ULTRAPAR HOLDINGS INC Form 20-F April 23, 2019 Table of Contents

As filed with the Securities and Exchange Commission on April 22, 2019

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 20-F

(Mark one)

REGISTRATION STATEMENT PURSUANT TO SECTION 12(b) OR (g) OF THE SECURITIES EXCHANGE ACT OF 1934

OR

ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended December 31, 2018

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

OR

SHELL COMPANY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from

Commission file number: 001-14950

to

ULTRAPAR PARTICIPAÇÕES S.A.

(Exact name of Registrant as specified in its charter)

ULTRAPAR HOLDINGS INC.

(Translation of Registrant s name into English)

The Federative Republic of Brazil

(Jurisdiction of incorporation or organization)

Av. Brigadeiro Luis Antônio, 1343, 9º Andar

São Paulo, SP, Brazil 01317-910

Telephone: 55 11 3177 3820

(Address of principal executive offices)

Securities registered or to be registered pursuant to Section 12(b) of the Act:

Title of each class

Name of each exchange on which registered

Common Shares, without par value (represented by, and

New York Stock Exchange

traded only in the form of, American Depositary Shares

(evidenced by American Depositary Receipts), with each

American Depositary Share representing one common share)

Securities registered or to be registered pursuant to Section 12(g) of the Act:

None

Securities for which there is a reporting obligation pursuant to Section 15(d) of the Act:

None

Indicate the number of outstanding shares of each of the issuer s classes of capital or common stock as of the close of the period covered by the annual report.

The number of outstanding shares of each class as of December 31, 2018.

Title of Class Common Stock

Number of Shares Outstanding 543,014,947

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes No

If this report is an annual or transition report, indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934. Yes No

Note Checking the box above will not relieve any registrant required to file reports pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 from their obligations under those Sections.

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulations S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or an emerging growth company. See the definitions of large accelerated filer , accelerated filer, and emerging growth company in Rule 12b-2 of the Exchange Act. (Check one):

Non-accelerated Filer Emerging growth company

If an emerging growth company that prepares its financial statements in accordance with U.S. GAAP, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

The term new or revised financial accounting standard refers to any update issued by the Financial Accounting Standards Board to its Accounting Standards Codification after April 5, 2012.

Indicate by check mark which basis of accounting the registrant has used to prepare the financial statements included in this filing:

International Financial Reporting Standards as issued

U.S. GAAP by the International Accounting Standards Board other

If Other has been checked in response to the previous question, indicate by check mark which financial statement item the registrant has elected to follow: Item 17 Item 18

If this is an annual report, indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

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INTRODUCTION

Ultrapar is a Brazilian company with more than 80 years of history, with leading positions in the markets in which it operates: specialized distribution and retail through Ultragaz, Ipiranga and Extrafarma, production of specialty chemicals through Oxiteno and liquid bulk storage services through Ultracargo.

Ultragaz is the leader in LPG (as defined below) distribution in Brazil, which is one of the largest markets worldwide. Ultragaz had a 23.6% market share as of December 31, 2018 according to ANP and was one of the largest independent LPG distributors in the world in terms of volume sold. Item 4.B. Information on the Company Business Overview Distribution of Liquefied Petroleum Gas Ultragaz Competition. As of December 31, 2018, we delivered LPG to an estimated 11 million households through a network of approximately 5.4 thousand independent retailers in the bottled segment and to approximately 54 thousand customers in the bulk segment.

Ipiranga is one of the largest fuel distributors in Brazil, with a network of 7,218 service stations and 20.2% market share as of December 31, 2018 according to ANP. See Item 4.B. Information on the Company Business Overview Fuel Distribution Ipiranga Competition.

Oxiteno is one of the largest producers of ethylene oxide and its main derivatives in Latin America, a major producer of specialty chemicals and the sole producer of fatty-alcohols and related by-products in Latin America, according to IHS Chemical. Oxiteno has twelve industrial units: six in Brazil, three in Mexico, one in the United States, one in Uruguay and one in Venezuela and commercial offices in Argentina, Belgium, China and Colombia.

Ultracargo has a leading position in its sector, being the largest provider of liquid bulk storage in Brazil in terms of number of terminals and storage capacity according to ABTL, with six terminals and a storage capacity of 700 thousand cubic meters as of December 31, 2018.

Extrafarma is the fifth largest drugstore chain in Brazil, according to ABRAFARMA, with 433 drugstores and 2 distribution centers as of December 31, 2018.

References in this annual report to Ultrapar, we, our, us and the Company are to Ultrapar Participações S.A. and consolidated subsidiaries (unless the context otherwise requires). In addition, all references in this annual report to:

ABIQUIM are to *Associação Brasileira da Indústria Química*, the Brazilian association of chemical industries;

ABRAFARMA are to *Associação Brasileira de Redes de Farmácias e Drogarias*, the Brazilian association of pharmacy and drugstore chains;

ABTL are to Associação Brasileira de Terminais de Líquidos, the Brazilian association of liquid bulk terminal operators;

ADSs are to our American Depositary Shares, each representing (i) one common share, with respect to any period on or after August 17, 2011; or (ii) one non-voting preferred share, with respect to any period prior to August 17, 2011;

Alesat are to Alesat Combustíveis S.A.;

am/pm are to Ipiranga s convenience stores franchise network that operate under the brand am/pm, managed by am/pm Comestíveis Ltda.;

American Chemical are to American Chemical I.C.S.A., a company that was acquired by Oxiteno in November 2012, currently Oxiteno Uruguay;

ANFAVEA are to Associação Nacional dos Fabricantes de Veículos Automotores, the Brazilian association of vehicle producers;

ANP are to the *Agência Nacional do Petróleo*, *Gás Natural e Biocombustíveis*, the Brazilian oil, natural gas and biofuels regulatory agency;

ANVISA are to the Agência Nacional de Vigilância Sanitária, the Brazilian health surveillance agency;

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Agces are to Agces Logística Internacional Ltda.;

Arch Andina are to Arch Química Andina, C.A., a company that was acquired by Oxiteno in September 2007, currently Oxiteno Andina;

ARLA are to Automotive Liquid Reducing Agent;

B3 are to the B3 S.A. Brasil, Bolsa, Balcão, the São Paulo Stock Exchange;

Braskem are to Braskem S.A.;

Brazil are to the Federative Republic of Brazil;

Brazilian Corporate Law are to Law No. 6,404 enacted in December 1976, as amended by Law No. 9,457 enacted in May 1997, by Law No. 10,303 enacted in October 2001, by Law No. 11,638 enacted in December 2007, by Law No. 11,941 enacted in May 2009, by Law No. 12,431 enacted in June 2011, by Law No. 12,810 enacted in May 2013, and by Law No. 13,129 enacted in May 2015;

Brazilian GAAP are accounting practices adopted in Brazil that comprise the Brazilian Corporate Law and the Pronouncements, Guidelines and Interpretations issued by the Accounting Pronouncements Committee (CPC) and approved by the Federal Accounting Council (CFC) and the Brazilian Securities and Exchange Commission (CVM);

Brazilian government are to the federal government of the Federative Republic of Brazil;

CADE are to Conselho Administrativo de Defesa Econômica, the Brazilian Antitrust Authority;

Canamex are to the chemical business formerly owned by the Berci Group, a company that was acquired by Oxiteno in December 2003, currently Oxiteno Mexico;

CBL are to Chevron Brasil Ltda. (currently IPP), a former subsidiary of Chevron that, together with Galena, held Texaco;

CBLSA are to Chevron Brasil Lubrificantes S.A., now called Iconic;

CBPI are to Companhia Brasileira de Petróleo Ipiranga, a company that was merged into IPP in November 2009;

CDI are to the Brazilian money market interest rate (Certificados de Depósito Interbancário);

Central Bank are to the *Banco Central do Brasil*, the Brazilian central bank;

Chevron are to Chevron Latin America Marketing LLC and Chevron Amazonas LLC;

Cia. Ultragaz are to Companhia Ultragaz S.A.;

Code are to the U.S. Internal Revenue Code of 1986, as amended;

Commodity Exception are to gains derived from qualified active sales of commodities and qualified hedging transactions involving commodities, within the meaning of the applicable U.S. Treasury regulations;

Conab are to the National Supply Company (*Companhia Nacional de Abastecimento*), a public company responsible for managing agricultural and supply policies;

CONAMA are to Conselho Nacional do Meio Ambiente the National Council of the Environment;

ConectCar are to ConectCar Soluções de Mobilidade Eletrônica S.A., a joint-venture initially formed by Ipiranga and OTP (Odebrecht Transport S.A.), which started its operations in November 2012. In January 2016, Redecard S.A. acquired OTP s interest in ConectCar;

Conversion are to the conversion of all preferred shares issued by the company into common shares, at a ratio of 1 (one) preferred share for 1 (one) common share, as approved at the extraordinary general shareholders meeting and the special preferred shareholders meeting, both held on June 28, 2011;

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CVM are to Comissão de Valores Mobiliários, the Securities and Exchange Commission of Brazil;

ICVM 527/12 are to CVM Instruction No. 527/12, issued by the CVM on October 4, 2012, which governs the voluntary disclosure by listed companies in Brazil of EBITDA Earnings Before Interest, Taxes, Depreciation and Amortization, and EBIT Earnings Before Interest and Taxes, for the results disclosed from January 1, 2013 onwards;

Deposit Agreement are to the Deposit Agreement between Ultrapar Participações S.A. and the Bank of New York Mellon, dated September 16, 1999, and all subsequent amendments thereto;

DNP are to Distribuidora Nacional de Petróleo Ltda., a company that was acquired by Ipiranga in October 2010 and was merged into IPP in February 2011;

DPPI are to Distribuidora de Produtos de Petróleo Ipiranga S.A., a company that was merged into CBPI in December 2008;

EMCA are to Empresa Carioca de Produtos Químicos S.A.;

Extrafarma are to Imifarma Produtos Farmacêuticos e Cosméticos S.A.;

Extrafarma Transaction are to the exchange of shares of Extrafarma for Ultrapar s shares on January 31, 2014, as described in Item 4.A. Information on the Company History and Development of the Company Extrafarma;

FGTS are to Fundo de Garantia do Tempo de Serviço, the Brazilian government severance indemnity fund;

Galena are to Sociedade Anônima de Óleo Galena Signal, a former subsidiary of Chevron that, together with CBL, held Texaco;

IAS are to International Accounting Standard;

IASB are to International Accounting Standards Board;

Iconic are to Iconic Lubrificantes S.A., formerly CBLSA, an association formed by Ipiranga and Chevron, which started its operations in December 2017;

IFRS are to International Financial Reporting Standards, as issued by IASB;

IGP-M are to General Index of Market Prices of Brazilian inflation (*Índice Geral de Preços Mercado*), calculated by the Getulio Vargas Foundation;

IpiLubs are to Ipiranga Lubrificantes S.A., a company that was merged into CBLSA in November 2018;

Ipiranga are to Ultrapar s subsidiaries that operate in the fuel distribution business and related activities;

Ipiranga Group are to RPR, DPPI, CBPI, Ipiranga Química S.A. (IQ), Ipiranga Petroquímica S.A. (IPQ), Companhia Petroquímica do Sul S.A. (Copesul) and their respective subsidiaries prior to their sale to Ultrapar, Petrobras and Braskem;

Ipiranga Group SPA are to the Share Purchase Agreement entered into and among Ultrapar, with the consent of Petrobras and Braskem, and the Key Shareholders on March 18, 2007;

Ipiranga Group Transaction Agreements are to agreements related to the acquisition of Ipiranga Group by Ultrapar, Petrobras and Braskem. Each Ipiranga Group Transaction Agreement is incorporated by reference to Exhibits 2.5, 2.6, 2.7, 4.4, 4.5, 4.6 and 4.7 to Form 20-F of Ultrapar Participações S.A. filed on June 7, 2007;

IPP are to Ipiranga Produtos de Petróleo S.A., formerly CBL;

IQVIA, are to the merger of Quintiles and IMS Health, Inc.;

IRS are to U.S. Internal Revenue Service;

Key Shareholders are to Ipiranga Group s former controlling shareholders prior to the closing of the Ipiranga Group SPA;

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Latin America are to countries in America other than the United States and Canada;

Liquigás are to Liquigás Distribuidora S.A.;

LPG are to liquefied petroleum gas;

LPG International are to LPG International Inc.;

Northern Distribution Business are to former CBPI s fuel and lubricant distribution businesses located in the North, Northeast and Midwest regions of Brazil;

NAFTA are to North American Free Trade Agreement, formed by the United States, Canada and Mexico. A revised version of NAFTA has been agreed to by all three countries for approval under a new name, the United States Mexico Canada Agreement, or USMCA, and is awaiting legislative approval before it comes into force:

Novo Mercado are to Novo Mercado listing segment of B3;

NYSE are to the New York Stock Exchange;

Oleoquímica are to Oleoquímica Indústria e Comércio de Produtos Químicos Ltda.;

Oxiteno are to Oxiteno S.A. Indústria e Comércio, our wholly-owned subsidiary and its subsidiaries that produce ethylene oxide and its principal derivatives, fatty alcohols and other specialty chemicals;

Oxiteno Andina are to the business of Oxiteno carried out in Venezuela;

Oxiteno Mexico are to the business of Oxiteno carried out in Mexico;

Oxiteno Nordeste are to Oxiteno Nordeste S.A. Indústria e Comércio;

Oxiteno Uruguay are to the business of Oxiteno carried out in Uruguay;

Oxiteno USA are to the business of Oxiteno carried out in the United States;

Parth are to Parth do Brasil Participações Ltda., an investment company controlled by Mrs. Daisy Igel s family and owner of 8% of Ultrapar s capital stock;

Petrobras are to Petrobras Petróleo Brasileiro S.A.;

Petrochemical Business are to IQ, IPQ and IPQ s stake in Copesul;

PFIC are to passive foreign investment company;

PIS and COFINS taxes are to *Programa de Integração Social* (Integration Program Taxes) and *Contribuição para o Financiamento da Securidade Social* (Contribution for the Financing of Social Security Taxes), respectively;

Plural, formerly Sindicom, are to the Brazilian association of fuel distributors;

Real, Reals or R\$ are to Brazilian Reals, the official currency of Brazil;

Repsol are to Repsol Gás Brasil S.A., a company that was acquired by Ultragaz in October 2011 and was merged into Cia. Ultragaz in December 2012;

RPR are to Refinaria de Petróleo Riograndense S.A. (formerly Refinaria de Petróleo Ipiranga S.A.), a joint-venture owned by Petrobras, Braskem and Ultrapar;

SBP are to Sociedade Brasileira de Participações Ltda., a company that was merged into IPP in August 2009;

SEC are to the U.S. Securities and Exchange Commission;

Securities Act are to the U.S. Securities Act of 1933, as amended;

Selic are to the Brazilian base interest rate;

Serma are to Associação dos Usuários de Equipamentos de Processamento de Dados e Serviços Correlatos, our wholly owned company, responsible for providing IT services to Ultrapar and its subsidiaries;

Share Exchange are to the exchanges of RPR s, DPPI s and CBPI s preferred shares and any remaining common shares for Ultrapar s preferred shares in connection with the acquisition of Ipiranga Group;

Sindigás are to the Brazilian association of LPG distributors;

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Sindusfarma are to *Sindicato da Indústria de Produtos Farmacêuticos no Estado de São Paulo*, the Brazilian association of the industry of pharmaceutical products in the state of São Paulo;

Southern Distribution Business are to Ipiranga Group s fuel and lubricant distribution businesses located in the South and Southeast regions of Brazil and their related activities;

STF are to Supremo Tribunal Federal, the Brazilian Supreme Federal Court;

SUDENE are to Superintendência do Desenvolvimento do Nordeste, the development agency of the Northeast of Brazil;

TEAS are to TEAS Terminal Exportador de Álcool de Santos Ltda., a company acquired by Ultracargo in March 2018;

Temmar are to Terminal Marítimo do Maranhão S.A., a company that was acquired by Ultracargo in August 2012 and was merged into Tequimar in December 2013;

Tequimar are to Terminal Químico de Aratu S.A., Ultracargo s subsidiary that operates in the liquid bulk storage segment;

Texaco are to the Texaco-branded fuels marketing business in Brazil, previously carried-out by CBL and Galena, companies that were acquired by Ipiranga in March 2009;

Tropical are to Tropical Transportes Ipiranga Ltda.;

TRR are to Retail Wholesale Resellers, specialized resellers in the fuel distribution;

Ultra S.A. are to Ultra S.A. Participações, a holding company owned by members of the founding family and senior management of Ultrapar. Ultra S.A. is the largest shareholder of Ultrapar, holding 22% of its total capital stock;

Ultracargo are to Ultracargo Operações Logísticas e Participações Ltda., our wholly owned subsidiary and its subsidiaries that provide storage, handling and logistics services for liquid bulk cargo;

Ultragaz are to Ultrapar s subsidiaries that operate in the distribution of LPG;

Ultrapar International are to Ultrapar International S.A.;

União Terminais are to União Terminais e Armazéns Gerais Ltda., a company that was merged into Tequimar in December 2008;

União Vopak are to União Vopak Armazéns Gerais Ltda., a joint venture in which Ultracargo has a 50% stake;

Unipar are to União das Indústrias Petroquímicas S.A.;

U.S. Holder has the meaning given in Item 10. Additional Information E. Taxation U.S. Federal Income Tax Considerations ;

US\$, dollar, dollars or U.S. dollars are to the United States dollar; and

2018 Shareholders Agreement has the meaning given in Item 4.A. Information on the Company History and Development of the Company , Item 7.A. Major Shareholders and Related Party Transactions Major Shareholders and Item 10. Additional Information Material Contracts.

Unless otherwise specified, data related to (i) the Brazilian petrochemical industry included in this annual report were obtained from ABIQUIM, (ii) the LPG business were obtained from Sindigás and ANP, (iii) the fuel distribution business were obtained from Plural and ANP, (iv) the liquid bulk storage industry were obtained from ABTL, and (v) the retail pharmacy business were obtained from ABRAFARMA, IQVIA, ABIHPEC and Sindusfarma.

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PRESENTATION OF FINANCIAL INFORMATION

Our audited consolidated financial statements included in Items 17 and 18 were prepared in accordance with IFRS as issued by the IASB and include our consolidated Statements of Financial Position, as of December 31, 2018 and 2017 and the related Statements of Profit or Loss, Statements of Comprehensive Income, Statements of Changes in Equity and Statements of Cash Flows for the years ended December 31, 2018, 2017 and 2016, as well as notes thereto.

The following standards became effective on January 1, 2018.

IFRS 9 Financial instrument classification and measurement that includes new requirements for the classification and measurement of financial assets and liabilities, derecognition requirements, new impairment methodology for financial instruments, and new hedge accounting guidance.

IFRS 15 Revenue from contracts with customers, which establishes the principles of nature, amount, timing and uncertainty of revenue and cash flow arising from a contract with a customer.

These adoptions impacted our consolidated financial statements. Thus, the information for the years ended December 31, 2017 and 2016, presented in this annual report, has been retrospectively restated to reflect the changes resulting from the adoption of IFRS 9 and 15 as the Company adopted the full retrospective method. For further information about the adoption of these standards with respect to our Statements of Financial Position as of December 31, 2017 and January 1, 2017 and Statements of Profit or Loss and Statements of Cash Flows for the years ended December 2017 and 2016 see Note 2.x of our audited consolidated financial statements. For the years ended December 31, 2015 and 2014, presented in this annual report, the information was the same as previously reported in the respective years, without retrospective restatement.

The financial information presented in this annual report should be read in conjunction with our consolidated financial statements.

On April 11, 2019 the exchange rate for *Reais* into U.S. dollars was R\$3.840 to US\$1.00, based on the commercial selling rate as reported by the Central Bank. The commercial selling rate was R\$3.875 to US\$1.00 on December 31, 2018, R\$3.308 to US\$1.00 on December 31, 2017, and R\$3.259 to US\$1.00 on December 31, 2016. The *Real*/dollar exchange rate fluctuates widely, and the current commercial selling rate may not be indicative of future exchange rates. See Item 3.A. Key Information Selected Consolidated Financial Data Exchange Rates for information regarding exchange rates for the Brazilian currency. Solely for the convenience of the reader, we have translated some amounts included in Item 3.A. Key Information Selected Consolidated Financial Data and elsewhere in this annual report from *Reais* into U.S. dollars using the commercial selling rate as reported by the Central Bank at December 31, 2018 of R\$3.875 to US\$1.00. These translations should not be considered representations that any such amounts have been, could have been or could be converted into U.S. dollars at that or at any other exchange rate. Such translations should not be construed as representations that the *Real* amounts represent or have been or could be converted into U.S. dollars as of that or any other date.

Segment information for our businesses is presented on an unconsolidated basis. See Note 32 to our consolidated financial statements for further information on segment information. Consequently, intercompany transactions have not been eliminated in segment information, and such information may differ from consolidated financial information provided elsewhere in this annual report. See Item 7.B. Major Shareholders and Related Party Transactions Related Party Transactions for more information on intercompany transactions.

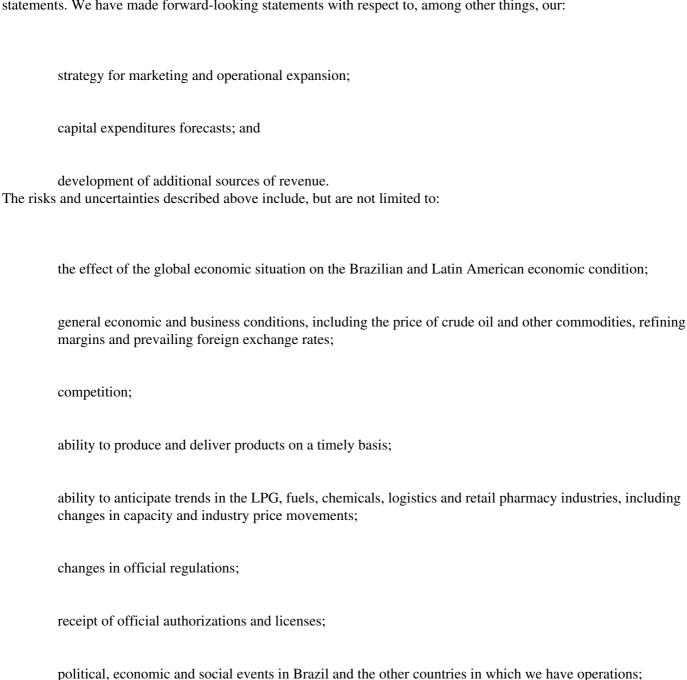
Certain figures included in this annual report have been subject to rounding adjustments. Accordingly, figures shown as totals in certain tables and charts may not be an arithmetic aggregation of the figures that precede them.

Market share and economic information

All market share information, unless otherwise specified, related to (i) the LPG business was obtained from ANP, (ii) the fuel distribution business was obtained from Plural and ANP, (iii) the liquid bulk storage industry was obtained from ABTL and (iv) the retail pharmacy business was obtained from ABRAFARMA and IQVIA. Unless otherwise specified, all macroeconomic data are obtained from the *Instituto Brasileiro de Geografia e Estatística* IBGE, *Fundação Getulio Vargas* FGV and the Central Bank. Although we do not have any reason to believe any of this information is inaccurate in any material respect, we have not independently verified any such information.

FORWARD-LOOKING STATEMENTS

This annual report contains forward-looking statements within the meaning of Section 27A of the Securities Act subject to risks and uncertainties, including our estimates, plans, forecasts and expectations regarding future events, strategies and projections. Forward-looking statements speak only as of the date they were made, and we undertake no obligation to update publicly or revise any forward-looking statements after we distribute this annual report because of new information, future events and other factors. Words such as believe , expect , may , will , plan , strategy , p foresee , estimate , project , anticipate , can , intend and similar words are intended to identify forward-looking statements. We have made forward-looking statements with respect to, among other things, our:



access to sources of financing and our level of indebtedness;
ability to integrate acquisitions;
regulatory issues relating to acquisitions;
instability and volatility in the financial markets;
availability of tax benefits; and
other factors contained in this annual report under Item 3.D. Key Information Risk Factors.

other factors contained in this annual report under Item 3.D. Key Information Risk Factors. Forward-looking statements involve risks and uncertainties and are not a guarantee of future results. In light of the risks and uncertainties described above, the forward-looking events and circumstances discussed in this annual report might not occur and our future results may differ materially from those expressed in or suggested by these forward-looking statements.

PART I

ITEM 1. IDENTITY OF DIRECTORS, SENIOR MANAGEMENT AND ADVISORS Not applicable.

ITEM 2. OFFER STATISTICS AND EXPECTED TIMETABLE Not applicable.

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ITEM 3. KEY INFORMATION

A. Selected Consolidated Financial Data

We have selected the following consolidated financial data from our audited consolidated financial statements, for the periods indicated. You should read our selected consolidated financial data in conjunction with Item 5. Operating and Financial Review and Prospects and our audited consolidated financial statements and notes thereto included in this annual report. Our consolidated financial statements are prepared in *Reais* and in accordance with IFRS. The consolidated Statements of Financial Position as of December 31, 2018 and 2017 and January 1, 2017 and the Statements of Profit or Loss and Statements of Cash Flows as of and for the years ended December 31, 2018, 2017 and 2016 are derived from our audited consolidated financial statements included in this annual report. For the years ended December 31, 2015 and 2014, the information is derived from our audited consolidated financial statements as previously reported in the respective years, without retrospective restatement. See Presentation of Financial Information and Item 5.A. Operating and Financial Review and Prospects Operating Results Critical accounting policies. The following table presents our selected financial information in accordance with IFRS at the dates and for each of the periods indicated.

	Years Ended December 31,						
	$2018^{(1)}$	2018	2017	2016	2015	2014	
					As prev	iously	
			Restat	$ted^{(2)}$	$reported^{(2)}$		
		(in m	ata)				
Statements of Profit or Loss data:	US\$	R\$	R\$	R\$	R\$	R\$	
Net revenue from sales and services	23,407.1	90,698.0	79,230.0	76,740.0	75,655.3	67,736.3	
Cost of products and services sold	(21,817.2)	(84,537.4)	(72,431.5)	(70,196.9)	(68,933.7)	(62,304.6)	
Gross profit	1,589.9	6,160.6	6,798.5	6,543.1	6,721.6	5,431.7	
Operating income (expenses)							
Selling and marketing	(689.3)	(2,670.9)	(2,486.4)	(2,220.2)	(2,516.6)	(2,158.7)	
General and administrative	(419.6)	(1,625.8)	(1,576.5)	(1,445.9)	(1,321.3)	(1,130.3)	
Gain (loss) on disposal of property,							
plant and equipment and intangibles	(5.7)	(22.1)	(2.2)	(6.1)	27.3	37.0	
Other operating income, net	14.8	57.5	59.4	199.0	50.6	106.9	
Financial result, net	(29.3)	(113.5)	(474.3)	(842.6)	(703.3)	(445.4)	
Share of profit (loss) of joint-ventures							
and associates	(3.8)	(14.8)	20.7	7.5	(10.9)	(16.5)	
Income before income and social							
contribution taxes	457.1	1,771.0	2,339.1	2,234.8	2,247.3	1,824.7	
Income and social contribution taxes							
Current	(122.9)	(476.3)	(922.5)	(800.5)	(719.5)	(551.7)	
Deferred	(41.9)	(162.4)	109.2	112.5	(14.8)	(21.7)	
	(164.8)	(638.7)	(813.3)	(688.0)	(734.3)	(573.5)	
Net income for the year	292.2	1,132.3	1,525.9	1,546.8	1,513.0	1,251.2	

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Net income for the year attributable						
to:						
Shareholders of the Company	296.9	1,150.4	1,526.5	1,537.8	1,503.5	1,241.6
Non-controlling interests in						
subsidiaries	(4.7)	(18.1)	(0.6)	9.0	9.5	9.7
Earnings per share ⁽³⁾						
Basic	0.28	1.06	1.41	1.42	1.38	1.14
Diluted	0.27	1.05	1.40	1.41	1.37	1.13
Dividends per share ⁽⁴⁾	0.33	1.26	1.75	1.67	1.60	1.42

- (1) The figures in *Reais* for December 31, 2018 have been converted into U.S. dollars using the exchange rate of US\$1.00 = R\$3.8748, which is the commercial rate reported by the Central Bank on that date. This information is presented solely for the convenience of the reader. You should not interpret the currency conversions in this annual report as a statement that the amounts in *Reais* currently represent such values in U.S. dollars. Additionally, you should not interpret such conversions as statements that the amounts in *Reais* have been, could have been or could be converted into U.S. dollars at this or any other foreign exchange rates. See Item 3.A. Key Information Selected Consolidated Financial Data Exchange Rates.
- (2) See Presentation of Financial Information.
- (3) Earnings per share are calculated based on the net income attributable to Ultrapar s shareholders and the weighted average shares outstanding during each of the years presented. The earnings per share was adjusted retrospectively due to the approval of the stock split on April 10, 2019. See Item 4.A. Information on the Company History and Development of the Company Recent Development and Notes 31 and 35 to our consolidated financial statements for further information on earnings per share.
- (4) Dividends per share does not consider the approval of the stock split on April 10, 2019, which is scheduled to become effective on April 24, 2019.

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The following table presents other financial data information at the dates and for each of the periods indicated.

	Years Ended December 31,								
	$2018^{(1)}$	2018	2017	2016	2015	2014			
					As prev	riously			
			Restat	report	$ted^{(2)}$				
		(in millions, except per share data)							
Other financial data	US\$	R\$	R\$	R\$	R\$	R\$			
Net cash provided by operating									
activities	745.6	2,889.0	1,739.0	1,988.9	3,201.7	2,650.7			
Net cash used in investing									
activities	(820.1)	(3,177.6)	(1,371.8)	(1,324.0)	(801.8)	(1,540.2)			
Net cash provided by (used in)									
financing activities	(206.7)	(801.0)	340.3	928.4	(2,520.7)	(539.3)			
Depreciation and amortization ⁽³⁾	209.7	812.5	704.5	628.2	1,002.6	887.8			
Amortization of contractual assets									
with customers exclusive rights									
(Ipiranga) ⁽⁴⁾	96.0	371.8	463.0	463.5					
Adjusted EBITDA ⁽⁵⁾	792.0	3,068.9	3,981.0	4,169.0	3,953.3	3,157.9			
Net debt ⁽⁶⁾	(2,119.3)	(8,211.7)	(7,220.7)	(5,715.3)	(4,928.4)	(3,975.1)			
Number of common shares (in									
thousands) ⁽⁷⁾	556,405.1	556,405.1	556,405.1	556,405.1	556,405.1	556,405.1			

- (1) The figures in *Reais* for December 31, 2018 have been converted into U.S. dollars using the exchange rate of US\$1.00 = R\$3.8748, which is the commercial rate reported by the Central Bank on that date. This information is presented solely for the convenience of the reader. You should not interpret the currency conversions in this annual report as a statement that the amounts in *Reais* currently represent such values in U.S. dollars. Additionally, you should not interpret such conversions as statements that the amounts in *Reais* have been, could have been or could be converted into U.S. dollars at this or any other foreign exchange rates. See Item 3.A. Key Information Selected Consolidated Financial Data Exchange Rates.
- (2) See Presentation of Financial Information.
- (3) Represents depreciation and amortization expenses included in cost of products and services sold and in selling, marketing, general and administrative expenses.
- (4) Represents amortization of contractual assets with customers exclusive rights (Ipiranga) included in revenues reduction as a consequence of adoption of IFRS 15. See Presentation of Financial Information. In 2015 and 2014, the amortization of contractual assets with customers exclusive rights (Ipiranga) was classified as amortization from intangible assets. See Note 2.a, 2.f and 11 to our consolidated financial statements for further information.
- (5) EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) and Adjusted EBITDA (adjusted for amortization of contractual assets with customers exclusive rights) are presented in this annual report in accordance with ICVM 527/12. The purpose of including EBITDA and Adjusted EBITDA information is to provide a measure used by management for internal assessment of our operating results, and because part of our employee profit sharing plan is linked directly or indirectly to EBITDA and Adjusted EBITDA performance. It is also a financial indicator widely used by investors and analysts to measure our ability to generate cash from operations and our operating performance. We also calculate EBITDA and Adjusted EBITDA in connection with covenants related to some of our financing, as described in Note 15 to our consolidated financial statements. We believe

EBITDA and Adjusted EBITDA allow a better understanding not only of our financial performance but also of our capacity of meeting the payment of interest and principal from our debt and of obtaining resources for our investments and working capital. Our definition of EBITDA and Adjusted EBITDA may differ from, and, therefore, may not be comparable with similarly titled measures used by other companies, thereby limiting its usefulness as a comparative measure. Because EBITDA and Adjusted EBITDA exclude net financial expense (income), income and social contribution taxes, depreciation and amortization (and, in the case of Adjusted EBITDA, also excludes amortization of contractual assets with customers exclusive rights), they provide an indicator of general economic performance that is not affected by debt restructurings, fluctuations in interest rates or changes in income and social contribution taxes, depreciation and amortization. EBITDA and Adjusted EBITDA are not measures of financial performance under IFRS and should not be considered in isolation, or as substitutes for net income, as measures of operating performance, as substitutes for cash flows from operations or as measures of liquidity. EBITDA and Adjusted EBITDA have material limitations that impair their value as a measure of a company s overall profitability since they do not address certain ongoing costs of our business that could significantly affect profitability such as financial expense (income), income and social contribution taxes, depreciation and amortization, (and in the case of Adjusted EBITDA, also excludes amortization of contractual assets with customers exclusive rights).

- (6) Net debt is included in this annual report in order to provide the reader with information relating to our overall indebtedness and financial position. Net debt is not a measure of financial performance or liquidity under IFRS. In managing our businesses, we rely on net debt as a means of assessing our financial condition. We believe that this type of measurement is useful for comparing our financial condition from period to period and making related management decisions. Net debt is also used in connection with covenants related to some of our financings.
- (7) The number of shares corresponds to the all of shares issued by the Company, including those held in treasury and does not consider the approval of the stock split on April 10, 2019, which is scheduled to become effective on April 24, 2019.

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The tables below provide a reconciliation of net income and operating income before financial income (expenses) and share of profit (loss) of joint-ventures and associates to EBITDA and Adjusted EBITDA for Ultrapar and a reconciliation of operating income before financial income (expenses) and share of profit (loss) of joint-ventures and associates to Adjusted EBITDA for Ipiranga and to EBITDA for Ultragaz, Oxiteno, Ultracargo and Extrafarma for the years ended December 31, 2018, 2017, 2016, 2015 and 2014.

	Ultrapar						
	Reconciliation of net income to EBITDA and Adjusted EBITDA						
	Years ended December 31,						
	2018	2017	2016	2015	2014		
				As previ	iously		
		Restate	$ed^{(1)}$	report	$ed^{(1)}$		
		(in m	illions of <i>Rea</i>	is)			
Net income	1,132.3	1,525.9	1,546.8	1,513.0	1,251.2		
Net financial expenses	113.5	474.3	842.6	703.3	445.4		
Income and social contribution taxes	638.7	813.3	688.0	734.3	573.5		
Depreciation and amortization	812.5	704.5	628.2	1,002.6	887.8		
EBITDA ⁽²⁾	2,697.1	3,518.0	3,705.5	3,953.3	3,157.9		
Adjustment							
Amortization of contractual assets with							
customers exclusive rights (Ipiranga)	371.8	463.0	463.5				
Adjusted EBITDA ⁽²⁾	3,068.9	3,981.0	4,169.0	3,953.3	3,157.9		

Ultrapar						
Reconciliation of operating income to Adjusted EBITDA						
Years ended December 31,						
2018	2017	2016	2015	2014		
			As previ	ously		
	Restate	$ed^{(1)}$	reporte	$ed^{(1)}$		
	(in m	illions of <i>Rea</i>	ais)			
1,899.4	2,792.7	3,069.9	2,961.5	2,286.6		
812.5	704.5	628.2	1,002.6	887.8		
(14.8)	20.7	7.5	(10.9)	(16.5)		
2,697.1	3,518.0	3,705.5	3,953.3	3,157.9		
371.8	463.0	463.5				
	1,899.4 812.5 (14.8) 2,697.1	Years en 2017 Restate (in m 1,899.4 2,792.7 704.5 (14.8) 20.7 2,697.1 3,518.0	Reconciliation of operating income to Years ended December 2018 2017 2016 Restated(1) (in millions of Real 1,899.4 2,792.7 3,069.9 812.5 704.5 628.2 (14.8) 20.7 7.5 2,697.1 3,518.0 3,705.5	Reconciliation of operating income to Adjusted E Years ended December 31, 2018 2017 2016 2015 As previous reporter (in millions of Reais) 1,899.4 2,792.7 3,069.9 2,961.5 812.5 704.5 628.2 1,002.6 (14.8) 20.7 7.5 (10.9) 2,697.1 3,518.0 3,705.5 3,953.3		

Amortization of contractual assets with customers exclusive rights (Ipiranga)

Adjusted EBITDA ⁽²⁾ 3,068.9 3,981.0 4,169.0 3,9	68.9) 3	,068.9 3	.981.0 4	i.169.0 :	3,953.3	.157.9
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Ultragaz **Reconciliation of operating income to EBITDA** Years ended December 31, 2018 2017 2016 2015 2014 As previously $Restated^{(1)} \\$ $reported^{(1)}$ (in millions of *Reais*) Operating income before financial income (expenses) and share of profit (loss) of associates 35.6 255.9 267.3 213.9 169.0 Depreciation and amortization 222.5 182.8 158.2 143.2 136.4 Share of profit (loss) of associates 0.0 1.2 (0.0)(0.1)0.2 EBITDA(2) 258.1 440.0 425.4 357.0 305.5

 $EBITDA^{(2)}$

Oxiteno
Reconciliation of operating income to EBITDA
Years ended December 31.

	Years ended December 31,					
	2018	2017	2016	2015	2014	
		Restated ⁽¹⁾ (in millions of <i>Rea</i>		As previously reported ⁽¹⁾		
Operating income before financial income						
(expenses) and share of profit (loss) of associates	457.1	141.4	311.5	579.5	264.2	
Depreciation and amortization	167.4	153.1	149.7	158.3	138.5	
Share of profit (loss) of associates	0.9	1.4	1.0	2.0	1.0	
EBITDA ⁽²⁾	625.4	295.9	462.2	739.8	403.7	

Ultracargo Reconciliation of operating income to EBITDA

	Years ended December 31,						
	2018	2017	2016	2015	2014		
		Restated ⁽¹⁾ (in millions of <i>Re</i>		As previ reporte is)	•		
Operating income (expenses) before financial income (expenses) and share of profit (loss) of		Ì		·			
joint-ventures and associates	124.7	75.0	127.7	(16.1)	117.3		
Depreciation and amortization	52.4	47.7	43.4	41.7	49.4		
Share of profit (loss) of joint-ventures and							
associates	1.3	1.6	(0.0)	0.7	0.2		

178.5

Ipiranga Reconciliation of operating income to Adjusted EBITDA

171.1

26.3

166.9

124.3

	Reconcination of operating income to Adjusted EBITDA					
	Years ended December 31,					
	2018	2017	2016	2015	2014	
			As previously			
		Restate	$ed^{(1)}$	$reported^{(1)}$		
		(in m				
Operating income before financial income						
(expenses) and share of profit (loss) of associates	1,396.6	2,357.1	2,364.0	2,154.6	1,758.1	
Depreciation and amortization	283.4	245.4	220.3	612.7	529.0	
Share of profit (loss) of associates	0.6	1.2	1.2	1.5	1.0	
$EBITDA^{(2)(3)}$	1,680.6	2,603.8	2.585,5	2,768.8	2,288.0	

Adjusted EBITDA ⁽²⁾⁽³⁾	2,052.4	3,066.8	3,049.0	2,768.8	2,288.0
exclusive rights	371.8	463.0	463.5		
Adjustment Amortization of contractual assets with customers					

Extrafarma Reconciliation of operating income to EBITDA Years ended December 31. 2014(4) 2018 2017 2016 2015 As previously Restated⁽¹⁾ reported⁽¹⁾ (in millions of *Reais*) Operating income (expenses) before financial 16.9 income (expenses) 5.0 (118.3)(37.7)(3.8)Depreciation and amortization 71.6 60.8 23.7 42.7 12.8 EBITDA⁽²⁾ (46.8)23.1 38.8 28.7 29.8

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⁽¹⁾ See Presentation of Financial Information.

⁽²⁾ See footnote 5 under Item 3.A. Key Information Selected Consolidated Financial Data for a more complete discussion of EBITDA and Adjusted EBITDA and its reconciliation to information in our financial statements.

⁽³⁾ EBITDA and Adjusted EBITDA for Ipiranga do not include losses related to ConectCar in the amount of R\$18.7 million, R\$21.0 million, R\$24.4 million, R\$23.2 million and R\$18.7 million in 2018, 2017, 2016, 2015 and 2014, respectively.

⁽⁴⁾ Reflects results of operations for the 11-month period from February 1, 2014, the date on which Extrafarma s results of operations were consolidated into our financial statements, through December 31, 2014. For additional information, see Presentation of Financial Information.

The reconciliation of Adjusted EBITDA to cash flows from operating activities for the years ending December 31, 2018, 2017, 2016, 2015 and 2014 is presented in the table below:

	2018	2017	2016	2015 As previ	
		Restate (in m	ed ⁽¹⁾ illions of <i>Rea</i> i	reported ⁽¹⁾	
Net income for the year	1,132.3	1,525.9	1,546.8	1,513.0	1,251.2
Adjustments to reconcile net income to					
Adjusted EBITDA:					
Depreciation and amortization	812.5	704.5	628.2	1,002.6	887.8
Amortization of contractual assets with					
customers exclusive rights	371.8	463.0	463.5		
Financial result, net	113.5	474.3	842.6	703.3	445.4
Income and social contribution taxes	638.7	813.3	688.0	734.3	573.5
Adjusted EBITDA ⁽²⁾	3,068.9	3,981.0	4,169.0	3,953.3	3,157.9
Adjustments to reconcile Adjusted EBITDA					
to cash provided by operating activities:					
Financial result that affected the cash flow from	012.0	200.4	(70.0)	070.2	510.4
operating activities	913.0	380.4	(78.8)	879.2	519.4
Current income and social contribution taxes	(476.3)	(922.5)	(800.5)	(719.5)	(551.7)
PIS and COFINS credits on depreciation	15.7	13.1	12.6	12.1	12.7
Assets retirement obligation	100.2	120.0	05.0	(3.9)	(4.0)
Others	109.3	129.0	85.9	0.3	(14.5)
(Increase) decrease in current assets	(255.0)	(725.2)	(272.0)	(615.4)	(212.2)
Trade receivables and reseller financing Inventories	(355.9) 168.7	(725.2)	(372.9)	(615.4)	(212.3)
Recoverable taxes		(606.5)	(267.5) 87.0	(615.4)	(184.3)
Dividends received from subsidiaries and	(11.5)	(334.2)	87.0	(60.1)	(106.8)
	42.4	29.4	7.9		
joint-ventures Insurance and other receivables	(14.5)	358.7	(309.7)	13.6	(8.2)
Prepaid expenses	(37.5)	(23.0)	(40.0)	(14.2)	8.1
Increase (decrease) in current liabilities	(37.3)	(23.0)	(40.0)	(14.2)	0.1
Trade payables	576.2	412.4	249.1	181.0	192.1
Salaries and related charges	40.1	7.1	(41.6)	109.7	(19.6)
Taxes payable	46.5	33.1	4.0	30.0	19.1
Income and social contribution taxes	166.5	783.7	567.3	504.5	437.1
Post-employment benefits	15.6	5.1	11.2	301.3	(0.5)
Provision for tax, civil and labor risks	13.3	11.9	7.4	(18.8)	(5.1)
Insurance and other payables	(59.2)	(49.4)	54.0	29.2	(21.0)
Deferred revenue	8.2	(3.9)	(2.1)	1.0	0.6
(Increase) decrease in non-current assets		(3.7)	(2.1)	1.0	0.0
Trade receivables and reseller financing	(99.6)	(102.9)	(74.8)	(8.4)	(19.3)
Recoverable taxes	(539.5)	(130.2)	(47.2)	(60.0)	(38.0)
	(/	(=)	()	()	(2 2.3)

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Net cash provided by operating activities	2,889.0	1,739.0	1,988.9	3,201.7	2,650.7
Income and social contribution taxes paid	(197.9)	(836.8)	(644.2)	(422.0)	(416.6)
	,	,	,	(422.0)	(416.6)
customers exclusive rights	(390.2)	(529.7)	(514.3)		
Payments of contractual assets with					
Deferred revenue	(1.0)	0.4	1.5	3.3	(1.4)
Other payables	(4.4)	88.0	(19.3)	20.1	(10.8)
Provision for tax, civil and labor risks	11.8	(68.2)	42.4	61.4	(12.0)
Post-employment benefits	(8.5)	(0.8)	(7.7)	10.9	9.5
Increase (decrease) in non-current liabilities					
Prepaid expenses	(58.7)	(116.7)	(65.8)	(15.4)	0.5
Other receivables	6.4	(4.4)	13.8	(10.7)	0.8
Escrow deposits	(58.8)	(39.8)	(37.9)	(44.0)	(80.6)

⁽¹⁾ See Presentation of Financial Information.

⁽²⁾ See footnote 5 under Item 3.A. Key Information Selected Consolidated Financial Data for a more complete discussion of EBITDA and Adjusted EBITDA and its reconciliation to information in our financial statements.

The table below provides a reconciliation of our consolidated balance sheet data to the net debt positions shown in the table:

	Ultrapar Reconciliation of consolidated statements of financial							
		position to net debt						
		As of December 31,						
	2018	2017	2016	2015	2014			
		Restat	$ted^{(1)}$	As previously reported ⁽¹⁾				
		(in millions of <i>Reais</i>)						
Current loans and hedging instruments and								
finance leases	(2,010.3)	(1,822.5)	(1,824.0)	(1,050.5)	(2,557.5)			
Current debentures	(263.7)	(1,681.2)	(651.6)	(47.4)	(884.9)			
Non-current loans and hedging instruments and								
finance leases	(6,530.6)	(6,159.4)	(6,846.2)	(5,604.9)	(3,533.9)			
Non-current debentures	(6,401.5)	(3,927.6)	(2,095.3)	(2,198.8)	(1,399.0)			
Gross debt position	(15,206.1)	(13,590.6)	(11,417.1)	(8,901.6)	(8,375.2)			
Cash and cash equivalents	3,939.0	5,002.0	4,274.2	2,702.9	2,827.4			
Current financial investments	2,853.1	1,283.5	1,412.6	803.3	1,441.8			
Non-current financial investments	202.3	84.4	15.1	467.0	130.9			
Net debt	(8,211.7)	(7,220.7)	(5,715.3)	(4,928.4)	(3,975.1)			

The following tables present our consolidated statements of financial position in accordance with IFRS as of the dates indicated.

	2018(1)	2018	As of December 31, 2017 2016 Restated ⁽²⁾ (in millions)		2015 2014 As previously reported ⁽²⁾	
Consolidated Statements of Financial Position Data:	US\$	R\$	R\$	R\$	R\$	R\$
Current assets	СБФ	I¥ψ	I¥ψ	I¥ψ	I¥ψ	Ιψ
Cash and cash equivalents	1,016.6	3,939.0	5,002.0	4,274.2	2,702.9	2,827.4
Financial investments and hedging instruments	736.3	2,853.1	1,283.5	1,412.6	803.3	1,441.8
Trade receivables	1,050.2	4,069.3	3,861.3	3,177.1	3,167.2	2,604.1
Reseller financing	94.8	367.3	286.6	211.1		
Inventories	865.7	3,354.5	3,513.7	2,781.4	2,495.2	1,925.0
Recoverable taxes	165.1	639.7	665.0			

⁽¹⁾ See Presentation of Financial Information.