



# DISCLAIMER

Any statements made during this event 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.

The 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.





## BUSINESS OVERVIEW

Daniel Slaviero



## Sale of Copel Telecom

R\$ 2.395 billion

71% premium to the minimum value

#### **UNITs Program**

approved program template composition UNITs: 1 ON + 4 PNB

## Migration Perspective to Level 2

Corporate governance improvements

## Voluntary Redundancy Program

218 Adhesions in the 1st phase R\$ 27 million in indemnities 7,006 employees in Sep/20 reduction of 507 people (before PDI)

# RELEVANT ADVANCES IN 3020

Governance
Improvement and
efficiency in all
bussinesses

#### **Copel GET**

Law 14052/20 (GSF renegotiation)
Compensation: R\$ 800 million (CCEE)
100% operational MSG

#### **Copel DIS**

LTM EBITDA (adjusted) R\$ 1.253 billion 8.7% efficiency (vs. regulatory) Gradual market recovery

## **Copel Mercado Livre**

49% growth in the volume of energy sold

#### **UEGA Dispatch**

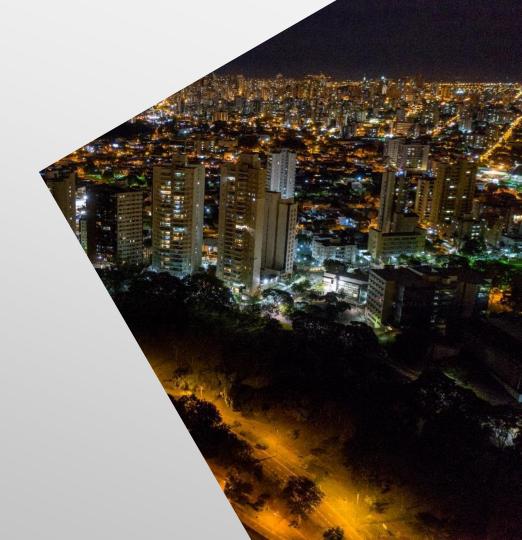
32 GWh operation in Sep/20 \* 53GWh in RRO in Oct/20 (R\$ 820,00/MWh) 234GWh in GFOM (R\$ 631,00/MWh) \*\*

- \* Energy export
- \*\* between 19.out and 10.nov
  Source: CCEE and ONS-Operation history (operating week) Estimated values



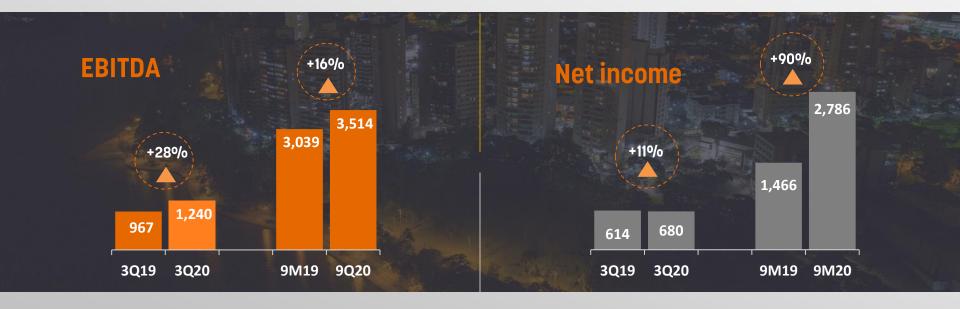
# RESULTS 3020

Adriano Rudek de Moura - CFO



## 3Q20 Adjusted EBITDA & Net Income

Another quarter of solid and consistent results



**R\$ 1,240 million** in 3020 of **EBITDA** (+28%)

Net income in 3020 of R\$ 680 million (+11%)

#### **Robust Cash Position**

R\$ 3.9 billion in 09.30.20

#### **Robust Cash Generation**

R\$ 1.6 billion in 3Q20 (+60% vs 2Q19 - R\$ 1.0 bi)

## Financial Leverage reduction

1.3x in 3020 (2.2x in 3019)

## **Solid Current Liquidity of** 1.4x

working capital of R\$2.9 billion

## STRENGTH TO MAINTAIN STRATEGIC GUIDELINES

Focus on sustainable growth

### **GeT's adjusted EBITDA**

42% growth

### **Low Debt Maturity**

R\$ 2.0 billion next 12 months

# BNDES financing R\$ 432 million for Lot E - 1st release of R\$ 263 million

## Capex of R\$ 430 million in 3020

R\$ 1.2 billion until 09.30.20 R\$ 1.8 billion in 2020

#### **Telecom reclassification**

Discontinued operations

## **3020 EBITDA**

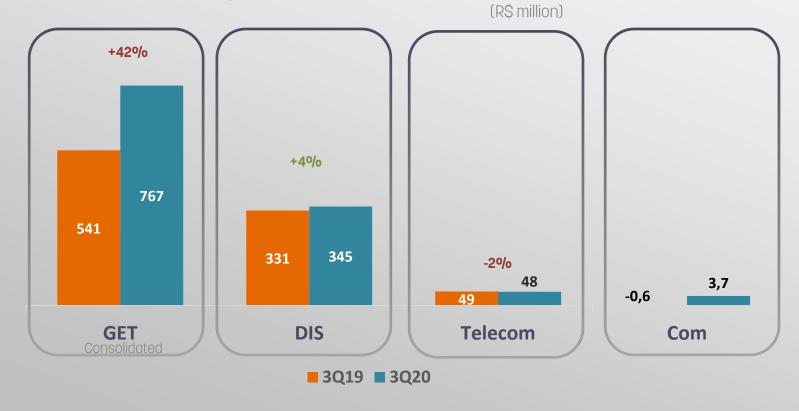
#### Another quarter with solid and consistent results

					R\$ million
3Q20 (1)	3Q19 (2)	Var.% (1/2)	9M20 (3)	9M19 (4)	Var.% (3/4)
1.134,7	1.276,7	(11,1)	3.954,4	3.218,6	22,9
63,9	(75,0)	-	190,8	22,2	-
1.198,6	1.201,7	(0,3)	4.145,2	3.240,8	27,9
-	-	-	42,3	-	-
31,8	-	-	31,8	-	-
(2,5)	(183,6)	-	100,1	(164,2)	-
3,7	(1,2)	-	13,8	(4,2)	-
94,1	-	-	94,1	-	-
-	-	-	39,4	-	-
19,5	133,5	-	(3,4)	166,4	-
(1,4)	(100,9)	-	(810,6)	(100,9)	-
(103,5)	(82,8)	-	(138,2)	(99,2)	-
1.240,2	966,7	28,3	3.514,4	3.038,7	15,7
(56,0)	(32,5)	-	(83,4)	(40,2)	-
1.184,2	934,2	26,8	3.431,0	2.998,5	14,4
	(1) 1.134,7 63,9 1.198,6  - 31,8 (2,5) 3,7 94,1 - 19,5 (1,4) (103,5) 1.240,2 (56,0)	(1) (2) 1.134,7 1.276,7 63,9 (75,0) 1.198,6 1.201,7	(1)       (2)       (1/2)         1.134,7       1.276,7       (11,1)         63,9       (75,0)       -         1.198,6       1.201,7       (0,3)         -       -       -         31,8       -       -         (2,5)       (183,6)       -         3,7       (1,2)       -         94,1       -       -         -       -       -         19,5       133,5       -         (1,4)       (100,9)       -         (103,5)       (82,8)       -         1.240,2       966,7       28,3         (56,0)       (32,5)       -	(1)       (2)       (1/2)       (3)         1.134,7       1.276,7       (11,1)       3.954,4         63,9       (75,0)       -       190,8         1.198,6       1.201,7       (0,3)       4.145,2         -       -       -       42,3         31,8       -       -       31,8         (2,5)       (183,6)       -       100,1         3,7       (1,2)       -       13,8         94,1       -       -       94,1         -       -       -       39,4         19,5       133,5       -       (3,4)         (1,4)       (100,9)       -       (810,6)         (103,5)       (82,8)       -       (138,2)         1.240,2       966,7       28,3       3.514,4         (56,0)       (32,5)       -       (83,4)	(1)       (2)       (1/2)       (3)       (4)         1.134,7       1.276,7       (11,1)       3.954,4       3.218,6         63,9       (75,0)       -       190,8       22,2         1.198,6       1.201,7       (0,3)       4.145,2       3.240,8         -       -       -       42,3       -         31,8       -       -       31,8       -         (2,5)       (183,6)       -       100,1       (164,2)         3,7       (1,2)       -       13,8       (4,2)         94,1       -       -       94,1       -         -       -       -       39,4       -         -       -       39,4       -       -         19,5       133,5       -       (3,4)       166,4         (1,4)       (100,9)       -       (810,6)       (100,9)         (103,5)       (82,8)       -       (138,2)       (99,2)         1.240,2       966,7       28,3       3.514,4       3.038,7         (56,0)       (32,5)       -       (83,4)       (40,2)

<sup>&</sup>lt;sup>1</sup> R\$49 million due to the revision of the loss estimates of the lawsuit brought by Extração de Areia Zucchi Ltda and R\$45m due to the unfavorable judgment of the Administrative Proceeding regarding the inclusion of PLR in the social security contribution calculation base;

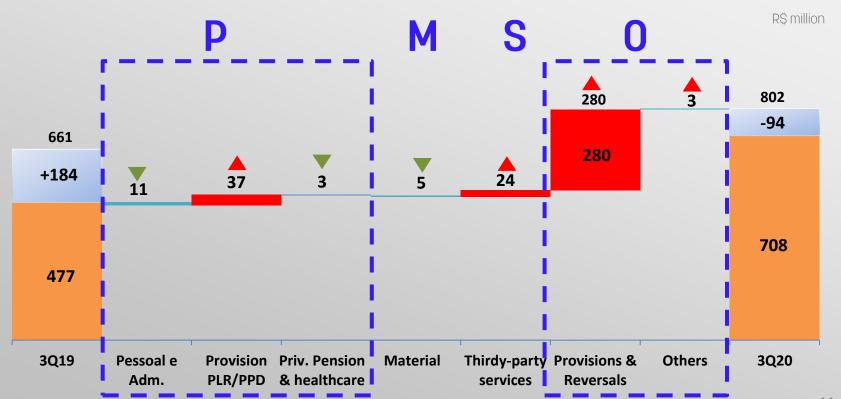
## Adjusted EBITDA - SIs

Major businesses, with emphasis on DIS



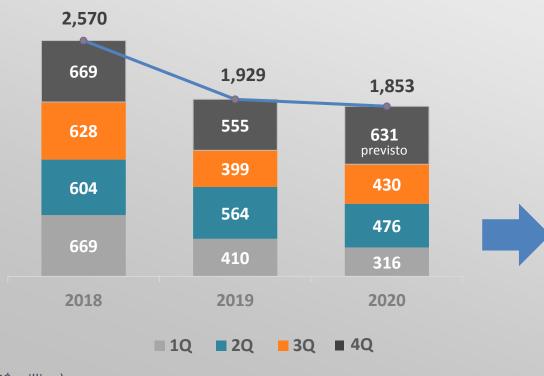
## Maneageble Costs – PMSO

Reduction of 4.7% in Personal (excl. PLR e PPD)... Reduction of 507 employees (-6.7%)



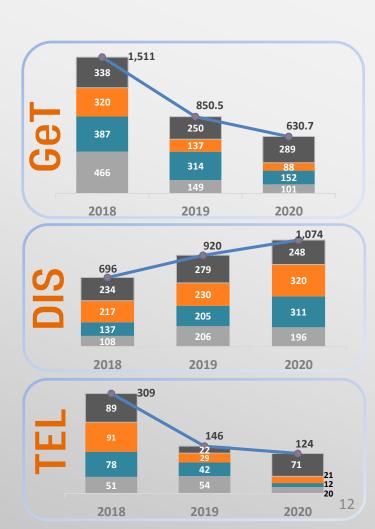
## **Investiment Program**

#### **CAPEX reduction in GeT and increase in DIS**



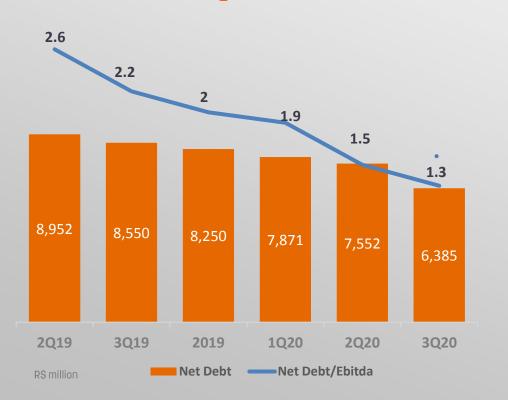
(R\$ million)

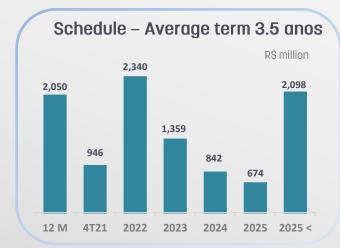
The values in 4Q20 are scheduled.

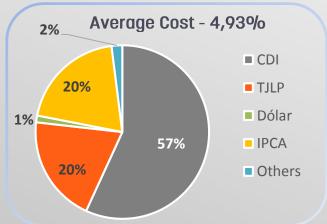


## **Debt Profile**

#### Reduction of Leverage and of the Cost of Debt







## **Investor Relations**

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