



3Q24 **Earnings** **Release**

Key Highlights

- **Net Operating Revenue (NOR)** in 3Q24 was R\$ 367.4 million, a decrease of 13.0% compared to 2Q24.
- In 3Q24, the **Net Loss** was R\$ 56.7 million.
- **EBITDA** in 3Q24 was R\$ 27.4 million, with an **EBITDA margin** of 7.5%
- **Investments** totaled R\$ 29.4 million in 3Q24.
- **Potential orders covered by long-term contracts** totaled 2,452 sets of blades with an equivalent power of 10.8 GW. Using the closing exchange rate for 2Q24, the potential net revenue from the Company's long-term contracts totals R\$ 9.0 billion.

Videoconference

November 7, 2024
10:00 AM (Brasilia Time)
09:00 AM (ET – Eastern Time)



Message from the CEO

For the first time since 2009, the wind energy market in Brazil is facing a significant slowdown. In 2023, the sector saw an increase of 4.8 GW in installations, while the projection for 2024 is around 2.5 GW, a figure close to the average expansion observed in 2020, 2021, and 2022. The current scenario highlights the process of contraction in the sector.

Given the market slowdown, Aeris has been implementing structural adjustments to adapt to the reduced demand, a process that has intensified throughout 2024. In the third quarter, revenue reached R\$ 367.4 million, representing a 13.0% decrease compared to 2Q24. For the first nine months of 2024, revenue was R\$ 1.3 billion, a reduction of 38.7%. EBITDA for the quarter totaled R\$ 27.4 million, with a margin of 7.5%.

During the quarter, there was also the decommissioning of two production lines and the ramp-up of two new ones, resulting in a final portfolio of ten lines, of which eight are mature and two are in non-mature status.

The performance of the Services segment is highlighte, with a growth of 37.8% in the third quarter of 2024 compared to the same period last year. The continuous growth of this segment is notable and results from a strategy focused on diversifying activities and strengthening maintenance and specialized technical support services. This development reflects Aeris's commitment to expanding its portfolio beyond blade manufacturing, consolidating its position as a major player in service provision within the wind sector.

Additionally, we have intensified our focus on continuously seeking operational efficiency to strategically re-enter the export market in a consistent way. We believe that, over the next five years, Aeris's growth will be significantly driven by the international market, which is expected to represent 50% of our total revenue.

Finally, the Company reaffirms its commitment to advancing wind energy development in both Brazil and abroad, constantly seeking to improve our processes to expand our boundaries and increase Aeris's role in the global energy transition. In this context, we uphold our philosophy of valuing and developing our employees, ensuring product excellence, and creating value to meet the expectations of our diverse stakeholders.

Alexandre Negrão
CEO

Operational and Financial Highlights

	3Q24	2Q24	1Q24	4Q23	3Q23
Sets ¹	72	106	129	163	159
Production in equivalent MW ²	352	496	616	802	786
Domestic Market	342	496	616	802	786
International Market	10	0	0	0	0
Active production lines ³	10	10	10	15	15
Mature lines ⁴	8	10	10	15	15
Non-Mature lines	2	0	0	0	0

¹ Sets refers to the number of blade sets produced.

² Production in equivalent MW represents the total capacity produced.

³ Active production lines indicate the number of production lines currently in operation.

⁴ Mature lines are those that have been in operation long enough to be considered established.

In 3Q24, two mature lines were decommissioned and two new lines were installed. We finished the quarter with ten production lines, consisting of eight mature lines and two non-mature lines.

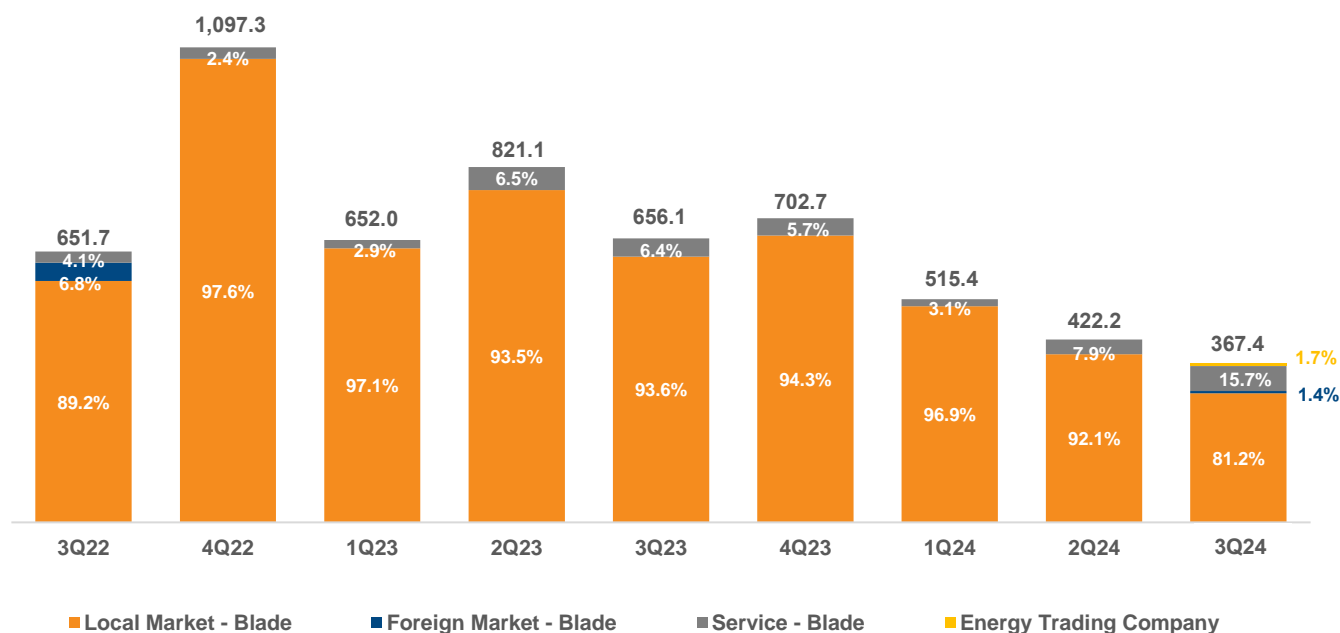
(R\$ in millions)	3Q24	2Q24	Var. %	3Q23	Var. %	9M24	9M23	Var. %
Net Revenue	367.4	422.2	-13.0%	656.0	-44.1%	1,305.1	2,129.2	-38.7%
Blades - Domestic Market	298.3	388.8	-23.3%	614.2	-51.4%	1,186.7	2,015.2	-41.1%
Blades - International Market	5.0	0.0	-	0.0	-	5.0	0.0	-
Energy Trader	6.4	0.0	-	0.0	-	6.4	0.0	-
Services	57.7	33.5	72.4%	41.9	37.8%	106.9	114.0	-6.2%
Net Income	-56.7	-3.1	-	-49.1	15.4%	-101.0	-42.7	-136.5%
Net Margin (%)	-15.4%	-0.7%	-14.7 pp	-7.5%	-8.0 pp	-7.7%	-2.0%	-5.7 pp
EBITDA ¹	27.4	70.6	-61.2%	53.8	-49.1%	140.4	296.3	-52.6%
EBITDA Margin (%)	7.5%	16.7%	-9.3 pp	8.2%	-0.7 pp	10.8%	13.9%	-3.2 pp

¹ EBITDA represents earnings before interest, taxes, depreciation, and amortization.

Net Operating Revenue (NOR)

In 3Q24, net operating revenue totaled R\$ 367.4 million, representing a reduction of 13.0% compared to 2Q24. For the accumulated year 2024 (9M24), the NOR was R\$ 1,305.1 million, a decrease of 38.7% compared to the same period in 2023 (9M23). This revenue reduction is due to the decommissioning of two production lines, the beginning of the ramp-up of two new lines, and the decrease in demand from clients, reflecting weak market demand.

On the other hand, the services business unit showed a growth of 37.8% compared to the same period last year. The growth of this segment is driven by the diversification of activities and the strengthening of maintenance and specialized technical support services, as well as the success of the strategy adopted, which aims to add value to the solutions offered to clients.



Cost of Goods Sold

(R\$ in millions)	3Q24	2Q24	Var. %	3Q23	Var. %	9M24	9M3	Var. %
Net Revenue	367.4	422.2	-13.0%	656.8	-44.1%	1,305.1	2,129.2	-38.7%
Cost of Goods Sold	333.8	348.3	-4.2%	586.9	-43.1%	1,152.3	1,790.9	-35.7%
Gross Margin (%)	9.2%	17.5%	-8.4 pp	10.7%	-1.5 pp	11.7%	15.9%	-4.2 pp

In 3Q24, the gross margin showed a reduction of 8.4 percentage points compared to 2Q24, reaching a margin of 9.2%. The decrease in margin was due to the imbalance between the reduction in revenue and the reduction in costs, which will adjust in the next quarterly report (ITR).

General and Administrative Expenses

(R\$ in millions)	3Q24	2Q24	Var. %	3Q23	Var. %	9M24	9M23	Var. %
General and Administrative Expenses	-29.3	-30.8	-4.7%	-31.2	-6.1%	-88.8	-85.6	3.8%
% of NOR	8.0%	7.3%	-	4.8%	-	6.8%	4.0%	-
Net Operating Income	-3.4	0.3	-	-0.1	-	-4.9	-3.6	38.1%
% of NOR	0.9%	0.1%	-	0.0%	-	-0.4%	-0.2%	-

In 3Q24, General and Administrative Expenses (G&A) totaled R\$ 29.3 million, a reduction of 4.7% compared to 2Q24. This result was due to the semiannual payment of interest on debentures.

EBITDA

(R\$ in millions)	3Q24	2Q24	Var. %	3Q23	Var. %	9M24	9M23	Var. %
Net Income	-56.7	-3.1	-	-49.1	15.4%	-101.0	-42.7	136.5%
(+/-) Financial Results	68.7	48.8	40.9%	95.2	-27.8%	178.1	299.6	-40.5%
(+/-) Depreciation and Amortization	19.9	20.1	-1.1%	15.8	26.1%	61.0	46.4	31.2%
(+/-) Income Tax/Social Contribution	-11.1	-2.2	408.4%	-8.0	37.9%	-18.1	-7.7	133.9%
(+/-) Sudene Tax Incentive	-	-	-	0.0	-	0.0	0.0	-
(+/-) Long-term Incentive	-	-	-	0.0	-	0.0	0.4	-
(+/-) Performance Consulting	-	-	-	0.0	-	0.0	0.4	-
(+/-) Restructuring Plan	6.5	6.9	-5.8%	0.0	-	20.4	0.0	-
EBITDA	27.4	70.6	-61.2%	53.8	-49.1%	140.4	296.3	-52.6%
EBITDA Margin (%)	7.5%	16.7%	-9.3pp	8.2%	-0.7 pp	10.8%	13.9%	-3.2 pp

In 3Q24, EBITDA was R\$ 27.4 million, a reduction of 61.2%, representing a margin of 7.5%, a decrease of 9.3 percentage points compared to 2Q24. This margin reduction is associated with: (i) the discontinuation of a project; (ii) the start of the ramp-up of two new lines; and (iii) the decrease in demand from clients.

In 9M24, EBITDA showed a margin of 10.8%, totaling R\$ 140.4 million.

Financial Results and Debt

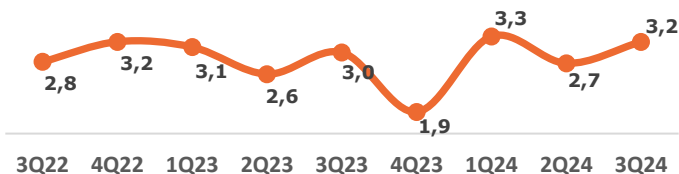
(R\$ in millions)	3Q24	2Q24	Var. %	3Q23	Var. %	9M24	9M23	Var. %
Net Exchange Variation	-6.1	-7.5	-18.6%	-23.4	-73.9%	-19.4	-56.2	-65.5%
Financial Expenses	-62.6	-41.2	51.7%	-71.8	-12.8%	-158.8	-243.4	-34.8%
Net Debt	552.5	537.4	2.8%	1,026.9	-46.2%	-	-	-
Leverage (Net Debt/EBITDA)	3.2x	2.7x	-	3.0x	-	-	-	-

In 3Q24, the net exchange variation resulted in a loss of R\$ 6.1 million, while in 9M24, the loss was R\$ 19.4 million.

Net financial expenses in 3Q24 amounted to R\$ 62.6 million, an increase of 51.7% compared to 2Q24. This result was due to both the increase in interest rates and higher financial charges during the period. In 9M24, net financial expenses were R\$ 19.2 million, a reduction of 65.5% compared to 9M23.

The Net Leverage for the period, measured by the Net Debt/EBITDA ratio, reached 3.2x.

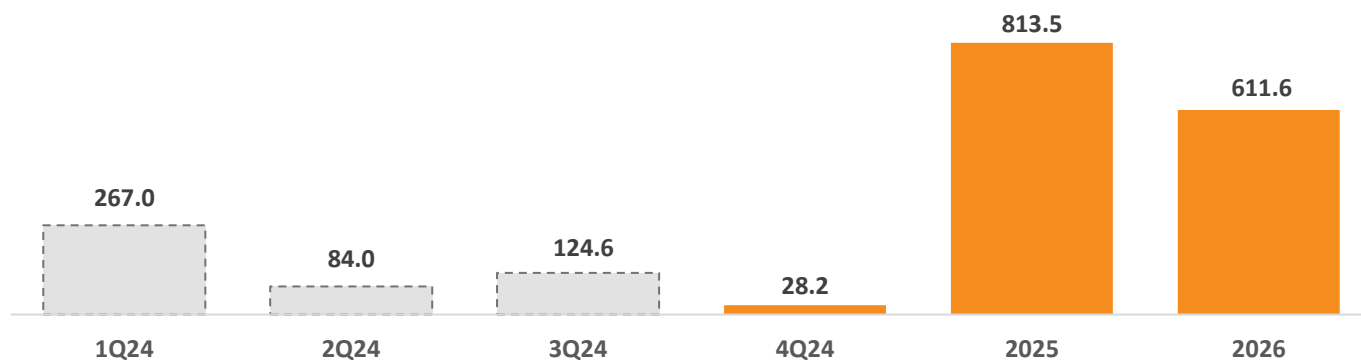
Leverage



(R\$ em milhões)	2023	1Q24	2Q24	3Q24
Net Loss	1.696	1.476	1.529	1.444
Cash	1.064	701	977	881
Net Revenue	633	775	537	553
EBITDA LTM	330	233	200	174
Leverage	1.9x	3.3x	2.7x	3.2x

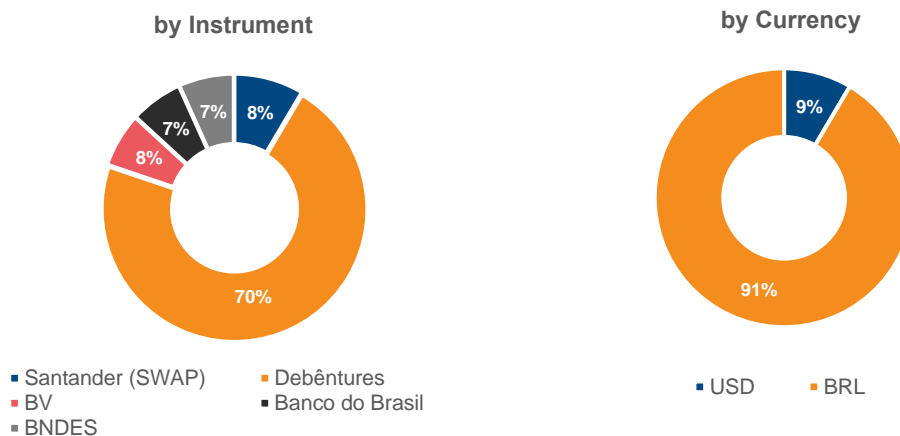
The Company's cash position at the end of 3Q24 was R\$ 881.3 million. The balance of financial obligations due in the upcoming months of 2024 is R\$ 28.2 million.

Debt Amortization Flow (R\$ million)



Gross debt totaled R\$ 1,453.4 million and has an average duration of 1.2 years.

Debt Profile

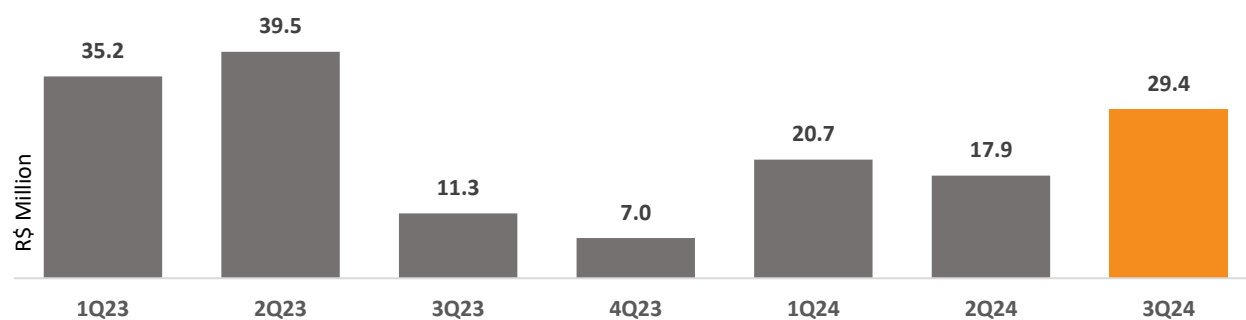


Net Income

The net loss was R\$ 56.7 million in 3Q24.

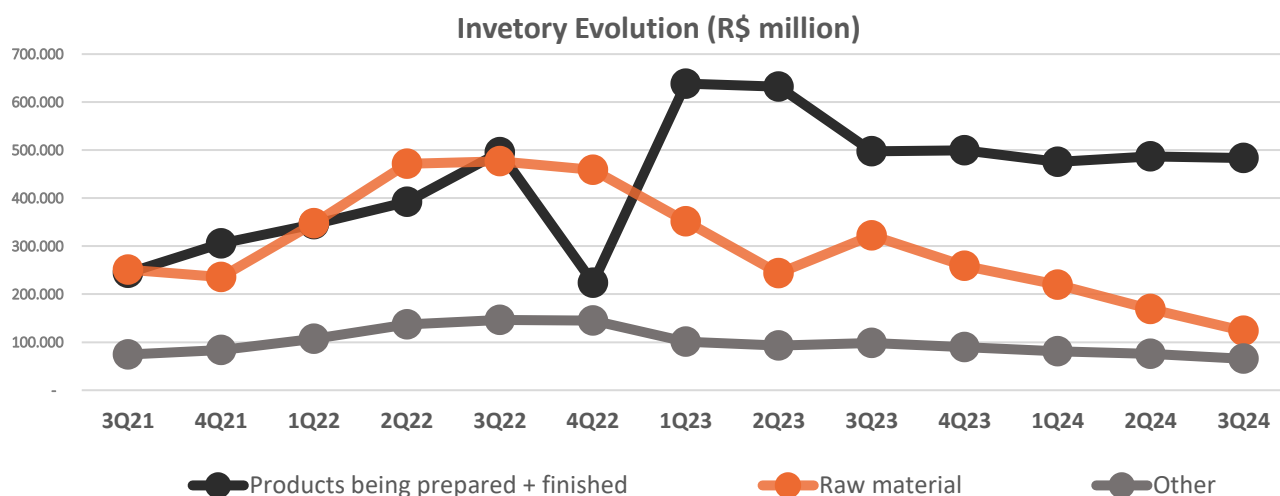
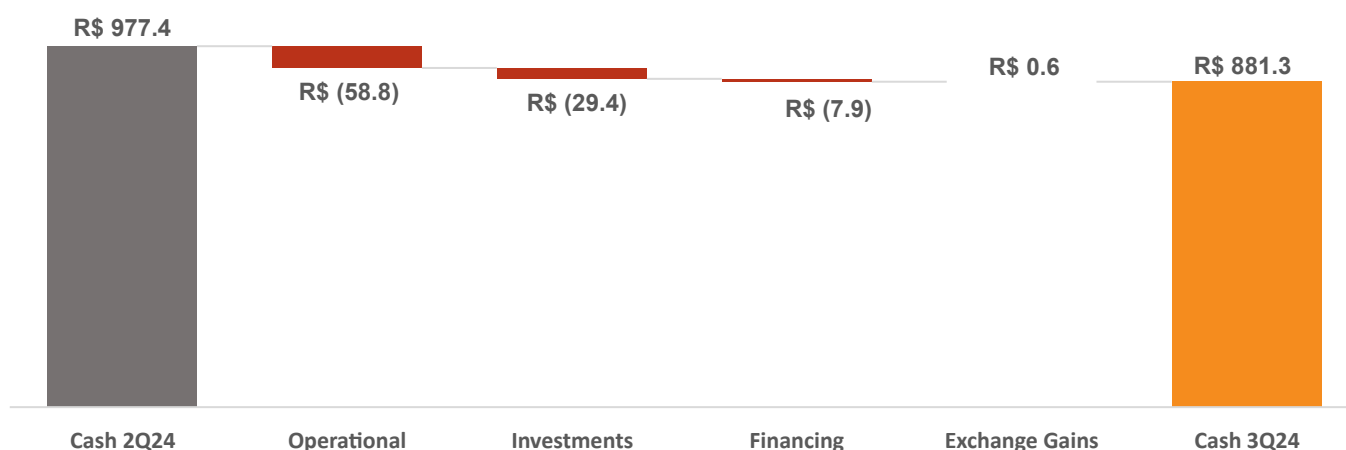
Investments

In 3Q24, the Company invested R\$ 29.4 million, an amount that was budgeted by the Company.

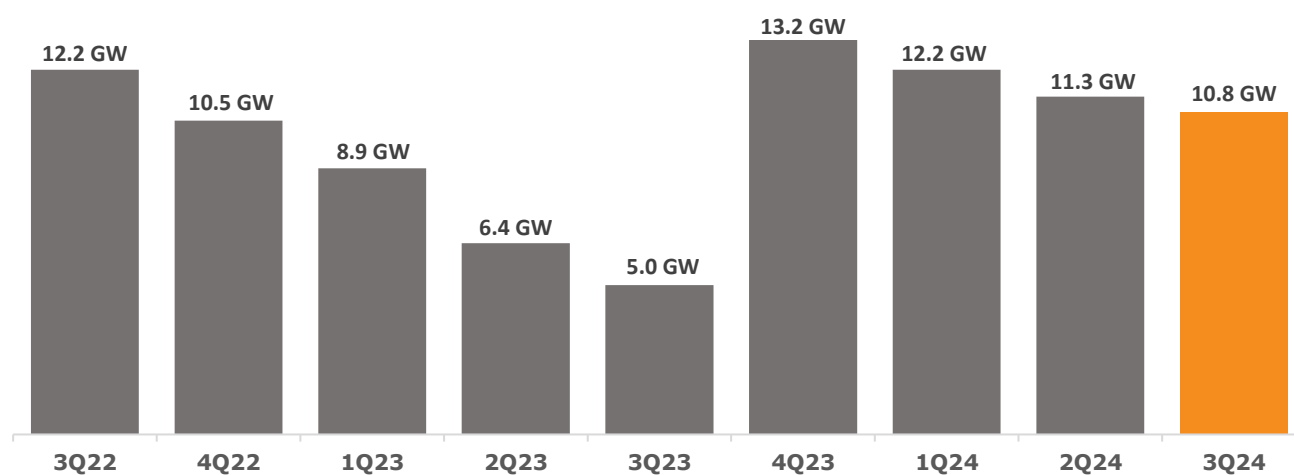


Cash Flow

In 3Q24, the cash flow showed the following movements: (i) cash flow from operating activities consumed R\$ 58.8 million; (ii) cash flow from investing activities consumed R\$ 29.4 million; and (iii) cash flow from financing activities consumed R\$ 7.9 million. (See the breakdown in Annex 4 – “Cash Flow Statement”).



Potential Orders Covered by Long Term Contracts¹



In 3Q24, we experienced a reduction in the volume of potential orders covered by long-term contracts amounting to approximately 500 MW, of which 352 MW were produced.

¹ The contracts allow for utilization up to 40% lower than the production capacity dedicated to the customer, impacting price increases. Customers may also reduce the installed capacity or terminate the contract early, with payment of penalties stipulated in the contract for both cases.

Appendix

(1) Income Statement

(In thousands of Reals)	3Q24	2Q24	Var. %	3Q23	Var. %
Net Operating Revenue	367,434	422,232	-13.0%	656,097	-44.1%
Cost of Goods Sold	(333,765)	(348,279)	-4.2%	(586,870)	-43.1%
Gross Profit	33,669	73,953	-54.5%	69,227	-51.4%
Operating Revenues (Expenses):					
Selling, General, and Administrative Expenses	(29,349)	(30,774)	-4.6%	(31,247)	-6.1%
Other Operating Revenues (Expenses), Net	(3,367)	328	-	110	-
Result Before Financial Revenues and Expenses	953	43,507	-97.8%	38,090	-97.5%
Depreciation and Amortization	19,904	20,119	-1.1%	15,728	26.6%
EBITDA	20,857	63,626	-67.2%	53,818	-61.2%
Sudene Tax Incentive	0	0	-	0	-
Long-term Incentive	0	0	-	0	-
Performance Consulting	0	0	-	0	-
Restructuring Plan	6,535	6,937	-5.8%	0	-
Adjusted EBITDA	27,392	70,563	-61.2%	53,818	-49.1%
Financial Expenses	(104,220)	(94,066)	10.8%	(122,802)	-15.1%
Financial Revenues	35,500	45,287	-21.6%	27,579	28.7%
Financial Result	(68,720)	(48,779)	40.9%	(95,223)	-27.8%
Result Before Income Tax and Social Contribution	(67,767)	(5,272)	-	(57,133)	18.6%
Current Income Tax and Social Contribution	46	1,198	-96.2%	11	318.2%
Deferred Income Tax and Social Contribution	11,043	983	-	8,029	37.5%
(Loss)/Net Income for the Period	(56,678)	(3,091)	-	(49,093)	15.5%
(Loss)/Net Income Attributable to Shareholders and Controllers	(56,678)	(3,091)	-	(49,093)	15.5%
Number of Shares at the End of the Period	61,285	61,235	0.1%	37,402	63.9%
(Loss)/Basic and Diluted Earnings per Share – R\$	(0.9248)	(0.0505)	-	1.3126	-170.5%

(2) Balance Sheet - Assets

Asset	Parent Company		Consolidated	
	09/30/2024	12/31/2023	09/30/2024	12/31/2023
Current Assets				
Cash and cash equivalents	868,755	1,057,576	881,323	1,063,522
Accounts receivable from customers	603,911	668,987	662,142	713,400
Inventories	672,483	848,451	672,812	848,583
Recoverable taxes	16,977	38,272	17,234	38,520
Related parties	-	1,961	-	-
Other receivables	42,330	58,265	45,234	60,091
Derivative financial instruments	6,270	-	6,270	-
Total current assets	2,210,726	2,673,512	2,285,015	2,724,116
Non-current Assets				
Recoverable taxes	215,555	198,792	215,555	198,792
Related parties	69,849	42,544	-	-
Investments	12,029	12,448	-	-
Derivative financial instruments	3,495	-	3,495	-
Deferred income tax and social contribution	48,898	30,770	48,898	30,770
Property, plant, and equipment	939,755	943,442	949,881	950,735
Right-of-use assets	18,256	49,615	18,256	49,615
Intangible assets	58,958	60,392	59,015	60,453
Total non-current assets	1,366,795	1,338,003	1,295,100	1,290,365
Total assets	3,577,521	4,011,515	3,580,115	4,014,481

(3) Balance Sheet - Liabilities

Liabilities and equity	Parent Company		Consolidated	
	09/30/2024	12/31/2023	09/30/2024	12/31/2023
Current Liabilities				
	91,697	285,833	91,881	288,763
Suppliers	798,621	549,362	798,621	549,362
Loans and financing	-	656	-	656
Derivative financial instruments	9,207	16,960	9,207	16,960
Leases	42,011	43,907	42,011	43,924
Salaries and social charges	37,840	55,572	37,944	55,591
Taxes payable	891,016	739,034	891,431	739,034
Customer advances	4,432	1,289	6,323	1,289
Total current liabilities	1,874,824	1,692,613	1,877,418	1,695,579
Non-current liabilities				
Loans and financing	654,761	1,146,231	654,761	1,146,231
Leases	10,251	34,413	10,251	34,413
Total non-current liabilities	665,012	1,180,644	665,012	1,180,644
Total liabilities	2,539,836	2,873,257	2,542,430	2,876,223
Equity				
Share capital	855,102	855,102	855,102	855,102
Capital reserve	347,791	347,938	347,791	347,938
Earnings reserve	78,261	78,261	78,261	78,261
Accumulated losses	(205,456)	(104,439)	(205,456)	(104,439)
Equity valuation adjustment	457	(56)	457	(56)
(-) Treasury shares	(38,470)	(38,548)	(38,470)	(38,548)
Total equity	1,037,685	1,138,258	1,037,685	1,138,258
Total liabilities and equity	3,577,521	4,011,515	3,580,115	4,014,481

(4) Cash Flow Statements

(In thousands of Reais)	09/30/2024
Profit before income tax	(67,767)
Adjustments to reconcile the result to the cash (used in) provided by operating activities:	
Depreciation and amortization	30,182
Net result from the sale of fixed assets	12
Equity in earnings of affiliates	-
Share-based payment plan	373
Exchange variation on loans and financing	2,800
Exchange variation on financial instruments	-
Interest on leases	733
Net financial expenses	46,946
Total	13,279
Changes in assets and liabilities	
Accounts receivable	(79,812)
Inventories	58,616
Recoverable taxes	13,451
Other receivables	(13,235)
Suppliers	(29,196)
Social and labor obligations	(1,128)
Taxes payable	(2,344)
Customer advances	110,064
Other payables	623
Cash (used in) provided by operating activities	70,318
Interest paid on loans and financing	(128,426)
Interest paid on leases	(736)
Net cash (used in) provided by operating activities	(58,844)
Cash flows from investing activities	
Acquisition of fixed assets	(16,387)
Proceeds from the sale of fixed assets	-
Acquisition of intangible assets	(12,993)
Net cash used in investing activities	(29,380)
Cash flows from financing activities	
Loans raised	15,000
Loans repaid	(20,732)
Transaction costs related to funding	0
Debenture buyback	248
Lease payments	(2,324)
Repurchase of Company Shares	(78)
Net cash (used in) provided by financing activities	(7,886)
Increase (decrease) in cash and cash equivalents.	(96,110)
Cash and cash equivalents at the beginning of the period	977,427
Foreign exchange gains (losses) on cash and guaranteed accounts	6
Cash and cash equivalents at the end of the period	881,323
Increase (decrease) in cash and cash equivalents	(96,110)