

CÁLIDDA INVESTOR REPORT

3Q2016

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1 Relevant Developments

- Calidda's client base has increased by 31% and the invoiced volume has increased by 5% compared to third quarter of 2015 (416,954 vs 317,387 clients).
- During the three first quarters of 2016, our network length was enlarged by 1,168 km, whereby the distribution system has reached a total of 7,157 km of underground pipelines.
- Total Revenues of Q3 YTD have increased 1%, despite the reduction in natural gas prices. Total Adjusted Revenues increased by 6% driven by higher distribution services, mainly from Take-or-Pay contracts and installations financing business (USD 398.8MM vs USD 394.8MM).
- The EBITDA and Adjusted EBITDA margin grew mainly due to the higher income mentioned above (higher demand of natural gas) keeping the operational expenditures at the same level.
- In the last quarter there have been two important events related to our residential business, which starts with the client's connection to our distribution system. The connection consists of three services invoiced to the client: construction of the internal facility (internal installation), installation of the gas meter, and the connection fee. The first event is that in July the Promotional Discount was reactivated. This discount subsidizes the cost of the client's gas meter and connection fee. The second event was the announcement, by the Peruvian Government, of a new mechanism that would beneficiate potential low-income residential clients: the Bonogas. Since September, this would subsidize the client's one point internal facility (internal installation) by between 50% (fifty percent) and 100% (one hundred percent) of the installation cost, depending on the client's acquisitive power. This subsidy could also be applicable to those customers already eligible to receive the Promotional Discount.

2 Natural Gas Market

- In Q3 2016, the monthly average total volume of natural gas produced in Peru was 1,459 MMCFD (million cubic feet per day), showing an increase of 36.36% when compared to the monthly average total volume produced in Q3 2015 of 1,070 MMCFD.

3 Commercial Performance

Calidda has connected a total of 71,818 as of Q3 2016. In the Residential segment, Calidda has operations in 20 out of the 49 districts from the Metropolitan area of Lima and Callao, which are the following: Villa El Salvador, Comas, San Juan de Lurigancho, El Agustino, San Miguel, Santiago de Surco, Jesús María, Magdalena, Pueblo Libre, Cercado de Lima, Los Olivos, San Martín de Porres, San Juan de Miraflores, Santa Anita, Villa María del Triunfo, Ate, Callao, Independencia, Carabayllo and Lurin. Likewise, in the Industrial, Commercial and NGV Stations segments, Calidda has operations in 37 districts.

3.1 Client Base

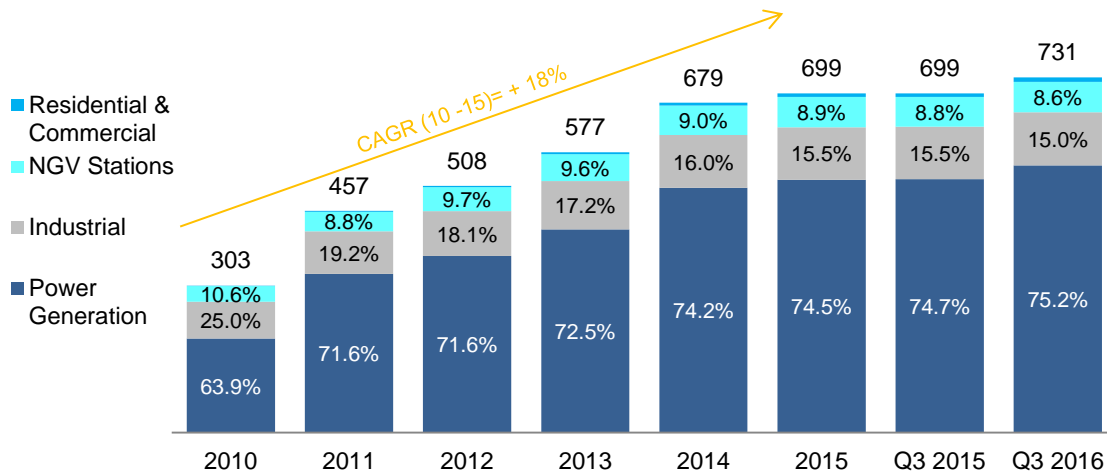
Client Base	2010	2011	2012	2013	2014	2015	Q3 2016
Power Generation	11	13	13	16	16	17	18
Industrial	360	394	429	466	489	507	523
GNV Stations	143	172	192	206	220	232	239
Converted Vehicles	103,712	126,586	151,781	171,541	197,154	212,252	229,472
Residential & Commercial	34,619	63,602	103,090	163,129	254,280	344,380	416,174
Total Clients	35,133	64,181	103,724	163,817	255,005	345,136	416,954

- A new cogeneration client was connected in Q3 2016 (Progenere).
- 16 new industrial plants have been connected during the current year.
- 7 new NGV stations joined Calidda's distribution system and 229,472 converted vehicles are attended in the cities of Lima and Callao.

- Until the third quarter of 2016, Calidda added 70,857 clients in the Residential segment and 937 clients in the Commercial segment.
- On September, out of the 8,280 residential connections contracts signed, 6,286 were subsidized by the Bonogas program.

3.2 Volume

The graph below shows Calidda's invoiced volume since 2010, which until 2015 grew at a rate of 18% per year. As of this year, invoiced volume has increased by 5% when compared to similar period of 2015. This is mostly explained by the increase in Take-or-Pay contracts, which amounted 576 MMCFD (541 MMCFD Power Generation + 35 MMCFD Industrial), totaling 79% of Calidda's invoiced volume.



The volume breakdown by client segments is shown in the following chart:

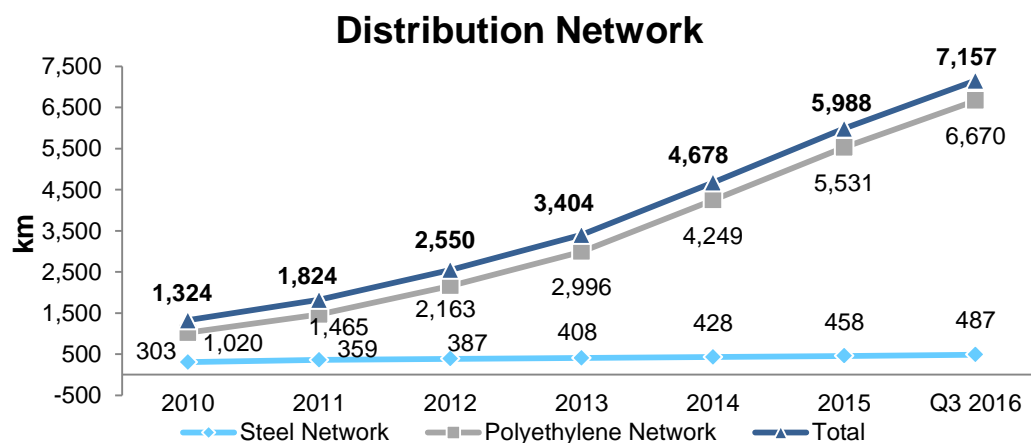
Volume (MMCFD)	2010	2011	2012	2013	2014	2015	Q3 2015	Q3 2016	Var (Q3'15 vs Q3'16)
Power Generation	193	327	364	418	504	521	522	550	5%
Industrial	76	88	92	99	109	108	108	109	1%
GNV Stations	32	40	49	56	61	62	61	63	2%
Residential & Commercial	1.3	1.9	2.9	3.9	5.8	7.5	7.2	9.3	29%

- The segment that presents the highest growth rate is the Residential & Commercial segment, which shows a volume increase of 29% compared when compared to the third quarter of 2015. This is explained by a higher client base: 316,639 as of Q3 2015 vs. 416,174 as of Q3 2016.
- The industrial sector's volume has increased 1% compared to last year's similar period due to the connection of new industries but lower average volume consumption.
- The NGV segment shows slightly increased invoiced volume (+2%) due to the addition of new customers and converted vehicles.
- The Power Generation segment shows an increase of 5% mainly due to additional take-or-pay volume contracted with two of our biggest clients.

4 Operational Performance

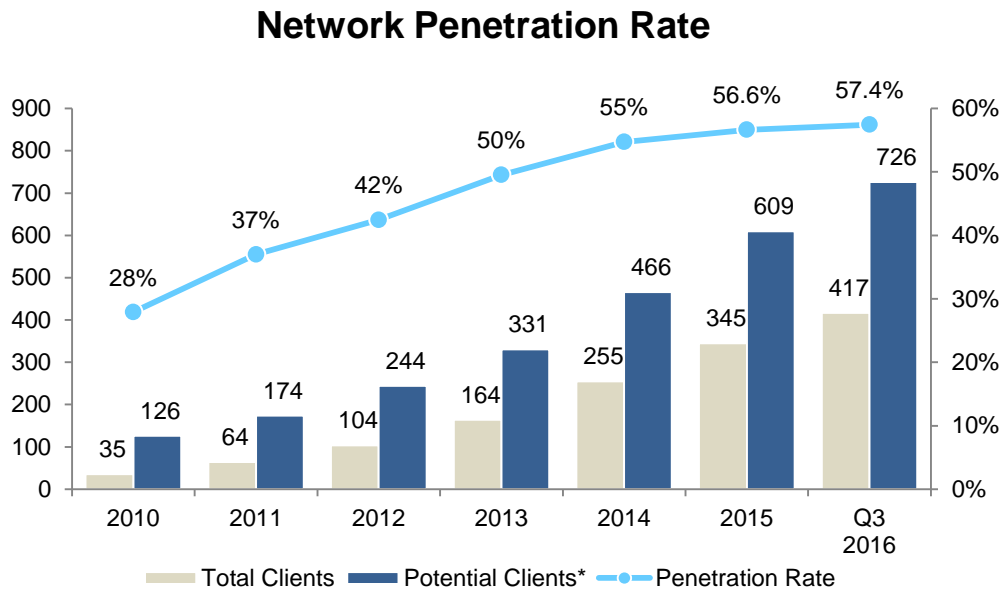
4.1 Distribution Network

In Q3 2016, Calidda has built 1,168km, out of which 29km were steel high pressure network while the remaining 1,139km were polyethylene pipelines. The network now reaches 7,157km of underground pipelines. The next chart shows the evolution of the length of the distribution system:



4.2 Network Penetration Rate

The network penetration rate is measured as the number of connected clients over the number of potential clients that are located in front of Calidda's network. In Q3 2016, Calidda estimated that there are over 726,000 potential clients (among households and other types of clients) close enough to Calidda's network, out of which 416,954 are currently connected. Therefore, the network penetration rate is 57.4%.



(*) Clients who are adjacent to Cálidda's distribution network.

As can be observed, the network penetration rate has increased over the years due to Calidda's commercial strategy to focus in low income districts where the savings produced by the use of natural gas against other alternative fuels are more appreciated.

5 Financial Performance

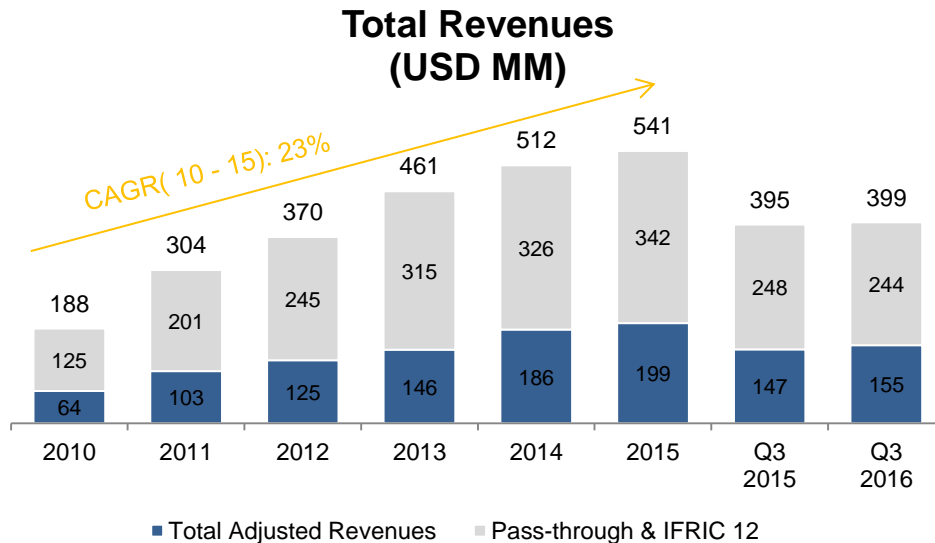
5.1 Revenues

Calidda's revenues are comprised of five items, which are the following:

- i) Distribution revenues, containing sales of distribution of natural gas;
- ii) Installation services, represented mainly by the construction of the network of natural gas within households (these revenues include connection fees and financial income derived from funding clients' installations);
- iii) Pass-through revenues, which are derived from gas supply and gas transportation services (which also represent cost of sales, without a margin);
- iv) IFRIC 12, which represents an accounting standard to book concession investments; and,
- v) Other revenues, comprising maintenance and other non-recurrent services.

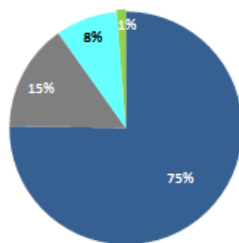
Total revenues as of Q3 2016 were US\$ 399mm (including pass-through and IFRIC 12 revenues), having increased by 1% when compared to similar period of 2015.

Notwithstanding the foregoing, in Q3 2016, the Total Adjusted Revenues increased 6% from US\$ 155mm to US\$ 147mm driven by an increment in revenues from the increase of Take-or-Pay contracts.

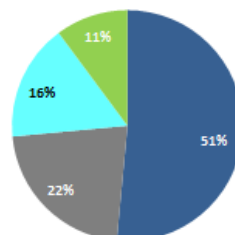


In the next chart we can observe that even though Residential & Commercial segment represents only 1% of the invoiced volume, it explains 11% of the distribution revenues. If we add the revenues generated by the installation's business, this segment represents 35% of the Adjusted Revenues.

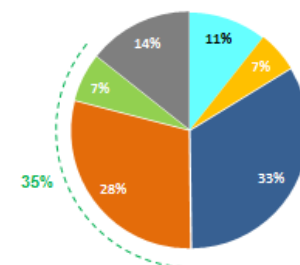
Q3 2016 Invoiced volume (MMCFD)



Q3 2016 Distribution Revenues



Q3 2016 Adjusted Revenues¹



■ Power Generation ■ Industrial ■ NGV Stations ■ Residential & Commercial ■ Installation Services² ■ Others³

1/ Total Adjusted Revenues exclude Pass-through and IFRIC 12 revenues.
2/ Installation Services Revenues include revenues from connection fees and financing.
3/ Others: mainly derived from network relocation and other non recurrent services.

On the other hand, Power Generators represents 75% of the volume, 51% of the distribution revenues, but only 33% of the adjusted revenues.

As of Q3 2016, Other Revenues represent 7% of the Adjusted Revenues, explained by extraordinary revenues from relocation services.

5.2 Financial Ratios

The financial results between Q3 2016 against Q3 2015 are shown in the following chart:

Financial Information	Q3 2016	Q3 2015	Var (Q3 15 vs Q3 16)
Total Revenues (USD MM)	398.8	394.8	1%
Total Adj. Revenues (USD MM) ¹	155.2	146.6	6%
EBITDA (USD MM) ²	118.1	100.3	18%
Adjusted EBITDA Margin ³	56.9%	52.0%	9%
Net Income	43.1	30.6	41%

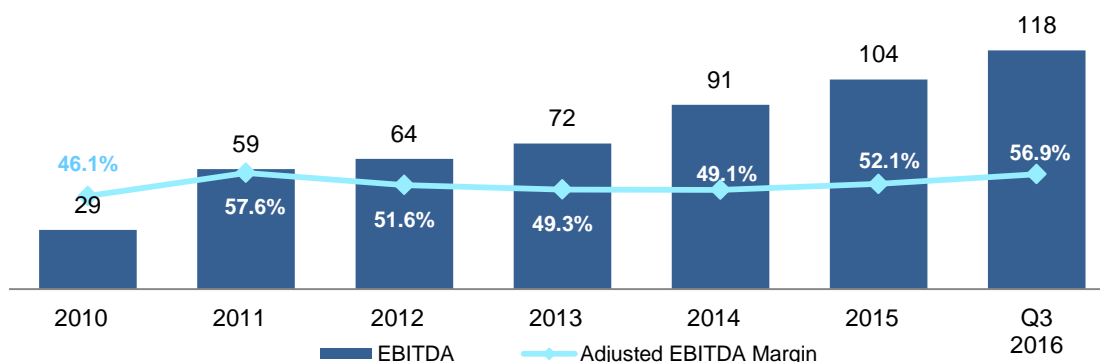
^{1/} Revenues exclude Pass-through and IFRIC 12

^{2/} Last twelve months EBITDA.

^{3/} Last twelve months EBITDA & Adjusted Revenues.

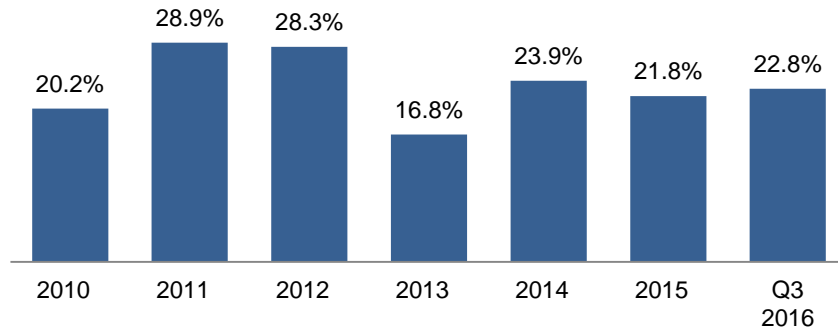
Last twelve months EBITDA as of Q3 2016 amounts US\$ 118mm, which has increased 13% compared to 2015's similar period EBITDA, while the Adjusted EBITDA margin grew almost by 5% due to the higher take-or-pay contracted volume and maintaining an operational expenses at similar levels of the past year.

EBITDA*(MM USD) & Adj. EBITDA Margin (%)



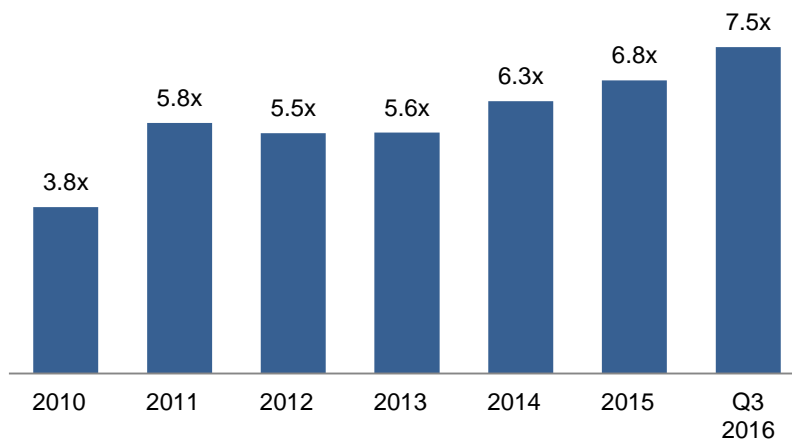
(*) Last Twelve Months.

FFO* / Net Debt

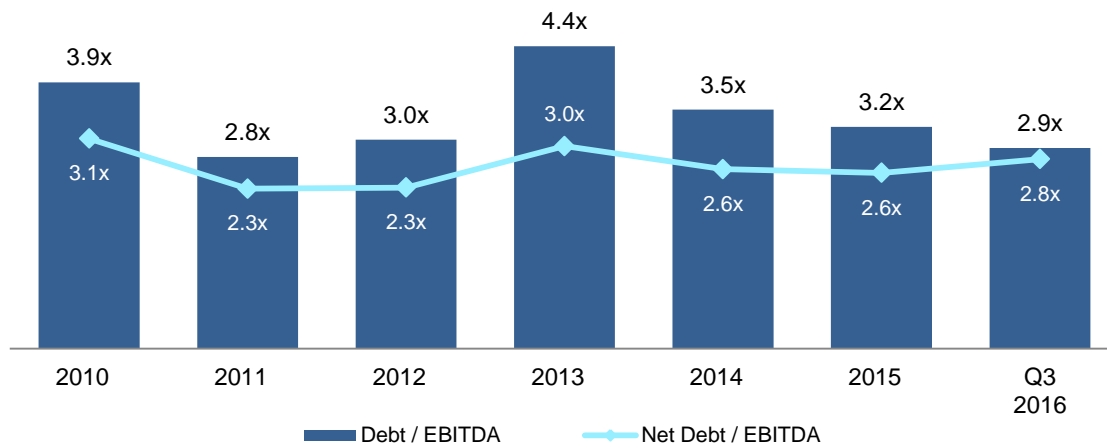


(*) Last twelve months

Interest Coverage* (x)

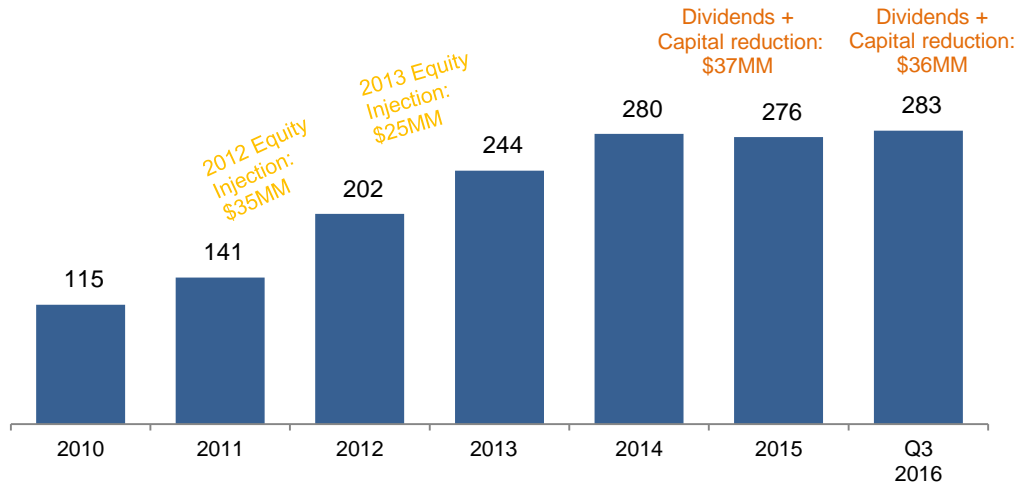


Ratio does not include 2013's debt prepayment penalties (US\$ 7.8 MM).
(*) Last twelve months.



Net Debt = Debt net of Cash Balance
(*) Last Twelve Months.

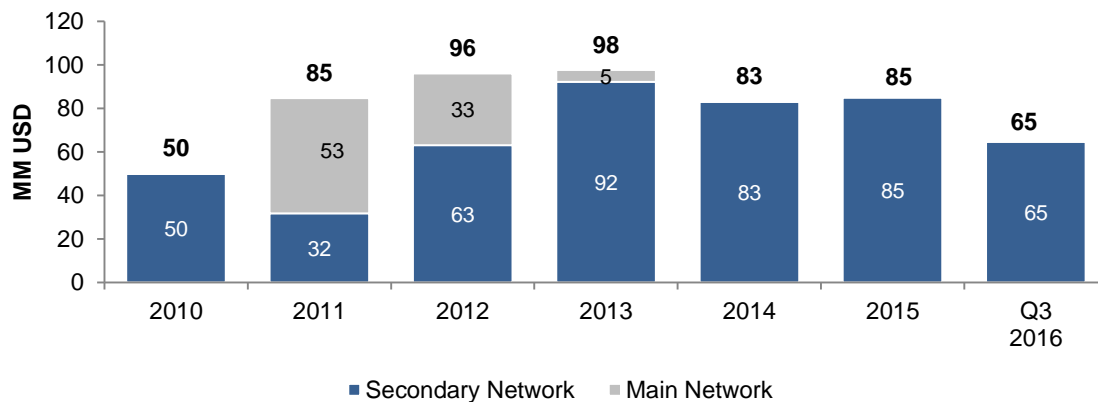
Equity



5.3 Capital Expenditures

In Q3 2016 Calidda invested US\$ 65mm in the expansion of its distribution network, mainly in the construction of polyethylene network in order to connect household customers.

Capital Expenditures



6 Annexes

6.1 Disclaimer

The information provided here is for informational and illustrative purposes only and is not, and does not seek to be, a source of legal or financial advice on any subject. This information does not constitute an offer of any sort and is subject to change without notice. Calidda and its Shareholders expressly disclaim any responsibility for actions taken or not taken based on this information. Neither Calidda nor its Shareholders accept any responsibility for losses that might result from the execution of the proposals or recommendations herein presented. Neither Calidda nor its Shareholders are responsible for any content that may originate with third parties. Calidda or its Shareholders may have provided, or might provide in the future, information that is inconsistent with the information herein presented.

6.2 Definitions

Adjusted EBITDA: Our adjusted EBITDA, or Adjusted EBITDA, consists of our net profit for such period, plus (i) income tax expense, (ii) minus financial income, plus (iii) the sum of (a) financial expenses, and (b) amortization and depreciation included in each of general and administrative expenses, selling expenses and cost of sales, in each case, for such period. Our management considers that Adjusted EBITDA is a meaningful measure for understanding operating and financial performance. Adjusted EBITDA is not a presentation made in accordance with IFRS. Adjusted EBITDA has important limitations as an analytical tool, and you should not consider it in isolation, as indicative of the cash available to us to make payments under or as substitute for analysis of our results as reported under IFRS. For example, Adjusted EBITDA does not reflect (a) cash expenditures, or future requirements of capital expenditures or contractual commitments; and (b) changes in, or cash requirements for, working capital needs. In addition, because other companies may calculate adjusted EBITDA differently than we do, Adjusted EBITDA may not be comparable to similarly titled measures reported by other companies.

Application of IFRIC 12: Given that IFRIC 12 refers to service concession arrangements, as holder of the BOOT Concession Agreements, Calidda must analyze its application to the Financial Statements. Based on the fact that the services to be provided by Calidda are set forth by the MEM, who also determines the tariff rates, and that the assets comprising the Calidda's natural gas distribution system shall be returned to such entity upon termination of the concession, management considers that IFRIC 12 applies to the Financial Statements. Under IFRIC 12, management considers that Calidda's assets comprising the natural gas distribution system and used for natural gas distribution should be recorded as an intangible asset.

MMCFD: Million Cubic Feet Per Day.