ECONOMIC RESULTS

Annual Results

Consolidated (BRL millions)

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
<th>Variation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue (total)</td>
<td>3,255.3</td>
<td>3,426.9</td>
<td>-5%</td>
</tr>
<tr>
<td>Domestic Market</td>
<td>544.7</td>
<td>621.7</td>
<td>-12.4%</td>
</tr>
<tr>
<td>Foreign Market</td>
<td>2,710.5</td>
<td>2,805.3</td>
<td>-3.4%</td>
</tr>
<tr>
<td>Net Income</td>
<td>-181.4</td>
<td>220.1</td>
<td>-</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>418.4</td>
<td>596.1</td>
<td>-29.8%</td>
</tr>
<tr>
<td>% of Revenues</td>
<td>12.9%</td>
<td>17.4%</td>
<td></td>
</tr>
</tbody>
</table>

Mix

- Automotive: 6.1%
- Hydraulic/Industrial: 93.9%

(% of 2016 Revenues)

EMPLOYEES

(Data: December/2016)

<table>
<thead>
<tr>
<th>Country</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>BRAZIL</td>
<td>12.4 mil</td>
</tr>
<tr>
<td>Mauá/SP*</td>
<td>780</td>
</tr>
<tr>
<td>Joinville/SC</td>
<td>7.8 mil</td>
</tr>
<tr>
<td>MEXICO</td>
<td>3.9 mil</td>
</tr>
<tr>
<td>Ramos Arizpe and Saltillo</td>
<td>27</td>
</tr>
</tbody>
</table>

HISTORY

- 1938 - Tupy is founded by German immigrants for the manufacture of iron connections
- 1957 – 1st auto parts deal signed
- 1975 – Block casting launched
- 1995 – Shareholders control changed
- 1996 – Machining plant Inaugurated
- 1998 - Mauá plant acquired
- 2001 - CGI production launched
- 2003 – New administration in charge
- 2012 – Mexico factories acquired
- 2013 - Public Offering and New cast iron site in Joinville
- 2014 – Machining Investment in Mexico
**Key-messages**

- Tupy is the world leader in engine blocks and iron heads for the automotive industry.
- Leader in malleable cast iron fittings in Brazil.
- Tupy develops and produces cast iron components (raw and machined) for the automotive industry, and serves various industries by manufacturing malleable cast iron parts, steel steel shots and grits and continuous cast iron bars.
- Tupy’s ductile iron products, graphite, nodular and vermicular are utilized in main sectors, including transportation, agriculture, infrastructure, shipbuilding and construction.
- Tupy is a Brazilian multinational organization with exports credentials. Out of 2016 total sales, 83,3% came from customer deals in almost 40 countries.

**Main Clients: Automotive**

**HEAVY-DUTY**

<table>
<thead>
<tr>
<th>Off-road</th>
<th>Utility Vehicles</th>
</tr>
</thead>
<tbody>
<tr>
<td>Caterpillar</td>
<td>John Deere</td>
</tr>
<tr>
<td>Perkins</td>
<td>Deutz</td>
</tr>
<tr>
<td>Komatsu</td>
<td>Kubota</td>
</tr>
<tr>
<td>Cummins</td>
<td>Mercedes-Benz</td>
</tr>
<tr>
<td>MWM</td>
<td>MAN</td>
</tr>
<tr>
<td></td>
<td>Scania</td>
</tr>
<tr>
<td></td>
<td>DAF/Paccar</td>
</tr>
<tr>
<td></td>
<td>Navistar</td>
</tr>
</tbody>
</table>

**LIGHT-WEIGHT**

<table>
<thead>
<tr>
<th>Passenger cars/Light weight utility cars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ford</td>
</tr>
<tr>
<td>Chrysler</td>
</tr>
<tr>
<td>Volkswagen</td>
</tr>
<tr>
<td>Audi</td>
</tr>
<tr>
<td>GM</td>
</tr>
<tr>
<td>Honda</td>
</tr>
</tbody>
</table>

**Other clients:** Dana | Knorr-Bremse | Hualing | Dresser

**Clients: hydraulic**

Over 3,000 clients and resellers in more than 600 cities