

São Paulo, March 22, 2019 – Eternit S.A. – under Court-Supervised Reorganization (B3: ETER3, "Company") announces today its results for the fourth quarter of 2018 (4Q18). Except where stated otherwise, the operational and financial information of the Company is presented on a consolidated basis in Brazilian real, in accordance with the Brazilian Corporation Law and International Financial Reporting Standards (IFRS). All comparisons in this press release are with the fourth quarter of 2017 (4Q17), except where stated otherwise.

# Eternit operates in line with market demand and continues restructuring process in 4Q18

# 4Q18

**Listing Segment** 

Novo Mercado da B3

Share Price ETER3 (02/28/2019)

R\$/share 2.74 US\$/share 0.73

Shareholder Base (02/28/2019)

Shares issued 29,833,333 Free Float 99.16%

## Market Cap (02/28/2019)

R\$81.7 million US\$21.9 million

Indicators - (Dec/18)

EPS (R\$/share) 0.41 Price/EPS 6.82

## **Conference Call / Webcast**

March 26, 2019, Tuesday (in Portuguese) Time: 3:00 p.m. (Brasília) Dial-in: From Brazil +55 (11) 3193-1001 or +55 (11) 2820-4001 Password: Eternit Webcast: www.eternit.com.br/ri or http://choruscall.com.br/eternit/4t18.htm

Talk to IR

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## **Highlights**

- The Brazilian economy continues to operate with high a level of idleness of the factors of production, which is reflected in the unemployment rate and the low capacity utilization across industry.
- The Company operated in line with market demand in its operating segments.
- Sales in the main segments declined, mainly due to the transition from asbestos to synthetic fibers for producing fibercement roofing panels, and to macroeconomic factors that affected the demand for the Company's products.
- Decline of 10.2% in net operating revenue, mainly a result of lower sales volume in the domestic market, which was partially offset by the stronger US dollar against the Brazilian real in chrysotile exports.
- Adjusted EBITDA came to negative R\$4.8 million and adjusted net loss was R\$30.1 million in 4Q18 due to the aforementioned aspects.
- Asbestos fiber sales in the domestic market were discontinued on January 10, 2019.
- SAMA operations were suspended on February 8, 2019, pending consideration of the request for supersedeas in the motion for clarification filed by the entity representing the industry.
- The resumption of the General Creditors' Meeting, originally scheduled for March 13, 2019, was canceled, with the decision to be held on another date.

		Main Ind	icators					
Consolidated - R\$ `000	4Q18	4Q17	% Chg.	3Q18	% Chg.	2018	2017	% Chg.
Net revenues	147,882	164,763	(10.2)	141,681	4.4	536,905	665,739	(19.4)
Adjusted Gross margin	20%	22%	- 2 p.p.	14%	6 p.p.	20%	28%	- 8 p.p.
Operating loss/income (EBIT) <sup>1</sup>	(43,007)	(192,937)	(77.7)	(29,363)	46.5	(105,888)	(228,504)	(53.7)
Net loss for the period	(60,346)	(229,744)	(73.7)	(43,107)	40.0	(149,367)	(276,389)	(46.0)
Adjusted Net loss for the period	(30,126)	(65,966)	(54.3)	(39,521)	(23.8)	(112,509)	(87,180)	29.1
Adjusted Net margin	-20%	-40%	20 p.p.	-28%	8 p.p.	-21%	-13%	- 8 p.p.
Earnings (loss) per share - R\$	(2.0234)	(7.7035)		(1.4454)		(5.0084)	(9.2675)	
CAPEX	1,938	6,762	(71.3)	1,611	20.3	6,910	10,359	(33.3)
EBITDA <sup>2</sup>	(38,666)	(184,491)	(79.0)	(25,360)	52.5	(92,263)	(192,897)	(52.2)
Adjusted EBITDA	(4,838)	(2,992)	61.7	(15,844)	(69.5)	(35,568)	45,327	-
Adjusted EBITDA Margin	-3%	-2%	- 1 p.p.	-11%	8 p.p.	-7%	7%	- 14 p.p.

' Before financial results.

<sup>2</sup> Operating income before interests, taxes, depreciation and amortization

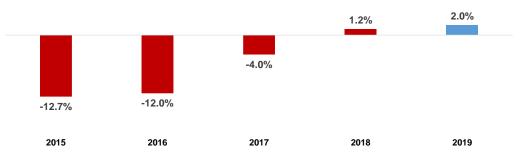


## **Economy and Market**

According to Copom<sup>1</sup>, the Brazilian economy continues to operate with high a level of idleness of the factors of production, which is reflected in the unemployment rate and the low capacity utilization across industry. However, it is worth noting that economic recovery has translated into a gradual reduction in this idleness. Copom emphasized that the prospects of recovery are conditioned on a scenario of continuity of reforms and necessary adjustments to the Brazilian economy, notably in the fiscal sphere.

According to these scenarios, estimates of annual GDP growth were periodically revised throughout 2018. In 2018, GDP stood at  $1.1\%^2$  and construction GDP closed at  $-2.4\%^3$  (estimate) compared to 2017. GDP in 2019 is projected at  $2.0\%^4$  and construction GDP is expected to increase  $2.0\%^5$ .

The ABRAMAT<sup>6</sup> construction material sales index registered 1.2% growth in sales in 2018 as against 2017, after three years of decline. Maintaining the growth recovery trend, ABRAMAT estimates a 2.0% growth in the sector's sales in 2019 compared to 2018.



## Evolution of deflated revenues in the construction material industry

## **Management Comments**

The key determining factors of this year's performance were the transition from asbestos to synthetic fibers for producing fibercement roofing panels and macroeconomic factors, discussed above, which impacted demand for the Company's products and negatively affected operations.

Continuing its business restructuring plan, the Company took important measures in 2018:

- a) Replacement of asbestos fibers in the production of fiber-cement roofing panels. Throughout 2018, Eternit stopped using asbestos as a raw material in the production of fiber-cement roofing panels, a process concluded in early January 2019. As such, production of tiles at its plants is carried out solely through the addition of synthetic fibers.
- b) Production of asbestos routed to export markets. In line with its strategic plan, SAMA, Eternit's mining subsidiary, routed most of its production to export markets in 2018, definitively ceasing asbestos fiber sales in the domestic market in January 2019. The leading destinations for asbestos exports were India, Indonesia, Malaysia and the United States, among others.

As part of the court-supervised reorganization ("RJ"), in view of the decision by the Honorable Judge of the 2<sup>nd</sup> Court of Bankruptcies and Court-Supervised Reorganizations of the District of São Paulo, the resumption of the General Creditors' Meeting scheduled for March 13, 2019 was canceled, with the decision to be held on another date, as per the Material Fact notice disclosed on March 11, 2019. The court-supervised reorganization is a preventive measure taken to protect the Company's operations and ensure the continuation of its restructuring process and the perpetuity of its activities. It was one way of acting in advance of a possible situation in which the financial obligations of the Company could not be fulfilled, making the Company's operations impracticable.

<sup>&</sup>lt;sup>1</sup> Copom: Monetary Policy Committee of the Central Bank of Brazil

<sup>&</sup>lt;sup>2</sup> IBGE: Brazilian Institute of Geography and Statistics

<sup>&</sup>lt;sup>3</sup> BACEN: December 2018 Inflation Report

<sup>&</sup>lt;sup>4</sup> BACEN: Focus market readout of 3/15/2019 issued by the Central Bank of Brazil.

<sup>&</sup>lt;sup>5</sup> Sinduscon-SP and FGV: projection disclosed by São Paulo State Construction Industry Union and Getúlio Vargas Foundation in 2/05/2019.

<sup>&</sup>lt;sup>6</sup> ABRAMAT: Brazilian Construction Materials Industry Association



Following the publication of the appellate decisions on the Direct Claims of Unconstitutionality (ADIs) no. 3406 and 3470, regarding the Federal Supreme Court (STF) decisions ruling on the use of asbestos in Brazil on November 29, 2017, SAMA operations were suspended on February 11, 2019, pending consideration of the request for supersedeas in the motion for clarification filed by the entity representing the industry. The production chain has employed all the necessary efforts to obtain a timeframe for it to cease asbestos mining operations in the country.

The Company's restructuring, coupled with the court-supervised reorganization, aims to prepare Eternit for a new cycle, in line with a new competitive environment, focused on optimizing its cost structure, in the full utilization of its assets and, consequently, in the profitability of its businesses.

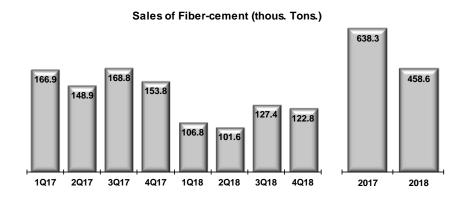
## **Operational and Financial Aspects**

## **Sales**

#### **Fiber-cement roofing panels**

Fiber-cement sales in 4Q18 amounted to 122,800 tons, 20.0% down from the same period last year. Performance was marked by the lower availability of products due to the transition from asbestos to synthetic fiber, resulting in a lower market share in this segment.

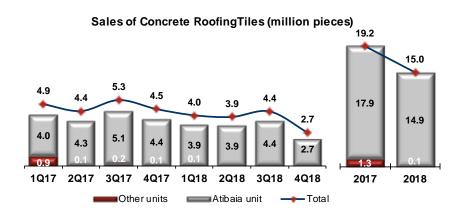
In 2018, sales volume decreased 28.1% due to the aforementioned factors. Eternit revamped its commercial area and has concentrated its efforts on improving production efficiency and recovering its market share.



#### **Concrete Roofing Tiles**

Sales volume in 4Q18 fell 41.2% compared to 4Q17, mainly due to the lower share of the B2B channel in the My Home My Life ("MHML") Program. In 2018, sales totaled 15.0 million tiles, down 20.7% from 2017.

The Company expects sales volume to improve through the B2C channel in the medium term as a result of the restructuring of the "Architects Club" program, as well as the resumption of MHML projects through construction companies.

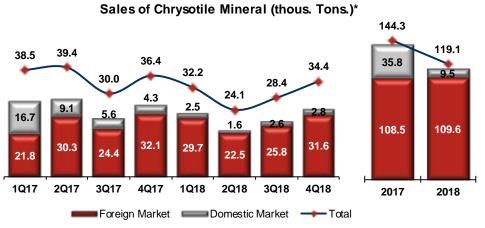




## Chrysotile

In 4Q18, chrysotile mineral sales volume reached 34,400 tons, a 5.6% decline from 4Q17, impacted by the lower utilization of chrysotile fiber in the production of roofing panels in the domestic market. Exports remained virtually stable in 4Q18 compared to the same period last year.

In 2018, sales totaled 119,100 tons, down 17.5% from 2017, due to the sharp decline in the domestic market, as discussed above, while the export market remained virtually stable.

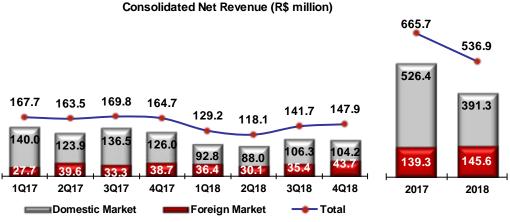


<sup>(\*)</sup> Includes intercompany sales, which accounted for 52.7% of domestic sales volume in 4Q18.

## **Net Operating Income**

Net revenue totaled R\$147.9 million in the quarter, down 10.2% from 4Q17, impacted by the 17.3% decline in domestic sales. Export revenues grew 12.7% from 4Q17, reflecting the 17.3% appreciation of the US dollar against the Brazilian real (comparison of average PTAX in 4Q18 vs. 4Q17), thus outweighing the price decrease in US dollar.

In the year, net revenue amounted to R\$536.9 million, declining 19.4% from 2017. The domestic market contributed with R\$391.3 million in 2018, down 25.7% from 2017, while exports amounted to R\$145.6 million, up 4.4% from the previous year.



(\*) Others: metal bathroom fixtures, polythene water tanks, construction solutions, among others.



### Cost of Goods, Products and Services Sold

Adjusted cost of goods, products and services sold totaled R\$118.7 million in 4Q18, down 7.3% from 4Q17, mainly due to the lower volume sold.

In 2018, the reduction in adjusted cost was 9.9% lower than in 2017, totaling R\$431.3 million, as mentioned earlier. Adjusted gross margin declined 8 p.p. to end the year at 20%.

R\$ 1000	4Q18	4Q17	% Chg.	3Q18	% Chg.	2018	2017	% Chg.
Cost of goods sold	(118,745)	(135,849)	(12.6)	(122,207)	(2.8)	(432,786)	(501,929)	(13.8)
Non-recurring events								
Breaking of products from new technologies*	-	2,705	(100.0)	-	-	521	9,218	(94.3)
Expenses with unexpected halts**	-	2,927	-	-	-	-	12,003	(100.0)
Manufacturing inefficiencies	-	-	-	-	-	979	-	-
Adjusted cost of goods sold	(118,745)	(128,054)	(7.3)	(122,207)	(2.8)	(431,286)	(478,545)	(9.9)
Adjusted gross margin	20%	22%	- 2 p.p.	14%	6 p.p.	20%	28%	- 8 p.p.

\* Due to the decrease in the production process resulting from the increase of the migration in the productive units in the participation of the synthetic fiber.

\*\* Includes the depreciation value of a non-scheduled maintenance shutdow n.

## **Operating Expenses**

In 4Q18, operating expenses totaled R\$45.5 million, up 5.7% from the same period in 2017, mainly driven by services rendered and estimated losses in allowances for doubtful accounts (PCLD).

In R\$ '000	4Q18	4Q17	Chg. %	3Q18	Chg. %	2018	2017	Chg. %
Selling expenses	(20,015)	(16,813)	19.0	(17,434)	14.8	(71,903)	(76,545)	(6.1)
General and administrative expenses*	(22,699)	1,282	-	(21,577)	5.2	(84,128)	(76,748)	9.6
Other operating revenues (expenses), net	(2,775)	(27,508)	(89.9)	(4,853)	(42.8)	(13,296)	(39,465)	(66.3)
Total operating expenses	(45,489)	(43,039)	5.7	(43,864)	3.7	(169,327)	(192,758)	(12.2)
Non-recurring event								
Restructuring	445	2,028	-	890	-50.0	1,886	20,671	-90.9
Provisions for contingencies	-	4,173	-	-	-	-	8,473	-100.0
Provision for waste disposal	-	9,017	-	-	-	-	9,017	-100.0
Expenses related to the judicial recovery process**	1,874	-	-	4,543	(59)	8,991	-	-
Total adjusted operating expenses	(43,170)	(27,821)	55.2	(38,431)	12.3	(158,450)	(154,597)	2.5

\* Includes Management Compensation.

\*\* It includes the amounts of legal advice and expenses related to the judicial recovery process

In 2018, operating expenses totaled R\$169.3 million, down 12.2% from the same period in 2017, despite the expenses incurred in the court-supervised reorganization procedure, mainly driven by: (i) the reduction in selling expenses; (ii) the lower provision for tax, civil and labor contingencies; and (iii) lower expenses with labor and civil indemnities. Note that some non-recurring events that were taken into consideration in 2017 were not considered in 2018 (as example provisions for labor, fiscal and civil contingencies).

## Equity Pickup

Equity pickup refers to Eternit's 60% interest in the bathroom chinaware business, whose manufacturing plant is located in the state of Ceará.

On April 27, 2018, the Eternit Group formalized the acquisition of the entire interest in Companhia Sulamericana de Cerâmica S.A. – under Court-Supervised Reorganization ("CSC"). Despite the entire acquisition of CSC, the Eternit Group will consolidate 100% of CSC only after approval of the court-supervised reorganization plan at the general creditors' meeting, in accordance with the Share Purchase Agreement ("Agreement").

CSC has been gradually increasing its share of the bathroom chinaware market in the North and Northeast regions. In 4Q18, equity pickup was a negative R\$2.8 million, as against a negative R\$7.9 million in the same period last year. CSC registered better operating performance, with productivity gains and acquisition of new clients, but sales are still pressured by the economic situation in Brazil.

In 2018, equity pickup was a negative R\$15.6 million, as against a negative R\$28.6 million in 2017.



### **Net Financial Result**

Net financial result in 4Q18 was an expense of R\$9.7 million, up 174.2% from 4Q17, due to financial charges and fines resulting from the instalment payment of federal and state taxes, amounting to around R\$7.0 million.

In R\$ '000	4Q18	4Q17	Chg. %	3Q18	Chg. %	2018	2017	Chg. %
Financial expenses	(10,945)	(5,184)	111.1	5,017	(318.2)	(33,580)	(23,693)	41.7
Financial income	789	1,610	(51.0)	982	(19.7)	4,160	7,749	(46.3)
Exchange variation	460	38	1,110.5	(15,477)	-	1,986	(498)	-
Net financial result	(9,696)	(3,536)	174.2	(9,478)	2.3	(27,434)	(16,442)	66.9

Net financial result in 2018 increased 66.9% from 2017, mainly due to financial charges and fines resulting from the instalment payment of federal and state taxes, amounting to around R\$14.6 million.

#### **EBITDA**

In 4Q18, adjusted EBITDA stood at negative R\$4.8 million as a result of low utilization of industrial capacity and the drop in sales. Adjusted EBITDA margin fell 1 p.p. from 4Q17 to end the quarter at -3%.

In 2018, adjusted EBITDA was a negative R\$35.6 million, with margin of -7%, due to the aforementioned reasons and adversely affected by R\$10 million arising from the review of provisions for labor, fiscal and civil contingencies and R\$8 million from provisions for obsolete inventories which were taken into consideration as non-recurring events in 2017.

Reconciliation of consolidated EBITDA - (R\$'000)	4Q18	4Q17	% Chg.	3Q18	% Chg.	2018	2017	% Chg.
Net loss	(60,346)	(229,744)	(73.7)	(43,107)	40.0	(149,367)	(276,389)	(46.0)
Income tax and social contributions	7,643	33,271	(77.0)	4,266	79.2	16,045	31,443	(49.0)
Net financial Income	9,696	3,536	174.2	9,478	2.3	27,434	16,442	66.9
Depreciation and amortization	4,341	8,446	(48.6)	4,003	8.4	13,625	35,607	(61.7)
EBITDA <sup>1</sup>	(38,666)	(184,491)	(79.0)	(25,360)	52.5	(92,263)	(192,897)	(52.2)
Equity pickup	2,820	7,885	(64.2)	4,083	(30.9)	15,629	28,629	(45.4)
Non-recurring events								
Restructuring	445	2,028	(78.1)	890	(50.0)	1,886	20,671	(90.9)
Expenses related to the judicial recovery pi	1,874	-	-	4,543	(58.7)	8,991	-	-
Breaking of products in the production	-	2,705	(100.0)	-	-	521	9,218	(94.3)
Expenses with unexpected halts**	-	2,423	(100.0)	-	-	-	8,948	(100.0)
Provisions for contingencies	-	4,173	(100.0)	-	-	-	8,473	(100.0)
Provision for waste disposal	-	9,017	(100.0)	-	-	-	9,017	(100.0)
Provision for loss of property, plant and equipment ***	-	7,397	(100.0)	-	-	-	7,397	(100.0)
Estimated impairment of net realizable value of inventory	-	2,163	(100.0)	-	-	-	2,163	(100.0)
Estimated loss due to goodwill of assets	-	16,558	(100.0)	-	-	-	16,558	(100.0)
Estimated loss due to impairment of assets	23,390	127,150	(81.6)	-	-	23,390	127,150	(81.6)
Manufacturing inefficiencies****	-	-	-	-	-	979	-	-
Provision for post-employment benefit*****	5,299	-	-	-	-	5,299	-	-
Recurring and Adjusted EBITDA <sup>2</sup>	(4,838)	(2,992)	61.7	(15,844)	(69.5)	(35,568)	45,327	-
Adjusted EBITDA Margin	-3%	-2%	- 1 p.p.	-11%	8 p.p.	-7%	7%	- 14 p.p.

\* Breaking of products in the production process due to the higher participation of synthetic fibers in fiber-cement tile

\*\* Not including the depreciation value of a non-scheduled maintenance shutdown.

\*\*\* Loss on recoverability of assets by substitution of raw material (asbestos)

\*\*\*\* Manufacturing inefficiencies caused by the migration from asbestos to synthetic fiber

\*\*\*\*\* The subsidiary Sama changed the contractual modality in the medical plan that changed from a post-payment model to a prepayment model

<sup>1</sup> Consolidated EBITDA includes the results from the joint venture Companhia Sulamericana de Cerâmica (CSC), in accordance with the equity method of accounting and non-recurring events, in compliance with Instruction 527 of October 4, 2012, issued by the Securities and Exchange Commission of Brazil (CVM).

<sup>\*</sup> Adjusted and recurring EBITDA is an indicator used by Company Management to analyze the operational and financial performance of the Company's wholly-owned businesses, excluding equity pickup, as well as non-recurring events.

# **Eternit**

### **Net Loss**

In the period, Eternit posted net loss of R\$30.1 million, due to the factors commented in the EBITDA section. Adjusted net margin closed the period at -20%.

In 2018, adjusted net loss amounted to R\$112.5 million, with adjusted net margin of -21%, compared to R\$87.2 million and -13% in 2017, adversely affected by R\$10 million arising from the review of provisions for labor, fiscal and civil contingencies and R\$8 million from provisions for obsolete inventories which were taken into consideration as non-recurring events in 2017.

Consolidated Net loss for the year	4Q18	4Q17	% Chg.	3Q18	% Chg.	2018	2017	% Chg.
Net loss	(60,346)	(229,744)	(73.7)	(43,107)	40.0	(149,367)	(276,389)	(46.0)
Non-recurring events								
Restructuring	445	2,028	(78.1)	890	(50.0)	1,886	20,671	(90.9)
Expenses related to the judicial recovery	1,874	-	-	4,543	(58.7)	8,991	-	-
Breaking of products from new	-	2,705	(100.0)	-	-	521	9,218	(94.3)
Expenses with unexpected halts	-	2,927	(100.0)	-	-	-	12,003	(100.0)
Provisions for contingencies	-	4,173	(100.0)	-	-	-	8,473	(100.0)
Impairment of assets and provision for restructuring***	-	-	-	-	-	-	-	-
Provision for waste disposal	-	9,017	(100.0)	-	-	-	9,017	(100.0)
Provision for loss of property, plant and	-	7,397	(100.0)	-	-	-	7,397	(100.0)
Estimated impairment of net realizable value of inventory	-	2,163	(100.0)	-	-	-	2,163	(100.0)
Estimated loss due to goodwill of assets	-	16,558	(100.0)	-	-	-	16,558	(100.0)
Estimated loss due to impairment of assets	23,390	127,150	(81.6)	-	-	23,390	127,150	(81.6)
Manufacturing inefficiencies****	-	-	-	-	-	979	-	-
Provision for post-employment benefit*****	5,299	-	-	-	-	5,299	-	-
Effect of Income and social contributions	(788)	(10,339)	(92.4)	(1,847)	(57.3)	(4,208)	(23,440)	(82.0)
Adjusted Net loss for the period	(30,126)	(65,966)	(54.3)	(39,521)	(23.8)	(112,509)	(87,180)	29.1
Adjusted Net margin	-20%	-40%	20 p.p.	-28%	8 p.p.	-21%	-13%	- 8 p.p.

\* Impact on Income Tax/Social Contribution on non-recurring events

## Debt

Eternit ended 2018 with gross debt of R\$130.9 million, up 34.3% from December 2017. Of this amount, R\$51.4 million refer to trade finance lines opened after the request for Court-Supervised Reorganization to finance the Company's working capital. The R\$79.5 million instalment refers to the procedural debt and will be amortized per the conditions envisaged in the court-supervised reorganization plan.

On December 31, 2018, Eternit's cash equivalents stood at R\$9.2 million, compared to R\$28.8 million on December 31, 2017.

DEBT - R\$ (000	12/31/18	12/31/17	% Chg.	09/30/18	% Chg.
Short- term gross debt	98,824	58,888	67.8%	88,557	11.6%
Long-term gross debt	32,101	38,570	-16.8%	32,101	-
Total gross debt	130,925	97,458	34.3%	120,658	8.5%
Cash and cash equivalents	(9,181)	(6,957)	32.0%	(23,551)	-61.0%
Short-term investments (same cash equivalents)	-	(21,805)	-100.0%	-	-
Cash and short-term investments	(9,181)	(28,762)	-68.1%	(23,551)	-61.0%
Net debt	121,744	68,696	77.2%	97,107	25.4%
Net debt / Equity	993.8%	40.3%	-	119.0%	-

On December 31, 2018, 29% of the debt was denominated in foreign currency and 71% in domestic currency. In 2018, 100% of the foreign currency debt was naturally hedged by receivables in foreign currency on chrysotile exports.

#### Capex

Capex of Eternit and its subsidiaries in 4Q18 amounted to R\$1.9 million, and in 2018 to R\$6.9 million, down 71.3% and 33.3%, respectively, compared to the same periods in 2017. The funds were essentially allocated to the maintenance and modernization of the Group's industrial facilities.



## **Capital Markets**

Eternit has been a listed company since 1948 and, since 2006, its stock has been traded on the Novo Mercado, the highest level of corporate governance of the São Paulo Stock Exchange (B3), under the stock ticker ETER3.

With a highly fragmented ownership and no shareholders' agreement or controlling group, the Company's shareholder base has a high concentration of individual investors, who accounted for 74.9% of the shareholder base on December 31, 2018, while clubs, investment funds and foundations accounted for 22.2% and foreign investors and legal entities accounted for 2.9%. On the same date, only four shareholders held more than 5% interest in the capital stock, with an aggregate interest of 38.1% of the total capital stock.

Eternit stock ended 2018 at R\$2.80/share, resulting in a market cap of R\$83.5 million. Visit the Company's IR website for more information.

## **Remuneration to shareholders**

The Bylaws of Eternit establish a minimum mandatory dividend of 25% on the year's net income after deductions required by law and the Bylaws. In view of the results registered in 2018, there was no distribution of earnings in the period. Note that the Company's dividend policy, as determined in the Bylaws, remains unchanged, but fresh distributions will be subject to the conditions established in the court-supervised reorganization plan.

## Legal issues involving chrysotile mineral

The use of chrysotile asbestos in Brazil is regulated by Federal Law 9,055/95, Decree 2,350/97 and regulations of the Ministry of Labor and Employment. It is also envisaged in Convention 162 of the International Labour Organization (ILO).

### Direct Claims of Unconstitutionality (ADIs) no. 3406 and 3470 in the Federal Supreme Court (STF)

On February 1, 2019, the Company was notified of the publication of the appellate decisions of the Federal Supreme Court on the Direct Claims of Unconstitutionality ("ADIs") no. 3406 and 3470, which judged the use of asbestos in Brazil on November 29, 2017.

Eternit informed the market that, on February 11, 2019, it suspended the operations of its subsidiary SAMA pending consideration of the request for supersedeas in the motion for clarification filed by the entity representing the industry, in line with the Material Fact notice (disclosed on Nov. 29, 2017) and Notice to the Market (disclosed on Feb. 1, 2019). For more information, see Events after the Reporting Period.

Until the disclosure of the 4Q18 results, the motions for clarification had not yet been considered and SAMA operations remain suspended.

## **Public-Interest Civil Actions**

#### Public-Interest Civil Action in Colombo/PR

As informed in the Material Fact notice disclosed on November 28, 2018, the decision of the 1<sup>st</sup> Labor Court of Colombo, Paraná, partially granted the Public-Interest Civil Action filed by the Labor Prosecution Office.

The decision exclusively imposed the replacement of asbestos as raw material at the Colombo unit starting from March 20, 2018 and the presentation, within 90 days after the final and unappealable judgment, of a plan to eliminate all the asbestos at the plant (inventory and residues). Note that Eternit has not used asbestos as raw material in its production at the Colombo plant since November 2017.

On the other hand, according to the ruling, there was no evidence that Eternit carried out irregular activities at the Colombo unit or that former employees fell ill as a result of the alleged exposure to asbestos. As a result, all the claims filed by the Labor Prosecution Office were dismissed, especially regarding the payment of collective pain and suffering amounting to R\$85 million, the expansion of post-employment medical exams and the grant of lifetime medical assistance to all former employees.



#### Public-Interest Civil Action of ABREA/RJ

As informed in the Material Fact notice disclosed on December 14, 2018, a judgement was awarded at the first instance by the 49<sup>th</sup> Labor Court of Rio de Janeiro, which partially granted the public-interest civil action filed by the Brazilian Association of People Exposed to Asbestos ("ABREA").

Among the diverse claims, the claim for collective pain and suffering compensation was rejected, while the funding of medical treatment to former employees of the Rio de Janeiro plant was granted. Eternit filed motions for clarification on Dec. 19, 2018, and on Jan. 21, 2019 the decision partially granting Eternit's motions for clarification was published. ABREA filed motions for clarification on Jan. 22, 2019. Eternit will file an ordinary appeal against the ruling.

## **Reverse Stock Split**

On April 30, 2018, the Company received a letter from B3 – Brasil Bolsa Balcão S/A ("B3"), informing that, between March 16, 2018 and April 27, 2018, the shares of the Company were quoted at below R\$1.00 per share, which represents a breach of the Listing Regulation for Issuers and Admission for Trading of Securities and the B3 Issuer Manual.

In light of this fact and in compliance with B3 requirements, the Company held on September 27, 2018, an Extraordinary Shareholders Meeting that approved the reverse stock split of all the 179,000,000 book-entry common shares issued by the Company, all registered and without par value, at the ratio of six common shares for one common share, without any change in the capital stock, pursuant to article 12 of Federal Law 6,404/76.

The shareholding position considered for the reverse stock split of common shares issued by the Company was that of October 26, 2018. Starting from October 29, 2018, shares are traded ex-right to reverse split. Remaining fractions of shares were grouped into whole lots and auctioned at B3.

The Company, through Planner Corretora, held an auction at B3 to sell such fractions of shares on December 6, 2018 and from December 19, 2018, the proceeds of such sale were distributed proportionally to shareholders, as announced in the Notice to Shareholders on December 12, 2018.

The purpose of the reverse stock split was to comply with B3 requirements. The Company will keep its shareholders and the market informed of any developments related to the reverse stock split, in accordance with the rules and timeframes established by applicable laws.

## Events subsequent to reporting period

## General Creditors' Meeting

As informed in the Material Fact notice published on March 11, 2019, in view of the decision issued by the Judge of the 2<sup>nd</sup> Court of Bankruptcies and Court-Supervised Reorganizations of the District of São Paulo, SP, on the Court-Supervised Reorganization process of the Eternit Group (case no. 1030930-48.2018.8.26.0100), the resumption of the General Creditors' Meeting scheduled for March 13, 2019 was canceled and a new date will be set for its resumption.

The Company will keep its shareholders and the market informed of any developments related to the subject matter of this Material Fact notice, in accordance with the rules and timeframes established by applicable laws, including in relation to the new date for resuming the General Creditors' Meeting.

See more information on the court-supervised reorganization plan at the Company's IR website (www.eternit.com.br/ri).

#### Suspension of activities at the mining company SAMA

As informed in the Notice to the Market disclosed on February 1, 2019, the date on which the Company became aware of the publication of the appellate decisions of the Federal Supreme Court on the Direct Claims of Unconstitutionality (ADIs) no. 3406 and 3470, which ruled on the use of asbestos in Brazil on November 29, 2017, the Company suspended SAMA's operations on February 11, 2019, pending consideration of the request for supersedeas in the motion for clarification filed by the entity representing the industry, as informed in the Material Notice disclosed on that date. The Company will monitor further developments on the judgement of the merits, with possible stay of execution of the decision so that there is adequate period to end the activities of the mine in Minaçu, Goiás.

#### **Election of Investor Relations Officer**

On February 19, 2019, the Board of Directors elected Mr. Vitor Mallmann as the Investor Relations Officer, a position he will hold in addition to his position as the Chief Financial and Human Resources Officer of the Eternit Group.



## **ETERNIT S.A. – under Court-Supervised Reorganization**

**Balance Sheet** 

Corporate Law (R\$ '000)

ASSETS	Parent C	ompany	Consol	idated
ASSETS	12/31/18	12/31/17	12/31/18	12/31/17
Current	141,012	152,518	270,001	297,457
Cash and cash equivalents	6,438	4,922	9,181	6,957
Short-term investments	-	2,838	-	21,805
Accounts receivable	46,514	57,493	125,247	141,897
Inventories	67,429	59,786	90,566	99,001
Taxes recoverable	3,188	7,293	14,026	12,637
Related parties	8,830	17,754	1,764	-
Other current assets	7,817	1,636	21,911	7,854
Noncurrent assets held for sale	796	796	7,306	7,306
Non-current	268,813	227,960	299,135	266,165
Judicial deposits	7,658	8,333	15,823	16,606
Taxes recoverable	24,792	24,578	39,650	34,846
Deferred income and social contribution taxes	25,468	27,666	40,095	45,525
Related parties	26,140	10,039	16,945	9,202
Other noncurrent assets	772	751	1,638	1,617
Investments	159,956	118,027	57,187	-
Property, Plant and Equipment (PP&E)	23,636	36,965	126,954	155,617
Intangible assets	391	1,601	843	2,752
Total assets	409,825	380,478	569,136	563,622

LIABILITIES AND EQUITY	Parent C	ompany	Consoli 12/31/18 235,898 38,492 98,824 91 19,872 23 6,515 23,227 345 48,509 320,988 32,101 - 32,541 14,110 114,353 76,790 21,040 30,053 12,250	dated
LIABILITIES AND EQUIT	12/31/18	12/31/17	12/31/18	12/31/17
Current liabilities	173,159	68,115	235.898	148,779
Trade accounts payable	23,730	18,877		27,084
Loans and financing	59,003	2,385	,	58,888
Related parties	27,992	7,153		89
Personnel expenses	11,537	9,588	-	15,916
Dividends and interest on equity	23	189	,	189
Provision for post-employment benefits	3,269	2,926	6,515	4,870
Taxes, charges and contributions payable	13,318	8,258	23,227	12,036
Restructuring provision	307	307	345	2,103
Other current liabilities	33,980	18,432	48,509	27,604
Non-Current	224,439	141,861	320,988	244,333
Loans and financing	-	-	32,101	38,570
Related parties	59,779	31,245	-	-
Taxes, charges and contributions payable	19,356	1,764	32,541	3,153
Labor obligations	8,646	450	14,110	1,308
Provision for tax, civil and labor risks	67,218	55,095	114,353	103,346
Provision for post-employment benefits	39,387	38,883	76,790	63,960
Deferred income tax and social contributions	-	-	21,040	19,572
Provision for decommissioning of mine	30,053	14,424	30,053	14,424
Equity	12,227	170,502	12,250	170,510
Capital	334,251	334,251	334,251	334,251
Capital reserve	19,437	19,460	19,437	19,460
Treasury shares	(174)	(174)	(174)	(174)
Income reserves	-	69,084	-	69,084
Accumulated loss	(307,264)	(227,087)	(307,264)	(227,087)
Other comprehensive income	(34,023)	(25,032)	(34,023)	(25,032)
Equity attributable to controlling interests	12,227	170,502	12,227	170,502
Noncontrolling interests	-	-	23	8
Total liablities and equity	409,825	380,478	569,136	563,622

# Eternit

# ETERNIT S.A. – under Court-Supervised Reorganization (PARENT COMPANY)

		Inc	ome State	ements				
			Corporate L	aw				
R\$ ´000	4Q18	4Q17	% Chg.	3Q18	% Chg.	2018	2017	% Chg.
Net operating revenue	83,743	106,266	(21.2)	68,404	22.4	311,448	410,874	(24.2)
Cost of goods sold	(81,439)	(84,618)	(3.8)	(85,285)	(4.5)	(297,987)	(345,250)	(13.7)
Gross profit	2,304	21,648	(89.4)	(16,881)	-	13,461	65,624	(79.5)
Gross margin	3%	20%	- 17 р.р.	-25%	28 р.р.	4%	16%	- 12 р.р.
Operating income (expenses) <sup>1</sup>	(24,649)	(37,009)	(33.4)	(24,749)	(0.4)	(102,580)	(112,817)	(9.1)
Selling expenses	(9,761)	(9,244)	5.6	(9,040)	8.0	(36,244)	(40,008)	(9.4)
General and administrative exp	(15,112)	(4,005)	277.3	(11,150)	35.5	(51,298)	(38,263)	34.1
Other operating income (expense	224	(23,760)	-	(4,559)	-	(15,038)	(34,546)	(56.5)
Operating income (expenses) before equity pickup (EBIT)	(22,345)	(15,361)	45.5	(41,630)	(46.3)	(89,119)	(47,193)	88.8
EBIT margin	-27%	-14%	- 13 р.р.	-61%	34 p.p.	-29%	-11%	- 18 р.р.
Equity pickup	(13,643)	(58,594)	(76.7)	(6,984)	95.3	(20,675)	(78,654)	(73.7)
Provision for restructuring and desmobilization	(17,118)	(126,489)	(86.5)	(881)	1,843.0			
						(18,325)	(126,489)	(85.5)
Financial income (expenses), net	(5,093)	(2,288)	122.6	(8,951)	(43.1)	(19,051)	(9,404)	102.6
Loss before income and social contribution taxes	(58,199)	(202,732)	(71.3)	(58,446)	(0.4)	(147,170)	(261,740)	(43.8)
Deferred (loss) income and social contributions taxes	(2,198)	(19,357)	(88.6)	-	-	(2,198)	(14,648)	(85.0)
Net loss for the year	(60,397)	(222,089)	(72.8)	(58,446)	3.3	(149,368)	(276,388)	(46.0)
Net margin	-72%	<b>-209%</b>	137 р.р.	-85%	13 р.р.	-48%	-67%	19 p.p.
EBITDA	(51,742)	13,994	-	(33,165)	56.0	(124,798)	(237,824)	(47.5)
EBITDA margin	-62%	13%	- 75 p.p.	-48%	- 14 р.р.	-40%	-58%	18 p.p.

## ETERNIT S.A. – under Court-Supervised Reorganization (CONSOLIDATED)

		Inc	come State	ements				
			Corporate L	aw				
R\$ ´000	4Q18	4Q17	% Chg.	3Q18	% Chg.	2018	2017	% Chg.
Net operating revenue	147,882	164,763	(10.2)	141,681	4.4	536,905	665,739	(19.4)
Cost of goods sold	(118,745)	(135,849)	(12.6)	(122,207)	(2.8)	(432,786)	(501,929)	(13.8)
Gross profit	29,137	28,914	0.8	19,474	49.6	104,119	163,810	(36.4)
Gross margin	20%	18%	2 р.р.	14%	6 p.p.	19%	25%	- 6 p.p.
Operating income (expenses) <sup>1</sup>	(45,489)	(43,039)	5.7	(43,864)	3.7	(169,327)	(192,758)	(12.2)
Selling expenses	(20,015)	(16,813)	19.0	(17,434)	14.8	(71,903)	(76,545)	(6.1)
General and administrative exp	(22,699)	1,282	-	(21,577)	5.2	(84,128)	(76,748)	9.6
Other operating income (expenses), net	(2,775)	(27,508)	(89.9)	(4,853)	(42.8)	(13,296)	(39,465)	(66.3)
Operating income (expenses) before equity pickup (EBIT)	(16,352)	(14,125)	15.8	(24,390)	(33.0)	(65,208)	(28,948)	125.3
EBIT margin	-11%	-9%	- 2 p.p.	-17%	6 p.p.	-12%	-4%	- 8 p.p.
Equity pickup	(2,820)	(7,885)	(64.2)	(4,083)	(30.9)	(15,629)	(28,629)	(45.4)
	( ))	( ))	(- )	( ))	(/	( - / /	( -,,	
Provision for restructuring and desmobilization	(23,835)	(170,927)	(86.1)	(890)	2,578.1	(25,051)	(170,927)	-
Operating income (expenses) before financial expenses (EBIT*)	(43,007)	(192,937)	(77.7)	(29,363)	46.5	(105,888)	(228,504)	(53.7)
Financial income (expenses), net	(9,696)	(3,536)	174.2	(9,478)	2.3	(27,434)	(16,442)	66.9
Loss before income and social contribution taxes	(52,703)	(196,473)	(73.2)	(38,841)	35.7	(133,322)	(244,946)	(45.6)
Current (loss) income and social contributions taxes	(3,755)	(616)	509.6	(4,517)	(16.9)	(10,615)	(4,313)	146.1
Deferred (loss) income and social contributions taxes	(3,888)	(32,655)	(88.1)	251	-	(5,430)	(27,130)	(80.0)
Net loss for the period	(60,346)	(229,744)	(73.7)	(43,107)	40.0	(149,367)	(276,389)	(46.0)
Adjusted Net loss for the period	(30,126)	(65,966)	(54.3)	(39,521)	(23.8)	(112,509)	(87,180)	29.1
Adjusted Net margin	-20%	-40%	20 р.р.	-28%	8 p.p.	-21%	-13%	- 8 p.p.
Loss per share, basic and diluted	(2.0234)	(7.7035)		(1.4454)		(5.0084)	(9.2675)	
EBITDA	(38,666)	(184,491)	(79.0)	(25,360)	52.5	(92,263)	(192,897)	(52.2)
EBITDA margin	-26%	-112%	86 p.p.	-18%	- 8 p.p.	-17%	-29%	12 p.p.
Adjusted EBITDA	(4,838)	(2,992)	61.7	(15,844)	(69.5)	(35,568)	45,327	
Adjusted EBITDA Margin	.,,,	( )		• • •	· /	,	,	- 14 р.р.
Adjusted EBITDA Margin	-3%	-2%	- 1 p.p.	-11%	8 р.р.	-7%	7%	- 14 p.j

(\*) Adjusted EBIT due to the result of the joint venture Companhia Sulamerica de

<sup>1</sup> It does not include equity pickup , presented separately from total operating income (expenses)

<sup>2</sup> Includes Management Compensation.

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## **ETERNIT S.A. – under Court-Supervised Reorganization**

## STATEMENTS OF CASH FLOW

Corporate Law

R\$ '000 - Accumulated	Parent Co		Consoli	
	12/31/18	12/31/17	12/31/18	12/31/17
Cash flows from operating activities				
Loss (income) before income and social contribution taxes	(147,170)	(261,740)	(133,322)	(244,946
Adjustments to reconcile pre-tax income (loss) to net cash generated by				
operating activities:				
Equity pickup	20,675	78,654	15,629	28,629
Depreciation and amortization	3,321	14,512	13,625	35,607
Gain (loss) on disposal of property, plant and equipment and intangible assets	(716)	216	(710)	560
Write-off of judicial deposits	42	1,412	17	3,330
Allow ance for doubtful accounts	2,536	1,716	3,903	2,608
Provision for impairment of net realizable value	5,718	3,721	8,178	8,077
Estimated impairment losses	17,118	118,891	23,390	150,971
Provision for tax, civil and labor risks	13,815	12,132	13,072	19,804
Provision for post-employment benefits	3,245	4,309	10,354	5,819
Provision for decommissioning of mine	-	-	1,468	5,694
Provision for restructuring	1,207	7,598	1,661	20,671
Provision for granting	(137)	884	(239)	1,169
Loss on disposal of investments	14	36	-	-
Financial charges, and monetary and exchange variations	4,041	2,559	12,634	11,011
Short-term investment yield	(31)	(258)	(343)	(1,053)
Net changes in prepaid expenses	5,218	3,185	7,607	5,146
	(71,104)	(12,173)	(23,076)	53,097
Decrease (increase) in operating assets:				
Accounts receivable	5,081	25,626	8,062	16,330
Related parties	(4,270)	(10,504)	(7,028)	(2,478)
Inventories	(3,493)	34,731	257	53,821
Taxes recoverable	4,225	7,985	(2,882)	4,802
Judicial deposits	(1,059)	628	(1,299)	(4,402)
Dividends and interest on equity received	-	16,168	-	-
Other assets	(11,399)	(2,150)	(21,664)	(6,047)
Increase (decrease) in operating liabilities				
Trade accounts payable	4,853	(1,725)	11,408	(6,482)
Related parties	10,972	(22,870)	2	89
Taxes, charges and contributions payable	22,016	(5,414)	32,051	(10,316)
Personnel expenses	10,145	(2,375)	16,758	(6,164)
Payment of contingencies	-	(5)	-	(5)
Post-employment benefits	(2,926)	(3,184)	(4,870)	(5,115)
Restructuring expenses	(1,207)	(7,291)	(3,419)	(20,318)
Other liabilities	3,048	10,970	8,761	13,871
Cash provided by operating activities	(35,118)	28,417	13,061	80,683
Interest paid	(1,359)	(3,277)	(3,569)	(7,152)
Income and social contribution taxes paid	-	-	(4,804)	(9,295)
Net cash provided by operating activities	(36,477)	25,140	4,688	64,236
Cash flow from investing activities				
Intercompanies loans	(2,311)	12,242	(2,010)	10,772
Amount received on disposal of PP&E items	803	69	838	674
Additions to PP&E and intangible assets	(5,987)	(5,107)	(6,910)	(10,359)
Additions to investments	(14,329)	(10,701)	(14,329)	(10,659)
Short-term investments	(6,300)	(91,500)	(58,220)	(173,375)
Redemption of short-term investments	9,174	88,948	80,401	155,305
Net cash used in investing activities	(18,950)	(6,049)	(230)	(27,642)
Cash flows from financing activities				
Loans and financing raised	30,274	-	141,257	117,092
Repayment of loans and financing	(1,094)	(12,849)	(143,491)	(151,872)
Intercompanies loans	50,500	850	-	-
Repayment of intercompanies loans	(22,737)	(5,535)	-	-
Net cash used in financing activities	56,943	(17,534)	(2,234)	(34,780)
Increase (Decrease) in cash and cash equivalents	1,516	1,557	2,224	1,814
	4 000	3,365	6,957	5,143
At beginning of period	4.922	0,000		
At beginning of period At end of period	4,922 6,438	4,922	9,181	6,957