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# Company Data / Capital Breakdown

| Number of Shares (thousand) | Current Quarter<br>6/30/2017 |  |
|-----------------------------|------------------------------|--|
| Issued Capital              |                              |  |
| Common                      | 158,488                      |  |
| Preferred                   | 0                            |  |
| Total                       | 158,488                      |  |
| Treasury stock              |                              |  |
| Common                      | 0                            |  |
| Preferred                   | 0                            |  |
| Total                       | 0                            |  |

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## Individual Financial Statements - Statement of Financial Position - Assets - (reais thousand)

| Account<br>Code | Account Description                        | Current Quarter<br>6/30/2017 | Previous Year<br>12/31/2016 |
|-----------------|--|------------------------------|-----------------------------|
| 1               | Total Assets                               | 1,310,644                    | 1,300,544                   |
| 1.01            | Current Assets                             | 528,390                      | 529,775                     |
| 1.01.01         | Cash and Cash Equivalents                  | 84,438                       | 100.085                     |
| 1.01.03         | Accounts Receivable                        | 213,111                      | 202,658                     |
| 1.01.03.01      | Trade receivables                          | 213,111                      | 202,658                     |
| 1.01.04         | Inventories                                | 181,751                      | 185,605                     |
| 1.01.06         | Recoverable Taxes                          | 22,601                       | 16,943                      |
| 1.01.06.01      | Current Taxes Recoverable                  | 22,601                       | 16,943                      |
| 1.01.06.01.01   | Income taxes and contributions recoverable | 4,123                        | 4,330                       |
| 1.01.06.01.02   | Other Current Taxes Recoverable            | 18,478                       | 12,613                      |
| 1.01.08         | Other Current Assets                       | 26,489                       | 24,484                      |
| 1.01.08.03      | Other                                      | 26,489                       | 24,484                      |
| 1.01.08.03.01   | Dividends Receivable                       | 12,343                       | 15,893                      |
| 1.01.08.03.03   | Advances to Suppliers                      | 4,033                        | 3,025                       |
| 1.01.08.03.04   | Other                                      | 10,113                       | 5,566                       |
| 1.02            | Noncurrent Assets                          | 782,254                      | 770,769                     |
| 1.02.01         | Long-Term Assets                           | 330,373                      | 330,824                     |
| 1.02.01.08      | Related-party Credits                      | 163,080                      | 158,473                     |
| 1.02.01.08.02   | Credit with Subsidiaries                   | 70,631                       | 69,050                      |
| 1.02.01.08.04   | Other Related-party Credits                | 92,449                       | 89,423                      |
| 1.02.01.09      | Other Noncurrent Assets                    | 167,293                      | 172,351                     |
| 1.02.01.09.03   | Judicial Deposits                          | 87,312                       | 81,693                      |
| 1.02.01.09.04   | Receivables - Eletrobrás                   | 32,208                       | 32,208                      |
| 1.02.01.09.05   | Recoverable Taxes                          | 5,732                        | 6,124                       |
| 1.02.01.09.06   | Tax Asset                                  | 28,337                       | 26,735                      |
| 1.02.01.09.07   | Actuarial Asset                            | 4,369                        | 4,369                       |
| 1.02.01.09.08   | Short-term investments                     | 6,736                        | 6,451                       |
| 1.02.01.09.09   | Advance for future capital increase        | 0                            | 13,976                      |
| 1.02.01.09.10   | Other                                      | 2,599                        | 795                         |
| 1.02.02         | Investment                                 | 22,506                       | 1,696                       |
| 1.02.02.01      | Equity Interests                           | 22,506                       | 1,696                       |
| 1.02.02.01.02   | Interests in Subsidiaries                  | 22,229                       | 1,454                       |
| 1.02.02.01.04   | Other Equity Interests                     | 277                          | 242                         |
| 1.02.03         | Property, plant and equipment              | 418,262                      | 425,256                     |
| 1.02.04         | Intangible assets                          | 11,113                       | 12,993                      |

| Account<br>Code | Account Description                           | Current Quarter<br>6/30/2017 | Previous Year<br>12/31/2016 |
|-----------------|---|------------------------------|-----------------------------|
| 2               | Total Liabilities                             | 1,310,644                    | 1,300,544                   |
| 2.01            | Current Liabilities                           | 431,589                      | 395,330                     |
| 2.01.01         | Social and labor obligations                  | 33,639                       | 24,382                      |
| 2.01.02         | Trade payables                                | 105,832                      | 98,557                      |
| 2.01.03         | Tax Obligations                               | 24,664                       | 23,927                      |
| 2.01.03.01      | Federal Tax Liabilities                       | 24,664                       | 23,927                      |
| 2.01.03.01.02   | Financing of Taxes                            | 10,129                       | 9,788                       |
| 2.01.03.01.03   | Taxes, Duties and Contributions               | 14,535                       | 14,139                      |
| 2.01.04         | Loans and Financing                           | 207,285                      | 197,004                     |
| 2.01.04.01      | Loans and Financing                           | 158,695                      | 171,249                     |
| 2.01.04.02      | Debentures                                    | 48,590                       | 25,755                      |
| 2.01.05         | Other liabilities                             | 54,333                       | 51,460                      |
| 2.01.05.02      | Other   | 54,333                       | 51,460                      |
| 2.01.05.02.04   | Loans Assignment Suppliers                    | 22,409                       | 21,522                      |
| 2.01.05.02.05   | Customer Advances                             | 15,912                       | 12,699                      |
| 2.01.05.02.06   | Dividends Payable                             | 354                          | 879                         |
| 2.01.05.02.08   | Other   | 15,658                       | 16,360                      |
| 2.01.06         | Provisions                                    | 5,836                        | 0                           |
| 2.01.06.02      | Other Provisions                              | 5,836                        | 0                           |
| 2.01.06.02.06   | Provision for profit-sharing                  | 5,836                        | 0                           |
| 2.02            | Noncurrent Liabilities                        | 599,881                      | 666,766                     |
| 2.02.01         | Loans and Financing                           | 339,827                      | 388,468                     |
| 2.02.01.01      | Loans and Financing                           | 188,815                      | 214,424                     |
| 2.02.01.02      | Debentures                                    | 151,012                      | 174,044                     |
| 2.02.02         | Other liabilities                             | 139,455                      | 137,864                     |
| 2.02.02.02      | Other   | 139,455                      | 137,864                     |
| 2.02.02.02.03   | Trade payables                                | 73,465                       | 68,990                      |
| 2.02.02.02.06   | Financing of Taxes                            | 65,990                       | 68,874                      |
| 2.02.03         | Deferred Taxes                                | 18,564                       | 7,603                       |
| 2.02.03.01      | Deferred Income and Social Contribution Taxes | 18,564                       | 7,603                       |
| 2.02.04         | Provisions                                    | 102,035                      | 132,831                     |
| 2.02.04.02      | Other Provisions                              | 102,035                      | 132,831                     |
| 2.02.04.02.04   | Provision for devaluation of investments      | 67,682                       | 74,515                      |
| 2.02.04.02.05   | Provisions for Contingencies                  | 27,040                       | 51,004                      |
| 2.02.04.02.06   | Provision for Long-term Incentive             | 7,313                        | 7,312                       |
| 2.03            | Shareholders' Equity                          | 279,174                      | 238,448                     |
| 2.03.01         | Realized Capital                              | 130,000                      | 119,565                     |
| 2.03.04         | Profit Reserves                               | 110,619                      | 121,129                     |
| 2.03.04.01      | Statutory Reserve                             | 15,219                       | 15,219                      |
| 2.03.04.05      | Profit Retention Reserve                      | 95,400                       | 103,197                     |
| 2.03.04.10      | Unallocated Profit Reserve                    | 0                            | 2,713                       |
| 2.03.05         | Retained Earnings/Accumulated Losses          | 42,400                       | 0                           |
| 2.03.08         | Other Comprehensive Income                    | -3,845                       | -2,246                      |

## a) Individual Financial Statements / Income Statement - (reais thousand)

| Account<br>Code | Account Description                            | Current Quarter<br>4/1/2017 to 6/30/2017 | Accrued Value of the<br>Current Year<br>1/1/2017 to 6/30/2017 | Same Quarter of<br>the Prior Year<br>4/1/2016 to 6/30/2016 | Accrued Value of the<br>Prior Year<br>1/1/2016 to 6/30/2016 |
|-----------------|--|--|---|--|---|
| 3.01            | Revenue from goods sold and services rendered  | 235,871                                  | 449,084   | 233,480  | 454,566   |
| 3.02            | Cost of goods and/or services sold             | -149,025                                 | -287,971  | -168,334   | -320,088  |
| 3.03            | Gross Profit                                   | 86,846                                   | 161,113   | 65,146   | 134,478   |
| 3.04            | Operating Income/Expenses                      | -48,930                                  | -82,954   | -48,679  | -108,436  |
| 3.04.01         | Sales Expenses                                 | -52,086                                  | -99,161   | -48,235  | -97,111   |
| 3.04.02         | General and Administrative Expenses            | -8,729                                   | -16,839   | -9,540   | -18,051   |
| 3.04.04         | Other Operating Income                         | 8,890                                    | 29,409  | 1,830  | 2,103   |
| 3.04.05         | Other Operating Expenses                       | -6,608                                   | -14,993   | 210  | -6,810  |
| 3.04.06         | Equity in Net Income of Subsidiaries           | 9,603                                    | 18,630  | 7,056  | 11,433  |
| 3.05            | Earnings before financial income/loss and tax  | 37,916                                   | 78,159  | 16,467   | 26,042  |
| 3.06            | Financial Income/Loss                          | -10,193                                  | -25,466   | -18,529  | -37,548   |
| 3.06.01         | Financial Revenue                              | 9,412                                    | 17,911  | 9,622  | 21,334  |
| 3.06.01.01      | Financial Revenue                              | 7,853                                    | 16,874  | 7,904  | 16,167  |
| 3.06.01.02      | Net Exchange Variance                          | 1,559                                    | 1,037   | 1,718  | 5,167   |
| 3.06.02         | Financial Expenses                             | -19,605                                  | -43,377   | -28,151  | -58,882   |
| 3.06.02.01      | Financial Expenses                             | -19,605                                  | -43,377   | -28,151  | -58,882   |
| 3.07            | Earnings before tax on net income              | 27,723                                   | 52,693  | -2,062   | -11,506   |
| 3.08            | Income and social contribution taxes on profit | -5,855                                   | -10,961   | 6,096  | 9,316   |
| 3.08.01         | Current  | 0  | 0   | 0  | -1,150  |
| 3.08.02         | Deferred charges                               | -5,855                                   | -10,961   | 6,096  | 10,466  |
| 3.09            | Net Income from Continued Operations           | 21,868                                   | 41,732  | 4,034  | -2,190  |
| 3.11            | Net Income/Loss for the Period                 | 21,868                                   | 41,732  | 4,034  | -2,190  |
| 3.99            | Earnings per share - (Reais / Share)           |  |   |  |   |
| 3.99.01         | Basic Earnings per Share                       |  |   |  |   |
| 3.99.01.01      | Common   | 0.13798                                  | 0.26331   | 0.02545  | -0.01382  |
| 3.99.02         | Diluted Earnings per Share                     |  |   |  |   |
| 3.99.02.01      | Common   | 0.13798                                  | 0.26331   | 0.02545  | -0.01382  |

## **Individual Financial Statements - Comprehensive Income Statement - (Reais thousand)**

| Account<br>Code | Account Description                      | Current Quarter<br>4/1/2017 to 6/30/2017 | Accrued Value of the<br>Current Year<br>1/1/2017 to 6/30/2017 | Same Quarter of<br>the Prior Year<br>4/1/2016 to 6/30/2016 | Accrued Value of the<br>Prior Year<br>1/1/2016 to 6/30/2016 |
|-----------------|--|--|---|--|---|
| 4.01            | Net Income for the Period                | 21,868                                   | 41,732  | 4,034  | -2,190  |
| 4.02            | Other Comprehensive Income               | -2,860                                   | -1,006  | 7,135  | 14,198  |
| 4.02.01         | Exchange variance of Overseas Subsidiary | -2,860                                   | -1,006  | 7,135  | 14,198  |
| 4.03            | Comprehensive Income for the Period      | 19,008                                   | 40,726  | 11,169   | 12,008  |

# b) Individual Statements - Statement of Cash Flows - Indirect Method (reais thousand)

| Account<br>Code | Account Description   | Accrued in Current<br>Period<br>1/1/2017 to 6/30/2017 | Accrued from Previous<br>Year<br>1/1/2016 to 6/30/2016 |
|-----------------|---|---|--|
| 6.01            | Net Cash from Operating Activities                            | 32,819  | 14,887   |
| 6.01.01         | Cash Provided by Operating Activities                         | 58,491  | 14,626   |
| 6.01.01.01      | Profit/Loss for the year before tax                           | 52,693  | -11,506  |
| 6.01.01.02      | Depreciation and Amortization                                 | 18,185  | 17,951   |
| 6.01.01.03      | Equity in net income of subsidiaries and associated companies | -18,630   | -11,433  |
| 6.01.01.04      | Unrealized exchange variance                                  | -613  | -9,826   |
| 6.01.01.05      | Provision for Inventory at Market Value                       | -616  | 1,136  |
| 6.01.01.06      | Allowance for Doubtful Accounts                               | 674   | 1,471  |
| 6.01.01.07      | Provision for Contingencies                                   | -22,115   | 9,496  |
| 6.01.01.08      | Provision for labor obligations                               | -8,488  | -8,744   |
| 6.01.01.09      | Provision for profit-sharing                                  | 5,837   | -2,679   |
| 6.01.01.10      | Other Provisions  | 2,345   | -1,923   |
| 6.01.01.11      | Restatement of Tax Assets                                     | -1,602  | -2,296   |
| 6.01.01.12      | Restatement of Credits with other related parties             | -3,026  | -3,335   |
| 6.01.01.13      | Financial charges with financed taxes                         | 2,598   | 3,240  |
| 6.01.01.14      | Interest on loans provisioned for                             | 28,164  | 31,706   |
| 6.01.01.17      | Other   | 3,085   | 1,368  |
| 6.01.02         | Changes in Assets and Liabilities                             | 2,760   | 30,307   |
| 6.01.02.01      | (Increase)/Decrease in Accounts Receivable                    | -11,127   | -27,607  |
| 6.01.02.02      | Increase/(Decrease) in Customer Advances                      | 3,213   | 10   |
| 6.01.02.04      | (Increase)/decrease in inventory                              | 4,470   | -3,367   |
| 6.01.02.05      | (Increase)/decrease in judicial deposits                      | -5,619  | -12,970  |
| 6.01.02.07      | (Increase)/ Decrease in Recoverable Taxes                     | -5,473  | 4,369  |
| 6.01.02.08      | (Increase)/Decrease in restricted short-term investments      | -285  | 14,909   |
| 6.01.02.09      | (Increase)/(Decrease) in other assets                         | -6,351  | 2,690  |
| 6.01.02.10      | Increase/(decrease) in accounts payable                       | 12,637  | 22,547   |
| 6.01.02.11      | (Increase)/decrease in advance to suppliers                   | -1,008  | 379  |
| 6.01.02.12      | (Increase)/Decrease in Provisions for Contingencies           | -1,849  | -1,478   |
| 6.01.02.13      | Increase (decrease) in financing                              | -5,141  | -4,718   |
| 6.01.02.14      | Increase/(decrease) in tax and labor obligations              | 22,340  | 27,616   |
| 6.01.02.16      | Increase/(decrease) in other accounts payable                 | -3,047  | 7,927  |
| 6.01.03         | Other   | -28,432   | -30,046  |
| 6.01.03.01      | Interest Paid   | -28,432   | -30,046  |
| 6.02            | Net Cash from Investment Activities                           | -6,372  | 3,167  |
| 6.02.01         | Acquisition of property, plant and equipment                  | -8,541  | -14,467  |
| 6.02.02         | Acquisition of intangible assets                              | -770  | -546   |
| 6.02.03         | Dividends Received  | 3,550   | 3,600  |
| 6.02.04         | (Concession)/Receipt of Credits with Related Parties          | -576  | 1,535  |
| 6.02.05         | Receipt on sale of permanent assets                           | -35   | 0  |
| 6.02.07         | Advance for Future Capital Increase                           | 0   | 13,045   |
| 6.03            | Net Cash from Financing Activities                            | -42,094   | -17,600  |
| 6.03.01         | Obtainment of loans and financings                            | 33,415  | 102,906  |
| 6.03.02         | Payment of loans and financings                               | -74,984   | -120,506   |
| 6.03.04         | Dividends paid  | -525  | 0  |

## **Individual Financial Statements / Statement of Cash Flows – Indirect Method**

## (Thousands of Reais)

| Account<br>Code | Account Description                              | Accrued in Current<br>Period<br>1/1/2017 to 6/30/2017 | Accrued from Previous<br>Year<br>1/1/2016 to 6/30/2016 |
|-----------------|--|---|--|
| 6.5             | Increase (Decrease) in Cash and Cash Equivalents | -15,647   | 454  |
| 6.5.1           | Opening Balance of Cash and Cash Equivalents     | 100,085   | 81,761   |
| 6.5.2           | Closing Balance of Cash and Cash Equivalents     | 84,438  | 82,215   |

## c) Individual Financial Statements - Statements of Changes in Shareholders' Equity - 1/1/2017 to 6/30/2017 (Reais thousand)

| Account<br>Code | Account Description                      | Paid-in<br>share capital | Capital Reserves,<br>Options Awarded and<br>Treasury Stock | Profit Reserves | Retained Earnings or<br>Accumulated Losses | Other Comprehensive Income | Shareholders' Equity |
|-----------------|--|--------------------------|--|-----------------|--|----------------------------|----------------------|
| 5.01            | Opening Balances                         | 119,565                  | 0  | 121,129         | 0  | -2,246                     | 238,448              |
| 5.03            | Adjusted Opening Balances                | 119,565                  | 0  | 121,129         | 0  | -2,246                     | 238,448              |
| 5.04            | Capital Transactions with Partners       | 0                        | 0  | -75             | 75   | 0                          | 0                    |
| 5.04.07         | Interest on Shareholders' Equity         | 0                        | 0  | -75             | 75   | 0                          | 0                    |
| 5.05            | Total Comprehensive Income               | 0                        | 0  | 0               | 42,325                                     | -1,599                     | 40,726               |
| 5.05.01         | Net income for the period                | 0                        | 0  | 0               | 41,732                                     | 0                          | 41,732               |
| 5.05.02         | Other Comprehensive Income               | 0                        | 0  | 0               | 593  | -1,599                     | -1,006               |
| 5.05.02.06      | Realization of the Revaluation Reserve   | 0                        | 0  | 0               | 593  | -593                       | 0                    |
| 5.05.02.07      | Exchange variance of Overseas Subsidiary | 0                        | 0  | 0               | 0  | -1,006                     | -1,006               |
| 5.06            | Internal Changes in Shareholders' Equity | 10,435                   | 0  | -10,435         | 0  | 0                          | 0                    |
| 5.06.04         | Capital increase                         | 10,435                   | 0  | -10,435         | 0  | 0                          | 0                    |
| 5.07            | Closing Balances                         | 130,000                  | 0  | 110,619         | 42,400                                     | -3,845                     | 279,174              |

## Individual Financial Statements - Statements of Changes in Shareholders' Equity - 1/1/2016 to 6/30/2016 (Reais thousand)

| Account<br>Code | Account Description                      | Paid-in<br>share capital | Capital Reserves,<br>Options Awarded and<br>Treasury Stock | Profit Reserves | Retained Earnings or<br>Accumulated Losses | Other Comprehensive Income | Shareholders' Equity |
|-----------------|--|--------------------------|--|-----------------|--|----------------------------|----------------------|
| 5.01            | Opening Balances                         | 99,565                   | 0  | 139,193         | 0  | -6,912                     | 231,846              |
| 5.03            | Adjusted Opening Balances                | 99,565                   | 0  | 139,193         | 0  | -6,912                     | 231,846              |
| 5.05            | Total Comprehensive Income               | 0                        | 0  | 0               | -1,590                                     | 13,598                     | 12,008               |
| 5.05.01         | Net income for the period                | 0                        | 0  | 0               | -2,190                                     | 0                          | -2,190               |
| 5.05.02         | Other Comprehensive Income               | 0                        | 0  | 0               | 600  | 13,598                     | 14,198               |
| 5.05.02.06      | Realization of the Revaluation Reserve   | 0                        | 0  | 0               | 600  | -600                       | 0                    |
| 5.05.02.07      | Exchange variance of Overseas Subsidiary | 0                        | 0  | 0               | 0  | 14,198                     | 14,198               |
| 5.06            | Internal Changes in Shareholders' Equity | 20,000                   | 0  | -20,883         | 0  | 0                          | -883                 |
| 5.06.04         | Capital Increase                         | 20,000                   | 0  | -20,000         | 0  | 0                          | 0                    |
| 5.06.05         | Interest on Shareholders' Equity         | 0                        | 0  | -883            | 0  | 0                          | -883                 |
| 5.07            | Closing Balances                         | 119,565                  | 0  | 118,310         | -1,590                                     | 6,686                      | 242,971              |

# d) Individual Financial Statements - Statements of Added Value - (Reais Thousand)

| Account<br>Code | Account Description                                     | Accrued in Current Period | Accrued from Previous<br>Year |
|-----------------|---|---------------------------|-------------------------------|
|                 |   | 1/1/2017 to 6/30/2017     | 1/1/2016 to 6/30/2016         |
| 7.01            | Revenue   | 557,510                   | 571,183                       |
| 7.01.01         | Sales of Goods, Products and Services                   | 555,364                   | 567,307                       |
| 7.01.02         | Other Revenue   | 901                       | 2,677                         |
| 7.01.03         | Revenue relating to construction of company assets      | 1,919                     | 2,670                         |
| 7.01.04         | Allowance/(Reversal of allowance) for doubtful accounts | -674                      | -1,471                        |
| 7.02            | Consumables acquired from third parties                 | -246,716                  | -303,840                      |
| 7.02.01         | Cost of goods and services sold                         | -193,193                  | -224,087                      |
| 7.02.02         | Material, Energy, Outsourced Services and Other         | -53,337                   | -81,265                       |
| 7.02.03         | Loss/Recovery of Assets                                 | -186                      | 1,512                         |
| 7.03            | Gross Added Value                                       | 310,794                   | 267,343                       |
| 7.04            | Withholding   | -18,185                   | -17,951                       |
| 7.04.01         | Depreciation, Amortization and Depletion                | -18,185                   | -17,951                       |
| 7.05            | Net Added Value Produced                                | 292,609                   | 249,392                       |
| 7.06            | Transferred Added Value                                 | 44,780                    | 63,879                        |
| 7.06.01         | Equity in Net Income of Subsidiaries                    | 18,630                    | 11,433                        |
| 7.06.02         | Financial Revenue                                       | 26,150                    | 52,446                        |
| 7.07            | Total Added Value to be Distributed                     | 337,389                   | 313,271                       |
| 7.08            | Distribution of Added Value                             | 337,389                   | 313,271                       |
| 7.08.01         | Personnel   | 101,237                   | 96,467                        |
| 7.08.01.01      | Direct Remuneration                                     | 85,782                    | 81,611                        |
| 7.08.01.02      | Benefits  | 10,039                    | 9,251                         |
| 7.08.01.03      | F.G.T.S.  | 5,416                     | 5,605                         |
| 7.08.02         | Taxes, Duties and Contributions                         | 137,230                   | 123,867                       |
| 7.08.02.01      | Federal   | 65,379                    | 51,741                        |
| 7.08.02.02      | State   | 71,299                    | 71,693                        |
| 7.08.02.03      | Municipal   | 552                       | 433                           |
| 7.08.03         | Interest Expenses                                       | 57,190                    | 95,127                        |
| 7.08.03.01      | Interest  | 51,616                    | 89,994                        |
| 7.08.03.02      | Rent  | 5,574                     | 5,133                         |
| 7.08.04         | Interest earnings                                       | 41,732                    | -2,190                        |
| 7.08.04.03      | Retained Earnings/Loss for the Period                   | 41,732                    | -2,190                        |

## **Consolidated Financial Statements / Statement of Financial Position - Assets - (reais thousand)**

| Account<br>Code | Account Description                           | Current Quarter<br>6/30/2017 | Previous Year<br>12/31/2016 |
|-----------------|---|------------------------------|-----------------------------|
| 1               | Total Assets                                  | 1,253,835                    | 1,237,360                   |
| 1.01            | Current Assets                                | 547,021                      | 535,369                     |
| 1.01.01         | Cash and Cash Equivalents                     | 98,389                       | 105,745                     |
| 1.01.03         | Accounts Receivable                           | 227,126                      | 215,379                     |
| 1.01.03.01      | Trade receivables                             | 227,126                      | 215,379                     |
| 1.01.04         | Inventories                                   | 181,939                      | 185,880                     |
| 1.01.06         | Recoverable Taxes                             | 24,379                       | 19,079                      |
| 1.01.06.01      | Current Taxes Recoverable                     | 24,379                       | 19,079                      |
| 1.01.06.01.01   | Income taxes and contributions recoverable    | 4,201                        | 5,017                       |
| 1.01.06.01.02   | Other Current Taxes Recoverable               | 20,178                       | 14,062                      |
| 1.01.08         | Other Current Assets                          | 15,188                       | 9,286                       |
| 1.01.08.03      | Other   | 15,188                       | 9,286                       |
| 1.01.08.03.03   | Advances to Suppliers                         | 2,318                        | 2,637                       |
| 1.01.08.03.04   | Other   | 12,870                       | 6,649                       |
| 1.02            | Noncurrent Assets                             | 706,814                      | 701,991                     |
| 1.02.01         | Long-Term Assets                              | 260,294                      | 247,847                     |
| 1.02.01.08      | Related-party Credits                         | 92,449                       | 89,423                      |
| 1.02.01.08.04   | Other Related-party Credits                   | 92,449                       | 89,423                      |
| 1.02.01.09      | Other Noncurrent Assets                       | 167,845                      | 158,424                     |
| 1.02.01.09.03   | Judicial Deposits                             | 87,342                       | 81,742                      |
| 1.02.01.09.04   | Receivables - Eletrobrás                      | 32,208                       | 32,208                      |
| 1.02.01.09.05   | Recoverable Taxes                             | 5,732                        | 6,124                       |
| 1.02.01.09.06   | Tax Asset                                     | 28,337                       | 26,735                      |
| 1.02.01.09.07   | Actuarial Asset                               | 4,369                        | 4,369                       |
| 1.02.01.09.08   | Short-term Investments                        | 6,736                        | 6,451                       |
| 1.02.01.09.09   | Deferred Income and Social Contribution Taxes | 522                          | 0                           |
| 1.02.01.09.10   | Other   | 2,599                        | 795                         |
| 1.02.02         | Investment                                    | 277                          | 243                         |
| 1.02.02.01      | Equity Interests                              | 277                          | 243                         |
| 1.02.02.01.04   | Other Equity Interests                        | 277                          | 243                         |
| 1.02.03         | Property, plant and equipment                 | 426,560                      | 433,348                     |
| 1.02.04         | Intangible assets                             | 19,683                       | 20,553                      |

# Consolidated Statements / Statement of Financial Position - Liabilities - (reais thousand)

| Account<br>Code | Account Description                           | Current Quarter 6/30/2017 | Previous Year<br>12/31/2016 |
|-----------------|---|---------------------------|-----------------------------|
| 2               | Total Liabilities                             | 1,253,835                 | 1,237,360                   |
| 2.01            | Current Liabilities                           | 440,826                   | 409,155                     |
| 2.01.01         | Social and labor obligations                  | 37,441                    | 27,155                      |
| 2.01.02         | Trade payables                                | 108,196                   | 102,929                     |
| 2.01.03         | Tax Obligations                               | 27,418                    | 25,188                      |
| 2.01.03.01      | Federal Tax Liabilities                       | 27,418                    | 25,188                      |
| 2.01.03.01.01   | Income taxes and contributions payable        | 2,105                     | 311                         |
| 2.01.03.01.02   | Financing of Taxes                            | 10,199                    | 9,857                       |
| 2.01.03.01.03   | Taxes, Duties and Contributions               | 15,114                    | 15,020                      |
| 2.01.04         | Loans and Financing                           | 207,285                   | 197,004                     |
| 2.01.04.01      | Loans and Financing                           | 158,695                   | 171,249                     |
| 2.01.04.02      | Debentures                                    | 48,590                    | 25,755                      |
| 2.01.05         | Other liabilities                             | 54,650                    | 56,879                      |
| 2.01.05.02      | Other   | 54,650                    | 56,879                      |
| 2.01.05.02.04   | Loans Assignment Suppliers                    | 22,409                    | 21,522                      |
|                 | Customer Advances                             | 16,123                    | 17,977                      |
|                 | Dividends Payable                             | 370                       | 915                         |
| 2.01.05.02.08   | •   | 15,748                    | 16,465                      |
| 2.01.06         | Provisions                                    | 5,836                     | 0                           |
| 2.01.06.02      | Other Provisions                              | 5,836                     | 0                           |
|                 | Provisions for profit-sharing                 | 5,836                     | 0                           |
| 2.02            | Noncurrent Liabilities                        | 533,808                   | 589,746                     |
| 2.02.01         | Loans and Financing                           | 340,961                   | 389,657                     |
| 2.02.01.01      | Loans and Financing                           | 189,949                   | 215,613                     |
| 2.02.01.02      | Debentures                                    | 151,012                   | 174,044                     |
| 2.02.01.02      | Other liabilities                             | 139,903                   | 138,332                     |
| 2.02.02         | Other   | 139,903                   | 138,332                     |
|                 | Trade payables                                | •                         |                             |
|                 | Financing of Taxes                            | 73,465                    | 68,990                      |
|                 | •   | 66,438                    | 69,342                      |
| 2.02.03         | Deferred Taxes                                | 18,564                    | 3,250                       |
| 2.02.03.01      | Deferred Income and Social Contribution Taxes | 18,564                    | 3,250                       |
| 2.02.04         | Provisions                                    | 34,380                    | 58,507                      |
| 2.02.04.02      | Other Provisions                              | 34,380                    | 58,507                      |
|                 | Provision for Contingencies                   | 27,067                    | 51,195                      |
|                 | Provision for Long-term Incentive             | 7,313                     | 7,312                       |
| 2.03            | Consolidated Shareholders' Equity             | 279,201                   | 238,459                     |
| 2.03.01         | Realized Capital                              | 130,000                   | 119,565                     |
| 2.03.04         | Profit Reserves                               | 110,619                   | 121,129                     |
| 2.03.04.01      | Statutory Reserve                             | 15,219                    | 15,219                      |
| 2.03.04.05      | Profit Retention Reserve                      | 95,400                    | 103,197                     |
| 2.03.04.10      | Unallocated Profit Reserve                    | 0                         | 2,713                       |
| 2.03.05         | Retained Earnings/Accumulated Losses          | 42,400                    | 0                           |
| 2.03.08         | Other Comprehensive Income                    | -3,845                    | -2,246                      |
| 2.03.09         | Minority Interests                            | 27                        | 11                          |
|                 |   |                           |                             |

## e) Consolidated Statements / Income Statement - (reais thousand)

| Account<br>Code | Account Description                            | Current Quarter 4/1/2017 to 6/30/2017 | Accrued Value of the<br>Current Year<br>1/1/2017 to 6/30/2017 | Same Quarter of<br>the Prior Year<br>4/1/2016 to 6/30/2016 | Accrued Value of the Prior Year 1/1/2016 to 6/30/2016 |
|-----------------|--|---------------------------------------|---|--|---|
| 3.01            | Revenue from goods sold and services rendered  | 258,528                               | 494,162   | 256,575  | 497,936   |
| 3.02            | Cost of goods and/or services sold             | -149,831                              | -289,588  | -169,517   | -321,306  |
| 3.03            | Gross Profit                                   | 108,697                               | 204,574   | 87,058   | 176,630   |
| 3.04            | Operating Income/Expenses                      | -68,436                               | -121,436  | -66,352  | -143,263  |
| 3.04.01         | Sales Expenses                                 | -62,407                               | -119,093  | -59,609  | -120,755  |
| 3.04.02         | General and Administrative Expenses            | -8,844                                | -17,119   | -9,705   | -18,616   |
| 3.04.04         | Other Operating Income                         | 9,360                                 | 29,907  | 2,956  | 3,229   |
| 3.04.05         | Other Operating Expenses                       | -6,545                                | -15,131   | 6  | -7,121  |
| 3.05            | Earnings before financial income/loss and tax  | 40,261                                | 83,138  | 20,706   | 33,367  |
| 3.06            | Financial Income/Loss                          | -10,095                               | -25,540   | -18,873  | -38,493   |
| 3.06.01         | Financial Revenue                              | 9,669                                 | 18,315  | 9,952  | 21,489  |
| 3.06.01.01      | Financial Revenue                              | 8,105                                 | 17,267  | 8,160  | 16,618  |
| 3.06.01.02      | Net Exchange Variance                          | 1,564                                 | 1,048   | 1,792  | 4,871   |
| 3.06.02         | Financial Expenses                             | -19,764                               | -43,855   | -28,825  | -59,982   |
| 3.06.02.01      | Financial Expenses                             | -19,764                               | -43,855   | -28,825  | -59,982   |
| 3.07            | Earnings before tax on net income              | 30,166                                | 57,598  | 1,833  | -5,126  |
| 3.08            | Income and social contribution taxes on profit | -8,290                                | -15,850   | 2,207  | 2,946   |
| 3.08.01         | Current  | -2,435                                | -4,889  | -3,889   | -7,520  |
| 3.08.02         | Deferred charges                               | -5,855                                | -10,961   | 6,096  | 10,466  |
| 3.09            | Net Income from Continued Operations           | 21,876                                | 41,748  | 4,040  | -2,180  |
| 3.11            | Consolidated Net Income/Loss for the Period    | 21,876                                | 41,748  | 4,040  | -2,180  |
| 3.11.01         | Attributed to Partners of the Parent Company   | 21,868                                | 41,732  | 4,034  | -2,190  |
| 3.11.02         | Attributed to Minority Partners                | 8                                     | 16  | 6  | 10  |
| 3.99            | Earnings per share - (Reais / Share)           |                                       |   |  |   |
| 3.99.01         | Basic Earnings per Share                       |                                       |   |  |   |
| 3.99.01.01      | Common   | 0.13798                               | 0.26331   | 0.02545  | -0.01382  |
| 3.99.02         | Diluted Earnings per Share                     |                                       |   |  |   |
| 3.99.02.01      | Common   | 0.13798                               | 0.26331   | 0.02545  | -0.01382  |

## $Consolidated \ Statements - Comprehensive \ Income \ Statement - (Reais \ thousand)$

| Account<br>Code | Account Description                              | Current Quarter<br>4/1/2017 to 6/30/2017 | Accrued Value of the<br>Current Year<br>1/1/2017 to 6/30/2017 | Same Quarter of<br>the Prior Year<br>4/1/2016 to 6/30/2016 | Accrued Value of the Prior Year 1/1/2016 to 6/30/2016 |
|-----------------|--|--|---|--|---|
| 4.01            | Consolidated Net Income for the Period           | 21,876                                   | 41,748  | 4,040  | -2,180  |
| 4.02            | Other Comprehensive Income                       | -2,860                                   | -1,006  | 7,135  | 14,198  |
| 4.02.01         | Exchange variance of Overseas Subsidiary         | -2,860                                   | -1,006  | 7,135  | 14,198  |
| 4.03            | Consolidated Comprehensive Income for the Period | 19,016                                   | 40,742  | 11,175   | 12,018  |
| 4.03.01         | Attributed to Partners of the Parent Company     | 19,008                                   | 40,726  | 11,169   | 12,008  |
| 4.03.02         | Attributed to Minority Partners                  | 8  | 16  | 6  | 10  |

# f) Consolidated Statements - Statement of Cash Flows - Indirect Method (reais thousand)

| Account<br>Code | Account Description                                      | Accrued in Current<br>Period<br>1/1/2017 to 6/30/2017 | Accrued from Previous<br>Year<br>1/1/2016 to 6/30/2016 |
|-----------------|--|---|--|
| 6.01            | Net Cash from Operating Activities                       | 46,810  | 38,406   |
| 6.01.01         | Cash Provided by Operating Activities                    | 82,629  | 33,017   |
| 6.01.01.01      | Profit/Loss for the year before tax                      | 57,598  | -5,126   |
| 6.01.01.02      | Depreciation and Amortization                            | 19,676  | 19,133   |
| 6.01.01.04      | Unrealized exchange variance                             | -614  | -9,856   |
| 6.01.01.05      | Provision for Inventory at Market Value                  | -616  | 1,136  |
| 6.01.01.06      | Allowance for Doubtful Accounts                          | 674   | 1,555  |
| 6.01.01.07      | Provision for Contingencies                              | -22,276   | 9,534  |
| 6.01.01.08      | Provision for labor obligations                          | -9,176  | -9,252   |
| 6.01.01.09      | Provision for profit-sharing                             | 5,837   | -2,919   |
| 6.01.01.10      | Other Provisions   | 2,345   | -1,849   |
| 6.01.01.11      | Restatement of Tax Assets                                | -1,602  | -2,296   |
| 6.01.01.12      | Restatement of Credits with other related parties        | -3,026  | -3,335   |
| 6.01.01.13      | Financial charges with financed taxes                    | 2,615   | 3,262  |
| 6.01.01.14      | Interest on loans provisioned for                        | 28,109  | 31,659   |
| 6.01.01.17      | Other  | 3,085   | 1,371  |
| 6.01.02         | Changes in Assets and Liabilities                        | -4,539  | 38,876   |
| 6.01.02.01      | (Increase)/Decrease in Accounts Receivable               | -12,421   | -10,713  |
| 6.01.02.02      | Increase/(Decrease) in Customer Advances                 | -1,854  | 4,070  |
| 6.01.02.04      | (Increase)/decrease in inventory                         | 4,557   | -3,510   |
| 6.01.02.05      | (Increase)/decrease in judicial deposits                 | -5,600  | -12,980  |
| 6.01.02.07      | (Increase)/Decrease in recoverable taxes                 | -5,724  | 4,421  |
| 6.01.02.08      | (Increase)/Decrease in restricted short-term investments | -285  | 14,909   |
| 6.01.02.09      | (Increase)/(Decrease) in other assets                    | -8,025  | 1,603  |
| 6.01.02.10      | Increase/(decrease) in accounts payable                  | 10,629  | 11,566   |
| 6.01.02.11      | (Increase)/decrease in advance to suppliers              | 319   | 659  |
| 6.01.02.12      | (Increase)/Decrease in Provisions for Contingencies      | -1,852  | -1,489   |
| 6.01.02.13      | Increase (decrease) in financing                         | -5,177  | -4,750   |
| 6.01.02.14      | Increase/(decrease) in tax and labor obligations         | 23,956  | 27,428   |
| 6.01.02.16      | Increase/(decrease) in other accounts payable            | -3,062  | 7,662  |
| 6.01.03         | Other  | -31,280   | -33,487  |
| 6.01.03.01      | Interest Paid  | -28,432   | -30,046  |
| 6.01.03.02      | Income and social contribution taxes paid                | -2,848  | -3,441   |
| 6.02            | Net Cash from Investment Activities                      | -12,052   | -17,407  |
| 6.02.01         | Acquisition of property, plant and equipment             | -10,020   | -16,116  |
| 6.02.02         | Acquisition of intangible assets                         | -1,998  | -1,291   |
| 6.02.04         | Receipt on sale of permanent assets                      | -34   | 0  |
| 6.03            | Net Cash from Financing Activities                       | -42,114   | -17,547  |
| 6.03.01         | Obtainment of loans and financings                       | 33,415  | 102,960  |
| 6.03.02         | Payment of loans and financings                          | -74,984   | -120,506   |
| 6.03.04         | Dividends paid   | -545  | -1   |
| 6.05            | Increase (Decrease) in Cash and Cash Equivalents         | -7,356  | 3,452  |
| 6.05.01         | Opening Balance of Cash and Cash Equivalents             | 105,745   | 87,664   |
| 6.05.02         | Closing Balance of Cash and Cash Equivalents             | 98,389  | 91,116   |

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## g) Consolidated Financial Statements - Statements of Changes in Shareholders' Equity - 1/1/2017 to 6/30/2017 (Reais thousand)

| Account<br>Code | Account Description                         | Paid-in<br>share capital | Capital Reserves,<br>Options Awarded and<br>Treasury Stock | Profit Reserves | Retained Earnings of<br>Accumulated Losses |        | Shareholders' Equity | Minority interes | cs Consolidated<br>Shareholders'<br>Equity |
|-----------------|---|--------------------------|--|-----------------|--|--------|----------------------|------------------|--|
| 5.01            | Opening Balances                            | 119,565                  | 0  | 121,129         | 0  | -2,246 | 238,448              | 11               | 238,459                                    |
| 5.03            | Adjusted Opening Balances                   | 119,565                  | 0  | 121,129         | 0  | -2,246 | 238,448              | 11               | 238,459                                    |
| 5.04            | Capital Transactions with Partners          | 0                        | 0  | -75             | 75   | 0      | 0                    | 0                | 0  |
| 5.04.07         | Interest on Shareholders' Equity            | 0                        | 0  | -75             | 75   | 0      | 0                    | 0                | 0  |
| 5.05            | Total Comprehensive Income                  | 0                        | 0  | 0               | 42,325                                     | -1,599 | 40,726               | 16               | 40,742                                     |
| 5.05.01         | Net income for the period                   | 0                        | 0  | 0               | 41,732                                     | 0      | 41,732               | 16               | 41,748                                     |
| 5.05.02         | Other Comprehensive Income                  | 0                        | 0  | 0               | 593  | -1,599 | -1,006               | 0                | -1,006                                     |
| 5.05.02.06      | Realization of the Revaluation Reserve      | 0                        | 0  | 0               | 593  | -593   | 0                    | 0                | 0  |
| 5.05.02.07      | Exchange Variance of Overseas<br>Subsidiary | 0                        | 0  | 0               | 0  | -1,006 | -1,006               | 0                | -1,006                                     |
| 5.06            | Internal Changes in Shareholders' Equity    | 10,435                   | 0  | -10,435         | 0  | 0      | 0                    | 0                | 0  |
| 5.06.04         | Capital Increase                            | 10,435                   | 0  | -10,435         | 0  | 0      | 0                    | 0                | 0  |
| 5.07            | Closing Balances                            | 130,000                  | 0  | 110,619         | 42,400                                     | -3,845 | 279,174              | 27               | 279,201                                    |

## Consolidated Financial Statements - Statements of Changes in Shareholders' Equity - 1/1/2016 to 6/30/2016 (Reais thousand)

| Account<br>Code | Account Description                         | Paid-in<br>share capital | Capital Reserves,<br>Options Awarded and<br>Treasury Stock | Profit Reserves | Retained Earnings or<br>Accumulated Losses | Other Comprehensive Income | Shareholders' Equity | Minority interests | Consolidated<br>Shareholders'<br>Equity |
|-----------------|---|--------------------------|--|-----------------|--|----------------------------|----------------------|--------------------|---|
| 5.01            | Opening Balances                            | 99,565                   | 0  | 139,193         | 0  | -6,912                     | 231,846              | 10                 | 231,856                                 |
| 5.03            | Adjusted Opening Balances                   | 99,565                   | 0  | 139,193         | 0  | -6,912                     | 231,846              | 10                 | 231,856                                 |
| 5.05            | Total Comprehensive Income                  | 0                        | 0  | 0               | -1,590                                     | 13,598                     | 12,008               | 10                 | 12,018                                  |
| 5.05.01         | Net income for the period                   | 0                        | 0  | 0               | -2,190                                     | 0                          | -2,190               | 10                 | -2,180                                  |
| 5.05.02         | Other Comprehensive Income                  | 0                        | 0  | 0               | 600  | 13,598                     | 14,198               | 0                  | 14,198                                  |
| 5.05.02.06      | Realization of the Revaluation Reserve      | 0                        | 0  | 0               | 600  | -600                       | 0                    | 0                  | 0                                       |
| 5.05.02.07      | Exchange variance of Overseas<br>Subsidiary | 0                        | 0  | 0               | 0  | 14,198                     | 14,198               | 0                  | 14,198                                  |
| 5.06            | Internal Changes in Shareholders' Equity    | 20,000                   | 0  | -20,883         | 0  | 0                          | -883                 | 0                  | -883                                    |
| 5.06.04         | Capital increase                            | 20,000                   | 0  | -20,000         | 0  | 0                          | 0                    | 0                  | 0                                       |
| 5.06.05         | Interest on Shareholders' Equity            | 0                        | 0  | -883            | 0  | 0                          | -883                 | 0                  | -883                                    |
| 5.07            | Closing Balances                            | 119,565                  | 0  | 118,310         | -1,590                                     | 6,686                      | 242,971              | 20                 | 242,991                                 |

# h) Consolidated Financial Statements - Statements of Added Value - (Reais Thousand)

| Account<br>Code | Account Description                                     | Accrued in Current Period | Accrued from Previous<br>Year |
|-----------------|---|---------------------------|-------------------------------|
|                 |   | 1/1/2017 to 6/30/2017     | 1/1/2016 to 6/30/2016         |
| 7.01            | Revenue   | 607,149                   | 621,271                       |
| 7.01.01         | Sales of Goods, Products and Services                   | 608,864                   | 619,931                       |
| 7.01.02         | Other Revenue   | -2,960                    | 225                           |
| 7.01.03         | Revenue relating to construction of company assets      | 1,919                     | 2,670                         |
| 7.01.04         | Allowance/(Reversal of allowance) for doubtful accounts | -674                      | -1,555                        |
| 7.02            | Consumables acquired from third parties                 | -253,523                  | -314,380                      |
| 7.02.01         | Cost of goods and services sold                         | -194,242                  | -224,790                      |
| 7.02.02         | Material, Energy, Outsourced Services and Other         | -58,835                   | -91,102                       |
| 7.02.03         | Loss/Recovery of Assets                                 | -446                      | 1,512                         |
| 7.03            | Gross Added Value                                       | 353,626                   | 306,891                       |
| 7.04            | Withholding   | -19,676                   | -19,133                       |
| 7.04.01         | Depreciation, Amortization and Depletion                | -19,676                   | -19,133                       |
| 7.05            | Net Added Value Produced                                | 333,950                   | 287,758                       |
| 7.06            | Transferred Added Value                                 | 26,555                    | 52,747                        |
| 7.06.02         | Financial Revenue                                       | 26,555                    | 52,747                        |
| 7.07            | Total Added Value to be Distributed                     | 360,505                   | 340,505                       |
| 7.08            | Distribution of Added Value                             | 360,505                   | 340,505                       |
| 7.08.01         | Personnel   | 111,329                   | 106,471                       |
| 7.08.01.01      | Direct Remuneration                                     | 94,564                    | 90,270                        |
| 7.08.01.02      | Benefits  | 10,679                    | 9,804                         |
| 7.08.01.03      | F.G.T.S.  | 6,086                     | 6,397                         |
| 7.08.02         | Taxes, Duties and Contributions                         | 148,022                   | 138,122                       |
| 7.08.02.01      | Federal   | 75,990                    | 65,745                        |
| 7.08.02.02      | State   | 71,457                    | 71,913                        |
| 7.08.02.03      | Municipal   | 575                       | 464                           |
| 7.08.03         | Interest Expenses                                       | 59,406                    | 98,092                        |
| 7.08.03.01      | Interest  | 52,103                    | 91,249                        |
| 7.08.03.02      | Rent  | 7,303                     | 6,843                         |
| 7.08.04         | Interest earnings                                       | 41,748                    | -2,180                        |
| 7.08.04.03      | Retained Earnings/Loss for the Period                   | 41,732                    | -2,190                        |
| 7.08.04.04      | Minority interests in retained earnings                 | 16                        | 10                            |

## **Management Report**

In thousands of Reais, unless stated otherwise

#### **COMMENT ON THE CONSOLIDATED PERFORMANCE IN 2Q17**

PBG S.A. (BM&FBovespa: PTBL3 NM), the new name of Portobello S.A., hereby presents its results for the quarter ended June 30, 2017. The financial information presented in this document derives from the consolidated quarterly financial information of PBG S.A., prepared in accordance with the standards of the Accounting Pronouncements Committee (CPC) and International Financial Reporting Standards (IFRS).

#### About PBG S.A.

PBG S.A.is currently Brazil's largest ceramic tiles company, grossing an annual R\$ 1.3 billion. Its sales of over 40 million square meters are made to the domestic market through its network of Portobello Shops, home centers, real estate developers and construction firms, in addition to clients in five continents, in the form of the brands Portobello and Pointer.

## **KEY FACTS**

- GROSS REVENUE of R\$ 618 million in 1H17, similar to 1H16;
- GROSS PROFIT of R\$ 109 million in 2Q17 and R\$ 205 million in 1H17, 25% more than in 2Q16 and 16% more than 1H16 respectively.
- The GROSS MARGIN exceeded the quarterly record of 1Q17, reaching 42% in 2Q17. The Company's best quarterly margin in 15 years;
- EBITDA reached R\$ 50 MILLION IN 2Q17 with an EBITDA margin of 19% and R\$ 103 MILLION, with an EBITDA margin of 21% in 1H17.
- NET INCOME of R\$ 42 million in 2H17:
- **Decrease** in the net **DEBT** of R\$ 42 million, **9%** less than in 2Q16, with a significant **reduction** in the ratio between **Net Debt/EBITDA** from 3.4x (in 2Q16) to **2.6x** (in 2Q17).

#### **MANAGEMENT COMMENTS**

The second quarter of 2017 presented a performance similar to that in the first quarter, with net earnings growing at the same pace. Despite an improvement in consumption forecasts, the market is still sluggish. The growth in the Company's profitability is due to a realistic strategy based on differentials and internal earnings levers given the uncertain and volatile domestic economy.

Sales in 2Q17 amounted to R\$ 321 million, virtually unchanged on 2Q16. According to Abramat, the deflated sales in the finishing materials market contracted by 6.3% between 2Q17 and 2Q16, which shows the Company made a market share gain in the sector.

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## **Management Report**

In thousands of Reais, unless stated otherwise

The Company's commercial strategy in the domestic market in 2017 continues to be focusing on a mix of more profitable products, even if this results in a smaller sales volume. Because of this, despite the fact domestic revenue contracted by 3%, the consolidated gross margin rose by 8% between 2Q17 and 2Q16. There was 21% growth in the external market in reais directly impacted by the increase in exports. Sales amounted to USD 15 million in the first quarter of 2017 and USD 28 million in the half, an increase of 31% over 1H16.

Cash generation as measured by EBITDA amounted to R\$ 50 million and net income R\$ 22 million in 2Q17. In June the Company closed the half with an EBITDA of R\$ 103 million, 96% more than in the same period the previous year. The EBITDA margin amounted to 21% in 1H17, 10% more than in 1H16, as a result of the higher gross margin, improvement in expenses management and adaptation of new businesses to the current situation.

The network of Portobello Shop franchises currently stands at 148 stores. In this segment, proprietary stores matured further and made progress in their franchise laboratory role.

The Pointer brand saw revenue rise and gross margins improve. The business helped drive sales in the period and is showing signs of progress to achieve financial equilibrium. In June the plant in Alagoas resumed production and is currently operating at full production capacity.

Manufacturing costs at the plant in Tijucas benefited from the fall in natural gas prices at the start of the year. On top of this, the plant is maintaining its ongoing manufacturing streamlining initiatives.

The positive result in the second quarter was in line with management expectations. The strong performance by margins and rationalization of expenses demonstrate the Company's confidence in its strategy, business model, management and competitive edges. The return of the debt to healthy levels is also helping diminish financial leverage.

The Company only accordingly closes the first half confident and reasserts that the gains of a competitive and properly structured company will be tangible in the course of 2017.

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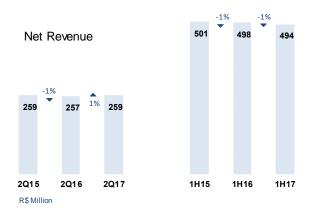
## **Management Report**

In thousands of Reais, unless stated otherwise

## **ECONOMIC AND FINANCIAL PERFORMANCE**

|             | R\$ thousand      | 2Q15     | 2Q16     | 2Q17     | <b>▲</b> % | 1H15     | 1H16        | 1H17     | <b>▲</b> % |
|-------------|-------------------|----------|----------|----------|------------|----------|-------------|----------|------------|
| CE          | Gross revenue     | 328,744  | 328,957  | 321,485  | -2%        | 633,975  | 636,401     | 617,688  | -3%        |
| MAN         | Net revenue       | 259,308  | 256,575  | 258,528  | 1%         | 500,664  | 497,936     | 494,162  | -1%        |
| PERFORMANCE | Gross profit      | 98,433   | 87,058   | 108,697  | 25%        | 189,624  | 176,630     | 204,574  | 16%        |
| Ä           | Gross margin      | 38.0%    | 33.9%    | 42.0%    | 8,1 p.p.   | 37.9%    | 35.5%       | 41.4%    | 5,9 p.p.   |
| а.          | EBIT              | 36,154   | 20,706   | 40,261   | 94%        | 66,826   | 33,367      | 83,138   | 149%       |
|             | EBIT Margin       | 13.9%    | 8.1%     | 15.6%    | 7,5 p.p.   | 13.3%    | 6.7%        | 16.8%    | 10,1 p.p.  |
|             | Finance income    | (12,269) | (18,873) | (10,095) | -47%       | (26,173) | (38,493)    | (25,540) | -34%       |
|             | Net income        | 14,235   | 4,040    | 21,876   | 441%       | 25,024   | (2,180)     | 41,748   | -2015%     |
|             | Net Margin        | 5.5%     | 1.6%     | 8.5%     | 6.9 p.p.   | 5.0%     | -0.4%       | 8.4%     | 8.9 p.p.   |
|             | EBITDA            | 43,938   | 30,447   | 50,094   | 65%        | 81,094   | 52,500      | 102,814  | 96%        |
|             | EBITDA Margin     | 16.9%    | 11.9%    | 19.4%    | 7.5 p.p.   | 16.2%    | 10.5%       | 20.8%    | 10.3 p.p.  |
| INDICATORS  | Current liquidity |          | '        |          |            | 0.9      | 1.0         | 1.2      | 0.21       |
| CAT         | Net debt          |          |          |          |            | 480,652  | 469,156     | 427,309  | -9%        |
| ğ           | Net debt/EBITDA   |          |          |          |            | 2.6      | 3. <i>4</i> | 2.6      | (0.82)     |
| _=          | Net debt / SE     |          |          |          |            | 2.1      | 1.9         | 1.5      | (0.40)     |
| PTBL3       | Price at close    |          |          |          |            | 2.97     | 2.31        | 3.11     | 35%        |
|             | Market value      |          |          |          |            | 470,711  | 366,108     | 492,899  |            |

### **Net Revenue**



Consolidated net revenue amounted to R\$ 259 million in 2Q17 and R\$ 494 million YTD, a performance which is virtually unchanged on the same period the previous year.

Domestic net revenue accounted for 81% of the total and declined 3% over 2Q16. This contraction was in line with the market's performance. According to ABRAMAT, gross sales in the domestic finishing materials market contracted by 6.3% in 2Q17 (deflated) compared with 2Q16.

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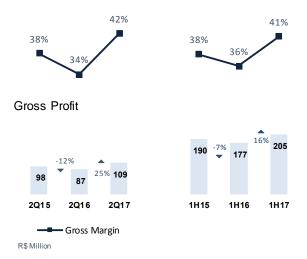
## **Management Report**

In thousands of Reais, unless stated otherwise

Overseas sales rose by 21% in 2Q16. Exports in this quarter amounted to 15 million US dollars and 28 million US dollars in the half (31% more than in 2H16), where in June sales were 4% greater than in March, breaking the historic record of exports for the second time this year.

| 59.308 | 256.575 | 050 500 |     |         |         |         |      |
|--------|---------|---------|-----|---------|---------|---------|------|
| 33,300 | 200,070 | 258,528 | 1%  | 500,664 | 497,936 | 494,162 | -1%  |
| 26,385 | 216,002 | 209,310 | -3% | 438,115 | 418,495 | 404,106 | -3%  |
| 32,923 | 40,573  | 49,218  | 21% | 62,549  | 79,441  | 90,056  | 13%  |
|        | -,      | -,      | -,  | .,      | .,      | 2,22    | 2,12 |

#### **Gross Profit**



The gross profit amounted to R\$ 109 million in the second quarter of 2017, grew by 25% over the second quarter of 2016. The gross margin presented a gain of 8% due to a sales mix of products with greater profitability. The constant increase in the margin resulted from efforts to qualify sales with more profitable products with higher added value. The record in 1Q17 was broken in this quarter.

#### **Operating Income**

Selling expenses totaled R\$ 62 million in 2Q17 against R\$ 119 million in 1H17, remaining virtually unchanged on the expenses in 1H16. This is primarily a reflection of the greater efficiency in expenses incurred on logistics operators and adaptation of the operating capacity. Freight and logistical structure expenses accounted for approximately 16% of commercial expenses. The Company believes that building a more efficient distribution network is an important advantage for positioning the company in the market by enhancing service quality.

As regards net revenue, selling expenses amounted to 24% in 2Q17 and 1H17, relatively unchanged on the previous year. The Company believes that this is the correct value to support its current operation.

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## **Management Report**

In thousands of Reais, unless stated otherwise

|                            |          |          |     |          |     |     |           | 1         |     |           |     |      |
|----------------------------|----------|----------|-----|----------|-----|-----|-----------|-----------|-----|-----------|-----|------|
|                            | 2Q15     | 2Q16     | %RL | 2Q17     | %RL | ▲%  | 1H15      | 1H16      | %RL | 1H17      | %RL | ▲%   |
| Operating expenses         | (62,279) | (66,352) | 26% | (68,436) | 26% | 3%  | (122,798) | (143,263) | 29% | (121,436) | 25% | -15% |
| Sales                      | (49,592) | (59,609) | 23% | (62,407) | 24% | 5%  | (94,465)  | (120,755) | 24% | (119,093) | 24% | -1%  |
| General and administrative | (9,269)  | (9,705)  | 4%  | (8,844)  | 3%  | -9% | (16,803)  | (18,616)  | 4%  | (17,119)  | 3%  | -8%  |
| Other income (expenses)    | (3,418)  | 2,962    | -1% | 2,815    | -1% | -5% | (11,530)  | (3,892)   | 1%  | 14,776    | -3% |      |
|                            |          |          |     |          |     |     |           |           |     |           |     |      |

Administrative expenses amounted to R\$ 9 million in 2Q17, 9% less than in the same period of 2016. Net revenue fell from 4% in 2Q16 to 3% in 2Q17, mainly due to adaptation of the structure to the Pointer/Alagoas operation and revision of the expenses structure at the end of 2016.

Other operating revenue/expenses in 2Q17 were positively affected by the favorable decision in the tax proceeding about the right to recover overpaid amounts of Pis (semiannual payment of Pis) in the amount of 8 million. There was also a gain in a civil proceeding in progress since 2001, which resulted in R\$ 2 million being reversed against other operating revenue and R\$ 3 million in financial revenue.

Other operating revenue/expenses in 2Q17 were also negatively impacted by the idleness cost of R\$ 3,3 million, as a result of adapting production to the sales volumes of the plant in the north-east of Brazil. Following its initiation in June, the plant is now back at 100% production capacity.

#### **EBITDA**

The Company closed the first half with an EBITDA of R\$ 103 million, an increase of 96% over the same period of 2016 and a margin of 21%.



|                                   |        |         |        |     |      |        | c       |         |     |      |
|-----------------------------------|--------|---------|--------|-----|------|--------|---------|---------|-----|------|
|                                   | 2Q15   | 2Q16    | 2Q17   | %RL | ▲%   | 1H15   | 1H16    | 1H17    | %RL | ▲%   |
| Net income                        | 14,235 | 4,040   | 21,876 | 8%  | 441% | 25,024 | (2,180) | 41,748  | 8%  |      |
| (+) Financial income/expense      | 12,269 | 18,873  | 10,095 | 4%  | -47% | 26,173 | 38,493  | 25,540  | 5%  | -34% |
| (+) Depreciation and amortization | 7,784  | 9,741   | 9,833  | 4%  | 1%   | 14,268 | 19,133  | 19,676  | 4%  | 3%   |
| (+) Profit taxes                  | 9,650  | (2,207) | 8,290  | 3%  |      | 15,629 | (2,946) | 15,850  | 3%  |      |
| EBITDA                            | 43,938 | 30,447  | 50,094 | 19% | 65%  | 81,094 | 52,500  | 102,814 | 21% | 96%  |

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## **Management Report**

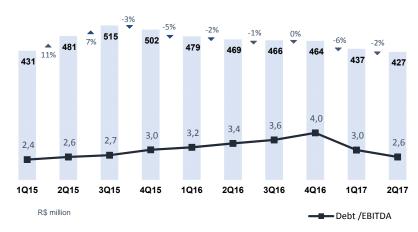
In thousands of Reais, unless stated otherwise

#### **Net Income**

2Q17 reported net income of R\$ 22 million. The Company closes the half with a positive income of R\$ 42 million, a notable improvement on the same period the previous year.

#### **INDEBTEDNESS / CAPITAL STRUCTURE**





The Company's net debt was R\$ 427 million at the end of June 2017, equal to 2.6x the EBITDA of the past 12 months and 1.5x the shareholders' equity. The lowest ratio between Net Debt / Ebitda for the last 2 years was observed in 2Q17 and net debt reached the levels of 1Q15.

In June 2017 a waiver was secured for the covenants not achieved in the financing loan from DEG. In respect of its debentures the Company closed the period in compliance with the covenants, be those approved during the renegotiation in August or those originally defined in the issuance deed.

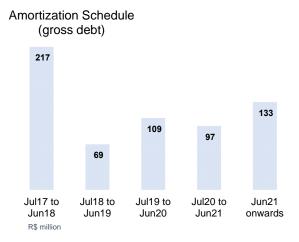
|                               | Jun-15   | Jun-16    | Jun-17    | ▲R\$      |
|-------------------------------|----------|-----------|-----------|-----------|
| Bank Debt                     | 516,565  | 658,596   | 548,246   | (110,350) |
| Tax Debt                      | 83,552   | 81,007    | 76,637    | (4,370)   |
| (=) Gross debt                | 600,117  | 739,603   | 624,883   | (114,720) |
| (+) Cash and cash equivalents | (27,133) | (182,511) | (105,125) | 77,386    |
| (+) Related-party credits     | (92,332) | (87,936)  | (92,449)  | (4,513)   |
| (=) Net debt                  | 480,652  | 469,156   | 427,309   | (41,847)  |
| EBITDA (last 12 months)       | 186,298  | 138,175   | 165,626   | 27,451    |
| Net debt / EBITDA             | 2.6      | 3.4       | 2.6       |           |
| Net debt / SE                 | 2.1      | 1.9       | 1.5       |           |

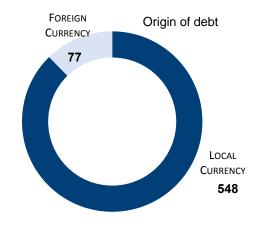
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## **Management Report**

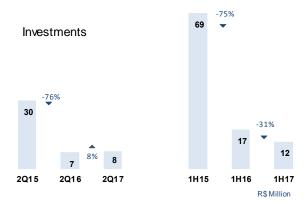
In thousands of Reais, unless stated otherwise

The balance of the gross debt matures 35% short-term and 65% long-term.





#### **INVESTMENTS**



In 2Q17 investment in fixed assets remained modest, amounting to R\$ 8 million, accumulating R\$ 12 million in the half. R\$ 8 million (65%) of this amount was incurred on preparing the manufacturing plant in Tijucas to produce products with higher added value. The other investments were allocated to proprietary stores (20%), adaptations to the Alagoas manufacturing facility (6%) and systems (5%).

#### SHAREHOLDER PAYMENTS AND MEETING RESOLUTIONS

Proceeds were distributed on June 01, 2017 of R\$ 505 thousand for FY 2016 in the form of interest on shareholders' equity, as resolved by the Annual General Meeting held April 28, 2017. The amount represents the minimum dividends of 25% and the total compensation of the shareholders for FY 2016 represented a yield (dividend per share divided by the final share price) of 0.16%.

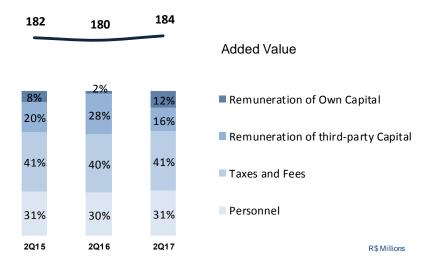
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## **Management Report**

In thousands of Reais, unless stated otherwise

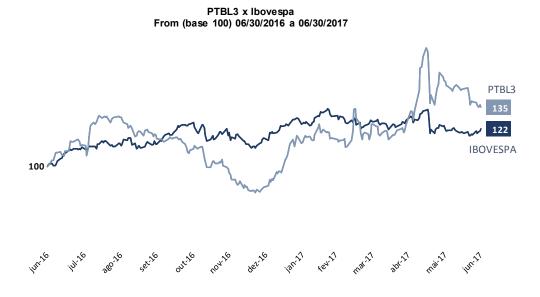
#### **ADDED VALUE**

The added value in 2Q17 was R\$ 184 million (R\$ 180 million in 2Q16). Of this amount, 41% was allocated to taxes, 31% to personnel, 17% to outsourced personnel and 11% retained as profit for the period.



#### **SHARE PERFORMANCE PTBL3**

The common shares issued by PBG S.A., traded on BM&FBovespa under the code PTBL3, closed the last auction of June 2017 at R\$ 3.11, resulting in a valuation of 35% in the last 12 months, while Ibovespa rose 22%.



The average financial volume traded in the last twelve was R\$ 26 million, up by 282% on the R\$ 6.6 million in the same period last year. At the end of 2Q17, PBG S.A. had a market value equal to R\$ 493 million (R\$ 366 million as of June 2016).

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## **Management Report**

In thousands of Reais, unless stated otherwise

#### **OUTLOOK**

- After two years of a deep recession, 2017 began with an expected gradual stabilization of the sector and GDP growth, in addition to lower inflation and consequently lower interest rates;
- The construction materials market has been stabilizing and beginning to present signs of a recovery in retail.
   In engineering the sector is still showing signs of the recession;
- Internally the company is maintaining its focus on qualifying the sales mix in order to boost margins;
- It is maintaining the careful control of costs and expenses. The improvement in manufacturing costs caused by lower natural gas prices is expected to last throughout 2017;
- Portobello Shop is continuing to implement the expansion strategy of its sales and exhibitions for 2017, the target is to increase the number of units in the network by 6%;
- The plant in Alagoas and the Pointer brand are still being adapted to the current market reality. The business
  is expected to achieve greater profitability despite the forecast of a slower recovery for the market in the
  north-east.
- Management will maintain its efforts to reduce debts and improve the debt/Ebitda ratio. The initiatives are aimed to ensure the disciplined management of cash, reduction of working capital and preservation of liquidity;
- Initiatives are being maintained to increase the profitability of existing assets and no major investments are projected for 2017;
- The Company remains confident in its competitive edges and reiterates its endeavors to improve earnings.

#### **INDEPENDENT AUDIT**

PBG S.A.'s policy in relation to its independent auditors regarding services provided not related to the independent audit of the financial statements is underpinned by principles that uphold professional independence. These principles state that the auditor should not check their own work, carry out managerial activities or serve as an attorney for their client. In the second quarter of 2017 the Company did not engage independent auditors for other services not related to the independent audit.

#### MANAGEMENT COMPOSITION

| Board of Directors                |                      |
|-----------------------------------|----------------------|
| Name                              | Position             |
| Cesar Bastos Gomes                | Chairman             |
| Cesar Gomes Júnior                | Deputy Chairman      |
| Nilton Torres de Bastos Filho     | Director             |
| Roberto Alves de Souza Waddington | Independent Director |
| Plínio Villares Musetti           | Independent Director |
| Glauco José Côrte                 | Independent Director |
| Mário José Gonzaga Petrelli       | Independent Director |
|                                   |                      |

| Executive | Board |
|-----------|-------|
|           |       |

| Excedite Beard         |                                     |
|------------------------|-------------------------------------|
| Name                   | Position                            |
| Cesar Gomes Júnior     | Chief Executive Officer             |
| Cláudio Ávila da Silva | Vice President                      |
| John Shojiro Suzuki    | CFO and Investor Relations Director |
| Mauro do Valle Pereira | Corporate Officer                   |

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## **Management Report**

In thousands of Reais, unless stated otherwise

## TELECONFERENCE WITH WEBCAST

A teleconference in Portuguese will take place on Thursday, August 10, 2017 at 10 AM to present the earnings figures for the second quarter of 2017.

Connection details: Tel.: +55 11 3193-1001 Password: PORTOBELLO

For those unable to attend the teleconferences live we will provide a full audio recording, which can be directly accessed on the company site (www.ri.portobello.com.br/).

## **Statement of Financial Position**

| Assets                        | 30/Jun/17 | 31/Dec/16 | Liabilities                        | 30/Jun/17 | 31/Dec/16 |
|-------------------------------|-----------|-----------|------------------------------------|-----------|-----------|
|                               |           |           |                                    |           |           |
| Current                       | 547,021   | 535,369   | Current                            | 440,826   | 409,155   |
| Cash and cash equivalents     | 98,389    | 105,745   | Loans/debentures                   | 207,285   | 197,004   |
| Accounts Receivable           | 227,126   | 215,379   | Trade payables and loan assignment | 130,605   | 124,451   |
| Inventories                   | 181,939   | 185,880   | Taxes and social contributions     | 27,418    | 25,188    |
| Recoverable Taxes             | 24,379    | 19,079    | Social and labor obligations       | 37,441    | 27,155    |
| Prepaid expenses              | 5,426     | 1,995     | Customer Advances                  | 16,123    | 17,977    |
| Other                         | 9,762     | 7,291     | Dividends payable                  | 370       | 915       |
|                               |           |           | Other                              | 21,584    | 16,465    |
| Noncurrent                    | 706,814   | 701,991   | Noncurrent                         | 533,808   | 589,746   |
| Noncurrent Assets             | 260,294   | 247,847   | Loans/debentures                   | 340,961   | 389,657   |
| Judicial Deposits             | 87,342    | 81,742    | Trade payables                     | 73,465    | 68,990    |
| Recoverable Taxes             | 5,732     | 6,124     | Deferred IR and CS                 | 18,564    | 3,250     |
| Tax Asset                     | 28,337    | 26,735    | Financing of Taxes                 | 66,438    | 69,342    |
| Related-party credits         | 92,449    | 89,423    | Provisions                         | 34,380    | 58,507    |
| Eletrobras Receivables        | 32,208    | 32,208    |                                    |           |           |
| Other noncurrent assets       | 14,226    | 11,615    |                                    |           |           |
|                               |           |           | Shareholders' Equity               | 279,201   | 238,459   |
| Investment                    | 277       | 243       | Capital                            | 130,000   | 119,565   |
| Property, plant and equipment | 426,560   | 433,348   | Profit Reserves                    | 110,619   | 121,129   |
| Intangible assets             | 19,683    | 20,553    | Other Comprehensive Income         | (3,845)   | (2,246)   |
|                               |           |           | Retained Earnings                  | 42,400    | -         |
|                               |           |           | Minority interest                  | 27        | 11        |
| Total Assets                  | 1,253,835 | 1,237,360 | Total Liabilities                  | 1,253,835 | 1,237,360 |

See the Investor Relations site: <a href="https://www.portobello.com.br/ri">www.portobello.com.br/ri</a>

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### Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

## 1 Reporting entity

PBG S.A., herein also referred to as "Company" or "Parent Company", is a publicly-traded corporation whose shares are traded on the segment Novo Mercado of Bolsa de Valores, Mercadorias e Futuros (BM&FBOVESPA S.A.), under the code PTBL3. The Company is controlled by a group of shareholders, formalized by agreement entered into on April 15, 2011 and amended on August 17, 2015, and holds on June 30, 2017 54% of the company's shares. The remaining 46% of the shares are held by several shareholders.

The Company, with head office in Tijucas, Santa Catarina, was incorporated in 1977 engaged in the manufacture and sale of ceramic and porcelain products in general, such as floor tiles, technical porcelain and enameled tiles, decorated and special pieces, mosaic tiles, products for indoor walls, outdoor façades, as well as the provision of supplementary services in the sector of civil construction materials in Brazil and abroad.

In addition, the Company holds shareholding interest in subsidiaries: (i) Portobello Shop, administrator of the networks of Portobello Shop and Empório Portobello store franchises, with a network of 148 franchised stores specializing in ceramic coating and tiles; (ii) PBTech which is tasked with managing the Portobello Shop proprietary stores and currently manages six stores; (iii) Mineração Portobello which is tasked with supplying part of the raw material used to produce the ceramic coatings; (iv) Companhia Brasileira de Cerâmica, based in the north-east of Brazil, which is currently unoperational; (v) Portobello América which was founded to sell the Portobello products in the US market and which is currently inactive.

## 2 Presentation of the interim information

## a) Statement of compliance with IFRS and CPC standards

These interim financial statements include:

- Consolidated financial statements prepared in accordance with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and accounting practices generally accepted in Brazil (BR GAAP); and
- The individual financial statements of the parent company prepared in accordance with accounting practices generally accepted in Brazil (BR GAAP).

The difference in the presentation between the individual and consolidated statements is the recording of the provision for investment losses, which is not required under IFRS.

The recording of negative equity under BR GAAP is the reason why the statements are not being presented in dual compliance.

These financial statements have been prepared in accordance with the standards issued by the Brazilian Securities Commission (CVM) that apply to the preparation of Financial Statements (DFP).

The individual and consolidated interim quarterly information was authorized for issuance by the Board of Directors on August 3, 2017.

## b) New standards, and changes or interpretation of IFRS issued by IASB

A number of new standards or amendments to standards and interpretations are effective for annual periods beginning on or after January 1, 2017.

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### Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

• Disclosure Initiative (Amendments to CPC 26 / IAS 7 and CVM Resolution 761/2016)
The amendments require additional disclosures that enable users of financial statements to understand and evaluate changes in liabilities arising from financing activities. The Company did not adopt these amendments when preparing these financial statements and does not plan to adopt these standards early.

### Financial instruments (CPC 38/ IFRS 9)

The amendment includes new logical models for classification and measurement of financial instruments, a single, forward-looking 'expected loss' impairment model and a substantially-reformed approach to hedge accounting. The standard carries over from IAS 39 the requirements for recognition and derecognition of financial assets and financial liabilities.

The actual impact of this adoption on the Company's financial statements in 2018, when it comes into force, cannot be reliably estimated because it will be dependent on the Company's situations and the economic conditions at that time as well as accounting elections and judgements that it will make in the future. The new standard will require a revision of the accounting processes and internal controls related to reporting financial instruments. The Company has not yet conducted a preliminary assessment of the possible effects from the implementation of the aforementioned pronouncement.

• IFRS 15 — Revenue from contracts with customers: This pronouncement establishes principles for an entity to recognize income from transfer of products or services in the amount that reflects what the entity expects to receive in exchange for delivered product or rendered service. This rule also establishes 5 steps for income recognition. In addition, it provides instructions on disclosure of information to users about the nature, quantity, timeliness and uncertainty of income and cash flow deriving from contracts of the entity with clients. The Company is evaluating the possible effects from the implementation of the aforementioned pronouncement.

## 3 Significant accounting policies

Accounting practices and calculation methods adopted in the preparation of quarterly information as of June 30, 2017 are the same as those used in the preparation of the financial statements for the year ended December 31, 2016, and the content and values of certain explanatory notes which did not require significant updates, have not been repeated in the notes. These financial statements should therefore be read together.

## 4 Critical accounting estimates and judgments

The main judgments and uncertainties in the estimates used in applying accounting practices are the same as those detailed in the financial statements for the year ended December 31, 2016.

## 5 Financial risk management

#### 5.1 Financial risk factors

The activities of the Company and its subsidiaries expose it to various financial risks: market, credit risk and liquidity risk. The global risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the consolidated financial performance.

The management of risk is conducted by the Treasury and Financial Executive Board, under the policies approved by the Board of Directors. The Treasury and the Finance Division identify, evaluate and protect the Company and its subsidiaries against possible financial risks, in cooperation with the operating units. The Board of Directors establishes principles, for global risk management and for specific areas such as exchange risk, interest rate risk, credit risk, use of derivative and non-derivative financial instruments and cash surplus investment.

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## Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

## a) Market risk

## i) Currency risk

The Company operates globally and is exposed to foreign exchange risk resulting from exposures to some currencies, mainly US dollar and Euro. The exchange rates derive from future commercial transactions, assets and liabilities recognized and net investments in overseas operations.

Shown below are the asset and liability balances exposed to exchange rate variations:

|  | In Brazilian reais |                      |                  |                      |  |  |  |
|--|--------------------|----------------------|------------------|----------------------|--|--|--|
|  | Parent C           | ompany               | Consol           | idated               |  |  |  |
|  | June 30,<br>2017   | December<br>31, 2016 | June 30,<br>2017 | December<br>31, 2016 |  |  |  |
| Accounts receivable                      | 60,140             | 43,969               | 60,140           | 43,969               |  |  |  |
| Current account                          | 7,558              | 1,186                | 7,558            | 1,186                |  |  |  |
| Credit with subsidiaries                 | 67,732             | 66,727               | -                | -                    |  |  |  |
| Assets exposed                           | 135,430            | 111,882              | 67,698           | 45,155               |  |  |  |
| Provision for devaluation of investments | (67,682)           | (66,647)             |                  | -                    |  |  |  |
| Accounts payable, net of advances        | (8,507)            | (9,317)              | (8,507)          | (9,317)              |  |  |  |
| Loans and financing                      | (60,448)           | (77,402)             | (60,448)         | (77,402)             |  |  |  |
| (-) Swap                                 | 11,052             | 21,778               | 11,052           | 21,778               |  |  |  |
| Liabilities exposed                      | (125,585)          | (131,588)            | (57,903)         | (64,941)             |  |  |  |
| Net exposure                             | 9,845              | (19,706)             | 9,795            | (19,786)             |  |  |  |

|  | In Euros         |                      |                  |                      |                  | In Do                | llars            |                      |
|--|------------------|----------------------|------------------|----------------------|------------------|----------------------|------------------|----------------------|
|  | Parent Company   |                      | Consolidated     |                      | Parent Company   |                      | Conso            | idated               |
|  | June 30,<br>2017 | December<br>31, 2016 |
| Accounts receivable                      | 551              | 367                  | 551              | 367                  | 12,535           | 9,887                | 12,535           | 9,887                |
| Current account                          | -                | -                    | -                | -                    | 2,285            | 364                  | 2,285            | 364                  |
| Credit with subsidiaries                 | -                | -                    | -                | -                    | 20,474           | 20,474               | -                | -                    |
| Provision for devaluation of investments | -                | -                    | -                | -                    | (20,459)         | (20,448)             | -                | -                    |
| Accounts payable, net of advances        | (655)            | (282)                | (655)            | (282)                | (1,860)          | (2,567)              | (1,860)          | (2,567)              |
| Loans and financing                      | -                | -                    | -                | -                    | (18,272)         | (23,750)             | (18,272)         | (23,750)             |
| (-) Swap                                 | -                | -                    | -                | -                    | 3,341            | 19,624               | 3,341            | 19,624               |
|  | (104)            | 85                   | (104)            | 85                   | (1,956)          | 3,584                | (1,971)          | 3,558                |

The strategy adopted to mitigate exchange rate exposure in the Company's assets and liabilities has been to maintain a liability exchange rate exposure at an approximate amount to that of one year of exports.

## ii) Cash flow or fair value risk associated to the interest rate

The interest rate risk arises from long-term loans and financing and is associated to floating-rate loans that exposed the Company and its subsidiaries to interest rate and cash flow risks. While loans issued at fixed rates expose the entities to fair value risk associated to interest rate.

## Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

The Company and its subsidiaries continuously monitor market interest rates in order to assess the possible need to contract new operations to protect against the risk of volatility in these rates, such as interest rate swap transaction which receives variable interest rates and pays fixed interest rates and has the economic effect of converting the floating rate of loans into fixed rates. The fixed rates, which are the result of that swap transaction, are lower than those that would be available if the Company had taken the loans directly at fixed rates.

Regarding interest earning bank deposits, they are mostly made in investment funds as described in Note

### b) Credit risk

The Company and its subsidiaries maintain strict controls over credit granting to their clients and adjust the limits whenever a material change in risk is detected.

## c) Liquidity risk

It is the risk of the Company and its subsidiaries not having sufficient net funds to honor its financial commitments due to a time or volume mismatch between foreseen receipts and payments.

To manage cash liquidity in domestic and foreign currency, future disbursements and cash inflows assumptions are established and daily monitored by the Treasury and Financial Executive Board.

The table below analyzes the non-derivative financial liabilities of the Company and its subsidiaries, by ranges of maturity, corresponding to the remaining period in the balance sheet up to the contractual date of maturity. Amounts disclosed in the table are contracted undiscounted cash flows.

|                            | Parent Company         |                 |                        |                       |                        |                 |                        |                       |  |
|----------------------------|------------------------|-----------------|------------------------|-----------------------|------------------------|-----------------|------------------------|-----------------------|--|
|                            |                        | June 30         | ), 2017                |                       |                        | December        | 31, 2016               |                       |  |
|                            | * Loans and debentures | Financial lease | Payable and assignment | Financing of<br>Taxes | * Loans and debentures | Financial lease | Payable and assignment | Financing of<br>Taxes |  |
| Less than one year         | 206,534                | 751             | 105,832                | 10,129                | 196,975                | 782             | 98,557                 | 9,788                 |  |
| Between one and two years  | 159,011                | -               | 73,465                 | 20,840                | 224,882                | 349             | 68,990                 | 20,158                |  |
| Between two and five years | 162,065                | -               | -                      | 31,260                | 146,726                | -               | -                      | 30,237                |  |
| Over five years            | 25,043                 | -               | -                      | 13,890                | 25,134                 | -               | -                      | 18,479                |  |
|                            | 552,652                | 751             | 179,297                | 76,119                | 593,717                | 1,131           | 167,547                | 78,662                |  |

The difference between the loans and debentures total presented in this table and the statement of financial position is due to the Prodec AVP, see note 22a).

|                            | Consolidated           |                 |                        |                       |                        |                 |                        |                       |  |  |
|----------------------------|------------------------|-----------------|------------------------|-----------------------|------------------------|-----------------|------------------------|-----------------------|--|--|
|                            |                        | June 30         | ), 2017                |                       | December 31, 2016      |                 |                        |                       |  |  |
|                            | * Loans and debentures | Financial lease | Payable and assignment | Financing of<br>Taxes | * Loans and debentures | Financial lease | Payable and assignment | Financing of<br>Taxes |  |  |
| Less than one year         | 206,534                | 751             | 108,196                | 10,199                | 196,975                | 782             | 102,929                | 9,857                 |  |  |
| Between one and two years  | 160,145                | -               | 73,465                 | 20,982                | 226,071                | 349             | 68,990                 | 20,296                |  |  |
| Between two and five years | 162,065                | -               | -                      | 31,473                | 146,726                | -               | -                      | 30,444                |  |  |
| Over five years            | 25,043                 | -               | -                      | 13,983                | 25,134                 | -               | -                      | 18,602                |  |  |
|                            | 553,786                | 751             | 181,661                | 76,637                | 594,906                | 1,131           | 171,919                | 79,199                |  |  |

<sup>\*</sup> The difference between the loans and debentures total presented in this table and the statement of financial position is due to the Prodec AVP, see note 22a).

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## Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

## d) Sensitivity analysis

### i) Sensitivity analysis of changes in the interest rates

In the quarter income from short-term investments and financial expenses arising from the Company's loans and financing are impacted by changes in interest rates, such as CDI and the Selic base interest rate.

On June 30, 2017 Management considered CDI rate at 10.14% and Selic of 10.25% as the probable scenario. The probable rate was then adjusted at 25% and 50%, as parameter for possible and remote scenarios, respectively.

The scenarios below were estimated for the period of 1 year:

|                                      |                  | Consolidated in Reais |          |          |                               |          |        |           |
|--------------------------------------|------------------|-----------------------|----------|----------|-------------------------------|----------|--------|-----------|
|                                      | June 30,<br>2017 | Risk                  | Probable |          | Risk Probable Possible (25%)* |          | Remote | e (50%)*  |
| Operation                            |                  |                       | %        | R\$      | %                             | R\$      | %      | R\$       |
| Investments (yielding 103.8% of CDI) | 85,397           | Write-off of CDI      | 10.14%   | 8,988    | 7.61%                         | 6,741    | 5.07%  | 4,494     |
|                                      | 85,397           |                       |          | 8,988    |                               | 6,741    |        | 4,494     |
| Operation                            |                  |                       |          |          |                               |          |        |           |
| Loans - Export credit note           | (101,731)        | Increase in CDI       | 10.14%   | (10,316) | 12.68%                        | (12,894) | 15.21% | (15,473)  |
| Loans - Trade 4131 Swap              | (7,191)          | Increase in CDI       | 10.14%   | (729)    | 12.68%                        | (911)    | 15.21% | (1,094)   |
| Debentures                           | (199,602)        | Increase in CDI       | 10.14%   | (20,240) | 12.68%                        | (25,300) | 15.21% | (30, 359) |
| Financing taxes                      | (76,637)         | Increase in Selic     | 10.25%   | (7,855)  | 12.81%                        | (9,819)  | 15.38% | (11,783)  |
|                                      | (385,161)        |                       |          | (39,140) |                               | (48,924) |        | (58,709)  |

<sup>\*</sup>Possible and remote scenarios calculated at the probable rate.

## ii) Sensitivity analysis of changes in exchange rates

The Company has assets and liabilities linked to foreign currency in the balance sheet as of June 30, 2017 and adopted, for sensitivity analysis purposes, the future market rate in effect during the preparation of these quarterly information as the probable scenario. The probable rate was then adjusted at 25% and 50%, as parameter for possible and remote scenarios, respectively.

Accordingly, the schedule below simulates the effects of currency fluctuations on income (loss):

|                                   | Consolidated in Reais |          |                |                          |                |               |                |  |
|-----------------------------------|-----------------------|----------|----------------|--------------------------|----------------|---------------|----------------|--|
|                                   | June 30,<br>2017      | Probable |                | Probable Possible (25%)* |                | Remote (50%)* |                |  |
|                                   |                       | Rate USD | Gain<br>(Loss) | Rate USD                 | Gain<br>(Loss) | Rate USD      | Gain<br>(Loss) |  |
| Accounts receivable               | 60,140                | 3.520    | 4,814          | 4.400                    | 13,982         | 5.280         | 28,807         |  |
| Current account                   | 7,558                 | 3.520    | 484            | 4.400                    | 1,757          | 5.280         | 3,620          |  |
| Accounts payable, net of advances | (8,507)               | 3.520    | (681)          | 4.400                    | (1,978)        | 5.280         | (4,075)        |  |
| Loans and financing               | (60,448)              | 3.520    | (4,839)        | 4.400                    | (14,054)       | 5.280         | (28,955)       |  |
| (-) Swap                          | 11,052                | 3.520    | 885            | 4.400                    | 2,570          | 5.280         | 5,294          |  |
| Net exposure                      | 9,795                 | 3.520    | 663            | 4.400                    | 2,277          | 5.280         | 4,691          |  |

<sup>\*</sup>Possible and remote scenarios calculated at the probable rate, based on the Bacen Focus Report dated July 17, 2017.

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## Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

## 5.2 Capital management

The Management's objectives in managing its capital are to safeguard its business continuity capacity to offer return to shareholders, besides offering the best cash management maintaining an optimal capital structure to reduce this cost.

The capital is monitored based on the ratio of consolidated financial leverage. This index corresponds to net debt divided by total capital. Net debt, in turn, corresponds to total loans and installment payment of tax liabilities less the amount of cash and cash equivalents, receivables with other related credits with related parties and securities. Total capital is calculated by adding the shareholders' equity, as demonstrated in the consolidated balance sheet, to net debt.

The financial leverage ratios on June 30, 2017 can be summarized as follows:

| Loans and financing                |
|------------------------------------|
| Financing of taxes                 |
| Less: Cash and cash equivalents    |
| Credits with other related parties |
| Short-term Investments             |
| Net debt                           |
| Total shareholders' equity         |
| Total capital                      |
| Financial leverage index (%)       |

| Parent C | Company   | Consolidated |           |  |
|----------|-----------|--------------|-----------|--|
|          |           |              |           |  |
| June 30, | December  | June 30,     | December  |  |
| 2017     | 31, 2016  | 2017         | 31, 2016  |  |
| 547,112  | 585,472   | 548,246      | 586,661   |  |
| 76,119   | 78,662    | 76,637       | 79,199    |  |
| (84,438) | (100,085) | (98,389)     | (105,745) |  |
| (92,449) | (89,423)  | (92,449)     | (89,423)  |  |
| (6,736)  | (6,451)   | (6,736)      | (6,451)   |  |
| 439,608  | 468,175   | 427,309      | 464,241   |  |
| 279,174  | 238,448   | 279,201      | 238,459   |  |
| 718,782  | 706,623   | 706,510      | 702,700   |  |
| 61       | 66        | 60           | 66        |  |

#### 5.3 Financial instruments by category

The table below classifies financial instruments by category at each of the reporting dates:

| Parent Company   |  | Consolidated  |  |
|------------------|--|---|--|
| June 30,<br>2017 | December<br>31, 2016   | June 30,<br>2017  | December<br>31, 2016   |
|                  |  |   |  |
| 84,438           | 100,085  | 98,389  | 105,745  |
| 213,111          | 202,658  | 227,126   | 215,379  |
| 92,449           | 89,423   | 92,449  | 89,423   |
|                  |  |   |  |
| 6,736            | 6,451  | 6,736   | 6,451  |
| 197              | -  | 197   | -  |
| 396,931          | 398,617  | 424,897   | 416,998  |
|                  |  |   |  |
| 128,241          | 120,079  | 130,605   | 124,451  |
| 547,112          | 585,472  | 548,246   | 586,661  |
| 76,119           | 78,662   | 76,637  | 79,199   |
| -                | 2,452  | -   | 2,452  |
| 751,472          | 786,665  | 755,488   | 792,763  |
|                  | June 30,<br>2017<br>84,438<br>213,111<br>92,449<br>6,736<br>197<br>396,931<br>128,241<br>547,112<br>76,119 | June 30, December 2017 31, 2016  84,438 100,085 213,111 202,658 92,449 89,423  6,736 6,451 197 - 396,931 398,617  128,241 120,079 547,112 585,472 76,119 78,662 - 2,452 | June 30, December 2017  84,438 100,085 98,389 213,111 202,658 227,126 92,449 89,423 92,449  6,736 6,451 6,736 197 - 197  396,931 398,617 424,897  128,241 120,079 130,605 547,112 585,472 548,246 76,119 78,662 76,637 - 2,452 - |

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## Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

## 6 Cash and cash equivalents

Consolidated Parent Company June 30. December June 30, December 2017 31, 2016 2017 31, 2016 Current account 9,852 6,211 12,992 11,172 Short-term investments 85,397 74,586 93,874 94,573 100,085 98,389 105,745 84,438

The short-term investments designated as cash equivalents denote interests in investment funds. The average yield of the fund in June 2017 was equal to 103.8% of the CDI rate (Interbank Deposit Certificate) and the amount can be redeemed at any time, without penalty.

#### 7 Financial instruments

The tradable derivatives are classified as current and noncurrent assets or liabilities. The total fair value of a hedge derivative is classified as a noncurrent asset or long-term liability if the remaining time for maturity of the hedged item exceeds 12 months, or as a current asset or current liability if the remaining time for maturity of the hedged item is less than 12 months.

The Company has Swap operations, which aim to protect the future payments of loans and financing in the modalities below from U.S. dollar fluctuations and interest rates. These operations are classified as current liabilities, as shown below:

- **a)** In December 2012, the Company entered into a transaction under the rules of Law No. 4131 (exporting trading companies) in the amount of R\$ 50,000 at the cost of 9.8% per year as a fixed rate, but using the swap for CDI+1.60% per annum and 60 months for payment and a 24-month grace period. Amortization is semi-annual.
- b) In November 2014, the Company entered into an Exportation Credit operation (NCE) for the amount of US\$ 15,000, equal to R\$ 37,600 at the cost of 1.65% per annum + LIBOR-03 + foreign exchange fluctuation, per annum, with a CDI Swap at the rate of 109% a year and payment deadline of 36 months with a 11-month grace period. Amortization is quarterly. This contract was renegotiated in June 2015 and again in August 2015 to adjust the operation's initial parity.

The fair value of the gains and losses of the swap transactions was recorded net under "Other" in current liabilities at June 30, 2017 and December 31, 2016.

| Contracts        | Maturity | Notional Value | June 30,<br>2017 | December<br>31, 2016 |
|------------------|----------|----------------|------------------|----------------------|
| a) Law 4131      | Dec-17   | 7,190          | (10)             | (55)                 |
| b) Export Credit | nov-17   | 11,052         | (717)            | (2,200)              |
|                  |          | 18,242         | (727)            | (2,255)              |

The Company does not carry out speculative financial transactions with derivatives or any other risk instrument.

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## Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

#### 8 Trade receivables

|   | Parent C | ompany   | Consolidated |          |
|---|----------|----------|--------------|----------|
|   | June 30, | December | June 30,     | December |
|   | 2017     | 31, 2016 | 2017         | 31, 2016 |
| Third-party accounts receivable:          |          |          |              |          |
| Domestic sales                            | 154,355  | 158,989  | 168,370      | 171,710  |
| Overseas sales                            | 60,140   | 43,969   | 60,140       | 43,969   |
|   | 214,495  | 202,958  | 228,510      | 215,679  |
| Accounts receivable from related parties: |          |          | ·            |          |
| Entities related to management            | 2,138    | 2,548    | 2,138        | 2,548    |
|   | 2,138    | 2,548    | 2,138        | 2,548    |
| Impairment of trade accounts receivable:  |          |          |              |          |
| Allowance for doubtful accounts           | (3,522)  | (2,848)  | (3,522)      | (2,848)  |
|   | (3,522)  | (2,848)  | (3,522)      | (2,848)  |
|   | 213,111  | 202,658  | 227,126      | 215,379  |
|   |          |          |              |          |

Management understands that allowance for doubtful accounts is sufficient to cover probable losses in the settlement of accounts receivable considering the situation of each client and respective guarantees offered. Its amount represents the estimate of risk of non-realization of overdue receivables under the analysis of the manager in charge.

The formation and write-off of the allowance to accounts receivable are recorded in income (loss) as business expenses.

# a) Breakdown of accounts receivable by maturity age with provisioned and not provisioned classification

|                               | Parent Company   |   |   |                                 |                      |   |   |                                 |
|-------------------------------|------------------|---|---|---------------------------------|----------------------|---|---|---------------------------------|
|                               | June 30,<br>2017 | Outstanding trade notes not provisioned for | Overdue trade notes not provisioned for | Allowance for doubtful accounts | December<br>31, 2016 | Outstanding trade notes not provisioned for | Overdue trade notes not provisioned for | Allowance for doubtful accounts |
| Neither past due nor impaired | 209,520          | 209,019                                     | -                                       | 501                             | 191,258              | 191,258                                     | -                                       | -                               |
| Up to 30 days overdue         | 2,137            | -   | 1,964                                   | 173                             | 5,733                | -   | 5,733                                   | -                               |
| 31 to 90 days overdue         | 1,515            | -   | 1,330                                   | 185                             | 2,011                | -   | 1,908                                   | 103                             |
| 91 to 180 days overdue        | 814              | -   | 125                                     | 689                             | 1,251                | -   | 824                                     | 427                             |
| 181 to 360 days overdue       | 1,705            | -   | 662                                     | 1,043                           | 4,388                |   | 2,904                                   | 1,484                           |
| More than 360 days overdue    | 942              | -   | 11                                      | 931                             | 865                  | -   | 31                                      | 834                             |
|                               | 216,633          | 209,019                                     | 4,092                                   | 3,522                           | 205,506              | 191,258                                     | 11,400                                  | 2,848                           |

|                               | Consolidated     |   |   |                                 |                      |   |   |                                 |
|-------------------------------|------------------|---|---|---------------------------------|----------------------|---|---|---------------------------------|
|                               | June 30,<br>2017 | Outstanding<br>trade notes not<br>provisioned for | Overdue trade<br>notes not<br>provisioned for | Allowance for doubtful accounts | December<br>31, 2016 | Outstanding<br>trade notes not<br>provisioned for | Overdue trade<br>notes not<br>provisioned for | Allowance for doubtful accounts |
| Neither past due nor impaired | 222,587          | 222,086   | -   | 501                             | 203,154              | 203,154   | -   | -                               |
| Up to 30 days overdue         | 2,470            | -   | 2,297   | 173                             | 6,144                | -   | 6,144   | -                               |
| 31 to 90 days overdue         | 1,961            | -   | 1,776   | 185                             | 2,191                | -   | 2,088   | 103                             |
| 91 to 180 days overdue        | 842              | -   | 153   | 689                             | 1,298                | -   | 871   | 427                             |
| 181 to 360 days overdue       | 1,846            | -   | 803   | 1,043                           | 4,570                |   | 3,086   | 1,484                           |
| More than 360 days overdue    | 942              | -   | 11  | 931                             | 870                  | -   | 36  | 834                             |
|                               | 230,648          | 222,086   | 5,040   | 3,522                           | 218,227              | 203,154   | 12,225  | 2,848                           |

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# Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

The Company's receivables constitute a guarantee of some of the loans and financings obtained, as described in Note 22. Its sum is calculated based on a percentage of the residual balance of the debt. On June 30, 2017, the total amount of accounts receivable pledged as collateral was R\$ 68,277 (R\$ 83,642 on December 31, 2016).

## 9 Inventories

|  | Parent Company   |                      | Conso            | lidated              |
|--|------------------|----------------------|------------------|----------------------|
|  | June 30,<br>2017 | December<br>31, 2016 | June 30,<br>2017 | December<br>31, 2016 |
| Finished goods   | 152,517          | 152,789              | 152,705          | 153,064              |
| Work in progress   | 5,968            | 6,279                | 5,968            | 6,279                |
| Raw materials and consumables                            | 30,428           | 31,693               | 30,428           | 31,693               |
| Provision for valuation of inventory at realizable value | (8,880)          | (9,496)              | (8,880)          | (9,496)              |
| Imports in transit                                       | 1,718            | 4,340                | 1,718            | 4,340                |
|  | 181,751          | 185,605              | 181,939          | 185,880              |

# 10 Advance to suppliers

|                 | Parent ( | Company  | Consolidated |          |  |
|-----------------|----------|----------|--------------|----------|--|
|                 | June 30, | December | June 30,     | December |  |
|                 | 2017     | 31, 2016 | 2017         | 31, 2016 |  |
| Domestic market | 2,758    | 2,428    | 1,043        | 2,040    |  |
| Overseas market | 1,275    | 597      | 1,275        | 597      |  |
|                 | 4,033    | 3,025    | 2,318        | 2,637    |  |

## 11 Recoverable taxes

|                | Parent (         | Company              | Consolidated     |                      |  |
|----------------|------------------|----------------------|------------------|----------------------|--|
|                | June 30,<br>2017 | December<br>31, 2016 | June 30,<br>2017 | December<br>31, 2016 |  |
| Current        |                  |                      |                  |                      |  |
| ICMS           | 5,974            | 8,060                | 6,443            | 8,524                |  |
| IPI (a)        | 2,569            | 1,948                | 2,917            | 2,295                |  |
| IRRF/CSRF      | 1,023            | -                    | 1,069            | -                    |  |
| IRPJ/CSLL      | 4,123            | 4,330                | 4,201            | 5,017                |  |
| PIS/COFINS (b) | 8,735            | -                    | 9,430            | 427                  |  |
| INSS           | -                | 2,496                | -                | 2,496                |  |
| Other          | 177              | 109                  | 319              | 320                  |  |
|                | 22,601           | 16,943               | 24,379           | 19,079               |  |
| Non-current *  |                  |                      |                  |                      |  |
| ICMS           | 3,040            | 3,051                | 3,040            | 3,051                |  |
| PIS/COFINS     | 2,692            | 3,073                | 2,692            | 3,073                |  |
|                | 5,732            | 6,124                | 5,732            | 6,124                |  |
|                |                  |                      |                  |                      |  |

<sup>\*</sup> Taxes recoverable on acquisitions of property, plant and equipment.

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## Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

#### a) Reduction of IPI rate percentages

The decrease in percentages of the rates of IPI (excise tax) levied on the products produced and sold by the Company is permitted by Decree no. 8950 issued December 29, 2016, which establishes a zero rate for Excise Tax - IPI of the sector for an indefinite period. This measure originates credits that are used on a quarterly basis to offset federal taxes.

## b) Semiannual payment of Pis

In May 2017 the Company recognized the recoverable asset referring to the semiannual payment of PIS of R\$ 8,735. The recognition is based on the final and unappealable decision dated May 26, 2017, by which the Company obtained a favorable decision at the Federal High Court - STF to recover overpayments of Pis. The Company is making arrangements for the offsetting requirements.

## 12 Credits with other related parties

Between 2001 and 2003 the Company acquired from its related party Refinadora Catarinense S.A. ("Refinadora") tax credits against the National Treasury achieved under a Writ of Mandamus claiming the right to reimbursement of IPI Credit Premiums. The Company used such credited for the settlement of federal taxes. As provided for in the contract between the parties, in the event these credits are not validated by the National Treasury, "Refinadora" should refund the Company.

The Federal Supreme Court made a pronouncement in mid-2009 defining the nullifying milestone of this incentive on October 4, 1990, abolishing the pretensions of use of this credit. Given this fact the Company adhered to the payment scheduling provided for in Law 11941/09, then including the debt resulting from the use of the credit acquired from "Refinadora".

It is emphasized that "Refinadora" had already entered into a contract with the Company guaranteeing the reimbursement of the amounts used. The aforesaid guarantee was provided with credits also originated on the 'IPI premium credit' tax benefit, of calculation period prior to October 04, 1990, running in the Federal Courts of the Federal District, with award calculation decision handed down and favorable to Refinadora.

At the time of adhesion to the payment scheduling of Law 11,941/09, the Company and "Refinadora" signed an instrument confirming such credits as a guarantee, and as suitable to cover all the tax debts payable in installments. On June 30, 2017, these credits that also originate in proceeding 87.00.00967-9, represent R\$ 92,449 (R\$ 89,423 on December 31, 2016) and are restated by the SELIC rate, according to the contract.

It should be mentioned that the pledged credits have already become court-ordered debt payment. In fact, the Company received 4 installments out of a total of 10 annual installments, as provided for in the contract. Receipts occurred in August 2011, March 2013, and April 2014 and December 2015, in the amounts of R\$ 8,505, R\$ 9,824, R\$ 9,995 and R\$ 10,000, respectively. The amount of R\$ 2,167 was also received in September 2016, on top of instalment 04. Instalments 05 and 06 have now been deposited for Refinadora, although the pass-through depends on the release permit, which is in progress.

Refinadora Catarinense S/A was a parent company in the past and currently has shareholders in common, and remains financially liable for the performance of the obligation.

#### 13 Judicial deposits

The Company and its subsidiaries are parties involved in labor, civil and labor lawsuits (see Note 26) and are discussing these issues in both the administrative and judicial scopes and, when applicable, said

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## Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

lawsuits are backed by judicial deposits. These are recorded at the original value restated by the indices relating to the basic remuneration of the savings account, TR (reference rate) + 0.5%.

The judicial deposits are presented according to the nature of the corresponding actions:

|              | Parent C         | Company              | Conso            | lidated              |
|--------------|------------------|----------------------|------------------|----------------------|
|              | June 30,<br>2017 | December<br>31, 2016 | June 30,<br>2017 | December<br>31, 2016 |
| Civil (a)    | 73,537           | 69,043               | 73,537           | 69,061               |
| Labor<br>Tax | 8,032<br>5,743   | 8,111<br>4,539       | 8,032<br>5,773   | 8,111<br>4,570       |
|              | 87,312           | 81,693               | 87,342           | 81,742               |

a) Following the unilateral untimely decision by the supplier SC Gás to suspend the discount from the monthly amount of gas contracted, a benefit established as a loyalty plan, the Company filed suit, claiming the continuation of this benefit, obtaining an injunction so that the discounted amounts are placed in a court deposit.

#### 14 Receivables from Eletrobrás

The Company filed a lawsuit against Centrais Elétricas Brasileira S/A - Eletrobrás aiming at the reimbursement of the compulsory loan paid through the electricity bills between the years 1977 and 1993, based on Law 4156/62.

This proceeding was ruled to have grounds in 2005, and in 2006 the Company filed the enforcement proceeding and recognized the amount calculated by the court expert, restating it by the INPC (National Consumer Price Index) plus 12% p.a. After this period the calculation was subject to revisions conducted by the accounting experts of the federal courts.

In 2014, Eletrobrás was ordered to pay out R\$ 35,395 calculated by the experts and valid as of August 2013. The Company contested the decision, requesting the calculations be changed and the criteria established to quantify the award amount due to disagreements between the parties. Based on the situation, in July 2014 the Company decided to stop restating the asset until a new decision about the value and criteria used in this process, maintaining the restated carrying amount at R\$ 48,621.

After the enforcement of the award had been made final and unappealable in August 2014, an accounting expert was hired to quantify the credit, which will be subject to a future enforcement proceeding. The figure produced by the expert report was R\$ 16,413 less than that recognized by the Company. The balance was written off in 2016, and restatement of R\$ 9,562 was reversed against finance income and R\$ 6,851 recognized in other operating expenses. The Company therefore opted to stop restating the balance due to uncertainty about which rate to use, maintaining the value of the asset as of June 30, 2017 at R\$ 32,208 (R\$ 32,208 as of December 31, 2016).

#### 15 Income and social contribution taxes

## a) Income and social contribution taxes on profit

Recoverable and payable deferred income and social contribution is broken down as follows:

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# Notes to the interim financial statements as of June 30, 2017 In thousands of reais, except when stated otherwise

|                     | Current Assets |          |              | Current Liabilities |                |          |              |          |
|---------------------|----------------|----------|--------------|---------------------|----------------|----------|--------------|----------|
|                     | Parent (       | Company  | Consolidated |                     | Parent Company |          | Consolidated |          |
|                     | June 30,       | December | June 30,     | December            | June 30,       | December | June 30,     | December |
|                     | 2017           | 31, 2016 | 2017         | 31, 2016            | 2017           | 31, 2016 | 2017         | 31, 2016 |
| Income tax          | 2,912          | 4,137    | 2,986        | 4,716               | -              | -        | (1,545)      | (227)    |
| Social contribution | 1,211          | 193      | 1,215        | 301                 | -              | -        | (560)        | (84)     |
|                     | 4,123          | 4,330    | 4,201        | 5,017               | -              | -        | (2,105)      | (311)    |

Taxes are presented net, in assets or liabilities, in case there is a legal right to offset current tax assets and liabilities.

#### b) Deferred income and social contribution taxes

The amounts of deferred income tax and social contribution for the parent company and consolidated are as follow:

|  | Parent Company |          | Conso    | lidated  |
|--|----------------|----------|----------|----------|
|  |                |          |          |          |
|  | June 30,       | December | June 30, | December |
|  | 2017           | 31, 2016 | 2017     | 31, 2016 |
| Tax loss carryforwards                                   | 8,497          | 7,393    | 8,492    | 11,741   |
| Temporary differences assets                             | 26,753         | 35,295   | 27,280   | 35,300   |
| Exchange variance on cash basis                          | 4,294          | 6,207    | 4,294    | 6,207    |
| Provision for adjustment to market value                 | 2,144          | 2,494    | 2,144    | 2,494    |
| Provision for contingencies                              | 8,061          | 8,914    | 8,061    | 8,914    |
| Provision for PIS and COFINS with reduced ICMS base      | -              | 7,969    | -        | 7,969    |
| Provision for profit-sharing and Long-term Incentive     | 4,470          | 2,486    | 4,470    | 2,486    |
| Other temporary asset differences                        | 7,784          | 7,225    | 8,311    | 7,230    |
| Temporary differences liabilities                        | (53,814)       | (50,291) | (53,814) | (50,291) |
| Portobello previdência                                   | (1,485)        | (1,485)  | (1,485)  | (1,485)  |
| Realization of the revaluation reserve                   | (18,786)       | (19,091) | (18,786) | (19,091) |
| Eletrobrás Receivables                                   | (10,951)       | (10,951) | (10,951) | (10,951) |
| Contingent asset - Semiannual payment of Pis             | (2,970)        |          | (2,970)  |          |
| Contingent asset - IPI credit premium - stage II         | (9,635)        | (9,090)  | (9,635)  | (9,090)  |
| Adjustment to present value                              | (2,138)        | (3,187)  | (2, 138) | (3,187)  |
| Depreciation adjustment (to useful life of assets)       | (7,849)        | (6,487)  | (7,849)  | (6,487)  |
| Deferred income and social contribution liabilities, net | (18,564)       | (7,603)  | (18,042) | (3,250)  |
| Noncurrent assets  | -              | -        | 522      | -        |
| Noncurrent liabilities                                   | (18,564)       | (7,603)  | (18,564) | (3,250)  |
| Deferred income and social contribution liabilities, net | (18,564)       | (7,603)  | (18,042) | (3,250)  |

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# Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

The net changes in income tax and social contribution at June 30, 2017 were as follows:

|                                   | Parent   |              |
|-----------------------------------|----------|--------------|
|                                   | Company  | Consolidated |
| At December 31, 2016              | (7,603)  | (3,250)      |
| Tax loss carryforwards            | 1,104    | (3,249)      |
| Temporary differences assets      | (8,542)  | (8,020)      |
| Temporary differences liabilities | (3,828)  | (3,828)      |
| Revaluation reserve               | 305      | 305          |
| At June 30, 2017                  | (18,564) | (18,042)     |

The changes in deferred income tax and social contribution assets and liability balances in the period, not considering the offsetting of balances for the parent company and consolidated is as follows:

|  | Parent<br>Company | Consolidated  |
|--|-------------------|---------------|
|  | June 30,<br>2017  | June 30, 2017 |
| Deferred tax asset debited (Credited) to net income  |                   |               |
| Tax loss carryforwards                               | 1,104             | 1,104         |
| Tax credits  | -                 | (4,353)       |
| Exchange variance on cash basis                      | (1,913)           | (1,913)       |
| Provision for adjustment to market value             | (350)             | (350)         |
| Provision for contingencies                          | (853)             | (853)         |
| Provision for PIS and COFINS with reduced ICMS base  | (7,969)           | (7,969)       |
| Provision for profit-sharing and Long-term Incentive | 1,984             | 1,984         |
| Other temporary asset differences                    | 559               | 1,081         |
|  | (7,438)           | (11,269)      |
| Realization of the revaluation reserve               | 305               | 305           |
| Contingent asset - Semiannual payment of Pis         | (2,970)           | (2,970)       |
| Contingent asset - IPI credit premium - stage II     | (545)             | (545)         |
| Adjustment to present value                          | 1,049             | 1,049         |
| Depreciation adjustment (to useful life of assets)   | (1,362)           | (1,362)       |
|  | (3,523)           | (3,523)       |
|  | (10,961)          | (14,792)      |

## Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

#### c) Income and social contribution taxes, income (loss)

Income and social contribution tax expenses are as follow:

## Changes in the 2<sup>nd</sup> quarter

|  | Parent Co | ompany   | Consoli   | dated    |
|--|-----------|----------|-----------|----------|
|  | June 30,  | June 30, | June 30,  | June 30, |
|  | 2017      | 2016     | 2017      | 2016     |
| Net income before income                                   | 27,723    | (2,062)  | 30,166    | 1,833    |
| Tax calculated at the statutory rates - 34%                | (9,426)   | 701      | (10, 256) | (623)    |
| Equity income of subsidiaries                              | 3,265     | 2,399    | -         | -        |
| Expenses nondeductible for tax purposes                    | 306       | 1,787    | 306       | 1,685    |
| Depreciation of revalued assets                            | (153)     | (154)    | (153)     | (309)    |
| Tax credits on tax losses and temporary differences        | 6,008     | (4,733)  | 7,668     | (4,642)  |
| Current income tax for the year                            | -         | -        | (2,435)   | (3,889)  |
| Recording of deferred income and social contribution taxes | (5,855)   | 6,096    | (5,855)   | 6,096    |
| Income tax and social contribution expenses                | (5,855)   | 6,096    | (8,290)   | 2,207    |
| Effective rate   | 21.1%     | -        | 27.5%     | -        |
|  |           |          |           |          |

## Changes in the 1st half

|  | Parent C         | ompany           | Consol           | idated           |
|--|------------------|------------------|------------------|------------------|
|  | June 30,<br>2017 | June 30,<br>2016 | June 30,<br>2017 | June 30,<br>2016 |
| Net income before income                                   | 52,693           | (11,506)         | 57,598           | (5,126)          |
| Tax calculated at the statutory rates - 34%                | (17,915)         | 3,912            | (19,583)         | 1,743            |
| Equity income of subsidiaries                              | 6,334            | 3,887            | -                | -                |
| Nondeductible expenses                                     | 620              | 1,684            | 620              | 1,582            |
| Depreciation of revalued assets                            | (305)            | (308)            | (305)            | (463)            |
| Tax credits on tax losses and temporary differences        | 11,266           | (10,325)         | 14,379           | (10,382)         |
| Current income tax for the year                            | -                | (1,150)          | (4,889)          | (7,520)          |
| Recording of deferred income and social contribution taxes | (10,961)         | 10,466           | (10,961)         | 10,466           |
| Income tax and social contribution expenses                | (10,961)         | 9,316            | (15,850)         | 2,946            |
| Effective rate   | 20.8%            | -                | 27.5%            | -                |

#### 16 Tax assets

The Company has a lawsuit claiming the recognition of tax benefits entitled 'IPI premium credit', in different calculation periods. Proceeding no. 1987.0000.645-9 referring to the period from April 01, 1981 to April 30, 1985, already having a decision in favor of the Company, is in the award calculation stage with the amounts already determined by the accounting unit of the federal courts. the amount recognized in November 2009, restated as of June 30, 2017 is R\$ 21,033 (R\$ 19,843 as of December 31, 2016).

This concerns proceeding 1984.00.020114-0 for the period December 7, 1979 to March 31, 1981. After a final and unappealable decision was delivered more than 10 years ago, the settlement and enforcement of the decision commenced, for which an expert report was prepared by a legal expert. The parties were notified of the amount calculated to state whether or not they accepted the expert calculation. The Company agreed with the calculations presented. The government, represented by the Prosecutions

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Department of the Ministry of Finance, did not state its position, thereby leading to tacit acceptance and preclusion. The case has therefore been sent the judge for sentencing and can no longer be contested. In 2015 the Company recognized the amount calculated by the legal expert of R\$ 4,983. As the company believes that victory in this case is a foregone conclusion, it recorded the tax asset in June 2015, which restated up to June 30, 2017 stands at R\$ 7,304 (R\$ 6,891 as of December 31, 2016).

The tax asset as of June 30, 2017 is R\$ 28,337 (R\$ 26,735 as of December 31, 2016).

## 17 Contingent assets

The contingent assets refer to lawsuit 1998.34.00.029022-4 and also involve the recognition of tax benefits entitled 'IPI premium credit'. Consequently, proceeding No. 1998.34.00.029022-4 was settled by a judgment made final and unappealable in March 2015. The company is enforcing the award. Souza Cescon Barrieu & Flesch law firm, which was asked to assess the value of the lawsuit credits stated, estimated the Company's right against the Brazilian Federal Government as R\$ 112,736, as of February 2012. These amounts are not recorded as they do not meet the recognition criteria established by CPC 25 - Provisions, Contingent Liabilities and Contingent Assets.

#### 18 Investment

## a) Interest in subsidiaries

The Company is the parent of five businesses and investments are recorded in non-current assets under the heading "Equity in the income of subsidiaries and associated companies" and in liabilities as "Provision for loss on investments".

|                                      | Country of incorporation | Percentage interest | Assets | Liabilities | Revenue | Net<br>income |
|--------------------------------------|--------------------------|---------------------|--------|-------------|---------|---------------|
| At December 31, 2016                 |                          |                     |        |             |         |               |
| Portobello América Inc.              | USA                      | 100.00%             | 83     | 66,730      | -       | (161)         |
| PBTech Ltda.                         | Brazil                   | 99.94%              | 11,437 | 10,718      | 61,652  | 3,268         |
| Portobello Shop S/A                  | Brazil                   | 99.90%              | 22,546 | 22,066      | 64,165  | 15,893        |
| Mineração Portobello Ltda.           | Brazil                   | 99.76%              | 1,958  | 1,713       | 8,764   | 547           |
| Companhia Brasileira de Cerâmica S/A | Brazil                   | 98.00%              | 1,654  | 9,801       | (67)    | 2,994         |
| At June 30, 2017                     |                          |                     |        |             |         |               |
| Portobello América Inc. et al        | US                       | 100.00%             | 65     | 67,747      | -       | (29)          |
| PBTech Ltda.                         | Brazil                   | 99.94%              | 11,470 | 8,354       | 29,250  | 2,397         |
| Portobello Shop S/A                  | Brazil                   | 99.90%              | 37,353 | 20,839      | 30,712  | 16,034        |
| Mineração Portobello Ltda.           | Brazil                   | 99.76%              | 1,887  | 1,422       | 4,510   | 220           |
| Companhia Brasileira de Cerâmica S/A | Brazil                   | 99.91%              | 2,121  | 2           | -       | 8             |

The subsidiaries are closely-held companies, where the parent company's stake in the assets, liabilities and income for the period is as follows:

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## Notes to the interim financial statements as of June 30, 2017

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|  |                     |                |                     |                      |                   | Change in       |               |                 |                  |
|--|---------------------|----------------|---------------------|----------------------|-------------------|-----------------|---------------|-----------------|------------------|
|  | Shareholders equity | for the period | Percentage interest | December<br>31, 2016 | Exchange variance | Capital payment | Equity income | equity interest | June 30,<br>2017 |
| Investment                               |                     | _              |                     |                      |                   |                 | ,             |                 | ,                |
| Portobello América Inc. et al            | (67,682)            | (29)           | 100%                | (66,647)             | (1,006)           | -               | (29)          | -               | (67,682)         |
| PBTech Ltda.                             | 3,118               | 2,398          | 99.94%              | 719                  | -                 | -               | 2,397         | -               | 3,116            |
| Portobello Shop S.A.                     | 16,531              | 16,050         | 99.90%              | 480                  | -                 | -               | 16,034        | -               | 16,514           |
| Mineração Portobello Ltda.               | 466                 | 221            | 99.76%              | 245                  | -                 | -               | 220           | -               | 465              |
| Companhia Brasileira de Cerâmica S/A     | 2,126               | 8              | 99.91%              | (7,868)              | -                 | 10,145          | 8             | (161)           | 2,124            |
| Other                                    | 10                  |                |                     | 10                   | -                 | -               | -             |                 | 10               |
| Total net investment in subsidiaries     |                     |                |                     | (73,061)             | (1,006)           | 10,145          | 18,630        | (161)           | (45,453)         |
| Interest in subsidiaries                 |                     |                |                     | 1,454                |                   |                 | .,            |                 | 22,229           |
| Provision for devaluation of investments |                     |                |                     | (74,515)             |                   |                 |               | •               | (67,682)         |

#### b) Advance for future capital increase

Pursuant to the Extraordinary General Meeting held June 23, 2017, PBG paid in capital of R\$ 10,145 at the subsidiary Companhia Brasileira de Cerâmica, amount deriving from the existing AFAC. The remaining balance of R\$ 3,831 was settled by assigning deferred tax credits.

## 19 Property, plant and equipment

#### a) Breakdown

|  | <del>-</del>                              |         | Parent Con               | npany     |                      | Consc            | lidated              |
|--|---|---------|--------------------------|-----------|----------------------|------------------|----------------------|
|  |   |         | June 30, 2017            |           | December<br>31, 2016 | June 30,<br>2017 | December<br>31, 2016 |
|  | Average<br>annual<br>depreciation<br>rate | Cost    | Accumulated depreciation | Net value | Net value            | Net value        | Net value            |
| Land                                   |   | 12,141  | -                        | 12,141    | 12,141               | 13,062           | 13,062               |
| Buildings, Civil Works and Improvement | 3%  | 203,119 | (38,695)                 | 164,424   | 167,914              | 159,879          | 164,634              |
| Machinery and equipment                | 15%                                       | 518,596 | (292,852)                | 225,744   | 236,675              | 225,745          | 236,676              |
| Furniture and fixtures                 | 10%                                       | 9,452   | (8,281)                  | 1,171     | 1,261                | 1,185            | 1,277                |
| Computers                              | 20%                                       | 19,007  | (15,711)                 | 3,296     | 3,880                | 3,304            | 3,893                |
| Other PPE in progress                  | 20%                                       | 208     | (191)                    | 17        | 22                   | 10,516           | 10,353               |
| Construction in progress               |   | 11,469  | -                        | 11,469    | 3,363                | 12,869           | 3,453                |
|  |   | 773,992 | (355,730)                | 418,262   | 425,256              | 426,560          | 433,348              |

In 2010, upon the initial adoption of international CPC standards 37 and IFRS 1, as well as the adoption of CPC 43 and ICPC 10, the Company adopted the option to use the fixed asset revaluation made in 2006 as deemed cost, understanding that the same represented substantially the fair value at the date of transition (see note 30c)).

As provided for in Technical Interpretation ICPC 10 of the Committee of Accounting Pronouncements, approved by Deliberation CVM no. 619/09 and effective as of 01/01/09, the Company reviewed and altered the economic useful life of its fixed assets in 2008, based on the Technical Report issued by the Company's engineers, and since then, periodically conducts reviews of rates, and the last change was in 2016.

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# b) Changes in the property, plant and equipment

|                            |                   |          |           |          | Paren            | Company     |          |           |                |                  |
|----------------------------|-------------------|----------|-----------|----------|------------------|-------------|----------|-----------|----------------|------------------|
|                            | Decem<br>r 31, 20 |          | itions T  | ransfers | Deprecia<br>tior |             |          |           | orecia<br>tion | June 30,<br>2017 |
| Land                       | 12,14             | <u> </u> | -         | _        | -                | 12,141      |          | -         |                | 12,141           |
| Buildings and improvements | 164,85            | 53       | -         | 10,050   | (6,989           |             |          | - (3      | ,490)          | 164,424          |
| Machinery and equipment    | 224,66            | 35       | 696       | 34,627   | (23,313          | 236,675     | 3        | 196 (11   | ,327)          | 225,744          |
| Furniture and fixtures     | 1,41              | 18       | -         | 37       | (194             | 1,261       |          | 7         | (97)           | 1,171            |
| Computers                  | 4,12              | 23       | 389       | 597      | (1,229           | 3,880       |          | 32        | (616)          | 3,296            |
| Other PPE in progress      | 3                 | 30       | -         | -        | (8               | ) 22        |          | -         | (5)            | 17               |
| Construction in progress   | 29,44             | 19 19    | 9,225     | (45,311) | -                | 3,363       | 8,1      | 106       | -              | 11,469           |
|                            | 436,67            | 79 20    | 0.310     | _        | (31,733          | 425,256     | 8.5      | 541 (15   | ,535)          | 418,262          |
|                            |                   |          | - , -     |          | (- ,             | , -,        |          |           |                |                  |
| <del>-</del>               |                   |          |           |          | Consc            | lidated     |          |           |                | -                |
| =                          |                   |          |           |          |                  |             |          |           |                |                  |
| ו                          | December          |          |           | Deprecia | Write-           | December    |          |           | Deprecia       | June 30,         |
| _                          | 31, 2015 Ac       | dditions | Transfers | tion     | offs             | 31, 2016 Ad | lditions | Transfers | tion           | 2017             |
| Land                       | 13,062            | -        | -         | -        | -                | 13,062      |          | -         | -              | 13,062           |
| Buildings and improvements | 163,773           | -        | 10,050    | (9,189)  | -                | 164,634     | -        | -         | (4,755)        | 159,879          |
| Machinery and equipment    | 224,665           | 697      | 34,627    | (23,313) | -                | 236,676     | 396      | -         | (11,327)       | 225,745          |
| Furniture and fixtures     | 1,440             | -        | 37        | (197)    | (3)              | 1,277       | 7        | -         | (99)           | 1,185            |
| Computers                  | 4,147             | 396      | 591       | (1,241)  | -                | 3,893       | 33       | -         | (622)          | 3,304            |
| Other PPE in progress      | 5,494             | -        | 5,038     | (8)      | (171)            | 10,353      | -        | 168       | (5)            | 10,516           |
| Construction in progress   | 31,613            | 22,183   | (50,343)  |          |                  | 3,453       | 9,584    | (168)     |                | 12,869           |
| _                          | 444,194           | 23,276   | -         | (33,948) | (174)            | 433,348     | 10,020   | -         | (16,808)       | 426,560          |

The sums of depreciation were recorded as cost of products sold, business expenses and administrative expenses as follows:

|                        | Parent C         | ompany           | Consol           | idated           | Parent C         | ompany           | Consolidated     |                  |  |
|------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|--|
|                        |                  | 2º Qu            | arter            |                  | YTD              |                  |                  |                  |  |
|                        | June 30,<br>2017 | June 30,<br>2016 |  |
| Cost of goods sold     | 6,992            | 7,072            | 6,994            | 7,072            | 13,987           | 13,909           | 13,988           | 13,909           |  |
| Commercial expense     | 531              | 533              | 1,156            | 1,041            | 1,052            | 1,033            | 2,318            | 2,024            |  |
| Administrative expense | 247              | 253              | 250              | 256              | 496              | 507              | 502              | 510              |  |
|                        | 7,770            | 7,858            | 8,400            | 8,369            | 15,535           | 15,449           | 16,808           | 16,443           |  |

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# Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

# 20 Intangible assets

## a) Breakdown

|                            |   |        | Parent Co                | Consolidated |                      |                  |                      |
|----------------------------|---|--------|--------------------------|--------------|----------------------|------------------|----------------------|
|                            |   |        | June 30, 2017            |              | December<br>31, 2016 | June 30,<br>2017 | December<br>31, 2016 |
|                            | Average<br>annual<br>amortization<br>rate | Cost   | Accumulated amortization | Net value    | Net value            | Net value        | Net value            |
| Patents and trademarks     | -   | 150    | -                        | 150          | 150                  | 150              | 150                  |
| Software                   | 20%                                       | 20,311 | (14,475)                 | 5,836        | 6,598                | 5,836            | 6,598                |
| Mine exploration right     | 20%                                       | 1,000  | (1,000)                  | -            | -                    | 511              | 729                  |
| Goodwill                   | -   | -      | -                        | -            | -                    | 8,059            | 6,831                |
| Software under development | -   | 1,373  | -                        | 1,373        | 653                  | 1,373            | 653                  |
| Management system (a)      | 21%                                       | 18,886 | (15,132)                 | 3,754        | 5,592                | 3,754            | 5,592                |
|                            |   | 41,720 | (30,607)                 | 11,113       | 12,993               | 19,683           | 20,553               |

(a) Expenses incurred on acquiring and implementing business management systems, represented primarily by the Oracle, WMS, Demantra and Inventory Optimization systems and by the developments carried out in the value chain management process.

## b) Change in intangible assets

|                            | Parent Company       |           |               |          |                |                      |           |               |                  |  |  |  |
|----------------------------|----------------------|-----------|---------------|----------|----------------|----------------------|-----------|---------------|------------------|--|--|--|
|                            | December<br>31, 2015 | Additions | Amortizat ion | Transfer | Write-<br>offs | December<br>31, 2016 | Additions | Amortizat ion | June 30,<br>2017 |  |  |  |
| Patents and trademarks     | 150                  | -         | -             | -        | _              | 150                  | -         | -             | 150              |  |  |  |
| Software                   | 2,032                | 548       | (1,172)       | 5,190    | -              | 6,598                | 50        | (812)         | 5,836            |  |  |  |
| Mine exploration right     | 773                  | -         | (29)          | -        | (744)          | -                    | -         | -             | -                |  |  |  |
| Software under development | 5,315                | 528       | -             | (5,190)  | -              | 653                  | 720       | -             | 1,373            |  |  |  |
| Management system          | 9,540                | -         | (3,948)       | -        | -              | 5,592                | -         | (1,838)       | 3,754            |  |  |  |
|                            | 17,810               | 1,076     | (5,149)       | -        | (744)          | 12,993               | 770       | (2,650)       | 11,113           |  |  |  |

|                            |                      | Consolidated |                  |          |                |                      |           |                  |                  |  |  |  |
|----------------------------|----------------------|--------------|------------------|----------|----------------|----------------------|-----------|------------------|------------------|--|--|--|
|                            | December<br>31, 2015 | Additions    | Amortizati<br>on | Transfer | Write-<br>offs | December<br>31, 2016 | Additions | Amortizati<br>on | June 30,<br>2017 |  |  |  |
| Patents and trademarks     | 150                  | -            | -                | -        | -              | 150                  | -         | -                | 150              |  |  |  |
| Software                   | 2,032                | 548          | (1,172)          | 5,190    | -              | 6,598                | 50        | (812)            | 5,836            |  |  |  |
| Mine exploration right     | 1,164                | 745          | (436)            | -        | (744)          | 729                  | -         | (218)            | 511              |  |  |  |
| Goodwill                   | 7,039                | -            | -                | -        | (208)          | 6,831                | 1,228     | -                | 8,059            |  |  |  |
| Software under development | 5,315                | 528          | -                | (5,190)  | -              | 653                  | 720       | -                | 1,373            |  |  |  |
| Management system          | 9,540                | -            | (3,948)          | -        | -              | 5,592                | -         | (1,838)          | 3,754            |  |  |  |
|                            | 25,240               | 1,821        | (5,556)          | -        | (952)          | 20,553               | 1,998     | (2,868)          | 19,683           |  |  |  |

The amounts of amortization were recorded as cost of products sold, business expenses and administrative expenses as follows:

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## Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

|                        | Parent Co | Parent Company |          | Consolidated |          | Parent Company |          | idated   |  |
|------------------------|-----------|----------------|----------|--------------|----------|----------------|----------|----------|--|
|                        |           | 2º Quarter     |          |              |          | YTD            |          |          |  |
|                        | June 30,  | June 30,       | June 30, | June 30,     | June 30, | June 30,       | June 30, | June 30, |  |
|                        | 2017      | 2016           | 2017     | 2016         | 2017     | 2016           | 2017     | 2016     |  |
| Cost of goods sold     | 202       | 173            | 310      | 283          | 397      | 324            | 615      | 512      |  |
| Commercial expense     | 692       | 704            | 692      | 704          | 1,390    | 1,408          | 1,390    | 1,408    |  |
| Administrative expense | 431       | 385            | 431      | 385          | 863      | 770            | 863      | 770      |  |
|                        | 1,325     | 1,262          | 1,433    | 1,372        | 2,650    | 2,502          | 2,868    | 2,690    |  |

## c) Projection for the amortization of intangible assets - Consolidated:

|                        | 2017  | 2018  | 2019  | 2020  | 2021 to<br>2023 | Total  |
|------------------------|-------|-------|-------|-------|-----------------|--------|
| Software               | 815   | 1,600 | 1,591 | 1,443 | 387             | 5,836  |
| Mine exploration right | 220   | 26    | 26    | 26    | 213             | 511    |
| Management system      | 1,837 | 1,917 | -     | -     | -               | 3,754  |
|                        | 2,872 | 3,543 | 1,617 | 1,469 | 600             | 10,101 |

The brands and patents, goodwill and software items under development in the total amount of R\$ 9,582 did not undergo amortization due to their undefined useful life. However, they are subject to impairment, as described in main accounting policies disclosed in financial statements for the end of the year.

#### 21 Trade payables and loan assignment

## a) Trade payables

|                     | Parent Company   |                      | Conso            | lidated              |
|---------------------|------------------|----------------------|------------------|----------------------|
|                     | June 30,<br>2017 | December<br>31, 2016 | June 30,<br>2017 | December<br>31, 2016 |
| Domestic sales      | 99,061           | 89,220               | 101,425          | 93,592               |
| Overseas sales      | 6,771            | 9,337                | 6,771            | 9,337                |
| Current             | 105,832          | 98,557               | 108,196          | 102,929              |
| Domestic market (i) | 73,465           | 68,990               | 73,465           | 68,990               |
| Noncurrent          | 73,465           | 68,990               | 73,465           | 68,990               |
|                     | 179,297          | 167,547              | 181,661          | 171,919              |

<sup>(</sup>i) Provision for payment to gas supplier as a result of the matter mentioned in note 13

## b) Supplier credit assignment

The Company made supplier credit assignments with tier-one financial institutions amounting to R\$ 22,409 as of June 30, 2017 and R\$ 21,522 as of December 31, 2016, in order to provide its partner suppliers more attractive credit facilities in order to maintain commercial relations.

The payment terms and prices negotiated with the suppliers in these transactions remained unchanged.

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# Notes to the interim financial statements as of June 30, 2017 In thousands of reais, except when stated otherwise

#### 22 Loans, financings, and debentures

#### Loans and financing a)

|                                       |          |            |                          | Parent C | Company  | Conso    | lidated  |
|---------------------------------------|----------|------------|--------------------------|----------|----------|----------|----------|
|                                       | Currency | Maturities | Charges                  | June 30, | December | June 30, | December |
|                                       |          |            |                          | 2017     | 31, 2016 | 2017     | 31, 2016 |
| Current                               |          |            |                          |          |          |          |          |
| Financial lease (a)                   | R\$      | May/2018   | 11.48% p.a.              | 751      | 782      | 751      | 782      |
| Banco do Nordeste S.A (b)             | R\$      | Jun/2025   | 3.00% p.a.               | 9,793    | 9,801    | 9,793    | 9,801    |
| Law 4131 (c)                          | R\$      | Dec/2017   | 11.74% p.a.              | 7,191    | 14,387   | 7,191    | 14,387   |
| NCE (d)                               | R\$      | May/2019   | 11.77% p.a. <sup>1</sup> | 77,346   | 88,543   | 77,346   | 88,543   |
| Prepayment (e)                        | USD      | May/2018   | 5.70% p.a.+VC            | 4,141    | 4,083    | 4,141    | 4,083    |
| PRODEC (f)                            | R\$      | Mar/2021   | 4.00% p.a. <sup>1</sup>  | 19,098   | 10,897   | 19,098   | 10,897   |
| FINEP (g)                             | R\$      | May/2021   | 8.59% p.a. <sup>1</sup>  | 18,383   | 10,161   | 18,383   | 10,161   |
| DEG (h)                               | USD      | Oct/2021   | 6.25% p.a.+VC            | 10,519   | 10,394   | 10,519   | 10,394   |
| FINAME (i)                            | R\$      | Aug/2023   | 3.00% p.a. <sup>1</sup>  | 421      | 422      | 421      | 422      |
| NCE (d)                               | USD      | Nov/2017   | 11.05% p.a.              | 11,052   | 21,779   | 11,052   | 21,779   |
| 1 <sup>st</sup> Series debentures (j) | R\$      | Nov/2022   | 13.69% p.a.              | 19,119   | 10,298   | 19,119   | 10,298   |
| 2 <sup>nd</sup> Series debentures (j) | R\$      | Nov/2020   | 13.29% p.a.              | 29,471   | 15,457   | 29,471   | 15,457   |
| Total current                         |          |            | 10.27% p.a. <sup>1</sup> | 207,285  | 197,004  | 207,285  | 197,004  |
| Total local currency                  |          |            |                          | 181,573  | 160,748  | 181,573  | 160,748  |
| Total foreign currency                |          |            |                          | 25,712   | 36,256   | 25,712   | 36,256   |
| Noncurrent                            |          |            |                          |          |          |          |          |
| Capital de giro                       | R\$      |            |                          | -        | -        | 1,134    | 1,189    |
| Arrendamento financeiro (a)           | R\$      | May/2018   | 11.48% p.a.              | -        | 349      | -        | 349      |
| Banco do Nordeste S.A (b)             | R\$      | Jun/2025   | 3.00% p.a.               | 68,463   | 73,353   | 68,463   | 73,353   |
| NCE (d)                               | R\$      | May/2019   | 11.77% p.a. <sup>1</sup> | 13,333   | 42,221   | 13,333   | 42,221   |
| Pré-pagamento (e)                     | USD      | May/2018   | 5.70% p.a.+VC            | -        | 2,037    | -        | 2,037    |
| PRODEC (f)                            | R\$      | Mar/2021   | 4.00% p.a. <sup>1</sup>  | 30,692   | 34,386   | 30,692   | 34,386   |
| FINEP (g)                             | R\$      | May/2021   | 8.59% p.a. <sup>1</sup>  | 39,571   | 20,739   | 39,571   | 20,739   |
| DEG (h)                               | USD      | Oct/2021   | 6.25% p.a.+VC            | 34,736   | 39,109   | 34,736   | 39,109   |
| FINAME (i)                            | R\$      | Aug/2023   | 3.00% p.a. <sup>1</sup>  | 2,020    | 2,230    | 2,020    | 2,230    |
| Debêntures 1ª série (j)               | R\$      | Nov/2022   | 13.69% p.a.              | 80,701   | 89,619   | 80,701   | 89,619   |
| Debêntures 2ª série (j)               | R\$      | Nov/2020   | 13.29% p.a.              | 70,311   | 84,425   | 70,311   | 84,425   |
| Total noncurrent                      |          |            | 9.16% p.a. <sup>1</sup>  | 339,827  | 388,468  | 340,961  | 389,657  |
| Total local currency                  |          |            |                          | 305,091  | 347,322  | 306,225  | 348,511  |
| Total foreign currency                |          |            |                          | 34,736   | 41,146   | 34,736   | 41,146   |
| Grand Total                           |          |            | 9.58% p.a. <sup>1</sup>  | 547,112  | 585,472  | 548,246  | 586,661  |
| Total local currency                  |          |            |                          | 486,664  | 508,070  | 487,798  | 509,259  |
| Total foreign currency                |          |            |                          | 60,448   | 77,402   | 60,448   | 77,402   |

<sup>&</sup>lt;sup>1</sup> Weighted average rate

VC - Exchange variance

# Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

## b) Contract details

|      | 2  | Date                         | Э               |                          | Term          |                          | Grace              | <u>.</u> .   |
|------|--|------------------------------|-----------------|--------------------------|---------------|--------------------------|--------------------|--|
| Note | Contract   | Disbursement                 | M aturity       | Funding                  | (months)      | Amortization             | Period<br>(months) | Guarantees   |
| (a)  | Financial lease                                  | May-15                       | May-18          | R\$ 2,192                | 36            | Monthly                  |                    | Machinery and equipment  |
| ,    | Banco do Nordeste                                | Aug-14                       | Jun-25          | R\$ 96,819               | 133           | Monthly                  | 24                 | Mortgage on property, machinery and equipment and restricted investments   |
| (b)  | Contract entered into in 09/2015 for R\$ 14,700, |                              |                 |                          |               |                          | 2014 in the a      | amount of R\$ 29,221 and the 2 $^{\rm nd}$ on01/2015 for R\$ 45,765, the 3 $^{\rm rd}$ was released in   |
| (c)  | 4131 Trade                                       | Dec-12                       | Dec-17          | R\$ 50,000               | 60            | Semi-annual              | 24                 | Receivables of Portobello SA at 50% of debit balance of contract   |
|      |  | Jan-13<br>Sep-14             | Dec-17          | R\$ 20,000<br>R\$ 10.000 | 60<br>36      | Semi-annual<br>Quarterly | 24<br>3            | Receivables of Portobello SA at 50% of debit balance of contract Clean operation   |
|      |  | Nov-14                       |                 | US\$ 15,000              | 36            | Quarterly                | 12                 | dean operation   |
|      | Export   | May-16                       |                 | R\$ 50,000               | 24            | Semi-annual              | 12                 | Receivables of Portobello SA at 15% of debit balance of contract   |
|      | Credit   | Feb-15                       |                 | R\$ 50,000               | 36            | Quarterly                | 9                  |  |
| (d)  | (NCE)  | Jun-16                       |                 | R\$ 10,000               | 36            | Quarterly                | 12                 | During amortization – (6/2/2017 to 5/24/2019) - 80% of trade notes + 20% short-  |
|      |  | Jun-16                       | May-19          | R\$ 20,000               | 36            | Quarterly                | 12                 | term investment.   |
|      | These contracts are su                           | ubject to covenant           | s, w hich hav   | e been complie           | ed w ith.     |                          | •                  |  |
| (e)  | Prepayment                                       | Jun-13                       | May-18          | US\$ 5,000               | 60            | Quarterly                | 15                 | Commercial pledge  |
|      | PRODEC   |                              |                 |                          | 48            | Bullet                   | Bullet             | -  |
| (f)  | used for calculation pu                          | rposes is the ave            | rage of the wo  | orking capital (         | 12.58% per    | annum). The def          | erred amoun        | July 2009. the balance is subject to the adjustment to present value, where the rate at 60% of the balance of the tax generated in the month that exceeds R\$ 761 netary restatement of 4% per annum and changes in the UFIR rate. |
|      |  | Jul-10                       | Sep-18          | R\$ 30,103               | 99            | Monthly                  | 24                 | Bank Guarantee   |
|      |  | All 5 financing p            | ortions have t  | been released            | by the Bank   | , as follows:            |                    |  |
| (-)  | E  | 1 - R\$ 5,000 in 0           | 7/2010, 2 - R   | \$ 5,100 in 08/          | 2010, 3 - R\$ | 3,146 in 09/2010         | ), 4 - R\$ 5,57    | 72 in 12/2012 and 5th - R\$ 11,282 in 08/2013.   |
| (g)  | Finep  | Jul-14                       | May-21          | R\$ 57,318               | 84            | Monthly                  | 24                 | Bank Guarantee   |
|      |  | Contract entered             | l into in 07/20 | 14, for R\$ 57,3         | 300, with Bar | k releasing 1 st         | financing po       | rtion of R\$ 12,627 the same month. The 2 <sup>nd</sup> portion released on 01/2016 of R\$   |
|      |  | 12,479.The 3 <sup>rd</sup> µ | portion releas  | ed on 06/2017            | of R\$ 32,06  | 4.                       |                    |  |
|      | DEG  | May-14                       | Oct-21          | US\$ 18,000              | 90            | Semi-annual              | 23                 | Machinery and equipment and commercial papers  |
| (h)  | This contract has cove                           | nants which were             | not performe    | d, although the          | Company h     | as obtained the          | waiver for 20      | 217 and the balance is maintained in noncurrent.   |
|      |  | May-13                       | May-23          | R\$ 39                   | 120           | Monthly                  | 25                 |  |
|      |  | May-13                       | Apr-23          |                          | 120           | Monthly                  | 24                 |  |
| (i)  | Finame   | Jul-13                       | Jul-23          |                          | 120           | Monthly                  | 25                 | Machinery and equipment  |
|      |  | Jul-13                       | Aug-23          |                          | 120           | Monthly                  | 26                 |  |
|      |  | Jan-14                       | Jun-23          |                          | 114           | Monthly                  | 18                 |  |
| (j)  | 1st Series debentures                            | Dec-15                       |                 | R\$ 100,000              | 83            | Semi-annual              | 24                 | Additional real and personal guarantees  |
|      | 2nd Series debentures                            | Dec-15                       |                 | R\$ 100,000              | 59            | Semi-annual              | 24                 | Additional real and personal guarantees  |
|      | For further details see                          | item (c) Debentui            | res below.      |                          |               |                          |                    |  |

As security for the other loans the company submitted mortgages, equipment, receivables of the parent company (note 8) and subsidiary (note 40) and an endorsement of the parent companies and subsidiary in addition to an inventory of finished goods worth R\$ 11,016.

The long-term loans have the following payment schedule:

|                  | Parent C                        | ompany  | Conso            | lidated              |
|------------------|---------------------------------|---------|------------------|----------------------|
| Maturing June 01 | June 30, December 2017 31, 2016 |         | June 30,<br>2017 | December<br>31, 2016 |
|                  |                                 |         |                  |                      |
| 2018             | 57,802                          | 128,921 | 58,936           | 130,110              |
| 2019             | 98,318                          | 91,419  | 98,318           | 91,419               |
| 2020             | 86,579                          | 78,367  | 86,579           | 78,367               |
| 2021 to 2025     | 97,128                          | 89,761  | 97,128           | 89,761               |
|                  | 339,827                         | 388,468 | 340,961          | 389,657              |

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## Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

The carrying amounts and the fair values of loans are presented in Reais, segregated by currency type:

Parent Company Consolidated June 30, December June 30, December 2017 31, 2016 2017 31, 2016 486,664 508,070 487,798 509,259 Reais **US Dollars** 60,448 77,402 77,402 60,448 547,112 585,472 548,246 586,661

Current loans' fair values do not present significant differences in relation to their carrying amounts, as carrying amounts are recorded at amortized cost and adjusted on a *pro rata* basis.

## c) Debentures

On November 17, 2015 the Company's Board of Directors approved the 2<sup>nd</sup> issuance of simple nonconvertible debentures in accordance with additional real and personal guarantees in two series, for public distribution, with restricted placement efforts.

|                                   | June 30,<br>2017 | December<br>31, 2016 |
|-----------------------------------|------------------|----------------------|
| Amount borrowed                   |                  |                      |
| 1 <sup>st</sup> Series debentures | 101,282          | 101,551              |
| 2 <sup>nd</sup> Series debentures | 101,244          | 101,515              |
| Gross balance                     | 202,526          | 203,066              |
| Borrowing costs                   | (2,924)          | (3,267)              |
| Net balance                       | 199,602          | 199,799              |
| Current                           | 48,590           | 25,755               |
| Noncurrent                        | 151,012          | 174,044              |

| Issuance Features      |                            |  |  |
|------------------------|----------------------------|--|--|
| Date Issued            | 2 <sup>nd</sup>            |  |  |
| Trustee                | PLANNER TRUSTEE DTVM LTDA. |  |  |
| Lead Bank              | Itaú Unibanco S.A          |  |  |
| Lead Manager           | Banco Bradesco S.A.        |  |  |
| Depositary Bank        | ITAU CV S/A                |  |  |
| Negotiation            | CETIP                      |  |  |
| Series Number          | 2                          |  |  |
| Issuance Volume R\$    | 200,000,000.00             |  |  |
| Total No. Debentures   | 2,000                      |  |  |
| Nominal Unit Value R\$ | 100,000.00                 |  |  |

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## Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

|                         | Detail of operation by series  |  |  |  |  |
|-------------------------|--|--|--|--|--|
| Series                  | 1 <sup>st</sup>  | 2 <sup>nd</sup>  |  |  |  |
| CVM Registration No     | 480  | )/09   |  |  |  |
| Assets Code             | PTBL12   | PTBL22   |  |  |  |
| Issue Date              | 11/26  | 6/2015   |  |  |  |
| Maturity Date           | 11/26/2022   | 11/26/2020   |  |  |  |
| Volume R\$              | 100,000,000.00   | 100,000,000.00   |  |  |  |
| No. Debentures          | 1,000  | 1,000  |  |  |  |
| Nominal Unit Value R\$  | 100,000.00   | 100,000.00   |  |  |  |
| Form                    | Registered an  | d book-entered   |  |  |  |
| Species                 | Additional real and personal guarantees  |  |  |  |  |
| Convertible             | Not convertible into Issuer shares   |  |  |  |  |
| Restatement             | There will be no monetary restatement of the nominal value   |  |  |  |  |
| Compensation            | DI rate + 3.55% per annum (year of 252 days)  DI rate + 3.15% per annum (year of 252 days)                       |  |  |  |  |
| Payment of Compensation | Semi-annual, with first com  | pensation date on 5/26/2016                                |  |  |  |
|                         | To be amortised in 11 (eleven) consecutive semi-annual   | To be amortised in 7 (seven) consecutive semi-annual       |  |  |  |
| Amortisation            | payments commencing 24 (twenty-four) months as from the  | payments commencing 24 (twenty-four) months as from the    |  |  |  |
| Amortisation            | Issuance Date, with the first payment on November 26,  | Issuance Date, with the first payment on November 26,      |  |  |  |
|                         | 2017.  | 2017.  |  |  |  |
| Corporate Acts:         | Board meeting  | held 11/17/2015  |  |  |  |
|                         | Division of Net Debt over EBITDA <= 3.35 times (2015), 3   | 3.00 times (03.2016 and 06.2016), 4.50 times (09.2016 and  |  |  |  |
|                         | 12.2016), 4.25 times (03.2017), 4.00 times (06.2017), 3.75   | times (09.2017), 3.50 times (12.2017), 3.25 times (03.2018 |  |  |  |
| Covenants               | and 06.2018), 3.00 times (09.2018 and 12.2018), 2.50 times (2019, 2020 and 2021) and 3.00 times (from 2022). The |  |  |  |  |
|                         | coventants have b  | peen complied with.  |  |  |  |
|                         | Division of Current assets over  | Current liabilities >= 1.15 times                          |  |  |  |

This contract is subject to covenants that have been complied with.

## 23 Financing of tax liabilities

|                  |                       |                         | Parent C         | company              | Conso            | lidated              |
|------------------|-----------------------|-------------------------|------------------|----------------------|------------------|----------------------|
|                  | Financing application |                         |                  |                      |                  |                      |
| Tax liabilities  | Date                  | Outstanding instalments | June 30,<br>2017 | December<br>31, 2016 | June 30,<br>2017 | December<br>31, 2016 |
| LAW 11941/09 (a) | Nov/09                | 88                      | 76,119           | 78,662               | 76,637           | 79,199               |

The payment schedule for these commitments are as follows:

|                  | Parent 0 | Company  | Cons     | olidated |
|------------------|----------|----------|----------|----------|
| Maturity         | June 30, | December | June 30, | December |
|                  | 2017     | 31, 2016 | 2017     | 31, 2016 |
| 2017             | 4,919    | 9,788    | 4,954    | 9,857    |
| 2018 to 2023 (*) | 62,520   | 60,474   | 62,946   | 60,888   |
| 2024             | 8,680    | 8,400    | 8,737    | 8,454    |
|                  | 76,119   | 78,662   | 76,637   | 79,199   |
| Current          | 10,129   | 9,788    | 10,199   | 9,857    |
| Noncurrent       | 65,990   | 68,874   | 66,438   | 69,342   |

(\*) Sum of the annual instalments of R\$ 10,420 as of June 30, 2017 and R\$ 10,079 as of December 31, 2016 for the Parent company and R\$ 10,491 and R\$ 10,148 respectively for Consolidated.

## a) Law 11941/09 (REFIS - Fiscal Recovery Program)

In May 2011 and June 2011, the Company concluded the process of consolidation of installments established by Law 11941/09, which began with the participation in the Tax Recovery Program in November 2009.

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Between such participation and the Consolidation, the Company made the payment of minimum installment of R\$ 395 as allowed by law. During this period, more precisely in the consolidation, decisions were made that reflected a positive economic adjustment of R\$ 3,013, including R\$ 3,613 with impact on other operating income and R\$ 600 in financial expense. The main reflection occurred in virtue of the non-confirmation of migration of non-deferred debts in the installments of PM 470 to the installments of Law 11941/09 (see Note 24).

Once the consolidation is complete, the Company has undertaken to pay the monthly instalments of R\$ 818 restated by the Selic base interest rate, in addition to withdrawing judicial proceedings and waiving any claim to rights on which the aforesaid proceedings were filed, under pain of immediate termination of the financing program and consequent forfeiting of the benefits offered by Law 11941/09. These waivers of lawsuits against assessments do not affect the continuation of the ongoing processes in Court, referred to in Notes 16 and 17.

## 24 Tax debts - Law 12249/10 (PM 470 and PM 472)

In November 2009, the Company enrolled in the installment program established by Provisional Measure 470 (regarding the improper use of IPI premium credits) with the Federal Revenue Service (SRF) and the General Attorney's Office of the National Treasury (PGFN). In this participation, aside from the installments, there is a reduction of burdens and the Company can utilize tax credits arising from tax losses until 2008, for payment of debts.

Upon being enacted in June 2010 as Law 12249/10, this Provisional Measure authorized the use of tax credits deriving from tax losses existing at December 31, 2009. The Company used this benefit and recorded R\$ 3,252 in the second quarter of 2010, considering the financing settled.

The National Treasury Attorney General's Office (PGFN) partially rejected the request in June 2010, claiming the need to withdraw from lawsuits challenging the credit, and exposed that the "undue use" had not been addressed. The Company has expressed its position in order to request the withdrawal/waiver only of lawsuits that challenged the tax assessments received from the SRF. However, the PGFN in Santa Catarina understood that such withdrawal/waiver should be extended to the declaratory actions aimed at recognizing the IPI mentioned in notes 16 and 17. The Company's Legal Department is taking appropriate measures against the decision of the PGFN for the purpose of removing the demand of withdrawal/waiver of the aforementioned declaratory actions as the proof of "undue use", manifestly recognized by the Federal Revenue Service of Brazil in the reporting unit. This procedure deliberated by Company Management is supported by an opinion issued by the office of Demarest Almeida, which argues that, for the debts included in the installments of Law 12249/10, withdrawal from the aforementioned declaratory actions is not enforceable, unlike the provisions of Law 11941/09. Thus, it argues that it's practically certain to reverse this situation by pursuing the various judicial instances to remove the grounds for rejection based on merit. As clarification, injunction filed to claim court homologation for payment in installments was rejected in the lower court. TRF of the 4th region partially approved the appeal. The Company maintains the proceeding of reversing remaining court dispute in the Higher Court of Justice.

In the remote chance the PGFN's decision is upheld by the highest court, which the Company believes to be remote based on the opinion of its legal advisers, the impact on the Company's net income would be a loss of R\$ 27,673 as of June 30, 2017, considering the derecognition of the debt, the inexistence of benefits and maintaining the debits as a contingent liability, where any tax liability will be settled by the credits deriving from case 1998.34.00.029022-4, as mentioned in note 17.

#### 25 Taxes and contributions

As of June 30, 2017, taxes, rates, and contributions recorded in current liabilities were classified as follows:

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## Notes to the interim financial statements as of June 30, 2017

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|            | Parent C         | Company              | Conso            | lidated              |
|------------|------------------|----------------------|------------------|----------------------|
|            | June 30,<br>2017 | December<br>31, 2016 | June 30,<br>2017 | December<br>31, 2016 |
| IRRF       | 1,494            | 2,236                | 1,703            | 2,567                |
| ICMS       | 10,620           | 9,910                | 10,639           | 9,933                |
| PIS/COFINS | 1,964            | 1,760                | 2,163            | 2,176                |
| Other      | 457              | 233                  | 609              | 344                  |
|            | 14,535           | 14,139               | 15,114           | 15,020               |

## 26 Provision for contingencies

The Company and its subsidiaries are parties in lawsuits involving tax, civil and labor claims, and tax administrative proceedings. Supported by the opinion of its legal advisors, Company Management believes that the balance of reserves is sufficient to cover the spending required to settle the obligations.

The opening balance of the reserves can be presented as follows:

| Amount          | Parent Company   |                   | Conso            | lidated           |
|-----------------|------------------|-------------------|------------------|-------------------|
| provisioned for | June 30,<br>2017 | December 31, 2016 | June 30,<br>2017 | December 31, 2016 |
| Civil           | 8,194            | 9,962             | 8,194            | 9,987             |
| Labor claims    | 15,567           | 14,494            | 15,567           | 14,660            |
| Tax             | 3,279            | 26,548            | 3,306            | 26,548            |
|                 | 27,040           | 51,004            | 27,067           | 51,195            |

The provisions are measured at the estimate of the expenditures that shall be necessary to settle the obligation. And the civil and labor-related lawsuits are assessed individually by the Company's legal advisors, who classify them according to the expectations of success of the suits. Statement of changes in provisions:

| At December 31, 2016                    |
|---|
| Debited (credited) to income statement: |
| Additional provisions                   |
| Reversals due to nonuse                 |
| Monetary restatement (note 34)          |
| Reversal of monetary restatement        |
| Reversals due to realization            |
| At June 30, 2017                        |

|         | Parent Company |           |           |  |  |
|---------|----------------|-----------|-----------|--|--|
| Civil   | Labor claims   | Tax       | - Total   |  |  |
| 9,962   | 14,494         | 26,548    | 51,004    |  |  |
| (1,485) | 2,039          | (22,669)  | (16,398)  |  |  |
| 2,645   | 1,063          | 2,247     | 5,955     |  |  |
| (1,860) | (193)          | (22, 194) | (24, 247) |  |  |
| 670     | 1,169          | 55        | 1,894     |  |  |
| (2,940) | -              | (2,777)   | (5,717)   |  |  |
| (283)   | (966)          | (600)     | (1,849)   |  |  |
| 8,194   | 15,567         | 3,279     | 27,040    |  |  |
|         | ·              |           |           |  |  |

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## Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

|   |         |              | Total     |          |
|---|---------|--------------|-----------|----------|
|   | Civil   | Labor claims | Tax       | Total    |
| At December 31, 2016                    | 9,987   | 14,660       | 26,548    | 51,195   |
| Debited (credited) to income statement: | (1,509) | 1,874        | (22,641)  | (16,559) |
| Additional provisions                   | 2,675   | 1,111        | 2,276     | 6,062    |
| Reversals due to nonuse                 | (1,917) | (414)        | (22, 195) | (24,526) |
| Monetary restatement (note 34)          | 673     | 1,177        | 55        | 1,905    |
| Reversal of monetary restatement        | (2,940) | -            | (2,777)   | (5,717)  |
| Reversals due to realization            | (284)   | (967)        | (601)     | (1,852)  |
| At June 30, 2017                        | 8,194   | 15,567       | 3,306     | 27,067   |

Comments on civil, labor and tax lawsuits:

## Civil

The Company and its subsidiaries are defendants in 324 lawsuits (228 lawsuits on December 31, 2016), in the scope of the Common Courts and Special Civil Courts. Most of the lawsuits are filed by clients and are aimed at compensation for alleged moral and material damages. Judicial deposits were made when applicable (Note 13).

#### Labor

The Company and its subsidiary Portobello Shop S.A. are defendants in 272 labor complaints (319 complaints on December 31, 2016), filed by former employees and third parties. Claims refer mainly to health hazard premium, matter that has already been decided in the TRT (regional labor court) of the 12th Region in favor of the Company. Other claims refer to the payment of severance pay, additional pay, overtime, salary equalization and compensation for moral and material damages arising from occupational accidents/diseases. Provisions are reviewed by company Management in accordance with the Company's legal consultants. Some lawsuits are supported by judicial deposits (Note 13).

Change to the criteria for correcting labor debits

In a decision published August 07, 2015, the Superior Labor Court (TST) changed the index for restating labor debits, replacing the Reference Rate (TR) by the Broad Consumer Prices Index-IPCA-E, backdating its effectiveness to June 30, 2009. The change in the criteria will impact the balance of labor provisions by approximately R\$ 6.5 million. However, in a decision delivered by Justice Dias Tófoli in Claim 22012, the Supreme Federal Court - STF issued an injunction staying the effects of the TST's decision. The Company will not, therefore, increase labor provisions until a final decision has been published by the STF.

#### Tax

## a) Exclusion of ICMS from the PIS and COFINS calculation base

The Company filed a petition for a writ of mandamus with aims to change the calculation base for the PIS (Social Integration Program) and the COFINS (Social Security Financing Contribution) taxes upon the exclusion of the ICMS tax. The Federal Courts of Santa Catarina State rendered a merit judgment in favor of excluding the ICMS from the calculation base. This decision was upheld by the Federal Regional Court of region 4. By way of the prosecutions department of the Ministry of Finance, the federal government appealed the decision before the Courts of Appeal (STF and STJ).

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Based on a favorable decision delivered by the STF on March 15, 2017 in the case records of case 5032720-26.2014.404.7200, the Company proceeded to reverse the amount provisioned for which amounted to R\$ 25,544 (R\$ 23,437 as of December 31, 2016), and the company accordingly rates the chance of defeat to be remote. The effect of excluding the ICMS from the company's net income was a saving of R\$ 2,431 in the quarter ended June 30, 2017.

The balance of provisions for tax contingencies are adjusted by the variation in the SELIC rate in the period.

## 27 Lawsuits rated as possible and remote loss

## a) Lawsuits with possible loss

It is understood that in addition to the amounts recognized in its financial accounting, classified as probable losses, there are other civil and labor-related lawsuits, which have been classified as possible losses according to the assessment of risks arising from these lawsuits, the Company, based on its legal advisors, estimates the amounts of contingent liabilities shown as follow:

|              | Parent Company    |       | Conso    | lidated  |  |
|--------------|-------------------|-------|----------|----------|--|
| •            | June 30, December |       | June 30, | December |  |
|              | 2017 31, 2016     |       | 2017     | 31, 2016 |  |
| Civil        | 1,932             | 2,232 | 1,965    | 2,308    |  |
| Labor claims | 6,950             | 6,778 | 7,038    | 6,788    |  |
|              | 8,882             | 9,010 | 9,003    | 9,096    |  |

#### b) Remote case referring to Administrative Proceeding 10983.721445/2014-78

On December 08, 2014, the Company A was notified about Tax Assessment Notices that formed tax credits for the IRPJ (Corporate Income Tax) and CSLL (Social Contribution on Net Income) taxes (as well as monetary penalties and interest), for the calendar years from 2009 to 2013. As claimed by the Tax Authorities, Portobello would have allegedly committed the following infractions: (a) in 2009, it would have allegedly: (a.1) improperly excluded taxable income from tax benefits; (a.2) deducted unnecessary expenses related to principal amounts of tax debits (IPI, PIS, and COFINS taxes) involved in the income (loss) for the prior years; (a.3) excluded non-deductible amounts concerning principal amounts of IRPJ and CSLL taxes; (a.4) improperly excluded amounts related to principal amounts contained in temporary additions and that had been involved in the income (loss) for the prior years; and (a.5) less non-deductible expenses related to ex-officio fine; (b) in the years of 2010, 2011, and 2012, it would have allegedly: (b.1) tax losses and negative CSLL bases offset with amounts higher than those assessed; and (b.2) failed to pay IRPJ and CSLL amounts assessed through a monthly estimate, resulting in a fine being assessed in an isolated manner; and (c) in 2013, would have allegedly offset negative CSLL bases with amounts higher than those determined. On January 06, 2015, the Company submitted an Objection against said entries, challenging all the infractions assigned to it, so ever since then (January 06, 2015) it is waiting for a decision on said Opposition, which, according to PBG S.A.'s legal advisors, is most likely to be granted, causing the Notice of Infraction to be canceled; in view of that, the Company deems that the possibility of loss is remote and has chosen not to enter the amount of R\$ 73 million as potential liabilities.

On March 7, 2016 the Company was notified of an Assessment Notice regarding administrative tax proceedings 11516-720.299/2016-02 and 11516.7200300/2016-91, which constituted tax credits on improper IRPJ and CSLL offsetting. However, the company contended that this dispute is already being addressed in case 10983.721445/2014-78. We requested cancellation of the contested tax assessment of R\$ 19 million, due to the amount being charged twice by the tax authority.

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# 28 Employee benefits

## 28.1 Private pension plan

The Company and its subsidiaries, since 1997, have sponsored a benefit plan called Portobello Prev, administered by BB Previdência - Banco do Brasil Pension Fund, and has 28 participants. The plan has a defined contribution characteristic, but offers minimal retirement benefit for length of service or age.

The main actuarial assumptions used were:

|                                      | Parent Company                |
|--------------------------------------|-------------------------------|
|                                      | June 30, 2017 and 2016        |
| Economic hypotheses                  |                               |
| Discount rate                        | 6% p.a. (real)                |
| Expected rate of return on assets    | 6% p.a. (real)                |
| Future salary increases              | 2% p.a. (real) up to 47 years |
| Increase in social security benefits |                               |
| and limits                           | 2% p.a. (real) from 48 years  |
| Inflation                            | Disregarded                   |
| Capacity factor                      |                               |
| Salaries                             | 100%                          |
| Benefits                             | 100%                          |
| Demographic hypotheses               |                               |
| Mortality table                      | AT 83                         |
| Mortality table of disabled people   | Exp. IAPC                     |
| Disability rate table                | Hunter with Álvaro Vindas     |

## 28.2 Employee benefits and expenses

# a) Expenses incurred in the 2<sup>nd</sup> quarter:

| <del>-</del><br>-    | Parent Company    |        | Consoli  | olidated |  |
|----------------------|-------------------|--------|----------|----------|--|
| _                    | June 30, June 30, |        | June 30, | June 30, |  |
| _                    | 2017              | 2016   | 2017     | 2016     |  |
| Compensation         | 34,453            | 35,949 | 37,881   | 39,131   |  |
| Benefits             |                   |        |          |          |  |
| Pension plans        | 202               | 219    | 203      | 219      |  |
| Government Severance | 2,721             | 2,998  | 3,078    | 3,359    |  |
| Other                | 4,939             | 4,733  | 5,291    | 5,024    |  |
| Total                | 42,315            | 43,899 | 46,453   | 47,733   |  |

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#### Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

# b) Expenses incurred in the 1<sup>st</sup> half:

|                      | Parent Company    |        | Conso    | olidated |  |
|----------------------|-------------------|--------|----------|----------|--|
| •                    | June 30, June 30, |        | June 30, | June 30, |  |
|                      | 2017              | 2016   | 2017     | 2016     |  |
| Compensation         | 67,156            | 68,086 | 74,007   | 74,904   |  |
| Benefits             |                   |        |          |          |  |
| Pension plans        | 417               | 515    | 418      | 516      |  |
| Government Severance | 5,416             | 5,605  | 6,086    | 6,397    |  |
| Other                | 9,622             | 8,735  | 10,261   | 9,288    |  |
| Total                | 82,611            | 82,941 | 90,772   | 91,105   |  |

## 29 Long-term incentive

In 2012 the Company implemented the long-term incentive (ILP) The program aims to attract, retain and recognize the performance of key professionals.

Officers, managing directors and managers are eligible for the ILP program by way of an accession contract. Each participant has a number of securities that are referred to as reference shares. These are traded in the over-the-counter market and their valuation are calculated annually according to the performance of the Ebitda and the ratio between Ebitda and net debt.

The payment is established in three annual instalments deferred for two years at the start of the period. They are settled through monetary amounts in proportion to the gains made under the plan metrics.

The first group of participants signed up to the program in FY 2012. There are currently 3 plans in force. The present value of the obligation on June 30, 2017 is R\$ 7,313 at the parent company and in the consolidated statement (R\$ 7,312 at the parent company and in the consolidated statement on December 31, 2016).

## 30 Shareholders' equity

#### a) Capital

After the AGM's resolutions, on April 28, 2017 the Company raised its capital by R\$ 10,435, realized entirely by capitalizing profits, solely for the purpose of capitalizing the company, there being no change to the total number of shares pursuant to article 169 (1) of Law 6404/76. As of June 30, 2017 the Company has a subscribed and paid-in capital of R\$ 130,000 (R\$ 119,565 on December 31, 2016) comprising 158,488,517 common nominative shares with no par value.

On June 30, 2017 there were 72,977,374 outstanding shares, equivalent to 46.05% of total shares issued (72,857,374 on December 31, 2016, equivalent to 45,97% of the total). The balance of outstanding shares is comprised of all securities available for trading on the market, excluding those held by controlling shareholders, members of the Board of Directors and Company Officers.

#### b) Profit reserves

The profit reserve of R\$ 110,619 consists of two reserves, the legal reserve and the profit retention reserve, as follows:

The legal reserve is set up annually by the allocation of 5% of net income for the year, and may not exceed 20% of the Company's capital. The purpose of the legal reserve is to guarantee that the capital stock is

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## Notes to the interim financial statements as of June 30, 2017

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paid up and it is used solely to offset accumulated losses and increase capital. As of June 30, 2017, the balance of legal reserve amounts to R\$ 15,220 (R\$ 15,220 as of December 31, 2016), as provided for by article 193 of the Corporation Law.

The amount of R\$ 95,400 refers to the profit retention reserve, based on the business growth project established in the Company's investment plan, approved in the Annual Shareholders' Meeting on April 28, 2017, and in accordance with according to capital budget proposal, in conformity with Article 196 of the Brazilian Corporate Law.

#### c) Equity evaluation adjustment - Deemed cost

In 2010, upon the initial adoption of international CPC standards 37 and IFRS 1, as well as the adoption of CPC 43 and ICPC 10, the Company adopted the option to use the fixed asset revaluation made in 2006 as deemed cost, understanding that the same represented substantially the fair value at the date of transition. It was formed as a result of the revaluation of land, buildings and improvements, supported by an appraisal report prepared by an independent appraisal company. It is being realized according to the depreciation of re-appraised buildings and improvements recorded against retained earnings. The same effect of realization of the asset appraisal adjustment is reflected in P/L for the period, by the depreciation of the re-appraised assets.

Parent Company and Consolidated
As of December 31, 2016
Realization of the revaluation reserve
Exchange variance of overseas subsidiary
As of June 30, 2017

| • | Deemed<br>cost | Accumulated<br>translation<br>adjustments | Other comprehensive income | Total   |  |
|---|----------------|---|----------------------------|---------|--|
|   | 37,060         | (28,520)                                  | (10,786)                   | (2,246) |  |
|   | (593)          | -   | -                          | (593)   |  |
|   | -              | (1,006)                                   | -                          | (1,006) |  |
|   | 36,467         | (29,526)                                  | (10,786)                   | (3,845) |  |

#### 31 Revenue

The reconciliation of gross income to net income, presented in the statement of income for the quarter ended June 30, 2017, is as follows.

## a) Revenue incurred in the 2<sup>nd</sup> quarter:

Gross sales revenue
Deductions from gross revenue
Sales taxes
Returns
Net sales revenue
Domestic sales
Overseas sales

| Parent Co           | ompany              | Consolidated        |                     |  |  |
|---------------------|---------------------|---------------------|---------------------|--|--|
| June 30,<br>2017    | June 30,<br>2016    | June 30,<br>2017    | June 30,<br>2016    |  |  |
| 296,204<br>(60,333) | 302,061<br>(68,581) | 321,485<br>(62,957) | 328,960<br>(72,382) |  |  |
| (53,856)<br>(6,477) | (59,253)<br>(9,328) | (56,085)<br>(6,872) | (62,568)<br>(9,814) |  |  |
| 235,871             | 233,480             | 258,528             | 256,575             |  |  |
| 190,548             | 199,710             | 209,310             | 216,002             |  |  |
| 45,323              | 33,770              | 49,218              | 40,573              |  |  |

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# Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

# b) Revenue incurred in the 1<sup>st</sup> half:

|                               | Parent Company |           | Consol    | lidated   |  |
|-------------------------------|----------------|-----------|-----------|-----------|--|
|                               | June 30,       | June 30,  | June 30,  | June 30,  |  |
|                               | 2017           | 2016      | 2017      | 2016      |  |
| Gross sales revenue           | 567,396        | 585,615   | 617,688   | 636,404   |  |
| Deductions from gross revenue | (118,312)      | (131,049) | (123,526) | (138,465) |  |
| Sales taxes                   | (106,280)      | (112,741) | (110,836) | (119,198) |  |
| Returns                       | (12,032)       | (18,308)  | (12,690)  | (19,267)  |  |
| Net sales revenue             | 449,084        | 454,566   | 494,162   | 497,936   |  |
| Domestic sales                | 366,832        | 387,286   | 404,106   | 418,495   |  |
| Overseas sales                | 82,252         | 67,280    | 90,056    | 79,441    |  |
|                               |                |           |           |           |  |

## 32 Expenses by nature

The cost of goods sold, selling expenses and administrative expenses for the quarter ended June 30, 2017 are as follow:

# a) Expenses incurred in the 2<sup>nd</sup> quarter:

|   | Parent Company   |                  | Consoli          | dated            |
|---|------------------|------------------|------------------|------------------|
|   | June 30,<br>2017 | June 30,<br>2016 | June 30,<br>2017 | June 30,<br>2016 |
| Costs and expenses  |                  |                  |                  |                  |
| Cost of Goods and/or Services Sold                              | (149,025)        | (168, 334)       | (149,831)        | (169,517)        |
| Selling Expenses  | (52,086)         | (48,235)         | (62,407)         | (59,609)         |
| General and Administrative                                      | (8,729)          | (9,540)          | (8,844)          | (9,705)          |
|   | (209,840)        | (226,109)        | (221,082)        | (238,831)        |
| Breakdown of expenses by nature                                 |                  |                  |                  |                  |
| Changes in inventory of finished good and goods in progress (a) | (2,673)          | (4,570)          | (2,664)          | (4,417)          |
| Direct production costs (raw materials and consumables)         | 82,001           | 93,302           | 79,768           | 91,617           |
| General production expenses (including maintenance)             | 11,725           | 13,075           | 11,725           | 13,075           |
| Cost of goods resold  | 12,056           | 20,504           | 14,799           | 22,929           |
| Expense on transportation of goods sold                         | 4,225            | 3,234            | 4,225            | 3,234            |
| Salaries, charges and employee benefits                         | 52,051           | 54,288           | 57,154           | 59,105           |
| Labor and outsourced services                                   | 15,892           | 14,744           | 16,342           | 15,329           |
| Amortization and depreciation                                   | 9,094            | 9,122            | 9,833            | 9,744            |
| Rental and operating lease expenses                             | 2,799            | 2,643            | 3,690            | 3,500            |
| Sales commission  | 6,506            | 7,090            | 6,956            | 7,466            |
| Advertising and marketing expenses                              | 6,997            | 3,280            | 8,058            | 5,712            |
| Other commercial expenses                                       | 7,086            | 7,100            | 9,060            | 9,165            |
| Other administrative expenses                                   | 2,081            | 2,297            | 2,136            | 2,372            |
| Total   | 209,840          | 226,109          | 221,082          | 238,831          |

<sup>(</sup>a) The change in the inventory of finished goods and goods in progress is the difference between the cost of the product produced and the cost of the good sold, which can be negative due to the write-off of CPV for products produced in prior periods included in the inventory.

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# Notes to the interim financial statements as of June 30, 2017

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# b) Expenses incurred in the 1<sup>st</sup> half:

|   | Parent Co        | ompany           | Consoli          | dated            |
|---|------------------|------------------|------------------|------------------|
|   | June 30,<br>2017 | June 30,<br>2016 | June 30,<br>2017 | June 30,<br>2016 |
| Costs and expenses  |                  |                  |                  |                  |
| Cost of Goods and/or Services Sold                              | (287,971)        | (320,088)        | (289,588)        | (321,306)        |
| Selling Expenses  | (99,161)         | (97,111)         | (119,093)        | (120,755)        |
| General and Administrative                                      | (16,839)         | (18,051)         | (17,119)         | (18,616)         |
|   | (403,971)        | (435,250)        | (425,800)        | (460,677)        |
| Breakdown of expenses by nature                                 |                  |                  |                  |                  |
| Changes in inventory of finished good and goods in progress (a) | (4,506)          | (2,791)          | (4,444)          | (2,660)          |
| Direct production costs (raw materials and consumables)         | 157,084          | 177,824          | 152,563          | 174,351          |
| General production expenses (including maintenance)             | 22,172           | 19,519           | 22,172           | 19,518           |
| Cost of goods resold  | 24,541           | 39,330           | 30,049           | 43,374           |
| Expense on transportation of goods sold                         | 7,477            | 5,038            | 7,477            | 5,043            |
| Salaries, charges and employee benefits                         | 101,551          | 102,618          | 111,680          | 112,854          |
| Labor and outsourced services                                   | 30,232           | 33,259           | 30,990           | 34,575           |
| Amortization and depreciation                                   | 18,184           | 17,950           | 19,676           | 19,133           |
| Rental and operating lease expenses                             | 5,574            | 5,132            | 7,303            | 6,843            |
| Sales commission  | 12,785           | 13,298           | 13,709           | 14,066           |
| Advertising and marketing expenses                              | 10,431           | 5,431            | 12,193           | 9,926            |
| Other commercial expenses                                       | 14,806           | 14,745           | 18,663           | 19,549           |
| Other administrative expenses                                   | 3,640            | 3,897            | 3,769            | 4,105            |
| Total   | 403,971          | 435,250          | 425,800          | 460,677          |

<sup>(</sup>a) The change in the inventory of finished goods and goods in progress is the difference between the cost of the product produced and the cost of the good sold, which can be negative due to the write-off of CPV for products produced in prior periods included in the inventory.

## 33 Other net operating income and expenses

Other individual and consolidated operating income and expenses for the quarter ended June 30, 2017 are as follows:

# a) Expenses incurred in the 2<sup>nd</sup> quarter:

|   | Parent Company   |                  | Consoli          | dated            |
|---|------------------|------------------|------------------|------------------|
|   | June 30,<br>2017 | June 30,<br>2016 | June 30,<br>2017 | June 30,<br>2016 |
| Other operating revenue                     |                  |                  |                  |                  |
| Service revenue                             | 38               | 22               | 38               | 22               |
| Tax credits (a)                             | 8,735            | 1,135            | 8,735            | 1,135            |
| Other revenue                               | 117              | 673              | 587              | 1,799            |
| Total                                       | 8,890            | 1,830            | 9,360            | 2,956            |
| Other operating expenses                    | -                |                  |                  |                  |
| Provision for contingencies (note 26)       | 660              | (1,470)          | 910              | (1,483)          |
| Provision for Long-term Incentive (note 29) | 364              | 196              | 364              | 196              |
| Provision for profit sharing (b)            | (4,052)          | 1,564            | (4,052)          | 1,564            |
| Idleness cost (c)                           | (3,338)          | -                | (3,338)          | -                |
| Other expenses                              | (242)            | (80)             | (429)            | (271)            |
| Total                                       | (6,608)          | 210              | (6,545)          | 6                |
| Net total                                   | 2,282            | 2,040            | 2,815            | 2,962            |

<sup>(</sup>a) Tax credits referring to the Semiannual payment of Pis, as per note 11.

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<sup>(</sup>b) Recognition of provision for employee profit sharing to be paid after end of year.

<sup>(</sup>c) Expenses on adjusting production equipment in order to adjust production to demand in the North East market.

# Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

# b) Expenses incurred in the 1<sup>st</sup> half:

|  | Parent Company |          | Consol   | lidated  |  |
|--|----------------|----------|----------|----------|--|
|  | June 30,       | June 30, | June 30, | June 30, |  |
|  | 2017           | 2016     | 2017     | 2016     |  |
| Other operating revenue                          |                |          |          |          |  |
| Service revenue                                  | 198            | 197      | 198      | 197      |  |
| Tax credits (a)                                  | 8,735          | 1,135    | 8,735    | 1,135    |  |
| Reversal of provision for contingencies (b)      | 20,247         | -        | 20,247   | -        |  |
| Other revenue                                    | 229            | 771      | 727      | 1,897    |  |
| Total  | 29,409         | 2,103    | 29,907   | 3,229    |  |
| Other operating expenses                         |                |          |          |          |  |
| Provisão para contingências (nota 26)            | (31)           | (1,877)  | 118      | (1,909)  |  |
| Provisão para incentivo de longo prazo (nota 29) | -              | (196)    | -        | (196)    |  |
| Provision for profit sharing (c)                 | (5,836)        | -        | (5,836)  | -        |  |
| Idleness cost (d)                                | (8,579)        | (4,391)  | (8,579)  | (4,391)  |  |
| Other expenses                                   | (547)          | (346)    | (834)    | (625)    |  |
| Total  | (14,993)       | (6,810)  | (15,131) | (7,121)  |  |
| Net total  | 14,416         | (4,707)  | 14,776   | (3,892)  |  |

<sup>(</sup>a) Tax credits referring to the Semiannual payment of Pis, as per note 11.

#### 34 Finance income

The individual and consolidated financial income for the quarter ended June 30, 2017 is as follows:

# a) Expenses incurred in the 2<sup>nd</sup> quarter:

| •   | Parent Company |          | Consoli  | dated    |
|---|----------------|----------|----------|----------|
| :   | June 30,       | June 30, | June 30, | June 30, |
|   | 2017           | 2016     | 2017     | 2016     |
| Finance revenue                             |                |          |          |          |
| Interest                                    | 1,942          | 4,822    | 2,191    | 5,000    |
| Asset restatement                           | 2,588          | 2,902    | 2,588    | 2,902    |
| Reversal of restatement of contingency (a)  | 2,939          | -        | 2,939    | -        |
| Income from swap transactions (b)           | 355            | -        | 355      | -        |
| Other                                       | 29             | 180      | 32       | 258      |
| Total                                       | 7,853          | 7,904    | 8,105    | 8,160    |
| Despesas financeiras                        |                |          |          |          |
| Interest                                    | (7,863)        | (9,122)  | (7,799)  | (9,222)  |
| Financial charges on taxes                  | (1,236)        | (1,716)  | (1,249)  | (1,727)  |
| Restatement of provisions for contingencies | (884)          | (1,613)  | (884)    | (1,618)  |
| Service fees and commission                 | (1,603)        | (807)    | (1,810)  | (1,187)  |
| Bank expenses                               | (174)          | (196)    | (174)    | (199)    |
| Income from swap transactions (b)           | -              | (5,912)  | -        | (5,912)  |
| Interest on debentures                      | (7,124)        | (7,843)  | (7,124)  | (7,843)  |
| Other                                       | (721)          | (942)    | (724)    | (1,117)  |
| Total                                       | (19,605)       | (28,151) | (19,764) | (28,825) |
| Net exchange variance                       |                |          |          |          |
| Trade receivables and payables              | 3,994          | (8,480)  | 3,999    | (8,406)  |
| Loans and financing                         | (2,435)        | 10,198   | (2,435)  | 10,198   |
| Total                                       | 1,559          | 1,718    | 1,564    | 1,792    |
| Net total                                   | (10,193)       | (18,529) | (10,095) | (18,873) |

<sup>(</sup>a) Reversal of the provision for contingencies referring to the civil proceeding from 2001.

<sup>(</sup>b) Reversal of the provision for contingencies referring to ICMS on the Pis and Cofins calculation base, net of fees.

<sup>(</sup>c) Recognition of provision for employee profit sharing to be paid after end of year.

<sup>(</sup>d) Expenses on adjusting production equipment in order to adjust production to demand in the North East market.

<sup>(</sup>b) Provision for income on Sw aps, as detailed in note 7.

# Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

## b) Expenses incurred in the 1<sup>st</sup> half:

| Expenses incurred in the 1 mail.            |                |          |          |          |  |
|---|----------------|----------|----------|----------|--|
| •   | Parent Company |          | Consoli  | dated    |  |
|   | June 30,       | June 30, | June 30, | June 30, |  |
|   | 2017           | 2016     | 2017     | 2016     |  |
| Finance revenue                             |                |          |          |          |  |
| Interest                                    | 4,861          | 10,387   | 5,244    | 10,746   |  |
| Asset restatement                           | 5,073          | 5,384    | 5,073    | 5,384    |  |
| Reversal of restatement of contingency (a)  | 6,320          | -        | 6,320    | -        |  |
| Income from swap transactions (b)           | 546            | -        | 546      | -        |  |
| Other                                       | 74             | 396      | 84       | 488      |  |
| Total                                       | 16,874         | 16,167   | 17,267   | 16,618   |  |
| Despesas financeiras                        |                |          |          |          |  |
| Interest                                    | (16,871)       | (18,023) | (16,850) | (18,229) |  |
| Financial charges on taxes                  | (2,687)        | (3,396)  | (2,710)  | (3,422)  |  |
| Restatement of provisions for contingencies | (2,498)        | (3,032)  | (2,508)  | (3,042)  |  |
| Service fees and commission                 | (2,872)        | (807)    | (3,298)  | (1,187)  |  |
| Bank expenses                               | (295)          | (716)    | (296)    | (735)    |  |
| Income from swap transactions (b)           | (1,677)        | (13,888) | (1,677)  | (13,888) |  |
| Interest on debentures                      | (15,188)       | (16,877) | (15,188) | (16,877) |  |
| Other                                       | (1,289)        | (2,143)  | (1,328)  | (2,602)  |  |
| Total                                       | (43,377)       | (58,882) | (43,855) | (59,982) |  |
| Net exchange variance                       |                |          |          |          |  |
| Trade receivables and payables              | 1,031          | (17,930) | 1,042    | (18,226) |  |
| Loans and financing                         | 6              | 23,097   | 6        | 23,097   |  |
| Total                                       | 1,037          | 5,167    | 1,048    | 4,871    |  |
| Net total                                   | (25,466)       | (37,548) | (25,540) | (38,493) |  |
|   |                |          |          |          |  |

<sup>(</sup>a) Restatement of the restatement of provision for contingencies referring to the civil proceeding from 2001 R\$ 2.9 MM and to the ICMS on the Pis and Cofins calculation base R\$ 3.3 MM.

## 35 Earnings per share

## a) Basic

In accordance with the CPC 41 (Earnings per share), the basic profit (loss) per share is calculated by dividing the profit attributable to the Company's shareholders by the weighted average number of common shares issued in the period, excluding common shares purchased by the Company and maintained as treasury shares.

## Net income for the 2<sup>nd</sup> quarter:

|  | Parent Company |                   | Consolidated |          |
|--|----------------|-------------------|--------------|----------|
|  | June 30,       | June 30, June 30, |              | June 30, |
|  | 2017           | 2016              | 2017         | 2016     |
| Profit (loss) attributable to shareholders | 21,868         | 4,034             | 21,868       | 4,034    |
| Weighted average of common shares          | 158,489        | 158,489           | 158,489      | 158,489  |
| Basic earnings (loss) per share            | 0.13798        | 0.02545           | 0.13798      | 0.02545  |

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<sup>(</sup>b) Provision for income on Sw aps, as detailed in note 7.

## Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

## Net income in the 1st half:

Profit (loss) attributable to shareholders Weighted average of common shares Basic earnings (loss) per share

|   | Parent Company    |                    | Consolidated      |                    |  |  |
|---|-------------------|--------------------|-------------------|--------------------|--|--|
|   | June 30,<br>2017  | June 30,<br>2016   | June 30,<br>2017  | June 30,<br>2016   |  |  |
|   | 41,732<br>158,489 | (2,190)<br>158,489 | 41,732<br>158,489 | (2,190)<br>158,489 |  |  |
| , | 0.26331           | (0.01382)          | 0.26331           | (0.01382)          |  |  |

The consolidated profit (loss) attributable to shareholders does not include the non-controlling interest in subsidiaries.

#### b) Diluted

Diluted earnings (loss) per share is equal to basic, as the Company's common shares have no diluting factors.

## 36 Dividends

Dividends were distributed on June 01, 2017 of R\$ 505 thousand for FY 2016, as resolved by the Annual General Meeting held April 28, 2017. The amount represents the minimum dividends of 25% and the total compensation of the shareholders for FY 2016 represented a yield (dividend per share divided by the final share price) of 0.16%.

#### 37 Segment reporting

Management defined the operating areas based on reports employed to make strategic decisions, reviewed by Executive Board.

The Executive Board carries out its business analysis, segmenting it from the perspective of the markets in which it operates: Domestic (Domestic market - Brazil) and Exports (Foreign market- Other countries).

The income generated by the operating segments is derived exclusively from the manufacture and sale of ceramic tiles used in the construction industry.

The Executive Board assesses the performance of the operational segments based on the measurement of operating income (income before net interest and income taxes - EBIT) and does not take into account the assets for analysis of the performance of the segments, since the Company's assets are not segregated.

Information per business segment, reviewed by the Executive Board:

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#### Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

# a) Net income for the 2<sup>nd</sup> quarter:

|   | June 30, 2017        |                    |                      | June 30, 2016        |                    |                      |
|---|----------------------|--------------------|----------------------|----------------------|--------------------|----------------------|
| Continued operations                              | Brazil               | Other countries    | Total                | Brazil               | Other countries    | Total                |
| Revenue<br>Cost of goods sold                     | 209,310<br>(119,971) | 49,218<br>(29,860) | 258,528<br>(149,831) | 216,002<br>(143,111) | 40,573<br>(26,406) | 256,575<br>(169,517) |
| Gross operating profit                            | 89,339               | 19,358             | 108,697              | 72,891               | 14,167             | 87,058               |
| Net operating income (expenses)                   | (59,343)             | (9,093)            | (68,436)             | (57,225)             | (9,127)            | (66,352)             |
| General, administrative and sales                 | (62,158)             | (9,093)            | (71,251)             | (60,222)             | (9,092)            | (69,314)             |
| Other net operating income (expenses)             | 2,815                | -                  | 2,815                | 2,997                | (35)               | 2,962                |
| Operating income before financial income/expenses | 29,996               | 10,265             | 40,261               | 15,666               | 5,040              | 20,706               |
| % over ROL  | 14%                  | 21%                | 16%                  | 7%                   | 12%                | 8%                   |

## b) Net income in the 1st half:

|   | June 30, 2017        |                    |                      | June 30, 2016        |                    |                      |
|---|----------------------|--------------------|----------------------|----------------------|--------------------|----------------------|
| Continued operations  | Brazil               | Other countries    | Total                | Brazil               | Other countries    | Total                |
| Revenue<br>Cost of goods sold   | 404,106<br>(234,092) | 90,056<br>(55,496) | 494,162<br>(289,588) | 418,495<br>(275,054) | 79,441<br>(46,252) | 497,936<br>(321,306) |
| Gross operating profit  | 170,014              | 34,560             | 204,574              | 143,441              | 33,189             | 176,630              |
| Net operating income (expenses)   | (105,560)            | (15,876)           | (121,436)            | (125,228)            | (18,035)           | (143,263)            |
| General, administrative and sales Other net operating income (expenses) | (120,336)<br>14,776  | (15,876)           | (136,212)<br>14,776  | (122,287)<br>(2,941) | (17,084)<br>(951)  | (139,371)<br>(3,892) |
| Operating income before financial income/expenses                       | 64,454               | 18,684             | 83,138               | 18,213               | 15,154             | 33,367               |
| % over ROL  | 16%                  | 21%                | 17%                  | 4%                   | 19%                | 7%                   |

The Company has no clients that individually represent more than 10% of net sales.

#### 38 Commitments

#### a) Commitments for the acquisition of assets

Expenditures contracted at the reporting date but not yet incurred referring to Property, plant and equipment on June 30, 2017 totaled R\$ 27,236 and were related to the modernization of manufacturing equipment in accordance with the Company's investment plan.

#### b) Commitment with operational lease

Operational leases refer to acquisition of vehicles. Non-cancellable future minimum payments, on June 30, 2017 and December 31, 2016, amount to R\$ 1,007 and R\$ 820, respectively, for less than one year. For more than one year and less than five years, R\$ 671 and R\$ 274, respectively.

## 39 Insurance coverage

Current insurance coverage is considered sufficient by Management to cover possible claims. On June 30, 2017, coverage for fire, lightning strikes and explosions of any nature was R\$ 90,000, for windstorm and smoke with impact of vehicles, R\$ 3,000, for loss of profit, R\$ 35,000, and for electric damage, riots and civil liabilities, R\$ 3,600. The policy is in force from June 13, 2017 to June 13, 2018.

The Company also has Civil Liability Insurance for Management (D&O), contracted from ACE Seguradora S.A to cover losses and damages to third parties resulting from actions related to the exercise of their functions and attributions, up to the amount of R\$ 10 million, with validity from August 27, 2016 to August 27, 2017.

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## Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

In addition, the Company contracted a policy from Fairfax Brasil to guarantee labor claim no. 0234100-60.1998.5.05.0015 totaling R\$ 28,000, effective from August 18, 2016 to August 18, 2020.

# 40 Related companies and parties

Products and raw materials purchase and sale and service contracting transactions, as well as loans and fund raising financial transactions between the Parent company and subsidiaries were realized as detailed below.

| Nature                                 | Transactions with related parties | June 30,<br>2017 | December<br>31, 2016 |
|--|-----------------------------------|------------------|----------------------|
| Assets                                 |                                   |                  |                      |
| Dividends receivable                   | Portobello Shop S.A.              | 12,343           | 15,893               |
| Accounts receivable                    | Portobello América, Inc.          | 67,732           | 66,727               |
| Accounts receivable                    | PBTech Com. Serv. Cer. Ltda.      | 2,797            | 2,228                |
| Trade receivables                      | Portobello Shop S.A.              | 102              | 95                   |
| Credits with Subsidiaries - Noncurrent | ·                                 | 70,631           | 69,050               |
| Credits with other related parties     | Refinadora Catarinense S.A.       | 92,449           | 89,423               |
| Other transactions                     |                                   |                  |                      |
| Advance to suppliers                   | Mineração Portobello Ltda.        | 21               | 558                  |
| Accounts receivable net of advance     | Solução Cerâmica Com. Ltda.       | 590              | 442                  |
| Accounts receivable                    | Flooring Revest. Cer. Ltda.       | 586              | 370                  |
| Advance                                | Flooring Revest. Cer. Ltda.       | (635)            | (527)                |
| Accounts payable                       | Gomes Part. Societárias Ltda.     | -                | (34)                 |
| Accounts payable                       | Elog Logistica Sul Ltda           | (888)            | (1,007)              |
|  |                                   | (326)            | (198)                |

|                    |                                       | 2º Qua   | arter    | YTD      |          |
|--------------------|---------------------------------------|----------|----------|----------|----------|
| - N                | Transactions with related parties     | June 30, | June 30, | June 30, | June 30, |
| Nature             | Transactions with related parties     | 2017     | 2016     | 2017     | 2016     |
| Receitas           |                                       |          |          |          |          |
| Sale of goods      | Solução Cerâmica Com. Ltda.           | 5,503    | 5,751    | 11,359   | 10,796   |
| Sale of goods      | Flooring Revest. Cer. Ltda.           | 2,572    | 2,507    | 4,236    | 4,457    |
| Sale of goods      | PBTech Com. Serv. Cer. Ltda.          | 5,728    | 5,170    | 11,689   | 8,827    |
| Expenses           |                                       |          |          |          |          |
| Purchases of goods | Mineração Portobello Ltda.            | (2,233)  | (1,685)  | (4,521)  | (3,473)  |
| Rent               | Gomes Participações Societárias Ltda. | (134)    | (92)     | (245)    | (182)    |
| Freight services   | Elog (Multilog) Logistica Sul Ltda    | (600)    | -        | (1,147)  | -        |
|                    |                                       | 10,836   | 11,651   | 21,371   | 20,425   |

The subsidiary Portobello Shop is guarantor of the Company in certain financing operations (see Note 22).

## Related party transactions

Portobello Shop presents accounts receivable and income from services of two related parties. One subsidiary of the Company and two of its related companies comprise the network of franchises. Transactions:

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# Notes to the interim financial statements as of June 30, 2017

In thousands of reais, except when stated otherwise

|                                   |                     |                  | 2º Quart             |           | 2º Quarter       |                  | YTI              | D                |
|-----------------------------------|---------------------|------------------|----------------------|-----------|------------------|------------------|------------------|------------------|
| Transactions with related parties | Nature              | June 30,<br>2017 | December<br>31, 2016 | Nature    | June 30,<br>2017 | June 30,<br>2016 | June 30,<br>2017 | June 30,<br>2016 |
|                                   | Assets              |                  |                      | Revenue   | ''               |                  |                  |                  |
| Solução Cerâmica Com. Ltda.       | Accounts receivable | 497              | 1,099                | Royalties | 1,219            | 1,450            | 2,669            | 2,707            |
| Flooring Revest. Cer. Ltda.       | Accounts receivable | 420              | 253                  | Royalties | 679              | 632              | 1,107            | 1,137            |
|                                   |                     | 917              | 1,352                |           | 1,898            | 2,082            | 3,776            | 3,844            |

# Key management personnel compensation

The compensation paid to key management personnel, comprising members of the Executive Board, Board of Directors, Statutory Audit Board and senior management for the quarter ended June 30, 2017 are:

# a) Expenses incurred in the 2<sup>nd</sup> quarter:

|  | Parent Company |          | Company Consolidate |          |
|--|----------------|----------|---------------------|----------|
|  | June 30,       | June 30, | June 30,            | June 30, |
|  | 2017           | 2016     | 2017                | 2016     |
| Fixed compensation                               |                |          |                     |          |
| Salaries   | 2,959          | 3,024    | 3,383               | 3,385    |
| Fees   | 1,312          | 1,165    | 1,312               | 1,165    |
| Variable compensation                            | 360            | 2,720    | 418                 | 2,936    |
| Short-term direct and indirect employee benefits |                |          |                     |          |
| Pension plans                                    | 174            | 212      | 174                 | 212      |
| Other  | 400            | 436      | 437                 | 469      |
|  | 5,205          | 7,557    | 5,724               | 8,167    |

## b) Expenses incurred in the 1<sup>st</sup> half:

|  | Parent Company    |        | Consoli  | idated   |
|--|-------------------|--------|----------|----------|
| •  | June 30, June 30, |        | June 30, | June 30, |
|  | 2017              | 2016   | 2017     | 2016     |
| Fixed compensation                               |                   |        |          |          |
| Salaries   | 5,860             | 6,103  | 6,657    | 6,835    |
| Fees   | 2,637             | 2,314  | 2,637    | 2,314    |
| Variable compensation                            | 759               | 3,139  | 884      | 3,422    |
| Short-term direct and indirect employee benefits |                   |        |          |          |
| Pension plans                                    | 352               | 446    | 352      | 446      |
| Other  | 803               | 935    | 883      | 1,067    |
|  | 10,411            | 12,937 | 11,413   | 14,084   |

# 41 Supplemental disclosures of cash flow information

The following transactions not involving cash and cash equivalents took place in the six-month period ended June 30, 2017:

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# Notes to the interim financial statements as of June 30, 2017 In thousands of reais, except when stated otherwise

|                                       | Parent Company | Consolidated |
|---------------------------------------|----------------|--------------|
| Capital increase (a)                  | (10,435)       | (10,435)     |
| Settlement of AFAC subsidiary CBC (b) | 13,976         | -            |
| Capital increase                      | 10,145         | -            |
| Deferred tax credit assignment        | 3,831          | -            |

- Capital increase in the financing activity, for further details see note 30a). a)
- Settlement of AFAC in the investment activity, for further details see note 18b). b)

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## Report on the Quarterly Information review - ITR

To the Directors, Officers and Shareholders PBG S.A Tijucas - SC

#### Introduction

We have reviewed the interim, individual and consolidated financial statements of the company PBG S.A. ("Company"), contained in the Quarterly Information Form - IRT for the quarter ended June 30, 2017, consisting of the balance sheets as of June 30, 2017 and the related statements of income, the comprehensive statements of income for the three- and six-month periods then ended, the statement of changes in shareholders' equity and statements of cash flows for the six-month period then ended, in addition to the notes to the financial statements.

Company Management is responsible for preparing the individual interim financial statements in accordance with CPC Technical Pronouncement 21(R1) - Interim reporting and the consolidated interim financial statements in accordance with CPC 21(R1) and IAS 34 – Interim Financial Reporting, issued by the International Accounting Standards Board - IASB, for presenting this information in due accordance with the standards issued by the Brazilian Securities Commission that apply to the preparation of Quarterly Information - ITR. Our responsibility is to express an opinion on the interim financial statements based on our review.

#### Scope of review

We conducted our review in accordance with Brazilian and international standards on reviews of interim information (NBC TR 2410 – Review of Interim Financial Information Performed by the Independent Auditor of the Entity and ISRE 2410 – Review of Interim Financial Information Performed by the Independent Auditor of the Entity, respectively). A review of interim information consists of making inquiries, primarily to the management responsible for financial and accounting matters, and applying analytical and other review procedures.

The scope of a review is significantly less than an audit to be conducted in accordance with auditing standards, and, consequently, it does not enable us to obtain assurance that we were aware of all the material matters that would have been identified in an audit. We are not therefore expressing an audit opinion.

#### Conclusion about the individual interim information

Our review did not detect any facts that suggest the individual interim financial statements were not prepared, in all material respects, in accordance with CPC 21 (R1) that applies to Quarterly Information - ITR, presented in accordance with the standards issued by the Brazilian Securities Commission - CVM.

#### Conclusion about the consolidated interim information

Based on our review we are not aware of any facts that lead us to believe the consolidated interim financial information included in the aforesaid quarterly information has not been prepared, in all material respects, in accordance with CPC 21 (R1) and IAS 34 issued by IASB applicable to the preparation of Quarterly Information - ITR, presented in a manner consistent with the requirements set forth by the Brazilian Securities Commission - CVM.

#### Other matters

#### Statements of added value

The individual and consolidated interim accounting information relating to added value (DVA) for the six-month period ended June 30, 2017, which are the responsibility of Company Management and are presented as supplementary information for the purpose of IAS 34, was subject to review procedures conducted in conjunction with the review of the Company's quarterly Information - ITR. To form our conclusion, we evaluated whether these statements have been reconciled against the interim accounting information and accounting records, as applicable, and whether their form and content comply with the criteria set out in CPC Technical Pronouncement 09 - Statements of Added Value. Our review did not detect any facts that lead us to believe the aforesaid statements of added value were not prepared, in all material respects, in accordance with the individual and consolidated interim financial statements accounting information taken as a whole.

Florianópolis, August 3, 2017

KPMG Auditores Independentes CRC SC-000071/F-8

Claudio Henrique Damasceno Reis Accountant CRC SC-024494/O-1

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# Representation of the Officers about the Financial Statements and Review Report Review Report

Pursuant to CVM Directive 480/09 (Article 28, I) and items V and VI of Article 25 of this Directive, the management of PBG S.A. represents that they have:

- (i) reviewed, discussed and agree with the Company's quarterly information for the quarter ended 6/30/2017;
- (ii) reviewed, discussed and accept the opinions expressed in the KPMG Independent Auditors' special review report relating to the Company's Quarterly Information for the quarter ended 6/30/2017.

## **Members of the Executive Board**

Cesar Gomes Júnior – CEO Cláudio Ávila da Silva – Vice-President John Shojiro Suzuki – CFO and Investor Relations Officer Mauro do Valle Pereira – Officer

| Cesar Gomes Júnior     |  |
|------------------------|--|
| Cláudio Ávila da Silva |  |
| John Shojiro Suzuki    |  |
| Mauro do Valle Pereira |  |

Tijucas, August 3, 2017.

# Opinions and Representations / Representation of the Officers about the Independent Auditors' Report

Representation of the Officers about the Financial Statements and Independent Auditors' Special Review Report

Pursuant to CVM Directive 480/09 (Article 28,I) and items V and VI of Article 25 of this Directive, the management of PBG S.A. represents that they have:

- (i) reviewed, discussed and agree with the Company's quarterly information for the quarter ended 6/30/2017;
- (ii) reviewed, discussed and accept the opinions expressed in the KPMG Independent Auditors' special review report relating to the Company's Quarterly Information for the quarter ended 6/30/2017.

Members of the Executive Board

Cesar Gomes Júnior - CEO

Cláudio Ávila da Silva - Vice-President

John Shojiro Suzuki - CFO and Investor Relations Officer

Mauro do Valle Pereira - Officer

Tijucas, August 3, 2017

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