

## **Equity Research Peru**

Company Alert 3Q22 Results October 30th, 2022

## Engie Energía Perú

# EBITDA +10% y/y on lower energy purchases, as expected

Engie Energía Perú (EEP) reported 3Q22 EBITDA of USD 49 mn (+10% y/y), similar to last quarter, and in line with our estimate. Considering the application of the new natural gas cost declaration mechanism since 3Q21, which has occasioned higher marginal costs, we are seeing margins in the same range, and EEP actually enjoyed a net seller position during this quarter owing to lower contractual commitments and solid generation volumes. We expect a mainly neutral reaction and anticipate investors will continue to monitor closely the advances at the Punta Lomitas wind project and news on PPA wins.

Results: EEP's revenues came in at USD 131 mn (-1% y/y), in line with our estimate. Physical volumes sold decreased -8% y/y, on a -33% y/y decrease in regulated volumes due to the termination of some PPAs, partially offset by an increase of +4% in free clients' volumes. In addition, the average sales price increased this quarter (+11% y/y) on indexation effects (natural gas prices and inflation). EBITDA reached USD 49 mn (+10% y/y), similar to last quarter, due to: i) flat revenues; ii) greater fuel costs (+3% y/y) on a unitary price effect (+3% y/y); and iii) lower energy purchases expenses (-53% y/y) supported by greater generation levels (+2% y/y) due to increased hydro (+23% y/y) in the Yuncan plant and solar in Intipampa plant (+4% y/y). All in, the lower operational expenses led to better margins (38% EBITDA margin vs 34% in 3Q21). Reported net income came in at USD 15 mn (+69% y/y) supported by the operating result, lower depreciation and amortization expenses, lower financial expenses and taxes, slightly offset by greater FX differences effects. Finally, the company closed the quarter with ND/EBITDA at 2.3x (vs 2.1 in 2Q22) with investments in PPE reaching USD 71 mn (vs USD 59 mn in 2Q22).

Going forward, we think investors will continue to monitor closely the construction of the company's key 296 MW wind farm, Punta Lomitas, which should see its COD in 1H23 (current progress is 86% for the main project, 52% for its expansion). On this, EEP signed an 11-year loan agreement for up to USD 300 mn with IDB and IDB Invest to finance the construction. Until now, in spite of higher capex and lower 9M22 EBITDA, ND/EBITDA still remains comfortable, in our view. On the commercial side, we think the market will keep monitoring for news on new PPA wins/extensions. During 3Q22, EEP signed new contracts with Minera Shouxin and COELVISAC for a total capacity of 38.5 MW and three addenda for a total capacity of 15 MW with Group Distriluz.

Engie Peru (USD mn)	3Q22A	3Q21A	3Q22E	Y/Y (%)	A/E (%)		2022E	2023E
Revenues	131	132	132	-0.6%	-1.2%	P/E	10.2x	9.8x
EBITDA	49	45	50	10.1%	-0.8%	EV/EBITDA	6.0x	5.1x
Net Income	15	9	16	68.9%	-1.3%	P/BV	0.6x	0.6x
						Div. Yield	5.5%	3.0%
EBITDA Mg.	37.5%	33.9%	37.4%					
Net Mg.	11.8%	6.9%	11.8%					

## **Electric Utilities**

Rating: HOLD

TP: PEN 6.73

### **Andrew McCarthy**

+(562) 2446 1751 amccarthy@credicorpcapital.com

#### Ana Paula Gálvez

+(511) 416 3333 agalvezm@credicorpcapital.com

Ticker	engiec1 pe
Price (CLP)	5.00
Target (CLP)	6.73
Total Return	38%
LTM Range (CLP)	5.0 - 6.6
Market Cap (USD mn)	755
Shares Outstanding (mn)	601
Free Float	38%
ADTV (USD mn)	0.01

#### Price Chart (PEN) and Volume (USD mn)



Sources: Bloomberg

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Type of instruments	USD 2,000,000		
Debt securities	Engie Energía Perú		

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<sup>\*</sup>Percentage of investment banking clients in each rating category.

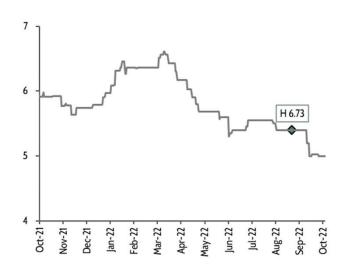


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#### I. Price Chart

#### Engie Energía Perú (engiec1 pe)



Date Rating		Price (PEN)	T.P. (PEN)	
16-09-21	HOLD	5.45	6.63	
15-09-22	HOLD	5.40	6.73	

Sources: Bloomberg and Credicorp Capital

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#### **CONTACT LIST**

#### ANDEAN RESEARCH TEAM

Daniel Velandia CFA

Managing Director Research – Chief Economist dvelandia@credicorpcapital.com # (571) 339 4400 Ext 1505

Carolina Ratto Mallie

Director - Andean Equities & Retail Retail & Real Estate cratto@credicorpcapital.com # (562) 2446 1768

Food & Beverage, Natural Resources rgodoy@credicorpcapital.com #(562) 2446 1798 Ext. 1798

#### Andrew McCarthy VP Utilities

amccarthy@credicorpcapital.com # (562) 24461751

Marco Zuñiga

Associate - Telecom & TI, Construction, Industrial, ports zunigac@credicorpcapital.com (562) 2450 1600

Maria Ignacia Flores Senior Analyst Retail & Real Estate miflores@credicorpcapital.com # (562) 2450 1600

Claudia Raggio Junior Analyst Food & Beverage, Natural Resources craggio@credicorpcapital.com # (562) 2450 1600

Agustina Maira Research Coordinator amaira@credicorpcapital.com # (562) 2434 6433

Michelle Touzard Research Coordinator m touzard@credicorpcapital.com

Rodrigo Godoy Team Leader Equity Research Chile Miguel Leiva Team Leader Equity Research Peru Mining miguelleiva@credicorpcapital.com # (511) 416 3333

Mining

Ana Paula Galvez Analyst Utilities, Oil & Gas

agalvezm@credicorpcapital.com # (511) 416 3333 Orlando Barriga Almiron Analyst

Bianca Venegas Junior Analyst

Cement & Construction biancasvenegas@credicorpcapital.co # (511) 416 3333 # (571) 339 4400

COLOMBIA

Steffania Mosquera Team Leader Equity Research Colombia Cement & Construction, Nonbank smosquera@credicorpcapital.com # (571) 339 4400 Ext 1025

Senior Analyst Andean Banks dmoraa@credicorpcapital.com # (571) 339 4400 Ext 1609

Sergio Segura Analyst Utilities - Oil & Gas a@credicorpcapital.comsdsegura@credicorpcapital 33 # (571) 339 4400 Ext 1365

> Santiago Alba Junior Analyst Andean Banks

SALES & TRADING

Andrés Venegas Head of Sales & Trading avenegas@credicorpcapital.com # (571) 339 4400 Ext. 1317

**EQUITY SALES & TRADING** 

Daniel Guzman Head of Equity - Peru

Equity Sales

Andre Suaid Head of Equities asuaid@credicorpcapital.com # (562) 2446 1710

lose Manuel Baeza Head of Equity Sales jbaeza@credicorpcapital.com # (562) 2450 1637

Ursula Mitterhofer

Jorge Escalona Senior Associate Equity Sales jescalona@credicorpcapital.com # (562) 2446 1732

Marcelo Saieh Henriquez Senior Associate Equity Sales msaieh@credicorpcapital.com COLOMBIA

Juan A. Jiménez Head of International Equity Sales dguzmang@credicorpcapital.com # (511) 313 2918 Ext 36 044 jjimenez@credicorpcapital.com # (571) 339 4400 Ext 1701

Renzo Castillo Sergio Arango Senior Associate Equity Sales Ursula Mitterhofer
Senior Associate Sales & Trading
Equity Sales

umitterhofer@credicorpcapital.com
Francestillo@credicorpcapital.com
Francest

> Maria Fernanda Luna Hugo Bejarano Senior Associate Equity Sales marialunav@credicorpcapital.com # (511) 416 3333 Ext 36182 hbejarano@credicorpcapital.com # (571) 339 4400

> > Credicorp Capital, LLC

Sehastian Letters Equity Trader letters@credicorpcapital.com ¥1-305-455-0988

#### FIXED INCOME & ECONOMICS RESEARCH

### Iosefina Valdivia

# (562) 2450 1600

Team Leader Fixed Income Research jvaldivia@ credicorpcapital.com # (562) 26519308

Samuel Carrasco Madrid Senior Economist scarrasco@credicorpcapital.com # (562) 2446 1736

Cvnthia Huaccha Fixed Income Associate chuaccha@credicorpcapital.com # (511) 416 3333 Ext 37946

Sandra Lovola Senior Analyst sloyola@credicorpcapital.com

#### COLOMBIA

Diego Camacho Senior Economist dcamachoa@credicorpcapital.com # (571) 339 4400

Economist

dheredia@credicorpcapital.com # (571) 339 4400

Valentina Hurtado Economist

vhurtadoc@credicorpcapital.com # (571) 339 4400

Miguel Ortiz

Junior Data Management Analyst maortiz@credicorpcapital.com

#### FIXED INCOME SALES & TRADING

Alfredo Beiar Head of International FI abeiar@credicorpcapital.com

# (511) 205 9190 Ext 36148

CHILE

Head of Sales molivares@credicorpcapital.com # (562) 2450 1635

PERU

Manuel Olivares Evangeline Arapoglou

Natalia Toledo Senior Associate Derivaties & Struct Fixed Income Sales

ntoledo@credicorpcapital.com # (562) 2450 1636

Angela Zapata

Diego Hidalgo Local Fixed Income Sales

dhidalgo@credicorpcapital.com # (562) 2450 1693

Stefan Ziegele Fixed Income Sales sziegele@credicorpcapital.com # (562) 2446 1738

COLOMBIA Carlos Sanchez

Head of Fixed Income

Andrés Agudelo

Fixed Income Sales

csanchez@credicorpcapital.com # (571) 323 9154

aagudelo@credicorpcapital.com # (571) 339 4400 Ext 1180

Head of international FI Sales earapoglou@credicorpcapital.com # (511) 416 3333 Ext 36099

Andrés Valderrama

jvalderram a@credicorpcapital.com # (511) 416 3333 Ext 40352

Fixed Income Analyst angelazapata@credicorpcapital.com maitebutron@credicorpcapital.com # (511) 416 3333 Ext. 40339 # (511) 416-3333 Ext. 36143

> Josué Revilla Fixed Income Sales josuerevilla@credicorpcapital.com # (511) 416-3333 Ext. 36168

Credicorp Capital, LLC

Ihonathan Rico Fixed Income Trader <u>irico@credicorpcapital.com</u> # 1 (786) 9991614

