

TUPY - World Reference in Casting



1Q19 Highlights

Strong growth of the revenue and net profit and start of the operations of high value-added goods

Earnings Conference Call

Date: May 15, 2019

Portuguese/English

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- **Revenues:** R\$1,281.5 million, up 21.0% over 1Q18, due to the better product mix, depreciation of the exchange rate, and price adjustments.
- **Portfolio renewal:** Significant growth in sales of high value-added goods (machined and CGI), **representing 23% and 20% of the volume, respectively (vs. 20% and 14% in the previous year).**
- **Adjusted EBITDA and EBITDA:** R\$136.9 million and R\$125.4 million, respectively, down 7.6% and 13.6% year-over-year. The decrease was due to **one-off events in January**, such as the start of the operations of new high value-added goods in Mexico and extension of scheduled maintenance in Brazil, resulting in the postponement of volumes, increased costs and lower operating efficiency.
- **Net Profit:** R\$80.4 million, up 41.4% over 1Q18, with a net margin of 6.3%.
- **Cash Conversion Cycle:** 45 days, down 11 days year-over-year.

MAIN INDICATORS

Consolidated (R\$ thousand)

SUMMARY	1Q19	1Q18	Var. [%]
Revenues	1,281,529	1,059,196	21.0%
Cost of Goods Sold	(1,110,440)	(887,595)	25.1%
Gross Profit	171,089	171,601	-0.3%
<i>% on Revenues</i>	13.4%	16.2%	
Operating Expenses	(97,083)	(76,866)	26.3%
Other Operating Expenses	(26,784)	(14,209)	88.5%
Income before financial results	47,222	80,526	-41.4%
<i>% on Revenues</i>	3.7%	7.6%	
Financial results	13,246	(25,184)	-
Income before taxes	60,468	55,342	9.3%
<i>% on Revenues</i>	4.7%	5.2%	
Income tax and social contribution	19,974	1,550	1,188.6%
Net income	80,442	56,892	41.4%
<i>% on Revenues</i>	6.3%	5.4%	
EBITDA (CVM Inst. 527/12)	125,378	145,050	-13.6%
<i>% on Revenues</i>	9.8%	13.7%	
Adjusted EBITDA	136,947	148,272	7.6%
<i>% on Revenues</i>	10.7%	14.0%	
Average Exchange Rate (USD/BRL)	3.77	3.24	16.2%
Average Exchange Rate (EUR/BRL)	4.28	3.99	7.4%

SALES VOLUME

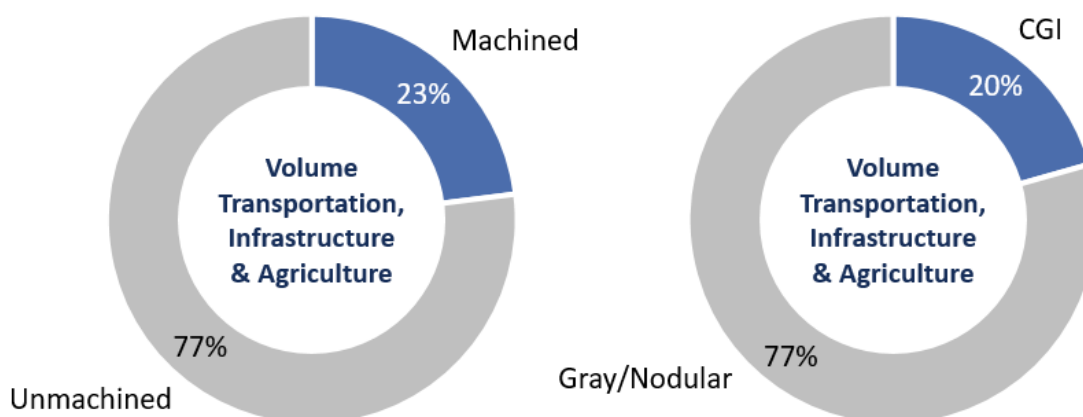
Consolidated (ton)			
	1Q19	1Q18	Var. [%]
Domestic Market	29,660	27,888	6.4%
Transportation, Infrastructure & Agriculture	26,274	24,431	7.5%
Hydraulics	3,386	3,457	-2.0%
Foreign Market	116,972	122,911	-4.8%
Transportation, Infrastructure & Agriculture	114,596	118,322	-3.1%
Hydraulics	2,377	4,589	-48.2%
Total Sales Volume	146,632	150,799	-2.8%

Despite the robust performance of our markets and high client demand, sales volume in 1Q19 was negatively affected by operational issues during January and February, resulting in lower production volumes, which fell by 2.8% over 1Q18.

- 7.5% increase in the sales of the Transportation, Infrastructure & Agriculture segment to the domestic market, especially applications used in commercial vehicles. In turn, the foreign market decreased by 3.1%, mainly due to sales in the off-road segment.
- The hydraulics segment decreased by 2.0% and 48.2% in the domestic and foreign markets, respectively, due to, among others, the reallocation of resources for the block and head operations in January, as well as temporary stops for the anticipation of security projects foreseen for the next five years.

Increased Share of CGI (Compacted Graphite Iron) and Machining

- The portfolio of the Transportation, Infrastructure & Agriculture segment had **23% of partially or fully machined goods (vs. 20% in 1Q18)**. The distribution of goods, by type of material, shows a **sales volume in vermicular iron (CGI) of 20% (14% in 1Q18)**;
- The increased share of machined and CGI goods is due to the ramp-up of projects in 2018.



REVENUES

Despite the operational issues that impacted our portfolio during the months of January and February, revenues increased by 21.0% over 1Q18, mainly due to the improved product mix, the BRL depreciation and the transfer of cost increases in raw materials over 2018.

In the domestic market, we recorded an expressive increase of 28.2% due to the revenue growth in commercial vehicles, off-road and hydraulic applications, up 53.9%, 17.2% and 9.2% respectively, mainly due to increases in volume and price adjustments.

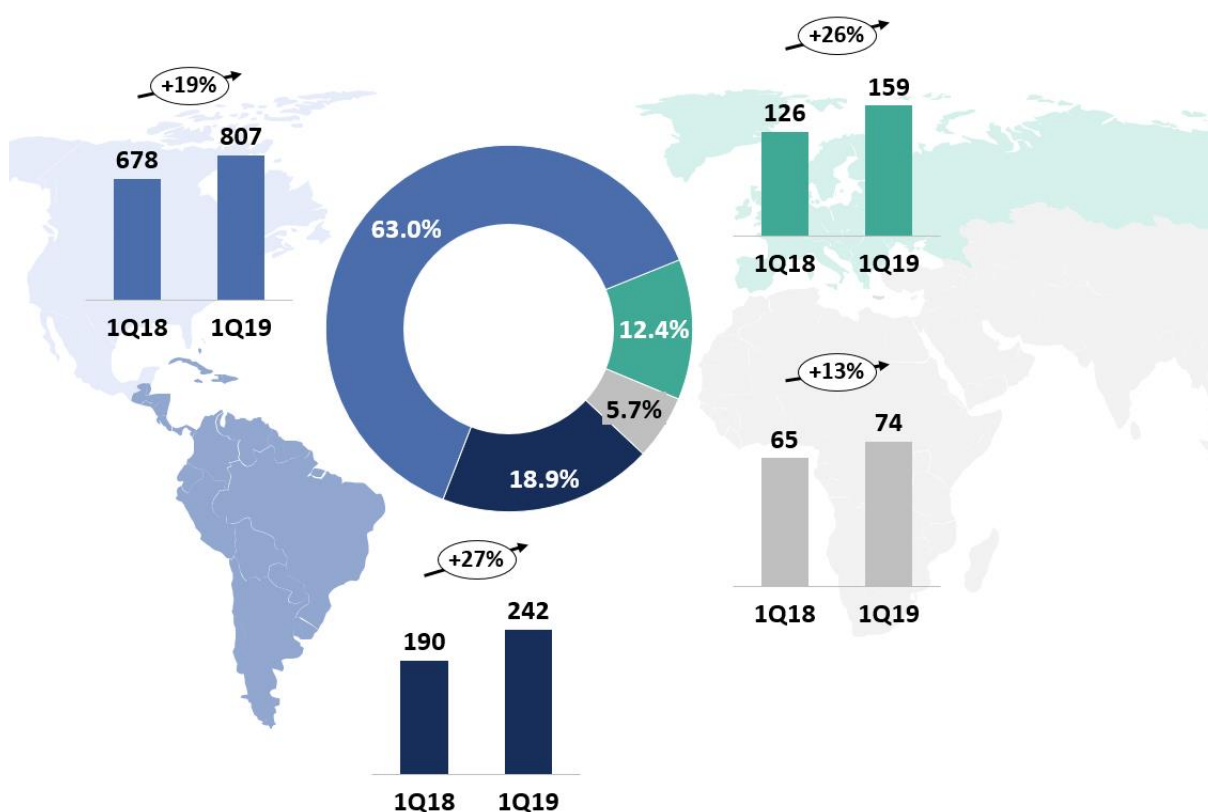
In the foreign market, net revenue increased by 19.5%, due to the revenue growth in all Transportation, Infrastructure & Agriculture segments, caused, among other factors, by the depreciation of the USD and EUR against the BRL (average exchange rates of USD/BRL 3.77 and EUR/BRL 4.28 in 1Q19 vs. USD/BRL 3.24 and EUR/BRL 3.99 in 1Q18).

Consolidated (R\$ thousand)			
	1Q19	1Q18	Var. [%]
Revenues	1,281,529	1,059,196	21.0%
Domestic Market	237,268	185,101	28.2%
Share (%)	18.5%	17.5%	
Foreign Market	1,044,261	874,095	19.5%
Share (%)	81.5%	82.5%	
Revenue per Segment	1,281,529	1,059,196	21.0%
Transportation, Infrastructure & Agriculture	1,233,695	1,007,139	22.5%
Share (%)	96.3%	95.1%	
Hydraulics	47,834	52,057	-8.1%
Share (%)	3.7%	4.9%	

Revenues by market and performance in the period

In 1Q19, 63.0% of revenues came from North America. In turn, South and Central America represented 18.9% and Europe 12.4%. The remaining 5.7% came from Asia, Africa and Oceania.

It should be noted that several clients in the US export their goods to several countries. Thus, a significant part of the sales to this region meets the global demand for commercial vehicles, machinery and equipment.



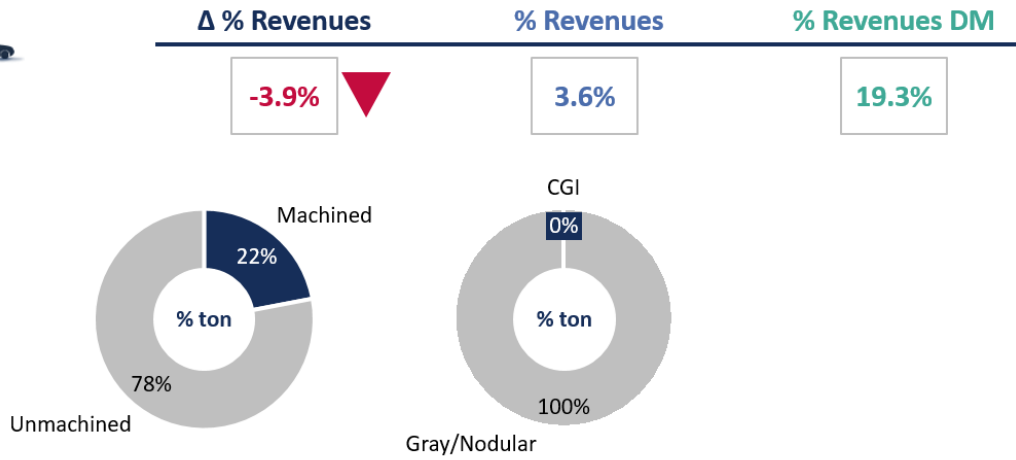
Consolidated (R\$ thousand)

	1Q19	1Q18	Var. [%]
Revenues	1,281,529	1,059,196	21.0%
Domestic Market	237,268	185,101	28.2%
Transportation, Infrastructure & Agriculture	206,372	156,802	31.6%
Passenger Cars	45,718	47,592	-3.9%
Commercial Vehicles	137,073	89,095	53.9%
Off road	23,581	20,115	17.2%
Hydraulics	30,896	28,299	9.2%
Foreign Market	1,044,261	874,095	19.5%
Transportation, Infrastructure & Agriculture	1,027,323	850,337	20.8%
Passenger Cars	116,053	97,172	19.4%
Light Commercial Vehicles	434,538	345,902	25.6%
Medium and Heavy Commercial Vehicles	196,679	151,071	30.2%
Off road	280,053	256,193	9.3%
Hydraulics	16,938	23,758	-28.7%

Note: The division between commercial and off-road vehicles considers our best inference of the same product for these two applications

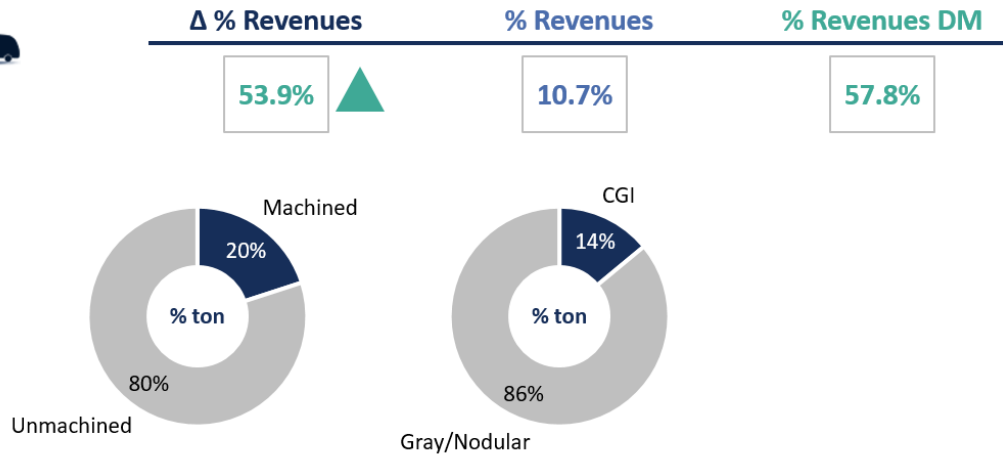
DOMESTIC MARKET (DM)

Passenger Cars



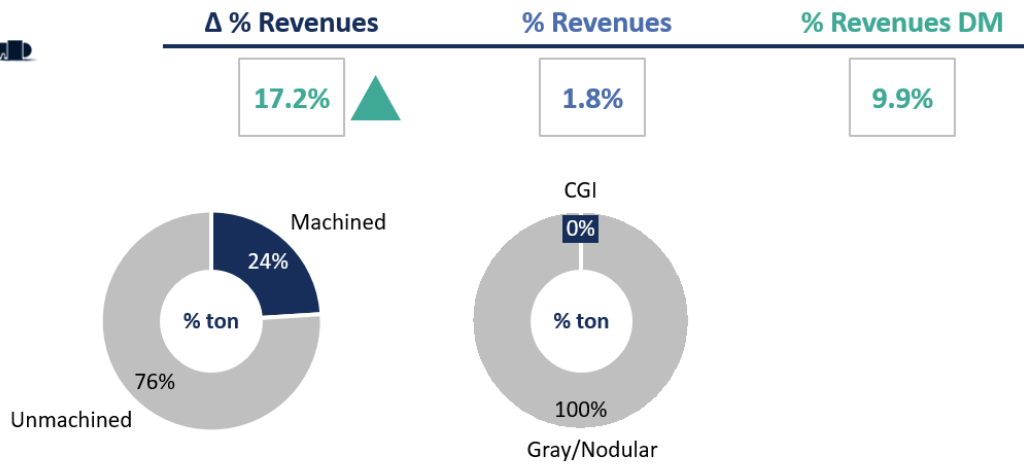
Revenues with sales for this application decreased by 3.9% year-over-year, due to the phase out of goods already included in the Company's plan.

Commercial Vehicles



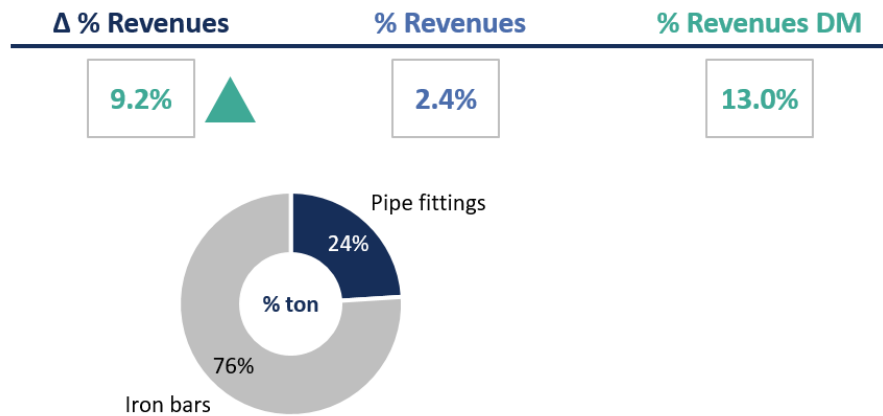
Revenues from commercial vehicle applications increased 53.9% year-over-year. We highlight indirect exports opportunities as well as an increased demand for heavy vehicles.

Off road



Tupy's revenues with sales for machinery and off-road vehicles increased 17.2% in 1Q19 due to the project phase in and opportunities in indirect exports.

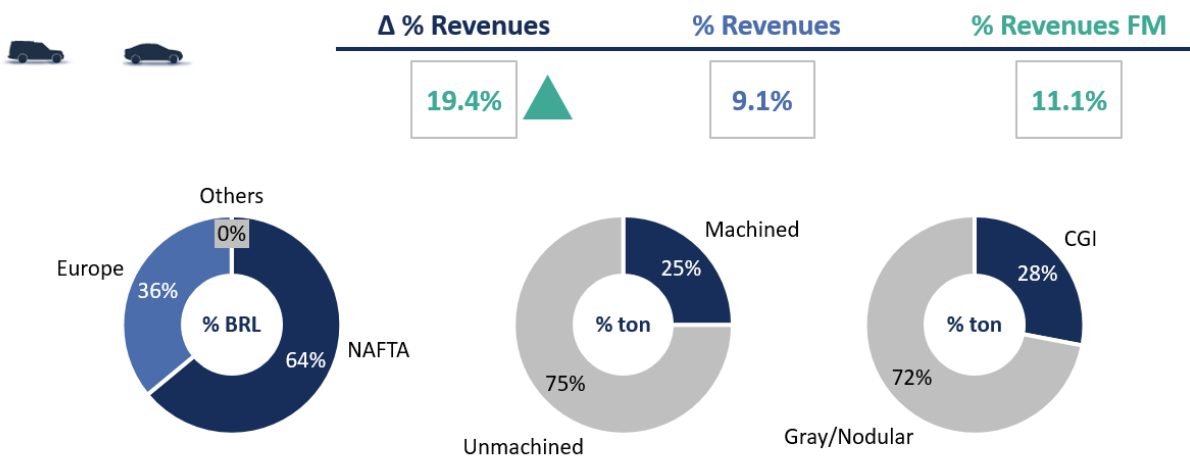
Hydraulics



In 1Q 2019, revenues with sales in the hydraulics segment increased by 9.2% over 1Q 2018. The decrease in volumes due to the temporary suspension of the production of iron bars to anticipate security projects that were expected to be carried out over the next 5 years and the reallocation of productive resources to blocks and heads business was offset by the improvement in mix over the past months.

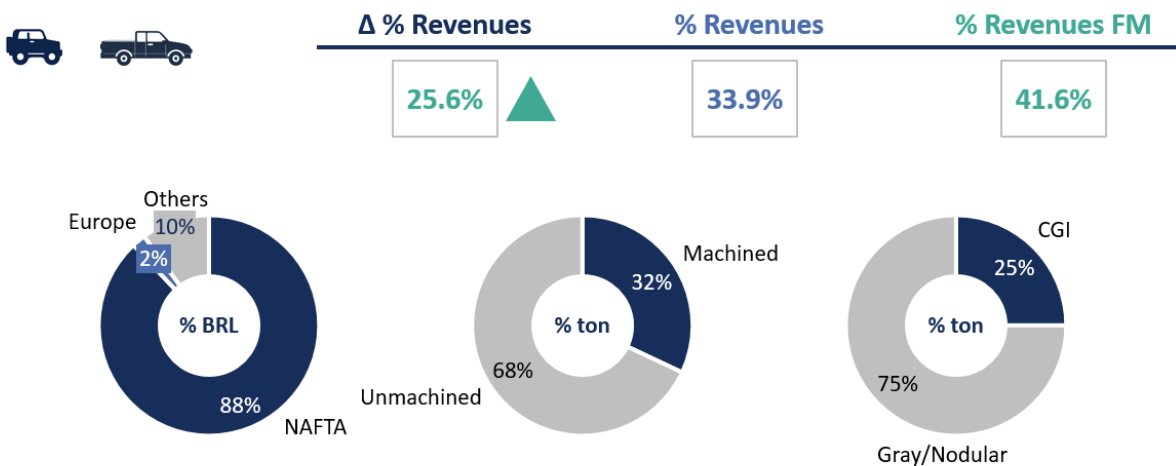
FOREIGN MARKET (FM)

Passenger cars



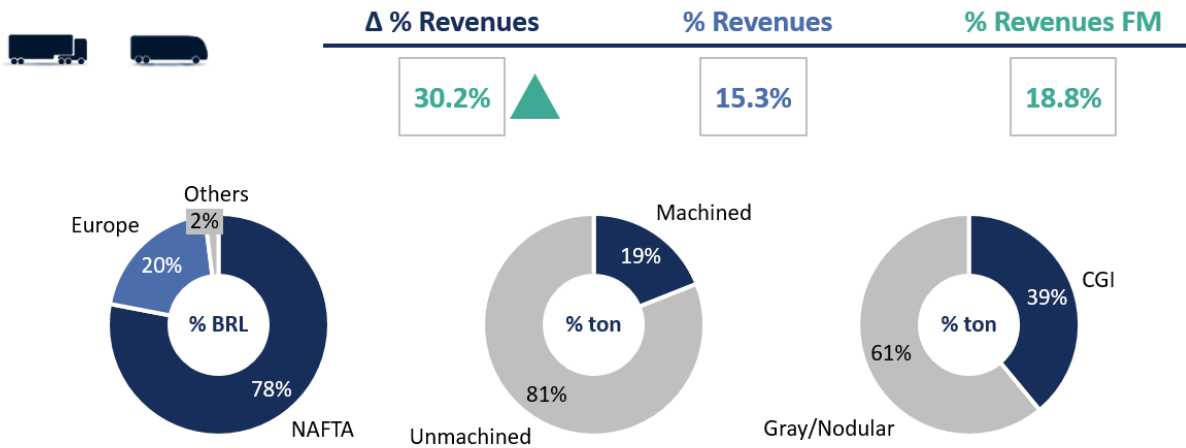
Revenues from car goods increased by 19.4% over 1Q18. In addition to the increased demand and the favorable exchange rate due to the BRL depreciation, there was a product ramp-up in the period.

Light Commercial Vehicles



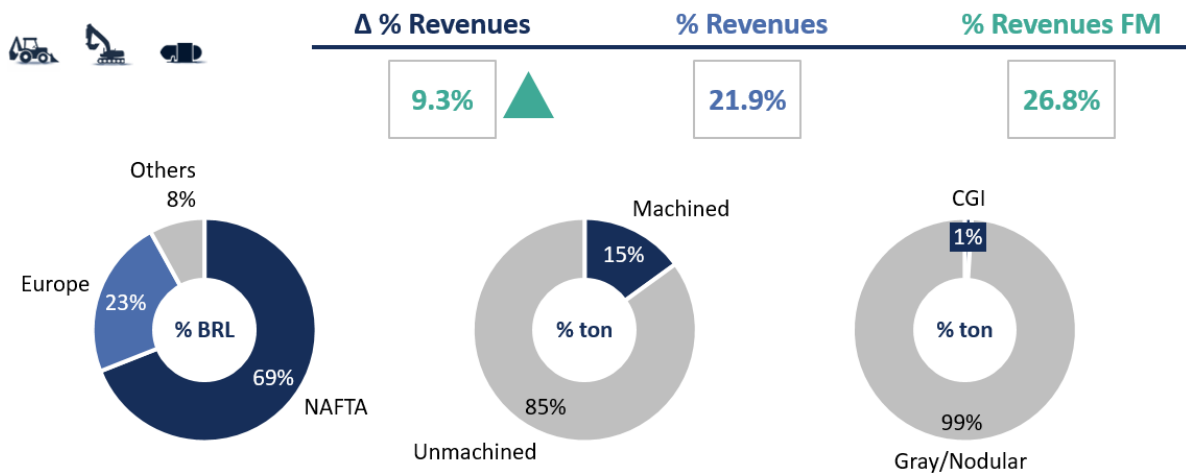
Sales for this application were positively affected in the period due to BRL depreciation, as well as the increased share of machined goods (32% vs 28% in 1Q18) and CGI goods (25% vs 18% in 1Q18), both resulting from new programs. As in previous quarters, there was a high share of pick-ups and SUVs in the US sales of “light vehicles” (70% vs. 68% in 1Q18).

Medium and Heavy Commercial Vehicles



Revenue from medium and heavy commercial vehicles is mainly due to the positive performance of the US and European markets, especially in heavy vehicle applications. As observed in light commercial vehicles, revenue growth was affected by the higher share of high value-added goods, such as machined (19% vs. 11% in 1Q18) and CGI (39% vs. 24% in 1Q18), as well as the BRL devaluation year-over-year.

Off road



Sales for off-road applications in 1Q19 grew 9.3% over 1Q 2018, and volume performance was affected by the quarter's decrease in the demand for applications used in the oil & gas and agriculture segments.

Hydraulics



Δ % Revenues

-28.7%

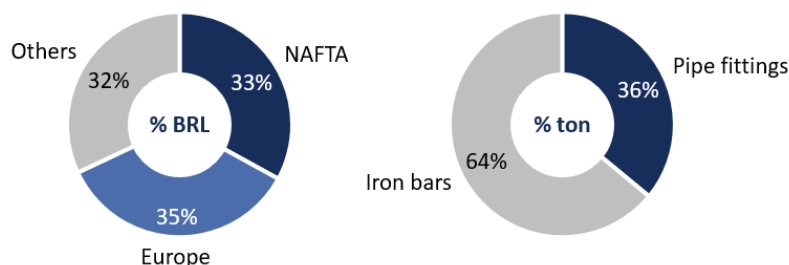


% Revenues

1.3%

% Revenues FM

1.6%



In 1Q 2019, we noticed a 28.7% decrease in net sales from pipe fittings and iron bars, due to the decreased volumes. As observed in the domestic market, this decrease was mainly due to the temporary suspension of the production of iron bars to implement security projects and the reallocation of productive resources to operate blocks and heads. In addition, the annual comparison was affected by the introduction of import quotas applied since 2018.

▽ COST OF GOODS SOLD AND OPERATING EXPENSES

Cost of goods sold (COGS) in 1Q19 totaled R\$1,110.4 million, up 25.1% over 1Q18. Operating expenses reached R\$97.1 million, representing 7.6% of the net revenue in the quarter.

	Consolidated (R\$ thousand)		
	1Q19	1Q18	Var. [%]
Revenues	1,281,529	1,059,196	21.0%
Cost of Goods Sold	(1,110,440)	(887,595)	25.1%
Raw material	(627,004)	(498,155)	25.9%
Labor, profit sharing and social benefits	(247,343)	(204,263)	21.1%
Maintenance and third parties	(98,973)	(73,077)	35.4%
Energy	(61,811)	(50,354)	22.8%
Depreciation	(59,922)	(50,482)	18.7%
Others	(15,387)	(11,264)	36.6%
Gross Profit	171,089	171,601	-0.3%
<i>% on Revenues</i>	<i>13.4%</i>	<i>16.2%</i>	
Operating Expenses	(97,083)	(76,866)	26.3%
<i>% on Revenues</i>	<i>7.6%</i>	<i>7.3%</i>	

COGS change from 1Q19 to 1Q18 was affected by the **delay of the new CGI and machining programs in Mexico**, resulting in a lower productivity (dilution of fixed costs, increased scrap and consumption

of materials). The normalization of these activities, as of March, already resulted in new operating levels in Mexico.

Regarding Brazilian operations, in January we noticed the extension of the scheduled maintenance in one of our furnaces, leading to production stops and several changes in the production process, necessary to meet the strong demand from our clients. Therefore, this resulted in higher costs with materials and logistics, as well as a lower dilution of fixed cost, given the volume losses.

These operational issues were solved within the quarter itself; the margins recorded in March margins were already in line with the Company's expectations.

The annual comparison was also affected by last year's truck-drivers' strike, such as the end of payroll tax exemption, with an impact of R\$12.0 million in the quarter. Concerning the 1Q19 results, the following can be highlighted:

- 25.9% increase in raw material costs, due to the increased prices year-over-year (including the effect of the minimum freight rate), as well as the BRL depreciation, since the raw material costs of our Mexican operations are in USD. There was also an increased consumption of more noble materials, due to the increased share of CGI and machined goods. Finally, the quarter's earnings were affected by the productivity loss in January and in part of February, due to the reasons mentioned above (new goods launched and operations readjusted);
- 21.1% increase in labor costs, mainly due to the increased headcount, especially to meet the new programs, as well as the effect of the collective bargain agreement in the annual comparison and the exchange rate change. The quarter's earnings were also affected by the end of payroll tax exemption as of September 2018;
- 35.4% increase in maintenance and third-party costs due to the start of new operations in Mexico and the maintenances at the Joinville plant, which also led to higher costs with outsourced services (temporary labor, logistics and rework);
- Increase by 22.8% in the electric power cost, due to the increased volume of CGI (electric power intensive) and machining goods, as well as the exchange rate change and the tariff increase in the annual comparison. In Brazil, we also notice a greater use of induction furnaces, given the one-time changes in the production process in January.
- R\$4.1 million increase in other costs, mainly related to investments in security and environmental matters.

Operating expenses, including administrative and commercial expenses, represented 7.6% of net revenues, reaching R\$97.1 million. This number represented a 26.3% increase over 1Q18, mainly due to higher expenses with labor, freight and exchange rate. It was also noticed the impact of the freight price table on handling finished and semi-finished goods, as were payroll taxes.

OTHER OPERATING INCOME (EXPENSES)

Other net operating expenses reached R\$26.8 million in 1Q19, over R\$14.2 million in 1Q18, up 88.5%.

	Consolidated (R\$ thousand)		
	1Q19	1Q18	Var. [%]
Depreciation of Non-Operating Assets	(223)	(173)	28.9%
Amortization of Intangible Assets	(14,992)	(10,814)	38.6%
Others	(11,569)	(3,222)	259.1%
Other Net Operating Expenses	(26,784)	(14,209)	88.5%

Expenses with intangible assets amortization increased by 38.6% due to the increased base of assets, resulting from the exchange rate and the partial impairment reversal in 4Q18, totaling R\$33.6 million.

“Others” include (i) R\$9.4 million to update/incorporate provisions (vs. R\$4.9 million in 1Q18) and (ii) R\$2.1 million to write-off property, plant and equipment and sale of useless assets (vs. revenue of R\$1.7 million in 1Q18).

The provisions are mainly related to labor matters regarding the development of lawsuits filed in the period immediately preceding the new labor law coming into effect.

NET FINANCIAL INCOME

In 1Q19, net financial income reached R\$13.2 million, over R\$25.2 million loss in 1Q18.

	Consolidated (R\$ thousand)		
	1Q19	1Q18	Var. [%]
Financial Expenses	(24,980)	(29,275)	-14.7%
Financial Revenues	25,144	11,663	115.6%
Net Monetary and Exchange Rate	13,082	(7,572)	-
Net Earnings	13,246	(25,184)	-

The decrease in financial expenses was mainly due to net amortizations in the last twelve months, totaling R\$112.0 million. In 1Q18, financial expenses were also affected by the break funding cost of the pre-payment of debts (R\$4.0 million). The year-over-year comparison was also affected by the BRL vs. USD depreciation (average exchange rate of 3.77 in 1Q19 vs. 3.24 in 1Q18), with effect on the recognition of interest of USD loans.

Increase of 115.6% in financial revenues, which reached R\$25.1 million in the quarter, with R\$13.0 million from the update of the derivative instrument used to adjust the present value of receivables from Eletrobrás, with no cash effect.

The result of the net monetary and exchange variations, totaling R\$13.1 million, are due to (i) gains with hedge operations (settlement of derivatives and mark-to-market), corresponding to revenues of R\$17.4 million in the quarter and (ii) exchange rate changes in the balance sheet accounts, with a negative impact of R\$4.3 million.

▽ EARNINGS BEFORE TAX EFFECTS AND NET PROFIT

	Consolidated (R\$ thousand)		
	1Q19	1Q18	Var. [%]
Income before tax effects	60,468	55,342	9.3%
Tax effects before foreign exchange impacts	11,367	(11,907)	-
Gains before exchange effects on the tax base	71,835	43,435	65.4%
Exchange effects on the tax base	8,607	13,457	-36.0%
Net Income	80,442	56,892	41.4%
<i>% on Revenues</i>	<i>6.3%</i>	<i>5.4%</i>	

The Company's tax effects before foreign exchange impacts reached R\$11.4 million, resulting from the difference of the expense at the rate (34%) on the earnings before tax effects and the effects of permanent additions/exclusions, highlighting the benefit of R\$34.0 million regarding the payment of interest on shareholders' equity.

The foreign exchange effect on the tax base (deferred income tax of Mexican units) is calculated in Mexican Pesos, converted from the functional currency - US Dollar -, leading to a decreased of R\$8.6 million given the Mexican Peso vs. US Dollar depreciation over 1Q19.

The net earnings from these effects reached R\$80.4 million in 1Q19, up 41.4% year-over-year.

▽ EBITDA

The above-mentioned elements combined led to an EBITDA of R\$125.4 million, down 13.6% year-over-year. EBITDA adjusted by the incorporation/ update of provisions, write-off of property, plant and equipment and sale of useless assets reached R\$136.9 million, with a 10.7% margin and a 7.6% decrease over 1Q18.

RECONCILIATION OF NET INCOME TO EBITDA	Consolidated (R\$ thousand)		
	1Q19	1Q18	Var. [%]
Net income	80,442	56,892	41.4%
(+) Net financial results	(13,246)	25,184	-
(+) Income tax and social contribution	(19,974)	(1,550)	-
(+) Depreciation and amortization	78,156	64,524	21.1%
EBITDA (CVM Inst. 527/12)	125,378	145,050	-13.6%
<i>% on Revenues</i>	<i>9.8%</i>	<i>13.7%</i>	
(+) Other net operating expenses*	11,569	3,222	259.1%
Adjusted EBITDA	136,947	148,272	-7.6%
<i>% on Revenues</i>	<i>10.7%</i>	<i>14.0%</i>	

(* Other net operating expenses are presented net of amortization and depreciation expenses.

The adjustments made to EBITDA have the purpose of removing the effect of items with less relation with the Company's business, no cash impact or non-recurring. These expenses totaled R\$11.6 million in 1Q19 and include (i) R\$9.5 million to update/incorporate provisions (vs. R\$4.9 million in 1Q18) and

(ii) R\$2.1 million to write-off property, plant and equipment and sale of useless assets (vs. revenue of R\$1.7 million in 1Q18).

Despite the strong revenue growth, EBITDA margin in 1Q19 was affected by non-recurring or beyond the control factors, mainly:

- Start of the large-scale production of high complexity and high value-added goods (CGI and machined), as well as unscheduled stops at Joinville’s operation and the resulting losses of volume and operational efficiency (described in the section “Cost of Goods Sales and Operating Expenses” of this document);
- Impact of the end of payroll exemptions and reduction of incentive to export companies (Reintegra), with impact of R\$19.9 million in the quarter.

We estimate that these combined effects impacted the quarter’s margin by 460 basis points, that is, EBITDA and Adjusted EBITDA margins would have been 14.4% and 15.3%, respectively. **It is important to emphasize that the Company’s margins were affected mainly in January but returned to historical levels in March.**

INVESTMENTS IN PROPERTY, PLANT AND EQUIPMENT AND INTANGIBLE ASSETS

Investments in property, plant and equipment, and intangible assets totaled R\$46.7 million in 1Q19.

	Consolidated (R\$ thousand)		
	1Q19	1Q18	Var. [%]
PP&E			
Strategic investments	16,680	4,490	271.5%
Maintenance and sustenance	24,326	20,742	17.3%
Environment	1,012	1,682	-39.8%
Interest and financial expenses	389	548	-29.0%
Intangible Assets			
Software	3,618	1,475	145.3%
Research and development	652	727	-10.3%
Total	46,678	29,664	57.4%
<i>% on Revenues</i>	<i>3.6%</i>	<i>2.8%</i>	

The increase in investments is due to development and launching of CGI and machining projects, and to initiatives to increase productivity; as well as renovations and projects related to the environment and safety at work.

WORKING CAPITAL

	Consolidated (R\$ thousand)				
	1Q19	4Q18	3Q18	2Q18	1Q18
Balance Sheet					
Accounts Receivables	813,127	688,495	754,026	783,072	689,706
Inventories	513,142	523,623	486,753	467,613	426,933
Accounts Payable	677,581	621,292	576,245	550,562	504,302
Sales outstanding [days]	59	52	60	68	64
Inventories outstanding [days]	44	47	47	49	48
Payables outstanding [days]	58	56	55	57	56
Cash Conversion Cycle [days]	45	43	52	60	56

There was a significant improvement (11 days) in working capital year-over-year (1Q18). The main working capital lines had the following changes:

- R\$123.4 million increase in accounts receivable, down 5 days for sales. This increase is mainly due to the change in the payment term of clients.
- R\$86.2 million increase in inventories, down 4 days (over the cost of goods sold);
- R\$173.3 million in accounts payable, up 2 days, due to several actions promoted to extend the payment term with the current suppliers.

CASH FLOW

	Consolidated (R\$ thousand)		
CASH FLOW SUMMARY	1Q19	1Q18	Var. [%]
Cash at the beginning of period	713,733	865,368	-17.5%
Cash from Operating Activities	(6,161)	6,013	-
Cash used in Investments	(41,396)	(25,107)	64.9%
Cash used in Financing Activities	(131,356)	(354,084)	-62.9%
Effect of the Exchange Rate on Cash	(2,431)	2,505	-
Increase (decrease) in cash	(181,344)	(370,673)	-51.1%
Cash at the end of period	532,389	494,695	7.6%

In 1Q19, the Company used R\$6.2 million from operating activities, vs R\$6.0 million generation in 1Q18. It should be noted that the result in the previous year was positively affected by the tax refund of the Mexican subsidiary (VAT), which will occur in the 2Q19, as well as the receipt of tooling values from our customers.

Regarding investment activities, R\$41.4 million was used in 1Q19, up 64.9% year-over-year, due to new programs developed and implemented in high value-added products and operational efficiency.

Regarding financing activities, in 1Q19 the Company used R\$131.4 million, due to the payment of dividends and interest on shareholders' equity, totaling R\$127.7 million. The 62.3% decrease in cash consumption year-over-year is due to the pre-payment of debts, totaling R\$291.1 million, in 1Q18.

These factors combined, plus the exchange rate change on the cash position, led to R\$181.3 decrease in cash and equivalents in the quarter. Thus, we closed the 1Q 2019 with a balance of R\$532.4 million.

INDEBTEDNESS

The Company closed the 1Q19 with net indebtedness of R\$889.7 million, i.e., the net debt/Adjusted EBITDA ratio for the LTM was 1.34.

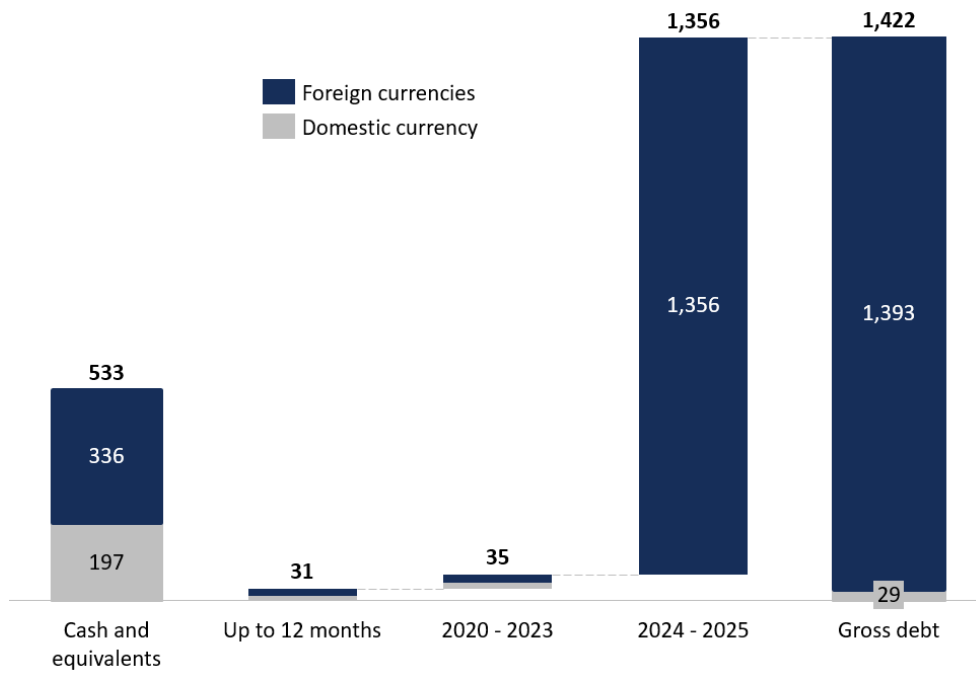
Liabilities in foreign currency represent 98.2% of the total (2% of the short-term and 98% of the long-term), and 1.8% of the indebtedness is in BRL (39% of the short-term and 61% of the long-term). Regarding the cash balance, 36.9% are in BRL and 63.1% in foreign currency.

	Consolidated (R\$ thousand)				
INDEBTEDNESS	1Q19	4Q18	3Q18	2Q18	1Q18
Short-Term*	31,008	47,591	123,278	156,912	131,021
Long-Term	1,391,251	1,359,492	1,405,145	1,354,399	1,170,223
Gross debt	1,422,259	1,407,083	1,528,423	1,511,311	1,301,244
Cash and Cash Equivalents**	532,520	724,545	746,592	614,105	494,909
Net debt	889,739	682,538	781,831	897,206	806,335
Gross Debt/Adjusted EBITDA	2.14x	2.08x	2.32x	2.42x	2.37x
Net Debt/Adjusted EBITDA	1.34x	1.01x	1.19x	1.44x	1.47x

* Includes Derivative Financial Instruments

† Includes investments

The Company's indebtedness profile is as follows:



All amounts in R\$ million.

▾ DIVIDEND PAYMENT

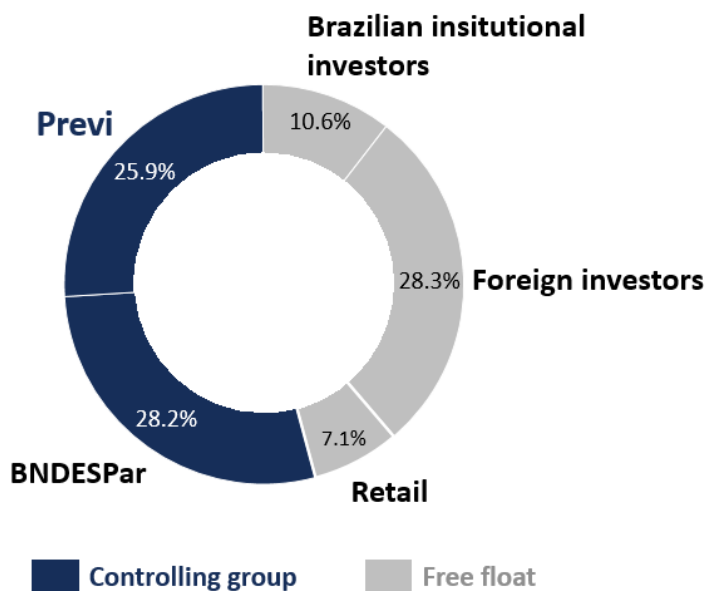
The distribution of dividends was approved today, in the amount of R\$25.0 million with payment to be made on June 18, 2019.

This amount, added to the R\$100.0 million paid as interest on equity on March 28, 2019, corresponds to a dividend yield of 4.9%, based on the share prices on May 13, 2019.

Distribution of additional amounts throughout the year will be analyzed on a quarterly basis, taking into consideration a series of financial and operational indicators, such as: (i) current and expected leverage in the period; (ii) expected cash flow generation; (iii) debt profile and cash position; and (iv) minimum cash policy, in addition to opportunities the execution of strategic projects and M&A transactions, once we are actively seeking for business opportunities.

OWNERSHIP STRUCTURE

Tupy's ownership structure as of March 31, 2019 was as follows:



EXECUTIVE OFFICER'S STATEMENT

In compliance with the provisions established under Article 25 of CVM Instruction No. 480, of December 7, 2009, Tupy S.A.'s Executive Board declares that it has reviewed, discussed and agreed with the opinion presented in the Independent Auditor's Report on the Quarterly Financial Report, issued on this date, and with the Quarterly Financial Report of March 31, 2019.

Attachment I – Commercial vehicle production and sales in Brazil

	(Units)		
	1Q19	1Q18	Var. (%)
Production			
Trucks			
Semi-light	247	438	-43.6%
Light	4,633	4,779	-3.1%
Medium	1,121	1,407	-20.3%
Semi-heavy	5,693	6,930	-17.8%
Heavy	13,067	10,880	20.1%
Total trucks	24,761	24,434	1.3%
Buses	6,116	6,886	-11.2%
Commercial vehicles	30,877	31,320	-1.4%
Sales			
Trucks			
Semi-light	659	540	22.0%
Light	2,575	2,794	-7.8%
Medium	2,190	1,303	68.1%
Semi-heavy	4,626	3,194	44.8%
Heavy	10,682	6,397	67.0%
Total trucks	20,732	14,228	45.7%
Buses	4,680	2,758	69.7%
Commercial vehicles	25,412	16,986	49.6%
Exports			
Trucks			
Semi-light	24	172	-86.0%
Light	611	1,451	-57.9%
Medium	161	341	-52.8%
Semi-heavy	845	2,854	-70.4%
Heavy	878	2,513	-65.1%
Total trucks	2,519	7,331	-65.6%
Buses	2,080	2,473	-15.9%
Commercial vehicles	4,599	9,804	-53.1%

Source: ANFAVEA

Attachment II – Production and sales of light and commercial vehicles in foreign markets

	(Units)		
	1Q19	1Q18	Var. (%)
North America			
Production			
Passenger cars	1,222,452	1,348,910	-9.4%
Light commercial vehicles – Class 1-3	3,013,618	3,073,512	-1.9%
% Light commercial vehicles	71.1%	69.5%	+1.6p.p.
Light Duty – Class 4-5*	11,463	12,679	-9.6%
Medium Duty – Class 6-7*	26,277	23,053	14.0%
Heavy Duty – Class 8	89,305	73,056	22.2%
Medium & Heavy Duty¹	127,045	108,788	16.8%
United States			
Sales			
Passenger cars	1,194,951	1,339,528	-10.8%
Light commercial vehicles – Class 1-3	2,794,517	2,783,529	0.4%
% Light commercial vehicles	70.0%	67.5%	+2.5p.p.
Light Duty – Class 4-5	11,146	12,109	-8.0%
Medium Duty – Class 6-7	11,696	12,226	-4.3%
Heavy Duty – Class 8	22,845	19,398	17.8%
Medium & Heavy Duty¹	45,687	43,733	4.5%
Europe			
Sales			
Passenger cars	4,032,881	4,171,941	-3.3%

Source: Automotive News; Bloomberg; ACEA

*Note: data for march had not been released until the publication of this document.

Attachment III – Production and sales of agricultural machinery in global markets

	(Units)		
	1Q19	1Q18	Var. (%)
Production			
Americas			
Brazil	10,816	12,000	-9.9%
Sales			
Americas			
Brazil	9,293	7,523	23.5%
United States and Canada	49,909	47,594	4.9%
Europe			
Germany	9,575	7,229	32.5%
United Kingdom	2,667	2,932	-9.0%

Source: ANFAVEA; Bloomberg; AEM