



**4Q21**

**Earnings Conference  
Call**

February 17, 2022

**KEPLERWEBER<sup>®</sup>**

# DISCLAIMER

This is a document supporting Kepler Weber S/A's earnings conference call for the fourth quarter of 2021.

- 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 | 4Q21 and 12M21



(in millions of Reais)

Net Revenues 

Adjusted EBITDA 

Adjusted Net Income 

4Q21

416.9 +68.0%  
Against 4Q20

118.6 +209,7%  
Against 4Q20  
28,4%  
Adjusted Ebitda margin

84.1 +243.3%  
Against 4Q20  
20.2%  
Adjusted net margin

12M21 1,226.2 +82.7%  
Against 12M20

241.2 +140.2%  
Against 12M20  
19.7%  
Adjusted Ebitda margin

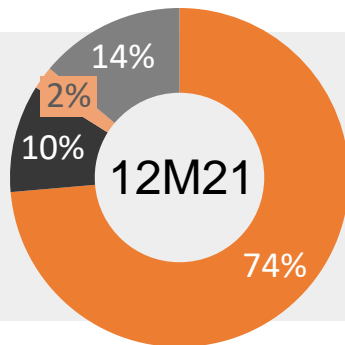
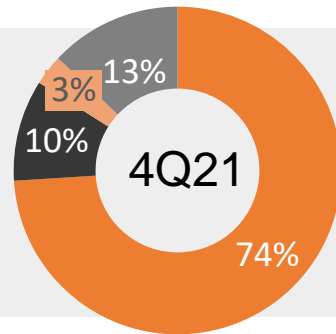
159.9 +200.0%  
Against 12M20  
13.0%  
Adjusted net margin

# Business areas



(in millions of Reais)

## Performance of Net Operating Revenues



Storage

R\$310.7

**+88%**

R\$903.2

**+113%**



Exports

R\$40.1

**+70%**

R\$126.6

**+20%**



Bulk

R\$13.1

**-43%**

R\$26.5

**-36%**



Parts & Services

R\$53.0

**+46%**

R\$169.9

**+69%**

4Q21 x 4Q20

12M21 x 12M20

# Grain storage | National Works



## Porto Nacional (TO)

Delivered in October 2021

Product: soy and corn



## Nova Laranjeiras (PR)

Delivered in November 2021

Product: soy and corn



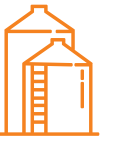
## Nova Monte Verde (MT)

Delivered in December 2021

Product: soy



# Grain storage | Export



15 thousand/t

## Paraguay (Loma Plata)

Delivered in October 2021

Product: soy



1 thousand/t

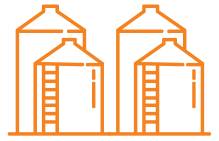
## Peru (Lambayeque)

Delivered in November 2021

Product: rice



# Material Supplies negotiated in the Period



	Large Agroindustrial Cooperative in the State of Paraná	Large Producer of Rice - Paraguay	Large Producer of Corn and Soy - MS	Large Corn Ethanol Mill – MS
<b>Order amount R\$</b>	<b>R\$51 million</b> Kepler: R\$46.1 million Contractor: R\$4.9 million	<b>R\$14.1 million</b> Kepler: R\$14.1 million	<b>R\$20 million</b> Kepler: R\$17.1 million Contractor: R\$2.9 million	<b>R\$48 million</b> Kepler: R\$42.4 million Contractor: R\$5.6 million
<b>Products</b>	2 complete Greenfield Works (Silos, Driers, Cleaning Machines, Conveyors and e Sync).	1 Complete Work (Driers, Silos, Elevated Silos and Conveyors)	1 complete Greenfield Work (Silos, Driers, Cleaning Machines, Conveyors and Sync).	Chain Conveyors, Combined Chain Conveyors, Belt Conveyors, Elevators and Silos
<b>Sector</b>	Grain storage cooperative	Rice Storage - Export	Corn and Soy Storage	Storage of Corn for Ethanol production
<b>Delivery of the work*</b>	12/2022	10/2022	11/2022	12/2022

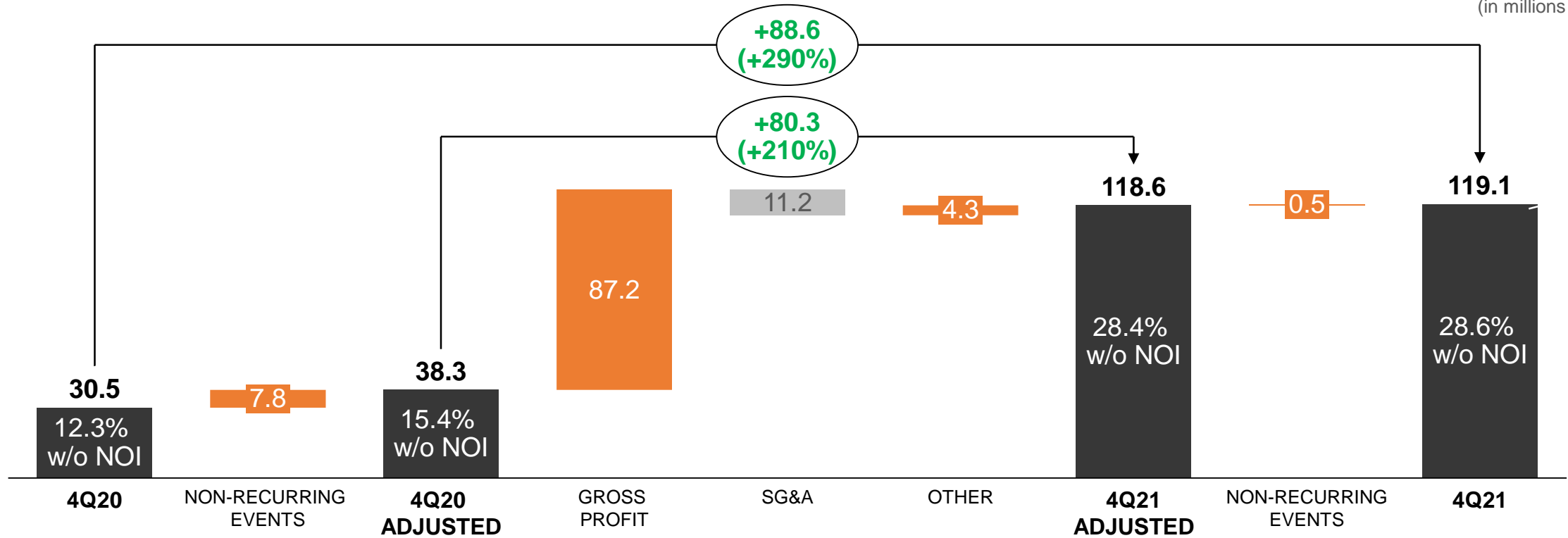
**R\$120 MM new orders from 4 strategic customers**

\* Invoices will be made as from February 2022 until the respective delivery date.

# EBITDA | 4Q21



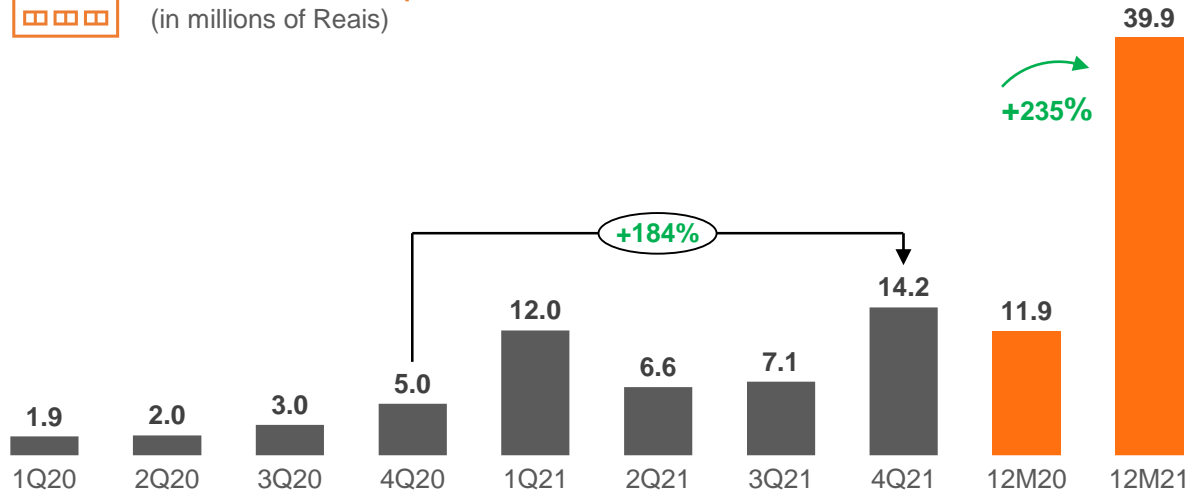
(in millions of R eais)



# Investments | CAPEX



## Evolution of Capex (in millions of Reais)



## Equipment delivered | Panambi Plant 4Q21

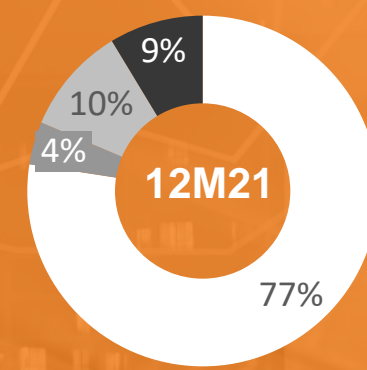
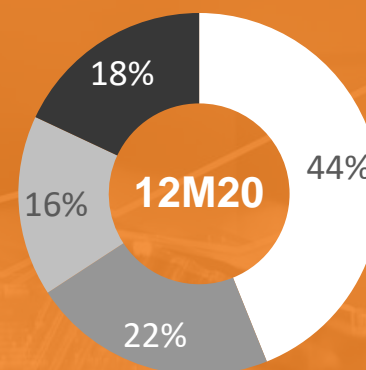
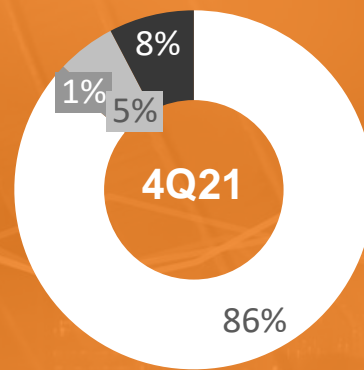
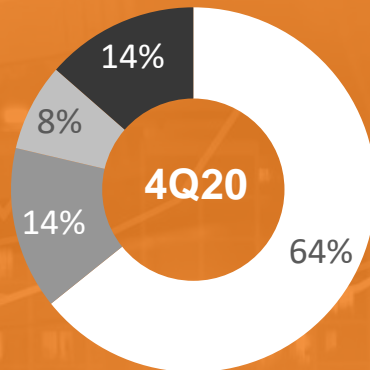


2 Laser Cutting Machines  
(Silos and Conveyors)



4 Bending Presses  
(Silos and Conveyors)

**Increase of approximately 10% of the production capacity.**



Increased Manufacturing Capacity
  New Products
  IT
  Reforms/Legislation - NRs

# Financial Resources | Net Cash 4Q21



Financial Resources  
(Gross Balance)

**R\$131.8  
million**

Net Cash  
**R\$74.7  
million**

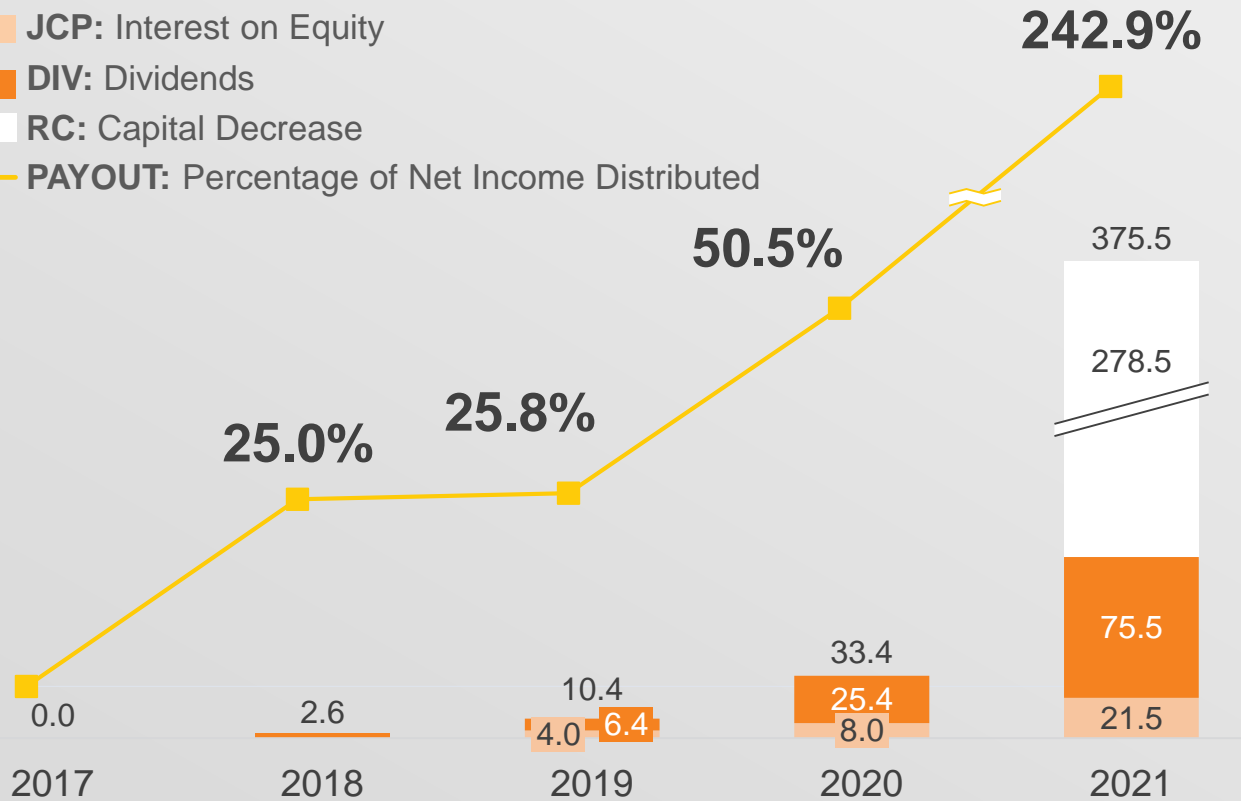
# Increasing Returns to our Shareholders



## Dividends on earnings and Payout\*

Millions of Reais

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



\* Payout Net Income 12M21

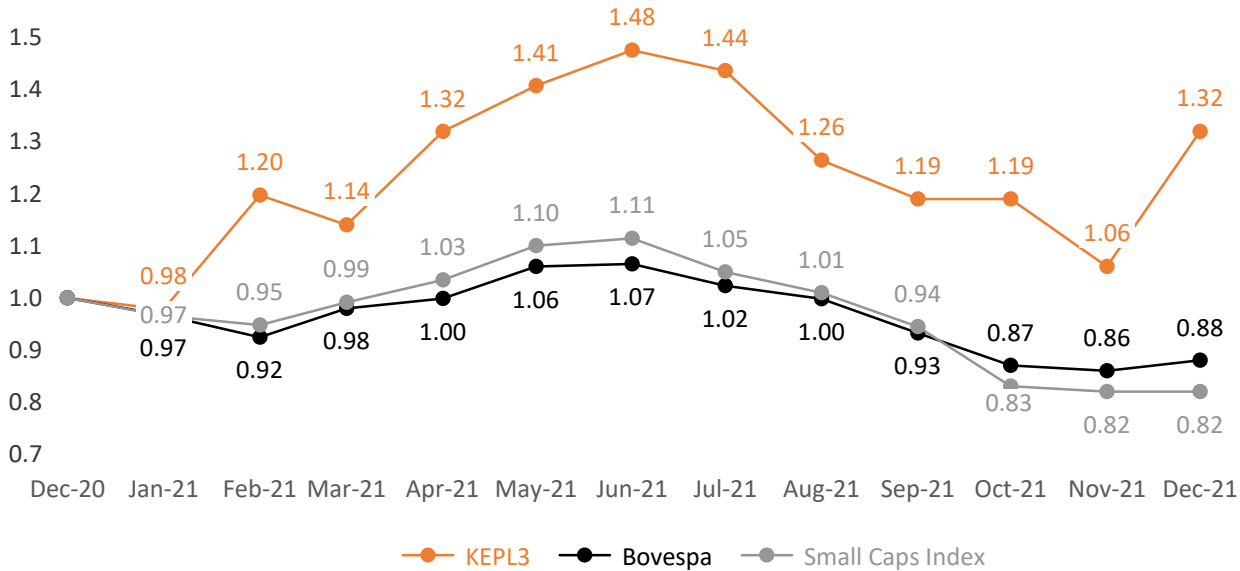
# Capital markets



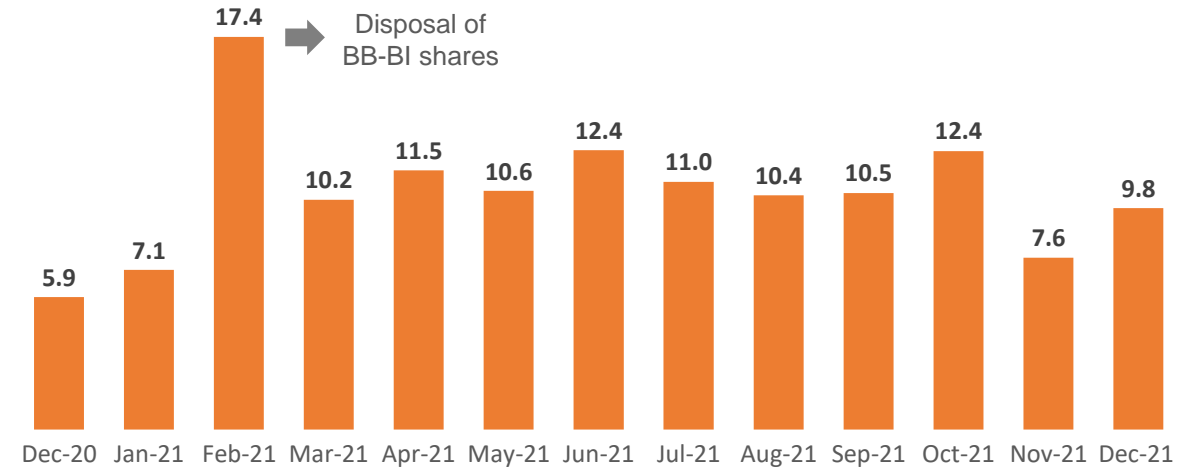
(in millions of Reais)

## KEPL3 X Market • Base 100

Base Date: (12/31/2020)

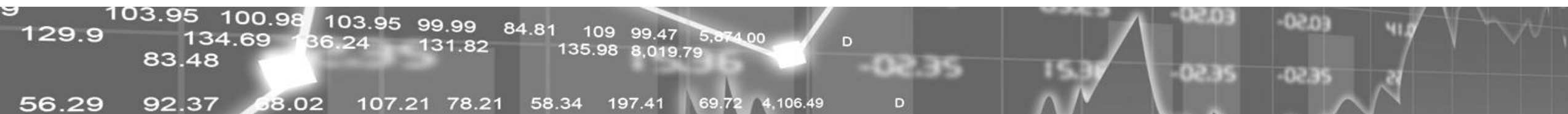


## Financial Volume R\$ Monthly Average



**On 01/04/2022, KEPL3 joined B3's IGPTW index**

The first portfolio of the recently launched index gathers shares of 45 companies (including KEPL3), which, on average, weigh **3.5714%** each.



# Evolution of ROIC Evidences Quality of the Business

ROIC LTM for the past 12 months

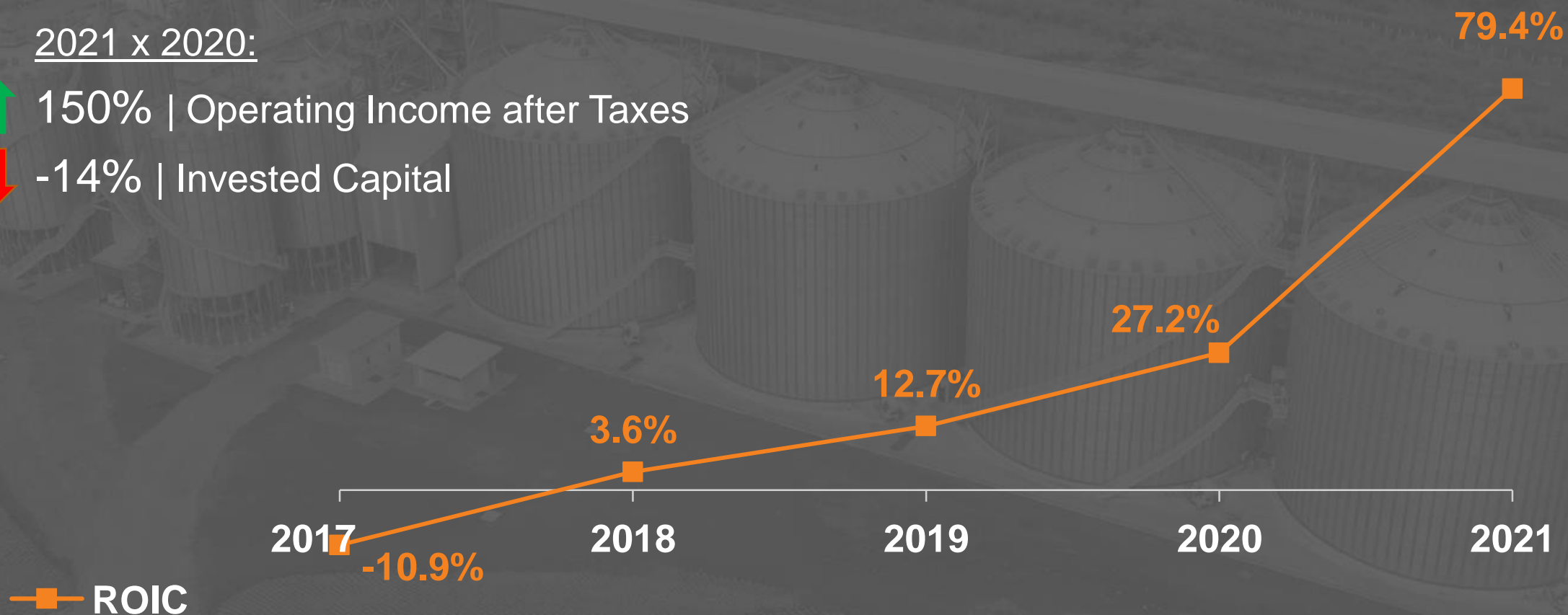


## Evolution of Return on Invested Capital (ROIC) (%)

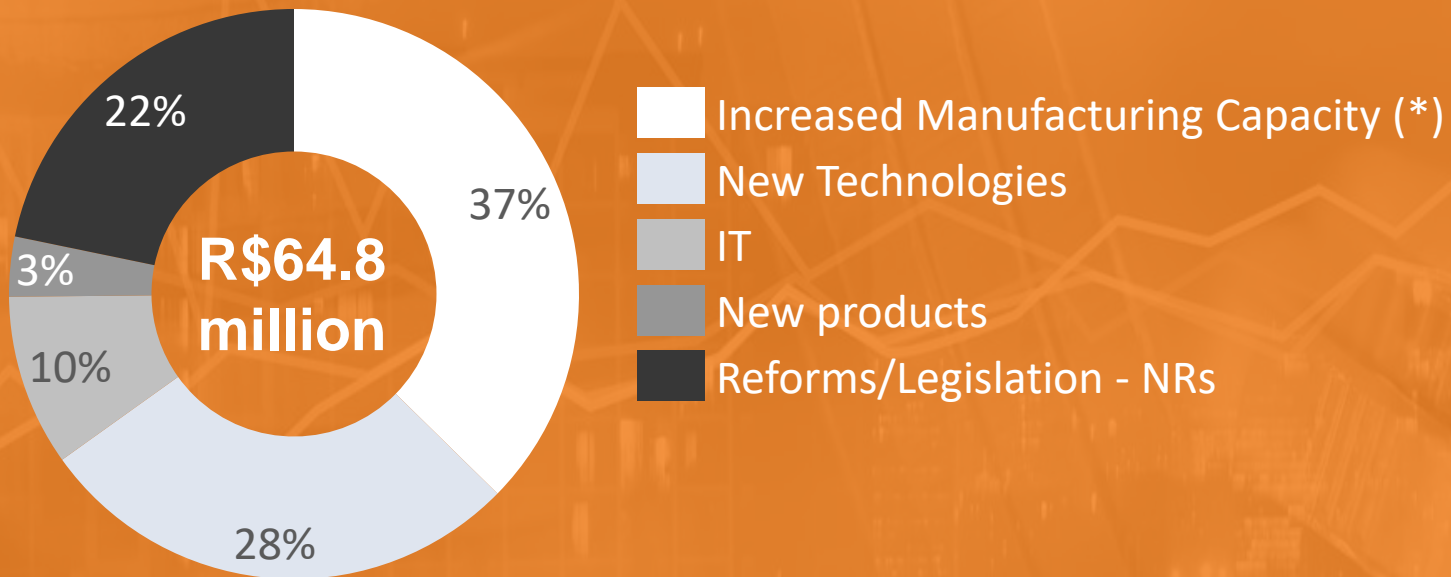
2021 x 2020:

↑ 150% | Operating Income after Taxes

↓ -14% | Invested Capital



# Capex Program 2022



(\*) Increase of approximately 6,5% of the production capacity.

## Maintenance Capex | R\$18.7 million

- New products
- IT
- Legislation and Reforms

## Expansion Capex | R\$46.1 million

- Process optimization
- Increased capacity
- Technology update to Painting process



## Amount of R\$28.0 million | Panambi Planta – RS

- 1st stage (2022): R\$18.0 million
- 2nd stage (2023): R\$10.0 million

Approved at the Board of Directors meeting of November 24, 2021

# EVOLUTION OF NEW BUSINESSES



## Opening of Kepler Lab

*Comprising research and development of new equipment, updates and version control and the new Digital cell*



## Product Innovation Cell

*Concentrates expert developers of all types of equipment for development of new products and solutions, aiming at using Lean methodology for development of solutions for new Kepler technologies.*



## Digital Cell

*Comprises members of the most diverse technologies, Engineering, Automation, IT, Applications and Facilities, new businesses and customer service.*



## Operation Center

*Active support services for rural producers, cooperatives, grain dealers, industries or trading companies, through online monitoring and data analytics, optimizing plants' safety and performance*

# Recent Achievements




- Historical results above expectations, reflecting proper management of prices and costs, supply chain and administration of deadlines with customers.
- Efficient management of operations based on Lean methodology made it possible to take advantage of the increase in demand.
- Structuring of the Digital Business area, aiming at offering new services to customers.
- Payment of R\$300 million to shareholders as Dividends and Capital Decrease.

# Prospects for 2022



- Continuing growth in all operating Segments, with expectation of maintenance of healthy margins due to the good operating leverage level.
- Renewal of the order portfolio seeking maintenance of current Backlog, providing stability and greater predictability to Kepler's operation, and indicating good prospects for 2022.
- Covid-19 and its variants continue to be a point of attention for the Company. We will keep our focus on structured actions to preserve our employees' health and well-being.



# 4Q21 Q&A

Please, use the  
platform to ask your  
question!

**KEPLERWEBER**

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