

# 2Q24 Earnings Videoconference

“Strong quarter with robust profitability, driven by a Strategic Diversification under a challenging scenario”

August 1, 2024



# DISCLAIMER

This is a supporting document for the earnings videoconference for the second quarter of 2024 for 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.
- ▀ Non-accounting data have not been reviewed by the Company's independent auditors.



# Key Highlights | 2Q24 and 6M24

KEPLERWEBER

(in millions of Reais)

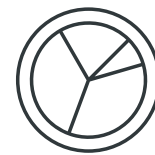
Net Revenue



**2Q24** **327.8** **16.6%**  
Against 2Q23

**6M24** **708.1** **17.2%**  
Against 6M23

EBITDA



**63.3** **17.7%**  
Against 2Q23  
**19.3%**  
EBITDA Margin

**153.7** **17.2%**  
Against 6M23  
**21.7%**  
EBITDA Margin

Net Income



**37.0** **10.9%**  
Against 2Q23  
**11.3%**  
Net Margin

**89.2** **5.4%**  
Against 6M23  
**12.6%**  
Net Margin

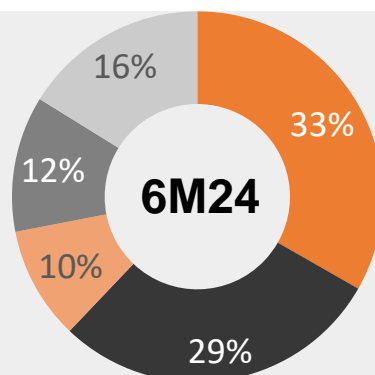
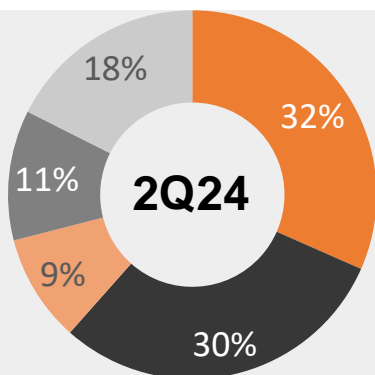


# Business Areas

KEPLERWEBER®

(in millions of Reais)

## Net Operating Revenues Performance



### Farms



R\$103.6  
+25.3%

R\$235.5  
+23.9%

### Agribusiness



R\$98.2  
+15.3%

R\$204.2  
+4.6%

### International Business



R\$31.0  
+24.1%

R\$69.8  
+46.2%

### Ports and Terminals



R\$37.5  
+34.0%

R\$84.0  
+40.6%

### Replacement & Services



R\$57.6  
-4.7%

R\$114.6  
+2.9%

2Q24

2Q24 v. 2Q23

6M24

6M24 v. 6M23



# Grain Storage | Domestic Projects

KEPLERWEBER®



16,000 tons

## Vera Cruz (State of Rio Grande do Sul)

Delivered in April 2024

Product: Soybean and Corn



24,000 tons

## Santa Filomena (State of Piauí)

Delivered in May 2024

Product: Soybean and Corn



24,000 tons

## Correntina (State of Bahia)

Delivered in June 2024

Product: Soybean and Corn

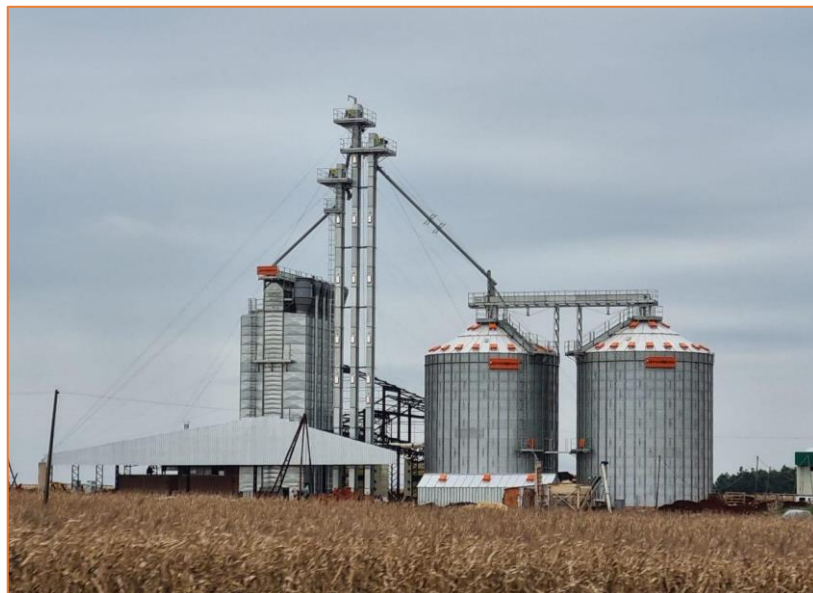






# Grain Storage | International Projects

KEPLERWEBER®



33,000 tons (2 silos)

220 tons/hour (ADS 150 dryer)

**Paraguay (Itapúa)**

Delivered in May 2024

Product: Soybean and Corn



6,000 tons

**Venezuela (Portuguesa)**

Delivered in June 2024

Product: Corn





# Significant Supplies traded in the period

Summary of Relevant Orders	<b>Farms</b> 6 works 2 Large farmers 2 Grain producers 2 Medium-sized farmers	<b>Agribusiness</b> 7 works 3 Cooperatives 3 Grain producers 1 Agribusiness	<b>International Business</b> 3 works 2 Agribusiness 1 Grain producer	<b>Ports and Terminals</b> 4 works 3 Agribusiness 1 Grain producer
Order price R\$	R\$53.3 million	R\$58.0 million	R\$18.3 million	R\$54.9 million
Products	New works with a full Storage system (Silos, Dryers, Cleaning Machines and Conveyors).	New works with a full Storage system (Silos, Dryers, Cleaning Machines and Conveyors).	Expansion of existing works for Storage system (Silos, Dryers, Cleaning Machines, Conveyors)	New works and expansion of existing works, by providing conveyors, interconnection, digital, silos and dryers.
Industry	Grain Storage Soy and Corn	Grain Storage Soy and Corn	Grain Storage Rice, Soy and Corn	Corn Ethanol Industry and Ports
Delivery of work*	12/2024	11/2024	11/2024	02/2025

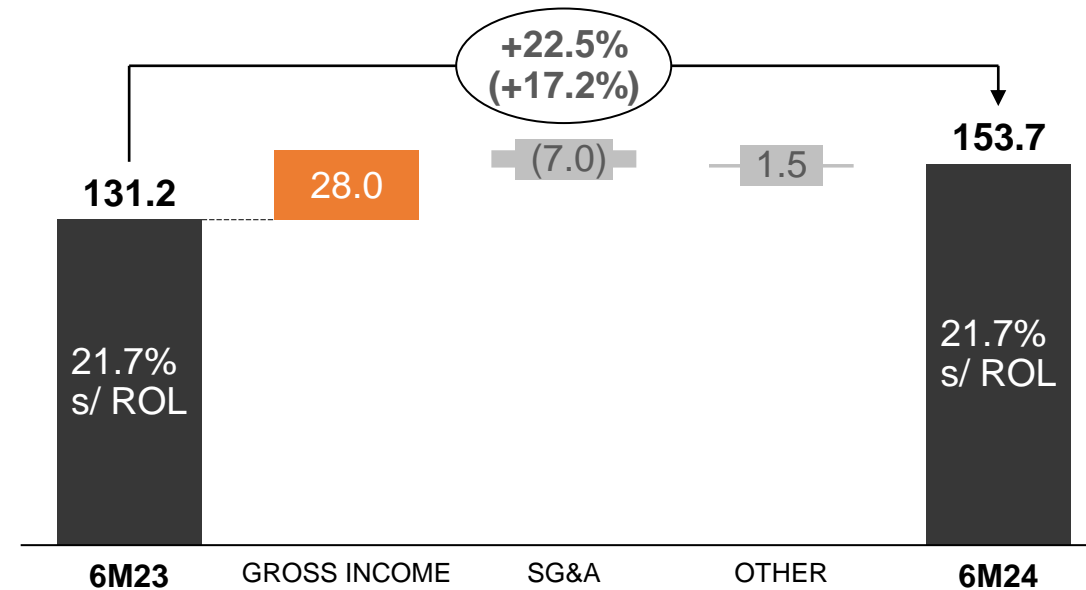
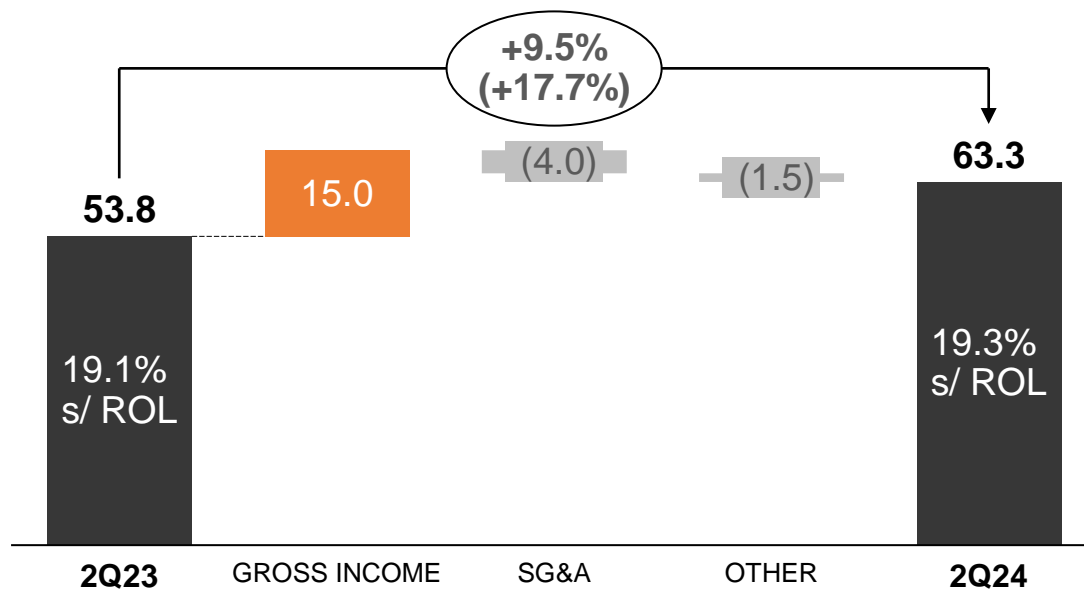
**R\$184.5 million in new orders in 20 strategic projects**

\* Billings to start in August 2024, until the respective work delivery dates.



# EBITDA | 2Q24 and 6M24

(in millions of Reals)



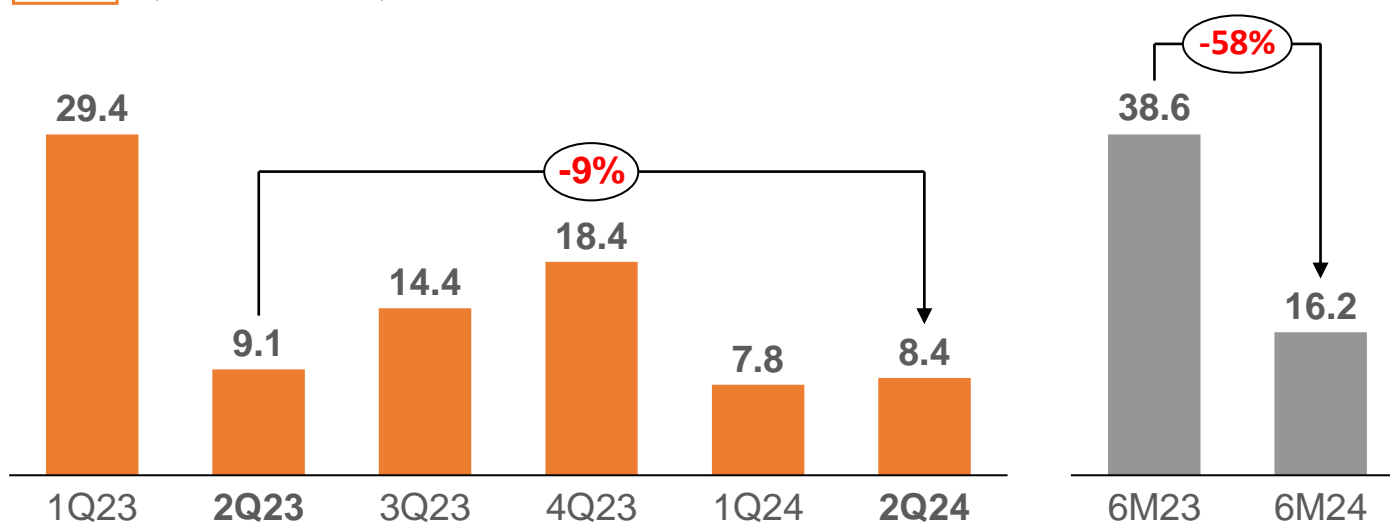




# Investments | CAPEX



## Capex Evolution (in millions of Reais)

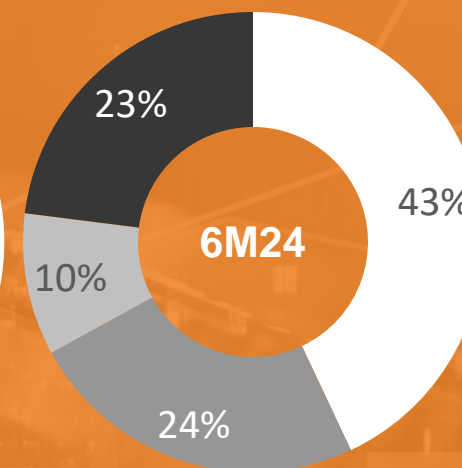
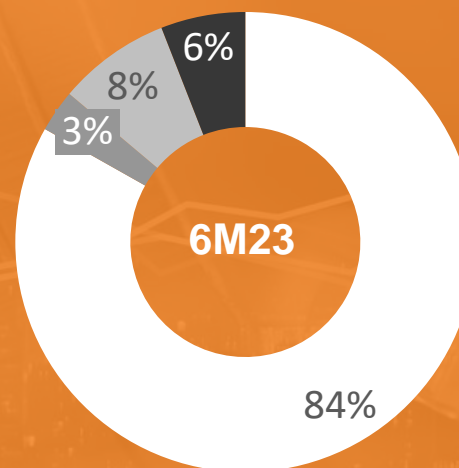
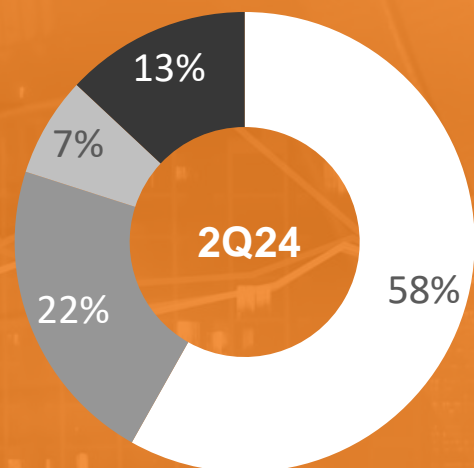
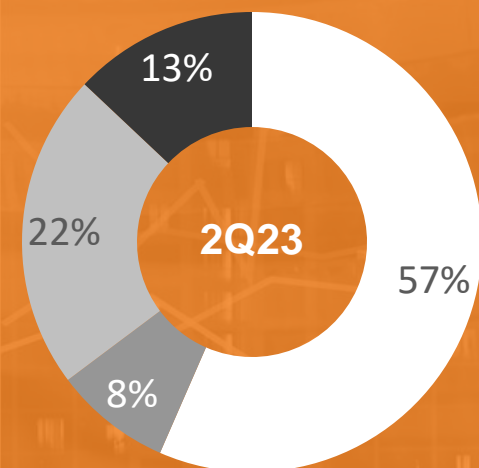


Some examples of 2Q24 Investments aimed at modernization and production capacity



(01) Logistics cargo handling system

(02) Replacement and upgrade of welding equipment

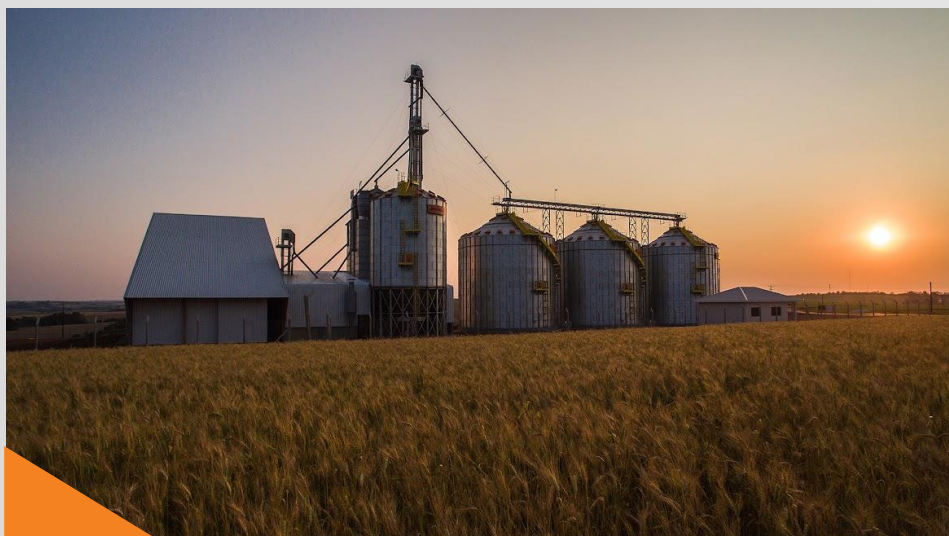


- Increase in Manufacturing Capacity
- New Products
- IT
- Reforms/Legislation - NRs

# PCA - Program for Construction and Expansion of Warehouses

## Highlights

- Competitive interest rate at levels below the Official Basic Interest Rate (Selic);
- Increase in the maximum cap to R\$200 million for cooperatives and holding of R\$50 million for grain storage per tax ID (CPF/CNPJ);
- In 2023, 70% of the Company's Net Revenue came from its own funds, and 30% from financing provided by customers. Of the financed amount, 47% arises from the PCA, which is the most significant.



Corbélia, in the State of Paraná | Delivered in 2019  
It stores: Soybean and Corn

## Safrá (Government-sponsored agriculture financing) Plan

### Program for Construction and Expansion of Storage (PCA)

	2022/2023	2023/2024*	2024/2025
	(Previous)	(Previous)	(Present)
Rate:	7% and 8.5% per year	7% and 8.5% per year	7% and 8.5% per year
Term:	12 years	12 years	8 years
Grace period:	3 years	2 years	2 years
Amount:	R\$5.13 billion	R\$6.65 billion	R\$7.80 billion
Cap:	50 million	50 million	200 million

+29.6%



+17.3%

Sufficient amount to increase the installed capacity by up to **8 million tons**.

**Approximately 630 new plants**

Source: Ministry of Agriculture and Supply

Remark: R\$4.5 billion had been released by the Brazilian National Development Bank (BNDES) by July.



# Cash and Cash Equivalents | Net Cash 2Q24

Cash and Cash  
Equivalents  
(Gross Balance)

**R\$513.4  
million**

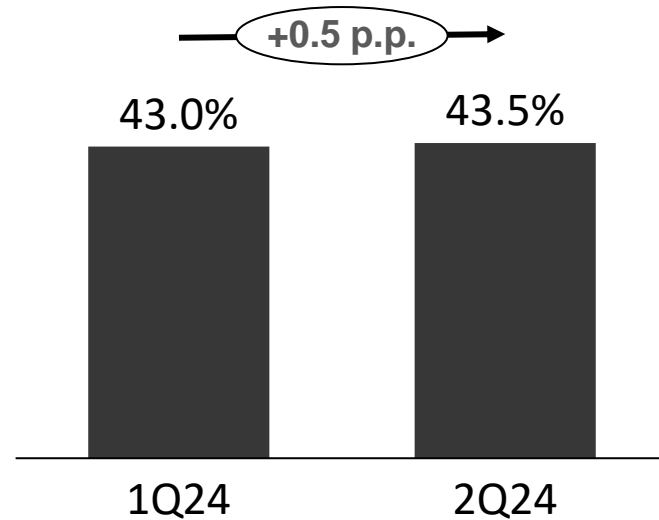
Net Cash

**R\$225.1  
million**



# Return on Invested Capital (ROIC)

ROIC over the past 12 months



## 1Q24 v. 2Q24

+1.0% Operating Income after Tax  
-0.2% Invested Capital



# Increasing Returns to our Shareholders

Dividends on earnings and Payout  
(in millions of Reais)

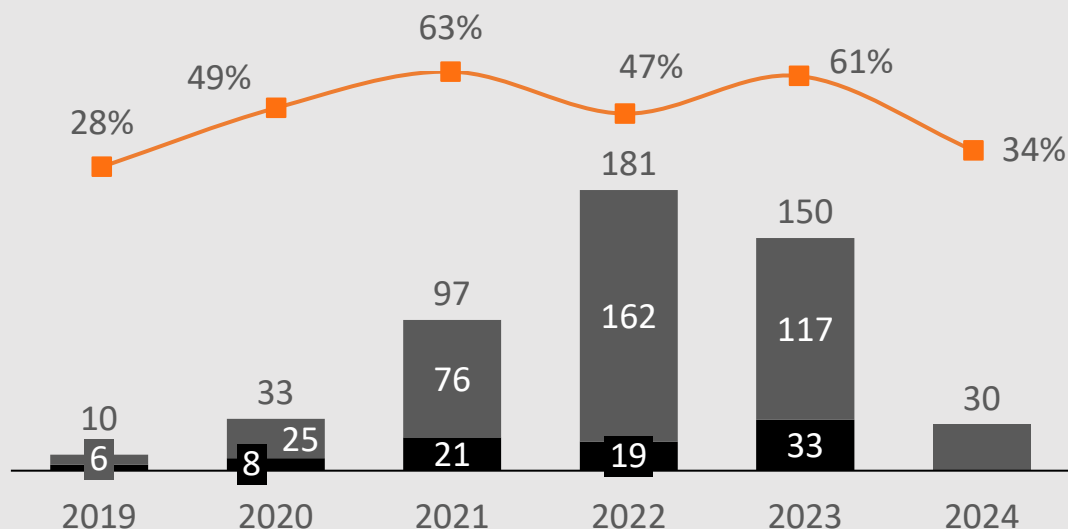
Dividends R\$30.0 million | R\$0.16975888 per share  
Paid on July 10, 2024

2024  
PAYOUT  
34%

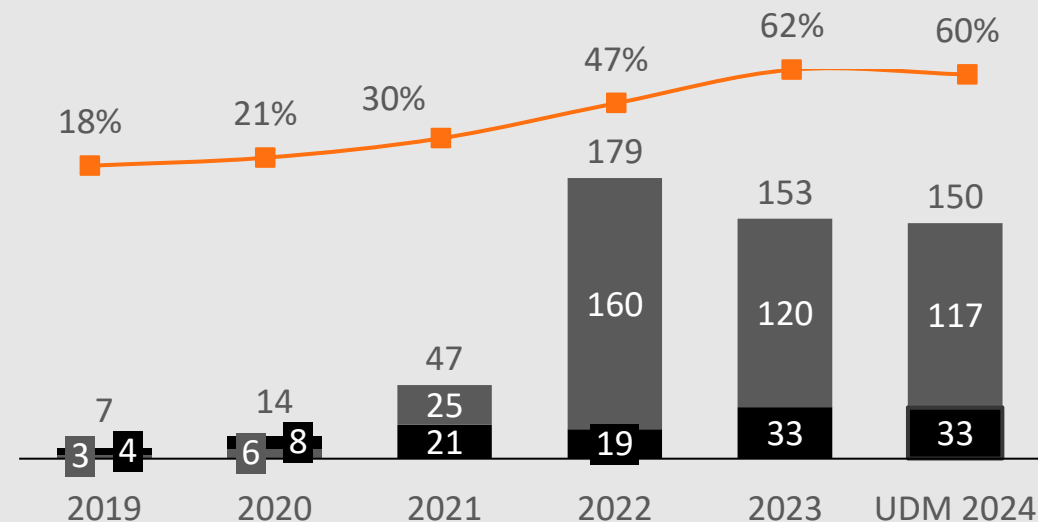
PAYOUT  
UDM 2024  
Caixa  
60%

■ DIV: Dividends  
■ IOC: Interest On Equity  
— Payout: Percentage of Net Income Distributed

Accrual Basis



Cash Basis



**We are KW HUB:** Another new innovation from Kepler Weber, available at Distribution Centers, offering unique and innovative post-harvest solutions.

## Silos Bag

- SAFE STORAGE
- QUICK, EASY INSTALLATION
- VARIOUS CAPACITIES
- PROTECTION AGAINST INSECTS
- VERSATILITY

- A temporary storage solution for grain production, the Kepler Weber Silo Bag offers proven quality and safety.
- It is an ideal initial option for customers who may later purchase metal silos and other storage solutions.
- They have been available since June 2024 at Kepler Weber Distribution Centers.

Silo Bag approved by  
Kepler!



## Flow Balance

- Bulk weighing and loading system with greater precision that increases operational efficiency and adjustments to shipped loads.
- Standardized maintenance items, which reduces OPEX costs with common parts for different capacities.
- Optimized control panel for reduced labor.





- Launch in April 2024 at Agrishow fair;
- Chip feeder that adapts wood-fired furnaces to operate by burning chips next to the grain dryer;
- Lower risk of accidents and ease of operation;
- Greater static capacity and better burning efficiency with lower chip consumption;
- Temperature monitoring, control and stability;
- Asymmetrical rail that reduces the possibility of jamming with foreign objects;
- Attractive margins and continuous increase in the number of orders.



# Recent Accomplishments



- In 2Q24, we achieved a remarkable 16.6% growth in Net Revenue, driving an EBITDA margin of 19.3%, a significant improvement compared to the same period last year.
- Exemplary performance in 2Q24, with notable expansion in most segments of activity, Farms (25.3%), Agribusiness (15.3%), International Business (24.1%), in addition to the significant increase in revenue in Ports and Terminals (34.0%).
- We highlight a record NPS reaching 72 p.p., with 79% of our customers ranking as promoters. This result reflects the quality of our customer service and drives our performance.
- We advanced in another quarter with a healthy ROIC, delivering 43.5% and maintaining consistency in this important indicator.

# Prospects for 2024

- Positive demand for projects for the **Agribusiness, Ports & Terminals and Service Replacement** segments will provide good opportunities to maintain the level of activity in 2024.
- Focus on operational improvements, thus contributing to good profitability throughout the year.
- The Company remains disciplined with a well-structured Strategic Direction to build the business with profitability at healthy levels a sustainable growth.

# Save the Date | Kepler Day 2024

## AGENDA



1. Welcome coffee



2. Opening



3. KW vision | Agenda for the day



4. Financial indicators



5. Panel with Customers | Agro 2030



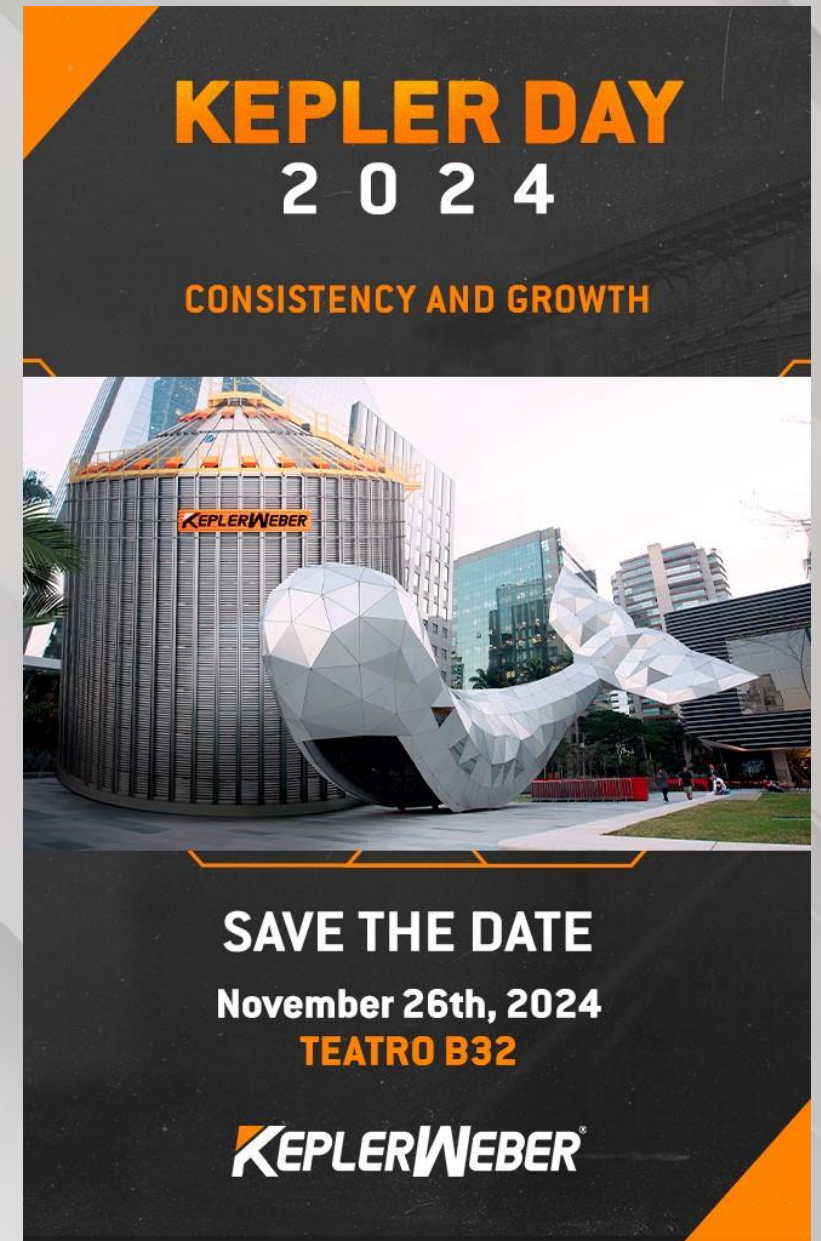
6. KW2030 Strategic Pillars



7. Q&A



8. Final Considerations and Closing





# 2Q24 Q&A

Use the platform to pose  
your question!

**KEPLERWEBER®**

**BERNARDO  
NOGUEIRA**

Chief Executive Officer and Investor  
Relation Officer



**EDIRLEI  
LOHRENTZ DA SILVA**

Controllership Manager | Controller



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