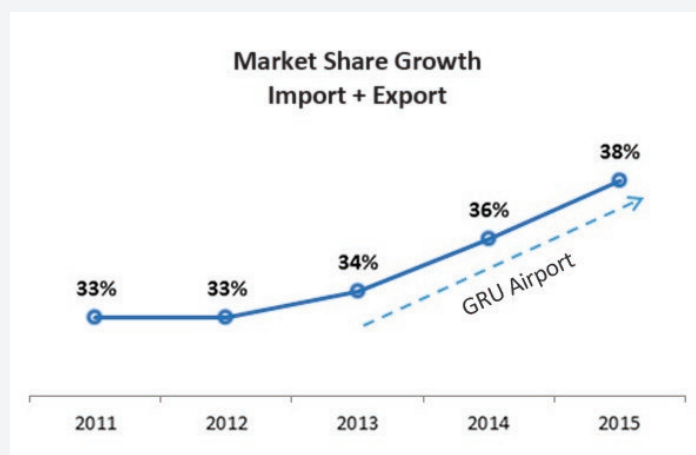


GRU Cargo increases its leadership in international cargo operation to 38% of market share

In 2015, GRU Airport Cargo increased its participation in Brazil's import and export airport cargo operations and closed the year with 38% of market share, a rise of two-percentage point from the previous year. Since the beginning of new GRU Airport management, in 2013, Guarulhos Airport has increased its participation in international air cargo from 34% to 38%.

Despite the 8% drop in cargo movement in comparison to 2014, GRU Airport's performance has been above market average, which dropped 13% over the past year. From January to December 235,698 tons of import and export cargo was handled. Outgoing cargo represented a total of 114,793 tons - 47% of the national market share. In imports, GRU represented 33% of the total incoming cargo.

According to Maria Fan, GRU Airport's Cargo business



manager, the investments made to the cargo terminal infrastructure and to customers' relationship brought new business partners and gave the airport an above market average performance.



INCENTIVE PROGRAM

GRU Airport launches Incentive Program for full freighters

To encourage new international cargo flights and increase business opportunities, GRU Airport Cargo launches the "GRU Incentives Program" which provides 100% landing fee exemption on from March 27, 2016 to March 25, 2017, for full freighter operations.

Airlines interested in joining the program must meet minimum requirements, such as: operating a new regular

route between GRU Airport and a country in Africa, North America, Asia, Europe or Oceania. In order to qualify to the incentive, operations must be outside peak hours and take place at least once a week with monthly regularity of at least 80%, according to authorization issued by ANAC (National Civil Aviation Agency), the "HOTRAN" planning.

Note!

Applicants must apply to the incentive program by e-mail: incentivo@gru.com.br.



PARTNERSHIPS

Events strengthen business partnerships

In 2015, GRU Airport Cargo brought together some of the leading business representatives from the State of São Paulo as part of the relationship program with the logistics market. Associations of different segments received a presentation of the business model, bringing a new perception of the operation at the cargo facility.

Last year, the National Association of Automotive Vehicle Manufacturers (Anfavea), the Federation of Industries of the State of São Paulo (Fiesp), the Center of Industries of



the State of São Paulo (Ciesp) and the Brazil Germany Chamber of Commerce, visited GRU Cargo.

Fabio Acerbi, Air Product Manager – South America from UPS and member of the Fiesp group which

includes logistics and foreign trade professionals, defined the visit as an opportunity to strengthen the confidence of members in relation to the airport. "We had a chance to improve the vision of where we are and what we need to do to improve foreign trade", says the Executive.



CUSTOMERS

Automotive companies move imports logistics to Guarulhos

Investments and updated processes made big companies change their logistics to concentrate import operations in GRU Cargo. In 2015, Renault do Brasil changed its import flow from Curitiba airport, which is near the the automaker's headquarters, to Guarulhos airport, 400 km away. Agile processes, number of flights and cost saving were the change drivers, despite the distance increase to final destination. In 2014, Thiago Camara, responsible for the company's imports, saw the evolution in GRU and perceived new opportunities.

"After the Concession, Guarulhos airport became more agile. Our team got together to study cost reduction opportunities and the benefits of transferring import operations to São Paulo. Although it's 400 km away from the factory, we gained a day in transit time, which makes it absolutely worth it," says Camara. This initiative awarded the team the "Renault Cost Reduction Cup", an internal recognition program to reward cost saving projects.



Mercedes-Benz

Mercedes-Benz Brazil has also centralized its imports in Guarulhos. According to Cátia Sandri, the automaker's import analyst, advances made to infrastructure and processes in Guarulhos airport led to the decision. "In addition to the cargo being closer to us, partnership, lead-time reduction, cost saving and more flights were defining factors for using GRU Airport," said Sandri.