4Q16 **RESULTS**

MARCH, 2017



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4Q16 Highlights

Adjusted Consolidated EBITDA at R$ 478 million, 25.9% growth year on year



Sold Energy Volume at 3,948 GWh

- 1.0% growth at CEMAR's market vs 4Q15
- 3.7% contraction at CELPA's vs 4Q15



Effective loss combat, despite the economic downturn

- CEMAR: Total losses at 18%, stable throughout the year
- CELPA: reduction in total losses throughout the year, ending at 28.3%, despite increase vs 3Q16



CELPA reaches the regulatory parameters for both SAIDI and SAIFI

- CELPA: SAIDI – 29.5 hrs; SAIFI – 20.4x
- CEMAR: SAIDI – 14.2 hrs; SAIFI – 7.5x



Financial soundness in line with the necessary liquidity for the next investment cycle

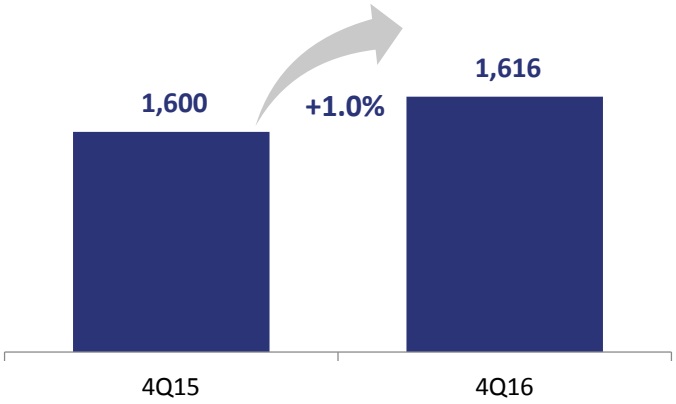
- Consolidated cash position at Dec/16: R$ 3 billion, corresponding to the next 3 years in debt amortization
- R$ 1.1 billion raised through debentures at the distribution companies

OPERATING PERFORMANCE

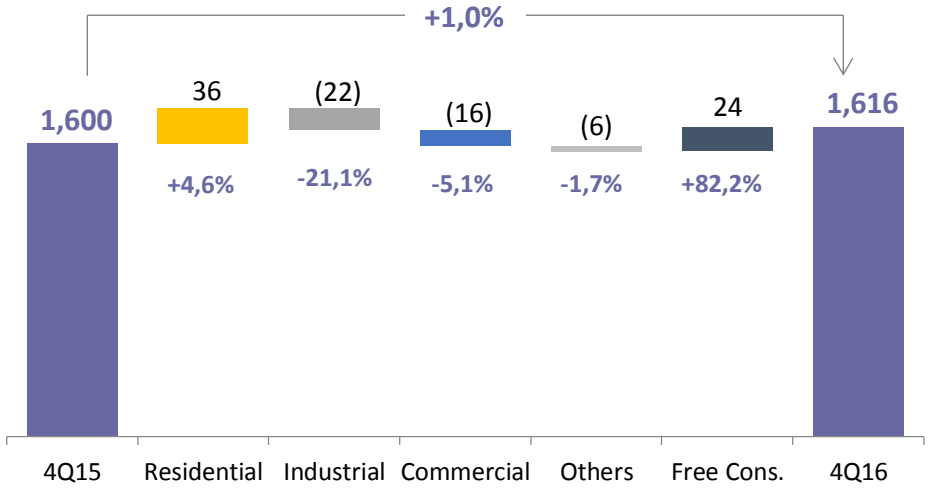


Energy Market

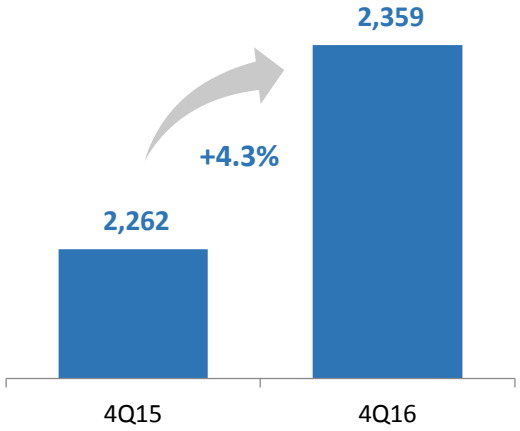
Energy Sales
GWh



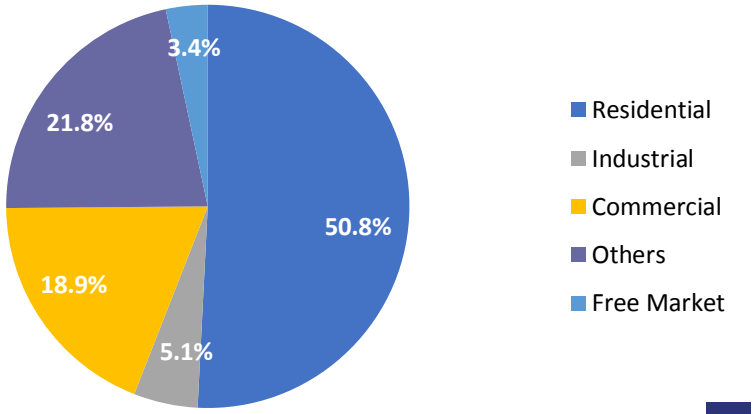
Comparison of Sales by Segment
GWh



Number of Consumers
'000



Sales by Segment
4Q16

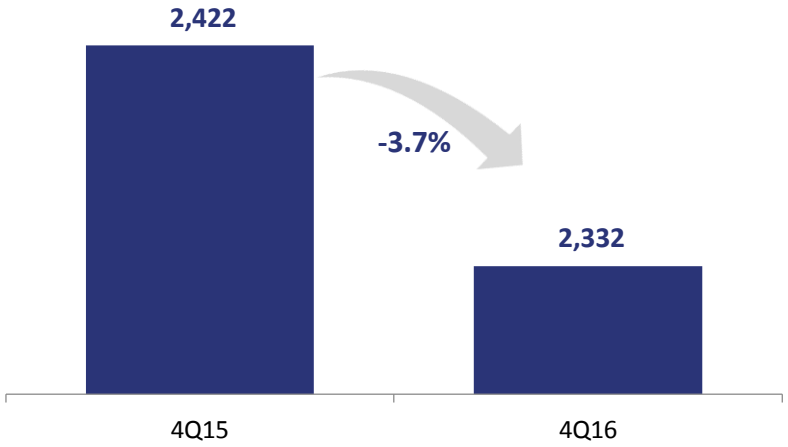


CELPA

Energy Market

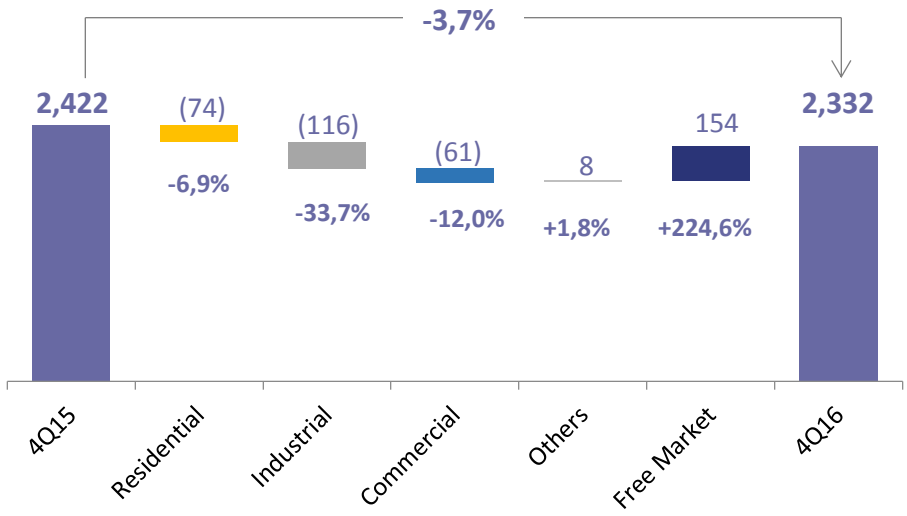
Energy Sales

GWh



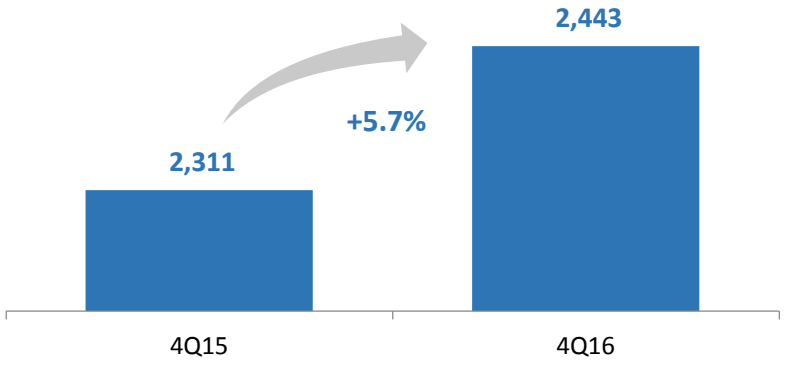
Comparison of Sales by Segment

GWh



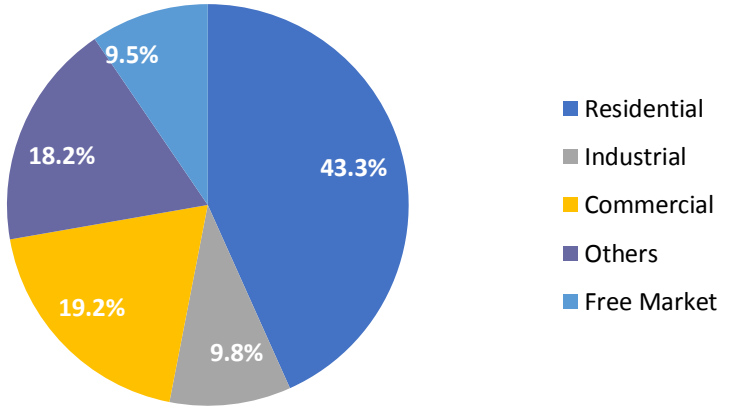
Number of Consumers

'000



Sales by Segment

4T16



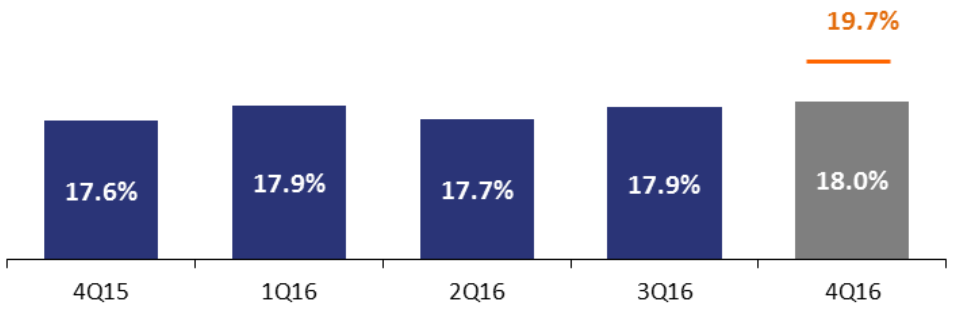
CEMAR

Energy Losses and Quality Indicators

Despite the economic downturn, losses in CEMAR have been kept stable

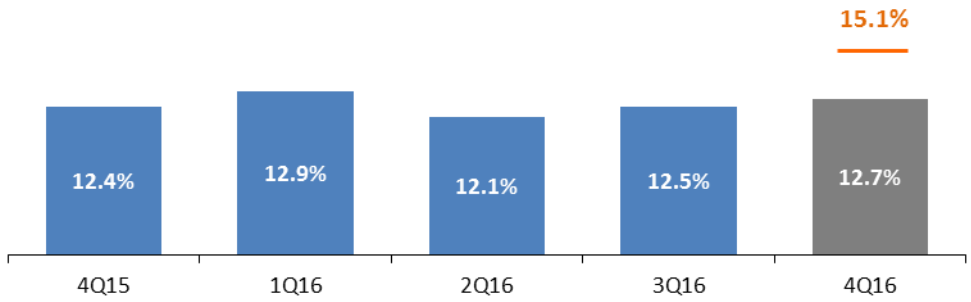
Total Losses over Required Energy

Last 12 months



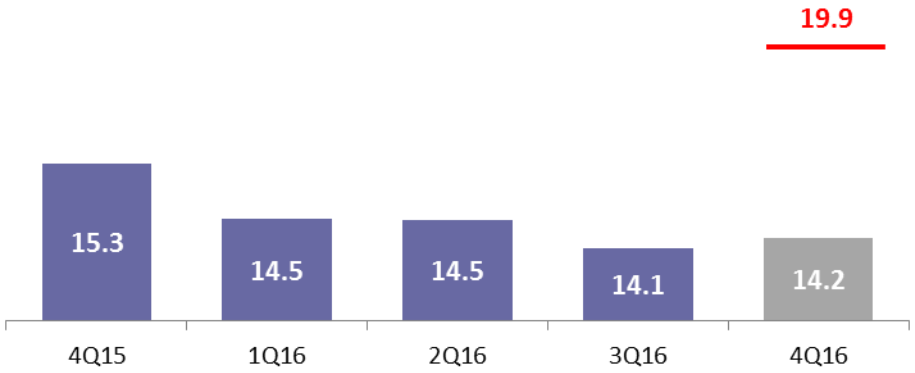
Non-Technical Losses over Low Voltage Market

Last 12 months



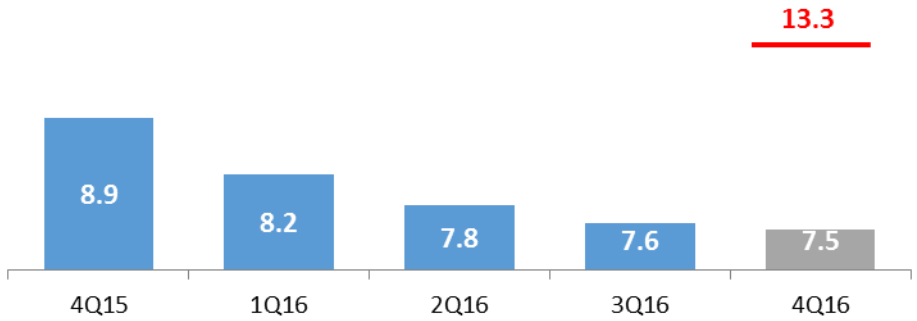
SAIDI

hrs/year/consumer – 12 months



SAIFI

times/year/consumer – 12 months

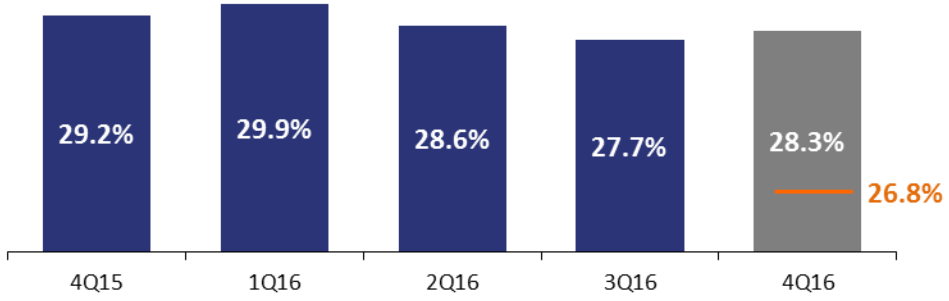


Energy Losses and Quality Indicators

CELPA reached the regulatory parameters for both quality indicators

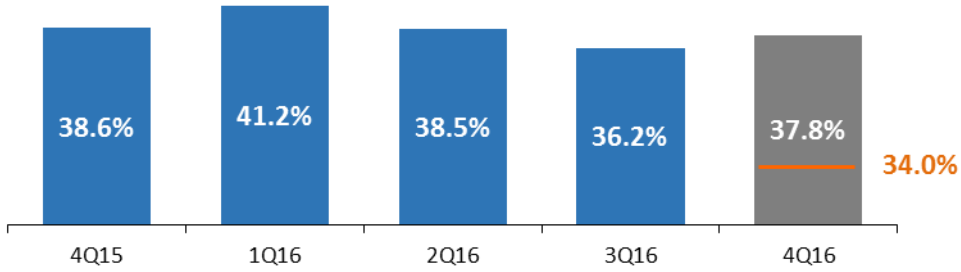
Total Losses over Required Energy

Last 12 months



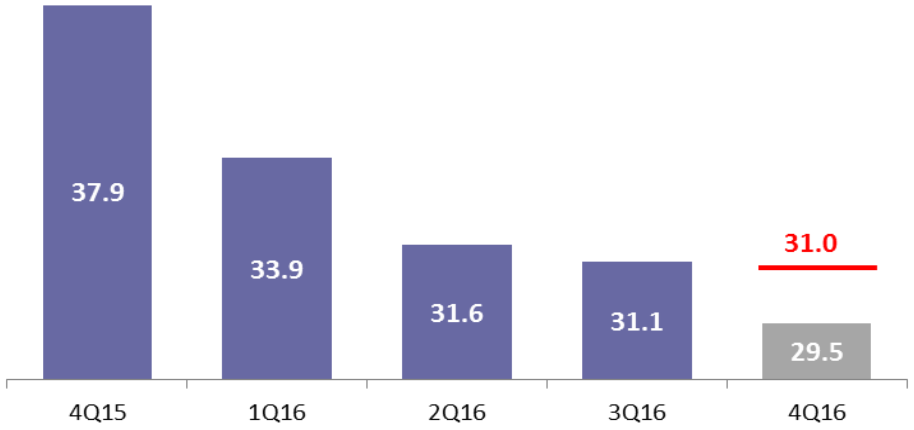
Non-Technical Losses over Low Voltage Market

Last 12 months



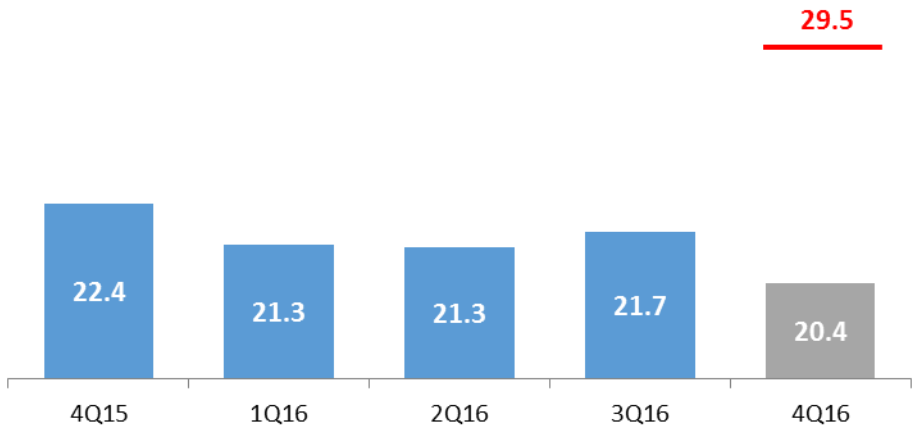
SAIDI

hrs/year/consumer – 12 months



SAIFI

times/year/consumer – 12 months



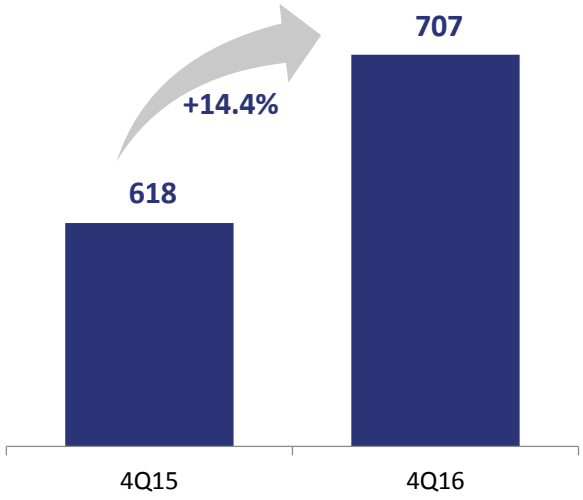
Obs: SAIDI and SAIFI indices exclude outages caused by Turucuí Powerplant, and those caused by the Belo Monte Powerplant construction.

FINANCIAL PERFORMANCE

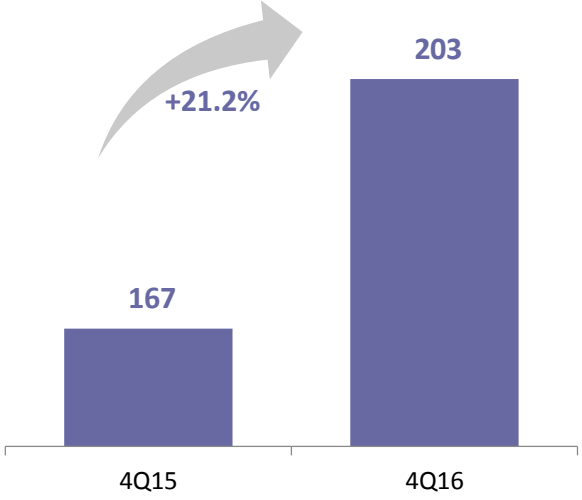


Results

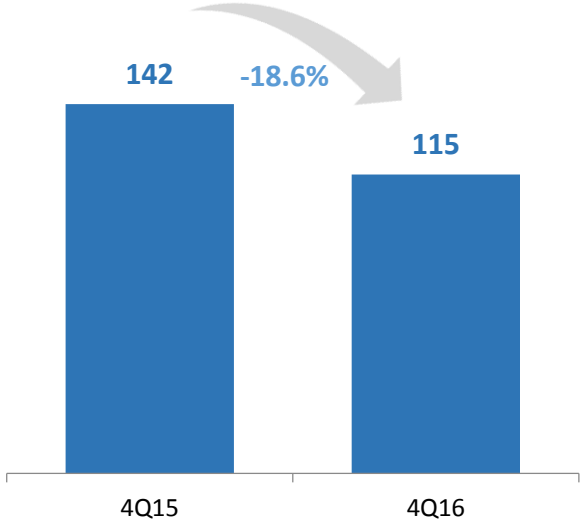
Net Revenues
(R$ MM)[1]



Adjusted EBITDA
(R$ MM)



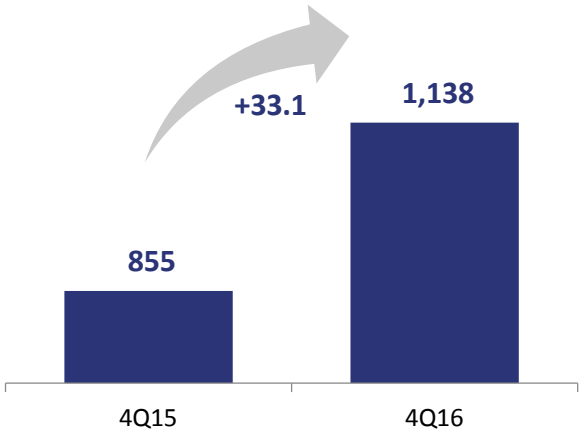
Adjusted Net Income
(R$ MM)



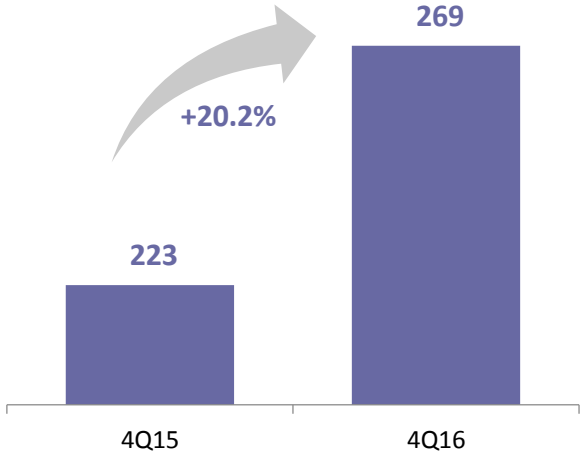
Note:
(1) Excluding Construction Revenues

Results

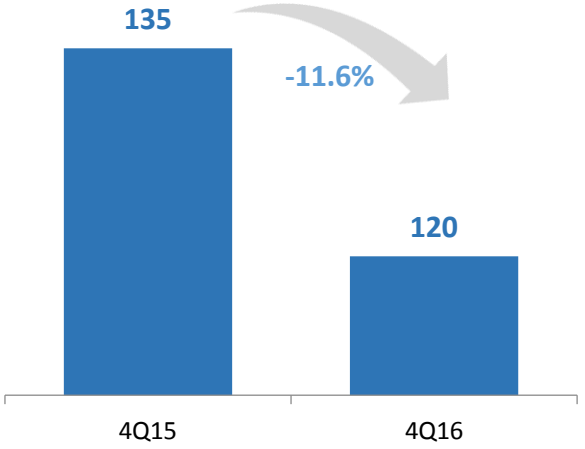
Net Revenues
(R$ MM)[1]



Adjusted EBITDA
(R$ MM)



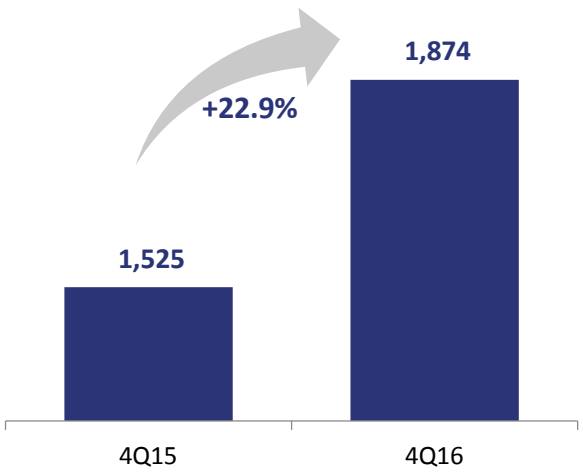
Adjusted Net Income
(R$ MM)



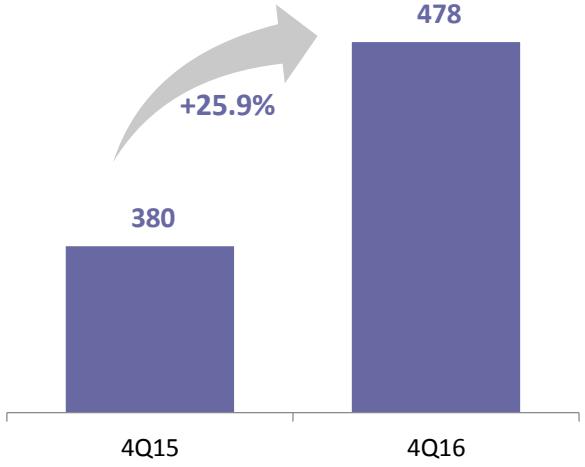
Note:
(1) Excluding Construction Revenues

Equatorial Consolidated

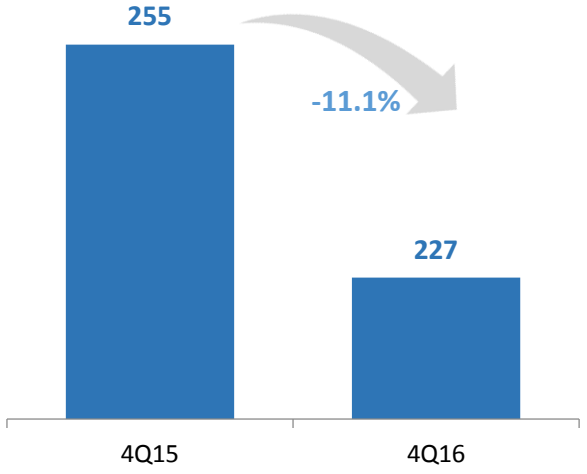
Net Revenues
(R$ MM)[1]



Adjusted EBITDA
(R$ MM)



Adjusted Net Income
(R$ MM)

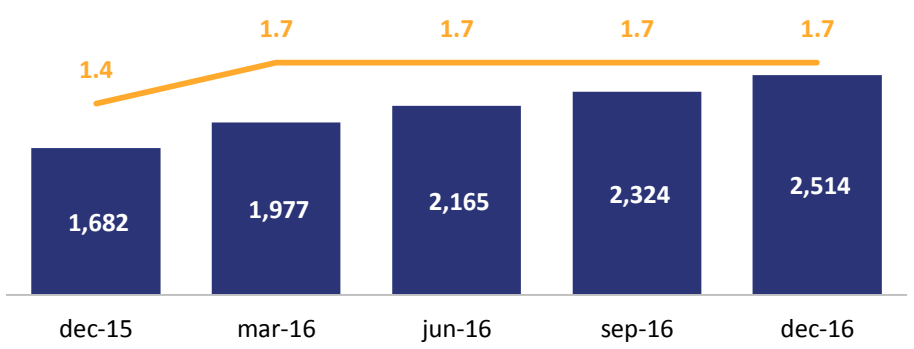


Note:
(1) Excluding Construction Revenues

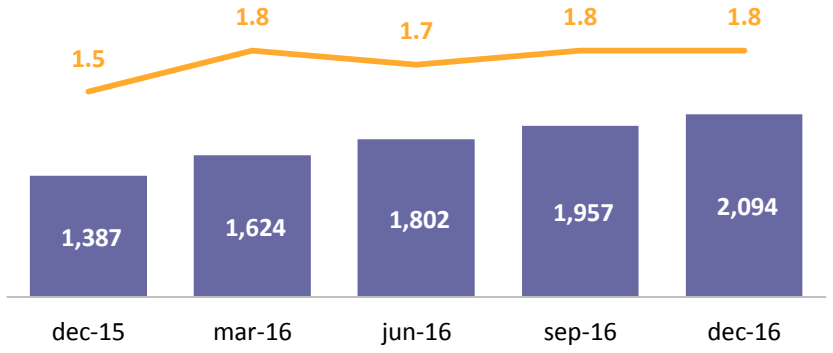
Debt

Financial soundness and liquidity necessary for the next investment cycle

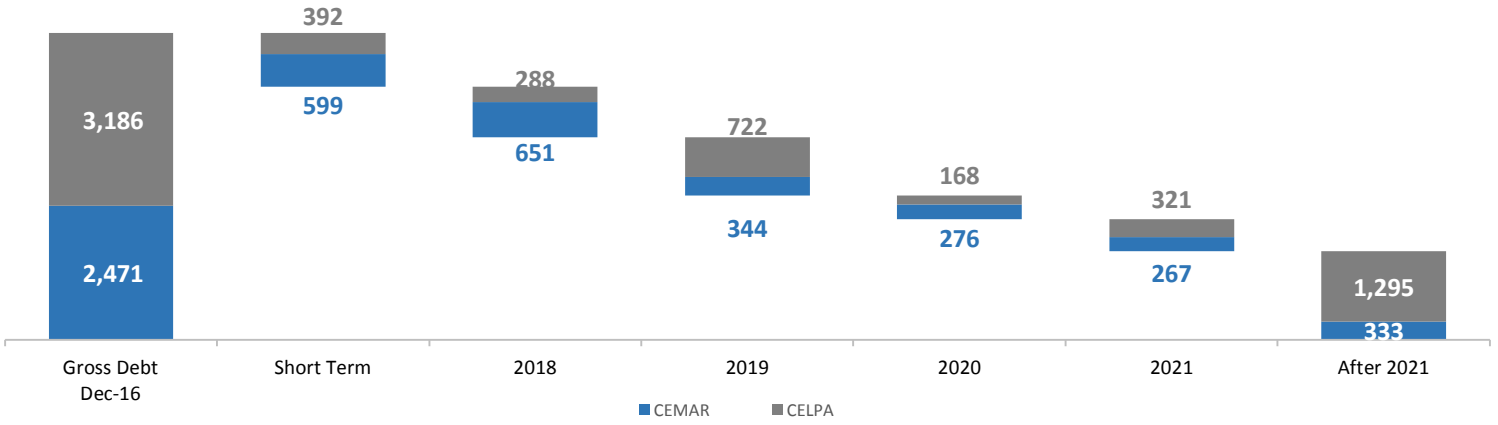
Cons. Net Debt and Net Debt/EBITDA LTM
(R$ MM)[1]



Pro-rata Net Debt and Net Debt/EBITDA LTM
(R$ MM)[2]



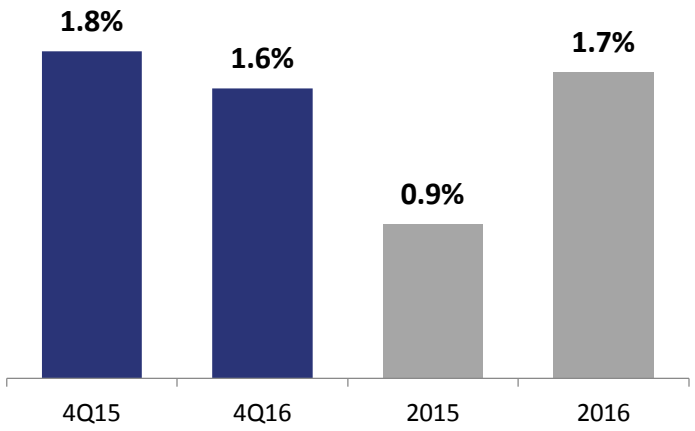
Debt Maturity Profile
(R$ MM)



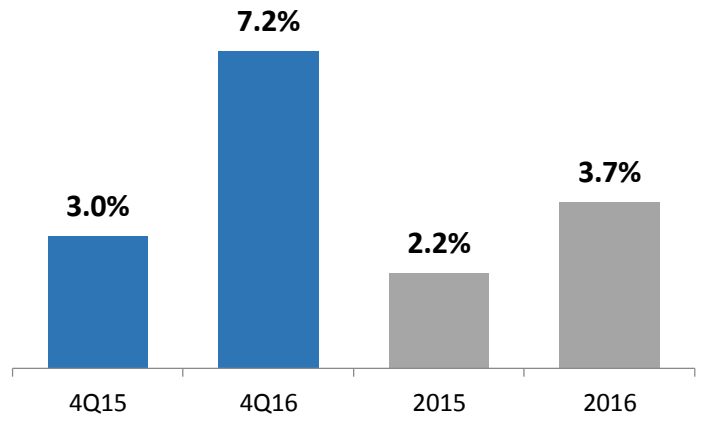
Notas:
(1) Includes 100% of CEMAR + 25% of GERAMAR + 100% of Equatorial Soluções
(2) Includes 65,1% of CEMAR + 25% of GERAMAR + 100% of Equatorial Soluções

Deliquency

CEMAR - PDA
(% over Gross Revenues)



CELPA - PDA
(% over Gross Revenues)



Effects from the economic downturn and challenges faced during the implementation of the commercial system were heightened by the strengthening of the loss combat initiatives as from 4Q15.


equatorial
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