



Eternit

**Conference Call – Earning Results
1Q16 – 05/13/2016**

Disclaimer

“Forward looking statements included in this presentation regarding the Company’s business, operating and financial results and Company’s growth are only predictions and were based on management's expectations regarding future performance. These expectations are highly dependent on market conditions, Brazilian economic scenario, industry performance and international markets, and are therefore subject to change.”

Highlights of 1Q16 (when compared to 1Q15)

- Economic figures registered variations of:
 - ✓ ABRAMAT: -17.3%
 - ✓ Eternit¹: -12.0%
- Variation on sales volume in the segments below:
 - ✓ Chrysotile mineral: -25.2%
 - ✓ Fiber-cement: -8.0%
 - ✓ Concrete tiles: 0.2%
- Consolidated Net Revenue reached R\$228.9 million, decline of 9.4%
- Adjusted EBTIDA decreased 23.2%, reaching R\$38.1 million
- Net profit totaled R\$8.3 million
- Reduction of 12.8% in the consolidated net debt in comparison to 4Q15

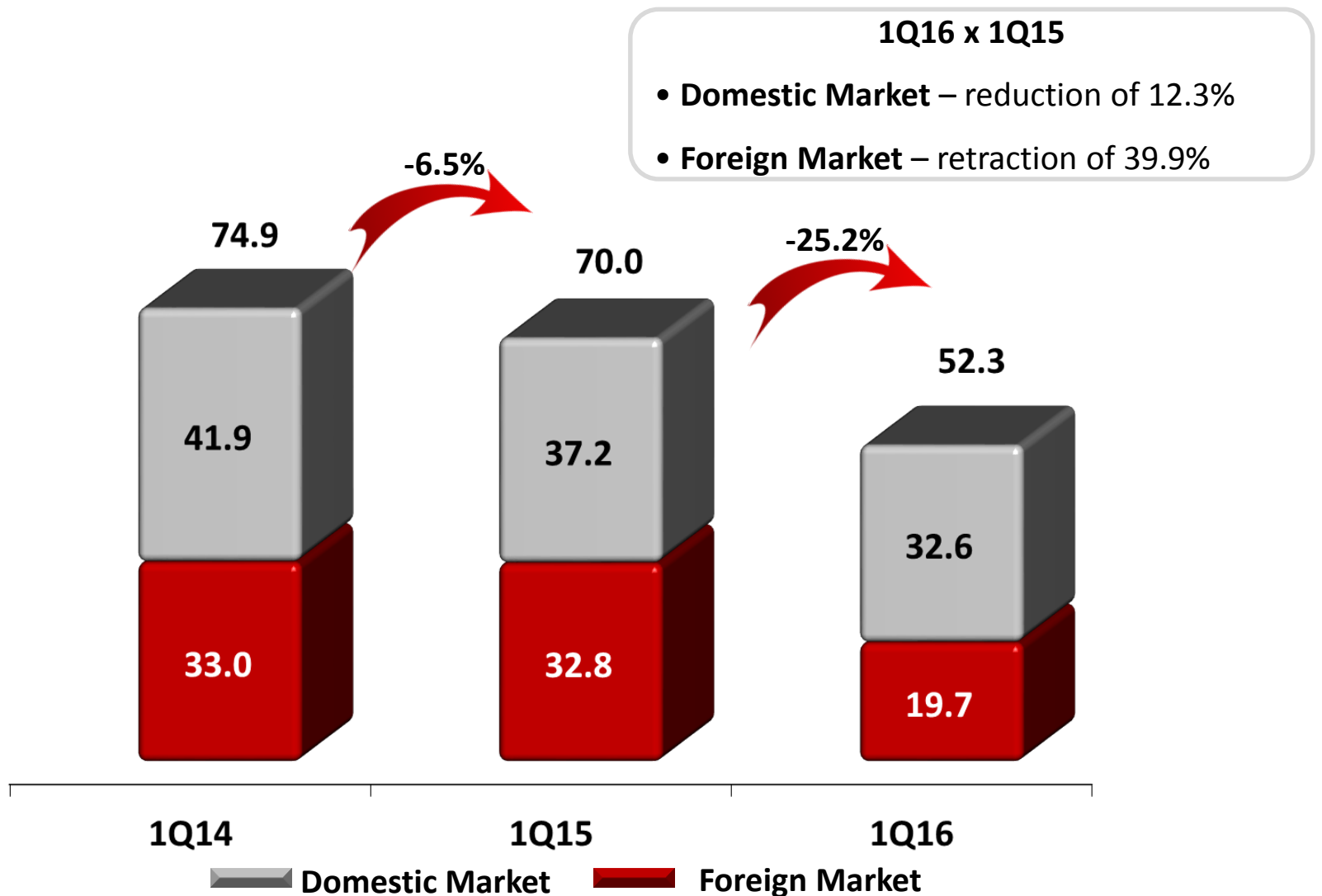
¹ Growth of the consolidated gross revenue in 1Q16vs1Q15 corrected for inflation in accordance with the IGP-M index.



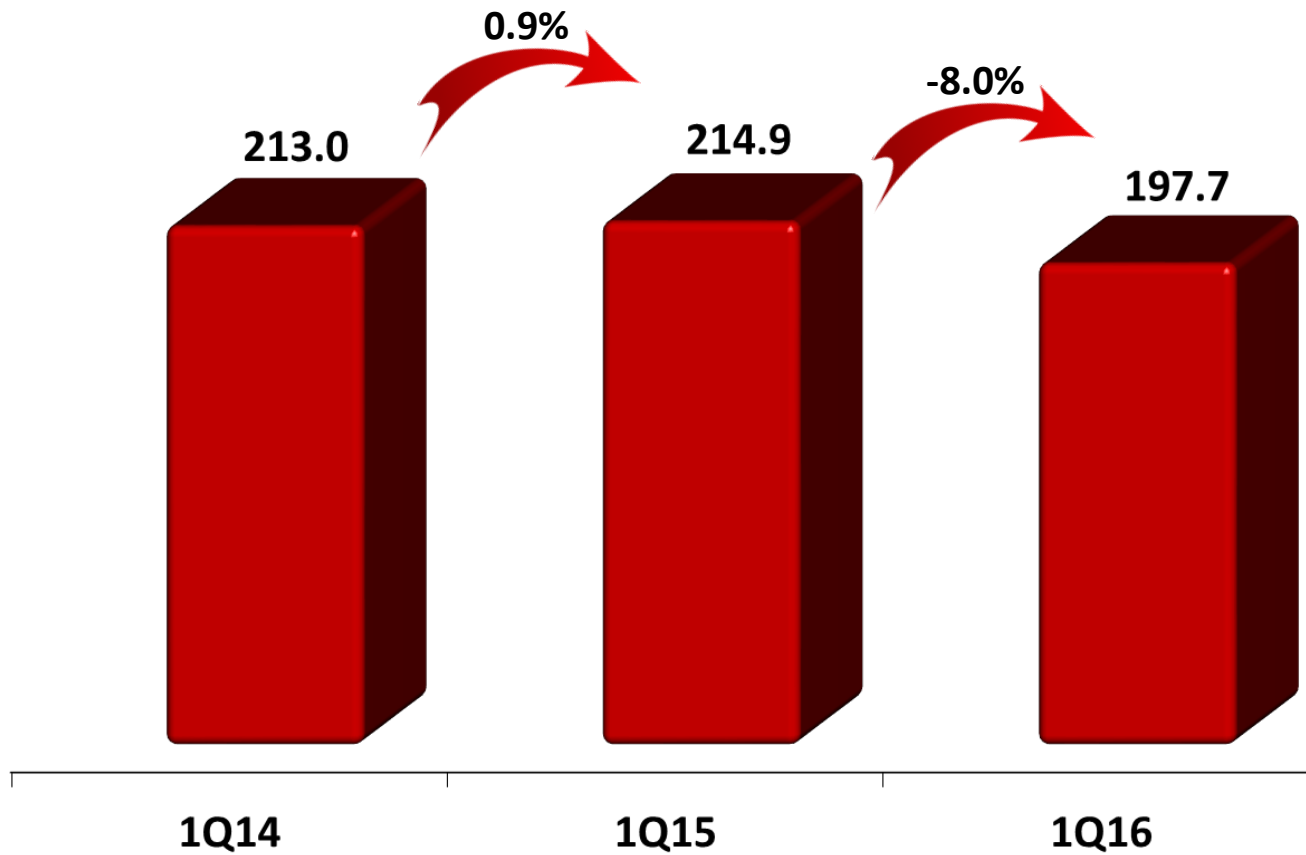
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Operational Performance

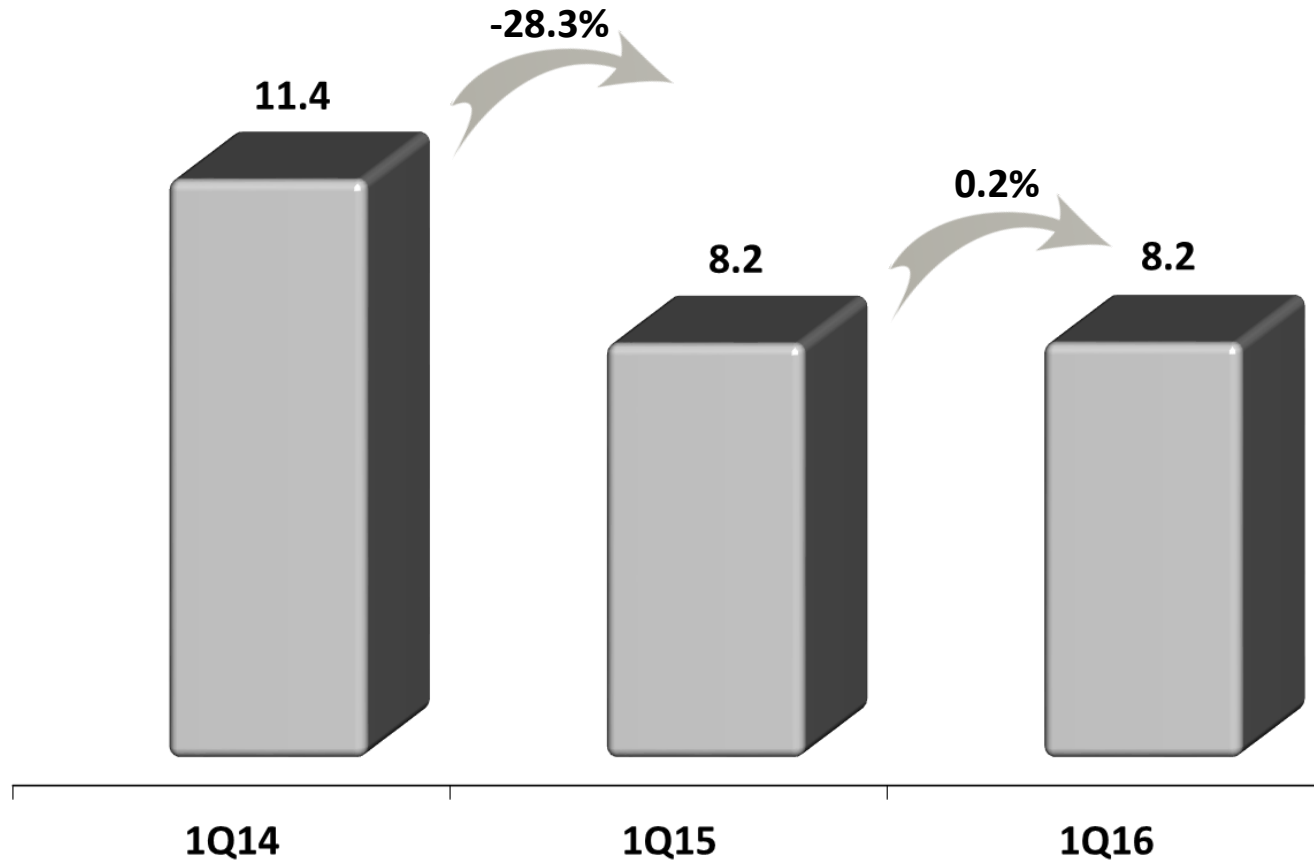
Sales of Chrysotile Mineral (thousand tons)



Sales of Fiber-Cement (thousand tons)



Sales of Concrete Tiles (million pieces)

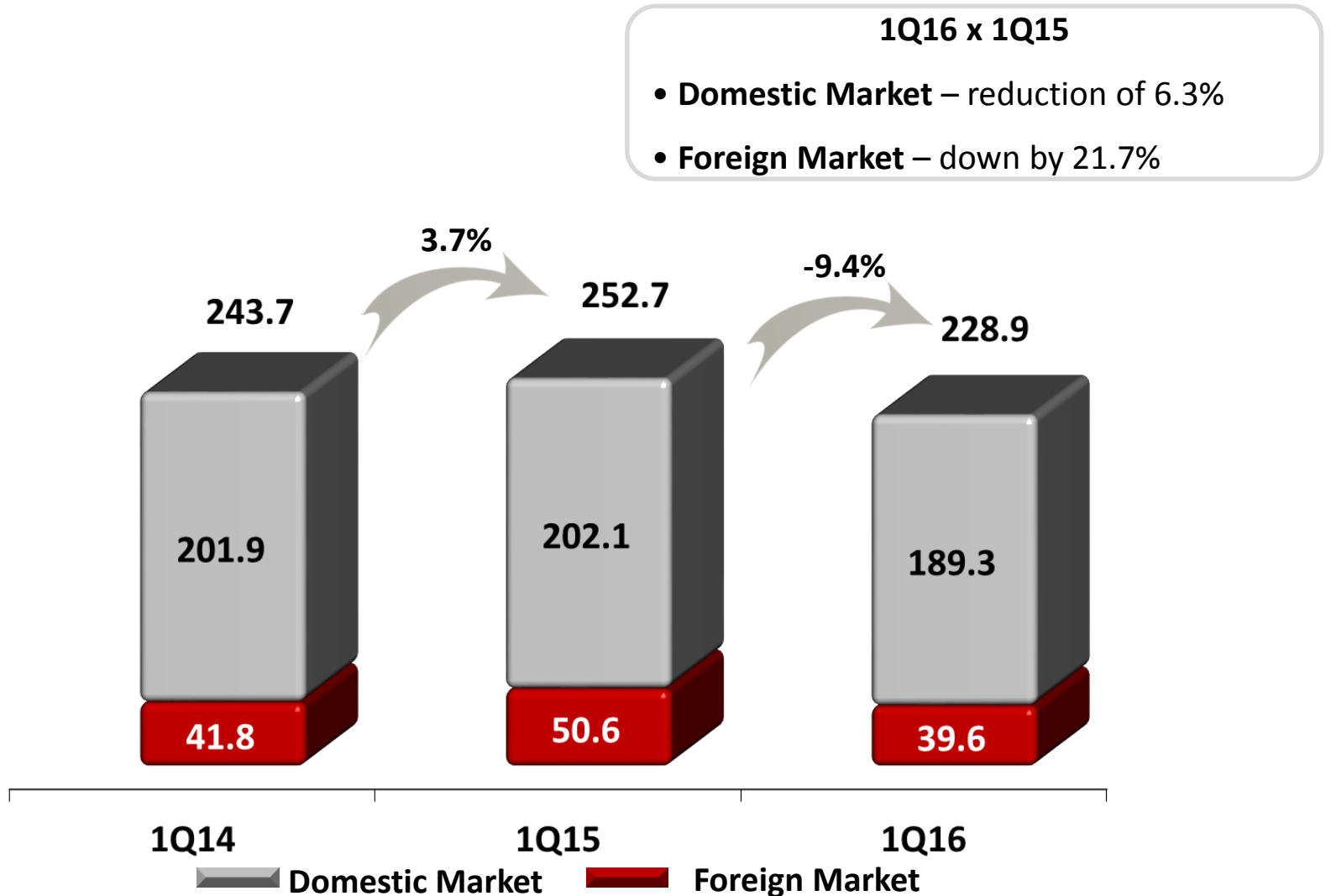




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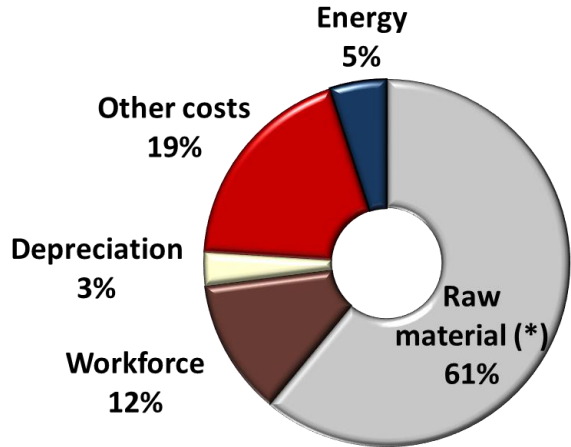
Economic and Financial Information

Consolidated Net Revenue (R\$ million)



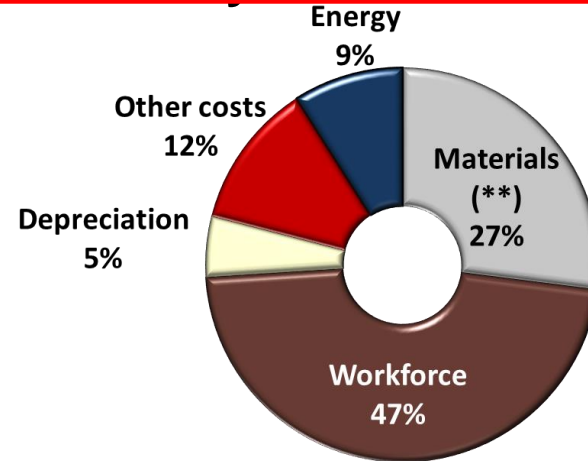
COGS Breakdown – 1Q16

Fiber-cement



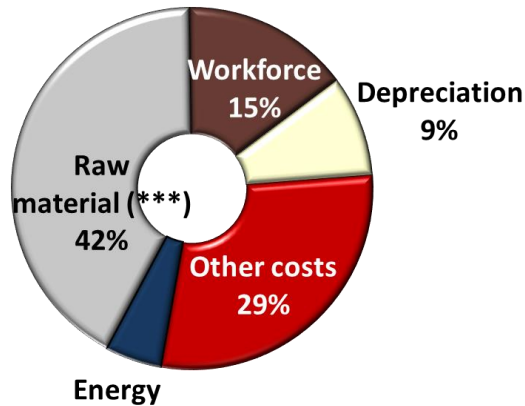
(*) Cement (40%), Chrysotile Mineral (40%) and the others (20%)

Chrysotile Mineral



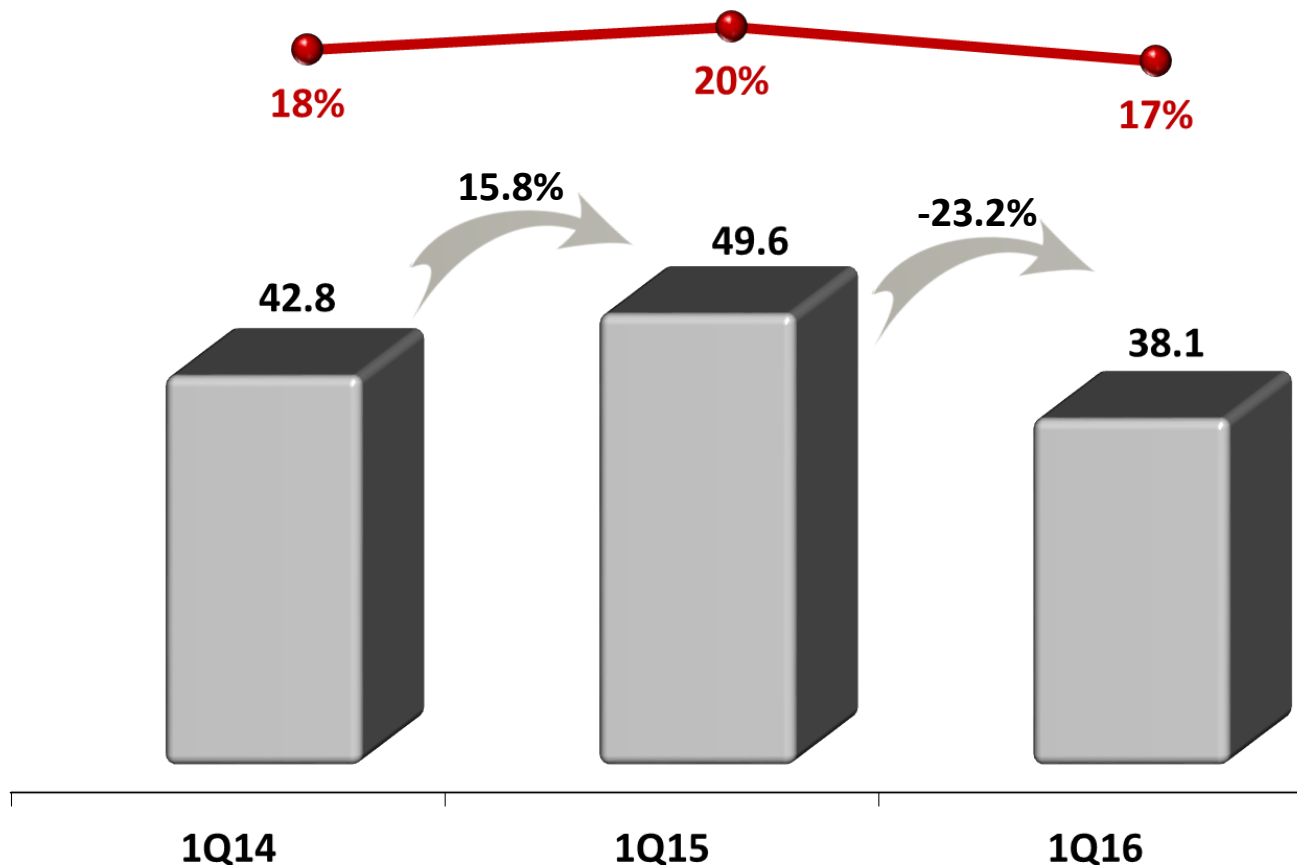
(**) Fuel, explosives, packaging, among the others

Concrete Tiles



(***) Cement (53%), sand (31%) and the others (16%)

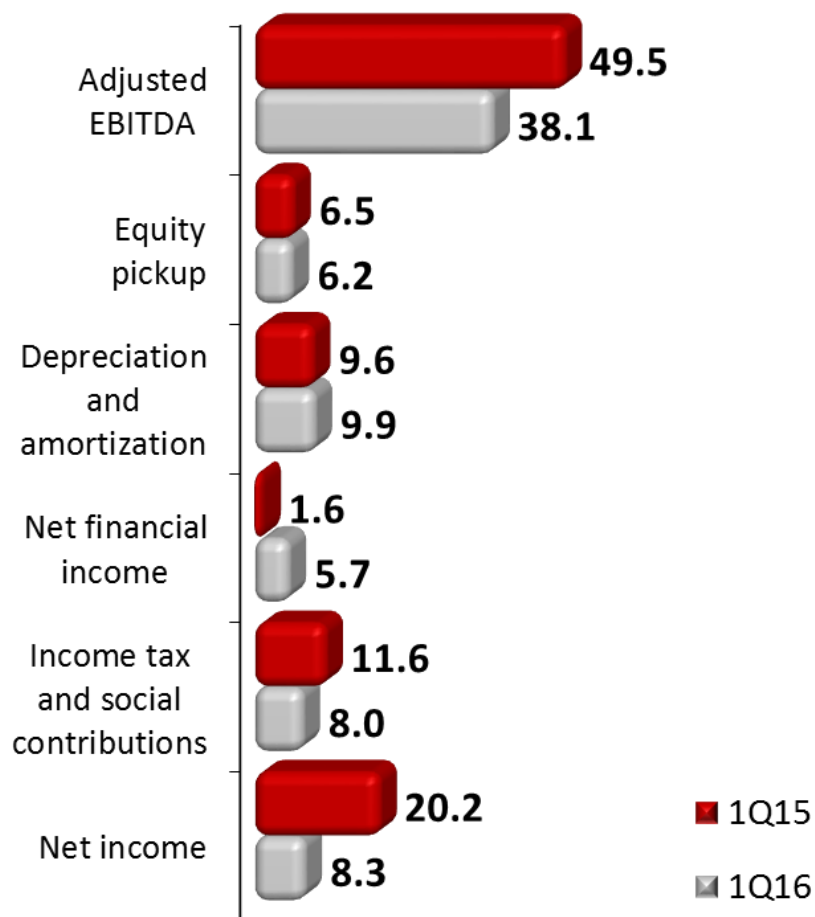
Adjusted EBITDA* (R\$ million) and Adjusted EBITDA Margin (%)



*Adjusted EBITDA is an indicator used by the Company's Management to analyze the operational and economic performance of its consolidated business, excluding equity pickup due to the fact that CSC is a joint venture and its information is not consolidated.

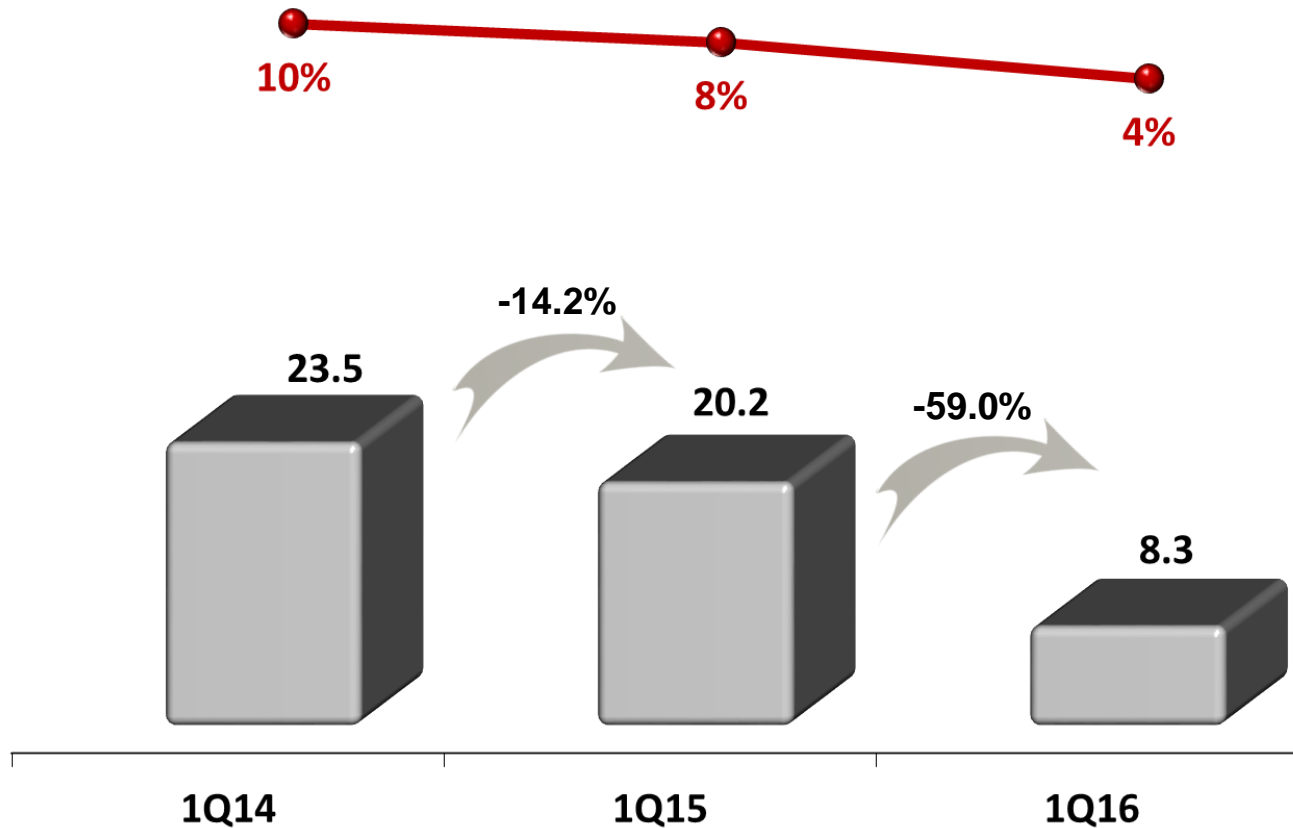
Reconciliation of Adjusted EBITDA* X Net Income (R\$ million)

In R\$ million



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Net Income (R\$ million) and Net Margin (%)



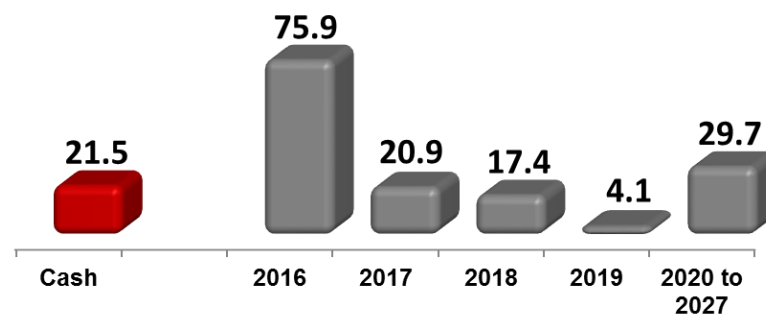
Debt (R\$ million)

Debt	03/31/15	12/31/15	03/31/16
Short-term gross debt	102.1	90.3	75.9
Long-term gross debt	41.4	76.9	72.1
Cash and cash equivalents	(10.9)	(5.6)	(15.7)
Short-term investments (same cash equivalents)	(32.1)	(16.7)	(5.8)
Net debt	100.5	144.9	126.5
EBITDA (last 12 months)	166.2	131.5	120.4
Net debt / EBITDA x	0.60	1.10	1.05
EBITDA (last 12 months)	185.9	159.2	147.7
Net debt / EBITDA x	0.54	0.91	0.86
Net debt / Equity	19.4%	29.0%	24.9%

Origin of debt

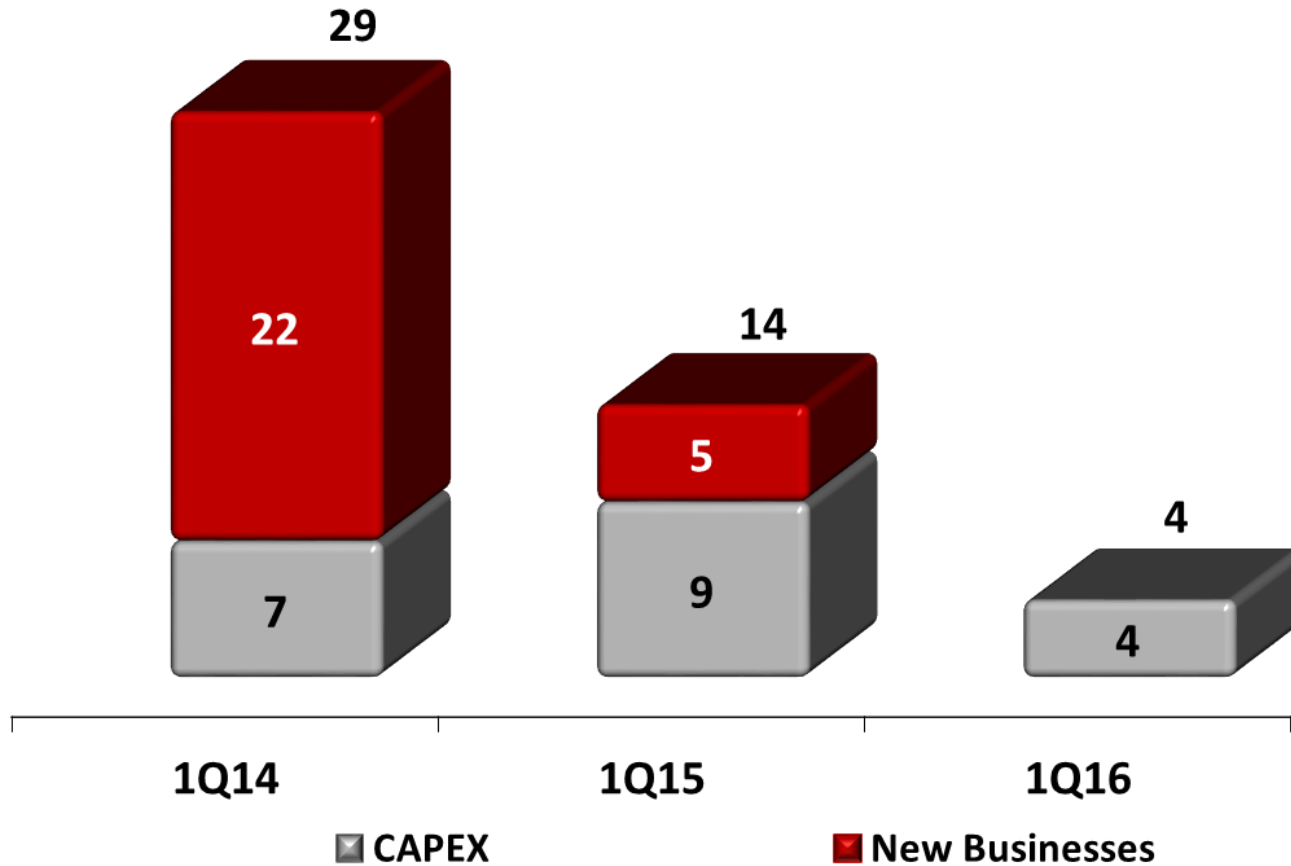


Repayment Schedule



* In 1Q16 the debt in foreign currency was 100% naturally hedged by accounts receivable from chrysotile exports.

Capital Expenditures (R\$ million)

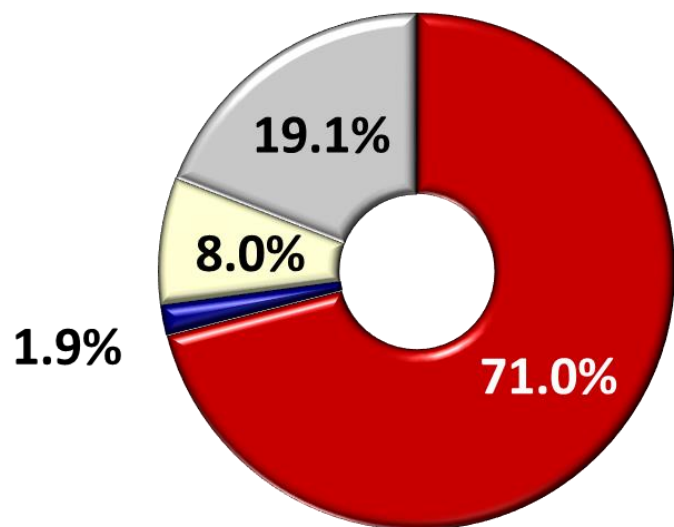




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Capital Markets

Shareholding Structure – Apr/16



- Individual Investors
- Corporations
- Investors Abroad
- Clubs, Funds and Foundations

FREE-FLOAT

84.8%

*Independent directors in accordance with BM&FBOVSPA Novo Mercado Regulations

Highlights

Luiz Barsi Filho	13.75%
Geração L. Par. F. I. A.	13.45%
Victor Adler	7.84%
Diretoria	1.01%
Ações em Tesouraria	0.03%

Board of Directors

Member since

Luis Terepíns* - Presidente	2011
Marcelo Munhoz Auricchio*	2011
Marcelo Gasparino da Silva*	2014
Luiz Barsi Filho*	2015
Raphael Manhães Martins*	2015
Manoel Arlindo Zaroni Torres*	2016
Marcelo Amaral Moraes*	2016

Board of Auditors

Member since

André Eduardo Dantas	2013
Luciano Luiz Barsi	2015
Pedro Paulo de Souza	2015

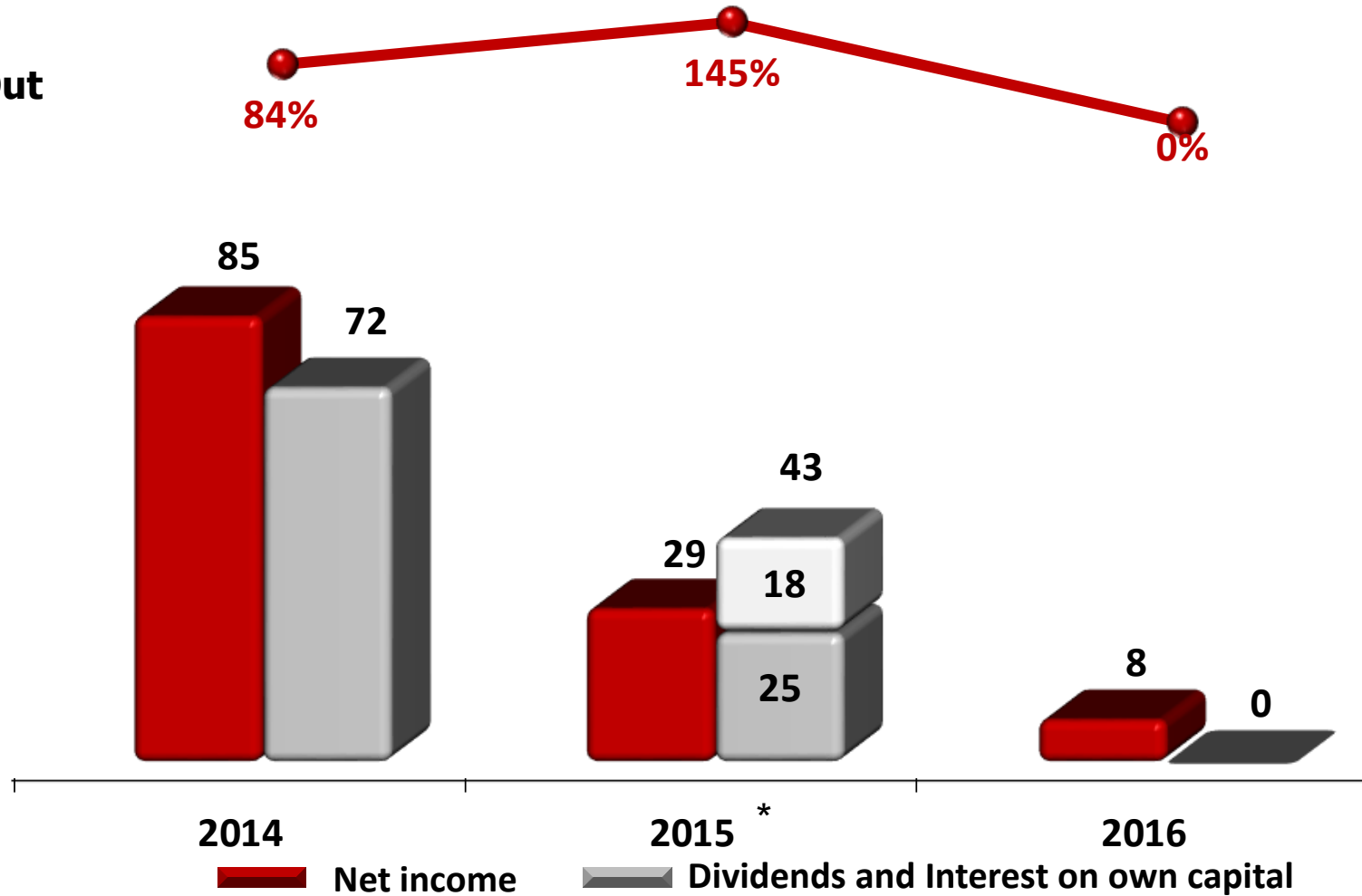
Advisory Board

Member since

Leonardo Deeke Boguszewski	2016
Luiz Barsi Filho	2016
Victor Adler	2016

Policy of Remuneration (R\$ million)

Pay Out



*The amount of distributed earnings includes distribution based on retained earnings from previous years

Further Information

Nelson Pazikas

nelson.pazikas@eternit.com.br

Rodrigo Lopes da Luz

rodrigo.luz@eternit.com.br

Paula D. A. Barhum Macedo

paula.barhum@eternit.com.br

Thiago Scheider

thiago.scheider@eternit.com.br

Phone: +55 (11) 3194-3881

+55 (11) 3194-3872

www.eternit.com.br/ir



@Eternit_RI

Dr. Fernandes Coelho Street, 85 – 8th floor

Pinheiros – São Paulo / SP

CEP: 05423-040



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