



CELSIA

Results for the 1Q 2016



1Q 2016

- Financial results above expectations
- Annual Meeting of Shareholders:
 - Record number of attendees
 - Experience modules – new strategy
- 1.671 shareholders, which represent 78% of total, required their dividend payment in stocks





▶ REVENUE



1,36

COP TRILLION
1Q-2016

- Higher prices on energy sales in Colombia
 - Central America contributed COP 191 billion
 - Distribution: commercial strategies undertaken (↑ unregulated clients) and greater energy demand during the draught period
-

▶ EBITDA

267

COP BILLION
1Q-2016

- Second best quarter EBITDA in 5 years
 - Advantages of business and geographies diversification
-

▶ NET INCOME

-8

COP BILLION
1Q-2016

- ↑ Financial expenses on ↑ CPI and IBR in Colombia
- Excluding tax on equity and non-recurring expenses: COP 36 billion, net result

 Key highlights:

- Asset management: capital structure analysis
- New Strategy – Companies, Smart Cities, Residentials:
 - Photovoltaic generation:
 - ✓ 97 proposals (33 MW capacity)
 - ✓ 18 deals (3 MW capacity).
 - Back up energy:
 - ✓ Equitel - partnership



Project: Solar plant - Yumbo



Residentials – Well-being

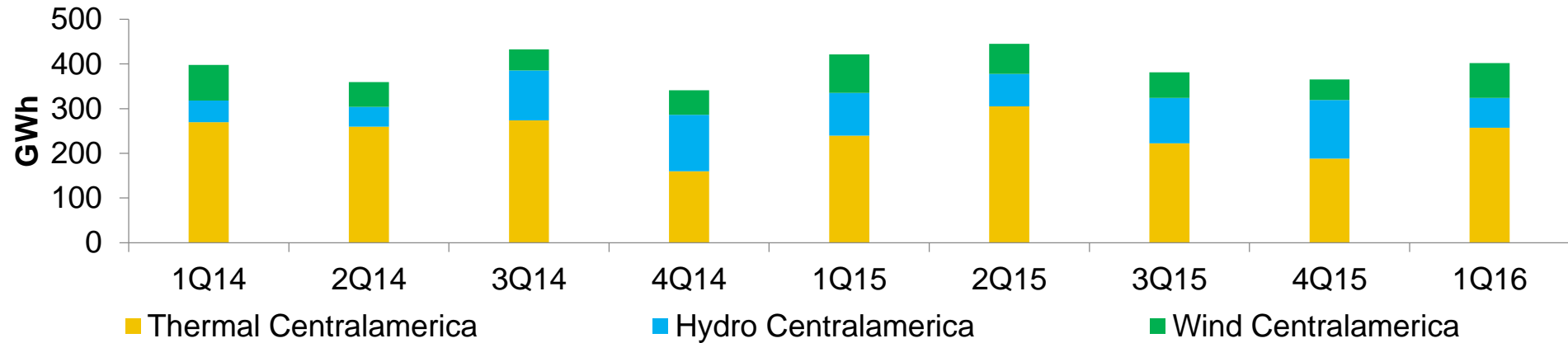


Companies - Productivity

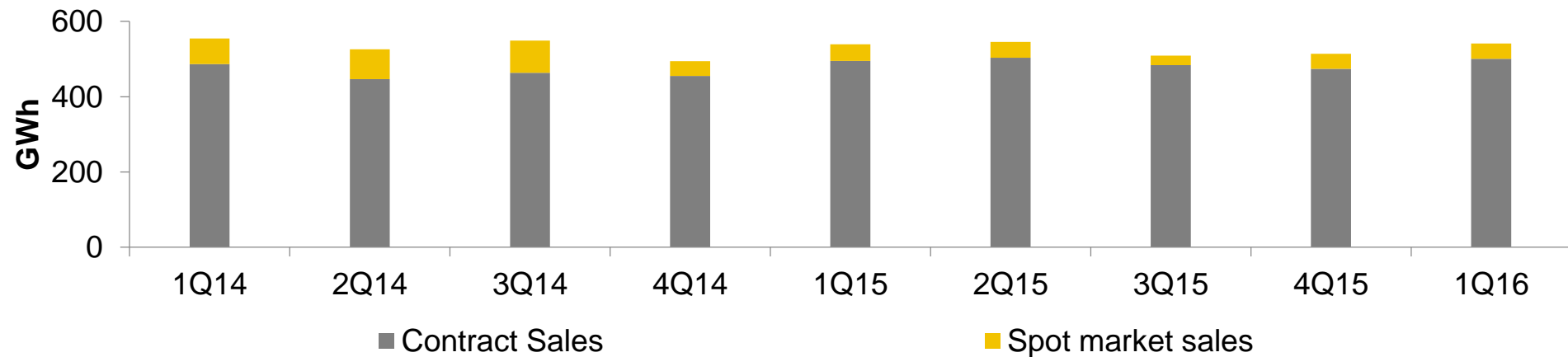


Smart Cities - Sustainability

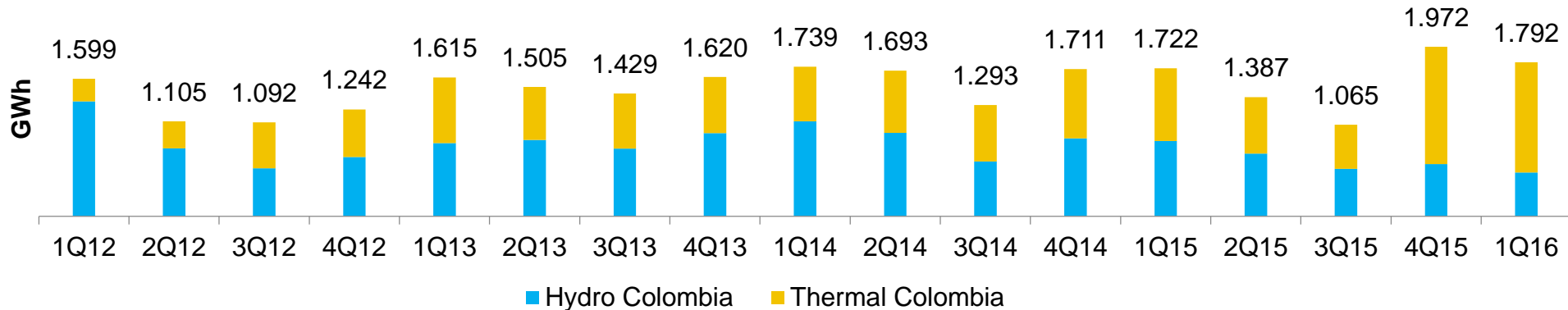
 **Generation by Technology - Central America**



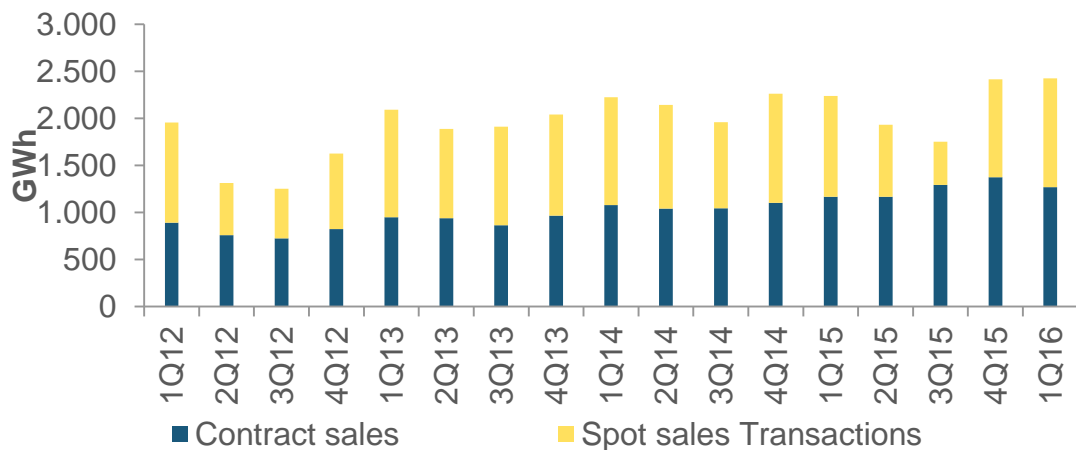
 **Sales by type - Central America**



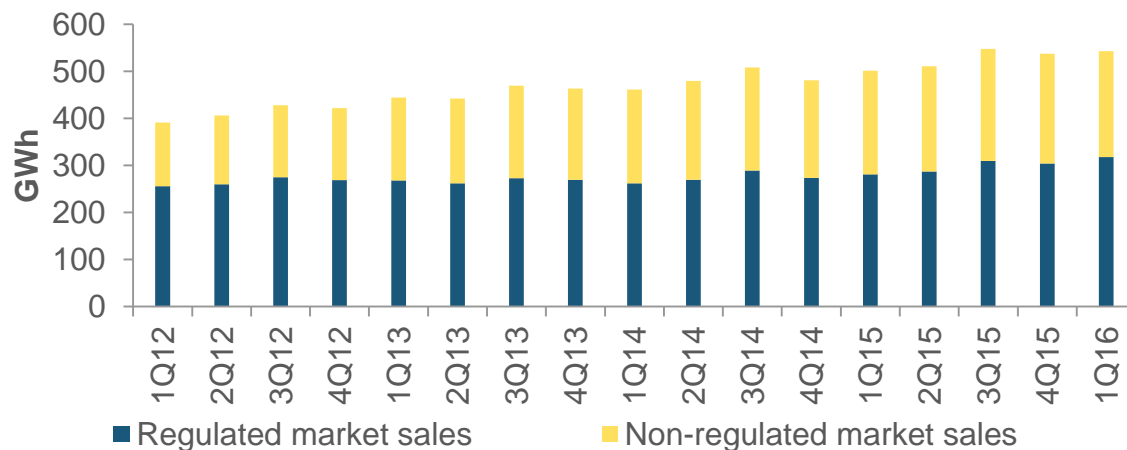
 **Generation by Technology - Colombia**



 **Wholesaler sales**

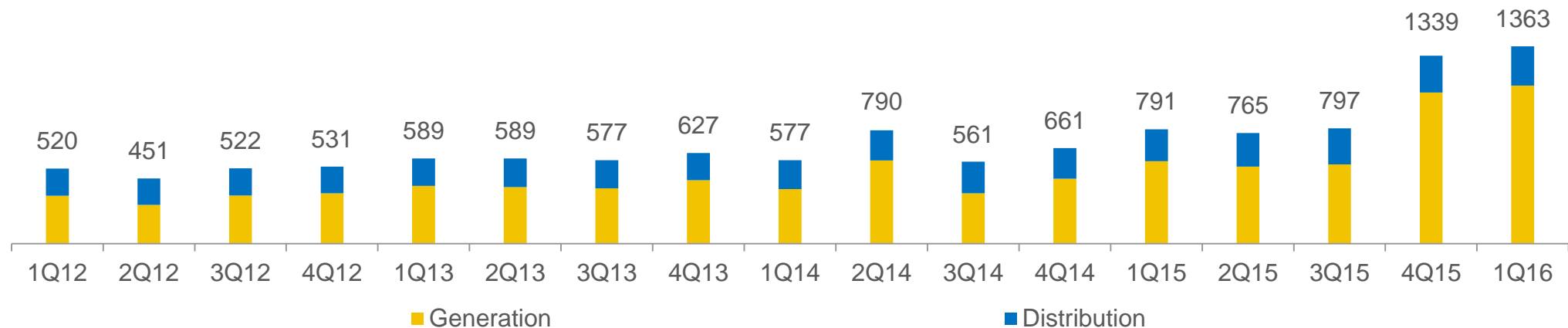


 **Retailer sales**

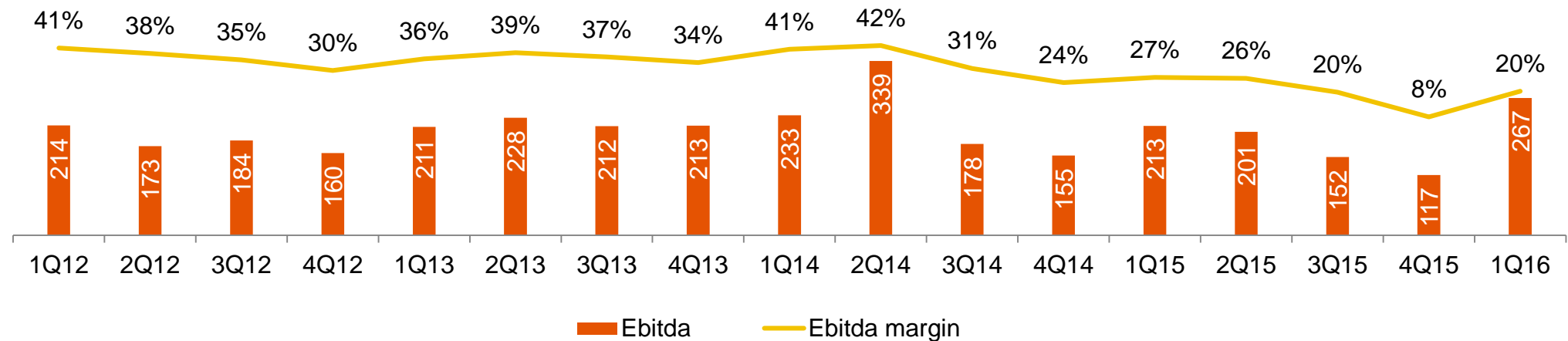




Historical Revenue (COP billion)



Historical EBITDA (COP billion)





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