



PRESS RELEASE

NEW CUSTOMERS BOOST ENEL GENERACIÓN PERÚ'S ENERGY SALES IN 1H 2018

Lima, July 26th, 2018 - Today, the Board of Directors of Enel Generación Perú S.A.A., chaired by José Manuel Revuelta, approved the company's financial and operating results for the first half of 2018.

"Our energy sales increased in 1H 2018 due to our sound commercial strategy which allowed us to maintain solid financial indicators in spite of the current, competitive context of low market prices. Our experience, expertise and commitment to the country positions us once again as one of the main generators in Perú in terms of energy output." said **José Manuel Revuelta**, Enel's Country Manager in Perú.

MAIN FINANCIAL RESULTS (Expressed in millions of Soles)

	1H 2018	1H 2017	Variation
REVENUES	1,035	872	+18.7%
EBITDA	510	336	+51.7%
NET INCOME	334	184	+81.3%
DEBT WITH FINANCIAL ENTITIES	142	174	-18.4%
CAPEX	51	33	+52.5%

- **REVENUES:** grew due to higher energy sales (7.5%), mainly resulting from the increased volumes of energy sold to new free market customers and a favorable outcome of an arbitration proceeding with a customer for 53 million PEN.
- **EBITDA:** increased due to higher revenues resulting from: i) capital gains for the sale of shares in Enel Brasil to Enel Américas for 89 million PEN, transaction closed in May 2018, ii) insurance compensation for the negative effect in 2017 of Niño Costero on Callahuanca hydro plant (35 million PEN).
- **NET INCOME:** increased reflecting EBITDA growth, which more than offset higher taxes by 47 million PEN as a result of a higher taxable income.





- **DEBT WITH FINANCIAL ENTITIES:** decreased by 32 million PEN in line with the schedule of payments of financial obligations.
- **CAPEX:** increased due to recovery works at the Callahuanca hydro plant (31 million PEN), recovered by Enel Group's corporate insurance policy.

MAIN OPERATING RESULTS

	1H 2018	1H 2017	Variation
NET POWER GENERATION (GWh)	3,162	2,542	+24.4%
ENERGY SALES (GWh)	4,354	4,052	+7.5%

- **NET POWER GENERATION:** increased to meet demand growth mainly from new customers, specifically through thermal generation (+81.1%), which went up to 1,746 GWh from 964 GWh. offsetting the lower water availability in the country. On the other hand, hydropower generation decreased by 10.3%, going down to 1,416 GWh from 1,579 GWh, following the impact of Niño Costero on Callahuanca hydro plant in 2017.
- **ENERGY SALES (GWh):** increased due to the signing of new agreements with free customers, which came into force during 1Q 2018.

