

Tabajara Bertelli CEO of Ultragaz

ultragaz

## **Overview**

### **Capillarity and relationship**

Pioneering LPG company in Brazil

A renowned and accessible brand, present in the daily lives of Brazilians





1.7 million tons sold in 2023





**Bulk** 

Market leader 60 thousand

corporate customers

720 thousand

bulk deliveries /year



**Bottled** 

11 million households served 80 million deliveries /year 6.3 thousand

## **Brazilian LPG market**

## Among the 10 largest markets in the world

7.4 million tons of LPG sold

٥

91% of households



## Highly complex logistics

13 bottles delivered per second



17 minutes average delivery time





## Clean and accessible energy

Room for growth

- Relevant role in energy transition
- Potential to allow new uses

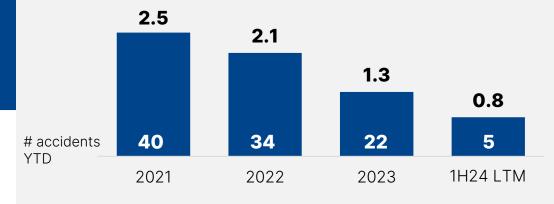
## Solid and modern regulation

Focused on the client

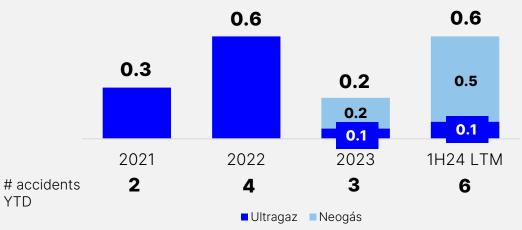
- Respect to the brand of bottles
- Safety and traceability

<sup>&</sup>lt;sup>1</sup> Considers residential, commercial, industrial and agricultural consumption Source: Sindigás

## **Lost time injury frequency rate** – LTIF



## Process accident frequency rate – Tier 1 and 2



# Safety is a fundamental pillar for Ultragaz

Complete safety journey, focusing on own and third-party employees



### **Behavior** evolution

through continuous training



#### **Transport management**

with embedded technology and control tower, to improve logistic safety levels

## Recent advances



## Hired fleet management process

to qualify the operation of service providers





### Strengthening the reseller network

focused on the end customer (qualification and excellence in service)



### **Expansion of corporate customers**

with logistic efficiency



### **Expanding the use of digital** channels

in relationships with customers and partners



## Robust investments in operational excellence,

continuous process improvement and increased efficiency



## Proximity to customers and excellence in service level,

boosting the offering of other energies

# Residential segment Anywhere, anytime



#### Growth

in regions with greater potential



#### **Proximity**

with the network and excellence in service level



Market expansion through digital

through digital channels



#### Technology

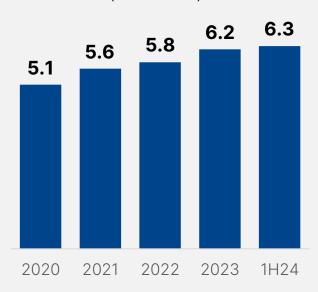
getting closer and strengthening relationship with customers and partners

#### Ultragaz app

5 million clients

#### **Consistent evolution**

# resellers (thousand)



## **Corporate segment**

## **Expansion with profitability**

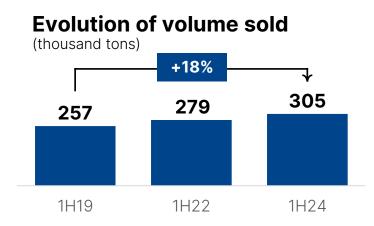
Solutions that generate value for the customer, in the segments in which we operate

## Extensive customer base, with long-term relationships

Greater proximity, boosting the offering of other energies

## Robust infrastructure and logistic excellence

Guarantees the availability of the molecule, with a high level of customer service





portfolio









**Industries** 

Commerce

**Condominiums** 

**Agribusiness** 





**Operacional bases** 



 $\bigcirc$  + **3.4** thousand

cities served



**26** million

bottles (P13)





**140** thousand

tons handled per month (1H24)



R\$300 million

in infrastructure in the last 3 years

**Maintaining** competitive costs, associated with the expansion of the customer base



#### **Production**

Process optimization / automation



#### Logistics

Increased productivity and service level with real-time action, through the control tower



#### Supply

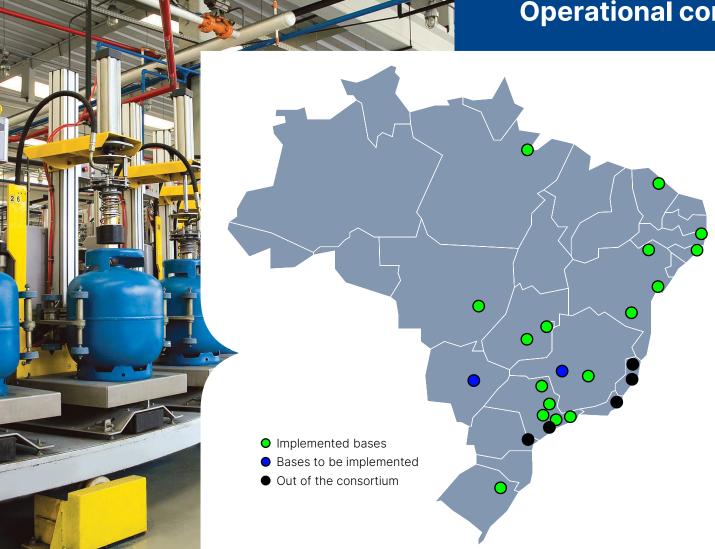
Acquisition of raw materials through supplier diversification



#### **Operational** consortium

17 bases operating in this model

## Operational excellence Operational consortium





#### **Sharing model**

Implemented in 17 out of 19 bases



#### **Remaining bases**

to be integrated by 2025



#### **Greater bottling capacity**

- Better service levels
- Lower logistic costs
- **Expansion CAPEX avoided**



## **Synergies fully captured from 2025 onwards**

## Offering of new energy solutions

Strength of the Ultragaz brand as a lever for expansion, enabling decarbonization for customers

#### **Natural gas**

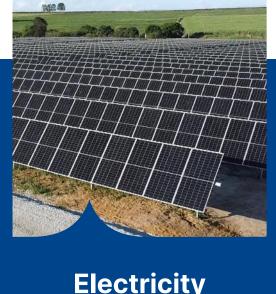
#### Renewable energies

#### **Innovation**





**Biomethane** 

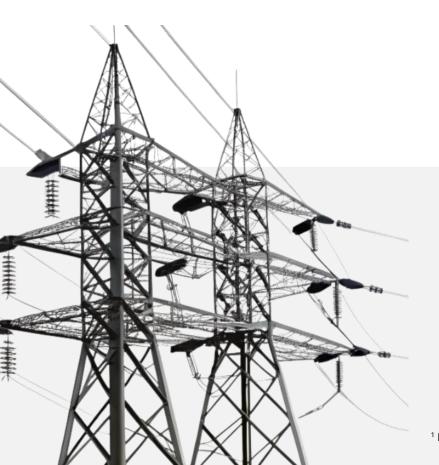


**Electricity** 



<sup>1</sup> Compressed Natural Gas

## **Electricity**





- Advancing in the distributed generation model, with renewable and economical energy for low voltage customers (households and small businesses)
- Evolution of the business model for greater control of the operation, seeking to improve the customer experience



- Entry into the free energy market, expanding our portfolio of energy solutions to serve high voltage customers
- Opportunities for commercial synergies, digital and expansion of the customer base



#### Low voltage

Hiring of

100 MWp<sup>1</sup>



## Power generation (DG)

Start of operation of own and leased plants



((4))

#### **High voltage**

+ 3 thousand clients

260 MWm

commercialized

<sup>1</sup> Expected until Dec/24

## CNG and biomethane

Growth strategy through the distribution of biomethane to industrial customers, with an emphasis on decarbonization of operations

- Compression capacity of 250 thousand m³/day
- 6 compression bases

and largest CNG fleet in Brazil (200 trucks, 50 after the acquisition)

New supply contracts
+220 thousand m³/day
of biomethane

+ 10 signed contracts

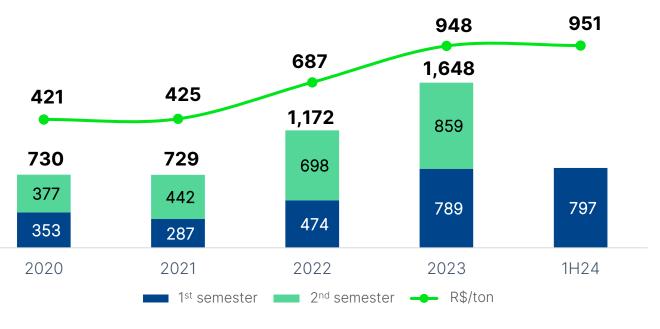




## **Consistent** growth

As a result of operational excellence initiatives and increased value perceived by the customer

#### **Evolution of recurring EBITDA**<sup>1</sup> (R\$ million)

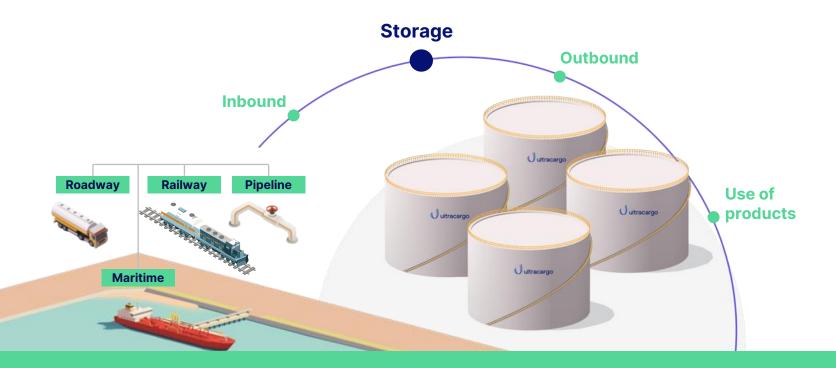




Décio Amaral CEO of Ultracargo







We offer
logistics solutions
that connect
businesses all over
Brazil

## **Strategic** guidelines



Safety and social and environmental responsibility



People and highperformance culture



Productivity and technology



Top choice of clients



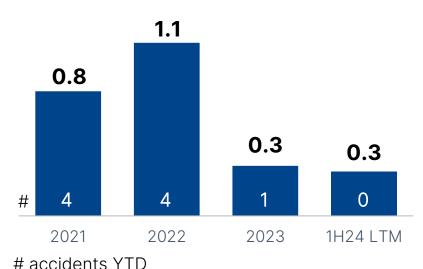
New growth opportunities and geographic relevance



Sound investments combined with culture result in more safety, productivity, and efficiency



## **Lost-time injury frequency** rate – LTIF

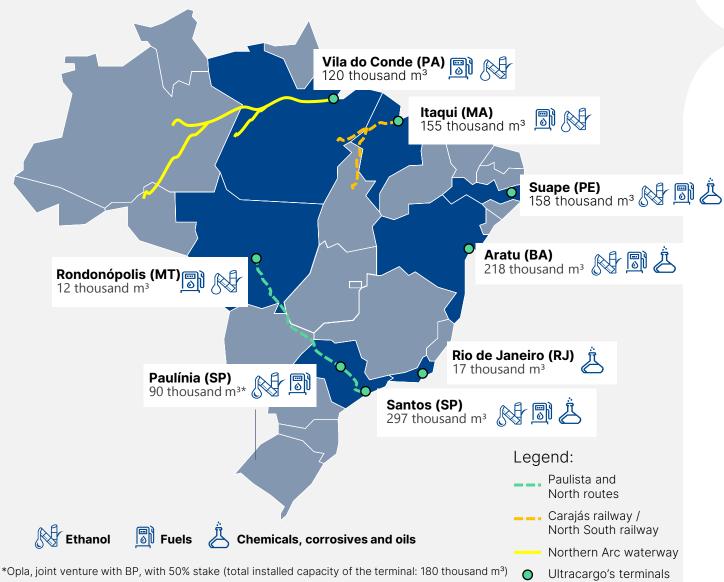


## **Process accident frequency** rate – Tier 1 and 2





### Strategic positioning in the main logistics hubs



### **Overview**



1,067 thousand m<sup>31</sup> of total installed capacity



8 million<sup>2</sup> of tons handled



million<sup>2</sup> of m<sup>3</sup> sold



8361 employees

<sup>&</sup>lt;sup>1</sup> June/24

<sup>&</sup>lt;sup>2</sup> Last 12 months, until June/24



Our commitment to society and the environment strengthens our operations and makes them more sustainable



Strengthening female participation

Training programs focused on women in operations and leadership



**Eco-efficient** operations

Projects to reduce emissions, achieve zero waste sent to landfills, and optimize the consumption of natural resources



Organizational climate

Certification by Great Place To Work®, achieved in 2024, with a favorability index of 76%



Social responsibility

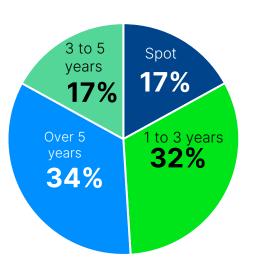
Beginning of the construction of a hospital to serve 120 thousand people and a school with up to 300 spots



## Diversified client portfolio,

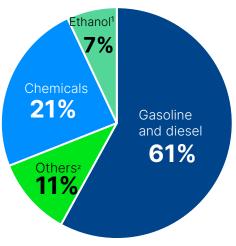
both in terms of chains served and contract terms

## Participation by type of contract

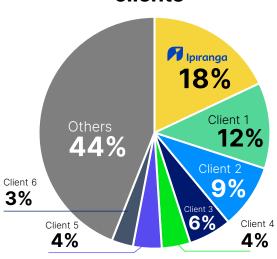


Participation by **product class** 

**Net revenues 1H24** 







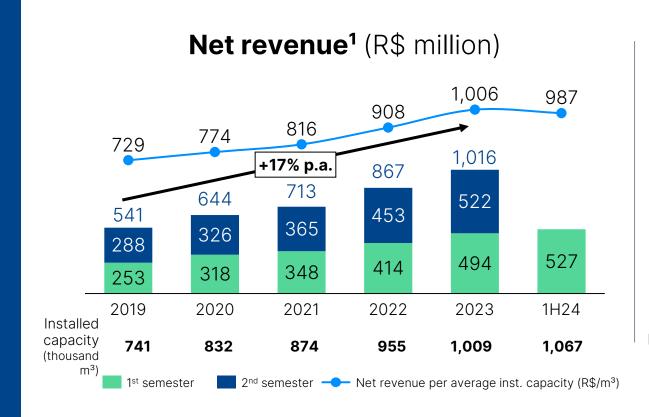
<sup>&</sup>lt;sup>1</sup> Ethanol for industrial use

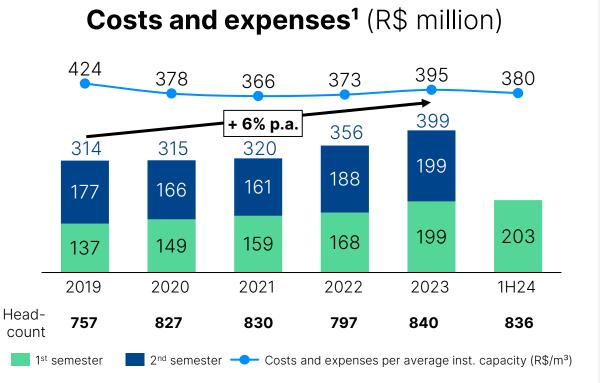
<sup>&</sup>lt;sup>2</sup> Corrosives, lubricants and vegetal oil



## **Assertiveness** of new investments

combined with scale gains and operational excellence drives growth and raises the level of customer satisfaction



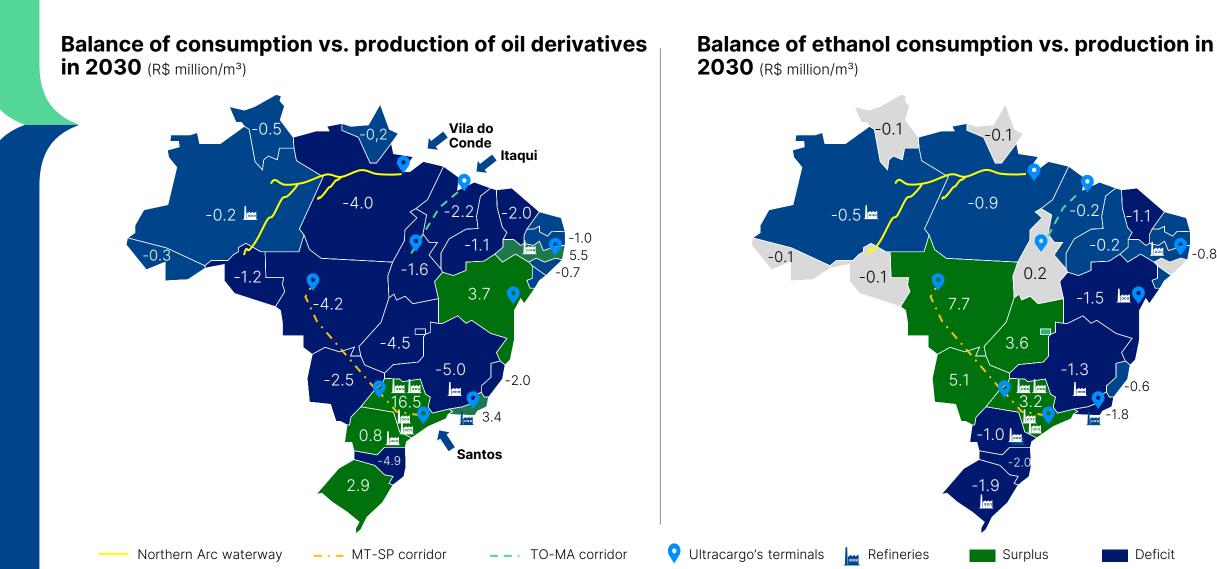


<sup>1</sup> In nominal currency, does not include depreciation and amortization



## Inland to port interconnection strategy

to capitalize on opportunities for logistic corridors in deficit regions



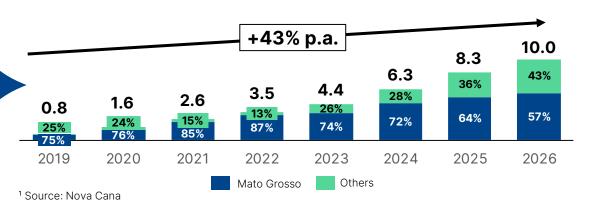
Deficit



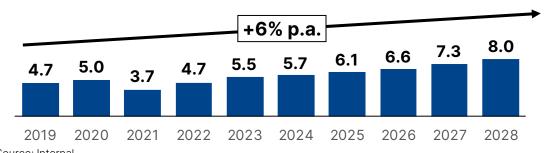
Mato Grosso consolidates itself as the main producer of corn ethanol and as an important hub for the distribution of fuels and biofuels



#### Corn ethanol production and regional participation<sup>1</sup> (million m³)



#### Projection of oil derivatives imports in São Paulo<sup>2</sup> (million m<sup>3</sup>)



#### <sup>2</sup> Source: Internal

#### **Relevant investments**

Rondonópolis expansion 22 thousand m<sup>3</sup> expected for 1Q25



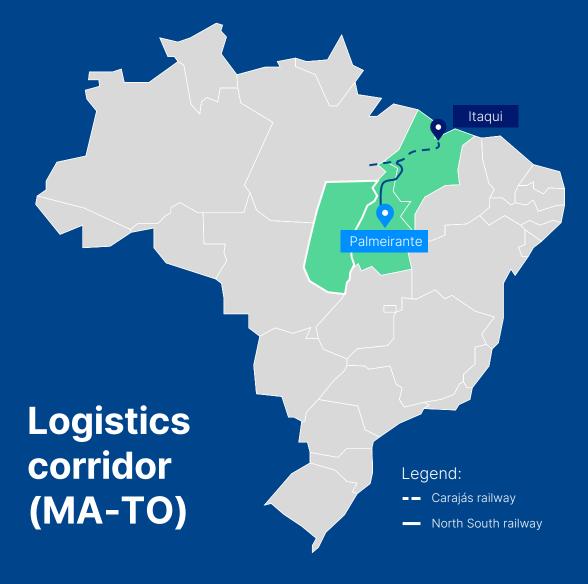
#### Opla bypass

**Santos expansion** 25 thousand m<sup>3</sup> expected for 1Q25 Expected for 1Q25



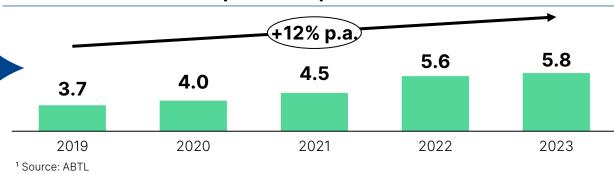




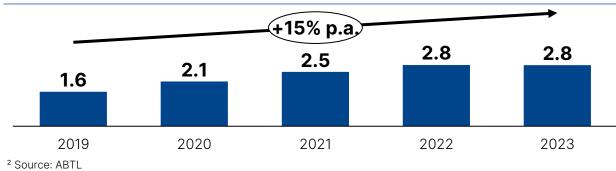


67% of the fuel consumed in the area of influence of Itaqui (MA) becomes more competitive if transported by railway

#### Volume handled at the port of Itaqui<sup>1</sup> (million m³)



#### Volume handled at the Ultracargo terminal in Itaqui<sup>2</sup> (million m<sup>3</sup>)



#### **Relevant investments**

#### **Itaqui expansion**83 thousand m³ expected for 4Q25

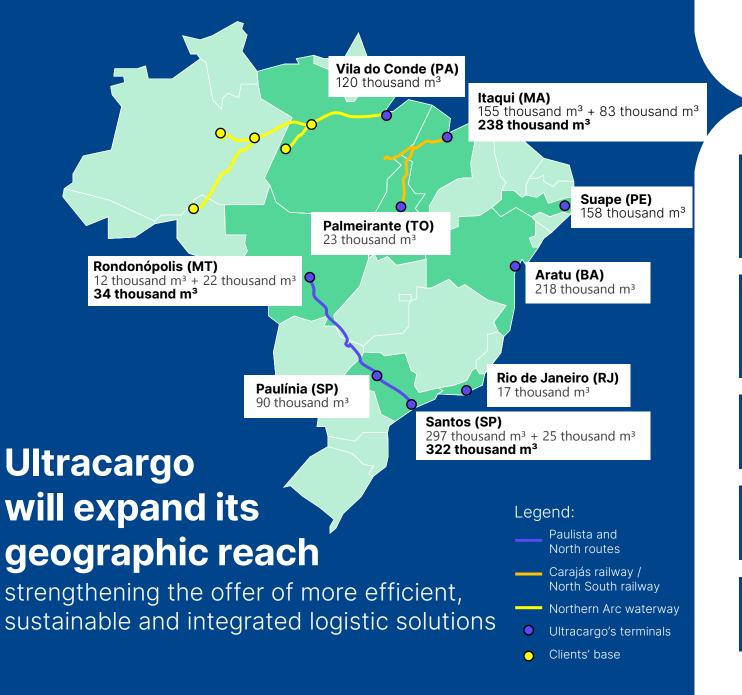


#### Palmeirante expansion

23 thousand m<sup>3</sup> expected for 1Q25







### **New scenario**



#### **Expansion**

- Santos (SP)
- Rondonópolis (SP)
- Palmeirante (TO)
- Itaqui (MA)



Increase of roughly

### 15% installed capacity until the end of 2025



Logistic corridor

Paulínia (SP) – Rondonópolis (MT)



Logistic corridor

Itaqui (MA) – Palmeirante (TO)

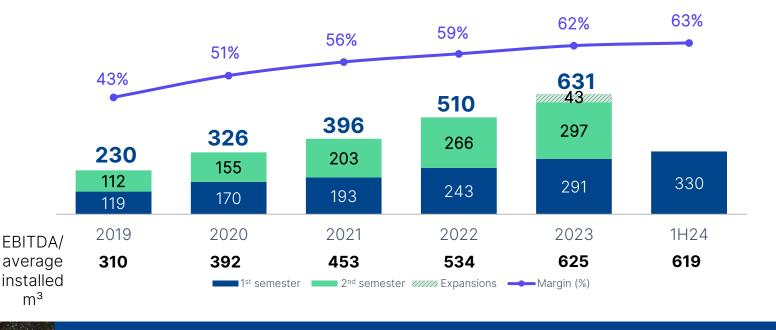


Continuity of the **strategy to expand to the inland of Brazil** 



# Our profitability results from efficiency in capital allocation and significant productivity gains

#### **Evolution of recurring EBITDA<sup>1</sup> (R\$ million)**





**CEO** of Ipiranga



## **Security**

Safety management integrated into the business

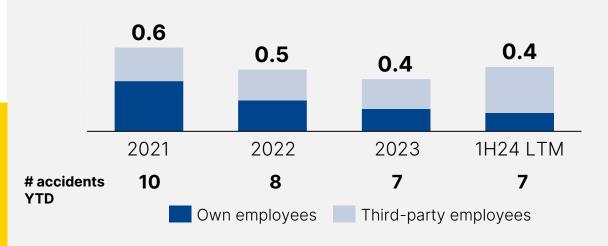


Strengthening of safety culture



Investments in protective technologies

## **Lost-time injury frequency** rate - LTIF



1 25%
Increase in the number of reports
(1H22 vs. 1H24)

Reduction of severity – lost time (1H22 vs. 1H24)

## **Process event frequency** rate – Tier 1 and 2



**90%** 

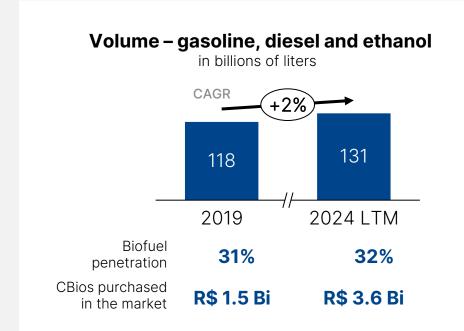
Reduction of spilled volume per m<sup>3</sup> (22 vs. 24)

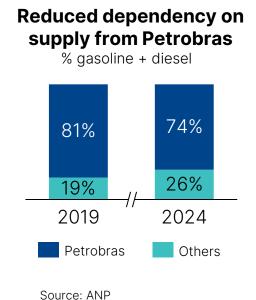
Fuel market

## steady growth

with a greater presence of biofuels...











## ...in a **competitive** and **challenging** environment

#### **Challenges**

Market share from irregular companies<sup>1</sup> **13%** 

Injunction on PIS/COFINS benefits

Manaus Free Trade Zone (ZFM)

Market share from irregular companies<sup>1</sup> **15%** 

Higher volumes at Amapá

Non-compliance with CBios target (2023 deficit of R\$750M ~R\$40/m³)

Start of the injunction for ICMS deferral in Paraná

Market share from irregular companies<sup>1</sup> **17%** 

Start of B14 (14% biodiesel blend rate) 19 distributors below the mandatory rate<sup>2</sup>

Intensification of naphtha imports
Potential impact of R\$ 900 to 1,200/m³

## Other indicators of irregularities

Intensification of persistent debtors +R\$ 70 billion in active debt

Other injunctions
CBios and ICMS



2017

**Evolutions** 

2023

**Single-phase taxation** 

May – diesel Jun – gasoline STF discredits PIS/COFINS exemption in ZFM

2024

Amapá injunction revoked

Paraná ICMS injunction revoked

Terminations of operating licenses from significant irregular companies

<sup>1</sup> List of irregular companies recognized by ICL | <sup>2</sup> Source: ANP



## To compete in this market, we need:

- Agility and adaptability
- Logistics efficiency
- Strong brand
- Market intelligence
- Cost and capital discipline
- Best team



## **Consistent** results

**5.9 thousand service stations** 

2023

2.4 million

Fillings in Ipiranga's network per day

**23 billion liters** 2023

## Leader in convenience

+ 1.5 thousand



#### +7 thousand

Business customers 2023

**85 operating units** 

19% mix of premium

**P**Ipimax

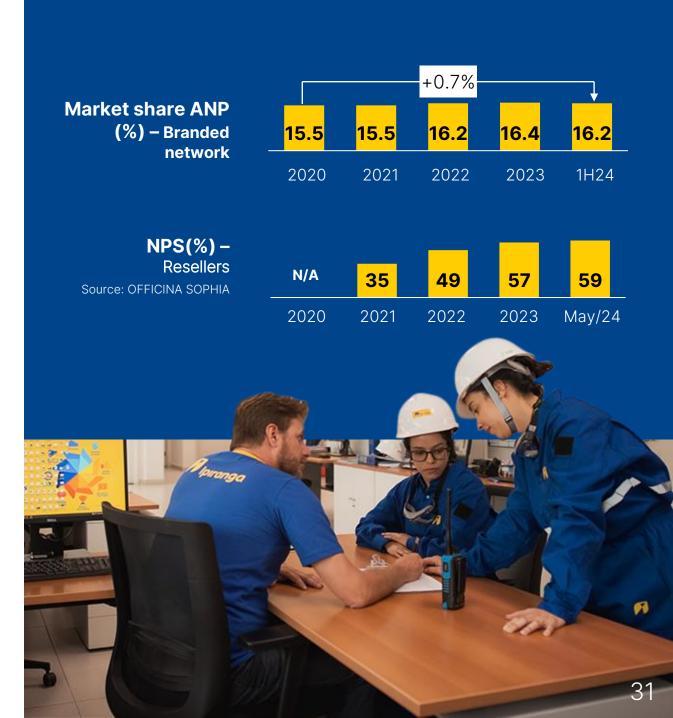
gasoline in 2023

## Leader in lubricants





**P**Lubrificantes



## Logistics and Distribution





#### Infrastructure

- Capital allocation discipline
- Positioning in highgrowth regions



### Logistics planning and efficiency

- Network optimization
- Optimized inventory
- Carrier qualification (-40% of the fleet 22x24)



### **Customer** service level

- Process transformation Order to Cash
- Transport management, order cycle, terminal management

### **Evolution of results**

-27%

Operating times – More agile loading (1H22 x 1H24) -60%

of heavy fleet accidents (1H22 x 1H24) +14%

Fleet productivity (1H22 x 1H24)

**-51%** of demurrage (1H22 x 1H24)

R\$ 400M in efficiency to be captured in the next 3 years



# **Supply**<br/>and Trading

Optionality

Competitiveness

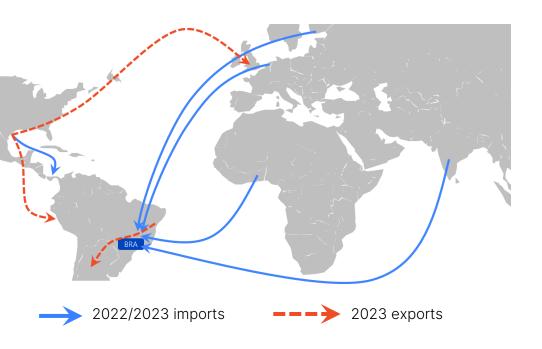
Balanced supply of the Brazilian market

Integrated S&OP

Structured operations

New products

International offices





**5 diverse origins** in USA, Africa, Asia and Europe

**3 international destinations** in Europe, USA and LATAM, beyond the national Brazilian supply



**22%** of the commercialized volume by the trading department in 2023

## Competitiveness

Market intelligence and efficient processes





Consistency, transparency and coherence



Strong and healthy network
Selective investment



**Product portfolio** qualification

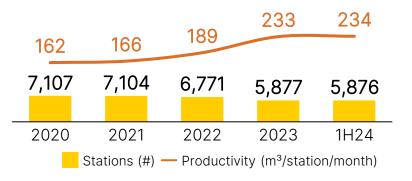


Cost and capital discipline

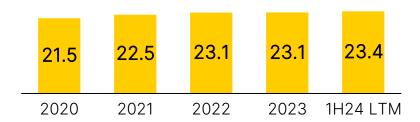
New FRP



#### **Service station network qualification**



#### Total volume (billion liters) IPIMAX



#### **Recurring unit gross profit<sup>1</sup>**

132	162	203	283	268
2020	2021	2022	2023	1H24

<sup>&</sup>lt;sup>1</sup> Excludes amortization of upfront bonus agreements and extraordinary credits from the Complementary Law 192



# Engagement **by enchantment**











#### **Strong brand**

+1,400 stations

New image

















### **Proximity and transparency with stakeholders**

- · Presence on the field
- Strengthening of institutional agendas



#### Value proposition

- New AmPm partnerships
- KMV repositioning

## Engagement by enchantment

Building the future of Ipiranga







#### Pipeline development and leadership succession

- Development of the High Potential Leader Profile
- New Executive Skills Model
- 80% of critical positions with successors up to 3 years



of women in senior leadership positions June/24

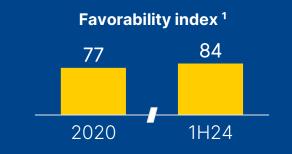


10% LGBTQIA+ June/24



40% of the headcount composed by black and brown people June/24







# Engagement by enchantment

Transforming people's lives



### Operation Woman and Female Driver

Training of **94 female** operators and drivers



#### Tech Inclusion

Training **300 people**with disabilities







total investment

+ 700 thousand

medical appointments since 2007







### ICONIC

### Innovation, leadership and expansion





#### **New business**

Distribution of base oils



#### **Competitiveness**



#### **New niche markets**

Specialty Greases, Power Generation & Agricultural Spraying



#### **High logistical capacity**

2 plants

Port terminal



Largest technology center in South America



16.9

Market Share %

17.0

20.1

Source: ANP

2022

2023

1H24

Customer satisfaction index%

**7**7,0

78

2022

90

Source: IBRC surveys

2023

Recognized brands in leadership positions

TEXACO.

**F** Lubrificantes

Safe operations: ZERO ACCIDENTS

Business expansion to South America

Expansion of storage capacity

Higher portfolio qualification



Transforming the stop into the best of each journey



### Stronger and healthier store network

Greater profitability for the franchisee



### New exclusive partnerships



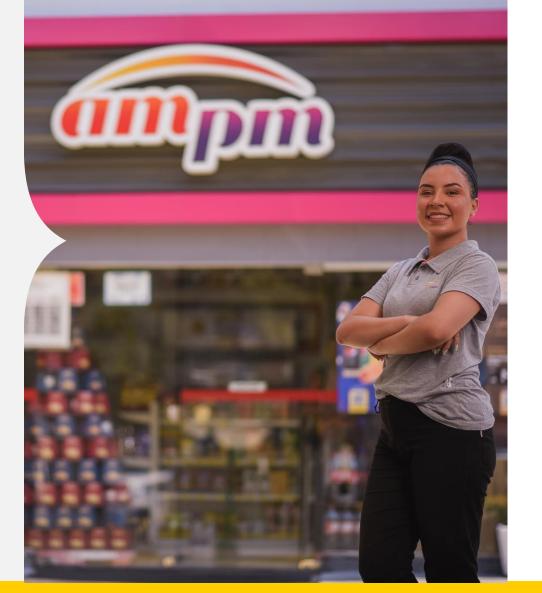






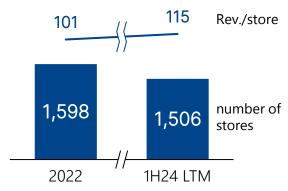




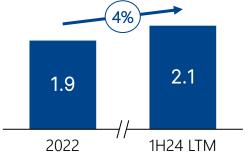




#### Revenue per store



#### Total revenue (R\$ billion)







Store models that best suit the business



Development of proprietary products

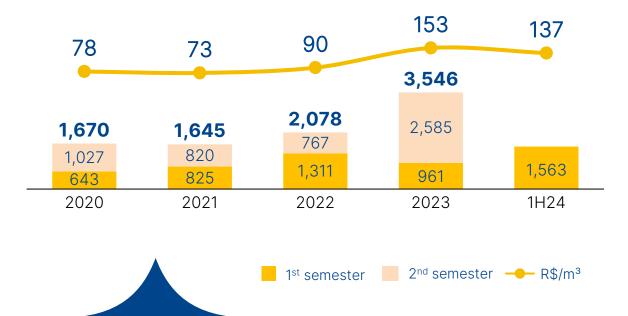


Distribution as a **competitive differentiator** 





#### **Evolution of recurring EBITDA** (R\$ million)







# A complete offering to fuel life on the go













**ICONIC** 

Automotive franchise

Lubricants



Intelligence and loyalty platform





**F** Lubrificantes



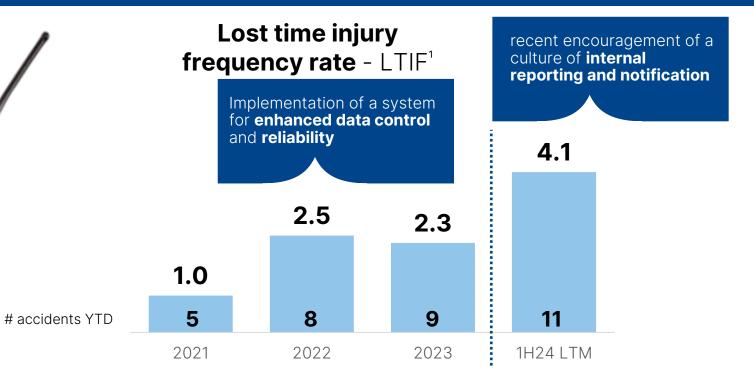
**CEO of Hidrovias do Brasil** 



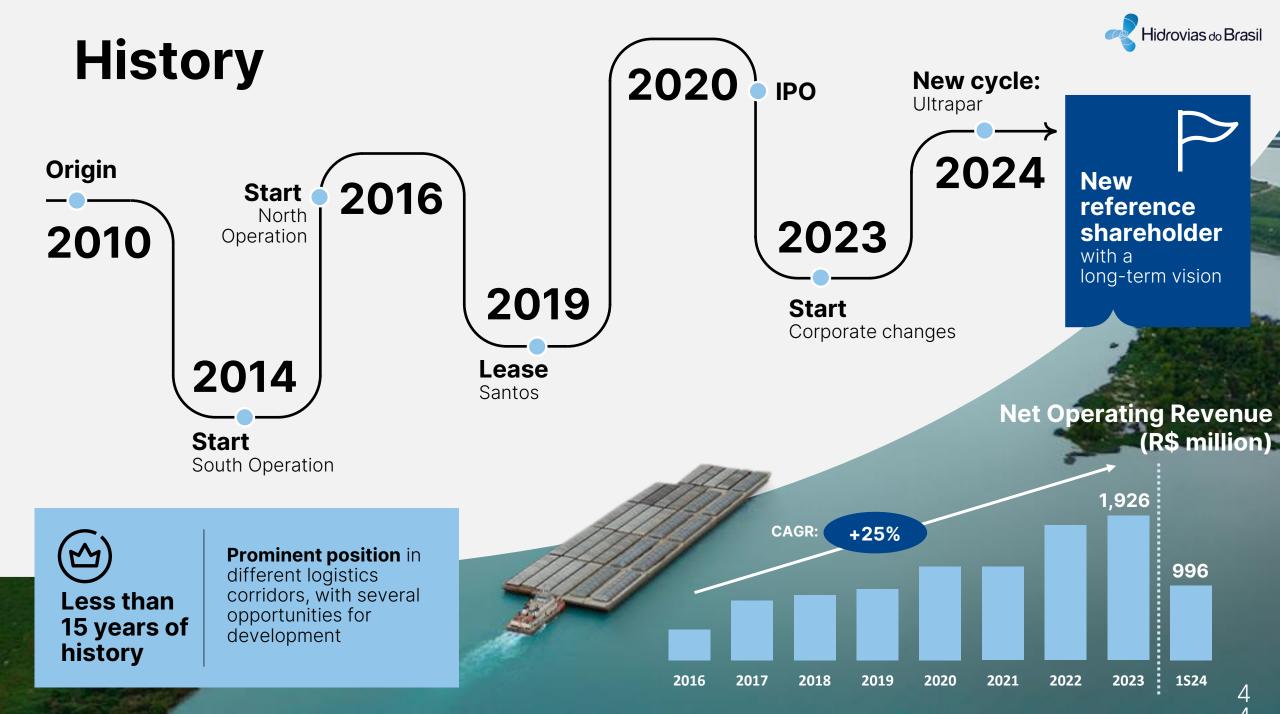


# **Operational** safety

Continuous focus on behavior (individual and organizational), with an emphasis on supporting the **prevention of fatalities** or **serious injuries**.



<sup>1</sup>Own employees only











**Cargo and routes:** 

Iron ore:

Corumbá (BRA)

San Nicolás (ARG) / Nueva Palmira (UY)

**Assets:** 

18

pushers

**264** 

barges

**Adjustment** 



**Grains and Fertilizers:** 

Assunção (PY)



Nueva Palmira (UY)



Pulp:



Fray Bentos Nueva Palmira (UY)

#### **South Corridor**

- Iron ore · Grains

> Main contract



Cargo

**Volume** 

Iron ore

**Type** 

Client

MCR (J&F)

Term

Vale

Guarantee

2039 American inflation

and labor International

Service

River

Estimated

annual

/ton

capacity

6 million

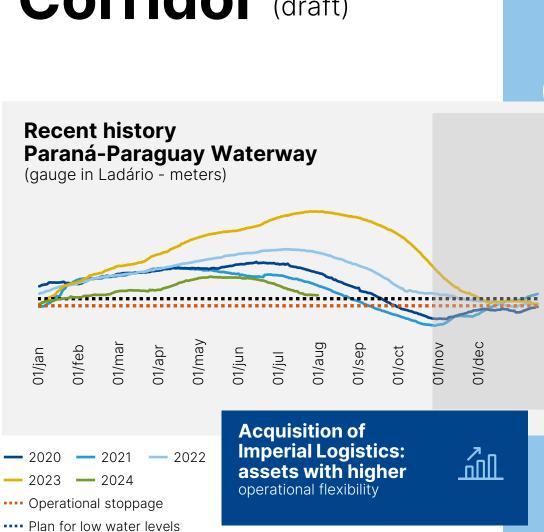
**Navigation** 

**2.9** to **3.2** million/ton Take-or-pay

per year

45

### South Corridor (draft)







#### **Optimal scenario**

Navigation route initially expected









#### "Low waters" scenario

Adjusted navigation route





TRAVEL CYCLE ~42 days to San Nicolás ~45 days to Nueva Palmira



# North Corridor (overview)

### Assets 13

13 Pushers

200 Barges

TUP and ETC



#### **Services**



River navigation



Port elevation

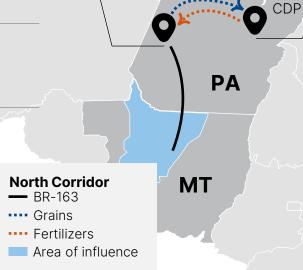
#### Cargo

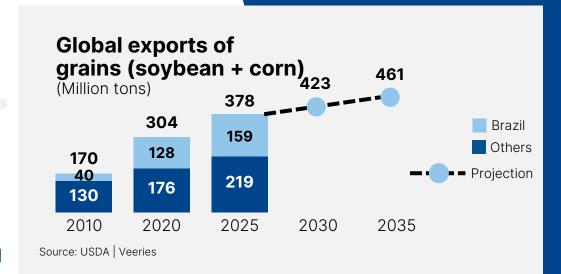
→ Soybean → Corn

#### **Annual capacity**

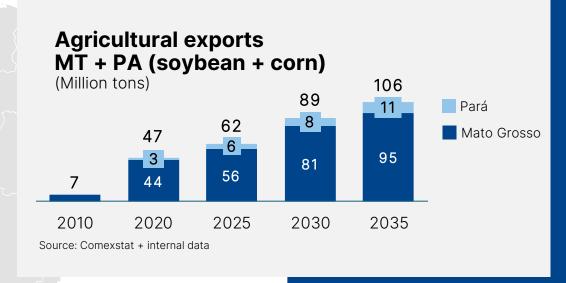
7.2 million/ton TUP

**6.5** million/ton ETC





Barcarena TUP (PA)



### North Corridor

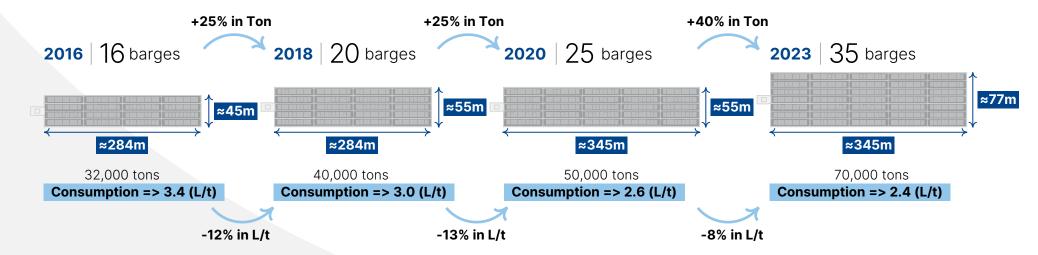
(history of productivity and capacity)



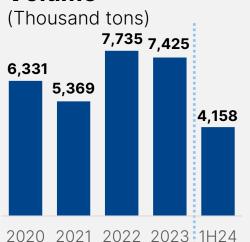
#### Size of convoys

Capacity and fuel consumption

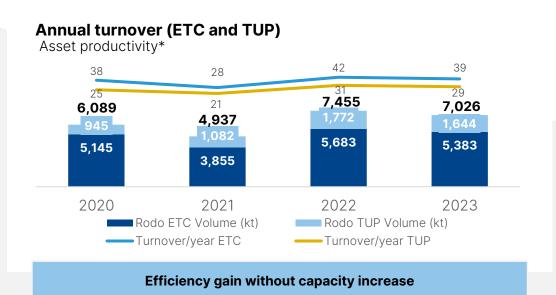
Operation leveraged by productivity gains and differentiated assets



#### **Volume**

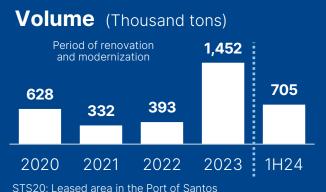






### Santos









Coastal navigation

#### Two ships

tailor made of Brazilian flag

#### Capacity

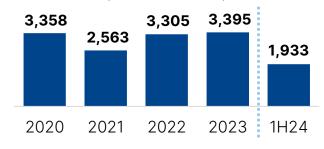
72 thousand tons

per trip

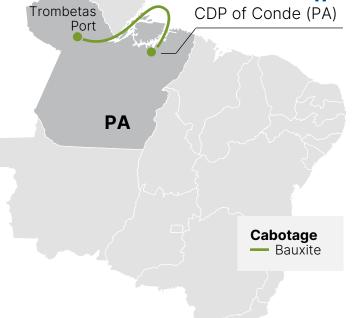
#### Cargo

→ Bauxite

#### **Volume** (Thousand tons)



CDP: Companhia Docas do Pará – port where we unload the bauxite





# Focus on agility, assertiveness and long-term vision



#### **Corporate**

- Corporate restructuring
- Tax optimization
- Capital structure optimization

#### South

- Mitigation of climate impacts:
  - → Greater navigation stability

#### North

- Capacity expansion
- Mitigation of climate impacts:
  - → Greater navigation stability

#### **Coastal Nav.**

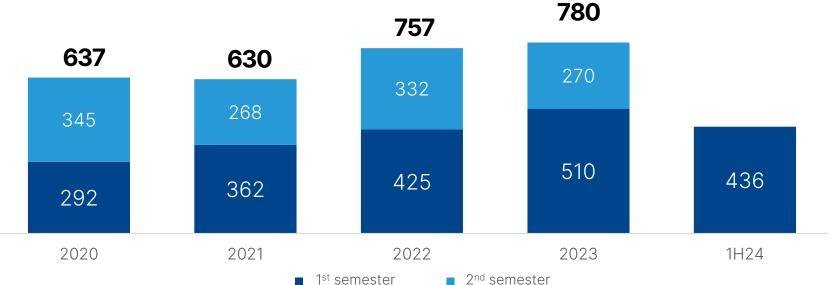
#### Santos

- Operational excellence
- Mapping new opportunities

**Growth and greater profitability** 



# Adjusted EBITDA<sup>1</sup>



- Diversification of routes and cargo to enhance resilience
- Focus on enduring navigation for long-term optimization



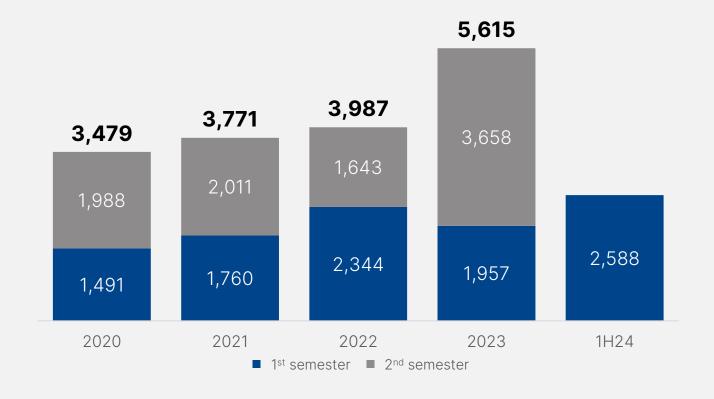
Rodrigo Pizzinatto CFO of Ultrapar





### In recent years, we have seen growth in the results of our three main businesses

#### **Evolution of recurring EBITDA<sup>1</sup> (R\$ million)**

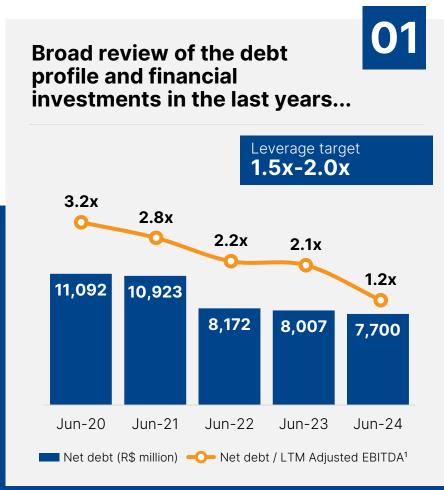


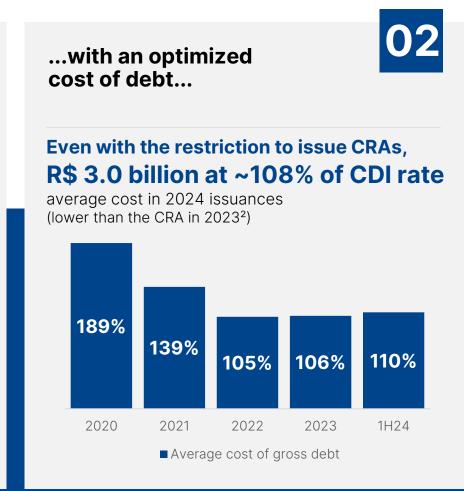
Continued growth of Ultragaz and Ultracargo

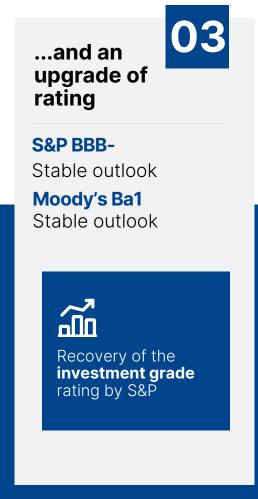




# **Financial soundness** and optimization of the capital structure and portfolio...

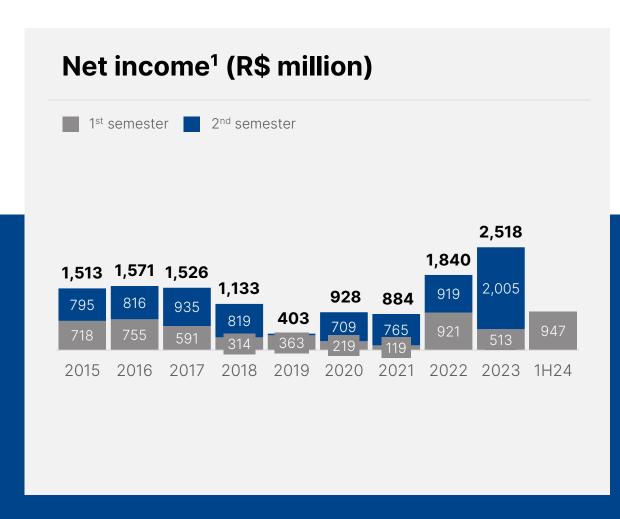


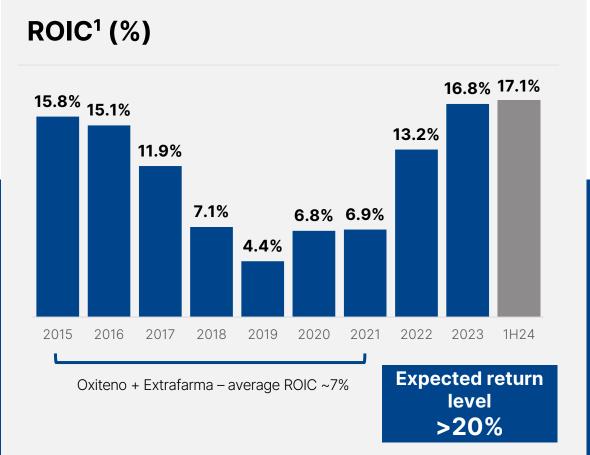






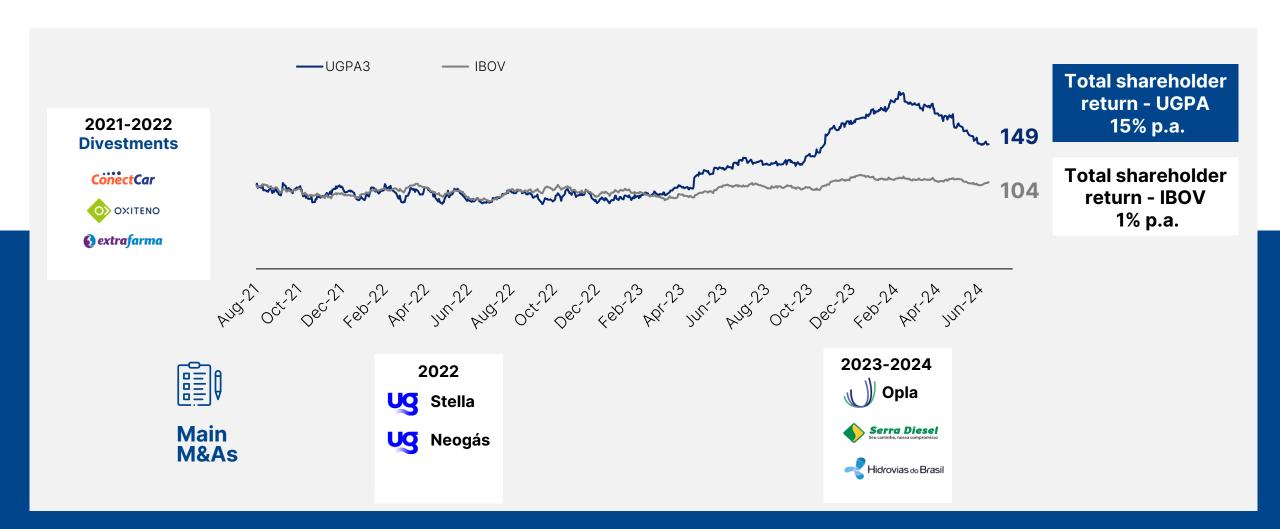
## ... which influence the **recovery of return levels** in recent years







# The stock reflects the recovery of profitability and the new portfolio





# We completed **25 years since our IPO**

Solid and consistent track record of good practices in corporate governance





Portfolio review and IPO preparation



1st Brazilian company to hold simultaneous IPO on both B3 and NYSE with the highest level of governance

1st Brazilian company to ensure 100% tag-along rights to all shareholders



Conversion of preferred shares into common shares and admission to the Novo Mercado listing segment

Strengthening of the corporate governance bodies



Renewal and conclusion of the Board succession process

Leadership renewal

Resumption of more relevant share-based incentive plans



Respect for minority shareholders

1980-1998 1999-2010 2011-2021 2022 – now



# After making public commitments in 2023, we continue to advance on our **ESG journey**





Evolution or maintenance of the KPIs for each material topic



Inclusion of assumptions related to material topics in strategic planning, including investment decisions



Review of the climate risk matrix in progress



Goal tracking report available on the Investor Relations website

#### Participation in ESG ratings and indexes





Climate Change: **B Score** 

ISE B3

Return to ISE portfolio in Jan-24



We are preparing **Ultrapar for** the future, including by renewing the purpose of the holding



#### Value proposition

We create value and protect capital with a strong culture, ethics, and transparency, promoting an integrity-driven and healthy business environment

#### **Drivers**

- Disciplined capital allocation: inorganic growth and new ventures
- Value generation in existing business and the portfolio
- Focus in sectors with long-term value generation potential in which we can be the best shareholders
- Capital cost optimization

#### **Values**

- We work together towards common goals
- We have an entrepreneurial attitude
- We focus on long-term results

#### **Pillars**

- Talent density aligned with culture
- Technology and data delivering productivity and intelligence
- Simple and efficient management model (governance, risk, and incentives)
- Deep knowledge of the sectors
- Ethics and sustainability (reputation, financial soundness and long-term vision)



Marcos Lutz CEO of Ultrapar

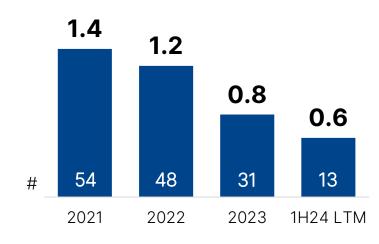


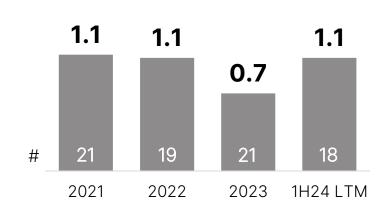


# Evolution of the main safety indicators

**Lost time injury frequency rate** – LTIF

Process accident frequency rate – Tier 1 and 2



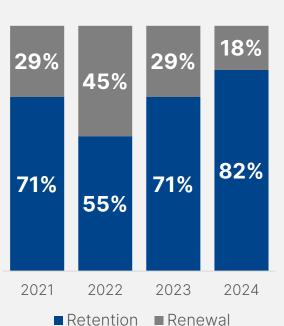


# accidents YTD



# People as the key to perpetuity

#### **Evolution of leadership renewal**



	2021	2022	2023	2024
External hiring	9%	18%	14%	8%
Transfers within Ultrapar	20%	27%	15%	10%
Average time in the position	1.6	1.6	2.6	2.3
Average time in the company	13.3	10.7	10.0	9.5



Attraction



Development



Retention

Right people in the right places = **Perpetuity** 



<sup>&</sup>lt;sup>1</sup> Statutory directors, business directors, and executive managers reporting directly to statutory directors



# In Brazil, there are both challenges and opportunities in the sectors in

which we

operate

#### Fiscal and regulatory environment

2023

Single-phase taxation for diesel and gasoline:

- Greater revenue for governments
- Simplification

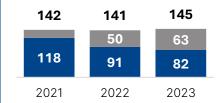
1H24

Increase in irregularities

#### R\$ 29 billion<sup>1</sup>

lost per year in Brazil, in the fuel sector, due to tax evasion and adulteration practices

#### Non-compliance to RenovaBio<sup>2</sup>



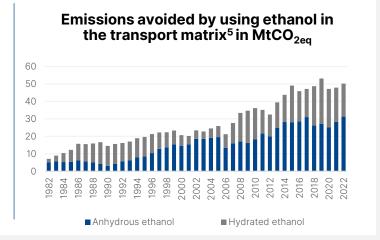
- Distributors that did not meet the target
- Distributors that met the target

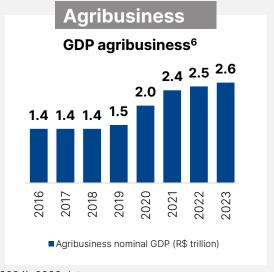
#### R\$ 70 billion<sup>3</sup>

of active debt of companies that do not pay taxes in the fuel sector. Less than 1% is recovered.

- + Supervision
- + Sector mobilization
- Single-phase taxation hydrated ethanol
- Persistent debtor
- Tax reform

#### Energy transition **Primary energy consumption from** renewable sources4 0 16% 23% 38% 50% 84% 85% 77% 62% 50% South America OECD Global Europe





■ Renewables (excludes biomass)

<sup>&</sup>lt;sup>1</sup> Source: ICL (2024)

<sup>&</sup>lt;sup>2</sup> Source: ANP (2024)

<sup>&</sup>lt;sup>3</sup> Sources: state active debt attorneys' offices and the Finance Departments of the states of Bahia, Pernambuco, Rio de Janeiro, Rio Grande do Sul and São Paulo (2024)

<sup>&</sup>lt;sup>4</sup> Source: Our World in Data (2024). 2023 data.

<sup>&</sup>lt;sup>5</sup> Source: EPE (2023). It considers emissions avoided by the light fleet in

relation to the current average carbon emissions of fossil fuels.

<sup>&</sup>lt;sup>6</sup> Source: CEPEA – USP and CNA (2024)



# We remain committed to maintaining discipline in capital allocation

Role as a reference shareholder

**Trend** accelerator

opportunities
evaluated since 2020









Mobility, energy, logistics infrasctructure, and adjacent fronts, with clear value generation potential



Reference shareholder

40% stake

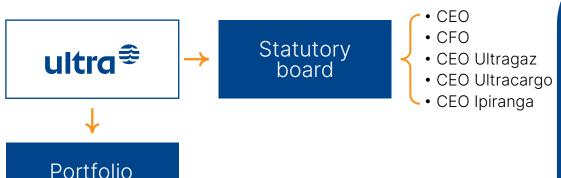
- Company's 4th line of business
- Sizable asset with potential for value generation
- Attractive value: well below replacement cost

Management and business model with a long-term vision Strategic, operational, administrative and financial know-how Employees with knowledge of the company and the industry



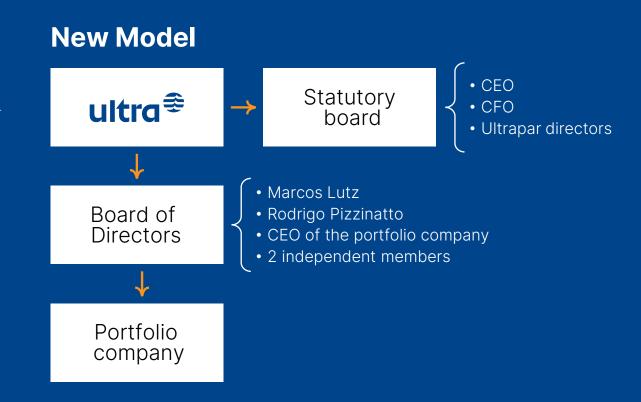
#### **Current model**

company



- ⇒ Evolution of the governance of each business, which now reports to its own Board of Directors
- Increased agility, independence and accountability of each business





- Ultrapar's structure continues to be used as a tool for value generation in the businesses
- Consolidation of Ultrapar as a manager with a focus on long-term value generation



### Next 25 years of Ultrapar



#### Ultra management model

- Independence with accountability
- Role clarity: holding as a lever for value generation
- Agile governance, guidelines, and financial soundness



### Discipline in capital allocation

- Complementary, robust and resilient portfolio
- Solid investment decision-making process
- Deep knowledge of the sectors of operation



### Robust capital structure

- Low capital cost
- High liquidity
- Well-positioned to seize opportunities



### Long-term vision

- Growth with value creation
- Respect to minority shareholders
- Integrity
- ESG integrated into the strategy



### Executives as relevant shareholders

- Alignment of interests
- Same class of shares, grants with dividends until vesting
- Commitment to the best for Ultra

