



3Q17 Results

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R\$ million

	3Q17	3Q16	Var. %	9M17	9M16	Var. %
Net Operating Revenues	3,644	2,914	25.0	10,114	9,805	3.2
Operating Costs and Expenses	3,160	2,728	15.8	8,367	7,883	6.1
EBITDA	644	435	48.1	2,357	2,627	(10.3)
Net Income	390	(75)	-	958	1,058	(9.4)

- ✓ Reversal of loss of R\$75 million in 3Q16 with Net Income of R\$390 million in 3Q17, positive impact of R\$114 million due to the adhesion PERT Program;
- ✓ Increase of 48% in EBITDA (3Q17 vs. 3Q16), impacted by impairment reversal of R\$158 million;
- ✓ Growth of 25% in Net Operating Revenues, considering, among others, increase of 4.7% in Copel Distribuição's grid market;
- ✓ Operating Costs and Expenses strongly impacted by the effects of GSF and PLD;

Breakdown EBITDA

R\$ million

Subsidiary	3Q17	3Q16	Var.%	9M17	9M16	Var.%
Copel GeT	381	217	76.2	1,515	2,077	(27.1)
Copel Dis	134	95	41.6	462	19	2,367.9
Copel Telecom	41	31	31.6	110	93	17.6
Other/Elimination	88	92	(4.6)	270	438	(38.2)
Consolidated	644	435	48.1	2,357	2,627	(10.3)
EBITDA Margin	18%	15%	18.5	23%	27%	(13.0)

Key Factors

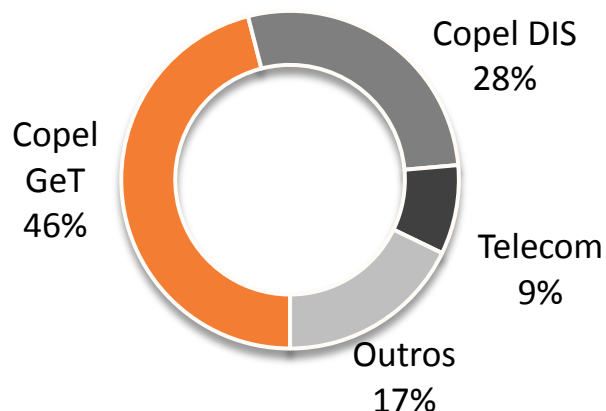
- ✓ EBITDA of R\$381 million in GeT, result positively impacted by the impairment reversal of R\$163 million, partially offset by the effects of GSF and PLD;
- ✓ Copel Distribuição recorded EBITDA of R\$134 million in 3Q17, 41.6% higher than reported in 3Q16, due to the increase of 4.7% in the grid market and the reduction of manageable costs and provisions;
- ✓ Copel Telecom's EBITDA increased by 32%, reflecting the increase in the customer base;

Breakdown Adjusted EBITDA¹

R\$ million

Subsidiary	3Q17	3Q16	Var.%	9M17	9M16	Var.%
Copel GeT	219	437	(50.0)	1,230	1,320	(6.8)
Copel Dis	134	95	41.6	462	19	-
Copel Telecom	41	31	31.6	110	93	17.6
Other/Elimination	92	106	(13.0)	275	245	12.3
Consolidated	486	655	(25.9)	2,077	1,677	23.8
EBITDA Margin	13%	21%	(36.5)	21%	19%	12.6

Breakdown – EBITDA¹ 3Q17



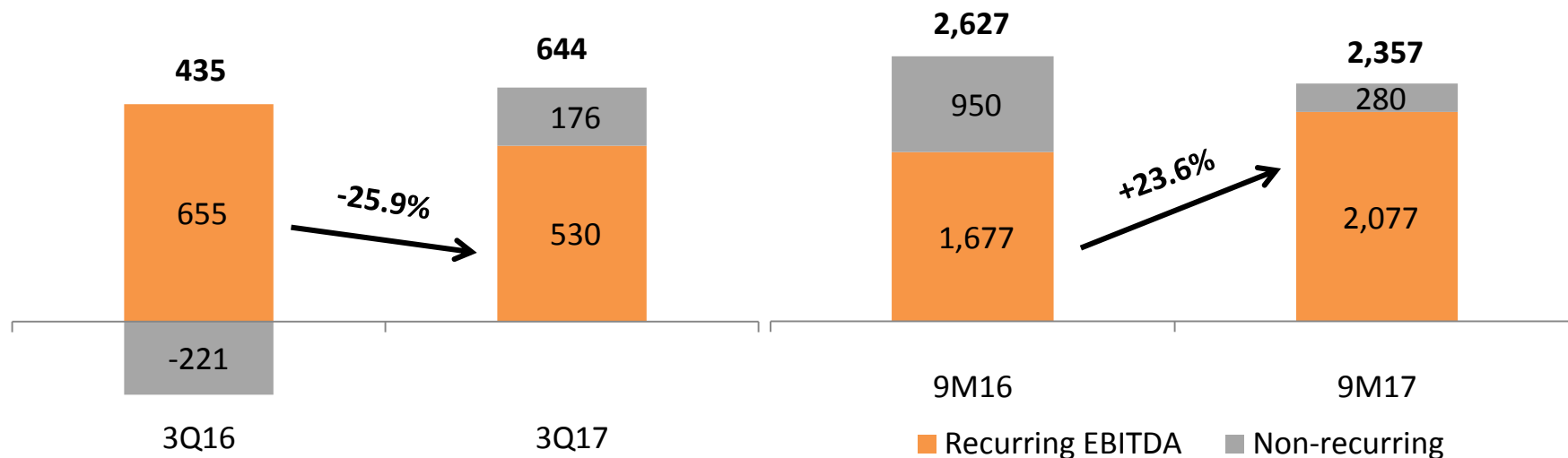
EBITDA¹ Margin per Subsidiaries (%)

3Q17		
GeT	Distribuição	Telecom
30.6	5.2	41.7

¹ EBITDA adjusted for non-recurring events: GeT - 3Q17: positive impact of R\$163 million reversal of Impairment. GeT - 3T16: negative impact of R\$206.4 million referring to RBSE remeasurement and R\$14.5 million referring to the provision for impairment. GeT - 9M17: positive impact of R\$183.0 million referring to RBSE remeasurement and R\$97.1 million referring to reversal of impairment. GeT - 9M16: positive impact of R\$771.3 million referring to RBSE's remeasurement and negative impact of R\$14.5 million referring to the provision for impairment. 3Q17 - Hol: positive impact of reversal of impairment of R\$4.6 million. 9M16 - Hol: positive impact of R\$193.4 million related to the reversal of a provision related to Cofins. 5

Recurrent EBITDA decrease 25.9% (3Q17x3Q16)

R\$ million



✓ Hydrological Risk;

✓ GSF: 64.2% (3Q17) vs 82.8% (3Q16);

✓ PLD increased;

✓ R\$436.20/MWh (3Q17) vs. R\$112.05/MWh (3Q16);

✓ Decrease of manageable cost;

✓ Grid Market grows

✓ 4.7% in 3Q17 and 2.9% in 9M17;

✓ Results of 4th tariff review cycle and tariff adjustment in 2017;

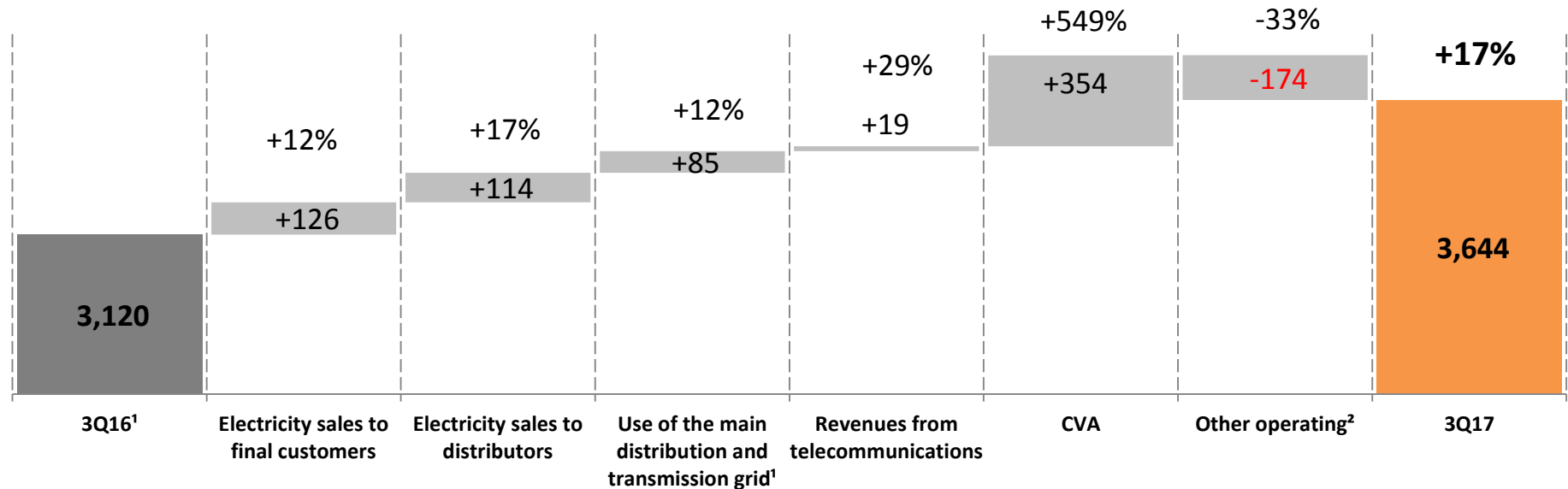
✓ Reduction of R\$36 million in provisions in 3Q17;

Non recurrent 3Q17 considers a reversal of impairment of R\$158. Non recurrent 3Q16 considers the negative impact of R\$206 million related to RBSE remeasurement and a reversal of impairment of R\$15 million.

Non recurrent 2017 considers the positive impact of R\$183 related to RBSE remeasurement, after an approval of the report by Aneel and the reversal of impairment of R\$97 million. Non recurrent 2016 considers the initial recognition of the RBSE indemnity of R\$771 million, a reversal of provision R\$193 million related to COFINS litigation and a reversal of impairment of R\$15 million.

Recurrent operating revenue increased by 16.8% in the quarter

R\$ million



- ✓ Growth of 0.8% in the volume of energy sold to final customers;
- ✓ Adjustment of the energy tariff (TE) by 10%;
- ✓ Sale of energy by Copel Comercialização;
- ✓ Growth of 4.7% in the grid market;
- ✓ Expansion of services to new customers of Copel Telecom;
- ✓ Increase in PLD and GSF;

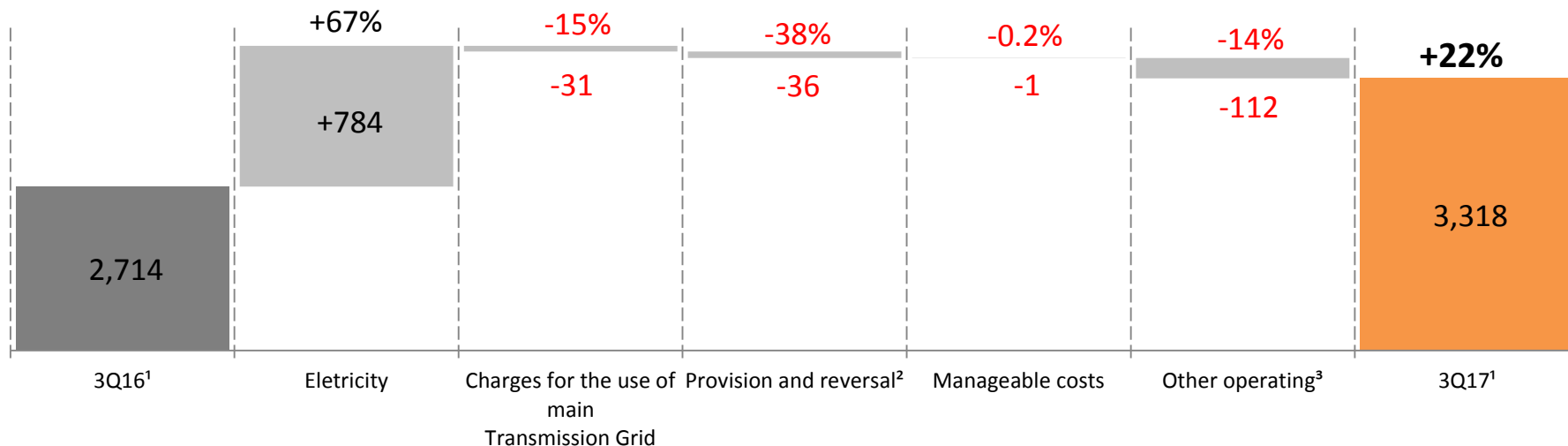
* Amounts subject to rounding.

¹ Recurrent revenue adjusted by negative impact of R\$206 million referring to RBSE remeasurement;

Composed of construction revenue, fair value of assets from the indemnity for the concession, gas distribution and other revenue.

Operating costs and expenses increased by 22% in the quarter

R\$ million



✓ Hydrological Risk;

✓ GSF 64.2% (3Q17) vs. 82.8% (3Q16);

✓ PLD increased;

✓ R\$436.20/MWh (3Q17) vs. R\$112.05/MWh (3Q16);

✓ Higher ESS due to thermal dispatch;

✓ Reduction of 35% in PECLD;

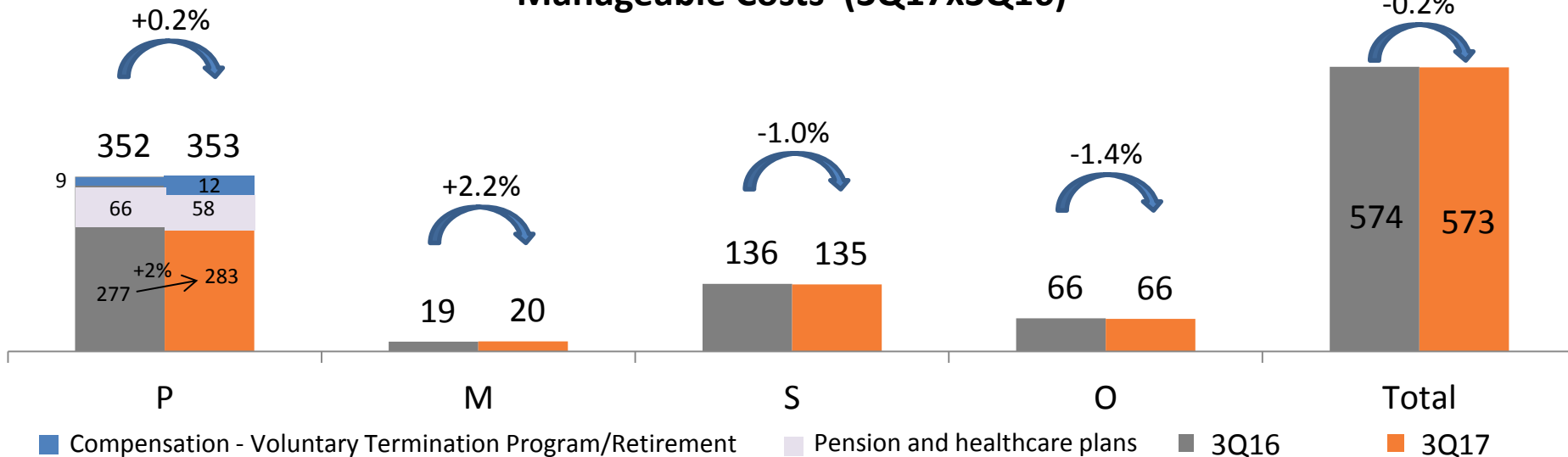
* Amounts subject to rounding.

¹ Recurring revenue adjusted for the negative impact of R\$206 million referring to RBSE remeasurement.

² Consider the construction revenue lines, fair value of the concession's assets, distribution of piped gas, and other operating revenues.

R\$ million

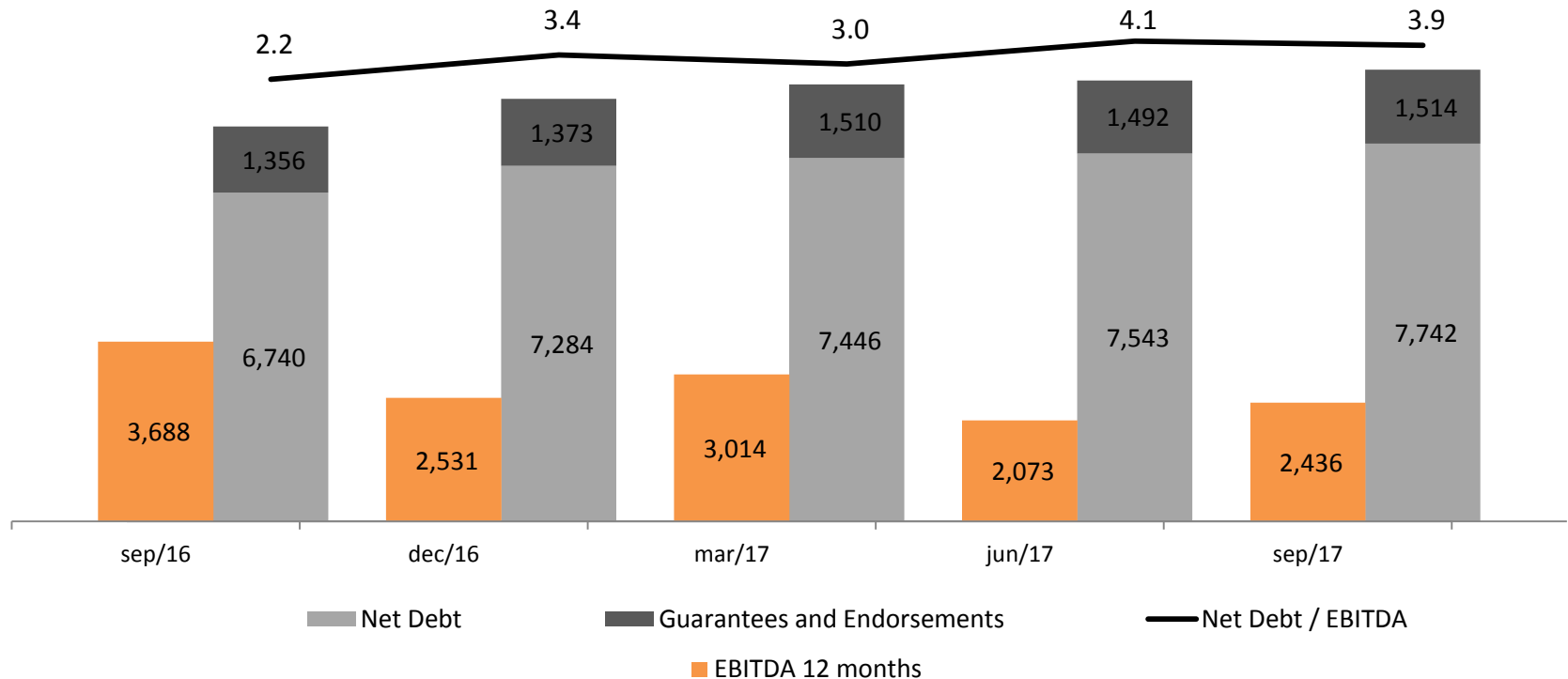
Manageable Costs (3Q17x3Q16)



- ✓ Growth of 2% in Personnel and management;
- ✓ Salary Adjustment of 9.15% in October/16;
- ✓ Reduction of 145 employees in the last 12 months;
- ✓ Policy of not filling job vacancies;
- ✓ Inflation of 2.54% in the last 12 months;
- ✓ Salary Adjustment of 1.63% in October/17 by INPC index;
- ✓ Review of third-party service contracts;

Evolution of Net Debt/EBITDA

R\$ million



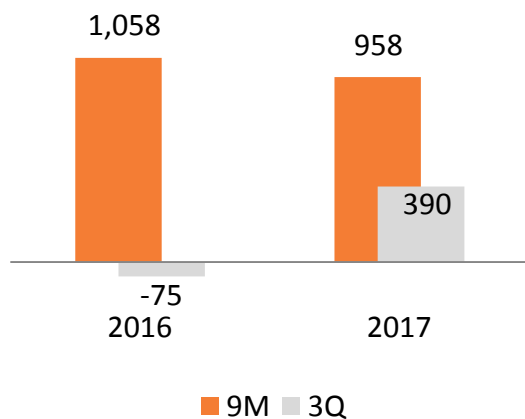
- ✓ EBITDA 12 months does not consider equity accounting results;
- ✓ Growth of 2.6% in net debt (Sep.17 vs Jun.17);
- ✓ Growth of R\$ 381 million in EBITDA 12 months (Sep.17 vs Jun.17);

Net Income Breakdown

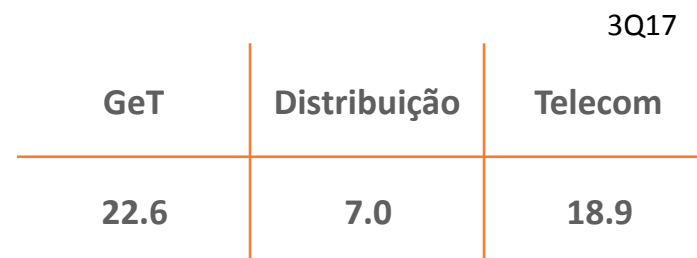
R\$ million

Subsidiary	3Q17	3Q16	Var.%	9M17	9M16	Var.%
Copel GeT	165	45	267.3	655	1,049	(37.6)
Copel Dis	182	(127)	-	261	(230)	-
Copel Telecom	19	13	48.2	46	39	19.0
Other/Elimination	24	(6)	-	(4)	200	-
Consolidated	390	(75)	-	958	1,058	(9.4)
Net Margin	11%	-3%	-	9%	11%	(12.2)

Net Income Performance



Net Margin by Subsidiary (%)





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