Tegma Gestão Logística SA

Earnings Release

2018 first-quarter

São Bernardo do Campo, May 8th, 2018

Note: The Company ceased to consider Tegma Logística Integrada S.A. in February 2018 as a direct investment, due to the creation of the joint venture "GDL" which has the objective of providing general and bonded warehouse services in Cariacica-ES. From this date on, GDL now holds direct control of Tegma Logística Integrada S.A., therefore, GDL results will be accounted in equity in the Company. Cariacica operation result for 2017 and for January 2018 is shown in the financial historical serial file in .xls on the Attachments tab and the Earnings release pro-forma tables are shown in the Earnings Release spreadsheets in .xls.

Highlights

	Page
♦ Tegma transported **177,000 vehicles** in 1Q18, a 7.8% growth vs 1Q17 driven by solid domestic sales growth.	2
♦ 1Q18 Tegma's **net revenue** growth is driven by the improvement of quantity of vehicles transported and of average distance.	3
♦ Tegma's **EBITDA** in 1Q18 was R$ 29.5 million (a 1.4 p.p. higher margin vs 1Q17) driven by the increase in revenues and the costs and expenses control.	5
♦ 1Q18 Tegma's **net income** was R$ 14.0 million, an improvement vs 1Q17 due to revenue growth, cost and expense control and reduction of debt cost.	6
♦ 1Q18 **free cash flow** was R$ 44.2 million vs R$ 11 million of 1Q17.	7
♦ The company's **net debt** on March 30th, 2018 was R$ 28 million (0.2 x EBITDA of the last 12 months).	8
♦ Tegma 1Q18 **ROIC** was 24.9%.	9

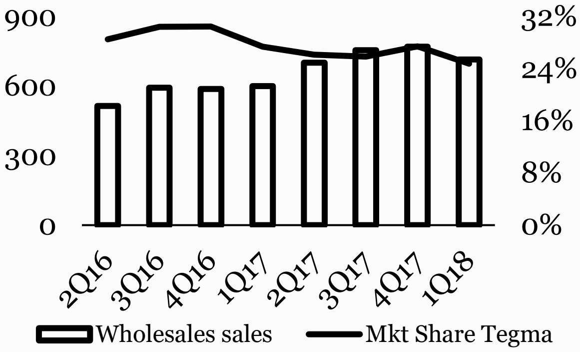
		Chg % vs			
Operational and financial highlights	**1Q18**	**1Q17**	**4Q17**	**1Q17**	**4Q17**
Net revenue (R$ million)	262.1	22.7%	-18%	213.5	319.5
Operating income (R$ million)	22.5	57.0%	-58.3%	14.4	54.1
EBITDA (R$ million)	29.5	40.7%	-52.1%	20.9	61.5
Adjusted EBITDA	29.5	40.7%	-34.0%	20.9	44.7
Adjusted EBITDA Margin %	*11.2%*	*1.4 p.p.*	*-2.7 p.p.*	*9.8%*	*14.0%*
Net income (R$ million)	14.0	1.6 p.p.	-76.3%	5	59.0
Net margin %	*5.3%*	*2.8 p.p.*	*-13.1 p.p.*	*2.6%*	*18.5%*
Earnings per share (R$)	0.21	156.7%	-76.3%	0.1	0.89
Free cash flow (R$ million)	44.2	286.7%	295.9%	11	11.2
CAPEX (R$ million)	(2.5)	-63.9%	-40.2%	(6.8)	(4.1)
Vehicles transported (in thousand)	177.2	7.8%	-16.2%	164.4	211.4
Market Share %	*24.8%*	*-2.6 p.p.*	*-2.7 p.p.*	*27.4%*	*27.4%*
Average Km per vehicle transported	969.2	8.8%	0.3%	891.0	966.1

To access the English results webcast (May 9th, 2pm US-ET) click here or call at +1 646 828-8246
Click here for our Financial historical and explanatory notes in EXCEL.
Click here for this report's spreadsheets in EXCEL.

Operational highlights– Automotive division (DLV)

The performance of the automotive industry in 1Q18 corroborates the recovery trend seen in recent quarters. Continued recovery in consumer confidence, in financing for the industry and in direct sales contributed to a 14.7% increase in **domestic sales** in 1Q18 vs. 1Q17. **Export** growth was 3.3% in 1Q18 compared to 1Q17. **Wholesale sales** performed much better than domestic sales and exports in 1Q18 vs. 1Q17, because in 1Q17 there was a very high stocking process in the automakers (38 thousand vehicles).

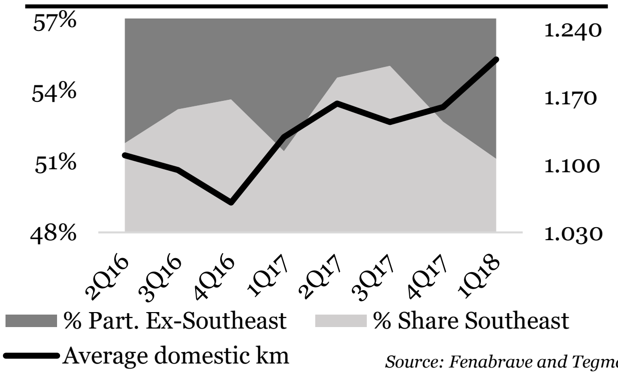
Chart 1 - Wholesale sales and Tegma market share



Source: ANFAVEA, Bacen e Tegma

The number of **vehicles transported by Tegma** grew by 7.8% in 1Q18 in the year-on-year comparison, a growth that was lower than the wholesale sales, resulting in a loss of 2.6 pp of market share compared to the same period of the previous year. The main reason for the loss of market share in the quarter was the disruption of a major customer's factories for five weeks in 1Q18 due to a project to expand capacity and modernize assembly lines.

Chart 2 –Regional share vehicle sales and Tegma domestic average distance (in km)



Source: Fenabrave and Tegma

The **average distance of domestic travels** in 1Q18 was the highest recorded by the company in the last nine years, in line with the recent drop in the concentration of domestic vehicle sales in the Southeast of the country (chart 2). The growth in the average distance from exports is because there were more road deliveries to Mercosur countries compared to ports.

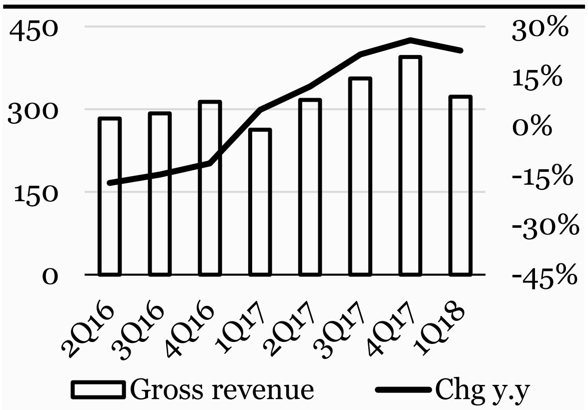
		Chg % vs			
	1Q18	**1Q17**	**4Q17**	**1Q17**	**4Q17**
Vehicles and light commercial sales	**699.2**	**11.7%**	**-11.1%**	**626.1**	**786.5**
Domestic	528.2	14.7%	-11.9%	460.6	599.9
Exportations	171.0	3.3%	-8.4%	165.5	186.6
A - Estimated wholesale sales	**716.0**	**19.3%**	**-7.0%**	**600**	**770**
(+) Production of vehicles and light commercial	668.3	13.2%	-2.3%	590.7	684.4
(+) Importation of vehicles	66.0	37.4%	-13.2%	48.0	76.0
(-) OEM's inventories change	18	-	-	38	(10)
B - Vehicles transported	**177.2**	**7.8%**	**-16.2%**	**164.4**	**211.4**
Domestic	135.3	8.4%	-19.9%	124.8	168.9
Exportations	41.9	5.9%	-1.5%	39.6	42.5
Market share (B / A) %	*24.8%*	-2.6 p.p.	-2.7 p.p.	*27.4%*	*27.4%*
Average km per vehicle transported	**969.2**	**8.8%**	**0.3%**	**891.0**	**966.1**
Domestic	1,208.4	7.1%	4.2%	1,128.4	1,159.4
Exportations	197.5	38.9%	-0.6%	142.2	198.7

Source: ANFAVEA e BACEN *(in thousands, except average Km)*

Revenue

The recovery in revenue in the last two years reflects the improved outlook for the Brazilian economy and the resumption of the automotive sector due to improved credit and consumer confidence.

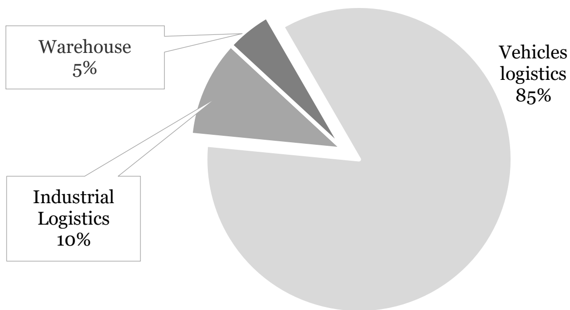
Chart 3 – Gross revenue consolidated (in R$ mi)



Automotive logistics' gross revenue grew by 28.3% in 1Q18 in the annual comparison, a variation that is driven by: i) 7.8% growth in 1Q18 of the number of vehicles transported, ii) positively by the 8.8% increase in the average km per vehicle in 1Q18 vs. the previous year, and iii) by the 2017 price adjustment. In addition, there was a growth on other revenues not tied to final deliveries, such as transfers to yards, inventory management and PDI (pre-delivery inspection).

In the Integrated logistics division, revenue from **warehousing** operation in 1Q18 fell 8.8%, in year-over-year comparison. Disregarding GDL in the comparable basis, revenues had a 53.3% growth in 1Q18 vs 1Q17 due to volume improvements and new contracts in Rio de Janeiro and São Paulo warehouses.

Chart 4 - Revenue share in the year 1Q18



Industrial logistics' revenue was flat in 1Q18 compared to 1Q17 because of the resilience of operation.

		Chg % vs			
	1Q18	**1Q17**	**4Q17**	**1Q17**	**4Q17**
Vehicle logistics	**275.1**	**28.3%**	**-19.2%**	**214.4**	**340.6**
Integrated logistics	**47.8**	**-1.9%**	**-11.6%**	**48.7**	**54.1**
Warehouse*	13.4	-8.8%	-26.9%	14.7	18.3
Industrial logistics	34.4	1.1%	-3.8%	34.0	35.7
Gross revenue	**322.8**	**22.7%**	**-18.2%**	**263.1**	**394.7**
Taxes and deductions	(60.8)	22.5%	-19.2%	(49.6)	(75.2)
Net revenue	**262.1**	**22.7%**	**-18.0%**	**213.5**	**319.5**

** The figures for 2017 and January 2018 still include GDL*
Click here to access the pro-forma spreadsheet

[The rest of the page was left intentionally blank]

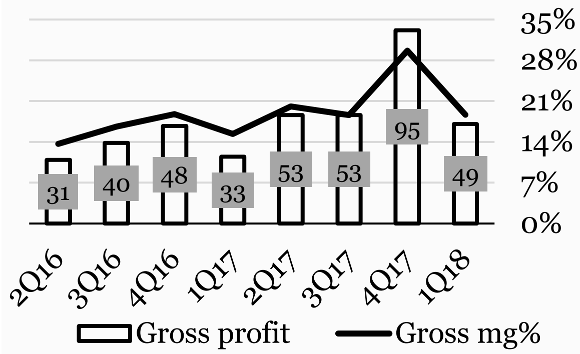
Tegma Gestão Logística S.A | Earnings Release | 1Q18 | in R$ million

Gross Profit

Positive evolution of the company's gross margin as can be seen in chart 5 is due to revenue growth in the period and cost control undertaken during the last three years.

Personnel costs increased by 5.4% in 1Q18 in the year-over-year comparison. Disregarding GDL, personnel costs increased 16.7% mainly due to the increase of headcount in the vehicle operation due to the increase in the number of vehicles transported and the deployment of new customers in the integrated logistics-warehousing.

Chart 5 – Gross profit consolidated (in R$ mi)



Freight costs grew at the same rate as revenue.

Other costs were almost stable in 1Q18 in the annual comparison. Disregarding GDL, there was a 10.3% growth, reflecting increased maintenance and fuel costs, as well as higher variable costs related to the volume of vehicle operation and higher rent costs from the warehouse operation, given the new customer base.

The **automotive logistics division's gross margin** improvement in 1Q18 in the annual comparison is driven by the revenue increase in the period, together with the fixed costs control, as explained above.

The **integrated logistics division's gross margin** improvement in 1Q18 in the annual comparison (11,3%, +330 bps vs 1Q17) occurred because of warehousing operations in the state of Espirito Santo became equity, through the GDL joint venture, from February 2018 on. Disregarding GDL operation, the division's gross margin would be 13.2% in 1Q18, 3.3 p.p down versus 1Q17 (pro-forma, disregarding GDL as well), driven by higher depreciation and fixed costs in the chemical logistics.

1Q18	Automotive logistics	Integrated logistics	Consolidated	Chg % vs 1Q17 Automotive logistics	Chg % vs 1Q17 Integrated logistics	Chg % vs 1Q17 Consolidated
Net revenue	**222.5**	**39.6**	**262.1**	**28.4%**	**-1.5%**	**22.7%**
Cost of services	(178.1)	(35.1)	(213.2)	23.9%	-5.0%	18.0%
Personnel	-	-	(26.7)	-	-	5.4%
Freight	-	-	(165.5)	-	-	26.7%
Others	-	-	(39.0)	-	-	1.2%
Tax credit (PIS and COFINS)	-	-	18.0	-	-	30.1%
Gross profit	**44.4**	**4.5**	**48.8**	**50.1%**	**38%**	**48.9%**
Gross margin%	*19.9%*	*11.3%*	*18.6%*	**2.9 p.p.**	**3.3 p.p.**	**3.3 p.p.**

Click here to access the pro-forma spreadsheet

[The rest of the page was left intentionally blank]

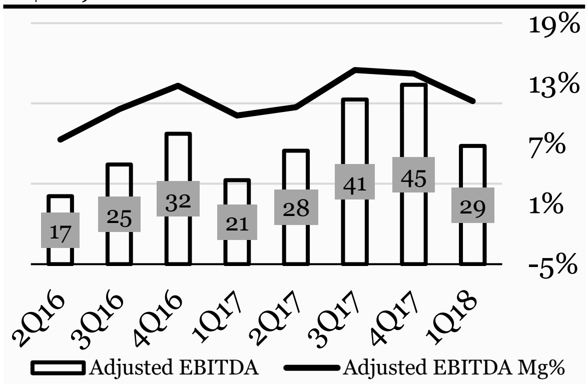
Tegma Gestão Logística S.A | Earnings Release | 1Q18 | in R$ million

Operational income and EBITDA

The recovery trend in the **Company's adjusted EBITDA margin**, as shown in chart 6, reflects the growth in revenues since 1Q16 and the costs and expenses control / reduction in the period.

General and administrative expenses have been at a higher level in the last three quarters because of some non-recurring expenses. In 1Q18 there was an extra expense with a success fee tax consultancy related to the recovery of R$ 38 million PIS COFINS tax in 4Q17, as well as consultancy related to the start-up accelerator **tegUP** and legal fees.

Chart 6 - Consolidated adjusted EBITDA (in R$ mi)



Higher provision for civil and labor contingencies impacted **other expenses and revenues** in 1Q18.

The increase in the **depreciation** of the automotive division is due to the revision of estimates of useful life of some equipment. Disregarding GDL, the depreciation of the integrated logistics division would have grown by 28.0% driven by investment in new equipments for the chemicals operations made along the 1S17.

The improvement of **automotive logistics' EBITDA** in 1Q18 in the annual comparison is driven by the increase in revenue from the recovery of the number of vehicles transported/average distance and the control of fixed costs and expenses. However, the increase in expenses mentioned above did not allow further expansion of the margins.

The **EBITDA margin of the integrated logistics division** growth in 1Q18 vs. the previous year occurred because of GDL operations became equity from February 2018 on. Disregarding it, the EBITDA margin of the division would be 18.8%, stable vs. 1Q17 (pro-forma, disregarding GDL as well).

1Q18	Automotive logistics	Integrated logistics	Consolidated	Chg % vs 1Q17 Automotive logistics	Chg % vs 1Q17 Integrated logistics	Chg % vs 1Q17 Consolidated
Gross profit	**44.4**	**4.5**	**48.8**	**50.1%**	**38.4%**	**48.9%**
Expenses	(25.6)	(0.7)	(26.3)	50.2%	-47.8%	42.6%
General and administrative expenses	-	-	(20.6)	-	-	27.0%
Other expenses and revenues	-	-	(5.7)	-	-	156.8%
Operating income	**18.8**	**3.7**	**22.5**	**49.9%**	**106.4%**	**57.0%**
(+) Depreciation	3.8	3.1	6.9	15.6%	-5.4%	5.1%
EBITDA	**22.6**	**6.8**	**29.5**	**42.7%**	**34.4%**	**40.7%**
EBITDA margin	*10.2%*	*17.3%*	*11.2%*	**1.0 p.p.**	**4.6 p.p.**	**1.4 p.p.**

Click here to access the pro-forma spreadsheet

[The rest of the page was left intentionally blank]

Tegma Gestão Logística S.A | Earnings Release | 1Q18 | in R$ million

Income before tax and net income

1Q18 **financial result** was R$ 1.9 million negative, as shown in the chart below:

	1Q18	Chg % vs 1Q17	Chg % vs 4Q17	1Q17	4Q17
Financial revenue	2.5	-50.0%	-12.4%	4.9	2.8
Interest expenses	(3.7)	-56.2%	-20.4%	(8.5)	(4.7)
Interest expenses, net of revenue from financial investments	**(1.3)**	**-64.8%**	**-32.4%**	**(3.6)**	**(1.9)**
Items 1, 5, 7 e 9 non recurring (explained in 4Q17)	-	-	-	-	13.0
Other financial revenues (expenses)	(0.6)	-10.2%	-	(0.7)	1.5
Financial result	**(1.9)**	**-**	**-**	**(4.3)**	**12.6**

(Consolidated)

Interest expenses, net of financial investments in 2017, were R$ 1.3 million. The decrease compared to 2016 as shown in the table above is driven by the reduction in the average balance of net debt [which accounted for half of the 64.8% decrease in the comparison vs 1Q17] and the remainder is explained by the reduction in the basic interest rate, net of the spread increase of our debt.

Income tax in 1Q18 presented an effective rate of 31% (30% without GDL), lower than the company's nominal rate of 34% due to permanent differences, equity pick-up and other events in the amount of R$ 0.7 million.

	1Q18	Chg % vs 1Q17	Chg % vs 4Q17	1Q17	4Q17
Income before tax	**20.2**	**107.5%**	**-69.9%**	**9.8**	**67.3**
Real tax rate	34%	-	-	*-34.0%*	*-34.0%*
income tax and social contribution at the nominal rates	**(6.9)**	**107.5%**	**-69.9%**	**(1)**	**(0.9)**
Non-recurring items 10 and 11 (4Q earnings)	-	-	-	-	9,7
Non-recurring item 12 (4Q earnings)	1,1	-	-	-	4,5
Interest on own capital	-	-	-	-	1,3
Permanent differences, equity equivalence and others	(0,4)	-57.1%	-54.7%	(1,0)	(0,9)
Income tax	**(6.2)**	**45.0%**	**-25.1%**	**(4.3)**	**(8.3)**
Effective tax Rate	*-31%*	-	-	*-44%*	*-12%*

(Consolidated)

1Q18 net income was R$ 14.0 million driven by the effects mentioned in previous sections.

	1Q18	Chg % vs 1Q17	Chg % vs 4Q17	1Q17	4Q17
Operating income	**22.5**	**57.0%**	**-58.3%**	**14.4**	**54.1**
Financial result	(1.9)	-55.9%	-	(4.3)	12.6
Equity	(0.4)	32.1%	-	(0.3)	0.6
Income before tax	**20.2**	**107%**	**-69.9%**	**9.8**	**67.3**
Income tax	(6.2)	45.0%	-25.1%	(4.3)	(8.3)
Net income	**14.0**	**156.7%**	**-76.3%**	**5.5**	**59.0**
Net margin %	*5.3%*	*2.8 p.p.*	*-13.1 p.p.*	*2.6%*	*18.5%*

Click here to access the pro-forma spreadsheet *(Consolidated)*

[The rest of the page was left intentionally blank]

Tegma Gestão Logística S.A | Earnings Release | 1Q18 | in R$ million

Cash flow

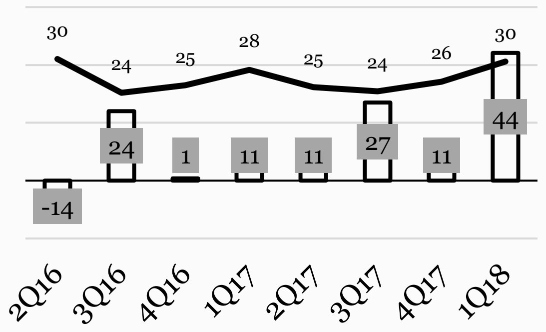
Free cash flow in 1Q18 was benefited from efforts of costs/expenses/capex, the recovery of revenues and the usage of R$ 27.2 million out of R$ 38 million of extemporaneous tax credits, explained in item 7 of non-recurring events of 4Q17.

1Q18 cash cycle was 4-day up vs. 4Q17, but is still within the company's recurring levels.

The 1Q18 **CAPEX** was R$ 2.5 million, as demonstrated below.

Net cash from financing activities was negative by R$ 66.8 million in 1Q18, due to the payment of principal of 1st issue of debentures.

Chart 7 – Free cash flow (in R$ mi) and cash to cash cycle (in days) consolidated



Cash to cash cycle: days to receive - days to pay (Suppliers and freight / daily COGS)

CAPEX	1T18	1T17
Land improvements	-	-
New operations	-	-
Maintenance	1.4	1.9
General improvements	-	0.7
IT	1.0	1.2
Contract renewal	-	3.1
Total	**2.5**	**6.8**

	1T18	1T17
A - Cash at beginning of period	**148.7**	**192.9**
Operating cash flow (1)	47.3	16.4
(-) Capital expenditures "cash" (2)	(3.1)	(5.3)
B - Free cash flow (1 + 2)	44.2	11.1
C - Net cash generated by investing activities (ex CAPEX)	(0.7)	(12.7)
D - Net cash from financing activities	(66.8)	(65.6)
(=) Cash at end of period (A + B + C + D)	**125.5**	**125.7**

(consolidated)

[The rest of the page was left intentionally blank]

Tegma Gestão Logística S.A | Earnings Release | 1Q18 | in R$ million

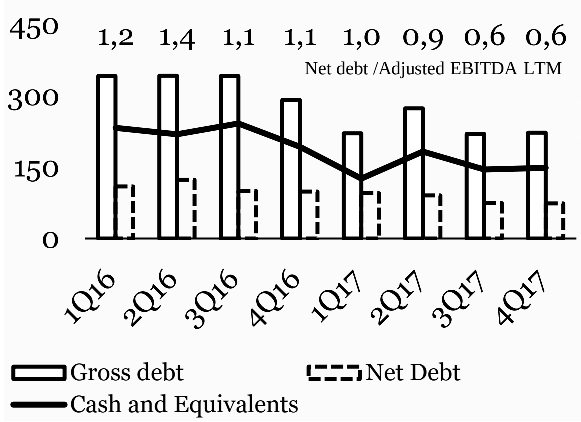
Debt and cash

The downward trend in the company's leverage, both nominal and relative in the last two years, according to Chart 8, reflects the cash generation for the period and the increase in EBITDA in recent quarters.

On February 15, 2018, the Company paid the principal and interest of the debentures (1st series) in the amount of R$ 71.4 million.

The **net debt / adjusted EBITDA TTM ratio** of 1Q18 was 0.2x vs. 0.6x in 4Q17. The calculation of the coverage ratio (which is equivalent to adjusted EBITDA / financial result) is not applicable given that the recognition of financial income from several extemporaneous tax credits made the financial result of the company become positive, considering the last 12 months . The company's covenants are <2.5x e >1.5x, respectively.

Chart 8 – Debt and cash consolidated (in R$ mi)

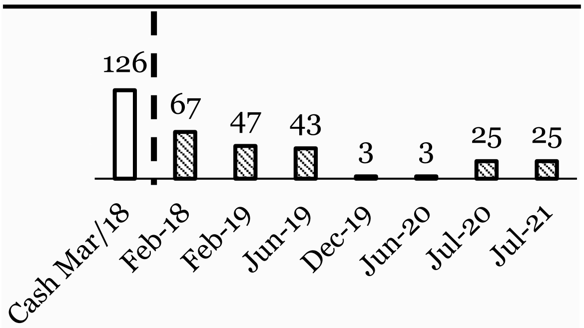


Net debt on March 31, 2018 was R$ 28.7 million, versus R$ 74.1 million on December 31, 2017. This reduction is mainly due to the positive cash flow of R$ 44.2 million in 1Q18. **Additionally it is important to mention that up to March 31, 2018 we still hadn´t disbursed the R$ 38.9 million of complementary 2017 dividends and IOC (interest on capital).**

The company's **total average cost of gross debt** at March 31, 2018 was CDI + 1.96% p.a.

The principal debt schedule, according to the the chart 9, show that we have R$ 47 million due to the next 12 months.

Chart 9 – Principal debt schedule amortization (R$ mi)



	2Q17	3Q17	4Q17	1Q18
Current debt	123.0	69.4	72.6	50.8
Non-current debt	150.9	150.6	150.3	103.4
Gross debt	**273.9**	**220.0**	**222.9**	154.2
(-) Cash	0.4	0.3	0.4	0.4
(-) Banking investments	182.7	145.0	148.3	125.1
Net debt	**90.8**	**74.7**	**74.1**	**28.7**
Adjusted EBITDA TTM	**106.5**	**122.6**	**134.8**	**143.3**
Net debt / Adjusted EBITDA TTM	*0.9 X*	*0.6 X*	*0.6 X*	*0.2 X*
Financial result TTM	**(15.6)**	**(7.6)**	**8.8**	**11.2**
Adjusted EBITDA TTM / Financial result TTM	*6.8 X*	*16.1 X*	-	-

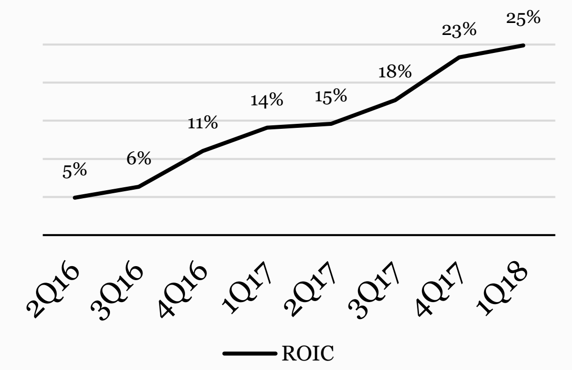
(consolidated)

Tegma Gestão Logística S.A | Earnings Release | 1Q18 | in R$ million

Return on invested capital

Given that the company believes that **return on investment** (ROIC) is significant for investors, since it reflects the company's value creation, we begin to disclose the criteria that we consider the most appropriate for the company. ROIC should not be considered as a substitute for other accounting measures in accordance with IFRS and may not be comparable to similar measures used by other companies. The Company defines ROIC as operating profit (after-tax of 34%), divided by the capital invested (shareholders' equity plus net debt minus merger and acquisition goodwill) of the previous 12 months ago.

Chart 10 – Return over investments (ROIC) and after-tax cost of debt



ROIC: NOPAT / (Net debt + Equity – goodwill)
Reconciling the indicator in the file Historical Financials.xlm (figures)

The company's **ROIC**, as shown in Chart 10 and at the table below, had a significant recovery in the last two years.

The recovery since the middle of 2016 has been driven by the improved revenue from the automotive logistics division, by the improvement of integrated logistics division and by the cost control that we have undertaken throughout the company since 2015. In addition, positive free cash flow in recent years has resulted in a reduction in the net debt of the company and consequently the reduction of the capital employed.

	2Q16	**3Q16**	**4Q16**	**1Q17**	**2Q17**	**3Q17**	**4Q17**	**1Q18**
ROIC (A / B)	**4.9%**	**6.3%**	**11.1%**	**14.1%**	**14.6%**	**17.7%**	**23.3%**	**24.9%**
NOPAT (Oper inc *(1-34%) (A)	**21.6**	**23.1**	**38.9**	**43.4**	**47.0**	**53.5**	**72.3**	**77.7**
Operating income (TTM)	32.7	35.0	58.9	65.7	71.2	81.0	109.5	117.7
Capital employed (B) (previous 12 months)	**440.1**	**363.9**	**351.5**	**308.0**	**321.5**	**301.8**	**309.9**	**312.0**
(+) Net debt	233.0	156.8	150.0	109.2	123.4	99.8	98.7	95.4
(+) Equity	371.1	371.0	365.4	362.8	362.1	365.9	375.1	380.5
(-) Aquisitions goodwill	163.9	163.9	163.9	163.9	163.9	163.9	163.9	163.9

(consolidated)

[The rest of the page was left intentionally blank]

Tegma Gestão Logística S.A | Earnings Release | 1Q18 | in R$ million

Significant balance sheet changes

In this new section, we will explain the most significant changes in the balance sheet in the quarter.

Current assets

Taxes to recover: the decrease of R$ 27.1 million was mainly due to the use of the untimely PIS-Cofins tax credit set up in 4Q17 explained in item 7 in 2017 non recurring events. Additionally, it was affected by the GDL Joint Venture, since the Company ceased to consolidate Tegma Logística Integrada S.A., which had a R$ 3.1 million balance in December 2017.

Non-current assets

Taxes to recover: The decrease of R$ 14.7 million was due to the GDL Joint Venture, for the same reasons as previously mentioned.

Other receivables: the increase in this line item is mainly due to the provision for a loss (recognized in current liabilities) relating to an accident at the chemical operations in 2015, which, due to heavy rainfall, resulted in the damage of the stored goods valued at R$ 4.3 million. Concurrently, an asset (other accounts receivable) was recognized, relating to the indemnization of amounts for the same incident by our insurer. The amount was only recognized this quarter, both in the accounts receivable and in the provision for losses, due to the negotiations that are ongoing with our client's insurer regarding the right of recourse for this liability.

			Cng 1Q18	
	Mar-18	Dec-17	%	R$
Current assets				
Taxes to recover	14.8	42.8	-65.3%	(27.9)
Non-current assets				
Taxes to recover	9.2	23.9	-61.5%	(14.7)
Other receivables	6.2	1.9	227.2%	4.3
Related parties	16.4	-	N/A	16.4
Deferred taxes	14.1	36.6	-61.4%	(22.4)
Investments	19.2	2.0	870.2%	17.2
Property, plant and equipment, net	193.7	210.1	-7.8%	(16.4)
Intangible assets	188.1	175.1	7.4%	13.0
Current liabilities				
Refinanced taxes	-	6.0	-100.0%	(6.0)
Non-current liabilities				
Provision for contingencies and other liabilities	5.2	6.6	-21.5%	(1.4)

Related parties: The increase is related to the GDL Joint Venture, which when it was formed, incorporated tax credits, which will be returned to Tegma once they monetized.

Deferred tax: The decrease of R$ 22 million in the quarter was due to the formation of the GDL Joint Venture, since the Company no longer consolidates Tegma Logística Integrada S.A, which had a balance of R$ 17.1 million in December 2017. In 1Q18, R$ 6.1 million was also used for tax credits relating to item 9 of the 2017 adjustments.

Investments: The increase in this line item is due to the formation of the GDL Joint Venture that will bring together the bonded warehousing activities, in the amount of R$ 17.2 million.

Property, plant and equipment: The decrease of R$ 16.4 million is due to the GDL Joint Venture and the deconsolidation of Tegma Logística Integrada S.A., reducing the balance of this account (R$ 11.5 million in December 2017) in addition to the depreciation for the period.

Intangible assets: the increase is due to the formation of the GDL Joint Venture, which resulted in the recognition of goodwill in the amount of R$ 16.7 million.

Current Liabilities:

Refinanced taxes: this amount no longer exists because there was a settlement by using the tax loss and the negative basis for calculation on social contributions on profit, as provided for in the Special Tax Settlement Program (PERT) explained in item 9 in 2017 non recurring events.

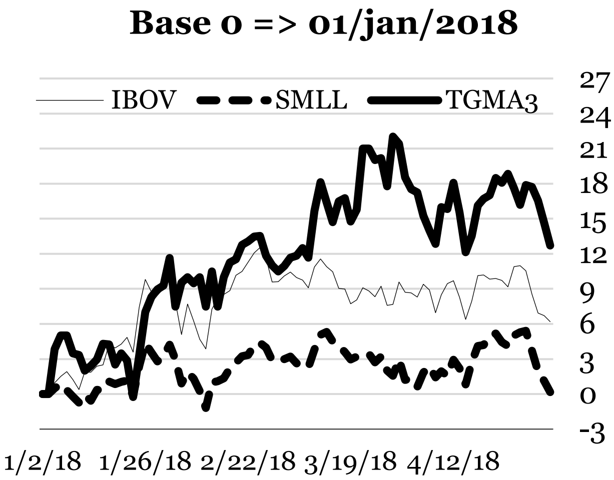
Non-current Liabilities

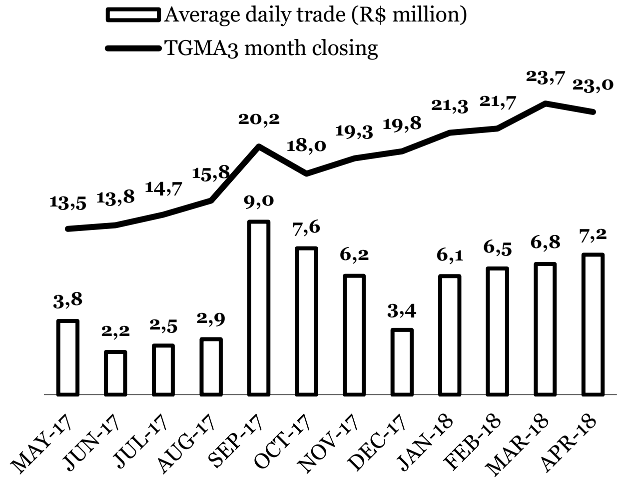
Tegma Gestão Logística S.A | Earnings Release | 1Q18 | in R$ million

Provision for contingencies and other liabilities: the increase in this line item was mainly due to a provision for the loss relating to the accident in the chemical operations as mentioned above in the item other accounts receivable.

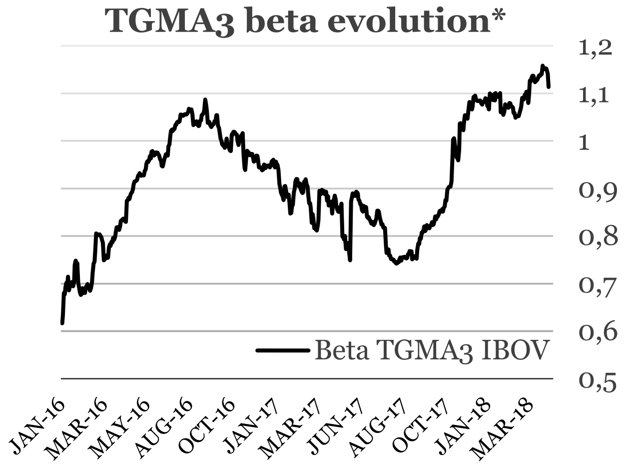
[The rest of the page was left intentionally blank]

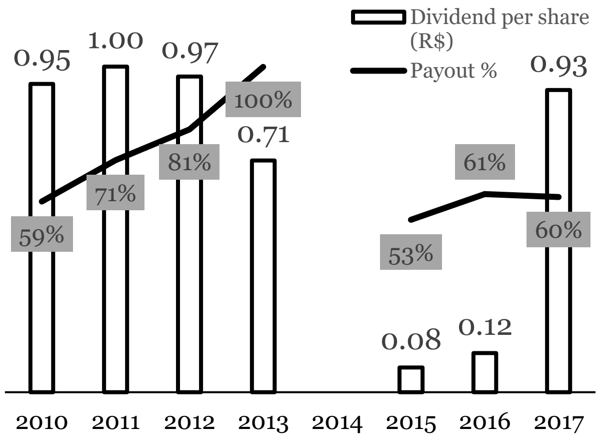
Performance TGMA3





September 2017 and April 2018: not considering block trades





* Tegma and Ibovespa Covariance / Ibovespa variance (252 trading sections)

Results conference call

|PORTUGUESE with simultaneous translation to ENGLISH|
Wednesday, May 9st, 2018
15:00 (Brasília)
2 pm (US-ET)
Tel.: +55 11 3193-1001 or +55 11 2820-4001
Phone: +1 646 828-8246
Port Webcast: click here English Webcast click here

Shareholder strucutre

Shareholder	**# stocks TGMA3 ON**	**% Total**
Mopia Participações e Empreendimentos Ltda.	15,904,828	24%
Cabana Empreendimentos e Participações Ltda.	4,817,704	7%
Coimex Empreendimentos e Participações Ltda.	13,207,034	20%
Other controlling shareholders (person)	670,726	1%
Directors and administration board	40,700	0%
Treasury	65,147	0%
Controllers, administrators e treasury	**34,706,139**	**53%**
Free float	**31,296,776**	**47%**
Total stocks	**66,002,915**	**100%**

Tegma Gestão Logística S.A | Earnings Release | 1Q18 | in R$ million

Tegma Gestão Logística SA and subsidiaries
Income statement
(in R$ million, except percentages)

Income statement	**1T17**	**1T18**	**Chg % vs 1Q17**
Gross revenue	**263.1**	**322.8**	**22.7%**
Taxes and deductions	(49.6)	(60.8)	22.5%
Net revenue	**213.5**	**262.1**	**22.7%**
Cost of services	(180.7)	(213.2)	18.0%
Personnel	(25.3)	(26.7)	5.4%
Freight	(130.6)	(165.5)	26.7%
Others	(38.6)	(39.0)	1.2%
Taxes credit (PIS and COFINS)	13.8	18.0	30.1%
Gross profit	**32.8**	**48.8**	**48.9%**
General and administrative expenses	(16.2)	(20.6)	27.0%
Other expenses and revenues	(2.2)	(5.7)	156.8%
Operating income	**14.4**	**22.5**	**57.0%**
(+) Depreciation	6.6	6.9	5.1%
= EBITDA	**20.9**	**29.5**	**40.7%**
Mg% EBITDA	*9.8%*	*11.2%*	*1.4 p.p.*
Financial result	(4.3)	(1.9)	-55.9%
Equity	(0.3)	(0.4)	32.1%
Income before tax	**9.8**	**20.2**	**107.5%**
Income tax	(4.3)	(6.2)	45.0%
Net income	**5.5**	**14.0**	**156.7%**
Net margin %	*2.6%*	*5.3%*	*2.8 p.p.*

Income statement - pro forma without Caricacica-ES operation	**1T17**	**1T18**	**Chg % vs 1Q17**
Gross revenue	**255.4**	**320.1**	**25.3%**
Taxes and deductions	(48.3)	(60.4)	25.1%
Net revenue	**207.1**	**259.7**	**25.4%**
Cost of services	(172.0)	(210.5)	22.4%
Personnel	(22.0)	(25.6)	16.7%
Freight	(130.6)	(165.5)	26.7%
Others	(32.9)	(37.2)	13.0%
Taxes credit (PIS and COFINS)	13.5	17.9	32.2%
Gross profit	**35.1**	**49.3**	**40.3%**
General and administrative expenses	(16.1)	(20.6)	27.5%
Other expenses and revenues	(2.2)	(5.7)	156.8%
Operating income	**16.8**	**23.0**	**37.2%**
(+) Depreciation	5.5	6.6	20.5%
= EBITDA	**22.3**	**29.6**	**33.1%**
Mg% EBITDA	*10.7%*	*11.4%*	*0.7 p.p.*
Financial result	(4.3)	(1.9)	-55.9%
Equity	(2.8)	(0.9)	-67.0%
Income before tax	**9.8**	**20.2**	**107.5%**
Income tax	(4.3)	(6.2)	45.0%
Net income	**5.5**	**14.0**	**156.7%**
Net margin %	*2.6%*	*5.4%*	*2.8 p.p.*

Tegma Gestão Logística SA and subsidiaries
Balance sheet
(in R$ million)

	Mar-18	Dec-17	Mar-17
Current assets	**301.1**	**374.7**	**265.9**
Cash	0.4	0.4	0.3
Banking investments	125.1	148.3	125.8
Accounts receivable, net	149.5	171.2	116.1
Related parties	0.6	0.8	0.5
Inventories	0.2	0.2	0.2
Income tax and social contribution	2.4	5.2	2.8
Taxes to recover	14.8	42.8	2.6
Other receivables	5.0	4.5	10.5
Prepaid expenses	3.2	1.3	7.1
Non-current assets	**459.4**	**463.2**	**462.8**
Taxes to recover	9.2	23.9	9.9
Other receivables	6.2	1.9	15.0
Deferred taxes	14.1	36.6	23.3
Related parties	16.4	-	-
Judicial deposits	12.4	13.6	20.5
Investments	19.2	2.0	3.0
Property, plant and equipment, net	193.7	210.1	214.2
Intangible assets	188.1	175.1	176.9
Total assets	**760.5**	**837.9**	**728.7**

	Mar-18	Dec-17	Mar-17
Current liabilities	**145.4**	**193.1**	**212.1**
Loans and financing	1.5	1.1	0.9
Bonds	49.3	71.4	122.5
Suppliers and freights payable	28.6	32.2	23.2
Taxes payable	13.4	15.5	13.4
Refinanced taxes	-	6.0	-
Salaries and social charges	20.7	24.6	27.7
Other accounts payable	22.2	26.1	19.1
Related parties	0.8	0.8	1.2
Income tax and social contribution	5.8	12.2	0.8
Dividends payable	3.1	3.1	3.3
Non-current liabilities	**152.3**	**195.9**	**136.0**
Provision for capital deficiency	-	-	0.5
Loans and financing	53.4	53.6	1.3
Bonds	50.0	96.7	96.7
Deferred taxes	5.2	6.6	22.8
Provision for contingencies and other liabilities	43.8	39.0	14.7
Shareholders equity	**462.8**	**448.8**	**380.5**
Capital stock	144.5	144.5	144.5
Capital reserve	174.1	174.1	174.1
Profit reserve	94.9	94.9	52.4
Retained earnings	14.0	-	5.5
Treasury shares	(0.3)	(0.3)	(0.3)
Assets valuation adjustment	-	-	(0.2)
Additional proposed dividend	35.7	35.7	4.7
Total liabilities and shareholders' equity	**760.5**	**837.9**	**728.7**

Tegma Gestão Logística SA and subsidiaries
Cash flow statement
(in R$ million)

	1Q18	1Q17
Income before income and social contribution taxes	**20.2**	**9.8**
Depreciation and amortization	6.9	6.6
Interest and exchange variation on unpaid loans, debentures	3.7	8.5
(Reversal of) provision for contingencies	10.3	0.3
Loss in goodwill withdraw	2.5	-
Allowance for doubtful accounts	0.1	0.2
Provision for monetary loss in sale of Controlled Co	(1.8)	-
Equity pickup	0.4	0.3
Interest on installment of taxes and payable notes	-	-
Loss (gains) on disposal of assets	0.4	0.2
Interest on acquisition/stock option	-	0.1
Expenses (revenues) not affecting cash flows	**22.5**	**16.2**
Accounts receivable	18.4	38.0
Taxes recoverable	13.5	(2.4)
Judicial deposits	(0.4)	1.0
Other assets	(6.9)	(7.2)
Trade accounts and freight payable	(3.0)	(21.5)
Salaries and related charges	(2.7)	0.2
Increase (decrease) in related parties	(0.6)	0.3
Other liabilities	(2.8)	1.4
Changes in assets and liabilities	**15.5**	**9.8**
Interest paid on loans, financing and swap	(0.9)	(0.0)
Interest paid on debentures	(4.7)	(13.1)
Indemnities payed	(4.6)	(0.5)
Income and social contribution taxes paid	(0.7)	(5.4)
(A) Net cash generated by (used in) operating activities	**47.3**	**16.7**
Acquisition of property and equipment and intangible assets	(1.2)	(1.1)
Sale value of investment	(2.0)	(4.2)
Proceeds from sale of assets	-	0.0
Payment of acquisition of investments	-	(12.7)
Cash from Tegma Logistica Integrada S.A.	(0.7)	-
(B) Net cash generated by (used in) investing activities	**(3.8)**	**(18.0)**
New loans	-	1.3
Payment of debentures	(66.8)	(66.9)
(C) Net cash generated by (used in) financial activities	**(66.8)**	**(65.6)**
Changes in cash (A + B + C)	**(23.3)**	**(66.8)**
Cash at beginning of period	148.7	192.9
Cash at end of year	125.5	126.0

Tegma Gestão Logística SA and subsidiaries
Statements of change in equity
(in R$ million)

		Capital reserve		Income reserve								
	Capital	Capital reserve	Stock option granted	Legal reserve	Retained profit	Addicional dividend proposed	Treasury stock	Equity adjustment	Retained earnings (accumulated losses)	Total	Non-controlling interest	Total equity
Balance at January 1, 2017	**144.5**	**174.1**	**-**	**27.2**	**25.2**	**4.7**	**(0.3)**	**(0.2)**	**-**	**375.1**	**-**	**375.1**
Net income for the period	-	-	-	-	-	-	-	-	5.5	5.5	-	5.5
Exchange variation of investee located abroad	-	-	-	-	-	-	-	(0.0)	-	(0.0)	-	(0.0)
Balance at December 30, 2017	**144.5**	**174.1**	**-**	**27.2**	**25.2**	**4.7**	**(0.3)**	**(0.2)**	**5.5**	**380.5**	**-**	**380.5**
Balance at January 1, 2018	**144.5**	**174.1**	**-**	**28.9**	**66.0**	**35.7**	**(0.3)**	**-**	**-**	**448.8**	**-**	**448.8**
Net income for the period	-	-	-	-	-	-	-	-	14.0	14.0	-	14.0
Balance at March 30, 2018	**144.5**	**174.1**	**-**	**28.9**	**66.0**	**35.7**	**(0.3)**	**-**	**14.0**	**462.8**	**-**	**462.8**

Tegma Gestão Logística SA and subsidiaries
Statements of value added
(in R$ million, except percentages)

	1Q18	1Q17	Chg % vs 1Q17
Gross sale of services, net	305.5	249.8	-18.2%
Other income	7.6	0.6	-92.0%
(Reversal of) allowance for doubtful accounts	(0.1)	(0.2)	168.3%
Income	**313.0**	**250.2**	**-20.1%**
Cost of services provided	(165.5)	(130.6)	-21.0%
Materials, energy, third-party services and other operating expenses	(44.9)	(29.8)	-33.7%
Asset loss and recovery	-	-	-
Input products acquired from third parties	**(210.4)**	**(160.4)**	**-23.7%**
Net value added produced by the Company	102.6	89.8	-12.5%
Depreciation and amortization	(6.9)	(6.6)	-4.9%
Gross value added	**95.7**	**83.2**	**-13.1%**
Equity pickup	(0.4)	(0.3)	-24.2%
Financial income	2.7	5.3	98.4%
Total value added to be distributed	**97.9**	**88.2**	**-10.0%**
Personnel and related charges	**32.9**	**31.4**	**-4.6%**
Direct compensation	25.4	26.1	2.8%
Benefits and allowances	5.9	3.6	-38.2%
FGTS	1.6	1.6	2.5%
Taxes, charges and contributions	**37.0**	**31.5**	**-15.0%**
Federal	21.6	17.9	-16.9%
State	14.1	12.0	-14.7%
Local	1.3	1.5	13.4%
Financing agents	**28.0**	**25.3**	**-9.6%**
Interest and exchange variations	4.6	9.6	110.2%
Rent	9.5	10.3	8.7%
Dividends	-	-	-
Retained profits (losses)	14.0	5.5	-61.0%
Value added distributed	**97.9**	**88.2**	**-10.0%**