

TUPY - Global market leader in castings

A free translation of the original in Portuguese



3Q16 Highlights

Additional Payment of Interest on Equity and Margin Recovery

Conference Call

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Portuguese/English

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Dial in Brazil: +55 11 3193-1001

Dial in Brazil: +55 11 2820-4001

Dial in USA: +1 786 924-6977

Toll Free USA: + 1 888 700-0802

Code: Tupy

Website: www.tupy.com.br/ri

Investor Relations

Thiago Fontoura Struminski
VP Finance and Administration
Investor Relations Officer

Hugo Zierth
IR Manager

dri@tupy.com.br
+55 (11) 2763-7844

- **Interest on Equity:** Additional payment of R\$25.0 million, in addition to R\$75 million previously announced, i.e., we paid a total of R\$100.0 million (FY 2016), corresponding to a dividend yield of approximately 5.3%.
- **Sales Volume:** 118.6 thousand tons, down 2.4% from 3Q15. In 9M16, we sold 367.8 thousand tons, down 6.2% year-over-year.
- **Revenue:** R\$763.0 million in 3Q16, a year-over-year decrease of 10.9% mainly due to the rise of the BRL against the USD. In 9M16, revenues totaled R\$2,473.6 million, 3.2% down on 9M15.
- **Adjusted EBITDA:** R\$99.6 million, equivalent to 13.1% of revenues in 3Q16. EBITDA margin and Adjusted EBITDA margin picked up 280 and 170 percentage points respectively against 2Q16.
- **Net Income:** R\$9.0 million, or 1.2% of revenues. The R\$2.5 million net loss in 9M16 was caused mainly by the R\$28.8 million loss in 2Q16.

*Except where recorded otherwise, the comparisons with percentage changes are based on the same periods of 2015 (3Q16 vs. 3Q15 and 9M16 vs. 9M15)

MAIN INDICATORS

Consolidated (R\$ thousand)						
SUMMARY	3Q16	3Q15	Var. [%]	9M16	9M15	Var. [%]
Revenues	763,047	855,915	-10.9%	2,473,571	2,555,074	-3.2%
Cost of goods sold	(655,917)	(703,998)	-6.8%	(2,108,930)	(2,057,269)	2.5%
Gross profit	107,130	151,917	-29.5%	364,641	497,805	-26.8%
<i>% on revenues</i>	14.0%	17.7%		14.7%	19.5%	
Operating expenses	(61,798)	(64,191)	-3.7%	(198,880)	(183,715)	8.3%
Other net operating expenses	(23,492)	(26,481)	-11.3%	(85,521)	(61,722)	38.6%
Income before financial results	21,840	61,245	-64.3%	80,240	252,368	-68.2%
<i>% on revenues</i>	2.9%	7.2%		3.2%	9.9%	
Net financial result	(10,970)	15,809		(45,677)	36,856	
Net income before income taxes	10,870	77,054	-85.9%	34,563	289,224	-88.0%
<i>% on revenues</i>	1.4%	9.0%		1.4%	11.3%	
Income tax and social contribution	(1,869)	(16,686)	-88.8%	(37,034)	(106,857)	-65.3%
Net income	9,001	60,368	-85.1%	(2,471)	182,367	
<i>% on revenues</i>	1.2%	7.1%		-0.1%	7.1%	
EBITDA (according to Inst. CVM 527/12)	93,599	131,493	-28.8%	301,731	451,892	-33.2%
<i>% on revenues</i>	12.3%	15.4%		12.2%	17.7%	
Adjusted EBITDA	99,632	136,956	-27.3%	330,176	457,822	-27.9%
<i>% on revenues</i>	13.1%	16.0%		13.3%	17.9%	
Average exchange rate (R\$ /US\$)	3.242	3.671	-11.7%	3.507	3.226	8.7%
Average exchange rate (R\$ /EUR)	3.626	4.087	-11.3%	3.904	3.582	9.0%

 SALES VOLUME

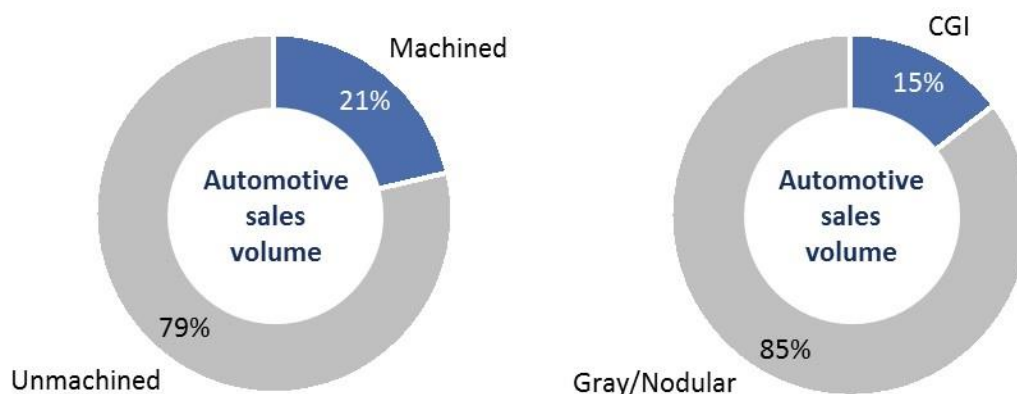
Consolidated (tons)						
	3Q16	3Q15	Var. [%]	9M16	9M15	Var. [%]
Domestic market	26,274	27,892	-5.8%	76,248	95,212	-19.9%
Automotive	21,966	24,182	-9.2%	62,998	80,758	-22.0%
Hydraulics	4,308	3,710	16.1%	13,250	14,454	-8.3%
Foreign market	92,370	93,666	-1.4%	291,571	297,003	-1.8%
Automotive	88,569	90,595	-2.2%	281,350	285,793	-1.6%
Hydraulics	3,801	3,071	23.8%	10,221	11,210	-8.8%
Total sales volume	118,644	121,558	-2.4%	367,819	392,215	-6.2%

Our sales volume shrank by 2.4% year-over-year in 3Q16, mainly due to the following factors:

- Decrease of automotive sales in the domestic market;
- Changes in inventories due to customer's scheduled downtime and;
- Deterioration of the global market for off-road equipment.

In contrast, sales of components for passenger cars rose in the foreign market, driven by the ramp-up of new projects.

The automotive product portfolio was comprised of 21% of partly/fully machined products (vs. 18% in 3Q15). The breakdown of automotive products by type of material shows CGI (Compacted Graphite Iron) accounted for 15% of total sales (vs. 17% in 3Q15). Sales fell year-over-year mainly because customers built inventories in 2015.



 **REVENUE**

Revenues dropped by 10.9% year-over-year in 3Q16.

Domestic sales increased by 2.2% due to specific sales opportunities and early purchases by some customers.

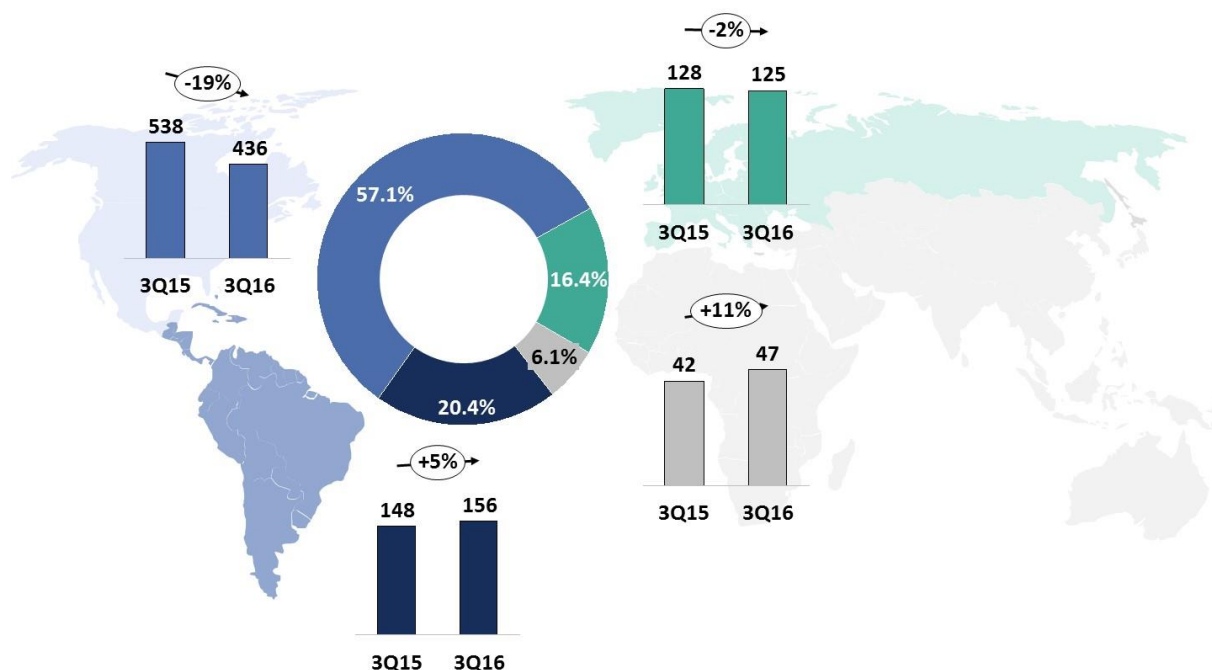
On the other hand, revenues declined by 13.4% in the foreign market, primarily owing to:

- A 1.4% fall in the sales volume due to the performance of the segments of light commercial vehicles and medium and heavy trucks, and
- An 11.7% rise of the BRL against the USD (R\$3.242/US\$ on average in 3Q16 vs. R\$3.671/US\$ in 3Q15), with a negative impact on the foreign market.

Consolidated (R\$ thousand)						
	3Q16	3Q15	Var. [%]	9M16	9M15	Var. [%]
Revenues by market	763,047	855,915	-10.9%	2,473,571	2,555,074	-3.2%
Domestic market	144,849	141,701	2.2%	423,895	498,726	-15.0%
<i>% share</i>	19.0%	16.6%		17.1%	19.5%	
Foreign market	618,198	714,214	-13.4%	2,049,676	2,056,348	-0.3%
<i>% share</i>	81.0%	83.4%		82.9%	80.5%	
Revenue by segment						
Automotive	713,282	813,256	-12.3%	2,324,354	2,398,473	-3.1%
<i>% share</i>	93.5%	95.0%		94.0%	93.9%	
Hydraulics	49,765	42,659	16.7%	149,217	156,601	-4.7%
<i>% share</i>	6.5%	5.0%		6.0%	6.1%	

Revenues by market and performance in the period

In the reporting period, 57.1% of revenues came from North America. In turn, South and Central America accounted for 20.4% and Europe for 16.4% whereas the remaining 6.1% came from Asia, Africa and Oceania.



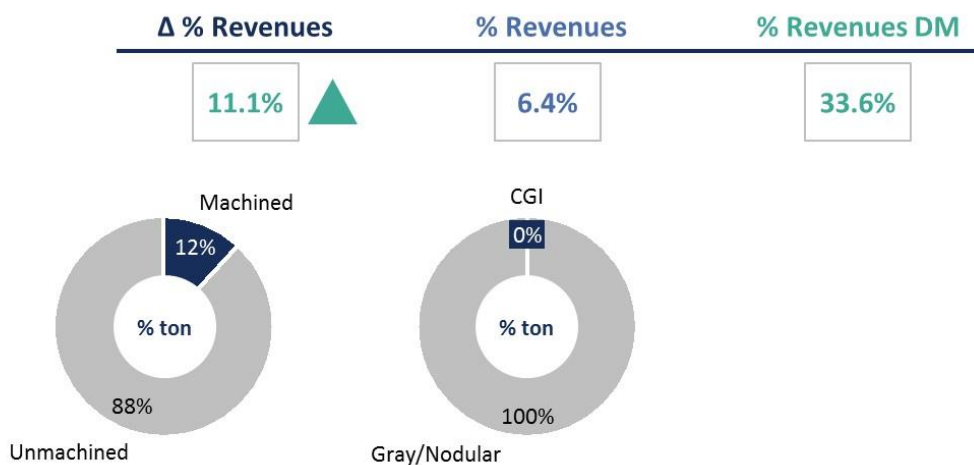
Consolidated (R\$ thousand)

	3Q16	3Q15	Var. [%]	9M16	9M15	Var. [%]
Revenues	763,047	855,915	-10.9%	2,473,571	2,555,074	-3.2%
Domestic market	144,850	141,701	2.2%	423,896	498,726	-15.0%
Automotive	115,717	115,513	0.2%	332,558	400,464	-17.0%
Passenger car	48,621	43,782	11.1%	118,621	148,610	-20.2%
Commercial vehicles	52,214	59,142	-11.7%	170,541	207,579	-17.8%
Off-road	14,882	12,589	18.2%	43,396	44,275	-2.0%
Hydraulics	29,133	26,188	11.2%	91,338	98,262	-7.0%
Foreign market	618,197	714,214	-13.4%	2,049,675	2,056,348	-0.3%
Automotive	597,564	697,743	-14.4%	1,991,795	1,998,009	-0.3%
Passenger car	122,548	115,257	6.3%	406,188	346,838	17.1%
Light commercial vehicles	213,005	261,609	-18.6%	717,666	689,138	4.1%
Medium and heavy commercial vehicles	105,529	152,147	-30.6%	352,093	390,767	-9.9%
Off-road	156,481	168,730	-7.3%	515,849	571,266	-9.7%
Hydraulics	20,633	16,471	25.3%	57,880	58,339	-0.8%

Note: in some cases, the same Tupy product is used in passenger cars and commercial vehicles, or off-road; therefore, it is not possible to measure their application precisely. Thus, we adopt assumptions of division between applications, considering our best inference.

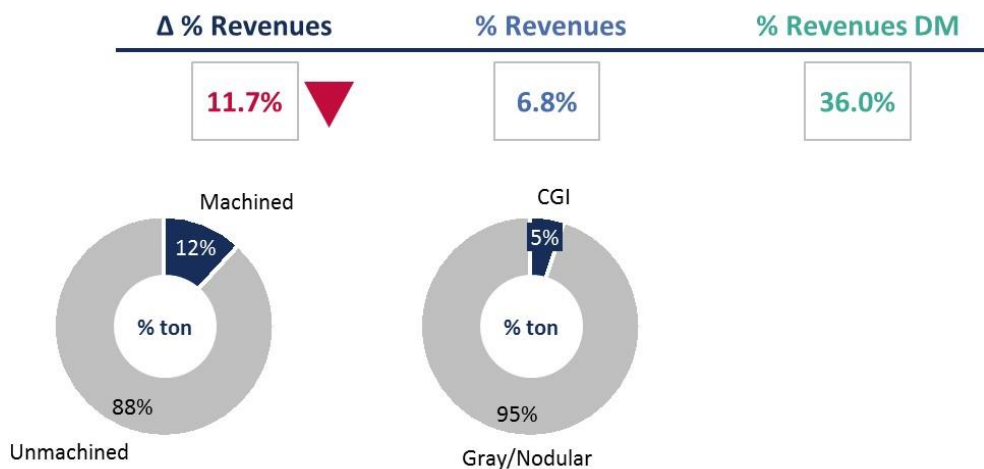
DOMESTIC MARKET (DM)

Passenger cars



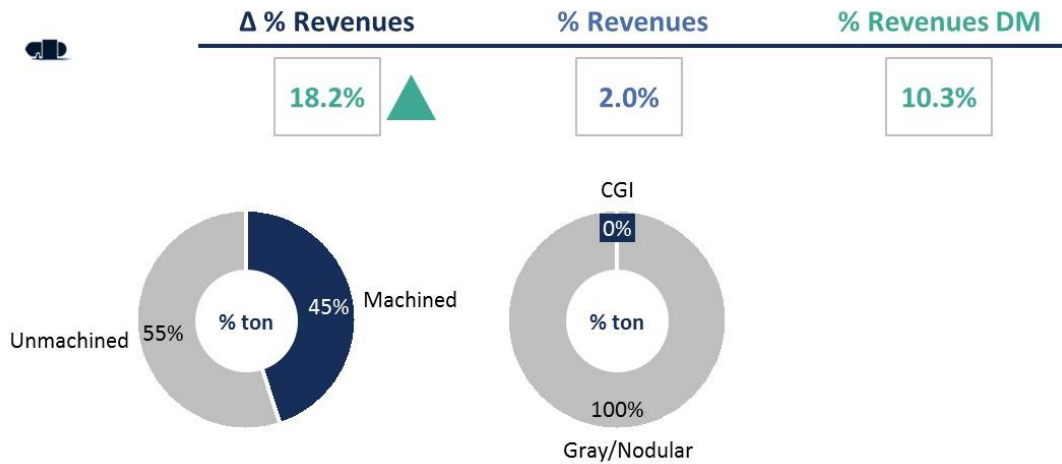
Even though the market shrank, revenues from sales of components for passenger cars rose by 11.1% year-over-year in 3Q16. This increase resulted from specific sales opportunities (indirect exports) and early purchases by some customers.

Commercial Vehicles



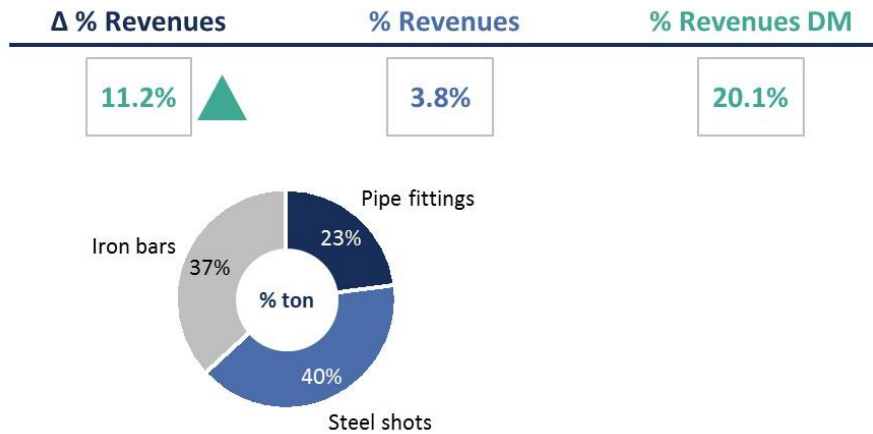
The retraction of freight demanding sectors (retail, manufacturing, civil construction and agriculture) hurt the sales of commercial vehicles in Brazil. In addition, some of our major customers scheduled shutdowns for the period. As a result, sales revenues in the commercial vehicle segment dropped by 11.7% year-over-year in 3Q16.

Off-road



The farming machinery market remains weak in Brazil. However, Tupy's revenues grew 18.2% in 3Q16, driven by our product mix and new businesses.

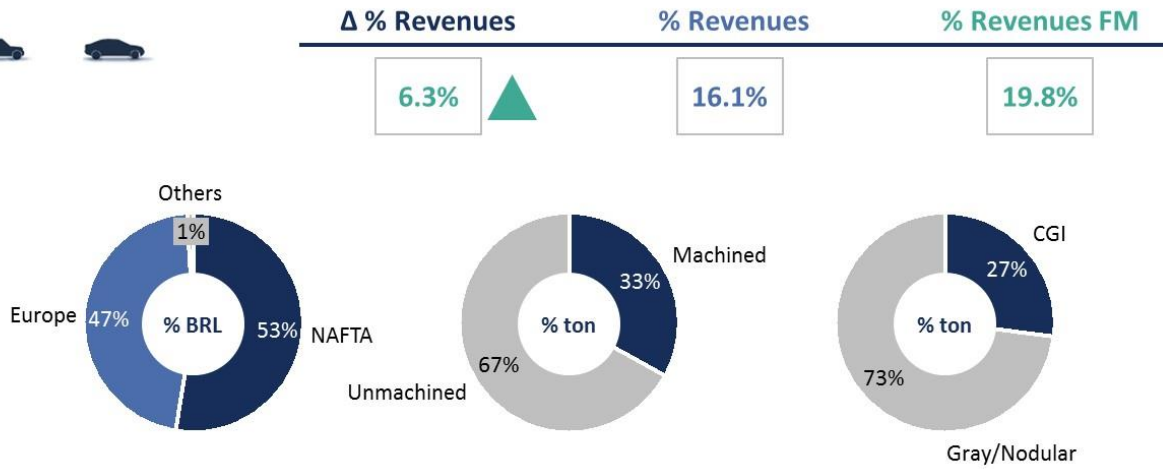
Hydraulics



Sales revenues in the segment of hydraulic products climbed by 11.2% in 3Q16 against 3Q15. It is worth noting this comparison is based on a weaker year-ago quarter since some customers accelerated their orders in 2Q15 due to the implementation of the new ERP platform.

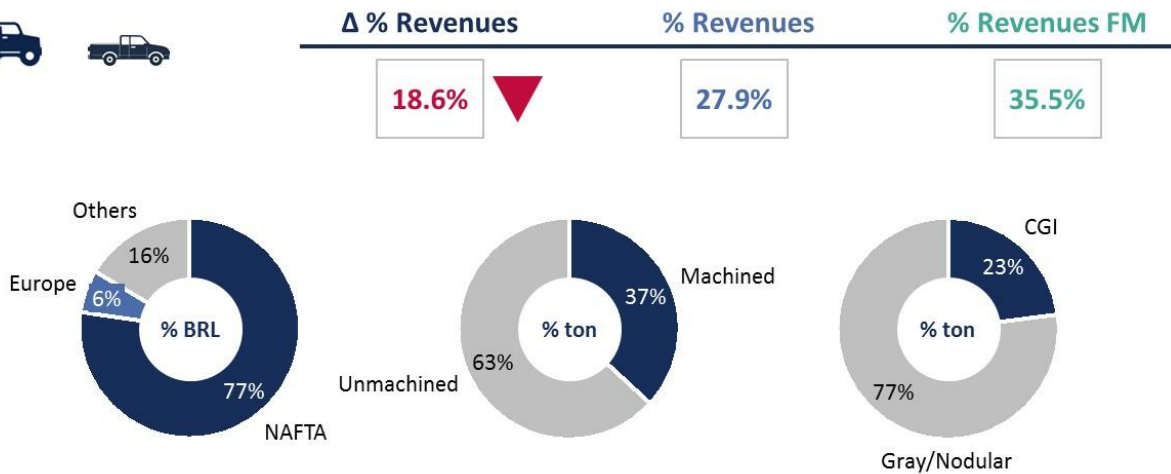
FOREIGN MARKETS (FM)

Passenger Cars



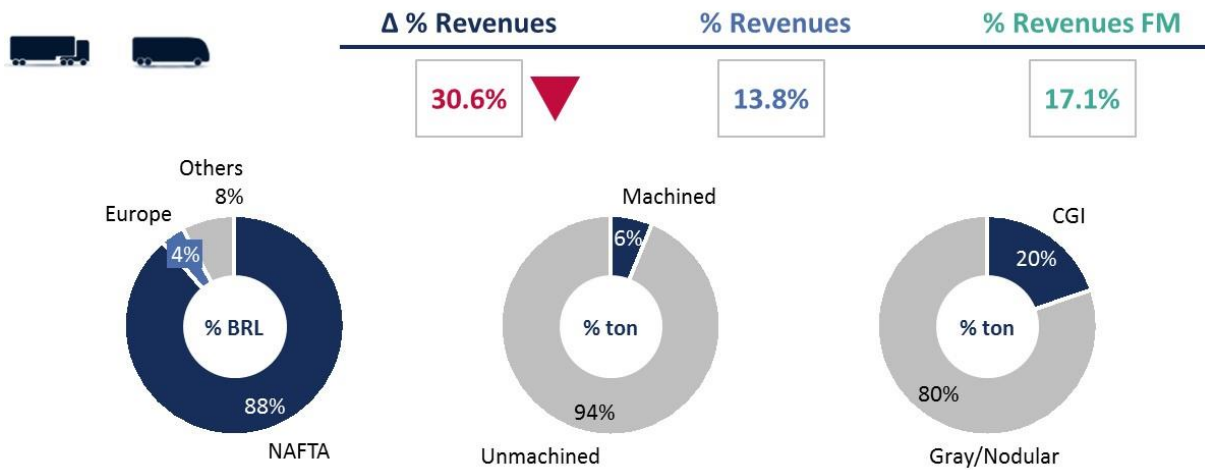
Even though passenger car sales declined, revenues from sales of components for this type of vehicle climbed by 6.3% primarily due to the ramp-up of new projects.

Light Commercial Vehicles



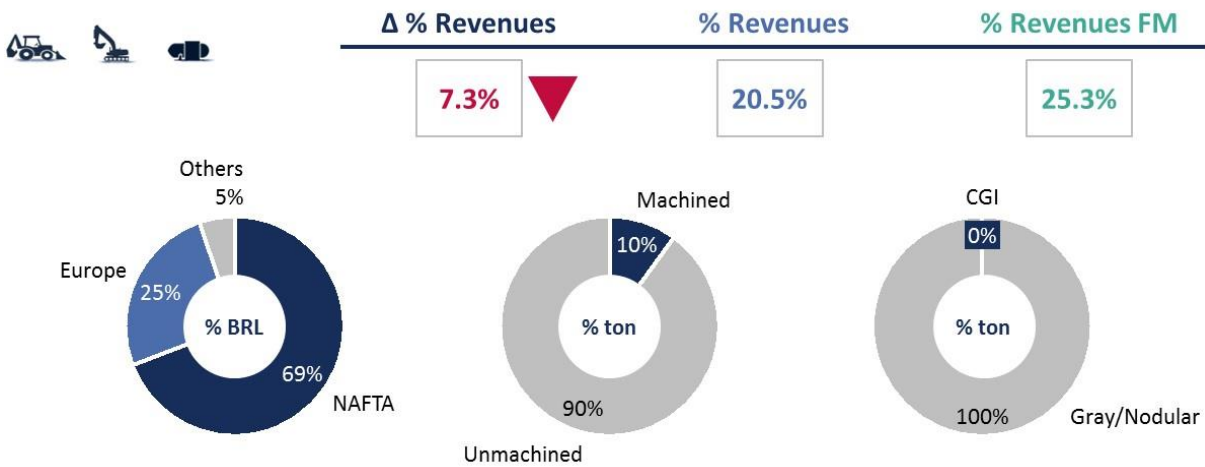
Revenues in this segment slumped by 18.6% because of scheduled shutdowns at some customers and a less favorable basis for comparison since some clients built inventory.

Medium and Heavy Commercial Vehicles



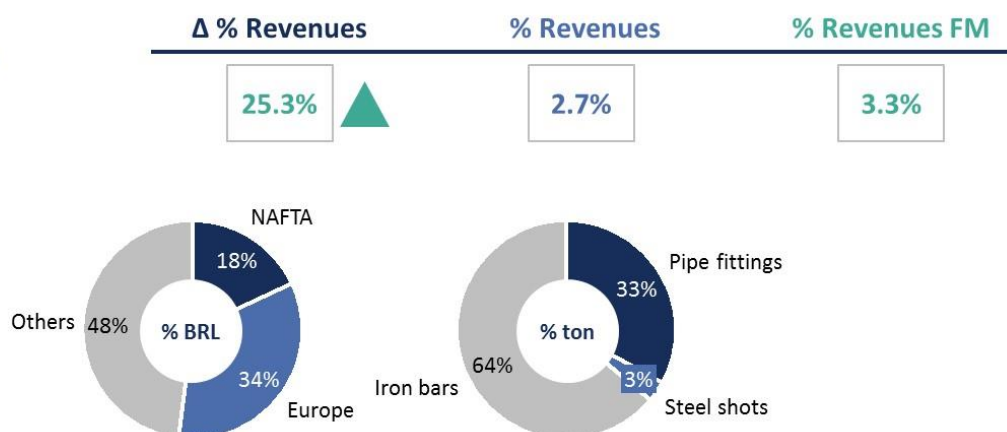
Despite positive sales performance of Class 4-7 trucks in North America markets, revenues plummeted 30.6% year-over-year during the quarter. Just as in the case of light commercial vehicles, comparison basis was affected by customers adjusting their inventories during 3Q15 and scheduled shutdowns in 3Q16.

Off-road



The long-term demand and current main commodity prices helped make customers cautious about investing in heavy machinery – especially in the mining, oil & gas and heavy construction industries. Although the farming industry uses equipment intensively, there are still no signs farmers will start renewing their fleets any time soon. In addition, dealerships have a large number of semi-new and inventory vehicles, and this slows the recovery of demand. Therefore, revenues from sales of Tupy’s products in the off-road segment fell by 7.3% year-over-year in 3Q16.

Hydraulics



In 3Q16, revenues from sales of pipe fittings, steel shots iron bars in foreign markets soared by 25.3%, mainly due to a more favorable basis for comparison since deliveries of connections were accelerated in 2Q15 due to the implementation of the ERP.

COST OF GOODS SOLD AND OPERATING EXPENSES

The cost of goods sold (CoGS) amounted to R\$655.9 million in 3Q16, 6.8% down on 3Q15, with gross margin of 14.0%. In 9M16, CoGS totaled R\$2,109.0 million, with 14.7% gross margin.

Consolidated (R\$ thousand)						
	3Q16	3Q15	Var. [%]	9M16	9M15	Var. [%]
Revenues	763,047	855,915	-10.9%	2,473,571	2,555,074	-3.2%
Cost of goods sold	(655,917)	(703,998)	-6.8%	(2,108,930)	(2,057,269)	2.5%
Raw material*	(321,431)	(357,991)	-10.2%	(1,035,013)	(1,044,798)	-0.9%
Labor	(138,589)	(164,228)	-15.6%	(457,481)	(474,688)	-3.6%
Energy*	(47,876)	(49,162)	-2.6%	(153,959)	(141,547)	8.8%
Maintenance materials*	(65,817)	(55,770)	18.0%	(214,573)	(167,349)	28.2%
Depreciation	(51,361)	(48,151)	6.7%	(155,401)	(140,688)	10.5%
Others	(30,843)	(28,696)	7.5%	(92,503)	(88,199)	4.9%
Gross profit	107,130	151,917	-29.5%	364,641	497,805	-26.8%
<i>% on revenues</i>	<i>14.0%</i>	<i>17.7%</i>		<i>14.7%</i>	<i>19.5%</i>	
Operating expenses	(61,798)	(64,191)	-3.7%	(198,880)	(183,715)	8.3%

*We reclassified some costs among the raw materials, energy and maintenance materials accounts so they would accurately describe the different production processes.

The 3T16 COGS variation versus the same quarter of 2015 is explained by the following:

- A 10.2% drop in raw material costs owing to a decrease in production, newly introduced cost reduction measures and the rise of the BRL against the USD;

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- A 15.6% drop in labor costs – mainly resulting from the decrease in production, from initiatives we developed to optimize our structure and changes in our profit sharing program. As of this quarter, we will be reporting labor and profit sharing costs jointly so personnel costs can be compared more effectively;
- A 2.6% decline in energy expenses due to lower production and lower energy prices in Mexico;
- Maintenance material costs and consumption rose by 18.0% mainly due to increased production of more complex blocks in Mexico, which required us to make specific adjustments in finishing and machining equipment;
- 6.7% higher depreciation costs (non-cash) due to new equipment going into service;
- Other costs climbed by 7.5% owing to the effect of inflation on service expenses and outsourced production activities.

Operating expenses fell by 3.7% primarily due to lower personnel expenses. In 9M16, expenses totaled R\$198.8 million, up 8.3% year-over-year.

OTHER NET OPERATING EXPENSES

Other net operating expenses amounted to R\$23.5 million in 3Q16, a year-over-year decrease of 11.3% resulting from a decrease in amortization of intangible assets.

Consolidated (R\$ thousand)

	3Q16	3Q15	Var. [%]	9M16	9M15	Var. [%]
Depreciation of non-operating assets	(188)	(500)	-62.4%	(1,027)	(1,702)	-39.7%
Amortization of intangible assets	(17,271)	(20,518)	-15.8%	(56,049)	(54,090)	3.6%
Other	(6,033)	(5,463)	10.4%	(28,445)	(5,930)	379.7%
Other net operating expenses	(23,492)	(26,481)	-11.3%	(85,521)	(61,722)	38.6%

In 9M16, net operating expenses totaled R\$85.5 million, 38.6% higher than in 9M15. This rise is primarily connected with unserviceable fixed assets written off, as well as the difference between the book value and the sale price of assets sold, both effects recorded mainly in 2Q16.

NET FINANCIAL INCOME/LOSS

The Company recorded a net financial loss of R\$ 11.0 million in 3Q16, vs. net financial income of R\$ 15.8 million in 3Q15.

Consolidated (R\$ thousand)

	3Q16	3Q15	Var. [%]	9M16	9M15	Var. [%]
Financial expenses	(36,401)	(37,134)	-2.0%	(119,817)	(109,833)	9.1%
Financial income	32,219	26,060	23.6%	103,813	87,013	19.3%
Net monetary and Exchange variation	(6,788)	26,883		(29,673)	59,676	
Net financial result	(10,970)	15,809		(45,677)	36,856	

Despite higher financial income owing to an increase in cash in BRL, the year-over-year comparison was impacted by monetary and exchange rate changes from 3Q15 – R\$26.9 million – resulting mainly from the depreciation of the BRL during that period. In contrast, we recorded a net financial loss of R\$6.8

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million in 3Q16, owing to the effect of the rise of the BRL against the USD and other currencies on the net exposure of the operating items on our balance sheet.

▽ EARNINGS BEFORE TAXES AND NET INCOME

Consolidated (R\$ thousand)

	3Q16	3Q15	Var. [%]	9M16	9M15	Var. [%]
Net income before income taxes	10,870	77,054	-85.9%	34,563	289,224	-88.0%
Tax effects before foreign exchange impacts	4,796	1,296	-104.4%	(17,665)	(78,103)	-77.4%
<i>Tax rate before foreign exchange effects</i>	<i>44%</i>	<i>2%</i>		<i>-51%</i>	<i>-27%</i>	
Net income before foreign exchange effects on tax base	15,666	78,350	-80.0%	16,898	211,121	-92.0%
Foreign exchange effects on tax base	(6,665)	(17,982)	-62.9%	(19,369)	(28,754)	-32.6%
Net income	9,001	60,368	-85.1%	(2,471)	182,367	
<i>% on revenues</i>	<i>1.2%</i>	<i>7.1%</i>		<i>-0.1%</i>	<i>7.1%</i>	

Tax effects before exchange rate impacts on the tax base came to R\$4.8 million in 3Q16, resulting from the difference between expenses at statutory rate (34%) and tax effect of permanent additions/exclusions, highlighting the effect of the distribution of interest on equity in August, 2016.

The effect of exchange rate changes on the tax base (deferred income tax in Mexican operations) is calculated in Mexican pesos (MXN.) There was a decrease of R\$6.7 million in the translation into the functional currency (USD) due to the depreciation of the MXN against the USD during 3Q16.

The net income resulting from the previously mentioned effects was R\$9.0 million in 3Q16, corresponding to 1.2% of the Company's revenues. In 9M16, Tupy recorded a net loss of R\$2.5 million, or 0.1% of its total revenues in the period.

▽ EBITDA

The combination of the factors described above resulted in adjusted EBITDA of R\$99.6 million in 3Q16, with 13.1% margin on revenue. Adjusted EBITDA in 9M16 amounted to R\$330.2 million, 27.9% down on 9M15.

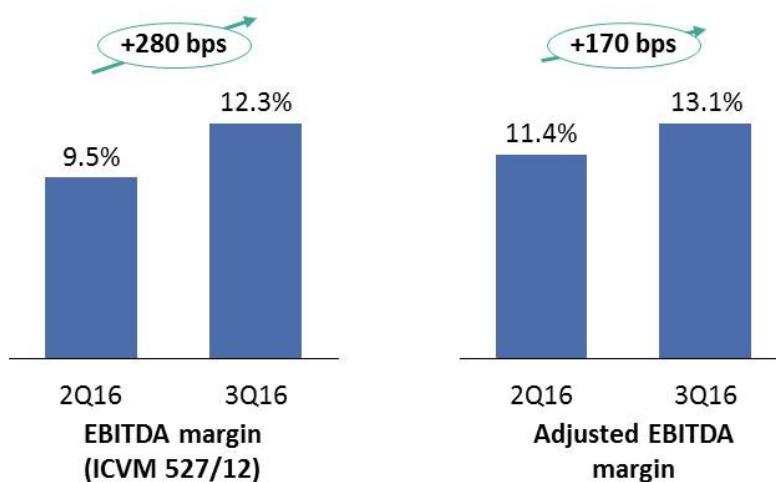
Consolidated (R\$ thousand)

RECONCILIATION OF NET INCOME TO EBITDA	3Q16	3Q15	Var. [%]	9M16	9M15	Var. [%]
Net income	9,001	60,368	-85.1%	(2,471)	182,367	
(+) Net financial result	10,970	(15,809)		45,677	(36,856)	
(+) Income tax and social contribution	1,869	16,686	-88.8%	37,034	106,857	-65.3%
(+) Depreciation and amortization	71,759	70,248	2.2%	221,491	199,524	11.0%
EBITDA (according to CVM 527/12)	93,599	131,493	-28.8%	301,731	451,892	-33.2%
<i>% on revenues</i>	<i>12.3%</i>	<i>15.4%</i>		<i>12.2%</i>	<i>17.7%</i>	
(+) Other net operating expenses*	6,033	5,463	10.4%	28,445	5,930	379.7%
Adjusted EBITDA	99,632	136,956	-27.3%	330,176	457,822	-27.9%
<i>% on revenues</i>	<i>13.1%</i>	<i>16.0%</i>		<i>13.3%</i>	<i>17.9%</i>	

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

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Nevertheless, our EBITDA margin and Adjusted EBITDA margin rose by 280 and 170 p.p., respectively, from 2Q16. This rebound resulted from the gradual pass-through of costs that we incurred in 2Q16 – raw materials and the effect of exchange rate changes – and will be fully recovered by 4Q16.



INVESTMENTS IN PP&E AND INTANGIBLE ASSETS

Total investments in PP&E and intangible assets reached R\$34.9 million in 3Q16, up 8.0% year-over-year.

	Consolidated (R\$ thousand)					
	3Q16	3Q15	Var. [%]	9M16	9M15	Var. [%]
PP&E						
Strategic investments	5,268	8,993	-41.4%	15,549	38,612	-59.7%
Maintenance and sustenance	27,867	14,172	96.6%	77,336	49,809	55.3%
Environment	643	869	-26.0%	2,797	10,849	-74.2%
Interest and financial expenses	858	1,412	-39.2%	2,317	1,885	22.9%
Intangible assets						
Software	295	6,892	-95.7%	2,858	15,753	-80.0%
Total	34,931	32,338	8.0%	101,152	116,908	-13.5%

In 9M16, investments totaled R\$101.2 million, 13.5% down on 9M15, in line with our investment plan and strategy to increase our return on invested capital.

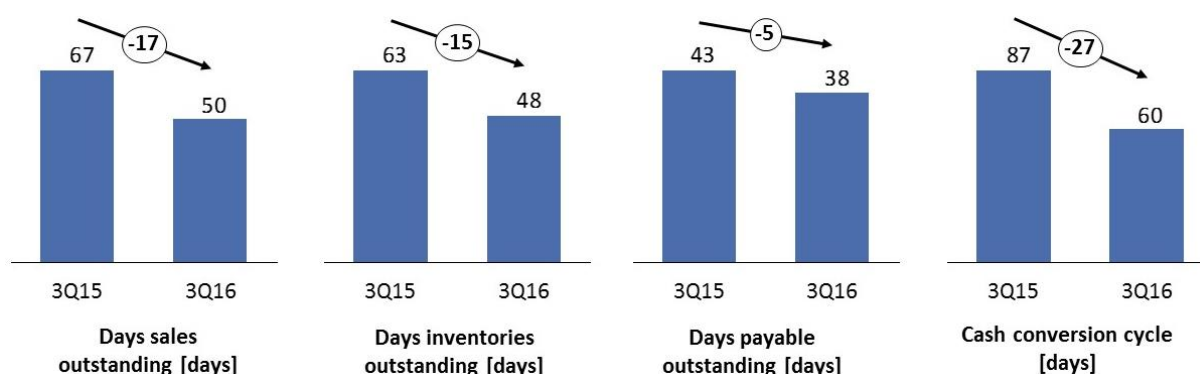
 WORKING CAPITAL

Consolidated (R\$ thousand)			
	3Q16	2Q16	1Q16
Balance sheet			
Accounts receivable	455,013	445,242	464,365
Inventories	371,830	311,663	349,851
Accounts payable	301,855	315,768	303,610
Cash flow variation			
Accounts receivable	(10,117)	(1,962)	44,697
Inventories	(61,294)	31,368	31,394
Accounts payable	(14,358)	28,021	18,155
Days sales outstanding [days]	50	47	48
Days inventories outstanding [days]	48	40	45
Days payable outstanding [days]	38	41	39
Cash conversion cycle [days]	60	46	54

The main components of working capital performed as follows in relation to 2Q16:

- There was a rise of R\$9.8 million (corresponding to 3 days' sales in accounts receivable) mainly due to receivables from customers tooling, which has longer terms of payment;
- Inventories increased by R\$60.2 million (8 days' sales), mainly due to the replenishment of the inventory of finished goods in our Mexican operations. We had extraordinary maintenance expenses in 2Q16 – consequently, our inventories decreased during that period – owing to increased production of more complex blocks in those plants, and;
- Our payable period decreased by 3 days owing to a drop in purchases in September since we had replenished inventories in July and August.

Despite the weaker performance as compared with 2Q16, working capital continued to show an improved trend, as shown below:



CASH FLOW

Consolidated (R\$ thousand)						
CASH FLOW SUMMARY	3Q16	3Q15	Var [%]	9M16	9M15	Var [%]
Cash and equivalents at the beginning of the period	1,237,064	1,367,837	-9.4%	1,524,622	1,336,916	14.0%
Cash flow from operating activities	(9,189)	154,946		162,004	276,746	-41.5%
Cash flow from investment activities	(29,436)	(36,983)	-20.4%	(95,215)	(116,340)	-18.2%
Cash flow from financing activities	(13,439)	(326,124)	-95.9%	(318,298)	(411,185)	-22.6%
Effect of Exchange variation on cash	4,883	144,585	-96.6%	(83,230)	218,124	
Increase (decrease) in cash	(47,181)	(63,576)	-23.3%	(334,739)	(32,655)	925.1%
Cash and equivalents at the end of the period	1,189,883	1,304,261	-8.8%	1,189,883	1,304,261	-8.8%

Cash flow from operating activities consumed R\$9.2 million in 3Q16 whereas they provided R\$154.9 million in 3Q15. This performance is mainly connected with the replenishment of the inventory of finished goods in some segments (non-recurring effect), as well as the year-over-year drop in operating income before the payment of income tax and social contribution in 3Q16, when compared with 3Q15. Investing activities used R\$29.4 million in 3Q16, the net balance of investing R\$35.3 million in PP&E and intangible assets, and selling unusable assets worth R\$5.8 million during the period.

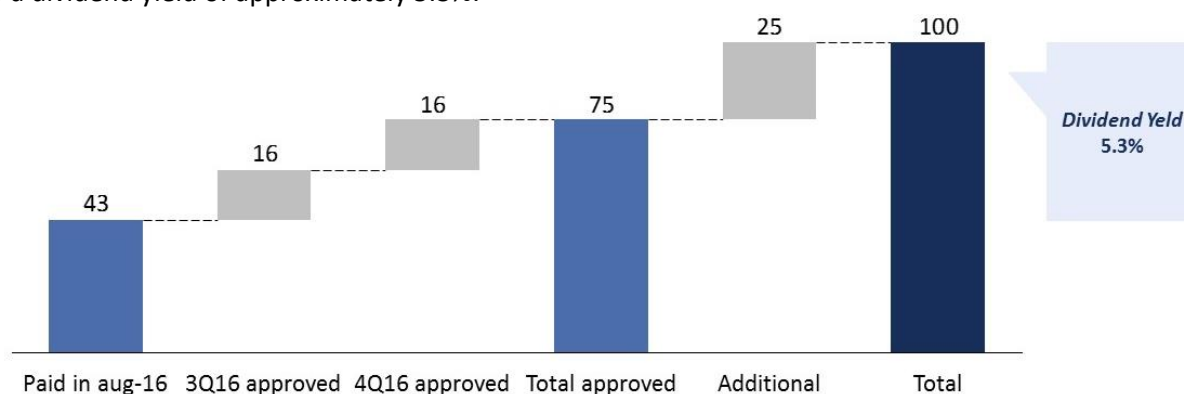
In turn, cash from financing activities decreased by R\$13.5 million in 3Q16, considering a net R\$30.0 million raised and R\$43.5 million paid as interest on equity.

The combination of those factors and the effect of exchange rate changes resulted in R\$47.2 million decrease in cash and cash equivalents, which stood at R\$ 1,189.9 million on 09/30/2016.

PAYMENT OF INTEREST ON EQUITY

Despite the non-recurring impact on operating cash flow mentioned above, given the Company's consistent cash generation, on 7th November 2016, the Board of Directors approved paying R\$25.0 million as interest on equity.

This amount adds to the R\$43 million paid in August, as well as R\$32 million previously announced. As a result, payouts in the form of interest on equity for FY 2016 will total R\$100.0 million, corresponding to a dividend yield of approximately 5.3%.



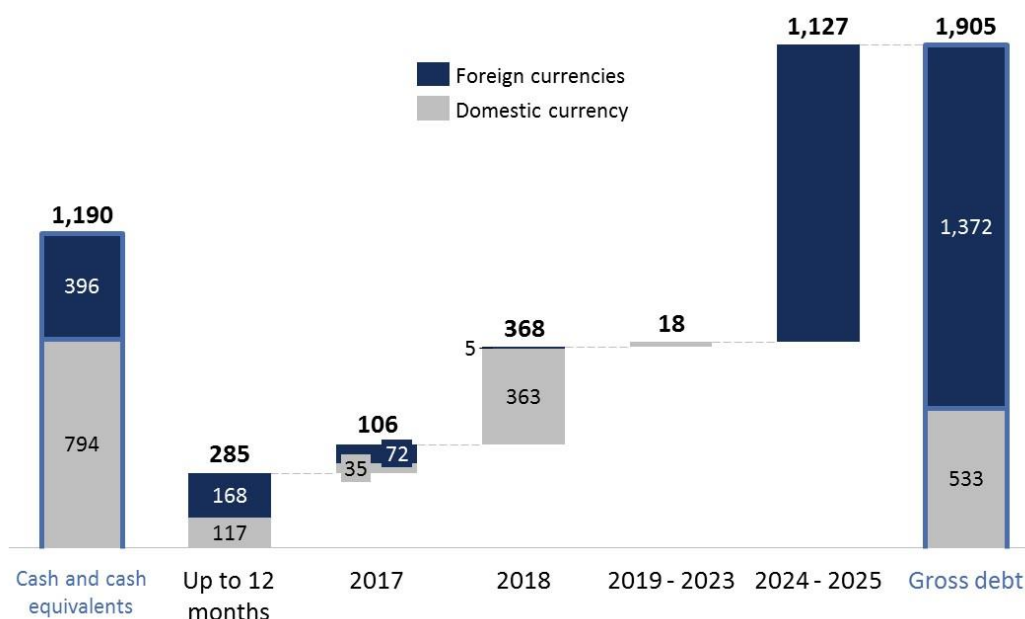
INDEBTEDNESS

The Company ended 3Q16 with a net debt amounted to R\$714.7 million; in other words, the net debt/adjusted EBITDA ratio in the last 12 months stood at 1.53. Debts in foreign currency accounted for 72% of total debt (12% of which is short-term debt and 88% is long-term debt) whereas 28% of our debt is denominated in BRL (22% of which is short-term and 78% is long-term debt). Regarding the cash balance, 67% of it is denominated in BRL and 33% in foreign currencies.

Consolidated (R\$ thousand)

INDEBTEDNESS	3Q16	2Q16	1Q16
Short term	284,989	227,648	442,540
Long term	1,619,571	1,647,103	1,864,662
Gross debt	1,904,560	1,874,751	2,307,202
Cash and cash equivalents	1,189,883	1,237,064	1,511,959
Financial investments	-	-	11,799
Net debt	714,677	637,687	783,444
Gross debt/Adjusted EBITDA	4.05x	3.71x	3.90x
Net debt/Adjusted EBITDA	1.52x	1.26x	1.33x

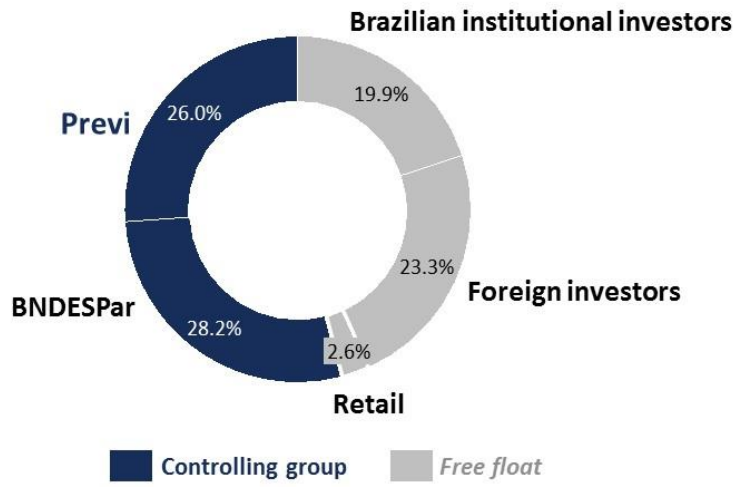
Our current indebtedness profile is as follows:



All amounts in BRL million (*) Not including current liabilities

OWNERSHIP STRUCTURE

On September 30, 2016, Tupy's shareholder structure was broken down as follows:



The Company is subject to the rules of the Novo Mercado Arbitration Chamber, pursuant to Article 60 of its Bylaws.

* * *

Attachment I – Light vehicles production and sales in Brazil

	(Units)					
	3Q16	3Q15	Var. (%)	9M16	9M15	Var. (%)
Production						
Passenger cars	436,223	527,329	-17.3%	1,268,973	1,580,743	-19.7%
Light commercial	81,834	66,675	22.7%	224,049	247,637	-9.5%
Light vehicles	518,057	594,004	-12.8%	1,493,022	1,828,380	-18.3%
Sales						
Passenger cars	373,742	441,661	-15.4%	1,079,929	1,344,301	-19.7%
Light commercial	65,531	67,941	-3.5%	173,078	222,652	-22.3%
Light vehicles	439,273	509,602	-13.8%	1,253,007	1,566,953	-20.0%
Exports						
Passenger cars	91,000	72,050	26.3%	270,393	225,426	19.9%
Light commercial	24,499	17,045	43.7%	58,541	48,668	20.3%
Light vehicles	115,499	89,095	29.6%	328,934	274,094	20.0%

Source: ANFAVEA

Attachment II – Commercial vehicles production and sales in Brazil

	(Units)					
	3Q16	3Q15	Var. (%)	9M16	9M15	Var. (%)
Production						
Trucks						
Semi-light	431	510	-15.5%	1,748	1,303	34.2%
Light	4,130	4,565	-9.5%	12,321	15,503	-20.5%
Medium	685	811	-15.5%	2,818	3,432	-17.9%
Semi-heavy	4,881	6,267	-22.1%	13,586	22,778	-40.4%
Heavy	5,021	5,548	-9.5%	15,974	16,315	-2.1%
Total trucks	15,148	17,701	-14.4%	46,447	59,331	-21.7%
Buses	5,243	4,815	8.9%	14,482	18,680	-22.5%
Commercial vehicles	20,391	22,516	-9.4%	60,929	78,011	-21.9%
Sales						
Trucks						
Semi-light	596	687	-13.2%	1,496	2,028	-26.2%
Light	3,531	4,851	-27.2%	10,080	15,128	-33.4%
Medium	1,031	1,828	-43.6%	3,224	5,463	-41.0%
Semi-heavy	3,785	5,803	-34.8%	10,990	18,090	-39.2%
Heavy	3,846	4,677	-17.8%	11,700	13,767	-15.0%
Total trucks	12,789	17,846	-28.3%	37,490	54,476	-31.2%
Buses	3,614	4,056	-10.9%	9,295	13,714	-32.2%
Commercial vehicles	16,403	21,902	-25.1%	46,785	68,190	-31.4%
Exports						
Trucks						
Semi-light	166	468	-64.5%	507	1,234	-58.9%
Light	1,478	960	54.0%	3,758	3,066	22.6%
Medium	303	156	94.2%	672	704	-4.5%
Semi-heavy	1,579	1,592	-0.8%	4,390	4,914	-10.7%
Heavy	2,355	2,004	17.5%	5,930	5,454	8.7%
Total trucks	5,881	5,180	13.5%	15,257	15,372	-0.7%
Buses	3,142	1,954	60.8%	6,984	5,218	33.8%
Commercial vehicles	9,023	7,134	26.5%	22,241	20,590	8.0%

Source: ANFAVEA

Attachment III –Sales of light and commercial vehicles in foreign markets

(Units)						
	3Q16	3Q15	Var. (%)	9M16	9M15	Var. (%)
United States						
Sales						
Passenger cars	1,723,046	1,930,531	-10.7%	5,273,392	5,796,364	-9.0%
Light commercial vehicles – Class 1-3	2,735,956	2,600,514	5.2%	7,827,894	7,260,420	7.8%
Light Duty - Class 4-5	30,752	29,133	5.6%	92,009	82,078	12.1%
Medium Duty - Class 6-7	31,058	29,682	4.6%	92,310	83,263	10.9%
Heavy Duty - Class 8	45,336	66,378	-31.7%	149,557	189,612	-21.1%
Medium & Heavy Duty¹	107,146	125,193	-14.4%	333,876	354,953	-5.9%
Europe						
Sales						
Passenger cars	3,400,298	3,242,559	4.9%	11,243,263	10,413,745	8.0%

Source: Automotive News; Bloomberg; ACEA

¹The amount of medium and heavy duty comprises the vehicles of classes 4-8.

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

(Units)						
	3Q16	3Q15	Var. (%)	9M16	9M15	Var. (%)
Production						
Americas						
Brazil	15,885	15,197	4.5%	35,773	45,658	-21.7%
Sales						
Americas						
Brazil	13,329	12,099	10.2%	30,385	36,786	-17.4%
United States and Canada	60,729	61,636	-1.5%	182,342	181,834	0.3%
Europe						
Germany	11,768	10,045	17.2%	30,867	30,347	1.7%
France	7,229	7,944	-9.0%	23,393	22,204	5.4%
United Kingdom ¹	1,895	2,822	-32.8%	7,277	8,792	-17.2%

Source: ANFAVEA; Bloomberg; AEM; AXEMA

¹Date for September 2016 had not been disclosed until the publication of this document.