



# Q3 2022 Results

November 15, 2022



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# Table of Contents

1

Key Updates and  
Results

3

Guidance

2

Commercial,  
Operational and  
Financial Performance

4

Q&A



**1**

## **Key Updates and Results**

# 1 Key Updates and Results

	Q3 2022	Q3 2021	Var.
 <b>Invoiced Volume</b>	<b>796 MMCFD</b>	<b>739 MMCFD</b>	<b>+7.6%</b>
 <b>Connections</b>	<b>59,017</b>	<b>64,340</b>	<b>-8.3%</b>
 <b>Network</b>	<b>344 Km</b>	<b>690 Km</b>	<b>-50%</b>
 <b>EBITDA</b>	<b>55 MMUSD</b>	<b>49 MMUSD</b>	<b>+13%</b>

# 1 Key Updates and Results



The risk rating agency **Fitch Ratings** affirmed the **BBB** rating with a stable outlook on Calidda's **international bond issue**. Likewise, the rating agency **Pacific Credit Rating (PCR)** issued the **AAA** rating with a stable outlook on the **issuance of local bonds**, results that confirm our **solid financial position**.

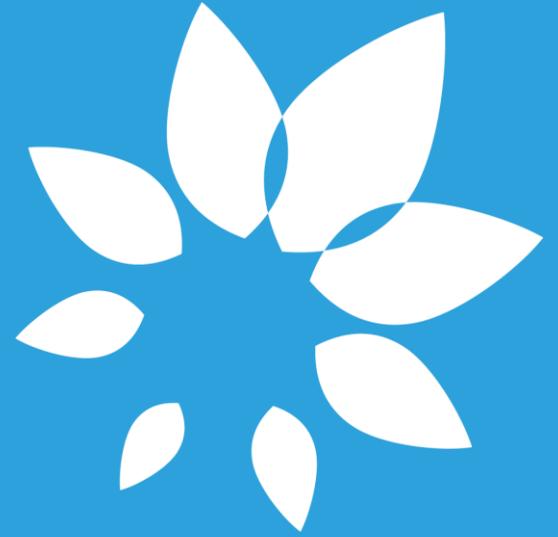
We are ranked **21st** in the **Merco Reputation** ranking, where corporate reputation in Peru is evaluated. Likewise, we occupy the **first position** in the gas and oil sector.



Together with **Pluspetrol** and the members of the **Camisea consortium**, the **NGV Bonus** was officially launched, which will grant an economic incentive of between **10 KUSD** and **15 KUSD** for the **acquisition of NGV/LNG trucks/buses**. The fund has **32 MMUSD** that will allow the **transformation of more than 2,100 new vehicles to Natural Gas**.

At the end of September, Calidda recovered **15 burials over 800 years old from the Huaura and Chancay cultures**, work that was recognized by the Ministry of Culture. Likewise, in alliance with the Municipality of Puente Piedra, the **first museum in the district was inaugurated**, where the **pre-hispanic history** of the area will be made known through the findings of Cálidda.





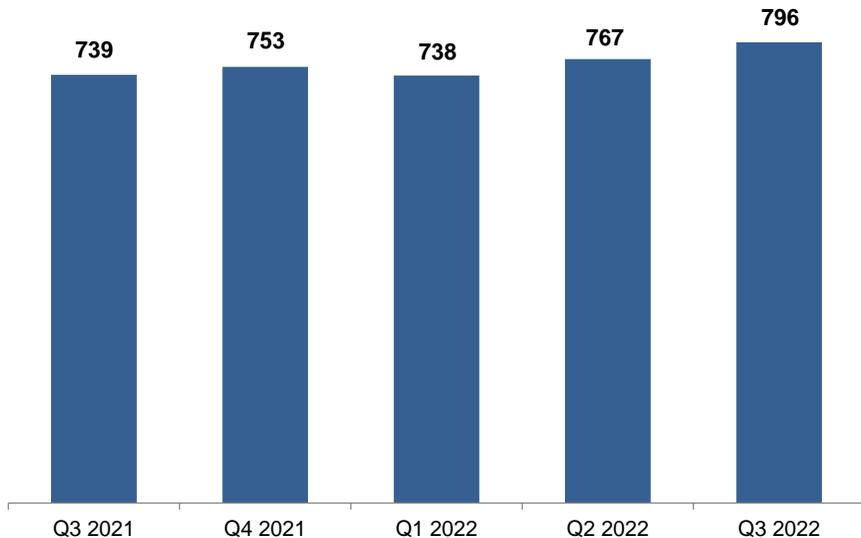
**2**

**Commercial, Operational  
and Financial Performance**

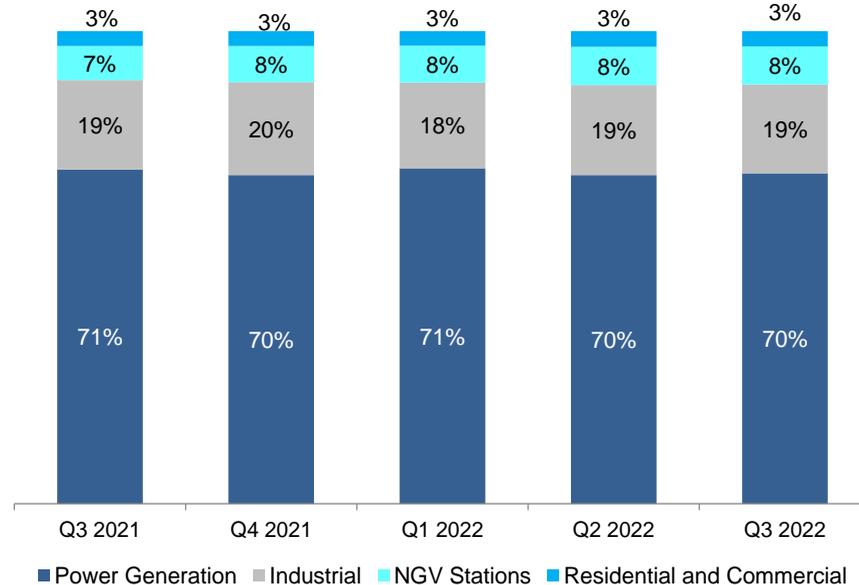
### Invoiced Volume (MMCFD)

Var (Q3 22 – Q3 21) = 7.6%

Var (Q3 22 – Q2 22) = 3.8%



### Invoiced Volume per Client Segment

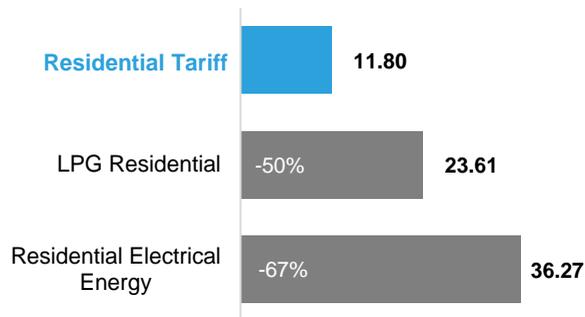


# 2 Commercial Performance

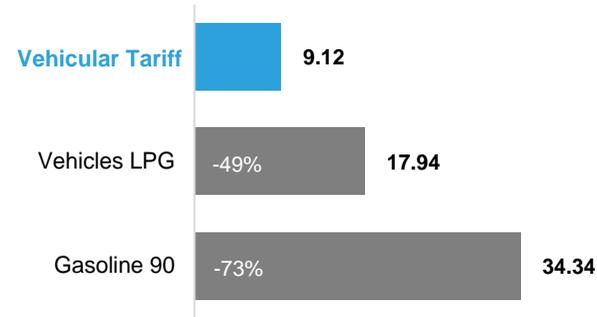
## Competitiveness of the Tariff (USD/MMBTU)



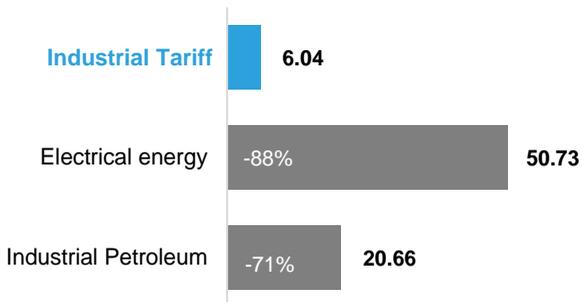
### Residential



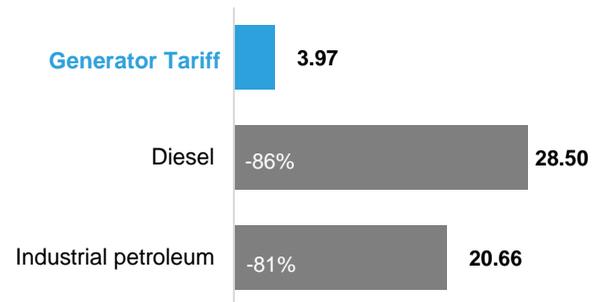
### NGV



### Industrial



### Power Generation

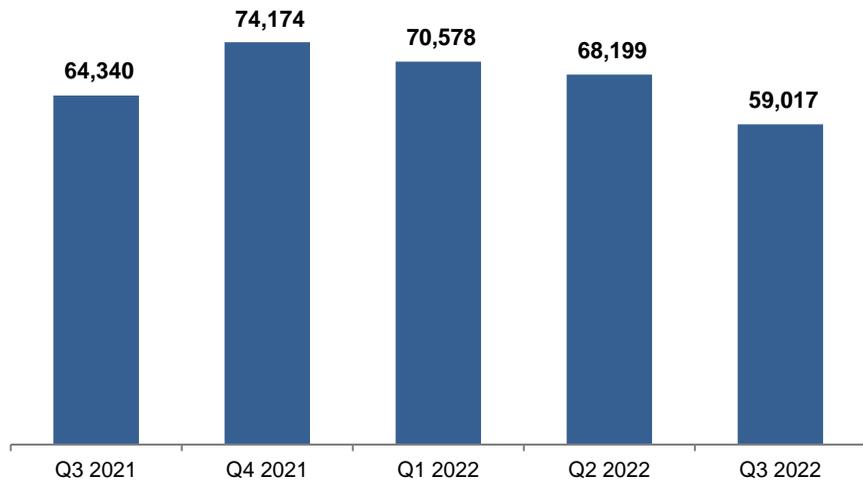


Source:  
 NG Tariff: according to the distribution tariff sheet as of Sep-22.  
 Electrical Energy Tariff: residential and non residential tariff from Luz del Sur as of Sep-22.  
 NGV, LPG, Diesel y Gasoline Tariff: tariff from FACILITO (OSINERGMIN) as of Sep-22.  
 Petroleum Tariff: according to Petroperu ex-plant as of Sep-22.

Notes:  
 1. The most representative tariff by customer segment are presented.  
 2. The final tariff includes gas, transportation and distribution.  
 3. In the case of the NGV Segment, the final tariff includes the margin of the NGV Service Station.

### New Connections

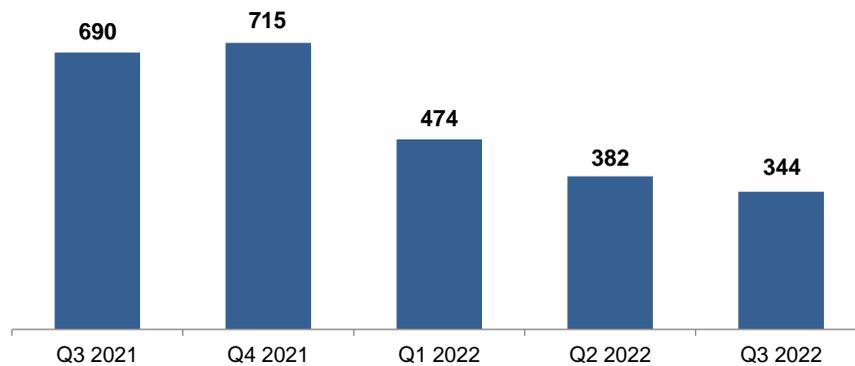
Var (Q3 22 – Q3 21) = -8.3%  
 Var (Q3 22 – Q2 22) = -13.5%



**1.50 million customers as of Q3 2022**

### Distribution System (km)

Var (Q3 22 – Q3 21) = -50.2%  
 Var (Q3 22 – Q2 22) = -10.0%



**15,606 km in total as of Q3 2022**

Note: cumulative connections as of Q3 2022 totaled 197,794 compared to 179,881 connections as of Q3 2021, which represents an increase of 10.0%

# 2 Financial Performance

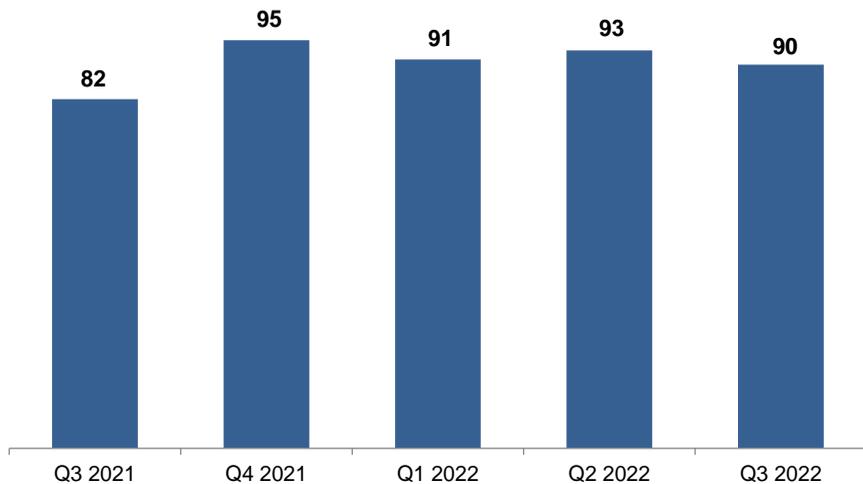
## Adjusted Revenues and EBITDA



### Adjusted Revenues (MMUSD)

Var (Q3 22 – Q3 21) = 9.9%

Var (Q3 22 – Q2 22) = -3.6%

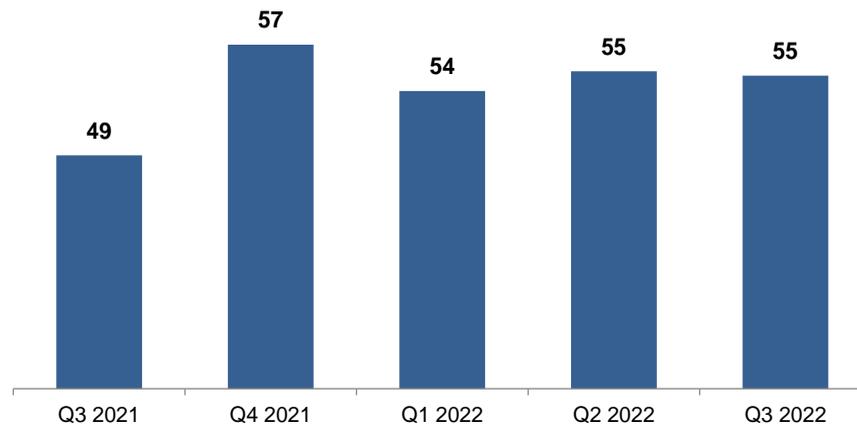


Note: Total Adjusted Revenues = Total Revenues without considering the income from pass-through concepts, such as the acquisition and transport of natural gas, and IFRIC 12 (investments in the distribution network).

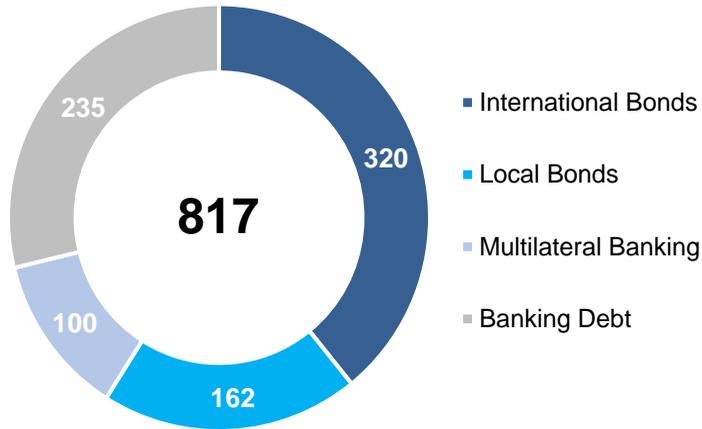
### EBITDA (MMUSD)

Var (Q3 22 – Q3 21) = 13.1%

Var (Q3 22 – Q2 22) = -0.6%



### Debt (MMUSD)

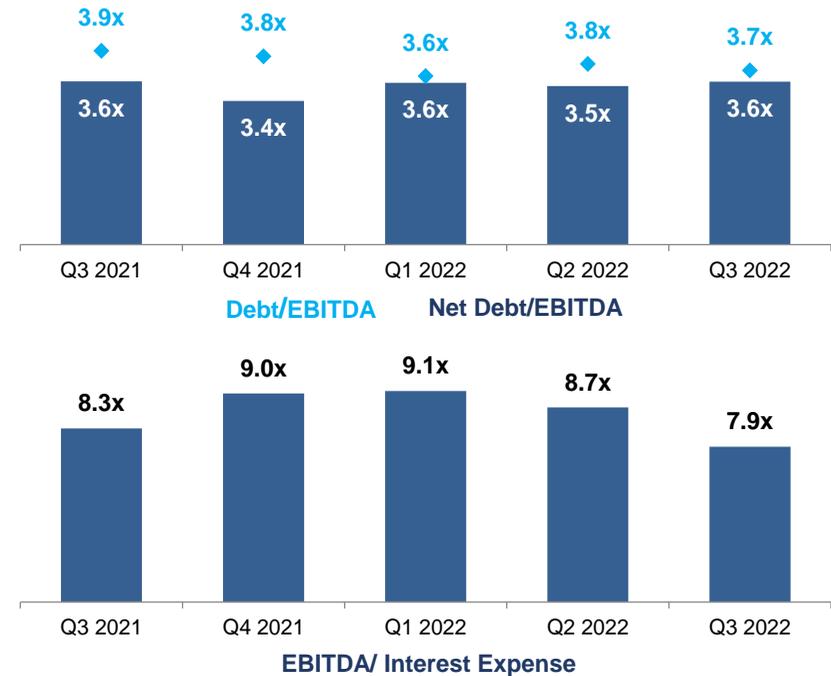


**Maturity profile (MMUSD):**

Maturity	< 1 year	1 - 3 years	> 3 years
Value	425	38	354

Note: debt maturing in less than 1 year is mainly consists of international bonds (320 MMUSD) and a sustainable loan with BBVA (80 MMUSD), which will be refinanced with the committed balance of the syndicated loan (320 MMUSD) and the sustainable loan with Scotiabank (100 MMUSD).

### Financial Ratios





# 3

## Guidance



**Network**

**1,350 – 1,400 Km**



**Connections**

**220,000 – 240,000**

Total: 1.52MM – 1.54MM



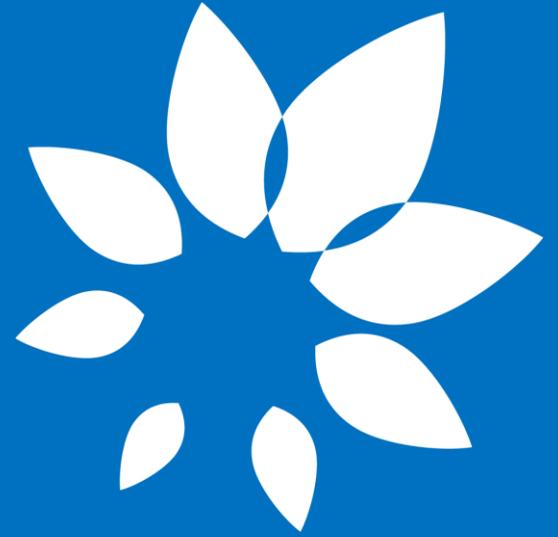
**EBITDA**

**210 – 215 MMUSD**



**Net Debt/EBITDA**

**3.7x – 3.6x**



4

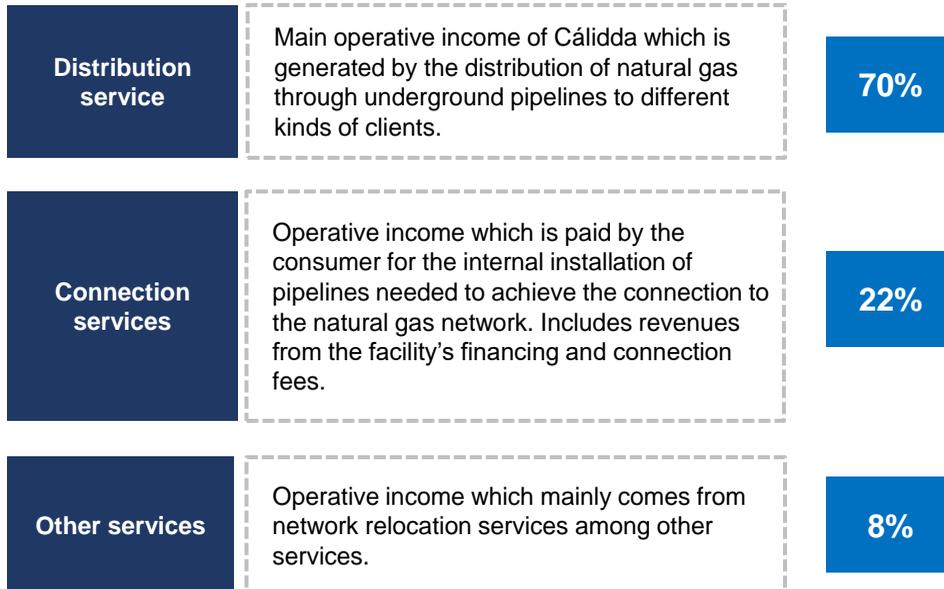
Q&A



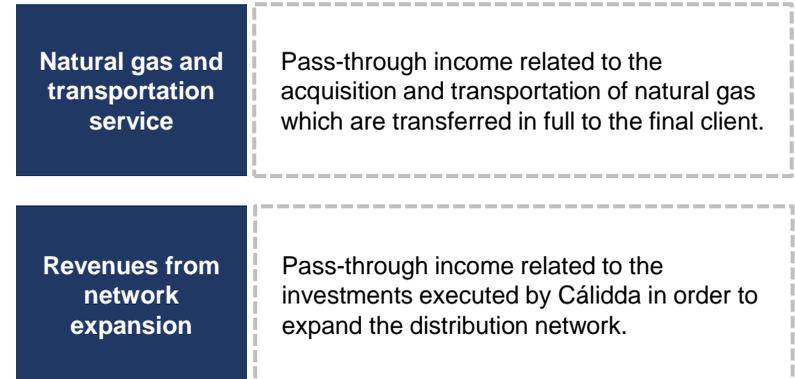
# Calidda's Adjusted Revenues Composition



## Distribution of the Adjusted Revenues (%) – Q3 2022



## Pass-Through Concepts





Grupo Energía Bogotá