

4Q18 and 2018 Results

March 12, 2019



4Q18 and 2018 Highlights

JSL Consolidated



- **We began a new cycle of development through a new business organization**, formed by independent companies, each with their own governance, with focused leaders and with greater autonomy. This structure allows the preservation of the group's synergies and the perpetuation of our values and strategic objectives, preparing JSL's business platform for a new phase of growth and results;
- **Record Net Income of R\$189 million in 2018 and R\$60.6 million in 4Q18.** The expansion of the results was sustained by better performance in all the companies of the group, with improved operational margins of Logística, operational evolution of Movida and consistent returns, together with growth opportunities in Vamos;
- **Record EBITDA of R\$1.6 billion, a YoY increase of 29.9%**, with an EBITDA Margin of 24.9%, 2.0 p.p. higher than in 2017;
- **Consolidated Net Revenue of R\$8.1 billion, growth of 12.3% in 2018.** JSL remains well positioned in sectors with great potential for growth and low concentration that offer opportunities to expand and diversify business with an extensive customer base and sectors of the economy;
- **Raised R\$4.2 billion in funds in 2018 which included the reopening of the Bond Program in January 2018 raising an additional US\$300 million**, with a seven-year term, extending the debt profile and diversifying the international funding base;
- **Acquisition of additional interest in Vamos, holding 100% of the company's capital** and the **increase of our stake in Movida to 70.1%** after the capital increase concluded in October;



JSL Corporate Organization

Group of companies focused on delivering customized and innovative solutions aimed at its clients' needs

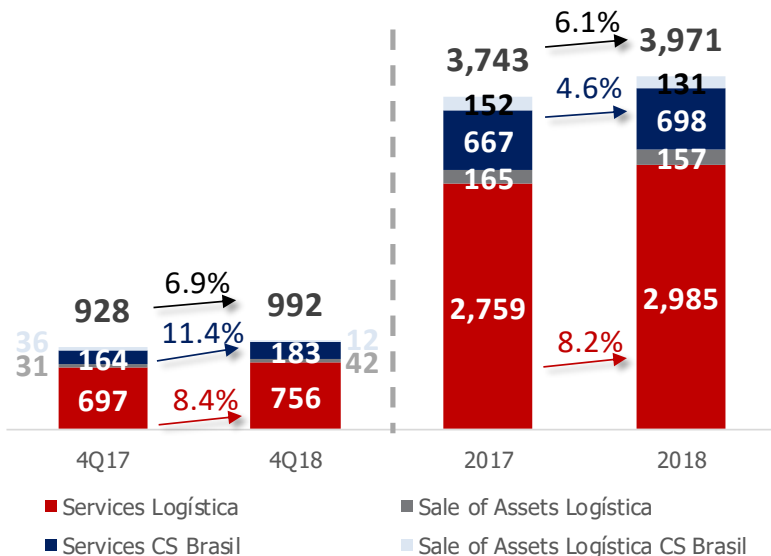


Total Common Shares 205,537,500						
		26.9%		Debt - Investments R\$2,815		
100%		100%	100%	100%	70,1%	29,9%
2018 (R\$ millions)						JSL CONSOLIDATED ¹
Market positioning	Integration that improves productivity and efficiency		Rental and sale of heavy vehicles	Acquisition and sale of vehicles, adding synergy to the Group	Innovation in urban mobility solutions	--
Net Revenue	3,142	829	983	702	2,539	8,075
EBITDA	428	207	452	20	482	1,598
Net Debt	1,637		863	(27)	1,454	6,709
Property and Equipment	2,206		1,386	32	3,649	7,279
Service Portfolio	<ul style="list-style-type: none">• Dedicated services• Freight• Cargo transportation	<ul style="list-style-type: none">• Public GTF• Urban mobility, passeng. transp.• Urban cleaning• New businesses	<ul style="list-style-type: none">• Trucks, machinery, equipm. rental,• Concession. trucks, machinery, equipment• Used vehicle sales	<ul style="list-style-type: none">• Light vehicle concessionaire• Insurance broker	<ul style="list-style-type: none">• Rent-a-car• GTF – light vehicles• Used car sales	<ul style="list-style-type: none">• Broad portfolio of services with high synergy among the businesses
    						
¹ Includes JSL Leasing and intercompany elimination						

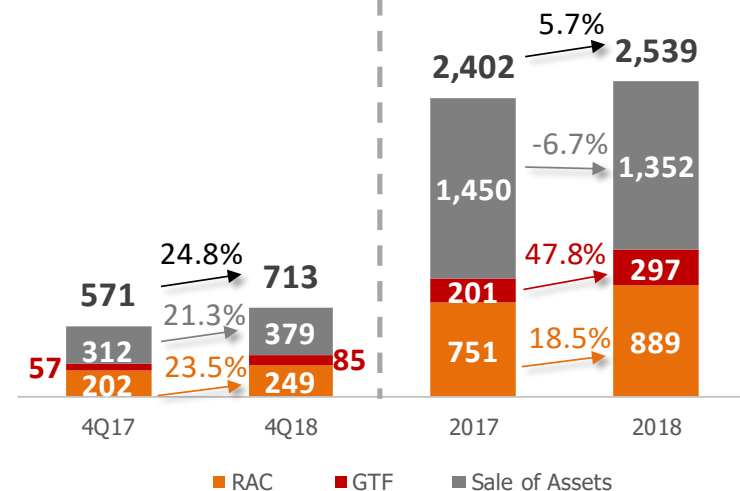
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Net Revenue (R\$ million)

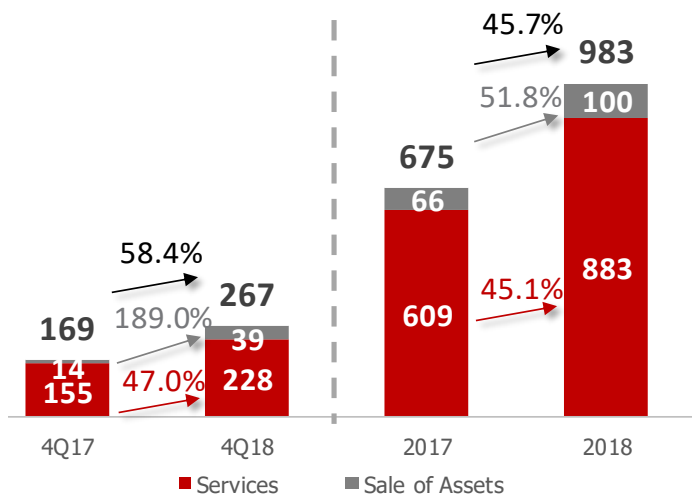
JSL Logística + CS Brasil



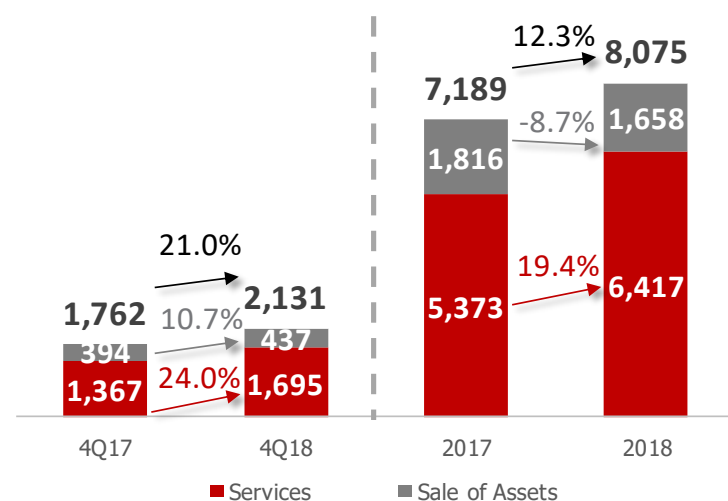
Movida



Vamos

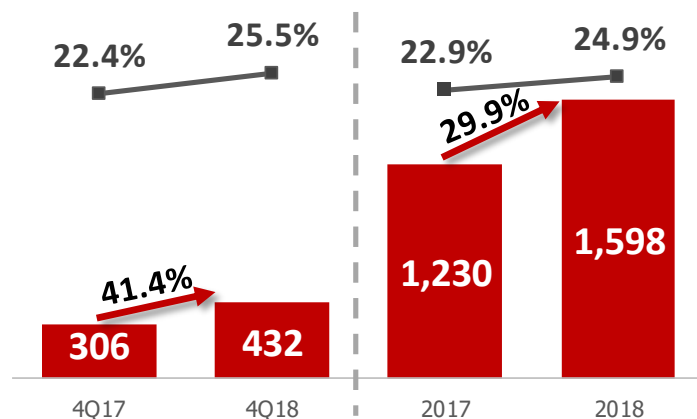


Consolidated



EBITDA and Net Income (R\$ million)

Consolidated – EBITDA and EBITDA Margin



Logística + CS

Fourth-quarter EBITDA totaled R\$172 million (+26.1% over 2017), with an EBITDA margin of 18.4% (+2.5 p.p. over 2017). In 2018, EBITDA came to R\$635 million (+11.9% over 2017), with an EBITDA margin of 17.2% (+0.6 p.p. over 2017), showing the dilution of costs and expenses and the operational improvement of the period.

Vamos

Vamos' consolidated EBITDA totaled R\$112 million in 4Q18, a significant increase of 63.2% YoY, with an EBITDA margin from services of 49.0%, 4.9 p.p. higher than the 4Q17. The EBITDA from services of the rental business accounted for 96% of Vamos' consolidated EBITDA from services, totaling R\$109 million. The EBITDA margin from rental services totaled 85.7% in the quarter. EBITDA totaled R\$452 million in 2018, 48.3% up YoY, showing adequate profitability and capacity to generate cash.

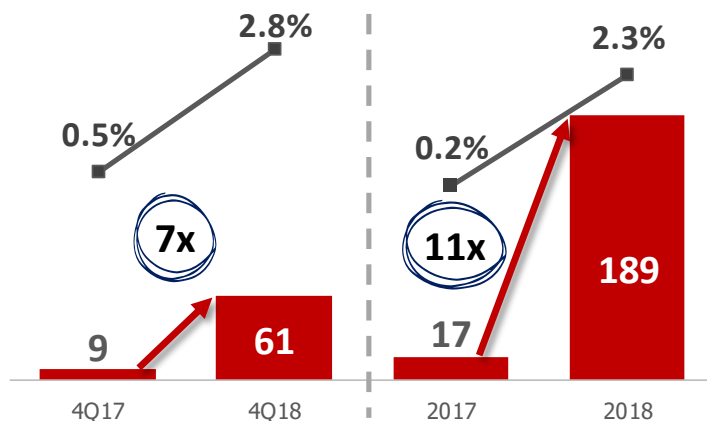
Movida

In 4Q18, EBITDA was R\$142 million (+66.0% YoY) with an EBITDA Margin of 42.5% (+9.5 p.p. YoY). Net Income was R\$52 million, with a net margin of 15.5%, an increase of 7.8 p.p. in relation to 4Q17. In 2018, Movida achieved record EBITDA and Net Profit, totaling R\$482 million (+47.6% YoY) and R\$160 million (+143% YoY), respectively. The increase of R\$94 million in Net Income led to a growth of 2.4x YoY. The evolution in processes, the dilution of the corporate structure, the higher share of GTF in revenue, and the lower default and claim levels were the main drivers for the Company's growth.

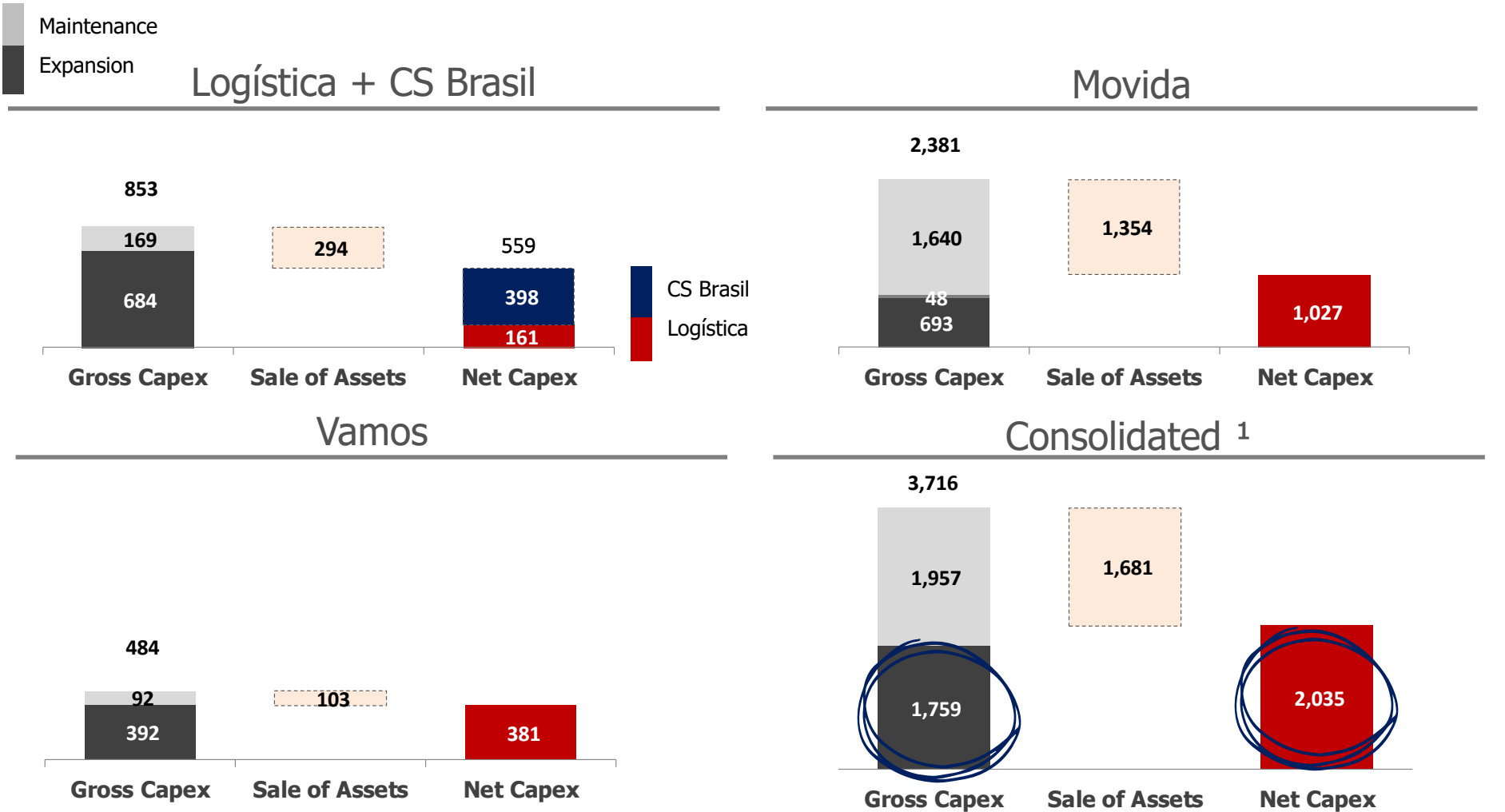
Consolidated

In 2018 we intensified our focus on execution and JSL Consolidated posted record Net Income of R\$189 million, in comparison to R\$16.7 million recorded in 2017. The improved results were sustained by the enhanced performance of all of JSL's companies. This result arises from the restructuring process carried out throughout the last three years, which began to positively impact our companies' profitability by means of independent business platforms and management's focus on the business.

Consolidated – Net Result



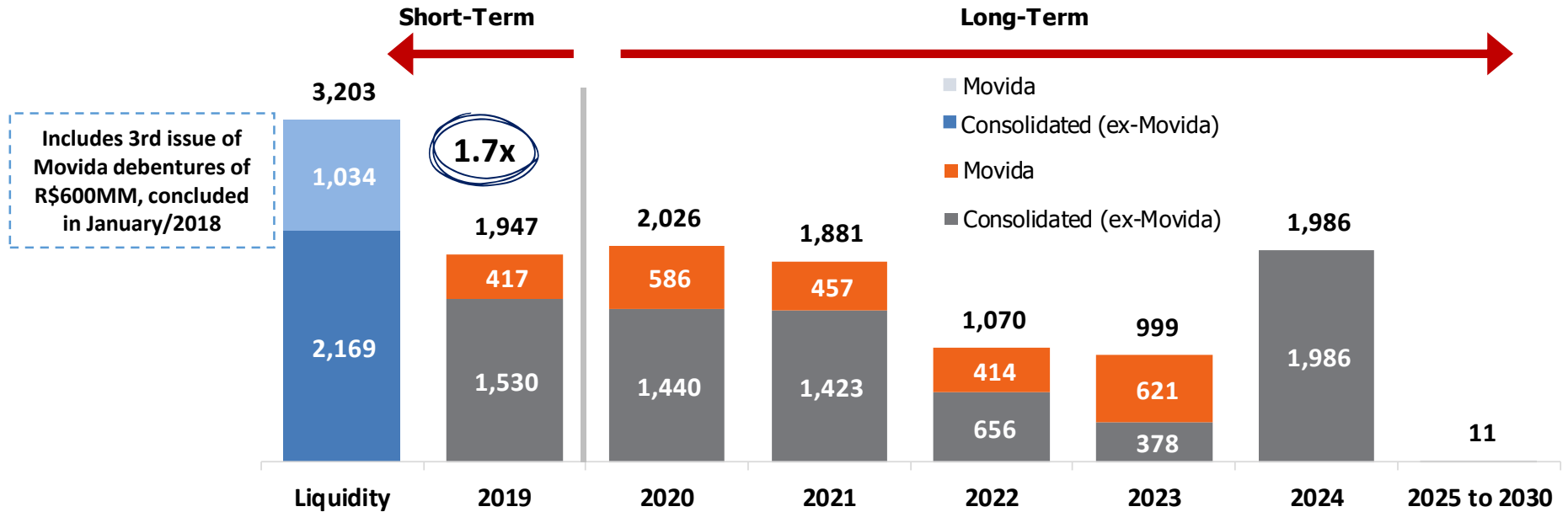
Capex - 2018 (R\$ million)



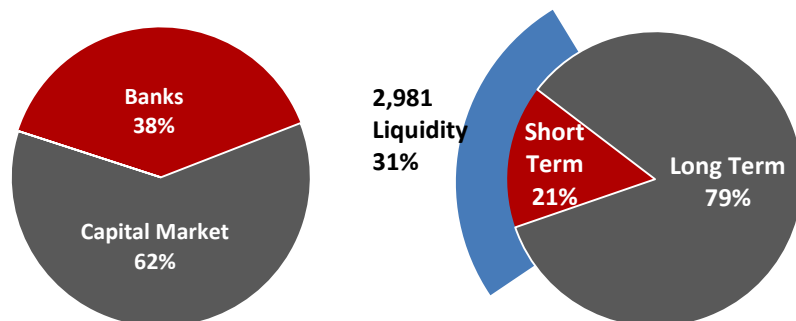
Net capex totaled R\$2.0 billion in 2018, 90% focused on expansion, divided among Movida (R\$1.0 billion), CS Brasil (R\$398 million), Vamos (R\$381 million) and JSL Logística (R\$161 million). It is worth noting that most of these contracts were focused on fleet management and outsourcing of heavy vehicles at Vamos and light vehicles at Movida and CS Brasil.

Indebtedness - JSL Consolidated (R\$ million)

Gross Debt Amortization Schedule – Proforma ^{1 2}



Breakdown



Gross Debt	9,690
Liquidity	2,981
Net Debt	6,709

Leverage Ratios

Net Debt / EBITDA ²	4.2x
Net Debt / EBITDA-A	2.1x
EBITDA-A / Net Interest	5.4x
Net Debt / 2H18 Annualized EBITDA	3.9x

Profitability Breakdown – Grupo JSL

2018 (R\$ million)



Consolidated ROIC: 9.0%
Consolidated Net Debt/EBITDA: 4.2x

Original
 CONCESSIONÁRIAS

Net Revenue: R\$ 702
 EBITDA: R\$ 20
 Net Debt: R\$ (27)
 Net Income: **R\$ 9**
 Net Debt/EBITDA: —

ROIC: 7.3%



Net Revenue: R\$ 3,971
 EBITDA: R\$ 635
 Net Debt: R\$ 1,637
 Net Income: **R\$ 96**
 Net Debt/EBITDA: 2.6x

ROIC: 8.1%



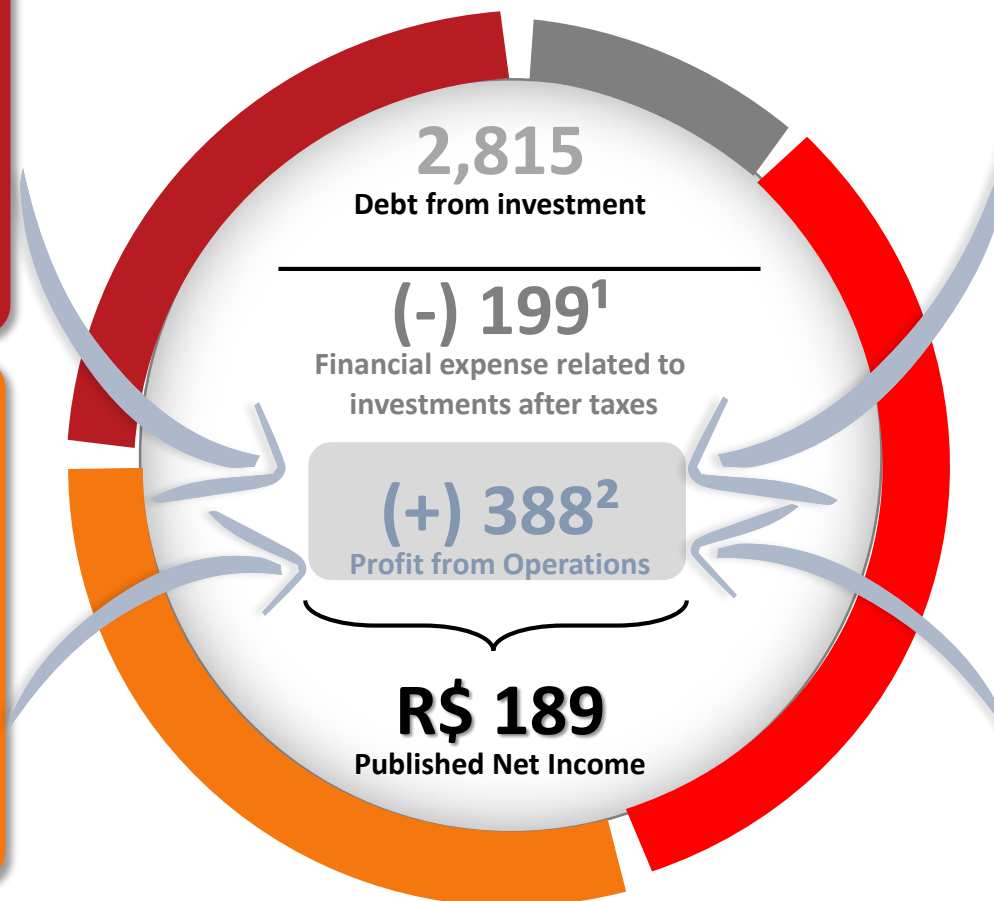
Net Revenue: R\$ 983
 EBITDA: R\$ 452
 Net Debt: R\$ 863
 Net Income: **R\$ 116**
 Net Debt/EBITDA: 1.9x

ROIC: 11.3%



Net Revenue: R\$ 2,539
 EBITDA: R\$ 482
 Net Debt: R\$ 1,454
 Net Income: **R\$ 160**
 Net Debt/EBITDA: 3.0x

ROIC: 10.7%



¹ The amount of financial expenses related to investments before taxes was R\$254MM

² Considering R\$7MM Net Income from JSL Leasing

JSL Results (R\$ million)



4Q18										
	Log + CS	4Q18/17	Vamos	4Q18/17	Movida	4Q18/17	Original	4Q18/17	Consolidated	4Q18/17
Gross Revenue	1,194	4.2%	300	60.1%	760	25.6%	202	24.1%	2,447	19.9%
Net Revenue	992	6.9%	267	58.4%	713	24.8%	193	25.7%	2,131	21.0%
Net Revenue from Services	938	9.0%	228	47.0%	334	29.0%	191	27.0%	1,695	24.0%
EBIT	90	51.1%	49	42.9%	107	63.1%	3	-84.6%	252	40.2%
EBIT Margin *	9.6%	+2.7 p.p.	21.6%	-0.6 p.p.	32.1%	+6.7 p.p.	1.4%	-9.6 p.p.	14.9%	+1.8 p.p.
EBITDA	172	26.1%	112	63.2%	142	66.0%	4	-77.6%	432	41.4%
EBITDA Margin *	18.4%	+2.5 p.p.	49.0%	+4.9 p.p.	42.5%	+9.5 p.p.	2.1%	-9.8 p.p.	25.5%	+3.1 p.p.
EBITDA-A	232	14.2%	151	82.1%	511	34.0%	5	-74.4%	870	27.3%
EBITDA-A Margin	23.4%	+1.5 p.p.	56.6%	+7.3 p.p.	71.6%	+4.9 p.p.	2.7%	-10.6 p.p.	40.8%	+2.0 p.p.
Net Result			21	10.8%	52	159.8%	0	0.0%	61	604.7%
Net Margin									2.8%	+2.3 p.p.

2018										
	Log + CS	2018/2017	Vamos	2018/2017	Movida	2018/2017	Original	2018/2017	Consolidated	2018/2017
Gross Revenue	4,741	6.6%	1,101	44.4%	2,717	7.8%	738	16.8%	9,203	13.2%
Net Revenue	3,971	6.1%	983	45.7%	2,539	5.7%	702	17.5%	8,075	12.3%
Net Revenue from Services	3,683	7.5%	883	45.1%	1,186	24.7%	695	19.5%	6,417	19.4%
EBIT	324	31.4%	234	29.1%	380	50.6%	14	-17.5%	961	36.4%
EBIT Margin *	8.8%	+1.6 p.p.	26.5%	-3.2 p.p.	32.0%	+5.5 p.p.	2.0%	-0.9 p.p.	15.0%	+1.9 p.p.
EBITDA	635	11.9%	452	48.3%	482	47.6%	20	-14.0%	1,598	29.9%
EBITDA Margin *	17.2%	+0.6 p.p.	51.2%	+1.1 p.p.	40.6%	+6.3 p.p.	2.8%	-1.0 p.p.	24.9%	+2.0 p.p.
EBITDA-A	932	5.7%	550	47.5%	1,774	4.2%	25	-30.8%	3,207	8.1%
EBITDA-A Margin	23.5%	+0.0 p.p.	55.9%	+0.6 p.p.	69.9%	-1.0 p.p.	3.5%	-2.5 p.p.	39.7%	-1.6 p.p.
Net Result			116	25.6%	160	143.2%			189	1032.9%
Net Margin									2.3%	+2.1 p.p.

* Calculated on net revenue from services

Thank you



Some of the statements contained herein constitute additional information that has not been audited or reviewed by the auditors and is based on Management's current opinion and prognosis. Consequently, there may be material differences between said statements and the Company's actual results, performance and future events. Actual results, performance and events may differ substantially from those expressed or implied by said statements as a result of various factors, including the general and economic situation in Brazil and other countries; interest, inflation and exchange rates; changes in laws and regulations; and general competitive factors (at global, regional or national level). Consequently, Management accepts no responsibility for the conformity or accuracy of the additional information in this report that has not been audited or reviewed by auditors. Said information should be examined and interpreted in an independent manner by shareholders and market agents who should carry out their own analyses and reach their own conclusions regarding the results disclosed herein.

References:

DISCLAIMER:

As of January 1, 2018, the JSL Group adopted CPC 47/IFRS 15 and CPC 48/IFRS 9 in its financial statements. Additionally, in 1Q17, Other Operating Revenue (Expenses) was impacted by a non-recurring revenue from the secondary sale of Movida shares, subsequently reversed in 3Q17 to Shareholders' Equity. Therefore, the corresponding values related to past periods are shown in a pro-forma manner for comparison purposes. None of the changes required the restatement of the financial statements already published.

Slide 6:

¹ Considers Original Concessionárias, JSL Leasing and intercompany eliminations

Slide 7:

¹ Excludes R\$1,851 billion from the Bond proceed structure, which impacts both cash and gross debt;

² Proforma including the 3rd issue of Movida debentures of R\$600MM, concluded in January/2018

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