



**Results Conference Call**  
2011

**O RIO É LIGHT**

# Highlights

## OPERATING PERFORMANCE

- ▶ Consumption Growth of 2.5% compared to 2010, driven by good performance of the commercial (4.3%) and residential classes (2.1%).
- ▶ Reduction of losses for the seventh consecutive quarter. In December/11, the non-technical losses index reached 40.5% on the low voltage market billed.
- ▶ Increase on 32.5% of CAPEX, reaching R\$ 928.6 million in 2011.

## RESULTS AND M&A

- ▶ Growth of 3.3% in Net Revenues (without construction revenue), which reached R\$ 6,150.1 million in 2011.
- ▶ Costs of PMSO from Distribution segment with increase of 1.4% in 2011, lower than inflation.
- ▶ EBITDA was R\$ 1,243.6 million in 2011, down 21.5% over 2010
- ▶ Net Income of R\$ 310.6 million in 2011, down 46.0% over 2010 .
- ▶ Acquisition of 51% of the shares of Guanhães Energia SA in the amount of \$ 25 MM.

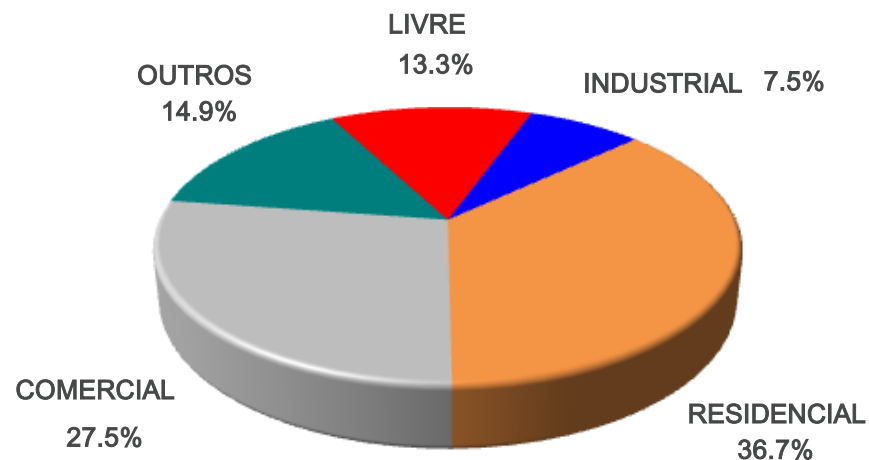
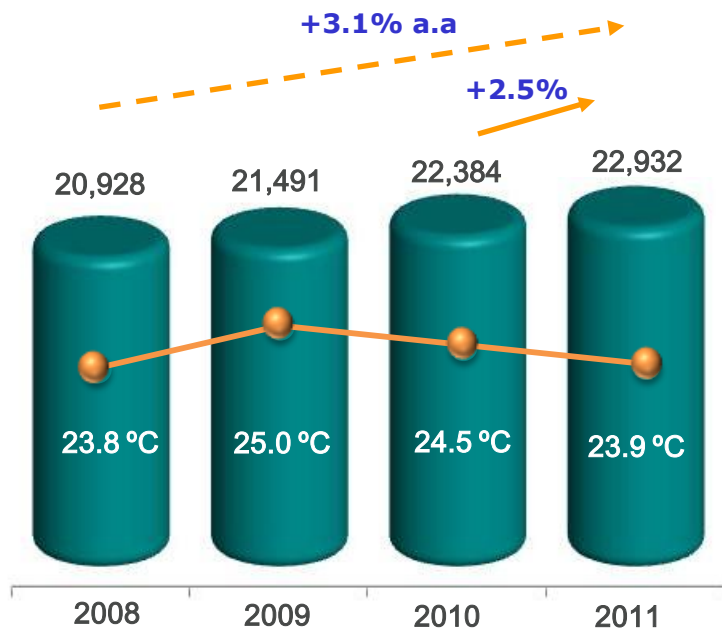
## CAPITAL STRUCTURE

- ▶ Cash balance of R\$ 780.7 million in December/11, compared with R\$ 525.2 million in December/10.
- ▶ Dividends proposal (Board of Directors Meeting 03/02) of: R\$ 181.5 million. Payout of 100% in 2011.
- ▶ Net debt of R\$ 4.671,5 million, including pension fund - Braslight, with net debt / EBITDA (w/out provision) of 2.9x.

# Energy Consumption

## Distribution

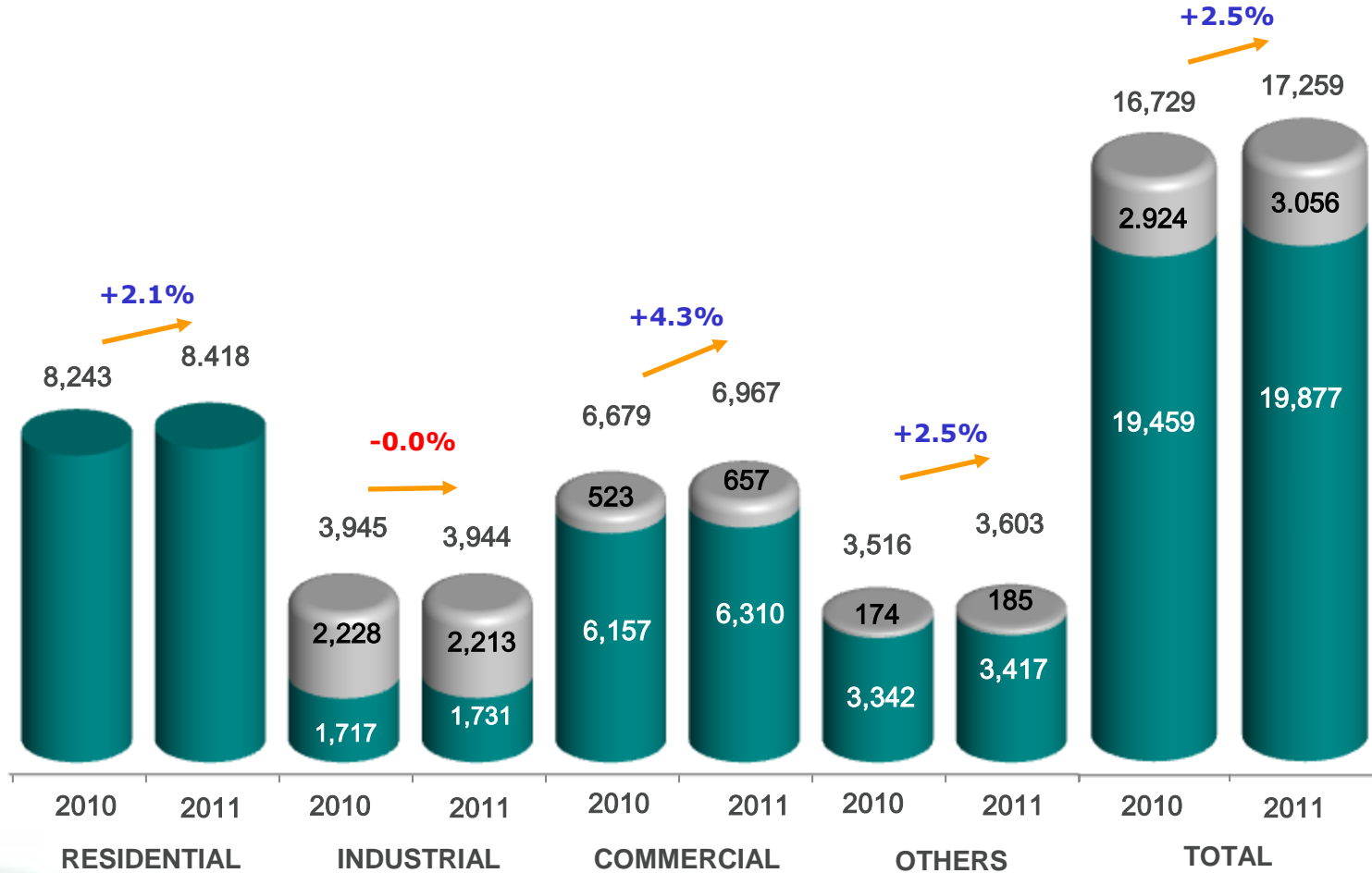
**ELECTRICITY CONSUMPTION<sup>1</sup>**  
**TOTAL MARKET (GWh) - Year**



<sup>1</sup> Note: To preserve comparability in the market approved by ANEEL in the tariff adjustment process, the billed energy of the free customers Valesul, CSN and CSA were excluded in view of these customers' planned migration to the core network.

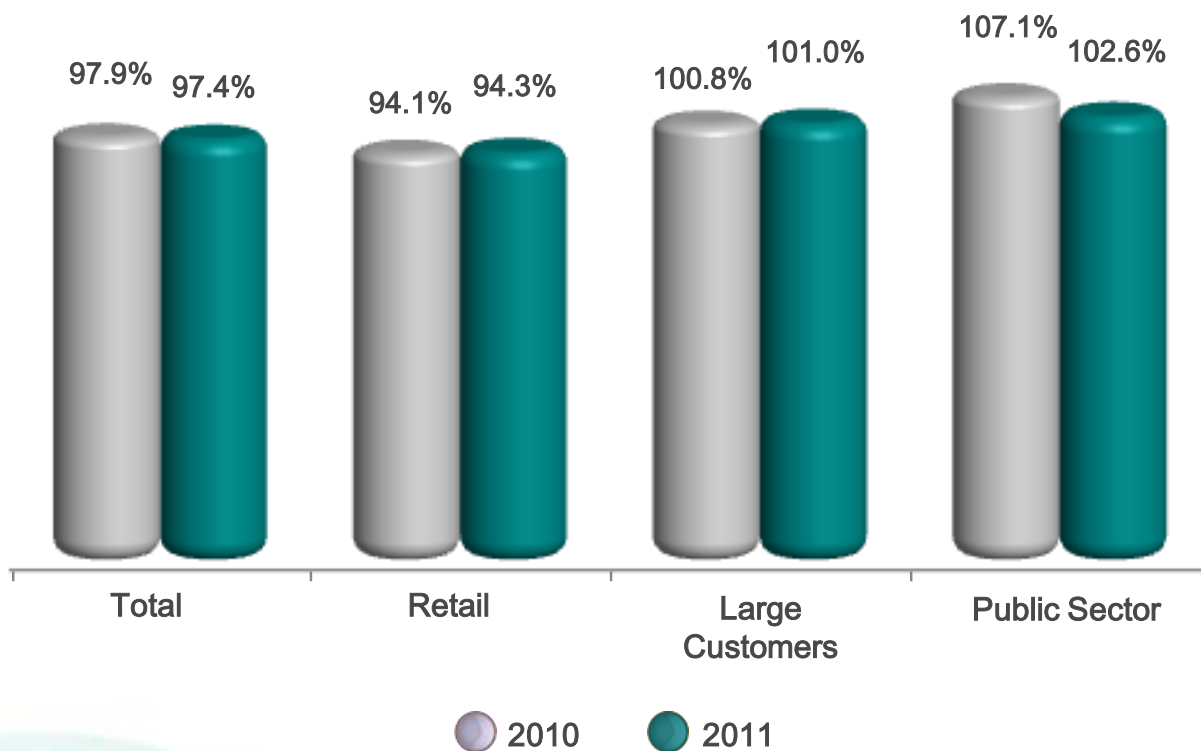
# Total Market

ELECTRICITY CONSUMPTION (GWh)  
TOTAL MARKET - YEAR

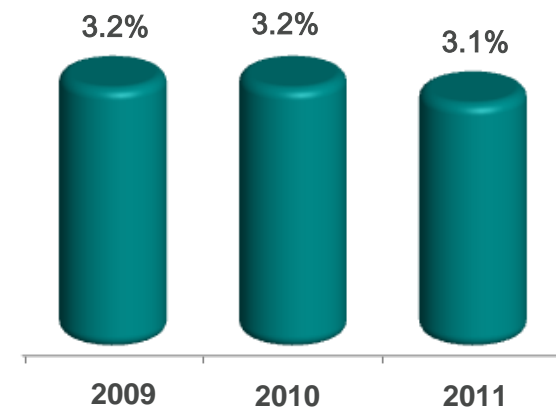


# Collection

### COLLECTION RATE BY SEGMENT YEAR

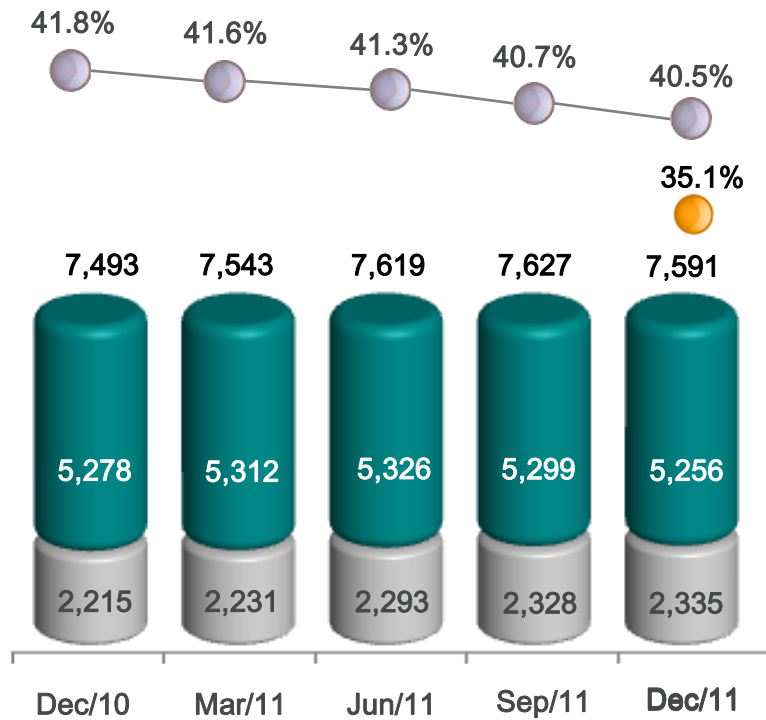


### PDD / GROSS REVENUE



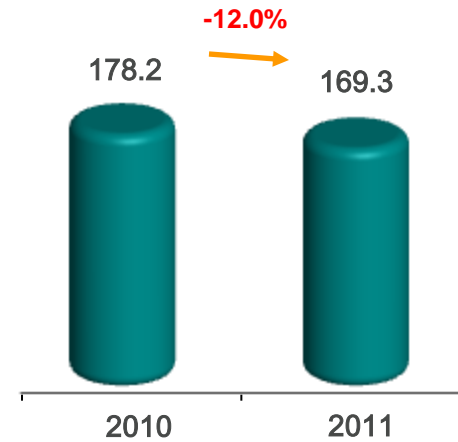
# Loss Prevention

## LOSS (12 MONTHS)

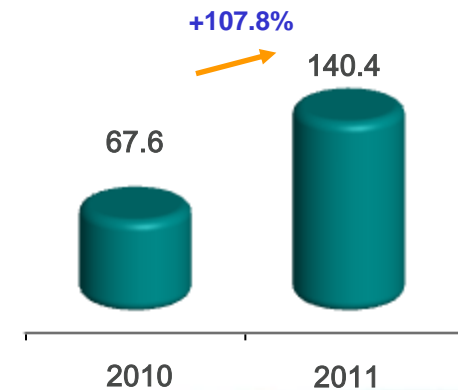


- Non-technical losses GWh
- Technical losses GWh
- % Non-technical losses / Low voltage market
- % Non-technical losses / Low voltage market - Regulatory

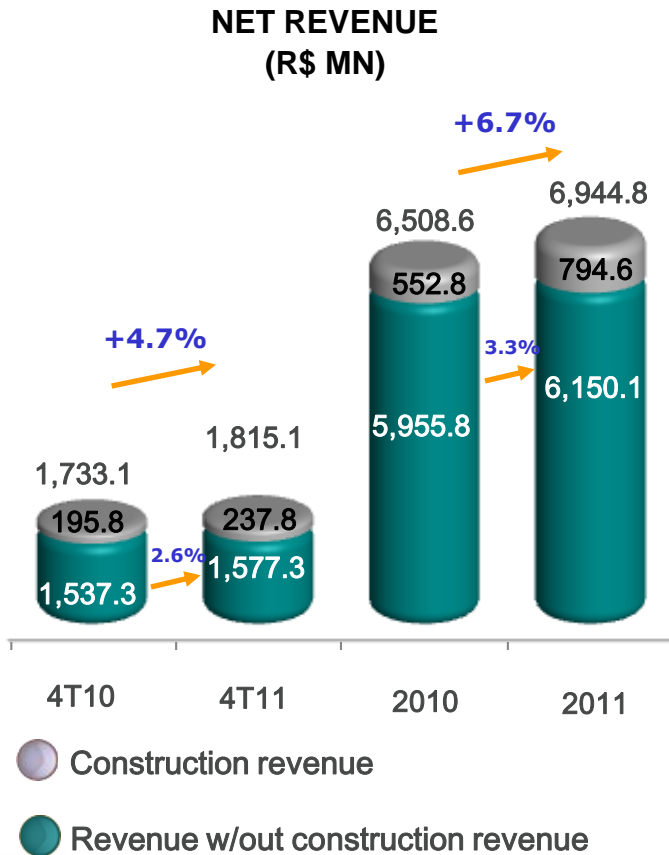
## RECOVERY GWh



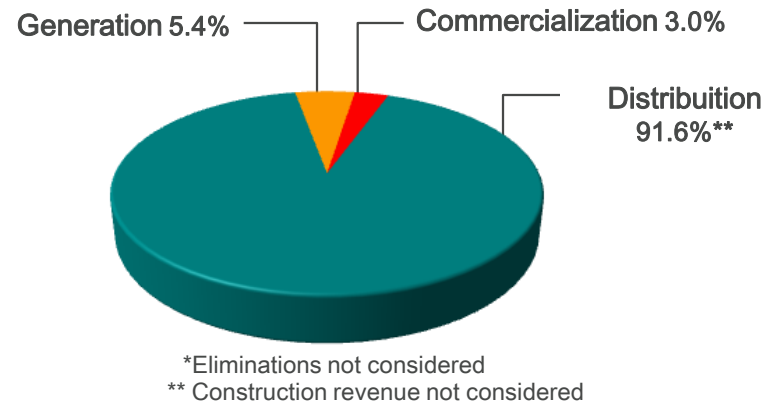
## INCORPORATION GWh



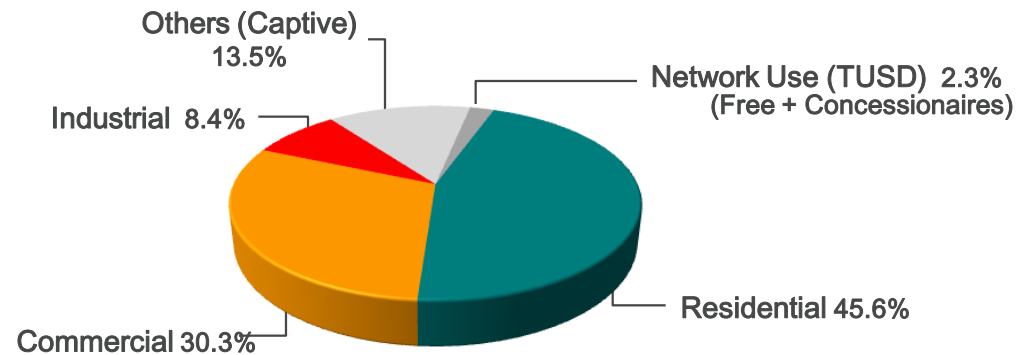
# Net Revenue



**NET REVENUE BY SEGMENT (2011)\***



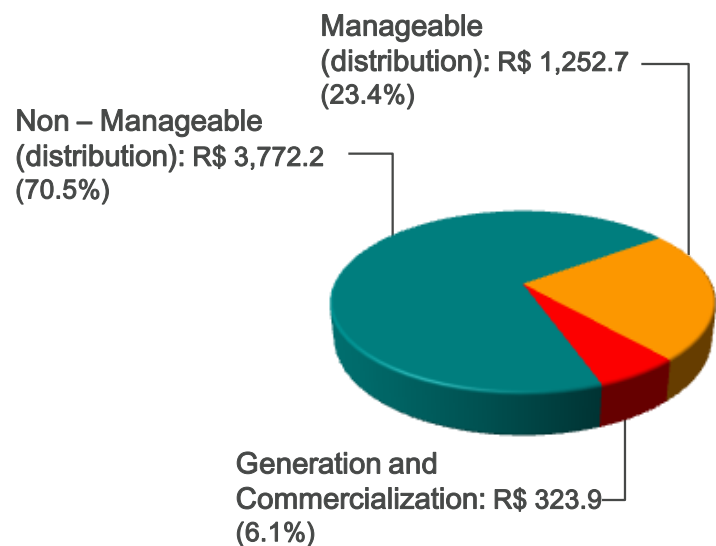
**NET REVENUE FROM DISTRIBUTION (2011)**



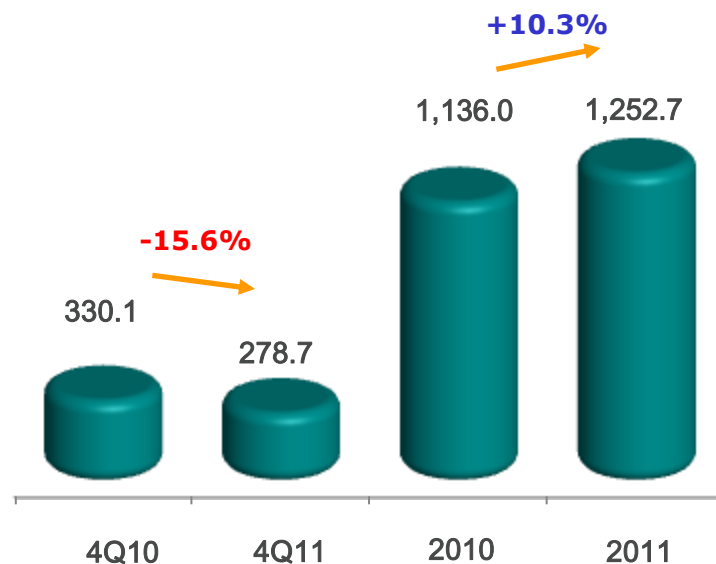
# Operating Costs and Expenses

## DISTRIBUTION MANAGEABLE COSTS (R\$MN)

### COSTS (R\$MN)\* 2011



\*Eliminations not considered

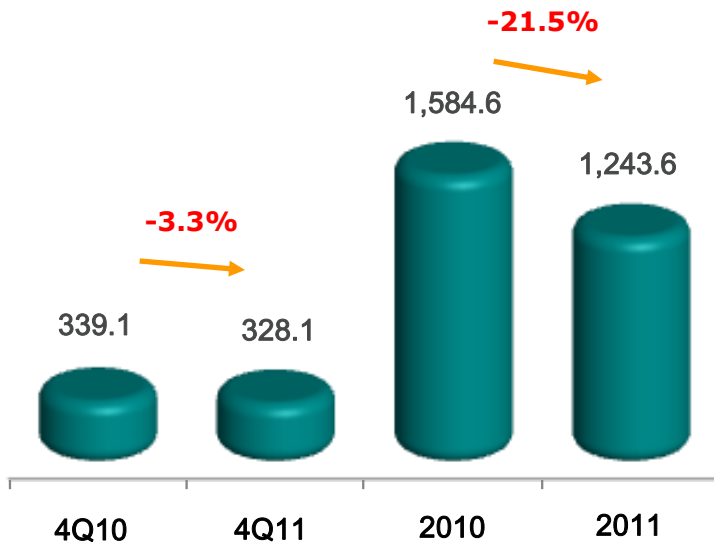


R\$ MN	4Q10	4Q11	Var.	2010	2011	Var.
PMSO	198.8	149.6	-24.8%	637.4	646.5	1.4%
Provisions	57.2	56.8	-0.8%	208.4	299.4	43.7%
PDD	49.3	35.3	-28.5%	254.8	251.3	-1.4%
Contingencies	7.9	21.5	171.8	-46.4	40.8	-
Depreciation	74.0	72.3	-2.3%	290.2	306.8	5.7%
<b>Total</b>	<b>330.1</b>	<b>278.7</b>	<b>-15.6%</b>	<b>1,136.0</b>	<b>1,252.7</b>	<b>10.3%</b>

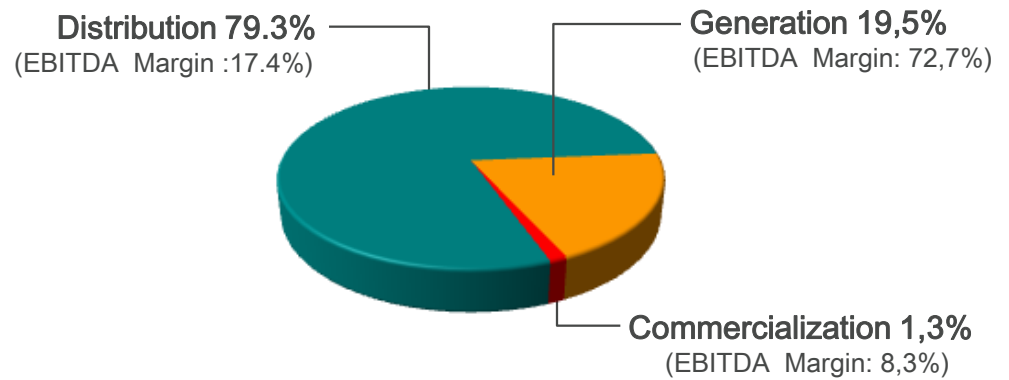


# EBITDA

**CONSOLIDATED EBITDA  
(R\$MN)**



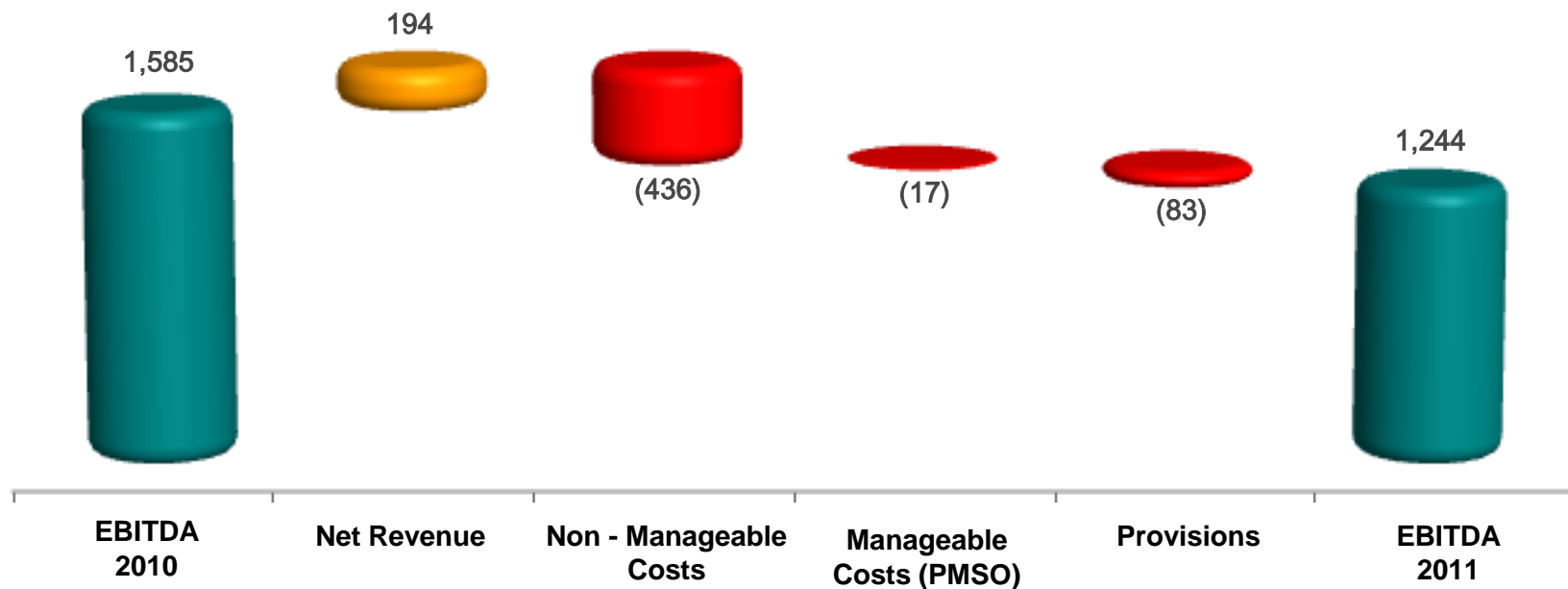
**EBITDA BY SEGMENT\*  
2011**



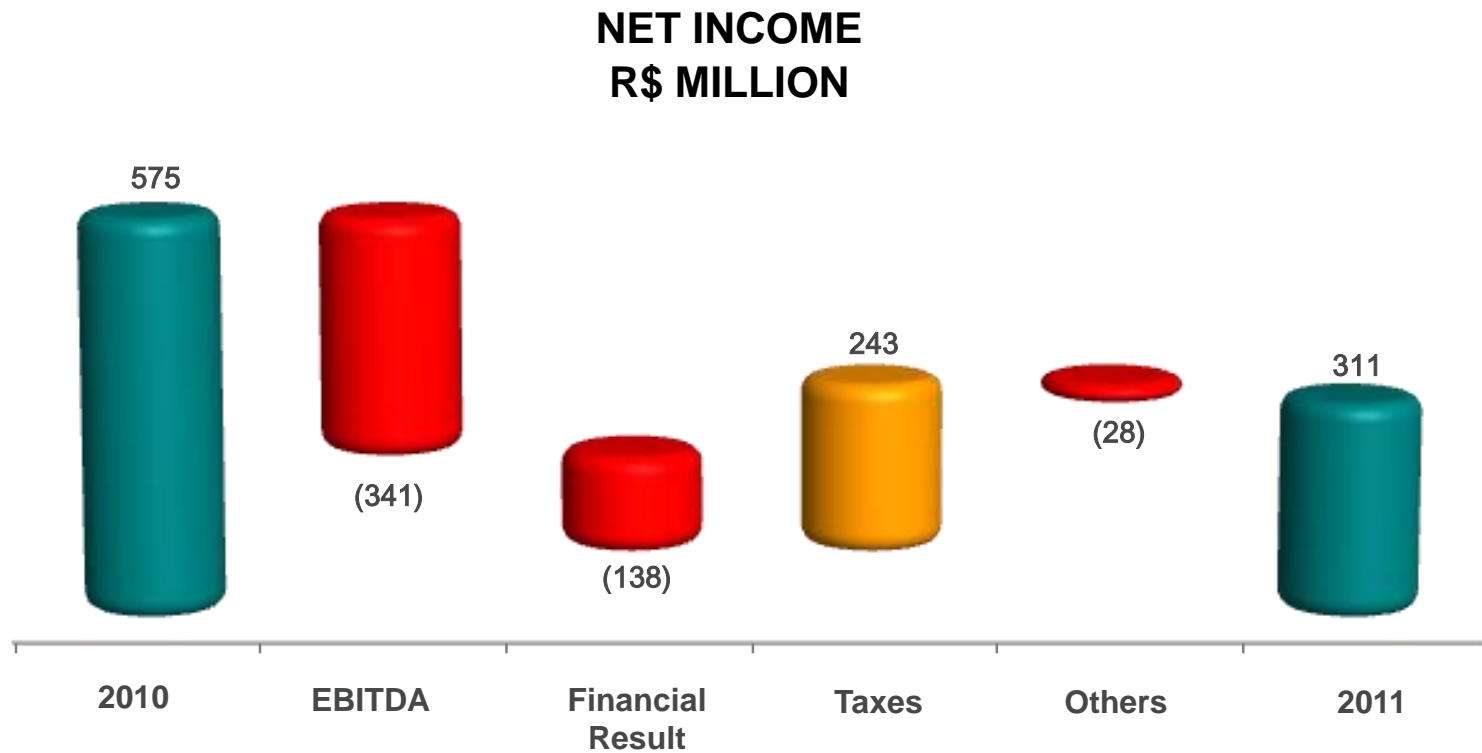
\*Eliminations not considered

# EBITDA

## EBITDA CONSOLIDATED – 2011/2010 R\$ Million

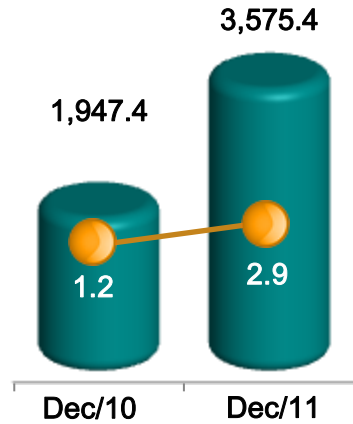


# Net Income



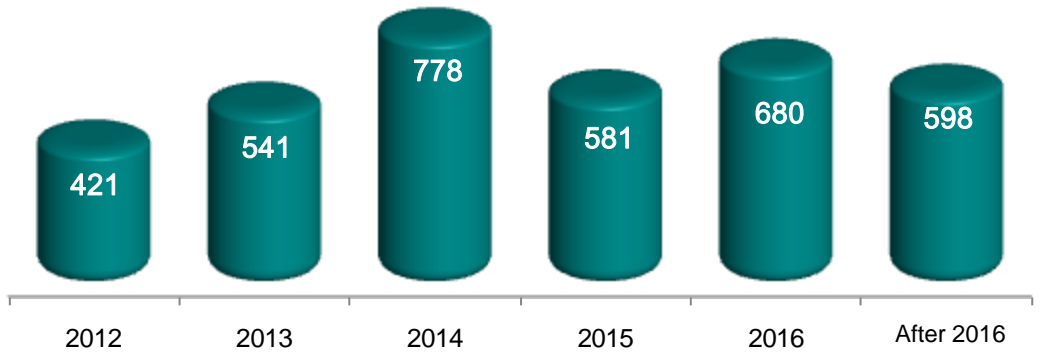
# Indebtedness

## NET DEBT EVOLUTION



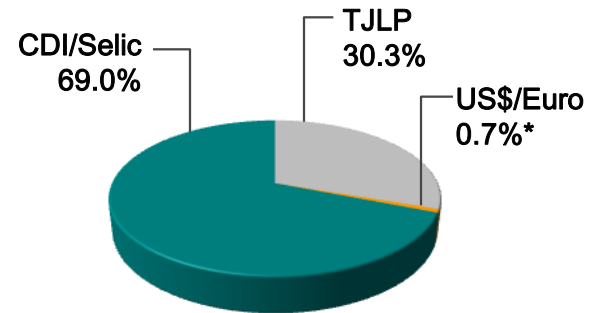
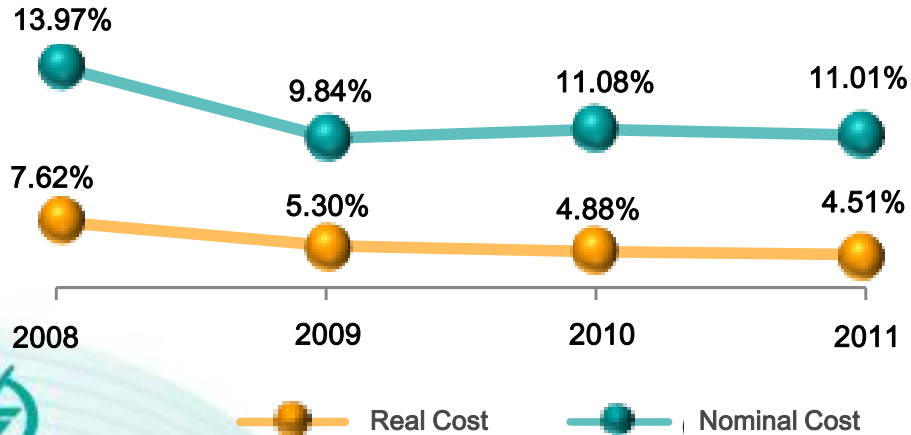
## AMORTIZATION \* (R\$ MN)

Maturity: 2.8 years



\* Only Principal

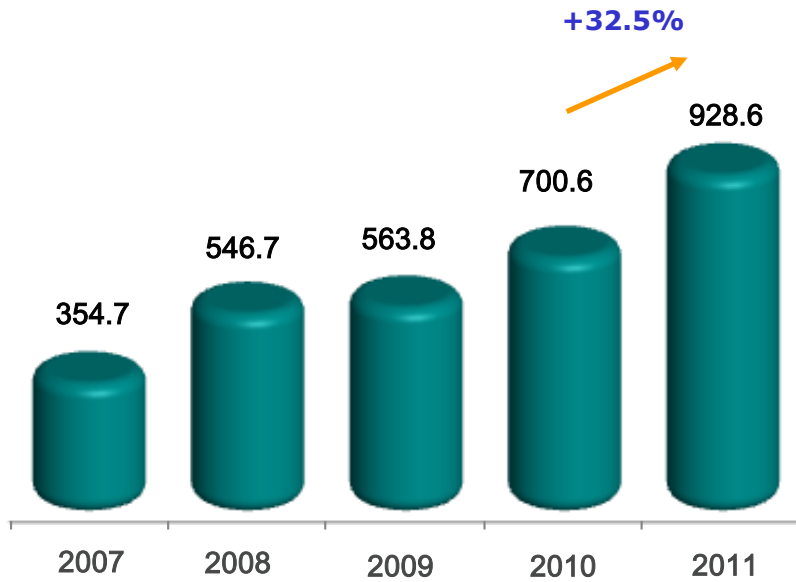
## COST OF DEBT



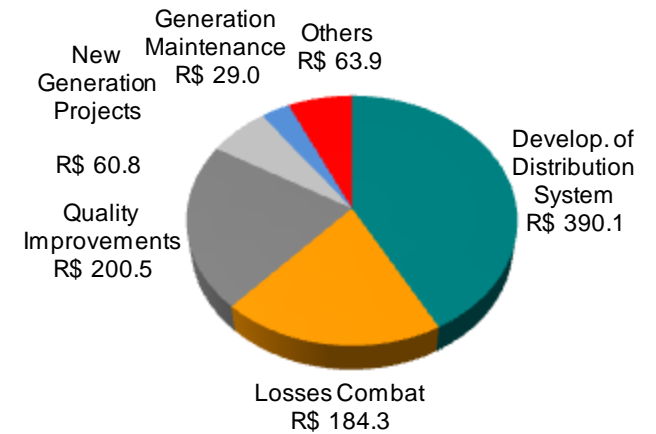
\* Considering Hedge

# Investments

**CAPEX (R\$MN)**



**CAPEX BREAKDOWN (R\$MM)  
2011**



**Transfer of funds (R\$MN)  
2011**

RENOVA	360.0
BELO MONTE	37.7
AXXIOM	1.0
LIGHT SOLUÇÕES	1.3
E-POWER	0.3
ITAOCARA	7.2
LIGHTGER	4.6
<b>TOTAL</b>	<b>412.1</b>

# Aviso Importante

Esta apresentação pode incluir declarações que representem expectativas sobre eventos ou resultados futuros de acordo com a regulamentação de valores mobiliários brasileira e internacional. Essas declarações estão baseadas em certas suposições e análises feitas pela Companhia de acordo com a sua experiência e o ambiente econômico e nas condições de mercado e nos eventos futuros esperados, muitos dos quais estão fora do controle da Companhia. Fatores importantes que podem levar a diferenças significativas entre os resultados reais e as declarações de expectativas sobre eventos ou resultados futuros incluem a estratégia de negócios da Companhia, as condições econômicas brasileira e internacional, tecnologia, estratégia financeira, desenvolvimentos da indústria de serviços públicos, condições hidrológicas, condições do mercado financeiro, incerteza a respeito dos resultados de suas operações futuras, planos, objetivos, expectativas e intenções, entre outros. Em razão desses fatores, os resultados reais da Companhia podem diferir significativamente daqueles indicados ou implícitos nas declarações de expectativas sobre eventos ou resultados futuros.

As informações e opiniões aqui contidas não devem ser entendidas como recomendação a potenciais investidores e nenhuma decisão de investimento deve se basear na veracidade, atualidade ou completude dessas informações ou opiniões. Nenhum dos assessores da Companhia ou partes a eles relacionadas ou seus representantes terá qualquer responsabilidade por quaisquer perdas que possam decorrer da utilização ou do conteúdo desta apresentação.

Este material inclui declarações sobre eventos futuros sujeitas a riscos e incertezas, as quais baseiam-se nas atuais expectativas e projeções sobre eventos futuros e tendências que podem afetar os negócios da Companhia. Essas declarações incluem projeções de crescimento econômico e demanda e fornecimento de energia, além de informações sobre posição competitiva, ambiente regulatório, potenciais oportunidades de crescimento e outros assuntos. Inúmeros fatores podem afetar adversamente as estimativas e suposições nas quais essas declarações se baseiam.