

Energisa Group grows sales for sixth consecutive month
Energy consumption rises 9.0% in October, driven by sales in the North and Midwest regions

Consumption in October 2017: with substantial growth across all sectors, Energisa Group's consolidated electricity consumption (2,594.3 GWh) rose 9.0% in October 2017 over the same month last year. If uninvoiced sales are included, the volume changes to 2,667.3 GWh, an increase of 6.3% in the same period.

The residential and industrial sectors accounted for most of the growth in the month. The residential sector (+10.0%) experienced substantial changes in consumption in the Group's largest concession areas: ETO (+17.1%), ESS (+15.0%), EMS (+14.3%), EMT (+12.1%), driven by higher temperatures. The industrial sector experienced its greatest growth of the year +8.5%, with ETO (+37.8%, driven by the cement industry and chemical products segment) and EMT (+15.5%, due to higher consumption by grain crushing clients) standing out. The commercial sector continued experiencing the consumption rises witnessed since April, with growth of 6.9%.

The best performing concessions were those in the Midwest and north regions. ETO's sales rose by 17.5%, driven by higher temperatures in the region. In October, the state capital Palmas experienced its highest temperature for 24 years, with thermometers hitting 41.3°C, driving up consumption by the residential (+17.1%) and commercial (+6.3%) sectors. Rural consumption rose by +25.3%, due to the lengthening of the dry season which increased the requirement for the pumping of water and irrigation.

Free and captive consumption at EMT rose by 13.0%, the best performance in the year. All sectors presented growth above 5.0%: rural (+26.9%), industrial (+15.5%), residential (+12.1%) and commercial (+7.0%), the latter two influenced by high temperatures, especially in Cuiabá, which experienced temperatures in excess of 38°C on more than thirteen days, eleven more than in October 2016.

At EMS consumption rose by 10.9%, driven by the residential (+14.3%) and commercial (+12.7%) sectors, influenced by the climate, and the rural sector (+8.3%). Total industrial consumption at EMS rose by 3.7%.

Furthermore, the distribution companies in the north-east ("ESE", "EPB" and "EBO") experienced a modest increase of 0.7% in consumption in October, also due to the heavy rainfall that has occurred in the region in recent months and cooler temperatures. At ESE (-1.1%), in October the municipality of Aracaju experienced the heaviest rainfall in the last six years and heavy rainfall reduced consumption due to irrigation.

Consumption in the first 10 months of 2017: Energisa Group's captive and free electricity consumption (24,554.3 GWh) rose in the first 10 months of 2017 by 3.4% over the same period last year. If uninvoiced sales are included, the volume changes to 24,541.7 GWh (+3.9%).

Energisa Consolidated - Energy sales in October and the first 10 months of 2017

Description Amounts in GWh	Month			Accumulated		
	Oct/17	Oct/16	Change %	10M17	10M16	Change %
✓ Residential	918.4	835.1	+ 10.0	8,666.0	8,346.5	+ 3.8
✓ Industrial	565.8	521.2	+ 8.5	5,400.5	5,326.6	+ 1.4
• Captive	191.6	221.2	- 13.4	1,954.4	2,548.1	- 23.3
• Free	374.2	300.0	+ 24.7	3,446.1	2,778.5	+ 24.0
✓ Commercial	503.0	470.6	+ 6.9	4,876.9	4,748.0	+ 2.7
• Captive	451.3	431.9	+ 4.5	4,416.2	4,472.6	- 1.3
• Free	51.7	38.8	+ 33.4	460.7	275.4	+ 67.3
✓ Rural	264.7	232.7	+ 13.8	2,351.8	2,187.8	+ 7.5
• Captive	257.3	228.0	+ 12.8	2,307.6	2,173.7	+ 6.2
• Free	7.5	4.7	+ 58.4	44.2	14.1	+ 213.9
✓ Other Sectors	342.5	320.9	+ 6.7	3,259.2	3,128.9	+ 4.2
• Captive	338.2	320.5	+ 5.5	3,218.1	3,128.5	+ 2.9
• Free	4.3	0.4	+ 1,003.0	41.1	0.4	+ 10,545.3
1 Energy sales to captive consumers	2,156.8	2,036.7	+ 5.9	20,562.3	20,669.4	- 0.5
2 Energy associated with free consumers (TUSD)	437.6	343.9	+ 27.2	3,992.0	3,068.3	+ 30.1
3 Captive sales + TUSD (1+2)	2,594.4	2,380.6	+ 9.0	24,554.3	23,737.7	+ 3.4
4 Unbilled sales	72.9	129.1	- 43.5	-12.6	-111.9	- 88.7
5 Captive sales + TUSD + Uninvoiced supply (3+4)	2,667.3	2,509.7	+ 6.3	24,541.7	23,625.8	+ 3.9

Company	October 2017				January to October 2017			
	Electricity sales (GWh)				Electricity sales (GWh)			
	Captive Sales + TUSD	Change ⁽¹⁾ (%)	Captive Sales + TUSD + Uninvoiced	Change ⁽¹⁾ (%)	Captive Sales + TUSD	Change ⁽¹⁾ (%)	Captive Sales + TUSD + Uninvoiced	Change ⁽¹⁾ (%)
North Region	217,2	+ 17,5	226,0	+ 23,9	1,875,8	+ 2,4	1,882,6	+ 3,1
Energisa Tocantins (ETO)	217,2	+ 17,5	226,0	+ 23,9	1,875,8	+ 2,4	1,882,6	+ 3,1
Northeast Region	648,5	+ 0,7	664,7	- 1,8	6,473,2	+ 0,6	6,450,5	+ 0,6
Energisa Paraíba (EPB)	351,5	+ 1,8	361,7	- 0,8	3,456,4	+ 1,9	3,446,3	+ 2,0
Energisa Sergipe (ESE)	245,4	- 1,0	250,4	- 3,5	2,491,5	- 1,6	2,480,6	- 1,8
Energisa Borborema (EBO)	51,6	+ 1,0	52,7	+ 0,4	525,2	+ 2,4	523,6	+ 2,4
Midwest	1,215,3	+ 12,2	1,251,0	+ 7,2	11,308,2	+ 5,6	11,319,7	+ 6,3
Energisa Mato Grosso (EMT)	767,0	+ 13,0	783,0	+ 7,0	7,035,9	+ 5,7	7,062,3	+ 6,4
Energisa Mato Grosso do Sul (EMS)	448,3	+ 10,9	468,1	+ 7,6	4,272,3	+ 5,4	4,257,4	+ 6,2
South/Southeast Region	513,3	+ 9,6	525,4	+ 8,6	4,897,1	+ 2,9	4,888,9	+ 3,2
Energisa Minas Gerais (EMG)	126,7	+ 7,3	130,6	+ 5,7	1,233,0	+ 1,4	1,233,3	+ 1,8
Energisa Nova Friburgo (ENF)	27,5	+ 6,5	28,1	+ 3,3	270,1	- 0,1	269,8	+ 0,2
Energisa Sul-Sudeste (ESS) ⁽²⁾	359,1	+ 10,7	366,6	+ 10,0	3,394,0	+ 3,7	3,385,7	+ 3,9
Total (Distribution companies)	2,594,3	+ 9,0	2,667,1	+ 6,3	24,554,3	+ 3,4	24,541,7	+ 3,9

⁽¹⁾ In relation to the same period in 2016. | ⁽²⁾ On June 30, 2017 the electricity distribution companies EDEVP, EEB, CNEE and CFLO were merged into Energisa Sul Sudeste (the new name of Caiuá Distribuição de Energia S/A).