

**HIGHLIGHTS** 

**NET REVENUES** reached R\$460.1 million in 4Q24, down by 8.4% compared to R\$502.2 million in the same period of the previous year. In 2024, Net Revenues reached R\$1.6 billion, an increase of 6.3% compared to R\$1.5 billion in 2023.

**ADJUSTED EBITDA** amounted to R\$82.3 million in 4Q24, down by 28.1% compared to R\$114.4 million in 4Q23. The EBITDA margin for the quarter was 17.9%, a decrease of 4.9 percentage points compared to 4Q23. In 2024, it totaled R\$334.8 million, down by 3.6% compared to the same period in 2023. The EBITDA margin for 2024 was 20.8%, or 0.6 percentage points lower than in 2023.

**ADJUSTED NET INCOME** reached R\$52.0 million in 4Q24, with net margin of 11.3% and a reduction of 5.1 percentage points compared to 4Q23. The Adjusted Net Income for 2024 was R\$200.9 million, with net margin of 12.5% and 2.2 percentage points lower than the result for the previous year, reflecting the impact of Law 14.789/23 on IR/CSLL taxation.

KEPL B3 LISTED NM



ITAG B3



São Paulo, February 26, 2025 – Kepler Weber S/A (B3: KEPL3), the parent company of the Kepler Weber Group, a leader in grain storage equipment and post-harvest solutions in Latin America, announces its consolidated results for the quarter and twelve months ended December 31, 2024 ("4Q24") and ("12M24"). The individual and consolidated financial statements were prepared in accordance with accounting practices adopted in Brazil ("BR GAAP") and the International Financial Reporting Standards ("IFRS") issued by the International Accounting Standards Board ("IASB"). We inform that Ernst & Young Auditores Independentes is responsible for the audit of our financial statements.

#### **MESSAGE FROM MANAGEMENT**

We began 2024 with the biggest natural disaster ever in Rio Grande do Sul, when everyone at Kepler Weber came together in solidarity and collaboration, showing the strength of our team in the face of great challenges. This spirit of unity and resilience was essential for Kepler Weber to continue to deliver robust results, demonstrating our ability to overcome a challenging economic scenario for agribusiness.

With a focus on growth and adaptation, we achieved important records, highlighting the 78.8% increase in net revenues from International Business, and 19.9% in Ports and Terminals, compared to 2023. These figures reinforce our strength and the consolidation of our position in the market, evidencing our capacity for adaptation and innovation, even in the face of adversity.

Despite challenges in 4Q24, such as high interest rates and higher agricultural input prices, which impacted our Farms and Agribusiness segments, Kepler Weber maintained a positive trajectory. The Replacement & Services segment stood out with 8.5% growth, a 10% increase in the volume of orders and almost 25% in the number of Procer customers. This performance reflects the success of innovative initiatives, such as the launch of Biocav and the increase in sales of Seletron machines, which boosted the results of this business area.

As a result of these strategies and our commitment to excellence, the Company achieved Net Revenues of R\$1.6 billion, with the highest volume of equipment in the last 10 years, reflecting our strategy of leadership, revenues diversification and innovation. Our operational excellence resulted in attractive margins, with Adjusted EBITDA of R\$334.8 million (margin of 20.8%) and Adjusted Net Income of R\$200.9 million (margin of 12.5%), in line with market expectations.

This quarter, we highlight the launch of KW Store - a sales platform for spare parts - and important recognitions, such as the "Top Ser Humano" award from ABRH-RS, the "Proteção Brasil" 2024 Award in the working-at height category, and the sectoral highlight in the 52<sup>nd</sup> RS Export Award.

In November, we held the Kepler Day for the 4<sup>th</sup> consecutive year, in which we presented the company's strategic planning (KW 2030), based on three pillars: strengthening of market leadership through high-quality products and excellent services; expansion of the addressable market by exploring new sources of revenues; and generation of value through the intelligent use of data, connecting the entire agribusiness chain.

#### Moving forward in 2025...

For 2025, we expect a promising market, with a record harvest and significant volumes, but also with high requirements in terms of efficiency. The entire agribusiness chain is focused on doing more with less, and at Kepler Weber this will not be different. In addition to the adjustments made in 2024, our focus will be on optimizing the efficiency of our processes, always aligning with the LEAN culture. We foresee a year of seasonality for our segment, and a robust and promising second half.

In terms of growth, we will continue to pursue our KW 2030 strategic plan, which includes the launch of three new products that will expand our portfolio and market. We will accelerate new business models and participate in more than 30 trade shows and events to further strengthen our relationship with our customers.

Furthermore, in 2025, our beloved Kepler Weber will celebrate its 100<sup>th</sup> anniversary, a milestone of great pride for all of us and for Brazilian agribusiness. This will be a special moment, and we will celebrate it with all the energy it deserves!

We are immensely grateful for the dedication and commitment of the entire Kepler Weber team and for the trust of our customers and shareholders in 2024. We begin 2025 with great enthusiasm to transform this year into the great milestone that will celebrate the centenary of our company.

Table 1 | Key Result Indicators (R\$ million)

	4Q24	4Q23	Δ%	3Q24	Δ%	12M24	12M23	Δ%
Return on Invested Capital (*)	-	-	-	-	-	34.2%	43.9%	-9.7 p.p.
Net Operating Revenue	460.1	502.2	-8.4%	439.1	4.8%	1,607.3	1,512.1	6.3%
Net Income	50.4	94.0	-46.4%	59.6	-15.4%	199.2	245.2	-18.8%
Adjusted Net Income	52.0	82.1	-36.6%	61.2	-15.0%	200.9	222.5	-9.7%
Net Margin	11.0%	18.7%	-7,7 p.p.	13.6%	-2,6 p.p.	12.4%	16.2%	-3,8 p.p.
Adjusted Net Margin	11.3%	16.4%	-5,1 p.p.	13.9%	-2,6 p.p.	12.5%	14.7%	-2,2 p.p.
EBITDA	82.1	117.2	-30.0%	92.9	-11.7%	328.7	336.7	-2.4%
EBITDA Margin	17.8%	23.3%	-5,5 p.p.	21.2%	-3,2 p.p.	20.4%	22.3%	-1,8 p.p.
Adjusted EBITDA(**)	82.3	114.4	-28.1%	97.6	-15.7%	334.8	323.3	3.6%
Adjusted EBITDA Margin(**)	17.9%	22.8%	-4,9 p.p.	22.2%	-4,3 p.p.	20.8%	21.4%	-0,6 p.p.
Earnings per Share (EPS)	0.2897	0.5319	-45.5%	0.3394	-14.6%	1.1329	1.3821	-18.0%

(\*) LTM ROIC for the last 12 months | (\*\*) Adjusted EBITDA = EBITDA (-) Non-recurring events (provisions for legal proceedings and non-recurring costs)

#### **NET OPERATING REVENUES**

Net Revenues decreased by 8.4% in 4Q24 compared to 4Q23. In 2024, it grew by 6.3% compared to 2023, including the percentages of 83% and 88% respectively in operations for the domestic market in 4Q24 and 2024, and 17% and 12% respectively in operations for the foreign market in 4Q24 and 2024.

For purposes of the statement of income, we consolidated Procer's performance in the Replacement & Services segment. In 2024, we recorded a significant share of R\$63.7 million from Procer, compared to R\$41.3 million in 2023, up by 54.3%. It is important to mention that the purchase took place in March 2023, resulting in a comparison of twelve months in 2024 against 10 months in 2023.

Figure 1 shows the evolution in the proportion of revenues in each market:

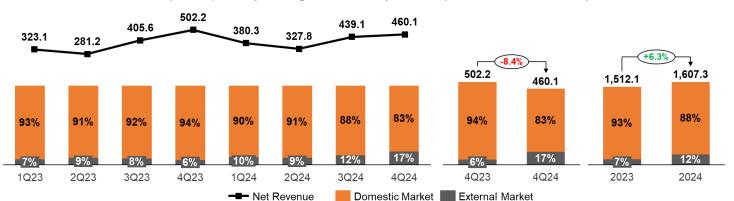


Figure 1 | Net Operating Revenues by Market (amounts in R\$ million)

#### **Farms**

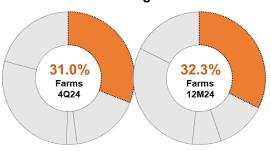


NOR	Farms
4Q24	142.6
4Q23	151.2
Δ%	-5.7%
3Q24	141.8
Δ%	0.6%
12M24	519.9
12M23	487.0
Δ%	6.8%

- Net Revenues from the "Farms" segment in 4Q24 was R\$142.6 million, down by 5.7% compared to the same period in 2023. The accumulated total for 2024 was R\$519.9 million, 6.8% higher than in 2023.
- The Company's strategy generated good results, with focus on the performance in key regions of Brazil, such as the Midwest, the MATOPIBA region and, in the 12-month period, in the Northern region. Due to the drop in farmers' profitability caused by the reduction in commodity prices and increase in fertilizer and pesticide costs, the 4Q24 showed a reduction of 5.7% compared to the same period in 2023, but still presented the best performance for the year. This performance ensured solid results in line with the expectations, even in a challenging context.



# Share of the segment in NOR



- Compared to 3Q24, the segment recorded growth of 0.6%, following the historical trend of growth at the end of the second harvest, a period that normally favors new investments by producers.
- We recorded significant new sales in 4Q24, which will contribute to revenues in 2025. We highlight six projects totaling approximately R\$57,6 million, intended for large and medium rural producers in the states of Maranhão, Rio Grande do Sul, Mato Grosso, Mato Grosso do Sul and Goiás. These sales will be invoiced and delivered in the first half of 2025.

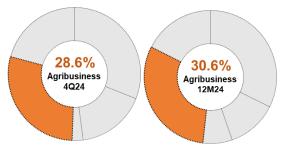
# **Agribusiness**



NOR	Agribusiness
4Q24	131.7
4Q23	198.8
Δ%	-33.8%
3Q24	156.6
Δ%	-15.9%
12M24	492.6
12M23	548.3
Δ%	-10.2%

- Net Revenues from the Agribusiness segment amounted to R\$131.7 million in 4Q24, down by 33.8% compared to the same period in 2023. In 2024, net revenues reached R\$492.6 million, with a reduction of 10.2% compared to 2023.
- The year 2024 was challenging for the Agribusiness segment, impacted by macroeconomic factors, such as rising interest rates, in addition to the difficulty in releasing financing for the sector. This scenario, combined with restrictions on the prices of agricultural commodities, resulted in a slight decline in investments, which was reflected in the sector's results.
- Despite the reduction in revenues, the Company maintained a good level of sales, and 4Q24 recorded the second-best performance of the year in the segment, representing 28.6% of Net Revenues, second only to the result recorded in 3Q24.
  - In 4Q24, the segment recorded significant sales, including 2 projects in Paraná, 1 in Santa Catarina and 1 in São Paulo. These works amounted to approximately R\$38.2 million, and they are expected to boost revenues in the first half of 2025.

#### Share of the segment in NOR

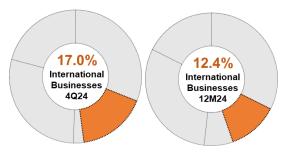


#### **International Business**



NOR	International					
NOK	Businesses					
4Q24	78.0					
4Q23	32.2					
Δ%	142.4%					
3Q24	51.2					
Δ%	52.4%					
12M24	199.0					
12M23	111.3					
Δ%	78.8%					

# Share of the segment in NOR



- Net Revenues from the International Business segment in 4Q24 reached R\$78.0 million, representing a significant growth of 142.4% compared to the same period in 2023. In 2024, the segment totaled R\$199.0 million, with an increase of 78.8% compared to the previous year. This performance marked the best result in the history of the segment.
- This record was driven by the Company's strong performance in strategic markets, such as Paraguay and Uruguay, with focus on rice producers, which performed exceptionally well. In addition, the recovery of the South American market, especially with the return of sales in Argentina, contributed positively to the results. Argentina, with an estimated grain production of approximately 141 million tons¹ in 2024/2025, represents an important potential market for the Company, as this recovery can further boost our sales and consolidate our presence in the region.
- The 52.4% increase compared to 3Q24 was boosted by the appreciation of the U.S. dollar against the real, which benefited revenues in foreign currency. This factor, combined with the economic recovery in South America and the high demand for agricultural products, especially in the grain sector, reinforced the segment's positive performance in the quarter.
- In 4Q24, we made significant sales, with emphasis on 2 projects for cereal producers and 1 for a medium producer, amounting to approximately R\$17.3 million. These projects will contribute to the increase in our revenues until 2Q25.

#### **Ports and Terminals**



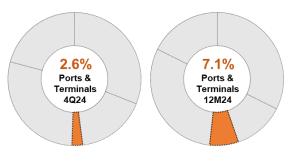
NOR	Ports & Terminals
4Q24	12.0
4Q23	31.7
Δ%	-62.3%
3Q24	17.4
Δ%	-31.3%
12M24	113.4
12M23	94.6
Δ%	19.9%

- Net Revenues from the Ports and Terminals segment in 4Q24 amounted to R\$12.0 million, down by 62.3% compared to the same period in 2023. In 2024, we reached R\$113.4 million, registering a growth of 19.9% compared to the previous year.
- Despite the decline in 4Q24, 2024 was a record-breaking year for the segment, which had its best performance in history. This result reflects Kepler's sound position in diversifying its revenues and supporting essential infrastructure for the flow of Brazil's agricultural production. Strategic works, such as those carried out at the Port of Santos/State of São Paulo and in the MATOPIBA region, have been crucial in strengthening the country's export logistics, especially at a time of growing global demand for agricultural products.

<sup>&</sup>lt;sup>1</sup> Source: Cogo Inteligência em Agronegócio



#### Share of the segment in NOR



- The 31.3% reduction compared to 3Q24 is explained by the characteristics of business in the Ports and Terminals segment, where there is greater variation in revenues due to the performance of large projects and the construction cycle. Brazil, as one of the largest exporters of agricultural commodities, continues to invest in the modernization and expansion of its port infrastructure, which has a direct impact on the sector's competitiveness and efficiency.
- Significant sales were made in 4Q24 that will incorporate revenues in 2025. We highlight 3 projects located in Santos/State of São Paulo, Rondonópolis/State of Mato Grosso and Candeias/State of Bahia, which total approximately R\$31.3 million.

# Replacement & Services (R&S)



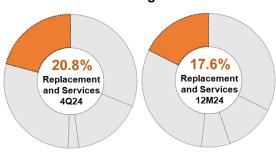
NOR	Replacement and Services
4Q24	95.8
4Q23	88.3
Δ%	8.5%
3Q24	72.1
Δ%	32.9%
12M24	282.4
12M23	271.0
Δ%	4.2%

- Net Revenues from the Replacement & Services segment in 4Q24 totaled R\$95.8 million, or an 8.5% growth compared to the same period in 2023. In 2024, Net Revenues reached R\$282.4 million, up by 4.2% compared to the previous year.
- The significant 32.9% increase recorded in 3Q24, driven by customers' preparation for the 2025 harvest and the growing demand for maintenance and modernization services, reflects the success of our innovation and expansion initiatives. The launch of Biocav and the increase in sales of Seletron machines stood out throughout 2024, not only showing the Company's ability to innovate and launch products with strong market acceptance, but also giving a significant contribution to revenues. Biocav represented 4% of R&S segment revenues, while Seletron machines accounted for 3%, consolidating themselves as key players in the growth and strengthening of our market position.

# Furthermore, the strong performance in combination with the International Business segment, especially in South America, complements the vision of a company that, in addition to innovating, is also able to expand its horizons and consolidate its presence in the global market.

• In the Replacement & Services segment, we had a greater number of orders, around 10% compared to those served in 2023, and Procer reported an increase of almost 25% in customers served compared to 4Q23.

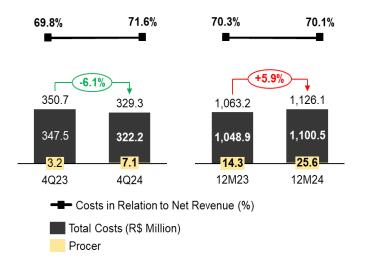
#### Share of the segment in NOR





# **COST OF GOODS SOLD (COGS)**

# Cost of Goods Sold (R\$ million) | Net Revenues (%)



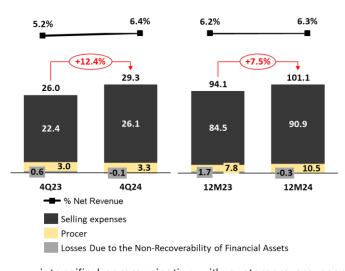
- The Company's COGS amounted to R\$329.3 million and 71.6% of net revenues in 4Q24, representing an increase of 1.8 percentage points over Net Revenues compared to 4Q23. In 2024, COGS was R\$1.1 billion, a variation of R\$62.8 million, and an increase of 5.9% compared to the previous year, representing 70.1% of net revenues and a reduction of 0.2 p.p. compared to 2023.
- Despite the scenario of growth in volume and a more complex product mix, which required greater consumption of hours in projects, as in the case of the Ports and Terminals area, where we achieved record-breaking net revenues in 2024, surpassing the last record registered in 2015, we managed to present a variation of only 5.9% in COGS and a reduction of 0.2 percentage points in Net Revenues.

Figure 2 | COGS Breakdown



#### SELLING, GENERAL AND ADMINISTRATIVE EXPENSES

# Selling Expenses (R\$ million) % of Net Revenues

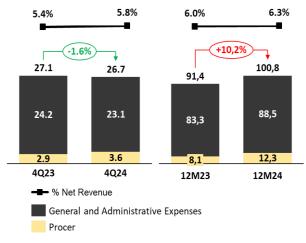


- Selling Expenses in 4Q24 amounted to R\$29.3 million, representing 6.4% of net revenues, an increase of 1.2 percentage point compared to the same period of the previous year. In 2024, Selling Expenses amounted to R\$101.1 million and 6.3% of net revenues, an increase of 0.1 percentage point compared to the previous year.
- The variation in Selling Expenses reflects the Company's strategic planning, based on three main pillars mentioned in the message from the management. We highlight those investments in Trade Shows and Exhibitions of the agribusiness sector account for 33% of this variation, while Marketing actions, Advertising and other initiatives aligned with our strategic planning explain the remainder. Participation in industry events and an

intensified communication with customers are essential to strengthen our presence in the market and boost sales. In 2024, the company participated in 30 trade shows and 14 events, reaching more than 1,500 customers and generating positive results in all segments.



# General and Administrative Expenses (R\$ million) % of Net Revenues



- General and Administrative Expenses totaled R\$26.7 million in 4Q24, a 1.6% decrease compared to the same period in 2023, corresponding to 5.8% of net revenues. In 2024, General and Administrative Expenses amounted to R\$100.8 million, up by 10.2%, and a 0.3 percentage point increase in the share of net revenues compared to 2023.
- Most of this variation is due to expenses with Procer, which is undergoing strong expansion. This expansion has contributed significantly to the company's performance, and, at the same time, required greater investments in resources and operating expenses to support the increasing pace of development.
- The remaining expenses in the period reflect non-recurring (one-off) expenses relating to the payment of bonuses for achievement of targets in strategic projects. In addition, specific reinforcements were made to the personnel structure, investments in corporate programs and training, with the aim of preparing the company for sustainable growth in the next cycle.

## OTHER NET OPERATING REVENUES AND EXPENSES

Other Net Operating Revenues and Expenses recorded a negative result of R\$2.7 million in 4Q24, compared to a positive result of R\$9.5 million in 4Q23, which represents a reduction of R\$12.2 million. In 2024, the positive net result was R\$9.9 million, against R\$38.4 million in 2023, down by R\$28.5 million.

This reduction is mainly due to non-recurring tax credits regarding the recovery of taxes of R\$20.4 million recorded in the year 2023, added to the impact that Law 14.789/23 brought on the taxation of tax incentives, starting in the year 2024.

# **FINANCIAL RESULT**

#### **Financial Revenues**

**Financial Revenues** amounted to R\$18.5 million in 4Q24 and R\$14.6 million in 4Q23, representing 4.0% and 2.9% of net revenues respectively. In 2024, they totaled R\$63.1 million, against R\$53.7 million in 2023, representing 3.9% and 3.5% of net revenues respectively.

#### **Financial Expenses**

**Financial Expenses** amounted to R\$20.4 million in 4Q24 and R\$15.4 million in 4Q23, representing 4.4% and 3.1% of net revenues respectively. In 2024, they totaled R\$64.5 million, against R\$49.7 million in 2023, representing 4.0% and 3.3% of net revenues respectively.

#### **Net Financial Result**

The Net **Financial Result** was negative by R\$1.9 million in 4Q24, compared to a negative result of R\$0.7 million in 4Q23. In 2024, the result was negative by R\$1.4 million compared to the positive result of R\$4.0 million in 2023. This variation mainly reflects greater expenditures on financing charges in the respective periods, as well as the effect of exchange rate variations.



# **EBITDA**

#### Table 2 | EBITDA

Net Income (R\$ thousands)	4Q24	4Q23	Δ%	12M24	12M23	Δ%
Net Operation Revenues	460,100	502,205	-8.4%	1,607,297	1,512,134	6.3%
Net Income	50,382	94,024	-46.4%	199,183	245,214	-18.8%
(+) Provision for IR and CS – Current and Deferred	19,881	13,070	52.1%	88,593	60,502	46.4%
(-) Financial Revenue	(18,492)	(14,622)	26.5%	(63,136)	(53,653)	17.7%
(+) Financial Expenses	20,381	15,356	32.7%	64,544	49,714	29.8%
(+) Depreciation and Amortization	9,900	9,411	5.2%	39,479	34,949	13.0%
EBITDA Margin	17.8%	23.3%	-5.5 p.p.	20.4%	22.3%	-1.9 p.p.
EBITDA	82,052	117,239	-30.0%	328,663	336,726	-2.4%
Supplementary Costs and Warranties	-	-	0.0%	-	1,139	-100.0%
(+) Contingencies/Other	204	(2,855)	-107.2%	6,129	(14,609)	-142.0%
Adjusted EBITDA Margin	17.9%	22.8%	-4.9 p.p.	20.8%	21.4%	-0.6 p.p.
Adjusted EBITDA	82,256	114,384	-28.1%	334,792	323,256	3.6%
(+) Provision for IR and CS – Current and Deferred	1,451	(9,029)	-116.1%	(4,448)	(9,232)	-51.8%
Adjusted Net Margin	11.3%	16.4%	-5,1 p.p.	12.5%	14.7%	-2.2 p.p.
Adjusted Net Income	52,037	82,140	-36.6%	200,864	222,511	-9.7%

In 4Q24, the Company's **EBITDA** was R\$82.1 million, down by 30.0% compared to the result of R\$117.2 million in 4Q23. The EBITDA margin for the quarter was 17.8%, or 5.5 percentage points lower than in 4Q23. In 2024, EBITDA amounted to R\$328.7 million, down by 2.4% compared to 2023, and the EBITDA margin was 20.4%. The unfavorable mix, combined with lower sales volumes invoiced in 4Q24, explains the negative variation in EBITDA, which was partially offset by the balanced management of prices and costs.

The Company's Adjusted EBITDA reached R\$82.3 million, down by 28.1% compared to the result of R\$114.4 in 4Q23. The Adjusted EBITDA margin for the quarter was 17.9%, or 4.9 percentage points lower than in 4Q23. In 2024, Adjusted EBITDA totaled R\$334.8 million, up by 3.6% compared to 2023, and the Adjusted EBITDA margin was 20.8%. Compared to 2023, this variation was mainly due to the recognition of non-recurring PIS/CONFINS tax credits, in addition to the monetary adjustment of IR/CSLL (Income Tax/Social Contribution on Net Income).

#### **NET INCOME**

In 4Q24, **Net Income** reached R\$50.4 million, with net margin of 11.0%, representing a reduction of 7.7 percentage points compared to the net margin of 18.7% recorded in 4Q23. In 2024, Net Income was R\$199.2 million, with net margin of 12.4% and a reduction of 3.8 percentage points compared to 2023, when the result was R\$245.2 million and the net margin was 16.2%.

In 4Q24, **adjusted Net Income** was R\$52 million, with net margin of 11.3%, and a reduction of 5.1 percentage points compared to a 16.4% net margin in 4Q23. In 2024, Net Income was R\$200.9 million, with net margin of 12.5% and a reduction of 2.2 percentage points compared to a 14.7% net margin in 2023.

The reduction in the net margin is due to the impacts of Law 14.789/23 on the taxation of tax incentives as from the year 2024.



#### **CASH FLOW**

Figure 3 | Cash flow reconciliation (amounts in R\$ million) (+18.7%)(R\$ + 66.3 million) 111.6 238.7 516 47.3 421.5 148.7 355.2 36.4 Dec/23 Working Dec/24 Adjusted Net Dividends Treasury Stock Investments Loans CAPEX Result (\*) capital

(\*) Adjusted net result of Depreciation/Amortization and Income Tax.

The accumulated result, net of depreciation, amortization and income tax, was R\$238.7 million.

In the period, **working capital** showed a negative variation of R\$51.6 million, mainly driven by the performance of inventories and suppliers linked to orders that will be invoiced in 2025.

In 2024, our **investments** amounted to R\$47.3 million, as detailed below ("Investments (Capex)").

Regarding **financing** activities, the net amount of R\$111.6 million reflects the financing taken from the ("IFC"), in the net amount of R\$148.3 million, and the repayment of financing agreements planned for the period.

In 2024, the Company paid the mandatory minimum dividends for 2023, in addition to interim dividends and Interest on Equity, resulting in a cash disbursement of R\$148.7 million, corresponding to a *dividend yield* of 9.1%.

The amount of R\$36.4 million refers to **treasury shares**, which are being actively repurchased, in line with the current plan. This plan will expire on March 25, 2025, when its continuity will be analyzed by the Board of Directors.

# **RETURN ON INVESTED CAPITAL (ROIC)**

In 4Q24, **ROIC** was 34.2%, down by 7.9 percentage points compared to the previous quarter. Operating Income after taxes was R\$200.2 million, down by 17.6% compared to R\$243.0 million recorded in the third quarter of 2024. In addition, the average level of invested capital showed a quarter-on-quarter increase of 6.1%, amounting to R\$584.5 million compared to R\$577.0 million in the previous quarter.

#### **INVESTMENTS (CAPEX)**

Figure 4 | Quarterly Evolution of CAPEX (amounts in R\$ million)



In 4Q24, our investment mix reflects a strong commitment to business continuity and innovation. Total investments amounted to R\$21.2 million, of which R\$8.3 million (39%) was allocated to modernization and expansion of production capacity, and R\$7.8 million (37%) to Supporting Capex, which included the adequacy to standards and legislation, in addition to the purchase of welding robots. We also invested R\$4.2 million (20%)



in Information Technology, with the start of the SAP HANA project, which aims to optimize our processes and bring greater agility to management, and R\$0.9 million (4%) in the development of new products.

In 2024, we maintained our focus on the modernization and expansion of our production capacity. Total investments amounted to R\$47.3 million, distributed as follows: R\$17.6 million (37%) in modernization and expansion of production capacity, R\$16.6 million (35%) in Supporting Capex, R\$7.8 million (17%) in Information Technology, and R\$5.3 million (11%) in the development of new products.

By the end of the period, the Company completed 66% of its 2024 investment plan.

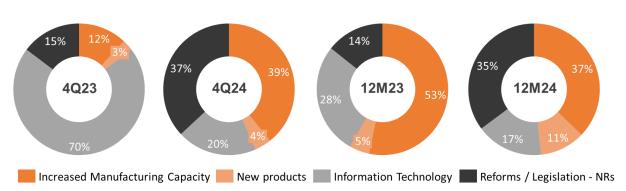


Figure 5 | CAPEX Evolution (amounts in %)

## **Manufacturing Capacity**

The share of investments in manufacturing capacity increased from 12% in 4Q23 to 39% in 4Q24, reflecting the continuity of large-scale projects, such as the implementation of the conveyor structure assembly line, and the modernization and expansion of the warehouse, among others. On the other hand, the reduction from 53% in 2023 to 37% in 2024 is due to the fact that, in 2023, we made significant investments in the implementation of a new powder coating line, an important and one-off investment that was not repeated in 2024.

#### **Information Technology**

The share of investments in Information Technology decreased from 70% in 4Q23 to 20% in 4Q24, and from 28% in 2023 to 17% in 2024. This reduction is explained by the investments made in 2023, which focused on renewing servers and included specific changes, the impacts of which were not repeated in 2024.

#### **New Products**

The increase from 3% in 4Q23 to 4% in 4Q24, and from 5% in 2023 to 11% in 2024, relates to the evolution of projects for adapting the equipment manufactured by the Company, as well as to the purchase of the tools required for production of these new models.

#### **Supporting Capex and Modernization**

The increase in share from 15% in 4Q23 to 37% in 4Q24, and from 14% in 2023 to 35% in 2024, is explained by the adjustments to the standards and legislation applicable to our manufacturing complex, by the expansion of the capacity of the central factory substation, and by the acquisition of collaborative robots for the Panambi and Campo Grande units.



#### CASH AND CASH EQUIVALENTS, AND INDEBTEDNESS

Table 3 | Cash and Cash Equivalents and Indebtedness

Indebtedness (R\$ thousands)	Dec/2	4 Dec/23		/23	Dec/22	
IFC	3,721		-		_	
FINAME Materials	-		52,216		-	
Export Credit Note	13,026		14,530		66,275	
Financial Rural Producer Note	62,877		12,310		12,473	
Agribusiness Credit Rights Certificate	10,716		50,430		-	
Short Term	90,340	29%	129,486	66%	78,748	47%
IFC	148,587		-		-	
Export Credit Note	20,000		30,000		40,000	
Financial Rural Producer Note	24,000		36,000		48,043	
Senior Shares - FIDC KWI	24,200		-		-	
Long Term	216,787	71%	66,000	34%	88,043	53%
Total Indebtedness	307,127	100%	195,486	100%	166,791	100%
Availability (Current and Non-current)	421,500		355,235		337,877	
Positive net cash	114,373		159,749		171,086	

At the end of 2024, total consolidated debt increased by 57.1% compared to 4Q23. Of this debt, 10.8% corresponds to the Export Credit Note; 49.6% refers to the financing agreement with the *International Finance Corporation* (IFC); and 28.3% relates to Farmers Financial Notes. This increase in debt is mainly due to the IFC financing, in the net amount of R\$148.3 million, taken in May 2024. As a result, Positive Net Cash on December 31, 2024 was R\$114.4 million, compared to R\$159.7 million in the same period in 2023.

In October 2024, FIDC KWI received a contribution from senior shareholders in the amount of R\$23.5 million, the earnings of which are updated on a monthly basis and are included in the Company's debt.

# **DIVIDENDS AND INTEREST ON EQUITY**

As approved by the Board of Directors, the Company made two payments in 4Q24:

- Interim dividends: R\$14.2 million, representing R\$0.08170899 per share.
- Interest on Equity: R\$14.2 million representing R\$0.08129624 per share.

Dividends and Interest on Equity were paid on November 28, 2024. Dividends were paid without withholding income tax, in accordance with the current legislation, and without remuneration or monetary adjustment. The payment of Interest on Equity is subject to 15% (fifteen percent) withholding income tax, except for shareholders who have declared themselves "exempt" until November 19, 2024.

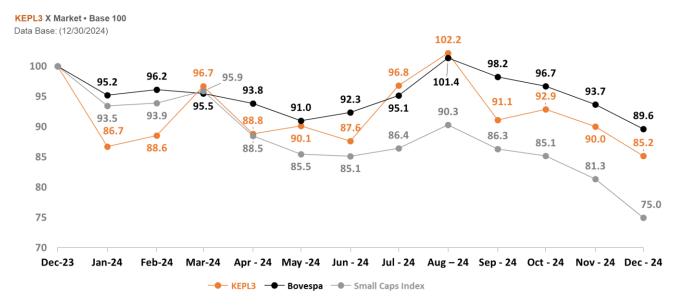
Table 4 | Payout

	2024	2023	2022	Δ% 2024/2023
Mandatory dividends	18,496	27,871	77,690	-33.6%
Interest on Equity	29,599	32,718	18,678	-9.5%
Additional dividends	51,504	47,000	-	9.6%
Interim dividends	44,233	42,282	84,338	4.6%
Gross Total	143,832	149,871	180,706	-4.0%
Net Income	199,183	245,214	382,468	-18.8%
Payout	72.21%	61.12%	47.2%	18.1%

<sup>(\*)</sup> Approval will take place at the Annual General Meeting, scheduled for 03/31/2025, and the payment date will be announced after the meeting.

# SHARE PERFORMANCE | KEPL3

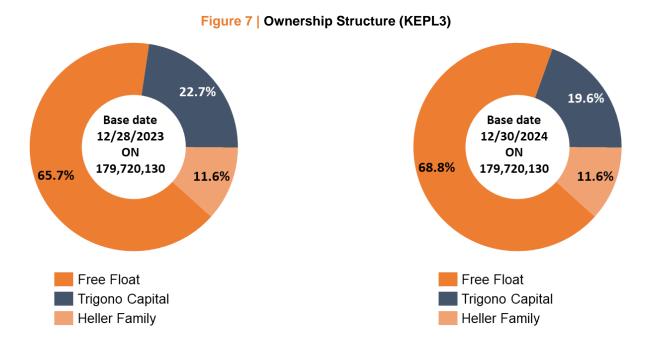
Figure 6 | Kepler versus Market | Base 100 | Base date: 12/30/2024



In December 2024, Kepler's shares showed a reduction of 14.8% compared to the same period in 2023. In the same period, the Ibovespa index depreciated 10.4%, while the Small Cap index recorded a significant depreciation of 25.0%, reflecting greater risk aversion in the macroeconomic scenario.

Despite this challenging context, it is important to highlight that, in 2024, the average daily liquidity of Kepler shares was R\$10.1 million, which indicates an active market and continued investor interest. This performance reflects the challenges of the year, but also Kepler's resilience in the face of a scenario of increased market volatility.

# **OWNERSHIP STRUCTURE**





# **KEPL3 Shares Repurchase Program**

On March 25, 2024, the Company announced, through a Material Fact, the creation of a share repurchase plan. This plan aims at purchasing up to 17,658,311 common shares issued by the Company, equivalent to 10% of KEPL3 outstanding shares, according to the limits established in the applicable regulations, without reducing the capital stock.

The main objective of the repurchase program is to keep the shares in treasury for possible cancellation or sale by the Company.

Before the repurchase program, the quantity of ON shares in Treasury was 2,959,896. Until December 30, 2024, 3,682,100 ON shares were repurchased. Of this total, 289,386 ON shares were used in the Company's Stock Plan<sup>2</sup>. Therefore, we ended 2024 with a balance of 6,352,610 ON shares in Treasury.

The quantity purchased until December 30, 2024 represents 21% of the expected limit of 17,658,311 ON shares.

Considering the average of 407,123 shares repurchased monthly between April and December, the Company demonstrated that the program is being fully performed, and it is expected to continue until the maturity date set for March 25, 2025. In addition, we ended 4Q24 with R\$421.5 million in Cash and Financial Investments, which demonstrates a sound level to support our growth strategies.

# **ESG (ENVIRONMENTAL, SOCIAL AND GOVERNANCE)**



The information included in this release was selected based on its importance and materiality to Kepler Weber. More detailed historical data on Kepler Weber's performance and initiatives can be checked with ease and transparency on the website: https://ri.kepler.com.br. The financial information includes, in addition to the parent company Kepler Weber S.A. (KWSA), the subsidiary Kepler Weber Industrial S.A. (KWI), the subsidiary PROCER and the FIDC. The scope

of the non-financial indicators includes KWSA and KWI.

In 2024, Kepler Weber took significant steps to enhance risk management and strengthen internal contNORs. Key actions include:

- Strategic Risk Matrix: Prepared in the first half of 2024, the matrix maps and categorizes the main risks that may impact the Company's operations and strategy as a whole. This tool aims to provide a comprehensive view of corporate risks, directly contributing to strategic and operational decisionmaking by management.
- Strategic Risk Indicators: Specific indicators were developed to monitor and track the evolution of strategic risks identified in the matrix. These indicators serve as tools to assess the magnitude of risks and guide management in allocating resources and prioritizing mitigation actions.

## **Compliance and Corporate Culture**

Our commitment to compliance is reinforced by initiatives that disseminate an ethical culture across the organization. In 2024, the following actions stood out:

- Integrity Week: Held in the first half of the year, the initiative included lectures and training on the Code of Conduct, the ethics channel and other topics relevant to the governance and compliance area, strengthening our corporate culture and commitment to good practices.
- General Data Protection Law ("LGPD") Compliance Program: The company has improved its internal processes, ensuring greater awareness about personal data protection among all employees. The Privacy Committee oversees compliance with LGPD and provides ongoing guidance on good practices in the processing of personal data.
- Ethics Channel: it guarantees safety for reporting irregularities, ensuring that all employees, third parties, business partners, customers and stakeholders can contribute to the Company, towards an ethical business environment, and transparent and responsible workplace.

<sup>&</sup>lt;sup>2</sup> Short- and Long-Term Incentive Program



At Kepler Weber, we believe that our responsibility to the communities where we operate goes beyond the creation of jobs. Our commitment to the social pillar is reflected in initiatives that foster positive changes and contribute to a more sustainable, diverse and inclusive society. In line with strong sustainability and social responsibility principles, the Company reaffirms its commitment to the communities where it operates, promoting social development, inclusion and preservation of resources for future generations.

Guided by our purpose of "Caring for Life," we invest in initiatives that promote social transformation, strengthen education, diversity, equity and inclusion, and encourage citizen participation. Through ongoing and specific projects, we collaborate to build a fairer and more sustainable society, while reinforcing our ESG strategy and generating a positive impact on communities.

See below some of our social projects carried out in the last quarter of 2024 and which exemplify the commitment to our actions in society.

#### Reconstruction of the Jacob Sehn School - Cruzeiro do Sul/State of Rio Grande do Sul:

As part of the "Ajuda RS" program [aid to the State of Rio Grande do Sul], Kepler Weber, in addition to donating to the community, led the reconstruction of the Jacob Sehn Municipal School, which was impacted by the floods that occurred in the state. The project was carried out in three phases, with an investment of more than R\$800 thousand, ensuring the resumption of school activities. The project was completed in October with delivery of the sports gym, which was celebrated at a special event for Children's Day that brought together more than 340 students and 60 employees of the school. Represented by leaders, employees and volunteers, Kepler celebrated this milestone, the result of a collective effort that reinforces our commitment to education and local sustainability.

#### **Ongoing Projects via Incentive Laws:**

In Panambi/State of Rio Grande do Sul and Campo Grande/State of Mato Grosso do Sul, Kepler Weber also maintains ongoing social projects that benefited around 378 children per month in 2024. In the last quarter, Campo Grande received theater plays in the scope of the "Semente Mágica" Project, which brought together more than 650 children in these actions and promoted environmental education, good educational practices and cultural inclusion.

#### Christmas Campaign - Panambi/State of Rio Grande do Sul:

As part of an annual tradition, the Kepler Weber volunteers group carried out a Christmas campaign, collecting and distributing 140 food baskets to two local institutions, strengthening solidarity and community values.

#### **Future of Social Actions**

In order to further expand our positive impact on the community, in December, Kepler Weber approved the allocation of more than R\$1.9 million to new social projects, reinforcing our commitment to creating sustainable value for society, and consolidating Kepler as a reference in social responsibility.

MEIO AMBIENTE

Kepler Weber adopts a holistic strategy of continuous improvement, covering all operational areas, from production and quality management to social and environmental responsibility. The company's environmental management is structured around four strategic topics: Water and effluents; Solid waste; Atmospheric emissions and Greenhouse gases; and Energy.

In 2024, our operations generated 8,580 tons of waste, most of which was metal scrap, totaling approximately 7,700 tons. Of the total amount, 90% of the waste was sent to recycling processes, while the remaining 10% was disposed of in an environmentally appropriate manner, including co-processing, processing and composting.

In the context of steel management, in 2024, the Company began a project to reduce and reuse scrap in certain internal manufacturing processes. In the last quarter of the year, we recorded an average scrap percentage of 10.75% (calculated by the formula: weight produced divided by weight scrapped), representing an improvement of 8% compared to the same period in 2023, when the index was 11.68%.

Furthermore, in the third quarter of 2024 (3Q24), Kepler Weber implemented a structured project in A3 format to reduce scrap rates, resulting in a significant drop in the indicator, which went from 2.42 to 1.31. This index considers the ratio between the scrapped weight and the produced weight.

In 2024, 20 million liters of water were treated. As part of its ESG strategy, the Company is preparing to, in addition to treating effluents, promote their reuse, reducing the daily need for water intake.



Among the best practices adopted, we highlight the fact that 100% of the electricity purchased by the Company's two units comes from renewable sources. In addition, the use of renewable sources in energy management represents 60% of all energy consumed by Kepler Weber.

For more information, visit: <a href="https://ri.kepler.com.br/governanca-corporativa/sustentabilidade-esg/">https://ri.kepler.com.br/governanca-corporativa/sustentabilidade-esg/</a>

#### RELATIONSHIP WITH THE INDEPENDENT AUDITORS

Under CVM Resolution No. 162, of July 13, 2022, the Company informs that its policy for engaging services not related to external auditing is based on principles that preserve the auditors' independence.

In compliance with CVM Resolution No. 162/22, we inform that, in 2024, Ernst & Young Auditores Independentes S.S. Ltda. was engaged to perform services in the amount of R\$399.7 thousand, referring to independent audit services.

#### CORPORATE GOVERNANCE



The Company has been improving its corporate governance practices in conducting its business, so as to generate value for shareholders and other stakeholders. Listed in the Novo Mercado segment of B3 since July 2023, it adopts all the obligations provided for in this listing.

#### **Board of Directors**

The Board of Directors is made up of a minimum of seven and a maximum of nine permanent members. They are elected at a General Meeting through a voting process in which shareholders nominate their representatives for a two-year term, with re-election permitted.

The Board of Directors is the highest governance body, being responsible for a long-term planning strategy and overseeing the performance of the executive officers. It meets quarterly on a regular basis or, extraordinarily, whenever required.

The Chairman and the Vice-President of the Board of Directors are chosen by the Board itself. In line with best practices, the positions of Chairman of the Board of Directors and Chief Executive Officer are not held by the same person.

At the Annual General Meeting held on March 21, 2023, the shareholders elected a slate of 8 members to make up the Company's Board of Directors, whose term will end upon the Annual General Meeting scheduled for March 31, 2025. All directors took office, and they do not have any other duties or positions at the Company other than those related to the Board of Directors and its Strategy, Investment and Finance Committee; its People, Compliance and Sustainability Committee; or the Non-Statutory Audit and Risk Committee.

#### **Audit and Risk Committee**

On June 1, 2023, the installation of the Non-Statutory Audit and Risk Committee was resolved under the terms of the "Audit and Risk Committee Regulations," as approved by the Board of Directors in the meeting held on March 15, 2023. Also at the meeting held on June 1, 2023, three members were elected to the audit and risk committee for a unified term of 2 years, coinciding with the term of office of the members of the Board of Directors, with reelection permitted.

In view of the resignation of a member of the aforementioned Committee, at the meeting of the Company's Board of Directors, held on February 28, 2024, his substitute was elected for a term of office coinciding with the term of office of the members of the Board of Directors and the other members of the Audit and Risk Committee, and the revision of the Internal Regulations of the Committee was approved. As of that date, the Committee is called "Audit and Risk Committee." The Audit and Risk Committee is made up of 1 member of the Board of



Directors and 2 independent members, and one of them is the coordinator of the body. The members of the Audit and Risk Committee took office upon signing their terms of investiture and they are fully active.

The Committee's main objectives are to oversee: (i) the quality and integrity of financial reports; (ii) compliance with legal, statutory and regulatory standards; (iii) the adequacy of processes related to risk management and compliance; (iv) internal contNORs; (v) internal audit activities and risk management, compliance and internal contNORs; (vi) the activities of independent auditors; and (vii) the adequacy of processes related to handling reports of potential non-compliance with legal and regulatory provisions applicable to the Company, in addition to internal regulations and codes.

# **Strategy, Investment and Finance Committee**

On December 14, 2023, the installation of the Strategy, Investment and Finance Committee was decided. At this meeting, the six members of the committee were also elected for a unified 2-year term of office that coincides with that of the members of the Board of Directors, with reelection permitted. The members of the Committee took office upon signing their relevant terms of investiture.

The Committee's main objectives are to analyze and issue recommendations on the proposed strategic plan, business plan, and other guidelines and guidance related to the Company's strategy to be submitted to the Board of Directors, as well as to identify and analyze business opportunities.

# People, Compliance and Sustainability Committee

On December 14, 2023, the installation of the People, Compliance and Sustainability Committee was decided. At this meeting, the six members of the committee were also elected for a unified 2-year term of office that coincides with that of the members of the Board of Directors, with reelection permitted. The members of the Committee took office upon signing their relevant terms of investiture. The Committee's main objectives are to ensure the Company's commitment to sound management and culture respecting the pillars of corporate governance, sustainability and business ethics; and to monitor and resolve on the actions of the Disciplinary, Integrity, Strategic Security, ESG and Privacy Commissions.

## **Fiscal Council**

The Fiscal Council is a permanent body, established in accordance with the law, and has Internal Regulations. It is made up of three permanent members and their respective alternates, elected by the Annual General Meeting, in accordance with Art. 161, Paragraph 4, of Law 6404/76. Each member serves for the term determined by the Annual General Meeting, and they may be reelected. The main responsibilities of this body are to monitor management activities, review the Company's financial statements and report its conclusions to the shareholders.

At the Annual General Meeting held on April 3, 2024, the shareholders elected, by simple vote, 6 members (3 permanent members and their respective alternates) to make up the Company's Fiscal Council, whose term of office will end upon the Annual General Meeting scheduled for March 31, 2025. All elected directors will take office upon signing their terms of investiture, within the terms and in the form of the law, at which time they will declare, in accordance with the law, that they are not involved in the crimes provided for in the law that could prevent them from exercising commercial activities and holding the position of manager in a publicly-held company, and they will use the Internal Regulations to conduct the body's operations.

#### **Executive Board**

Kepler Weber's current Executive Board is made up of eight members, three of whom are statutory members elected by the Board of Directors, and five are members whose activities are ruled by the CLT [Labor Law]. The Company's Officers have broad expertise in the sector, contributing to Kepler Weber's positioning as a leader in post-harvest solutions and an important player in the market of solid bulk handling equipment.



# **Composition of Governance Bodies**

#### **BOARD OF DIRECTORS**

Luiz Tarquínio Sardinha Ferro Chairman

> Júlio Toledo Piza Vice-President

#### **Permanent Members**

Arthur Heller Britto

Marcelo Guimaraes Lopo Lima Maria Gustava Brochado Heller Britto Piero Abbondi

Ricardo Sodré Oliveira

Ruy Flaks Schneider

#### **FISCAL COUNCIL**

Reginaldo Ferreira Alexandre Chairman

#### **Permanent Members**

Doris Beatriz França Wilhelm

Francisco Eduardo de Queiroz Ferreira

# **Alternate Members**

Emílio Otranto Neto

Maria Elvira Lopes Gimenez Rosângela Costa Süffert

#### **EXECUTIVE BOARD**

Bernardo Osborn Gomes Nogueira **Chief Executive Officer** 

Renato Arroyo Barbeiro Chief Financial and Investor **Relations Officer** 

Fabiano Schneider **Chief Industrial and Product Officer** 

Karine Olczevski General Counsel and Governance, **Risk and Compliance Officer** 

Diego Wenningkamp **Digital Projects and Services** Implementation Officer

Jean Felizardo de Oliveira **Chief Commercial Officer** 

Simone dos Santos Lisboa Chief People & Management Officer

> Marcos Henrique Schwarz **Chief Supply Chain Officer**

#### STRATEGY, INVESTMENT AND FINANCE COMMITTEE

#### Members:

Arthur Heller Britto Bernardo Osborn Gomes Nogueira Luiz Tarquínio Sardinha Ferro Marcelo Guimaraes Lopo Lima Piero Abbondi Ricardo Doria Durazzo

#### **AUDIT AND RISK COMMITTEE**

Antonio Edson Maciel dos Santos Coordinator

> Valmir Pedro Rossi Member

Luiz Tarquínio Sardinha Ferro Member and Director

#### PEOPLE, COMPLIANCE AND SUSTAINABILITY COMMITTEE

#### Members:

Júlio Cesar de Toledo Piza Neto

Karine Olczevski

Maria Gustava Brochado Heller Britto

Piero Abbondi

Ruy Flaks Schneider

Simone dos Santos Lisboa

# **4Q24 FINANCIAL STATEMENTS**

# **Earnings Videoconference**

#### **EARNINGS VIDEOCONFERENCE**

Kepler will hold a videoconference in Portuguese on February 27, 2025 (Thursday), with simultaneous translation into English, at the following times:

- 10:00 a.m. Brazil Time
- 08:00 a.m. United States Time

The link to the Videoconference is available on the Investor Relations website: Webinar Registration - Zoom

#### Participants:

- Bernardo Nogueira | CEO
- Renato Arroyo | Chief Financial and IR Officer

#### **Investor Relations:**

- Sandra Vieira | IR Coordinator
- Leonardo Santos | IR Analyst
- Laura Sannomiya | IR Analyst

Contact: ri@ri.kepler.com.br

The presentation will also be available on our website, in the Investor Relations section (http://ri.kepler.com.br/). Please log in approximately 10 minutes before the time set for the Videoconference.



#### FORWARD-LOOKING STATEMENTS

The statements contained in this report regarding Kepler's business prospects, projections, results, and the Company's potential growth are mere forecasts and were based on management's expectations regarding Kepler's future. These expectations are highly dependent on market changes, and on the general economic performance of Brazil, the sector and the international markets, and may be subject to change.



# **EXHIBIT I | STATEMENT OF CONSOLIDATED INCOME | Quarterly**

(In the year do of Books, execut for nevertages)	4Q2	24	3Q24		4Q23		AH%	
(In thousands of Reais, except for percentages)	(A)	AV%	(B)	AV%	(C)	AV%	(A)/(C)	(A)/(B)
NET OPERATING REVENUES	460,100	100.00%	439,052	100.00%	502,205	100.00%	-8.38%	4.79%
COST OF GOODS SOLD	(329,258)	-71.56%	(307,958)	-70.14%	(350,724)	-69.84%	-6.12%	6.92%
GROSS PROFIT	130,842	28.44%	131,094	29.86%	151,481	30.16%	-13.62%	-0.19%
Selling Expenses	(29,392)	-6.39%	(25,590)	-5.83%	(25,426)	-5.06%	15.60%	14.86%
Losses on non-recoverability of financial assets	137	0.03%	(104)	-0.02%	(604)	-0.12%	-122.68%	-231.73%
General and administrative expenses	(26,688)	-5.80%	(24,269)	-5.53%	(27,119)	-5.40%	-1.59%	9.97%
Other income (expenses), net expenses	(2,747)	-0.60%	1,963	0.45%	9,496	1.89%	-128.93%	-239.94%
OPERATING INCOME (LOSS)	72,152	15.68%	83,094	18.93%	107,828	21.47%	-33.09%	-13.17%
Financial expenses	(20,381)	-4.43%	(22,373)	-5.10%	(15,356)	-3.06%	32.72%	-8.90%
Financial revenues	18,492	4.02%	22,140	5.04%	14,622	2.91%	26.47%	-16.48%
PROFIT BEFORE INCOME TAX AND SOCIAL CONTRIBUTIO	70,263	15.27%	82,861	18.87%	107,094	21.32%	-34.39%	-15.20%
Income and social contribution taxes - Current	(21,131)	-4.59%	(23,125)	-5.27%	(19,264)	-3.84%	9.69%	-8.62%
Income and social contribution taxes - Deferred	1,250	0.27%	(95)	-0.02%	6,194	1.23%	-79.82%	-1415.79%
INCOME AND SOCIAL CONTRIBUTION TAXES	(19,881)	-4.32%	(23,220)	-5.29%	(13,070)	-2.60%	52.11%	-14.38%
NET INCOME	50,382	10.95%	59,641	13.58%	94,024	18.72%	-46.42%	-15.52%

# **EXHIBIT I STATEMENT OF CONSOLIDATED INCOME | 12 Months**

(In thousands of Posis expent for percentages)	12M2	4	12M2	AH%	
(In thousands of Reais, except for percentages)	(A)	AV%	(B)	AV%	(A)/(B)
NET OPERATING REVENUES	1,607,297	100.00%	1,512,134	100.00%	6.29%
COST OF GOODS SOLD	(1,126,092)	-70.06%	(1,063,286)	-70.32%	5.91%
GROSS PROFIT	481,205	29.94%	448,848	29.68%	7.21%
Selling Expenses	(101,427)	-6.31%	(92,349)	-6.11%	9.83%
Losses on non-recoverability of financial assets	290	0.02%	(1,710)	-0.11%	-116.96%
General and administrative expenses	(100,807)	-6.27%	(91,436)	-6.05%	10.25%
Other income (expenses), net expenses	9,923	0.62%	38,424	2.54%	-74.17%
OPERATING INCOME (LOSS)	289,184	17.99%	301,777	19.96%	-4.17%
Financial expenses	(64,544)	-4.02%	(49,714)	-3.29%	29.83%
Financial revenues	63,136	3.93%	53,653	3.55%	17.67%
PROFIT BEFORE INCOME TAX AND SOCIAL CONTRIBUTION	287,776	17.90%	305,716	20.22%	-5.87%
Income and social contribution taxes - Current	(73,192)	-4.55%	(54,595)	-3.61%	34.06%
Income and social contribution taxes - Deferred	(15,401)	-0.96%	(5,907)	-0.39%	160.72%
INCOME AND SOCIAL CONTRIBUTION TAXES	(88,593)	-5.51%	(60,502)	-4.00%	46.43%
NET INCOME	199,183	12.39%	245,214	16.22%	-18.77%



# **EXHIBIT II – CONSOLIDATED BALANCE SHEET**

(In thousands of Reais, except for percentages)  ASSETS  Current assets Cash and cash equivalents Non-immediate liquidity financial investments Trade accounts receivable Inventories Taxes recoverable Other assets Non-current assets Trade accounts receivable Taxes recoverable Deferred taxes Other assets Investments Investments Investment property Property, plant and equipment Intangible assets Right of use in progress TOTAL ASSETS  LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable Taxes payable							AH%	AH%
Current assets Cash and cash equivalents Non-immediate liquidity financial investments Trade accounts receivable Inventories Taxes recoverable Other assets Non-current assets Trade accounts receivable Taxes recoverable Deferred taxes Other assets Investments Investment property Property, plant and equipment Intangible assets Right of use in progress TOTAL ASSETS LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	(A)	AV%	(B)	AV%	(C)	AV%	(A)/(B)	(A)/(C)
Cash and cash equivalents Non-immediate liquidity financial investments Trade accounts receivable Inventories Taxes recoverable Other assets Non-current assets Trade accounts receivable Taxes recoverable Deferred taxes Other assets Investments Investments Investment property Property, plant and equipment Intangible assets Right of use in progress TOTAL ASSETS LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	``		<u> </u>		· · ·			
Non-immediate liquidity financial investments  Trade accounts receivable Inventories  Taxes recoverable Other assets Non-current assets Trade accounts receivable Taxes recoverable Deferred taxes Other assets Investments Investment property Property, plant and equipment Intangible assets Right of use in progress TOTAL ASSETS  LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	1,070,027	67.1%	981,908	66.74%	912,707	71.65%	8.97%	17.24%
Trade accounts receivable Inventories Taxes recoverable Other assets Non-current assets Trade accounts receivable Taxes recoverable Deferred taxes Other assets Investments Investment property Property, plant and equipment Intangible assets Right of use in progress TOTAL ASSETS LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	389,817	24.5%	322,923	21.95%	254,454	19.98%	20.72%	53.20%
Inventories Taxes recoverable Other assets Non-current assets Trade accounts receivable Taxes recoverable Deferred taxes Other assets Investments Investment property Property, plant and equipment Intangible assets Right of use in progress TOTAL ASSETS LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	31,683	2.0%	32,312	2.20%	83,423	6.55%	-1.95%	-62.02%
Taxes recoverable Other assets Non-current assets Trade accounts receivable Taxes recoverable Deferred taxes Other assets Investments Investment property Property, plant and equipment Intangible assets Right of use in progress TOTAL ASSETS LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	277,679	17.4%	308,132	20.94%	189,317	14.86%	-9.88%	46.67%
Other assets Non-current assets Trade accounts receivable Taxes recoverable Deferred taxes Other assets Investments Investment property Property, plant and equipment Intangible assets Right of use in progress TOTAL ASSETS  LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	296,377	18.6%	254,147	17.27%	311,618	24.46%	16.62%	-4.89%
Non-current assets  Trade accounts receivable Taxes recoverable Deferred taxes Other assets Investments Investment property Property, plant and equipment Intangible assets Right of use in progress TOTAL ASSETS  LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	48,599	3.1%	43,802	2.98%	55,844	4.38%	10.95%	-12.97%
Trade accounts receivable Taxes recoverable Deferred taxes Other assets Investments Investment property Property, plant and equipment Intangible assets Right of use in progress TOTAL ASSETS  LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	25,872	1.6%	20,592	1.40%	18,051	1.42%	25.64%	43.33%
Taxes recoverable Deferred taxes Other assets Investments Investment property Property, plant and equipment Intangible assets Right of use in progress TOTAL ASSETS  LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	524,003	32.9%	489,372	33.26%	361,071	28.35%	7.08%	45.12%
Deferred taxes Other assets Investments Investment property Property, plant and equipment Intangible assets Right of use in progress TOTAL ASSETS  LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	33,996	2.1%	11,773	0.8%	251	0.0%	188.8%	13444.2%
Other assets Investments Investment property Property, plant and equipment Intangible assets Right of use in progress TOTAL ASSETS  LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	33,460	2.1%	36,827	2.5%	30,670	2.4%	-9.1%	9.1%
Investments Investment property Property, plant and equipment Intangible assets Right of use in progress TOTAL ASSETS  LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	42,359	2.7%	54,894	3.7%	64,507	5.1%	-22.8%	-34.3%
Investment property Property, plant and equipment Intangible assets Right of use in progress TOTAL ASSETS  LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	11,100	0.7%	3,799	0.3%	19,772	1.6%	192.2%	-43.9%
Property, plant and equipment Intangible assets Right of use in progress TOTAL ASSETS  LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	110	0.0%	93	0.0%	4	0.0%	18.3%	2650.0%
Property, plant and equipment Intangible assets Right of use in progress TOTAL ASSETS  LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	1,329	0.1%	1,398	0.1%	1,467	0.1%	-4.9%	-9.4%
Intangible assets Right of use in progress TOTAL ASSETS  LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	259,525	16.3%	257,983	17.5%	208,040	16.3%	0.6%	24.7%
Right of use in progress TOTAL ASSETS  LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	121,433	7.6%	121,397	8.3%	32,465	2.6%	0.0%	274.0%
TOTAL ASSETS  LIABILITIES AND SHAREHOLDERS' EQUITY  Current liabilities  Suppliers  Financing and loans  Social and labor obligations  Advances from customers  Taxes payable	20,691	1.3%	1,208	0.1%	3,895	0.3%	1612.8%	431.29
Current liabilities Suppliers Financing and loans Social and labor obligations Advances from customers Taxes payable	1,594,030	100.0%	1,471,280	100.0%	1,273,778	100.0%	8.3%	25.1%
Suppliers Financing and Ioans Social and labor obligations Advances from customers Taxes payable								
Suppliers Financing and Ioans Social and labor obligations Advances from customers Taxes payable	541,088	33.9%	607,901	41.3%	574,303	45.1%	-11.0%	-5.8%
Financing and loans Social and labor obligations Advances from customers Taxes payable	100,100	6.3%	120,878	8.2%	70,557	5.5%	-17.2%	41.9%
Social and labor obligations Advances from customers Taxes payable	90,340	5.7%	129,486	8.8%	78,748	6.2%	-30.2%	14.7%
Advances from customers Taxes payable	49,743	3.1%	44,844	3.1%	45,615	3.6%	10.9%	9.0%
Taxes payable	195,642	12.3%	197,992	13.5%	220,219	17.3%	-1.2%	-11.29
	6,823	0.4%	9,984	0.7%	5,067	0.4%	-31.7%	34.7%
	4,039	0.4%	6,570	0.7%	5,222	0.4%	-38.5%	-22.7%
Commissions payable	15,018	0.5%			16,217		-8.7%	-7.4%
Dividends payable	21,881	1.4%	16,443 30,811	1.1% 2.1%	77,690	1.3% 6.1%	-29.0%	-71.8%
Provision for guarantees	30,759	1.9% 0.3%	26,943 501	1.8%	19,150	1.5%	14.2% 720.2%	60.6%
Leases Other liabilities	4,109			0.0%	3,712	0.3%		10.7%
Non-current liabilities	22,634	1.4% <b>19.6%</b>	23,449	1.6%	32,106	2.5% <b>8.0%</b>	-3.5%	-29.5% <b>205.4</b> %
	312,161	0.0%	<b>137,176</b>	<b>9.3%</b> 0.0%	102,205	0.0%	<b>127.6%</b> -100.0%	0.0%
Suppliers Financing and loans	216,787					6.9%	228.5%	146.2%
Financing and loans Provisions	,	13.6%	66,000	4.5%	88,043			
	11,884	0.8%	11,800	0.8%	13,150	1.0%	0.7%	-9.6%
Taxes payable		0.0%		0.0%	655	0.1%	0.0%	-100.0%
Sale option - contingent consideration Leases	63,391	4.0%	54,960	3.74%	-	0.00%	15.3%	0.0%
	17,986	1.1%	787	0.1%	357	0.0%	2185.4%	4938.1%
Other liabilities	2,113	0.1%	3,617	0.25%	-	0.00%	-41.6%	0.0%
Shareholders' Equity	740,781	46.5%	726,203	49.4%	597,270	46.9%	2.0%	24.0%
Capital stock	344,694	21.6%	244,694	16.6%	144,694	11.4%	40.9%	138.2%
Treasury shares	(58,748)	-3.7%	(22,303)	-1.5%	(7,806)	-0.6%	163.4%	652.6%
Capital reserves	8,079	0.5%	7,456	0.5%	3,429	0.3%	8.4%	135.6%
Revaluation reserves	158	0.0%	158	0.0%	158	0.0%	0.0%	0.0%
Equity valuation adjustments	22,675	1.4%	24,367	1.7%	26,139	2.1%	-6.9%	-13.3%
Profit reserve TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	423,923 1,594,030	26.6%	471,831 1,471,280	32.1% 100.0%	430,656 1,273,778	33.8%	-10.2% 8.3%	-1.6% <b>25.</b> 1%



# **EXHIBIT III - STATEMENT OF CASH FLOWS**

CONSOLIDATED CASH FLOW	2024	2023
(In thousands of Reais)		
Cash flows from operating activities	007.770	205 740
Net Income	287,776	305,716
Adjustments by:	00.470	04.040
Depreciation and amortization	39,479	34,949
Provisions for tax, civil and labor risks	92	(1,350
Inventory provisions	1,451	1,825
Provisions for guarantees	3,816	7,793
Losses on non-recoverability of financial assets Other provisions	(290) 856	1,710
		(10,521
Cost of fixed assets / intangible assets written off Financial result	4,951	(895
	13,779	6,321 403
Current income tax and social contribution expenses	3,452	
	355,362	345,951
Changes in assets and liabilities:		
Trade accounts receivable	8,520	(121,730
Inventories	(43,681)	61,952
Recoverable taxes	(441)	7,452
Other assets	(401)	36,889
Suppliers	(20,287)	46,817
Social and labor obligations	4,899	(4,697
Taxes payable	(5,058)	3,097
Advances from customers	(2,350)	(24,790
Other liabilities	(1,533)	10,946
Cash flow generated (used) in operating activities	295,030	361,887
Interest paid on loans and financing and loans	(26,315)	(24,717
Income tax and social contribution paid	(74,815)	(55,141
Net cash generated (used) in operating activities	193,900	282,029
Cash flow from investment activities	100,000	,
	(44.000)	/75.000
Acquisition of fixed and intangible assets	(41,009)	(75,366
Non-immediately liquid financial investments - Redemption	2,312	52,496
Acquisition of subsidiary, net of cash acquired	-	(45,262
Net cash generated (used) in investing activities	(38,697)	(68,132
Fluxos de caixa das atividades de financiamento		
Treasury shares	(38,625)	(16,204
Amortization of financing and loans	(122,000)	(72,000
Financing and loan acquisition	210,000	100,000
Senior Shares - FIDC KWI	24,200	-
Financing structuring expenses	(2,223)	-
Dividends and interest on equity paid	(152,651)	(152,690
Lease consideration paid	(7,010)	(4,534
Net cash generated (used) in financing activities	(88,309)	(145,428
Increase/decrease in cash and cash equivalents	66,894	68,469
Statement of increase (decrease) in cash and cash equivalents		
At the beginning of the period	322,923	254,454
At the end of the period	389,817	322,923
Change in cash and cash equivalents in the period	66,894	68,469

# For more information, access our results center:

#### https://ri.kepler.com.br/informacoes-financieiras/central-de-resultados/

The financial and operating information in this document, unless otherwise indicated, is presented on a consolidated basis, in thousands of Reais (R\$ thousand), in accordance with the accounting practices adopted in Brazil, including the Corporate Laws and the convergence with the international IFRS standards. Growth rates and other comparisons refer, unless otherwise indicated, to the same period of the previous year. Please note that non-financial and non-accounting figures have not been reviewed by the independent auditors.