

Brazilian Utilities

UtilitieSurvey: Ups and Downs

Industry Overview

What do ~60 investors expect for the Utilities sector?

Swings in sentiments... our 5th UtilitieSurvey reshuffles themes (and preferences).

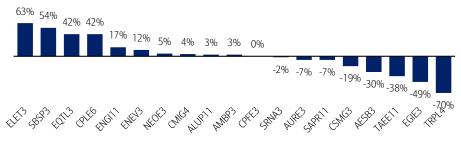
Ups: Eletrobras, Sabesp, power distribution, CMIG

Flying high...: 1) ELET and SBSP take over EQTL's preference reign (Exhibits 5-7), 2) power distribution gains fans and lower risk premium, 3) MG: low transfer of control risk.

Downs: Renewables (positioning and operations)

Downbeat...: 1) Renewables (0% preference), 2) Curtailment (-7% expected impact).

Exhibit 1: Preference skew: Eletrobras leads the positive (+63%) and CTEEP the negative (-70%) Preferred stocks - Most expensive stocks (%)



Source: BofA Global Research

BofA GLOBAL RESEARCH

Sabesp's privatization: fait accompli? Not on valuation

80% of the investors attributes >75% privatization likelihood, but the stock is currently trading still 44% below investors' expected privatization scenario (~1.15x EV/RAB).

Exhibit 2: 60% of investors estimate Sabesp worth R\$110-122/sh after its privatization What is your valuation for Sabesp under a privatized scenario?



Source: BofA Global Research

BofA GLOBAL RESEARCH

Please refer to pages 2-10 for details on the 16 questions answered by investors including expectations on: 1) ELET's catalysts, 2) favorite themes, & more.

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Timestamp: 08 February 2024 05:42AM EST

08 February 2024

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Notes to Readers

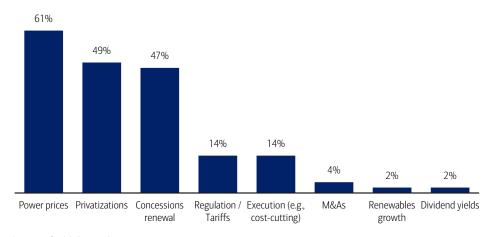
Survey period: Feb 1st – Feb 7th

A total of 57 institutional clients participated in our UtilitieSurvey thank you very much for the support!

Brazilian UtilitieSurvey

Exhibit 3: Power Prices is the main discussion for 20245 within the Utilities sector (61% of participants), followed by privatizations (49%) and concessions renewal (47%)

What do you feel are the main sector themes for 2024? (Please select up to two options)

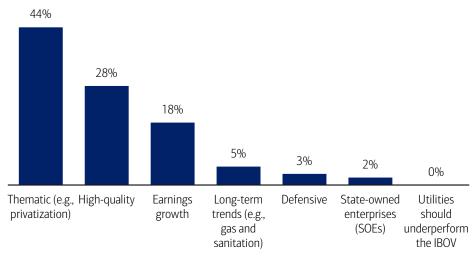


Source: BofA Global Research

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Exhibit 4: 44% of investors think thematic names (e.g. privatizations) would be the best outperformers within Utilities in 2024, followed by high-quality (28%) and earnings growth (18%)

Which utilities names do you expect to outperform in the next 12 months?

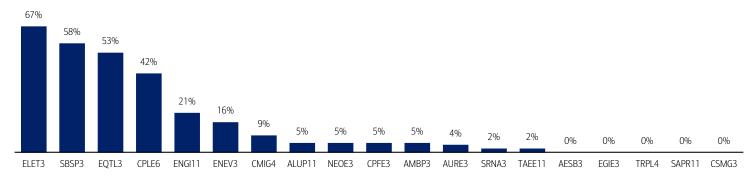


Source: BofA Global Research



Exhibit 5: Eletrobras is investors' favorite name withing utilities (67% of participants), followed by Sabesp (58%), Equatorial (53%) and Copel (42%)

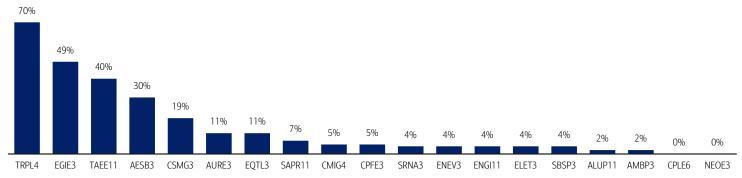
What are your top three preferred utilities stocks for 2024? (Please select up to three)



Source: BofA Global Research

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Exhibit 6: For 70% of investors, TRPL4 is the most expensive stock within utilities, followed by Engie Brasil (49%), TAESA (40%) and AES Brasil (30%) And which utilities stock(s) do you see as most expensive in the sector? (Please select up to three)

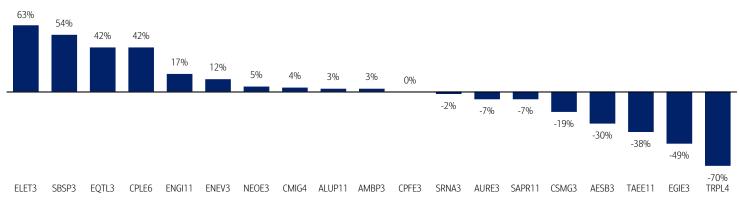


Source: BofA Global Research

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Exhibit 7: Eletrobras has the most positively skewed positioning within Utilities (+63%) and ISA CTEEP the least (-70%)

Preferred stocks - Most expensive stocks

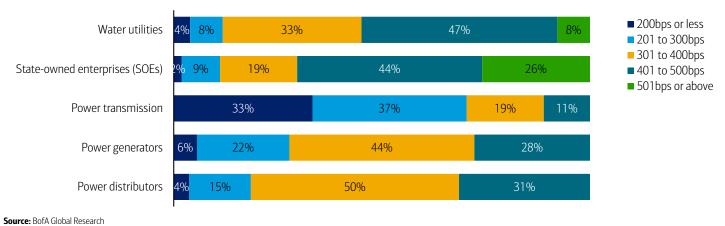


Source: BofA Global Research



Exhibit 8: Water Utilities and SOEs (as expected) accounts for highest cost of capital within Utilities

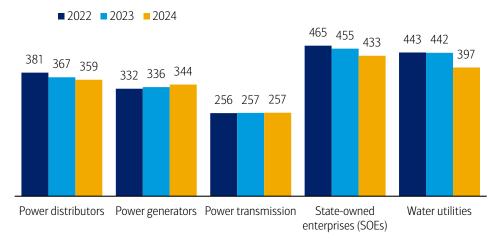
What cost of equity (ke, spread vs. NTN-B) do you typically assume to discount the following:



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Exhibit 9: We see a decreasing trend for power distribution cost of capital spread vs NTN-B and a increasing trend for power generators

Average cost of equity spread vs Brazilian long-term interest rates (NTN-B)



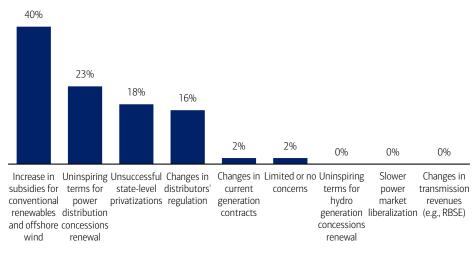
Source: BofA Global Research



Government / Regulations / Privatizations

Exhibit 10: The potential increase in subsidies for renewables is the main concern on Utilities

What is your main concern about the Utilities sector?

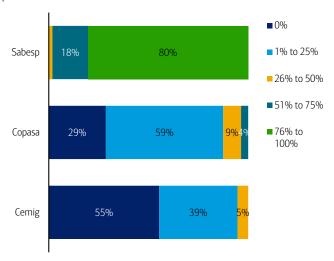


Source: BofA Global Research

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Exhibit 11: 80% of investors think Sabesp has over 75% of chance to be privatized

What do you think is the probability that the following companies will be privatized?

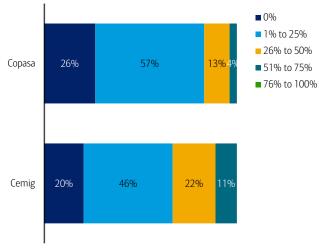


Source: BofA Global Research

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Exhibit 12: Only 11% of investors attribute >50% probability of MG state transferring MG-SOEs's to the federal government

And what do you think is the probability that the following MG state-owned enterprises (SOEs) will be "federalized"?



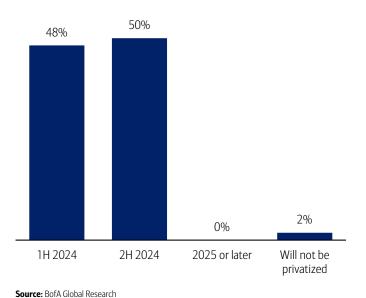
Source: BofA Global Research



Sabesp (SBSP3 BZ)

Exhibit 13: 98% of investors think that Sabesp will be privatized during 2024

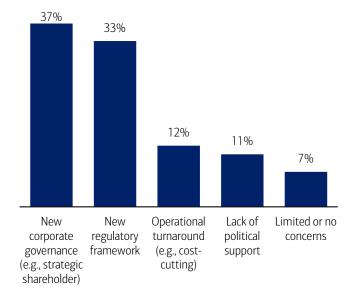
When do you think the Sabesp privatization process will be concluded?



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Exhibit 14: The new corporate governance (37%) is the main concern regarding Sabesp privatization, followed by the new regulatory framework

What is your main concern regarding Sabesp's privatization?

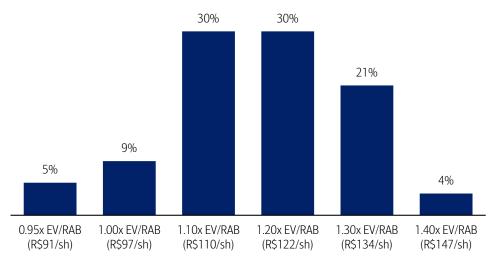


Source: BofA Global Research

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Exhibit 15: 60% of investors have a R\$110-122/sh valuation for Sabesp at the privatized scenario

What is your valuation for Sabesp under a privatized scenario?



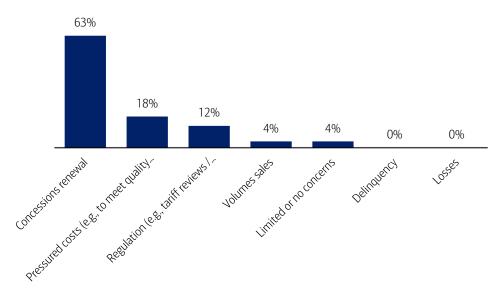
Source: BofA Global Research



Power Distribution

Exhibit 16: Concession renewal is the main concern regarding power distribution sector in 2024

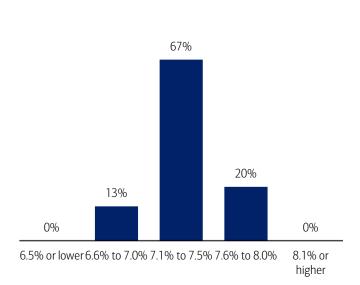
What is your main concern regarding power distributors' operations?



Source: BofA Global Research

Exhibit 17: 67% of investors assume a reg. WACC for power distribution tariff reviews between 7.1%-7.5%

What is your regulatory WACC (Weighted Average Cost of Capital) assumption for future power distribution tariff reviews? (real terms, after-



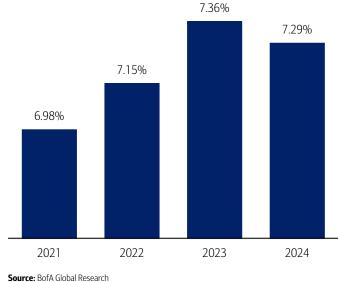
Source: BofA Global Research

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Exhibit 18: We saw a little decrease in the reg. WACC expectations vs 2023 UtilitieSurvey

Average regulatory WACC assumption

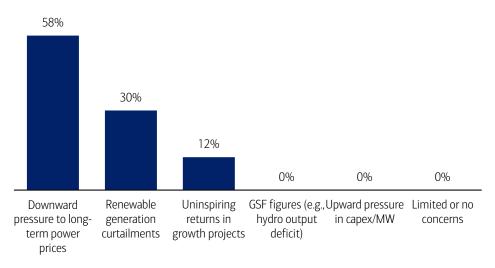




Power Generation

Exhibit 19: Downward pressure to long-term power prices is the main concern among Power Generation operations

What is your main concern regarding power generators' operations?

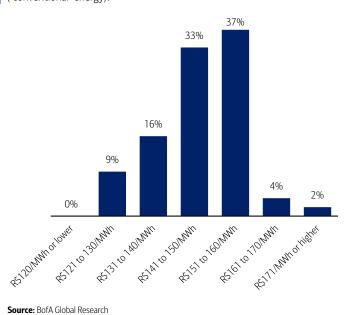


Source: BofA Global Research

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Exhibit 20: 70% of investors assume a long-term energy price between R\$141/MWh and R\$160/MWh

What is your long-term energy price assumption for generators ("conventional" energy)?



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Exhibit 21: We see limited changes to power prices expectations What is your long-term energy price assumption for generators ("conventional" energy)? – Average answer (nominal terms)

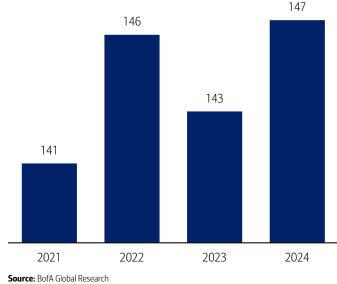
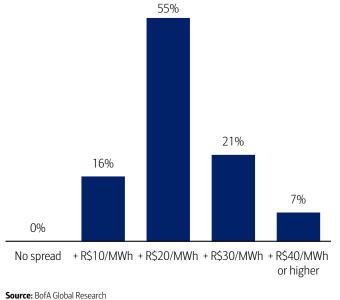
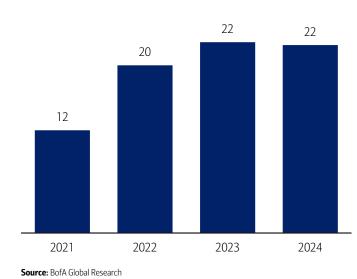


Exhibit 22: 55% of investors assume R\$30/MWh spread

What is your spread premium for renewables PPAs vs. conventional generators? $\overline{\ }$

Exhibit 23: Expected renewables spread at R\$20/MWh (weighted-avg) What is your spread premium for renewables PPAs vs. conventional generators? – Average answer



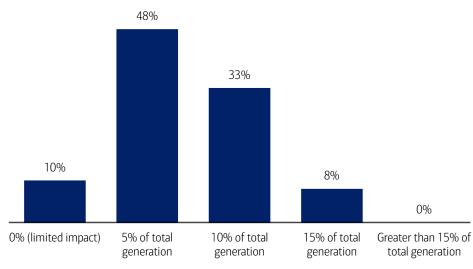


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Exhibit 24: 48% of investors assume a 5% impact in renewables generation due to curtailments

What impact do you see for renewables due to generation curtailments?

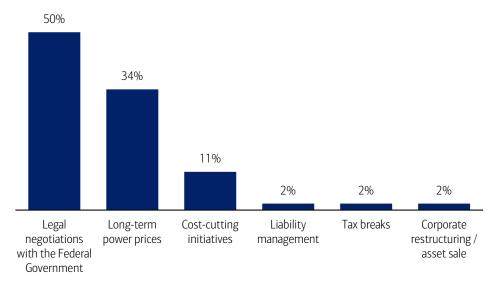


Source: BofA Global Research

Eletrobras

Exhibit 25: 50% of investors believe that the legal negotiations with federal government will be the main story around Eletrobras in 2024

In your view, what will be the main story around Eletrobras in 2024?



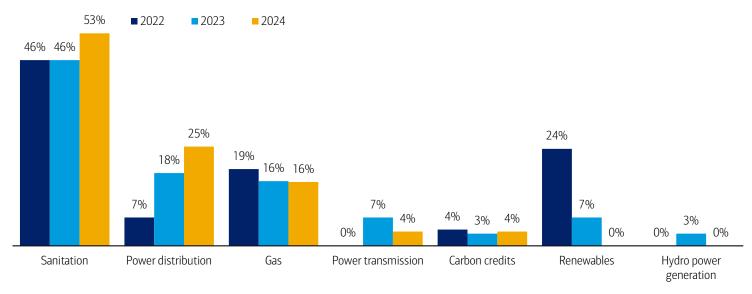
Source: BofA Global Research

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Thematic

Exhibit 26: Sanitation remains the most-attractive segment regarding long-term growth potential. We see an upward trend in the power distribution sector and a clear downward trend in renewables

In your view, which segment offers the most attractive long-term growth potential?



Source: BofA Global Research



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 ≥ 10%
 ≤ 70%

 Neutral
 ≥ 0%
 ≤ 30%

 Underperform
 N/A
 ≥ 20%

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