

- Brazil needs structural changes in its logistics.
- Currently, there is an excessive expenditure in logistics because of the lack of infrastructure and reflects in the low competitiveness of the brazilian products.
- The railway modal is the most competitive in the commodities logistics
- The operational efficiency, focused on asset productivity, enables the increase of competitiveness.
- In face of this challenge, emerged Rumo Logística Project.

A transformational business plan

The best logistics solution for Brazilian sugar exports

Sugar from the mills



Rumo collects the sugar at the sugar mills with dedicated third parties road transportation companies

Transshipment terminals



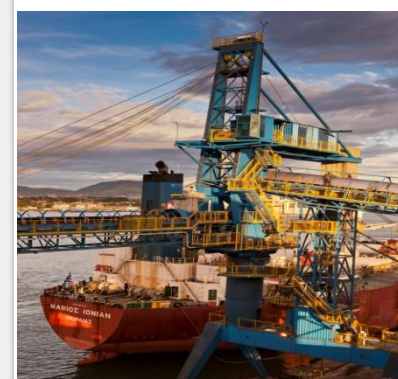
Transshipment terminals at the rail network and close to main roads and sugar mills

Railroad



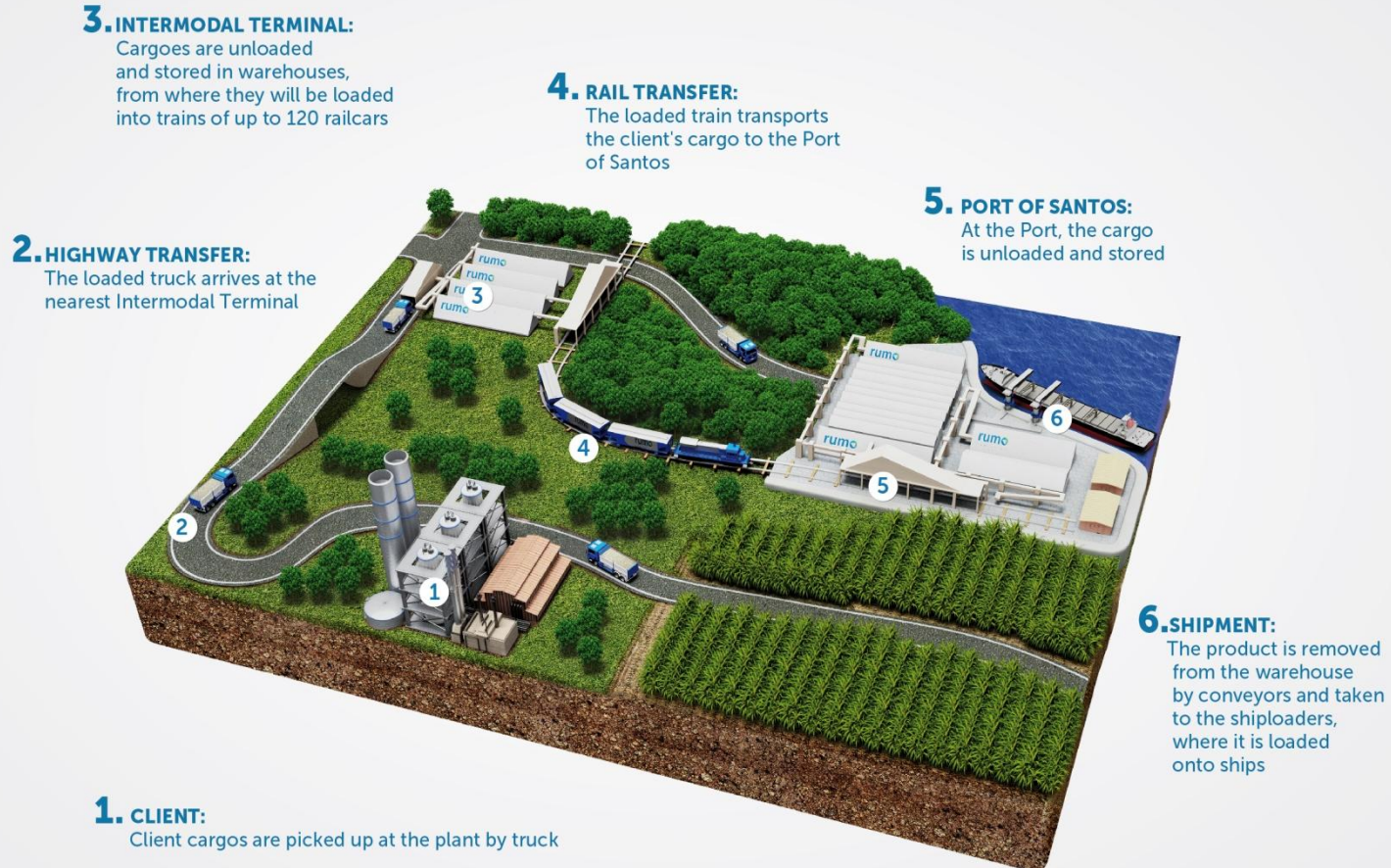
Long-term contract with ALL providing competitive freights and performance guarantees

Port



Largest bulk sugar port terminal in the world

The best logistics solution for Brazilian sugar exports



1 Lower cost

- Competitive prices compared to current alternatives

2 More Flexibility & Reliability

- Performance guarantee
- Full logistics services: warehousing, transportation and elevation
- Capacity to provide services on time and with lower risks

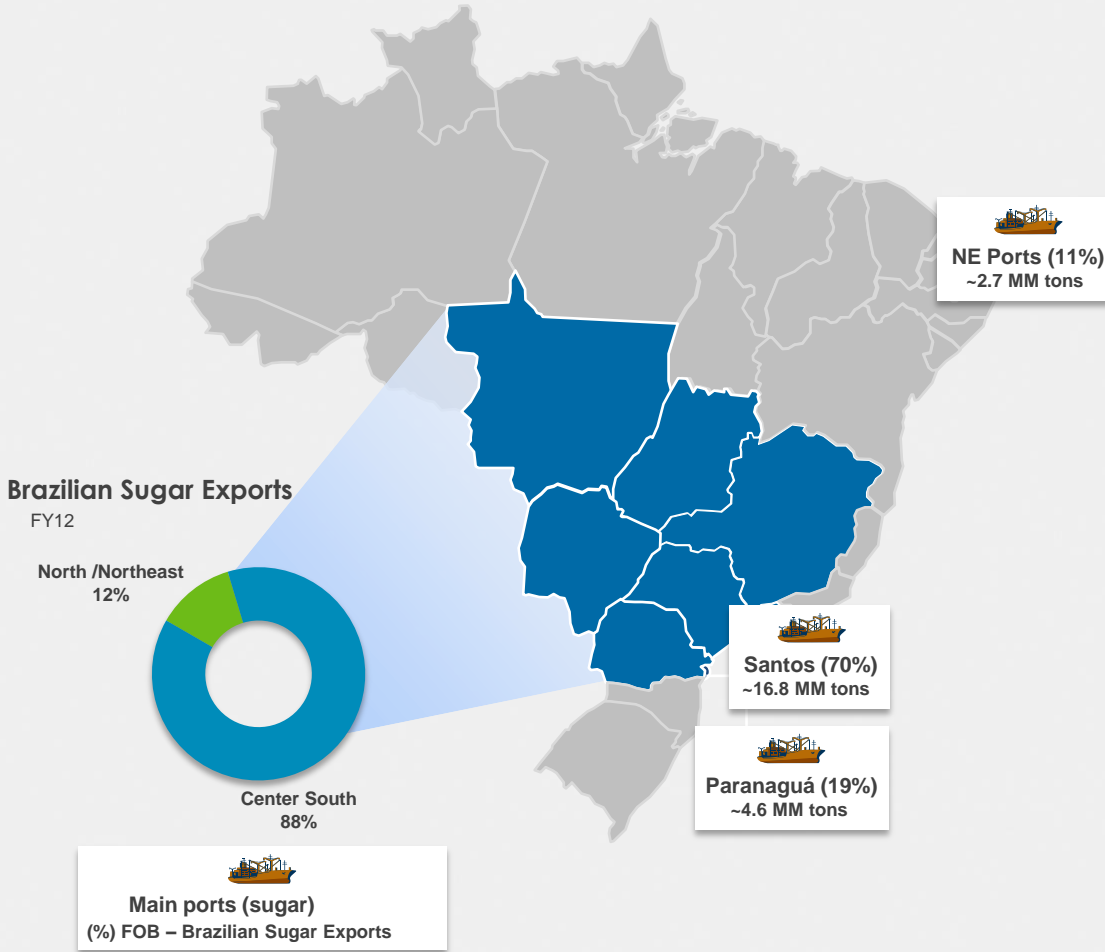
3 Storage Availability

- +1,000,000 tons of static capacity
- Warehouses in the countryside and in Santos Port

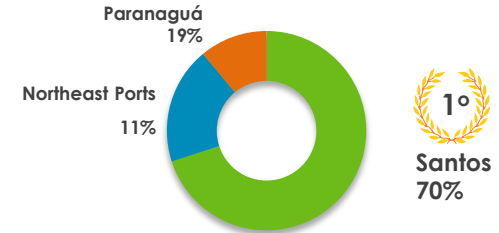
4 Complete and Integrated solution

- One-stop shop from mill to ship
- Specialized logistic team to export agricultural commodities
- Efficiency in transportation from the mill to the ship

Brazil's sugar export corridor



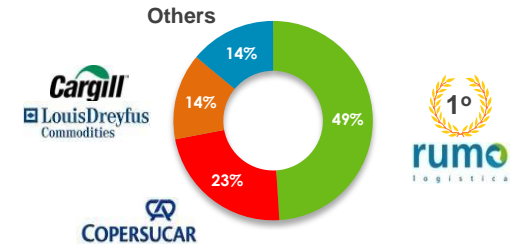
Market Share | Brazilian Ports



Total volume

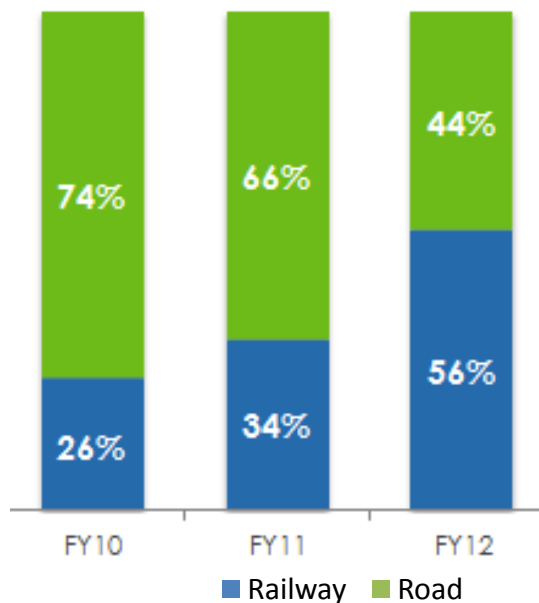
FY12: 24,1 MM Tons
Forecast FY13: 24,1 MM Tons

Market Share | Sugar terminals at Santos Port

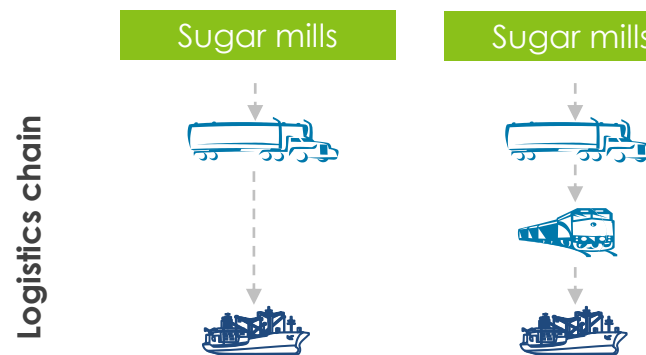


FY12 - Elevation of sugar bulk

Bulk Sugar to Santos Port



Migrating from trucks to trains



Past	80%	20%
Current	44%	56%
Future	20%	80%

Rail Assets



R\$ 1 billion

Santos Port Terminal



R\$ 300 millions

Warehousing



R\$ 200 Millions