

Earnings Release

2Q21

August 12th 2021

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#2Q21

Agenda

_ESG

_2Q21 Highlights

_Operational Results

_Consolidated Financial Results

_Market

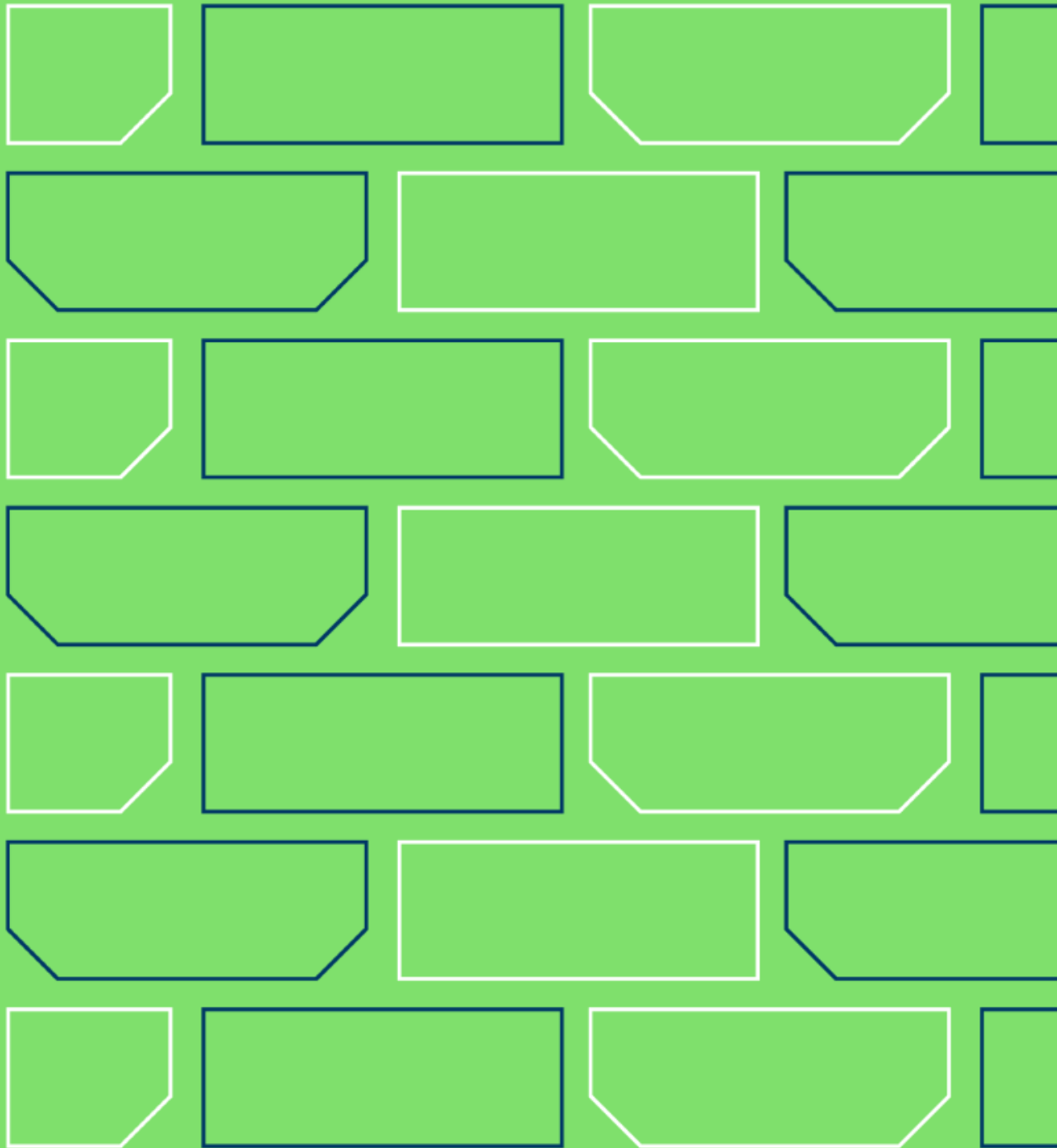
_Santos Port

_Central Network

#1

ESG

Environmental, Social & Governance



2020 Sustainability Report¹



Achievements and Improvements

- Adhesion to UN² Global Pact and CEBDS³.
- Adoption of SASB⁴ indicators and analyze the adequacy of reporting to the TCFD⁵.
- Inclusion of ESG indicators in 2021 variable compensation of all employees.
- Significant advance in female participation in various hierarchical levels, reaching 30% in the Board of Directors.
- Record approval registered in employees' satisfaction survey.
- Business Innovation Agenda to boost the main ESG fronts.



New targets and commitments

- New goal of reducing specific emissions until 2030.
- Addition of two new commitments for sustainability promotion with customers and suppliers.
- Goal to ensure 100% traceability of agricultural commodities by 2025.

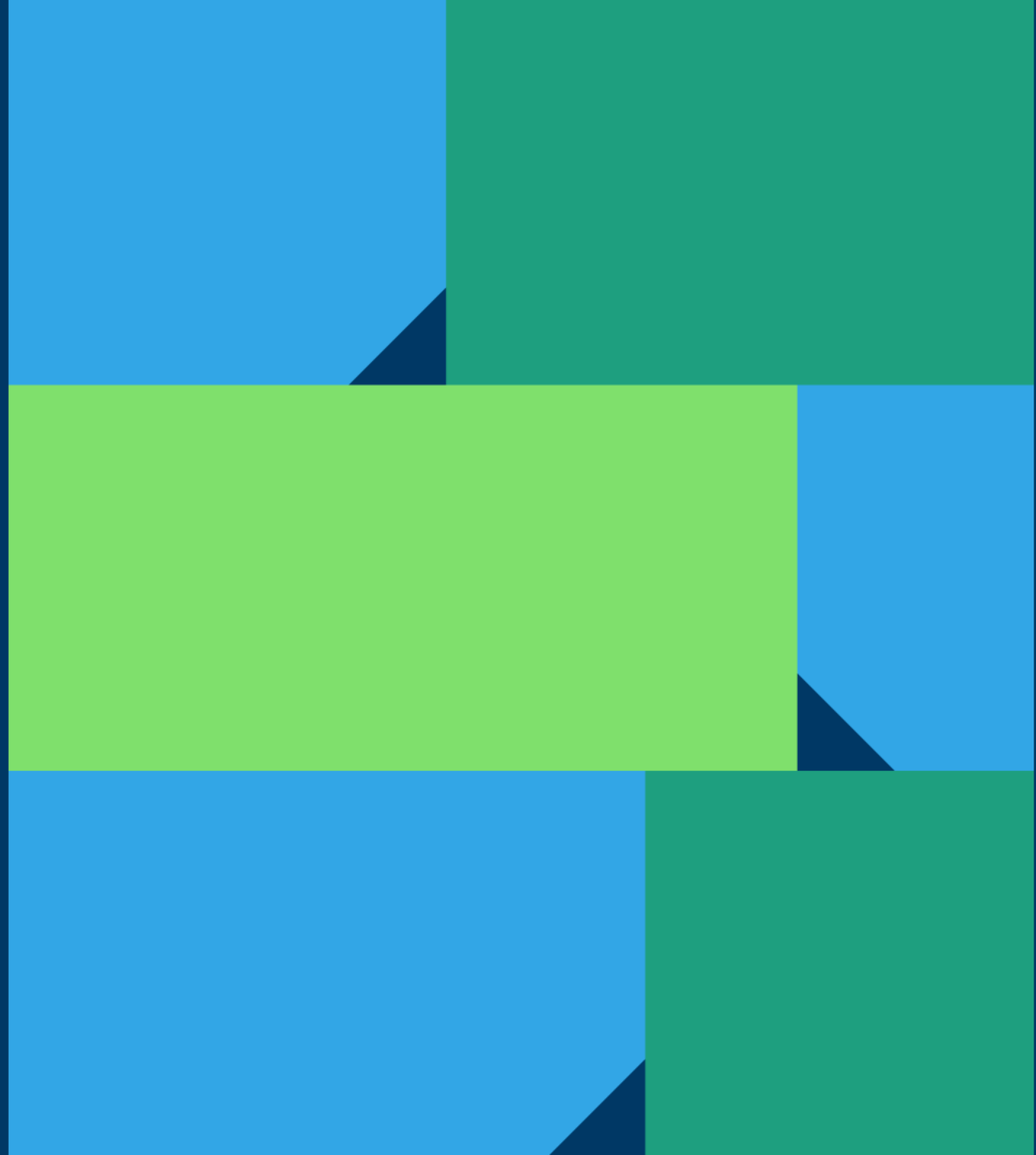
1. The report was assured by Ernst Young
2. United Nations
3. Brazilian Business Council for Sustainable Development
4. Sustainability Accounting Standards Board
5. Task Force on Climate Related Financial Disclosures



**Annual
Sustainability
Report**
August 21

#2

HIGHLIGHTS 2Q21



**TRANSPORTED
VOLUME**

17.9 RTK bln

+9.1% yoy



YIELD

+13.8% yoy

EBITDA

BRL 1,196 mln

+31.7% yoy*



NET INCOME

BRL 314 mln

+213.5% yoy*

**Rio Verde
Terminal
Inauguration**

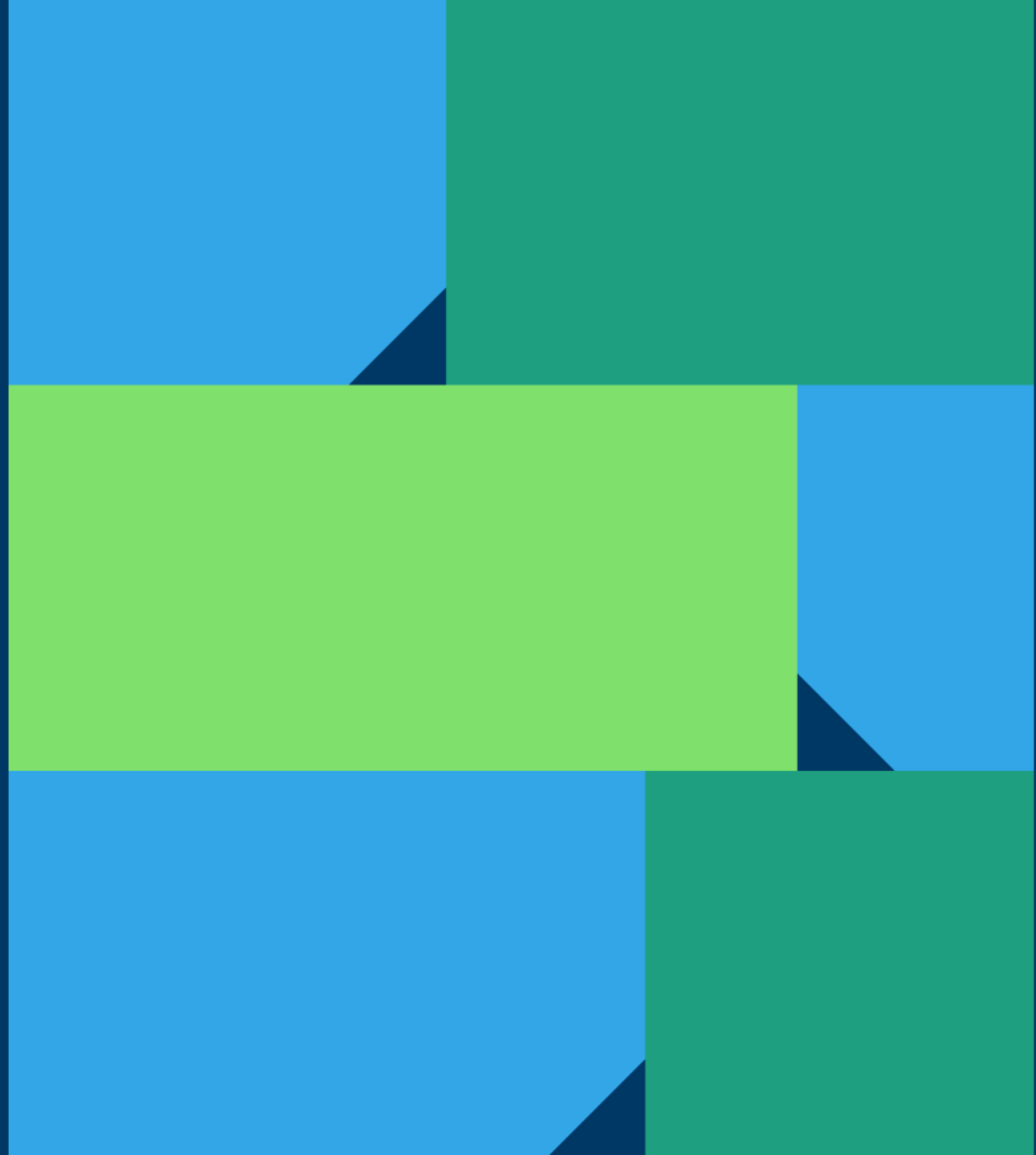
Jul/21

**Public call for
new railways:
Lucas do Rio
Verde and
Cuiabá**

Jul/21

#3

**OPERATIONAL
RESULTS**

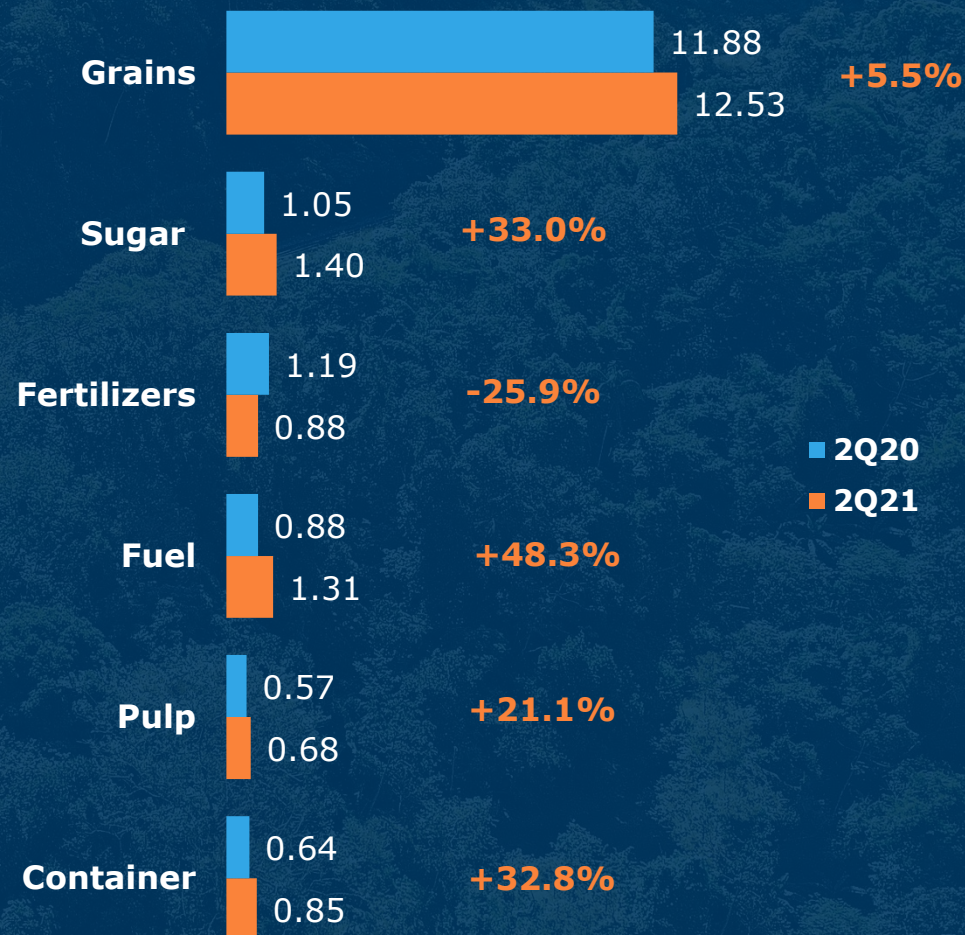




Volume by operation (RTK bln)



Performance by segment (RTK bln)

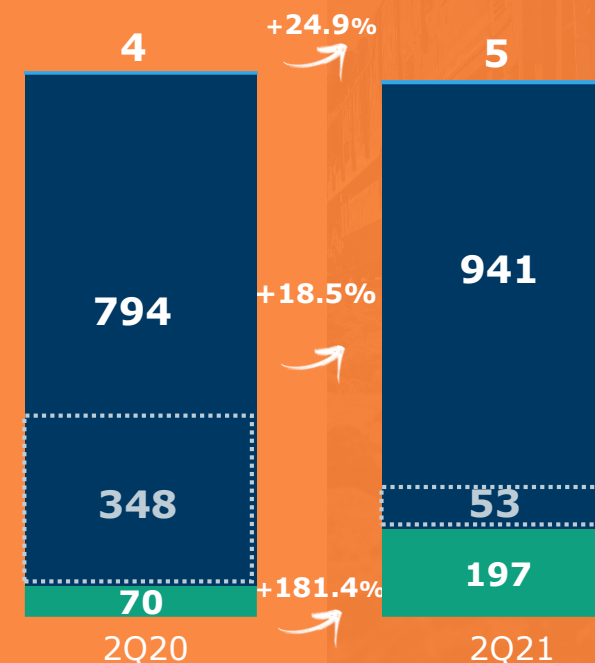




Result by operation and consolidated (Chg. % and p.p. | 2Q21 x 2Q20)

Data	NORTH OPERATION	SOUTH OPERATION	CONTAINER	CONSOLIDATED
Volume	+7.7%	+9.6%	+32.8%	+9.1%
Yield	+12.1%	+19.9%	+6.9%	+13.8%
NOR	+17.2%	+32.6%	+40.8%	+21.2%
Variable Cost	+23.7%	+71.0%	+77.1%	+34.6%
Fixed Cost	+2.8%	+23.4%	+14.6%	+10.4%
EBITDA	+18.5%*	+181.4%	+24.9%	+31.7%*
EBITDA Margin	+0.7 p.p.*	+20.5 p.p.	-0.8 p.p.	+4.1 p.p.*

EBITDA by operation (BRL mln)



■ South Op. ■ North Op. ■ Container Op

⚙️ Non recurring effects of Paulista Network renewal process

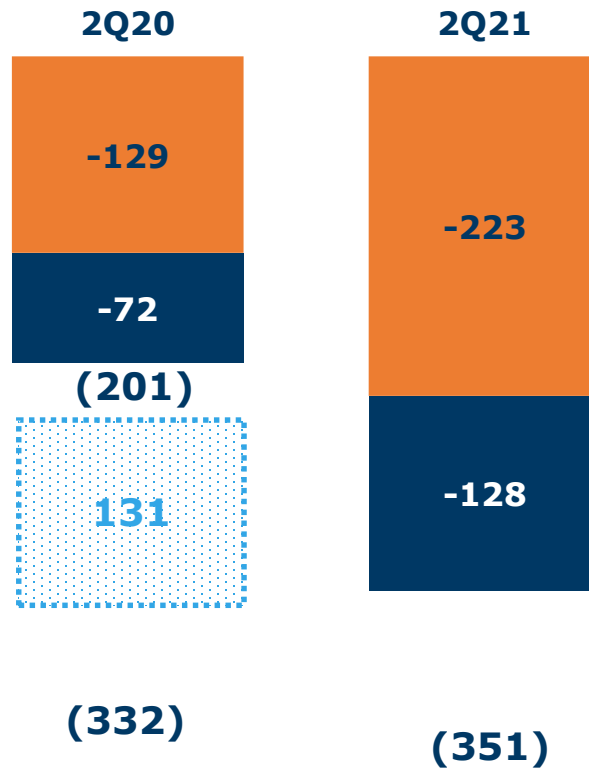
*Excluded the non recurring effects of Paulista Network renewal process

#4

**CONSOLIDATED
FINANCIAL
RESULTS**



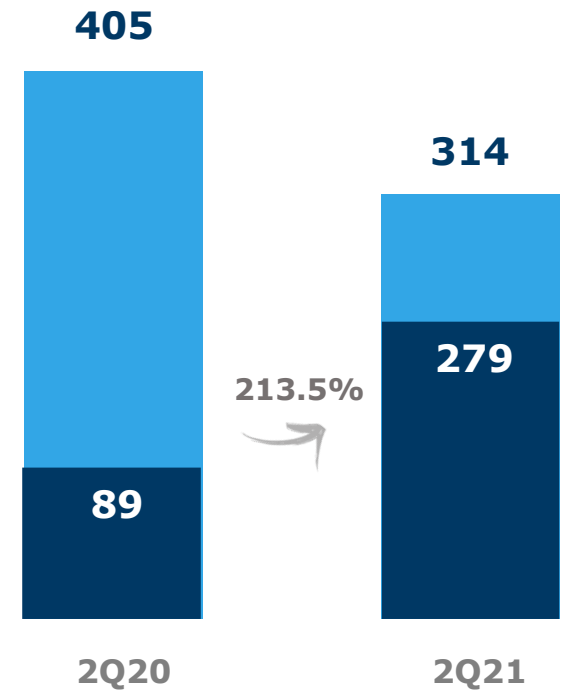
Financial Result (BRL mln)



- Other Expenses
- Net Cost of Debt
- ▤ Non recurring effect of Paulista Network renewal process

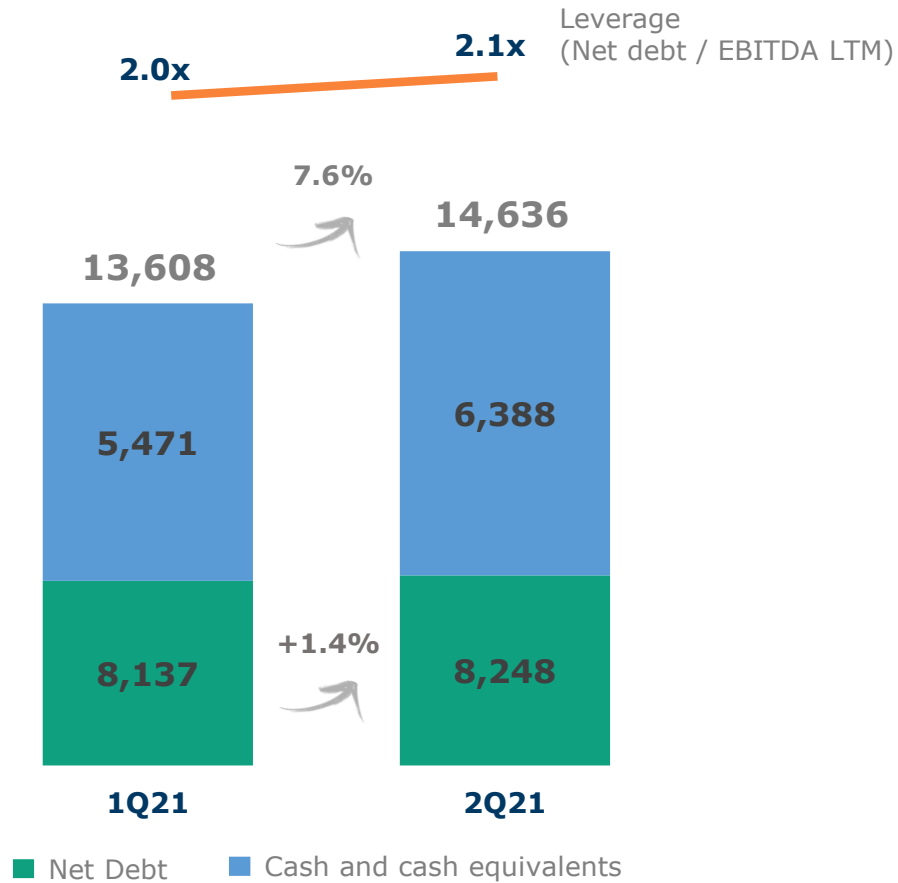


Net income (BRL mln)

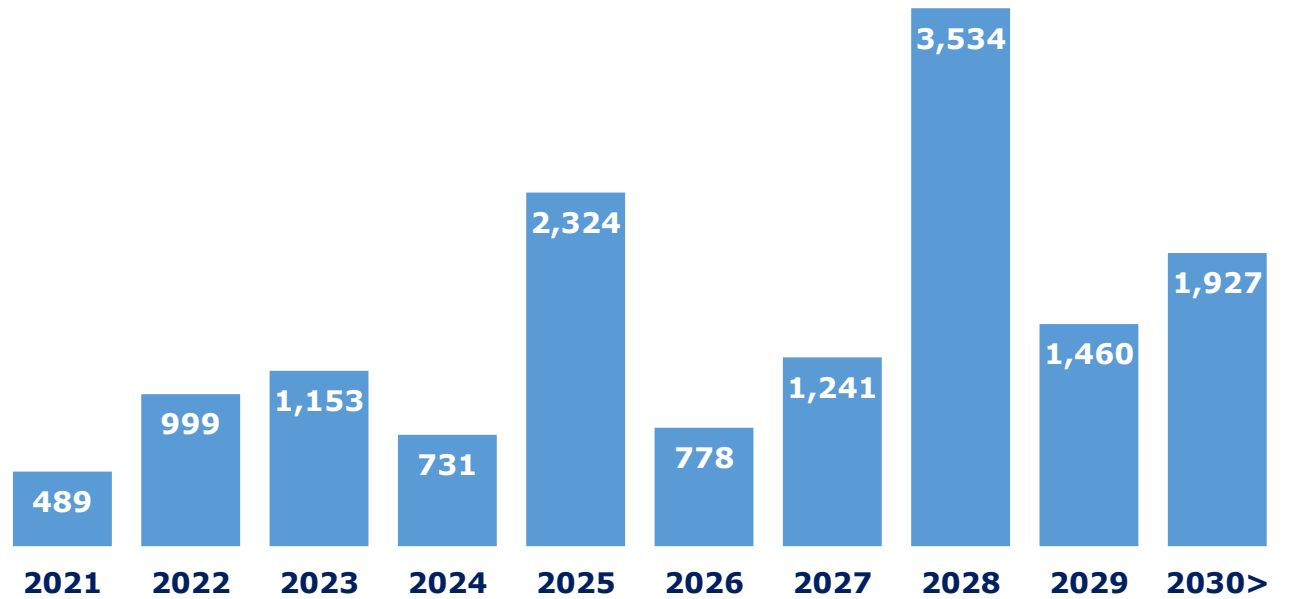


- Non recurring effects of Paulista Network renewal process

Indebtedness (BRL mln)



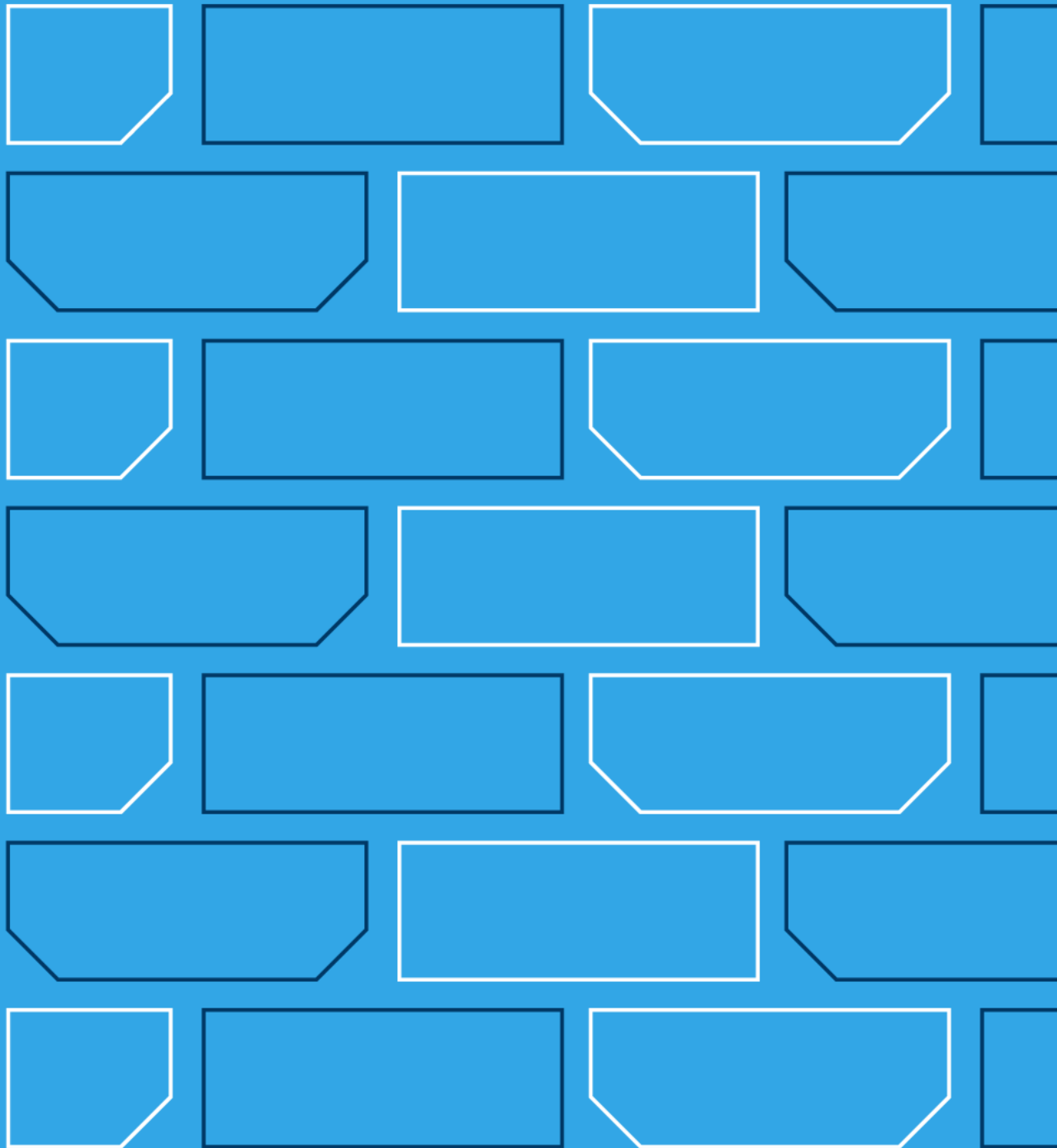
Debt amortization schedule (BRL mln)



#5

MARKET

Soybean and corn

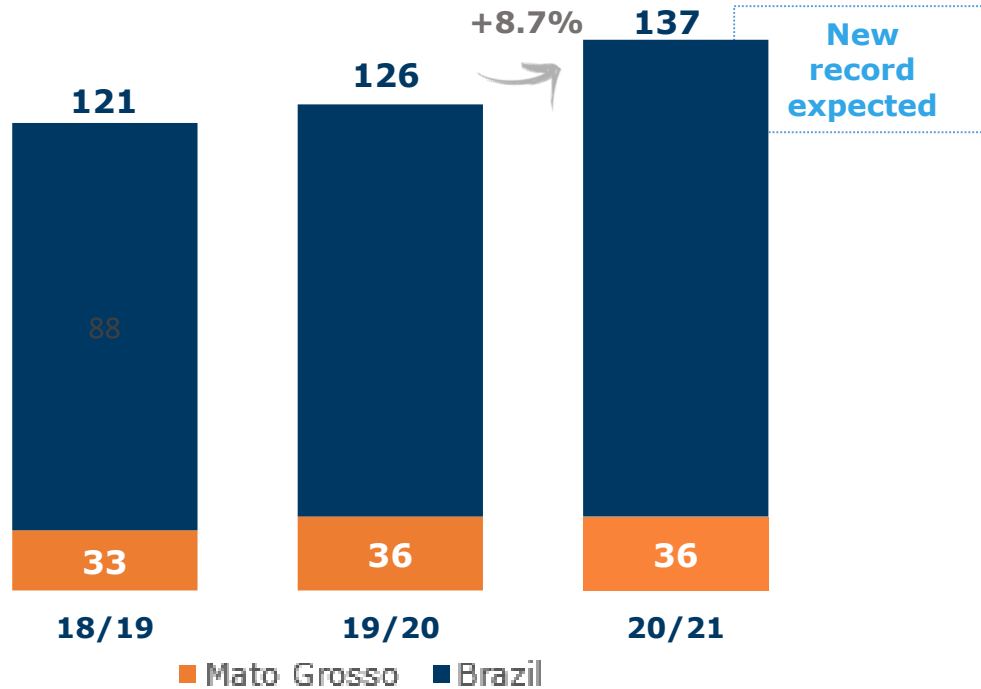


Soybean

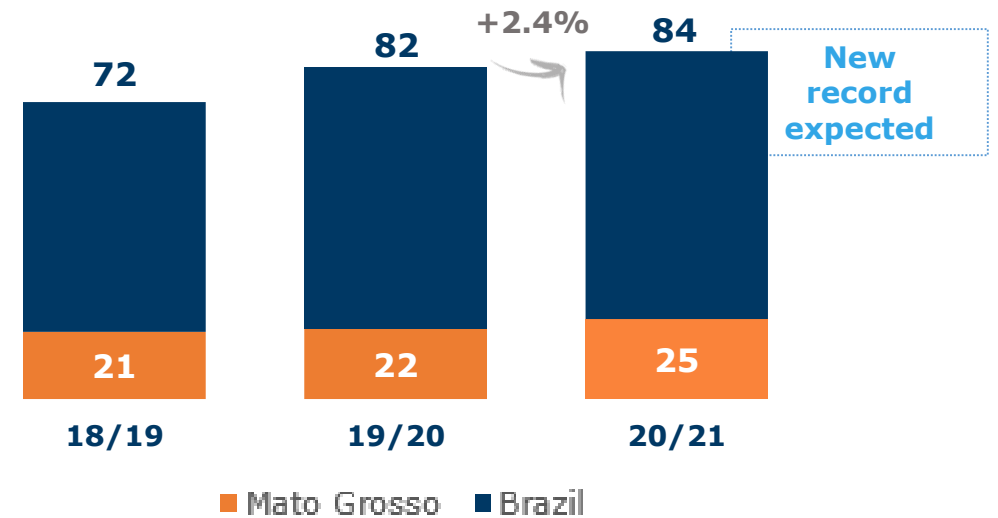
Production and export record expected for 2021
1.8 Mln tons larger exportations than 2020



Production | Brazil and Mato Grosso (mln tons)



Exports | Brazil and Mato Grosso (mln tons)



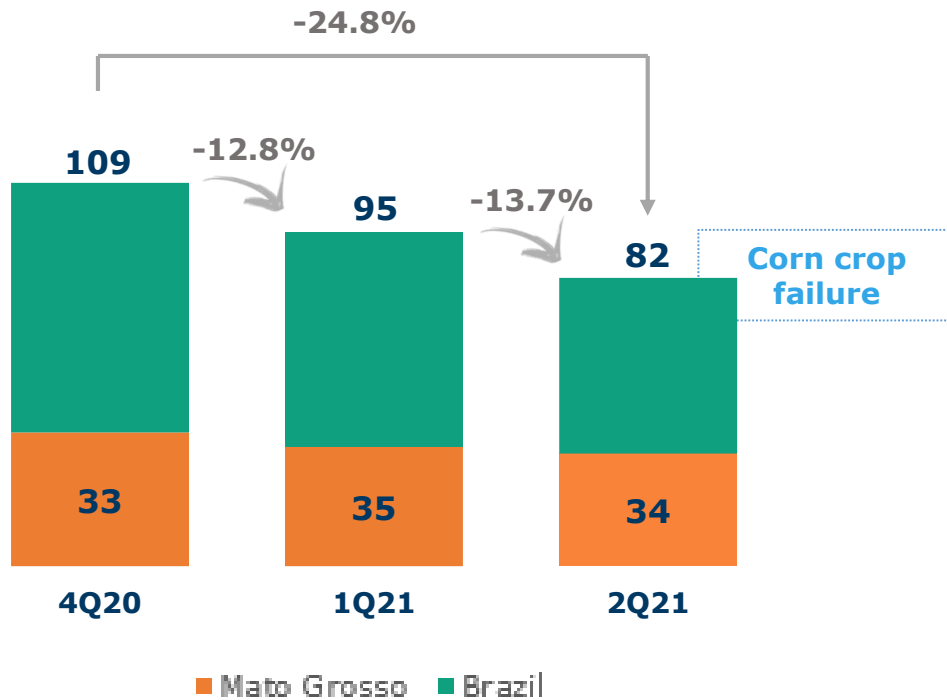
Corn

Major failure in **MS, PR** and **GO** states

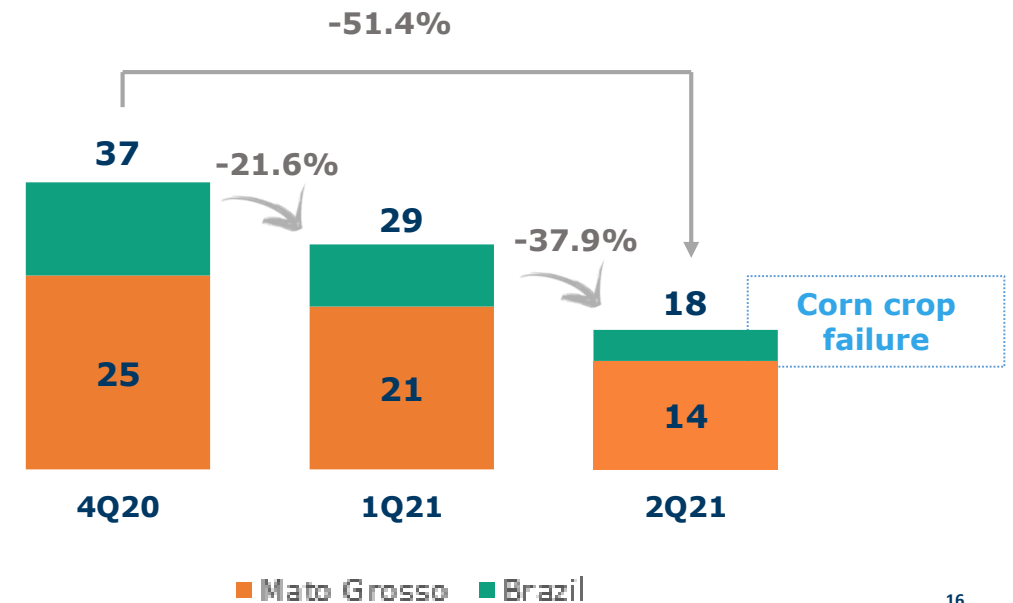
MT cargo should be largely used to supply the internal market



Production | Brazil and Mato Grosso (mln tons)

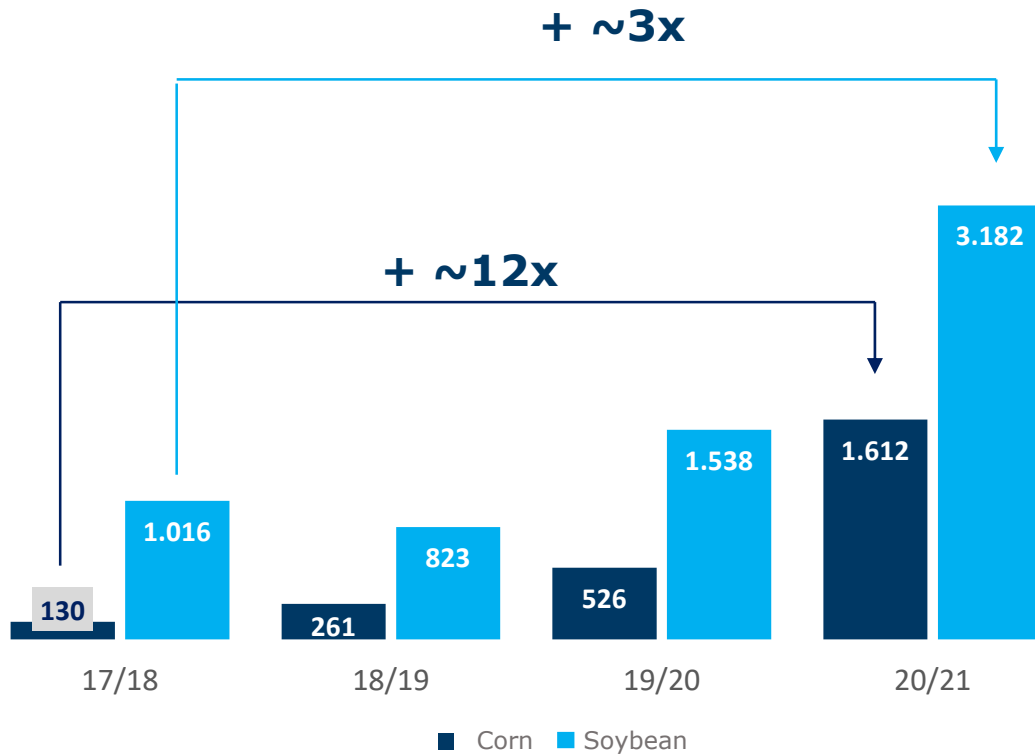


Export | Brazil and Mato Grosso (mln tons)

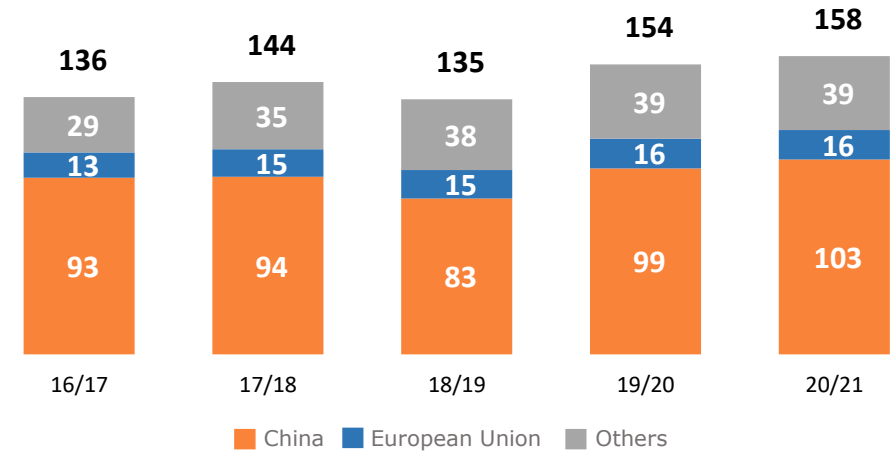


Growing profitability of producers and recovery of consumption in China

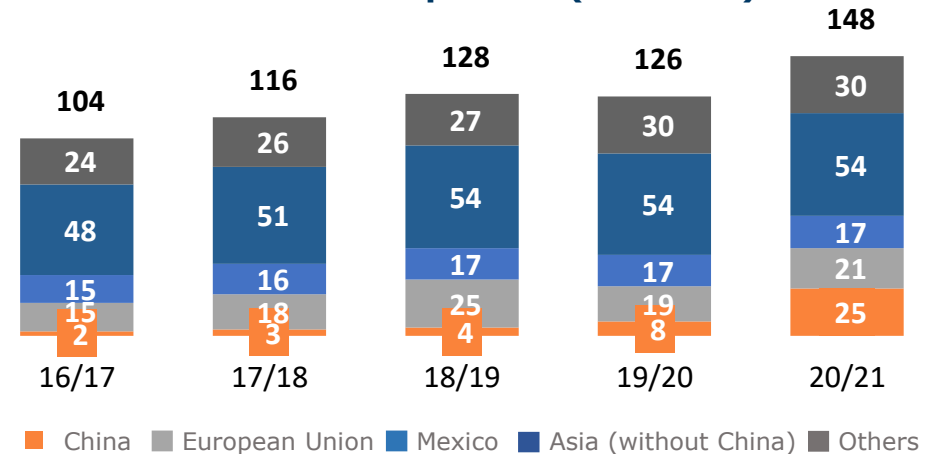
Profitability Mid North Mato Grosso | (BRL/ha)



Main soybean importers (mln tons)



Main corn importers (mln tons)



#6

SANTOS PORT



Progress in deliveries in Santos Port



#7

CENTRAL NETWORK



São Simão and Rio Verde Terminals operational



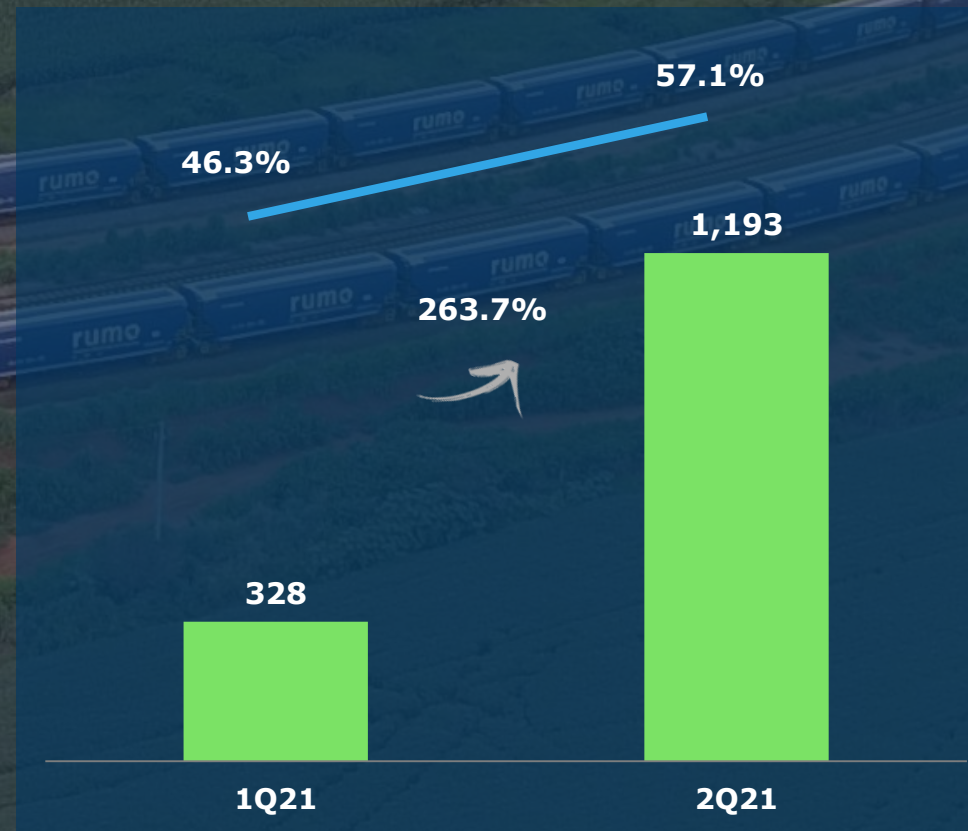
São Simão (GO)



Rio Verde (GO)



Ramp Up | Central Network



■ Volume (RTK mln)

■ EBITDA Margin



Somos o Brasil em movimento

Investor Relations

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