





October 2, 2018

The AES Corporation

Wolfe Research Utilities & Energy Conference

Safe Harbor Disclosure

Certain statements in the following presentation regarding AES' business operations may constitute "forward-looking statements." Such forward-looking statements include, but are not limited to, those related to future earnings growth and financial and operating performance. Forward-looking statements are not intended to be a guarantee of future results, but instead constitute AES' current expectations based on reasonable assumptions. Forecasted financial information is based on certain material assumptions. These assumptions include, but are not limited to, accurate projections of future interest rates, commodity prices and foreign currency pricing, continued normal or better levels of operating performance and electricity demand at our distribution companies and operational performance at our generation businesses consistent with historical levels, as well as achievements of planned productivity improvements and incremental growth from investments at investment levels and rates of return consistent with prior experience. For additional assumptions see Slide 31 and the Appendix to this presentation. Actual results could differ materially from those projected in our forward-looking statements due to risks, uncertainties and other factors. Important factors that could affect actual results are discussed in AES' filings with the Securities and Exchange Commission including but not limited to the risks discussed under Item 1A "Risk Factors" and Item 7: "Management's Discussion & Analysis" in AES' 2017 Annual Report on Form 10-K, as well as our other SEC filings. AES undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Reconciliation to U.S. GAAP Financial Information

The following presentation includes certain "non-GAAP financial measures" as defined in Regulation G under the Securities Exchange Act of 1934, as amended. Schedules are included herein that reconcile the non-GAAP financial measures included in the following presentation to the most directly comparable financial measures calculated and presented in accordance with U.S. GAAP.

Investment Thesis

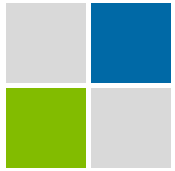
- Improving risk profile
  - Simplified portfolio; reduced complexity, as well as sensitivity to commodities and FX
  - Reduced debt and leverage; on track to achieve investment grade metrics by 2019
  - Achieved significant cost reductions (continuing)
  - Lengthening average contract life while reducing carbon intensity
- Construction program on track to deliver earnings growth through 2020
- Making substantial progress on renewable growth strategy
  - YTD, signed 1.5 GW long-term power purchase agreements
  - Achieving double-digit returns on executed projects
- Capitalizing on existing platforms and new technologies
  - LNG infrastructure – upside from uncontracted capacity
  - Fluence energy storage Joint Venture with Siemens
- Compelling valuation
  - 4% yield; 11x P/2018E; 8%-10% annual EPS growth through 2020

Improving Risk Profile

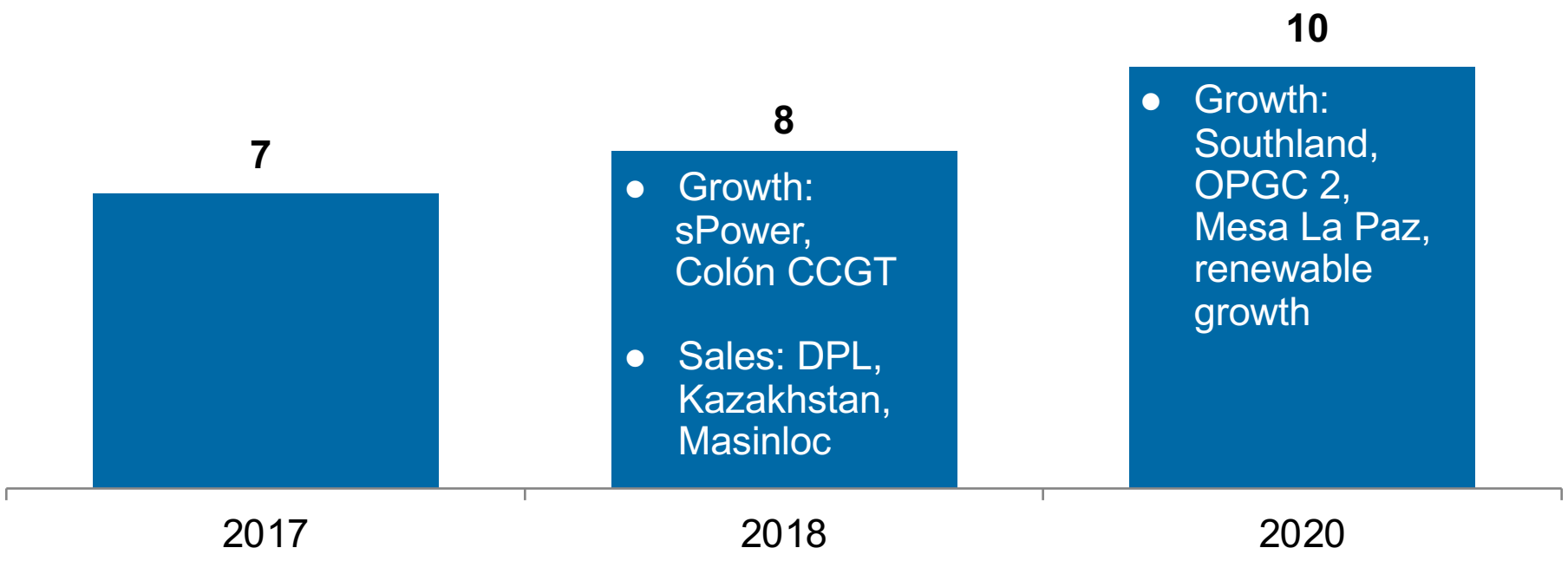
	2011	2018	Change
Impact from Movements in Foreign Currencies, Commodities and Hydrology[1]	$0.21	$0.06	**71%**
Countries with Operations	28	15	**13**
Parent Debt ($ in Millions)	$6,515	$3,836	**$2,679 or 41%**
Credit Rating	B+/BB-	BB+	**2-3 notches**

1. Annual EPS at risk at a 95% confidence level.

Improving Risk Profile: Successfully Extending Contract Duration of Generation Portfolio, Which Represents ~85% of Portfolio Profitability



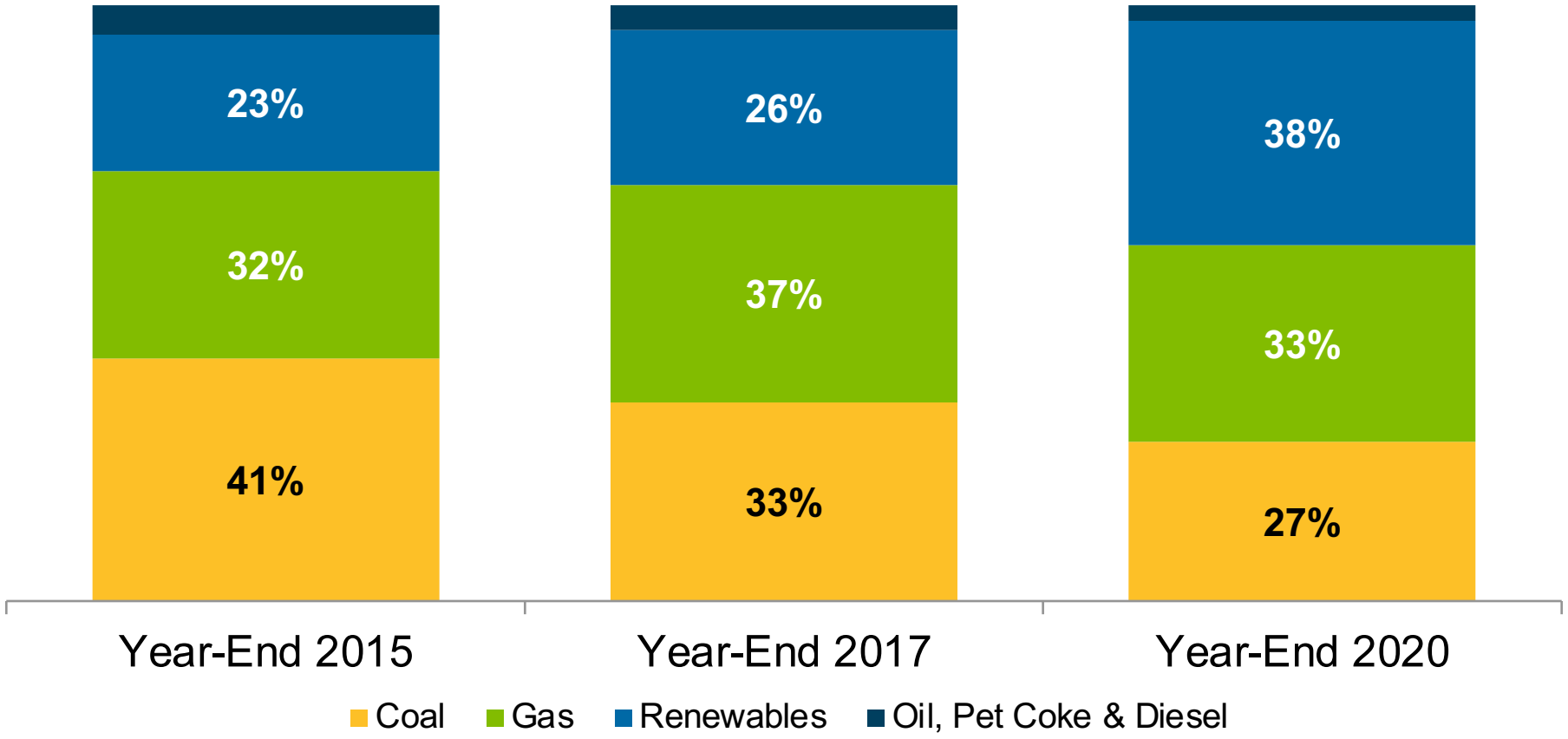
Average Contract Life (Years)



Blended Average Life is 13 Years in 2020, After Considering Regulated Utilities[1], Which Represent ~15% of Portfolio Profitability

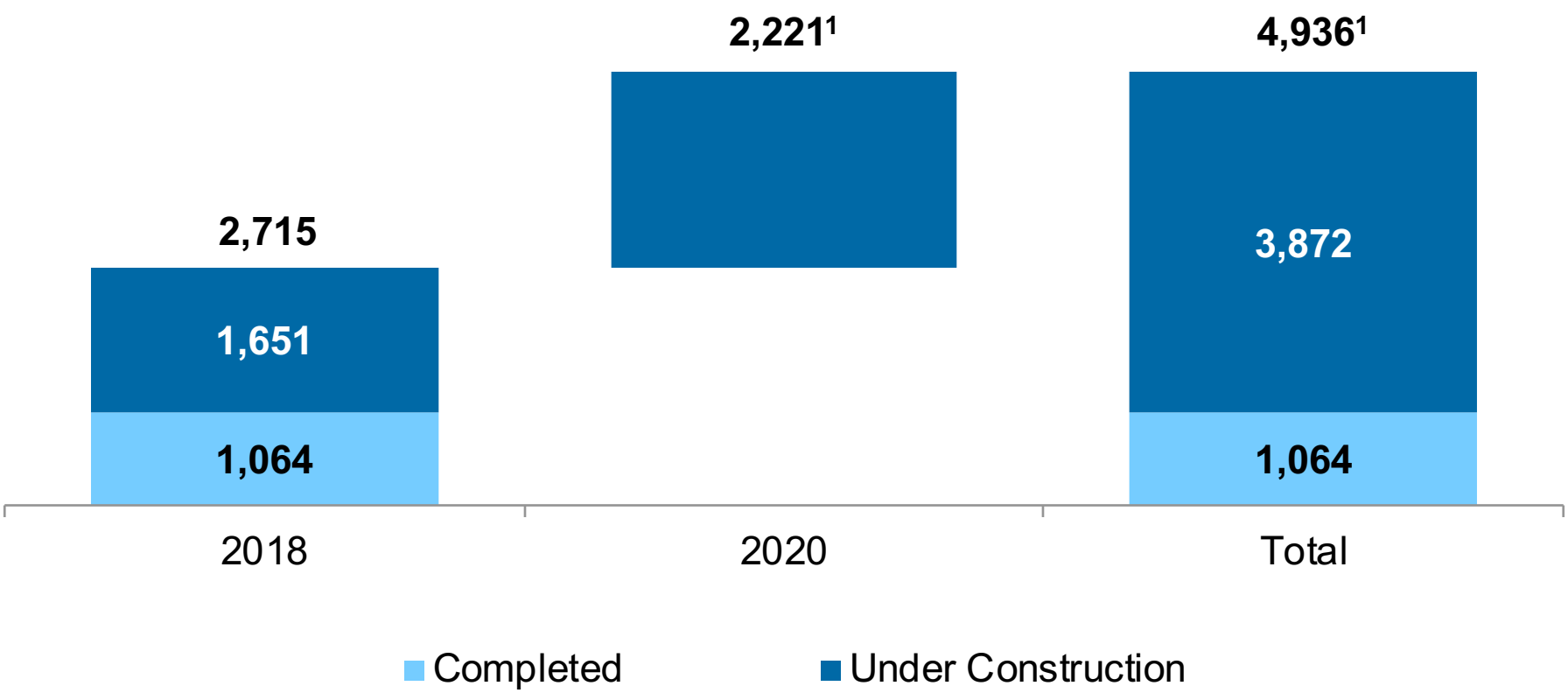
1. Assumes 30-year life as a proxy.

Improving Risk Portfolio: Replacing Coal Capacity with Renewables and Natural Gas



In 2017, Announced Exit of 4.3 GW, or 30%, of Coal-Fired Capacity

Profitable Growth: 4.9 GW Currently Under Construction or Recently Completed



1. Includes 100 MW Alamitos Energy Center, which is expected to come on-line in 1H 2021.

Profitable Growth: Southland in California

1,284 MW CCGT and 100 MW Energy Storage



- 20-year PPAs with Southern California Edison
- COD[1] of 1,284 MW CCGT expected in 1H 2020
- 100 MW of 4-hour duration energy storage coming on-line in 1H 2021

1. Commercial Operations Date.

Profitable Growth: Pioneering Solar + Storage

Two Projects: 47 MW of Solar Plus 34 MW of 5-Hour Duration Energy Storage in Hawaii



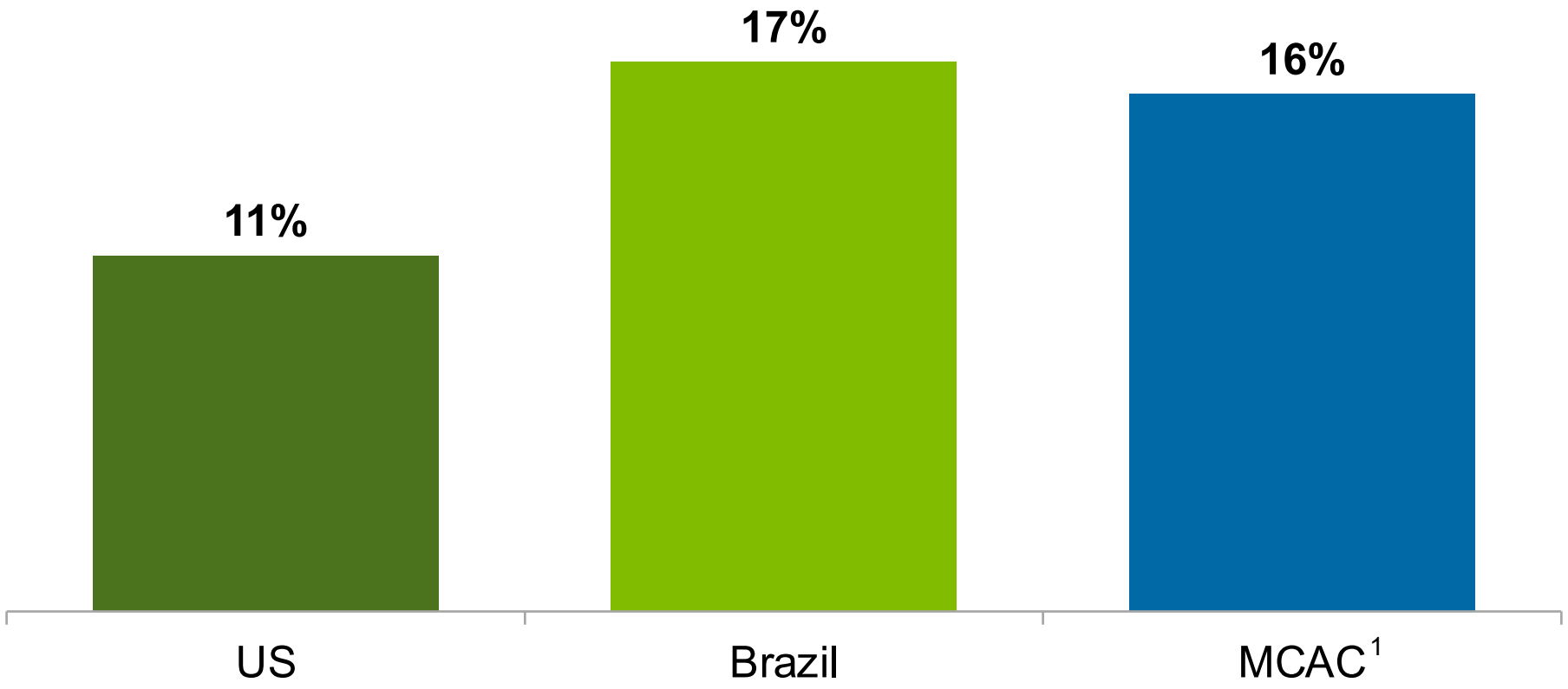
- 25-year PPAs with Kaua'i Island Utility Cooperative (KIUC)
- Provides peaking capacity and 24/7 energy
- At 170 MWh, it will be the biggest solar + storage installation in the world
- COD[1] expected in 2018-2019

1. Commercial Operations Date.

Profitable Growth: Delivering Attractive Risk-Adjusted Returns

Focus: Natural Gas & Renewables with Long-Term, USD-Denominated Contracts

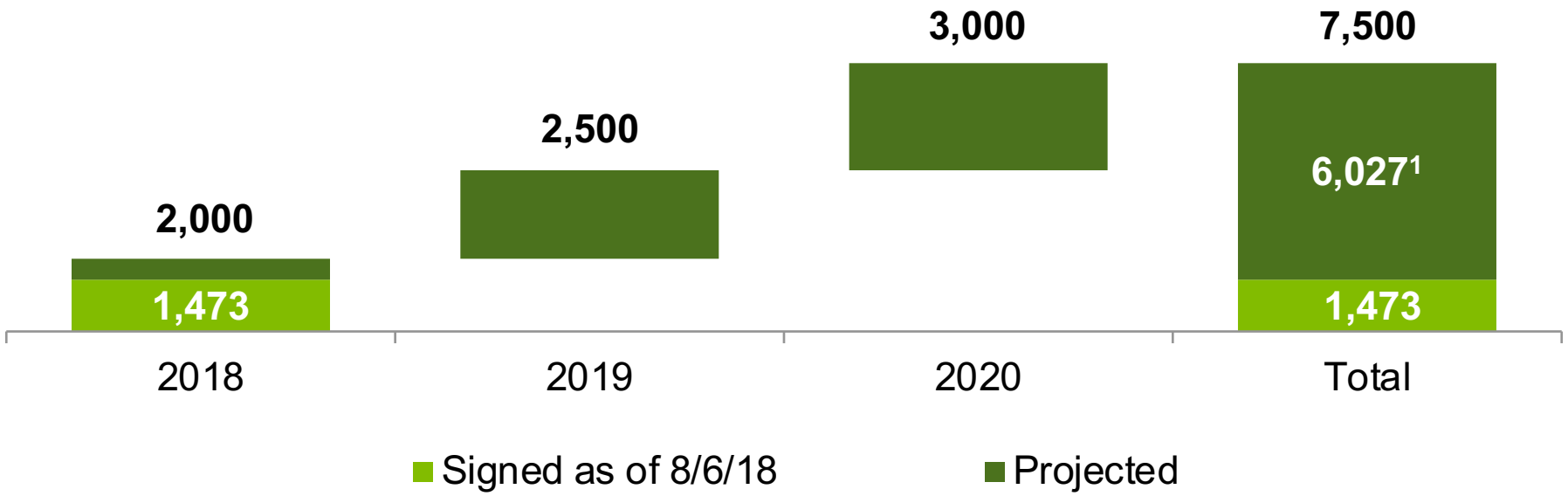
Levered After-Tax Returns on 2017-2018 Renewable Growth Investments



1. Mexico, Central America and the Caribbean.

Profitable Growth: New Long-Term Contracts for Renewables (PPAs)

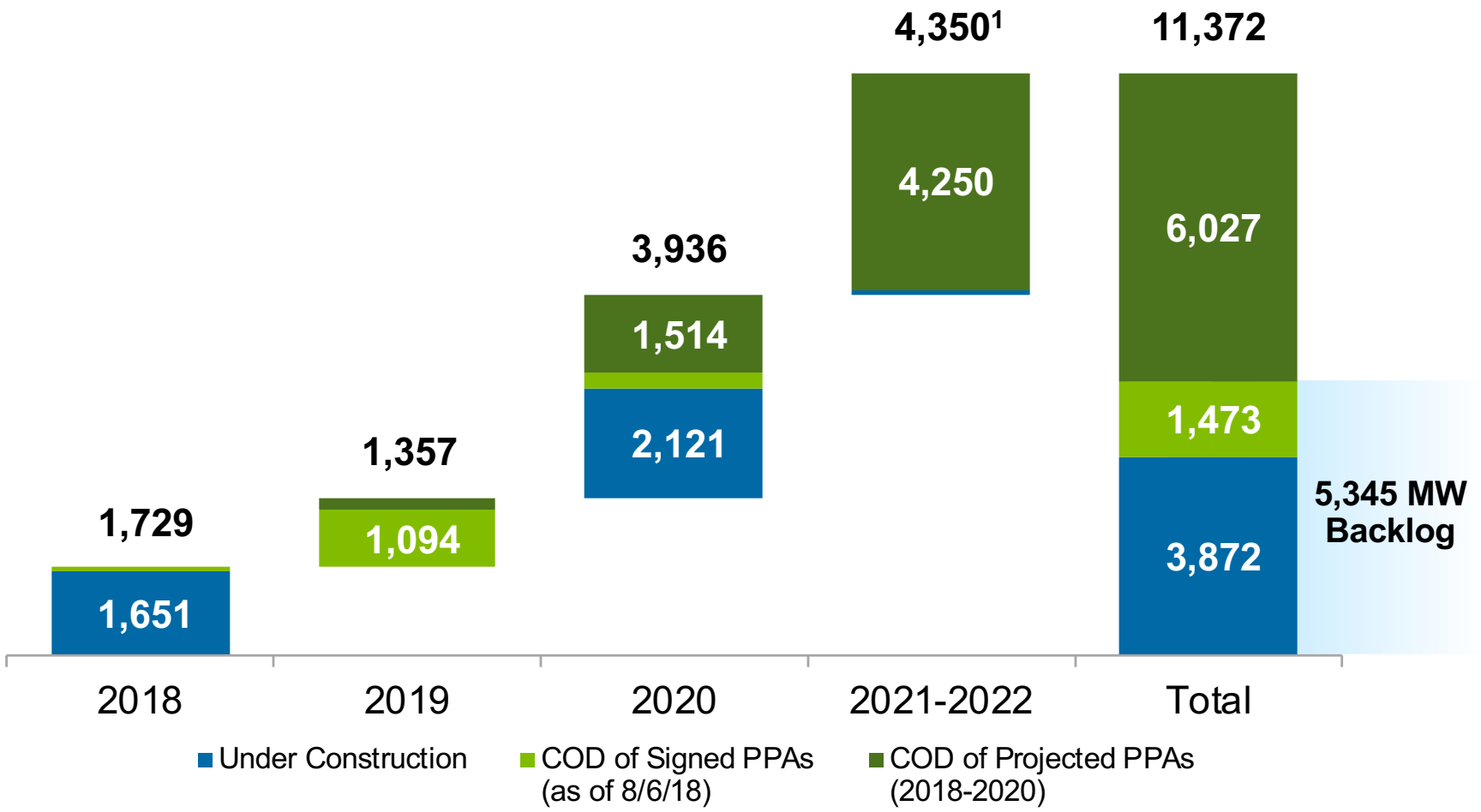
Expect to Sign 7.5 GW of Renewable PPAs Through 2020



1. For each year, half the projected amount is expected to come on-line in the following year and the remaining half in the second year. Thus, the projected amount through 2020 would all be on-line by 2022.

Profitable Growth: Current Backlog of 5.3 GW; On Pace to Sign 6 GW of Additional PPAs Through 2020

Backlog = Under Construction + Signed PPAs

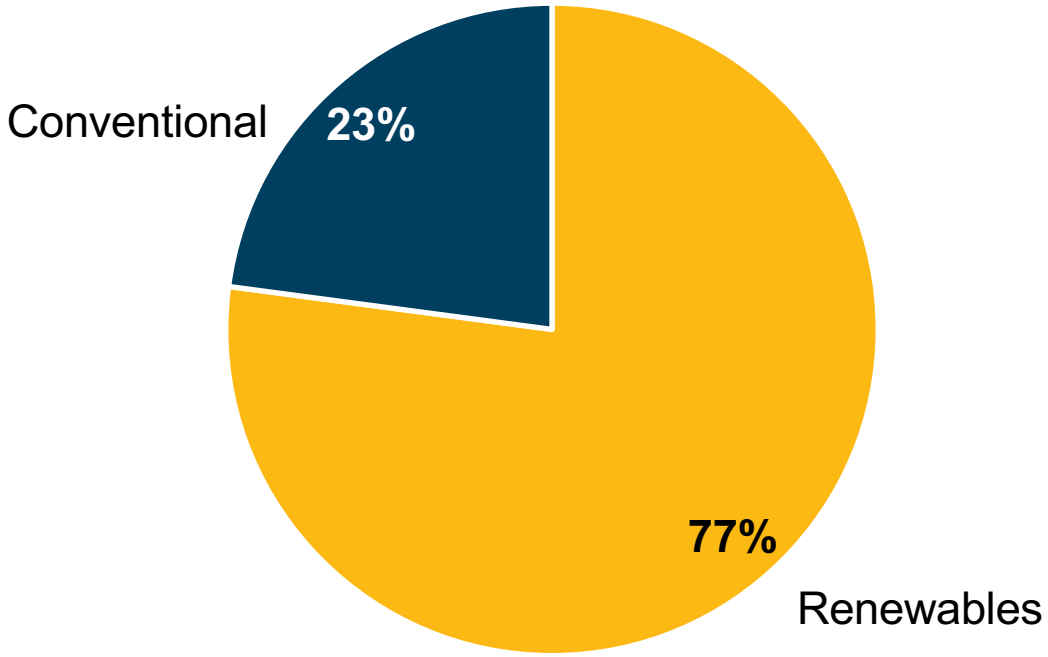


Note: 2018 includes COD of 78 MW of PPAs signed; 2019 includes 264 MW of PPAs projected; 2020 includes COD of 301 MW of PPAs signed; 2021-2022 includes COD of 100 MW under construction.

1. Includes half of capacity signed in 2019 and all capacity signed in 2020, as shown on Slide 11.

Profitable Growth: Adding 11.4 GW of New Capacity

Significantly Extending Average Contract Life and Reducing Carbon Intensity



By 2020: Extending Average Contract Life to 10 Years From 8 and Reducing Carbon Intensity by 25%

Applying New Technologies

Fluence Energy Storage Joint Venture with Siemens

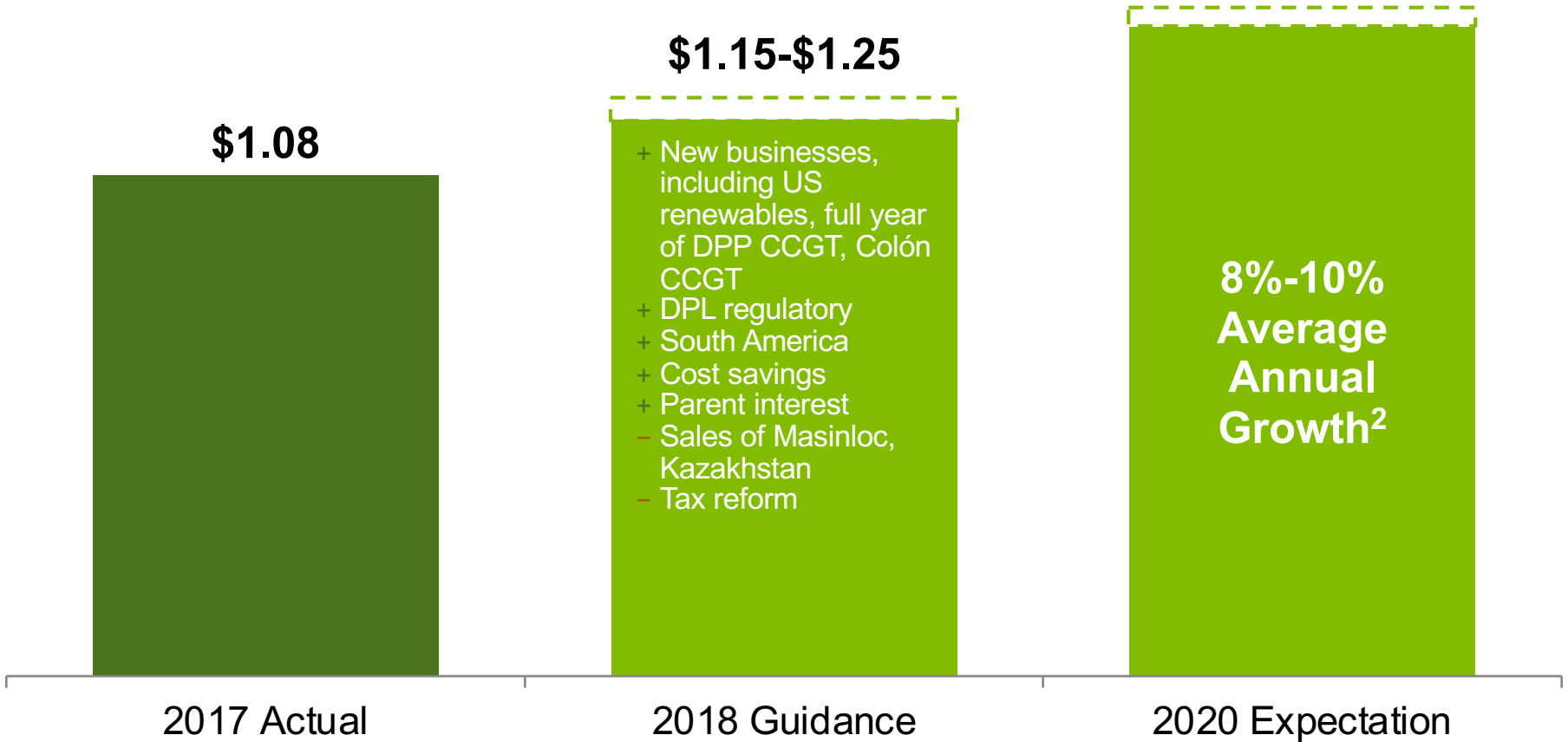
FLUENCE
A Siemens and AES Company



- Since May
  - Signed contracts for 80 MW
  - Delivered and installed 55 MW
- Our global presence
  - Delivered and installed 271 MW

Adjusted EPS[1] Guidance and Expectations

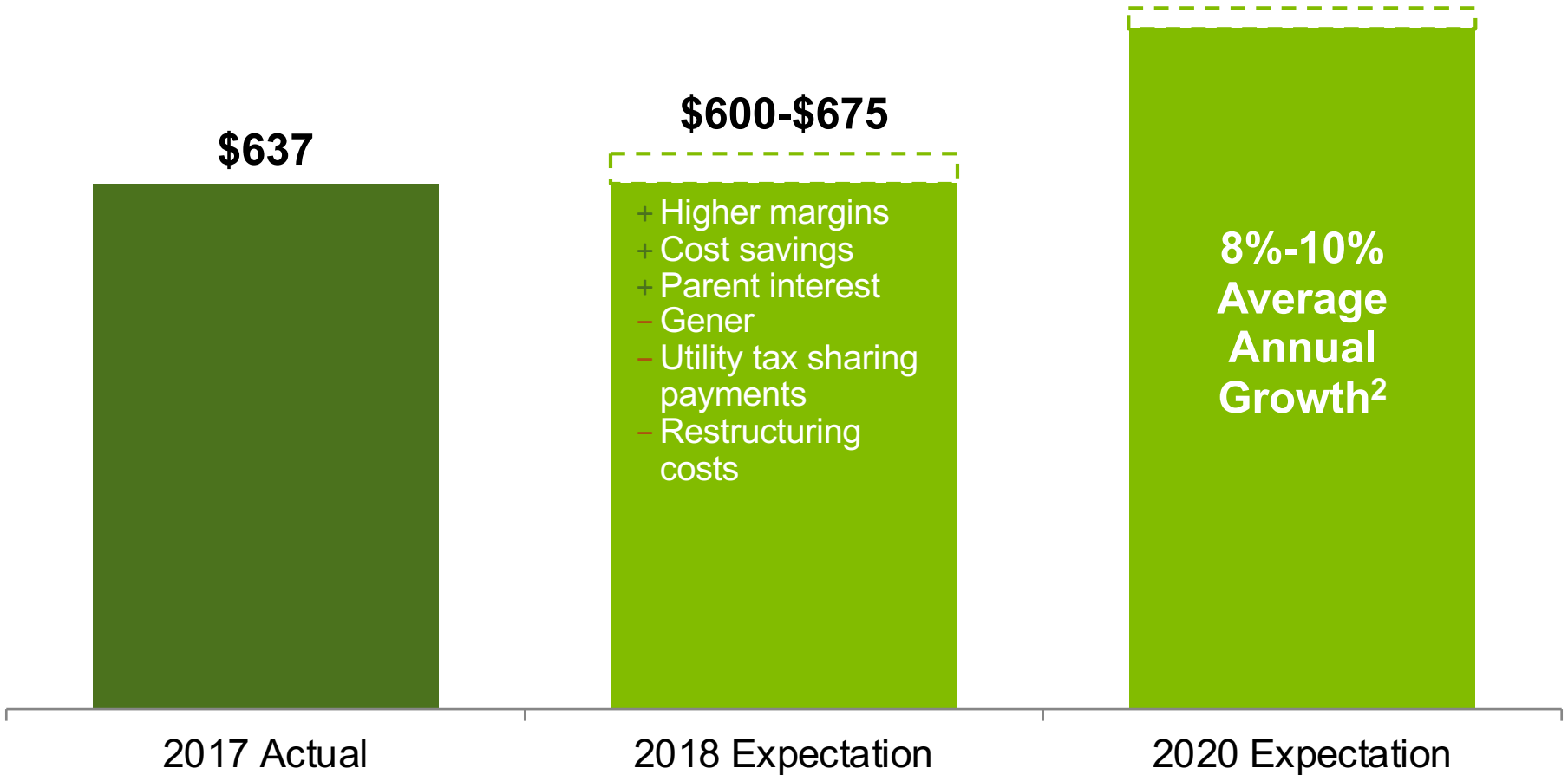
$ Per Share



1. A non-GAAP financial measure. See Appendix for definition. The Company is not able to provide a corresponding GAAP equivalent or reconciliation for its Adjusted EPS guidance without unreasonable effort. See Slide 30 for a description of the adjustments to reconcile Adjusted EPS to diluted EPS for YTD 2018.
2. From 2017 Adjusted EPS of $1.08.

Parent Free Cash Flow[1] Expectations

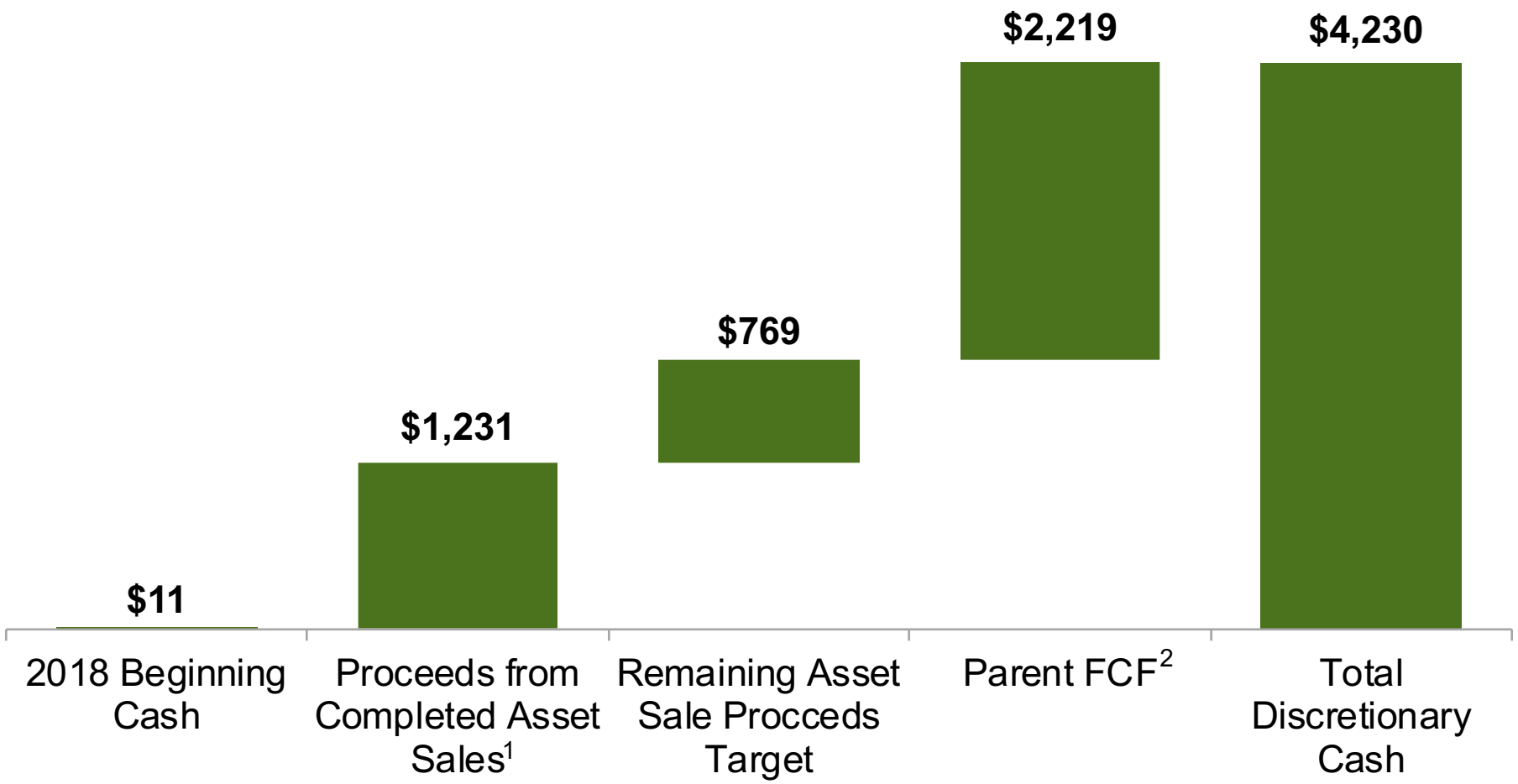
$ in Millions



1. A non-GAAP financial measure. See Appendix for definition.
2. From 2017 Parent Free Cash Flow of $637 million.

$4.2 Billion in Discretionary Cash Being Generated 2018-2020

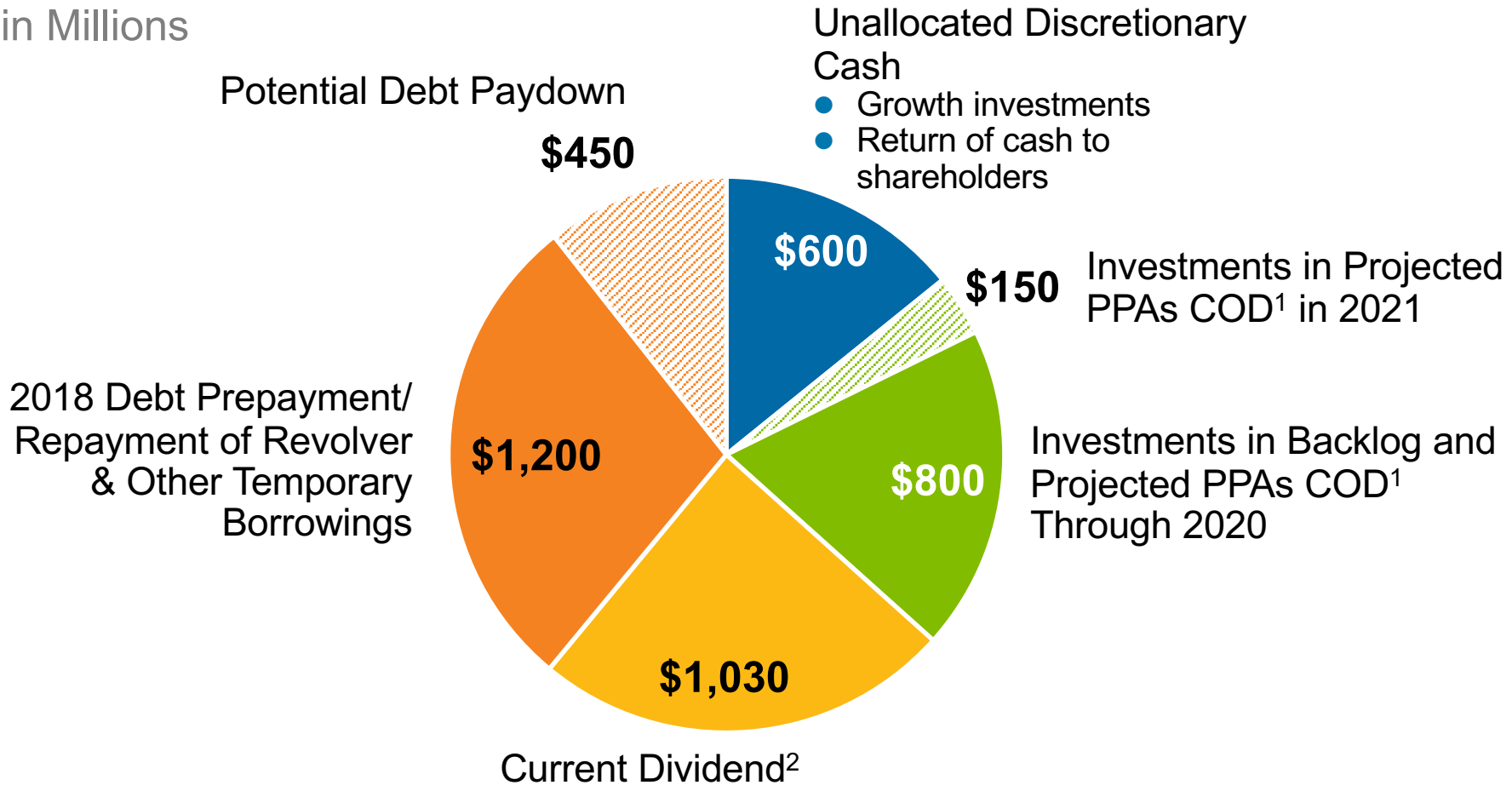
$ in Millions



1. Includes net proceeds of: $985 Masinloc (Philippines) and $246 Eletropaulo (Brazil).
2. A non-GAAP financial measure. See Appendix for definition. Parent Free Cash Flow based on the mid-point of 2018 expectation of $638, plus $1,581 for 2019-2020 (based on the mid-point of our 8%-10% average annual growth rate off 2017 actual of $637).

2018-2020: $4.2 Billion of Discretionary Cash Available for Allocation

$ in Millions



Disciplined Capital Allocation to Maximize Risk-Adjusted Total Shareholder Return

1. Commercial Operations Date.
2. Assumes constant payment of $0.13 per share each quarter on 660 million shares outstanding.

Continuing to Transform and Simplify, While Achieving Our Financial Objectives

Strong Portfolio of Contracted Generation and Regulated Utilities

Improving Risk Profile

- On track to achieve investment grade
- Reshaping portfolio
  - Improving average contract life
  - Reducing carbon intensity

Efficiency

- Implemented $100 million cost savings program

Profitable Growth

- 3.9 GW under construction
- Delivering attractive returns from renewables, LNG and new technologies

Attractive Dividend Yield and 8% to 10% Average Annual Growth in Adjusted EPS[1] and Parent Free Cash Flow[1] Through 2020

1. A non-GAAP financial measure. See Appendix for definition.

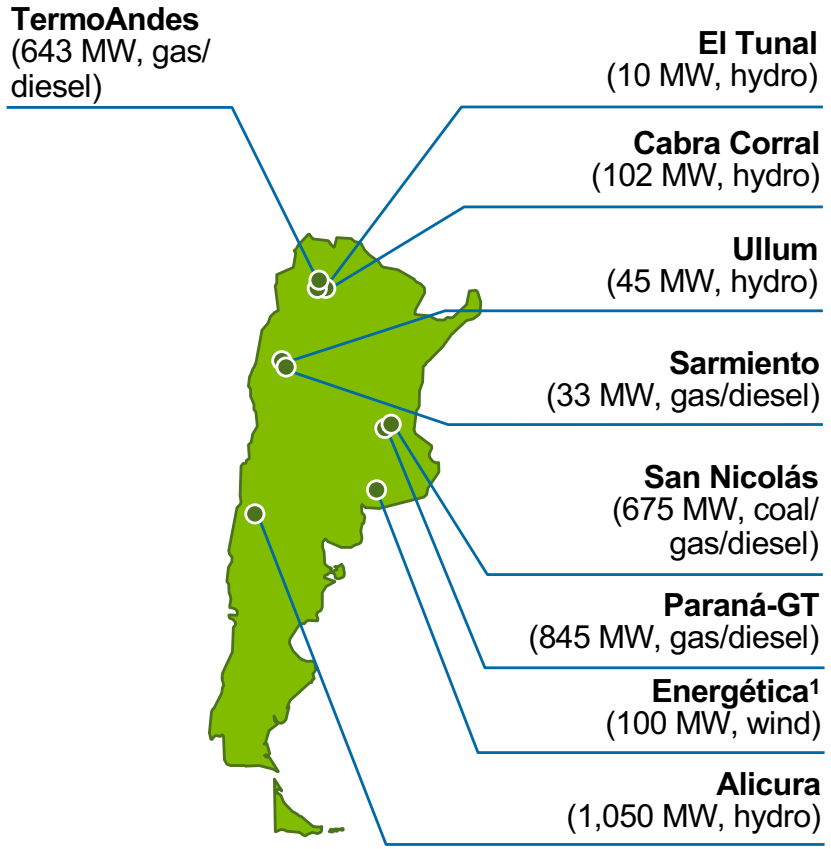
Appendix

- AES in Argentina — Slides 21-22
- Currencies and Commodities — Slides 23-25
- AES Modeling Disclosures — Slide 26
- 2018 Adjusted PTC[1] Modeling Ranges — Slide 27
- Construction Program — Slide 28
- PPAs Signed Year-to-Date — Slide 29
- Reconciliation — Slide 30
- Assumptions & Definitions — Slides 31-33

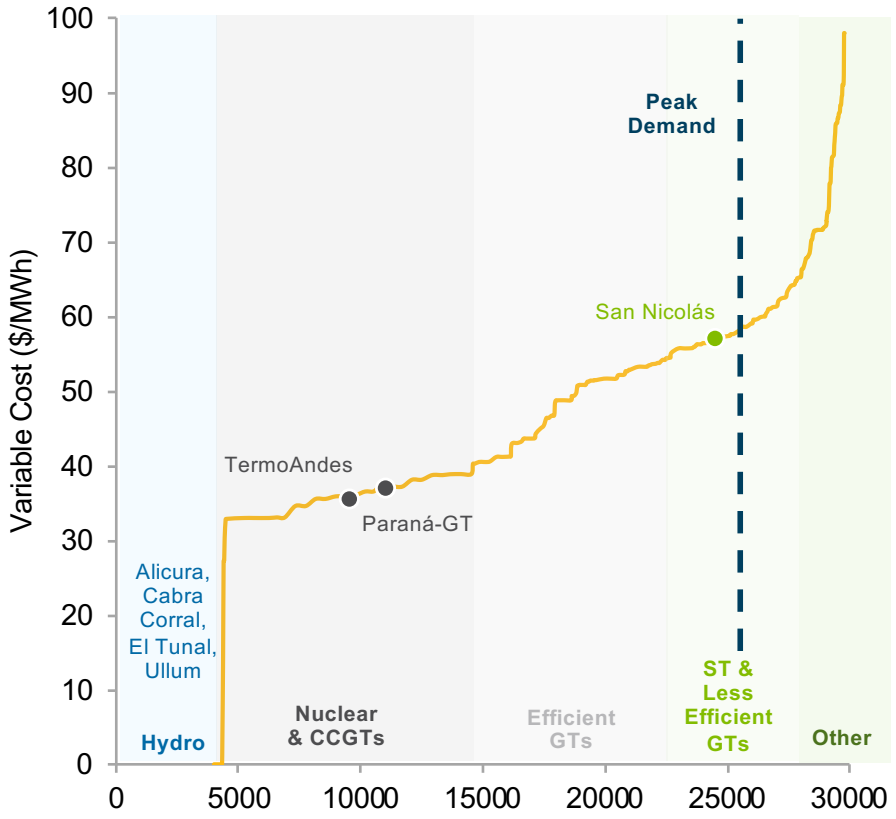
1. A non-GAAP financial measure.

AES in Argentina: A Diversified and Low-Cost Source of Generation

3.5 GW of Generation



Merit Order

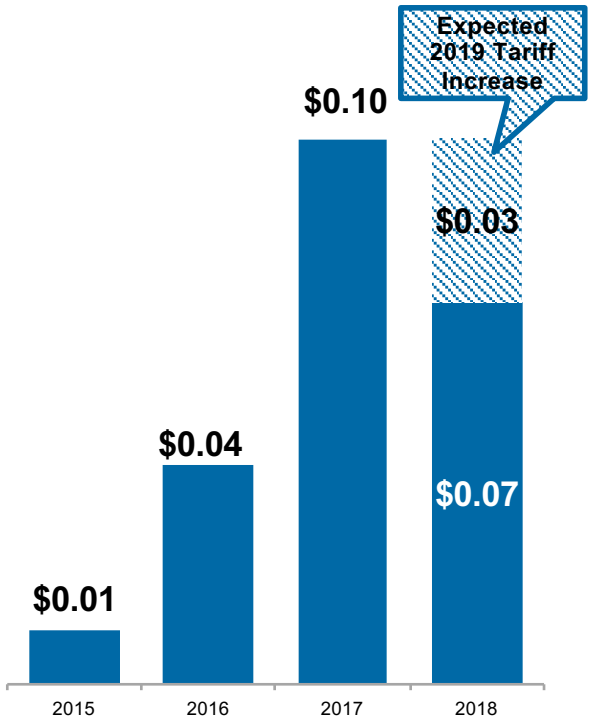


>80% of Capacity is Low Cost and Required to Meet System Average Demand

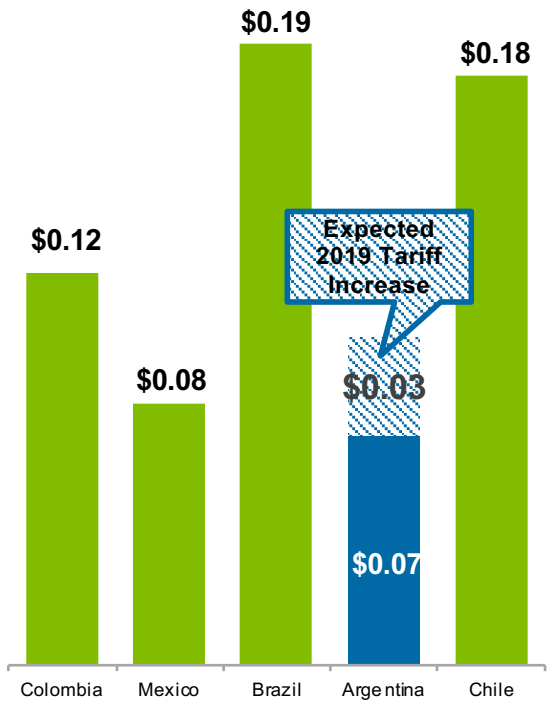
1. Under construction.

Increased Residential Tariff Due to Decreased Subsidies and FX Devaluation; Tariff Remains Competitive

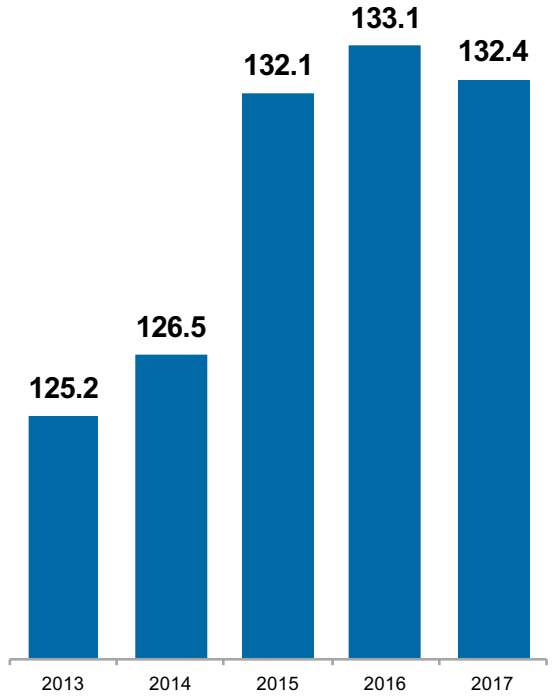
Residential Tariff in Argentina (US$/KWh)[1]



Residential Tariff Comparison (US$/KWh)



Annual Energy Demand in Argentina (TWh)



Residential Tariff Still Lower Than Neighboring Countries; Demand Not Impacted by Sizable Tariff Increases

1. Tariff as of December 2015, December 2016, December 2017 and September 2018; 2018 tariff reflects significant devaluation that occurred in 2018.

Year-to-Go 2018 Guidance Estimated Sensitivities

Interest Rates[1]

- 100 bps move in interest rates over year-to-go 2018 is forecasted to have a change in EPS of approximately $0.010

Currencies

10% appreciation in USD against the following key currencies is forecasted to have the following negative EPS impacts:	Year-to-Go 2018	
	Average Rate	Sensitivity
Brazilian Real (BRL)	3.91	Less than $0.005, Long Exposure
Colombian Peso (COP)	2,944	$0.005, Long Exposure
Euro (EUR)	1.18	Less than $0.005, Long Exposure
Great British Pound (GBP)	1.33	Less than $0.005, Long Exposure
Argentine Peso (ARS)	30.36	$0.005, Long Exposure
Chilean Peso (CLP)	654	Less than ($0.005), Short Exposure
Mexican Peso (MXN)	20.19	($0.010), Short Exposure

Commodity

10% increase in commodity prices is forecasted to have the following EPS impacts:	Year-to-Go 2018	
	Average Rate	Sensitivity
Illinois Basin Coal	$39/ton	Less than $0.005, Short Exposure
Rotterdam Coal (API 2)	$97/ton	
NYMEX WTI Crude Oil	$72/bbl	Less than $0.005, Long Exposure
IPE Brent Crude Oil	$79/bbl	
NYMEX Henry Hub Natural Gas	$3.0/mmbtu	$0.005, Long Exposure
UK National Balancing Point Natural Gas	£0.6/therm	
US Power (DPL) – PJM AD Hub	$32/MWh	Less than $0.005, Long Exposure

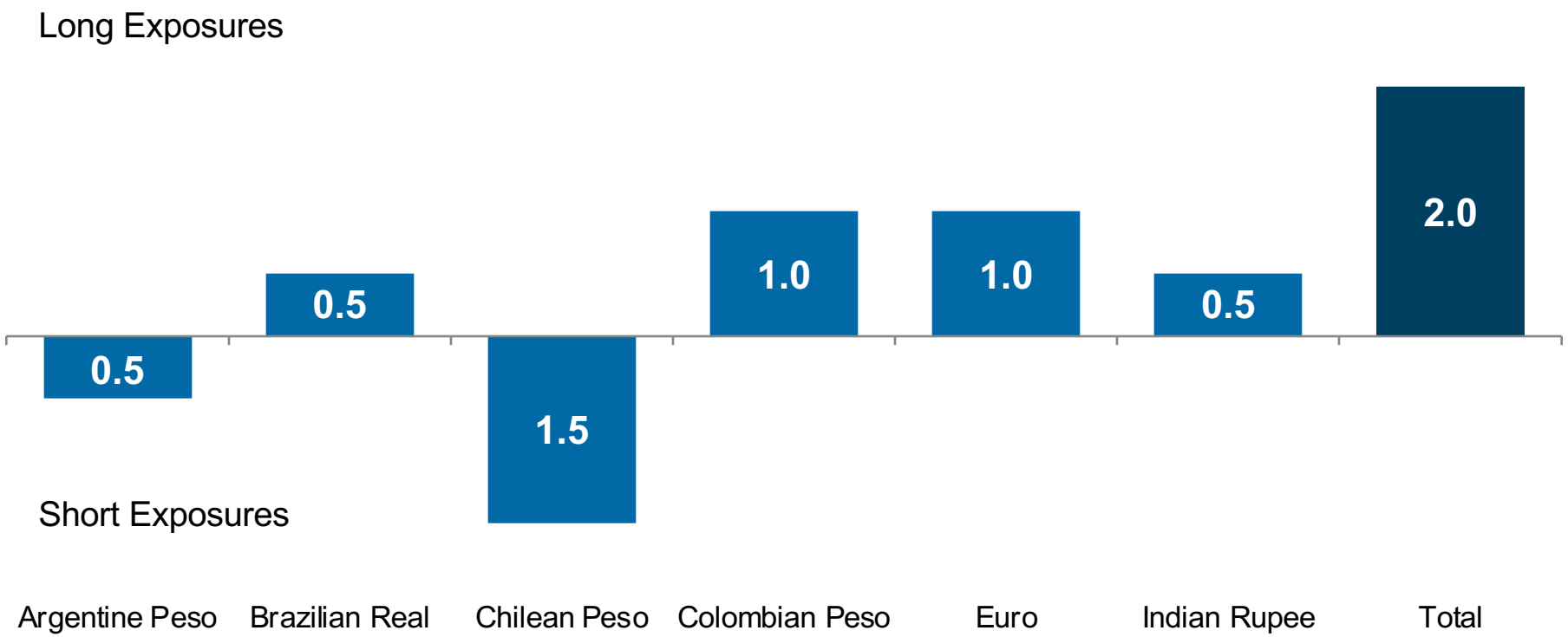
Note: Guidance provided on August 7, 2018. Sensitivities are provided on a standalone basis, assuming no change in the other factors, to illustrate the magnitude and direction of changing market factors on AES' results. Estimates show the impact on year-to-go 2018 Adjusted EPS. Actual results may differ from the sensitivities provided due to execution of risk management strategies, local market dynamics and operational factors. Full year 2018 guidance is based on currency and commodity forward curves and forecasts as of June 30, 2018. There are inherent uncertainties in the forecasting process and actual results may differ from projections. The Company undertakes no obligation to update the guidance presented. Please see Item 1 of the Form 10-K for a more complete discussion of this topic. AES has exposure to multiple coal, oil, and natural gas, and power indices; forward curves are provided for representative liquid markets. Sensitivities are rounded to the nearest $0.005 cent per share.

1. The move is applied to the floating interest rate portfolio balances as of June 30, 2018.

Foreign Exchange (FX) Risk Before Hedges

Cents Per Share, Exposures Before Hedges

Full Year 2020 FX Sensitivity by Currency[1]



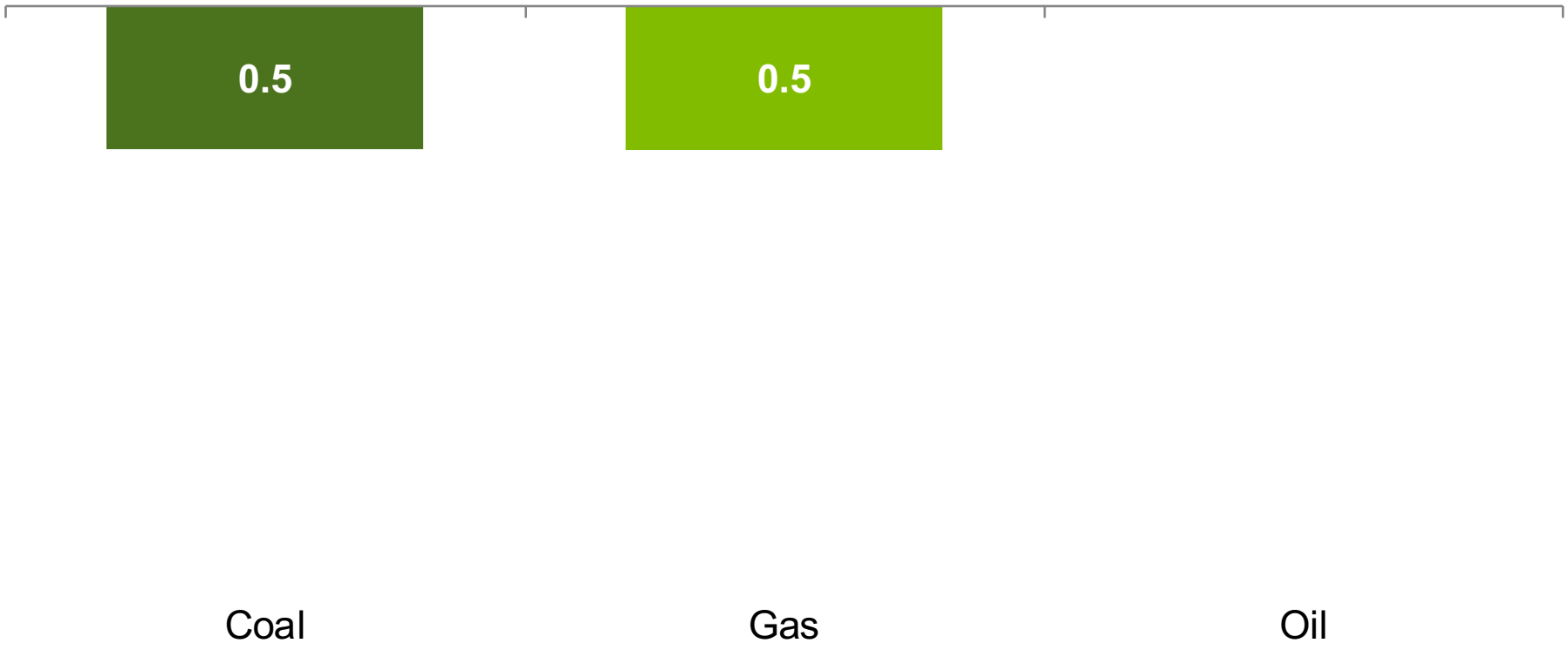
- 2020 correlated FX risk before hedges is $0.02 for 10% USD appreciation
- FX risk mitigated on a rolling basis by active FX hedging

1. Sensitivity represents full year 2020 exposure to a 10% appreciation of USD relative to foreign currency as of December 31, 2017.

Commodity Exposure is Mostly Hedged in the Medium- to Long-Term

Cents Per Share

Full Year 2020 Adjusted EPS[1] Commodity Sensitivity[2] for 10% Change in Commodity Prices



1. A non-GAAP financial measure. See “definitions”.
2. Domestic and International sensitivities are combined and assumes each fuel category moves 10% relative to commodities as of December 31, 2017. Adjusted EPS is negatively correlated to coal price movement, and positively correlated to gas, oil and power price movements.

AES Modeling Disclosures

$ in Millions

Parent Company Cash Flow Assumptions	2017	2018
Subsidiary Distributions (a)	**$1,203**	**$1,100-$1,175**
Cash Interest (b)	**($290)**	**($250)**
Corporate Overhead	($179)	($140)
Parent-Funded SBU Overhead	($93)	($90)
Business Development	($4)	($20)
Cash for Development, General & Administrative and Tax (c)	**($276)**	**($250)**
Parent Free Cash Flow[1] (a – b – c)	**$637**	**$600-$675**

1. A non-GAAP financial measure. See “definitions”.

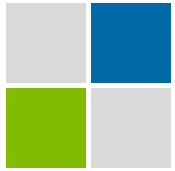
2018 Adjusted PTC Modeling Ranges

$ in Millions

SBU	2018 Adjusted PTC Modeling Ranges as of 5/8/18[1]	Drivers of Growth Versus 2017
US and Utilities	$440-$500	+ Solar + DPL regulatory + 2017 impact of hurricanes
South America	$530-$590	+ Argentina reforms + Higher generation at Chivor + Higher generation in Chile – 2017 gain on legal settlement
MCAC	$300-$330	+ Full year of DPP CCGT
Eurasia	$180-$210	– Masinloc – Kazakhstan
Total SBUs	**$1,450-$1,630**	
Corporate & Other[2]	($340)-($380)	+ G&A savings + Parent interest
Total AES Adjusted PTC[1,2]	**$1,110-$1,250**	

1. A non-GAAP financial metric. See “definitions”.
2. Total AES Adjusted PTC includes after-tax adjusted equity in earnings.

Projects Under Construction: Earning Double Digit After-Tax Returns



$ in Millions, Unless Otherwise Stated

Project	Country	AES Ownership	Fuel/ Technology	Gross MW	Expected COD	Total Capex	Total AES Equity	Comments
Construction Projects Coming On-Line 2018-2021								
Global Renewables	Various	24%-100%	Wind/Solar/ Energy Storage	737	2H 2018- 1H 2021	$808	$136	
OPGC 2	India	49%	Coal	1,320	2H 2018	$1,585	$227	
Southland Repowering	US-CA	100%	Gas	1,284	1H 2020	$2,287	$329	
Alto Maipo	Chile	62%	Hydro	531	2H 2020	$3,439	$683	
Total				**3,872**		**$8,119**	**$1,375**	

PPAs Signed Year-to-Date 2018[1]

Project	Location	Technology	Gross MW	AES Equity Interest	Expected COD[2]	PPA Length (Years)
Winterfell (sPower)	US-ID	Solar	40	50%	In Operation[3]	18
Riverhead Solar (sPower)	US-CA	Solar	20	50%	2H 2018	30
Rhode Island C&I (AES DE)	US-RI	Solar	12	100%	2H 2018	25
LIPA-PSEG (AES DE)	US-NY	Solar	6	100%	2H 2018	17
Six Flags – Valencia (sPower)	US-CA	Solar	10	50%	1H 2019	25
Six Flags – Vallego (sPower)	US-CA	Solar	6	50%	1H 2019	25
San Pablo (sPower)	US-CA	Solar	100	50%	1H 2019	22
AGV Solar 2 (AES Tietê)	Brazil	Solar	75	24%	1H 2019	20
Highlander (sPower)	US-VA	Solar	501	50%	2H 2019	15
Basin Electric (sPower)	US-SD	Wind	220	50%	2H 2019	30
MA SMART (AES DE)	US-MA	Solar	102	100%	2H 2019	20
Sand Hill C (sPower)	US-CA	Wind	80	50%	2H 2019	21
Energética (AES Argentina)	Argentina	Wind	100	100%	1H 2020	20
Seneca Phase 1 (sPower)	US-OH	Wind	201	50%	2H 2020	25
Total			**1,473**			

1. As of August 6, 2018.
2. Commercial Operations Date.
3. Acquisition expected to close in 2H 2018.

Reconciliation of YTD Adjusted PTC[1] and Adjusted EPS[1]

$ in Millions, Except Per Share Amounts	YTD 2018		YTD 2017	
	Net of NCI[2]	Per Share (Diluted) Net of NCI[2]	Net of NCI[2]	Per Share (Diluted) Net of NCI[2]
Income from Continuing Operations, Net of Tax, Attributable to AES and Diluted EPS	$781	$1.18	$29	$0.04
Add: Income Tax Expense from Continuing Operations Attributable to AES	$291		$70	
Pre-Tax Contribution	$1,072		$99	
Adjustments				
Unrealized Derivative and Equity Securities Losses (Gains)	($12)	($0.02)	$1	-
Unrealized Foreign Currency Losses (Gains)	$49	$0.07[3]	($33)	($0.04)
Disposition/Acquisition Losses (Gains)	($839)	($1.26)[4]	$108	$0.16[5]
Impairment Expense	$92	$0.14[6]	$262	$0.40[7]
Losses (Gains) on Extinguishment of Debt	$178	$0.27[8]	($5)	($0.01)
Restructuring Costs	$3	-	-	-
Less: Net Income Tax Expense (Benefit)		$0.14[9]		($0.13)[10]
Adjusted PTC[1] & Adjusted EPS[1]	**$543**	**$0.52**	**$432**	**$0.42**

1. Non-GAAP financial measures. See “definitions”.
2. NCI is defined as Noncontrolling Interests.
3. Amount primarily relates to unrealized FX losses of $22 million, or $0.03 per share, associated with the devaluation of long-term receivables denominated in Argentine pesos, and unrealized FX losses of $12 million, or $0.02 per share, associated with the devaluation of receivables denominated in Chilean pesos.
4. Amount primarily relates to gain on sale of Masinloc of $777 million, or $1.17 per share, gain on sale of Eletrica Santiago of $49 million, or $0.07 per share, and realized derivative gains associated with the sale of Eletropaulo of $17 million, or $0.03 per share.
5. Amount primarily relates to loss on sale of Kazakhstan CHPs of $48 million, or $0.07 per share, realized derivative losses associated with the sale of Sul of $38 million, or $0.06 per share, and costs associated with early plant closures at DPL of $20 million, or $0.03 per share.
6. Amount primarily relates to the asset impairment at a U.S. generation facility of $83 million, or $0.13 per share.
7. Amount primarily relates to asset impairments at Kazakhstan HPPs of $90 million, or $0.14 per share, Kazakhstan CHPs of $94 million, or $0.14 per share, and DPL of $66 million, or $0.10 per share.
8. Amount primarily relates to loss on early retirement of debt at the Parent Company of $169 million, or $0.26 per share.
9. Amount primarily relates to the income tax expense under the GILTI provision associated with gain on sale of Masinloc of $155 million, or $0.23 per share, and income tax expense associated with the gain on sale of Eletrica Santiago of $23 million, or $0.04 per share; partially offset by income tax benefits associated with the loss on early retirement of debt at the Parent Company of $52 million, or $0.08 per share, and income tax benefits associated with the impairment at a U.S. generation facility of $26 million, or $0.04 per share.
10. Amount primarily relates to the income tax benefit associated with asset impairments of $81 million, or $0.12 per share.

Assumptions

Forecasted financial information is based on certain material assumptions. Such assumptions include, but are not limited to: (a) no unforeseen external events such as wars, depressions, or economic or political disruptions occur; (b) businesses continue to operate in a manner consistent with or better than prior operating performance, including achievement of planned productivity improvements including benefits of global sourcing, and in accordance with the provisions of their relevant contracts or concessions; (c) new business opportunities are available to AES in sufficient quantity to achieve its growth objectives; (d) no material disruptions or discontinuities occur in the Gross Domestic Product (GDP), foreign exchange rates, inflation or interest rates during the forecast period; and (e) material business-specific risks as described in the Company's SEC filings do not occur individually or cumulatively. In addition, benefits from global sourcing include avoided costs, reduction in capital project costs versus budgetary estimates, and projected savings based on assumed spend volume which may or may not actually be achieved. Also, improvement in certain Key Performance Indicators (KPIs) such as equivalent forced outage rate and commercial availability may not improve financial performance at all facilities based on commercial terms and conditions. These benefits will not be fully reflected in the Company's consolidated financial results.

The cash held at qualified holding companies ("QHCs") represents cash sent to subsidiaries of the Company domiciled outside of the U.S. Such subsidiaries had no contractual restrictions on their ability to send cash to AES, the Parent Company; however, cash held at qualified holding companies does not reflect the impact of any tax liabilities that may result from any such cash being repatriated to the Parent Company in the U.S. Cash at those subsidiaries was used for investment and related activities outside of the U.S. These investments included equity investments and loans to other foreign subsidiaries as well as development and general costs and expenses incurred outside the U.S. Since the cash held by these QHCs is available to the Parent, AES uses the combined measure of subsidiary distributions to Parent and QHCs as a useful measure of cash available to the Parent to meet its international liquidity needs. AES believes that unconsolidated parent company liquidity is important to the liquidity position of AES as a parent company because of the non-recourse nature of most of AES' indebtedness.

Definitions

- **Adjusted Earnings Per Share**, a non-GAAP financial measure, is defined as diluted earnings per share from continuing operations excluding gains or losses of both consolidated entities and entities accounted for under the equity method due to (a) unrealized gains or losses related to derivative transactions and equity securities; (b) unrealized foreign currency gains or losses; (c) gains, losses, benefits and costs associated with dispositions and acquisitions of business interests, including early plant closures, and the tax impact from the repatriation of sales proceeds; (d) losses due to impairments; (e) gains, losses and costs due to the early retirement of debt; (f) costs directly associated with a major restructuring program, including, but not limited to, workforce reduction efforts, relocations, and office consolidation; and (g) tax benefit or expense related to the enactment effects of 2017 U.S. tax law reform.
- **Adjusted Pre-Tax Contribution**, a non-GAAP financial measure, is defined as pre-tax income from continuing operations attributable to The AES Corporation excluding gains or losses of the consolidated entity due to (a) unrealized gains or losses related to derivative transactions and equity securities; (b) unrealized foreign currency gains or losses; (c) gains, losses, benefits and costs associated with dispositions and acquisitions of business interests, including early plant closures; (d) losses due to impairments; (e) gains, losses and costs due to the early retirement of debt; and (f) costs directly associated with a major restructuring program, including, but not limited to, workforce reduction efforts, relocations, and office consolidation. Adjusted PTC also includes net equity in earnings of affiliates on an after-tax basis adjusted for the same gains or losses excluded from consolidated entities. Adjusted PTC reflects the impact of NCI and excludes the items specified in the definition above. In addition to the revenue and cost of sales reflected in Operating Margin, Adjusted PTC includes the other components of our income statement, such as general and administrative expenses in the corporate segment, as well as business development costs, interest expense and interest income, other expense and other income, realized foreign currency transaction gains and losses, and net equity in earnings of affiliates.
- **NCI** is defined as noncontrolling interests.
- **Parent Company Liquidity** (a non-GAAP financial measure) is defined as as cash available to the Parent Company plus available borrowings under existing credit facility plus cash at qualified holding companies ("QHCs"). The cash held at qualified holding companies represents cash sent to subsidiaries of the Company domiciled outside of the U.S. Such subsidiaries have no contractual restrictions on their ability to send cash to the Parent Company.
- **Parent Free Cash Flow** (a non-GAAP financial measure) should not be construed as an alternative to Net Cash Provided by Operating Activities which is determined in accordance with GAAP. Parent Free Cash Flow is equal to Subsidiary Distributions less cash used for interest costs, development, general and administrative activities, and tax payments by the Parent Company. Parent Free Cash Flow is used for dividends, share repurchases, growth investments, recourse debt repayments, and other uses by the Parent Company.
- **Subsidiary Liquidity** (a non-GAAP financial measure) is defined as cash and cash equivalents and bank lines of credit at various subsidiaries.
- **Subsidiary Distributions** should not be construed as an alternative to Net Cash Provided by Operating Activities which is determined in accordance with GAAP. Subsidiary Distributions are important to the Parent Company because the Parent Company is a holding company that does not derive any significant direct revenues from its own activities but instead relies on its subsidiaries' business activities and the resultant distributions to fund the debt service, investment and other cash needs of the holding company. The reconciliation of the difference between the Subsidiary Distributions and Net Cash Provided by Operating Activities consists of cash generated from operating activities that is retained at the subsidiaries for a variety of reasons which are both discretionary and non-discretionary in nature. These factors include, but are not limited to, retention of cash to fund capital expenditures at the subsidiary, cash retention associated with non-recourse debt covenant restrictions and related debt service requirements at the subsidiaries, retention of cash related to sufficiency of local GAAP statutory retained earnings at the subsidiaries, retention of cash for working capital needs at the subsidiaries, and other similar timing differences between when the cash is generated at the subsidiaries and when it reaches the Parent Company and related holding companies.