

Entender para Atender

The broadest portfolio of logistic services in Brazil

4Q12 Results Presentation

March 26, 2013

Highlights 2012

JSL Consolidada – 2012 vs. 2011

- **Consolidated Gross Revenue** of **R$ 4.5 billion** and **Consolidated recurring EBITDA**[1] of **R$ 610.6 million**, growth of 41% from 2011
- **Consolidated recurring net income**[2] of R$ 91.7 million, **growth of 46% compared to 2011**
- **Fitch Ratings** upgraded all JSL's ratings (corporate and emissions)
- The company signed new contracts totaling **R$1.8 billion** in 2012, in line with 2011, underlining its **resilient growth**
- Incorporation of **JSL Concessionárias de Veículos**, increasing the **Capillarity** of the asset resale channels
- Establishment of the **Sustainability Committee**
- **Awards**: **Transparency Trophy Award** (ANEFAC / FIPECAFI / Serasa); **1º place in the sector of Transport** by the 360° Yearbook of Época Negócios

JSL Logística – 2102 vs. 2011

- **Growth** of **36%** of **the Gross Revenue from Services**
- **Recurring EBITDA**[3] of **R$ 590 million** (+**36%)**

Delivering the guidance informed in February 10th of 2012

- **Recurring Net income**[4] **of R$ 90.9 million (+31,4%), with a margin of 3,1%**

[1]Excludes the effects of non-recurring expenses related to the aquisitions of Schio and SIMPAR Concessionárias (currently JSL Concessionárias), special projects, and others, in the amount of R$ 16.4 million in 2012.
[2]Excludes the impact from the expenses detailed in item 2. Considers the rate of 34% for 6.6 million in 2012.
[3]Excludes non-recurring effects, as detailed on item 1, in the amount of R$ 12.0 million in 2012
[4]Excludes the impact from the expenses detailed in item 2. Considers the rate of 34% for 5.0 million in 2012.

Highlights 4Q12

JSL Logística– Data Reported– 4Q12 vs. 4Q11

- **Record Gross Revenue** from **Services** of **R$ 842.1 million** (**+34.8%**)
- **EBITDA from Services[1]** of **R$ 134.7 million** (+**29.4%)**
- **Net Revenue[2]** of **R$ 20.0 million,** with a **margin** of **2.5%**
- Increase of 5.6 p.p. of business lines with higher added value
- Expansion into sectors, with increased share in the food industry, diluting the more traditional sectors of the company

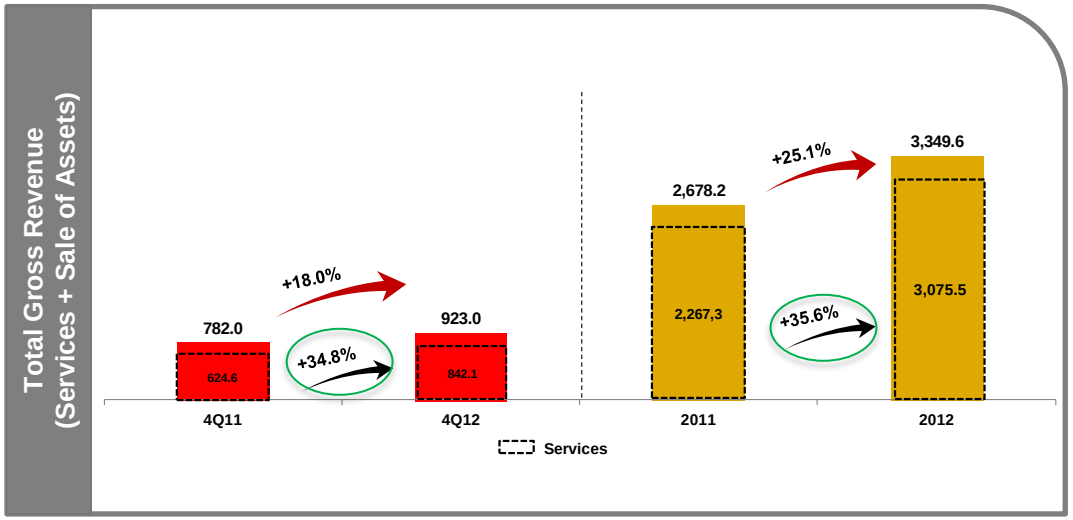
[1]Excludes the effects of non-recurring expenses related to the aquisitions of Schio and SIMPAR Concessionárias (currently JSL Concessionárias), special projects, and others, in the amount of R$ 2.0 million in 4Q12

[2] Excludes the impact from the expenses detailed in item 1, in the amount of R$ 5.0 million in 2012

Operating Highlights - JSL Logística

(R$ million)

JSL Logística – Reported Data – Comparisons with 4Q11



Record gross revenue from Services

- **Growth** of Revenue **from Same Contracts (RSC): 10.1%**
- **New Contracts** contributed with **R$ 86.4 million**

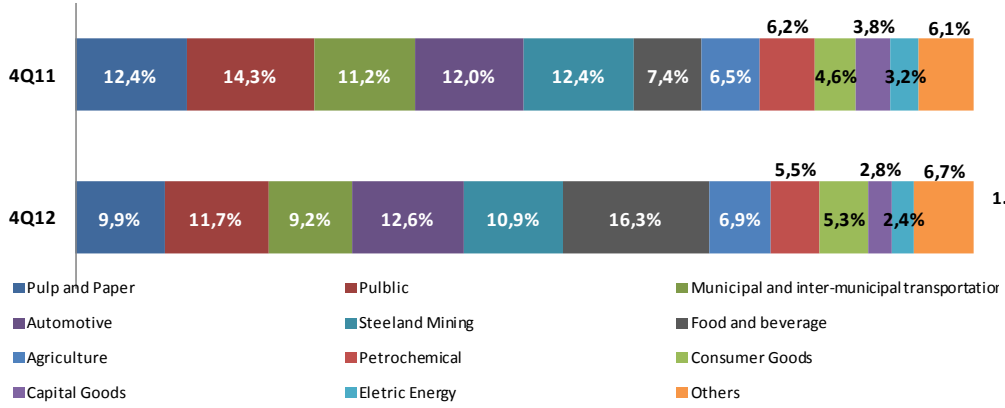
Operational flexibility in the Resale of assets

- **Growth of 22.1%** from the **Usual Resale of Assets,** came to **R$ 80.9 million in 4Q12,** because of **high volume** of assets available for **renewal**
- In 4Q12, there was no booking of the sale of assets with management, which explains the reduction of the total Sale of Assets compared with 4Q11

By Economic Sector

- **Continuous increase** in **sectoral diversification**, with no **dependence** on any single segment

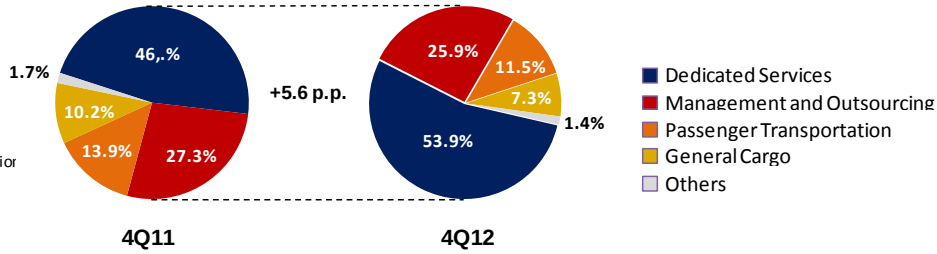
+16 sectors of economy



By Business Line

- Focus on **Logistics Services** with **higher value added**

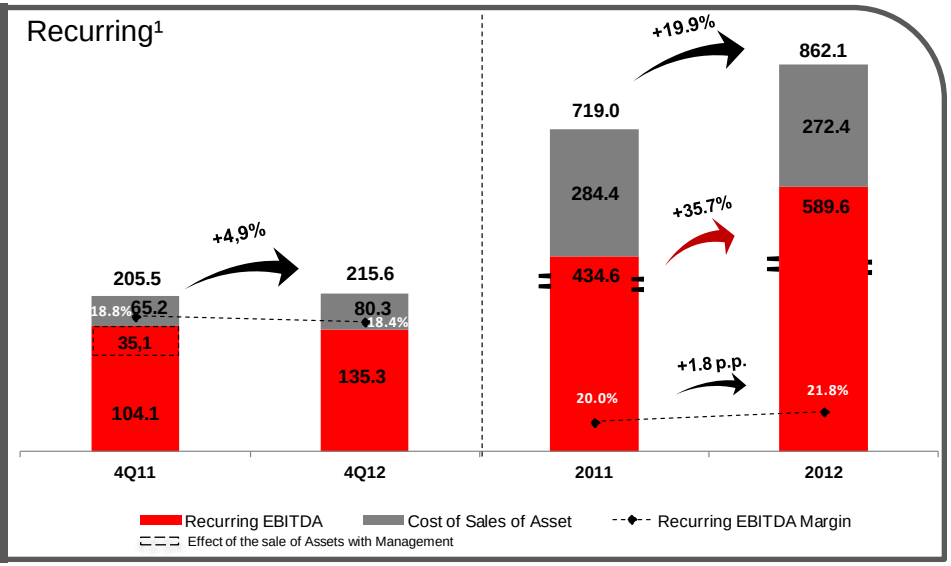
79,8% of Dedicated Services + Management and Outsourcing



Financial Results – JSL Logística
(R$ millions)

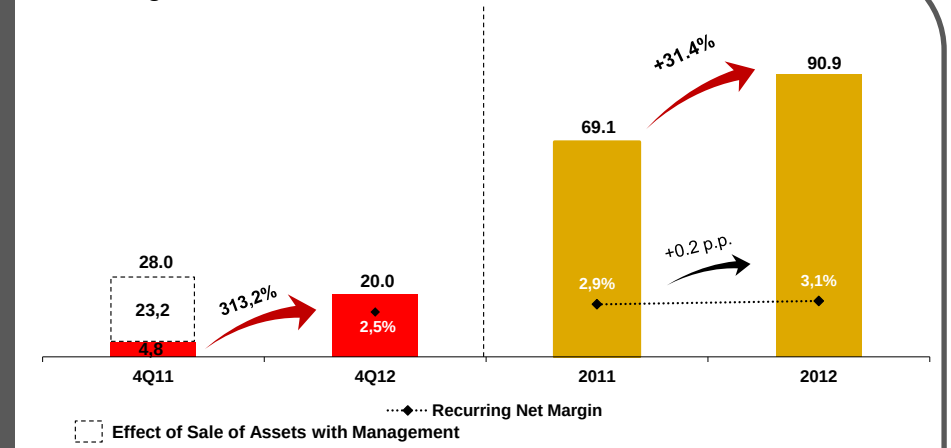
Comparison with 4Q11

EBITDA-A



EBITDA	JSL - Logistics 4Q11	4Q12	Var. 4Q12X4Q11	2011	2012	Var. 2012x2011
EBITDA from sale of assets	**36.1**	**0.6**	**-98.3%**	**33.6**	**1.7**	**-94.8%**
Margin	23.5%	0.8%	-22.7 p.p.	8.4%	0.6%	-7.7 p.p.
Recurring EBITDA from Services¹	**104.1**	**134.7**	**29.4%**	**401.0**	**587.9**	**46.6%**
Margin	18.8%	18.4%	-0.4 p.p.	20.0%	21.8%	+1.8 p.p.
Recurring EBITDA¹	**140.2**	**135.4**	**-3.5%**	**434.6**	**589.6**	**35.7%**
Margin	19.8%	16.6%	-3.2 p.p.	18.0%	19.8%	+1.8 p.p.

Net Income



Net Income	JSL - Logistic 4Q11	4Q12	Var. 4Q12X4Q11	2011	2012	Var. 2012x2011
Recurring Net Income²	**28.0**	**20.0**	-28.8%	**69.1**	**90.9**	**31.4%**
Margin	4.0%	2.5%	-1.5 p.p.	2.9%	3.1%	+0.2 p.p.
Recurring Net Income without Sale of Assets with Management²	**4.8**	**20.0**	**313.2%**	**50.9**	**90.9**	**78.5%**
Margin	0.7%	2.5%	+1.8 p.p.	2.1%	3.1%	+0.9 p.p.

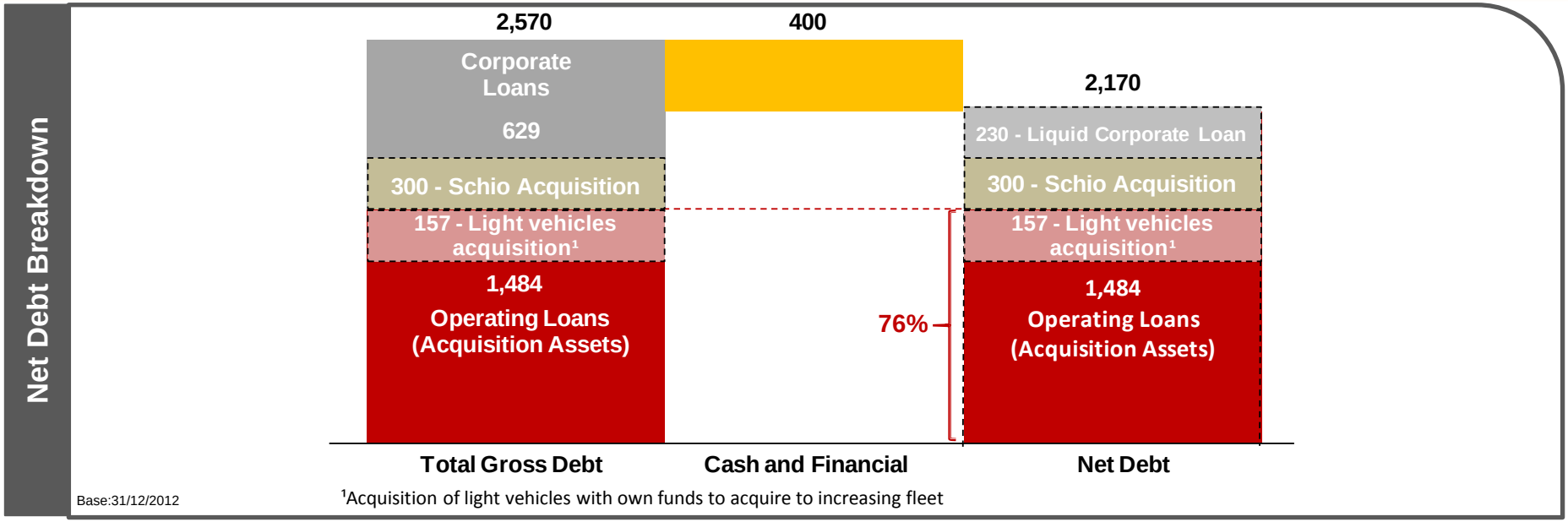
¹Excludes the effects of non-recurring expenses related to the aquisitions of Schio and SIMPAR Concessionárias (currently JSL Concessionárias), special projects, deferred income tax of TGABC, as well as REFIS, totaling R$ 11.5 million in 4Q11, R$ 3.2 million in 2011, R$ 2.0 million in 4Q12 and R$ 12.0 million in 2012.

² Excludes the impact from the expenses detailed in item 1, and financial expenses of R$ 7.0 million related to the REFIS program in 2011. Considers a rate of 34.0% for R$ 11.5 milhões in 4Q11, R$ 13.0 million in 2011, 0.5 million in 4Q12 e R$ 3.3 million in 2012.

Indebtedness - JSL Logística

(R$ million)

Entender para Atender



- **62%** of **net debt** is linked to **TJLP/PRE-FIXED**
- **38%** of **net debt** is linked to **CDI**
- **Average cost of debt** in 4Q12 stood at **9.1%** and **8.8%** in 12/31/2012 and keep the falling trend
- **76%** of **net debt** is linked to **operational assets**

Leveraging Parameters

	4Q12	Covenants
Net Debt¹/ EBITDA-A²	2.5x	Máx 3.0 x
EBITDA²/ Net Interest²	4.6x	Mín 2.0 x
Cash and Investments¹/Gross Debt ST¹	0.8x	N.A.

¹End of period; ² recurrent last 12 months

³Fixed assets + Receivables and installment sales of Inventories (Sale of Assets with Management/CPC 06) + Used vehicles

EBITDA-A or EBITDA Added - corresponds to EBITDA plus the residual accounting cost from the sale of fixed assets, which is non-cash, since it represents merely an accounting entry of the removal of assets from the balance sheet at the moment they are sold. Thus, the Company's management believes that EBITDA-A is a better measure of operating cash flow than traditional EBITDA, representing the Company's capacity to meet its financial obligations.

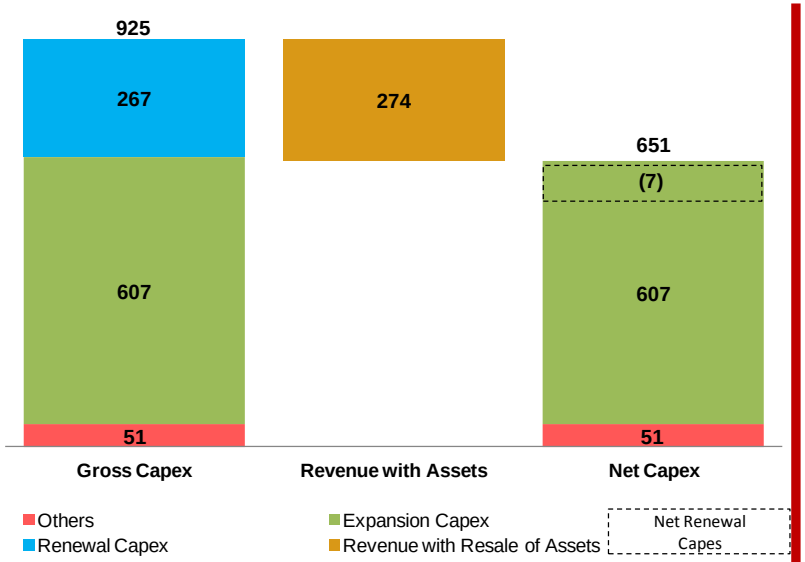
Other Covenants: Net Debt/EBITDA: 3.7x; EBITDA/Net interest: 3.2x

Investments - JSL Logística

(R$ million)

Entender para Atender

2012 Capex



- **66%** on **business expansion**
- **85%** in **Dedicated Services** and **Management and Outsourcing**
- **61%** in **heavy vehicles** and **39%** in **light vehicles**

Renew	2012R
CAPEX	267,0
Revenue with resale of assets	(274,2)
Net renewal capex	**(7,1)**

Expansion	
Total Expansion	**606,9**
Others(IT,improvements,etc)	51,0
Net CAPEX	**650,7**

Guidance of Net Capex: R$ 710 million

Flexibility in the management of Renewal Capex due to the low average fleet age, as well as Expansion Capex, which is linked to the execution of new contracts

• Expansion Capex contributes only partially to revenue and cash generation in the year in which it is executed, as it depends on the moment in which the new contracts come into effect, keeping in mind that they have an implementation period that ranges from 90 to 120 days (expenses without revenue)
• Full contributions from the contracts executed during a given year only take place in the following years, after a full year operating at their maturity

JSL Logística and JSL Concessionárias de Veículos: Independent yet complementary businesses

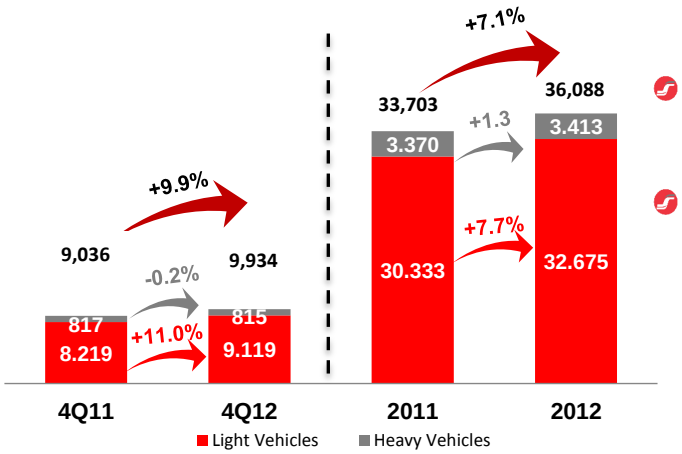
- Revenue of JSL Concessionárias de Veículos (ex-SIMPAR Concessionárias), incorporated in February 2012

Synergy between JSL Logistics and JSLConcessionárias

	4Q12			2012		
	JSL Logistica	JSL Concessionárias Channel	Synergy % of Total	JSL Logistica	JSL Concessionárias Channel	Synergy % of Total
Purchase of Light Vehicles (units)	4,049	2,535	62.6%	10,065	6,420	63.8%
Sales of Light Vehicles Used Vehicles (units)	1,024	307	30.0%	4,006	1,582	39.5%

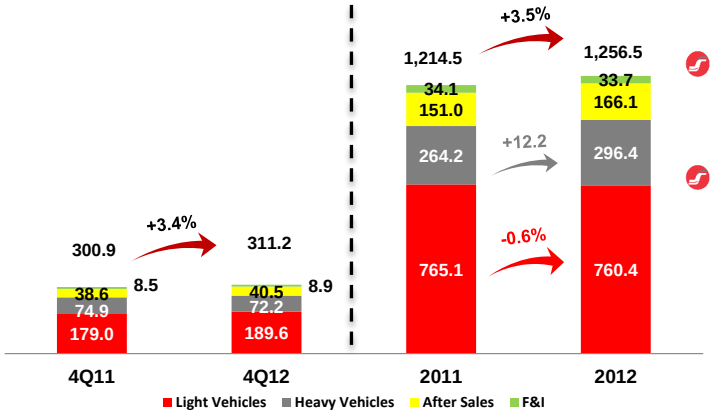
- Highlights from JSL Concessionárias :

Volume and Mix of Vehicles Sold (units)



- 91% Light Vehicles
- 9% Heavy Vehicles

Gross Revenue and Revenue Mix (R$ million)



- 61% Light Vehicles
- 24% Heavy Vehicles

Recurring EBITDA[1] of R$ 7.6 million (margin of 2.6%) and Net Profit[2] of R$ 0.6 milion

[1]Excludes non-recurring effects of R$ 0,3 million in 4Q12.
[2]Excludes non-recurring effects detailed in item 1. Considers rate of 34% for R$ 0,1 million in 4Q12.

Consolidated Results - JSL Consolidated 4Q12

JSL Consolidated (R$ million)	4Q12				2012			
	JSL Logística	JSL Concessionárias[1]	Exclusion	JSL Consolidated	JSL Logística	JSL Concessionárias[1]	Exclusion	JSL Consolidated
Gross Revenue	**923.0**	**311.2**	**(8.0)**	**1,226.2**	**3,349.6**	**1,163.0**	**(34.2)**	**4,478.5**
Net Revenue	**813.6**	**291.4**	**(8.0)**	**1,096.9**	**2,975.5**	**1,080.2**	**(34.2)**	**4,021.6**
Gross Profit	**123.7**	**46.4**	**-**	**170.2**	**534.5**	**171.0**	**-**	**705.6**
Gross Margin	15.2%	15.9%	-	15.5%	18.0%	15.8%	-	17.5%
EBIT	**53.5**	**5.6**	**-**	**59.1**	**292.6**	**11.1**	**-**	**303.6**
EBIT Margin	6.6%	1.9%	-	5.4%	9.8%	1.0%	-	7.6%
Recurring Net Income	**20.0**	**0.6**	**-**	**20.5**	**90.9**	**0.9**	**-**	**91.7**
Recurring Net Margin	2.5%	0.2%	-	1.9%	3.1%	0.1%	-	2.3%
Recurring EBITDA	**135.4**	**7.6**	**-**	**143.0**	**589.6**	**21.0**	**-**	**610.6**
Recurring EBITDA Margin	16.6%	2.6%	-	16.0%	19.8%	1.9%	-	15.2%
Recurring EBITDA-A	**215.6**	**7.6**	**-**	**223.3**	**862.1**	**21.0**	**-**	**883.1**
Recurring EBITDA-A Margin	26.5%	2.6%	-	20.4%	29.0%	1.9%	-	22.0%

[1] Considers the results from February to December 2012

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 prognoses. Consequently, there may be material differences between said statements and the Company's actual future results, performance and 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 the 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.

JSL S.A.

Investor Relations

Tel: (11) 2377-7178 / Fax: (11) 2377-7836

e-mail: **ri@jsl.com.br**

www.jsl.com.br/ir

