

Earnings Release

3Q21

November 12, 2021

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#3Q21

Agenda

_ESG

_3Q21 Highlights

_Operational Results

_Consolidated Financial Results

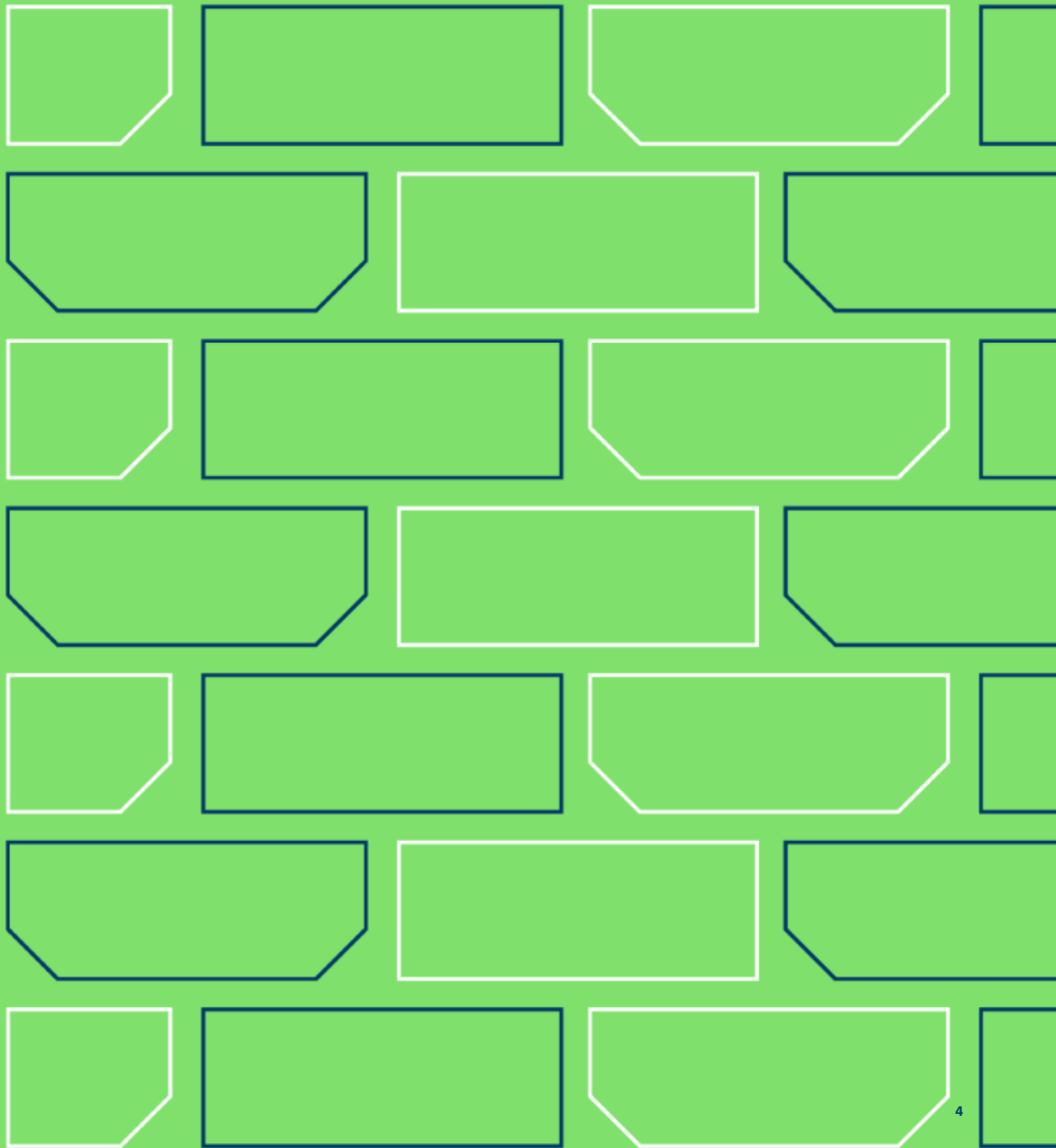
_Market

_Central Network

#1

ESG

Environmental, Social & Governance

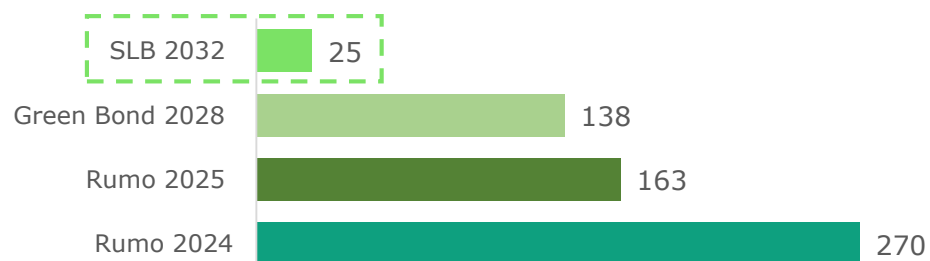




Sustainability-Linked Bond 2032

- The Bond Framework was endorsed by Sustainalytics as second party opinion provider.
- Rumo proposed an **ambitious** target for this bond, reducing its specific emissions of GHG per RTK in **17.6% until 2026 and 21.6% until 2030** compared to 2020 base line.
- Lowest **yield** and **spread** vs. Brazilian Sovereign bonds in Rumo's history.

Rumo Spread vs Brazilian Sovereign bonds (bps)



Rumo Institute Dreams in Motion

- Contribution to community engagement, one of the Sustainability commitments launched by Rumo in 2019 .
- We seek to generate shared value through interaction with local communities where we operate.
- Focus on supporting and encouraging people aged 15-24 years old to continue studies, expanding their socio-productive inclusion.
- **Partnership with Ativa Juventude Project, of Raízen Foundation, started in Rondonópolis:**



68

students registered



04

schools served by the municipal and state network



25

Employees' children participants

#2

HIGHLIGHTS

3Q21

Bold achievements that prepare us for Future



Signing of Authorization Agreement

-
LRV & Cuiabá

**TRANSPORTED
VOLUME**

16.4 RTK bln

-6.7% yoy



YIELD

+2.0% yoy



Expressive gains in Market Share

-
MT +8.4 p.p & Santos +17,0 p.p.

EBITDA

BRL 903 mln

-18,9% yoy



NET INCOME

BRL 51 mln

#3

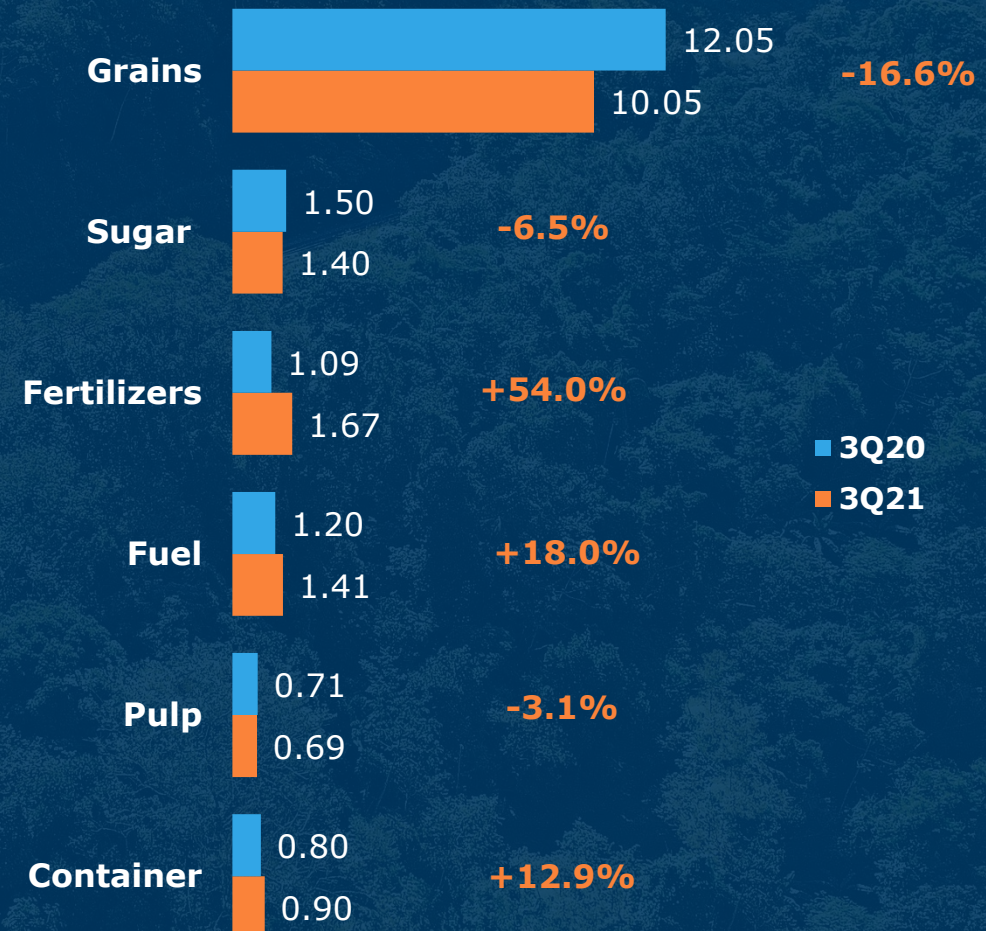
OPERATIONAL RESULTS



Volume by operation (RTK bln)



Performance by segment (RTK bln)

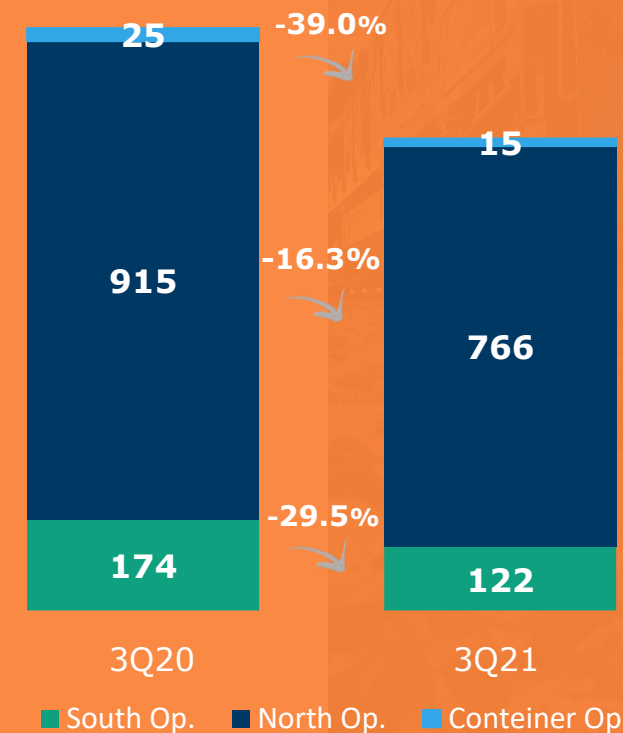




Consolidated Result (Chg. % and p.p. | 3Q21 x 3Q20)

Indicator	Consolidated
Volume	-6.7%
Yield	+2.0%
Net Revenues	-4.2%
Variable Cost	+9.8%
Fixed Cost & SGA	+19.6%
EBITDA	-18.9%
EBITDA Margin	-8.3 p.p.

EBITDA by operation (BRL mln)

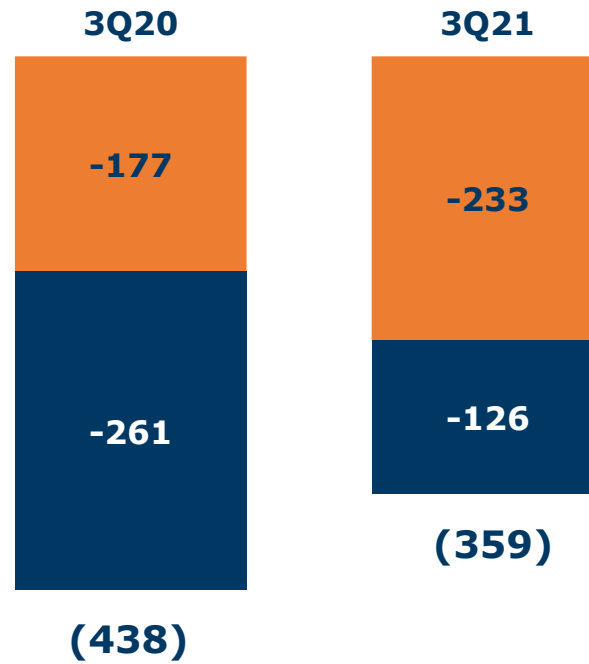


#4

CONSOLIDATED FINANCIAL RESULTS



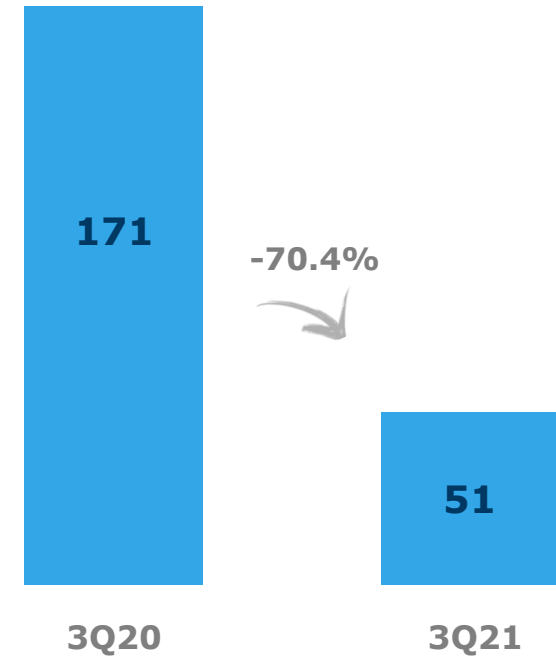
Financial Result (BRL mln)



■ Other Expenses
■ Net Cost of Debt



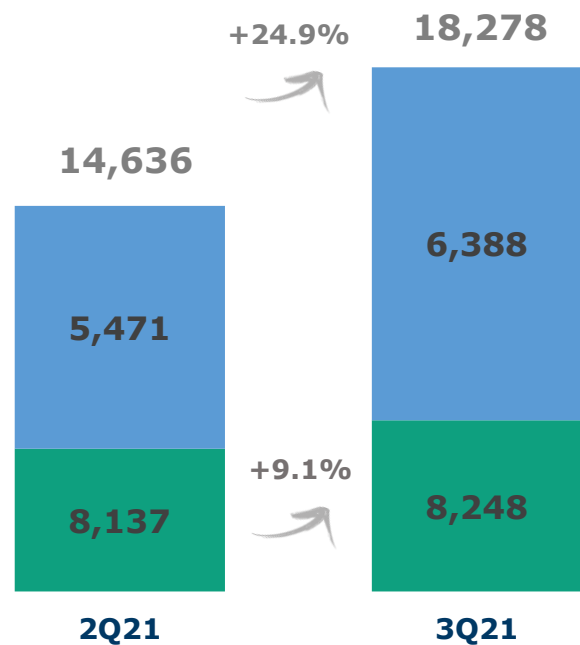
Net income (BRL mln)





Indebtedness (BRL mln)

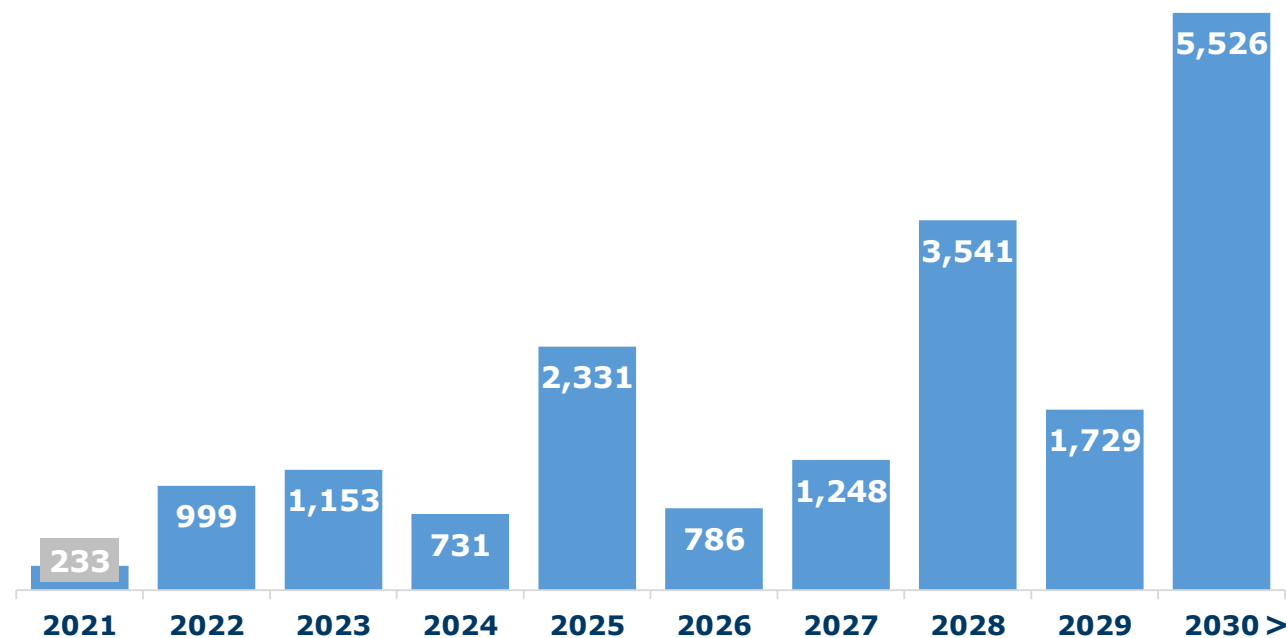
2.1x 2.4x Leverage
(Net debt / EBITDA LTM)



■ Net Debt ■ Cash and cash equivalents



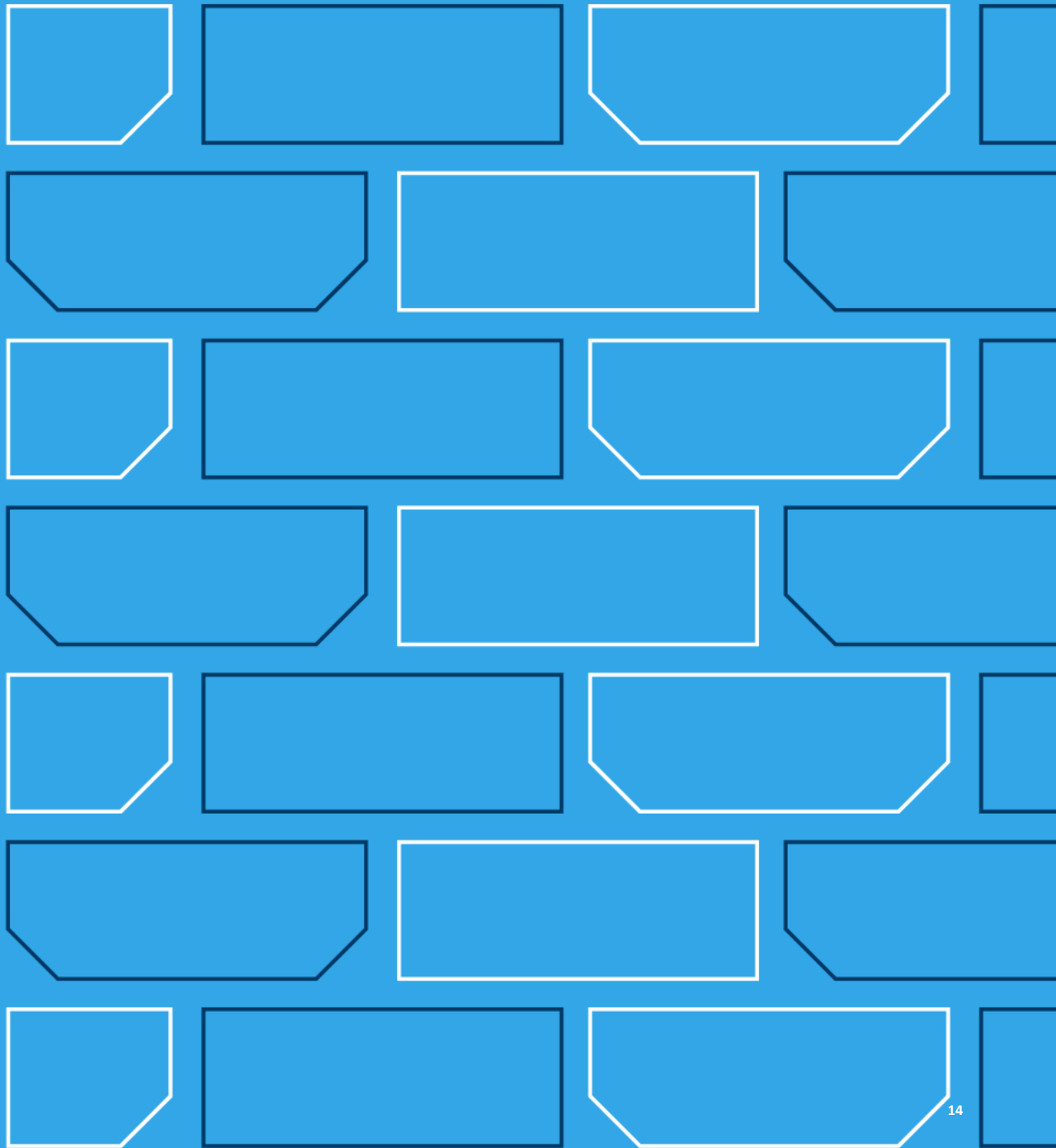
Debt amortization schedule (BRL mln)



#5

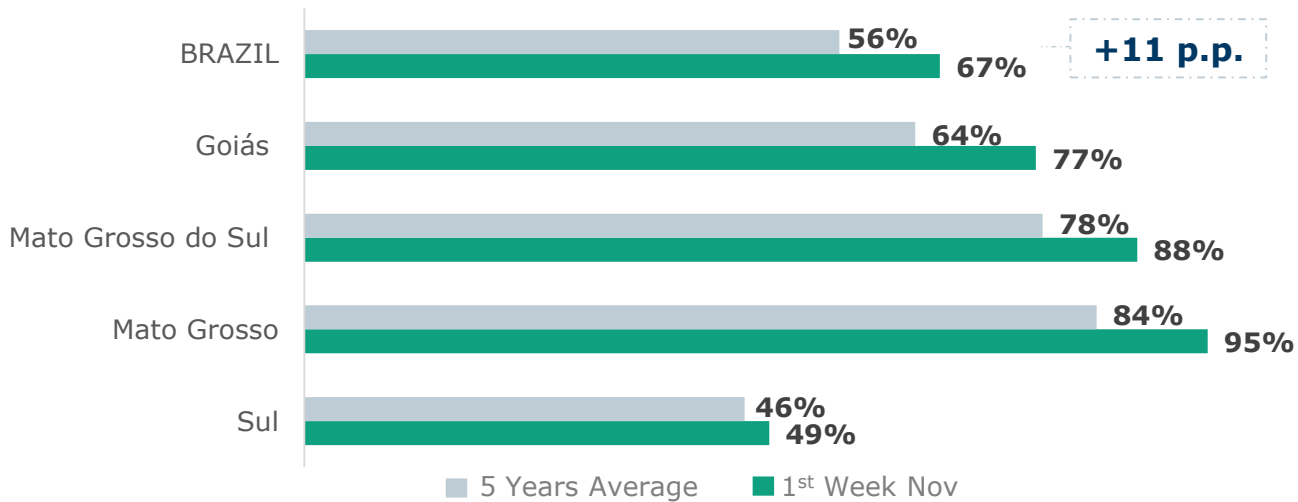
MARKET

Soybean and corn

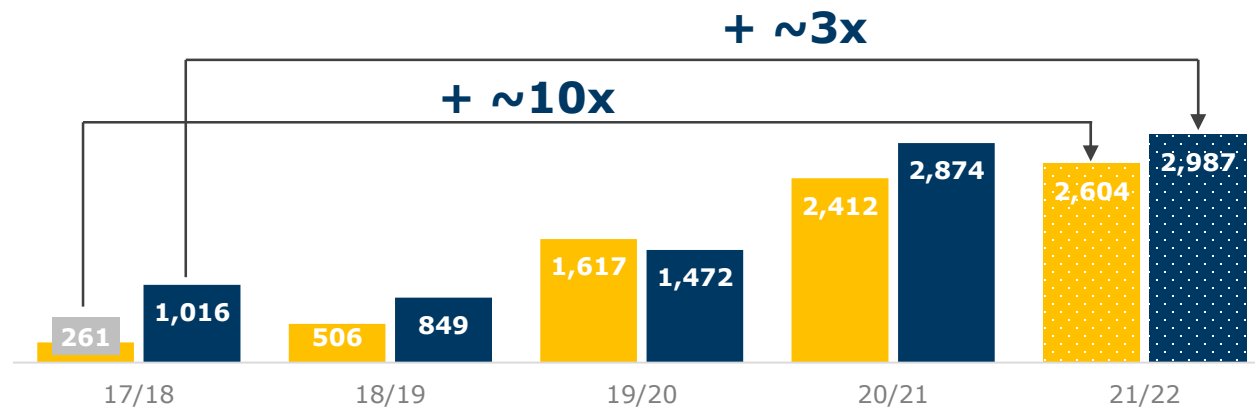


Good Perspectives Ahead

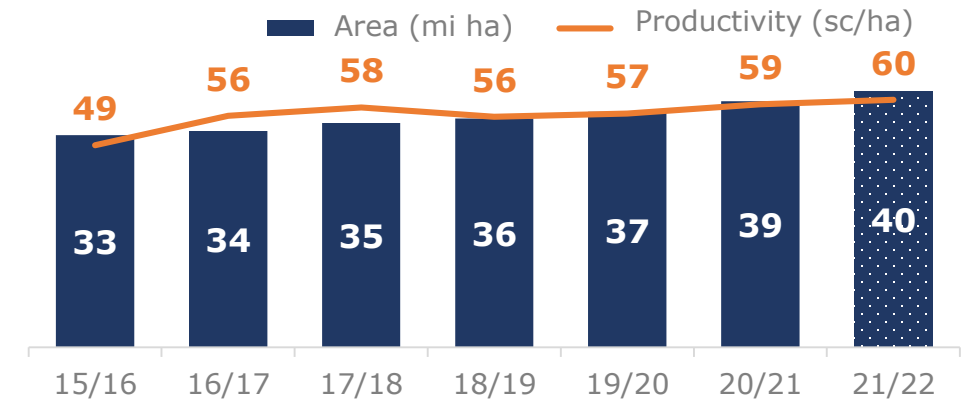
**Soybean Planting (Estimated % of total Area)
21/22 Harvest**



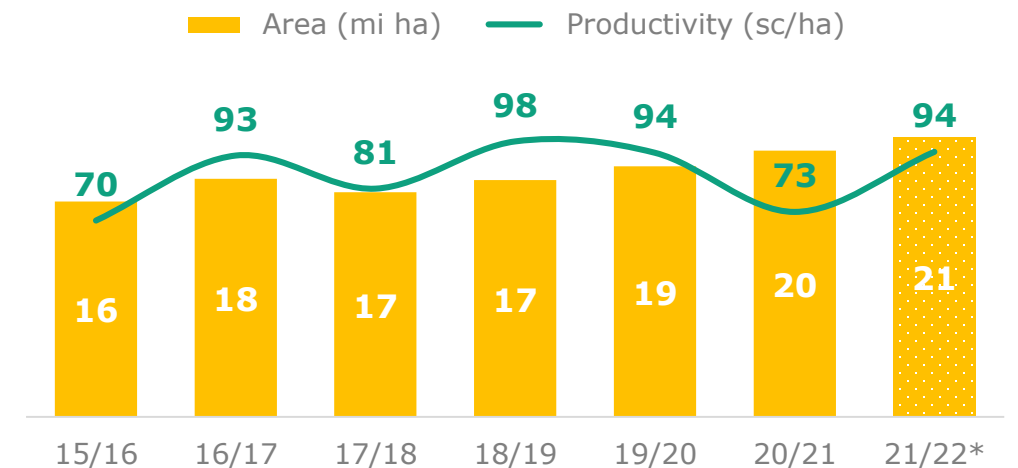
Profitability Mid North Mato Grosso | (BRL/ha)



Area and Productivity Soybean Brazil



Area and Productivity Corn Brazil



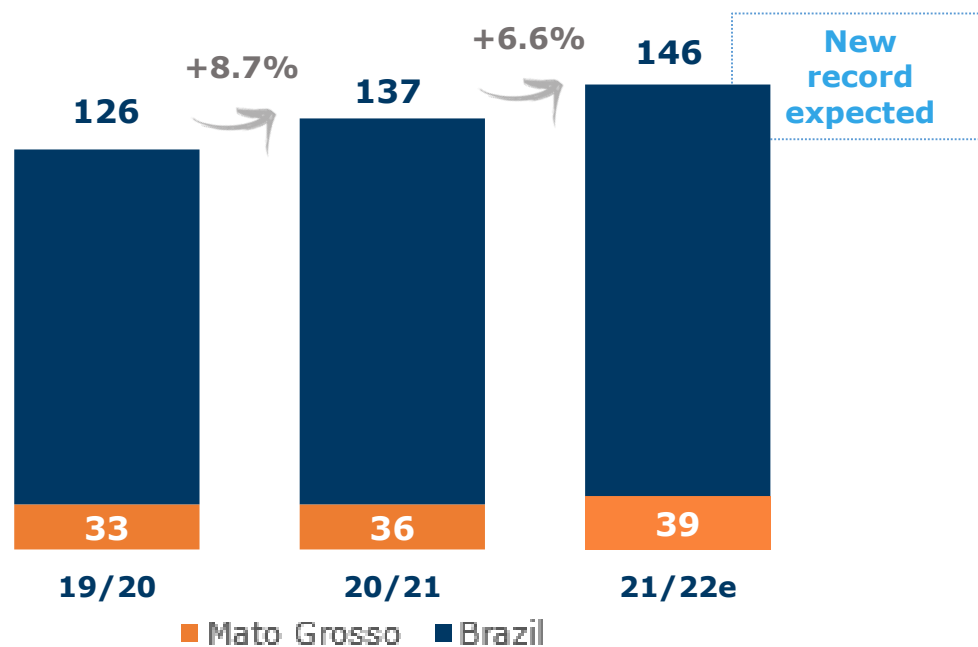
Soybean

Records in production and exports are expected for 2022.

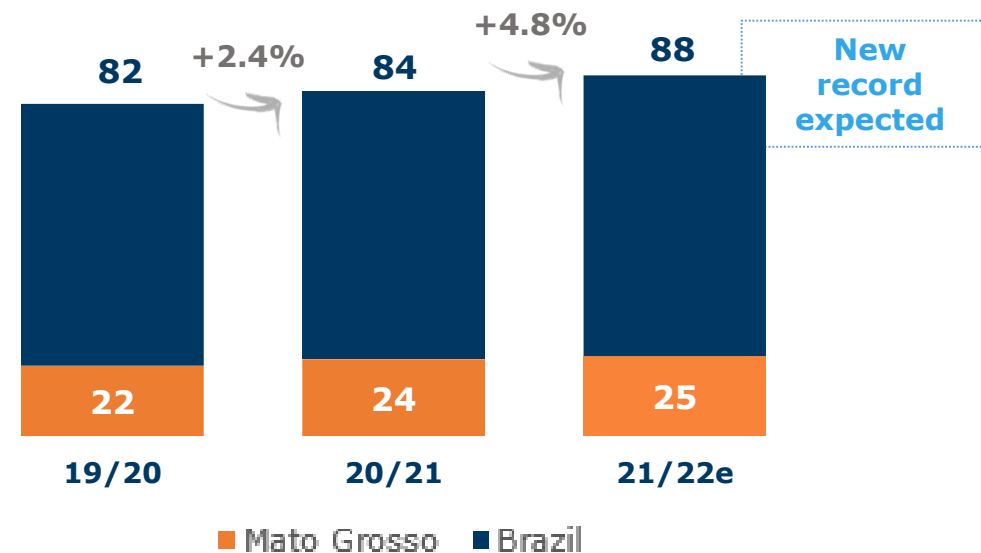
4 Mln tons more should be exported next year.



Production | Brazil and Mato Grosso (mln tons)



Exports | Brazil and Mato Grosso (mln tons)



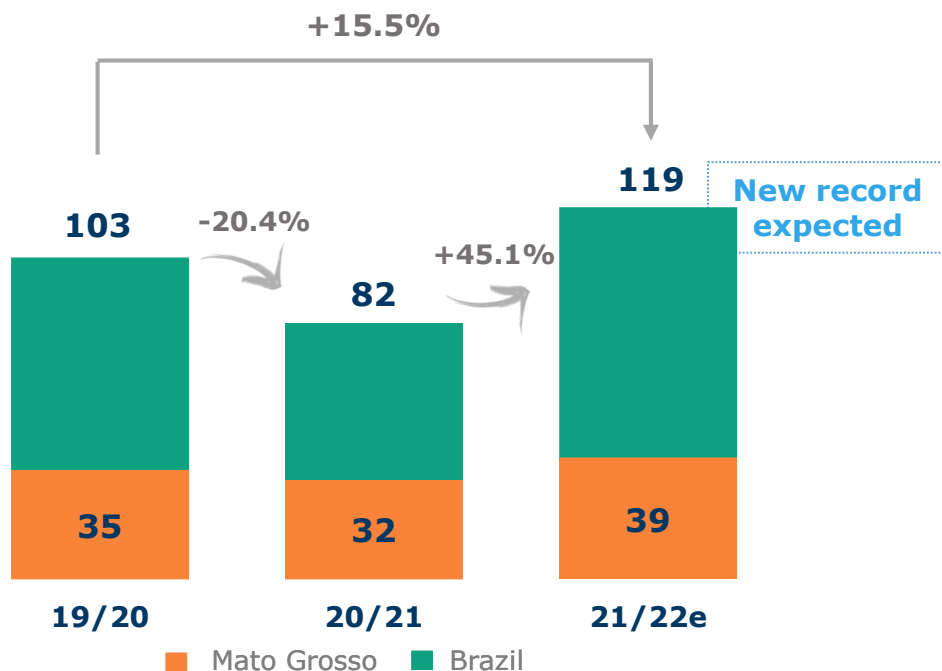
Corn

Despite a weak 2021, we expect a brighter 2022, with a significant increase in production and exports.

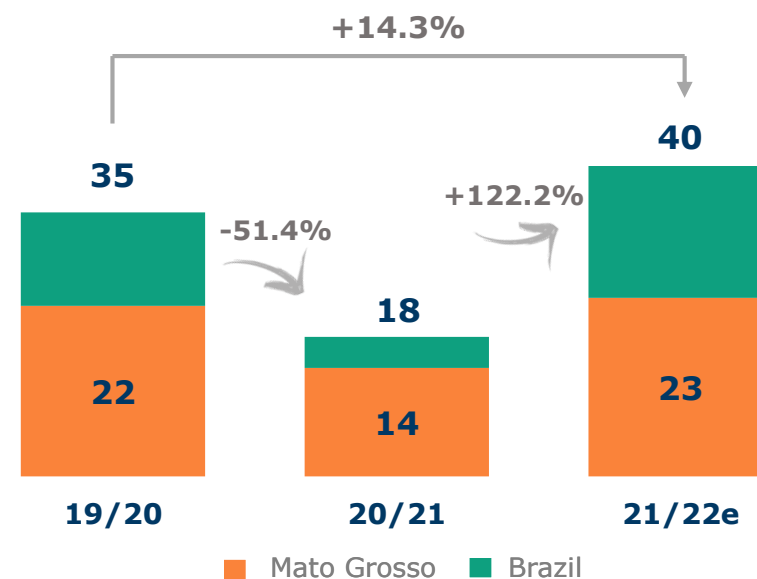
Part of 2021 production in Mato Grosso has been used to supply the internal market due to low availability of corn.



Production | Brazil and Mato Grosso (mln tons)



Export | Brazil and Mato Grosso (mln tons)

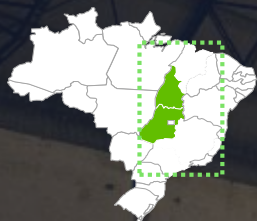


#6

CENTRAL NETWORK



New Deliveries that Generate Value



Expected Timetable

March, 2021 São Simão Terminal (GO) Inauguration

Julho, 2021 Rio Verde Terminal (GO) Inauguration

2T22 Sugar Terminal in Iturama(GO)

Capacity of up to 2.5 mln tons per year

3T22 Fertilizers Terminal in Rio Verde (GO)

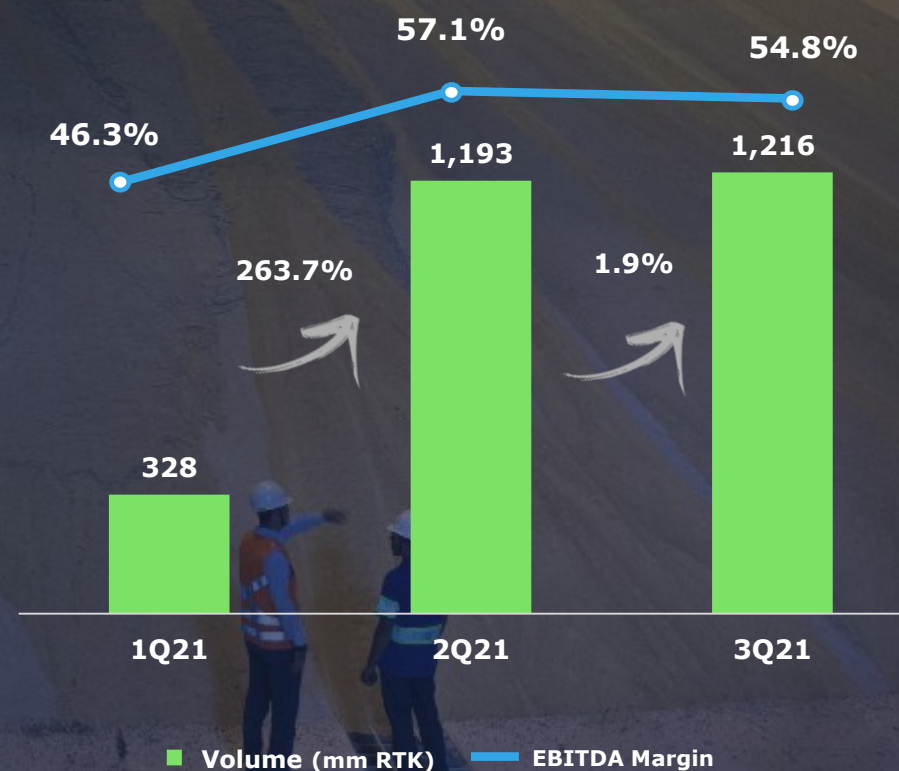
Capacity of up to 1.5 mln tons per year

2H22 Container Terminal in Anápolis (GO)

External Market Flow from Santos



Ramp Up | Central Network





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Investor Relations

www.ir.rumolog.com

ir@rumolog.com