



**TAURUS<sup>TM</sup>**

WEBCONFERENCE - INVESTORS

1Q17 – FINANCIAL RESULTS

05/16/2017

# SUMMARY



## 1. HIGHLIGHTS

## 2. ECONOMIC PERFORMANCE

- *Net Revenue*
- *SG&A & EBITDA*
- *Financial Results & Net Income*
- *Indebtedness*
- *Working Capital Needed*

## 3. Q&A

# HIGHLIGHTS 1Q17



## HIGHLIGHTS

- ✓ Production ↑ 57% (1Q17 X 1Q16)  
↑ 7% (1Q17 X 4Q16)

## NET REVENUE

- ✓ R\$ 212.4 millions ↑ 14.5% (1Q17/1Q16)  
↓ 5.0% (1Q17/4Q16)

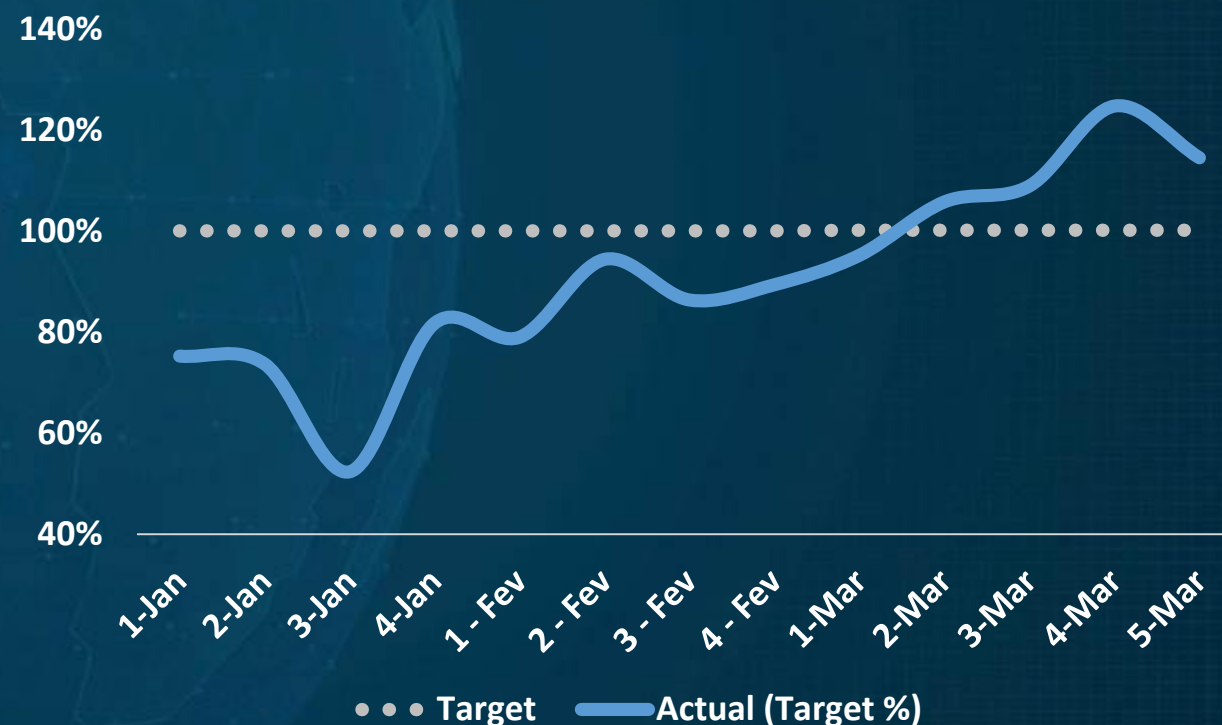
## GROSS MARGIN

- ✓ 27.4% ↑ 2.4p.p. (1Q17/1Q16)  
↑ 12.0p.p. (1Q17/4TQ6)

## EBITDA

- ✓ R\$ 6.1 millions X (R\$ 12.5 millions) 1Q16  
X (R\$ 19.0 millions) 4Q16

## WEEKLY PRODUCTION – Target %



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# NET REVENUE / SEGMENT



	Net Revenue				
	1Q17	Part. %	1Q16	Part. %	Var.
Firearms	185.7	87%	147.4	79%	26.0%
Helmets	20.1	9%	30.3	16%	-33.7%
Others	6.6	4%	7.8	5%	-15.4%
<b>Total</b>	<b>212.4</b>	<b>100%</b>	<b>185.5</b>	<b>100%</b>	<b>14.5%</b>

Gross Margin		
1Q17	1Q16	Var.
27.6%	19.9%	7.7 p.p.
30.3%	41.3%	-10.9 p.p.
12.1%	57.7%	-45.6 p.p.
<b>27.4%</b>	<b>25.0%</b>	<b>2.4 p.p.</b>



	Net Revenue				
	1Q17	Part. %	4Q16	Part. %	Var.
Firearms	185.7	87%	204.1	91%	-9.0%
Helmets	20.1	9%	14.5	6%	38.6%
Others	6.6	4%	4.9	3%	34.7%
<b>Total</b>	<b>212.4</b>	<b>100%</b>	<b>223.5</b>	<b>100%</b>	<b>-5.0%</b>

Gross Margin		
1Q17	4Q16	Var.
27.6%	14.9%	12.7 p.p.
30.3%	5.5%	24.8 p.p.
12.1%	65.3%	-53.2 p.p.
<b>27.4%</b>	<b>15.4%</b>	<b>12.0 p.p.</b>



In millions of R\$

# NET REVENUE FIREARMS/ MARKET



	Net Revenue - Firearms		
	1Q17	1Q16	Var.
<b>BRAZIL</b>	19.5	8.9	119.1%
<b>EUA</b>	163.1	134.5	21.3%
<b>Others Countries</b>	3.1	4.0	-22.5%
<b>Total</b>	<b>185.7</b>	<b>147.4</b>	<b>26.0%</b>

	Net Revenue - Firearms		
	1Q17	4Q16	Var.
<b>BRAZIL</b>	19.5	36.2	-46.1%
<b>EUA</b>	163.1	151.8	7.4%
<b>Others Countries</b>	3.1	16.1	-80.7%
<b>Total</b>	<b>185.7</b>	<b>204.1</b>	<b>-9.0%</b>

In millions of R\$

# SG&A & EBITDA



<b>SG&amp;A</b>	<b>1Q17</b>	<b>4Q16</b>	<b>1Q16</b>	<b>1Q17x4Q16</b>	<b>1Q17x1Q16</b>
SG&A	60.5	62.2	70.8	-2.7%	-14.5%
Net Revenue	212.4	223.5	185.5	-5.0%	14.5%
SG&A Margin	28.5%	27.8%	38.2%	0.7 p.p.	-9.7 p.p.

<b>EBITDA</b>	<b>1Q17</b>	<b>4Q16</b>	<b>1Q16</b>	<b>1Q17x4Q16</b>	<b>1Q17x1Q16</b>
= Net Income	(6.5)	(58.9)	(3.3)	-89.0%	97.0%
(+) Taxes	(1.9)	3.0	(1.4)	-	35.7%
(+) Financial Result, net	6.0	28.0	(19.8)	-78.6%	-
(+) Depreciation / Amortization	8.5	8.9	12.0	-4.5%	-29.2%
<b>= EBITDA CVM Inst. 527/12</b>	<b>6.1</b>	<b>(19.0)</b>	<b>(12.5)</b>	<b>-</b>	<b>-</b>

In millions of R\$

# FINANCIAL RESULTS & NET INCOME



FINANCIAL RESULTS	1Q17	4Q16	1Q16	1Q17x4Q16	1Q17x1Q16
Interest	(21.1)	(21.4)	(17.6)	-1.4%	19.9%
Exchange Variation	16.4	(0.6)	43.0	-	-61.9%
Swap on Financial Operations	-	0.5	(4.6)	-	-
Other Income / Expenses, net	(1.3)	(6.5)	(1.0)	-80.0%	30.0%
<b>Financial Result, net</b>	<b>(6.0)</b>	<b>(28.0)</b>	<b>19.8</b>	<b>-78.6%</b>	<b>-</b>

NET INCOME	1Q17	4Q16	1Q16	1Q17x4Q16	1Q17x1Q16
Losses	(6.5)	(58.9)	(3.3)	-89.0%	97.5%

In millions of R\$



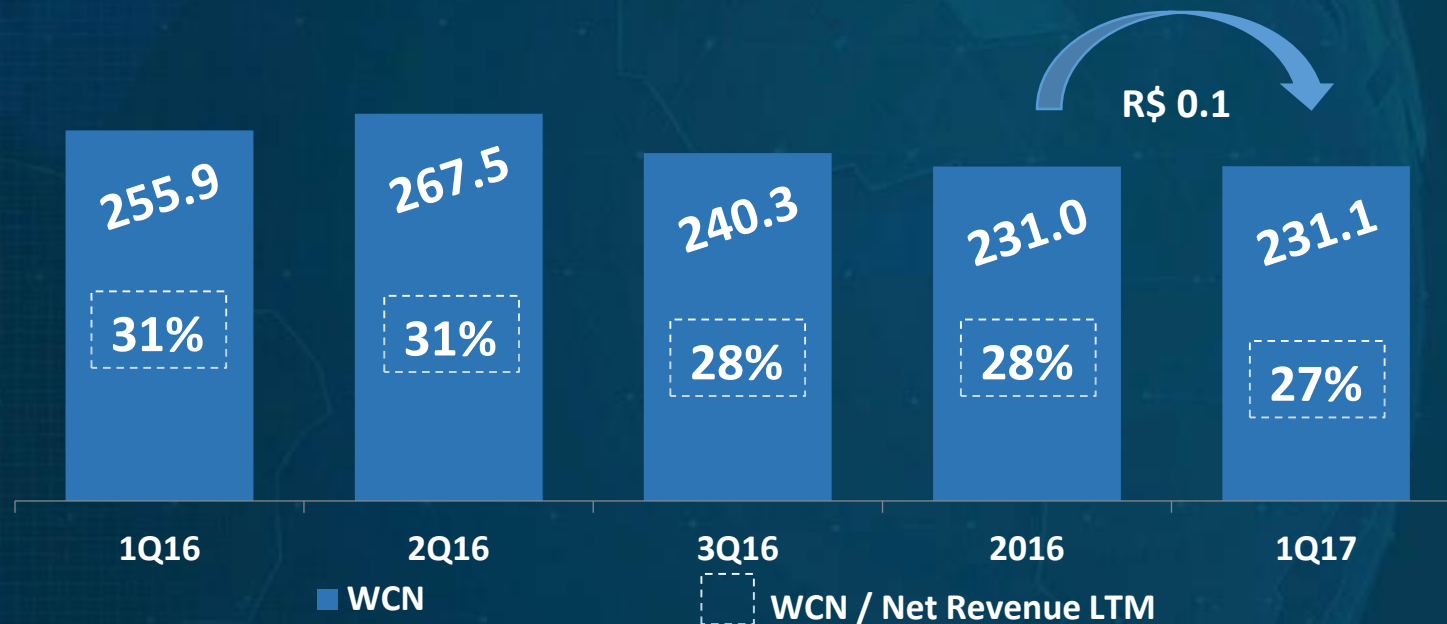
# INDEBTEDNESS



DEBT		Mar/17	Dec/2016	Mar/16	Mar/17 x Dec/16	Mar/17 x Mar/16
Short Term	Loans and Financing	34.6	26.6	223.7	30.1%	-84.5%
	Debentures	3.6	0.4	95.8	800.0%	-96.2%
	Advance of Receivables	9.0	6.1	20.1	47.5%	-55.2%
	Foreign and Exchange withdraws	23.3	28.1	198.4	-17.1%	-88.3%
	Financial Instruments	0.4	0.5	4.9	-20.0%	-91.8%
	<b>TOTAL SHORT TERM</b>	<b>70.9</b>	<b>61.7</b>	<b>542.9</b>	<b>14.9%</b>	<b>-86.9%</b>
Long Term	Loans and Financing	560.8	573.1	124.3	-2.1%	351.2%
	Debentures	68.2	68.0	33.1	0.3%	106.0%
	<b>TOTAL LONG TERM</b>	<b>629.0</b>	<b>641.1</b>	<b>157.4</b>	<b>-1.9%</b>	<b>299.6%</b>
<b>TOTAL DEBT</b>		<b>699.9</b>	<b>702.8</b>	<b>700.3</b>	<b>-0.4%</b>	<b>-0.1%</b>
Cash and Cash Equivalents		26.3	29.9	42.6	-12.0%	-38.3%
<b>NET DEBT</b>		<b>673.6</b>	<b>672.9</b>	<b>657.7</b>	<b>0.1%</b>	<b>2.4%</b>

In millions of R\$

# WORKING CAPITAL NEEDED



WCN= Inventories+ Receivables – Suppliers – Social and Labor Obligations

- Δ Receivables: + R\$ 7.1*
- Δ Inventories: - R\$ 7.4*
- Δ Soc./Labor Obligations: -R\$ 0.3*
- Δ Suppliers: + R\$ 0.7*

In millions of R\$

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