

A successful

case of Turnaround,

Efficiency and Growth











IBRX100 B3 IEE B3 ISE B3 ICO2 B3

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Some statements and estimates in this material may represent expectations about future events or results that involve risks and uncertainties known and unknown. There is no guarantee that the events or results referred to in these expectations will occur.

These expectations are based on present assumptions and analyses from the viewpoint of our management, based on their experience, the macroeconomic environment, market conditions in the energy sector and our expected future results, many of which are not under Cemig's control.

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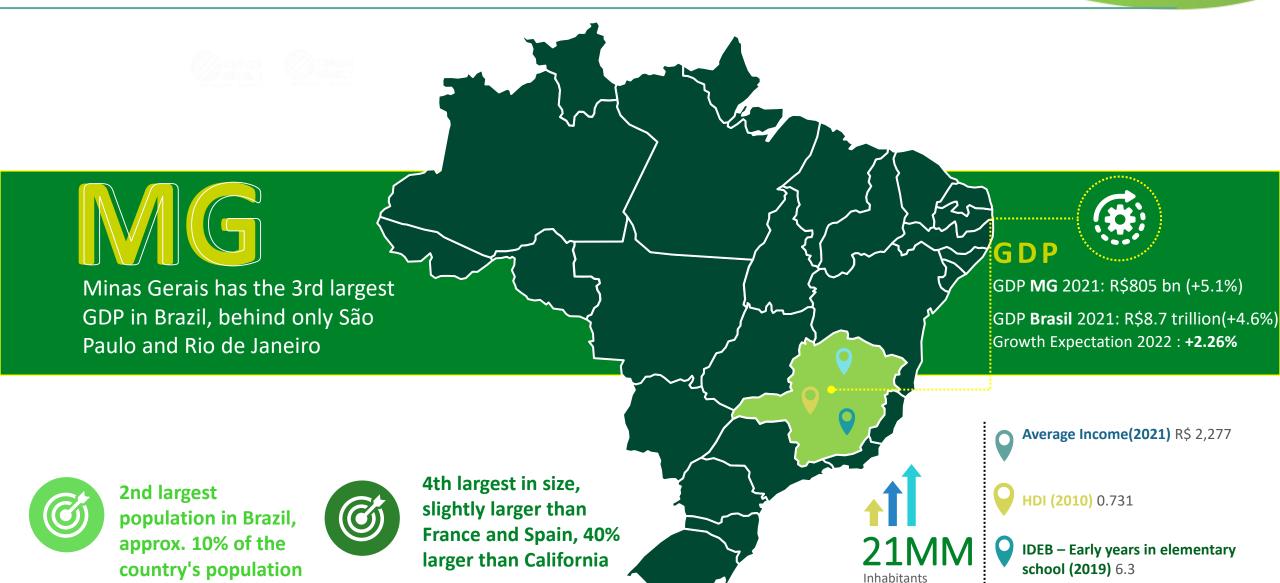
In this material, financial amounts are in R\$ million (R\$ mn) unless otherwise stated. Financial data reflect the adoption of IFRS



Source: IBGE

## Our energy transforming the lives of the people of Minas Gerais

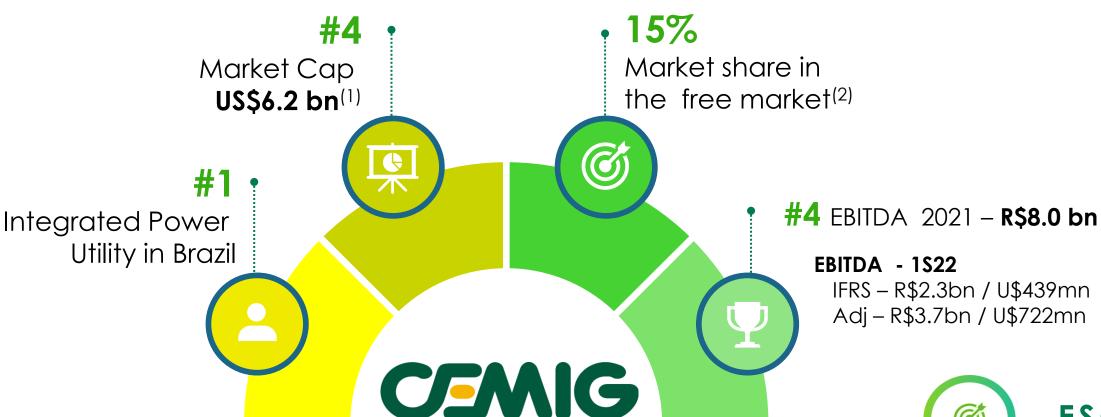




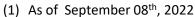
## **Brazil's Leading Power Utility**



## In the Power Industry since 1952







(2) In the Brazilian Energy Industry



## **Cemig: in Numbers**



Integrated portfolio making it possible to capture synergies and reduce risks



# **Cemig is Uniquely Positioned**





Integrated - Leader in Renewable 100% of our generation is renewable

**CEMIG GT** 

4 º largest transmission group\* 6º largest generator group

Largest trading company

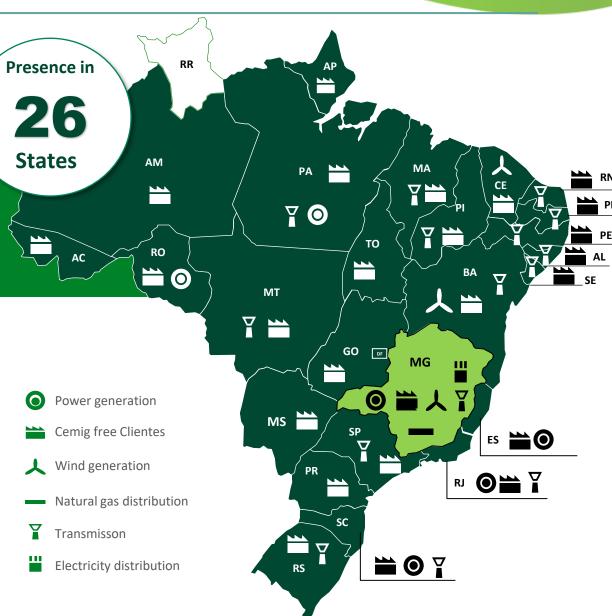
Largest energy supplier for free clients 15% market share

#### CEMIG D

Largest energy distribution concession in the country

- 8.9 million clientes in 1S22

22.9 thousand GWh of distributed energy in 1S22 558 thousand Km of lines \*Considering a proportional 21.68% stake in TAESA's RAP



## Cemig at a Glance



## Shareholder structure - Based in State of Minas Gerais

#### Estado de Minas Gerais

50.97% ON 0.00% PN

Total 17.04%

#### **BNDESPAR**

11.14% ON Total 0.00% PN 3.73%

#### FIA Dinâmica

31.67% ON Total 8.45% PN 16.21%

#### Others

6,22% ON Total 91.55% PN 63.02%

Aug/22





#### Among the most liquid stocks in Brazil's electricity sector

- Listed on New York, São Paulo and Madrid
- More than 190,000 shareholders in 40 countries
- Average daily trading volume in Aug/22
   R\$122,1 mn in B3 and U\$\$14.5mn (R\$74.5 mm) in NYSE



#### Solid dividend policy

Payout - 50%



#### **Best-in-Class Corporate Governance**

- Board of Directors eleven members
  - ✓ Ten members have the characteristics of an Independent Board Member, by the criteria adopted by the Dow Jones Sustainability Indexes (DJSI) / nine by IBGC
- Present for 22 years in the Dow Jones Sustainability Index (the only company in the sector in Latin America) and main indexes (ISEE, ICO2, IGCX, among others)

## Private Sector Mindset - Key for change



## Selection of leadership



#### Selection through headhunter program

- ✓ Executive Board all members selected by headhunter
  - ✓ 13 of 15 from the market
- ✓ New hiring model approved by the Board of Directors
  - ✓ Renewal of leadership roles 40% may come from the market

# Simplification of the contracting and procurement process



# Adequacy in the hiring process Agility in decision making

- More digital, more reliable, more efficient and cheaper
- ✓ Omnichannel: integration of customer service channels (IBM)

## **New Career and Salary Plan**



#### Internal mobility - focus on talent retention

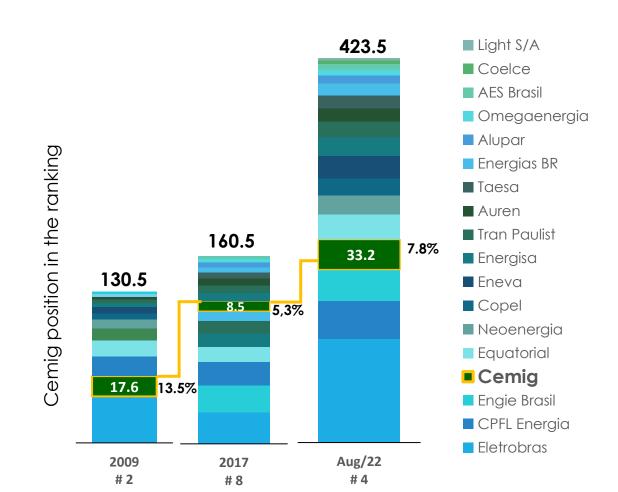
- New Model of Career Management; valuing meritocracy
- ✓ Flexibility of internal movement within the company

## Cemig - Recovery of representativeness in the sector

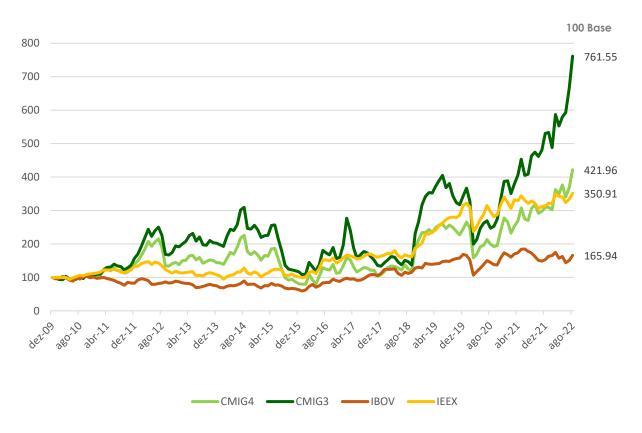


## **Market Cap**

Electric sector (R\$ bn)



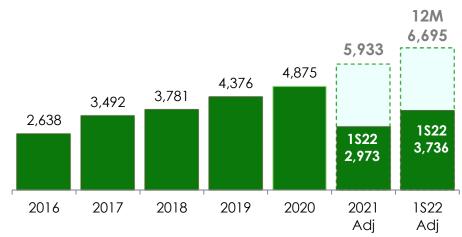
#### **Stock Evolution**



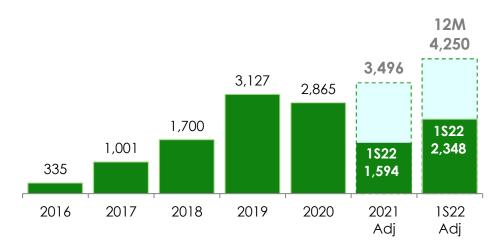
## Cash generation



Ebitda – R\$MN



Net Income - R\$MN

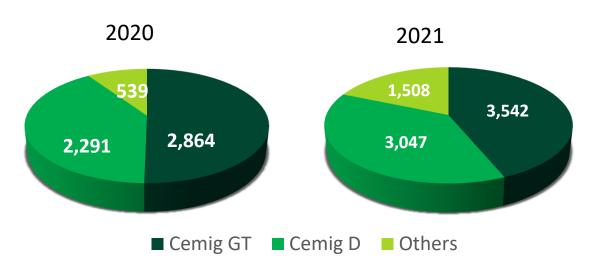




## Diversified

Low Risk Business Portfolio Most of the revenues are inflation protected

## Breakdown of Ebitda (IFRS)



## Solid dividend policy



## Allocation of 2021 net income

Dividends to be paid in 2022:



R\$1,966 mn destined for the payment of mandatory dividends, corresponding to R\$1.16 per

share Payment in two equal installments – the 1st until Jun/22 and the 2nd until Dec/22



R\$955 mn declared as interest on equity

Charged to the mandatory dividend, as resolved by the Board of Directors on December 10, 2021

• R\$1,011 mn declared as mandatory dividends

## Bylaws

Guaranteed - The minimum annual dividend

• R\$ 0.50 for Preferred Shares

## **Bonus Proposal**

**30%** Capital increase through bonus shares

	Share capital Dez/201	Bonus Shares	Share capital after Bonus Share
Preferred	1,127,325,434	338,197,630	1,465,523,064
Common	566,036,634	169,810,990	735,847,624
Total	1,693,362,068	508,008,620	2,201,370,688



## Best ratings in Cemig's history



**Upgrades** of Cemig's ratings reflect

• reduction of leverage and improved operational performance

Investment Grade									e Speculative grade									
		AAA	AA+	AA	AA-	A+	Α	A-	BBB+	BBB	BBB-	BB+	ВВ	BB-	B+	В	B-	CCC+
FitchRatings	2009																	
	2018															Bond		
	2022												Bond					

		Investment Grade									Speculative grade							
STANDARD		AAA	AA+	AA	AA-	A+	Α	A-	BBB+	BBB	BBB-	BB+	ВВ	BB-	B+	В	B-	CCC
SIANDARD	2009																	
&POOR'S	2018															Bond		
	2022													Bond				

		Investment Grade										Speculative grade						
1V100D1 3		AAA	AA+	AA	AA-	A+	Α	A-	BBB+	BBB	BBB-	Bal	Ba2	Ba3	B1	B2	В3	Caal
	2009																	
	2018																	
	2022																	

## Debt profile – consolidated 1H22



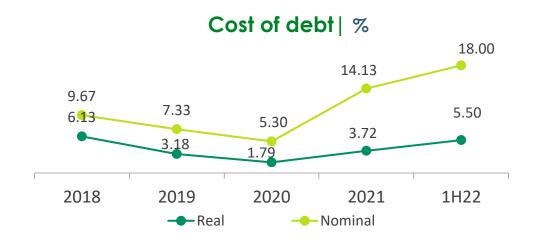
Debt and leverage continue to be low – ensuring sustainability of operations and execution of investment program

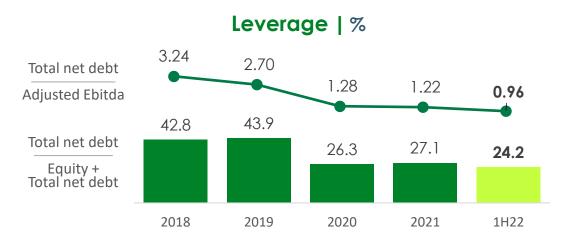
#### Maturities timetable | Average tenor: 3.2 years



#### **Evolution of our Ratings**







## **Bonds CEMIG - Liability Management**



#### Characteristics:

Volume	Coupon	Issue	Call	Matures		
US\$ 1.5 bn	9.25% p.a.	Dec. 2017	Dec. 2023	Dec. 2024		
Hedge Stru	cture	Cost	Call – floor	Call – ceiling		
Call Spread Principal / In	terest Swap	142% CDI	R\$3.45	R\$5.00		
Income tax – no hedge	185% CDI* Cost of	considering effect of	income tax			
Casandaminandist		Premium	Date	Premium		
Secondary market		3,18% a.a.	15,13%	20/04/2021		

## Eurobonds 2018-2020 (R\$ mn)

Date of payment	Sep. 2018	Sep. 2019	Sep. 2020
Bonds: Gross debt	5.949	6.196	8.418
Hedge	273	1.870	3.284
Bonds: Net debt	5.676	4.326	5.134

Fonte: ITRs Cemig GT

**Note:** Although the dollar rose 41% from Sep. 2018 to Sep. 2020, net debt was reduced by 9.5% over the same period.





2. Repurchase in secondary market (OMR) / Local issue (cash tender).

## ESG practices: Alignment and strengthening



Board approved Cemig's Human Value, Diversity and Inclusion Policy



An inclusive environment favors better results



Cemig joined Climate Ambition movement of the UN Global Compact

## Commitment to translating ESG values into our actions

- ✓ Focus our investment on RENEWABLE SOURCES –Implementing MINAS LED public lighting program in over 600 municipalities
- ✓ Acquisition of **ELECTRIC VEHICLES**. For combustion vehicles, priority use of ethanol
- ✓ Trading of ±1.6 million IREC Renewable Energy Certificates and Cemig RECs
  - Cemig-REC receive Bureau Veritas recognition and certification



## Presence in Major Sustainability Indexes





Cemig has been on the index for 22 consecutive years, and is the only company in the Americas in the electric sector



Rating AA, second best rating of the Brazilian electric sector



Member of the FTSE4Good Global Index (UK), with a score of 3.5, higher than the electricity sector average of 2.7



Present in B3's
Corporate
Sustainability Index
since its creation,
being one of the 39
Brazilian companies



One of the leading companies in water management practices in Latin America, included in the "A list" for the third consecutive year



Considered as "medium risk" by Sustainalytics



Cemig is part of B3's ICO2 Carbon Efficient Index portfolio



2021: "PRIME" rating, with maximum score in Eco-Efficiency

The Sustainability Yearbook 2021

Bronze classification in Standard & Poor's sustainability ranking. 15th position, with 220 companies in the electrical sector evaluated



Cemig ranks 24th - and 2nd best among Brazilian companies in the Top 100 Green Utilities Ranking based on carbon emissions and renewable energy

## Strong shareholders base assures liquidity





Average daily trading volume in Aug/22 R\$122,1 mn in B3 and US\$14.5mn (R\$74.5 mm) in NYSE



Listed on New York, São Paulo and Madrid More than 190,000 shareholders in 40 countries





## Summary of the Focus and Win strategy





Focus on the client (top 3 in NPS).

Excellence in capex, investing R\$ 12 .5 billion in five years.

Management of revenue.

Operational efficiency

Proactiveness with the regulator.



Add ~1GW of capacity (~0.5 GWaverage)1, investing ~R\$ 4.5 billion, preferably renewable.

Optimize generation costs by 10-15%.

Review of the portfolio of equity interests

Proactiveness with the regulator.



Investments at R\$ 1.1 bn in Updating and Enhancement.

Optimize
Transmission
costs to >5%
below
regulatory level.

Expand
Transmission
assets
(~500km).

Proactiveness with the regulator.



Strengthen positioning in the most profitable segments.

Active management of contracts.

Excellence in risk management.

Agile operational model.

Expand offer of attractive products.



Develop projects of new solar farms with capex of ~R\$ 1 billion.

Trading model and digitalized client service.

Sustainability of the GD Model



Potentialize the business and improve governance. investing R\$ 1 billion in five years.



Disinvest other businesses (including minority holdings and jointly-controlled entities).



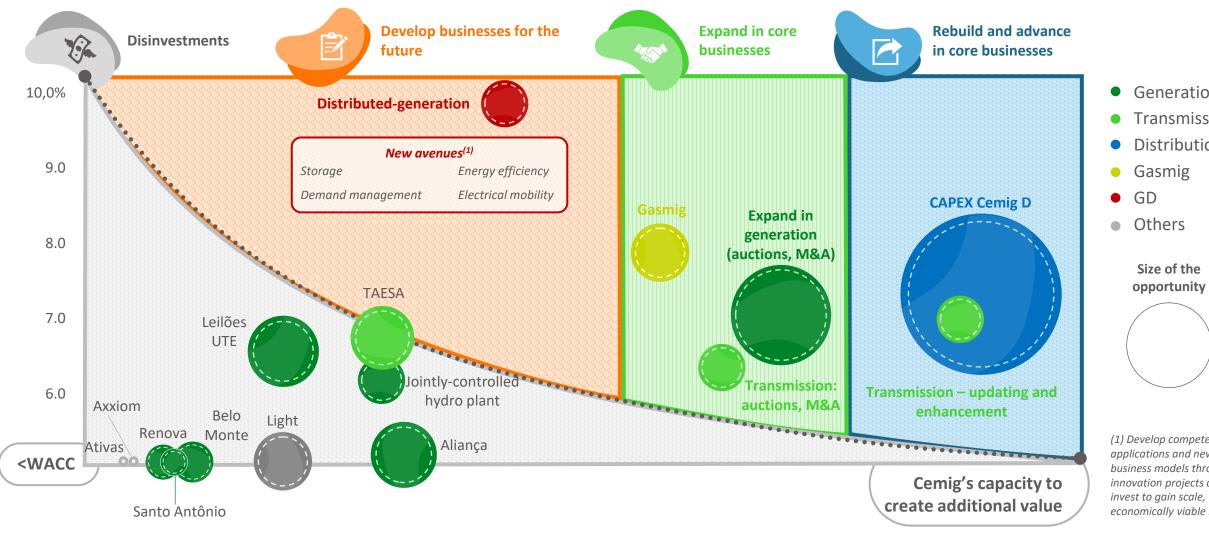
Invest R\$ 0.5 billion in new growth avenues and opportunities to increase efficiency of present businesses.

Modernize platforms and infrastructure, with capex of R\$ 0.7 billion

## Focus and Win strategy - Capital allocation



#### Market attractiveness | Expected ROIC or IRR



- Generation
- Transmission
- Distribution
- Gasmig
- GD
- Others

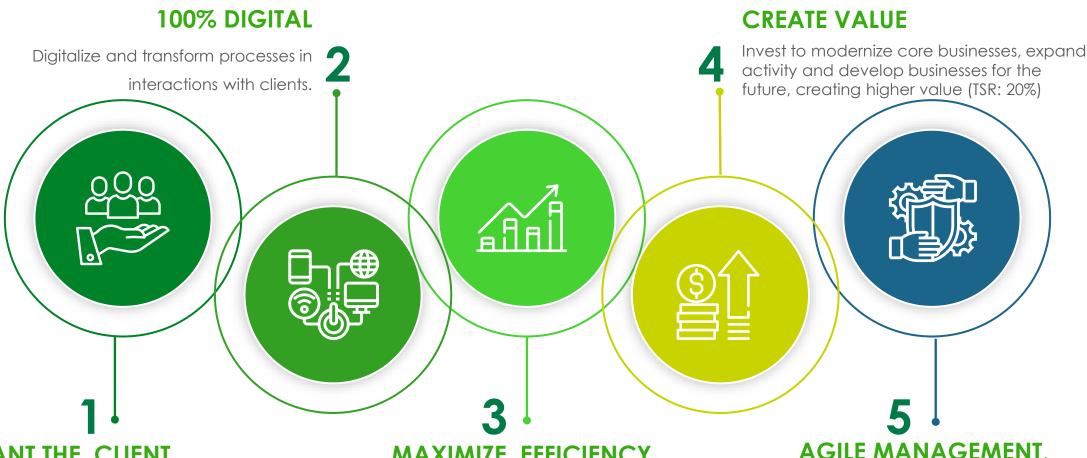
Size of the opportunity



## **Accelerating Cemig's transformation**



Focus on Cemig D and GT: lead in customer satisfaction and safety; achieve regulatory efficiency levels, through management with a modern, sustainable and private logic, TSR of 20%, making investments of around R\$22.5 billion with a focus on Minas Gerais



#### **ENCHANT THE CLIENT**

Transform the client's experience to achieve top position in client satisfaction (NPS: top 3; IASC: score 80)

#### **MAXIMIZE EFFICIENCY**

Increase profit of current businesses, with Ebitda impact of R\$ 600mn and risks reduction.

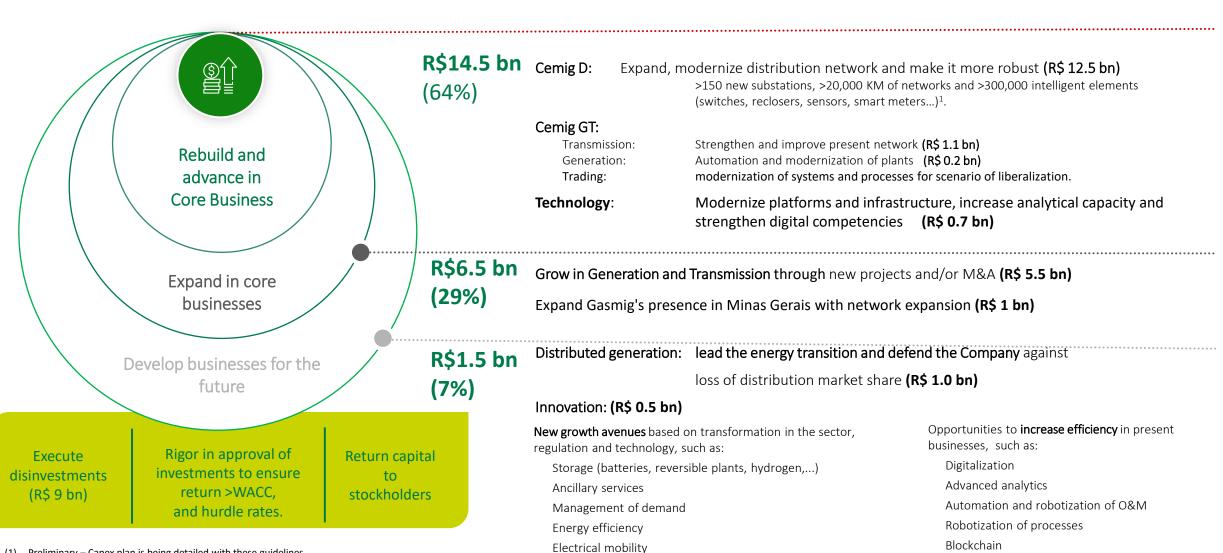
## AGILE MANAGEMENT, WITH SECURITY

Implement modern, private-sector, sustainable management principles, and culture of results.

## Investments



Cemig will invest ~R\$ 22.5 bn in next 5 years to strengthen and expand present businesses and explore new opportunities



## Investment program – execution



Investment of **R\$1.19 bn** in 1 H22

✓ **R\$697 mn** in 2Q22



#### **DISTRIBUTION**

#### R\$990 mn

Investments in maintenance and modernization of the electricity system



#### **TRANSMISSION**

#### R\$132 mn

Strengthening and upgrading

– with increase in RAP



#### **GENERATION**

#### R\$38 mn

Expansion and modernization of plants



#### **INVESTMENTS OF GASMIG**

#### **R\$28 mn**

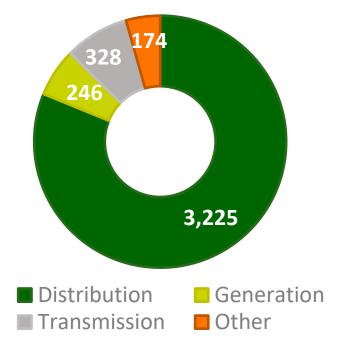
Infrastructure and other

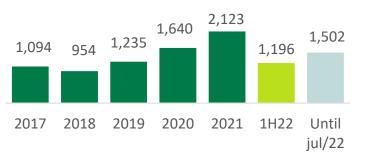


## Cemig D invested R\$283 mn in July 2022

Execution of investment program expected to accelerate in 2H22

# Investment planned for 2022 R\$ 3.97 billion





# Mais Energia Program - ("more energy")



The Mais Energia program will amplify Cemig's transformation capacity, providing more quality, safety and reliability in the system to meet clients' needs.



#### 200 new substations

bringing the total to 615 in operation until 2027



Total investment of **R\$ 5 bn** by 2027



8.9 million clients benefited



Click here to see map of Cemig's substations.

https://geo.cemig.com.br/programa-mais-energia/

## The Minas Three - phase program



Better **Reliability** and **Quality** in service to clients in the countryside



Conversion of these networks from **single-phase** to **three-phase**Interconnections for operational flexibilities and automation of protection systems



Transforming subsistence agriculture into agribusiness

• Making more energy available for development of the countryside areas of Minas Gerais



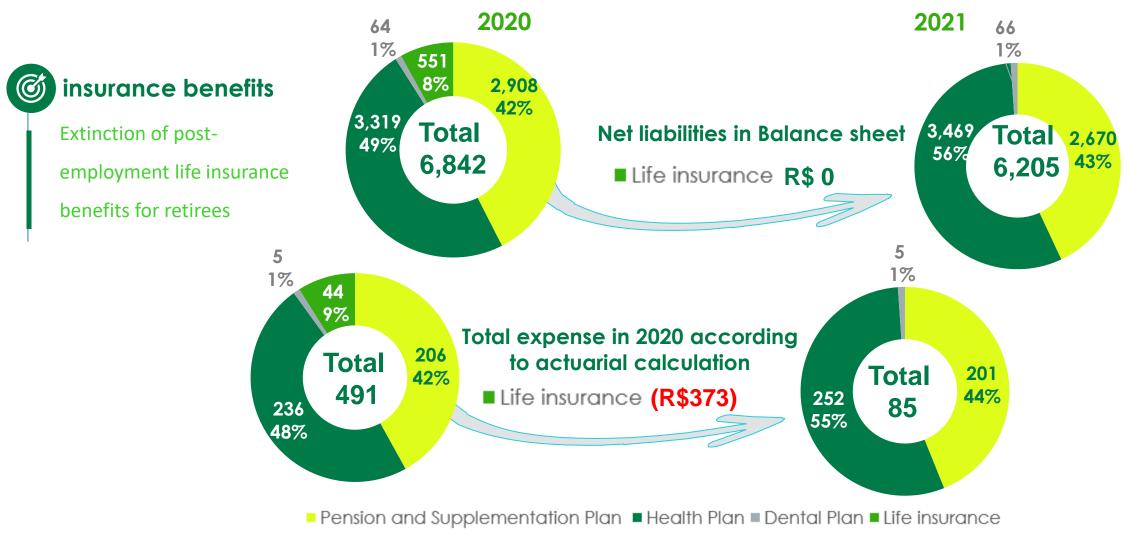
Total investment planned from 2021 through 2027: R\$ 1.8 bn

## **Post-retirement**



Reduction in post-employment expenses in line with our strategic planning

R\$ mn



Studies for adaptation of the pension and health plans, to reduce actuarial risk and obligations.



## **Cemig Distribution**





Transform Cemig D into a benchmark for the distribution sector and an inducer of development of the state of Minas Gerais: Leader in client experience (top 3 in NPS) and safety – with performance at least at regulatory levels (increase Ebitda by R\$ 1bn, DEC at 95% of regulatory limit, FEC at 70% of regulatory limit) – prepared for the future through investments in smart grids, smart networks, digitalization and analytical capacity. Capex R\$12.5 bn (2021-2025)





#### **Center on the client:**

transform their experience, investing in digitalization.



# Increase operational efficiency, applying innovative and technological solutions to keep costs below regulatory levels.



Be an inducer of market expansion, through the increase in investments, to create a virtuous cycle of expanded regulatory remuneration and improvement of performance.

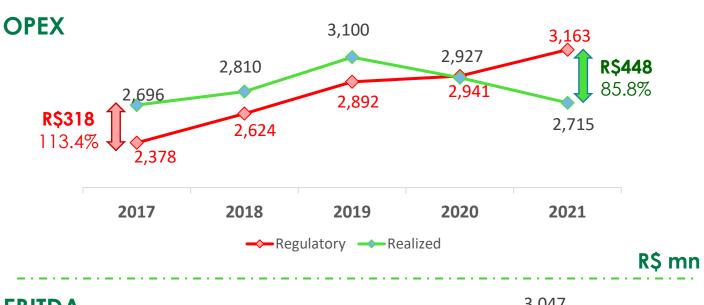


Optimize management of revenue making maximum use of analytical and data capacity to reach regulatory levels of power losses and default.

## Cemig D - Opex and Ebitda x regulatory level











Regulatory Opex and Ebitda within regulatory parameters – annual basis

## Cemig D - Combating default



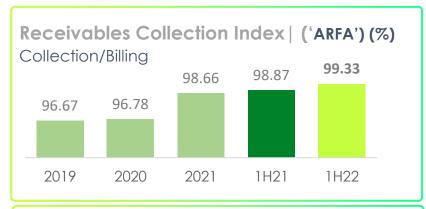
Our Collection/Billing index ('ARFA') reached a record of 99.59% in May 2022, resulting from issuing receipts via **digital channels**.

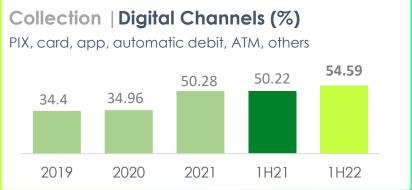
Change in the collection mix reduced costs by 6.74% in 1H22.

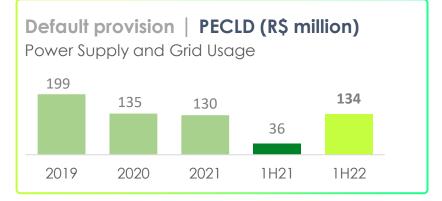
Management of default is still challenging, as Cemig works to comply with the regulatory coverage indices:

- √ 405,000 disconnections of supply in 2Q22 22.5% more than in
  2Q21
- ✓ Total disconnections expected in 2022: 1.9 million

Conversion of irregular connections to billing generated revenue of **R\$ 56 mn (56%** more than in 2Q21).



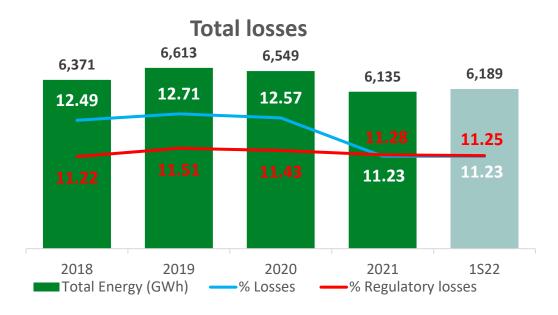




## Cemig D – Energy losses 1S22



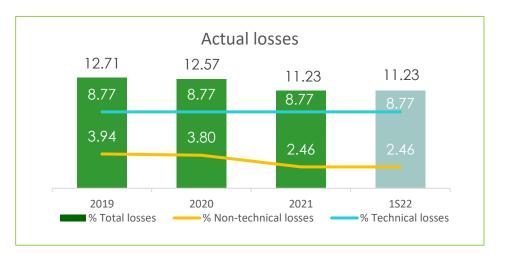
Positive results achieved in combating losses

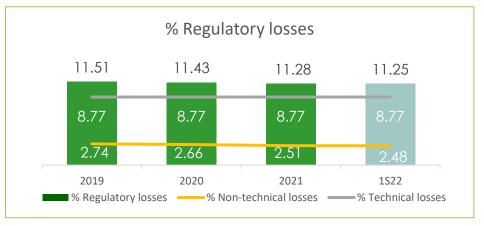


#### Main initiatives

- 230,000 obsolete meters replaced
- **150,000** conventional meters replaced by smart meters
- 15,000 clandestine connections regularized
- Success index in client inspections, increasing from 27% in 1H21 to **48%** in 1H22

**Aim** to continue achieving better levels than the regulatory parameters >>





## Cemig D market evolution







#### Injected energy DG – GWh



increased significantly



5,8% Energy injected

Represented the Distributed Generation of the total energy consumed in Cemig's concession area

## Tariff Review and Readjustment



Aneel approved tariff review in the Technical Note 45/2018

Regulatory asset base (RAB)	2013	2018
Remuneration Base – gross R\$	15,724	20,490
Remuneration Base – net R\$	5,849	8,906
Average depreciation rate	3.84 %	3.84%
WACC	7.51%	8.09%
Remuneration of the special obligations	-	149
CAIMI R\$	147	333
QRR R\$ - Depreciation (Gross RAB x Deprate)	590	787
Remuneration of capital R\$ (Net RAB x WACC)	587	1,236

Readjustments: in the last years (2020 and 2021), residential consumers have had zero increase in tariffs



**6** The tariff reviews occur every 5 years, and the next one will take place in May 2023



## Generation







Add ~1GW of installed capacity (~450 MW) by 2025, with investment of R\$4.5 billion focused on renewable sources and increasing efficiency of the portfolio





Add ~1GW of capacity (~450 MWaverage of physical guarantee) to Cemig's portfolio, through projects in hydroelectric, wind and solar sources with appropriate financial returns.



Increase operational efficiency, achieving market levels of PMSO.



**Disinvest in assets that destroy value** and have no opportunity for turnaround.



Be proactive with the regulator, promoting speed in the Generation agenda.

Renewal of concessions of the expiring plants

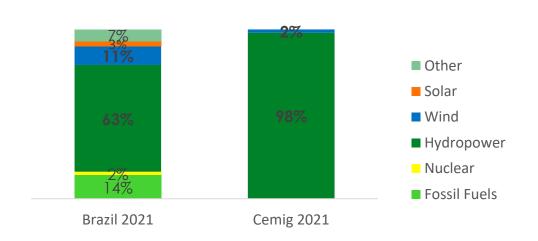
# **Energy Matrix -100% renewable**

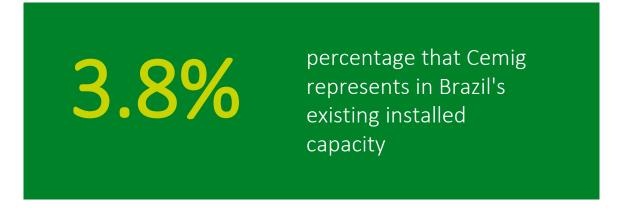


Source	Installed Capacity (MW)				
	2020	%	2019	%	
Hydro	5,969.4	98.18	5,903.4	98	
Wind	115.2	1.9	115.2	1.1	
Solar	1.4	0.02	1.4	0.02	
TOTAL	6,086.0	100	6,020.0	100	



### **Energy Matrix**





# **Expansion of generation**





Photovoltaic projects (More mature projects)

## **Under Development**

### a) Boa Esperança:

- 100 MWp and capex approximately R\$447 mn
- DRO (grant) issued
- Energizing planned end-2023.

### b)Três Marias Jusante

- 87 MWp estimated and capex approximately R\$377 mn
- DRO issued
- Energizing planned for end-2023

### **Under study**

#### a) Três Marias 1 (Floating):

- 60 MW and capex approximately
- DRO and environmental license issued

#### b) Cerrados 1, 2 e 3:

- 260 MW estimated and capex approximately
- Initial stage of studies



### Prospecting in innovation

- Develop trackers, floating photovoltaic plants and hybridization.
- Studies for use of new photovoltaic panel technologies.
- Produce green hydrogen in hydrolyzers from renewable sources.

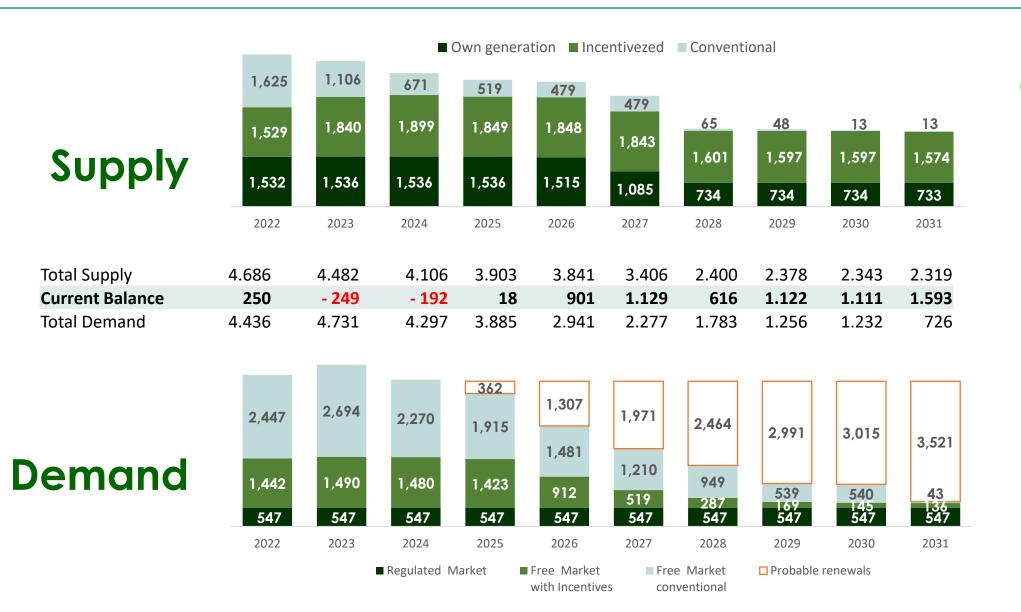






# Cemig group: Supply and demand



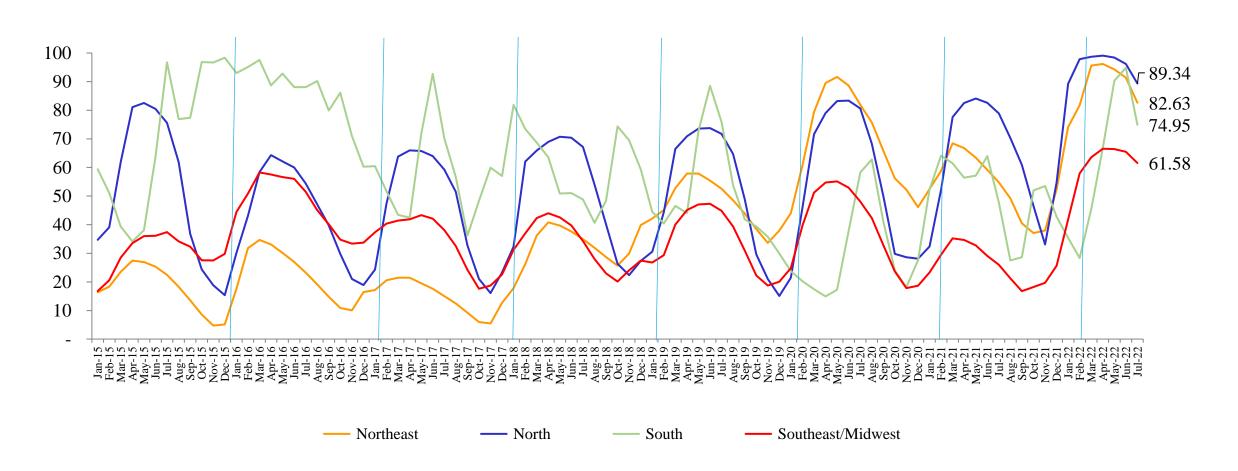


MW average
Updated
June 2022

# Level of reservoirs (%)



By region (%)\*

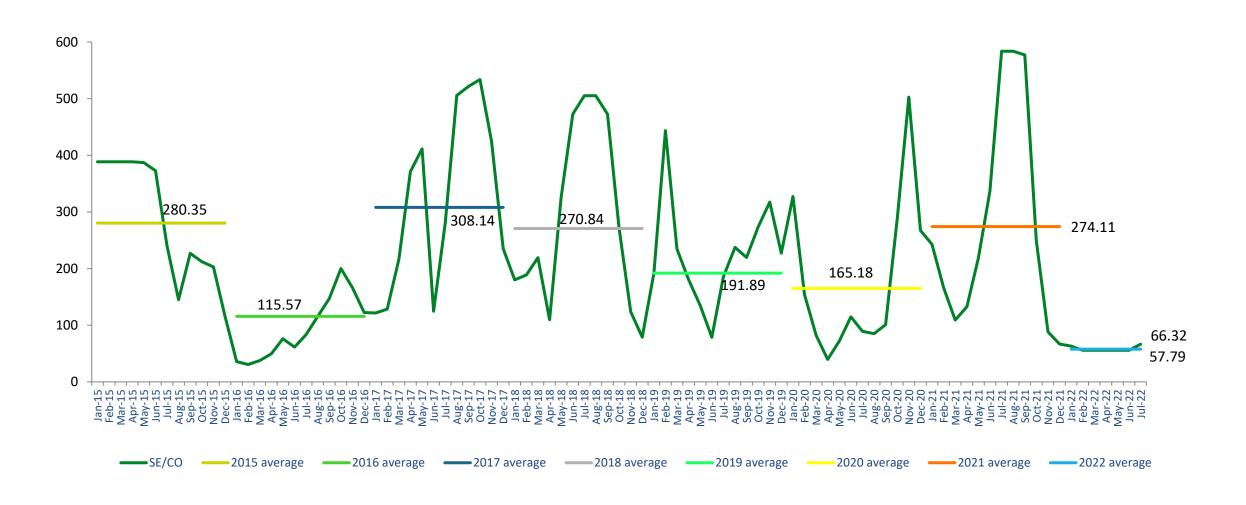


Source: <a href="http://www.ons.org.br">http://www.ons.org.br</a>

# Spot price



Brazil: eletricity spot price – monthly average (R\$/MWh)



## **Transmission**







Focus on investments in Updating and Enhancements (~R\$ 1.1bn), in new projects (~R\$ 1bn), and continuous improvement of efficiency, boosting share of transmission in MG. Expand portfolio of Transmission in Minas Gerais through auctions





Intensify plan for Updating and Enhancements to renew depreciated base through good investments (meeting deadlines, low financing cost, and returns above regulatory WACC).



Continue with operational efficiency, remaining within regulatory PMSO level.



Expand portfolio of Transmission in Minas Gerais through project auctions and M&A, to protect market share.



To be proactive with the regulator, speeding up the approval/launching of new projects

# **Transmission**



### RAP – Annual Permitted Revenue

Aneel Ratifying Resolution (REH) 3,067/2022 (2022–2023 cycle)					
Company	RA, R\$ '000	% Cemig	Cemig RAP, R\$ '000	Expiration	
Cemig	925,247	100.00%	925,247		
Cemig GT	810,629	100.00%	810,629	Dec. 2042	
Cemig Itajubá	75,310	100.00%	75,310	Oct. 2030	
Centroeste	30,575	100.00%	30,575	Mar. 2035	
Sete Lagoas	8,734	100.00%	8,734	Jun. 2041	
Taesa	3,453,500	21.68%	748,719		
TOTAL RAP – CEMIG			1,530,325		

REIMBURSEMENT FOR ASSETS – NATIONAL GRID					
R\$ '000 – per cycle	2020-2021	2021-2022	2022-2023	From 2023-2024, to 2027- 2028	
Economic	144,375	144,375	144,375	60,158	
Financial	332,489	88,662	129,953	275,556	
TOTAL	476,864	233,038	274,328	335,714	



### M&A:

Acquisition of Sete Lagoas Transmissora de Energia in July/21.



### **CEMIG**

participate in transmission auctions in 2022, seeking growth in this segment.

# Commercialization (Trading business)







Consolidate leadership in final clients, maintaining volume of 3.7GWaverage, with gross margin above 9%, adopting the best risk management practices in the sector, with highlight for client service (top 3 in NPS).





Seek **growth in profitable clients**,
offering experience
superior to competitors.



Incorporate 0.5 to 1.9 GW average at competitive prices by 2030, completing positions at moments of adequate margin, levering the image of an integrated company.



Adopt sector **best practices to monitor and manage all material risks**, giving the organization transparency.



**Develop digital channels** and adapt operational model



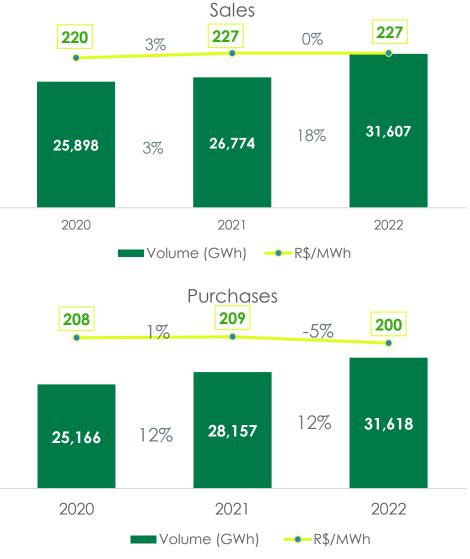
Adapt and expand offer of energy products and other commodities

# Commercialization (Trading business)



### Appropriate trading strategy brings positive results: increased market and margins

	2020	2021	2022
Revenue (R\$ mn)	5,692	6,070	7,172
Volume (GWh)	25,898	26,774	31,607
R\$/MWh	220	227	227
Purchase (R\$ mn)	-5,229	-5,893	-6,313
Volume (GWh)	25,166	28,157	31,618
R\$/MWh	208	209	200
Third parties	-3,972	-4,599	-5,272
Volume (GWh)	18,829	20,721	25,315
R\$/MWh	211	222	208
Own generation (Cemig)	-1,257	-1,294	-1,041
Volume (GWh)	6,336	7,436	6,303
R\$/MWh	198	174	165
Other (R\$ mn)	-72	158	-248
Taxes (R\$ mn)	-36	-31	-56
Margin (R\$ mn)	355	305	554
Margin, %	6.2	5.0	7.7



Note: Prices include taxes except for ICMS



# Strategy summary – Gasmig





Ø

Strengthen the presence of Gasmig in Minas Gerais, with investment of R\$ 1 billion by 2025, with greater management and governance transparency, acting to increase commercial efficiency and expansion of the network – increasing Ebitda by ~R\$ 318 million in 2025





Prepare Gasmig for IPO, with a view to greater efficiency, efficacy and transparency of management.



Increase saturation of the existing network expanding the client base of the urban segment



**Expand the HDPE and steel network,** reaching selected major urban centers, investing in service to large industrial clients



Expansion in the Free Market through trading in gas



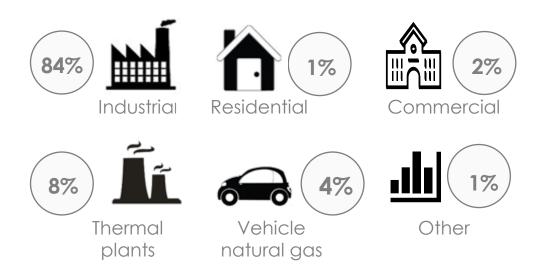
Actively monitor **new regulatory frameworks** in close cooperation with the regulator

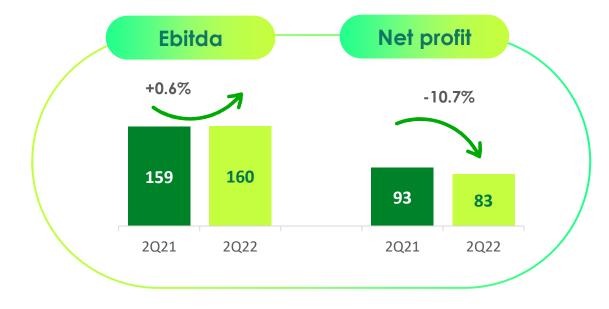




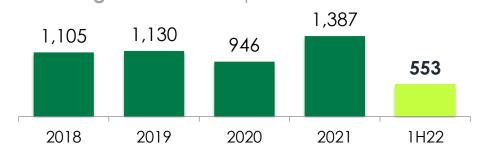
## Gasmig continues to deliver consistent results in 2Q2022

### Segments served | % of Volume in m<sup>3</sup>





### Natural gas volume sold | Million m<sup>3</sup>





"Gasmig supplies an average daily volume of **2.8 million m**<sup>3</sup>"



# Strategy summary – Distributed generation







To reach a strong position in Distributed Generation, with focus on Minas Gerais State: investing R\$ 1 billion by 2025, in Distributed Generation projects from verticalized solar farms (equivalent to 275 MWp), with IRR equivalent to the market average – ensuring a significant market share (~30%) in solar farms in Minas Gerais, with annual Ebitda of R\$ 170 million.



#### WHERE TO PLAY

**Focus on Minas Gerais** 

Operate exclusively in solar farms

(verticalized operator)

Other products and services – less priority

Evolve competencies to operate in a majority stockholder structure model

Develop solar farm projects in DG,

organically or through acquisition of assets, leveraging Cemig's internal capacities HOW to WIN?

Establish a digitalized model for trading and optimized client service, seeking to operate with the minimum viable structure

Intervene to make DG entry model sustainable in the long term (i.e. with benefits appropriately included in the tariff model).

# **Distributed Generation**



## Subscription Energy – how does it work?



#### #01

Our solar farms are installed in places where there is abundant strong sun at various locations in Minas Gerais State.





#### #02

On each farm, hundreds of photovoltaic panels capture sunlight and transform it into electricity



#### #03

You contract an allocation from our solar farms and the energy reaches your company, home or condominium, wherever it is, through the electricity distributors



#### #04

That's it! Your discount is deducted on your electricity bill. If the power that is contracted is not used, it is carried over to the next month







## WHY INVEST IN CEMIG?



Brazil's largest integrated power company



Turnaround already reflecting in the results



Solid expansion plan with well-defined goals



Robust governance, with clear accountability for results



Dividend policy with a minimum payout of 50%



Customer focus, competitiveness and efficiency





# **Investor Relations**

Phone +55 31 3506-5024 ri@cemig.com.br http:/ri.cemig.com.br

