



CELSIA

Results for the 2Q 2016





## ▶ REVENUE



# 862

COP BILLION  
2Q-2016

- Higher prices on energy sales in Colombia
- Central America contributed COP 170billion
- Distribution and commercialization incomes higher 12% than same period 2015

## ▶ EBITDA

# 263

COP BILLION  
2Q-2016

- 31% higher than same period 2015
- EPSA contributed COP 180 billion

## ▶ NET INCOME

# 32

COP BILLION  
2Q-2016

- ↑ Financial expenses on ↑ CPI and IBR in Colombia
- 490% higher than 1Q 2016



## Key highlights:

- Asset management: increase in ebitda, construction of Plan 5 Caribe
- New Strategy – Companies, Smart Cities, Residentials:
  - Photovoltaic generation:
    - ✓ 53 deals (20 MW capacity).
  - Back up energy:
    - ✓ 2 deals (2 MW).



Project: Solar plant - Yumbo



**Residentials – Well-being**

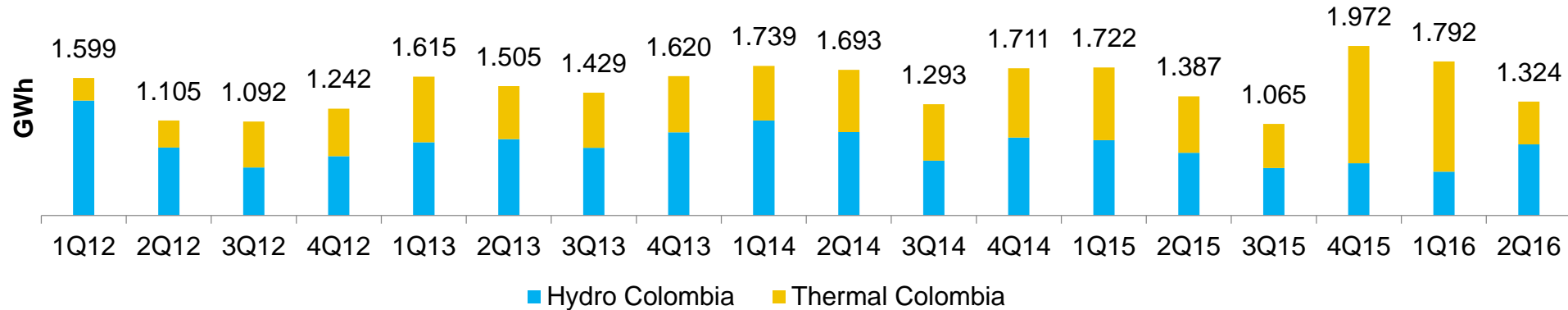


**Companies - Productivity**

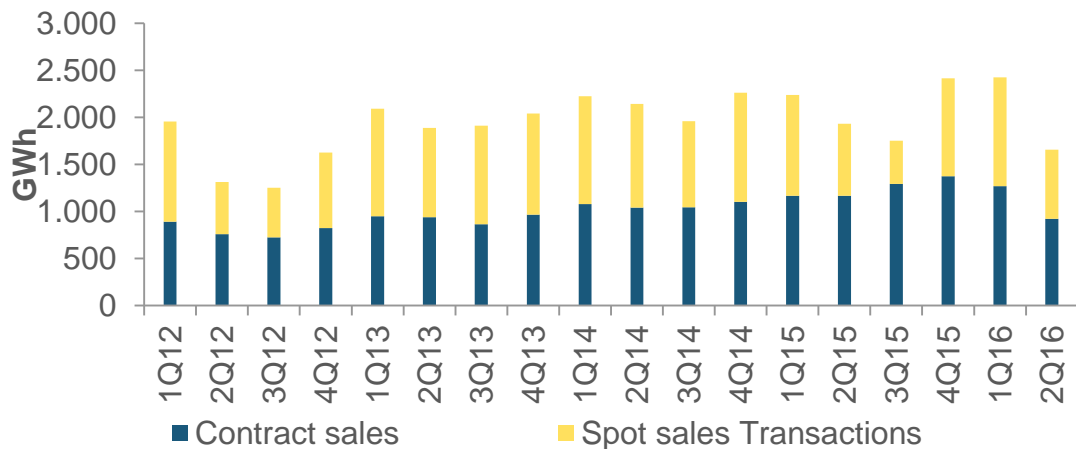


**Smart Cities - Sustainability**

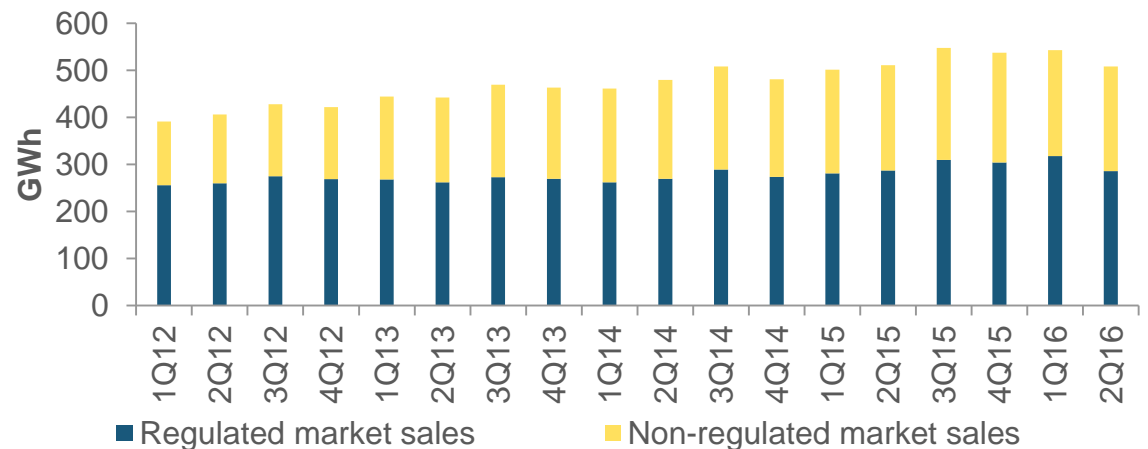
 **Generation by Technology - Colombia**



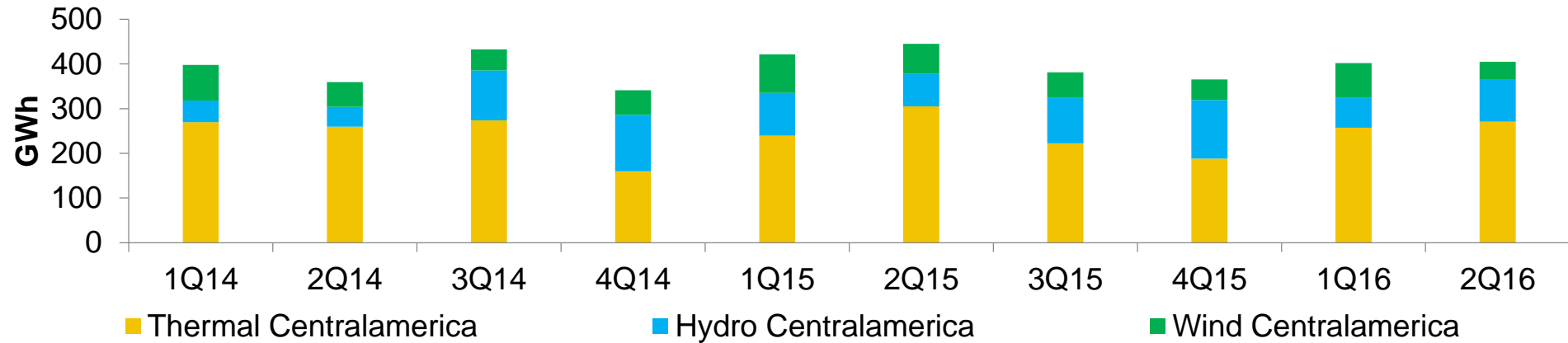
 **Wholesaler sales**



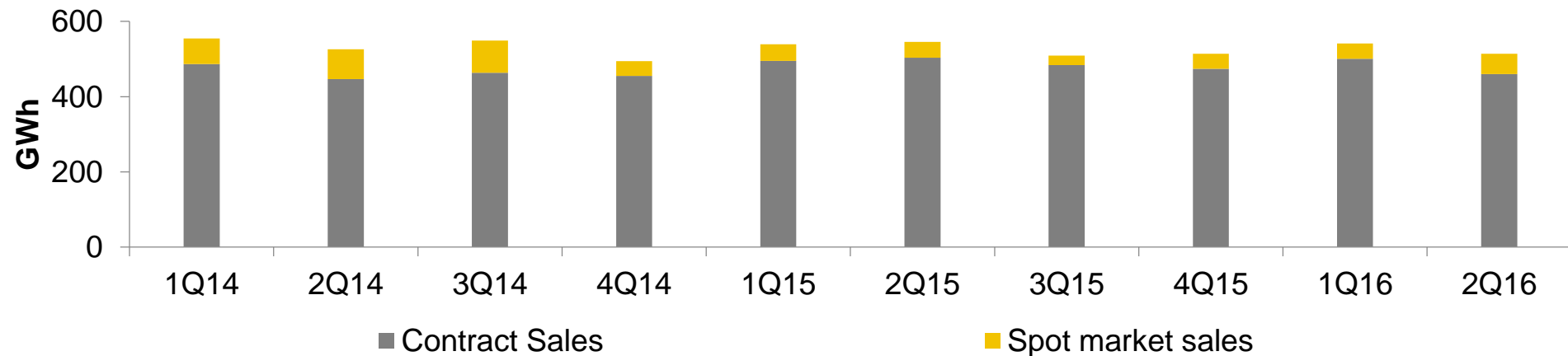
 **Retailer sales**



 **Generation by Technology - Central America**

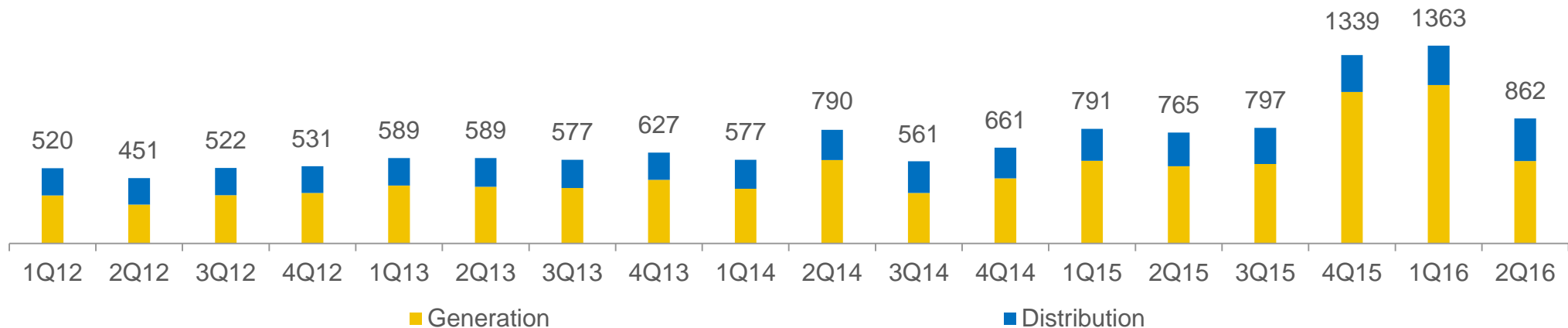


 **Sales by type - Central America**

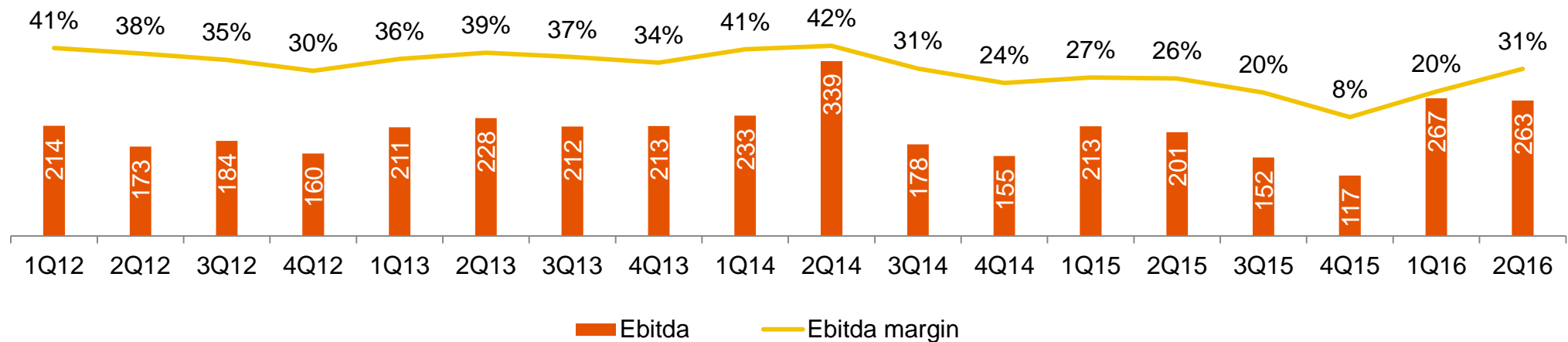




## Historical Revenue (COP billion)



## Historical EBITDA (COP billion)





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