

# **EQUATORIAL DAY**2025

Por você hoje. Pelo futuro todo dia.



# EQUATORIAL GROUP



#### **Group's Growth**



2004					
Workforce*	2,801				
Consumers [Thousand]	1,160				
Consumption [GWh]	2,593				
Municipalities served	217				
Adj EBITDA [R\$ MM]	86.4				

2018						
Workforce*	17,591	6.3x				
Consumers [Thousand]	5,136	4.4x				
Consumption [GWh]	14,873	5.7x				
Municipalities served	361	1.7x				
Adj. EBITDA [R\$ MM]	2,054	23.8x				
BRL [R\$ MM]	6,377					

6 YEARS
•
+ 37,637 EMPLOYEES
+ R\$ 8.9 BI OF EBITDA

2024	Var. 2018	Var. 2004	
Workforce*	55,228	3.1x	19.7x
Consumers [Thousand]	14,443	2.8x	12.5x
Consumption [GWh]	54,058	3.6x	20.8x
Municipalities served	1,021	2.8x	4.7x
Adj. EBITDA [R\$ MM]	10,924	5.3x	126.4x
BRL [R\$ MM]**	31,868	5.0x	-

<sup>\*</sup> Includes Own and Third Party

<sup>\*\*</sup> RAB recognized annually



# Culture that sustains results

We're made of people



11,872

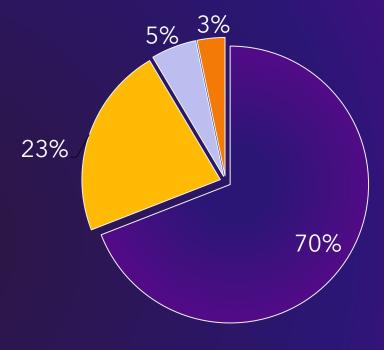
people

Total Workforce: 55,228

35% women | 65% mens

**Leaderships:** 

**19%** women | **81%** mens



#### **Structure**

**8,361** Distribution

**2,711** Services

**405** Renewables

**395** Others

✓ Average Senior Leadership Time¹: 10 years in the company



Strong brand that turns into trust	Challenges that turn into development	Purpose that transforms into positive impact	Expansions that turn into opportunities	Collaboration that turns into results
Great Place to Work	Educational Architecture	School of Electricians	New Talents Program	Results and Team Meetings
P75 Engagement Survey 83% favorable	Corporate University	Customer Journey	Trainee/Internship Program	Class A Leader
Glassdor Score 4.1 out of 5	Succession and Professional Mobility	Diversity and Inclusion	Inovation Agents	People that Inspires

**Pillars of Our Culture** 

RESULTS

**MERITOCRACY** 

**LEADERSHIP** 

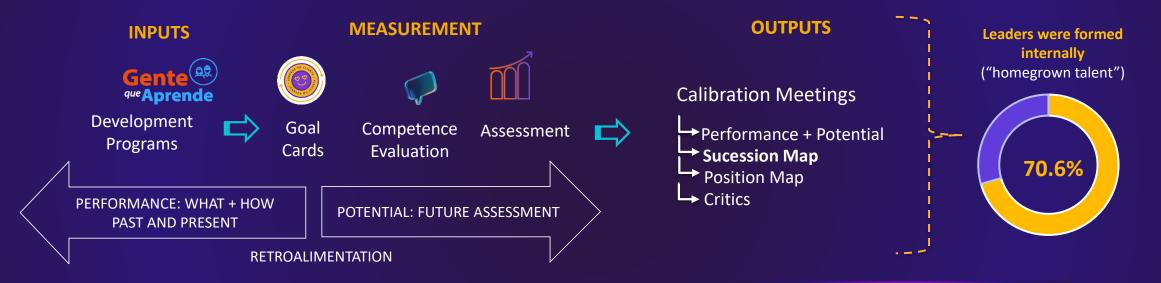
**PEOPLE** 

OWNERSHIP CULTURE

### Map of Succession



#### Talent Mapping and Intelligence



#### Remuneration\*

- ✓ Base Salary
- ✓ PLR
- ✓ **ILP** (Long-Term Incentive)
- ✓ Extraordinary Bônus

**Long-Term Incentive** 

- ✓ Matching: Restricted Shares
- ✓ Performance Shares

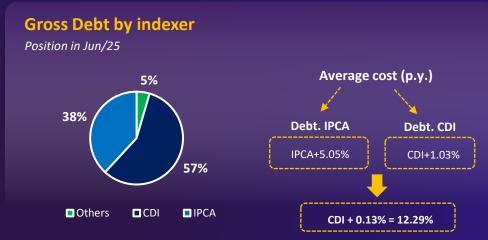
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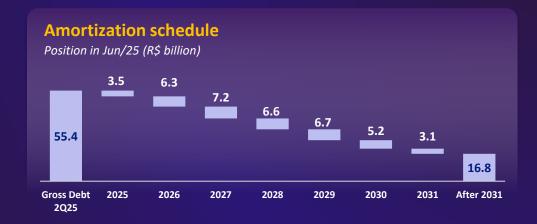
#### **Market Research and Practice**

- ✓ Researchs Group vs Peers
- ✓ **Strategy** alignment with peer practices to <u>attract, recognize, and retain</u> employees.

#### **Current debt**











#### Until July, we've funded

#### + R\$ 7.4 billion

Highlights	Nominal (p.y.)	All-in (p.y.)
Average cost of funding with BNDES swapped to CDI	CDI + 0.27%	CDI + 0.75%
Average cost of incentivized debentures funding swapped to CDI	CDI + 0.03%	CDI + 0.44%
Average cost of CDI funding	CDI + 0.87%	CDI + 0.90%
	:	:

	Average cost of funding in 2025	CDI + 0.50%	CDI + 0.75%
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#### Focus on:

EXTEND the gyergae

the average term of the debt

3

**PRESERVE** *existing bilateral credit* 



#### **DIVERSIFY**

corporate and project finance sources



#### **DISCONCENTRATE**

maturity



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Funding Plan

# DISTRIBUTION OVERVIEW



# Scenario of Investments



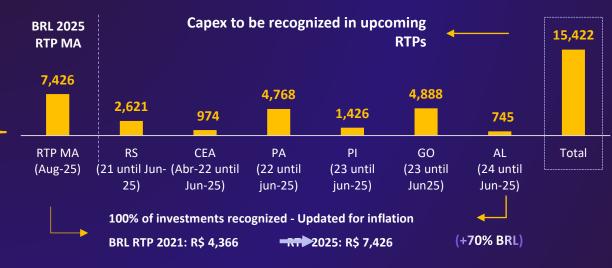
Investments made above regulatory depreciation contributing to the growth of the asset base



Investments made above regulatory depreciation contributing to the growth of the asset base

Asset Base Cutoff Date						
Distributors	2025	2026	2027	2028	2029	
Maranhão	FEB				FEB	
Pará		NOV	FEB			
Piauí				JUN		
Alagoas				DEC		
CEEE D		MAY				
CEA		JUN				
Goiás				APR		

Investments in Electrical Assets – R\$ MM (Review Cycle 2025 – 2029)





#### Drives to **EBITDA's GROWTH**

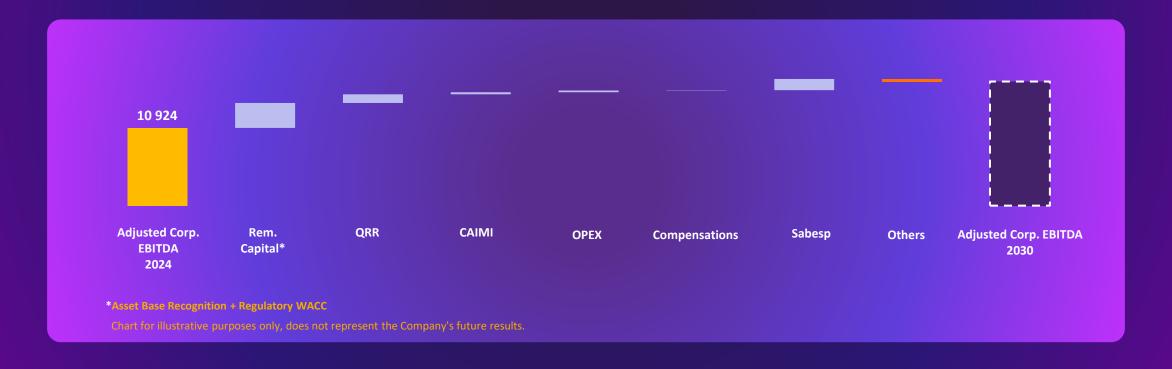
RTP 2025: MA (Aug)

**RTP 2027:** PA (May/Aug)

RTP 2029: AL (May)

RTP 2026: CEEE D (Nov) and CEA (Dec)

RTP 2028: PI (Dec) and GO (Oct)





### Main Sources of Action:

#### Institutional

- Establishment of Corporate Institutional Relations Department
- Strengthening the Institutional Image in New Concessions:
  - Communication/Social Actions
  - Improved Consumer Approval Ratings/Aneel and Procon
- Strengthening the Customer Journey

#### **Operational**

- Reduction in the Loss GAP at CEEE-D
- Investments
- Improved DEC and FEC
- Quality standards for 80% of electrical sets
- Operational Innovation

#### **Financial**

- Reduction of:
  - Compensations
  - Charges e Penalties
  - PDA
  - Contingencies
    - FUNAC (GO)
- Efficiency Increasing at CEEE-D and GO

#### Institutional

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Strengthening the Institutional Image

#### **Equatorial PA**

Abradee Award 2025 - CHAMPION of the ECONOMIC-FINANCIAL MANAGEMENT Category



From the 3rd largest Judicial **Recovery in the country in 2012** to a reference in economic and financial management in 2024.

#### **Equatorial GO**



**Brazil's biggest** improvement in the **Large Customer** Survey

Nomination for the 2024 **Aneel Consumer Satisfaction Award** 

**Alignment** meetings with the state government

**PROCON Ranking Evolution** 



**Ranking of Most Complained About Companies Procon GO** 

158th Position

**In-person service** 

#### **Equatorial PI**

Abradee Award 2025 - HONORABLE Mention in HEALTH **AND SAFETY** 

#### **Equatorial MA**

**Reputation Research – CALIBER** 

We highlight the Brand Trust and Admiration Index (2025)



ISQP - ABRADEE **Grande Clientes:** 1st Place for the third consecutive year

#### CEEE-D

Remodeling of the **Contingency Plan** 

Adapting the Contingency Plan to best practices

#### Approach with **Public Authorities**

Bringing State and Municipal Governments closer together, with the establishment of partnerships and the development of actions

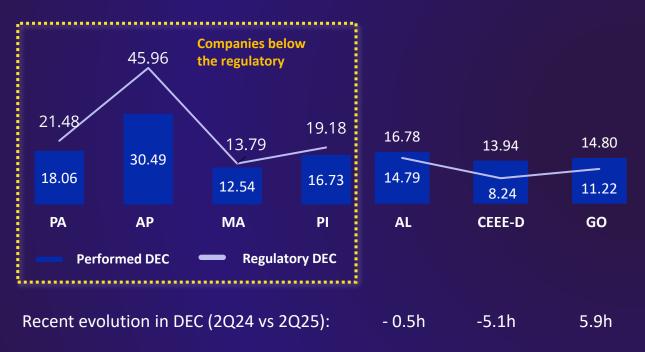


#### Couatonial Couatorial

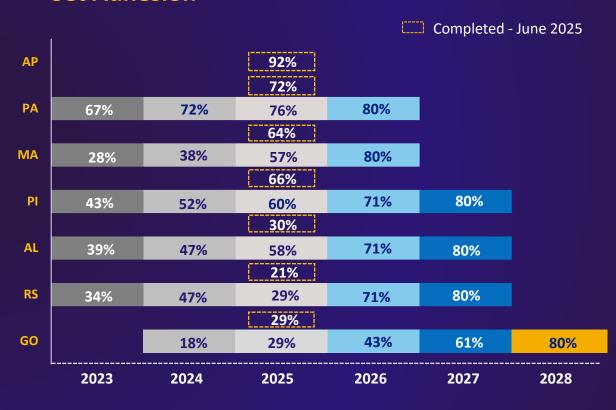
### **Operational Efficiency**

Quality

#### Global DEC - Jun-25 (UDM)



#### **Set Adhesion**



FEC – Classification of all 7 distributors of the Group

# **Equatorial Goiás**



# **Operational Efficiency**

#### **Equatorial Goiás**

R\$ 4.88 BI

Total Investments since Transfer (1Q23 to 2Q25)

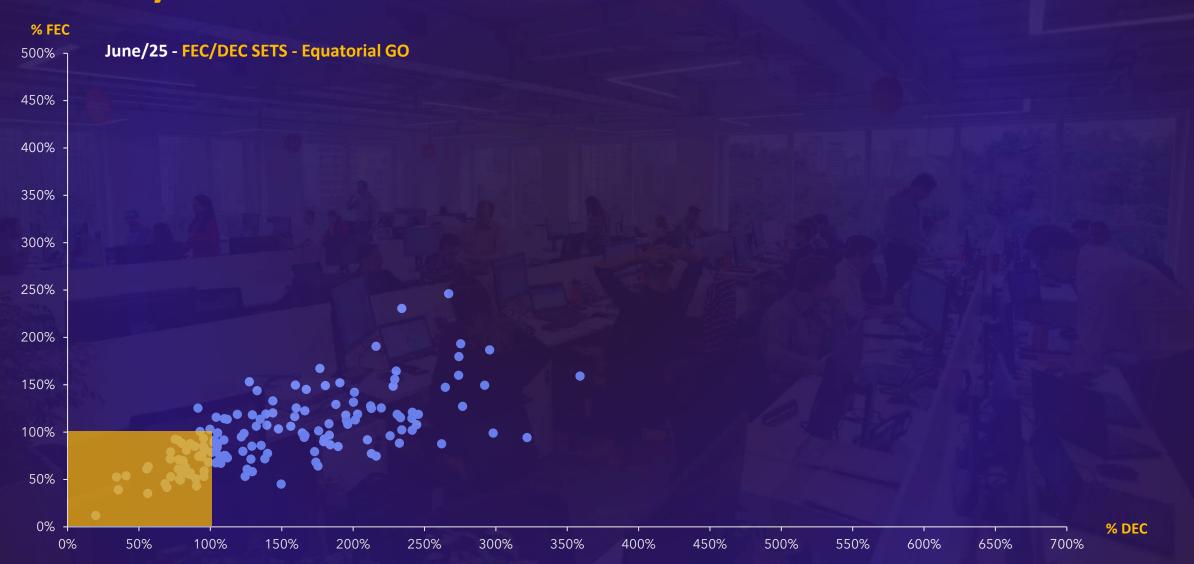
- 06 New Substations
- 203 renovated, expanded and modernized
- 07 New Lines
- + 124 km

- Network reinforcement and reconstruction works
- Improvement of quality indicators
- Emergency Service Structure and Contingency Management

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#### **Equatorial GO**

2025	03	31	379 MVA	+90 MVAr	103 km
	New Substations	Expansion and Modernization	Extensions for addition/replacement to the electrical	Planned to add the system	New Lines
			system		

2026 - 27:

Modernization | Expansion | New substations

In 10 regions – 74 SEs

• 3 New Supply/Construction Points

Lack of basic network infrastructure in some regions

## Financial Performance

#### Main fronts of the current turnaround stage

Capital Allocation vs. EBITDA Impact



- Increased asset base/EBITDA tariff
- Increased operating cost efficiency
- Reduced penalties

- PDA Improving
- Maintaining Current Loss Efficiency

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Reversing Contingencies



#### **Goiás Contingencies**



### CEEE - D



#### **Equatorial CEEE D**

R\$ 2.62 BI

Total Investments since Transfer (3Q21 to 2Q25)

- 02 New Substations
- 30 renewed, expanded and modernized
- 06 New lines
- + 45.7 Km



- Improvement of quality indicators
- Emergency Response Structure and Contingency Management

#### **Operational Challenges in CEEE-D**

**Overview of Severe and Atypical Weather Events** 

2020

2 Events

15 days

JULY

SEPTEMBER

932 thousand clients 101 thousand clients 06 days

1.033 thousand clients

2021

2 Events

352 thousand clients

**JANUARY** 1 event

160 thousand clients 04 days

JULY Start of Equatorial Operation SEPTEMBER 192 thousand

clients 06 days

2022

5 Events

847 thousand clients

**JANUARY** 2 events

160 thousand clients 03 days

**FEBRUARY** 

1 event 182 Thousand clients 03 days

**FEBRUARY** 





1 event 190 thousand clients 05 days

**MARCH** 



P 1 event 315 Thousand clients 05 days

2023

26 Events

2.466 thousand clients

**JANUARY** 

195 thousand clients 03 days

1 event 82 thousand clients 01 day



79 thousand clients 01 day

**APRIL** 



JUNE 1 event 369 thiousand clientes 05 days



MAY

clients

31 days

7

1 event 753 thousand clients 08 days













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2024

14 Events

6.191 thousand clients

**JANUARY** 

808 thousand clients 05 days

**FEBRUARY** 202 thousand clients 01 days

**MARCH** 

828 thousand clients 07 days

**MARCH** 



4 events 851 mil clientes 18 days



236 thousand clients 07 days

SEPTEMBER



262 thousand clients 03 days



3 events 697 thousand clients 07 days

2025

6 Events

762 thousand clients



<u>چې</u> **FEBRUARY** 109 thousand clients 322 thousand 02 days clients 06 days



331 thousand clients 03 days



MAY 1 event 89 Thousand clients 03 days





# **DEC Results - Operational Efficiency**











#### CEEE-D

202!	5 02	<b>99</b> thousand	<b>36</b> thousand	450	111 thousand	1,275	500
	New Substations	Correction Network Defects	Post Replacements (un)	New Reclosers	Pruning Performed	Lane cleaning (Hectares)	Three-Phase Reclosers

#### 2026 - 27:

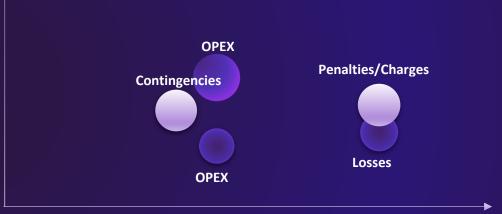
- New Actions | Network Strengthening and Expansion Plan with 4 new Substations, 4 expansions, 25 new feeders, 2 distribution lines, and a new 132 km network
- Strengthening and Automation
- Maintenance Plan
- Network Resilience and Quality

## **Finantial Performance**

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#### Main fronts of the current turnaround stage

Capital Allocation vs. EBITDA Impact Ratio



- **Need for Resouce Allocation**
- Increased asset base

**EBITDA Impact** 

- Increased operational cost efficiency
- Reduced penalties

- Improving the revenue and collection cycle
- Improvement of current loss efficiency

**Regulatory Cycle Opportunities –** Progress in the Distributor's Maturity Stage

### SANITATION OUTLOOK

#### **Sanitation Scenario**

#### **Current Scenario**

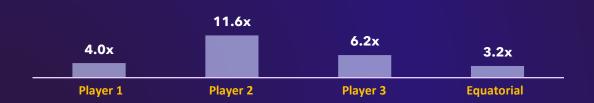
- High cost of capital
- High leverage of most players and strong Commitment of contracted Capex
- IPO window closed
- Many inorganic opportunities

#### Commitment to investment and grants to key market players

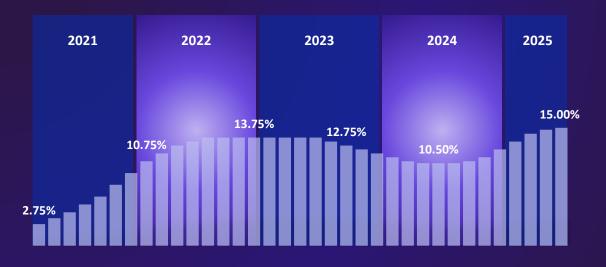
Company*	Investment R\$ Bi	Grant R\$ Bi	invest + Grant R\$ Bi	% Investment	% Investment + Grant
Player 1	71.9	22.5	94.4	28.1%	67.7%
Player 2	9.7	11.8	21.5	3.8%	15.4%
Player 3	2.6	2.0	4.6	1.0%	3.3%
Equatorial	3.0	0.9	3.9	1.2%	2.8%
Others	11.2	3.8	15.1	4.4%	10.8%
Total	98.4	41.1	139.5	100%	100%

<sup>\*</sup> Does not considers SABESP

#### **Leverage Market Players**



#### **SELIC's Evolution**



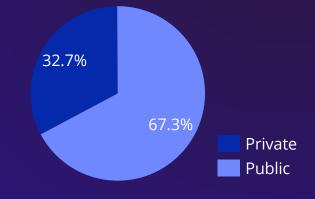
#### **Sanitation Opportunities**

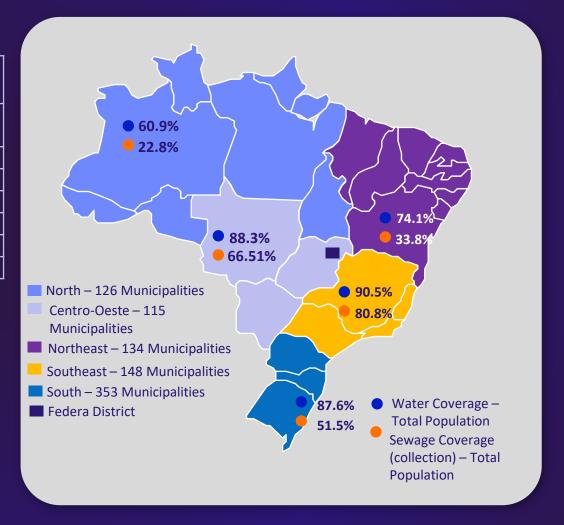
**Future Auctions** 

Auction	Structurer	Forecast	САРЕХ	Auction Criteria
Pernambuco (COMPESA)	<u>BNDES</u>	4Q 2025	18.9 BI	Highest Grant / Lowest Tariff
Rondônia (CAERD)	<u>BNDES</u>	4Q 2025	4.9 BI	Highest Grant
Minas Gerais (COPASA / COPANOR)	<u>IFC</u>	1Q 2026	3.5 Bi	Lowest Tariff
Paraíba (CAGEPA)	<u>BNDES</u>	1Q 2026	5.8 BI	N/A
Goiás (SANEAGO)	<u>BNDES</u>	1Q 2026	5.5 BI	N/A
Maranhão (CAEMA)	<u>BNDES</u>	4Q 2026	-	N/A
São Paulo *	<u>IFC</u>	N/A	30 BI	N/A

<sup>\*</sup> SABESP Exclusivity

Municipalities with private management





# CURRENT MARKET SCENARIO



### Regulation and Evolution

 New Regulatory Models Under Discussion

1

Market Liberalization

#### **Digitalization**

- Customer experience as a creative differentiator
- Data and registration management

3

#### **Energy Transition**

- More flexible, intelligent and bidirectional networks
- Electrical Mobility
- Distributed generation and storage challenge the traditional model

Increased
Sectorial
Complexity

Inovation

 Adoption of Artificial Intelligence and data analytics

### FUTURE DISTRIBUTOR

# Equatorial of the future

The Distributor of the Future is a set of initiatives that consolidate Equatorial's proposal to respond to industry trends and disruptions over the coming years.

2022

Review of the Distributors' Strategic Planning

- Market Opening
- Regulatory Changes
- New Technologies

2023

#### **Holding Planning**

 Adaptation to the new Energy Market

Distributor of the Future: Preparing EQTL for potentially disruptive changes in the sector, with proactive action

2024

#### **Project Development**

- Global, Local, and Regulatory Trends
- Equatorial Implications and Ambitions
- Initiatives and preparation Plan

2025

### Monitoring governance via Transformation Office

Sectorally propositional dialogue







2026

#### Advance preparation for sectoral discussions

- Modernization of distribution tariffs
- Smart measurement systems
- Retail marketing and competition
- Severe weather events

#### **Future**

#### Where we want to go

"To be a company that maintained returns and growth with the transformations in the sector."

#### **Sectoral Reform**

- Market Opening
- Creation of the SUI
- Rebalancing Sectoral Charges
- Proactive Action on Amendments to Provisional Measure 1,300

#### **Equatorial of the**

### future

**EQTL Management** 

Liberalization of the market

**Distributed** Generation

**Electric mobility** 

**Digitalization** 

**Data and** registrations

Sector **Evolution** 

#### **2024 – INITIAL PROJECT** 2025 **2026 FOWARD** Anticipation of sectoral discussions Workshops Institutional performance - PMs International Benchmark **PM's Repercussions** Pres. ANEEL, MME and CCEE Institutional and regulatory forum performance Preparation of operations: commercial, relationship and measurement. Future scenarios for DG penetration and solutions for the distribution system Optimization solutions - CAPEX and OPEX reduction Improve network planning and operation with EV charging, - improved registration Platforms modernization: ADMS, EQTL ONE Consolidation of the Cybersecurity Master Plan Organizational management for Digital and Technology functions Leverage adherence to registration capture in the services performed Unified management of LGPD functionalities across corporate channels and systems MME Ordinance 111/2025 **Market Opening? Measurement Modernization**

PM 1300

PM 1304

#### **ANEEL Public Consultations**

- Modernization of distribution tariffs
- Smart measurement systems
- **Retail marketing**
- Severe weather events

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**Full smart metering?** 

**DG** advancement?



#### **Equatorial of the**

### **Future**

### Long Term Value Creatinon



ADAPTATION TO THE NEW ENERGY MARKET



SUSTAINABLE PORTFOLIO GROWTH



SECTORAL DIVERSIFICATION

#### **Essential Drivers**

- High-performance culture and team
- Customer Centricity
- Focus on Quality and Return
- Attention to Market Trends
- Organic and inorganic opportunities

#### **Group's Recognition**

Extel Ranking – LatAm Executive Teams

#### **Equatorial**

(Overall Rankings) Best IR Program
First Place - Combined

**Most Honored Company** 

2025 Latin America Executive Team



Grupo Equatorial received the title of "Most Honored Company" in the utilities segment in Latin America and won 1<sup>st</sup> place in seven of the eight categories in the Extel 2025 ranking.

- Best CEO
- Best CFO
- Best IR Professional
- Best IR Team
- Best IR Program
- Best Event for Investors
- Best Board of Directors
- 2nd best ESG Program





# EQUATORIAL DAY 2025

