

# **Successful Strategy**

Performance reflects balanced portfolio structure

October, 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.

The information and opinions contained herein should not be understood as a recommendation to potential investors and no investment decision should be based on the truthfulness, or completeness as of the date hereof of this information or these opinions. None of Cemig's professionals nor any of their related parties or representatives shall have any liability for any losses that may result from the use of the content of this presentation.

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.



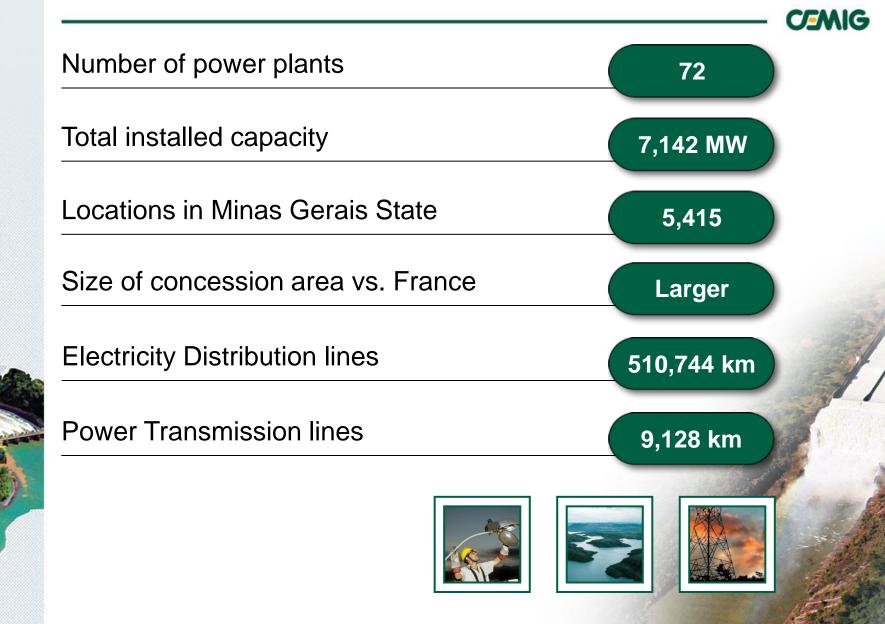
# **Brazil's Leading Power Utility**





(2) In the Brazilian Power Industry

# Cemig: Strength in Numbers



### Cemig at a Glance

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

– 1H13	Net revenues: R\$ 7.1B
– 1H12	Net revenues: R\$ 6.6B

EBITDA: R\$ 2.8B EBITDA: R\$ 2.4B CFMIG

- Highest liquidity in the sector
  - listed on 3 stock exchanges New York, São Paulo, Madrid
  - More than 120,000 shareholders in more than 40 countries
  - Average Daily Trading Volume up to September 18<sup>th</sup>, 2013:
    - R\$88M in Bovespa
    - US\$29M 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

#### he performance

#### he growth

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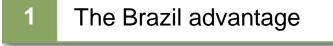








### **Cemig is Uniquely Positioned**



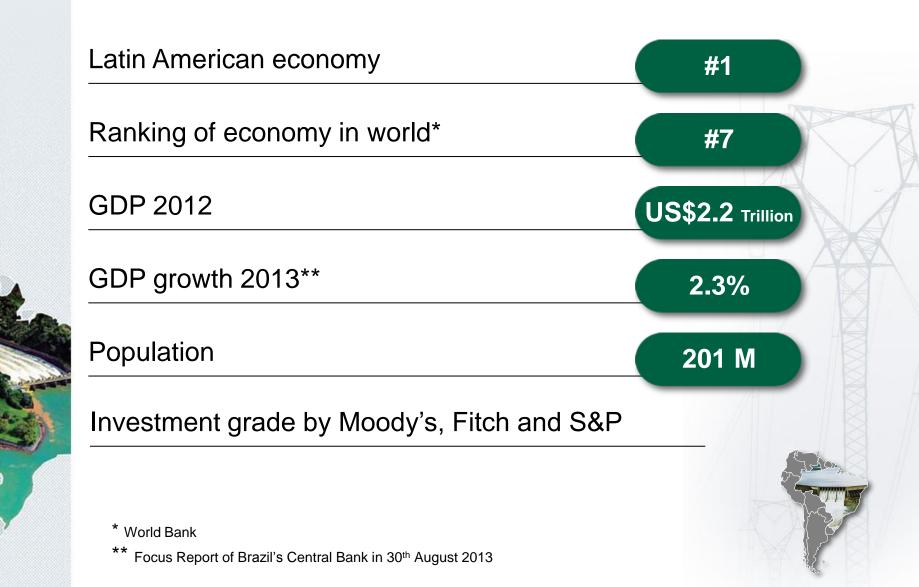
CEMIG

2 Unmatched scale

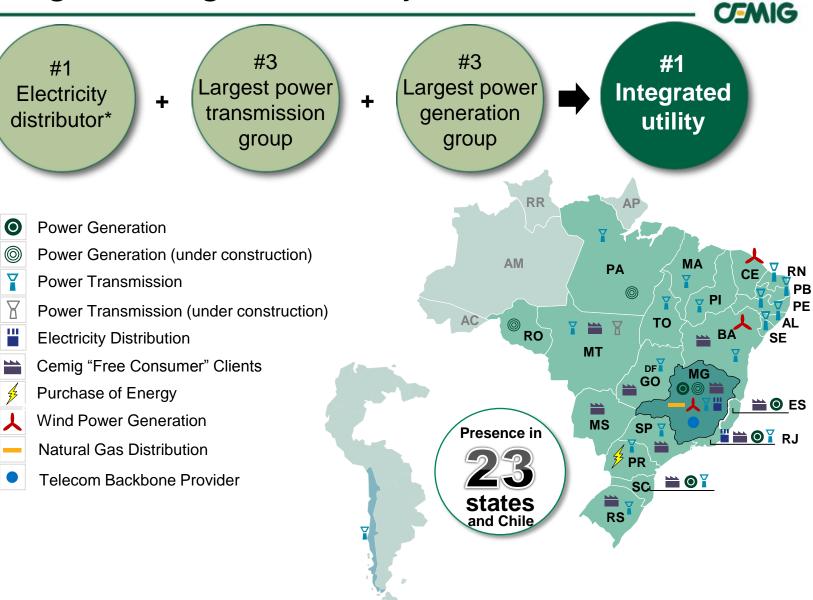
- 3 Diversified portfolio
- 4 Leader in renewable energy
- 5 Strong governance

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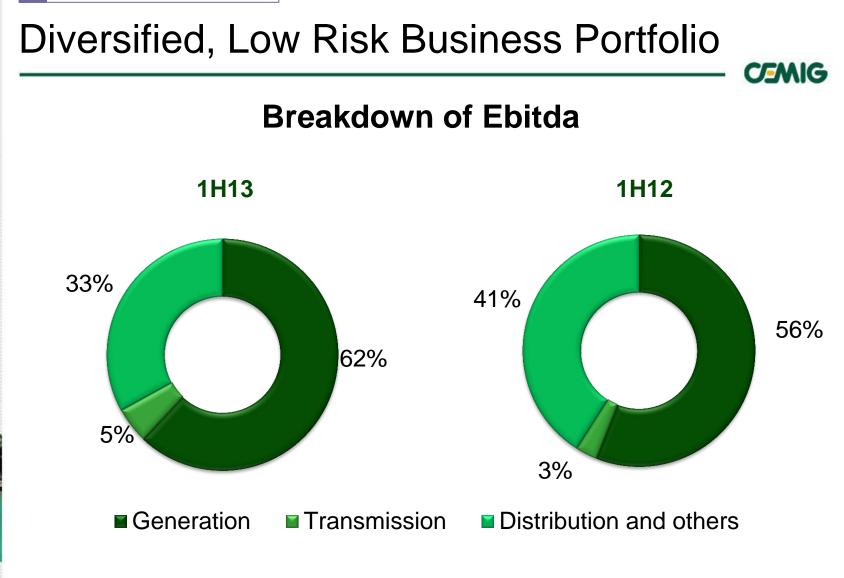
### An Emerging Powerhouse Economy



### Largest Integrated Utility in Brazil



\* in terms of length of electricity distribution lines

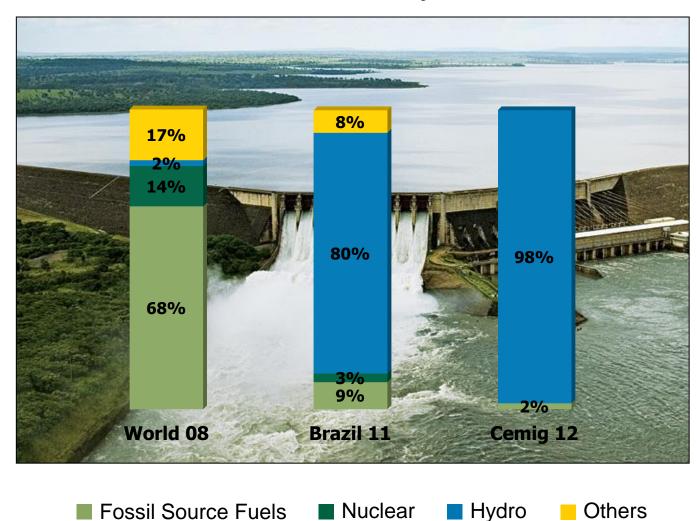


Most of the revenues are inflation protected

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# Leader in Renewable Hydro Power Energy

#### **Power Generation by Source**



Source: EPE [BEN 2011 – Preliminar Results and IEA [KeyWorld EnergyStatistics-2010]

# **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

CEMIG

Minas Gerais

- 6 from a total of 14 members are appointed by minority shareholders
- Pro-market corporate bylaws include
  - Minimum 50% dividend payout
  - Capex limited to 40% of EBITDA
  - 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

Dow Jones Sustainability Indices



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Índice Carbono Eficiente

### The Cemig Story – Agenda

#### The positioning

### The performance

#### he growth

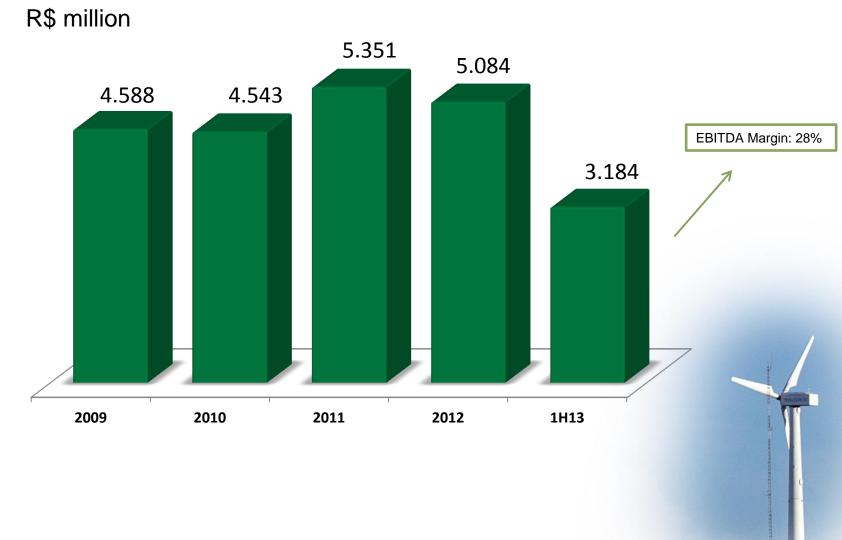








### Growth in EBITDA

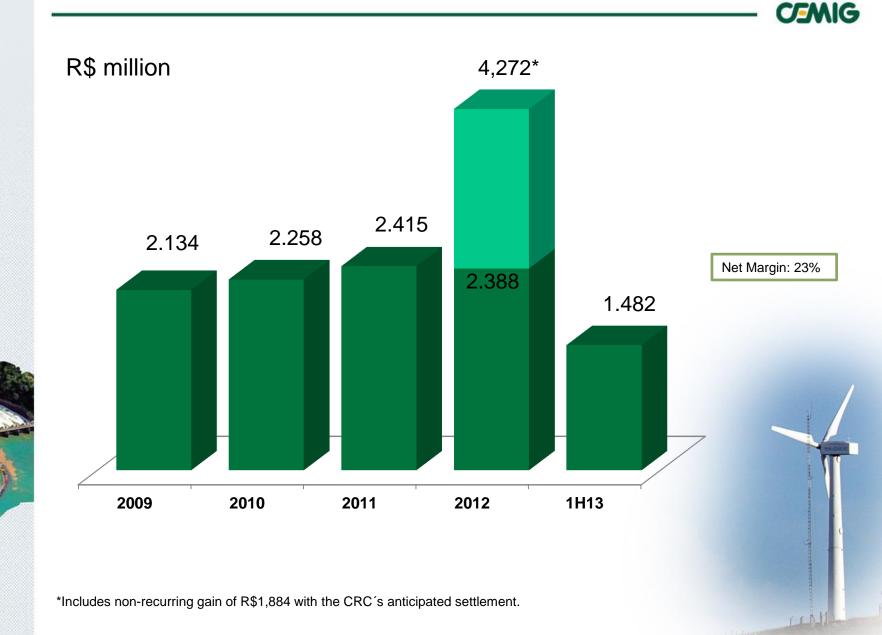


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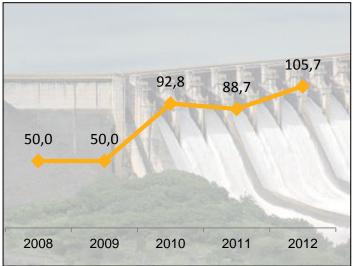
\*Ebitda calculated by same criterion used in the Guidance presented at the 18th Cemig/Apimec annual meeting with investors.

### Net Income Continues to Expand

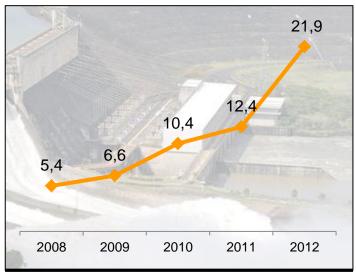


# Attractive and Secure Dividend Payout

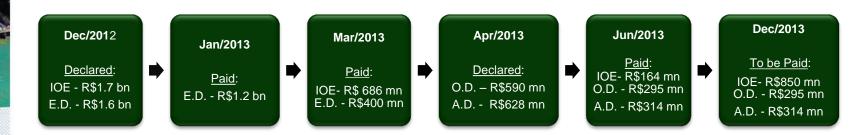
Dividend Payout (% of Net Income)



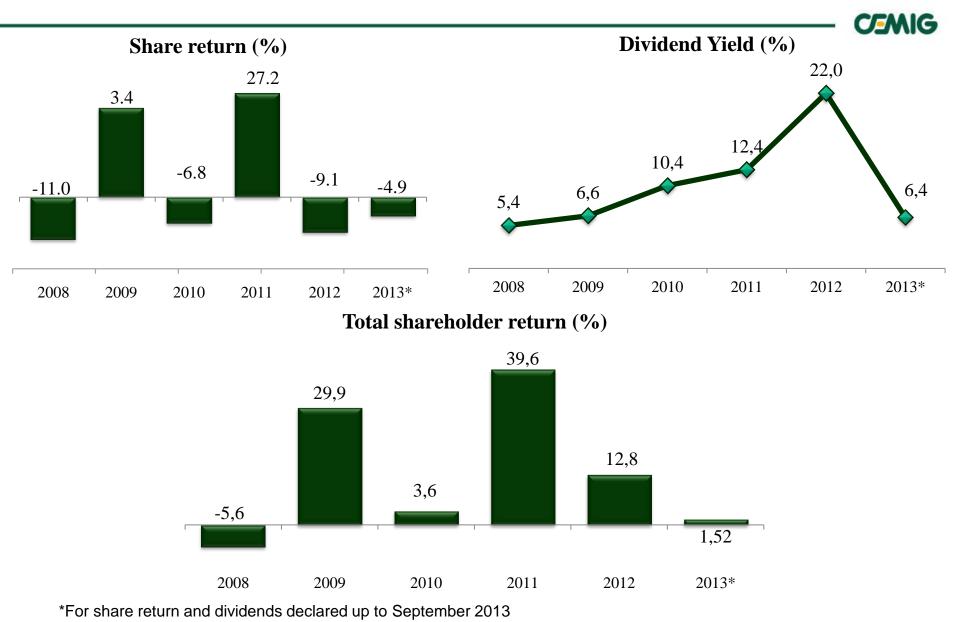
Dividend Yield (%)\* Preferred shares CEMIG



\* Considering Interest on Equity for the 2012 business year

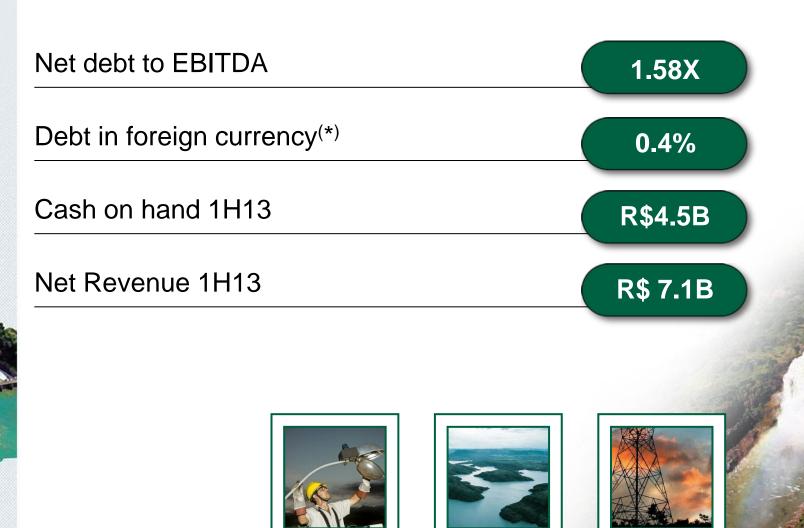


### Attractive total return for shareholders



# Strong Balance Sheet to Support Growth

CEMIG

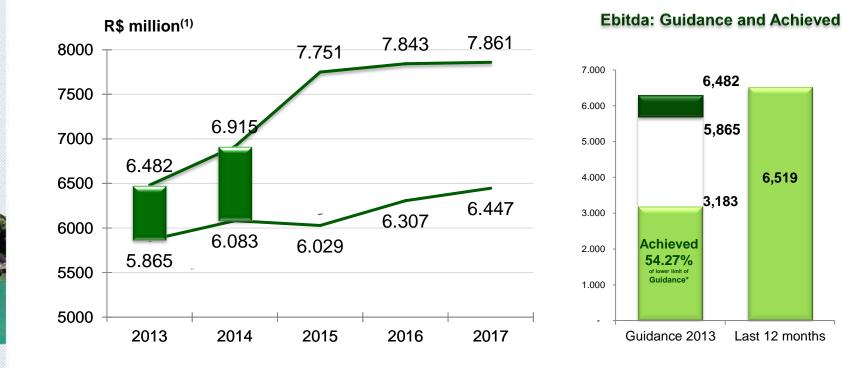


\*Net of financial hedging

### **EBITDA** guidance

#### CEMIG

#### **CEMIG, CONSOLIDATED**



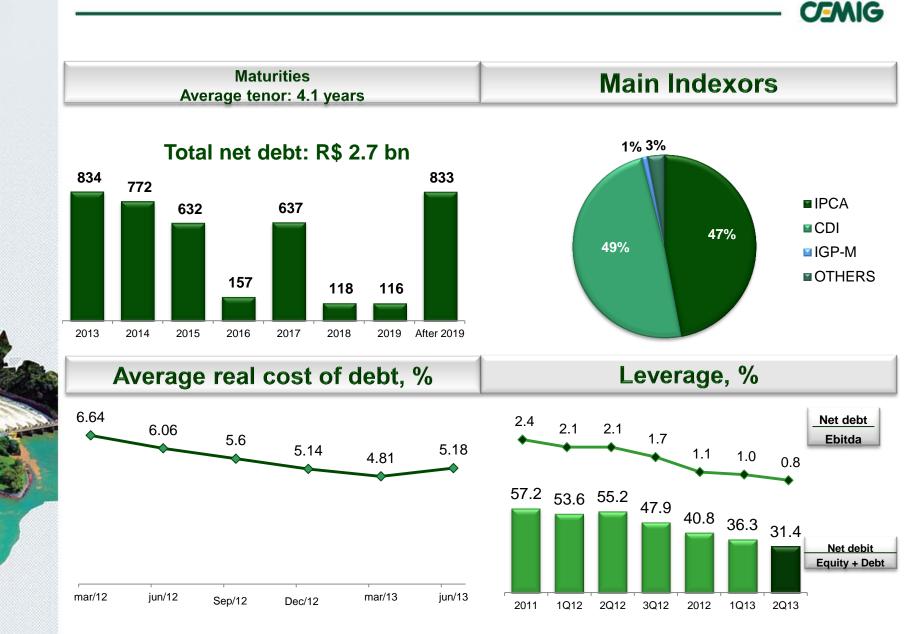
(1) Constant currency as of June 2013.

\*Ebitda calculated by same criterion used in the Guidance presented at the 18<sup>th</sup> Cemig/Apimec annual meeting with investors.

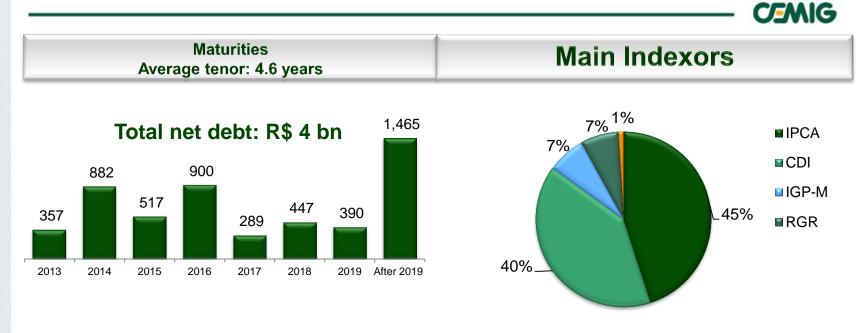
### Debt Structure - Cemig

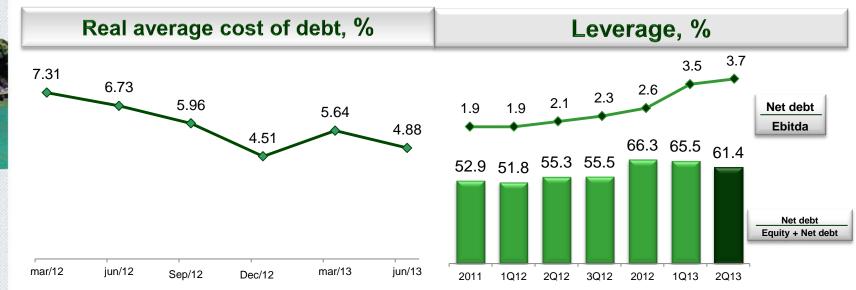
													- 0	<b>MIG</b>
Maturities Average tenor: 3.9 years							Main Indexors							
<b>1,203</b>	<b>Total</b> 1,662	<b>net c</b> 1,157	1,066 2016	935 2017	<b>637</b> 2018	<b>507</b> 2019	<b>2,298</b>	44	5% I%_	× 4%	2%	45	■ ( ■   ■ (	PCA CDI GP-M JFIR/RGR DTHERS
Real average cost of debt, %							Leverage, %							
6.83	6.2	2	5.53	5.03	5	i.33 ♦	5.04	52.4	49.6	49.9	46.3	40.1	36.3	Net debt nity + Net debt 28.7
mar/12	jun/'	12	set/12	dez/12	 m;	ar/13	jun/13	2011	1Q12	2Q12	3Q12	2012	1Q13	2Q13

### Debt Structure – Cemig GT

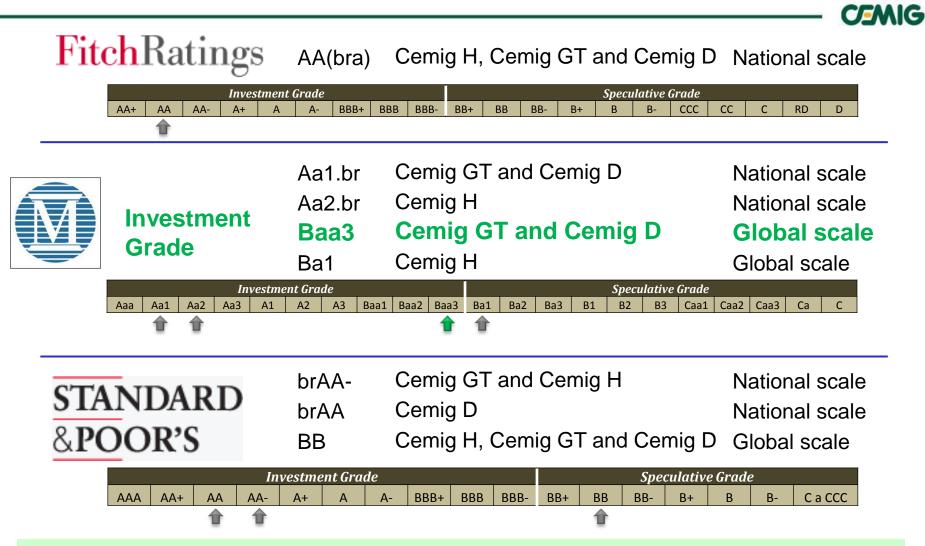


### Debt Structure – Cemig D





### Superior credit capacity recognized by the major rating agencies



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



#### The positioning

#### The performance

### The growth

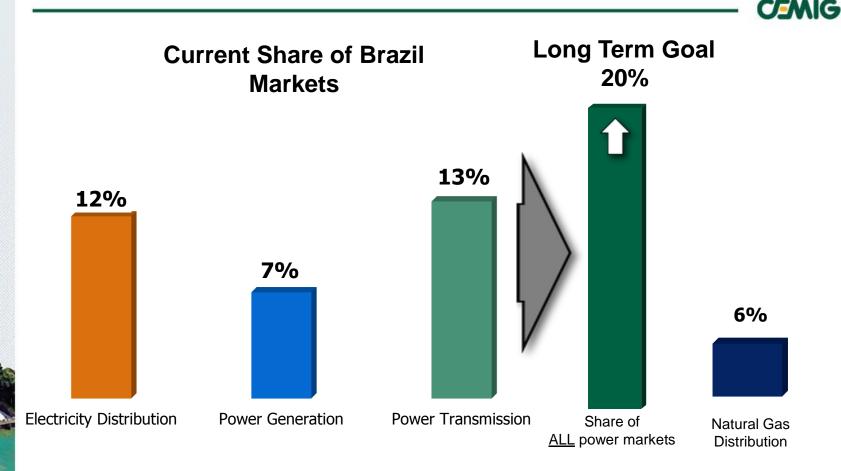






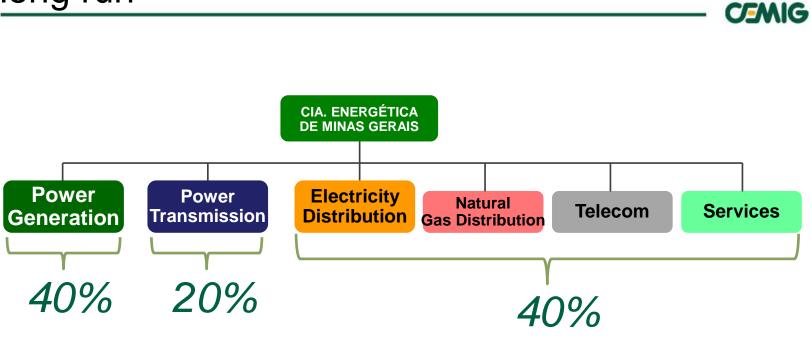


### **Clear Long Term Goals**



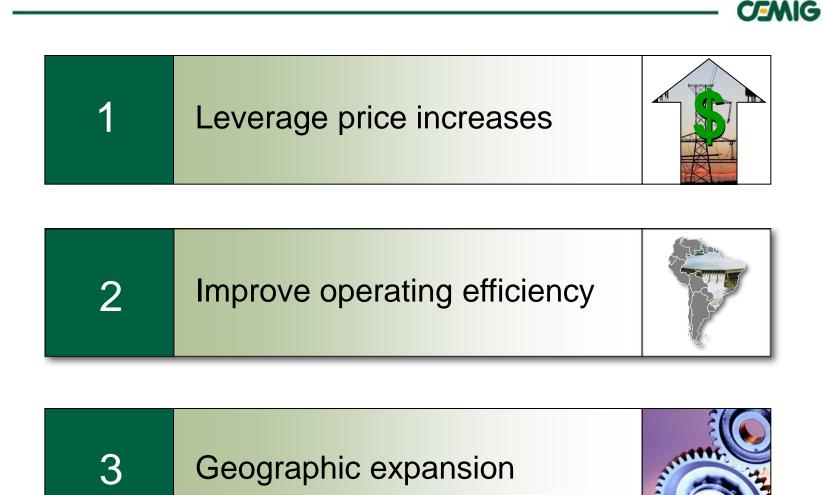
- Brazilian generation market (% of total installed capacity)
- Brazilian transmission market (% of Permitted Annual Revenue (RAP))
- > Brazilian electricity distribution market (% of all electricity distributed to free and captive clients in Brazil)

# Target Ebitda contribution by business in the long run





### **Growth Drivers**



# **Record of Successful Acquisitions**

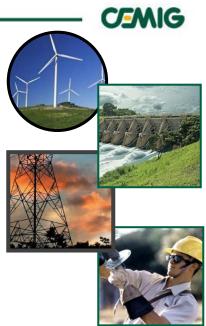
#### **Business Model for Growth**

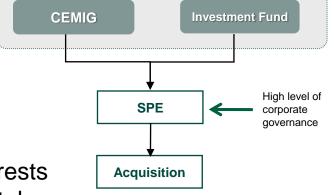
- Partnerships with Equity Investment Funds (FIPs) in recent acquisitions (Taesa and Light) create a new growth driver
- Structuring of partnerships with FIPs produces a growth strategy that optimizes capital needs
- Innovative acquisition structure enables Cemig to use it in other expansion opportunities,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





### **Clear Priorities for 2013**



# Why Invest in Cemig

Leading power utility in Brazil

Powerful drivers fueling growth

Sound Balance Sheet

Consistent profitable track record

**Strong Dividend Policy** 

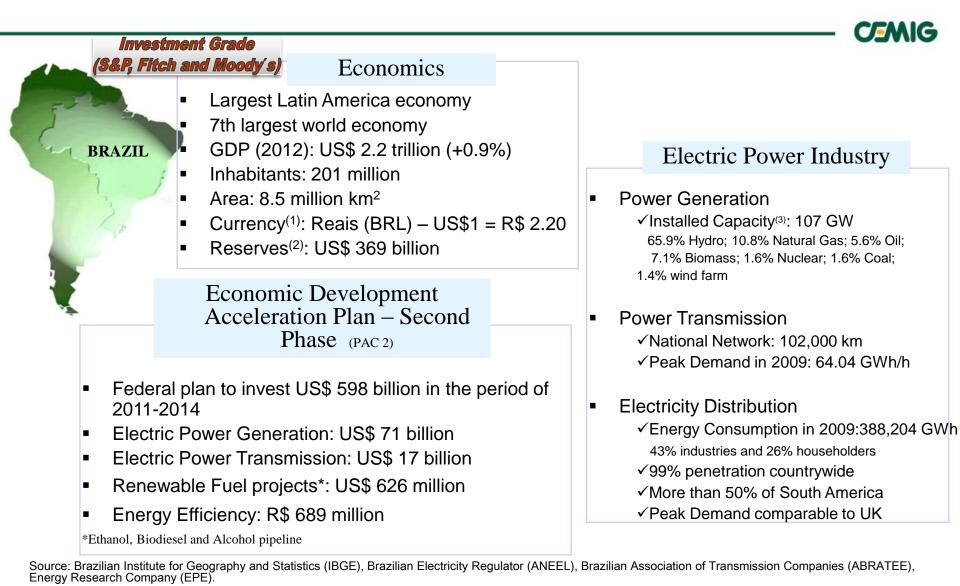
World Leader in Sustainability





### Appendix

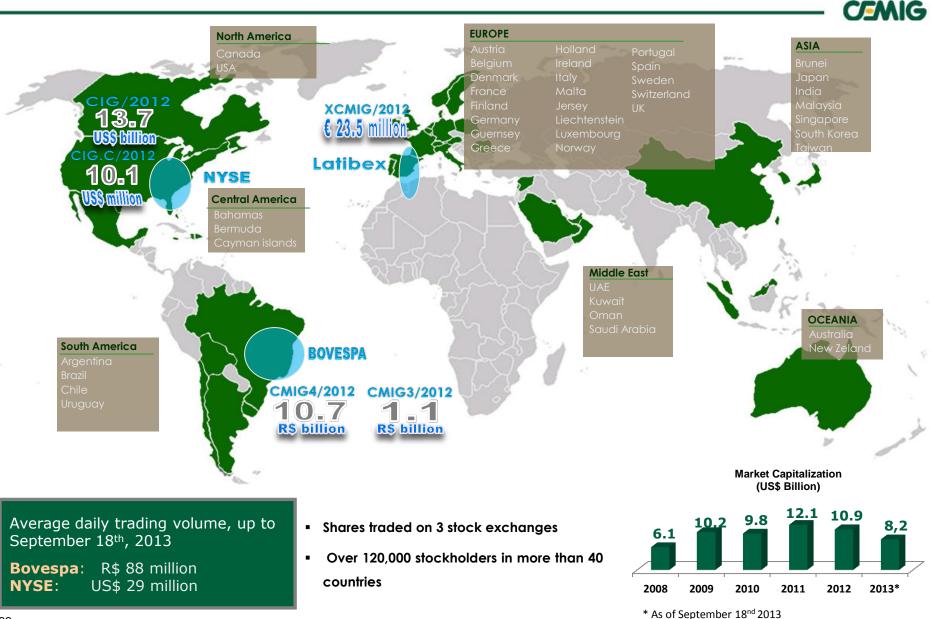
### Brazilian GDP growth is driven by domestic market



<sup>(1)</sup> As of September 19<sup>th</sup>, 2013

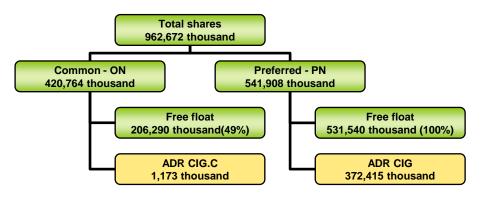
- (2) As of June, 2013
- (3) As of June 30<sup>th</sup>, 2010

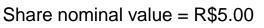
### Strong shareholders base assures liquidity



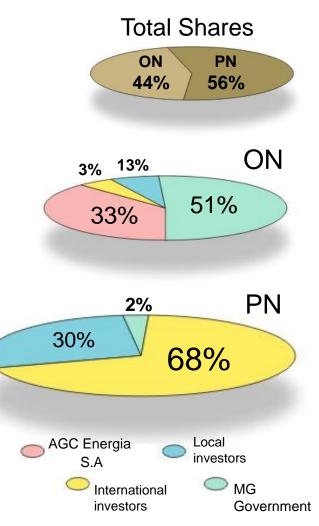
### The blend of shareholders provides long term perspective

- 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)

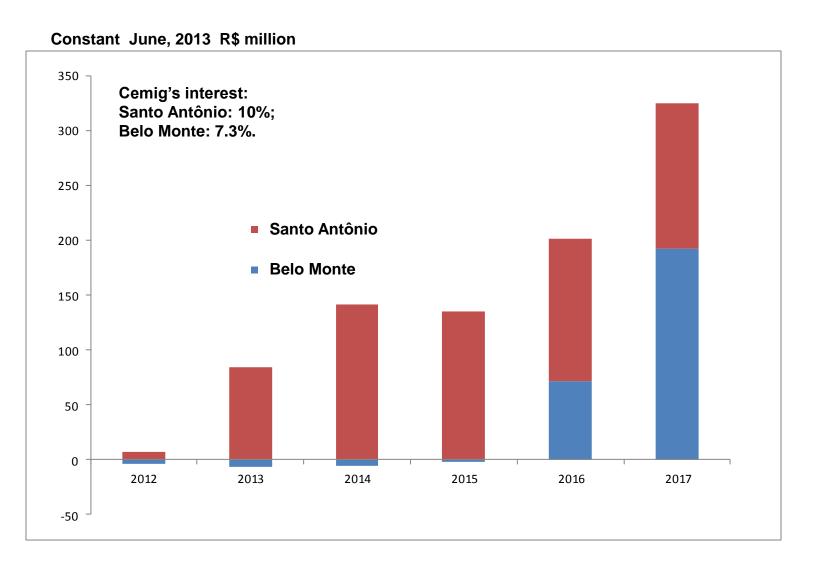


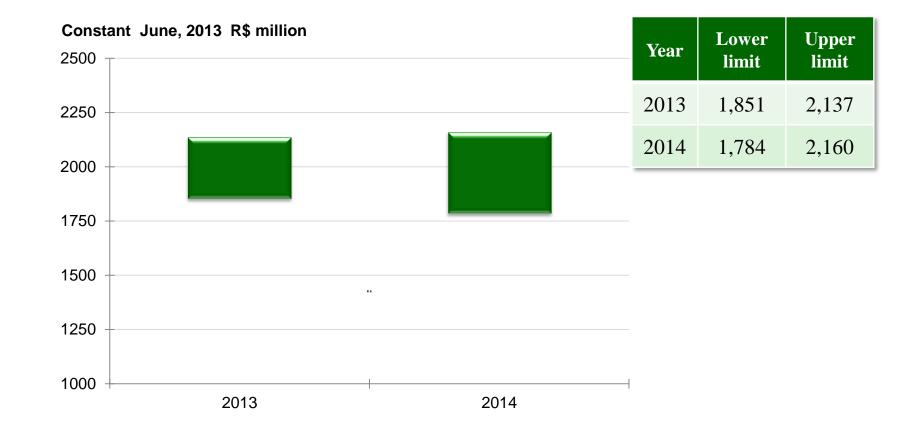


ADR outstanding approximately 20% of total shares and 36.97% of PN shares 1 ADR = 1 share in Bovespa ON shares have voting rights

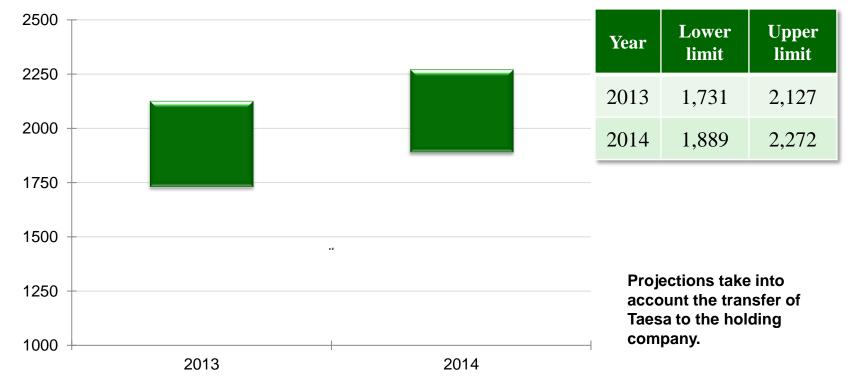


# Ebitda from holdings in Santo Antônio and Belo Monte

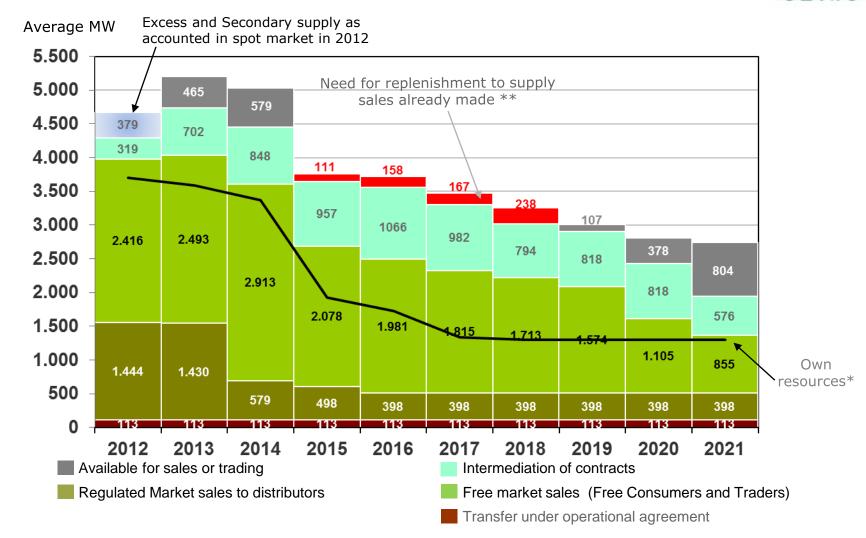




Constant June, 2013 R\$ million



### CEMIG GT – Supply-demand balance



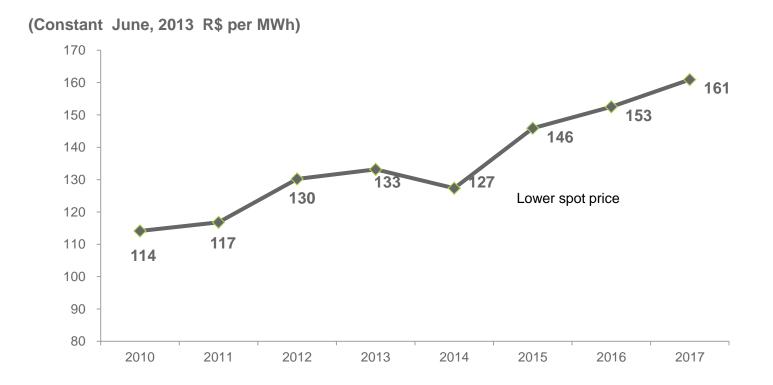
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- (\*) Assuming: Withdrawal of Hydro Plants which: have first or second concession period ending in forthcoming years.
- (\*\*) The amounts shown in solid red are part of sales already made in contracts with Free Consumers and with traders.

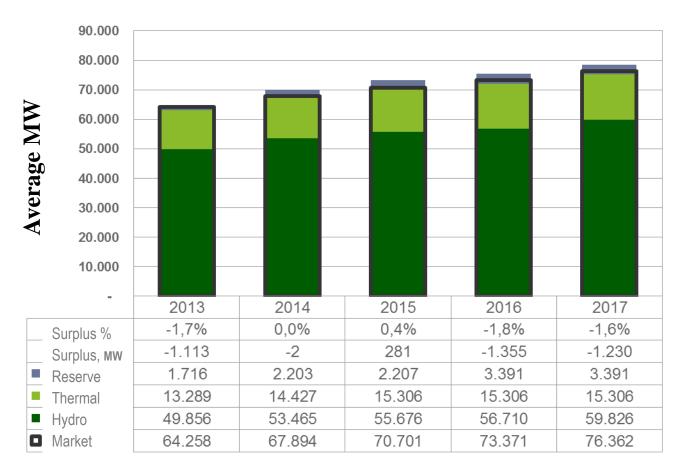
Requirements

## Average prices increasing, except in 2014

#### Average electricity sale prices



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

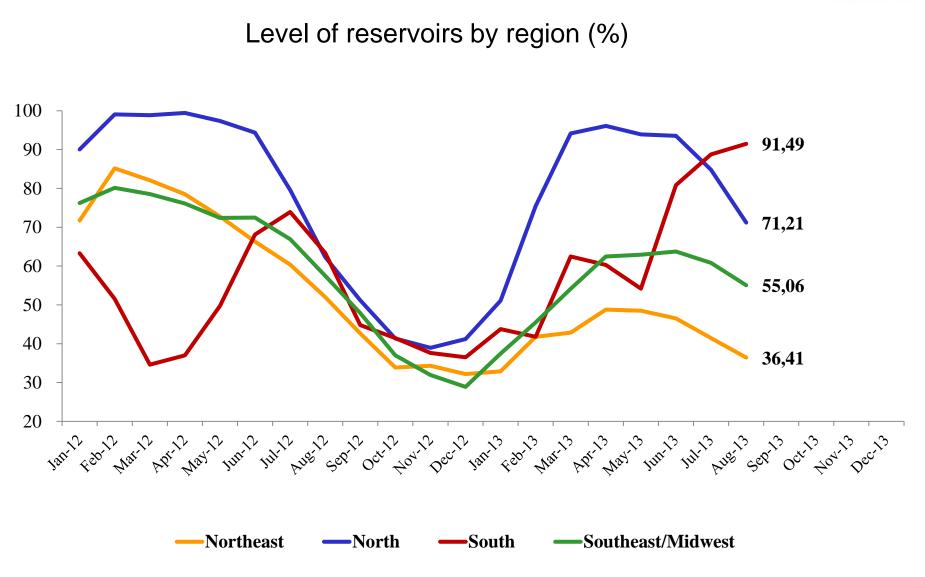


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#### Source: May 2013 PMO, analyzed by Cemig.

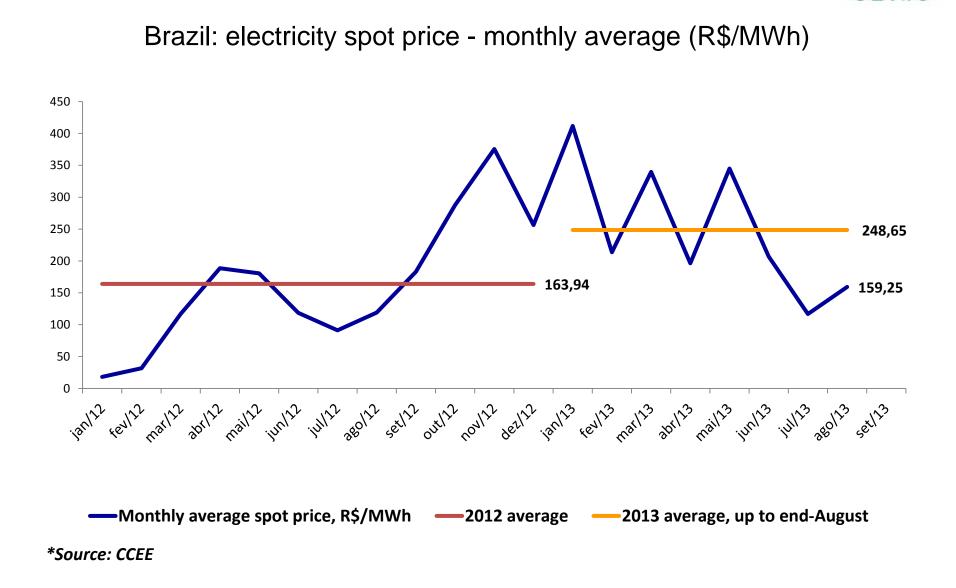
- Assumptions: (1) Based on **GDP growth** estimate for 2013–17 of **4.5%** [first 4-monthly revision of 2013];
  - (2) Assumes withdrawal of thermal projects that initially sold new-build power supply but were not built.

Level of reservoirs (%)\*



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\*Source: ONS



#### 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	4				
11	SHPP	Cajurú	Jul/2015	7	3				
12	SHPP	Marmelos	Jul/2015	4	3				
13	SHPP	P Martins Jul/2015		8	3				
14	SHPP	Paciência	Jul/2015	4					
15	SHPP	Anil	Jul/2015	2	1				
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						

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#### 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
	ΤΟΤΑ	2,542	1,819		

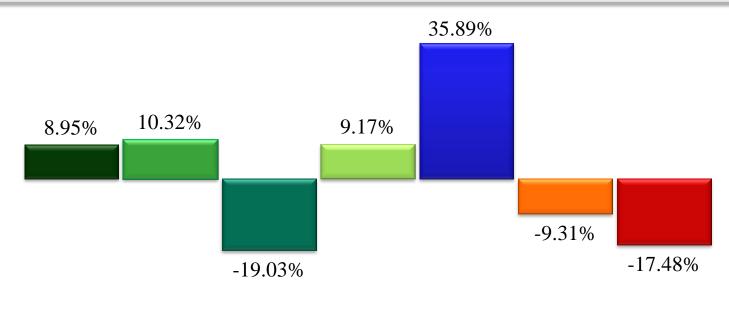
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#### Contracts maturing of transmission plants

#	Plant	Location	Expiry of concession
	ТВЕ		
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

## Cemig in the stock market

## Share price performance up to August 12<sup>th</sup>, 2013



CEMIG

■ CMIG4 ■ CMIG3 ■ LIGT3 ■ TAEE11 ■ RNEW11 ■ IEE ■ IBOV

#### **Brazil-wide market recognition**

- Apimec: Best Investor Relations Award
- Transparency Trophy Anefac: Winner, "Listed companies billing over R\$ 5bn"
- The best Investors Relations on Utilities Sector

### Financial Statements Separated by Company (1H13)

											- 05	AIG
DESCRIPTION	HOLDING	CEMIG - GT	CEMIG - D	LIGHT	TAESA	GASMIG	CEMIG TELECOM	SÁ CARVALHO	ROSAL	OTHERS	ELIMINATIONS/ TRANSFERS	TOTAL
Assets	14,326,384	12,087,492	12,411,430	4,267,465	4,686,662	1,051,018	423,804	189,287	157,203	3,828,394	(14,941,365)	38,487,774
Cash and cash equivalents	541,690	663,429	748,591	664,452	247,641	34,693	48,417	14,715	12,534	270,182	588	3,246,932
Securities	1,060,014	685,206	383,649	-	74,752	33,972	15,186	17,348	10,467	160,634	-	2,441,228
Accounts receivable	-	647,849	1,627,580	455,958	81,433	143,930	-	6,451	4,693	59,178	(21,798)	3,005,274
Taxes	427,383	131,880	1,390,537	414,797	343,747	68,909	32,151	513	74	16,224	-	2,826,215
Other assets	776,744	281,881	1,526,616	378,860	65,601	153,814	57,543	4,027	387	222,928	(691,836)	2,776,565
Investments / Fixed / Intangible /	-,	- ,	,- ,	,	,	,-	- ,	,-		,	(,,	, ,,
Financial Assets of Concession	11,520,553	9,677,247	6,734,457	2,353,398	3,873,488	615,700	270,507	146,233	129,048	3,099,248	(14,228,319)	24,191,560
LIABILITIES	14,326,384	12,087,492	12,411,430	4,267,465	4,686,662	1,051,018	423,804	189,287	157,203	3,828,394	(14,941,365)	38,487,774
Suppliers and supplies	14,573	166,504	871,777	251,760	16,567	44,260	12,592	316	439	71,510	(42,239)	1,408,059
Loans, financings and debentures	-	4,099,276	5,246,942	1,982,183	2,190,613	217,720	138,367	-	-	1,585,810	-	15,460,911
Interest on Equity, and dividends	1,418,731	256,475	119,947	29,814	36,033	21,774	-	31,748	17,619	129,119	(615,790)	1,445,470
Post-retirement liabilities	211,722	608,365	1,857,138	449,246	-	-	756	-	-	-	-	3,127,227
Taxes	20,933	416,537	910,941	213,325	631,406	54,985	12,756	39,709	1,049	37,754	-	2,339,395
Other liabilities	251,909	544,895	818,726	343,507	71,001	189,843	10,633	3,722	2,688	195,867	(9,521)	2,423,270
Stockholders' equity	12,408,516	5,995,440	2,585,959	997,630	1,741,042	522,436	248,700	113,792	135,408	1,808,334	(14,273,815)	12,283,442
PROFIT AND LOSS ACCOUNT												
Net operational revenue	161	2,476,132	4,544,307	1,255,603	386,117	354,057	71,426	29,293	22,616	272,780	(209,966)	9,202,526
Operational costs and expenses	287,773	(1,384,803)	(3,785,229)	(1,111,975)	(81,733)	(294,387)	(61,153)	(7,262)	(7,186)	(153,972)	159,164	(6,440,763)
Electricity bought for resale	-	(467,097)	(1,821,928)	(753,458)	-	-	-	(1,058)	(625)	(36,106)	122,339	(2,957,933)
Charges for the use of the national grid	-	(125,159)	(171,988)	-	-	-	-	-	(865)	(14,378)	49,736	(262,654)
Gas bought for resale	-	-	-	-	-	(266,820)	-	-	-	-	-	(266,820)
Personnel	(26,563)	(175,061)	(493,153)	(50,787)	(19,405)	(7,115)	(21,263)	(578)	(673)	(10,756)	-	(805,354)
Employee profit shares	(5,495)	(27,482)	(37,333)	-	(2,314)	-	(760)	(122)	(51)	(856)	-	(74,413
Post-retirement liabilities	(5,523)	(18,971)	(59,420)	-	-	-	-	-	-	-	-	(83,914)
Materials	(67)	(56,111)	(23,024)	(2,277)	(4,694)	(331)	(120)	(94)	(123)	(464)	-	(87,305
Outsourced services	(4,281)	(64,602)	(361,112)	(71,307)	(23,967)	(1,611)	(11,477)	(1,298)	(1,592)	(24,475)	16,809	(548,913)
Depreciation and amortization	(201)	(144,538)	(213,116)	(62,408)	(1,325)	(11,029)	(17,953)	(2,773)	(2,180)	(26,733)	(6,523)	(488,779)
Royalties for use of water resources	-	(59,863)	-	-	-	-	-	(1,073)	(843)	(2,334)	-	(64,113
Operational provisions (reversals)	(30,957)	(8,929)	(73,423)	(36,398)	487	-	(17)	7	(7)	(944)	-	(150,181
Infrastructure construction cost	-	(43,579)	(421,826)	(108,136)	(24,923)	-	-	-	-	(530)	-	(598,994
Other expenses, net	360,860	(193,411)	(108,906)	(27,204)	(5,592)	(7,481)	(9,563)	(273)	(227)	(36,396)	(23,197)	(51,390)
Equity gain (loss) in subsidiaries	1,335,912	116,450	(100)500)	(615)	15,973	-	-	-	-	(1,446)	(1,452,362)	13,912
Unrealized profit	(80,958)	-	-	(010)	-	-	-	-		-	-	(80,958)
Financial revenues	76,445	46,381	145,764	49,988	49,962	12,716	3,159	943	558	14,151	-	400,067
Financial expenses	(24,414)	(256,952)	(310,565)	(125,865)	(132,438)	(10,327)	(7,224)	(222)	(37)	(36,574)	33	(904,585)
Pretax profit	1,594,919	997,208	<b>594,277</b>	67,136	237,881	62,059	6,208	22,752	15,951	94,939	(1,503,131)	2,190,199
Income tax and Social Contribution tax	(133,281)	(348,378)	(158,187)	(24,690)	(49,888)	(21,225)	(3,732)	(8,263)	(908)	(27,125)	(1,505,151)	(775,677)
Deferred income tax and Social Contribution tax	20,947	40,560	(138,187) (43,910)	2,016	50,335	(21,223)	(1,257)	(8,203)	(308)	(1,149)	-	68,063
Profit (loss) for the period	1.482.585	689,390	392,180	44,462	238.328	40.834	1,219	15.030	15.023	66,665	(1.503.131)	1.482.585
47	2,102,505	000,000	002,200	1,102	100,010				10,010		(1)000,101)	

#### **Market Recognition**

#### Dow Jones Sustainability Indices

In Collaboration with RobecoSAM 🐢

In DJSI since 1999



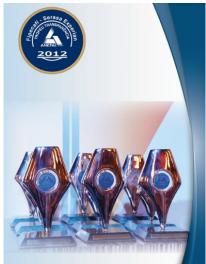
Included in Bovespa Corporate Sustainability Index.



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.



CEMIG



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