



International Conference Call
Ultrapar Participações S/A (UGPA3)
1Q23 Earnings Results
May 4th, 2023

Operator: Good morning ladies and gentlemen and thank you for waiting. At this time, we would like to welcome everyone to Ultrapar's 1Q23 results conference call. There is also a simultaneous webcast that may be accessed through Ultrapar's website at ri.ultra.com.br and MZiQ platform.

The presentation will be conducted by Mr. Rodrigo Pizzinatto, Ultrapar's Chief Financial and Investor Relations Officer, and in the Q&A session we will have the presence of Mr. Marcos Lutz, Ultrapar's CEO, and the CEOs of the businesses, Mr. Tabajara Bertelli, Décio Amaral, and Leonardo Linden as well.

We would like to inform you that this event is being recorded and all participants will be in listen-only mode during the Company's presentation. After Ultrapar's remarks are completed, there will be a question and answer session. At that time further instructions will be given. Should any participant need assistance during this call, please press *0 to reach the operator. We remind you that questions, which will be answered during the Q&A session, may be posted in advance in the webcast. A replay of this call will be available for seven days.

Before proceeding, let me mention that forward-looking statements are being made under the Safe Harbor of the Securities litigation reform act of 1996. Forward-looking statements are based on the beliefs and assumptions of Ultrapar management, and on information currently available to the Company. They involve risks, uncertainties and assumptions because they relate to future events and therefore depend on circumstances that may or may not occur in the future. Investors should understand that general economic conditions, industry conditions and other operating factors could also affect the future results of Ultrapar and could cause results to differ materially from those expressed in such forward-looking statements.



Now, I'll turn the conference over to Mr. Rodrigo Pizzinatto. Mr. Rodrigo, you may now begin the conference.

Rodrigo Pizzinatto: Good morning, everyone! It is a pleasure to be here once more to talk about Ultrapar's results.

On slide number 2, I want to remind you that, at this moment, both the Earnings Release and this presentation consider Ultrapar's data from continuing operations in 2023, while for 2022, the Company's data are presented in the pro-forma view, that is, it considers the sum of continuing and discontinued operations, as disclosed throughout last year, unless otherwise indicated.

Moving on to slide 3, with Ultrapar's consolidated results.

As you can see in the chart in the upper left side, our EBITDA from continuing operations totaled R\$ 1 billion and 79 million in the first quarter of 23, 20% higher year-over-year, due to the higher EBITDAs at Ultragaz and Ultracargo, partially offset by Ipiranga's lower EBITDA.

Ultrapar's net income was R\$ 274 million in the first quarter, 41% lower year over year, mainly due to the deconsolidation of Oxiteno and Extrafarma's results, despite the greater EBITDA from continuing operations, lower net financial expenses and lower costs and expenses with depreciation.

Investments from continuing operations totaled R\$ 365 million in the 1Q of 23, 20% higher than that of the 1Q of 22, mainly due to higher investments at Ipiranga and Ultragaz.

We registered an operating cash consumption of R\$ 711 million in the first quarter, compared to a consumption of R\$ 1 billion and 183 million in the same period of 22, resulting from higher investments in working capital in the 1Q of 22, mainly due to the relevant increases of fuel prices at that quarter, partially offset by the reduction of R\$ 897 million in the draft discount balance in the 1Q23.

Moving on to slide 4, to talk about our liability management.



We ended the first quarter with a net debt of R\$ 8.3 billion, an increase of R\$ 1.6 billion compared to December 22. This increase is mainly driven by two main effects. The first is the effect of the end-of-year holiday, as December 31 was not a working day and, therefore, payments were postponed to the beginning of the year. And the second is the consumption of operating cash in working capital, due mainly to the reduction in the draft discount operations in the 1Q23 that I just mentioned. These two effects were attenuated by fuel prices reductions in recent months.

Our leverage increased from 1.7x in December 2022 to 2.0x in March 2023, on the back of the net debt increase. I'd like to point out that the numbers of net debt do not include pending receivables of R\$ 1.1 billion related to the sales of Oxitenó and Extrafarma.

As we presented in the annual conference call, to provide more visibility in relation to our numbers, we have included at the bottom of this slide a table with the total amounts of draft discount and vendor lines, as well as pending receivables from the sales of Oxitenó and Extrafarma, all lines highlighted in our balance sheet. The net debt of March 2023, adding draft discount, vendor and divestments receivables, would be R\$ 9.4 billion.

Moving on to the next slide, slide number 5, to talk about another excellent quarter of Ultragaz.

The volume of LPG sold in this first quarter was 4% higher year over year, due to a 2% increase in the bottled segment, on the back of greater market demand, and a 10% increase in the bulk segment, with higher sales to industries, commerces and services segments.

Ultragaz's SG&A in the 1Q23 was 20% higher than that of the 1Q of 22, due to higher expenses with personnel, mainly collective bargaining agreements and a larger headcount, as a result of the acquisitions of NEOgás and Stella, along with higher expenses with sales commissions and freight, due to higher sales volume.

Ultragaz had another quarter of strong results. EBITDA totaled R\$ 384 million, 80% higher than that of the 1Q22. This growth is mainly explained by efficiency and productivity



initiatives implemented in the last quarters, by better sales mix, by inflation pass-through and by higher sales volume, despite higher expenses.

For the current quarter, we expect results close to that of the last quarters.

Moving now to slide 6, to talk about another great quarter of Ultracargo.

The company's average installed capacity was 955 thousand cubic meters in the 1Q of 23, stable in relation to the 1Q of 22. The cubic meter sold increased by 7%, mainly due to increased handling of fuels in Vila do Conde, ethanol in Suape and chemicals in Santos.

Ultracargo's net revenues was R\$ 236 million in the 1Q of 23, 20% higher year over year, as a result of contractual readjustments, spot sales and higher cubic meter sold.

Combined costs and expenses were 11% higher than those of the 1Q of 22, as a result of higher expenses with personnel, mainly collective bargaining agreement, and consultancy services linked to expansion and profitability projects.

Ultracargo's EBITDA totaled R\$ 142 million in the quarter, a growth of 25% year over year, due to higher capacity occupancy with profitability gains, contractual readjustments, spot sales and productivity and efficiency gains, despite higher expenses. EBITDA margin was 60% in the 1Q23, 3 percentage points above that of the 1Q of 22.

For the current quarter, we expect Ultracargo to continue its good operating performance, with results similar to those of the first quarter.

And, to conclude this presentation, moving now to slide 7, let's talk about Ipiranga's results.

Volumes sold increased 2% year over year, with a 1% growth in diesel and a 4% growth in the Otto cycle.

We ended the quarter with a network of 6,526 service stations, 245 stations less than that of the 4Q22, which is aligned with our strategy of managing the legacy of low-potential service stations. A total of 49 new service stations were added to the network, with an average volume contribution of 265 cubic meters per month, and 294 service stations were closed, with an average volume contribution of 39 cubic meters per



month. Despite the reduction of the number of service stations, the volume net effect was positive, reinforcing our strategy of higher density and improved standards in our service station network. In addition, we ended the quarter with 1,555 AmPm stores, with same store sales growth of 13% year over year.

Ipiranga's SG&A increased 17% in the quarter, due to higher personnel expenses and depreciation, as well as provisions for contingencies.

The "other operating results" line totaled negative R\$ 139 million in the 1Q of 23, compared to a negative R\$ 110 million in the 1Q of 22, mainly reflecting higher costs with CBios, Brazilian carbon tax credits. The "disposal of assets" line totaled R\$ 56 million in the quarter, resulting from the sale of 10 real estate assets.

Ipiranga's EBITDA totaled R\$ 596 million in the quarter, 4% lower than that of the 1Q of 22, and, as expected, a good improvement from the 4Q 22 results. Recurring EBITDA was R\$ 540 million, 9% lower year over year, due to more pressured margins resulting from inventory losses and higher expenses, despite higher sales volume.

Looking now to the second quarter, we expect seasonally higher volumes and, in the current market context, profitability levels close to those of the 1Q23.

With that, I now conclude my presentation.

I appreciate your interest and attention. And let's now move on to the Q&A session, when we are available to answer your questions. Thank you!

Question-and-Answer Session

Operator: We are going to start now our Q&A session. The floor is now open for questions for investors and analysts. If you have a question, please press *1. If your question is answered, you may remove yourself from the queue by pressing star 2.

Questions will be taken in the order they are received. We would like to ask you to pick up your headset when asking your question to provide optimal sound quality. Please, hold while we poll for questions.



If you are following the conference call via webcast, please click on "question to the host" to send your question to our executives.

The first question comes from Monique Greco, of Itaú BBA.

Monique Greco: Good morning, thank you for taking my questions. I would like to congratulate the team for the results and I'm going to take this opportunity to ask two questions. First, maybe Linden can share with us a little bit about the recent dynamics in terms of competition really of fuel distribution in the second quarter where there is still open arbitration and rearrangement of global flows because of the actions and the sanctions of the European Union against Russia.

Secondly, about your strategy of closure of service stations. You've mentioned that you want to expand this network. Will it have one specific regional impact? Should we expect a change in the footprint of the company because of this strategy? Any regional specificity that it's worth highlighting? Thank you.

Leonardo Linden: Hi, Monique, good morning. Speaking of the dynamic of the second quarter, I think you've emphasized what is characterizing the second quarter. Open arbitration has been the case since February, it's not something specific just this quarter, a market with a full offer because then we have... when the market is open you have greater offer of products and it does bring us some challenges in terms of margins, for example.

Our expectations are that this is going to imitate as is for a while in market with high offer with imported product in the market, and this is going to apply pressure to our operations of course. But it's not very different from what we have observed since February, the first quarter. We just have to wait and see how Petrobras is going to behave in terms of pricing, but this is the environment and it's a given condition, right.

In terms of closure of service stations, it's very much consistent with what we've been seeing right from the beginning. We are removing the low productivity deal, and this is not something that's going to change our original footprint of Ipiranga, but it does bring some more productivity to our network because then we have more efficient



service stations. But there is no idea of being more or less concentrated on specific regions. Ipiranga is a Brazilian company, where we can see opportunities in some regions more than in the others, but this elimination of the tail is something uniform that has to be done because of the characteristic of the business itself much more than for any regional strategy so to speak.

Monique Greco: That's great, thank you very much. Clear.

Operator: The next question comes from Leonardo Marcondes, of Bank of America.

Leonardo Marcondes: Good morning, thank you for taking my questions. I have three quick questions. First, concerning the sale of real estate assets by Ipiranga, we've seen some initiatives along those lines. How many land, real estate lands do you still have to sell? How much do you expect to get from that and when do you expect to have them all sold?

Now concerning that closure of some service stations, how has it been affecting the P&L of Ipiranga, especially when we consider the SG&A?

Now concerning Ultragaz, we've seen that once again it has delivered results which were even exceeding the expectations. So, I would like to understand what are the competitive advantages of Ultragaz that you believe are unique to the company then other distributions do not have and what can we expect in terms of margins and ROIC from now on? Thank you very much.

Rodrigo Pizzinatto: Good morning, Leonardo. I'm not going to answer the first two questions and then Taba will talk about Ultragaz.

In terms of sales of real estate land, we've sold 10 units this quarter, 140 million, and we have 300 real estate assets at Ipiranga to sell and we intend to do that for the next three or four years. If we have the average sales, that would be 3 to 4 million, so that would total R\$1 billion to be acknowledged in the upcoming three or four years. We



should be very careful because this is an opportunity to bring a more qualified network and more resellers.

As to the closure of service stations, as Linden pointed out, we closed 250 service stations, so amortization was 140 greater than expected. We estimate to have it all completed in the third quarter of this year and then this effect will no longer impact that line of depreciation and net income.

Now next question will be answered here.

Tabajara Costa: Answering your question about the results of Ultragaz, we go back to seeing it from a broader perspective. We've already talked about our long-term strategy and we've been building the design of a company which is focused on operational efficiency, we've been investing in it throughout the years and these things just get more... they turn into results throughout time, and really a company focused on clients, towards innovation, digital channels, and we've been really trying to strike a balance between distribution of the molecule and offer of additional services. These are the most recent moves we've been making really to increase the offer of energy. It is not a short-term extraordinary movement, it's a long-term strategy that we've been putting in place throughout the recent years and we really believe in it. It is building a company that is closer to the customer, closer to retail delivering additional solutions, which has a different perceived value to it.

Leonardo Marcondes: That's great, thank you all very much.

Operator: The next question comes from Pedro Soares, of BTG Pactual.

Pedro Soares: Good morning, everyone. I have three quick questions. First to Linden most probably about Ipiranga and trying to address the discussion about margins and also ROIC. It was somewhat a challenge in the quarter which has led to some reduce of inventory levels, but still the margins seemed to be very resilient.



How much of that is due to your work with suppliers? I've seen there was a substantial reduction in payment terms based on deliveries. So, is there really an effect of changing payment terms for price? And inventories, what can we expect that turnover and invested capital to try to think about the progression of Ipiranga's ROIC?

The second question based on what Pizzinatto has just said, you've said that the process is expected to evolve up to the third quarter this year. And finally, at Ultragaz, I would like to hear more about what has changed from the first quarter to the second quarter, or rather the returns of the fourth quarter last year to the first quarter this year. And why do I say that? In your last earnings conference call, you brought a very good perspective for the industry, but closer to what was the second-half last year, and the numbers were much better. So, was it just a one-off situation, have you done anything inside to produce this result? So, these are my questions. Thank you.

Leonardo Linden: Hi, Pedro, Linden speaking – and then I think Rodrigo can make additional comments. But giving you the overview of the quarter, just to have the background, right, in January, it was a very quick month in terms of volume, there was a loss of inventory because of the end of the month of December, high of Brent. So January was a complicated month, especially in terms of volume and everyone had high inventory levels with expectations of the returns of PIS and COFINS in taxes.

Then things changed somewhat, there was an opening of arbitration and then it has impacted the business, but there is a better situation of volume and a better work with our actions, there was a decrease in inventory, but also some contributions in the first quarter, so the PIS and COFINS it was a partial return, which helped the month of March, but basically that's it.

What we can see terms of margin in Ipiranga reflects our best efforts really to have the business gain more consistent, and better margins, something which is compatible with what we do and working within the four pillars. We have to learn how to deal with market volatility, and this is exactly what we've done in the first quarter.



Concerning the financial impact, I would like to ask Rodrigo to jump in and complement.

Rodrigo Pizzinatto: Concerning working capital, in January after Americanas' case came to the market, our draft discount balance was impacted and we thought it was better to have long-term debt at more appropriate terms, and there was a difference then in terms of draft discount balance. It increased our debt level but impact our working capital, of course.

In addition, this first period, we have the calendar effect because as December finished in a non-working day, 31 December is not a working day, so that has impacted our payments, and then the working capital of the first month was somewhat negative, which impacts your second question because when you look working capital, it tends to generate more cash on the second-half of the year historically. It is a period of the year which has much better leverage, businesses have higher volume in the second half of the year, this is why it generates more cash than the first half of the year.

Now concerning that closure of legacy, we expect to have it completed by the 3rd quarter. As of the fourth quarter, we are going to have the normalized closure of stations as we would expect in a normal operation.

And you've also asked about the cost of the effect of draft discount in cost. In Ipiranga, it happened more in the end of the quarter and the effect of the quarter was less than R\$2 per cubic meter.

Tabajara Costa: Well, Pedro, about the progression of the past two quarters – and I'm just building up on what I've said before –, we have been operating in line with our expectations, and if you really look closer, it is continuity of the last quarters, right. In the last quarter, I think we had conditions to deliver better results in terms of operating costs compared to previous quarter, better commercial performance when we look at traded volumes and, in our operation, then we can have some specific force that help us in the relationship with our traditional customers, so a broader relationship with



everyone. So, the combination of all these factors was positive and has given us this short-term understanding.

Pedro Soares: That's great and clear. Thank you very much all of you for your answers.

Operator: The next question comes from Gabriel Barra, of Citibank.

Gabriel Barra: Can you all hear me alright?

Operator: Yes, please.

Gabriel Barra: Thank you for taking my questions. I have three points that I would like to go over with you and just a follow-up. The first one, I'd like to hear more about the strategy of the company to an extent it can impact Ipiranga. Is there any leverage there for distribution of fuel with the acquisition of Ultracargo?

Can you tell us about the strategy of the company? That's going to help us understand more about to what extent it can help the company in terms of competitiveness, especially with ethanol.

Second point about branded operations. We had really a very positive perspective of branded network, more favorable, we've seen about you talking about competition and sourcing with Russia, maybe you can have more competition with white labels and regional brands. So, have you perceived any impact yet or maybe it's too early to talk about that? I'd like to hear more on it.

And finally, it is a topic of the fourth quarter which has been discussed and brought to the attention. You had tax credit in the fourth quarter, we've seen strong strategy and I have two points here: is there the possibility of having anymore amounts, anymore value to be added and giving us credit in the exercise in the books? Is there any risk of feeling its impact during the year? Any triggers so to speak that we would have to pay attention to? So, these are my three points. Thank you.



Décio Amaral: Good morning, Gabriel. This is Décio speaking. First part of the strategy of Ultracargo of internalization, of getting into the new market it is a high capacity terminal with the integration of different modalities of transportation, railway, highway, and it can get even more volume with expansion of railway system, and getting connected to Santos, which is a project we've already addressed and we are waiting for authorization. This will be the main channel of arrival of corn ethanol into Paulínia, and it also increases our exposure to biofuel. It's very much aligned with our strategy of being a logistic solutions provider dealing with the bottlenecks of the country and also aligned with sustainability. So, we want to transform that terminal into a better turnover, really terminal, which is our expertise and what we do the best.

Leonardo Linden: Concerning our branding stations, our pipeline of branding that book is consistent with what we've planned, it is a robust pipeline this year, in addition to branding, we are going to rebrand some of our service stations, updating the image of our brand and we expect to produce positive results, and at present I have no expectations any variations. Quite to the contrary, what we see in Brazil in terms of supplies, Ipiranga has value to deliver in this situation as the company which has a structure, a commitment with its business in Brazil, it's positive, we are within budget and plan, and we are going to follow through.

In terms of market competitiveness, you've talked about Russian fuel, within that open arbitrage as a whole, it impacts the market, as we've told you. There is oversupply of course, but this is for all imported products coming from the Gulf, it's expected volatility, but then things get more under control.

We are not a company to speculate the market, of course we are here just to supply the needs of our customers in a well-structured while we are always going to get adjusted to the market and import if needed.

The impacts we see in the market in terms of supply and vision is very volatile, and things are going to change eventually. Concerning 192, Rodrigo will say something.



Rodrigo Pizzinatto: Well, considering fiscal or tax credits, we've recognized it considering the total tax credits to be recovered for Ultragas and Ipiranga, and as profitability continues to increase, we can also include additional credits at Ipiranga. That may be done throughout time. The risk of having it reverted is really low in our understanding.

Gabriel Barra: Great, thank you very much for your answers.

Operator: The next question comes from Luiz Carvalho, of UBS.

Luiz Carvalho: Thank you for taking my questions. I have two questions. The first, as we have Lutz with us – and it's a question that I've been asking in all different calls –, Lutz, the company in recent years has been through relevant process when we think the long-term history, then having you coming to the team and others then there was a relevant change in your Board structure.

Can you please tell us watching this movement and the way you see the company today? Not a snapshot, but the whole history we've seen in recent quarters in operation or turnaround in some of your businesses and what was discussed when you got to the company was to speak about advanced capital allocation, reduction of the company's stake in some of its subsidiaries.

What are the updated plans with the new Board members in terms of capital allocation?

The second question probably to Linden, I know you don't talk about the traded strategies, especially for imports, but you're in contact with the market, and in two of the events that we've been together, at least someone mentioned that Ipiranga would be bringing products from Russia. We've seen new flags importing the product into Brazil, 15 ships. I would like to understand whether there is any risk for investors there. How have you been mapping it as a specific opportunity, or do you think that this flow coming from Russia will be something more long-staying in the market in general?



Marcos Lutz: Thank you for the questions, Luiz. The first part, yes, it is a history, right, Ultra is 85 years old, and it has been through different moments and a number of very specific achievements of course. I joined the company when many things had already been taking place with renovation, there are many people here with me that are part of this process. Pátria's join the team was good, it's the first time a private equity just become part of Ultra.

So, a number of things have changed, nothing disruptive or absolutely unexpected that have one single day, but what has happening is a natural progression, and a different Brazil and a different world for the next 85 years, right, and we are getting prepared for the next 85 years. It is a process of construction, of building operational quality, and as Ultrapar, we are getting prepared to be a capital allocator, more active than we used to be in the past. We've had capital allocation at Ipiranga, for example, received capital allocation from Ultrapar very successfully, there were some not very successful initiatives, some important of course, but we have to improve our work in terms of assertiveness, efficacy.

The process is not disruptive at all, rather, it is consistent towards modernization, renovation, and adaptation to a more modern, digital world.

Concerning Russian supplies, Brazil as a country, except for the restrictions of the UN, Brazil has been open to receive the supplies, and in the long-term, the Russian product will have more penetration. Part of what we are currently importing will be from this origin, and it's in a decision of the Brazilian government.

This month, from 1.2 million liters of diesel coming into Brazil, more than half of that has come from Russia, but you're right, we do not talk about our strategy, but clearly we always state that we observe all the rules, we always follow compliance, there are investors, we also have received a number of investments and all compliance rules will always be respected by our company. But we always consider the market, as Linden has said, the market that's going to have high offer, and Brazil and the market will have to deal with distribution challenges while we have that level of arbitration,



and Petrobras is the main regulating arm of it all. We have to really use Petrobras product as a reference and just arbitrate along that.

Luiz Carvalho: Thank you very much. Just a follow-up in the first question. That plan of reducing your stakes in some companies, is it still something considered? And what's happening now in Brazil, in the world? Is it getting second priority?

Marcos Lutz: Well, we're open to everything, we really have to look closer at capital allocators then decide what is the right time to make such moves. Something that is a fact is that we do not consider opening capital or having an IPO of a business. This is something independent, it's just going to be considered if we are going to create value by taking this step.

Luiz Carvalho: That's great, thank you very much.

Operator: The next question comes from Vicente Falanga, of Bradesco BBI.

Vicente Falanga: Thank you, Ultrapar's team. I have one question about LPG. This government of Brazil has been somewhat more clear vocal in the market while during president Bolsonaro's there was the price of LPG index on the price from abroad, and this government has been trying to create more stable prices. So, how have you perceived these movements on your side? Thank you.

Tabajara Costa: Well, Vicente, it is Tabajara speaking here. Concerning pricing policies, Brazil has been evolving and we've had a free market for a while. The case of LPG in Brazil is an international reference, we have very modern regulation, pro-consumer, client, with a lot of freedom, and we believe there is room for improvement, of course there are some restricted use issues and the government has been trying to analyze that, but our perspective is always to have a market that's going to get more and more competitive, we can see an expansion of the supplies, and this is going to bring another side of competition to LPG.



So, we expect to have really a highly competitive market which can give better offer to customer and to society at large, and this is our perspective and what we work with.

Vicente Falanga: Thank you very much, Tabajara.

Operator: The next question comes from Bruno Montanari, of Morgan Stanley.

Bruno Montanari: Good morning, thank you for taking my questions. I have two follow-ups and one question. First, about the draft discount, have you already concluded the use of this instrument, or can we still have some migration of draft discount into more traditional debt strategies?

Now concerning branding of the network, can you please tell us about the anticipated payment or those postponed payment?

And finally, concerning the acquisitions made, although somewhat more shy, can they help Ultragaz, Ultracargo and Ipiranga? Do you have any future perspective of acquisition, small-sized acquisitions that can bring more muscles? And anything about timing of when we would have these businesses contributing more to the company results. Thank you very much.

Rodrigo Pizzinatto: Good morning, Bruno, thank you. Starting from the draft discount balance, there might be decrease in terms of balance, but we have 1.1 billion to get from the divestment. If we analyze the indebtedness profile and the terms, this is also going to get into additional costs.

Leonardo Linden: Now let's speak about the bonification. In terms of branding, let me see if I understand. Prepaid and postpaid, the negotiation differs, each case is unique, and we try to strike a balance between different concessions, we don't want to just have too much on one side or on the other side, we want to have everything aligned with what we plan in our budget, but we do not expect any radical changes to either side, just maintain what we've been doing throughout time.



Tabajara Costa: Right, now speaking of Ultragaz and the acquisitions, as we told you, for this year our vision set is not something that's going to be very relevant, it's an year where we are going to build these avenues as a platform, and that's how we've been operating together with the offer of LPG through resellers and through corporate clients, we are very enthusiastic with what we've built. But it's a long-term perspective for the company, it is not something that's going to impact us in the short-term.

Bruno Montanari : That's clear, thank you all very much.

Operator: Thank you. If there are no further questions, I'd like to turn it over to Rodrigo Pizzinatto for his closing remarks. Mr. Pizzinatto, please.

Rodrigo Pizzinatto: Thank you all very much for your questions, for your interest. The questions which were asked through the webcast will be answered by our IR team, and hope to see you next time. Thank you very much.

Operator: Thank you all. The earnings call of Ultrapar is closed now. So, you may disconnect now. Thank you all very much.