

HIGHLIGHTS OF 2017

GRI 102-7

Operational indicators*	2013	2014	2015	2016	2017	Δ% 17/16
TELECOM						
B2B - business-to-business						
Corporate clients (units)	N/D	N/D	7,884	10,000	10,919	9%
SME clients (units)	N/D	N/D	92,131	98,686	84,458	(14%)
B2C - business-to-consumer						
Revenue generating units (thousands)	1,771	1,968	2,098	2,188	2,267	4%
Fixed broadband	307	322	356	389	436	12%
Landlines	499	485	492	507	535	6%
Mobile telephony	836	1,050	1,154	1,204	1,206	0%
Subscriber TV	130	111	96	88	90	2%
ARPU mobile phones (R\$)	26.74	25.13	22.55	21.17	21.50	2%
AGRIBUSINESS						
Soybean base equivalent sale (thousands of tons)	1,437	1,500	1,526	1,386	1,028	(26%)
Soybean oil sales - domestic market (thousands of cases)	8,991	9,754	9,136	8,686	7,900	(9%)
Sale of soy meal (thousands of tons)	620	632	611	579	485	(16%)
Soybean trading (thousands of tons)	625	665	721	609	381	(37%)
Corn trading (thousands of tons)	-	-	124	274	330	21%
Tons of farm produce	53,623	38,075	41,206	48,479	66,306	37%
Planted area in hectares	10,082	10,377	11,614	11,921	13,902	17%
Beef cattle (no. de animals sold)	1,989	1,730	1,934	1,208	1,755	45%
Arrobas sold	32,025	26,398	34,812	23,435	28,667	22%

| N/D – in 2013 and 2014, Algar Telecom adopted different segmentation criteria that rendered direct comparison impossible.

TOURISM	2013	2014	2015	2016	2017	Δ% 17/16
Clients (thousands)	1,285	1,287	1,290	1,381	1,482	7%
Hotel capacity (thousands)	356	379	389	392	435	11%
Occupancy rate	70%	70%	67%	71%	70%	(1 p.p.)
CONSOLIDATED FINANCIAL INDICATORS (IN MILLIONS OF REAIS)						
Net revenue	3,857	4,341	4,826	5,011	4,502	(10%)
EBITDA	557	532	765	811	664	(18%)
EBITDA Margin	14%	12%	16%	16%	15%	(1 p.p.)
Net income	177	78	200	152	(84)	(155%)
Net margin	4.6%	1.8%	4.1%	3.0%	(1.9%)	(4.9 p.p.)
Investments	453	694	688	621	627	0%
Total debt	2,003	2,493	2,866	2,858	3,093	8%
Net debt	1,198	1,727	2,411	2,510	2,612	4%
CORPORATE INDICATORS						
Employees (staff)	21,072	24,251	22,626	22,832	19,157	(16%)
Men	11,641	13,723	12,927	13,304	10,579	(20%)
Women	9,431	10,528	9,699	9,528	8,578	(10%)
Hours of training (thousands)	974	897	1,083	1,254	1,003	(20%)
Greenhouse gas emissions (tCO₂e)						
Direct emissions - scope 1	48,124	37,407	43,248	34,641	35,974	4%
Indirect emissions - scope 2	14,293	19,780	19,005	12,439	13,176	6%
Social and environmental investments (thousands of Reais)						
Environmental	3,266	7,368	17,733	27,281	8,394	(69%)
The Algar Institute	7,000	10,000	9,900	13,000	10,300	(21%)