Rumo | 3Q16 Results



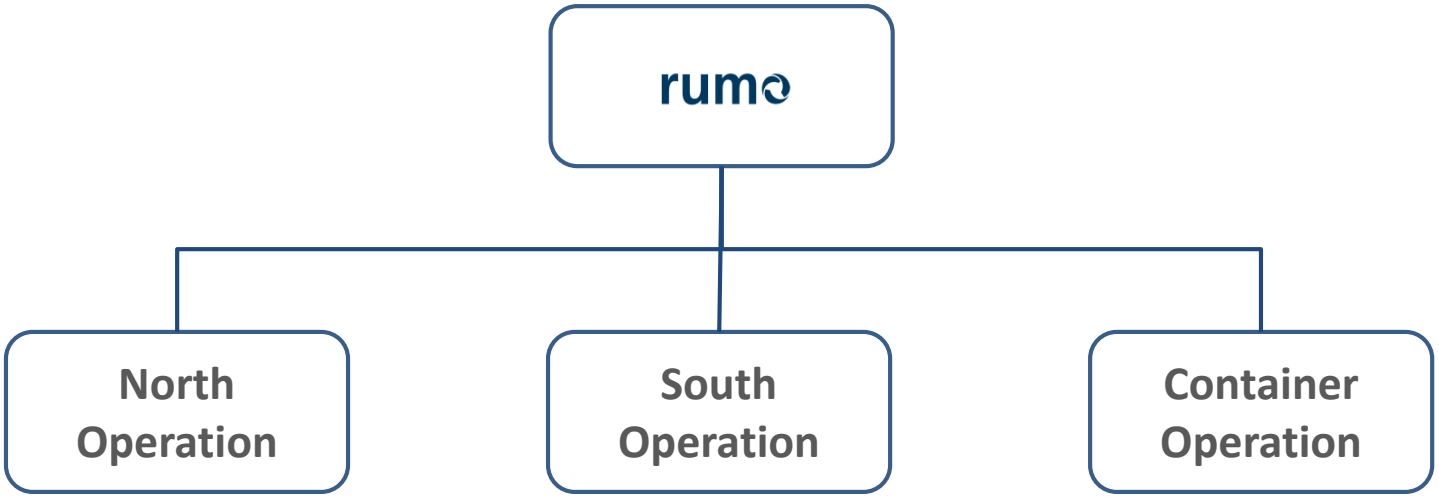
Rumo | Disclaimer

This presentation includes estimates and forward-looking statements regarding our strategy and future growth opportunities. This information is based mainly on our current expectations and estimates or projections of future events and trends that affect or could affect our business and operating results. Although we believe these estimates and forward-looking statements are based on reasonable assumptions, these are subject to diverse risks and uncertainties and are made based on information currently available to us. Our estimates and forward-looking statements may be influenced by the following factors, among others: (1) general economic, political, demographic and business conditions in Brazil and specifically in the markets we serve; (2) inflation, depreciation and devaluation of the Brazilian real; (3) competitive developments in the ethanol and sugar sectors; (4) our ability to implement our capital expenditure plan, including our ability to obtain funds when required and on reasonable terms; (5) our ability to compete and conduct our businesses in the future; (6) changes in consumer demand; (7) changes in our businesses; (8) government interventions resulting in changes in the economy, taxes, fees or regulatory environment; and (9) other factors that could affect our financial condition, liquidity and operating results.

The words "believe," "can," "should," "estimate," "continue," "project," "plan," "expect" and similar words are intended to identify said estimates and forward-looking statements. Estimates and forward-looking statements refer only to the date on which they were made and we are under no obligation to update or revise any estimates and/or forward-looking statements due to newly available information, future events or other factors. Estimates and forward-looking statements involve risks and uncertainties and are not guarantees of future performance. Our future results may differ substantially from those expressed in these estimates and forward-looking statements. In view of the risks and uncertainties described above, the estimates and forward-looking statements discussed in this presentation may not occur and our future results and performance may differ materially from that expressed in said forward-looking statements due to, but not limited to, the factors mentioned above. In view of these uncertainties, investors are cautioned not to make any investment decision based on these estimates and forward-looking statements.

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Rumo | Business Units



- North Network
- Paulista Network
- Port of Santos Terminals

- West Network
- South Network

- Container operations including Brado Logística

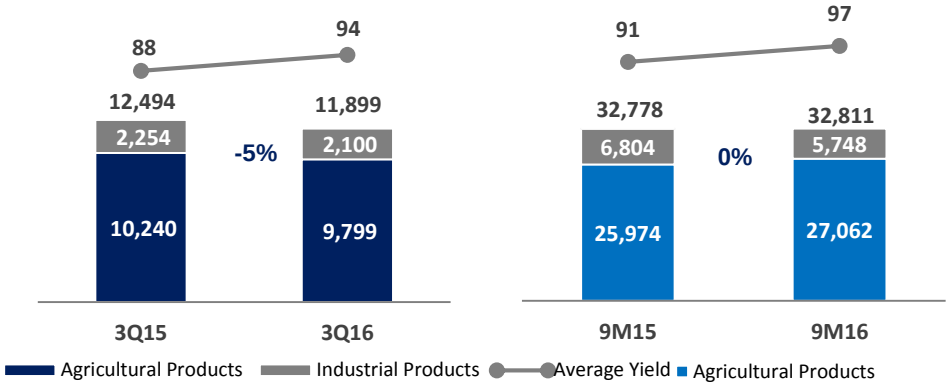
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Consolidated Results | Operations

Anticipated reduction on transport demand, due to corn crop shortfall
Favorable scenario for sugar exports, encouraging the growth in port loading volume

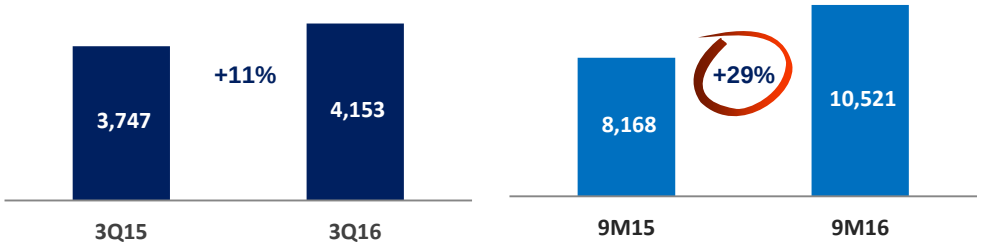
Transported Volume and Yield

(MM RTK and R$/RTK x 1000)



Loading Volume

('000 tons)



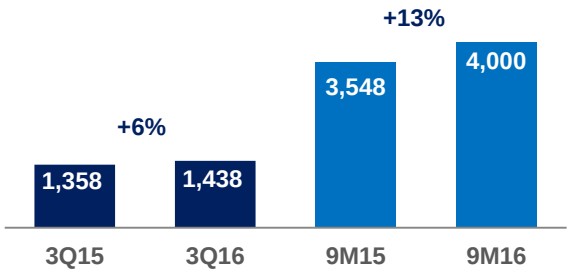
- Reduction of 5% in total volume transported in the quarter, due to the shortfall in second corn crop, which affected demand in 3Q16
- Despite the adverse market scenario, Rumo achieved 695 market share in grains at the Port of Santos (SP). This result was sustained by the guarantee of volumes due to the new commercial policy.
- Investments made during the year contributed to the increase in sugar transportation. Rumo capitalized on the favorable scenario for sugar sales by using the idle capacity generated by the decline in corn volumes
- In 9M16, volume transported remained in line with that in 9M15. Cargo handling increased in the early months of the year, which partially offset the impact of corn crop shortfall.
- The growth in port loading volume also reflects the positive scenario in sugar sales and the increase in grain shipments.

Note: 9M15 Rumo and ALL combined information

Consolidated Results | Financial

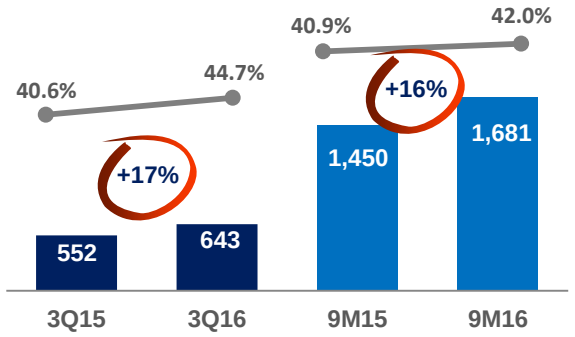
Net revenue and EBITDA growth in 3Q16 due to yield adjustments, reduction of fixed costs and recognition of take-or-pay amounts from commercial agreements. Leverage remained in line with 2Q16.

Net Revenue
(R$ MM)



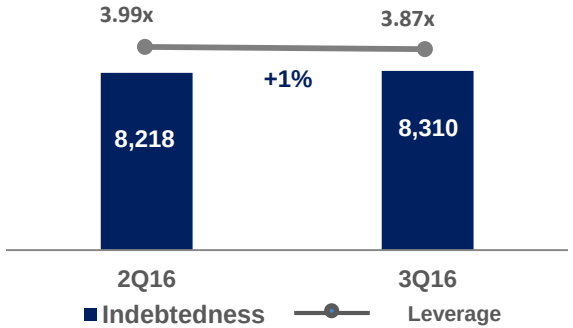
- Net revenue increased in 3Q16 due to higher average transportation yield (+7.0%), port loading (+16.8%) and recognition of take-or-pay amounts (R$52.0 million) in the quarter

EBITDA and EBITDA Margin
(R$ MM)



- EBITDA increased due to operating improvements and fleet modernization, which reduced variable costs, as well as in fixed costs compared to original projections

Broad Net Debt and Leverage
(R$ MM)



- Net debt increased 1.1%, due to lower cash level on account of higher amortizations of principal and interest in 3Q16

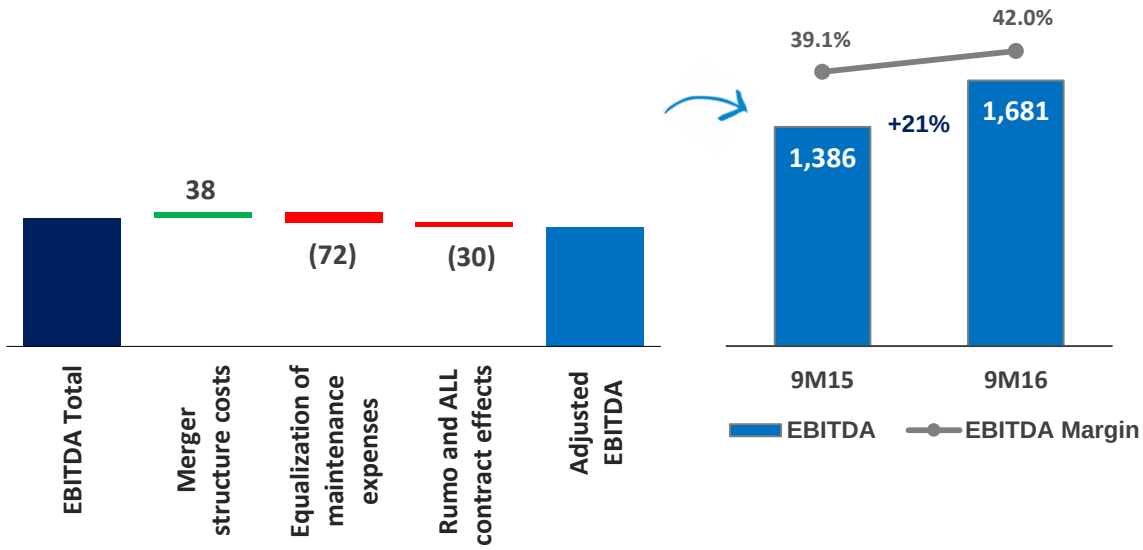
- Decline in leverage considering EBITDA of R$ 2.1 billion in the last 12 months which has shown continuous improvement

Note: 9M15 Rumo and ALL combined information

Consolidated Results | Financial

21% growth in EBITDA in 9M16 compared to adjusted EBITDA in 9M15

EBITDA 9M16 vs. Adjusted EBITDA 9M15
(R$ MM)



- Excluding the non-recurring effects of:

(i) Non-cash gain of R$ 29.8 million due to the termination of agreement between Rumo and ALL

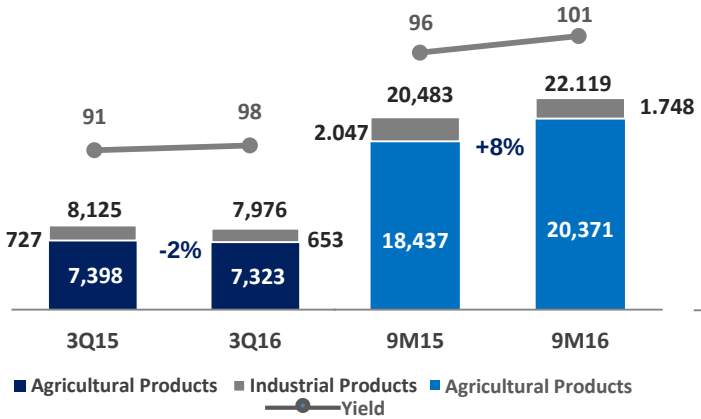
(ii) Normalization of maintenance expenses of R$ 72.3 million

(iii) Merger costs of R$ 38.3 million

Note: 9M15 Rumo and ALL combined information

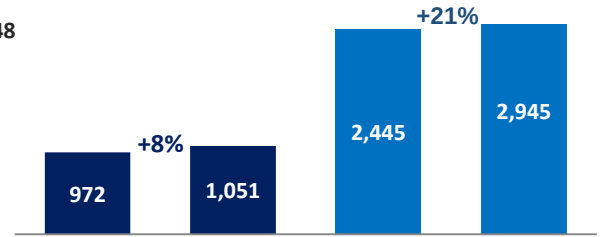
North Operation | EBITDA growth sustained by commercial agreements and cost reduction

Transported Volume and Yield
(MM RTK and R$/RTK x 1000)



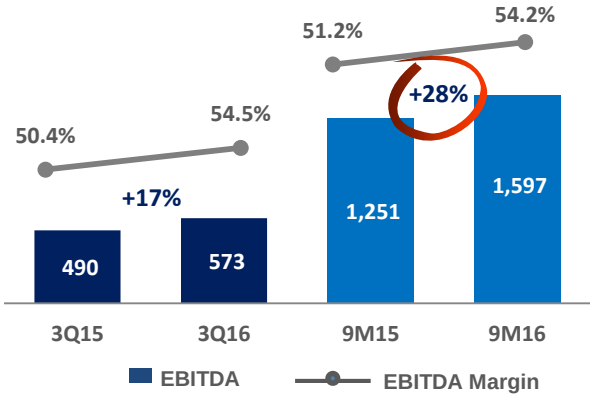
- Volume affected by shortfall in second corn crop, which reduced demand for corn transportation in 3Q16

Net Revenue
(R$ MM)



- The increase in average yield practiced in transportation and port loading offset the less favorable transportation mix, since the decline in grain volume resulted in a higher share of sugar volume transported

EBITDA and EBITDA Margin
(R$ MM)

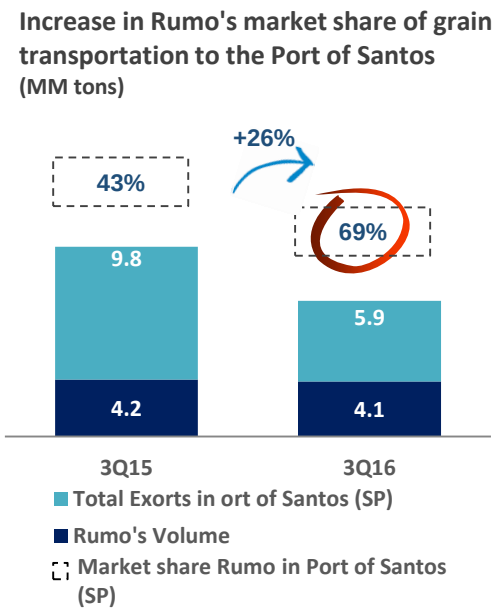


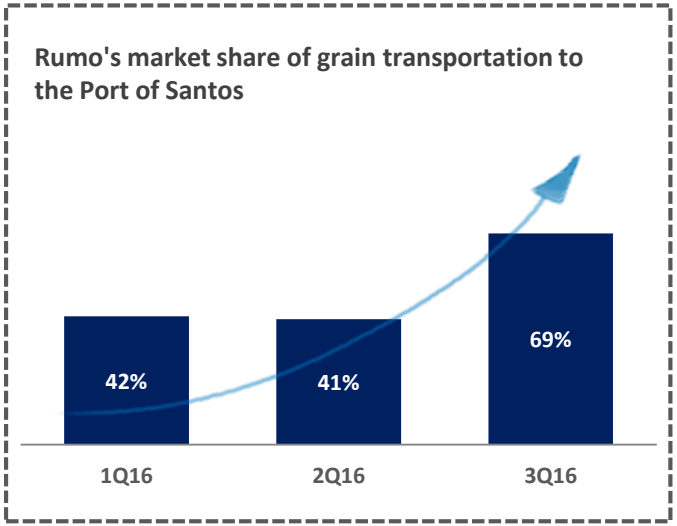
- Despite the adverse market scenario, the efforts on cost cutting and the recognition of revenue from take-or-pay clauses contributed to EBITDA growth

Note: 9M15 Rumo and ALL combined information

North Operation | Market share of grains transported to the Port of Santos (SP)

In 3Q16, Rumo's share of grain transportation to the Port of Santos increased to 69%

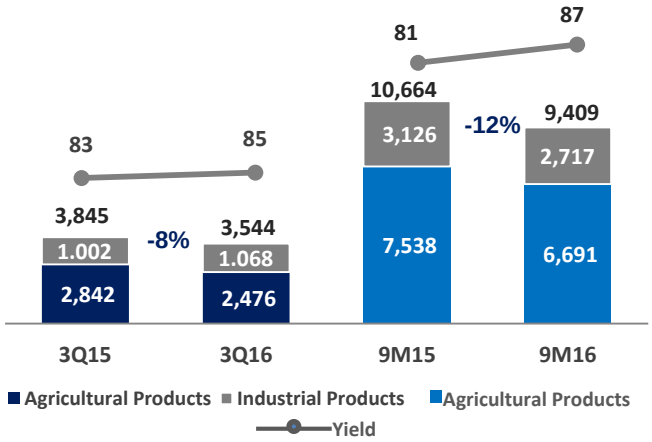




Source: Agência Marítima and Rumo's system

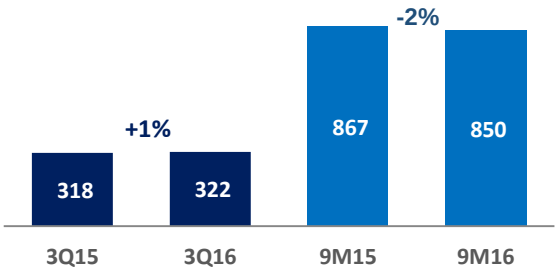
South Operation | EBITDA affected by lower volumes

Transported Volume and Yield
(MM RTK and R$/RTK x 1000)



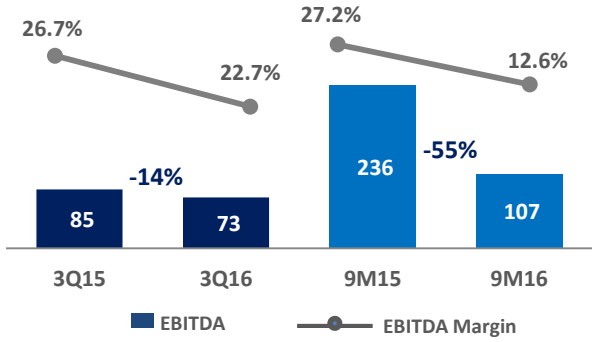
- The shortfall in the second corn crop and the anticipation of soybean shipments in the first half of the year affected the transported volume, which was partially offset by the increase in industrial products, sugar and fertilizers

Net Revenue
(R$ MM)



- Growth in net revenue due to transportation yield, in addition to the recognition of revenue from take-or-pay agreements in the period

EBITDA and EBITDA Margin
(R$ MM)

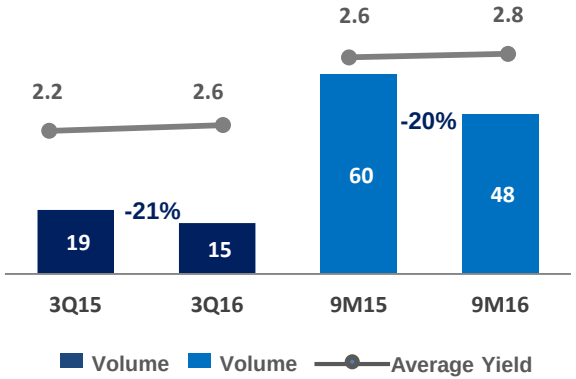


- Decline in EBITDA due to lower volumes and increase in total operating costs

Note: 9M15 Rumo and ALL combined information

Container operations | Lower EBITDA due to lower volumes and route rationalization

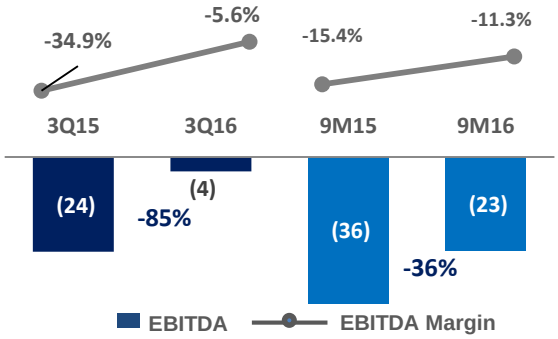
Transported Volume and Yield
('000 Containers and R$ '000/Containers)



- The rationalization of non-profitable routes and shortfall in the second corn crop affected transported volumes.

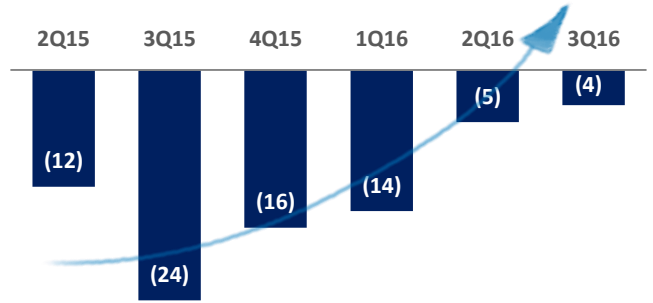
- However, the operation has been looking to diversify its operating segments and achieved transportation records on sugar, wood, pulp and paper.

EBITDA and EBITDA Margin
(R$ MM)



- Despite the negative EBITDA, the rationalization of routes continues to produce results, with EBITDA recovering in comparison with 3Q15 and 9M15

CVM EBITDA
(R$ MM)



Note: 9M15 Rumo and ALL combined information

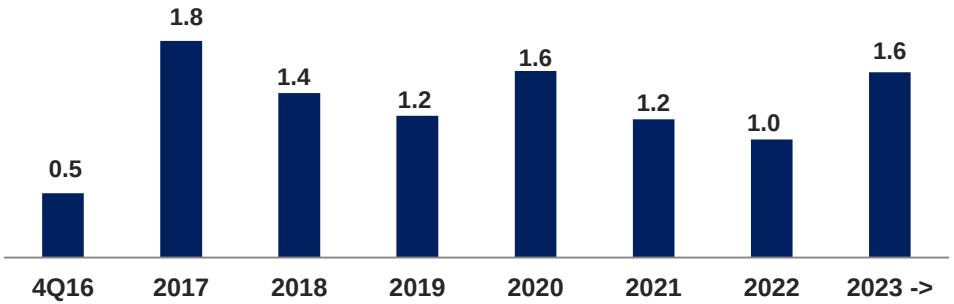
Debt | Reduction in leverage to 3.9 times

Net Debt and Leverage
(R$ MM)

Total Indebtedness (Amounts in R$ MM)	3Q16	2Q16	Var. %
Gross Broad Debt	**9.807,2**	**10.062,7**	-2,5%
Cash and Cash Equivalents and Securities[1]	(1.511,1)	(1.864,4)	-18,9%
Net Derivative Instruments	14,2	20,2	-29,7%
Net Broad Debt	**8.310,3**	**8.218,5**	1,1%
EBITDA LTM	2.148,5	2.057,6	4,4%
Net Broad Debt / EBITDA LTM	**3,87x**	**3,99x**	-3,2%

Note 1: : In 2Q16, includes restricted cash from bank debts in the amount of R$81.6 million. For 3Q16, includes restricted cash from bank debts in the amount of R$84.2 million.

Debt Amortization Schedule
(R$ BN)



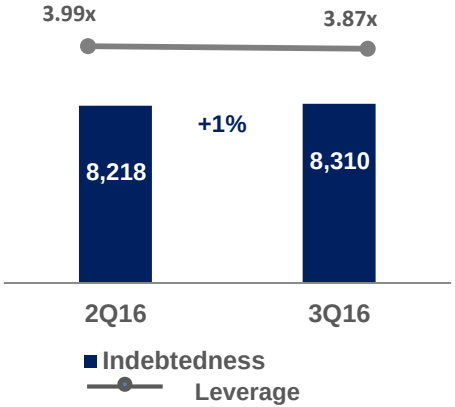
Main developments in 3Q16

Funding
R$70.7 million through FINAME

Amortization
Principal: R$462.7 million
Interest: R$211.6 million

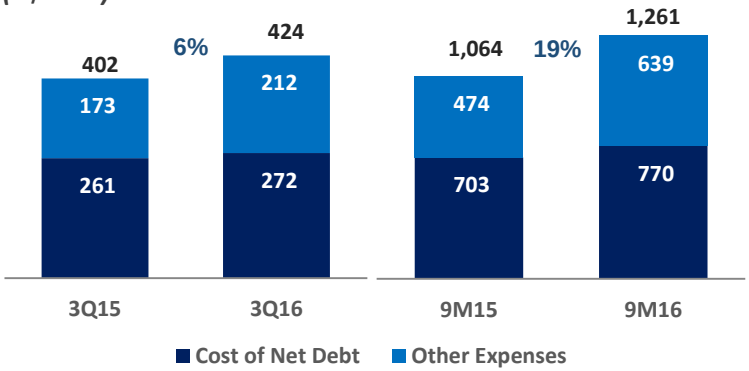
Average Cost of Debt
Below 100% of CDI

Broad Net Debt and Leverage *(R$ MM)*



Financial Result and Cash Flow

Financial Result
(R$ MM)



- **Higher gross debt charges as a result of debt refinancing and increase in TJLP interest rate between the quarters**
- **Increase in financial revenues from higher cas position due to proceeds from capital increase concluded in April 2016**
- **Negative (non-cash) impact of other inflation adjustments and inflation adjustments on concession liabilities**

CASH FLOW

(R$ MM)

Cash Flow (Amounts in R$ MM)	**3Q16**
EBITDA	642.9
Non-Cash effects	35.3
Working Capital Variation	0.6
Operacional Financial Result	12.6
(=) Operating Cash Flows	**691.4**
Total Capex	(440.9)
Recurring	(139.3)
Expansion	(301.6)
Investments & Acquisitions	(0.2)
Dividends Received	6.5
(=) Cash Flows from Investments	**(434.6)**
Fundings	69.2
Amortization of principal	(462.7)
Amortization of interest rates	(211.6)
Dividends paid	(0.8)
Capital Integralization	(3.0)
Derivative Financial Instruments and others	2.4
Other	(6.3)
(=) Financial Cash Flows	**(612.8)**
(=) Generation (Consuption) Total Cash	**(356.0)**
(+) Total Cash + Marketable Securities[11], Opening Balance Rumo Consolidated	1,782.9
(=) Total Cash + Marketable Securities[11], Closing Balance Rumo Consolidated	**1,426.9**

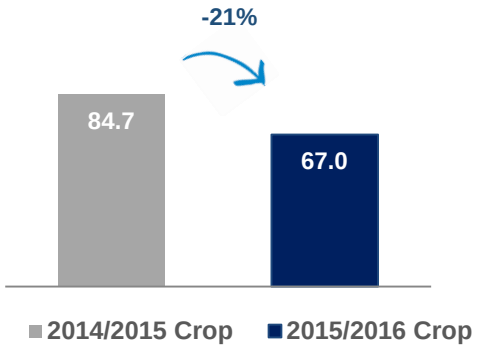
Operating and Financial Performance Indicators

Historical performance of key operating and financial indicators.

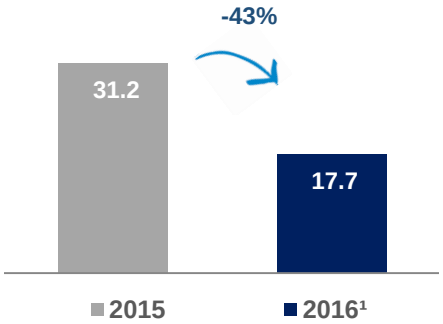
Operational and Financial Performance Indicators	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	3Q16	3Q15	Chg.%
Consolidado										
Operating ratio	**86%**	**66%**	**74%**	**81%**	**81%**	**73%**	**71%**	**71%**	**74%**	**-3.0 p.p.**
Diesel Comsuption (Liters/ 000' TKB)	**5.2**	**5.0**	**4.9**	**4.8**	**4.8**	**4.8**	**4.6**	**4.6**	**4.9**	**-6%**
North Operation										
Grains from Rondonópolis (MT) to Port of Santos (SP)										
Average number of freight cars loaded per day (units)	293	391	476	465	395	361	352.0	352.0	476	-26%
Transit time (hours)	109.4	92.4	93.9	93.9	100.2	101.4	105.6	105.6	93.9	12%
Cycle time of freight cars (days)	12.3	10.2	10.1	9.4	10.8	10.4	9.9	9.9	10.1	-2%
South Operarion										
Grains from terminals in north of Paraná to Port of Paranaguá (PR) and Port of São Francisco do Sul (SC)										
Average number of freight cars loaded per day (units)	344	368	383	329	355	352	175	175	383	-54%
Transit time (hours)	45.5	40.9	41.9	45.5	49.3	46.1	45.9	45.9	41.9	9%
Cycle time of freight cars (days)	8.1	7.4	7.1	8.1	8.4	7.4	7.7	7.7	7.1	8%

Development of corn second crop production and exports

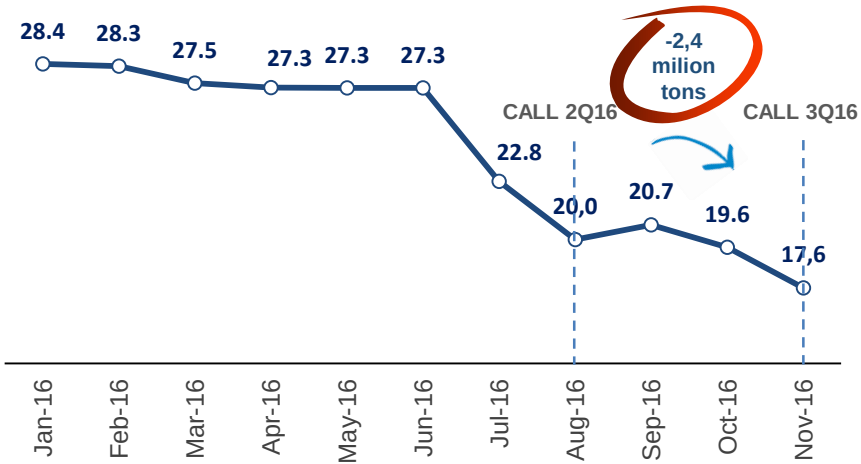
Brazil Corn Production
(million tons)



Brazil Corn Exports
(million tons)



2015/2016 Corn Crop Exports Estimates Progress
(million tons)



- According to CONAB estimates, the 2015/2016 shortfall corn crop is the largest in the last 5 years
- Larger effect in the volumes dedicated to export due to the premium paid by customers of domestic market
- Recent revision of corn exports estimates reduced total volume for october and november in 2.4 million tons

Note 1: Agroconsult estimates

Source: CONAB

2016 Guidance

Revision of guidance reported

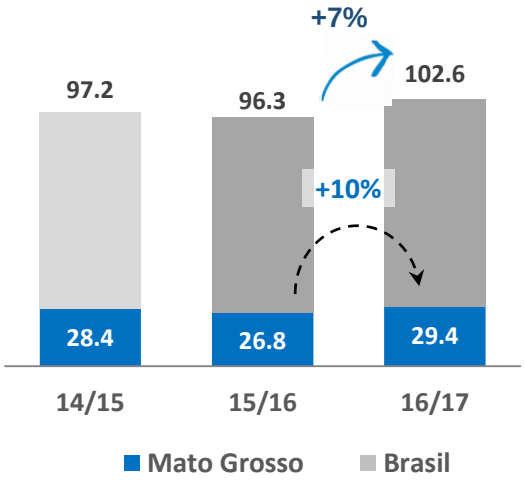
		2015 Combined	2016 Original	2016 Revised
Rumo	EBITDA (R$ MM)	1,918	2,300 ≤ Δ ≤ 2,500	2,000 ≤ Δ ≤ 2,200
	Total Capex (R$ MM)	1,951	1,700 ≤ Δ ≤ 2,100	1,800 ≤ Δ ≤ 2,000
	Recurring Capex (R$ MM)	840	700 ≤ Δ ≤ 900	650 ≤ Δ ≤ 750
	Expansion Capex (R$ MM)	1,111	1,000 ≤ Δ ≤ 1,200	1,150 ≤ Δ ≤ 1,250

Disclaimer: Information for 2016 about businesses and projections of operating and financial results are merely estimates and as such are mainly based on the management's beliefs and assumptions, and do not constitute a promise of performance. These estimates are subject to diverse risks and uncertainties and are made using information currently available, which takes into consideration the existence of the usual financing lines for this type of business. As such, these estimates substantially depend on market conditions, performance of the Brazilian economy, the business sectors in which the Company operates and international markets, and hence are subject to change without prior notice. Due to these uncertainties, investors must not take any investment decision solely based on these estimates and forward-looking statements. Any change in the perception or above-mentioned factors may result in actual results differing from the projections made and disclosed.

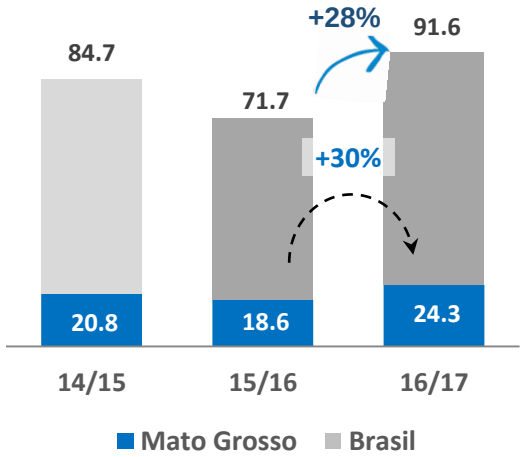
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Expectations for soybean and corn 2016/2017 crops

Brazil Soybean Production Projection
(million tons)



Brazil Corn Production Projection
(million tons)

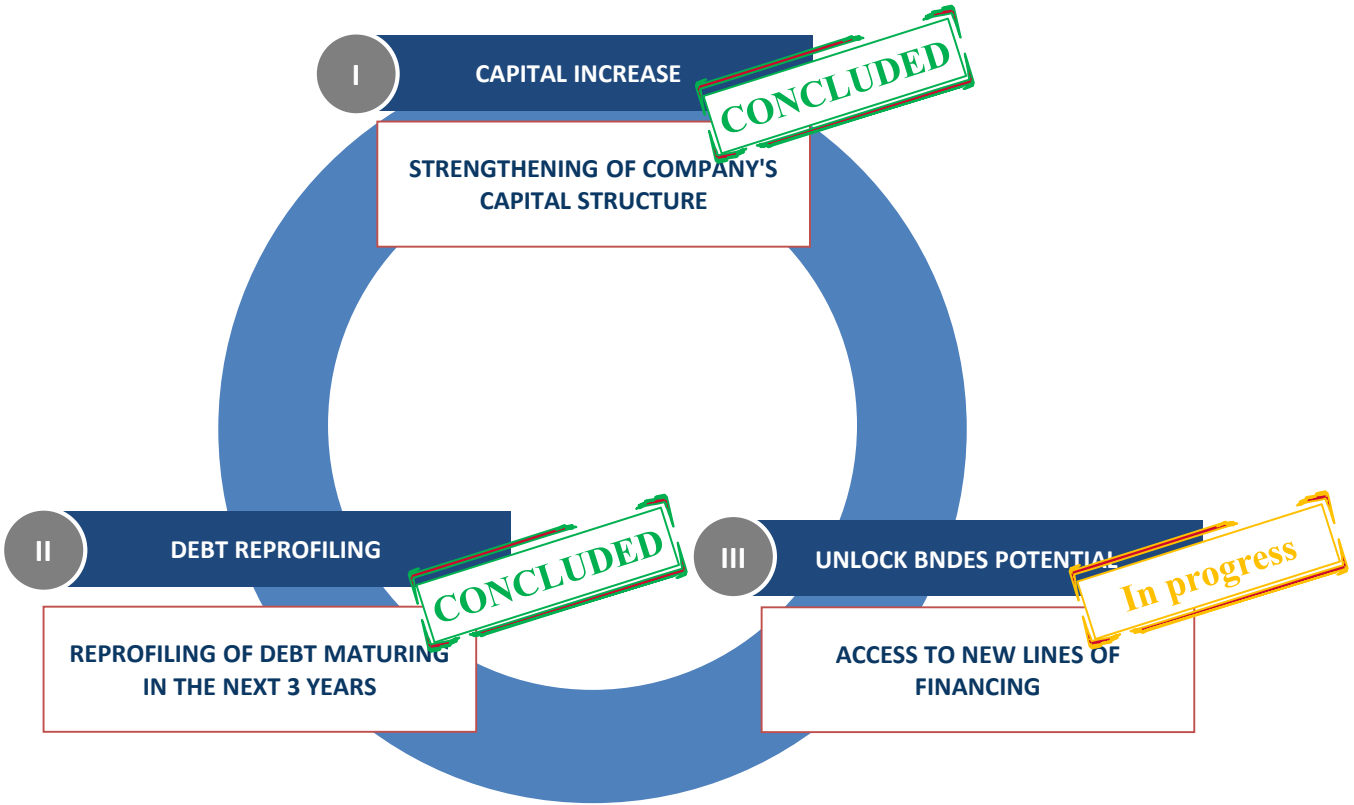


- **Soybean prodution (+7%) and corn production (+28%) in 2016/2017, should be higher than the record grains crop in 2014/2015**
- **Grains production in Mato Grosso should be higher than the Brazilian average crop, with growth of more 8 million tons in 2016/2017 crop**

Source: Maritime Agency and Agroconsult estimates

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Financial Balance Targets



Julio Fontana Neto
CEO

Jose Cezário Menezes de Barros Sobrinho
Chief Financial and Investor Relations Officer

Guilherme Machado
Investor Relations Manager

Website | ri.rumlog.com
Email | ir@rumolog.com
Telephone | +55 (11) 3897-9797 / (41) 2141-7459

