XVI Encontro Anual
CEMIG-APIMEC

# Cemig’s Energy Trading 2010/2011

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May 2011

CEMIG
A Melhor Energia do Brasil.

# Cemig’s sales in free and regulated Markets in 2010 (average MW)

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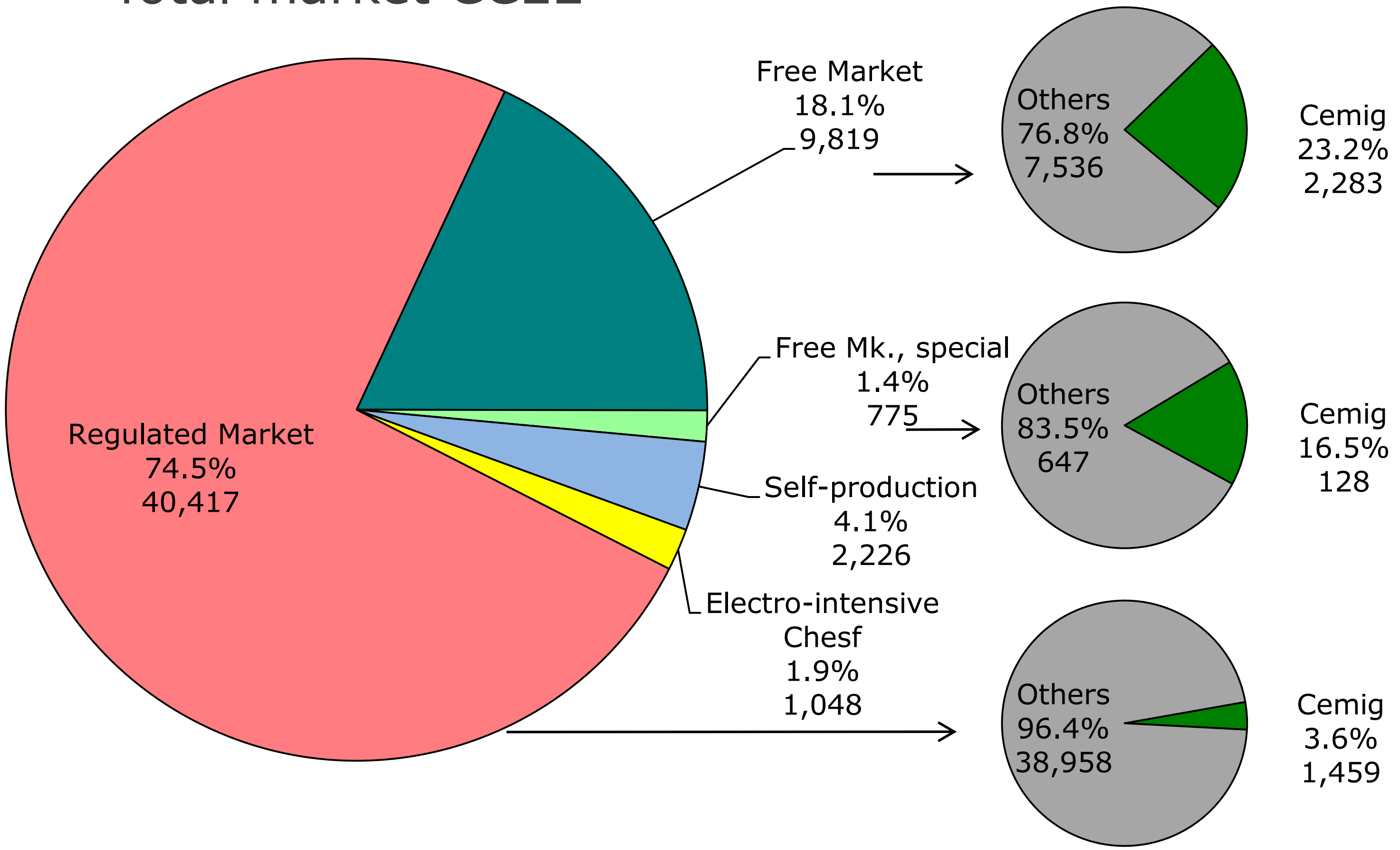
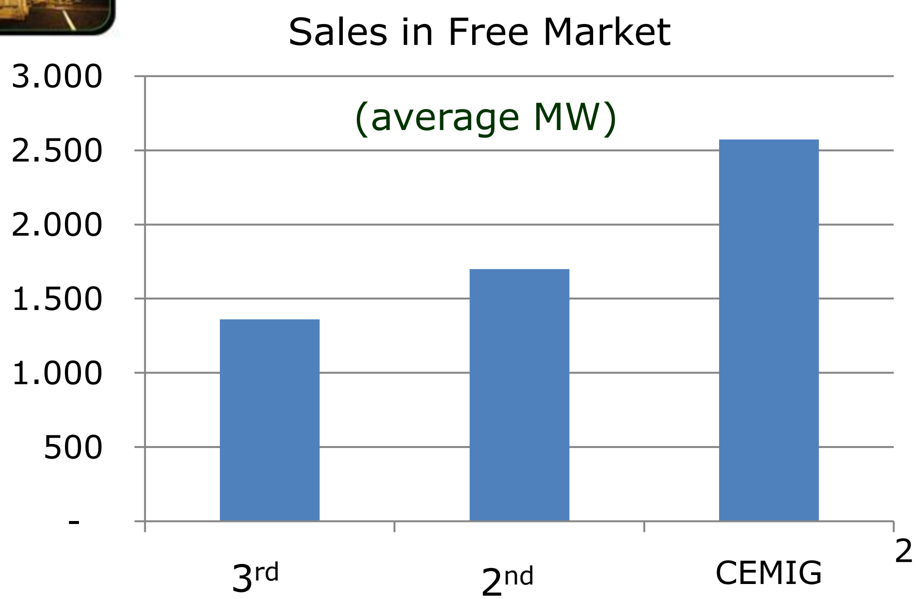
## Total market CCEE

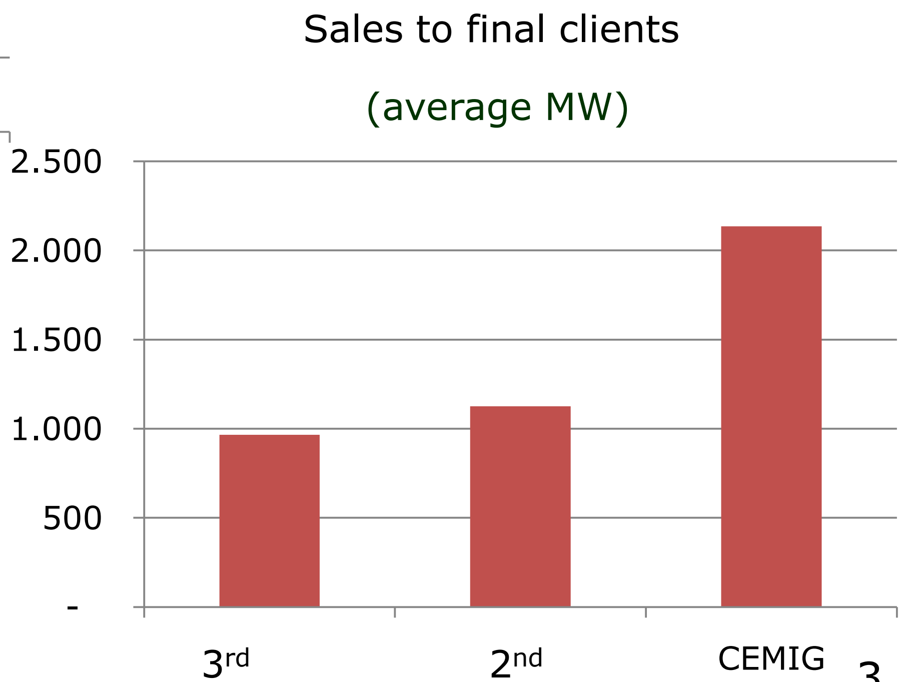



Source: CCEE, Cemig analysis
Companies: Cemig GT, Capim Branco, Cemig PCH, Cachoeirão, Horizontes, Rosal, Sá Carvalho, UTE Barreiro

# Cemig GT's leadership in the competitive market

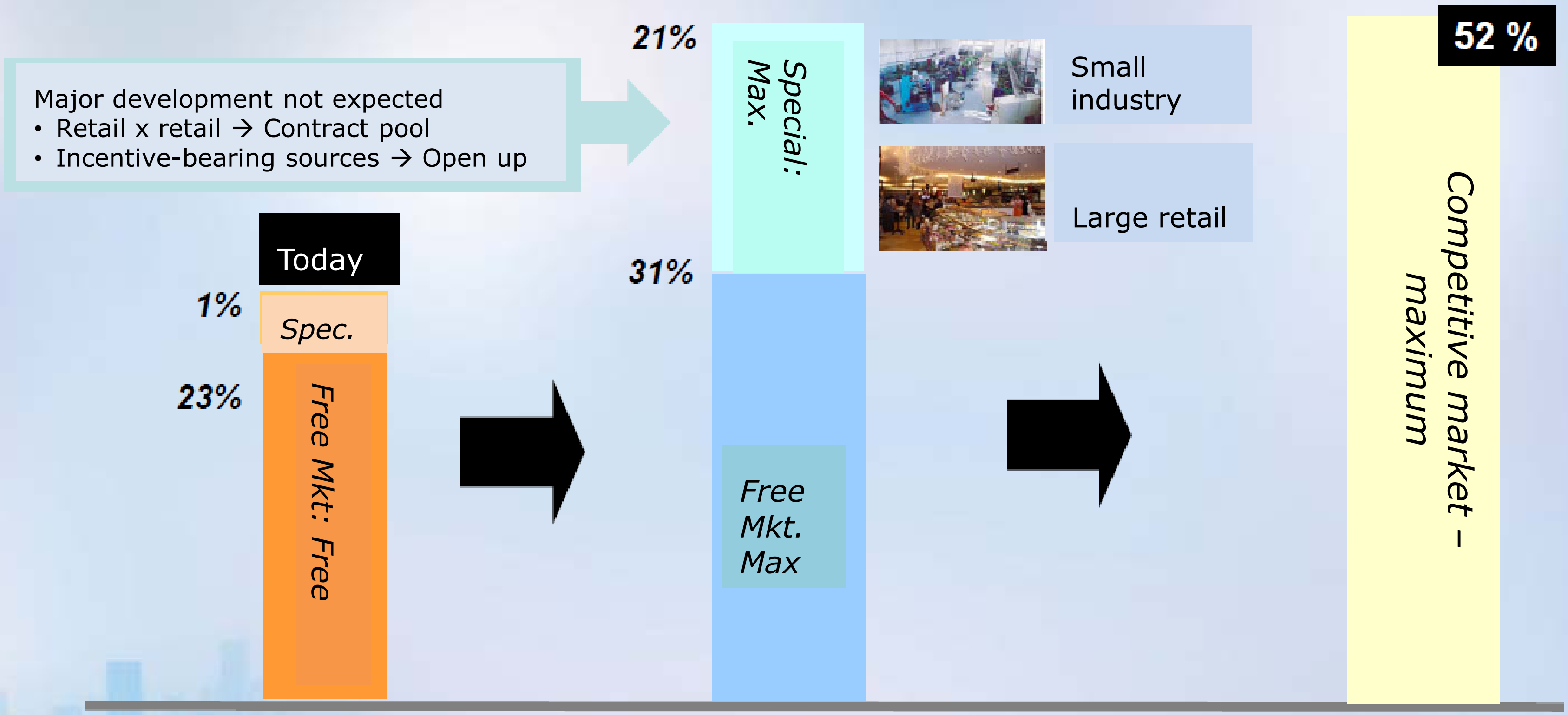





Source: DRE, Cemig analysis

# Evolution of the Free Market – maximum expectations




This channel depends on the availability of energy and pricing in the Free Market vs. tariffs in the Regulated Market

Source: Andrade & Canellas

# Charateristics of Brazil's market for incentive-bearing supply

- Small volumes
- Most clients are accustomed to buying energy in the captive market and paying average prices
- Market is unpredictable
- Monthly exposure to short term fluctuations due to seasonal factors
- Clients have difficulty in managing energy supply

# Trading incentive-bearing electricity in Brazil

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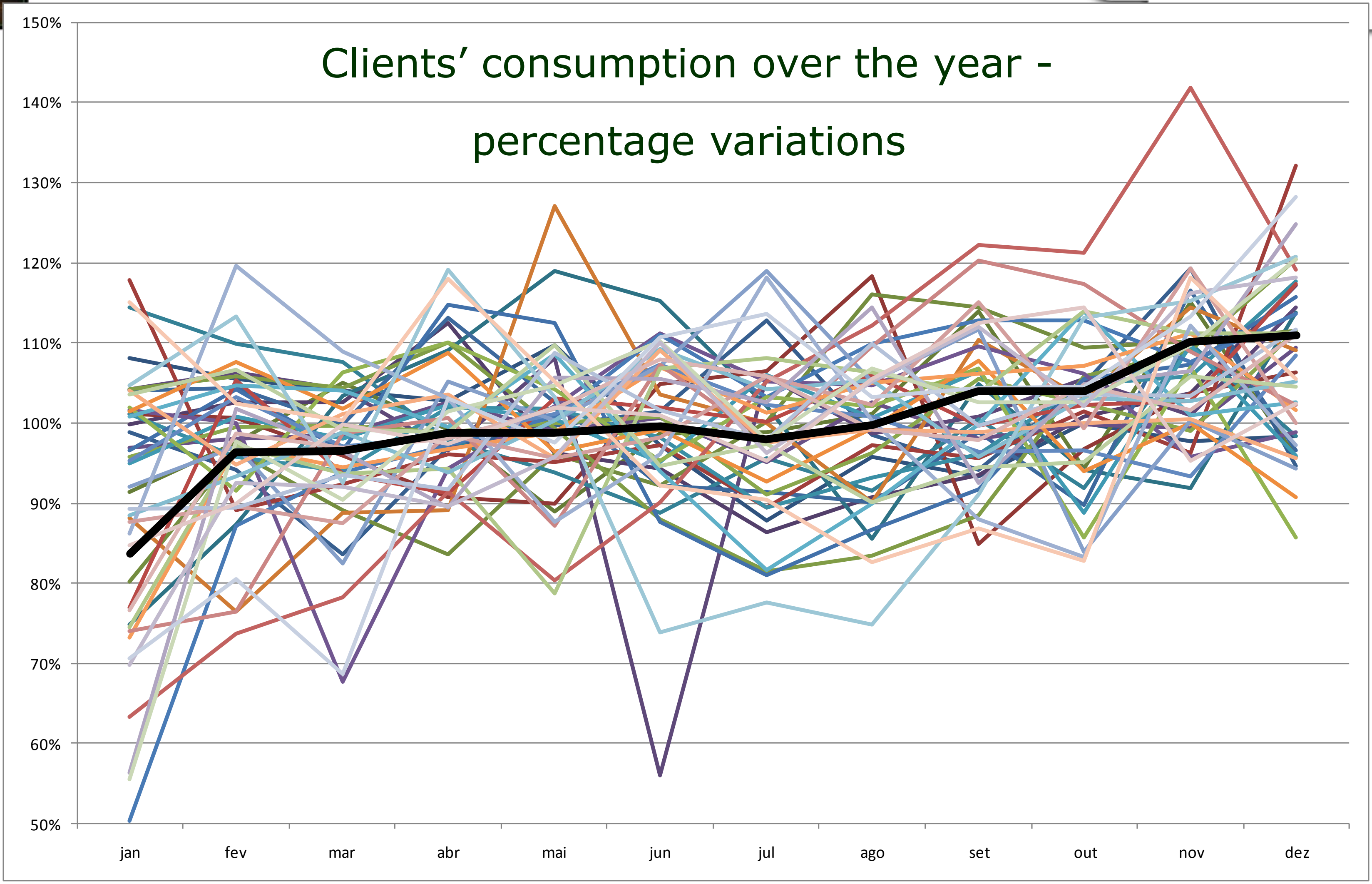




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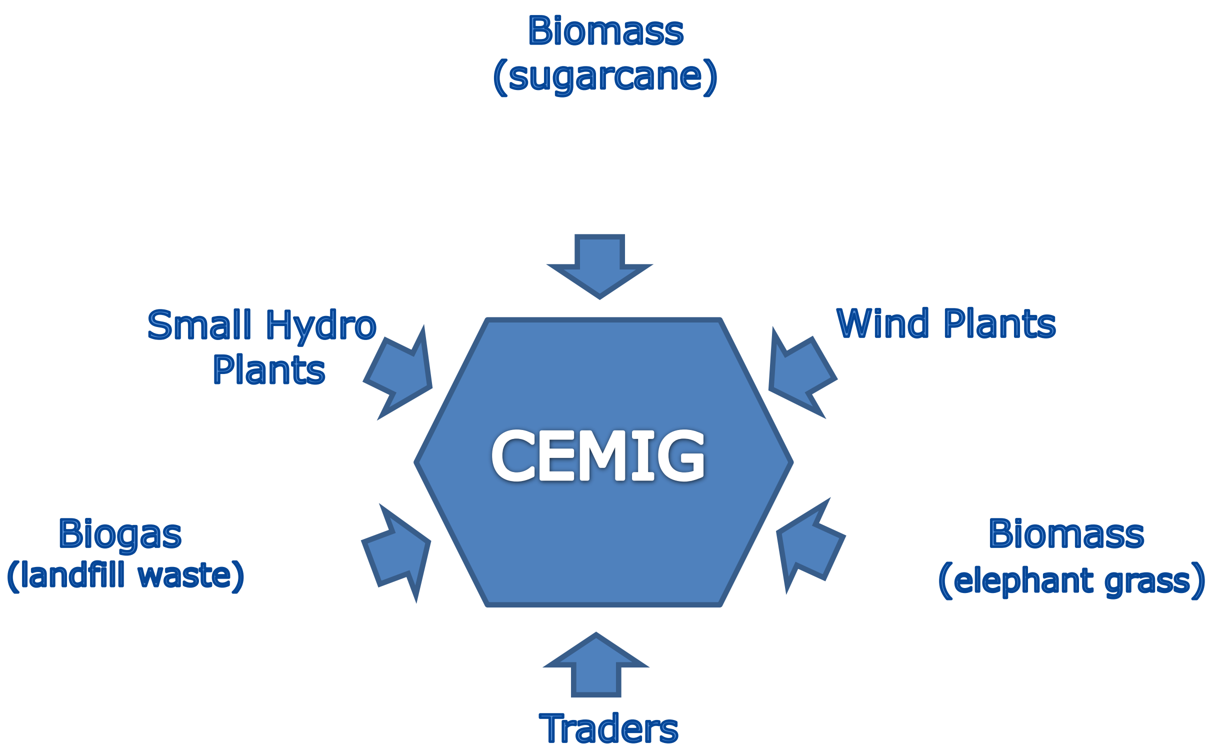
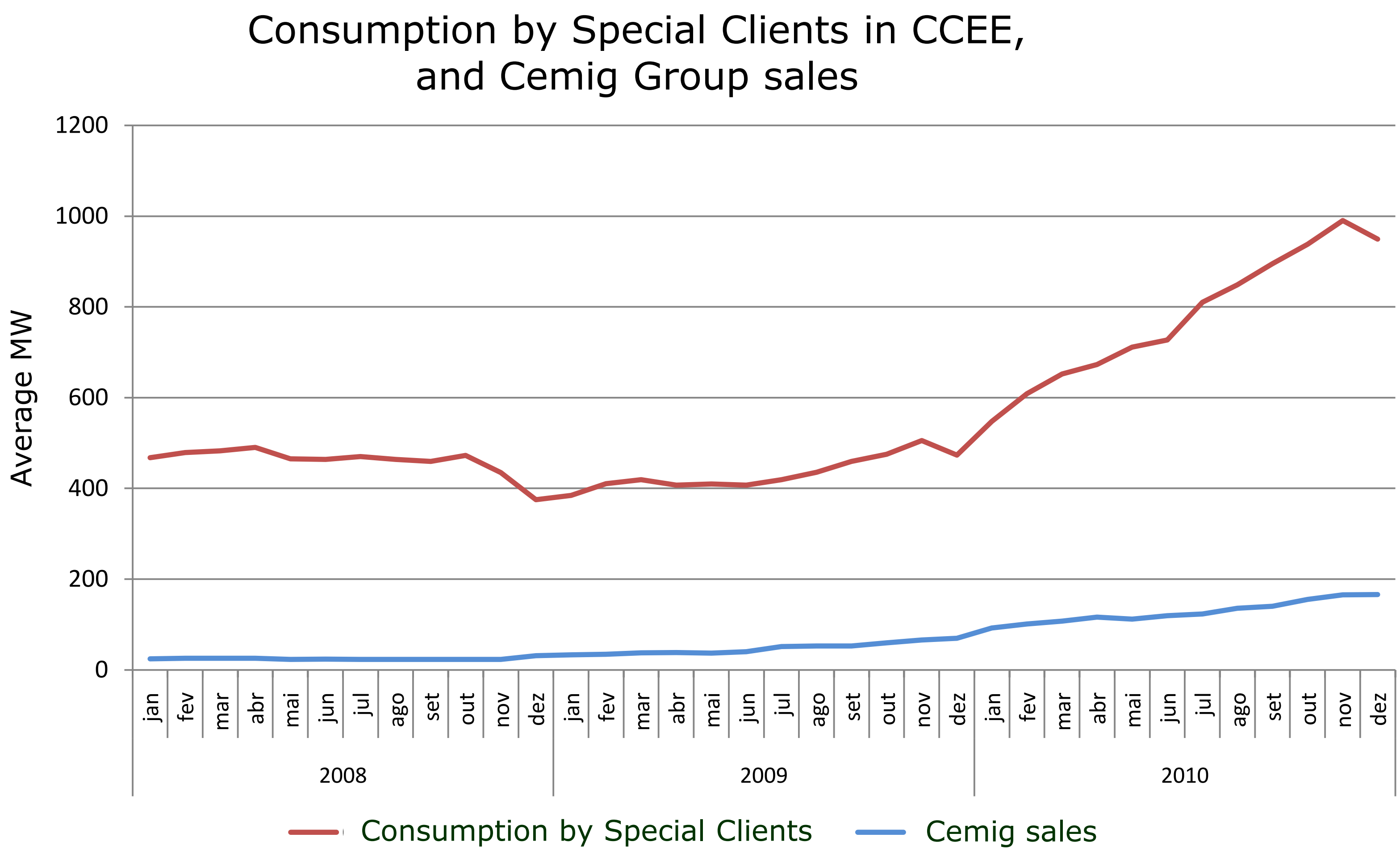
## Diversified portfolio of purchases and sales



# Development of the Special Client market




Source: CCEE, Cemig analysis

# Development of the Special Client market

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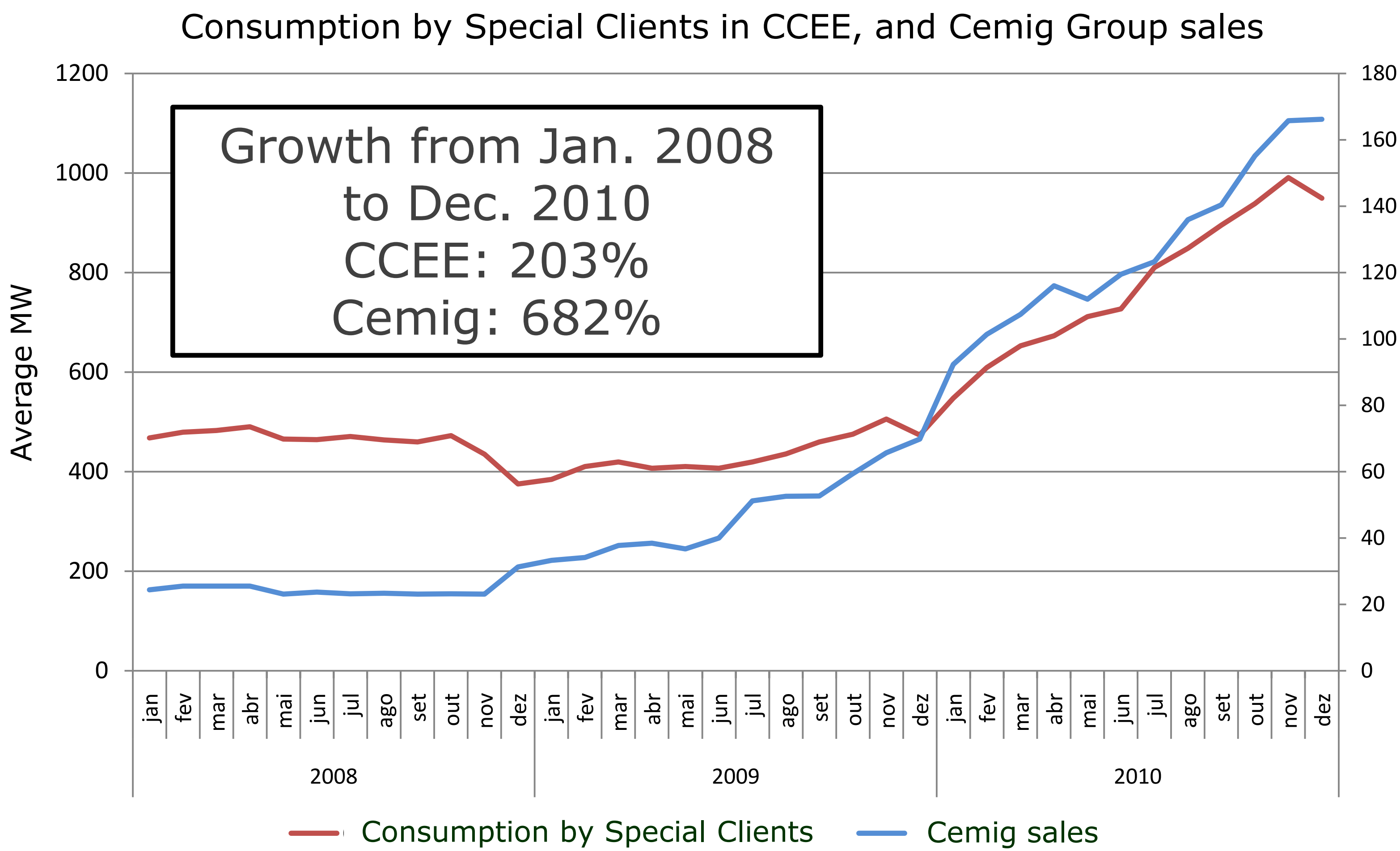


Source: CCEE, Cemig analysis



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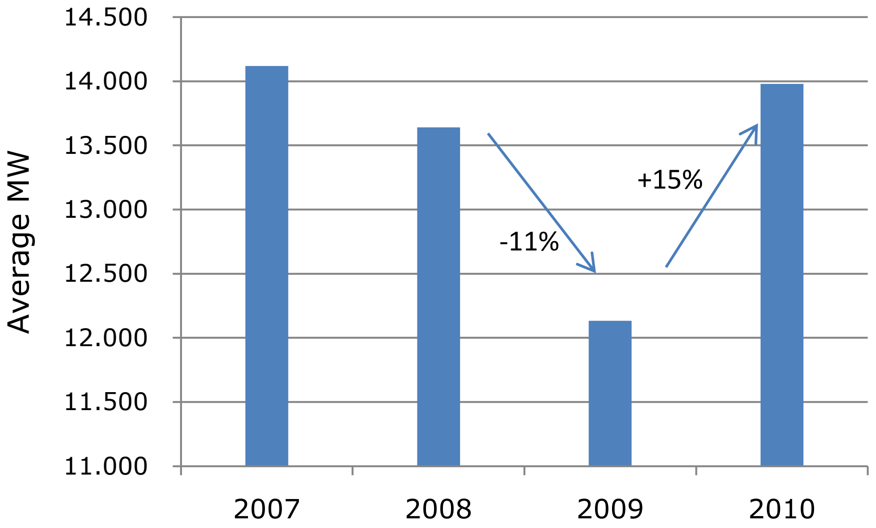
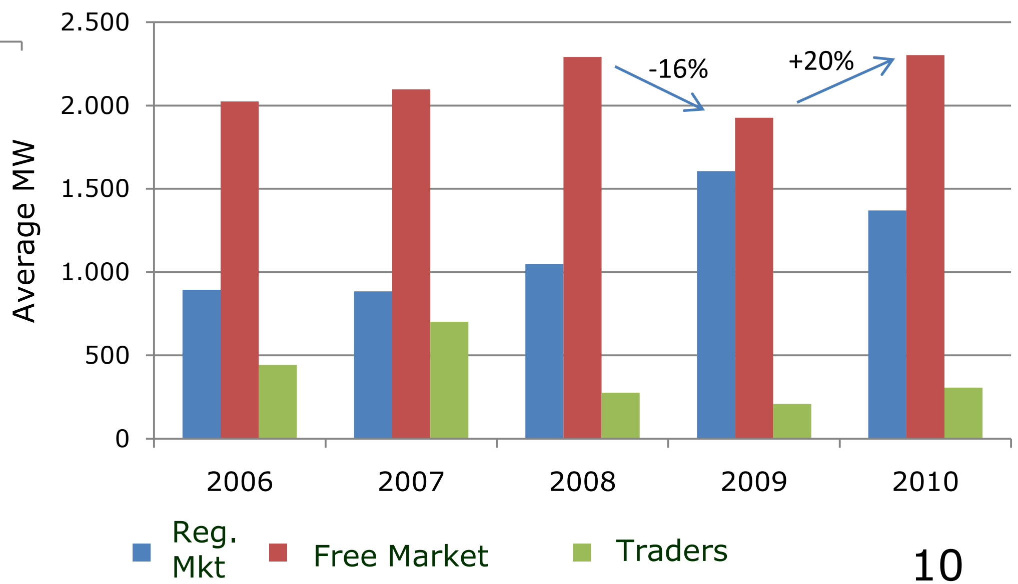
# Clients of conventional market



## Consumption of Free Market




## Cemig GT sales




Source: CCEE, Cemig analysis

# 2011 – 10th Adjustment Auction

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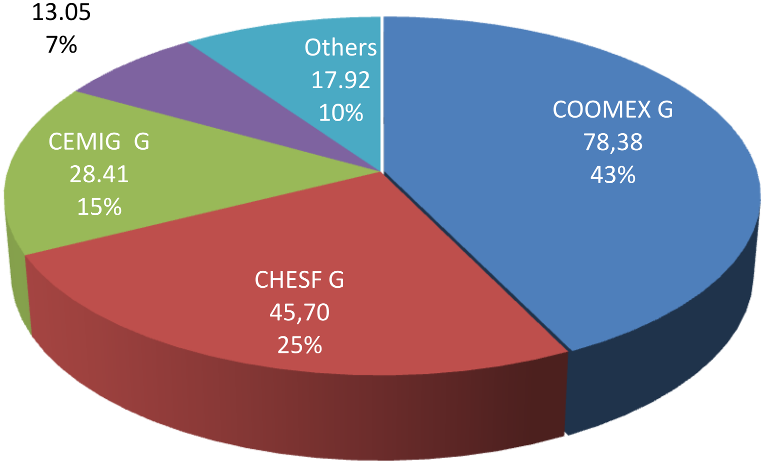
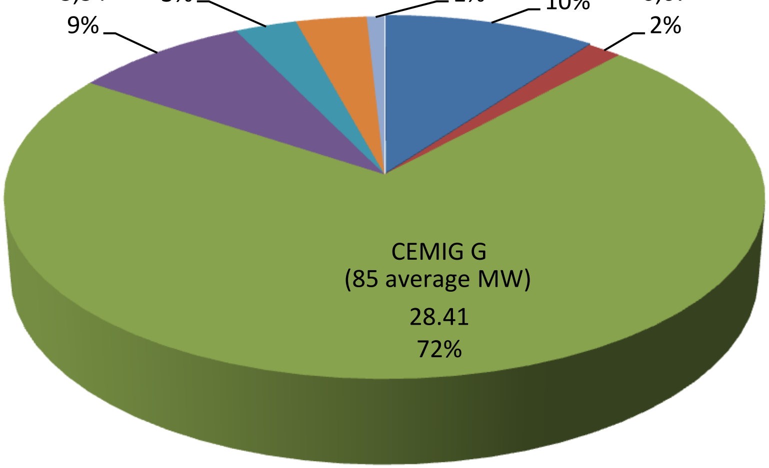
## Overall Result: sales in average MW




Average price: R$ 109.84/MWh

## Product result: SE/4 months



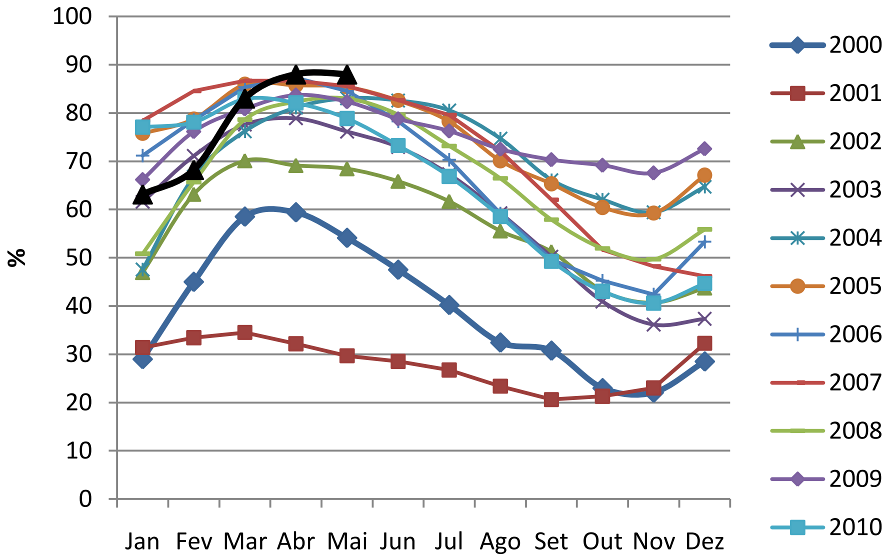

Average price: R$ 106.92/MWh
Cemig price: R$ 108.00/MWh

Source: CCEE, Cemig analysis

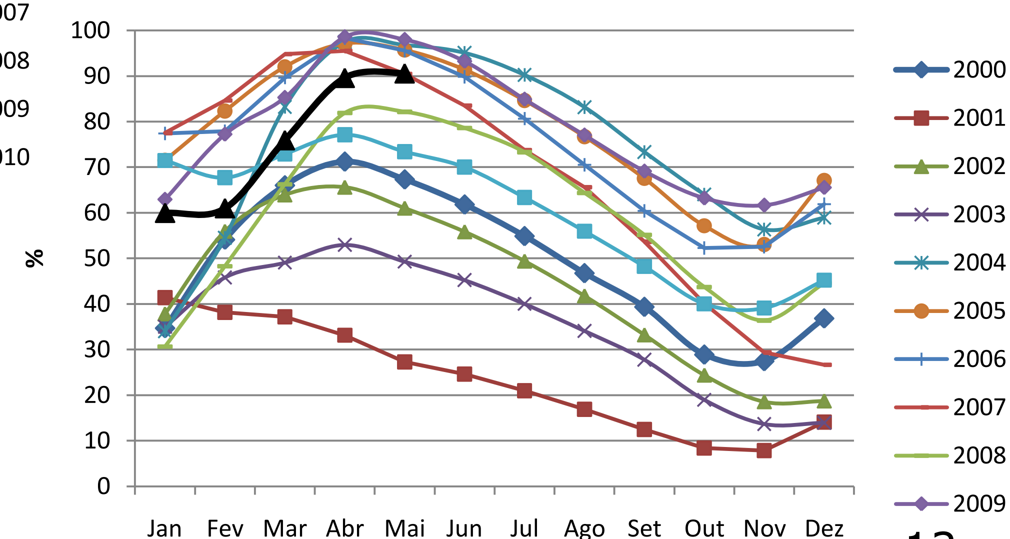
# 2011 – Hydro capacity for the grid



Energy stored –
Southeast and Center-West
(% of max. storage capacity)




Energy stored – Northeast
(% of max. storage capacity)




Source: ONS

# Cemig’s Energy Trading

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