



Earnings Conference

4Q24

February 21st, 2025

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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\$ 1,667 million in **Adjusted EBITDA**¹ (+38%) in 4Q24 and R\$ 7,713 million (+37%) in 2024
- R\$ 206 million **Net Income** in 4Q24 and R\$ 2,089 million in 2024
- **Financial Leverage** 1.4x net debt/Adjusted EBITDA



Bridge over the Rio Vermelho 35 km from Rondonópolis.

MT Greenfield Railway

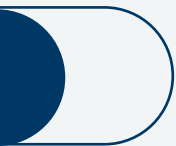
- The project is at peak mobilization, with construction accelerating rapidly.

ESG

- **Included** in the World and Emerging Markets portfolios of the Dow Jones Index for the 2nd consecutive year.

Member of
**Dow Jones
 Sustainability Indices**
 Powered by the S&P Global CSA

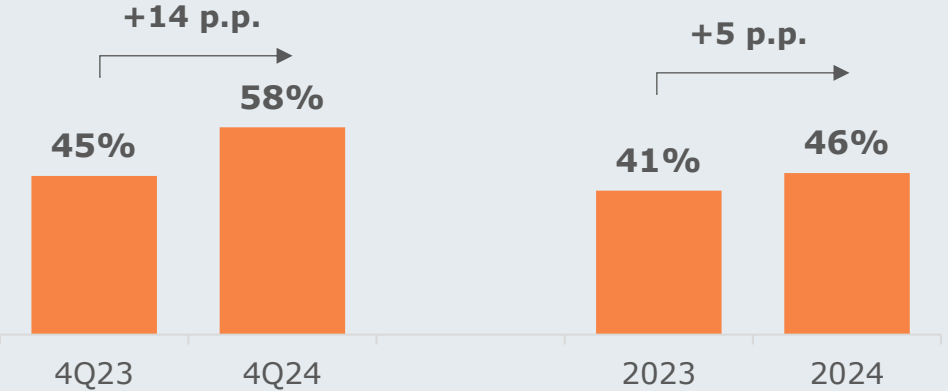
¹Excluding the non-recurring events effect. Additional information is available in the Earnings Report.



GRAINS MARKET SHARE (Soybean, corn and soybean meal)

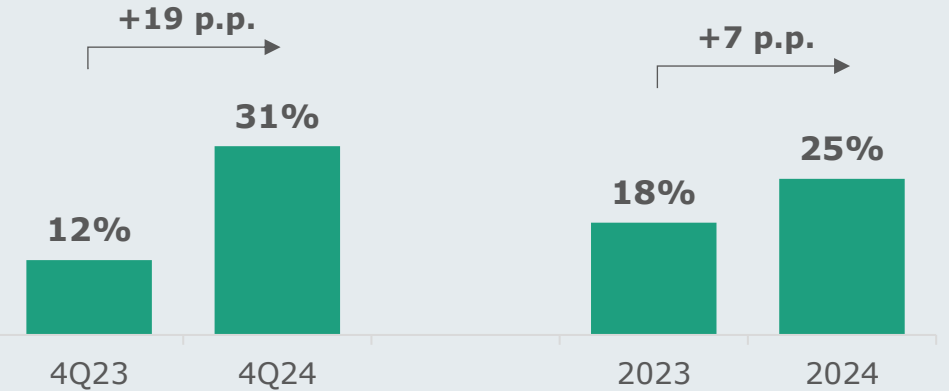
Mato Grosso

(MT)



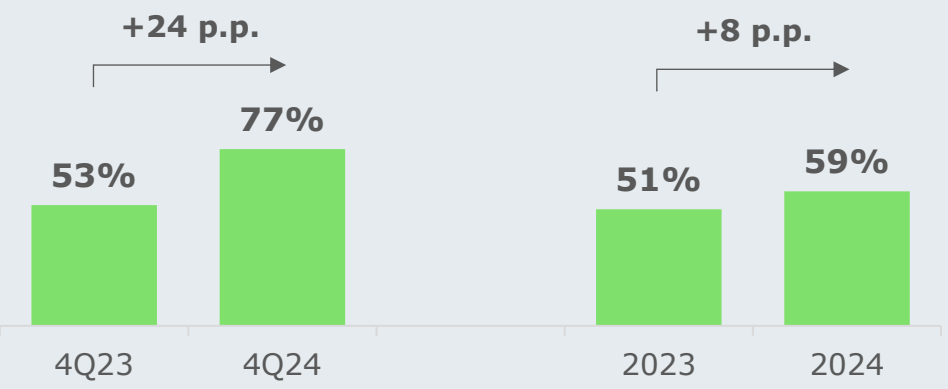
Goiás

(GO)

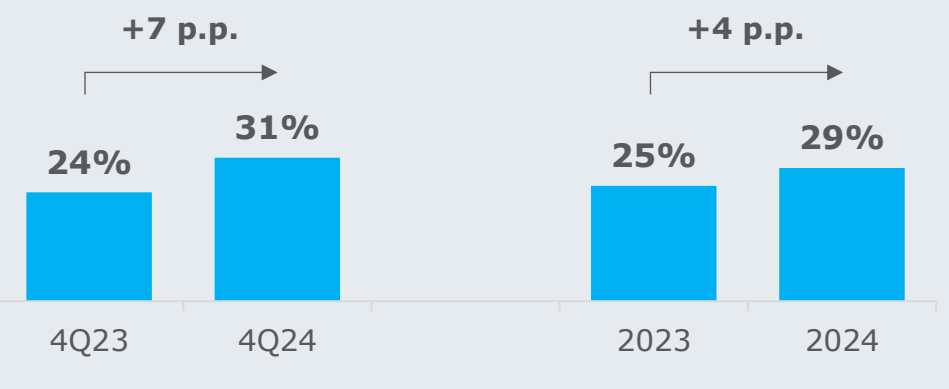


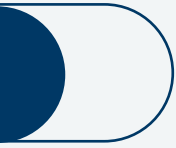
Santos Port

(SP)



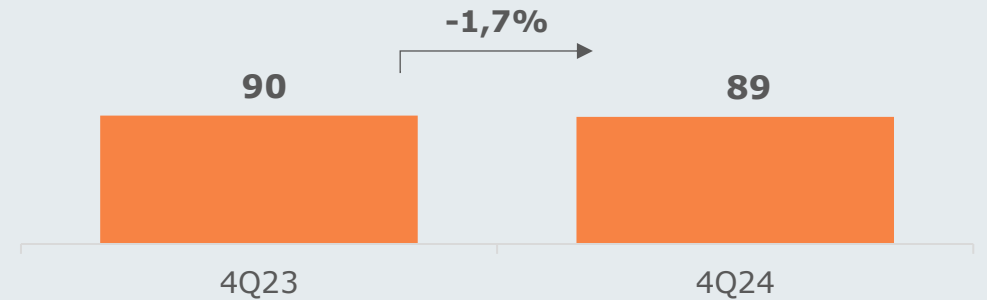
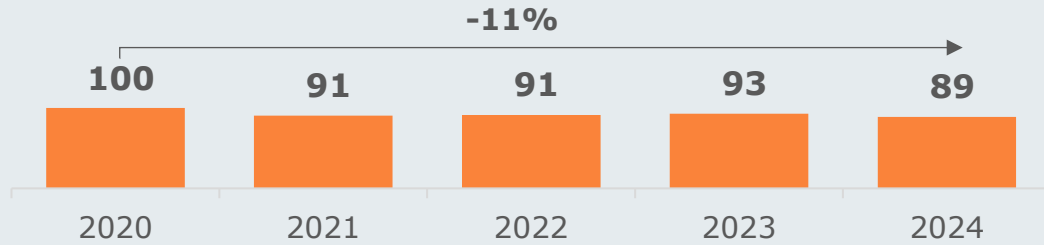
Paranaguá (PR) and São Francisco do Sul (SC) Ports



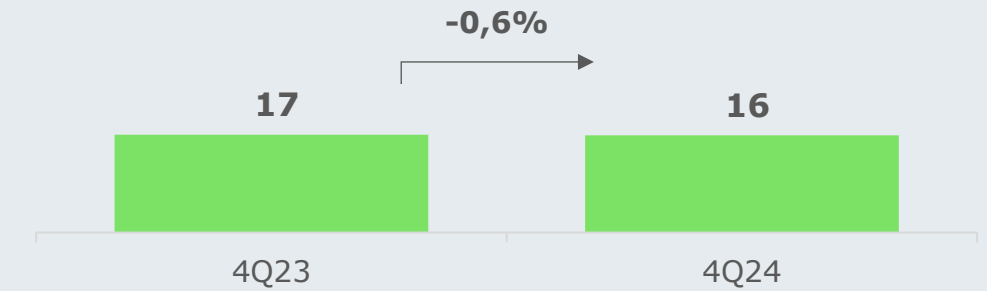
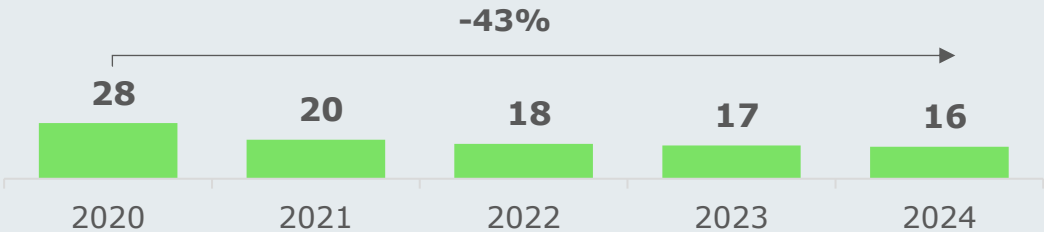


OPERATIONAL INDICATORS

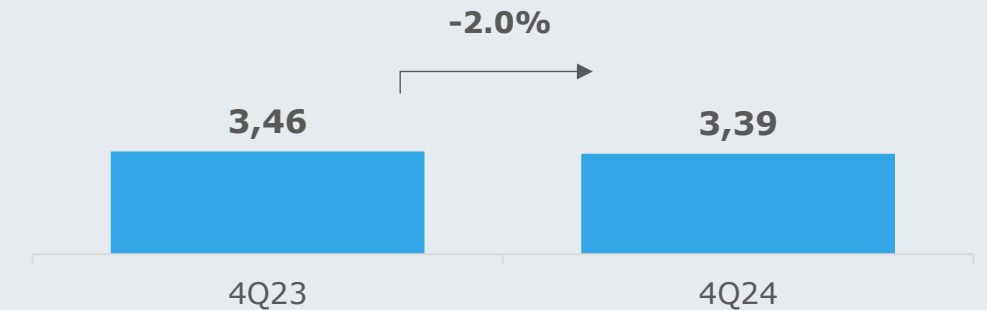
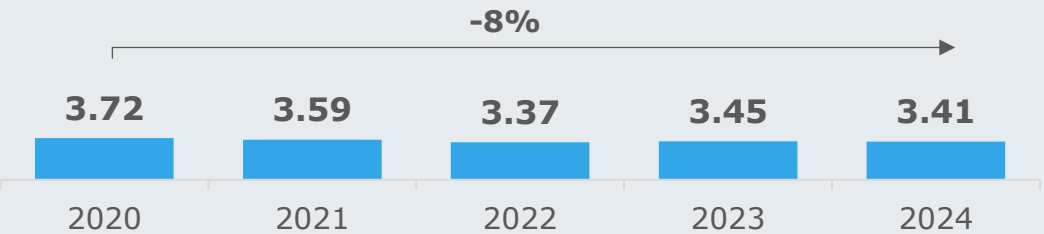
North Operation Transit Time (hours)

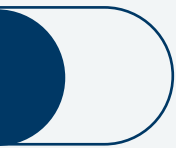


Dwell Time in Santos (hours)



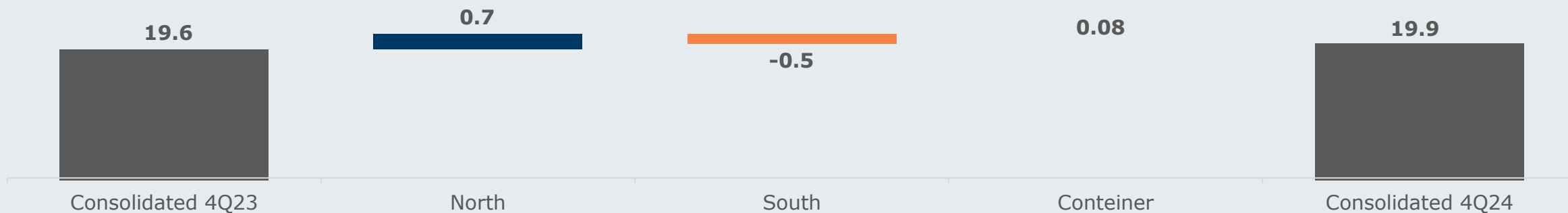
Consolidated Diesel Consumption (liters/ '000 RTK)



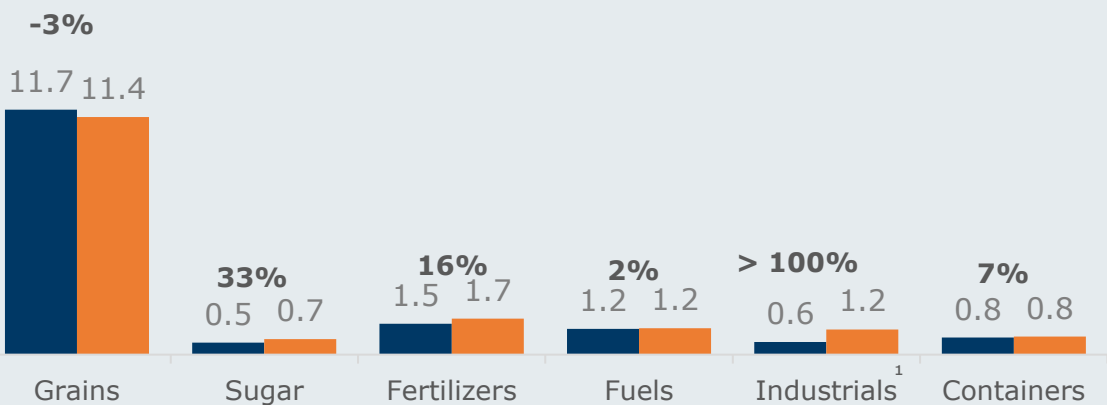


OPERATIONAL RESULT 4Q24

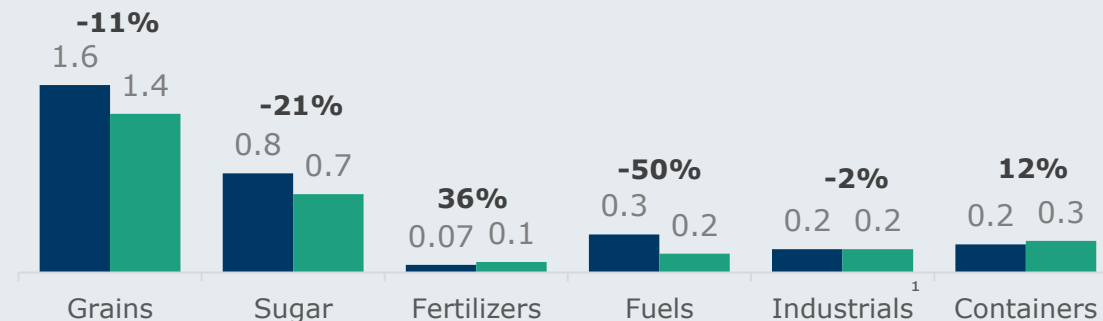
Volumes (Bln RTK)



North Operation (Bln RTK)

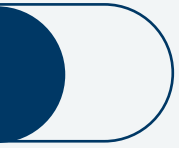


South Operation (Bln RTK)



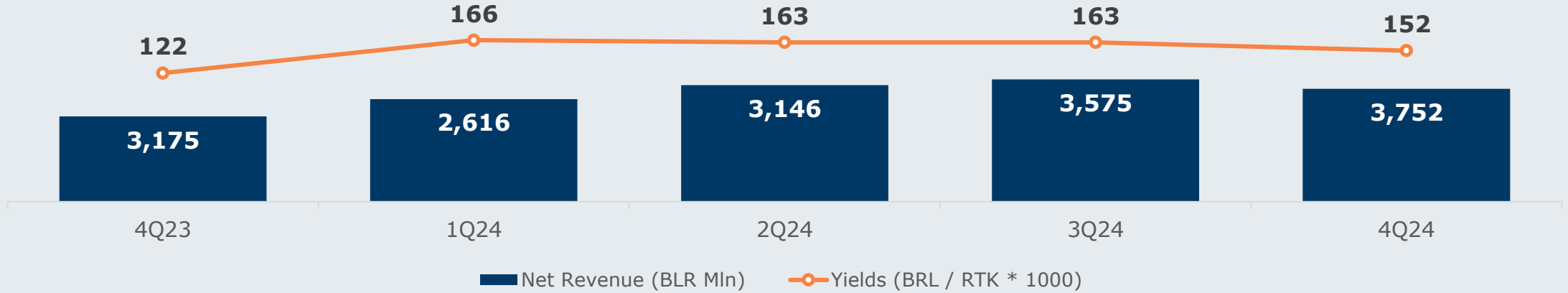
■ 4Q23 ■ 4Q24

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

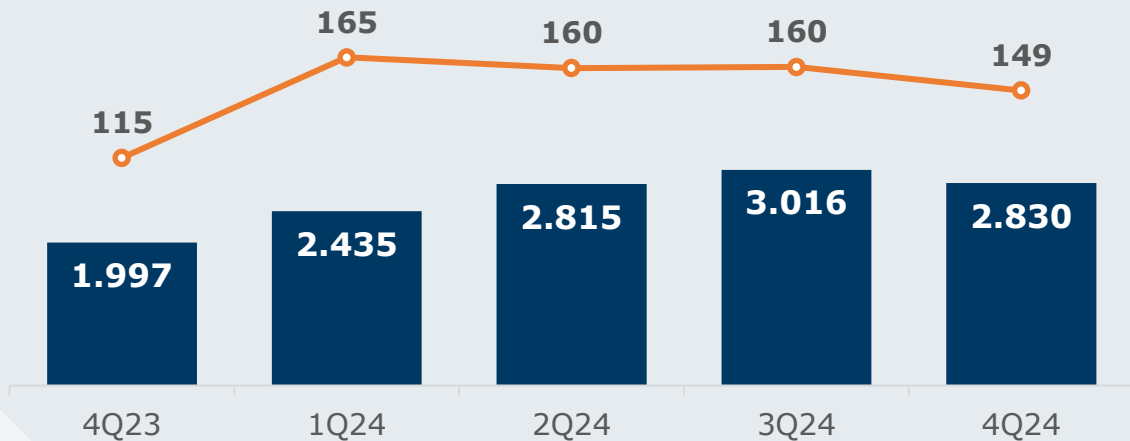


REVENUE AND YIELDS

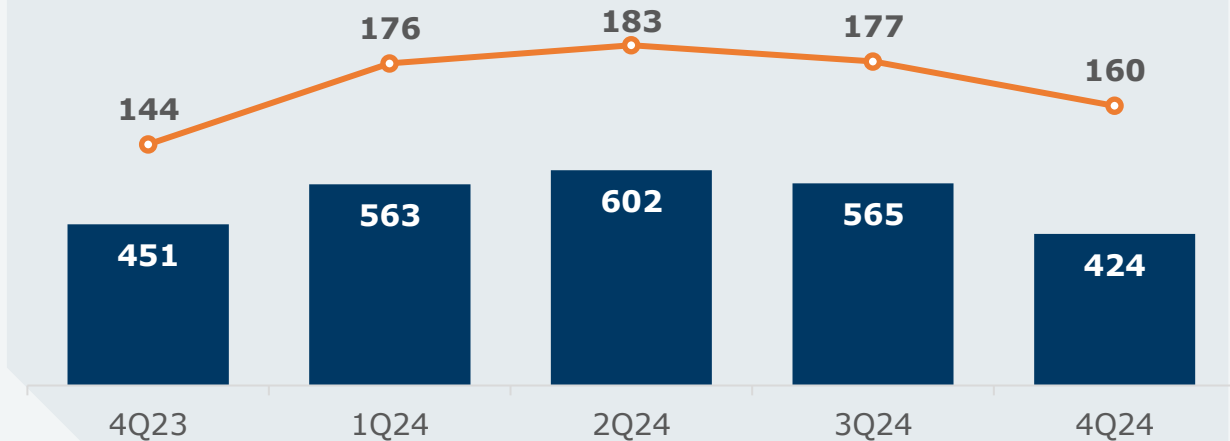
Consolidated

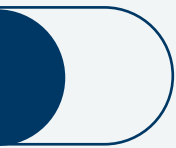


North Operation



South Operation

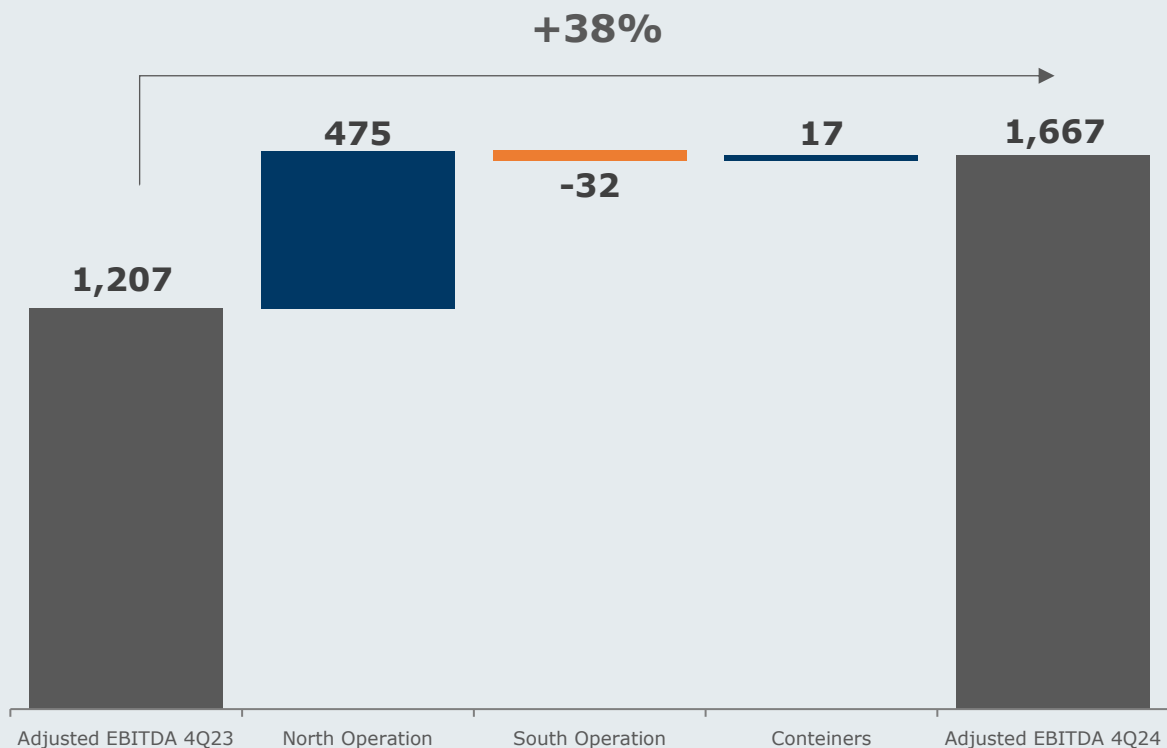




EBITDA

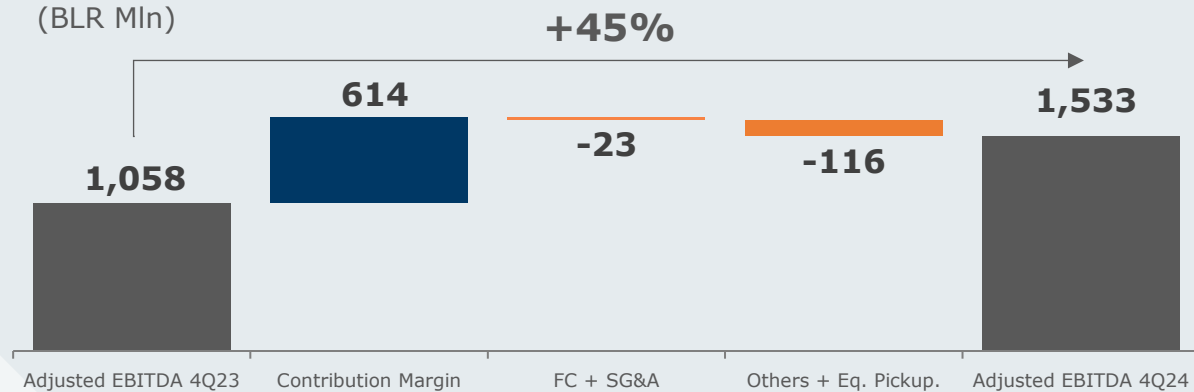
Consolidated EBITDA

(BLR Mln)



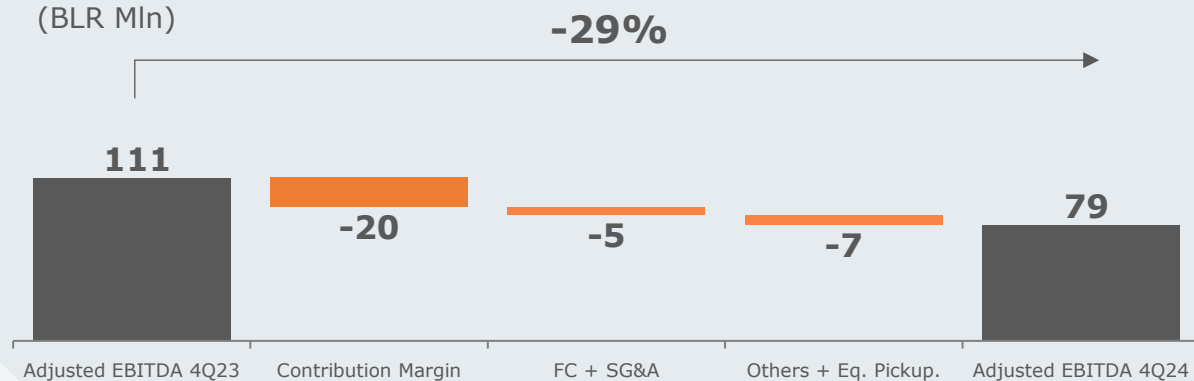
North Operation¹

(BLR Mln)



South Operation¹

(BLR Mln)

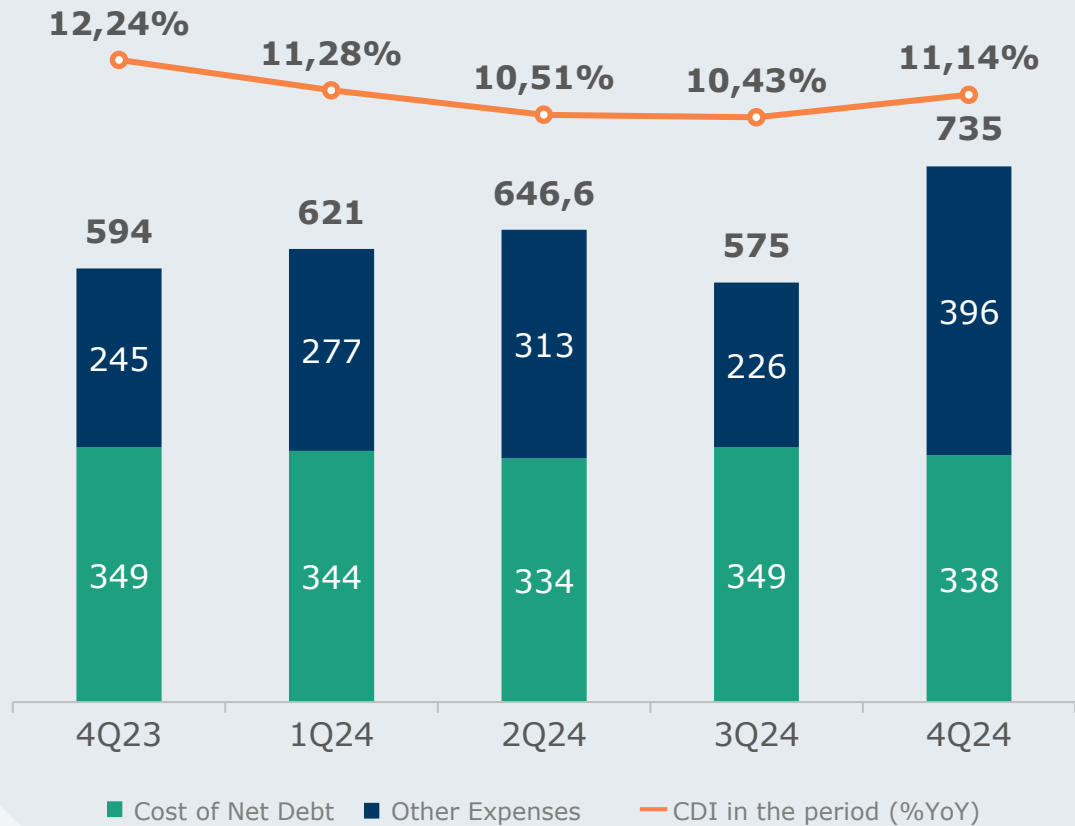


¹Excluding the non-recurring events effect. Additional information is available in the Earnings Report.

FINANCIAL RESULT AND NET INCOME

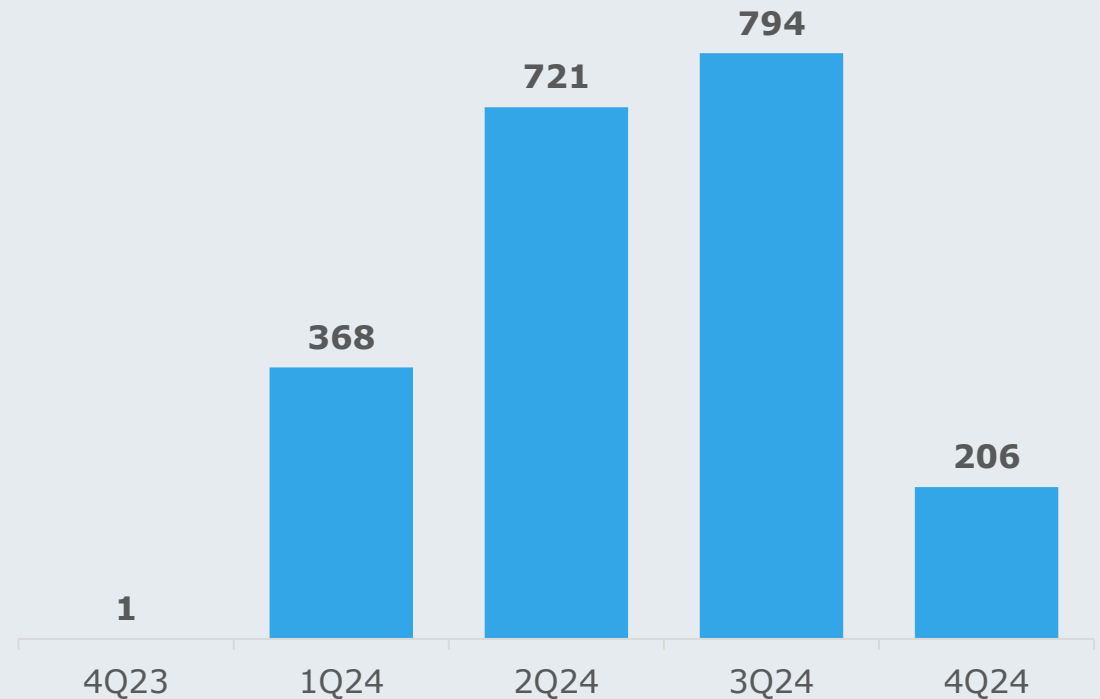
Financial Result

(BRL Mln)

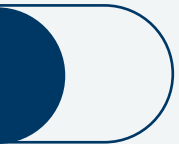


Adjusted Net Income¹

(BRL Mln)



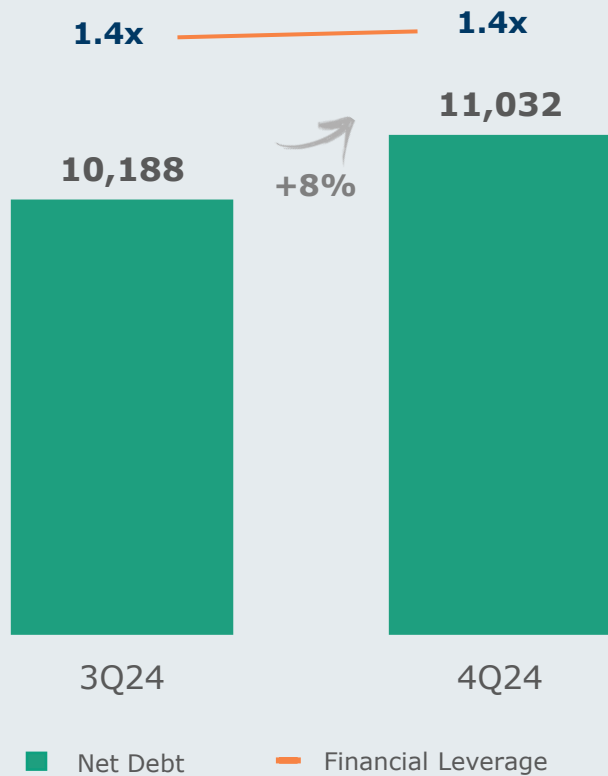
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INDEBTEDNESS

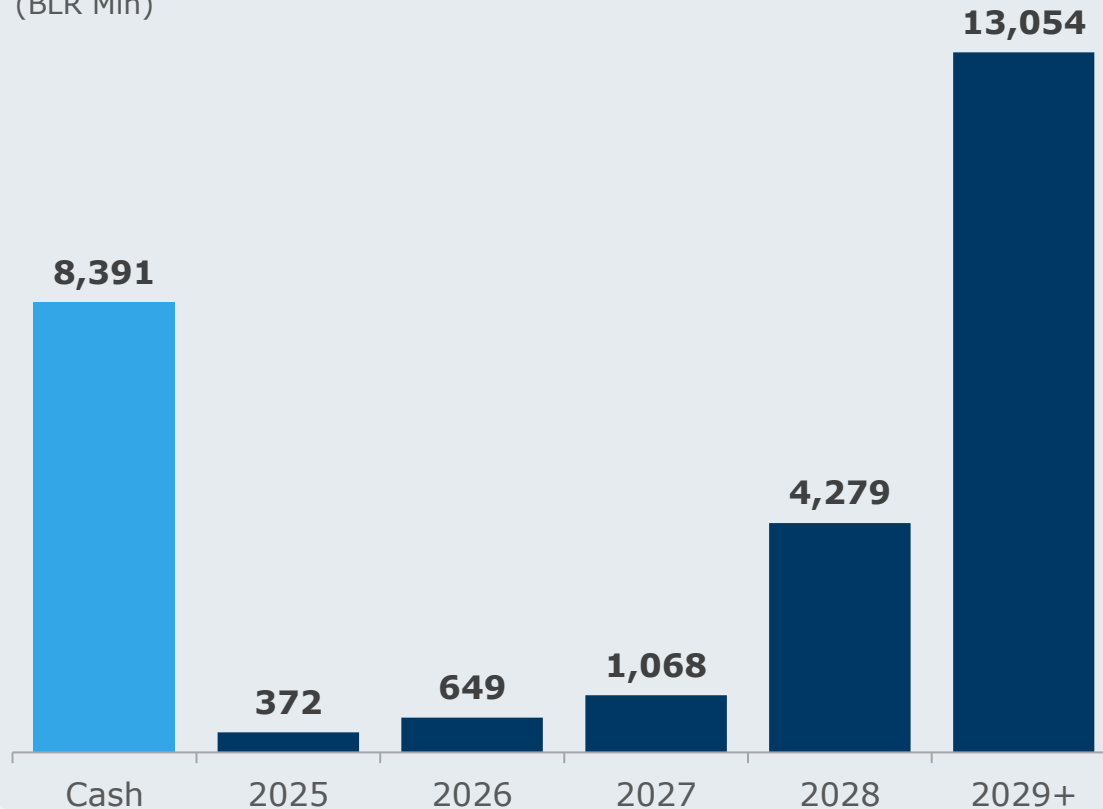
Net Debt

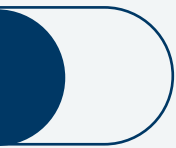
(BLR Mln)



Debt Amortization Schedule

(BLR Mln)

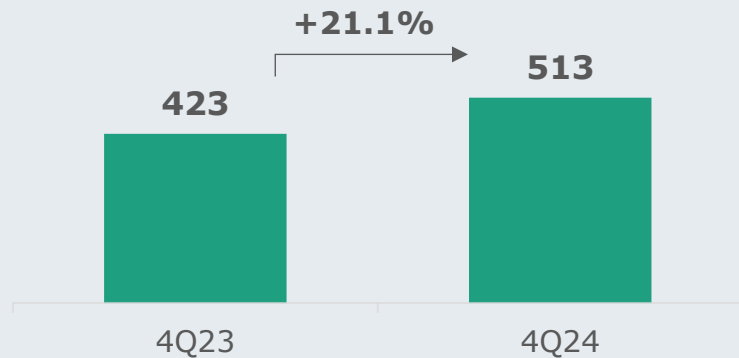




INVESTMENTS

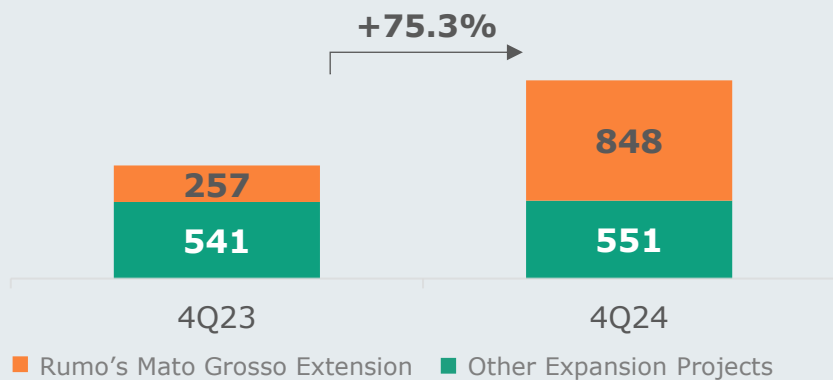
Recurring CAPEX

(BRL Mln)



Expansion CAPEX

(BRL Mln)



MT Greenfield Railway

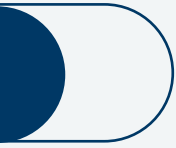
- Progress in construction material logistics.



Arrival of tracks for storage in Mato Grosso



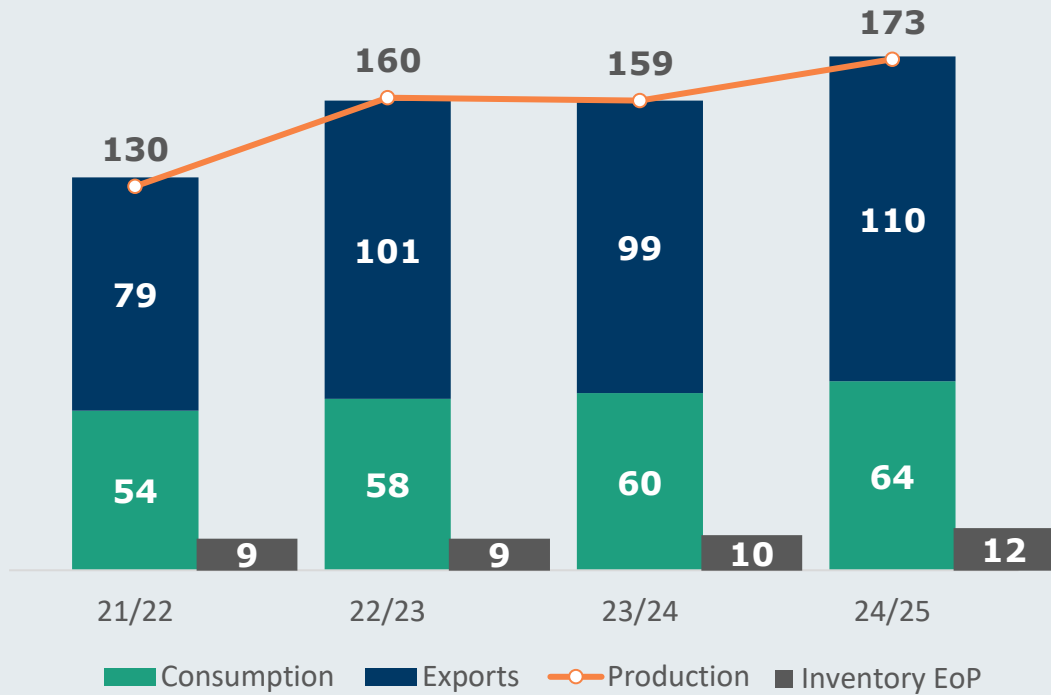
Earthworks in critical sections (km 56)



SOYBEAN MARKET OUTLOOK

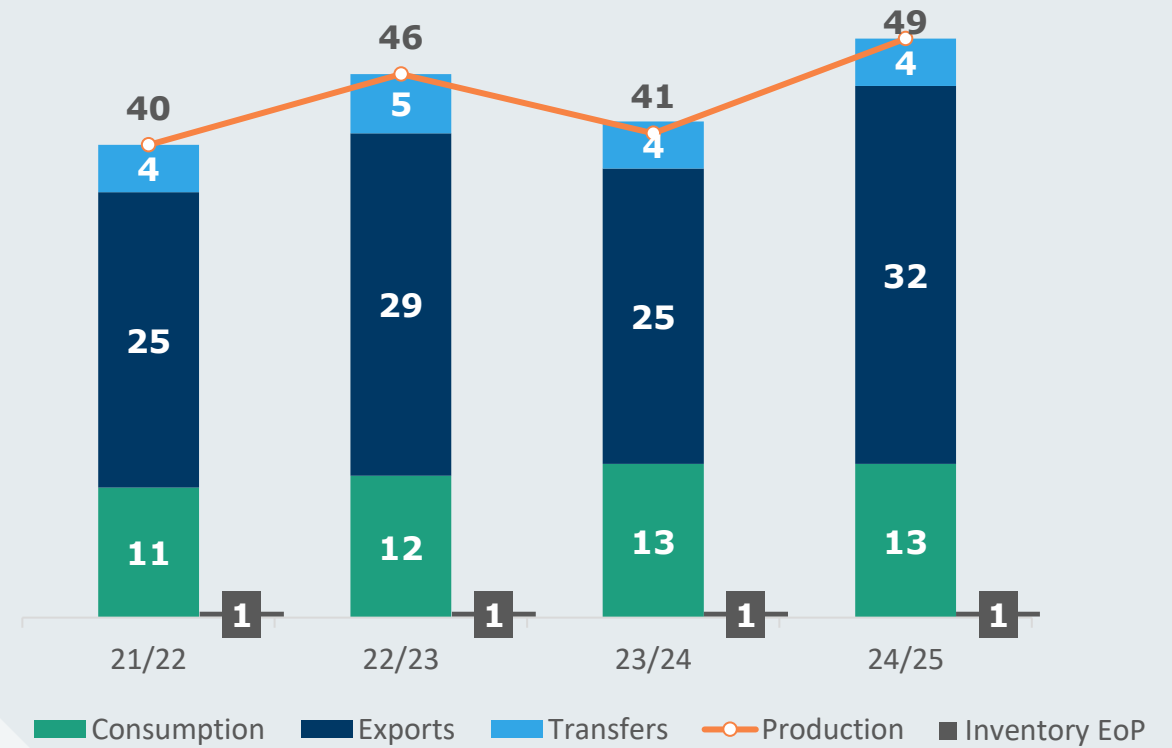
Supply and Demand

Brazil



Supply and Demand

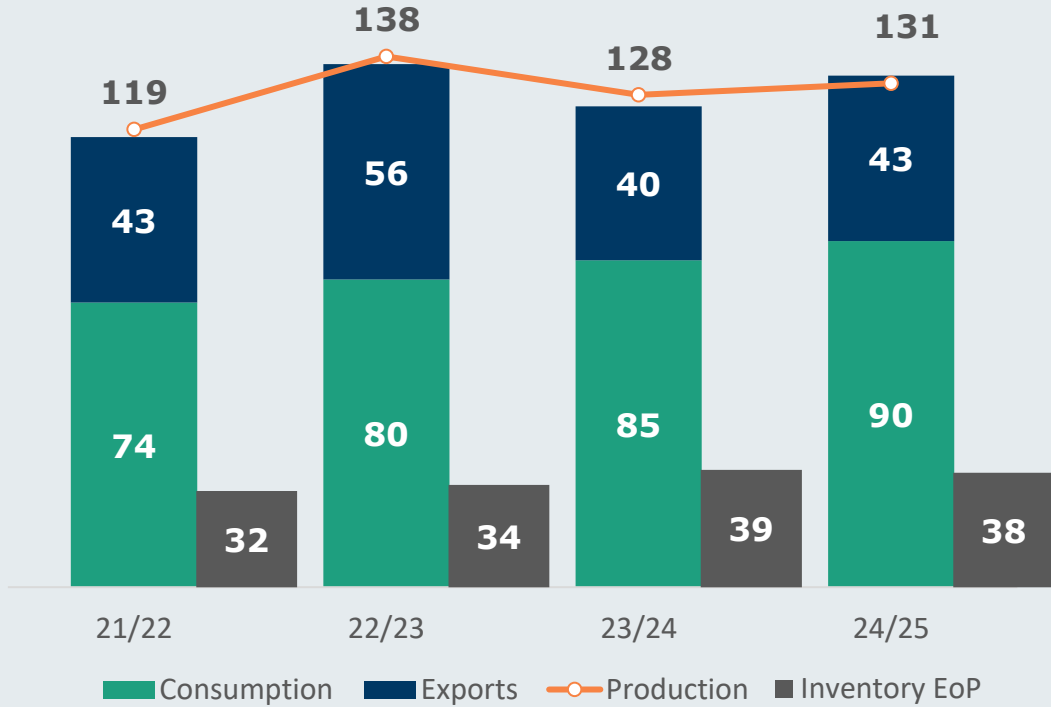
MT



CORN MARKET OUTLOOK

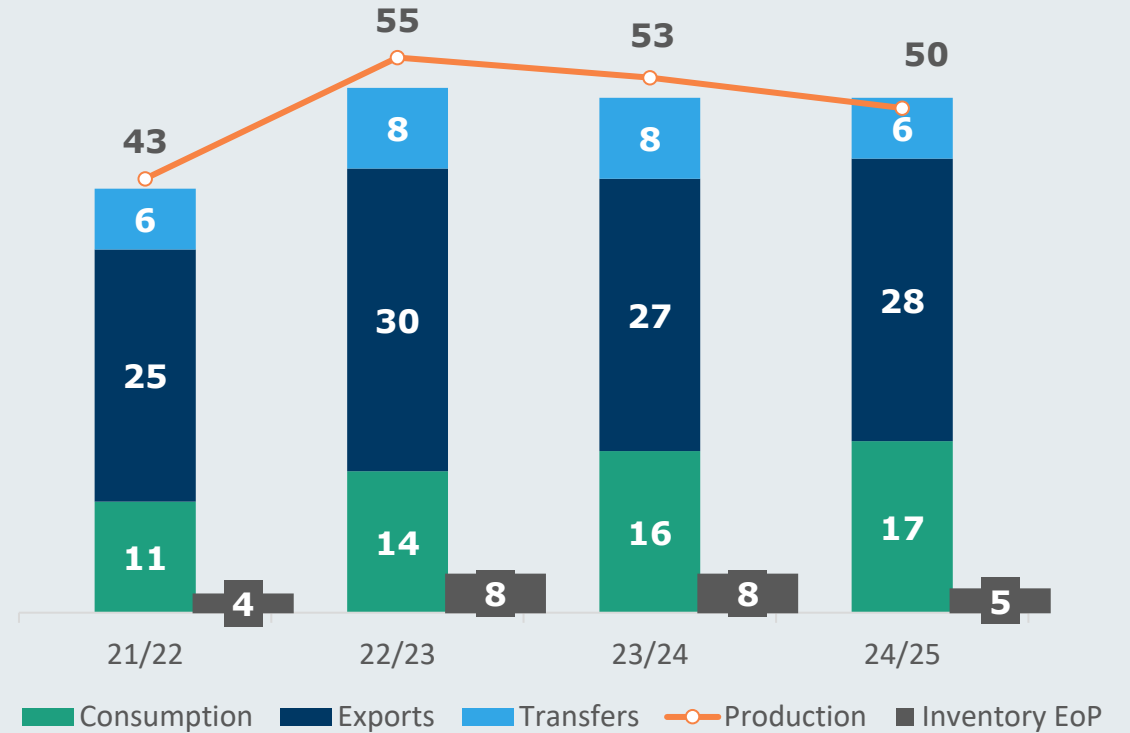
Supply and Demand

Brazil



Supply and Demand

MT



GUIDANCE 2025

	Guidance 2025
Volume (RTK bln)	$82 \leq \Delta \leq 86$
Ajusted EBITDA (BRL mln)	$8,1 \leq \Delta \leq 8,7$
Capex (BRL mln)	$5,8 \leq \Delta \leq 6,5$

Key assumptions considered:

- i. Macroeconomic assumptions based on data from reputable third-party consulting firms.
- ii. EBITDA excludes the effects of non-recurring events, as highlighted in the Earnings Release.
- iii. It does not consider potential M&A projects, divestments, or new concessions.
- iv. Projected figures are presented in nominal terms.



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