



Earnings Conference

3Q24

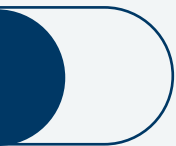
November 8th, 2024



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HIGHLIGHTS

Railway leading agribusiness transportation

- **Higher transported volume**, with market share gain
- **Yield increase**, driving the margins in the quarter

Financial Performance

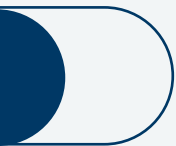
- R\$ 2,142 million in **Adjusted EBITDA**¹ (+22%)
- R\$ 794 million **Net Income** (+64%)
- **Financial Leverage** reduced to 1.4x net debt/EBITDA



Viaduct over BR-163, Rondonópolis exit, special structure completed

MT Greenfield Railway

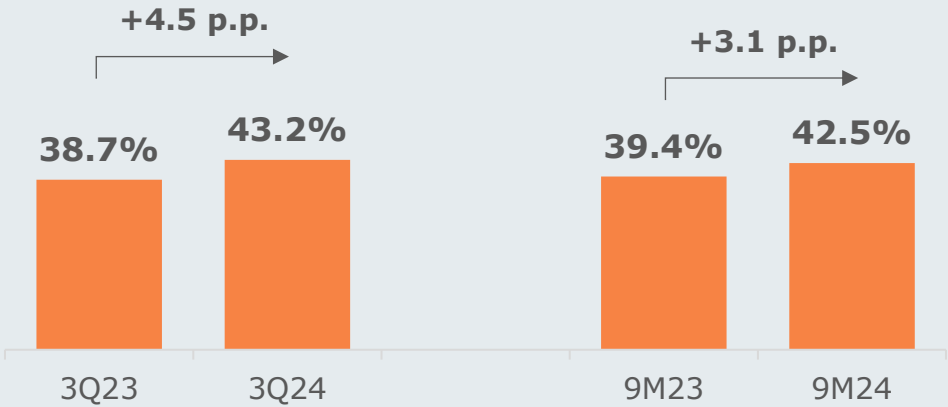
- Full steam ahead: Project reaches peak mobilization.



GRAINS MARKET SHARE (Soybean, corn and soybean meal)

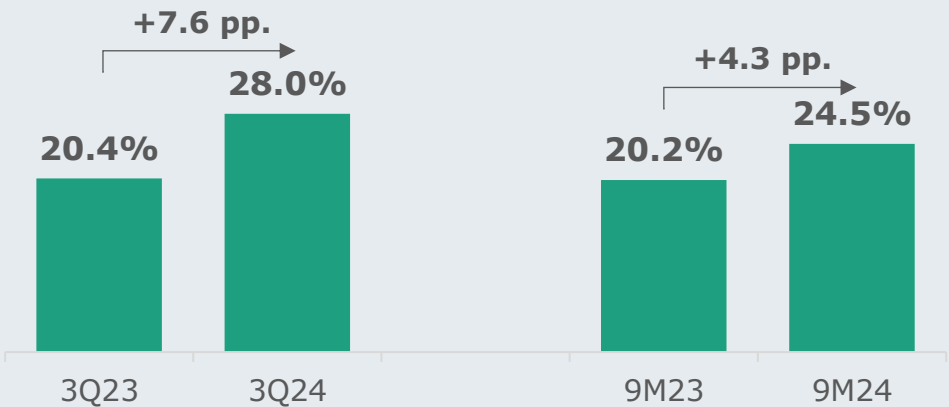
Mato Grosso

(MT)



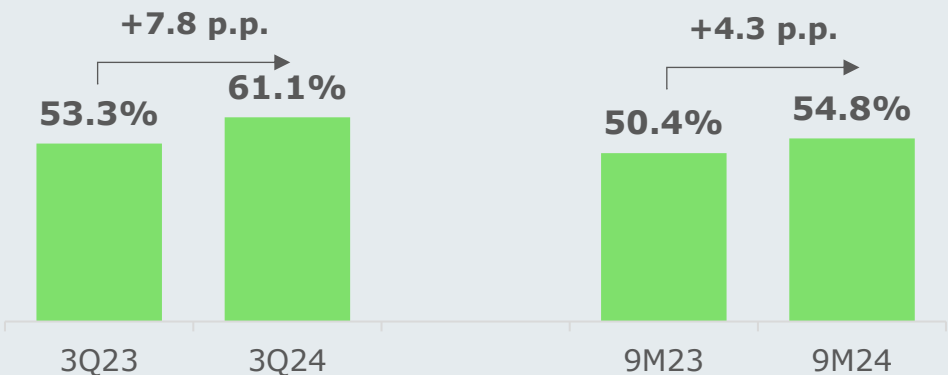
Goiás

(GO)

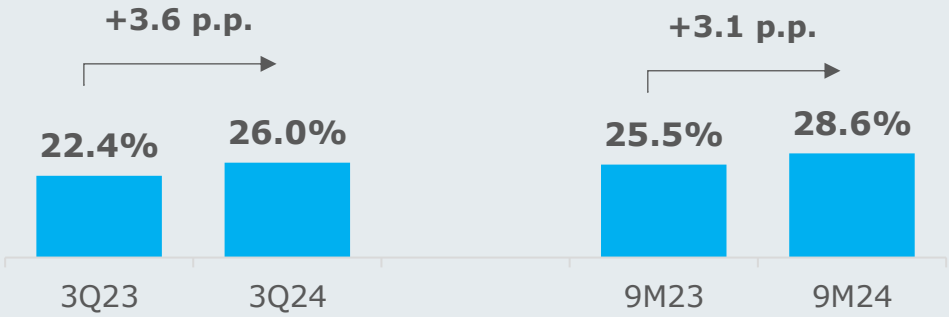


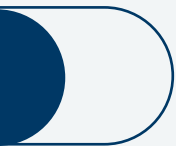
Santos Port

(SP)



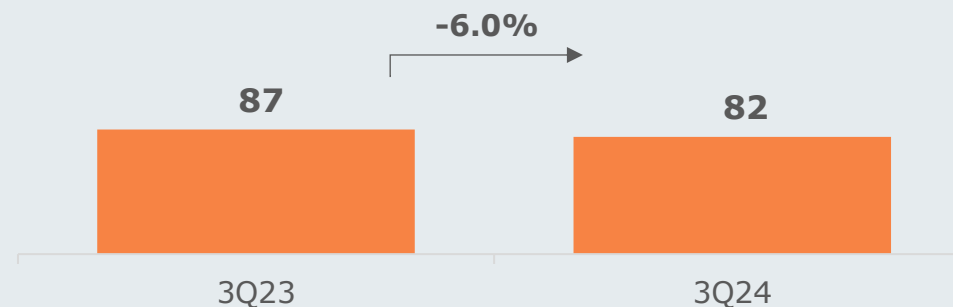
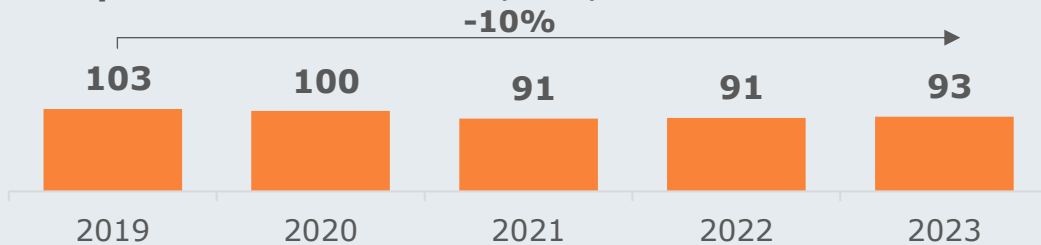
Paranaguá (PR) and São Francisco do Sul (SC) Ports



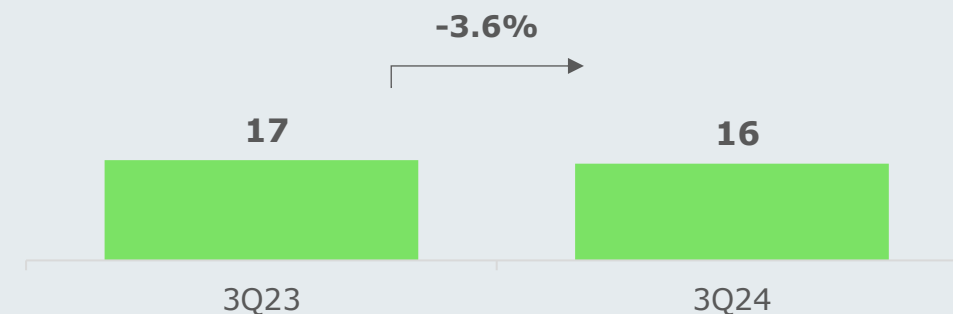
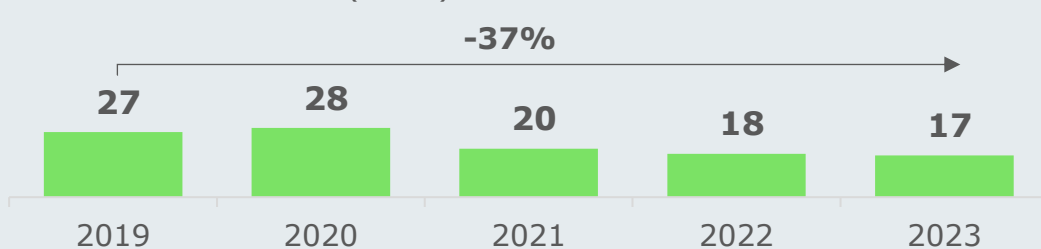


OPERATIONAL INDICATORS

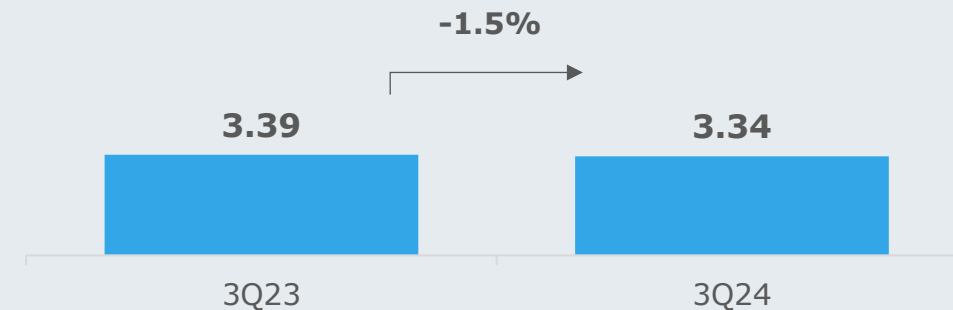
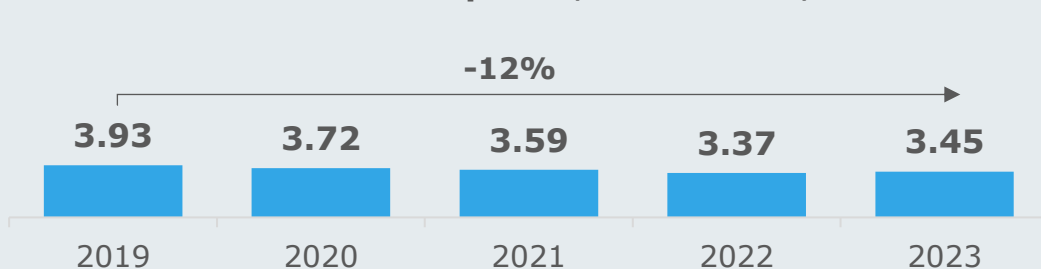
North Operation Transit Time (hours)

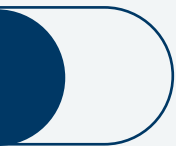


Dwell Time in Santos (hours)



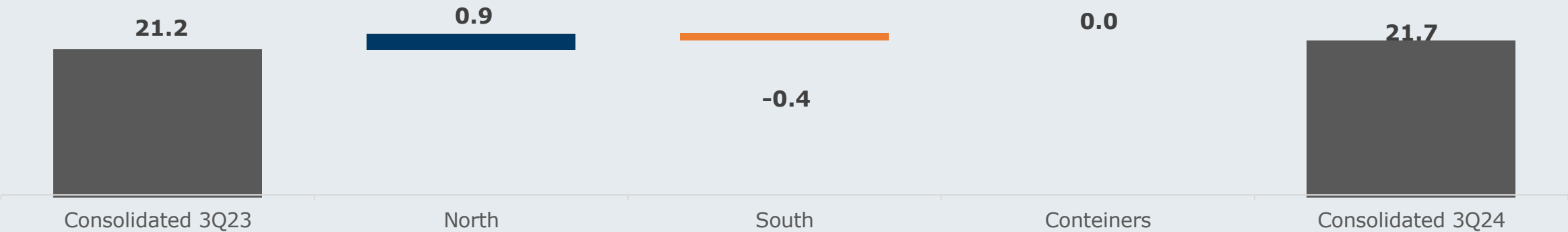
Consolidated Diesel Consumption (liters/ '000 RTK)



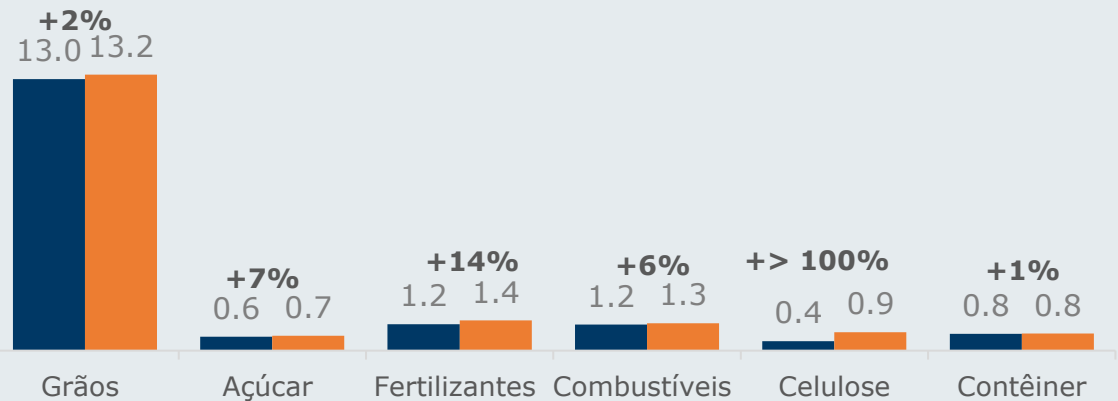


OPERATIONAL RESULT

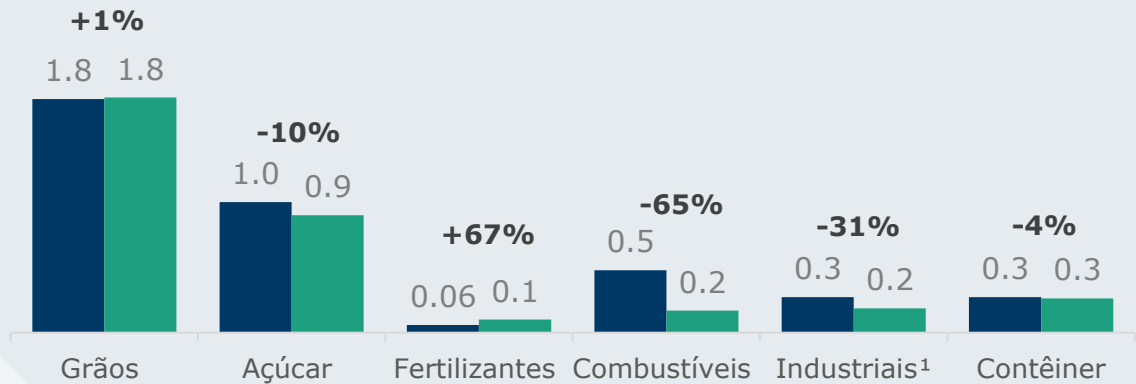
Volumes (Bln RTK)



North Operation (Bln RTK)

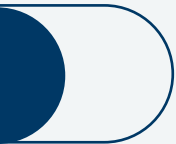


South Operation (Bln RTK)



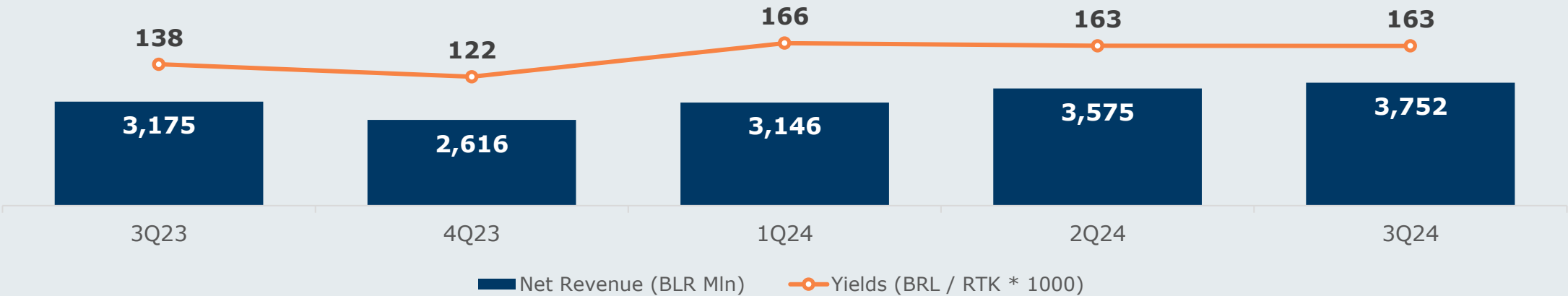
■ 3Q23 ■ 3Q24

¹Pulp and paper, building materials, steel and mining.

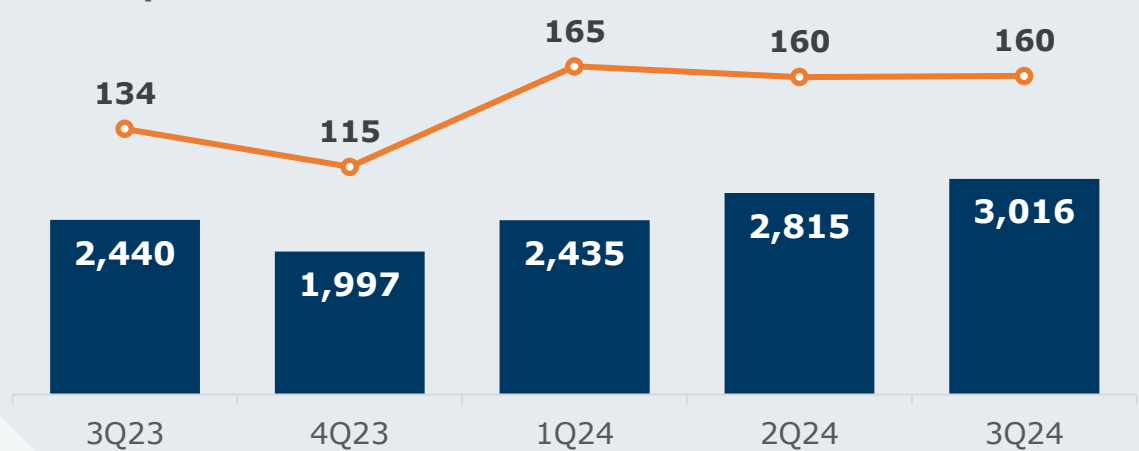


REVENUE AND YIELDS

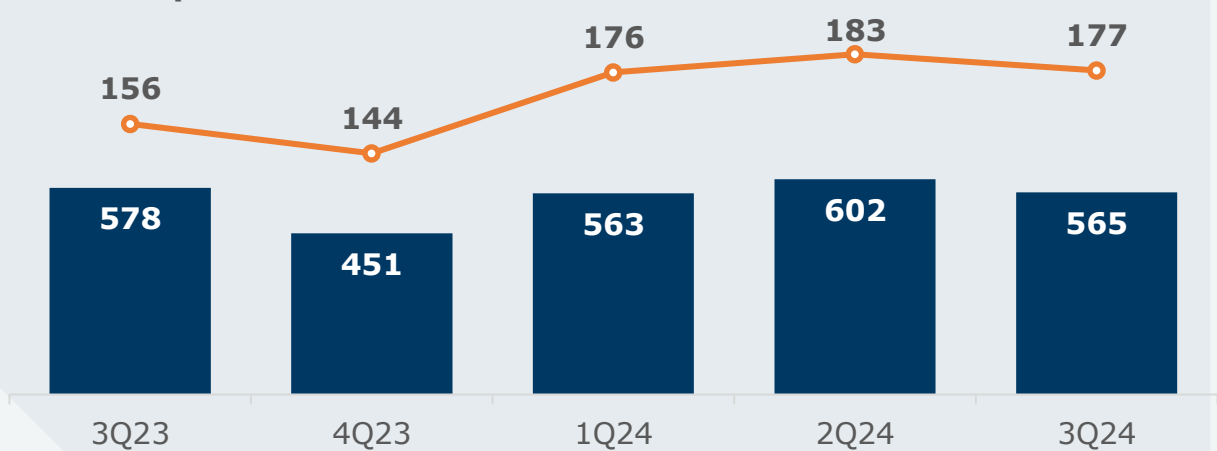
Consolidated

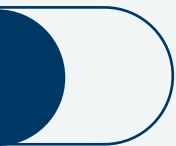


North Operation



South Operation

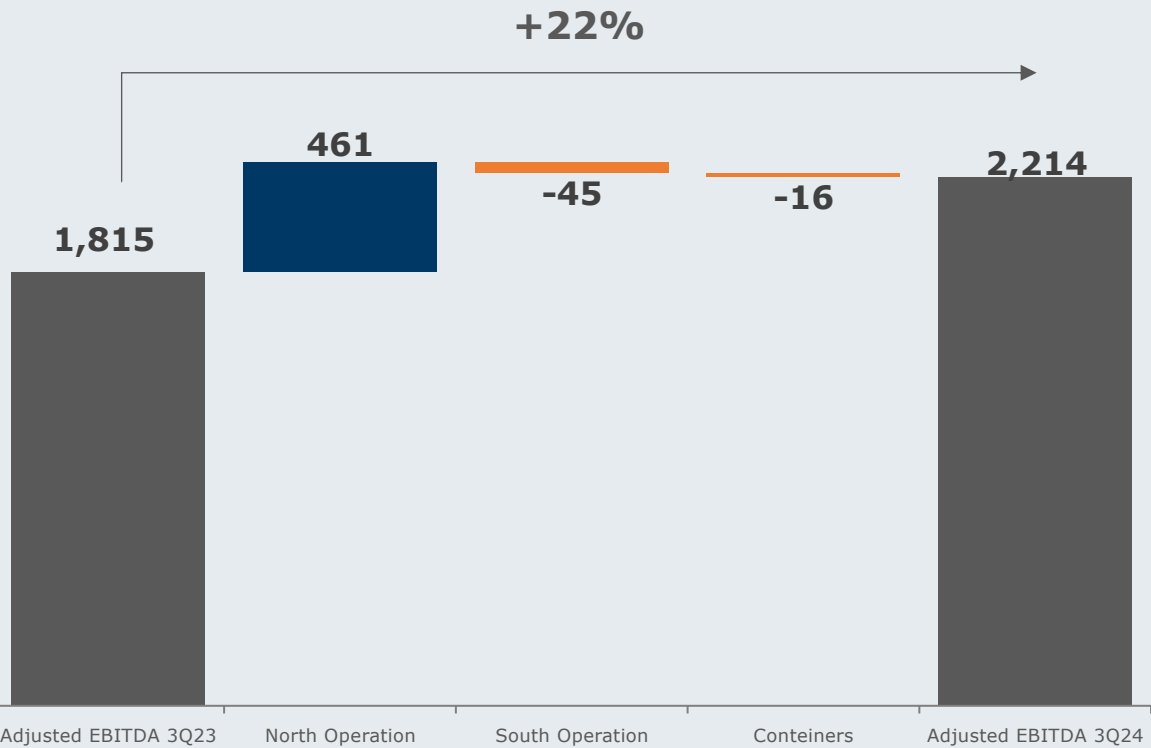




EBITDA

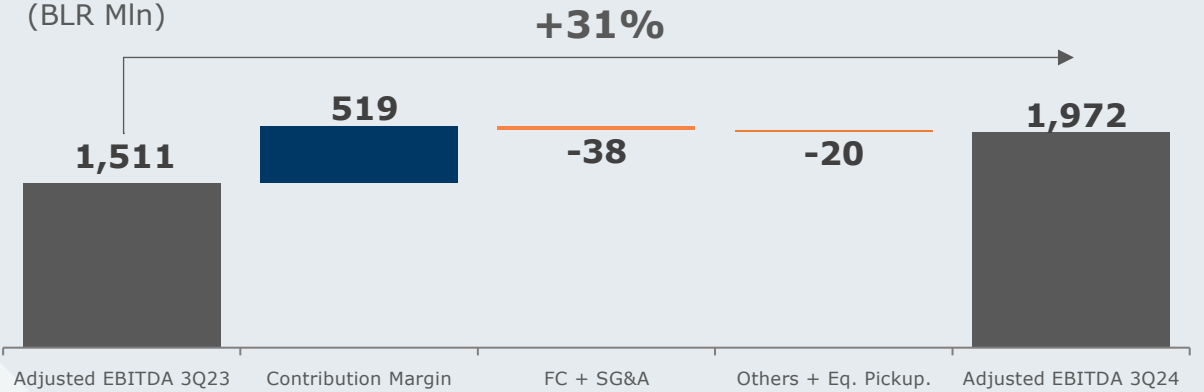
Consolidated EBITDA

(BLR Mln)



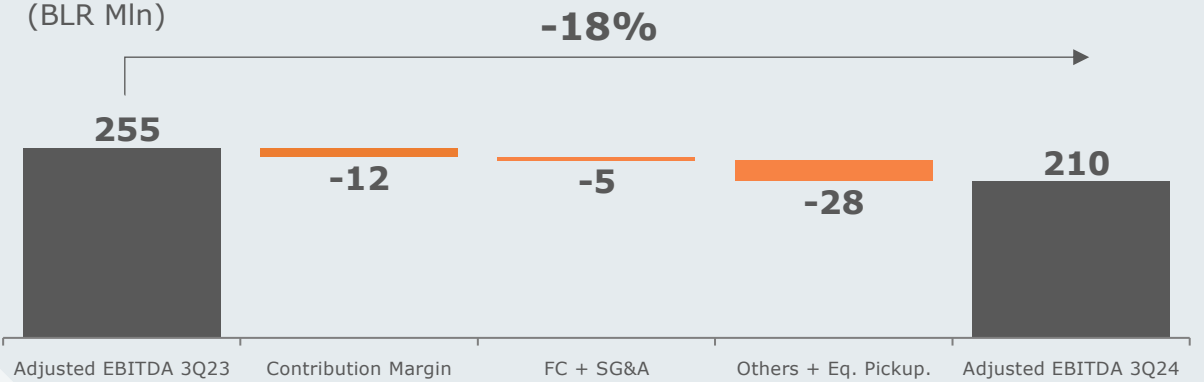
North Operation¹

(BLR Mln)

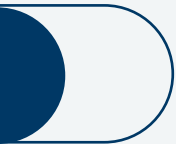


South Operation¹

(BLR Mln)



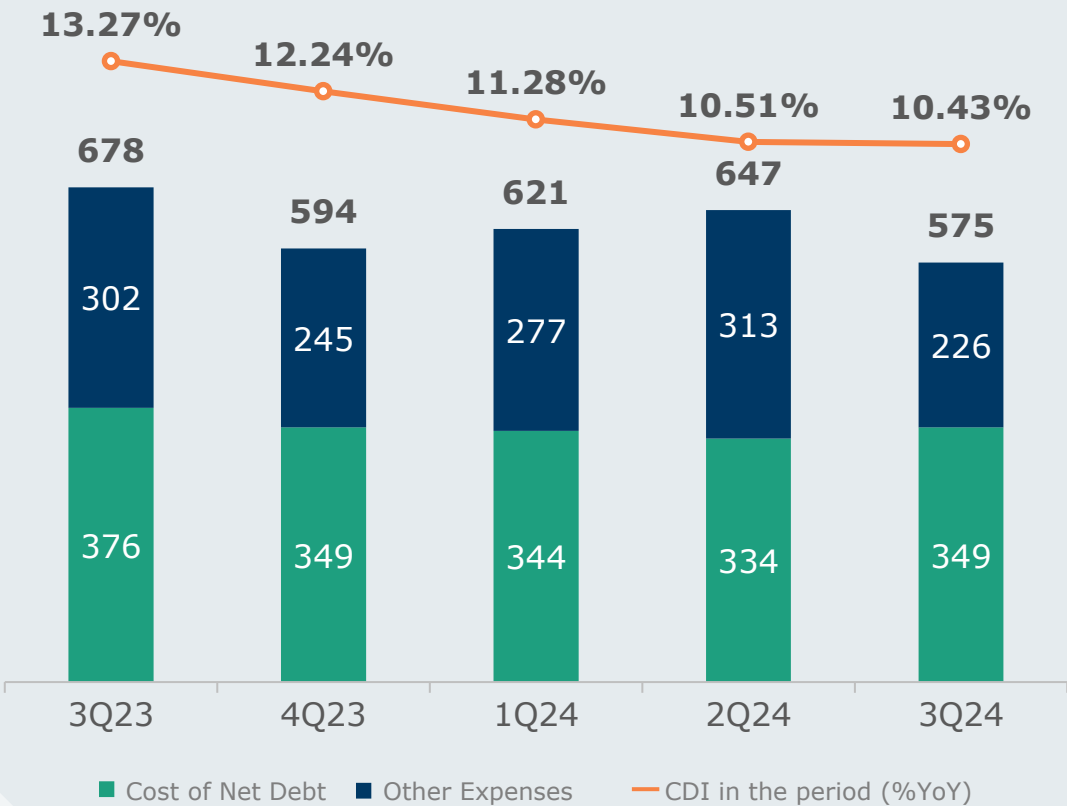
¹Excluding the non-recurring events effect. Additional information is available in the Earnings Report.



FINANCIAL RESULT AND NET INCOME

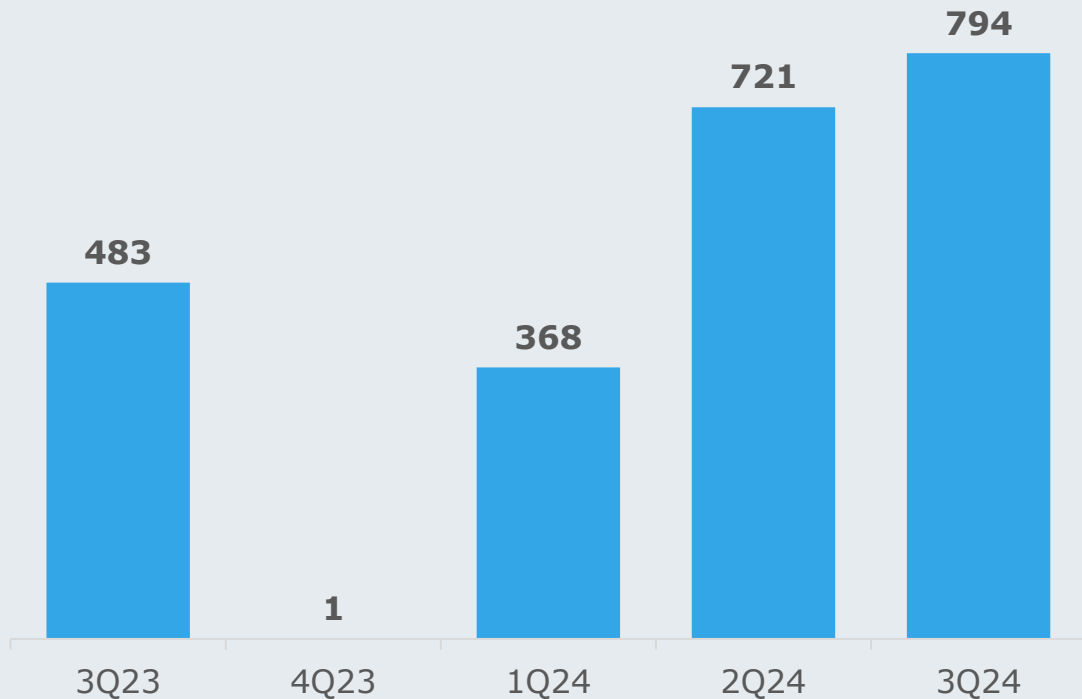
Financial Result

(BRL Mln)

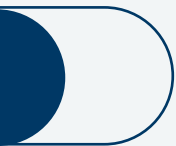


Adjusted Net Income¹

(BRL Mln)



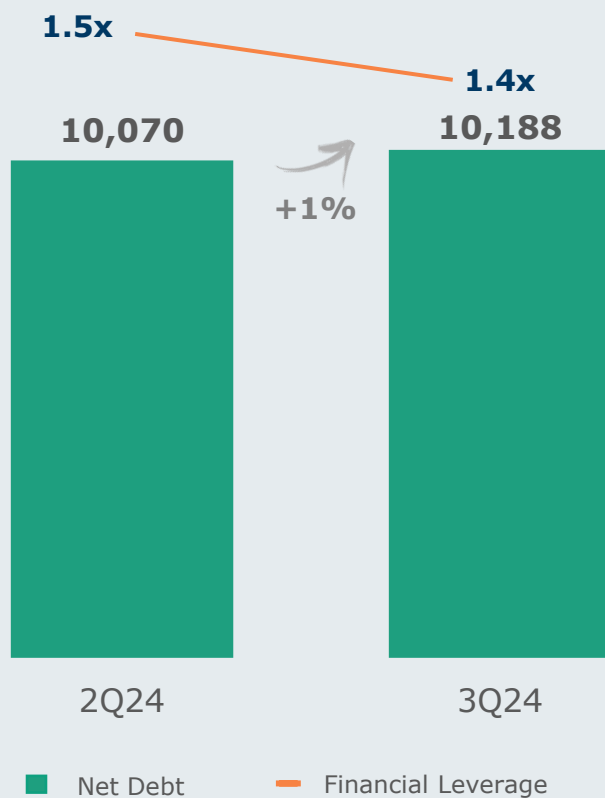
¹Excluding the non-recurring events effect. Additional information is available in the Earnings Report.



INDEBTEDNESS

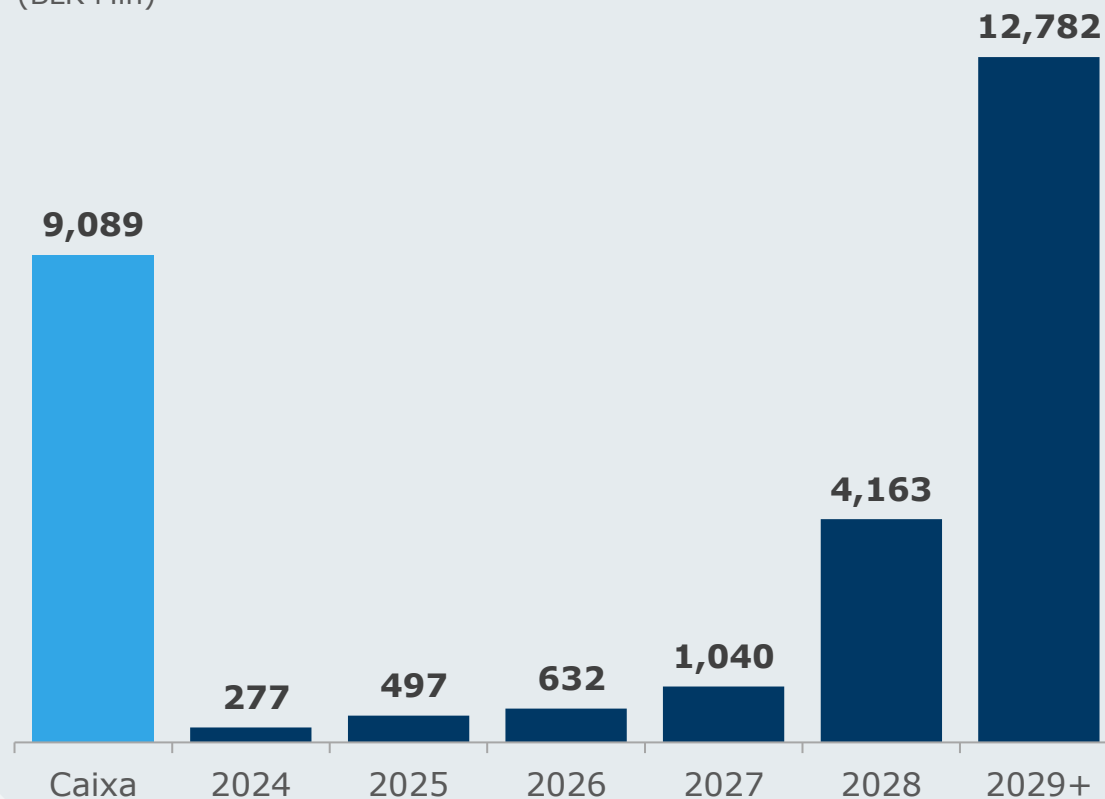
Net Debt

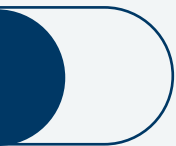
(BLR Mln)



Debt Amortization Schedule

(BLR Mln)

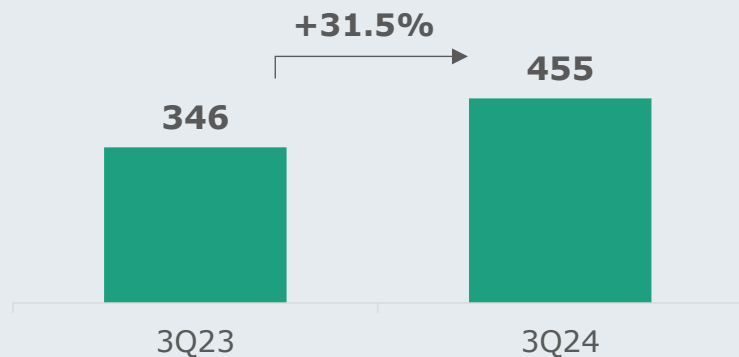




INVESTMENTS

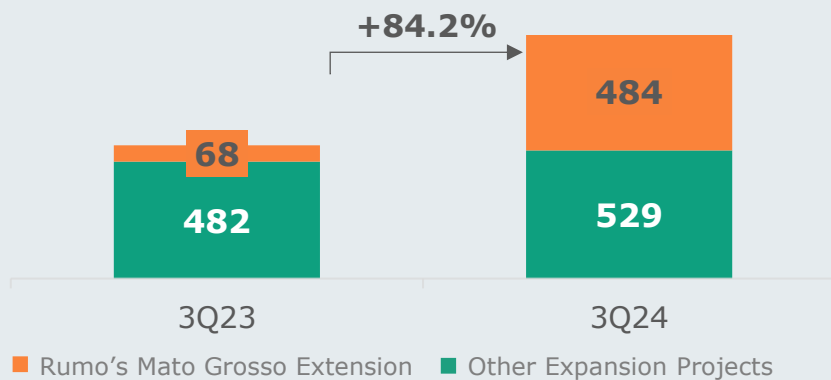
Recurring CAPEX

(BRL Mln)



Expansion CAPEX

(BRL Mln)



MT Greenfield Railway

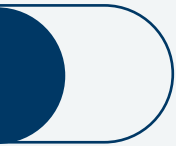
- All 1st phase infrastructure in active construction.
- Sleeper manufactory facility secured for project execution.
- Transshipment terminal at BR070 in active construction.



Earth works and viaduct over the Areal River



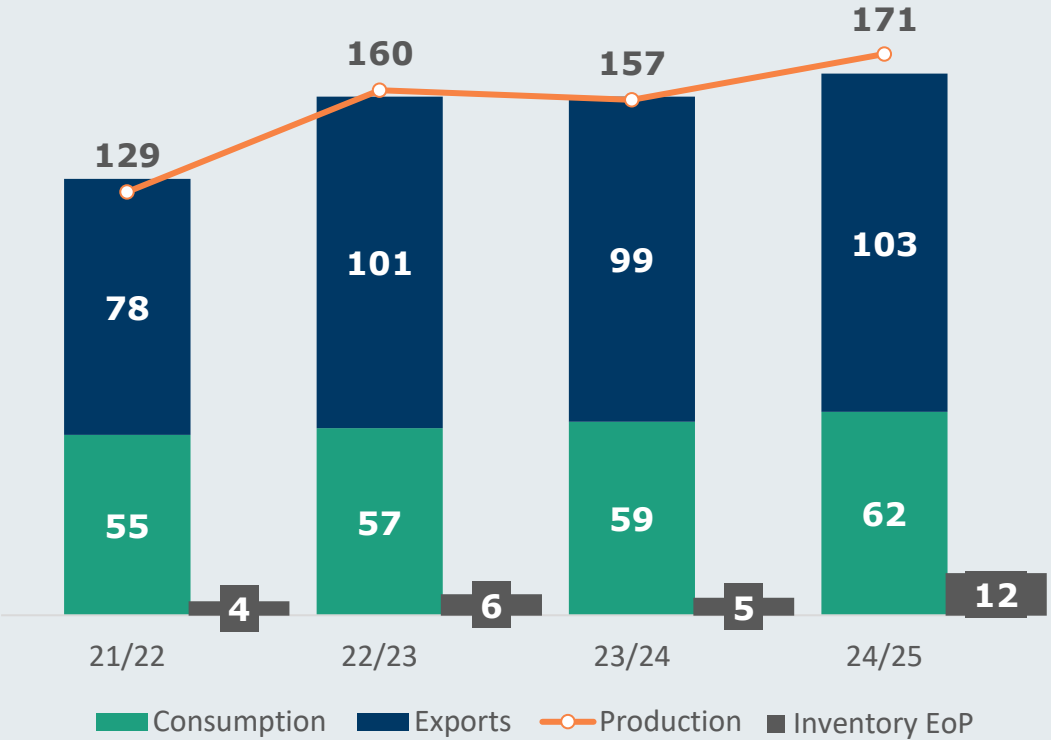
Construction site for the first 35 km of the extension.



SOYBEAN MARKET OUTLOOK

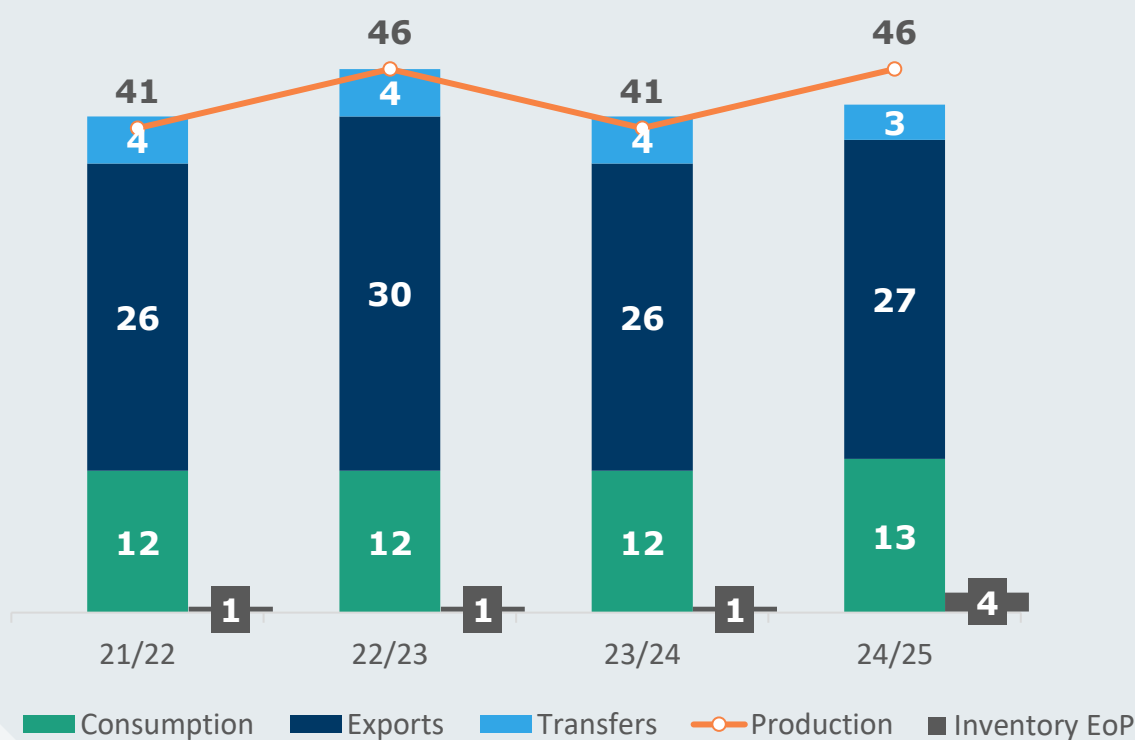
Supply and Demand

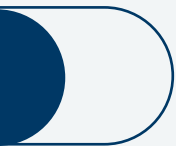
Brazil



Supply and Demand

MT

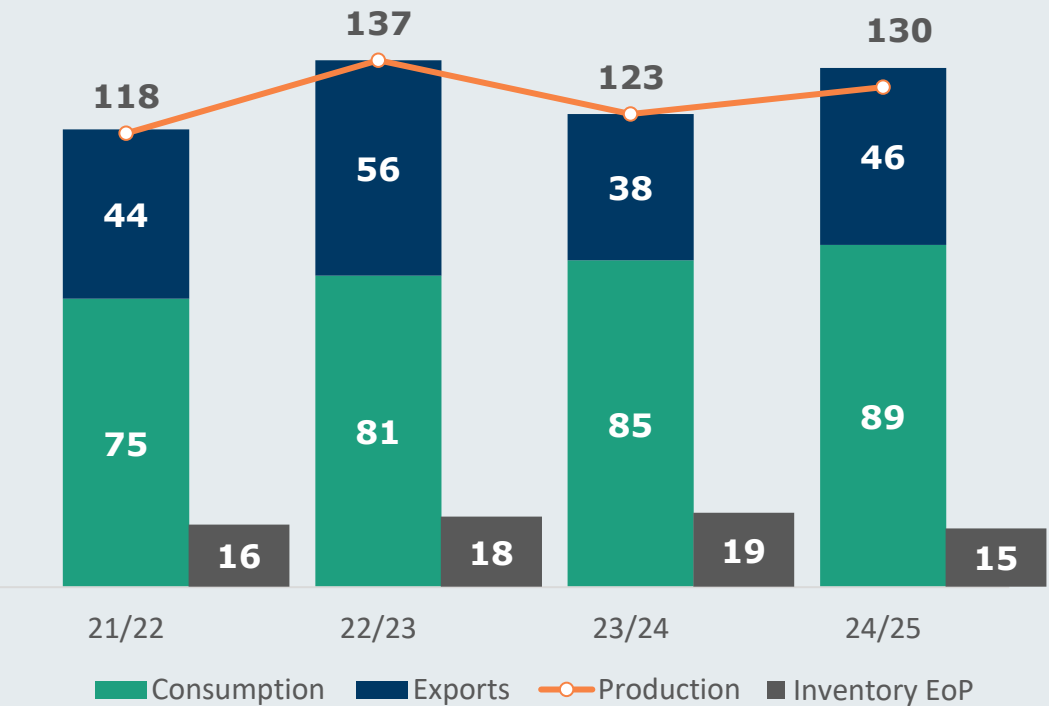




CORN MARKET OUTLOOK

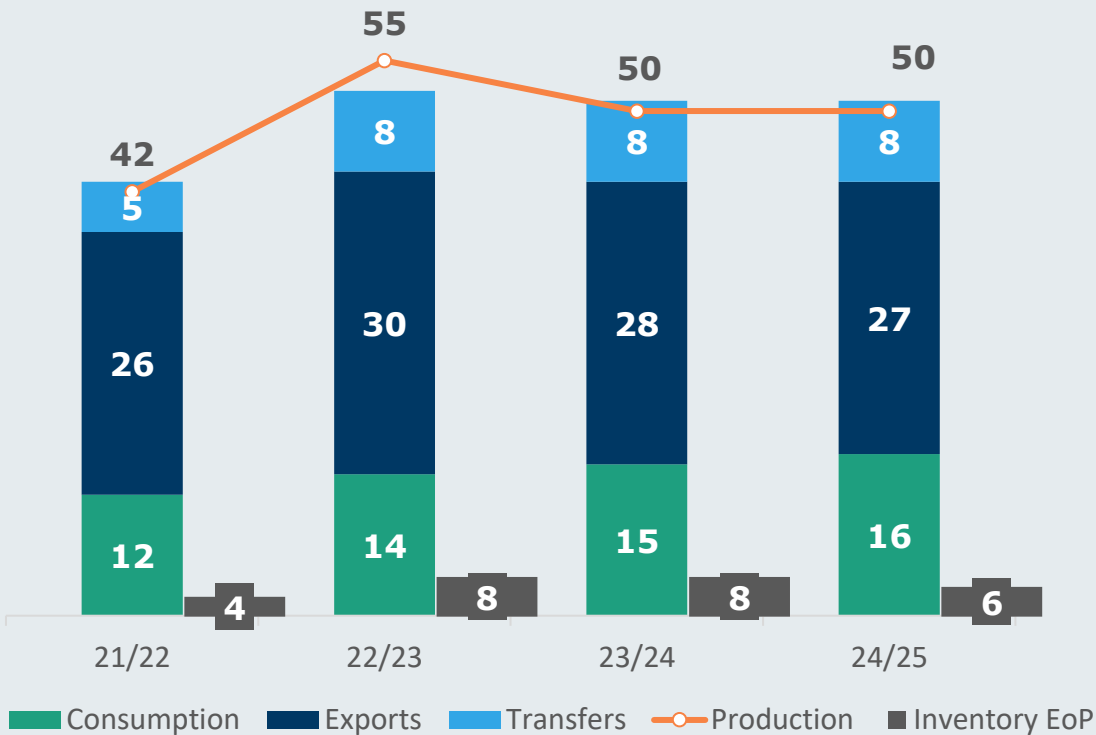
Supply and Demand

Brazil



Supply and Demand

MT



Note: Consider both Brazilian harvests. Source: IM Rumo /AG Rural / Veeries / Orion / Comex / IMEA

MANAGEMENT TEAM



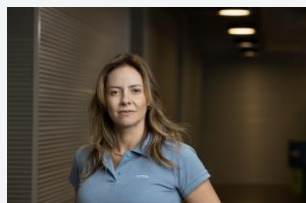
Pedro
Palma

CEO



Cristiano
Brasil

Operations and
Technology



Bruna
Perpetuo

People



José
Broisler

Infrastructure



Eudis
Furtado

Comercial and
New Businesses



Guilherme
Machado

CFO



Valter
Pedrosa

Legal and
Compliance



Guilherme
Penin

Regulation and
Institutional



Daniel
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