

**Corporate Presentation** 

Leading Utility
Company with
+100 Years of
Track Record

October/2025



### **Disclaimer**

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# **Agenda**

**01** Introduction

102 Industry Dynamics

03 | Operational Highlights

**104** | Financial Performance





### **Key Credit Highlights**









<u>1</u>

# **State Grid Main International Asset**

- Enhanced creditor protection is ensured through a cross-default mechanism between State Grid and CPFL
- State Grid is centered on the concept of "Global Energy Interconnection - GEI"
- GEI emphasizes long-term orientation, stability, localization and pursuing a path driven by technological leadership, capital investment, and sustainable operations

2

# Leading Utility Company

- One of the largest power companies in LatAm
  - Top performer and award-winning innovating Brazilian Utility

3

# Diversified and Integrated Platform

- Balanced and integrated portfolio across the three segments
- Premium concessions in densely populated and highincome areas

4

# **Solid and Disciplined Financial Profile**

- Robust cash generation and revenue predictability
- Proven track record of financial discipline and consistent leverage metrics throughout economic cycles



Baa2 / AAA.br BBB / AAA(bra)
MOODY'S FitchRatings



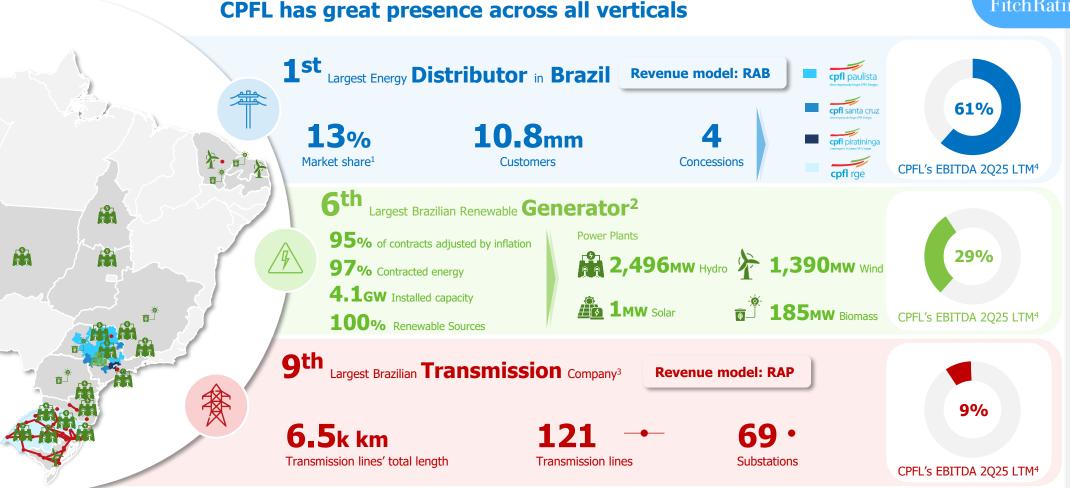
A1/A+/A

# CPFL at a Glance: One of the Largest Companies in Brazil with a Premium and Diversified Portfolio, Acting in a Well-Regulated Market

**CPFL Current Rating** 

MOODY'S FitchRatings

Baa2 / AAA.br BBB / AAA(bra)





Financial Highlights

As of 2Q25 LTM

R\$ 44.0bn

R\$ 13.3bn

R\$ 5.7bn

R\$ 6.0bn Capex

**R\$ 7.9** bn

**2.1**<sub>X</sub>
Net Debt / EBITDA<sup>4</sup>

### **One of the Leading Utility Companies in Brazil**



- Most premium distribution concessions in areas in Brazil in terms of income per capita and service quality levels
- 6<sup>th</sup> largest renewable generator in the country, with 100% of its installed capacity coming from renewable resources
- 9<sup>th</sup> largest transmission company in Brazil
- 4 board members from State Grid, the largest power company in the world

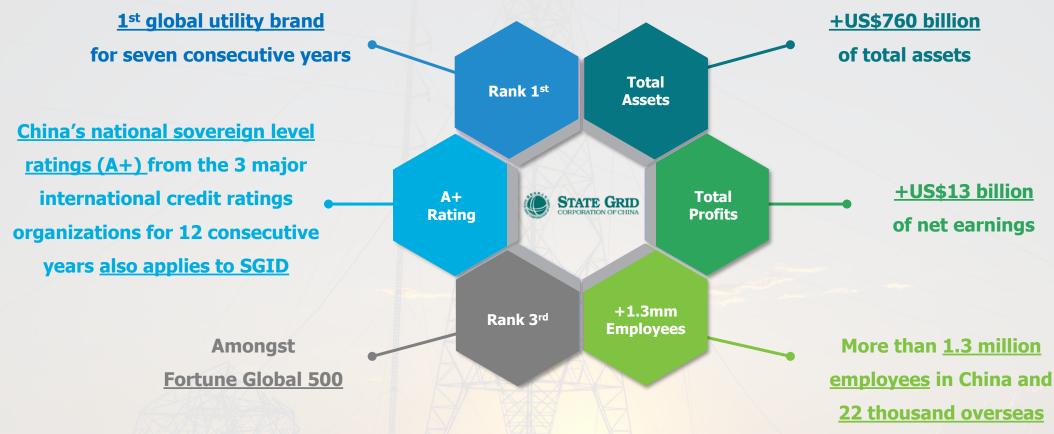


### **Controlling Shareholder - State Grid Corporation of China (SGCC)**

State Grid International Development (SGID) – Sole platform for overseas investments of SGCC







Note: Data base as of 2024

### **Controlling Shareholder – Strong Support**

### **Shareholder Support from State Grid**

- Strategically relevant to State Grid, contributing approximately 49.6%¹ of SGID's consolidated EBITDA
- A default by the Company will trigger cross-default clauses at the SG level
- State Grid has historically supported the Company through shareholder loans and debenture subscriptions
  - State Grid has a current balance of~R\$ 6.5bn of CPFL's debt
- State Grid is fully committed to support liquidity and maintain leverage at the CPFL level
- One of the key strategies of State Grid is being a longterm holder, without historic of divestitures

### **Operational Synergies**

- Strong cooperation across multiple dimensions, including engineering, ESG, standards, insurance and digital transformation.
- This shared platforms improve risk management, ensure alignment with Group-level policies and support performance consistency across geographies
- CPFL is deeply integrated into SGID's strategic, operational, financial, and risk management frameworks.
- This solid support reflected to achieve a global rating above Brazil's sovereign rating

### **Rating Agencies Credit Overview:** Only Brazilian Utility with Global Investment Grade Rating

#### **CPFL's Rating Strengths Overview**

- Strategic importance and continued support from its parent company (SGID), including strategic alignment between the entities, structural linkages including **cross-default acceleration** and a track record of financial support
- SGID demonstrated shareholder commitment through meaningful and flexible intercompany loans and strong degree of influence in key **decisions** and the presence of **key executives** from the parent in the Brazilian company's board.
- CPFL is one of the largest distribution companies in Brazil and has a wellestablished market position among the largest private energy companies in the country
- Leverage ratios have remained largely consistent over the past three years despite increasing levels of investments, reflecting a prudent financial policy
- The company's long-term power purchase agreements (PPAs) agreements are established at predetermined rates and are adjusted annually for **inflationary pressures**, thereby bolstering CPFL's consistent and foreseeable income stream
- CPFL's transmission segment is an extra stream of reliable inflows, exceeding BRL 1.1 billion from availability-based payments tied to its long-term transmission concessions that are exempt of volume risk. The concession terms have weighted average maturity of 17 years





Global Scale

Global Scale / Brazilian Scale



**A1** 

Negative

Baa2 / AAA.br

Stable

Two notches above Sovereign rating

### **FitchRatings**

Stable

BBB / AAA(bra)

Stable

Three notches above Sovereign rating

S&P Global Ratings

NR / brAAA Stable

A+ Stable



02

Industry Dynamics



### **Brazilian Power Sector Overview**

A market with high growth across distribution, generation and transmission, with expansion fueled by the potential nation's rising per capita energy demand and the imperative for substantial grid infrastructure investments to accommodate evolving market dynamics

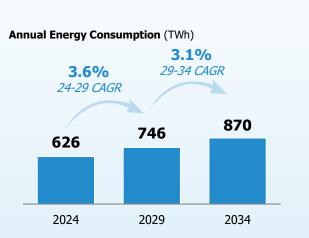




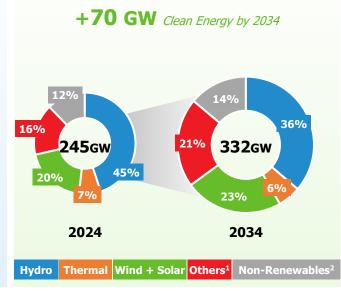


# Distribution Regulated Revenue Model

+39% expected growth of annual energy consumption by 2034

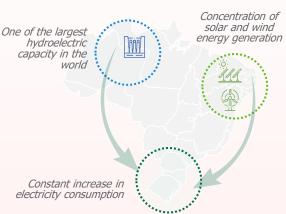


# **Generation Non-Regulated Revenue Model**



# Transmission Regulated Revenue Model

+30k km R\$129 bn
of additional transmission in investments expected until
lines by 2034 2034



Despite its size, Brazil presents **shy per capita consumption** compared to global countries and is expected to **grow 33%** in **the next 10 years** 

Electricity Consumption per Capita Worldwide in 2024 (MWh)



Source: Statista and EPF

### **Brazilian Power Sector Structure**

### **Distribution**

- **Exclusive concessions per geographic area**, delivering electricity to final consumers
- Tariffs defined and periodically reviewed by ANEEL (regulator) to pass-trough energy purchase, transmission charges, investments and efficiency targets
- Presence of a regulatory cost of capital ("WACC") to define the allowed return on the Regulatory Asset Base ("RAB") of distributors
- Additional tariff component to remunerate the company's regulatory cost of capital metric ("WACC")

#### Generation

- Power Purchase Agreements (PPAs) signed either in the Regulated Market (ACR) with distributors or in the Free Market (ACL) with large consumers
  - PPAs allocate risks between generators and offtakes, reducing uncertainty and facilitating project finance trough stable cash flows
- Presence of risk sharing mechanisms for hydro plants, such as GSF (Generation Scaling Factor) and MRE (Energy Reallocation Mechanism)
- **Existence of tax incentives for renewable sources**

#### **Transmission**

- Stable regulation: government-regulated and stable track record
- **Predictable revenues:** 30-year take-or-pay contracts adjusted by inflation
- No volume risk: Payment based on grid availability, regardless of the volume of energy transported
- Low credit risk: RAP is purchased directly by generators, distributors and free consumers with solid guaranteed mechanism



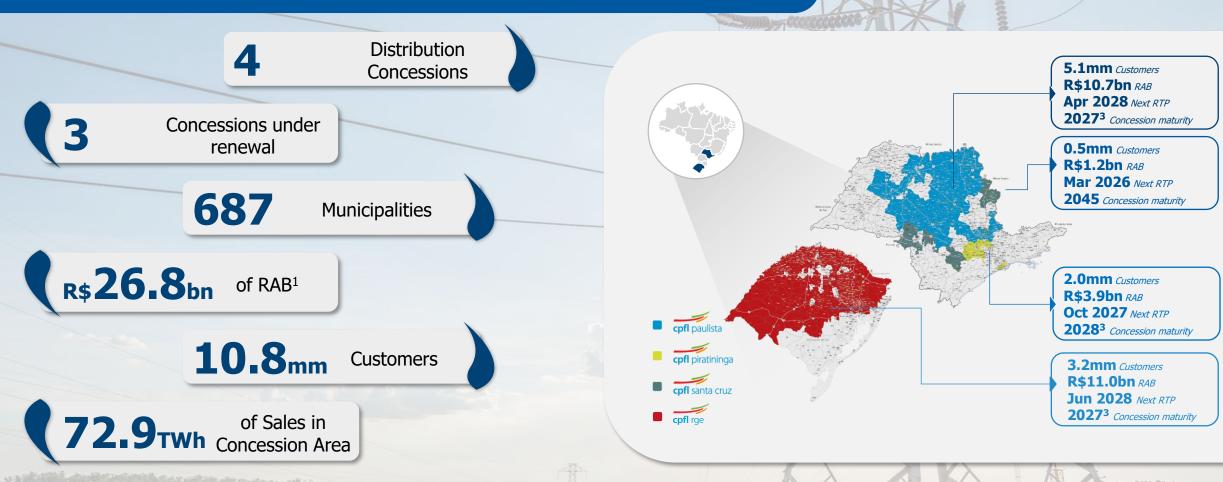
03

Operational Highlights



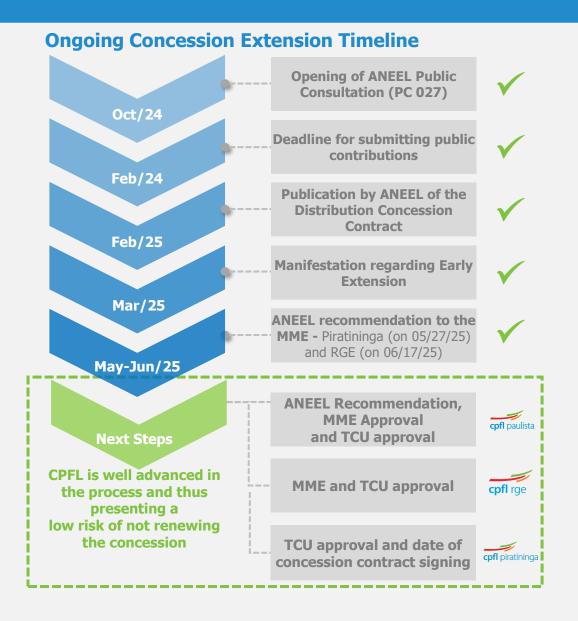
### **CPFL Distribution Business**

Most premium concessions areas in Brazil in terms of income per capita and service quality levels



Notes: <sup>1</sup> Net RAB. <sup>3</sup> In March 2025, the company filed for the extension of the concession terms. The expectations for the renewals are high and the main terms are: (i) adoption of IPCA as the only inflation index to be applied into the tariff's adjustments; (ii) possibility for the distributor to chose between maintaining the current price-cap regulatory model or changing to a revenue-cap one; (iii) possibility for annual recognition of investments; (iv) window tariff reviews will be set to 5 years for all distributors.

### **CPFL Distribution Business: Concession Extension**



### **CPFL** is in compliance with changes in the new concession:

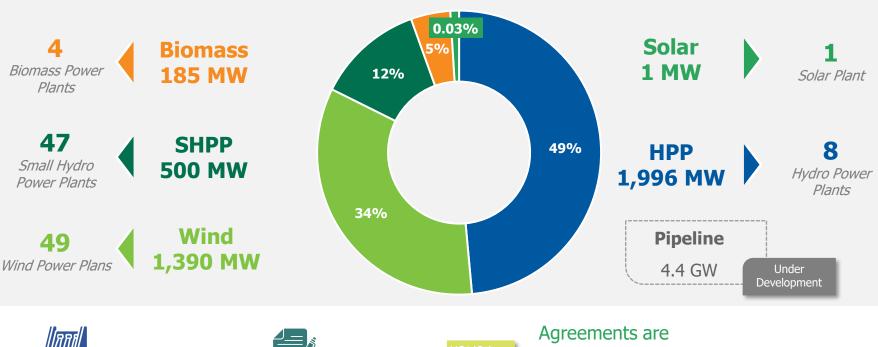
- Stricter quality targets and concession termination triggers
- Incentive clauses for the modernization of the distribution network
- Definition of a **risk matrix** between the granting authority and the concessionaire
- Clauses with **investment plan obligations** aimed at increasing the resilience of the network
- Limits on dividends/IOE if key indicators are missed
- **Explicit ban** on anticompetitive conduct

#### 19 companies have requested the concession renewal:

Status	n° Companies
Under ANEEL analysis¹	10
Recommended by ANEEL and pending MME and/or TCU	7
Renewed for more 30 years	2

### **CPFL Generation Business**

### **Current Installed Capacity Breakdown**



4,072 MW of installed capacity 6th largest Renewable generator in the country<sup>1</sup> 100% renewable resources



89% of hydro capacity protected from

GSF<sup>2</sup>



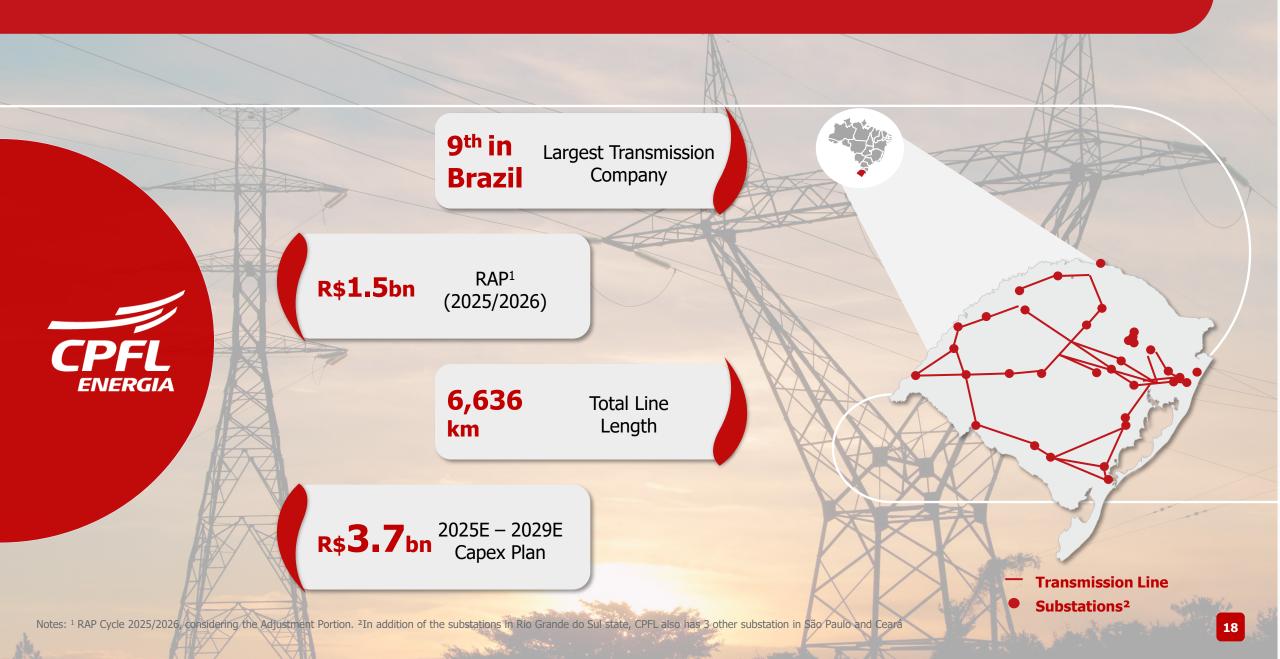
97%
of total capacity
contracted in
long-term contracts



### **Challenge**

Curtailment for wind power (LTM 2% EBITDA)

### **CPFL Transmission Business**

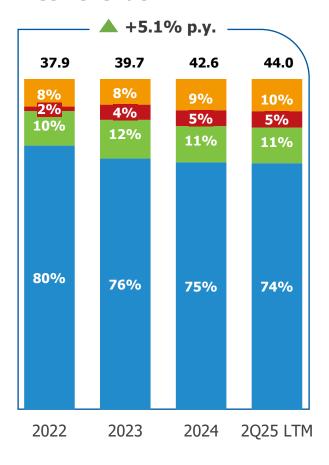




### **Consolidated Financial Performance**

In R\$ billions, unless otherwise stated

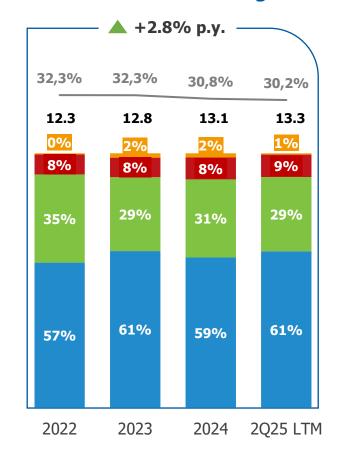
#### **Net Revenue<sup>1</sup>**



Generation

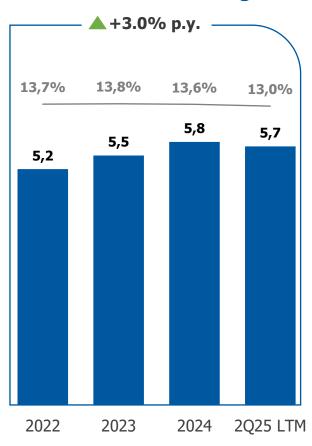
Distribution

#### **EBITDA & EBITDA Margin**



Transmission Commercialization, Services and Others — Margin

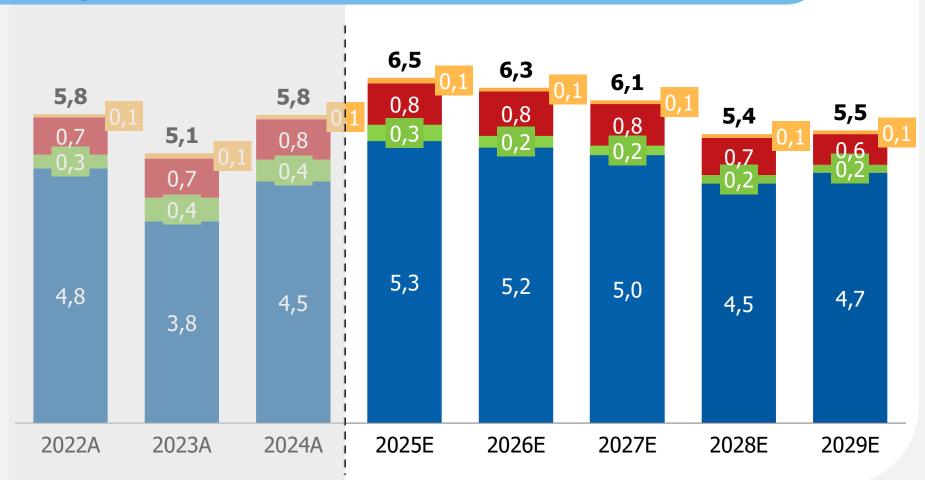
#### **Net Income & Net Margin**



### **Capex Evolution**

In R\$ billions, unless otherwise stated

# **Stable Historical And Projected Capex, Concentrated In Regulated Distribution With Predefined Remuneration**



Total Future
Capex
R\$ 29.8
billion

Commercialization & Services

R\$ 0.4 bn

**Transmission** 

R\$ 3.7 bn

Generation

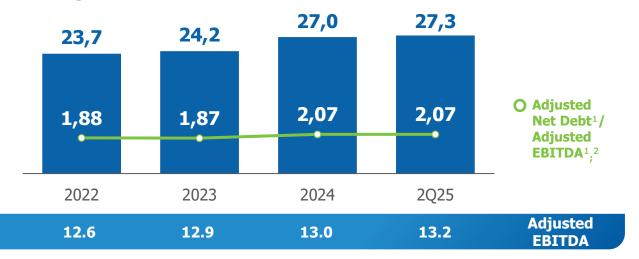
R\$ 1.0 bn

Distribution<sup>2</sup>

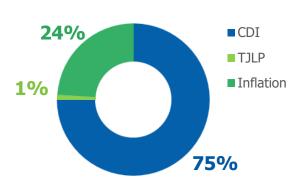
R\$ 24.7 bn

### **Debt Profile**

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



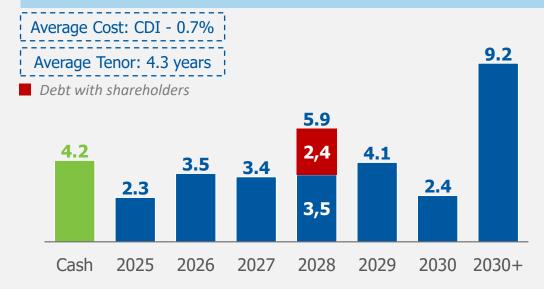
## Gross debt breakdown by indexer<sup>3</sup> | IFRS | 2Q25



### **Debt Portfolio Highlights**

- CPFL has an extensive track record accessing the
   Brazilian capital markets, successfully raising
   R\$7.5bn through debenture issuances in 2025.
- Beyond capital markets, CPFL secured a R\$3.0 billion shareholder loan from SG in September 2025.
- In line with its financial policies, CPFL maintains no exposure to foreign currency risk

### **Debt Amortization Schedule<sup>4</sup>** | IFRS | R\$ billion | 2Q25



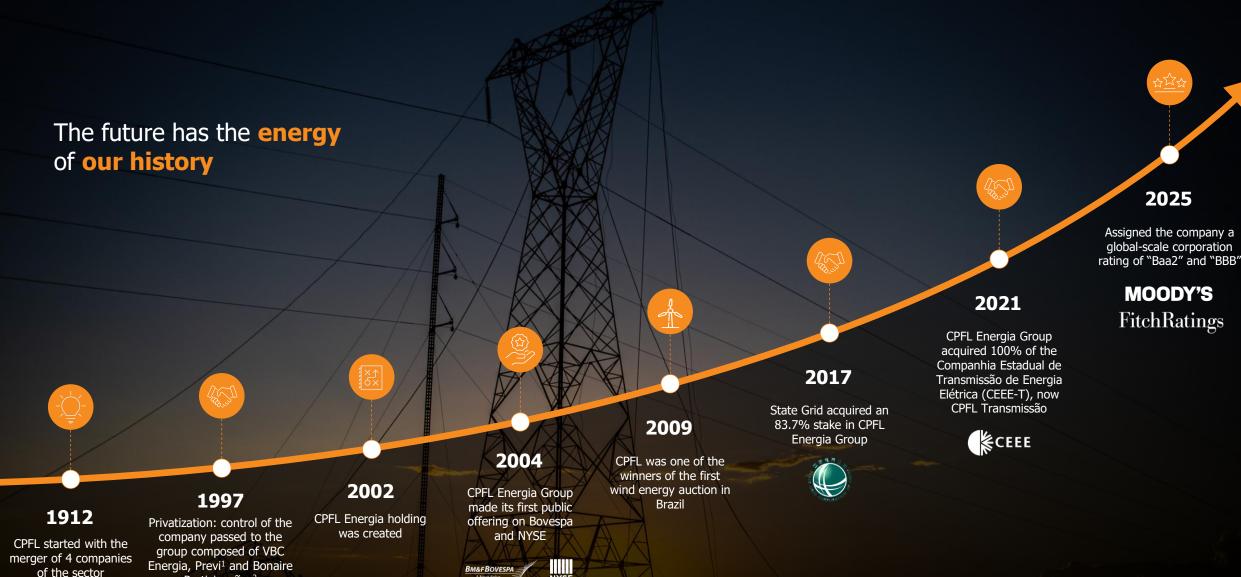
#### **Debt Service Paid** | R\$ billion



Notes: <sup>1</sup> LTM EBITDA. <sup>2</sup> Adjusted by the proportional consolidation as well as considering SGBP's loan agreement. <sup>3</sup> Financial debt (-) hedge. <sup>4</sup> Considers only principal and derivatives.



### +110 years of Successful Track Record

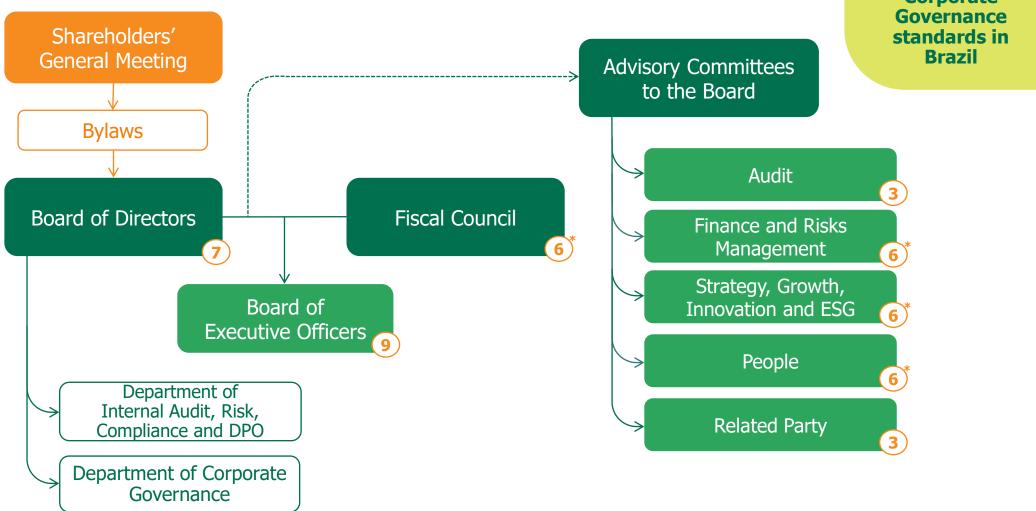


Participações<sup>2</sup>

### **High-Standard Corporate Governance**

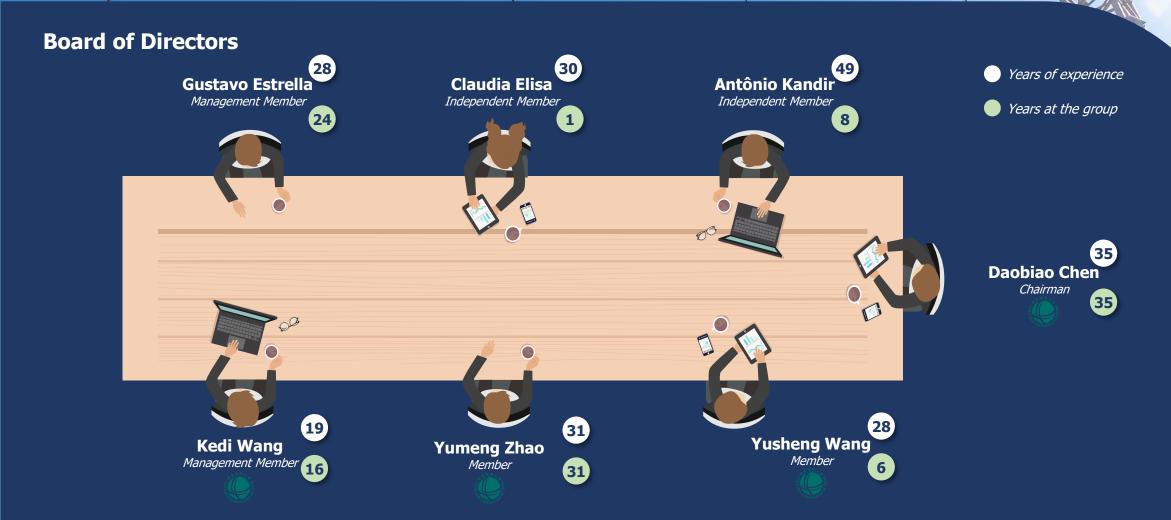
**CPFE B3** LISTED NM

**Highest Corporate** 

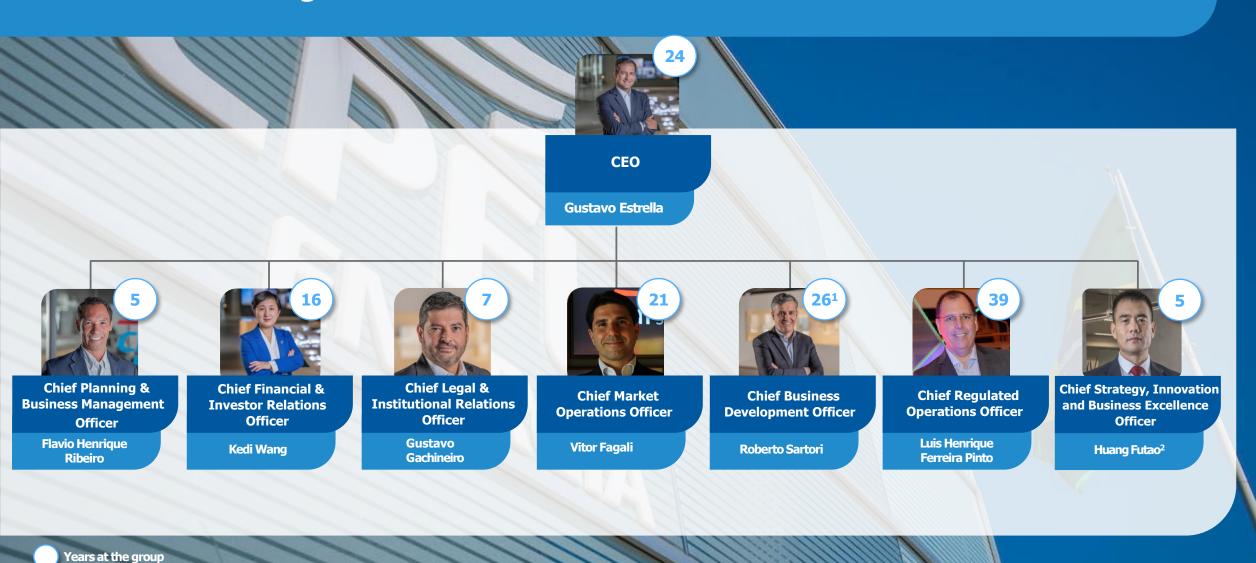


### **Shareholder Structure & Corporate Governance**

CPFL's Unique Strength: Experienced Board of Directors with One of the Largest Power Company Globally as Controlling Shareholder

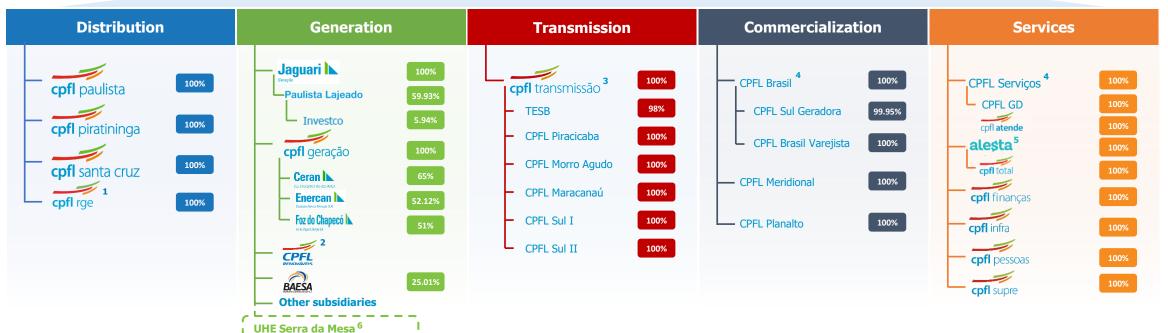


### **Executive Management Team**



### **Corporate Structure**





Reference date: 06/30/2025

Notes: ¹ RGE is controlled by CPFL Energia (89.0107%) and CPFL Brasil (10.9893%). ² CPFL Renováveis is controlled by CPFL Energia (51.00%) and CPFL Geração (49.00%). ³ CPFL Transmissão is controlled by CPFL Brasil (100%). ⁴ CPFL Soluções = CPFL Brasil + CPFL Serviços. ⁵ Alesta is controlled by CPFL Energia (99.99%) and by CPFL Brasil (0.01%). ⁶ It is not a matter of equity interest, only the right to represent 51.54% of the availability of power and energy of Serra da Mesa HPP, regarding the Power Purchase Agreement between CPFL Renováveis and Eletrobras.



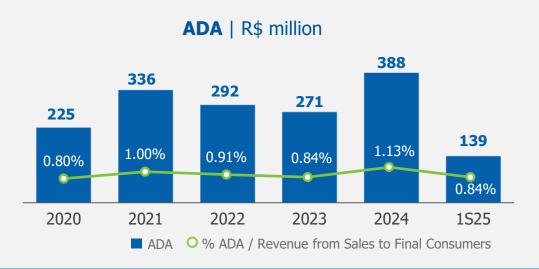
### **Distribution Concessions**

### **Concessions Breakdown**

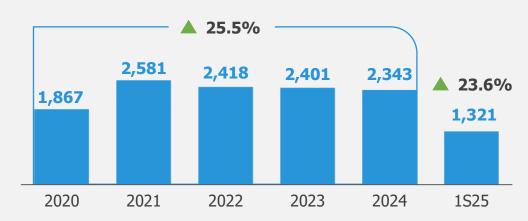
	<b>cpfl</b> paulista	<b>cpfl</b> piratininga	cpfl santa cruz	cpfl rge	Total
Concession Maturities	2027	2028	2045	2027	-
Readjustment Index	IGPM	IGPM	IPCA	IGPM	-
Municipalities Covered	234	27	45	381	687
Concession Area (km²)	90,485	6,954	20,250	182,904	300,593
Transmission and Distribution Lines (km)	144,267	29,147	24,864	159,680	357,958
# of Substations	295	59	74	166	594
# of Consumers ('000)	5,072	1,988	517	3,142	10,719
# of Inhabitants (mm)	10.3	4.4	1.1	7.1	22.9

### **Delinquency and Energy Losses**

### **Delinquency**



#### **Collection Actions** | Power cuts | thousands



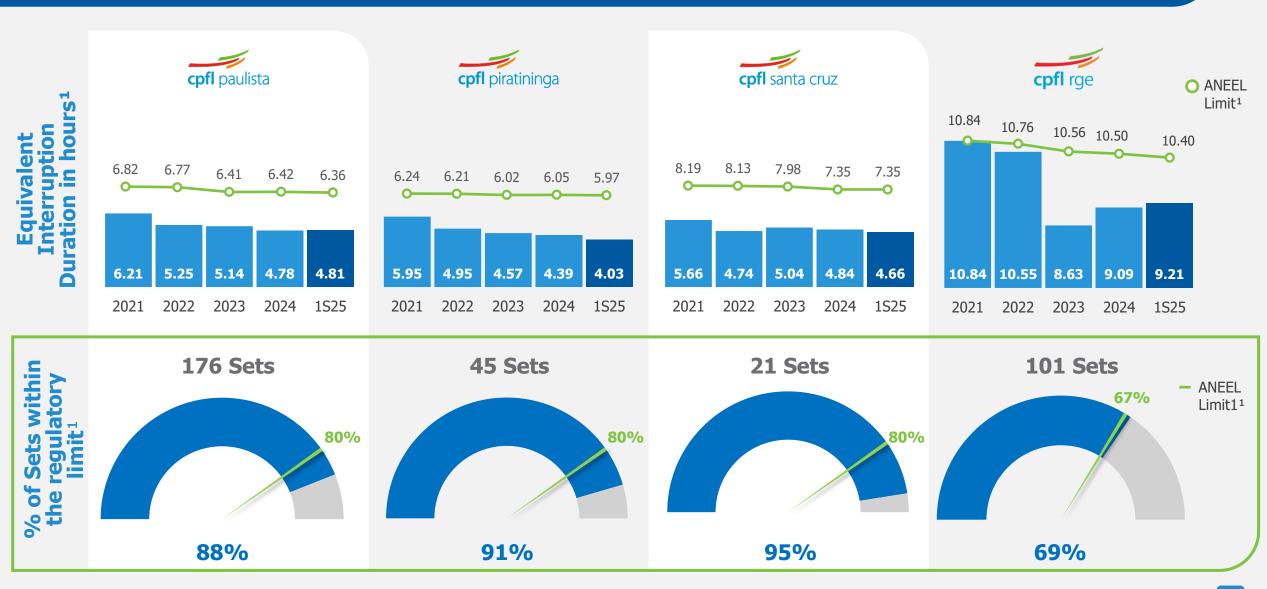
### **Energy Losses**

12 Months Accumulated	Jun-24	Jun-25	ANEEL1
CPFL Paulista	9.48%	9.18%	8.54%
CPFL Piratininga <sup>2</sup>	7.59%	7.62%	6.03%
RGE <sup>3</sup>	9.93%	9.93%	9.51%
CPFL Santa Cruz	8.02%	7.68%	9.11%

#### **Intensified actions against frauds | 2Q25:**

- Blindage of electrical borders and internal substations
- · Mapping of energy losses through microbalances
- 101.8 thousand fraud inspections performed in consumer units
- Replacement of +8.6k obsolete/defective meters for new electronic meters
- Visit in 16.5k consumer units inactivated for cutting in cases of self-reconnection
- Regularization of 48.4k consumer units, with increase of consumption and without contract
- Regularization of 587 clandestine consumer units, most of which having the need of CPFL Energia's grid construction
- Market discipline through 120 news in media related to CPFL operations to fight fraud and theft

### **Quality Indicators - SAIDI**

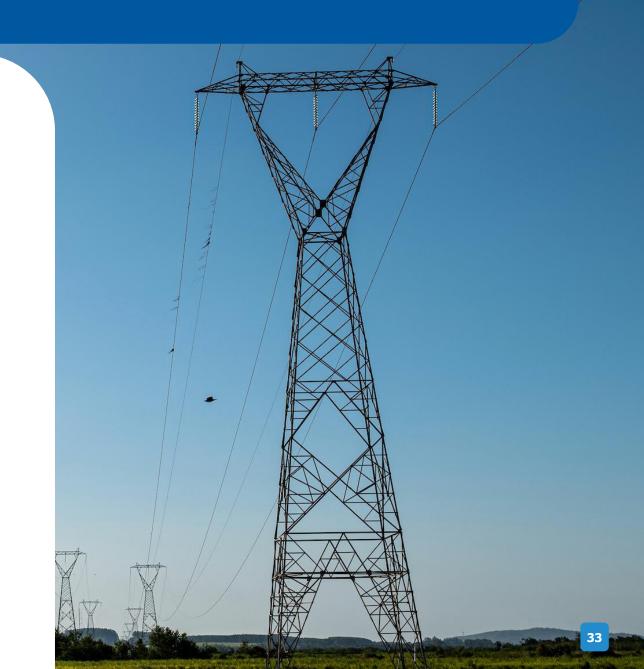


Notes: 1 Referring to: 06/30/2025.

### **Quality Indicators - SAIFI**

### **Equivalent Frequency of Interruption** | in times







Appendix Overview of Innovation Projects



### **Innovation Projects**



#### What is ADMS?

"Advanced Distribution Management System" is the fully integrated smart control system for Utilities. The CPFL project is the largest and most complete implementation of ADMS in Brazil.

### **Improvements:**

- Fully unified system with operator productivity increasing
- Several automatic energy restoration possibilities
- Prepared to receive data from future Smart Grid
- Real time fault location
- · Voltage control
- Energy grid sensors
- Simulations
- Process automation and beyond...

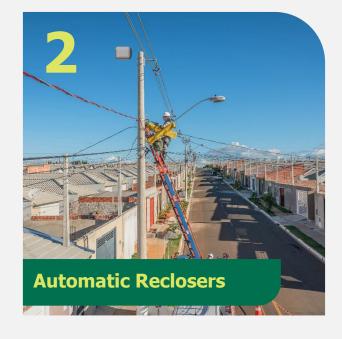
### **Indicators Impacts:**

SAIDI, SAIFI, Compensatory Fines and Losses

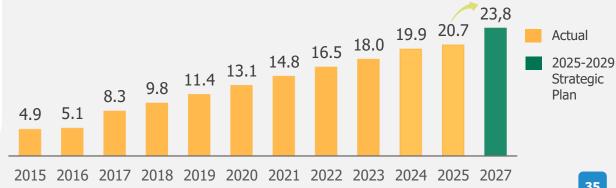


### **Expected results:**

- Reduction of interruption time for clients
- Reduction of displacement of field teams
- Increase of operational efficiency



#### **Installation of Automatic Reclosers | thousands**



### **B Smart Project**

2030 ESG Plan **Safe & Reliable Business** 



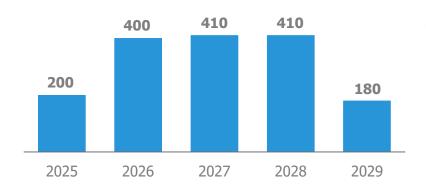
R\$ 1.2 billion

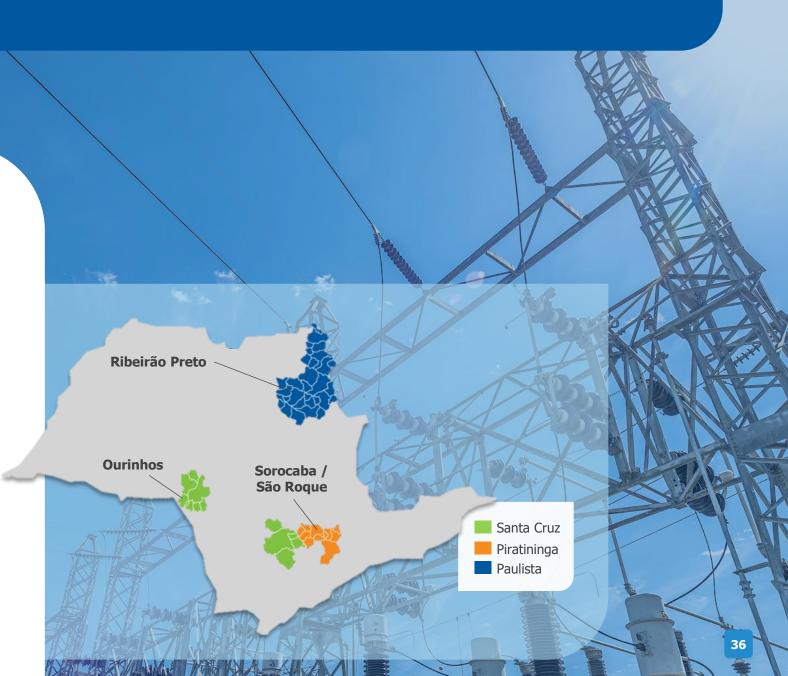
1.6 million

Investment

Meters

**Meters Replacement Plan |** Thousands





### **Electrical Mobility**



# **Expansion of fleet electrification and creation of the Green Corridor**

Electrification of 4 new operational bases, with different characteristics, to complement the studies already carried out and validate the use of electric vehicles in CPFL's operations.

Creation of an electric corridor connecting cities on strategic routes within CPFL's concession area, guaranteeing safe and efficient operations.

#### **Electric Bus**

Experienced the application of an electric bus as an internal circular on the Unicamp campus, evaluating and monitoring the parameters and impacts in real time:

- + **75,000** km traveled
- 54% CO<sub>2</sub> reduction compared to diesel

# Electrification of 100% our operational fleet in Indaiatuba

Use of 21 electric vehicles, including passenger, utility and truck models in Indaiatuba city:

- + 1mi km driven
- + 350 MWh

# **Electric Mobility Services Platform**

It involves the operation of electric stations in the city of Campinas, offering a high quality recharging service for electric vehicle owners.

- + 4,300 users
- + 2 million km



- Installation of charging stations with batteries and solar generation
- Model focused on usability, low impact on the network and sustainability

### "Second Life":

reutilization of used electric-vehicle batteries

Methodology to reuse used battery cells.

Prototype built:

- Energy: 8 kWh
- Voltage: 48V
- Power: 3kW



#### **Plan ESG 2030:**

P1. Renewable & Smart Solutions

**C4.** Reach at least 15% of Electrified Fleet (aerial lift trucks) in Distribution companies by 2030

### **Bill's Collection Digitalization**

#### **Customer Digitalization**

New features on web

- 6.8 MM active users on App
- 5.1 MM Digital Bills (no paper)
- 92.0% of interactions through digital channels (Site, App, WhatsApp, totems)



#### **Self-Service Totems**

41 agencies 98 accredited 186 equipment

In 2025 there were more than 5.7 million self-service transactions



### **Actions Implemented**

#### Pix

- Campaign with prizes to promote the PIX payment
- Modernization and simplification of bill by email
- Pioneer in payment initiators for digital accounts - Partnership with Bradesco
- Ease in PIX "Copy and Paste" in the account by e-mail
- Account Only with QR Code PIX<sup>1</sup>
- Account withdrawal on the same day
- Bill paid notification in the App and at the Agency
- Cancellation of collection and power cuts

VISA





### Payment Channels at CPFL Energia (%)

Jan-2020 Jun-2025

#### Cash

Lotterv

Cashier









### **E-Payments**

Banking Accredited

- PIX
- Internet Banking
- Payment Slip
- Automatic Debit
- Bill<sup>2</sup>





### **Opportunities in Energy Commercialization**

#### A brand to bring to customers a full energy solution



# Financial Services

(in energy bill)

**Credit:** provides for discos' clients the option of payment of overdue bills in installments

#### **Service payments:**

insurance, newspaper subscription and others



# I-RECs and CERs

Renewable Energy Certificates (I-RECs), along with energy sales in the commercialization business

Sale of Carbon Credits



#### **Datacenters**

Strong and fast growth in Brazil, mainly in CPFL's concession area, with great perspectives

Good conditions for industry:

- Renewable energy at low prices
- Energy supply with high quality
- Telecom infrastructure

Brazilian Installed Capacity:

• Current: 1 GW

• Potential: 15 GW



# Free market for low voltage customers

New opportunities with the upcoming liberalization for low voltage customers



### Green Hydrogen

R&D Project in partnership with Mizu Cimentos to produce Green Hydrogen

Incipient industry with high potential in Brazil in the years to come



D

Appendix Sustainability



### **CPFL ESG Plan 2030**

**SUSTEINABILITY DRIVER** 

Provide sustainable, accessible and reliable energy to all walks of life, and enhance a safer, healthier and prosperous life of people in regions where we operate

**TRENDS IN THE POWER SECTOR** 

**Energy matrix transition** 

**Smart network** 

**Market Liberalization** 

**Customer Centricity** 

**OBJECTIVE** 

Power the transition to a more sustainable, safe and smart way of providing and using reliable energy, maximizing our positive impacts in the society.

**PILLARS** 



Providing the solutions for a carbon neutral future



**SUSTAINABLE OPERATIONS** Aiming for the smallest possible environmental footprint



**SHARED VALUE WITH** SOCIETY

Creating shared value with our stakeholders



**SAFE & RELIABLE BUSINESS** 

Fostering a culture of safety and responsibility



# **Our 6 Strategic Pillars Operational Corporate Financial Synergistic** Customer **Sustainability Efficiency Governance Discipline Growth Focus**

### **Sustainability in Our Strategy**

Sustainable value creation exploiting the **Triple Bottom Line** 







+

**Megatrends** in the power sector

Transition to a low carbon matrix





Changing customer profiles and habits

New technologies and digitalization





Regulatory framework modernization **How we deliver** our

strategic goals and targets **is as important** 

as delivering them





ESG PLAN 2030 incorporating Climate Change aligned with the Strategic Plan

### **CPFL ESG Strategy**

Power the transition to a more sustainable, safe and smart way of providing and using reliable energy, maximizing our positive impacts in the society.



Renewable & smart solutions

Providing the solutions for a carbon neutral future



**Sustainable** operations

Aiming for the smallest possible environmental footprint



**Shared value** with society

Creating shared value with our stakeholders



Safe & reliable business

Fostering climate resilience and a culture of safety and responsibility

#### **Our long-term vision**

#### Decarbonization

Promote a carbon neutral business, grounded in renewable energy and lean emissions

Smart energy

Promote and implement smart energy solutions

#### Ecoefficiency

Continuously advance in the efficient use of natural resources

#### Circular economy

Integrate a circular perspective into our business operation

Biodiversity

Potentialize our net positive impact in the biodiversity

#### Client relationship

Foster a customer-oriented culture

#### Community

Be part of the solution to our communities' social challenges

#### Diversity

Create an inclusive culture, leveraging the diversity potential

**Sustainable procurement** 

Promote the sustainable development of our supply chain

#### Health & safety

Guarantee a safe and healthy environment to all

#### Corporate governance

Strive for the best standards of governance and integrity

#### Cybersecurity & data protection

Ensure transparency and alignment with best practices for cybersecurity and data protection, considering the constant digital evolution and emerging technologies.

#### Climate resilience

Potentialize the resilience to climate change and continuously advance in the management of risks by 2030.