
ATTACHMENT 6

**Replaces Attachment 6
of 08/14/2012**

NEGOTIATION PROCESS

The negotiations should be conducted by the Negotiation Working Group, which will promote the necessary interaction with the various areas of the Company, keeping Top Management permanently informed.

In order to ensure that interested parties have the ability to engage with the Company, the following procedures will be implemented:

a) Prepare for engagement with interested parties:

- Mobilize necessary resources to achieve the engagement;
- carry out the training of people to dialogue, supporting them with previous information on the subject to be treated;
- Identify possible risks (problematic interested parties, fatigue participation and others).

b) Conduct engagement with interested parties:

- Invite interested parties to dialogue;
- send a preview of the subject to be discussed with the interested parties so that they can prepare their questions;
- hold the meetings;
- report the result of their involvement and action plan.

c) Review and improve future cycles of engagement with interested parties:

- Introduce the results of involvement in the process for performance and strategic decision-making;
- assess the engagement process;
- report the commitment with their inclusion;
- prepare an improvement plan.

The negotiation process should include at least the following phases:

a) Preparation for the Negotiations Meetings:

- establish the objectives of the meeting;
- specify "Who should be Invited" and formalize the invitation;
- set the meeting format and formalize specific agenda;
- set the location and provide all infrastructure (equipment, coffee and water, attendance list, support material according to the theme of the meeting - banner, folder etc.) and favorable ambience;
- establish whether there is local press coverage / CEMIG for the appropriate action - photos, video and notes for history of the enterprise;
- planning script with the main issues for conducting the Meeting.

b) Leading the negotiation:

- separate people from problems and issues under discussion - be clear and direct with questions and polite to people;
- focus on interests, not positions;
- create a variety of possibilities before deciding what to do, designing ways to increase revenue or mutual benefits, based on objective standards;
- prepare the Meeting Minutes with the issues discussed and decisions taken.
- produce evidence of the negotiation process (attendance signature list, photographic records and others).

c) Items that require specific approval (negotiation limits)

When there is doubt concerning a decision position at the negotiating table, postpone the final decision and remit the instance of the Company that is required for evaluation and decision.

d) Monitoring results and budget

Create mechanisms for monitoring and controlling of budget and the results achieved in the negotiation.

e) Process Risks

The negotiating team should identify the risks of the Process:

- conflict between the participating interested parties;
- unwillingness to get involved;
- participation fatigue;
- creating change expectations that Cemig either has no interest or cannot fulfill it;
- interested parties that cause disorders;
- uninformed interested parties;
- interested parties without power;
- other.

The risks will be analyzed taking into account the impact and likelihood of occurrence. Based on these criteria the preventive mitigation measures will be adopted.

In order to mitigate potential risks of engagement with interested parties, some actions must be observed:

- adopt methodologies for identifying the interested parties, preventing this process to be a mere formality;
- understand the dialogue capacity of the interested parties and implement ways of appropriate and balanced involvement;
- give answers to dilemmas or concerns arising from the engagement;
- clearly and objectively communicate the concerns raised by the interested parties and the measures adopted by Cemig to answer these questions.

f) How to treat deviations

Deviations should receive special treatment, always seeking to avoid negative impacts on public most affected by the enterprise and the negotiation limits approved in the Negotiation Plan. The report of the deviations is a practice that should be observed, since it will minimize the similar possible deviations in the future.