## LUPATECH

Financial and<br>Economic Performance<br>2Q 2017



## Message from the Administration

During 2Q17, Lupatech Group saw its efforts for recovering industrial activities prosper once more.

There was a gradual progress on valve sales for both industrial and Oil\&Gas, although we noticed a loss of momentum after the accusations against the President of the Republic and the resulting political crisis.

On July, our valve plant for Oil\&Gas received again the CRCC certification of Petrobras, for what we expect a greater influx of orders from the most important client, which should reflect also on the industrial valve plant, since several biddings have a broader scope.

Also in July, we were able to conclude the certification ISO 9000 of CSL, an important requirement to make it able to recover the CRCC certification and facilitate supply to Petrobras.

We had the opportunity to participate in two biddings in the piping area, for the supply of inner fiberglass sleeves for production piping and cleaning, inspection and maintenance services of those pipes. We won one of the bidding processes, even though there has not been contracting yet, which depends on Petrobras exclusive decision. The other process is still on course, we were classified, but the prices were still not disclosed. Both processes are important to ensure this business resumption, which is paralyzed since 1 S 16 .

However, a major part of the efforts recently undertaken were applied to a thankless mission, to deactivate our offshore services unit of Macaé, as planned in our restructuring plans. The activities happened as expected, with the termination of over 160 employees. On the date of publication of this report, nearly all equipment was already demobilized and being prepared for sale, under the terms of the Judicial Recovery Plan and through authorization issued by the recovery judgment.

## Rafael Gorenstein

CEO and Investor Relations Director

Financial-Economic Performance

## Net Revenue



## PRODUCTS SEGMENT

On 2Q17 compared to 1Q17, the reduction on Net Revenue is justified by the good performance on the external market which the Oil\&Gas Valves division presented on 1Q17. On that quarter, there were exports on the value of R\$3.6 million which did not happen again on 2Q17.

Comparing the Net Revenue of 2Q17 and 1S17 with 2Q16 and 1S16, however, the improvement is justified by the sales increase on the internal market, result of the recovery effort undertaken by the Company, as well as the already mentioned performance of exports of 1Q17.

## SERVICES SEGMENT

On 2Q17 compared to 1Q17, the Net Revenue had a discrete reduction. The growth of Oilfield Services Colombia division did not exceed the reduction on activities in Brazil. This reduction on Brazil's income was due to the termination of the Lifting Frames contract with Petrobras in February 2017 and to the reduction of demand of the Power Tongs contract.

The same effects are observed on the comparisons of 2Q17 and 1 S 17 with 2 Q 16 and 1 S 16 , more significant with a highlight for the considerable recovery of Colombian market. It is highlighted that in 2016 the onshore Workover Services business and some piping supplies were still active in Northeast.

Operational Net Revenue (R\$ thousand)


Revenue Distribution-2Q17

## Products



By Region

- Brazil

Colombia

- Others

Services


By Industrial Sector


On June 30, 2017, the Backlog order portfolio of the Company amounted to approximately R\$ 144.7 million. Of these, $\mathrm{R} \$ 6.1$ million corresponded to the order portfolio of valves and $\mathrm{R} \$ 138.6$ million to the balance of services contracts with Petrobras. On the date of publication of this report, it is already known the termination of the services contracts which only had short prorogations with small demanded amounts.

## Gross Profit and Gross Margin

| Gross Profit (R\$ thd) <br> Products | 2016 |  | 2 Q 17 |  | Chg. R\$/p.p. |  | 1017 |  | 2 Q 17 |  | R\$/p.p. | 1S16 |  | 1 S 17 |  | Chg. R\$/p.p. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 57 | - | 51 | - | 108 | - | 759 - | 51 |  | 708 | - | 535 | - | 810 | - | 275 |
| Gross Margin - Products |  | 0.9\% |  | -0.7\% |  | -1.5 p.p. |  | -8.0\% | -0.7\% |  | 7.4 p.p. |  | -4.3\% |  | -4.7\% |  | -0.4 p.p. |
| Services | - | 13,407 | - | 607 |  | 12,800 | - | 5,313 - | 607 |  | 4,706 | - | 21,381 | - | 5,920 |  | 15,461 |
| Gross Margin - Services |  | -58.9\% |  | -2.9\% |  | 56.0 p.p. |  | -24.3\% | -2.9\% |  | 21.4 p.p. |  | -33.6\% |  | -13.8\% |  | 19.8 p.p. |
| Total | - | 13,350 | - | 658 |  | 12,692 | - | 6,072 - | 658 |  | 5,414 | - | 21,916 | - | 6,730 |  | 15,186 |
| Gross Margin - Total |  | -45.5\% |  | -2.3\% |  | 43.2 p.p. |  | -19.4\% | -2.3\% |  | 17.1 p.p. |  | -28.8\% |  | -11.2\% |  | 17.6 p.p. |
| Depreciation |  | 12,637 |  | 6,478 | - | 6,159 |  | 10,389 | 6,478 | - | 3,911 |  | $\mathbf{2 5 , 2 1 6}$ |  | 16,867 | - | 8,349 |
| Products |  | 1,848 |  | 1,687 | - | 161 |  | 1,738 | 1,687 | - | 51 |  | 3,758 |  | 3,425 | - | 333 |
| Services |  | 10,789 |  | 4,791 | - | 5,998 |  | 8,651 | 4,791 | - | 3,860 |  | 21,458 |  | 13,442 | - | 8,016 |
| Gross Profit without Depreciation | - | 713 |  | 5,820 |  | 6,533 |  | 4,317 | 5,820 |  | 1,503 |  | 3,300 |  | 10,137 |  | 6,837 |
| Products |  | 1,905 |  | 1,636 | - | 269 |  | 979 | 1,636 |  | 657 |  | 3,223 |  | 2,615 | - | 608 |
| Services | - | 2,618 |  | 4,184 |  | 6,802 |  | 3,338 | 4,184 |  | 846 |  | 77 |  | 7,522 |  | 7,445 |
| Gross Margin without Depreciation |  | -2.4\% |  | 20.3\% |  | 22.7 p.p. |  | 13.8\% | 20.3\% |  | 6.5 p.p. |  | 4.3\% |  | 16.9\% |  | 12.6 p.p. |

## PRODUCTS SEGMENT

On the comparison of 2Q17 to 1Q17, there was an increase of R\$ 0.7 million in Gross Profit, as a result of the management effort employed to reduce production costs. Excluding the depreciation, the effect is similar, only highlighting that in this simulation the result is positive - the analysis is intended to evidence the weight of depreciation on the results in view of the low level of activity, especially on the Oil\&Gas valve segment in which the immobilized capital and the suffering are both greater.

Observing the variations between years, there was an increase of Net Revenue, however, there was a significant increase on the costs, especially on the cost with raw matter, direct matters and subcontracting, which concealed a positive result on the Gross Margin of this segment.

## SERVICES SEGMENT

On the course of the year, an improvement on Gross Profit was observed from 1Q17 to 2Q17, consistent with the reduction of services costs, mainly with staff costs.

On the comparison between years, both on 2 Q17 versus 2 Q 16 and on 1 S 17 versus 1 S 16 , a massive improvement of results was observed, due to the termination of deficit contracts and the Herculean task of restructuring undertaken.

The restructuring effect is more evidenced when the depreciation of the Gross Profit calculations is excluded - on 2Q16, the number was even negative!

Gross Profit (R\$ thousand) and Gross Margin (\%)


## Expenses

| Expenses (R\$ thd) | 2 Q 16 | 2Q17 | Chg. R\$ | 1 Q 17 | 2Q17 | Chg. R\$ | 1S16 | 1S17 | Chg. R\$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Sales Expenses | 2,121 | 1,534 | 587 | 1,565 | 1,534 | 31 | 3,997 | 3,099 | 898 |
| Sales Expenses - Products | 818 | 1,305 | 487 | 1,308 | 1,305 - | 3 | 1,911 | 2,613 | 702 |
| Sales Expenses - Services | 1,303 | 229 - | 1,074 | 257 | 229 - | 28 | 2,086 | 486 | 1,600 |
| Total Administrative Expenses | 9,806 | 6,980 | 2,826 | 7,346 | 6,980 | 367 | 21,167 | 14,326 | 6,841 |
| Administrative Expenses - Products | 2,997 | 2,351 - | 646 | 2,659 | 2,351 - | 308 | 5,955 | 5,009 - | 945 |
| Administrative Expenses - Services | 5,374 | 4,171 - | 1,203 | 4,221 | 4,171 - | 50 | 12,530 | 8,391 - | 4,139 |
| Administrative Expenses - Corporate | 1,435 | 458 - | 977 | 467 | 458 - | 9 | 2,682 | 925 | 1,757 |
| Management Compensation | 1,055 | 1,151 | 96 | 862 | 1,151 | 289 | 2,110 | 2,013 | 97 |
| Total Sales, Administratives and Management Fees | 12,982 | 9,665 - | - 3,317 | 9,773 | 9,665 - | 108 | 27,274 | 19,438 - | - 7,836 |

## EXPENSES ON SALES

Total Expenses with Sales on 2Q17 was kept constant if compared to 1Q17, both on the Products Segment and the Services one. In the comparison between years there was a reduction in total both against 2Q16 and 1S16.

On the Products Segment, there was an increase of $59.5 \%$ on 2Q17 compared 2Q16, mainly due to the reversion of R\$ 0.6 million of provision for effective losses with clients on the Oil\&Gas Valves division
occurred on 2Q16 which did not happen again on 2Q17. On 2Q16 also occurred the recognition of R\$1.0 million fines with clients on the Tubular Services \& Coating division on the Services Segment, which justifies the reduction of Sales Expenses of $82.4 \%$ on 2 Q17 compared to 2 Q16. Comparing 2 Q17 with 1Q17, on the Services segment, the reduction of expenses is due to the reduction of staff on the commercial sector.

## ADMINISTRATIVE EXPENSES

Total Administrative Expenses on 2Q17 has a reduction if compared to 1Q17, both on the Products Segment and the Services one. In the comparison between years there was a reduction in total against 2Q16 in relation to 1 S 16 .

On the Products segment, the reduction was due to the expenses which occurred on the demobilization of assets in one of the units of 1 Q 17 . On the Services segment, however, comparing 2 Q 17 to 1 Q 17 , the reduction of expenses is due to the staff reduction on the administrative sector.

## MANAGEMENT FEES

The total Management cost on 27Q17, increased if compared both to 1 Q17 and to 2 Q 16 .

The increase occurred on 2 Q17 in comparison to 1 Q 17 is a result of the hiring of a new CEO and a new Director of Operations aiming to focus on the recovery of valve operations and optimizing costs with the management.

Operating Expenses (R\$ thousand)


## Other Operating (Revenues) and Expenses

| Other Operating (Revenue) and Expenses (R\$ thd) |  | 2 Q 16 |  | 2 Q 17 |  | Chg. R\$ |  | 1Q17 |  | 2 Q 17 |  | Chg. R\$ |  | 1S16 |  | 1S17 | Chg. R\$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Products |  | 4,787 |  | 1,145 |  | 5,932 |  | 3,942 |  | 1,145 | - | 2,798 |  | 10,175 |  | 5,087 | 15,262 |
| Expenses with idleness - Products | - | 2,592 | - | 2,840 | - | 248 | - | 1,227 | - | 2,840 | - | 1,612 | - | 5,225 | - | 4,067 | 1,158 |
| Services | - | 10,436 |  | 6,370 |  | 16,806 |  | 11,469 |  | 6,370 | - | 5,099 |  | 1,799 |  | 17,840 | 16,040 |
| Expenses with idleness - Services | - | 636 | - | 517 |  | 119 | - | 539 | - | 517 |  | 22 | - | 1,536 | - | 1,057 | 480 |
| Total | - | 18,451 |  | 4,158 |  | 22,609 |  | 13,645 |  | 4,158 | - | 9,487 | - | 15,137 |  | 17,803 | 32,940 |

The total of Other Operating Expenses and Revenues surpassed Expense on the period of 2Q16 for Revenue on periods 1 Q17 and 2Q17.

On 2 Q 17 it is related mainly to the following factors related to operating expenses:
(i) $\quad \mathrm{R} \$ 2.1$ million of residual value on fixed asset retirement;
(ii) $\mathrm{R} \$ 3.4$ million of expenses with production idleness.

And to the following factors relating to operational revenues:
(i) $\mathrm{R} \$ 7.3$ million of reversion of provision of loss by the non-recoverability of assets;
(ii) $\mathrm{R} \$ 2.8$ million of profit on disposal of fixed asset;

Other Operating (Revenues) Expenses (R\$ thousand)


## Financial Results

| Financial Results (R\$ thd) | 2 Q 16 |  | 2 Q 17 |  | Chg. R\$ |  | $1 \mathrm{Q17}$ |  | 2 Q 17 |  | hg. R\$ | 1S16 |  | 1S17 | Chg. R\$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income from Financial Investments | 480 |  | 62 | - | 418 |  | 82 |  | 62 | - | 20 | 891 |  | 144 | 747 |
| Monetary Variation | 573 |  | 673 |  | 100 |  | 653 |  | 673 |  | 20 | 751 |  | 1,326 | 575 |
| Interest on Receivables | 310 |  | 311 |  | 1 |  | 310 |  | 311 |  | 1 | 618 |  | 621 | 3 |
| Others | 1,420 |  | 24 | - | 1,396 |  | 114 |  | 24 | - | 90 | 1,535 |  | 138 | 1,397 |
| Financial Revenue* | 2,783 |  | 1,070 | - | 1,713 |  | 1,159 |  | 1,070 | - | 89 | 3,795 |  | 2,229 | 1,566 |
| (Expense) Reversal of Interest Expenses | 72,801 | - | 3,427 |  | 69,374 |  | 3,679 | - | 3,427 |  | 252 | 76,702 | - | 7,106 | 69,596 |
| Present Value Adjustment | 393,792 | - | 1,362 |  | 392,430 | - | 1,418 | - | 1,362 |  | 56 | 394,788 | - | 2,780 | 392,008 |
| Discount Granted | - | - | 226 | - | 226 |  | - | - | 226 | - | 226 | 765 | - | 226 | 539 |
| (Provision) Reversal of Provision for Interest on Suppliers | 16,475 | - | 970 |  | 15,505 | - | 1,423 | - | 970 |  | 453 | 18,775 | - | 2,393 | 16,382 |
| Fines and Interest on Taxes | 1,802 | - | 1,773 |  | 29 | - | 1,559 | - | 1,773 | - | 214 | 17,257 | - | 3,332 | 13,925 |
| IOF, Banking Expenses and Others | 1,985 | - | 1,007 |  | 978 | - | 681 | - | 1,007 | - | 326 | 3,364 | - | 1,688 | 1,676 |
| Financial Expense* | - 486,855 | - | 8,765 |  | 478,090 | - | 8,760 | - | 8,765 | - | 5 | - 511,651 | - | 17,525 | 494,126 |
| Net Financial Results* | - 484,072 | - | 7,695 |  | 476,377 | - | 7,601 | - | 7,695 | - | 94 | - 507,856 | - | 15,296 | 492,560 |
| Exchange Vaciance Revenue | 190,936 |  | 46,581 | - | 144,355 |  | 73,439 |  | 46,581 | - | 26,858 | 380,750 |  | 120,020 | - 260,730 |
| Exchange Variance Expenses | - 156,490 | - | 59,387 |  | 97,103 | - | 66,962 | - | 59,387 |  | 7,575 | - 326,785 | - | 126,349 | 200,436 |
| Net Exchange Variance | 34,446 | - | 12,806 |  | 47,252 |  | 6,477 | - | 12,806 | - | 19,283 | 53,965 | - | 6,329 | - 60,294 |
| Net Financial Results - Total | - 449,626 | - | 20,501 |  | 429,125 | - | 1,124 | - | 20,501 | - | 19,377 | - 453,891 | - | 21,625 | 432,266 |
| * Excluding Exchange Variance |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

The Total Net Financial Result resulted in expense, both on 2Q17 and 1Q17 and 2Q16. The same happened among the years, resulting in expense both on 1 S 16 and 1 S 17 .

## FINANCIAL REVENUE

The total Financial Revenue (excluding Exchange Variance) on 2Q17 reduced R\$1.7 million compared to 2 Q 16 , mainly due to monetary variation on recoverable taxes and recovery of taxes and contributions, on the amount of R\$ 1.4 million, recognized on 2Q16, which also justifies the variation from 1S16 to 1S27.

In comparison to 1Q17, Total Financial Revenue (excluding Exchange Variance) presented a small reduction.

## FINANCIAL EXPENSE

Total Financial Expense (excluding Exchange Variance) on 2Q17 reduced R\$478 million in comparison to 2Q16, mainly due to the recognition of R\$ 393.8 million of expense with adjustment to present value of suppliers, loans, fines, debentures and bonds, on 2Q16, which also justifies the variation from 1S16 to 1 S17.

In comparison to 1Q17, Total Financial Revenue (excluding Exchange Variance) remained stable.

## NET EXCHANGE VARIANCE

Net Exchange Variance on 2Q17 resulted in expense of $\mathrm{R} \$ 12.8$ million versus a revenue of $\mathrm{R} \$ 34.4$ million on 2Q16 and a revenue of R\$ 6.5 million on 17Q17 affected by North American currency appreciation against Real on 2Q17.

## Composition of Financial Result (R\$ thousand)

| 2,783 $1,1,159 \quad 1,070$ | -486,855 | -8,760 | -8,765 | 34,446 | 6,477 | -12,806 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2Q16 1Q17 2 Q17 | 2Q16 | 1Q17 | 2Q17 | 2Q16 | 1Q17 | 2Q17 |
| Finance Revenue* | Finance Expenses* |  |  | Net Exchange Variance |  |  |

## EBITDA Adjusted of Continued Activitiesı

| Adjusted EBITDA (R\$ thd) | 2 Q 16 |  |  | 2 Q 17 | Chg. R\$ / p.p. |  | $1 \mathrm{Q17}$ |  | 2 Q 17 |  | Chg. R\$ / p.p. |  | 1S16 |  | 1S17 |  | Chg. R\$ / p.p. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Products | - | 4,375 | - | 4,614 | - | 239 | - | 5,210 | - | 4,614 |  | 596 | - | 7,608 | - | 9,824 | - | 2,216 |
| Margin |  | -66.7\% |  | -60.6\% |  | 0.6 p.p. |  | -55.1\% |  | -60.6\% |  | -5.5 p.p. |  | -61.8\% |  | -57.5\% |  | 4.3 p.p. |
| Services | - | 7,093 |  | 882 |  | 7,975 |  | 1,556 |  | 882 | - | 674 |  | 884 |  | 2,438 |  | 1,554 |
| Margin |  | -31.2\% |  | 4.2\% |  | 35.3 p.p. |  | 7.1\% |  | 4.2\% |  | -2.9 p.p. |  | 1.4\% |  | 5.7\% |  | 4.3 p.p. |
| Total | - | 11,468 | - | 3,732 |  | 7,736 | - | 3,654 | - | 3,732 | - | 78 | - | 6,724 | - | 7,386 | - | 662 |
| Margin |  | -39.1\% |  | -13.0\% |  | 26.1 p.p. |  | -11.7\% |  | -13.0\% |  | -1.4 p.p. |  | -8.8\% |  | -12.3\% |  | -3.5 p.p. |
| \% Products |  | 38\% |  | 124\% |  |  |  | 143\% |  | 124\% |  |  |  | 113\% |  | 133\% |  |  |
| \% Services |  | 62\% |  | -24\% |  |  |  | -43\% |  | -24\% |  |  |  | -13\% |  | -33\% |  |  |

The Total of EBITDA Adjusted Consolidated on 2Q17 presented an increase in comparison with 2Q16 and a small reduction in comparison with 1 Q17.

On the Products Segment, on 2Q17 in comparison with 1Q17, there was a reduction on the margin due to production idleness increase. On the Services Segment however, the positive value, both on 2Q17 and 1Q17 is mainly due to the registration on provision reversal of fixed asset impairment as amount of $\mathrm{R} \$ 7.3$ million on 2Q17 and R\$ 17.3 million on 1Q17.

| Adjusted Ebitda Reconciliation (R\$ thd) | 2 Q16 |  | $1 \mathrm{Q17}$ |  | 2 Q 17 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Profit | - | 13,350 | - | 6,072 | - | 658 |
| SG\&A | - | 11,927 | - | 8,911 | - | 8,514 |
| Management Fees | - | 1,055 |  | 862 | - | 1,151 |
| Depreciation and Amortization |  | 12,637 |  | 10,389 |  | 6,478 |
| Other Operating Expenses/Revenue | - | 18,451 |  | 13,645 |  | 4,158 |
| Ebitda | - | 32,146 |  | 8,189 |  | 313 |
| Provision for Variable Remuneration | - | 394 |  | - |  | 164 |
| Provisions/Reversals for Losses, Impairment, Net Result on Disposal of Assets, Reversals with Legal Proceedings |  | 14,403 | - | 13,540 | - | 5,873 |
| Fines with Customers |  | 1,391 |  | 70 |  | 31 |
| Restructuring Process and Other Extraordinary Expenses |  | 5,278 |  | 1,627 |  | 1,632 |
| Adjusted EBITDA | - | 11,468 | - | 3,654 | - | 3,732 |

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|  |  | 2Q17 |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| Adjusted Ebitda Reconciliation (R\$ thd) |  | Products | Services | Total |
| Gross Profit | - | $51-$ | $607-$ | 658 |
| SG\&A | - | $3,778-$ | $4,735-$ | 8,514 |
| Management Fees | - | $302-$ | $849-$ | 1,151 |
| Depreciation and Amortization |  | 1,687 | 4,791 | 6,478 |
| Other Operating Expenses/Revenue | - | 1,695 | 5,853 | 4,158 |
| Ebitda | - | $\mathbf{4 , 1 3 9}$ | $\mathbf{4 , 4 5 3}$ | $\mathbf{3 1 3}$ |
| Provision for Variable Remuneration | - | 164 | 164 |  |
| Provisions/Reversals for Losses, Impairment, Net Result on | - | $640-$ | $5,233-$ | 5,873 |
| Disposal of Assets, Reversals with Legal Proceedings |  |  |  |  |
| Fines with Customers |  | 31 | - | 31 |
| Restructuring Process and Other Extraordinary Expenses |  | 134 | 1,498 | 1,632 |
| Adjusted EB ITDA | $\mathbf{4 , 6 1 4}$ | $\mathbf{8 8 2}$ | $\mathbf{3 , 7 3 2}$ |  |

The non-recurring expenses which amounted to $\mathrm{R} \$ 5.9$ million negatives refer mainly to the booking of residual value on retirement of assets on the amount of $\mathrm{R} \$ 2.1$ million, provision for obsolescence of inventories on the amount of $\mathrm{R} \$ 0.4$ million, reversion of provisions for loss with law suits on the amount of $\mathrm{R} \$ 1.0$ million and reversion of provision of loss by the non-recoverability of assets of $\mathrm{R} \$ 7.3$ million.

## Net Result

## Net Result (R\$ thd)

Result Before Income Tax and Social Contribution
Income Tax and Social Contribution - Current
Income Tax and Social Contribution - Deferred
Result of Discontinued Operation
Net Result

|  | 2 Q 16 |  | 2 Q 17 | Chg. R\$ |  | 1Q17 |  | 2 Q 17 |  | Chg. R\$ |  | 1S16 |  | 1S17 | Chg. R\$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | 494,409 | - | 26,952 | 467,457 |  | 4,817 | - | 26,952 | - | 22,135 |  | 518,218 |  | 31,769 | 486,449 |
| - | 1,819 | - | 595 | 1,224 | - | 919 | - | 595 |  | 324 | - | 2,117 | - | 1,514 | 603 |
|  | 94,474 |  | 829 | 93,645 |  | 831 |  | 829 | - | 2 |  | 95,072 |  | 1,660 | 93,412 |
|  | - |  | - | - |  | - |  | - |  | - |  | - |  | - | - |
| - | 401,754 | - | 26,718 | 375,036 | - | 4,905 | - | 26,718 | - | 21,813 | - | 425,263 |  | 31,623 | 393,640 |
| - | 2.56 | - | 2.84 | 0.29 | - | 0.52 |  | 2.84 | - | 2.32 | - | 2.71 | - | 3.37 | 0.66 |

The Period Net Result was of loss, both on 2Q17 and 2Q16 and 1Q17. The main events which contributed for such result on 2Q17 were:
(i) $\quad \mathrm{R} \$ 3.4$ million of idleness of production;
(ii) $\quad \mathrm{R} \$ 2.1$ million of residual on fixed asset retirement;
(iii) $\mathrm{R} \$ 0.4$ million of provision for loss and obsolescence of inventories.

The Net Result on the semester's accrued amount was of loss of $\mathrm{R} \$ 31.6$ million on 1S17 against loss of $\mathrm{R} \$$ 425.3 million on 1S16. The main event which contributed to this variation was the launch of $\mathrm{R} \$ 394.8$ million of expense with adjustment to present value of the suppliers, loans, fines, debentures and bonds recognized on 1S16.

## Composition of Net Result (R\$ thousand)

| -401,754 | -4,905 | -26,718 |
| :---: | :---: | :---: |
| 2Q16 | 1017 | 2017 |

## Operating Working Capital

| Working Capital (R\$ thd) | 1017 | 2017 | Chg. \% | Chg. R\$ |
| :---: | :---: | :---: | :---: | :---: |
| Accounts Receivable | 44,408 | 43,635 | -1.7\% - | 773 |
| Inventories | 53,133 | 52,428 | -1.3\% - | 705 |
| Suppliers | 24,710 | 26,208 | 6.1\% | 1,498 |
| Advances from Customers | 3,274 | 2,755 | -15.9\% - | 519 |
| Employed Working Capital | 69,557 | 67,100 | -3.5\% - | 2,457 |
| Employed Working Capital Variance | 4,571 | 2,457 |  |  |
| \% Working Capital/Net Revenue* | 41.0\% | 54.8\% |  |  |
| *LTM: last 12 months |  |  |  |  |

The index of need of Working Capital on Net Revenue accrued ( 12 months) on 2Q17 reached a percentage of $54.8 \%$, increase of 13.8 percentage points when compared to the indicator of 1 Q17.


There was a reduction on the Advancement from customers on 2 Q 17 in comparison with 1 Q 17 , as a consequence mainly of the reduction of Net Revenue. Regarding the balance of suppliers the increase on 2Q17 compared to 1 Q17 is due to the effect of annulment of the Company's Judicial Recovery Plan on June 27, 2016.

## Cash and Cash Equivalents

| Cash and cash equivalents (R\$ thd) | $\mathbf{1 Q 1 7}$ | 2Q17 | Chg. \% | Chg. R\$ |
| :--- | ---: | ---: | ---: | ---: |
| Cash and Cash Equivalents | 1,448 | 1,450 | $0.1 \%$ | 2 |
| Securities-restricted | 1,570 | 861 | $-45.2 \%-$ | 709 |
| Total | $\mathbf{3 , 0 1 8}$ | $\mathbf{2 , 3 1 1}$ | $\mathbf{- 2 3 . 4 \%}-$ | $\mathbf{7 0 7}$ |

The consolidated position of Cash and Cash Equivalents of the Company on 2Q17 achieved R\$2.3 million in comparison with the amount of $\mathrm{R} \$ 3.0$ million on 1 Q 17 . Such reduction regards the release of withdraw of the registered value such as Securities - restricted account, called "Escrow Account".

Balances of Cash and Cash Equivalents (R\$ thousand)


## Debt

The Company's Gross Debt ended 2Q17 in R\$ 160.9 million, $3.0 \%$ over the computed on 1 Q 17.

| Debts (R\$ ths) | $\mathbf{1 0 1 7}$ | $\mathbf{2 0 1 7}$ | Chg. $\%$ | Chg. R\$ |
| :--- | ---: | ---: | ---: | ---: |
| Short Term | $\mathbf{2 5 , 6 4 1}$ | $\mathbf{2 6 , 9 9 2}$ | $\mathbf{5 . 3 \%}$ | $\mathbf{1 , 3 5 1}$ |
| Financing Lines not Subject to Judicial Recovery | 25,641 | 26,992 | $5.3 \%$ | 1,351 |
| Long Term | $\mathbf{1 3 0 , 5 5 9}$ | $\mathbf{1 3 3 , 8 7 1}$ | $\mathbf{2 . 5 \%}$ | $\mathbf{3 , 3 1 2}$ |
| Financing Lines Subject to Judicial Recovery | 118,369 | 123,895 | $4.7 \%$ | 5,526 |
| Financing Lines not Subject to Judicial Recovery | 12,190 | 9,976 | $-18.2 \%$ | 2,214 |
| Total Debts | $\mathbf{1 5 6 , 2 0 0}$ | $\mathbf{1 6 0 , 8 6 3}$ | $\mathbf{3 . 0 \%}$ | $\mathbf{4 , 6 6 3}$ |
| Cash and Cash Equivalents | 3,018 | 2,311 | $-23.4 \%$ | 707 |
| Net Debt | $\mathbf{1 5 3 , 1 8 2}$ | $\mathbf{1 5 8 , 5 5 2}$ | $\mathbf{3 . 5 \%}$ | $\mathbf{5 , 3 7 0}$ |

Such increase is mainly a consequence of the exchange variance on loans maintained on foreign currency, due to the North American currency appreciation against Real on 2Q17.

With the availabilities of Cash and Cash Equivalents being summed, the Company's Net Debt subtracted ended 2Q17 on R\$ 158.6 million, increase of $3.5 \%$ against the value on 1 Q 17 .

Composition of Debt (R\$ million)


## Investment Balances

The Company's Investment Balances on 2Q17 remained constant compared to 1 Q17.

The Fixed Asset presented an increase of $1.1 \%$ on 2Q17 specially due to the recognition of depreciation on the amount of R\$ 6.1 million and the effect of exchange variance on the fixed asset of the controlled companies abroad on the amount of R\$ 1.7 million, based on the $4.2 \%$ appreciation on the North American currency against Real on 2Q17.

| Investments (R\$ thd) | Q17 | $\mathbf{2 Q 1 7}$ | Chg. \% | Chg. R\$ |
| :--- | ---: | ---: | ---: | ---: |
| Others Investments | 676 | 676 | $0.0 \%$ | - |
| Property, Plant and Equipment, net | 284,153 | 287,210 | $1.1 \%$ | 3,057 |
| Intangible Assets | 116,567 | 115,933 | $-0.5 \%$ | 634 |
| Total | $\mathbf{4 0 1 , 3 9 6}$ | $\mathbf{4 0 3 , 8 1 9}$ | $\mathbf{0 . 6 \%}$ | $\mathbf{2 , 4 2 3}$ |

## Investment Balances (R\$ thousand)



Capex was of R\$ 0.9 million on 2Q17 mainly directed to the units of the Products Segment and the Oilfield Services Colombia division.

On May 25, 2015, as disclosed by Material Facts, the Company filed, together with other companies of the Lupatech Group, a request for Judicial Recovery. The requested was approved by justice on June 23, 2015. All information related to the process is available on CVM website and of investor relations of Lupatech S.A. - In Judicial Recovery.

On November 18, 2015, the General Meeting of Creditors approved the Judicial Recovery Plan, with it being validated on December 11, 2015, by the judgment of the $1^{\text {st }}$ Court of Bankruptcy, Judicial Recovery and Conflicts Related to the Arbitration of the Capital of São Paulo, without any reservations.

On June 27, 2016, the $2^{\text {nd }}$ Chamber Dedicated to Corporate Law of the Court of Law of the State of São Paulo provisioned interlocutory appeals filed by two creditors in order to annul the validation decision of the Judicial Recovery Plan of the Lupatech Group, stated by Judgment of the $1^{\text {st }}$ Court of Bankruptcy, Judicial Recovery and Conflicts Related to the Arbitration of the District of São Paulo.

On September 5, 2016, a new Judicial Recovery Plan of the Lupatech Group was presented on the scope of the judicial recovery process, which annulled the validation decision of the plan previously approved by the creditors in meeting.

The New Judicial Recovery Plan establishes the terms and conditions for the restructuring of debts of the Lupatech Group and attends to the criteria established on decisions of the $2^{\text {nd }}$ Chamber Dedicated to Corporate Law of the Court of Law of the State of São Paulo.

On November 08, 2016, the General Meeting of Creditors of the Lupatech Group approved the New Judicial Recovery Plan, validated on December 01, 2016, by the judgment of the $1^{\text {st }}$ Court of Bankruptcy, Judicial Recovery and Conflicts Related to the Arbitration of the Capital of São Paulo, without any reservations. Lupatech S/A presented motions for clarification and on February 15, 2017, the judgment corrected its validation order. Before the final validation of judgment, the term for appeals against validation of the plan ended on March 13, 2017. Since until said date there has not been presentation of any appeal against the validation of the plan, it binds the Lupatech group and its creditors subject to the Plan.

The Company awaits certification of the final and binding decision of the ratification award of its New Judicial Recovery Plan to evaluate the continuity of special appeal, filed against the decision of the court of Justice of São Paulo which annulled the Judicial Recovery Plan previously presented.

## Annexes

Annex I - Consolidated Income Statement (R\$ thousand)

|  |  | $1 \mathrm{Q17}$ |  | $2 \mathrm{Q17}$ | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Revenue From Sales |  | 31,332 |  | 28,672 | -8\% |
| Cost of Goods and Services Sold | - | 37,404 | - | 29,330 | -22\% |
| Gross Profit | - | 6,072 | - | 658 | -89\% |
| Operating Income/Expenses |  | 2,379 |  | 5,793 | -344\% |
| Selling | - | 1,565 |  | 1,534 | -2\% |
| General and Administrative | - | 7,346 | - | 6,980 | -5\% |
| Management Compensation | - | 862 | - | 1,151 | 34\% |
| Equity pick-up | - | 1,493 | - | 286 | -81\% |
| Other Operation Income (Expenses) |  | 13,645 |  | 4,158 | -70\% |
| Net Financial Result | - | 1,124 | - | 20,501 | 1724\% |
| Financial Income |  | 1,159 |  | 1,070 | -8\% |
| Financial Expenses | - | 8,760 | - | 8,765 | 0\% |
| Net Exchange Variance |  | 6,477 | - | 12,806 | -298\% |
| Loss Before Income Tax and Social Contribution | - | 4,817 |  | 26,952 | 460\% |
| Provision Income Tax and Social Contribution - Current | - | 919 | - | 595 | -35\% |
| Provision Income Tax and Social Contribution - Deferred |  | 831 |  | 829 | 0\% |
| Loss for the Period | - | 4,905 | - | 26,718 | 445\% |

## Annex II - Reconciliation of EBITDA Adjusted (R\$ thousand)

|  |  | 1Q17 | 2Q17 | \% Change |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| Adjusted EBITDA from Continuing Operations | - | $3,654-$ | 3,732 | $2 \%$ |
| Provision for Variable Remuneration | - | - | 164 | $\mathrm{n} / \mathrm{a}$ |
| Reestructuring Process | - | $1,627-$ | 1,632 | $0 \%$ |
| Provisions for Losses, Impairment and Net Result on Disposal of Assets |  | 13,540 | 5,873 | $-57 \%$ |
| Fines with Costumers | - | $70-$ | 31 | $-56 \%$ |
| EBITDA from Continuing Operations | 8,189 | 313 | $-96 \%$ |  |
| Depreciation and Amortization | - | $10,389-$ | 6,478 | $-38 \%$ |
| Equity Pick-up | - | $1,493-$ | 286 | $-81 \%$ |
| Net Financial Result | - | $1,124-$ | 20,501 | $1724 \%$ |
| Income Tax and Social Contribution - Current and Deferred | - | 88 | 234 | $-366 \%$ |
| Net Loss from Continuing and Discontinued Operations | - | $4,905-$ | 26,718 | $445 \%$ |

Annex III - Consolidated Balance Sheets (R\$ thousand)

|  | $1 \mathrm{Q17}$ | 2 Q 17 | \% Change |
| :---: | :---: | :---: | :---: |
| Total Asset | 645,114 | 640,025 | -1\% |
| Current Assets | 154,851 | 151,314 | -2\% |
| Cash and Cash Equivalents | 1,448 | 1,450 | 0\% |
| Securities-restricted | 1,570 | 861 | -45\% |
| Accounts Receivable | 44,408 | 43,635 | -2\% |
| Inventories | 53,133 | 52,428 | -1\% |
| Recoverable Taxes | 30,748 | 32,586 | 6\% |
| Other Accounts Receivable | 6,182 | 3,740 | -40\% |
| Antecipated Expenses | 3,097 | 2,929 | -5\% |
| Advances to Suppliers | 14,265 | 13,685 | -4\% |
| Non-Current Assets | 490,263 | 488,711 | 0\% |
| Securities-restricted | 2,085 | 2,287 | 10\% |
| Judicial Deposits | 24,837 | 25,274 | 2\% |
| Recoverable Taxes | 44,897 | 44,041 | -2\% |
| Other Accounts Receivable | 17,048 | 13,290 | -22\% |
| Investments | 676 | 676 | 0\% |
| Property, Plant and Equipment | 284,153 | 287,210 | 1\% |
| Intangible Assets | 116,567 | 115,933 | -1\% |
| Total Liabilities and Shareholders 'Equity | 645,114 | 640,025 | -1\% |
| Current Liabilities | 184,941 | 193,282 | 5\% |
| Suppliers - Not Subject to Judicial Recovery | 18,193 | 19,691 | 8\% |
| Suppliers - Subject to Judicial Recovery - Class I | 6,517 | 6,517 | 0\% |
| Loans and Financing - Not Subject to Judicial Recovery | 25,641 | 26,992 | 5\% |
| Provisions Payroll and Payroll Payable | 8,638 | 9,127 | 6\% |
| Commissions Payable | 867 | 871 | 0\% |
| Taxes Payable | 63,145 | 67,072 | 6\% |
| Obligations and Provisions for Labor Risks - Subject to Judicial Recovery | 31,847 | 31,784 | 0\% |
| Advances from Customers | 3,274 | 2,755 | -16\% |
| Employee's Profit Sharing | - | 164 | n/a |
| Other Accounts Payable | 25,701 | 27,180 | 6\% |
| Provision for Contratual Fines | 1,118 | 1,129 | 1\% |
| Non-Current Liabilities | 422,081 | 423,851 | 0\% |
| Suppliers - Subject to Judicial Recovery | 67,129 | 69,488 | 4\% |
| Loans and Financing - Subject to Judicial Recovery | 118,369 | 123,895 | 5\% |
| Loans and Financing - Not Subject to Judicial Recovery | 12,190 | 9,976 | -18\% |
| Taxes Payable | 9,948 | 10,726 | 8\% |
| Deferred Income Tax and Social Contribution | 53,935 | 52,910 | -2\% |
| Provision for Contigencies | 134,212 | 133,233 | -1\% |
| Other Accounts Payable | 7,487 | 7,769 | 4\% |
| Provision for Unfunded Liabilities in Subsidiaries | 18,811 | 15,854 | -16\% |
| Shareholders' Equity | 38,092 | 22,892 | -40\% |
| Capital Stock | 1,853,684 | 1,853,684 | 0\% |
| Capital reserve to be realized | 6,341 | 6,341 | 0\% |
| Capital Transaction Reserve | 136,183 | 136,183 | 0\% |
| Stock Options | 13,549 | 13,549 | 0\% |
| Equity Valuation Adjustment | 56,582 | 67,020 | 18\% |
| Accumulated Losses | 2,028,247 | 2,053,885 | 1\% |

Annex IV - Consolidated Cash Flows Statements (R\$ thousand)

|  | 1 Q17 |  | 2 Q17 |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| CASH FLOW FROM OPERATING ACTIVITIES |  |  |  |  |  |
| Net Result for the Period | - | 4,905 | - | 26,718 | 445\% |
| Adjustments: |  |  |  |  |  |
| Depreciation and Amortization |  | 10,389 |  | 6,478 | -38\% |
| Equity Pick-up |  | 1,493 |  | 286 | -81\% |
| Result on Sale of Fixed Assets | - | 2,309 | - | 712 | -69\% |
| Financial expenses, net | - | 208 |  | 18,829 | -9152\% |
| Reversal (Provision) for losses by non-recoverability of assets | - | 16,058 |  | 7,343 | -54\% |
| Deferred Income Tax and Social Contribution |  | 88 | - | 234 | -366\% |
| Losses on Inventory Obsolescence |  | 1,126 |  | 376 | -67\% |
| Provision of Contractual Fines |  | 1,623 |  | 1,521 | -194\% |
| Allowance for Doubtful Accounts |  | 124 | - | 19 | -115\% |
| Effective Losses on Doubtful Accounts |  | 6 | - | 6 | -200\% |
| Present Value Adjustment |  | 1,418 |  | 1,362 | -4\% |
| Changes in Assets \& Liabilities |  |  |  |  |  |
| (Increase) Decrease in Accounts Receivable | - | 1,284 |  | 2,220 | -273\% |
| (Increase) Decrease in Inventories |  | 2,529 |  | 228 | -91\% |
| (Increase) Decrease in Recoverable Taxes | - | 11,716 | - | 1,634 | -86\% |
| (Increase) Decrease in Other Assets |  | 5,513 |  | 4,454 | -19\% |
| (Increase) Decrease in Suppliers | - | 1,037 |  | 2,237 | -316\% |
| (Increase) Decrease in Taxes Payable |  | 1,322 |  | 3,041 | 130\% |
| (Increase) Decrease in Others Accounts Payable |  | 9,575 | - | 1,073 | -111\% |
| Cash Flow from Operating Activities | - | 2,311 |  | 251 | -111\% |
| CASH FLOW FROM INVESTMENT ACTIVITIES |  |  |  |  |  |
| Securities - Restricted |  | 14 |  | 569 | 3964\% |
| Proceeds from Sales of Property, Plant and Equipment |  | 3,125 |  | 2,793 | -11\% |
| Aquisition of Property, Plant and Equipment | - | 138 | - | 731 | 430\% |
| Cash Flow from Investment Activities |  | 3,001 |  | 2,631 | -12\% |
| CASH FLOW FROM FINANCING ACTIVITIES |  |  |  |  |  |
| Proceeds from Loans and Financings |  | 21,344 |  | 19,398 | -9\% |
| Payment of Loans and Financings - Principal | - | 21,249 | - | 21,671 | 2\% |
| Payment of Loans and Financings - Interest | - | 568 | - | 609 | 7\% |
| Cash Flow from Financing Activities | - | 473 | - | 2,882 | 509\% |
| Exchange Variation on Cash and Cash Equivalents of Subsidiaries Abroad | - | 2 |  | 2 | -200\% |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS |  | 215 |  | 2 | -99\% |
| At the Beginning of the Period |  | 1,233 |  | 1,448 | 17\% |
| At the End of the Period |  | 1,448 |  | 1,450 | 0\% |

## About Lupatech - In Judicial Recovery

Lupatech S.A. - In Judicial Recovery is a Brazilian company of products and services of high added value with focus on the oil and gas sector. Its businesses are organized in two segments: Products and Services. The Products Segment offers, mainly for the oil and gas sector, cables for anchoring of production platforms, valves and equipment for completion of wells, besides relevant participation in company of the compressors for vehicle natural gas segment. The Services Segment offers services of drilling, workover, intervention in wells, coating and inspection of pipping.


[^0]:    ${ }^{1}$ Ebitda of Continued Activities is calculated as the net profit (loss) of continued activities, before income tax and social contribution, of financial revenues (expenses), of equity equivalence results in affiliated companies and depreciation and amortization. Ebitda Adjusted of Continued Activities reflects Ebitda of Continued Activities, adjusted to exclude the expenses with participation of employees and administrators on profits and results, provision for loss in inventories, net result on disposal of assets, contingency provisions, provision of fines with clients and expenses related to the restructuring process and other extraordinary expenses of the Company. Ebitda Adjusted of Continued Activities is not a measure used on the accounting practices adopted in Brazil, not representing the cash flow for the periods presented and should not be considered as an alternative to the net profit on the quality of operating performance indicator or as an alternative to the cash flow on the quality of liquidity indicator. Ebitda Adjusted of Continued Activities does not have a standardized meaning and the definition of Ebitda Adjusted of Continued Activities of the Company may not be comparable to Ebitda Adjusted of Continued Activities as defined by other Companies. Even if Ebitda Adjusted of Continued Activities does not provide, according to the accounting practices used in Brazil a measure of the operating cash flow, the Administration uses it to measure its operating performance. Additionally, the Company understands that certain investors and financial analysts use Ebitda Adjusted of Continued Activities as an operating performance indicator of a Company and/or its cash flow. The reconciliation of Ebitda Adjusted of Continued Activities as calculated by the Company may be found on Annex II of this report.

