



9M13 Results

Lindolfo Zimmer, CEO
Copel

Luiz Eduardo Sebastiani, CFO
Copel

Vlademir Santo Daleffe, CEO
Copel Distribuição

November 13, 2013

Disclaimer



Any statements made during this conference call involving Copel's business outlook or financial and operating forecasts and targets constitute the beliefs and assumptions of the Company's Management, and the information currently available. Forward-looking statements are not guarantees of performance and involve risks, uncertainties and assumptions, given that they refer to future events, and thus are dependent on circumstances that may or may not occur. Investors should understand that general economic conditions, industry conditions and other operating factors could come to affect the future performance of Copel and lead to results that are materially different from those expressed in said forward-looking statements.

Highlights

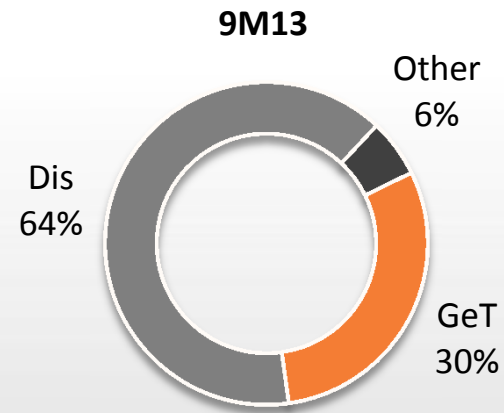
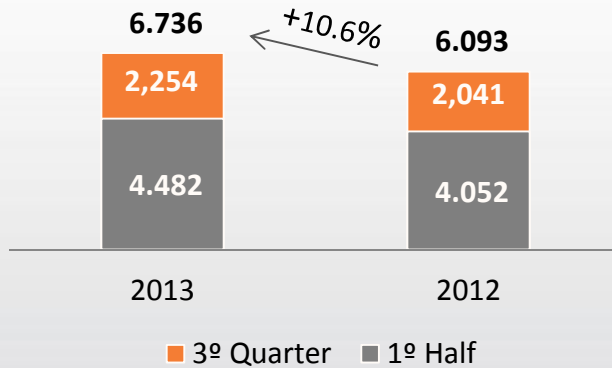


- ▶ Net income of R\$ 923 million
- ▶ Economic Sustainability Plan – Copel Distribuição
- ▶ Organizational Restructuring
- ▶ New Investments
- ▶ Anticipation of Dividends

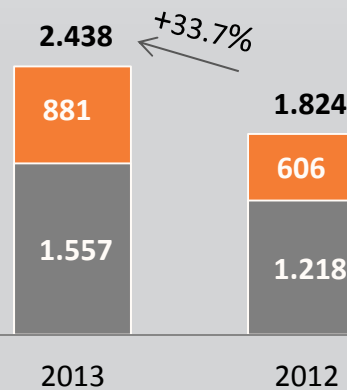
Operating Revenue

R\$ mm

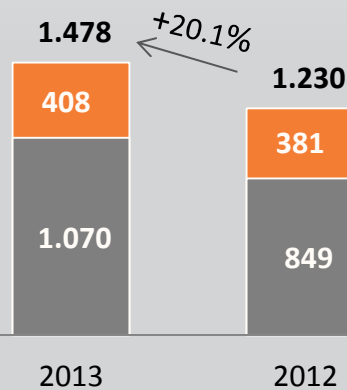
Operating Revenue- Total



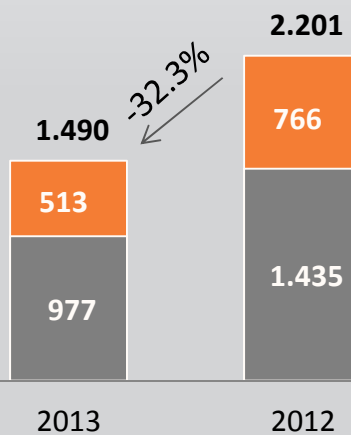
Electricity sales to final customers



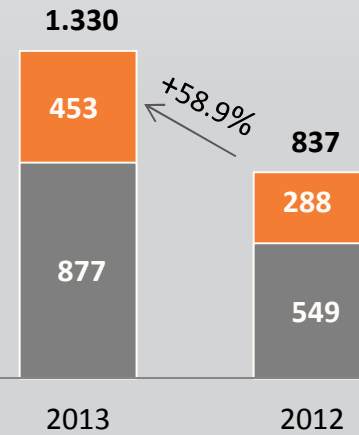
Electricity sales to distributors



Use of transmission grid



Other operating revenue

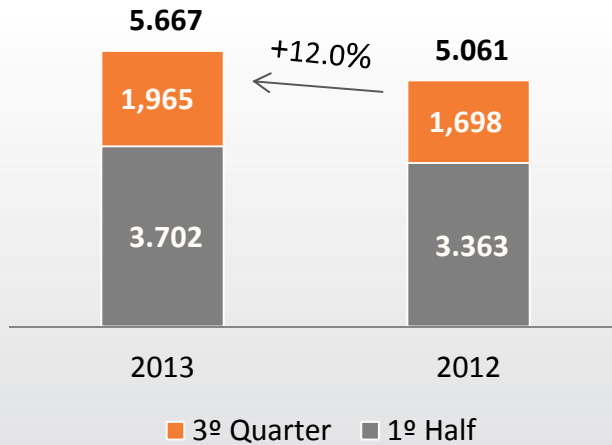


Legend: 3º Quarter (Orange), 1º Half (Grey)

Operating Costs and Expenses

R\$ mm

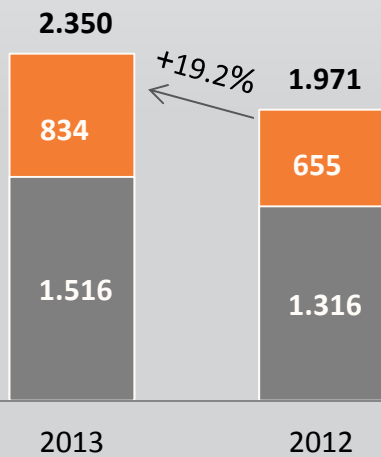
Operating Costs and Expenses



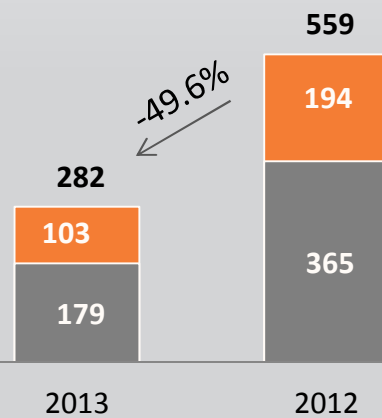
9M13



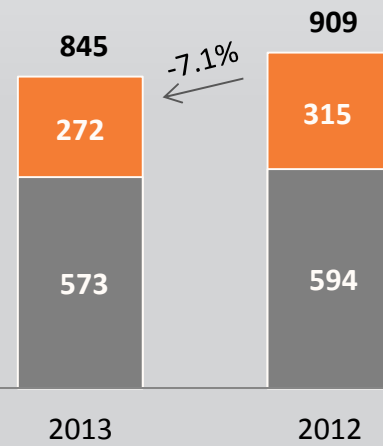
Electricity



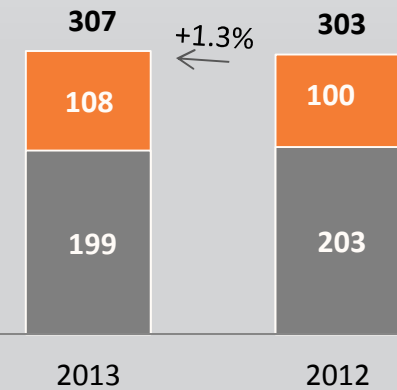
Charges for the use of main transmission grid



Personnel



Outsourced services

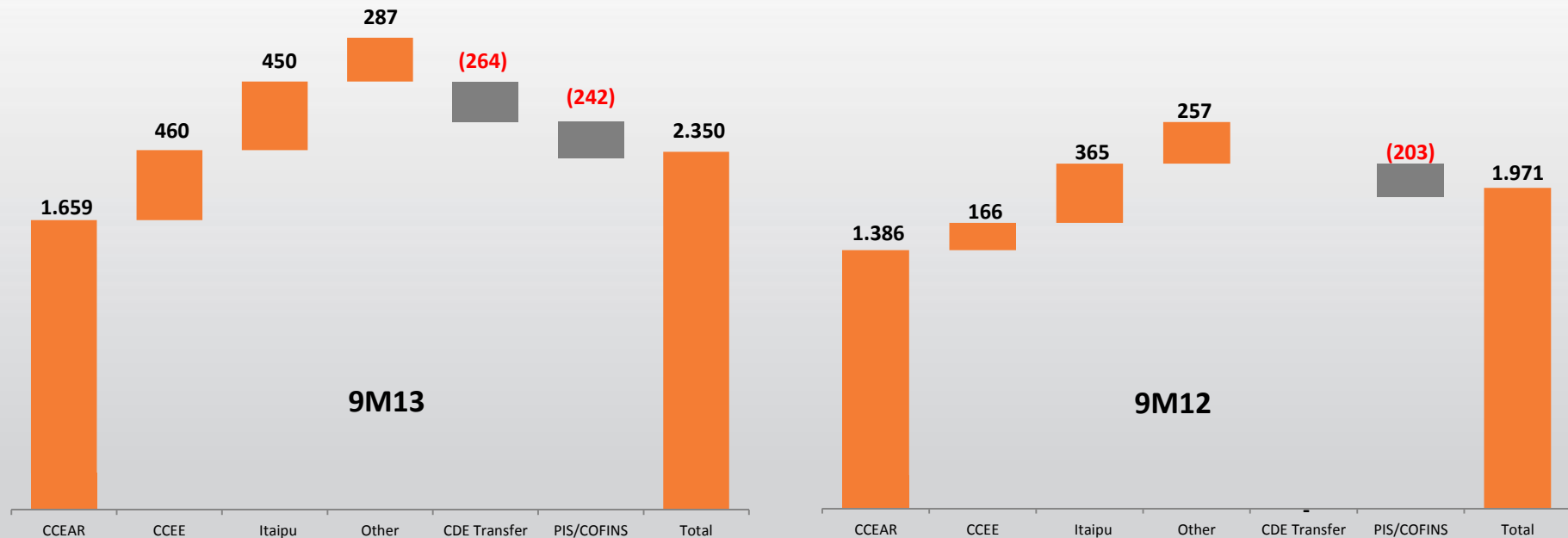


Legend: 3º Quarter (Orange), 1º Half (Grey)

Energy Purchase

R\$ mm

	CCEAR	CCEE	Itaipu	Other	Total
9M13/ 9M12	↑ +19.7%	↑ +177.1%	↑ +23.4%	↑ +11.0%	↑ +19.2%
3Q13/ 3Q12	↑ +8.8%	↑ +145.4%	↑ +59.8%	↑ +4.4%	+27.2%



- ▶ CCEAR
 - ▶ Adjustment for inflation
 - ▶ New hydroelectric and thermal power agreements
 - ▶ Dispatch of thermal power plants

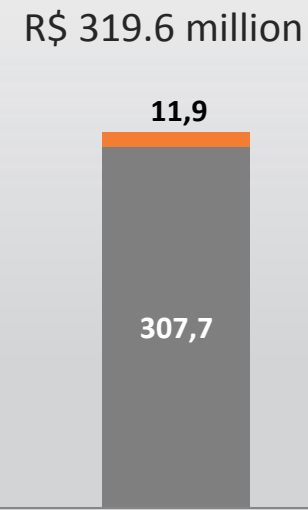
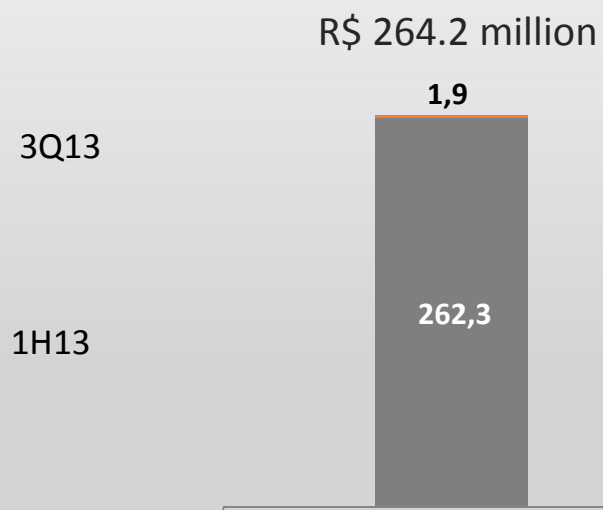
- ▶ CCEE
 - ▶ Higher PLD (spot price)
- ▶ ITAIPU
 - ▶ Exchange rate devaluation

CDE funds – Decree 7.945

- ▶ Transfer of funds from CDE to cover costs arising from:

Energy
<ul style="list-style-type: none">• Involuntary exposure (quotas)• Hydrological risk (quotas)• Energy acquisition cost (CVA)

Charges
<ul style="list-style-type: none">• ESS (dispatch of thermal plants out of order of priority)• ESS (acquisition of energy – CVA)

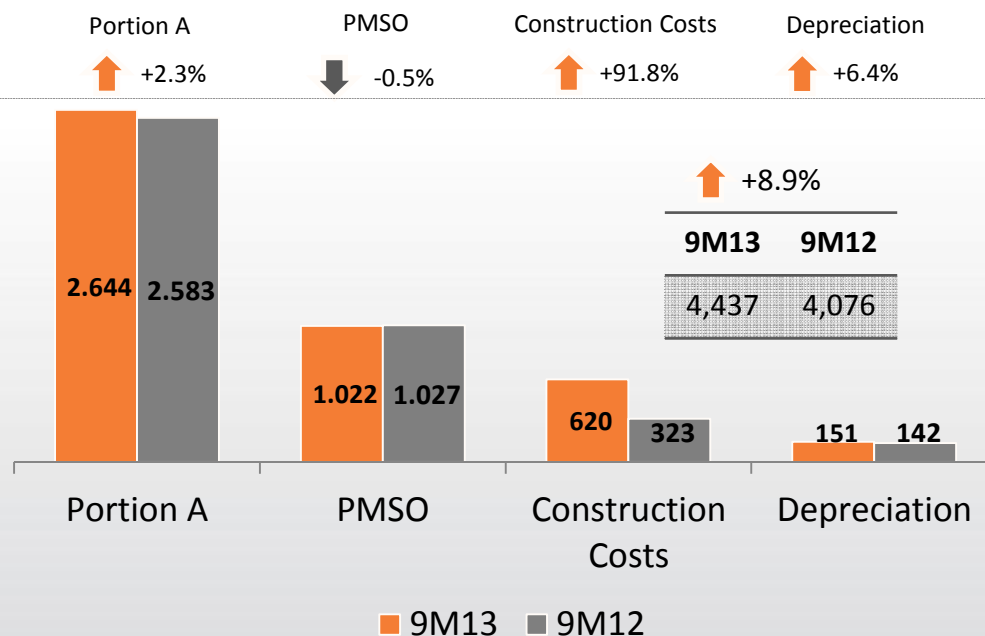


R\$ mm

- ▶ Funds recorded (energy + charges): R\$ 583.8 million.

PMSO - Copel Distribuição

R\$ mm



IGP-M:
(12 month): **+ 4.4%**

PMSO:
Copel Distribuição:
9M13/9M12 **- 0.5%**

COPEL DIS	9M13	9M12	%
P	560.2	607.7	- 7.8%
MSO*	461.5	419.2	+10.1%
PMSO Total	1,022.2	1,026.9	-0.5%
MSO adjusted	428.9	419.2	+2.3%
PMSO adjusted	989.1	1,026.9	-3.7%

Consolidated	9M13	9M12	%
P	844.6	909.2	- 7.1%
(-) Provision PDV	(1.7)	20.5	-
P adjusted	846.3	888.7	-4.8%

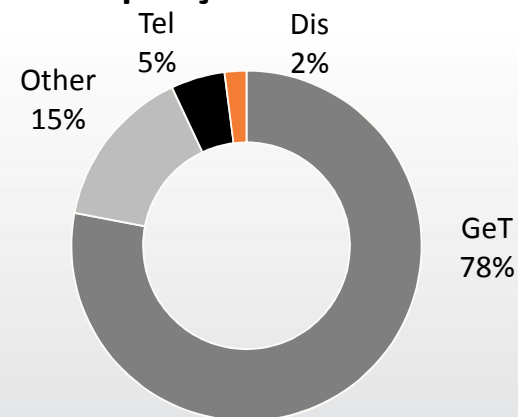
*Accounting reconciliation - Non-recurring effect

EBITDA

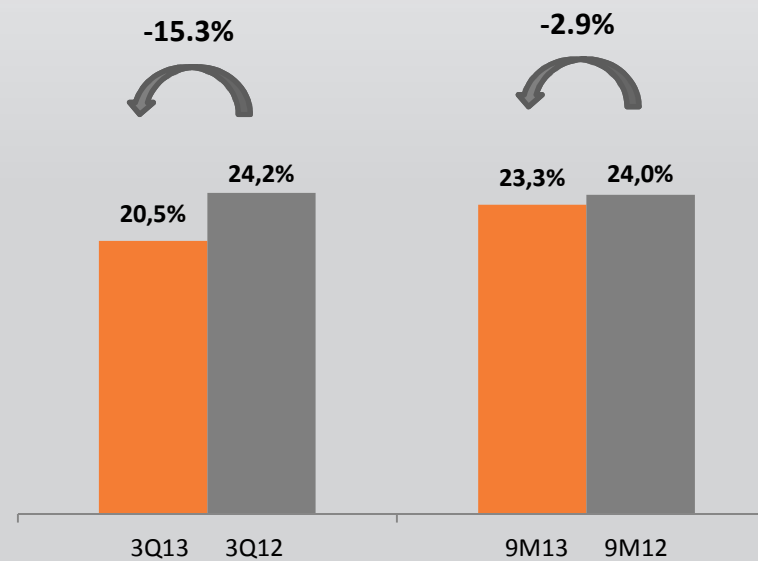
EBITDA Breakdown

Subsidiary	EBITDA R\$ mm	9M13/9M12 %
Copel GeT	1,216.3	21.8
Copel Distribuição	37.4	(83.8)
Copel Telecom	72.1	44.3
Other	241.3	13.1
Consolidated	1,567.1	5.0

Composição do EBITDA



Evolution of Consolidated EBITDA margin



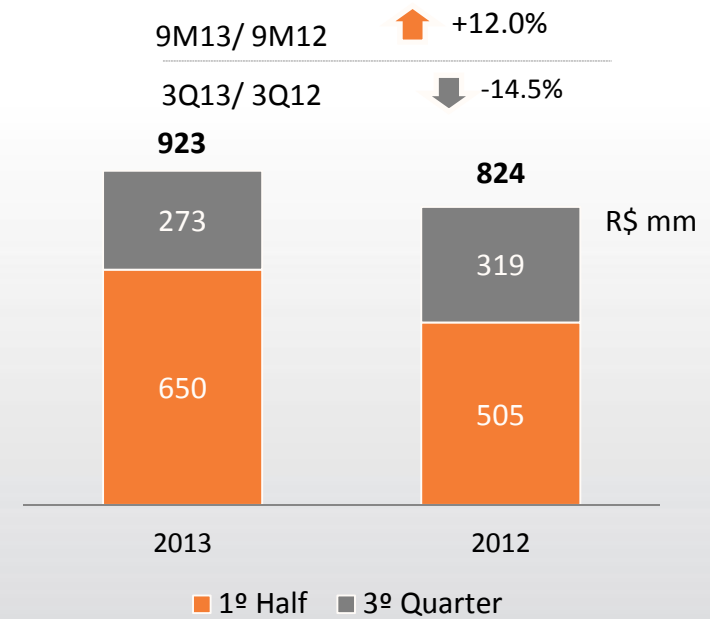
EBITDA Margin per subsidiary (%)

GeT	Distribuição	Telecom
60.2	0.9	51.6

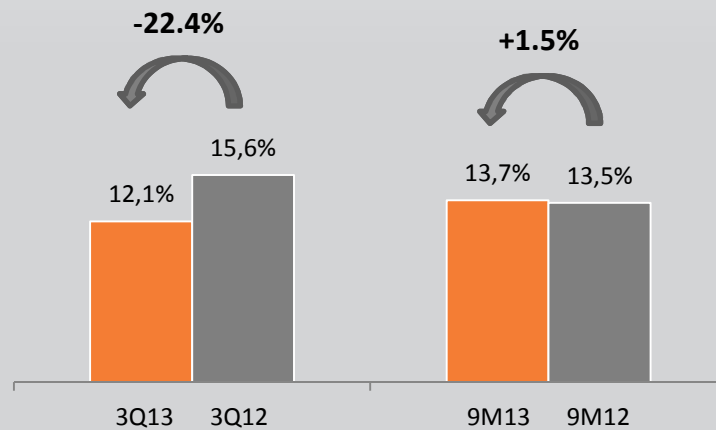
Net Income

Net Income Breakdown

Subsidiary	Income R\$ mm	9M13/9M12 %
Copel GeT	733.7	32.7
Copel Distribuição	42.6	(68.9)
Copel Telecom	35.5	62.3
Other	111.4	(0.8)
Consolidated	923.2	12.0



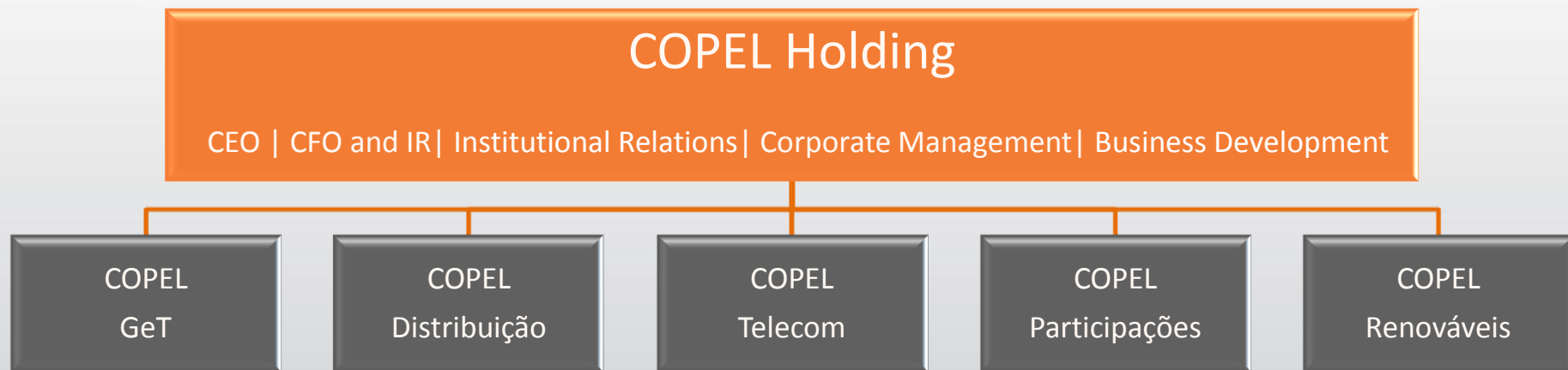
Consolidated net margin performance



Net margin by subsidiary(%)

GeT	Distribuição	Telecom
36.3	1.0	25.4

► New Organizational Structure



► Greater agility

► Cut operating costs

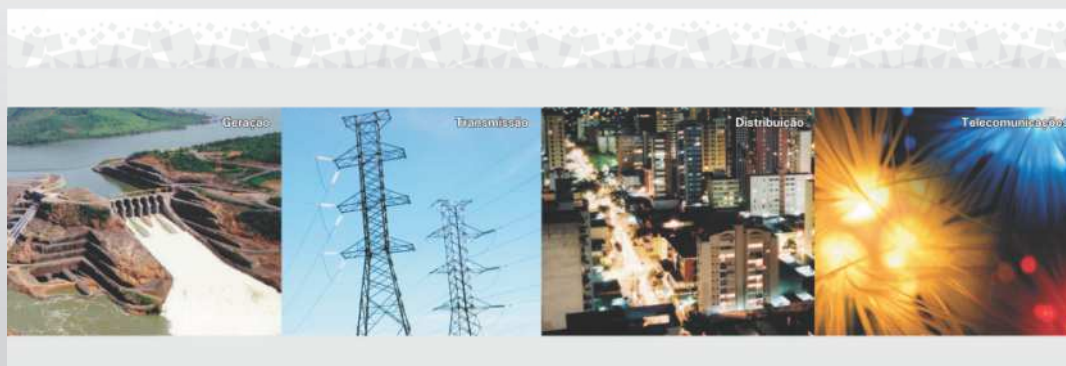
- ▶ Economic Sustainability Plan – Copel Distribuição
 - ▶ Restructuring by processes
 - ▶ Reduction of R\$ 300.0 million in costs manageable until 2015
 - ▶ Cutting of 163 management positions
 - ▶ Transfer CRC credits to Holding
- ▶ Copel GeT and Telecom
 - ▶ Similar measures are being adopted

Redundancy Program				
	DIS	GeT	Other	Total
9M13	267	84	18	369
Oct.13 - Dec.13	225	94	18	337
In 2013	492	178	36	706

Total (2011, 2012 e 2013): 1,036

Questions and Answers





Investor Relations

ri@copel.com

+55 41 3222-2027
www.copel.com/ri