



# Corporate Presentation 2015 Results

April 2015

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Business Performance

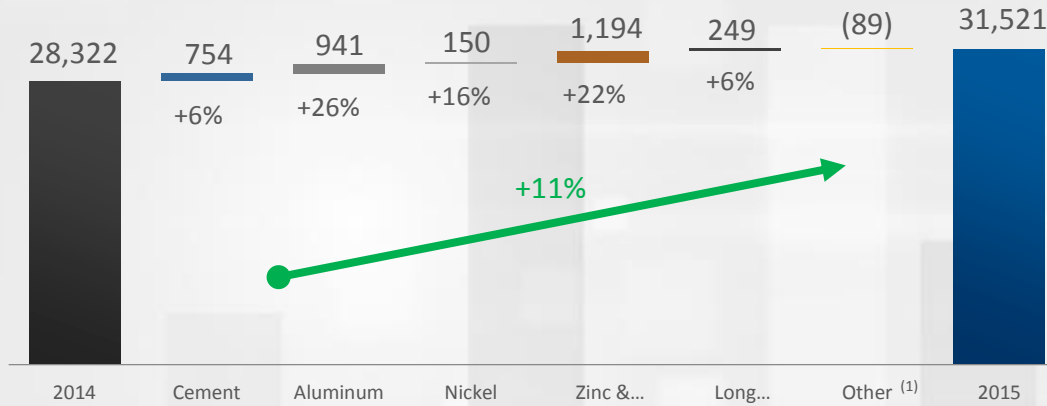
Financial Highlights

Closing Remarks

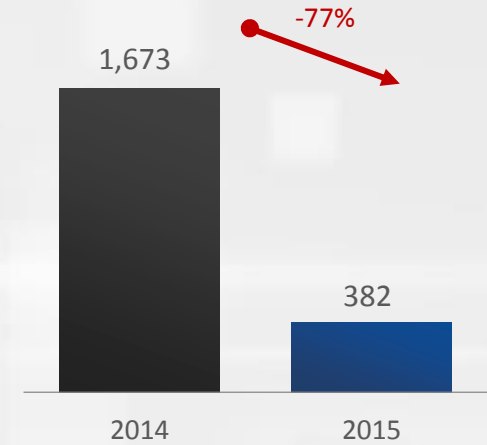


# Consistent results despite the weaker-than-expected Brazilian economic performance

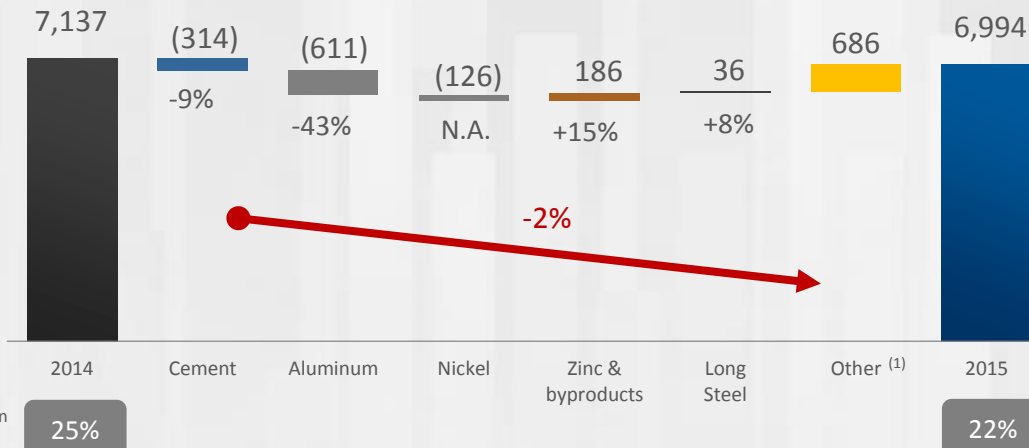
## Net Revenue



## Net Income



## Adjusted EBITDA



## Highlights

Revenue increased by 11% to R\$31.5 billion, a new record.

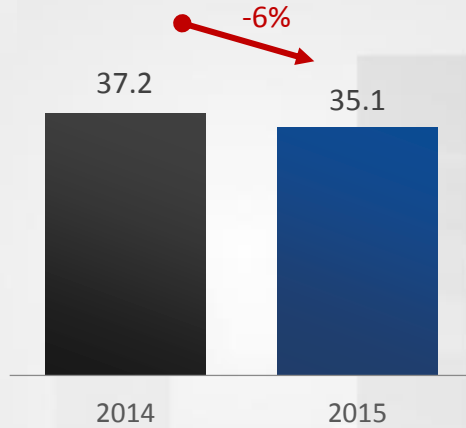
Adjusted EBITDA amounted to R\$6,994 million due to solid results of the overseas operations, extraordinary dividends from Fibria and sale of land assets.

Net income totaled R\$382 million in 2015.

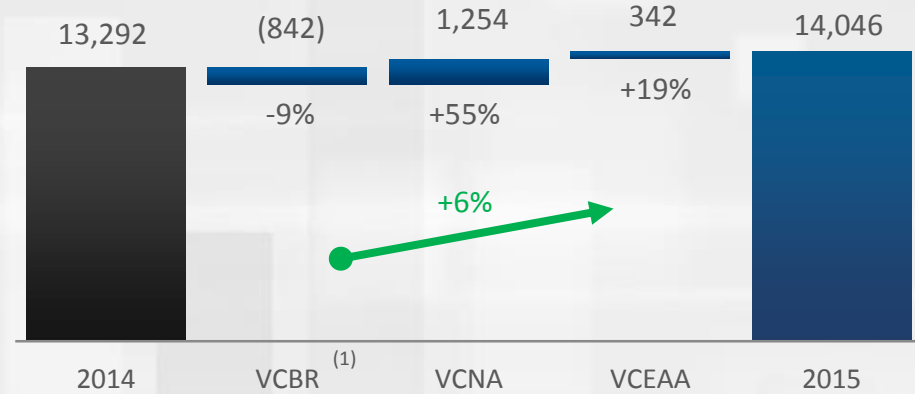
(1) Includes Holding, Votorantim Energia, Baesa, Enercan, eliminations and others

# Cement | Results

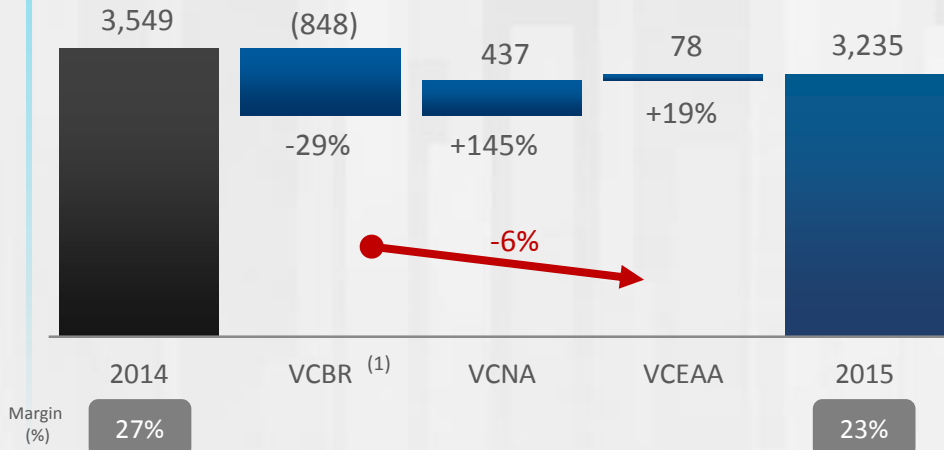
## Volume (Mton)



## Net Revenue



## Adjusted EBITDA



## Highlights

Lower sales volume as a consequence of the Brazilian economy downturn in 2015.

Revenue went up mainly due to higher sales volume in USA, Spain and Tunisia along with positive FX impact on the consolidation of the operations abroad.

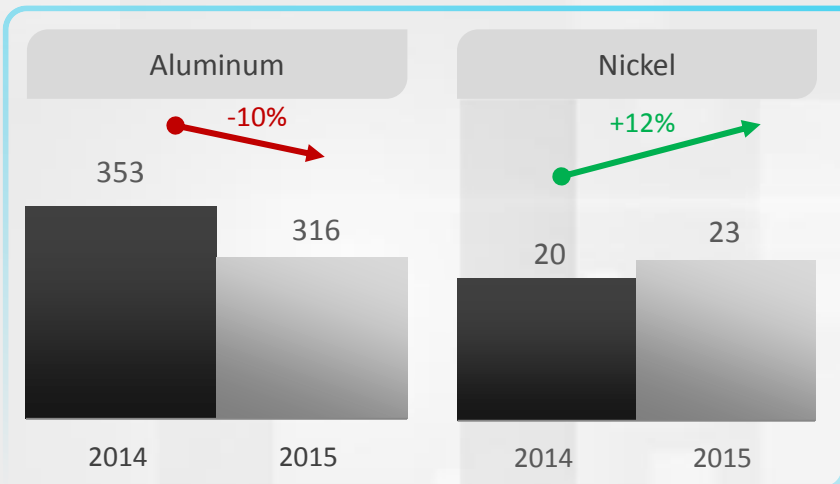
EBITDA decreased mainly due to higher energy-related costs in Brazil and Tunisia coupled with higher fuel consumption.

(1) Includes operations in South America

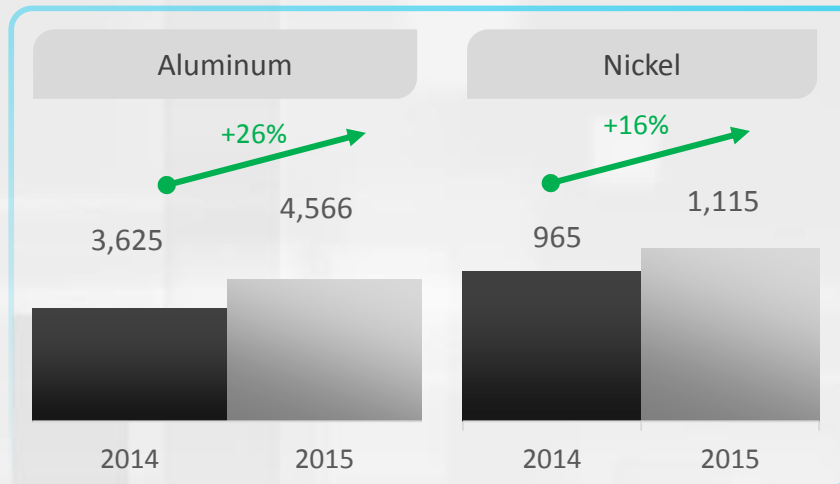


# Aluminum & Nickel | Results

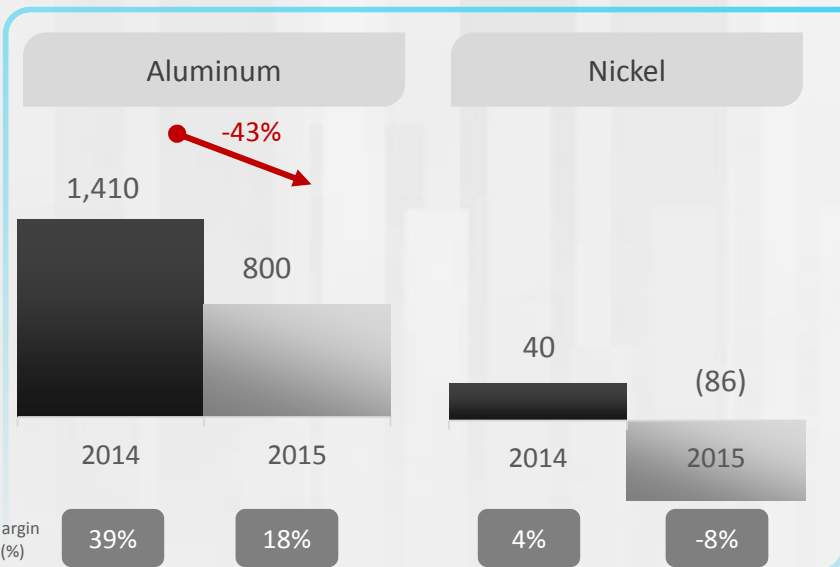
## Volume (kton)



## Net Revenue



## Adjusted EBITDA



## Highlights

### Aluminum

Lower sales volume mainly due to the retraction of construction and transportation industries.

Revenues went up as a result of higher prices in BRL and higher revenue from energy.

EBITDA fell by 43% due to the effect of the result of energy auction in 2014.

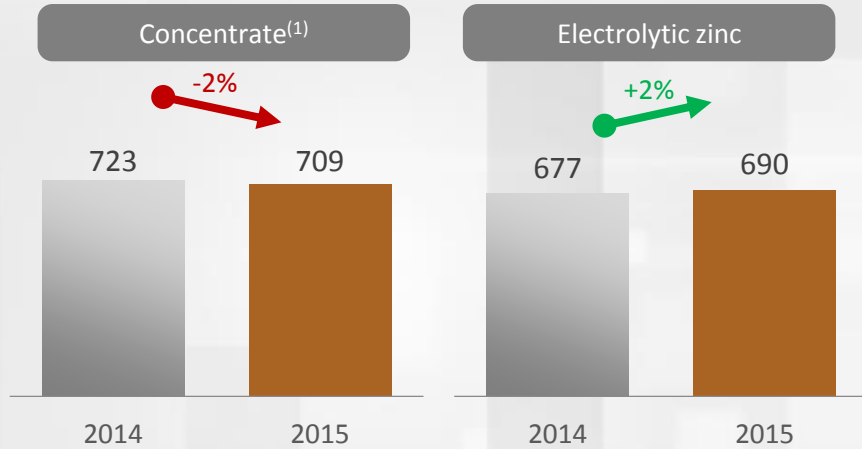
### Nickel

Revenue improved on the back of higher export sales volume.

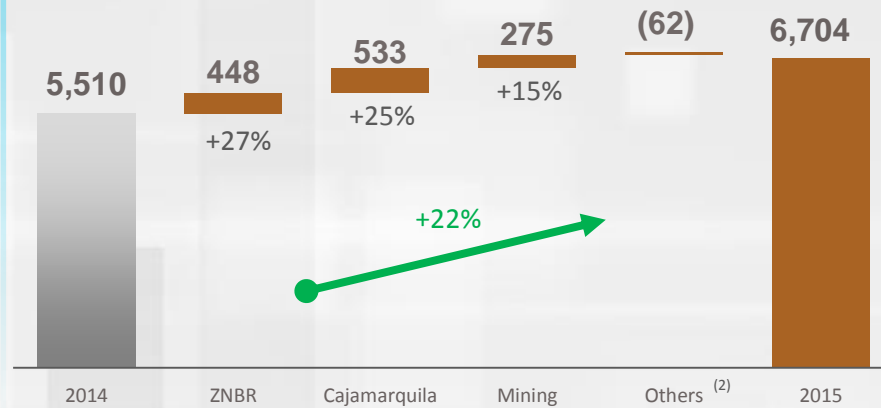
EBITDA was negative at R\$ 86 million as a result of higher consumption of imported nickel concentrate.

# Zinc & Byproducts | Results

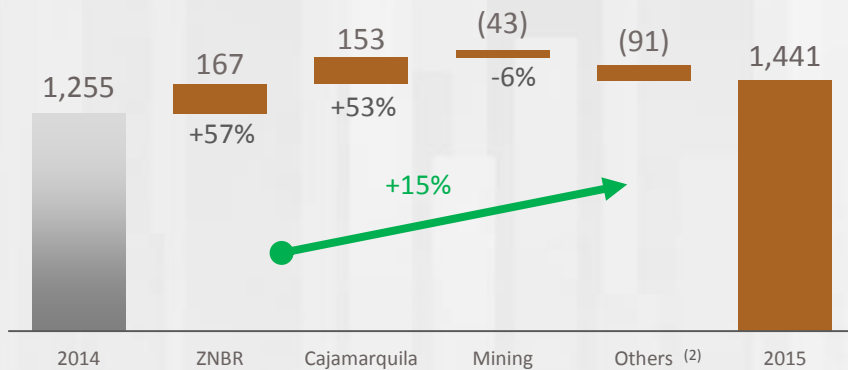
## Volume (kton)



## Net revenue



## Adjusted EBITDA



Margin % **23%**

**21%**

## Highlights

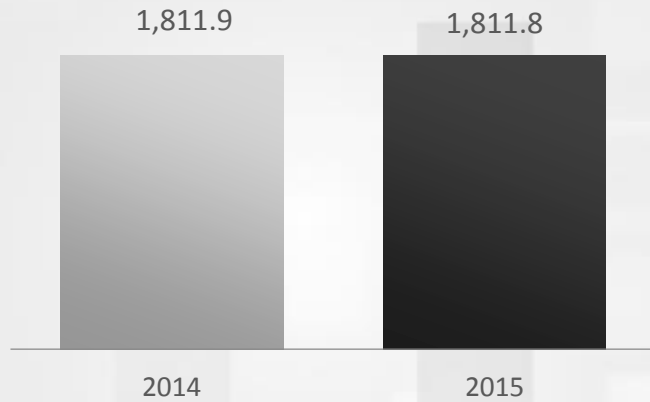
Revenue and EBITDA increased driven by higher zinc prices in BRL, increased sales volume in Brazil and positive FX impact on the consolidation of our foreign operations.

For further information on Milpo, please visit [milpo.com/ir](http://milpo.com/ir)

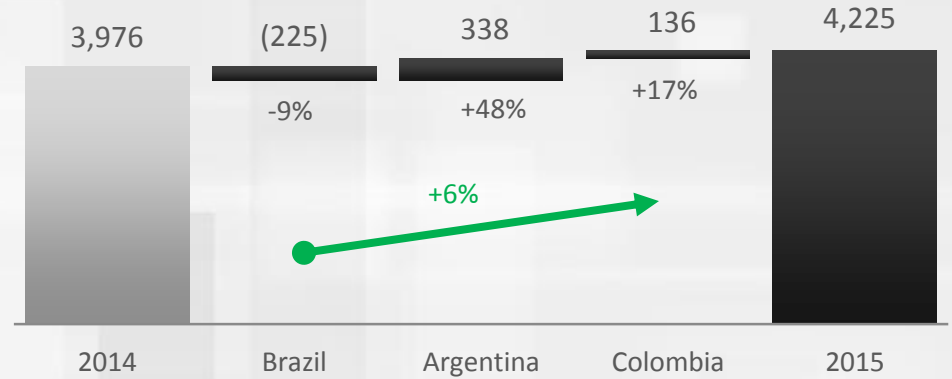
(1) Includes zinc, copper and lead  
(2) Includes USZinc and eliminations

# Long Steel | Results

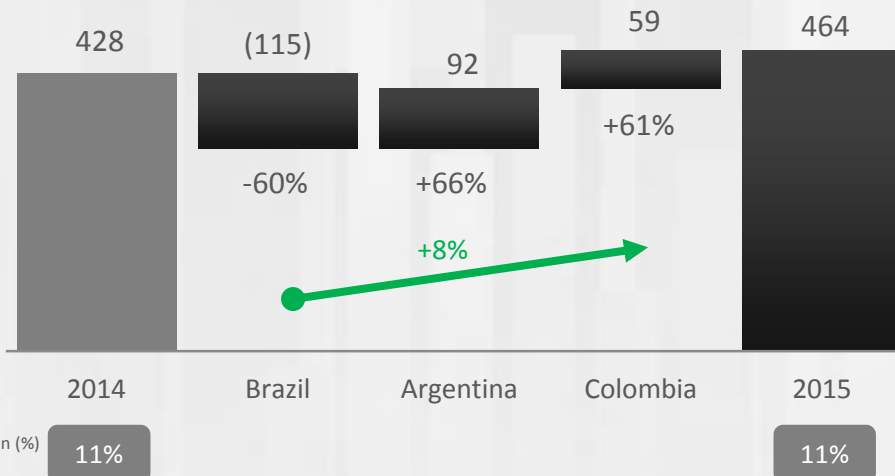
## Volume (kton)



## Net revenue



## Adjusted EBITDA



## Highlights

**Brazil** - Revenue decreased as a result of lower demand especially in construction sector. Higher energy costs negatively impacted EBITDA.

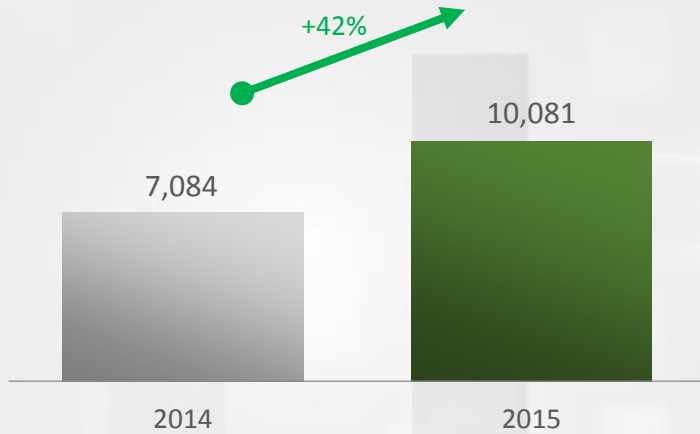
**Argentina** - Revenue improved due to higher prices. EBITDA went up as a result of the devaluation of the Argentine peso against the U.S. dollar.

**Colombia** - Revenue went up mainly due to higher prices and volumes in the construction sector. EBITDA increased impacted by lower payroll expenses and lower met coal prices.

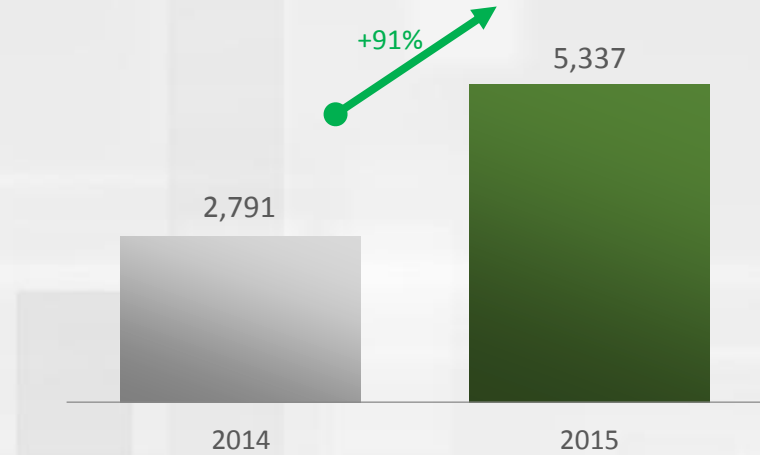


# Pulp | Results<sup>(1)</sup>

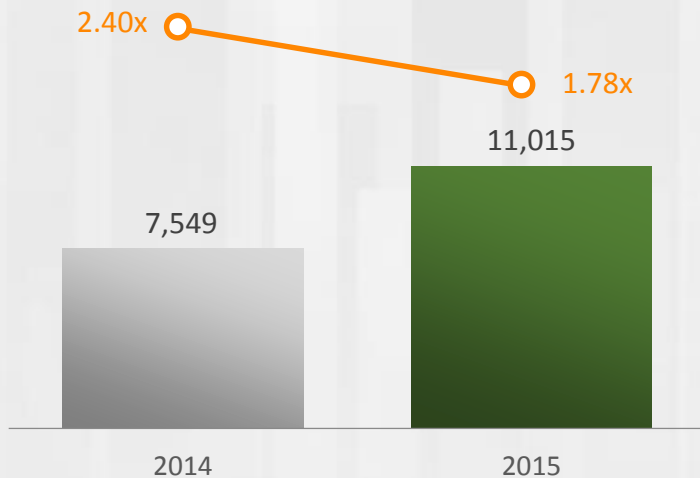
## Net revenue



## Adjusted EBITDA



## Net Debt and Net Debt/EBITDA<sup>(2)</sup>



## Highlights

Net revenue totaled R\$ 10,081 million, 42% higher than 2014, a new record

EBITDA recorded of R\$ 5,337 million, 91% up on 2014

For further information, please visit [fibria.com/ir](http://fibria.com/ir)

(1) Fibria's figures @ 100% (VID has a 29.4% equity participation in Fibria)

(2) Net Debt/EBITDA in US\$



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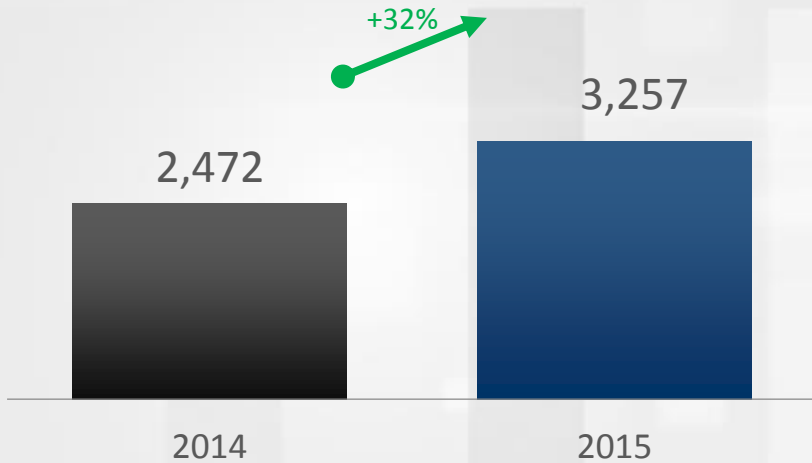
Business Performance

Financial Highlights

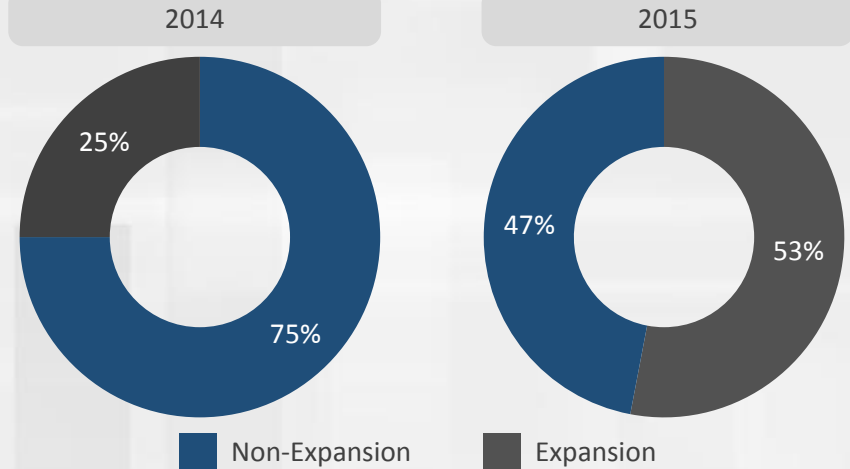
Closing Remarks

# Decision to increase investments

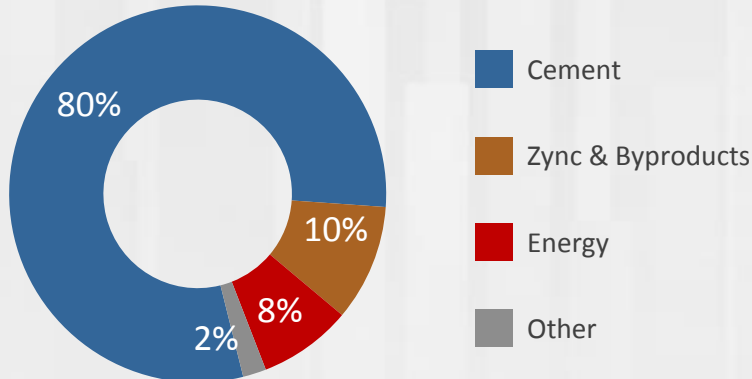
## Capex



## Capex Breakdown



## Expansion Projects - 2015



## Highlights

Cement accounted for **80%** of expansion projects:

Edealina (Brazil) - R\$363 mm

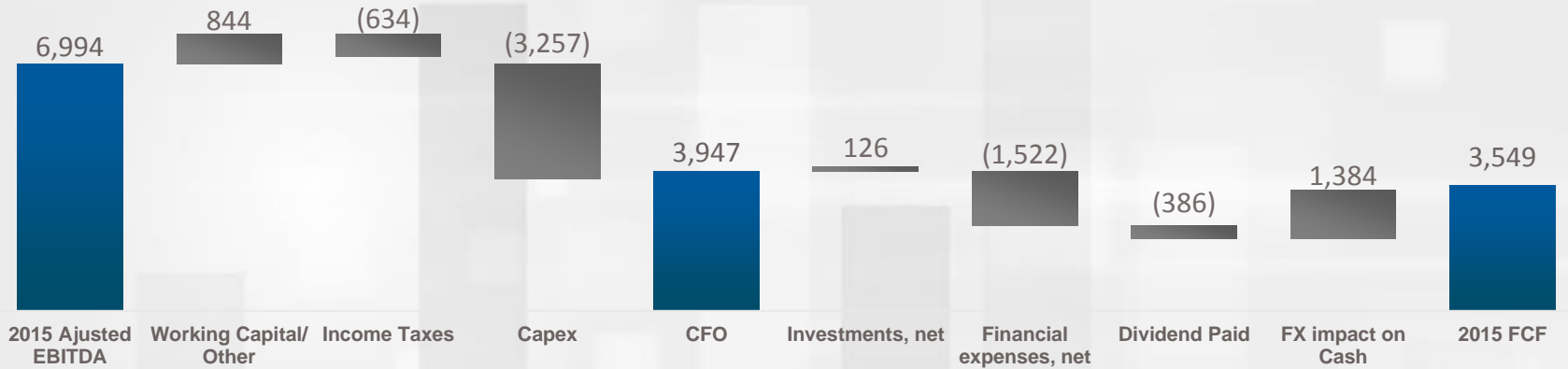
Primavera (Brazil) - R\$298 mm

Itacamba (Bolivia) - R\$257 mm

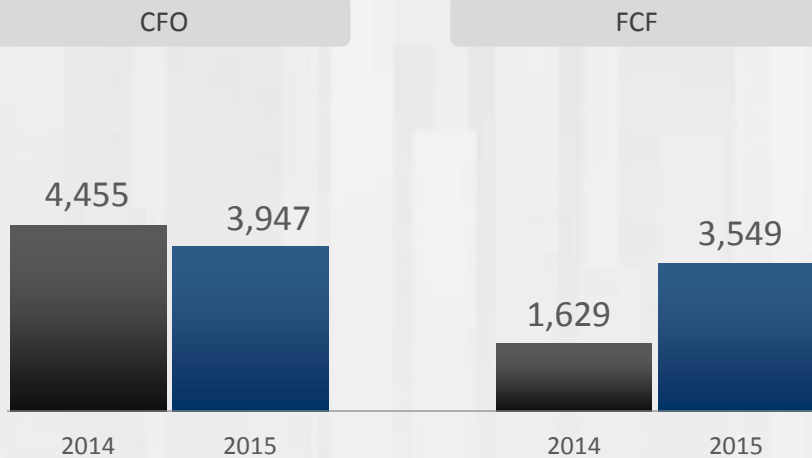
**Ventos do Piauí:** 7 wind farms with installed capacity of **206MW** and total investment of **R\$1.1 billion** with start-up in **2018**

# Cash flows

## Free Cash Flow Generation



## Cash Flow



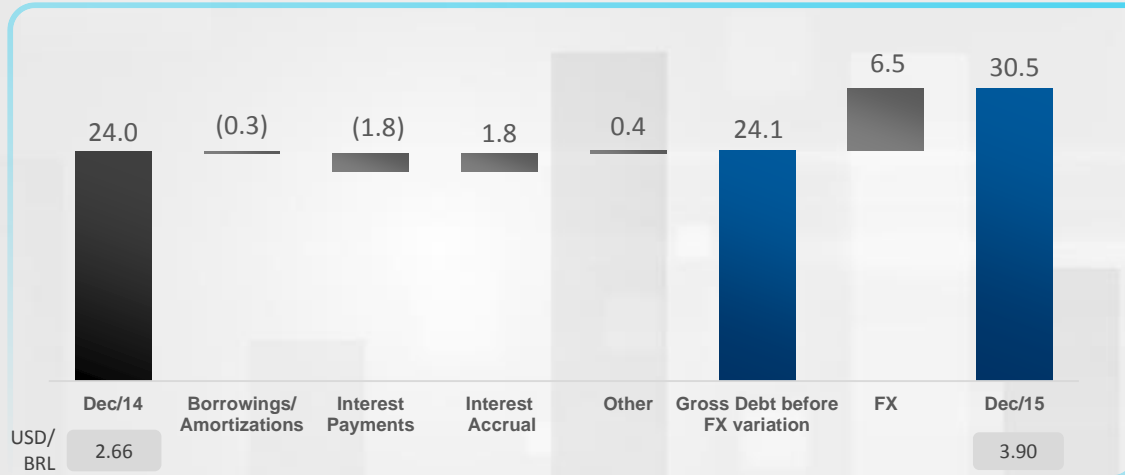
## Highlights

CFO decreased due to higher tax payments along with increased expansion Capex, partially offset by a working capital divestment

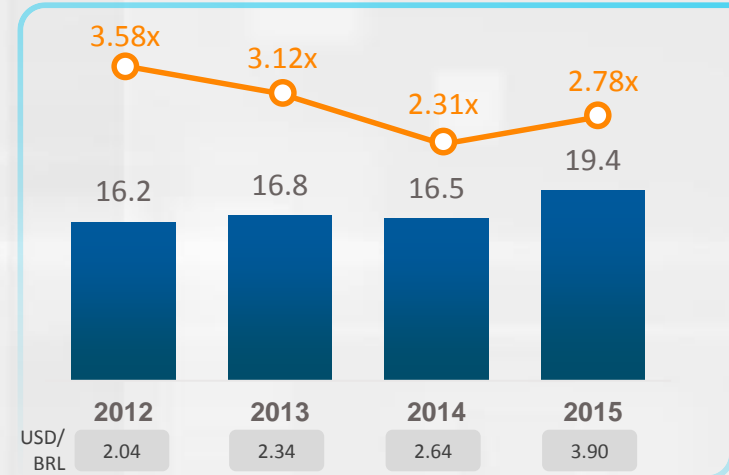
FCF improved as a result of lower expenses with bonds repurchases coupled with lower dividend payments

# Robust liquidity position and smooth amortization schedule

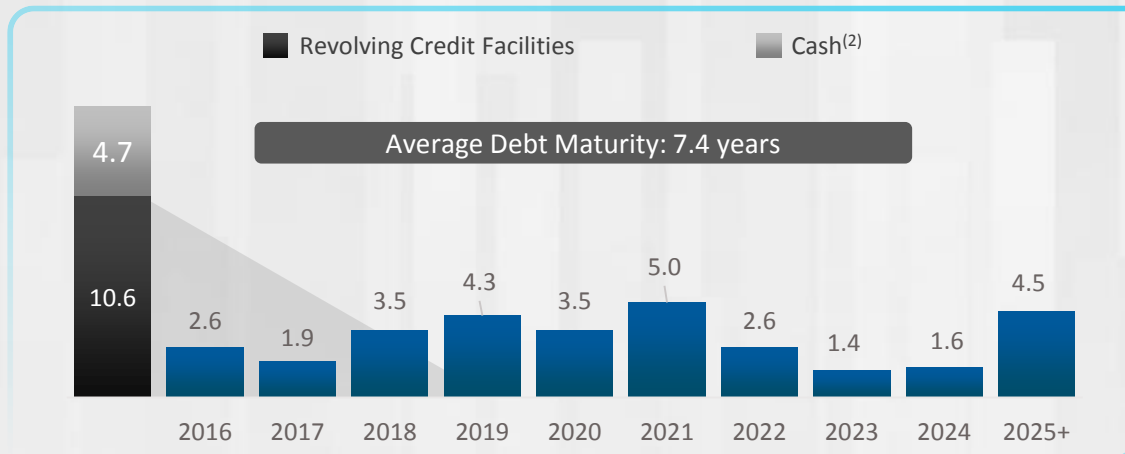
## Gross Debt



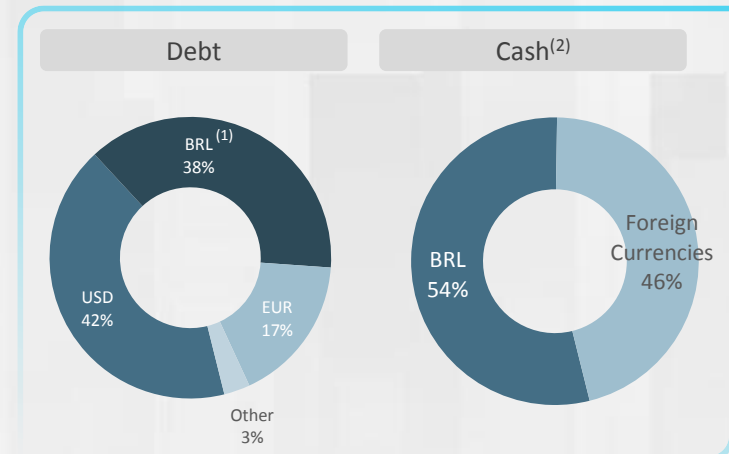
## Net Debt/EBITDA



## Debt Amortization Schedule



## Breakdown by currency



(1) 4131 bilateral loan considered as BRL due to the cross-currency swap

(2) Includes cash, cash equivalents and financial investments



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Business Performance

Financial Highlights

Closing Remarks



Geographic and business diversification supported consistent results against the Brazilian recession

Strategic investments in progress, including 7 wind farms



Efficient financial management prepared for market volatility



Commitment to financial deleveraging against an adverse scenario