

OI S.A. - In Judicial Reorganization
Form 6-K
November 14, 2018

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 6-K

Report of Foreign Private Issuer Pursuant to Rule 13a-16 or
15d-16 of the Securities Exchange Act of 1934

For the month of November 2018

Commission File Number: 1-15256

OI S.A. – In Judicial Reorganization

(Exact Name as Specified in its Charter)

N/A

(Translation of registrant's name into English)

Rua Humberto de Campos, No. 425, 8th floor – Leblon

**22430-190 Rio de Janeiro, RJ
Federative Republic of Brazil**

(Address of principal executive offices)

(Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.)

Form 20-F: **Form 40-F:**

(Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1)):

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Yes: No:

(Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7)):

Yes: No:

(Indicate by check mark whether the registrant by furnishing the information contained in this Form, the Registrant is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.)

Yes: No:

If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b):

Earnings Release

November 14, 2018

Conference Call in English

November 14, 2018

3:00 p.m. (Brasília)

12:00 p.m. (NY) / 5:00 p.m. (UK)

Webcast: [Click here](#)

Telephone: +1 646 828 8246 (USA) /

+55 (11) 3193-1001 (Other) / Code: Oi

Replay available until 11/20/2018:

+55 (11) 3193-1012 / Code: 1936113#

Conference Call in Portuguese

SIMULTANEOUS
TRANSLATION

November 14, 2018

3:00 p.m. (Brasília)

12:00 p.m. (NY) / 5:00 p.m. (UK)

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Telephone: +55 (11) 3193-1001 /

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Consolidated Information and Earnings Release (Unaudited)

This report contains the operating and financial performance of Oi S.A. under Judicial Reorganization (Oi S.A. or Oi or Company) and its subsidiaries for the third quarter of 2018.

3Q18 HIGHLIGHTS

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Oi anticipates the beginning of the investment cycle provided in the Incremental CAPEX Plan, leveraging the robustness and capillarity of its network, enabling the expansion of the fiber broadband service to the client s house and the expansion of 4G and 4.5G coverage.

· Capex reached R\$1.5 billion in the quarter, up 12.2% year-over-year and 10% quarter-over-quarter.

The network reuse approach to promote the massification of fiber leverages the structuring strategy for growth of high speed broadband.

· At the end of October, Oi reached the year s target of 25 cities with FTTH and the expectation is to end 2018 with over 1 million HPs with FTTH.

Ongoing improvement of the operational efficiency and strict control of costs.

· In 3Q18, routine Opex fell 8% year-over-year, decrease of 12% in real terms, considering the inflation in the period.

Revenue from Mobile segment had positive results and sequential performance better than the market, with new portfolio of plans.

· In 3Q18, mobile customer revenue reversed the downward trend, up 1.9% over the previous quarter.

Residential segment reduced pace of decline in revenue, sustained by Pay TV growth above the market and greater intensification of commercial activity with regionalized market approach in broadband.

· Sequential decline in revenue was 1.5% in 3Q18, comparing to 3.9% in 2Q18.

B2B had an increase in new contracted revenues and is increasingly offering digital services.

· Company focuses on IT services and digitization and reinforces the customer loyalty and retention of Corporate clients.

EBITDA is in line with the Judicial Reorganization Plan.

· Routine EBITDA from Brazilian operations totaled R\$ 1.45 billion in 3Q18, with a routine EBITDA margin of 26.8%.

3Q18 HIGHLIGHTS

Summary

Table 1 Highlights

in R\$ million or otherwise stated	3Q18	3Q17	2Q18	YoY	QoQ	9M18	9M17	YoY
Total Net Revenues	5,481	5,964	5,545	-8.1%	-1.2%	16,695	17,962	-7.1%
Routine EBITDA	1,459	1,605	1,563	-9.1%	-6.6%	4,594	4,945	-7.1%
Routine EBITDA Margin (%)	26.6%	26.9%	28.2%	-0.3 p.p.	-1.6 p.p.	27.5%	27.5%	0.0 p.p.
Net Income (Loss) attributable to owners of the Company ⁽¹⁾	-1,336	-19	-1,258	6802.4%	n.m.	27,949	-4,338	n.m.
Net Debt	10,976	44,109	10,021	-75.1%	9.5%	10,976	44,109	-75.1%
Available Cash	5,161	7,717	5,199	-33.1%	-0.7%	5,161	7,717	-33.1%
CAPEX	1,526	1,346	1,368	13.4%	11.6%	4,021	3,847	4.5%

in R\$ million or otherwise stated	3Q18	3Q17	2Q18	YoY	QoQ	9M18	9M17	YoY
Revenue Generating Units - ('000)	58,832	62,931	59,071	-6.5%	-0.4%	58,832	62,931	-6.5%
Residential	15,173	16,121	15,413	-5.9%	-1.6%	15,173	16,121	-5.9%
Personal Mobility	36,454	39,626	36,477	-8.0%	-0.1%	36,454	39,626	-8.0%
B2B	6,565	6,543	6,541	0.3%	0.4%	6,565	6,543	0.3%
Public Telephones	640	641	640	-0.1%	-0.1%	640	641	-0.1%
Total Net Revenues	5,431	5,918	5,490	-8.2%	-1.1%	16,543	17,775	-6.9%
Net Service Revenues⁽²⁾	5,382	5,863	5,452	-8.2%	-1.3%	16,409	17,606	-6.8%
Residential	2,084	2,321	2,114	-10.2%	-1.5%	6,399	6,902	-7.3%
Personal Mobility	1,765	1,884	1,756	-6.3%	0.6%	5,289	5,588	-5.3%
Customer ⁽³⁾	1,670	1,761	1,638	-5.1%	1.9%	4,944	5,222	-5.3%
B2B	1,474	1,596	1,524	-7.6%	-3.3%	4,546	4,926	-7.7%
Net Customer Revenues⁽³⁾	5,230	5,676	5,280	-7.9%	-0.9%	15,884	17,042	-6.8%
Routine EBITDA	1,454	1,597	1,555	-9.0%	-6.5%	4,576	4,890	-6.4%
Routine EBITDA Margin (%)	26.8%	27.0%	28.3%	-0.2 p.p.	-1.6 p.p.	27.7%	27.5%	0.2 p.p.
CAPEX	1,502	1,339	1,366	12.2%	10.0%	3,992	3,794	5.2%
Routine EBITDA - CAPEX	-49	258	190	-118.9%	-125.7%	583	1,095	-46.7%

(1) 3Q17 data were adjusted as explained in the Disclaimer section of this document.

(2) Excludes handset revenues.

(3) Excludes handset and network usage revenues.

3Q18 HIGHLIGHTS

In the period ended September 30, 2018, as with the periods ended March 31 and June 30, 2018, the Company reported its results in accordance with IFRS (International Financial Reporting Standards) 15 and 9, which came into effect as of January 1, 2018. Adjustments were not made retroactively to 2017 results. The impacts of these changes on the Company's results were immaterial.

The table below presents the 3Q18 results considering and excluding the impacts of IFRS 15 and 9.

Table 2 Reconciliation of Net Revenues and Routine Operating Costs in 3Q18 considering the impact of the adoption of IFRS 15 and 9

R\$ million	3Q18	IFRS 15 Impact	IFRS 9 Impact	3Q18 ex adjustments
Brazil	5,431	20.5	0.0	5,451
Residential	2,084	19.4	0.0	2,103
Personal Mobility	1,813	0.0	0.0	1,813
Service	1,765	0.0	0.0	1,765
Customer	1,670	0.0	0.0	1,670
Network Usage	95	0.0	0.0	95