

RESULTS 3Q18

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HIGHLIGHTS 3Q18 AND 9M18

1

Net Revenues amounted to R\$166.1 million in 3Q18, an increase of 2.7% in relation to the same quarter in 2017. In 9M18, Net Revenues totaled R\$382.3 million, 5.5% less than the amount for the same period in the previous year.

2

Gross Profit of R\$25.9 million in 3Q18, 37.0% greater than 3Q17. In 9M18, gross profit stood at R\$38.6 million, down by 6.9%. Gross margin for the quarter was 15.6%, 3.9 p.p. higher than in 3Q17, while in 9M18, gross margin was 10.1%, 0.2 p.p. lower than in 9M17.

3

In 3Q18, the Company's **EBITDA** was R\$13.2 million, against a negative figure of R\$0.5 million in 3Q17. In 9M18, EBITDA was R\$5.2 million, against a negative R\$4.2 million in 9M17. EBITDA margin for the quarter was 8.0%; and, in 9M18, it was 1.4%.

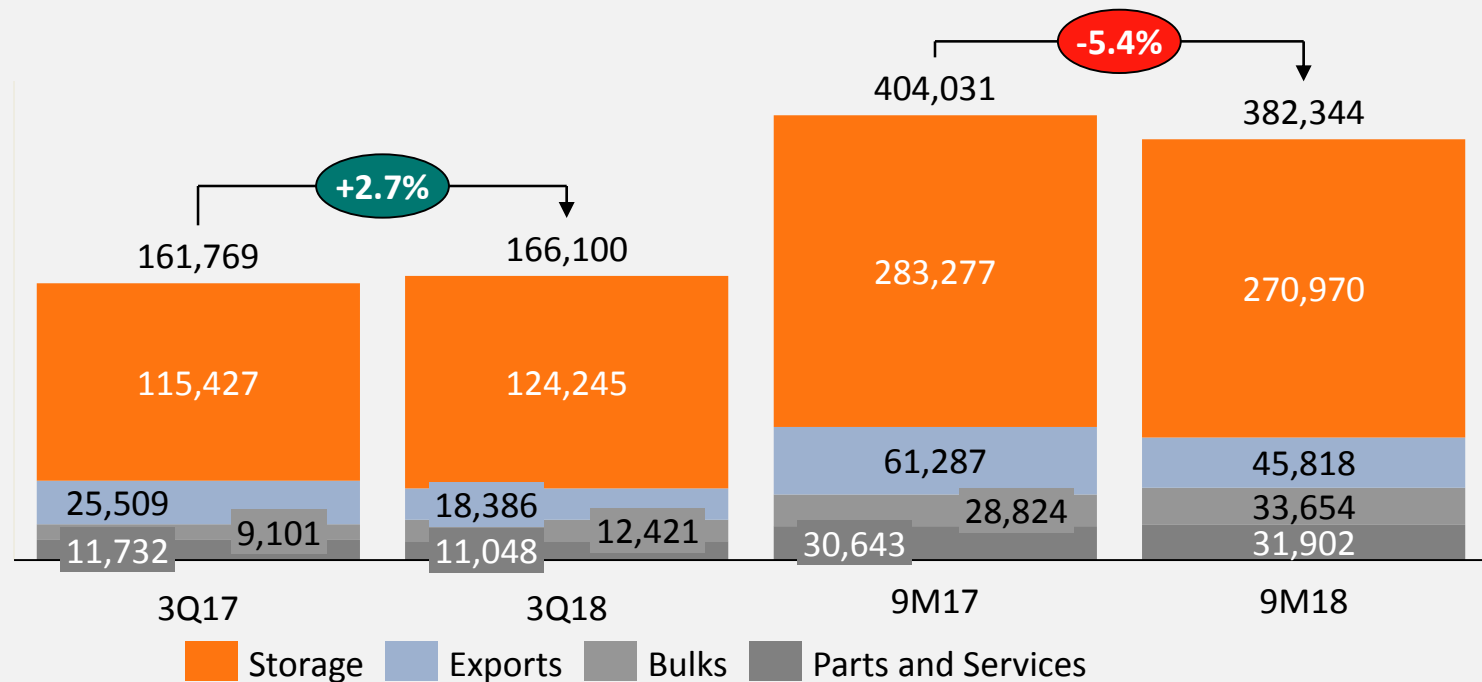
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Net Income of R\$4.1 million in 3Q18, against a net loss of R\$3.8 million in 3Q17. In 9M18, net loss amounted to R\$20.5 million, compared to a net loss of R\$14.9 million in 9M17. Net margin for the quarter stood at 2.5%, while net margin for 9M18 was negative 5.4%.

5

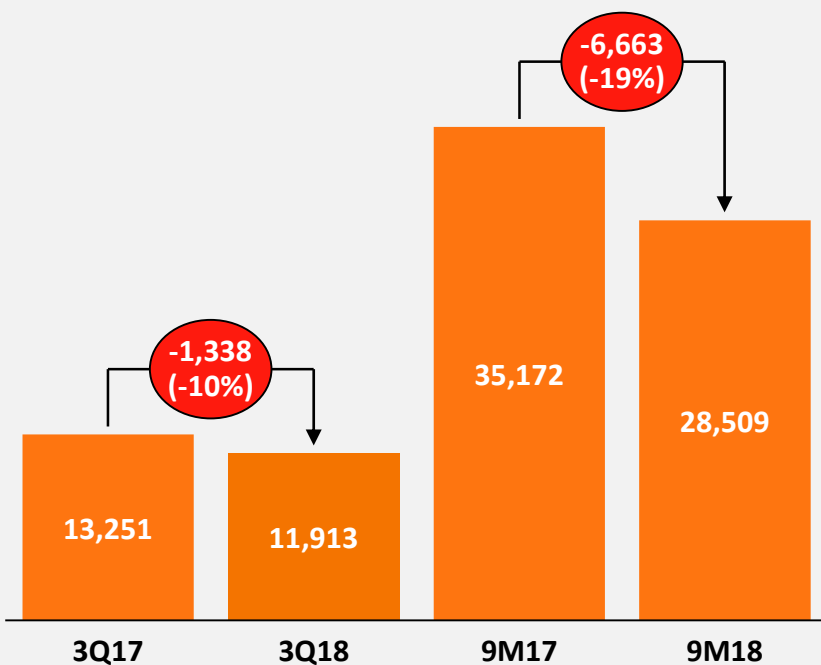
Negative **Net Indebtedness** dropped from R\$35.6 million in 4Q17 to R\$2.8 million at the end of 3Q18.

NET REVENUE (R\$ THOUSANDS)

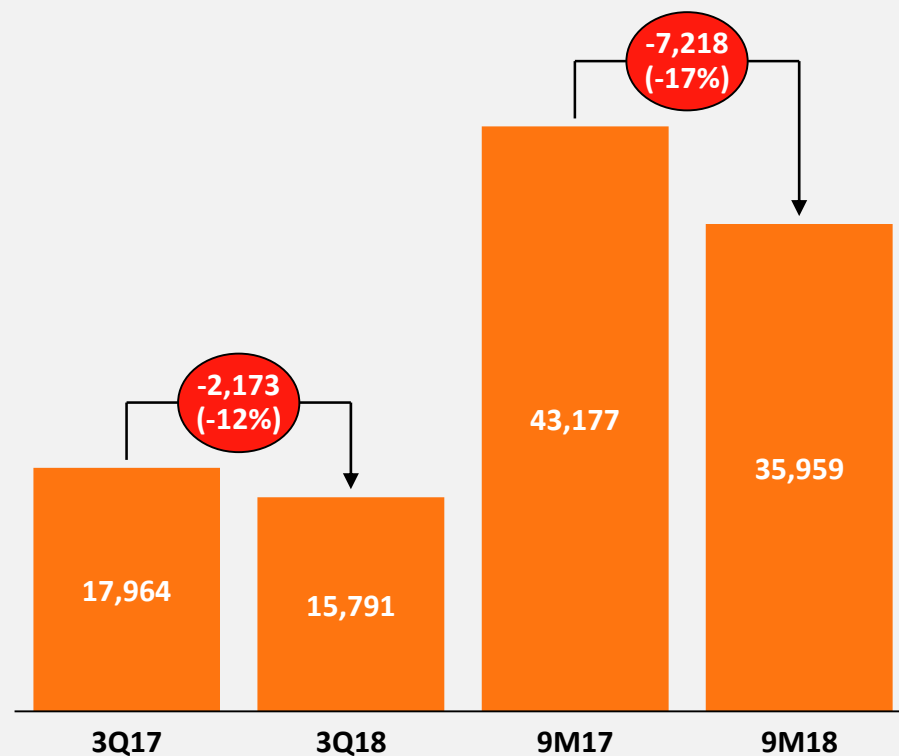


PRODUCTION (TONS.) | SHIPMENTS (TONS.)

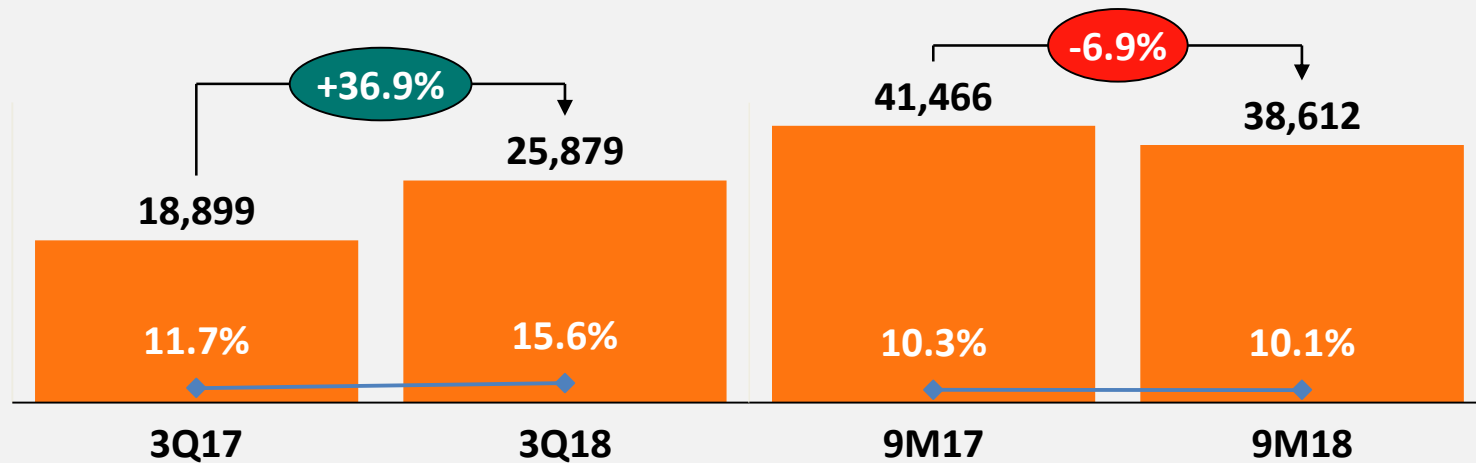
PRODUCTION



SHIPMENTS



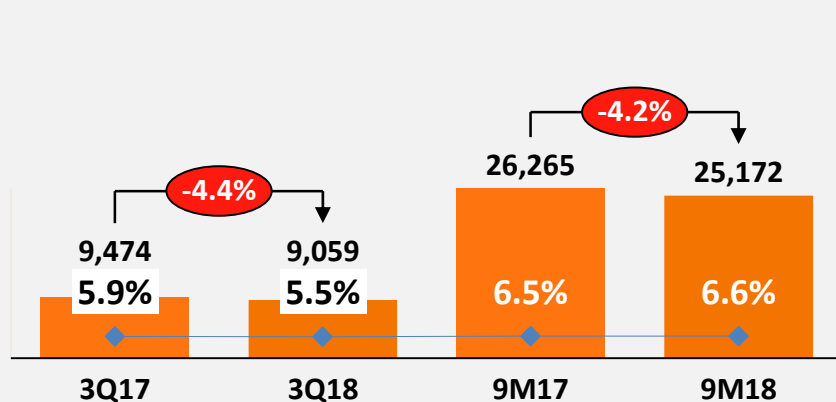
GROSS PROFIT (R\$ THOUSANDS) | GROSS MARGIN (%)



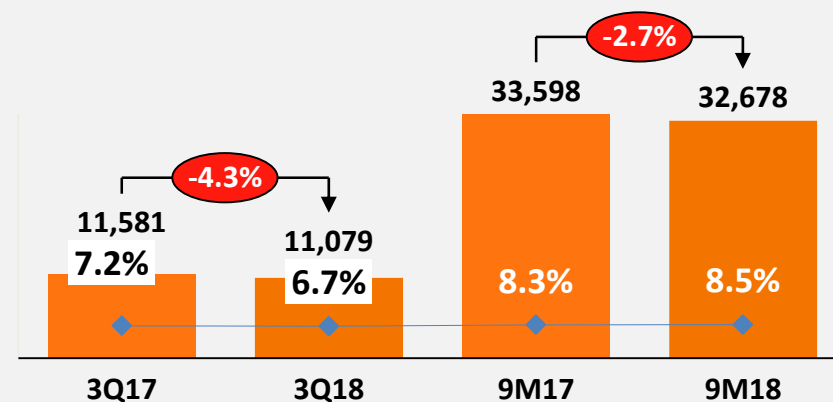
OPERATING EXPENSES (R\$ THOUSANDS) | OPERATING EXPENSES IN RELATION TO NET REVENUE(%)

Operating Expenses (R\$ thousands)	3Q18	3Q17	Δ%	9M18	9M17	Δ%
Selling Expenses	(9,059)	(9,474)	-4.4%	(25,172)	(26,265)	-4.2%
% Net Revenues	5.5%	5.9%	-0.4 p.p.	6.6%	6.5%	+0.1 p.p.
General and Administrative Expenses	(11,079)	(11,581)	-4.3%	(32,678)	(33,598)	-2.7%
% Net Revenues	6.7%	7.2%	-0.5 p.p.	8.5%	8.3%	0.2 p.p.
Total Expenses	(20,138)	(21,055)	-4.4%	(57,850)	(59,863)	-3.4%

**SELLING EXPENSES (R\$ thousands)
% IN RELATION TO NET REVENUE**

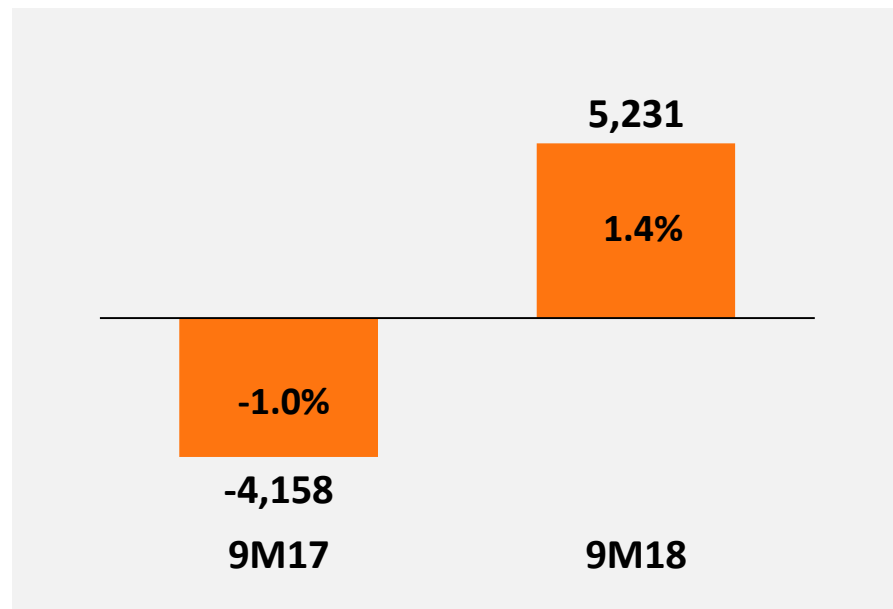
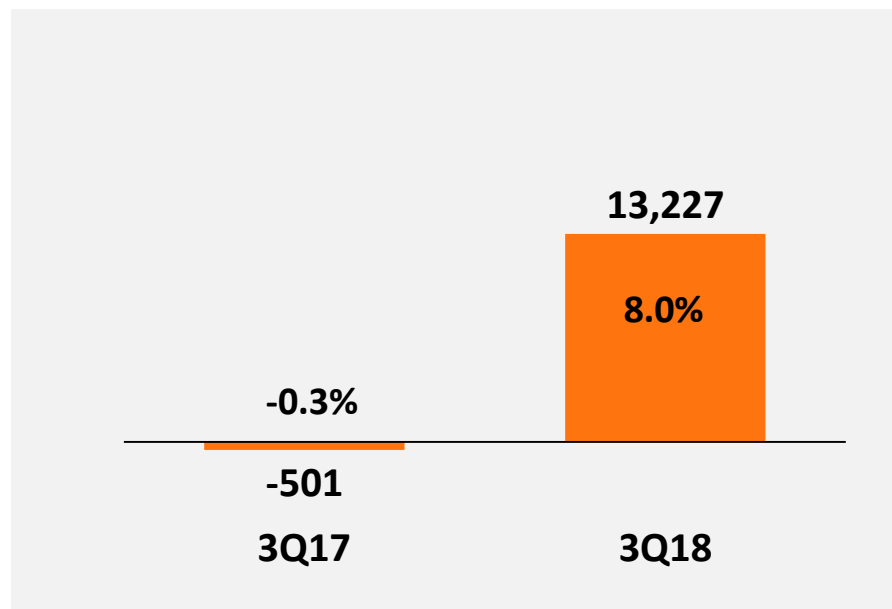


**GENERAL AND ADMINISTRATIVE EXPENSES (R\$ thousands)
% IN RELATION TO NET REVENUE**



EBITDA (R\$ THOUSANDS) | EBITDA MARGIN (%)

Net Income (R\$ thousands)	3Q18	3Q17	Δ%	9M18	9M17	Δ%
Net Income (Loss)	4,105	(3,834)	-207.1%	(20,482)	(14,854)	37.9%
(+) Provision for current and deferred income and social contribution taxes	697	(1,612)	-143.2%	1,730	(5,680)	-130.5%
(-) Financial Revenue	(3,645)	(6,998)	-47.9%	(12,370)	(17,902)	-30.9%
(+) Financial Expenses	5,257	5,192	1.3%	15,886	14,418	10.2%
(+) Depreciation and Amortization	6,813	6,751	0.9%	20,467	19,860	3.1%
EBITDA*	13,227	(501)	-2740.1%	5,231	(4,158)	-225.8%
EBITDA Margin	8.0%	-0.3%	8.3p.p.	1.4%	-1.0%	2.4p.p.



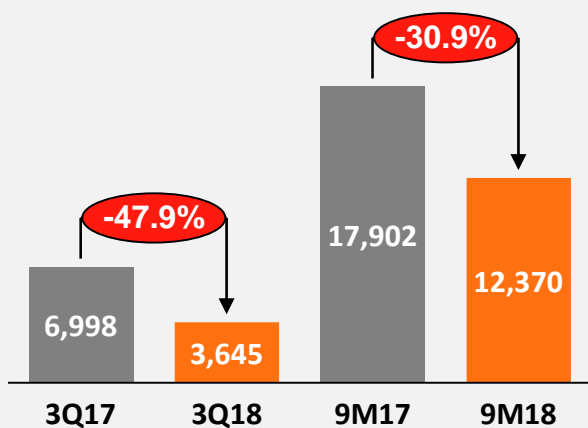
INDEBTEDNESS (R\$ THOUSANDS)

Indebtedness (R\$ thousands)	3Q18	2017	Δ%
EXIM Pre-shipment	297	29,922	-99.01%
FINAME PSI	2,023	2,117	-4.44%
FINIMP	-	9,527	0.00%
FINEP	9,515	7,921	20.12%
Working Capital	19,213	-	0.00%
Short Term	31,048	49,487	-37.26%
EXIM Pre-shipment	-	-	+0.00%
FINAME PSI	7,126	8,615	-17.28%
FINEP	20,463	21,409	-4.42%
Working Capital	9,500	-	+0.00%
Long Term	37,089	30,024	23.53%
Total Indebtedness	68,137	79,511	-14.30%
Cash and Cash Equivalents	70,973	115,082	-38.3%
Net Indebtedness	(2,836)	(35,571)	-92.03%

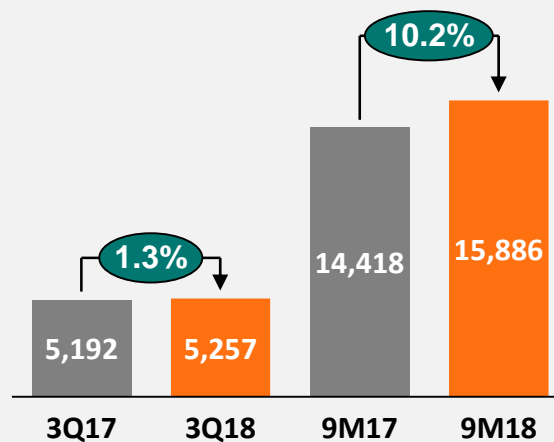
FINANCIAL REVENUES (EXPENSES) (R\$ THOUSANDS)

Financial Revenues/Expenses (R\$ thousands)	3Q18	3Q17	Δ%	9M18	9M17	Δ%
Financial Revenues	3,645	6,998	-47.9%	12,370	17,902	-30.9%
% of Net Revenues	2.2%	4.3%	-2.1 p.p.	3.2%	4.4%	-1.2 p.p.
Financial Expenses	(5,257)	(5,192)	1.3%	(15,886)	(14,418)	10.2%
% of Net Revenues	3.2%	3.2%	+0 p.p.	4.2%	3.6%	+0.6 p.p.
Total Financial Revenues/Expenses (R\$ thousand)	(1,612)	1,806	-189.3%	(3,516)	3,484	-200.9%

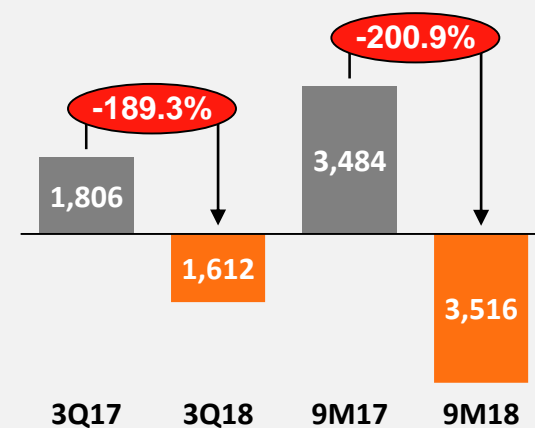
FINANCIAL REVENUES



FINANCIAL EXPENSES

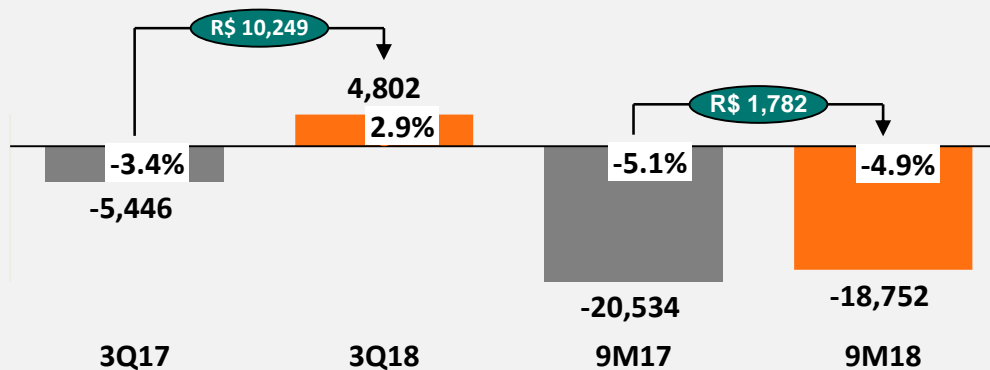


FINANCIAL RESULTS

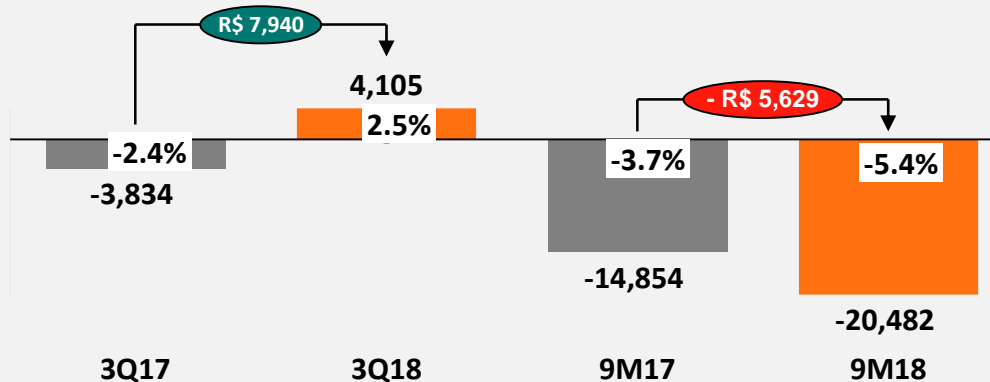


NET INCOME/LOSS (R\$ THOUSANDS) | NET MARGIN (%)

NET INCOME BEFORE INCOME TAX AND SOCIAL CONTRIBUTION (R\$ thousands) AND
% IN RELATION TO NET REVENUE



NET INCOME/LOSS (R\$ thousands) AND % IN RELATION TO NET REVENUE



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THANK YOU

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