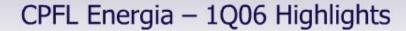




Highlights and Results - CPFL Energia

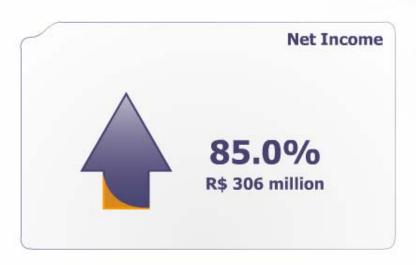
Value Creation Agenda















## CPFL Energia – 1Q06 Highlights

Sales in distribution's concession area

4.1%
9,723 GWh





**CPFL Piratininga's unbundling process** 

CPFL Piratininga's debenture issue of R\$ 400 million, with cost of 104% of CDI

CPFL acquires 32.69% of RGE and now holds 99.76% of this company<sup>1</sup>



Dec 31st, 2005





Dec 31st, 2005

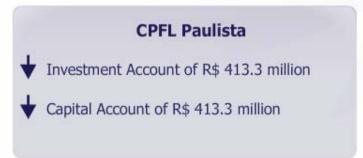


Jan 01st, 2006













#### **CPFL Paulista**

- ▼ Investment Account of R\$ 413.3 million
- ▼ Capital Account of R\$ 413.3 million

#### **CPFL Energia**

- Investment Account in CPFL Paulista of R\$ 413.3 million
- ↑ Investment Account in CPFL Piratininga and other assets¹ of R\$ 413.3 million



## CPFL Energia – Corporate Structure





31.11%





12.65%



Free-Float

17.75%



#### DISTRIBUTION

100% 100%

67.07%

#### COMMERCIALIZATION

100%

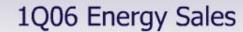
#### **GENERATION**

100% **GERAÇÃO** 100% CPFL L Geografic EMericas S.A. CPFL Sul 100% 100% Semesa L 65% Ceran L 25.01% Enercan I 48.72%

Foz do Chapecó

FOZ DO CHAPECO

66.67%





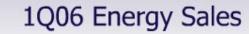






<sup>1</sup> Excludes transactions between group's companies (consolidation acconting criteria), CCEE and Generation sales

<sup>2</sup> Excludes transactions between group's companies (consolidation acconting criteria) and CCEE













7.5%

Free Market



65.9%

Captive Market<sup>3</sup>



.5% Residentia



8.5% Commercial



.7% Rural

<sup>1</sup> Excludes transactions between group's companies (consolidation acconting criteria), CCEE and Generation sales

<sup>2</sup> Excludes transactions between group's companies (consolidation acconting criteria) and CCEE

<sup>3</sup> CPFL Paulista and CPFL Piratininga



## 1Q06 Energy Sales



<sup>1</sup> Excludes transactions between group's companies (consolidation acconting criteria), CCEE and Generation sales

<sup>2</sup> Excludes transactions between group's companies (consolidation acconting criteria) and CCEE

<sup>3</sup> CPFL Paulista and CPFL Piratininga



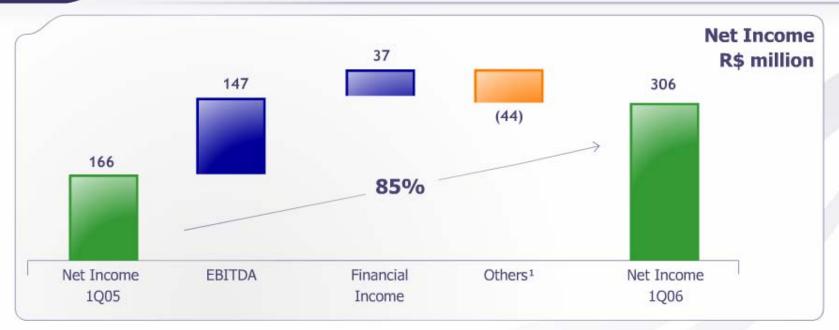
### CPFL Energia – 1Q06 Results



### 29.1% EBITDA increase (R\$ 147 million)

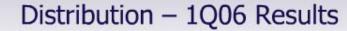
- 14.5% Net Revenue increase (R\$ 260 million)
- 4.8% Energy Cost<sup>1</sup> increase (R\$ 52 million)
- 31.6% Operational Costs and Expenses increase<sup>2</sup> (R\$ 61 million)
  - Voluntary Dismissal Program (R\$ 17 million)
  - Barra Grande HPP and CPFL Sul SPP operations (R\$ 3 million)





### 85.0% Net Income increase (R\$ 141 million)

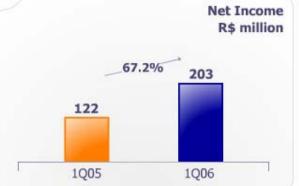
- 29.1% EBITDA increase (R\$ 147 million)
- 31.3% Financial Income inprovement (R\$ 37 million)
  - 13.2% financial revenue increase
  - 8.4% financial expenses reduction











- 10.3% Gross Revenue increase (R\$ 240 million)
  - 4.1% growth in concession area sales
  - 62.0% growth in TUSD revenue (R\$ 59 million)
  - Distributors readjustments and tariff review
    - CPFL Paulista 17.74% April/05
    - RGE 21.93% April/05
    - CPFL Piratininga 1.54%<sup>1</sup> October/05
- 18.6% EBITDA increase (R\$ 70 million)
  - 10.3% gross revenue increase (R\$ 240 million)
  - 0.3% energy costs increase (R\$ 3 million)
  - 47.4% CCC and CDE increase (R\$ 65 million)
  - Voluntary Dismissal Program (R\$ 16 million)
  - 20.3% operating costs and expenses<sup>2</sup> increase (R\$ 36 million)
- 4 67.2% Net Income increase (R\$ 82 million)
  - 18.6% EBITDA increase (R\$ 70 million)
  - 32.9% net financial expenses reduction (R\$ 26 million)



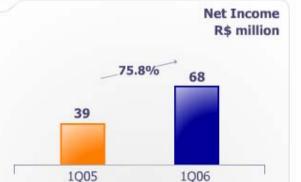
## Commercialization – 1Q06 Results



- 51.9% Gross Revenue increase (R\$ 154 million)
  - 44.4% total energy sales growth and 65.9% free market sales growth
  - 97.9% value-added product and service revenues increase



- 75.0% EBITDA increase (R\$ 43 million)
  - 51.9% gross revenue increase (R\$ 154 million)
  - 46.3% energy costs increase (R\$ 89 million)
  - 30.1% operating costs and expenses<sup>1</sup> increase (R\$ 2 million)

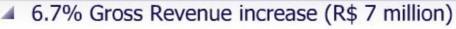


- 75.8% Net Income increase (R\$ 29 million)
  - 75.0% EBITDA increase (R\$ 43 million)
  - 63.4% net financial expenses reduction (R\$ 1 million)



## Generation – 1Q06 Results





- Barra Grande HPP and CPFL Sul SPP commercial operations: increase of 166 GWh (R\$ 16 million)
- CPFL Centrais Elétricas: 11.12% readjustment (Apr/05) and migration from initial contracts, with increase in the average price (R\$ 7 million)
- Reduction related to PIS/COFINS<sup>1</sup>: return to the cumulative accrual system, with a 3.65% rate ( R\$ 17 million)



### 35.5% EBITDA growth (R\$ 29 million)

- 6.7% gross revenue increase (R\$ 7 million)
- Reversal of PIS/COFINS<sup>1</sup>: return to the cumulative accrual system, with a 3.65% rate (R\$ 31 million)
- 70% operating costs and expenses<sup>2</sup> growth (R\$ 6 million)
  - Barra Grande HPP and CPFL Sul SPP operations (R\$ 3 million)

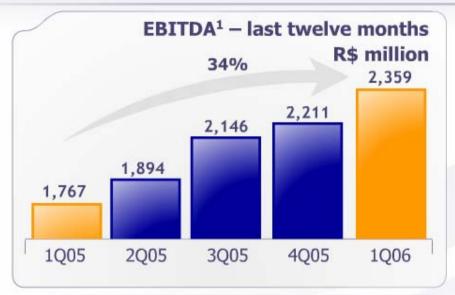


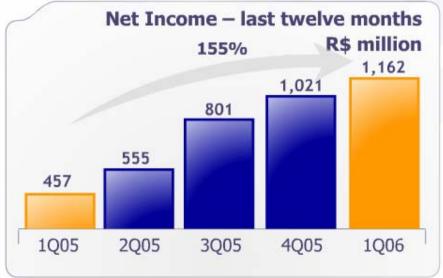
### ■ 86.1% Net Income increase (R\$ 21 million)

- 35.5% EBITDA increase (R\$ 29 million)
- 11.3% net financial expenses reduction (R\$ 4 million)



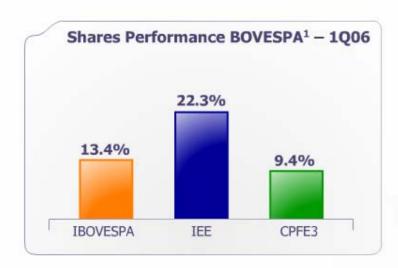
## CPFL Energia reports consistent growth in EBITDA and Net Income



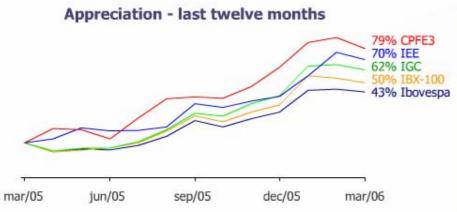


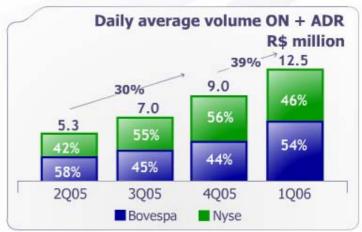


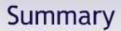
## Capital market performance













Highlights and Results - CPFL Energia

Value Creation Agenda



# Strategic agenda clearly defined, focused on appreciation, liquidity and safety

#### Synergic Growth

- Distribution: Strong market basis
   Generation: Guarantee of PPAs
- Commercialization: Free clients retention

#### Differentiated Corporate Governance

- Single class of shares: 100% tag along
- Commitment to float increase
- Dividend policy



#### Operating Efficiency

- Distribution scale gains
- Standardization and processes certification
- System automation and modernization
- Call Center

#### Sustainability and Corporate Responsibility

- Internal public development, capacity and mobilization
- Contribution to the social, economical and cultural communities development

#### Financial Discipline

- Leverage management: rating between BBB and AA
- Management focused on value creation for the shareholder, using GVA methodology



## Synergic Growth - CPFL acquires 32,69% PSEG's stake in RGE

### With the acquisition, CPFL holds 99.76% of Rio Grande Energia - RGE



#### **Key Indicators - 2005**

	RGE <sup>1</sup> 32.69%	CPFL Energia <sup>2</sup>
Gross Revenue (R\$ thousand)	722	10,907
EBITDA (R\$ thousand)	103	2,120
Net Income (R\$ thousand)	37	1,021
Customers (thousand)	1,095	5,608
Brazil Market-Share	2.4%	12.4%
Distribution Concession Area (km²)	90,718	187,943
Distribution network high voltage <sup>3</sup> (km)	1,634	8,267
Distribution network medium/low voltage(km)	65,038	160,272

<sup>1</sup> Interest not including treasury shares. Financial informations published by RGE.

<sup>2</sup> Considering 67,07% of RGE in Gross Revenue, EBITDA and Net Income

<sup>3</sup> High voltage: 34,5kV and higher than 34,5kV



## Synergic Growth - CPFL acquisition is in line with CPFL Energia's growth strategy

### Acquisition highlights

- Scale in operations is a key-factor in the distribution business
- Distribution market-share limit of 20%<sup>1</sup>
- Synergic growth through acquisitions must occur reducing uncertain about synergies

## Acquisition main conditions

- US\$ 185 million for IPÊ Energia, PSEG Brasil and PSEG Trader which includes RGE's 32,67% stake as main asset
- Date acquisition for accounting purposes: January 1<sup>st</sup>, 2006
- Payment of related value in dollars, after regulatory authorities approval

## Parameters for the acquisition

- Return on Equity in line with the current business portfolio
- Capture of synergies with low risk and incertanties in line with the CPFL's strategy

## Next steps in the process

- Process approval by ANEEL and others regulatory authorities
- Companies's consolidation
- Fiscal Credit benefit



# Synergic Growth - RGE acquisition's EV/EBITDA is lower than CPFL Energia





#### **Financial Indicators Comparison - 2005**

	CPFL Energia	RGE
P/E – Price / Earnings	13.2x	9.1x
P/BK – Price / Book Value	2.8X	0.9X



# The solidity achieved by CPFL Energia reflects its operational efficiency and the quality of the markets in which it operates

#### Consolidated Distribution

■ 50,135 new connections in 1Q06 – 16,712 connections/month average: 4.8% above the 1Q05 average



▲ 130 thousand inspections

33.5 million\* revenues recovery

9,2% increase over the 1Q05

Delinquency ratio falls to lowest historic level in CPFL Piratininga and CPFL Paulista



<sup>1 -</sup> Bills overdue more than 30 days - % of billing

<sup>\*</sup> With 100% of RGE



## Barra Grande HPP Project conclusion

- Nov 1<sup>st</sup>, 2005 commercial operation of the 1<sup>st</sup> turbine
   54% of total assured energy
- Feb 1<sup>st</sup>, 2006 commercial operation of the 2<sup>nd</sup> turbine
   100% of total assured energy
- May 1<sup>st</sup>, 2006 commercial operation of the last turbine





172.5 MW and 95.2 MW medium assured energy increase, representing R\$ 102 million/year<sup>1</sup> additional in Group's revenue

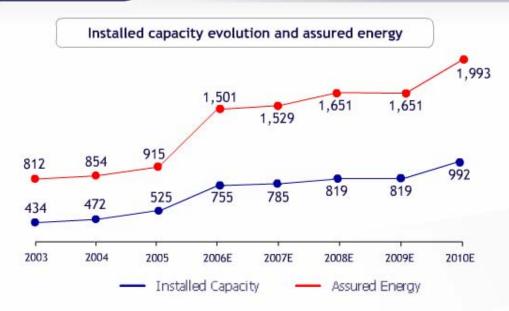


## Campos Novos HPP - Reservoir Filling

- Up to now, the reservoir's level has raised by 152.50 meters (90%); to reach its Minimum Operating Level, there are 14 meters left to fill
- In order to start up commercial operations of the Generation Units, the two rerouting tunnels must be closed with concrete. Works on rerouting tunnel 01 have been already concluded. To complete tunnel 02 works, a protection is being constructed with the use of rocks in the tunnel's entrance, because of an operation error in one of the Reservoir's sluice gates and employees' safety reasons. To execute these repairs, it was necessary to settle a structure to launch the rocks inside the Reservoir, which occasioned a delay on Commercial Generation, scheduled to July, 2006
- Enercan has insurances to cover the repair works
- The delay in Commercial Generation brings a entry delay in the revenue, however, also leads to operating expenses and financing payment postponement, for the same period. The Net Present Value of this delay is R\$ 31 million which, combined with a R\$ 25 million economy, already occurred in the investment, leads to a practically null value in the Company's results



## 65% installed capacity increase between 2005 and 2006, with another 33% by 2010





- Campos Novos: 91% of assured energy in 1<sup>st</sup> turbine (2006)
- Castro Alves: 63% of assured energy in 1<sup>st</sup> turbine (2007)
- 14 de Julho: 93% of assured energy in 1<sup>st</sup> turbine (2008)



Campos Novos

All projects with signed contracts with price of ~ 100% normative value



## Commercialization's market-share increase and positive balance in free customers movement

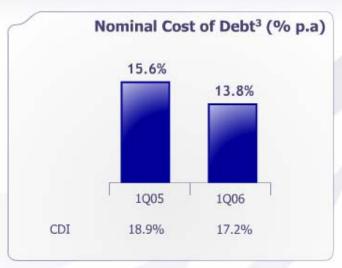


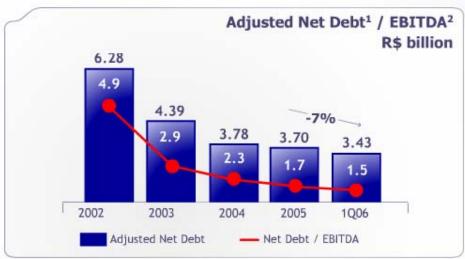


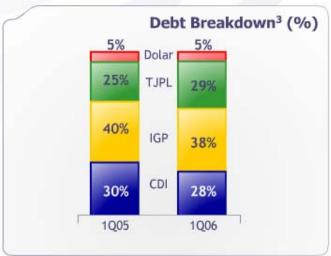


## Financial discipline and debt profile improvement









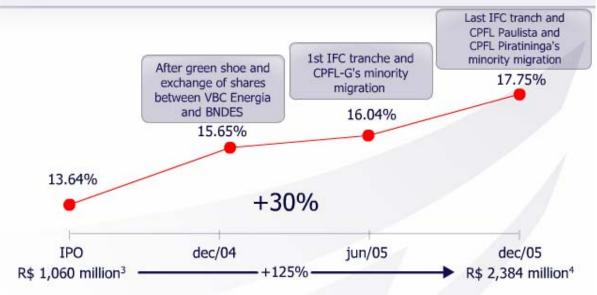
Capital Structure: Debt 54% / Equity 46%



## Corporate Governance Commitment

Free Float

Increase from 13.64 % to 17.75% since the IPO



## Dividend Payment<sup>1</sup>

- effective payment in the last 2 years
   (95%) exceeds minimum payment of
   50% of the net income on a semi-annual basis
- in the last 2 years, CPFL Energia has paid out R\$ 551 million above the minimum



