

ecoRODOVIAS

3Q11 Results Presentation

November 09, 2011

ECOR3 NOVO MERCADO BM&FBOVESPA

Índice de Ações com Governança Corporativa Diferenciada IGC

Índice Brasil IBRX

Índice de Governança Corporativa Trade IGCT

MidLarge Cap MLCX

Índice de Ações com Tag Along Diferenciado ITAG

Maringá Armazéns Gerais Ltda. and Maringá Serviços Auxiliares de Transporte Aéreo Ltda.





PORTO SECO
NORTE DO PARANÁ - BRASIL

Maringá Dry Port

-67,000 m² of total area

-7,000 m² of warehousing space

-760 m³ cold storage facility

The Dry Port has climatized storage for pharmaceuticals and container and merchandise handling equipment.





TECA INTERNACIONAL
AEROPORTO DE MARINGÁ - BRASIL

TECA – Cargo Terminal

- A bonded facility in the Primary Zone for handling merchandise imported and exported by air

- Contains an area for separating and checking merchandise, a cargo consolidation and deconsolidation area, a weighing facility, a pharmaceutical room and facilities for the Customs Authorities and ANVISA (National Health Surveillance Agency).

OPERATING PERFORMANCE – HIGHWAY CONCESSIONS

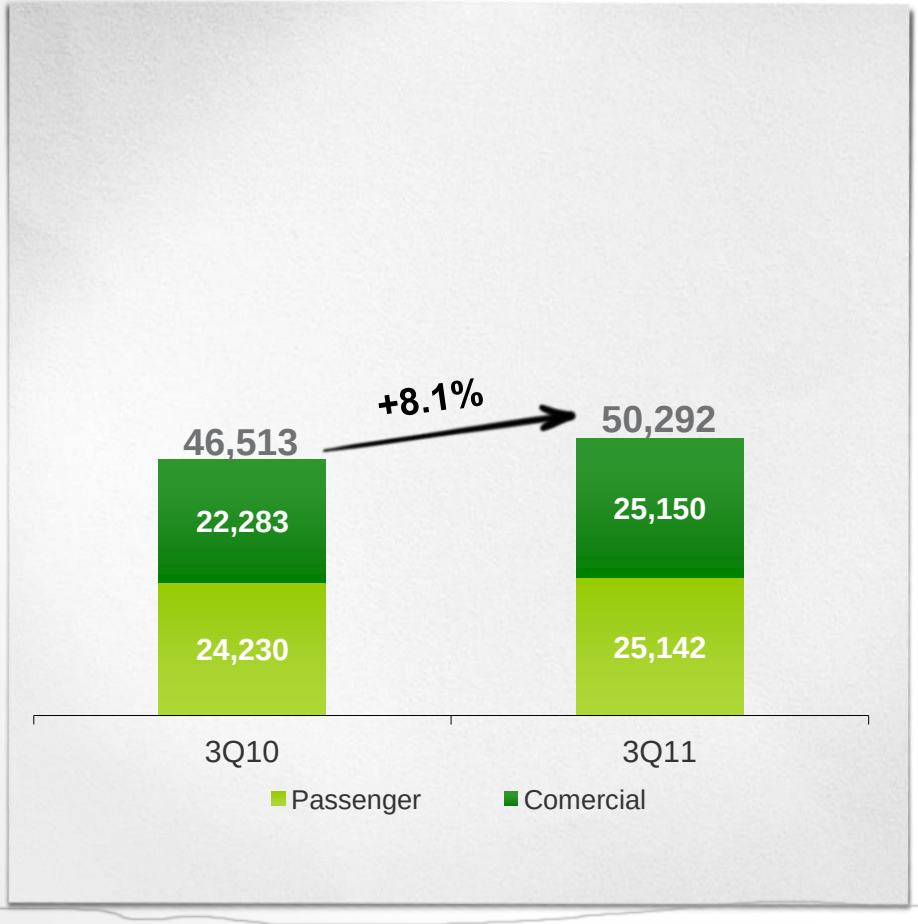
(equivalent paying vehicles – in thousands)

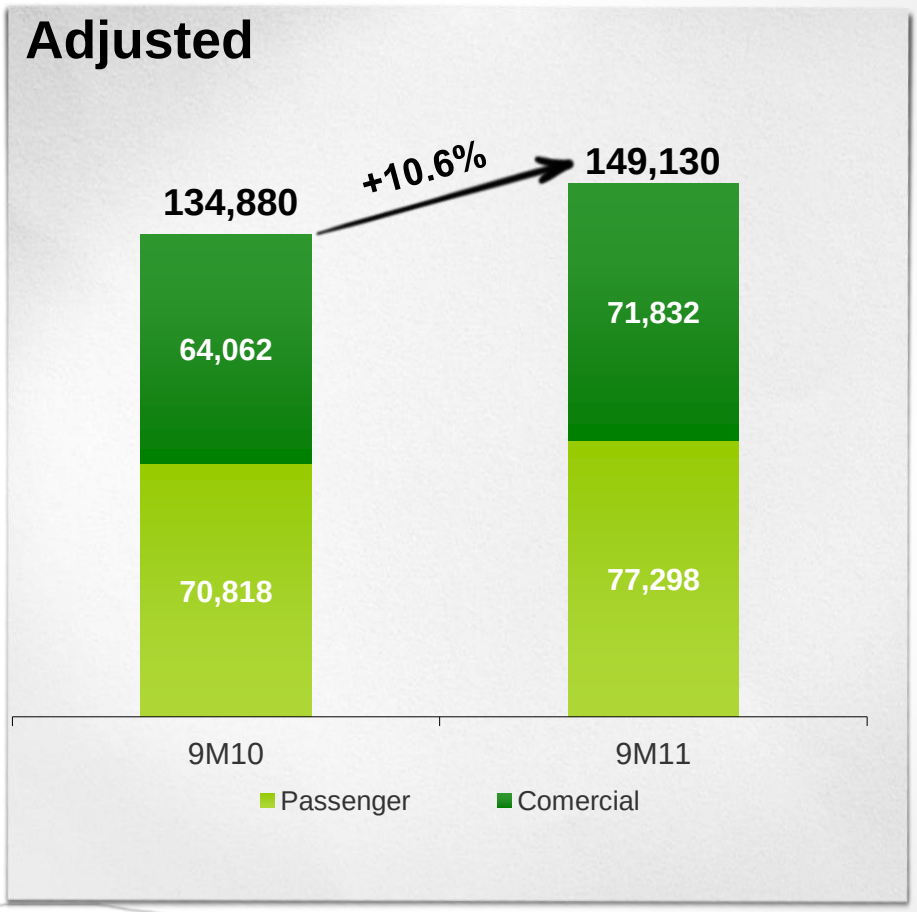
Traffic Volume (vehicles-equivalents x thousand)	Oct/2011	Oct/2010	Chg.	10M11	10M10	Chg.
Commercial						
Ecovias dos Imigrantes	2,066	2,164	-4.5%	20,728	20,253	2.3%
Ecopistas	2,388	2,030	17.6%	23,031	19,054	20.9%
Ecovia Caminho do Mar	862	733	17.6%	8,802	7,915	11.2%
Ecocataratas	1,339	1,132	18.3%	12,908	11,571	11.6%
Ecosul Rodovias do Sul	1,345	1,257	7.1%	14,362	12,584	14.1%
Consolidated	**7,999**	**7,315**	**9.3%**	**79,831**	**71,377**	**11.8%**
Passenger						
Ecovias dos Imigrantes	2,740	2,496	9.8%	25,957	23,547	10.2%
Ecopistas	4,555	4,319	5.5%	44,251	37,382	18.4%
Ecovia Caminho do Mar	298	284	5.1%	3,113	2,966	5.0%
Ecocataratas	786	807	-2.6%	8,323	7,765	7.2%
Ecosul Rodovias do Sul	431	420	2.7%	4,462	4,083	9.3%
Consolidated	**8,810**	**8,325**	**5.8%**	**86,106**	**75,743**	**13.7%**
Commercial + Passenger						
Ecovias dos Imigrantes	4,805	4,659	3.1%	46,685	43,800	6.6%
Ecopistas	6,942	6,349	9.3%	67,282	56,436	19.2%
Ecovia Caminho do Mar	1,160	1,017	14.1%	11,915	10,881	9.5%
Ecocataratas	2,124	1,939	9.6%	21,231	19,336	9.8%
Ecosul Rodovias do Sul	1,777	1,677	6.0%	18,824	16,667	12.9%
CONSOLIDATED	**16,809**	**15,641**	**7.5%**	**165,937**	**147,120**	**12.8%**
Ecopistas – Tariff raise for passenger vehicles	-	-	-	44,251	40,784	8.5%
CONSOLIDATED (with Ecopistas tariff raise)	**-**	**-**	**-**	**165,937**	**150,522**	**10.2%**

Note: Vehicles-equivalent is a basic reference unit used in toll collection statistics in Brazil. Light vehicles, such as passenger vehicles, correspond to one vehicles-equivalent. Heavy vehicles, such as trucks and buses, are converted into axle-equivalents by a multiplier applied to the number of axles per vehicle, as established in the terms of each concession contract.

OPERATING PERFORMANCE – HIGHWAY CONCESSIONS

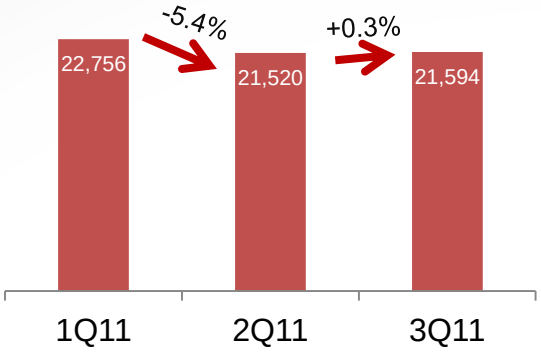
(equivalent paying vehicles – in thousands)



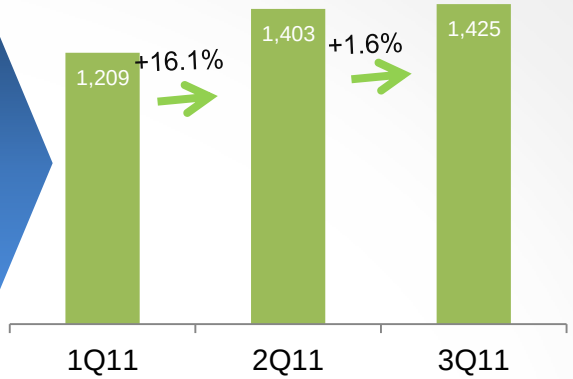


OPERATING PERFORMANCE - LOGISTICS

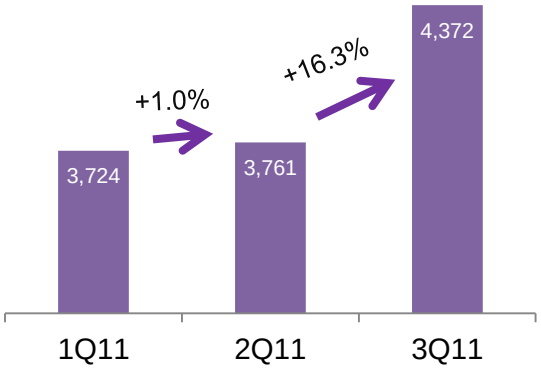
Primary Zone
(containers handled)



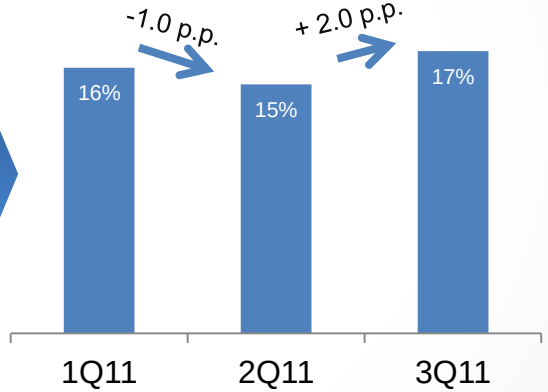
Interior Dry Ports
(FOB handled amount - US$ million)



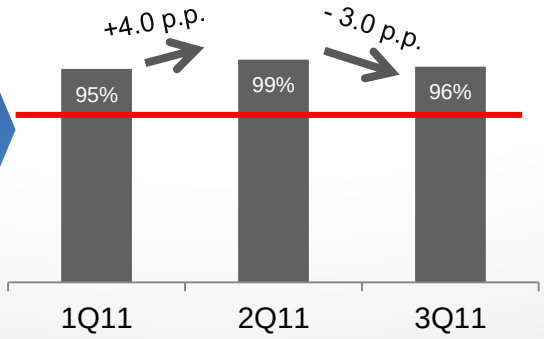
Border Dry Ports
(FOB handled amount - US$ million)



Transport
(Share of Revenue)



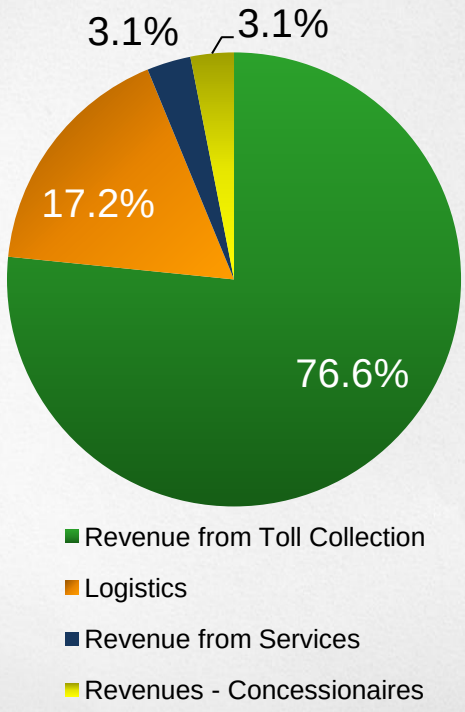
Distribution Center
(Occupancy rate)



Ideal occupancy rate of 85%

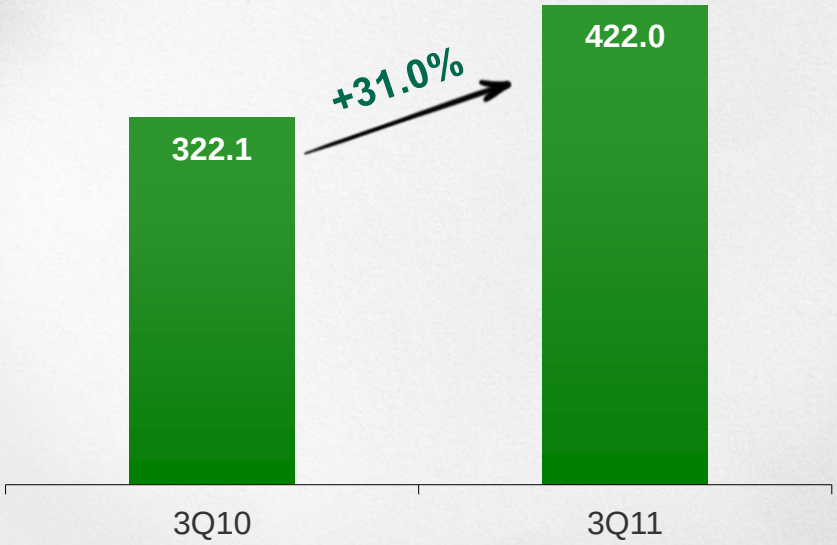
FINANCIAL PERFORMANCE

Gross Revenue by Business – 3Q11



Operational Net Revenue[1]

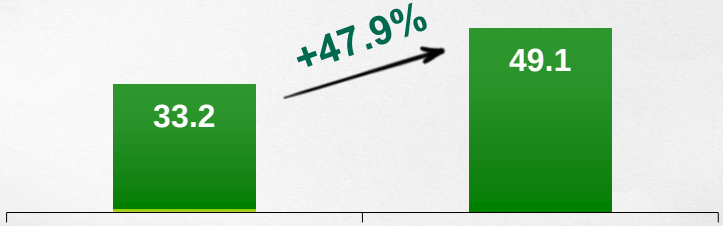
(R$ million)



[1] Excluding Construction Revenue

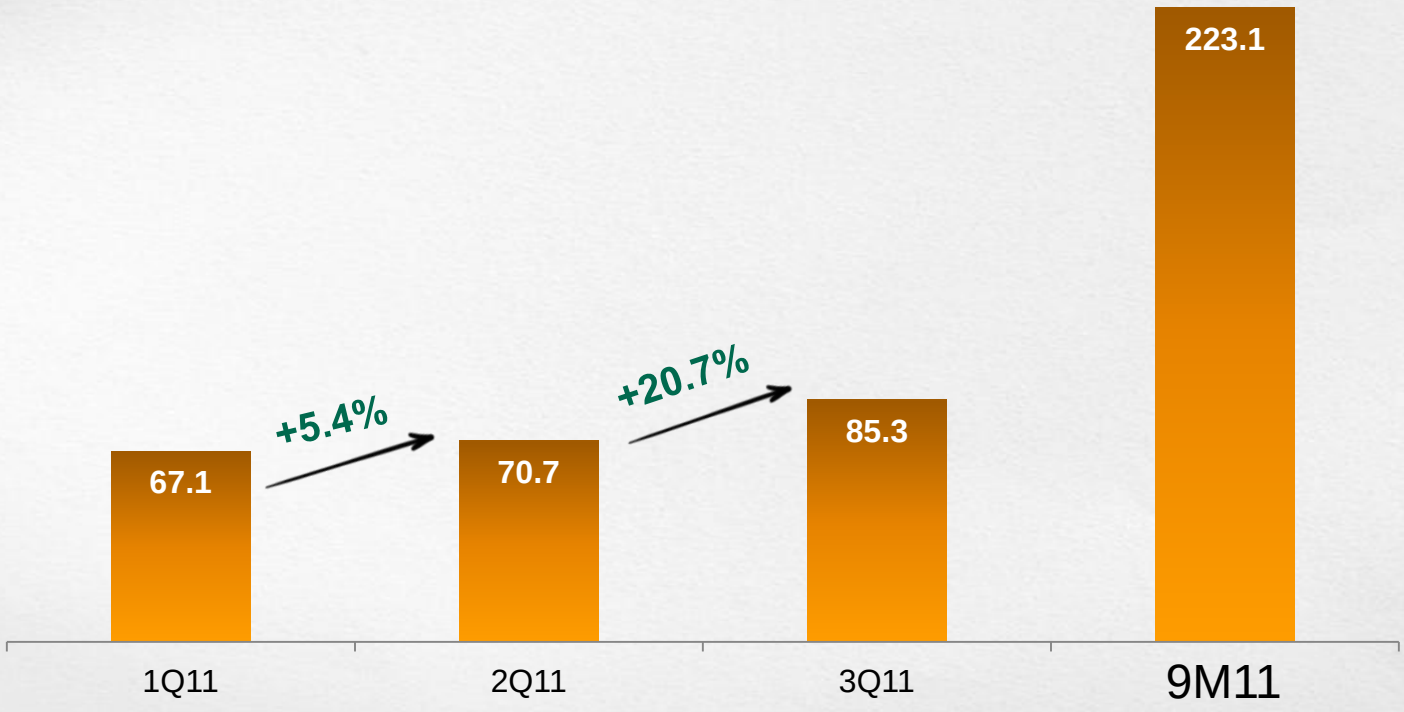
Construction Revenue

(R$ million)



FINANCIAL PERFORMANCE

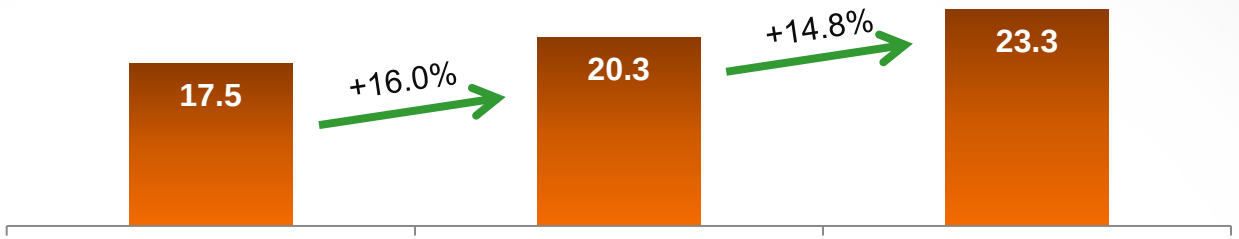
Net Revenue- Logistics (100%) per quarter
(R$ million)



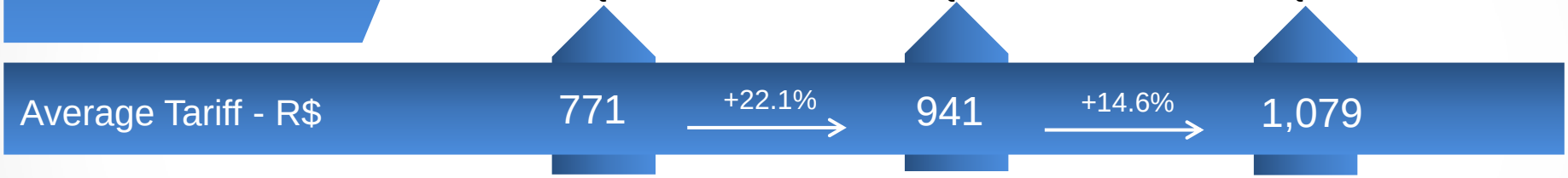
OPERATING PERFORMANCE - LOGISTICS

Optimization of the Primary Zone Service Mix

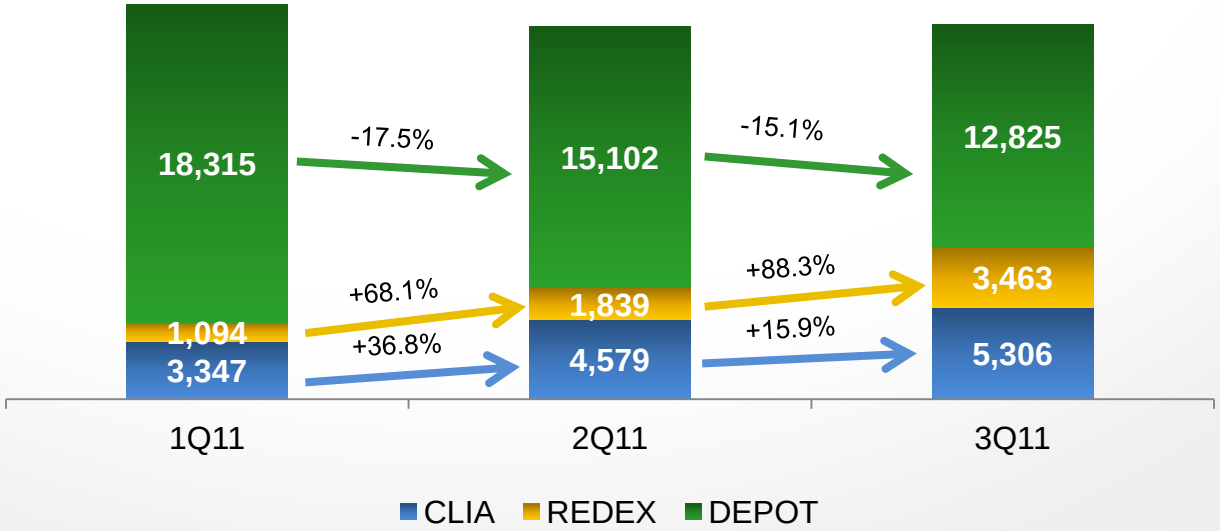
Gross Revenue from Primary Zone (R$ million)



Average Tariff - R$

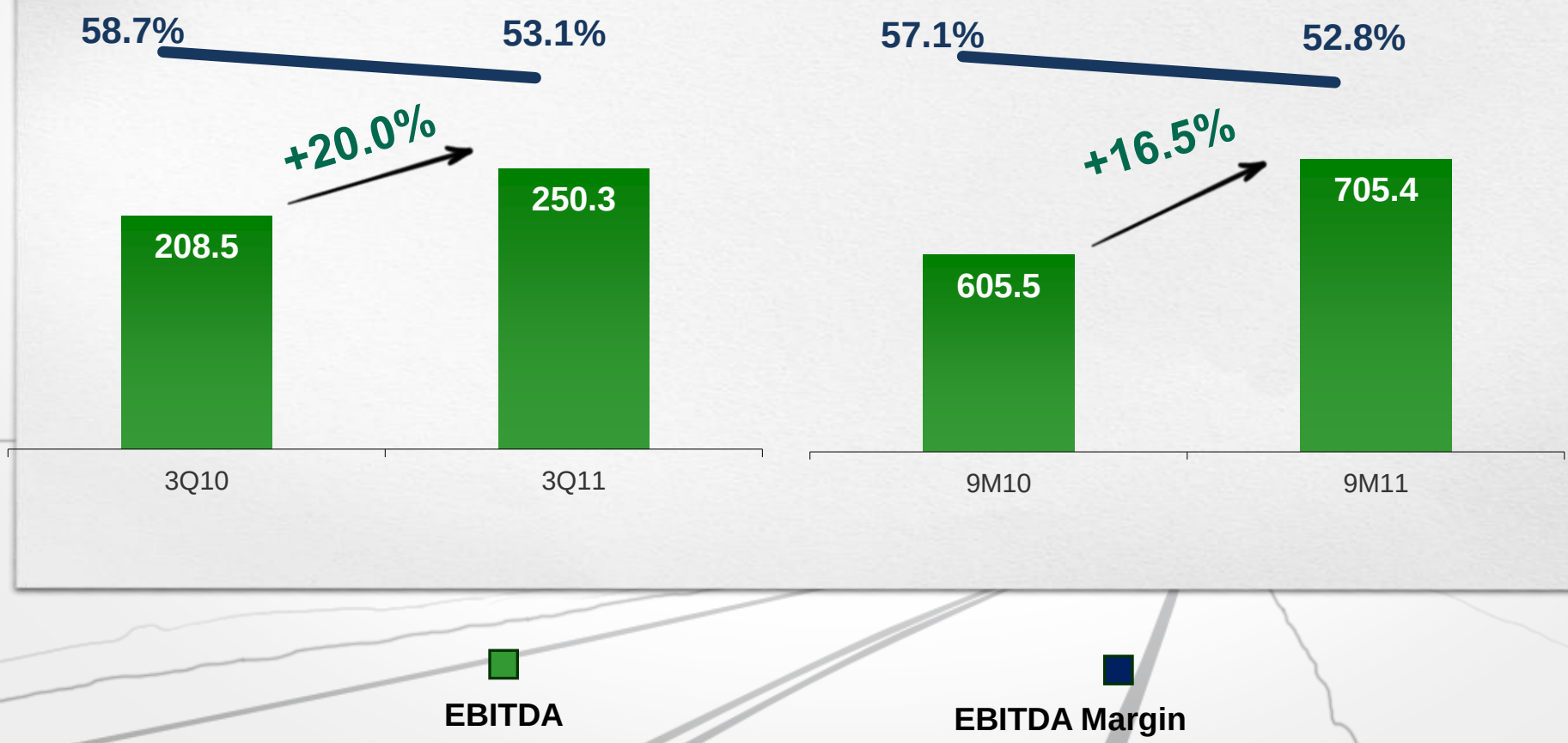


Containers Handled



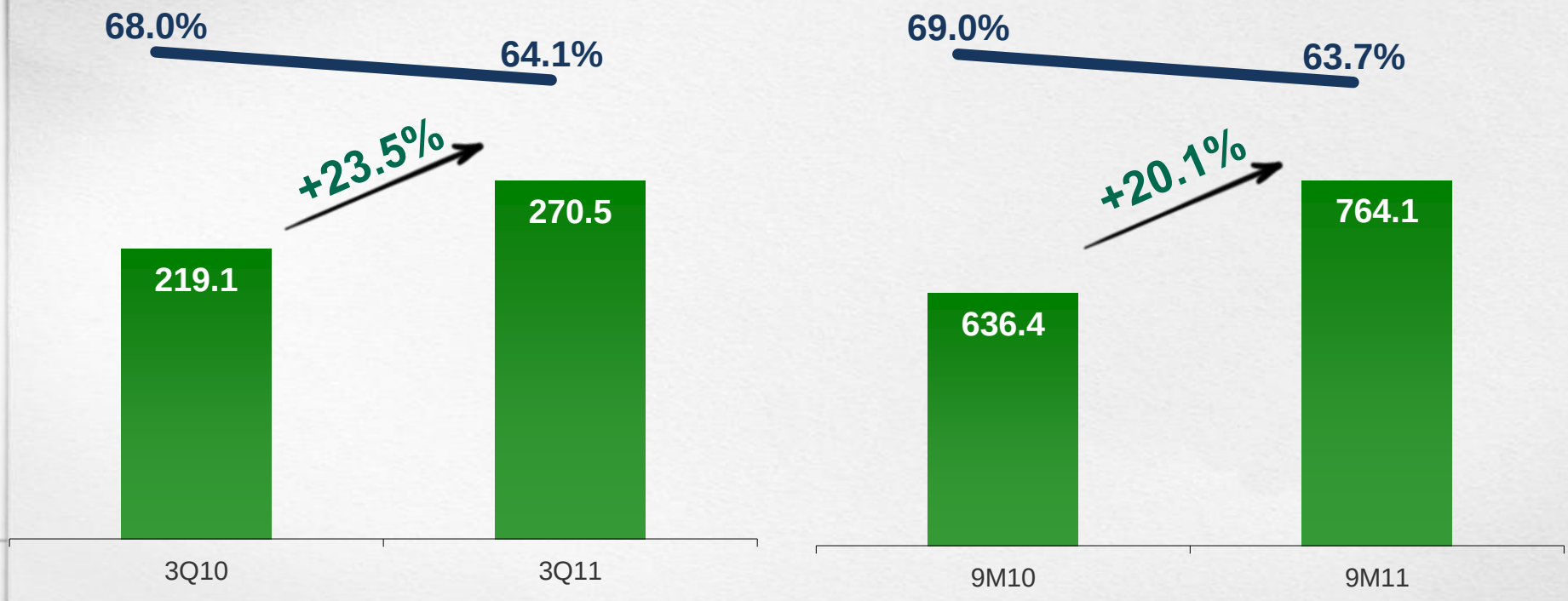
FINANCIAL PERFORMANCE

IFRS EBITDA (R$ million) and **IFRS EBITDA Margin** (%)



FINANCIAL PERFORMANCE

Adjusted EBITDA [1] (R$ million)and **Adjusted EBITDA Margin**[1] (%)



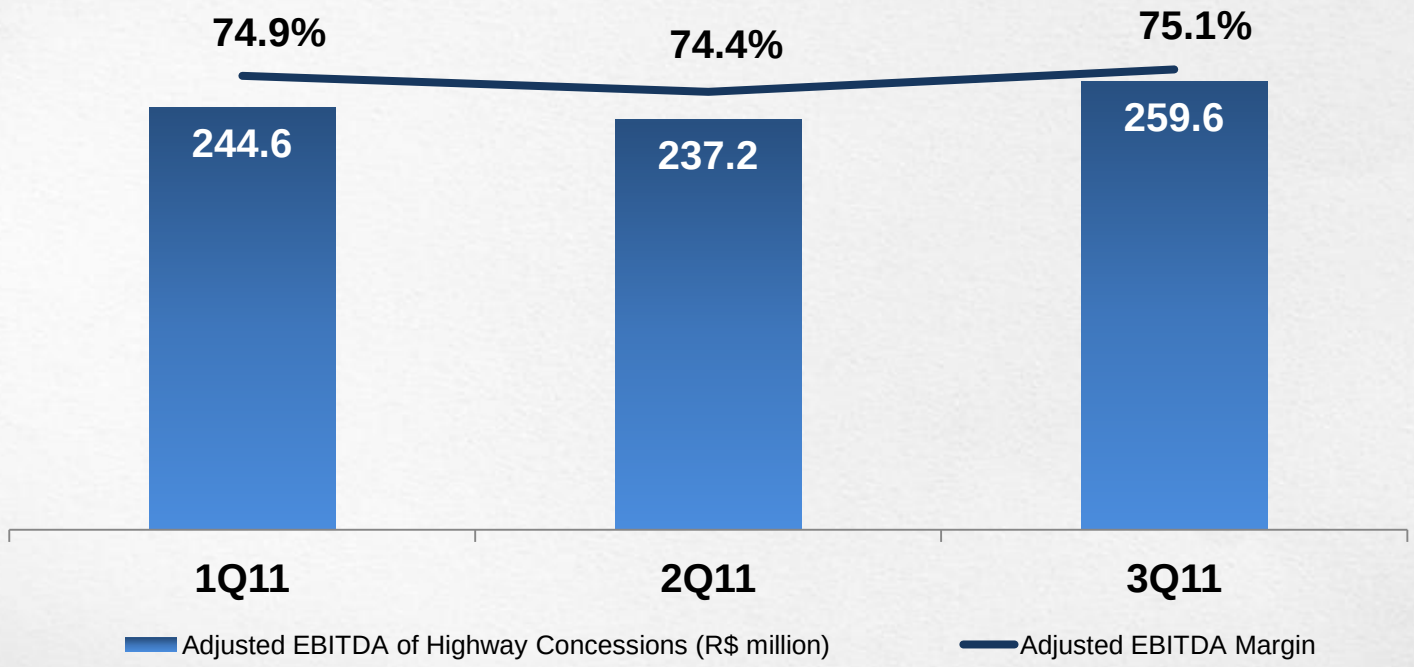
[1] Excludes Revenue and Costs for Construction and Provision for Maintenance of Cost Of Services Rendered

EBITDA

EBITDA Margin

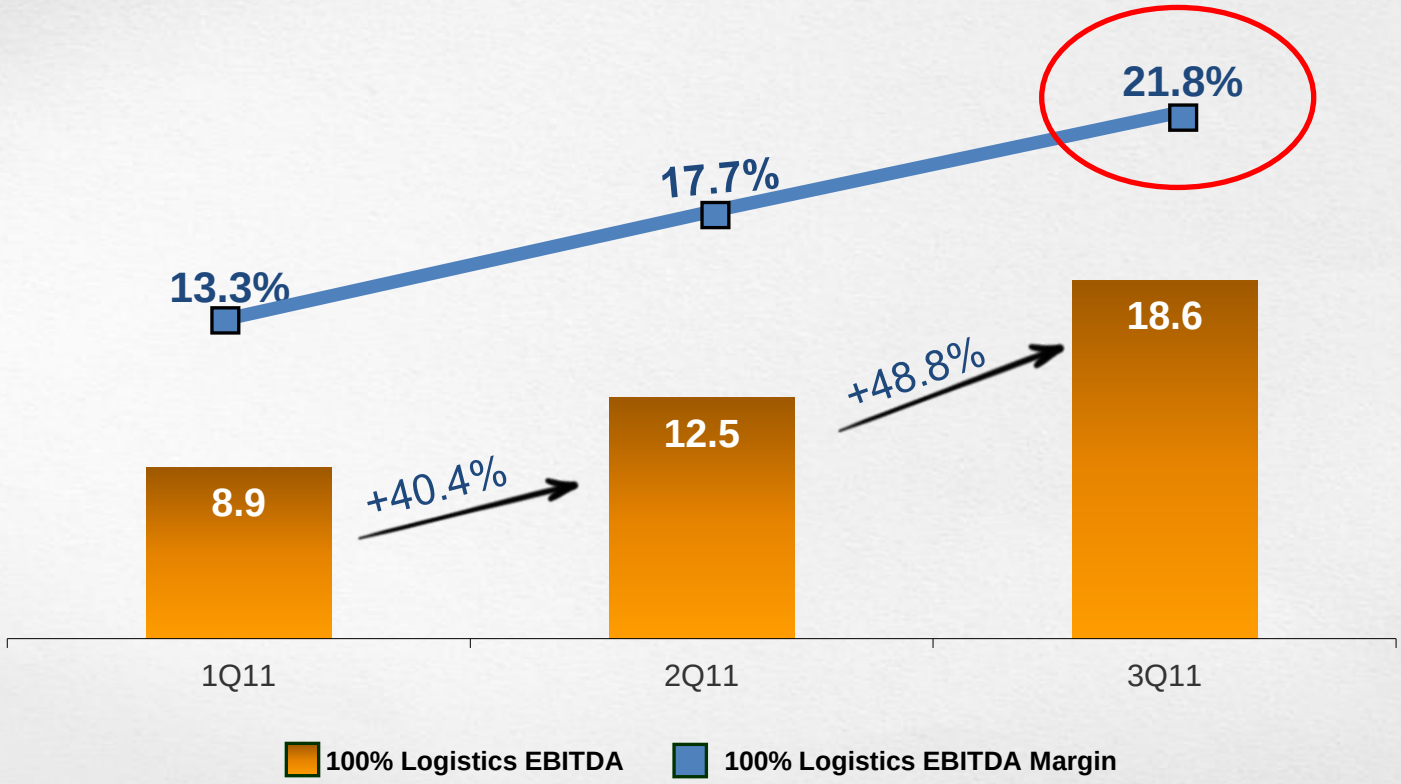
FINANCIAL PERFORMANCE

Adjusted EBITDA of Highway Concessions (without IFRS)
(R$ million)



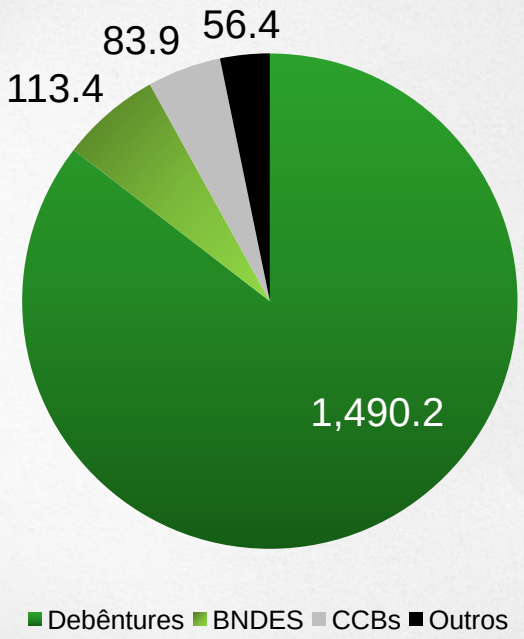
FINANCIAL PERFORMANCE

100% Logistics EBITDA (R$ million) and **100% Logistics EBITDA Margin**(%)



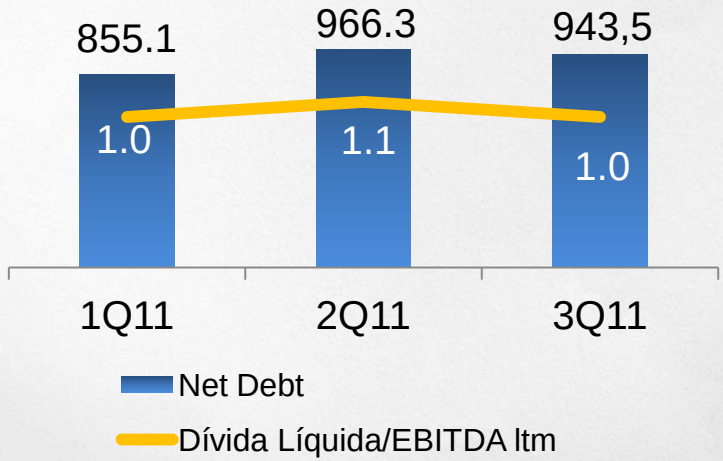
FINANCIAL PERFORMANCE

Gross Debt
(R$ million – September 30, 2011)



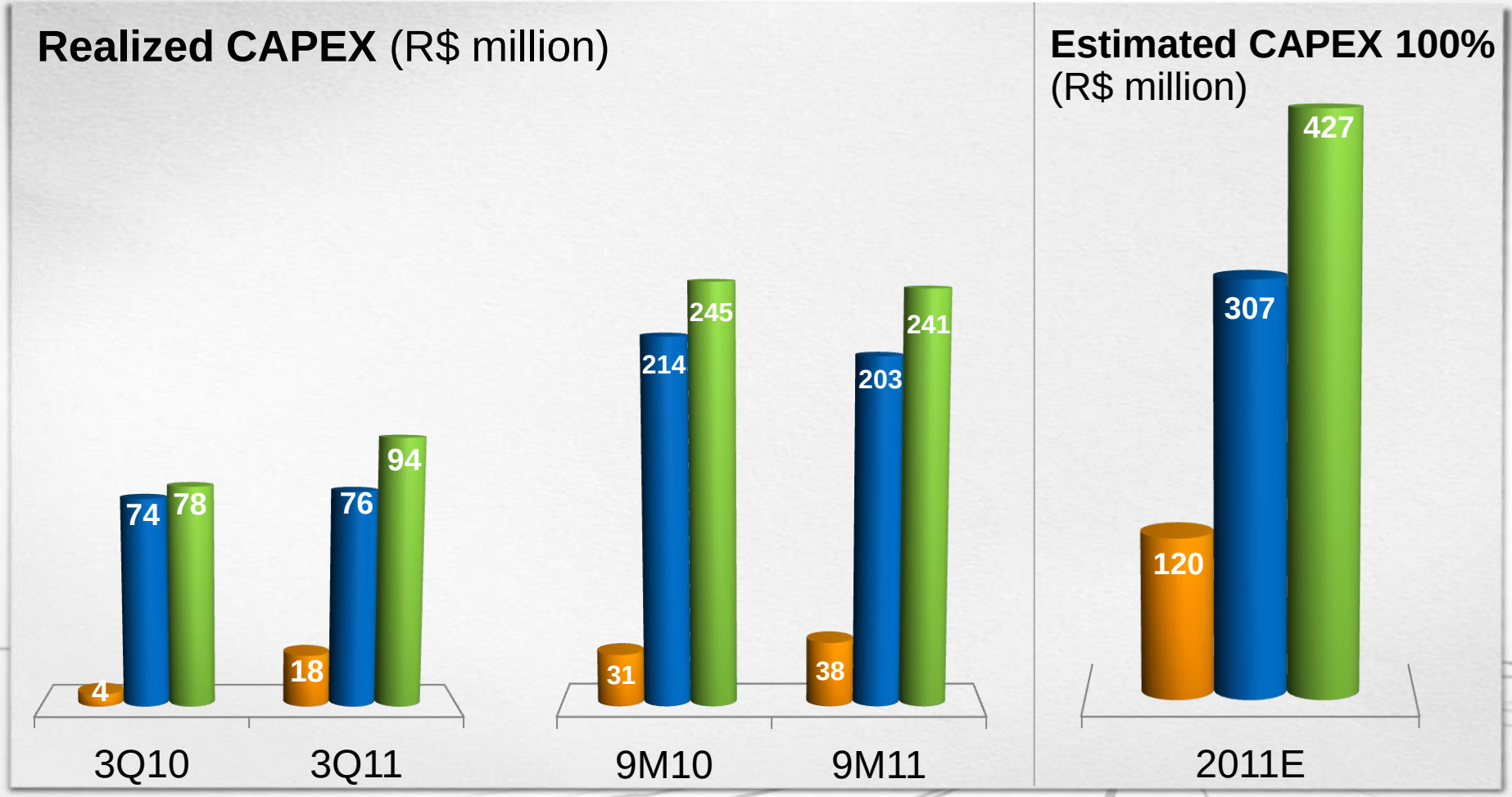
Total Debt: R$ 1,743.8

Net Debt/IFRS EBITDA ltm



In 3Q11, R$29.2 million was released in order to carry out works at Ecopistas

FINANCIAL PERFORMANCE



INVESTOR RELATIONS

E-mail
invest@ecorodovias.com.br

Website
www.ecorodovias.com.br/ir

Address
Rua Gomes de Carvalho, 1510
3º Andar - CEP: 04547-005
São Paulo-SP BRASIL

Telephone
(11) 3787 2667

DISCLAIMER

This presentation contains forward-looking statements related to the business outlook, estimates of operating and financial results and the growth prospects for EcoRodovias. These are mere projections and, as such, are based exclusively on the expectations of EcoRodovias' management regarding the future of the business and its continuous access to capital for financing the Company's business plan. Such forward-looking statements depend substantially on changes in market conditions, government rules, pressure from competitors, the performance of both the industry and the Brazilian economy, among other factors, in addition to the risks mentioned in disclosure documents filed by EcoRodovias and, hence, are subject to change without prior notice.

