

1Q19 Results



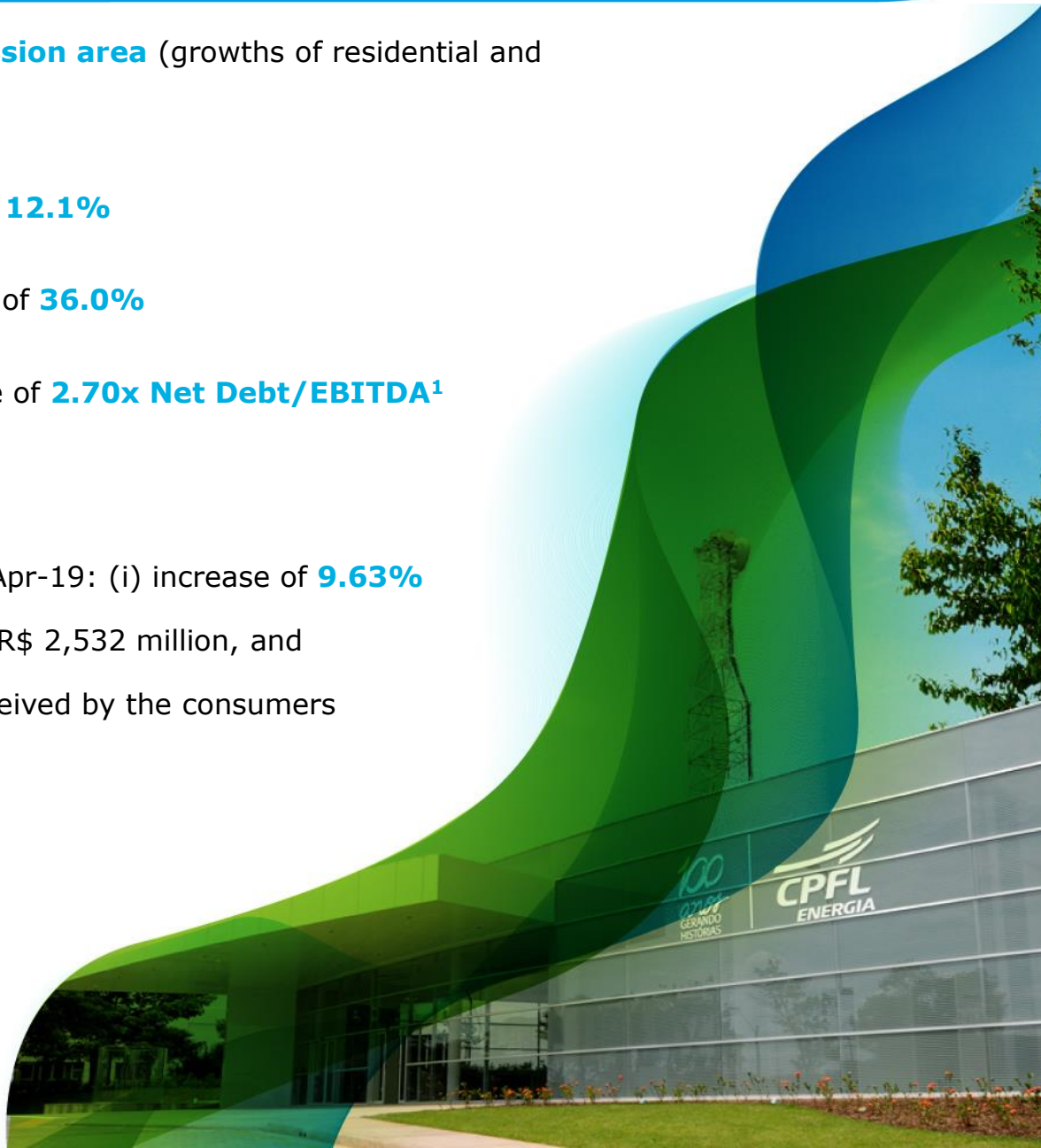
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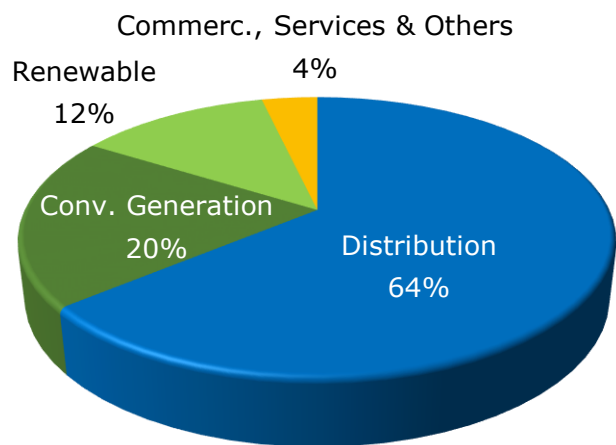
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- ✓ Increase of **1.9% in load in the concession area** (growths of residential and commercial classes)
- ✓ **EBITDA** of **R\$ 1,531 million**, growth of **12.1%**
- ✓ **Net Income** of **R\$ 570 million**, growth of **36.0%**
- ✓ Net debt of **R\$ 14.9 billion** and leverage of **2.70x Net Debt/EBITDA¹**
- ✓ Investments of **R\$ 445 million**
- ✓ **CPFL Paulista's tariff adjustment**, in Apr-19: (i) increase of **9.63%** of the parcel B, from R\$ 2,310 million to R\$ 2,532 million, and (ii) average effect of **+8.66%** to be perceived by the consumers

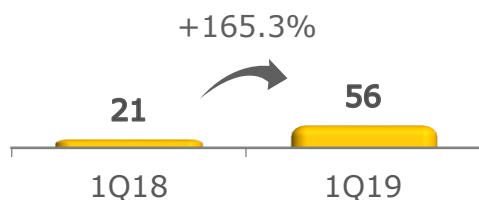


► **EBITDA, from R\$ 1,366 MM in 1Q18 to R\$ 1,531 MM in 1Q19, increase of 12.1%**

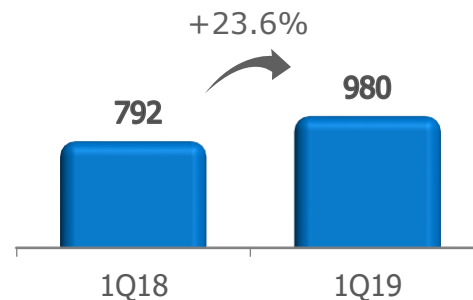
EBITDA by Segment | 2018



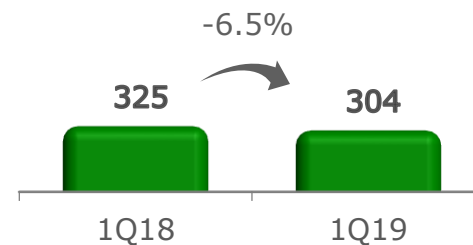
► **Comm., Services & Others | R\$ million**



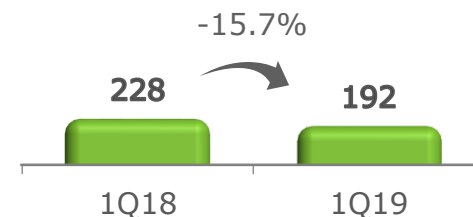
► **Distribution | R\$ million**



► **Conventional Generation | R\$ million**



► **Renewable Generation | R\$ million**

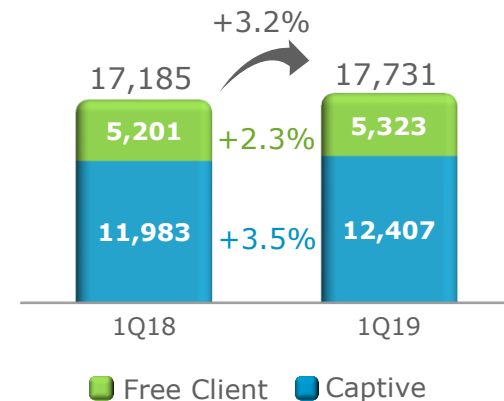


1) EBITDA is calculated from the sum of net income, taxes, financial result, depreciation/amortization, as CVM Instruction no. 527/12.

Highlights

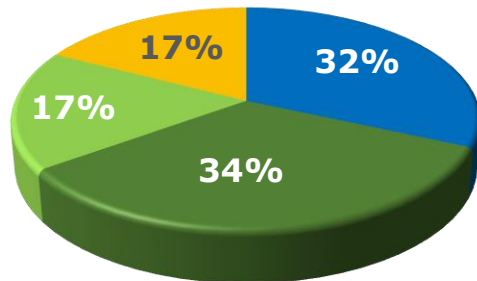
- ✓ **Increase in load¹** in the concession area (+**1.9%**)
- ✓ **Increase in sales²** in the concession area (+**3.2%**)
- ✓ Increases in **Residential** (+**8.4%**) and **Commercial** (+**5.1%**) classes, due to the effect of the temperature, mainly in the months of January and February
- ✓ **Losses:** from **8.82%** in 1Q18 and **9.03%** in 4Q18 to **8.84%** in 1Q19

► Sales in the concession area | GWh



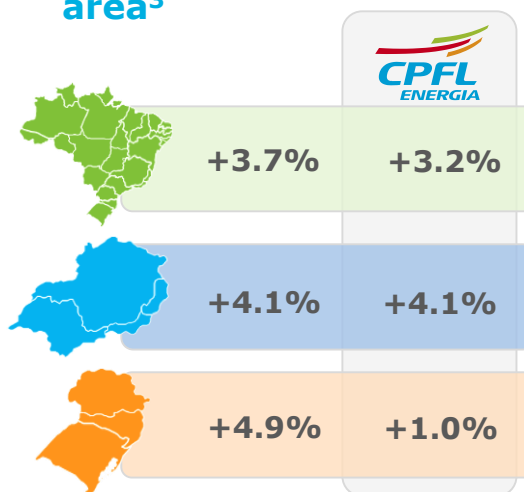
Free Client Captive

► Market Breakdown in the concession area | 1Q19

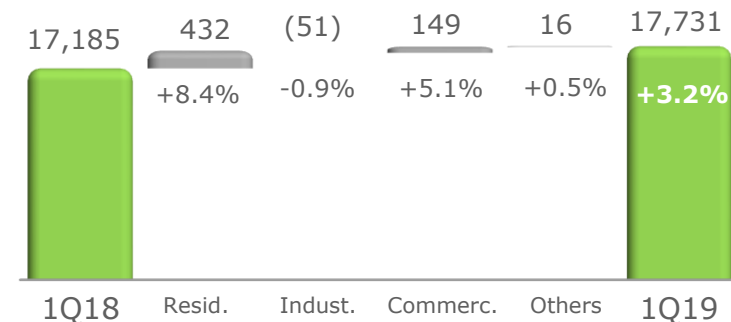


Residential Industrial
Commercial Others

► Comparison by Region | Sales in the conc. area³

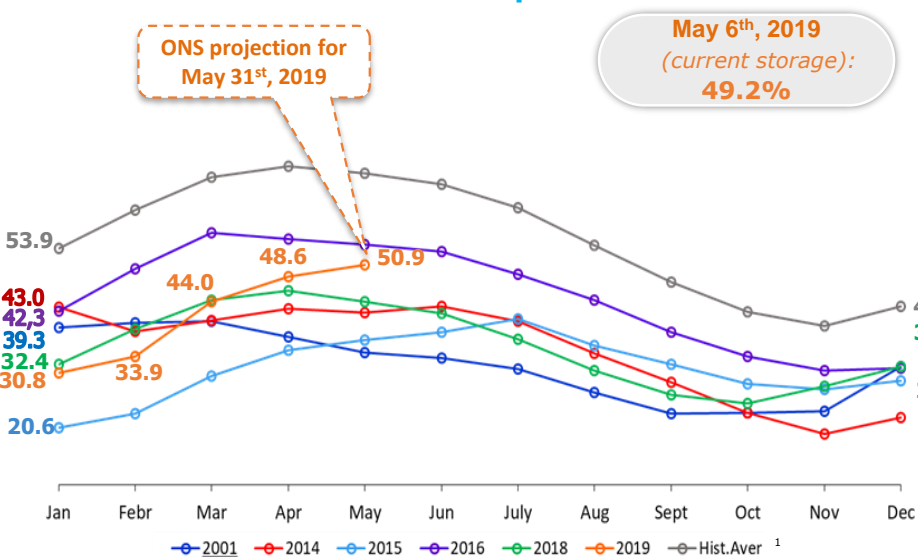


► Sales by consumption segment | GWh

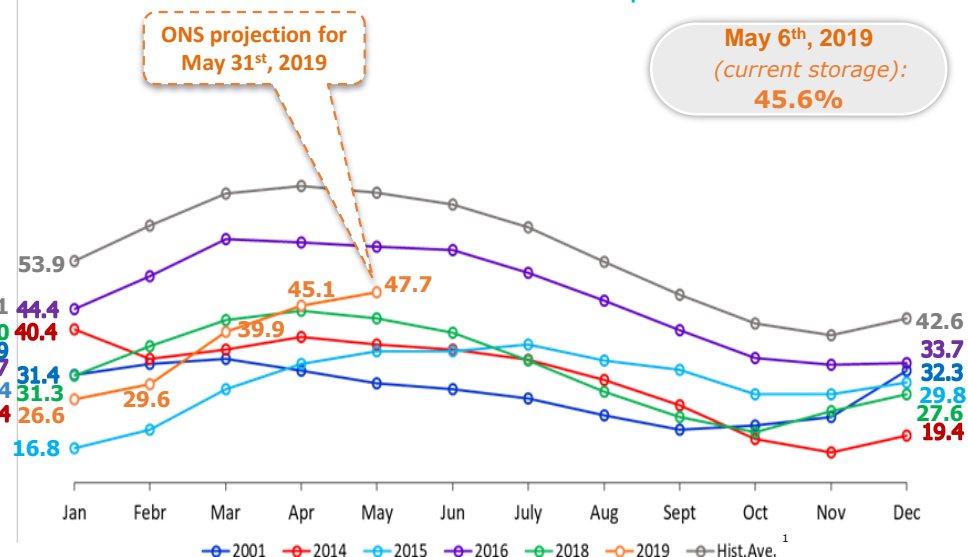


1) Load net of losses; 2) If excluding the consumption of a large consumer of the steel industry, that migrate to the Basic Network, the sales in the concession area would be: +3.8%, free client: +4.5%; and industrial class: +1.0%; 3) Region Sales Info (EPE)

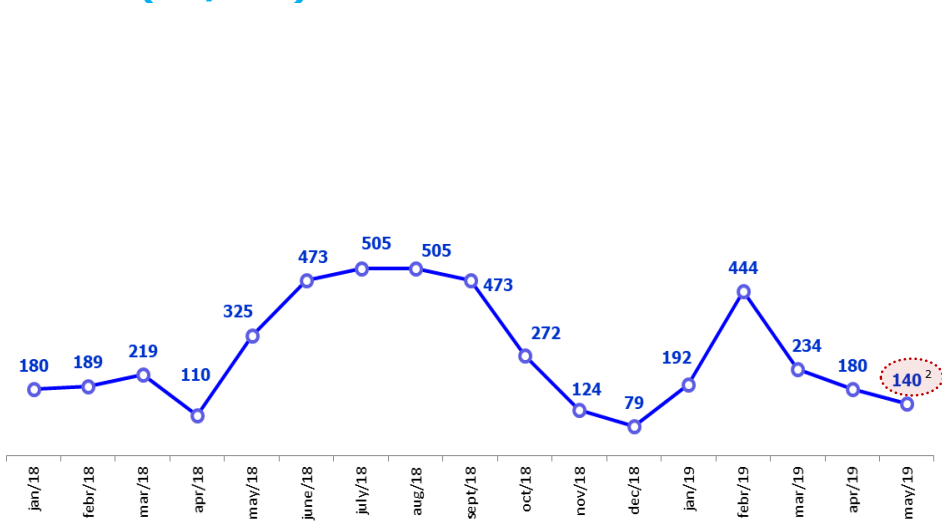
► NIPS Reservoir Levels | %



► Southeast Reservoir Levels | %

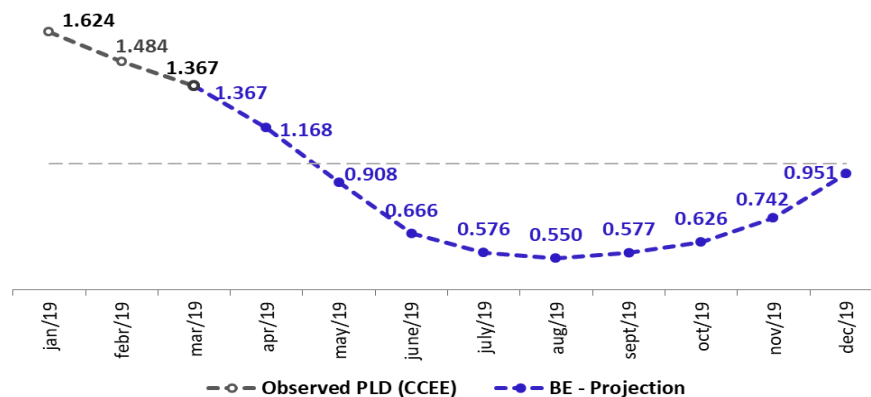


► PLD (SE/CW) Evolution



► GSF - Projection

- ✓ The MRE adjustment factor verified in March was 1.367
- ✓ The outlook is that hydraulic generation will be below the physical guarantee from May on.



Net Revenue



11.8%
R\$ 753 million

1Q18	1Q19
R\$ 6,375	R\$ 7,127
million	million

EBITDA



12.1%
R\$ 165 million

1Q18	1Q19
R\$ 1,366	R\$ 1,531
million	million

Net Income



36.0%
R\$ 151 million

1Q18	1Q19
R\$ 419	R\$ 570
million	million

Main Effects Observed

EBITDA:

- + Distribution: total var. of +R\$ 187 MM**
 - Market/tariff (+R\$ 213 MM)
 - PIS/COFINS recoverable (+R\$ 34 MM)
 - PMSO¹ (-R\$ 78 MM):
 - ✓ ADA (-R\$ 42 MM)
 - ✓ Legal and judicial expenses (-R\$ 20 MM)
- Renewable Generation: total var. of -R\$ 36 MM**
 - PPA seasonal., net of secondary energy (-R\$ 28 MM)
 - Lower wind farms generation (-R\$ 25 MM)
 - Start-up of Boa Vista II SHPP - increase of energy available that was settled on the CCEE (+R\$ 13 MM)

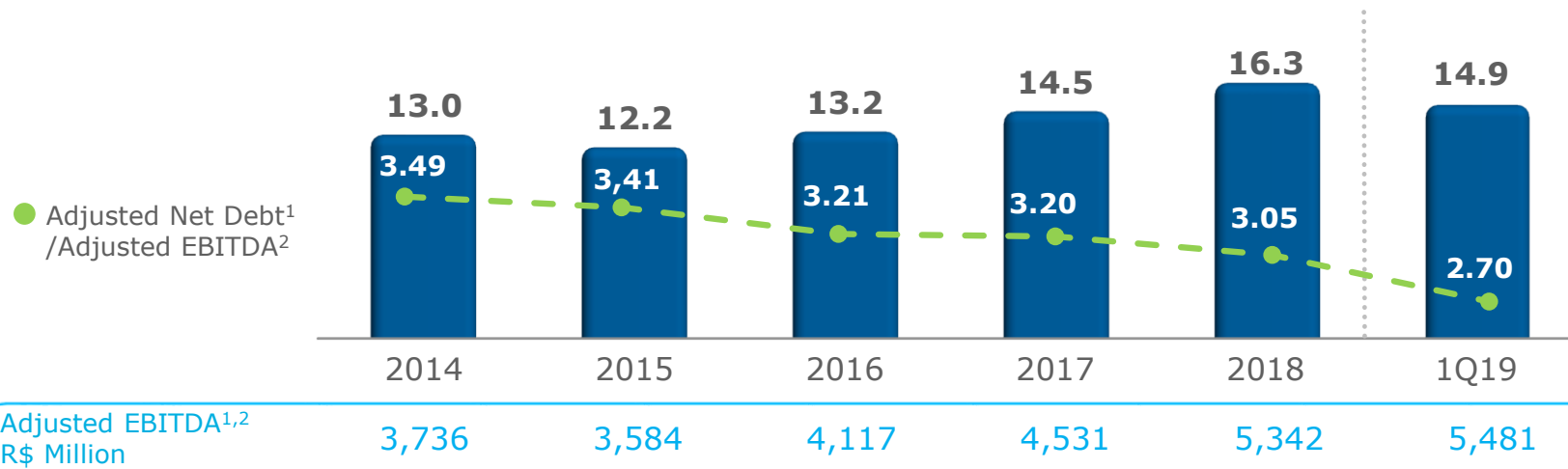
EBITDA:

- + Commerc., Serv. & Others: total var. of +R\$ 35 MM**
 - Commercialization: margin gain (+R\$ 23 MM)
 - Services: margin gain (+R\$ 13 MM)
- Conventional Generation: total var. of -R\$ 21 MM**
 - GSF - BAESA - Compensation agreement related to 2018 (-R\$ 17 MM)
 - EPASA overhaul (-R\$ 10 MM)
 - Inflation effect over the contracts (+11 MM)

Net Income:

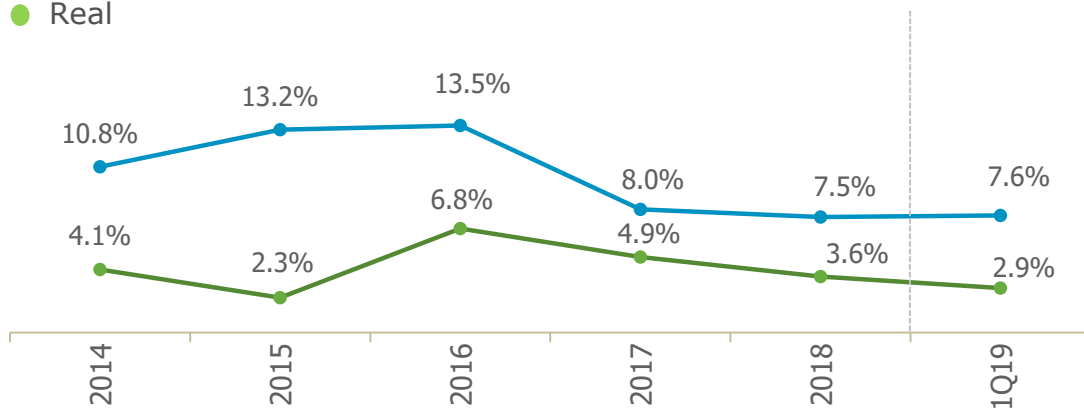
- + Financial Result: total var. of +R\$ 87 MM**
 - Debt charges² - mainly due to the reduction in the indebtedness (+R\$ 56 MM)
 - MTM (+R\$ 33 MM)

► Leverage | Financial covenants criteria | R\$ billion

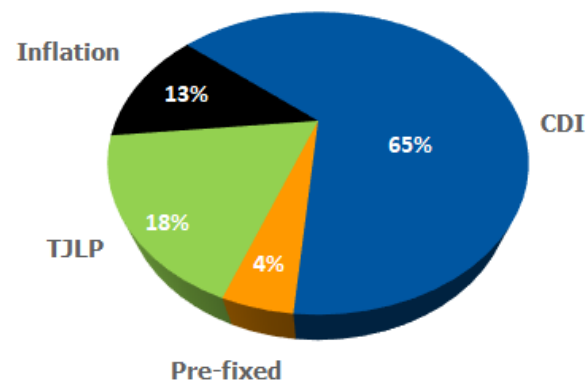


► Gross debt cost³ | IFRS | end of period

- Nominal
- Real



► Gross debt breakdown by indexer³ | IFRS | 1Q19





CPFL
ENERGIA