

Financial Results

THIRD QUARTER 2018

Medellín, Colombia, November 7, 2018

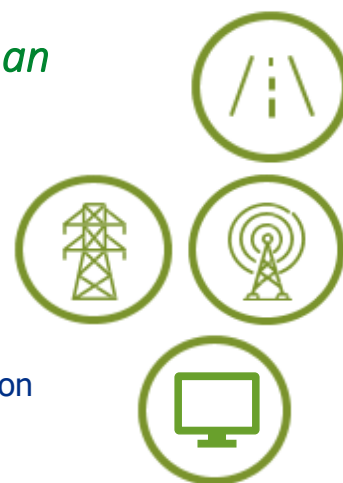
ISA S.A. E.S.P. (BVC: ISA; OTC: IESFY) (“ISA” or “the Company”), Company engaged in the businesses of Energy Transmission, Road Concessions, Information and Communication Technologies and Real-Time Systems Management, announced its third quarter 2018 financial results.

ISA continues to report solid results, reaching an EBITDA Margin of 71,7% for the quarter¹

CONSOLIDATED RESULTS

Third quarter 2018

Operating Revenues	EBITDA	Net Income
COP 1.944.955 million	COP 1.393.621 million	COP 413.028 million



Accumulated to September 2018

Operating Revenues	EBITDA	Net Income
COP 5.104.439 million	COP 3.409.323 million	COP 942.858 million

Net income for the third quarter of 2018 reached COP 413.028 million. Excluding the update of the (RBSE) value and the Tax Regulation Special Program (PERT) in Brazil, which are non-recurrent events from the previous year, it increased 30.2% compared with 3Q17. These results include the entry into operation of new Energy Transmission and Road Projects in Peru, Colombia and Chile, as of September 2017, the incorporation of revenues from TAESA, IENNE and IESUL, and the update of fees in Brazil.

For the nine-month period, net income reached COP 942.858, 12,9% more than the income reported for the same period of the previous year, excluding the effect of non-recurrent events during 2017. In addition to the aforementioned, these results included the tax recovery in Colombia and Brazil, and higher financial expenses due to greater indebtedness for the new investments.



¹ The EBITDA margin for the quarter was 71,7% and 76,4% excluding construction revenues. The amount for the nine-month period reached 66,8% and 72,9, respectively. The 3Q18 net margin was 21,2% and 20,9%, excluding construction revenues. For the nine-month period, the net margin was 18,5% and 19,2%, respectively.

CONSOLIDATED RESULTS

FIGURES IN MILLIONS OF COLOMBIAN PESOS, UNAUDITED

1. Considerations

Natural Hedge

The natural hedging strategy implemented by ISA, whereby debt for each company is contracted in the same currency as the currency for the income received, made it possible so that the average exchange rate variation of the Colombian peso against the dollar, the Brazilian real and Chilean peso, would not significantly impact consolidated net income.

EXCHANGE RATES									
	Sept. 2018 Close	2017 Close	Change %	9M18 Average	9M17 Average	Change %	3Q18 Average	3Q17 Average	Change %
COP / USD	2.972,18	2.984,00	-0,4%	2.886,89	2.939,74	-1,8%	2.960,98	2.976,62	-0,5%
COP / REAL	742,32	902,06	-17,7%	800,11	926,15	-13,6%	748,59	941,40	-20,5%
COP / CLP	4,50	4,85	-7,3%	4,60	4,49	2,3%	4,46	4,63	-3,7%
REAL / USD	4,00	3,31	21,0%	3,61	3,17	13,7%	3,96	3,16	25,1%
CLP / USD	660,42	614,75	7,4%	628,18	654,32	-4,0%	663,31	642,27	3,3%

For 3Q18, the average revaluation of COP/REAL of 20,5% generating a net income reduction of COP 59.444 million (10,5%) due to the currency conversion effect. In addition, COP 33.840 million of such variation was related to PERT in 2017. For the nine-month period, the conversion effect lowered the income by COP 73.407 million (6,3%), COP 45.539 million were related to the PERT conversion effect events and the value adjustment of the RBSE in Brazil for 2017.

Annual adjustment of the fee cycle in Brazil

In July 2018, the inflationary adjustment to revenues in Brazil² was made by IPCA (2,86%), corresponding to the Jun/17-May/18 fee cycle, increasing ISA's revenues by COP 107.984 million. Also beginning in July, the Company break downed the Jun/18-May/19 revenues into monthly IPCA's adjustment, thereby aligning itself with best practices of other companies in the sector in Brazil and therefore improving the comparability of the figures. Consequently, at the end of September, the inflation update of the three months from Jun/18 to Aug/18 was incorporated, thereby increasing ISA's income by COP 23.420 million.

EFFECTS OF FEE ADJUSTMENT				
million	June/17 – May/18		June/18 – Aug/18	
	ISA CTEEP BRL	ISA COP	ISA CTEEP BRL	ISA COP
Operating revenues	372	297.516	148	118.212
Equity method	103	82.400	29	23.420
Deferred tax	98	78.440	41	33.158
Net Income	135	107.984	29	23.420

Tax Methodology in IENNE

IEENNE changed the methodology for estimating income tax, going from "actual profit", calculated based on revenues, to "expected profit", which is estimated based on the effective rate of 3,08% of revenues. This change generated income of COP 15.220 million for ISA due to the adjustment of deferred taxes.

² Approval Resolution n° 2.408 of ANEEL

2. Income Statement

For the analysis, the effect of the aforementioned non-recurrent events in Brazil is excluded: the RBSE value adjustment and the Tax Regulation Special Program (PERT) in Brazil³.

2.1. Revenues

During the third quarter of 2018, operating revenues were COP 1.944.955 million, 8,3% higher than the figure for the same period of 2017. Excluding construction⁴, revenues increased by 8,5%. The conversion effect lowered revenues by COP 152.583 million; excluding this impact, revenues increased 17,9%.

OPERATING REVENUES BY BUSINESS												
million	3Q18	3Q17	Change COP	Change %	3Q18 USD	9M18	9M17	Change COP	Change %	9M18 USD	3Q18 %	9M18 %
Energy Transmission	1.544.685	1.377.653	167.032	12,1	533	3.889.070	3.738.162	150.908	4,0	1.348	79,4	76,2
Road Concessions	285.222	296.594	(11.372)	-3,8	99	870.837	836.546	34.291	4,1	302	14,7	17,1
Telecommunication	78.674	87.804	(9.130)	-10,4	27	239.653	257.304	(17.651)	-6,9	83	4,0	4,7
GSTR	36.374	33.709	2.665	7,9	13	104.879	96.108	8.771	9,1	36	1,9	2,1
TOTAL	1.944.955	1.795.760	149.195	8,3	672	5.104.439	4.928.120	176.319	3,6	1.769	100,0	100,0

OPERATING REVENUES BY COUNTRY												
million	3Q18	3Q17	Change COP	Change %	3Q18 USD	9M18	9M17	Change COP	Change %	9M18 USD	3Q18 %	9M18 %
Colombia	446.978	412.479	34.499	8,4	155	1.349.333	1.253.546	95.787	7,6	468	23,0	26,4
Chile	347.578	308.154	39.424	12,8	120	963.425	860.632	102.793	11,9	334	17,9	18,9
Brazil	808.756	721.550	87.206	12,1	279	1.782.647	1.715.955	66.692	3,9	617	41,6	34,9
Peru	306.419	331.790	(25.371)	-7,6	106	920.434	1.029.620	(109.186)	-10,6	319	15,8	18,0
Other	35.224	21.787	13.437	61,7	12	88.600	68.367	20.233	29,6	31	1,8	1,7
TOTAL	1.944.955	1.795.760	149.195	8,3	672	5.104.439	4.928.120	176.319	3,6	1.769	100,0	100,0

OPERATING REVENUES BY BUSINESS (excluding construction)												
million	3Q18	3Q17	Change COP	Change %	3Q18 USD	9M18	9M17	Change COP	Change %	9M18 USD	3Q18 %	9M18 %
Energy Transmission	1.419.539	1.216.579	202.960	16,7	490	3.502.966	3.197.287	305.679	9,6	1.215	80,4	76,2
Road Concessions	230.564	288.726	(58.162)	-20,1	80	750.656	805.975	(55.319)	-6,9	260	13,1	16,3
Telecommunication	78.674	87.804	(9.130)	-10,4	27	239.653	257.304	(17.651)	-6,9	83	4,5	5,2
GSTR	36.374	33.709	2.665	7,9	13	104.879	96.108	8.771	9,1	36	2,1	2,3
TOTAL	1.765.151	1.626.818	138.333	8,5	610	4.598.154	4.356.674	241.480	5,5	1.594	100,0	100,0

OPERATING REVENUES BY COUNTRY (excluding construction)												
million	3Q18	3Q17	Change COP	Change %	3Q18 USD	9M18	9M17	Change COP	Change %	9M18 USD	3Q18 %	9M18 %
Colombia	446.978	412.479	34.499	8,4	155	1.349.333	1.253.546	95.787	7,6	468	25,3	29,3
Chile	292.920	300.286	(7.366)	-2,5	101	843.244	830.061	13.183	1,6	292	16,6	18,3
Brazil	721.449	670.716	50.733	7,6	249	1.543.634	1.565.806	(22.172)	-1,4	535	40,9	33,6
Peru	268.580	221.550	47.030	21,2	93	773.343	638.894	134.449	21,0	268	15,2	16,8
Other	35.224	21.787	13.437	61,7	12	88.600	68.367	20.233	29,6	31	2,0	1,9
TOTAL	1.765.151	1.626.818	138.333	8,5	610	4.598.154	4.356.674	241.480	5,5	1.594	100,0	100,0

Excluding construction revenues for the period, the variation compared with the third quarter of 2017, included:

³ See P&G without recurrent events, page 15.

⁴ In accordance with international accounting standards, revenues related to construction costs must be recognized in concessions during the period, plus a previously established margin. The construction activity amount is connected to the executed investment dynamics for the period. ISA has concessions for the Energy Transmission in Bolivia, Peru and Brazil, and Roads in Chile.

Energy Transmission increased by 16,7% explained by the entry into operation of new projects and the consolidation of new affiliates since September 2017. The conversion effect lowered revenues by COP 138.817 million. If not for this impact, revenues would have increased by 28,1%.

In Colombia, the increase was explained by the remuneration of UPME 03-14 and 03-16, the charge related to the connection of the Bosque transmission project to the network and greater revenues in UPMES due to a COP/USD exchange rate; in Chile, the entry into operation of the New Line Encuentro - Lagunas for its First and Second Circuit; the expansion of Barra Nueva Cardones and the Cardones-Maitencillo Line; and in Peru, the Mantaro-Montalvo, Orcotuna, Planicie-Industriales, Line Friaspata-Mollepata projects, the reinforcement of the Reactors Bank at La Niña Substation, and the Cotaruse 13, 17, and 19 expansions.

In Brazil, greater revenues (COP 198.033) were generated from projects that entered into operation as of 3Q17: Itaúnas, Itaqueré, Itapura, Aguapeí and Tibagi; the consolidation of IENNE and IESUL, and the inflation adjustment in the CTEEP concessions. This was partially offset by lower financial returns (COP 64.842) by decreasing the balance of the accounts receivable of the RBSE from payments already received⁵.

- Road Concessions declined by 20,1% (COP 58.162 million) as a result of the lower financial return of the concessions (COP 35.287 million), given a lower accounts receivable due to the advancement of time for the concession and the traffic increase. This change also includes a greater maintenance increase in 2017 and the conversion effect (COP 8.648 million).
- Information and Telecommunications decreased by 10,4% due to the conversion effect of COP 5.118 million and to fewer sales in IP services clients and network rights for COP 4.012 million.
- Real-Time Systems Management increased by 7,9% (COP 2.665 million) due to higher revenues from services and trading operations in the Colombian Energy Market.

The nine-month revenue amount as of September increased by 5,5%, which, in addition to the explanation for the quarter, was also due to the recognition of COP 60.901 million related to the tax repayment on equity in Colombia during 2011. The accumulated conversion effect lowered revenues by COP 206.717 million. Excluding this impact, revenues increased by 10,3%.

2.2. Costs and expenses

Operating costs and expenses for the July-September 2018 period reached COP 747.781 million, 2,2% more than the operating costs and expenses reported during the same period of the previous year. These include construction costs totaling COP 134.987 million.

OPERATING COSTS AND EXPENSES BY BUSINESS												
million	3Q18	3Q17	Change COP	Change %	3Q18 USD	9M18	9M17	Change COP	Change %	9M18 USD	3Q18 %	9M18 %
Energy Transmission	517.575	535.602	(18.027)	-3,4	180	1.569.163	1.664.838	(95.675)	-5,7	544	69,2	69,5
Road Concessions	119.003	89.000	30.003	33,7	41	350.445	238.625	111.820	46,9	121	15,9	15,5
Telecommunication	79.165	78.142	1.023	1,3	27	244.599	239.357	5.242	2,2	85	10,6	10,8
GSTR	32.038	29.153	2.885	9,9	11	93.077	83.992	9.085	10,8	32	4,3	4,1
TOTAL	747.781	731.897	15.884	2,2	259	2.257.284	2.226.812	30.472	1,4	782	100,0	100,0

⁵ Total collected in 2018: COP 851.692 million, total collected to date: COP 1.393.016 million. Account Receivable Balance: COP 6.776.522 million.

OPERATING EXPENSES AND COSTS BY COUNTRY												
million	3Q18	3Q17	Change COP	Change %	3Q18 USD	9M18	9M17	Change COP	Change %	9M18 USD	3Q18 %	9M18 %
Colombia	238.359	216.286	22.073	10,2	83	698.207	678.261	19.946	2,9	242	31,9	30,9
Chile	133.804	100.716	33.088	32,9	46	384.616	266.634	117.982	44,2	133	17,9	17,0
Brazil	193.710	189.266	4.444	2,4	67	619.878	551.335	68.543	12,4	215	25,9	27,5
Peru	160.334	217.519	(57.185)	-26,3	56	505.093	701.024	(195.931)	-27,9	175	21,4	22,4
Other	21.574	8.110	13.464	166,0	7	49.490	29.558	19.932	67,4	17	2,9	2,2
TOTAL	747.781	731.897	15.884	2,2	259	2.257.284	2.226.812	30.472	1,4	782	100,0	100,0

OPERATING COSTS AND EXPENSES BY BUSINESS (excluding construction)												
million	3Q18	3Q17	Change COP	Change %	3Q18 USD	9M18	9M17	Change COP	Change %	9M18 USD	3Q18 %	9M18 %
Energy Transmission	429.586	377.389	52.197	13,8	149	1.225.620	1.130.625	94.995	8,4	426	70,1	67,7
Road Concessions	72.005	82.754	(10.749)	-13,0	25	246.658	213.299	33.359	15,6	85	11,8	13,6
Telecommunication	79.165	78.161	1.004	1,3	27	244.599	239.376	5.223	2,2	85	12,9	13,5
GSTR	32.038	29.153	2.885	9,9	11	93.077	83.992	9.085	10,8	32	5,2	5,1
TOTAL	612.794	567.457	45.337	8,0	212	1.809.954	1.667.292	142.662	8,6	628	100,0	100,0

OPERATING COSTS AND EXPENSES BY COUNTRY (excluding construction)												
million	3Q18	3Q17	Change COP	Change %	3Q18 USD	9M18	9M17	Change COP	Change %	9M18 USD	3Q18 %	9M18 %
Colombia	238.359	216.286	22.073	10,2	83	698.208	678.262	19.946	2,9	243	38,9	38,6
Chile	86.805	94.469	(7.664)	-8,1	30	280.828	241.308	39.520	16,4	97	14,2	15,5
Brazil	138.912	137.642	1.270	0,9	48	413.436	400.370	13.066	3,3	143	22,7	22,8
Peru	127.144	110.950	16.194	14,6	44	367.992	317.794	50.198	15,8	127	20,7	20,3
Other	21.574	8.110	13.464	166,0	7	49.490	29.558	19.932	67,4	17	3,5	2,7
TOTAL	612.794	567.457	45.337	8,0	212	1.809.954	1.667.292	142.662	8,6	627	100,0	100,0

Operating costs and expenses, excluding construction, reached COP 612.794 million, 8,0% more than in 3Q17; an increase that is aligned with 8,5% higher revenues.

This growth was explained by the following:

- Energy Transmission increased by 13,8% (COP 52.197 million), which includes a lower expense in 2017 due to the recovery of provisions for COP 27.836 million in Brazil, and higher costs and expenses of projects entering operation in 2018.
- Road Concessions increased by 13,0% (COP 10.749 million) explained by higher maintenance costs in 2017 (COP 13.937 million) in Ruta del Maule.
- Information and Telecommunication Technologies increased by 1,3% (COP 1.004 million) mainly from a higher client portfolio provisions of COP 3.712 million, that was partially offset by the currency conversion effect.
- Real-Time Systems Management rose by 9,9% (COP 2.885 million) compared with 3Q17 due to the higher amortization of licenses and insurance policies, which are expenses covered by regulated revenues.

Of the total operating costs and expenses (excluding construction costs), administration, operation and maintenance represent 68,0%, depreciation 11,6%, amortization 13,8% and provisions 6,6%.

For the accumulated nine-month period ending in September, the operating costs and expenses excluding construction increased by 8,6% (COP 142.662 million) compared with 2017. In addition to the factors mentioned regarding the quarter, this variation incorporates the register of accidents for COP



19.844 million, which generates its corresponding revenues and the recovery of the Urban Land & Property Tax (IPTU) in ISA CTEEP for COP 7.281 million. The conversion effect lowered expenses by COP 55.636 million. Excluding this effect, expenses increased by 11,9%

2.3. EBITDA

EBITDA for the third quarter of 2018 increased by 15,0% compared with the same period of the previous year. Excluding the currency conversion effect of -COP 121.484 million, EBITDA increased by 25,1%. The factors that impacted this result were: the entry into operation of new projects in Peru, Chile, Colombia, and Brazil, the consolidation of 75% of IENNE's results from the third quarter of 2017, and the acquisition of the controlling stake in IESUL during 3Q18, added to greater revenues reflected due to the update of macroeconomic variables that include monthly payments of the fee cycle in Brazil beginning in June 2018, as mentioned above.

EBITDA for the nine-month period at September 2018 increased by 13,2%, excluding the currency conversion effect. In addition to the reasons explained for the quarter, this variation includes the tax recovery in Colombia (equity tax) and Brazil (IPTU) and a lower wealth tax expense in Colombia applicable until 2017.

The EBITDA margin for the quarter was 76,4% vs. 74,2% in 3Q17, excluding construction revenues. For the nine-month period of 2018, this margin remained stable at 72,9% vs. 72,0% in 9M17.

2.4. Equity method⁶

For the third quarter of 2018, the equity method increased by 133,9%, as a result of greater results in companies with joint control of ISA CTEEP (COP 60.518 million) due to an adjustment of IPCA, and in TAESA (COP 19.843 million) due to the increase of the General Market Price Index (IGPM). The variation includes lower revenues in ATP (COP 6.767 million) due to the amortization of intangible assets acquired in the purchase of Torres Unidas. These same reasons explain the variation of COP 71.994 million for the nine-month 2018 period versus the same period of the previous year.

2.5. Operating income

Operating income reached COP 1.318.989 million for the third quarter of 2018, 18,4% more than in 3Q17. The accumulated nine-month amount increased by 8,6% (COP 244.901 million) compared with the same period of the previous year, mainly due to a tax recovery in Colombia and Brazil, and the update of revenues in Brazil.

Excluding construction, the operating margin was 72,2% compared with 68,2% in 3Q17. For the nine-month period, the margin was 65,6% vs. 64,7% for 9M17.

2.6. Financial expenses

The higher investment levels in 2018 resulted in a greater level of indebtedness, therefore financial expenses in the third quarter of 2018 reached COP 287.933 million, representing a 13,9% (COP 35.163 million) increase compared with 3Q17. The variation also includes greater expenses from exchange rate differences originated from intercompany loans in dollars. These expenses were partly offset by debt amortization in ISA Capital do Brasil and the increase of the financial return from a greater cash

⁶ The equity method includes the net income of companies where ISA has joint control and significant influence.

position. These same reasons explained the greater net financial expenses of 14,4% or COP 104.264 million in the accumulated amount at September 2018.

2.7. Income tax

Income tax expense in 3Q18 was COP 248.362 million, which represented a 6,7% reduction compared with the third quarter of 2017. In the nine-month figure, income tax amounted to COP 624.286 million, 3,3% lower the figure for the same period for the previous year.

2.8. Minority Interest

During the quarter, minority interest reached COP 369.666 million, which represented a 33,2% increase versus the same period for the previous year. For the nine-month period of 2018, minority interest reached COP 681,688 million, 8,6% higher than the January-September 2017 period. This variation was due to greater revenues in Brazil and Peru.

2.9. Net Income

Net income for the third quarter of 2018 was COP 413.028 million, a 30,2% increase compared with the figure reported during the same period of 2017, without considering the effect of non-recurring events in that year. As explained previously, the change was due to greater returns in Brazil, given the inclusion of TAESA, the additional 75% of IENNE and 50% of IESUL. The quarter also includes greater revenues from the fee update by inflation in Brazil and the entry into commercial operation of new transmission projects in Colombia, Peru, and Chile.

At a accumulated level, net income increased by 12,9% due to the tax recovery in Colombia and Brazil, in addition to the effects described for the quarter.

Net margin, excluding construction, was 20,9% for the third quarter of 2018, compared with 19,2% for 3Q17. In the nine-month period, these margins reached 19,2% vs. 18,9%.

3. Balance Sheet

3.1. Assets

ISA and its companies' assets were COP 41.898.305 million, a 3,5% decrease compared with December 2017. This reduction was due to the revaluation of the Colombian peso versus the currencies where ISA has presence (closing rates). Excluding the above, assets increased by 5,1% as a result of the Company's growth through new projects in different countries: Colombia, Perú, Chile and Brazil. The variation also includes a lower financial asset due to the reduction of road concessions in Chile and the lower balance of the account receivable of the RBSE for payments already received.

The composition of assets by country was: 36,8% in Brazil, 25,5% in Chile, 22,4% in Colombia, and 14,9% in Peru.

3.2. Liabilities

Consolidated liabilities were COP 25.058.332 million, COP 73,354 million more than the figure reported in December 2017. Excluding the exchange rate effect, financial liabilities increased by 7,0% due to the



outstanding value of the dividends decreed at ISA (COP 300.181 million) and to the debt contracted to support projects under construction.

Liabilities by country were: 30,0% in Colombia; 27,6% in Chile, 25,6% in Brazil, 16,6% in Peru and 0,2% in other countries.

3.3. Minority interest and equity

Minority interest reached COP 6.403.172 million, representing a decrease of 14,2% compared with December of the previous year, explained by the conversion effect (-COP 1.175.678 million); without this effect, this line item would increase by 1,5% as a result of greater revenues in Brazil and Peru.

3.4. Equity

Equity reached COP 10.436.801 million that, compared with December 2017, represented a 4,7% decrease. The variation was a result of the net effect of the distribution of dividends, the peso revaluation against all currencies and the income of the period.

4. Cash Flow

For the nine-month period at September of 2018, the cash flow for the operation reached COP 2.178.832 million, including the collection of RBSE installments for COP 851.692 million, generating COP 427.247 million more than the figure for the same period of the previous year.

Investment activities reached COP 1.400.495 million, COP 882.855 million lower than the same period for the previous year. The investment activities include dividends from TAESA for COP 63.788 million (BRL 85,9 million).

Financing activities reflected a net amortization during the period equivalent to COP 1.881.882 million. These include the payment of preferential shares of ISA Capital do Brasil and of dividends in Colombia, Brazil, and Peru.

The final cash balance was COP 1.801.289 million, 73,5% higher than the figure for the nine-month period of 2017. Of this amount, 32,8% corresponds to resources of ISA Individual.

5. Debt

As of September 30, 2018, the consolidated financial debt reached COP 16.435.988 million, equivalent to USD 5.530 million.

30,3% of the debt is in US dollars; 29,0% in Colombian pesos; 24,0% in Unidades de Fomento -UF- (Chile); 16,2% in Brazilian Real; and 0,5% in Chilean Pesos.

Approximately 59,3% of the debt is in the capital markets and 40,7% is in bank loans. 91,7% of the debt is long-term and 8,3% is short-term.

CONSOLIDATED DEBT						
million	Business Unit	September 2018	2017	Change	Change\$	September 2018 USD
CHILE		5.680.585	5.740.369	-59.784	-1,0	1.911
Ruta del Maipo	Roads	2.721.645	2.811.216	-89.571	-3,2	916
Ruta del Maule	Roads		103.157	-103.157	-100,0	
Ruta de la Araucanía	Roads	502.122	650.539	-148.417	-22,8	169
Ruta del Bosque	Roads	406.705	535.910	-129.205	-24,1	137
Ruta de los Ríos	Roads	184.824	240.569	-55.744	-23,2	62
Ruta del Loa	Roads	65.445		65.445		22
Internexa in Chile	Telecommunications	29.124	31.412	-2.288	-7,3	10
Interchile	Energy Transmission	1.770.719	1.367.567	403.152	29,5	596
COLOMBIA		4.803.169	4.370.373	432.797	9,9	1.616
ISA	Energy Transmission	4.323.703	3.893.189	430.514	11,1	1.455
Transelca	Energy Transmission	352.000	354.250	-2.250	-0,6	118
Internexa	Telecommunications	127.467	122.933	4.533	3,7	43
BRAZIL		2.676.579	2.688.807	-12.228	-0,5	901
ISA Capital	Energy Transmission	264.461	571.320	-306.860	-53,7	89
CTEEP	Energy Transmission	1.897.441	1.423.661	473.780	33,3	638
IEMG	Energy Transmission	17.239	24.377	-7.138	-29,3	6
IEPINHEIROS	Energy Transmission	43.903	63.335	-19.433	-30,7	15
Serra Do Japi	Energy Transmission	37.957	50.637	-12.680	-25,0	13
IENNE	Energy Transmission	129.021	172.075	-43.054	-25,0	43
IESUL	Energy Transmission	15.477		15.477		5
ISA Investimentos	Energy Transmission	194.859	299.933	-105.074	-35,0	66
Internexa Brasil	Telecommunications	76.221	83.469	-7.248	-8,7	26
PERU		3.268.485	3.194.986	73.499	2,3	1.100
ISA Peru	Energy Transmission	76.245	86.536	-10.291	-11,9	26
REP	Energy Transmission	688.821	717.114	-28.293	-3,9	232
Transmanto	Energy Transmission	2.487.568	2.375.421	112.147	4,7	837
Internexa in Peru	Telecommunications	15.852	15.915	-63	-0,4	5
BOLIVIA		7.171	21.597	-14.427	-66,8	2
ISA Bolivia	Energy Transmission	7.171	21.597	-14.427	-66,8	2
TOTAL		16.435.988	16.016.131	419.857	2,6	5.530
TOTAL USD		5.530	5.389	141	2,6	

As of September, the debt increased by 2,6% when compared with 2017. Of this variation, the conversion effects lowered the balance by COP 672.836 million as a result of the performance of the currencies. The movements of debt during the year amounted to COP 1.092.693 million:

FINANCIAL MOVEMENTS			
million	Company	Disbursement	Amortization
Colombia	ISA	COP 500.000 Bonds	COP 69.486
	TRANSELCA	COP 9.000	COP 11.250
	INTERNEXA	COP 12.000	COP 3.466
Brazil	ISA CTEEP	BRL 621 Green Bonds	BRL 192,7
	ISA CTEEP	USD 150	
	ISA CTEEP and Subsidiaries		BRL 46,8 Credits and Bonds
	IESUL	BRL 20,8 (consolidated)	
	ISA Investimentos		BRL 70
	INTERNEXA BRASIL	BRL 30	BRL 21,7
	ISA Capital do Brasil		BRL 277
Chile	INTERCHILE	CLP 6.901,7 VAT Line	
	INTERCHILE	USD 151,3 Senior Credit	
	MAIPO	UF 1 Bonds	USD 19 Bonds
	MAULE, BOSQUE, ARAUCANÍA and RÍOS		UF 1,5 Debts
	LOA	UF 0,4775	
	LOA	CLP 1.478,7	
Peru	REP	USD 50	USD 56,8 Bonds and Credits
	TRANSMANTARO	USD 62	USD 21,1
	ISA PERU		USD 23,3
Bolivia	ISA Bolivia		USD 4,8 Credits

The Debt/EBITDA, Net Debt⁷/EBITDA, and EBITDA/Interest indicators for the operation reached 3,4 times, 3,0 times, and 5,7 times, respectively.

6. Investments and projects

Quarterly investments

For 2018, investments are estimated at COP 3.514.198 million. This investment will be distributed as follows: Electric Energy Transmission Business Unit, 91,4%; followed by Road Concessions Business Unit, 5,2%; Information and Communications Technologies Business Unit, 2,1%; and Real-Time Systems Management Business Unit, 1,3%.

CAPEX						
million	1Q18	2Q18	3Q18	9M18	% Share	2018(P)
Colombia	270.937	236.994	223.941	731.872	37,8	1.141.135
Chile	166.344	361.349	97.865	625.558	32,4	1.071.129
Brazil	94.191	87.990	76.202	258.383	13,4	703.183
Peru	152.010	90.855	74.608	317.473	16,4	597.297
Others	147	31	176	354	0,0	1.454
TOTAL	683.629	777.219	472.792	1.933.640	100,0	3.514.198

The investment for ISA and its companies for the third quarter of 2018 totaled COP 472.792 million. This investment is linked to construction projects, described in the following table.

ENERGY TRANSMISSION AND ROADS PROJECTS IN EXECUTION		
Affiliate	Project name	Date
INTERCHILE	Pan de Azúcar - Polpaico 2x500kV - Tranche 3	2018*
	Nueva Pan de Azúcar - Polpaico Reactive Compensation TL	2020
	SE Cardones, Maitencillo and Pan de Azúcar Second Bank	2020
	UPME 03-2016, San Antonio Substation and related lines	2018*
	La Hermosa - Esmeralda Transmission Line	2018
INTERCOLOMBIA	El Bosque Transformation Bay	2018
	Montería Substation 230 kV and related TL	2019
	Montería Substation 230 kV and related TL	2019
	Sogamoso Third Transformer	2019
	UPME 05-2014: Cerromatoso-Chinú-Copey	2020
	Ocaña Second Transformer	2020
	Ituango Substation and 500 and 230 kV TL	2020
	Copey - Cuestecitas - Fundación Transmission Line	2020
	IE ITAPURA (LORENA Substation)	2020
	IEAIMORÉS (L3)	2022
ISA CTEEP	IEPARAGUAÇU (L4)	2022
	IVAI (L1)	2022
	IETIBAGI (L5)	2022
	IEITAQUERÉ (L6)	2022
	IEITAPURA (L25)	2022
	IEAGUAPEÍ (L29)	2022
	IE BIGUAÇU	2022
	IEITAÚNAS (L21)	2022
REP	Expansion 18	2019
	Expansion 19	2019
TRANSMANTARO	Carapongo Substation and related lines connections	2018*
	Nueva Mantaro - Nueva Yanango and Carapongo connection	2021
ISA INTERVIAL	Safety Regulation Works Ruta de los Ríos.	2018
	Safety Regulation Works and road expansion in the toll plaza and Quepe building of Ruta Araucanía.	2018
	Safety Regulation Works Ruta del Maule.	2018
	Safety Regulation Works Ruta del Bosque.	2018
	Tranche III and SR Works Ruta del Maipo	2022
	Ruta del Loa	2023

* Projects with term extension before the project promoter

⁷ Net Debt is equal to the balance of Gross Debt less Cash and Equivalents.

Investments for the quarter also include 86 private expansion and connection projects in different regions where ISA is present, and investment of assets for connection projects with clients and the expansion of the telecommunications infrastructure capacity.

In addition, in 3Q18, the purchase of 50% less one share of IESUL was authorized by ISA CTEEP (BRL 20,5 million), which also contributed BRL 29,8 million, distributed as follows: IESUL BRL 2,4 million, ITAUNAS BRL 4,3 million, IVAI BRL 6,3 million, TIBAGI BRL 0,5 million, ITAQUERE BRL 10,6 million, ITAPURA BRL 1,7 million and Iguapei BRL 4,0 million.

7. Individual Results

Income Statement

During the third quarter of 2018, ISA's net income reached COP 414.221 million⁸, a decrease of 27,0% when compared with the same period of the previous year, explained by lower revenues from equity method (COP 165.418 million), partially offset by higher revenues in Energy Transmission in Colombia.

The lower result in the equity method is related to the following events:

- The net effect of the use of PERT in ISA Capital do Brasil and ISA CTEEP in the third quarter of the previous year.
 - The greater results of IENNE given the adjustment of the deferred tax derived from the change in the methodology for calculating income tax.
- Fee update in Brazil and the entry into commercial operation of new transmission projects.
- Increase of net financial expenses of COP 6.831 million, as a result of debt contracted and the bond issuance aimed at supporting investments during the period and greater expenses from exchange differences of intercompany credits in US dollars.

For the nine-month period, income was COP 946.437 million, 12,9% more than the same period of the previous year, excluding non-recurring events of the year 2017 already mentioned. This variation was explained by the aforementioned events, in addition to the update of the RBSE value in 2017, in CTEEP. Likewise, the recovery of equity tax in 2011 increased the retained earnings by COP 60.901 million.

Balance Sheet

At the end of September 2018, ISA assets reached COP 16.994.559 million, a 1.6% increase when compared to December 2017. The increase was mainly explained by the dividends received and the highest cash due to the increase in the financial debt resulting from the bonds issuance in July 2018.

In addition, liabilities amounted to COP 6.535.086 million, 13,6% higher than December 2017. This was mainly due to an increase of the financial debt for the issuance of bonds in July 2018 and the balance of the accounts payable of the dividends declared (COP 300.181 million) at the General Shareholders' Meeting, whose payment is projected for December 4, 2018.

⁸ The difference between the individual and consolidated net income of ISA is COP 3.580 million, arising from the amortization of goodwill.

Equity amounted to COP 10.459.473 million, 4,7% lower than 2017, as a result of the net effect of the distribution of dividends, the revaluation of the peso versus other currencies where ISA is present, and the income of the period.

The solvency indicator (asset/liability⁹) as of September 2018, was 2,7 vs. 2,9 times as of December 2017.

The liquidity indicator reached 2,1 times vs. 1,4 times, excluding the balance of the dividends payable in 2018.

8. Highlights

ISA placed bonds in the local market for COP 500.000 million. The total amount of demand reached COP 936.372 million, 2,3 times the amount offered.

CHARACTERISTICS OF PLACED BONDS					
Series	Term	Amount Offered	Claimed Amount	Allocated Amount	Cut-off Rate
C9	9 years	COP 500.000	COP 338.200	COP 156.500	CPI + 3,49% E.A.
C15	15 years		COP 285.235	COP 142.063	CPI + 3,89% E.A.
C25	25 years		COP 312.937	COP 201.437	CPI + 4,07% E.A.

Figures in millions of COP.

Beginning on August 15, 2018, Mr. John Bayron Arango Vargas was appointed as Acting Chief Financial Officer, while the permanent replacement for this position is sought. Mr. Arango Vargas has over 9 years of experience in executive positions within the ISA Group, and he currently holds the position of Accounting and Tax Planning Manager.

Standard and Poor's, the risk rating agency, confirmed ISA's 'BBB-' credit risk rating, with a stable outlook. According to the risk rating agency, "the strong and stable operating cash flows of ISA offset our (your) opinion that the deleverage will be slower than previously expected, due to its largest investment plan, with a net debt to EBITDA including a maximum peak close to 3.5 times (x) in 2018 and 2019."

This report may contain forward-looking statements regarding the performance of ISA and should be taken in good faith by institutions; said forward-looking statements reflect management's views and are based on currently-available information, which assumes risks and uncertainties, including economic conditions and those from other markets, as well as the exchange rate variations and other financial variables with respect to which ISA S.A. E.S.P. may not be held responsible, directly or indirectly, for financial operations that the public may conduct in reliance of the information herein presented.

The consolidation process means the inclusion of 100% of the companies where ISA has control through the global integration method, pursuant to the application of the Colombian Financial Reporting and Accounting Standards -NCIF- enacted by Law 1314 of 2009, regulated by Decree 2420 of 2015, modified by decrees 2496 of 2015, 2131 of 2016 and 2170 of 2017, and to all the legal provisions adopted by the Colombia's National General Accounting Office. These Financial Reporting and Accounting Standards correspond to the International Financial

⁹ Excluding the balance of dividends payable



Reporting Standards -IFRS- officially translated and authorized by the International Accounting Standards Board (IASB), as of December 31, 2015.

The figures expressed in millions of dollars in this report are only for informative purposes and do not reflect the accounting conversion standards usually used. As of September 30, 2018, the exchange rate used for the rendering of figures in dollars of the financial position statement was USD 1.00 = COP 2.972,18 (closing rate) and the rate used for the income statement was USD 1.00 = COP 2.886,89 (cumulative average rate) (Source: Banco de la República).

CONSOLIDATED INCOME STATEMENTS (unaudited)

JANUARY - SEPTEMBER 2018

<i>Million</i>	3Q18	3Q17	Change \$	Change %	3Q18 USD	9M18	9M17	Change \$	Change %	9M18 USD
Revenues from Ordinary Activities										
Energy transmission services	1.343.752	1.150.077	193.675	16,8%	465	3.223.517	3.354.995	(131.478)	-3,9%	1.117
Connection charges	59.056	55.255	3.801	6,9%	20	172.268	165.549	6.719	4,1%	60
Roads	230.163	288.726	(58.563)	-20,3%	80	749.937	805.975	(56.038)	-7,0%	260
Dispatch and coordination CND-MEM	21.604	20.991	613	2,9%	7	64.316	62.374	1.942	3,1%	22
MEM Services (STN, SIC, SDI)	9.911	7.478	2.433	32,5%	3	27.516	20.973	6.543	31,2%	10
Telecommunications	78.648	87.434	(8.786)	-10,0%	27	239.627	256.876	(17.249)	-6,7%	83
Other operating revenues	22.017	16.857	5.160	30,6%	8	120.973	49.547	71.426	144,2%	42
Construction	179.804	168.942	10.862	6,4%	62	506.285	571.446	(65.161)	-11,4%	175
Total Revenues from ordinary activities	1.944.955	1.795.760	149.195	8,3%	672	5.104.439	5.287.735	(183.296)	-3,5%	1.769
Administration, sales and operation costs	584.687	806.282	(221.595)	-27,5%	203	1.752.353	2.003.021	(250.668)	-12,5%	607
Gross profit on sales	1.360.268	989.478	370.790	37,5%	469	3.352.086	3.284.714	67.372	2,1%	1.162
Administrative expenses	163.094	(47.896)	210.990	-440,5%	56	504.931	250.280	254.651	101,7%	175
Other net revenues/(expenses)	9.441	288.221	(278.780)	-96,7%	3	40.276	299.583	(259.307)	-86,6%	14
Net equity method	112.374	(55.298)	167.672	-303,2%	39	189.443	14.107	175.336	1242,9%	66
Income from operating activities	1.318.989	1.270.297	48.692	3,8%	455	3.076.874	3.348.124	(271.250)	-8,1%	1.067
Financial income	267.111	170.386	96.725	56,8%	93	587.100	436.486	150.614	34,5%	203
Financial expenses	555.044	313.745	241.299	76,9%	192	1.415.142	1.050.853	364.289	34,7%	490
Income before taxes	1.031.056	1.126.938	(95.882)	-8,5%	356	2.248.832	2.733.757	(484.925)	-17,7%	780
Income tax provision	248.362	265.809	(17.447)	-6,6%	86	624.286	767.357	(143.071)	-18,6%	216
Year-end income	782.694	861.129	(78.435)	-9,1%	270	1.624.546	1.966.400	(341.854)	-17,4%	564
Minority interests	369.666	295.272	74.394	25,2%	128	681.688	797.483	(115.795)	-14,5%	236
Net income	413.028	565.857	(152.829)	-27,0%	142	942.858	1.168.917	(226.059)	-19,3%	328
EBITDA	1.393.621	1.185.075	208.546	17,6	483	3.409.323	3.482.589	(73.266)	-2,1	1.181
EBITDA Margin	71,7%	66,0%				66,8%	65,9%			
Operating margin	67,8%	70,7%				60,3%	63,3%			
Net margin before minority interest	40,2%	48,0%				31,8%	37,2%			
Net Margin	21,2%	31,5%				18,5%	22,1%			

CONSOLIDATED INCOME STATEMENTS (unaudited)

RBSE AND PERT EFFECT JULY - SEPTEMBER 2018

<i>Million</i>	3Q18	3Q17	RBSE & PERT 2017	3Q17 (excluding PERT)	Change \$ 3Q (excluding PERT)	Change %
Construction Revenues	179.804	168.942	-	168.942	10.862	6,4
Operating income	1.765.151	1.626.818	-	1.626.818	138.333	8,5
Operating revenues	1.944.955	1.795.760	-	1.795.760	149.195	8,3
Construction cost	134.987	158.213	-	158.213	(23.226)	-14,7
AOM operation	416.347	452.472	26.489	425.983	(9.636)	-2,3
(-) AOM expenses	551.334	610.685	26.489	584.196	(32.862)	-5,6
EBITDA	1.393.621	1.185.075	-	1.211.564	182.057	15,0
EBITDA Margin	71,7%	66,0%	-	67,5%		4,2
(-) Provis. Depr. Amort.	196.447	147.701	-	147.701	48.746	33,0
(-) Operating costs and expenses	747.781	758.386	26.489	731.897	15.884	2,2
Other net income	121.815	232.923	183.025	49.898	71.917	144,1
Income from operating activities	1.318.989	1.270.297	156.536	1.113.761	205.228	18,4
Operating margin	67,8%	70,7%	-	62,0%		5,8
(+) Net financial	(287.933)	(143.359)	109.411	(252.770)	(35.163)	13,9
Income before taxes	1.031.056	1.126.938	265.947	860.991	170.065	19,8
Income tax provision	248.362	265.809	(392)	266.201	(17.839)	-6,7
Income before minority interest	782.694	861.129	266.339	594.790	187.904	31,6
Minority interest	369.666	295.272	17.665	277.607	92.059	33,2
Net income	413.028	565.857	248.674	317.183	95.845	30,2
Net Margin	21,2%	31,5%		17,7%		

RBSE EFFECT JANUARY - SEPTEMBER 2018

<i>Million</i>	9M18	9M17	RBSE & PERT 2017	9M17 (excluding RBSE & PERT)	Change \$ 9M (excluding RBSE & PERT)	Change %
Construction Revenues	506.285	571.446	-	571.446	(65.161)	-11,4
Operating income	4.598.154	4.716.289	359.615	4.356.674	241.480	5,5
Operating revenues	5.104.439	5.287.735	359.615	4.928.120	176.319	3,6
Construction cost	447.330	559.520	-	559.520	(112.190)	-20,1
AOM operation	1.247.786	1.245.626	26.489	1.219.137	28.649	2,3
(-) AOM expenses	1.695.116	1.805.146	26.489	1.778.657	(83.541)	-4,7
EBITDA	3.409.323	3.482.589	333.126	3.149.463	259.860	8,3
EBITDA Margin	66,8%	65,9%	-	63,9%		2,9
(-) Provis. Depr. Amort.	562.168	448.155	-	448.155	114.013	25,4
(-) Operating costs and expenses	2.257.284	2.253.301	26.489	2.226.812	30.472	1,4
Other net income	229.719	313.690	183.025	130.665	99.054	75,8
Income from operating activities	3.076.874	3.348.124	516.151	2.831.973	244.901	8,6
Operating margin	60,3%	63,3%	-	57,5%		2,8
(+) Net financial	(828.042)	(614.367)	109.411	(723.778)	(104.264)	14,4
Income before taxes	2.248.832	2.733.757	625.562	2.108.195	140.637	6,7
Income tax provision	624.286	767.357	121.877	645.480	(21.194)	-3,3
Income before minority interest	1.624.546	1.966.400	503.685	1.462.715	161.831	11,1
Minority interest	681.688	797.483	169.742	627.741	53.947	8,6
Net income	942.858	1.168.917	333.943	834.974	107.884	12,9
Net Margin	18,5%	22,1%		16,9%		

CONSOLIDATED BALANCE SHEET (Unaudited)

SEPTEMBER 2018

Million	September 2018	Share %	2017	Change \$	Change %	September 2018 USD
Current Assets						
Cash and cash equivalent	1.801.289	4,3	1.529.470	271.819	17,8	606
Financial assets	4.616.267	11,0	4.402.971	213.296	4,8	1.553
Current tax	678.584	1,6	309.451	369.133	119,3	228
Inventories - net	79.889	0,2	83.481	(3.592)	-4,3	27
Other non-financial assets	213.114	0,5	95.356	117.758	123,5	72
Current Assets	7.389.143	17,6	6.420.729	968.414	15,1	2.486
Non-current Assets						
Restricted cash	88.533	0,2	78.204	10.329	13,2	30
Non-current tax	46.680	0,1	46.870	(190)	-0,4	16
Investments in associates and joint business	2.669.320	6,4	3.093.841	(424.521)	-13,7	898
Financial instruments	16.332	0,0	16.335	(3)	0,0	5
Financial assets	15.015.135	35,8	17.609.166	(2.594.031)	-14,7	5.052
Inventories - net	66.431	0,2	85.778	(19.347)	-22,6	22
Property, plant, and equipment -net	9.784.711	23,4	9.063.803	720.908	8,0	3.292
Intangibles	6.297.004	15,0	6.424.407	(127.403)	-2,0	2.119
Non-financial assets	60.989	0,1	65.102	(4.113)	-6,3	21
Deferred tax	464.027	1,1	504.264	(40.237)	-8,0	156
Non-current Assets	34.509.162	82,4	36.987.770	(2.478.608)	-6,7	11.611
TOTAL ASSETS	41.898.305	100,0	43.408.499	(1.510.194)	-3,5	14.097
Current Liabilities						
Financial liabilities	1.614.296	6,4	1.603.839	10.457	0,7	543
Accounts payable	762.854	3,0	779.013	(16.159)	-2,1	257
Economic related parties	99	0,0	53	46	86,8	0
Employee benefits	84.674	0,3	78.021	6.653	8,5	28
Current tax	799.047	3,2	407.912	391.135	95,9	269
Provisions	125.220	0,5	126.676	(1.456)	-1,1	42
Other non-financial liabilities	110.771	0,4	114.763	(3.992)	-3,5	37
Current Liabilities	3.496.961	14,0	3.110.277	386.684	12,4	1.176
Non-current liabilities						
Financial liabilities	14.522.384	58,0	14.085.189	437.195	3,1	4.886
Accounts payable	844.533	3,4	994.996	(150.463)	-15,1	285
Economic related parties	49	0,0	294	(245)	-83,3	0
Non-current taxes	851.055	3,4	1.054.405	(203.350)	-19,3	286
Employees benefits	498.345	2,0	490.130	8.215	1,7	168
Provisions	262.263	1,0	253.275	8.988	3,5	88
Other non-financial liabilities	502.174	2,0	490.647	11.527	2,3	169
Deferred tax	4.080.568	16,3	4.505.765	(425.197)	-9,4	1.373
Non-current liabilities	21.561.371	86,0	21.874.701	(313.330)	-1,4	7.255
TOTAL LIABILITIES	25.058.332	100,0	24.984.978	73.354	0,3	8.431
EQUITY						
Subscribed and paid-in capital	36.916	0,2	36.916			12
Premium for placement of shares	1.428.128	8,5	1.428.128			476
Reserves	4.428.306	26,3	3.585.959	842.347	23,5	1.501
Retained earnings	3.223.361	19,1	3.228.134	(4.773)	-0,1	1.031
Comprehensive income of year	942.858	5,6	1.437.936	(495.078)	-34,4	327
Other comprehensive income of year	377.232	2,2	1.239.963	(862.731)	-69,6	164
Equity attributable to holders of controlling interest	10.436.801	62,0	10.957.036	(520.235)	-4,7	3.511
Non-controlling interest	6.403.172	38,0	7.466.485	(1.063.313)	-14,2	2.155
Equity	16.839.973	100,0%	18.423.521	(1.583.548)	-8,6%	5.666
TOTAL EQUITY AND LIABILITIES	41.898.305		43.408.499	(1.510.194)	-3,5	14.097

ROE	11,6%	12,1%
ROA	2,9%	3,0%

DIRECT CONSOLIDATED CASH FLOW STATEMENT (unaudited)

JANUARY - SEPTEMBER 2018

<i>Million</i>	9M18	9M17	Change \$	Change %	9M18 USD
Cash flow from operating activities					
Collections from loans and operations portfolio	25.517	24.392	1.125	4,6%	9
Collections from deposits and exigibilities	1.422	1.644	(222)	-13,5%	1
Collections from insurance accounts receivable	(500)	8.713	(9.213)	-105,7%	0
Collections from the sale of goods and services	5.404.296	4.946.808	457.488	9,2%	1.818
Other collections from operating activities	111.912	356.354	(244.442)	-68,6%	38
Collections (Payment) from Secr da Fazenda Ações - Lei 4819	(83.647)	(116.701)	33.054	-28,3%	28
Payments from accounts payable to insurance	(488)	4.575	(5.063)	-110,7%	0
Payment to suppliers for the supply of goods and services	812.444	769.178	43.266	5,6%	273
Payments from contracts held for intermediation	618.934	602.864	16.070	2,7%	208
Payments to and on behalf of employees	534.545	540.034	(5.489)	-1,0%	180
Payments for premiums and benefits, annuities and other obligations	10.786	10.056	730	7,3%	4
Other payments from operating activities	164.613	618.528	(453.915)	-73,4%	55
Net cash flow from operating activities	3.318.166	2.675.975	642.191	24,0%	1.117
Interests paid, classified as operating activities	107.846	105.233	2.613	2,5%	36
Interests received, classified as operating activities	23.739	28.151	(4.412)	-15,7%	8
Tax on reimbursed income (paid)	827.029	711.610	115.419	16,2%	278
Other cash inflows (outflows)	(212.379)	(33.037)	(179.342)	542,9%	72
Payment to suppliers for the supply of goods and services	15.819	102.661	(86.842)	-84,6%	5
Net cash flow from operating activities	2.178.832	1.751.585	427.247	24,4%	733
Cash flows from investment activities					
Other charges for the sale of equity or instruments	6.354	-	6.354	0,0%	2
Other payments to acquire equity or debt instruments	-	7.568	(7.568)	-100,0%	-
Other payments to acquire participation in joint business	22.252	748.369	(726.117)	-97,0%	8
Amounts from the sale of property, plant, and equipment	1.263	569	694	122,0%	0
Property, plant and equipment purchases	1.575.624	1.621.958	(46.334)	-2,9%	530
Purchases of Intangible assets	198.035	441.431	(243.396)	-55,1%	67
Cash advances and loans given to third parties	19.745	17.875	1.870	10,5%	7
Collections from the reimbursement of advances and loans	29.360	(12.108)	41.468	-342,5%	10
Payments from future contracts, term contracts, option contracts.	(25.903)	29.694	(55.597)	-187,2%	9
Dividends received, classified as investing activities	63.788	9.705	54.083	557,3%	22
Interests received, classified as investment activities	804.513	1.250.853	(446.340)	-35,7%	271
Other cash inflows (outflows)	(516.020)	(665.474)	149.454	-22,5%	174
Net cash used in investment activities	(1.966.400)	(2.283.350)	882.855	-38,7%	(471)
Cash flows from financing activities					
Amounts from loans	5.949.922	3.526.786	2.423.136	68,7%	2.002
Loans reimbursement	4.068.040	1.601.105	2.466.935	154,1%	1.369
Finance lease liabilities payment	6.359	3.475	2.884	83,0%	2
Dividends paid, classified as financing activities	832.608	433.618	398.990	92,0%	280
Interests paid, classified as financing activities	606.853	563.091	43.762	7,8%	204
Tax on reimbursed income (paid)	3.121	1.967	1.154	58,7%	1
Other cash inflows (outflows)	(795.510)	(523.130)	(272.380)	52,1%	268
Net cash provided (used in) financing activities	(362.569)	400.400	(762.969)	-190,6%	(122)
Cash and cash equivalents, excluding exchange effect	415.768	(131.365)	547.133	-416,5%	140
Effects of exchange rate variation on cash	(143.949)	22.694	(166.643)	-734,3%	48
Net cash and cash equivalents	271.819	(108.671)	380.490	-350,1%	92
Cash and cash equivalents at the beginning of the period	1.529.470	1.146.761	382.709	33,4%	515
CASH AND CASH EQUIVALENT AT THE END OF THE PERIOD	1.801.289	1.038.090	763.199	73,5%	606

INDIVIDUAL INCOME STATEMENTS (Unaudited)

JANUARY - SEPTEMBER 2018

Million	3Q18	3Q17	Change \$	Change %	3Q18 USD	9M18	9M17	Change \$	Change %	9M18 USD
Client contracts income										
Participating accounts contract income	209.060	196.939	12.121	6,2	72	615.201	608.895	6.306	1,0	213
Energy transmission services	26.749	16.249	10.500	64,6	9	54.381	48.352	6.029	12,5	19
Connection charges	556	544	12	2,2	0	1.660	1.629	31	1,9	1
Infrastructure projects	543	1.385	-842	-60,8	0	3.326	5.040	-1.714	-34,0	1
Telecommunications	1.952	976	976	100,0	1	3.934	2.905	1.029	35,4	1
Other operating revenues	1.687	1.153	534	46,3	1	4.725	4.235	490	11,6	2
Client contracts income	240.547	217.246	23.301	10,7	83	683.227	671.056	12.171	1,8	237
Operating costs	52.507	47.830	4.677	9,8	18	166.726	161.726	5.000	3,1	58
Gross profit	188.040	169.416	18.624	11,0	65	516.501	509.330	7.171	1,4	179
Administrative expenses	21.074	19.278	1.796	9,3	7	61.928	70.859	-8.931	-12,6	21
Other extraordinary operating revenues	0	0	0	0,0	0	60.901	0	60.901	0,0	21
Net equity method revenues/(expense)	344.397	509.815	-165.418	-32,5	119	722.587	974.542	-251.955	-25,9	250
Other net revenues/(expenses)	1.641	197	1.444	733,0	1	1.730	2.945	-1.215	-41,3	1
Income from operating activities	513.004	660.150	-147.146	-22,3	178	1.239.791	1.415.958	-176.167	-12,4	429
Financial income	39.897	4.643	35.254	759,3	14	172.885	152.020	20.865	13,7	60
Financial expenses	110.496	68.400	42.096	61,5	38	365.572	302.914	62.658	20,7	127
Income before taxes	442.405	596.393	-153.988	-25,8	153	1.047.104	1.265.064	-217.960	-17,2	363
Income tax provision	28.184	29.342	-1.158	-4,0	10	100.667	92.567	8.100	8,8	35
Year-end income	414.221	567.051	-152.830	-27,0	143	946.437	1.172.497	-226.060	-19,3	328
Net income	414.221	567.051	-152.830	-27,0	143	946.437	1.172.497	-226.060	-19,3	328
EBITDA	210.518	190.231	20.287	11	73	647.440	569.664	77.776	14	224
EBITDA Margin	87,5	87,6				94,8	84,9			
Operating margin*	70,1	69,2				75,7	65,8			
Net Margin	172,2	261,0				138,5	174,7			

* Revenues (expenses) by equity method of the income by operating activities are excluded.

INDIVIDUAL BALANCE SHEET (Unaudited)

SEPTEMBER 2018

Million	Sept. 2018	Share %	2017	Change \$	Change %	July 2018 USD
Current Assets						
Cash and cash equivalent	590.300	3,5	361.188	229.112	63,4	199
Accounts receivable	51.838	0,3	42.007	9.831	23,4	17
Non-financial assets	88.092	0,5	20.896	67.196	321,6	30
Current taxes	17.092	0,1	7.787	9.305	119,5	6
Current Assets	747.322	4,4	431.878	315.444	73,0	251
Non-current Assets						
Restricted cash	10.373	0,1	16.901	-6.528	-38,6	3
+ Investments in subsidiaries, joint business and associates	9.802.592	57,7	10.216.170	-413.578	-4,0	3.298
Investments in financial instruments	12.524	0,1	12.528	-4	0,0	4
Financial assets	151.212	0,9	209.235	-58.023	-27,7	51
Property, plant, and equipment -net	6.084.789	35,8	5.683.964	400.825	7,1	2.047
Investment property	7.658	0,0	7.720	-62	-0,8	3
Intangibles	132.314	0,8	102.263	30.051	29,4	45
Non-financial assets	1.126	0,0	1.200	-74	-6,2	0
Non-current taxes	44.649	0,3	44.649	0	0,0	15
Non-current Assets	16.247.237	95,6	16.294.630	-47.393	-0,3	5.466
TOTAL ASSETS	16.994.559	100,0	16.726.508	268.051	1,6	5.718
Current Liabilities						
Financial liabilities	151.971	0,9	113.154	38.817	34,3	51
Accounts payable	365.951	2,2	125.268	240.683	192,1	123
Employee benefits	9.175	0,1	10.159	-984	-9,7	3
Current tax	106.833	0,6	10.271	96.562	940,1	36
Provisions	20.242	0,1	38.287	-18.045	-47,1	7
Other non-financial liabilities	4.581	0,0	4.040	541	13,4	2
Current Liabilities	658.753	3,9	301.179	357.574	118,7	222
Non-current liabilities						
Financial liabilities	4.220.042	24,8	3.814.421	405.621	10,6	1.420
Accounts payable	5.901	0,0	3.307	2.594	78,4	2
Accounts payable with related parties	308.142	1,8	300.346	7.796	2,6	104
Employee benefits	235.552	1,4	223.294	12.258	5,5	79
Provisions	6.852	0,0	7.026	-174	-2,5	2
Other non-financial liabilities	178.468	1,1	191.812	-13.344	-7,0	60
Deferred tax	921.376	5,4	908.995	12.381	1,4	310
Non-current liabilities	5.876.333	34,6	5.449.201	427.132	7,8	1.977
TOTAL LIABILITIES	6.535.086	38,5	5.750.380	784.706	13,6	2.199
Subscribed and paid-in capital	36.916	0,2	36.916	0	0,0	12
Premium for placement of shares	1.428.128	8,4	1.428.128	0	0,0	480
Reserves	4.428.306	26,1	3.585.959	842.347	23,5	1.490
Retained earnings	3.242.453	19,1	3.242.453	0	0,0	1.091
Comprehensive income of year	946.438	5,6	1.442.709	-496.271	-34,4	318
Other comprehensive income	377.232	2,2	1.239.963	-862.731	-69,6	127
Shareholders' equity	10.459.473	61,5	10.976.128	-516.655	-4,7	3.519
TOTAL EQUITY AND LIABILITIES	16.994.559	100,0	16.726.508	268.051	1,6	5.718

INDIVIDUAL DIRECT CASH FLOW STATEMENT (unaudited)

JANUARY - SEPTEMBER 2018

Million	9M18	9M17	Change \$	Change %	9M18 USD
CASH FLOWS FROM OPERATING ACTIVITIES					
Collections from the sale of goods and services	658.040	883.230	-225.190	-25,5	221
Other collections from operating activities	61.009	2.957	58.052	1963,2	21
Payment to suppliers for the supply of goods and services	63.985	32.549	31.436	96,6	22
Payment to employees account	58.941	67.203	-8.262	-12,3	20
Other payments from operating activities	2.908	10.847	-7.939	-73,2	1
Interest paid	204	237	-33	-13,9	0
Interests received	19.341	29.514	-10.173	-34,5	7
Taxes on income paid	69.607	136.423	-66.816	-49,0	23
NET CASH FLOW FROM OPERATING ACTIVITIES	542.745	668.442	-125.697	-18,8	183
CASH FLOWS FROM INVESTMENT ACTIVITIES					
Cash flows used to acquire subsidiaries control or other businesses	32.286	620.001	-587.715	-94,8	11
Other charges for the sale of equity or debt instruments of other entities	3	0	3	0,0	0
Other payments to acquire participation in joint business	0	480.824	-480.824	-100,0	0
Amounts from the sale of property, plant, and equipment	0	557	-557	-100,0	0
Property, plant and equipment purchases	569.695	702.630	-132.935	-18,9	192
Purchases of Intangible assets	24.171	214	23.957	11194,9	8
Collections from the reimbursement of advances and loans granted to third parties	59.456	6.830	52.626	770,5	20
Payments from future contracts, term contracts, option contracts and financial swap contracts.	645	786	-141	-17,9	0
Dividends received	301.665	163.073	138.592	85,0	101
Interests received	5.062	7.474	-2.412	-32,3	2
Other cash inflows (outflows)	-79	5.082	-5.161	-101,6	0
NET CASH USED IN INVESTMENT ACTIVITIES	-260.690	-1.621.439	1.360.749	-83,9	-88
CASH FLOWS FROM FINANCING ACTIVITIES					
Amounts from loans	500.000	1.800.000	-1.300.000	-72,2	168
Loans reimbursement	70.157	103.488	-33.331	-32,2	24
Finance lease liabilities payment	5.250	1.496	3.754	250,9	2
Dividends paid	300.181	434.210	-134.029	-30,9	101
Interests paid	184.212	204.681	-20.469	-10,0	62
NET CASH PROVIDED (USED IN) FINANCING ACTIVITIES	-59.800	1.056.125	-1.115.925	-105,7	-20
Cash and cash equivalents, excluding exchange effect	222.255	103.128	119.127	115,5	75
Effects of exchange rate variation on cash	6.857	3.564	3.293	92,4	2
Cash and cash equivalent net increase	229.112	106.692	122.420	114,7	77
Cash and cash equivalents at the beginning of the period	361.188	254.496	106.692	41,9	122
CASH AND CASH EQUIVALENT AT THE END OF THE PERIOD	590.300	361.188	229.112	63,4	199