

Monthly Units Electricity Sales (Peninsula)

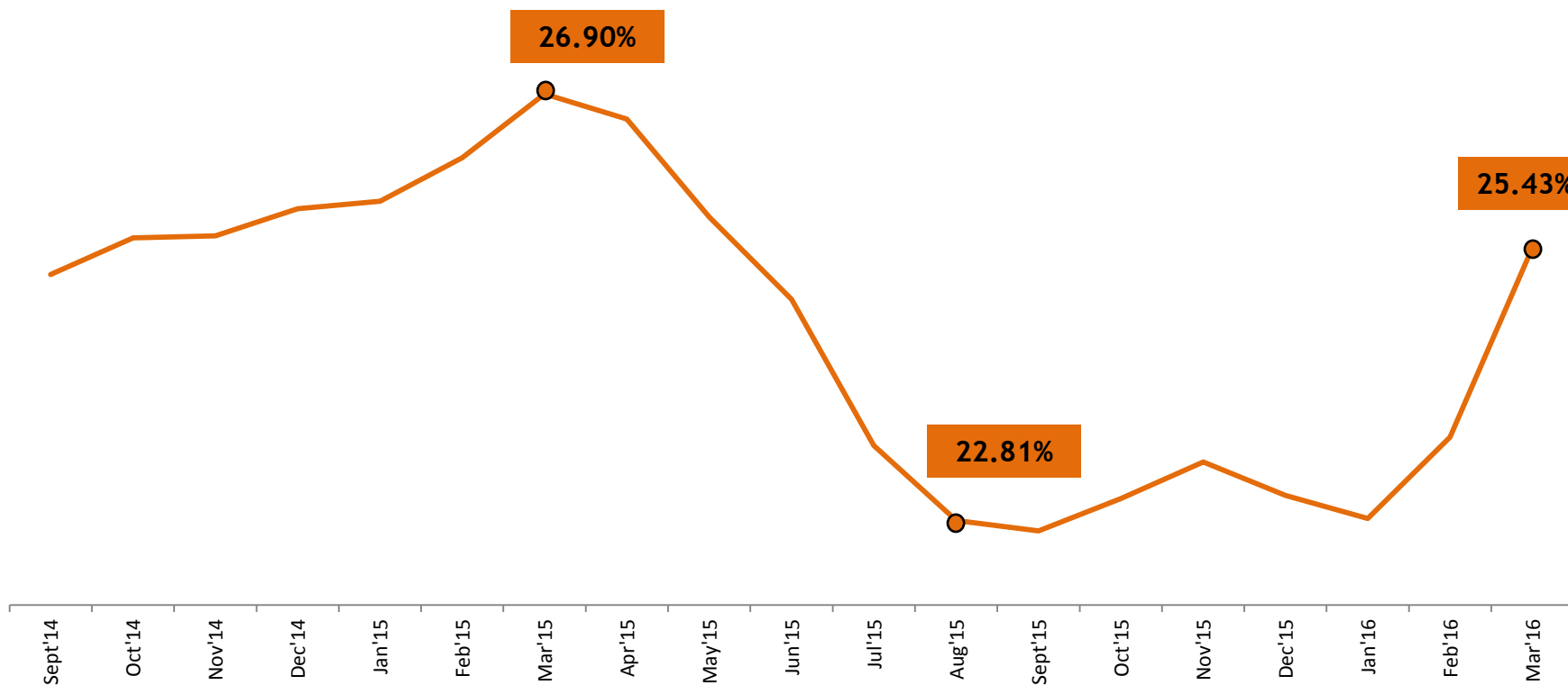
| UNITS SALES | | FY2015 | | | | FY2016 | | |
|-------------|------------|--------|--------|--------|--------|--------|--------|-------|
| | | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | Mar |
| Industrial | Gwh | 10,973 | 10,976 | 10,761 | 11,009 | 11,101 | 10,820 | 3,303 |
| | Growth (%) | 3.1 | 1.6 | 1.7 | 0.1 | 1.2 | (1.4) | 1.4 |
| Commercial | Gwh | 9,018 | 8,860 | 8,990 | 9,361 | 9,369 | 9,404 | 3,022 |
| | Growth (%) | 3.4 | 3.1 | 1.4 | 2.0 | 3.9 | 6.1 | 10.3 |
| Domestic | Gwh | 5,538 | 5,338 | 5,775 | 6,121 | 5,886 | 5,981 | 2,116 |
| | Growth (%) | 3.0 | 2.1 | 4.1 | 2.5 | 6.3 | 12.0 | 12.2 |
| Others | Gwh | 496 | 493 | 462 | 483 | 490 | 497 | 162 |
| | Growth (%) | 6.9 | 5.6 | (0.9) | 0.6 | (1.2) | 0.8 | 7.3 |
| Total | Gwh | 26,025 | 25,667 | 25,988 | 26,974 | 26,846 | 26,702 | 8,603 |
| | Growth (%) | 3.3 | 2.3 | 2.1 | 1.3 | 3.2 | 4.0 | 7.1 |

FY'15
2.2%

| | 7MFY'16 | 7MFY'15 |
|------------|---------|---------|
| Growth (%) | 4.1 | 2.4 |

SHAREHOLDING STATUS

Foreign Shareholding (%) as at March 2016



Trending FY2016 (%)

| Sept'15 | Oct'15 | Nov'15 | Dec'15 | Jan'16 | Feb'16 | Mar'16 |
|---------|--------|--------|--------|--------|--------|--------|
| 22.71 | 23.02 | 23.37 | 23.05 | 22.83 | 23.61 | 25.43 |