

# FACTSHEET 1Q15

# TPIS3

#### **INDICATORS 1015**

BM&FBovespa: TPIS3; ADR: TPIUY; Bloomberg: TPIS3:BZ

Number of Shares (thousands)	176,000
Price (R\$) TPIS3 03.31.2015	3.30
Market Cap (R\$ thousands)	580,800
Enterprise Value (R\$ thousands)	4,856,429
Free Float (%)	27.0%
1Q15 Average Volume (R\$ thousands)	717,347
P/BV <sup>(1)</sup>	0.65
P/E <sup>(2)</sup>	19.51
EV/EBITDA LTM	4.82
Dividend Yield %	5.1%
EPS <sup>(2)</sup> (R\$)	0.17
ROE <sup>(3)</sup> (%)	15.5%
ROIC <sup>(3)</sup> (%)	13.8%

- (1) Calculated, excluding revaluation reserves and adjustments of Shareholders' Equity.
- (2) Calculated by dividend basis
- (3) Calculated by dividend basis, ecluding revaluation reserves and valuation adjustments of shareholders' Equity.



#### **HIGHLIGHTS**

margin was 75.9%.

a) Consolidated adjusted net revenue grew 12.1% in 1Q15 Net income was R\$88.1 million and dividend calculation base was R\$94.7 million in the quarter. Adjusted EBITDA came to R\$388.9 million (+9.8%) and consolidated EBITDA

b) Approval of stock buyback program

On March 25, 2015, Triunfo approved the program to repurchase up to 7 million shares, within the limit of 10.0% of total outstanding shares over a period of 365 days starting from March 26, 2015.

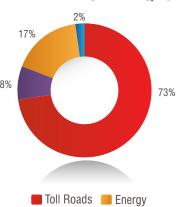
c) Extraordinary toll increase at Triunfo Concebra

On April 22, 2015, the National Ground Transportation Agency (ANTT) authorized the 1st extraordinary increase in the basic toll on BR-060/153/262/DF/GO/MG. The 2.33% increase will raise the toll from R\$ 0.028 to R\$ 0.029 per kilometer. The toll revision is due to the inclusion of new turnaround construction work at a level that was not originally stipulated in the concession agreement. The increase is effective from the date toll collection starts, which will occur when 10% of the stretch of highway to be duplicated is completed, as envisaged in the concession agreement with ANTT.

# d) Fitch assigns 'AA+(exp)(bra)' rating to Econorte's proposed 3<sup>rd</sup> debenture issue

On March 31, 2015, the rating agency Fitch Ratings assigned the National Long-Term Rating 'AA+(exp)(bra),' with a stable outlook, to the proposed 3<sup>rd</sup> issue of debentures by Econorte, in the amount of R\$246 million, set to mature in April 2020. According to the agency's report, the rating "reflects the maturity of the concessionaire and its resilient traffic over the years, as well as its capacity to honor its obligations despite an immediate traffic shock of 25%."

## ADJUSTED EBITDA BREAKDOWN 1Q15

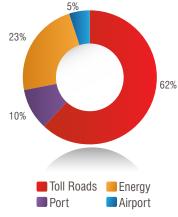


Airport

\* Excluding negative EBITDA of Parent Company

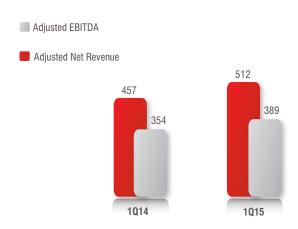
Port

# NET REVENUES BREAKDOWN 1Q15



#### \* Excluding Construction of Assets

## STRONG CASH GENERATION



#### **NEWS**

## Viracopos elected best airport in Brazil for the third time

International Airport Viracopos in Campinas, São Paulo, has been elected for the third time the best airport in Brazil, according to the latest passenger satisfaction survey conducted by the Civil Aviation Department of the President's Office (SAC/PR). The study interviewed 13,384 arriving and departing passengers at Brazil's 15 main airports in January, February and March this year. In overall passenger satisfaction, Viracopos scored 4.38 on a scale of 1 to 5. Of the 48 indicators covered by the survey, Viracopos scored above the average in 38. The Viracopos airport had already been recognized as the best in Brazil by SAC's surveys in the last quarters of 2013 and 2014.

#### Triunfo launches Investor Relations app

The Investor Relations app is a direct communication channel between Triunfo, its investors and market analysts, providing a practical and quick way to access detailed information about the Company, such as results, presentations, notices and material facts, stock quotes, events, IR contact channels and IR alerts. The app is available for iOS and Android.

## New Concer app provides easier access to traffic conditions

In April, Concer launched a new highway for smartphones and tablets. Available on Google Play, App Store and Windows Store, the Concer app provides users with a series of resources that will make travel easier on BR-040, the concession stretch between Juiz de Fora and Rio de Janeiro. The app's features include access to images from 12 cameras installed in strategic locations along the highway for monitoring traffic in real time. Traffic and weather conditions on the highway, already available on the Concer website and updated constantly, will also be available in the mobile version, in addition to alerts and messages found on electronic panels throughout BR-040.

Operational Highlights	1Q15	1Q14	Δ
Toll Roads			
Total Equivalent Traffic (thousands)	28,172	29,796	-5.5%
Concer	6,955	8,150	-14.7%
Concepa	11,177	11,225	-0.4%
Econorte	3,664	3,834	-4.4%
Port Administration			
Handling Volume - Portonave (TEUs)	147,680	163,158	-9.5%
Power Generation			
Total Assured Energy Generated (MWh)	475,001	581,249	-18.3%
Assured Energy Generated - Rio Verde (MWh)	146,515	146,516	0.0%
Assured Energy Generated - Rio Canoas (MWh)	179,578	179,578	0.0%
Additional Sales	148,908	255,155	-41.6%
Airport			
Passengers (thousands)	2,706	2,450	10.5%
Cargo (Tons)	46,666	52,683	-11.4%
Financial Highlights (In R\$ thousands)	1Q15	1Q14	Δ
Adjusted Net Revenue	512,487	457,050	12.1%
Operational Cash Cost (1)	(100,313)	(61,669)	62.7%
Operational Cash Expenses (2)	(23,306)	(29,801)	-21.8%
Adjusted EBITDA	388,868	354,127	9.8%
Adjusted EBITDA Margin	75.9%	77.5%	-1.6 p,p,
Net Income (Loss)	88,065	167,030	-47.3%
Dividends Basis	94,717	172,123	-45.0%

- (1) Excluding construction cost and depreciation and amortization.
- (2) Excluding depreciation and amortization, equity income and and other non-cash expenses

#### PRESENCE IN BRAZIL



- Administration of over 2,140 km of toll roads in eight Brazilian states;
- Portonave is the the port terminal with productivity record in South America;
- Three hydro-electric plants with physical guarantee of 1,322 Gwh p.a.;
- Viracopos Airport located 90 km from São Paulo.

### **ABOUT TRIUNFO**

Triunfo Participações e Investimentos S.A. (TPIS3) is one of Brazil's leading infrastructure companies with a strong presence in concessions in the toll road, port and airport administration, and energy generation sectors. Listed since 2007 on the Novo Mercado, the segment of the BM&FBovespa with the highest corporate governance standards, Triunfo maintains a growth strategy based on diversifying its portfolio through carefully structured projects focused on creating value for its shareholders.