



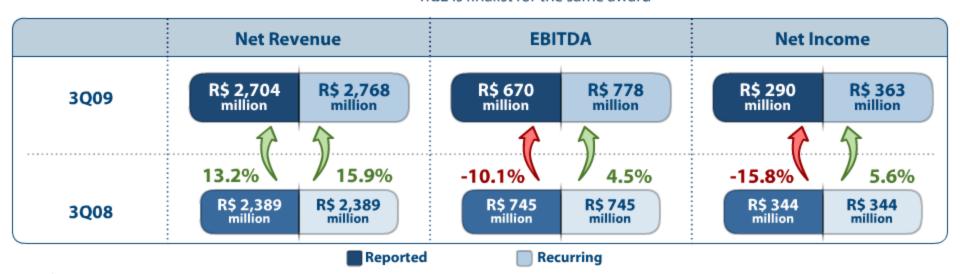




## 3Q09 Highligts

- Growth of 2.9% in total energy sales
- CPFL Piratininga's definitive index of the Second Periodic Tariff Revision of -13.50% (core) and Annual Tariff Adjustment of 2.81%, effective as of Oct, 2009
- Acquisition of 51% stake of Centrais Elétricas da Paraíba (EPASA), holding of the Termonordeste and Termoparaíba TPP, adding 174.2 MW to the Group's installed capacity as from Oct, 2010
- 2<sup>nd</sup> project of energy generation from biomass:
  Baía Formosa Project

- Acquisition of 7 companies to take part in the Reserve Energy Auction in Dec, 09, which may represent the construction of wind farms totalizing installed capacity of 180 MW
- Beginning of the migration of CPFL Leste Paulista, CPFL Jaguari, CPFL Sul Paulista, CPFL Mococa, Jaguari Geração, CPFL Serviços and CPFL Santa Cruz's minority shareholders to the CPFL Energia, resulting on a 0.2% increase in the free float
- CPFL Energia is among the 10 best companies to work for in Brazil Você
  S/A | Exame Magazine
- CPFL Piratininga is winner of the National Quality Award (PNQ) 2009 and RGE is finalist for the same award





## **Corporate Structure**









12.7%



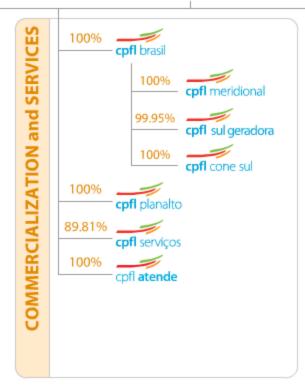


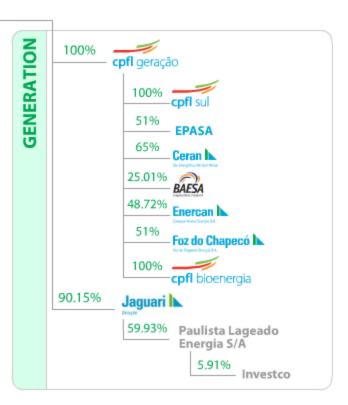
Free Float

30.5%



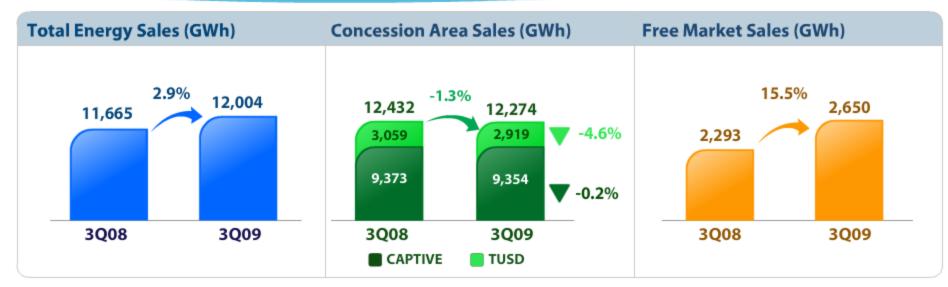




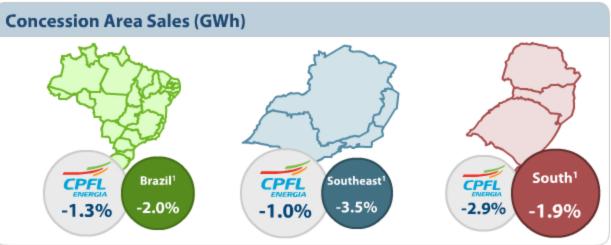




## 3Q09 CPFL Energia's Sales









## CPFL Energia's Concession Area in 3Q09 - Residential and Commercial





#### Macroeconomic and sectorial scenario

Payroll¹
 5.2% in SP
 3.7% in RS

Sales of furniture and home appliances<sup>2</sup>
 2.9% in SP 2.9% in RS

7.5% in SP 7.5% in RS 1.5% in RS

Reduction in interest rates

Stability in credit supply

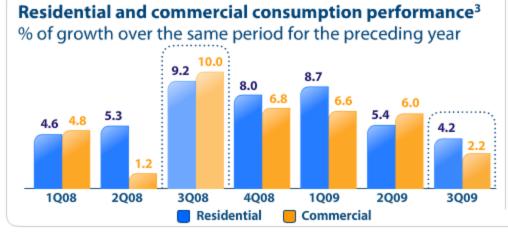
Falling home appliance prices

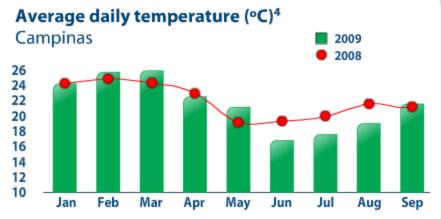
High comparative basis in 3Q08

Lower temperatures

Reduced port terminal warehousing activities

Less people in public places due to the Influenza A (H1N1) virus





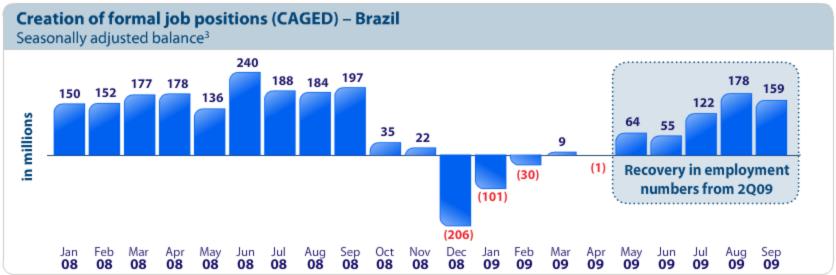
<sup>1)</sup> Growth in the last 12 months ended Sep, 09 compared with the same period last year. Source: IBGE

<sup>2)</sup> Growth in the last 12 months ended Aug, 09 compared with the same period last year. Source: IBGE



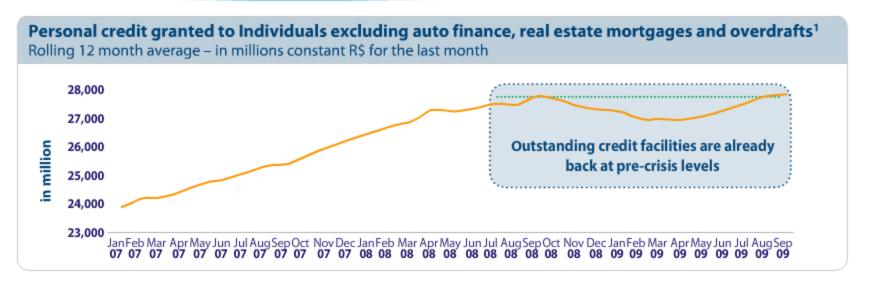
## Macroeconomic scenario: Positive outlook for energy consumption in the residential and commercial classes

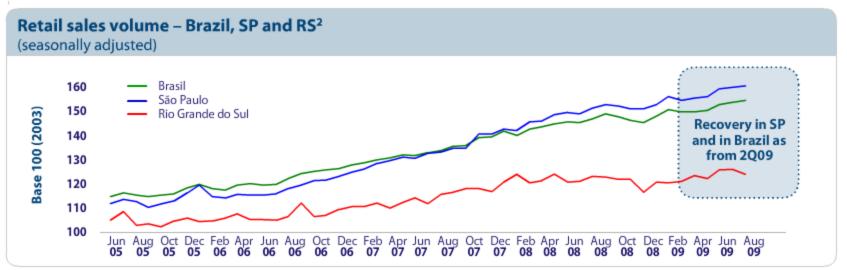






## Macroeconomic scenario: Positive outlook for energy consumption in the residential and commercial classes







## CPFL Energia's Concession Area in 3Q09 - Industrial



#### Sectorial scenario

Performance of activities with the greatest weighting in the industrial area

### 3Q09 vs. 3Q08

#### Sectors that have recovered

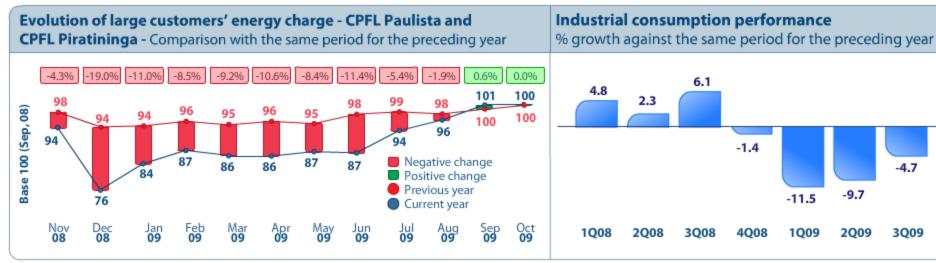
- Chemicals
- Non-metallic minerals
- Paper and paperboard
- Food
- Textiles

#### Sectors in the process of recovery

-4.7

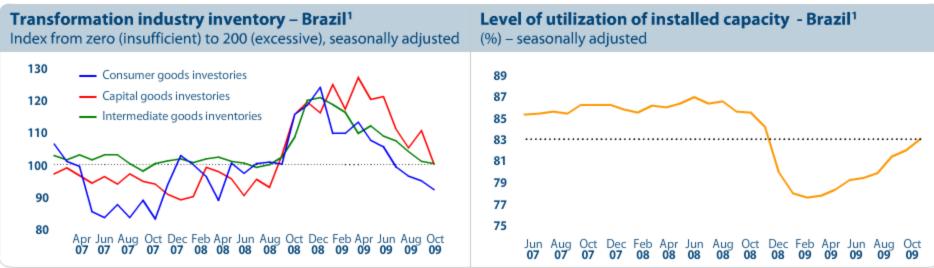
3009

- Metallurgy
- Transportation equipment
- Rubber
- Mechanical





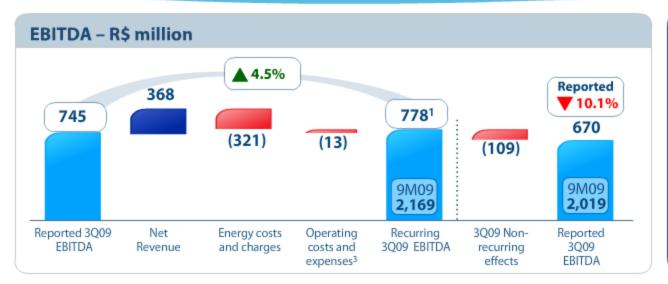
## Macroeconomic scenario: Positive outlook for energy consumption in the industrial class







## **3Q09 Results**



#### 3Q09 Non-recurring effects: CPFL Piratininga

#### **Net Revenues**

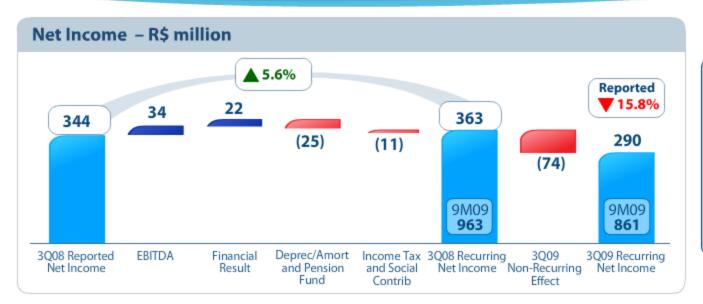
- Adjustment due to change in licensees' discounting methodology (R\$ 7 million)
- CPFL Piratininga Tariff Review recalculation from Oct/07 to Jun/09 (R\$ 71 million)<sup>2</sup>

#### **Energy Purchase**

 2008 Energy Purchase Regulatory Asset's reversal (R\$ 45 million) PROVISIONAL

- 15.9% increase in the Net Revenue (R\$ 368 million)
  - ◆ 2.9% increase in Total Energy Sales
  - ◆ Tariff and Contractual adjustments
  - 8.5% increase in TUSD Revenue (R\$ 16 million)
  - CPFL Piratininga Tariff Review Recalculation (R\$ 11 million)2
- 24.7% increase in Energy Costs and Charges (R\$ 321 million)
  - 14.4% increase in the average purchase energy price in the regulated market (ACR)
  - 60.5% increase in Charges for Use of the System, mainly due to higher order of thermal in 2008
- 4.4% increase in Operating Costs and Expenses<sup>3</sup> (R\$ 13 million)
  - Additional from 14 de Julho HPP (R\$ 1 million)





## 3Q09 Non-recurring effects: CPFL Piratininga

EBITDA (R\$ 109 million)

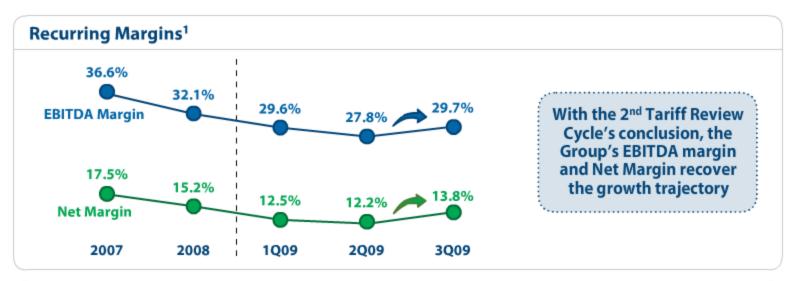
#### **Financial Result**

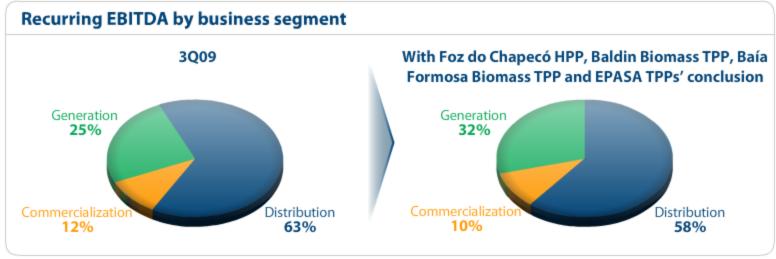
 Financial Revenues of Regulatory Asset's reversal (R\$ 3 million)

- 4.5% increase in EBITDA (R\$ 34 million)
- Gain of 23.9% in Financial Result (R\$ 22 million)
  - 34.5% Decrease in Financial Revenues (R\$ 45 million)
  - 30.1% Decrease in Financial Expenses (R\$ 67 million)
- 2.3% increase in Depreciation and Amortization (R\$ 3 million)
- Pension Fund (R\$ 22 million)
- Increase in Income Tax and Social Contribution (R\$ 11 million)

p.y.	3Q08	3Q09
Selic	12.59%	8.47%
IGP-DI	4.19%	-1.13%
TJLP	6.25%	6.00%

## EBITDA Margin recover the level of 30%







## Definitive indexes for the Second Periodic Tariff Review Cycle (RTP) and Annual Tariff Adjustment (IRT) for CPFL Piratininga in Oct/09

### 2<sup>nd</sup> Periodic Tariff Revision Cycle

 Definitive tariff review index in Oct/09, incorporating methodological improvements according to AP 52/2007: -13.50%<sup>1</sup>

	R\$ Million		
	Provisional	Definitive	Var. (%)
Parcel A	1,424	1,413	-11
Parcel B	495	469	-26
Required Revenue	1,919	1,881	-38

Xe Factor: from 0.73% to 0.15%

### Annual Tariff Adjustment - Oct 23rd, 2009

#### **Parameters**

• IPCA last 12 months: 4.34%

• IGP-M last 12 months: -0.4%

• US\$ Itaipu RTP 2009: 1.778

• Exchange Rate Variation: -13.3%

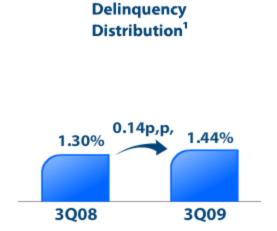
#### Readjustment Indexes CPFL Piratininga

Core IRT	2.81%
Financial Components	3.17%
Total IRT	5.98%
Xe Factor	0.15%
IGPM - X Factor	0.96%

Addition of R\$ 58 million in Parcel A and R\$ 6 million in Parcel B



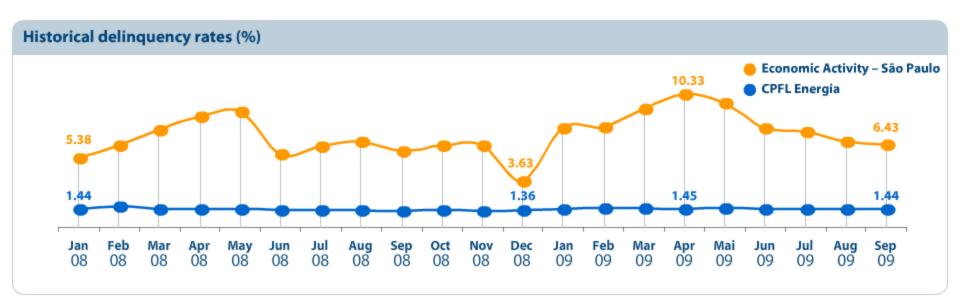
## **Operational Efficiency - Distribution**







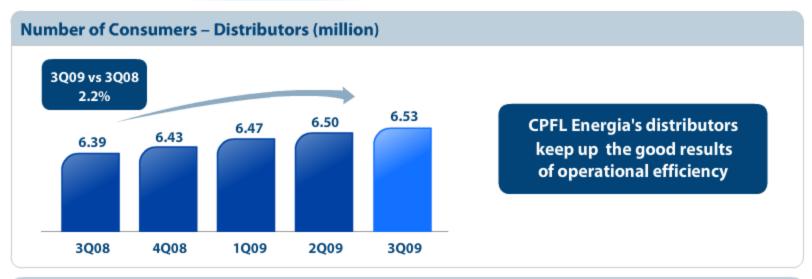
CPFL Energia's delinquency has remained stable since 1Q08



<sup>1)</sup> Bills overdue more than 30 days - % of 12 months billings



## **Operational Efficiency - Distribution**







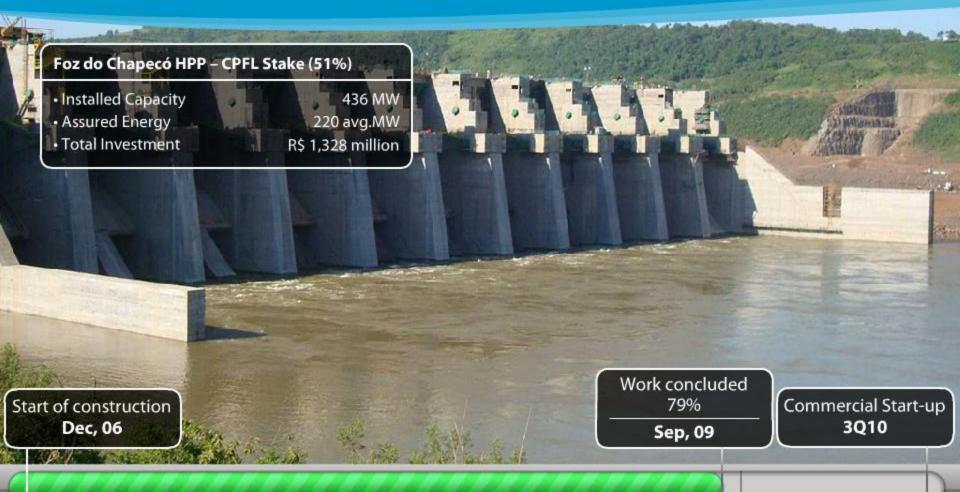
## **CPFL Bioenergia: Baldin TPP under construction**



CPFL has already invested: R\$ 53 million (R\$ 15 million in the 3Q09)



## Foz do Chapecó HPP: over 79% of the works concluded



CPFL has already invested: R\$ 985 million

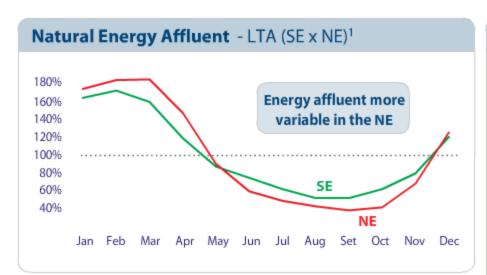
Estimated Revenue: R\$ 290 million/year

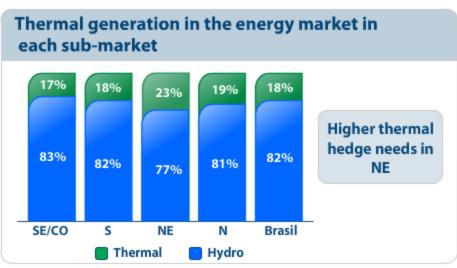
Beginning of the deviation of the river to the dam construction

Oct 27th, 2009



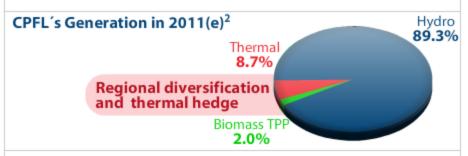
## CPFL acquires 51% stake of Termonordeste TPP and Termoparaíba TPP, what will add 174.2 MW to the installed capacity of the Group from October 2010





#### **EPASA: Termonordeste TPP and Termoparaiba TPP**

- Shareholders: CPFL Geração (51%), DC Energia Participações (31%), Arună Energia S/A (16%) and O&Z Incorporação (2%)
- Installed Capacity: 341.6 MW (CPFL: 174.2 MW)
- Fuel oil
- Estimated average dispatch: 4% per year (dispatch priority)
- Start-up: October, 2010
- 15-yr PPA Secured: A-3 Auction July, 2007
- Average price: R\$ 142/MWh (reserve)
- Investment: R\$ 608 million (CPFL: R\$ 310 million)
- Installation license: January, 2009

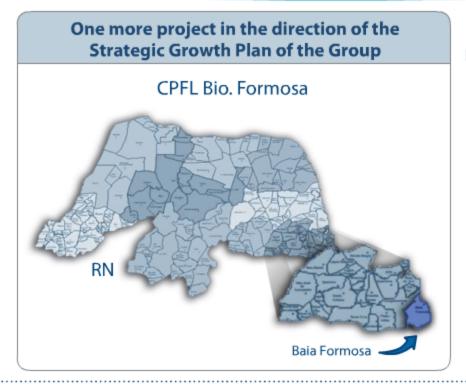


#### **EPASA's Regional impacts**

- Implantation: ~300 direct employees and 900 indirect ones
- Operation: ~50 direct employees and 240 indirect ones



## Second project of energy generation from biomass - Baía Formosa Project between CPFL Bio Formosa and Farias Group



### **Baía Formosa Project**

- Location: Rio Grande do Norte
- Disabling of the current TPP of Baía Formosa Sugarcane Plant (inefficient) and construction of the new TPP owned by CPFL
- CPFL's investment (e): R\$ 127 million
- Commercial start-up: Jul, 2011
- The TPP already has an environmental permission and the ANEEL authorization for EIP
- Carbon credits commercialization potential



Baía Formosa TPP 40 MW

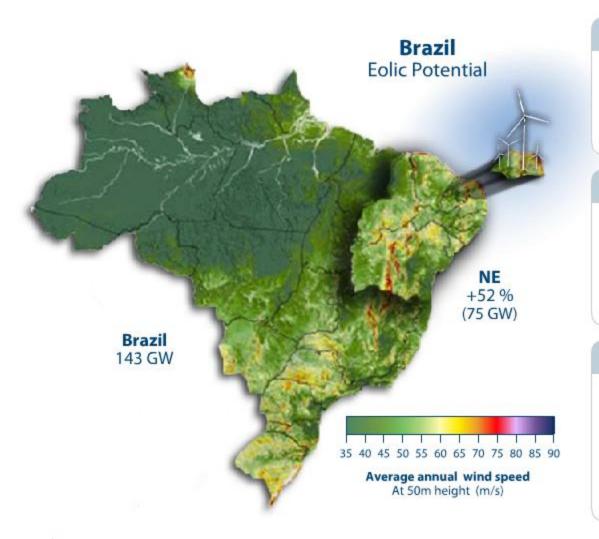
**CPFL** 25 MW exportation

- ~70% is already contracted in the 2006 A-5 Auction (CPFL Consulting) Price: R\$ 162.72/MWh (basis: Aug, 09)

~30% will be sold in the free market.



## CPFL Energia has projects in the Northweast Region to participate in Brazil's Wind Power Auction in December, 2009



### **Acquisition of 7 companies:**

- · Santa Clara Energias Renováveis I to VI
- Eurus VI Energias Renováveis
- · Location: Rio Grande do Norte
- Total installed capacity (e): 180 MW

#### Goal:

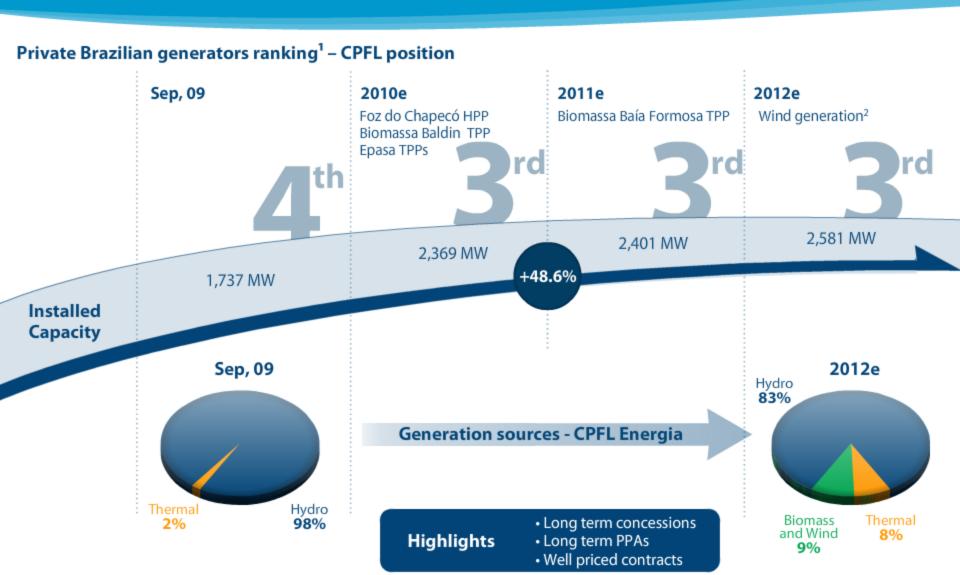
- Participation in the Wind Power Auction in Dec 14, 2009
- Renewable energy commercialization
- Certify and register the projects in the Clean Development Mechanism (CDM)

#### Status:

- Environmental License Previous:
  September 22<sup>nd</sup>, 2009
- Wind Speed Measurement Certification, Energy Production Certification, Grid Connection Statement: Oct 09th, 2009
- Leased land for 30 years

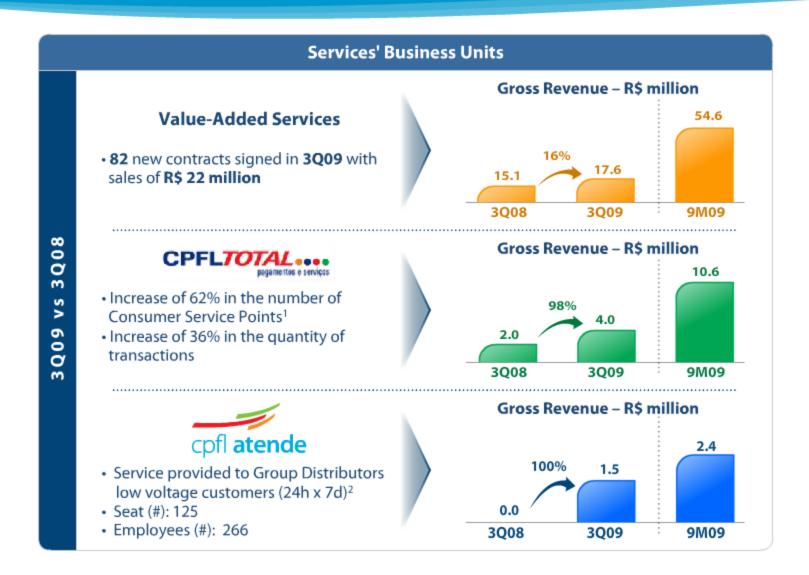


# CPFL is consolidated as one of the leading private players in the generation segment and diversify its energy matrix

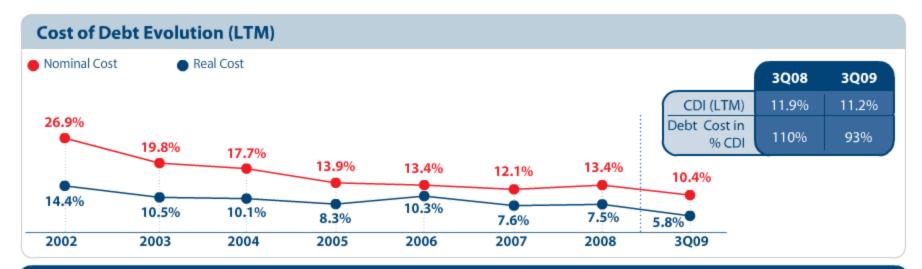


Don't considers part related to the Garabi I and II Energetic Interconnection. Supply interrupted in 2005
 Estimated if CPFL succeed in Dec/09 Auction

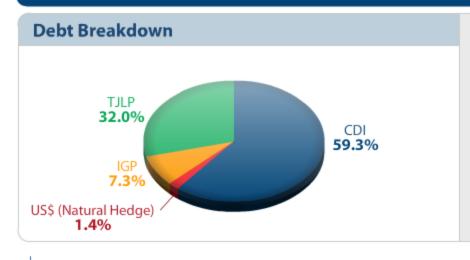
## High growth rates at the services' business units



## **3Q09 Debt Profile**



## CPFL doesn't have debt with foreing exchange exposure



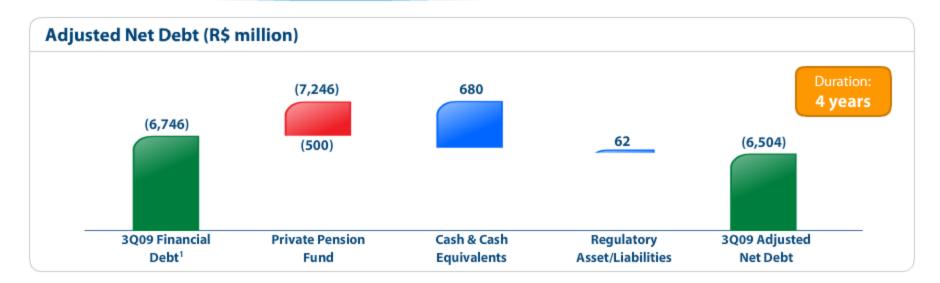
STANDARD &POOR'S

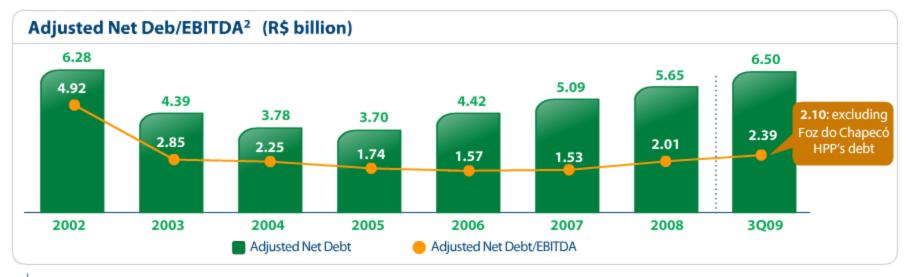
June 2009 **Rating br AA+** National Scale





### **3Q09 Debt Profile**







## 3Q09 Capital market performance









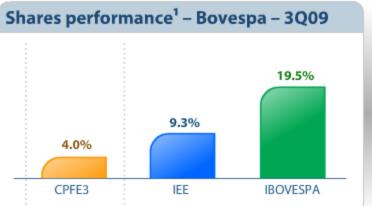








MSCI Indexes









## **Market Recognition**

#### CPFL Piratininga is the winner of the National Quality Award - PNQ 2009 3rd Award of **CPFL Energia** 2005 2008 2009 2009 REMIAD PREMIADA PREMIAD **CPFL** Piratininga is the **CPFL Paulista CPFL Paulista** youngest Brazilian Awarded in 2008 RGE **CPFL Piratininga** Awarded in 2005 company to conquest this Finalist in 2009 Awarded in 2009



### **People Management**

CPFL Energia recognized as one of 10 best companies to work



8<sup>th</sup> best company to work for in Brazil award



## 3Q09

#### **Investor Relations**

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