



CIELO NET INCOME GROWS 15.0% AND FINANCIAL VOLUME REACHES R\$143.5 BILLION IN 3Q16

Barueri, November 8, 2016 – Cielo S.A. (BM&FBOVESPA: CIEL3 / OTCQX: CIOXY) announces today its results for the third quarter of 2016. The Company's consolidated financial statements are presented in accordance with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and in accordance with the accounting practices adopted in Brazil.

3Q16 CONSOLIDATED CIELO'S HIGHLIGHTS

- **Cielo Brasil transaction financial volume** totaled **R\$143.5 billion**, up **4.5%** compared to 3Q15, or **R\$6.2 billion**; and up **0.7%** compared to 2Q16, or **R\$929.5 million**;
- **Net operating revenue** totaled **R\$3.1 billion**, up **5.0%** year-on-year, or **R\$145.3 million**, and down **0.2%** compared to 2Q16, or **R\$5.6 million**;
- **EBITDA** of **R\$1.4 billion**, up **1.5%** year-on-year, or **R\$20.9 million**, and up **2.5%** quarter-on-quarter, or **R\$33.5 million**;
- **EBITDA margin** of **45.1%**, down **1.6 p.p.** compared to 3Q15 and up **1.1 p.p.** compared to 2Q16;
- **Cielo's net income** totaled **R\$1,009.3 million**, up **15.0%** year-on-year or **R\$131.8 million**, and up **2.0%** quarter-on-quarter, or **R\$20.1 million**;
- **Cielo's adjusted net income** totaled **R\$1,076.8 million**, up **14.0%** year-on-year, or **R\$131.8 million**, up **1.9%** quarter-on-quarter, or **R\$20.2 million**;
- **Cielo's net income margin** at **32.9%**, up **2.8 p.p.** year-on-year and up **0.7 p.p.** quarter-on-quarter;
- **Cateno's net revenue** increased **0.6%** or **R\$3.4 million** to **R\$609.0 million** in 3Q16, compared to **R\$605.6 million** in 3Q15 and a decrease of **R\$0.4 million** or **0.1%** from 2Q16;
- Cateno reached **positive net contribution** of **R\$0.1 million** (cash basis net contribution) in 3Q16 after negative contribution of **R\$40.0 million** in 3Q15 and **R\$3.1 million** in 2Q16;
- Ranked first in the Financial Services sector by *Época Negócios* 360º yearbook of **Época Negócios** magazine, for the fifth consecutive time;
- The single Brazilian company amongst the top 100 world's most innovative companies by international **Forbes Magazine** (ranked in the 52nd position).
- Ranked 1st in the financial/non-financial sector by **Latin America Executive Team 2016, Institutional Investor Annual Ranking**, for the fifth consecutive time;
- Ranked 1st in the Services sector by *Empresas Mais* Award of **O Estado de S. Paulo** newspaper;
- Ranked 1st in the Financial Services sector in the 150 Best Companies to Work For Award by *Você S/A* magazine;
- Cielo as of September 2016 joins the portfolio of **Dow Jones Sustainability Index 2016 (DJSI)**.



CIELO CONSOLIDATED

During the third quarter of 2016, the financial volume captured by Cielo slowed down year-over-year and quarter-on-quarter, result of a more challenging macroeconomic scenario, as evidenced by ICVA (Cielo Broad Retail Index), which still shows a continued deterioration of retail sales. In addition, a stronger seasonality of the Agro product (debit) in the first half of the year contributed to slow down volumes during current six-month period.

Below our results:

Income Statement (R\$ million)	3Q16	3Q15	2Q16	3Q16x3Q15	3Q16x2Q16
Gross Operating Revenue	3,375.1	3,209.1	3,377.7	5.2%	-0.1%
Taxes on Services	(311.8)	(291.0)	(308.6)	7.1%	1.0%
Net Operating Revenue	3,063.4	2,918.1	3,069.0	5.0%	-0.2%
Cost of Service Rendered	(1,502.2)	(1,444.9)	(1,516.9)	4.0%	-1.0%
Gross Income	1,561.1	1,473.1	1,552.1	6.0%	0.6%
Operating Expenses	(417.6)	(371.9)	(446.7)	12.3%	-6.2%
Equity Interest	1.0	2.1	2.5	-53.4%	-60.3%
Cost + Expenses	(1,919.9)	(1,816.8)	(1,963.6)	5.7%	-2.2%
Operating Income	1,144.5	1,103.4	1,107.9	3.7%	3.3%
EBITDA	1,382.5	1,361.6	1,349.0	1.5%	2.5%
<i>EBITDA Margin</i>	<i>45.1%</i>	<i>46.7%</i>	<i>44.0%</i>	<i>-1.6p.p</i>	<i>1.1p.p</i>
Financial Income	370.6	258.3	351.8	43.5%	5.3%
Income Before Income Tax and Social Contribution	1,515.2	1,361.7	1,459.7	11.3%	3.8%
Income tax and social contribution	(463.7)	(443.1)	(430.0)	4.6%	7.8%
Net Income	1,051.5	918.5	1,029.7	14.5%	2.1%
<i>Net Margin</i>	<i>34.3%</i>	<i>31.5%</i>	<i>33.6%</i>	<i>2.8p.p</i>	<i>0.7p.p</i>
Atributed to Owner's of the Company	1,009.3	877.5	989.2	15.0%	2.0%
Atributed to Non Controlling Interest	42.1	41.1	40.5	2.6%	3.9%

Net Revenue

3Q16 X 3Q15

Cielo's consolidated net revenue increased 5.0% or R\$145.3 million, to R\$3,063.4 million in 3Q16, compared to R\$2,918.1 million in 3Q15. The increase in net revenue is chiefly related to the ongoing business expansion of parent company Cielo and its group, including M4U's mobile credit sales and revenue from Ourocard Arrangement in Cateno, partially offset by the effect of average US dollar depreciation in the quarter to consolidate the revenue generated in the USA from subsidiary Me-S.

3Q16 X 2Q16

Quarter-on-quarter, Cielo's consolidated net revenue decreased by R\$5.6 million or 0.2%, to R\$3,063.4 million in 3Q16, compared to R\$3,069.0 million in 2Q16. Such decrease derives from average US dollar depreciation in the



quarter which impacted the consolidation of foreign investments and lower revenues from subsidiary M4U, partially offset by increased revenues related to Cielo's ongoing business expansion.

Cost of Services Provided

3Q16 X 3Q15

The cost of services provided increased R\$57.3 million or 4.0%, to R\$1,502.2 million in 3Q16, compared to R\$1,444.9 million in 3Q15. The increase was chiefly due to the following:

- (i) Increase of R\$66.9 million in the costs of subsidiary M4U, mainly related to the acquisition of mobile recharge, due to ongoing business expansion;
- (ii) Net increase of R\$18.5 million in the costs related to the acquiring business, mostly represented by:
 - (a) Increase of R\$15.5 million in transaction costs, such as capture and processing, call centers, supplies and accreditation commission, chiefly due to the increased volume and number of transactions, when compared to the same quarter of the prior period; and
 - (b) Increase of R\$3.0 million related to equipment costs, basically due to the acquisition of spare parts and increased demand for maintenance, installation and activation of POS terminals, such growth driven by the Olympic and Paralympic Games in 3Q16.
- (iii) Decrease of R\$22.2 million in the costs of foreign subsidiaries, mainly related to the average US dollar depreciation in the quarter which impacts the consolidated costs of Cielo USA and Merchant e-Solutions, partially offset by an increase of expenditures incurred in the period, due to ongoing business expansion; and
- (iv) Decrease of R\$5.9 million in the costs related to the management of the Ourocard Arrangement, such as brand's fees, expenditures with merchants and banks, basically related to result from cost efficiency initiatives.

3Q16 X 2Q16

Quarter-on-quarter, the cost of services provided decreased R\$14.7 million, or 1.0% to R\$1,502.2 million in 3Q16. This decrease was mainly due to the following:

- (i) Decrease of R\$17.6 million in the costs of foreign subsidiaries, mainly related to the average US dollar depreciation in the quarter which impacts the consolidated costs of Cielo USA and Merchant e-Solutions, partially offset by an increase of expenditures incurred in the period, due to ongoing expansion of business;
- (ii) Decrease of R\$12.8 million in the costs of subsidiary M4U, deriving from the change in the remuneration model of certain products, which were altered from resale to sales commission, partially offset by increased recharge sales, due to ongoing business expansion;



- (iii) Decrease of R\$11.7 million in costs related to the management of the Ourocard Arrangement, chiefly due to the volumetric analysis of expenses and non-recurring expenses recorded in 2Q16; and
- (iv) Net increase of R\$27.4 million in costs related to the acquiring business, mostly represented by:
 - (a) Increase of R\$14.2 million in transaction costs, such as processing, call centers, brand's fees and accreditation commission, basically due to the increased volume and number of captured transactions in 3Q16; and
 - (b) Increase of R\$13.2 million in costs related to equipment costs, basically due to the acquisition of spare parts and increased demand for maintenance, installation and activation of POS terminals, such growth driven by the Olympic and Paralympic Games in 3Q16.

Operating Expenses

3Q16 X 3Q15

Operating expenses increased R\$46.8 million, or 12.7%, to R\$416.6 million in 3Q16, compared to R\$369.8 million in 3Q15. The main variations are described below:

Personnel Expenses – Personnel expenses increased R\$7.6 million or 6.4%, to R\$127.1 million in 3Q16, compared to R\$119.5 million in 3Q15. Such increase derives from higher personnel expenses chiefly due to the 8.56% average adjustment over wages established in Collective Agreement in 3Q16 and effects on provisions for the 13th salary, profit sharing, vacation and related charges, as well as an increase in subsidiary Cateno's staff deriving from the migration of its activities.

General and Administrative Expenses – General and administrative expenses, excluding depreciation, decreased R\$5.6 million or 4.9%, to R\$107.6 million in 3Q16, compared to R\$113.2 million in 3Q15. The decrease is basically due to the result of several initiatives to streamline administrative expenses at the Company, partially offset by increased expenditures with accreditation measures and client activation.

Sales and Marketing Expenses – Sales and marketing expenses increased R\$35.5 million or 67.8%, to R\$87.9 million in 3Q16, compared to R\$52.4 million in 3Q15. The increase is substantially related to expenditures with distribution of institutional campaigns in 3Q16 and marketing activities held in conjunction with issuing banks by parent company.

Equity Interest – The equity interest result decreased R\$1.1 million or 53.4%, to R\$1.0 million in revenues in 3Q16, compared to R\$2.1 million in revenues in 3Q15. The reduction is chiefly due to the results of Stelo associated company in 3Q16.

Other Net Operating Expenses – Other net operating expenses increased R\$4.2 million or 5.8%, to R\$76.2 million in 3Q16, compared to R\$72.0 million in 3Q15. This increase is mainly related to higher expectation of losses with bad debts.



3Q16 X 2Q16

Quarter-on-Quarter, operating expenses decreased R\$27.6 million or 6.2%, to R\$416.6 million in 3Q16. The decrease is chiefly due to the following factors:

Personnel Expenses – Personnel expenses decreased R\$8.1 million or 5.9%, to R\$127.1 million in 3Q16, compared to R\$135.2 million in 2Q16. Such decrease derives from one-time charges related to executives severance pay in 2Q16, partially offset by adjustment defined in the Collective Agreement over salaries (8.56%) and effects on provision for 13th salary, profit sharing plan, vacation and related charges.

General and Administrative Expenses – General and administrative expenses, excluding depreciation decreased R\$15.4 million or 12.5%, to R\$107.6 million in 3Q16, compared to R\$123.0 million in 2Q16. The decrease is basically related to the result of several initiatives to streamline administrative expenses at the Company, as well as reduced expenses with business partners (“partnership fees”) in subsidiary Me-S, especially impacted by average US dollar depreciation in the quarter.

Sales and Marketing Expenses – Sales and marketing expenses increased R\$2.3 million or 2.7%, to R\$87.9 million in 3Q16, compared to R\$85.6 million in 2Q16. The increase is chiefly due to expenditures with distribution of institutional campaigns in 3Q16.

Equity Interest – The equity interest result decreased R\$1.5 million, to R\$1.0 million in revenues in 3Q16, compared to R\$2.5 million in revenues in 2Q16. The reduction is chiefly due to results of Stelo associated company in 3Q16.

Other Net Operating Expenses – Other net operating expenses decreased R\$8.4 million or 10.0%, to R\$76.2 million in 3Q16, compared to R\$84.6 million in 2Q16. The decrease is chiefly due to lower expectations of losses with POS terminals, partially offset by higher expectations of losses with bad debts.

Total Expenses

Total expenses (cost of services rendered added to operating expenses) totaled R\$1,918.9 million in 3Q16, up 5.7% year-on-year and down 2.2% compared to 2Q16, as shown below.

Cost + Expenses (R\$ million)	3Q16	3Q15	2Q16	3Q16X3Q15	3Q16X2Q16
Total Cost of Service Rendered	(1,502.2)	(1,444.9)	(1,516.9)	4.0%	-1.0%
Cost of Service Rendered	(1,283.0)	(1,201.6)	(1,294.1)	6.8%	-0.9%
Depreciation and Amortization	(219.3)	(243.3)	(222.8)	-9.9%	-1.6%
Operating Expenses	(416.6)	(369.8)	(444.2)	12.7%	-6.2%
Depreciation and Amortization	(18.8)	(14.9)	(18.3)	26.1%	2.4%
Total Cost + Expenses	(1,918.9)	(1,814.7)	(1,961.1)	5.7%	-2.2%

EBITDA

EBITDA totaled R\$1,382.5 million in 3Q16, up 1.5% compared to 3Q15 and up 2.5% over 2Q16, as follows:



EBITDA (R\$ million)	3Q16	3Q15	2Q16	3Q16 x 3Q15	3Q16 x 2Q16
Cielo Net Income	1,009.3	877.5	989.2	15.0%	2.0%
Share of non-controlling shareholders	42.1	41.1	40.5	2.6%	3.9%
Financial Income (Expenses)	(370.6)	(258.3)	(351.8)	43.5%	5.3%
Tax and Social Contribution	463.7	443.1	430.0	4.6%	7.8%
Depreciation and Amortization	238.0	258.2	241.1	-7.8%	-1.3%
EBITDA	1,382.5	1,361.6	1,349.0	1.5%	2.5%
% EBITDA Margin	45.1%	46.7%	44.0%	-1.6p.p.	1.1p.p.

EBITDA consists of net income, plus income tax and social contribution, financial income (expenses) and depreciation and amortization. It should be noted that, for this calculation, the share of non-controlling shareholders is added to the parent company's net income.

Management believes that the EBITDA is an important parameter for the investors because it provides relevant information about our operating results and the profitability.

The EBITDA is not an accounting measurement used in the accounting practices adopted in Brazil. It does not represent the cash flow for the presented periods and it should not be considered as an alternative to net income as an operating performance measure or as an alternative to operating cash flow or as a measurement of liquidity. Additionally, the EBITDA has limitations that may harm its use as an indicator of the profitability of the Company and its subsidiaries, since costs related to the business are not considered, and could deeply impact the income, e.g., financial expenses, taxes, depreciation, capital expenditures and other related charges.

FINANCIAL RESULT

3Q16 X 3Q15

The financial income totaled R\$370.6 million in 3Q16, up 43.5% or R\$112.3 million compared to 3Q15, which presented a figure of R\$258.3 million. The main variations are described as follows:

Financial Revenues – Financial revenues increased R\$31.7 million or 103.8%, to R\$62.2 million in 3Q16, compared to R\$30.5 million in 3Q15. The increase is chiefly due to higher average balance of financial investments in 3Q16.

Financial Expenses – Financial expenses decreased R\$53.4 million or 15.4%, to R\$292.0 million in 3Q16, compared to R\$345.4 million in 3Q15. The decrease is chiefly due to the lower average indebtedness with third parties, amortization of the first tranche and payment of public debentures interest rates, in April 2016, totaling R\$1.9 billion.

Net Product of Purchase of Receivables – Product of purchase of receivables, net of funding with third parties and of taxes on financial revenues increased R\$31.2 million or 5.4%, to R\$603.6 million in 3Q16, compared to R\$572.4 million in 3Q15. The increase is chiefly due to the growth in the financial volume of purchased receivables, in line with ongoing product expansion and higher average spread in the quarter due to the growth of acquisitions of small retailers compared to Corporate Clients.



3Q16 X 2Q16

Quarter-on-Quarter, financial income was up 5.3% or R\$18.8 million, to R\$370.6 million in 3Q16, which presented a figure of R\$351.8. The main variations are the following:

Financial Revenues – Financial revenues increased R\$20.9 million or 50.7%, to R\$62.2 million in 3Q16, compared to R\$41.3 million in 2Q16. The increase is chiefly related to the higher average balance invested by parent company in 3Q16, especially due to the use of available funds to pay the first tranche of public debentures in 2Q16.

Financial Expenses – Financial expenses increased R\$2.0 million or 0.7%, to R\$292.0 million in 3Q16, compared to R\$290.0 million in 2Q16. The increase is chiefly due to higher average indebtedness with third parties, when compared to the previous quarter.

Net Product of Purchase of Receivables – Product of purchase of receivables net of funding with third parties and the taxes on financial revenues totaled R\$603.6 million in 3Q16, in line with total amount of R\$603.6 million recorded in 2Q16. In the quarter, the higher financial volume of receivables acquired represented by greater contribution from Corporate Clients, was partially offset by a decrease in average spread in the quarter, in view of terms and profile of operations carried out in 3Q16.

Net Income

3Q16 X 3Q15

The net income attributed to the owner's of the Company increased by R\$131.8 million, or 15.0%, to R\$1,009.3 million in 3Q16, when compared to R\$869.4 million in 3Q15.

3Q16 X 2Q16

Compared to 2Q16, net income attributed to the owner's of the Company increased by R\$20.1 million, or 2.0%.

3Q16 Managerial Performance

Cielo Consolidated is a result of the performance of several businesses of the group. The table below presents information regarding the managerial performance of these different businesses, on a non-audit basis, highlighting Cielo Brasil and Cateno.

It is worth pointing out that, when analyzing Cielo Brasil, we are considering the financial expenses related to the debts contracted by Cielo to create Cateno. These financial expenses are recorded under financial result. Concerning Cateno, the highlighted figures refer to the accounting result. The analysis referring to Cateno cash basis is highlighted hereinafter.



	Cielo Brasil			Cateno - Accounting			Other Subsidiaries			Cielo Consolidated		
Income Statement (R\$ million)	3Q16	3Q15	3Q16x3Q15	3Q16	3Q15	3Q16x3Q15	3Q16	3Q15	3Q16x3Q15	3Q16	3Q15	3Q16x3Q15
Gross Operating Revenue	2,048.7	1,925.7	6.4%	685.1	680.0	0.8%	641.3	603.4	6.3%	3,375.1	3,209.1	5.2%
Taxes on Services	(212.3)	(200.4)	5.9%	(76.2)	(74.4)	2.4%	(23.3)	(16.2)	43.9%	(311.8)	(291.0)	7.1%
Net Operating Revenue	1,836.4	1,725.2	6.4%	609.0	605.6	0.6%	618.0	587.2	5.2%	3,063.4	2,918.1	5.0%
Cost of Service Rendered	(578.7)	(557.9)	3.7%	(402.5)	(408.4)	-1.4%	(521.1)	(478.6)	8.9%	(1,502.2)	(1,444.9)	4.0%
Gross Income	1,257.7	1,167.4	7.7%	206.5	197.2	4.7%	96.9	108.6	-10.8%	1,561.1	1,473.1	6.0%
Operating Expenses	(299.5)	(264.4)	13.3%	(30.9)	(22.1)	39.8%	(87.1)	(85.4)	2.0%	(417.6)	(371.9)	12.3%
Equity Interest	1.0	2.1	-53.4%	-	-	-	-	-	-	1.0	2.1	-53.4%
Cost + Expenses	(878.2)	(822.2)	6.8%	(433.4)	(430.5)	0.7%	(608.2)	(564.1)	7.8%	(1,919.9)	(1,816.8)	5.7%
Operating Income	959.2	905.1	6.0%	175.6	175.1	0.3%	9.8	23.2	-57.7%	1,144.5	1,103.4	3.7%
EBITDA	1,063.7	1,018.6	4.4%	272.0	271.5	0.2%	46.7	71.5	-34.6%	1,382.5	1,361.6	1.5%
<i>EBITDA Margin</i>	<i>57.9%</i>	<i>59.0%</i>	<i>-1.1p.p</i>	<i>44.7%</i>	<i>44.8%</i>	<i>0.1p.p</i>	<i>7.6%</i>	<i>12.2%</i>	<i>-4.6p.p</i>	<i>45.1%</i>	<i>46.7%</i>	<i>-1.6p.p</i>
Financial Income	349.6	247.9	41.0%	32.9	24.6	33.7%	(11.8)	(14.2)	-16.8%	370.6	258.3	43.5%
Income Before Income Tax and Social Contribution	1,308.7	1,153.0	13.5%	208.5	199.6	4.4%	(2.0)	9.0	-122.6%	1,515.2	1,361.7	11.3%
Income tax and social contribution	(395.0)	(371.5)	6.3%	(70.9)	(68.2)	4.0%	2.1	(3.5)	-162.2%	(463.7)	(443.1)	4.6%
Net Income	913.8	781.6	16.9%	137.6	131.5	4.6%	0.1	5.5	-97.7%	1,051.5	918.5	14.5%
<i>Net Margin</i>	<i>49.8%</i>	<i>45.3%</i>	<i>4.5p.p</i>	<i>22.6%</i>	<i>21.7%</i>	<i>0.9p.p</i>	<i>0.0%</i>	<i>0.9%</i>	<i>-0.9p.p</i>	<i>34.3%</i>	<i>31.5%</i>	<i>2.8p.p</i>
Attributed to Owner's of the Company	913.8	781.6	16.9%	96.3	92.0	4.7%	(0.7)	3.9	-118.9%	1,009.3	877.5	15.0%
Attributed to Non Controlling Interest	-	-	-	41.3	39.4	4.7%	0.9	1.6	-46.5%	42.1	41.1	2.6%

3Q16 x 3Q15

During 3Q16, Cielo Brasil recorded 6.4% growth of its net operating revenue year-on-year, influenced by an expansion of volumes in the quarter. With total expenses increasing 6.8% during the same quarter, the Company recorded a 4.4% growth of its EBITDA related to 3Q15.

In view of the financial deleveraging process and income from purchase of receivables, the financial result grew 41.0% in the quarter, contributing to a net income increase of 16.9%.

Cateno's net operating revenue moved up 0.6%, while total expenses increased 0.7% year-on-year. Thus, EBITDA grew 0.2% in the quarter, with net income attributable to Cielo's shareholders increasing 4.7% due to the financial result growth over 3Q15 (33.7%).

Together, Cielo Brasil, Cateno and other subsidiaries of the Company, led Cielo Consolidated to record a net income of R\$1,009.3 million, up 15.0% year-on-year.



	Cielo Brasil			Cateno - Accounting			Other Subsidiaries			Cielo Consolidated		
Income Statement (R\$ million)	3Q16	2Q16	3Q16x2Q16	3Q16	2Q16	3Q16x2Q16	3Q16	2Q16	3Q16x2Q16	3Q16	2Q16	3Q16x2Q16
Gross Operating Revenue	2,048.7	2,001.5	2.4%	685.1	684.8	0.1%	641.3	691.4	-7.2%	3,375.1	3,377.7	-0.1%
Taxes on Services	(212.3)	(208.7)	1.7%	(76.2)	(75.3)	1.1%	(23.3)	(24.6)	-5.1%	(311.8)	(308.6)	1.0%
Net Operating Revenue	1,836.4	1,792.7	2.4%	609.0	609.4	-0.1%	618.0	666.8	-7.3%	3,063.4	3,069.0	-0.2%
Cost of Service Rendered	(578.7)	(549.7)	5.3%	(402.5)	(414.2)	-2.8%	(521.1)	(553.0)	-5.8%	(1,502.2)	(1,516.9)	-1.0%
Gross Income	1,257.7	1,243.0	1.2%	206.5	195.2	5.8%	96.9	113.9	-14.9%	1,561.1	1,552.1	0.6%
Operating Expenses	(299.5)	(306.9)	-2.4%	(30.9)	(31.3)	-1.3%	(87.1)	(108.6)	-19.8%	(417.6)	(446.7)	-6.2%
Equity Interest	1.0	2.5	-60.3%	-	-	-	-	-	-	1.0	2.5	-60.3%
Cost + Expenses	(878.2)	(856.6)	2.5%	(433.4)	(445.5)	-2.7%	(608.2)	(661.6)	-8.1%	(1,919.9)	(1,963.6)	-2.2%
Operating Income	959.2	938.6	2.2%	175.6	164.0	7.1%	9.8	5.3	85.3%	1,144.5	1,107.9	3.3%
EBITDA	1,063.7	1,045.0	1.8%	272.0	260.4	4.5%	46.7	43.6	7.1%	1,382.5	1,349.0	2.5%
<i>EBITDA Margin</i>	<i>57.9%</i>	<i>58.3%</i>	<i>-0.4p.p</i>	<i>44.7%</i>	<i>42.7%</i>	<i>2.0p.p</i>	<i>7.6%</i>	<i>6.5%</i>	<i>1.1p.p</i>	<i>45.1%</i>	<i>44.0%</i>	<i>1.1p.p</i>
Financial Income	349.6	333.5	4.8%	32.9	32.2	2.2%	(11.8)	(13.9)	-15.1%	370.6	351.8	5.3%
Income Before Income Tax and Social Contribution	1,308.7	1,272.2	2.9%	208.5	196.2	6.3%	(2.0)	(8.6)	-76.5%	1,515.2	1,459.7	3.8%
Income tax and social contribution	(395.0)	(366.9)	7.6%	(70.9)	(66.7)	6.3%	2.1	3.6	-40.2%	(463.7)	(430.0)	7.8%
Net Income	913.8	905.2	0.9%	137.6	129.5	6.3%	0.1	(5.0)	-102.5%	1,051.5	1,029.7	2.1%
<i>Net Margin</i>	<i>49.8%</i>	<i>50.5%</i>	<i>-0.7p.p</i>	<i>22.6%</i>	<i>21.2%</i>	<i>1.4p.p</i>	<i>0.0%</i>	<i>-0.8%</i>	<i>0.8p.p</i>	<i>34.3%</i>	<i>33.6%</i>	<i>0.7p.p</i>
Attributed to Owner's of the Company	913.8	905.2	0.9%	96.3	90.6	6.2%	(0.7)	(6.7)	-89.0%	1,009.3	989.2	2.0%
Attributed to Non Controlling Interest	-	-	-	41.3	38.9	6.2%	0.9	1.7	-49.0%	42.1	40.5	3.9%

3Q16 x 2Q16

In 3Q16, Cielo Brasil's net operating revenue up 2.4% q-o-q. Total expenses increased 2.5%, implying a 1.8% growth of the Company's EBITDA compared to 2Q16. Net income up 0.9%, totaling R\$913.8 million.

Cateno's net operating revenue decrease 0.1% in 3Q16, with total expenses down 2.7% q-o-q. Thus, EBITDA increase 4.5% over 2Q16. The net income attributable to Cielo's shareholders up 6.2% quarter-on-quarter.

Taking into account all the business units, explained herein on a managerial basis, Cielo Consolidated recorded a 2.0% growth of its net income compared to 2Q16.

Managerial Total Expenses

As informed to the market early this year, the Company has, amongst other commitments, an adequate control of its costs and expenses (total expenses) as one of its targets for 2016. In this aspect, it is worth pointing out the Company's efforts and performance at its main business units, Cielo Brasil and Cateno. On a combined basis (Cielo Brasil and Cateno), observing the criterion adopted in our guidance, total expenses totaled R\$1,311.7 million, up 4.7% year-on-year and 0.7% compared to 2Q16.

	Cielo Brasil			Cateno			Cielo Brasil + Cateno		
Cost + Expenses (R\$ million)	3Q16	3Q15	3Q16X3Q15	3Q16	3Q15	3Q16X3Q15	3Q16	3Q15	3Q16X3Q15
Total Cost of Service Rendered	(578.7)	(557.9)	3.7%	(402.5)	(408.4)	-1.4%	(981.2)	(966.3)	1.5%
Fixed Cost	(114.8)	(94.9)	21.0%	(5.0)	(5.3)	-5.9%	(119.8)	(100.2)	19.6%
Variable Cost	(365.6)	(355.8)	2.8%	(301.1)	(306.7)	-1.8%	(666.7)	(662.4)	0.6%
Depreciation and Amortization	(98.2)	(107.2)	-8.4%	(96.4)	(96.4)	0.0%	(194.6)	(203.6)	-4.4%
Operating Expenses	(299.5)	(264.4)	13.3%	(30.9)	(22.1)	39.8%	(330.5)	(286.5)	15.4%
Operating Expenses	(293.2)	(258.1)	13.6%	(30.9)	(22.1)	39.8%	(324.1)	(280.2)	15.7%
Depreciation and Amortization	(6.4)	(6.3)	1.9%	(0.1)	-	0.0%	(6.5)	(6.3)	3.2%
Total Cost + Expenses	(878.2)	(822.2)	6.8%	(433.4)	(430.5)	0.7%	(1,311.7)	(1,252.8)	4.7%



	Cielo Brasil			Cateno			Cielo Brasil + Cateno		
Cost + Expenses (R\$ million)	3Q16	2Q16	3Q16X2Q16	3Q16	2Q16	3Q16X2Q16	3Q16	2Q16	3Q16X2Q16
Total Cost of Service Rendered	(578.7)	(549.7)	5.3%	(402.5)	(414.2)	-2.8%	(981.2)	(963.9)	1.8%
Fixed Cost	(114.8)	(100.5)	14.2%	(5.0)	(5.2)	-3.9%	(119.8)	(105.7)	13.3%
Variable Cost	(365.6)	(349.1)	4.7%	(301.1)	(312.5)	-3.7%	(666.7)	(661.7)	0.8%
Depreciation and Amortization	(98.2)	(100.1)	-1.9%	(96.4)	(96.4)	0.0%	(194.6)	(196.5)	-1.0%
Operating Expenses	(299.5)	(306.9)	-2.4%	(30.9)	(31.3)	-1.3%	(330.5)	(338.2)	-2.3%
Operating Expenses	(293.2)	(300.6)	-2.5%	(30.9)	(31.3)	-1.3%	(324.1)	(331.9)	-2.4%
Depreciation and Amortization	(6.4)	(6.2)	2.0%	(0.1)	(0.0)	26702.7%	(6.5)	(6.2)	3.3%
Total Cost + Expenses	(878.2)	(856.6)	2.5%	(433.4)	(445.5)	-2.7%	(1,311.7)	(1,302.1)	0.7%

Adjusted Net Income

It is important to highlight that Cateno has amortization expenses with no cash effect. For this reason, we reason, we present below Cielo's Consolidated adjusted net income, which excluded this amortization effect from Cateno's intangible assets ("Cateno cash basis" concept).

1. Cielo Consolidated					
	3Q16	3Q15	2Q16	3Q16 X 3Q15	3Q16 X 2Q16
Net Revenue	3,063.4	2,918.1	3,069.0	5.0%	-0.2%
Cost + Expenses	(1,918.9)	(1,814.7)	(1,961.1)	5.7%	-2.2%
Net Income Cielo	1,009.3	877.5	989.2	15.0%	2.0%

2. Cielo ex Cateno and fin. exp.						"Cash Basis" (ex Cateno amortization)	
	3Q16	3Q15	2Q16	3Q16 X 3Q15	3Q16 X 2Q16		
Net Revenue	2,454.4	2,312.5	2,459.6	6.1%	-0.2%	Net Revenue	609.0
Cost + Expenses	(1,485.4)	(1,384.2)	(1,515.7)	7.3%	-2.0%	Cost+Expenses	(337.0)
Net Income Cielo	1,076.7	985.0	1,059.7	9.3%	1.6%	Net contribution – "Cash Basis"	0.1

Net Income Adjustment composition (R\$ million)	
Cielo's Net Income excluding Cateno and financial expenses	1,076.7
Cateno's Net Contribution - "cash basis"	0.1
Cielo's Adjusted Net Income	1,076.8



CIELO BRASIL

OPERATING PERFORMANCE

Transaction Financial Volume

In 3Q16, the transaction financial volume totaled R\$143.5 billion, an increase of 4.5% compared to R\$137.3 billion in the same period of 2015 and up 0.7% compared to R\$142.6 billion recorded in 2Q16. In addition, Cielo captured 1,661 billion transactions in 3Q16, an increase of 6.6% compared to 3Q15 and up 1.9% over 2Q16.

Specifically with credit cards, financial volume totaled R\$81.3 billion in 3Q16, up 2.1% compared to 3Q15 and up 0.4% quarter-on-quarter.

With debit cards, financial volume totaled R\$62.2 billion in 3Q16, an increase of 7.8% compared to 3Q15 and up 0.9% quarter-on-quarter.

The Agro product, which is included in total debit transactions, had financial volume of R\$4.3 billion in 3Q16, down 25.1% compared to 3Q15 and down 36.0% quarter-on-quarter.

Excluding the Agro product from the total debit cards transactions, the financial volume captured would have been R\$57.9 billion in 3Q16, up 11.4% compared to 2Q15 and up 5.4% quarter-on-quarter.

Operating Highlights	3Q16	3Q15	2Q16	3Q16 x 3Q15	3Q16 x 2Q16
Credit and Debit Cards					
Financial transaction volume (R\$ million)	143,512.3	137,329.2	142,582.8	4.5%	0.7%
Number of transactions (million)	1,661.3	1,558.3	1,630.9	6.6%	1.9%
Credit Cards					
Financial transaction volume (R\$ million)	81,304.7	79,613.2	80,954.8	2.1%	0.4%
Number of transactions (million)	685.4	677.5	696.8	1.2%	-1.6%
Debit Cards					
Financial transaction volume (R\$ million)	62,207.6	57,716.0	67,628.0	7.8%	-8.0%
Number of transactions (million)	975.9	880.8	934.1	10.8%	4.5%
Agro Product					
Financial transaction volume (R\$ million)	4,266.7	5,697.0	6,665.5	-25.1%	-36.0%
Number of transactions (million)	0.06	0.06	0.07	0.0%	-14.3%
Debit Excluding Agro					
Financial transaction volume (R\$ million)	57,940.9	52,018.9	54,962.4	11.4%	5.4%
Number of transactions (million)	975.9	880.8	934.0	10.8%	4.5%

It is worth noting that Elo's volume, which currently is considered in Cielo's total volume came to R\$22.4 billion, up 33.0% compared to 3Q15 and 1.3% quarter-on-quarter. Out of this total, R\$1.9 billion or 8.4% of Elo brand's entire volume is currently captured by other acquirers under the multivan model. Considering entire volume



captured by the Company, the volume captured today by other acquirers under the multivan model accounts for 1.3% of total.

R\$ million	3Q16	2Q16	3Q16x2Q16
Multivan Volume	1,889.2	820.7	1.3
Elo Volume	22,397.5	22,105.1	0.0
Multivan Volume / Elo Volume	8.4%	3.7%	4.7 p.p
Total Volume	143,512.3	142,582.8	0.0
Multivan Volume /Total Volume	1.3%	0.6%	0.7 p.p

Active Points of Sales and Equipment Base

The number of Points of Sales Merchants totaled 1.7 million at the end of 3Q16, down 2.0% over 3Q15 and 1.4% over 2Q16. Active clients are those points of sale that have made at least a single transaction in the last 30 days. In the 60-day activity criterion, the decrease compared to 3Q15 was 0.2% and 0.8% quarter-on-quarter.

Points of Sales Merchants	3Q16	3Q15	2Q16	3Q16 x 3Q15	3Q16 x 2Q16
Points of Sales Merchants 30 days ('000)	1,677	1,711	1,700	-2.0%	-1.4%
Points of Sales Merchants 60 days ('000)	1,784	1,788	1,798	-0.2%	-0.8%

* We are considering only the merchants affiliated to Cielo's network. Thus, we are excluding the new affiliations of the Multivan Elo Project in 3Q16 and 2Q16

The installed POS base decreased 3.8% year-on-year and 2.1% over 2Q16. The WiFi/GPRS equipment represented 70.4% of the installed base at the close of 3Q16, an increase of 3.8 p.p year-on-year and 1.0 p.p quarter-on-quarter.

POS Terminals	3Q16	3Q15	2Q16	3Q16 x 3Q15	3Q16 x 2Q16
# POS Total	2,026	2,107	2,070	-3.8%	-2.1%
% Wireless	70.4%	66.6%	69.4%	3.8 p.p	1.0 p.p



FINANCIAL PERFORMANCE

Income Statement (R\$ million)	3Q16	3Q15	2Q16	3Q16x3Q15	3Q16x2Q16
Gross Operating Revenue	2,048.7	1,925.7	2,001.5	6.4%	2.4%
Taxes on Services	(212.3)	(200.4)	(208.7)	5.9%	1.7%
Net Operating Revenue	1,836.4	1,725.2	1,792.7	6.4%	2.4%
Cost of Service Rendered	(578.7)	(557.9)	(549.7)	3.7%	5.3%
Gross Income	1,257.7	1,167.4	1,243.0	7.7%	1.2%
Operating Expenses	(299.5)	(264.4)	(306.9)	13.3%	-2.4%
Equity Interest	1.0	2.1	2.5	-53.4%	-60.3%
Cost + Expenses	(878.2)	(822.2)	(856.6)	6.8%	2.5%
Operating Income	959.2	905.1	938.6	6.0%	2.2%
EBITDA	1,063.7	1,018.6	1,045.0	4.4%	1.8%
<i>EBITDA Margin</i>	<i>57.9%</i>	<i>59.0%</i>	<i>58.3%</i>	<i>-1.1p.p</i>	<i>0.4p.p</i>
Financial Income	349.6	247.9	333.5	41.0%	4.8%
Income Before Income Tax and Social Contribution	1,308.7	1,153.0	1,272.2	13.5%	2.9%
Income tax and social contribution	(395.0)	(371.5)	(366.9)	6.3%	7.6%
Net Income	913.8	781.6	905.2	16.9%	0.9%
<i>Net Margin</i>	<i>49.8%</i>	<i>45.3%</i>	<i>50.5%</i>	<i>4.5p.p%</i>	<i>-0.7p.p</i>
Atributted to Owner's of the Company	913.8	781.6	905.2	16.9%	0.9%
Atributted to Non Controlling Interest	-	-	-	-	-

Net Revenues

3Q16 X 3Q15

Cielo Brasil net revenue increased 6.4% or R\$111.2 million, to R\$1,836.4 million in 3Q16, compared to R\$1,725.2 million in 3Q15. The increase is related to the growth in financial volume captured due to the ongoing business expansion and an increase in revenue yield in the quarter, which was 1.28% compared to 1.26% in 3Q15. Excluding the Agro product, the revenue yield would record a variation of 1.30% in 3Q15 to 1.31% in 3Q16.

3Q16 X 2Q16

Quarter-on-Quarter, Cielo Brasil net revenue increased by R\$43.7 million, or 2.4%. The increase is related to higher revenue yield by 2 bps compared to 2Q16, which was 1.26%. This result is chiefly due to decrease in Agro product in 2Q16, if we exclude the Agro product, the revenue yield would remain steady.

Total Expenses

3Q16 X 3Q15

Total expenses increased by R\$56.0 million, or 6.8%, to R\$878.2 million in 3Q16, compared to R\$822.2 million in 3Q15. The increase was primarily due to higher sales and marketing expenses and higher financial volume captured.



3Q16 X 2Q16

Quarter-on-Quarter, total expenses increased by R\$21.6 million, or 2.5%. The increase was primarily due to higher financial volume captured and increased number of transactions.

Purchase of Receivables

The purchase of receivables is the operation in which the merchant's receivables portfolio is acquired through a FIDC (Investment Fund in Credit Rights), whose quotaholder is Cielo, at an agreed pricing structure. In this case, the merchant receives from Cielo for the sale of future receivables already performed, at any given moment. Given the importance of the business for Cielo Brasil, we present its key metrics below.

Purchase of Receivables	3Q16	3Q15	2Q16	3Q16 X 3Q15	3Q16 X 2Q16
% Purchased volume over Total Credit Volume	21.2%	19.4%	20.4%	1.8 p.p	0.8p.p.
Financial Volume of Purchase of Receivables (R\$ million)	17.218,9	15.482,7	16.517,8	11.2%	4.2%
Average Term (Calendar Days)	49,3	53,3	50,9	-4,0	-1,6
Average Term (Business Days)	33,8	36,4	35,3	-2,6	-1,5
Gross Product of Purchase of Receivables (R\$ million)	676,2	634,2	678,3	6,6%	-0,3%
Cost of Funding with Third Parties (R\$ million)	(42,7)	(44,8)	(43,2)	-4,6%	-1,0%
Taxes (PIS / COFINS) (R\$ million)	(29,9)	(17,0)	(31,5)	78,5%	-0,1
Net Product of Purchase of Receivables (R\$ million)	603,6	572,4	603,6	5,4%	0,0%

3Q16 X 3Q15

Product of purchase of receivables, net of funding costs with third parties and taxes on financial revenues increased R\$31.2 million or 5.4%, to R\$603.6 million in 3Q16, compared to R\$572.4 million in 3Q15. The increase is chiefly due to the growth in the financial volume of purchased receivables in line with the ongoing product expansion and to higher average spread in the quarter, due to the growth of acquisitions of small retailers in relation to the Corporate Clients.

The average ticket of these operations in 3Q16 was R\$2.1 thousand, which was slightly lower than the R\$2.2 thousand recorded in 3Q15.

In a managerial analysis performed, we verified the profitability of the purchase of receivables' business, *pro-forma* assuming 100% of the financing volume with third parties, at a rate of 104% of the CDI (interbank deposit certificate), in this analysis, the managerial net product pro-forma of purchase of receivables would be R\$340.8 million, an increase of 7.2% compared to the same period in the prior year.

Managerial Exercise (R\$ million)	3Q16	3Q15	2Q16	3Q16 X 3Q15	3Q16 X 2Q16
Gross Product of Purchase of Receivables (R\$ million)	676,2	634,2	678,3	0,1	-0,3%
Cost of Funding*	(305,5)	(299,2)	(307,3)	2,1%	-0,6%
Taxes (PIS / COFINS)	(29,9)	(17,0)	(31,5)	78,5%	-5,2%
Net Product Pro-Forma of Purchase of Receivables (R\$ million)	340,8	318,0	339,5	7,2%	0,4%

*Assuming the cost of 104% of CDI in Financial Volume of Purchase



3Q16 X 2Q16

When compared to 2Q16 product of purchase of receivables, net of funding costs with third parties and taxes on financial revenues totaled R\$603.6 million in 3Q16, in line with total amount of R\$603.6 million recorded in 2Q16. The same occurs due to the product and funding costs with third parties not having recorded relevant variation in the quarter-on-quarter comparison.

The average ticket of these operations in 2Q16 was R\$2.1 thousand, which came in line with R\$2.1 thousand recorded in 2Q16.

Quarter-on-quarter of managerial exercise, as described above, net revenues with purchase of *pro-forma* receivables increased by 0.4%.

Investment Fund in Nonstandard Credit Right Cielo

Cielo Non-Standardized Receivables Investment Fund initiated in August 2016, a company incorporated for an indeterminate term, with specific purpose of conducting the securitization of receivables deriving from payment transactions operated in Cielo's acquiring system. During period of operations initiated, between August 5 and September 30, R\$1,653.7 million were injected by Cielo to finance the purchase of receivables.

Net Income

3Q16 X 3Q15

Cielo Brasil net income increased by R\$132,2 million, or 16,9%, to R\$913,8 million in 3Q16, compared to R\$781,6 million in 3Q15.

3Q16 X 2Q16

Compared to 2Q16, Cielo Brasil net income increased by R\$8,6 million, or 0.9%.

CATENO

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Cateno, established on February 27, 2015, is a company formed in association with Banco do Brasil aimed at making the processing (card embossing, monthly print invoices, delivery of the card and invoices to the cardholder, security management of transactions and payment of fees of payment arrangements) of credit and debit transactions using cards issued by the Ourocard Arrangement (all cards issued by Banco do Brasil, except private label, government and pre-paid cards).



Accounting value (R\$million)	3Q16	3Q15	2Q16	3Q16x3Q15	3Q16x2Q16
Financial Volume	58.5	57.8	59.7	1.3%	-2.0%
<i>Credit Volume</i>	29.6	29.6	29.3	0.0%	1.1%
<i>Debit Volume</i>	28.9	28.2	30.4	2.5%	-4.9%
Net Revenue	609.0	605.6	609.4	0.6%	-0.1%
Total Costs + Expenses	(433.4)	(430.5)	(445.5)	0.7%	-2.7%
Costs+Expenses ex-Amortization	(337.0)	(334.1)	(349.0)	0.9%	-3.5%
Amortization*	(96.4)	(96.4)	(96.4)	0.0%	0.0%
Operating Income	175.6	175.1	164.0	0.3%	7.1%
Financial Income	32.9	24.6	32.2	33.7%	2.1%
Income Tax and Social Contribution	(70.9)	(68.2)	(66.7)	4.0%	6.3%
<i>Non controlling Interests</i>	41.3	39.5	38.9	4.6%	6.2%
<i>Cielo Net Income</i>	96.3	92.0	90.6	4.7%	6.3%
Net Income	137.6	131.5	129.5	4.6%	6.3%
Net Margin	22.6%	21.7%	21.2%	0.9 p.p.	1.4p.p.
EBITDA	272.0	271.5	260.4	0.2%	4.4%
<i>EBITDA Margin</i>	44.7%	44.8%	42.7%	-0.1p.p.	2.0p.p.

* Amortization of R\$11.6 billion intangible assets in 30 years

Net Revenue

3Q16 X 3Q15

Cateno net revenue increased 0.6% or R\$3.4 million, to R\$609.0 million in 3Q16, compared to R\$605.6 million in 3Q15. The growth is mainly related to the increase in financial volume captured in the Ourocard Arrangement impacted by decreased volume of Agro product in 3Q16.

3Q16 X 2Q16

Quarter-on-Quarter, Cateno net revenue decreased R\$0.4 million, or 0.1%. The decrease is mainly related to the lower financial volume captured in the Ourocard Arrangement compared to 2Q16.

Total Expenses

3Q16 X 3Q15

Total expenses increased 0.7% or R\$2.9 million, to R\$433.4 million in 3Q16, compared to R\$430.5 million in 3Q15. The increase, in costs, is mainly related to the continued expansion of Ourocard Arrangement, affecting costs and expenses related to embossing and postage costs, due to increase in the issue of cards by Banco do Brasil.



3Q16 X 2Q16

Quarter-on-Quarter, Cateno total expenses decreased R\$12.1 million, or 2.7%. Such decrease is chiefly related to extraordinary expenses regarding Elo card in 2Q16.

Financial Income

3Q16 X 3Q15

The financial income increased by 33.7%, or R\$8.3 million, to R\$32.9 million in 3Q16, compared to R\$24.6 million in 3Q15. The increase is mainly related to the higher average balance of financial investments.

3Q16 X 2Q16

Quarter-on-Quarter, financial income increased by R\$0.7 million, or 2.2%.

Net Income

3Q16 X 3Q15

Cateno net income increased R\$6.1 million, or 4.6%, to R\$137.6 million in 3Q16, compared to R\$131.5 million in 3Q15.

3Q16 X 2Q16

Quarter-on-Quarter, Cateno net income increased R\$8.1 million, or 6.2%.

It is important to highlight that we will amortize intangible assets over a 30-year period, representing R\$96.4 million per quarter. In the figures presented above, the amortization is already included. Below, we present an analysis, called Business Result, which does not include such amortization, with the net contribution to Cielo after considering the financial expense of the debt to set Cateno.

In the left column called Business Result, which does not consider the amortization of intangible assets, net income totaled R\$201.2 million in the quarter.



	Business Result	Accounting Value
Net Revenue	609.0	609.0
Costs + Expenses	(337.0)	(337.0)
Amortization *	-	(96.4)
Operating Income	272.0	175.6
Financial Income	32.9	32.9
Income Tax\ CSLL **	(103.7)	(70.9)
Net Income	201.2	137.6

Share Cielo – 70%	96.3
Financial Expenses (post taxes)	(163.7)
Net contribution	(67.4)

	“Cash Basis” (ex Cateno amortization)
Net Revenue	609.0
Costs + Expenses	(337.0)
Amortization *	-
Operating Income	272.0
Financial Income	32.9
Income Tax\ CSLL **	(70.9)
Net Income	234.0

Share Cielo – 70%	163.8
Financial Expenses (post taxes)	(163.7)
Net contribution – “Cash Basis”	0.1

Analyzing the contribution of Cateno to Cielo, after the impact of the financial expenses related to creation of the new company, we reach a negative result of R\$67.4 million in the quarter. This number comes from a contribution of R\$96.3 million (which corresponds to 70% of net income) net of financial expenses taken by Cielo (post taxes) in the amount of R\$163.7 million.

Likewise, but excluding the intangible assets amortization (cash basis), as demonstrated on the table on the right, net income would be R\$163.8 million. Making the same analysis of the contribution of Cateno to Cielo - that is, after the financial expenses impact - we reach a positive result of R\$0.1 million.



OTHER SUBSIDIARIES

Income Statement (R\$ million)	3Q16	3Q15	2Q16	3Q16x3Q15	3Q16x2Q16
Gross Operating Revenue	641.3	603.4	691.4	6.3%	-7.2%
Taxes on Services	(23.3)	(16.2)	(24.6)	43.9%	-5.1%
Net Operating Revenue	618.0	587.2	666.8	5.2%	-7.3%
Cost of Service Rendered	(521.1)	(478.6)	(553.0)	8.9%	-5.8%
Gross Income	96.9	108.6	113.9	-10.8%	-14.9%
Operating Expenses	(87.1)	(85.4)	(108.6)	2.0%	-19.8%
Equity Interest	-	-	-	-	-
Cost + Expenses	(608.2)	(564.1)	(661.6)	7.8%	-8.1%
Operating Income	9.8	23.2	5.3	-57.7%	85.3%
EBITDA	46.7	71.5	43.6	-34.6%	7.1%
<i>EBITDA Margin</i>	<i>7.6%</i>	<i>12.2%</i>	<i>6.5%</i>	<i>-4.6p.p</i>	<i>1.1p.p</i>
Financial Income	(11.8)	(14.2)	(13.9)	-16.8%	-15.1%
Income Before Income Tax and Social Contribution	(2.0)	9.0	(8.6)	-122.6%	-76.5%
Income tax and social contribution	2.1	(3.5)	3.6	-162.2%	-40.2%
Net Income	0.1	5.5	(5.0)	-97.7%	-102.5%
<i>Net Margin</i>	<i>0.0%</i>	<i>0.9%</i>	<i>-0.8%</i>	<i>-0.9p.p</i>	<i>0.8p.p</i>
Atributted to Owner's of the Company	(0.7)	3.9	(6.7)	-118.9%	-89.0%
Atributted to Non Controlling Interest	0.9	1.6	1.7	-46.5%	-49.0%

Net Revenue

3Q16 X 3Q15

Net revenues from Other Subsidiaries increased 5.2% or R\$30.8 million, to R\$618.0 million in 3Q16, compared to R\$587.2 million in 3Q15. The increase is mainly related to the increase of mobile credit sales by M4U partially offset by average US dollar depreciation in the quarter.

3Q16 X 2Q16

Quarter-on-Quarter, net revenues of Other Subsidiaries decreased by R\$48.8 million, or 7.3%. The decrease is related to average US dollar depreciation in the quarter which impacted the consolidation of foreign investments and decreased revenues from subsidiary M4U.

Total Expenses

3Q16 X 3Q15

Total expenses from Other Subsidiaries increased 7.8% or R\$44.1 million, to R\$608.2 million in 3Q16, compared to \$564.1 million in 3Q15. The increase is due to higher mobile credit sales at subsidiary M4U partially offset by average US dollar depreciation in the quarter.



3Q16 X 2Q16

Quarter-on-Quarter, total expenses decreased R\$53.4 million, or 8.1%. The decrease is related to the average US dollar depreciation in the quarter which impacted the consolidation of foreign investments.

Net Income

2Q16 X 3Q15

Net income from Other Subsidiaries presented a change of R\$5.4 million, i.e., to R\$0.1 million in 3Q16, compared to a net income of R\$5.5 million in 3Q15.

3Q16 X 2Q16

Quarter-on-Quarter, net income from Other Subsidiaries presented a change of R\$5.1 million.

Finally, regarding Other Subsidiaries, it is important to note the impact of the exchange rate. The average US dollar in 3Q16 was R\$3.25, down 8.2% and 7.5% compared to 3Q15 and 2Q16, respectively.

GUIDANCE

Our expectations regarding the performance of the market and our commitment was disclosed at the beginning of the year and we present below their status.

Indicators	Estimates	9M16
Industry* Financial Volume	7% to 9%	7,1%**
Cielo Brazil + Cateno: Total Costs + Expenses	6% to 8%	6.7%
CAPEX (purchase of terminals)	~R\$400 mn	R\$177.8 mn

*Considering credit and debit volumes

**Considering credit and debit volume of Cielo, Rede and Santander GetNet

Considering the market participants, which reported their results till the present moment, the industry financial volume increased 7.1% in 9M16 compared to the same period last year.

Referring to the cost variation of Cielo Brasil and Cateno jointly, eliminating the impact of subsidiaries via equity interest, the growth in the first nine months of 2016 compared to same period last year stood at 6.7%. Excluding extraordinary items in 2Q16, the total cost growth would have been 5.8% in 9M16 compared to the same period last year.

Finally, regarding the investments in POS terminals, we made purchases in the quarter totaling R\$77.5 million, bearing in mind that this volume is partially funded by BNDES – Finame credit facility.



INDEBTEDNESS

FINAME

Finame is a loan provided by BNDES with the purpose to fund purchase of machines and new equipment, domestically produced. This credit line finances the purchase of POS equipment using a weighted average interest rate which was 6.90% p.y. on September 30, 2016 (6.43% p.y. on December 31, 2015).

Long Term Financing - “ten years bonds”

In November 2012, US\$875 million were raised through a bond issuance, of which US\$470 million were issued by the Parent Company and US\$405 million were issued by the subsidiary Cielo USA. The amount raised by Cielo USA was used to pay for the controlling stake of Me-S, while the Parent Company used the funds mainly for working capital. The transaction pays interest of 3.75% per year, to be paid every six months, and the principal to be paid in November 2022. There are no clauses of financial covenants imposing financial constraints related to this issuance of bonds.

On September 30, 2016, the spread was 344 bps (on the bond issue date the spread was 222 bps).

Private Debentures

On February 27, 2015, Cielo issued its 1st, 2nd and 3rd private simple debentures in the amount of R\$3.5 billion, paying 111% of the average DI interest rate, maturing in 2023 and putcall for 2020.

The compensatory interests will be paid biannually as from the issuance date. There are no clauses of financial covenants imposing financial constraints related to the issuance of bonds.

Public Debentures

On April 13, 2015, the Company issued its 4th debentures for public distribution. The issue was held at the amount of R\$4.6 billion, maturing on April 13, 2018. The remuneration of public debentures is 105.8% of the average daily interest rate of the DI - Interbank Deposits. The principal amount will be paid in three equal annual installments, in April of each year and bear interest payable semi-annually in April and October of each year.

On April 13, 2016, the balance was partially amortized in the amount of R\$1,863.8 million, R\$1,533.3 million referring to principal balance and R\$330.5 million referring to interest rates.

The Public Debentures have covenants that require the Company to maintain its debt ratio (Net Debt/Adjusted Consolidated EBITDA) lower than or equal to 3, as measured annually.

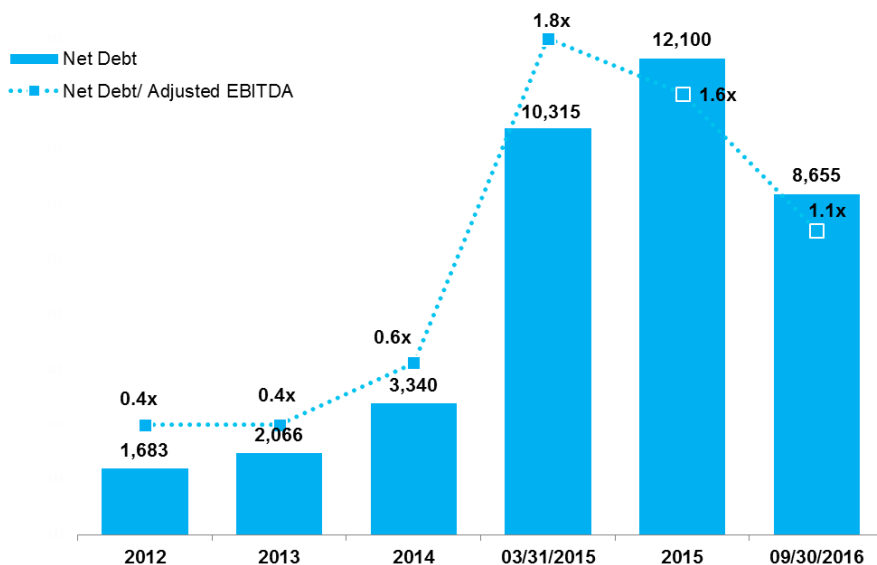
Bank of Tokyo-Mitsubishi Loan

In 2015, the Company hired a loan in the amount of US\$313.6 million, equivalent to R\$1 billion, with the Bank of Tokyo-Mitsubishi UFJ, Ltd. The operation matures on December 19, 2016. At the same time, derivative financial instruments (swaps) were hired with the specific objective of protecting such loans from exchange rate and interest rate variations, and with final monthly payment equivalent to 99.4% of the CDI. The interest on loans is paid monthly.

The loans from the Bank of Tokyo-Mitsubishi UFJ, Ltd have covenants that require the Company to maintain its debt ratio (Net Debt/Adjusted Consolidated EBITDA) lower than or equal to 3, as measured annually.



Net Debt Evolution (R\$ million)



Debt Ratio

LTM Net Debt/Adjusted EBITDA ratio adjusted to result from purchases of receivables on September 30, 2016 was 1.1x.

CAPITAL MARKETS

Owership Structure

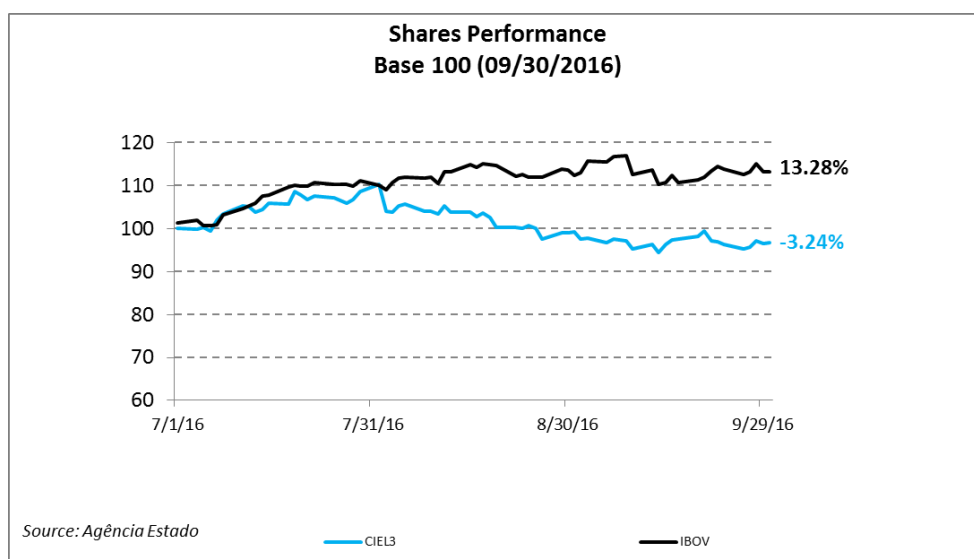
Shareholder's Structure	ON	%
Controlling Shareholders	1,329,131,660	58.71
Banco Bradesco	680,531,616	30.06
Columbus Holding S.A	648,599,904	28.65
Tempo Serviços LTDA*	31,931,712	1.41
Banco do Brasil (BB Banco de Investimento S.A.)	648,600,044	28.65
Free-float	930,492,185	41.10
Treasury	4,388,706	0.19
Total	2,264,012,551	100.00

Cielo S.A. stock debuted on the BM&FBovespa's Novo Mercado on June 29, 2009, initially under the ticker symbol VNET3 and, due to the Company's name change, since December 18, 2009 under CIEL3. Cielo's stock is currently included on the Bovespa Index (Ibovespa), the Brazil Broad-Based Index (IBRA), the Brazil 50 Index (IBXL), the

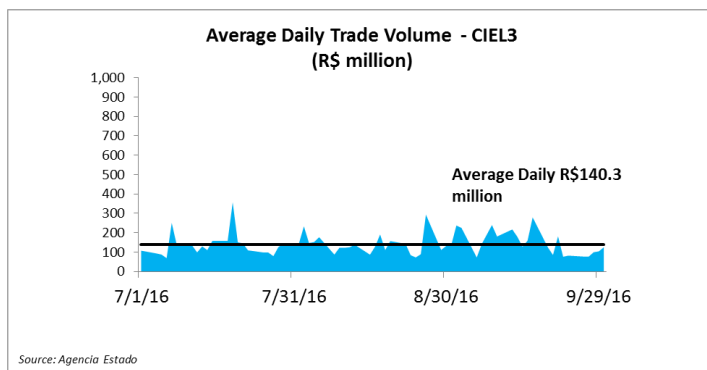
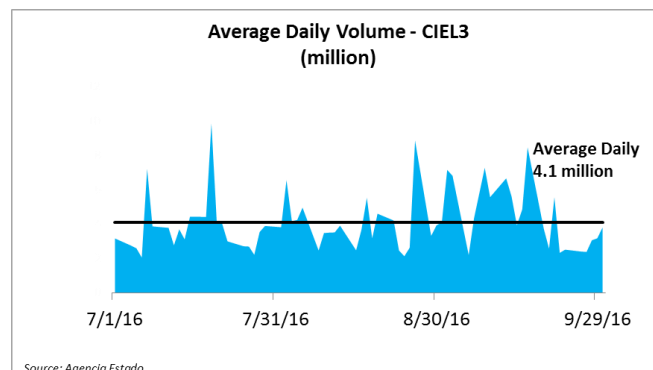
Brazil 100 Index (IBXX), the Carbon Efficiency Index (ICO2), the Financial Index (IFNC), the Corporate Governance Trade Index (IGCT), the Differentiated Corporate Governance Index (IGCX), Novo Mercado Corporate Governance Equity Index (IGNM), Corporate Sustainability Index (ISE), the Differentiated Tag Along Rights Index (ITAG), the Mid-Large Cap Index (MLCX).

Stock Performance

In 3Q16, while the Ibovespa appreciated 13.28%, Cielo's stock (adjusted for remuneration) depreciated 3.24%. On September 30, 2016, CIEL3 shares were quoted at R\$32.51/share, bringing the Company's market cap to R\$73.6 billion.



The average daily trading volume from July to September 2016 totaled 4.1 million shares, with an average daily financial volume of R\$140.3 million, representing 0.5% of the free float. Since the IPO, the average daily trading volume has been of 2.7 million shares, with an average daily trading volume of R\$ 117.4 million, or 0.4% of the free float.





Dividends

Cielo paid dividends related to the balance of remaining profits from the first half of 2016 to its shareholders on September 30, 2016, based on the shareholding position of September 16, 2016, with the Company's shares trading "ex-rights" as from September 19, 2016. The final amounts to be distributed are the following:

a) Dividend per share: R\$0.165680743

b) Gross amount of interest on equity per share: R\$0.105330313

The proceeds to be distributed total R\$612.4 million, of which R\$238.0 million will be distributed as interest on equity and subject to applicable taxes case by case, and R\$374.4 million as dividends, with shares held in treasury not entitled to remuneration.

CIEL3 - 09/30/2016	
Total Shares ('000)	2,264,012.55
Closing Price (R\$/Share)	32.51
Mkt. Cap (R\$'000)	73,603,048.03
Free-float ('000)	930,492.19
Free-float (R\$ '000)	30,250,300.93
ADTV ⁽¹⁾ (R\$'000)	140,329.8
ADTV ⁽¹⁾ / Free-float	0.46%
Dividends(*) (R\$'000)	612,365.32
Dividends (*)/Net Income	31%
Dividends /Share	0.27

(1) ADTV = Average Daily Trading Volume between 07/01/2016 and 09/30/2016

(*) Considering only the dividends related to the first half of fiscal year 2016.

CORPORATE GOVERNANCE

Corporate Governance is a priority for Cielo, where a key goal is continuous improvement to support sustainable, long-term corporate performance. In this spirit, Cielo voluntarily adopts the best corporate governance practices beyond those required for companies listed on BM&FBovespa Novo Mercado, evidencing the commitment of the Company and its Management with the interest of its shareholders and investors.

Our commitment to corporate efficiency and long-term value creation is explained, for instance, through (a) the adoption of appropriate decision-making systems and its monitoring by Cielo; (b) the establishment of a Corporate Governance Office, which aims to support management agencies and committees/advisory committees of the Company and its subsidiaries, as well as ensuring the monitoring of the best practices of corporate governance; (c) adoption of ethics and sustainable practices; (d) the formal annual performance assessment of the Board of Directors members on an individual and group basis; (e) the variation of personnel who hold the Chairman of the Board of Directors and Chief Executive Officer positions; (f) the creation of an annual calendar for the Board of Directors, covering the subjects likely to be discussed over the year; (g) restricting the flow of internal company information exclusively to the Corporate Governance Electronic Portal; (h) maintaining the Related Party Transactions Policy as well as situations involving Conflicts of Interest; and (i) the Code of Ethics mandatorily adhered by all employees and Management, which establishes rules of conduct when communicating to stakeholders.

The Board of Directors of the Company is composed of 11 (eleven) members, who do not perform management activities, out of which 3 (three) are independent, where their independence aims to serve the best interests of the Company and its minority shareholders. The Board of Directors shall determine the general direction of the Company's business, elect members of Management and supervise its management, among others. The Management is composed of five (5) members and performs general management of the company, respecting



the guidelines defined by the Board of Directors. In addition to demonstration of Cielo's adherence to the best Corporate Governance practices, the Board of Directors has five (5) support committees, which are: Audit Committee, Finance Committee, Corporate Governance Committee, People Management Committee and Sustainability Committee. The Management has 10 (ten) assistance forums: Risk Forum, Issuer Risk Forum, Earnings Release Forum, Ethics Forum, Expenses Forum, Management of Continuous Business Expansion Forum, Social Investments Forum, Pricing Forum, Projects Forum and Diversity Forum.

The Fiscal Council of Cielo is an independent management body, installed to supervise management activities, and is composed of 5 (five) members, of which 1 (one) is an independent member.

Regarding Sustainability, the company maintains structured practices, such as: (a) establishment of a climate strategy, including the conduction and dissemination of a Greenhouse Gas (GHG) Inventory and offsetting emissions through the purchase of carbon credits; (b) support for social projects that contribute to the improvement of child and adolescent education, empower young people for work, promoting child health, developing cancer research and new treatments, and implementing the inclusion of people with disabilities; (c) the implementation of several policies that address important issues such as ethics, anti-corruption practices and the environment, in order to guide the Company's practices aimed at contributing to a healthy environment and the economic and social development of Brazil.

On April 29, 2016, the Company published its 2015 Sustainability Report, which was prepared based on the Global Reporting Initiative (GRI), G4 version, providing information on the Company's performance regarding the most material aspects for the sustainability of its business, seeking to demonstrate its ability to generate long-term, sustainable value to all its stakeholders.

Since 2011, Cielo holds Level 1 American Depositary Receipts (ADRs), listed at the OTCQX international over-the-counter market. As of 2014, Cielo joined the BM&FBOVESPA Corporate Sustainability Index (ISE) and has also been included in the Euronext-Vigeo EM70 Sustainability Index since 2015.

In September 2016, for the first time, Cielo now composes the portfolio of the Dow Jones Sustainability Index, under the World category. In order to be included, companies go through a strict selection process, which analyzes the economic data, the environmental and social performance, corporate governance, risk management, mitigation of climate change and labor practices.



3Q16 STATEMENT OF INCOME – UNAUDITED (R\$ Thousand)

	3Q16	3Q15	2Q16	3Q16 x 3Q15	3Q16 x 2Q16
Gross Operating Revenue	3.375.136	3.209.071	3.377.657	5,2%	-0,1%
Taxes on Services	-311.768	-291.015	-308.633	7,1%	1,0%
Net Operating Revenue	3.063.368	2.918.056	3.069.024	5,0%	-0,2%
Cost of Services Rendered	-1.282.994	-1.201.611	-1.294.082	6,8%	-0,9%
Depreciation and Amortization	-219.255	-243.298	-222.825	-9,9%	-1,6%
Total Cost of Services	-1.502.249	-1.444.909	-1.516.907	4,0%	-1,0%
Personnel	-127.129	-119.467	-135.159	6,4%	-5,9%
General and Administratives	-107.616	-113.182	-123.008	-4,9%	-12,5%
Depreciation and Amortization	-18.759	-14.882	-18.323	26,1%	2,4%
Sales and Marketing Expenses	-87.890	-52.373	-85.596	67,8%	2,7%
Equity Interest	991	2.126	2.496	-53,4%	-60,3%
Other Operating (Expenses) Income, Net	-76.200	-72.006	-84.640	5,8%	-10,0%
Operating (Expenses) Income	-416.603	-369.784	-444.230	12,7%	-6,2%
EBITDA	1.382.531	1.361.543	1.349.034	1,5%	2,5%
Financial Income	62.181	30.513	41.250	103,8%	50,7%
Financial Expenses	-292.045	-345.409	-289.954	-15,4%	0,7%
Prepayment of Receivables Net Revenue	603.559	572.399	603.571	5,4%	0,0%
Fx Variation	-3.053	784	-3.037	-489,4%	0,5%
Financial Income (Expenses)	370.642	258.287	351.830	43,5%	5,3%
Operating Income	1.515.158	1.361.650	1.459.717	11,3%	3,8%
Current	-472.651	-373.340	-565.211	26,6%	-16,4%
Deferred	8.965	-69.769	135.198	-112,8%	-93,4%
Income Tax and Social Contribution	-463.686	-443.109	-430.013	4,6%	7,8%
Net Income	1.051.472	918.541	1.029.704	14,5%	2,1%
Atributed to:					
Owner's of the Company	1.009.336	877.456	989.167	15,0%	2,0%
Non controlling interests	42.136	41.086	40.537	2,6%	3,9%
Net Income	1.051.472	918.542	1.029.704	14,5%	2,1%



9M16 STATEMENT OF INCOME – UNAUDITED (R\$ Thousand)

	9M16	9M15	9M16 x 9M15
Gross Operating Revenue	10,102,552	8,874,244	13.8%
Taxes on Services	(922,262)	(808,642)	14.1%
Net Operating Revenue	9,180,290	8,065,602	13.8%
Cost of Services Rendered	(3,810,959)	(3,142,940)	21.3%
Depreciation and Amortization	(671,130)	(598,102)	12.2%
Total Cost of Services	(4,482,089)	(3,741,042)	19.8%
Personnel	(388,741)	(341,519)	13.8%
General and Administratives	(358,583)	(321,758)	11.4%
Depreciation and Amortization	(55,636)	(42,490)	30.9%
Sales and Marketing Expenses	(234,534)	(177,760)	31.9%
Equity Interest	5,471	9,479	-42.3%
Other Operating (Expenses) Income, Net	(253,736)	(187,224)	35.5%
Operating (Expenses) Income	(1,285,759)	(1,061,272)	21.2%
EBITDA	4,139,208	2,718,495	52.3%
Financial Income	162,191	107,484	50.9%
Financial Expenses	(920,774)	(835,159)	10.3%
Purchase of Receivables Accounting Result	1,830,523	1,528,933	19.7%
Fx Variation	(8,212)	4,378	-287.6%
Financial Income (Expenses)	1,063,728	805,636	32.0%
Operating Income	4,476,170	4,068,924	10.0%
Current	(1,578,402)	(1,304,220)	21.0%
Deferred	221,663	(12,440)	-1881.9%
Income Tax and Social Contribution	(1,356,739)	(1,316,660)	3.0%
Net Income	3,119,431	2,752,264	13.3%
Attributed to:			
Owner's of the Company	2,993,892	2,658,753	12.6%
Noncontrolling interests	125,539	93,511	34.3%
Net Income	3,119,431	2,752,264	13.3%



3Q16 BALANCE SHEET - UNAUDITED (R\$ Thousand)

ASSETS	09.30.2016	12.31.2015
CURRENT		
Cash and cash equivalents	2,193,569	1,249,524
Trade receivables	9,896,915	11,151,905
Receivables from related parties	38	459
Prepaid and recoverable taxes	12,928	1,814
Other receivables	38,206	17,350
Derivative Financial Instruments	13,121	213,314
Prepaid expenses	56,022	41,488
Total current assets	12,210,799	12,675,854
NONCURRENT ASSETS		
Financial applications	73,087	66,124
Deferred income tax and social contribution	942,359	744,893
Escrow deposits	1,465,027	1,302,455
Other receivables	42,585	41,352
Investments	95,822	105,108
Fixed Assets	626,503	751,517
Intangible Assets	13,497,298	14,290,498
Total noncurrent assets	16,742,681	17,301,947
TOTAL ASSETS	28,953,480	29,977,801
LIABILITIES AND SHAREHOLDER'S EQUITY	09.30.2016	12.31.2015
CURRENT LIABILITIES		
Payables to merchants	1,511,076	1,503,254
Advances from issuing banks	528,496	1,269,190
Loans and Financing	3,017,847	3,291,228
Trade payable	765,214	663,214
Taxes payable	444,241	275,733
Payables to related parties	-	398
Dividends payable	123,500	540,938
Other payables	516,288	519,999
Total current liabilities	6,906,662	8,063,954
NONCURRENT LIABILITIES		
Loans and Financing	7,830,874	10,008,265
Reserve for contingencies	1,602,302	1,420,270
Income tax and social contribution deferred	232,636	303,678
Other payables	27,015	17,667
Total noncurrent liabilities	9,692,827	11,749,880
SHAREHOLDER'S EQUITY		
Issued capital	3,500,000	2,500,000
Capital reserve	58,547	64,305
Capital transactions between shareholders	(82,284)	-
Treasury shares	(107,499)	(140,648)
Comprehensive income	10,811	13,401
Earnings reserves	5,341,645	4,083,619
Attributed to:		
Owners of the Parent Company	8,721,220	6,520,677
Noncontrolling interests	3,632,771	3,643,290
Total equity	12,353,991	10,163,967
TOTAL LIABILITIES AND SHAREHOLDER'S EQUITY	28,953,480	29,977,801



CASH FLOW- UNAUDITED (R\$ Thousand)

Cash Flow	9M16	9M15
Profit before income tax and social contribution	4,476,170	4,068,924
<u>Adjustments to reconcile profit before income tax and social contribution to net cash generated by operating activities:</u>		
Depreciation and amortization	726,765	640,591
Recognition of estimated losses on property and equipment and intangible assets	17,871	26,416
Residual value of property and equipment and intangible assets disposed of	49,677	13,937
Stock option granted	21,829	17,241
Losses on non-performing loans	136,060	133,644
Provision for tax, civil and labor risks	190,638	155,405
Unearned revenue from purchase of receivables	(48,501)	56,785
Noncontrolling interests	125,539	93,511
Exchange change on interest deriving from borrowings and financing raised abroad	(209,134)	250,181
Unrealized gains on derivatives	200,193	(187,122)
Interest on borrowings and financing	907,643	787,158
Provision for losses in investments	23,997	-
Share of profit (loss) of investees	(5,471)	(9,479)
<u>(Increase) decrease in operating assets:</u>		
Trade receivables	1,303,491	(612,000)
Receivables from related parties	421	309
Prepaid and recoverable taxes	(11,114)	(15)
Other receivables (current and noncurrent)	(22,730)	(20,263)
Escrow deposits	(162,571)	(145,008)
Prepaid expenses	(20,856)	(27,736)
<u>Increase (decrease) in operating liabilities:</u>		
<i>Payables to merchants</i>	(868,932)	(820,727)
<i>Trade payables</i>	102,000	(37,915)
<i>Taxes payable</i>	25,024	32,879
<i>Payables to related parties</i>	(398)	-
<i>Other payables (current and noncurrent)</i>	(119,902)	120,860
<i>Payment of tax, civil and labor lawsuits</i>	(8,605)	(8,906)
Cash generated from operations	6,829,104	4,528,670
Interest paid	(919,159)	(463,457)
Income tax and social contribution paid	(1,483,552)	(1,378,437)
Net cash generated by operating activities	4,426,393	2,686,776
Cash flows from investing activities		
Capital increase in subsidiaries, joint ventures and associate	(9,240)	(17,731)
Dividends received from subsidiaries	-	(14,999)
Additions to property and equipment and intangible assets	(352,062)	(8,449,676)
Net cash used in investing activities	(361,302)	(8,842,406)
Cash flows from financing activities		
Acquisition of treasury shares	(24,904)	(17,304)
Sale of treasury shares under the stock option plan	30,466	34,412
Acquisition of interest in subsidiary, with no change in control	(100,133)	-
Borrowings	56,937	9,232,459
Payment of principal	(1,710,788)	(4,901,346)
IRRF on interest on capital	(56,610)	(27,135)
Dividends and interest on capital	(1,271,514)	(1,338,637)
Net cash generated by (used in) financing activities	(3,076,546)	2,982,449
Effect of exchange rate changes on cash and cash equivalents of foreign subsidiary	(44,500)	87,981
Increase (decrease) in cash and cash equivalents	944,045	(2,725,200)
Cash and cash equivalents		
Closing balance	2,193,569	1,273,521
Opening balance	1,249,524	3,998,721
Increase (decrease) in Cash and Cash Equivalents	944,045	(2,725,200)



3Q16 MANAGERIAL PERFORMANCE – UNAUDITED

	Cielo Brasil					Cateno - Accounting					Other Subsidiaries					Cielo Consolidated				
Income Statement(R\$ million)	3Q16	3Q15	2Q16	3Q16x3Q15	3Q16x2Q16	3Q16	3Q15	2Q16	3Q16x3Q15	3Q16x2Q16	3Q16	3Q15	2Q16	3Q16x3Q15	3Q16x2Q16	3Q16	3Q15	2Q16	3Q16x3Q15	3Q16x2Q16
Gross Operating Revenue	2,048.7	1,925.7	2,001.5	6.4%	2.4%	685.1	680.0	684.8	0.8%	0.1%	641.3	603.4	691.4	6.3%	-7.2%	3,375.1	3,209.1	3,377.7	5.2%	-0.1%
Taxes on Services	(212.3)	(200.4)	(208.7)	5.9%	1.7%	(76.2)	(74.4)	(75.3)	2.4%	1.1%	(23.3)	(16.2)	(24.6)	43.9%	-5.1%	(311.8)	(291.0)	(308.6)	7.1%	1.0%
Net Operating Revenue	1,836.4	1,725.2	1,792.7	6.4%	2.4%	609.0	605.6	609.4	0.6%	-0.1%	618.0	587.2	666.8	5.2%	-7.3%	3,063.4	2,918.1	3,069.0	5.0%	-0.2%
Cost of Service Rendered	(578.7)	(557.9)	(549.7)	3.7%	5.3%	(402.5)	(408.4)	(414.2)	-1.4%	-2.8%	(521.1)	(478.6)	(553.0)	8.9%	-5.8%	(1,502.2)	(1,444.9)	(1,516.9)	4.0%	-1.0%
Gross Income	1,257.7	1,167.4	1,243.0	7.7%	1.2%	206.5	197.2	195.2	4.7%	5.8%	96.9	108.6	113.9	-10.8%	-14.9%	1,561.1	1,473.1	1,552.1	6.0%	0.6%
Operating Expenses	(299.5)	(264.4)	(306.9)	13.3%	-2.4%	(30.9)	(22.1)	(31.3)	39.8%	-1.3%	(87.1)	(85.4)	(108.6)	2.0%	-19.8%	(417.6)	(371.9)	(446.7)	12.3%	-6.2%
Equity Interest	1.0	2.1	2.5	-53.4%	-60.3%	-	-	-	-	-	-	-	-	-	-	1.0	2.1	2.5	-53.4%	-60.3%
Cost + Expenses	(878.2)	(822.2)	(856.6)	6.8%	2.5%	(433.4)	(430.5)	(445.5)	0.7%	-2.7%	(608.2)	(564.1)	(661.6)	7.8%	-8.1%	(1,919.9)	(1,816.8)	(1,963.6)	5.7%	-2.2%
Operating Income	959.2	905.1	938.6	6.0%	2.2%	175.6	175.1	164.0	0.3%	7.1%	9.8	23.2	5.3	-57.7%	85.3%	1,144.5	1,103.4	1,107.9	3.7%	3.3%
EBITDA	1,063.7	1,018.6	1,045.0	4.4%	1.8%	272.0	271.5	260.4	0.2%	4.5%	46.7	71.5	43.6	-34.6%	7.1%	1,382.5	1,361.6	1,349.0	1.5%	2.5%
<i>EBITDA Margin</i>	<i>57.9%</i>	<i>59.0%</i>	<i>58.3%</i>	<i>-1.1p.p</i>	<i>0.4p.p</i>	<i>44.7%</i>	<i>44.8%</i>	<i>42.7%</i>	<i>0.1p.p</i>	<i>2.0p.p</i>	<i>7.6%</i>	<i>12.2%</i>	<i>6.5%</i>	<i>-4.6p.p</i>	<i>1.1p.p</i>	<i>45.1%</i>	<i>46.7%</i>	<i>44.0%</i>	<i>-1.6p.p</i>	<i>1.1p.p</i>
Financial Income	349.6	247.9	333.5	41.0%	4.8%	32.9	24.6	32.2	33.7%	2.2%	(11.8)	(14.2)	(13.9)	-16.8%	-15.1%	370.6	258.3	351.8	43.5%	5.3%
Income Before Income Tax and Social Contribution	1,308.7	1,153.0	1,272.2	13.5%	2.9%	208.5	199.6	196.2	4.4%	6.3%	(2.0)	9.0	(8.6)	-122.6%	-76.5%	1,515.2	1,361.7	1,459.7	11.3%	3.8%
Income tax and social contribution	(395.0)	(371.5)	(366.9)	6.3%	7.6%	(70.9)	(68.2)	(66.7)	4.0%	6.3%	2.1	(3.5)	3.6	-162.2%	-40.2%	(463.7)	(443.1)	(430.0)	4.6%	7.8%
Net Income	913.8	781.6	905.2	16.9%	0.9%	137.6	131.5	129.5	4.6%	6.3%	0.1	5.5	(5.0)	-97.7%	-102.5%	1,051.5	918.5	1,029.7	14.5%	2.1%
<i>Net Margin</i>	<i>49.8%</i>	<i>45.3%</i>	<i>50.5%</i>	<i>4.5p.p</i>	<i>-0.7p.p</i>	<i>22.6%</i>	<i>21.7%</i>	<i>21.2%</i>	<i>0.9p.p</i>	<i>1.4p.p</i>	<i>0.0%</i>	<i>0.9%</i>	<i>-0.8%</i>	<i>-0.9p.p</i>	<i>0.8p.p</i>	<i>34.3%</i>	<i>31.5%</i>	<i>33.6%</i>	<i>2.8p.p</i>	<i>0.7p.p</i>
Atributed to Owner's of the Company	913.8	781.6	905.2	16.9%	0.9%	96.3	92.0	90.6	4.7%	6.2%	(0.7)	3.9	(6.7)	-118.9%	-89.0%	1,009.3	877.5	989.2	15.0%	2.0%
Atributed to Non Controlling Interest	-	-	-	-	-	41.3	39.4	38.9	4.7%	6.2%	0.9	1.6	1.7	-46.5%	-49.0%	42.1	41.1	40.5	2.6%	3.9%