



## Energisa Soluções | Results for 3rd quarter of 2013

Cataguases, November 08, 2013 - The Management of Energisa Soluções S/A (“Company”) hereby presents its results for the nine months of 2013 (9M13). The following financial and operational information is presented in accordance with international financial reporting standards (IFRS), except when stated otherwise.

### 1 - Business profile and economic-financial headlines

---

Energisa Soluções (ESO), a wholly owned subsidiary of Energisa S/A, provides energy services, offering integrated, innovative and high-added-value solutions to the generator, transmitter distributor and industrial corporate segments. The company primarily operates in the following segments:

- Hydroelectric power plants (UHEs), thermal power plants and Small Hydroelectric Power Stations (SHPs): operations, maintenance, automation, commissioning and proprietary engineering;
- Transmission Lines and Substations: projects, construction management, automation, maintenance, operations and commissioning;
- Industrial and Distribution: maintenance and recovery of power transformers.

In recent months Energisa Soluções has closed important contracts for the operation and maintenance of electric assets.

In May ESO commenced operations at its windfarms. The company mobilised its team to provide operation and maintenance services for the infrastructure (BOP), transmission lines and substations of the São Bento do Norte, Olho D’Água, Farol and Boa Vista wind farms in the state of Rio Grande do Norte, which comprise the Olhos D’Água wind farm complex. ESO will maintain 40 km of the 138-kV transmission line and three substations. These plants belong to Grupo Galvão Energia and represent the start of ESOL’s operations and maintenance services in this segment.

Also in May Energisa began work to accompany the commissioning of the Maracanã SHP, which has an installed capacity of 10.5 MW and is located in Mato Grosso state. ESO will also handle the automation process for the remote operation of the SHP via the Operations Centre in Cataguases. The contract is for five years.

In June, ESO won the tender to provide operation and maintenance services at Samarco’s plant, in the region of the Mariana, Minas Gerais state. ESO will also maintain and operate 34 km of the 345-kV Transmission Line and a 345/138 kV substation. The contract lasts for four years and can be automatically renewed for one more year.

Another important contract was closed in July with CELG, which is responsible for the distribution of energy in Goiás state. Forecast to start in October this year, the 30-month contract consists of providing live-line services and maintaining 69 kV and 138 kV transmission lines for several regions inside said distribution company’s concession area.

The company is also providing preventive maintenance services to two generators of the Retiro Baixo hydroelectric power station with an installed capacity of 82 MW and located between the municipalities of Curvelo and Pompéu, in Minas Gerais state. The contract lasts 49 days.

In the first nine months of 2013 Energisa Soluções recorded a loss of R\$ 0.2 million, primarily due to contracts which did not yield the expected financial results. These contracts have been terminated.

---

## Results for the 3rd quarter of 2013



Energisa Soluções' sales volume in the period also affected earnings, which was impacted by lower expenditure of electricity generation companies on plant operations and maintenance due to the environment created by Provisional Law 579/2012.

The Company's main economic and financial figures for the first nine months have been summarized below:

Descrição	9M13	9M12	Change %
<b>Earnings - R\$ million</b>			
Gross Operating Revenue	57.9	54.8	+ 5.7
Net Operating Revenue	50.6	43.9	+ 15.3
Earnings before interest and tax (EBIT)	0.5	4.4	- 88.6
EBITDA	3.2	6.7	- 52.2
Net Income	(0.2)	3.2	-
<b>Financial Indicators - R\$ million</b>			
Total Assets	66.2	61.6	+ 7.5
Cash / Cash Equivalents / Short-Term Investments	2.7	1.8	1.5
Shareholders' Equity	33.5	34.9	- 4.0

Management.

## Financial Statements

---

### 1. Balance Sheet - Assets

**ENERGISA SOLUÇÕES S/A**  
**BALANCE SHEET**  
**AS OF SEPTEMBER 30, 2013 AND DECEMBER 31, 2012**  
(In thousands of reais)

	9/30/2013	12/31/2012
<b>Assets</b>		
<b>Current</b>		
Cash and cash equivalents	1,588	1,711
Money market and secured funds	1,110	61
Accounts receivable	7,504	10,523
Inventory	1,337	1,654
Recoverable taxes	8,285	2,620
Other accounts receivable	2,310	1,856
<b>Total current</b>	<b>22,134</b>	<b>18,425</b>
<b>Noncurrent</b>		
<b>Noncurrent assets</b>		
Escrow and secured deposits	514	386
Tax credits	1,143	859
Recoverable taxes	50	2,190
	<b>1,707</b>	<b>3,435</b>
Property, plant and equipment	28,015	26,704
Intangible assets	14,391	12,758
<b>Total noncurrent</b>	<b>44,113</b>	<b>42,897</b>
<b>Total Assets</b>	<b>66,247</b>	<b>61,322</b>

2. Balance Sheet - Liabilities

ENERGISA SOLUÇÕES S/A  
BALANÇO PATRIMONIAL  
AS OF SEPTEMBER 30, 2013 AND DECEMBER 31, 2012  
(In thousands of reais)

	9/30/2013	12/31/2012
<b>Liabilities</b>		
<b>Current</b>		
Suppliers payable	1,686	2,496
Debt Charges	12	19
Loans and financing	1,130	1,047
Employee and director profit shares	756	2,238
Dividends	-	846
Taxes and social contributions	4,770	3,564
Employee benefits - pension plan	710	710
Estimated obligations	4,258	3,312
Other	1,457	1,355
<b>Total current</b>	<b>14,779</b>	<b>15,587</b>
<b>Noncurrent</b>		
Loans and financing	5,809	5,062
Debts to related parties	9,796	5,166
Provisions for labor, civil and tax risks	404	295
Employee benefits - pension plan	1,939	1,528
Other	67	33
<b>Total noncurrent</b>	<b>18,015</b>	<b>12,084</b>
<b>Shareholders' equity</b>		
Capital	23,211	23,211
Profit reserves	11,166	11,166
Other comprehensive income	(726)	(726)
Net incomes for the period	(198)	-
	<b>33,453</b>	<b>33,651</b>
<b>Total Liabilities</b>	<b>66,247</b>	<b>61,322</b>

3. Statements of Income

**ENERGISA SOLUÇÕES S/A**  
**STATEMENTS OF INCOME**  
**NINE MONTHS ENDED SEPTEMBER 30, 2013 AND 2012**  
(In thousands of reais)

	<b>9M13</b>	<b>9M12</b>
<b>Revenues</b>		
Other operating revenue	57,877	54,821
	<b>57,877</b>	<b>54,821</b>
<b>Deductions from operating revenue</b>		
ICMS on billing	-	22
PIS, Cofins and ISS	7,137	6,733
	<b>7,137</b>	<b>6,755</b>
<b>Net operating revenue</b>	<b>50,740</b>	<b>48,066</b>
<b>Operating expenses</b>		
Personnel (includes pension fund)	32,626	27,951
Material	1,755	1,840
Outsourced services	10,689	10,141
Depreciation and amortization	2,725	2,300
Provision for contingencies	95	(896)
Other expenses / revenue	2,749	2,311
	<b>50,639</b>	<b>43,647</b>
<b>Earnings before interest and tax</b>	<b>101</b>	<b>4,419</b>
<b>Financial income</b>		
Revenue on short-term investments	70	291
Other revenue	112	580
Debt charges - Interest	(356)	(404)
(-) Transfers to work in progress	-	400
Other financial expenses	(607)	(426)
	<b>(781)</b>	<b>441</b>
<b>Non-operating Revenue (Expense)</b>		
Non-operating revenue	<b>368</b>	-
<b>Net income before tax</b>	<b>(312)</b>	<b>4,860</b>
Income and social contribution taxes	114	(1,624)
<b>Net income for the period</b>	<b>(198)</b>	<b>3,236</b>

*Please do not hesitate to contact us should you require any further information:*

- ✓ **Maurício Perez Botelho**  
Investor Relations Director  
E-mail: [mbotelho@energisa.com.br](mailto:mbotelho@energisa.com.br)
- ✓ **Cláudio Brandão Silveira**  
Corporate Finances Director  
E-mail: [claudiobrandao@energisa.com.br](mailto:claudiobrandao@energisa.com.br)
- ✓ **Carlos Aurélio Martins Pimentel**  
Investor Relations Manager  
E-mail: [caurelio@energisa.com.br](mailto:caurelio@energisa.com.br)
- ✓ **In Rio de Janeiro (Rio de Janeiro state): Av. Pasteur, 110 / 5º e 6º andares**  
Tel.: (21) 2122-6900 / 6902  
Fax: (21) 2122-6980 / 6931
- ✓ **In Cataguases (Minas Gerais state): Praça Rui Barbosa, 80**  
Tel.: (32) 3429-6226 / 6000  
Fax: (32) 3429-6317 / 6480
- ✓ **Internet: [www.energisa.com.br](http://www.energisa.com.br)**  
E-mail: [stockinfo@energisa.com.br](mailto:stockinfo@energisa.com.br)