



The 4Q10 operating results had a favorable evolution mainly explained by a higher gas and hydro generation as compared to previous quarter, whereas net income was reduced by an income tax loss.

# 4Q10

## Financial Report

- **Colbún reported 4Q10 Operating Revenues of USD 271.7 mn**, representing a 4% increase compared to 3Q10 and a 4% decrease compared to 4Q09.
- **EBITDA reached USD 69.8 mn**, versus USD 41.2 mn during 3Q10 and USD 98.5 mn during 4Q09, reaching a 26% EBITDA margin during 4Q10 versus 16% during 3Q10 and 35% during 4Q09.
- **4Q10 Net Income was USD 14.7 mn**, lower compared to the USD 19.3 mn of 3Q10 and lower compared to the USD 82.9 mn of 4Q09.
- The **Angostura hydroelectric Project (316 MW)** is under the construction stage of its early works (roads, deviation tunnels and access to the power cavern). To this date, practically all contracts have been awarded.
- Regarding the **Santa María coal thermal project (342 MW)**, we estimate the startup of operations for the last quarter of 2011, affected by the EPC contractor delays and the 2/27 earthquake's impact. Colbún has a CAR/EAR insurance policy that covers physical damage as well as ALOP. Colbún, along with the contractor, its advisors and the insurance adjustor, continue in the process of determining the definite costs associated with the earthquake, including the repair cost as well as the ALOP due to the delay of the plant startup.
- Regarding the **San Pedro hydroelectric project (150 MW)**, the construction of the early works has concluded. As it has been informed, Colbún is conducting additional research to consolidate the knowledge of the land, which is expected to finalize during the first half of 2011. The schedule of the construction will be defined once the additional research is concluded.

### Summary

USD million

	4Q09	3Q10	4Q10	Variance	
				QoQ	YoY
Revenues	282,4	261,9	271,7	4%	-4%
EBITDA	98,5	41,2	69,8	69%	-29%
Net Income	82,9	19,3	14,7	-24%	-82%
Net debt	773,1	1.013,7	1.026,3	1%	33%
Energy sales (GWh)	2.795,9	2.405,0	2.332,1	-3%	-17%
Hydraulic generation (GWh)	1.857,6	1.111,9	1.261,7	13%	-32%
E-o-Q exchange rate (CLP/USD)	507,1	485,2	468,4	-3%	-8%

[www.colbun.cl](http://www.colbun.cl)

Colbún is the second largest generator of the SIC (the Sistema Interconectado Central is the main electricity grid covering 75% of Chilean demand). The Company has 2,620 MW of installed capacity (52% thermal and 48% hydraulic) spread over 21 plants. The facilities are located in 4 different basins and 7 regions. Colbún sells energy and capacity to regulated customers (Distribution Companies), to non-regulated customers (Industrial Companies) and its surplus is sold to other Generators on the spot market. Please find more details on our website [www.colbun.cl](http://www.colbun.cl)

## INCOME STATEMENT ANALYSIS

**Net Income amounted up to USD 14.7 mn for the 4Q10**, which compares negatively with previous quarter Net Income of USD 19.3 mn, and negatively with 4Q09 Net Income of USD 82.9 mn.

QoQ decrease is explained by the loss registered in the income tax line, partially offset by higher operating results as compared to previous quarter, as well as by more favorable non-operating results.

- *Higher operating results*: mainly due to the effect of higher gas generation and higher hydro output during 4Q10, which replaced large part of diesel generation of previous quarter, partially offset by the higher average unit cost of diesel generation.
- *More favorable non-operating results*: mainly explained by the absence of a non-recurrent negative effect of USD 41.7 mn registered in 3Q10 due to the compensation payment for the early termination of gas transport contracts. This effect is partially offset by a lower income registered in the "Exchange Rate Differences" line, due to the lower appreciation of the CLP/USD exchange rate as compared to previous quarter (3.5% in 4Q10 vs. 11.3% in 3Q10).
- *Income tax*: this quarter registered a loss from income tax, as opposed to previous quarter, which registered an income in this item.

**4Q10 EBITDA was USD 69.8 mn**, which compares positively with EBITDA of 41.2 mn registered during 3Q10 and negatively with EBITDA of USD 98.5 mn for 4Q09.

Higher 4Q10 EBITDA v/s 3Q10 is mainly explained by:

- **Higher thermal generation with natural gas** as compared to previous quarter (672 GWh higher), due to our agreement reached with Enap for the supply of gas for the full capacity operation of one combined cycle unit of the Nehuenco Complex. This agreement contemplated the supply of gas as from the end of October, up until the end of the year. Thermal generation with gas replaced large part of the thermal generation with diesel of previous quarter, leading to a lower purchase cost of this fuel, which has a higher average unit price than gas.
- **Higher hydraulic generation** as compared to previous quarter (150 GWh higher, a 13% increase). This replaced part of the diesel generation of previous quarter, leading to a lower purchase cost of this fuel.
- **Lower fuel costs** due to the lower sales volume to our contracted clients as compared to 3Q10 (45 GWh lower, a 2% decrease).
- **Higher average sales prices** to contracted clients. The average sales price to free customers increased by 2%, whereas to regulated customers increased by 3%. These rises are mainly due to the application of indexation formulas defined in each contract, and to the effect of the exchange rate appreciation on certain sales prices which are temporarily fixed in Chilean pesos between periodic tariff revisions.

These positive effects were partially offset by:

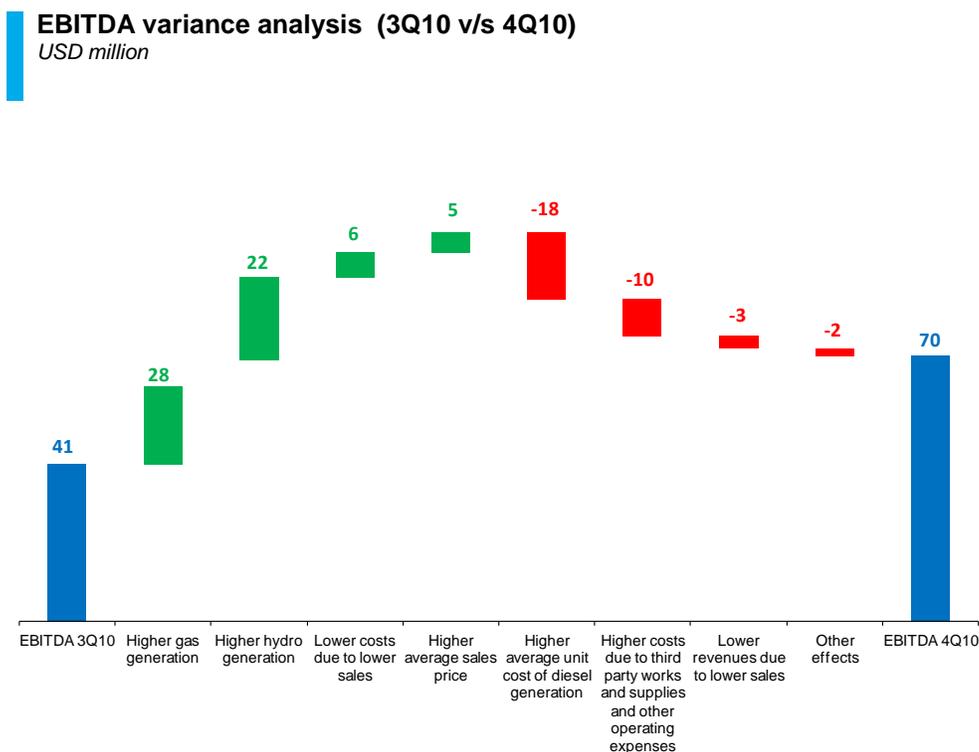
- **Higher average unit price of thermal generation with diesel**. As a reference, the average value of WTI was US\$ 76/bbl in 3Q10, vs. US\$ 85/bbl in 4Q10.

## INCOME STATEMENT ANALYSIS

- **Higher costs of third party works and supplies and other operating expenses**, mainly explained by the maintenance works performed in the power plants of the Nehuenco and Colbún complex during 4Q10, and the increase of the workforce and vacation provisions, and bonuses.
- **Lower sales volume to contracted clients**. It is worth noting that physical sales to our regulated customers increased by 14 GWh (2% increase), whereas physical sales to our free customers decreased by 59 GWh (4% decrease).

# INCOME STATEMENT ANALYSIS

The above mentioned negative and positive effects for 4Q10 are quantified in the following chart:



**EBITDA**  
USD million

	4Q09	3Q10	4Q10	Variance	
				QoQ	YoY
<b>Revenues</b>	<b>282,4</b>	<b>261,9</b>	<b>271,7</b>	<b>4%</b>	<b>-4%</b>
Sales to regulated customers	111,7	114,4	119,1	4%	7%
Sales to free customers	78,7	112,9	110,4	-2%	40%
Sales to non contracted customers	46,6	(0,5)	0,0	-100%	-100%
Sales to other generators (spot market)	5,1	17,3	10,2	-41%	100%
Other operating income	40,3	17,8	32,0	80%	-21%
<b>Raw materials and consumables used</b>	<b>(166,6)</b>	<b>(206,3)</b>	<b>(184,7)</b>	<b>-10%</b>	<b>11%</b>
Transmission tolls	(36,3)	(16,8)	(27,2)	62%	-25%
Energy and capacity purchases	(72,4)	(12,4)	(14,7)	18%	-80%
Gas purchases	(7,5)	(2,3)	(72,2)	3039%	862%
Diesel purchases	(24,4)	(161,6)	(50,7)	-69%	108%
Third party works and supplies	(26,0)	(13,1)	(19,9)	52%	-23%
<b>Personnel expenses and other operating expenses</b>	<b>(17,3)</b>	<b>(14,4)</b>	<b>(17,2)</b>	<b>19%</b>	<b>-1%</b>
<b>EBITDA</b>	<b>98,5</b>	<b>41,2</b>	<b>69,8</b>	<b>69%</b>	<b>-29%</b>

# INCOME STATEMENT ANALYSIS

The sales volume v/s generation balance shows that:

- The hydraulic generation of 1,262 GWh for 4Q10 represented 56% of the quarter's contractual commitments, as compared to the 1,112 GWh generation of 3Q10, which represented 49% of the commitments. The higher hydro generation during 4Q10 is mainly explained by the ice thawing conditions according to seasonality, which led to higher water availability in the relevant basins for Colbún.

The 2010-11 hydrological year began in April 2010. The registered precipitation during the April 2010-December 2010 period, in the Company's 4 most relevant basins (Aconcagua Basin, Maule Basin, Laja Basin and Chapo Lake) showed a variance of -51%, -35%, -30% and -19% respectively, as compared to average historical conditions.

- The remaining 44% of commercial obligations and the sales to the spot market were matched with Colbun's own thermal generation (mainly with gas) and to a lesser extent, with purchases in the spot market.
- The higher availability of natural gas led Colbún to generate 698 GWh with this fuel during 4Q10, up from only 26 GWh the previous quarter.
- The higher hydraulic generation, the higher generation with gas and the lower dispatch of thermal power plants operating with diesel, led Colbún to have a surplus at some moments and a deficit at others during the quarter. This translated to lower sales in the spot market from 113 GWh during 3Q10 to 85 GWh during 4Q10, and to lower purchases in this same market, from 46 GWh during 3Q10 to 13 GWh during 4Q10.

## Sales Volume v/s Generation GWh

	4Q09	3Q10	4Q10	Variance	
				QoQ	YoY
<b>Sales Volumes</b>					
Regulated customers	1.166	925	940	2%	-19%
Free customers	1.204	1.367	1.308	-4%	9%
Regulated customers w/o contracts	426	0	0	0%	-100%
Spot market sales	0	113	85	-25%	-
<b>Total energy sales</b>	<b>2.796</b>	<b>2.405</b>	<b>2.332</b>	<b>-3%</b>	<b>-17%</b>
<b>Generation</b>					
Hydraulic	1.858	1.112	1.262	13%	-32%
Thermal - Gas	111	26	698	2585%	529%
Thermal - Diesel	154	1.237	350	-72%	127%
<b>Total own generation</b>	<b>2.122</b>	<b>2.375</b>	<b>2.310</b>	<b>-3%</b>	<b>9%</b>
<b>Energy purchases (spot market)</b>	<b>751</b>	<b>46</b>	<b>13</b>	<b>-71%</b>	<b>-98%</b>

# INCOME STATEMENT ANALYSIS

## Analysis of non-operating results

- **Financial income:** 4Q10 registers an income of USD 3.6 mn, consistent with the quarter's financial investments.
- **Financial expenses:** 4Q10 registers expenses of USD 9.7 mn. The amount of capitalized expenses during 4Q10 was similar to 3Q10 (USD 13.2 mn of capitalized interest expenses for 4Q10 vs. USD 13.5 mn for 3Q10).
- **Other non-operating expenses:** non-operating expenses for 4Q10 registered a positive income of USD 0.4 mn, as compared to the loss of USD 49.2 mn registered in 3Q10. This was mainly due to the absence of a non-recurrent negative effect of USD 41.7 mn registered in 3Q10 from the compensatory payment for the early termination of natural gas transport contracts, between Colbún S.A. and Transportadora de Gas del Norte S.A. ("TGN") and HSBC Bank Argentina.
- **Exchange differences:** the USD 4.2 mn income resulting from exchange difference in 4Q10 is due to a 3.5% appreciation of the local exchange rate (CLP v/s USD) during the quarter, and to an excess of assets over liabilities in Chilean pesos. It is worth mentioning that Colbún owns assets denominated in CLP such as tax receivable and accounts receivable associated with sales from non-contracted regulated customers.
- **Income Tax:** the income tax item registers a loss of USD 22.8 mn during 4Q10, which compares negatively to the income of USD 23.8 mn during 3Q10. The main factor affecting this item is the appreciation or depreciation of CLP v/s USD, and its effect on the tax value of fixed asset and on exchange differences calculated under Chilean GAAP. The unfavorable quarterly evolution is due to a comparison base effect; the 3Q10 income tax resulted in an income as a consequence of the strong appreciation of the CLP/USD exchange rate during the quarter (11.3%). This positive effect of the CLP appreciation over income tax is lower in 4Q10 since the CLP/USD exchange rate appreciation was only 3.5%

## BALANCE SHEET ANALYSIS

For Balance Sheet analysis the following accounts should be highlighted:

### **Accounts receivable from sales to non-contracted regulated customers:**

Current assets include the short-term portion of the accounts receivable to distribution companies without contracts which amounted USD 104.0 mn at 4Q10 closing. The non-current assets incorporate the long-term portion, which at the end of the quarter was completely incorporated to the short-term portion, meaning that total accounts receivable from sales to non-contracted regulated customers reached USD 104.0 mn at 4Q10 closing, as compared to USD 136.8 mn at 3Q10 closing. The USD 32.8 mn decrease in these accounts receivable during 4Q10 is mainly due to the recollection in CLP of approximately USD 42 mn.

Starting January 2010, all distribution companies operating in the central grid (SIC) have contracts with generators to supply their regulated demand, reason why the balance of these accounts receivables (measured in CLP) will not increase in the future. These account receivables will be recovered by generator through a surcharge of up to 20% of the Node Price, charged to all regulated consumers in the central grid until complete recovery of the account receivable.

### **Current tax receivable:**

Current tax receivable reached USD 178.4 mn at 4Q10 closing, down by USD 17.6 mn as compared to 3Q10. This is mainly due to the lower balance of the specific tax on diesel, due to the decrease in the usage of this fuel as compared to 3Q10 closing.

### **Other current assets:**

This account reached USD 47.5 mn, decreasing by USD 3.4 mn as compared to 3Q10 closing. This is mainly due to a decrease of USD 3.3 mn approximately in an anticipated insurance payment account.

### **Non-current assets:**

Net Property, Plants and Equipment, reached USD 4,431.6 mn at 4Q10 closing, a USD 102.0 mn increase as compared to 3Q10 closing, due to the Company's investment projects, partially offset by the depreciation for the 4Q10.

Other non-current assets decreased by USD 44.9 mn reaching USD 243.5 mn at 4Q10 closing, mainly due to the reclassification of USD 60.0 mn from the long-term portion of accounts receivable from sales to non-contracted regulated customers, to its short-term portion.

### **Current Liabilities:**

Current liabilities reached USD 334.0 mn, a USD 70.5 increase as compared to 3Q10 closing. This is explained in part by the increase in the financial liabilities account, due to accrued interest and the effect of the decrease of the CLP/USD exchange rate on Peso denominated debt; and the increase of income tax payable.

### **Non-current Liabilities:**

Non-current Liabilities reached USD 1,926.9 mn at 4Q10 closing, a USD 9.1 decrease during the quarter.

### **Shareholders' Equity:**

At 4Q10 closing, the Company reached a Net Shareholder Equity of USD 3,502.9 mn, a positive variance of USD 21.5 mn during the quarter. This increase is mainly explained by the results of 4Q10.

# BALANCE SHEET ANALYSIS

## Summarized Balance Sheet

USD million

	4Q09	3Q10	4Q10	Variance	
				QoQ	YoY
<b>Current Assets</b>	<b>969,0</b>	<b>1.063,0</b>	<b>1.088,8</b>	<b>25,9</b>	<b>119,8</b>
Cash and cash equivalents	484,7	548,1	554,5	6,5	69,8
Trade and other accounts receivable	231,9	268,0	308,4	40,4	76,5
Normal sales	85,1	116,1	132,6	16,5	47,5
Sales to non contracted customers	106,0	76,8	104,0	27,2	-2,0
Others	40,8	75,1	71,8	-3,3	31,0
Current tax receivable	203,0	196,0	178,4	-17,6	-24,6
Other current assets	49,4	50,9	47,5	-3,4	-1,9
<b>Non-Current Assets</b>	<b>4.471,5</b>	<b>4.618,0</b>	<b>4.675,0</b>	<b>57,0</b>	<b>203,6</b>
Property, plant and equipment	4.184,8	4.329,6	4.431,6	102,0	246,8
Other non-current assets	286,7	288,4	243,5	-44,9	-43,3
<b>Total Assets</b>	<b>5.440,5</b>	<b>5.681,0</b>	<b>5.763,9</b>	<b>82,9</b>	<b>323,4</b>
Current liabilities	318,9	263,5	334,0	70,5	15,1
Long-term liabilities	1.676,7	1.936,1	1.926,9	-9,1	250,2
Total net equity	3.444,8	3.481,4	3.502,9	21,5	58,1
<b>Total Liabilities and Net Equity</b>	<b>5.440,5</b>	<b>5.681,0</b>	<b>5.763,9</b>	<b>82,9</b>	<b>323,4</b>

# CASH FLOW AND NET DEBT ANALYSIS

## Cash Flow Analysis

**Cash flow generated from operating activities during 4Q10** was a net inflow of USD 107.4 mn, mainly explained by EBITDA of USD 69.8 mn, the recovery of approximately USD 42.2 mn from non-contracted regulated customers' accounts receivables, partially offset by disbursements of USD 15.6 mn from insurance premiums and USD 12.7 mn from interest payments.

**Cash flow generated by financing activities** was a net outflow of USD 2.8 mn during 4Q10.

**Cash flow used in investment activities** was a net outflow of USD 101.0 mn in 4Q10, mainly explained by the incorporation of property, plants and equipment for USD 97.9 mn. The disbursements were made in connection to the projects under construction, which are the Santa Maria I coal plant, the San Pedro and Angostura hydro plants.

### Cash Flow USD million

	4Q09	3Q10	4Q10	Variance	
				QoQ	YoY
<b>Cash and cash equivalents at beginning of period</b>	<b>396,6</b>	<b>611,7</b>	<b>548,0</b>	<b>(63,7)</b>	<b>151,4</b>
Effects of exchange differences on initial cash	(11,0)	0,0	0,0	0,0	11,0
Cash Flow from Operating Activities	138,6	19,5	107,4	87,9	(31,2)
Cash Flow from Financing Activities	(31,0)	(3,4)	(2,8)	0,6	28,2
Cash Flow from Investing Activities	(63,5)	(121,6)	(101,0)	20,6	(37,5)
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>44,1</b>	<b>(105,5)</b>	<b>3,6</b>	<b>109,1</b>	<b>(40,5)</b>
Effects of exchange rate changes on cash and cash equivalents	54,7	41,8	2,9	(38,9)	(51,8)
<b>Cash and cash equivalents at end of period</b>	<b>484,4</b>	<b>548,0</b>	<b>554,5</b>	<b>6,5</b>	<b>70,1</b>

# CASH FLOW AND NET DEBT ANALYSIS

## Net Debt Analysis

Net debt increased by USD 12.5 mn during 4Q10, reaching USD 1,026.3 mn at closing. The increase mainly reflects the increase in gross financial debt due to the effect of the lower CLP/USD exchange rate over debt denominated in local currency.

### Liquidity Analysis

USD million

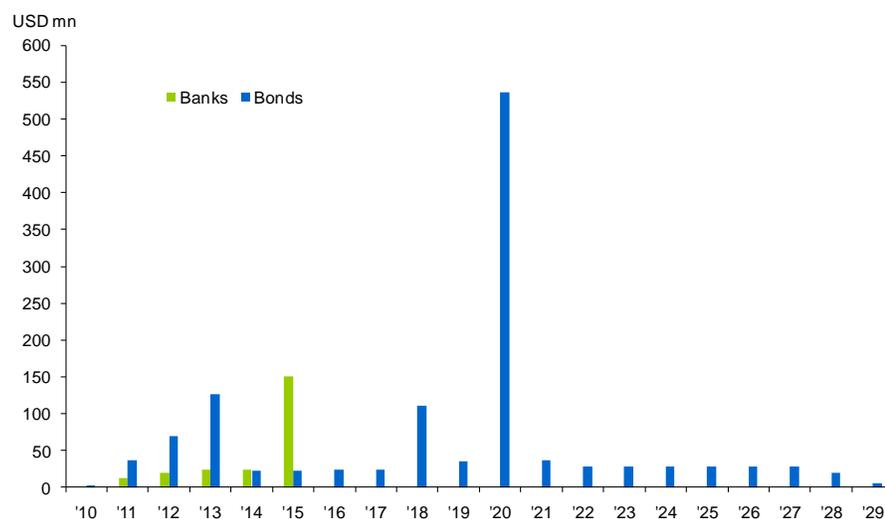
	4Q09	3Q10	4Q10	Variance	
				QoQ	YoY
Gross financial debt	1.257,2	1.548,5	1.568,9	20,3	311,7
Financial investments	484,1	534,8	542,6	7,8	58,5
<b>Net financial debt</b>	<b>773,1</b>	<b>1.013,7</b>	<b>1.026,3</b>	<b>12,5</b>	<b>253,2</b>

Financial investments reached USD 542.6 mn at 4Q10 closing (this amount includes time deposits, money-market funds, accrued interest and the effect of derivatives to redenominate the investments currency).

Gross financial debt reached USD 1,568.9 mn at the end of 4Q10. This amount includes net effect of hedging derivatives, discounts on bond issuances, taxes, commissions and other upfront expenses. During the 3Q10, gross debt increased by USD 20.3 mn primarily due to the exchange difference effect over debt in local currency.

### Long Term Debt amortization schedule at 4Q10 closing

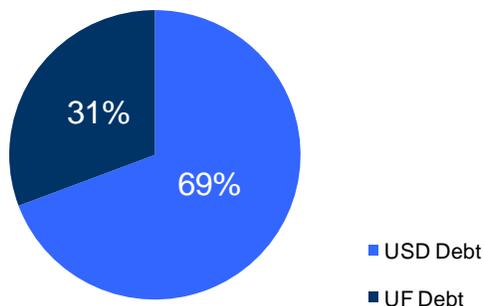
USD million



## CASH FLOW AND NET DEBT ANALYSIS

### Debt breakdown by currency

As a % of total debt



The average USD debt rate is 5.5%, whereas the long term average UF debt rate is 4.4%.

The financial debt half life is 7.7 years.

Taking into account the interest rate and currency derivatives, 69% of Colbún's long term financial debt is dollarized and 100% has a fixed rate.

## DISCLAIMER

*This document provides information about Colbún SA. In no case this document constitutes a comprehensive analysis of the financial, production and sales situation of the company. To evaluate whether to purchase or sell securities of the company, the investor must conduct its own independent analysis.*

*In compliance with the applicable rules, Colbún S.A. publishes this document on its Web Site ([www.Colbún.cl](http://www.Colbún.cl)) and sends the financial statements of the Company and its corresponding notes to the Superintendencia de Valores y Seguros, which are available for review.*

# APPENDIX 1: SALES VOLUME & GENERATION

## Quarterly Sales and Production

	2009					2010				
	1Q09	2Q09	3Q09	4Q09	Total	1Q10	2Q10	3Q10	4Q10	Total
<b>Sales</b>										
Regulated customers (GWh)	1.270	1.170	1.153	1.166	4.760	980	955	925	940	3.800
Free customers (GWh)	1.200	1.248	1.227	1.204	4.879	1.120	1.236	1.367	1.308	5.030
Regulated customers w/o contracts (GWh)	480	416	393	426	1.715	0	0	0	0	0
Spot market sales (GWh)	0	137	84	0	220	96	312	113	85	606
<b>Total energy sales (GWh)</b>	<b>2.951</b>	<b>2.970</b>	<b>2.857</b>	<b>2.796</b>	<b>11.573</b>	<b>2.195</b>	<b>2.503</b>	<b>2.405</b>	<b>2.332</b>	<b>9.436</b>
Capacity sales (MW)	1.497	1.552	1.523	1.486	1.505	1.520	1.351	1.367	1.384	1.375
<b>Generation</b>										
Hydraulic (GWh)	1.449	1.596	1.678	1.858	6.579	1.543	1.649	1.112	1.262	5.566
Thermal - Gas (GWh)	29	15	24	111	178	355	194	26	698	1.273
Thermal - Diesel (GWh)	481	1.340	827	154	2.802	301	675	1.237	350	2.563
<b>Total own generation</b>	<b>1.958</b>	<b>2.951</b>	<b>2.528</b>	<b>2.122</b>	<b>9.560</b>	<b>2.200</b>	<b>2.518</b>	<b>2.375</b>	<b>2.310</b>	<b>9.402</b>
<b>Energy purchases (spot market)</b>	<b>1.038</b>	<b>106</b>	<b>400</b>	<b>751</b>	<b>2.295</b>	<b>41</b>	<b>0</b>	<b>46</b>	<b>13</b>	<b>100</b>

## APPENDIX 2: INCOME STATEMENT

### Quarterly Income Statement

USD million

	2009					2010				
	1Q09	2Q09	3Q09	4Q09	Total	1Q10	2Q10	3Q10	4Q10	4Q11
Operating revenues	308,8	292,3	275,8	282,4	1.159,3	217,6	272,9	261,9	271,8	1.024,3
Raw materials and consumables used	(245,1)	(195,2)	(167,5)	(166,6)	(774,4)	(112,1)	(130,3)	(206,3)	(184,8)	(633,5)
<b>GROSS MARGIN</b>	<b>63,7</b>	<b>97,1</b>	<b>108,3</b>	<b>115,8</b>	<b>384,9</b>	<b>105,5</b>	<b>142,6</b>	<b>55,6</b>	<b>87,0</b>	<b>390,8</b>
Personnel expenses and other operating expenses	(10,2)	(9,9)	(10,9)	(17,3)	(48,2)	(13,7)	(14,3)	(14,4)	(17,2)	(59,7)
Depreciation & amortization	(29,3)	(30,7)	(30,9)	(30,9)	(121,8)	(30,9)	(30,9)	(30,9)	(31,4)	(124,1)
<b>OPERATING INCOME</b>	<b>24,2</b>	<b>56,5</b>	<b>66,5</b>	<b>67,6</b>	<b>214,8</b>	<b>61,0</b>	<b>97,4</b>	<b>10,3</b>	<b>38,4</b>	<b>207,0</b>
<b>EBITDA</b>	<b>53,5</b>	<b>87,2</b>	<b>97,4</b>	<b>98,5</b>	<b>336,6</b>	<b>91,8</b>	<b>128,3</b>	<b>41,2</b>	<b>69,8</b>	<b>331,1</b>
Financial income	7,3	4,3	3,1	(0,6)	14,1	3,4	2,7	3,2	3,6	12,9
Financial expenses	(14,7)	(15,3)	(11,3)	(10,4)	(51,8)	(19,4)	(10,8)	(9,2)	(9,7)	(49,1)
Results of indexation units	(4,3)	0,1	(1,1)	1,0	(4,4)	1,6	1,6	1,0	(0,3)	4,0
Exchange rate differences	30,1	15,9	(2,2)	37,7	81,5	(11,0)	(15,3)	39,8	4,2	17,7
Share of profit (loss) from equity-accounted associates	1,5	(0,3)	1,7	(1,9)	1,0	(0,0)	1,1	(0,1)	(0,4)	0,5
Other non-operating Income	2,5	0,2	5,0	(1,7)	6,0	0,1	3,9	0,1	1,3	5,3
Other non-operating Expenses	(1,3)	(0,8)	(5,4)	(8,1)	(15,6)	(20,7)	(6,6)	(49,2)	0,4	(76,2)
<b>NON-OPERATING INCOME</b>	<b>21,1</b>	<b>4,0</b>	<b>(10,2)</b>	<b>15,9</b>	<b>30,9</b>	<b>(46,0)</b>	<b>(23,5)</b>	<b>(14,5)</b>	<b>(0,9)</b>	<b>(84,9)</b>
<b>NET INCOME BEFORE TAX</b>	<b>45,3</b>	<b>60,6</b>	<b>56,3</b>	<b>83,5</b>	<b>245,6</b>	<b>14,9</b>	<b>73,9</b>	<b>(4,2)</b>	<b>37,5</b>	<b>122,1</b>
Income Tax	(7,8)	32,5	(32,0)	0,8	(6,5)	10,5	(17,7)	23,8	(22,8)	(6,2)
<b>NET INCOME FROM CONTINUING OPERATIONS</b>	<b>37,5</b>	<b>93,0</b>	<b>24,3</b>	<b>84,3</b>	<b>239,1</b>	<b>25,4</b>	<b>56,1</b>	<b>19,6</b>	<b>14,7</b>	<b>115,9</b>
<b>NET INCOME ATTRIBUTABLE TO STOCKHOLDERS OF THE PARENT COMPANY</b>	<b>34,7</b>	<b>92,7</b>	<b>24,0</b>	<b>82,9</b>	<b>234,4</b>	<b>22,8</b>	<b>55,5</b>	<b>19,3</b>	<b>14,7</b>	<b>112,3</b>
NET INCOME ATTRIBUTABLE TO MINORITY INTEREST	2,7	0,3	0,3	1,4	4,8	2,6	0,6	0,4	-	3,6

## APPENDIX 3: BALANCE SHEET

### Summarized Balance Sheet

USD million

	2009				2010			
	1Q09	2Q09	3Q09	4Q09	1Q10	2Q10	3Q10	4Q10
<b>Current Assets</b>	<u>1.125,4</u>	<u>1.157,4</u>	<u>968,4</u>	<u>969,0</u>	<u>1.109,2</u>	<u>1.117,2</u>	<u>1.063,0</u>	<u>1.088,8</u>
Cash and equivalents	512,0	553,5	396,7	484,7	650,3	611,7	548,1	554,5
Accounts receivable	305,3	256,2	237,7	231,9	216,1	272,8	268,0	308,4
<i>Normal sales</i>	125,3	101,8	90,5	85,1	98,9	126,6	116,1	132,6
<i>Sales to regulated customers w/o contracts</i>	124,0	101,3	104,9	106,0	85,1	84,7	76,8	104,0
<i>Deudores varios</i>	56,1	53,1	42,3	40,8	32,1	61,5	75,1	71,8
Recoverable taxes	222,9	252,1	242,2	203,0	199,1	187,6	196,0	178,4
Other current assets	85,2	95,5	91,8	49,4	43,7	45,2	50,9	47,5
<b>Non-Current Assets</b>	<u>4.105,6</u>	<u>4.232,0</u>	<u>4.348,2</u>	<u>4.471,5</u>	<u>4.538,6</u>	<u>4.526,2</u>	<u>4.618,0</u>	<u>4.675,0</u>
Property, Plant and Equipment , net	3.831,5	3.922,8	4.081,7	4.184,8	4.253,2	4.281,5	4.329,6	4.431,6
Other non-current assets	274,1	309,3	266,5	286,7	285,3	244,6	288,4	243,5
<b>TOTAL ASSETS</b>	<b>5.231,0</b>	<b>5.389,4</b>	<b>5.316,6</b>	<b>5.440,5</b>	<b>5.647,8</b>	<b>5.643,4</b>	<b>5.681,0</b>	<b>5.763,9</b>
<b>Current liabilities</b>	303,2	384,9	296,4	318,9	291,7	274,6	263,5	334,0
Long-term liabilities	1.655,2	1.652,6	1.649,9	1.676,7	1.886,1	1.880,7	1.936,1	1.926,9
Shareholders' equity	3.272,6	3.351,9	3.370,4	3.444,8	3.469,9	3.488,1	3.481,4	3.502,9
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>5.231,0</b>	<b>5.389,4</b>	<b>5.316,6</b>	<b>5.440,5</b>	<b>5.647,8</b>	<b>5.643,4</b>	<b>5.681,0</b>	<b>5.763,9</b>
End-of-quarter exchange rate (CLP/USD)	583,3	531,8	550,4	507,1	524,5	547,2	485,2	468,4