

Earnings Conference Call **2Q22**

"The best second quarter in the historical record, with growth in revenues and profitability"

July 28, 2022

DISCLAIMER

This is a document supporting Kepler Weber S/A's earnings conference call for the second quarter of 2022.

- ▶ The statements contained in this document relating to Kepler Weber's business prospects, projections of operating and financial results and growth forecasts are merely forward-looking statements and, as such, are based solely on management's expectations for the future of the business.
- ▶ These expectations are substantially dependent on the approvals and licenses required for the projects, market conditions, and the performance of the Brazilian economy, the sector and the international markets, and are subject to changes without prior notice.
- ▶ This performance report includes accounting and non-accounting data, such as operating, pro-forma financial information and projections based on the expectations of the Company's Management.
- ▶ Non-accounting data have not been reviewed by the Company's independent auditors.



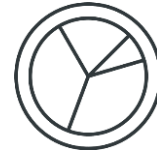
Key highlights | 2Q22 & 6M22

(in millions of Reais)

Net Revenues



EBITDA



Net Income



2Q22 **360,1** + 48.4%
against 2Q21

94,3 + 340.7%
against 2Q21
26.2%
EBITDA Margin

60,2 + 410.2%
against 2Q21
16.7%
Net Margin

6M22 **797,7** + 66.6%
against 6M21

241,1 + 344.8%
against 6M21
30.2%
EBITDA Margin

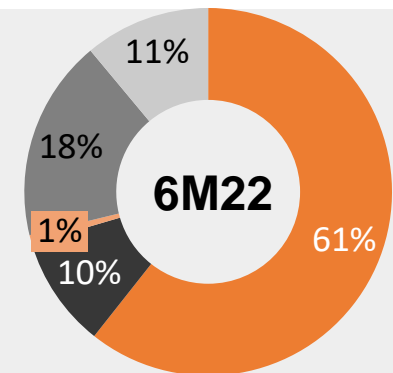
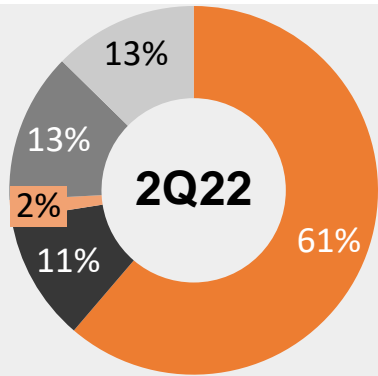
153,8 + 430.3%
against 2Q21
19.3%
Net Margin



Business areas

(In millions of Reais)

Net Operating Revenue Performance



Business Area	2Q22 Revenue (R\$)	2Q22 x 2Q21 Change (%)	6M22 Revenue (R\$)	6M22 x 6M21 Change (%)
Post-Harvest	R\$ 220.7	+25.5%	R\$ 483.8	+39.6%
International Business	R\$ 40.5	+46.2%	R\$ 78.3	+54.1%
Ports and Terminals	R\$ 5.9	+195%	R\$ 6.0	-51.2%
Agribusiness	R\$ 47.5	N/A	R\$ 141.4	N/A
Replacements & Services	R\$ 45.5	+22.3%	R\$ 88.2	+27.6%



Grain Storage | National Works



Ponta Porã, Mato Grosso do Sul

Delivered in April 2022

Product: Soy and Corn



Uruguaiana, Rio Grande do Sul

Delivered in May 2022

Product: Rice



São Desidério, Bahia

Delivered in June 2022

Product: Soy and Corn





Grain Storage | International Business



10,000/ton

Paraguay (Arazape)

Delivered in April 2022

Product: Rice



2,000/ton

Ecuador (Palestina)

Delivered in July 2022

Product: Rice





Significant supplies negotiated in the period

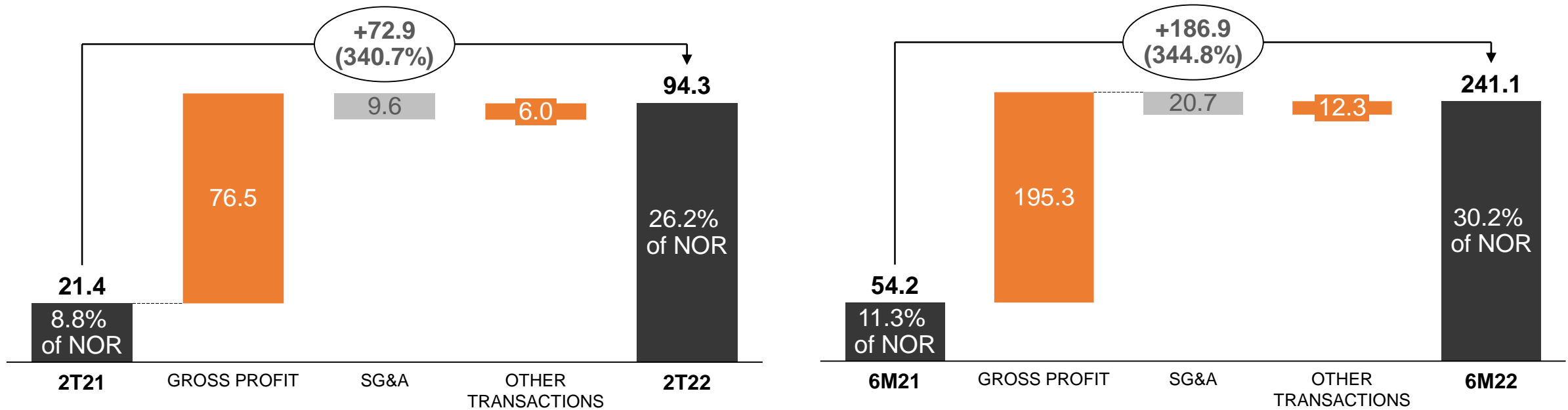
	Large Producer (Post-Harvest)	Large Coop (Post-Harvest)	Large Coop (Agribusiness)	Port Terminal Large Producer (Ports and Terminals)
Order price R\$	Agreement: R\$ 12 million Kepler: R\$ 11 million Third parties: R\$1 million	Agreement: R\$ 21 million Kepler: R\$ 20 million Third parties: R\$ 1 million	Agreement: R\$ 18 million Kepler: R\$ 14 million Third parties: R\$ 4 million	Agreement: R\$ 55 million Kepler: R\$ 35 million Third parties: R\$ 20 million
Products	Full Construction (Silos, Driers, Cleaning Machines, Conveyors and Sync).	Full Construction (Silos, Driers, Cleaning Machines, Conveyors and Sync).	Driers and Conveyors	Belt Conveyors, Bucket Lifts and Accessories
Sector	Large producer	Coops	Corn and soy storage	Port Operator
Project delivery*	10/2022	02/2023	11/2022	08/2023

R\$ 80MM in new orders from 4 strategic customers



EBITDA | 2Q22 & 6M22

(in millions of Reais)



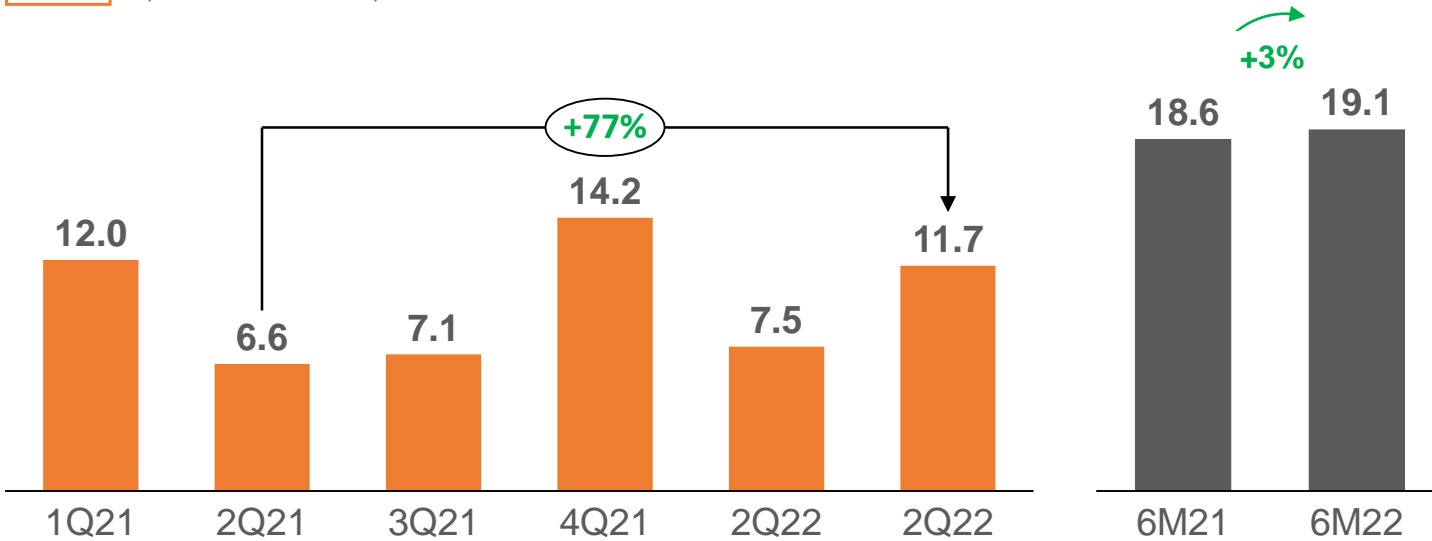
An efficient management of volumes, prices and input costs and control over expenses boosted cash generation capacity for the period.



Investments | CAPEX



Evolution of Capex (in millions of Reais)



Equipment Delivered | Panambi Plant 2Q22

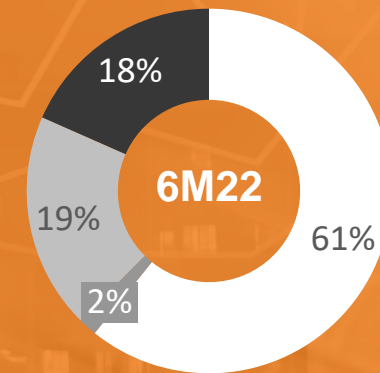
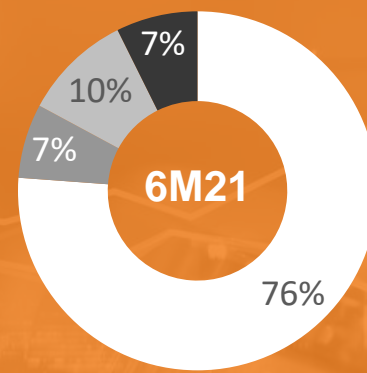
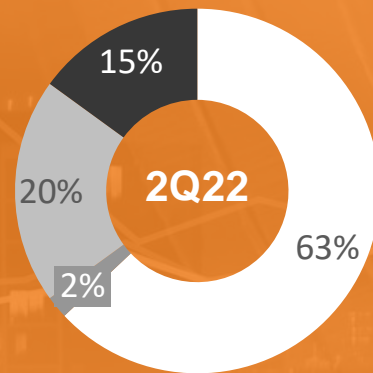
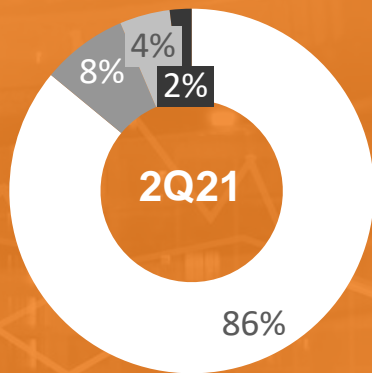
- Investments in upgrading and expanding capacity



Sheet metal punching machine



Turning Center



Manufacturing Capacity Expansion
 New Products
 IT
 Reforms/Laws (Regulatory Standards)

Warehouse Construction and Expansion Program

Highlights

- Competitive interest rate at levels below Selic rate
- New limit of R\$50 million per individual/corporate taxpayer
- In 2021, 63% of the company's net revenue came from its own resources and 37% from customer financing. Of the amount financed, 74% is from the PCA.



Uruçuí, in Piauí | Delivered in February 2022
Stored: Soy and Corn

Crop Plan

Warehouse Construction and Expansion Program

	2020/2021	2021/2022	2022/2023
	(Previous)	(Previous)	(Current)
Rate:	5% and 6% per annum	5.5% and 7% per annum	7% and 8.5% per annum
Period:	13 years	12 years	12 years
Grace Period:	3 years	3 years	3 years
Amount:	R\$2.23 billion	R\$4.12 billion	R\$5.13 billion
Limit:	-	-	50 million

+84.5%



+24.5%

Enough to expand installed capacity by up to
5 million tons.

Around 400 new plants

Source: Ministry of Crop and Livestock Farming and Supply



Cash | 2Q22 Net Cash

Cash
(Gross Balance)
**R\$270.5
million**

Net Cash
**R\$110.8
million**

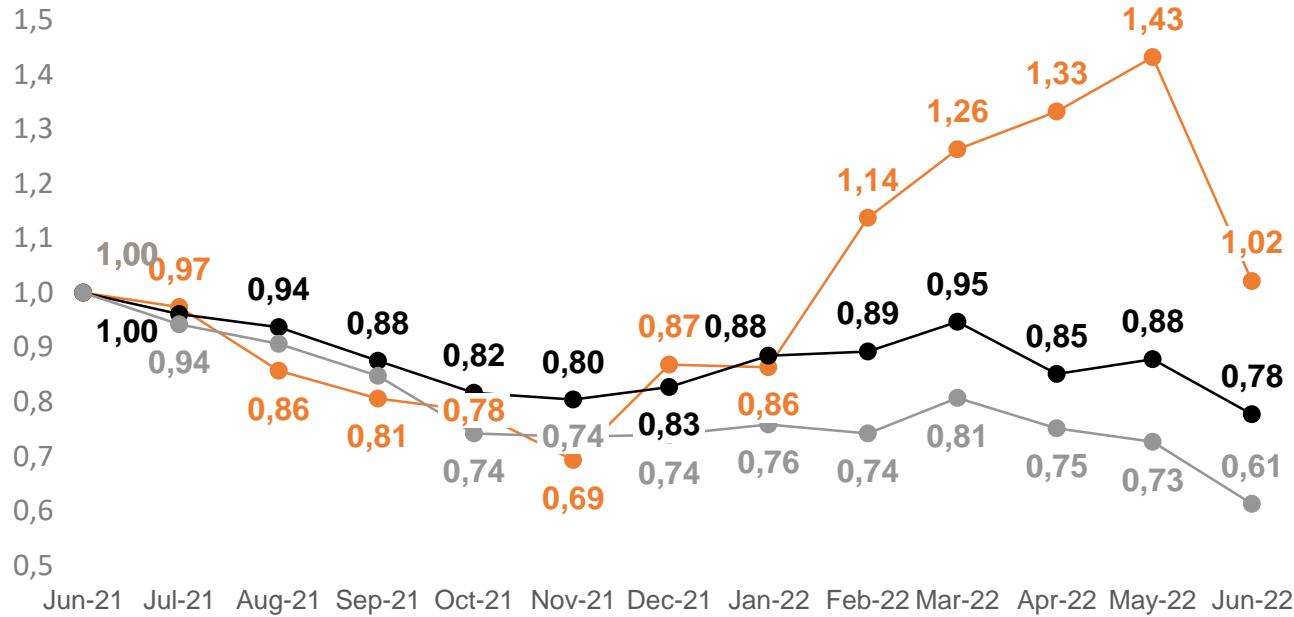


Capital market

(in millions of Reais)

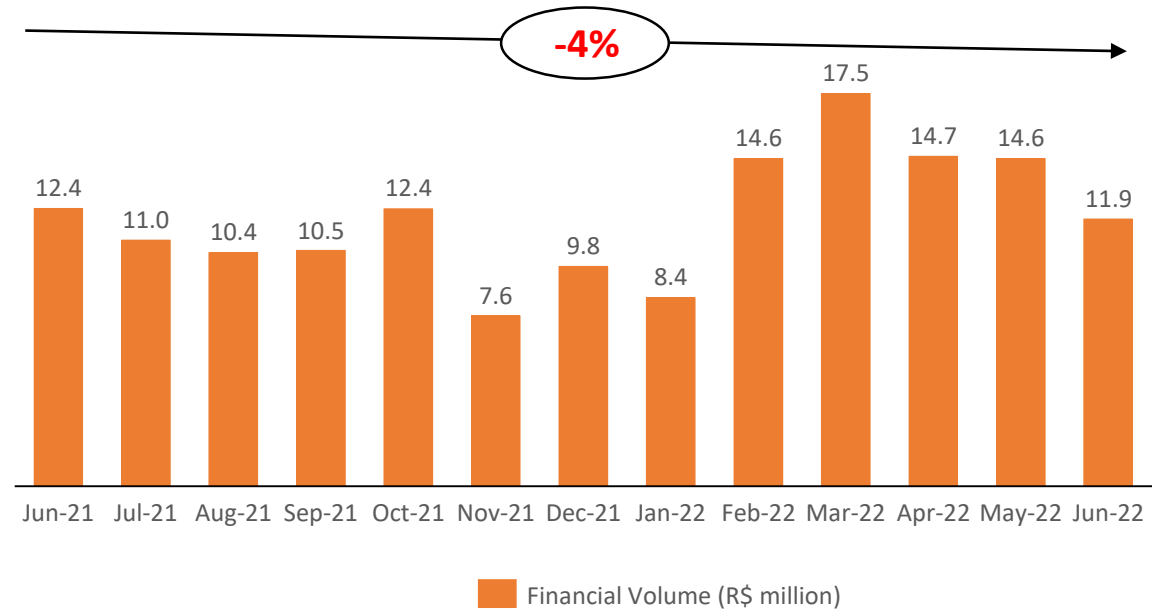
KEPL3 v Market • 100 Basis

Base Date: (06/30/2022)



KEPL3 +2%
IBOV -12%
SMALL CAPS -39%

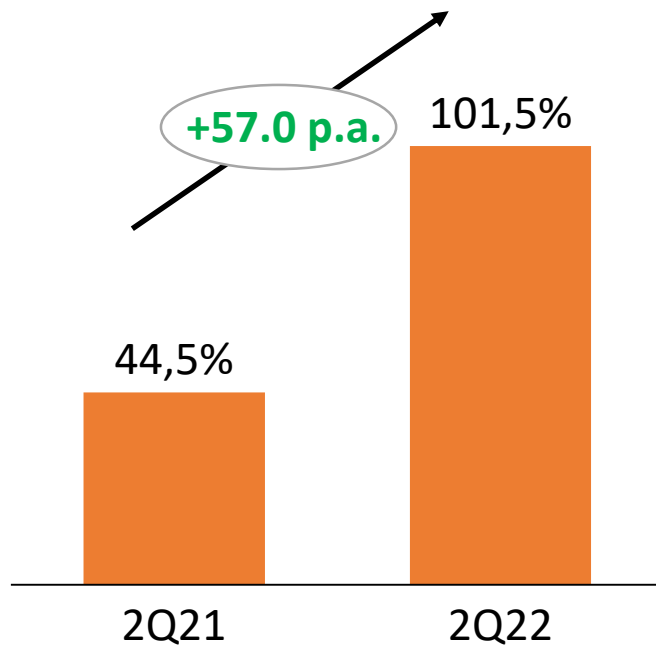
Financial Volume R\$ Monthly Average





Return on Invested Capital (ROIC)

ROIC for the past 12 months



2Q22 v 2Q21:
↑ +281% | Operating Income After Tax
+67% | Invested Capital



2Q22 M&A Announcement

Major grain storage technology player acquired



What Procer does

- It is primarily engaged in providing digital services in connection with grain storage, as well as silo control equipment and software.
- The company created an exclusive advisory team that determines the best options for each grain crop, type and quality.
- The company also executes grain drying projects.

Acquisition Goals

- To accelerate digitization and the connection with customers.
- To add the Procer product and service portfolio to the products and services of the Sync platform.
- To expand the potential customers' cluster, given that Procer will proceed with its "broad licensing" strategy, serving all silo manufacturers.

Highlights

- Memorandum of Understanding ("MoU") signed to acquire 50% plus one of Procer's shares.
- Procer was founded in 2011 in Criciúma, state of Santa Catarina, and currently manages 4,500 silos, equivalent to 10.0% of Brazil's entire static grain storage capacity.
- Procer's net revenues for 2021 amounted to R\$31.5 million (*).
- Upon completion of the transaction, our balance sheets will start recognizing Procer's revenues and consolidating them in Kepler's income statement.
- Procer has adhered to industry 4.0 through the "**Ceres System**," which enables storage units to be intelligently managed.

(*) Procer's numbers will be audited

Recent Accomplishments



- The best 2nd quarter in the Company's history, with growth in revenues and profitability, confirming our market leadership as a result of assertive moves in response to the favorable scenario in the agribusiness, with profitable deals in all segments.
- MoU signed to acquire 50% plus one of all shares in Procer, Brazil's leading player in specific post-harvest management technologies.
- We announced a new share buyback plan to acquire up to 8,986,007 common shares issued by the Company (up to 10% KEPL3's outstanding shares).

Prospects for 2022



- We renewed our growth prospects in all segments served, with margins preserved at health levels.
- Focus on completing the Procer acquisition and preparing the teams to joint operation of the businesses.
- Company well positioned to capture the best projects in the market, accelerating growth and bringing stability to our results.
- Strong cash generation with low leverage, resulting in capital available to grow the business.

2Q22 Q&A

Use the platform to ask
your question.

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