CPFL ENERGIA

3Q11 Results

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3Q11 Highlights

- **Growth of 4,2%** in sales in the concession area
- **Acquisition of Santa Luzia SHPP** by **CPFL Renováveis** in August, with **28.5 MW** of installed capacity
- **Start-up** of the Bio Formosa TPP (Sep.) and Bio Buriti TPP (Oct.), **totaling 90 MW** of installed capacity
- **Funding of R$ 1,435 million** in Law 4131 (avg. cost: **100% of the CDI**[1] and maturity: between 3 and 5 years)
- Incorporation of **10.1 thousand km of private networks until** Sep., with investments of **R$ 130 million**
- **Conclusion of Capex** of CPFL Piratininga related to 2nd cycle of tariff revision of R$ 664 million, equivalent to **100,2%**
- **CPFL Paulista** and **RGE** are winners of the **National Quality Prize** – PNQ. **CPFL Energia** was ranked **the best company** in the electricity utilities sector according to Valor 1000 list published by Valor Econômico newspaper
- **Company shares increased 13.1%**[2] in the Bovespa, outperforming the Ibovespa (-15.8%) and the IEE indexes (5.9%) for the year

(1) Coupon (2) Closing prices from Jan. 01 to Oct. 31, 2011 - adjusted per dividends

3Q11 Results

	Net Revenue	EBITDA		Net Income[1]	
3Q11	**R$ 3,292** million	**R$ 956** million	**R$ 996** million	**R$ 379** million	**R$ 401** million
Change	+6.2%	+24.6%	+16.2%	+8.1%	+0.05%
3Q10	**R$ 3,099** million	**R$ 768** million	**R$ 857** million	**R$ 351** million	**R$ 401** million
	IFRS	IFRS	IFRS + Regulatory Assets & Liabilities-Non-recurring	IFRS	IFRS + Regulatory Assets & Liabilities-Non-recurring

EBITDA Impacts
(Regulatory Assets & Liabilities and Non-recurring Effects)

- (+) R$ 17 million: Adjustment accounting of energy cost of EPASA in 2010
- (+) R$ 17 million: Reversal of the provision of physical inventory of assets
- (−) R$ 3 million: Additional adherences for the IRP[2]
- (−) R$ 71 million: Regulatory Assets & Liabilities

(−) 3Q11 EBITDA: R$ 40 million

- (−) R$ 20 million: Labor contingency provision in CPFL Paulista in the 3Q10
- (−) R$ 70 million: Regulatory Assets & Liabilities

(−) 3Q11 EBITDA: R$ 90 million

Net Income Impacts
(Regulatory Assets & Liabilities and Non-recurring Effects)

- (−) 3Q11 EBITDA: R$ 40 million
- (+) R$ 7 million: Regulatory Assets & Liabilities (financial result)
- (+) R$ 11 million: Income Tax and Social Contribution

(−) 3Q11 Net Income: R$ 22 million

- (−) 3Q10 EBITDA: R$ 89 million
- (+) R$ 14 million: Regulatory Assets & Liabilities (financial result)
- (+) R$ 25 million: Income Tax and Social Contribution

(−) 3Q10 Net Income: R$ 50 million

(1) CPFL Energia´s Net Income (excludes non-controlling shareholders): 3Q11 = R$ 369 million | 3Q10 = R$ 344 million 2) Incentivated retirement program

Corporate Structure | CPFL Energia

Controlling Shareholders:

- VBC – 25.7%[1]
- PREVI – 31.0%
- Petros, Sistel, Sabesprev – 12.6%

Free Float – 30.7%

CPFL ENERGIA

DISTRIBUTION

- 100% cpfl paulista
- 100% cpfl piratininga
- 100% RGE
- 100% cpfl santa cruz
- 100% cpfl leste paulista
- 100% cpfl jaguari
- 100% cpfl sul paulista
- 100% cpfl mococa

COMMERCIALIZATION

- 100% cpfl brasil
  - 100% cpfl meridional
  - 99,95% cpfl sul geradora
  - 100% cpfl cone sul
  - 100% cpfl planalto

SERVICES

- 100% cpfl serviços
- 100% cpfl atende
- 100% Chumpitaz Serviços

GENERATION

- 100% cpfl geração
  - 65% Ceran
  - 25.01% BAESA
  - 48.72% Enercan
  - 51% epasa[2]
  - 51% Foz do Chapecó
- 100% Jaguari
  - 59.93% Paulista Lajeado
    - 5.94% Investco

RENEWABLES

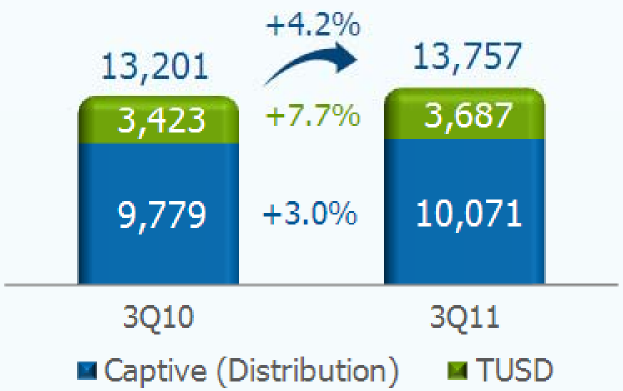
- 54.5%* CPFL RENOVÁVEIS

34 SHPPs in operation and **1** under construction
3 TPPs in operation and **4** under construction
21 Wind Farms under construction

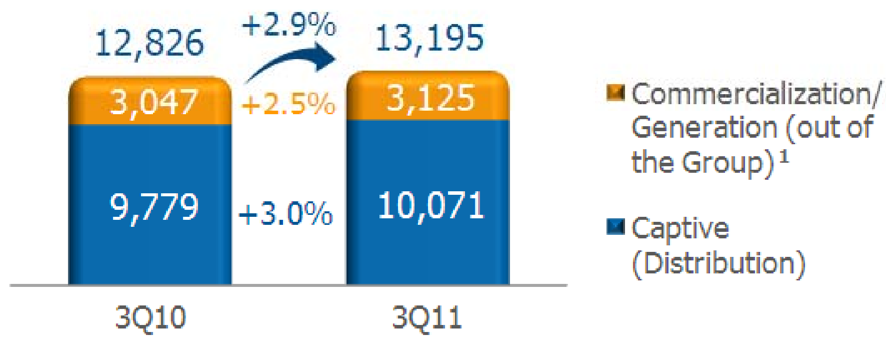
.... Controlling Shareholders.
(1) Includes 0.1% of Camargo Corrêa S.A.' stake; (2) Termoparaíba and Termonordeste TPPs;
(*) Pro forma – CPFL Energia owns a 54.5% interest in CPFL Renovaveis through CPFL Geraçao, with 43.6482% and CPFL Brasil with 10.8518% (without wind farms from SIIF)

3Q11 Energy sales and TUSD

Concession area sales (GWh)



Total energy sales[1] (GWh)

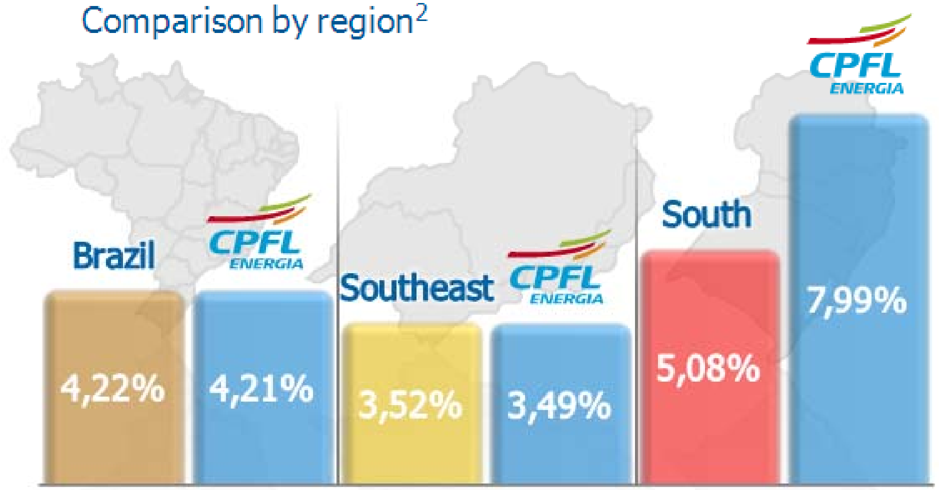


Concession area sales

Consumer classes

Concession area sales

Comparison by region[2]



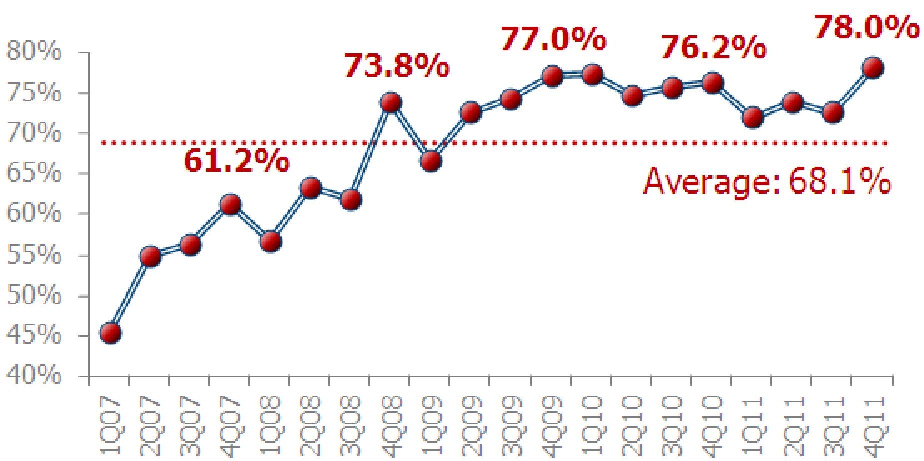
The 3Q11 billing calendar was on average 1 day longer than in 3Q10, positively impacting ~ 1 p.p. in the performance of sales in the concession area

(1) Considers 65% of Ceran and 54.5% of CPFL Renováveis. Does not consider Epasa's sales, because it is an availability contact. Excludes CCEE and related party sales

(2) Source: EPE

Positive expectations regarding residential and commercial class consumption

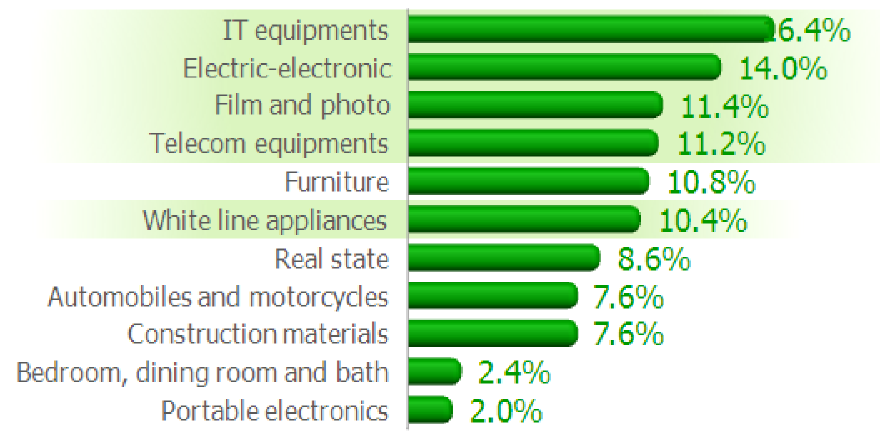
Historical of retail purchase intentions
Durable goods



Retail purchase intentions in SP for the 4Q11 is the greatest since 1999

Source: Provar/FIA, Felisoni Consultores Associados

Retail purchase intentions in 4Q11
Durable goods | By category



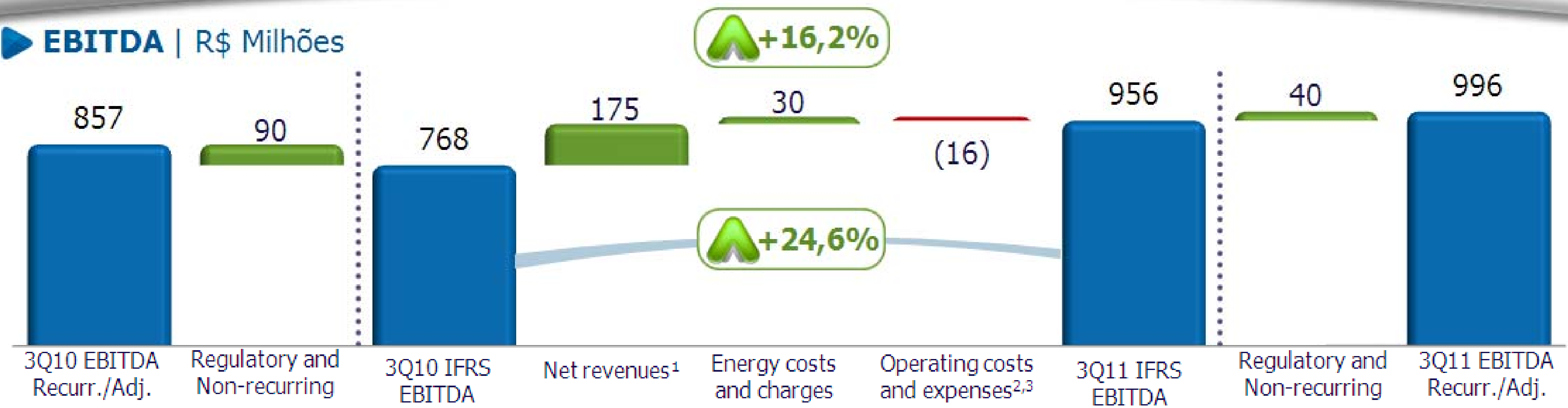
Among the six first places, five impact electricity energy consumption

Source: Provar/FIA, Felisoni Consultores Associados

Research by Provar/FIA with 500 customers in the State of São Paulo

3Q11 Results

EBITDA | R$ Milhões



⊕ Increase of 6.2% in Net Revenues[1] (R$ 175 million)

- ⊕ Reversal of penalties related to the delays in the start-up of EPASA TPP in 2010 (R$ 29 million)[3] — **NON-RECURRING**
- ⊕ 3.0% increase in sales to the captive market and tariff readjustents (R$ 311 million)
- ⊕ 6.4% increase in sales to Tariff for the Use of the Distribution System (R$ 20 million)
- ⊖ 12.2% increase in Deductions of Revenues (R$ 170 million)
- ⊕ Revenue from EPASA, Foz do Chapecó and CPFL Renováveis (R$ 98 million), of which R$ 30 million out of the Group

⊕ 1.8% Decrease of Energy Costs and Charges (R$ 30 million)

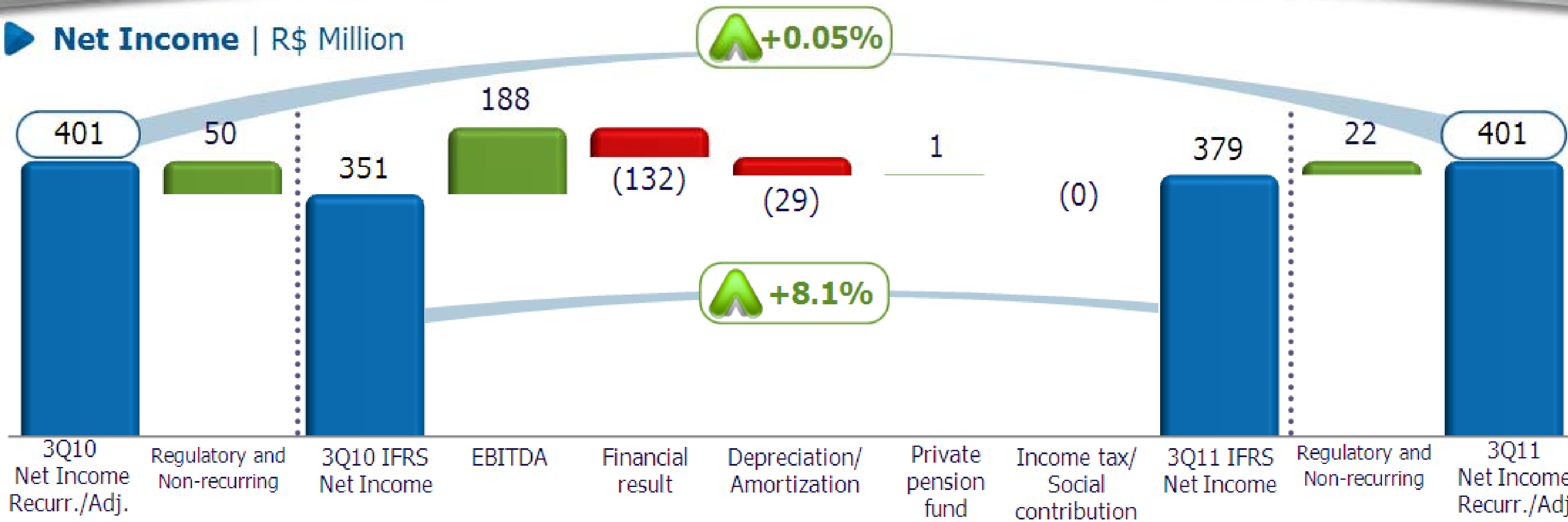
- ⊕ Energy purchased for EPASA and Foz do Chapecó in 3Q10 related to delays in their start-ups (R$ 52 million)
- ⊕ Increase of intra-group energy purchases, offset in the consolidation (R$ 50 million)
- ⊖ 24.6% Increase in Charges (R$ 70 million), mainly related to standard network and charges of system services

⊖ 4.4% Increase in Operating Costs and Expenses[2,3] (R$ 16 million) — **P/M/S/O ajustado: 6,8% (R$ 24 Mi) | IGP-M: 7,5%**

- ⊕ Provision for labor contingencies at CPFL Paulista in the 3Q10 (R$ 20 million) — **NON-RECURRING**
- ⊕ Reversal of the provision of expenses with physical inventory of assets (R$ 17 million)
- ⊖ Additional adherences for the Incentivated Retirement Program (R$ 3 million)
- ⊖ Start-up of Foz do Chapecó HPP, EPASA TPP and CPFL Renováveis (R$ 28 million)

(1) Excludes Revenues and costs in the Construction of infrastructure 2) PMSO 3) Impact on cost (R$ 12 million) and impact on EBITDA (R$ 17 million)

Net Income | R$ Million

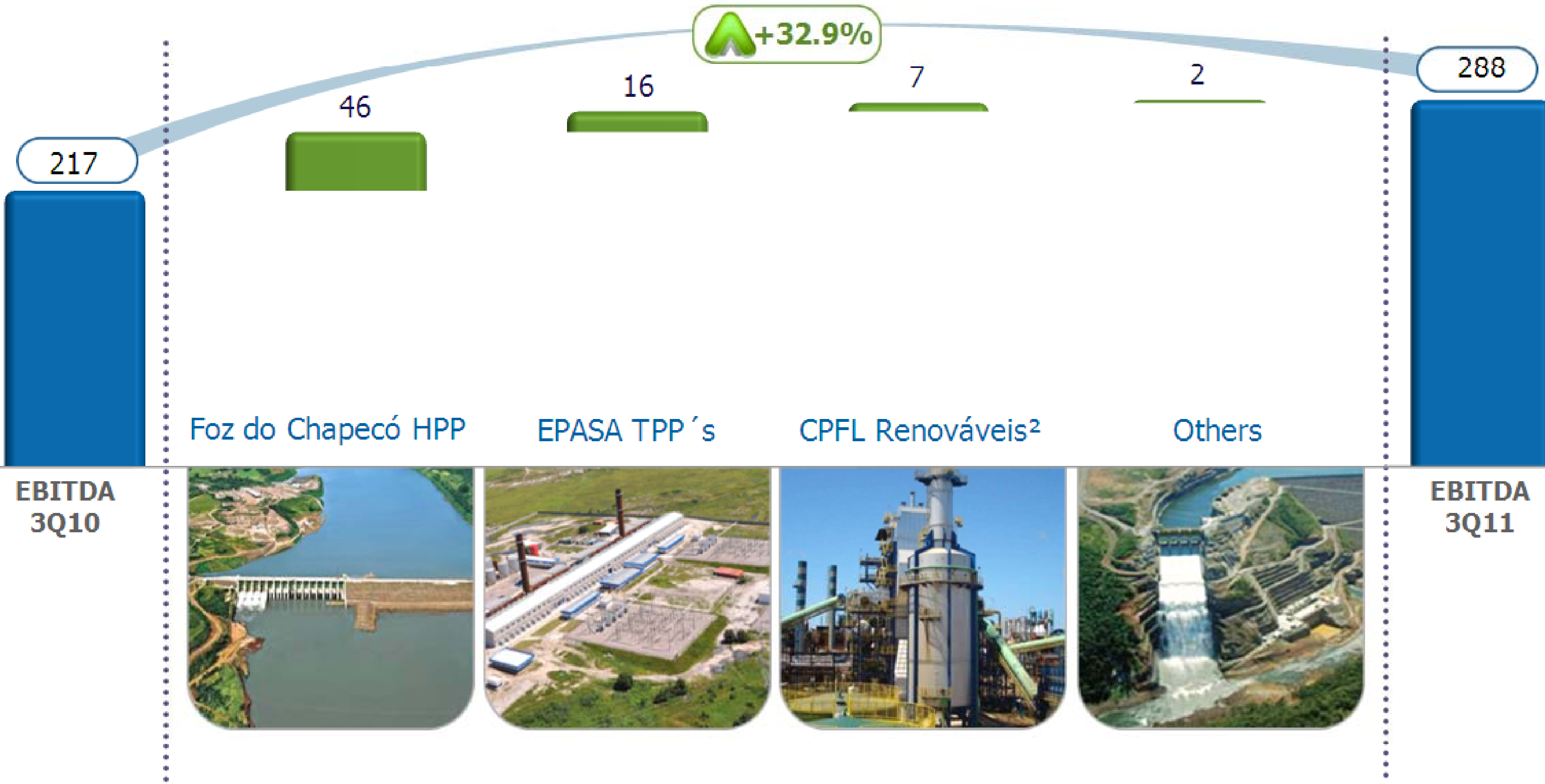


- **Increase of 24.6% in EBITDA (R$ 188 million)**
- **Decrease of 180.7% in Financial Result (R$ 132 million)**
  - **Increase of 109.6% in Financial Expenses (R$ 222 million)**
    - Increase of CDI rate in 0.4 percentage points (R$ 35 million)
    - Financial expenses due to beginning of commercial start up of the Foz do Chapecó HPP, EPASA TPP´s and CPFL Renováveis (R$ 54 million)
    - Increase of debt charges and monetary and exchange variations, due to increase of debt (R$ 97 million)
    - Currency effect in the purchase of energy from Itaipu (R$ 32 million)
  - **Increase of 69.6% in Financial Revenues (R$ 90 million)**
    - Revenue from Financial Investments (R$ 95 million)
- **Increase of 17.0% in Depreciation and Amortization (R$ 29 million)**
  - Commercial start up of the Foz do Chapecó HPP, EPASA TPP´s and CPFL Renováveis (R$ 29 million)

Selic	
3Q11	3Q10
+3.0%	+2.6%

3Q11 vs 3Q10 Results | Strong growth in Generation

Generation Recurring EBITDA[1] | R$ Million



(1) 3Q10 and 3Q11 EBITDA excludes non-recurring effects. (2) Additional Renewable CPFL considers assets that already belonged to the Group prior to the combination vs. current total

Methodology of the 3rd tariff review cycle for distributors

	3rd PTR Cycle – 1st Phase (Sep. 10)	3rd PTR Cycle – 2nd Phase (Apr, 11)	3rd PTR Cycle – Final Phase (Nov, 11)
Regulatory Asset Base (RAB)	• RAB 3rd CYCLE = **RAB 2nd CYCLE** + **Incremental investment**	• Maintenance	• Maintenance

Methodology of the 3rd tariff review cycle for distributors

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Regulatory Asset Base (RAB)	• RAB 3rd CYCLE = **RAB 2nd CYCLE + Incremental investment**	• Maintenance	• Maintenance
Regulatory WACC	• WACC of **7.15%** • Capital structure **60%/40%** (D/E) • **Exclusion** of regulatory risk, country risk calculated by the median and different period, obtaining of fiscal incentives	• WACC of **7.57%** • Capital structure **50%/50%** (D/E) • Adjustment of Beta: **from 0.65 to 0.66**	• WACC of **7.50%** • Capital structure **55%/45%** (D/E) • Adjustment of leverage Beta: **from 0.66 to 0.74**

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Operational costs	• Improvements in methodology **from reference company** to **benchmarking** • **Different** productivity **per company**	• **Maintenance** of proposal of the 1st phase, with improvements • Single productivity of **0.87%**	• **Maintenance** of proposal of the 2nd phase, with improvements • Single productivity of **0.78%**

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Irrecoverable Revenue	• Deliquency **by consumption class**		• Deliquency **by consumption class** and **on sector charges** with a limit determined by the ANEEL

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Methodology of the 3rd tariff review cycle for distributors

	3rd PTR Cycle – 1st Phase (Sep, 10)	3rd PTR Cycle – 2nd Phase (Apr, 11)	3rd PTR Cycle – Final Phase (Nov, 11)
X Factor	**Components:** • **Productivity gains XPd:** central point of **3.3%, ex-post** calculation • **Service quality XQ (DEC and FEC):** comparison and classification of companies into quartiles; the change of quartiles improve or worse the XQ • **Xt trajectory:** applied when the amount of operating costs defined in the 2nd PTR, restated by the productivity gains, are not contained in the interval of efficient operating costs defined by the benchmarking method (efficient cost to be achieved at the end of 3rd PTR) • **No utilization** of Discounted Cash Flow	• **XPd:** central point of **2.15%**, **ex-ante** calculation • **XQ**: compared to the company's own history; if there was worsen, the XQ worsened, if there was improvement, there would be benefit in XQ if the best result in the last 4 years • For **XQ = 0**, the variation in the DEC and FEC quality indicators between **-1% and +1%.**	• **XPd:** central point of **1.11%, ex-ante** calculation • **XQ:** considers the companies differently; companies that perform better have a greater benefit and lower fee. The reverse is true for companies that have a poorer quality performance, when compared with the history of the company itself. • For **XQ = 0**, the variation in the DEC and FEC quality indicators between **-5% and +5%** • XT limited to **+/- 2%**

Methodology of the 3rd tariff review cycle for distributors

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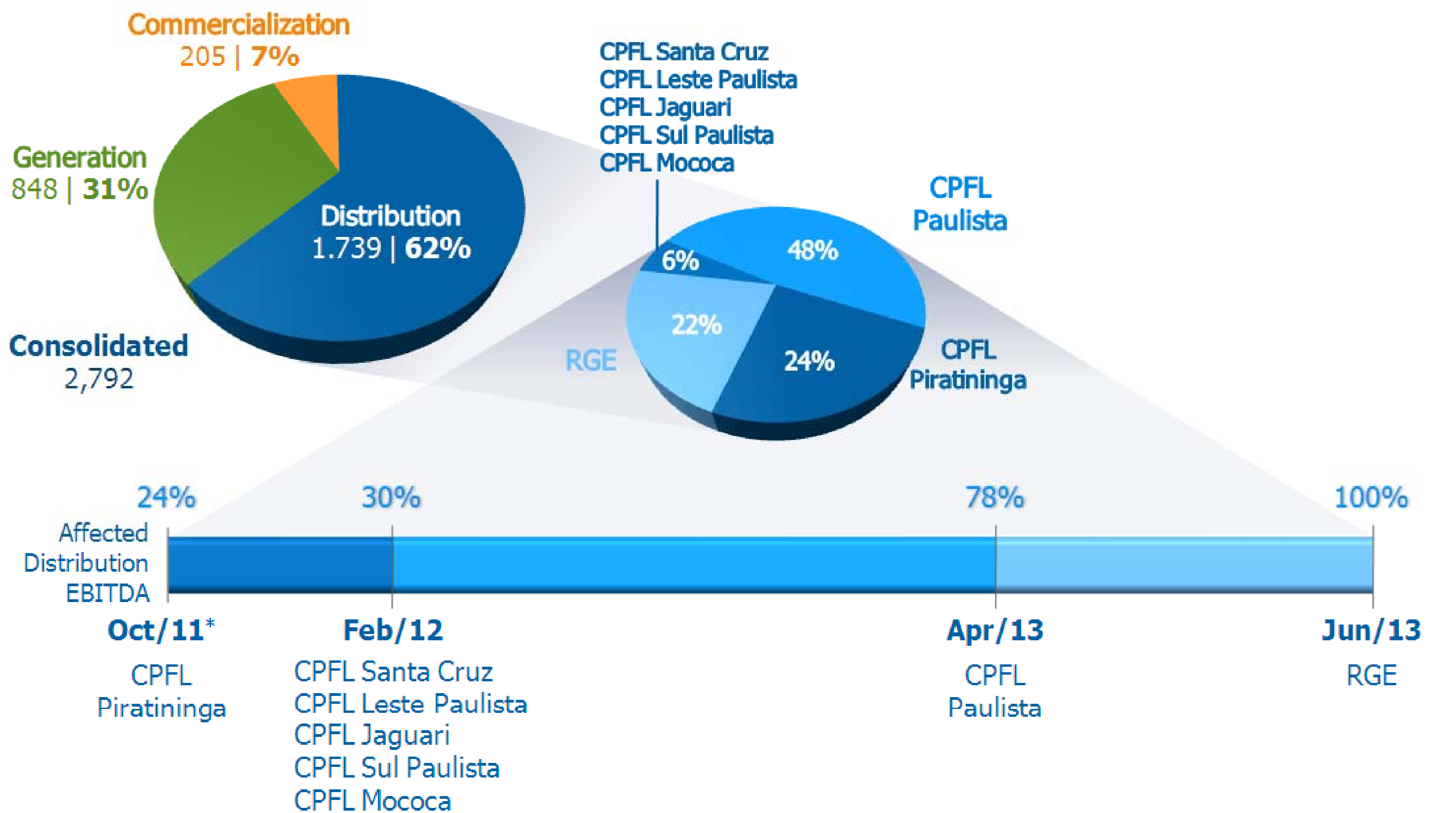
Other revenues	• **Change** of the scope and **capture of 100%** of Other Revenues for reasonableness tariffs	• **Flexibilization** varying from **70% to 100%** for revenues of Excess Demand and Reactive Surplus	Item removed from the agenda – should be finalized at Nov 22, Aneel's meeting

Total Effect of the 3rd cycle of tariff revision for the CPFL Energia will be only from June 2013

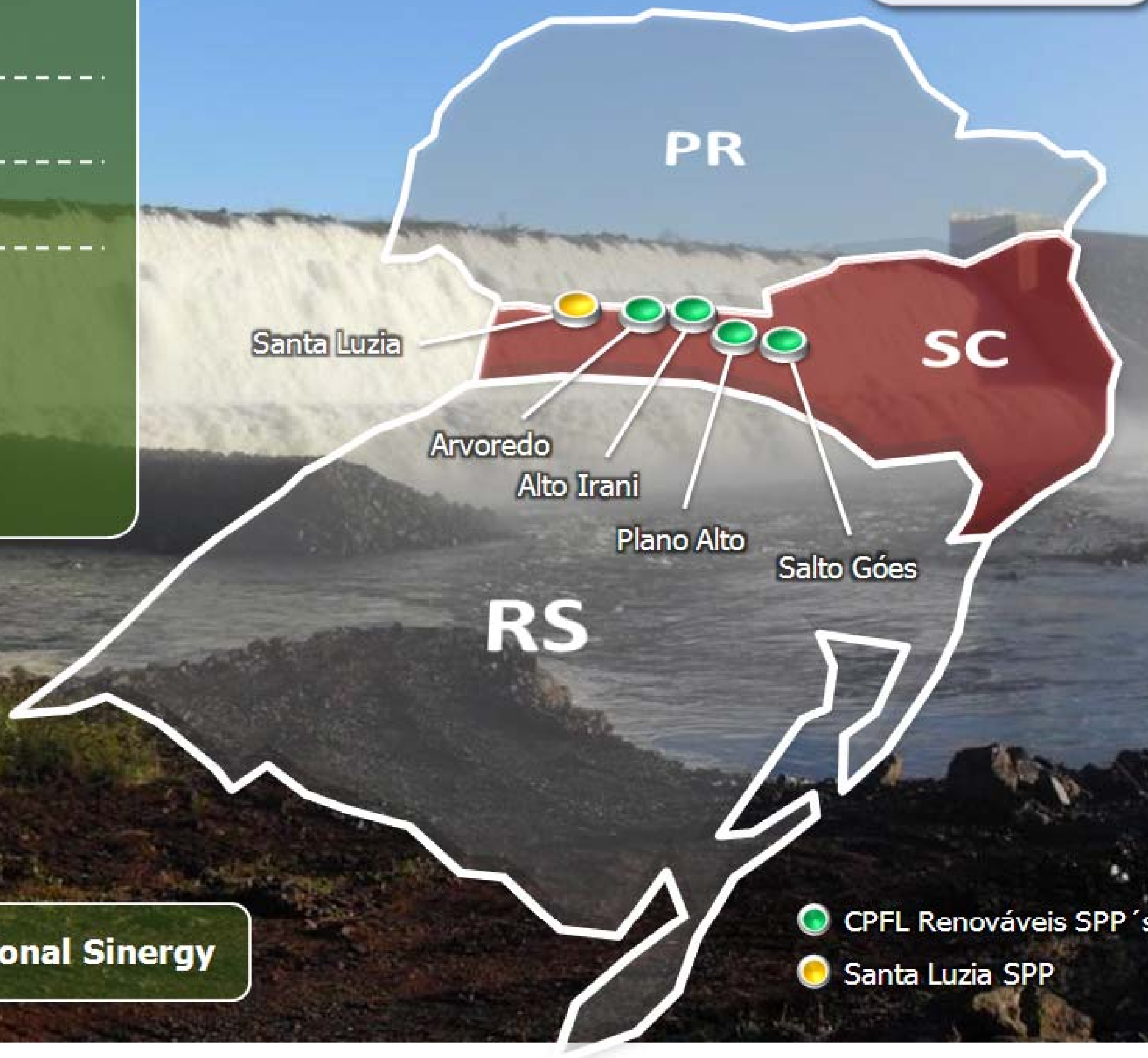
CPFL Energia - Recurring EBITDA Breakdown [1] - 9M11 | R$ million | %



1) Excludes intercompany transactions and equity attributed to noncontrolling shareholders (*) Effective enforcement: waiting positioning of ANEEL

Growth in Generation | Santa Luzia SPP Acquisition

- Commercial start-up: **3Q11**
- Installed Capacity: **28.5 MW**
- Assured Energy: **18 avg.MW**
- PPA:
  - **14 avg.MW** | 2007 LFA
    Price: R$ 170/MWh (jun/11)
    Long Term contract: Dez/39
  - **4 avg.MW** | Free Market



Location: Chapecó River | **Operational Sinergy**

Growth in Generation | Beginning of commercial start up of 2 bagass-fired TPP´s, totaling 90 MW and investments of R$ 280 million

Bio Buriti TPP | SP (Buritizal)

- Installed Capacity: **50 MW**
- Assured Energy: **21 avg.MW** (exported to CPFL Brasil)
- Investment: **R$ 148 million**
- Capital Structure:
  - **80% BNDES / 20% equity**
- Average maturity: **12 years**

Bio Formosa TPP | RN

- Installed Capacity : **40 MW**
- Assured Energy : **16 avg.MW**
- PPA: **~70% A-5 Auction of 2006 (R$ 179.10 | dec/10)**
- Investment: **R$ 132 million**
- Capital Structure:
  - **81% BNDES / 19% equity**
- Average maturity: **12 years**
- Revenue(e)[1]: **R$ 24 million/year**

1) Constant currency (2011)

Generation | Projects under construction
1 SHPP: 20 MW and investments of R$ 136 million

	Start-up operation (e)	Installed Capacity (MW)	Assured Energy (Avg. MW)	Investtment (e) (R$ million)	Capital structure (e)	PPA
48% concluded						
Salto Góes	1Q13	20	11.1	136	BNDES funding (under analysis)	LFA Auction (Aug.10) R$ 147.50[1]

1) Constant currency (Aug, 2010)

Generation | Projects under construction
4 Bagasse-Fired TPP´s: 195 MW and investments of R$ 538 million

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	Commercial Start-up (e)	Installed Capacity (MW)	Assured Energy (avg.MW)	Investment (e) (R$ million)	Capital Structure (e)	PPA
	93% concluded					
Bio Ipê TPP	4Q11	25	8.4	26	87% BNDES / 13% equity	Free Market
	45% concluded					
Bio Pedra TPP	2Q12	70	24.4	205	80% BNDES / 20% equity	LER Auction Aug 10 R$ 145.48[1]
	6% concluded					
Alvorada TPP	2Q13	50	18	154	BNDES Funding (under review)	Free Market
	4% concluded					
Coopcana TPP	1Q13	50	18	153	BNDES Funding (under review)	Free Market

1) Values in Dec/10

Generation | Projects under construction
21 Wind Farms: 550 MW and investments of R$ 2.5 billion


Regularization Concrete Underpressure Flagstone


Structure concluded


Beginning of the paving


Paving Base

	Commercial Start-up (e)	Installed Capacity (MW)	Assured Energy (avg.MW)	Investment(e) (R$ million)	Capital Structure(e)	PPA
30% concluded						
Santa Clara Wind Farms[1]	3Q12	188	76	801	70% BNDES / 30% equity	LER Auction (Dec, 09) R$ 159.00[2]

1) Santa Clara I to VI and Eurus VI. 2) Values in Dec/10

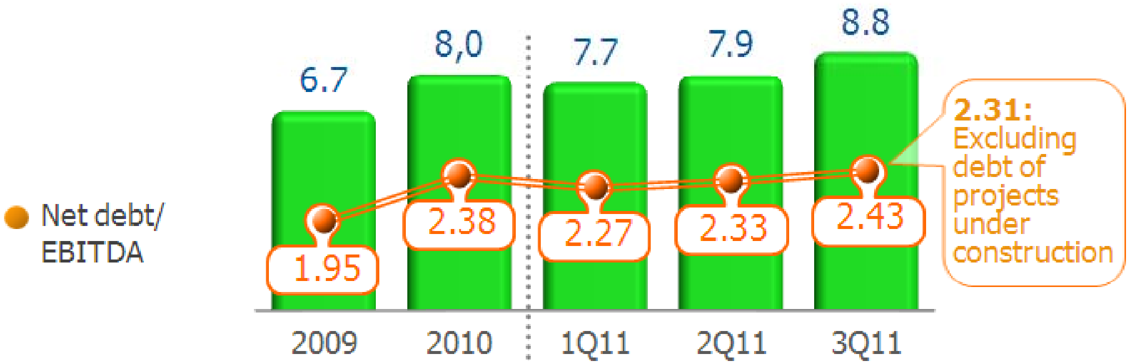
Generation | Projects under construction
21 Wind Farms: 550 MW and investments of R$ 2.5 billion

	Commercial Start-up (e)	Installed Capacity (MW)	Assured Energy (avg.MW	Investment(e) (R$ million)	Capital Structure (e)	PPA
Complexo Macacos I[1]	8% concluded					
	3Q13	78.2	37,1	374	BNDES Funding (under review)	LFA Auction (Aug, 10)[4] R$ 136.12
Campo dos Ventos II	6% concluded					
	3Q13	30	14	127	BNDES Funding (under review)	LER Auction (Aug, 10)[4] R$ 127.22
Complexo Campo dos Ventos[2]	Pending approval by ANEEL					
	2Q14	138	68.5	660	BNDES Funding (under review)	Free Market **2033**
Complexo São Benedito[3]	Pending approval by ANEEL					
	2Q14	116	60.6	506	BNDES Funding (under review)	Free Market **2034**

Note: Considers stake of CPFL Energia in the CPFL Renováveis; 1) Macacos, Pedra Preta, Costa Branca and Juremas 2) Campo dos Ventos I, III, V, São Domingos and Ventos de São Martinho 3) Ventos de São Benedito, Ventos de São Dimas, Santa Mônica and Santa Úrsula 4) Values in dec/10

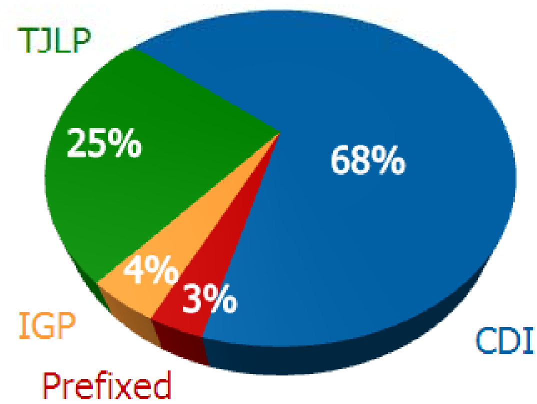
3Q11 debt profile

Adjusted Net Debt[1] | R$ billion

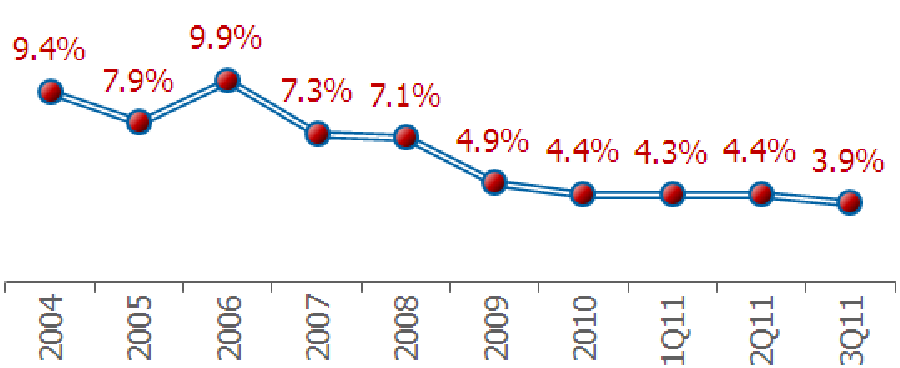


Cash and Cash (R$ million)	1,487	1,563	1,967	4,403	4,275

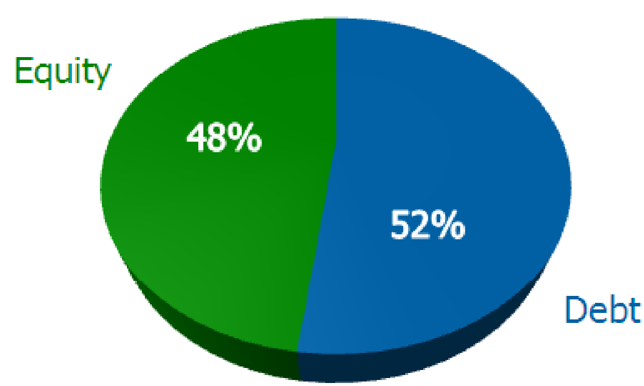
Debt Breakdown



Debt real cost evolution | LTM



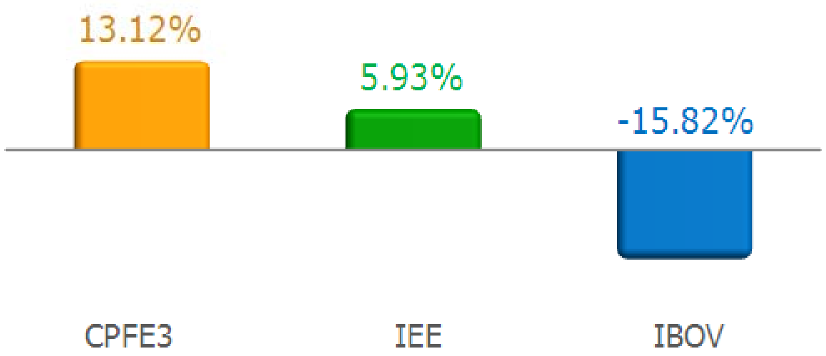
Capital Structure



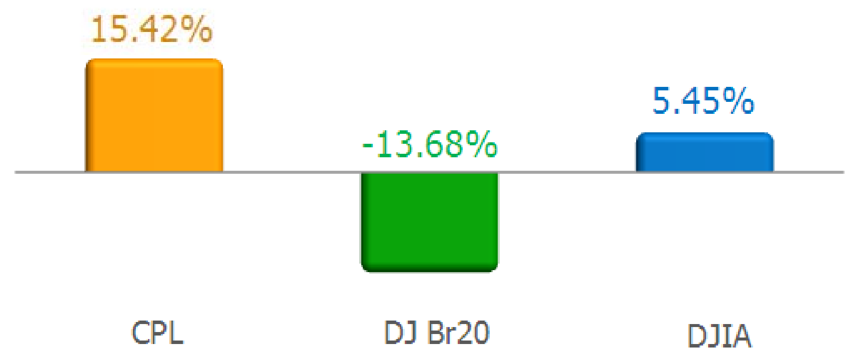
1) Excludes Judicial Deposits of R$ 582 milhões – Includes hedging operations; Excludes regulatory assets/liabilities; EBITDA LTM

Capital market performance | CPFL Energia outperformed the main indexes

Share performance on Bovespa[1]
Acum. until 31/oct



Share performance on Nyse[1]
Acum. until 31/oct



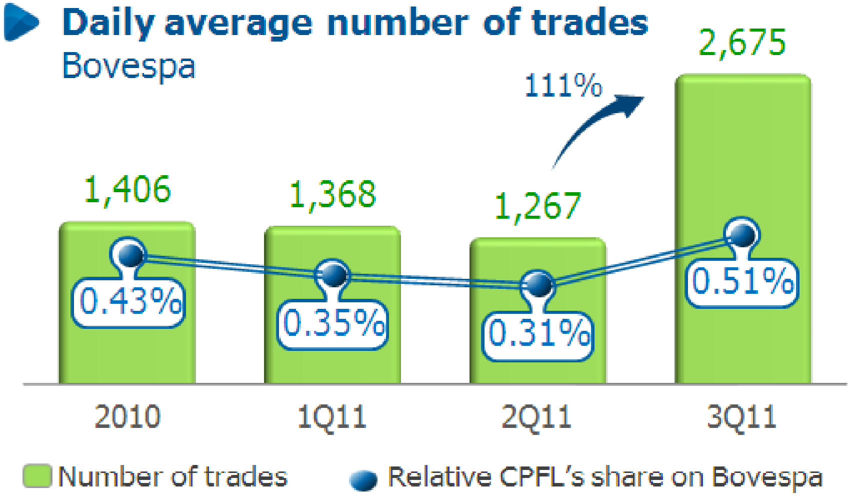
2011 Latin America Executive Team

Institutional Investor

For the second consecutive year| 2010-2011:

- **Best IR Team | 1st Sell Side and 3rd Buy Side**
- **Best CEO | Sell Side and Buy Side**
- **Best IR Professional | Sell Side**

Daily average number of trades
Bovespa



IBOVESPA IBRX IEE ITAG IGC IGCT ISE MSCI Indexes

1) Closing price in October 31, 2011 – adjusted per dividends (CPFE3: R$ 20.63/CPL: US$ 22.15)

Prizes and Recognition

cpfl paulista — Winner for the **3rd** consecutive time

RGE — Winner for the **1st time**

CPFL Energia is the company that won the prize the most: **5 times**

PRÊMIO ABRADEE 2011

cpfl piratininga — Best Economic-Financial Management

RGE — Best Electric Utili Distributor in the South Region

Transparency 2011 Trophy

Awards to companies with the most transparent financial statements

CPFL Paulista was one of the winners in the Publicly-Traded Company category, with sales above R$ 8 billion

Valor 1000 Prize

Awards for the best companies in Brazil in each sector, based on sustainable growth, net revenues, generation of value, profitability, activity margin, current liquidity and the asset's cash flow

CPFL Energia was ranked the "best company in the electric utilities sector" category

3Q11 Results