

IR 01/13

Copel's electricity sales to final customers grew 5.4% in 2012

The following analysis refers to Copel's power market performance consolidated between January and December 2012 compared to the same period of 2011.

Copel's electricity sales to final customers, composed by sales from Copel Distribuição captive market and Copel Geração e Transmissão free market increased 5.4% between January and December of 2012. The captive market consumed 23,234 GWh, growing by 3.5%, while Copel Geração e Transmissão's free market has grown 52.8%, reaching 1,404 GWh in the same period.

	Energy Sold (GWh)					
	4Q12	4Q11	%	2012	2011	%
Captive Market - Copel Distribuição	5,936	5,597	6.1	23,234	22,454	3.5
Free Customers - Copel GeT	375	228	64.1	1,404	919	52.8
Energy Supply	6,311	5,825	8.3	24,638	23,373	5.4

Captive Market – Copel Distribuição

The industrial segment consumed 7,391 GWh, down 1.0% in 2012. This result was mainly due to the decrease in industrial production, brought about by the effects of the global economic crisis, and the migration of large customers to the free market. At the end of December, this segment represented 31.8% of Copel's captive market consumption, with the company supplying power to 86,717 captive industrial customers.

The residential segment consumed 6,559 GWh, a growth of 5.4%, led by the higher credit and income growth, and by above average temperatures, mainly in the fourth quarter, with increased power consumption. At the end of 2012, this segment represented 28.2% of Copel's captive market consumption, with the company supplying power to 3,196,457 residential customers.

The commercial segment consumed 5,048 GWh, a growth of 5.9%, due to increasing sales from retailers in the concession area. At the end of the period, this segment represented 21.7% of Copel's captive market consumption, with the company supplying power to 327,244 captive commercial customers.

The rural segment consumed 2,025 GWh, growing by 8.2%, mainly due to the higher agricultural output in the State of Paraná during 2012. This segment represented 8.7% of Copel's captive market consumption at the end of December, with the company supplying power to 372,640 rural customers.

Other segments (public agencies, public lighting, public services and own consumption) consumed 2,211 GWh, up 4.2% in the period. These segments represented 9.6% of Copel's captive market consumption, totaling 54,512 customers at the end of the period.

The following table shows the captive market for each consumption segment:

	Number of Customers/ Agreements			Energy Sold (GWh)					
	Dec/12	Dec/11	%	4Q12	4Q11	%	2012	2011	%
Industrial	86,717	80,771	7.4	1,857	1,863	(0.3)	7,391	7,467	(1.0)
Residential	3,196,457	3,089,619	3.5	1,691	1,534	10.3	6,559	6,224	5.4
Commercial	327,244	319,667	2.4	1,300	1,191	9.1	5,048	4,769	5.9
Rural	372,640	374,819	(0.6)	513	471	8.9	2,025	1,872	8.2
Other	54,512	52,058	4.7	575	538	7.0	2,211	2,122	4.2
Captive Market	4,037,570	3,916,934	3.1	5,936	5,597	6.1	23,234	22,454	3.5

Grid Market (TUSD) - Copel Distribuição

Copel Distribuição's grid market, comprising the captive market, concessionaries and licensees (other utilities within the State of Paraná) and all free customers within the Company's concession area, grew 2.7%, as shown by the following table:

	Number of Customers/ Agreements			Energy Sold (GWh)					
	Dec/12	Dec/11	%	4Q12	4Q11	%	2012	2011	%
Captive Market	4,037,570	3,916,934	3.1	5,936	5,597	6.1	23,234	22,454	3.5
Concessionaries and Licensees	4	4	-	163	154	6.2	635	601	5.8
Free Customers*	89	31	187.1	815	730	11.6	3,020	3,139	(3.8)
Mercado Fio	4,037,663	3,916,969	3.1	6,914	6,481	6.7	26,889	26,194	2.7

* All free customers served by Copel GeT and other suppliers at the Copel DIS concession area.

It should be noted that the growth of Copel Distribuição's grid market was affected by the migration of free large industrial consumers to the basic grid in late 2011. Excluding the effects of this migration, the grid would have shown growth of 4.7% in 2012.

Copel's Consolidated Market

The following table shows Copel's total energy sales through Copel Distribuição and Copel Geração e Transmissão:

	Number of Customers/ Agreements			Energy Sold (GWh)					
	Dec/12	Dec/11	%	4Q12	4Q11	%	2012	2011	%
Copel DIS									
Captive Market	4,037,570	3,916,934	3.1	5,936	5,597	6.1	23,234	22,454	3.5
Concessionaries and Licensees	4	4	-	163	154	6.2	635	601	5.8
CCEE (MCP)	-	-	-	-	99	-	33	341	(90.4)
Total Copel DIS	4,037,574	3,916,938	3.1	6,099	5,850	4.3	23,902	23,396	2.2
Copel GeT									
CCEAR (Copel DIS)	1	1	-	331	340	(2.8)	1,316	1,327	(0.9)
CCEAR (other concessionaries)	37	36	2.8	3,626	3,675	(1.3)	13,780	14,139	(2.5)
Free Customers	15	8	87.5	375	228	64.1	1,404	919	52.8
Bilateral Agreements *	6	2	200.0	497	260	91.2	1,366	1,051	30.0
CCEE (MCP)	-	-	-	8	93	(91.4)	96	206	(53.5)
Total Copel GeT	59	47	25.5	4,837	4,596	5.2	17,962	17,642	1.8
Total Copel Consolidated	4,037,633	3,916,985	3.1	10,936	10,446	4.7	41,864	41,038	2.0

Note: Not considering the energy from MRE (Energy Relocation Mechanism).

CCEE: Electric Power Trade Chamber

CCEAR: Energy Purchase Agreements in the Regulated Market

MCP: Short Term Market

*Includes Short Term Sales Agreements

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Gilberto Mendes Fernandes
 Chief Environment and Corporate Citizenship Officer
 and Interim CFO and Investor Relations Officer

For additional information, please contact Copel's Investor Relations team:
ri@copel.com or (55 41) 3222-2027