

# DATA FACT SHEET

PR EXECUTIVE REPORT

2017



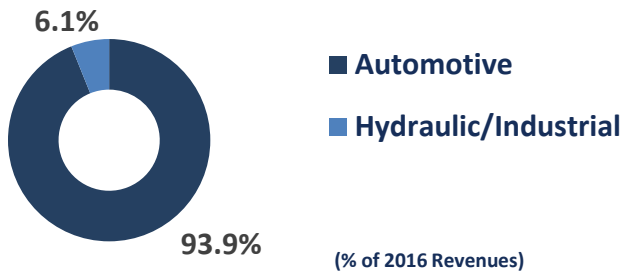
## ECONOMIC RESULTS

### Annual Results

Consolidated (BRL millions)

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

### Mix

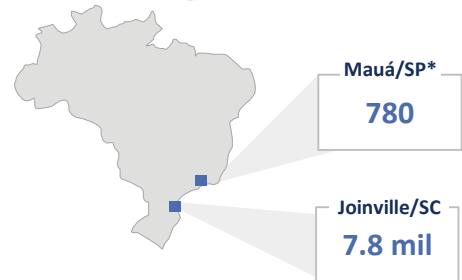


## EMPLOYEES

12.4 mil

(Data: December/2016)

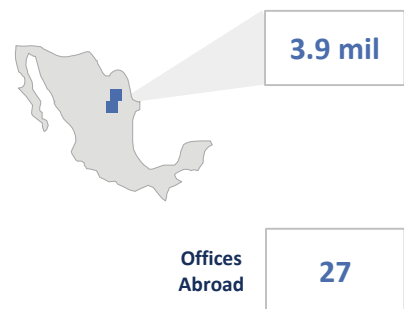
BRAZIL



\* Including Sao Paulo office

MEXICO

Ramos Arizpe and Saltillo



## HISTORY

- : 1938 - Tupy is founded by German immigrants for the manufacture of iron connections
- : 1957 – 1<sup>st</sup> auto parts deal signed
- : 1975 – Block casting launched
- : 1995 – Shareholders control changed
- : 1996 – Machining plant Inaugurated
- : 1998 - Maua plant acquired
- : 2001 - CGI production launched
- : 2003 – New administration in charge
- : 2012 – Mexico factories acquired  
New cast iron site in Joinville
- : 2013 - Public Offering and  
BM&Fbovespa ‘Novo Mercado’ membership
- : 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



#### Off-road

Caterpillar  
Perkins  
Komatsu

John Deere  
Deutz  
Kubota

Cummins  
MWM



#### Utility Vehicles

Mercedes-Benz  
MAN  
Scania  
DAF/Paccar  
Navistar

### LIGHT-WEIGHT



#### Passenger cars/Light weight utility cars

Ford  
Chrysler  
VM Motori

Volkswagen  
Renault  
Peugeot

Audi  
GM  
Honda

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

## Clients: hydraulic

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



### EXECUTIVE BOARD OF DIRECTORS

President: Luiz Tarquinio

Vice President Finance and Administrative: Leonardo Gadelha

Vice President Procurement and Logistics: Julio Oliveira

Vice President Technology, Research and Innovation: Luís Guedes

Vice President Automotive/ Hydraulic Business Unit: Fernando Rizzo

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