

GERENCIA ADMINISTRACION Y FINANZAS
Santiago, 05 de octubre de 2011
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Operador: MEVALENZ

División Control Financiero Valores



SUPERINTENDENCIA
VALORES Y SEGUROS

Señor
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Superintendente
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Ref.: **Adjunta presentación.**

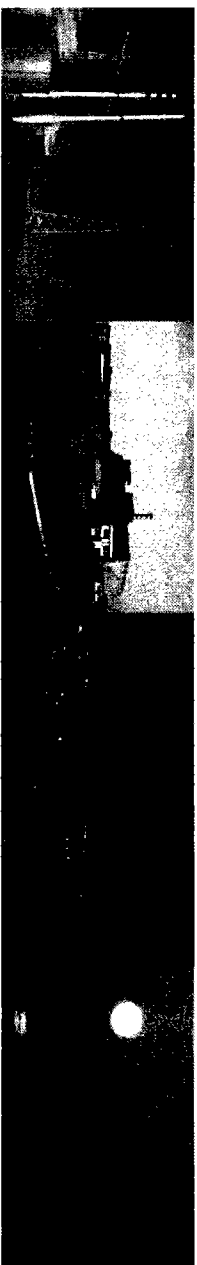
De mi consideración:

Adjunto a la presente sírvase encontrar presentación efectuada por E.CL S.A. en el "Chile Trip – Santander GMB" el día 04 de octubre de 2011.

Sin otro particular, saluda atentamente a Ud.,

Bernardita Infante De Tezanos-Pinto
Gerente de Adm. y Finanzas

Adj. : lo citado
c.c. : Bolsa de Comercio de Santiago
Bolsa Electrónica de Chile
Bolsa de Corredores de Valparaíso



October 4, 2011

Chile Trip - Santander GBM



Presenter

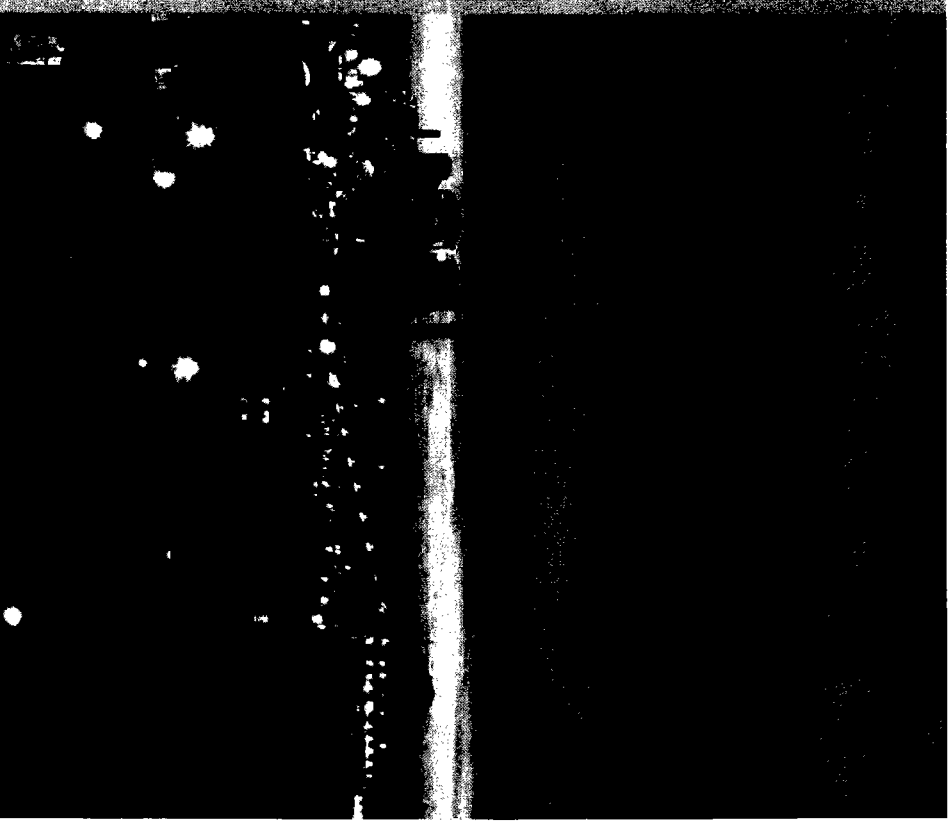
Lode Verdeyen, CEO

Agenda

Chilean electricity sector overview

Company overview

Financial profile



SING

Market share

25% capacity
26% demand

Expected growth (2011-2017)¹

6.0%

Clients

90%

Generation by fuel type²

7%
27%
66%

Main players (% of installed capacity)

4.165 MW

23.1%

51.8%

4%

2%

SIC

Santiago

Aysén and Magallanes

**74% capacity
73% demand**

6.1%

Regulated
Un-regulated

41%

Hydro
Carbon
Diesel
Gas / LNG
Other

11%
27%
36%
23%

Endesa
Colbun
Gener
Other

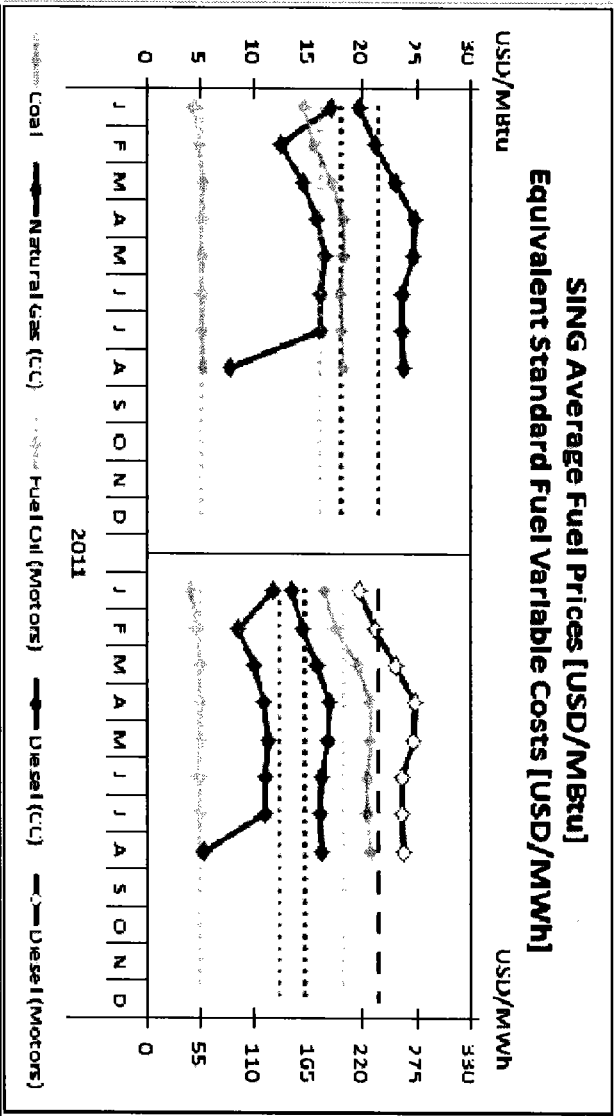
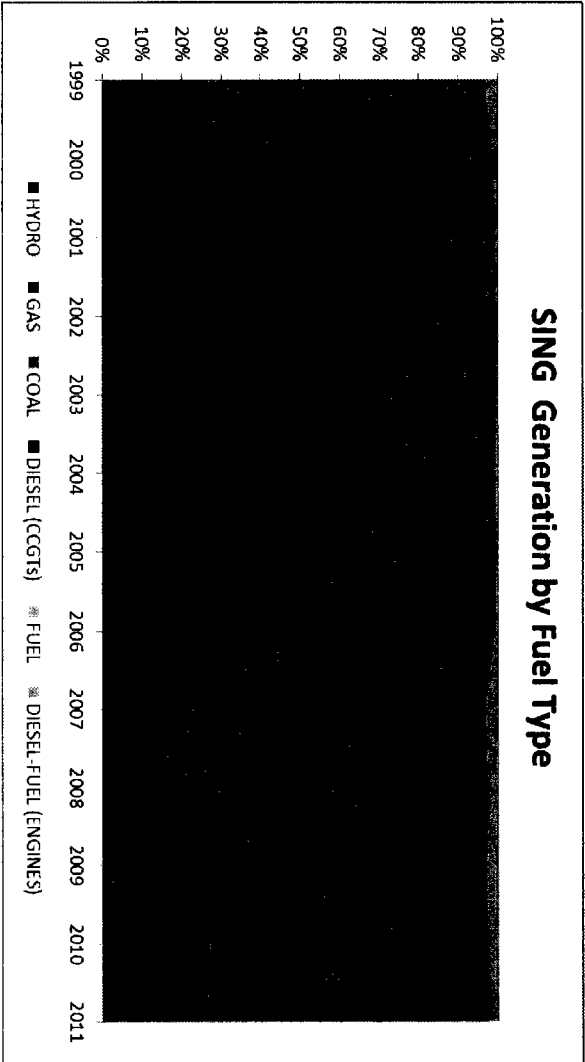
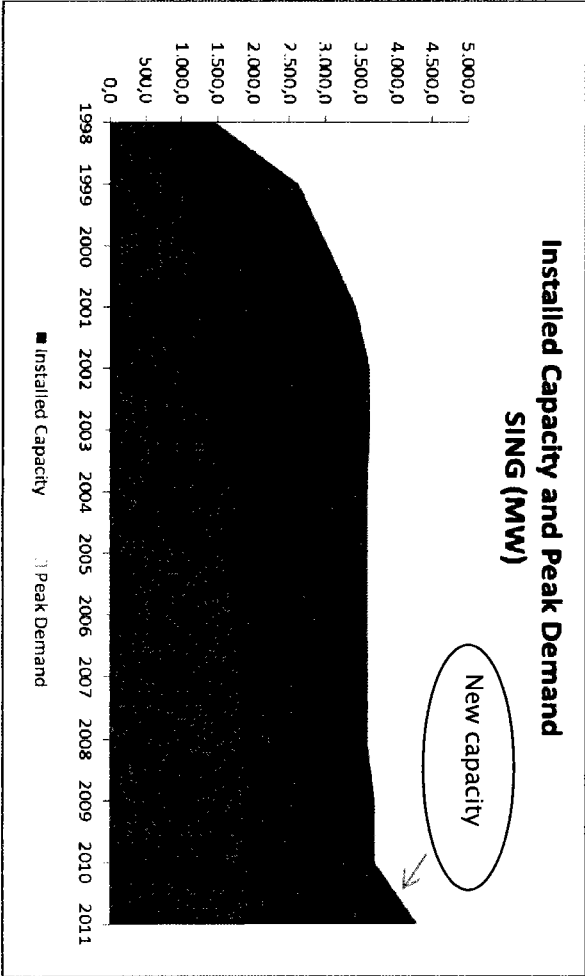
12.352 MW

18%
42%
21%
19%

SING highlights

- Close to 100% of installed capacity based on coal, diesel and gas (including LNG). No exposure to hydrology
- Unregulated clients (mainly mining co's) represent over 90% of total demand
- 6.0% expected CAGR in physical sales for 2011-2017

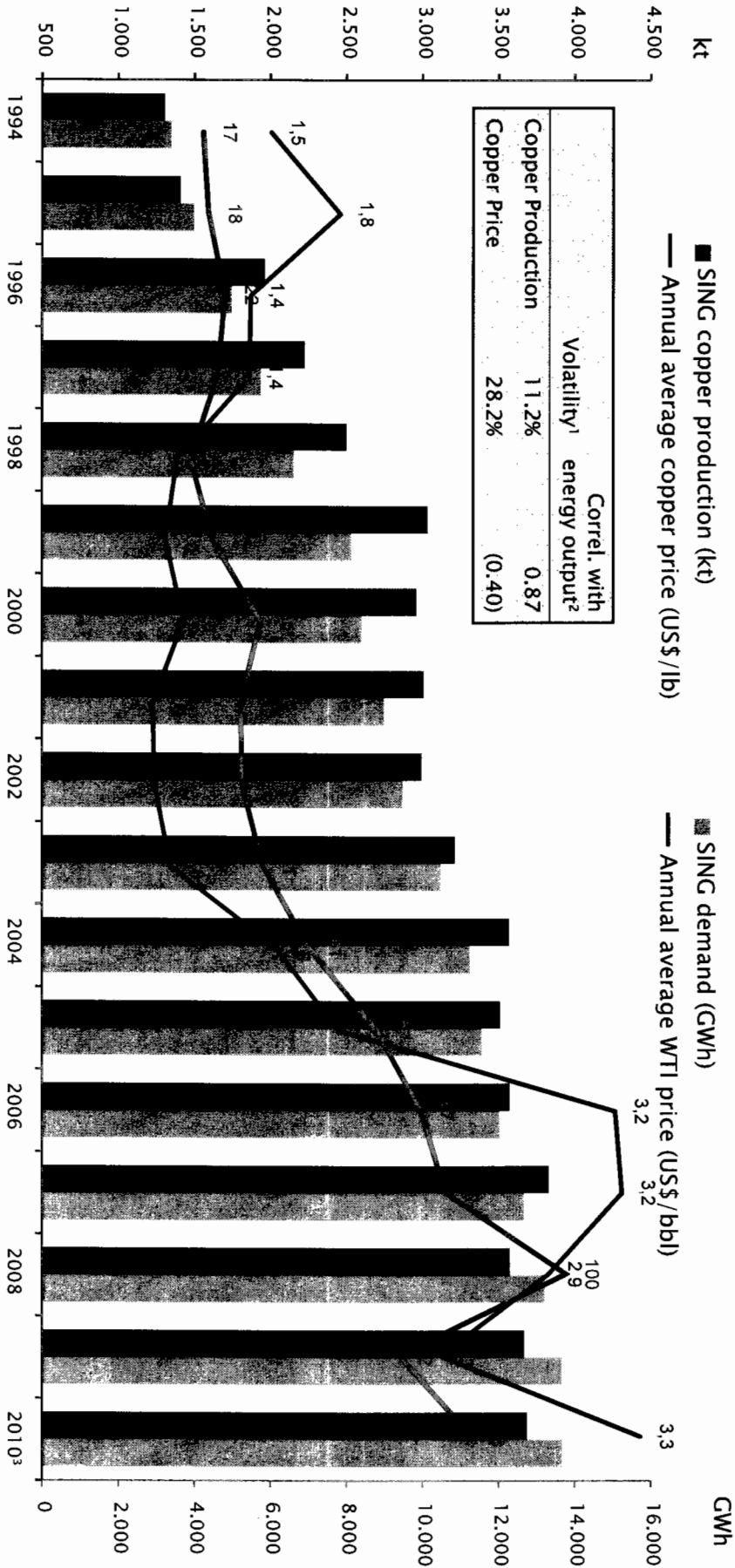
Evolution of Power Generation, Prices and Demand in the SING



Exposure to mining sector growth

- Chile is a global, low-cost copper producer
- Low correlation between copper prices and SING demand for electricity.

SING copper production (kt), SING Generation (GWh) and commodity prices (US\$/lb, \$/b)

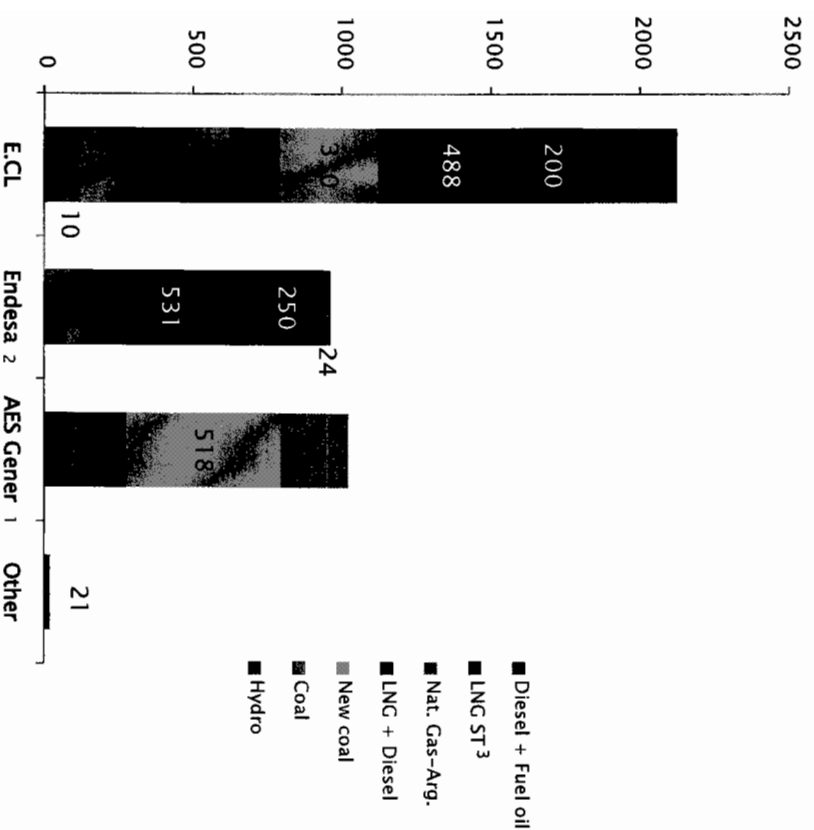


Source: Cochilco, CNE, Bloomberg

¹ Measured as the standard deviation of the annual changes; ² Calculated as the correlation of the annual changes; ³ Annualized September 2010 data

SING: installed capacity and generation mix

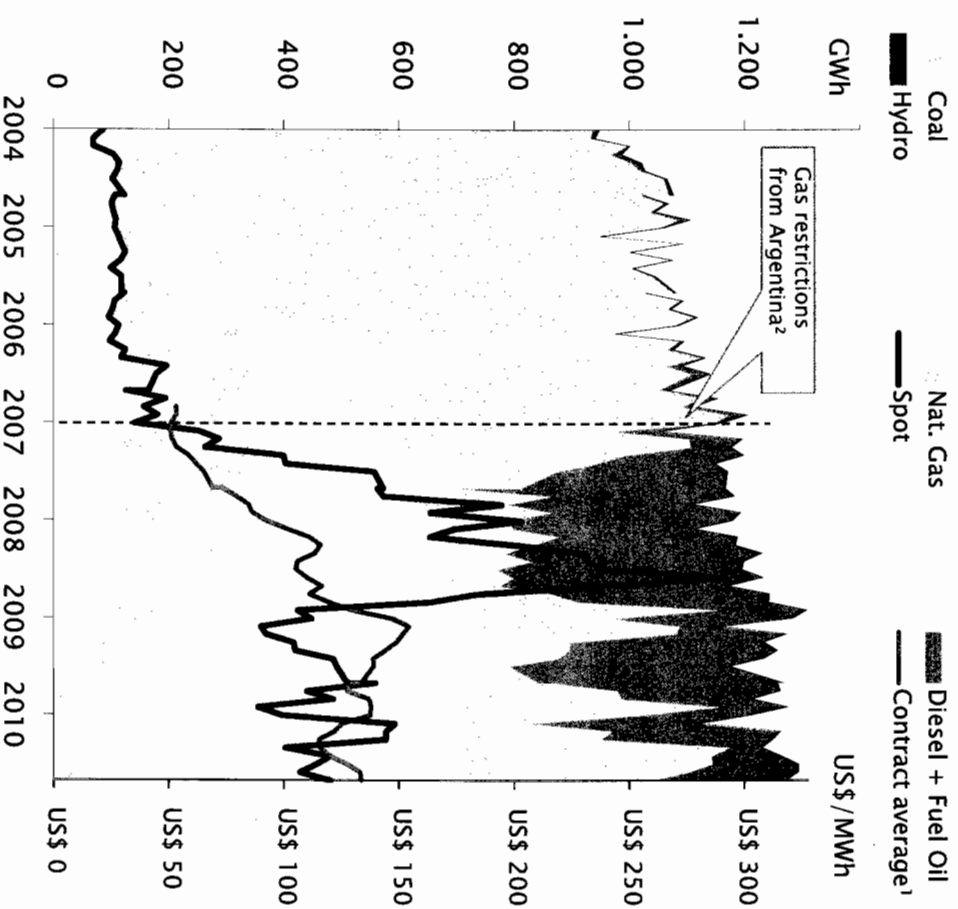
Gross installed capacity by technology – 2011 (MW)



Source: CDEC-SING

- (1) AES Gener has an additional 416MW of capacity from the gas turbine in its 643MW CCGT in Salta, Argentina, which is currently unavailable for dispatch to the SING.
- (2) Includes 182MW from 100% Endesa-owned Celta, and 781MW from Gas Atacama CCGTs (50% Endesa/50% Southern Cross).
- (3) LNG supply arrangement between mining companies, GNL Mejillones, E.CL, and Gas Atacama in place from 05-2010 through 07-2012.

Monthly generation (GWh) and energy prices (US\$/MWh)



Source: CNE, CDEC

- ¹Average of contracted energy prices as published by the CNE
- ²Gas restrictions started in 2004, but were more strictly enforced starting in 2007

Investment highlights: Attractive industry

ATTRACTIVE INDUSTRY

- Mature, 100% privatized market
- Stable, investor friendly regulatory framework
- Strong industry growth prospects

Current Challenges:

- New regulation on emissions from thermoelectric plants → stricter limits on particulate matter and gas emissions:

Limits for existing plants:

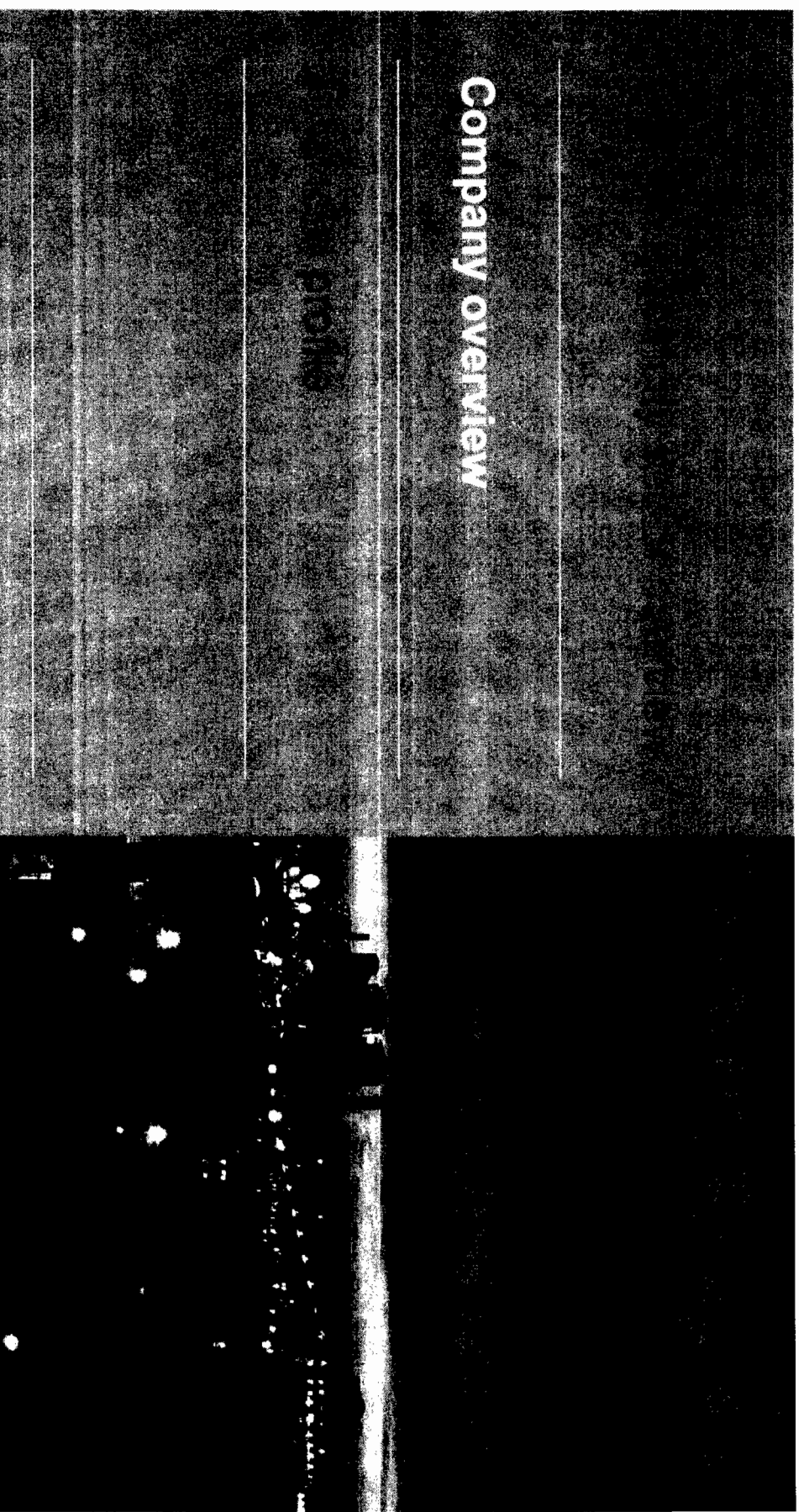
- PM = 50 mg/Nm³ ~ Dec 2013
- SOx = 400 mg/Nm³ ~ Jun 2015 (saturated zones; e.g., Tocopilla)
- NOx = 500 mg/Nm³ ~ Jun 2016 (unsaturated zones; e.g., Mejillones)



Action / Effects:

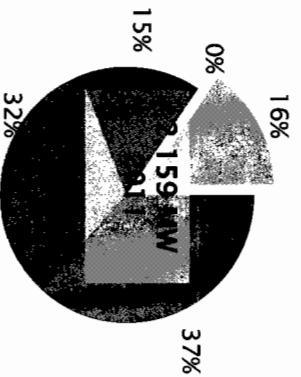
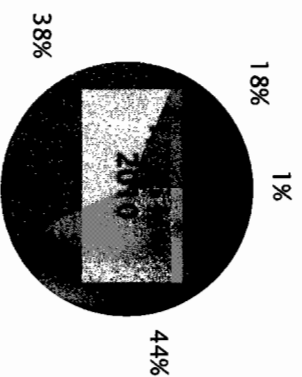
- Focus on environmental / social responsibility
 - Investing to comply with new emission requirements
 - Est. US\$164 MM CAPEX in 2011–2015
 - Ongoing studies for the potential development renewable power sources
 - Environmental approval for additional 2 x 350MW coal capacity in place
 - Availability to sell LNG-based generation
 - New discussion about 20/20
- Law Nr. 20,257 on Non-Conventional Renewable Energy ("ERNCL" Law)

Agenda



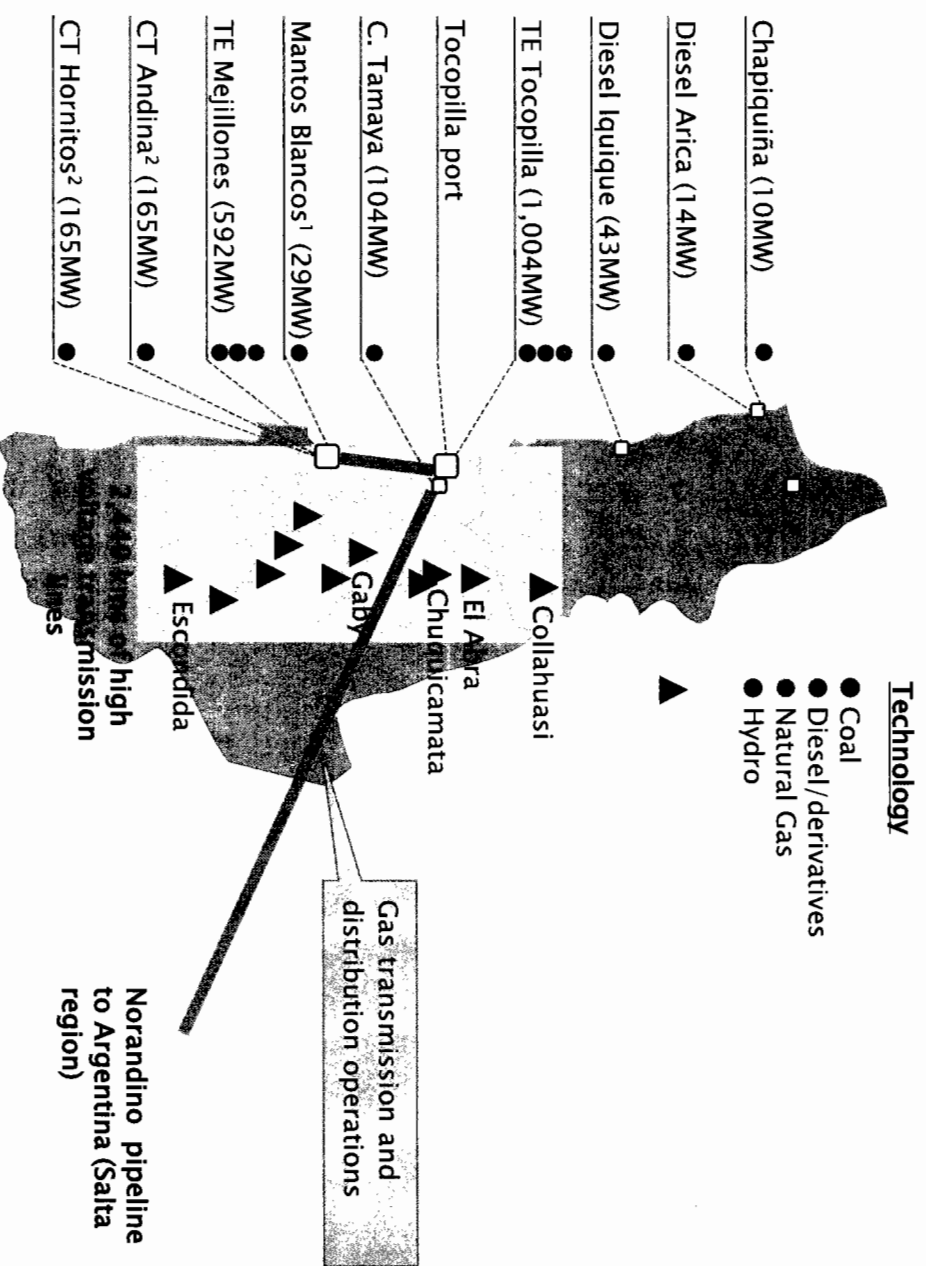
Largest electricity generator in Chile's mining dominated northern grid (~ 50% market share)

Installed capacity



- Coal
- Gas/Diesel
- Diesel & F.O.
- Hydro
- New Coal

E.CL assets



¹ Owned by a mining company but operated by ECL. ² Commercial operations commenced in 2011.

History and recent developments

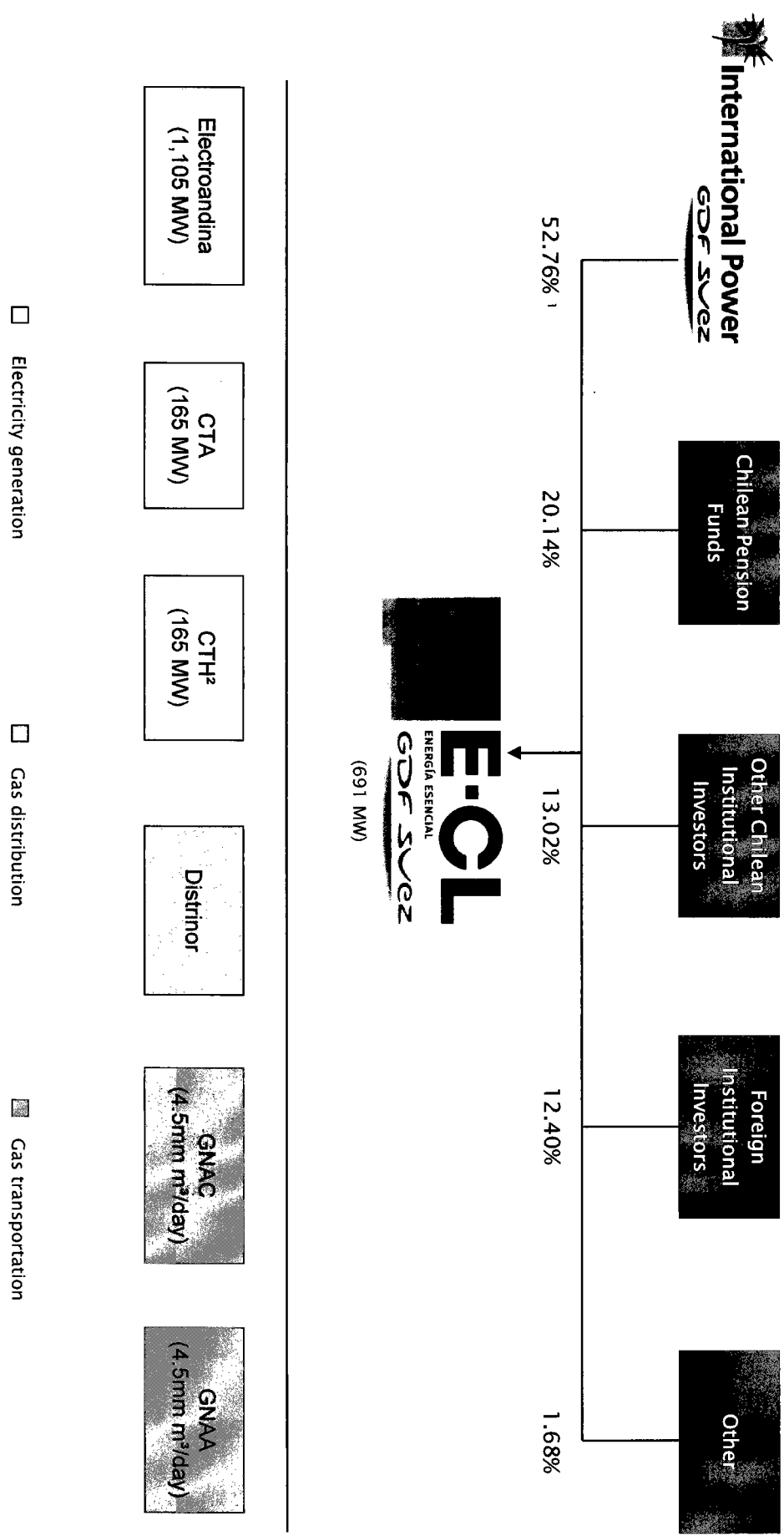
1913	1981	1993	1996	2002	2009
Electroandina is founded as an electricity generation plant for Chuquicamata (Codelco)	Edelnor is created as spin-off of Endesa's assets in northern Chile	Edelnor is privatized. Southern Electric acquires control.	Tractebel (now IPR GDF Suez) acquires 1/3 ownership in Electroandina. Codelco retains 2/3s.	Edelnor files for Chapter 11. GDF Suez & Codelco acquire 82%	GDF Suez & Codelco merge their electricity generation and gas transportation assets in northern Chile under E.CL (ex-Edelnor)

2011

International Power (U.K.) & GDF Suez Energy International combine their assets giving origin to the new International Power, a company with 66GW of installed capacity, 70% controlled by GDF Suez.

Codelco sells its 40% stake in E.CL in a public auction in the Bolsa de Comercio de Santiago for approximately US\$ 1 billion.

New ownership structure

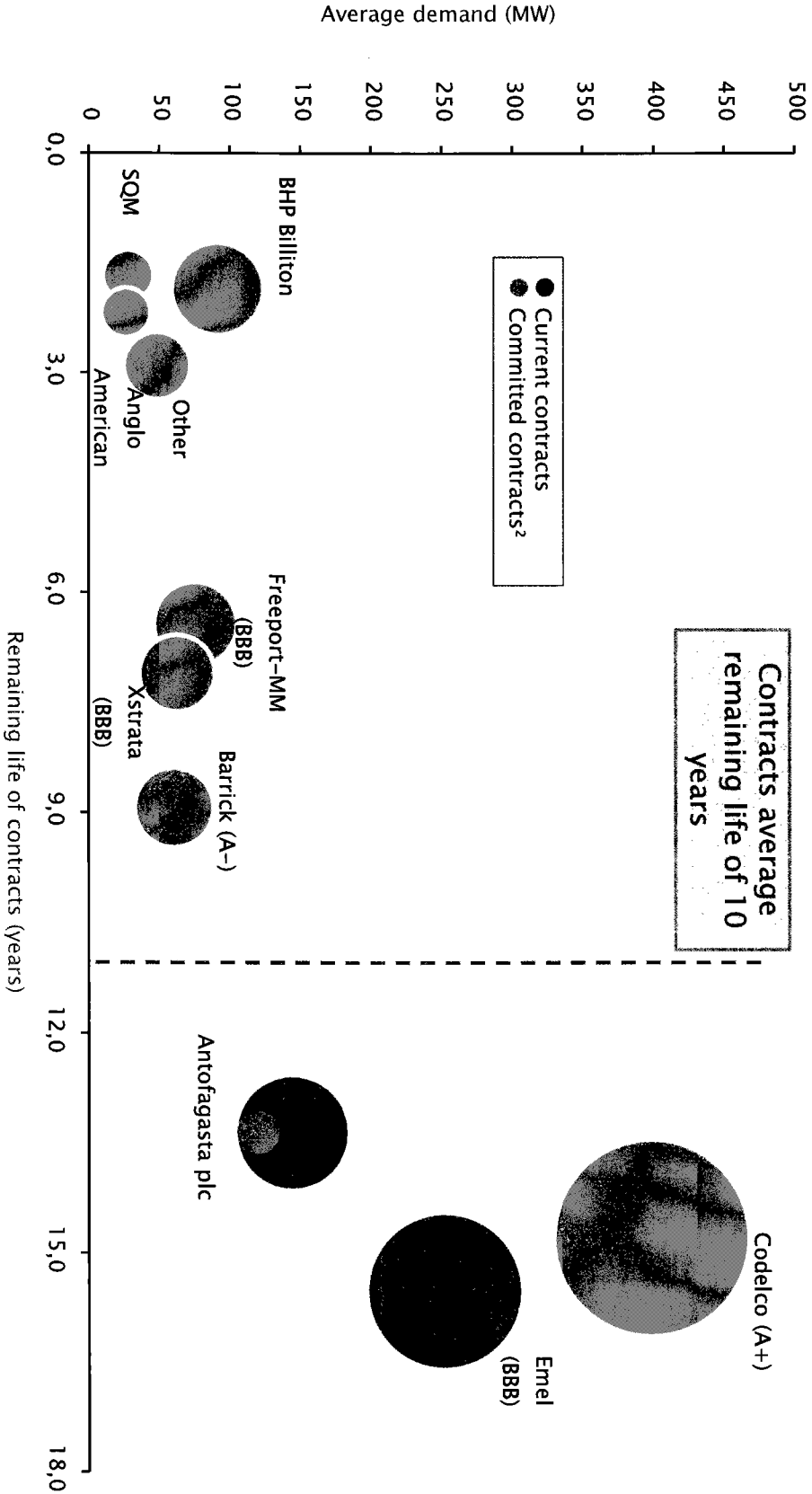


¹ Considers the 0.7% equity reduction due to retirement of treasury stock acquired by E-CL from shareholders that exercised their dissenter's rights in relation to the December 2009 merger.

² 60% owned by E-CL, with the remaining 40% owned by Inversiones Punta de Rieles (Antofagasta Railway PLC).

Long-term contracts with creditworthy customers

Average demand¹ (MW) and remaining life (years) of current contracts



¹ Average demand based on 2010 energy consumption except for (a) Esperanza (Antofagasta plc) estimated using an 85% load factor over 150MW of contracted capacity and (b) Emel, calculated using average contracted energy over the life of the contract

² Contract with Esperanza (started in 2011) and Emel (starting in 2012)

Driver's of E-CL 's commercial policy

- Long- term contracts , reducing exposure to the volatility of spot market prices
- Tariff index to fuel prices, that mitigate the risk of potential cost increases.
- Define optimal level of contractual obligations, taking into account our generation capacity by type of fuel.

Investment highlights: Exposure to mining sector growth

Potential future mining projects in the SING

Company	Project	Capacity Demand-MW	Full Capacity-yr
Antofagasta Minerals	Esperanza	130MW	Apr-2011
Antofagasta Minerals	Antucoya	45MW	2014
Codelco	Ministro Hales	80MW	2015
BHP	Escondida OCP	80MW	2015
Collahuasi	Collahuasi expansion Phase I-II	50-170MW	2015-2018
Quadra FNX Mining	Sierra Gorda	190MW	2015
Teck	Quebrada Blanca Hip.	210MW	2016
International PBX Ventures	Copacquire	80MW	2017

Current challenges:

- Growth could be slower in near term: Large investments in green-field copper projects take time to structure;
- Significant electricity demand growth expected for 2015/2016 will require new capacity (and/or use of existing CCCTs) for at least **800MW**:
 - Quadra FNX's Sierra Gorda;
 - Teck's Quebrada Blanca;
 - Collahuasi's Phases I & II.

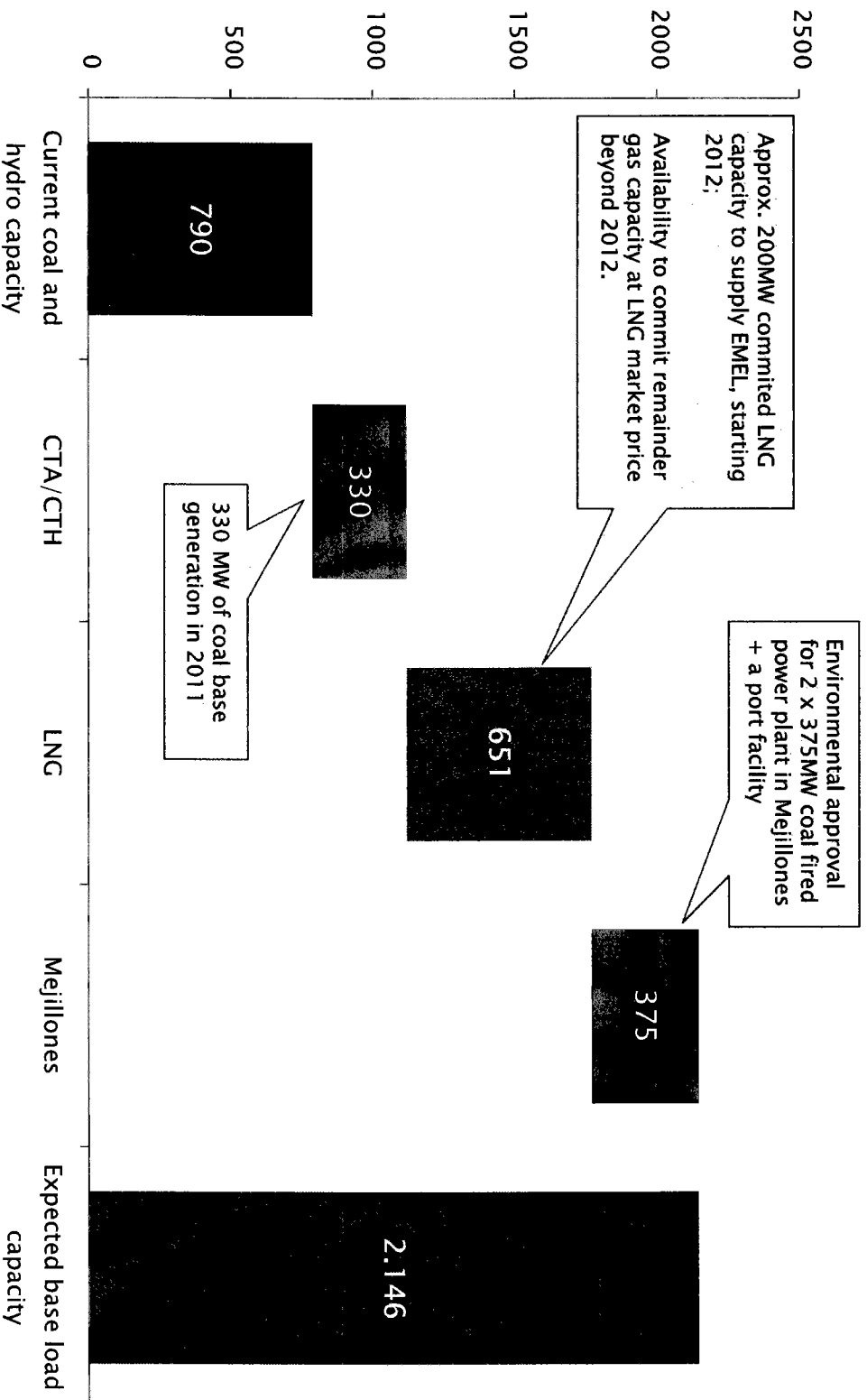


Action / Effects:

- ✓ Ongoing development of new 375MW coal plant and other projects: Subject to sign PPA for at least 50%
- ✓ Capitalize on near-term growth:
 - 135MW of new demand from Minera Esperanza starting 2011;
 - 200MW under EMEL contract starting 2012.

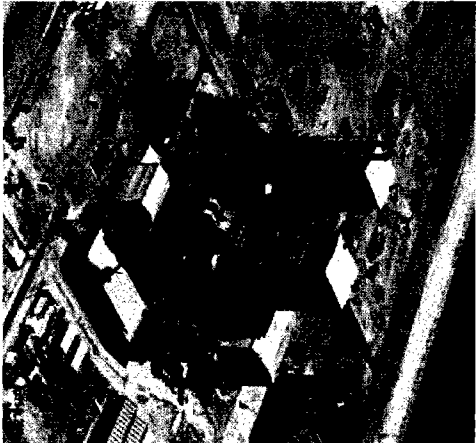
Investment highlights: Attractive expansion plan

Current and expected base capacity (MW)



New plants during 2011 ...already in commercial operations

Central Termoeléctrica Andina ("CTA")



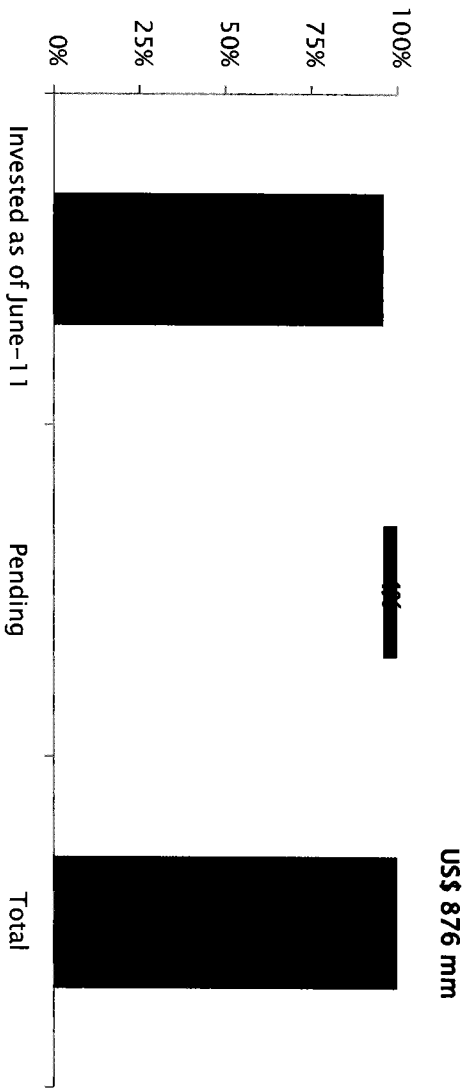
Characteristics	
Gross capacity	165 MW
Location	Mejillones
Total capex (inc. contingencies)	US\$496mm
COD	July 15, 2011
Contract	Codelco: 150MW / 21 years
Ownership	100%

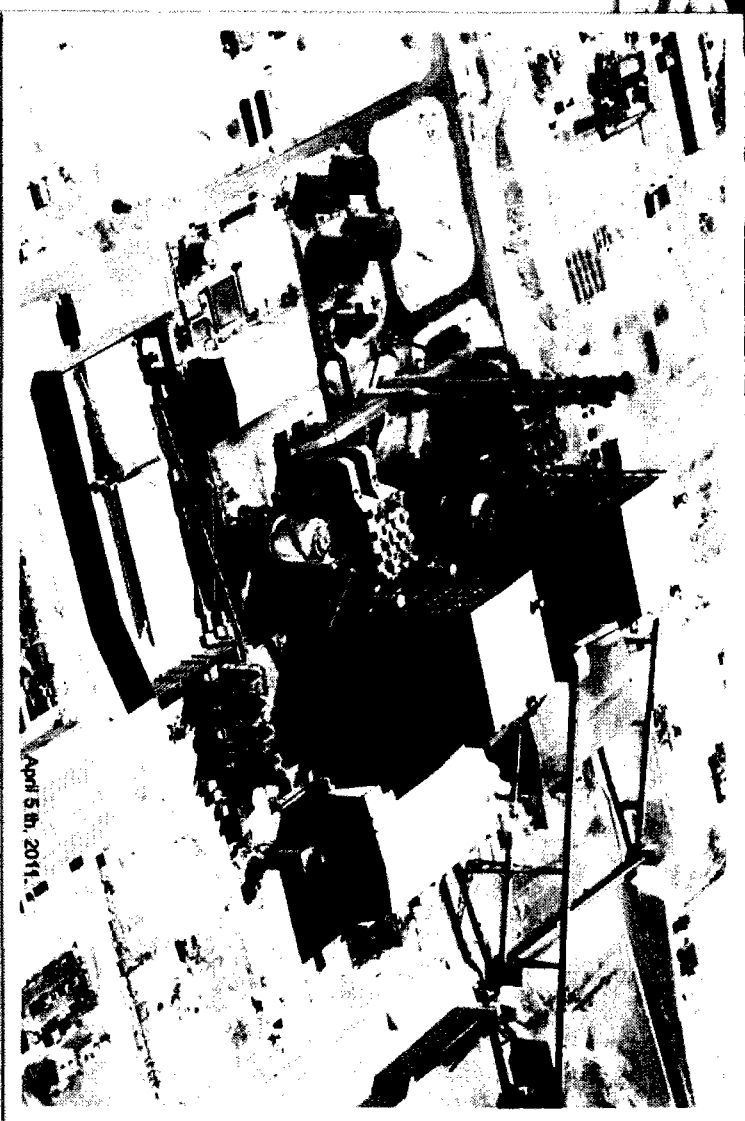
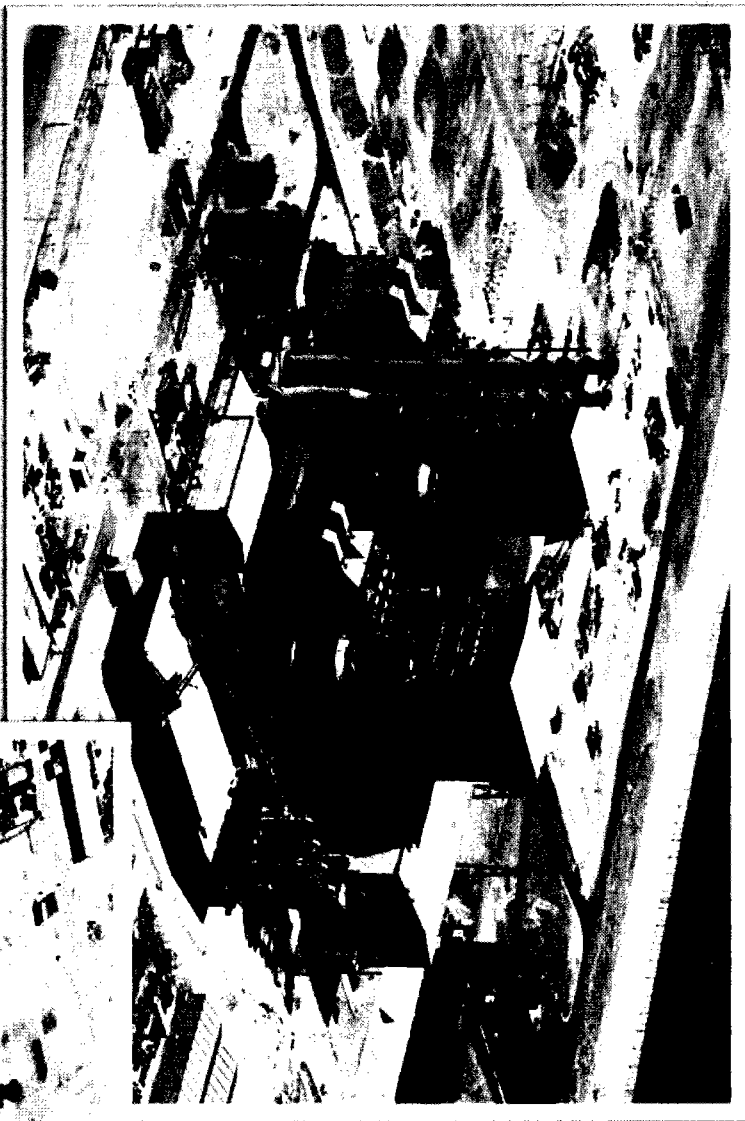
Central Termoeléctrica Hornitos ("CTH")



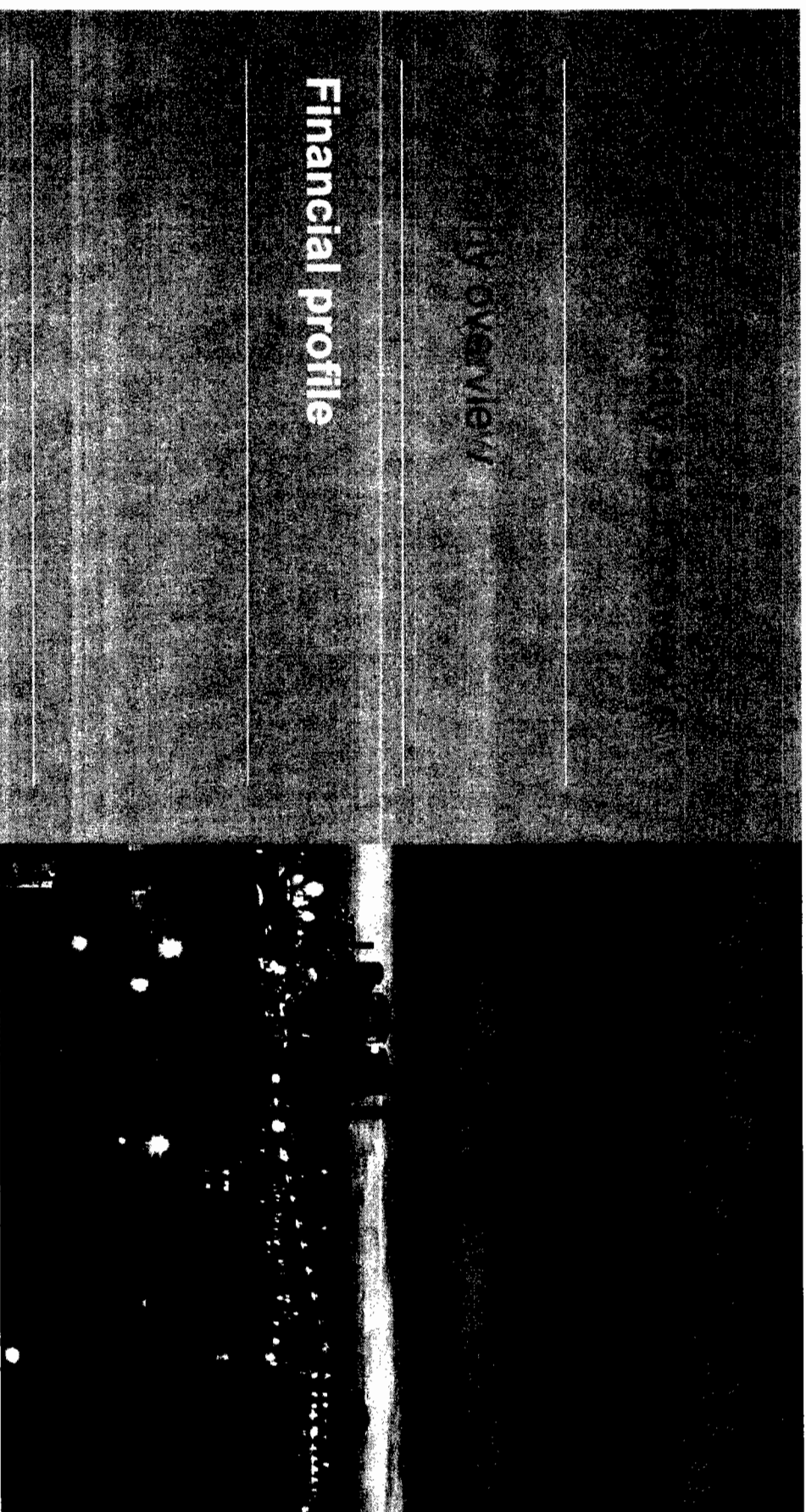
Characteristics	
Gross capacity	165 MW
Location	Mejillones
Total capex (inc. contingencies)	US\$380mm
COD	Aug 5, 2011
Contract	Esperanza: 150MW / 15 years
Ownership	60%

CTA and CTH Capex breakdown (USD m, %)





Agenda



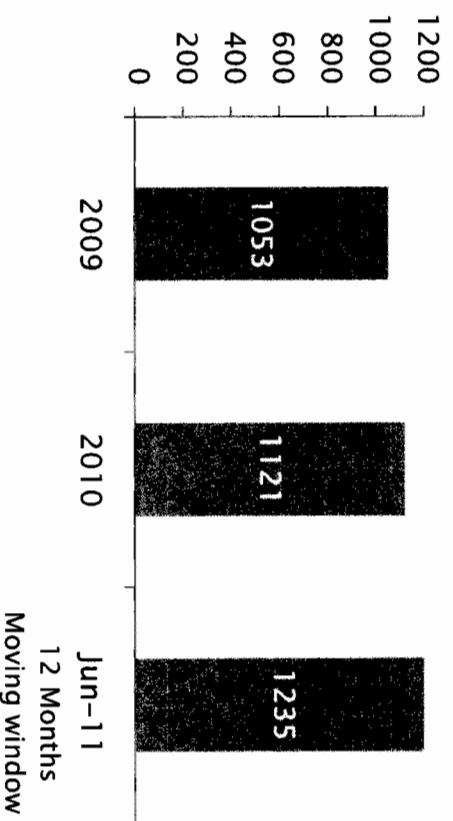
E.CL: Financial Results

USD millones	FY 10	1H10	1H11	Var. H%
Revenues	1.121	519	633	22%
Operating income	240	119	110	(7%)
Operating margin	21%	23%	17%	-
EBITDA	340	167	161	(4%)
Net income	200	79	84	6%
Energy sales (GWh)	7.335	3.554	3.704	4%

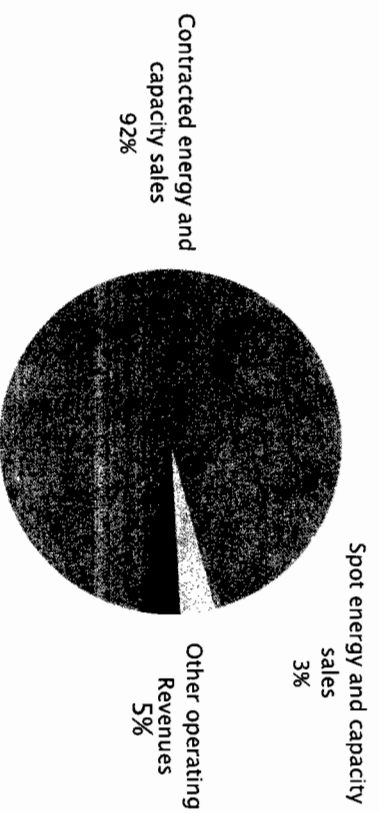
- 2011: Adjustment period to new supply reality in the SING: 840MW of new efficient coal capacity (approx. 40% of average system output) under commissioning/testing in 1H and fully operational by 3Q;
 - New capacity will displace higher-cost less-efficient generation, pushing marginal energy costs downward;
 - Marginal energy costs averaged US\$1.75/MWh YTD June 30, 2011.
- ✓ July 15, 2011 CTA commenced commercial operations with Codelco PPA in place
- ✓ April 2011 CTH's PPA with Minera Esperanza commenced.

Strong financial profile...

Sales (USD million)

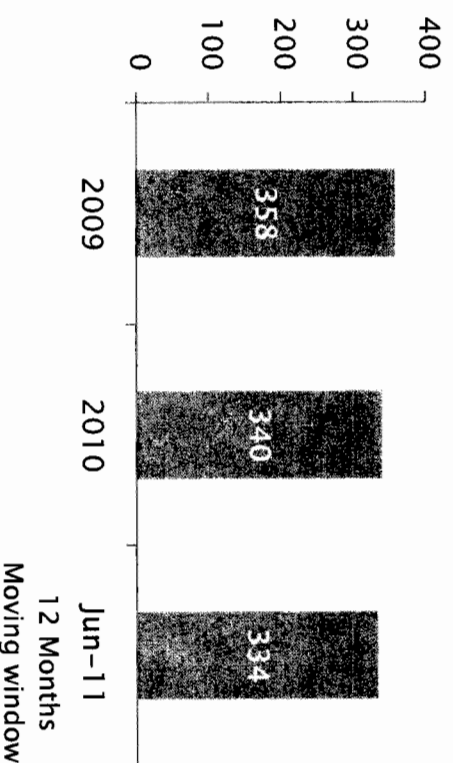


Sales breakdown (Jun 2011)

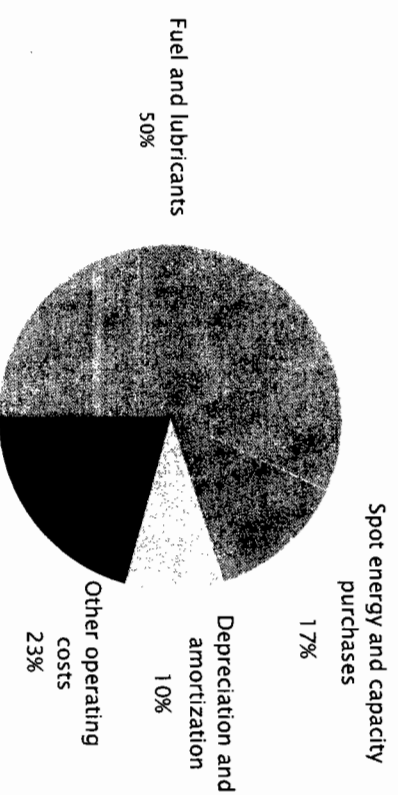


Total = USD 633 million

EBITDA (USD million) and EBITDA margin (%)



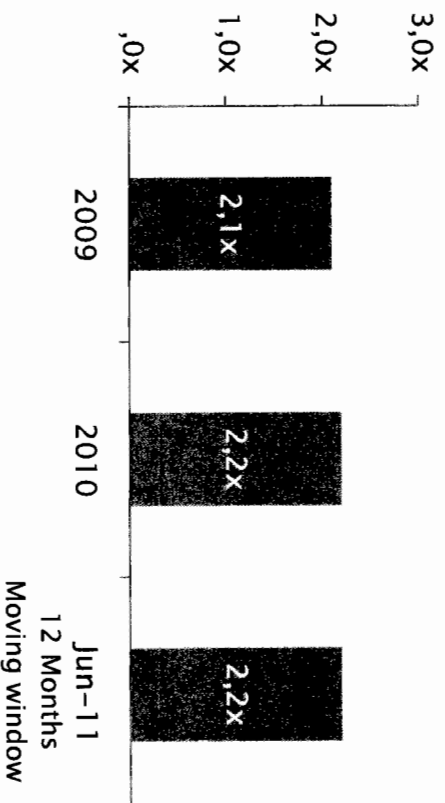
Costs breakdown (Jun 2011)



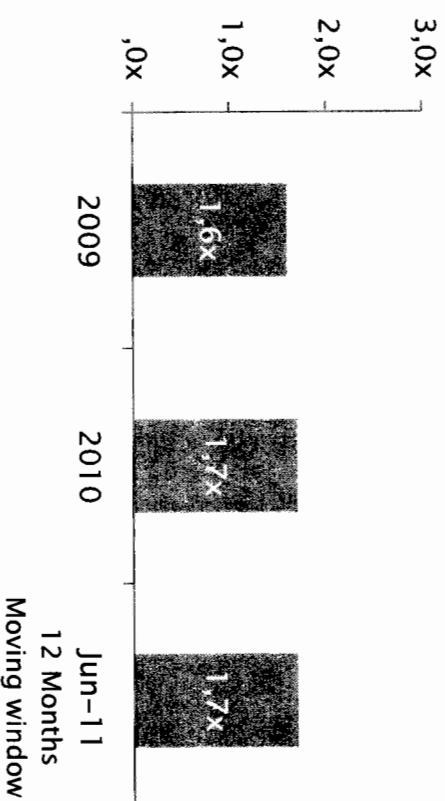
Total = USD 523 million

...coupled with a conservative debt structure

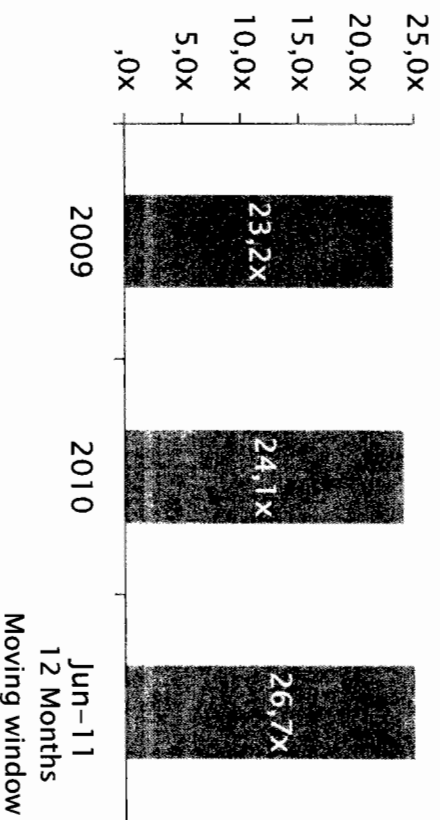
Total debt/EBITDA



Net debt/EBITDA



EBITDA/Interest expenses



Credit ratings

- Investment grade international ratings by S&P and Fitch:
 - S&P: BBB- (Stable Outlook)
 - Fitch: BBB- (Stable Outlook)
- Investment grade local ratings by Fitch, Feller and ICR
 - Feller: A (Stable Outlook)
 - Fitch: A (Stable Outlook)
 - ICR: A (Stable Outlook)

Contractual Obligations as of June 30, 2011

Payment due by period

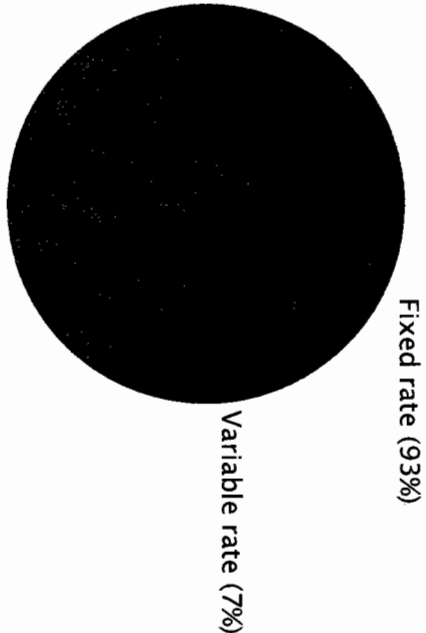
USD m	Total	<1 Year	1–3 years	3–5 years	More than 5 years
Bank debt	335.9	55.8	16.6	22.6	240.9
Bonds (144 A/Reg S Notes)	400.0				400.0
Accrued interest	13.8	13.8			
Total.....	749.7	69.6	16.6	22.6	640.9

Bank debt:

- Santander:USD 50.0 million (paid on July 6, 2011)
- IFC/KfW: USD 285.9 million (CTA project financing)

Bond: USD 400 million, 10–year, 144–A/Reg.S notes

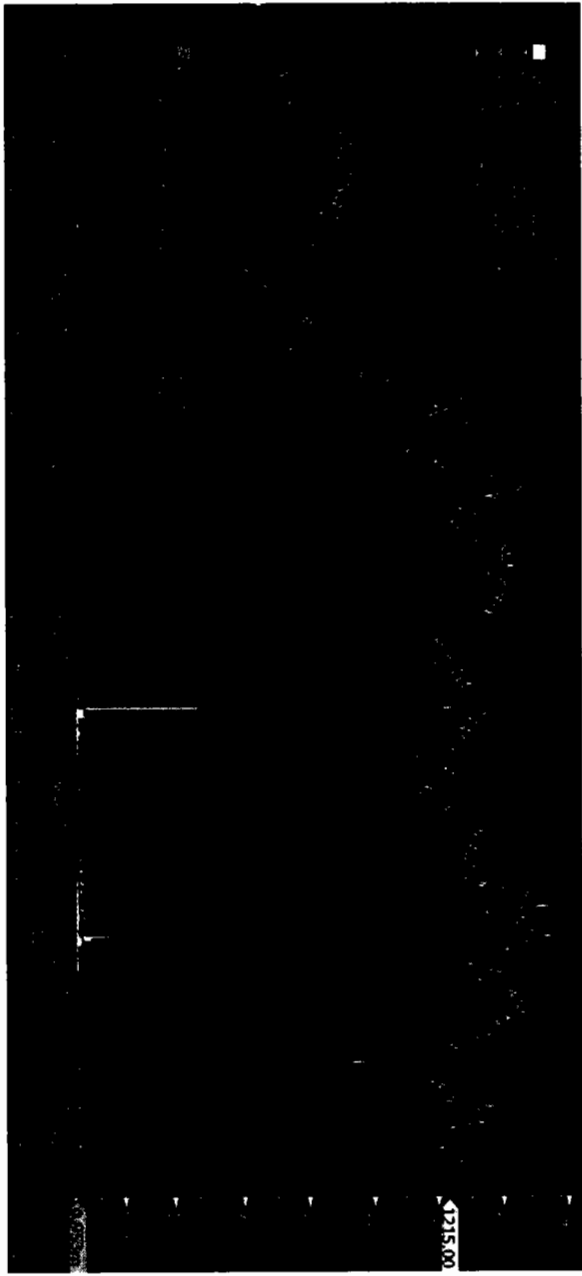
Debt breakdown by rate type (only principal amounts)



Total Principal = USD 735.9 million

- ✓ Low Debt
- ✓ Conservative maturity profile
- ✓ Access to different sources of financing

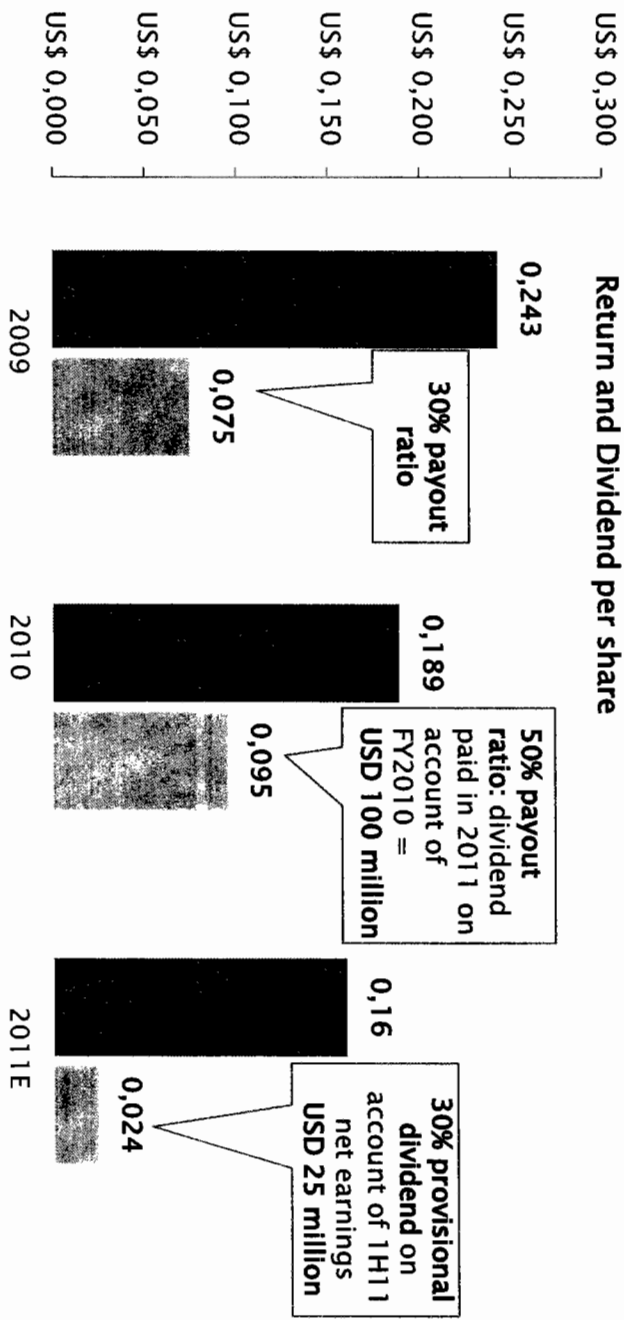
An attractive shareholder return



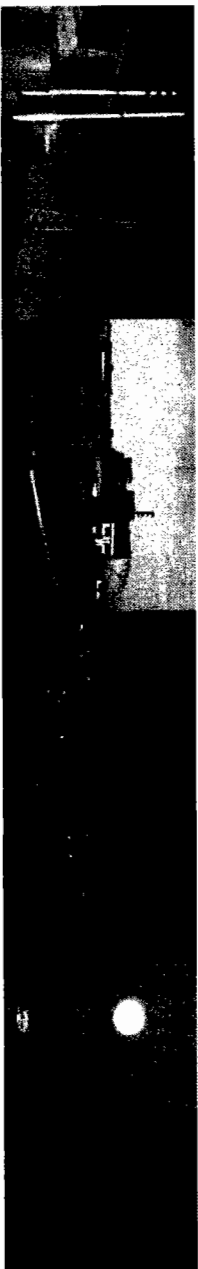
E:CL Share (as of 10/03/2011):

- Market Cap: USD 2.456 bn
- Price: CH\$ 1,215

Source: Bloomberg



Note: EPS 2011 anualizado



E-OL
ENERGÍA ESENCIAL
GDF SVGEZ

