



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 period (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 enabled Santos Brasil to provide large-scale logistic services to customers

2008

Growth through acquisitions of Imbituba and Vila do Conde's Container Terminals, with the strategy to attend the Brazilian Coast and become a nationwide leader in Logistics and Container Terminal Operations

2009


The Company acquired the Santos Vehicle Terminal for a 50 years concession period (25 years renewable for another 25)

2010

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

2011

New productivity record registered by Tecon Santos and Vehicle Terminal



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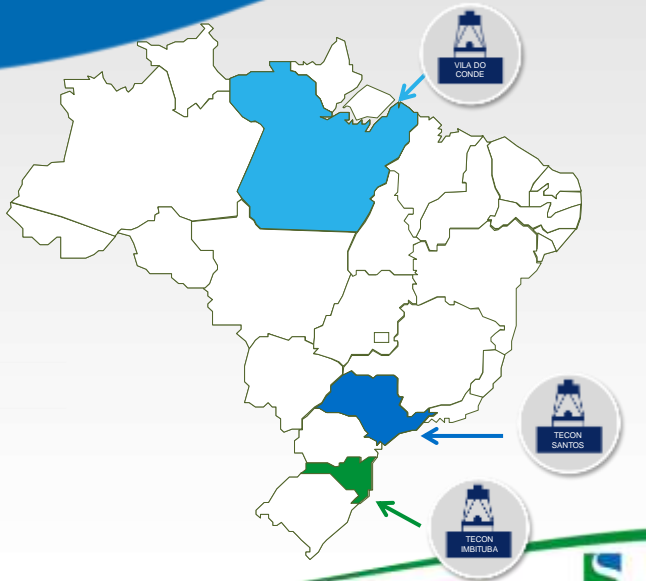
NATIONAL PLAYER


Three gateways attending the Brazilian coast

Tecon Santos

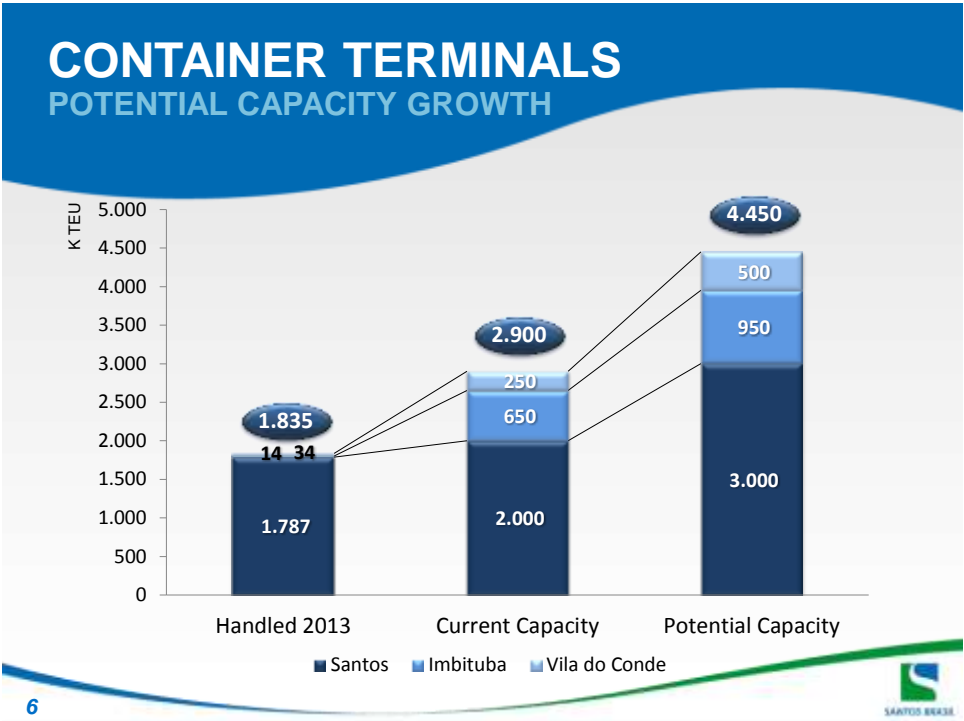
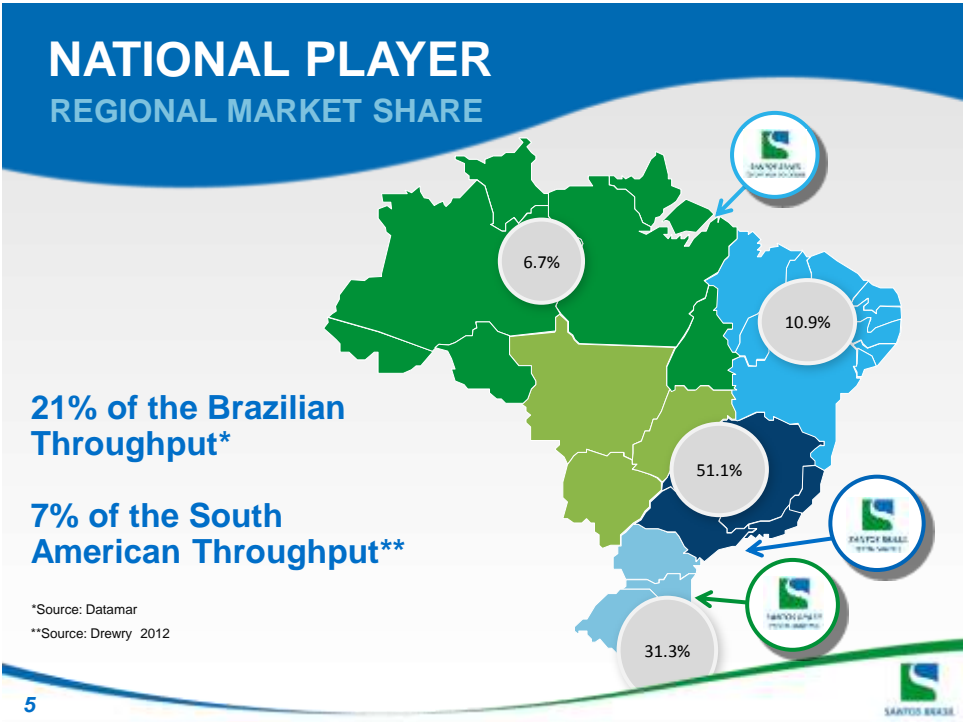
Tecon Imbituba

Tecon Vila do Conde





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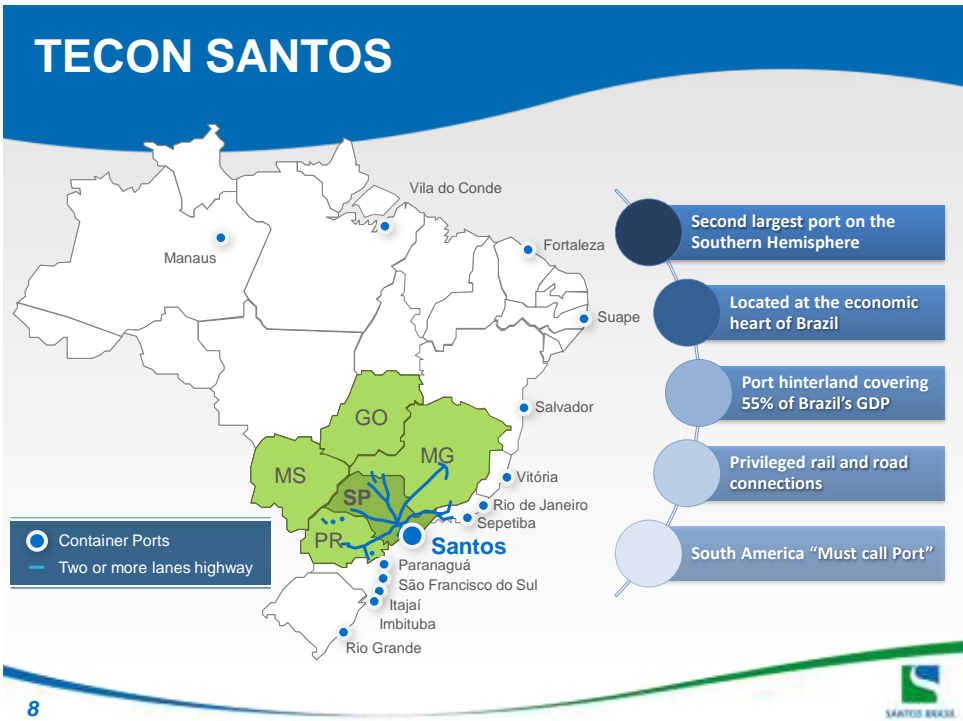
TECON SANTOS



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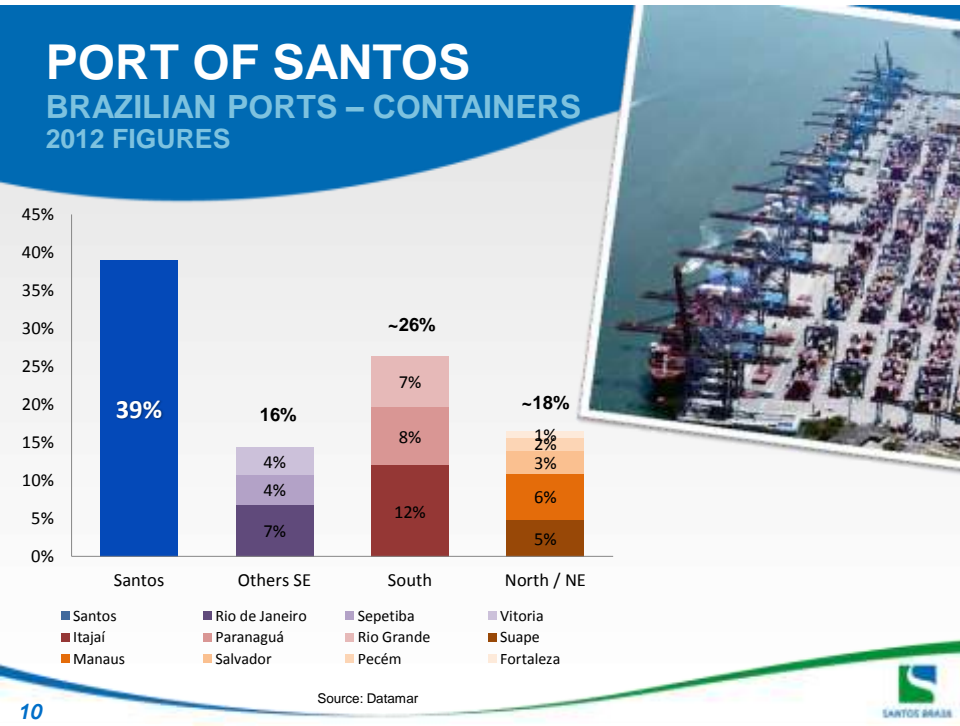
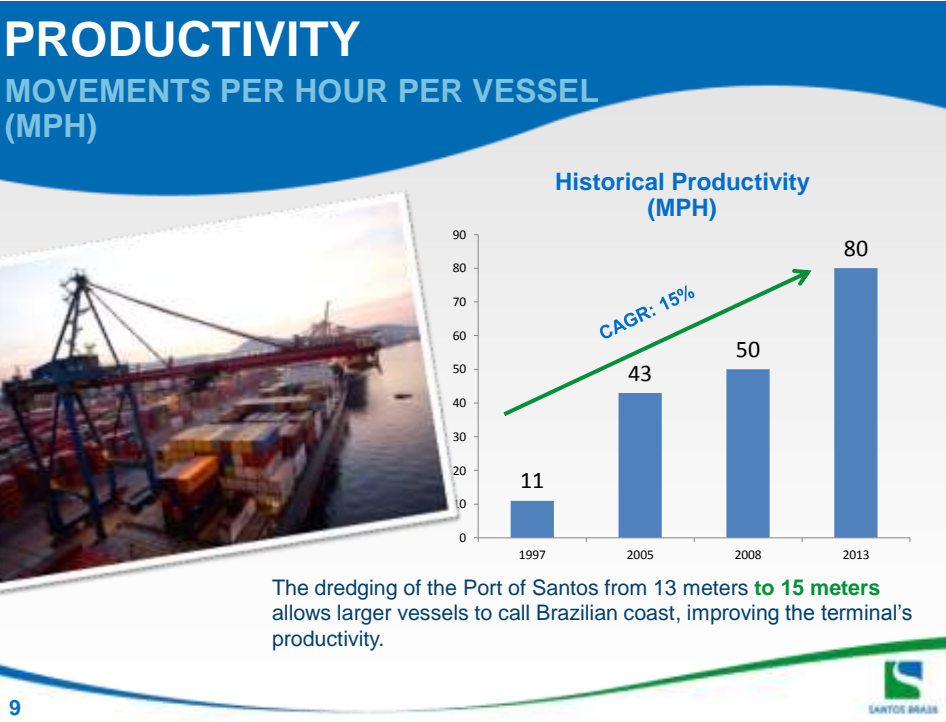


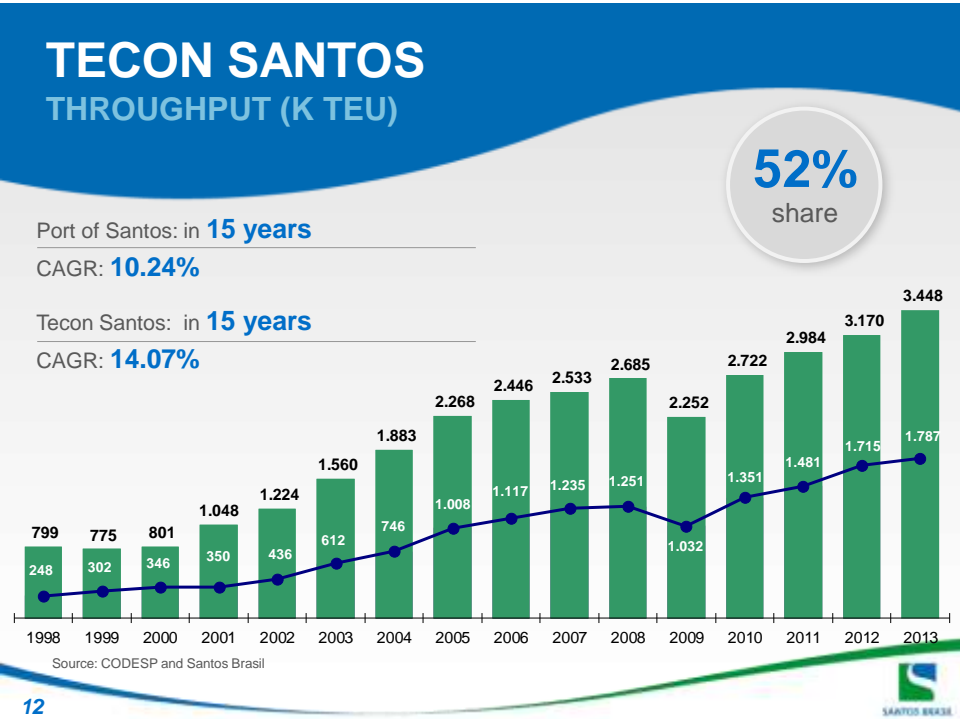
TECON SANTOS

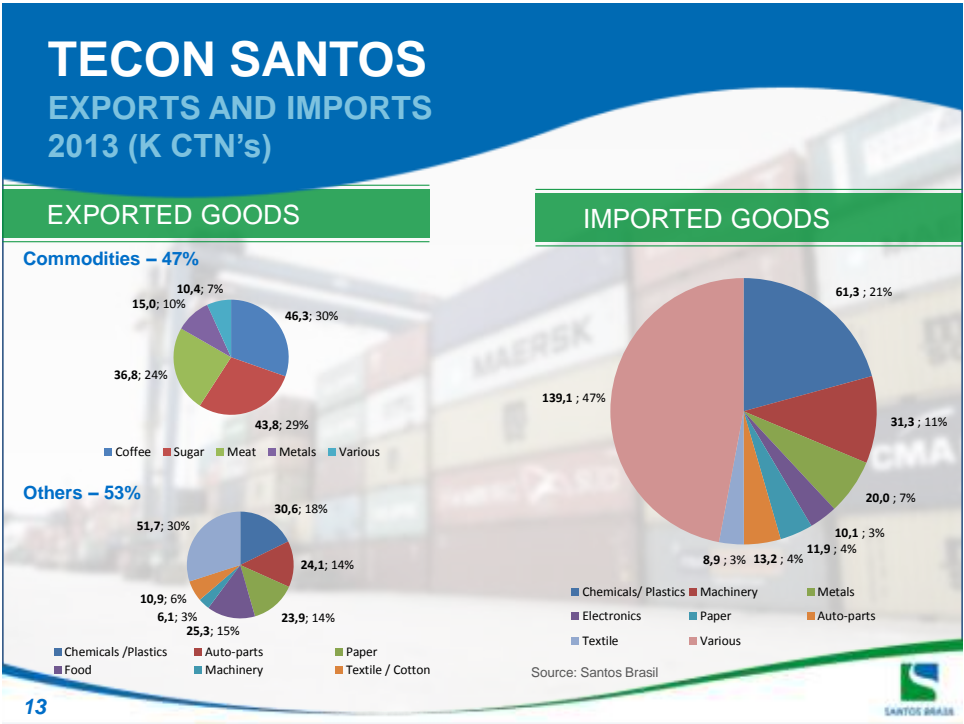


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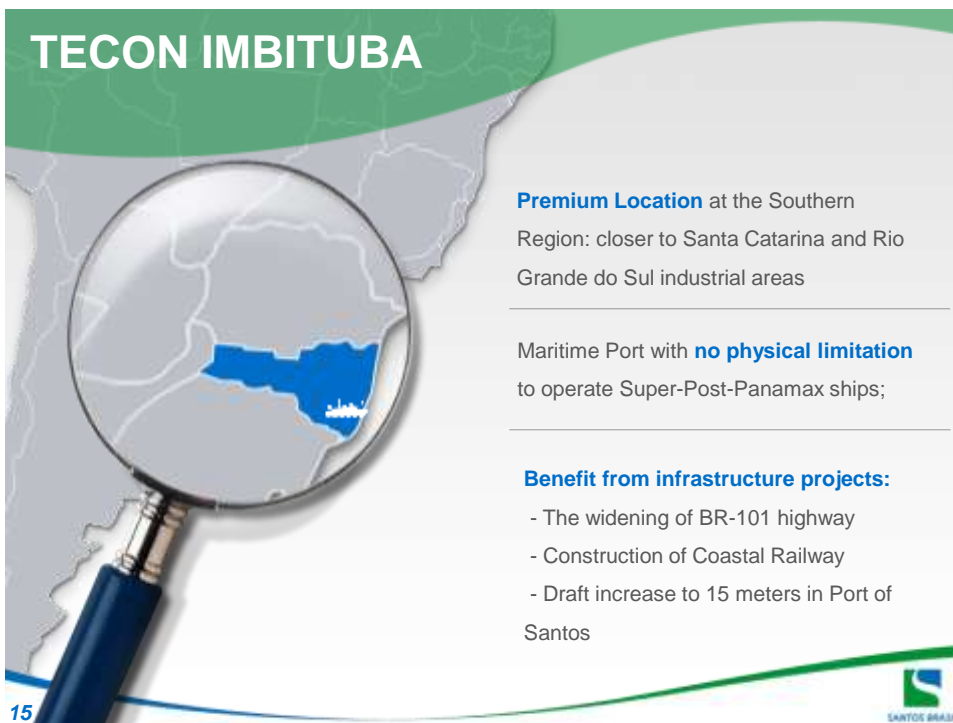




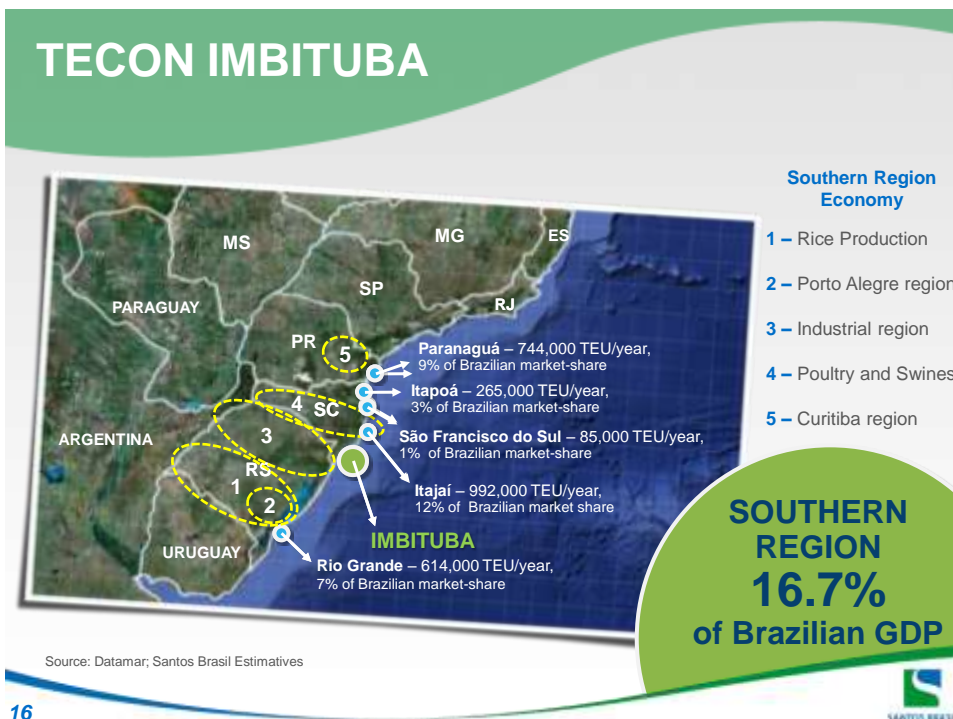




TECON IMBITUBA



TECON IMBITUBA



TECON IMBITUBA

MAIN CARGOES



Main cargoes

	Tiles		Copper
	Rice		Building Materials
	Furniture		Poultry and Pork

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TECON IMBITUBA

EXPANSION

Future Back Yard Expansion



660 meters
Berth Extension

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TECON IMBITUBA

Current Back Yard
with 205 thousand m²



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PORTO INDÚSTRIA IMBITUBA



6 km from the
Port

R\$ 22 Million
Invested

R\$ 2 billion
Future projection

20



TECON

VILA DO CONDE



21



TECON VILA DO CONDE

ACQUIRED IN 2008



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 (approximately 6 meters)

Best logistics to serve the North and Amazon regions: logistics with container barges using different rivers' basins

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TECON VILA DO CONDE

MAIN CARGOES



HIGH VALUE MINERALS



WOOD PRODUCTS



FROZEN FRUITS



PEPPER



FROZEN BEEF

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LOGISTICS

Strategic
asset:
vertical
integration



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LOGISTICS

Services:



Bonded Warehousing



Transportation



Distribution Center



Industrial Logistics



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VEHICLES TERMINAL

Capacity
300,000 units

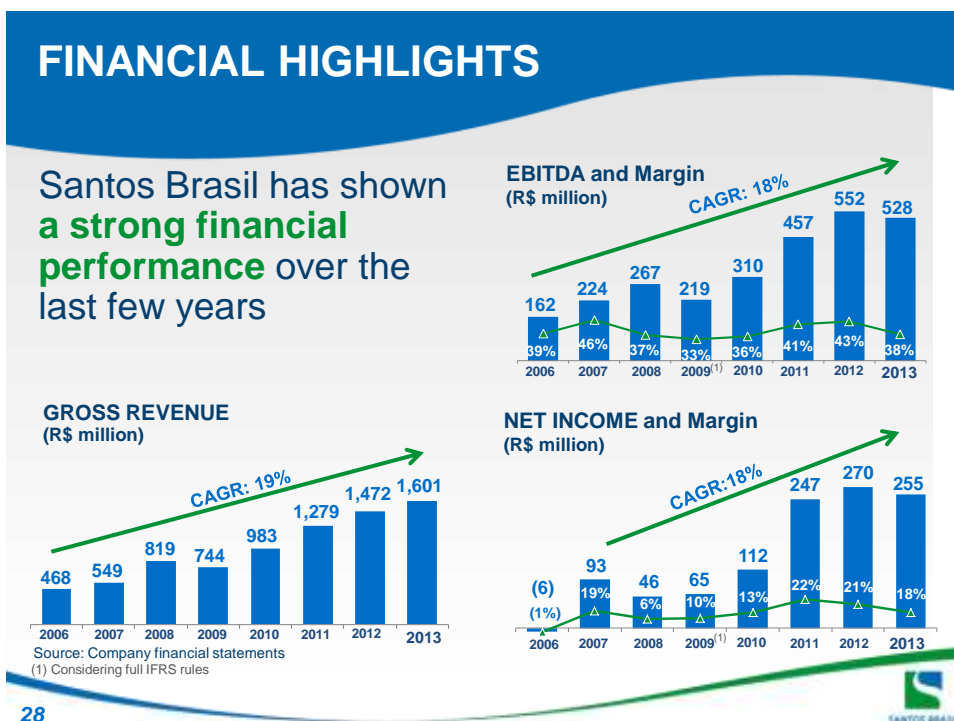
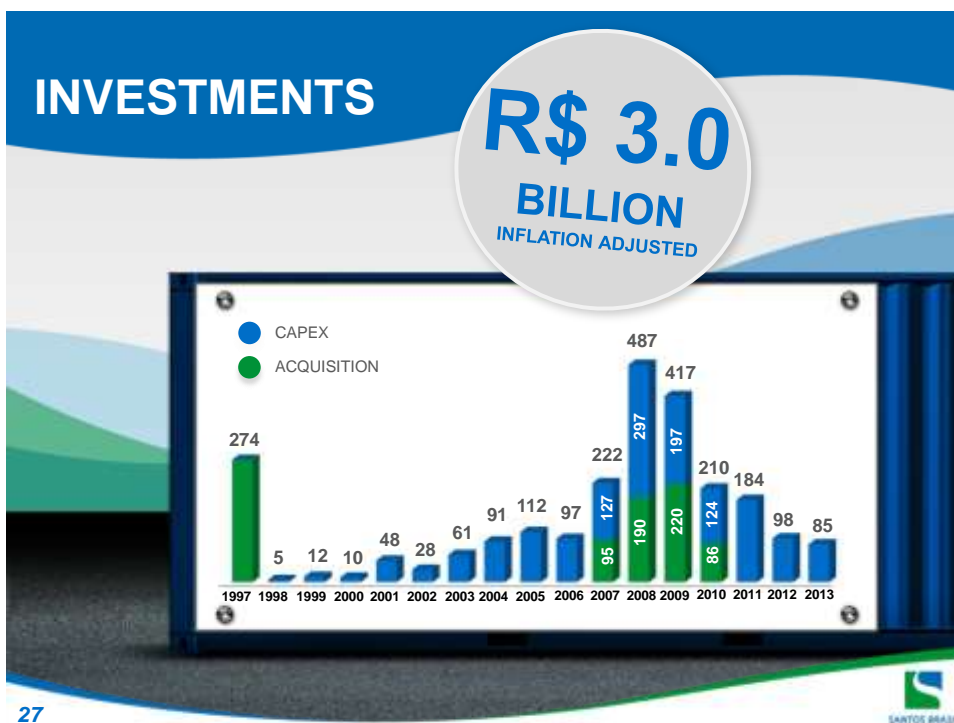
2012 throughput:
195,741 units

2013 throughput:
256,904 units



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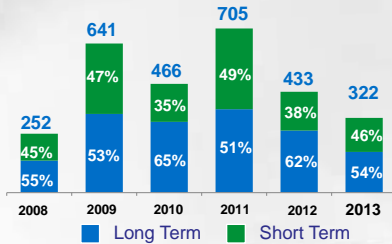




FINANCIAL HIGHLIGHTS

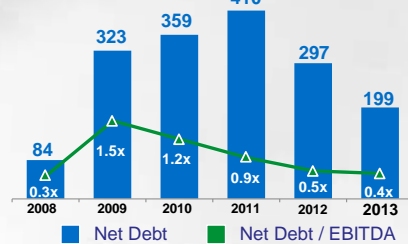
Indebtedness

TOTAL DEBT (R\$ million)



Source: Company financial statements

NET DEBT / EBITDA (R\$ million)



Based on its competitive advantages and consolidated market position
S&P increased Santos Brasil from brAA+ to brAAA

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CORPORATE GOVERNANCE

LEVEL 2 listing on the BOVESPA

100% TAG ALONG* for all minority shareholders

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

Permanent Fiscal Board ("Conselho Fiscal")

Management:

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

* LEVEL 2 listing on the BOVESPA requires 80% Tag Along

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CORPORATE GOVERNANCE

OWNERSHIP BREAKDOWN

Shareholders	Shares		
	Common	Preferred	Total
International Market Investments	32,6%	13,5%	26,6%
PW237 Participações S. A.	30,0%	-	20,5%
Multi STS Participações S. A.	14,9%	-	10,2%
Brasil Terminais S.A.	11,5%	1,0%	8,2%
Other	1,7%	5,8%	3,0%
Free-float	9,3%	79,7%	31,6%
Total	100%	100%	100%

455 million common shares + 211 million preferred shares
or 133 million equivalent units

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CORPORATE SOCIAL RESPONSIBILITY

3,900 employees

Profit Sharing Program

ISO 9001 e ISO 14001

OHSAS 18001

Recycling Program

Carbon Neutral Program

Support to Franca whales
preservation

Professional Education

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SANTOS BRASIL

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We make forward-looking statements that are subject to risks and uncertainties. These statements are based on the beliefs and assumptions of our Management and on the information currently available to the Company. Forward-looking statements include information on our current plans, beliefs or expectations and also those of the Company's Board of Directors and its Officers.

Disclaimers involving forward-looking statements include information on potential or assumed operating results, as well as statements that are preceded, followed or include the words "believe", "may", "will", "continue", "expect", "project", "seek", "plan", "estimate" or similar expressions.

Forward-looking statements and information provide no guarantee of performance. Because they refer to future events, and as such depend on circumstances that may or may not occur, they involve risks, uncertainties and assumptions. Future results and the creation of value for shareholders may differ significantly from that expressed or suggested in the forward-looking statements. Many factors that will determine these results and values are beyond our capacity to control or predict.

2013