



Quarterly Results Report  
3Q – 2017





## Important Figures

3Q2017	3Q2016	Consolidated financial statements	Units	2017	2016
784.872	776.568	Revenues	COP Million	2.270.134	3.001.499
257.412	215.519	Gross profit	COP Million	718.748	667.024
205.680	190.079	Earnings before financials	COP Million	540.476	470.274
294.158	245.991	Ebitda	COP Million	814.567	775.489
37,5%	31,7%	<i>Ebitda margin</i>	%	35,9%	25,8%
93.324	71.624	Net income	COP Million	179.510	95.405
66.421	33.652	Net income attributable to controlling sh.	COP Million	109.819	346

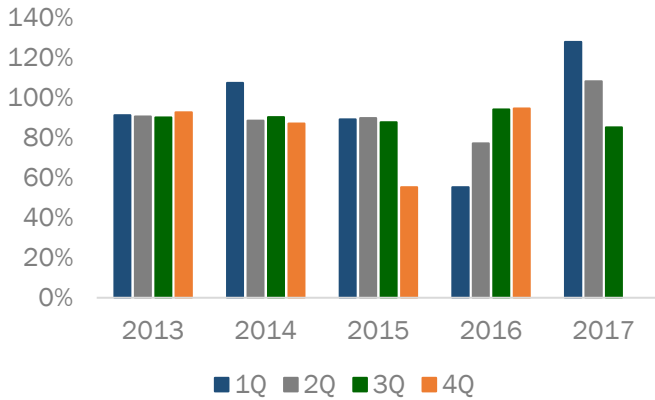
3Q2017	3Q2016	Generation	Units	2017	2016
1.442	1.611	Total energy produced	GWh	4.548	5.539
1.929	2.194	Total energy sold	GWh	5.860	7.339
<b>1.113</b>	<b>1.230</b>	<b>Energy produced in Colombia</b>	GWh	<b>3.684</b>	<b>4.346</b>
902	752	Hydric in Colombia	GWh	3.060	2.090
209	478	Thermal in Colombia	GWh	622	2.256
1,82	0,00	Solar in Colombia	GWh	1,8	0,0
<b>1.455</b>	<b>1.683</b>	<b>Energy sold in Colombia</b>	GWh	<b>4.397</b>	<b>5.763</b>
713	909	Contract sales in Colombia	GWh	2.167	3.100
742	774	Spot market sales in Colombia	GWh	2.229	2.663
<b>330</b>	<b>380</b>	<b>Energy produced in Central America</b>	GWh	<b>864</b>	<b>1.193</b>
131	138	Hydric in Central America	GWh	334	302
171	203	Thermal in Central America	GWh	415	733
27	39	Wind farm in Central America	GWh	115	157
<b>475</b>	<b>504</b>	<b>Energy sold in Central America</b>	GWh	<b>1.463</b>	<b>1.576</b>
438	458	Contract sales in Central America	GWh	1.361	1.432
37	47	Spot market sales in Central America	GWh	102	143

3Q2017	3Q2016	Distribution	Units	2017	2016
8,5%	8,4%	Energy losses	%	8,5%	8,4%
98%	99%	Collections rate	%	98%	99%
4,1	3,4	SAIDI - EPSA/CETSA	Hours	11,7	10,1
4,8	4,1	SAIFI - EPSA/CETSA	Times	13,8	11,5

3Q2017	3Q2016	Retail sales	Units	2017	2016
310	300	Regulated market sales	GWh	884	905
252	234	Non regulated market sales	GWh	711	680
598.018	580.571	Users	Number	598.018	580.571

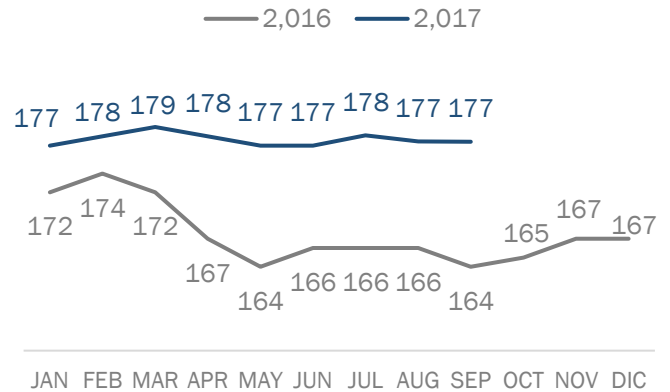
# Electric Market - Colombia

**SIN HYDROLOGICAL CONTRIBUTIONS**  
National Electric Grid



Source: XM

**Mc CONTRACT PRICES**  
National Electrical Grid (COP/kWh)



Source: XM

Average spot prices in the third quarter of 2017 were COP 96/kWh, 40% lower than last year's average price of COP 159/kWh. MC contract prices averaged COP 178/kWh (+7% Y/Y).

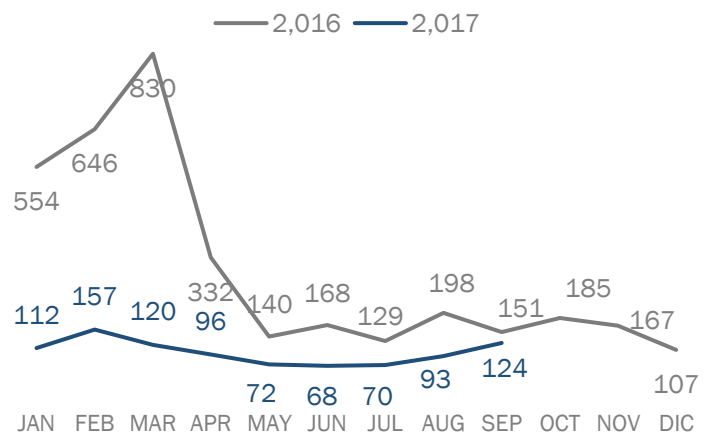
Rainfall supplying the National Electrical Grid was 85% of the historical average, and lower than the 94% recorded in the same period of the previous year. It was the first quarter below average this year. The aggregate level in the National Electrical Grid reservoirs was 74% of their live storage (62% in 3Q16).

At EPSA; water levels were 102% of the historical average, and Company reservoir levels went from 94% to 56% over the quarter. At the end of the 3Q17, the EPSA reservoir levels of 56% were up compared to 25% in the same quarter of 2016.

The tendency for the next quarter is that rainfall will be near the historical average, and it is expected to be below average in the first quarter of 2018.

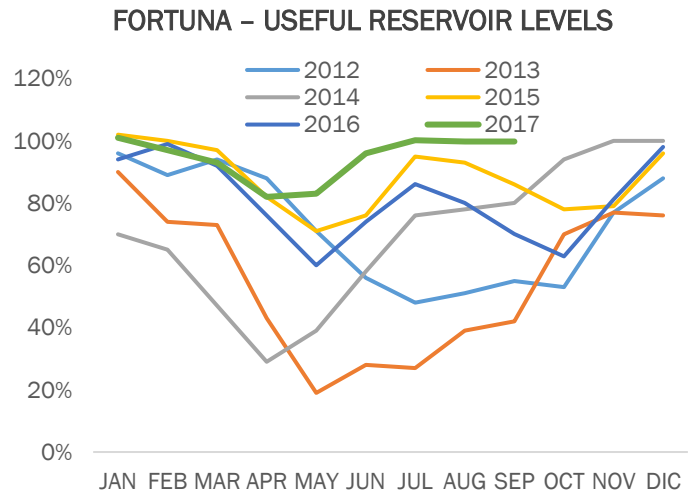
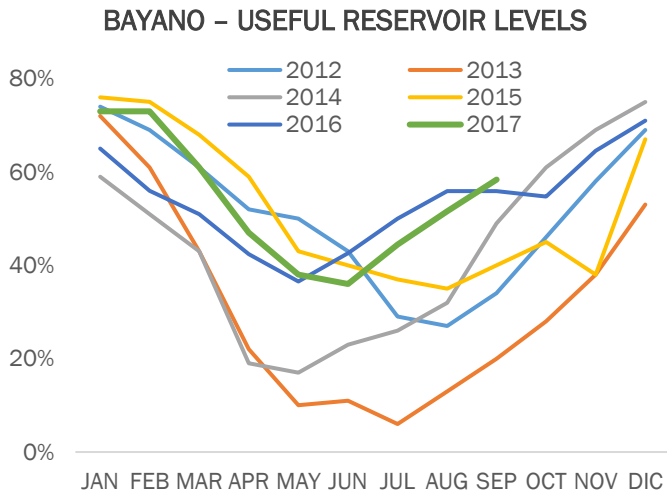
The accumulated energy demand of Colombia's National Electrical Grid (SIN) over the quarter was 17,055 GWh, a 1.6% increase from the same period in 2016. Of this, the regulated market demand was 11,698 GWh, 2.2% higher than the same quarter in 2016, and non-regulated market demand grew 0.5% to 5,277 GWh.

**SPOT MARKET PRICES**  
National Electrical Grid (COP/kWh)



Source: XM

## Electric Market - Panama

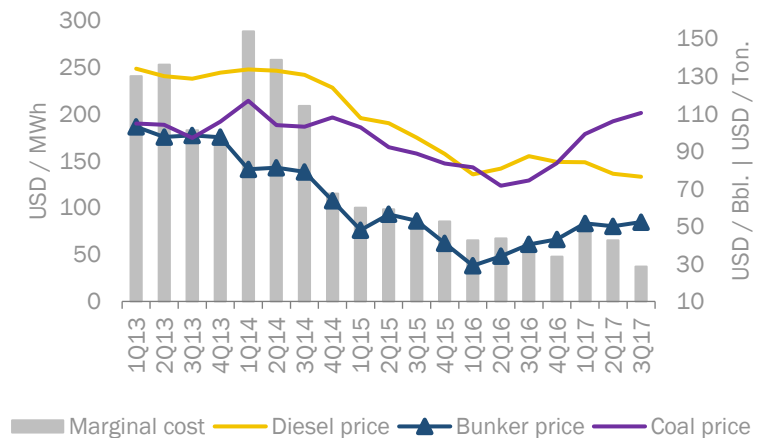


The Fortuna Reservoir, upstream from our power plants in Chiriquí, increased its live storage in the last three months from 96% to 100%. This level is up compared to the 70% reported in 3Q16. In turn, the level of the Bayano Reservoir increased this quarter from 36% to 58%, up from the 56% recorded in 3Q16.

Total system generation this quarter was 2,724 GWh, of which 61% corresponded to hydroelectric power plants, 36% to thermal power plants, 1.3% to wind power plants, 1.2% to self-generation and 1.2% to solar plants.

Average marginal cost of energy was 37 USD/MWh in the quarter, 39% less than the same quarter in 2016. The price of diesel consumed by thermal power plants in Panama was down 13%, while bunker was up 29% and coal rose 48%.

**MARGINAL COST AND FUEL PRICE PANAMA**



# Operating and Financial Results

## Revenues

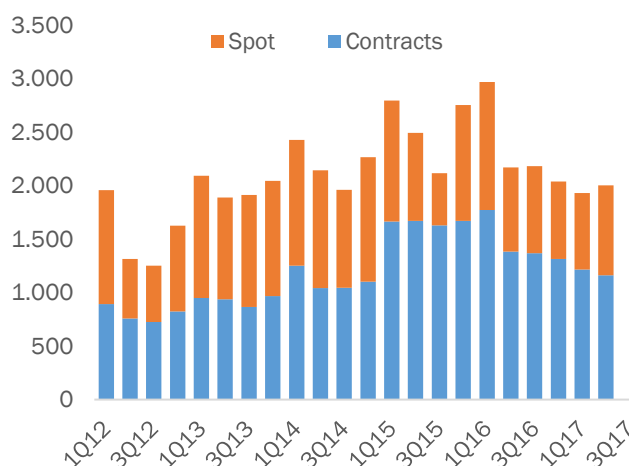
### Revenue

Consolidated revenue for the quarter was COP 784,872 million, 1% up from the same period of the previous year. Year-to-date revenue is COP 2,270,134 million, 24% lower than YTD figures for the same period last year. Revenue from Central America was USD 187 million on the year, representing 24% of the consolidated revenue.

### Consolidated electric power generation

The Company's consolidated generation was 1,442 GWh in the quarter, down 10% compared to the same quarter last year. Year-to-date electric power generation is 4,548 GWh, 18% down from the previous year. The Celsia Yumbo Solar Power Plant's commercial start-up marked a milestone in early September, reporting 1.82 GWh of electric power generated. Results were very positive and performance was completely stable and as expected.

POWER SALES OF THE GENERATOR BY TYPE (GWh)



### Generation in Colombia

Revenue from electric power generation in Colombia was COP 267,254 million (-16% Y/Y) and accumulated revenue was COP 790,251 million (-50% Y/Y).

The decrease in revenue this quarter compared to that in the same quarter last year can be explained mainly by the lower spot-market price recorded and the fewer contract sales. Contract sales were reported at COP 49,943 million (-24% Y/Y). Energy delivered from contract sales was 713 GWh (-22% Y/Y) on the quarter. Spot market sales were down at COP 129,703 million (-19% Y/Y). Energy delivered through spot market sales was 742 GWh (-4% Y/Y) on the quarter. In the year-to-date analysis, it is important to consider the extraordinary effect of the significant higher spot market price in 1Q16 and 2Q16.

Gas distribution and transportation sales were COP 13,038 million (+75% Y/Y) this quarter, which is lower than the long-term historical average, but higher than 2016 sales. This was due to the increase in volumes traded (under the swap contracts and between companies) and higher prices this year.

Generation in Colombia this quarter was 1,113 GWh (-10% Y/Y) with positive results from hydroelectric power generation, which was up 20% compared to the previous year, due to rainfall greater than the historical average in the region where we operate. Satisfactory results were achieved from the maintenance works executed in Salvajina to repower unit No. 1 and the audit conducted in Prado and Cucuana to test reactive power. Thermal power generation was down 56% due to higher rainfall, which increased reservoir levels throughout the country. The thermal power plants set a record with 99.97% uptime. This was mainly due to progress made in adequately maintaining equipment, improved reliability, risk control and timely O&M processes. Also, in November the Hot Gas Path Inspection will begin in Flores I. As a result of this inspection, the maintenance cycle will increase from 10,600 to 16,000 hours, greater energy efficiency and greater power plant reliability.

## Central American generation

The revenue from electric power generation in Central America was USD 69 million (+26% Y/Y), an increase mainly associated with higher prices of coal and bunker fuel in Panama, because of how fuel prices for these contracts are indexed to the fuel references. Year-to-date, revenue from generation is USD 186 million. Contract sales volumes were 438 GWh (-5% Y/Y) in the period.

There was 330 GWh of energy generated (-13% Y/Y) in the third quarter. Thermal power plants dispatched 16% less energy this quarter due to increased rainfall available in the system. Hydroelectric power plants generated 5% less electric power, reporting 131 GWh this quarter. This was mainly due to generation restrictions set by the National Dispatch Center (NDC) in the west. The wind farm generated 27 GWh (-31% Y/Y), consistent with a season of low winds in the area.

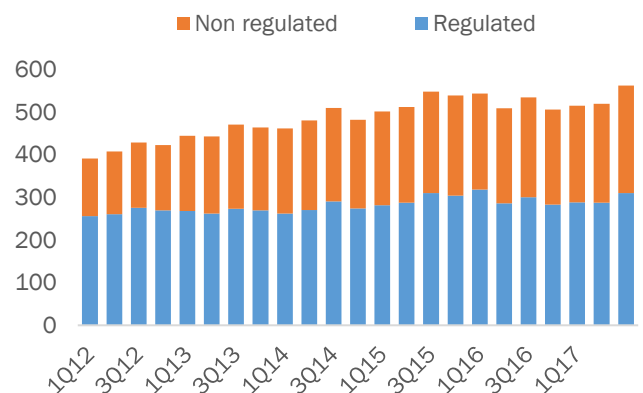
## Energy transmission and distribution

Revenue from network use and connection (T&D business) reported COP 65,437 million, 3% greater than the same period last year. This was due to revenue from the remuneration for Plan5Caribe from March 2017 and greater demand from the Local Distribution System at 12.7 GWh.

## Energy sales

Revenue from retail sales this quarter was 10% greater than revenue reported for the same period last year. This was due to greater demand both in the regulated market (+3.2%) and the non-regulated market (+8%), and because the price is indexed against the PPI. In particular, in the non-regulated market, the following stood out: i) new clients acquired because of commercial strategies in the Valle del Cauca and other new regions, and ii) reorganization permitted targeting attention of strategic business units (cities, businesses, homes), facilitating the processes for identifying potential clients and strengthening the sales team in Bogotá and the new executives in Barranquilla, Bucaramanga and Medellín.

**POWER SALES OF THE RETAIL DISTRIBUTOR BY TYPE (GWh)**



## Operating and Administrative Expenses

Consolidated cost of sales was COP 527,460 million, 6% lower than the same period last year.

In Colombia, the cost of sales was down (-9% Y/Y) due mainly to the lower thermal energy generation as a percentage of all generation.

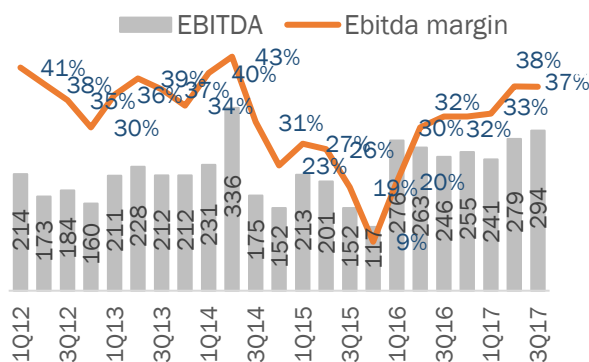
In Central America, the cost of sales was greater (+1% Y/Y in USD) mainly due to the higher price of coal and bunker fuel, which is also reflected in the revenue because contract pricing is indexed against the price of these fuels.

Consolidated administrative expenses were COP 52,150 million for the quarter, 3% higher than expenses reported in the third quarter last year. Colombia reported COP 42,845 million in administrative expenses for the quarter (+1% Y/Y), while Central America reported USD 3 million this quarter (-8% Y/Y).

## Ebitda

Third quarter EBITDA this year was COP 294,158 million, up 20% compared to the COP 245,991 million reported for the same period in 2016. Good performance in Central America in conjunction with more efficient operation in Colombia allowed the power generation facilities to make a significant contribution to the results, which added to the stability of the distribution and retail sales business.

EBITDA reported in Colombia reached COP 207,600 million (+9% Y/Y) with an EBITDA margin of 35%. In Central America, the EBITDA reported was USD 29 million (+52% Y/Y) with an EBITDA margin of 45%.



## Non-Operating Income and Net Earnings

Non-operating income for the quarter stands out:

- Lower financial cost in Colombia, which was mainly the product of lower debt in EPSA bonds.
- In analyzing Other Expenses from Central America, note that in 3Q16, accounting entries made to adjust for indemnification due to Bahía Las Minas contract modifications were reversed.
- The Company profited from exchange rate differences due to the slight appreciation of the Colombian peso (COP), which positively impacts accounts payable in foreign currency for materials and services. In 2016, appreciation of the Colombian peso resulted in a loss due to the exchange rate difference associated with funds held in clearing accounts and investments in foreign currency.

In light of the foregoing, the Organization reported net profit of COP 93,324 million (+30% Y/Y). When subtracting minority interests, the net income attributable to controlling shareholders was COP 66,421 million (+97% Y/Y). Year-to-date, net profit is COP 179,510 million (88% Y/Y) and the profit attributable to the controlling shareholders is COP 109,819 million, a significant improvement compared to the COP 346 million posted in Q3 2016.

## Investment and Expansion Plan

In Colombia, consolidated investments were COP 270,560 million in the third quarter of 2017. Of these 18% were in the generation business, 76% in the distribution business, and the remaining amount was allocated for investments in technology, supporting areas and innovation projects.

In the generation business, the main investments were used to develop new businesses in which the company continues to leverage the use of renewable energies with the development of cooling districts, and the start-up of the Nuestro Montería Cooling District. It also expanded its power generation facilities with the construction of the new Porvenir II Power Plant, made progress in its socio-environmental management actions, and initiated civil works for construction of the San Andrés Power Plant. Moreover, it upgraded technology at the existing hydroelectric power plants: repowering Salvajina; invested in remote control systems at Alban; replaced the intake pipe at Nima II; and repaired turbine parts at Merilétrica.

In the distribution business, investments focused primarily on the construction of the Plan5Caribe projects, of which Guajira and Valledupar started up in January and March, respectively. Construction of the new Montería substation showed significant progress. Its start-up is expected for the end of the year. Other projects awarded as part of Plan5Caribe are progressing in preliminary processing required for the construction phase. Furthermore, significant investments were made in updating the distribution systems together with our Advanced Vision Operating Center (NOVA, for the Spanish original), and the plans for providing services, equipment and replacement parts in MV/LV networks.

Additionally, construction ended and Celsia Yumbo Solar Plant's entered commercial start-up phase. The solar plant development is at 92% progress, as it is still finishing landscaping and small adjustments.

In Central America, the Company invested COP 34,900 million in the third quarter, 66% of which was for maintenance, replacements and improvements at BLM, and the remainder for maintenance at Cativá and upgrades at Dos Mares and PEG.

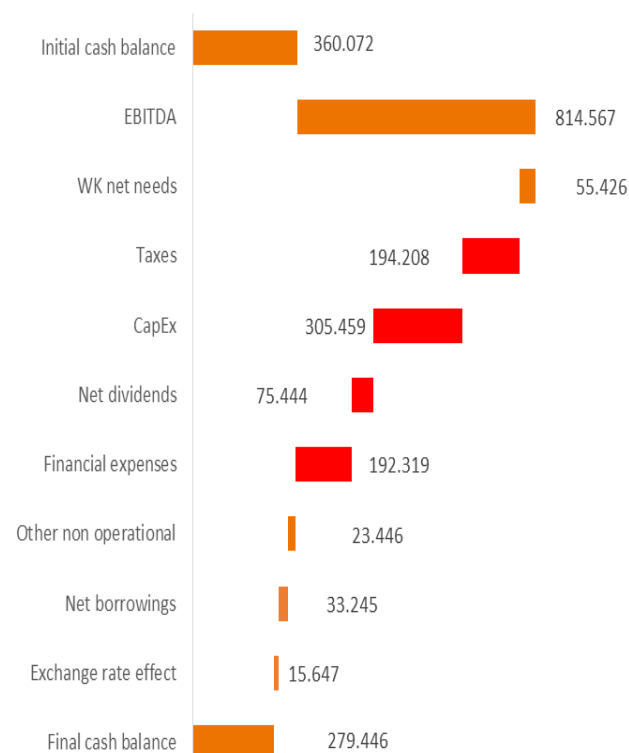


## Statement of Cash Flow

Year-to-date operations generated COP 814,567 million in cash. Resources were applied mostly as follows: i) net working capital requirements, COP 55,426 million, ii) taxes paid, COP 194,208 million, iii) CapEx, COP 305,459 million, iv) net financial movement, COP 225,563 million, including financial expenses, v) payment of dividends, COP 75,444 million, and vi) financial returns and others, COP 39,093 million.

The final cash balance was COP 279,446 million.

Cash Flow (COP million)	Acum. 2017
EBITDA	814.567
(+) Working capital net needs	(55.426)
(-) Taxes	(194.208)
<b>Total Operating Cash Flow</b>	<b>564.933</b>
<b>Investment Cash Flow</b>	
(-) CapEx + investments	(305.459)
<b>Total Investment Cash Flow</b>	<b>(305.459)</b>
<b>Company's Free Cash Flow</b>	
	<b>259.474</b>
(+/-) Net borrowings and financial expense	(225.563)
(+) Other revenue	24.327
(-) Other expenses	(60.421)
(+) Financial yields and other	12.647
(+/-) Net dividends	(75.444)
Exchange rate effect	(15.647)
<b>Total Financing Cash Flow</b>	<b>(340.100)</b>
<b>Total Cash Flow for the Period</b>	
	<b>(80.626)</b>
(+) Initial cash balance	360.072
<b>Final Cash Balance</b>	<b>279.446</b>



## Celsia S.A. E.S.P.

### Consolidated statement of financial position

At September 30, 2017 and December 31, 2016

(Values expressed in thousands of COP)

	September 2017	December 2016
<b>ASSETS</b>		
<b>NON-CURRENT ASSETS</b>		
Property, plant and equipment, net	7.040.155.399	7.035.609.934
Assets acquired under financial lease	63.404.987	26.930.842
Intangible assets, net	352.409.844	381.579.750
Financial investments	72.865.520	38.437.958
Other non-financial assets	17.913.120	6.514.559
Trade debtors and other accounts receivable, net	42.207.018	58.359.994
Goodwill	897.557.484	908.844.394
Deferred tax assets	147.691.639	177.932.616
<b>TOTAL NON-CURRENT ASSETS</b>	<b>8.634.205.011</b>	<b>8.634.210.047</b>
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	279.445.913	365.257.435
Other non-financial assets	73.745.732	57.836.714
Trade debtors and other accounts receivable, net	515.520.191	499.209.769
Inventories	185.311.395	137.907.266
Tax assets	182.776.526	49.339.371
<b>TOTAL CURRENT ASSETS</b>	<b>1.236.799.757</b>	<b>1.109.550.555</b>
<b>TOTAL ASSETS</b>	<b>9.871.004.768</b>	<b>9.743.760.602</b>
<b>LIABILITIES AND SHAREHOLDER'S EQUITY</b>		
<b>EQUITY</b>		
Subscribed and paid-in capital	184.993	184.993
Issue premiums	365.441.654	365.441.654
Reserves	2.465.195.827	2.451.746.245
Net annual profit (loss)	109.819.436	32.997.164
Other comprehensive income	190.735.018	199.134.892
Profit from other comprehensive income	0	76.648.850
Accumulated (loss) profit	(26.304.899)	(26.304.899)
Retained earnings in opening balance sheet	20.585.359	20.585.359
<b>Equity attributable to controlling shareholders</b>	<b>3.125.657.388</b>	<b>3.120.434.258</b>
Non-controlling interest	1.248.046.849	1.274.089.876
<b>TOTAL NET EQUITY</b>	<b>4.373.704.237</b>	<b>4.394.524.134</b>
<b>LIABILITIES</b>		
<b>NON-CURRENT LIABILITIES</b>		
Financial liabilities	3.456.810.822	3.532.198.621

# Quarterly Results Report



Trade liabilities and other accounts payable	83.992.270	79.157.149
Deferred tax liabilities	500.588.091	520.978.135
Employee benefits	140.266.652	135.615.135
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>4.181.657.835</b>	<b>4.267.949.040</b>
<b>CURRENT LIABILITIES</b>		
Financial liabilities	501.959.549	513.956.838
Trade liabilities and other accounts payable	412.203.375	261.793.783
Provisions	209.170.640	200.574.519
Tax liabilities	136.577.409	44.980.657
Employee benefits	37.234.705	35.848.599
Other liabilities	18.497.018	24.133.032
<b>TOTAL CURRENT LIABILITIES</b>	<b>1.315.642.696</b>	<b>1.081.287.428</b>
<b>TOTAL LIABILITIES</b>	<b>5.497.300.531</b>	<b>5.349.236.468</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>9.871.004.768</b>	<b>9.743.760.602</b>

**Ricardo Andrés Sierra Fernández**

Registered Agent

**Jorge Arturo Tarquino Pérez**

Accountant

Professional License No. 30956-T

**Daniel Augusto Bernal Jaramillo**

Statutory Auditor

Professional License No. 94411-T

Appointed by Deloitte & Touche Ltda.

## Celsia S.A. E.S.P.

### Condensed statement of income and other comprehensive income

For nine-month periods ending on September 30, 2016 and 2017

(Values expressed in thousands of COP)

	PERIODS ENDING AT		QUARTER	
	01.01.2017	01.01.2016	01.07.2017	01.07.2016
	30.09.2017	30.09.2016	30.09.2017	30.09.2016
<b>Revenue</b>				
Revenue from ordinary activities	2.270.133.753	3.001.498.635	784.872.462	776.568.242
Cost of sales	(1.551.385.683)	(2.334.475.148)	(527.460.394)	(561.048.901)
<b>Gross profit</b>	<b>718.748.070</b>	<b>667.023.488</b>	<b>257.412.067</b>	<b>215.519.342</b>
Other revenue	10.977.353	4.554.667	2.298.176	50.894
Administrative expenses	(174.824.416)	(174.508.307)	(52.150.005)	(50.403.844)
Other expenses	(14.203.347)	(26.796.466)	(1.691.703)	24.912.214
Participation in results of associates and joint ventures	(222.153)	-	(188.064)	-
<b>Earnings before financial costs</b>	<b>540.475.507</b>	<b>470.273.381</b>	<b>205.680.470</b>	<b>190.078.606</b>
Financial revenue	14.618.926	17.080.180	5.215.583	6.643.543
Financial costs	(239.610.630)	(255.982.576)	(73.613.480)	(83.881.132)
Exchange rate difference, net	(1.662.978)	(525.163)	1.025.351	(1.253.219)
<b>Earnings before tax</b>	<b>313.820.824</b>	<b>230.845.822</b>	<b>138.307.924</b>	<b>111.587.797</b>
Revenue (expenditure) for Taxes	(134.310.933)	(135.440.694)	(44.984.271)	(39.963.467)
<b>Annual net income</b>	<b>179.509.891</b>	<b>95.405.128</b>	<b>93.323.653</b>	<b>71.624.329</b>
<b>Earnings attributable to</b>				
Controlling shareholders	109.819.436	346.698	66.420.638	33.653.050
Non-controlling interest	69.690.455	95.058.429	26.903.015	37.971.280
	<b>179.509.891</b>	<b>95.405.128</b>	<b>93.323.653</b>	<b>71.624.329</b>

## OTHER COMPREHENSIVE INCOME

Profit (loss) of the net value over investments in equity instruments designated as measured at fair value with changes in other comprehensive income	(1.241.862)	(70.922.632)	46.735	(8.863)
Actuarial (losses) gains	(2.557.987)	441.706	(2.557.987)	347.312
Exchange difference in transactions with foreign currency	(11.624.064)	(81.557.838)	(29.965.044)	(13.550.363)
Effect of hedge accounting	7.024.039	9.460.436	9.669.948	4.130.650
<b>Total other comprehensive income</b>	<b>(8.399.874)</b>	<b>(142.578.328)</b>	<b>(22.806.348)</b>	<b>(9.081.264)</b>
<b>Total annual comprehensive income</b>	<b>171.110.017</b>	<b>(47.173.200)</b>	<b>70.517.305</b>	<b>62.543.065</b>
<b>Comprehensive income attributable to:</b>				
Controlling shareholders	101.419.562	(142.231.629)	43.614.290	24.571.785
Non-controlling interest	69.690.455	95.058.429	26.903.015	37.971.280
<b>Total comprehensive income</b>	<b>171.110.017</b>	<b>(47.173.200)</b>	<b>70.517.305</b>	<b>62.543.065</b>

## Earnings per share

### Earnings per basic share

Earnings (losses) per basic share in ongoing operations	243	129	126	97
<b>Total basic earnings (losses) per share</b>	<b>243</b>	<b>129</b>	<b>126</b>	<b>97</b>

## Pro-forma Consolidated Statement of Comprehensive Income - Colombia

Values expressed in millions of Colombian pesos

	3Q17	3Q16
Electric power generation	267,254	319,529
Retail sales	235,887	214,050
Grid use and connection	65,437	63,577
Gas and transportation sales	13,038	7,466
Other operating services	10,444	9,086
<b>Revenue</b>	<b>592,060</b>	<b>613,708</b>
<b>Cost of sales</b>	<b>-397,567</b>	<b>-434,772</b>
<b>GROSS PROFIT</b>	<b>194,493</b>	<b>178,936</b>
<b>Gross Margin</b>	<b>32.9%</b>	<b>29.2%</b>
Other revenue	1,857	-91
Administrative expenses	-42,845	-42,221
Other expenses	-1,421	-663
Participation in results of associates and joint ventures	-188	0
<b>EARNINGS BEFORE FINANCIAL EXPENSES</b>	<b>151,895</b>	<b>135,961</b>
Financial result - financial income	4,772	6,267
Financial result - financial costs	-48,435	-67,053
Exchange rate difference, net	1,122	-1,379
<b>EARNINGS BEFORE TAXES</b>	<b>109,354</b>	<b>73,797</b>
Deferred income tax	-7,865	0
Income tax	-38,391	-41,863
<b>NET PROFIT</b>	<b>63,098</b>	<b>31,934</b>
<b>Net Margin</b>	<b>10.7%</b>	<b>5.2%</b>
<b>PROFIT (LOSS) ATTRIBUTABLE</b>		
To controlling shareholders	41,054	7,065
To non-controlling shareholders	22,044	24,868
<b>PROFIT (LOSS)</b>	<b>63,098</b>	<b>31,933</b>
<b>EBITDA</b>	<b>207,600</b>	<b>190,186</b>
<b>EBITDA MARGIN</b>	<b>35.1%</b>	<b>31.0%</b>

## Pro-forma Consolidated Statement of Comprehensive Income - Central America

Expressed in millions of dollars

	3Q17	3Q16
Electric power generation	68.69	54.69
Other operating services	-4.13	0.51
<b>Revenue</b>	<b>64.56</b>	<b>55.20</b>
<b>Cost of sales</b>	<b>-43.41</b>	<b>-42.81</b>
<b>GROSS PROFIT</b>	<b>21.15</b>	<b>12.40</b>
<b>Gross Margin</b>	<b>32.8%</b>	<b>22.5%</b>
Other revenue	0.15	0.05
Administrative expenses	-3.47	-3.79
Other expenses	-0.09	8.76
<b>EARNINGS BEFORE FINANCIAL EXPENSES</b>	<b>17.74</b>	<b>17.41</b>
Financial result - financial income	0.25	0.13
Financial result - financial expenses	-8.17	-5.71
Exchange rate difference, net	-0.11	0.04
<b>EARNINGS BEFORE TAXES</b>	<b>9.70</b>	<b>11.87</b>
Deferred income tax	0.83	0.00
Current income tax	-0.42	0.64
<b>NET PROFIT</b>	<b>10.11</b>	<b>12.52</b>
<b>Net Margin</b>	<b>15.7%</b>	<b>22.7%</b>
<b>PROFIT (LOSS) ATTRIBUTABLE</b>		
To controlling shareholders	8.50	8.04
To non-controlling shareholders	1.62	4.48
<b>PROFIT (LOSS)</b>	<b>10.12</b>	<b>12.52</b>
<b>EBITDA</b>	<b>28.75</b>	<b>18.91</b>
<b>EBITDA MARGIN</b>	<b>44.5%</b>	<b>34.3%</b>

## Celsia – Individual Statement of Comprehensive Income

Values expressed in millions of Colombian pesos

	Sep-2017	Dic-2016
Assets	4.541.439	4.445.397
Liabilities	1.387.901	1.289.806
Equity	3.153.538	3.155.591

3Q2017	3Q2016		2017	2016
44.820	87.657	Ordinary revenues	127.557	470.107
20.567	49.119	Gross profit	57.004	69.128
4.636	32.970	Operating profit	7.274	10.995
66.421	30.653	Net income	109.819	346

In the third quarter of the year, COP 44,820 million in revenue was reported in Celsia's separate financial statements. That was down 49% compared to figures reported in 2016, largely due to reduced contract sales.

Electric power generation this quarter was 7% less than the same period in 2016, reporting a total of 77 GWh. This was mainly due to lower generation at Merilétrica Thermal Power Plant, while Hidromontañas and Rio Piedras generated 4% and 32% more compared to the same period last year, respectively.

EBITDA adjusted for dividends<sup>1</sup> on the quarter was COP 34,151 million (+14% Y/Y), thanks to increased hydroelectric power generation as a percentage of total generation.

Net profit on the quarter was COP 66,421 million (+117% Y/Y), due to increased revenue from subsidiaries where Zona Franca Celsia contributes positively to results.

[1] Adjusted EBITDA: EBITDA LTM + Dividends declared LTM

<sup>1</sup> EBITDA adjusted for dividends: EBITDA last 12 months + dividends declared in the last 12 months.



## Financial Ratios

### Celsia consolidated:

	Unit	3Q17	Dec. 2016
<b>Solvency and debt indicators</b>			
Liability/Asset (Level of debt)	%	56%	55%
Current liability/Total liability (short term)	%	24%	20%
<b>Liquidity indicators</b>			
Current ratio (Current assets / Current liabilities)	Times	0.94	1.03
Cash and cash equivalents	COP million	279,446	365,257
<b>Profitability indicators</b>			
	Unit	3Q17	3Q16
Gross Margin	%	33%	28%
Operating margin	%	26%	21%

#### Main variations:

↑ operating margins due to the normalization of conditions following the extraordinary events related to gas purchases due to El Niño 15/16

↓ liquidity indicators due mainly to the investments made using Company resources and net financial transactions

### Separate Celsia financial statement:

	Unit	3Q17	December 2016
<b>Solvency and debt indicators</b>			
Liability/Asset (Level of debt)	%	31%	29%
Current liability/Total liability (short term)	%	29%	35%
<b>Liquidity indicators</b>			
Current ratio (Current assets / Current liabilities)	Times	1.23	1.04
Cash and cash equivalents	COP million	4.,27	9,495
<b>Profitability indicators</b>			
	Unit	3Q17	3Q16
Gross Margin	%	46%	56%
Operating margin	%	10%	38%

#### Main variations:

↓ operating margin: Note that in July 2016 the cost of gas reversed, which increased the operating results for that period

The liquidity conditions improved due to return to normal operations following the extraordinary events related to gas purchases due to El Niño 15/16

Note: Balance sheet comparisons against December of last year. Statement of income comparisons against the same period from last year.