

# Earnings Release

**4Q23**

**March 28<sup>th</sup>, 2024**

# ***Disclaimer***

This presentation may contain certain affirmations and statements that express beliefs and trends related to Rumo S.A. ("Rumo" or "Company") and its subsidiaries, reflecting current views and/or expectations of Rumo and its management concerning its businesses and future events, which, although considered reasonable by the Company based on public information, can be incorrect or inaccurate, or may not be materialized. This is because several relevant factors may cause actual results to substantially differ from plans, objectives and expectations expressed herein, most of them beyond the Company's control.

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This presentation does not represent an offer for subscription or acquisition of the Company's securities.

# ESG Highlights

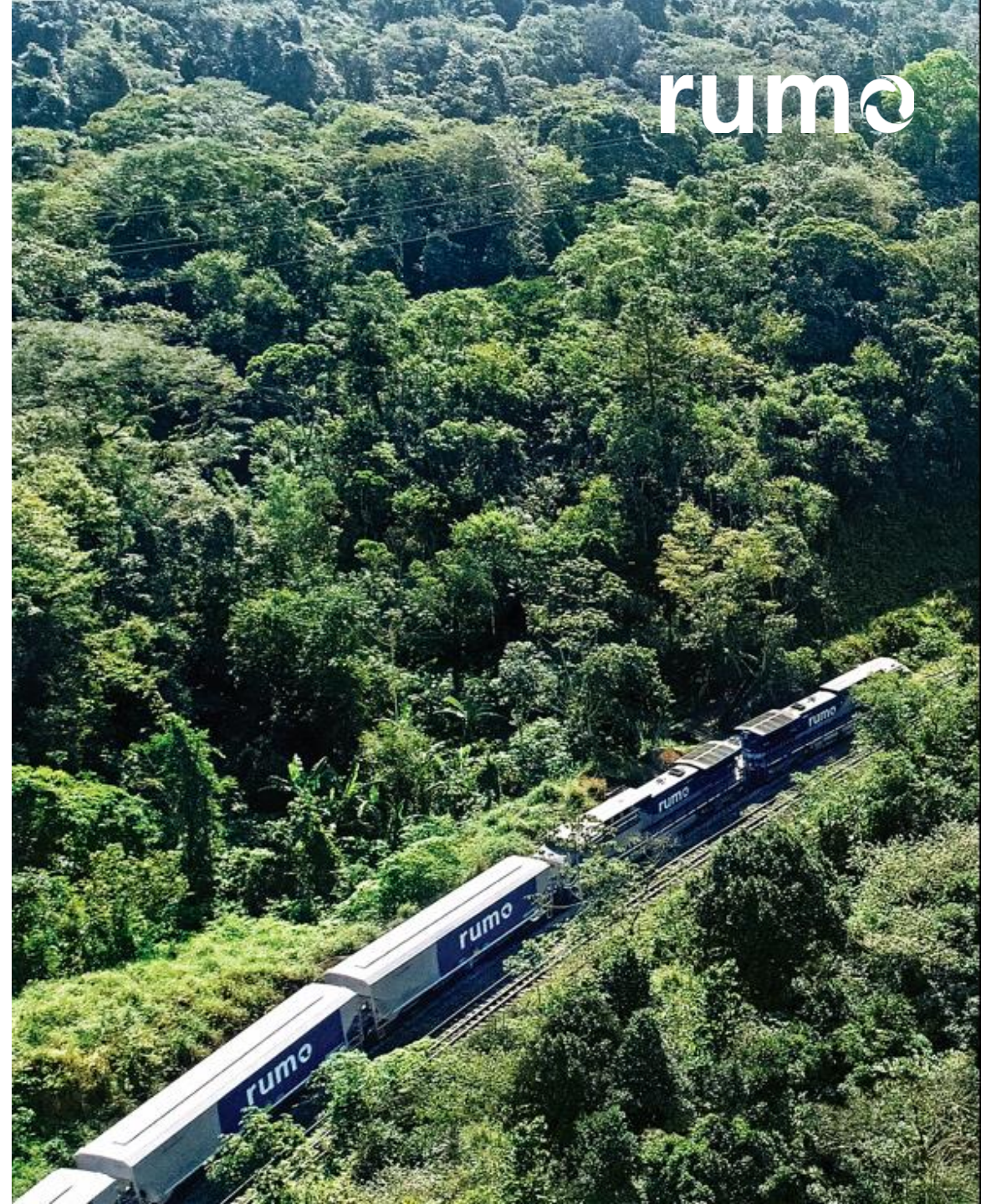
## Acknowledgments & Strategy

- First and only company in Brasil's logistics industry to compose the **World** and **Emerging Markets** portfolio of the **Down Jones Sustainability Index (DJSI)**
- Member of the **ISE** portfolio for the third consecutive year

## Commitment to Safety and Social Agenda

- Reduction of railway accidents by 27% in 2023
- Ongoing assessment in Baixada Santista to enhance projects with local community

rumo



## Railway Competitiveness

- **Higher yields**, despite the fuel price drop in the period
- 2024 volumes **contracted in advance**

## Record Performance in 2023

- **R\$ 5,650 million** EBITDA
- **R\$ 722 million** Net Income

## Expansion Projects

- **Progress** in the extension project in Mato Grosso
- **Operational transition** from Portofer to FIPS successfully concluded in the quarter

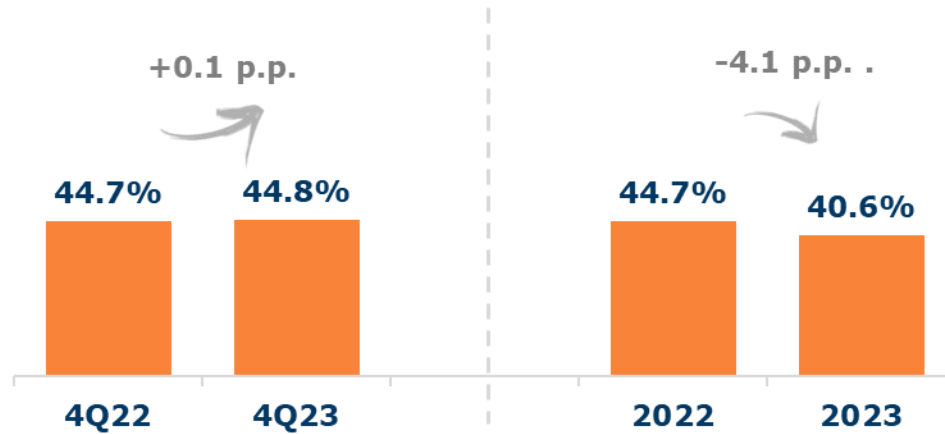
### Subsequent Event

- Agreement with DP World for the construction of a greenfield port terminal in Santos.

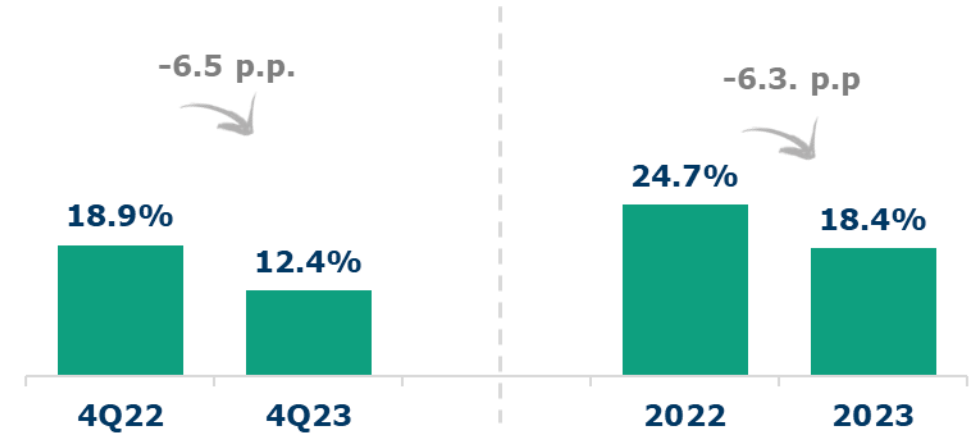
# Grains Market Share (Soybeans, Corn, and Soymeal)



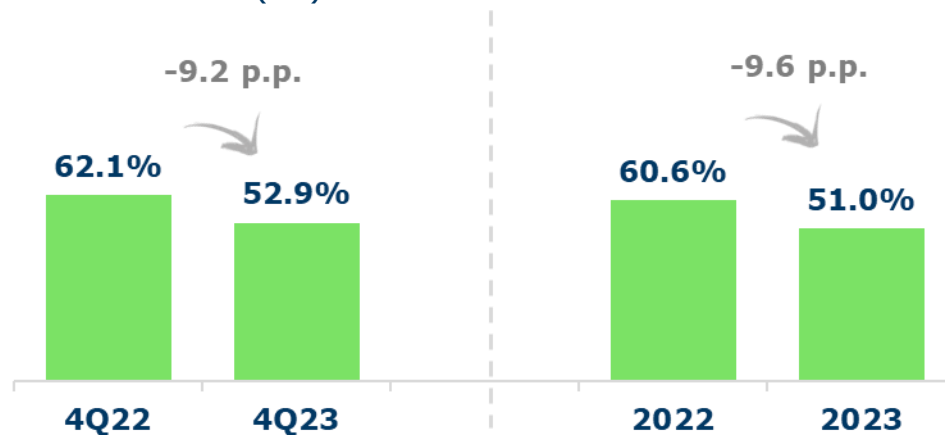
## Mato Grosso (MT)



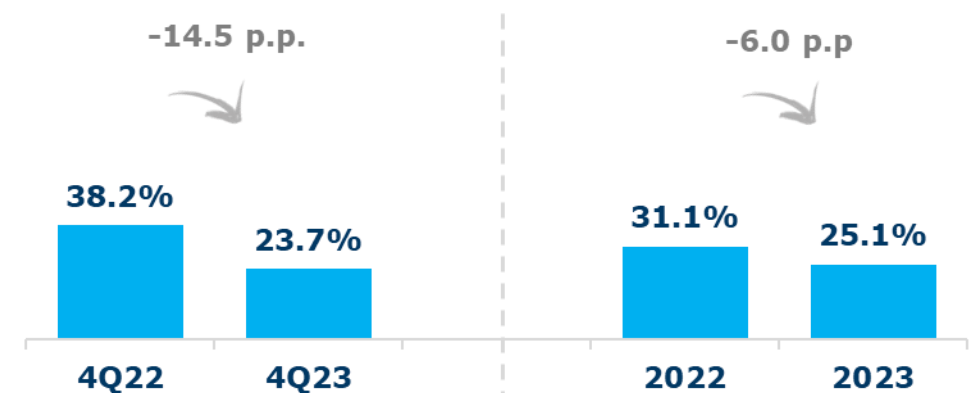
## Goiás (GO)



## Santos Port (SP)

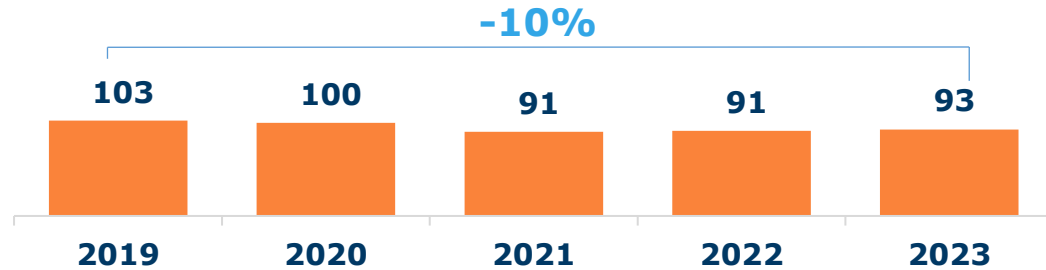


## Paranaguá (PR) and São Francisco do Sul (SC) Ports

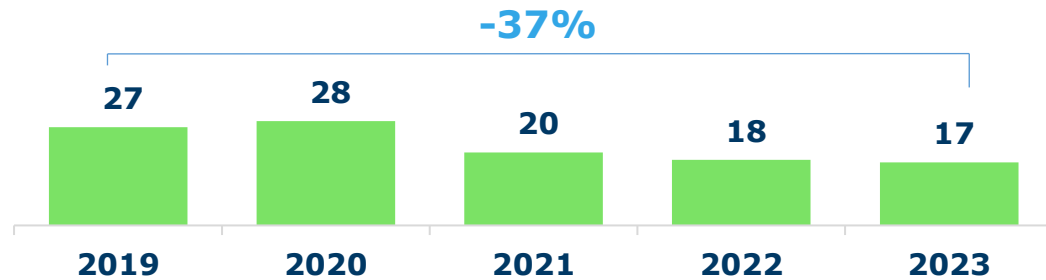


# Operational Indicators

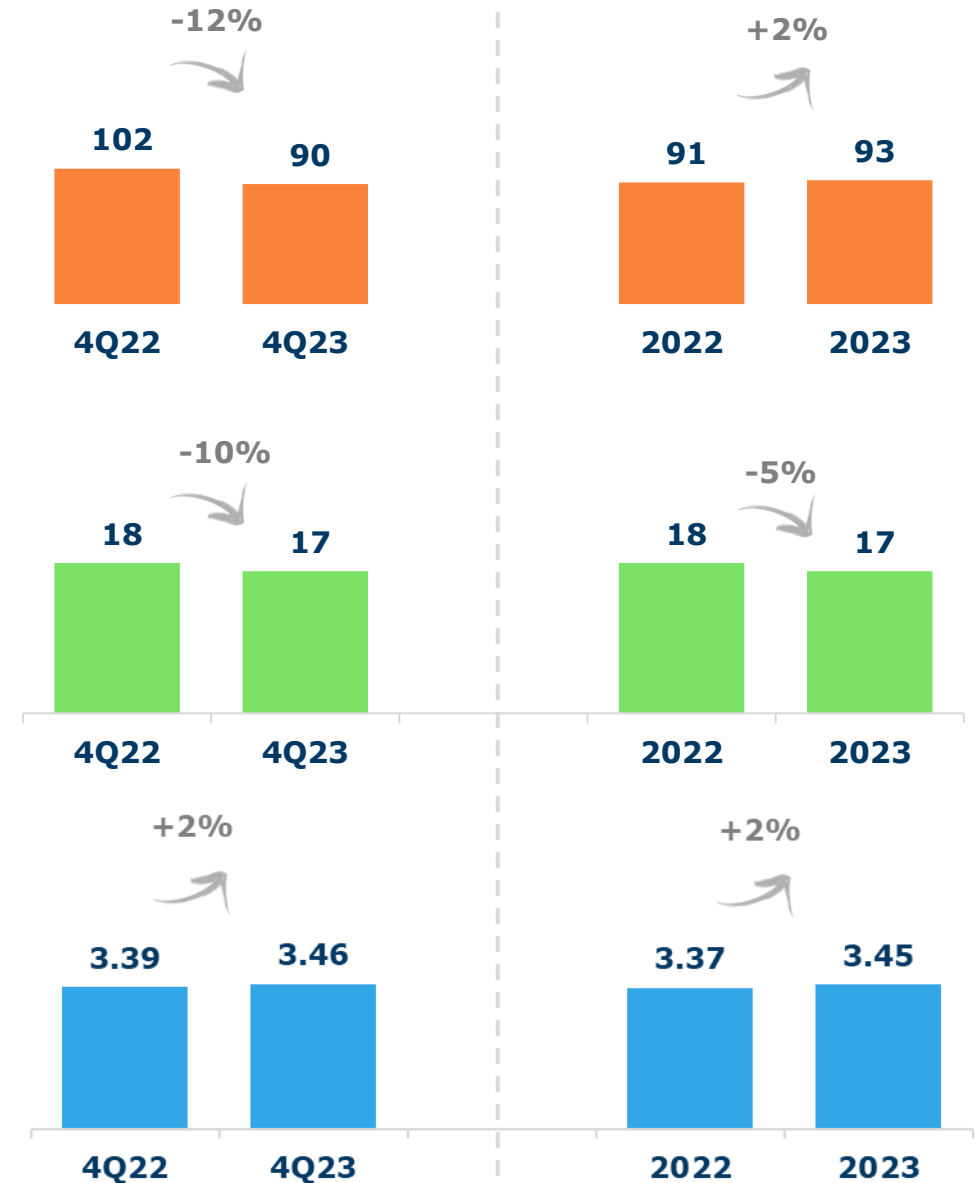
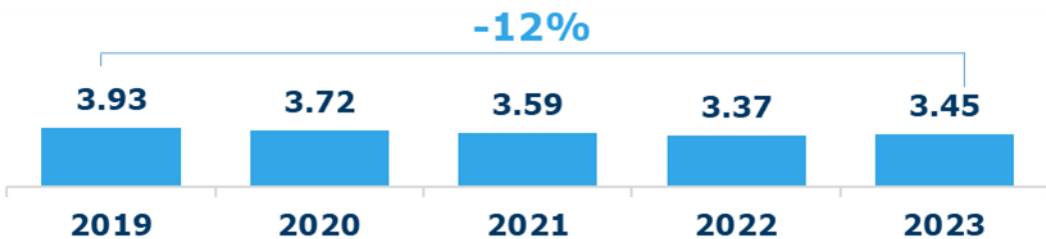
## Transit Time North Op. (Hours)



## Dwell Time in Santos (Hours)



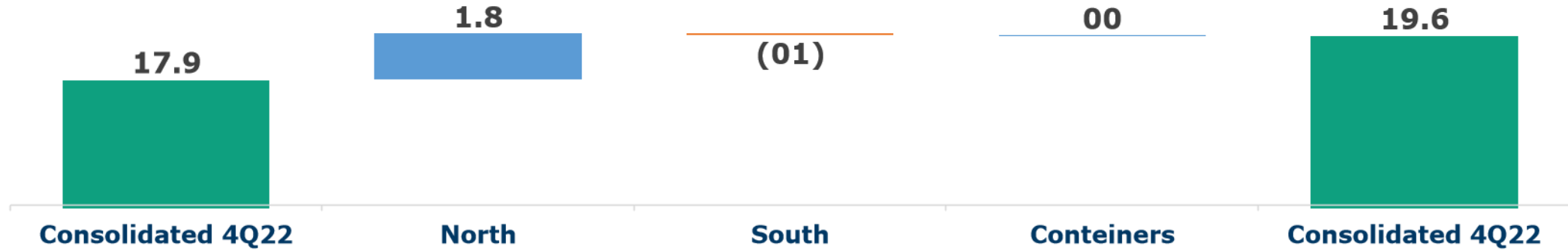
## Consolidated Diesel Consumption (liters/ '000 RTK)



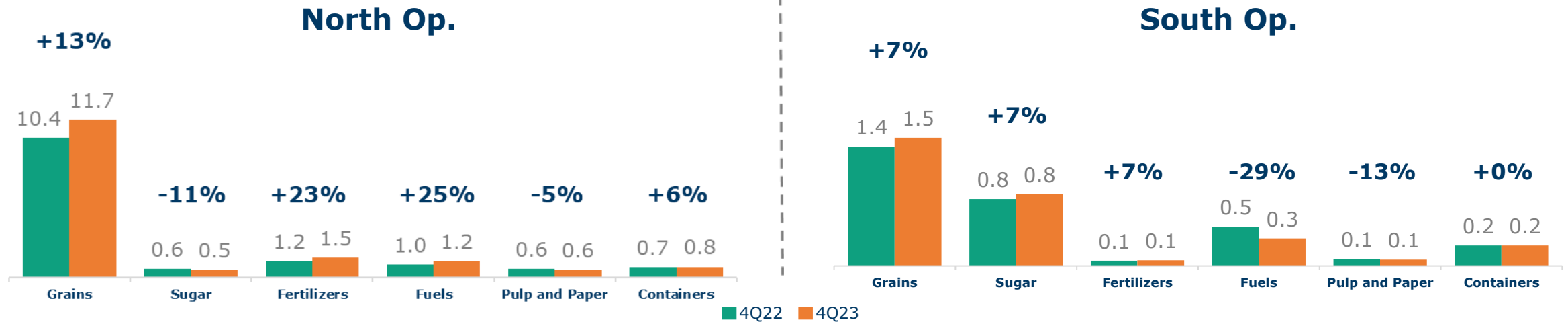
# Operational Result



## Volumes (Bln RTK)

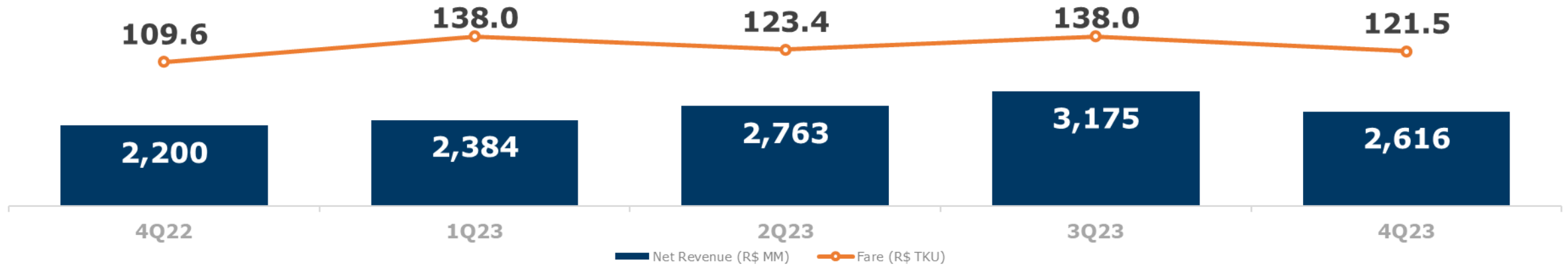


## Segment Performance (Bln RTK)

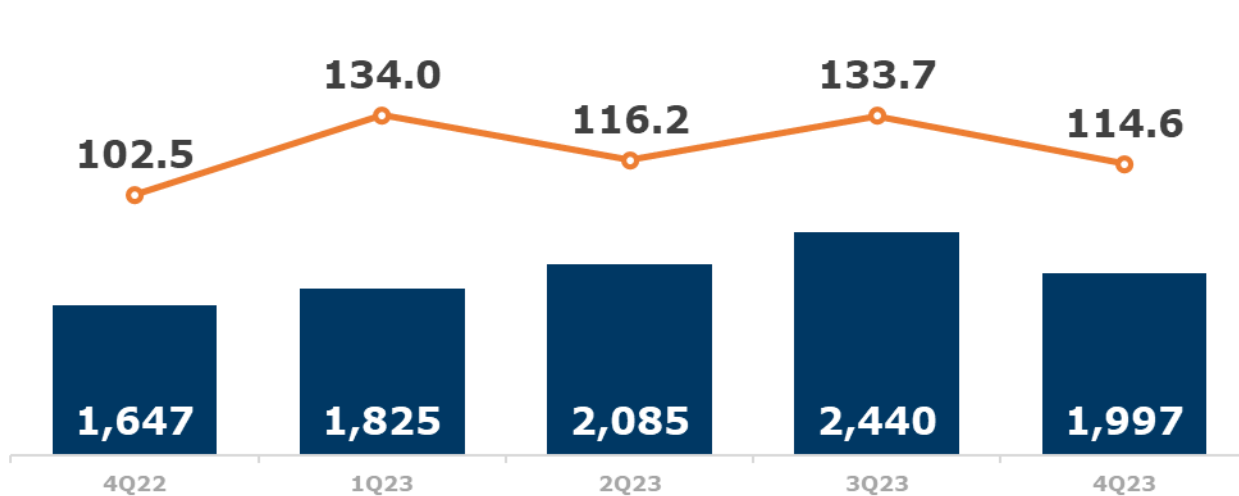


# Revenue and Yields

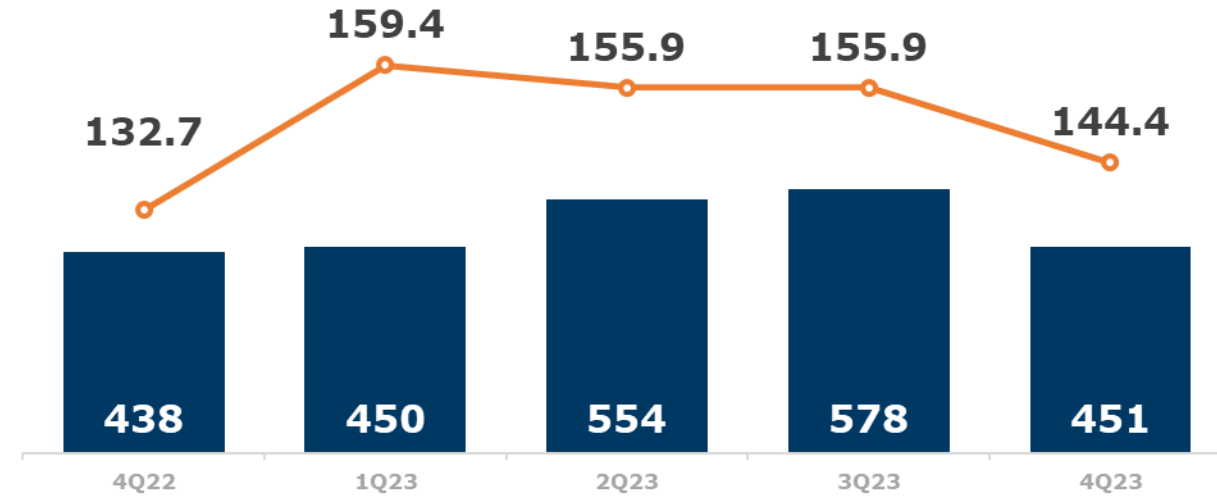
## Consolidated



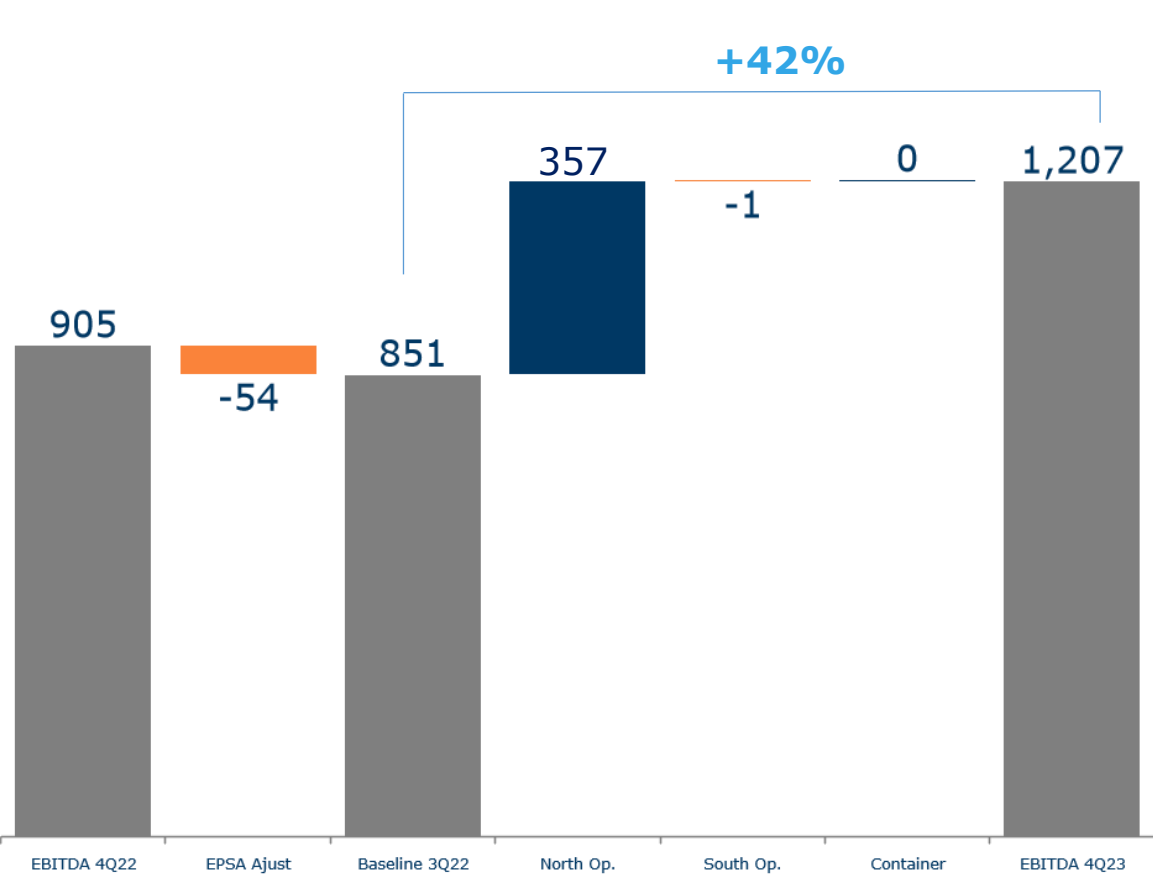
## North Op.



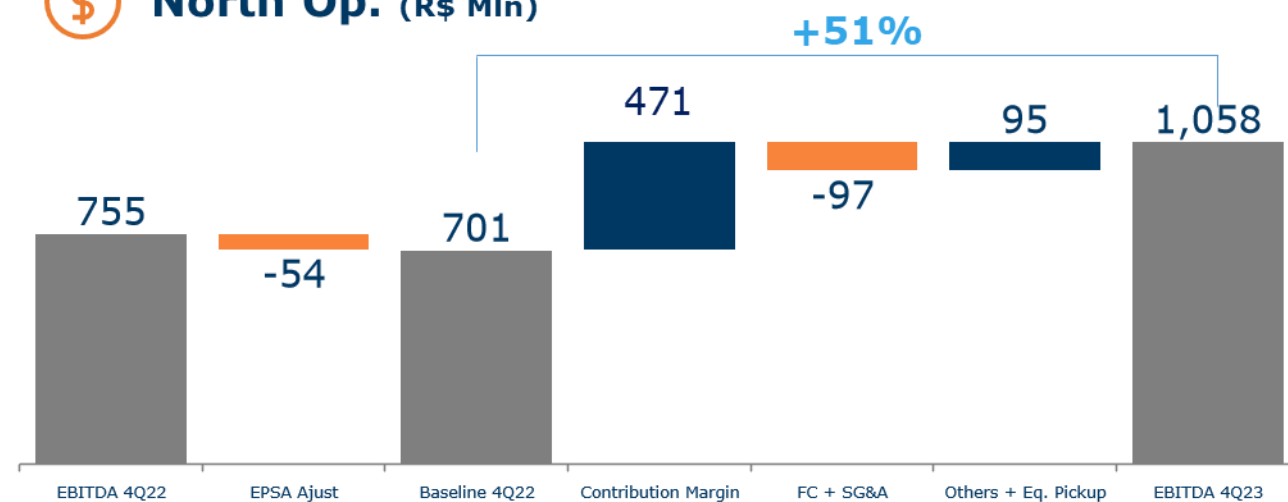
## South Op.



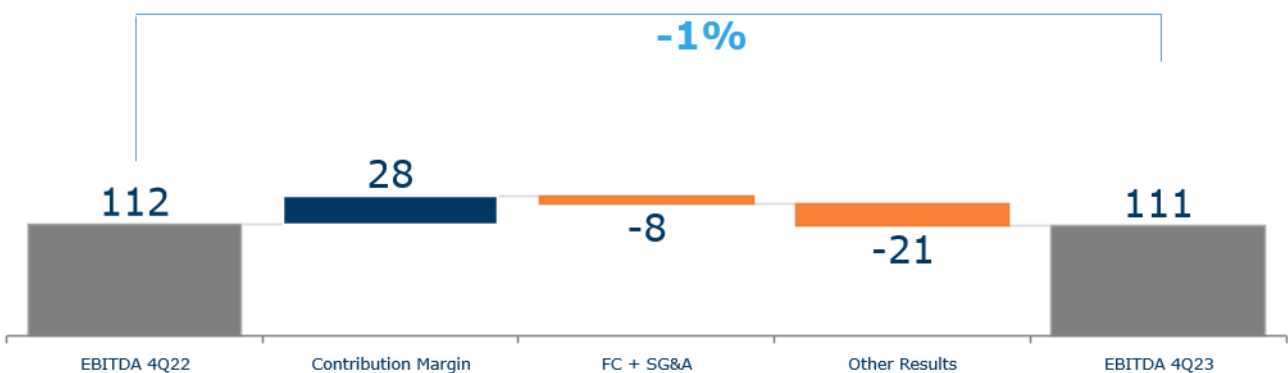
## Consolidated EBITDA (R\$ Mln)



## North Op. (R\$ Mln)



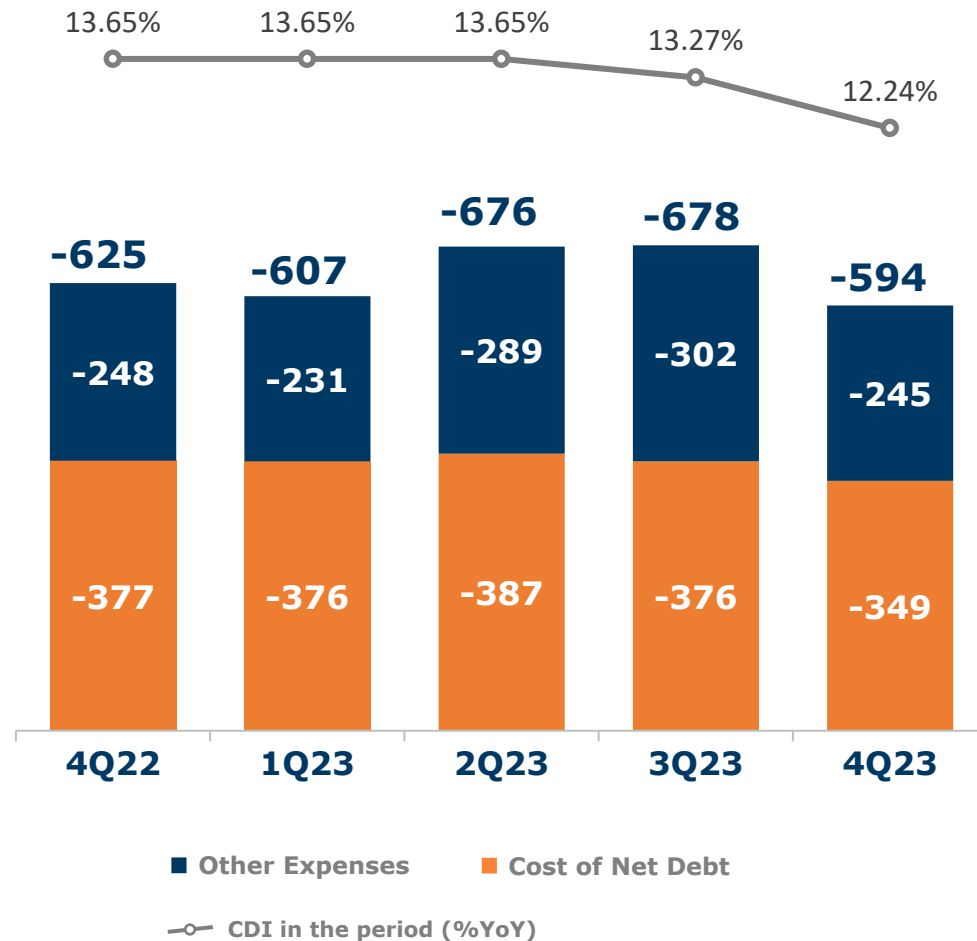
## South Op. (R\$ Mln)



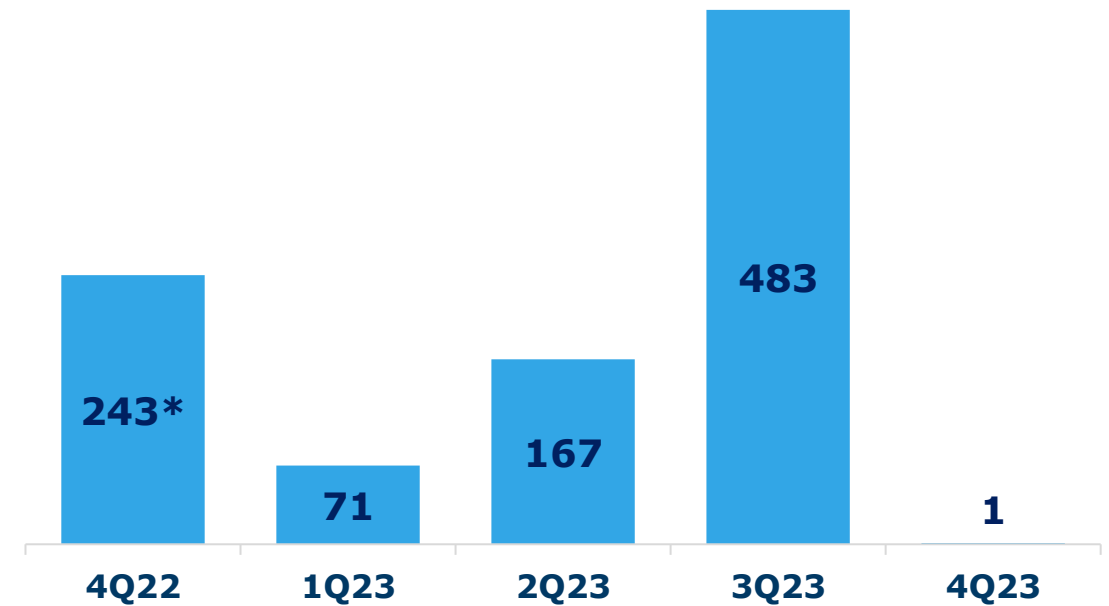
# Financial Result and Net Income



## Financial Result (R\$ Mln)



## Net Income (R\$ Mln)

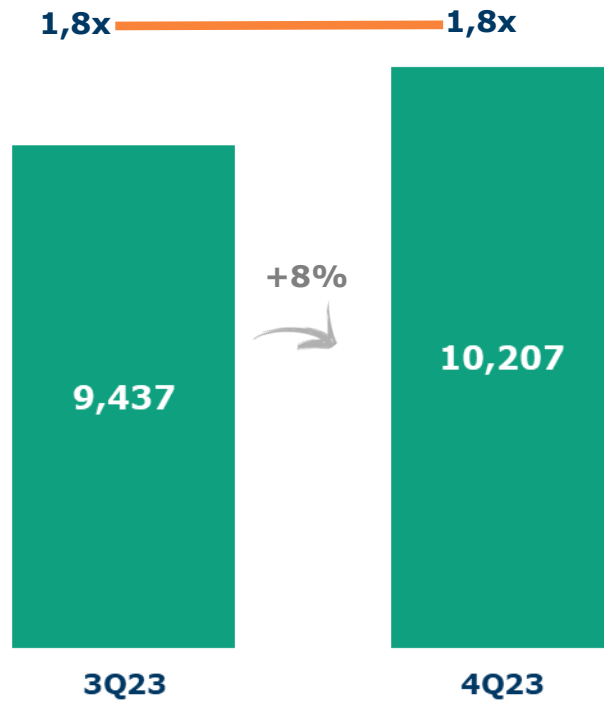


\*Impacted by non-recurring events, notably the capital gain on the sale of terminals T16 and T19 in Santos.



## Net Debt (R\$ Mln)

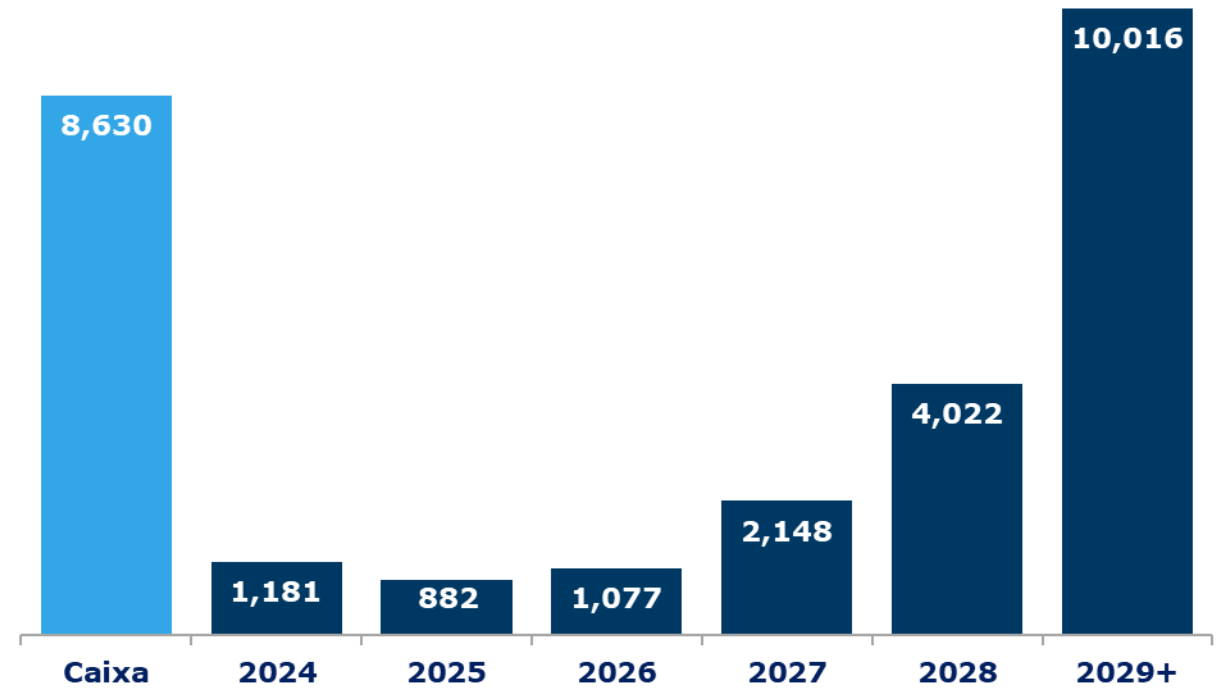
Financial leverage  
(Net debt/LTM Adjusted EBITDA)



- Net Debt
- Financial Leverage



## Debt amortization schedule (R\$ Mln)



# Investments

## Recurring CAPEX (R\$ Mln)



## Expansion CAPEX (R\$ Mln)



## Expansion Works in LRV

- **35km of railroad infrastructure and several Special Structures mobilized**

■ Other Expansion Projects    ■ Rumo's Mato Grosso Extension



## Actual Results in 2023

	Actual 2023	Guidance 2023
Volume (RTK bln)	77.3	$76 \leq \Delta \leq 78$
EBITDA (BRL mln)	5,650	$5,400 \leq \Delta \leq 5,700$
Capex (BRL mln)	3,737	$3,600 \leq \Delta \leq 3,800$



## Guidance 2024

	Guidance 2024
Volume (TKU bilhões)	$81 \leq \Delta \leq 84$
EBITDA (R\$ milhões)	$7,200 \leq \Delta \leq 7,700$
Capex (R\$ milhões)	$5,300 \leq \Delta \leq 5.800$

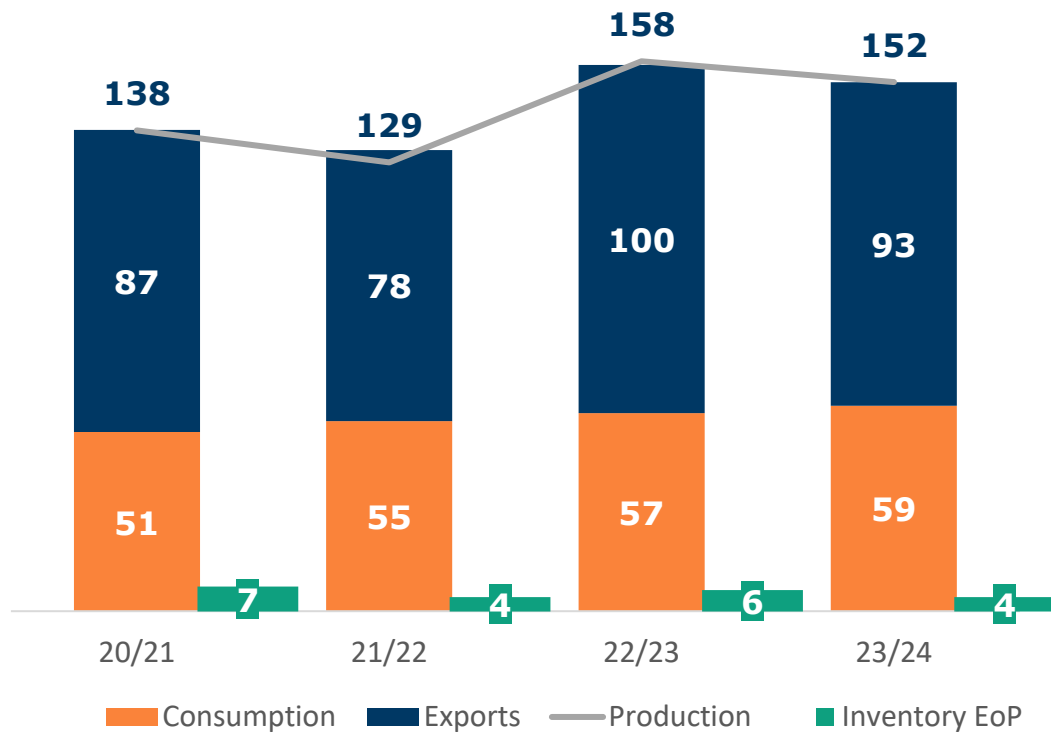
Main assumptions:

- i. Macroeconomic assumptions based on data from third-party consultancies.
- ii. Adjusted EBITDA excludes any one-off effects as presented on the Company's Earnings Release.
- iii. Capex includes investments for the construction of the 1st Phase of Rumo's Extension in MT.
- iv. Does not consider potential M&A projects, divestments, or new concessions.
- v. Figures are presented in nominal terms

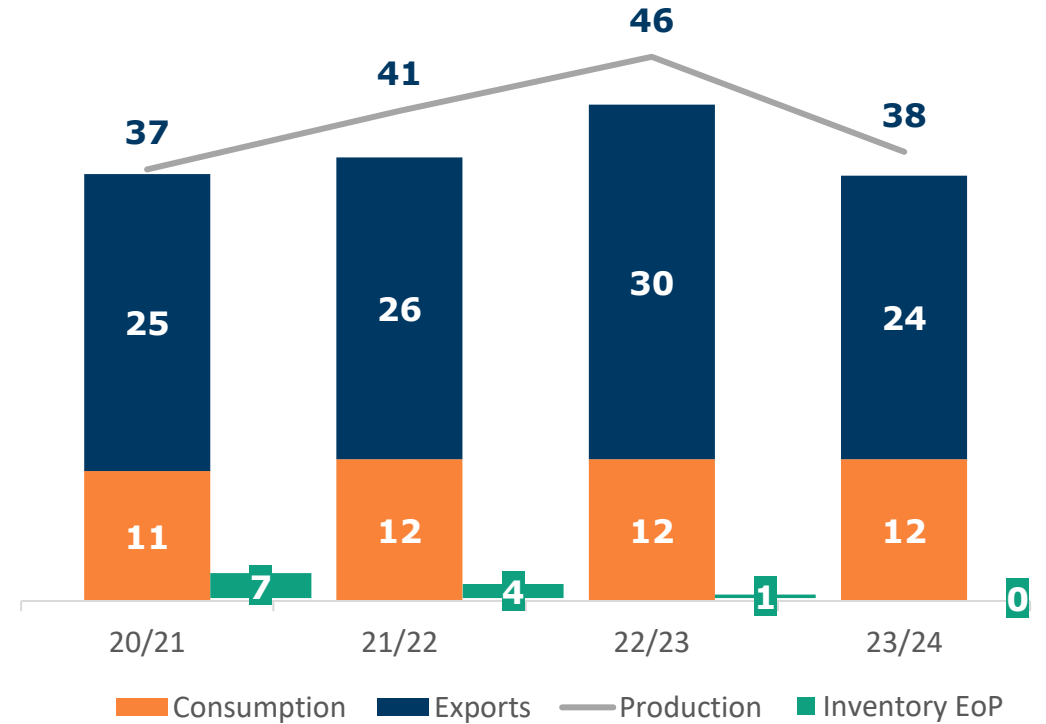
# Soybean



### Supply and Demand | Brazil (MM t)



### Supply and Demand | MT (MM t)

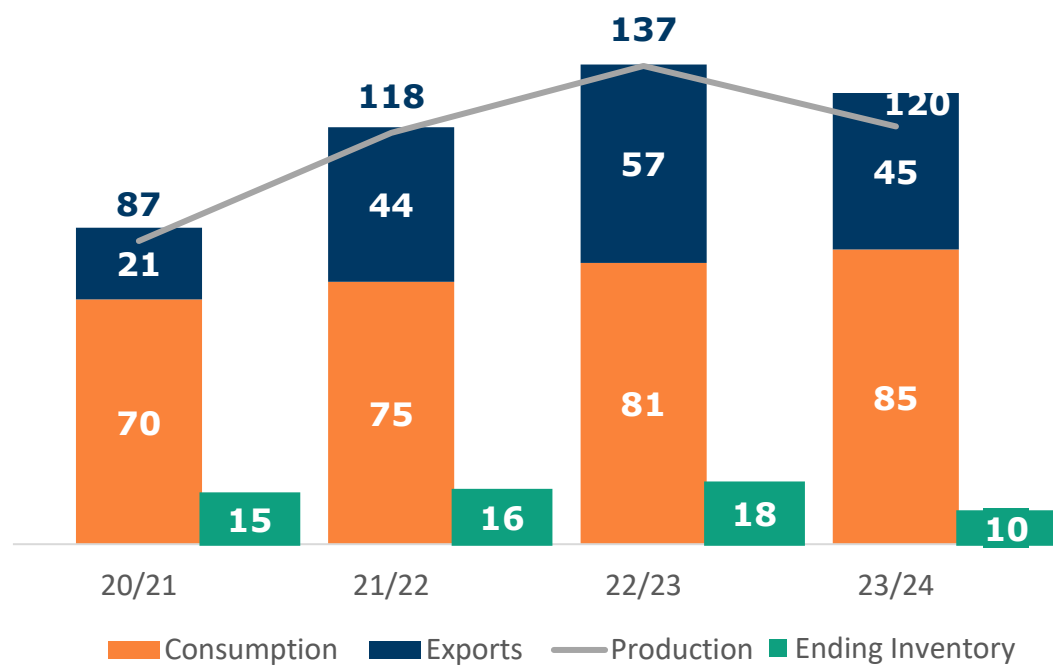


# Corn

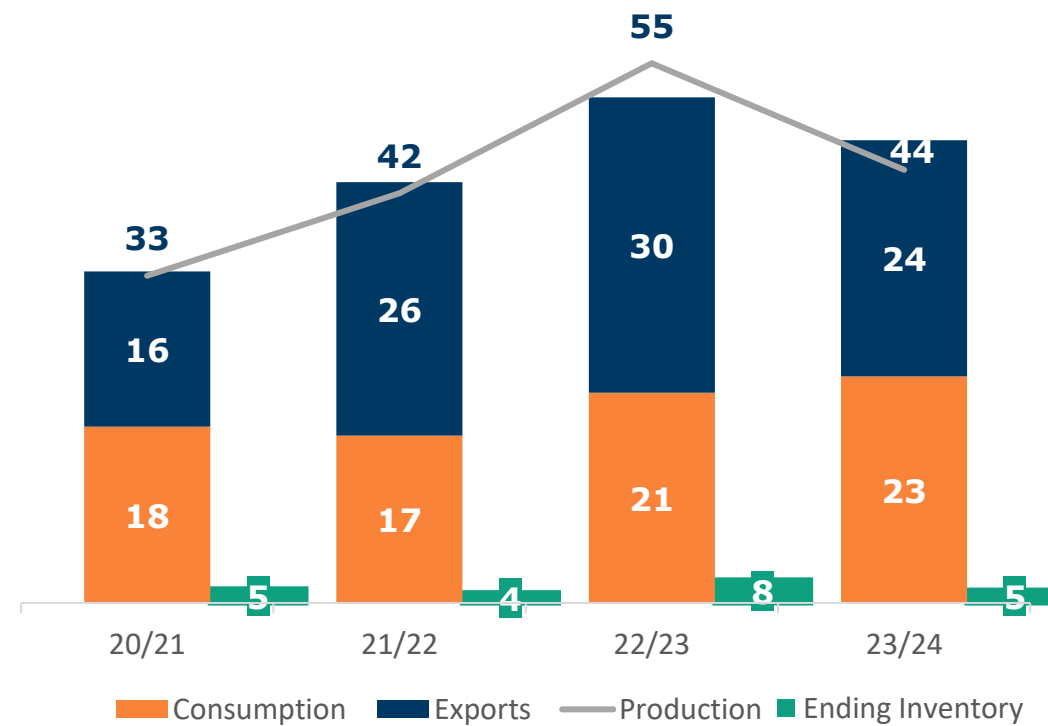
Nota: Considera as duas safras brasileiras



### Supply and Demand| Brazil (MM t)



### Supply and Demand| MT (MM t)





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## Investor Relations

[www.ri.rumolog.com](http://www.ri.rumolog.com)

[ir@rumolog.com](mailto:ir@rumolog.com)