



# 3Q13 Financial Report

- Colbún's **operating revenues** for 3Q13 reached US\$461.1 million, an increase of 46% and a decrease of 11% compared to 3Q12 and 2Q13, respectively.
- Total **energy physical sales** amounted to 3.3 TWh, an increase of 25% and 4% compared to 3Q12 and 2Q13, respectively. Sales to unregulated clients reached 1.5 TWh, 8% higher than in 2Q13 and more than double the figure for 3Q12.
- Total generation** was 2.6 TWh, a decrease of 7% compared to 3Q12 due to less hydroelectric generation and of 8% compared to 2Q13 given by less gas-fired production.
- 3Q13 **EBITDA** was US\$25.9 million, down 78% from 3Q12 and 80% from 2Q13.
- Colbun reported a **net loss** of US\$10.1 million versus a net income of US\$4.5 million in 3Q12 and a net income of US\$41.7 million in 2Q13.
- The **Angostura hydroelectric project (316 MW)** continues on schedule and the filling of the reservoir has begun.
- At the end of 3Q13, **financial investments** reached US\$208.0 million and **net debt** was US\$1,472 million.
- In October 2013, Colbún obtained an **international bank loan** for a total amount of US\$250 million, with a bullet maturity of 5 years.

## Summary

USD million

	3Q12	2Q13	3Q13	Change	
				QoQ	YoY
Revenues	315.5	518.4	461.1	(11%)	46%
EBITDA	117.3	130.4	25.9	(80%)	(78%)
Net Income	4.5	41.7	(10.1)	(124%)	(327%)
Net debt	1,484	1,398	1,472	5%	(1%)
Energy sales (GWh)	2,667	3,216	3,343	4%	25%
Total generation (GWh)	2,755	2,802	2,571	(8%)	(7%)
Hydraulic generation (GWh)	1,450	1,193	1,166	(2%)	(20%)

## Conference Call 3Q13 Results

**Date:** Wednesday October 30th 2013  
**Time:** 12:00 PM Eastern Daylight Time  
 13:00 PM Chile  
**US Toll Free:** 1 888 339 2688  
**International Dial:** +1 617 847 3007  
**Password:** 585 797 47

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 2,962 MW of installed capacity (57% thermal and 43% hydraulic) spread over 22 plants. The facilities are located in 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.

## MANAGEMENT COMMENT

Results in the third quarter were impacted by adverse hydrological conditions in Chile, which resulted in low hydroelectric generation. This effect combined with lower availability of our combined cycle plants during the quarter, led to the Company purchasing more energy on the spot market, though these spot purchases were partially offset by commercial conditions stipulated in certain supply contracts. As a result, we suffered a loss for the quarter, while EBITDA was down significantly.

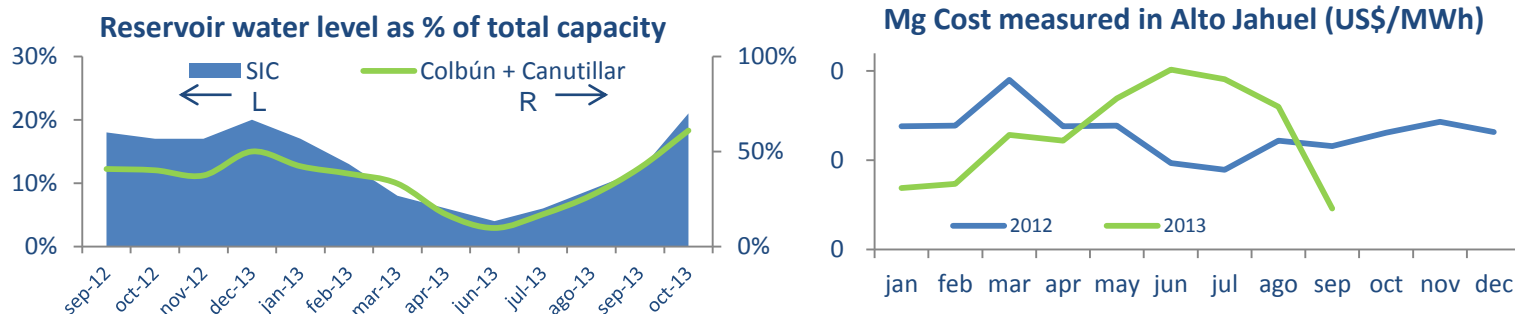
Looking ahead, with the seasonal improvement in hydrological conditions and related higher hydroelectric generation, we expect an improvement in our average production cost. Our natural gas generation should also benefit from our recently reached agreement with Enap Refinerias, which will improve our access to natural gas for the rest of the year and for part of 2014. Therefore, we enter the fourth quarter and 2014 optimistic about our ability to deliver value for all stakeholders.

With the Angostura hydroelectric project (316 MW) reaching its final stages, we continue to re-balance our competitive output with our contract level. On an annual basis, our hydro production combined with coal-fired and gas-fired generation will match our committed sales, further reducing our reliance on more expensive diesel-fired generation.

## MARKET CONDITIONS

In the year to date, the SIC's (Central Interconnected System) total generation level has increased about **4% as compared to the previous year due to a growing demand** from both regulated and unregulated customers. In cumulative terms, the generation mix has shown a rising share of thermal generation, accounting for 64% of the total, as a result of water scarcity. It is worth noting that the start-up of new coal plants in the system has allowed for more **efficient thermal generation, as coal-fired generation replaces** diesel-fired generation.

The quarter was consisted of two distinct periods. The months of July and August were dry, with higher thermal generation due to reduced precipitation and low reservoirs levels at the beginning of the period. This was reflected in high marginal cost/spot prices. Prices measured in Alto Jahuel averaged US\$ 225/MWh. However, since the beginning of September 2013, the marginal costs of the system have fallen significantly, due to higher incoming flood. For reference, September's average marginal cost was US\$ 93/MWh, 44% and 42% lower than the same period in 2012 and 2011 respectively.



In regulatory terms, two new laws were recently approved. The first seeks to promote development of **NCRE**, requiring that by 2025, 20% of the energy matrix as measured by total generation will rely on this source of energy, compared with a previous target of 10%. The second, concerning **electric concessions**, aims to accelerate the granting of concessions for the construction of transmission lines, mitigating the risks associated with delays in the commissioning of new infrastructure.

## PHYSICAL SALES

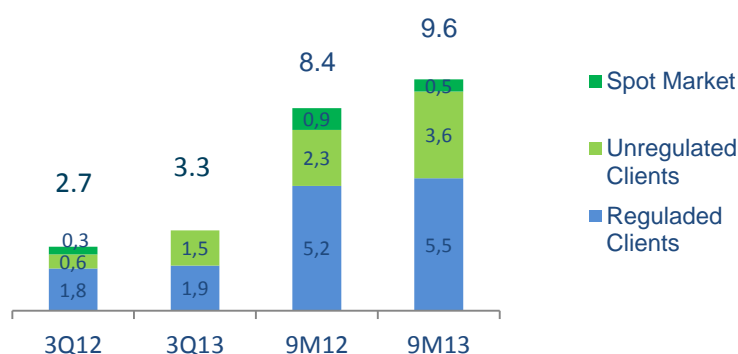
**Sales volume to customers under power purchase agreements** during 3Q13 reached 3,343 GWh, 42% higher than the same period of the previous year, mainly explained by new supply contracts with Codelco which began in Mar13 and May13. Sales were 4% higher as compared to 2Q13 for the same reason.

**Sales to regulated clients** reached 1,872 GWh, similar to 2Q13 and 7% higher than 3Q12, explained by system-wide growth in demand.

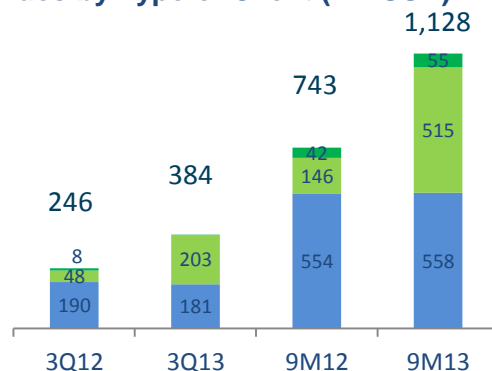
**Sales to unregulated clients** totaled 1,471 GWh, more than twice the level reported in 3Q12 due to the new Contracts with Codelco. Compared to 2Q13, sales increased 8%, mainly due to an additional supply contract with Codelco.

There were no sales to the spot market during the third quarter.

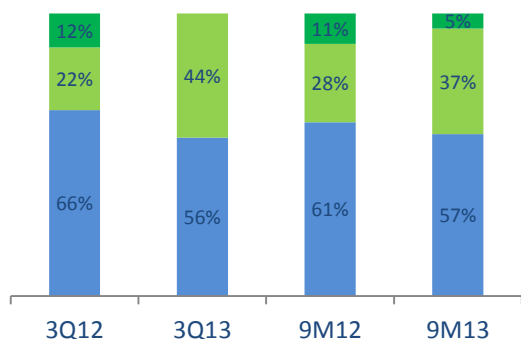
Physical Sales by Type of Client (TWh)



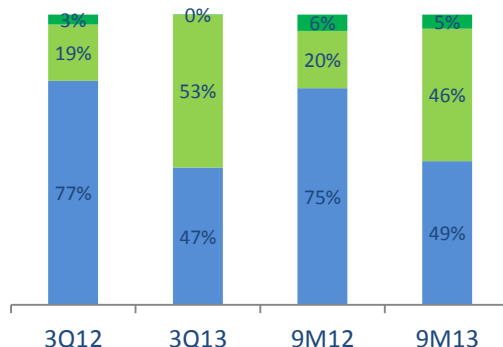
Revenues by Type of Client (MMUSD)



Physical Sales by Type of Client (%)



Revenues by Type of Client (%)



## GENERATION

Hydrological conditions have been very weak in 2013, with extremely dry conditions in the north and central-south of the country, where our main hydroelectric complex is located. By contrast, in the south and austral areas, conditions are slightly wetter than normal.

**Hydroelectric generation** decreased 20% compared to 3Q12, falling to 1.166 GWh. This is explained by low precipitation during the winter. This resulted in the fourth consecutive dry year and reservoir levels falling to historic lows.

**Coal-fired generation** during 3Q13 was 646 GWh, 15% higher than the 560 GWh recorded in 3Q12. The increase was largely due to the start-up of the Santa María I plant.

**Diesel-fired generation** decreased 22% compared to the 3Q12, while **natural gas-fired generation** increased 20%.

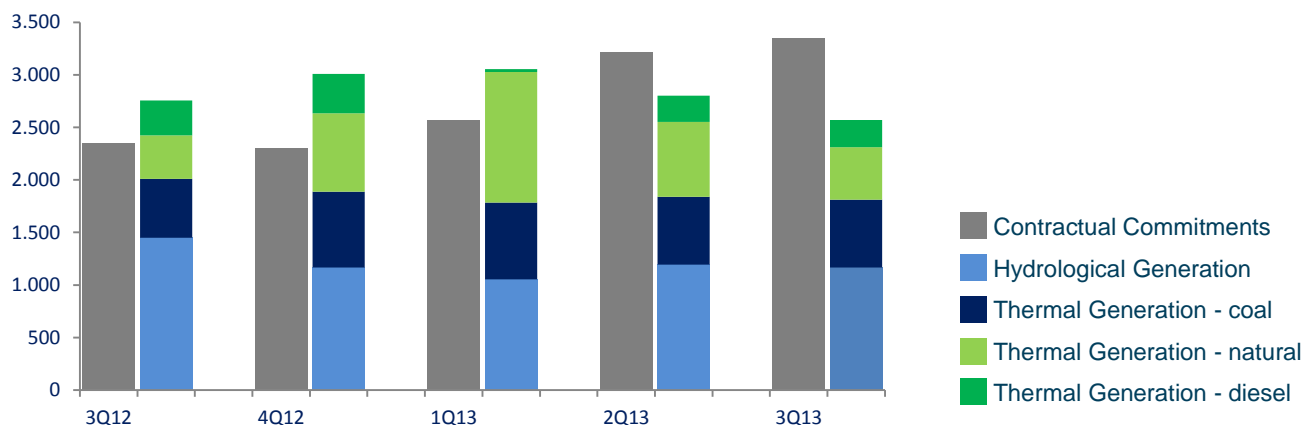
## Sales Volume vs. Generation

GWh

	3Q12	2Q13	3Q13	9M12	9M13	Change		
						QoQ	YoY	Ac/Ac
<b>Sales Volumes</b>								
Regulated customers	1.753	1.853	1.872	5.191	5.516	1%	7%	6%
Free customers	594	1.363	1.471	2.339	3.613	8%	148%	54%
Spot market sales	320	0	0	913	511	0%	(100%)	(44%)
<b>Total energy sales</b>	<b>2.667</b>	<b>3.216</b>	<b>3.343</b>	<b>8.443</b>	<b>9.641</b>	<b>4%</b>	<b>25%</b>	<b>14%</b>
<b>Generation</b>								
Hydraulic	1.450	1.193	1.166	4.066	3.807	(2%)	(20%)	(6%)
Thermal - Gas	415	713	499	1.495	1.553	(30%)	20%	4%
Thermal - Diesel	331	250	260	1.866	1.590	4%	(22%)	(15%)
Thermal - Coal	560	646	646	1.132	1.708	(0%)	15%	51%
<b>Total own generation</b>	<b>2.755</b>	<b>2.802</b>	<b>2.571</b>	<b>8.559</b>	<b>8.657</b>	<b>(8%)</b>	<b>(7%)</b>	<b>1%</b>
<b>Energy purchases (spot market)</b>	<b>7</b>	<b>462</b>	<b>789</b>	<b>79</b>	<b>1.333</b>	<b>71%</b>	<b>-</b>	<b>1583%</b>

## Commitments vs. Generation Balance

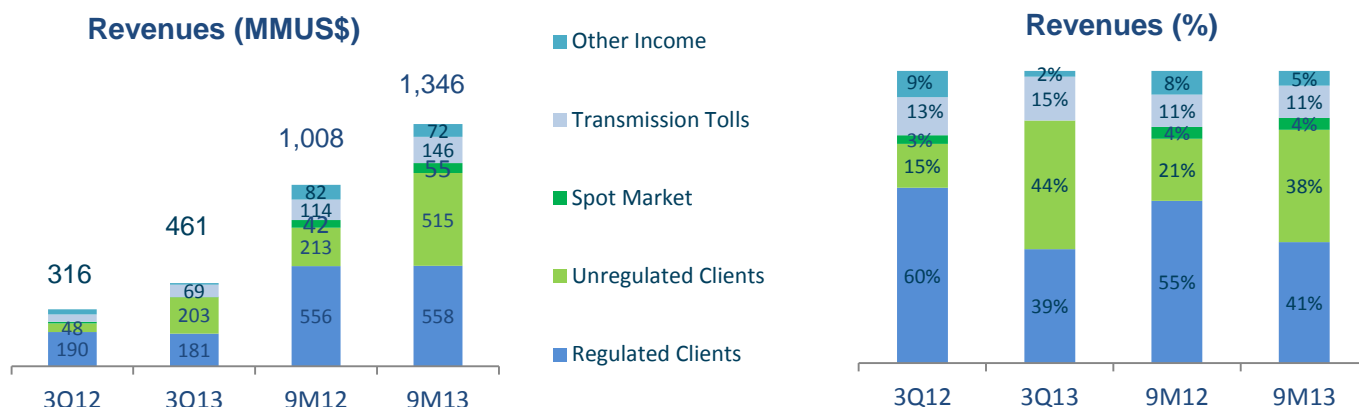
GWh



## OPERATING REVENUES

**Operating revenues from ordinary activities for 3Q13 totaled US\$461.1 million**, increasing 46% and decreasing 11% compared to 3Q12 and to 2Q13, respectively.

Accumulated operating revenues from ordinary activities as of Sep13 totaled US\$1,346 million, 34% higher than in the same period of the previous year. Revenues are broken down as follow:



**Regulated clients:** Revenue from regulated clients were US\$181.4 million in 3Q13, 5% and 3% lower compared to 3Q12 and 2Q13 respectively. These decreases are due to lower average monomic prices. This effect was partly offset by higher physical sales.

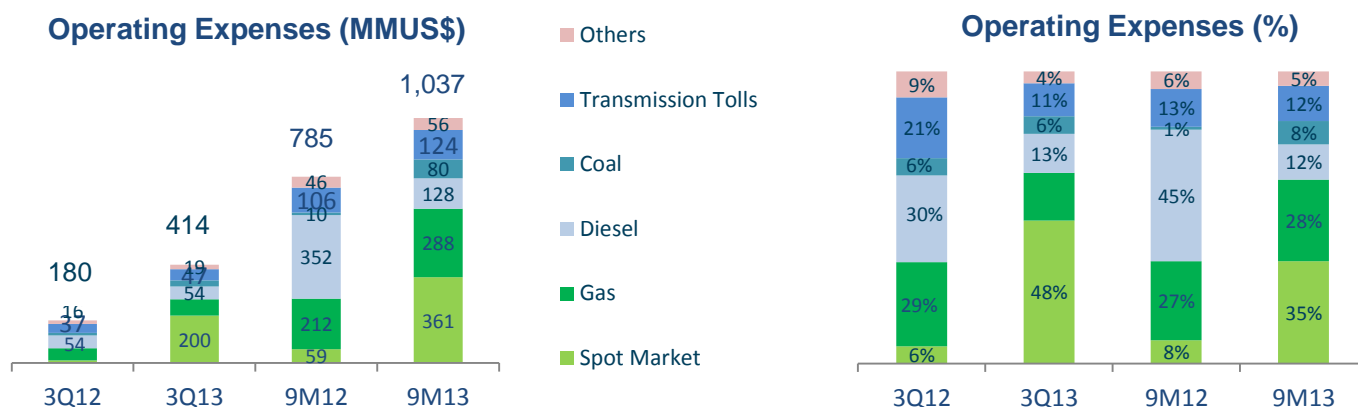
**Unregulated clients:** Revenue from unregulated clients reached US\$202.7 million in 3Q13, increasing more than fourfold compared to 3Q12 and decreasing 11% compared to 2Q13. The increase versus 3Q12 is mainly explained by the higher physical sales, due to two new Codelco contracts that came into effect in March 2013 and May 2013, as well as higher average monomic prices due to the conditions stipulated in these contracts. The decrease from 2Q13 is the result of a **lower average monomic price**. This was the result of **a change in the indexation structure of some contracts**, partially offset by higher physical sales.

**Transmission Tolls:** Revenue from transmission tolls totaled US\$68.9 million in 3Q13, 65% and 77% higher than in 3Q12 and 2Q13 respectively. This was the result of toll income reassessments paid one month in arrears after the system decoupled in Jul13 and Ago13.

## OPERATING EXPENSES

**Raw materials and consumables used totaled US\$413.6 million on 3Q13**, more than doubling compared to 3Q12, and increasing 13% with respect to 2Q13.

In cumulative terms, as of Sep13, raw materials and consumables used totaled US\$1,037 million, a 32% increase compared to the same period in 2012.



**Spot market purchases** during the 3Q13 reached 789 GWh (US\$200.4 million), a considerable increase compared to the 7 GWh (US\$10.9 million) purchased in 3Q12. The increase in purchases is explained by low hydroelectric generation combined with lower availability of our combined cycle plants during the quarter. The higher costs related to these purchases were partially offset by commercial conditions stipulated in certain supply contracts.

**Fuel Costs** reached US\$147.9 million, 27% higher than 3Q12, due to higher gas consumption and higher coal consumption as a consequence of the accounting treatment of Santa María I in its commissioning phase in 2012. Fuel costs fell 14% from 2Q13, explained by a decrease in gas and diesel consumption.

**Third Parties Work and Supply** totaled US\$18.6 million in 3Q13, compared to US\$15.5 million in 3Q12 and US\$19.5 million in 2Q13. The increase with respect to 3Q12 is mainly due to the startup of the Santa María I power plant.

## NON-OPERATING RESULT

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The **non-operating result of 3Q13 registered a loss of US\$3.9 million**, in line with US\$4.2 million in 3Q12 and more favorable than the loss of US\$11.3 million of 2Q13. The main non-operating factors are:

**Financial Expenses** reached US\$10.7 million in 3Q13, an increase compared to the US\$8.7 million registered in 3Q12 and a decrease compared to US\$12.1 million in 2Q13. The sequential decrease is mainly due to the maturity of a local bond during 2Q13. The increase compared to 3Q12 is the result of an increase in short term “revolving” debt.

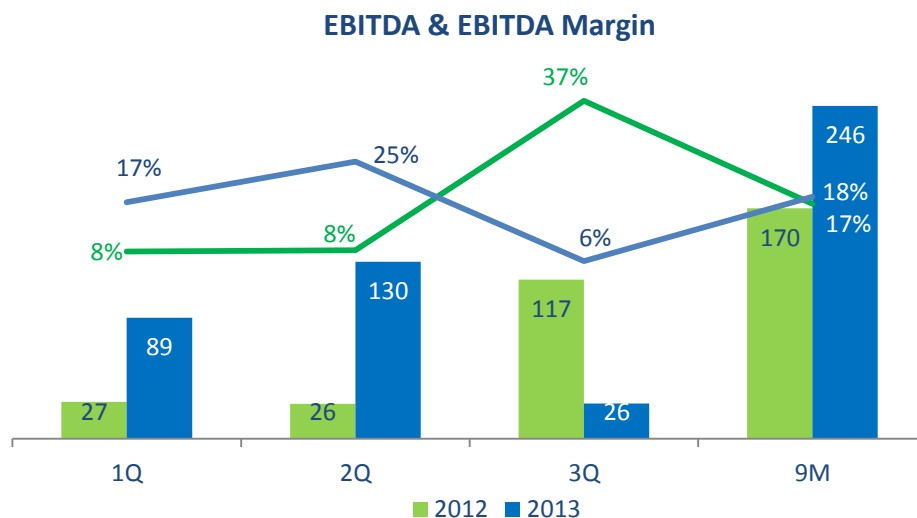
**Exchange Rate Differences** posted a loss of US\$1.9 million, compared to the income of US\$3.7 million in 3Q12 and the income of US\$7.1 million on 2Q13. During 3Q13, the exchange rate did not fluctuate significantly, from the rate in 2Q13 and 3Q12.

**Other income (loss)** registered an income of US\$4.6 million. This includes a partial advance of US\$14.0 million received from insurance associated with the physical damage sustained at the Nehuenco II thermoelectric power plant in March 2013. Additionally, during 3Q13, revenues coming from carbon bond credits (US\$7.2 million) were reclassified as “other operating income”, reducing the “other income (loss)” line. The income recorded in 3Q13 compares with a loss of US\$2.6 million in 3Q12 and a loss of US\$8.7 million in 2Q13. It is worth noting that in 2Q13 the Company registered a non-recurring loss of US\$8.6 million, due to the asset impairment related to the breakdown of a turbine in the Los Pinos thermoelectric power plant (100 MW).

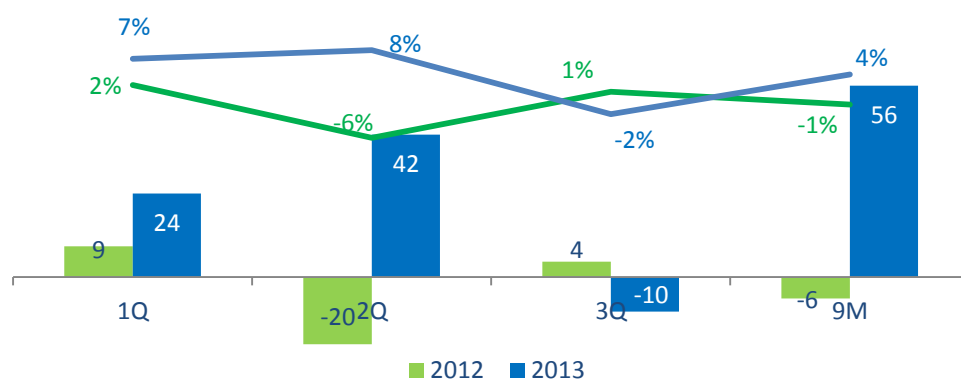
**Tax Expense:** the quarter registered an income of US\$8.0 million in 3Q13, mainly explained by a loss in the result before taxes and by the effect of the exchange rate difference (slight appreciation) in the accounting for the fiscal fixed assets. This last effect impacted the deferred tax calculation since the fixed fiscal asset is carried in Chilean pesos.

## EBITDA AND NET INCOME ANALYSIS

**3Q13 EBITDA was US\$25.9 million**, lower than the US\$117.3 million recorded in 3Q12, and the US\$130.4 million recorded in 2Q13. The decrease in EBITDA compared to the same period of last year is mainly explained by lower hydroelectric generation, partly offset by higher coal and natural gas generation. The decrease compared to 2Q13 is due to lower availability at some of our plants and higher spot market purchases.



### Net Income & Net Income Margin



The Company posted a **loss of US\$10.1 million** which compares with net income of US\$4.5 million in 3Q12 and net income of US\$41.7 million in 2Q13.

## GROWTH PLAN

Colbún is executing a development plan focused on increasing its installed capacity, while diversifying its generation to achieve a balance between hydroelectric and efficient thermoelectric generation. This balance will enhance the Company's competitiveness and its ability to meet all contractual commitments.

The status of the projects that the Company is developing is detailed as follows:

	Angostura	San Pedro	La Mina	Sta. María II
<b>Description</b>	Hydro-Reservoir	Hydro-Reservoir	Mini Hydro	Coal
<b>Capacity(MW)</b>	316	150	34	342
<b>Gwh/year expected</b>	1.500	1.000	180	2.500
<b>Phase</b>	Final Construction	EIA Approved	EIA Approved	EIA Approved
<b>Budget (MMUS\$)</b>	720*	Under revision	-	-
<b>Completion</b>	97%	-	-	-

\*Includes the reservoir MMUS\$675 and the transmission line and substation MMUS\$45

## Completed Projects

- **Colbún-Ancoa Interconnection Project:** On May 11, 2013 this project began operations, allowing the Colbún - Alto Jahuel and Ancoa - Alto Jahuel lines, which previously operated separately to begin joint operations. This combination increases the energy that can be transported to the central zone of Chile, where most of the country's electricity consumption occurs. The facilities, which took 14 months to be built, involve one of the most efficient increases of transmission capacity projects carried out in the system in recent years, adding the equivalent of a 350MW power plant to the central zone for a total investment of just US\$4.9 million.

## Projects under Construction



**Angostura Project (316 MW):** This hydroelectric project will use the water resources of the Biobío and Huequecura Rivers in the Biobío Region. At present, the project is in its final stages and advancing on the compliance with all relevant social commitments. During 3Q13, the construction of the dam was completed and the filling of the reservoir began. In parallel, the hydro mechanical assembly continues, together with the installation of the turbines. By the end of the year, the plant will enter the test phase. Once the project is completed, it will be the largest hydroelectric power plant built in the last decade in Chile.

## Projects under Development

- **San Pedro Hydroelectric Project (150 MW):** The Company continues analyzing the results of prospection and land studies conducted in 2011 and 2012. Additionally, there have been other studies and monitoring in order to define the required adjustments in the civil works. Given the information gathered so far, the analysis is expected to continue throughout 2013. Once this analysis is complete, the Company will be able to define a clear timeline for the construction of the project.
- **La Mina Hydroelectric Project (34 MW):** This project, located in the community of San Clemente, will use the waters of the Maule River. The project qualifies as an ERNC mini hydro power plant, having obtained Environmental Qualification Resolution in November 2011 and its DIA optimization approval in May 2013. As of September 30, 2013, the tender for construction of civil works and hydro mechanical equipment had begun.
- **Coal-fired thermal project Santa Maria II (342 MW):** Colbún has an environmental permit to build a second unit, similar to the first unit in operation. Currently the company is studying the possible modifications required by the new emissions standard enacted in 2011. It also is analyzing the technical, environmental, social and financial progress to define the timely start of development.
- **Floating LNG Regasification Terminal (FSRU - floating storage regasification unit):** the Company is developing the technical feasibility, environmental and economic studies for an LNG regasification project. The goal of this project would be to access the international natural gas markets and secure this fuel under flexible and competitive conditions.



- **Hidroaysén:** Colbún, together with Endesa-Chile, participates in the development of hydroelectric projects in the Baker and Pascua Rivers in the Aysén region. These hydroelectric plants will have a total installed capacity of approximately 2,750 MW. Once operational, this capacity would be sold independently by the two companies. To date, the total amount invested in Hidroaysén is US\$ 134.2 million.

## RELEVANT EVENTS

- **Natural gas supply agreements:** The Company has reached two agreements for the supply of natural gas. The first is a medium term agreement with Metrogas S.A. which contemplates supply for one unit of our Nehuenco Complex from January to April 2013 (already used), 2014 and 2015. The second agreement, signed in 3Q13, is a short term agreement with Enap Refinerías S.A. This agreement contemplates supply for the other combined cycle unit of the Nehuenco Complex, from October 2013 to March 2014.
- **Angostura reservoir:** in October 2013, Colbun presented reposition recourse against an injunction halting the filling of the Angostura reservoir. The Court accepted this recourse, and the injunction was lifted. Legal proceedings regarding the reservoir are ongoing.

## BALANCE SHEET ANALYSIS

### Summarized Balance Sheet

USD million

	Change				
	Sep12	Jun13	Sep13	QoQ	YoY
<b>Current Assets</b>	789.9	760.4	691.5	(68.9)	(98.4)
Cash and cash equivalents	281.1	223.0	208.0	(15.0)	(73.1)
Trade and other accounts receivable	171.3	184.3	146.5	(37.8)	(24.9)
Current tax receivable	245.3	230.0	231.0	1.0	(14.4)
Other current assets	92.1	123.1	106.1	(17.0)	14.0
<b>Non-Current Assets</b>	5,156.6	5,259.3	5,352.4	93.1	195.8
Property, plant and equipment	4,833.1	4,954.7	5,014.1	59.4	181.0
Other non-current assets	323.5	304.6	338.4	33.7	14.9
<b>Total Assets</b>	<b>5,946.5</b>	<b>6,019.7</b>	<b>6,044.0</b>	<b>24.3</b>	<b>97.4</b>
<b>Current liabilities</b>	431.7	535.5	547.8	12.3	116.1
Non-current liabilities	2,041.1	1,903.9	1,924.1	20.2	(117.0)
Total net equity	3,473.7	3,580.3	3,572.1	(8.2)	98.4
<b>Total Liabilities and Net Equity</b>	<b>5,946.5</b>	<b>6,019.7</b>	<b>6,044.0</b>	<b>24.3</b>	<b>97.4</b>

**Cash and cash equivalents** totaled US\$208.0 million, decreasing compared to 2Q13, mainly explained by lower inflows from operating activities, partly offset by higher inflows from short term financing activities.

**Trade and other accounts receivable** were US\$146.5 million, 21% lower than the figure as of June 30, 2013, mainly explained by a decrease in sales to clients due to lower monomic prices.

**Property, Plant and Equipment, net** was US\$5,014 million as of September 30, 2013, an increase of US\$59.4 million compared to June 30, 2013. This is explained by the investment carried out by Colbún (mainly the Angostura Project), partially offset by the depreciation expense registered in the period.

**Current Liabilities** totaled US\$547.8 million, a US\$12.3 million increase compared to the close of the previous quarter. This variation is due to short term financing operations carried out during the quarter, partially offset by a reduction in accounts payable.

**Non-current liabilities:** Non-current liabilities totaled US\$1,924 million at the end of 3Q13, an increase of US\$20.2 million during the quarter. This increase is explained primarily by the effect of the exchange rate appreciation on liabilities denominated in Chilean pesos and an increase in deferred taxes liabilities.

**Shareholders' Equity:** At the close of 3Q13, the Company had Net Shareholder Equity of US\$3,572 million, a 0.2% decrease from the end of 2Q13.

## DEBT AND CREDIT METRICS

### Liquidity Analysis & Indicators

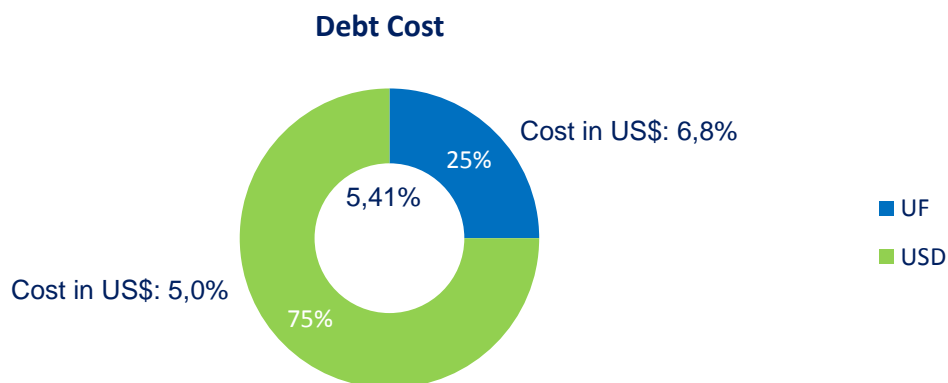
USD million

	3Q12	2Q13	3Q13	Change	
				QoQ	YoY
Gross financial debt	1,764.5	1,620.9	1,679.6	58.7	(84.9)
Financial investments	281.0	223.0	208.0	(15.0)	(73.0)
EBITDA LTM	244.2	453.7	362.3	(91.4)	118.1
<b>Net financial debt</b>	<b>1,483.5</b>	<b>1,397.9</b>	<b>1,471.6</b>	<b>73.7</b>	<b>(11.9)</b>
<b>Net Debt / EBITDA</b>	<b>6.1</b>	<b>3.1</b>	<b>4.1</b>	<b>1.0</b>	<b>(2.0)</b>
Leverage (%)	71%	68%	69%	1%	(2%)
Short Term Liabilities(%)	17%	22%	22%	0%	5%
Financial Expense Coverage	4.1	2.3	2.3	(0.0)	(1.8)
Equity Profitability (%)	(0.2%)	0.7%	0.7%	0%	1%
Asset Profitability (%)	(0.1%)	0.4%	0.4%	0%	1%
EBITDA/Operational Assets (%)	5%	10%	8%	(2%)	3%

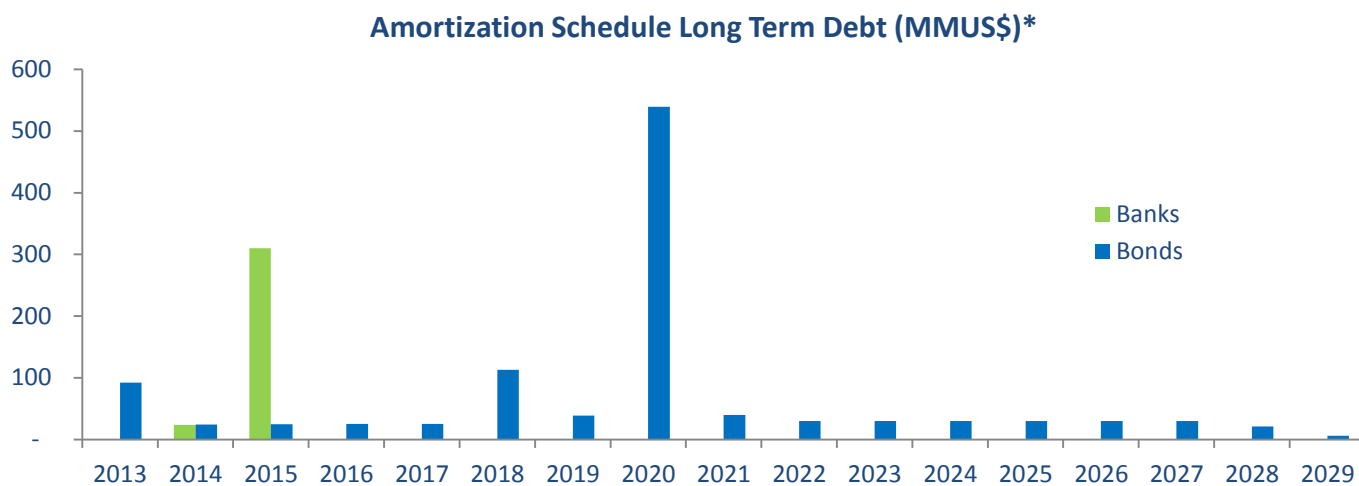
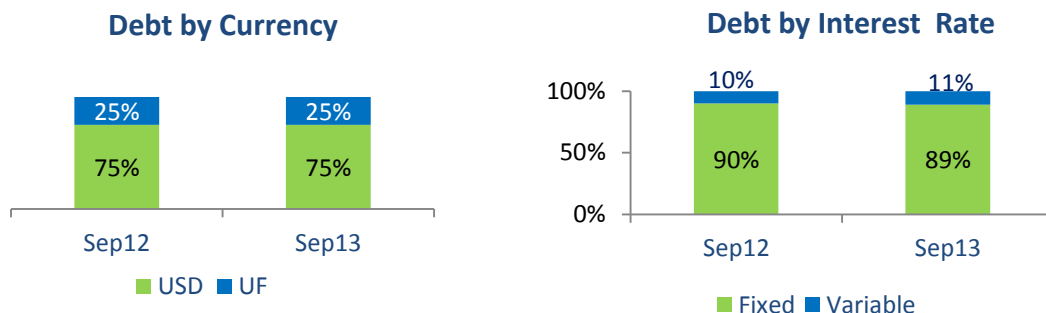
Gross debt increased compared to 2Q13 mainly due to an increase in the short term “revolving” debt.

The **average maturity** of Colbún’s long term financial debt is **5.4 years**.

The average USD long-term financial **debt interest rate is 5.41%**.



Taking into account the interest rate and currency derivatives:



\*The chart above does not include the new bank loan

In October 2013, Colbún subscribed an **international bank loan** for a total amount of US\$250 million and a bullet maturity of 5 years. The funds will be used to refinance short term debt.

## CASH FLOW ANALYSIS

During 3Q13, the Company presented a **net cash outflow of US\$14.5 million** and, as of Sep13, an accumulated negative cash flow in the amount of US\$8.7 million, which compares favorably to the same period of 2012.

**Operating activities** during 3Q13 generated net cash inflows of US\$28.6 million, lower than the net inflows of US\$152.3 million in 2Q13. This is mainly explained by higher operating expenses, partially offset by an increase of revenues due to higher physical sales.

It should be noted we have reclassified the interest expense from “Operating Activities” to “Financing Activities”

**Financing activities** generated net cash outflows of US\$29.2 million during 3Q13, mainly explained by an increase in the short term “revolving” debt, partly offset by lower interest expenses.

**Investing activities** generated net cash outflows of US\$72.3 million during 3Q13, lower than 2Q13. This was largely the result of additions to property, plant and equipment, associated with the Angostura Project, and to a lesser extent to repairs in the Nehuenco II and Los Pinos power plants during the period, as well as a capital contribution to the associated Hidroaysén venture. These outflows were partly offset by Hidroaysén repaying a loan to Colbun.

**Cash Flow**

USD million

	Change				
	3Q12	2Q13	3Q13	QoQ	YoY
<b>Cash and cash equivalents at</b>	<b>255.8</b>	<b>237.5</b>	<b>223.0</b>	<b>(14.5)</b>	<b>(32.8)</b>
Cash Flow from Operating Activities	187.2	152.3	28.6	(123.7)	(158.6)
Cash Flow from Financing Activities	(42.7)	(71.5)	29.2	100.7	71.9
Cash Flow from Investing Activities	(123.0)	(92.8)	(72.3)	20.5	50.7
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>21.5</b>	<b>(12.0)</b>	<b>(14.5)</b>	<b>(2.5)</b>	<b>(36.0)</b>
Effects of exchange rate changes on cash and cash equivalents	3.8	(2.5)	(0.5)	2.0	(4.3)
<b>Cash and cash equivalents at end of period</b>	<b>281.1</b>	<b>223.0</b>	<b>208.0</b>	<b>(15.0)</b>	<b>(73.1)</b>

*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.*

*This press release may contain forward-looking statements concerning Colbun's future performance and should be considered as good faith estimates by Colbún S.A.*

*In compliance with the applicable rules, Colbún S.A. publishes 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, those documents should be read as a complement to this report.*

## Appendix 1 Sales Volume & Generation

### Quarterly Sales and Production

GWh

	2012				
	1Q12	2Q12	3Q12	4Q12	Total
<b>Sales</b>					
Regulated customers (GWh)	1,721	1,718	1,753	1,721	6,912
Free customers (GWh)	1,156	589	594	582	2,921
Spot marketsales (GWh)	59	534	320	642	1,555
<b>Total energy sales (GWh)</b>	<b>2,935</b>	<b>2,841</b>	<b>2,667</b>	<b>2,945</b>	<b>11,389</b>
Capacity sales (MW)	1,523	1,486	1,513	1,492	1,503
<b>Generation</b>					
Hydraulic (GWh)	1,426	1,190	1,450	1,167	5,233
Thermal - Gas (GWh)	690	391	415	747	2,242
Thermal - Diesel (GWh)	650	885	331	374	2,240
Thermal - Coal (GWh)	145	428	560	721	1,853
<b>Total own generation (GWh)</b>	<b>2,911</b>	<b>2,893</b>	<b>2,755</b>	<b>3,009</b>	<b>11,568</b>
<b>Energy purchases spot market (GWh)</b>	<b>72</b>	<b>0</b>	<b>7</b>	<b>0</b>	<b>79</b>

	2013				
	1Q13	2Q13	3Q13	4Q13	Total
Regulated customers (GWh)	1,790	1,853	1,872		5,516
Free customers (GWh)	779	1,363	1,471		3,613
Spot marketsales (GWh)	511	0	0		511
<b>Total energy sales (GWh)</b>	<b>3,081</b>	<b>3,216</b>	<b>3,343</b>		<b>9,641</b>
Capacity sales (MW)	1,564	1,806	1,898		1,756
Hydraulic (GWh)	1,052	1,193	1,166		3,411
Thermal - Gas (GWh)	1,243	713	499		2,455
Thermal - Diesel (GWh)	28	250	260		538
Thermal - Coal (GWh)	732	646	646		2,024
<b>Total own generation (GWh)</b>	<b>3,055</b>	<b>2,802</b>	<b>2,571</b>		<b>8,428</b>
<b>Energy purchases spot market (GWh)</b>	<b>82</b>	<b>462</b>	<b>789</b>		<b>1,333</b>

## Appendix 2 Income Statement

### Quarterly Income Statement

USD million

	2012					2013				
	1Q12	2Q12	3Q12	4Q12	Total	1Q13	2Q13	3Q13	4Q13	Total
Operating revenues	361.1	331.6	315.5	401.3	1,409.5	367.0	518.4	461.1		1,346.4
Raw materials and consumables used	(316.3)	(288.7)	(180.1)	(262.3)	(1,047.4)	(256.6)	(367.2)	(413.6)		(1,037.4)
<b>GROSS MARGIN</b>	<b>44.8</b>	<b>42.9</b>	<b>135.4</b>	<b>139.0</b>	<b>362.1</b>	<b>110.4</b>	<b>151.1</b>	<b>47.5</b>		<b>309.0</b>
Personnel expenses and other operating expenses	(17.7)	(17.3)	(18.1)	(22.3)	(75.4)	(21.2)	(20.7)	(21.6)		(63.4)
Depreciation & amortization	(31.1)	(31.2)	(34.2)	(39.5)	(136.0)	(40.4)	(39.4)	(40.1)		(119.9)
<b>OPERATING INCOME</b>	<b>(4.0)</b>	<b>(5.6)</b>	<b>83.1</b>	<b>77.2</b>	<b>150.7</b>	<b>48.8</b>	<b>91.0</b>	<b>(14.2)</b>		<b>125.7</b>
<b>EBITDA</b>	<b>27.1</b>	<b>25.6</b>	<b>117.3</b>	<b>116.7</b>	<b>286.7</b>	<b>89.2</b>	<b>130.4</b>	<b>25.9</b>		<b>245.6</b>
Financial income	1.4	0.8	1.6	1.2	5.0	1.7	1.4	0.8		3.8
Financial expenses	(4.6)	(4.0)	(8.7)	(15.3)	(32.5)	(15.2)	(12.1)	(10.7)		(38.0)
Results of indexation units	2.2	0.4	(0.1)	2.0	4.5	0.5	0.2	2.2		3.0
Exchange rate differences	10.3	(1.6)	3.7	(2.0)	10.4	(2.8)	7.1	(1.9)		2.3
Share of profit (loss) from equity-accounted associates	1.8	1.3	2.0	3.3	8.3	2.2	0.9	1.1		4.1
Other non-operating income/expense	(14.6)	(8.4)	(2.6)	(5.7)	(31.4)	(15.9)	(8.7)	4.6		(20.0)
<b>NON-OPERATING INCOME</b>	<b>(3.4)</b>	<b>(11.5)</b>	<b>(4.2)</b>	<b>(16.5)</b>	<b>(35.6)</b>	<b>(29.5)</b>	<b>(11.3)</b>	<b>(3.9)</b>		<b>(44.7)</b>
<b>NET INCOME BEFORE TAX</b>	<b>(7.4)</b>	<b>(17.1)</b>	<b>78.9</b>	<b>60.7</b>	<b>115.1</b>	<b>19.3</b>	<b>79.8</b>	<b>(18.1)</b>		<b>81.0</b>
Income Tax	16.4	(2.6)	(74.5)	(3.6)	(64.2)	5.1	(38.1)	8.0		(24.9)
<b>NET INCOME FROM CONTINUING OPERATIONS</b>	<b>9.0</b>	<b>(19.7)</b>	<b>4.5</b>	<b>57.1</b>	<b>50.9</b>	<b>24.4</b>	<b>41.7</b>	<b>(10.1)</b>		<b>56.0</b>
<b>NET INCOME ATTRIBUTABLE TO STOCKHOLDERS OF THE PARENT COMPANY</b>	<b>9.0</b>	<b>(19.7)</b>	<b>4.5</b>	<b>57.1</b>	<b>50.9</b>	<b>24.4</b>	<b>41.7</b>	<b>(10.1)</b>		<b>56.0</b>

## Appendix 3 Balance Sheet

### Summarized Balance Sheet

USD million

	2012				2013			
	Mar12	Jun12	Sep12	Dec12	Mar13	Jun13	Sep13	Dec13
Current Assets	764.0	796.0	789.9	788.6	750.4	760.4	691.5	
Cash and equivalents	203.0	255.8	281.1	217.7	237.6	223.0	208.0	
Accounts receivable	213.2	196.2	171.3	184.8	172.6	184.3	146.5	
<i>Normal sales</i>	157.6	131.6	123.6	121.7	154.0	178.5	140.5	
<i>Deudores varios</i>	55.7	64.6	47.7	63.1	18.6	5.8	6.0	
Recoverable taxes	239.8	251.5	245.3	258.2	230.4	230.0	231.0	
Other current assets	107.9	92.4	92.1	127.9	109.8	123.1	106.1	
Non-Current Assets	4,941.1	5,039.5	5,156.6	5,214.8	5,251.4	5,259.3	5,352.4	
Property, Plant and Equipment , net	4,659.8	4,751.1	4,833.1	4,904.2	4,933.2	4,954.7	5,014.1	
Other non-current assets	281.3	288.4	323.5	310.6	318.2	304.6	338.4	
<b>Total Assets</b>	<b>5,705.1</b>	<b>5,835.5</b>	<b>5,946.5</b>	<b>6,003.4</b>	<b>6,001.8</b>	<b>6,019.7</b>	<b>6,044.0</b>	
Current liabilities	400.6	441.5	431.7	550.8	552.5	535.5	547.8	
Long-term liabilities	1,821.2	1,942.5	2,041.1	1,939.8	1,908.1	1,903.9	1,924.1	
Shareholders' equity	3,483.3	3,451.5	3,473.7	3,512.8	3,541.3	3,580.3	3,572.1	
<b>Total Liabilities and Shareholders' Equity</b>	<b>5,705.1</b>	<b>5,835.5</b>	<b>5,946.5</b>	<b>6,003.4</b>	<b>6,001.8</b>	<b>6,019.7</b>	<b>6,044.0</b>	
End-of-quarter exchange rate (CLP/USD)	487.4	501.8	473.8	480.0	472.0	507.2	504.2	