



FRAS-LE S.A.
Publicly-Held Company
CNPJ No. 88.610.126/0001-29

MATERIAL FACT

Fras-le S.A. (“Company”), as provided for by Law 6.404, of December 15, 1976, and CVM Instruction no. 358, of January 3, 2002, discloses its business projection, to be followed up throughout 2018 (“Guidance”).

GUIDANCE 2018

- Total Gross Revenue ¹ – R\$ 1.6 billion;
- Consolidated Net Revenue – R\$ 1.1 billion;
- Revenues from abroad ² – US\$ 170 million;
- Imports – US\$ 20 million;
- Investments – R\$ 42 million.

¹(without exclusions intercompany)

²(Exports out of Brazil + Operations abroad)

The indicators above have been validated in the strategic planning process of the Company, backed by the evaluation of the macroeconomic scenario of Brazil and by that of those countries with which the Company has commercial relations, as well as by sector indicators, indicators of the automotive industry, and market behavior in its business segments.

For further information, please see Section 11 of the Reference Form of the Company, available at <http://ri.fras-le.com.br>.

Caxias do Sul, February 15, 2018.

Fras-le S.A.
Sergio de Carvalho
Investor Relations Director