



Votorantim

CORPORATE PRESENTATION

2Q12 RESULTS

August 2012

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Agenda

1 *Financial Highlights*

2 *Operational Performance*

3 *Closing Remarks*

Agenda

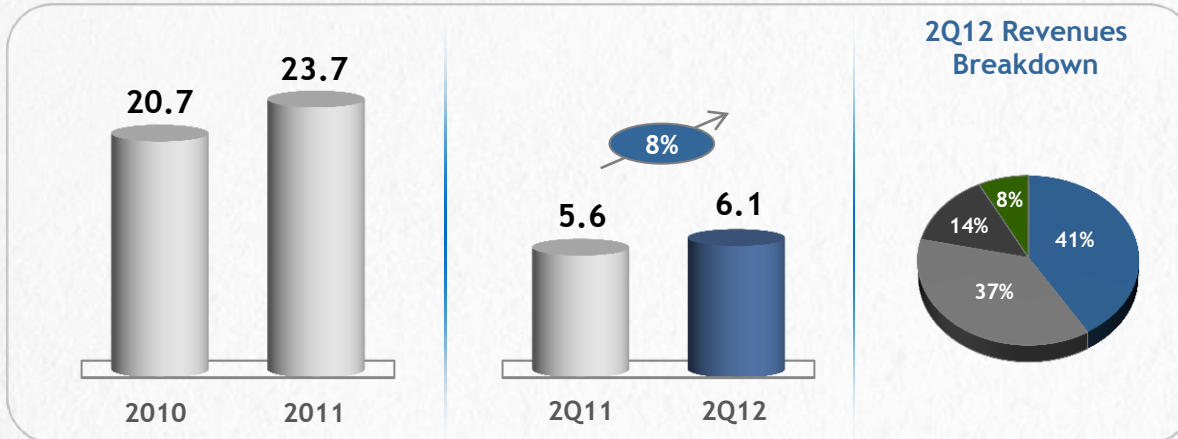
1 *Financial Highlights*

2 *Operational Performance*

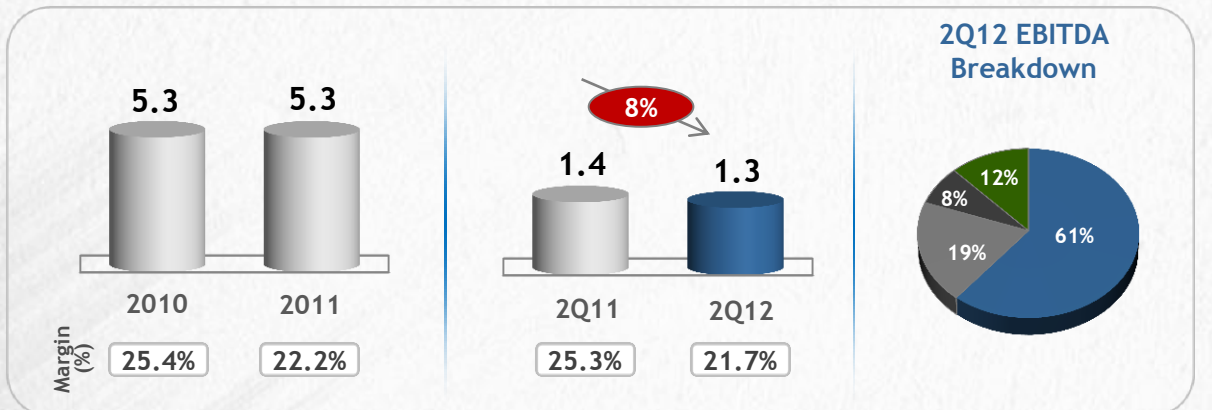
3 *Closing Remarks*

Diversified portfolio, operating prowess and financial discipline supportive of revenue increase, despite global uncertainties

Net Revenues (R\$ bn)



EBITDA (R\$ bn)



Highlights

Cement

- New plants drive revenues increase on the back of Brazilian housing and infrastructure projects
- Agreement to acquire six of Cimpor's plants in exchange for Votorantim's 21.21% stake

Metals

- Revenues increased for all base metals, with the exception of nickel

Long steel

- EBITDA margin recovery associated with firm demand in Brazil and BRL depreciation

Pulp

- Positive impact arising from improved pulp prices in BRL year on year

VID

- EBITDA increased across all businesses, with the exception of metals

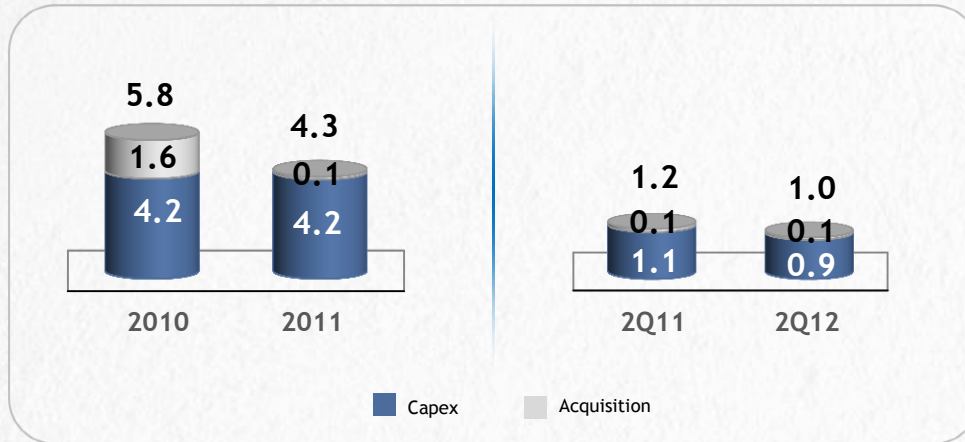
Votorantim to enhance its international presence through the control of assets in Europe, Africa and Asia

- April - Jun 2012
 - Through a joint tender offer with VC, Intercement (Camargo Correa) acquired additional Cimpor shares, achieving control of the company.
 - VC entered into an agreement with InterCement to implement a corporate reorganization and exchange VC's entire stake in Cimpor for the company's operational assets in six countries

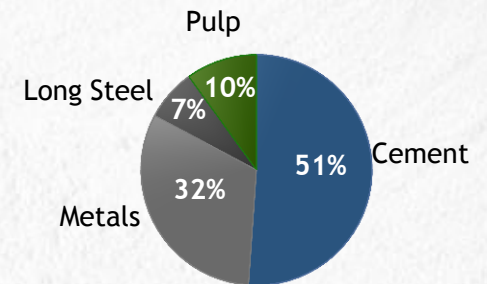
- Upon completion of the reorganization, VC will control, with no further connection with InterCement, Cimpor's operational assets in Spain, Turkey, Morocco, Tunisia, India and China, adding approximately:
 - 15 million tons in cement production capacity
 - € 778 million to net revenues and € 152 million to EBITDA
 - € 340 million to Net Debt

Diligent CAPEX balancing growth opportunities and deleverage commitment

Total Investments⁽¹⁾ (R\$ bn)



2Q12 CAPEX breakdown by business units



Highlights

Expansion projects represented 64% of total CAPEX in 2Q12

Cement: Continues to drive expansion investments (63% of total expansion CAPEX)

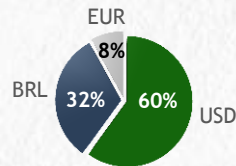
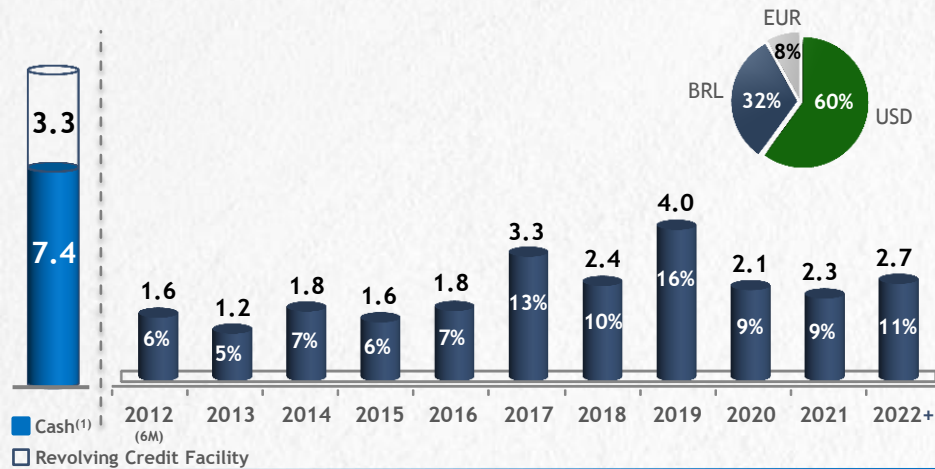
Metals: Investments are concentrated in Milpo mainly to expand production capacity in Cerro Lindo mining operation

Long Steel: Project to increase laminated capacity (Sitrel)

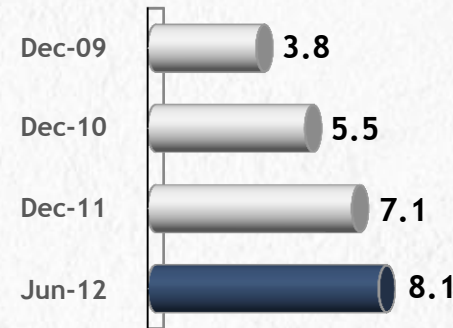
Pulp: Focused on sustaining and forest development

Strong liquidity along with adequate debt profile enable VID to face current market uncertainty

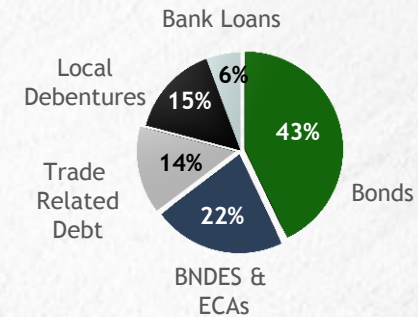
Debt Amortization schedule (R\$ bn) as of 06/30/12



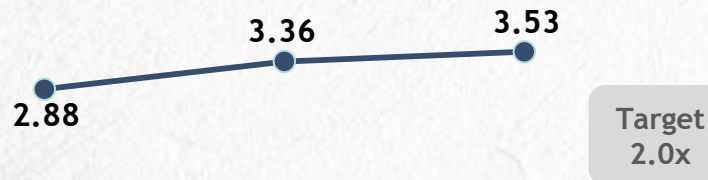
Average Debt Maturity (years)



Funding Mix



Net Debt to EBITDA ratio



R\$ bi	2010	2011	2Q12
EBITDA ⁽²⁾	5.3	5.3	4.9
NET DEBT	15.1	17.7	17.3
Total DEBT	22.1	22.4	24.6

Highlights

- Average debt maturity of 8.1 years
- Cash equals 4.2 years of debt amortization
- Cash flow structurally long in USD benefits from BRL devaluation
- Total debt increased by 12% due to the BRL depreciation in the period
- Low exposure to USD debt maturity in the short and medium terms

(1) Cash and cash equivalent
 (2) Last twelve months

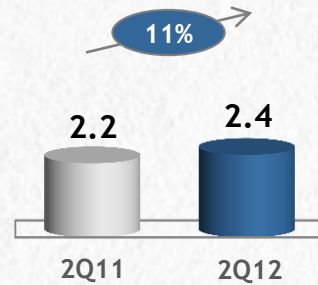
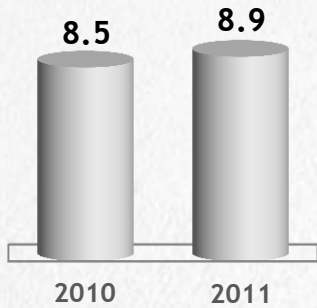
Agenda

1 *Financial Highlights*

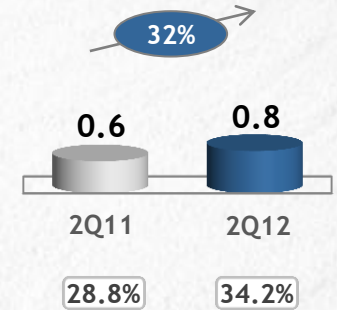
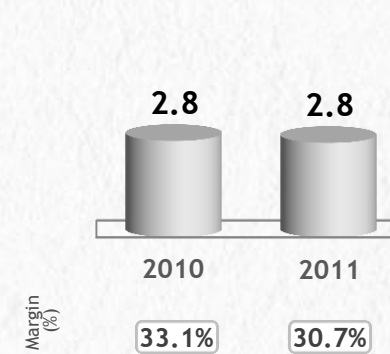
2 *Operational Performance*

3 *Closing Remarks*

Revenues (R\$ bn)

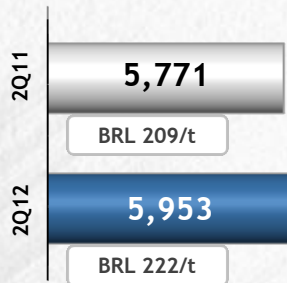


EBITDA (R\$ bn)

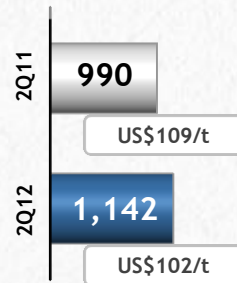


Sales Volume (k t)

Brazil and LatAm



North America



Average Prices

Highlights

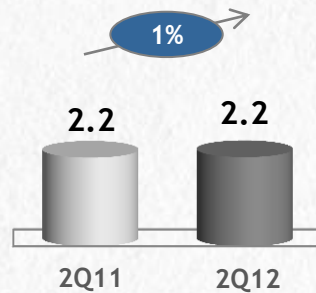
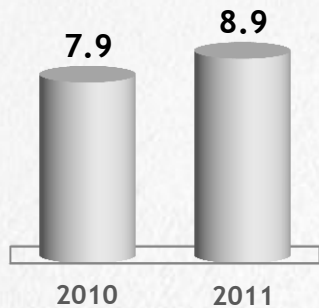
Brazilian infrastructure and housing markets drive revenues increase. Sales volume and prices were up 3% and 6% respectively y-o-y

New plants started up in 2011 added 5.15 Mt of capacity. Two additional plants are expected to begin operations in the second half of the year, adding 2.9 Mt

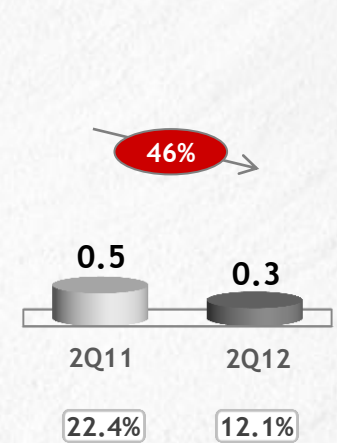
EBITDA margin benefited from higher prices along with lower petcoke and energy costs y-o-y

Sales volume increased by 15% in North America, slightly offset by lower prices

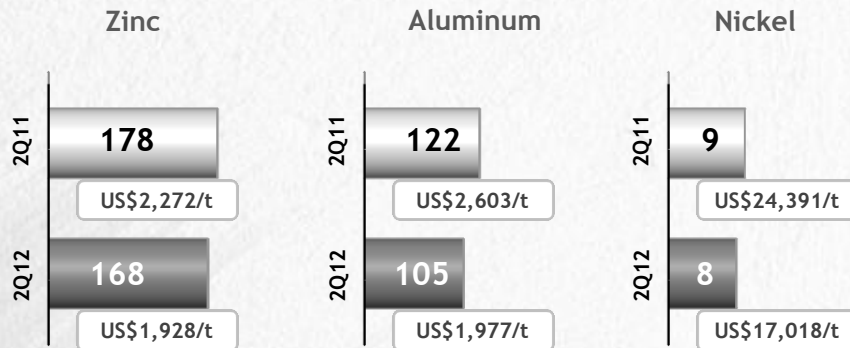
Revenues⁽¹⁾ (R\$ bn)



EBITDA (R\$ bn)



Sales Volume (k t)



Average Prices

Highlights

Zinc: BRL depreciation and price premium in the Brazilian market balanced lower LME prices and volumes

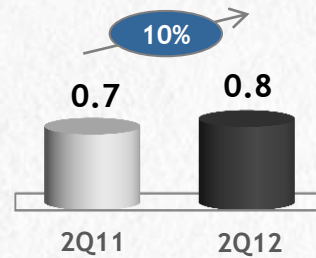
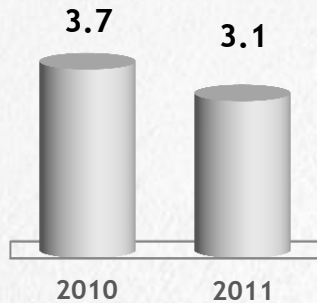
Aluminum: EBITDA decreased as a result of higher energy and maintenance costs

Nickel: Revenues and EBITDA declined as a result of lower LME prices along with longer than expected technical maintenance

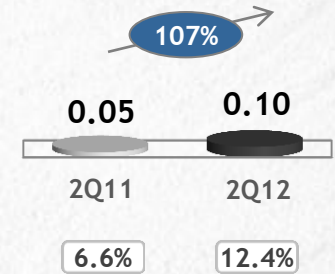
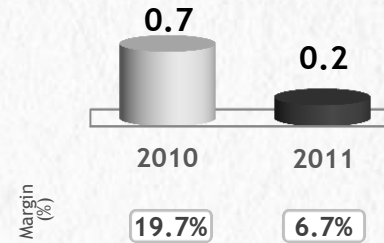
Milpo: In spite of higher sales volume, lower LME prices coupled with higher expenses arising from the closing of Iván mine negatively impacted EBITDA



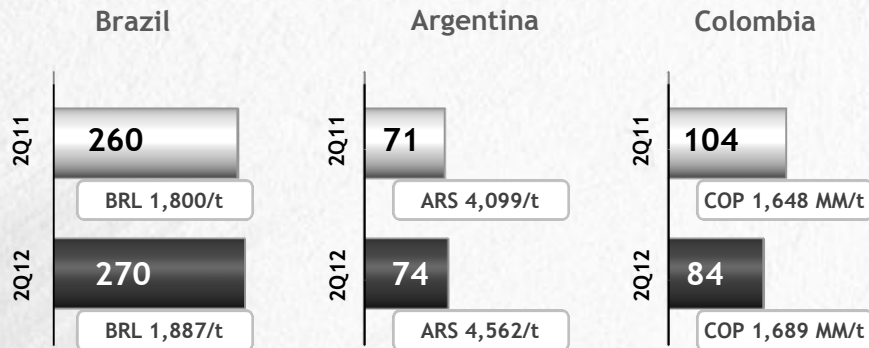
Revenues (R\$ bn)



EBITDA (R\$ bn)



Sales Volume (k t)



Average Prices

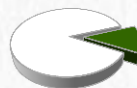
Highlights

Revenues were up 10% driven by a 5% price increase along with 4% sales volume growth in the Brazilian market

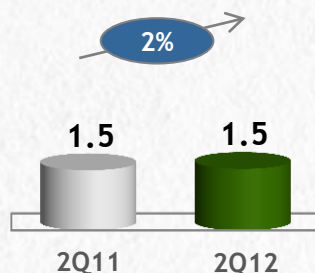
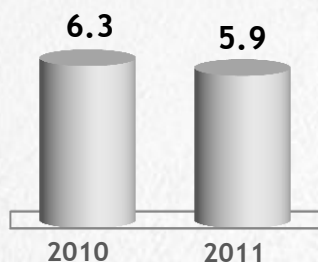
EBITDA was positively impacted by prices along with lower energy (17%) and average scrap costs (2%)

86% of Sitrel construction has been concluded. Operations are expected to start in December/12, adding 400kt of laminated steel capacity

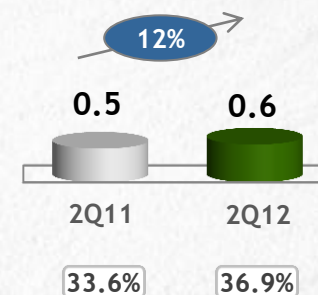
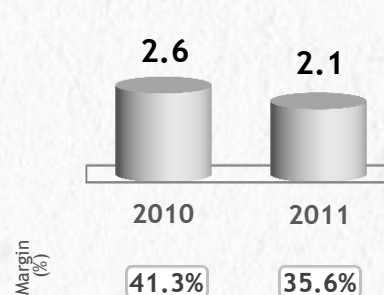
Sales volume and prices increased in Argentina by 4% and 11% respectively, leading to a 13% increase in EBITDA. In Colombia, lower sales volume were offset by higher prices along with FX effect



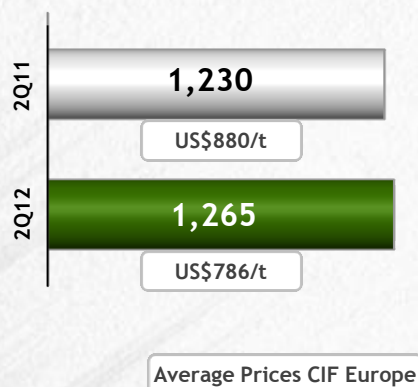
Revenues⁽¹⁾ (R\$ bn)



EBITDA⁽¹⁾ (R\$ bn)



Sales Volume⁽²⁾ (k t)



Highlights

Sales volume increased by 3% driven by higher global demand from the tissue market

EBITDA was up 12% over 2Q11, mainly due to the higher average net pulp prices in reais

Liquidity events: Equity offering and execution of contract for sale of forestry assets in southern Bahia State totaled R\$1.6 bi

Acknowledging its deleveraging commitment, Standard&Poor's upgraded Fibria's outlook from "BB/Stable" to "BB/Positive"

2012 Outlook

Price Evolution (Quarter Average)

2Q11

3Q11

4Q11

1Q12

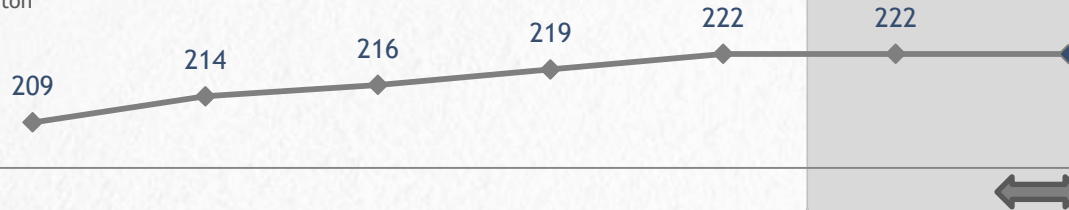
2Q12

CURRENT
PRICE (1)

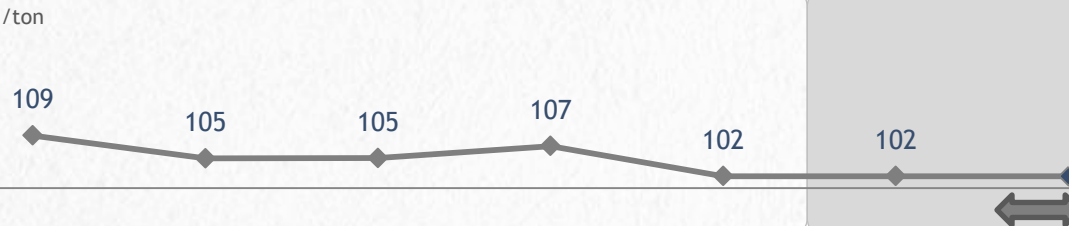
2012 FCST

CEMENT
BRAZIL

R\$/ton

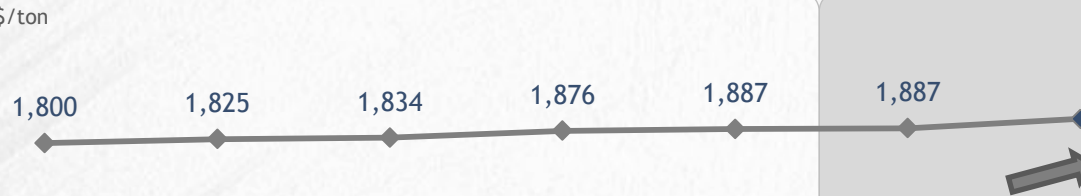
CEMENT
NORTH AMERICA

US\$/ton



LONG STEEL

R\$/ton



HIGHLIGHTS

- Strong Brazilian housing and infrastructure markets continue to drive demand

- Prices in US and Canada are expected to remain fairly stable due to balanced supply and demand dynamics

- Price improvement due to weaker BRL and higher demand in the Brazilian market

2012 Outlook (cont.)

Price Evolution (Quarter Average)

2Q11

3Q11

4Q11

1Q12

2Q12

CURRENT
PRICE

2012 AVG

ZINC

US\$/ton ⁽¹⁾

2,272

2,264

1,917

2,024

1,928

1,808

1,817

NICKEL

US\$/ton ⁽¹⁾

24,391

22,255

18,272

19,577

17,018

15,480

15,282

ALUMINUM

US\$/ton ⁽¹⁾

2,603

2,400

2,089

2,177

1,977

1,821

1,855

PULP
CIF N. EUROPEUS\$/ton ⁽²⁾

880

823

727

740

786

800

HIGHLIGHTS

- Incentives in automobile industry in China may increase zinc's demand
- Price pressured in the short term although stainless steel restocking should improve demand in the medium term
- Expected price recovery following Chinese government infrastructure stimulus projects
- Balanced supply and demand supportive of current prices
- Focus on the tissue market

(1) Source: Bloomberg as of August 2nd, 2012. Current price: LME cash prices. 2012 AVG: Average 2012 forward curve

(2) Company figures

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3 *Closing Remarks*

Closing remarks

- Robust cement business combines strong demand in Brazil and international growth
- Fibria benefits from current prices and BRL depreciation
- Long steel margin recovery on the back of improved prices
- Weak operational performance in aluminum coupled with challenging scenario for LME prices impacted metal results in the quarter. Short term upside geared by management actions
- Strong liquidity position and conservative financial approach in response to current economic scenario. There is no need for additional cash although liability management opportunities may be considered