



Fueling
Sustainability

FS Earnings Release **2Q24** and **6M24**

November 29th, 2023

Legal Disclaimer

The statements contained in this document related to business prospects, projections of operating and financial results and those related to growth prospects of FS are merely projections and, as such, are based exclusively on management's expectations about the future of the business.

These expectations depend, substantially, on market conditions, the performance of the Brazilian economy, the sectors in which the Company operates and international markets and are subject to change without prior notice.

The information contained herein does not mean and should not be interpreted as a guarantee of the Company's performance or future results.



2Q24 and 6M24 Earnings Release Schedule



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*EVP Commercial
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Daniel Gushi

CFO and IRO

EARNINGS RESULTS

Q&A SESSION



Highlights | 2Q24



Net Revenue: BRL 2,003.2 million in 2Q24 (+5.1% vs. 2Q23)

EBITDA: BRL 218.8 million in 2Q24 (-69.1% vs. 2Q23) and 10.9% EBITDA margin (-26.2 p.p. vs. 2Q23). **EBITDA / liter: 0.460 in 2Q24** (-77.0% vs. 2Q23)

Net loss: BRL 179.8 million in 2Q24, with -9.0% of net margin

CAPEX: BRL 257.1 million in 2Q24

Net Debt / EBITDA: 3.08x EBITDA LTM (+1.47 x versus 2Q23)
Net Debt of BRL 4,945.8 million (+7.2% vs. 2Q23)

On November 16th, 2023, we disbursed the **first transaction of BRL 102.9 million with FINEP** for financing innovation projects (12 years maturity, cost of TR+3.3% p.a.)

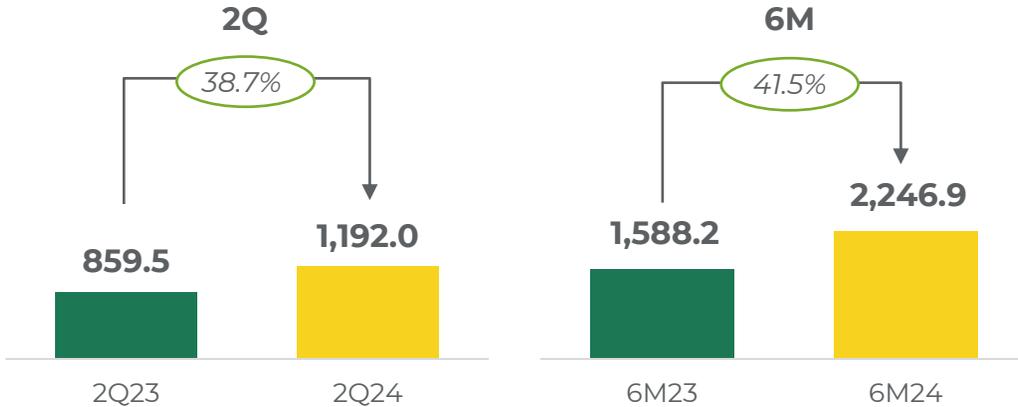
As of November 28th, 2023, we had **repurchased and cancelled USD 197.2 million** of our **Green Bond**, reaching **USD 482.8 million of outstanding principal**.



Operational Highlights

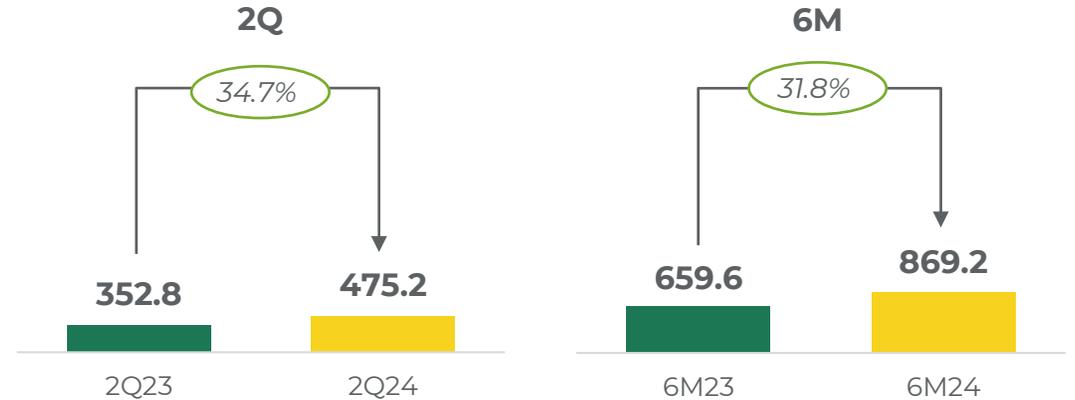
Corn Crushed

'000 tons



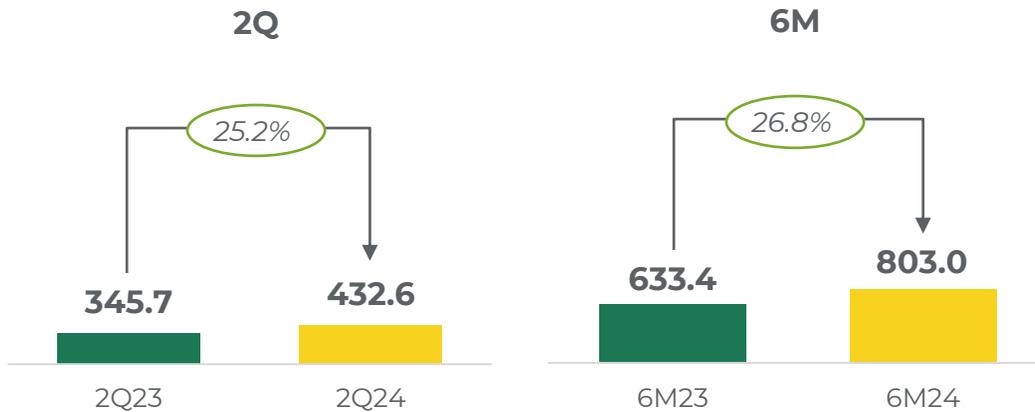
Ethanol Sold⁽¹⁾

'000 m³



DDG Products Sold⁽²⁾

'000 Tons



Corn Oil Sold

'000 Tons



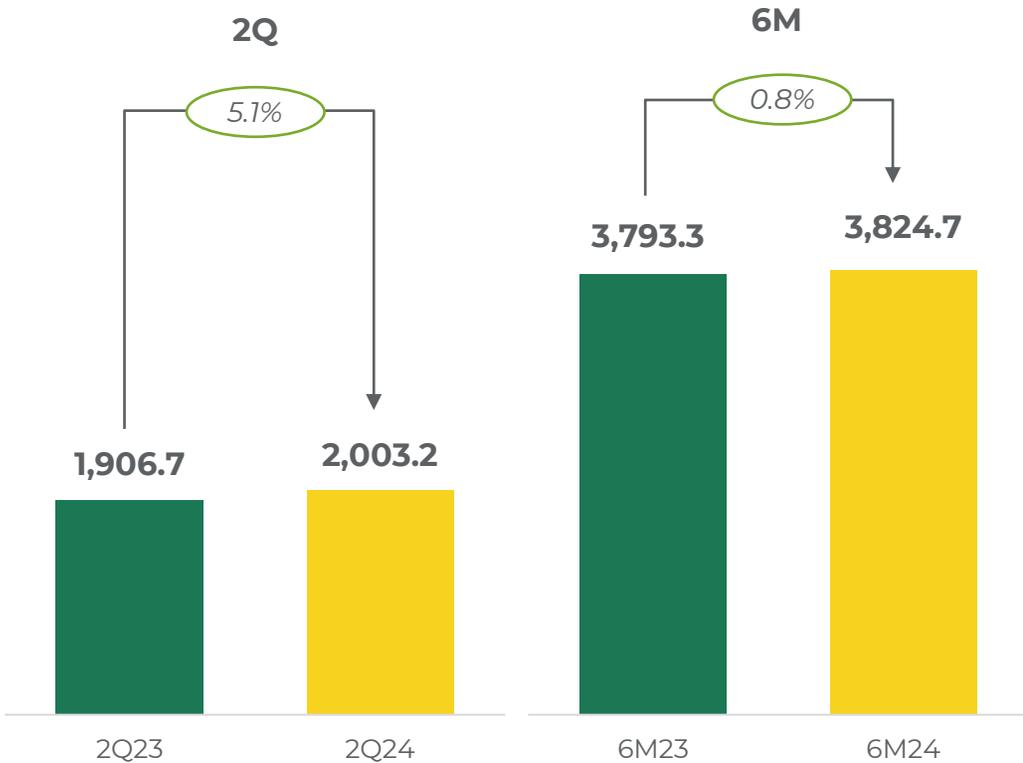
Notes:

- 1. Volume of anhydrous ethanol and hydrous ethanol combined.
- 2. Considers the sum of the products: DDG high protein, DDG high fiber and DDG Wetcake.

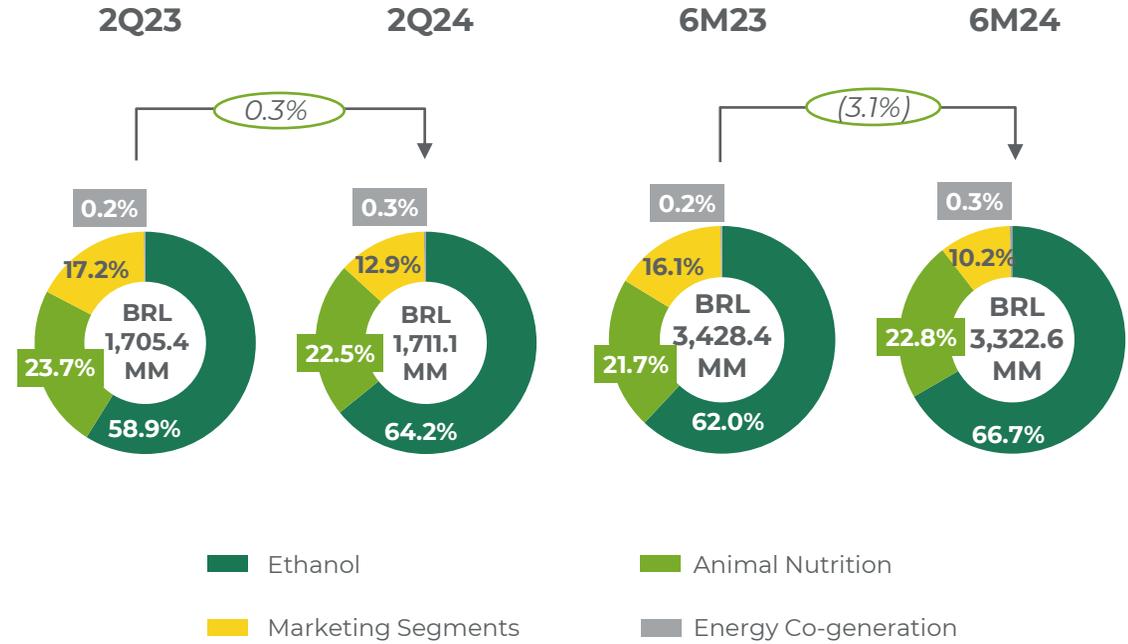
\$ Net Revenue

Total Net Revenue

In BRL MM



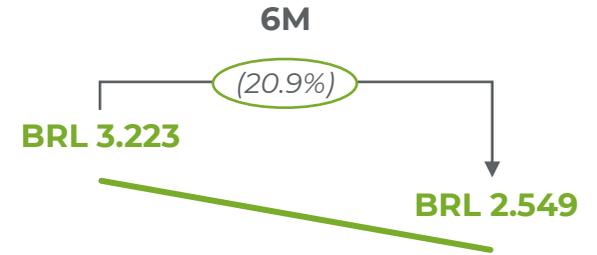
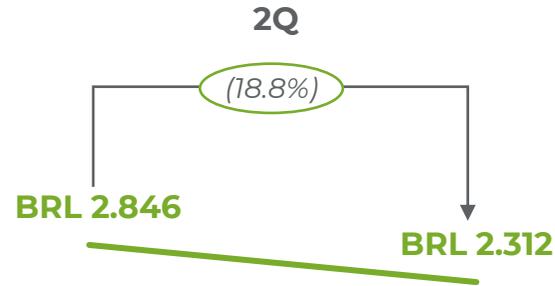
Total Net Revenue From Segments



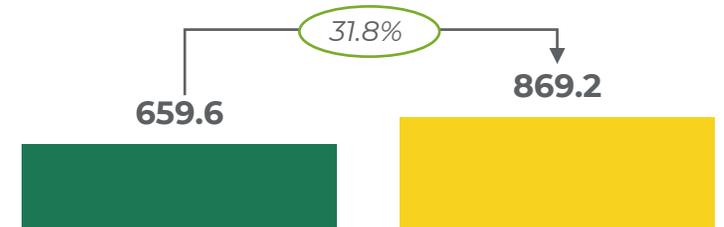
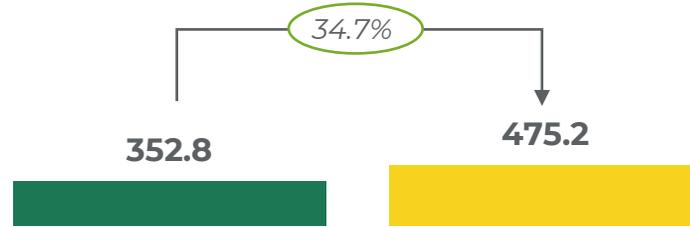


Ethanol Segment

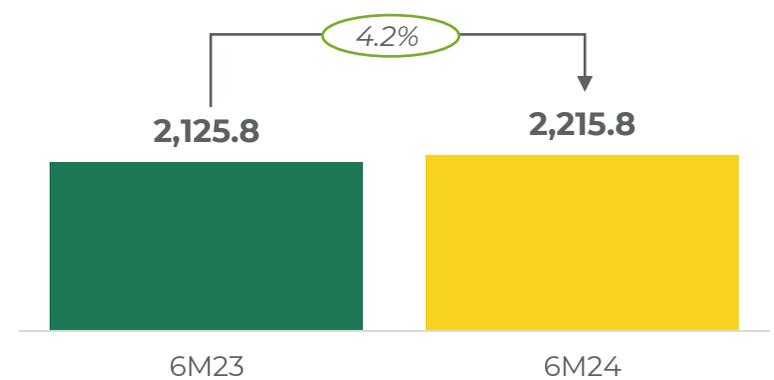
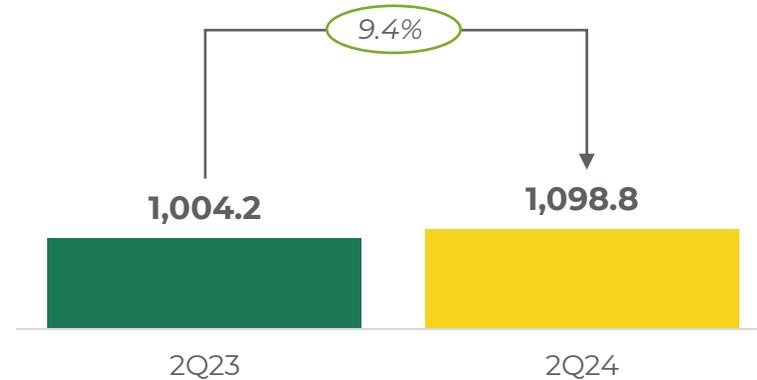
Net Sale Price
In BRL/ltr



Volume Sold
In m³ thousand



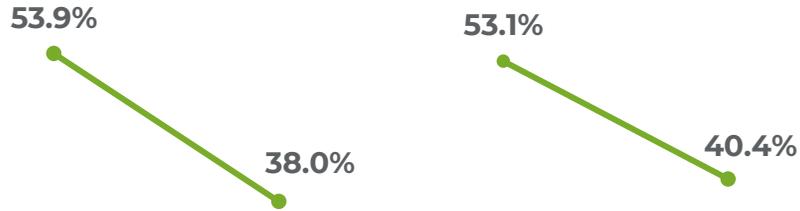
Net Revenue Ethanol Segment
In BRL MM



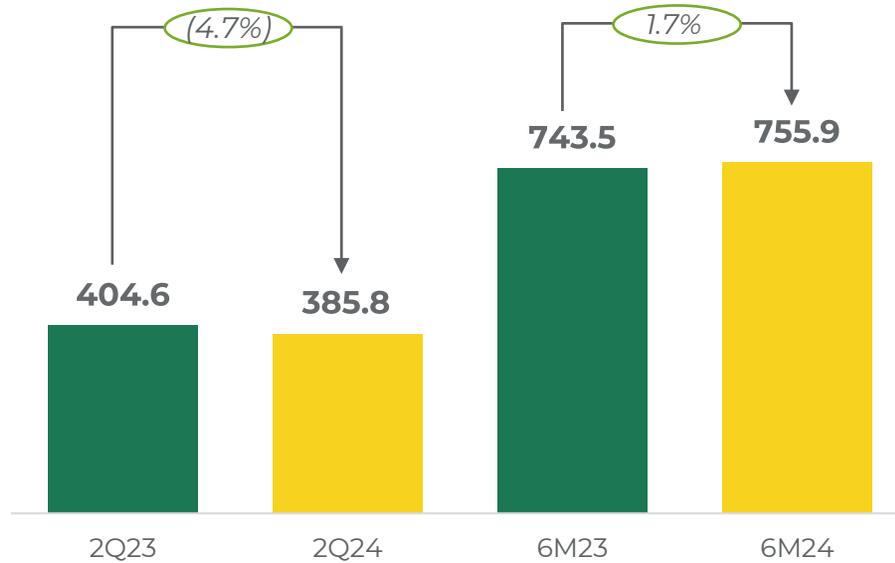


Animal Nutrition Segment

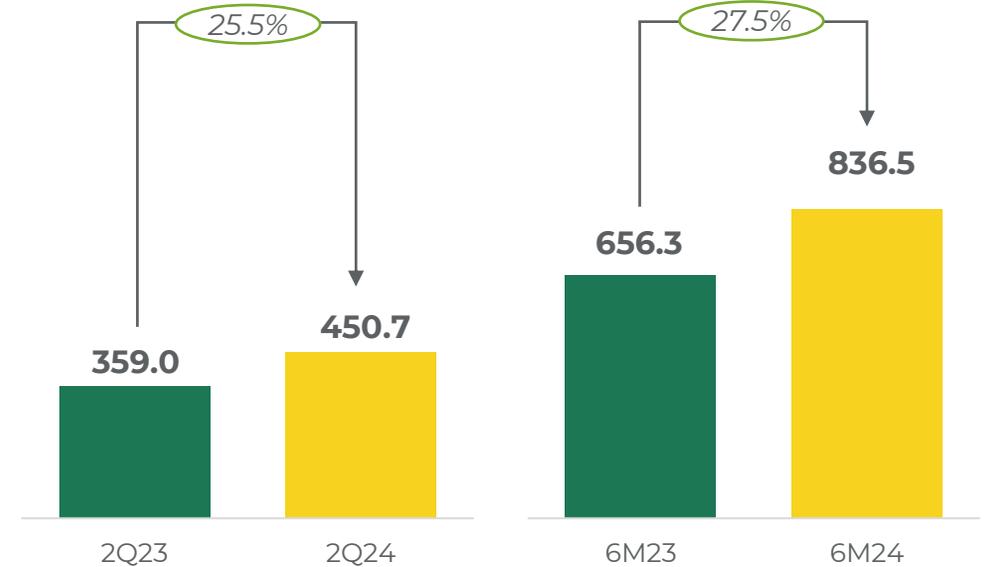
Coverage Ratio⁽¹⁾



Net Revenue Animal Nutrition Segment (in BRL MM)



DDGs⁽²⁾ + Corn Oil Volume Sold In thousand tons



Notes:

1. Animal nutrition segment revenue + P&L corn marketing divided by corn COGS
2. Considers the sum of the products: DDG high protein, DDG high fiber and DDG Wetcake.

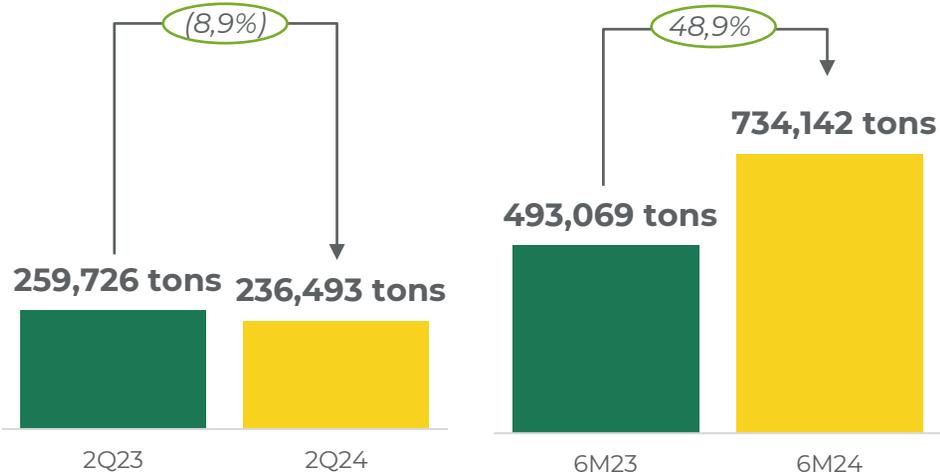


Corn Marketing

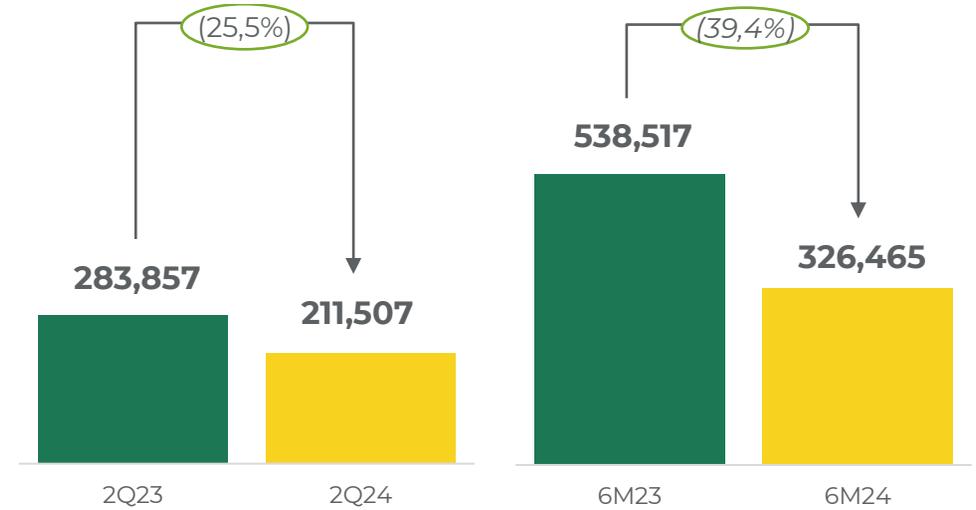
Spread per sac



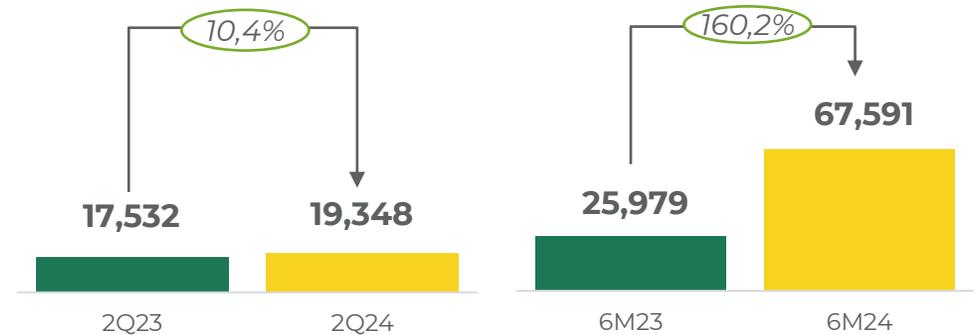
Total Volume



Net Revenue

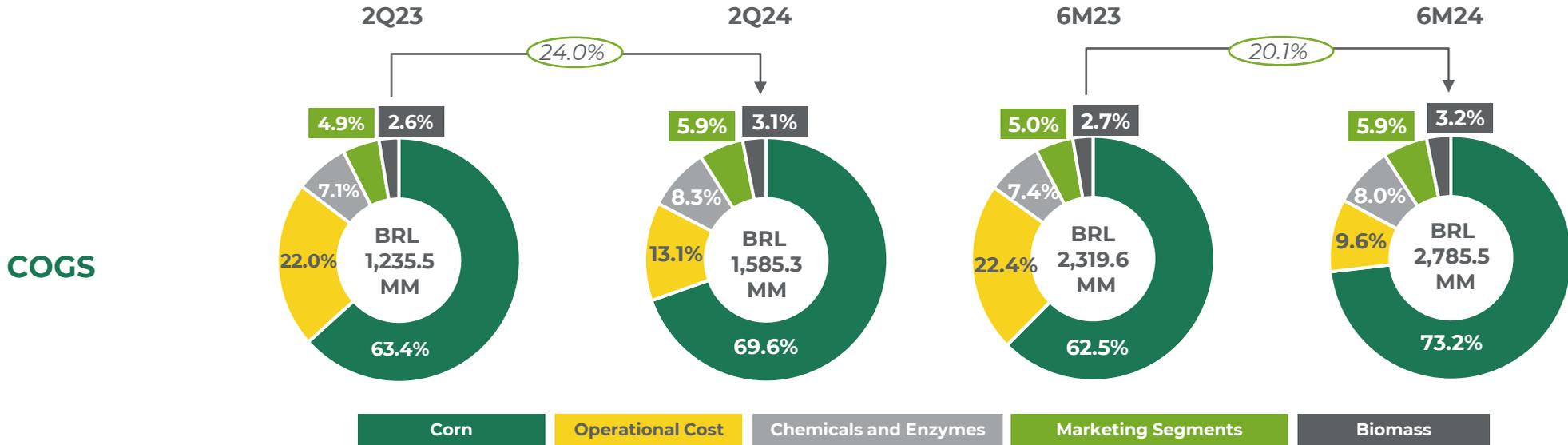


P&L Total



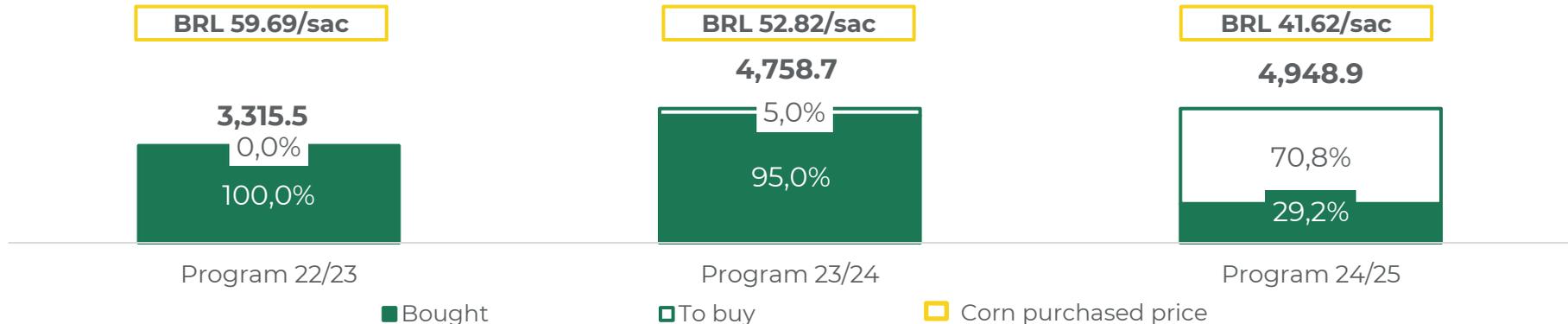


Cost of Goods Sold



Corn Crushed^(1,2,3)

thousand tons



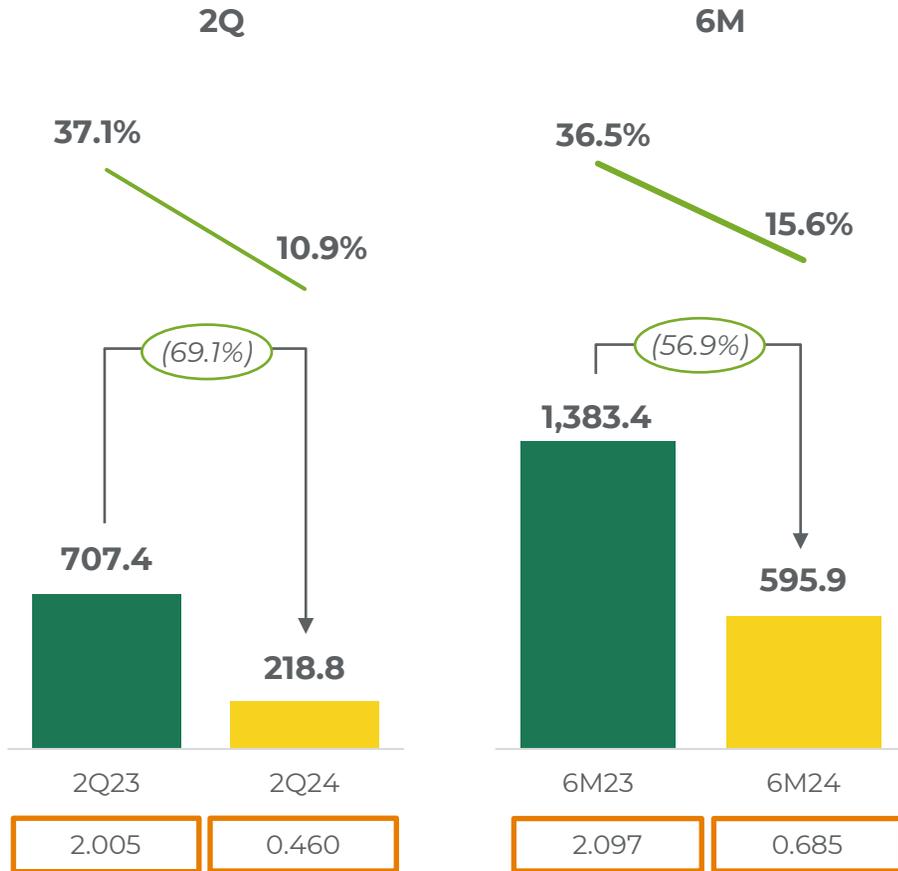
Notes:

1. As of November 24th, 2023.
2. The price per sac does not consider warehouse and freight costs.
3. The programs consider the need for the future plant of Primavera do Leste.

\$ EBITDA and Net Profit

EBITDA Evolution

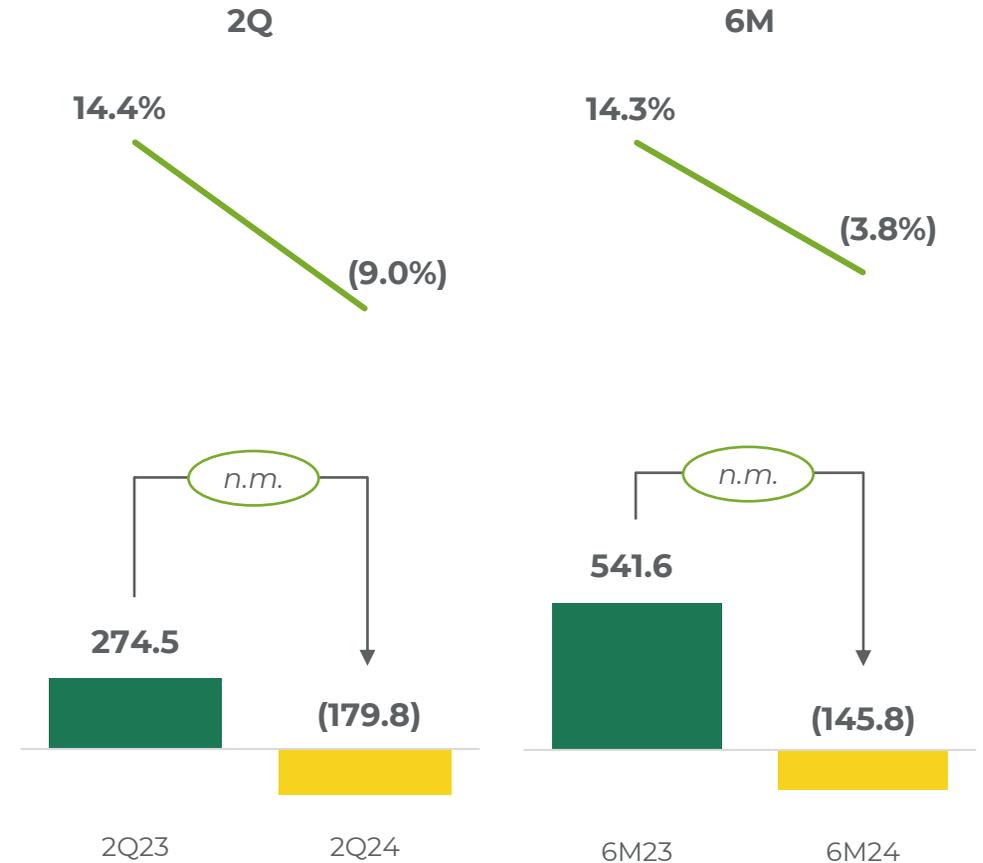
In BRL MM



■ EBITDA ■ EBITDA Margin □ EBITDA (BRL/liter)

Net Profit Evolution

In BRL MM



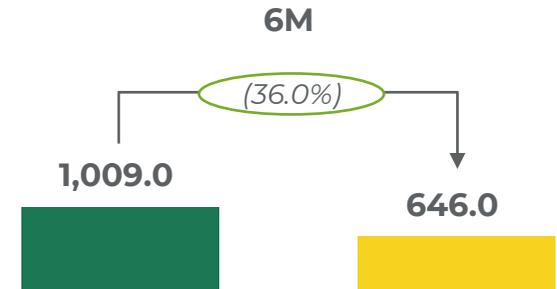
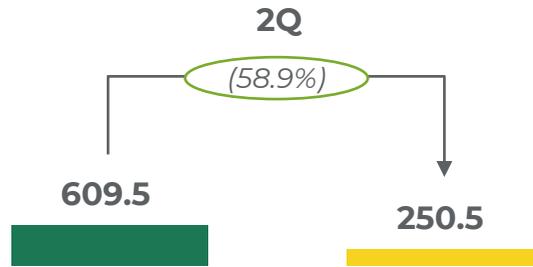
■ Net Profit ■ Net Profit Margin



Capex

Growth Capex

In BRL MM



Maintenance Capex

In BRL MM



Maintenance Capex (BRL/liter)

0.021

0.013

0.025

0.013

22.6

33.7

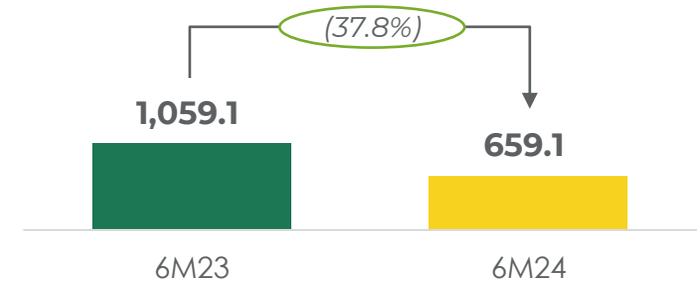
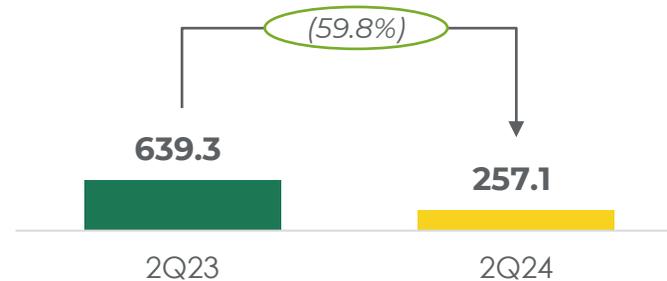
Biological Assets Capex

In BRL MM



Total Capex

In BRL MM





Cash Flow Statement

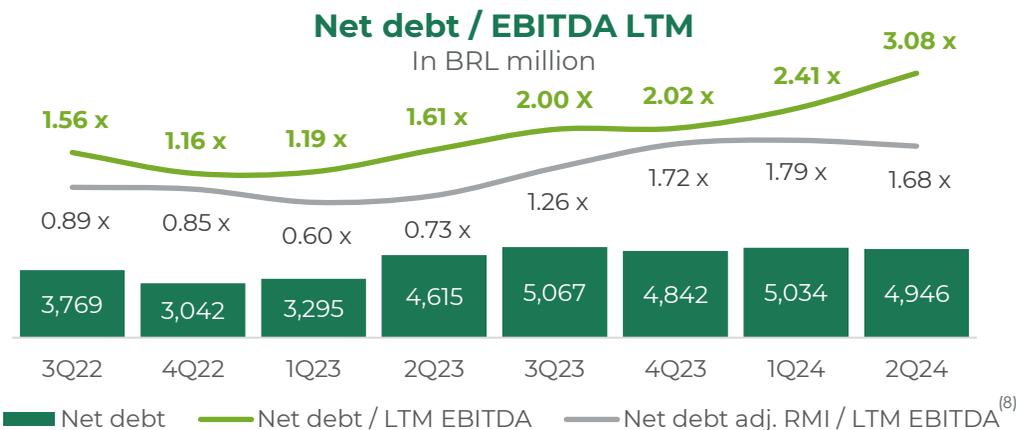
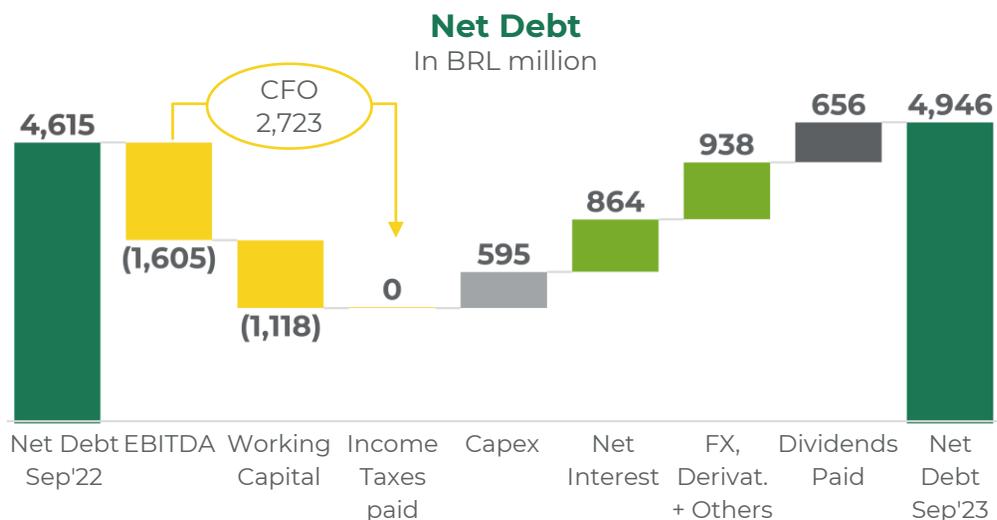
Net Debt Evolution <i>(in BRL MM)</i>	3Q23	4Q23	1Q24	2Q24	2Q24 LTM
Net Debt BoP	4,615.2	5,066.5	4,842.1	5,034.4	4,615.2
EBITDA	519.5	489.2	377.1	218.8	1,604.5
Working Capital	(247.2)	256.1	1,117.7	(8.5)	1,118.1
Income Taxes paid	-	-	-	-	-
Cash Flow From Operations	272.3	745.2	1,494.8	210.3	2,722.6
Cash Capex	(106.0)	(97.7)	(332.6)	(58.9)	(595.3)
Cash Flow From Operations Minus Capex	166.3	647.5	1,162.2	151.4	2,127.3
Cash Flow From Financing Activities	(617.6)	(423.1)	(1,354.4)	(62.8)	(2,457.9)
Net Interest	(112.0)	(452.6)	(112.4)	(187.1)	(864.1)
Impact from FX, Derivatives and Others	(495.2)	29.5	(596.6)	124.3	(938.0)
Dividends Paid / Tax Distribution	(10.4)	-	(645.4)	-	(655.8)
Net Debt EoP	5,066.5	4,842.1	5,034.4	4,945.8	4,945.8
Change in Net Debt	451.3	(224.4)	192.2	(88.6)	330.5
Readily Marketable Inventories - RMI ¹	1,879.8	728.2	830.3	1,902.8	1,902.8
Net Debt EoP adjusted by RMI	3,186.7	4,113.9	4,204.0	3,043.0	3,043.0

Notes:

1. RMI calculus consider the position of corn inventories multiplied by the market value on the closing date, added to the ethanol inventories position multiplied by ESALQ Hydrous Ethanol Ribeirão Preto/SP index also on the closing date.

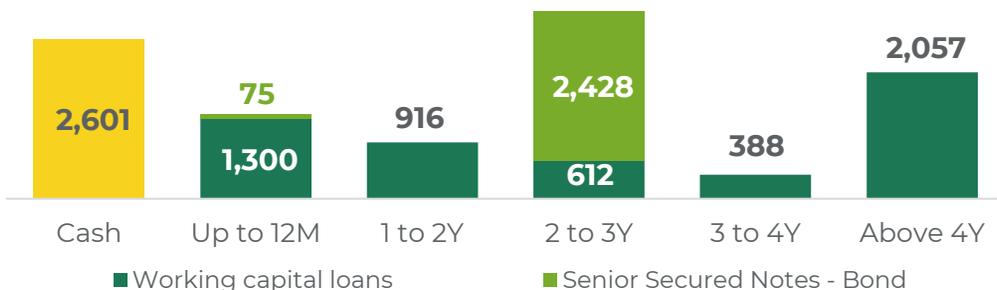


Indebtedness



Debt Amortization Schedule⁽¹⁾

In BRL million



Net Debt Reconciliation (in BRL million)	2Q23	2Q24	2Q24 vs 2Q23
Bond and CPRF ^(2, 3, 4)	3,387.6	2,478.6	(26.8%)
CRA and CRI	1,983.8	3,071.0	54.8%
Other WC lines ⁽⁵⁾	1,372.3	1,996.9	45.5%
Gross Debt	6,743.7	7,546.5	11.9%
Total cash ^(4,6,7)	2,128.5	2,600.8	22.2%
Net debt	4,615.2	4,945.8	7.2%
Net debt / LTM EBITDA	1.61 x	3.08 x	1.47 x
Net debt adj. RMI	2,088.9	3,043.0	45.7%
EBITDA adj. by PDL Plant⁽⁸⁾	2,862.0	1,812.2	(36.7%)
Net debt RMI / LTM EBITDA Adj. ⁽⁸⁾	0.73 x	1.68 x	0.95 x
Gross Debt – USD (%)	24.6%	11.6%	(13.0 p.p.)
Gross Debt – BRL (%)	75.4%	88.4%	13.0 p.p.

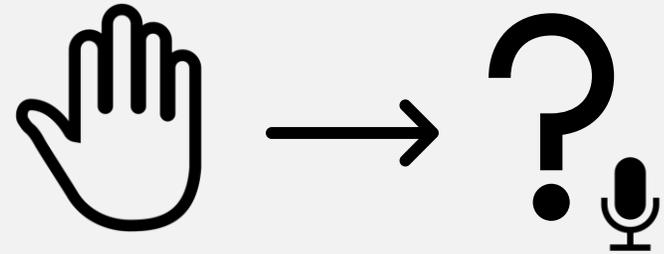
Notes:

- Does not include the impact of transaction costs
- Initial issue of USD 680.0 million Senior Secured Green Notes - Bond - Notes by the subsidiary FS Luxembourg s.à.r.l., ("FS Lux"). Current balance of USD 482.8 million.
- Issuance of USD 594.2 million of CPRF (Cédula de Produtor Rural Financeira) by FS, in connection with the Bond issued. Current balance of USD 240.9 million.
- Acquisition of rights over a TRS (Total Return Swap) of USD 594.2 million (financial instrument agreement between FS Lux and a financial institution that mirrors the terms and cash flows of the CPRF issued by FS). The TRS amount is fully deducted from the

- Gross Debt in order to eliminate the duplicate debt caused by the local issuance of a CPRF. Current balance of USD 240.9 million.
- Issuance of BRL 1.5 billion of CPRF (Cédula de Produtor Rural Financeira) by FS, due the back-to-back transaction to transfer assets from FS LTDA to FS S.A.
- Financial instrument/application of BRL 1.5 billion between FS LTDA and financial institutions that mirrors the terms and cash flows of the CPRF issued by FS to cover the back-to-back transition.
- Includes cash and cash equivalents, financial investments, and restricted cash (short-term and long-term).
- EBITDA adjusted by the annualized EBITDA of the PDL Plant (calculated based on the average EBITDA of the PDL Plant in 2Q24, multiplied by four and added to the EBITDA for the year of the LRV plants and SRS).

? Questions & Answers

To organize the Q&A queue, please use the **raise hand** tool and wait to be invited to open your microphone and ask your question.



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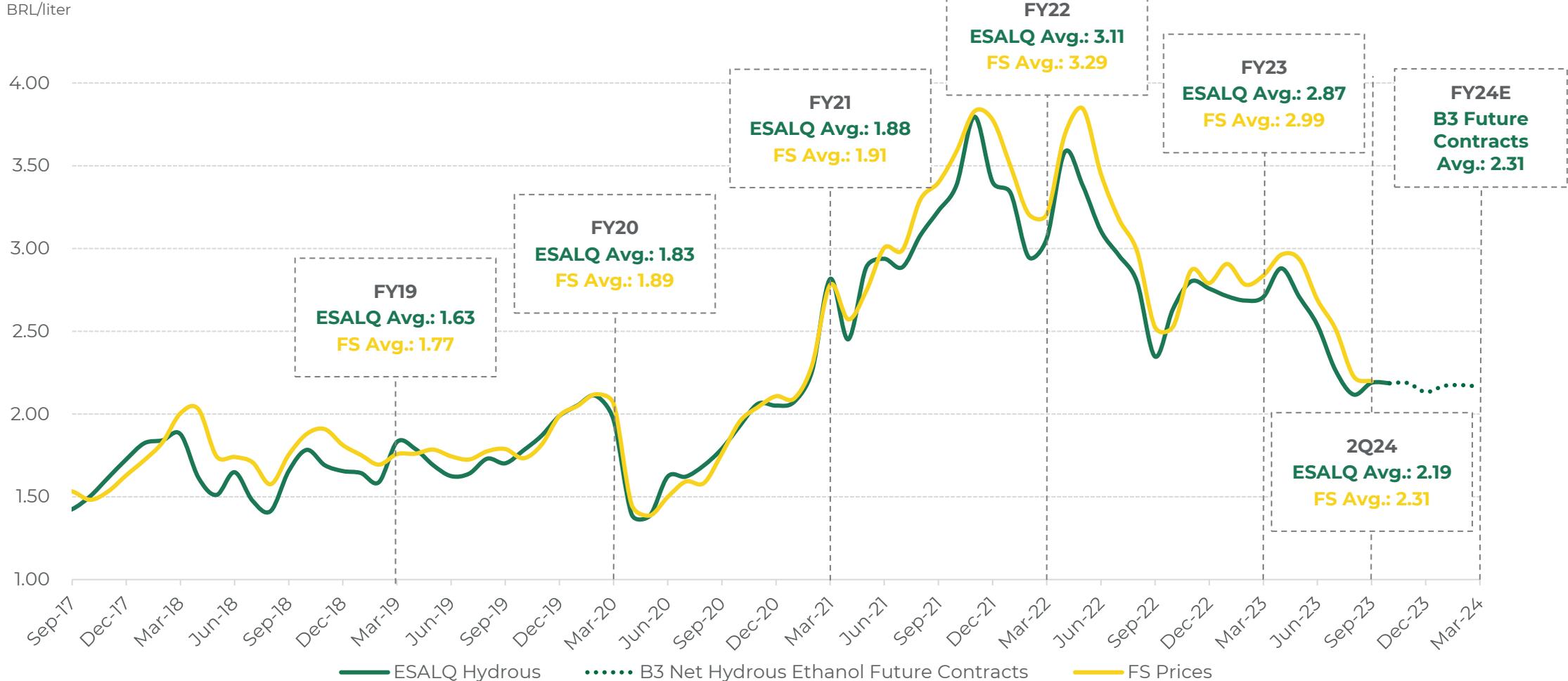


2Q24

BACKUP

Our Ethanol Net Prices Have Closely Followed ESALQ Hydrous Ribeirão Preto

FS Net Prices vs. ESALQ Net Hydrous Ribeirão Preto Prices



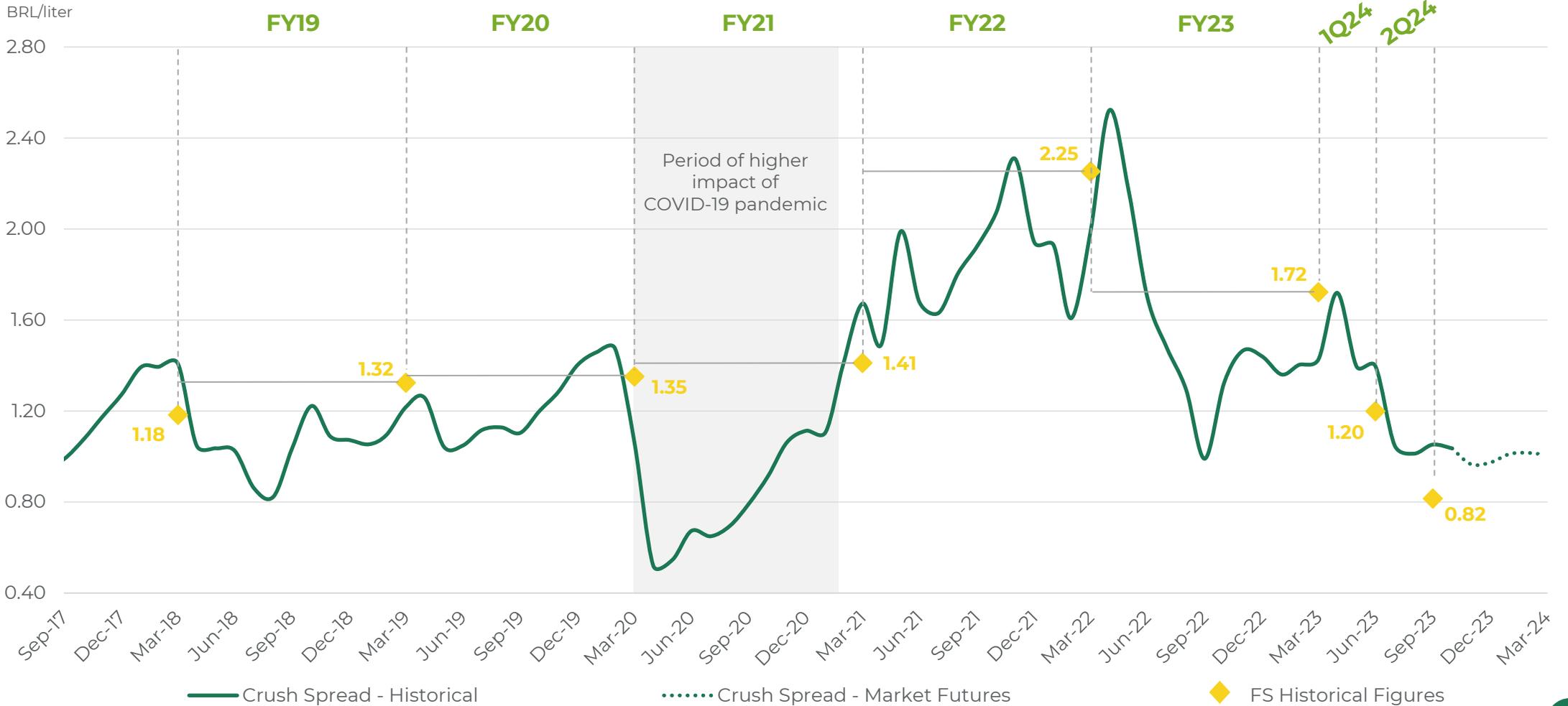
Notes: ¹Distribution by volume of m³ of ethanol. ²Arithmetic average of ethanol futures price for the period December 2022 until April 2023 obtained on the B3 platform.

Source: FS estimates, CEPEA ESALQ, B3.

Base date: Company model, B3 Future Prices and ESALQ prices of November 24th, 2023.

Ethanol vs. Corn Prices: Crush Spread Dynamics

Corn Ethanol Crush Spread⁽¹⁾



Notes: ¹Assumes 425 ton/liter of corn for the conversion from sacs to liters.
Source: Bloomberg, ESALQ, Brazilian Central Bank and FS estimates.
Base date: Company model, FX, B3 Future Prices, CBOT and ESALQ of November 24th, 2023.

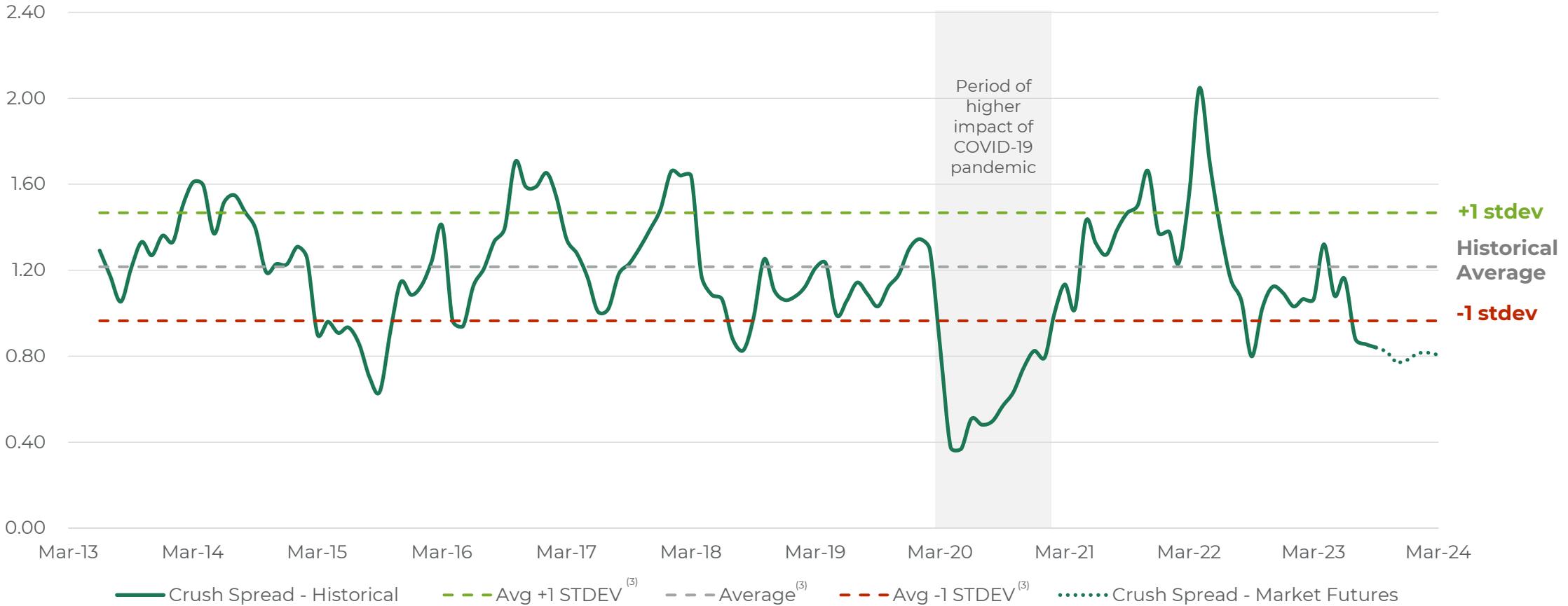
Ethanol vs. Corn Prices: Crush Spread Dynamics through the cycle

Corn Ethanol Crush Spread⁽¹⁾

USD/Gallon

Considering Future Contracts

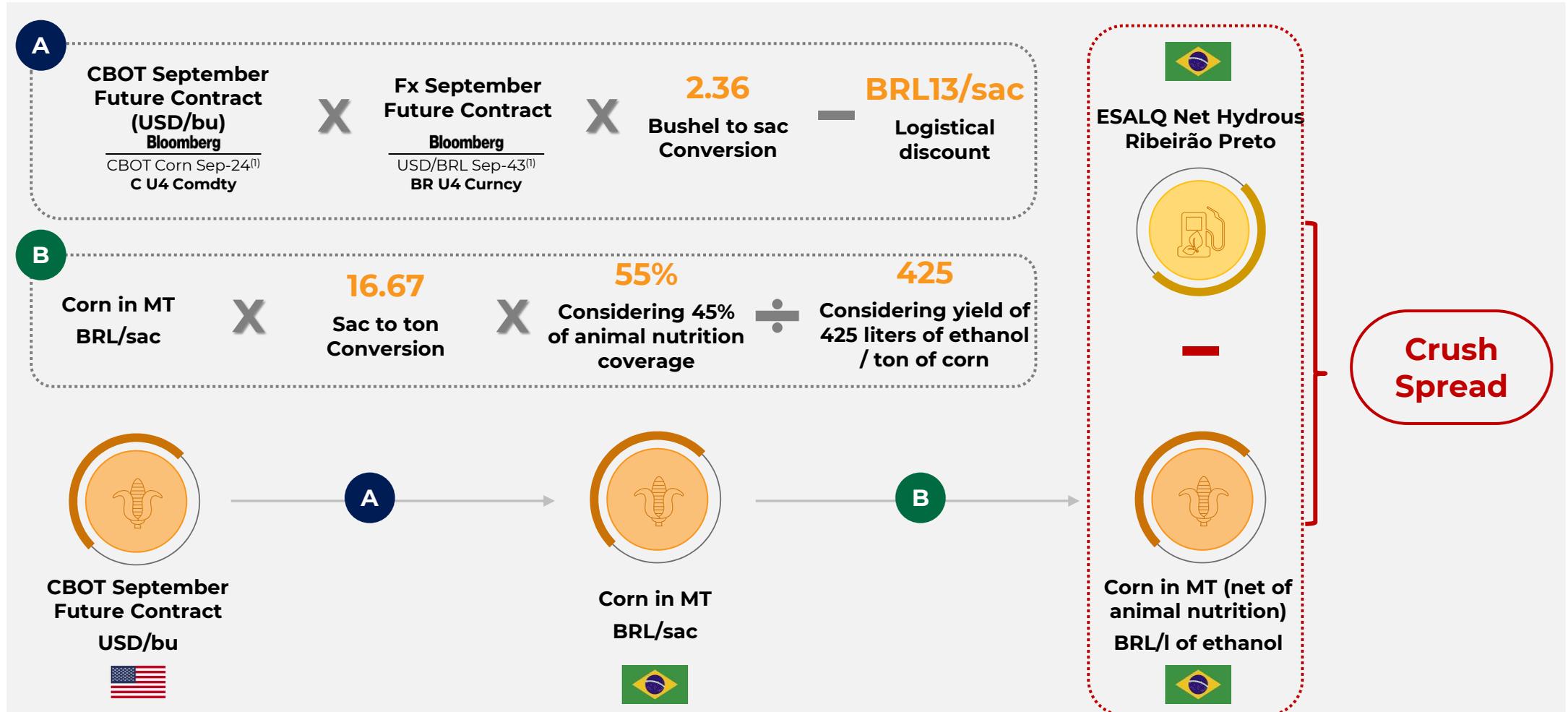
Average (US\$/gal)	Crush Spread	Implied EBITDA
Last 10 Years ⁽³⁾	1.21	0.94



Notes: ¹Assumes 425 ton/liter of corn for the conversion from sacs to liters. ²Assumes BRL0.348/liter of SG&A & other costs (FY21 figure) adjusted for inflation. ³Excluding period from Mar-20 to Feb-21 as it was heavily impacted by Covid-19 pandemic
Source: Bloomberg, ESALQ, Brazilian Central Bank.
Base date: Company model, FX, B3 Future Prices, CBOT and ESALQ of November 24th, 2023.

Crush Spread Calculation

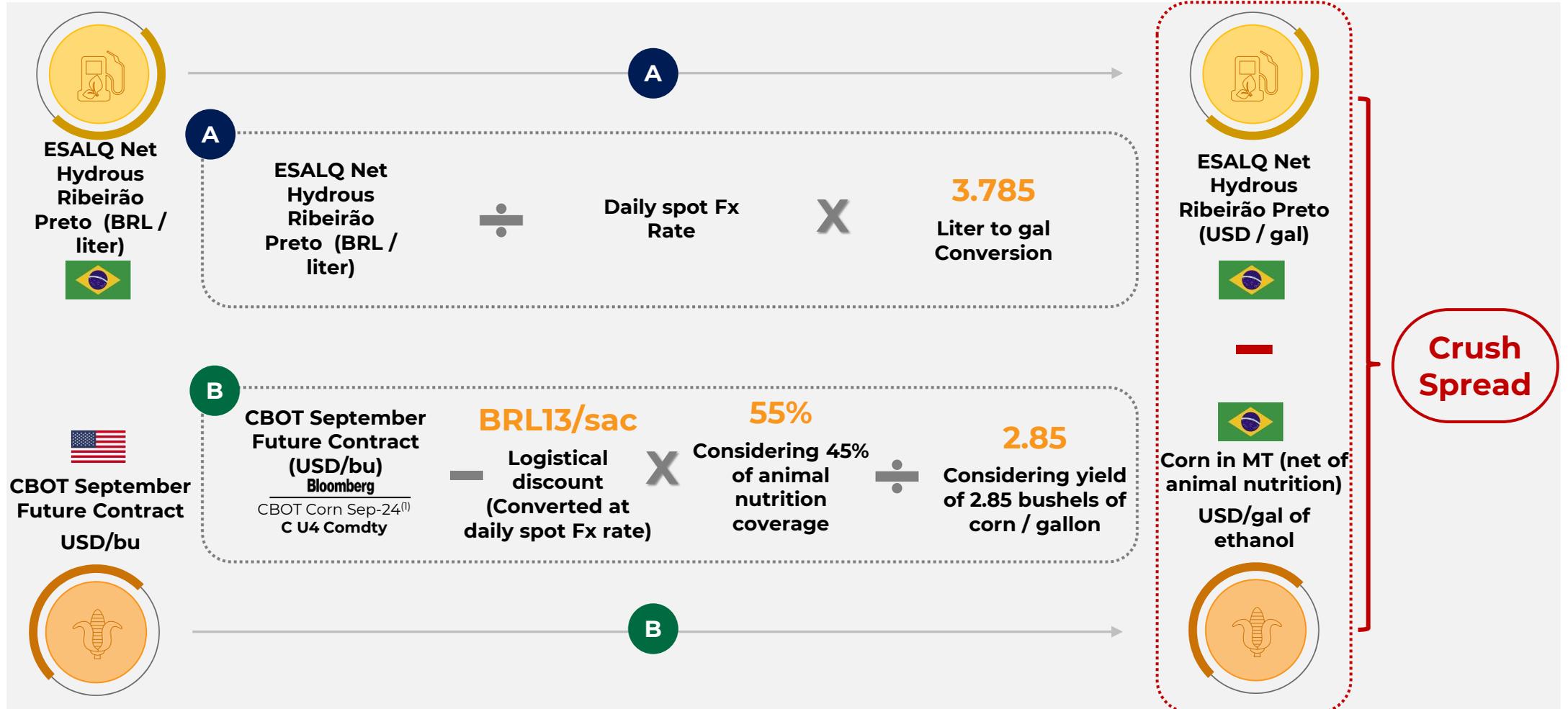
BRL / Liter



Notes:
1. September 2024 future contracts are used from June 2023 to May 2024.

Crush Spread Calculation

USD / Gallon



Notes:
1. September 2024 future contracts are used from June 2023 to May 2024.



Bond Performance

USD 482.8MM FS 2025 Bond Secondary Market Performance as of November 27th, 2023

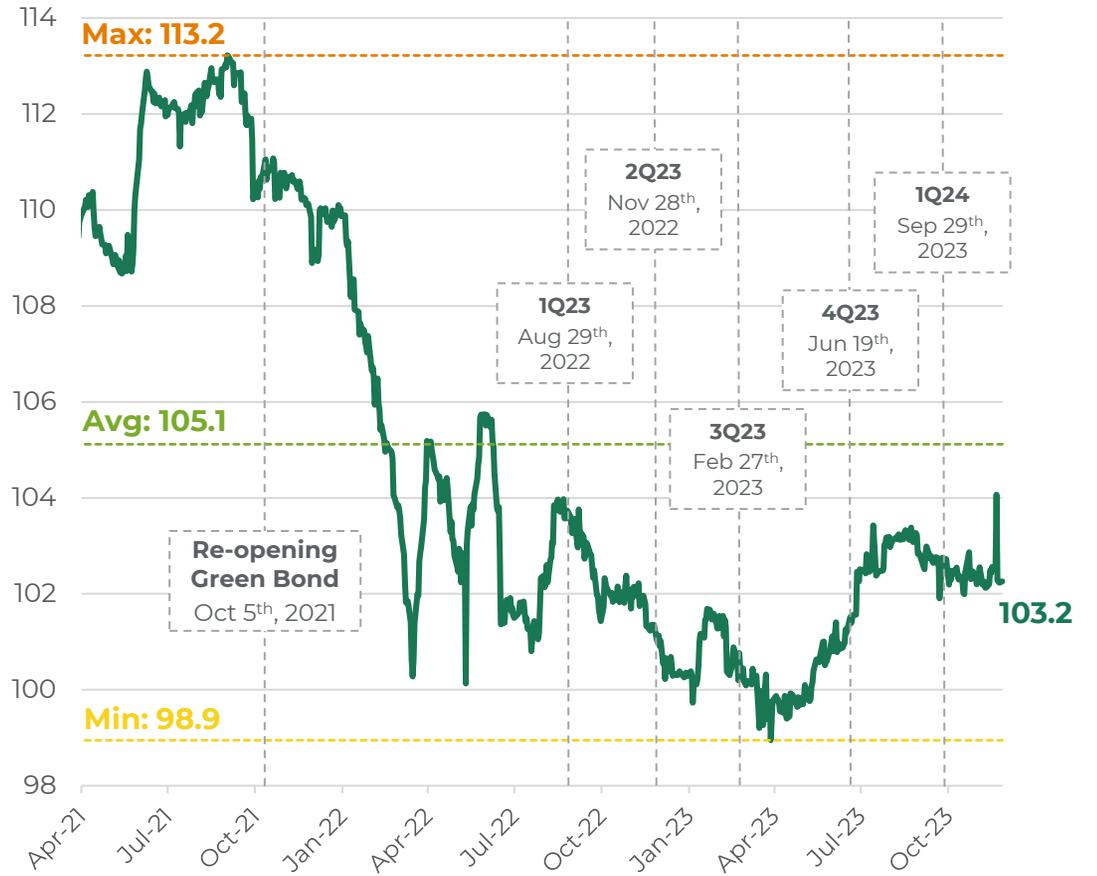
FS 2025 Yield⁽¹⁾

YTM (%) | FS LUX SARL 25 USD BMRK



FS 2025 Price⁽¹⁾

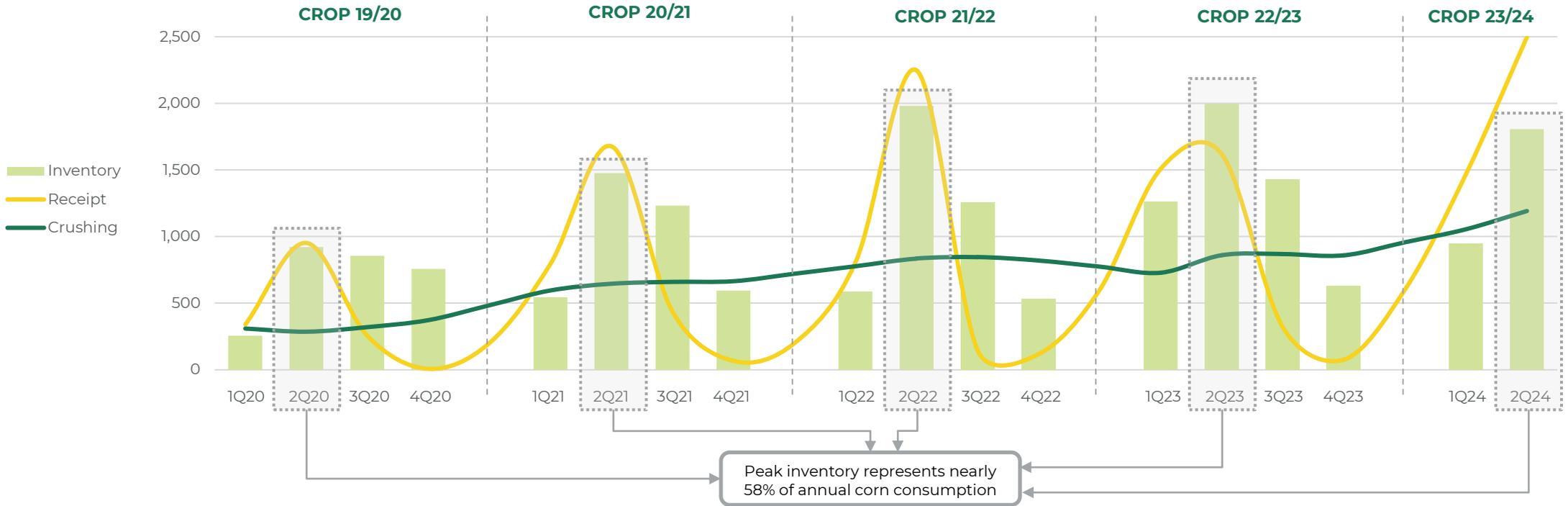
Price (\$) | FS LUX SARL 25 USD BMRK



Notes: 1. Considers closing prices of each day.
Source: Bloomberg

Corn inventory dynamics

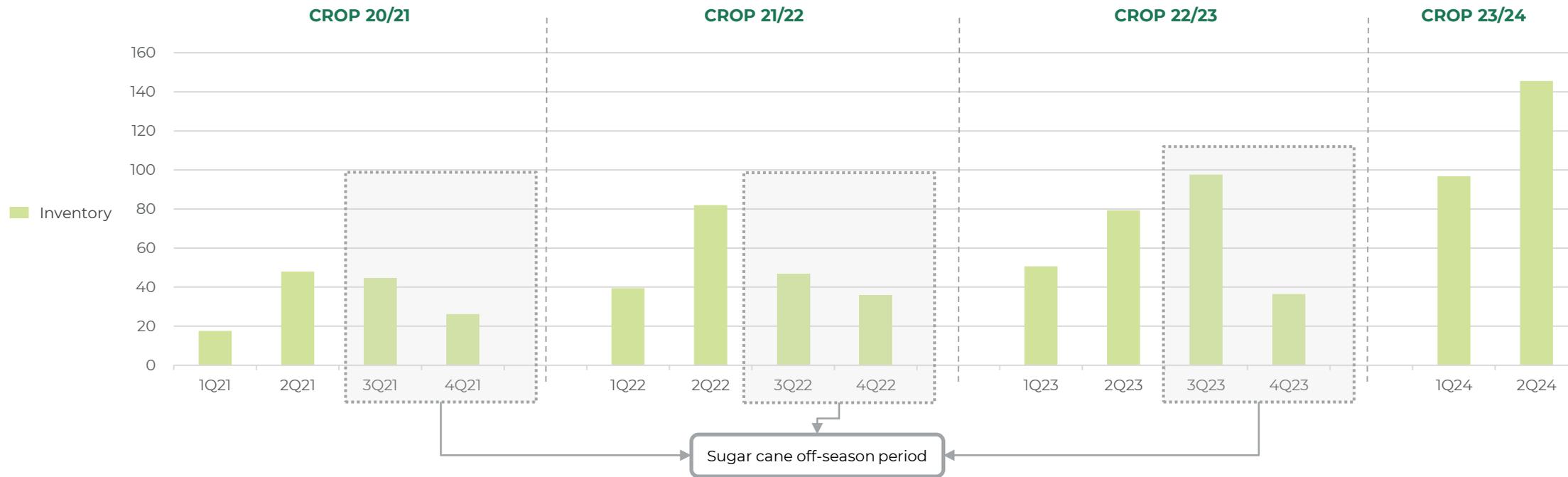
FS consolidated end of quarter in '000 tons



'000 tons	CROP 19/20	1Q20	2Q20	3Q20	4Q20	CROP 20/21	1Q21	2Q21	3Q21	4Q21	CROP 21/22	1Q22	2Q22	3Q22	4Q22	CROP 22/23	1Q23	2Q23	3Q23	4Q23	CROP 23/24	1Q24	2Q24
Receipt	1,551	22%	61%	16%	1%	2,973	27%	56%	15%	2%	3,319	24%	68%	4%	4%	3,523	43%	46%	9%	2%	4,993	29%	50%
Crushing	1,289	24%	22%	25%	29%	2,567	23%	25%	26%	26%	3,277	24%	25%	26%	25%	3,316	22%	26%	26%	26%	4,759	22%	25%

Ethanol inventory dynamics

FS consolidated end of quarter inventory in '000 m³



'000 m ³	CROP 20/21	1Q21	2Q21	3Q21	4Q21	CROP 21/22	1Q22	2Q22	3Q22	4Q22	CROP 22/23	1Q23	2Q23	3Q23	4Q23	CROP 23/24	1Q24	2Q24
Production	1,111	24%	25%	26%	25%	1,426	23%	26%	26%	25%	1,455	21%	26%	26%	26%	2,087	21%	25%
Sales	1,108	24%	22%	26%	28%	1,416	22%	23%	29%	26%	1,456	21%	24%	25%	30%	2,069	19%	23%