



AMÉRICA LATINA LOGÍSTICA

Our Vision

"To be the best logistics company in Latin America"

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ALL is trying to attract small investors

By Danilo Fariello

América Latina Logística (ALL) Investor Relations department is trying to attract more individual investors. To make company the better known by possible investors, ALL is making presentations at brokerage firms that are focused on small investors. The intention is to present the Company's numbers and investments in a didactic way, giving the exact idea of the Company's feasibility, and, consequently attract more shareholders.

Rodrigo Campos, the Company's IR manager, explain that after selling the major part of shares to large foreign investors in the IPO held in 2004, ALL wants to pay more attention in individuals. "These investors are the ones who keeps the liquidity of our shares, making their price increase, he says.

Among the main arguments to capture new shareholders, is the list of Corporate Governance best practices adopt by the Company, which is listed under Bovespa's Corporate Governance Level 2. The reason why ALL was not listed under the "Novo Mercado" – the highest level of Corporate Governance at Bovespa – is the fact of not being allowed to have its capital stock constituted of common shares only, as a government service concession company

However, ALL adopts Corporate Governance practices that go beyond the ones settled by Bovespa Level 2, such as 100% tag along. The minimum tag along percentage established by Level 2 is 70%.

In the coming months, the Company should release quarterly information in US GAAP, which will allow the comparison of the Company's performance with international peers.

According to Campos, the Company monopolizes railroad concessions in the South region of Brazil and in Argentina, besides offering intermodal services. One of the company's targets is to be included under the IBrX-50 Index, which includes the 50 most liquid stocks traded on Bovespa. Then, the Company's shares would become more visible to a larger number of investment funds and investors.

ALL' Units – certificates represented by one common share and four preferred shares – is already included under the IBrX-100 Index (100 most liquid shares traded on Bovespa), the Corporate Sustainability Index and the Itag, which includes Companies that offer tag along.



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During 2005, the focus of analysts was on ALL's Units. After a new public offering and two distributions of shares, 67% of the Company's capital is now freely traded on the stock exchange. Brokerage firms like Fator Corretora, with strong penetration among individual investors, started providing research reports on the Company. Fator Corretora currently recommends the purchase of the Company's units, indicating target price of R\$ 114.09 per unit, which implies a potential increase of 5,15% over the current price of the Units, which closed yesterday at R\$ 108,50. It is worth mentioning that such estimate takes into account the projections of the Company's results, but also depends on both market conditions and the demand for ALL's shares/units.

ALL also counts on Ágora Corretora as market maker at Bovespa. As a market maker, the brokerage firm is supposed to buy and sell the units on daily basis, offering guaranteed liquidity to small investors.

According to Campos, ALL is now trying to take advantage from the increase in the demand for less liquid shares currently occurring in Brazilian Stock Exchanges. The market is now more receptive, offering new shares which pertain to new industries with differentiated corporate governance levels. "The time of investments concentrated on a few number of shares is getting closer to an end", he adds.