



## **Successful Strategy**

Performance reflects balanced portfolio structure

November, 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.

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.

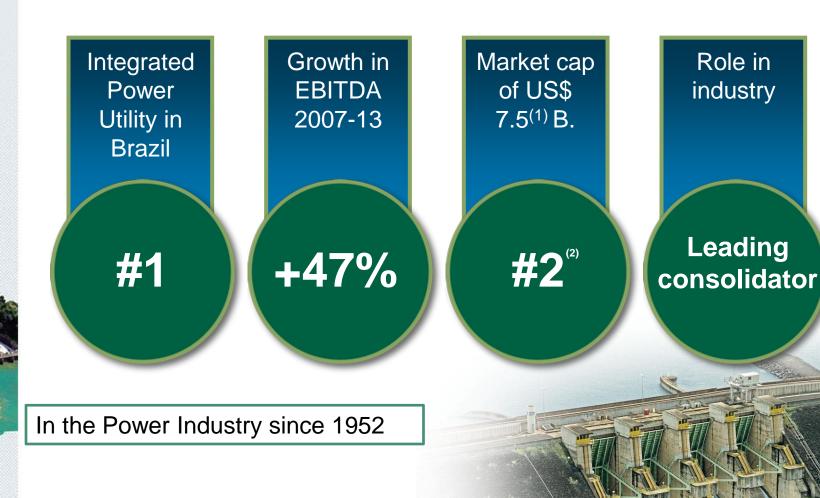
All figures are in BR GAAP.





## Brazil's Leading Power Utility





- - In the Brazilian Energy Industry

(1) As of November 04th, 2014

## Cemig: Strength in Numbers

Number of power plants

**70** 

CEMIG

Total installed capacity

7,468 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:

1H14 Net revenues: R\$ 9.5B EBITDA: R\$ 3.7B
 1H13 Net revenues: R\$ 7.1B EBITDA: R\$ 2.8B

- 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 of preferred shares in 2014, up to August 18<sup>th</sup>:
    - R\$68M in Bovespa
    - US\$36M in NYSE
- Solid dividend policy
  - Minimum 50% payout ratio
  - Every two years, may pay extra dividends, if cash conditions permit
- Shareholder Structure





## The Cemig Story – Agenda

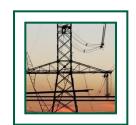


The positioning

The performance

The growth







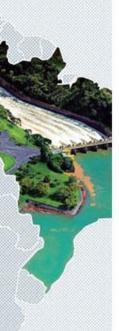




## Cemig is Uniquely Positioned



- 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

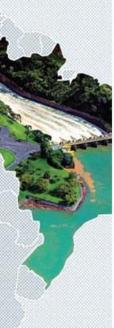
GDP growth 2014\*\*

0.24%

**Population** 

202 M

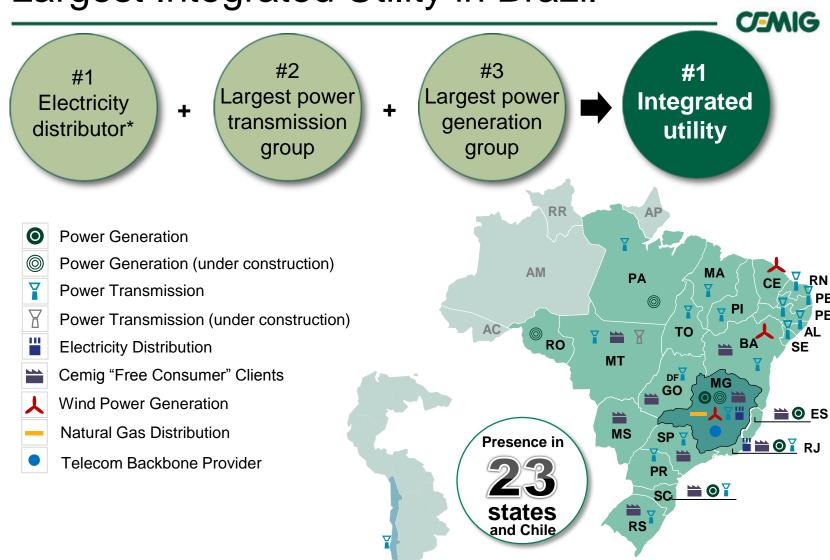
Investment grade by Moody's, Fitch and S&P



<sup>\*</sup> World Bank on September 22th 2014

Brazil's Central Bank Focus Report, September 22th 2013

## Largest Integrated Utility in Brazil

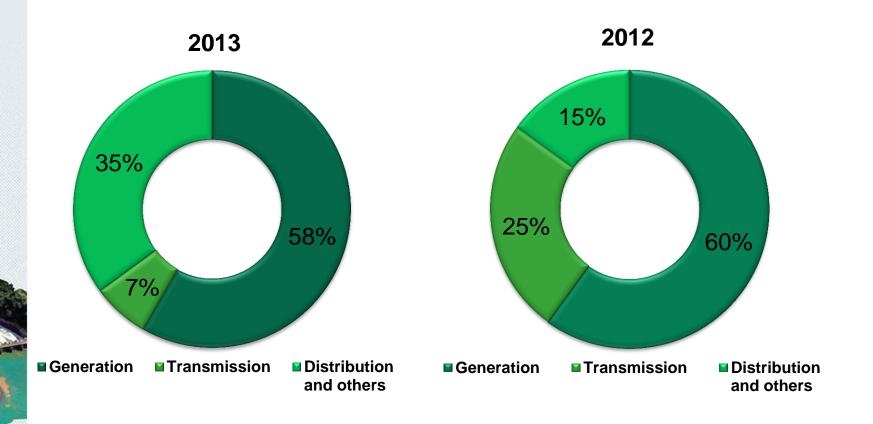


<sup>\*</sup> in terms of length of electricity distribution lines

## Diversified, Low Risk Business Portfolio



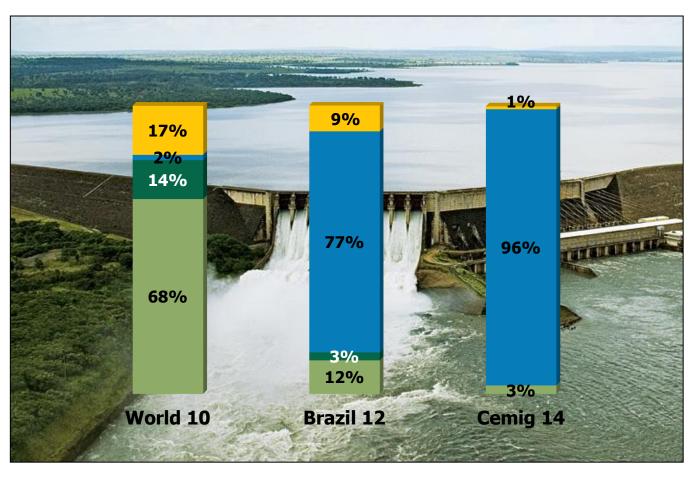
#### **Breakdown of Ebitda**



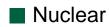
Most of the revenues are inflation protected

# 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

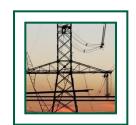


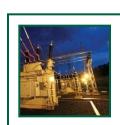
The positioning

The performance

The growth







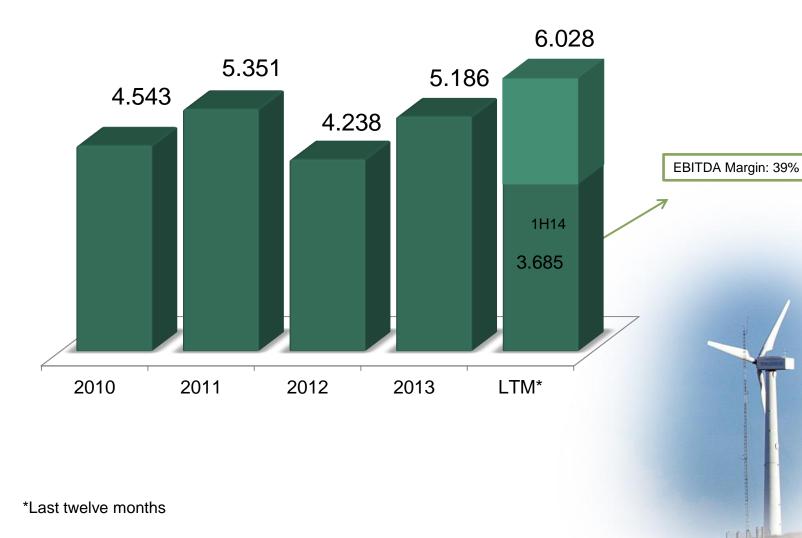




## Growth in EBITDA - Guidance



#### R\$ million



## Net Income Continues to Expand





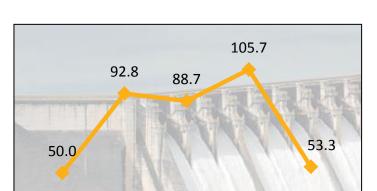
<sup>\*</sup>Includes non-recurring gain of R\$1,572 million with the CRC's (Accounts receivable from Minas Gerais State government) anticipated settlement.

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

# Attractive and Secure Dividend Payout

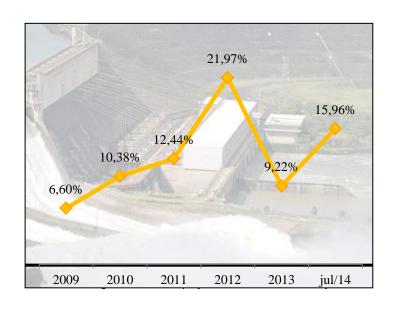


Dividend Payout (% of Net Income)



2011

Dividend Yield (%)\*
Preferred shares



Dividend Yield of 15.96% in July 2014

2010

2009

- Cemig decided to pay extraordinary dividend of R\$ 1.7 billion corresponding to R\$ 1.35 per share
  - ✓ R\$ 1.1 billion paid on July 8, 2014
  - ✓ R\$ 604 million to be paid September 30, 2014

2012

2013

## Strong Balance Sheet to Support Growth



Net debt to EBITDA

1.4X

Debt in foreign currency(\*)

0.3%

Cash on hand – 1H14

R\$3.3B

Net Revenue 1H14

R\$9.5B







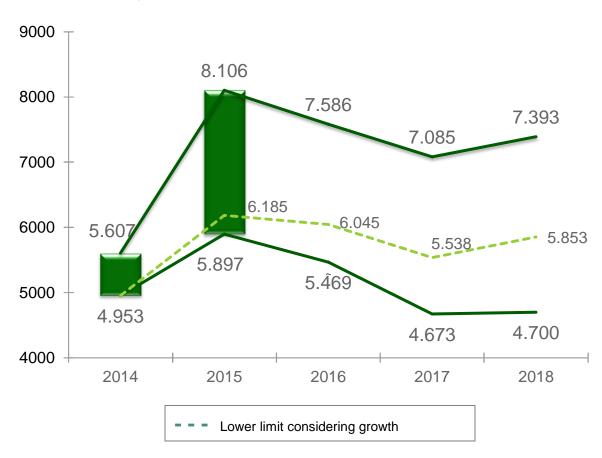


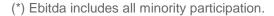
## EBITDA Guidance – 2014/2018



#### **CEMIG, CONSOLIDATED**

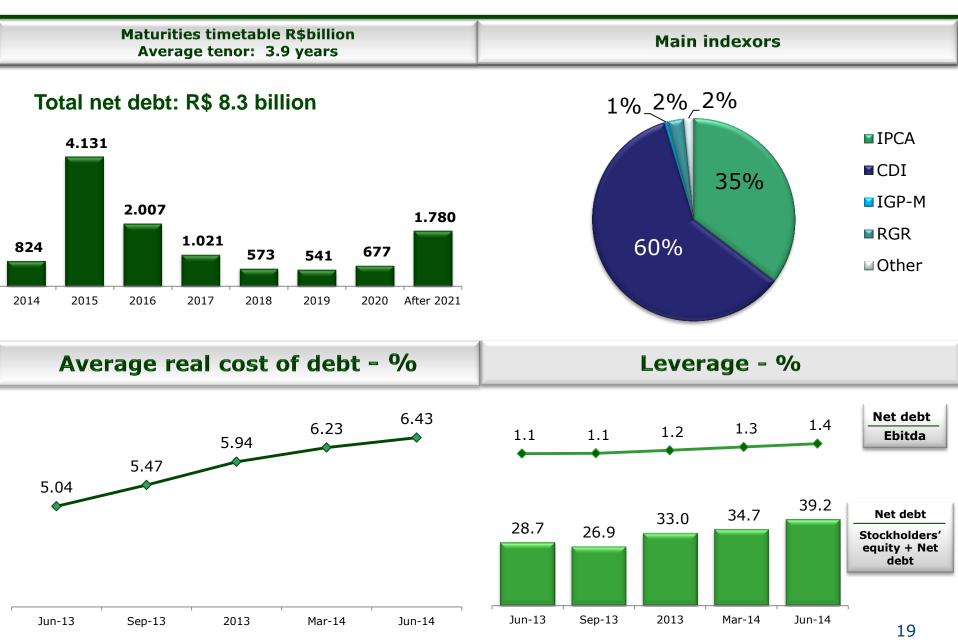
Constant June 2014 R\$ '000





## Consolidated debt profile - 2Q14





#### 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

Aa1.br Cemig GT

Aa2.br Cemig H and Cemig D

Baa3 Cemig GT

Ba1 Cemig H and Cemig D

National scale

National scale

Global scale

National scale

Global scale

Global scale

Investment Grade							Speculative 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	1										



BrAA+

Cemig H, Cemig GT and Cemig D

BB+ Cemig H, Cemig GT and Cemig D

	Investment Grade									Speculative Grade						
AAA	AA+	AA	AA-	A+	Α	A-	BBB+	BBB	BBB-	BB+	BB	BB-	B+	В	B-	C a CCC
	•									•						

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

## The Cemig Story – Agenda



The growth

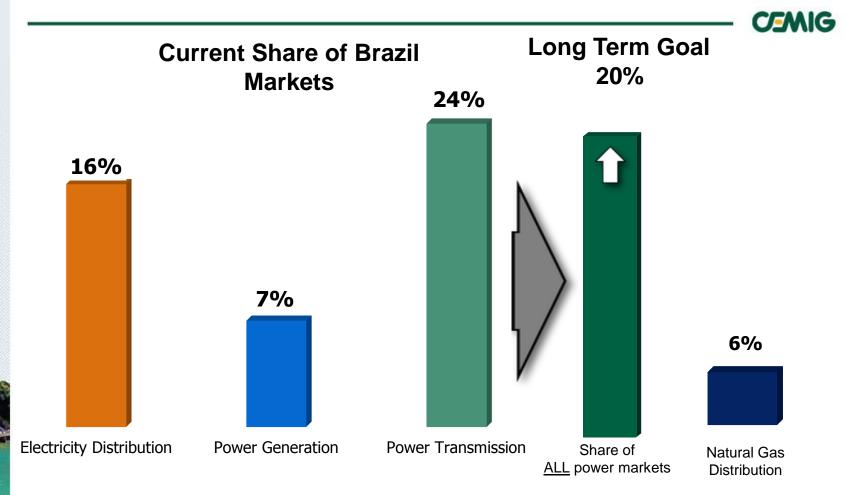








## Clear Long Term Goals



- ➤ 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)

## **Growth Drivers**



1 Leverage price increases



2 Improve operating efficiency



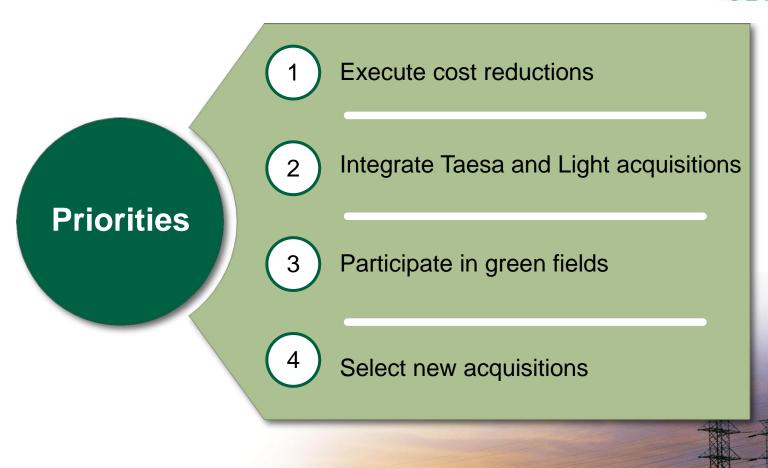
3 Geographic expansion





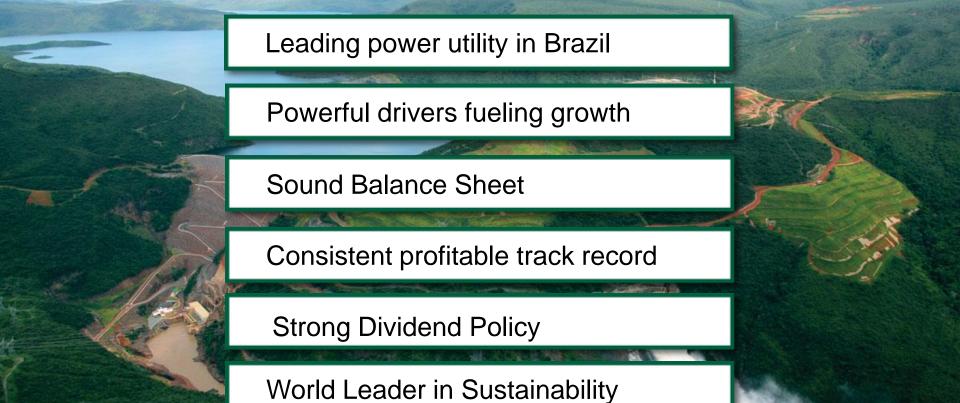
## Clear Priorities for 2014







## Why Invest in Cemig



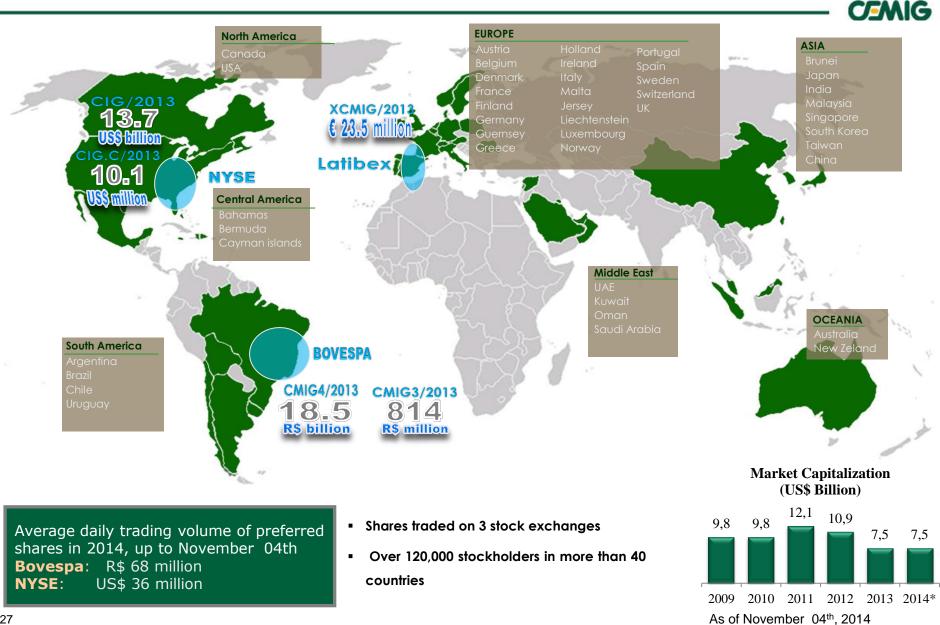








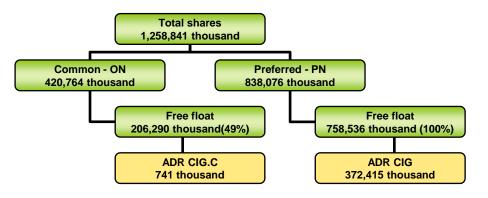
#### Strong shareholders base assures liquidity



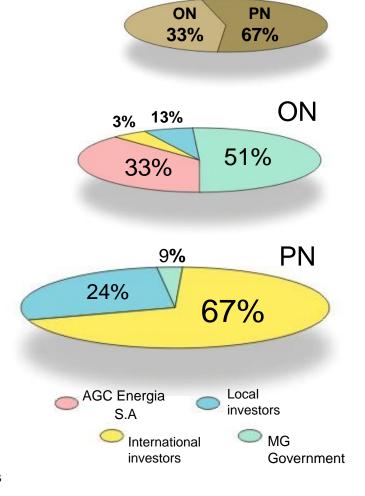
#### The blend of shareholders provides long term perspective



- 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

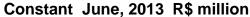


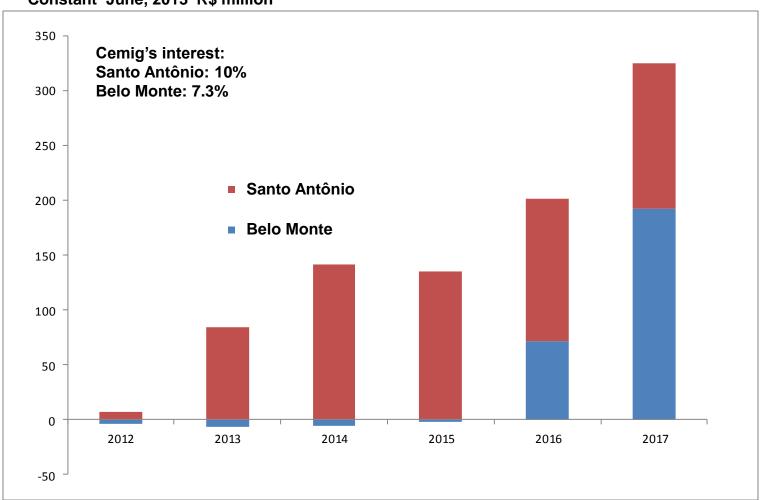
Total Shares

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



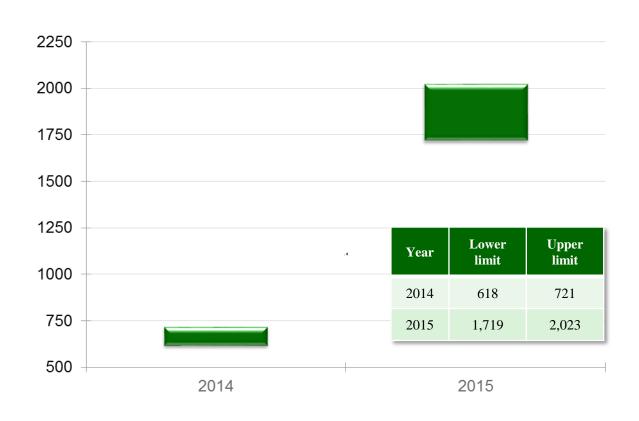




## CEMIG D - EBITDA Guidance – 2014/2015

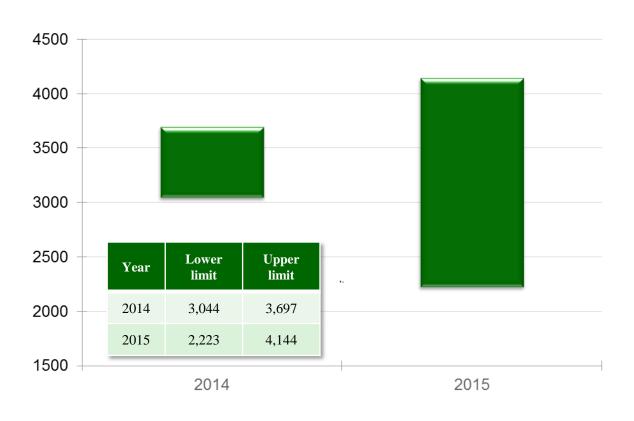


(Constant June 2014 R\$ million)



## CEMIG GT - EBITDA Guidance - 2014/2015

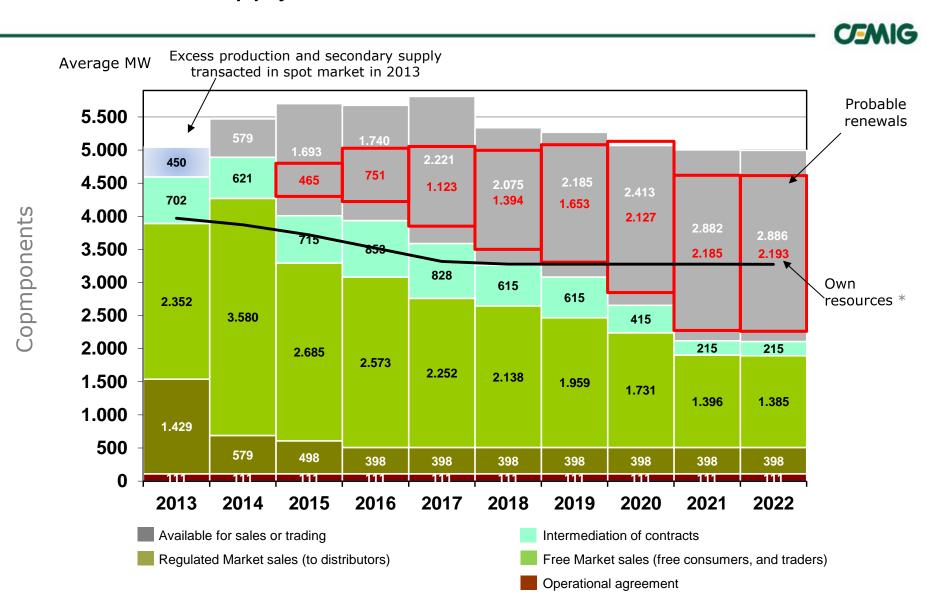




(\*) EBITDA: includes all minority participation.

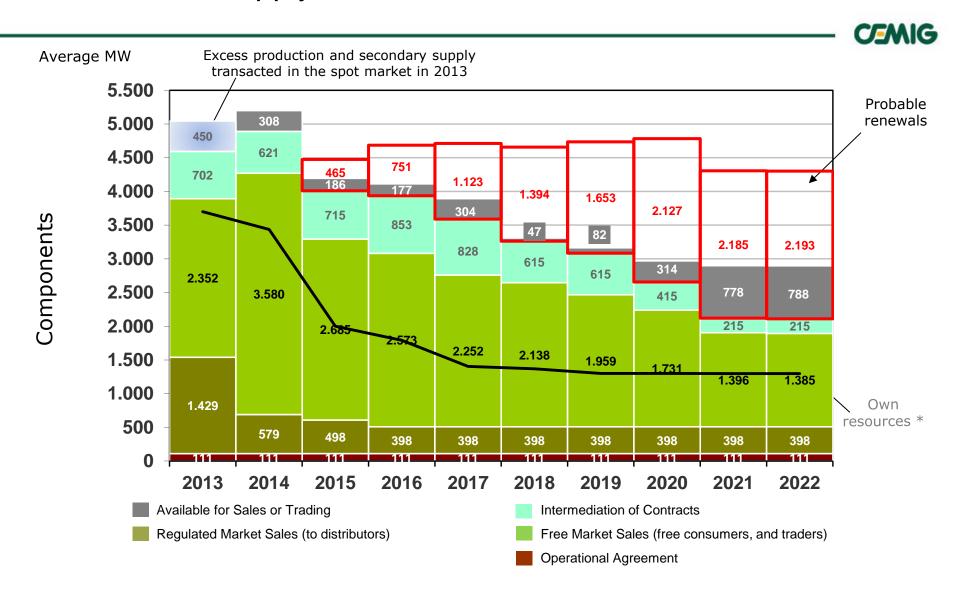
(Constant June 2014 R\$ million)

#### CEMIG GT – Supply-demand balance



<sup>(\*)</sup> Assumes exclusion of the Hydroelectric Plants of which the second concession period expires in coming years. Maintains the Jaguara, São Simão and Miranda plants.

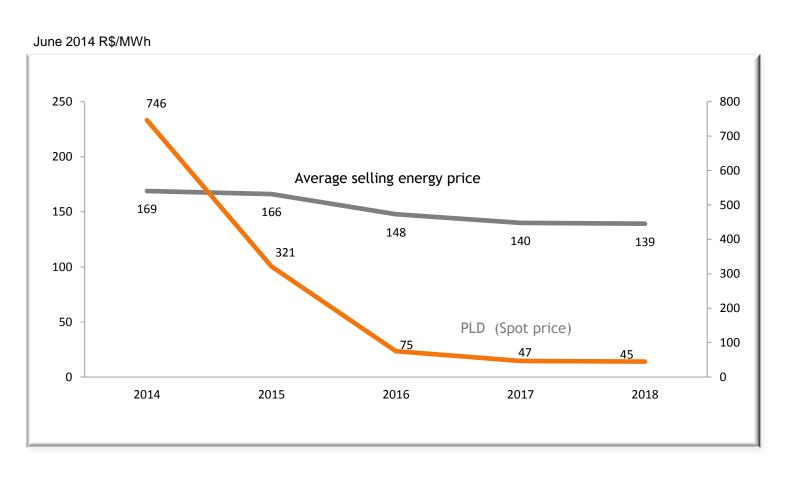
#### CEMIG GT - Supply-demand balance



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

#### Declining average prices in the period, considering spot prices



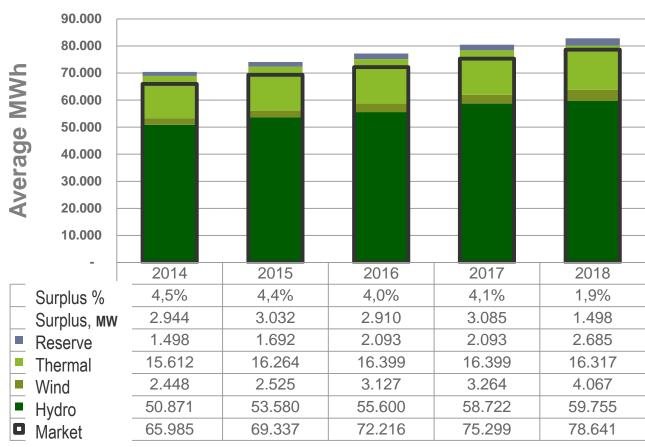


The average price considers Cemig's current generation plant portfolio.

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







Source: PMO, May 2014; Analysis: Cemig,

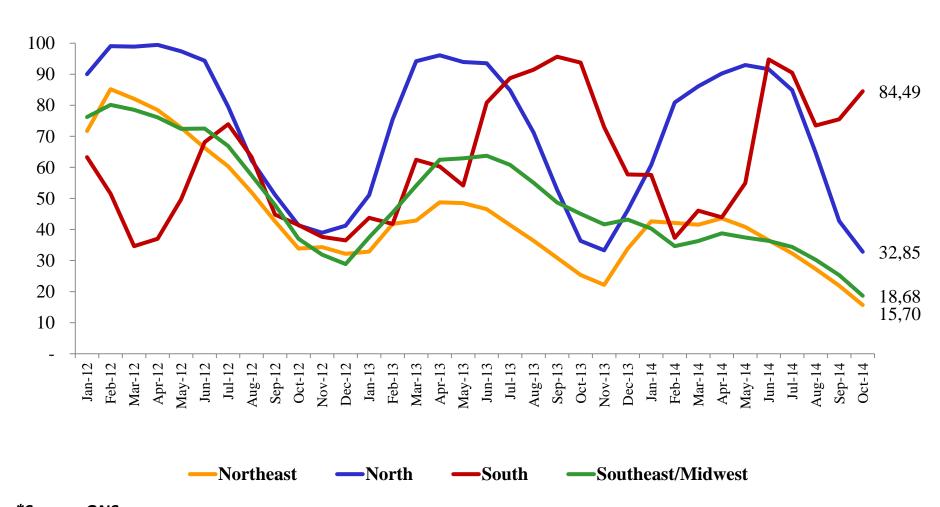
Assumes: (i) GDP Growth of 4.8% from 2014–2018 (1st four-monthly revision, 2013).

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

#### Level of reservoirs (%)\*



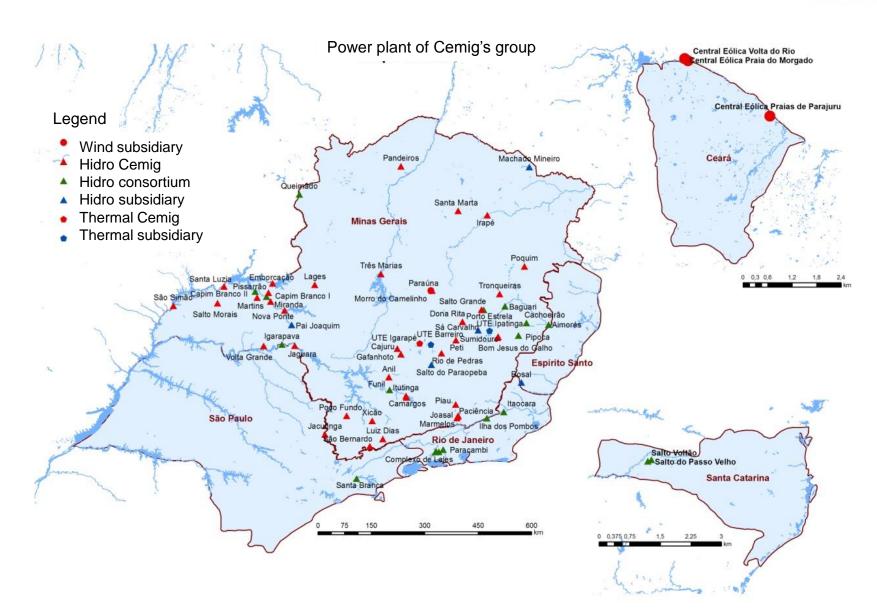
#### Level of reservoirs by region (%)



36 \*Source: ONS

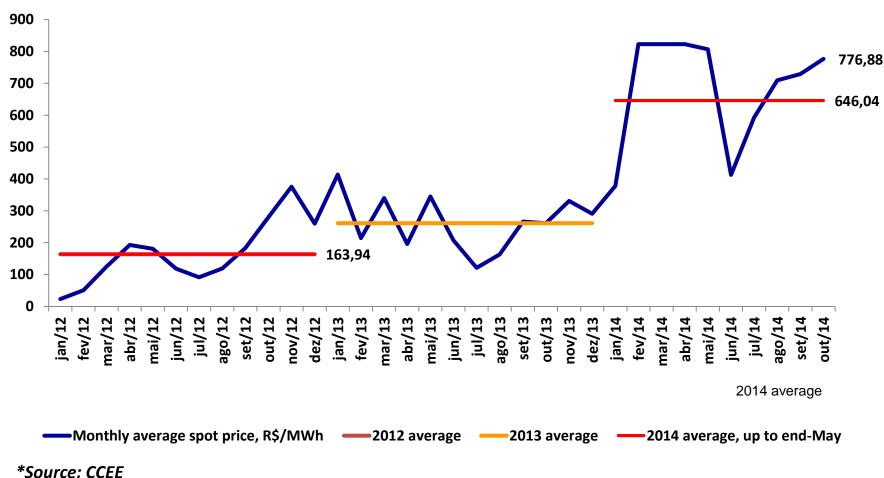
#### Minas Gerais state - Main Rivers and Plant







#### Brazil: electricity spot price - monthly average (R\$/MWh)



#### 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 1 <sup>st</sup> renewal)	Don't agree
Transmission	Accepted
Distribution	Accepted

## Contracts maturing of generation plants



#### 2nd maturity:

#	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 3
13	SHPP	Martins	Jul/2015	8	
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	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
	TOTA	2,542	1,819		

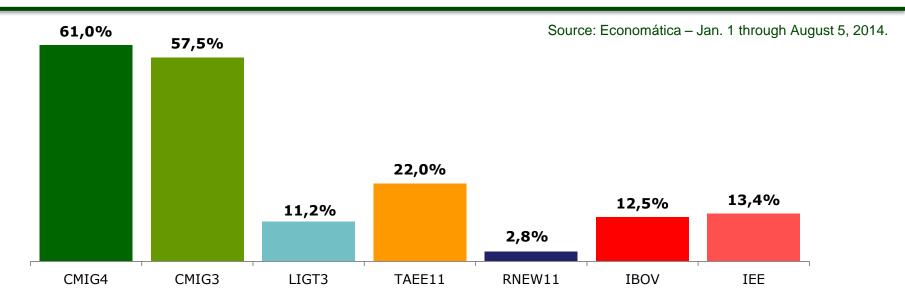
## Contracts maturing of transmission plants



#	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

# **Capital market**





#### Strong dividend policy

- Dividend Yield of 15.96% in July 2014
- Cemig decided to pay extraordinary dividend of R\$ 1.7 bn corresponding to R\$ 1.35 per share
  - ✓ R\$ 1.1 billion paid on July 8, 2014
  - ✓ R\$ 604 million paid on September 30, 2014

#### **Market Recognition**



- Best Investor Relations, Utilities IR Magazine 2014 Brazil Awards
- Apimec Award 2014 Professional Category of Investor Relations
- 2014 Transparency Trophy
  - ✓ Winner in category 'Listed Company with billing above R\$ 5 billion'
- ➤ 'Best Brazilian company in electricity sector, 2014' IstoÉ Dinheiro Magazine
- > Latam Stars Index: only energy sector company included
  - ✓ New Latam stock index assesses sustainability of companies' management

Dow Jones
Sustainability Indices
In Collaboration with RobecoSAM

















#### **Investor Relations**

Telefone: (55-31) 3506-5024

Fax: (55-31) 3506-5025

Email: ri@cemig.com.br

Website: http://ri.cemig.com.br

















#### Notes



#### Notes



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