





## **Initial Guidelines**

#### **Simultaneous Translation into English:**





For the English version of the presentation, please access: www.cpfl.com.br/ir

#### **Q&A Session**



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





Highlie

# Load in the concession area: -3.0% in 4Q21 and +3.4% in 2021

- EBITDA: R\$ 2,544 MM (+32.4%) in 4Q21 | R\$ 9,160 MM (+35.1%) in 2021
- Net Income: R\$ 1,331 MM (+34.5%) in 4Q21 | R\$ 4,854 MM (+30.9%) in 2021
- Net Debt: R\$ 21.1 billion | leverage: 2.13x
  Net Debt/EBITDA<sup>1</sup>
- Capex: R\$ 1,351 MM (+53.6%) in 4Q21 R\$ 3,997 MM (+42.3%) in 2021
- Regulatory asset: **R\$ 3.2 billion in** Dec-21





# Management Proposal: dividends of R\$ 4,540 million, R\$ 3.94/share, 100% payout of distributable net income

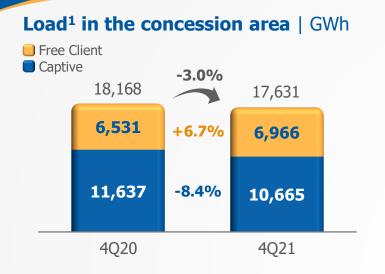
- R\$ 804 million, R\$ 0.70/share, paid in Dec-21
- Complementary dividends of R\$ 3,736
   million, R\$3.24/share, to be paid until
   Dec-22
- Acquisition of 66.1% of CPFL Transmissão for R\$ 2.67 billion
- New business in operation:

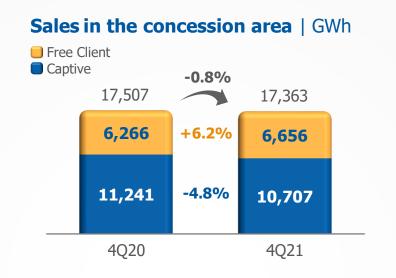
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- Wind Complex of Gameleira
- Alesta, CPFL Energia's fintech

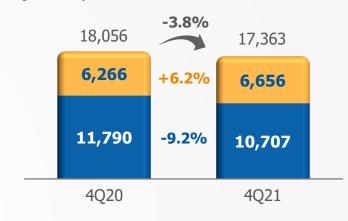


## **4Q21 Energy Sales**





## **Sales in the concession area** | GWh Adjusted by Aneel's Resolution No. 863/2019



#### **Sales by consumption segment** | GWh

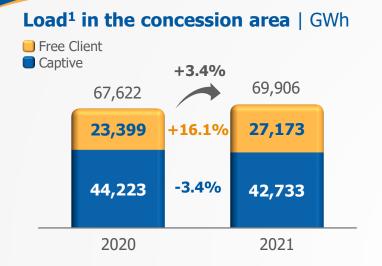


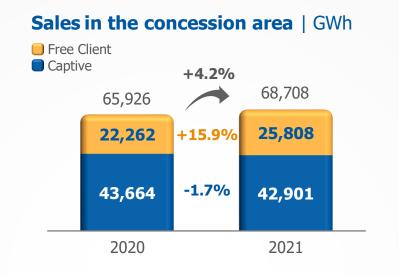
#### Main impacts by segment | %

	Resid.	Indust.	Commer.	Others	Total
Billing calendar	0.2%	0.0%	0.1%	0.0%	0.1%
Temperature	-5.9%	0.0%	-6.1%	-0.6%	-2.9%
Migrations	0.0%	0.0%	0.0%	-7.8%	-1.3%
DG	-1.7%	-0.2%	-2.3%	-0.7%	-1.1%
REN.863/2019	0.0%	3.6%	6.3%	6.5%	3.3%
Macro/Others	1.6%	-0.5%	8.3%	-3.9%	1.0%
Total	-5.7%	2.9%	6.5%	-6.4%	-0.8%

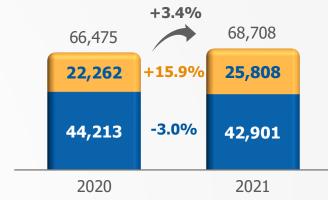


## **2021 Energy Sales**

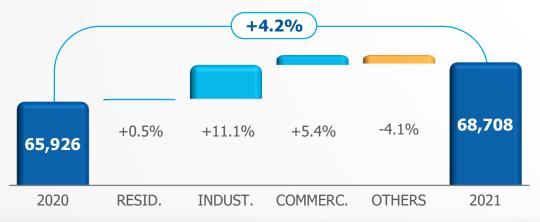




## **Sales in the concession area** | GWh Adjusted by Aneel's Resolution No. 863/2019



#### **Sales by consumption segment** | GWh



#### Main impacts by segment | %

	Resid.	Indust.	Commer.	Others	Total
Billing calendar	-0.1%	-0.1%	0.0%	-0.1%	-0.1%
Temperature	-1.8%	0.0%	-1.7%	-0.1%	-0.8%
Migrations	0.0%	-0.1%	0.0%	-5.4%	-1.0%
DG	-1.4%	-0.2%	-1.9%	-0.6%	-0.9%
REN.863/2019	0.0%	1.0%	1.5%	1.7%	0.9%
Macro/Others	3.8%	10.4%	7.5%	0.5%	6.2%
Total	0.5%	11.1%	5.4%	-4.1%	4.2%



## **Growth by segment in 2021 | Adjusted figures<sup>1</sup>**



The movement of easing restrictions on activities and social distancing along the year contributed to lower growth rates for residential segment, while industrial and commercial segments resumed to pre-pandemic levels. Total increase in 2021<sup>1</sup> was **6.2%**, compared to a GDP of 4.6%

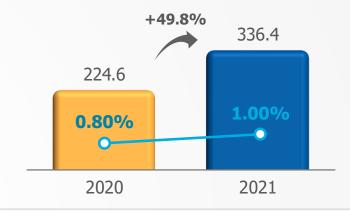


## **Delinquency**

#### ADA | R\$ million

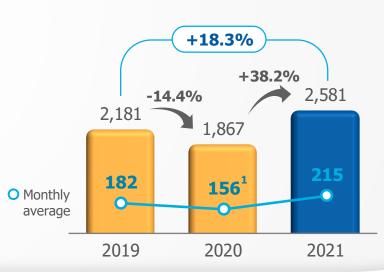
■ ADA ○ % ADA / Revenue from Sales to Final Consumers





#### **Collection actions | Power cuts** (thousands)







## **Energy Losses**

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

■ CPFL Energia ○ ANEEL Limit



	Dec-20	Dec-21	Limit
CPFL Paulista	9.42%	9.02%	8.46%
CPFL Piratininga	7.69%	7.40%	6.51%
RGE	9.62%	9.30%	9.15%
CPFL Santa Cruz	7.77%	7.78%	8.36%



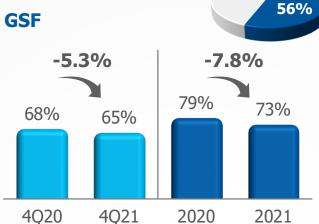


## 4Q21 and 2021 Generation

#### **Average PLD** (SE/CW – R\$/MWh)



#### **GSF**



Hydro

#### **Wind – Generation** (GWh)



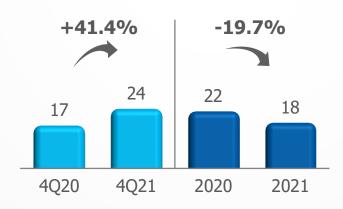
Wind



#### $HPPs^1 - Flow - m^3/s$



SHPPs - Flow - m $^3/s$ 



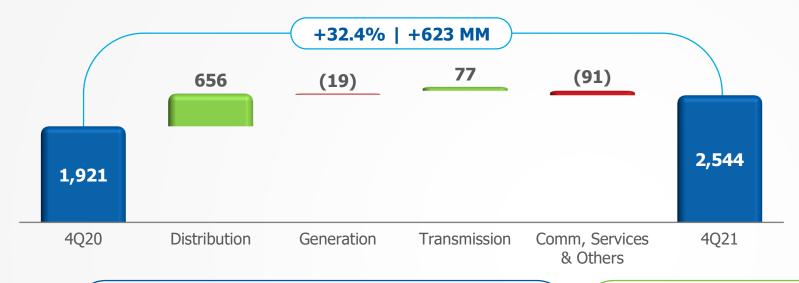
#### Wind – Availability



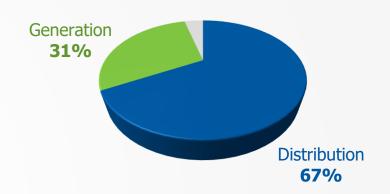


## **4Q21 Results**

#### **EBITDA** performance by segment | R\$ million



## EBITDA breakdown by segment



#### Distribution: +R\$ 1,763 million (+59.2%)

- ✓ Market / Tariff (+R\$ 463 MM)
- ✓ Concession financial asset (+R\$ 181 MM)
- ✓ Other Revenues (+R\$ 42 MM)
- ✓ ADA (-R\$ 23 MM)

✓ Others (-R\$ 7 MM)



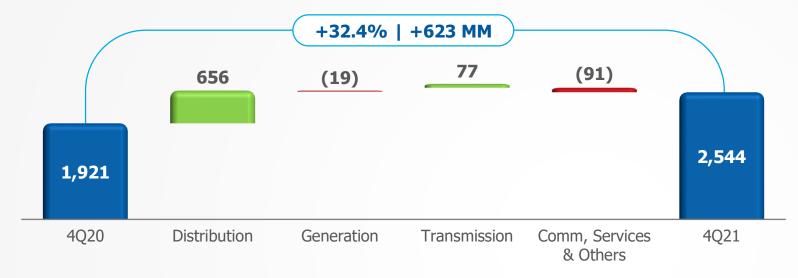
#### Generation: +R\$ 738 million (-2.5%)

- ✓ Energy contract readjustments (+R\$ 203 MM)
- ✓ GSF (+R\$ 19 MM)
- ✓ GSF solution in free market recorded in 2020 (-R\$ 140 MM)
- ✓ Lower wind farms generation (-R\$ 29 MM)
- ✓ Others (-R\$ 71 MM)

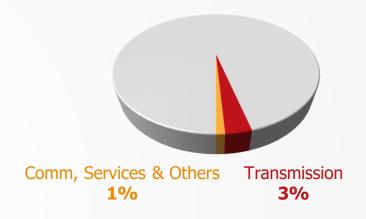


## **4Q21 Results**

#### **EBITDA performance by segment** | R\$ million



## EBITDA breakdown by segment



#### Transmission: +R\$ 88 million (+703.7%)

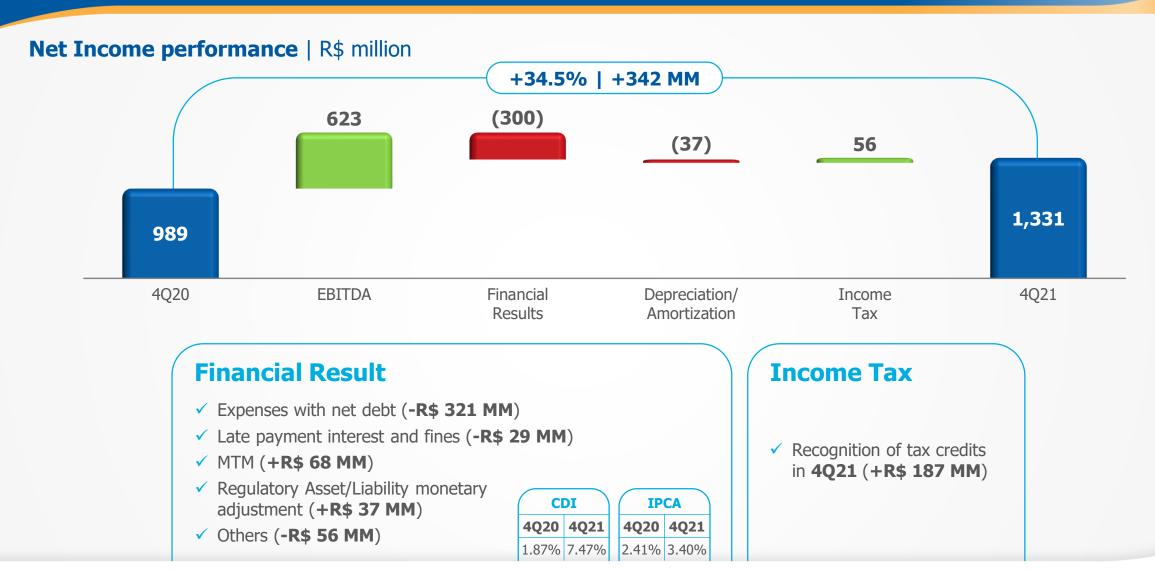
- ✓ CPFL Transmissão Consolidation (+R\$ 122 MM)
- ✓ Higher Capex / delay in start-up of greenfield projects (-R\$ 46 MM)

#### Comm, Services & Others: -R\$ 44 million

- ✓ Commercialization margin (-R\$ 83 MM)
- ✓ Others (-R\$ 18 MM)
- ✓ Services (+R\$ 10 MM) mainly CPFL Serviços

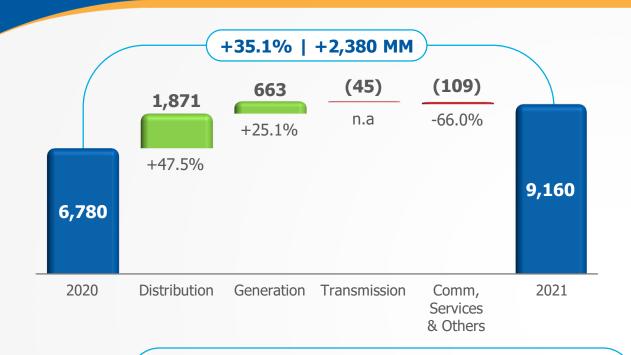


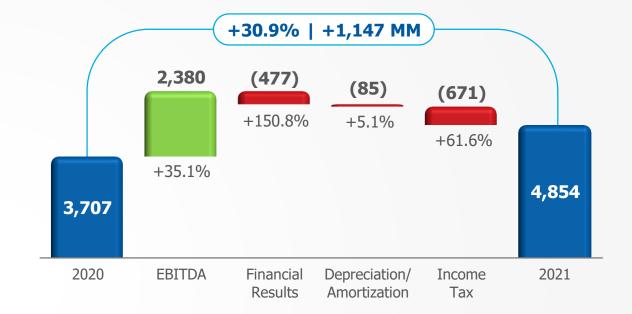
## **4Q21 Results**





### **2021 Results**





#### **EBITDA**

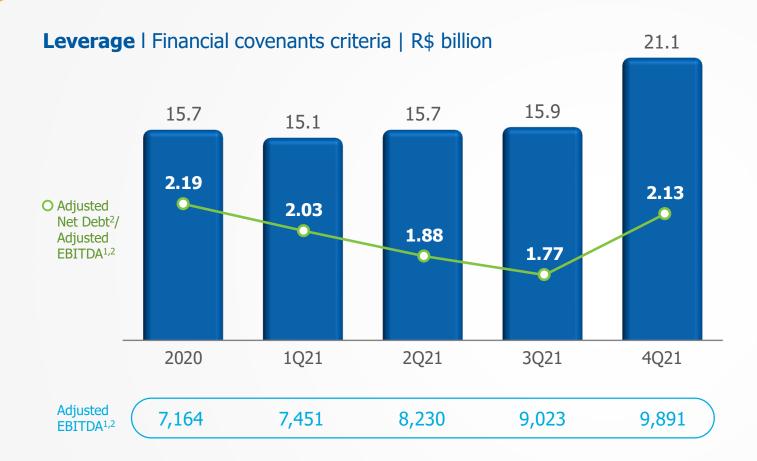
- ✓ Increase in Distribution segment (+47.5%), mainly favored by good performance in market/tariff and concession financial asset
- ✓ Generation reflecting higher wind farms generation, energy contract readjustments and GSF Solution

#### **Net Income**

- ✓ Financial results impacted by higher cost of debt and MTM, partially offset by late payment interest and fines and others
- ✓ Higher income tax due to better operational results



## Leverage and dividends



## Management's dividend proposal

Following our plan to balance growth and yield, after the acquisition of 66.1% of CPFL Transmissão, Management decided to Propose dividends in the amount of R\$ 4,540 million, R\$ 3.94/share, reaching 100% payout of distributable net income.

It is worth highlighting that part of these dividends (**R\$ 804 million/R\$ 0.70/share**) have already been paid in December 2021.

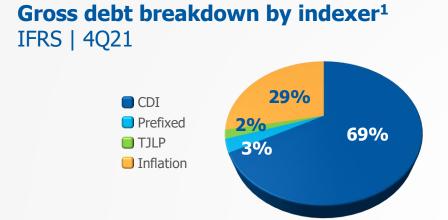
The remaining amount of **R\$ 3,736 million, R\$3.24/share** will be paid until Dec 2022.



<sup>1)</sup> LTM EBITDA, including CPFL Transmissão in 2021, according to covenants criteria;

<sup>2)</sup> Adjusted by the proportional consolidation of Generation assets and CPFL Transmissão as well as considering SGBP's loan agreement

### **Indebtedness**





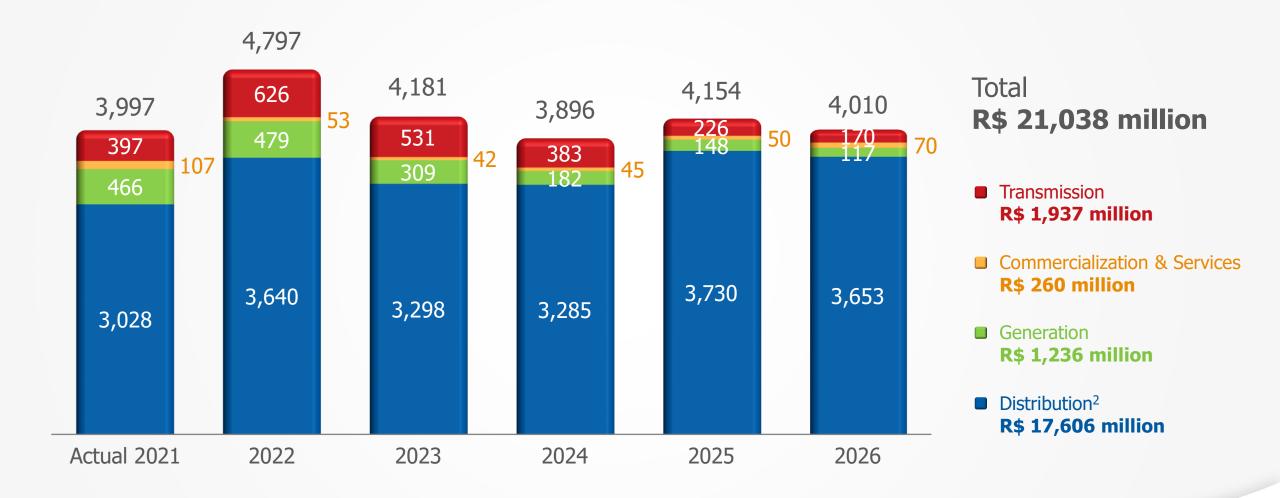
#### **Debt Amortization Schedule** IFRS | End of period ■ Short Term ■ Long Term Average Tenor: 3.03 years Short-Term (12M): 17% of total 5,357 4,543 **Cash Coverage:** 4,332 3,511 0.80x2 Short-Term 2,786 Amortization (12M) 2,136 1,252 Cash 2022 2023 2024 2025 2026 2027+



4Q21/2021 Capex 2021 **4Q21** R\$ 1,351 MM R\$ 3,997 MM (+53.6%)(+42.3%)**Distribution** R\$ 872 MM R\$ 3.028 MM Expansion, improvements and modernization of the grid (+21.8%)(+30.7%)• IT / Vehicles / Equipment / Infrastructure Generation 12% **R\$ 127 MM** R\$ 466 MM Construction of Gameleira wind complex and Cherobim SHPP Recovery and maintenance plan of plants and farms (+39.8%)(+64.7%) IT **Transmission** R\$ 397 MM **R\$ 307 MM** • Construction of Sul I, Sul II and Maracanaú transmission projects (+196.0%)(+672.4%) CPFL Transmissão reinforcements and improvements **Commercialization & Services R\$ 45 MM R\$ 107 MM** • IT / Vehicles / Equipment (+35.2%)(+43.2%)Energy Efficiency and Distributed Generation projects

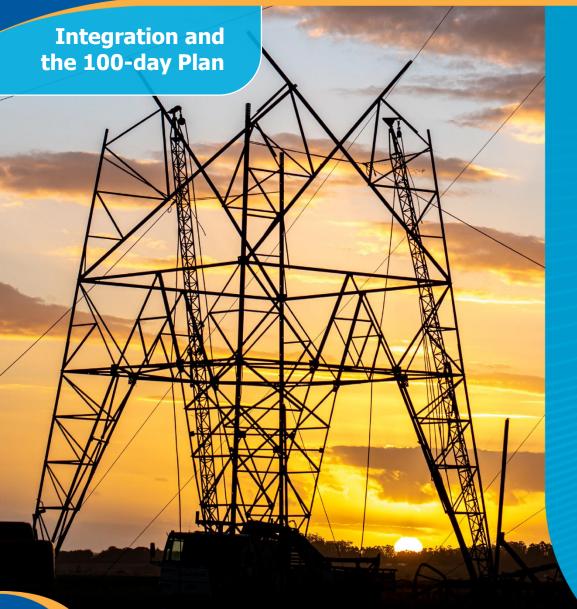


## New Capex estimates<sup>1</sup> totaling R\$ 21.0 billion in 2022-2026





## **CPFL-T Integration | Plug&Play Platform e Synergies**



- Cultural Integration Plan implementation of CPFL's practices and policies
- Centralization of transactional activities in Services Center (infrastructure, fleet, HR, supply chain and finance)
- Integration of IT Systems: 100% until July-22
- Contracts' review to reduce Opex (~R\$ 15/year already achieved):
  - Security, inspection of transmission lines and utilities
  - 43% reduction in fleet (lease contracts termination)
  - New headquarter in Porto Alegre
- Negotiations to replace ongoing dollar-linked debts



### **ESG 2021**

Market Indexes:

**ISE**B3

B3's Sustainability
Index | Top 4

**ICO2** B3

Transparent practices related to GHG emissions

MSCI ESG Research Rating "A"

7,2k assets in 47 different developed and emerging markets

FTSE4Good



Among the leaders in the CDP (Carbon Disclosure Project) Rating: Climate Change A-

#### **Achievements:**

- ✓ Conclusion of CPFL in Hospitals Program, with
   R\$ 155 million invested
- ✓ Governance improvements, aligned with the new requirements of B3's "Novo Mercado" regulation for 2022: implementation of the **Audit Committee**, review of **8 policies** and creation of **6 new policies**

#### **Awards and Recognitions:**



#### 2021 Abradee Award

CPFL Piratininga and CPFL Santa Cruz Socioenvironmental Responsibility



#### **IASC Aneel Award**

CPFL Santa Cruz S/SE regions (+30k-400k consumer units)



#### 23rd Abrasca Award

Risk Management, Internal Controls and Compliance



**World Finance Corporate Governance Awards 2021** 



**Selo Pró-Ética** 2020-2021 edition (4<sup>th</sup> time) granted by the Ministry of Transparency and the CGU<sup>1</sup>



"*Melhores da Dinheiro*" in *Utilities* ISTOÉ Dinheiro Magazine



#### **Top Employer**

(3<sup>rd</sup> consecutive time) quality of HR practices



Highlight in ESG reports from **Santander** and **Credit Suisse** 



## Q&A

1st 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









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