Presentation of 3Q16 Results

November 8, 2016

MILS3
NOVO MERCADO
BM&FBOVESPA

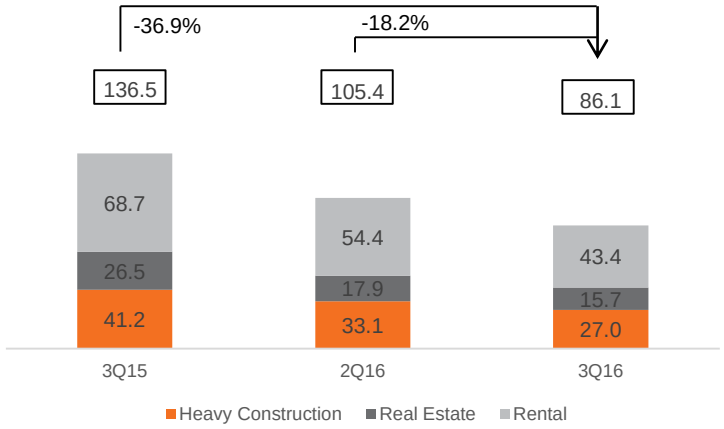
Disclaimer

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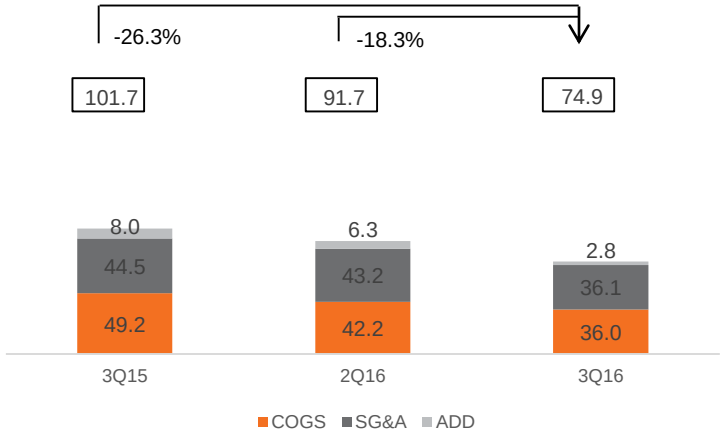
Consolidated - Financial Performance

In R$ million

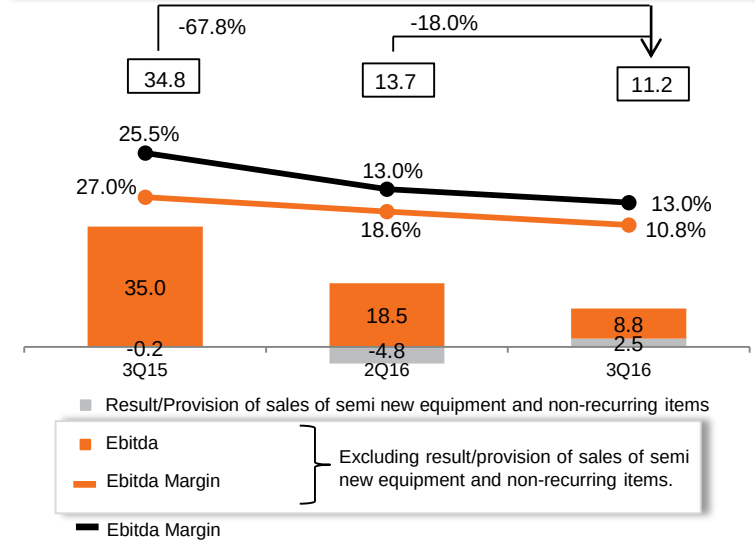
Net Revenue per Business Unit



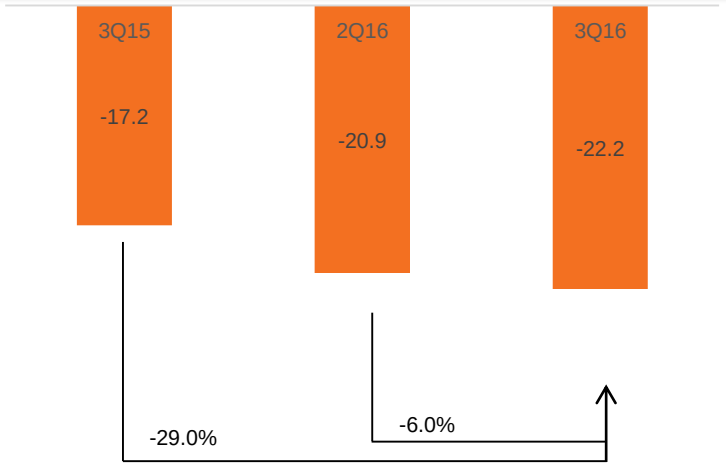
Costs and Expenses



Ebitda and Ebitda Margin



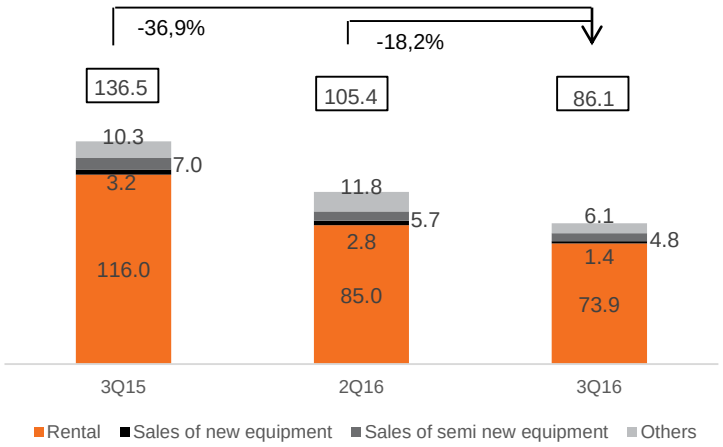
Net (Loss) Earnings



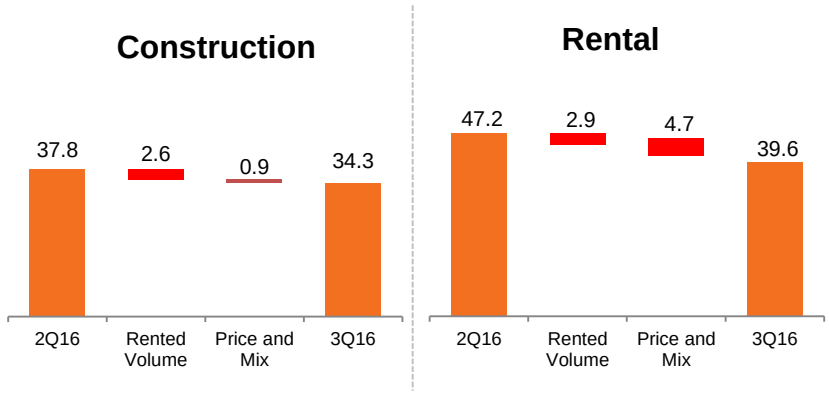
Consolidated – Highlights

In R$ million

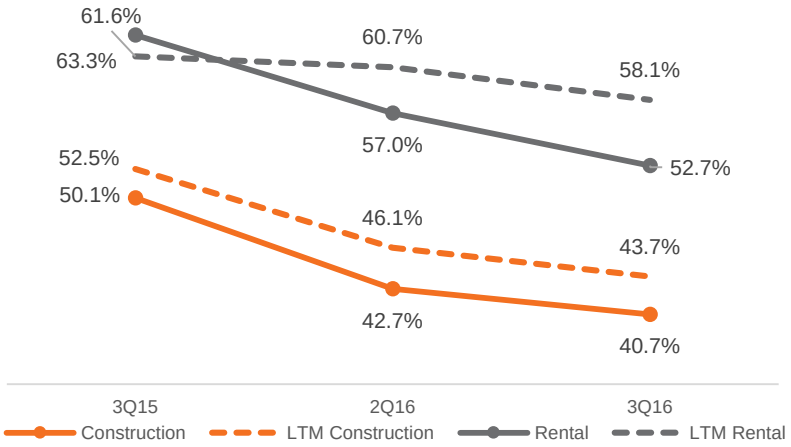
Net Revenue per type



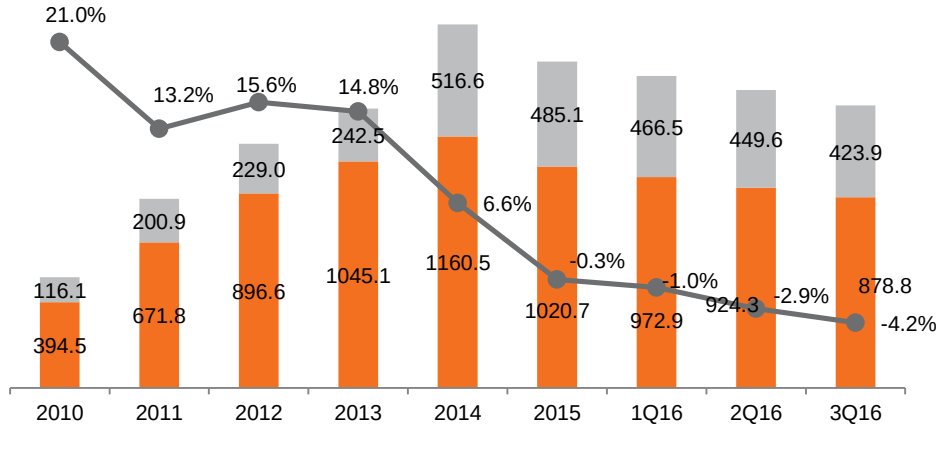
Changes in Net Revenue



Utilization Rate (Volume)



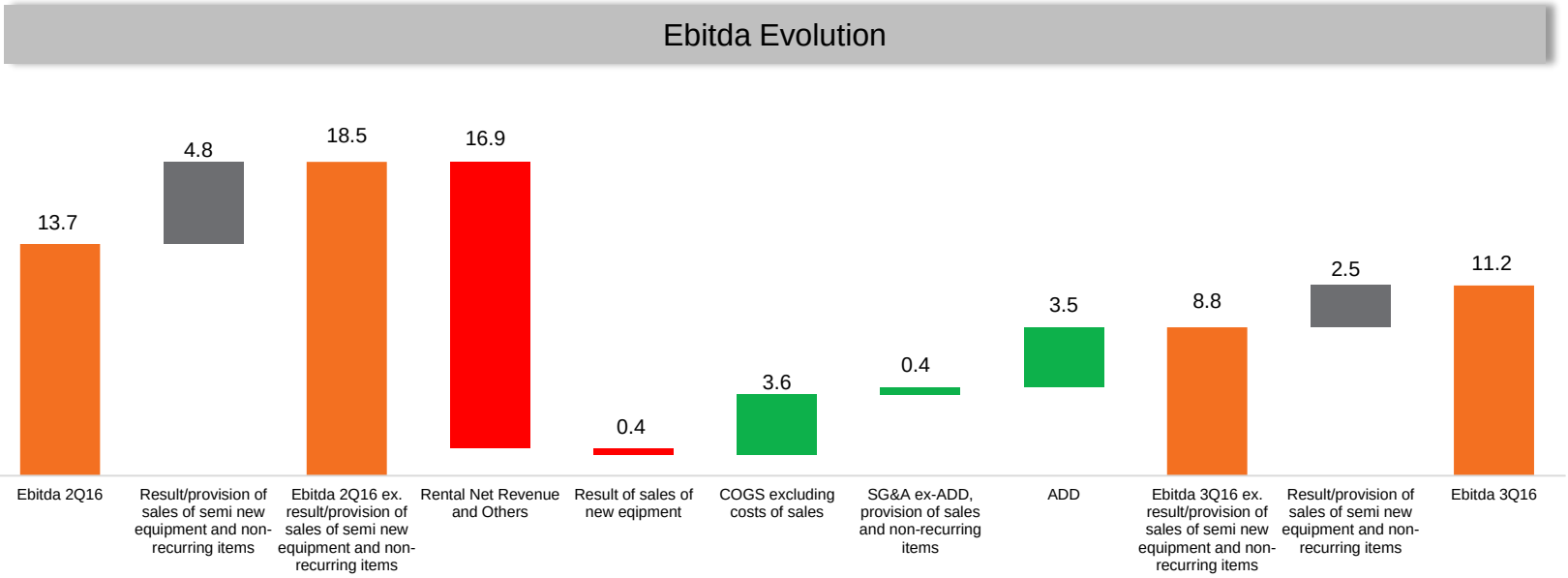
ROIC (LTM)[1]



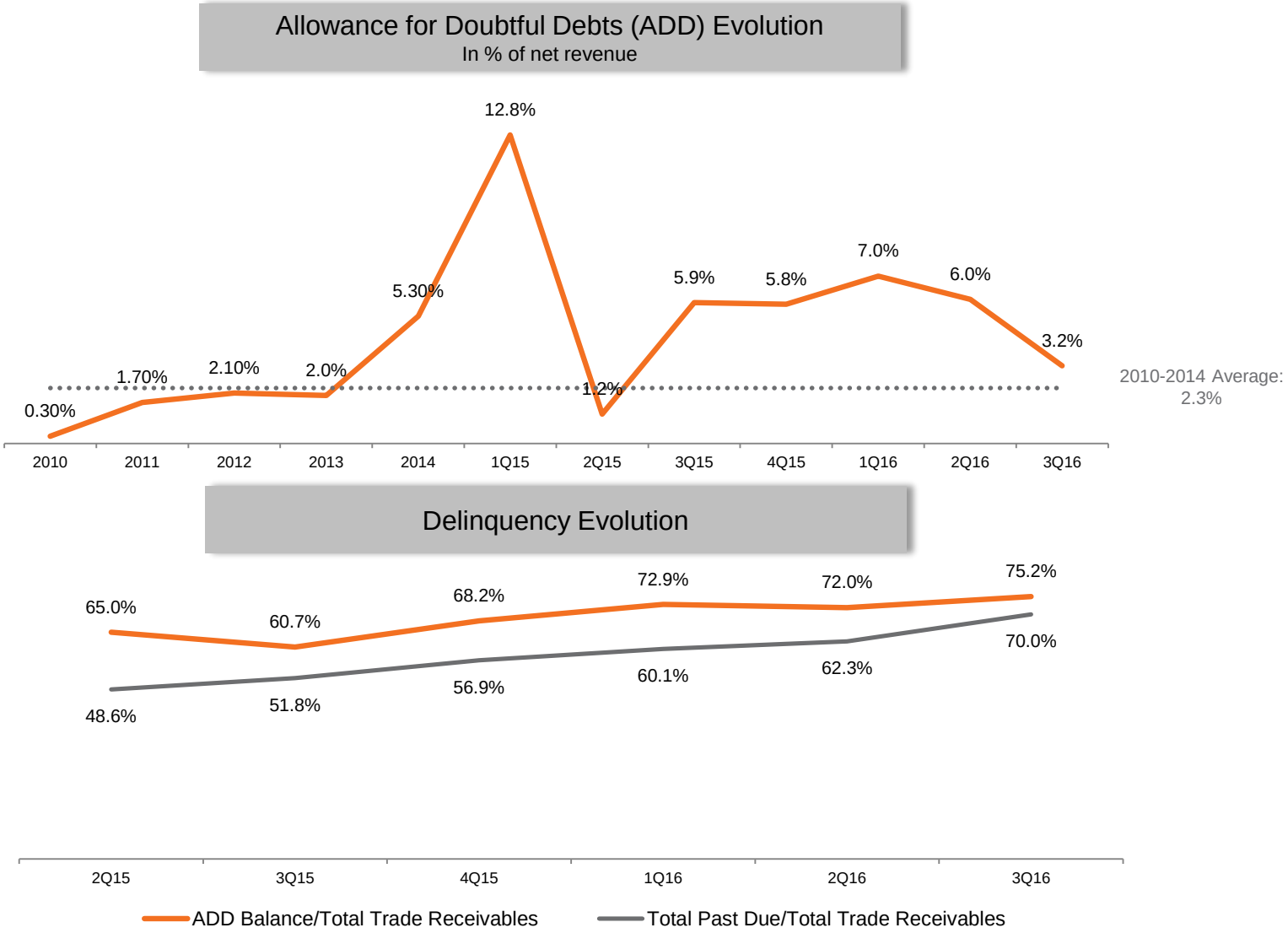
[1]Excluding impairment of R$57,1 million in 4Q15 of NOPAT. If impairment was considered ROIC LTM in 3Q16 would be 7.2%.
Industrial Services business unit is not considered from 2013 onwards

Consolidated - EBITDA amounted R$ 11.2 million

In R$ million

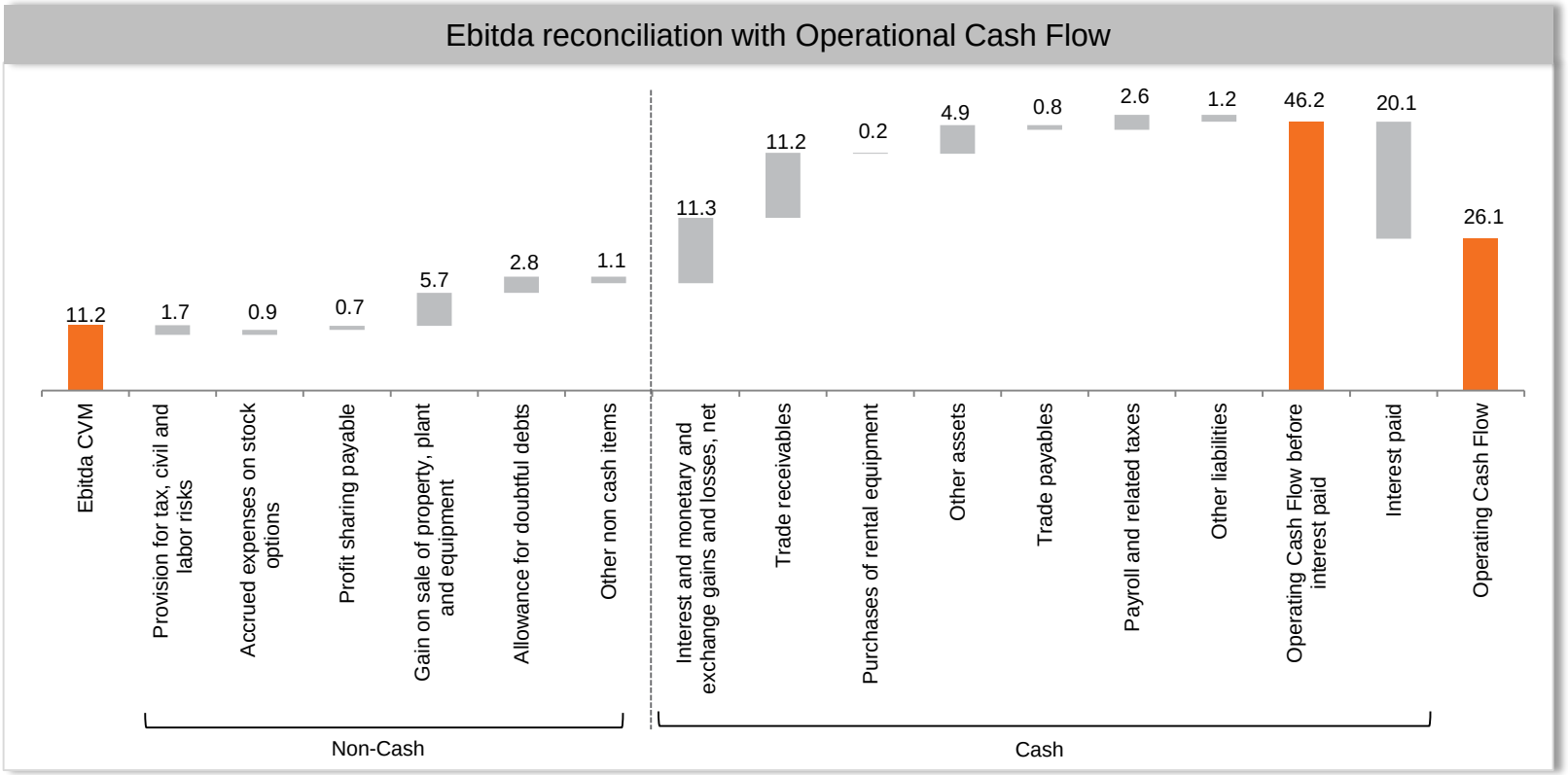


ADD Percentage equal to 3.2% of net revenue in 3Q16



Consolidated – EBITDA and Operational Cash Flow

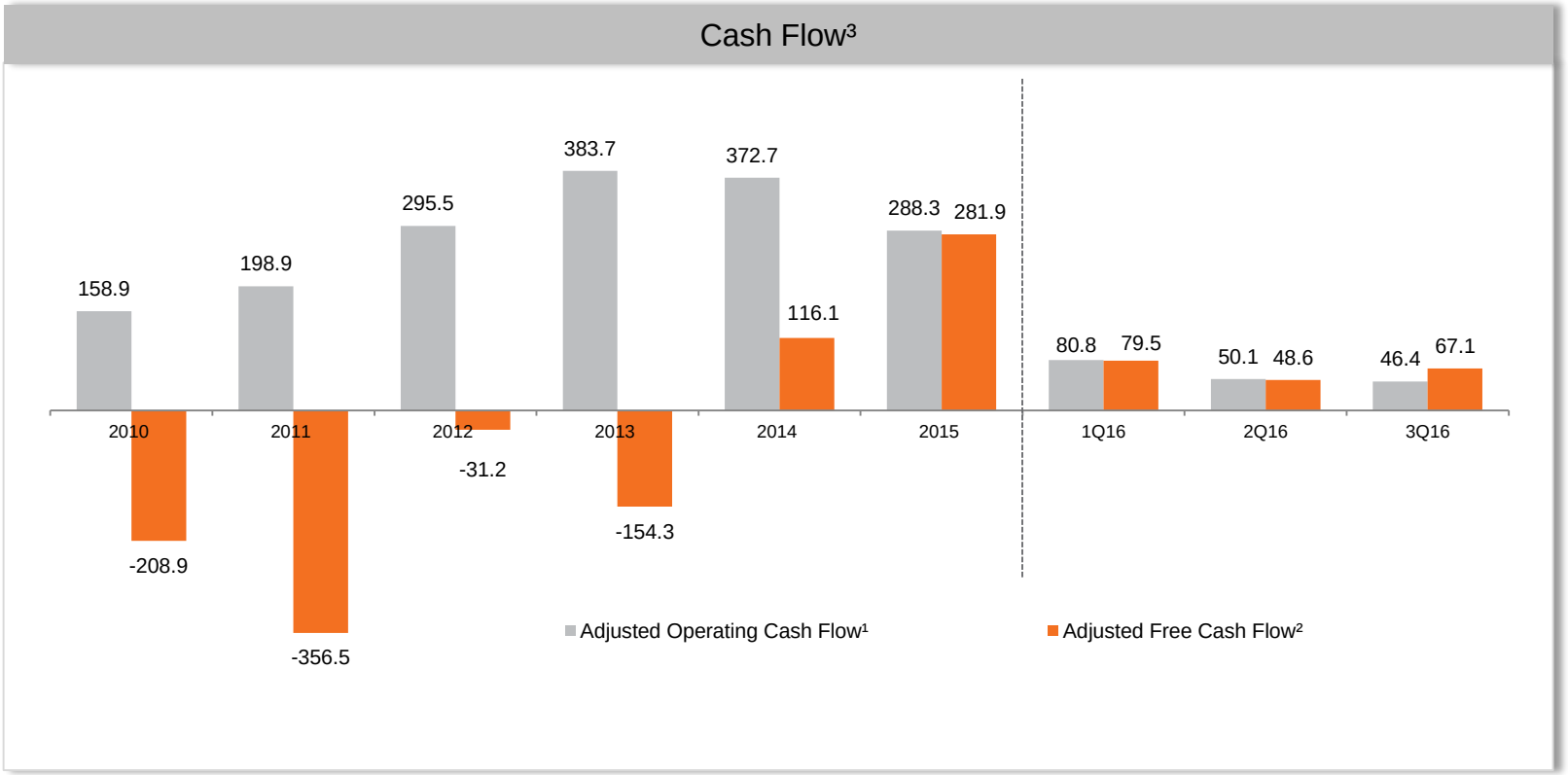
In R$ million



Consolidated - Free Cash Flow

In R$ million

❖ Even on an adverse macroeconomic scenario, the Company remains generating free cash flow.



¹ Before interests paid referring to debentures, finame and investment in equipment rental.
² Before interests paid referring to debentures and finame.
³ Includes R$6.2 million of revenue from sales of new and semi new equipment in 3Q16, R$ 8.5 million in 2Q16 and R$ 31.4 million in 1Q16. In 2015 the revenue of sales was R$ 53.9 million.

Construction

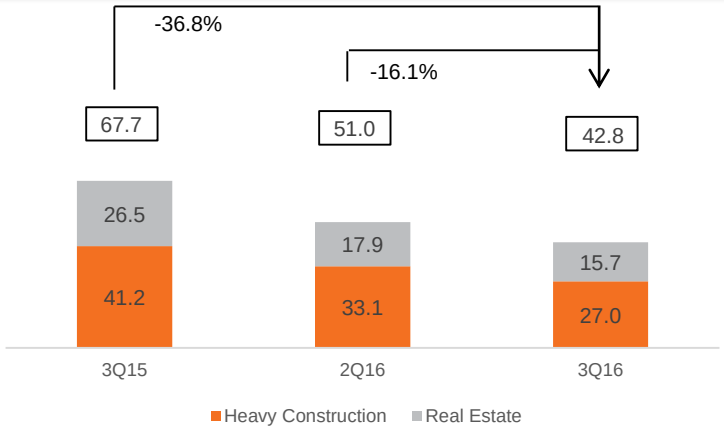




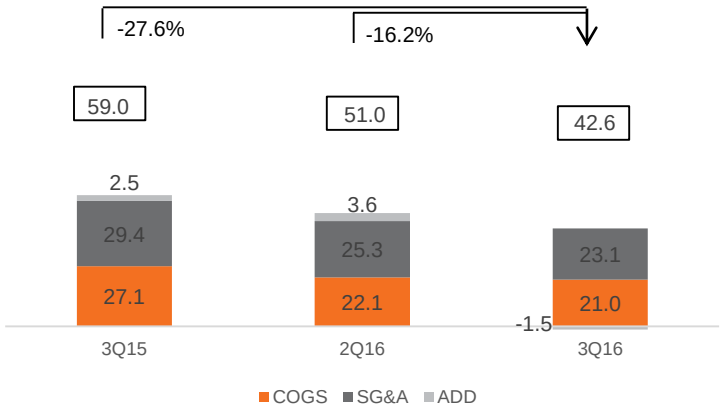
Construction - Financial Performance

In R$ million

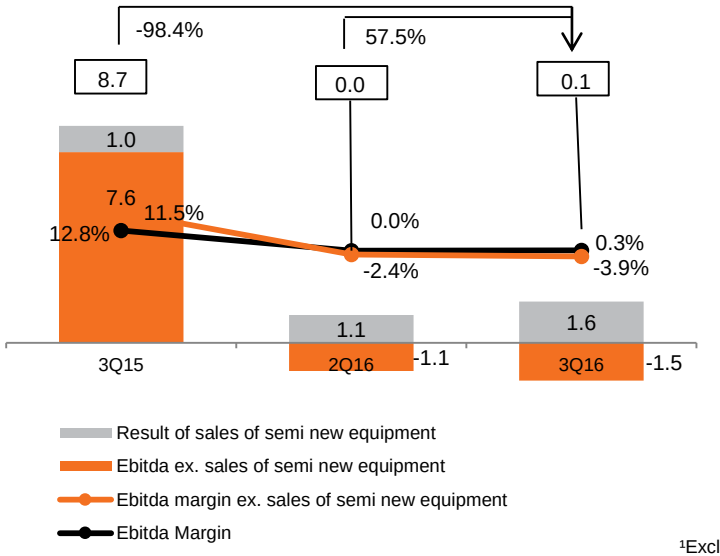
Net Revenue per Segment



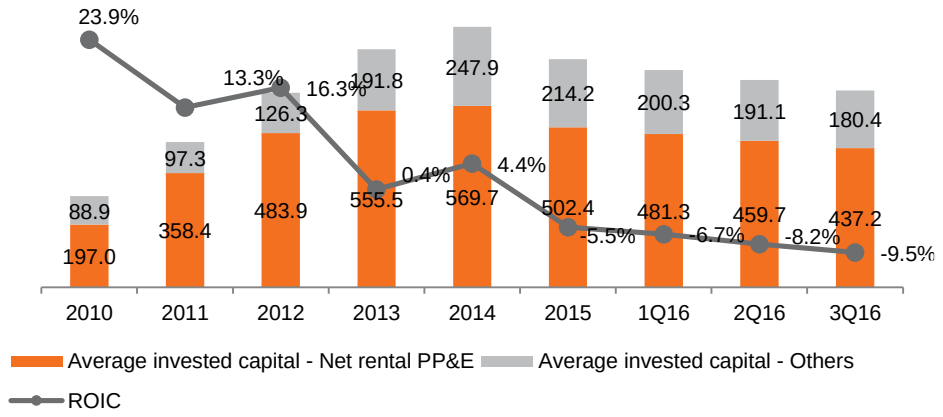
Costs and Expenses



Ebitda and Ebitda Margin



ROIC (LTM)[1]

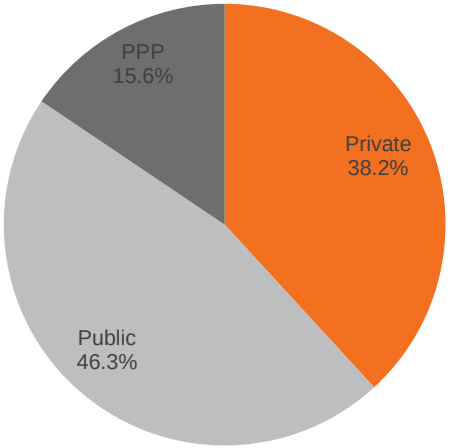


[1]Excluding impairment of R$ 30.9 million in 4Q15 of NOPAT. If impairment was considered ROIC LTM in 3Q16 would be 13.0%.

Construction - Rental Revenue Breakdown

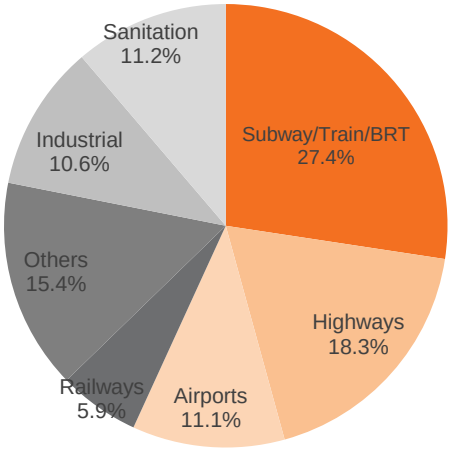
In R$ million

Heavy Construction – Per Source of Resources
R$ 27.0 million

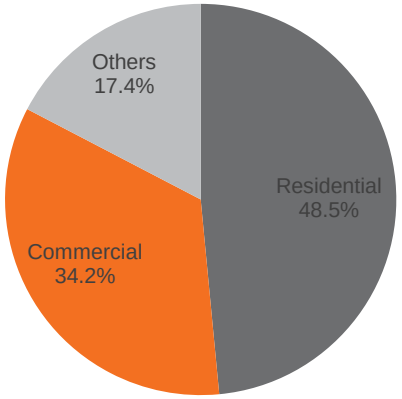


Public: resources from the government
Private: resources from the private sector.
PPP (public–private partnership) : resources from the government and the private sector

Heavy Construction – Per sector
R$ 27.0 million

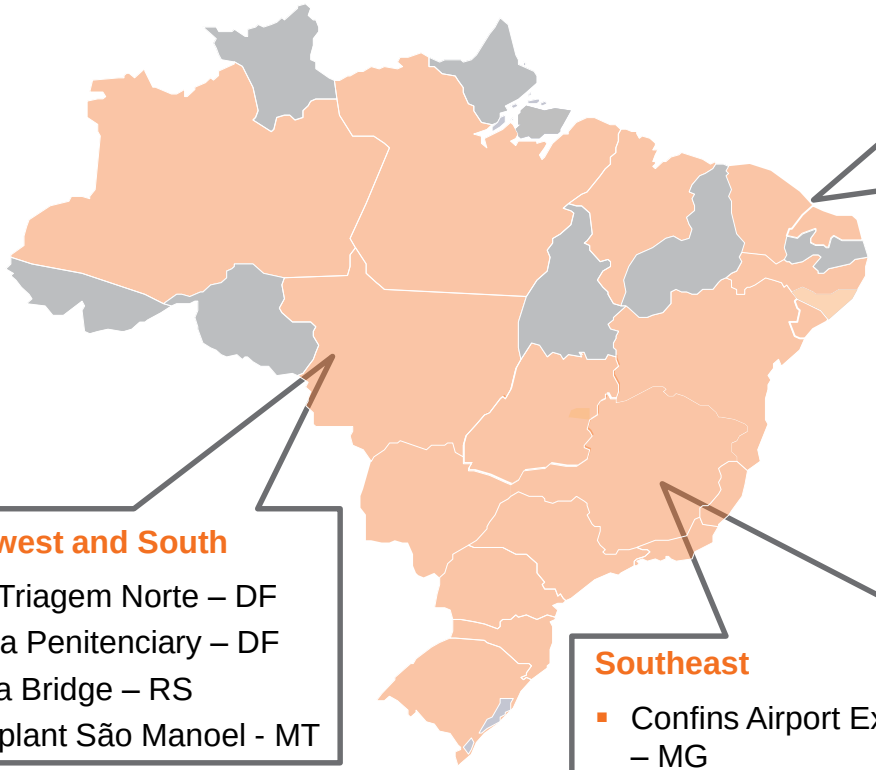


Real Estate – Per sector
R$ 15.7 million



Construction - Main works with Mills participation

In R$ million



North and Northeast

- VLT Fortaleza - CE
- Canal Alagoano - AL
- Rail Extension – PA
- Shopping Olinda - PE

Central-west and South

- Trevo Triagem Norte – DF
- Papuda Penitenciary – DF
- Guaíba Bridge – RS
- Powerplant São Manoel - MT

Southeast

- Confins Airport Expansion – MG
- Consortium São Lourenço – SP
- Duplication BR-381 – MG
- Subway Line 5 – SP
- Duplication BR-101 – RJ
- Contagem Viaduct - MG
- Monorail Line Gold – SP
- Nova Tamoios Highway – SP
- Rodoanel – SP
- ETE Montes Carlos – MG
- Imigrantes Viaduct - SP

States with Mills presence

Mills

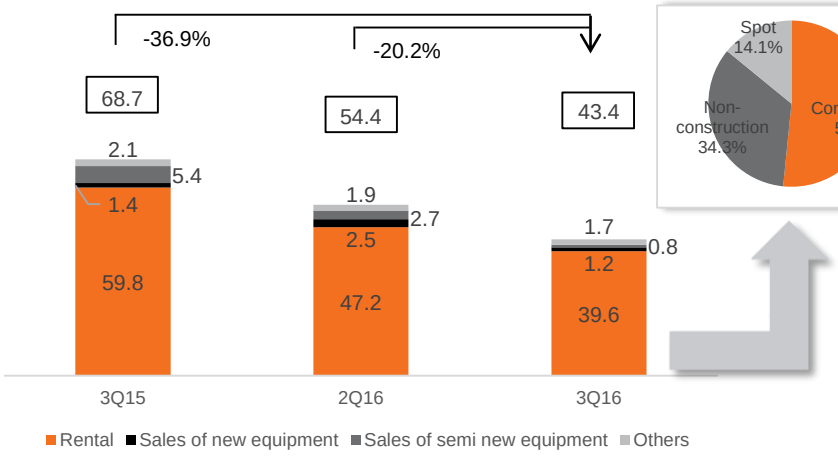
Rental



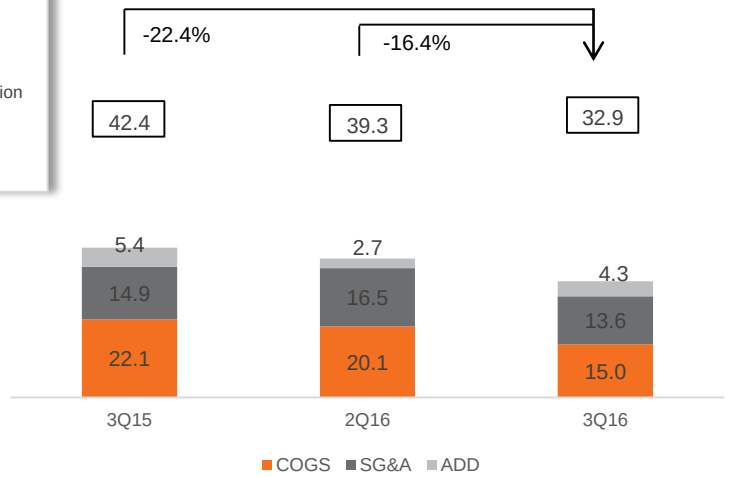
Rental - Financial Performance

In R$ million

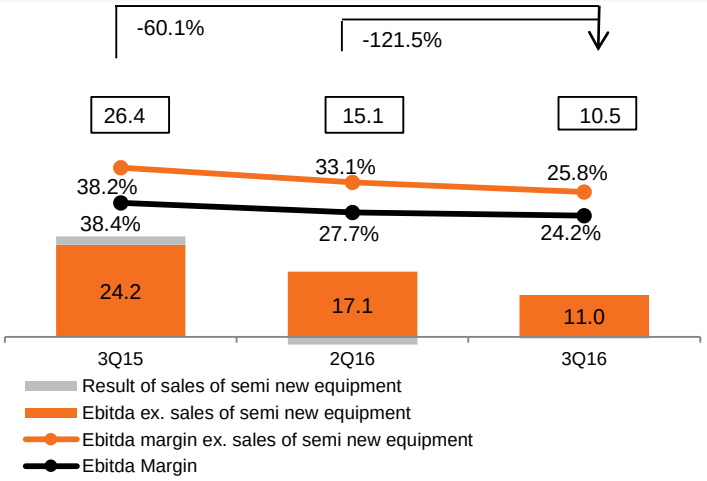
Net Revenue per type



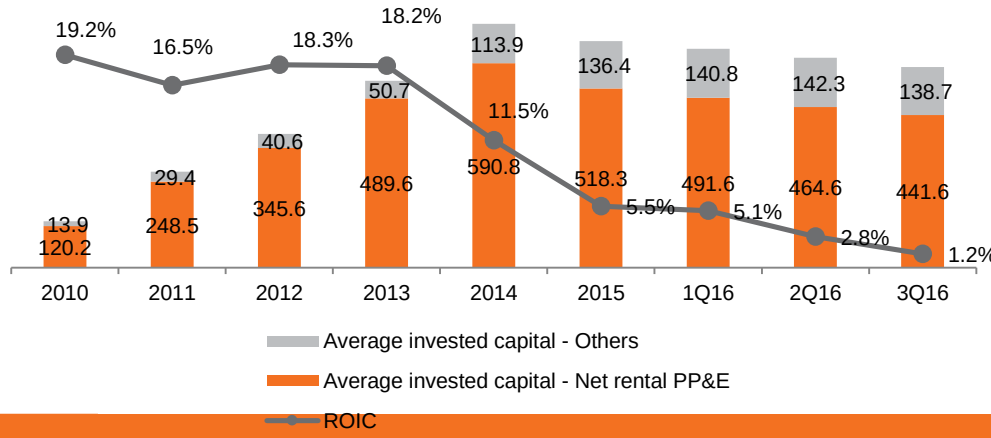
Costs and expenses



Ebitda and Ebitda Margin



ROIC (LTM)



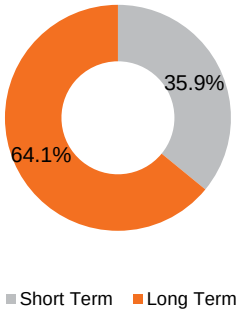
Consolidated - Indebtedness

Consolidated - Indebtedness

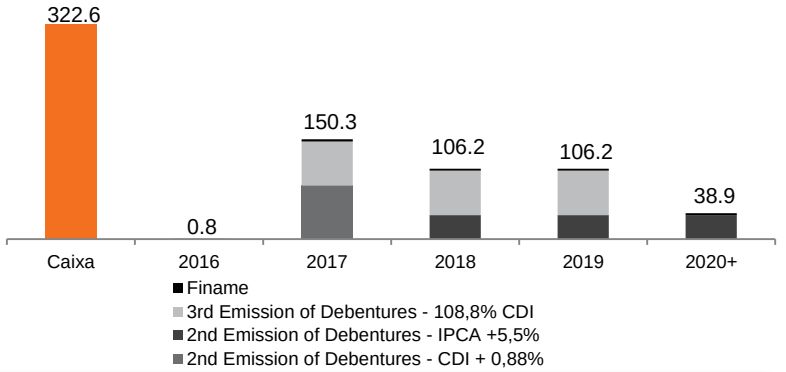
In R$ million

- The weighted average maturity of our debt is 2.8 years at a cost of CDI+0.17%.

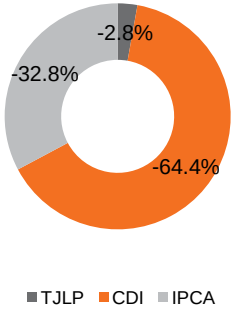
Gross Debt Profile



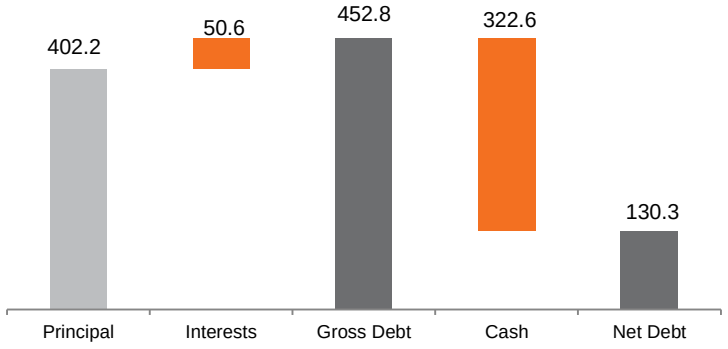
Principal Amortization Schedule



- We do not have foreign currency exposure.



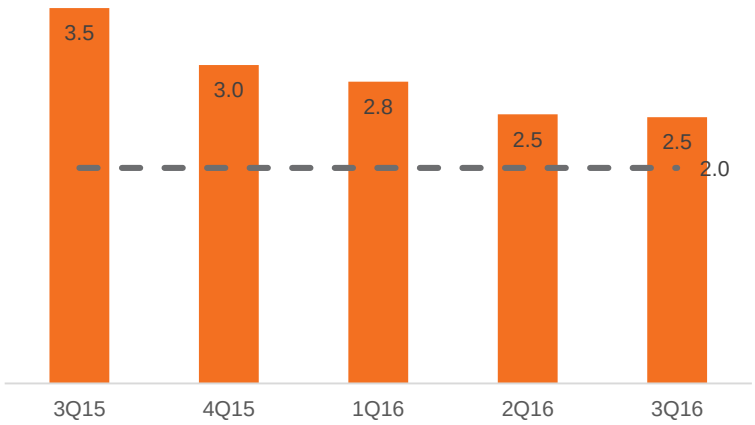
Indebtedness on 9/30/2016



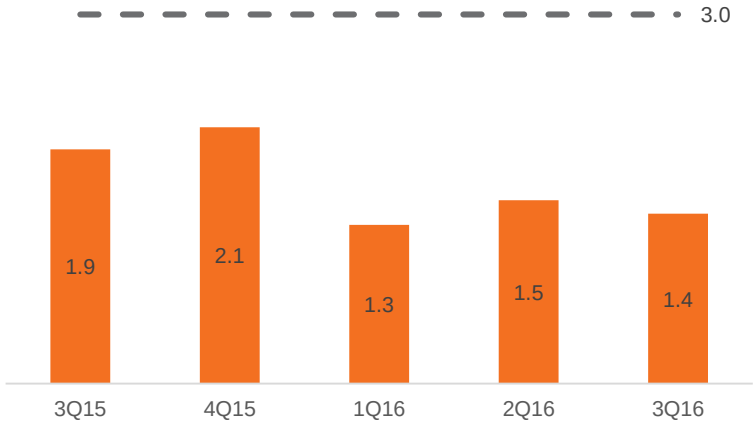
Consolidated - Debt Indicators

In R$ million

Ebitda* / Financial Income



Net Debt / Ebitda*



❖Debentures Covenants:

(1) EBITDA*/financial income >= 2.0; and

(2) Net Debt/EBITDA* <= 3.0.

* Excluding extraordinary items from LTM EBITDA. Are considered extraordinary items:
R$10.4 million related to restructuring costs.
R$5.6 million related to Industrial Services business unit sold in 2013.
R$57.1 million from Impairment.

Final Considerations

Financial Summary

In R$ million

	2010[1]	2011[1]	2012[1]	2013[1]	2014[2]	2015[3]	LTM 3Q16[3]	% Part
Net Revenues								
Consolidated	354.5	462.8	665.5	832.3	794.2	576.1	449.5	100.0%
Construction	259.4	287.4	412.0	474.9	423.4	283.0	205.0	45.6%
Rental	95.1	175.4	253.5	357.3	370.8	293.2	244.5	54.4%
Ebitda								
Consolidated	168.4	217.4	339.0	419.3	340.7	161.2	80.9	100.0%
Construction	117.4	123.8	197.8	212.3	153.5	32.2	2.1	2.6%
Rental	51.0	93.6	141.2	207.0	196.7	132.6	84.6	104.6%
Others					-9.5	-3.7	-5.9	-7.2%
Ebitda Margin								
Consolidated	47.5%	47.0%	50.9%	50.4%	42.9%	28.0%	18.0%	-
Construction	45.3%	43.1%	48.0%	44.7%	36.3%	11.4%	1.0%	-
Rental	53.6%	53.4%	55.7%	57.9%	53.0%	45.2%	34.6%	-
Rental Equipment CAPEX								
Consolidated	308.9	395.1	271.2	463.6	166.5	11.6	2.4	100.0%
Construction	178.3	232.3	110.3	196.4	62.4	11.6	2.3	97.0%
Rental	130.6	162.8	160.9	267.2	104.2	0.0	0.1	3.0%
Utilization rate (volume)								
Construction	76.5%	73.6%	75.4%	72.3%	63.0%	49.9%	43.7%	-
Rental	77.9%	77.8%	72.5%	73.0%	63.2%	61.9%	60.7%	-
Covenants								
EBITDA*/Net financial results >= 2.0	7.5	9.1	9.0	5.4	3.0	2.5	-	
Net Debt/EBITDA* <= 3.0	1.6	1.2	1.4	1.5	2.1	1.4	-	

(1) Excludes Industrial Services as a business unit, sold in 2013
(2) Excludes easy set formwork cost adjustments of R$14.6 million in 2014
(3) Excludes Construction impairment of R$ 30.9 million and Rohr impairment of R$ 26.2 million in 2015
* LTM Ebitda excluding extraordinary items

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