



ultracargo





In 2010, Ultracargo started to focus its activity on liquid bulk storage, a segment in which it is the market leader and a reference in quality of services provided, having completed the sale of in-house logistics, solid bulk storage and road transportation businesses in July.

20%
growth in effective
storage in 2010

Ultracargo has terminals located in Santos, Suape, Aratu, Montes Claros, Paulínia and Rio de Janeiro, besides a 50% stake in União/Vopak in Paranaguá, and serves segments historically leveraged on the economic growth, such as the chemical and agribusiness sectors. In periods of economic instability, the higher level of storage of its customers contributes to the resilience of Ultracargo's results.

The strategic location of its terminals and its scale of operations, which grew 84% over the past three years due to the acquisitions of União Terminais and Puma, in addition to significant investments for organic expansion, are also advantages of Ultracargo.

In order to strengthen its leading position and meet the growing demand for infrastructure in Brazil, since 2004 Ultracargo has been making a number of investments, which have allowed a growth above that of the market. From 2004

to 2010, the storage capacity in Brazil grew 8% per year, while Ultracargo's storage capacity grew 20% per year in this period, due to both acquisitions and organic investments.

In 2010, Ultracargo completed the expansion of its Santos terminal, which increased its capacity by 21 thousand cubic meters. The company also invested in the project to expand by 30 thousand m³ the capacity of Suape terminal, which currently has a storage capacity of 132 thousand m³. The expansion in Suape will allow the terminal to increase cargo handling by 240 thousand tons per year, also including upgrades such as the implementation of an automated distance measurement system, which will provide further agility to its operations.

Continuing this expansion strategy, Ultracargo announced in 2010 new expansions in the Santos and Aratu terminals, which, together with the expansion underway in Suape,

Ultracargo

Leadership

in the liquid bulk storage sector

Strategic

location in the main ports of the country

Management focused on **liquid bulk** terminals

Strong recent

evolution of the storage capacity of its terminals

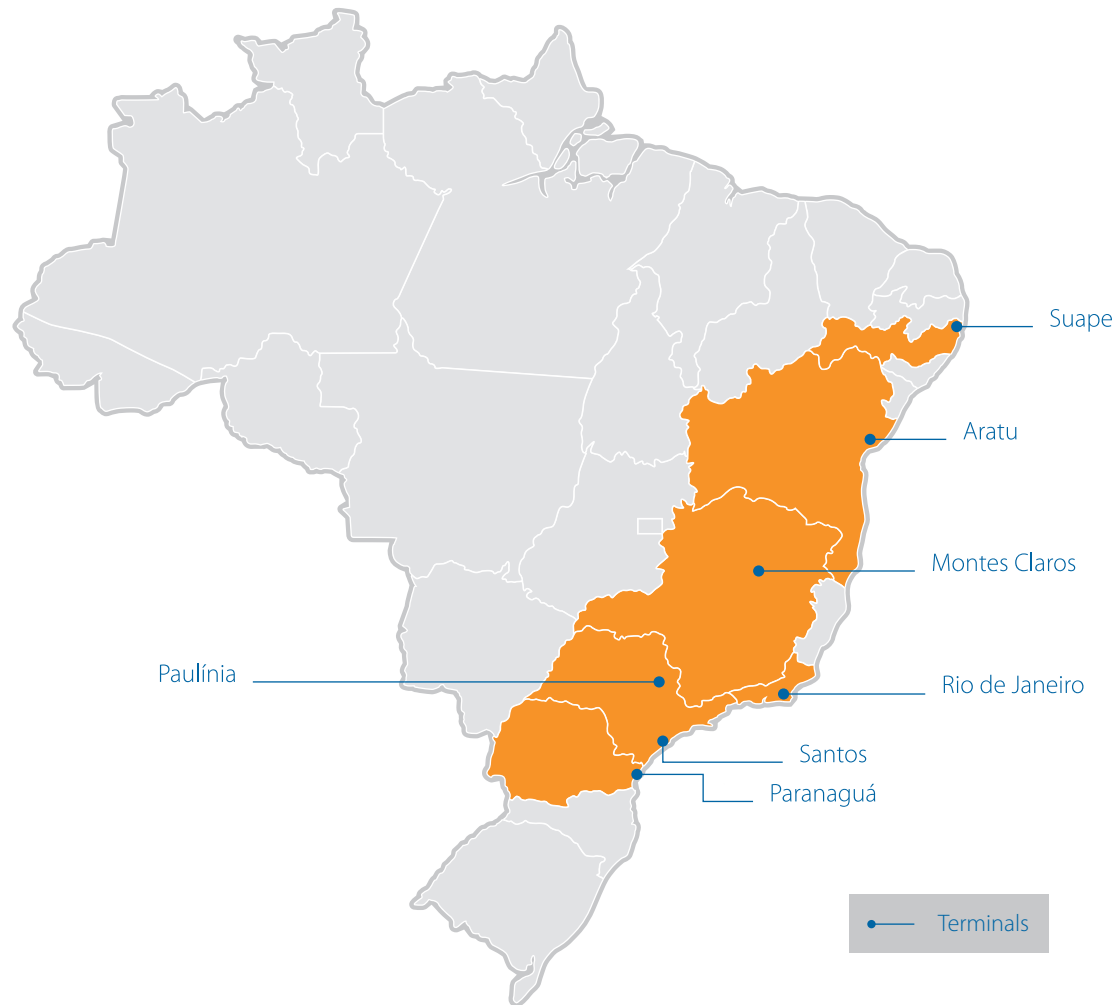
are expected to increase Ultracargo's existing capacity by 15%. In addition to the increased demand, such expansions allow Ultracargo to maximize its profitability, as they will be implemented in existing terminals.

The good performance of the economy in 2010 associated with the investments made allowed Ultracargo to increase the occupation of its terminals by 20%. Ultracargo reported EBITDA of R\$ 111 million in 2010, up 7% from the previous year, despite the effects of the sale of in-house logistics, solid bulk storage and road transportation businesses in July.

Ultracargo maintained in 2010 a process of enhancement of its management and processes, based on the environmental impact assessment of its activities and procedures to improve its efficiency, and developed initiatives such as mapping the greenhouse gas emission sources. The company started to use in 2010 the tool Attitude-Focused Audit (AFA), which allowed the development of a preventive attitude towards accidents, with changes in work routines and improvement in safety aspects. In 2010, 1,176 audits were held with the use of these tools, which reduced the potential risk of accidents.

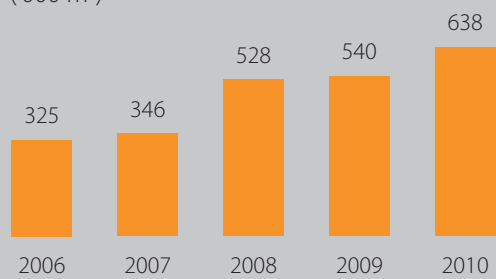


Strategically located assets



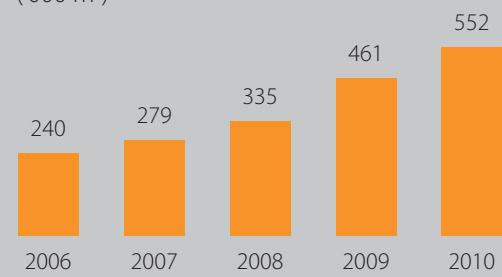
Ultracargo – storage capacity

('000 m³)



Ultracargo – effective storage

('000 m³)



Ultracargo – EBITDA

(R\$ million)

