

Earnings Release

3Q23

November 10th, 2023

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The statements and information on trends reported herein do not guarantee performance.

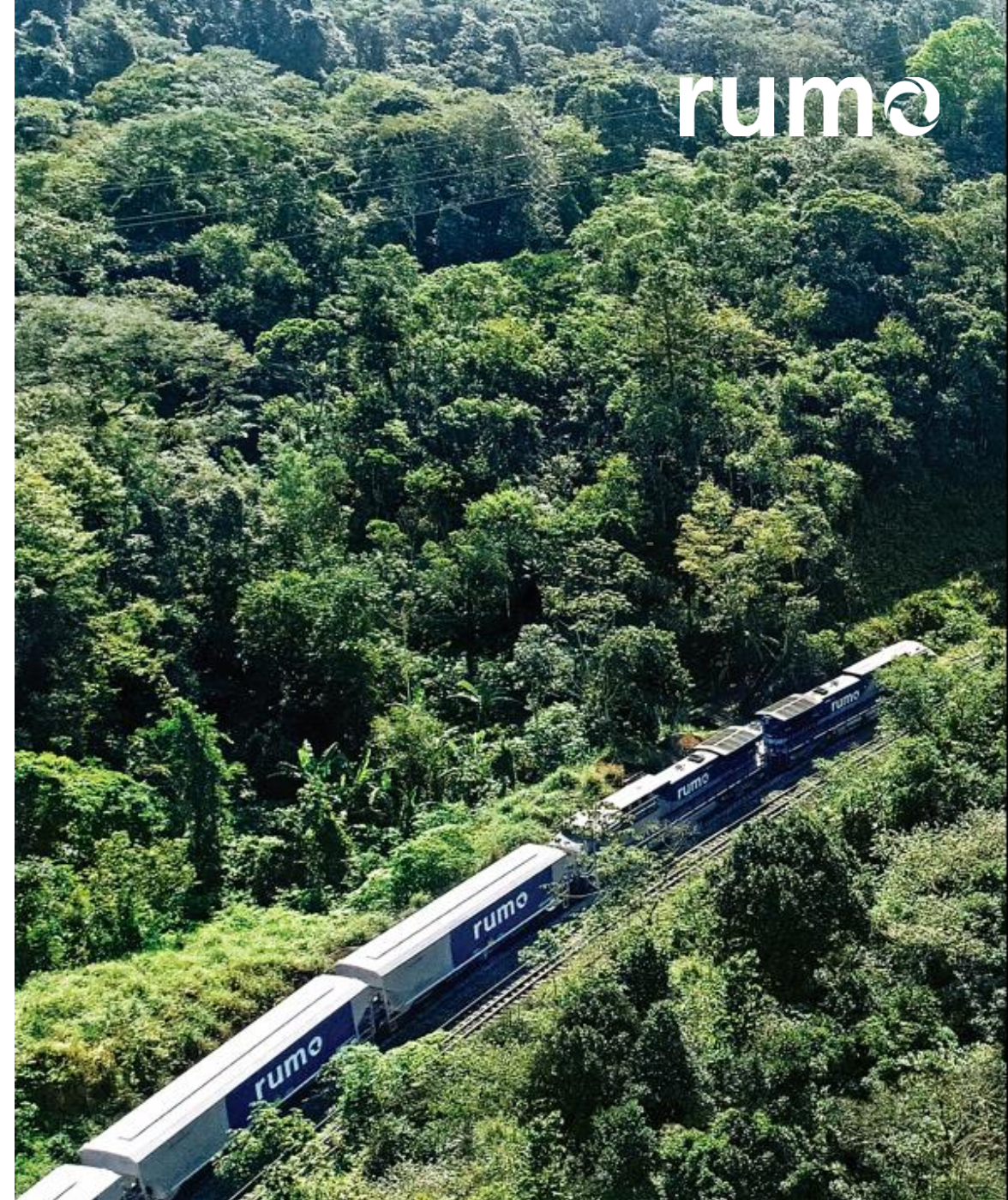
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ESG Highlights

Awards & Strategy



- **1st place** in the "Best of Dinheiro" award for the 3rd consecutive year
- **Social agenda in Baixada Santista/SP:**
 - Embedded in the **business strategy**
 - Collaboration with **strategic partners**
 - Diagnosis of **priority communities**
 - **Action plans** focused on long-term relationships with communities



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Railway Competitiveness

- **Constructive market momentum**
- **All-time high EBITDA and volume** in 3Q23
- Favorable outlook for logistics in **23/24 crops**

Operational performance

- **Improvement in transit time** between Rondonópolis/MT and Santos/SP and in the **dwel time** in Santos/SP
- **Gradual improvement** of traffic conditions in Baixada Santista/SP

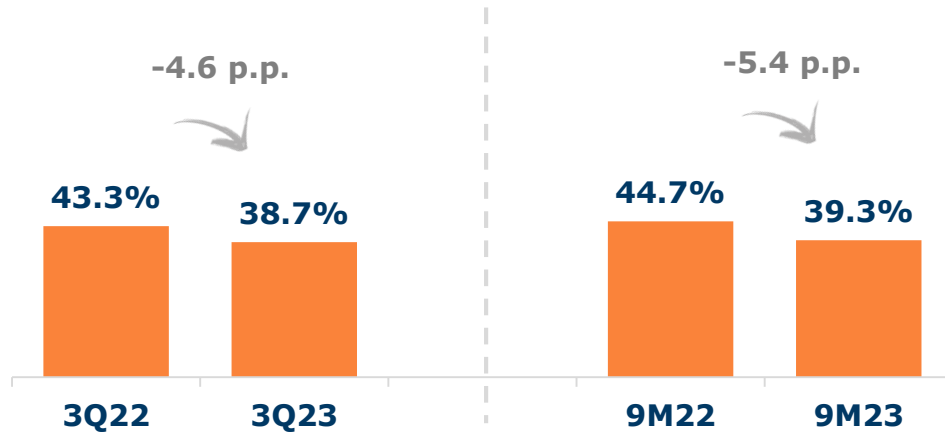
Expansion Projects

- Mobilization and progress in different fronts of the **extension project in Mato Grosso**
- **Completion of the stretch 3 in Malha Central** – Santa Helena/GO to Ouro Verde/GO
- **FIPS** – Start up of operations (Oct 1st)

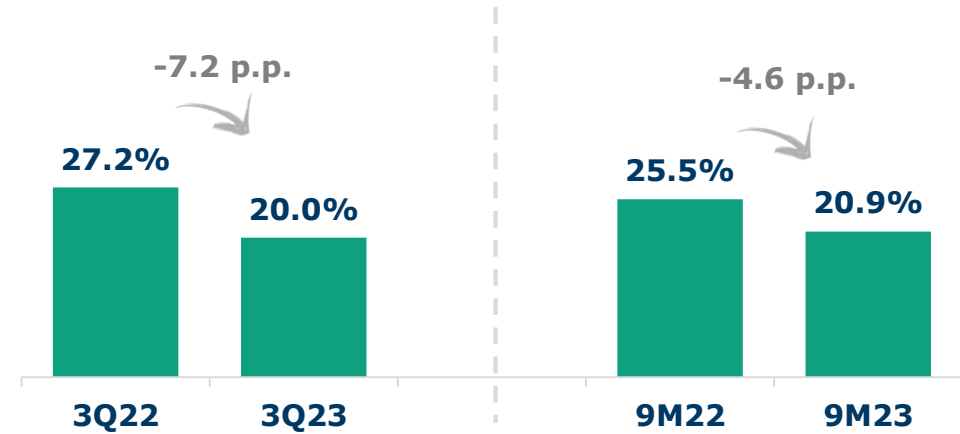
Grains Market Share (Soybeans, Corn, and Soymeal)

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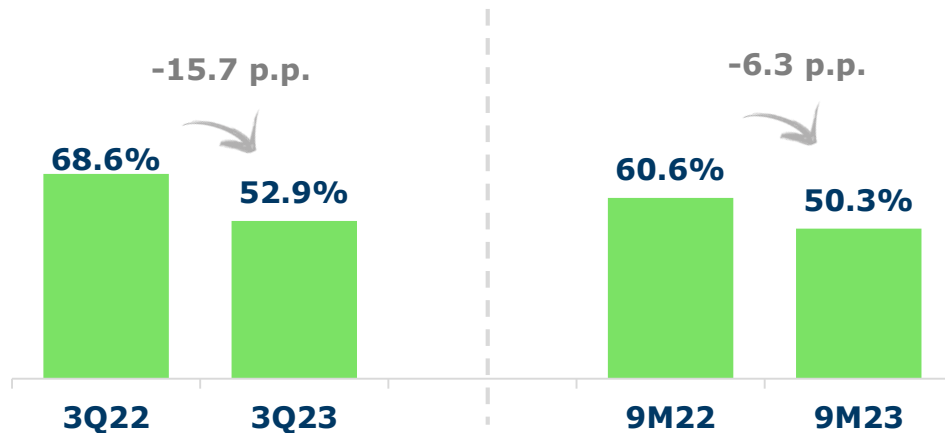
Mato Grosso (MT)



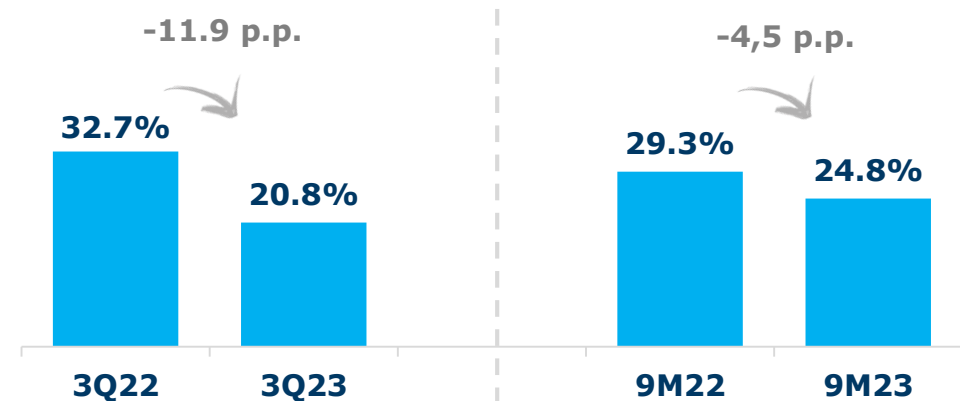
Goiás (GO)



Santos Port (SP)

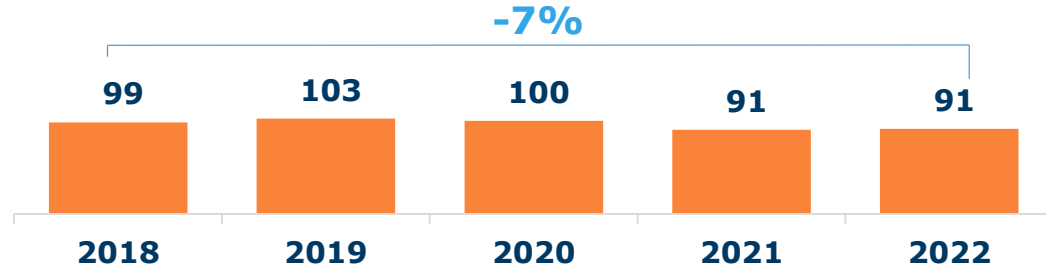


Paranaguá (PR) and São Francisco do Sul (SC) Ports

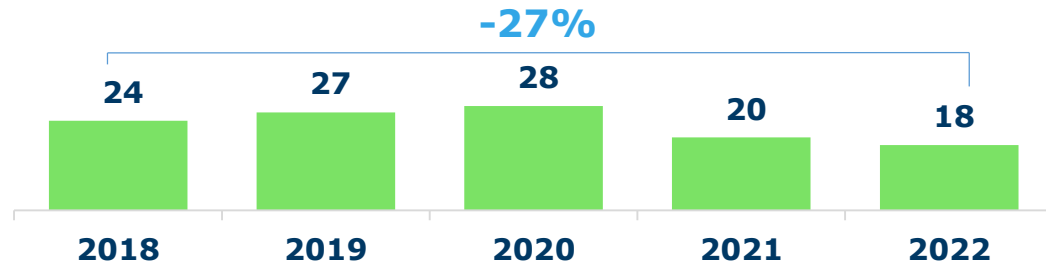


Operational Indicators

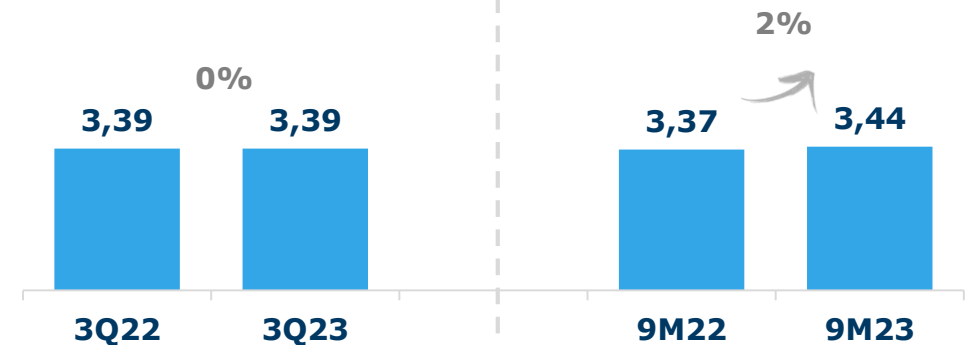
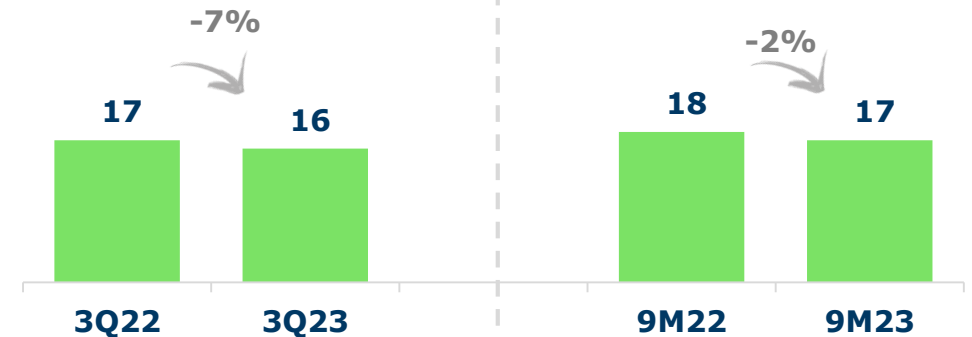
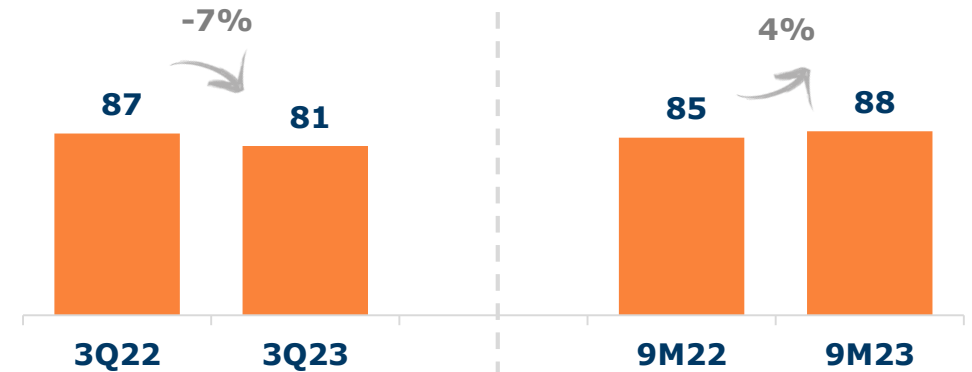
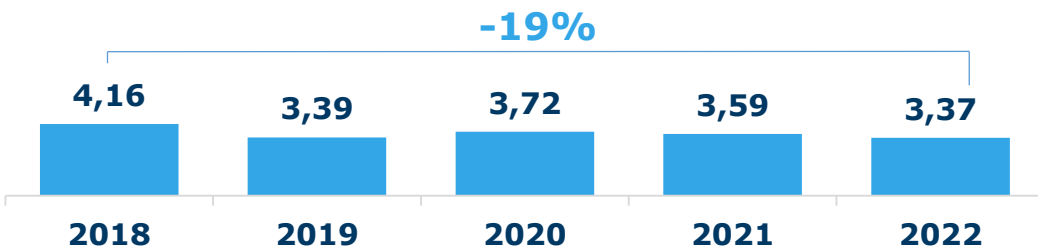
Transit Time North Op. (Hours)



Dwell Time in Santos (Hours)



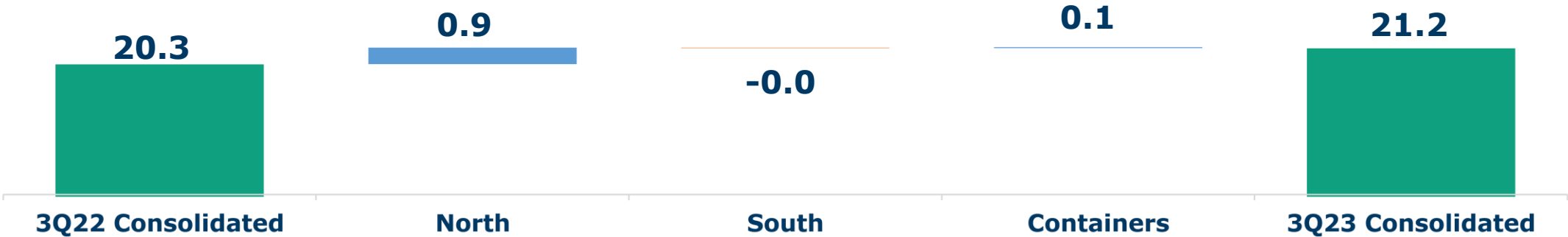
Consolidated Diesel Consumption (liters/ '000 RTK)



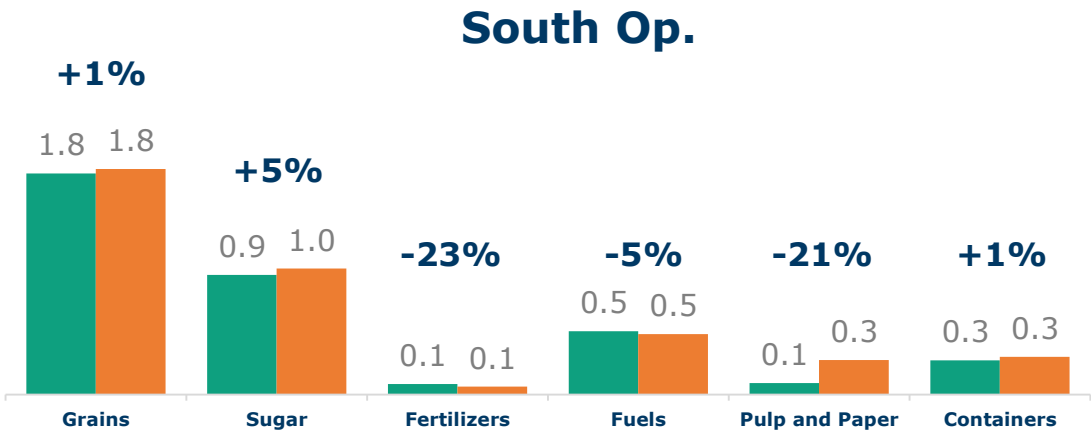
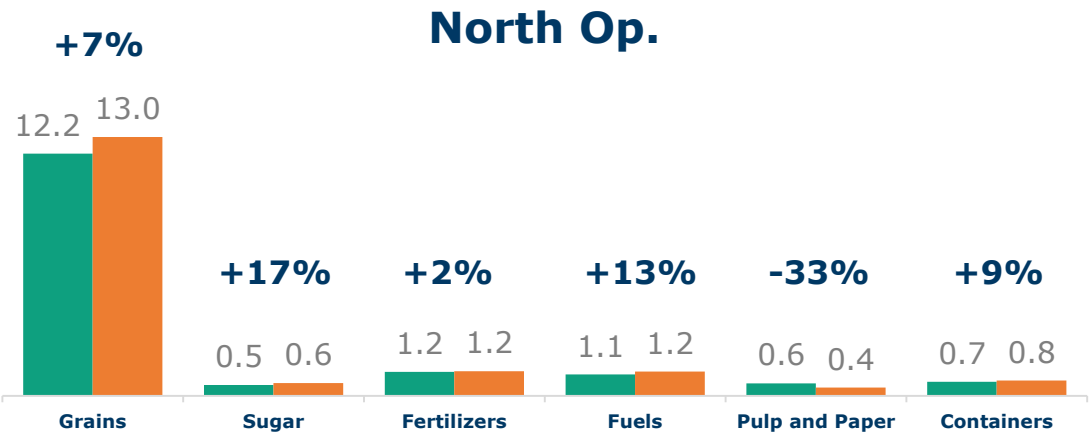
Operational Result



Volumes (Bln RTK)



Segment Performance (Bln RTK)

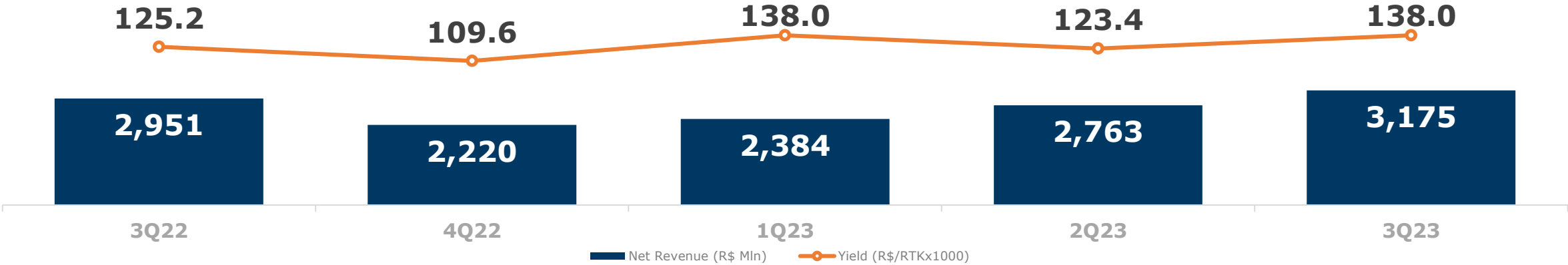


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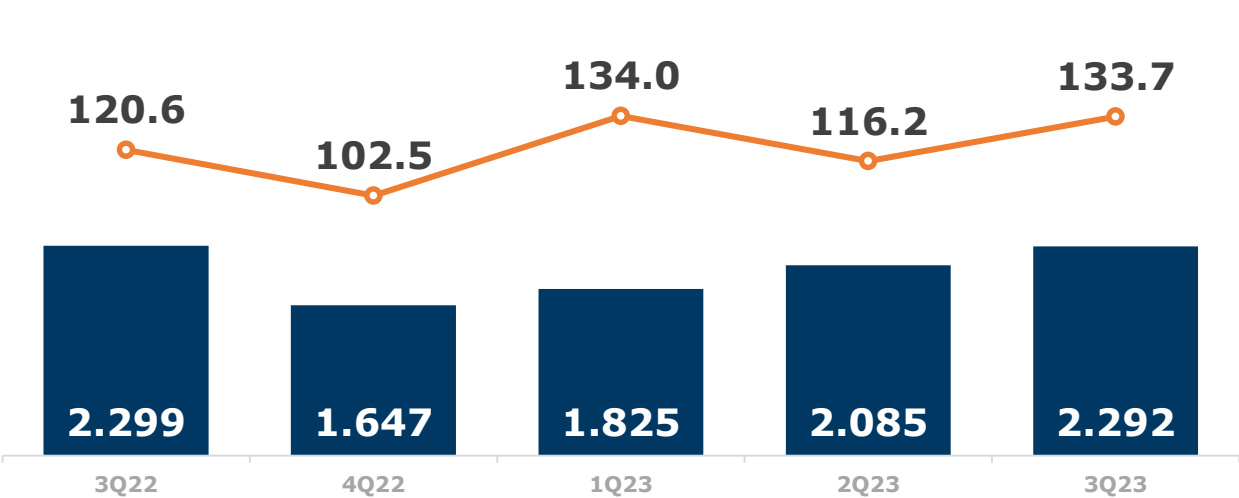
Revenue and Yields



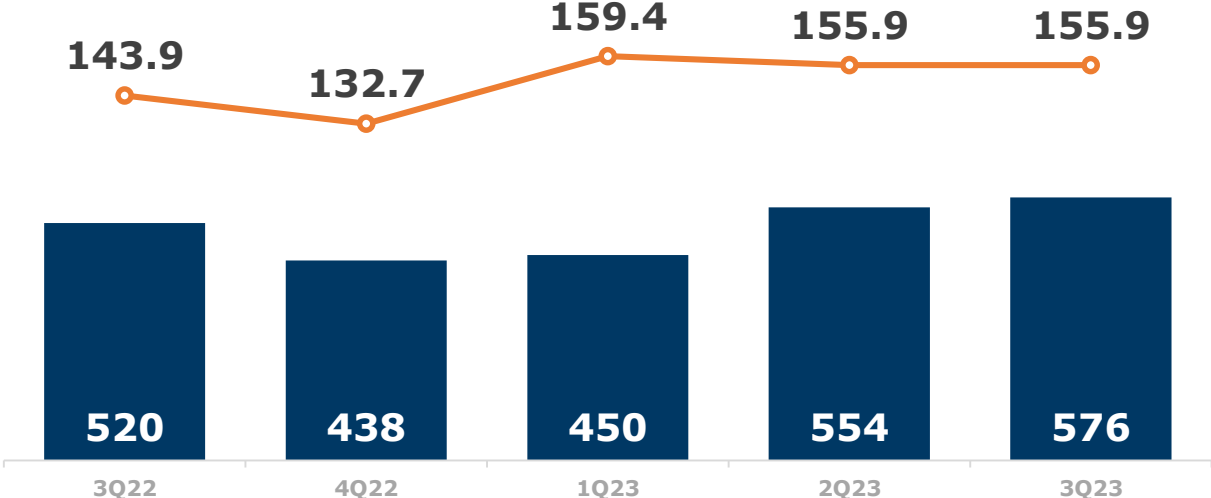
Consolidated

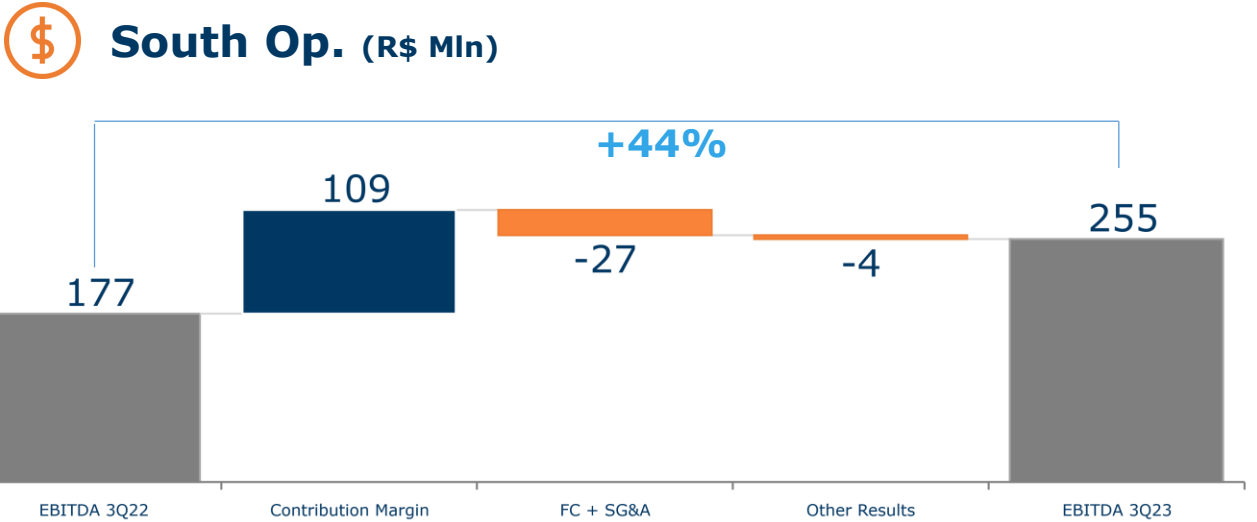
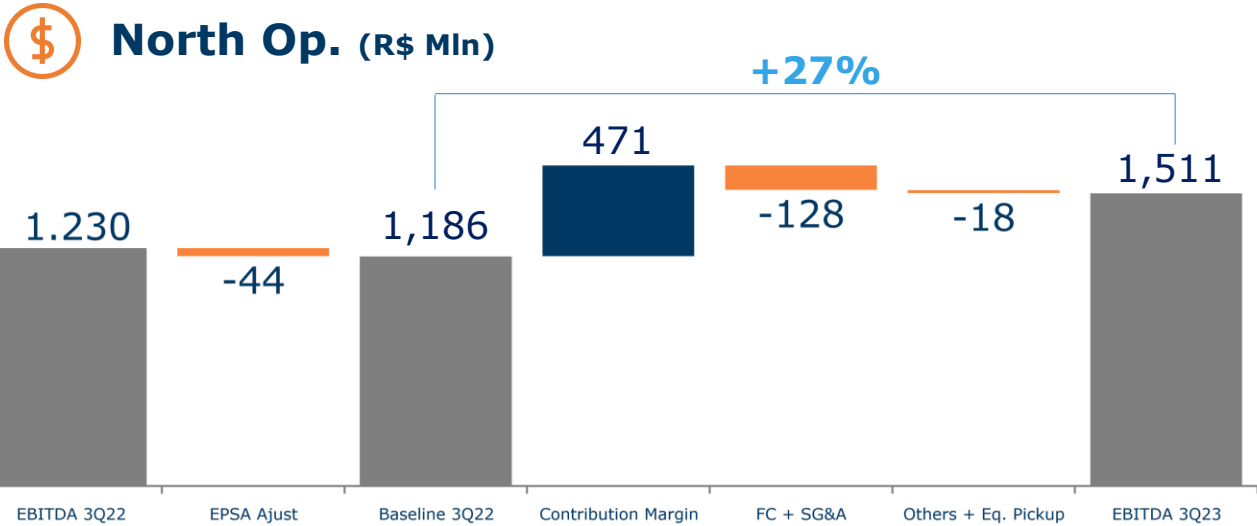
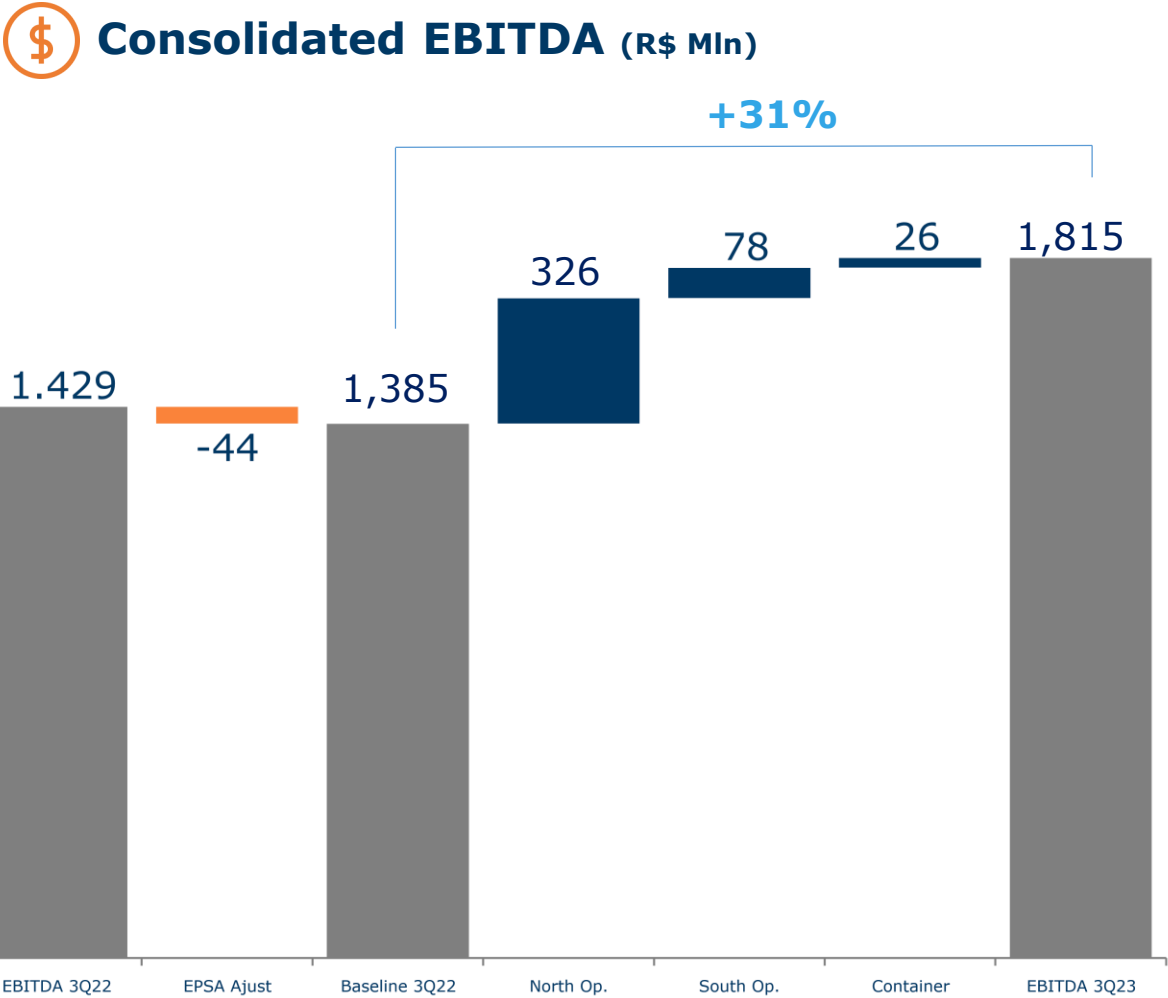


North Op.



South Op.

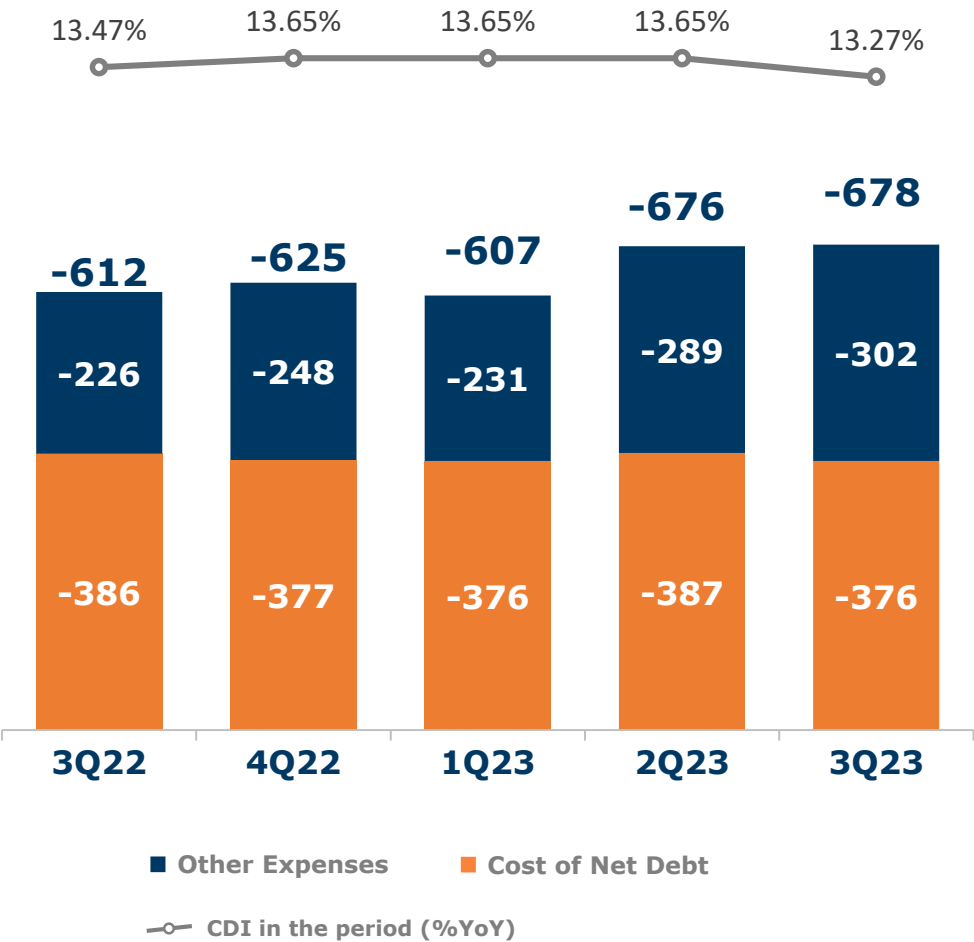




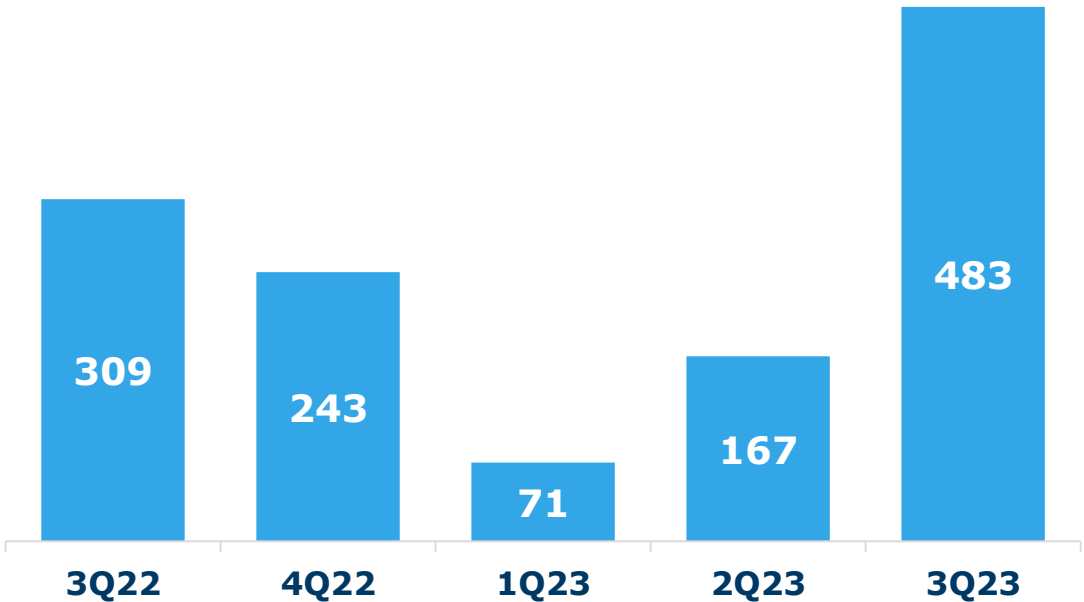
Financial Result and Income



Financial Result (R\$ Mln)



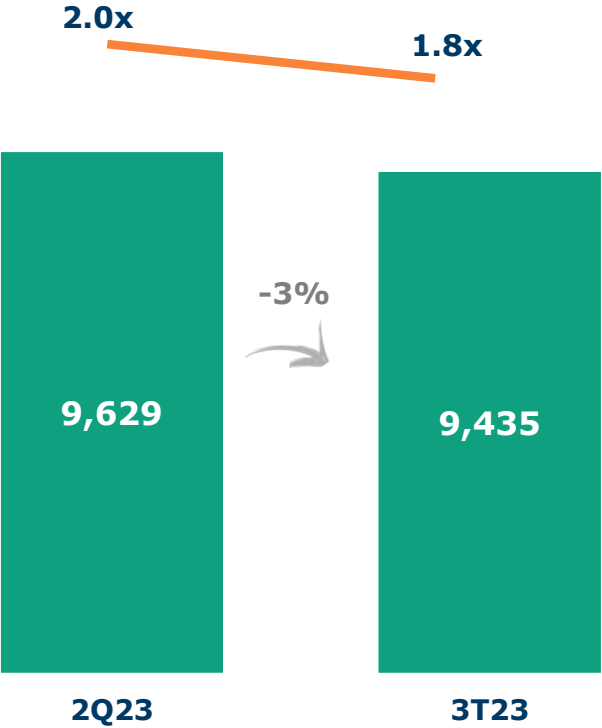
Net Income (R\$ Mln)





Net Debt (R\$ Mln)

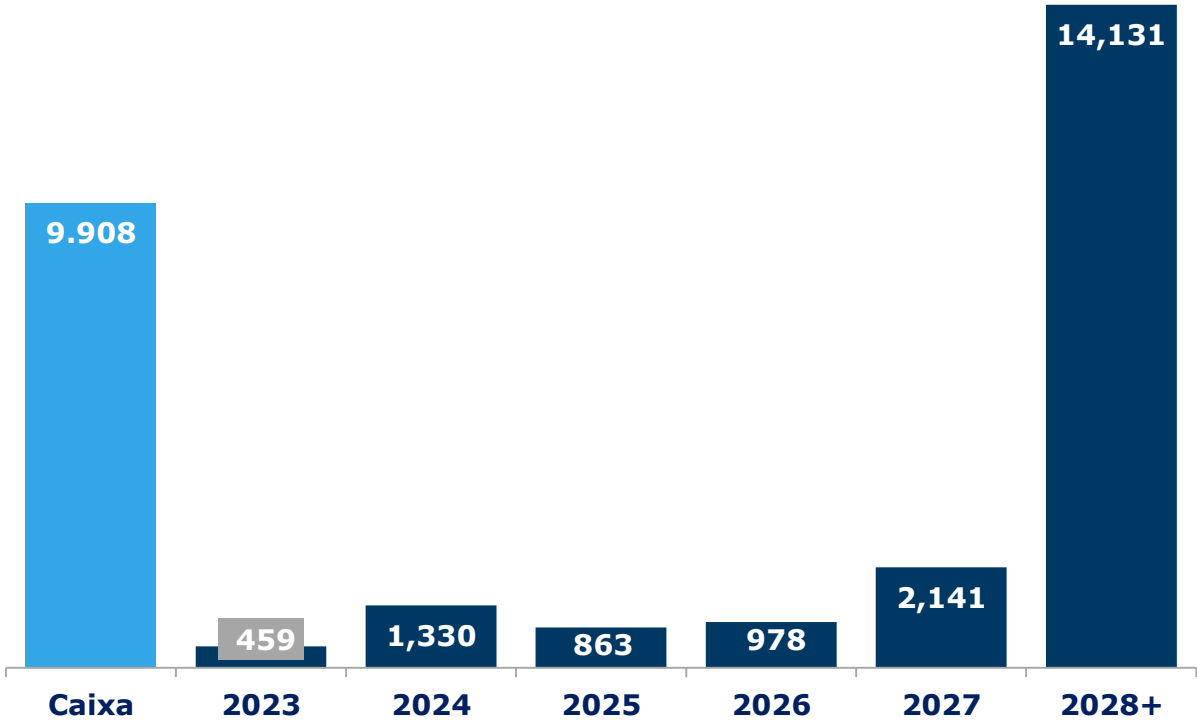
Financial leverage
(Net debt/LTM Adjusted EBITDA)



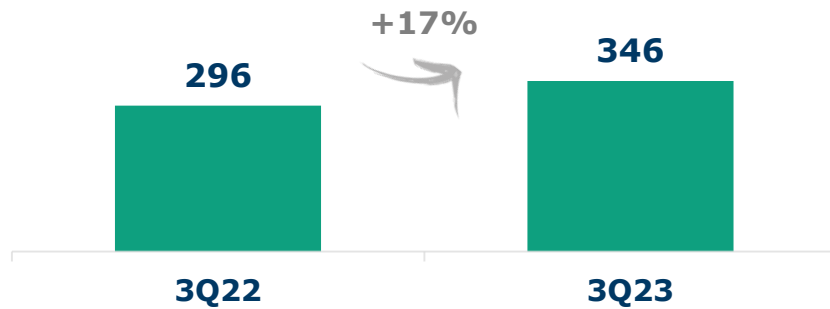
- Net Debt
- Financial Leverage



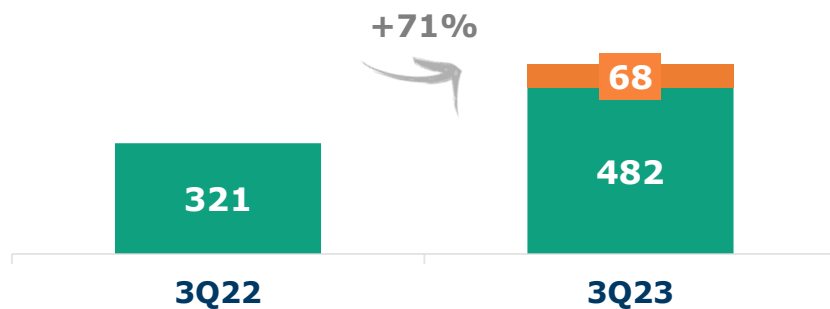
Debt amortization schedule (R\$ Mln)



\$ Recurring CAPEX (R\$ Mln)



\$ Expansion CAPEX (R\$ Mln)



Other Expansion Projects

Rumo's Mato Grosso Extension

Expansion Works

- Execution of Land Moving of the 35kms
- Upper Crossing OAE 04 and OAE 6
- Execution of the Viaduct OAE 05 - Tugore
- Areal River Bridge and Viaduct MT373 – OAE 07 and 08



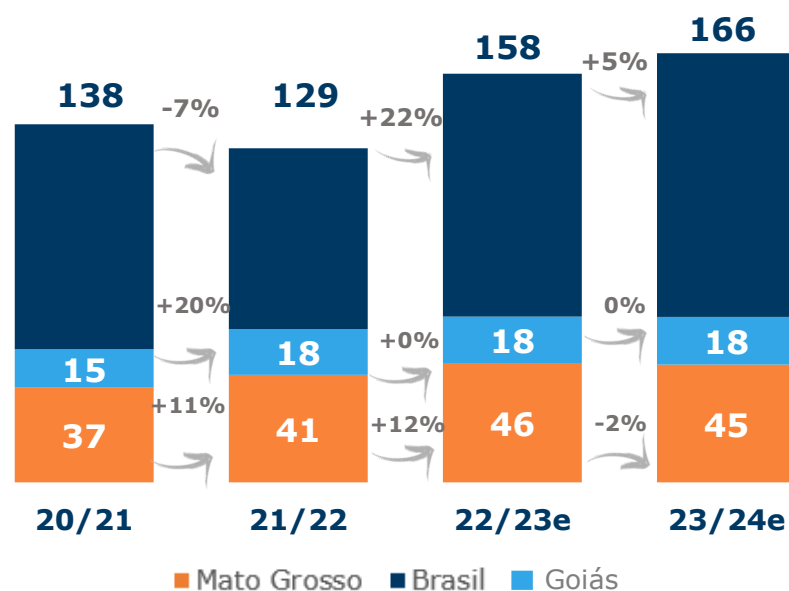
Earthmoving - Segment 1.2

Soybean

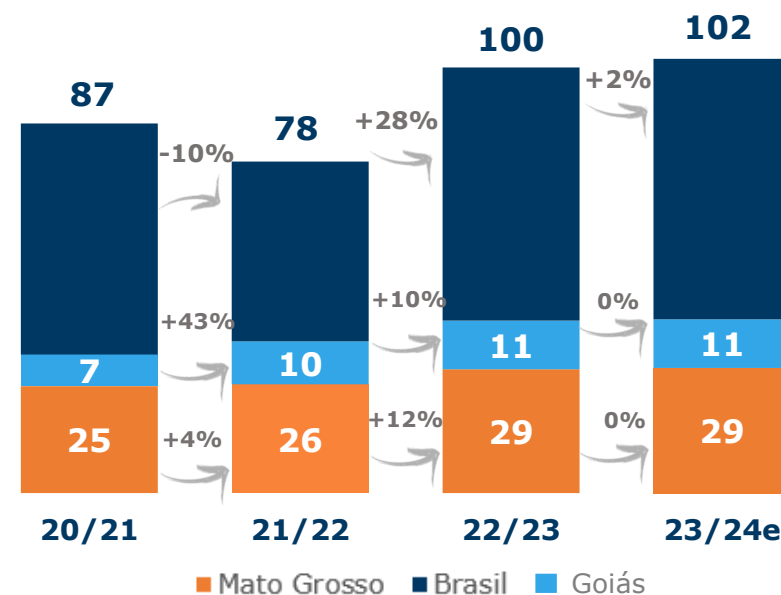
- Preliminary estimates point to a new record harvest in 23/24, of around 166 million tons, with 102 million tons destined for export.
- The most significant growth is expected in the state of RS, with 8 million tons produced and 3 million tons exported more than in 22/23. The states of MT, GO, MS and PR have initial production and export estimates in line with the previous harvest.



Production | Brasil, MT and GO (MM t)



Export | Brasil, MT and GO (MM t)



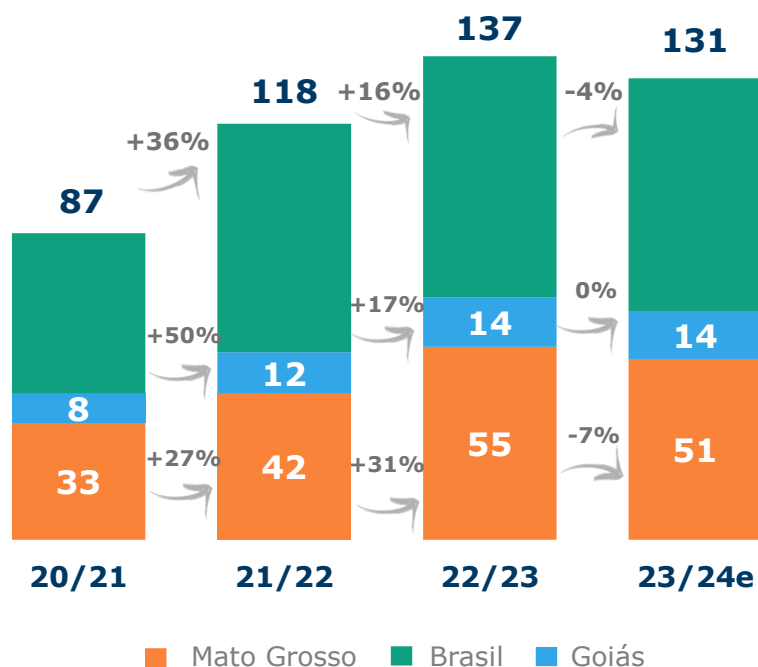
Corn

- 22/23 harvest completed: projections indicate record production of 137 million tons in Brazil and 57 million tons exported.
- Carryover stocks for 2024 could reach 17 million tons in Brazil, 1 million more than the previous year, with an additional 2 million tons in the state of MT, reaching 6 million tons.

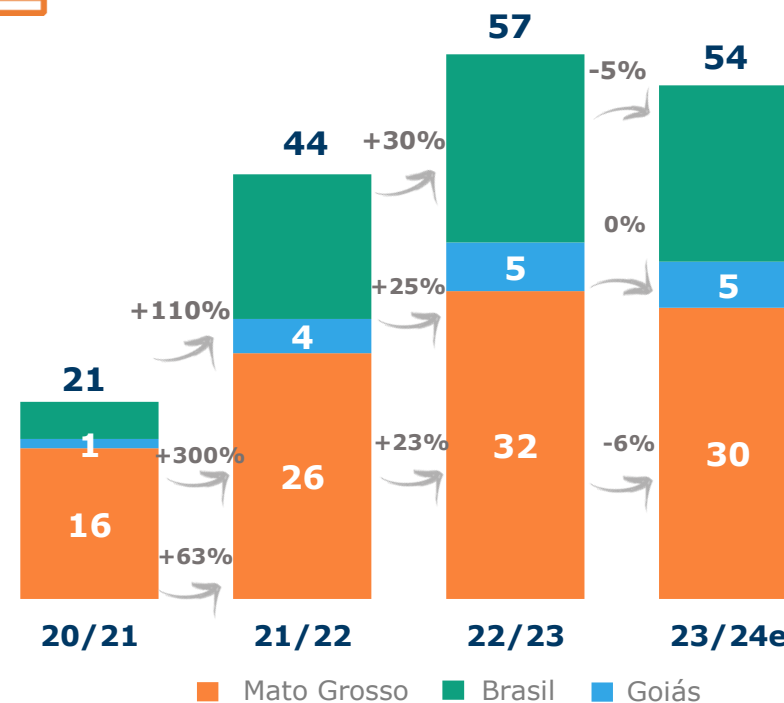
Nota: Considera as duas safras brasileiras



Production | Brasil , MT and GO (MM t)



Export | Brasil, MT and GO (MM t)





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