



***SANTOS BRASIL***

# AGENDA

1. Overview

2. Business Units

Container Terminals

Logistics

Vehicle Terminal

3. Investments & Financial Highlights

4. Governance and CSR

5. Opportunities

s	t	q	q	s	s	d	s	t	q	q	s	s	d	s	t	q	q	s	s	d
1	2	3	4	5	6						1	2	3	4						1
7	8	9	10	11	12	13	5	6	7	8	9	10	11	2	3	4	5	6	7	8
							12	13	14	15	16	17	18							

# HISTORY



1997

Santos Brasil was founded in 1997 to participate in the privatization of the Port of Santos

1997

The Company acquired Tecon Santos for a 50 years concession (25 years renewable for another 25)

2006

A Successful IPO took place, strengthening the Company's Corporate Governance and preparing it to further expansion

2007

Acquisition of Mesquita enable Santos Brasil to provide large-scale logistic services to its customers

2008

Horizontal Expansion through acquisitions of the Ports of Imbituba and Vila do Conde, with the strategy to cover the Brazilian Coast and become a nationwide leader in Logistic and Container Port Operations

2009

The Company acquired the Vehicle Terminal of Santos for 50 year ( 25 years renewable for another 25)

2010 / 2011

Corporate restructuring, merger of business units into the holding company and new brand



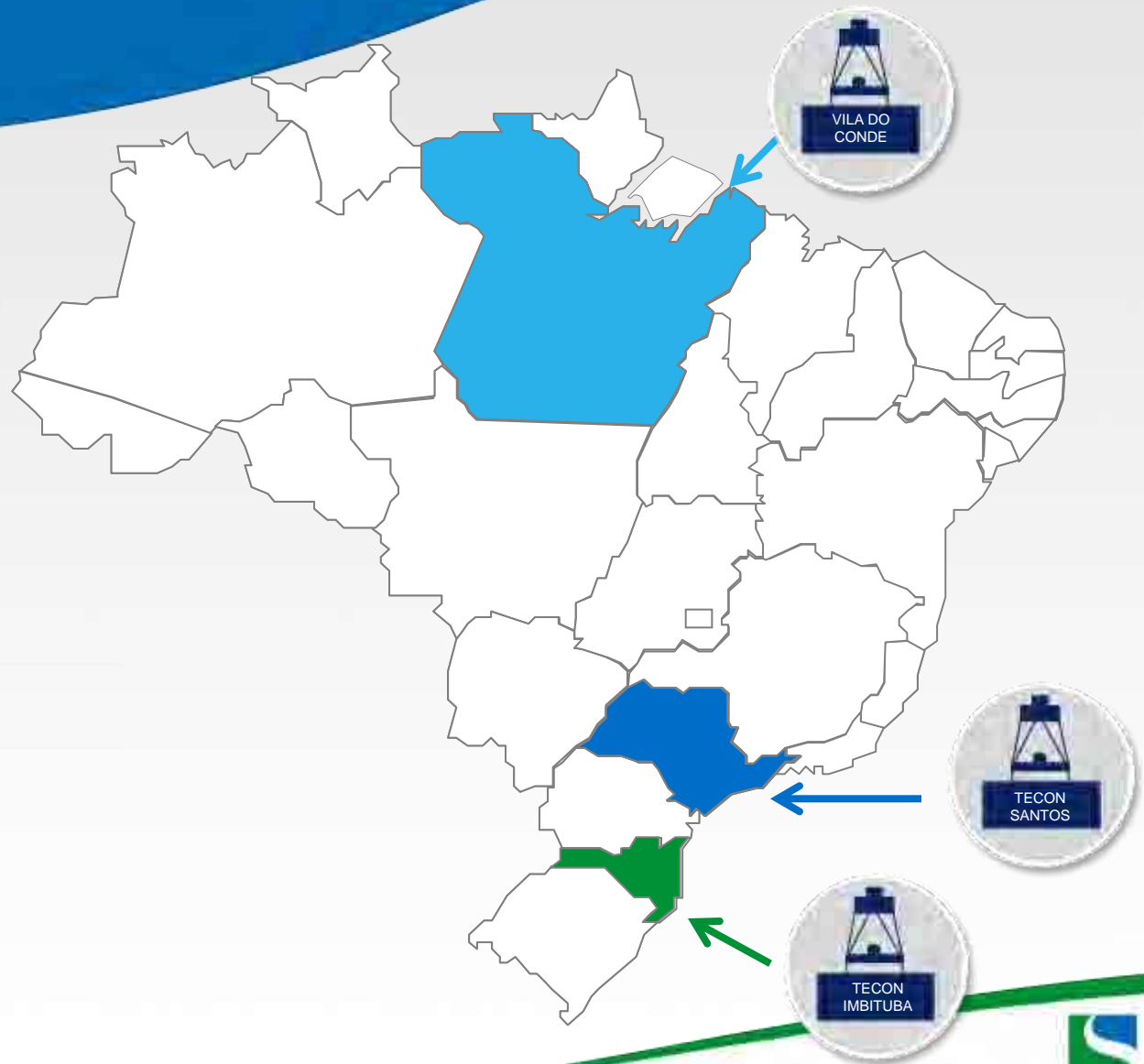
# NATIONAL PLAYER

**Three gateways  
covering the  
Brazilian coast**

**Tecon Santos**

**Tecon Imbituba**

**Tecon Vila do Conde**



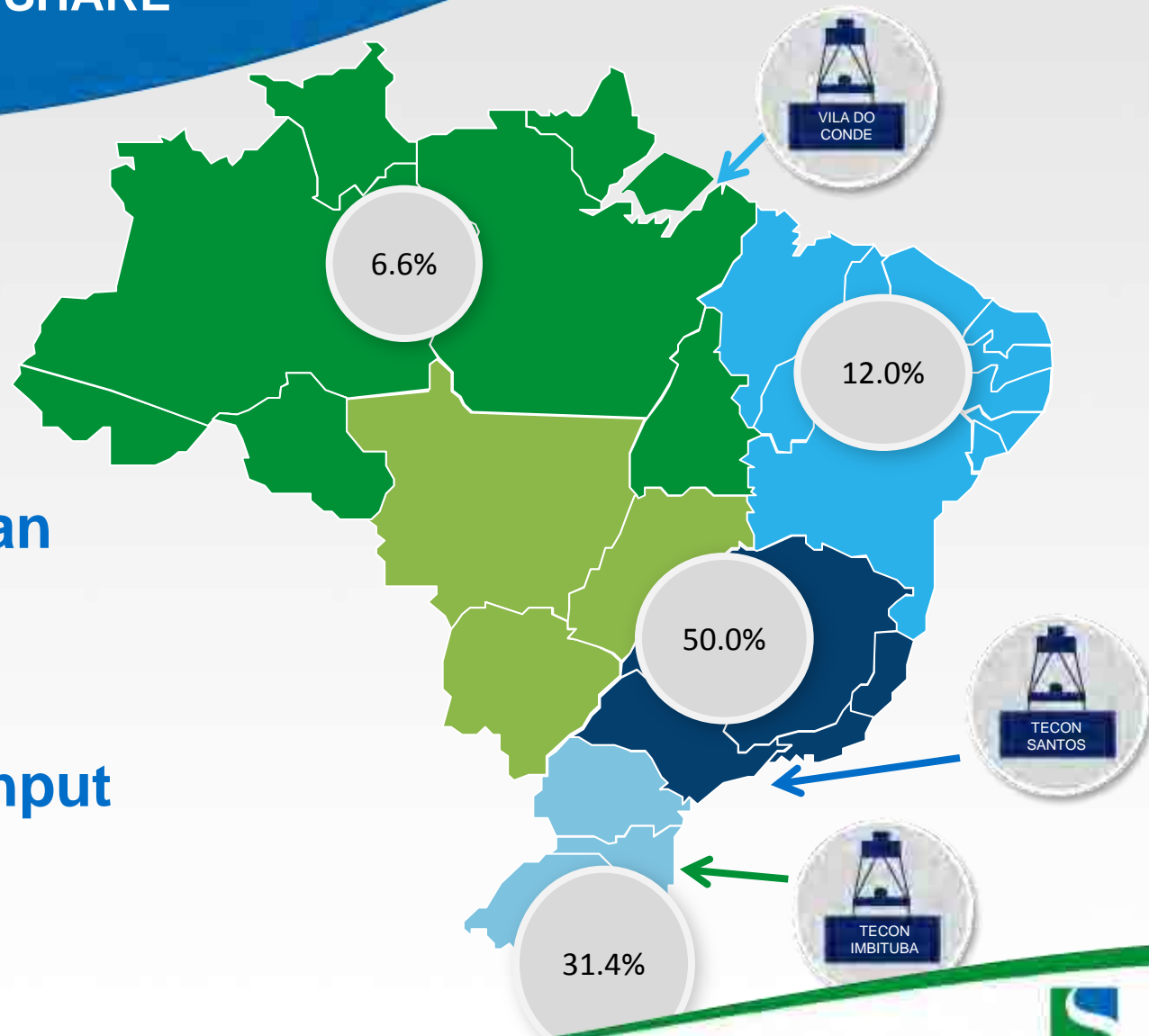
# NATIONAL PLAYER

## REGIONAL MARKET SHARE

**20% of the Brazilian  
Throughput**



**7.7% of the South  
American Throughput**

Source: Drewry 2011



# CONTAINER TERMINALS

## TEU

	 SANTOS BRASIL TECON SANTOS	 SANTOS BRASIL TECON IMBITUBA	 SANTOS BRASIL TECON VILA DO CONDE	TOTAL
Handled in 2011	1,481,076	14,117	34,789	1,529,982
Current Maximum Capacity	2,000,000	650,000	250,000	2,900,000
Potential Capacity	3,000,000	950,000	500,000	<b>4,450,000</b>

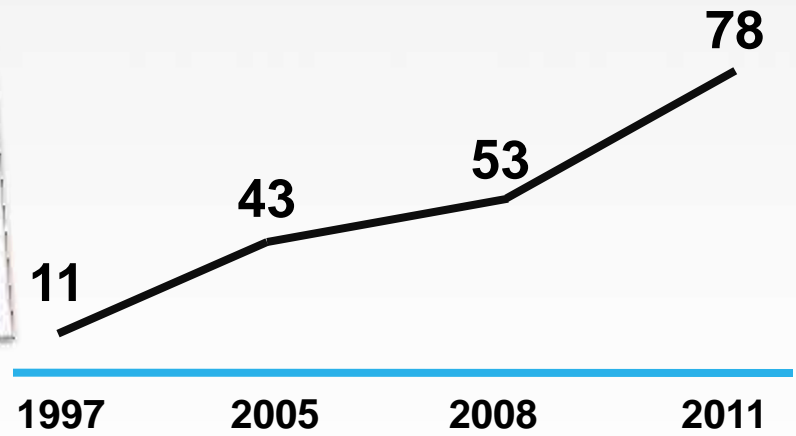


# CAPACITY

MOVEMENTS PER HOUR PER VESSEL  
MPH



The dredging of the Port of Santos from 13 meters **to 15 meters\*** will allow larger vessels to call Brazilian coast.



\*approval process

# TECON SANTOS





# TECON SANTOS

## Located at the Port of Santos

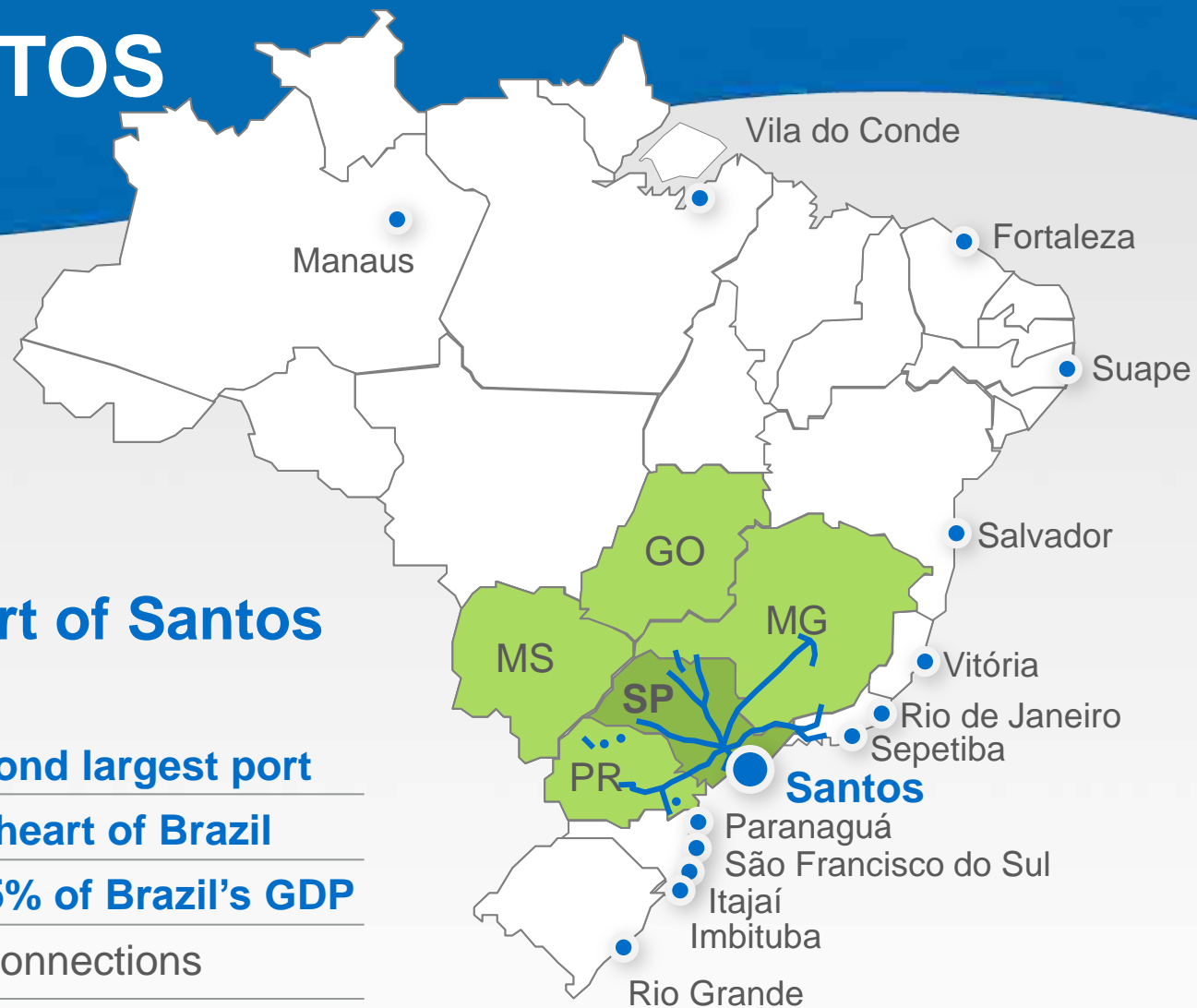
Southern Hemisphere **second largest port**

Located at **the economic heart of Brazil**

Port hinterland covering **55% of Brazil's GDP**

**Privileged rail and road** connections

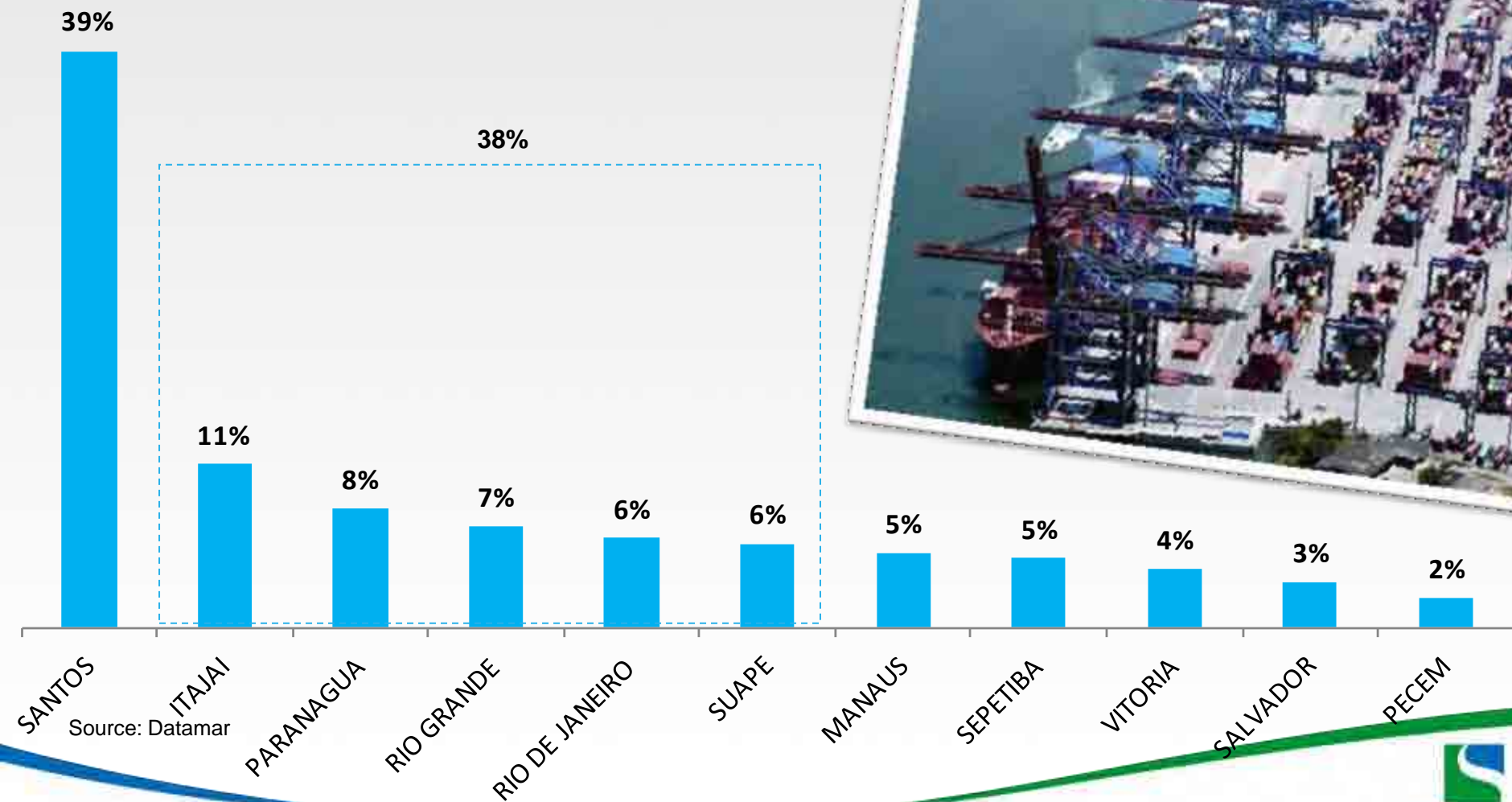
South America **"Must call Port"**



- Container Ports
- Two or more lane highway

# PORT OF SANTOS

## BRAZILIAN PORTS FULL CONTAINER



# PORT OF SANTOS

## TECON SANTOS LOCATION

Right side  
Santos

LIBRA

RODRIMAR

TECONDI

Left side  
Guarujá

TECON  
SANTOS

# TECON SANTOS

## THROUGHPUT

TEU x 1,000

50%

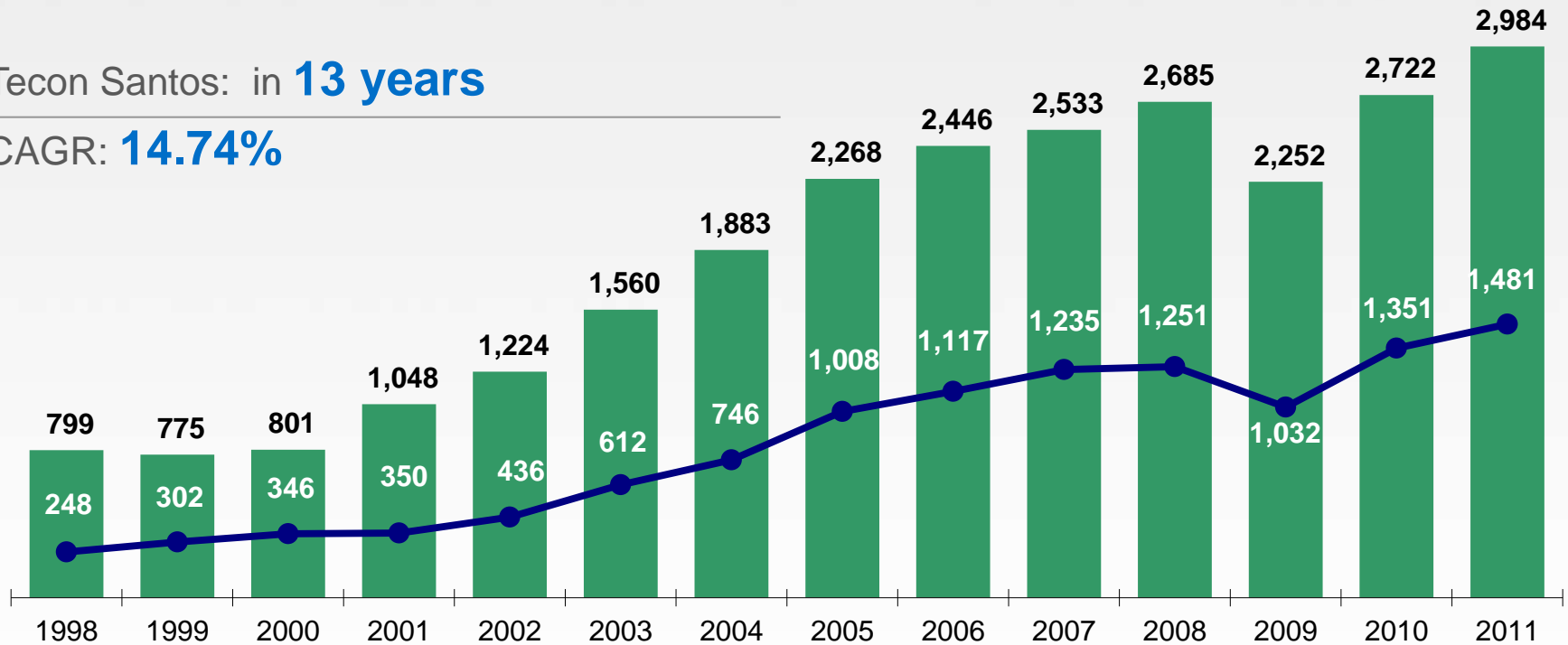
share

Port of Santos: in **13 years**

CAGR: **10.67%**

Tecon Santos: in **13 years**

CAGR: **14.74%**



Source: CODESP and Santos Brasil



# TECON SANTOS

## EXPORTS AND IMPORTS

### EXPORTED GOODS

	1H12	2011
<b>Commodities</b>	<b>46.5%</b>	<b>44.7%</b>
Coffee	12.5%	15.4%
Sugar	11.4%	14.3%
Meat	8.9%	7.0%
Metals	6.1%	6.3%
Various	7.5%	4.4%
<b>Others</b>	<b>53.5%</b>	<b>52.6%</b>
Chemicals /Plastics	14.1%	11.2%
Auto-parts	9.6%	8.6%
Paper	8.4%	7.2%
Food	6.8%	6.5%
Machinery	2.0%	4.7%
Building Materials	1.2%	2.2%
Textile / Cotton	4.6%	0.7%
Eletronics	0.7%	0.7%
Various	6.2%	10.8%

### IMPORTED GOODS

	1H12	2011
Chemicals / Plastics	24.3%	25.5%
Machinery	12.8%	11.0%
Metals	8.4%	6.7%
Eletronics	3.7%	3.3%
Paper	4.9%	5.1%
Auto-Parts	4.6%	4.4%
Textile	3.3%	3.0%
Various	37.9%	41.0%

Source: Santos Brasil



# TECON

## IMBITUBA



# TECON IMBITUBA

**Premium Location** at the Southern Region: closer to Santa Catarina and Rio Grande do Sul industrial areas

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Maritime Port with **no physical limitation** to operate Super-Post-Panamax ships;

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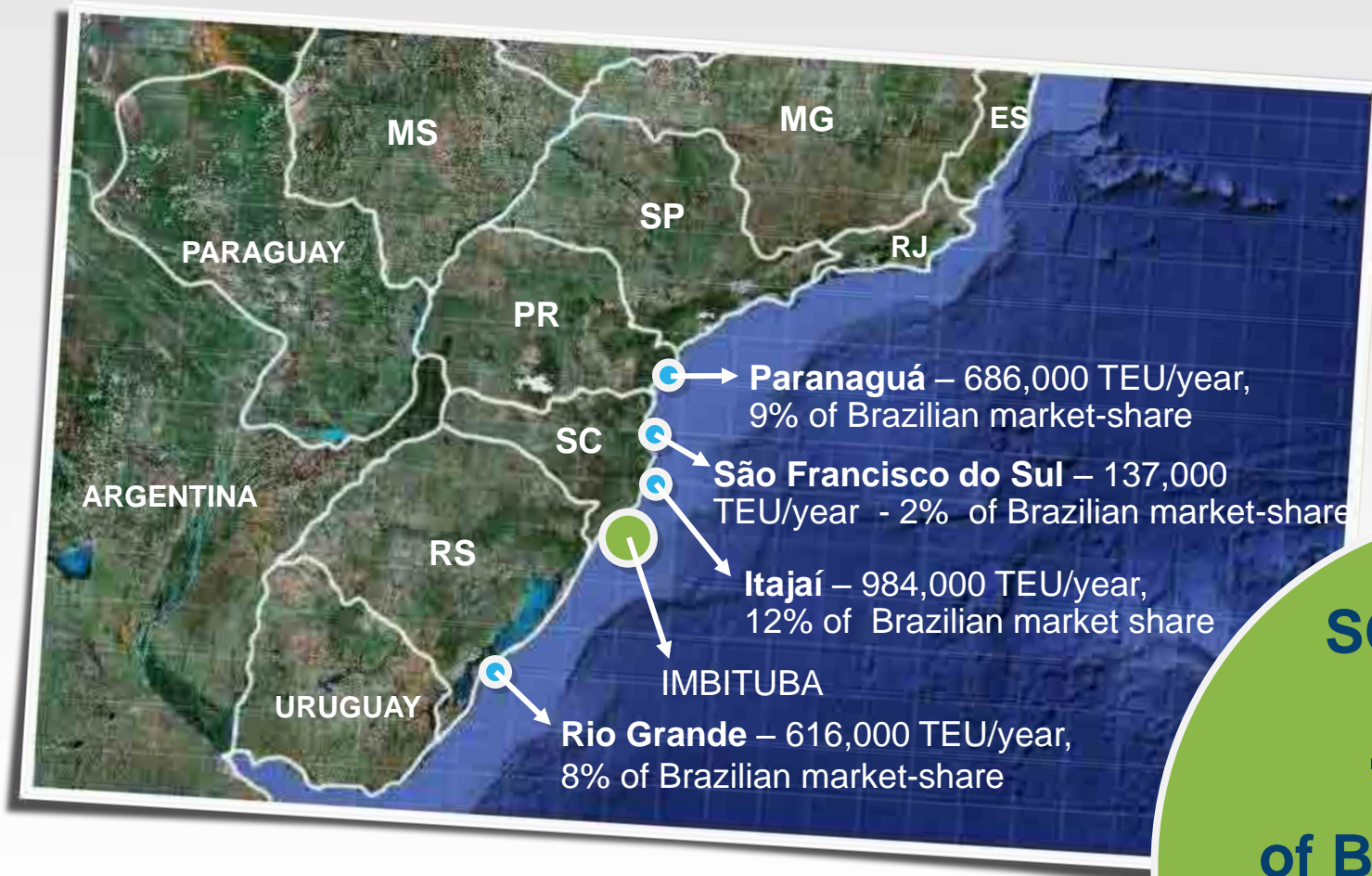
**Benefit from infrastructure projects:**

- The widening of BR-101 highway
  - Construction of Coastal Railway
  - Draft increase to 15 meters in Port of Santos
- 

**Located in the port open to the sea:**

- Fast and easy access
- Without limitation of the maneuverability of ships
- Open year-round

# TECON IMBITUBA



**SOUTHERN  
REGION  
16.7%  
of Brazilian GDP**

Source: Datamar



# TECON IMBITUBA

## EXPANSION

Future Back Yard  
Expansion

660 meters  
Berth Extension

# NEW SHIP TO SHORE CRANES

Delivered on June 18th, 2011





# TECON IMBITUBA

**Existent Back Yard  
with 205 thousand m<sup>2</sup>**

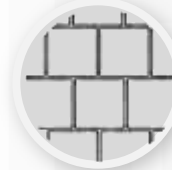


# TECON IMBITUBA

## MAIN CARGOES



### Main cargoes



Tiles



Copper



Rice



Building  
Materials



Furniture



Poultry and  
Pork

# TECON

## VILA DO CONDE



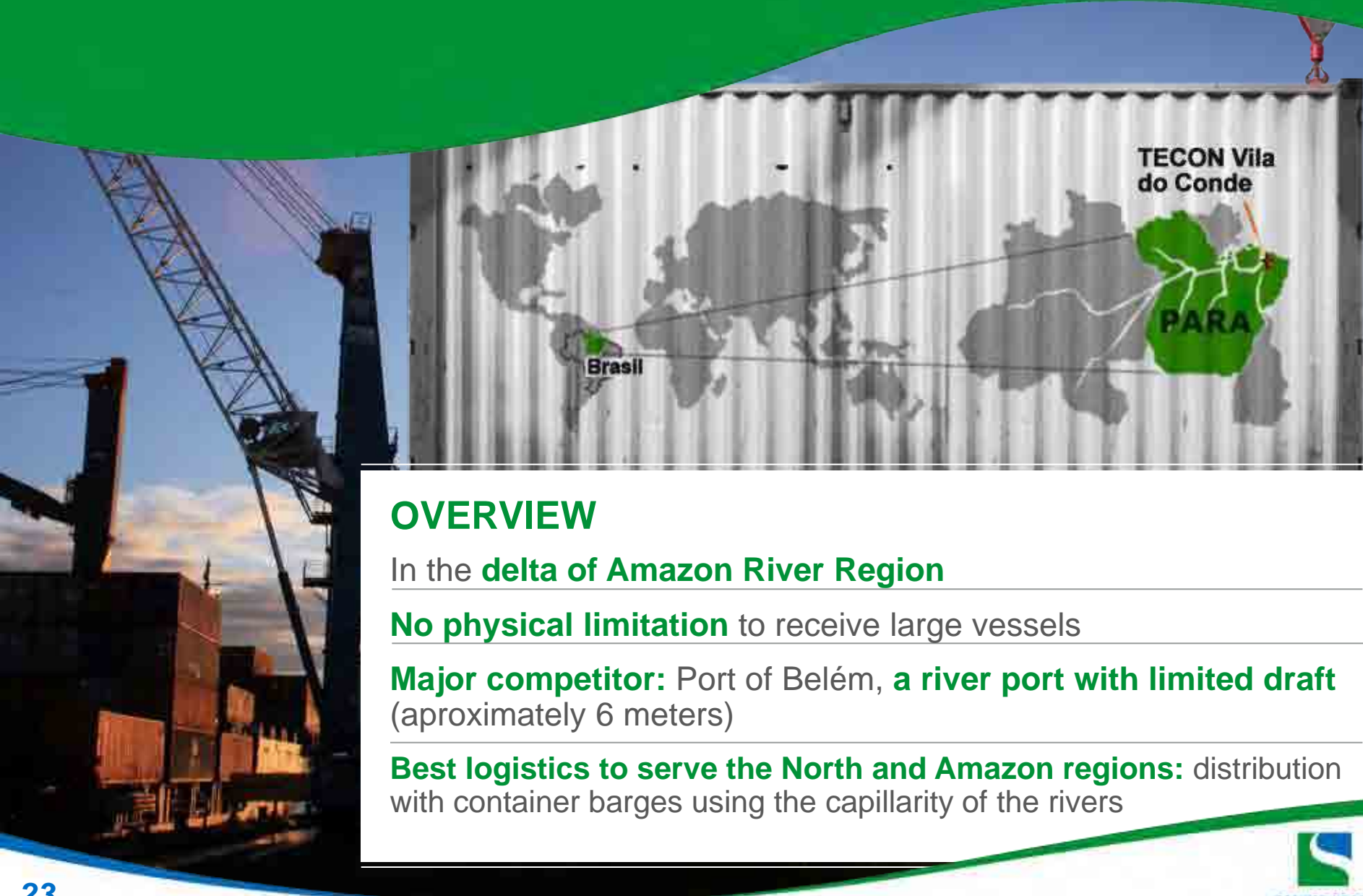


# TECON VILA DO CONDE

## ACQUIRED IN 2008



# TECON VILA DO CONDE



## OVERVIEW

In the **delta of Amazon River Region**

**No physical limitation** to receive large vessels

**Major competitor:** Port of Belém, **a river port with limited draft** (aproximately 6 meters)

**Best logistics to serve the North and Amazon regions:** distribution with container barges using the capillarity of the rivers



# TECON VILA DO CONDE

## MAIN CARGOES



**HIGH VALUE MINERALS**



**WOOD PRODUCTS**



**FROZEN FRUITS**



**PEPPER**



**FROZEN BEEF**

# LOGISTICS

**Strategic  
asset:  
vertical  
integration**





# LOGISTICS

## Services:



Bonded  
Warehousing



Transportation



Distribution  
Center



Industrial  
Logistics



SANTOS BRASIL

# VEHICLES TERMINAL

Capacity

**300,000 units**

2010 throughput:

**154,211 units**

2011 throughput:

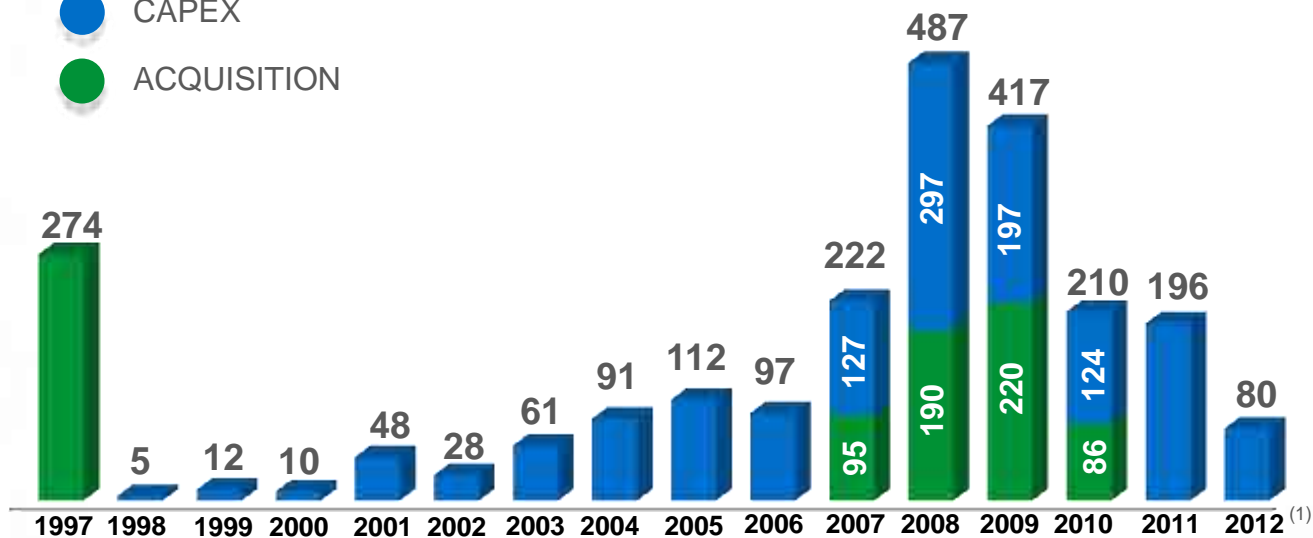
**205,603 units**



# INVESTMENTS

**R\$ 3.0**  
**BILLION**  
INFLATION ADJUSTED

● CAPEX  
● ACQUISITION



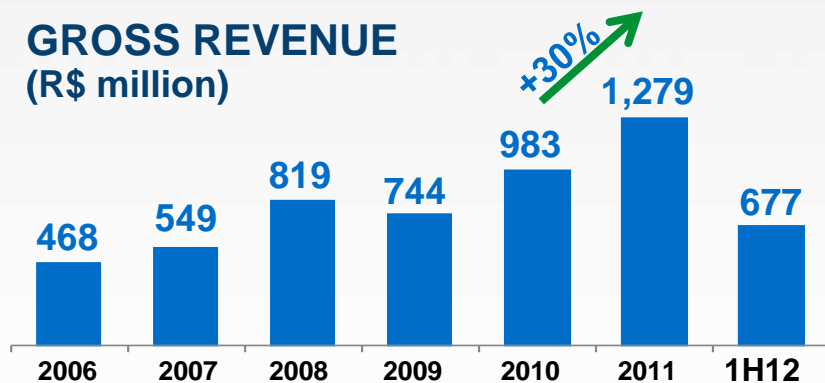
(1) Guidance



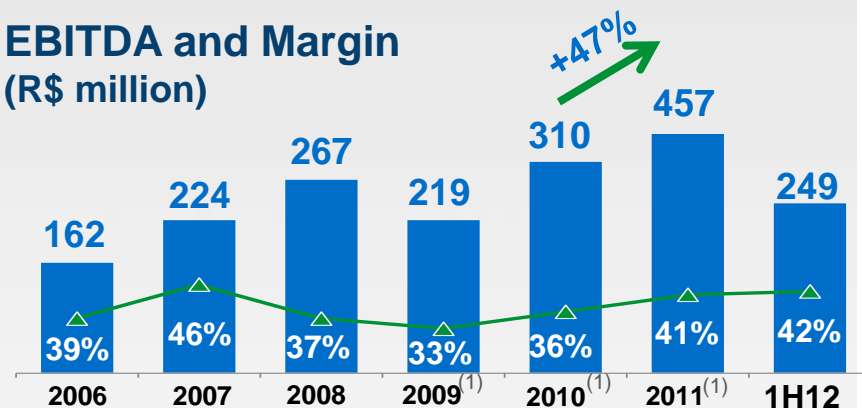
# FINANCIAL HIGHLIGHTS

Santos Brasil has shown **a strong financial performance** over the last few years

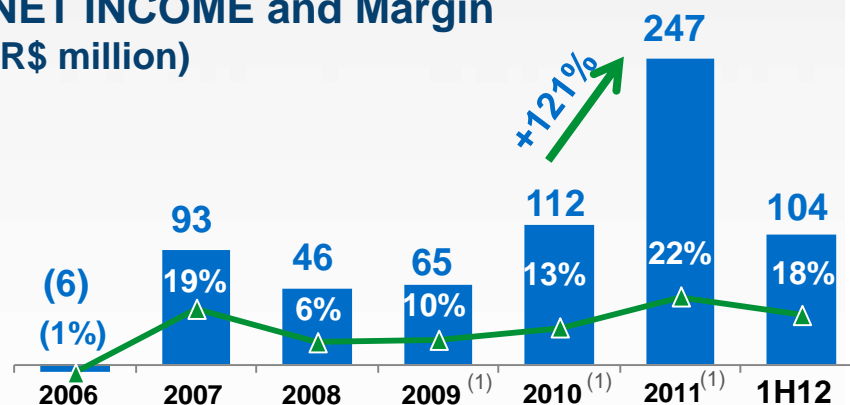
## GROSS REVENUE (R\$ million)



## EBITDA and Margin (R\$ million)



## NET INCOME and Margin (R\$ million)



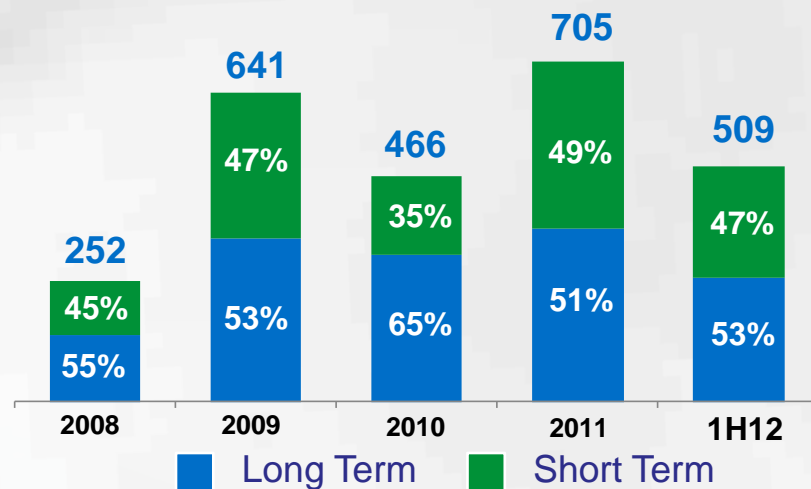
Source: Company financial statements

(1) Considering full IFRS rules

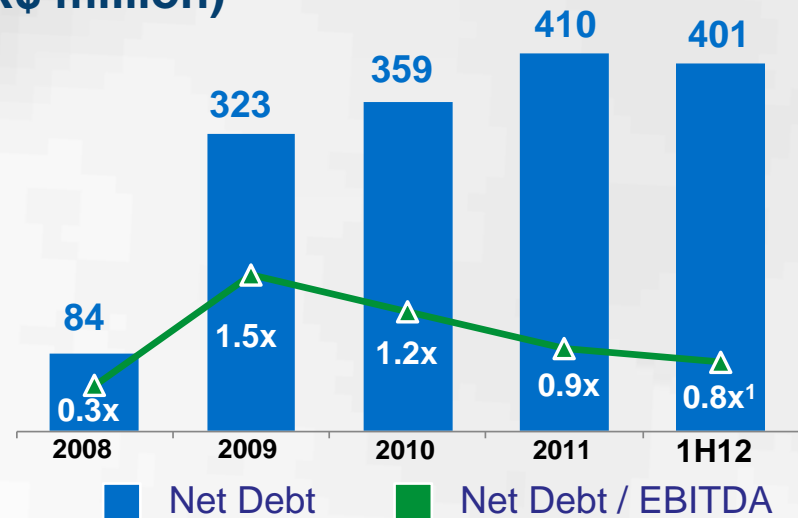
# FINANCIAL HIGHLIGHTS

## Indebtedness

**TOTAL DEBT**  
(R\$ million)



**NET DEBT / EBITDA**  
(R\$ million)



Source: Company financial statements  
(1) LTM EBITDA

# FINANCIAL HIGHLIGHTS

## GUIDANCE FOR 2012



**CAPEX <sup>1</sup>: R\$ 80 million**

**CONSOLIDATED EBITDA: from R\$ 500 million to R\$ 550 million with a margin varying from 41% to 43%**

**VOLUME: from 1.63 million TEU to 1.73 million TEU**

Note:

(1) Acquisitions not considered



# CORPORATE GOVERNANCE

**LEVEL 2** listing on the BOVESPA

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**100% TAG ALONG** for all minority shareholders

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Board of Directors: **9 members** (3 independent members)

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**Permanent Fiscal Board** (“Conselho Fiscal”)

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## **Management:**

- Stock Option for top management
- Aggressive remuneration program for management and employees – EBITDA and EVA
- Individual performance plans = clear goals

# CORPORATE GOVERNANCE

## OWNERSHIP BREAKDOWN

Shareholders	Shares		
	Common	Preferred	Total
International Market Investments	33%	14%	27%
PW237 Participações S.A.	30%	-	21%
Multi STS Participações S.A.	15%	-	10%
Brasil Terminais S.A.	12%	1%	8%
Other	2%	5%	3%
Free-Float	9%	80%	31%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

**454 million common shares + 210 million preferred shares  
or 133 million equivalent units**



# CORPORATE SOCIAL RESPONSIBILITY

**3,000** employees

**Profit Sharing Program**

**ISO 9001 e ISO 14001**

**OHSAS 18001**

**Recycling Program**

**Carbon Neutral Program**

Support to **Franca whales preservation**

**Professional Education**





# GROWTH OPPORTUNITIES



The logo for Santos Brasil, featuring the company name in a bold, blue, italicized sans-serif font. The background of the slide is a blue gradient with a large white curved shape on the right side.

# ***SANTOS BRASIL***

**E-mail: [dri@santosbrasil.com.br](mailto:dri@santosbrasil.com.br)**

**Telephone: +55 (11) 3897-1111**

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