

MARCOPOLO S.A.

Consolidated Information – 2Q12



Caxias do Sul, August 6th, 2012 - Marcopolo S.A. (BM&FBOVESPA: POMO3; POMO4), one of the world's leading companies dedicated to developing solutions for collective passenger transportation, discloses its results in relation to performance for the second quarter of 2012 (2Q12) and accumulated (1H12). The financial statements are being presented in accordance with accounting practices adopted in Brazil and the IFRS (International Financial Reporting Standards), established by the IASB (International Accounting Standards Board).

Net Revenue totaled R\$ 1,799.2 million and EBITDA was R\$ 203.2 million from January to June 2012

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HIGHLIGHTS OF THE 2nd QUARTER OF 2012

- **Consolidated Net Revenue** amounted to R\$ 918.6 million.
- **Gross profit** totaled R\$ 172.1 million, with a margin of 18.7%.
- **EBITDA** was R\$ 92.3 million, with a margin of 10.0%.
- **Net profit** totaled R\$ 60.6 million with a margin of 6.6%.
- **Production** of Marcopolo in Brazil amounted to 4,484 units, and 7,976 units including the operations from abroad.

(R\$ million, unless otherwise indicated)

SELECTED INFORMATION	2Q12	2Q11	Var. %	1H12	1H11	Var. %
Net operating revenue	918.6	770.2	19.3	1,799.2	1,531.5	17.5
- Revenue in Brazil	543.1	536.2	1.3	1,181.0	1,077.4	9.6
- Revenues from exports and abroad	375.5	234.0	60.5	618.2	454.1	36.1
Gross Profit	172.1	157.8	9.1	358.7	320.4	12.0
EBITDA ⁽¹⁾	92.3	97.3	(5.1)	203.2	195.7	3.8
Net Profit	60.6	76.3	(20.6)	139.0	152.1	(8.6)
Earnings per Share	0.135	0.170	(20.6)	0.311	0.339	(8.3)
Return on Invested Capital (ROIC) ⁽²⁾	20.5%	21.8%	(1.3)pp	20.5%	21.8%	(1.3)pp
Return on Equity Net (ROE) ⁽³⁾	33.1%	34.7%	(1.6)pp	33.1%	34.7%	(1.6)pp
Investments	39.3	16.3	141.1	190.1	45.2	320.6
Gross Margin	18.7%	20.5%	(1.8)pp	19.9%	20.9%	(1.0)pp
EBITDA Margin	10.0%	12.6%	(2.6)pp	11.3%	12.8%	(1.5)pp
Net Margin	6.6%	9.9%	(3.3)pp	7.7%	9.9%	(2.2)pp
DATA ON EQUITY	6/30/12	3/31/12	Var. %			
Net Equity	1,216.7	1,152.0	5.6			
Cash and cash equivalents	846.7	826.1	2.5			
Short-term financial liabilities	949.7	611.2	55.4			
Long-term financial liabilities	578.6	901.1	(35.8)			
Net Fin. Liabilities (asset) – Ind. Segm.	150.8	172.6	(12.6)			

Notes: ⁽¹⁾ EBITDA = Earnings before interest, taxes, depreciation and amortization; ⁽²⁾ ROIC (Return on Invested Capital) = *EBIT* from the last 12 months ÷ (inventory + clients + fixed assets - suppliers); ⁽³⁾ ROE (Return on Equity) = Net Income from the last 12 months/Initial Net Equity; pp = percentage points.

BRAZILIAN BUS INDUSTRY PERFORMANCE

In 2Q12, Brazilian bus production totaled 8,263 units, basically stable in terms of volume compared with 2Q11. In 1H12, production reached 16,544 units, 3% higher than the volume produced during the same period in 2011.

a) Domestic Market (DM). Production for the domestic market amounted to 7,110 units in 2Q12 and represented 86.0% of total Brazilian production. This volume was 1.6% lower than the 7,229 units produced in 2Q11.

b) External Market (EM). Exports totaled 1,153 units in 2Q12, a 15.3% higher volume than the 1,000 units exported in 2Q11. It's worth noting that Marcopolo's share in total Brazilian exports was 66.3% during the period, as opposed to 49.5% in 2Q11.

BRAZILIAN BUS PRODUCTION (in units)

PRODUCTS ⁽¹⁾	2Q12			2Q11			Variation
	DM	EM ⁽²⁾	TOTAL	DM	EM ⁽²⁾	TOTAL	%
Intercity	1,843	503	2,346	1,757	589	2,346	-
Urban	3,934	317	4,251	4,523	201	4,724	(10.0)
Micros	1,333	333	1,666	949	210	1,159	43.7
SUBTOTAL	7,110	1,153	8,263	7,229	1,000	8,229	0.4
Minis ⁽³⁾	-	-	-	-	-	-	-
TOTAL	7,110	1,153	8,263	7,229	1,000	8,229	0.4

PRODUCTS ⁽¹⁾	1H12			1H11			Variation
	DM	EM ⁽²⁾	TOTAL	DM	EM ⁽²⁾	TOTAL	%
Intercity	3,704	843	4,547	3,670	1,126	4,796	(5.2)
Urban	9,091	372	9,463	8,469	598	9,067	4.4
Micros	2,057	477	2,534	1,671	451	2,122	19.4
SUBTOTAL	14,852	1,692	16,544	13,810	2,175	15,985	3.5
Minis ⁽³⁾	-	-	-	68	8	76	-
TOTAL	14,852	1,692	16,544	13,878	2,183	16,061	3.0

Sources: FABUS (National Association of Bus Manufacturers) and SIMEFRE (Interstate Highway and Railway Material and Equipment Manufacturers Association).

Notes: ⁽¹⁾ DM = Domestic Market; EM = External Market, ⁽²⁾ Includes knocked-down (KD) units exported (unassembled); ⁽³⁾ Production data does not include production of whole units, such as Volare.

MARCOPOLO'S OPERATING AND FINANCIAL PERFORMANCE

• Units Recorded in Net Revenue

In 2Q12, 8,053 units were recorded under net revenue, of which 4,511 units were registered in Brazil, representing 56.0% of the total, and 3,542 units abroad, representing the remaining 44.0%, as shown in the table below:

OPERATIONS	2Q12	2Q11	Var. %	1H12	1H11	Var. %
BRAZIL:						
- Domestic Market	3,806	4,223	(9.9)	8,333	8,461	(1.5)
- External Market	789	542	45.6	1,161	1,196	(2.9)
SUBTOTAL	4,595	4,765	(3.6)	9,494	9,657	(1.7)
Exclusion exported KD's ⁽¹⁾	84	18	366.7	101	73	38.4
TOTAL IN BRAZIL	4,511	4,747	(5.0)	9,393	9,584	(2.0)
INTERNATIONAL:						
- Mexico	334	252	32.5	605	609	(0.7)
- South Africa	60	65	(7.7)	133	143	(7.0)
- Colombia (50%)	180	230	(21.7)	450	552	(18.5)
- India (49%) ⁽²⁾	2,552	1,625	57.0	4,657	2,746	69.6
- Egypt (49%)	84	61	37.7	136	109	24.8
- Argentina (50%)	178	358	(50.3)	319	607	(47.4)
- Australia	154	-	-	243	-	-
TOTAL INTERNATIONAL	3,542	2,591	36.7	6,543	4,766	37.3
GENERAL TOTAL	8,053	7,338	9.7	15,936	14,350	11.1

Notes: ⁽¹⁾ Vehicle bodies partially or totally unassembled (knocked-down); ⁽²⁾ In India, the units produced in the Lucknow factory are counted.

• Production

Marcopolo's consolidated production was 7,976 units in 2Q12, 8.1% higher than the 7,376 units produced in 2Q11. In Brazil, production was 4,484 units in 2Q12, 5.7% less than 2Q11, whereas production abroad was 3,492 units, 33.1% higher than production during the same period last year.

Marcopolo's consolidated production data and its respective comparison with last year are presented in the following table:

MARCOPOLO - CONSOLIDATED WORLDWIDE PRODUCTION

OPERATIONS	2Q12	2Q11	Var. %	1H12	1H11	Var. %
BRAZIL: ⁽¹⁾						
- Domestic Market	3,764	4,195	(10.3)	8,046	8,226	(2.2)
- External Market	807	576	40.1	1,181	1,160	1.8
SUBTOTAL	4,571	4,771	(4.2)	9,227	9,386	(1.7)
Exclusion exported KD's ⁽²⁾	87	18	383.3	104	73	42.5
TOTAL IN BRAZIL	4,484	4,753	(5.7)	9,123	9,313	(2.0)
INTERNATIONAL:						
- Mexico	334	251	33.1	605	608	(0.5)
- South Africa	60	60	-	106	137	(22.6)
- Colombia (50%)	163	217	(24.9)	418	542	(22.9)
- India (49%) ⁽³⁾	2,518	1,691	48.9	4,613	2,953	56.2
- Egypt (49%)	85	51	66.7	137	111	23.4
- Argentina (50%)	178	353	(49.6)	318	594	(46.5)
- Australia	154	-	-	243	-	-
TOTAL INTERNATIONAL	3,492	2,623	33.1	6,440	4,945	30.2
GENERAL TOTAL	7,976	7,376	8.1	15,563	14,258	9.2

Notes: ⁽¹⁾ Includes production of the Volare model, as well as production from the Ciferal companies (1,064 units in 2Q12 and 1,390 units in 2Q11) and 45.0% from San Marino (567 units in 2Q12 and 369 units in 2Q11), corresponding to Marcopolo's share in the company; ⁽²⁾ Partially or totally unassembled vehicle bodies (knocked-down); ⁽³⁾ In India, the units produced at the Lucknow factory are counted.

MARCOPOLO – CONSOLIDATED WORLDWIDE PRODUCTION BY MODEL

PRODUCTS (in units)	2Q12			2Q11		
	DM	EM ⁽¹⁾	TOTAL	DM	EM ⁽¹⁾	TOTAL
Intercity	1,186	263	1,449	1,109	437	1,546
Urban	1,262	957	2,219	1,666	834	2,500
Micros	558	363	921	405	98	503
Minis (LCV)	-	2,586	2,586	-	1,731	1,731
SUBTOTAL	3,006	4,169	7,175	3,180	3,100	6,280
Volares ⁽²⁾	758	43	801	1,015	81	1,096
TOTAL PRODUCTION	3,764	4,212	7,976	4,195	3,181	7,376

PRODUCTS (in units)	1H12			1H11		
	DM	EM ⁽¹⁾	TOTAL	DM	EM ⁽¹⁾	TOTAL
Intercity	2,387	477	2,864	2,334	772	3,106
Urban	3,222	1,633	4,855	3,239	1,849	5,088
Micros	860	543	1,403	693	322	1,015
Minis (LCV)	-	4,714	4,714	-	2,962	2,962
SUBTOTAL	6,469	7,367	13,836	6,266	5,905	12,171
Volares ⁽²⁾	1,577	150	1,727	1,960	127	2,087
TOTAL PRODUCTION	8,046	7,517	15,563	8,226	6,032	14,258

Notes: ⁽¹⁾ Exported KD units (totally or partially unassembled vehicle bodies) are included in total EM production, which totaled 87 units in 2Q12, 104 units in 1H12, 154 in 3Q10, 18 in 2Q11 and 74 in 1H11; ⁽²⁾ Volare production is not part of the data from SIMEFRE and FABUS, neither Marcopolo's market share, or the production of the sector.

MARCOPOLO - PRODUCTION IN BRAZIL

PRODUCTS (in units)	2Q12			2Q11		
	DM	EM ⁽¹⁾	TOTAL	DM	EM ⁽¹⁾	TOTAL
Intercity	1,186	251	1,437	1,109	367	1,476
Urban	1,262	235	1,497	1,666	73	1,739
Micros	558	278	836	405	55	460
Minis (LCV)	-	-	-	-	-	-
SUBTOTAL	3,006	764	3,770	3,180	495	3,675
Volares ⁽²⁾	758	43	801	1,015	81	1,096
TOTAL PRODUCTION	3,764	807	4,571	4,195	576	4,771

PRODUCTS (in units)	1H12			1H11		
	DM	EM ⁽¹⁾	TOTAL	DM	EM ⁽¹⁾	TOTAL
Intercity	2,387	440	2,827	2,334	653	2,987
Urban	3,222	241	3,463	3,239	213	3,452
Micros	860	350	1,210	693	167	860
Minis (LCV)	-	-	-	-	-	-
SUBTOTAL	6,469	1,031	7,500	6,266	1,033	7,299
Volares ⁽²⁾	1,577	150	1,727	1,960	127	2,087
TOTAL PRODUCTION	8,046	1,181	9,227	8,226	1,160	9,386

Note: See notes from the table for Consolidated World Production by Model.

• Brazilian Market Share

The Company's market share in Brazil was 45.6% no 2Q12, or 45.3% during the first six months of the year. Particularly noteworthy is the Company's 62.2% share in the intercity bus segment during the first half of 2012.

MARKET SHARE IN BRAZILIAN PRODUCTION (%)

PRODUCTS ⁽¹⁾	1Q11	2Q11	1H11	1Q12	2Q12	1H12
Intercity	61.7	62.9	62.3	63.2	61.3	62.2
Urban	39.5	36.8	38.1	37.7	35.2	36.6
Micros	41.5	39.7	40.5	43.2	50.2	47.8
Minis ⁽²⁾	-	-	-	-	-	-
TOTAL	46.3	44.7	45.4	45.1	45.6	45.3

Source: FABUS and SIMEFRE

Notes: ⁽¹⁾ Includes 100% of Ciferal and the proportionate share of the production in San Marino; ⁽³⁾ Volare is not counted for purposes of market share.

• Net Revenue

Consolidated net income totaled R\$ 918.6 million in 2Q12, up 19.3% from the R\$ 770.2 million recorded in 2Q11, accounted for by the 9.7% increase in sales volume, R\$ 44.7 million in chassis sales, consolidation of Volgren, in Australia,

amounting to R\$ 88.5 million, and higher export revenues resulting from exchange rate variations. In the domestic market, revenue totaled R\$ 543.1 million, or 59.1% of the total, while in the external market it came to R\$ 375.5 million, representing the remaining 40.9% of consolidated net revenue.

The following table and graphs show the opening of the net revenue for products and markets:

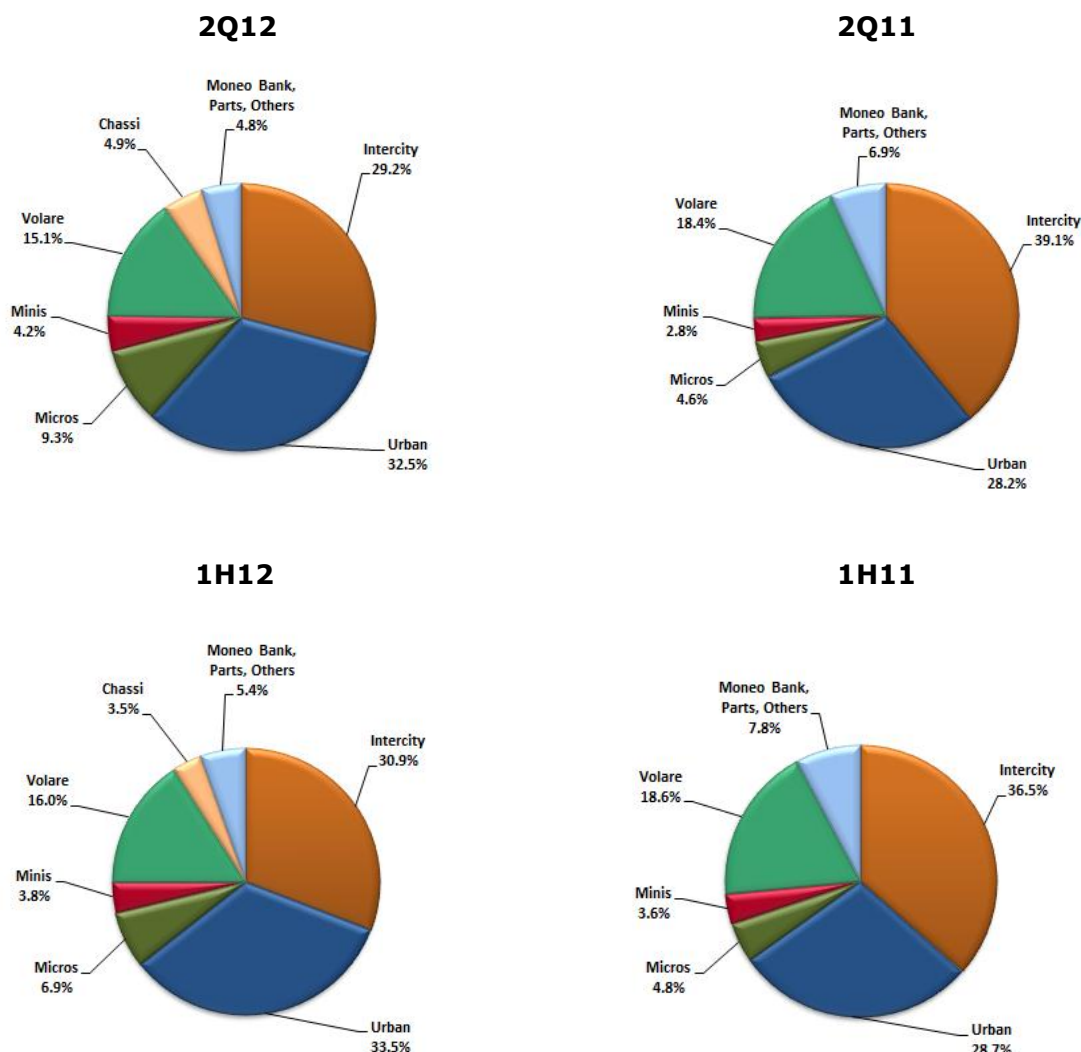
CONSOLIDATED TOTAL NET REVENUE By Products and Markets (R\$ Million)

PRODUCTS / MARKETS ⁽¹⁾	2Q12		2Q11		TOTAL	
	DM	EM	DM	EM	2Q12	2Q11
Intercity	204.6	63.5	190.4	110.9	268.1	301.3
Urban	117.9	180.6	155.7	61.5	298.5	217.2
Micros	54.2	31.3	29.7	6.0	85.5	35.7
Minis – LCV	-	38.9	0.1	21.4	38.9	21.5
Subtotal bodies	376.7	314.3	375.9	199.8	691.0	575.7
Volares ⁽²⁾	134.2	4.6	131.8	10.1	138.8	141.9
Chassis	15.9	28.8	-	-	44.7	-
Moneo Bank, Parts & Others	16.3	27.8	28.5	24.1	44.1	52.6
GENERAL TOTAL	543.1	375.5	536.2	234.0	918.6	770.2

PRODUCTS / MARKETS ⁽¹⁾	1H12		1H11		TOTAL	
	DM	EM	DM	EM	1H12	1H11
Intercity	419.2	136.2	380.3	179.2	555.4	559.5
Urban	323.3	279.8	292.1	147.1	603.1	439.2
Micros	81.1	42.4	53.9	19.1	123.5	73.0
Minis – LCV	-	67.6	15.4	39.3	67.6	54.7
Subtotal bodies	823.6	526.0	741.7	384.7	1,349.6	1,126.4
Volares ⁽²⁾	275.0	12.5	269.8	15.7	287.5	285.5
Chassis	34.4	28.8	-	-	63.2	-
Moneo Bank, Parts & Others	48.0	50.9	65.9	53.7	98.9	119.6
GENERAL TOTAL	1,181.0	618.2	1,077.4	454.1	1,799.2	1,531.5

Notes: ⁽¹⁾ DM = Domestic Market; EM = External Market, ⁽²⁾ Income from Volares includes the chassis.

COMPOSITION OF THE CONSOLIDATED NET REVENUE (%)



GROSS PROFIT AND MARGINS

Consolidated gross profit in 2Q12 totaled R\$ 172.1 million, with a margin of 18.7%, against R\$ 157.8 million and a margin of 20.5% in 2Q11. The improvement in gross profit is attributable to the same reasons for the increase in net revenue, as discussed above. However, the decrease in the margin is mainly due to the sale of whole vehicles, including the EURO 3 chassis that were invoiced at cost price, which ultimately reduced the margin of the body at the time these vehicles were sold. The drop in Ciferal's productivity, in Rio de Janeiro, due to the learning curve in the manufacture of new models, as well as Metalpar's performance, in Argentina, also contributed negatively to the margins of the quarter.

OPERATING EXPENSES

- **Selling Expenses**

Selling expenses totaled R\$ 46.5 million in 2Q12, as opposed to R\$ 36.8 million in 2Q11, representing 5.1% and 4.8% of net revenue, respectively. The increase in these expenses is mainly the result of the consolidation of Volgren, in Australia. Apart from that, selling expenses in 2Q11 were lower due to the higher volume of non-commissioned sales, mainly through the Volare and the lots of school buses from the "Road to School" program.

- **General & Administrative Expenses**

General and administrative expenses totaled R\$ 43.3 million in 2Q12, or 4.7% of net revenue, compared with R\$ 30.9 million in 2Q11, or 4.0% of revenue. The increase in these expenses is due to the consolidation of Volgren and the collective bargaining agreement for wage increases.

- **Other Operating Income/Expenses**

In 2Q12, R\$ 3.0 million were recorded as "Other Operating Expenses", consisting mainly of tax expenses, as opposed to expenses of R\$ 3.4 million in 2Q11.

NET FINANCIAL RESULTS

The net financial results of the 2Q12 was negative at R\$ 1.2 million, against R\$ 24.6 million, which was positive, in 2Q11. This result is largely accounted for by the reduced volume of financial investments, with lower income due to declining interest rates, and losses on foreign exchange hedges on exports as a result of the devaluation of the real against the U.S. dollar.

EBITDA

EBITDA amounted to R\$ 92.3 million in 2Q12, with a margin of 10.0%, as opposed to R\$ 97.3 million and a margin of 12.6% in 2Q11. The drop in the margin is due to the same factors pointed out for the decline in the gross margin. The table below shows the accounts that make up EBITDA:

(R\$ million)	2Q12	2Q11	Var. %	1H12	1H11	Var. %
Operating Income	80.3	113.1	(29.0)	197.0	222.7	(11.5)
Financial Income	(56.7)	(58.1)	2.4	(127.8)	(105.5)	(21.1)
Financial Expenses	57.9	33.5	72.8	113.1	60.8	86.0
Depreciation / Amortization	10.8	8.8	22.7	20.9	17.7	18.1
EBITDA	92.3	97.3	(5.1)	203.2	195.7	3.8

NET INCOME

Gross consolidated profit for 2Q12 amounted to R\$ 60.6 million, with a margin of 6.6%. The drop in the liquid margin is also due to the same factors pointed out for the decline in the gross margin.

FINANCIAL INDEBTEDNESS

Net financial indebtedness totaled R\$ 681.6 million at June 30, 2012 (R\$ 686.2 million at March 31, 2012). Of this total, R\$ 530.8 million were from the financial segment (Moneo Bank) and R\$ 150.8 million from the industrial segment.

It should be pointed out that the indebtedness of the financial segment stems from the consolidation of the activities of the Moneo Bank and needs to be analyzed separately, since it has distinct characteristics from those deriving from the Company's operating activities. The financial liabilities of the Moneo Bank are offset in the "Clients" account in the Bank's Assets. The credit risk is duly provided for. Since it involves transfers from FINAME, each disbursement from the Brazilian Development Bank (BNDES) has an exact balancing entry in the account receivables of clients from the Moneo Bank, both in maturity and fixed rate.

As of June 30, net financial debt of the industrial segment represented 0.3 times the EBITDA for the last 12 months.

GENERATION OF CASH

In 2Q12, operating activities generated funds of R\$ 80.4 million. Investment activities required R\$ 39.3 million and financing activities consumed R\$ 26.0 million. As a result, the initial cash balance of R\$ 702.5 million, discounted by R\$ 2.4 million from exchange rate variations on cash, increased to R\$ 719.9 million at the end of June 2012.

INVESTMENTS IN FIXED ASSETS

In 2Q12, Marcopolo invested R\$ 39.3 million in capital goods, of which R\$ 14.3 million was spent by the parent company and allocated as follows: R\$ 5.0 million in machinery and equipment, R\$ 6.8 million in buildings and improvements and R\$ 2.5 million in other fixed assets/investments. R\$ 25.0 million was invested in subsidiaries and affiliates, of which: R\$ 8.1 million were for the price adjustment in the acquisition of Volgren, in Australia, and R\$ 16.9 million for the other units.

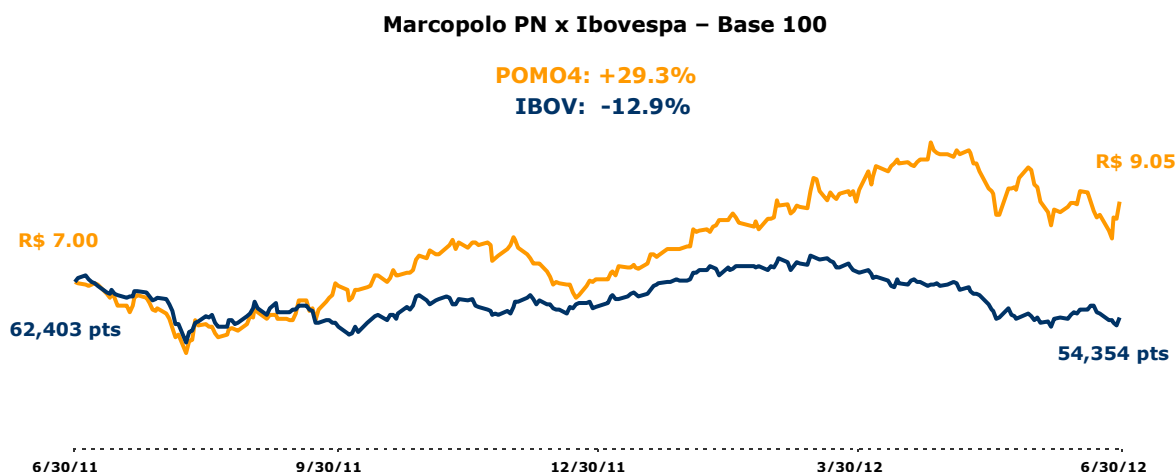
CAPITAL MARKETS

Marcopolo's preferred shares – POMO4 – appreciated 29.3% over the past 12 months, while the IBOVESPA was down 12.9% during the same period. In 2Q12, 67.3 million Marcopolo shares were traded which moved R\$ 635.8 million.

INDICATORS	2Q12	2Q11	1H12	1H11
Number of trades (thousands)	147.9	91.1	284.7	199.0
Shares traded (millions)	67.3	58.8	143.7	157.1
Value traded (R\$ millions)	635.8	414.8	1,285.1	1,038.1
Market value (R\$ millions) ⁽¹⁾	4,058.9	3,139.5	4,058.9	3,139.5
Existing shares (thousands) ^{(2) (*)}	448.5	448.5	448.5	448.5
Equity per share (R\$) ^(*)	2.71	2.23	2.71	2.23
POMO4 price at close of period ^(*)	9.05	7.00	9.05	7.00

Notes: ⁽¹⁾ Price of the last trade for the period for Registered Preferred shares (PE), multiplied by the total number of shares (OE + PE) during the same period; ⁽²⁾ Of this total, 1,298,240 preferred shares were held by the treasury as June 30th, 2012.

• Performance of Marcopolo Shares on BM&FBovespa



ANALYSIS & PERSPECTIVES

Demand for buses during the second quarter of 2012 continued to be affected by the implementation of the Proconve-7 emission standards (equivalent to EURO 5) in Brazil. The strategy adopted by Marcopolo in purchasing EURO 3 chassis, available in the market, and selling whole vehicles to its customers minimized this effect. In that they are whole vehicles, Volare sales were directly affected during the second quarter, because the vehicles have been being manufactured with EURO 5 chassis since the beginning of the year.

The Federal Government announced some economic incentives that have been benefiting the sector in which Marcopolo operates, including: the exemption of the employer's Social Security contribution on the payroll, which will go into effect in August and be replaced by the collection of contributions calculated at 1.0% on invoiced revenue from the internal market; and the Special Regime for the Reinstatement of Taxes for Exporting Companies (REINTREGRA), valid until the end of 2012, in which the Company determines the amount corresponding to the existing tax residue in its production chain, calculated by applying a percentage of 3.0% on revenue from exports. The Federal Government, via the recently announced "PAC Equipment" program, is also planning to purchase 8,570 school buses by the end of this year to supplement the "Road to School" program.

On the financing side, BNDES extended the FINAME PSI line of credit, with longer terms (up to 10 years) and an interest rate of 5.5% per year for contracted sales until the end of August, with delivery in up to six months, and 7.7% for contracted sales from September 2012 until December 2013. These more favorable financing terms are already being reflected in increased demand for buses with EURO 5 chassis.

The aforementioned "Road to School" program from the Federal Government, as well as the investments in infrastructure for public transport, especially in BRT systems (Bus Rapid Transit), are important for boosting demand for buses in Brazil.

In regards to costs, increased labor costs due to the collective bargaining agreement with the Steelworkers Union of Caxias do Sul started affecting the payroll as of June. In order to maintain competitiveness, Marcopolo continues to invest in machinery and equipment, the training of its workforce, increased efficiency and reduced costs.

In the external market, the actual volume of Marcopolo exports from Brazil increased 40.1%, compared with 2Q11, and 114.6% over the preceding quarter. The margins on exports are benefiting from the devaluation of the real against the U.S. dollar. In

relation to the subsidiaries and affiliates, the highlights of the quarter were TMML, in India, and Polomex, in Mexico, whose production increased by 48.9% and 33.1% respectively.

The Company has revised its expected performance for 2012, according to a statement released on this date, which states that, providing current market conditions and the country's economic performance remain the same, expected performance entails: (i) scheduled investments of R\$ 220.0 million; (ii) achieving a consolidated net revenue of R\$ 3.8 billion; and (iii) producing 32,500 buses in the units in Brazil and abroad.

The Management.

BALANCE SHEETS

IFRS (in thousands of reais)

ASSETS	Consolidated	
	06/30/12	12/31/11
Current assets		
Cash and cash equivalents	719.905	904.318
Financial assets at fair value	117.172	2.394
Trade accounts receivable	985.877	920.217
Inventories	399.084	368.330
Taxes recoverable	89.861	53.466
Other accounts receivable	50.689	46.118
	2.362.588	2.294.843
Non-current assets		
Long-term receivables		
Financial assets available for sale	9.648	116.371
Taxes recoverable	4.135	3.792
Deferred income tax and social contribution	86.607	68.593
Judicial Deposits	12.434	10.319
Trade accounts receivable	425.671	433.825
Other accounts receivable	757	724
Investments	25.050	21.802
Property, plant and equipment	404.699	353.567
Intangible assets	215.496	77.295
	1.184.497	1.086.288
TOTAL ASSETS	3.547.085	3.381.131
LIABILITIES AND STOCKHOLDERS' EQUITY	Consolidated	
	06/30/12	12/31/11
Current liabilities		
Suppliers	321.519	324.261
Loans and financing	937.556	612.529
Derivatives	12.118	4.690
Salaries and vacation pay	120.224	124.597
Taxes and contributions payable	89.149	69.774
Advances from customers	26.770	40.909
Comissioned representatives	27.161	27.788
Interest on own capital and dividends	14.399	41.016
Management profit sharing	4.675	7.699
Other accounts payable	90.834	68.002
	1.644.405	1.321.265
Non-current liabilities		
Loans and financing	578.641	869.809
Provision for contingencies	17.439	16.072
Deferred and taxes contributions	28.072	-
Other accounts payable	51.432	2.493
	675.584	888.374
Stockholders' equity		
Capital	700.000	700.000
Capital reserves	(999)	(1.578)
Revenue reserves	535.719	502.512
Treasury stock	(7.798)	(12.485)
Carrying value adjustments	(10.244)	(26.305)
	1.216.678	1.162.144
Non-controlling Interest	10.418	9.348
	1.227.096	1.171.492
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	3.547.085	3.381.131

The consolidated financial statements including the notes to financial statements and the report of independent auditors KPMG Auditores Independentes - are available at the sites www.cvm.gov.br and www.bmfbovespa.com.br.

STATEMENTS OF INCOME

IFRS (in thousands of reais)

ACCOUNTS	Consolidated			
	2Q12	2Q11	1H12	1H11
Net sales and service revenues	918.590	770.271	1.799.246	1.531.531
Cost of sales and services	(746.461)	(612.457)	(1.440.545)	(1.211.085)
Gross Profit	172.129	157.814	358.701	320.446
Operating income (expenses)				
Selling expenses	(46.536)	(36.798)	(97.389)	(81.613)
Administrative expenses	(43.316)	(30.933)	(81.668)	(62.198)
Other operating income (expenses), net	(3.007)	(3.381)	(1.815)	(2.598)
Operating profit before financial income (expenses)	79.270	86.702	177.829	174.037
Financial income	56.706	58.147	127.816	105.532
Financial expenses	(57.888)	(33.519)	(113.141)	(60.811)
Financial result net	(1.182)	24.628	14.675	44.721
Equity in earnings of affiliates	2.181	1.742	4.500	3.932
Income before taxation and profit sharing	80.269	113.072	197.004	222.690
Income tax and social contribution				
For the year	(13.643)	(42.171)	(48.283)	(87.272)
Deferred	(6.054)	5.414	(9.718)	16.654
Net income for the year	60.572	76.315	139.003	152.072
Net income per share - R\$	0,1347	0,1698	0,3101	0,3392

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CASH FLOWS

IFRS (in thousands of reais)

	Consolidated	
	03/31/12	03/31/11
Cash flows from operating activities		
Net income for the year	139.003	152.072
Adjustments to reconcile net income with cash generated by (used in) operating activities:		
Depreciation and amortization	20.915	17.781
Cost of fixed, intangible and investments sales	1.166	5.207
Equity in the results of investees	(4.500)	(3.932)
Provision for credit losses	3.104	646
Currents and deferred income tax and social contribution	58.001	(16.654)
Interest and appropriated exchange variations	36.802	21.004
Non-controlling Interest	334	(370)
Changes in assets and liabilities		
(Increase) decrease in trade accounts receivable	(50.168)	(45.251)
(Increase) decrease in other accounts receivable	(59.748)	(1.675)
(Increase) decrease in inventories	(20.484)	18.883
Increase (decrease) in short-term investment	(8.056)	(64.399)
Increase (decrease) in suppliers	(9.621)	(10.695)
Increase (decrease) in accounts payable	38.900	33.092
Net cash provided by (used in) operating activities	145.648	105.709
Cash flows from investing activities		
Investments	-	-
Dividends from subsidiaries	1.400	2.503
Fixed assets variation	(60.835)	(35.635)
Intangible assets variation	(131.148)	(11.603)
Proceeds from sale of fixed, intangible and investments	474	(495)
Net cash used in investing activities	(190.109)	(45.230)
Cash flows from financing activities		
Related parties	-	-
Loans and financing	221.256	264.804
Payment of loans	(196.738)	(169.148)
Payment of interest	(30.764)	(31.476)
Payment of dividends and interest on capital stock	(140.959)	(127.873)
Treasury stock	5.265	6.168
Net cash provided by (used in) financing activities	(141.940)	(57.525)
Foreign exchange variation on cash and cash equivalents	1.988	(1.777)
Cash and cash equivalents at the beginning of the year	904.318	672.123
Cash and cash equivalents at the end of the year	719.905	673.300
Net increase (decrease) in cash and cash equivalents	(184.413)	1.177

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