



# Successful & Sustainable Strategy

Business Portfolio Ensures Results



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These expectations are based on present assumptions and analyses from the viewpoint of our management, based on their experience, the macroeconomic environment, market conditions in the energy sector and our expected future results, many of which are not under Cemig's control.

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# Brazil: Emerging Powerhouse Economy



**#1**

Latin American economy

**#6**

Ranking in world economy

**US\$2.3T**

GDP 2011\*

**3.0%**

GDP growth 2011\*

**> 60%**

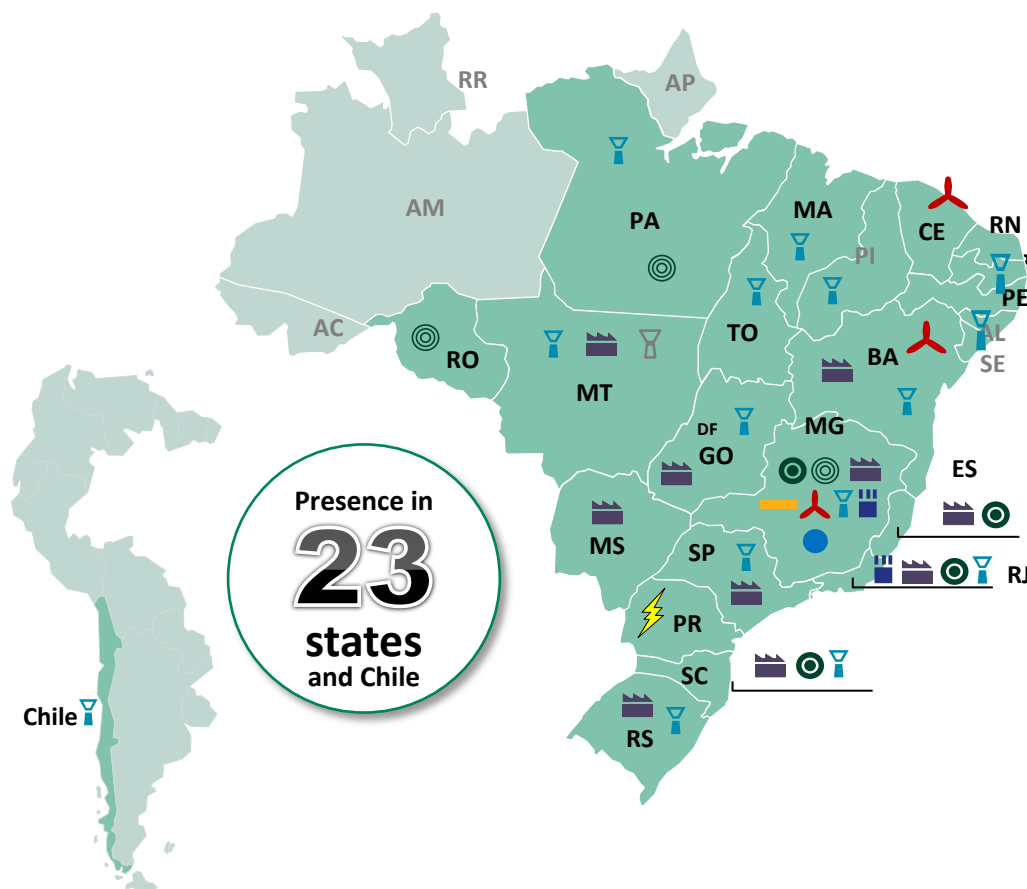
Share of GDP - Southeast Region

**> US\$145B**

Power industry revenue - 2010

- ✓ The demand for electricity will increase to 633 Twh from 415 Twh in 10 years
- ✓ New power capacity to be built will surpass 50 GW
  - Hydro capacity will add 33 GW
  - Wind farms will add another 5GW
- ✓ Transmission capacity is also needed due to the long distances between power plants and consumption centers

# Cemig: Largest Integrated Utility in Brazil



- Power Generation
- Power Generation (under construction)
- Power Transmission
- Power Transmission (under construction)
- Electricity Distribution
- Cemig "Free Consumer" Clients
- Purchase of Energy
- Wind Power Generation
- Natural Gas Distribution
- Telecom Backbone Provider

**#1**

**Electricity distributor\***

**#3**

**Power transmission group**

**#3**

**Power generation group**



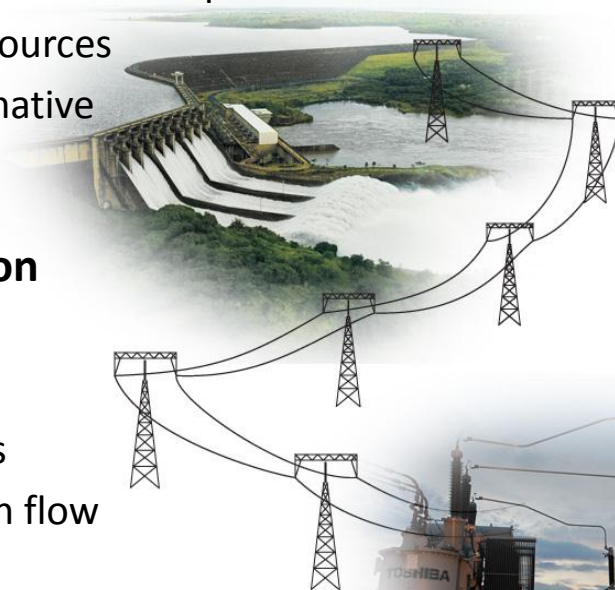
# Cemig: Largest Integrated Utility in Brazil



## Power Generation

6,925 MW of capacity

- ✓ 7% market share
- ✓ Sources such as hydro are still competitive
- ✓ Growth in renewable sources
- ✓ Natural gas as an alternative



## Non-regulated market

25% market share



## Power Transmission

9,871 Km

- ✓ 13% market share
- ✓ Highest Ebitda margins
- ✓ Stable returns and cash flow



## Electricity Distribution

485,046 Km

- ✓ 12% market share
- ✓ Strongly regulated
- ✓ Scale gains to achieve higher returns
- ✓ Sector in process of consolidation






## Retail

Largest distribution company

# Well-Diversified Portfolio, still Evolving



	3Q2011 (% of EBITDA)		Long-Term Goal (% of EBITDA)
 <b>Generation</b>	46%	→	40%
 <b>Transmission</b>	20%	→	20%
 <b>Distribution &amp; Others<sup>1</sup></b>	34%	→	40%

Note: 2. Including Natural Gas Distribution, Electricity Distribution, Telecom, Services

# Cemig's financial strength makes it a safe haven



✓ Leverage indicators support Cemig's advantageous position, even in stressful world financial markets

➤ Level of debt permits a solid liquidity situation

- 1.1% of the total is denominated in US dollars
- Average maturity is 3.5 years

➤ Debt coverage indices at comfortable levels

- Net debt / Ebitda: 2.0 times

➤ Strong cash position

- R\$ 3.9 billion in cash at the end of 3Q11

✓ Recognition of credit quality, solidity of Cemig's balance sheet, ensure access to funding

➤ **FitchRatings:** *"The ratings of Cemig and its subsidiaries reflect the positive way in which the group has preserved its solid financial profile (...) Cemig has a satisfactory history of raising finance, even in more challenging scenarios."*

# Long term strategy aligned with shareholders' interests



## ✓ Value creation is a permanent commitment

- **Alignment with shareholders' interests**
  - Corporate governance as a strategic value
  - Transparency in the decision making process
- **Profitability metrics to assure attractiveness of projects**
  - Strict financial discipline when investing
  - Investments that add value to our shareholders
  - Best management practices and detailed actions plans to capture synergies
  - Continuous technological and operational improvements
- **Ability to create innovative structure to finance expansion**
  - Partnerships with Equity Investment Funds (FIPs) in recent acquisitions (Terna and Light) to create a new growth driver
  - Partnership with FIPs produces a growth strategy that optimizes capital needs
- **Track record of accretive acquisitions**
  - Growth vehicles to carry out expansion more efficiently



# Long term strategic plan to meet shareholders' interests



## ✓ **Focusing on the power industry to maximize gains**

- Growth within Brazil's geographical area
- First steps toward international investments
- Expansion in line with sustainable growth
- Investments solely in power industry and gas distribution related business

## ✓ **Addressing shareholders' long-term interests**

- Dividend policy: minimum 50% of payout and extraordinary dividends every other year, provided cash availability (stated in the bylaws)
- Corporate governance focused on respect of minority shareholders' interests

## ✓ **Preserve financial strength to secure a broader access to the investor markets**

- Cash flow stable and predictable
- Net Debt limited to 2.5 x EBITDA
- Net Debt limited to 50% of Net Debt plus Shareholders' Equity

## ✓ **Growth model supports Cemig's leading role in Brazilian electricity**

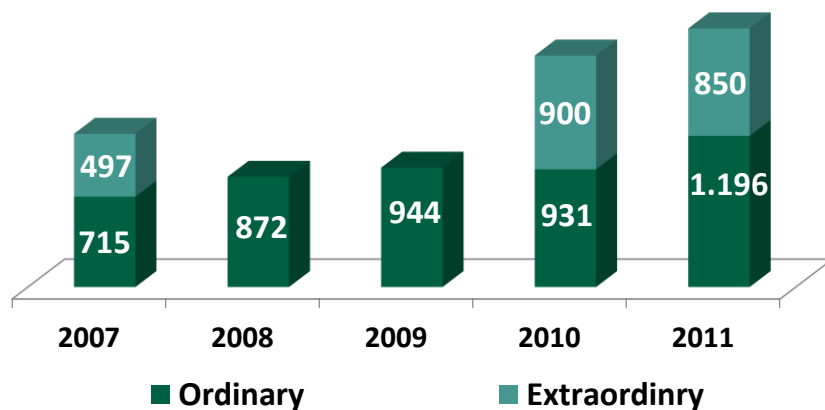
- More efficient projects based on the accumulated expertise in operating electricity facilities
- Acquisition of assets to increase the synergy with and between existing assets
- Experienced project developer

# Strategic Plan Results: Dividends

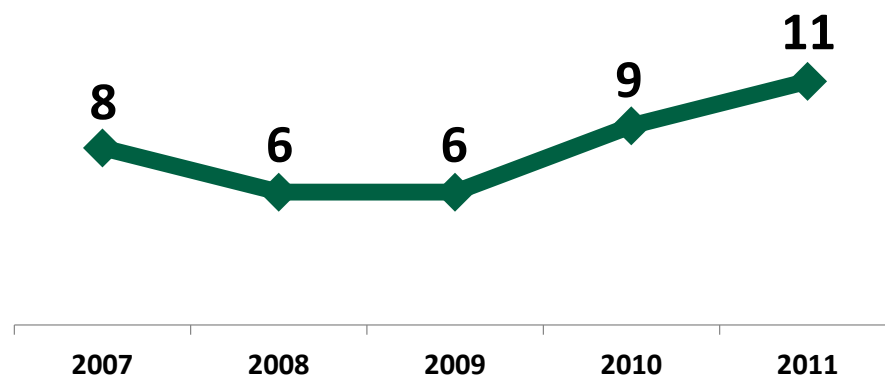


- ✓ Dividends paid in 2010 reached R\$ 1.8 billion
  - Ordinary dividends of R\$ 931mn; paid in equal parts in June and December 2010
  - Extraordinary dividends of R\$ 900 million; paid in December 2010
- ✓ Approved Net Income distribution for 2010:
  - 52.97% of the net profit - R\$ 1,196 billion to payment of dividends - R\$1.75/share
  - Extraordinary dividends: R\$ 850 million, paid in December 2011 - R\$1.24/share

**Dividends paid (\*) - (R\$ Million)**

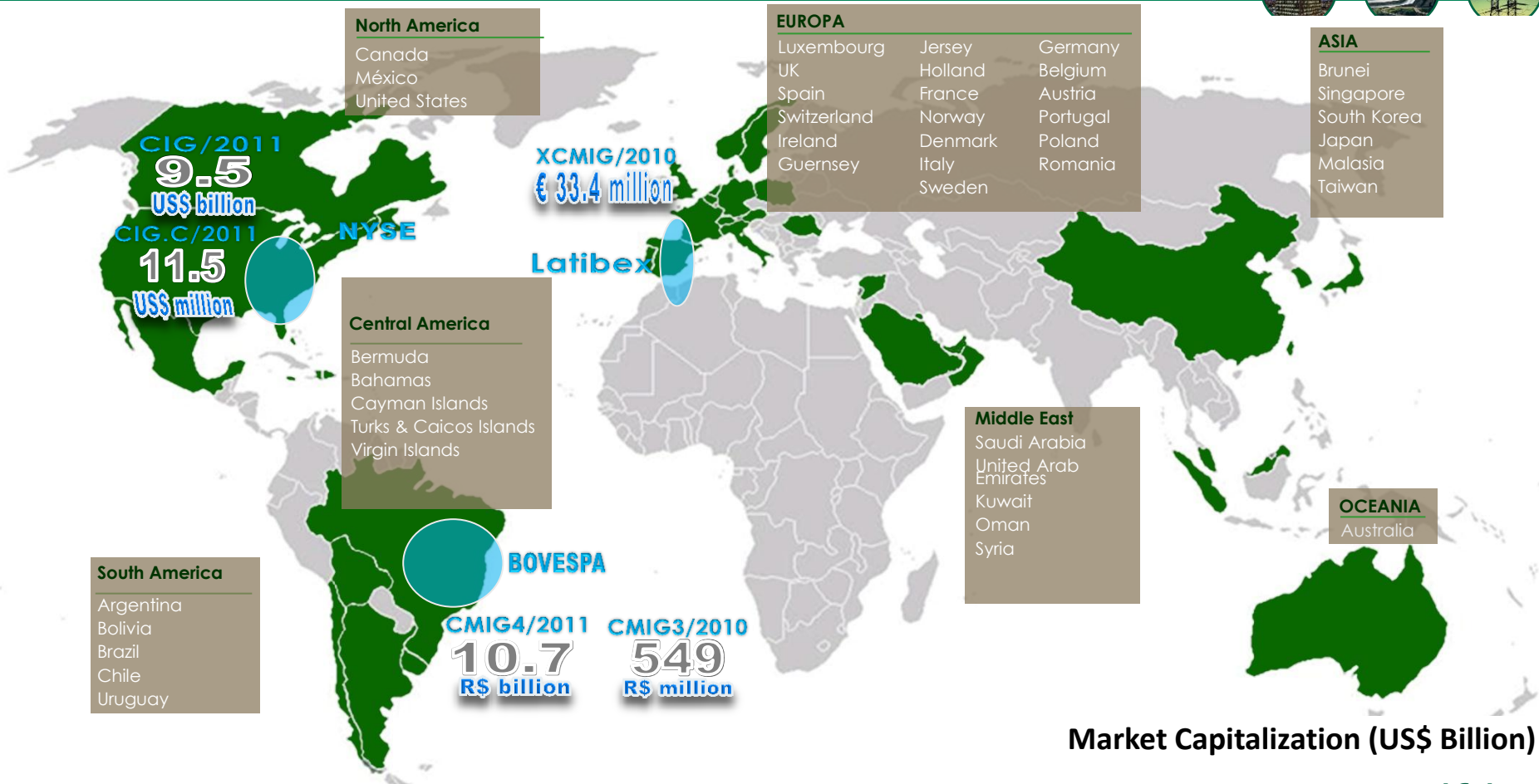


**Dividend yield (%)**

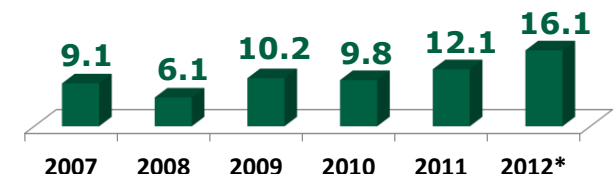


\* Dividends approved for the year's net income, paid in the coming year in semi-annual basis

# Strong shareholder base assures liquidity



Market Capitalization (US\$ Billion)



\* At March 05<sup>th</sup>, 2012

Average Daily Trading Volume – 2011

**Bovespa:** R\$ 43 million

**NYSE:** US\$ 38 million

➤ Our Shares are traded in 3 Stock Exchanges

➤ More than 115,000 shareholders in 44 countries

# Leadership in sustainability, a core value at Cemig



- ✓ Social and Environmental responsibilities
- ✓ Commitment to long term vision
- ✓ To guarantee the preservation of our activities
- ✓ Prevent undue costs to be passed to the society through a balanced relationship with the environment and the community
- ✓ Recognition of our actions to ensure sustainability:
  - Selected member of Dow Jones Sustainability World Index for the twelfth year in a row
  - Selected member of Corporate Sustainability Index of the São Paulo Stock Exchange (Bovespa) for the sixth year in a row



# Cemig's renewables growth vehicle



## • Renova Energia snapshot

### 2012 Agenda

- 294 MW to start operations by July 2012;
- Strong portfolio with 1 GW contracted wind projects and more than 9 GW pipeline;
- Well positioned to expand free market commercialization opportunities;
- Strong leader in developing Brazil's solar platform potential;
- New CEO, Mathias Becker, announced Jan 23<sup>rd</sup> to lead the company's aggressive growth strategy.

### Performance in Energy Auctions



Biggest winner in the 1st Wind Energy Auction in Brazil

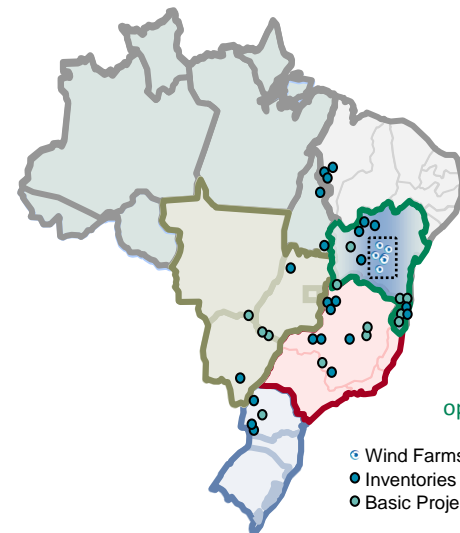


Biggest winner in the 3rd Reserve Energy

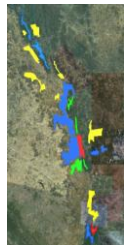


2nd biggest winner in the A-3 Auction 2011

### Geographic Distribution



1,068MW of wind energy under construction



42MW of operating SHPs





# Wind Energy Market

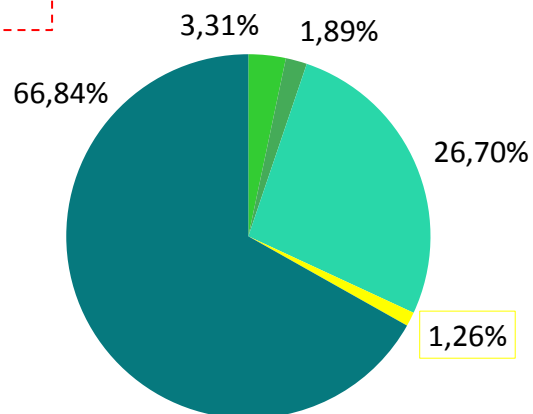
Institutional Presentation

## ...Huge growth potential still not representative

### Brazilian Energy Matrix (2012)

Total installed capacity: 117 GW

■ SHP  
■ Other  
■ Thermal  
■ Wind  
■ Hydro



### Brazil Wind Energy Potential (143 GW)

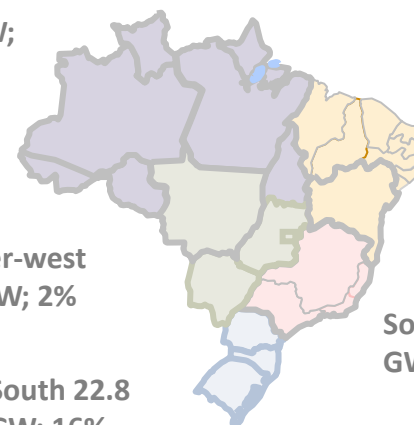
North 12.8 GW;  
9%

Northeast 75 GW;  
52%

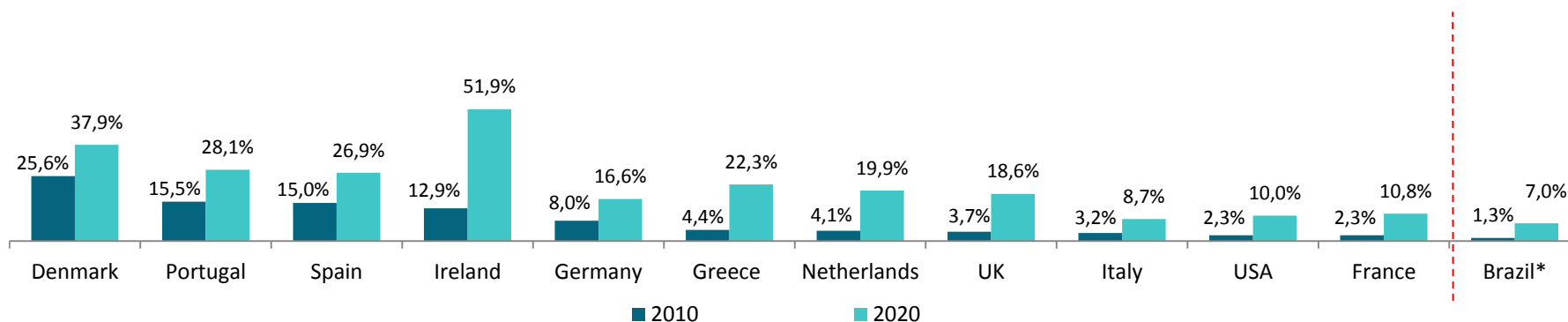
Center-west  
3.1 GW; 2%

South 22.8 GW;  
16%

Southeast 29.7 GW;  
21%



### % Wind energy share in developed countries vs. Brazil (2010-2020)

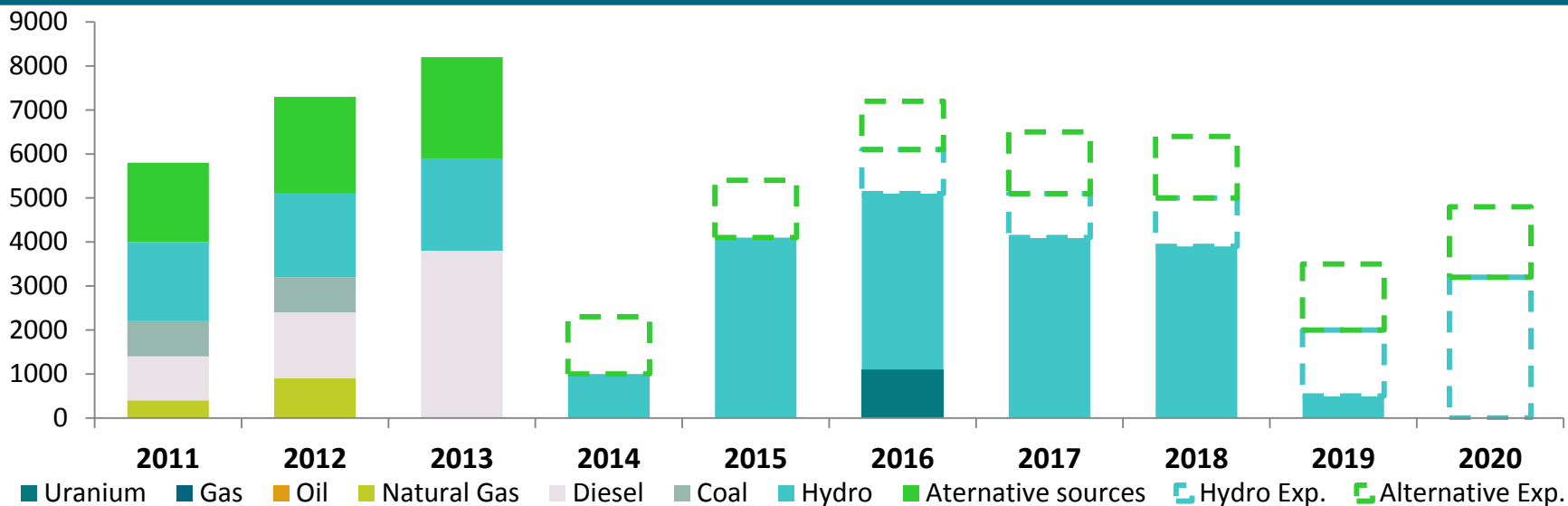


\* Brazil 2012 data

Source: Global Wind Energy Council 2011 Report, EWEA baseline cenario, AWEA, ANNEEL

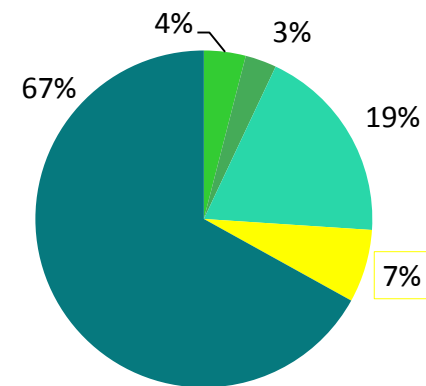
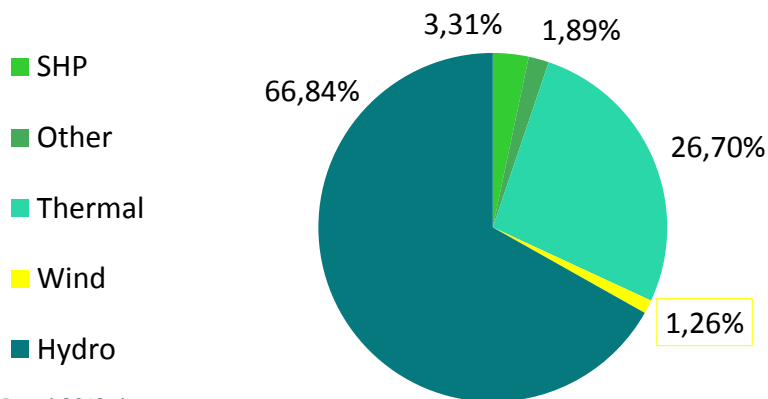
## Wind energy can compete for all new energy demand in Brazil of 6,2 GW/yr

Contracted energy (42.2 GW) + Planned expansion (19.4 GW)



Installed Capacity in 2012

Installed Capacity in 2020



\* Brazil 2012 data

Source: Global Wind Energy Council 2011 Report, EWEA baseline cenario, AWEA, ANNEEL

## Wind energy passed through important regulatory landmarks and has been relevant in current regulated auctions

Additional wind energy installed capacity

+1,0 GW

2004

+1,8 GW

2009

+ 2,0 GW

2010

+ 2,9 GW

2011

### PROINFA

- Subsidized Program
- Non competitive in price
- Projects with earlier environmental permits were contracted.
- Contracting of 3GW (Biomass, Wind and SHPs – 1 GW each)
- Lower load factors for wind projects compensated by higher tariffs (subsidized)

### LER 2009 (2<sup>nd</sup> Reserve Energy Auction)

- Non-subsidized
- Competitive in price
- First auction dedicated to wind energy
- Over 10GW registered to participate in the auction
- Success of the auction was key to a continuous program to contract wind energy
- Operation expected by July, 2012

### LER 2010 & LFA 2010

- Non-subsidized
- Competitive in price
- Contracted wind, biomass and SHP projects
- Operation expected by 2013

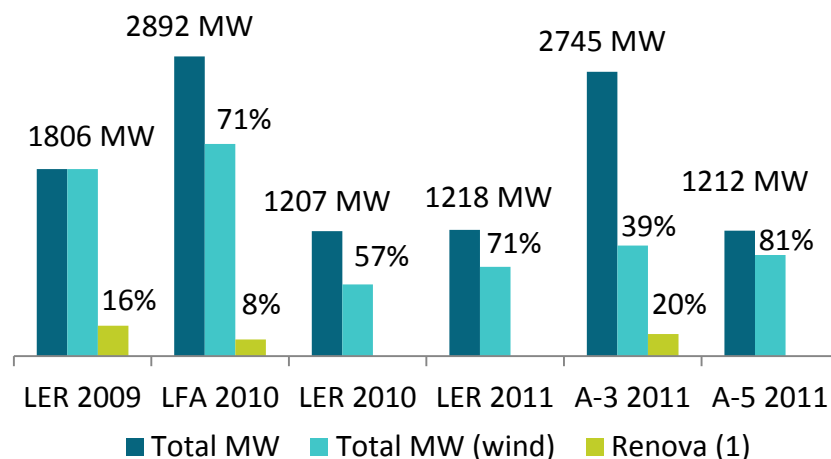
### LER 2011, A-3 2011 & A-5 2011

- Non-subsidized
- Competitive in price
- LER 2011 Ocontracted wind and biomass projects; A-3 wind, SHP, hydro, biomass and natural-gas thermo plants and A-5 contracted wind and biomass.
- Record in projects registered
- Operation expected by 2014 for LER 2011 and A-3 and by 2016 for A-5.

## Supply chain developed rapidly allowing wind to compete for all new energy demand...

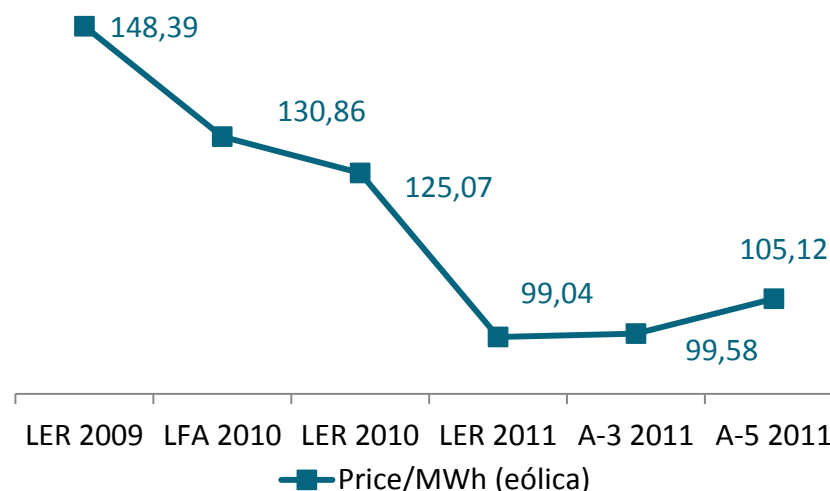
- Establishment of main wind turbine suppliers in Brazil (GE, Vestas, Gamesa, Enercon, IMPSA, Siemens among others)
- Global suppliers redirecting business to emerging markets increasing demand
- Lower equipment prices were reflected in energy prices
- Highly competitive in price as compared to other sources due to sector and supply chain development

### Auctions with wind participation (2009-11)



(1) Renova vs total wind energy contracted  
Source: EPE

### Average Wind Energy price in Auctions (2009-11)



Database auction dates  
Source: EPE



## Alternative commercialization can unlock additional value for wind projects

### Free market consumers

- Consumers above 3 MW

### Special consumers (A4)

- Consumers 0.5 to 3.0 MW from renewable sources

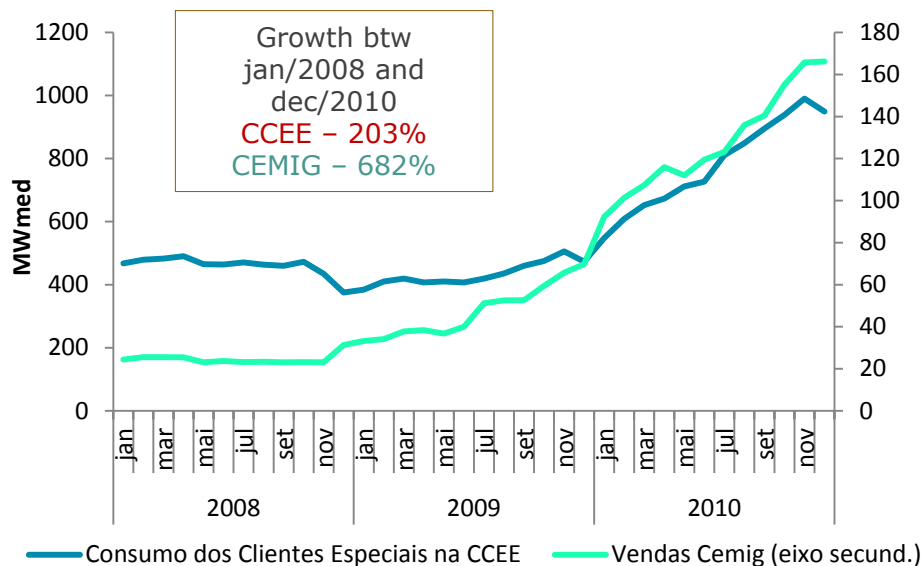
### Government Incentive

- 50% transmission costs discount for alternative sources

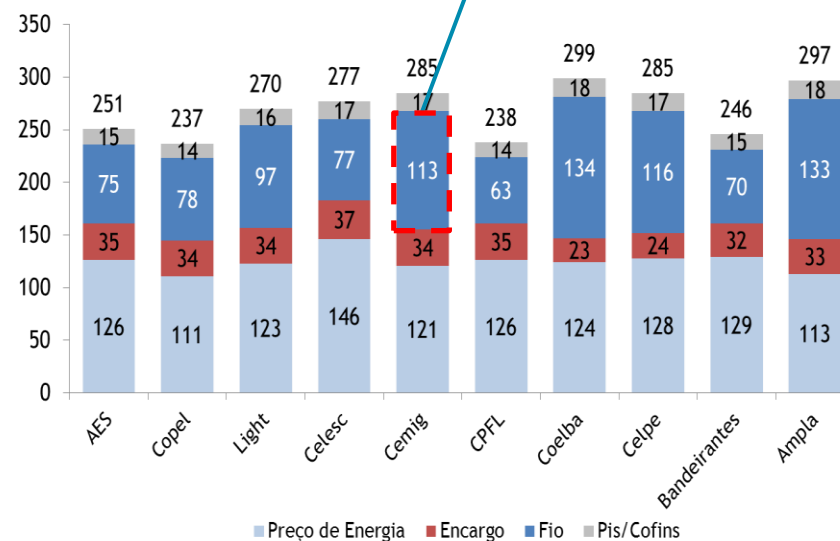
### Contracting Challenges

- Contract term: consumers not willing to commit to long-term PPAs

### Special Consumer Growth



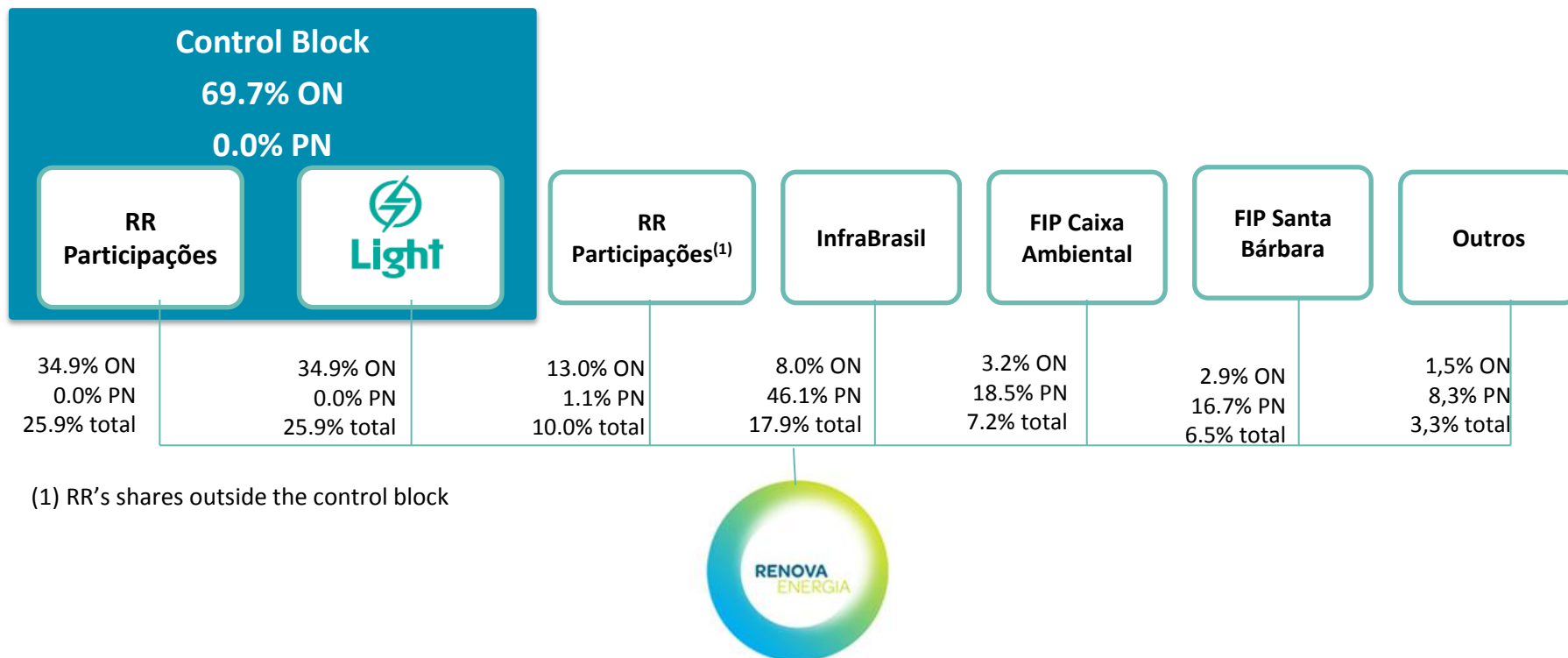
### Tarifa Média de Energia Tensão THS A4



# Renova Energia

Institutional Presentation

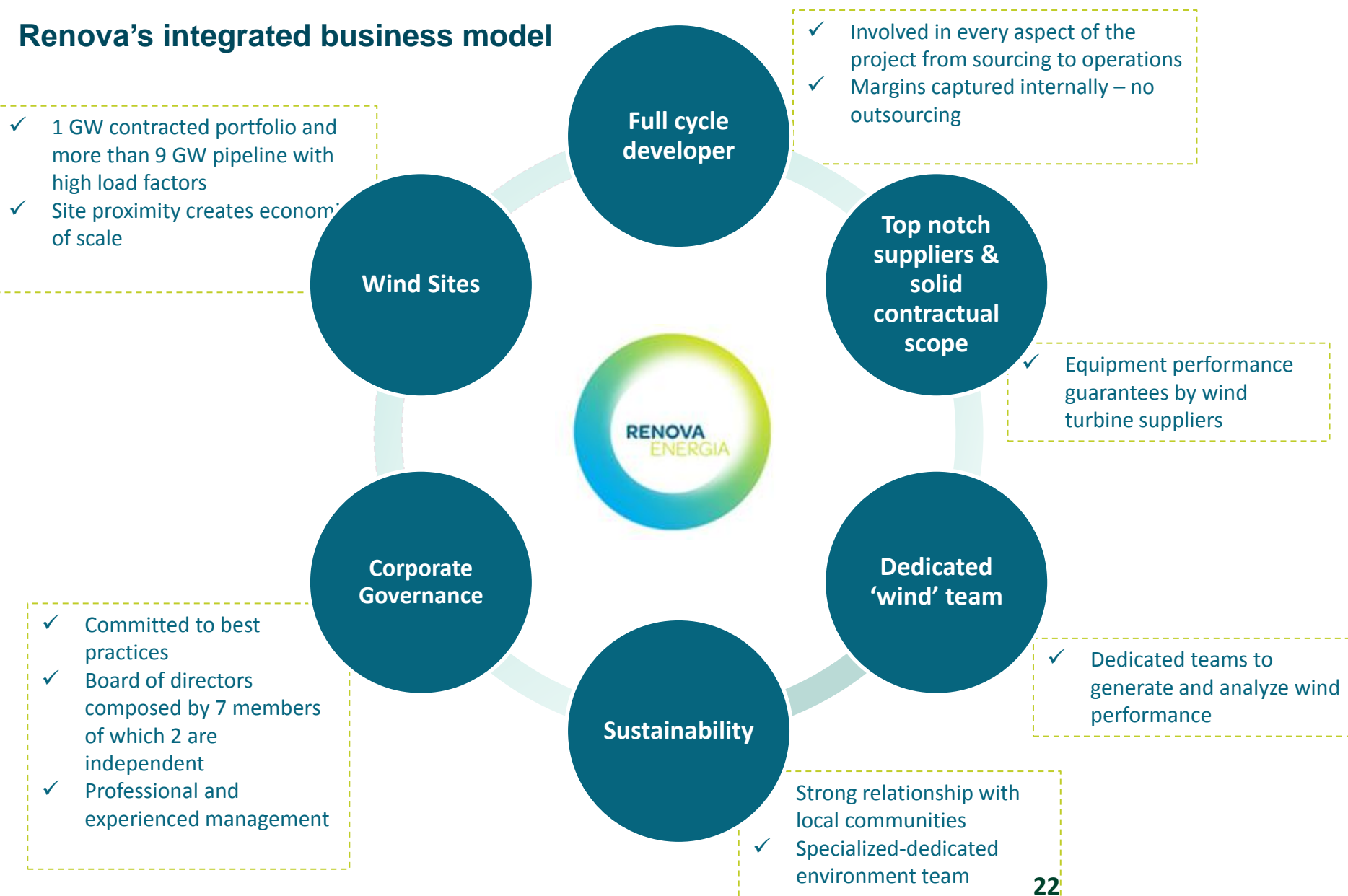
# Shareholding Structure



## *Commitment to corporate governance best practices*

- Board of Directors consisting of 7 members, 2 of them independent. The control block will nominate 4 members, 2 each by RR Participações and Light
- *Professional and market management*

## Renova's integrated business model



**Renova owns the largest contracted wind portfolio in Brazil, totaling 1.069 GW with 1st operations starting July 2012.**

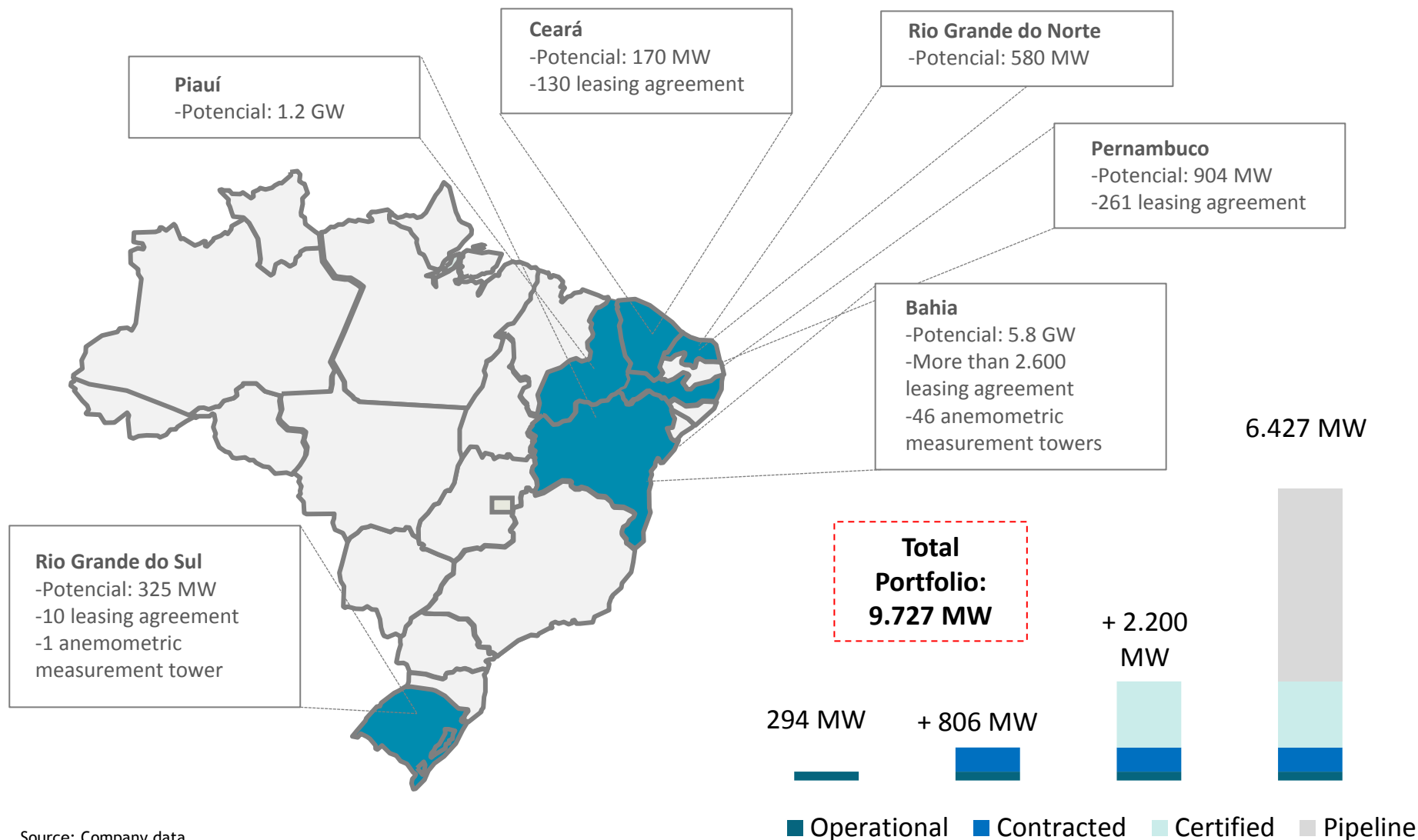
### Renova's contracted projects snapshot

	LER 2009	LER 2010	A-3	PPA Light	Average/ total
Load factor	50,8%	52,7%	50,5%	50,5%	50%
Installed Capacity (MW)	293,6	161,3	212,6	400,0	1.069
Energy tariff (R\$/MW) <sup>(1)</sup>	160,68	131,78	102,92	-	-
Capex/MW installed (R\$ million)	3.996	3.878	3.245	3.245	3.400
% leverage senior debt (BNDES)	71%	70%	73%	74%	72%
PPA	Regulated auctions			Free Mkt	

<sup>(1)</sup> Adjustment according to PPA rules. Values as of Jan, 2012.



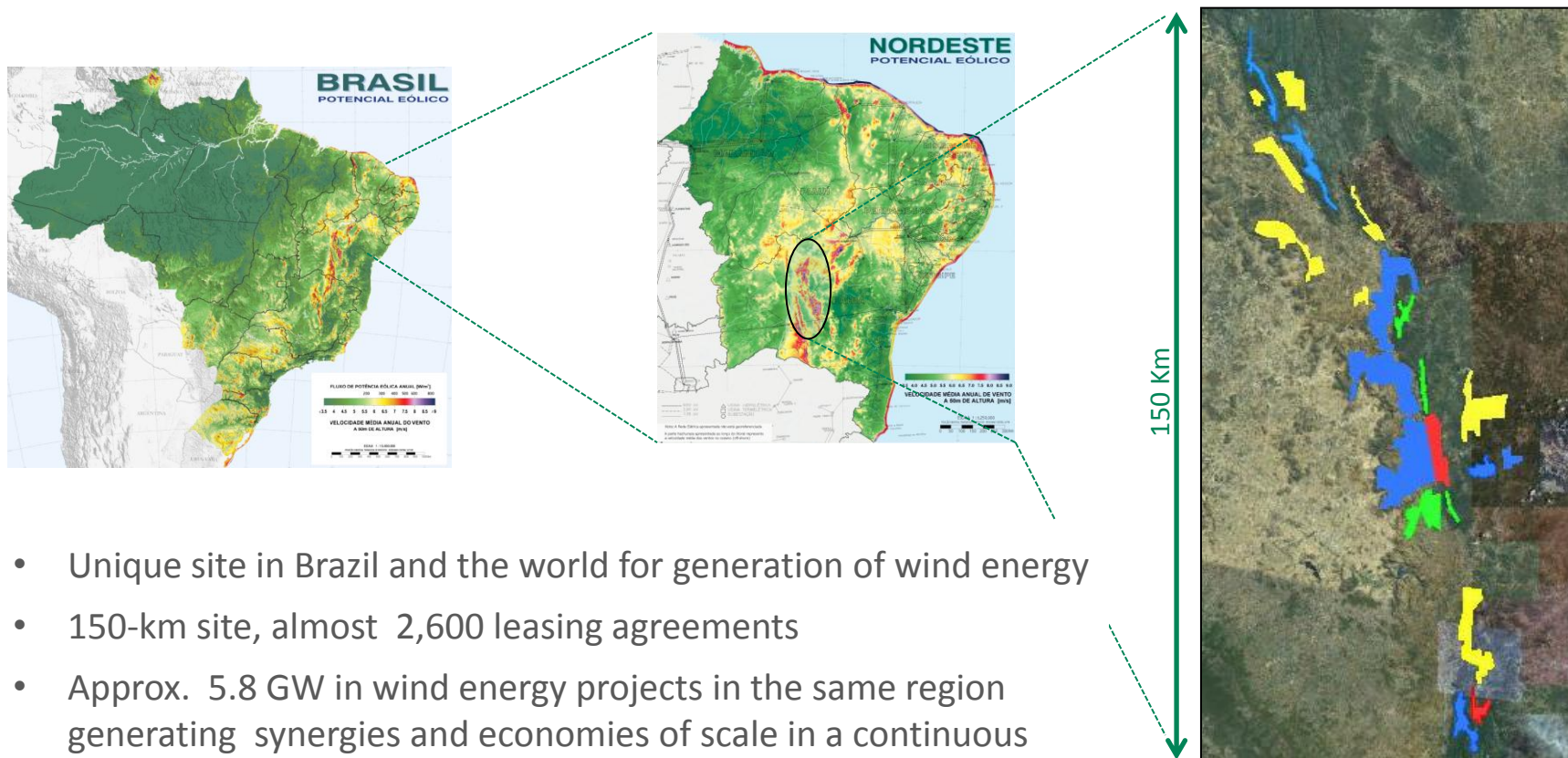
## Wind energy portfolio supports aggressive growth potential



Source: Company data

\* 294 MW from LER 2009 start operations in 2012

## Unique site for wind energy

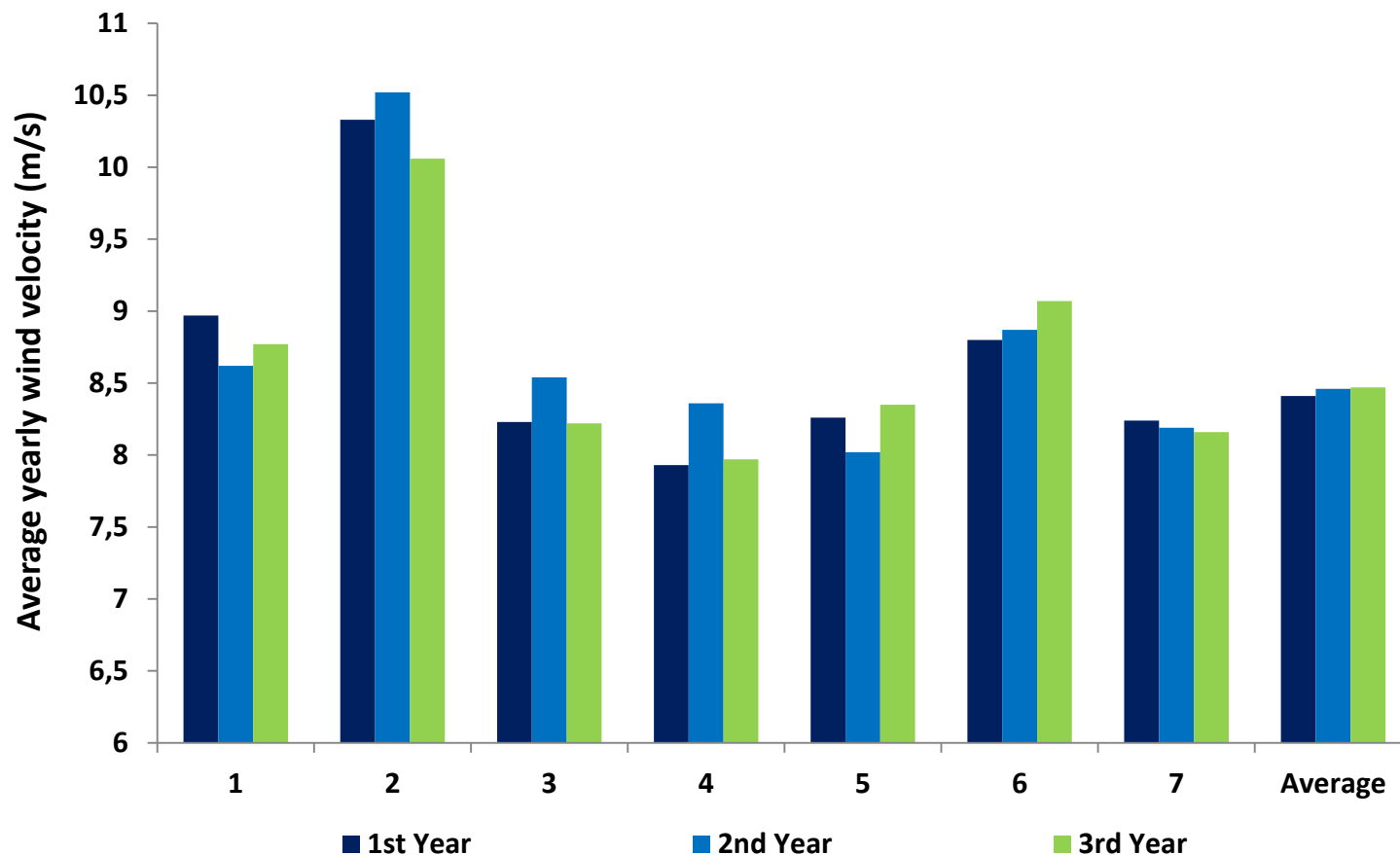


- Unique site in Brazil and the world for generation of wind energy
- 150-km site, almost 2,600 leasing agreements
- Approx. 5.8 GW in wind energy projects in the same region generating synergies and economies of scale in a continuous implementation cycle
- Average load factor of 50%
- 46 metmasts installed by YE2011 and 130 by YE12

- Under construction (auction 2009)
- Contracted (auction 2010)
- With environmental licenses
- Remainder of portfolio

## Low wind variability provides reliability in load factor long term estimates

Wind variation yr/yr of 7 metmasts in Renova's Bahia Site



## Renova well positioned to outperform

### Sensitivity Analysis

IRR sensitivity due to changes in CAPEX (BRL thousands/MW installed) and Load Factor (%)

Sensitivity Analysis (IRR): CAPEX (BRL thousands) x Load Factor (%)					
	3.240	3.600	4.000	4.400	
42,5%	20,50%	17,62%	15,22%	13,34%	Industry Average in Regulated Auctions
45,0%	22,25%	19,13%	16,55%	14,46%	
47,5%	24,04%	20,67%	17,77%	15,58%	
50,0%	25,87%	22,25%	19,13%	16,79%	Renova Energia
52,5%	27,75%	23,86%	20,52%	17,89%	

Base-price: R\$ 145,00

### Key competitive advantages:

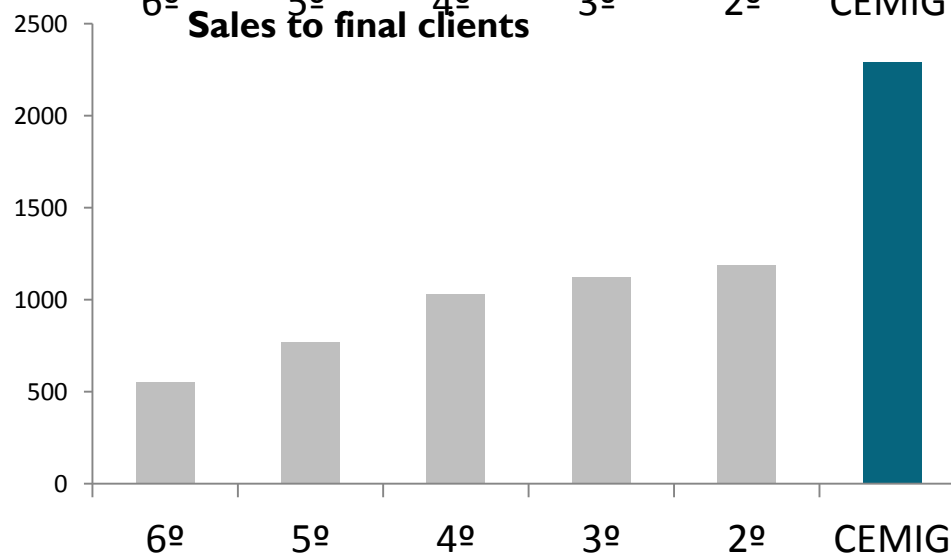
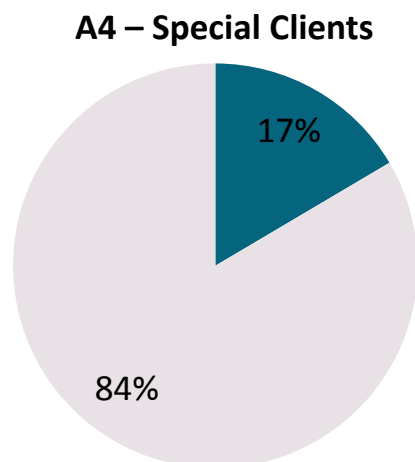
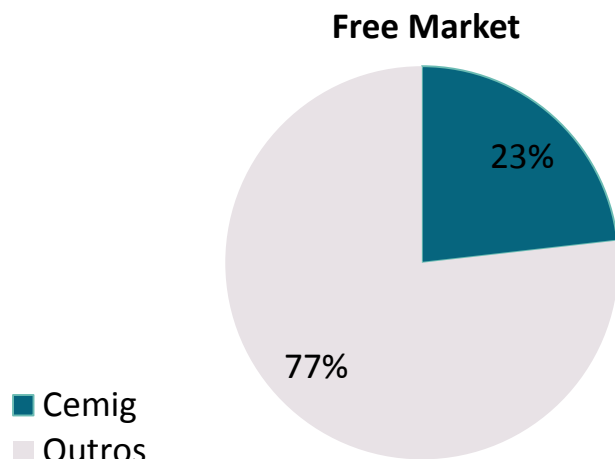
- Renova's wind sites enjoy better than average load factors.
- Scale and economies of scale guarantees CAPEX and OPEX efficiency.
- Lower risks of CAPEX overrun due to anticipated negotiation with suppliers.
- Price competition motivated alternative commercialization opportunities (free market) and new technologies (solar).

## Light investment agreement rationale

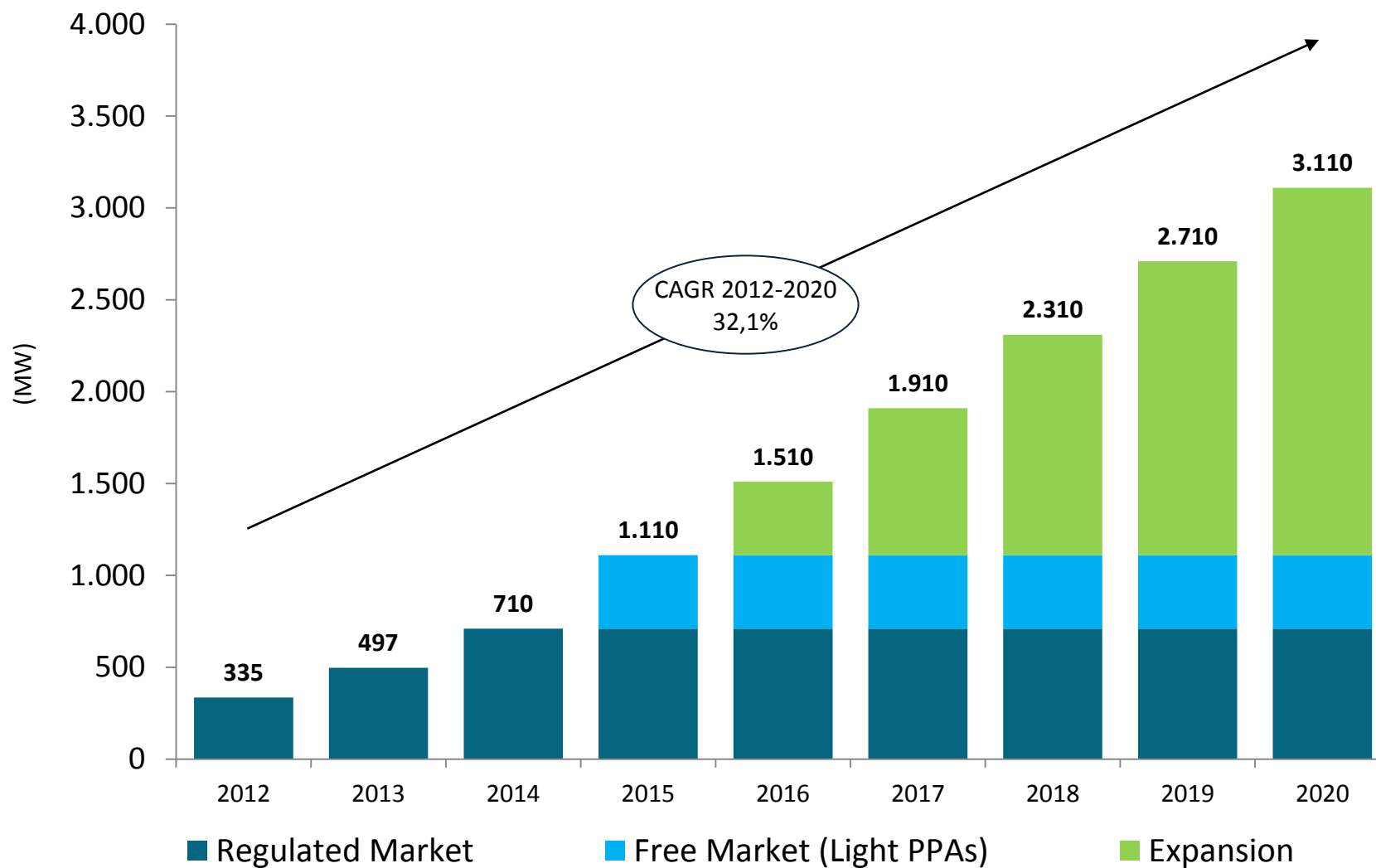
<b>Vehicle for alternative energy</b>	<ul style="list-style-type: none"> <li>• Unique growth platform for alternative energy generation</li> </ul>
<b>Access to free market</b>	<ul style="list-style-type: none"> <li>• Through Light and Cemig, Renova will have access to free and special consumers</li> </ul>
<b>Offering subsidized electric power</b>	<ul style="list-style-type: none"> <li>• Renova's pipeline will ensure supply of subsidized electric power to customers of Light and Cemig</li> </ul>
<b>Huge growth potential</b>	<ul style="list-style-type: none"> <li>• Extensive pipeline of wind energy projects and highly competitive SHP</li> </ul>
<b>New resources for investment</b>	<ul style="list-style-type: none"> <li>• Capital injection in Renova will drive implementation of projects contracted</li> </ul>
<b>Experience and Dynamism</b>	<ul style="list-style-type: none"> <li>• Light Group's experience in implementing and operating projects, allied to Renova's pioneerism in development of new projects and businesses</li> </ul>
<b>Solid Strength and Efficiency</b>	<ul style="list-style-type: none"> <li>• Light's interest in the capital and participation in the management of Renova will strengthen the capacity for major investments</li> </ul>



## Strategic partnership with Cemig Group provides a solid commercialization strategy in the free market



## Installed Capacity Evolution



## EBITDA Evolution

