

IR 15/13

Copel's Electricity Sales to final customers grew by 9.8% until September

This report analyzes the performance of Copel's electricity market between January and September 2013 and all comparisons refer to the same period in 2012.

Copel's electricity sales to final customers, composed by COPEL Distribuição's sales in the captive market and Copel Geração e Transmissão's sales in the free market, increased by 9.8% between January and September.

This result was chiefly due to the 21.4% upturn in electricity sales to industrial segment, thanks to the performance of this economic sector in Paraná State in 2013 (3.1% up through August, versus 1.5% up in Brazil as a whole) and Copel GeT's strategy of allocating more energy to the free market, allowing sales to industrial customers in other States.

Segment	Market	Energy Sold (GWh)					
		3Q13	3Q12	Var. %	9M13	9M12	Var. %
Residential		1,737	1,620	7.2	5,133	4,867	5.5
Industrial	Total	2,712	2,231	21.5	7,972	6,570	21.4
	Captive	1,682	1,852	(9.2)	4,924	5,548	(11.3)
	Free	1,030	379	171.7	3,049	1,022	198.4
Commercial	Total	1,223	1,219	0.3	3,780	3,756	0.6
	Captive	1,220	1,217	0.3	3,771	3,749	0.6
	Free	3	2	24.3	9	7	20.2
Rural		484	463	4.4	1,556	1,512	2.9
Other		571	543	5.2	1,689	1,636	3.3
Energy Supply		6,727	6,076	10.7	20,131	18,341	9.8

Captive Market – Copel Distribuição

The residential segment consumed 5,133 GWh, 5.5% up, chiefly due to the 3.7% increase in the customer base, and the 1.9% upturn in average consumption, due to higher income, the maintenance of high employment levels and below-average temperatures in the third quarter, which boosted energy consumption. At the end of September, this segment accounted for 30.1% of Copel's captive market, totaling 3,285,855 residential customers.

The industrial segment consumed 4,924 GWh, 11.3% down, chiefly due to the migration of large industrial customers to the free market. At the end of the period, this segment represented 28.8% of Copel's captive market, with the company supplying power to 92,935 industrial customers.

The commercial segment consumed 3,771 GWh, 0.6% higher than in the same period the year before. At the end of September, this segment represented 22.1% of Copel's captive market, with the Company supplying power to 335,319 customers.

* Figures are subject to rounding.

The rural segment consumed 1,556 GWh, growing by 2.9%, mainly due to the strong performance of agribusiness in the State of Paraná. At the end of September, this segment represented 9.1% of Copel's captive market, with the Company supplying power to 372,553 customers.

Other segments (public agencies, public lighting, public services and own consumption) consumed 1,689 GWh, 3.3% up in the period. These segments jointly account for 9.9% of Copel's captive market, totaling 55,489 customers at the end of the period.

The following table shows captive market trends by consumption segment:

	Number of Customers			Energy Sold (GWh)				
	Sep/13	Sep/12	Var. %	3Q13	3Q12	Var. %	9M13	9M12
Residential	3,285,855	3,169,888	3.7	1,737	1,620	7.2	5,133	4,867
Industrial	92,935	84,887	9.5	1,682	1,852	(9.2)	4,924	5,548
Commercial	335,319	326,225	2.8	1,220	1,217	0.3	3,771	3,749
Rural	372,553	374,759	(0.6)	484	463	4.4	1,556	1,512
Other	55,489	53,507	3.7	571	543	5.2	1,689	1,636
Captive Market	4,142,151	4,009,266	3.3	5,694	5,695	-	17,073	17,312

Copel Distribuição - Grid Market (TUSD)

Copel Distribuição's grid market, comprising the captive market, concessionaires and licensees in the State of Paraná, and all free consumers within the Company's concession area, grew by 4.2%, as shown in the following table:

	Number of Customers/ agreements			Energy Sold (GWh)					
	Sep/13	Sep/12	Var%	3Q13	3Q12	Var. %	9M13	9M12	Var. %
Captive Market	4,142,151	4,009,266	3.3	5,694	5,695	-	17,073	17,312	(1.4)
Concessionaires and Licensees	4	4	-	170	162	4.8	496	472	5.0
Free Customers*	125	64	95.3	1,175	785	49.6	3,259	2,205	47.8
Grid Market	4,142,280	4,009,334	3.3	7,039	6,642	6.0	20,828	19,989	4.2

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

* Figures are subject to rounding.

Copel's Consolidated Market

The following table shows Copel's total electricity sales broken down between Copel Distribuição and Copel Geração e Transmissão:

	Number of Customers/			Energy Sold (GWh)					
	Sep/13	Sep/12	Var. %	3Q13	3Q12	Var. %	9M13	9M12	Var. %
Copel DIS									
Total Copel Consolidado	4,142,151	4,009,266	3.3	5,694	5,695	-	17,073	17,312	(1.4)
Concessionaries and Licensees	4	4	-	170	162	4.8	496	472	5.0
CCEE (MCP)	-	-	-	33	12	178.9	33	33	-
Total Copel DIS	4,142,155	4,009,270	3.3	5,897	5,869	0.5	17,602	17,817	(1.2)
Copel GeT									
CCEAR (Copel DIS)	1	1	-	200	323	(38.2)	633	985	(35.8)
CCEAR (other concessionaries)	36	37	(2.7)	1,526	3,356	(54.5)	4,739	10,155	(53.3)
Free Customers	27	15	80.0	1,033	381	171.1	3,058	1,029	197.2
Bilateral Agreements *	21	3	600.0	1,322	321	311.1	3,924	869	351.3
CCEE (MCP)	-	-	-	52	43	21.4	1,861	88	-
Total Copel GeT	85	56	51.8	4,133	4,424	(6.6)	14,215	13,126	8.3
Total Copel Consolidated	4,142,240	4,009,326	3.3	10,030	10,293	(2.6)	31,817	30,943	2.8

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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