



ISA FIRST QUARTER 2013 RESULTS

Medellín, Colombia, April 30, 2013



ISA S.A. E.S.P. (BVC: ISA; OTC: IESFY) (“ISA” or “the Company”), a Colombian organization engaged in the design, construction, operation and management of linear infrastructure systems in the businesses of Energy Transmission, Road Concessions, Telecommunications Transport and Smart Management of Real-Time Systems, today announced financial results for the first quarter of 2013. Unaudited figures are expressed in millions of Colombian Pesos (COP). The consolidation process includes 100% of the companies where ISA holds control and the homologation of the accounting practices of each country (currently, Chile, Brazil and Peru report in accordance with IFRS), and according to *Generally Accepted Accounting Principles in Colombia* (GAAP).

■ ECONOMIC AND FINANCIAL RESULTS AT MARCH 2013

- **Consolidated operating revenues totaled COP 816,250 million.**
- **EBITDA reached COP 470,886 million, with a 57.7% EBITDA margin.**
- **Net income was COP 70,302 million, with a margin before minority interest of 16.2%.**
- **Consolidated assets totaled COP 25,924,339 million.**

For the first quarter of 2013, net income for ISA and its companies declined 29.3% compared to the same period of 2012, mainly due to the effects of the anticipated termination and then renewal of Concession Contract 059/2001¹ of Compañía de Transmisión de Energía Eléctrica Paulista (CTEEP) in Brazil; which was partly offset by the consolidation of Serra do Japi and Evrecy Participações Ltda., also in Brazil, which were not consolidated at March 2012.

It is important to note that the conversion impact on the consolidated financial statements generates significant variations in different line items, due to the net effect of the variations of the Colombian Peso against the Brazilian Real, the US Dollar and the Chilean Peso, with the greatest variations during the first quarter 2013 in the affiliates and subsidiaries in Brazil²; notwithstanding, in the consolidated figures, most of the effect on the net result is offset.

¹ See summary in Highlights, in the 4Q12 report.

² COP/BRL average for 2013 was 897.02 vs. 1,018.31 in 2012



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■ CONSOLIDATED INCOME STATEMENT

Consolidated operating revenues

Consolidated operating revenues for 1Q13 reached COP 816,250 million, representing a 28.5% decrease compared to the same period of 2012. Of the COP 325,413 million decline, COP 306,970 corresponded to lower revenues from CTEEP. The decline in Brazil offset the higher operating revenues from Chilean concessions that were obtained due to the readjustment of toll rates and higher vehicle traffic; as well as those generated by the entry into operation of the new affiliates at the end of 2012, such as the Zapallal-Trujillo project developed in Peru by the Transmantaro affiliate.

(Figures in millions)

OPERATING REVENUES	1Q13	1Q12	Change COP	Change %	1Q13 USD
Electric Energy Transport	525,487	881,011	(355,524)	-40.4%	287
Road Concessions	240,676	210,985	29,691	14.1%	131
Telecommunications Transport	31,437	28,485	2,952	10.40%	17
Smart Management of Real Time Systems	18,649	21,182	(2,533)	-12.0%	10
TOTAL OPERATING REVENUES	816,250	1,141,663	(325,413)	-28.50%	446

Composition of accumulated revenues by business

- **Energy Transmission**³ accounted for COP 525,487 million, equal to 64.4% of the consolidated operating revenues for the quarter. This result represented a 40.4% decrease compared with that reported during the same period of 2012, basically due to lower revenues at CTEEP from the renewal of Contract 059, due to the recognition of revenues only for the administration, operation and maintenance of the assets as well as the conversion effect, mainly from the Company's Brazilian affiliates.
- **Road Concessions**⁴ contributed with 29.5% of total revenues and showed an increase of 14.1% compared with the previous year, due to the increase of vehicle traffic and the toll rate readjustment in the Chilean concessionaires.
- **Telecommunications Transport**⁵ contributed 3.9% of operating revenues. The figure for the first quarter grew 10.4% derived from new service agreements, mainly in Peru.
- **Smart Management of Real-Time Systems**⁶ accounted for 2.3% of total operating revenues, a decrease of 12.0% with respect to the same period of the prior year, and was the result of lower regulated revenues in XM, which are dependent on the Company's level of investment and expenses.

³ ISA Colombia, CTEEP, ISA Capital do Brasil, Interligação Elétrica de Minas Gerais, Interligação Elétrica Pinheiros, Interligação Elétrica Serra do Japi, Evrecy Participações Ltda, Transelca, RED de Energía del Perú, ISA PERU, Transmantaro, ISA Bolivia, Proyectos de Infraestructura del Perú

⁴ Ruta del Maipo, Ruta de la Araucanía, Ruta del Maule, Ruta de los Rios, Ruta del Bosque, INTERVIAL Chile, ISA Inversiones Chile

⁵ Internexa Colombia, Internexa Brasil Operadora, Internexa Participações, Internexa Argentina, Internexa Chile, Internexa Perú

⁶ XM, SIR



Consolidated revenues by country:

Brazil experienced the most representative variation, generated by the anticipated termination, followed by the renewal of the concession and the conversion effect, as explained earlier in this report. The increase of 14.1% observed in Chile compared to 1Q12 was mainly explained by the increase in vehicle traffic and the toll rate adjustment. In Peru, the 16.6% increase was due to new projects that entered into operation towards the end of 2012, particularly the Zapallal-Trujillo project, which generated revenues for the first quarter of 2013 of approximately COP 12,470 million. The 3.1% decline in Colombia was mainly the result of lower revenues at ISA from more infrastructure projects for third-parties that took place during the first quarter of 2012, compared with those that took place during the first quarter of 2013

(Cifras en millones)

	1T13	1T12	Var. \$	Var. %	1T13 USD
Colombia ⁷	326,762	337,115	(10,353)	-3.1%	326,762
Chile ⁸	241,378	211,594	29,784	14.1%	241,378
Brasil ⁹	146,742	504,062	(357,320)	-70.9%	146,742
Perú ¹⁰	92,989	79,718	13,271	16.6%	92,989
Otros ¹¹	8,378	9,174	(796)	-8.7%	8,378
TOTAL	816,250	1,141,663	(325,413)	-28.5%	816,250

Operating costs and expenses

The **consolidated operating costs and expenses** at March 2013 decreased by 0.2% compared with the figures reported in the same period of 2012. This variation was mainly due to the net result of amortizations and depreciation that were at a higher proportion than the increase in sales and operating costs and expenses for the period.

(Figures in millions)

	1Q13	1Q12	Change COP	Change %	1Q13
Operating costs and expenses	353,452	334,448	19,004	5.7%	193
Depreciation	38,334	42,200	-3,866	-9.2%	21
Amortization	129,988	146,009	-16,021	-11.0%	71
Provisions	10,159	10,286	-127	-1.2%	6
TOTAL	531,933	532,943	-1,010	-0.2%	290

Operating costs and expenses by country:

- **Colombia:** presented a decrease in depreciation from the update of the remaining life of the substation assets and to lower costs associated with the construction of projects for third parties at ISA.

⁷ Colombia – ISA, TRANSELCA, INTERNEXA, XM y Sistemas Inteligentes en Red.

⁸ Chile – INTERVIAL Chile, ISA Inversiones Chile, Ruta del Maipo, Ruta de la Araucanía, Ruta de los Ríos, Ruta del Bosque, Ruta del Maule, INTERNEXA Chile.

⁹ Brasil – ISA Capital do Brasil, CTEEP, IEMG, IEPINHEIROS, SERRA DO JAPI, INTERNEXA Brasil e INTERNEXA Participações, Evrecy Participações Ltda.

¹⁰ Perú – REP, Transmataro (CTM), ISA Perú, INTERNEXA Perú y PDI.

¹¹ Otros - ISA Bolivia, INTERNEXA Argentina.



- **Chile:** increased to the higher amortization of the road concessions due to increases of vehicle traffic, as well as higher expenses for maintenance and third-party services.
- **Brazil:** experienced a COP 32,081 million decrease in amortizations, due to the decline in asset levels that took place in December 2012 that was related to the effects of the anticipated termination and then renewal of Concession Contract 059, in addition to an increase in AOM costs for COP 16,431 million, mainly represented by higher personnel costs caused by employee retirements at CTEEP and the consolidation of costs and expenses at Serra do Japi and Evrecy Participações Ltda., both companies which were not consolidated during 1Q12.
- **Peru:** experienced an increase in depreciation, operating and maintenance costs derived from the initiation of operations of the Zapallal-Trujillo project as well as expansions 7 and 9, and the increase in personnel at REP due to higher salaries and the recognition of employee profit sharing.

(Figures in millions)

	1Q13	1Q12	Change COP	Change %	1Q13 USD
Colombia	174,294	183,866	(9,572)	-5.2%	95
Chile	156,711	122,390	34,321	28.0%	86
Brasil	141,896	178,849	(36,953)	-20.7%	77
Peru	53,251	43,246	10,005	23.1%	29
Others	5,782	4,592	1,190	25.9%	3
TOTAL	531,933	532,943	(1,010)	-0.2%	290

Operating income

As a result of the previously mentioned, ISA reached an operating income for 1Q13 of COP 284,317 million, 53.3% lower than the figure obtained in the same period in the preceding year. The operating margin reached 34.8%.

EBITDA and EBITDA margin

During the first quarter of 2013, accumulated EBITDA was COP 470,886 million, representing a 42.2% decrease compared to the same quarter of 2012, due to the impact of the anticipated termination and then renewal of Concession 059/2001 at CTEEP. It is important to mention that the decline in the revenues associated with CTEEP were evident since January 2013, while costs and expenses of this company will adjust during the course of the year.

EBITDA margin for the third quarter was 57.7%.

Non-operating results (losses)

With respect to 1Q12, accumulated non-operating result improved by 62.7%, due to:

- Lower interest expenses over debt, higher interest income over accounts receivables and return on deposits in **Colombia**.

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- In **Chile**, we experienced lower financial costs in the Maipo concessionaire as a result of the decline in the UF (Unidades de Fomento) exchange rate to COP¹².
- Higher financial income in **Brazil** due to the financial update over the compensation related to the anticipated termination and then renewal of Concession 059/2001, for a value of COP 52.9 billion (compensation associated to the assets after May 2000), the increase in the financial income for COP 12.5 million, the reduction of interest from financial obligations for COP 15.2 million, for the reduction in debt, and compensation received for the settlement of a construction project¹³ for COP 10,764 million.
- Higher financial costs in **Peru** from the entry into operations of the Zapalla-Trujillo project, as well as higher expenses due to the exchange difference associated with the variation between the U.S. Dollar and the Peruvian Sol.

Taxes

The income tax expense decreased 41.5%, from COP 128,482 million in 1Q12 to COP 75,133 million in 1Q13. This variation was mainly due to the net result of a) lower taxes in CTEEP associated with lower revenues, b) lower taxes in ISA Capital do Brazil due to the lower fiscal profit, and c) higher deferred taxes in Chile due to the increase in the tax rate, from 17% to 20%, as defined in the tax reform during late 2012.

The composition of income tax by country was 24.3% in Brazil, 53.3% in Colombia, 9.1% in Peru and 11.7% in Chile.

Income before minority interest

Consolidated income before minority interest reached COP 132,162 million, a decline of 51.7%. The net margin before minority interest was 16.2%.

For the first three months of 2013, minority interest was COP 61,860 million, a 64.5% decline compared to the first quarter of 2012.

Net income

Net income for the first quarter of 2013 was COP 70,302 million, representing a 29.3% decrease compared to the figure reported during the comparable period of 2012, this was mainly due to the impact of the anticipated termination then renewal of Concession 059/2001, mentioned previously in this report.

■ CONSOLIDATED BALANCE SHEET

Assets

The assets of ISA and its companies reached COP 25,924,339 million, a 0.6% increase with respect to the December 2012 figure. This increase was mainly explained by the conversion effect generated by the devaluation of

¹² Devaluation of UF/COP at March 2013 was 0.13% versus 1.08% at March 2012

¹³ Indemnification of the contract with CYMI for the construction of the IEMG grid



the Colombian Peso against the currencies of those countries where ISA operates, as well as the inclusion of the assets of Evrecy Participações Ltda in the consolidated figures.

The geographical distribution of the assets by country was concentrated in Brazil, Chile and Colombia, with 30.2%, 30.7% and 28.8%, respectively. 9.9% of the assets are located in Peru and the remaining 0.4% in other countries.

Liabilities

Liabilities decreased 0.1%, to COP 15,467,419 million, a result of the amortization of the debt at CTEEP as well as the decline of liabilities from the preexisting infrastructure in Chile. This was partially compensated by the increase in the liabilities generated by the conversion effect and the consolidation of Evrecy Participações Ltda in Brazil.

The distribution of liabilities by country was 47.1% in Chile, 23.9% in Colombia, 18.4% in Brazil, 10.1% in Peru and the remaining 0.5% in Bolivia and Argentina.

Minority interest

Minority interest reached COP 4,386,430 million, an increase of COP 213,109 million compared to December 2012; this situation was due to the conversion effect of the companies in Brazil.

Equity

Equity reached COP 6,070,490 million, a 0.7% decrease compared to COP 6,110,615 million reported in 2012, mainly due to the dividends approved at ISA's General Ordinary Shareholders' Meeting, which offset the conversion effect of the affiliates abroad as well as the results for the period.

■ CONSOLIDATED CASH FLOW

At March 2013, cash and cash equivalent reached COP 2,865,266 million, reflecting an increase of COP 1,188,360 compared to the end of the 2012 period, mainly generated by the provisions for 50% of the indemnification payment from the anticipated termination and then renewal of Concession 059/2001 at CTEEP, related to the assets invested after May 2000.

■ DEBT

At March 2013, consolidated financial debt was COP 9,328,201 million, 0.7% lower than the figure reported in December 2012. The following events influenced this result:

- The placement of REP bonds for S/. 77.3 million and S/. 10 million and the prepayment of certain bond issuances for approximately US\$ 37 million.
- A payment by CTEEP for the sixth promissory note issuance for 400 million Reales and the realization of payments to BNDES for 37.2 million Reals.

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35.5% of the debt is denominated in *Unidades de Fomento -UF-* (Chile), 18.0% in Colombian Pesos, 16.5% in Brazilian Reals, 28.4%¹⁴ in U.S. Dollars and 1.7% in other currencies.

87.8% of the debt is long-term and the remaining 12.2% is short-term.

(Figures in millions)

Consolidated Debt	Business	1Q13	1Q12	Change COP	Change %	1Q13 USD
CHILE		4,499,993	4,329,812	170,181	3.93%	2,456
Ruta del Maipo	Road Concessions	2,320,234	2,197,950	122,284	5.6%	1,266
Ruta del Maule	Road Concessions	439,467	416,594	22,873	5.5%	240
Ruta de la Araucanía	Road Concessions	655,828	637,553	18,275	2.9%	358
Ruta del Bosque	Road Concessions	667,321	663,745	3,576	0.5%	364
Ruta de los Rios	Road Concessions	387,706	390,523	-2,817	-0.7%	212
Internexa en Chile	Telecommunications Transport	29,437	23,448	5,990	25.5%	16
COLOMBIA		1,780,345	1,776,694	3,651	0.21%	972
ISA Colombia	Electric Energy Transport	1,428,344	1,424,694	3,650	0.3%	780
Transelca	Electric Energy Transport	350,000	350,000	-	0.00%	191
Internexa	Telecommunications Transport	2,001	2,000	1	0.00%	1
BRAZIL		1,869,862	2,165,368	-295,506	-13.65%	1,021
ISA Capital	Electric Energy Transport	57,999	55,966	2,033	3.6%	32
CTEEP	Electric Energy Transport	1,582,195	1,885,360	-303,166	-16.1%	864
IEMG	Electric Energy Transport	46,484	45,305	1,179	2.6%	25
IEPINHEIROS	Electric Energy Transport	103,500	101,308	2,192	2.2%	56
Serra Do Japi	Electric Energy Transport	79,684	77,429	2,256		43
PERU		1,118,362	1,057,266	61,096	5.78%	610
BOLIVIA		53,043	55,457	-2,414	-4.35%	29
ISA Bolivia	Electric Energy Transport	53,043	55,457	-2,414	-4.4%	29
ARGENTINA		6,596	7,649	-1,053		4
Transamerican Telecommunication	Telecommunications Transport	6,596	7,649	-1,053		4
TOTAL		9,328,201	9,392,246	-64,045	-0.7%	5,091

■ CAPEX AND INVESTMENTS

The approximate investment of ISA and its companies for the first quarter of 2013 reached COP 238,150 million, including direct investments and capital contributions:

- **Colombia:** Investments in new construction projects and the renovation and connection of substations.
- **Chile:** Investments mostly executed by Ruta del Maipo in Paisajismo.
- **Brazil:** During the first quarter of 2013, CTEEP made capital investments to IESUL and IEPINHEIROS as well as operating investments.

¹⁴ Includes Bond 144^a of Maipo holding a Swap at UFs



- **Peru:** During the first quarter of 2013, certain reinforcement and connection projects, construction projects as well as changes in the configuration of some substations and expansions, which were moved to an earlier date.

Expected CAPEX for full-year 2013 is COP 1,535,512 million.

(Figures in millions)

	1Q13	%	2013E
Colombia	78,443	32.9%	544,792
Brasil	76,250	32.0%	489,162
Peru	68,969	29.0%	486,197
Chile	14,451	6.1%	13,855
Bolivia	37	0.0%	1,507
TOTAL	238,150	100.0%	1,535,512

The above information is the sum of individual investments, not the result of a consolidation process. Conversion to Colombian Pesos took place taking into account the average quarterly rate.

■ ISA'S RESULTS, INDIVIDUAL

Operating income

Operating income reached by ISA, parent company, decreased 2.3% during 1Q13, compared to 1Q12, from COP 127,290 million during the first quarter of 2012 to COP 124,318 million reported during the first quarter of 2013. This was mainly due to the following factors:

- Lower operating revenues of COP 11,690 million, representing a decline of 4.6%. This decline was due to lower revenues from construction projects for third-parties and other non-recurring operating revenues.
- Lower operating costs for COP 8,718 million, equivalent to a 7.0% decrease with respect to March 2012 due to lower costs associated to the construction of projects for third parties; lower depreciation costs for the review and update of the remaining life of assets from substations, which were reviewed beginning in the third quarter of 2012.

EBITDA and EBITDA Margin

Accumulated EBITDA decreased 5.2%, from COP 160,815 million to COP 152,411 million. EBITDA margin went from 63.8% to 63.4%.

Non-operating results (losses)

With respect to 1Q12, accumulated non-operating result (losses) in 2013 was higher by COP 22,523 million, from COP -1,502 million to COP -24,025 million. The increase was fundamentally the result of lower revenues due to the participation method, as a result of the losses in the subsidiaries abroad; mainly at ISA Capital do Brasil from lower revenues from the anticipated termination and then renewal of Concession 059 at CTEEP. This was partially offset by higher revenues due to the exchange rate difference and lower financial expenses.

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Taxes

Provisions for income taxes went from COP 26,331 million in March 2012 to COP 29,991 million in March 2013, representing an increase of 13.9%. This result was derived from higher fiscal income, from lower financial expenses and higher revenue from exchange rate differences.

Net Income

Accumulated net income for the first quarter of 2013 for ISA, parent company, was COP 70,302 million, 29.3% below the figure obtained for the first quarter of 2012. This was mainly the result of lower revenues from the participation method. Net margin was 29.2%.

■ ISA'S BALANCE SHEET, INDIVIDUAL

The Company's assets at the end of the first quarter 2013 were COP 9,152,344 million, 2.7% higher than the figure at the close of 2012 due to the conversion effects in investments abroad, new deposits under management and a higher investment in assets under construction.

Liabilities were COP 3,081,991 million, representing an increase of 10.4% compared to the figure reported at the close of 2012, primarily due to higher accounts payable (from dividends approved at the General Ordinary Shareholders' Meeting) and deposits received under management.

Equity at the end of the first quarter of 2013 was COP 6,070,353 million, 0.8% below the figure reported at the end of 2012. This difference was generated by the transfer of dividend distribution amounts to liabilities for COP 208,243, the increase in the surplus from the participation method due to the conversion effects of investments abroad and from the results for the period.

■ ISA'S CASH FLOW, INDIVIDUAL

At the end of the first quarter of 2013, cash and cash equivalents reached COP 310,691 million, an increase of COP 75,105 million compared to the amount at the close of 2012, primarily generated from operating activities (COP 155,887). Most of the funds generated were used in investment activities (COP 63,453 million).

■ HIGHLIGHTS JANUARY 2013 – MARCH 2013

January 2013

- ISA established the subsidiary, INTERCHILE, a company whose primary objective will be the transmission of electric energy in Chile. ISA received from the Chilean government the rights to exploit and execute the 755 km energy transport network and associated works that were awarded to the Company on October 1, 2012. The new projects, which are obligated to begin operations within a period of five years, as of January 2013, will project ISA as second-largest energy transporter in Chile.



- In CTEEP, ISA received 50% of the indemnification payments for the assets after May 2000 for COP 1,297.4 billion, the financial update for COP 51.9 billion and the first monthly payment of a total of 31 monthly payments, related to the remaining 50%.

March 2013

- The Ministry of Finance and Public Credit, via Resolution No. 0572, authorized ISA E.S.P. the expansion of the Company's Bond Issuance and Placement Program for Domestic Public Debt, as well as the modifications to the same, for up to COP 1 trillion (COP 1.000.000.000.000) in legal Colombian currency.. The new program includes the option to engage in domestic or external public credit operations, activities or related contracts with internal and external public credit operations, the issuance of bonds for internal or external public debt, internal or external commercial papers, guarantees, loans from affiliate companies in Colombia and/or abroad as well as guarantees to affiliated companies in Colombia and/or abroad. The program was renamed as Issuance and Placement Program for ISA's Internal Public Debt Securities.
- At ISA's the Ordinary Shareholders' Meeting, which took place on March 22, a dividend for COP 188 per share was approved, payable in one installment on June 4, 2013 and represented an increase of 5.03% compared to 2012.

Shareholders selected the Company's new Board of Directors, which is comprised of the Ministry of Mines and Energy (Minister), the Ministry of Finance and Public Energy (Vice Minister), Carlos Mario Giraldo Moreno, Chief Executive Officer of Empresas Públicas de Medellín E.S.P*, Santiago Montenegro Trujillo, Luis Gonzalo Gallo, Bernardo Vargas Gibsone; and as alternates by the Ministry of Mines and Energy by the Vice Minister, Minister of Finance and Public Credit by the Chief Executive Officer of Public Credit and the National Treasury, Tomás González Estrada, Jesús Aristizábal Guevara*, Camilo Zea Gómez*, Alejandro Linares Cantillo*, Carlos Felipe Londoño Álvarez* (*Independednt Members).

The Company also announced its new strategic path during the Ordinary Shareholders' Meeting. Accompanied by McKinsey & Co, ISA's Board of Directors and management team have been conducting this exercise since 2012 to analyze the effectiveness of the definitions, which have supported the strategy up to now. In this context, the Company established the general guidelines of the new strategic definition, the growth consolidation and position reached, in this manner taking advantage of the economies of scale acquired to ensure competitiveness for the next growth cycle; formalized in the new vision:

By 2020 ISA expects to have tripled net income, via the capture of more profitable growth opportunities within its current businesses in the Latin American region, the drive for operating efficiency and the optimization of its business portfolio.

April 2013

- In accordance with provisional measure 612/2013 contributions to PIS (Social Integration Program) and COFINS (Financing Contribution to Social Security) were reduced to zero over payments referred to by Law No. 12783 of January 11, 2013 and coincide with the payments for the anticipated renewal of concession 059/2001. These contributions were calculated over revenues at a rate of 9.25%.

This report may contain statements based on estimates of ISA's performance and should be relied on by the institutions in good faith; such statements reflect estimates based on the management's view and are based on currently available information, which involves risks and uncertainties, including economic conditions and those of other markets, as well as fluctuating exchange rates and other financial variables for which ISA S.A. E.S.P. cannot be liable, directly or indirectly, to the financial transactions made by the public relying on the information presented herein.

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■ MARKET DATA AND ADDITIONAL INFORMATION

Exchange rates

EXCHANGE RATE	1Q12 average	1Q13 average	Change %	2012 close	1Q13 close	Change %
COP / DOLAR USD	1,800.67	1,790.46	-0.6%	1,768.23	1,832.20	3.6%
REAL / DOLAR USD	1.7683	1.9960	12.9%	2.0435	2.0138	-1.5%
CPL / DOLAR USD	489.41	472.498	-3.5%	479.96	472.03	-1.7%
COP / REAL	1,018.31	897.02	-11.9%	865.29	909.82	5.1%
COP / CPL	3.68	3.79	3.0%	3.68	3.88	5.4%

ISA risk ratings

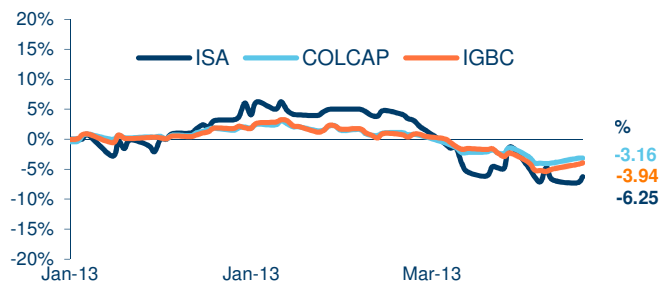
Fitch Ratings September 2012	Standard & Poor's December 2012	Moody's December 2012
BBB- Positive Outlook	BBB- Stable Outlook	Baa3 Stable Outlook

Stock composition by March 2013

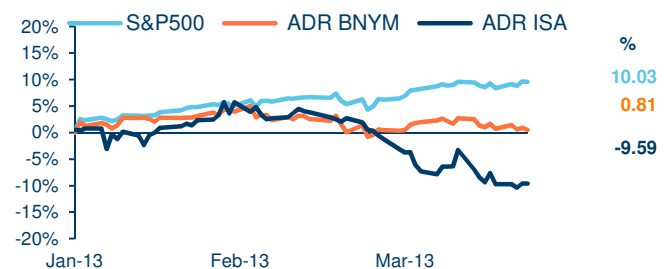
	Number of Shares	%
The Colombian State	569,472,561	51.4%
Private investors	348,226,256	31.4%
EPM- Empresas Públicas de Medellín	112,605,547	10.2%
Companies with state and private capital	77,373,530	7.0%
Subscribed and paid -in-capital	1,107,677,894	100.0%

ISA's share (valuation and multiples)

ISA CB – Bolsa de Valores de Colombia



ADR (1:25) IESFY – OTC Market



PVL 1.64 RPG 40.89 DIVIDEND YIELD 2.09% EV/EBITDA 6.42

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INCOME STATEMENT (Unaudited)**
JANUARY – MARCH 2013
Figures in millions of Colombian pesos

	1Q13	1Q12	Change COP	Change %	1Q13 USD
OPERATING REVENUES					
Energy transmission services	476,615	771,257	(294,642)	-38.2%	260
Connection charges	41,525	90,108	(48,583)	-53.9%	23
Dispatch and CND (National Dispatch Center)	12,458	10,157	2,301	22.7%	7
MEM Services	4,936	9,574	(4,638)	-48.4%	3
Roads	240,637	210,949	29,688	14.1%	131
Telecommunications	31,437	28,484	2,953	10.4%	17
Related activities	8,642	21,134	(12,492)	-59.1%	5
TOTAL OPERATING REVENUES	816,250	1,141,663	(325,413)	-28.5%	446
COSTS AND OPERATING EXPENSES					
Sales and operating costs and expenses	353,452	334,448	19,004	5.7%	193
Depreciation	38,334	42,200	(3,866)	-9.2%	21
Amortization	129,988	146,009	(16,021)	-11.0%	71
Provisions	10,159	10,286	(127)	-1.2%	6
TOTAL COSTS AND OPERATING EXPENSES	531,933	532,943	(1,010)	-0.2%	290
Operating Income	284,317	608,720	(324,403)	-53.3%	155
NON - OPERATING REVENUES					
Financial	103,116	29,358	73,758	251.2%	56
Exchange rate differences	81,658	77,559	4,099	5.3%	45
Other	22,784	7,587	15,197	200.3%	12
Total non-operating revenues	207,558	114,504	93,054	81.3%	113
NON - OPERATING EXPENSES					
Financial	221,243	234,084	(12,841)	-5.5%	121
Exchange rate differences	57,006	78,856	(21,850)	-27.7%	31
Other	6,331	8,207	(1,876)	-22.9%	3
Total non-operating expenses	284,580	321,147	(36,567)	-11.4%	155
Non-operating results	(77,022)	(206,643)	129,621	-62.7%	-42
Income before taxes	207,295	402,077	(194,782)	-48.4%	113
Income tax provision	75,133	128,482	(53,349)	-41.5%	41
Income before minority interests	132,162	273,595	(141,433)	-51.7%	72
Minority interest (MI)	61,860	174,138	(112,278)	-64.5%	34
NET INCOME	70,302	99,457	(29,155)	-29.3%	38
EBITDA	470,886	815,168	(344,282)	-42.2%	257
EBITDA margin	57.7%	71.4%			
Operating margin	34.8%	53.3%			
Net margin before Minority Interest	16.2%	24.0%			

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**ISA S.A. E.S.P. - CONSOLIDATED -
BALANCE SHEET (Unaudited)
JANUARY – MARCH 2013**
Figures in millions of Colombian pesos

	1Q13	% Part.	2012	Change COP	Change %	1Q13 USD
CURRENT ASSETS						
Cash	433,535	1.7%	429,455	4,080	1.0%	237
Temporary Investments	2,431,731	9.4%	1,247,451	1,184,280	94.9%	1,327
Accounts receivable, net	1,731,752	6.7%	2,986,706	(1,254,954)	-42.0%	945
Inventories - net	69,826	0.3%	112,043	(42,217)	-37.7%	38
Deferred charges and other assets	152,835	0.6%	119,410	33,425	28.0%	83
Total current assets	4,819,679	18.6%	4,895,065	(75,386)	-1.5%	2,631
NON-CURRENT ASSETS						
Permanent investments – net	706,617	2.7%	707,607	(990)	-0.1%	386
Long-term accounts receivable - net	1,905,562	7.4%	1,916,517	(10,955)	-0.6%	1,040
Inventories - net	58,585	0.2%	58,428	157	0.3%	32
Property, plant and equipment, net	3,084,817	11.9%	3,031,437	53,380	1.8%	1,684
Deferred charges and other assets	12,336,818	47.6%	12,148,548	188,270	1.5%	6,733
Reappraisal of assets	3,012,261	11.6%	3,013,387	(1,126)	0.0%	1,644
Total non- current assets	21,104,660	81.4%	20,875,924	228,736	1.1%	11,519
TOTAL ASSETS	25,924,339	100.0%	25,770,989	153,350	0.6%	14,149
CURRENT LIABILITIES						
Outstanding bonds	418,656	1.6%	412,934	5,722	1.4%	228
Financial liabilities	613,964	2.4%	936,531	(322,567)	-34.4%	335
Accounts payable	1,160,802	4.5%	1,017,421	143,381	14.1%	634
Labor liabilities	22,848	0.1%	20,919	1,929	9.2%	12
Accrued liabilities and estimated provisions	189,755	0.7%	176,773	12,982	7.3%	104
Other liabilities	351,580	1.4%	259,299	92,281	35.6%	192
Total current liabilities	2,757,605	10.6%	2,823,877	(66,272)	-2.3%	1,505
LONG-TERM LIABILITIES						
Outstanding bonds	5,796,830	22.4%	5,574,696	222,134	4.0%	3,164
Financial liabilities	2,498,751	9.6%	2,468,086	30,665	1.2%	1,364
Accounts payable	1,345,807	5.2%	1,554,263	(208,456)	-13.4%	735
Labor liabilities	1,389	0.0%	1,433	(44)	-3.1%	1
Accrued liabilities and estimated provisions	803,198	3.1%	767,931	35,267	4.6%	438
Other liabilities	2,263,839	8.7%	2,296,767	(32,928)	-1.4%	1,236
Total long-term liabilities	12,709,814	49.0%	12,663,176	46,638	0.4%	6,937
TOTAL LIABILITIES	15,467,419	59.7%	15,487,053	(19,634)	-0.1%	8,442
Minority interests	4,386,430	16.9%	4,173,321	213,109	5.1%	2,394
Subscribed and paid in capital	36,916	0.1%	36,916	-	0.0%	20
Capital Surplus	1,445,509	5.6%	1,445,509	-	0.0%	789
Reserves	999,186	3.9%	934,492	64,694	6.9%	545
Net income	70,302	0.3%	272,938	(202,636)	-74.2%	38
Cumulative translation adjustment	139	0.0%	(9,091)	9,230	101.5%	0
Equity revaluation	415,645	1.6%	415,645	-	0.0%	227
Surplus from asset reappraisals	2,562,161	9.9%	2,563,287	(1,126)	0.0%	1,398
Surplus from equity method	540,632	2.1%	450,919	89,713	19.9%	295
Total Shareholders' Equity	6,070,490	23.4%	6,110,615	(40,125)	-0.7%	3,313
TOTAL LIABILITIES, MINORITY INTERESTS AND SHAREHOLDERS' EQUITY	25,924,339	100.0%	25,770,989	153,350	0.6%	14,149

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ISA S.A. E.S.P. - CONSOLIDATED - CASH FLOW STATEMENT (Unaudited)

JANUARY – MARCH 2013

Figures in millions of Colombian pesos

	1Q13	1Q12	Change COP	Change %	1Q13 USD
Cash flows from operating activities:					
Net income	70,302	99,457	(29,155)	-29%	38
Plus (minus) – Adjustments to reconcile net income with the net cash provided by operational activities:					
Minority interest	61,860	174,138	(112,278)	-64%	34
Depreciation of properties, plant and equipment	38,334	42,200	(3,866)	-9%	21
Amortization of deferred and other assets	129,988	146,010	(16,022)	-11%	71
Amortization of retirement pensions and extralegal benefits – net	8,088	7,950	138	2%	4
Provision for accounts receivable	161	86	75	87%	0
Investment provision	412	55	357	649%	0
Income tax provision	75,133	128,482	(53,349)	-42%	41
Loss in property, plant and equipment disposal and retirement	851	4,275	(3,424)	-80%	0
Cost for rights of anticipated renewal of Concession 059/2001 CTEEP	(15,437)	12,427	(27,864)	-224%	(8)
Recovery of provisions	(182)	(472)	290	-61%	(0)
Accrued interest and commissions	126,826	133,578	(6,752)	-5%	69
	496,336	748,186	(251,850)	-34%	271
Changes in operating assets and liabilities:					
Debtors	139,959	161,287	(21,328)	-13%	76
Recaudo for early contract renewal compensation 059/2001	1,344,703	-	1,344,703		734
Inventories	42,060	18,302	23,758	130%	23
Deferred and other assets	(31,815)	94,545	(126,360)	-134%	(17)
Accounts payable	(210,426)	(63,211)	(147,215)	233%	(115)
Labor liabilities	1,885	(18,781)	20,666	-110%	1
Estimated liabilities and provisions	(16,087)	(94,292)	78,205	-83%	(9)
Collections in favor of third-parties	(10,322)	228,573	(238,895)	-105%	(6)
Minority interest	(8,190)	(233,689)	225,499	-96%	(4)
Variation Shareholders' equity					
Cash flows in other operations:					
Retirement pension payments	(6,071)	(4,197)	(1,874)	45%	(3)
Tax payments	(161,058)	(283,310)	122,252	-43%	(88)
Net cash provided by operating activities	1,580,974	850,489	730,485	86%	863
Cash flows from investment activities:					
Variation of permanent and long term investments	578	60,620	(60,042)	-99%	0
Sale of property, plant and equipment	725		725		0
Intangible acquisitions	269,783	(846,350)	1,116,133	-132%	147
Purchase of property, plant and equipment	(85,047)	(40,152)	(44,895)	112%	(46)
Net cash used by investment activities	186,039	(825,882)	1,011,921	-123%	102
Cash flows from financing activities:					
Interest received in cash	56,610	29,216	27,394	94%	31
Interest paid in cash	(237,765)	(105,148)	(132,617)	126%	(130)
Dividends paid	-	(47,630)	47,630	-100%	-
Increase in financial obligations	70,682	497,810	(427,128)	-86%	39
Bond Issue	73,072		73,072		40
Payment of financial obligations	(471,837)	(312,130)	(159,707)	51%	(258)
Bond payment	(69,415)	(20,565)	(48,850)	238%	(38)
Net cash used by financing activities	(578,653)	41,553	(620,206)	-1493%	(316)
Net increase (decrease) in cash and cash equivalents	1,188,360	66,160	1,122,200	1696%	649
Cash and equivalents at the beginning of quarter	1,676,906	1,412,951	263,955	19%	915
CASH AND EQUIVALENTS AT QUARTER END	2,865,265	1,479,111	1,386,155	94%	1,564

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**ISA S.A. E.S.P. - INDIVIDUAL -
INCOME STATEMENT (Unaudited)**
JANUARY – MARCH 2013
Figures in millions of Colombian pesos

	1Q13	1Q12	Change COP	Change %	1Q13 USD
OPERATING REVENUES					
Energy transmission services	206,916	206,851	65	0.0%	113
Connection charges	23,318	24,232	(914)	-3.8%	13
Infrastructure Projects	1,043	10,287	(9,244)	-89.9%	1
Telecommunications	4,711	4,508	203	4.5%	3
Other services	4,399	6,199	(1,800)	-29.0%	2
TOTAL OPERATING REVENUES	240,387	252,077	(11,690)	-4.6%	131
COSTS AND OPERATING EXPENSES					
Sales and operating costs and expenses	92,468	95,330	(2,862)	-3.0%	50
Depreciation	21,439	26,560	(5,121)	-19.3%	12
Amortization	1,755	1,810	(55)	-3.0%	1
Provisions	407	1,087	(680)	-62.6%	0
TOTAL COSTS AND OPERATING EXPENSES	116,069	124,787	(8,718)	-7.0%	63
Operating Income	124,318	127,290	(2,972)	-2.3%	68
NON - OPERATING REVENUES					
Financial	14,169	10,904	3,265	29.9%	8
Exchange rate difference	43,590	10,600	32,990	311.2%	24
Equity Method	27,447	43,282	(15,835)	-36.6%	15
Other	2,793	4,602	(1,809)	-39.3%	2
Total no-operating revenues	87,999	69,388	18,611	26.8%	48
NON - OPERATING EXPENSES					
Financial	32,640	38,866	(6,226)	-16.0%	18
Exchange rate difference	39,492	24,290	15,202	62.6%	22
Equity Method	39,795	6,993	32,802	469.1%	22
Other	97	741	(644)	-86.9%	0
Total no-operating expenses	112,024	70,890	41,134	58.0%	61
Non-operating results	(24,025)	(1,502)	(22,523)	1499.5%	(13)
Income before taxes	100,293	125,788	(25,495)	-20.3%	55
Income tax provision	29,991	26,331	3,660	13.9%	16
NET INCOME	70,302	99,457	(29,155)	-29.3%	38
EBITDA	152,411	160,815	(8,404)	-5.2%	83
EBITDA margin	63.4%	63.8%			
Operating margin	51.7%	50.5%			
Net margin	29.2%	39.5%			

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**ISA S.A. E.S.P. - INDIVIDUAL -
BALANCE SHEET (Unaudited)
JANUARY – MARCH 2013**

Figures in millions of Colombian pesos

	1Q13	% Part.	2013	Change COP	Change %	1Q13 USD
CURRENT ASSETS						
Cash	94,449	1.0%	97,797	(3,348)	-3.4%	52
Temporary derivatives Investments	216,242	2.4%	137,789	78,453	56.9%	118
Accounts receivable, net	684,085	7.5%	529,318	154,767	29.2%	373
Inventories – net	3,745	0.0%	28,284	(24,539)	-86.8%	2
Deferred charges and other assets	77,120	0.8%	72,658	4,462	6.1%	42
Total current assets	1,075,641	11.8%	865,846	209,795	24.2%	587
NON-CURRENT ASSETS						
Permanent investments - net	2,719,644	29.7%	2,727,530	(7,886)	-0.3%	1,484
Long-term accounts receivable	13,745	0.2%	14,533	(788)	-5.4%	8
Inventories - net	53,181	0.6%	53,328	(147)	-0.3%	29
Property, plant and equipment, net	2,410,833	26.3%	2,368,664	42,169	1.8%	1,316
Deferred charges and other assets	317,139	3.5%	319,117	(1,978)	-0.6%	173
Reappraisal of assets	2,562,161	28.0%	2,563,287	(1,126)	0.0%	1,398
Total non- current assets	8,076,703	88.2%	8,046,459	30,244	0.4%	4,408
TOTAL ASSETS	9,152,344	100.0%	8,912,305	240,039	2.7%	4,995
CURRENT LIABILITIES						
Outstanding bonds	110,000	1.2%	110,000	-	0.0%	60
Financial liabilities	6,946	0.1%	6,704	242	3.6%	4
Economically related companies	-	0.0%	31,908	(31,908)	-100.0%	-
Accounts payable	505,473	5.5%	243,363	262,110	107.7%	276
Labor liabilities	9,469	0.1%	7,639	1,830	24.0%	5
Accrued liabilities and estimated provisions	50,751	0.6%	53,173	(2,422)	-4.6%	28
Other liabilities	15,437	0.2%	11,110	4,327	38.9%	8
Total current liabilities	698,076	7.6%	463,897	234,179	50.5%	381
LONG-TERM LIABILITIES						
Outstanding bonds	991,365	10.8%	991,365	-	0.0%	541
Financial liabilities	320,033	3.5%	316,625	3,408	1.1%	175
Related parties	288,491	3.2%	255,060	33,431	13.1%	157
Accounts payable	54,424	0.6%	50,462	3,962	7.9%	30
Labor liabilities	1,389	0.0%	1,433	(44)	-3.1%	1
Accrued liabilities and estimated provisions	137,681	1.5%	136,359	1,322	1.0%	75
Other liabilities	590,532	6.5%	577,398	13,134	2.3%	322
Total long-term liabilities	2,383,915	26.0%	2,328,702	55,213	2.4%	1,301
TOTAL LIABILITIES	3,081,991	33.7%	2,792,599	289,392	10.4%	1,682
Subscribed and paid in capital	36,916	0.4%	36,916	0	0.0%	20
Capital Surplus	1,445,509	15.8%	1,445,509	0	0.0%	789
Reserves	999,186	10.9%	934,492	64,694	6.9%	545
Net income	70,302	0.8%	272,938	(202,636)	-74.2%	38
Surplus from asset reappraisals	2,562,162	28.0%	2,563,287	(1,125)	0.0%	1,398
Surplus from equity method	540,633	5.9%	450,919	89,714	19.9%	295
Equity revaluation	415,645	4.5%	415,645	-	0.0%	227
Total Shareholders' Equity	6,070,353	66.3%	6,119,706	(49,353)	-0.8%	3,313
TOTAL LIABILITIES, MINORITY INTERESTS AND SHAREHOLDERS' EQUITY	9,152,344	100.0%	8,912,305	240,039	2.7%	4,995

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**ISA S.A. E.S.P. - INDIVIDUAL -
CASH FLOW STATEMENT (Unaudited)
JANUARY – MARCH 2013
Figures in millions of Colombian pesos**

	1Q13	1Q12	Change COP	Change %	1Q13 USD
Cash flows from operating activities:					
Net income	70,302	99,457	(29,155)	-29.3%	38
Plus (minus) – Adjustments to reconcile net income with the net cash provided by operational activities:					
Depreciation of properties, plant and equipment	21,439	26,560	(5,121)	-19.3%	12
Amortization of deferred and other assets	1,755	1,810	(55)	-3.0%	1
Amortization of retirement pensions and extralegal benefits – net (Recovery-Write Off) Provision of accounts receivable	4,492	4,068	424	10.4%	2
	(151)	(180)	29	-16.1%	(0)
(Recovery) Provision for investments	53	9	44	488.9%	0
Income tax provision	29,991	26,331	3,660	13.9%	16
Loss in property, plant and equipment disposal and retirement (Expense) Income for foreign exchange rate conversion	38	598	(560)	-93.6%	0
Income for equity method	(3,988)	13,637	(17,625)	-129.2%	(2)
Accrued interest and commissions	12,348	(36,289)	48,637	-134.0%	7
	25,241	32,756	(7,515)	-22.9%	14
	161,520	168,757	(7,237)	-4.3%	88
<i>Changes in operating assets and liabilities:</i>					
Debtors	(55,574)	(17,541)	(38,033)	216.8%	(30)
Inventories	248	7,408	(7,160)	-96.7%	0
Deferred and other assets	(6,445)	5,328	(11,773)	-221.0%	(4)
Accounts payable	85,214	8,558	76,656	895.7%	47
Labor liabilities	1,786	1,939	(153)	-7.9%	1
Estimated liabilities and provisions	(8,468)	(9,807)	1,339	-13.7%	(5)
Other liabilities	23,226	17,762	5,464	30.8%	13
Cash flows in other operations:					
Retirement pension payments	(3,178)	(3,160)	(18)	0.6%	(2)
Payment of taxes and contributions	(42,442)	(40,754)	(1,688)	4.1%	(23)
Net cash provided by operation activities	155,887	138,490	17,397	12.6%	85
Cash flows from investment activities:					
Purchase of permanent and long term investments	(531)	12,153	(12,684)	-104.4%	(0)
Purchase of property, plant and equipment	(63,045)	(24,197)	(38,848)	160.5%	(34)
Additions (disposals) of deferred and other assets	123	(1,393)	1,516	-108.8%	0
Net cash used by investment activities	(63,453)	(13,437)	(50,016)	372.2%	(35)
Cash flows from financing activities:					
Interest received in cash	3,027	2,861	166	5.8%	2
Interest paid in cash	(20,356)	(21,237)	881	-4.1%	(11)
Dividends paid	-	(47,630)	47,630	-100.0%	-
Payment of financial obligations	-	(25,000)	25,000	-100.0%	-
Decrease in loans to economically related companies	-	(21,148)	21,148	-100.0%	-
Net cash used by financing activities	(17,329)	(112,154)	94,825	-84.5%	(9)
Net increase (decrease) in cash and cash equivalents	75,105	12,899	62,206	482.3%	41
Cash and equivalents at the beginning of the year	235,586	157,173	78,413	49.9%	129
CASH AND EQUIVALENTS AT THE YEAR END	310,691	170,072	140,619	82.7%	170

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