

Earnings Videoconference **1Q23**

“Resilience in margins delivering 2nd best first quarter performance in the Company’s history.”

April 26, 2023

DISCLAIMER

This is a supporting document for the videoconference on earnings for the first quarter of 2023 of Kepler Weber S.A.

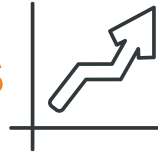
- ▶ Statements contained herein concerning business prospects, projected results of operations and financial results, and the growth prospects of Kepler Weber are mere projections and, as such, are based exclusively on Management's expectations about the future of business.
- ▶ Such forward-looking statements substantially depend on the approvals and licenses needed to ratify the projects, market conditions, the performance of the Brazilian economy, the industry and international markets, which makes them subject to change without prior notice.
- ▶ This performance report includes accounting and non-accounting data, such as operational information, pro forma financial information and projections, which are all based on Management's expectations.
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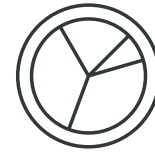
Key Highlights | 1Q23 v 1Q22

(in millions of Reais)

Net Revenues



EBITDA



Net Income



1Q23 **323.1** - 26.2%
Relative to 1Q22

77.4 - 47.3%
Relative to 1Q22
24.0%
EBITDA Margin

51.2 - 45.3%
Relative to 1Q22
15.8%
Net Margin

1Q22 437.6

146.8 **33.5%**
EBITDA Margin

93.6 **21.4%**
Net Margin

Repositioning in Business Segments

Formerly

From 1Q23 onward

Post-harvest

Farms



1) *With full focus on reducing the shortage of storage facilities at origination, rural producers of all sizes will be allocated to the “Farms” business unit.*

Agribusiness

Agribusiness



2) *Trading companies, processors, cooperatives and cereal growers will be allocated to “Agribusiness,” which will be added to the large processing businesses previously making up this segment*

International Business
(unchanged)

International Business



Nomenclature comprising every kind of deal with foreign markets, including sales not exported by Brazil.

Ports & Terminals
(unchanged)

Ports & Terminals



A business segment with more robust projects and greater complexity, serving ports and terminals.

Replacements & Services
(unchanged)

Replacements & Services



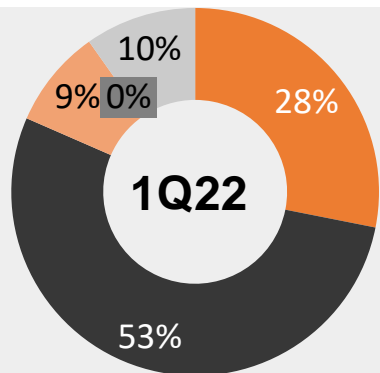
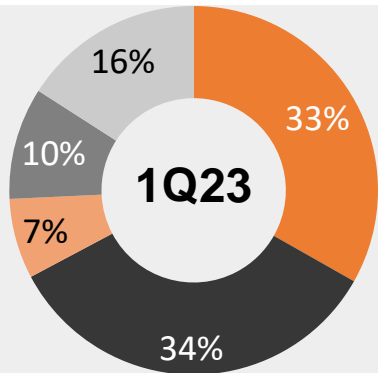
A nomenclature well accepted by the market and comprehensive for parts and aftersales services is maintained.



Business Segments

(in millions of Reais)

Net Operating Revenue Performance



Segment	1Q23 Revenue (R\$)	1Q23 v 1Q22 Change (%)	1Q22 Revenue (R\$)
Farms	R\$107.4	-12.4%	R\$122.6
Agribusiness	R\$110.1	-53.0%	R\$234.5
International Business	R\$22.8	-39.7%	R\$37.8
Ports & Terminals	R\$31.8	+100%	R\$0
Replacements & Services	R\$51.0	+19.4%	R\$42.7



Grain Storage | Domestic Projects



1,900 tons

Santa Rosa (RS)

Delivered in January 2023

Product: Soy, Corn and Wheat



11,900 tons

Monte do Carmo (TO)

Delivered in January 2023

Product: Soy and Corn



11,300 tons

Boa Esperança (PR)

Delivered in March 2023

Product: Soy, Corn and Wheat





Grain Storage | International Projects



20,000 tons

Angola (Uige)

Delivered in January 2023

Product: Corn



15,000 tons

Venezuela (El Socorro)

Delivered in February 2023

Product: Corn





Significant Supplies Sold in the Period

	Farms (6 projects for farmers in the Mato Grosso region)	Agribusiness (3 projects for cooperatives)	International Business (3 projects for processing and cereal growing)	Ports & Terminals (2 projects for 1 cereal growing customer)
Order Price (R\$)	R\$25.3 million	R\$71.2 million	R\$10.3 million	R\$71.3 million
Products	New projects and expansions of existing facilities, with a full Storage and Warehouse system (Silos, Dryers, Cleaning Machines, Conveyors and Aeration).	New projects and expansions of existing facilities, with a full Storage system.	New project and expansions of existing facilities, with a full Storage system.	New project at a port terminal.
Sector	Grain Storage Soy and Corn	Grain Storage Soy and Corn	Grain Storage Soy and Corn, food processing and barley.	Conveyors and cargo lifting accessories for grain and fertilizer exports and imports.
Project delivery*	08/2023	05/2024	07/2023	11/2024

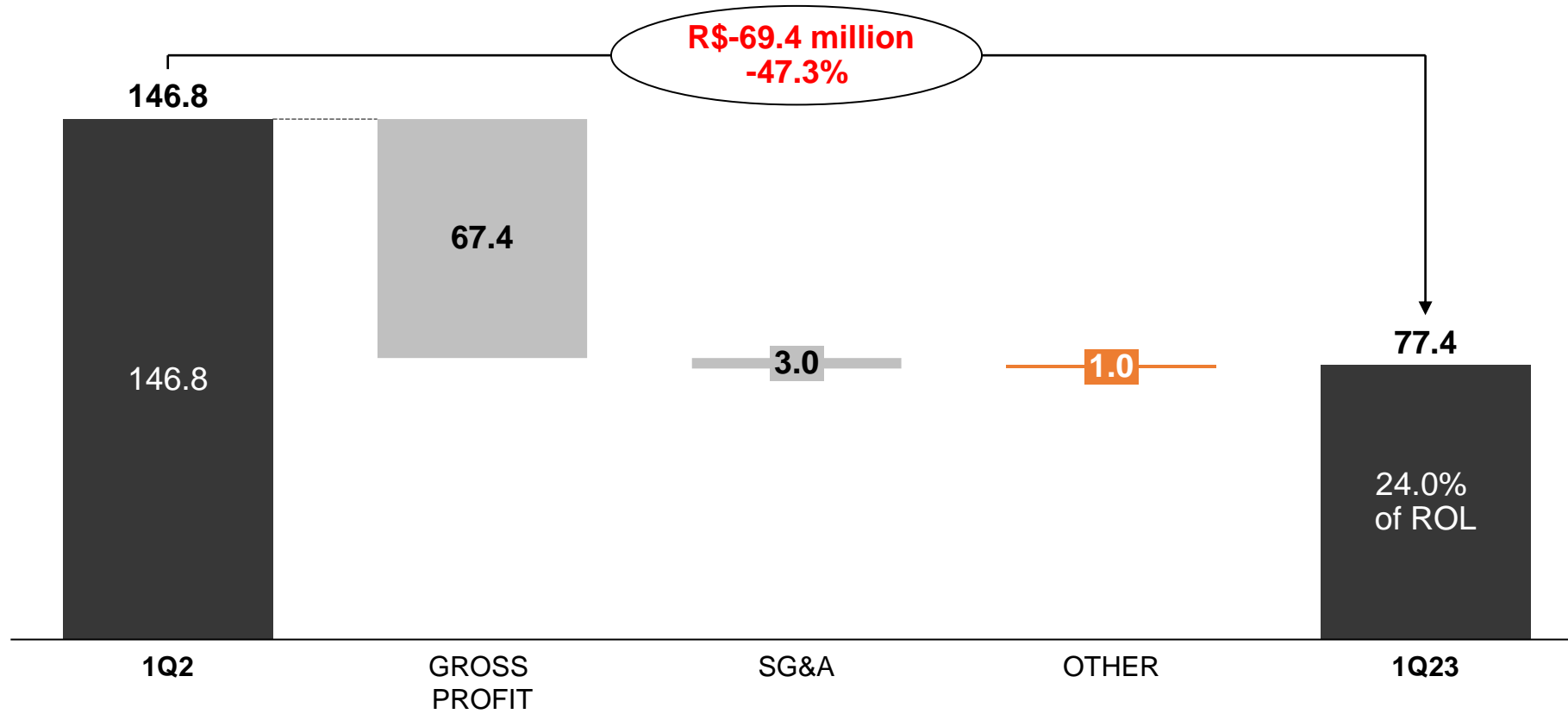
R\$178.1 MM
in new orders
for 14
strategic
projects

* Revenues to begin in April 2023 and extend to the relevant delivery dates.



EBITDA | 1Q23

(in millions of Reals)

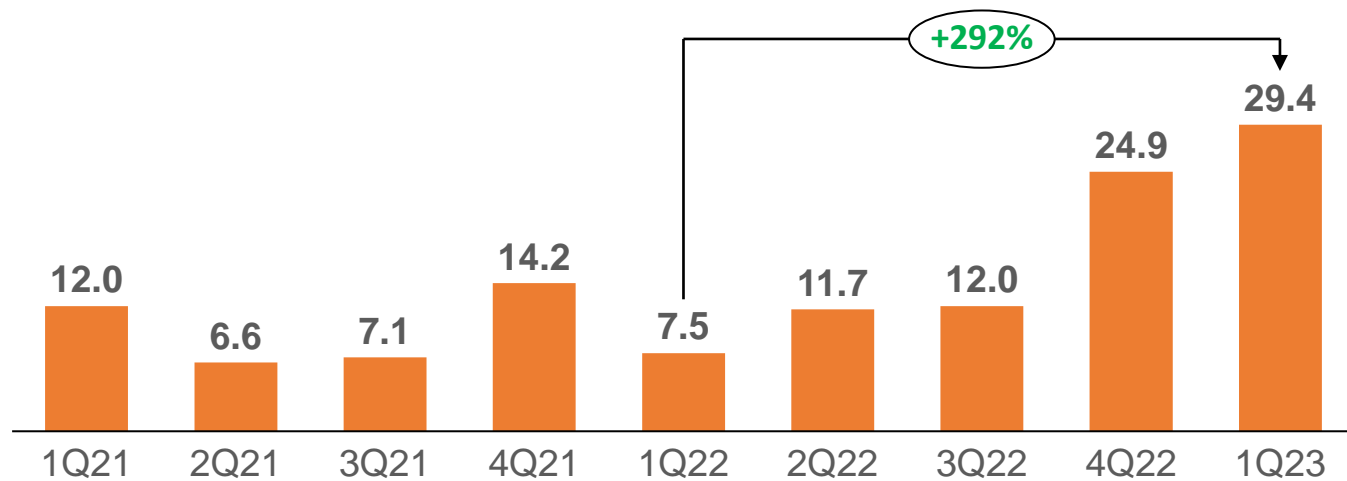




Investments | CAPEX



Evolution of Capex (in millions of Reais)



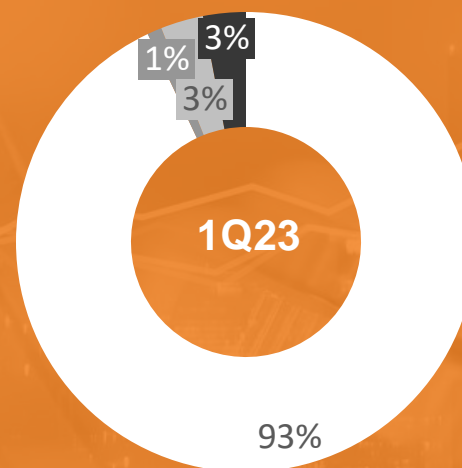
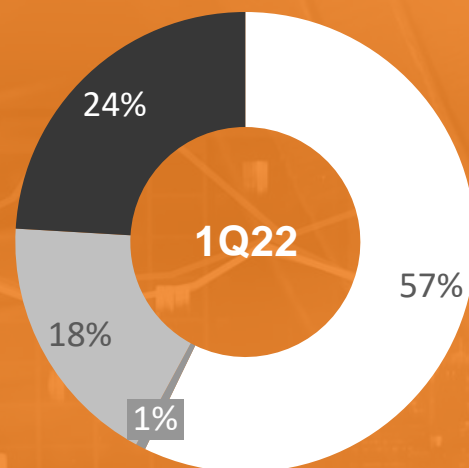
1Q23 investments focused on plant upgrades and capacity expansion.



Powder Coating Line
(Blasting Process)



Tool for the bending machine



- Manufacturing Capacity Expansion
- New Products
- IT
- Renovations/Compliance with Regulatory Standards



Cash | 1Q23 Net Cash

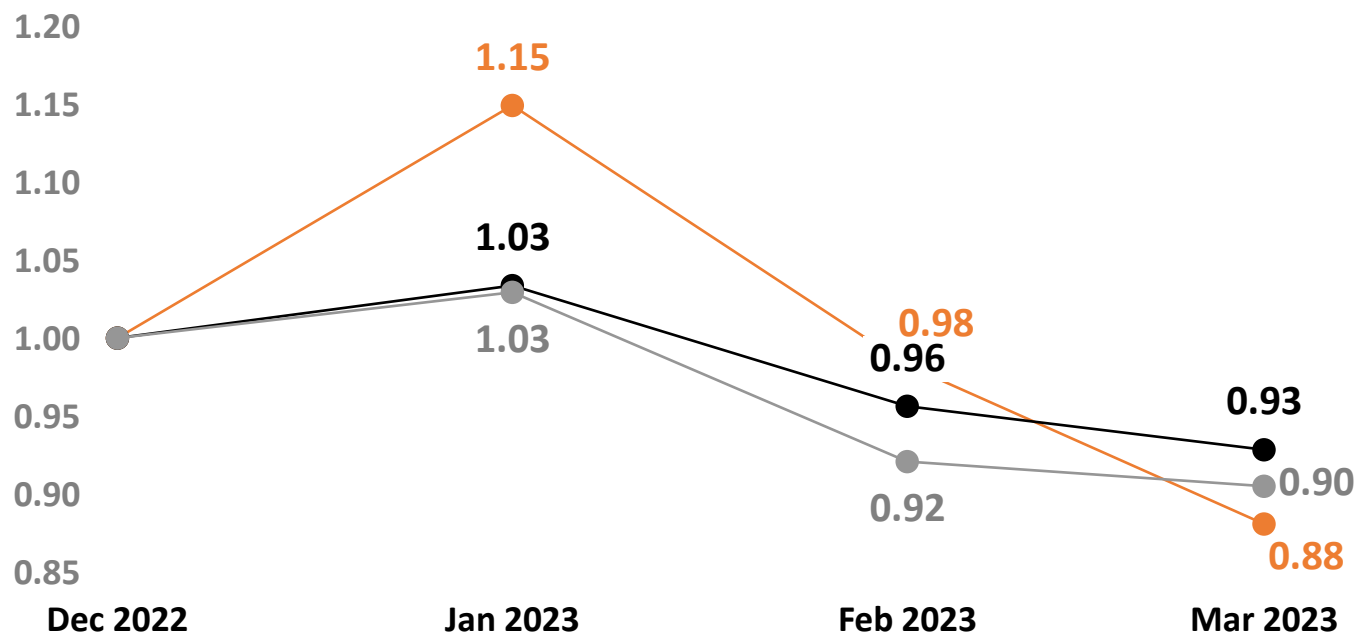
Cash
(Gross Balance)
**R\$318.6
million**

Net Cash
**R\$147.3
million**



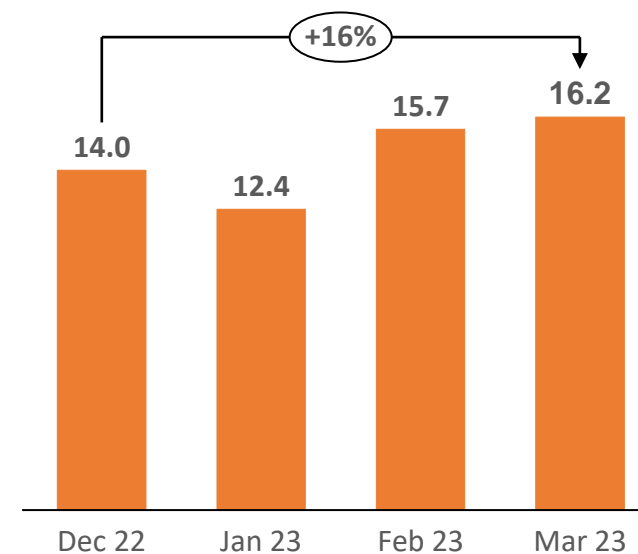
Capital Market

(in millions of Reais)



KEPL3 -11.9%
 IBOV -7.2%
 SMALL CAPS -9.5%

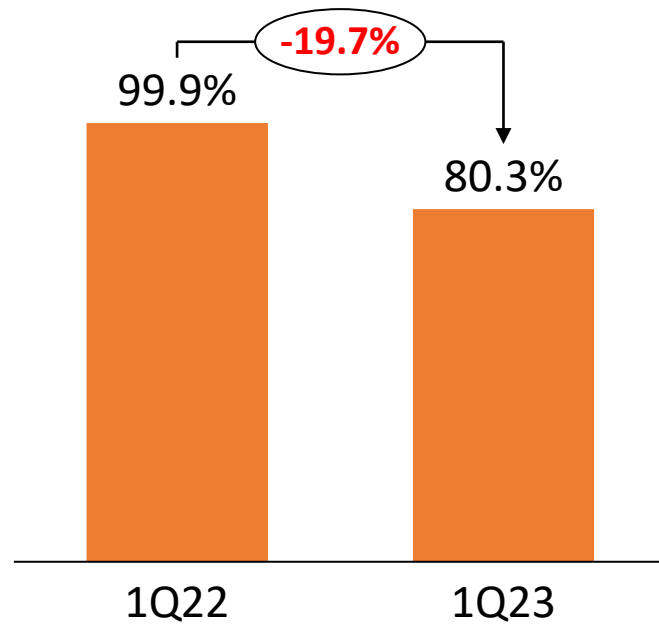
Financial Volume
Monthly Average: R\$14.6 million





Return on Invested Capital (ROIC)

ROIC for the last 12 months



1Q22 v 1Q23:

- ↑ +42.9% | Operating Profit After Taxes
- +78.0% | Invested Capital





Growing Returns for our Shareholders

Dividends and Payout

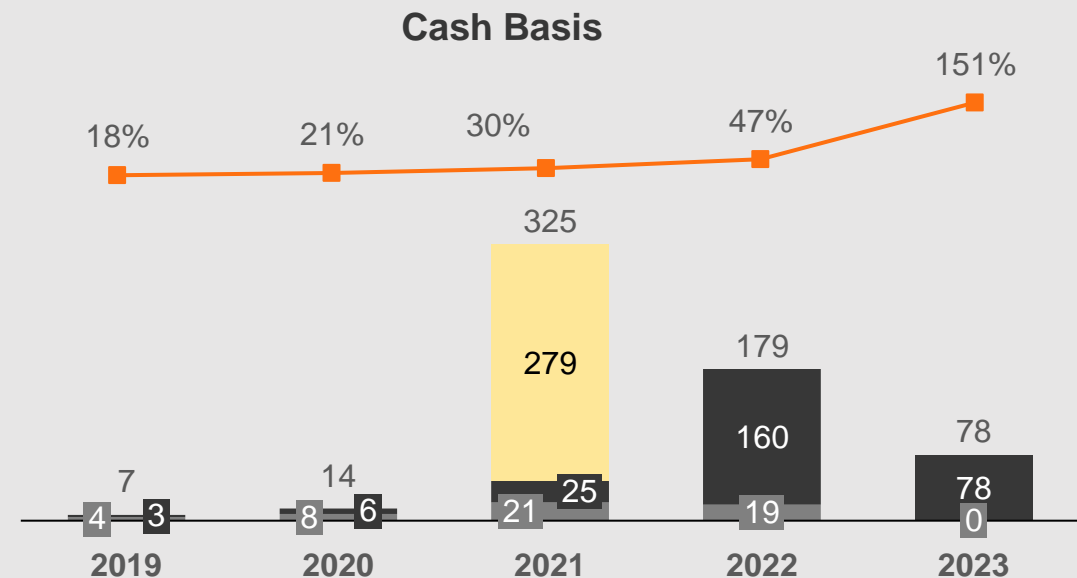
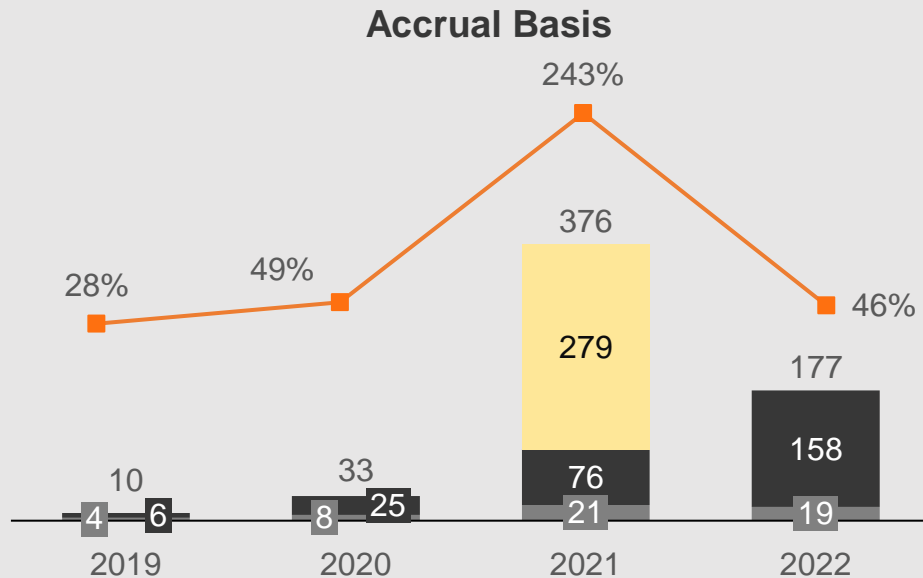
(in millions of Reais)

DIVIDENDS R\$77.7 million | R\$0.86972112 per share
(Paid on April 5, 2023)

PAYOUT
2022
46%

PAYOUT
2023 Cash
151%

- CD: Capital Decrease
- DIV: Dividends
- ROE: Return on Equity
- Payout: Percentage of Net Income distributed



Recent Accomplishments



- Resilience in the current scenario for the agribusiness delivering the 2nd best first quarter performance in the Company's entire history.
- 1Q23 saw us complete the process of acquiring 50% plus one of the shares in Procer, which acquisition will enable us to further boost recurring revenues from Replacements & Services by offering IoT solutions and remote customer support services in the 1Q23 crop season.
- We should also highlight our repositioning in the Company's business segments, a move aimed at strengthening and focusing business on the various publics in the post-harvest supply chain, clearly demonstrating how strong the brand's performance is from origination to domestic consumption to agricultural exports.

Prospects for 2023

- Projected **record 313 million tons** of grains produced in the 2022/23 crop.
- **Positive demand** for projects for corporate customers, including in the **Agribusiness**, and **Cooperatives, Ports and Terminals**, which will give us good opportunities to keep up activity levels in 2023.
- **Less pressure on costs** of materials (steel in particular), combined with operational improvement, should contribute to good profitability for the year.
- Migration to **Novo Mercado** expected to be completed in the first half of 2023.
- Strategic orientation toward continuing to usher in **business with profitability at healthy levels** making the Company prepared for any volatility scenario.

1Q23 Q&A

Use the platform to ask
your question

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