

# enersis 9M 2013 results

## Highlights

**Net income attributable to shareholders increased by 77% to about US\$ 1 bn and already represents about 58% of total net income (vs. 42% last year)**

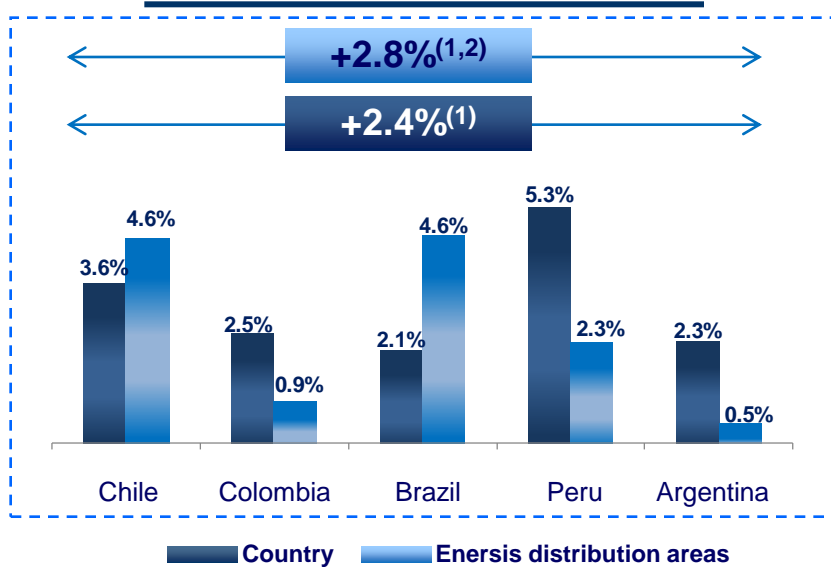
**Overall EBITDA increased by 12%, reaching US\$ 3.3 bn thanks to the positive result of our efforts in Argentina in generation and distribution, and a more efficient generation mix**

**Average demand growth in our concession areas in LatAm continues to expand at a rate of about 3%**

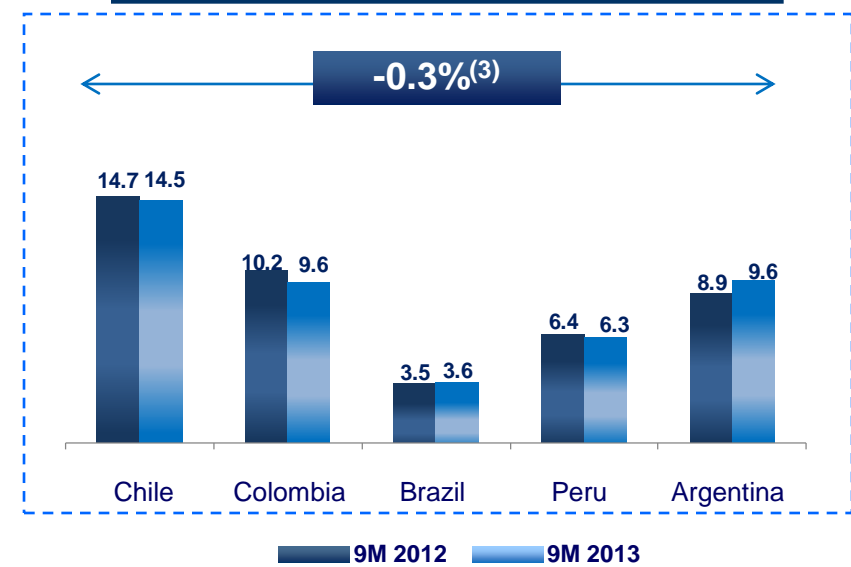
**Drought year to date continues to be balanced thanks to new coal production, higher CCGT dispatching and better sourcing on LNG costs**

# Business context in 9M 2013

## Demand (%)



## Generation Output (TWh)

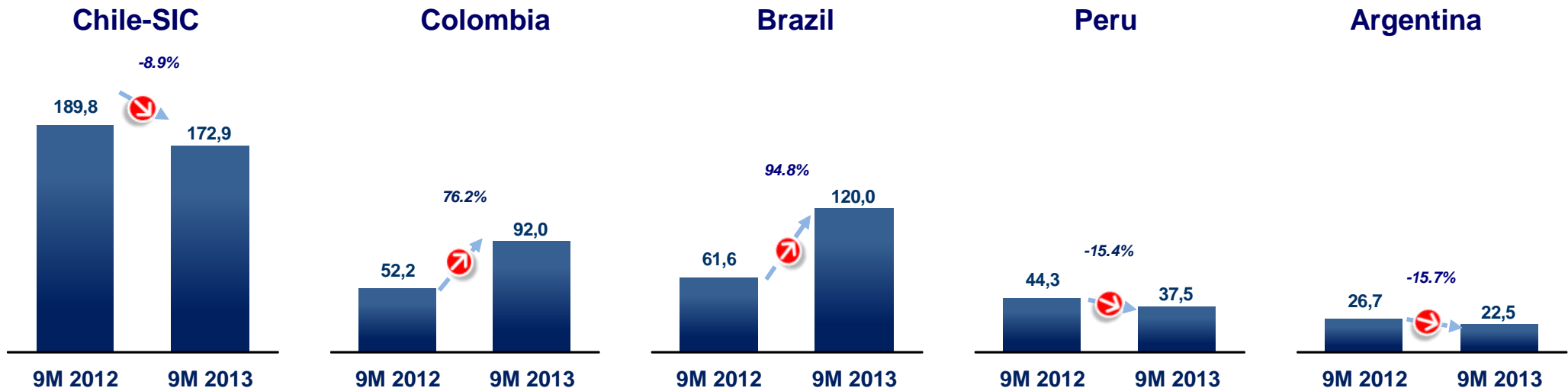


1. Average growth weighted by TWh (not adjusted)  
2. Tolls and unbilled consumption not included (net of losses)

3. Average

(1) Average growth weighted by production

## Average spot prices (US\$/MWh)



## Financial highlights

Ch\$ Million <sup>(1)</sup>	9M 2013	9M 2012	Change	9M 2013 Th US\$
<b>Revenues</b>	4,593,455	4,837,870	<b>-5.1%</b>	9,410
<b>Costs</b>	-2,959,310	-3,382,344	<b>-12.5%</b>	-6,063
<b>EBITDA</b>	1,634,145	1,455,525	<b>12.3%</b>	3,348
<b>EBIT</b>	1,248,759	1,107,666	<b>12.7%</b>	2,558
<b>Net income</b>	802,624	633,924	<b>26.6%</b>	1,644
<b>Attributable to shareholders of Enersis</b>	467,901	264,557	<b>76.9%</b>	959
<b>Net Debt</b> <sup>(2)</sup>	1,598,023	2,576,515 <sup>(3)</sup>	<b>-38.0%</b>	3,169

<sup>1</sup> Under IFRS, Enersis has adopted the Chilean peso as the functional currency. Comparisons between periods are made under Chilean pesos.

The average exchange rate for the period January – September 2013 was 488.13 CLP/USD, and the exchange rate as of September 30, 2013 was 504.2 CLP/USD.

<sup>2</sup> Net debt considers “Other current financial assets” (“Inversiones mantenidas hasta el vencimiento” + “Activos financieros a valor razonable con cambio en resultados”), linked to investments in financial instruments with maturity over 90 days. Refer to Note 6 of the financial statements for further disclosure.

<sup>3</sup> Net debt as of Dec. 31, 2012.

## From EBIT to net income

Ch\$ Million <sup>(1)</sup>	9M 2013	9M 2012	Change	9M 2013 Th US\$
<b>EBIT</b>	1,248,759	1,107,666	<b>12.7%</b>	2,558
<b>Net Financial Expense</b>	-142,715	-238,430	<b>-40.1%</b>	-292
Interest Expense	-312,267	-337,794	<b>-7.6%</b>	-640
Other	169,553	99,364	<b>70.6%</b>	347
<b>Net Income from Equity Investments</b>	14,636	22,270	<b>-34.3%</b>	30
<b>EBT</b>	1,133,863	896,008	<b>26.5%</b>	2,323
<b>Income Tax</b>	-331,238	-262,084	<b>26.4%</b>	-679
<b>Net Income</b>	802,624	633,924	<b>26.6%</b>	1,644
<b>Attributable to non-controlling interests</b>	334,724	369,366	<b>-9.4%</b>	686
<b>Attributable to shareholders of Enersis</b>	467,901	264,557	<b>76.9%</b>	959

<sup>1</sup> Under IFRS, Enersis has adopted the Chilean peso as the functional currency. Comparisons between periods are made under Chilean pesos.

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## Regulation update

### Peru

- Edelnor tariff review:
  - 1.2% VAD increase according to OSINERGMIN resolution dated October 15<sup>th</sup>
  - Final tariff to apply from Nov. 2013
  - Next tariff review: Nov. 2017

### Brazil

- Still affected by extracosts in Distribution
  - Until today a part of the incremental energy purchase costs has not been recognized yet in the distribution companies tariffs.

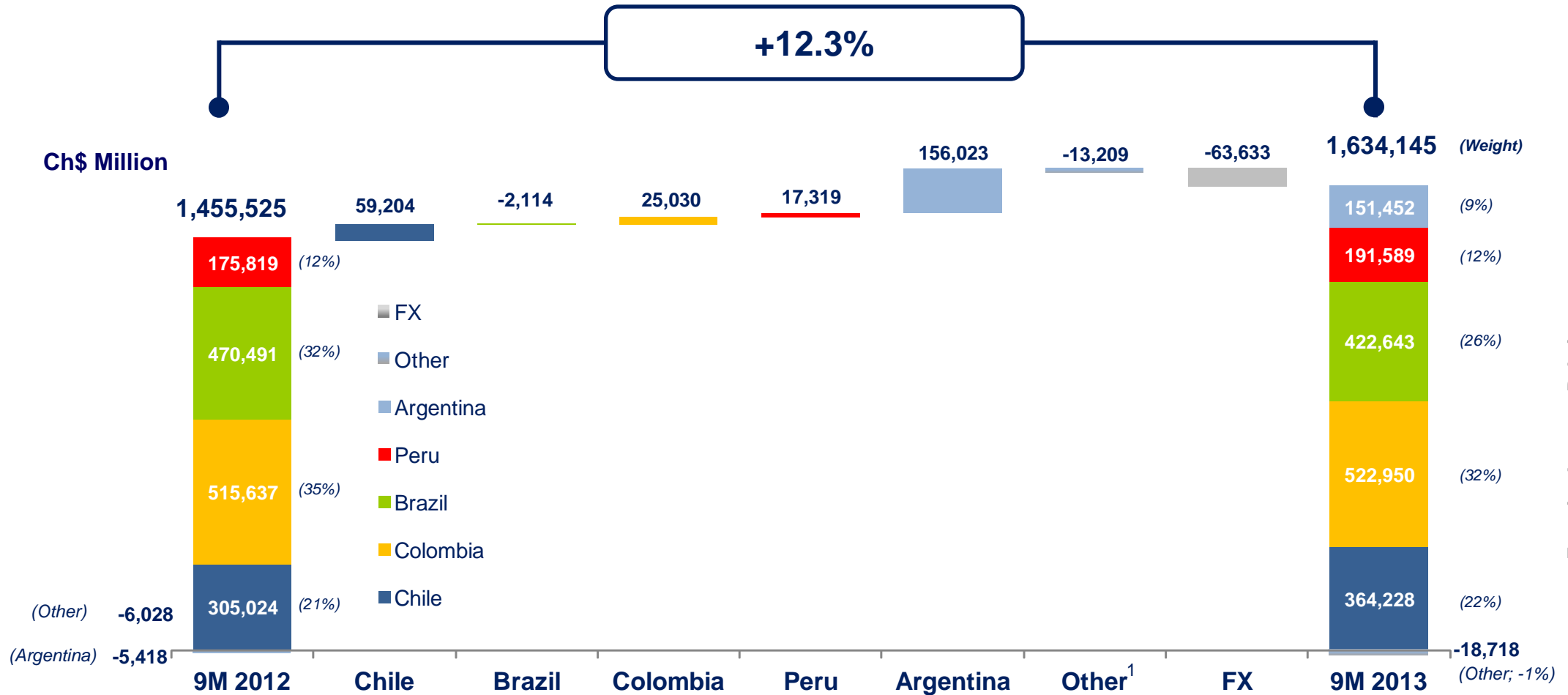
### Chile

- 20-2025 non-conventional renewable energy (NCRE) Law:
  - Approval on October 14<sup>th</sup>
  - 20-2025 targets to be gradually applied for new supply contracts signed from July 2013
  - Government reserves the right to call auction in case target is not met
- Concessions Law (Transmission)
  - Approval on October 14<sup>th</sup>
  - Aims to reduce timing and streamline granting process
  - Beneficial for the entire transmission system and supports new NCRE additions
- SIC-SING
  - Government committed to pass the Law before end of term, allowing private and public development

### Argentina

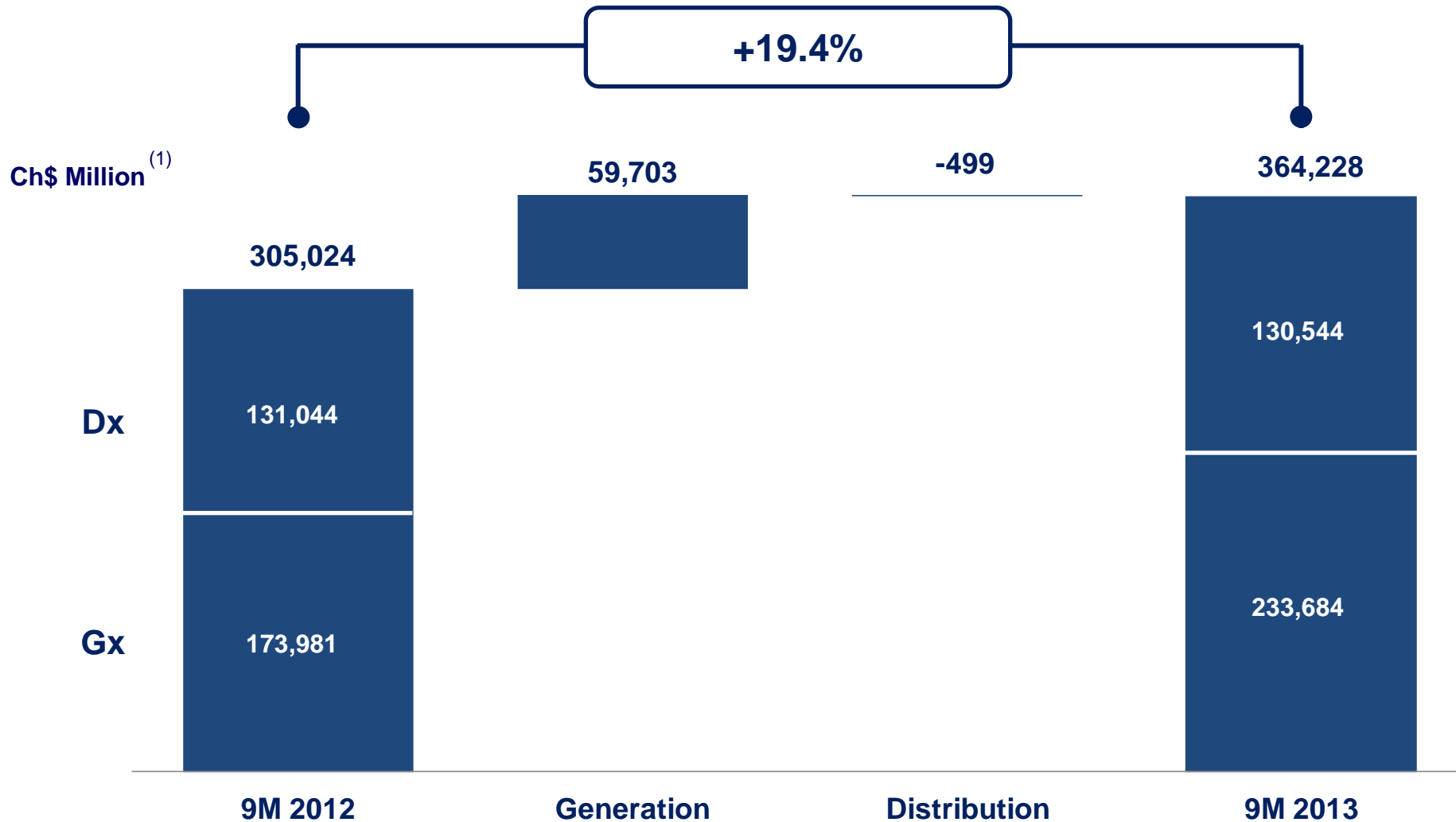
- Resolution 95/2013:
  - Scheme to pay fixed costs and variable costs, with a stipulation for additional remuneration
  - CAMMESA will take over management of fuels and long-term market management
  - This measure applies retroactively from February 2013

# EBITDA evolution LatAm



<sup>1</sup> Other: Holding and consolidation adjustments

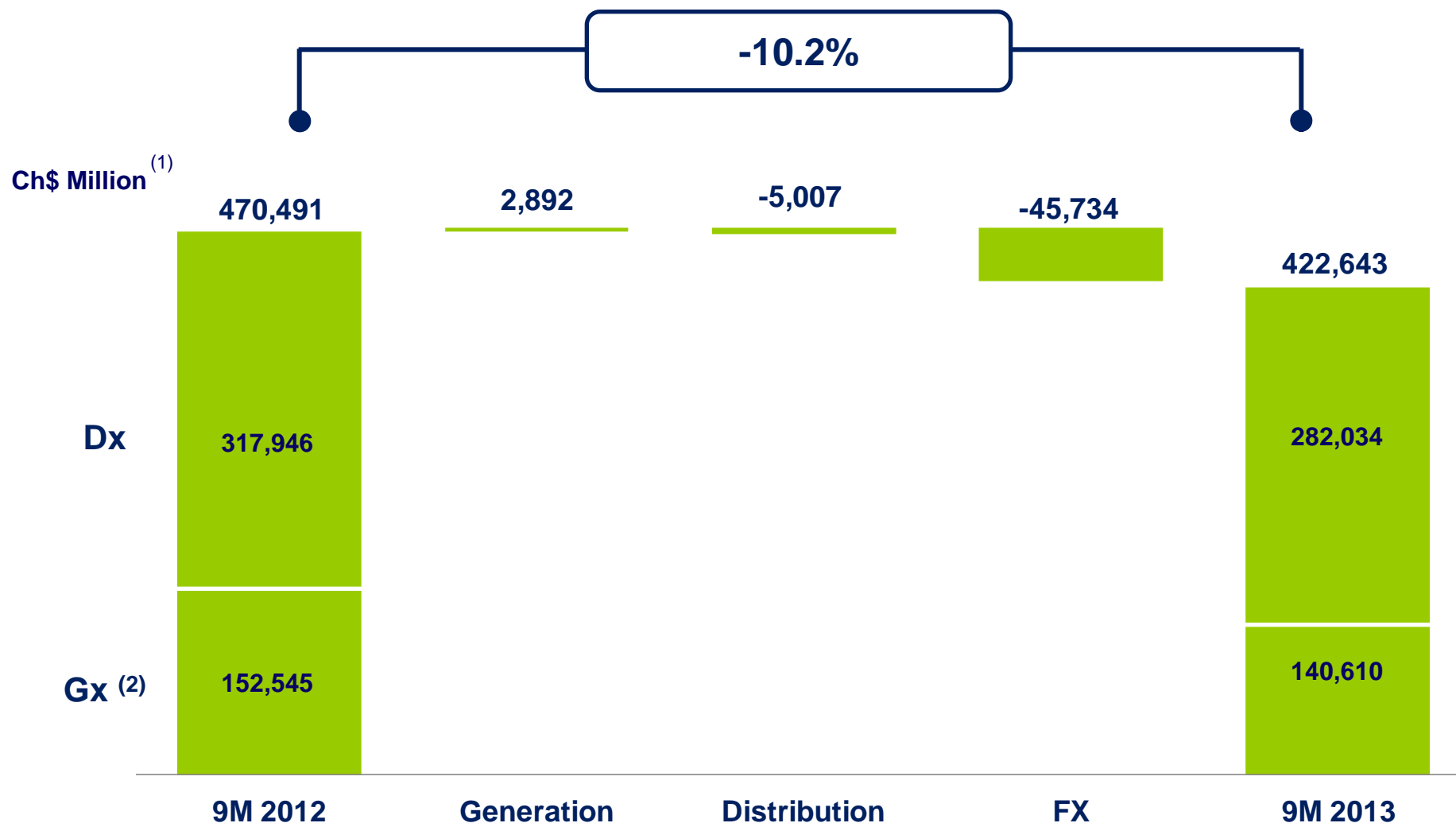
## EBITDA - Chile evolution



<sup>1</sup> Figures differ from data published in financial statements ("Nota Segmentos") due to the elimination of investment vehicles and the corresponding consolidation adjustments.



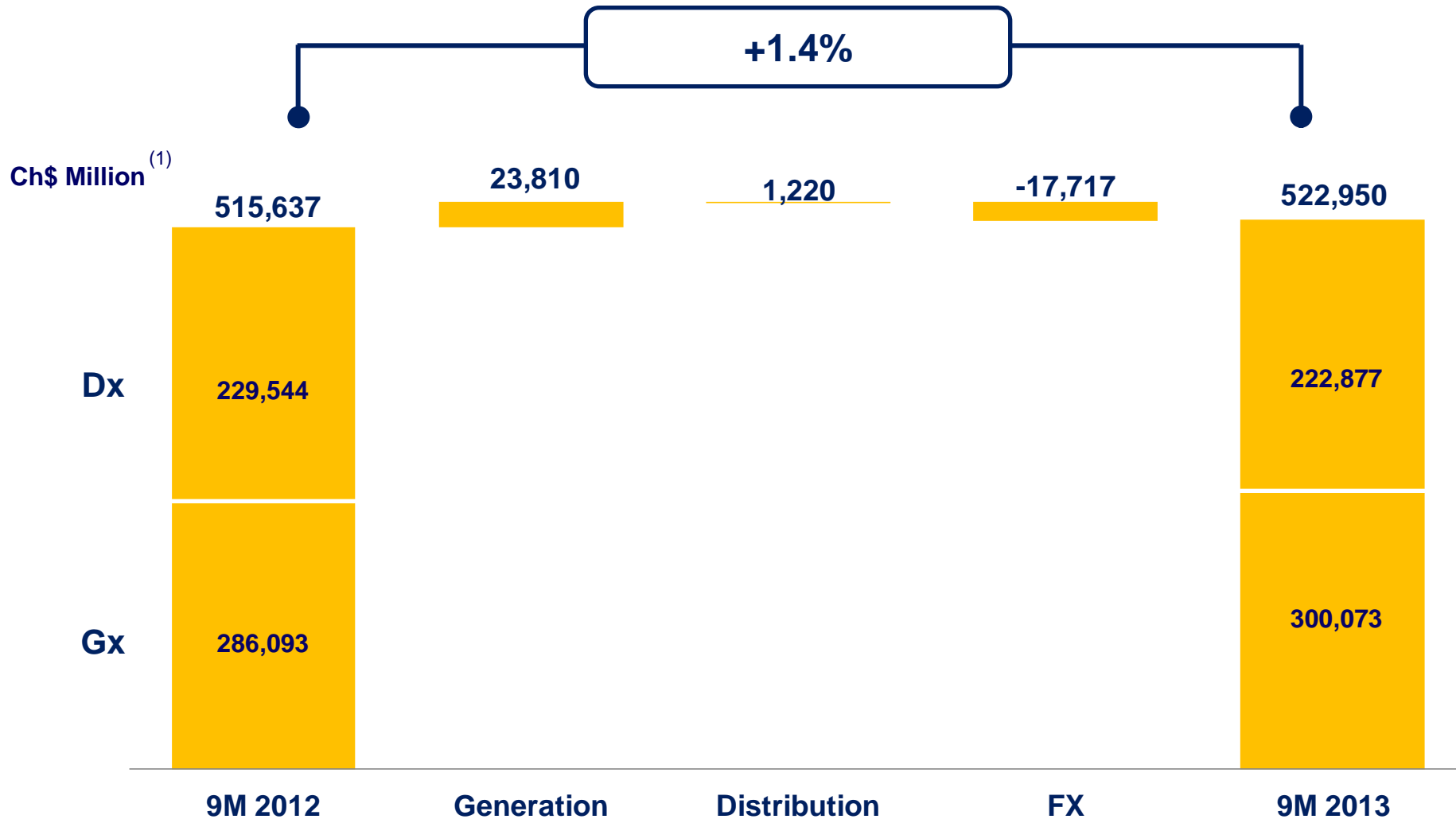
## EBITDA – Brazil evolution



*1 Figures differ from data published in financial statements ("Nota Segmentos") due to the elimination of investment vehicles and the corresponding consolidation adjustments. Foreign exchange effect calculated for presentation purposes. The effect of translating the financial statements from Brazilian reais to Chilean pesos in both periods was a 9.7% reduction in Chilean peso terms in September 2013 when compared to September 2012.*

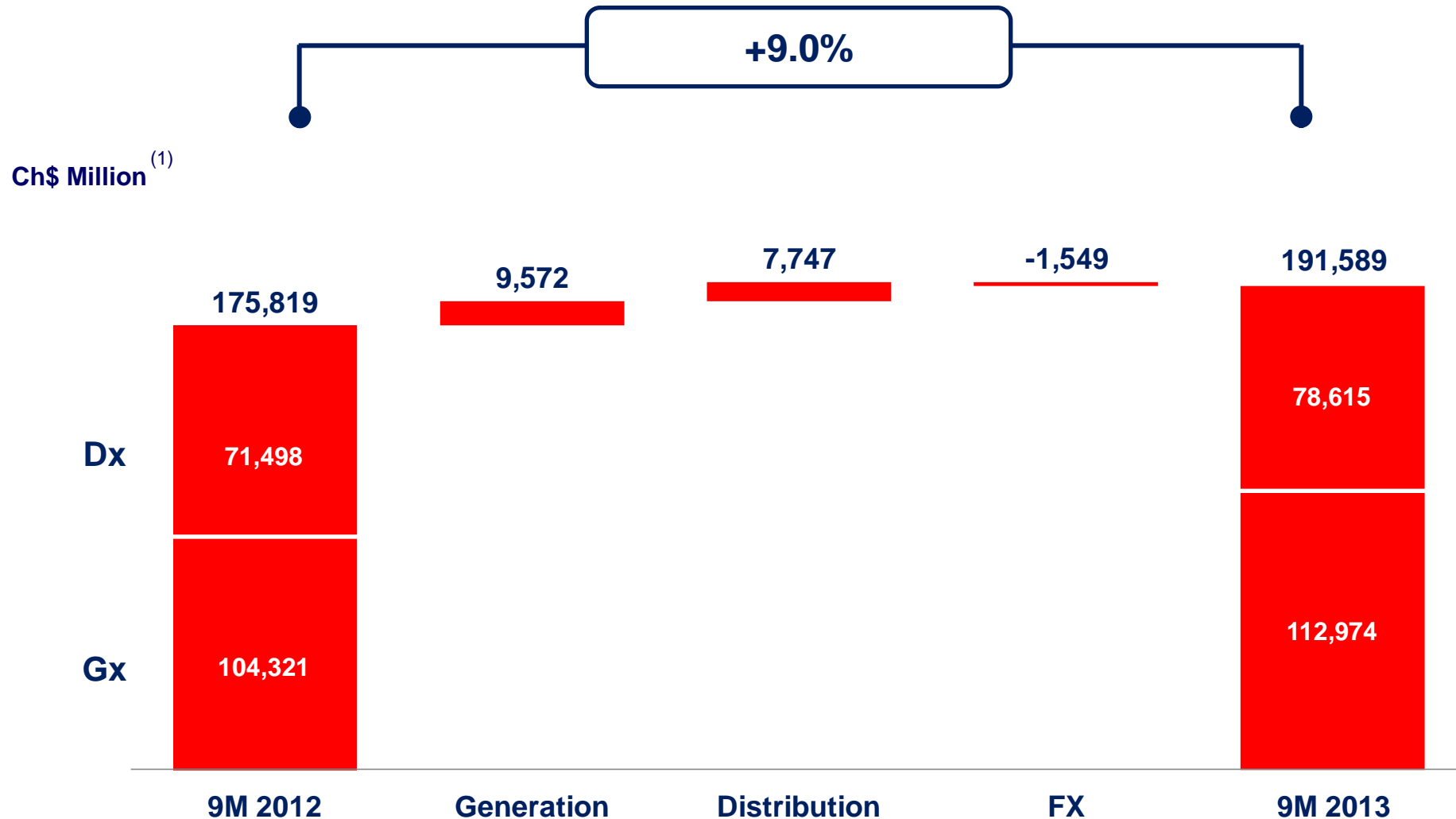
*2 Includes CIEN.*

## EBITDA – Colombia evolution



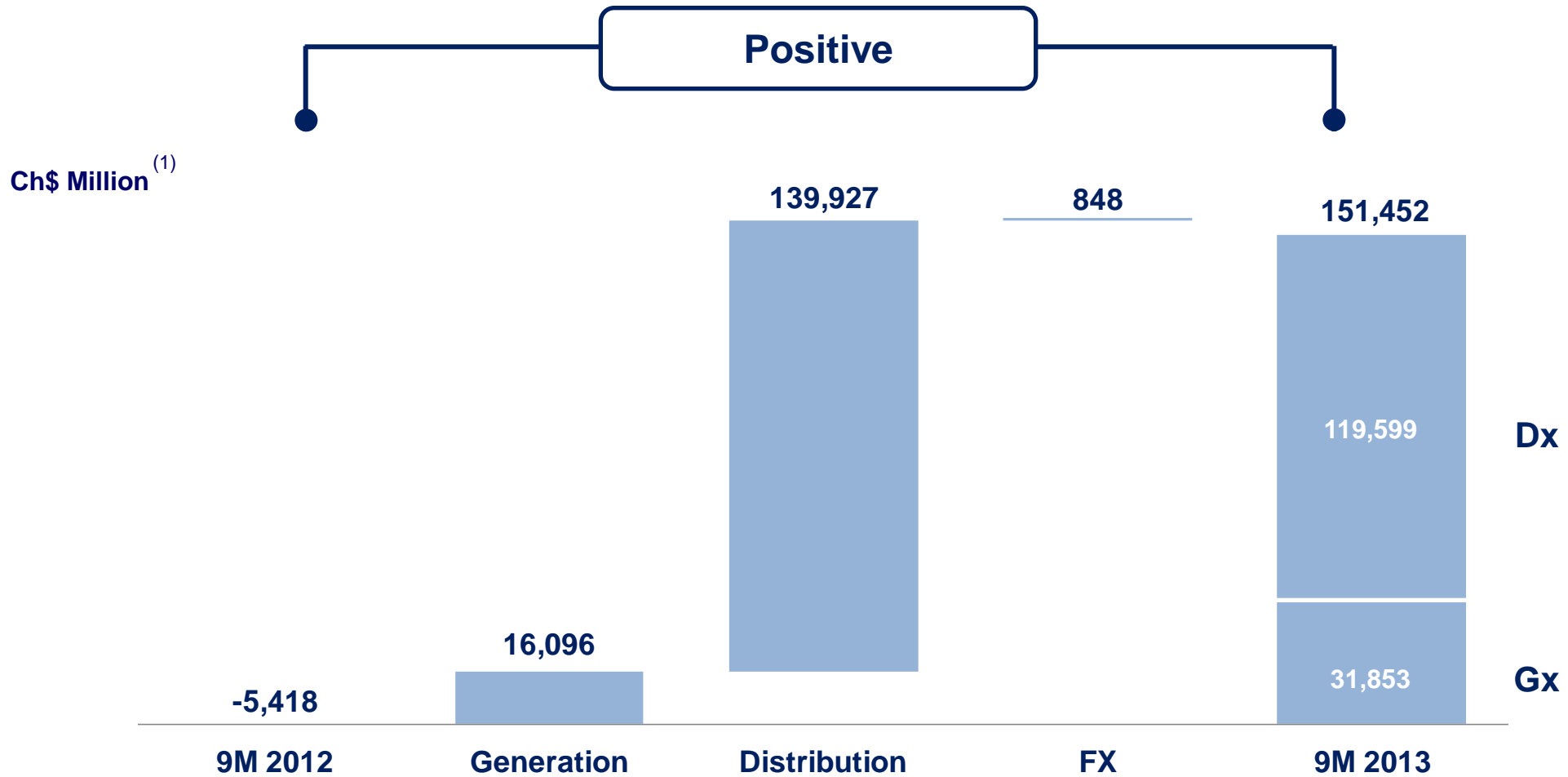
*1 Figures differ from data published in financial statements ("Nota Segmentos") due to the elimination of investment vehicles and the corresponding consolidation adjustments. Foreign exchange effect calculated for presentation purposes. The effect of translating the financial statements from Colombian pesos to Chilean pesos in both periods resulted in a 3.4% decline in Chilean peso terms in September 2013, when compared to September 2012.*

## EBITDA – Peru evolution



*1 Figures differ from data published in financial statements ("Nota Segmentos") due to the elimination of investment vehicles and the corresponding consolidation adjustments. Foreign exchange effect calculated for presentation purposes. The effect of translating the financial statements from Peruvian soles to Chilean pesos in both periods resulted in a 0.7% decline in Chilean peso terms in September 2013, when compared to September 2012.*

# EBITDA – Argentina evolution



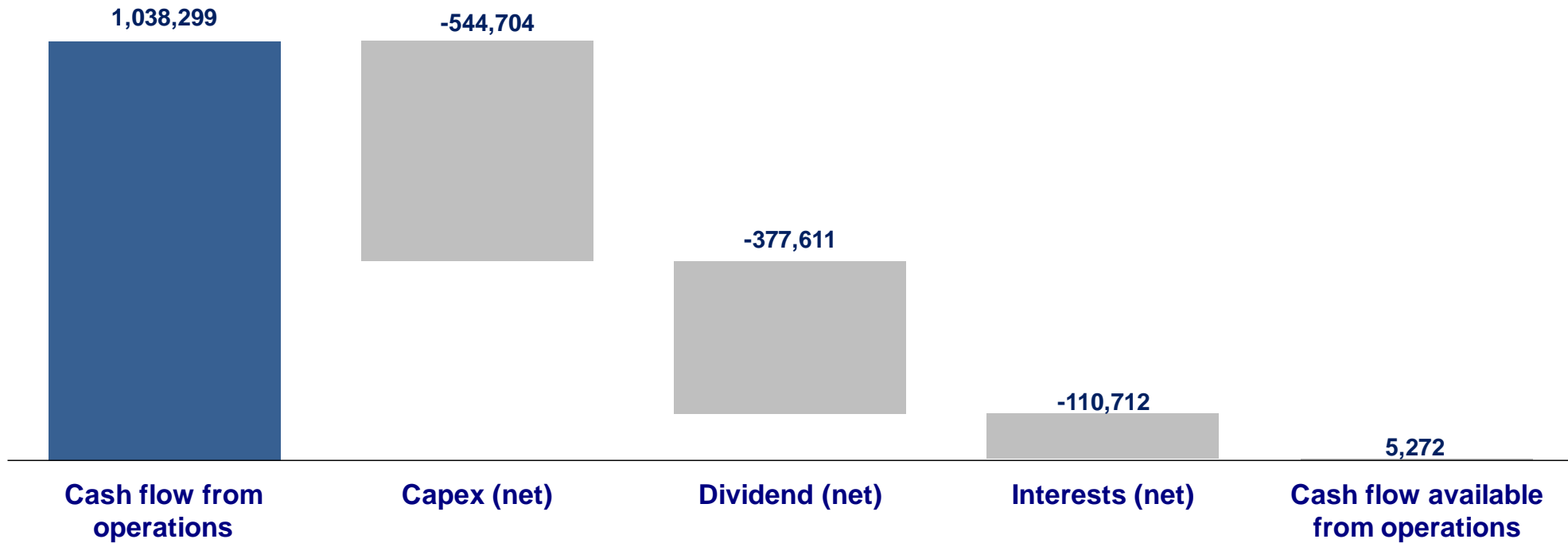
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*1 Figures differ from data published in financial statements ("Nota Segmentos") due to the elimination of investment vehicles and the corresponding consolidation adjustments. Foreign exchange effect calculated for presentation purposes. The effect of translating the financial statements from Argentine pesos to Chilean pesos in both periods led to a 15.7% decrease in Chilean pesos in September 2013, as compared to September 2012.*

# A solid financial position

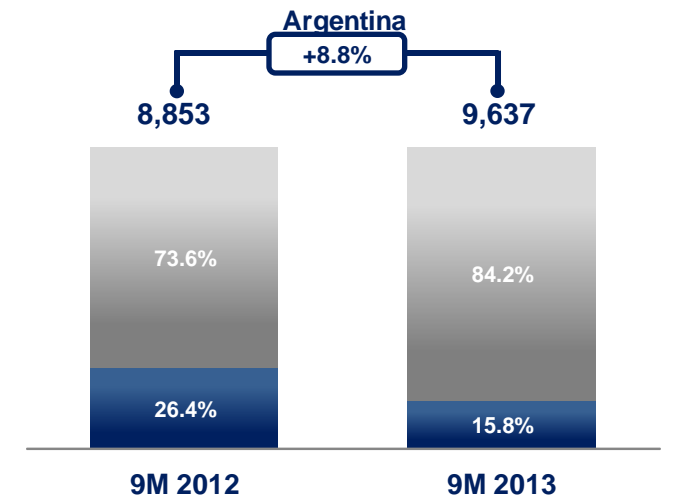
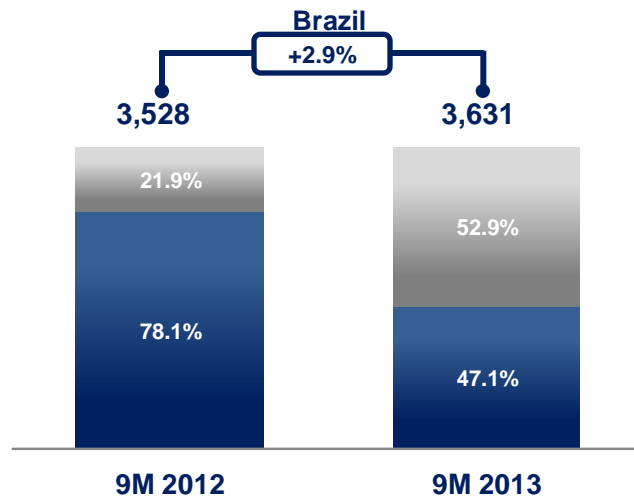
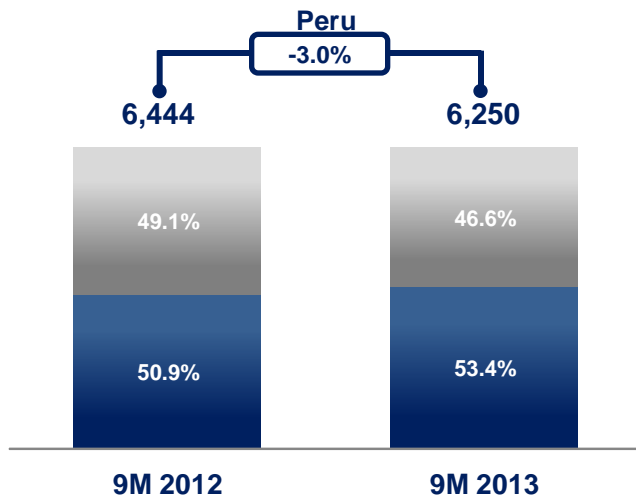
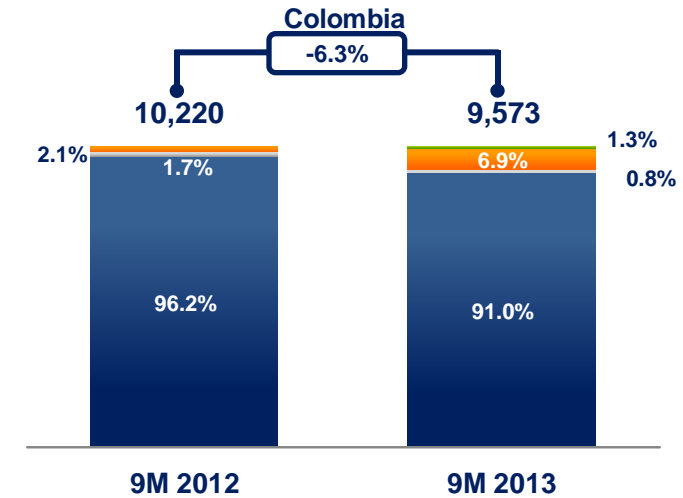
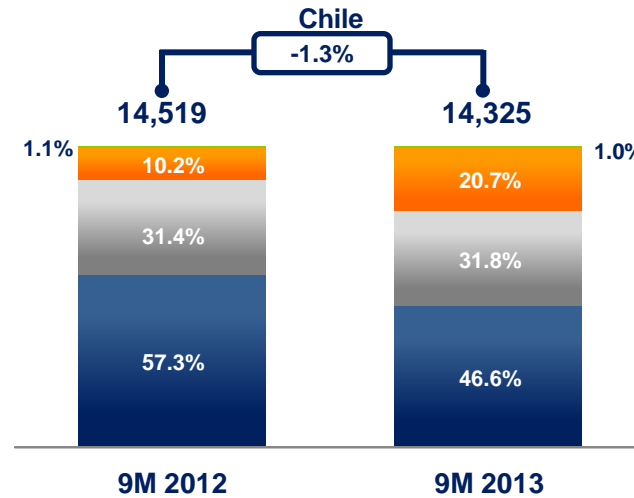
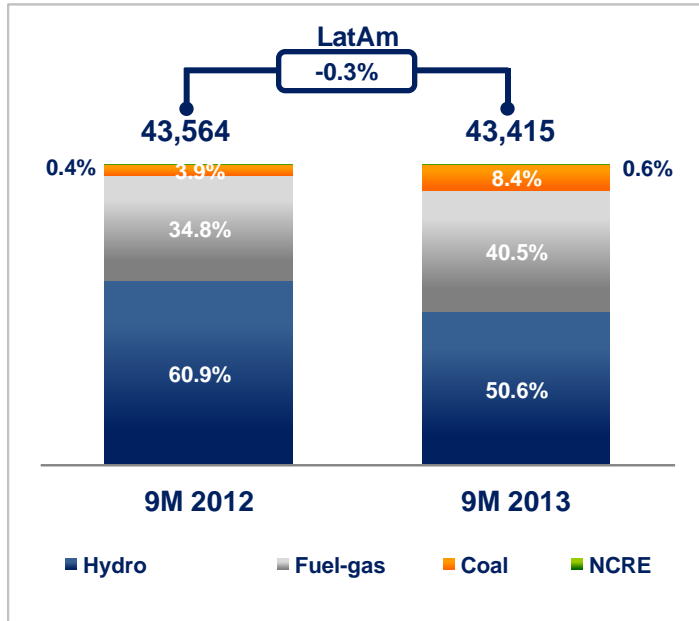
## Cash flow YTD

Ch\$ Million



**annexes**

# Production mix (TWh)



## 9M 2013 Net installed capacity: breakdown by source and location

<b>MW</b>	<b>Hydro</b>	<b>Oil-Gas</b>	<b>Coal</b>	<b>NCRE</b>	<b>Total</b>
Chile	3,456	1,392	636	87	<b>5,571</b>
Colombia	2,471	208	236	0	<b>2,914</b>
Peru	746	1,217	0	0	<b>1,963</b>
Brazil	665	322	0	0	<b>987</b>
Argentina	1,328	3,194	0	0	<b>4,522</b>
<b>Total</b>	<b>8,666</b>	<b>6,332</b>	<b>872</b>	<b>87</b>	<b>15,956</b>

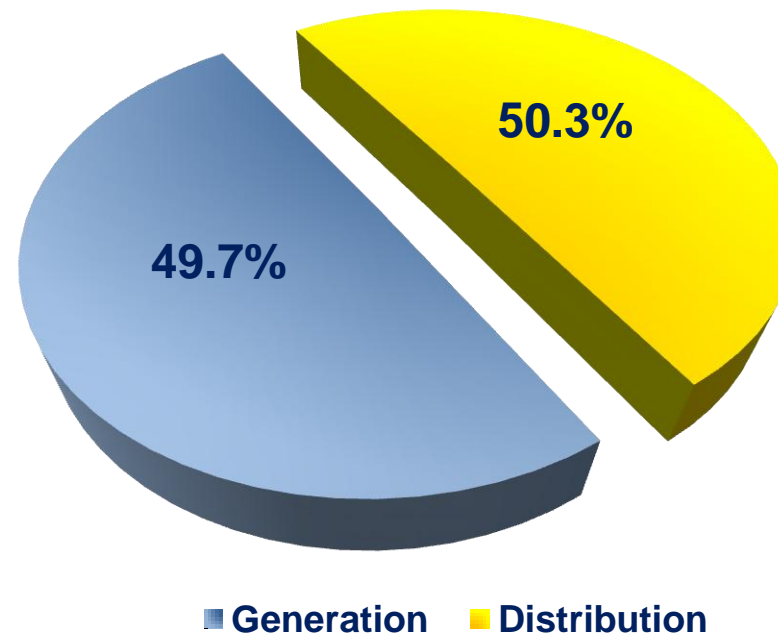


## 9M 2013 total net production: breakdown by source and location

<b>MW</b>	<b>Hydro</b>	<b>Oil-Gas</b>	<b>Coal</b>	<b>NCRE</b>	<b>Total</b>
Chile	6,669	4,552	2,968	136	<b>14,325</b>
Colombia	8,716	79	658	120	<b>9,573</b>
Peru	3,340	2,910	0	0	<b>6,250</b>
Brazil	1,709	1,922	0	0	<b>3,631</b>
Argentina	1,520	8,116	0	0	<b>9,637</b>
<b>Total</b>	<b>21,954</b>	<b>17,579</b>	<b>3,626</b>	<b>257</b>	<b>43,415</b>

## EBITDA: generation/distribution businesses

9M 2013 EBITDA: US\$ 3,348MM<sup>1</sup>



<sup>1</sup> The average exchange rate for the period January – September 2013 was 488.13 CLP/USD.

## EBITDA: reconciliation of FX effect

Financial Statements

9M 2012	Chile	Brazil	Colombia	Peru	Argentina	Total
Generación	172,553	149,606	286,068	104,434	24,572	737,233
Distribución	129,840	316,689	229,549	71,499	-24,087	723,490
<b>Total</b>	<b>302,394</b>	<b>466,295</b>	<b>515,616</b>	<b>175,933</b>	<b>485</b>	<b>1,460,722</b>

9M 2013	Chile	Brazil	Colombia	Peru	Argentina	Total
Generación	234,031	138,057	299,981	113,391	34,406	819,866
Distribución	129,101	280,045	222,877	78,616	119,610	830,248
<b>Total</b>	<b>363,132</b>	<b>418,101</b>	<b>522,858</b>	<b>192,007</b>	<b>154,016</b>	<b>1,650,114</b>

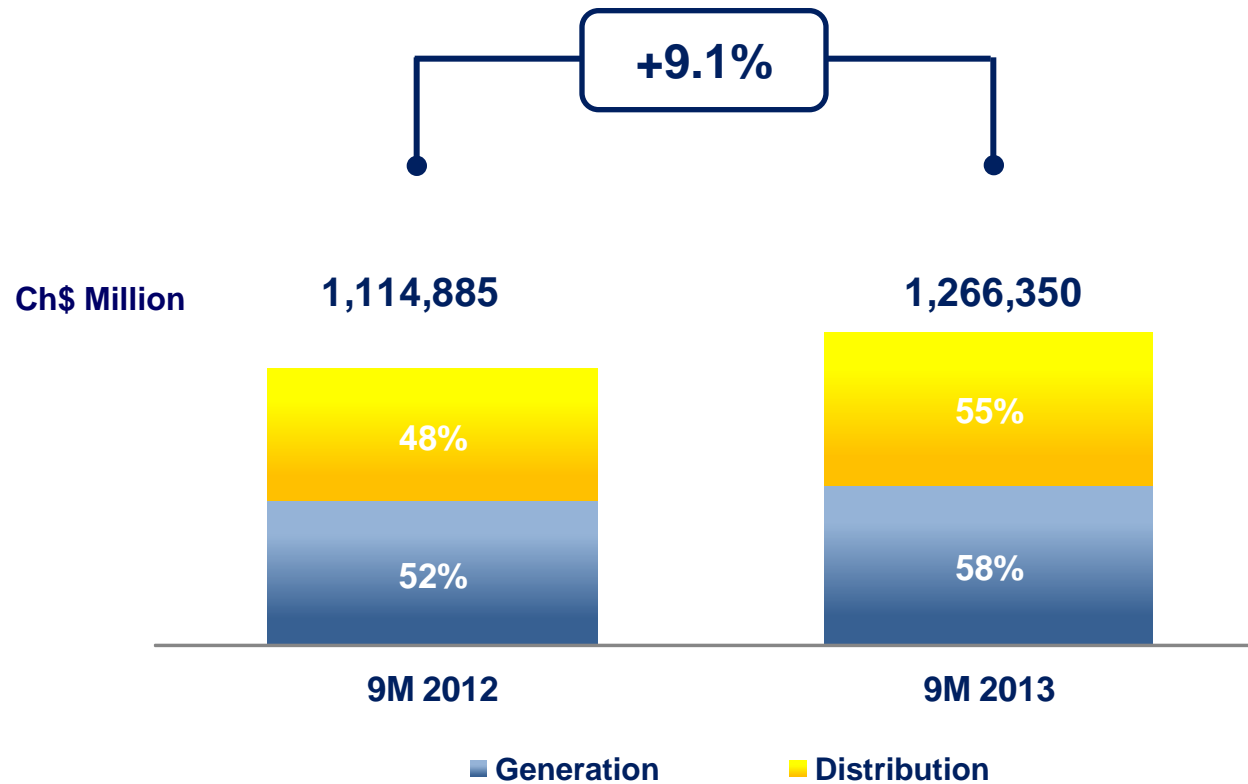
EBITDA net of FX

9M 2012	Chile	Brazil	Colombia	Peru	Argentina	Total
Generación	173,981	152,545	286,093	104,321	18,681	735,621
Distribución	131,044	317,946	229,544	71,498	-24,099	725,932
<b>Total</b>	<b>305,024</b>	<b>470,491</b>	<b>515,637</b>	<b>175,819</b>	<b>-5,418</b>	<b>1,461,553</b>

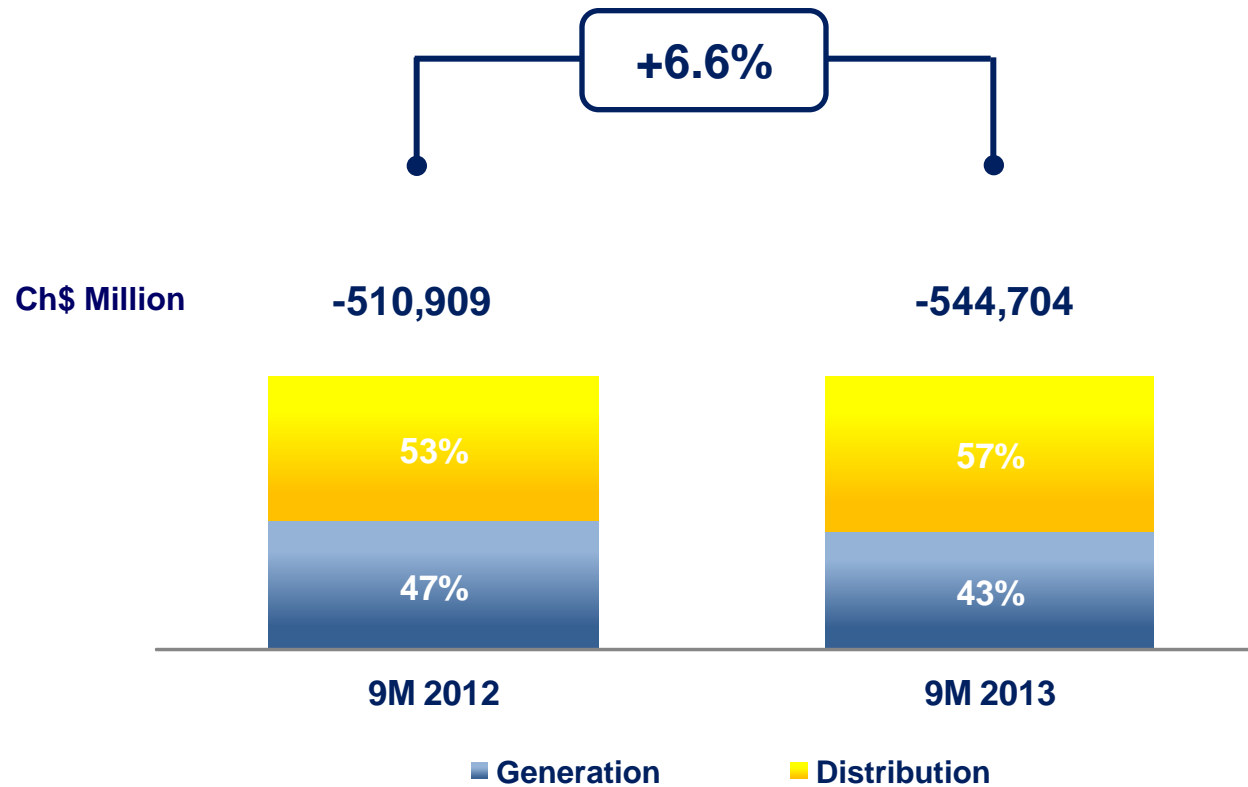
9M 2013	Chile	Brazil	Colombia	Peru	Argentina	Total
Generación	233,684	140,610	300,073	112,974	31,853	819,194
Distribución	130,544	282,034	222,877	78,615	119,599	833,669
<b>Total</b>	<b>364,228</b>	<b>422,643</b>	<b>522,950</b>	<b>191,589</b>	<b>151,452</b>	<b>1,652,863</b>

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# EBIT by business



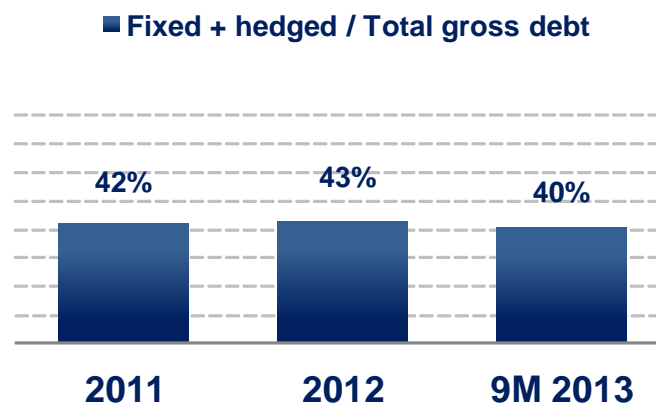
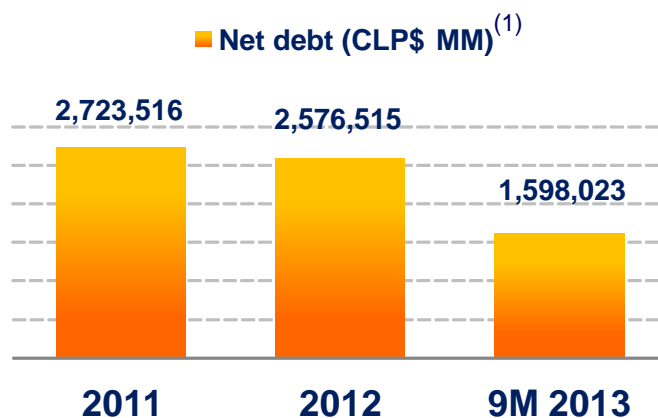
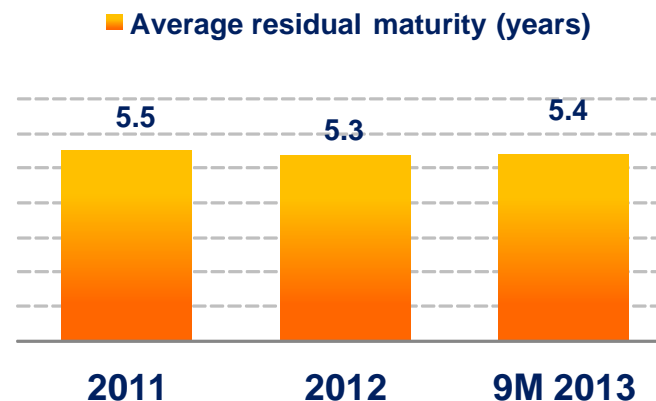
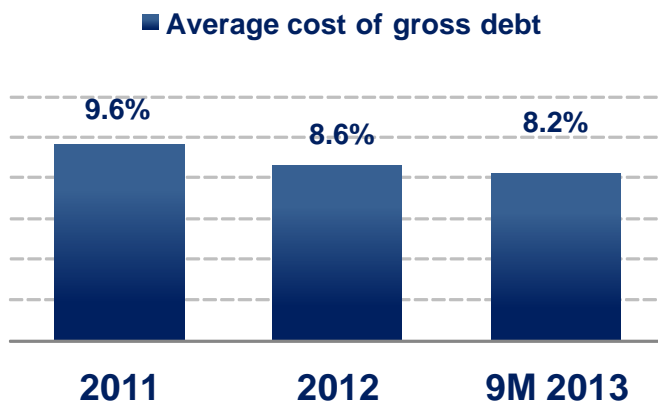
# CAPEX by business



## Balance Sheet

Ch\$ Million	9M 2013	9M 2012	Change	9M 2013 Th US\$
<b>Net Debt</b>	1,598,023	2,576,515	<b>-38.0%</b>	3,274
<b>Shareholder's equity</b>	6,160,928	3,893,799	<b>58.2%</b>	12,621
<b>Net capital employed</b>	7,758,952	6,470,313	<b>19.9%</b>	15,895

## Financial debt



<sup>1</sup> Net debt considers "Other current financial assets" ("Inversiones mantenidas hasta el vencimiento" + "Activos financieros a valor razonable con cambio en resultados"), linked to investments in financial instruments with maturity over 90 days. Refer to Note 6 of the financial statements for further disclosure.

## Liquidity analysis

US\$ Million	Amount	Outstanding	Available
<b>Committed credit lines</b>	773	0	772
<b>Cash and cash equivalents<sup>(1)</sup></b>	3,848	n.a.	3,848
<b>Uncommitted lines</b>	840	1	840
<b>Total liquidity</b>	<b>5,461</b>	<b>1</b>	<b>5,460</b>

<sup>1</sup> Cash and cash equivalents considers "Other current financial assets" ("Inversiones mantenidas hasta el vencimiento" + "Activos financieros a valor razonable con cambio en resultados"), linked to investments in financial instruments with maturity over 90 days. Refer to Note 6 of the financial statements for further disclosure.



## Debt structure

- **Average debt maturity: 5.4 years**
- **Average cost of gross debt: 8.2%**
- **Fixed+Hedged/ Total gross debt: 40%**
  
- **Rating:**
  - **Standard & Poor's: BBB+, Stable**
  - **Moody's: BBB+, Stable**
  - **Fitch Ratings: Baa2, Stable**

Ch\$ Million	Dec. 2012	Sep. 2013	%
<b>Long-term</b>	2,928,120	2,581,139	<b>-11.8%</b>
<b>Short-term</b>	658,423	957,259	<b>45.4%</b>
<b>Cash</b>	1,010,028	1,940,375	<b>92.1%</b>
<b>Net debt<sup>(1)</sup></b>	2,576,515	1,598,023	<b>-38.0%</b>

<sup>1</sup> Net debt considers "Other current financial assets" ("Inversiones mantenidas hasta el vencimiento" + "Activos financieros a valor razonable con cambio en resultados"), linked to investments in financial instruments with maturity over 90 days. Refer to Note 6 of the financial statements for further disclosure.

## Disclaimer

*This presentation contains statements that could constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements appear in a number of places in this announcement and include statements regarding the intent, belief or current expectations of Enersis and its management with respect to, among other things: (1) Enersis' business plans; (2) Enersis' cost-reduction plans; (3) trends affecting Enersis' financial condition or results of operations, including market trends in the electricity sector in Chile or elsewhere; (4) supervision and regulation of the electricity sector in Chile or elsewhere; and (5) the future effect of any changes in the laws and regulations applicable to Enersis or its subsidiaries. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties. Actual results may differ materially from those in the forward-looking statements as a result of various factors. These factors include a decline in the equity capital markets of the United States or Chile, an increase in the market rates of interest in the United States or elsewhere, adverse decisions by government regulators in Chile or elsewhere and other factors described in Enersis' Annual Report on Form 20-F. Readers are cautioned not to place undue reliance on those forward-looking statements, which state only as of their dates. Enersis undertakes no obligation to release publicly the result of any revisions to these forward-looking statements.*

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