



# Successful Strategy

Performance reflects balanced portfolio structure

June, 2013







## Disclaimer



Some statements and estimates in this material may represent expectations about future events or results that involve risks and uncertainties known and unknown. There is no guarantee that the events or results referred to in these expectations will occur.

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.

Important factors that can lead to significant differences between actual results and projections about future events or results include Cemig's business strategy, Brazilian and international economic conditions, technology, Cemig's financial strategy, changes in the energy sector, hydrological conditions, conditions in the financial markets, uncertainty regarding future results of operations, plans and objectives as well as other factors. Because of these and other factors, our actual results may differ significantly from those indicated in or implied by these statements.

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To evaluate the risks and uncertainties as they relate to Cemig, and to obtain additional information about factors that could lead to different results from those estimated by Cemig, please consult the section on Risk Factors included in our Formulário de Referência filed with the Brazilian Securities Commission – CVM, and in Form 20-F filed with the U.S. Securities and Exchange Commission – SEC.

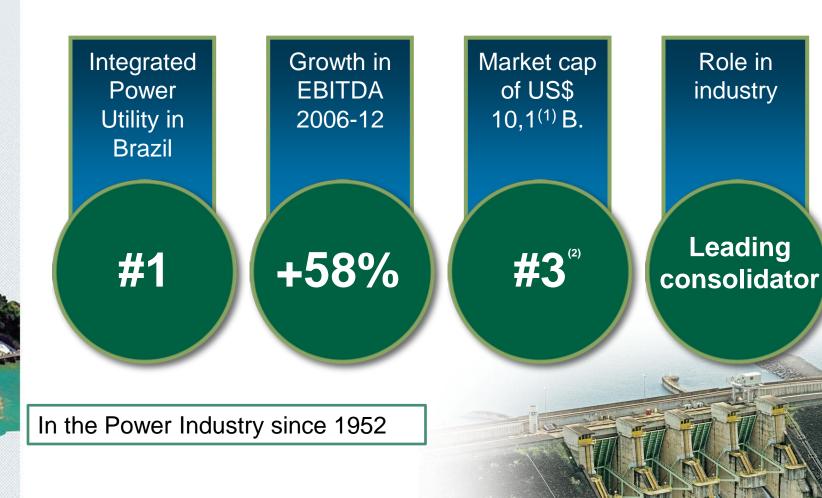
All figures are in BR GAAP.





# Brazil's Leading Power Utility





- (2) In the Brazilian Power Industry

(1) As of June 3<sup>rd</sup>, 2013

# Cemig: Strength in Numbers

Number of power plants

**70** 

CEMIG

Total installed capacity

7,032MW

Locations in Minas Gerais State

5,415

Size of concession area vs. France

Larger

**Electricity Distribution lines** 

510,744 km

**Power Transmission lines** 

9,413 km









## Cemig at a Glance



- Based in State of Minas Gerais, controlling shareholder
  - growing throughout Brazil and Chile
- Strong financial profile:

1Q12 Net revenues: R\$ 3.19B EBITDA: R\$ 1,24B
 1Q13 Net revenues: R\$ 3.67B EBITDA: R\$ 1,59B

- Highest liquidity in the sector
  - listed on 3 stock exchanges New York, São Paulo, Madrid
  - More than 119,000 shareholders in 40 countries
  - Average Daily Trading Volume in 2012:
    - R\$84M in Bovespa
    - US\$55M in NYSE
- Solid dividend policy
  - Minimum 50% payout ratio
  - Every two years, may pay extra dividends, if cash conditions permit
- Strong Growth outlook in the long run
  - Acquisitions
  - Re-pricing of energy contracts













# The Cemig Story – Agenda



The positioning

The performance

The growth











# Cemig is Uniquely Positioned



- 1 The Brazil advantage
- 2 Unmatched scale
- 3 Diversified portfolio
- 4 Leader in renewable energy
- 5 Strong governance



# An Emerging Powerhouse Economy



Latin American economy

#1

Ranking of economy in world

#6

GDP 2012

US\$2.25Trillion

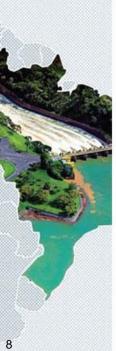
GDP growth 2013\*

2,77%

Population - 2011

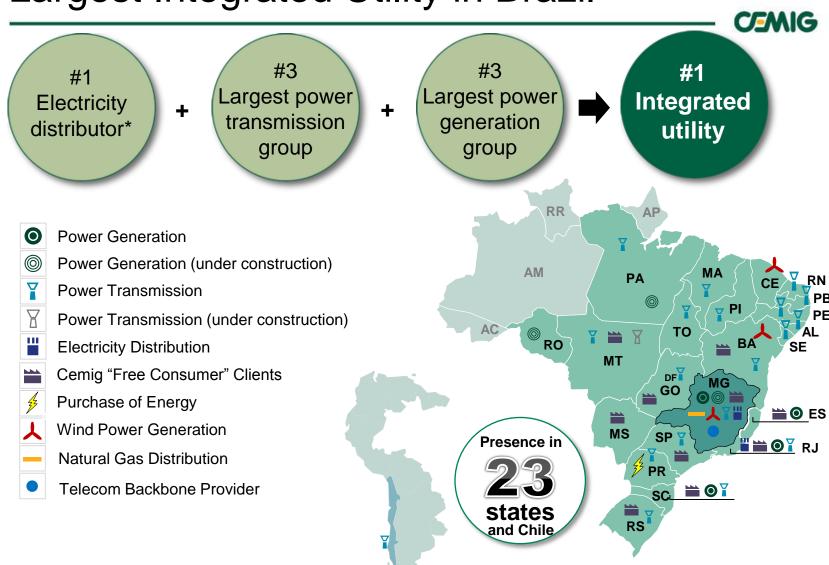
192M

Investment grade by Moody's, Fitch and S&P



<sup>\*</sup> Focus Report of Brazil's Central Bank in 3<sup>rd</sup> June 2013

## Largest Integrated Utility in Brazil

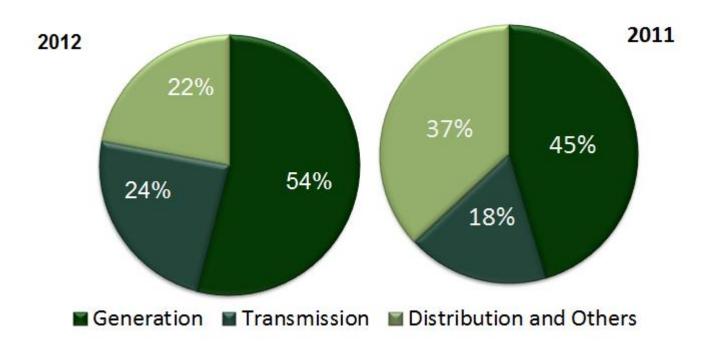


<sup>\*</sup> in terms of length of electricity distribution lines

## Diversified, Low Risk Business Portfolio



#### **Breakdown of EBITDA**

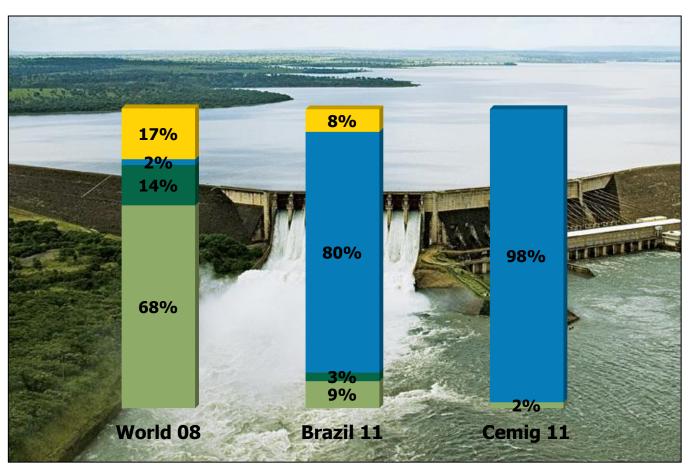


Most of revenues are inflation protected

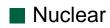


# Leader in Renewable Hydro Power Energy

### **Power Generation by Source**



■ Fossil Source Fuels







## Best-in-Class Corporate Governance



- ✓ Minas Gerais, controlling shareholder a positive influence
  - one of fastest growing, investor-friendly states in Brazil
  - growth and profitability interest aligned with minority shareholders
  - 6 from a total of 14 members are appointed by minority shareholders
- Pro-market corporate bylaws include
  - Minimum 50% dividend payout
  - Net debt limited to 2.5x EBITDA
  - Net debt limited to 50% of total cap.
- Leader in sustainability
  - only Latin American utility in DJSI since 1999
  - Included in the ISE Bovespa sustainability index since 2005
- ✓ Present in the Global Dow Index















# The Cemig Story – Agenda

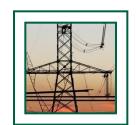


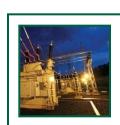
The positioning

The performance

The growth







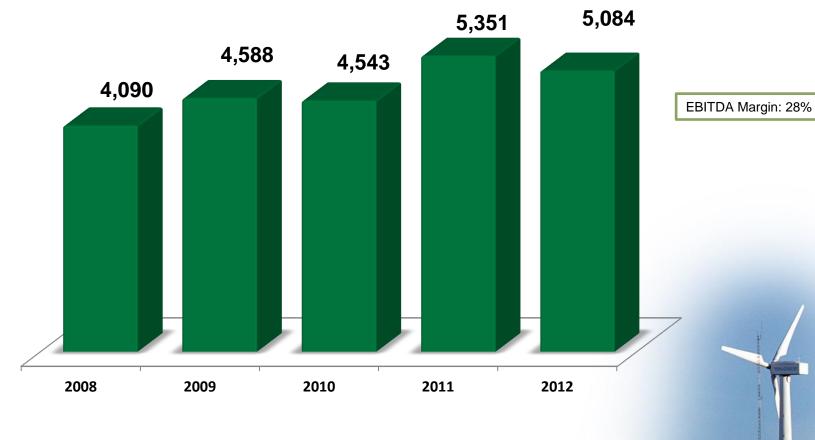




## Growth in EBITDA





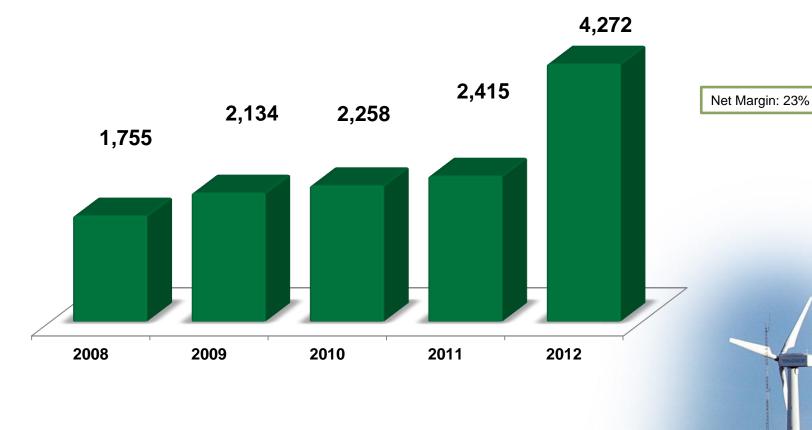




# Net Income Continues to Expand



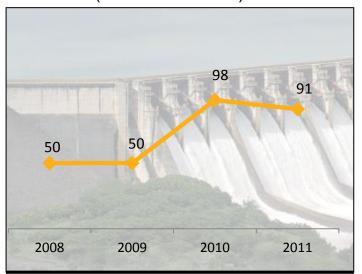




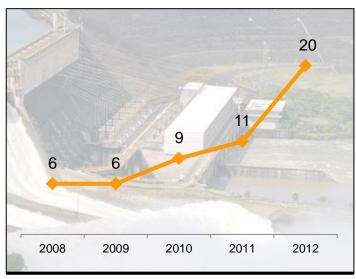
## Attractive and Secure Dividend Payout (1)







# Dividend Yield (%)\* Preferred shares

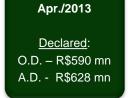


<sup>\*</sup> Considering Interest on Equity for the 2012 business year

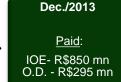












A.D. - R\$314 mn



# Strong Balance Sheet to Support Growth



Net debt to EBITDA

1.54X

Debt in foreign currency(\*)

1.6%

Cash on hand 1Q13

R\$2.04B

Net Revenue 1Q13

R\$ 3.67B





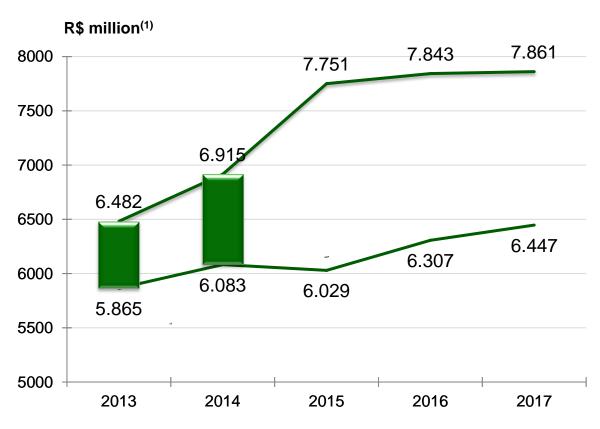


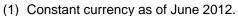


# EBITDA guidance

#### CEMIG

### **CEMIG, CONSOLIDATED**

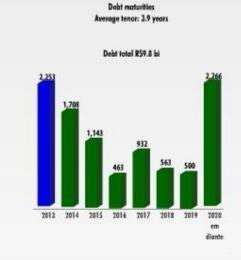


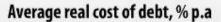




# Debt Structure - Cemig

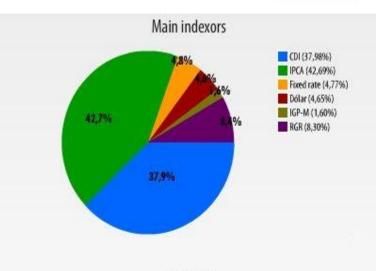




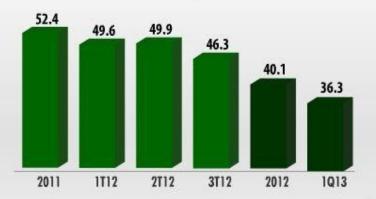




<sup>\*</sup> Constant December 2012 prices; including holdings.



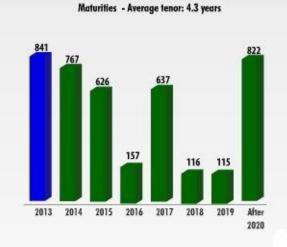
#### **Multiples**

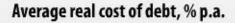


(\*) Net debt = (Total debt) - (Cash + cash equivalents)
2012 e 1Q13 - indexes by the new consolidating methodology

## Debt Structure – Cemig GT

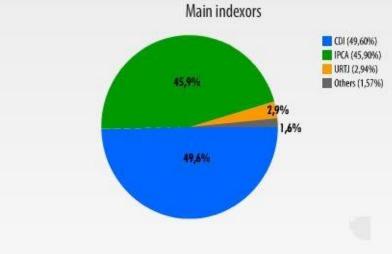








<sup>\*</sup> Constant December 2012 prices, including holdings.



#### Multiples



<sup>\*</sup> Dív. Líq = Dívida - (Disponbilidades + Aplicações Financeiras C.P e LP.)
2012 e 1713 - indicadores comtemplando a nova metodologia de consolidação

# Debt Structure – Cemig D

dec/12

mar/13





1012

(\*) Net debt = (Total debt) – (Cash + cash equivalents)

2012

3012

4012

1013



<sup>\*</sup> Constant December 2012 prices; including haldings.

jun/12

sep/12

7.3

mar/12

## Superior credit capacity recognized by the major rating agencies



**Fitch**Ratings

AA(bra) Cemig H, Cemig GT and Cemig D National scale

	Investment Grade						Speculative Grade												
AA+	AA	AA-	A+	Α	A-	BBB+	BBB	BBB-	BB+	BB	BB-	B+	В	B-	CCC	CC	С	RD	D
	1																		



Investment **Grade** 

Cemig GT and Cemig D Aa1.br

Aa2.br Cemig H

Cemig GT and Cemig D Baa3

Cemig H Ba<sub>1</sub>

brAA

National scale

National scale

Global scale

Global scale

	Investment Grade											Specu	lative	Grade						
Aaa	Aa1	Aa2	Aa3	A1	A2	A3	Baa1	Baa2	Baa3	Ba1	Ba2	Ba3	B1	B2	В3	Caa1	Caa2	Caa3	Ca	С
	1	1							•	1										



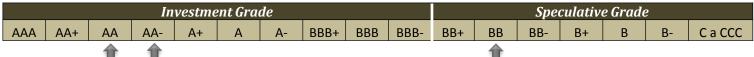
Cemig GT and Cemig H brAA-

Cemig D

Cemig H, Cemig GT and Cemig D Global scale BB

National scale

National scale



Solid fundamentals assured by excellent financial management, stable profitability, strong cash generation and robust corporate governance.

# The Cemig Story – Agenda



The positioning

The performance

The growth



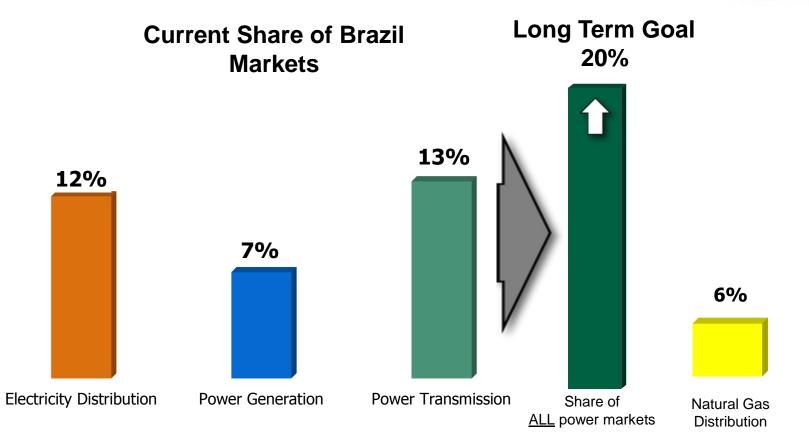






## Clear Long Term Goals

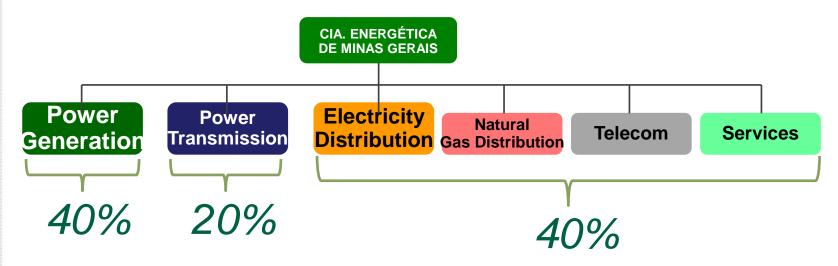




- ➤ Brazilian generation market (% of total installed capacity)
- ➤ Brazilian transmission market (% of Permitted Annual Revenue (RAP))
- ➤ Brazilian electricity distribution market (% of all electricity distributed to free and captive clients in Brazil)

# Target Ebitda contribution by business in the long run















## **Growth Drivers**



1 Leverage price increases



2 Improve operating efficiency



3 Geographic expansion





## Record of Successful Acquisitions

#### **Business Model for Growth**

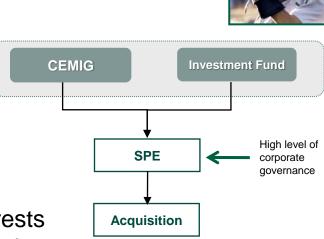
- Partnerships with Equity Investment Funds (FIPs) in recent acquisitions (Terna and Light) create a new growth driver
- Structuring of partnerships with FIPs produces a growth strategy that optimizes capital needs
- Innovative acquisition structure enables Cemig to use it in other expansion opportunities, aligned with its Long-Term Strategic Plan.

Attractive return to investors, at low risk

Best-in-class Corporate Governance

- Investors enter as financial partners and Cemig as operating partner
- Possibility of increasing stake in the future

Strategic positioning with minority or equal interests assures Cemig greater access to financial capital markets

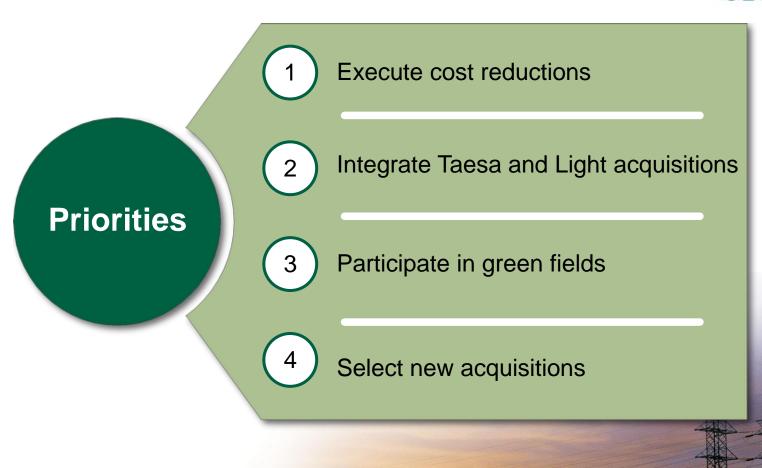


CEMIG



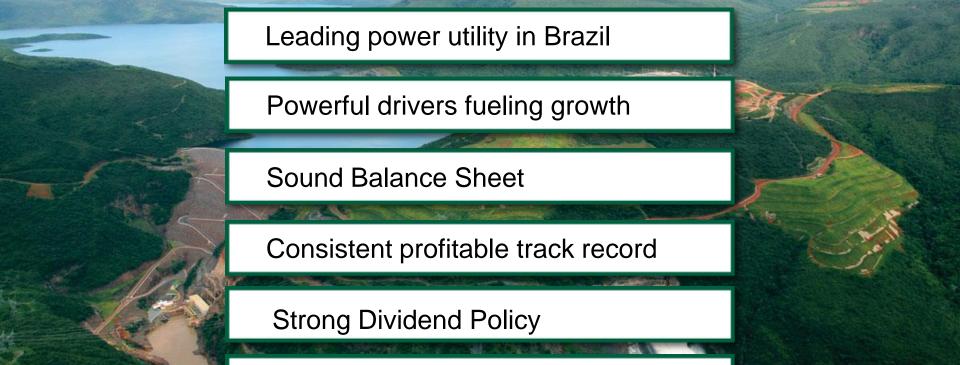
## Clear Priorities for 2013







# Why Invest in Cemig



World Leader in Sustainability







# **Appendix**



## Brazilian GDP growth is driven by domestic market





BRAZIL

#### **Economics**

- Largest Latin America economy
- 6th largest world economy
- GDP (2012): US\$ 2.25 trillion (+0.9%)
- Inhabitants: 191 million
- Area: 8.5 million km<sup>2</sup>
- Currency<sup>(1)</sup>: Reais (BRL) US\$1 = R\$ 2.12
- Reserves<sup>(1)</sup>: US\$ 376 billion

#### Economic Development Acceleration Plan – Second Phase (PAC 2)

- Federal plan to invest US\$ 598 billion in the period of 2011-2014
- Electric Power Generation: US\$ 71 billion
- Electric Power Transmission: US\$ 17 billion
- Renewable Fuel projects\*: US\$ 626 million
- Energy Efficiency: R\$ 689 million

\*Ethanol, Biodiesel and Alcohol pipeline

#### **Electric Power Industry**

- Power Generation
  - ✓Installed Capacity(2): 107 GW

65.9% Hydro; 10.8% Natural Gas; 5.6% Oil;

7.1% Biomass; 1.6% Nuclear; 1.6% Coal;

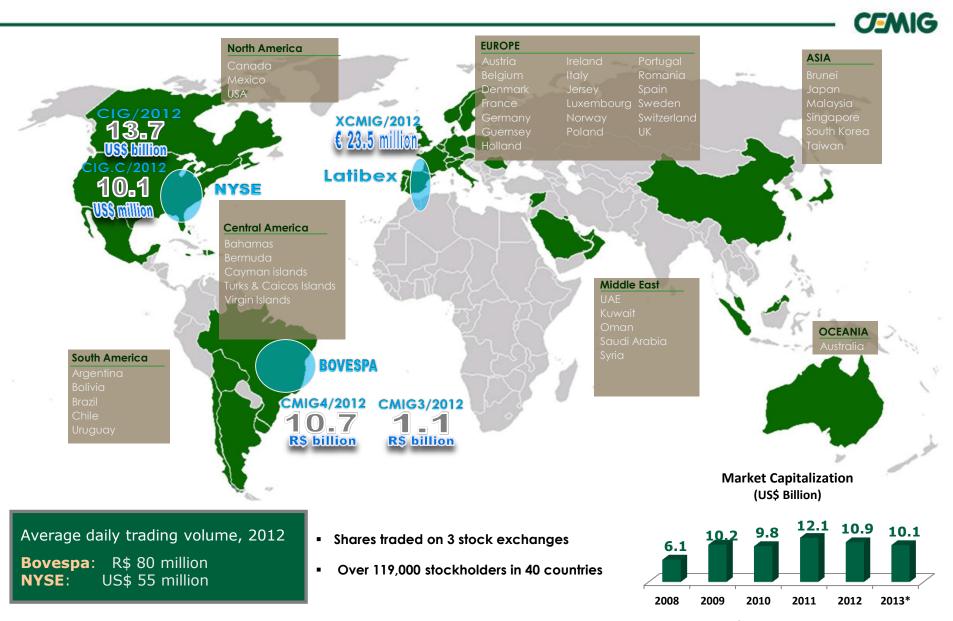
1.4% wind farm

- Power Transmission
  - ✓ National Network<sup>(3)</sup>: 102,000 km
  - ✓ Peak Demand in 2009: 64.04 GWh/h
- Electricity Distribution
  - ✓ Energy Consumption in 2009:388,204 GWh
    - 43% industries and 26% householders
  - ✓99% penetration countrywide
  - ✓ More than 50% of South America
  - √ Peak Demand comparable to UK

Source: Brazilian Institute for Geography and Statistics (IBGE), Brazilian Electricity Regulator (ANEEL), Brazilian Association of Transmission Companies (ABRATEE), Energy Research Company (EPE).

- (1) As of June 5<sup>ft</sup>, 2012
- (2) As of January 06th, 2012
- (3) As of June 30th, 2010

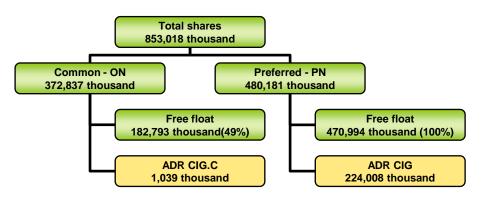
## Strong shareholders base assures liquidity



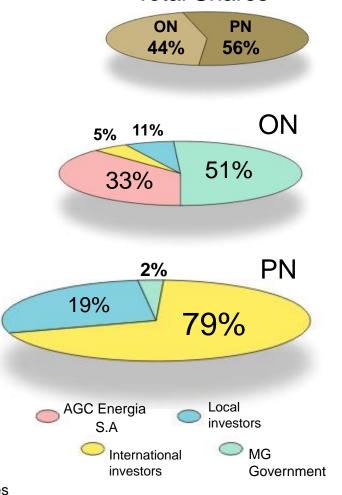
## The blend of shareholders provides long term perspective



- Our shareholder diversity provides a global business management vision focused on sustainability of the company's activities
- Listed in major stock exchanges
  - BOVESPA (Brazil)
  - NYSE (USA)
  - LATIBEX (Spain)



Share nominal value = R\$5.00

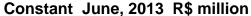


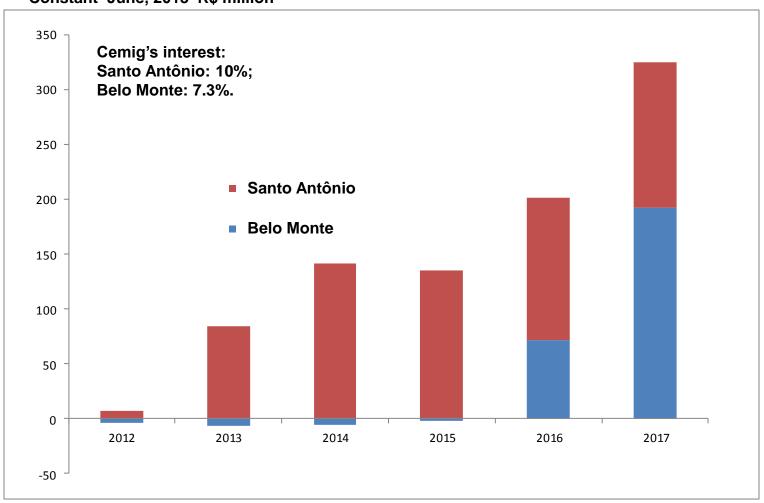
Total Shares

ADR outstanding approximately 20% of total shares and 36.97% of PN shares 1 ADR = 1 share in Bovespa ON shares have voting rights

# Ebitda from holdings in Santo Antônio and Belo Monte

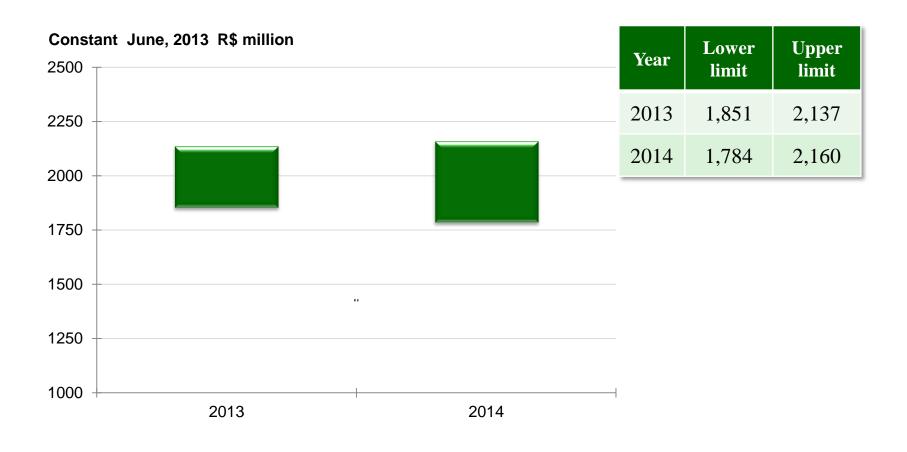






# CEMIG D EBITDA guidance





# CEMIG GT EBITDA guidance



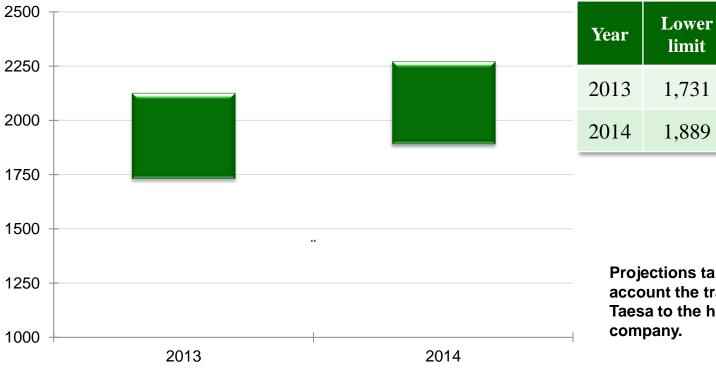
Upper

limit

2,127

2,272

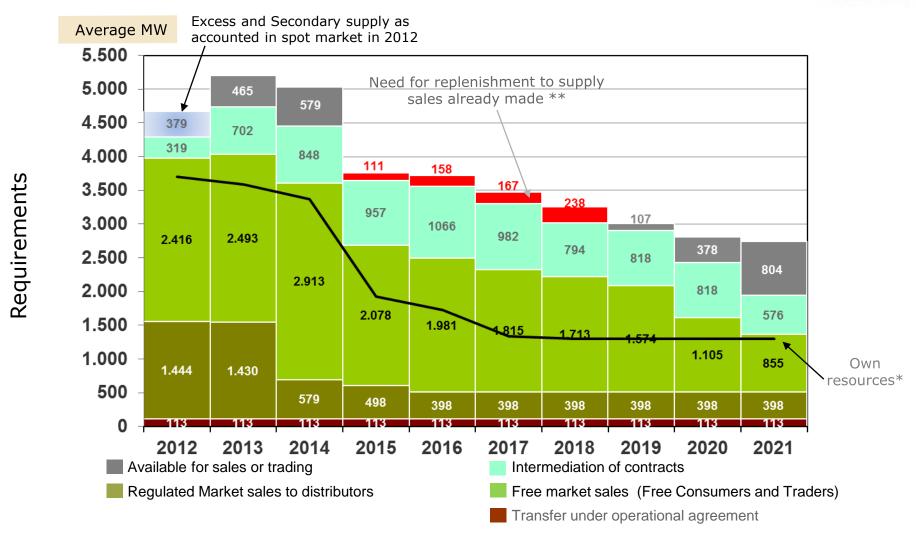
#### Constant June, 2013 R\$ million



Projections take into account the transfer of Taesa to the holding

## CEMIG GT – Supply-demand balance



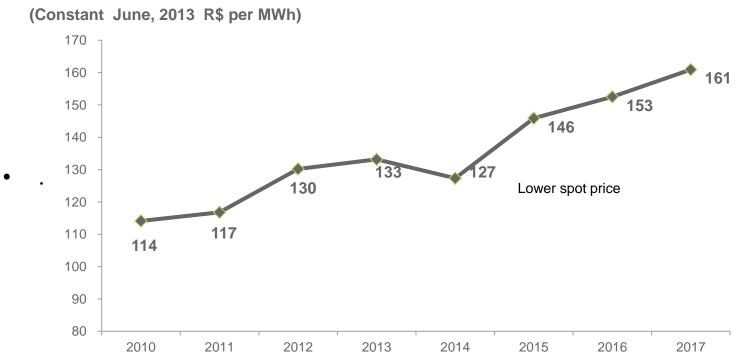


- (\*) Assuming: Withdrawal of Hydro Plants which: have first or second concession period ending in forthcoming years.
- (\*\*) The amounts shown in solid red are part of sales already made in contracts with Free Consumers and with traders.

## Average prices increasing, except in 2014

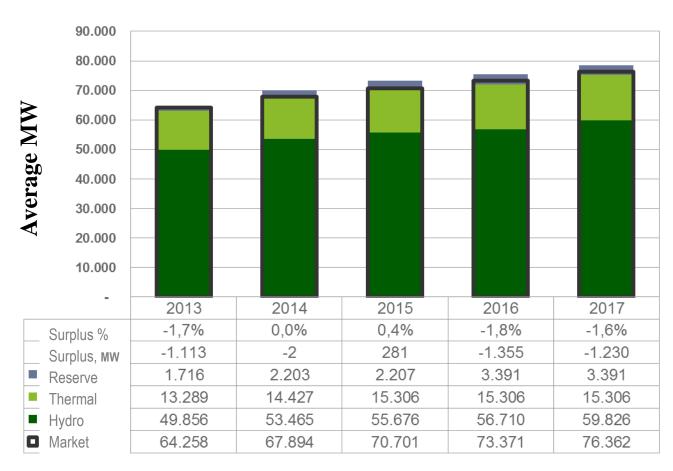


### Average electricity sale prices



# Brazilian National Grid: projections made in 2013 for 2013–17





Source: May 2013 PMO, analyzed by Cemig.

Assumptions: (1) Based on GDP growth estimate for 2013–17 of 4.5% [first 4-monthly revision of 2013];

(2) Assumes withdrawal of thermal projects that initially sold new-build power supply but were not built.

#### Electric Sector Concession Renewals



#### Law 12,783/2013:

- Reduction of sector charges
- Extension of concessions for additional 30 years, conditioned to an early renewal in 2013, for those expiring between 2013 and 2017
- Revenue covering only operation and maintenance costs

# Cemig's concessions expiring between 2013 and 2017:

- 21 power plants (2.4 GW assured energy)
  - ✓ Among them, 3 HPP which have not been granted with a extension yet, account for 1.8 GW of assured energy
- Transmission concession contract in Minas Gerais. EBITDA reduction of R\$336 million
- Distribution concession in Minas Gerais. No changes

Segment	Company's Decison
Generation (18 HPP of 2 <sup>nd</sup> renewal)	Didn't accept
Generation (3 HPP of 1 <sup>st</sup> renewal)	Don't agree
Transmission	Accepted
Distribution	Accepted

## Contracts maturing of generation plants



#### 2nd renewal:

#	Туре	Plant	Expiry of concession	Installed capacity (MW)	Assured energy (average MW)
1	HPP	Três Marias	Jul/2015	396	239
2	HPP	Volta Grande	Feb/2017	380	229
3	HPP	Salto Grande	Jul/2015	102	75
4	HPP	Itutinga	Jul/2015	52	28
5	HPP	Camargos	Jul/2015	46	21
6	SHPP	Piau	Jul/2015	18	14
7	SHPP	Gafanhoto	Jul/2015	14	7
8	SHPP	Peti	Jul/2015	9	6
9	SHPP	Joasal	Jul/2015	8	5
10	SHPP	Tronqueiras	Jul/2015	9	
11	SHPP	Cajurú	Jul/2015	7	3
12	SHPP	Marmelos	Jul/2015	4	3 3
13	SHPP	Martins	Jul/2015	8	3
14	SHPP	Paciência	Jul/2015	4	2
15	SHPP	Anil	Jul/2015	2	
16	SHPP	Sumidouro	Jul/2015	2	1
17	SHPP	Santa Marta	Jul/2015	1	1
18	SHPP	Poquim	Jul/2015	1	0
	TOTAL	1,064	642		

#### 1st renewal:

#	Туре	Plant	Expiry of concession	Installed capacity (MW)	Assured energy (average MW)
1	HPP	São Simão	Jan/2015	1,710	1,281
2	HPP	Jaguara	Aug/2013	424	336
3	HPP	Miranda	Dec/2016	408	202
	TOTA	L 1st renewal		2,542	1,819

## Contracts maturing of transmission plants



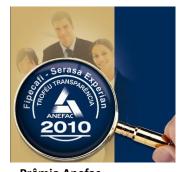
#	Plant	Location	Expiry of concession
	TBE		
1	EBTE – LT Juína-Brasnorte	Mato Grosso	out/38
2	ETEP – LT Tucuruí – Vila do Conde	Pará	jun/31
3	ENTE – LTs Tucuruí – Marabá – Açailândia	Pará/Maranhão	dez/32
4	ERTE – LT Vila do Conde – Santa Maria	Pará	dez/32
5	EATE – LT Tucuruí – Presidente Dutra	Pará	jun/31
6	ECTE – LT Campos Novos – Blumenau	Santa Catarina	nov/30
7	STC – LT Barra Grande	Santa Catarina	jun/36
8	Lumitrans – LT Machadinho	Santa Catarina	jul/34
9	ESDE – LT Barbacena2-Juiz de Fora 1 (Projeto em andamento)	Minas Gerais	nov/39
	Taesa		
10	TSN	Goiás/ Bahia	dez/30
11	Munirah	Bahia	fev/34
12	Gtesa	Pernambuco/ Paraíba	jan/32
13	Patesa	Rio Grande do Norte	dez/32
14	NVT	Maranhão/Distrito Federal	dez/30
15	ETAU	Santa Catarina/Rio G. do Sul	dez/32
16	ETEO	São Paulo	mai/30
17	Brasnorte	Mato Grosso	mar/38
18	STE	Rio Grande do Sul	dez/32
19	ATE	Paraná/São Paulo	fev/34
20	ATE II	Tocantins/Piauí/Bahia	mar/35
21	ATE III	Tocantins/Pará	mar/36
22	São Gotardo (Projeto em andamento)	Minas Gerais	ago/42
	Others		
23	Transchile – LT Charrua – Nueva Temuco	Chile	mai/28
24	Centroeste de Minas – LT Furnas – Pimenta	Minas Gerais	mar/35
25	Rede Básica	Minas Gerais	jul/15
26	Sub-Estação – SE Itajubá – 3	Minas Gerais	out/30
27	Transleste – LT Irapé – Montes Claros	Minas Gerais	fev/34
28	Transudeste – LT Itutinga – Juiz de Fora	Minas Gerais	mar/35
29	Transirapé – LT Irapé – Araçuaí	Minas Gerais	mar/35

## Market Recognition





Included in the DJSI for the 11th year running.



Prêmio Anefac
Transparency Trophy, 2011.





Included in The Global Dow Index as the only Latin American electricity company in this 150-company index, and one of the 10 selected to represent emerging markets.



Included in Bovespa Corporate Sustainability Index.



37th Apimec Award







## **Investor Relations**

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## Notes



## Notes