

Earnings Release

2Q22

August 12, 2022

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#2Q22

Agenda

_ESG

_2Q22 Highlights

_Operational Results

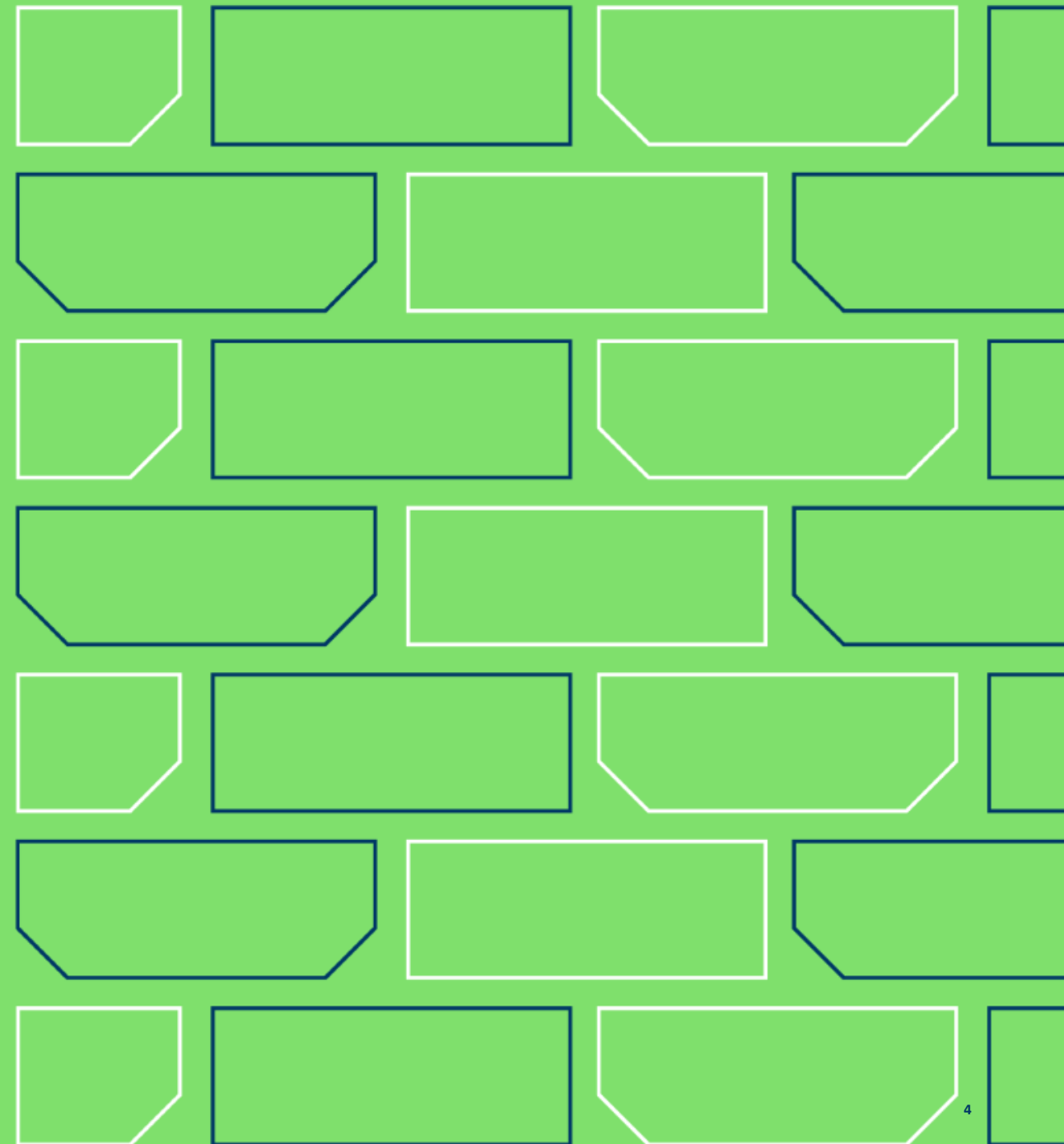
_Consolidated Financial Results

_Market

#1

ESG

Environmental, Social & Governance



Continuous progress on ESG agenda



• In May, we disclosed our **2021 Sustainability Report**.

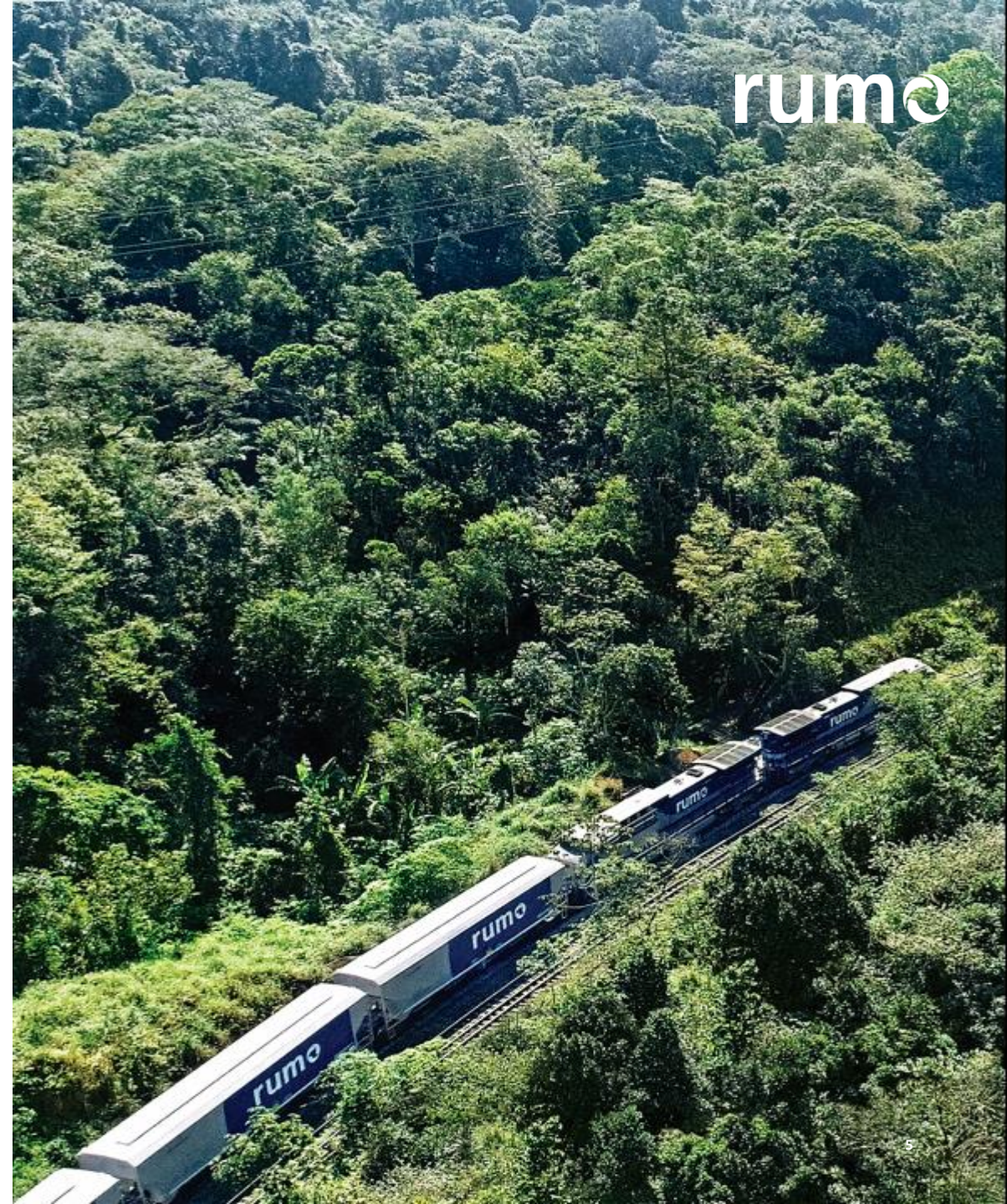
- **3.8% reduction** in CO₂ emissions related to 2020.
- Since 2015 we reduced **36%** of our CO₂ emissions.



**Annual Sustainability
Report - 2021**

Disclosed in May 2022

rumo



#2

HIGHLIGHTS 2Q22

2Q22 Highlights



**Beginning of Fertilizers and Sugar
Operation**

-
Central Network



**TRANSPORTED
VOLUME**

18.6 RTK bln

+4.1% yoy



Gains in Market Share

-
MT +3.4 p.p & Santos +4.3 p.p.

**Adjusted*
EBITDA**

BRL 1,198 mln

+4.8% yoy



NET INCOME

BRL 30 mln

Central Network *Ramp up*



Consistent Performance in Grains

Volumes (Mln tons)



Client Partnership and Cargo Diversification

rumo +  **ANDALI S/A**

1,5 MM tons¹ Fertilizers
Abr/2022



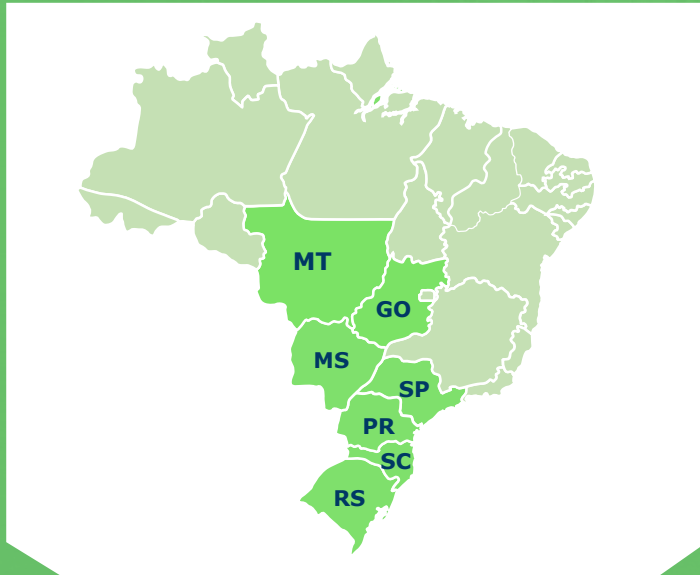
rumo +  **USINA CORUPIPE**

2,0 MM tons¹ Sugar
Jun/2022

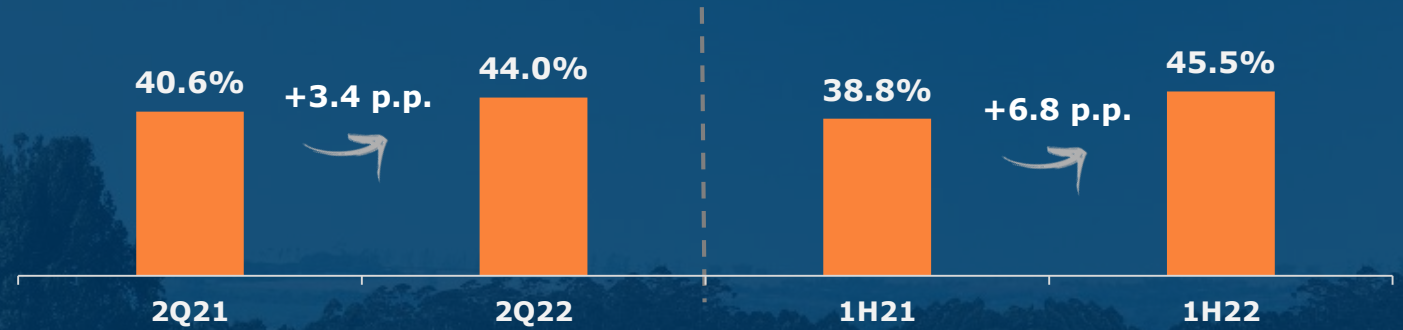


¹ Annual estimate in 2025

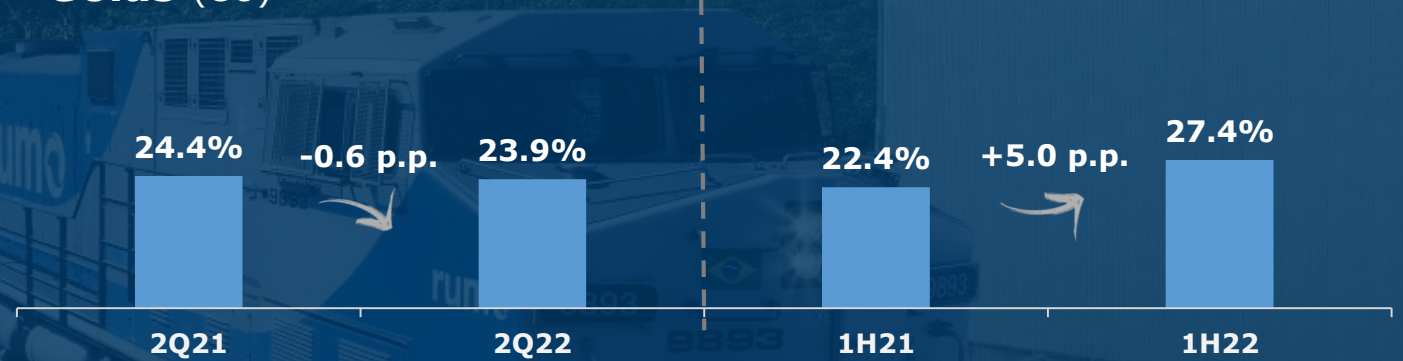
Market Share



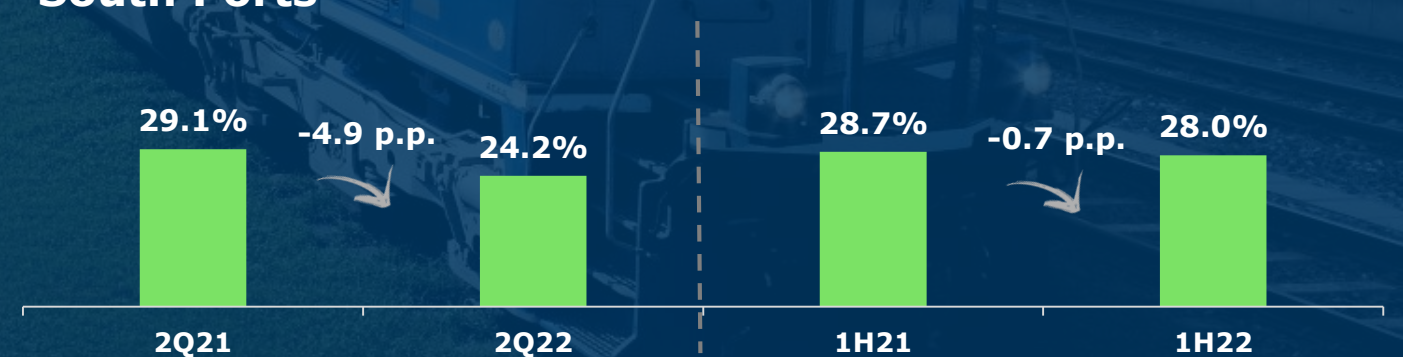
Mato Grosso (MT)



Goiás (GO)



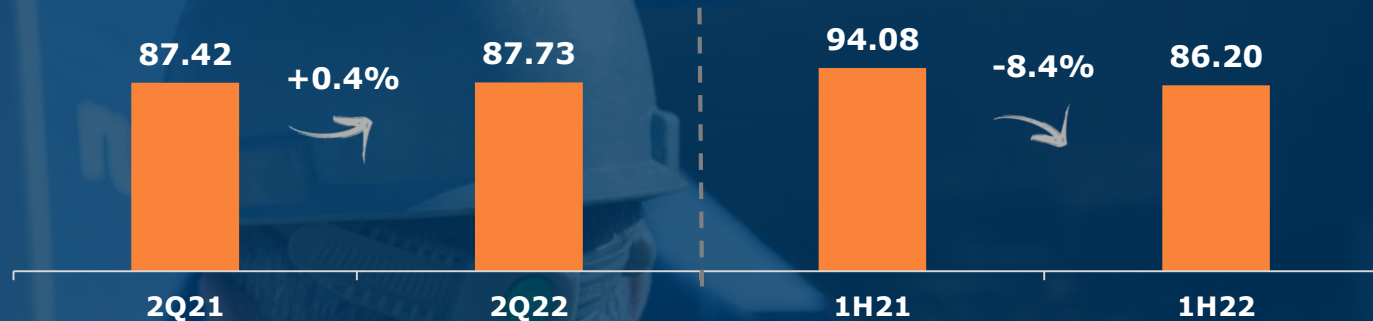
South Ports



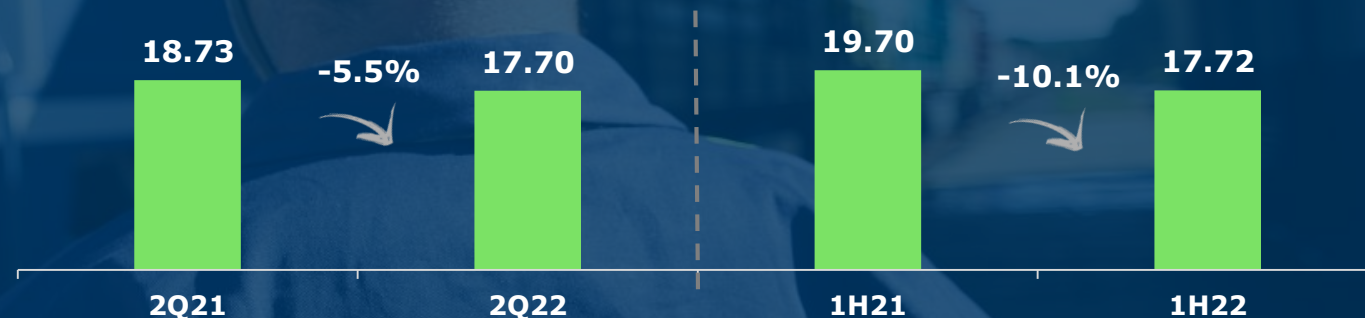
Operational Performance



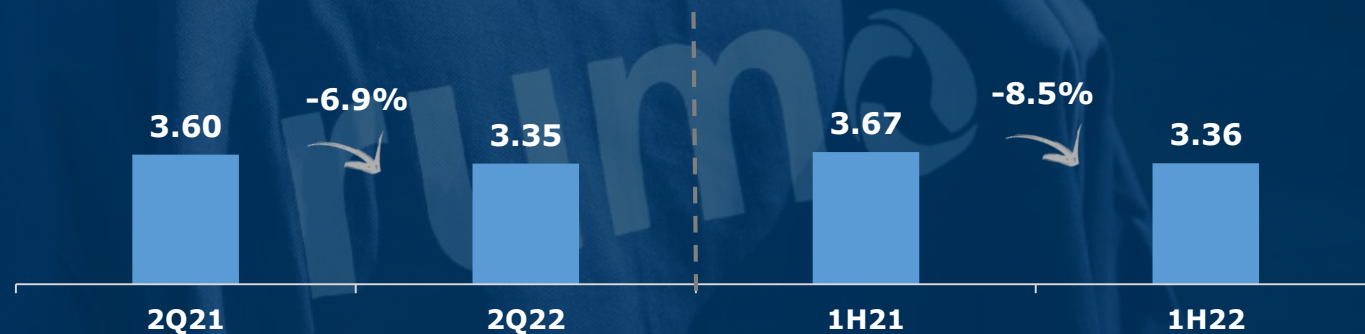
Transit Time North Op. (Hours)



Dwell Time in Santos (Hours)



Consolidated Diesel Consumption ((liters/ '000 GTK)

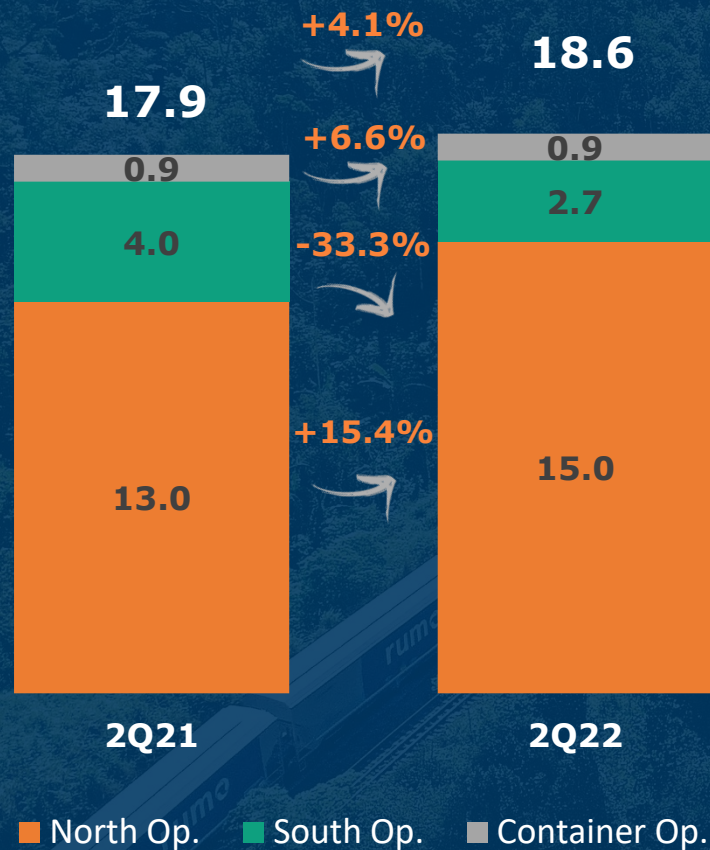


#3

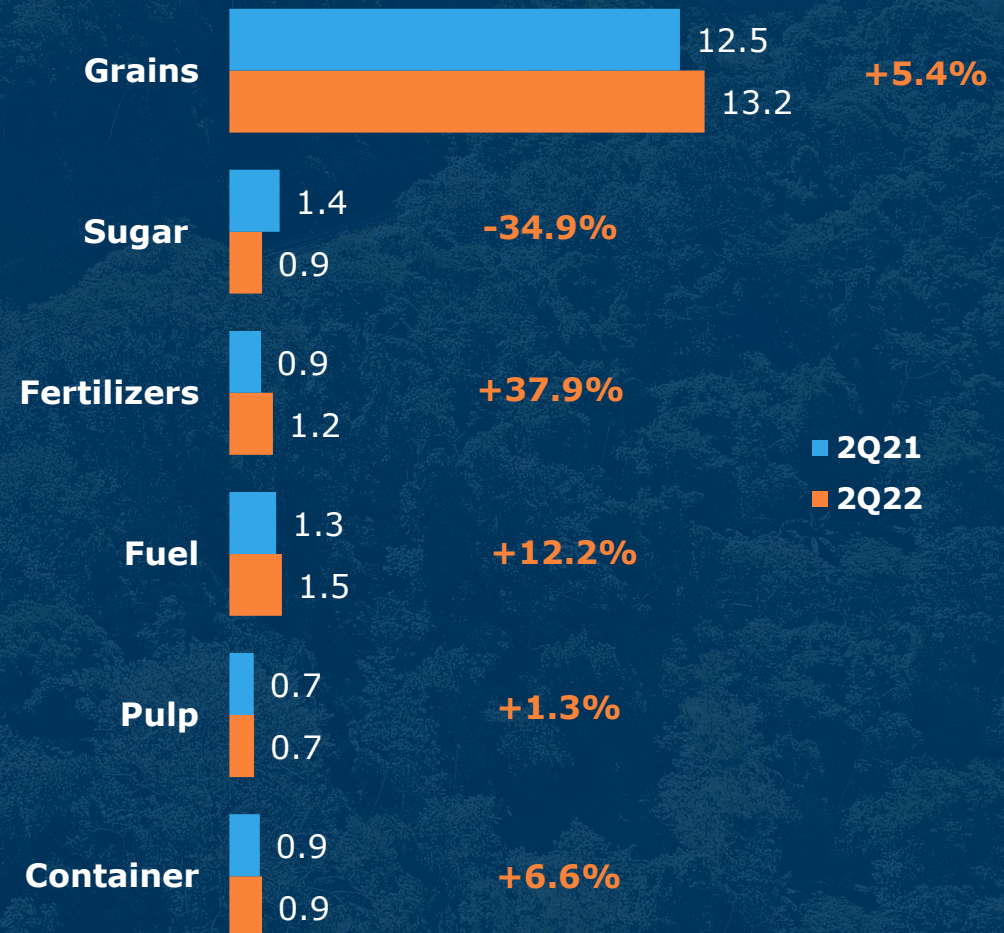
OPERATIONAL RESULTS



Volume by operation (RTK bln)



Performance by segment (RTK bln)



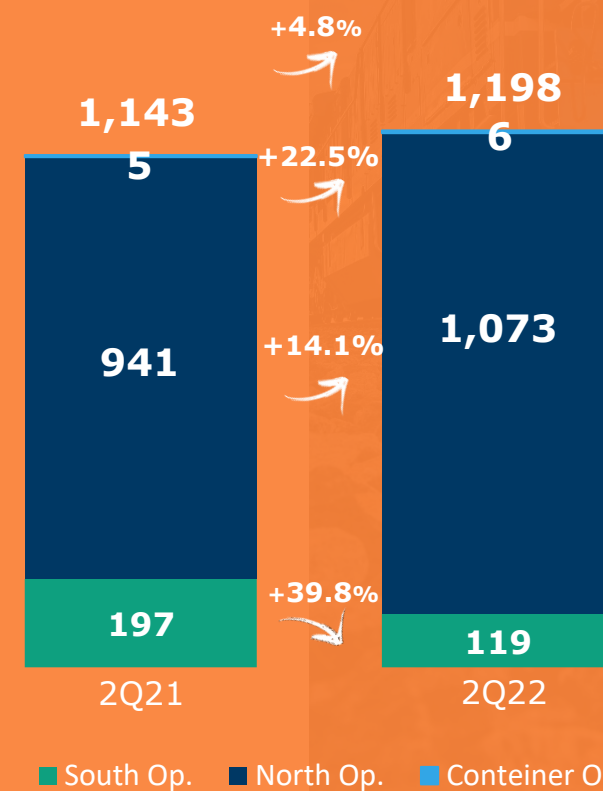


Result by operation and consolidated (Chg. % and p.p. | 2Q21 x 2Q22)

| Data | NORTH OPERATION | SOUTH OPERATION | CONTAINER | CONSOLIDATED |
|---------------------|-----------------|-----------------|-----------|--------------|
| Volume (TKU) | +15.4% | -33.3% | +6.6% | +4.1% |
| Yield | +5.6% | +15.8% | +21.1% | +6.2% |
| NOR | +20.2% | -19.6% | +27.2% | +11.2% |
| Variable Cost | +35.3% | +4.3% | +30.0% | +28.4% |
| Fixed Cost and SG&A | +19.4% | -8.9% | +17.6% | +8.3% |
| EBITDA* | +14.1% | -39.8% | +22.5% | +4.8% |
| EBITDA Margin* | -2.9 p.p. | -9.7 p.p. | -0.2 p.p. | -3.0 p.p. |



EBITDA* by operation (BRL mln)

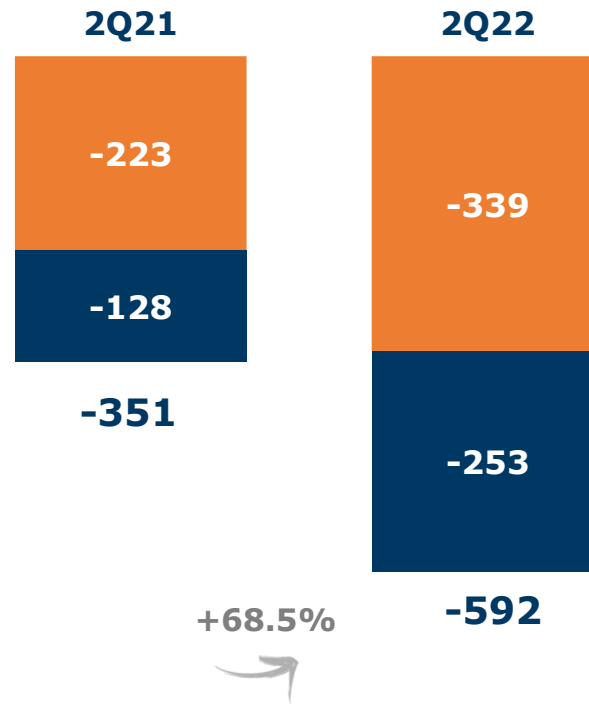


#4

CONSOLIDATED FINANCIAL RESULTS



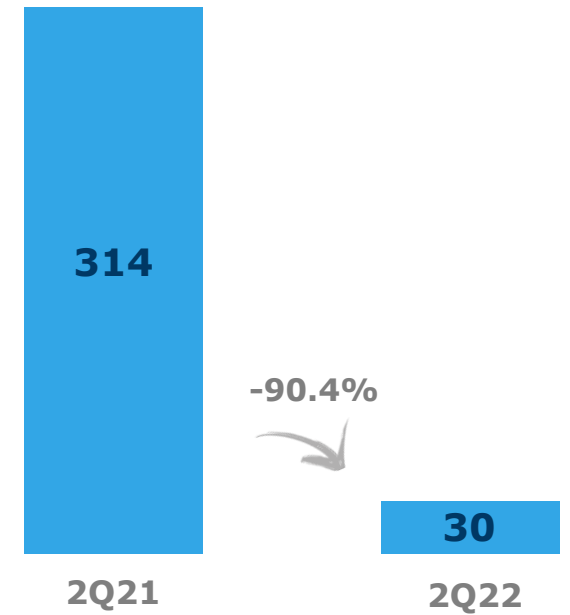
Financial Result (BRL mln)



■ Other Expenses
■ Net Cost of Debt



Net income (BRL mln)

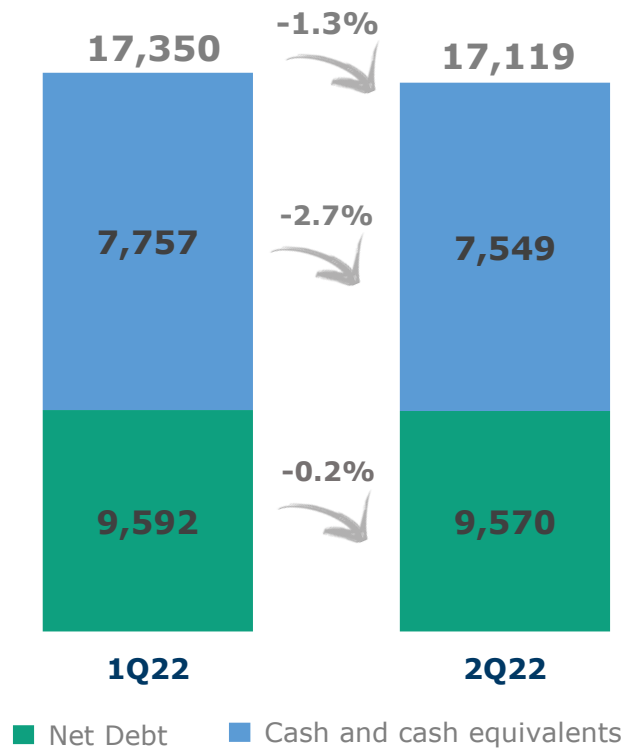




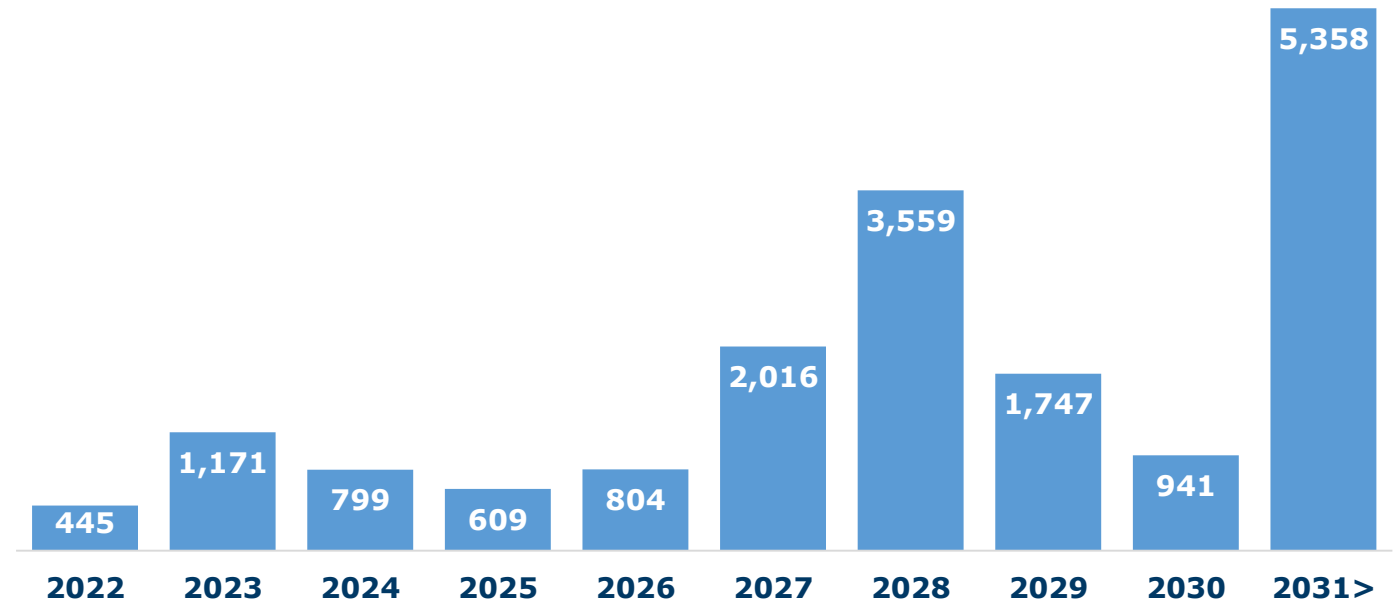
Indebtedness (BRL mln)

2.7x

2.7x

Leverage
(Net debt / EBITDA LTM)

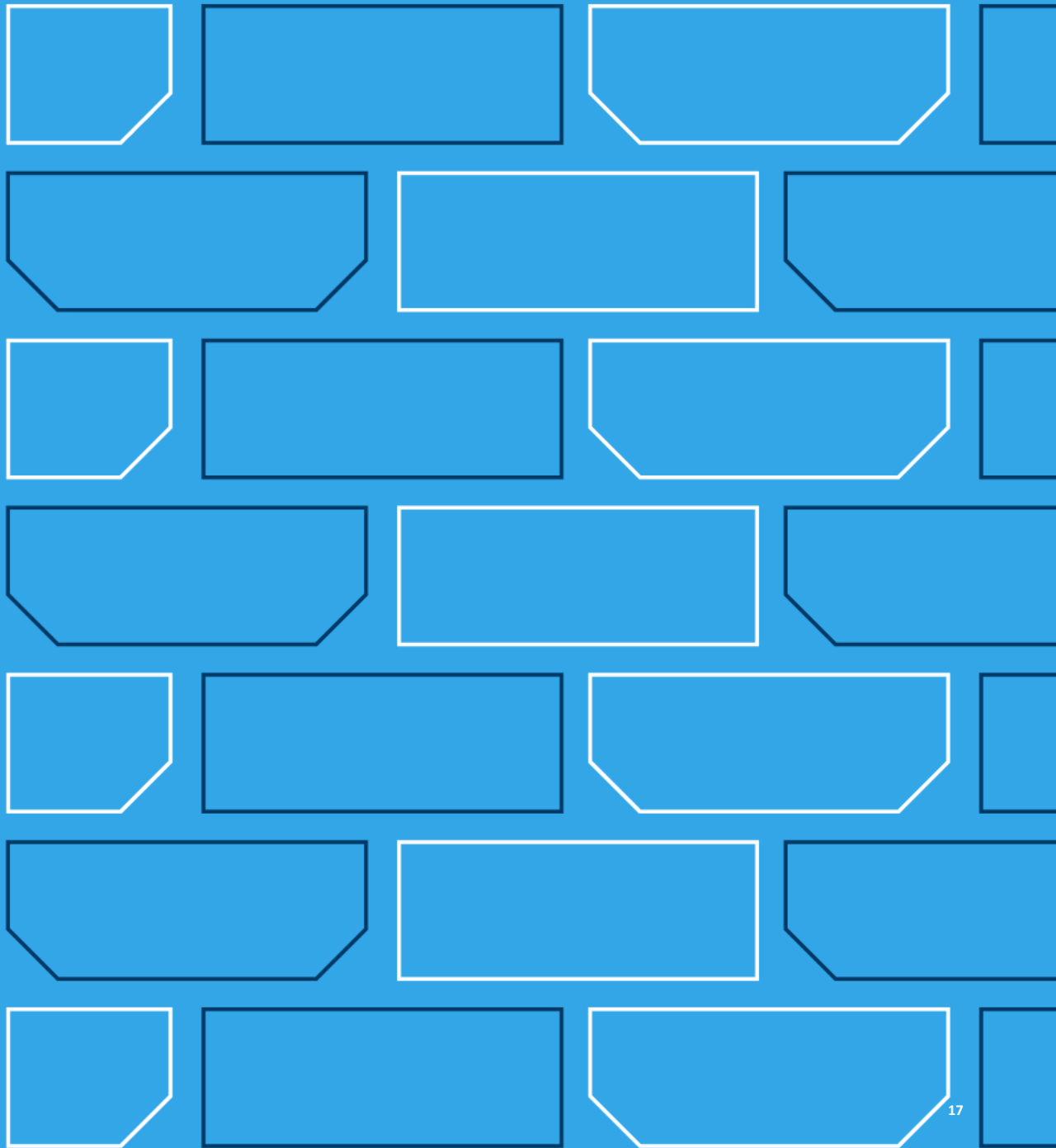
Debt amortization schedule (BRL mln)



#5

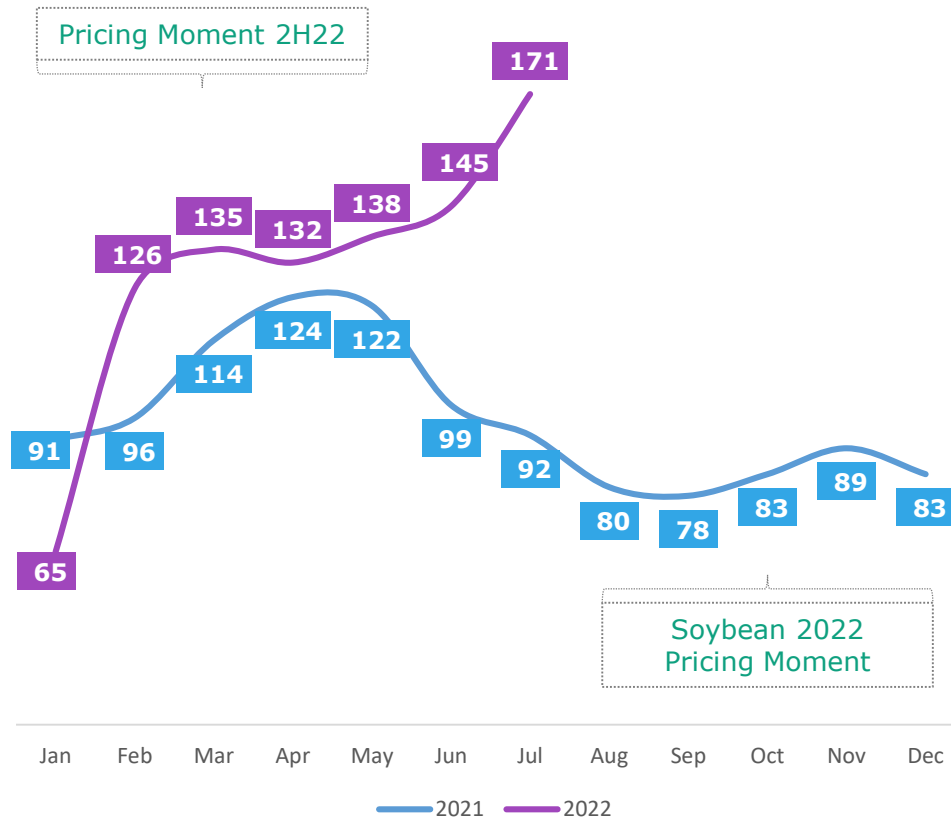
MARKET

Soybean and corn

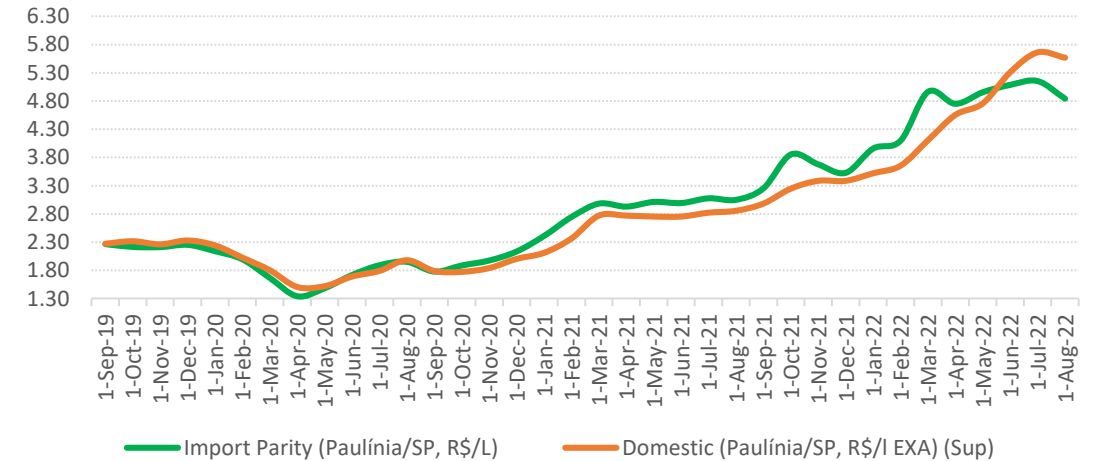


Favorable competitive environment

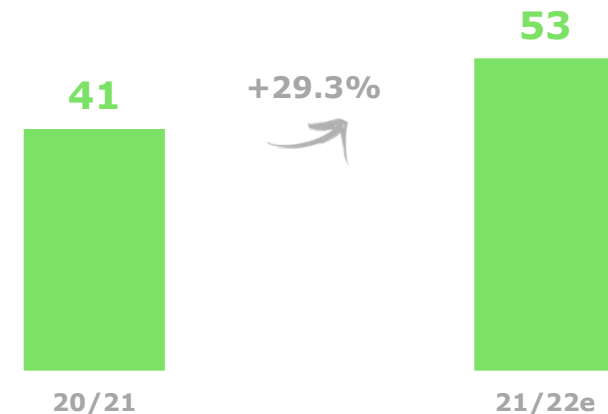
**Highway Spread: from Sorriso (BRL/ton)
(Miritituba vs. Rondonópolis - Trucks)**



Diesel Price in Brazil and Global Market (BRL/L)



Soybean+Corn Exports MT (Mln Tons)



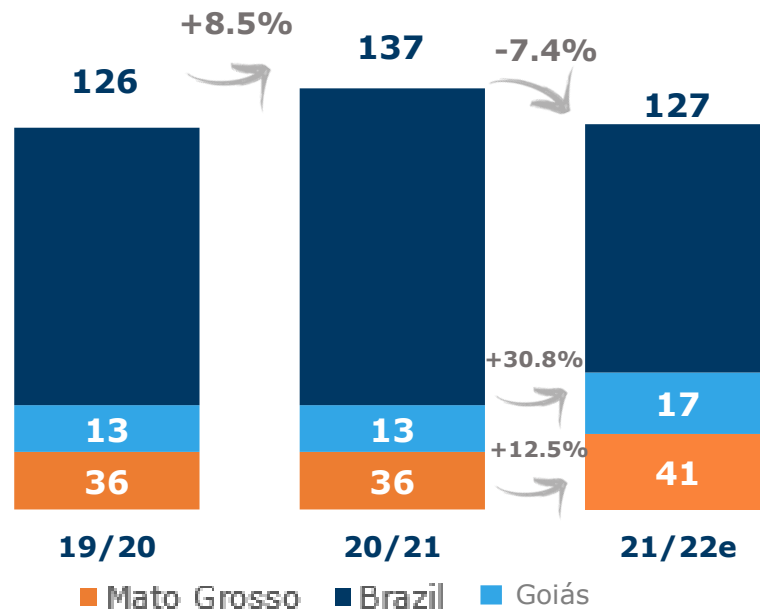
Soybean

Production is expected to grow **12.5% in Mato Grosso** and **30.8% in Goiás**.

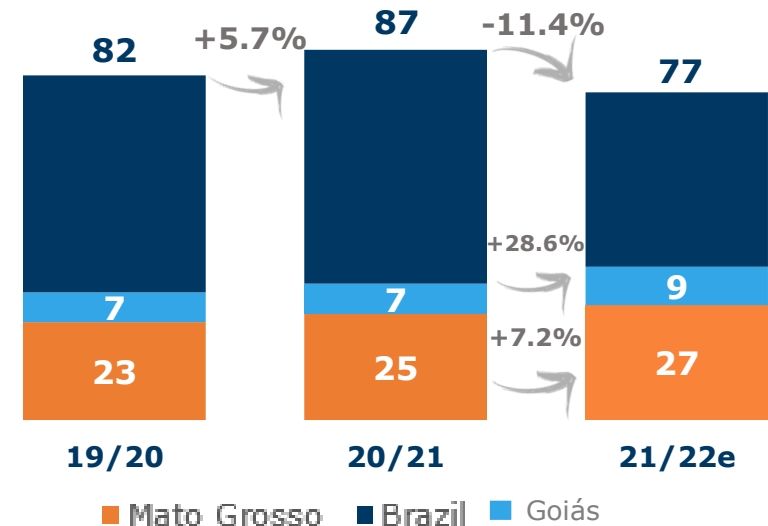
About **14 million tons** still left to be exported between August and December, of which, approximately **4.5 mln** should be originated in **MT** and **GO** regions



Production | Brazil and Mato Grosso
(mln tons)



Exports | Brazil and Mato Grosso
(mln tons)



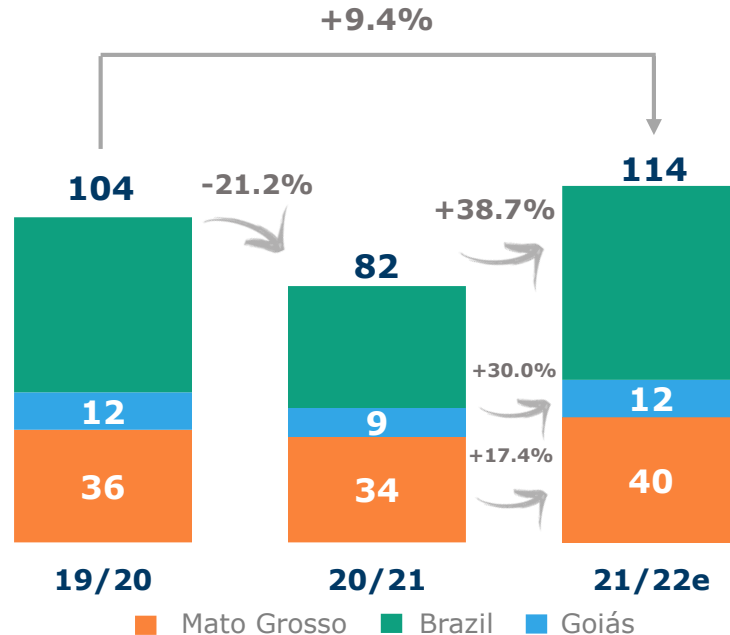
Corn

Estimates continue to point to a significant growth in **production** and **exports**.

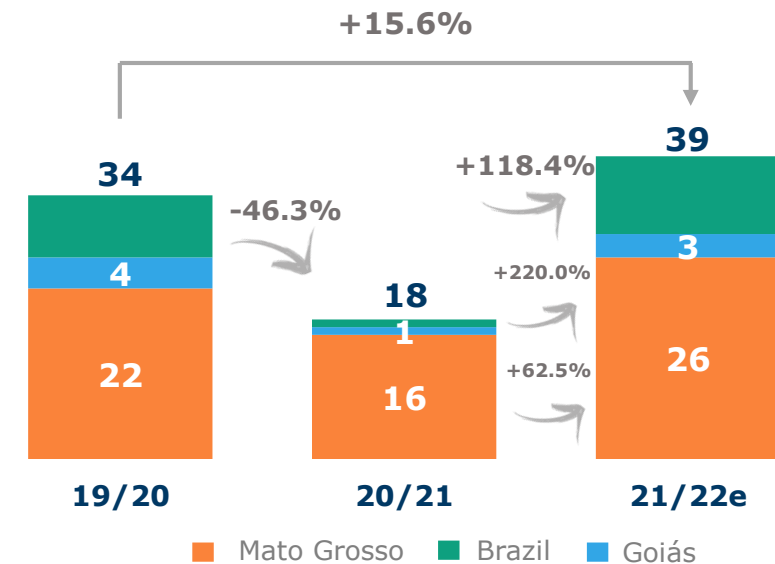
The Farmer selling continues to evolve smoothly, which could generate a better seasonality for exports and **higher volumes for the 4Q22**.



Production | Brazil and Mato Grosso (mln tons)



Exports | Brazil and Mato Grosso (mln tons)





Investor Relations

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