



PRESS RELEASE

ENEL DISTRIBUCION PERU 9M 2017 EBITDA WITHSTANDS ADVERSE MARKET CONDITIONS

Lima, October 26th, 2017. Today, the Board of Directors of Enel Distribución Perú S.A.A., chaired by Carlos Temboury, approved the financial and operating results for the third quarter of 2017.

“We maintained a strong performance despite the low energy prices in the free market, which are affecting all businesses in the sector. We continue to work to increase the number of customers, hence withstanding market challenges, while we reduced net debt through targeted actions to boost cash balance”, said **Carlos Temboury**, Country Manager of Enel in Peru.

MAIN FINANCIAL RESULTS (in millions of Soles, PEN)

	3Q 2017	3Q 2016	Variation
REVENUES	2,145	2,190	-2.1%
EBITDA	534	539	-1.0%
NET INCOME	243	256	-5.2%
NET DEBT	1,297	1,430	-9.3%
CAPEX	249	291	-14.7%

- **REVENUES:** decreased by 2.1% due to lower sales in the regulated market, as a result of commercial and industrial medium voltage (MV) regulated customers moving to the free market, where the average prices registered in the period decreased due to the oversupply.
- **EBITDA:** decreased by 1% mainly due to the lower energy margin.
- **NET INCOME:** decreased by 5.2%, reflecting the EBITDA reduction and the increase in amortizations, mainly related to investments in this period.
- **NET DEBT:** down by 9.3% due to higher cash balance resulting from better management of commercial receivables.
- **CAPEX:** amounted to PEN 249 million in 9M 2017 and was mainly focused on meeting customer demand by broadening and reinforcing the company's networks, with the aim to ensure quality and safety of service. Capex declined in 9M 2017 compared to the corresponding period of 2016 mainly because of savings arising from better management





of processes.

MAIN OPERATIONAL RESULTS

	3Q 2017	3Q 2016	Variation
Energy distribution (GWh)	5,973	5,811	2.8%
Customers (thousands)	1,392	1,360	2.4%

- **Energy distribution:** the volume of distributed energy grew by 2.8% compared to the same period of 2016, mainly as a result of a 1.3% increase in distribution to low voltage (LV) customers in the regulated market.
- **Customers:** increased by 2.4%, mainly as a result of new connections.

