

CORPORATE PRESENTATION



Aguas Andinas S.A.



JUNE 2013



01 OVERVIEW

02 CHILEAN WATER INDUSTRY

03 AGUAS ANDINAS

04 RECENT EVENTS

05 FINANCIAL PERFORMANCE



01

OVERVIEW





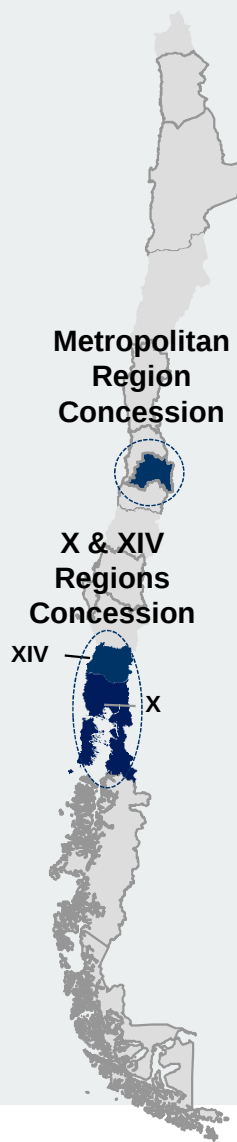
Aguas Andinas at a Glance

Summary

- 💧 Largest water utility in Chile
- 💧 Non-expiring concession and ownership of water rights
- 💧 Provides services to over 6.8 million inhabitants including the most densely populated area in Chile
- 💧 Integrated water cycle management:
 - 💧 Water abstraction and drinking water production
 - 💧 Drinking water storage and distribution
 - 💧 Sewage collection
 - 💧 Sewage treatment

Key Operational Highlights

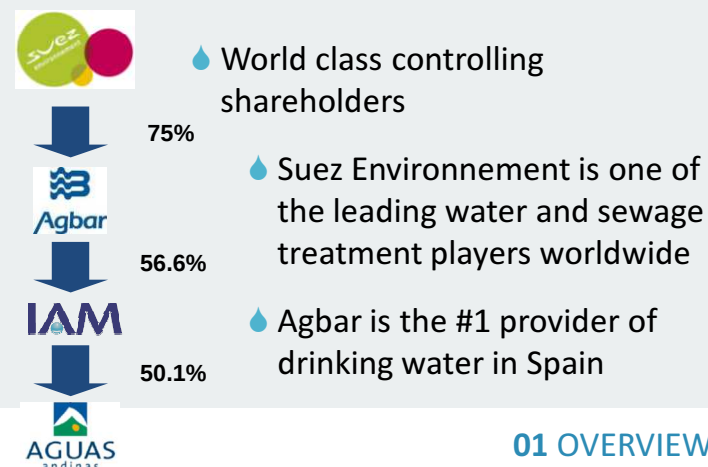
- 💧 Operations under a mature and stable regulatory framework, supported by a sound macroeconomic environment
- 💧 High service coverage levels within its concession area and among the highest in the country
- 💧 Large and diversified customer base:
 - 💧 2,0 million clients in water distribution
 - 💧 1,95 million clients in sewage treatment
- 💧 Consistent strong cash flow generation



Financial Highlights ⁽¹⁾



Sound Shareholder Base



02

CHILEAN WATER INDUSTRY





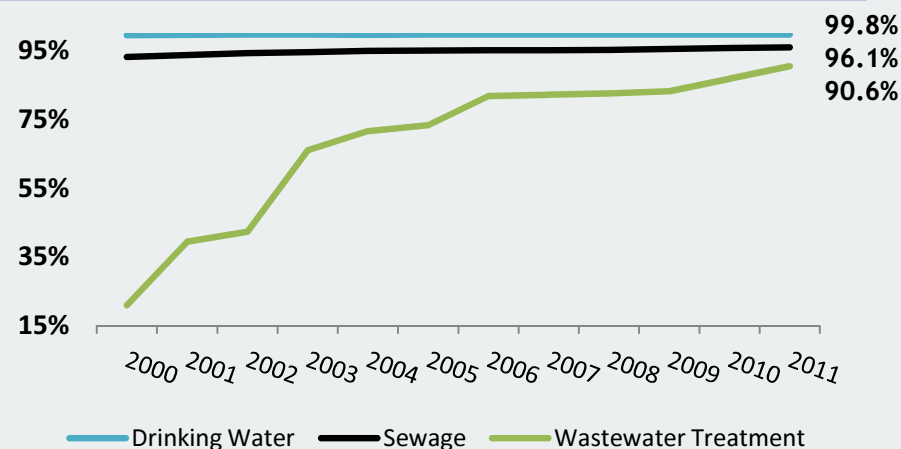
Consolidated Industry...

The water industry in Chile is a consolidated and privately owned industry with annual sales of US 1,500 million.

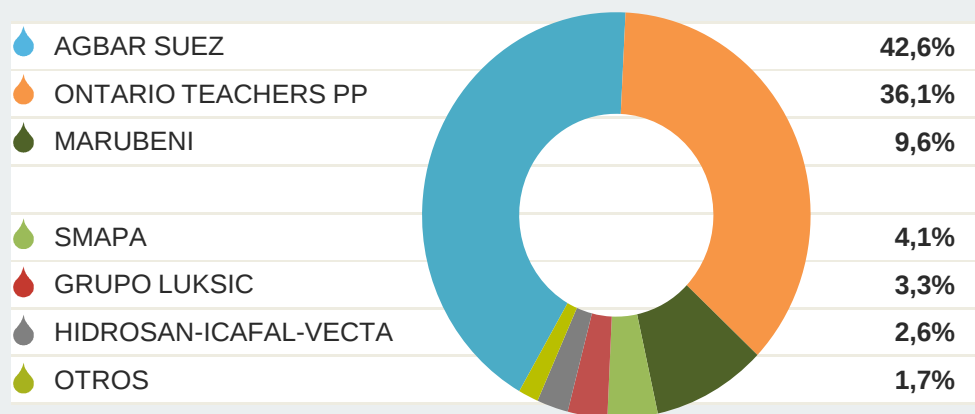
Industry Background

- In 1998, the Chilean Government began with the water industry privatization process
- Aguas Andinas was privatized in 1999, being one of the few players to be awarded a non-expiring concession
- Currently, over 95% of the population is served by privatized companies
- Stable and growing sales
- Industry annual turnover of around US\$1,500 million

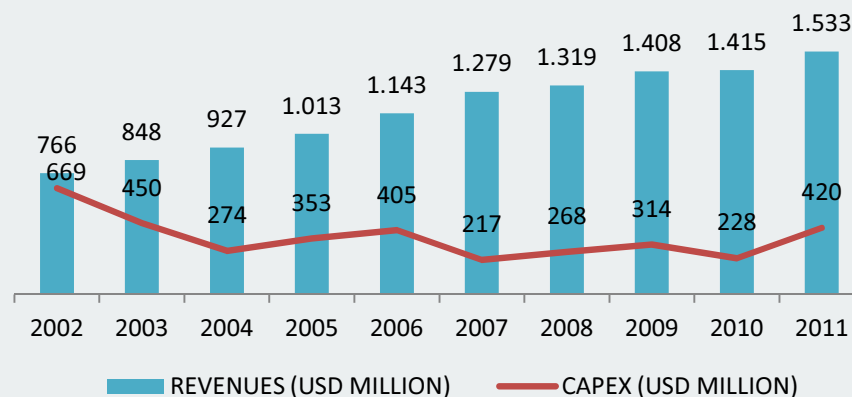
Industry Coverage Ratios ⁽¹⁾



Market Share by Controllers ⁽²⁾



Industry Revenues ⁽³⁾



Source: SISS

(1) As percentage of urban populations. For years 2000 and 2001, Sewage Treatment includes only main companies.

(2) Number of clients as of December 2011

(3) Calculated as Total Revenues for the Industry / Total Drinking Water Volumes for the Industry for each year.

FX rate as of December 31 /2011, 521.46 CLP/USD





...with a Proven, Stable and Transparent Regulatory Framework

The regulatory framework for the Chilean water and sewage industry has proven to be robust, stable and transparent, providing a predictable and unbiased operating environment

Clear and Stable Regulation

- 💧 More than 20-year old regulatory framework
- 💧 Superintendency of Sanitation Services (SISS) acts as the regulator counterpart in tariff setting process, which lasts 1 year
- 💧 Tariffs are reset every five years, based on an objective and technical model:
 - 💧 Tariffs are calculated based on long term total costs of a model company
 - 💧 Company and regulator have equivalent roles in the tariff calculation process
 - 💧 Discrepancies are solved by an independent experts committee
 - 💧 Minimum real return on assets of 7% after taxes
 - 💧 Automatic interim adjustments linked to polynomials based on CPI and WPI indexes
- 💧 Very low delinquency levels due to the legal empowerment to disconnect clients
- 💧 Government subsidies for low-income clients

Model Company vs. RealCompany

Model Company	
Greenfield Operation	Existing infrastructure
Latest technology	Combination of new and legacy technology
Cost efficiency	Real costs
100% coverage in all services	Real coverage
Self financing of investments through tariffs	Self financing of investments through tariffs
Minimum return on capital	Ability to use debt to finance Capex and enhance return on equity



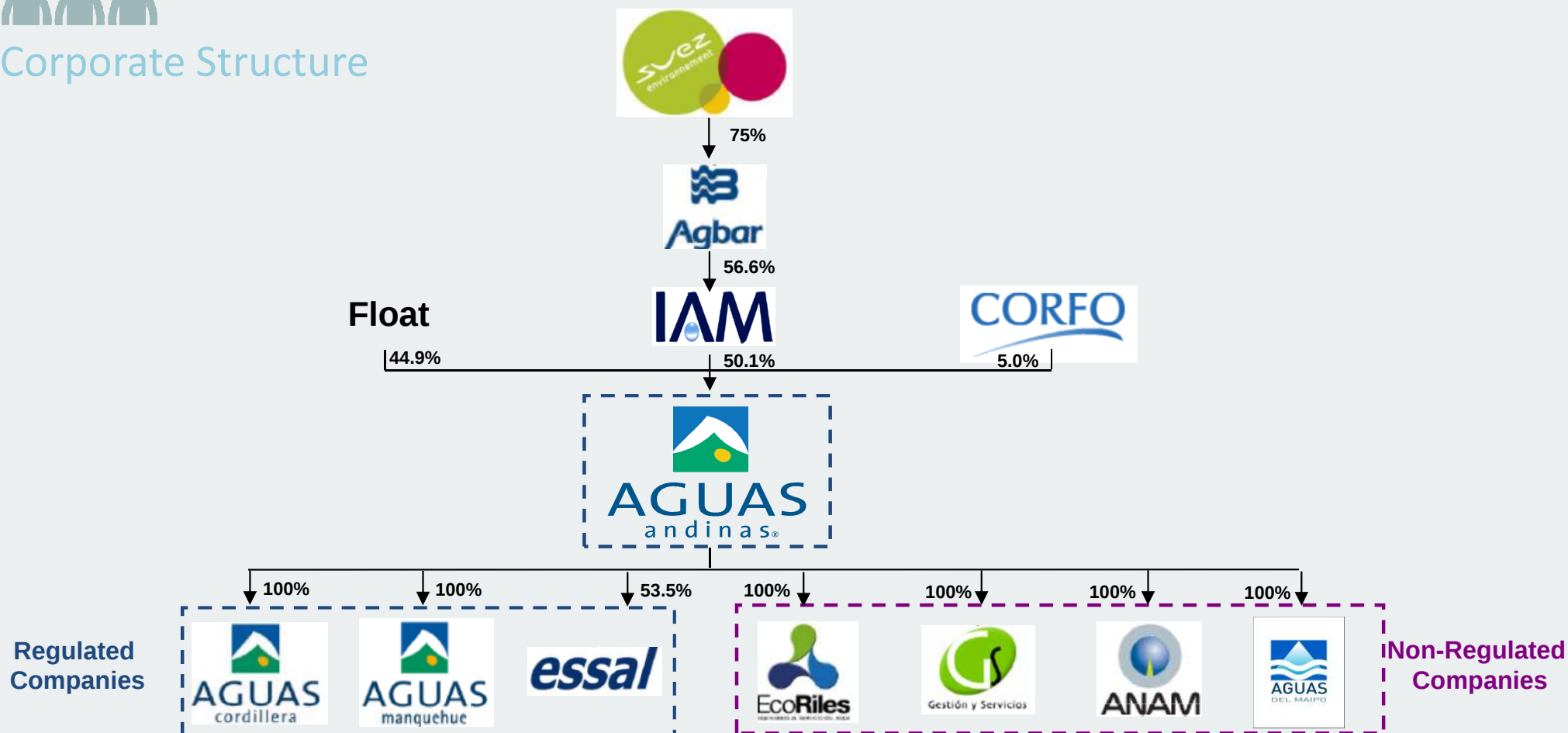
03

AGUAS ANDINAS





Corporate Structure



Key Milestones:

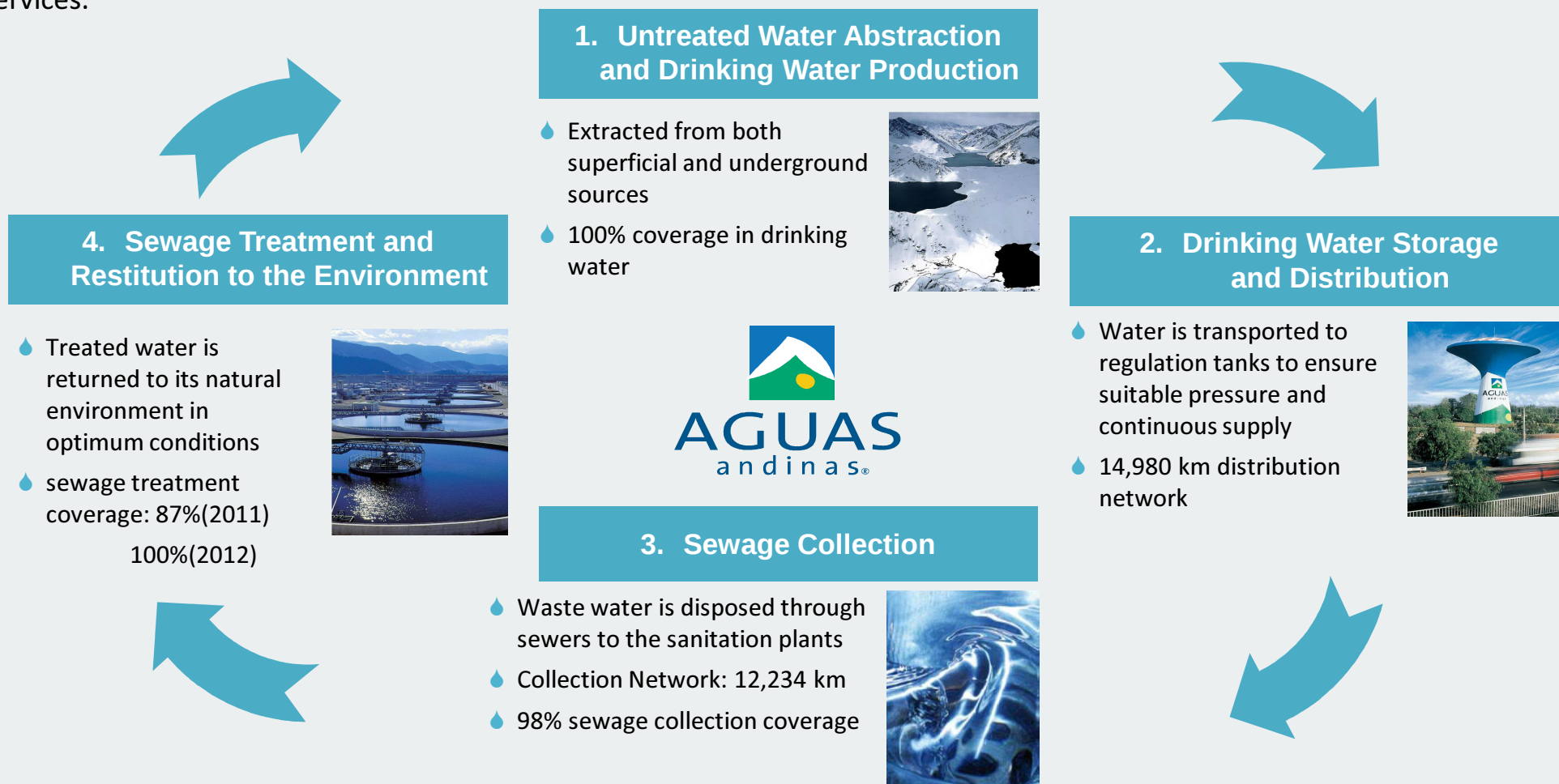
- ◆ 1999: Agbar (50%) and Suez (50%) acquire a 51.2% stake in Aguas Andinas
- ◆ 2000-2002: Aguas Andinas acquires Aguas Cordillera and Aguas Manquehue
- ◆ 2001: EcoRiles and Anam begin operations
- ◆ 2008: Aguas Andinas acquires a 53.5% stake in ESSAL
- ◆ 2011: Aguas del Maipo is created





Integrated Management of the Water Cycle

Our goal is to consistently provide customers with safe, high quality drinking water and reliable water and wastewater services.



Aguas Andinas' high coverage levels for all water and sewage services provided ranks the Company as a world-class operator



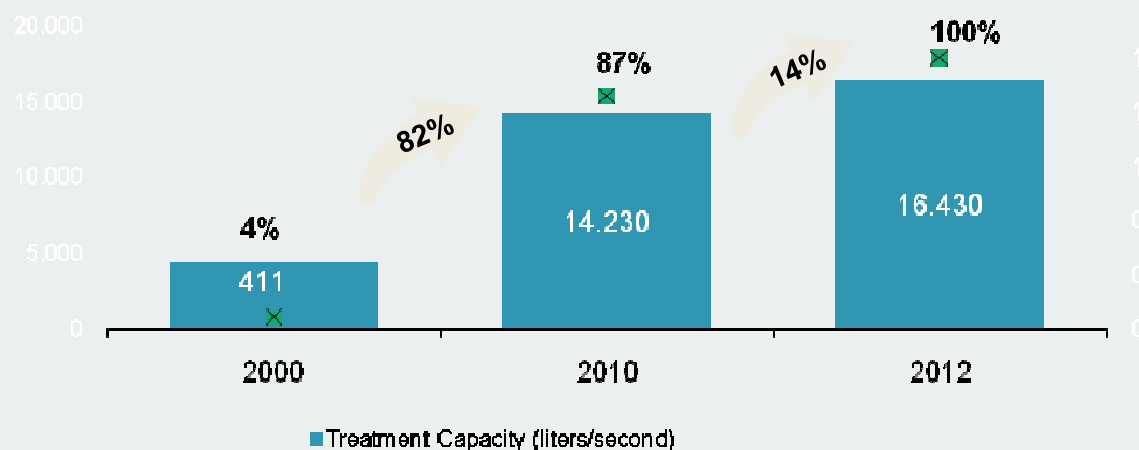


Sewage Collection, Treatment and Restitution

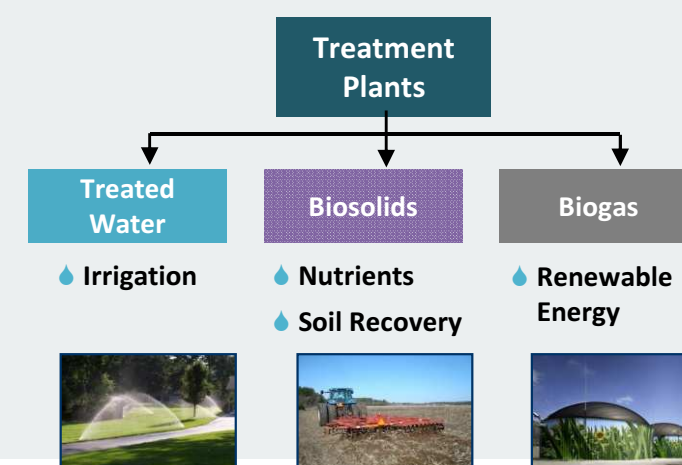
Efficient Collection and Treatment Facilities

- Collection network with a consolidated coverage of 98%.
- The length of the collection network is 12,234 km.
- Sewage Treatment plants
 - Metropolitan Region: 3 large plants, El Trebal - Mapocho (2001 and 2012) and La Farfana (2003), and 11 minor plants, which as of December 2012 treated 100% of the Metropolitan Region's sewage effluents
 - X and XIV Regions: 28 minor plants, which as of December 2012 treated 100% of these Regions' sewage effluents

Metropolitan Region Sewage Treatment Evolution ⁽¹⁾



Restitution to the Environment



(1) Source: Company filings and SISS Annual Reports



Non-Regulated Business: A Complement to Core Competencies

Aguas Andinas has successfully leveraged on its deep knowledge of the water industry to develop additional businesses that provide a growing source of cash flows



- ◆ Chile's largest operator of treatment plants for liquid industrial waste
- ◆ Operation agreements with medium and large Chilean companies
- ◆ Serves large customers across all industries, including: mining; paper; consumer & food



- ◆ Environmental analysis services focused on water, wastewater, sludge soil and air analysis
- ◆ Mobile laboratory operations and support across all country
- ◆ Focused on water, bottling and healthcare industries



- ◆ Historically focused on the sale of materials for construction of sanitation projects



- ◆ Electricity project developed by AES Gener using up to 2.5 m³ of Aguas Andinas' water rights
- ◆ The Company will be compensated for the assignment of these non-consumption rights
- ◆ Aguas Andinas will have the ability to restrict this assignment in order to ensure the adequate supply of drinking water to the Metropolitan Region
- ◆ Has incorporated energy project developments (e.g. biogas).



Non-regulated businesses accounted for 10.5% of Aguas Andinas' 2012 Revenues⁽¹⁾

(1) Including non-regulated revenues related to the water and sewage business, such as construction of new connections to the distribution and sewage networks, maintenance and repair of third parties water and sewage pipes and construction and engineering services. Does not include revenues related to the Alto Maipo Hydroelectric Project



04

RECENT EVENTS





Drought

- ◆ 2012 was the third consecutive dry year with low water flow in rivers.
- ◆ El Yeso Reservoir has been used to meet the demand when the volume/flow of the river is low.
- ◆ Although 2012 was dry, the water level in the El Yeso Reservoir has increased, as of May 31, 2013, to approximately 175 hm³ (maximum capacity of the reservoir is 220 hm³).
- ◆ Considering the current water level of the reservoir and the rate of thawing of surrounding snow/ice pack and the various measures implemented by the Company, water supply for 2013 will be covered.

El Yeso Reservoir



October 2011
Approximately 30% of capacity



May 2013
Approximately 80% of capacity





Mapocho Sewage Treatment Plant

- ◆ The culmination of the Mapocho sewage treatment plant represents the last, major phase of the Company's decade-plus investment cycle.
- ◆ The Mapocho plant is the 3rd major sewage treatment plan in Santiago, and its construction will allow the company to treat 100% of sewage.
- ◆ The plant has been operating since December 2012. This plant has an associated tariff increase.
- ◆ This system uses advanced-technology to improve operating efficiencies:
 - ◆ Thermal hydrolysis, reduces residual biosolids
 - ◆ Electricity co-generation, reducing operational costs





Water Stoppages

💧 Water Supply Shortages

- 💧 On two occasions (Jan. 21 and Feb. 8), heavy rains and snow-melt in the mountains of the metropolitan region caused mudslides that fed into the Mapocho and Maipo Rivers – the primary source of water for Santiago.
- 💧 These mudslides contaminated the supply for purification plants, and water supply contained a concentration of sediment significantly higher than the maximum operating level.
- 💧 As a result, service was suspended in much of the Santiago area during the events.
- 💧 During both events, the Company responded by meeting the needs of customers through emergency wells and water tanks, with lower water pressure than normal in areas where service was uninterrupted

Water Service Continuity 2011:

- **Aguas Andinas: 99.9358%**
- **Chilean Water Industry : 99.3182%**





Water Stoppages

Response from Authorities

- ◆ The cause of both events was declared “force majeure” by the SISS.
- ◆ On April 17, 2013, the Company reached an agreement with Sernac (the Chilean consumer protection agency), in which the Company, beginning in May 2013, will compensate customers that received imprecise information regarding the timing of the water service/stoppages (total compensation Ch\$2,580 million/approximately US\$5.3 million).
- ◆ On April 29, 2013, the SISS concluded its assessment of possible sanctions for water stoppages and imposed a fine of 1,650 UTA (approximately Ch\$ 797 million/US\$1.6 million) on Aguas Andinas. Although the causes of the water stoppages were declared force majeure by the regulator, the SISS found deficiencies in the Company’s contingency plan and communication efforts.

Future Investments

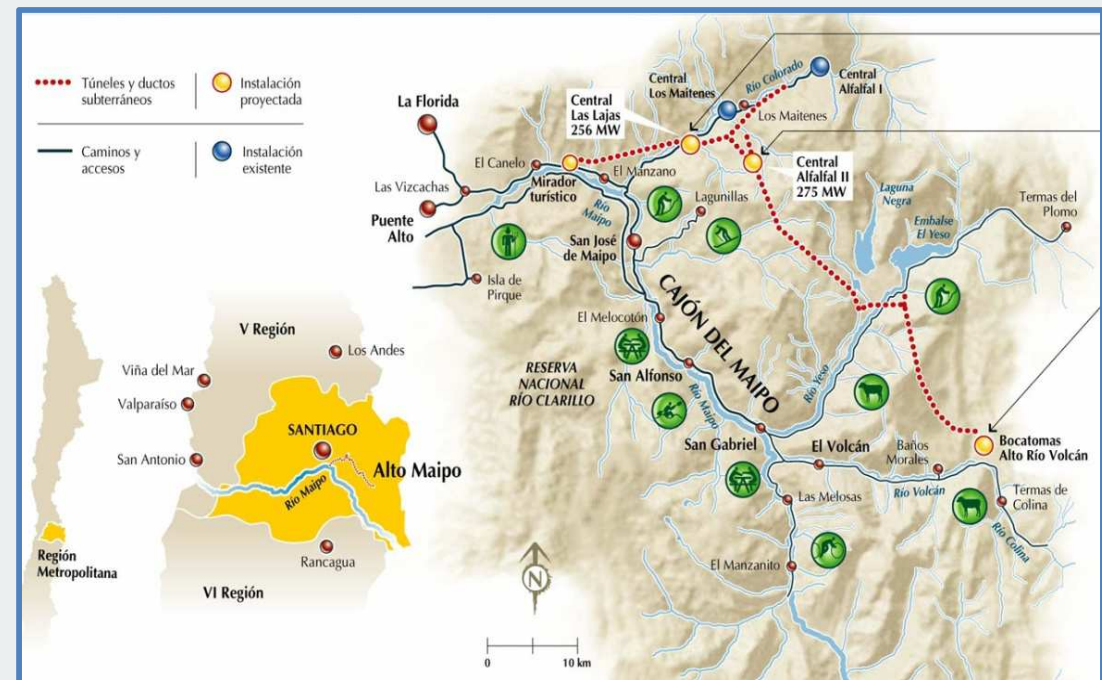
- ◆ As a result of a similar event in 2008, the Company committed to making new investments, including storage tanks and new wells, to prevent the stoppage of service during future events of this nature (high levels of sediment caused by meteorological conditions). These investments are scheduled to be completed by 2014.
- ◆ These investments were approved by the SISS, and a tariff increase for these projects was also approved.
- ◆ A new plan of alternative infrastructure projects was presented to the SISS in April 2013 to determine if additional investments are necessary.





Aguas Andinas – AES Gener

- Aguas Andinas and AES Gener have signed an agreement allowing AES Gener to utilize water (up to 2.5 m³/s) from the Maipo river for hydroelectric power generation.
- The project includes two run-of-the river plants (combined generation of 531MW) and is scheduled to begin operating in 2016.
- This project will not affect water supply to the Metropolitan Region as water will be returned to the river after its use in power generation. Aguas Andinas reserves the right to discontinue access to the Maipo river in order to guarantee quality, uninterrupted water service to the Santiago area.
- A recent court resolution mandates the partial disclosure of the agreement, including the obligation of both parties to transfer water between Aguas Andinas and AES Gener, the disclosure of the specific areas of intake and conduction, the sale, assignment and transfer of water rights specified in the contract and the conduction and use, on behalf of AES Gener, of water coming from specific water sources.



Source: AES Gener



05

FINANCIAL PERFORMANCE

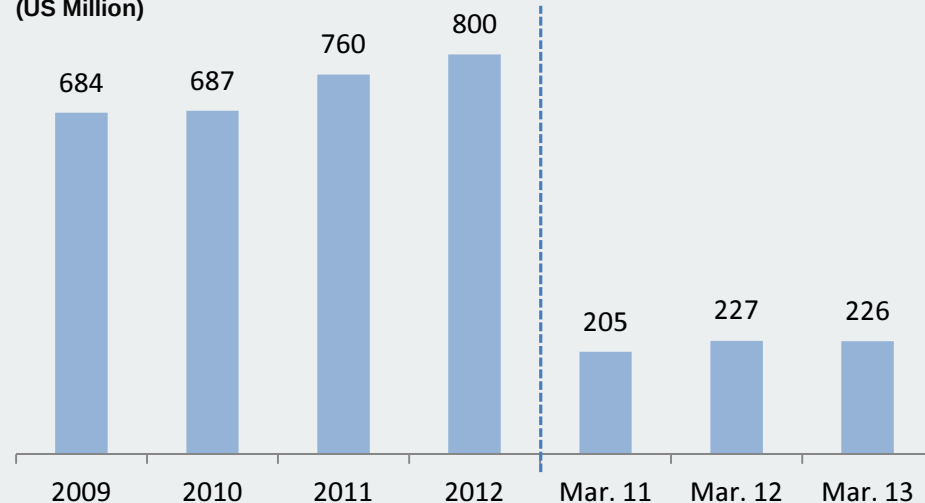




STRONG FINANCIAL PERFORMANCE

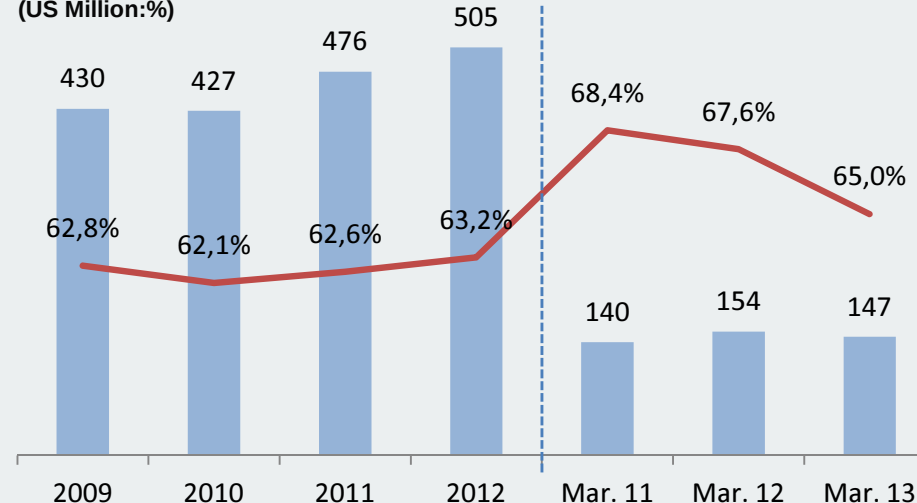
Revenues

(US Million)



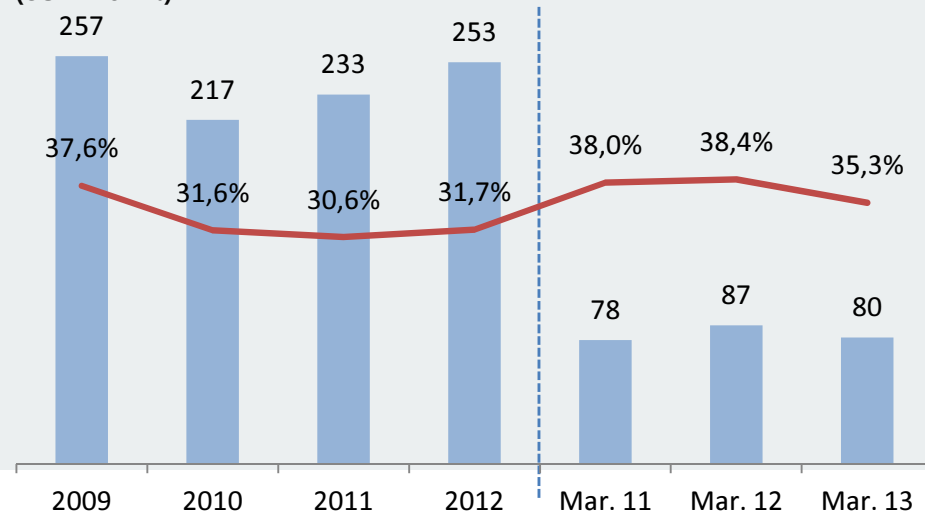
EBITDA and EBITDA Margin

(US Million:%)



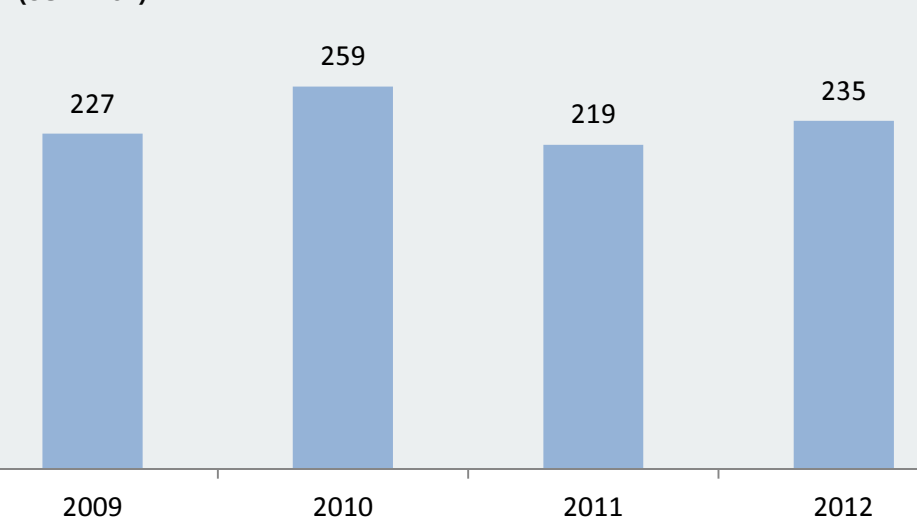
Net Income and Net Income Margin

(US Million:%)



Dividends Paid

(US Million)



Nominal CLP figures converted to US\$ at FX as of 31 December 2012 (\$478.6 / US)

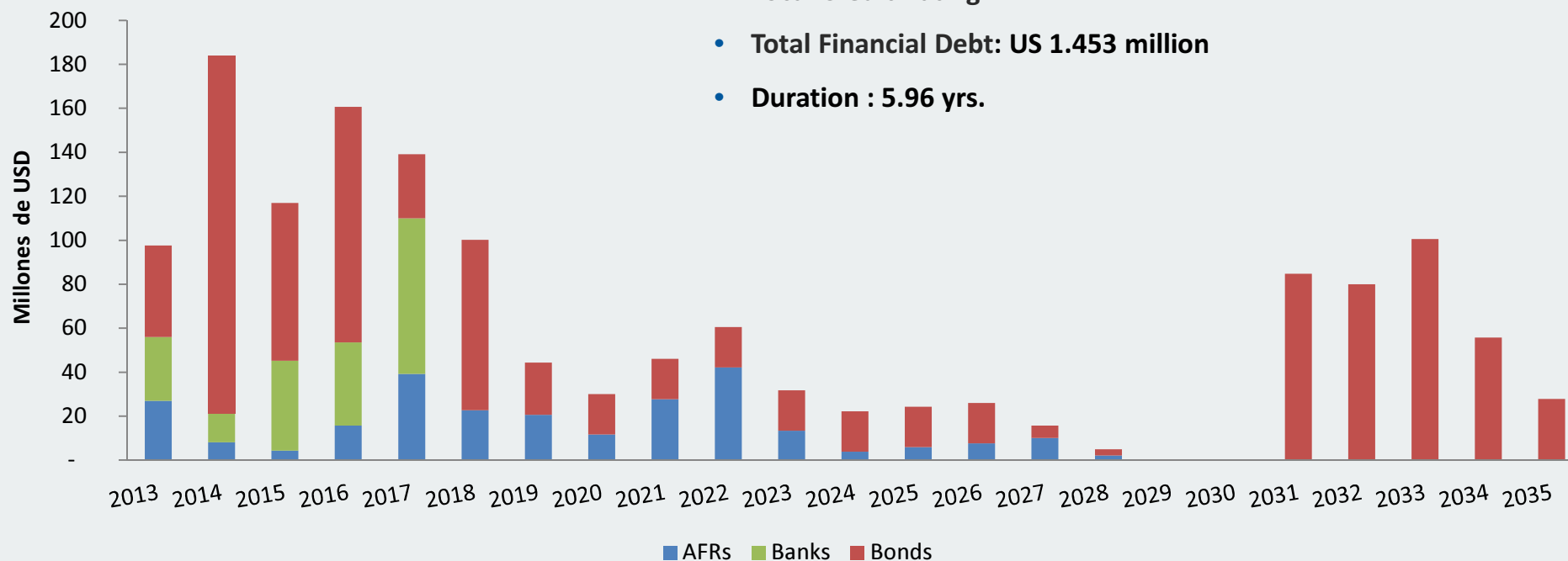
05 FINANCIAL PERFORMANCE



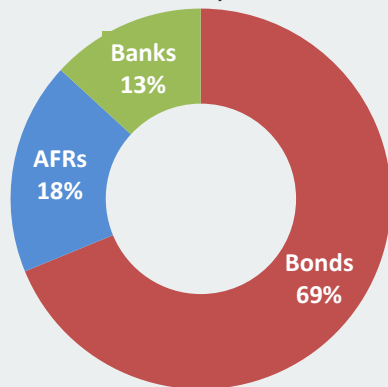


DEBT PROFILE

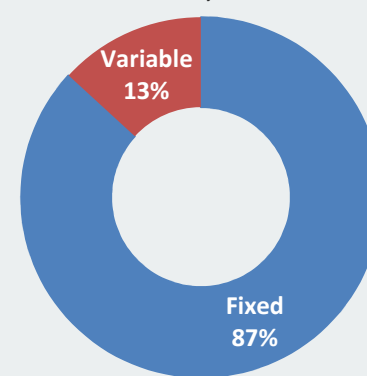
- Local Credit Rating: AA+
- Total Financial Debt: US 1.453 million
- Duration : 5.96 yrs.



Debt Breakdown by Instrument
March 31, 2013



Debt Breakdown by Interest Rate
March 31, 2013



(1) UF figures converted to CLP\$ at ER as of December 31, 2012, (CLP 22,294.03/UF)
 (2) Nominal CLP figures converted to US\$ at ER December 31, 2012 (\$478.6/US)





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