



# Successful Strategy

Performance reflects balanced portfolio structure

July, 2014







#### 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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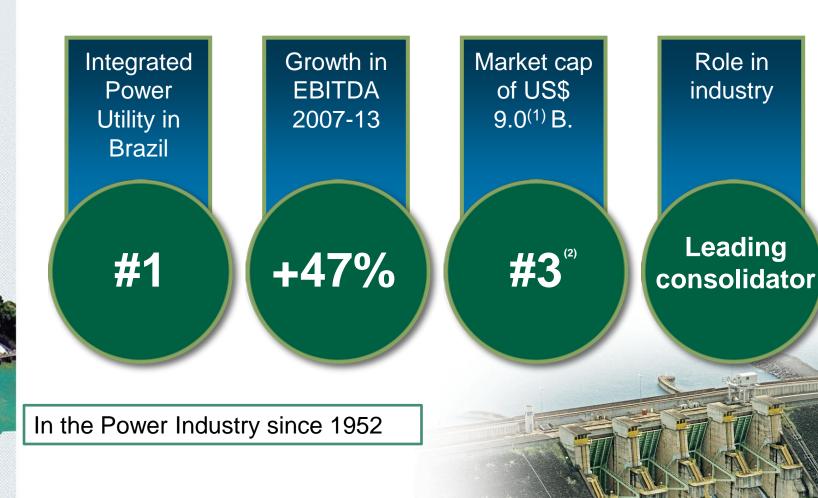
All figures are in BR GAAP.





# Brazil's Leading Power Utility





- (1) As of July 2<sup>nd</sup>, 2014
- (2) In the Brazilian Energy Industry

## Cemig: Strength in Numbers

Number of power plants

**70** 

CEMIG

Total installed capacity

7,317 MW

Locations in Minas Gerais State

5,415

Size of Distribution concession area vs France

Larger

**Electricity Distribution lines** 

526,869 km

**Power Transmission lines** 

9,454 km









## Cemig at a Glance



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

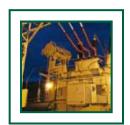
1Q14 Net revenues: R\$ 4.8B EBITDA: R\$ 2.1B
 1Q13 Net revenues: R\$ 3.7B EBITDA: R\$ 1.6B

- 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 in 2014, up to June 17<sup>th</sup>:
    - R\$78M in Bovespa
    - US\$27M 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

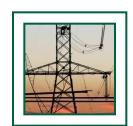


The positioning

The performance

The growth







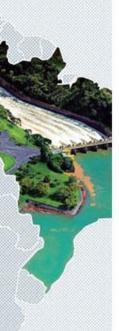




## Cemig is Uniquely Positioned



- 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\*

#7

**GDP 2013** 

US\$4.8 Trillion

GDP growth 2014\*\*

1.7%

**Population** 

202 M

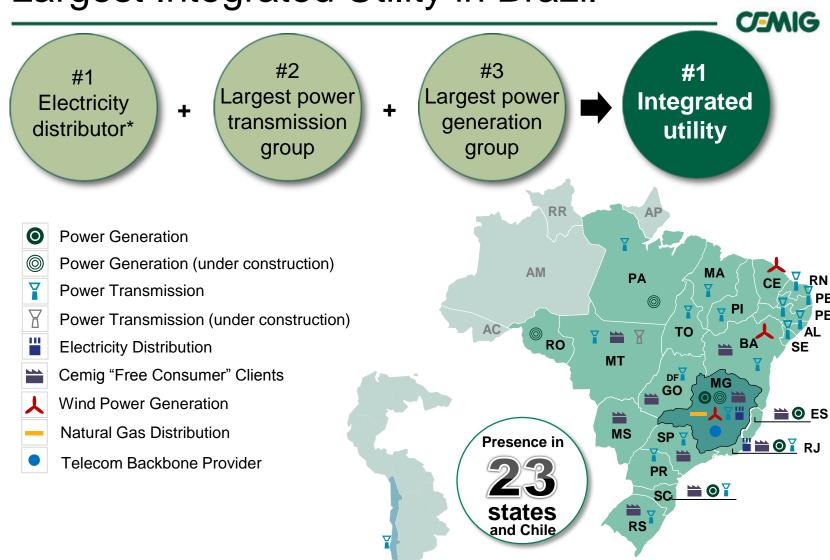
Investment grade by Moody's, Fitch and S&P



<sup>\*</sup> World Bank on March 31th 2013

Brazil's Central Bank Focus Report, March 14th 2013

## Largest Integrated Utility in Brazil

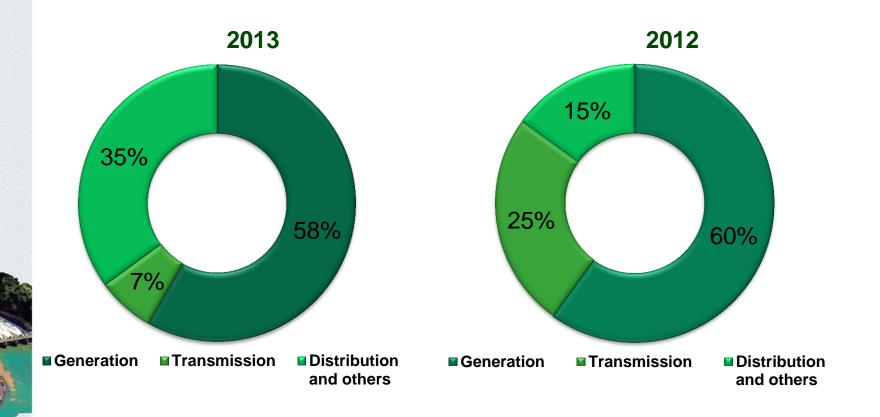


<sup>\*</sup> in terms of length of electricity distribution lines

## Diversified, Low Risk Business Portfolio



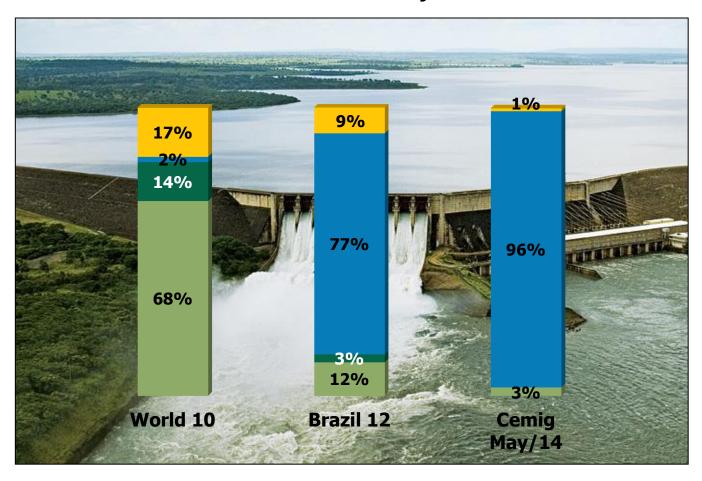
#### **Breakdown of Ebitda**



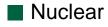
Most of the revenues are inflation protected

# Leader in Renewable Hydro Power Energy

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











## 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
  - 8 from a total of 15 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 Dow Jones since 1999
  - Included in the ISE Bovespa Sustainability Index since 2005
- ✓ Present in the Global Dow Index.













# The Cemig Story – Agenda

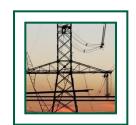


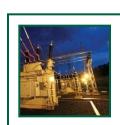
The positioning

The performance

The growth





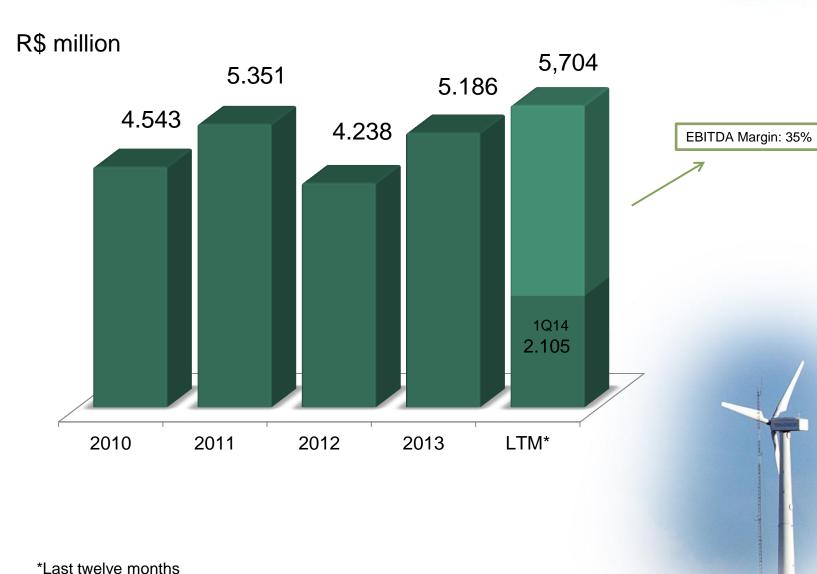






## Growth in EBITDA - Guidance

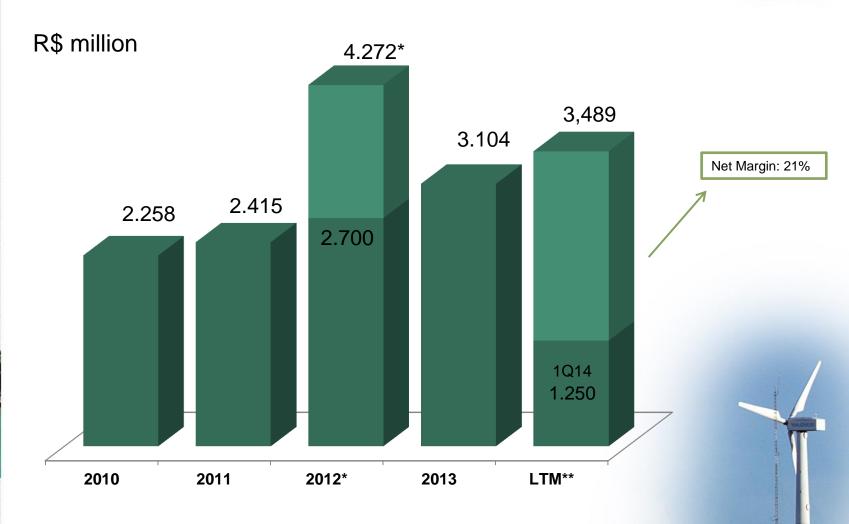






## Net Income Continues to Expand





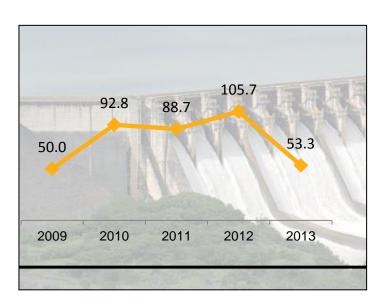
<sup>\*</sup>Includes non-recurring gain of R\$1,572 million with the CRC's (Accounts receivable from Minas Gerais State government) anticipated settlement.

<sup>\*\*</sup>Last twelve months

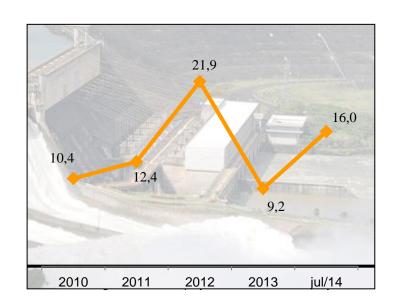
# Attractive and Secure Dividend Payout



**Dividend Payout** (% of Net Income)



Dividend Yield (%)\* **Preferred shares** 



#### Dec/2013 - Declared:

IOE - R\$533 mn O.D. - R\$1.068mn A.D. – R\$54mn



IOE - R\$533 mn paid in Dec/2013 O.D. - R\$1.068mn paid in Jun/2014 A.D. – R\$54mn paid in Jun/2014

IOE - INTEREST ON EQUITY

- ADDITIONAL DIVIDENDS

E.D. - EXTRAORDINARY DIVIDENDS O.D. - ORDINARY DIVIDENDS

## Strong Balance Sheet to Support Growth



Net debt to EBITDA

1.3X

Debt in foreign currency(\*)

0.4%

Cash on hand – 1Q14

R\$2.0B

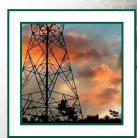
Net Revenue 1Q14

R\$4.8B







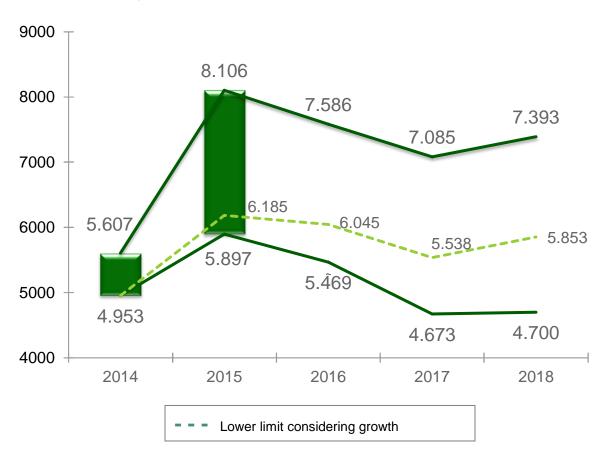


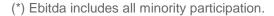
## EBITDA Guidance – 2014/2018



#### **CEMIG, CONSOLIDATED**

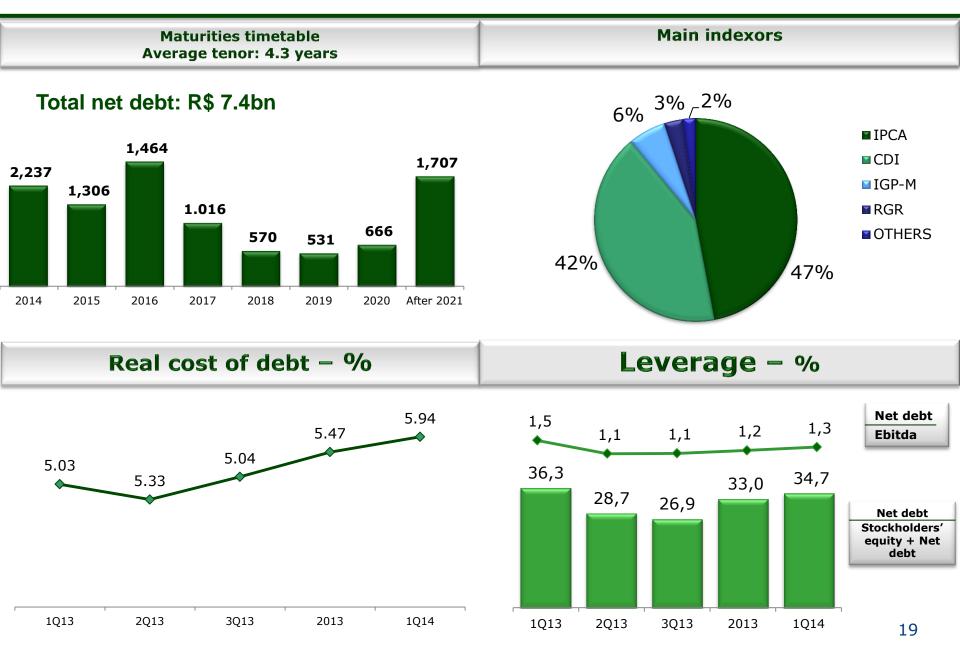
Constant June 2014 R\$ '000





# Consolidated debt profile - 1Q14



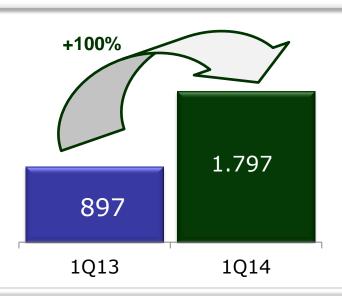


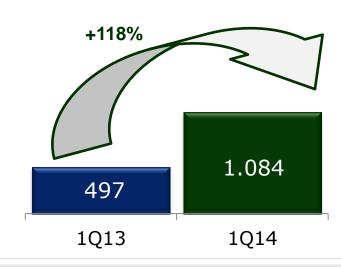
# Cemig GT - 1Q14 results



# **Ebitda**

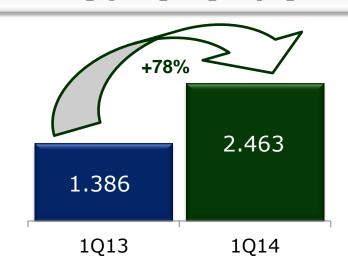
## **Net income**

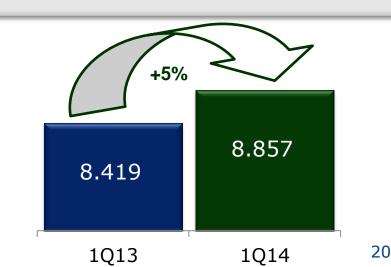




## **Net revenue**

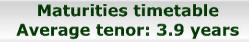
**Volume of electricity sold (GWh)** 



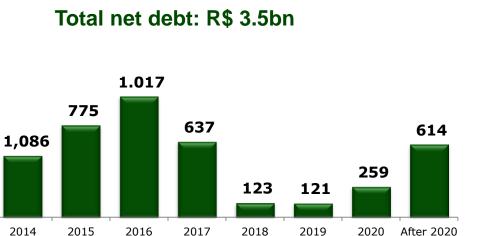


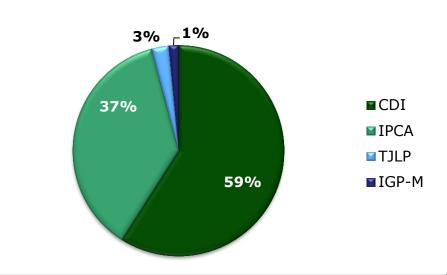
# Cemig GT: Debt profile - 1Q14





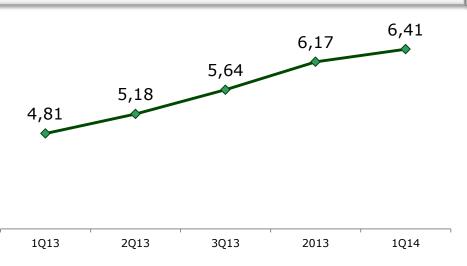
## **Main indexors**

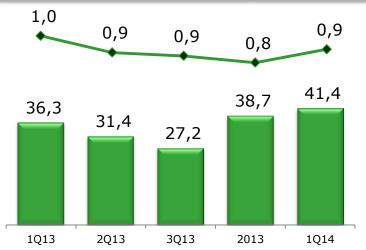




#### Average real cost of debt - %

## Leverage - %





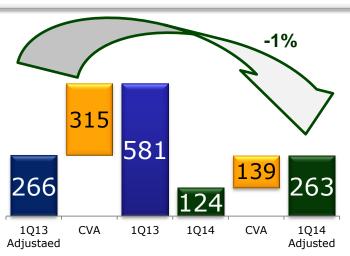


Net debt Stockholders' equity + Net debt

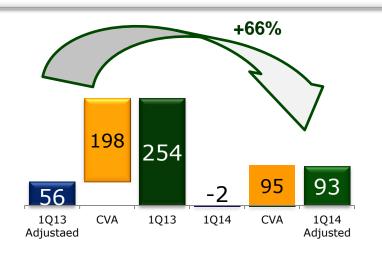
# Cemig D: 1Q14 results



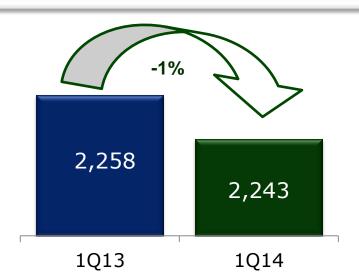




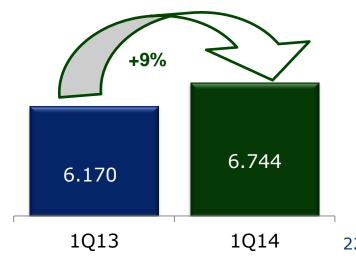
## **Net income**



## Net revenue



#### Volume of electricity sold(GWh)

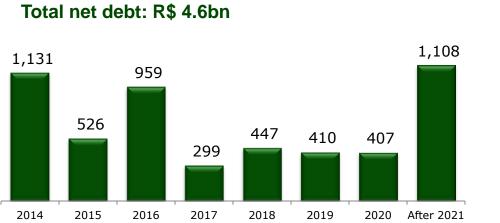


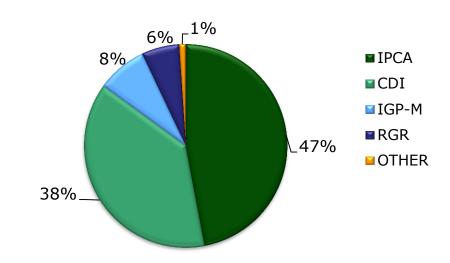
# Cemig D: Debt profile - 1Q14





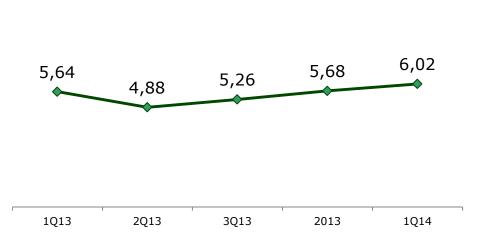
#### **Main indexors**

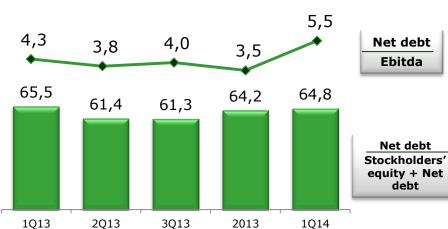




#### Average real cost of debt - %

#### Leverage - %





## 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
	4																		



Investment Grade

Aa1.br Cemig GT and Cemig D

Aa2.br Cemig H

Cemig GT and Cemig D

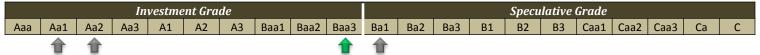
Cemig H

National scale

National scale

Global scale

Global scale





BrAA+

BB+

Baa3

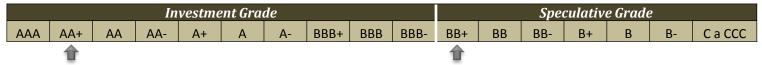
Ba1

Cemig H, Cemig GT and Cemig D

Cemig H, Cemig GT and Cemig D

National scale

Global scale



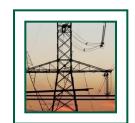
Solid fundamentals assured by excellent financial management, stable profitability, strong cash generation and robust corporate governance.

# The Cemig Story – Agenda



The growth



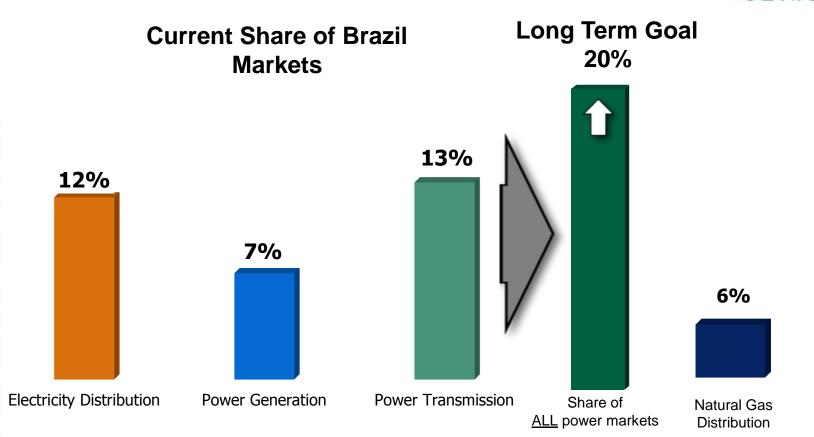






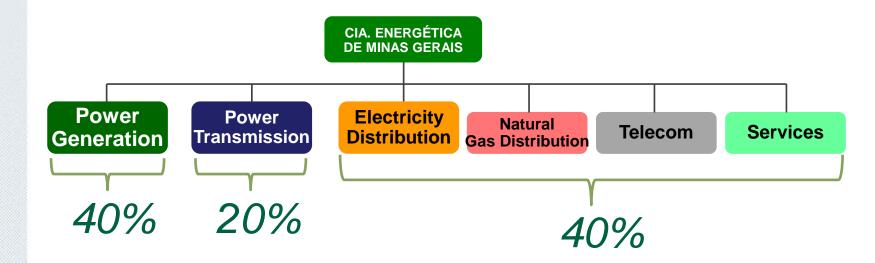
## Clear Long Term Goals





- ➤ 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



Improve operating efficiency



3 Geographic expansion

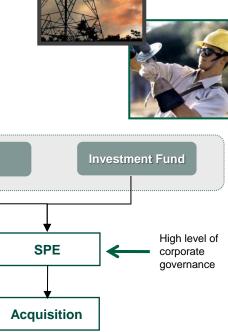




## Record of Successful Acquisitions

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

- Partnerships with Equity Investment Funds (FIPs) in acquisitions 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



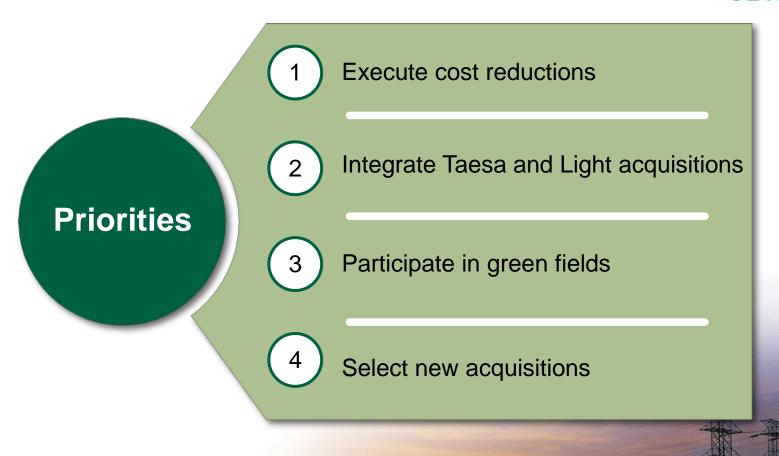
**CEMIG** 

CEMIG



## Clear Priorities for 2014







## Why Invest in Cemig











## Brazilian GDP growth is driven by domestic market





BRAZIL

#### **Economics**

- Largest Latin America economy
- 7th largest world economy
- GDP (2013): US\$ 4.8 trillion
- Inhabitants: 201 million
- Area: 8.5 million km<sup>2</sup>
- Currency<sup>(1)</sup>: Reais (BRL) US\$1 = R\$ 2.23
- Reserves<sup>(2)</sup>: US\$ 375 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

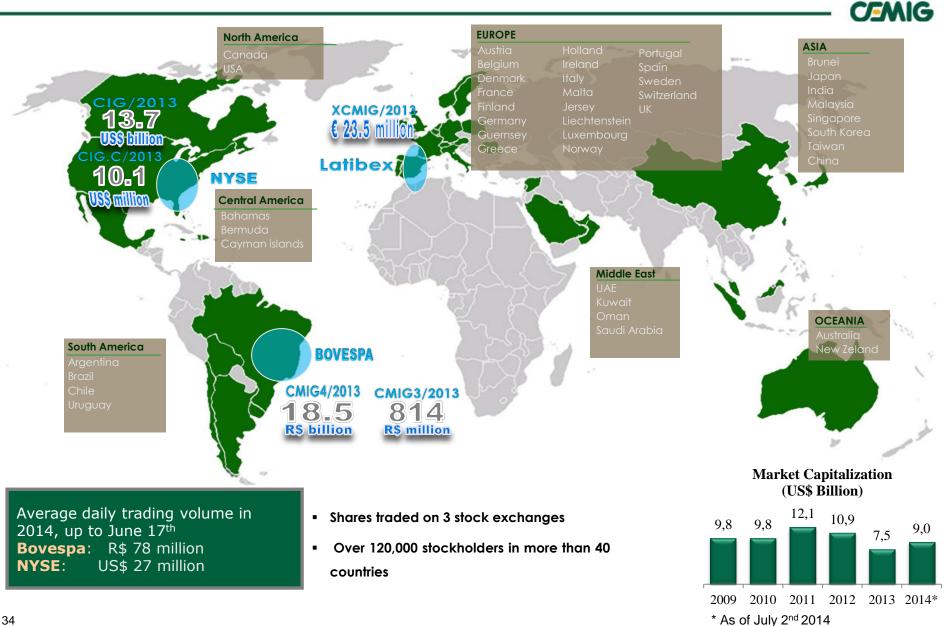
#### Electric Power Industry

- **Power Generation** 
  - ✓ Installed Capacity<sup>(3)</sup>: 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: 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 July 3rd, 2014 Brazilian Central Bank
- (2) As of December 03rd, 2013 Brazilian Central Bank
- 33 (3) As of June 30<sup>th</sup>, 2010

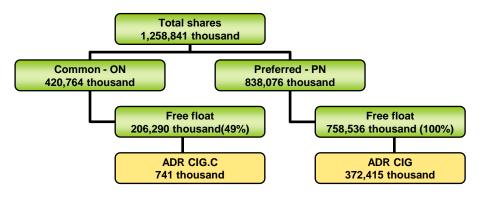
## Strong shareholders base assures liquidity



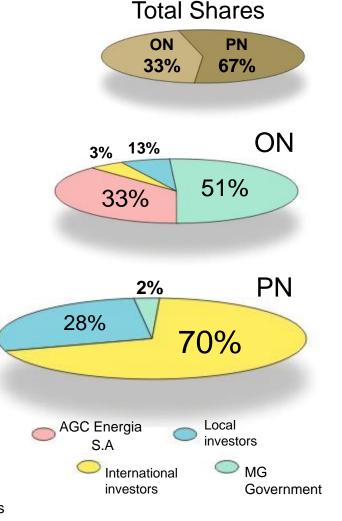
## The blend of shareholders provides long term perspective



- 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)



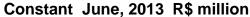
Share nominal value = R\$5.00

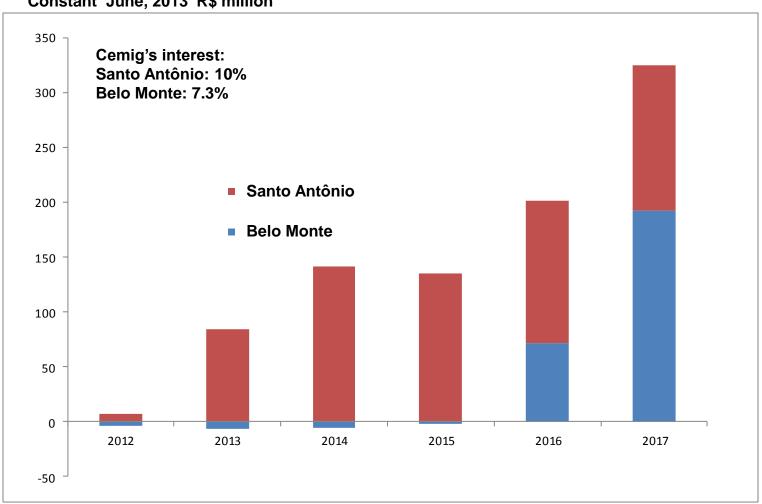


ADR outstanding approximately 20% of total shares and 36.97% of PN shares 1 ADR = 1 share in Bovespa ON shares have voting rights

# Ebitda from holdings in Santo Antônio and Belo Monte



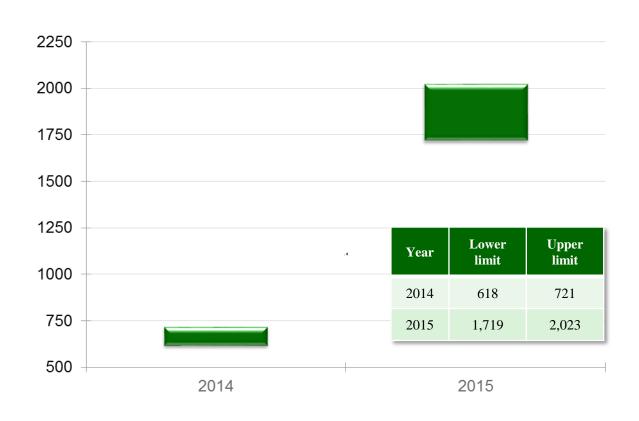




# CEMIG D EBITDA Guidance – 2014/2015

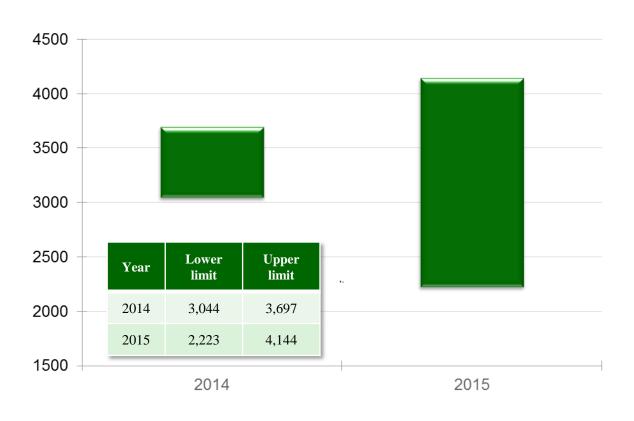


(Constant June 2014 R\$ million)



# CEMIG GT EBITDA Guidance – 2014/2015

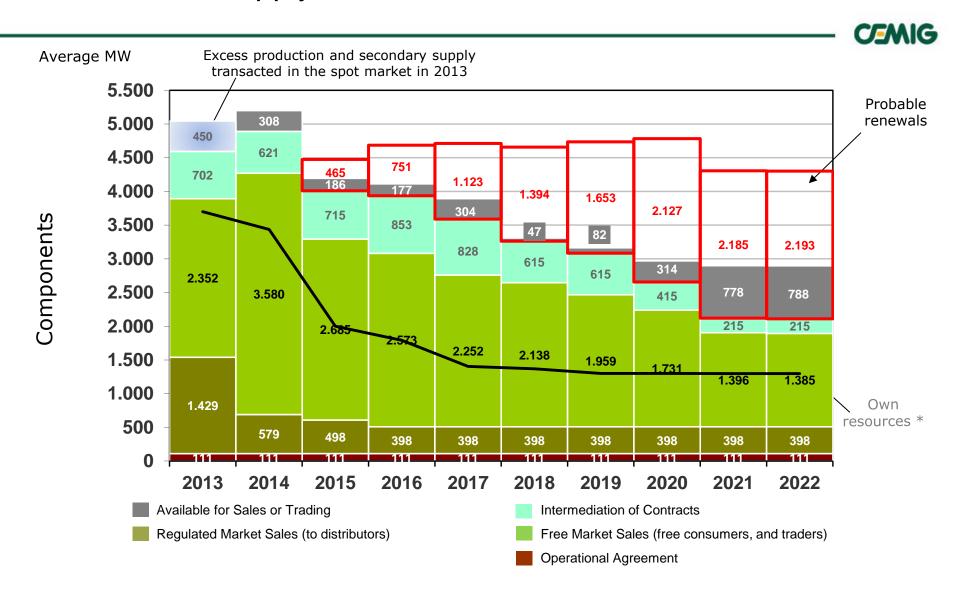




(\*) EBITDA: includes all minority participation.

(Constant June 2014 R\$ million)

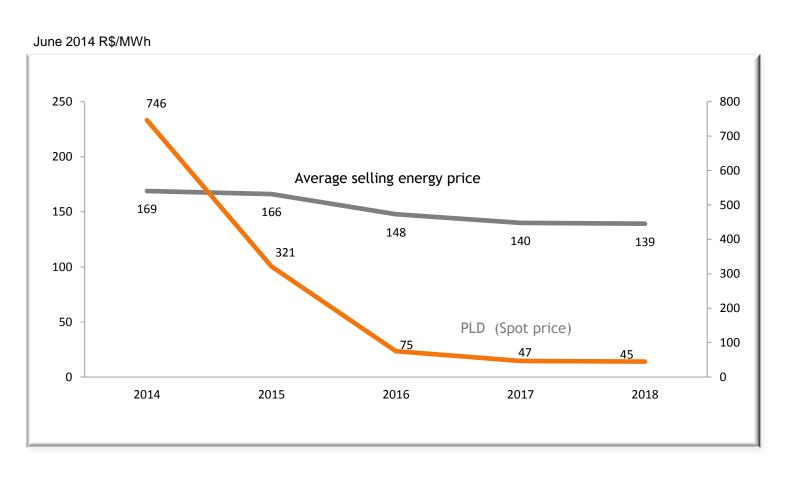
# CEMIG GT – Supply-demand balance



<sup>(\*)</sup> Excludes Hydroelectric Plants with first or second concession period expiring in coming years.

# Declining average prices in the period, considering spot prices



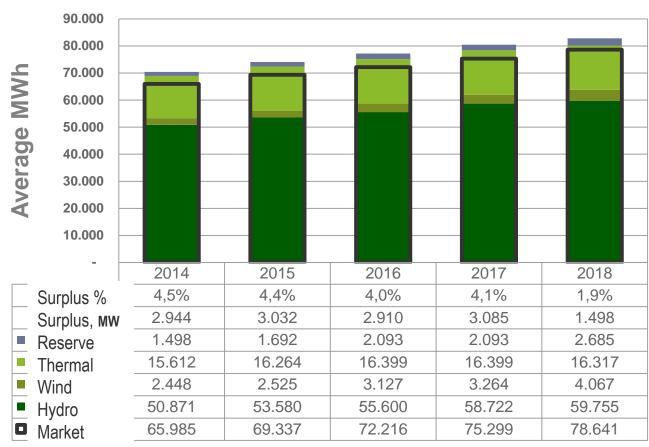


The average price considers Cemig's current generation plant portfolio.

# Brazilian National Grid: projections made in 2014 for 2014 –18







Source: PMO, May 2014; Analysis: Cemig,

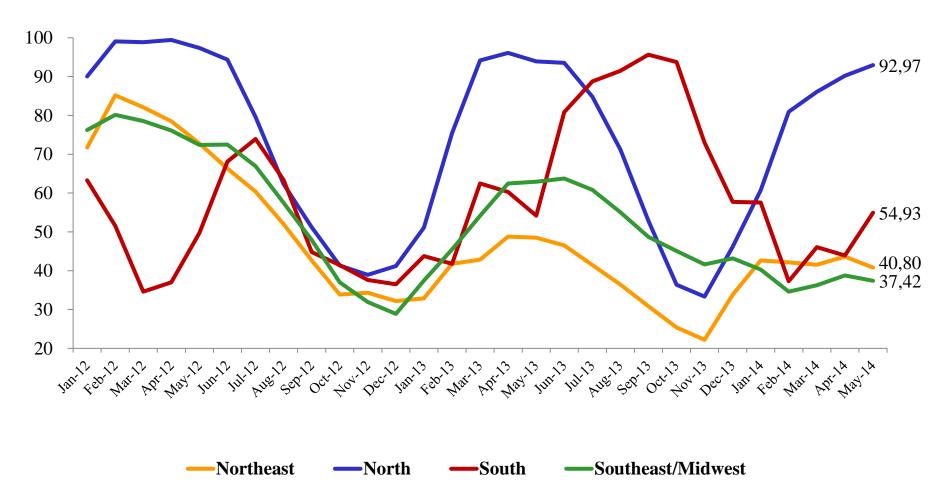
Assumes: (i) GDP Growth of 4.8% from 2014–2018 (1st four-monthly revision, 2013).

(ii) Excludes thermal projects that sold eletricity in new-built energy auctions that were not built.

# Level of reservoirs (%)\*



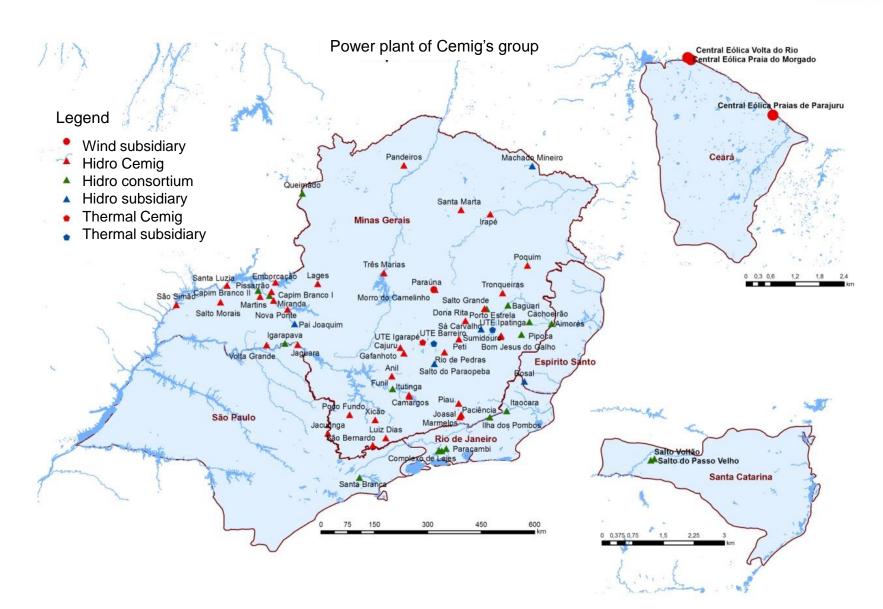
### Level of reservoirs by region (%)



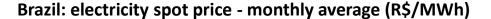
\*Source: ONS

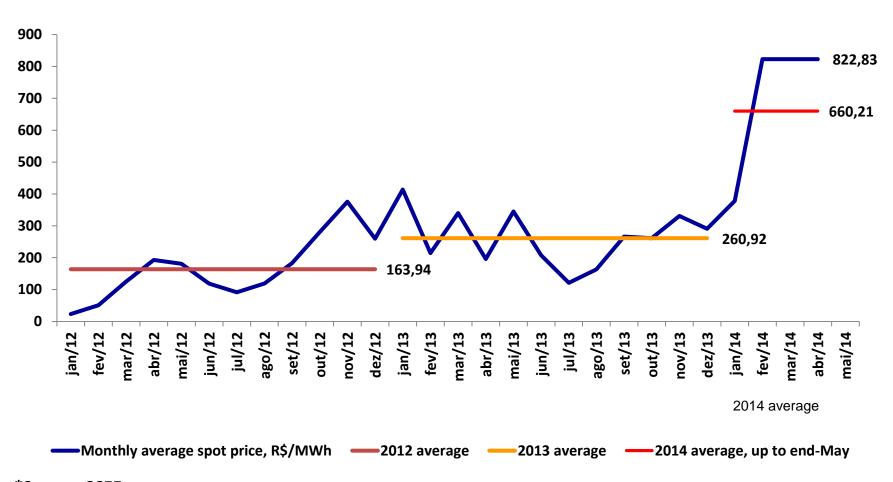
### Minas Gerais state - Main Rivers and Plant











\*Source: CCEE

#### Electric Sector Concession Renewals



### Law 12,783/2013 (MP579):

- 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 1st renewal)	Don't agree			
Transmission	Accepted			
Distribution	Accepted			

# Contracts maturing of generation plants



#### 2nd maturity:

Zna matarity.					
#	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	
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 2nd renewal			1,064	642	

#### 1st maturity:

#	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
TOTAL 1st renewal			2,542	1,819	

# Contracts maturing of transmission plants

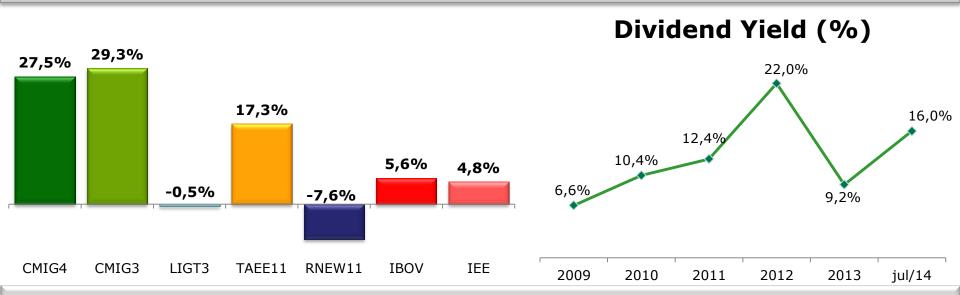


#	Plant	Location	Expiry of concession			
	TBE					
1	EBTE – LT Juína-Brasnorte	Mato Grosso	out/38			
2	ETEP – LT Tucuruí – Vila do Conde	Pará	jun/31			
3	ENTE – LTs Tucuruí – Marabá – Açailândia	Pará/Maranhão	dez/32			
4	ERTE – LT Vila do Conde – Santa Maria	Pará	dez/32			
5	EATE – LT Tucuruí – Presidente 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/Pa		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			

# **Capital market**



### Cemig shares in 2014, up to May 15<sup>th</sup>



## Cemig: More than ever, a global investment option

- > Stockholders in more than 40 countries
  - ✓ Average daily trading:
    - Bovespa: R\$78 million
    - NYSE: US\$27 million
- Winner of 15<sup>th</sup> annual Abrasca Award Best Annual Report

## **Market Recognition**



MEMBER OF

### **Dow Jones** Sustainability Indices

In Collaboration with RobecoSAM (

In DJSI since 1999



**Included in Bovespa Corporate** Sustainability Index.





**Best Investor Relations** Utilities 2013



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.





37th Apimec Award







Transparency Trophy, 2012.



# **Investor Relations**

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## Notes



## Notes



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