



2012 Results

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March 27, 2013

Disclaimer

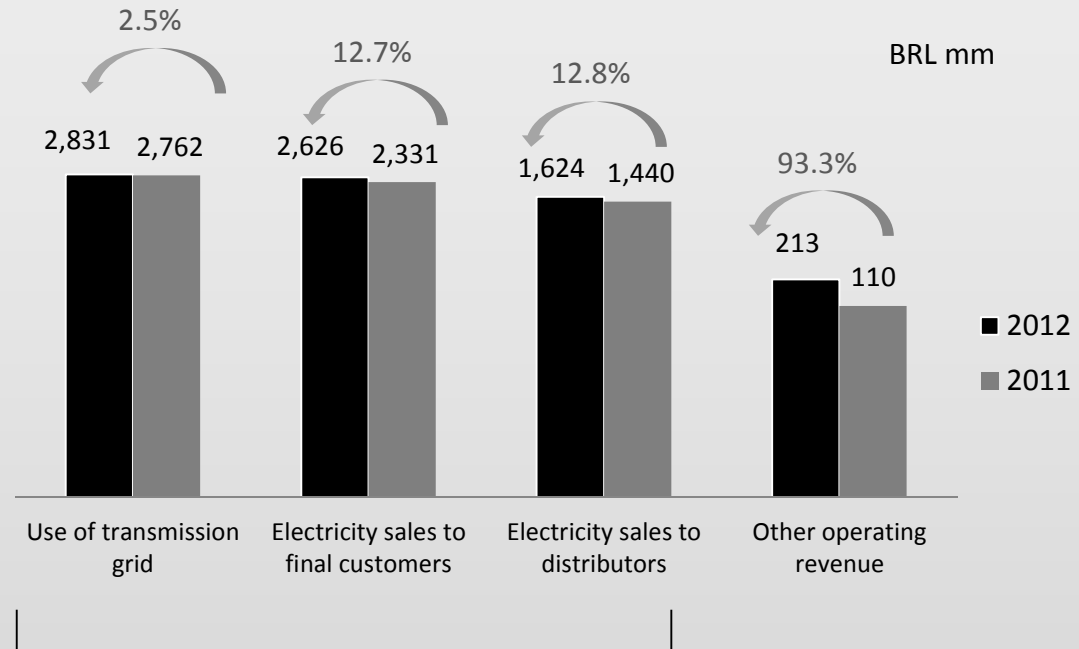
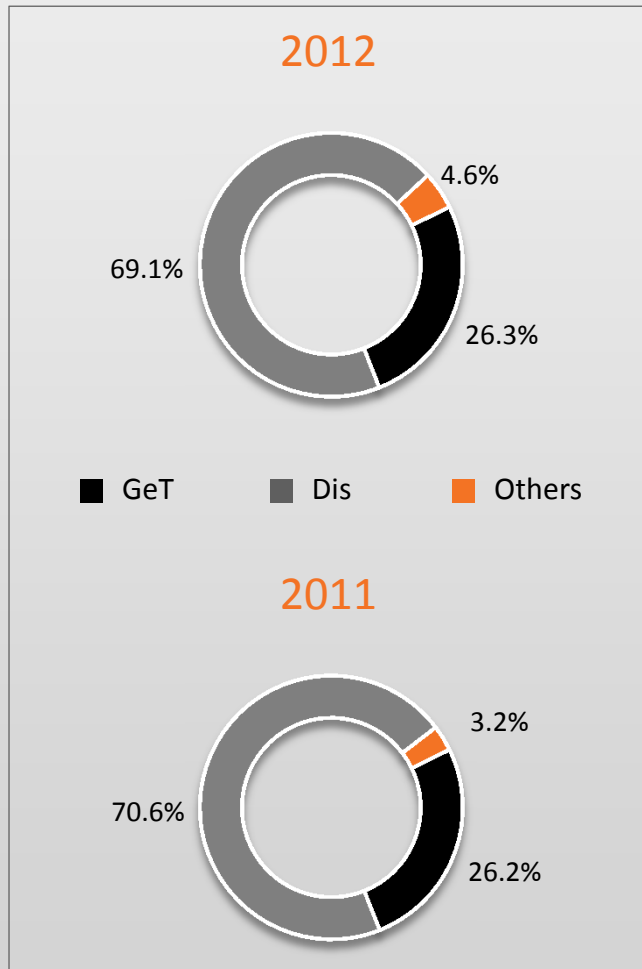
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Highlights



- ▶ New CFO
- ▶ Extension of Concessions
- ▶ Extraordinary Tariff Revision
- ▶ Closing of the Succession and Voluntary Redundancy Program (PSDV) and Cost Optimization Program
- ▶ Expansion Plan
- ▶ Dividends/ IOC to Shareholders

Operating Revenue

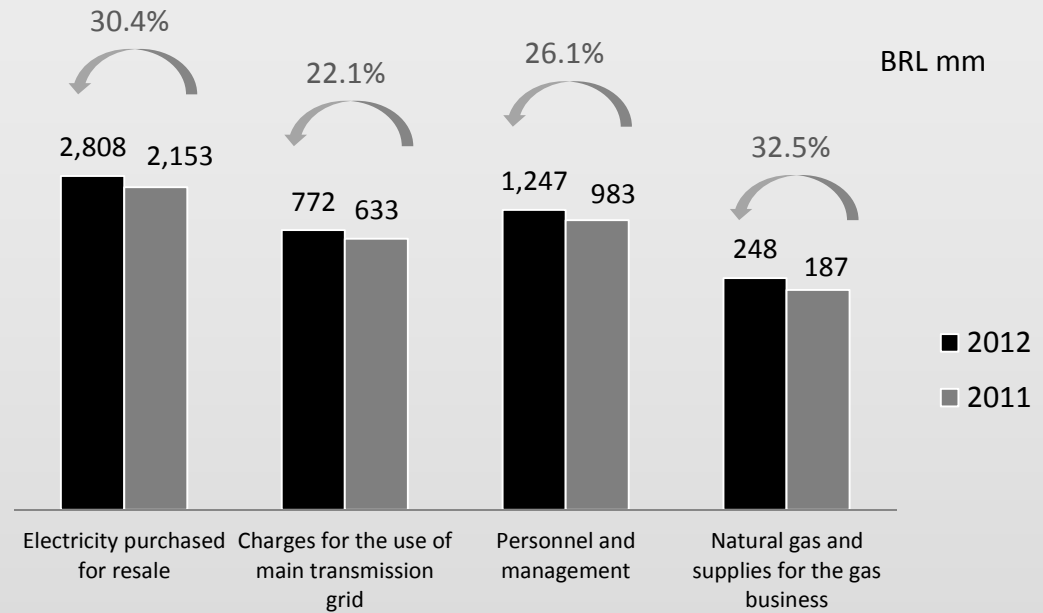
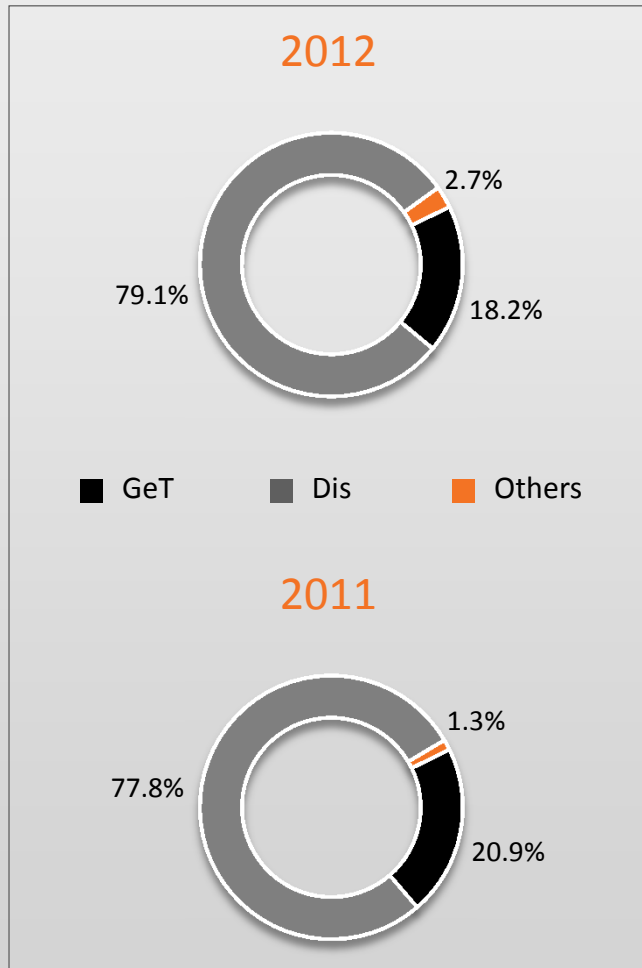


Energy sale = +8.4%

R\$ 8.5 bln

+ 9.7%

Operating Expenses

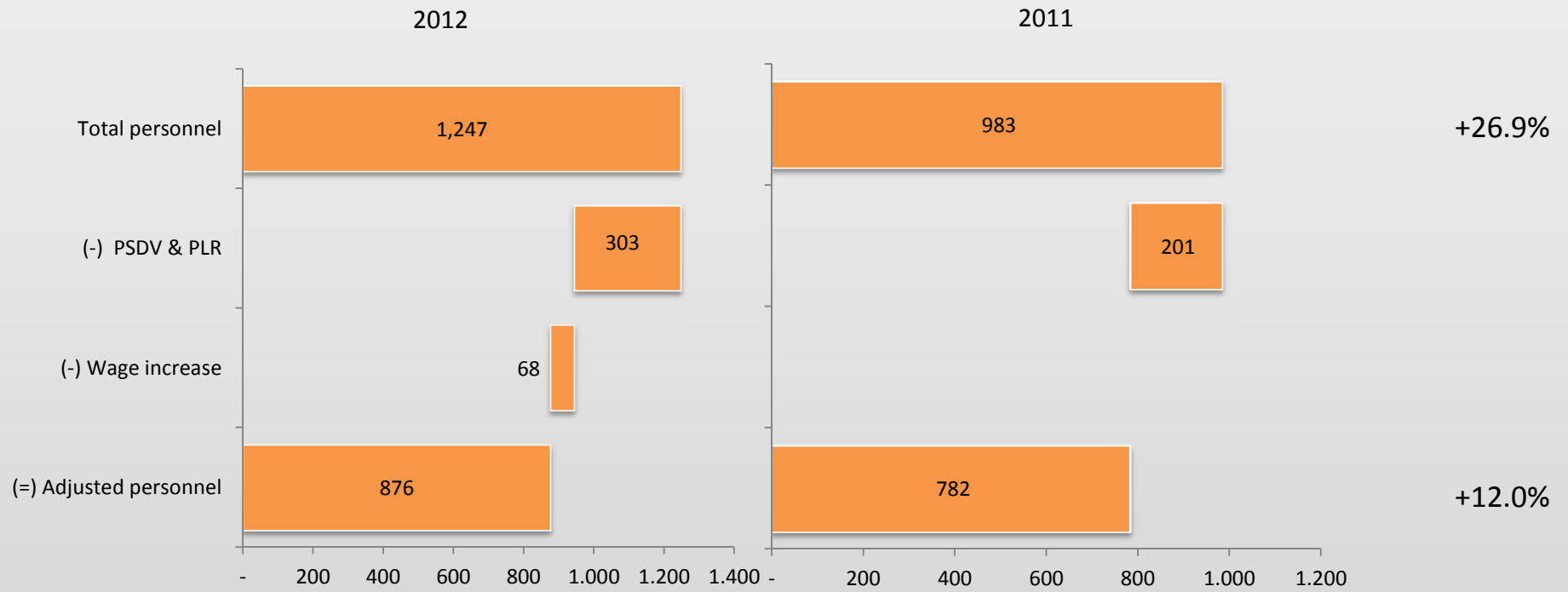


R\$ 7.5 bln

+ 16.5%

Personnel

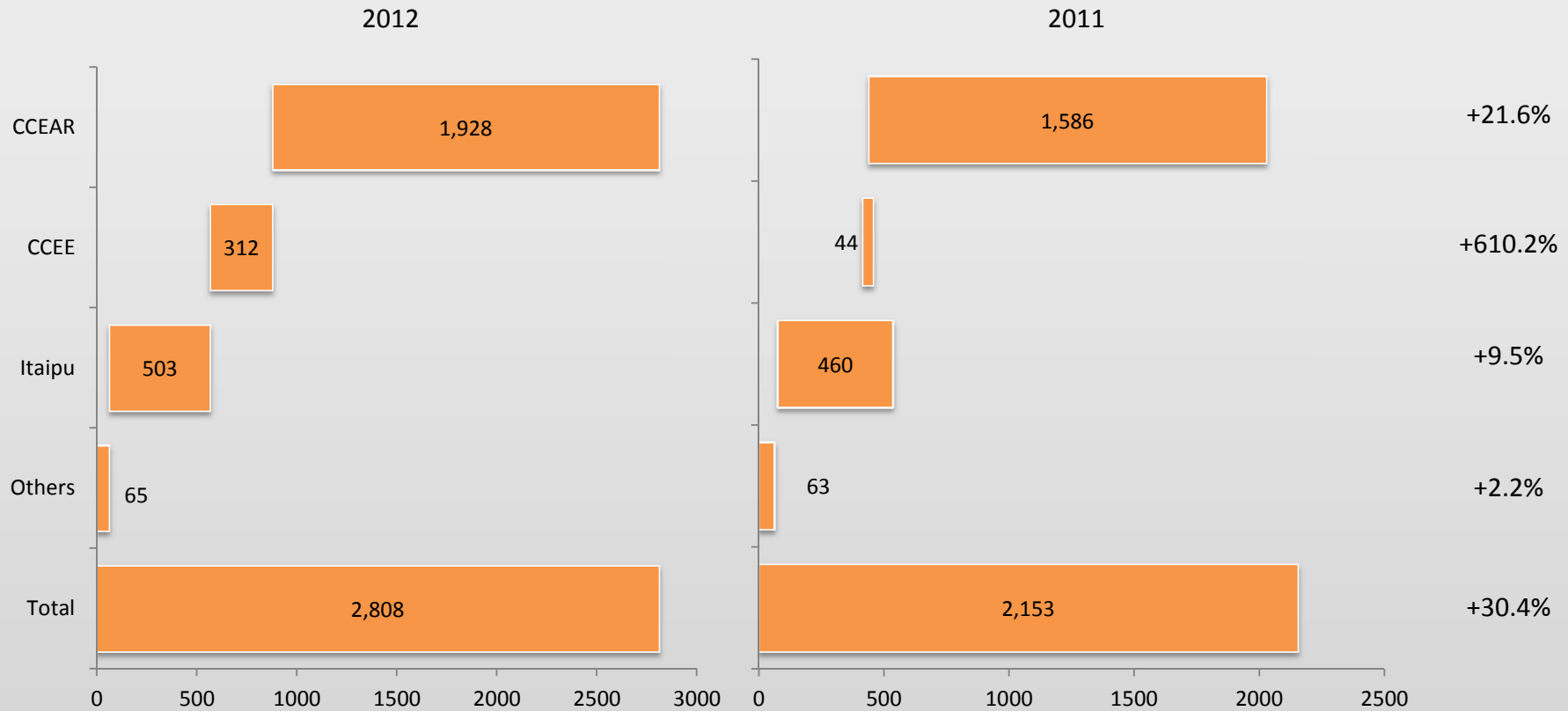
BRL mm



► Career Structure Revision

Electricity Purchase

BRL mm



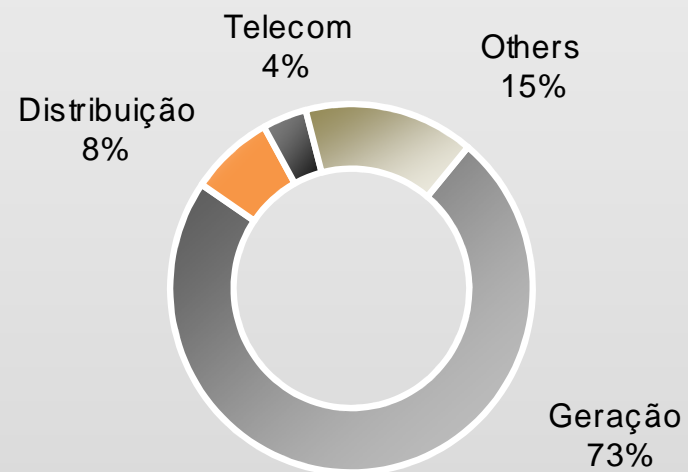
- ▶ PLD increase
- ▶ Thermal power agreements
- ▶ Exchange rate devaluation
- ▶ Contracts updates by inflation
- ▶ Market growth

EBITDA

EBITDA Breakdown

Subsidiary	EBITDA BRL mm	2012/2011 %
Copel GeT	1,138.9	20.7
Copel Distribuição	115.7	(82.1)
Copel Telecom	61.1	(10.1)

R\$ 1,551.1 mm



EBITDA Margin by subsidiary (%)

GeT	Distribuição	Telecom
50.8	2.0	35.4

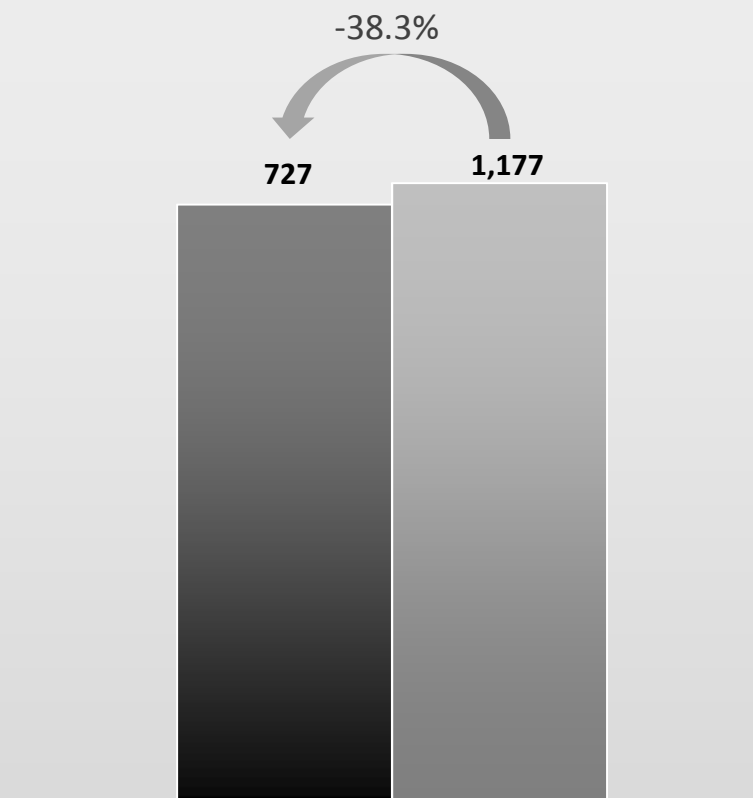
Consolidated EBITDA margin performance (%)

4Q12	4Q11	2012	2011
4.5	17.1	18.2	24.6

Net Income

Net Income Breakdown

Subsidiary	Income BRL mm	2012/2011 %
Copel GeT	700.5	17.0
Copel Distribuição	(43.4)	-
Copel Telecom	28.0	(21.5)



Net Income (BRL mm)

■ 2012 ■ 2011

Net margin by subsidiary (%)

GeT	Distribuição	Telecom
31.2	(0.7)	16.2

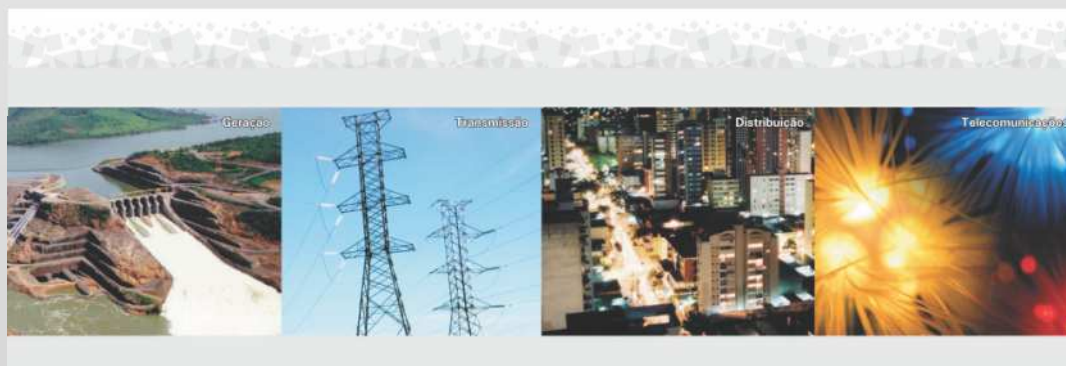
- ▶ 3rd cycle of tariff revision
- ▶ Electricity purchase (CVA)
- ▶ PSDV

Adjusted Net Income and EBITDA

	BRL mm	
Line	2012	2011
(-) Personnel and management (PSDV)	(168.8)	(64.4)
(-) CVA	(125.1)	97.6
(+) EBITDA	1,551.1	1,912.3
(=) Adjusted EBITDA	1,845.0	1,879.1
(-) Financial Expenses (3 rd Cycle TA + Res. 474/12)	(401.1)	-
(+) Net Income	726.5	1,176.9
(=) Adjusted Net Income	1,185.2	1,155.0

Questions & Answers





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