



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.

In this material, financial amounts are in R\$ million (R\$ mn) unless otherwise stated. Financial data reflect the adoption of IFRS





In the Power Industry since **1952** 

As of March 29<sup>th</sup>, 2018
 In the Brazilian Energy Industry



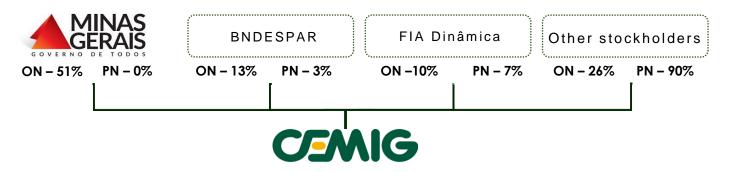
| 117        | Power plants         | 82 ∭       | 32 1 | 2 |
|------------|----------------------|------------|------|---|
| 5.5 GW     | Total installed cap  | acity      |      |   |
| 540,000 km | Electricity Distribu | ition line | 25   |   |
| 8,200 km   | Power Transmissio    | on lines   |      |   |



- Based in State of Minas Gerais, controlling shareholder
  - Assets in 23 Brazilian states
- Strong financial profile:
  - 2017 Net revenues: R\$21.7 bn EBITDA: R\$3.5 bn
  - 2016 Net revenues: R\$18.7 bn EBITDA: R\$2.6 bn
  - 2015 Net revenues: R\$21.9 bn EBITDA: R\$5.5 bn
- Among the most liquid stocks in Brazil's electricity 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 2017

### R\$73.5M in Bovespa and US\$11.8M in NYSE

- Solid dividend policy established in the bylaws
  - Minimum 50% payout ratio
  - Every two years, may pay extra dividends, if cash conditions permit
- Shareholder Structure:





The Brazil advantage

# An Emerging Powerhouse Economy

| #1              | Latin American economy                     |
|-----------------|--|
| #9              | Ranking of economy in world <sup>(1)</sup> |
| R\$6.6 Trillion | GDP 2017                                   |
| 2.84%           | GDP growth 2018 <sup>(2)</sup>             |
| 207 M           | Population                                 |

# **Cemig is Uniquely Positioned**



### Unmatched scale

# Largest Integrated Utility in Brazil



**#1** Integrated Power Utility in Brazil

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

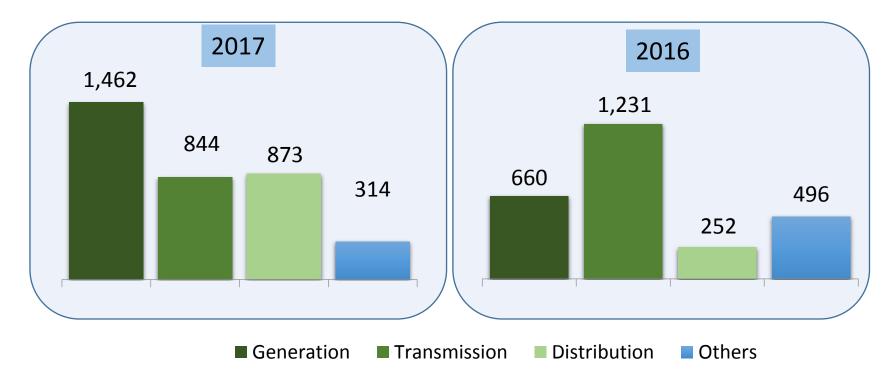


\* In terms of length of electricity distribution lines

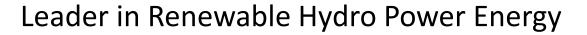


### Diversified portfolio

# Diversified, Low Risk Business Portfolio Breakdown of Ebitda



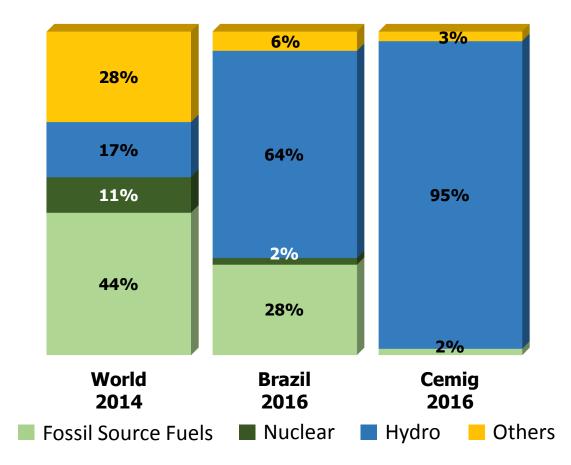
Most of the revenues are inflation protected





### Renewable Leader

# Power Generation by Source



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

# Best-in-Class Corporate Governance



**Minas Gerais** 

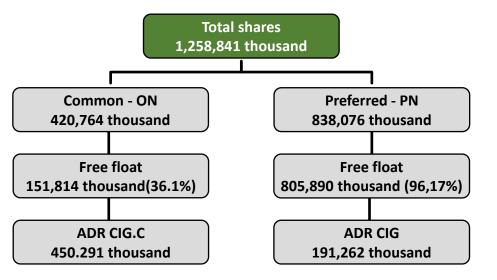
### Strong governance

- ✓ Minas Gerais, controlling shareholder a positive influence
  - One of the fastest growing, investor-friendly states in Brazil
  - Growth and profitability interest aligned with minority shareholders
  - 7 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
- $\checkmark$  Present in the Global Dow Index



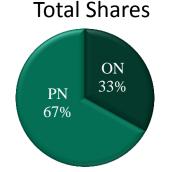
The blend of shareholders provides long term perspective

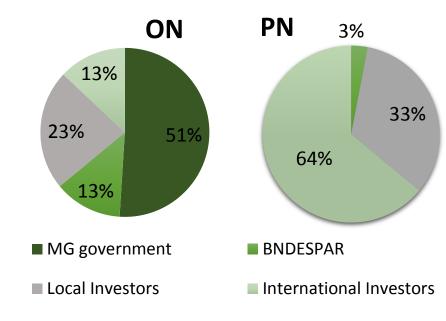
- Our shareholders diversity provides a global business management vision focused on sustainability of the company's activities
- Listed in major stock exchanges
  - BOVESPA (Brazil) ,NYSE (USA) and LATIBEX (Spain)



Share nominal value = R\$5.00

ADR outstanding approximately 22% of total shares and 34% of PN shares 1 ADR = 1 share in Bovespa ON shares have voting rights



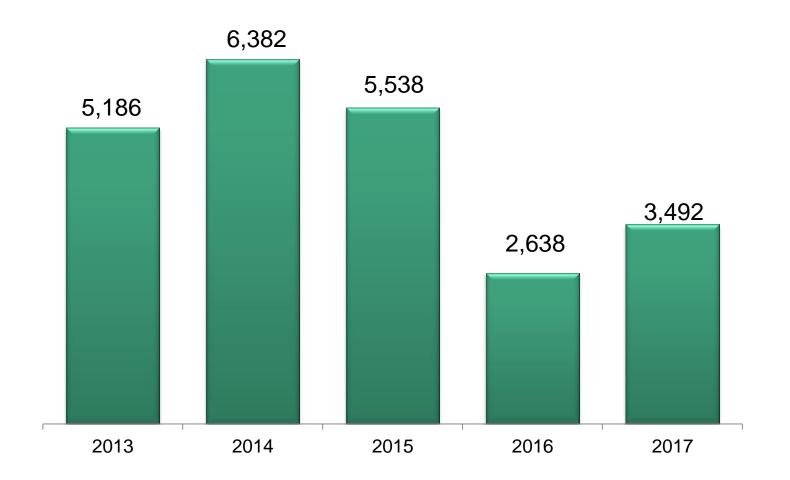


CEMIG

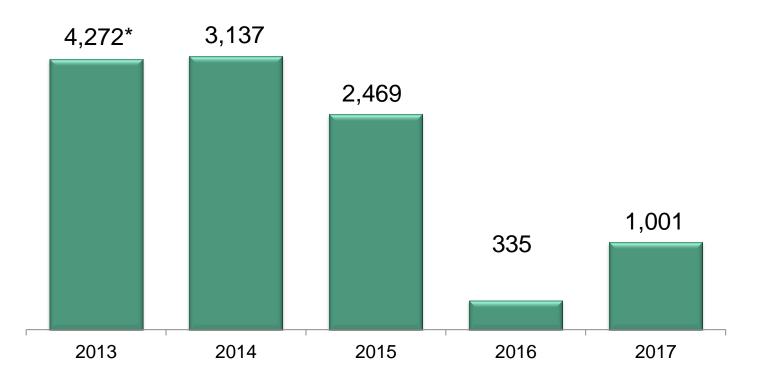
# EBITDA

CEMIG

# R\$ million

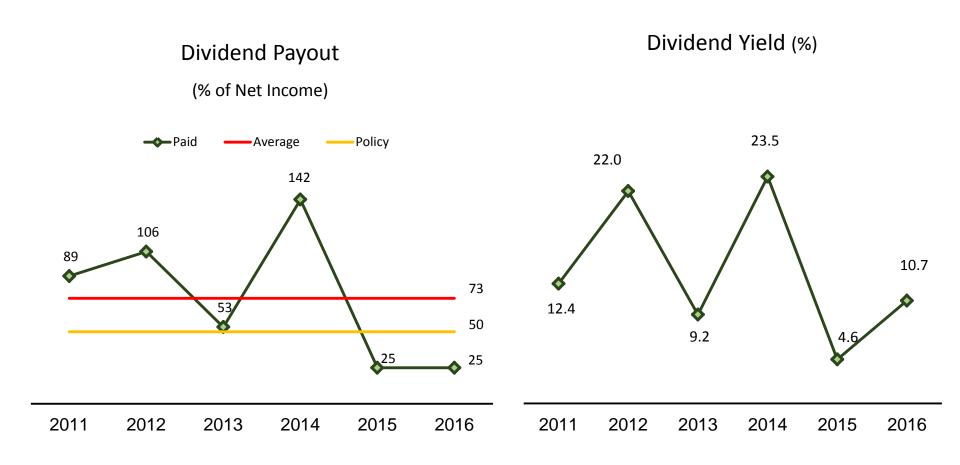


# Net Income CEMIG R\$ million



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





### 14



| 3.5x       | Net debt to EBITDA – 2017 |  |
|------------|---------------------------|--|
| <b>J.J</b> |                           |  |

| 23% | Debt in foreign currency <sup>(*)</sup> |  |
|-----|---|--|
|     |   |  |

| R\$2.1B | Cash on hand |
|---------|--------------|
|---------|--------------|

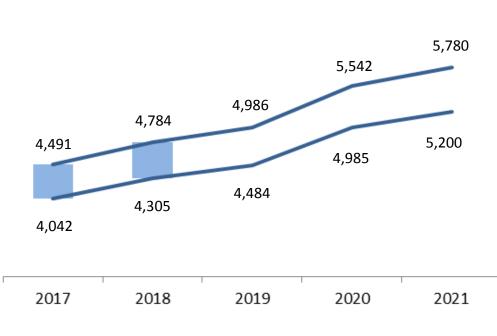
**R\$21.7B** Net Revenue – 2017

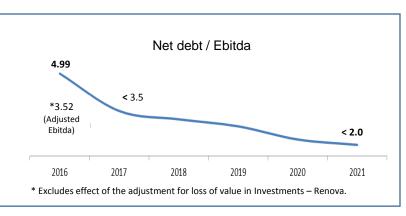
\*Net of financial hedging

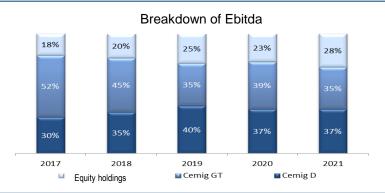
# EBITDA Guidance – 2017/2021

### Main assumptions

- ✓ Free Market to remain as at present (2017-2021)
- ✓ Jaguara, São Simão, Miranda and Volta Grande plants operate under Regime of Quotas until Dec/2017
- ✓ Without indemnity for the 4 plants above
- ✓ Without indemnity for the 14 plants of 'Lot D'
- ✓ No sales of assets







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### Strategy was designed to deleverage Cemig

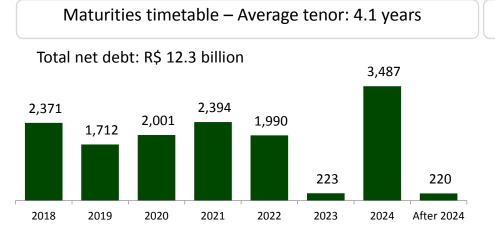
| Company                            | % Stake  | Book value<br>R\$ mn | Status   |  |  |  |  |  |  |
|------------------------------------|--|----------------------|--|--|--|--|--|--|--|
|                                    | Realized   |                      |  |  |  |  |  |  |  |
| taesat                             | 9.86%  | 717'                 | Block trade completed<br>Sale of 34 million Units. Cemig interest reduced from 31.54% to 21.68% (Nov. 2017)  |  |  |  |  |  |  |
| RANSMINEIRA                        | 25%  | 80'                  | Transfer, to Taesa, completed (Nov. 2017);<br>R\$ 24 mn received as dividends and R\$ 56 mn paid by Taesa on closing.  |  |  |  |  |  |  |
|                                    |  |                      | Em andamento   |  |  |  |  |  |  |
| CEMIG<br>TELECOM                   | 100%   | 247²                 | Absorption of CemigTelecom by Cemig completed on March 31, 2018.   |  |  |  |  |  |  |
|                                    | -  | 4133                 | Proposal by Cemig to Renova that Renova should sell its 51% interest in Brasil PCH to a third party or to Cemig itself, as<br>a means of making possible settlement of amounts owed to Cemig GT for advance payments under a power supply<br>contract. Involves no disbursement by Cemig (Mar. 2018) |  |  |  |  |  |  |
| Light                              | 48.86%   | 1,3504               | In negotiation with proposers  |  |  |  |  |  |  |
| SantoAntônio                       | 18%  | 1.1172               | Resumption of negotiations with potential purchaser  |  |  |  |  |  |  |
| Consórcios de Exploração de<br>Gás | 24.50%   | 16²                  | Tender will be published in April 2018   |  |  |  |  |  |  |
| GAĴMIG                             | ON (common)<br>shares - 49%<br>PN (preferred)<br>shares - 100% | 1,180²               | Structuring of the sale model  |  |  |  |  |  |  |
|                                    | 12%  | 1,443²               | Transaction postponed to 2019  |  |  |  |  |  |  |
| Cachoeirão, Pipoca,<br>Paracambi   | 49%  | 125²                 | Transaction postponed to 2019  |  |  |  |  |  |  |

- (1) Effective amount of transaction.
- (2) Amounts reported in the Company's accounting. Do not represent a guarantee or expectation of the real sale value of the assets.
- (3) Amount of the advance against receivables, payable by Renova.
- (4) Market value (São Paulo Stock Exchange B3) on March 29, 2018: R\$ 13.55/share.

# Cemig - consolidated debt profile

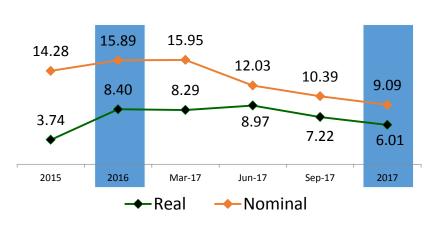


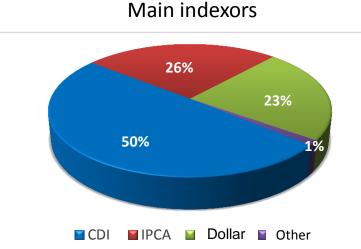
# R\$ million



- Each 1 p.p. reduction in Selic rate estimated to reduce debt cost by R\$ 127 million
- Financial expenses are already lower due to reduction in the Selic rate: R\$
   530 million lower in 2017 compared to 2016

Cost of debt – %





□ Debt in Dollar converted into CDI percentage per hedging instrument, within a band of Exchange variation

Leverage – %

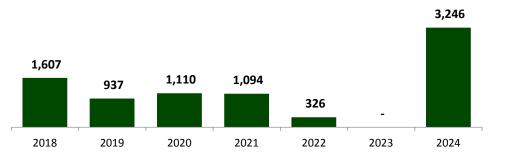


# Cemig GT – debt profile

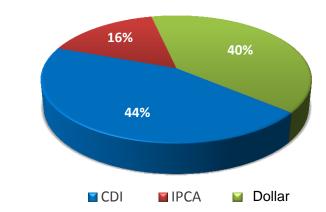
### R\$ million

Maturities timetable – Average tenor: 4.3 years

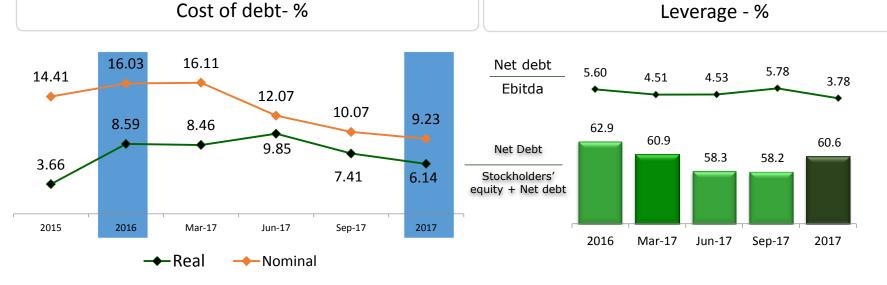
Total net debt: R\$ 7.4 billion



Restrictive covenants For details see Note 18 (*Loans, financings and debentures*) Main indexors



□ Debt in Dollar converted into CDI percentage per hedging instrument, within a band of Exchange variation



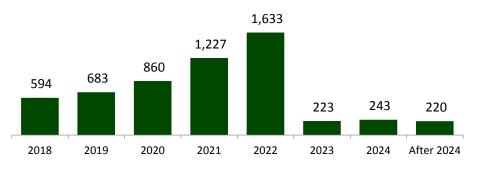


# Cemig D – debt profile

### **R\$ million**

Maturities timetable – Average tenor: 4.0 years

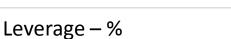
Total net debt: R\$ 4.9 billion

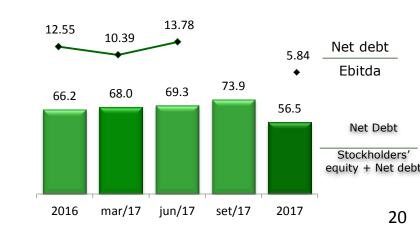


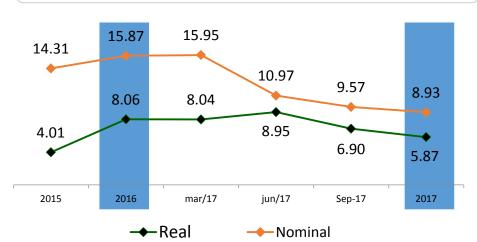
Cost of debt-%

43% 56% 1%

> RGR CDI IPCA







Main indexors

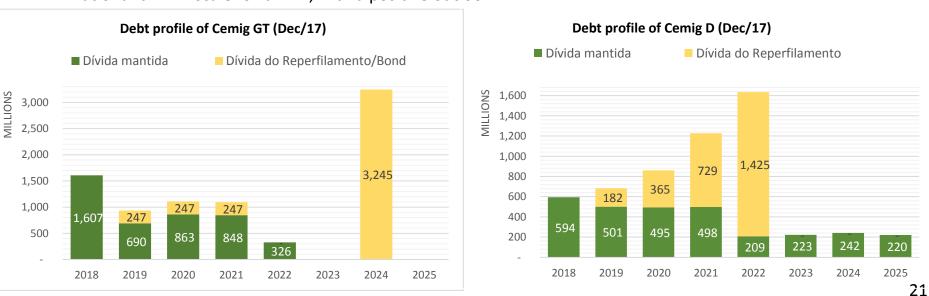


# Debt profile lengthened:



### Changing debt profile

- ✓ Short term debt of R\$ 3.4 billion re-profiled
  - Amortization in 36 monthly tranches
    - Cemig GT: R\$ 741 million from January 2019
    - Cemig D: R\$ 2.700 billion from July 2019
- ✓ Successful Eurobond issue for US\$1 billion (R\$ 3.2 billion)
  - maturity 7 years, coupon 9.25%
  - Secondary market yield trading at ~7.5%
- ✓ Improved credit perception, raising S&P's rating on the Company



National brBBB- scale for brBBB, with a positive outlook

In March 2018

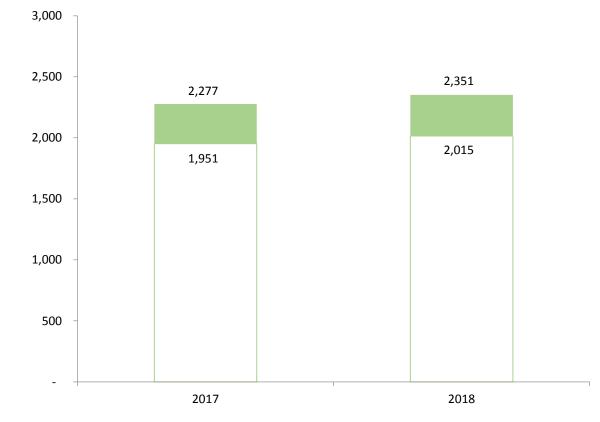
CEMIG

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

| <b>Fitch</b> Ratings   | BB-(bra)<br>B-       | Cemig H, Cemig GT and Cemig DNational ScaleCemig H, Cemig GT e Cemig DGlobal Scale         |  |  |  |  |
|--|----------------------|--|--|--|--|--|
| Investment Grade   |                      | Speculative Grade  |  |  |  |  |
| AAA AA+ AA AA- A+ A A  | BBB+ BBB BBB-        | BB+         BB-         B+         B-         CCC         CC         RD/D                  |  |  |  |  |
|  |                      |  |  |  |  |  |
|  |                      | Cemig H, Cemig GT and Cemig D National Scale<br>Cemig H, Cemig GT and Cemig D Global Scale |  |  |  |  |
| Investment Grade   |                      | Speculative Grade  |  |  |  |  |
| Aaa Aa1 Aa2 Aa3 A1 A2 A  | A3 Baa1 Baa2 Baa     | a3 Ba1 Ba2 Ba3 B1 B2 B3 Caa1 Caa2 Caa3 Ca C  |  |  |  |  |
|  |                      |  |  |  |  |  |
| STANDARD<br>& POOR'SbrBBB<br>brBBBCemig H, Cemig GT and Cemig D<br>Cemig H, Cemig GT and Cemig DNational ScaleBCemig H, Cemig GT and Cemig DGlobal Scale |                      |  |  |  |  |  |
|  | de Speculative Grade |  |  |  |  |  |
| Investment Grade           AAA         AA+         AA         AA+         A  |                      | 3- BB+ BB BB- B+ B B- CCC+ CCC CC- CC C D  |  |  |  |  |

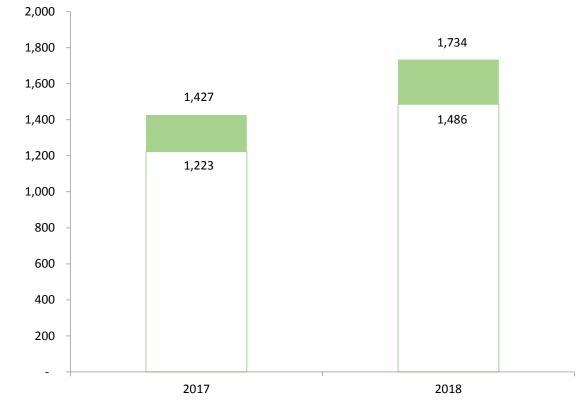
# CEMIG GT - Ebitda Guidance – 2017/18





Source: Cemig. Figures in constant 2017 currency

# CEMIG D - Ebitda Guidance – 2017/18



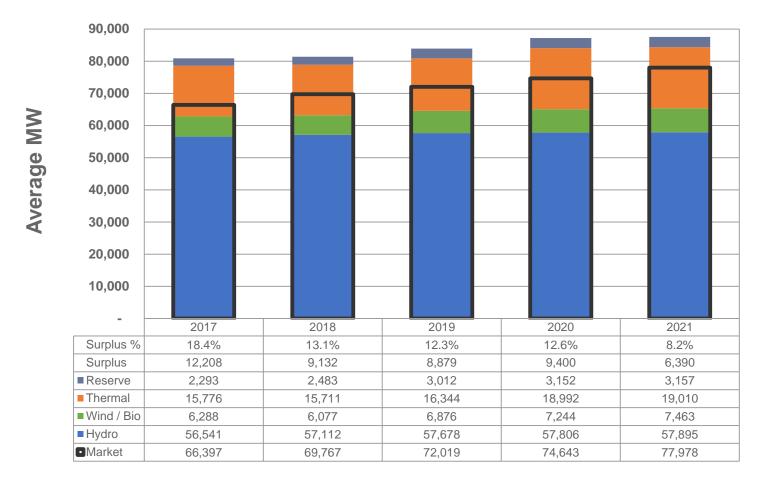
Source: Cemig. Figures in constant 2017 currency

CEMIG

# Brazilian National Grid: projections for 2017 – 21



### Made in 2017



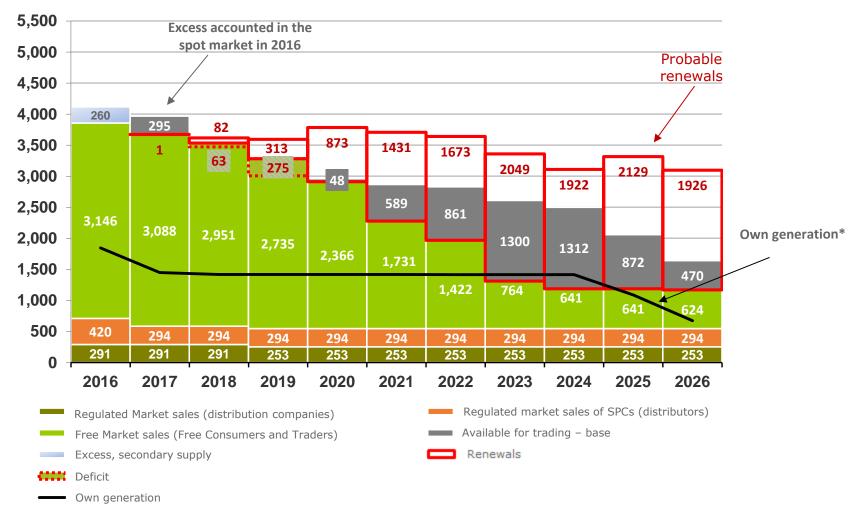
### Source: PMO (Monthly Operation Program), May 2017, after first four-month review of 2017

Assuming GDP growth of 2.0% in 2016-2021.

# Cemig GT: Supply/demand

CEMIG

MW average



(\*) Assumes exclusion of the Hydroelectric Plants of which the first or second concession periods expire in coming years; non-inclusion of intermediation in the sales portfolio of Cemig GT; and **100% availability of the supply from the SPCs of Cemig GT**.

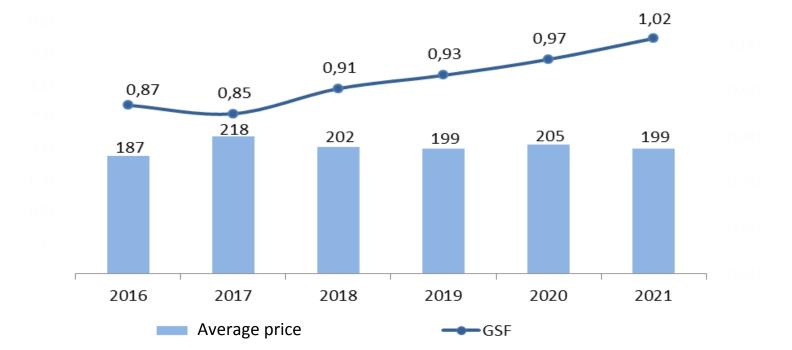
# Cemig GT: Supply/demand



Position on May 16, 2017

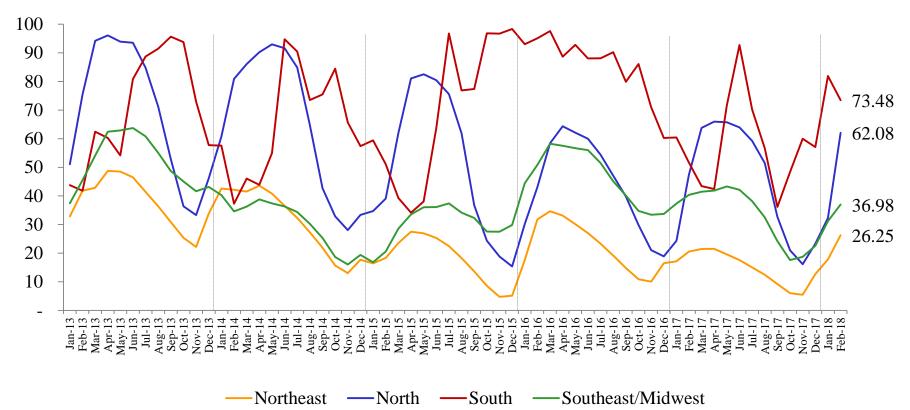
|                         | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  | 2024  | 2025  | 2026  |
|-------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Own generation          | 1,047 | 1,013 | 1,013 | 1,013 | 1,012 | 1,010 | 1,010 | 1,010 | 675   | 256   |
| Supply from the SPCs    | 418   | 418   | 418   | 418   | 418   | 418   | 418   | 418   | 418   | 418   |
| Purchased               | 2,501 | 2,022 | 1,562 | 1,514 | 1,426 | 1,390 | 1,171 | 1,061 | 955   | 955   |
| Total supply            | 3,966 | 3,453 | 2,993 | 2,944 | 2,856 | 2,818 | 2,599 | 2,488 | 2,048 | 1,629 |
| Sales: Free Market      | 3,088 | 2,951 | 2,735 | 2,366 | 1,731 | 1,422 | 764   | 641   | 641   | 624   |
| Sales: Regulated Market | 585   | 585   | 547   | 547   | 547   | 547   | 547   | 547   | 547   | 547   |
| Total demand:           | 3,673 | 3,536 | 3,282 | 2,913 | 2,278 | 1,969 | 1,311 | 1,188 | 1,188 | 1,171 |
| Balance available       | 295   | -63   | -275  | 48    | 589   | 861   | 1,300 | 1,312 | 872   | 470   |

# Average prices and the GSF (Generation Scaling Factor)



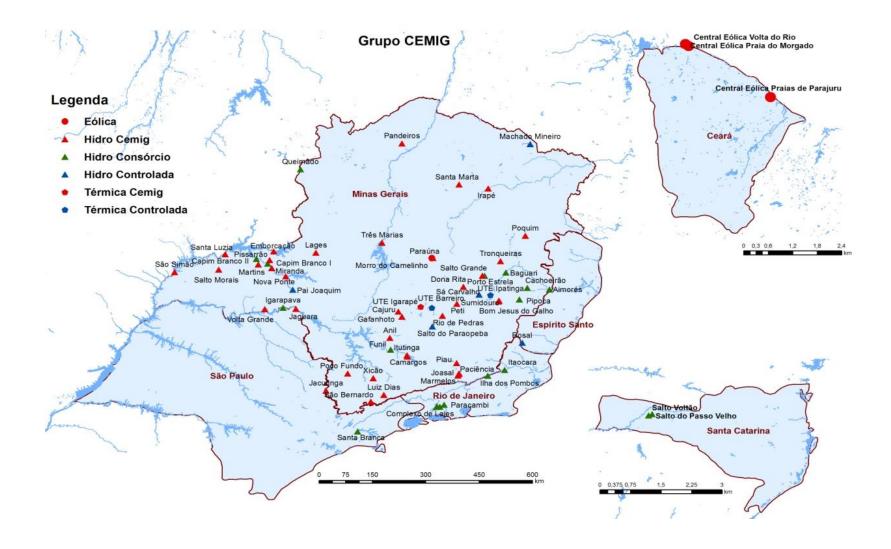
Source: Cemig. Figures in constant 2017 currency CEMIG

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



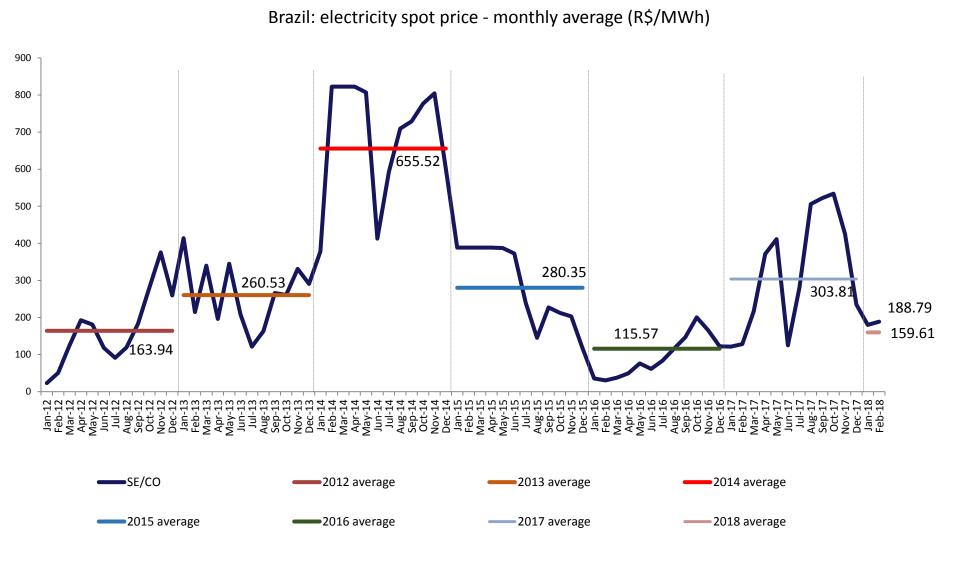
# Minas Gerais state - Main Rivers and Plants





# Spot price







| # | Туре | Plant        | Installed<br>capacity (MW) | firm output<br>(average MW) | Auction – 27 september<br>(with 30 years of concession) |            |         |  |
|---|------|--------------|----------------------------|-----------------------------|---|------------|---------|--|
|   | Ca   |              |                            |                             | Winner  | Price (bn) | Premium |  |
| 1 | HPP  | São Simão    | 1,710                      | 1,281                       | SPIC PACIFIC ENERGY PTY LTD.                            | 7.180      | 6.51%   |  |
| 2 | HPP  | Jaguara      | 424                        | 336                         | ENGIE BRASIL  | 2.171      | 13.59%  |  |
| 3 | HPP  | Miranda      | 408                        | 202                         | ENGIE BRASIL  | 1.360      | 22.42%  |  |
| 4 | HPP  | Volta Grande | 380                        | 229                         | ENEL BRASIL S.A.  | 1.419      | 9.84%   |  |
|   |      | TOTAL        | 2,542                      | 1,819                       |   | 12.130     | 9.73%   |  |

November 7, 2017, has been scheduled for ratification of the result and award of the object of the auction at a Public Meeting of the Council of Aneel.

November 10, 2017, date for payment of the CONCESSION GRANT FEE resulting from the AUCTION and for signature of the CONCESSION CONTRACT(S):

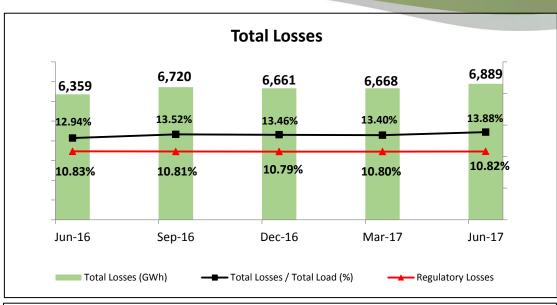
Transfer to the AWARDED PARTIES of the concession(s) for the HYDROELECTRIC PLANT(S) subject of the AUCTION will take place as follows:

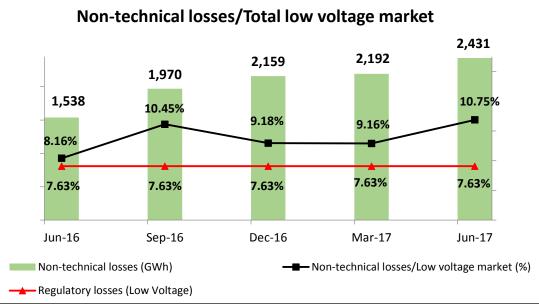
At the option of the AWARDED PARTY, counting of the period of the CONCESSION CONTRACT may start from a date up to 180 (one hundred and eighty) days after the date of its signature.

The AWARDED PARTY must advise ANEEL, and the company responsible for the provision of generation service designated under Article 9 of Law 12783/2013, of its interest, or not, in using the prerogative mentioned in item 2.18.2, and if so, state the period of transitional time required for the transfer of title to or responsibility for the provision of service, for each LOT, Sub-lot or each HYDROELECTRIC PLANT. The table below shows the companies designated for temporary provision of the generation services in the HYDROELECTRIC PLANTS that are the subject of this AUCTION

### Losses





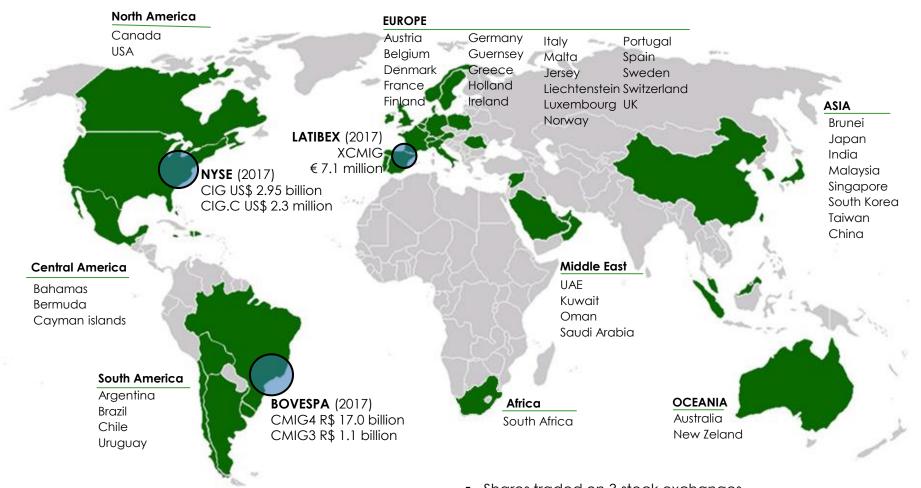


# Strong shareholders base assures liquidity



Average daily trading volume of shares in 2017





- Shares traded on 3 stock exchanges
- Over 120,000 stockholders in more than 40 countries



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