

3Q23 Earnings Videoconference

“Market recovery and focus on operational management, resulting in the best quarter of the year”

November, 1st, 2023

DISCLAIMER

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

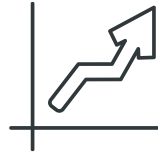
- ▶ Statements contained herein concerning business prospects, projected results of operations and financial results, and the growth prospects of Kepler Weber are mere projections and, as such, are based exclusively on Management's expectations about the future of business.
- ▶ Such forward-looking statements 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.
- ▶ Non-accounting data have not been reviewed by the Company's independent auditors.



Key Highlights | 3Q23 and 9M23

(in millions of Reais)

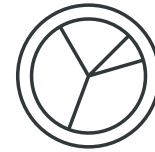
Net Revenues



3Q23 **405.6** - 21.4%
against 3Q22

9M23 **1,009.9** - 23.1%
against 9M22

EBITDA



88.3 **21.8%**
EBITDA Margin
- 43.3%
against 3Q22

219.5 **21.7%**
Ebitda Margin
- 44.7%
against 9M22

Net Income



66.6 **16.4%**
Net Margin
- 42.4%
against 3Q22

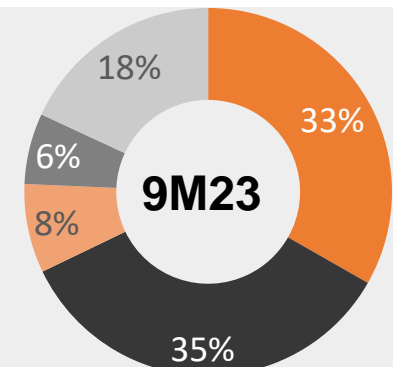
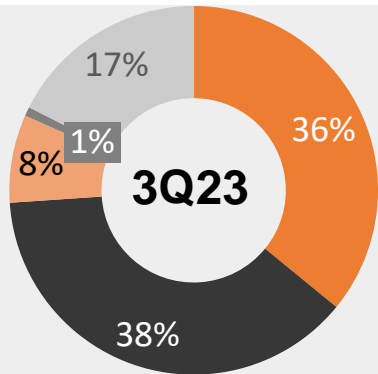
151.2 **15.0%**
Net Margin
- 43.9%
against 9M22



Business Areas

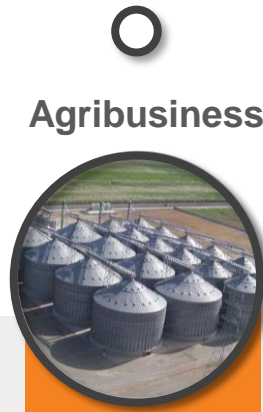
(in millions of Reais)

Net Operating Revenues Performance



Farms

R\$145.6
-41.5%



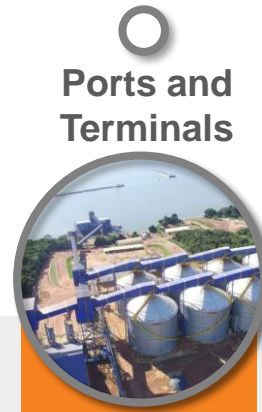
Agribusiness

R\$154.2
+3.6%



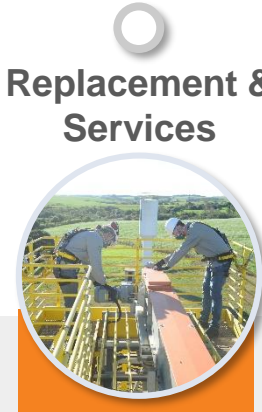
International Business

R\$31.3
-33.5%



Ports and Terminals

R\$3.2
-76.6%



Replacement & Services

R\$71.3
+24.7%

3Q23
3Q23 x 3Q22

R\$335.8
-33.3%

R\$349.5
-32.8%

R\$79.0
-37.0%

R\$63.0
+221.4%

R\$182.6
+25.6%

9M23
9M23 x 9M22



Grain Storage | Domestic Projects



58.1 thousand t

Balsas (MA)

Delivered in July 2023

Product: Soy, Corn and Wheat



29.6 thousand t

Cambé (PR)

Delivered in August 2023

Product: Soy and Corn



11.8 thousand t

Campo Novo Parecis (MT)

Delivered in September 2023

Product: Soy and Corn





Grain Storage | International Projects



5 thousand t

Peru (Lambayeque)

Delivered in July 2023

Product: Rice



27.5 thousand t

Paraguay (La Paloma)

Delivered in August 2023

Product: Corn





Significant Supplies negotiated in the period

	Farms (6 projects for Medium and Large farmers)	Agribusiness (7 projects for Cereal Producers and Cooperatives)	International Business (3 projects for Medium and Large producers)	Ports and Terminals (2 projects for a Cereal Producer)
Value of the order R\$	R\$78.4 million	R\$118.5 million	R\$22.6 million	R\$51.0 million
Products	New projects and expansion of existing facilities, with a full Storage system (Silos, Dryers, Cleaning Machines, Conveyors and Aeration).	New projects and expansion of existing facilities, with a full Storage system (Silos, Dryers, Cleaning Machines, Conveyors)	Expansion of existing projects for Storage system	Expansion of existing project, supplying conveyors, digital connection and aeration system.
Sector	Grain Storage Soy and Corn	Grain Storage Soy and Corn	Grain Storage Soy, Corn and Rice	Ethanol and corn industry
Project delivery*	03/2024	05/2024	01/2024	07/2024

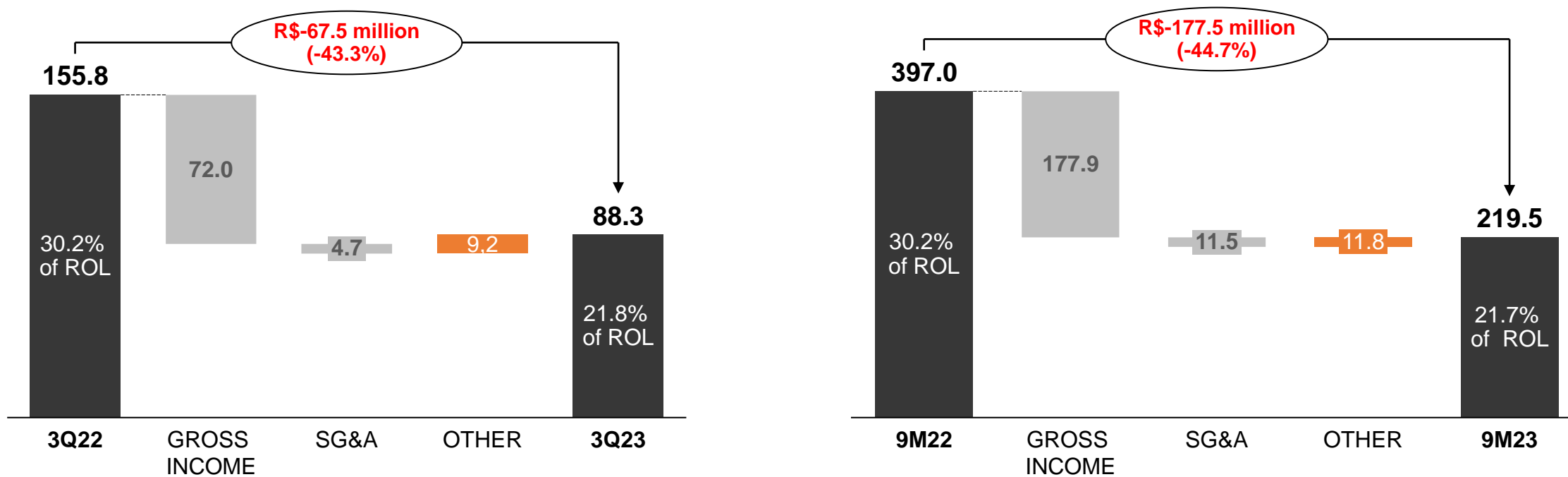
R\$270.5 million new orders for 18 strategic projects

* Billings to start in October 2023, until the relevant delivery dates.



EBITDA | 3Q23 and 9M23

(in millions of Reals)

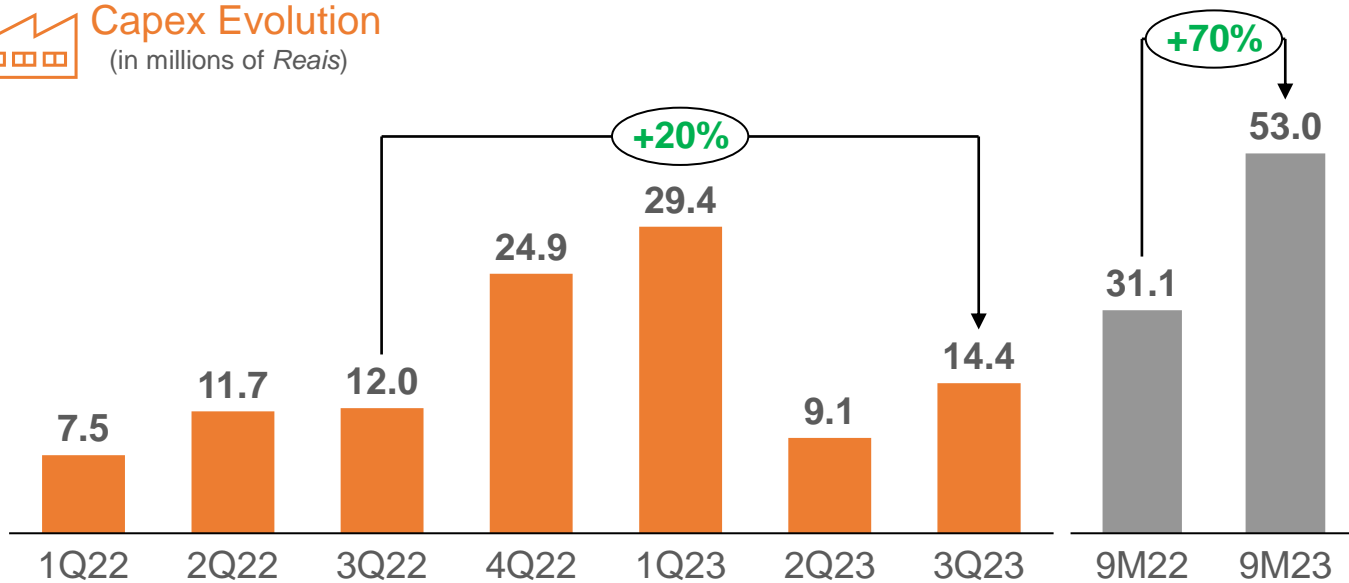




Investments | CAPEX



Capex Evolution (in millions of Reais)



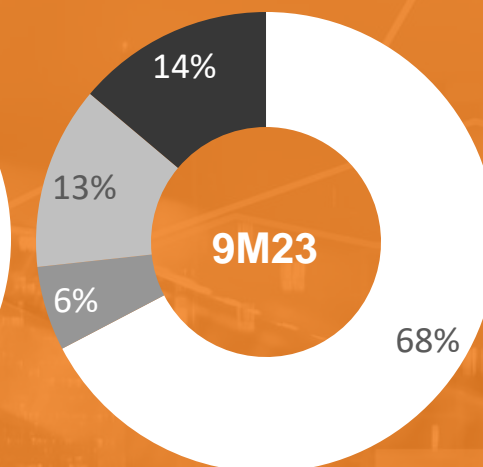
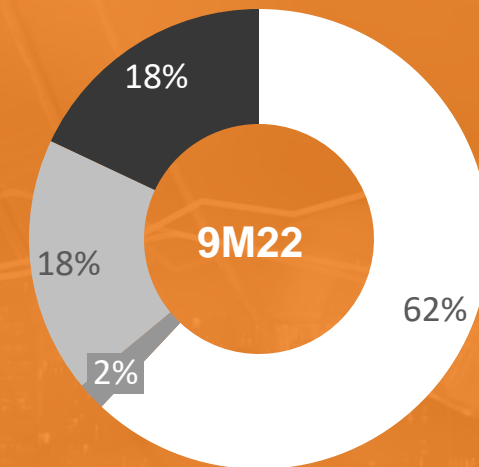
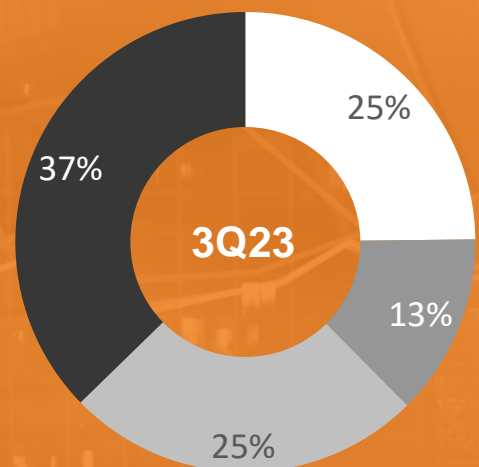
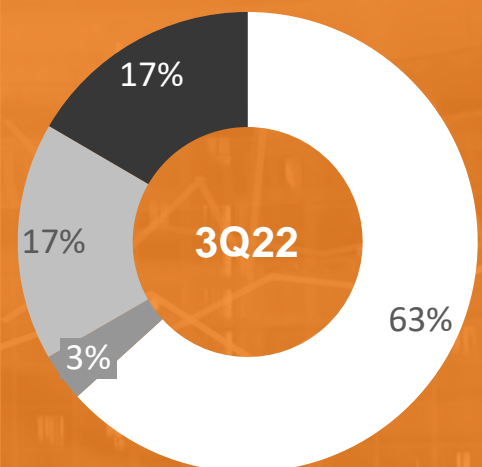
3Q23 Investments focused on modernization and expansion of production capacity.



Portable robot (vehicle)



Collaborative welding robot



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



Cash | 3Q23 Net Cash

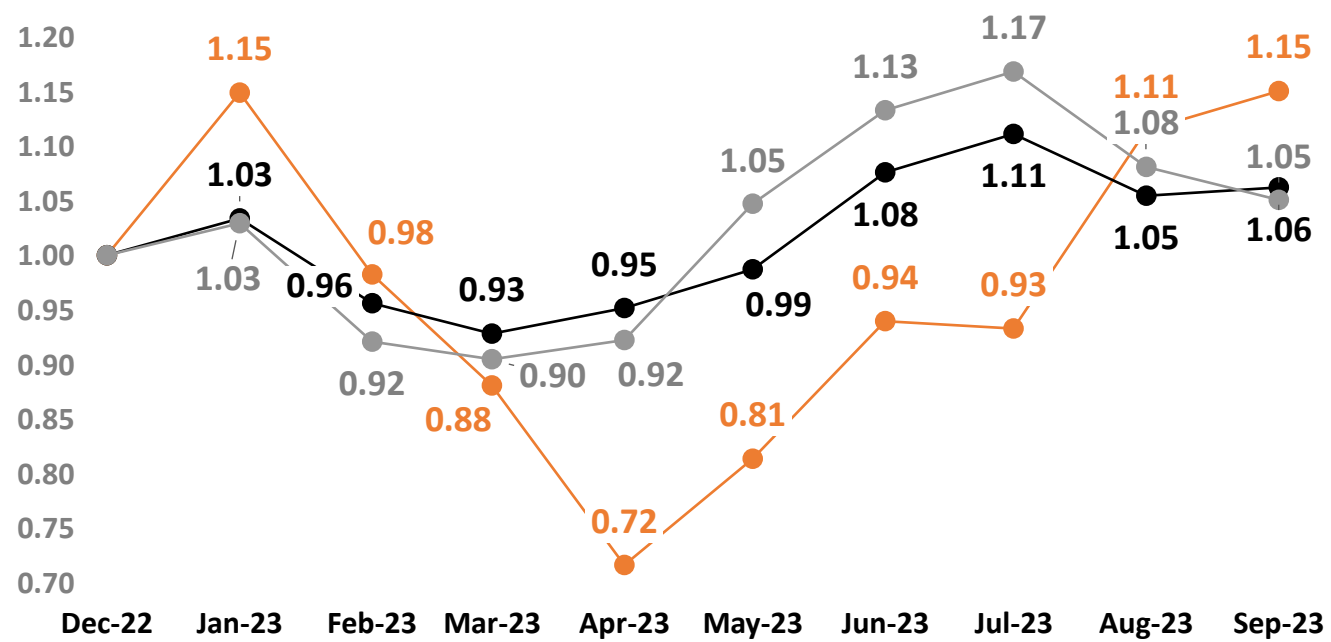
Cash
(Gross Balance)
**R\$320.0
million**

Net Cash
**R\$113.0
million**



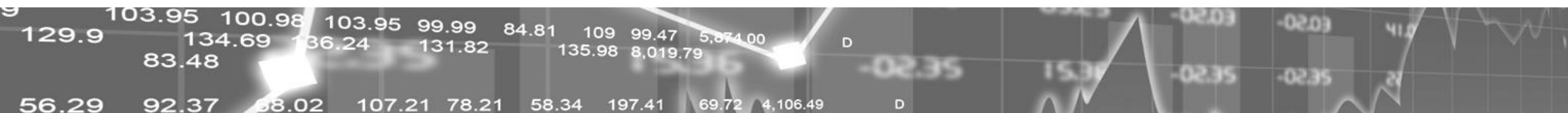
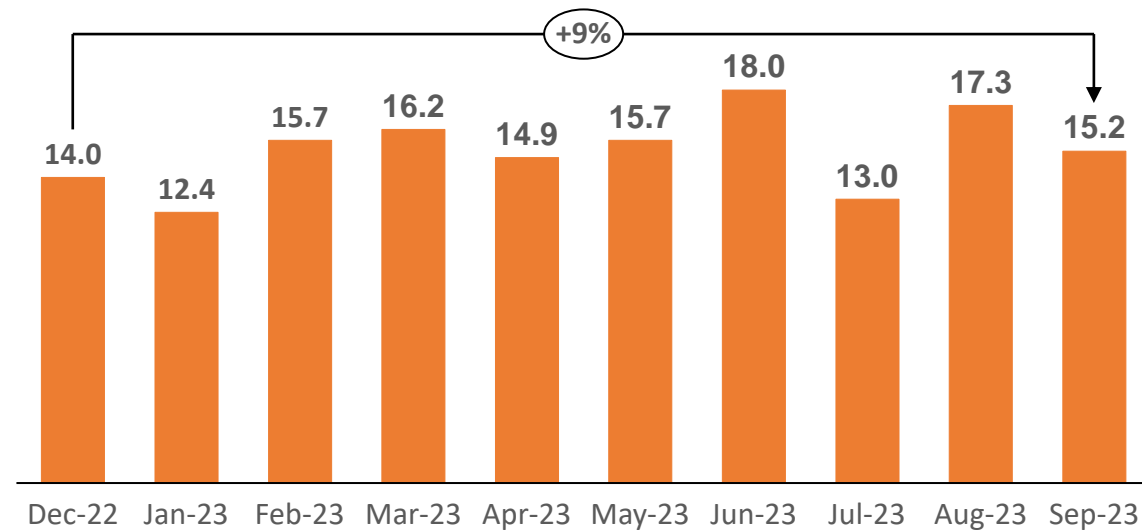
Capital Market

(in millions of Reais)



KEPL3 +15,1%
 IBOV +6,2%
 SMALL CAPS +5,1%

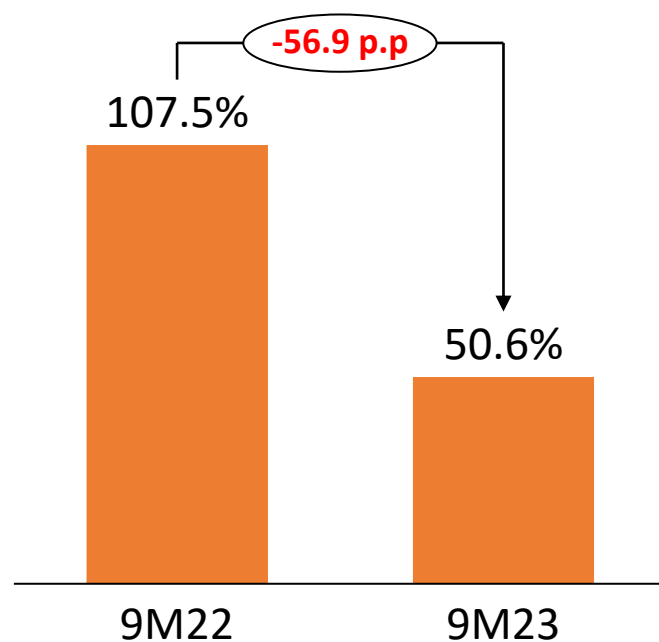
Financial Volume
Monthly Average: R\$15.3 million





Return on Invested Capital (ROIC)

ROIC dos últimos 12 meses



3Q22 x 3Q23:

-27.0% | Operating Income After Taxes
+55.1% | Invested Capital



Increasing Returns to our Shareholders



Dividends on earnings and Payout

(in millions of Reais)

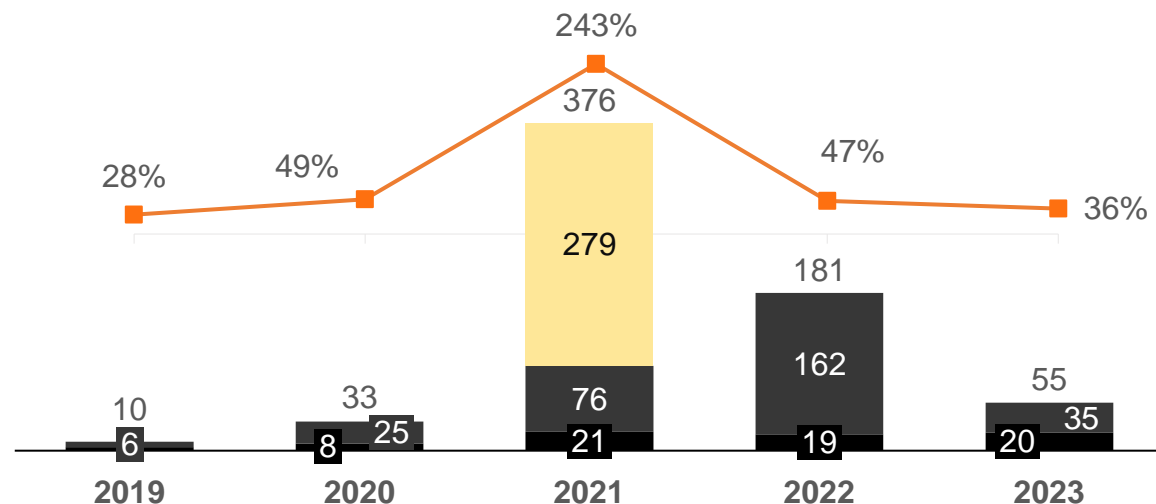
**PAYOUT
2023
36%**

**PAYOUT
2023 Caixa
88%**

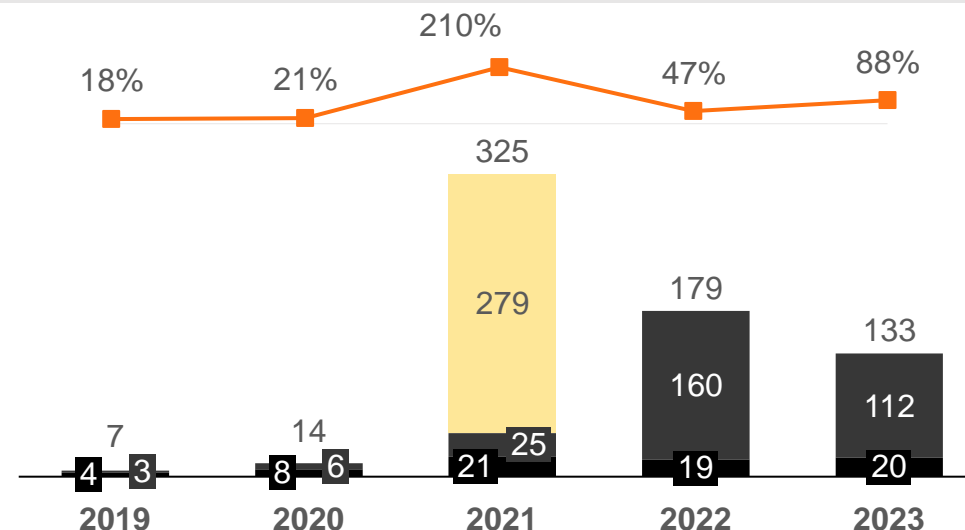
DIVIDENDS R\$34.5 million | R\$0.19553243 per share
Interest on Equity R\$20.4 millions | R\$0.11562353 per share
(Paid on September 8th, 2023)

- RC: Capital Decrease
- DIV: Dividends
- JCP: Interest on Equity
- Payout: Percentage of Net Income Distributed

Accrual Basis



Cash Basis



ESG | 6 SDG linked to the Company's Strategy

SDG	Material Theme
 <p>2 ZERO HUNGER AND SUSTAINABLE AGRICULTURE</p>	<p>Product quality and safety</p> <p>Waste management</p> <p>Customer Relationship</p> <p>Suppliers Management</p>
 <p>3 GOOD HEALTH AND WELL-BEING</p>	<p>Occupational Health and Safety</p>
 <p>7 AFFORDABLE AND CLEAN ENERGY</p>	<p>Energy Management and Use of renewable sources</p>

SDG	Material Theme
 <p>8 DECENT WORK AND ECONOMIC GROWTH</p>	<p>Attraction, retention and professional development</p> <p>Suppliers Management</p>
 <p>13 CLIMATE ACTION</p>	<p>Reduction of GHG emissions</p> <p>Decarbonization</p> <p>Adapting to climate change</p>
 <p>16 PEACE, JUSTICE AND STRONG INSTITUTIONS</p>	<p>Governance of risks, including social, environmental and climate risks</p> <p>Purpose, values and organizational culture</p>

Recent Accomplishments



- Sound performance resulting from net revenues of R\$405.6 million, the Company's 2nd best third quarter in its history, up by 44% against 2Q23 and delivery of Ebitda margin of 21.8%.
- The Company's Net Cash remains at a solid level of R\$113.0 million, even after payment of R\$55.0 million earnings to shareholders in the month of September.
- Opening of a modern powder coating line, the first operating in Brazil under this concept, boasting exceptional quality in product finishing, while increasing our engagement in the ESG theme.
- Ranked 11th among the 20 best places to work (GPTW) according to the Rio Grande do Sul ranking.

Prospects for 2023

- Continuing **strong grain production pace**, with the shortage of storage space in Brazil putting increased pressure on production chains, generating negative premiums in the price of agricultural commodities.
- **Increasing demand** for projects for corporate customers, **Cooperatives and Ports & Terminals**, providing good opportunities to keep up our good activity level.
- Well structured strategic orientation to develop **business with profitability at health levels**, preparing the Company to continue growing with sustainability.

3Q23 Q&A

Please use the platform to
ask your question!

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