



# Earnings Release

4th quarter of 2023

**COMPASS**



**We are Compass, a company created to expand and diversify the gas market in Brazil, promoting greater safety and competitiveness across the energy grid.**

**We do this anchored on our values: transparency, connection, and audacity.**

Our story began in 2012 with the acquisition of **Comgás** by **Cosan**. Since then, we have created a winning business model that enabled us to increase the number of clients and expand the gas pipeline network.

Based on all the knowledge and experience in managing **Comgás**, we created **Compass** in March 2020 to offer options for an increasingly free gas and energy market in Brazil. In four years of history, we have already invested over R\$9 billion in Brazil's natural gas market.

Our operations are currently grouped into two segments: **Distribution and Marketing & Services**.

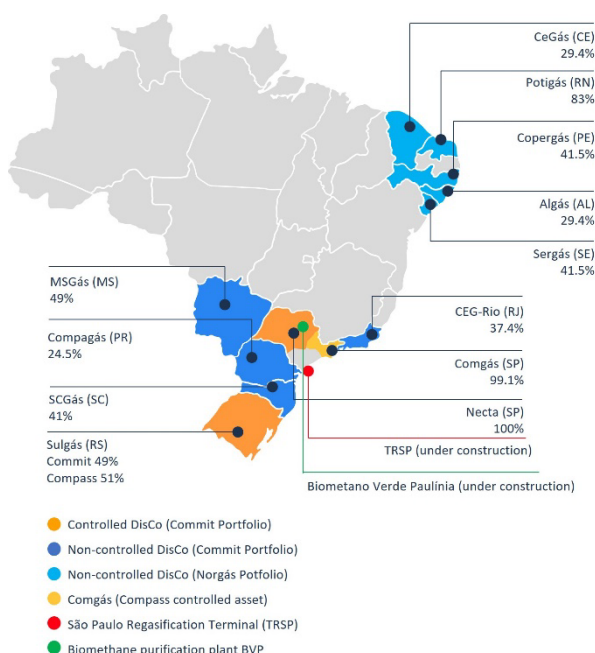
**Distribution**

We operate through two vehicles. In addition to **Comgás**, Brazil's largest natural gas distributor located in São Paulo, we hold equity interest in 11 other gas distributors managed by **Commit**, Compass' subsidiary of which Mitsui is a partner. Commit's assets are organized in clusters in Brazil's Northeast (Norgás) and Center-South regions, where it has **Sulgás**, whose controlling interest was acquired from the State of Rio Grande do Sul in early 2022, as well as **Necta**, Commit's direct subsidiary. In the other distributors, Commit has been working on synergy and alignment with its local partners, exchanging experiences and implementing the best management practices.

**Marketing & Services**

Segment that offers natural gas supply alternatives, ensuring safety and flexibility, promoting decarbonization among all its clients, whether they are connected to the distribution grid or are off-grid, transporting other energy products via highways (LNG B2B).

Managed by **Edge**, its business model consists of strategic assets such as the São Paulo Regasification Terminal (**TRSP**), located in Santos, **Biomethane** assets and contracts, **LNG B2B**, other infrastructure projects and trading of gas.



SÃO PAULO, MARCH 27, 2024

COMPASS GÁS E ENERGIA S.A. announces today its results for the fourth quarter of 2023 (4Q23) and fiscal year 2023 (12M2023). The results are presented on a consolidated basis, in accordance with the accounting practices adopted in Brazil and International Financial Reporting Standards (IFRS). Except where otherwise stated, all comparisons in this report are of 4Q23 with 4Q22.

### 1.0 | MESSAGE FROM EXECUTIVE OFFICERS



2023 was year, with many achievements for the strategic evolution of **Compass**.

In the **distribution** segment, despite the lower distributed volume we maintained our pace of connections, reaching 2.7 million customers connected, which led to an increase in **EBITDA**. In addition, we advanced in the sale of our ownership interest in Norgás, focusing on the optimization of our portfolio.

In the **Marketing & Services** segment, we created **Edge** and advanced in our biomethane agenda, with the partnership with OrizonVR and execution of the long-term biomethane offtake agreement with São Martinho. In addition, we are in the final stretch of the **TRSP** construction.

We began 2024 filled with energy and enthusiasm to promote a **safe and efficient** energy transition, while developing people and society, now alongside **Compass'** team.

Antônio Simões | CEO



We ended 2023 with strong results, reflecting the beginning of the sale of LNG under **Edge** and the resilience of the **distribution** segment, leading to **adjusted EBITDA** of **R\$4,290 million, an increase of 24%** vs. 2022.

Our investments totaled **R\$2,035 million**, within our guidance range, reflecting our **commitment** to the development of the gas market, with investments in the **TRSP** and **the biomethane project**, as well as the investments in **distribution segment**.

All that, combined with our discipline in capital allocation, led to financial leverage of **1.3x** in the end of 2023.

Guilherme Machado | CFO & IRO



### 2.0 | QUARTER HIGHLIGHTS



 3.0 | EXECUTIVE SUMMARY

R\$ '000	4Q23	4Q22	Var.	12M23	12M22	Var.
Net revenue	4,230,824	5,246,602	-19%	17,767,327	19,719,205	-10%
Gross profit	793,582	918,898	-14%	3,511,296	3,354,370	5%
EBITDA	669,436	894,421	-25%	4,244,721	3,410,023	24%
Adjusted EBITDA <sup>1</sup>	1,088,344	913,421	19%	4,290,140	3,459,869	24%
Net income	1,380,152	516,275	>100%	1,800,241	1,977,298	-9%
Net income (recurring) <sup>1</sup>	632,623	423,277	49%	2,107,524	1,769,099	19%
Investments <sup>2</sup>	549,834	486,368	13%	2,035,119	1,485,307	37%
Net debt (ex-IFRS 16)	5,505,343	4,351,952	27%	5,505,343	4,351,952	27%
Financial leverage <sup>3</sup>	1.31x	1.26x	n/a	1.31x	1.26x	n/a

<sup>1</sup> Result adjusted by non-recurring events. More information in the item 5.1. and 8.1 respectively

<sup>2</sup> Does not include capitalized interest.

<sup>3</sup> Net debt/ EBITDA LTM (accumulated EBITDA in the last 12 months).

- Distributed volume of 13.2 million m<sup>3</sup>/d in 4Q23, decreasing 6% from 4Q22, and 13.5 million m<sup>3</sup>/d in 2023, down 9% on 2022, mainly due to the lower distributed volumes in the industrial and automotive segments.
- Adjusted EBITDA of R\$1,088.3 million in 4Q23, an increase of 19% from 4Q22, reflecting Compass' portfolio diversification, which combines the resilience of distribution with the start of operations under Edge. As such, Compass ended 2023 with adjusted EBITDA of R\$4,290.1 million, up 24% year on year.
- Recurring net income of R\$632.6 million in 4Q23, 49% higher than in 4Q22, and R\$2,107.5 million in 2023.
- Investments of R\$549.8 million in the quarter, mainly in natural gas distribution and construction of the São Paulo Regasification Terminal (TRSP), which should be concluded in 1Q24.
- Net debt ended the quarter at R\$5,505.3 million, with leverage ratio of 1.31x.

## 4.0 | RESULTS BY SEGMENT

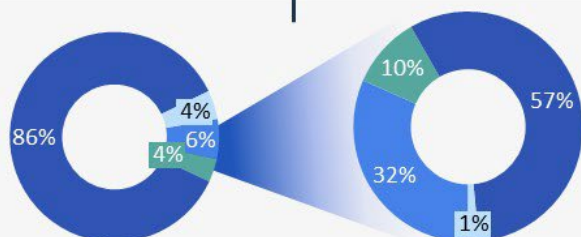
### >> 4.1 | GAS DISTRIBUTION

Volume

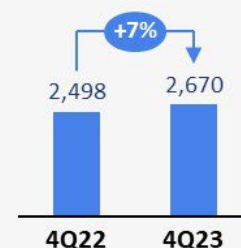
Margin

Clients (thousand)

Residential  
Commercial  
Industrial  
Automotive



**42.4**  
thousand  
clients  
added  
in 4Q23



	4Q23	4Q22	Var.	12M23	12M22	Var.
<b>Volume<sup>1</sup> ('000 cbm)</b>						
Residential	74,950	85,414	-12%	329,068	334,669	-2%
Commercial	43,337	44,068	-2%	168,340	166,692	1%
Industrial <sup>2</sup>	1,043,157	1,096,052	-5%	4,213,232	4,638,695	-9%
Automotive	53,735	59,939	-10%	215,933	308,256	-30%
<b>Total</b>	<b>1,215,178</b>	<b>1,285,474</b>	<b>-5%</b>	<b>4,926,573</b>	<b>5,448,311</b>	<b>-10%</b>
<b>MMcbm/day</b>	<b>13.2</b>	<b>14.0</b>	<b>-6%</b>	<b>13.5</b>	<b>14.9</b>	<b>-9%</b>
<b>Clients (units)<sup>3</sup></b>	<b>2,670,316</b>	<b>2,498,333</b>	<b>7%</b>	<b>2,670,316</b>	<b>2,498,333</b>	<b>7%</b>
<b>Network extension (km)</b>	<b>24,750</b>	<b>23,790</b>	<b>4%</b>	<b>24,750</b>	<b>23,790</b>	<b>4%</b>
Net revenue (BRL mln)	724,047	920,178	-21%	3,511,296	3,376,717	4%
<b>EBITDA (BRL mln)</b>	<b>945,439</b>	<b>957,512</b>	<b>-1%</b>	<b>4,042,095</b>	<b>3,604,781</b>	<b>12%</b>
(+) Result of discontinued operations	-	19,001	n/a	45,419	49,845	-9%
<b>Adjusted EBITDA (BRL mln)</b>	<b>945,439</b>	<b>976,512</b>	<b>-3%</b>	<b>4,087,515</b>	<b>3,654,627</b>	<b>12%</b>
Investments (BRL mln) <sup>4</sup>	415,753	390,781	6%	1,539,374	1,132,585	36%

<sup>1</sup> Distributors whose Company holds control (Comgás, Sulgás and Necta) on December 31, 2023.

<sup>2</sup> Includes the volumes of the Industrial and Cogeneration segments.

<sup>3</sup> We demonstrate the gross value of adding customers, that is, it does not consider disconnections, cuts, or suspension of existing customers.

<sup>4</sup> Does not include capitalized interest.

In 4Q23, distributed volume totaled 13.2 million m<sup>3</sup>/d, decreasing 6% from 4Q22, due to: (i) lower consumption in the residential and commercial segments, thanks to the higher temperatures registered in the period; (ii) effects from slowdown in industrial activity, especially in the ceramics, glass, and steel industries.

As in the previous quarter, Compressed Natural Gas (CNG) continues to recover its competitiveness after the reversal of tax incentives for fuels. However, volumes remain low in comparison with the periods in 2022, when tax incentives were in force.

In the year, distributed volume came to 13.5 million m<sup>3</sup>/d, decreasing 9% from the prior-year period, mainly due to the lower distributed volumes in the industrial and automotive segments, partially offset by the commercial segment, with higher margin.

In 2023, we maintained our pace of connections, reaching 172,000 new customers, with a total of 2.7 million customers connected by Comgás, Sulgás and Necta. Inflation adjustment of distribution margins combined with a richer mix among the segments had a positive impact on EBITDA, which came to R\$945.4 million in 4Q23. In the year, adjusted EBITDA was R\$4,087.5 million, 12% higher than in 2022, despite the 9% decrease in volumes. The numbers consider Norgás' result, classified as discontinued operations, as detailed on item 1.5 of the Quarterly Financial Statements.



» 4.2 | MARKETING & SERVICES

As mentioned in the 3Q23 earnings report, we started operations of our Marketing & Services segment, now organized under the "Edge" brand.

	4Q23	4Q22	Var.	12M23	12M22	Var.
Traded volume (TBTu)	10	-	n/a	20	-	n/a
EBITDA (R\$ '000)	(184,522)	(21,852)	>100%	405,942	(61,610)	n/a
Non-recurring effects (R\$ '000) <sup>1</sup>	418,908	-	n/a	-	-	n/a
Adjusted EBITDA (R\$ '000)	234,387	(21,852)	n/a	405,942	(61,610)	n/a

<sup>1</sup> Result adjusted for extraordinary events. More information in item 7.1.

In 2023, Edge negotiated its first LNG shipments for the period from July to December 2023, totaling 20 TBTu. This transaction resulted a net gain of R\$683 million, booked in 3Q23.

For comparison purposes, from a management perspective, the results of this operation were attributed proportionally to the period between July and December. Consequently, as presented in last quarter's earnings report, Edge adjusted its EBITDA of 3Q23 by excluding the impact of the sales revenue of 10 TBTu of LNG for 4Q23.

Thus, we considered the effect of this volume in 4Q23 and totaled an adjusted EBITDA of R\$234.4 million, and R\$406.0 million in 2023, as shown in the table above.

» 4.3 | G&A EXPENSES

R\$ '000	4Q23	4Q22	Var.	12M23	12M22	Var.
Selling, general and administrative expenses	(92,558)	(42,716)	>100%	(207,421)	(136,963)	51%
Other operating results	15	645	-98%	(38)	659	n/a
Depreciation and amortization	1,060	830	28%	4,142	3,156	31%
EBITDA	(91,481)	(41,239)	>100%	(203,317)	(133,148)	53%

General and administrative expenses not allocated to Compass' operating segments amounted to R\$91.5 million in 4Q23. The variation reflects the one-off impact of the corporate restructuring and change in audit firm, as well as the increase in headcount, due to business expansion, and inflation during the period.

## 5.0 | FINANCIAL RESULT

R\$ '000	4Q23	4Q22	Var.	12M23	12M22	Var.
<b>Cost of gross debt</b>	<b>(297,492)</b>	<b>(267,171)</b>	<b>11%</b>	<b>(1,132,680)</b>	<b>(1,005,050)</b>	<b>13%</b>
Income from financial investments	159,048	149,681	6%	611,868	600,469	2%
<b>(=) Interest on net debt</b>	<b>(138,444)</b>	<b>(117,490)</b>	<b>18%</b>	<b>(520,812)</b>	<b>(404,581)</b>	<b>29%</b>
Other charges and monetary variation	(8,360)	2,974	n/a	(33,655)	78,696	n/a
Banking expenses and others	(1,649)	(3,820)	-57%	(8,322)	(13,737)	-39%
Lease liabilities (IFRS 16)	(36,107)	(742)	>100%	(75,495)	(5,464)	>100%
Non-recurring effects <sup>1</sup> - Net financial result	331,536	9,529	>100%	(92,669)	(32,051)	>100%
<b>Net financial result</b>	<b>146,976</b>	<b>(109,549)</b>	<b>n/a</b>	<b>(730,953)</b>	<b>(377,137)</b>	<b>94%</b>

<sup>1</sup> Effects related to the provision mentioned in item 5.1 below.

Financial result totaled R\$147.0 million in 4Q23, mainly due to the reversal of provision for interest and fine in connection with the tax benefit (non-taxation of IT/SC of the benefit of ICMS base reduction in the State of São Paulo), as detailed in item 5.2 Income Tax.

In 2023, financial result totaled -R\$731.0 million, explained mainly by: (i) lease liabilities due to the chartering of the Floating Storage Regasification Unit (FSRU) since July 2023; and (ii) inflation adjustment of the fine and interest amounts in connection with the tax benefit (more information in item 5.2 Income Tax).

## 5.1 | NET INCOME

R\$ '000	4Q23	4Q22	Var.	12M23	12M22	Var.
<b>Net income</b>	<b>1,380,152</b>	<b>516,275</b>	<b>&gt;100%</b>	<b>1,800,241</b>	<b>1,977,299</b>	<b>-9%</b>
Non-recurring effects - IT/SC - EBITDA impact <sup>1</sup>	276,480	-	n/a	-	-	n/a
Non-recurring effects - IT/SC <sup>2</sup>	(692,473)	(83,469)	>100%	214,614	(240,251)	n/a
Non-recurring effects - Net financial <sup>2</sup>	(331,536)	(9,529)	>100%	92,669	32,051	>100%
<b>Net incoming (recurring)</b>	<b>632,623</b>	<b>423,277</b>	<b>49%</b>	<b>2,107,524</b>	<b>1,769,099</b>	<b>19%</b>

<sup>1</sup> Net impact on the R\$418,908 adjusted in Marketing & Services for 4Q23.

<sup>2</sup> Effects related to the provision mentioned in item 5.2 and recognition of extemporaneous credits related to the same topic in 1Q22.

Recurring net income was R\$632.6 million in 4Q23, increasing 49% from 4Q22, mainly reflecting: (i) the start of Marketing & Services operations; and (ii) inflation adjustment of natural gas distribution margins combined with a richer mix among the segments.

In 2023, recurring net income came to R\$2,107.5 million, due to the above effects. Excluding the non-recurring effects of R\$307.3 million mentioned in the previous item, consolidated net income in 2023 was R\$1,800.2 million.



## » 5.2 | INCOME TAX AND SOCIAL CONTRIBUTION

R\$ '000	4Q23	4Q22	Var.	12M23	12M22	Var.
<b>Operating profit before taxes</b>	<b>573,944</b>	<b>588,745</b>	<b>-3%</b>	<b>2,614,133</b>	<b>2,256,638</b>	<b>16%</b>
<i>Nominal tax rate (%)</i>	<i>34.0%</i>	<i>34.0%</i>		<i>34.0%</i>	<i>34.0%</i>	
<b>Theoretical expense with IT/SC</b>	<b>(195,141)</b>	<b>(200,173)</b>	<b>-3%</b>	<b>(888,805)</b>	<b>(767,257)</b>	<b>16%</b>
Adjustments for effective rate calculation	308,876	25,233	>100%	244,108	197,821	23%
Non-recurring effects - IT/SC	692,473	83,469	>100%	(214,614)	240,251	n/a
<b>Effective expense with IT/SC</b>	<b>806,208</b>	<b>(91,471)</b>	<b>n/a</b>	<b>(859,311)</b>	<b>(329,185)</b>	<b>&gt;100%</b>
<i>Effective tax rate (%)</i>	<i>140.47%</i>	<i>-15.54%</i>		<i>-32.87%</i>	<i>-14.59%</i>	
<b>Current</b>	<b>617,524</b>	<b>(83,126)</b>	<b>n/a</b>	<b>(1,136,919)</b>	<b>(723,405)</b>	<b>57%</b>
<b>Deferred</b>	<b>188,684</b>	<b>(8,345)</b>	<b>n/a</b>	<b>277,608</b>	<b>394,220</b>	<b>-30%</b>

Income tax and social contribution totaled R\$806.2 million in 4Q23 and -R\$859.3 million in 2023, equivalent to an effective rate of 32.9%, mainly due to the provision for tax liabilities (R\$214.6 million).

In the first quarter of 2021, the subsidiary Comgás started assessing and using current and out-of-period credits resulting from the non-taxation of the benefit of reduction in the ICMS tax calculation base in the State of São Paulo, whose effective rate is reduced from 18% to the range 12%-15.6% by virtue of article 8 of Annex II to the ICMS Regulations. These credits were recognized by Comgás based on its best understanding of the matter and the opinion of its external legal advisors, who took into account all applicable case laws.

Since 2Q22, Comgás has reclassified the likelihood of loss in a potential lawsuit on the subject from remote to possible. The matter was once again adjudicated by the STJ, on April 26, 2023, for tax benefits other than the presumed credit, with an unfavorable outcome for taxpayers.

In compliance with the technical interpretation applicable to the treatment of uncertainties about income tax (ICPC22 and IFRIC 23), the Company's management opted to accrue a provision on March 31, 2023 on account of the unfavorable decision. The provision totaled R\$1,387,388 (R\$924,043 being principal, recorded under Current income tax, R\$228,157 interest and R\$235,188 fines, recorded under Financial result), which covers the tax assessment notices received for fiscal years 2015, 2016, 2017 and 2018 and other credits used in subsequent years until March 31, 2023, plus the respective legal charges.

Law 14,789/2023 was published on December 29, 2023 granting 80% discount on payment of all debts linked to this matter, object of tax assessment notices issued by the Brazilian Federal Revenue (RFB) or not. The Company currently awaits the regulation of the program to settle such debts. Considering the discount granted, the updated debt of the Company in the fiscal year ended December 31, 2023 is R\$277,478 (R\$184,809 being principal, R\$45,631 fine and R\$47,038 interest). For more details, refer to Note 27 to the Quarterly Financial Statements.

>> 5.3 | INVESTMENTS

R\$ '000	4Q23	4Q22	Var.	12M23	12M22	Var.
<b>Consolidated</b>	<b>549,834</b>	<b>486,368</b>	<b>13%</b>	<b>2,035,119</b>	<b>1,485,307</b>	<b>37%</b>
Gas Distribution	415,753	390,781	6%	1,539,374	1,132,585	36%
Marketing & Services	134,081	95,587	40%	495,745	352,722	41%

In 4Q23, investments amounted to R\$549.8 million, of which R\$415.8 million went to the natural gas distribution subsidiaries, as in the regulatory tariff cycles planning, and the remaining R\$134.1 million went mostly to the construction of the TRSP.

In 2023, investments amounted to R\$2,035.1 million, of which R\$1,539.4 million went to the natural gas distribution subsidiaries, and the remainder went mostly to the construction of the TRSP.

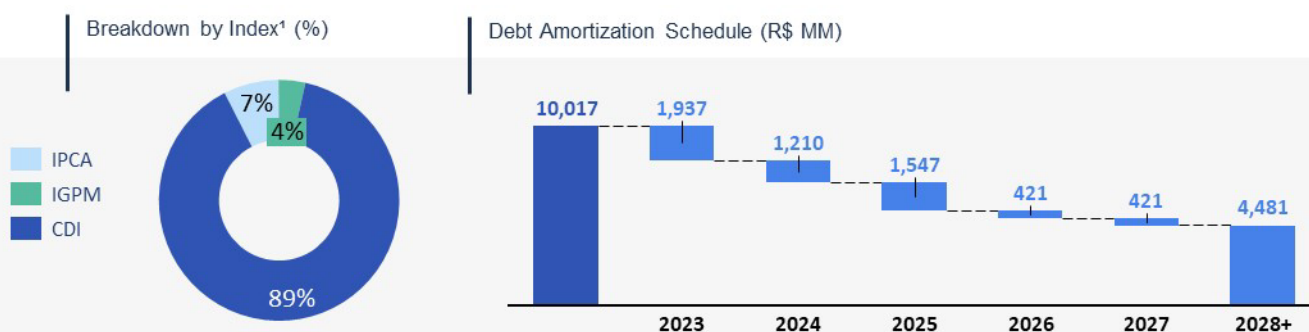
The capitalization of interest on financing linked to the projects is not included.

>> 5.4 | DEBT

R\$ '000	Dec 23	Dec 22	Var.
Loans and financing	5,039,163	4,177,974	21%
Debentures	4,977,987	4,100,865	21%
Derivatives	219,992	55,106	>100%
<b>Gross debt</b>	<b>10,237,142</b>	<b>8,333,945</b>	<b>23%</b>
(-) Cash, cash equivalents and marketable securities	(4,731,799)	(3,981,993)	19%
<b>Net debt (ex-IFRS 16)</b>	<b>5,505,343</b>	<b>4,351,952</b>	<b>27%</b>
Adjusted EBITDA LTM <sup>1</sup>	4,203,968	3,447,391	22%
Current debt/total debt	0.19	0.20	-5%
<b>Financial leverage</b>	<b>1.31x</b>	<b>1.26x</b>	<b>n/a</b>

<sup>1</sup> Result adjusted for extraordinary events. More information in item 8.1.

We ended the quarter with leverage of 1.31x, and 81% of the loans maturing in the long term. Note that the majority of debt indexed to inflation and USD are hedged to the CDI.



## 6.0 | 2023 PROJECTIONS

On November 13, 2023, we disclosed a Material Fact notice revising our guidance for 2023 to reflect the start of business in the Marketing & Services segment.

As shown in the chart below, we ended the year with adjusted EBITDA of R\$ 4,290 million, which is near the maximum amount of the range disclosed, mainly due to: (i) the start of business under the Edge brand (Marketing & Services); (ii) effect of the favorable mix, reflecting new connections in the year, as well as inflation on tariff adjustments.

Capex came to R\$ 2,035 million in the year, within the range disclosed, driven by investments in natural gas distribution, construction of the TRSP and other Edge projects.



<sup>1</sup>Does not include capitalized interest

## >> 6.1 | 2024 PROJECTIONS

On March 27, 2024, we disclosed a Material Fact notice with our 2024 guidance, as shown below:

R\$ MM	2023 Realized	2024 Guidance	
		Minimum	Maximum
EBITDA	4,290	4,400	4,700
CAPEX	2,035	2,600	2,900

Key assumptions: (i) macroeconomic variables based on data from recognized third-party consulting firms; (ii) EBITDA reflects the recurring results of operations, excluding non-recurring events; (iii) Capex reflects the regulatory plan of distributors, investments in the TRSP and the start of construction of the biomethane plant in Marketing & Services.

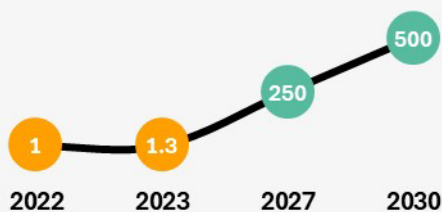
**7.0 | ESG**

In October 2023, we carried out the 2nd issue of debentures of Compass, in the amount of R\$1.7 billion, linked to sustainability metrics. The selected key performance indicators are linked to the Company's environmental and social agenda.

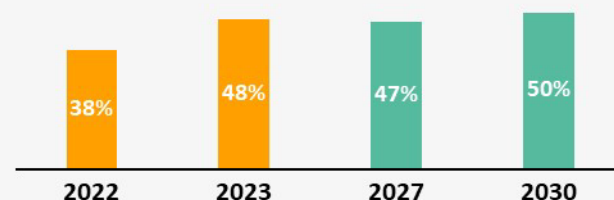
The environmental KPI refers to the distribution of biomethane and supports the reduction of Scope 3 emissions. The social KPI assesses diversity\* in leadership positions, seeking to increase the representativeness of minoritized groups. Both metrics are aligned with the Sustainability-linked Bond Principles (SLBP) of the International Capital Market Association (ICMA).

Below are the goals of the indicators:

**Environmental**  
 Commitment: Leading the distribution of renewable-origin gas in Brazil.  
 Thousand m<sup>3</sup>/day



**Social**  
 Commitment: Diversity in leadership positions.



Legend: ■ Achieved ■ Goal

\*The diversity groups are: people of female and male genders; people self-declared black (black or pardo); persons with disabilities; representatives of the LGBTQIAPN+ community; and age diversity considering the generation aged 60+.

8.0 | EXHIBITS

8.1 | RECONCILIATION AND ADJUSTMENTS – EBITDA

R\$ '000	4Q23	4Q22	Var.	12M23	12M22	Var.
<b>Net revenue</b>	<b>4,230,824</b>	<b>5,246,602</b>	<b>-19%</b>	<b>17,767,327</b>	<b>19,719,205</b>	<b>-10%</b>
<b>Cost of goods sold and services provided</b>	<b>(3,437,242)</b>	<b>(4,327,704)</b>	<b>-21%</b>	<b>(14,256,031)</b>	<b>(16,364,835)</b>	<b>-13%</b>
<b>Gross profit</b>	<b>793,582</b>	<b>918,898</b>	<b>-14%</b>	<b>3,511,296</b>	<b>3,354,370</b>	<b>5%</b>
Selling, general and administrative expenses	(340,989)	(232,038)	47%	(952,415)	(726,723)	31%
Other operating results	(64,311)	(31,791)	>100%	607,226	(91,905)	n/a
Equity pick-up	38,687	43,224	-10%	178,978	98,033	83%
Depreciation and amortization	242,468	196,128	24%	899,635	776,248	16%
<b>EBITDA</b>	<b>669,436</b>	<b>894,421</b>	<b>-25%</b>	<b>4,244,721</b>	<b>3,410,023</b>	<b>24%</b>
Non-recurring effects - Marketing & Services <sup>1</sup>	418,908	-	n/a	-	-	n/a
(+) Result of discontinued operations (Norgás)	-	19,001	-100%	45,419	49,845	-9%
<b>Adjusted EBITDA</b>	<b>1,088,344</b>	<b>913,421</b>	<b>19%</b>	<b>4,290,140</b>	<b>3,459,869</b>	<b>24%</b>

<sup>1</sup> Adjustment of the result from the sale of LNG in 3Q23, more details in item 4.2.

8.2 | INCOME STATEMENT

R\$ '000	4Q23	4Q22	Var.	12M23	12M22	Var.
<b>Net revenue</b>	<b>4,230,824</b>	<b>5,246,602</b>	<b>-19%</b>	<b>17,767,327</b>	<b>19,719,205</b>	<b>-10%</b>
<b>Cost of goods sold and services provided</b>	<b>(3,437,242)</b>	<b>(4,327,704)</b>	<b>-21%</b>	<b>(14,256,031)</b>	<b>(16,364,835)</b>	<b>-13%</b>
<b>Gross profit</b>	<b>793,582</b>	<b>918,898</b>	<b>-14%</b>	<b>3,511,296</b>	<b>3,354,370</b>	<b>5%</b>
<i>Gross margin (%)</i>	<i>19%</i>	<i>18%</i>		<i>20%</i>	<i>17%</i>	
Selling expenses	(42,049)	(42,501)	-1%	(164,399)	(163,256)	1%
General and administrative expenses	(298,940)	(189,537)	58%	(788,015)	(563,467)	40%
Other operating results	(64,311)	(31,791)	>100%	607,226	(91,905)	n/a
Equity pick-up	38,687	43,224	-10%	178,978	98,033	83%
Depreciation and amortization	242,468	196,128	24%	899,635	776,248	16%
<b>EBITDA</b>	<b>669,436</b>	<b>894,421</b>	<b>-25%</b>	<b>4,244,721</b>	<b>3,410,023</b>	<b>24%</b>
<i>EBITDA margin (%)</i>	<i>16%</i>	<i>17%</i>		<i>24%</i>	<i>17%</i>	
<b>Adjusted EBITDA</b>	<b>1,088,344</b>	<b>913,421</b>	<b>19%</b>	<b>4,290,140</b>	<b>3,459,869</b>	<b>24%</b>
<i>Adjusted EBITDA margin (%)</i>	<i>26%</i>	<i>17%</i>		<i>24%</i>	<i>18%</i>	
Financial result	146,975	(109,548)	n/a	(730,953)	(377,137)	94%
Income and social contribution taxes	806,208	(91,471)	n/a	(859,311)	(329,185)	>100%
Result of discontinued operations	-	19,001	-100%	45,419	49,845	-9%
Depreciation and amortization	(242,468)	(196,128)	24%	(899,635)	(776,248)	16%
<b>Net income</b>	<b>1,380,152</b>	<b>516,275</b>	<b>&gt;100%</b>	<b>1,800,241</b>	<b>1,977,298</b>	<b>-9%</b>

» 8.3 | CASH FLOW STATEMENT

R\$ '000	4Q23	12M23
<b>EBITDA</b>	<b>669,436</b>	<b>4,244,721</b>
Noncash impacts on EBITDA	92,723	(85,534)
Changes in assets and liabilities	(417,012)	(856,548)
<b>Operating cash flow</b>	<b>345,147</b>	<b>3,302,639</b>
CAPEX	(538,392)	(2,317,889)
Marketable securities	(58,927)	(153,736)
Others	(70,163)	(73,328)
<b>Cash flow from investing</b>	<b>(667,482)</b>	<b>(2,544,953)</b>
Funding	2,023,194	3,128,374
Loans amortization (Principal + interest)	(1,189,584)	(1,947,890)
Other	39,922	(280,545)
<b>Cash flow from financing</b>	<b>873,532</b>	<b>899,939</b>
Dividends received	42,397	210,492
<b>Free cash flow to equity (FCFE)</b>	<b>593,594</b>	<b>1,868,117</b>
Dividends paid	(1,020,845)	(1,340,220)
<b>Net cash flow generated in the period</b>	<b>(427,251)</b>	<b>527,897</b>

» 8.4 | BALANCE SHEET

R\$ '000	4Q23	4Q22
Cash and cash equivalents	3,931,532	3,403,635
Marketable securities	800,267	578,358
Trade account receivables - ST	1,525,366	1,908,388
Derivative financial instruments	175,655	391,863
Inventories	292,335	133,881
Current assets held for sale	911,500	-
Other current assets	849,028	1,186,541
Investments	1,630,124	2,525,292
Property, plants and equipment	1,255,012	671,573
Intangible assets	13,299,255	12,015,135
Other non-current assets	4,166,429	2,307,520
<b>Total assets</b>	<b>28,836,503</b>	<b>25,122,186</b>
Loans, financing, and debentures	10,017,150	8,278,839
Derivative financial instruments	360,784	400,351
Trade accounts payable	1,534,041	1,842,810
Payroll	301,560	193,585
Liabilities related to assets held for sale	152,255	-
Other current liabilities	1,784,627	860,542
Other non-current liabilities	5,892,466	4,939,275
<b>Total liabilities</b>	<b>20,042,883</b>	<b>16,515,402</b>
<b>Shareholder's equity</b>	<b>8,793,620</b>	<b>8,606,784</b>
<b>Total shareholder's equity and liabilities</b>	<b>28,836,503</b>	<b>25,122,186</b>