	<b>-0.4%</b>
DG	-2.3%	-0.3%	-2.4%	-1.0%	<b>-1.4%</b>
Macro/Others	0.5%	1.5%	8.5%	-4.5%	<b>1.2%</b>
<b>Total</b>	<b>-1.3%</b>	<b>1.2%</b>	<b>7.0%</b>	<b>-8.0%</b>	<b>-0.3%</b>

1) Load net of losses. 2) As of 1Q22, sales in the concession area also include amounts distributed to other concessionaires and permissionaires, which make use of CPFL Energia's grid ("Use D"), so that the amounts from the free market have been changed throughout the historical series.

# Delinquency

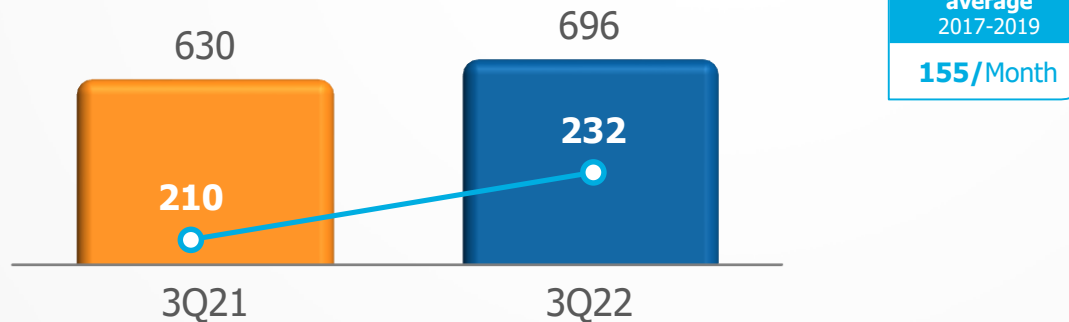
## ADA | R\$ million

■ ADA    ○ % ADA / Revenue from Sales to Final Consumers



## Collection actions (thousands)

○ Monthly average power cuts



**Favorable effects that reduced the tariff for the consumer,** and which consequently contributed to the reduction of delinquency:

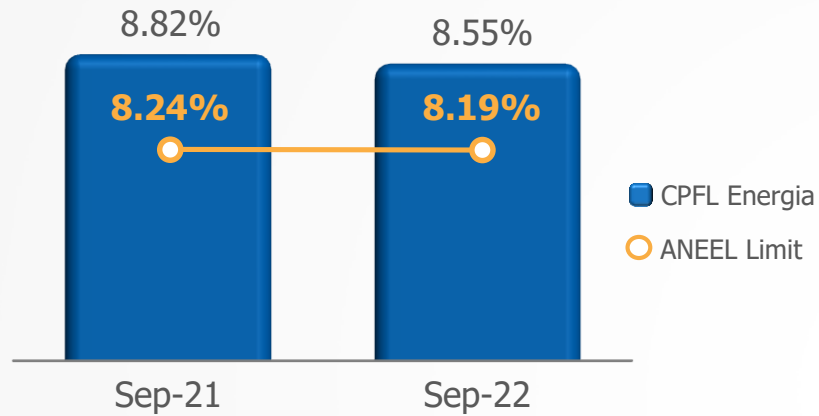
- Reduction of the ICMS rate
- Removal of the “water scarcity” tariff flag
- Increase in payroll

Nevertheless, ADA is still affected by an **unfavorable macroeconomic scenario**



# Energy Losses

## Energy Losses | Last 12 months<sup>1</sup>



	Sep/21	Sep/22	Limit
CPFL Paulista	9.09%	8.76%	8.36%
CPFL Piratininga	7.65%	7.47%	6.51%
CPFL Santa Cruz	7.42%	6.82%	8.29%
RGE	9.47%	9.29%	9.17%

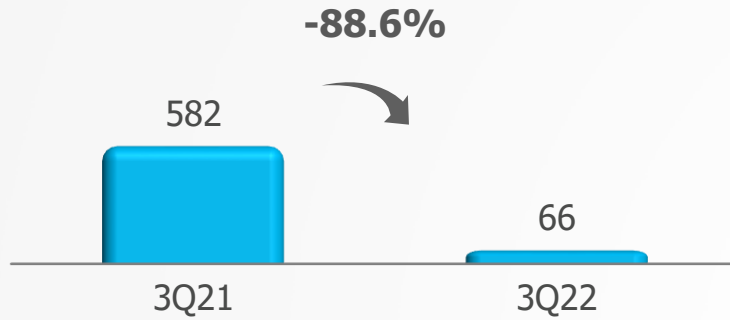


Record in CAPEX, with an amount of R\$ 96.5 million in 9M22, improving the company plan to fight frauds.

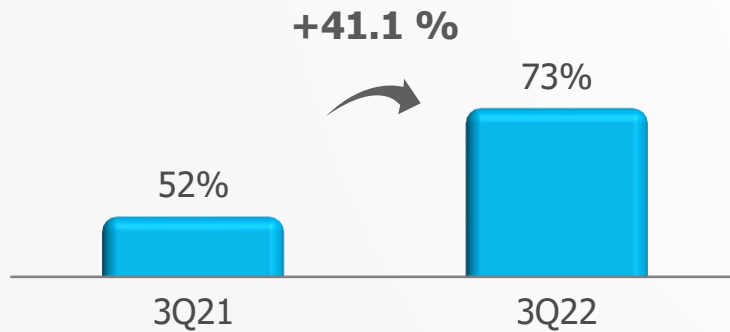


# 3Q22 Generation

Average PLD (SE/CW – R\$/MWh)

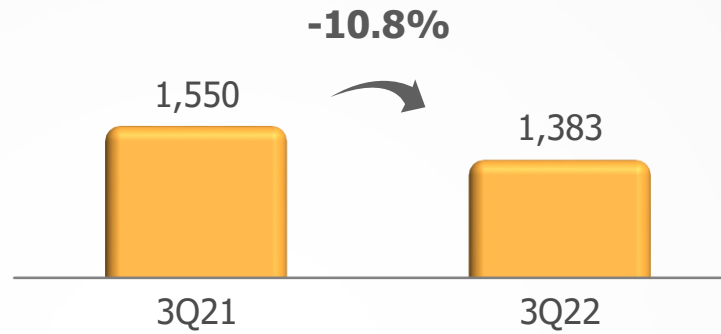


GSF



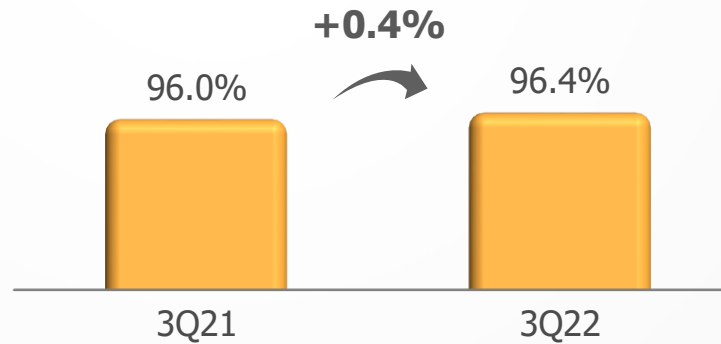
Hydro  
56%

Wind – Generation (GWh)



Wind  
32%

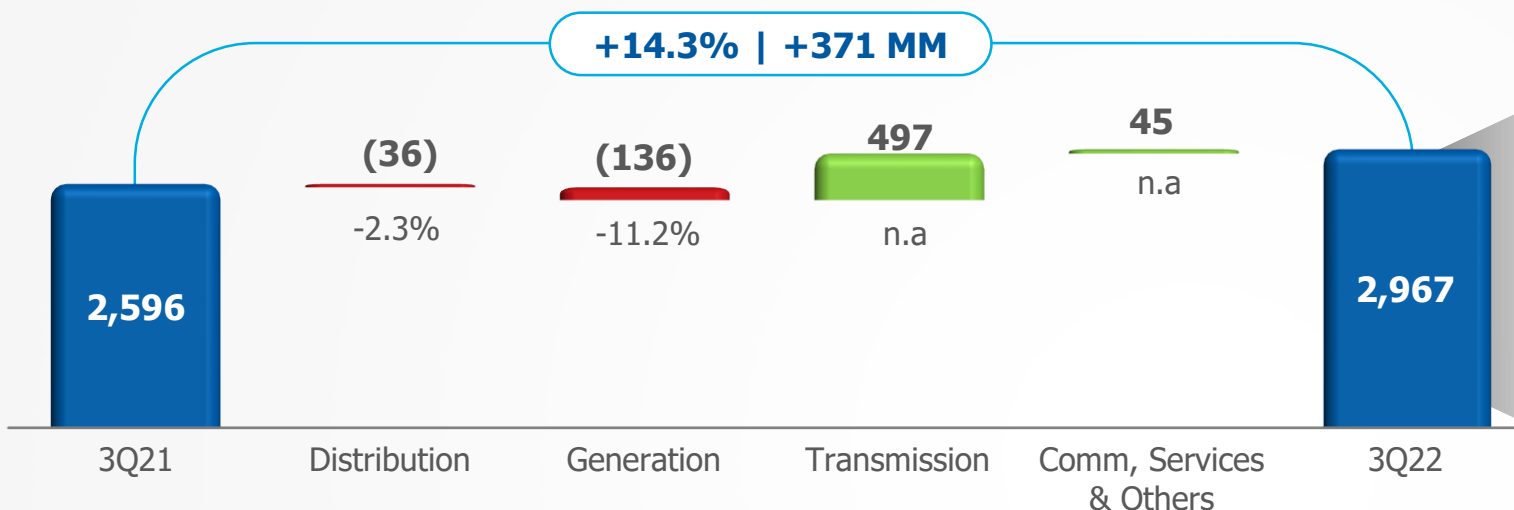
Wind – Availability



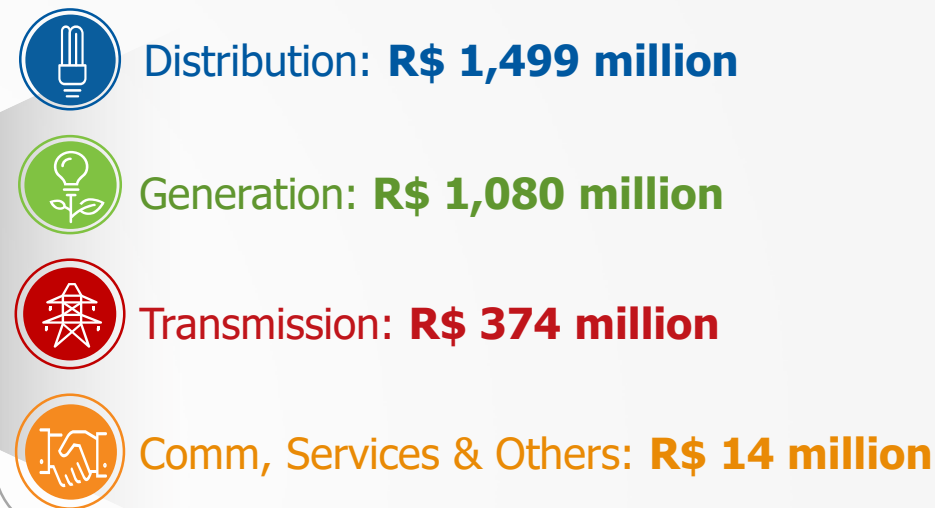
**Availability** at **over 95%** became the standard at CPFL. **Wind generation** still lower due to **heavier rain**.

# 3Q22 Results

## EBITDA performance by segment | R\$ million



## EBITDA breakdown



### Distribution: -R\$ 36 million

- ✓ Concession financial asset (-R\$ 338 MM)
- ✓ PMSO + Private Pension Plan (-R\$ 17 MM)
- ✓ Market / Tariff (+R\$ 206 MM)
- ✓ Other Revenues (+R\$ 66 MM)
- ✓ ADA (+R\$ 47 MM)

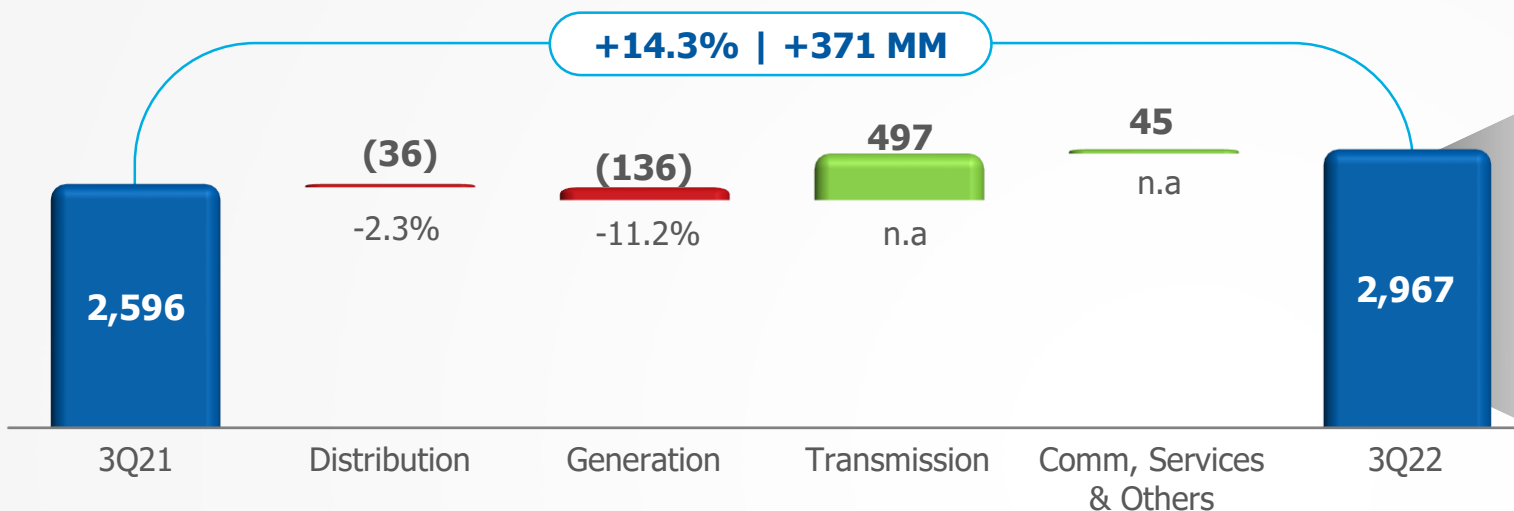
IPCA	
3Q21	3Q22
2.38%	-0.37%

### Generation: -R\$ 136 million

- ✓ GSF free and regulated market in 3Q21 (-R\$ 274 MM)
- ✓ Lower wind farms generation (-R\$ 55 MM)
- ✓ PMSO + Sector Charges (-R\$ 37 MM)
- ✓ Energy contract readjustments (+R\$ 150 MM)
- ✓ GSF (+R\$ 122 MM)
- ✓ Others (-R\$ 42 MM)

# 3Q22 Results

## EBITDA performance by segment | R\$ million



## EBITDA breakdown



Distribution: **R\$ 1,499 million**



Generation: **R\$ 1,080 million**



Transmission: **R\$ 374 million**



Comm, Services & Others: **R\$ 14 million**

### Transmission: **+R\$ 497 million**

- ✓ CPFL Transmissão consolidation (**+R\$ 279 MM**)
- ✓ Other transmission projects (**+R\$ 218 MM**)

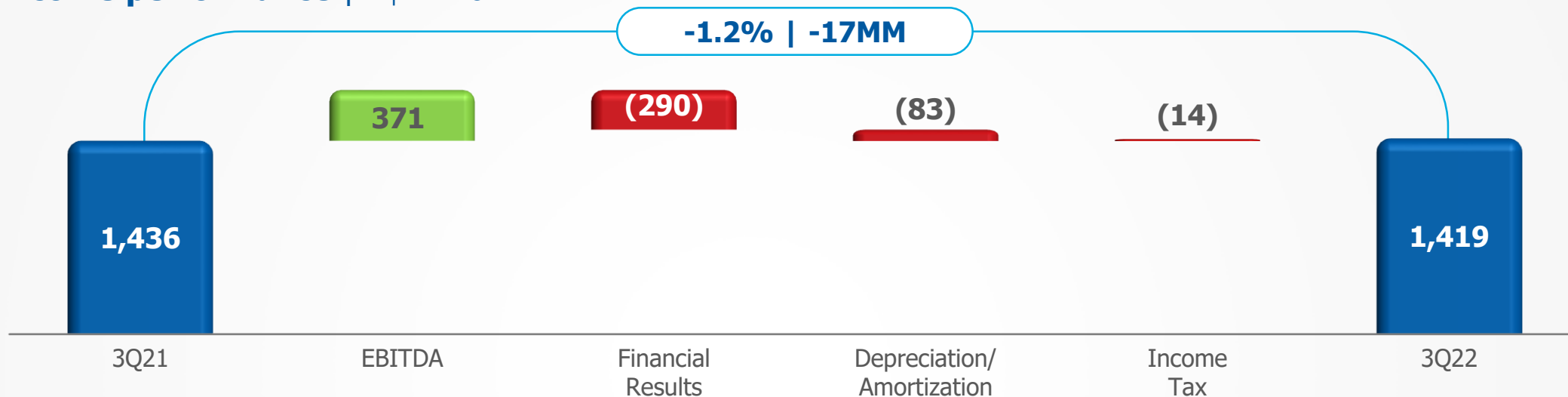
### Comm, Services & Others: **+R\$ 45 million**

- ✓ Commercialization (**+R\$ 48 MM**)
- ✓ Others (**-R\$ 3 MM**)



# 3Q22 Results

## Net Income performance | R\$ million

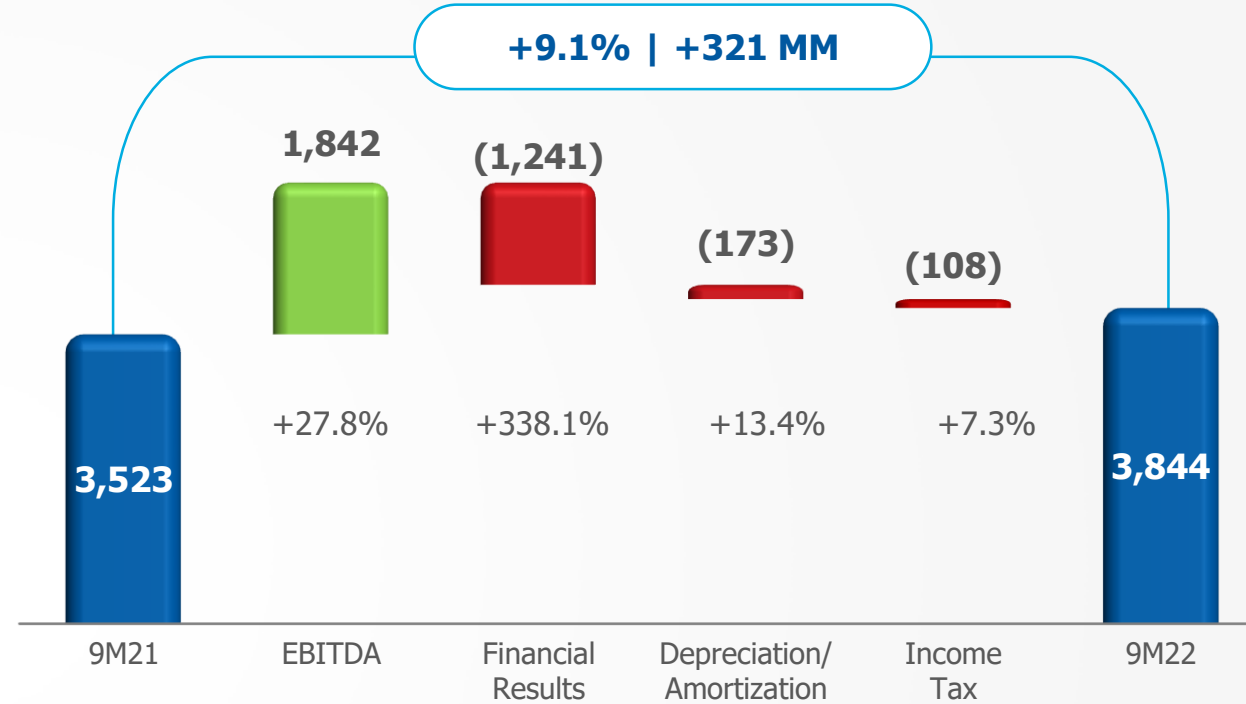
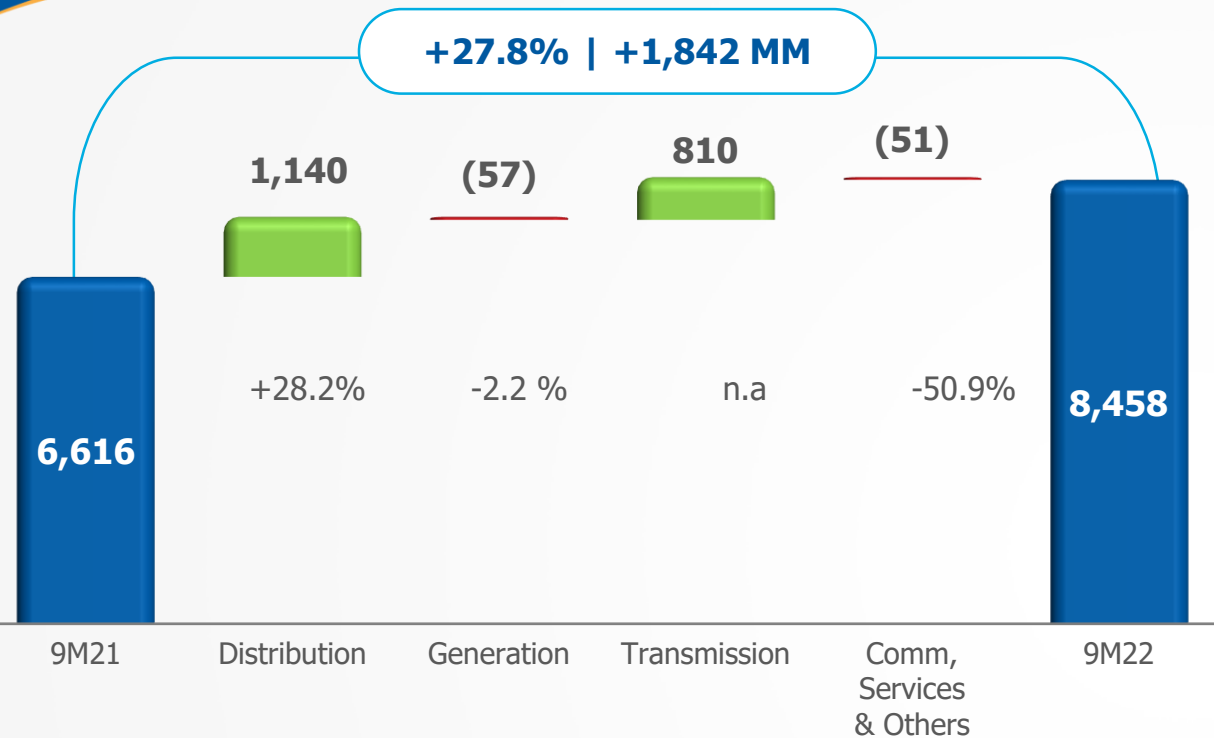


### Financial Result

- ✓ Expenses with net debt (**-R\$ 295 MM**)
- ✓ Late payment interest and fines (**-R\$ 16 MM**)
- ✓ Regulatory Asset/ Liability monetary adjustment (**+R\$ 38 MM**)
- ✓ Others (**-R\$ 17 MM**)

CDI		IPCA	
3Q21	3Q22	3Q21	3Q22
1.21%	3.26%	2.38%	-0.37%

# 9M22 Results



## EBITDA

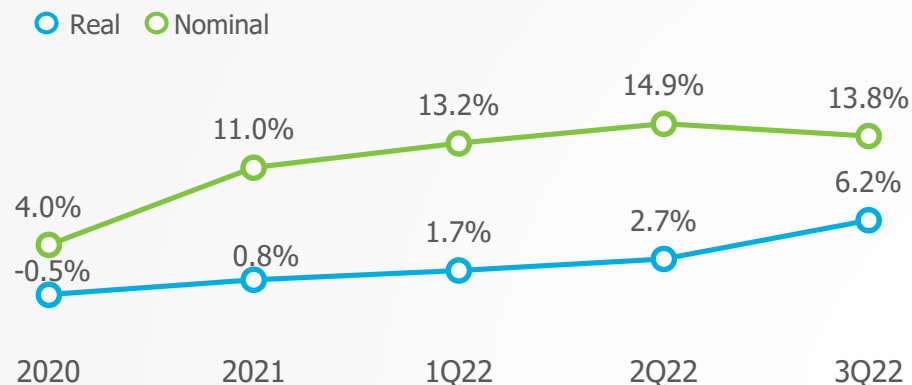
- ✓ Increase in Distribution segment (+28.2%), mainly favored by tariff adjustments between 3Q21 and 3Q22
- ✓ Transmission favored by CPFL Transmissão consolidation
- ✓ Generation reflecting GSF negotiation in 2021 and lower wind generation, partially offset by energy contract adjustments

## Net Income

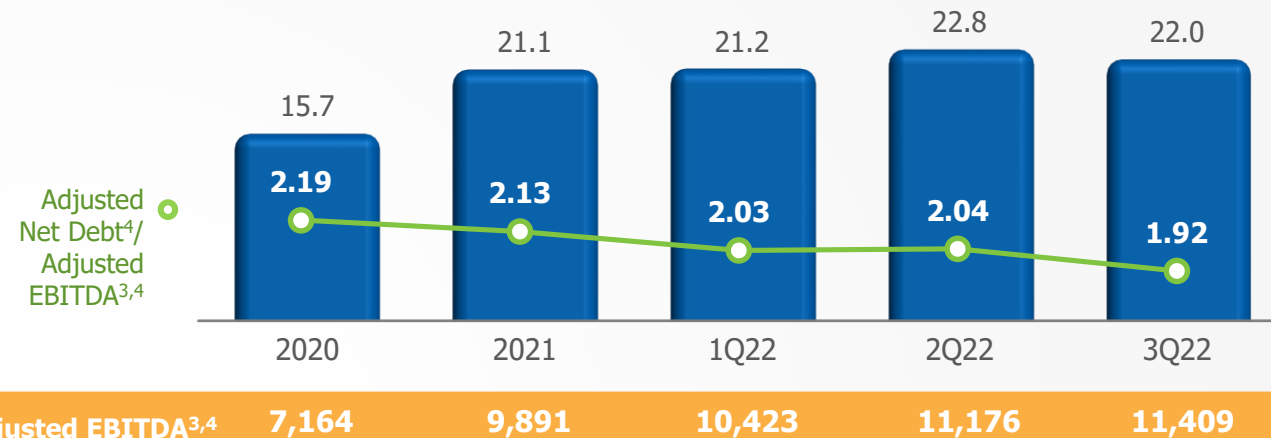
- ✓ Financial results impacted by higher cost of debt (CDI) and partially offset by higher regulatory assets monetary adjustment

# Indebtedness and leverage

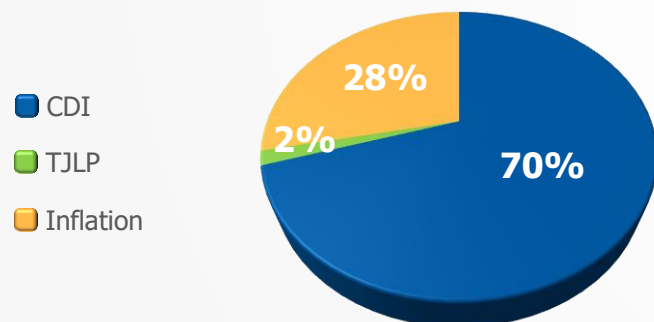
## Gross debt cost<sup>1</sup> | IFRS | End of period



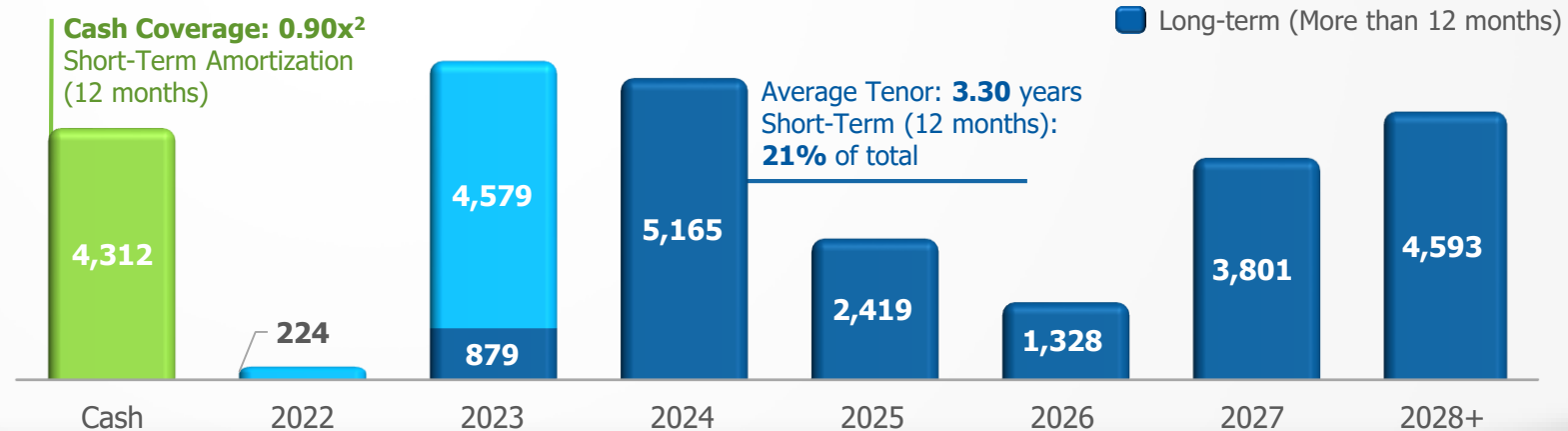
## Leverage | Financial covenants criteria | R\$ billion



## Gross debt breakdown by indexer<sup>1</sup> IFRS | 3Q22



## Debt Amortization Schedule | IFRS | End of period



1) Financial debt (-) hedge; 2) It does consider the amount of R\$ 284 MM of Marketable Securities, according to covenants criteria. 3) LTM EBITDA, including CPFL Transmissão in 2022, according to covenants criteria; 4) Adjusted by the proportional consolidation of Generation assets and CPFL Transmissão as well as considering SGBP's intercompany loan.



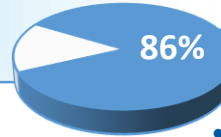
# Capex

**9M22**

**R\$ 4,163 MM**  
(+57.4%)

**3Q22**

**R\$ 1,606 MM**  
(+72.4%)

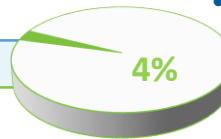


## Distribution

- Expansion, improvements and modernization of the grid with focus on Customer Service Works and the Electric System Expansion Plan
- IT / Vehicles / Equipment / Infrastructure

**R\$ 3,487 MM**  
(+61.8%)

**R\$ 1,375 MM**  
(+67.4%)



## Generation

- Maintenance plan of plants and farms
- Construction of Cherobim SHPP
- Suzlon and Siemens
- IT

**R\$ 162 MM**  
(-52.1%)

**R\$ 58 MM**  
(-19.1%)

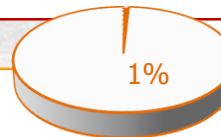


## Transmission

- Construction of Sul I and Sul II transmission projects
- CPFL Transmissão reinforcements and improvements

**R\$ 479 MM**  
(+433%)

**R\$ 155 MM**  
(+886%)



## Commercialization & Services

- IT (Software and Hardware)
- Infrastructure
- CPFL Eficiência, Telecom, Holding and Fintech

**R\$ 35 MM**  
(-43.7%)

**R\$ 18 MM**  
(-24.2%)

# CPFL's Commitment to Decarbonization



## Adherence to the UN Global Compact



MOVIMENTO  
**AMBIÇÃO NET ZERO**

**Climate Change**

- Emissions Reduction
- Goal Setting
- Engage Leadership



## Carbon Credits and I-REC sales

### Enabled Projects

Carbon Credits: **11**

I-REC: **29**

**Total Clients: 36**

  
**cpfl soluções**

**R\$ 24 MM**  
**Revenues**  
**9M22**



**Global Certification**



**Sustainability**



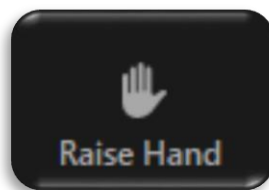
**Reputation**

**Benefits for  
the Client**



# Q&A

1<sup>st</sup> Step: Click on



2<sup>nd</sup> Step: ID yourself

- Your audio will be opened for you to ask the question **live** directly to the executives
- Inform your **name** and **institution**





Contact IR:



[ri@cpfl.com.br](mailto:ri@cpfl.com.br)