JSL

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THE BROADEST PORTFOLIO OF LOGISTICS SERVICES IN BRAZIL

1Q14 Results Presentation

April 25th, 2014

TK: **JSLG3 / JSLGY**

Fipecafi - Serasa Experian TROFÉU TRANSPARÊNCIA ANEFAC 2013

NOVO MERCADO BM&FBOVESPA

Highlights of 1Q14

Gross revenue from Services[1] (Logística + Movida) of **R$946.0 million** (**+11.5%**) and **EBITDA**[2] (Logística + Movida) of **R$180.1 million** (**+9.2%**)

Continuous growth based on **value generation** for the **customer**, **industry diversification** and the **broadest portfolio** of **logistic services**

JSL Consolidada – 1Q14 vs. 1Q13*

- **Consolidated Total Gross Revenue** of **R$1.368 billion**, growth of **15.9%**
- **EBITDA-A**[2,4] of **R$298.6 milions**, growth of **24.6%**
- **EBITDA**[2,4] of **R$182.7 million**, growth of **6.0%**
- **Net Income**[2,3,4] of **R$13.8 million**
- **Overdraft of R$150 million**, with a term of 4 years

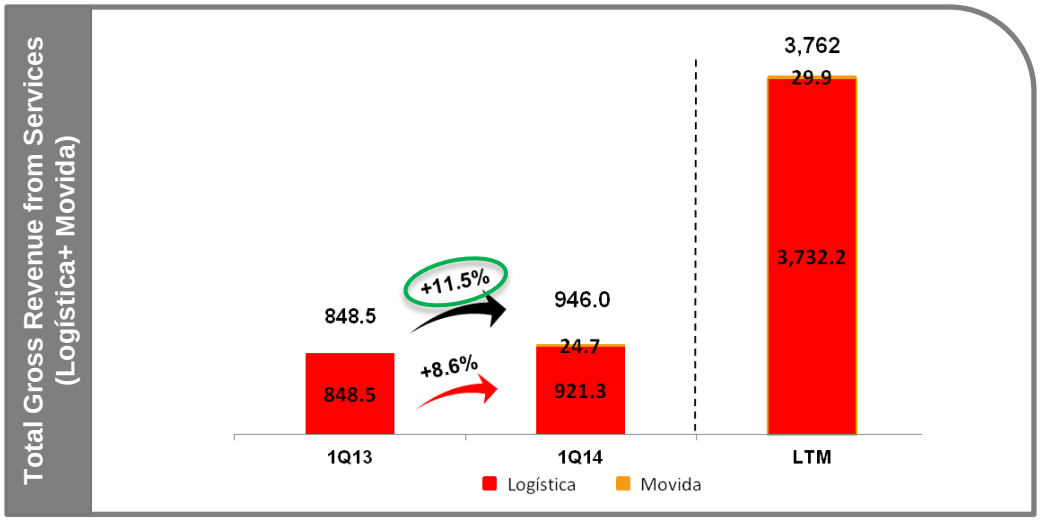
JSL Logística + Movida – 1Q14 vs. 1Q13*

- Total Gross Revenue of **R$1.102 billion**, growth of **20.6%**
- **Gross revenue from Services** of **R$946.0 milion**, growth of **11.5%**
- **EBITDA-A**[2,4] of **R$293.2 milion**, growth of **27.6%**
- **EBITDA**[2] of **R$180.1 million**, growth of **9.2%**
- **Net Income**[2,3] of **R$16.1 million**
- **Usual Sale of Assets** of **R$112.3 million**, growth of **72.2%**

* Comparison with the reported data, which exclude Movida
[1] Includes the consolidated financial results of JSL Logística, JSL Concessionárias and Movida, excluding the operations between the businesses
[2] JSL Consolidada: Excludes the effects in the amount of R$ 0.3 million of non-recurring expenses related to the acquisitions, special projects, and others.
[3] Excludes the impact from the expenses detailed in item 1. It considers a rate of 34.0% for R$ 0.3 million in Logística and R$ 0.3 million in Consolidated.
[4] Excludes pre-operational companies expenses

Operating Highlights
(R$ million)

JSL Logística + Movida – Comparisons with 1Q13*



Record gross revenue from Services

- **New Contracts** from Logistica contributed with **R$94.1 million** and **R$24.7 million** from **Movida**

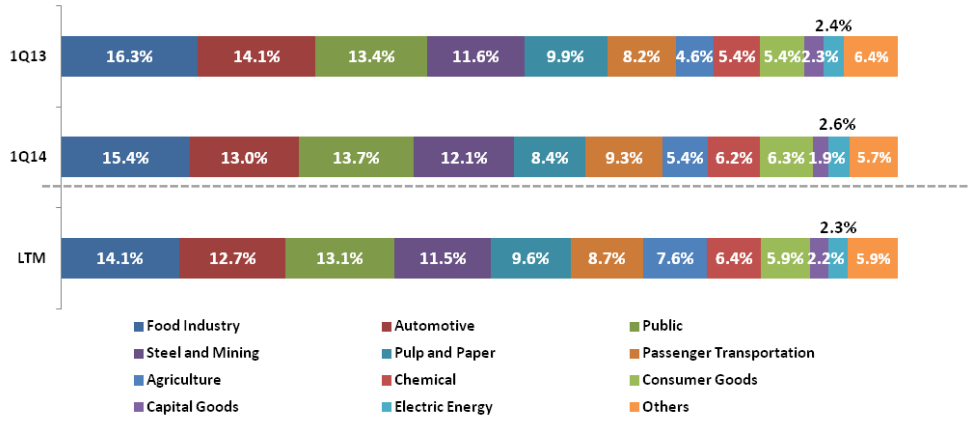
Resale of assets

- **Growth of 72.2%** in revenue from the Usual Resale of Assets, due to:
  - **more assets available** for sale
  - **new sale channels** from the **network of dealerships**

By Economic Sector – Logística

- **Continuous increase in sectoral diversification**

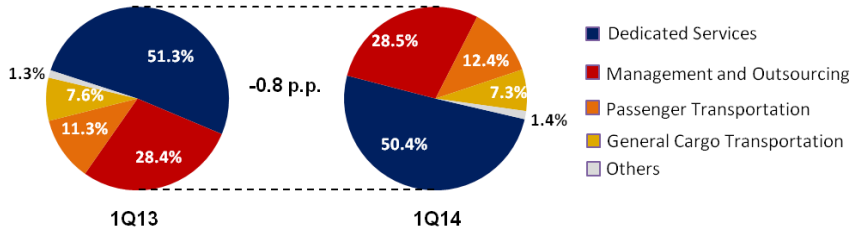
+ 16 sectors of economy



By Business Line – Logística

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

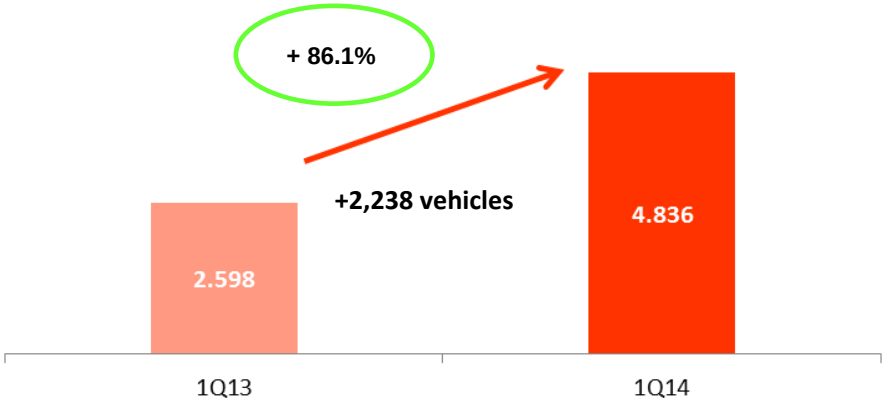
78.9% of **Dedicated Services + Management and Outsoucing**



* Comparison with the reported data, which exclude Movida

Movida – Operational Information

Fleet End of Period

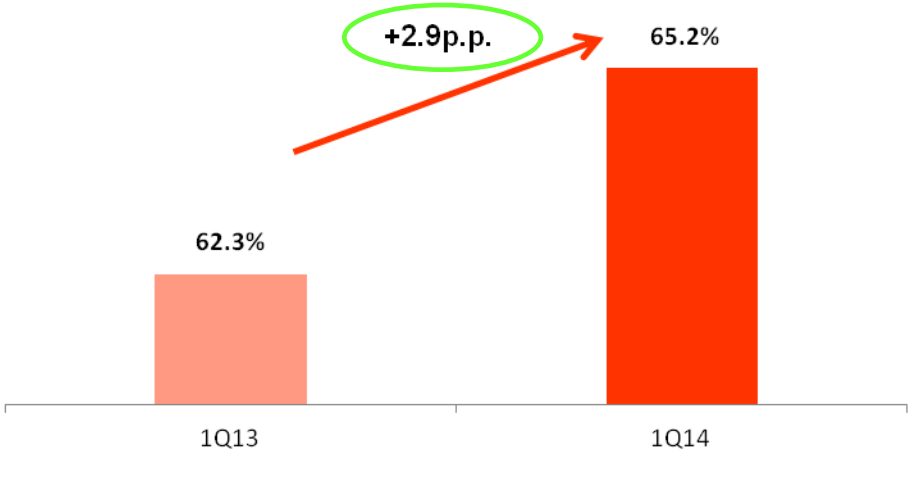


Amount of stores

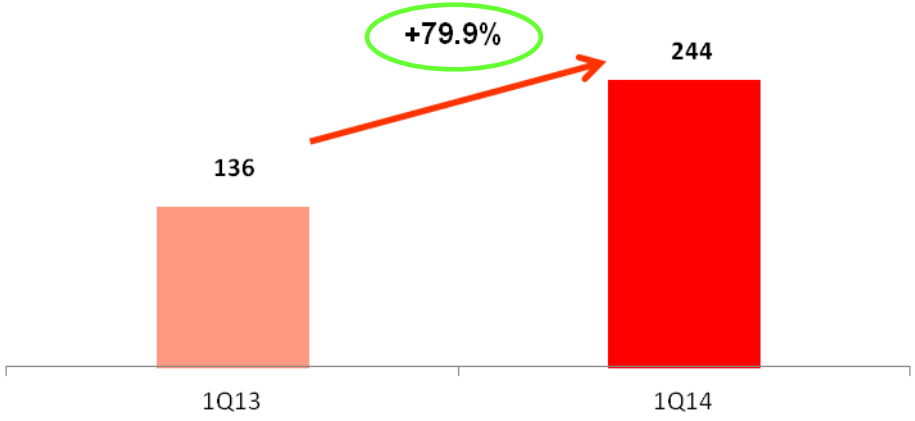


Belém - Airport
Natal - Airport
Rio de Janeiro - Copacabana
Cuiabá - Airport
Resende - RJ
Vitória - Airport
Teresina -Airport
Guarujá - Enseada
Santos - Gonzaga

Utilization Rate



Daily Rentals (thousands)



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

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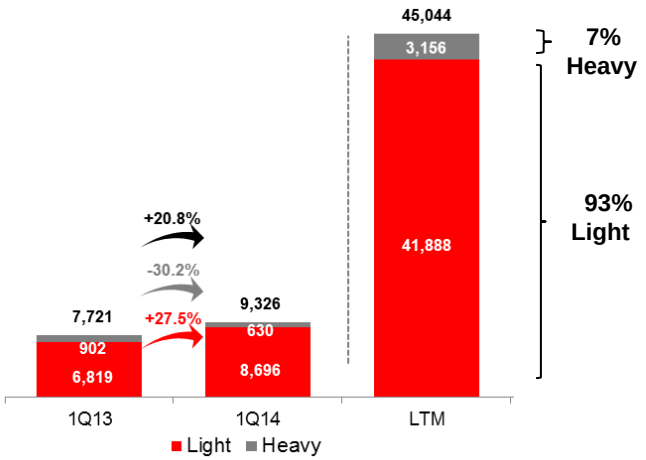
JSL Concessionárias de Veículos results

Synergy between JSL Logistics and JSLConcessionárias	1Q14			LTM		
	JSL Logistica	Through JSL Concessionárias	Synergy % of Total	JSL Logistica	Through JSL Concessionárias	Synergy % of Total
Purchase of Light Vehicles (units)	1.749	1.533	87,7%	17.961	12.740	70,9%
Purchase of Heavy Vehicles (units)	704	0	0,0%	3.789	105	2,8%
Sales of Light Vehicles Used Vehicles (units)	2.212	794	35,9%	7.839	3.288	41,9%
Sales of Heavy Vehicles Used Vehicles (units)	371	5	1,3%	1.848	5	0,3%

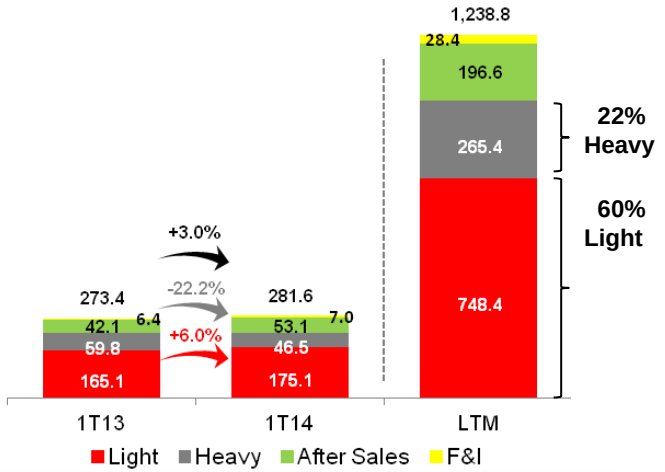
Financial Hihglights (R$ million)	1Q13	1Q14	Chg. 1Q14 x 1Q13
Net Revenue	**249.5**	**264.5**	**+6.0%**
Recurring Net Income[2]	**1.9**	**(2.3)**	**-224.5%**
Recurring Net Margin[2]	0.7%	-0.9%	-1.6 p.p.
Recurring EBITDA[2]	**7.4**	**2.6**	**-65.2%**
Recurring EBITDA Margin[2]	3.0%	1.0%	-2.0 p.p.

Highlights of JSL Concessionárias de Veículos:

Volume and Mix of Vehicles Sold (units)



Gross Revenue and Revenue Mix (R$ million)



In 1Q14, the recurring EBITDA[1] was R$ 2.6 millions (margin of 1.0%) and the Net Loss[2] of R$ 2.3 millions due the opening of 3 new stores and the reduction of sales of new heavy vehicles

[1]From January to September 2012

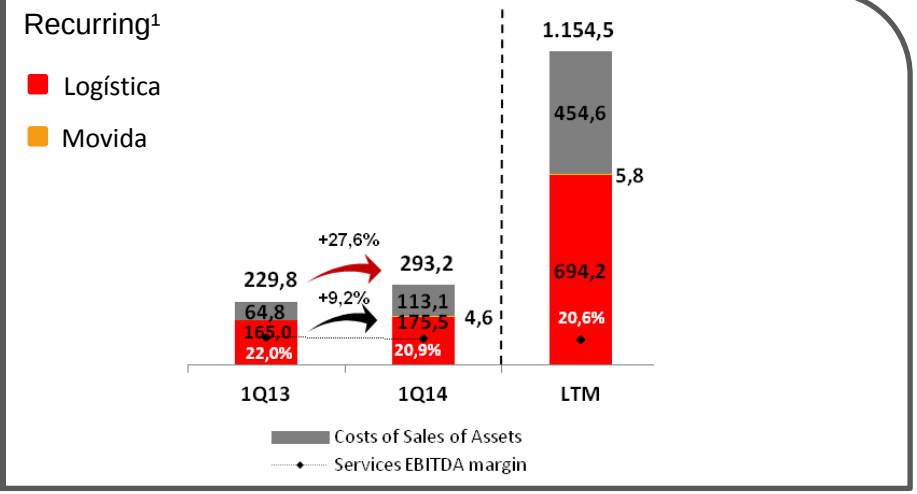
[2]Related to provision write-offs, depreciation of improvements in previous years, pre-operating expenses of new stores and other

Financial Results: JSL Logística + Movida

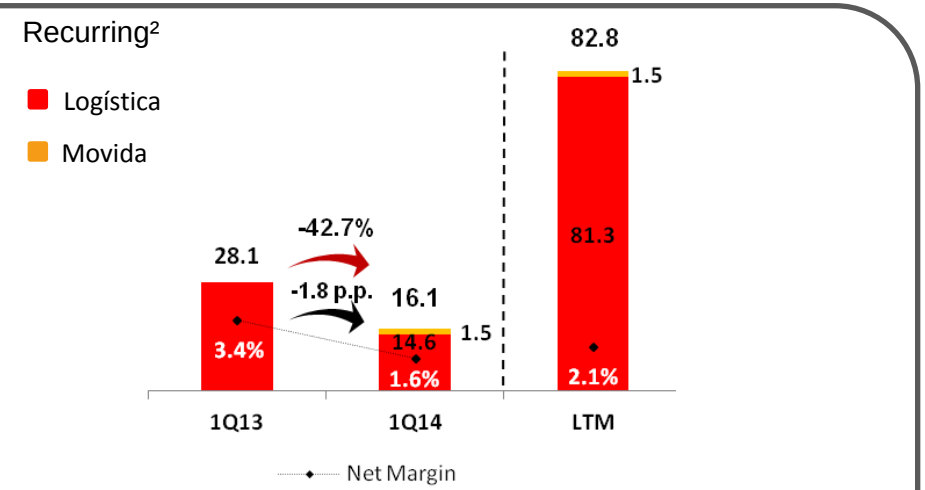
(R$ million)

Comparison with 1Q13

EBITDA-A



Net Income



Highlights

- **9.2% growth** in EBITDA, reaching **R$180.1 million in 1Q14, composed of:**

  Logística: R$175.5 million, with services EBITDA margin of 20.8%, down 1.2 p.p., mainly due to deployments of new contracts and lower productivity, due to operations in locations with infrastructure projects, resulting in increased costs to third parties and independent, besides R$7.4 million in overtime. Additionally we had R$2.6 million of one-off spending on Information Technology

  Movida: R$4.6 million, with an EBITDA Margin from Services of 18.3% due to increase in daily rentals and dilution of fixed costs. Excluding the rental costs with JSL Logistics, the EBITDA Margin from Services was 36.1% (versus 24.8% in 1Q13)

- The total recurring net income was R$ 16.1 million, consisting of:

  Logística: R$14.6 million, a decrease compared to 1Q13, due to the factors described above, apart from the increase in interest expenses, mainly justified by investments to expand

  Movida: R$ 1,5 million

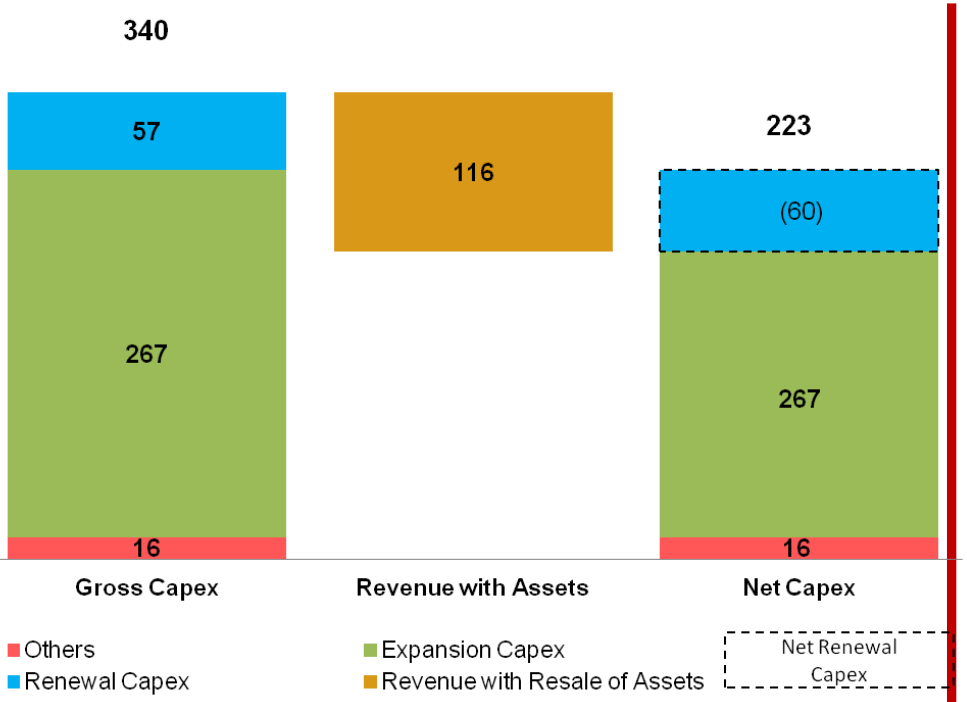
¹ Excludes the effects of non-recurring expenses related to the aquisitions of Schio and SIMPAR Concessionárias (currently JSL Concessionárias), special projects, totaling R$ 0.3 million in 1Q13 , R$ 0.3 millions in 1Q14 and R$ 6.8 million in LTM

² Excludes the impact from the expenses detailed in item 1. It considers a rate of 34.0% for totaling R$ 0.3 million in 1Q13 , R$ 0.3 millions in 1Q14 and R$ 6.8 million in LTM

Capex - JSL Consolidada

(R$ million)

1Q14 Capex



Capex profile:

- **Logística R$ 308 million (79% in expansion)**
- **Concessionárias R$ 6 million (30% in expansion)**
- **Movida R$ 26 million (80% in expansion)**

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

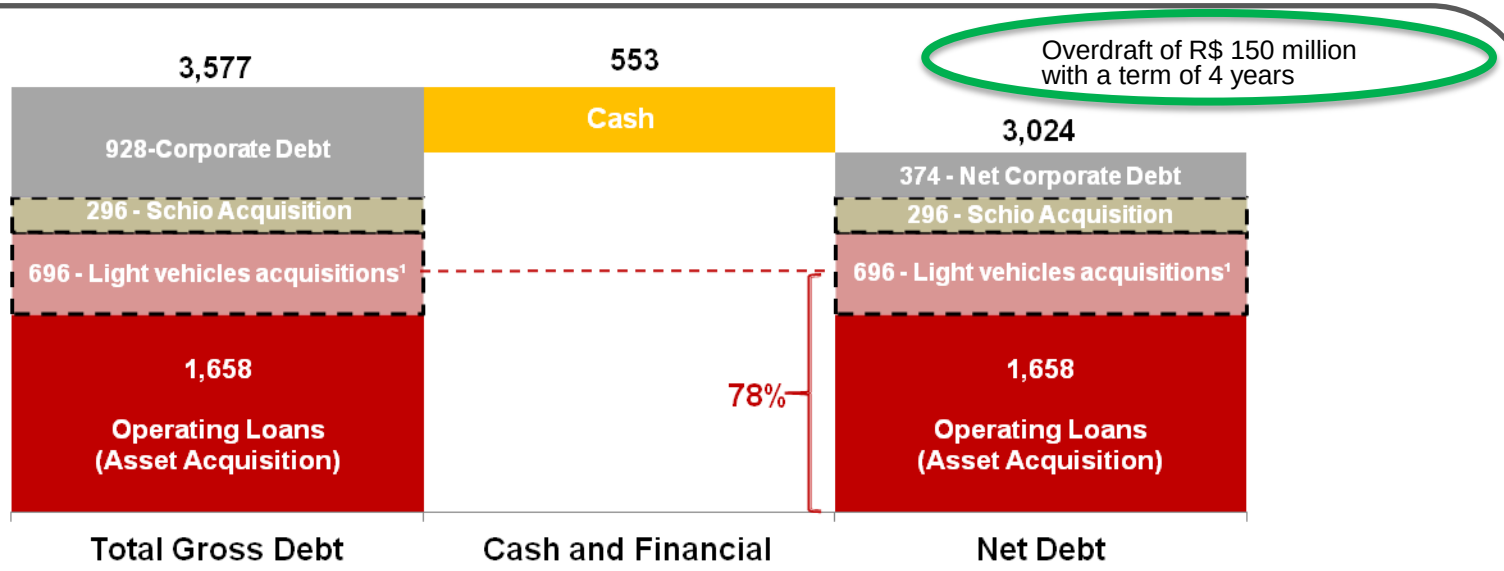
- **Expansion Capex contributes only partially to revenue and cash generation in the year in which it is executed, as it depends on the moment in which the new contracts come into effect, keeping in mind that they have an implementation period that ranges from 90 to 120 days (expenses without revenue)**
- **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**

Indebtedness - JSL Consolidada

(R$ million)

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Net Debt Breakdown



Base:03/31/2014

¹Acquisition of light vehicles with own funds to acquire to increasing fleet

Debt profile in 1Q14:

- **78%** linked to **operational assets**
- **49%** linked to **pre-fixed** taxes (includes TJLP)
- **51%** linked to **float** taxes, basically **CDI**
- **Average cost of debt 9.3% p.a.**

Leveraging Parameters

	1Q14	Covenants
Net Debt¹/ EBITDA-A²	2.5x	Max 3.0 x
EBITDA²/ Net Interest²	5.1x	Min 2.0 x
Cash and Investments¹/Gross Debt ST¹	1.2x	N.A.

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.

¹ End of period; ² Recurrent last 12 months

Other Covenants: Net Debt/EBITDA: 4.2x; EBITDA/Net interest: 3.0x

Consolidated Results – JSL Consolidada 1Q14

(R$ million)

	1Q14					LTM				
JSL Consolidada (R$ million)	**JSL Logística**	**JSL Concessionárias**	**Movida**	**Exclusion**	**JSL Consolidada[2]**	**JSL Logística[1]**	**JSL Concessionárias**	**Movida**	**Exclusion**	**JSL Consolidada[1,2]**
Gross Revenue	**1,077.3**	**281.6**	**29.1**	**(19.7)**	**1,368.3**	**4,235.0**	**1,238.8**	**36.2**	**(79.5)**	**5,430.5**
Net Revenue	**978.3**	**264.5**	**27.7**	**(19.7)**	**1,250.7**	**3,826.6**	**1,158.4**	**34.5**	**(79.5)**	**4,940.0**
Gross Profit	**150.3**	**51.1**	**7.4**	**-**	**208.8**	**574.2**	**203.4**	**9.0**	**-**	**786.7**
Gross Margin	15.4%	19.3%	26.7%	-	16.7%	15.0%	17.6%	26.0%	-	15.9%
EBIT	**89.0**	**0.2**	**3.6**	**-**	**92.8**	**347.6**	**15.8**	**2.6**	**-**	**366.0**
EBIT Margin	9.1%	0.1%	13.0%	-	7.4%	9.1%	1.4%	7.5%	-	7.4%
Recurring Net Income	**14.6**	**(2.3)**	**1.5**	**-**	**13.8**	**81.3**	**0.9**	**1.5**	**-**	**83.7**
Recurring Net Margin	1.5%	-0.9%	5.4%	-	1.1%	2.1%	0.1%	4.3%	-	1.7%
Recurring EBITDA	**175.5**	**2.6**	**4.6**	**-**	**182.7**	**694.2**	**24.0**	**5.8**	**-**	**723.9**
Recurring EBITDA Margin	17.9%	1.0%	16.6%	-	14.6%	18.1%	2.1%	16.7%	-	14.7%
Recurring EBITDA-A	**284.5**	**5.4**	**8.7**	**-**	**298.6**	**1,143.0**	**33.5**	**11.5**	**-**	**1,188.0**
Recurring EBITDA-A Margin	29.1%	2.0%	31.4%	-	23.9%	29.9%	2.9%	33.4%	-	24.0%

[2] Excludes pre-operational companies expenses

Guidance 2014

- **Gross revenue from Service** (Logistics + Movida): from R$ 4.100 billion to R$ 4.250 billion, growth of 12% and 16%, respectively, over 2013
- **Consolidated EBITDA:** from R$ 780 million to R$ 810 million
- **Gross Capex** of approximately R$ 1.5 billlion and Net Capex of Sale of Assets of R$ 1.0 billion

Highlights (R$ million)	2014E
Gross Revenue from Logistics Services (Logística + Movida)	**4,100 to 4,250**
Chg. of the Gross Revenue from Services in relation of 2013	from +12% to +16%
EBITDA Consolidated	**780 to 810**
Total Consolidated Gross CAPEX	**1,500**
Gross Revenue from Sale of Assets	(500)
Total Consolidated Net Capex	**1,000**

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.

Relações com Investidores

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

e-mail: ri@jsl.com.br

www.jsl.com.br/ri

