

Redexis

2020 First Half Results

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- 1. Highlights
- 2. COVID-19 update
- 3. Operational review
- 4. Financial review
- 5. Conclusions



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Highlights



Resilient business model

- Strong growth pre-COVID, paused due to lockdown measures, yet +3,9% CP's YoY by H1 2020
- Demand decreased less than national contraction: energy distributed -1,5% vs. -11,3% (1)
- Industrial demand grew +3,6%, households affected by warm winter and tertiary by lockdown
- EBITDA -6,7% due to lower demand and delayed revenue from connections and inspections

Solid cash generation and financial position

- Free Cash Flow unaffected by COVID-19 (+12,2%), with positive cash generation ex-financing
- Strong working capital performance due to gas system collections and collections under control
- CAPEX remain 95% discretionary, resulting -13% YoY on an accrual basis
- Investment grade affirmed by S&P on May 2020 (BBB-, outlook stable)

Fully funded upcoming maturities

- Early refinancing of €650m notes maturing 2021 successfully completed in May 2020
 - Bond issue €500m-5yr, 1,875% coupon, ~6x oversubscribed
 - €156m 2021 notes repurchased and cancelled through a tender offer to reduce cost of carry
 - ESG-linked term loan €150m-3yr in club deal format at highly competitive conditions
- Sound liquidity position (€911m available) with longer maturity (+6yrs) and lower cost (1,5%)

Promoting sustainable mobility and clean energy

- First LNG refuelling station of CEPSA agreement in service in Puerto Lumbreras
- 7 CNG refuelling stations built to attend Murcia's Healthcare Service ambulances (exclusivity)
- Participation in projects related to Hydrogen in a European context

Committed to ESG

- Redexis Foundation helped with €140k in aid lines to fight the COVID-19 health emergency
- Redexis improves 38% Vigeo Eiris rating, performance upgraded to Robust.
- Published II Sustainability Report in July 2020



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COVID-19 update

Health crisis evolution and restrictions



April May Jun Jul March 14/mar 27/mar 10/apr 6/jun 20/jun 24/apr 4/may Lockdown decreed 1st extension 2nd extension 3rd extension **De-escalation** Last extension "New normality" · Start of Nationwide lockdown Lockdown Lockdown Lockdown State of alarm Mobility restrictions · Retail stores closed extended and extended extended lockdown deextended for the removed with the exception of intensified Non-essential · Children allowed escalation in 4 · Borders re-open last time essentials All non-essential activities can to go out for stages of 4-6 Government Regional · Hotels, bars and activities closed resume but limited time and weeks each decrees governments restaurants closed for two weeks remote working distance from Regional restrictions to recover regulation Parks, sport facilities where possible home differences apply afterwards power and other public · Tertiary sector Tertiary sector Tertiary sector ("new normality") Max capacity venues closed remains closed remains closed expected to allowed in · Offices, industry and reopen gradually hospitality sector building sites remain but restrictions raises to 75%-100% open apply (max. capacity allowed 50%)

National gas demand evolution during COVID-19⁽¹⁾



Operations restrictions during COVID

- Prohibition of door to door commercial activities
- In-house works (inspections, service lines and raisers installations, meter readings) restricted during lockdown period
- City council closed or on remote working during lockdown, with no permitting while State of Alert
- Civil works restricted during lockdown period



Redexis activated a comprehensive plan to guarantee the continuity of its operations, taking care of its employees and its stakeholders

Safety

- Action Protocol: 5 level programme for the normal operation, ensuring gas supply
- Control Centre remained operating and activating a Backup Centre working autonomously
- Crisis Committee which coordinates all actions and communications with staff, public authorities and third parties and to preserve the health and welfare of its employees
- Coordination with public entities to obtain personal protective equipment necessary as company's activity is defined as essential
- Disinfection of offices and premises and establishment of strict health and safety measures

Clients and suppliers

- Guarantee gas supply, and urgently provide gas to healthcare centers
- Suspension of supply cuts related to non-payments, and facilitate the payments in instalments
- Liquidity support to suppliers by anticipating payments and work certifications

Employees

- Since beginning of March, telecommuting for 100% of the staff across its 17 office sites
- Online training and online health and wellness services during the confinement
- Regularly internal communication with employees and enable a website related to COVID-19

CSR

- Redexis Foundations has centralised all the CSR actions related to COVID-19
- Financial aid line to pay the gas bills of vulnerable groups
- Donation of more than €100k euros to different public administrations and entities

COVID-19 update

Financial impact



Limited financial impact of COVID-19 on Redexis

- Regulated revenues not subject to price volatility and limited exposure to gas demand:
 - Less than 5%⁽¹⁾ impact in revenue driven by lockdown affecting gas demand and connections
 - Fall in revenue related to inspections is expected to be recovered on H2 2020
- No significant impact in working capital during the State of Alarm (March June)
 - Distribution and transmission business: no main issues related as main counterparties are large NG suppliers and Gas System
 - DSO remained stable
 - LPG business: low impact of Government social measures
 - Non-material increase of LPG clients outstanding balances: €0,2m
 - Limited volume of payment deferral requests by SME and self-employed: 19 (€36k)
- Prudent CAPEX allocation, reducing 13% vs 2019 with less than 5% of maintenance related
- Solid liquidity position and cash generation
 - Free Cash Flow unaffected by COVID-19 (+1,3%), with positive cash generation ex-financing
 - More than €0,9bn liquidity position
 - Successfully refinanced in advance 2021 bond maturity
- Commitment to investment grade rating



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Operating highlights (H1)	Unit	2019	2020	%change
Distribution Connection Points				
Natural Gas (P<4b)	#	606.699	623.711	2,8%
LPG ^(*)	#	86.546	96.286	11,3%
Natural Gas (P>4b)	#	295	300	1,7%
Total	#	693.540	720.297	3,9%
Municipalities served	#	520	541	4,0%
Network length	Km			
Distribution network	Km	9.183	9.688	5,5%
Transmission network	Km	1.643	1.643	-
Total	Km	10.826	11.330	4,7%
Energy distributed				
P<4b	GWh	3.577	3.174	(11,3%)
LPG	GWh	255	241	(5,5%)
4b <p<60b< td=""><td>GWh</td><td>4.438</td><td>4.612</td><td>3,9%</td></p<60b<>	GWh	4.438	4.612	3,9%
P>60b	GWh	10.032	10.005	(0,3%)
Total	GWh	18.302	18.033	(1,5%)

Comments

- Lockdown since mid-March restricted expansion after a good year start
- New 8,4k contracts and 12,0k connections points added by 30th June
- Industrial segment performed well thanks to new connections, offset by COVID-19 impact, resulting in +3,6% energy distributed
- Residential demand impacted by winter temperatures higher than historical records, partially offset by people staying at home, -2,5%
- Tertiary segment most impacted by State of Alarm measures, -22,8% YoY
- 10 new municipalities in LPG integrated from CEPSA acquisition in 2019 and 3 new municipalities commissioned in natural gas and 1 new municipality commissioned in LPG
- 541 Municipalities in service + 105 authorised

Connection points (CPs)



Network length (Km)



Energy distributed (GWh)





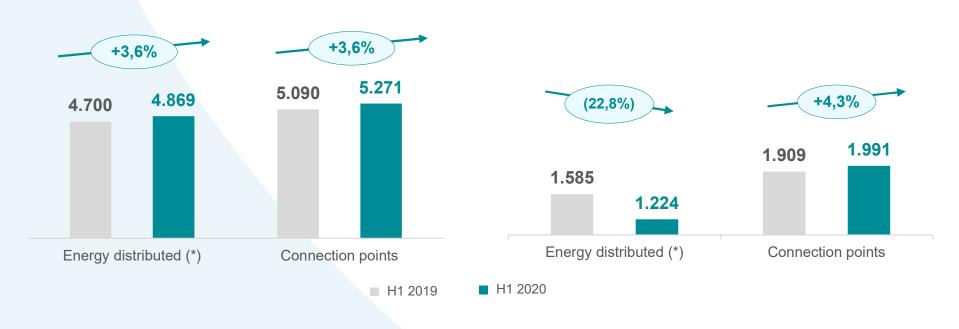


Industrial and commercial segments





Tertiary segment



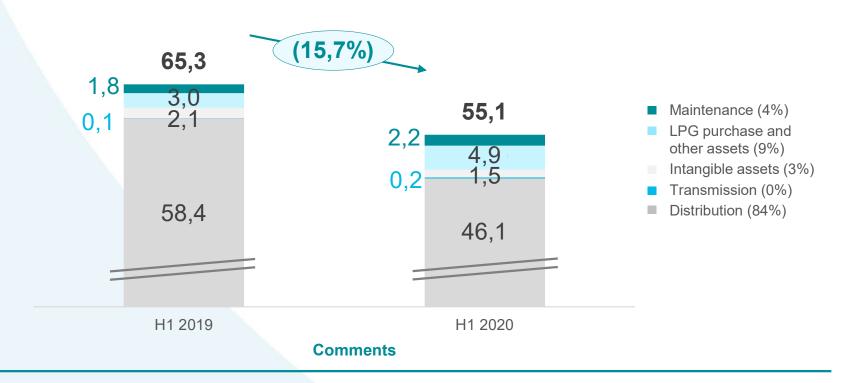
Comments

- Strong industrial performance +3,6% energy distributed vs 2019, underpinned by strong contracting last year
- Tertiary sector (mainly hospitality and leisure), severely affected by COVID-19 and warm winter, demand hit by -22,8%
- Despite health crisis, industrial contracting continued performing strongly, with 2.451 GWh of industrial annualized demand signed in the first half of 2020 (+265% vs. 2019)
- Pipeline activation for tertiary and industrial segment 783 GWh of annualized demand in 2020 (for 2021, 2.682 GWh)

CAPEX and assets



Capex breakdown (€m) (1)



- CAPEX related to growth decreased €10,2m as a result of adjustment in CAPEX program and less operational activity
- Maintenance expenditure remains stable below 5% of total CAPEX
- Other asset growth driven by NGV investments (+2,270% vs H1 2018)
- YTD Distribution network growth -42,1% vs first 6 months of 2019

Promoting sustainable mobility and renewable energy



Promoting sustainable mobility



- In 2019 Redexis inaugurated its first gas refuelling station in the Taxi Cooperative Zaragoza.
- First gas refuelling station following the agreement between Redexis and CEPSA signed on 2019 in Puerto Lumbreras (Murcia). It's the first cornerstone of the 80 stations planned to be in place in 2023.
- New 7 CGN refueling stations for the ambulance fleet of Murcia's Health Service, around 400 vehicles.
- Delay on the execution of new projects yet studied due to COVID-19
- Current pipeline for H2 2020: 2 gas refuelling station in the intermodal transport station in Mallorca, (partnership with Consortium Transport of Mallorca) another in Alcorcón and Mercazaragoza (CEPSA).
- Redexis maintains its plan to develop more than 100 gas refueling station in the next 3 years











- The company has investments amounting to €60 million euros until 2025 to promote initiatives related to this energy vector at a national level
- In 2020, Redexis introduces for the first time in Spain the installation of a hydrogen cell in the gas pipeline network for the generation of electricity and heat in a Regulation and Measurement Station (ERM)
- Redexis participates, among others, in different hydrogen proyects as HIGGS or Lloseta project and collaborate with different entities related (Spanish Hydrogen Association (AeH2)



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Business Income Statement



P&L account (H1)	2019	2020	%change
Figures in € million			
Distribution - regulated	58,2	55,0	(5,4%)
Other regulated distribution income	13,4	11,2	(16,0%)
Transmission - regulated	30,6	29,6	(3,2%)
LPG regulated business	12,8	13,1	2,1%
Other Operating Income	3,8	1,9	(49,3%)
Self-constructed non-current assets	6,9	7,8	13,1%
Total Revenues and other income	125,6	118,6	(5,6%)
Supplies	(11,1)	(10,3)	(6,7%)
Personnel expenses	(13,9)	(14,4)	3,6%
Other Operating expenses	(12,3)	(11,5)	(6,7%)
EBITDA	88,4	82,4	(6,7%)
EBITDA margin (%)	70,3%	69,5%	(0,1pp)
EBITDA Margin ex LPG dilution (%)	76,6%	75,7%	(0,1pp)
Depreciation and amortisation	(41,7)	(44,4)	6,6%
Impairment on non-current assets	(0,0)	(0,2)	-
Restructuring and other non-recurring	(0.0)	(0.7)	
expenses	(0,0)	(0,7)	
EBIT	46,6	37,1	(20,6%)
Finance income	0,1	0,1	(46,6%)
Finance costs	(16,7)	(20,9)	24,9%
Net financial result	(16,6)	(20,8)	25,3%
EBT	30,0	16,2	(46,0%)
Income tax	(7,5)	(33,3)	346,2%
Net result for the period	22,5	(17,1)	(176,0%)
Result for the period attributable to owners of the Parent	22,5	(17,1)	(176,0%)
Result for the period attributable to non- controlling interests	-	-	-
Note: Unaudited figures			

Comments

- Total revenue decreased explained by demand (residential, tertiary and RCS) and mobility restrictions limiting new connections and delaying inspections, and positive one offs in 2019
- Personnel expenses increased due to internal salesforce and NGV new hires in H2 2019. HR plans revised for H2 2020 to adapt to COVID-19 scenario
- Rest of OPEX decreased more than income, with additional efficiency initiatives currently under way
- Financial cost increased due to the temporal effects of the refinancing exercise (new debt issue + liability management)
- Income tax increase explained by non-cash derecognition in balance sheet of tax credit assets after negative ruling by Supreme Court in June rejecting admission of PPL appeal⁽¹⁾. No material cash payment related, as tax credits were not used yet and no sanction is implied

Note: Unaudited figures

¹⁶

Business Cash Flow Statement



Business Cash Flow (H1)	2019	2020	%change
Figures in € million			
EDITO A	00.4	00.4	/C 7 0/\
EBITDA	88,4	82,4	(6,7%)
Adjustment for non-cash items (included in EBITDA):			
Change in provisions	0,1	1,4	-
Government grants taken to income	(0,1)	(0,5)	-
Net change in working capital	17,3	28,4	63,6%
Cash flow from operating activities	105,7	111,6	5,6%
Acquisition of GLPs	(3,1)	(1,7)	(44,0%)
Acquisition of property, plants and equipments	(71,8)	(74,0)	3,0%
Income tax paid	(0,7)	(2,2)	205,1%
Free Cash Flow	30,1	33,8	12,2%
Interest paid	(28,9)	(29,7)	2,7%
Interest received	0,1	0,0	(46,6%)
Finance income	(28,8)	(29,6)	2,9%
Cash flow ex financing activities	1,3	4,1	220,9%
Acquisition financial assets	-	-	-
Proceeds / (Repayment) of EIB	50,0	75,0	50,0%
Proceeds / (Repayment) of bonds	-	337,8	-
Proceeds / (Repayment) of Dividends	(30,0)	(30,0)	-
Proceeds from other financial liabilities	(0,7)	(1,1)	59,8%
Restructuring and other non-recurring			
expenses	-		
Net increase / decrease in cash and cash equivalents	20,6	385,8	1.773,2%
Cash and cash equivalents BOP	49,7	74,9	
Cash and cash equivalents EOP	70,3	460,7	

Comments

- Cash conversion (EBITDA to Cash flow from operating activities) remains robust 135% vs. 120%
- Improvement in working capital mainly related to settlements with the Gas System and collections kept under control
- PPE payments, calculated on a cash basis, includes €18m from 2019.
 Reduction in CAPEX expected to have effect in H2 2020
- Higher interest payments due to the refinancing (payment of accrued coupon of repurchased notes)
- Difference in income tax mainly explained by lower payment in 2019
- Drawdown of €75m EIB facility and new issuance proceeds net of repurchase and transaction costs
- Ordinary dividend payment of €30m against distributable reserves

Balance Sheet



Balance Sheet (H1)	2019	2020
Figures in € million		
ASSETS		
Property, plant and equipment	1.267,6	1.310,0
Goodwill	219,2	219,2
Other intangible assets	557,2	557,5
Right of Use Assets	4,5	12,5
Non-current financial assets	4,3	4,0
TOTAL NON-CURRENT ASSETS	2.052,7	2.103,1
Inventories	6,0	6,1
Trade and other receivables	46,2	41,4
Other current financial assets	0,1	0,1
Other current assets	7,9	8,0
Cash and cash equivalents	70,3	460,7
TOTAL CURRENT ASSETS	130,5	516,4
TOTAL ASSETS	2.183,2	2.619,4

Balance Sheet (H1)	2019	2020
Figures in € million		
SHAREHOLDERS' EQUITY AND LIABILITIES		
Equity attributable to equity		
holders of the parent	646,5	614,5
Non-controlling interest	0,0	0,0
TOTAL EQUITY	646,5	614,5
Deferred income	21,2	20,8
Long term liabilities (Bonds)	1.140,7	989,1
Loans and borrowings (Banks)	207,7	272,9
Other financial liabilities	5,4	13,6
Deferred tax liabilities	63,4	95,6
Provisions for employee benefits	4,1	6,0
Other provisions	0,6	1,1
TOTAL NON-CURRENT	1.443,2	1.399,1
LIABILITIES	1.445,2	1.555,1
Short term liabilities (Bonds) (Accrued interests)	5,7	498,8
Loans and borrowings (Banks) (Accrued interests)	2,1	11,9
Fixed asset suppliers	56,1	41,3
Trade and other payables	23,7	48,1
Current income tax liabilities	3,5	2,1
Provisions for employee benefits	0,0	0,0
Other current liabilities	2,4	3,6
TOTAL CURRENT LIABILITIES	93,5	605,8
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	2.183,2	2.619,4

Note: Unaudited figures

Disciplined investment grade financial policy



Liquidity Position

Maturity profile

Instrument	Amount (€m)	Drawn (€m)	Available (€m)
Bonds	1.494,0	1.494,0	-
RCF (ESG-linked)	300,0	-	300,0
EIB loans	s 285,0 285,0		-
Term Loan (ESG-linked)	150,0	-	150,0
Cash & Eq	460,7	-	460,7
	2.689,8	1.779,1	910,7



Rating S&P

BBB stable outlook (Affirmed May 2020) Available liquidity

€ 910,7m

Avg. Financial cost (2)

1,52%

vs. 2,2% 2019 FY

Avg. debt maturity (2)

6,22y

vs. 5,03y 2019 FY

2020 Financing Milestones

- ✓ EIB Drawdown of €75m, 20y maturity (amortizing with 3yr grace period), 1,30% fixed interest rate
- ✓ Successful early refinancing of €650m notes maturing 2021, transaction completed in May 2020
 - New bond issuance from EMTN program: €500m-5yr, 1,875% coupon, ~6x oversubscribed
 - €155,9m of 2021 notes repurchased and cancelled through a tender offer to reduce cost of carry
 - ESG-linked term loan €150m-3yr, club deal, highly competitive interest rates, no covenants, 6-months availability
- √ S&P rating affirmed on May 2020: BBB- outlook stable

⁽¹⁾ Bond fully funded through Term Loan €150m and cash available coming from the new bond €500m maturing 2025

⁽²⁾ Excluding bond maturing 2021

Reoffer yield

1,981%

Successfully refinanced in advanced the €650m bond maturing Apr/21



Pre-transaction capital structure

Post-transaction capital structure (08.01.2021)

Instrument	Amount (€m)	Drawn (€m)	Available (€m)
Bond 2021	650,0	650,0	-
Bond 2027	500,0	500,0	
RCF EG Linked	300,0	-	300,0
BEI Loans	285,0	285,0	-

Instrument	Amount (€m)	Drawn (€m)	Available (€m)
-Bono 2021	650,0	650,0	-
Bono 2027	500,0	500,0	
RCF ESG Linked	300,0	-	300,0
BEI Loans	285,0	285,0	-
Bond 2026	500	500	-
TL ESG Linked	150	150	-

Transaction summary

New I	Bond €500m – 5yr	Tender offer		New ESG-linked term loan €150m – 3yr		
Issuer	Redexis Gas Finance BV	Offeror	Redexis Gas Finance BV	Borrower	Redexis Gas	
Guarantor	Redexis Gas	Bond target	Bond 2021 €650m	Amount	€150m	
Issue rating	BBB -	Purchase Price	101,25	Tenor	3 years, bullet	
Status	Senior unsecured	Purchase yield	0,69%	Maturity date	15.05.2023	
Size	€ 500.000.000	Amount tendered	€155,9m	Availability period	6 months	
Coupon	1,875%	Hit rate	24,0%	N. Banks	4	
Maturity date	28.05.2025 (+ 5 years)	Notes outstanding	€494,1m	Other terms	Sustainable, no covenants	
Reoffer Price	99,50%	L				

Investment Grade rating affirmed in May 2020 with outlook stable



Summary of S&P credit rating report



Outlook Stable

May 18th. 2020

Key strengths

- Spain's third-largest gas distributor in terms of volume, second-largest gas transmission operator, and second-largest piped liquefied petroleum gas (LPG) business.
- A clearly defined remuneration scheme over the 2021-2026 regulatory period provides visibility and predictability of cash flows.
- Given geographic footprint, Spanish regulation still provides room for Redexis to expand its distribution network, particularly in underpenetrated municipalities and the industrial segment.
- Our expectation that organic growth will more than compensate for a modest remuneration cut over the 2021-2026 regulatory period.

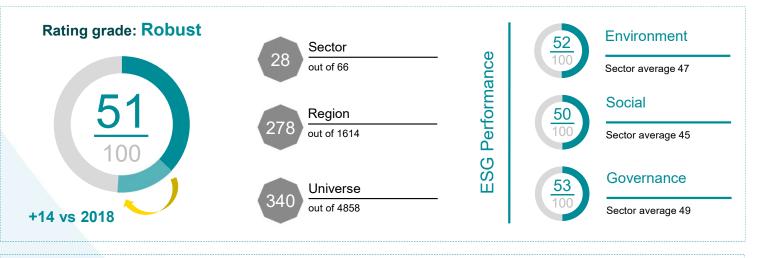
Key risks

- Weaker credit metrics than its peers, due to large capital expenditure (capex) program, which, although discretionary, results in negative cash flows.
- Prospects for gas transmission are limited, given centralized and selective project planning, and less need for the expansion of transmission networks in Spain.
- Although limited, in line with other Spanish distribution system operators (DSOs), Redexis' EBITDA is exposed to fluctuations in gas demand.
- Our stable outlook on Redexis captures:
- Our view that the company will continue to adhere to its disciplined financial policy that prioritizes its investment grade rating and growth over shareholder remuneration.
- Our expectation of a resilient financial performance over 2020 and 2021, with an FFO to debt and debt to EBITDA above 9% and below 8.0x, respectively, thanks to the vast majority of Redexis' earnings coming from fully regulated gas distribution and transmission segments, which are less exposed to the macroeconomic consequences of the current pandemic.
- Redexis being able to more-than-compensate for the recent cuts in remuneration through organic growth over the next regulatory period, mainly in its distribution segment.
- Importantly, our expectation that Redexis will be able to refinance its \leq 650 million maturity due in April 2021, at the latest six months before maturity.



Most relevant ESG events during H1 2020







- Constitution of the Redexis Foundation to help the most disadvantaged groups through charitable, social, cultural, educational works, etc.
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- It has centralised all the CSR actions related to COVID-19
- Donation of medical and technological material to field hospitals such as IFEMA
- Financial aid line to pay the gas bills of vulnerable groups
- Donation of more than €100k euros to different public administrations and entities





- In July 2020 we published our II Sustainability Report through which we highlight the most relevant information from the 2019 financial year, making available to our stakeholders
- You can find it in our website https://www.redexisgas.es/en/investors/annual-reports/





ISO 50001:2018 Certificate in Energy Management Systems received in July 2020 after successfully passing external audit, which demonstrates Redexis continuous improvement in energy management and its commitment to promote the efficient use and consumption of energy



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Conclusions





Business and capital structure resilient to adverse conditions



Solid cash generation devoted to sustainable growth



Driving to sustainable mobility and renewable energy



Going further on our ESG commitment



Robust liquidity position, proactive debt management



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Cash Flow IFRS



Cash Flow IFRS (H1)	2019	2020	%change
Data in € million			
Cash flows from operating activities			
Profit for the year before tax	30,0	16,2	(46,0%)
Adjustments for:			
Depreciations and Amortisations	41,7	44,4	6,6%
Impairment losses on non-current assets	0,0	0,2	1.100,9%
Change in provisions	0,1	1,4	1.340,4%
Government grants taken to income	(0,1)	(0,5)	325,8%
Finance income	(0,1)	(0,0)	(46,6%)
Finance costs	16,7	20,9	24,9%
Cash generated from operations	88,3	82,6	(6,5%)
Changes in working capital	17,3	29,1	67,6%
Inventories	(0,1)	(0,7)	549,1%
Trade and Other Receivables	9,2	19,2	107,8%
Other current assets	(2,2)	(1,4)	(36,3%)
Trade and other payables	9,7	10,8	10,7%
Other current liabilities	(0,9)	0,7	(183,7%)
Other non-current assets and liabilities	1,5	0,4	(72,0%)
Cash generated from operations	105,7	111,6	5,6%
Interest and commissions paid	(28,9)	(29,7)	2,7%
Interest received	0,1	0,1	(46,6%)
Income tax paid	(0,7)	(2,2)	205,2%
Net cash from operating activities	76,2	79,8	4,8%
Cash flows from investing activities			
Payments for purchases of distribution and LPG assets in use	(3,1)	(1,7)	(44,0%)
Payments for acquisition of property, plant and equipment and intangible assets	(71,8)	(74,0)	3,0%
Net cash used in investing activities	(74,9)	(75,7)	1,1%
Cash flows from financing activities			
Payments for acquisition of financial assets	_	-	_
Proceeds from loans and borrowings	50,0	75,0	50,0%
Payments from the issue of bonds and other marketable securities	0,0	337,8	-
Payments of lease liabilities	(0,7)	(1,1)	59,8%
Dividends paid	(30)	(30)	-
Net cash from financing activities	19,3	381,7	1.877,1%
Net increase (decrease) in cash and cash equivalents	20,6	385,8	1.773,2%
Cash and cash equivalents BOP	49,7	74,9	-
Cash and cash equivalents at EOP	70,3	460,7	_