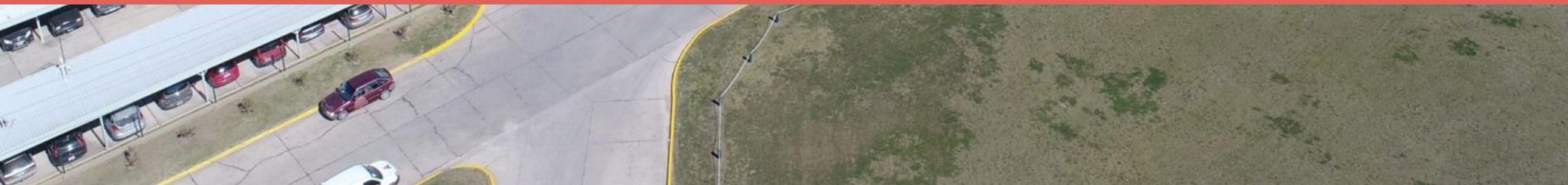




ENERGIA A SU ALCANCE

2017 Results Review



# Disclaimer

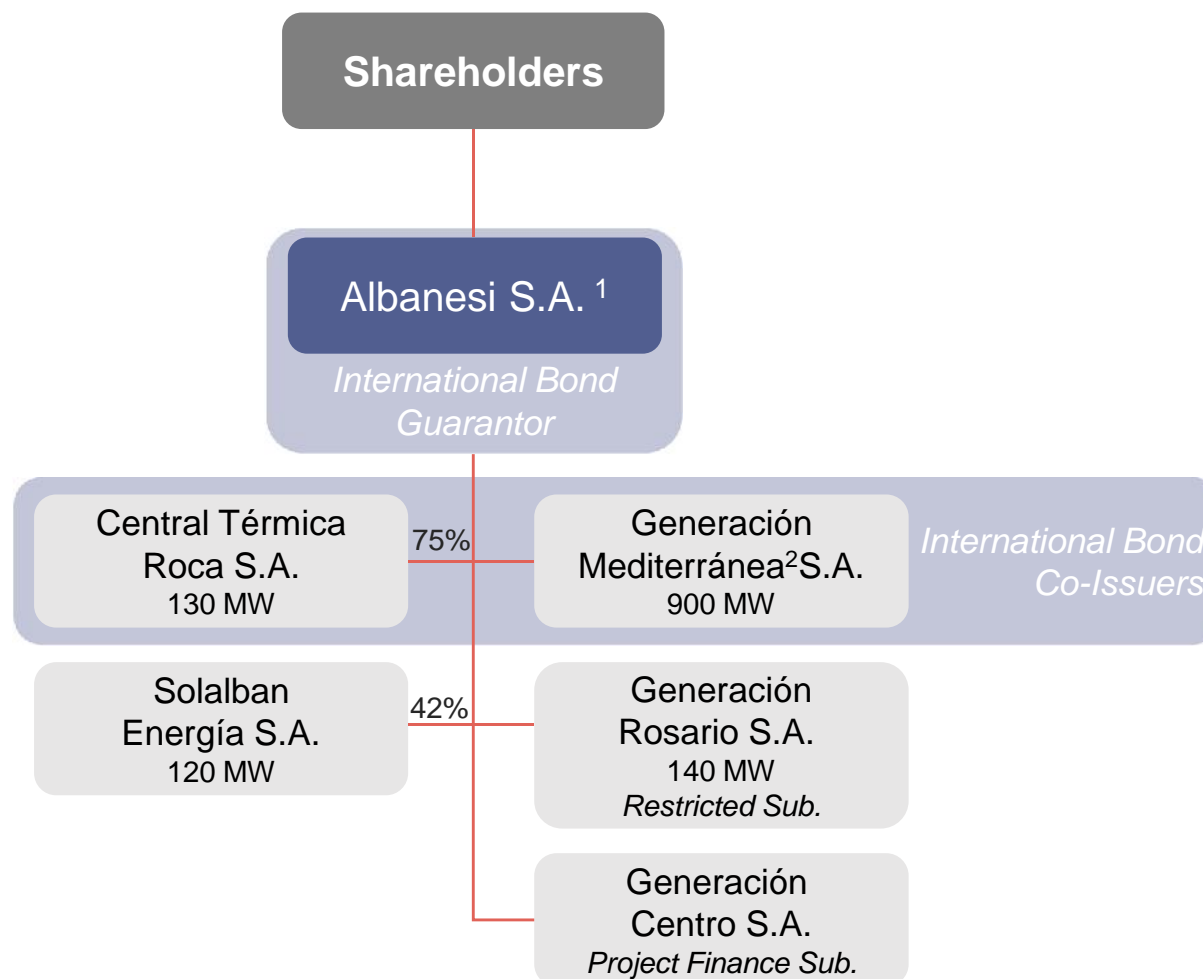
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# Corporate Structure (as of January 1<sup>st</sup>, 2018)



<sup>1</sup> In January 2018 Albanesi S.A. absorbed Albanesi Inversora S.A., the holding company of Central Térmica Roca S.A.. <sup>2017 Results Review</sup>

<sup>2</sup> In January 2017 Generación Mediterránea S.A absorbed Generación Frías S.A (60 MW).

# 2017 International Bond Issuers Highlights<sup>1</sup>

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## USD 97.3 million EBITDA

- **+90% YoY** Reflecting the start of operations of additional 300 MW under PPA.
- **+20% 4Q vs 3Q** Reflecting the start of operations of the 1<sup>st</sup> stage of Ezeiza PP (100 MW) and a full quarter of operations of Independencia PP (50 MW).

## 2017 - February 2018 Expansion Plan of 400 MW Successfully Executed

- **May-17** - Riojana PP expansion of **50 MW** started commercial operations.
- **Jul-17** - M. Maranzana PP expansion of **100 MW** started commercial operations.
- **Aug-17** - Independencia PP expansion of **50 MW** (1<sup>st</sup> stage) started commercial operations.
- **Sep-17** – Ezeiza PP of **100 MW** (1<sup>st</sup> stage) started commercial operations (**Greenfield**).
- **Feb-18** – Ezeiza PP **50 MW** and Independencia PP **50 MW** (2<sup>nd</sup> stages) started commercial operations

## New Projects

- The S.E. through Resolution N°287/2017, called for a new thermal power tender to close existing open cycles and cogeneration projects, focused on improving the **efficiency** of the system.
- Grupo Albanesi was awarded by CAMMESA with **251 MW** to close the cycle in Ezeiza and M. Maranzana PPs which involves the installation of **275 MW** of new nominal capacity.

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<sup>1</sup> Highlights and financial information includes international bond issuers companies Albanesi S.A. + Central Térmica Roca S.A.



# Company Overview

Grupo Albanesi – An Argentinean Business Group



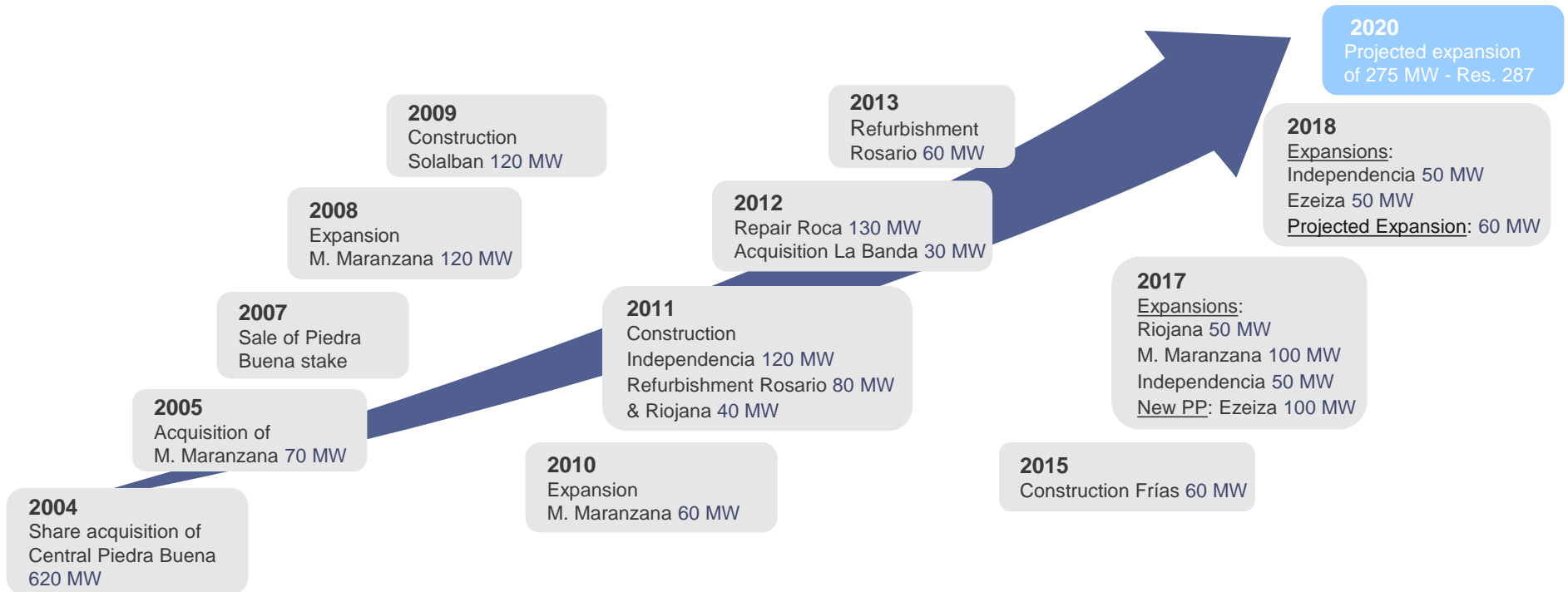
Photo: Generación Frías Power Plant

# Albanesi at a Glance

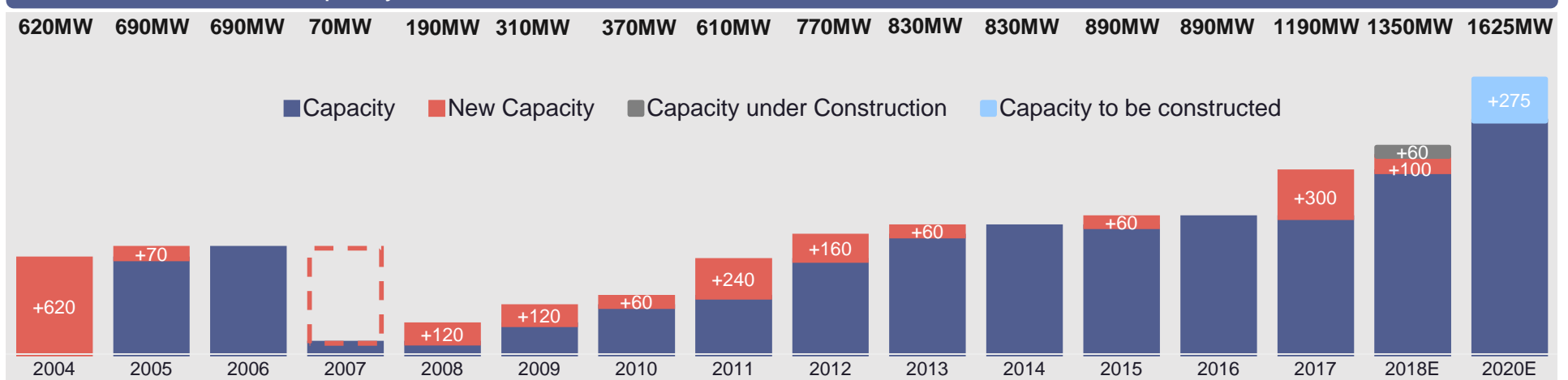
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- **Leading Argentine electricity generator** —→ **1,290 MW<sup>1</sup>** installed capacity
- **Natural hedge against FX devaluation** —→ **100%** Sales denominated in **USD**
- **Predictable and stable cash flow generation** —→ **Long term PPAs**
- **Diversified and strategic generation platform** —→ **9 operational thermoelectric plants** distributed across the country
- **Proven track record in development & operation** —→ **+USD 800 MM** investments and **1,010 MW developed and constructed** by the company
- **Highly experienced management team** —→ **+10 years** in the power generation business
- **Attractive growth opportunities** —→ capacity expansion through closure of operative open cycles

# Power Generation: Installed Capacity Over Time



## Additions to installed capacity over time





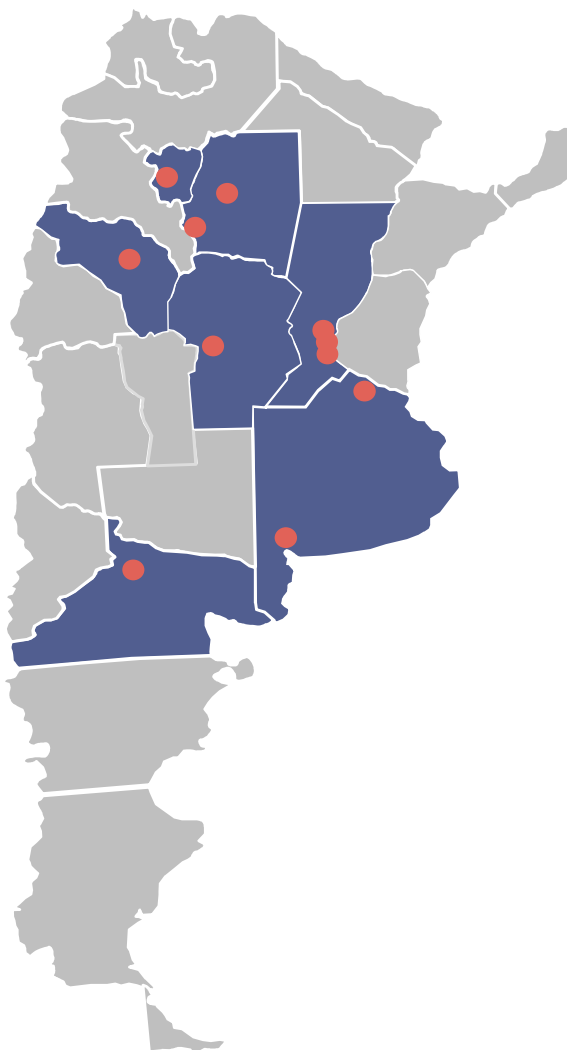
# Power Plants Nominal Capacity

1,290 MW under operation  
+60 MW under construction  
+275 MW awarded Oct-17



GENERACIÓN MEDITERRÁNEA S.A.

- **Córdoba: PP M. Maranzana**  
350 MW under operation  
125 MW awarded Oct-17
- **Buenos Aires: PP Ezeiza**  
150 MW under operation  
150 MW awarded Oct-17
- **Tucumán: PP Independencia**  
220 MW under operation
- **La Rioja: PP Riojana**  
90 MW under operation
- **Sgo. del Estero: PP Frías**  
60 MW under operation
- **Sgo. del Estero: PP La Banda**  
30 MW under operation



Santa Fe:

**Generación Rosario S.A.**

140 MW under operation



Buenos Aires:

**Solalban Energía S.A.**

120 MW under operation



Río Negro:

**Central Térmica Roca S.A.**

130 MW under operation  
60 MW cycle closure under construction



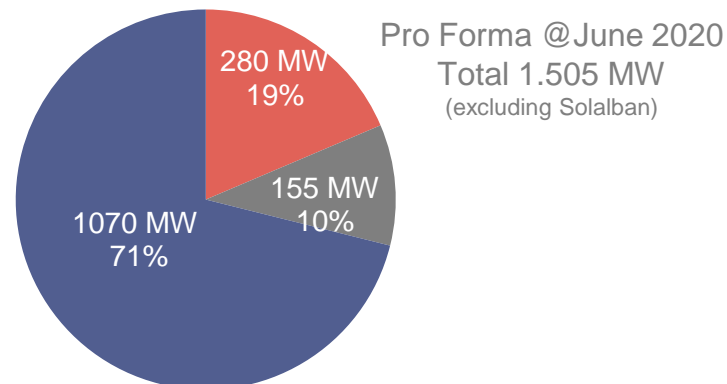
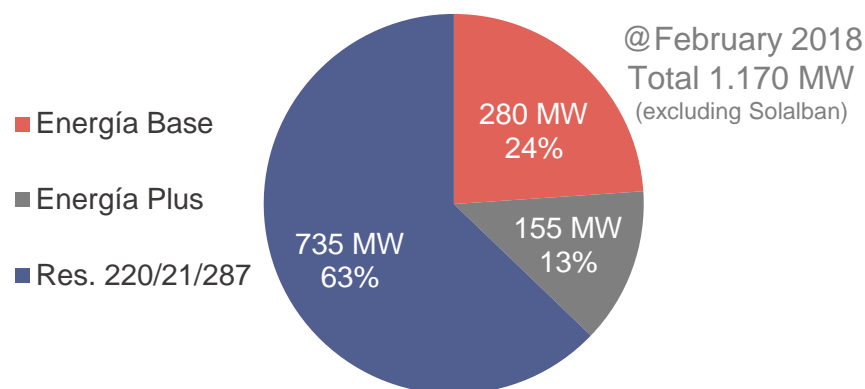
<sup>1</sup> Awarded on October 2017: Closing Cycle in PP M. Maranzana and PP Ezeiza



# Regulatory Frameworks

Regulatory Framework	Sale Scheme	Currency	Weighted Ave. Price (USD/MWh)	Cost recognition	Life of contracts
Res 287/2017 (CAMMESA) <sup>1</sup>	PPAs under take-or-pay	USD (Settled in ARS)	Capacity Price: 33.5	O&M Price + Pass-Trough provisions for cost of fuel	15 years since COD
Res 21/2016 (CAMMESA)			Capacity Price: 30.0		10 years since COD
Res 220/2007 (CAMMESA)			Capacity Price: 21.7		
Res 1281/2006 Energía Plus (private off-takers)	PPAs	USD (settled in ARS)	Monomic price <sup>2</sup> : 73.97	N/A	1 or 2 years (renewable)
Res 19/2017 Energía Base (CAMMESA)	Take-or-pay	USD (settled in ARS)	Capacity Price: 9.6 <sup>3</sup>	O&M Price + Pass-Trough fuel cost	N/A

## Installed Capacity by regulatory framework



<sup>1</sup> Projects awarded on Oct-17. PPAs already executed.

<sup>2</sup> Price that covers remuneration for generation capacity and energy dispatched (fixed + variable costs).

<sup>3</sup> Res. 19/2017 stipulated an increase in Capacity Price in stages, from 3.8 USD/MWh to 9.6 USD/MWh by Nov. 2017



# Financial and Performance Review

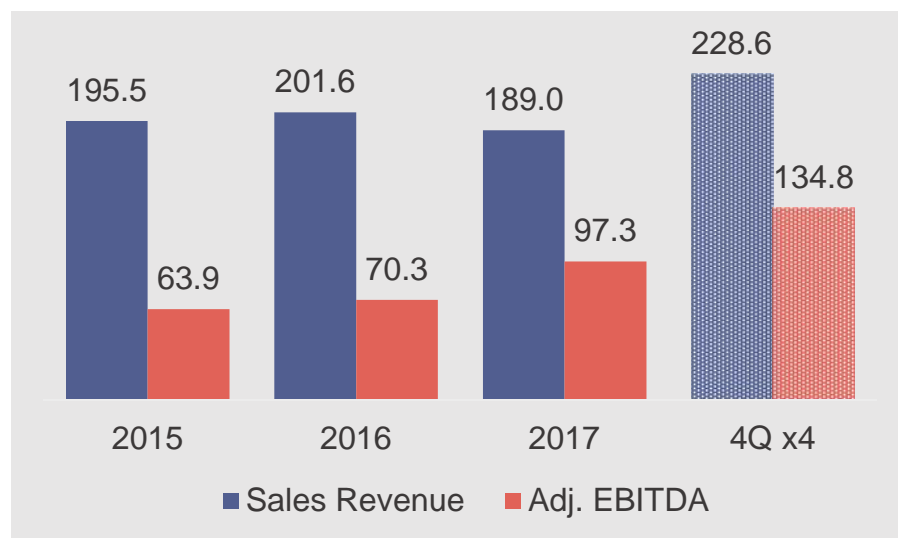
Grupo Albanesi – An Argentinean Business Group



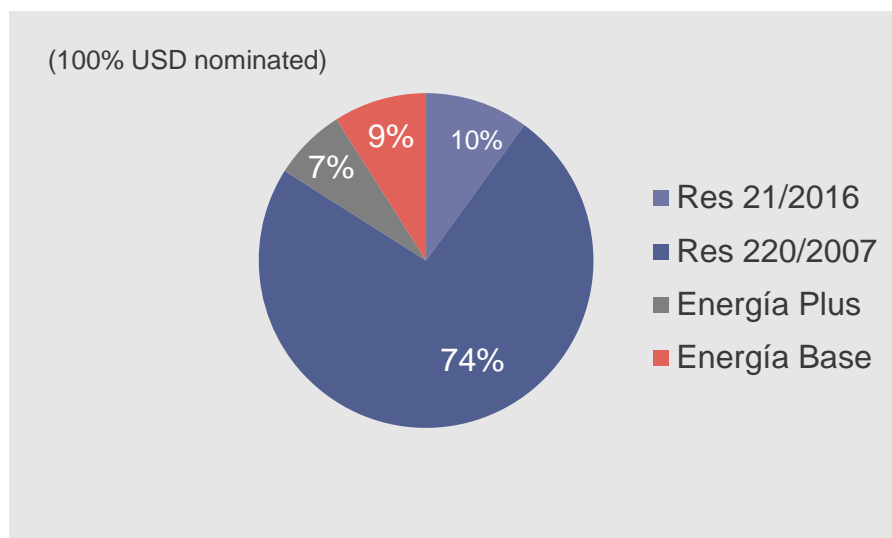
Photo: Solalban Power Plant

# Revenue and EBITDA

Sales revenue and Adjusted EBITDA (USD millions)



Year 2017 Adjusted EBITDA by regulatory framework

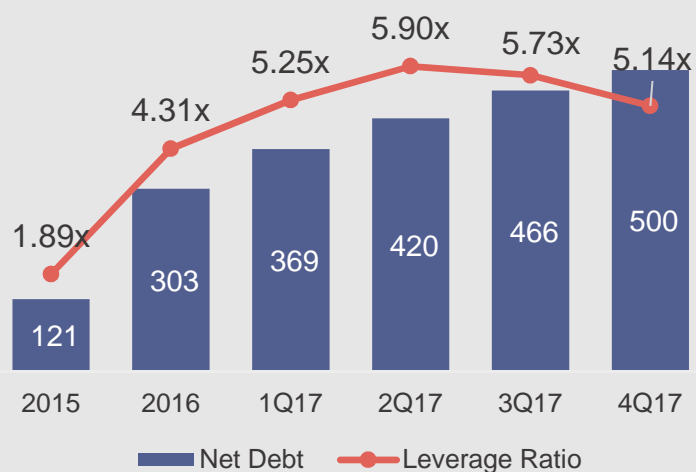


- Versus same quarter of 2016, adj. EBITDA increased 90% (USD 34 MM vs 18 MM) mainly as a result of the 300 MW expansion.
- 4Q17 vs 3Q17 EBITDA increased 20% mainly as a result of start of operations of 100 MW in Ezeiza PP on September 29.
- 84% Adj. EBITDA comes from long term contracts ensuring cash flow predictability/stability and limiting exposure to adverse short term price fluctuations.
- Since February 2017, fully USD denominated revenue base (Res 19/2017).

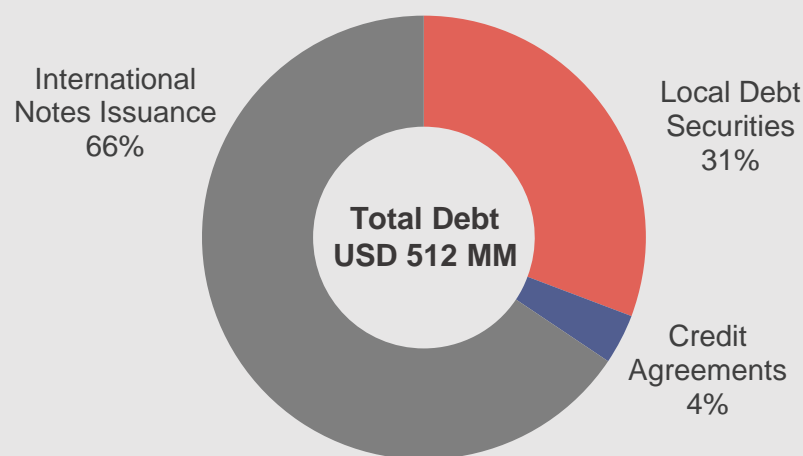


# Debt Structure

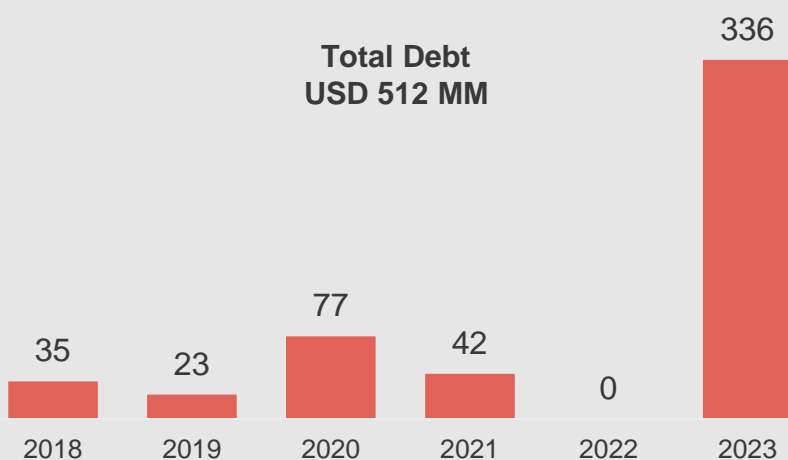
## Net Debt & Net Leverage Ratio (USD million)<sup>1</sup>



## Debt Breakdown by Type – Post Bond Retap



## Debt Amortizations by Year (USD MM)



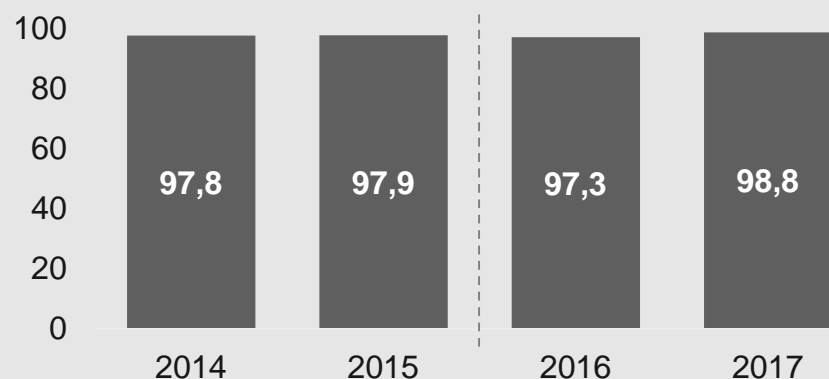
- 81% of debt is nominated in USD, matching our revenues currency.
- Debt increase during 2017 for CAPEX purposes.
- Recent start of operations will further reduce leverage ratio during 1H18.
- Average life of debt ~4.8yrs.

<sup>1</sup> Net debt = Debt – (cash and cash equivalents + other financial assets at fair value through profit).

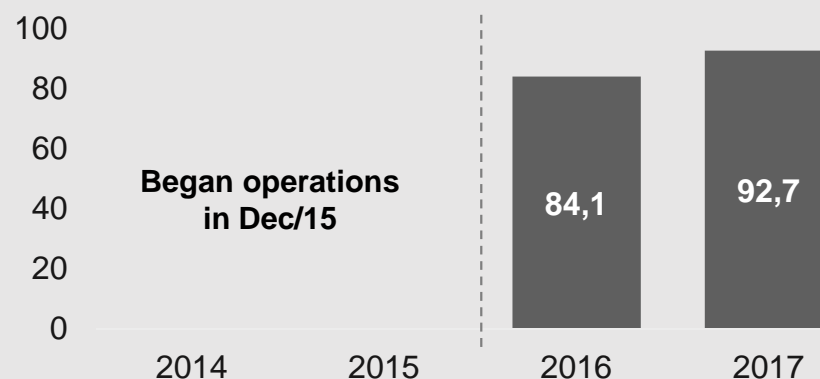
# Main Turbines Availability<sup>1</sup>

**Main Power Plants have a LT Service Agreements with turbine suppliers enabling high and stable availability, which is reflected in our EBITDA**

**M. Maranzana - Availability Factor (%)**

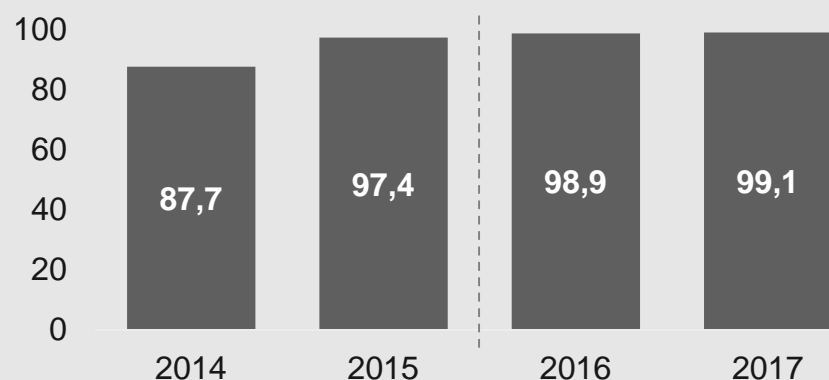


**Frías - Availability Factor (%)**

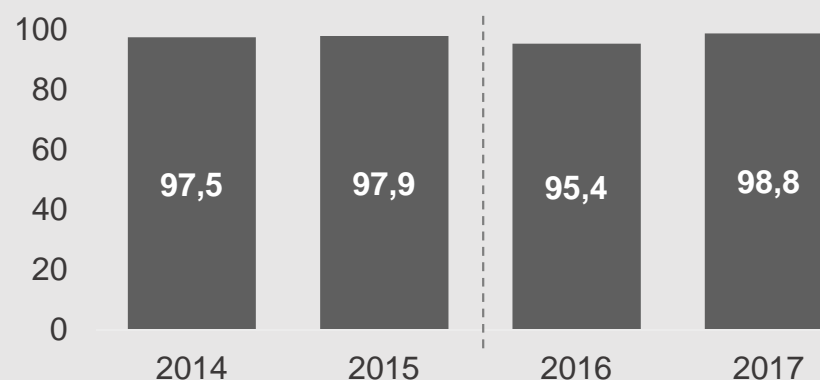


Does not include combined cycle turbines.

**Roca - Availability Factor (%)**



**Independencia - Availability Factor (%)**



2014: Lower availability than average due to a maintenance stoppage.

<sup>1</sup> Technical availability, considering hours of unavailability due to Programmed Maintenance Works (MAPROs). MAPROs reduce availability and, in some cases, collections from CAMMESA, but don't cause penalties.



# Expansion Portfolio

Grupo Albanesi – An Argentinean Business Group

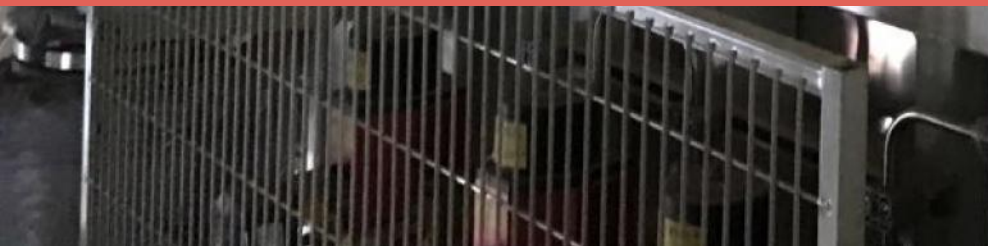


Photo: SIEMENS SGT – 800 Turbine at Riojana PP



# New 400 MW Under Operation in 4 Power Plants



# Expansion Portfolio

Power Plant	Company	New Capacity	Type of Project	Regulatory Framework	Expected start of operations
Under operation					
Riojana	Generación Mediterránea S.A.	50 MW	Open Cycle	Res. 220/2007	May 2017
M. Maranzana	Generación Mediterránea S.A.	100 MW	Open Cycle	Res. 220/2007	July 2017
Independencia	Generación Mediterránea S.A.	50 MW	Open Cycle	Res. 21/2016	August 2017
Ezeiza	Generación Mediterránea S.A.	100 MW	Open Cycle	Res. 21/2016	September 2017
Independencia	Generación Mediterránea S.A.	50 MW	Open Cycle	Res. 21/2016	February 2018
Ezeiza	Generación Mediterránea S.A.	50 MW	Open Cycle	Res. 21/2016	February 2018
		400 MW			
Under construction					
CT Roca S.A.	Central Térmica Roca S.A.	60 MW	Closing Cycle	Res. 220/2007	1H18
		60 MW			
Awarded					
M. Maranzana	Generación Mediterránea S.A.	125 MW	Closing Cycle	Res. 287/2017	1H20
Ezeiza	Generación Mediterránea S.A.	150 MW	Closing Cycle	Res. 287/2017	1H20
		275 MW			

## Projects and Expansions recently awarded

- The S.E. through Resolution N°287/2017, called for a new thermal power tender to close existing open cycles and cogeneration projects, focused on improving the **efficiency** of the system.
- Grupo Albanesi was awarded by CAMMESA with 2 Closing Cycle projects for 251 MW under PPA (275 MW of nominal capacity).

# Expansion Projects – Strengths

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- **Vast experience in project execution** → **1,010 MW** constructed by Grupo Albanesi
- **Multiple medium scale projects with similar technical characteristics** → Reduces dependency on one unique project and facilitates construction management
- **Geographical diversification of projects** → Projects in three different locations
- **Local contractors for civil and electrical works** → Suppliers near to the project location with experience working on Grupo Albanesi's projects
- **Globally renowned technology providers** → Contracts for the equipment provision, construction supervision and turbines assembly
- **Construction and assembly insurance** → Covers losses during construction until project execution and also loss of profit due to events during construction



# Roca PP – General Electric Triveni

- **Expected COD:** 1H18
- **Scope of work:** Combined Cycle Conversion, 60 MW of additional capacity.
- Turbine at the site. Steam turbine mechanical erection completed. Electrical and instrumentation on progress.
- HRSG construction completed. Assembly tasks is progressing as schedule (80%).
- Bases for transformers and boiler are completed.



Power Plant aerial view – Before expansion



02/09/18 – Chimney by pass assembly



09/13/17 – Aerial view

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# Thank you!

Grupo Albanesi – An Argentinean Business Group