



# EARNINGS RELEASE

## 3Q 2024

Continued revenue growth with consistent operating margins and ROIC

### Highlights



**Net Operating Revenue (NOR)** was **R\$ 9,856.9 million** in 3Q24, 22.1% higher than 3Q23 and 6.3% higher than 2Q24.



**EBITDA<sup>(1)</sup>** reached **R\$ 2,224.6 million**, 27.9% higher than 3Q23 and 4.9 higher than 2Q24, while **EBITDA margin** was **22.6%**, 110 bps higher than 3Q23 and 30 bps lower than the previous quarter.



**Return on Invested Capital (ROIC)** reached **37.1%** in 3Q24, up 170 bps from 3Q23 and down 30 bps from 2Q24.

### Message from the Management

We presented good results this quarter, with accelerated revenue growth and consistent operating margins, driven by continued solid performance in most of our long-cycle businesses and favorable demand for our products and services in the main markets where we operate.

In Brazil, the supply of long-cycle goods remained positive, especially in transmission & distribution (T&D) solutions, despite the reduction of deliveries in the wind generation business. For short-cycle goods, we observed an improvement in the demand for electric motors and good demand in the gearbox and Commercial Motors and Appliance (MCA) businesses. On the other hand, the distributed solar generation business was still at a lower level of revenue compared to the same period of last year.

In the external market, revenue growth was supported by the performance of Power Generation, Transmission and Distribution (GTD) area, mainly due to the volume of deliveries in the T&D businesses in North America. Industrial activity continued to grow in our main markets, especially sales of industrial equipment for important segments such as oil & gas and water & wastewater. We remind you that this quarter's performance was positively impacted by the recently acquired industrial motors and generators businesses from the Marathon, Rotor and Cemp brands.

Our strategy based on product diversification and global presence remains an important factor for our sustained growth. We persist in our efforts towards operational efficiency which, combined with our industrial strategy, are key factors to delivering operating margins and return on invested capital observed this quarter.

**Table 1 – Main Highlights**

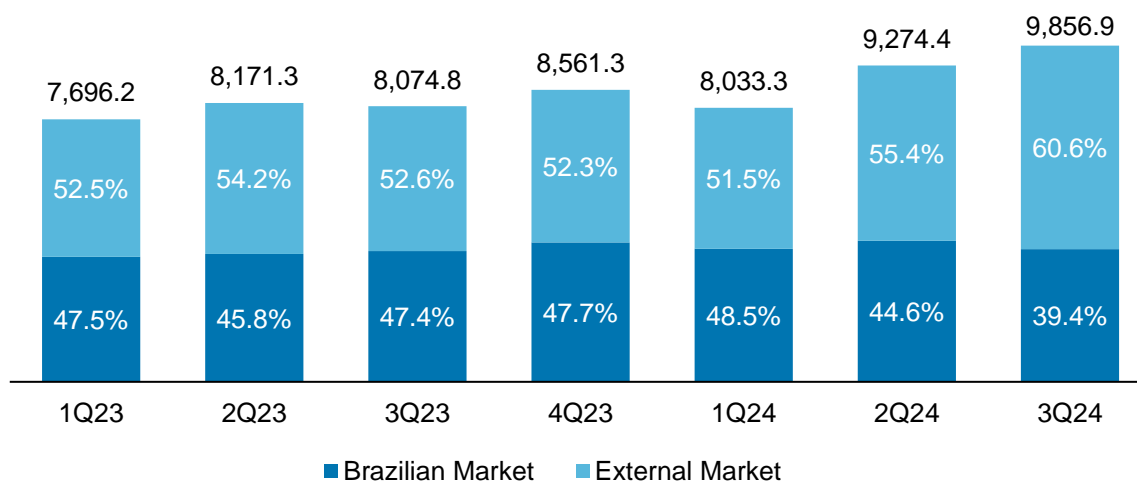
	3Q24	2Q24	HA%	3Q23	HA%	09M24	09M23	HA%
<b>Return on Invested Capital</b>	<b>37.1%</b>	<b>37.4%</b>	<b>-30 bps</b>	<b>35.4%</b>	<b>170 bps</b>	<b>37.1%</b>	<b>35.4%</b>	<b>170 bps</b>
<b>Net Operating Revenue</b>	<b>9,856,935</b>	<b>9,274,426</b>	<b>6.3%</b>	<b>8,074,837</b>	<b>22.1%</b>	<b>27,164,665</b>	<b>23,942,316</b>	<b>13.5%</b>
Domestic Market	3,883,530	4,133,437	-6.0%	3,826,685	1.5%	11,911,415	11,229,266	6.1%
External Markets	5,973,405	5,140,989	16.2%	4,248,152	40.6%	15,253,250	12,713,050	20.0%
<i>External Markets in US\$</i>	<i>1,077,189</i>	<i>984,804</i>	<i>9.4%</i>	<i>869,856</i>	<i>23.8%</i>	<i>2,897,616</i>	<i>2,542,669</i>	<i>14.0%</i>
<b>Net Income</b>	<b>1,578,678</b>	<b>1,441,655</b>	<b>9.5%</b>	<b>1,311,688</b>	<b>20.4%</b>	<b>4,348,297</b>	<b>3,986,741</b>	<b>9.1%</b>
Net Margin	16.0%	15.5%	50 bps	16.2%	-20 bps	16.0%	16.7%	-70 bps
<b>EBITDA</b>	<b>2,224,599</b>	<b>2,120,814</b>	<b>4.9%</b>	<b>1,738,770</b>	<b>27.9%</b>	<b>6,115,293</b>	<b>5,260,993</b>	<b>16.2%</b>
EBITDA Margin	22.6%	22.9%	-30 bps	21.5%	110 bps	22.5%	22.0%	50 bps
Earnings per Share (EPS)	0.37628	0.34362	9.5%	0.31270	20.3%	1.03643	0.95019	9.1%

The following financial and operating data are presented on a consolidated basis, except when otherwise indicated, in thousands of Brazilian reais (R\$) according to accounting practices adopted in Brazil, including Brazilian Corporate Law in convergence with IFRS international norms. Except when otherwise indicated, growth rates and other comparisons are made to the same period of the previous year. Share data is adjusted for split or bonus events.

## Net Operating Revenue

Net operating revenue grew by 22.1% compared to 3Q23, up 1.5% in the domestic market and 40.6% in the external market, as shown in Table 1. The evolution of revenue proportion between markets is shown in Figure 1.

Revenue from the industrial motors and generators businesses acquired from Regal Rexnord, consolidated this quarter, was R\$ 637.7 million, 68.4% in the EEI area and 31.6% in GTD, both in the external market. Adjusted for this effect, consolidated revenue for the quarter would have grown 14.2% over 3Q23.



**Figure 1 – Net Operating Revenue by Market (figures in R\$ million)**

Net operating revenue from the external market, measured in the quarterly averaged US dollars (US\$), increased by 23,8% compared to 3Q23 and increased by 9,4% compared to 2Q24. The distribution of net revenue by geographic market is shown in Table 2.

**Table 2 – Net operating revenue from the external market by geographic region, in US dollars**

	3Q24		2Q24		3Q23		HA% (A)/(B)	HA% (A)/(C)
	(A)	VA%	(B)	VA%	(C)	VA%		
<i>External Markets</i>	1,077,189	100.0%	984,804	100.0%	869,856	100.0%	9.4%	23.8%
<i>North America</i>	533,403	49.5%	489,814	49.7%	421,762	48.5%	8.9%	26.5%
<i>South and Central America</i>	104,529	9.7%	89,917	9.1%	107,686	12.4%	16.3%	-2.9%
<i>Europe</i>	245,090	22.8%	223,115	22.7%	209,470	24.1%	9.8%	17.0%
<i>Africa</i>	66,671	6.2%	60,537	6.2%	57,937	6.6%	10.1%	15.1%
<i>Asia-Pacific</i>	127,496	11.8%	121,421	12.3%	73,001	8.4%	5.0%	74.6%

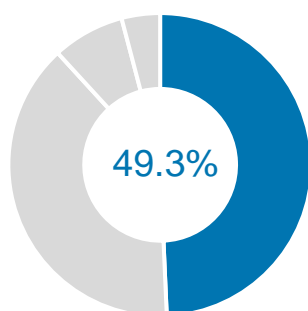
Net operating revenue from the external market was impacted by the average US dollar exchange rate that moved from R\$ 4.88 in 3Q23 to R\$ 5.54 in 3Q24, a 13.5% appreciation over the Brazilian real.

It is important to consider that we set our sales prices in different markets in local currency and according to their competitive conditions. Measured in local currencies and weighted by revenues in each market, net operating revenue from the external market increased by 11.7%<sup>(2)</sup> compared to 3Q23.

## Performance by Business Area

### Industrial Electro-Electronic Equipment (EEI)

NOR	Domestic Market	External Market
3Q24	1,406,412	3,457,376
2Q24	1,397,143	2,976,068
Δ%	0.7%	16.2%
3Q23	1,353,146	2,466,847
Δ%	3.9%	40.2%



Share in NOR

#### Domestic Market

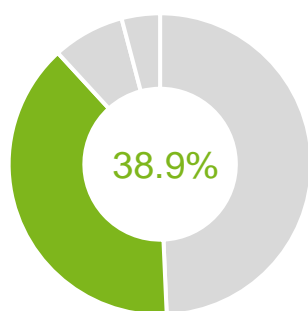
- Demand was positive for short-cycle goods, especially electric motors and gearboxes, distributed across different segments.
- For long-cycle goods, such as medium-voltage electric motors and automation panels, we observed fluctuations in project deliveries, a usual dynamic for this type of product.

#### External Market

- Good performance for short-cycle goods, such as low-voltage electric motors and serial automation products, with highlights to the oil & gas and water & wastewater segments. The incorporation of the industrial motor businesses from Marathon, Rotor and Cemp brands also contributed to the revenue performance this quarter.
- Long-cycle goods also showed sales growth, with a highlight to automation panels, as a result of the favorable order backlog built in recent quarters.

### Energy Generation, Transmission, and Distribution (GTD)

NOR	Domestic Market	External Market
3Q24	1,794,110	2,041,544
2Q24	2,107,869	1,735,295
Δ%	-14.9%	17.6%
3Q23	1,907,630	1,317,581
Δ%	-6.0%	54.9%



Share in NOR

#### Domestic Market

- Solid performance for the T&D business, mainly driven by deliveries of large transformers and substations for projects linked to transmission auctions and distribution networks.
- In the generation business, revenue was negatively impacted by the reduction in the delivery of wind turbines, in an already announced orders backlog. Revenue of distributed solar generation business was still impacted by the reduction in solar panel prices and the consequent impact on product prices, despite an evolution related to the volume of projects sold.

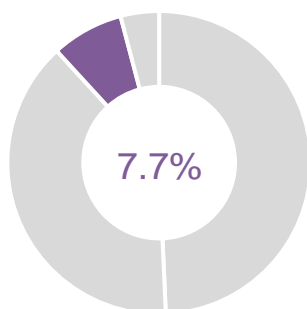
#### External Market

- The opportunities in the T&D market in North America continue to contribute to the growth of the business, especially in transformers for renewable energy generation plants and reinforcement of the electricity grid infrastructure in the United States, combined with positive demand in the other operating markets.
- Good performance also in the generation business, in addition to building a healthy order book for the coming quarters. The generator business acquired from the Marathon brand also contributed to the revenue performance of this business area.

## Performance by Business Area

### Commercial and Appliance Motors (MCA)

NOR	Domestic Market	External Market
3Q24	353,317	400,631
2Q24	329,449	367,695
Δ%	7.2%	9.0%
3Q23	273,933	393,589
Δ%	29.0%	1.8%



Share in NOR

#### Domestic Market

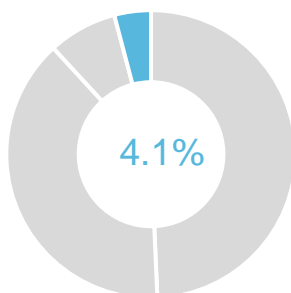
- Continued sales growth with solid performance in several markets with segments such as air conditioning, washing machines and motor pumps standing out.

#### External Market

- Despite the good performance of the operations in Mexico and China and continued growth when compared to 2Q24, the accommodation in sales observed in the other markets where we operate impacted revenue growth when compared to the previous year.

### Paints and Varnishes (T&V)

NOR	Domestic Market	External Market
3Q24	329,691	73,855
2Q24	298,977	61,931
Δ%	10.3%	19.3%
3Q23	291,977	70,135
Δ%	12.9%	5.3%



Share in NOR

#### Domestic Market

- Demand for our products remained positive, with notable segments being powder coatings for industrial equipment manufacturers and water & wastewater.

#### External Market

- Revenue growth was mainly driven by the good result in the Mexico operation despite the lower sales performance in South America.

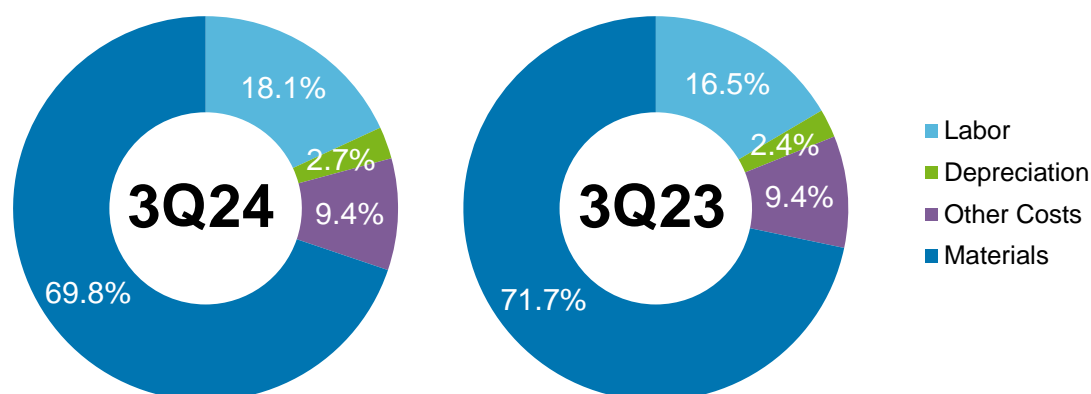
## Cost of Goods Sold

The Cost of Goods Sold (COGS) and gross margin for the quarter are shown in Table 3.

**Table 3 – Costs**

	3Q24	2Q24	AH%	3Q23	AH%
Net Operating Revenues	9,856,935	9,274,426	6.3%	8,074,837	22.1%
Cost of Goods Sold	(6,458,216)	(6,148,231)	5.0%	(5,461,011)	18.3%
Gross Margin	34.5%	33.7%	80 bps	32.4%	210 bps

The favorable mix of products sold and the improving performance of operations abroad, together with constant productivity gains, were important factors for the evolution of gross margins this quarter compared to the same period of the previous year, despite the positive cost variation of the main raw materials that make up our costs.



**Figure 2 – COGS Composition**

## Sales, General, and Administrative Expenses

Consolidated Sales, General and Administrative (SG&A) expenses totaled R\$ 1,132.2 million in 3Q24, an increase of 31.6% vs. 3Q23 and an increase of 12.0% vs. 2Q24, mainly due to the consolidation of Marathon's business, in addition to higher freight expenses in the period. When analyzed in relation to net operating revenue, they represented 11.5%, up 80 basis points compared to 3Q23 and up 60 basis points compared to 2Q24.

## EBITDA and EBITDA Margin

The composition of the EBITDA calculation, according to Instruction CVM 156/2022, and the EBITDA margin are shown in Table 4. The EBITDA margin showed evolution when compared to the same period of the previous year, reflecting the current mix of products sold, together with improvements on margins of long-cycle goods due to the good demand for these products.

**Table 4 – Calculation of EBITDA and EBITDA Margin**

	3Q24	2Q24	HA%	3Q23	HA%
Net Operating Revenues	9,856,935	9,274,426	6.3%	8,074,837	22.1%
Net Income	1,578,678	1,441,655	9.5%	1,311,688	20.4%
Net Income Before Minorities	1,660,518	1,512,063	9.8%	1,345,892	23.4%
(+) Income Taxes & Contributions	416,771	444,508	-6.2%	268,697	55.1%
(+/-) Financial Income (Expenses)	(64,448)	(25,281)	154.9%	(33,420)	92.8%
(+) Depreciation & Amortization	211,758	189,524	11.7%	157,601	34.4%
<b>EBITDA</b>	<b>2,224,599</b>	<b>2,120,814</b>	<b>4.9%</b>	<b>1,738,770</b>	<b>27.9%</b>
<b>EBITDA Margin</b>	<b>22.6%</b>	<b>22.9%</b>	<b>-30 bps</b>	<b>21.5%</b>	<b>110 bps</b>

## Net Income

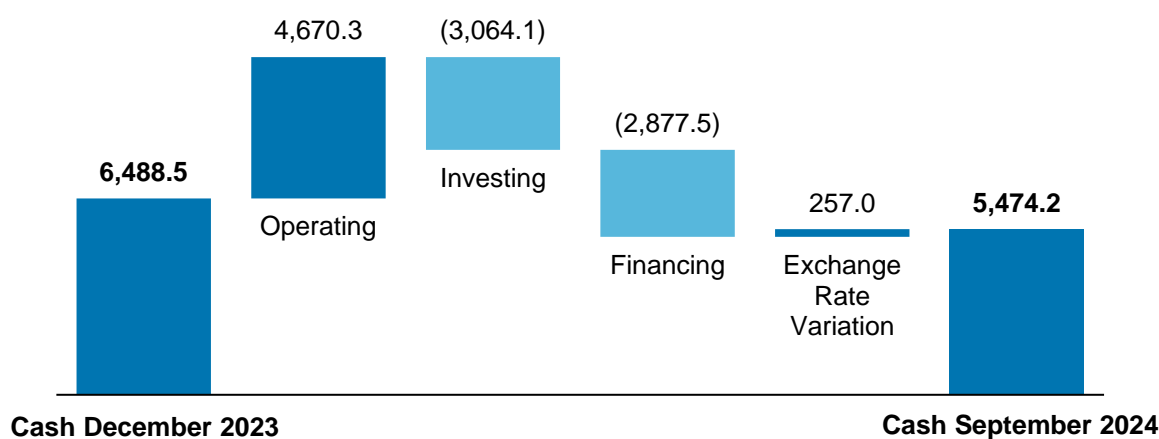
Net Income in 3Q24 was R\$ 1,578.7 million, an increase of 20.4% compared to 3Q23 and an increase of 9.5% compared to 2Q24. The net margin reached 16.0%, 20 basis points lower than 3Q23 and 50 basis points higher than 2Q24.

## Cash Flow

Cash generation in operating activities was R\$ 4,670.3 million in the first nine months of the year, a result of revenue growth and improvement in our operating margins despite the greater need for working capital in the period.

In investment activities, which include changes in fixed and intangible assets, acquisition of subsidiaries, and financial investments, we spent R\$ 3,064.1 million. The level of CAPEX<sup>(3)</sup> in modernization and expansion of production capacity continued through the investment of resources in factories in Brazil, Mexico, the United States and China.

In financing activities, the Company raised R\$ 3,312.3 million and made amortizations of R\$ 3,260.5 million, resulting in a net funding of R\$ 51.8 million. Payments to equity holders (dividends and interest on capital) totaled R\$ 2,936.8 million. The result was a consumption of R\$ 2,877.5 million in financing activities in the period.



**Figure 3 – Cash flow reconciliation (figures in R\$ million)**

Note that the chart in Figure 3 shows the cash and cash equivalents positions classified as current assets. Furthermore, the Company has R\$ 698.7 million in financial investments with no immediate liquidity, including derivative financial instruments (R\$ 626.5 million in December 2023).

## Return on Invested Capital

The ROIC for 3Q24, accumulated over the last 12 months, reached 37.1%, an increase of 170 basis points over 3Q23 and down 30 basis points over 2Q24. It is important to keep in mind that ROIC was impacted by tax credits related to the new subsidiary in Switzerland recognized on 4Q23. Excluding this non-recurring effect, ROIC would be 34.3%.

The growth in Net Operating Profit after Taxes (NOPAT), mainly due to stability in operating margins, in addition to and revenue growth, more than offset the growth in capital employed, the expansion of which is mainly explained by the acquisition of Regal Rexnord's industrial motors and generators business and investments in fixed and intangible assets made over the last 12 months.

## Investments (CAPEX)

In 3Q24, we invested R\$ 434.9 million in the modernization and expansion of production capacity, machinery and equipment and software licenses, 64.6% of which went to production units in Brazil and 35.4% to industrial plants and other facilities abroad.

In Brazil, we continued expanding the production capacity of industrial and electric traction motors and transformers. Abroad, the key investments were in increasing the production capacity for motors and transformers factories in Mexico.

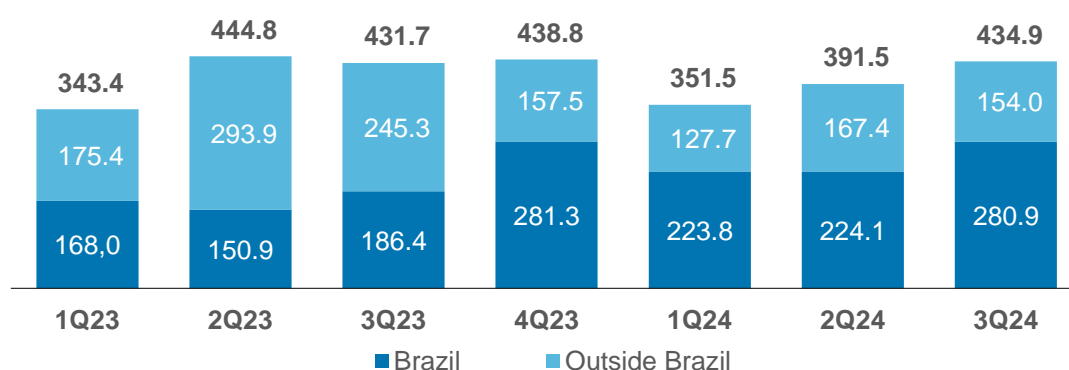


Figure 4 – CAPEX Evolution (figures in R\$ million)

## Research, Development, and Innovation

Expenditures on research, development and innovation activities totaled R\$ 799.0 million, representing 2.9% of accumulated net operating revenue in 2024.

## Debt and Cash Position

Cash, cash equivalents, invested in first-tier banks and denominated in Brazilian currency, and financial investments and derivatives are presented in Table 5. Likewise, the Company demonstrates the total gross financial debt, with details between short and long-term, in Brazilian reais and other currencies, resulting in the Company's net cash at the end of the quarter.

**Table 5 – Cash and Debt**

	September 2024		December 2023		September 2023	
<b>Cash &amp; Cash Equivalents</b>	<b>6,123,147</b>		<b>7,091,927</b>		<b>5,733,910</b>	
Current	6,111,003		7,081,224		5,723,310	
Long Term	12,144		10,703		10,600	
<b>Derivatives</b>	<b>16,360</b>		<b>(141,917)</b>		<b>(175,797)</b>	
Short Term Assets	32,254		22,423		5,414	
Long Term Assets	17,526		605		859	
Short Term Liabilities	(32,999)		(73,082)		(110,393)	
Long Term Liabilities	(421)		(91,863)		(71,677)	
<b>Debt</b>	<b>(3,027,026)</b>	<b>100%</b>	<b>(2,835,061)</b>	<b>100%</b>	<b>(2,848,572)</b>	<b>100%</b>
Current	(2,552,367)	84%	(2,170,324)	77%	(2,189,867)	77%
In Brazilian reais	(6,848)		(158,814)		(160,838)	
In other currencies	(2,545,519)		(2,011,510)		(2,029,029)	
Long Term	(474,659)	16%	(664,737)	23%	(658,705)	23%
In Brazilian reais	(211,234)		(91,192)		(63,981)	
In other currencies	(263,425)		(573,545)		(594,724)	
<b>Net Cash</b>	<b>3,112,481</b>		<b>4,114,949</b>		<b>2,709,541</b>	

The total duration of our indebtedness was 14.0 months in September 2024 (10.7 months in December 2023).

## Dividends and Interest on Stockholders' Equity

As of August 14, we paid shareholders the dividends declared for the first half of 2024, according to the events approved in:

- On March 19, as interest on stockholder's equity (JCP), to the total amount of R\$ 242.3 million.
- On June 25, as interest on stockholder's equity (JCP), to the total amount of R\$ 263.3 million.
- On July 30, as dividends, to the total amount of R\$ 786.9 million.

Also, on September 24, the Board of Directors approved interest on stockholders' equity to the total amount of R\$ 293.9 million, to be paid on March 12, 2025.

Our practice is to declare interest on capital quarterly and dividends based on the profit obtained each half-year, that is, six proceeds each year, paid semi-annually.

**Table 6 - Dividends**

	Board Meeting Date	Gross Amount per Share
Interest on Stockholders' Equity	Mar 19, 2024	0.057764706
Interest on Stockholders' Equity	Jun 25, 2024	0.062764706
Dividends	Jul 30, 2024	0.187552062
Interest on Stockholders' Equity	Sep 24, 2024	0.070058824
<b>Total</b>		<b>0.378140298</b>



## Other Events

### WEG acquires Volt Electric Motors

On September 12, we announced the acquisition of Volt Electric Motors (“Volt”), a Turkish manufacturer of industrial and commercial electric motors, a subsidiary of Saya Group. The acquisition value is US\$ 88 million (Enterprise Value – EV), to be paid upon completion of the transaction, subject to price adjustments common to this type of transaction. The business's net operating revenue in 2023 was US\$ 70 million, with an EBITDA margin of 18.5%. The agreement between the companies still depends on fulfilling customary closing conditions, including obtaining all regulatory approvals that are required in connection with the transaction.

With the agreement, WEG will assume full control of Volt, which has a 27,000 m<sup>2</sup> (290,000 ft<sup>2</sup>) factory dedicated to the design and manufacturing of industrial and commercial electric motors, with output power up to 450 kW, and also incorporating a team of 690 employees. This acquisition is in line with WEG's growth strategy for industrial and commercial motors, as it will allow it to expand its presence and product offering in highly competitive and strategic markets, such as Eastern Europe, the Middle East, Central Asia and North Africa.

### Results Conference Call

On October 31, 2024 (Thursday), WEG will hold a teleconference in Portuguese, with simultaneous translation into English, also available on the internet webcast, at the following times:

- 11:00 a.m. – São Paulo (BRT)
- 10:00 a.m. – New York (EDT)
- 2:00 p.m. – London (GMT)

**Access Link:** [click here](#)

The presentation will also be available on our Investor Relations website ([ir.weg.net](http://ir.weg.net)).

## Forward-Looking Statements

The statements contained in this report relating to WEG's business prospects, projections, and results and the Company's growth potential projected forecasts based on management's expectations regarding the future of WEG. These expectations are highly dependent on changes in the market, overall national economic performance, sector performance, and international markets and are subject to change.

# FINANCIAL STATEMENTS

## 3Q 2024

Annexes

## Annex I – Consolidated Income Statement – Quarterly

	3Q24		2Q24		3Q23		HA%	HA%
	(A)	VA%	(B)	VA%	(C)	VA%	(A)/(B)	(A)/(C)
<b>Net Operating Revenues</b>	<b>9,856,935</b>	<b>100.0%</b>	<b>9,274,426</b>	<b>100.0%</b>	<b>8,074,837</b>	<b>100.0%</b>	<b>6.3%</b>	<b>22.1%</b>
Cost of Goods Sold	(6,458,216)	-65.5%	(6,148,231)	-66.3%	(5,461,011)	-67.6%	5.0%	18.3%
<b>Gross Profit</b>	<b>3,398,719</b>	<b>34.5%</b>	<b>3,126,195</b>	<b>33.7%</b>	<b>2,613,826</b>	<b>32.4%</b>	<b>8.7%</b>	<b>30.0%</b>
Sales Expenses	(776,315)	-7.9%	(702,805)	-7.6%	(597,988)	-7.4%	10.5%	29.8%
Administrative Expenses	(355,930)	-3.6%	(308,248)	-3.3%	(262,164)	-3.2%	15.5%	35.8%
Financial Revenues	538,244	5.5%	524,936	5.7%	297,429	3.7%	2.5%	81.0%
Financial Expenses	(473,796)	-4.8%	(499,655)	-5.4%	(264,009)	-3.3%	-5.2%	79.5%
Other Operating Income	19,175	0.2%	35,284	0.4%	43,217	0.5%	-45.7%	-55.6%
Other Operating Expenses	(272,974)	-2.8%	(217,863)	-2.3%	(215,722)	-2.7%	25.3%	26.5%
Equity accounting	166	0.0%	(1,273)	0.0%	-	0.0%	n.a.	n.m.
<b>Earnings Before Taxes</b>	<b>2,077,289</b>	<b>21.1%</b>	<b>1,956,571</b>	<b>21.1%</b>	<b>1,614,589</b>	<b>20.0%</b>	<b>6.2%</b>	<b>28.7%</b>
Income Taxes & Contributions	(450,540)	-4.6%	(421,756)	-4.5%	(262,087)	-3.2%	6.8%	71.9%
Deferred Taxes	33,769	0.3%	(22,752)	-0.2%	(6,610)	-0.1%	n.a.	n.a.
Minorities	(81,840)	-0.8%	(70,408)	-0.8%	(34,204)	-0.4%	16.2%	139.3%
<b>Net Earnings</b>	<b>1,578,678</b>	<b>16.0%</b>	<b>1,441,655</b>	<b>15.5%</b>	<b>1,311,688</b>	<b>16.2%</b>	<b>9.5%</b>	<b>20.4%</b>
<b>EBITDA</b>	<b>2,224,599</b>	<b>22.6%</b>	<b>2,120,814</b>	<b>22.9%</b>	<b>1,738,770</b>	<b>21.5%</b>	<b>4.9%</b>	<b>27.9%</b>
<b>Earnings per Share (EPS)</b>	<b>0.37628</b>		<b>0.34362</b>		<b>0.31270</b>		<b>9.5%</b>	<b>20.3%</b>

## Annex II – Consolidated Income Statement Accumulated

	09M24		09M23		AH%
	(A)	AV%	(B)	AV%	(A)/(B)
<b>Net Operating Revenues</b>	<b>27,164,665</b>	<b>100.0%</b>	<b>23,942,316</b>	<b>100.0%</b>	<b>13.5%</b>
Cost of Goods Sold	(17,969,047)	-66.1%	(16,026,883)	-66.9%	12.1%
<b>Gross Profit</b>	<b>9,195,618</b>	<b>33.9%</b>	<b>7,915,433</b>	<b>33.1%</b>	<b>16.2%</b>
Sales Expenses	(2,103,304)	-7.7%	(1,773,007)	-7.4%	18.6%
Administrative Expenses	(924,148)	-3.4%	(767,454)	-3.2%	20.4%
Financial Revenues	1,387,807	5.1%	1,134,662	4.7%	22.3%
Financial Expenses	(1,225,626)	-4.5%	(996,852)	-4.2%	22.9%
Other Operating Income	71,393	0.3%	113,620	0.5%	-37.2%
Other Operating Expenses	(691,047)	-2.5%	(687,957)	-2.9%	0.4%
Equity accounting	(1,034)	0.0%	-	0.0%	n.m.
<b>Earnings Before Taxes</b>	<b>5,709,659</b>	<b>21.0%</b>	<b>4,938,445</b>	<b>20.6%</b>	<b>15.6%</b>
Income Taxes & Contributions	(1,216,636)	-4.5%	(875,497)	-3.7%	39.0%
Deferred Taxes	56,812	0.2%	16,672	0.1%	240.8%
Minorities	(201,538)	-0.7%	(92,879)	-0.4%	117.0%
<b>Net Earnings</b>	<b>4,348,297</b>	<b>16.0%</b>	<b>3,986,741</b>	<b>16.7%</b>	<b>9.1%</b>
<b>EBITDA</b>	<b>6,115,293</b>	<b>22.5%</b>	<b>5,260,993</b>	<b>22.0%</b>	<b>16.2%</b>
<b>Earnings per Share (EPS)</b>	<b>1.03643</b>		<b>0.95019</b>		<b>9.1%</b>



## Annex III Consolidated Balance Sheet

	September 2024		December 2023		September 2023		HA%	HA%
	(A)	VA%	(B)	VA%	(C)	VA%	(A)/(B)	(A)/(C)
<b>Current Assets</b>	<b>23,752,129</b>	<b>65%</b>	<b>21,562,311</b>	<b>68%</b>	<b>20,745,864</b>	<b>69%</b>	<b>10%</b>	<b>14%</b>
Cash & cash equivalents	6,111,003	17%	7,081,224	22%	5,723,310	19%	-14%	7%
Receivables	6,820,230	19%	6,070,556	19%	6,011,821	20%	12%	13%
Inventories	9,108,988	25%	7,116,286	23%	7,662,245	25%	28%	19%
Other current assets	1,711,908	5%	1,294,245	4%	1,348,488	4%	32%	27%
<b>Noncurrent assets</b>	<b>12,563,516</b>	<b>35%</b>	<b>9,933,959</b>	<b>32%</b>	<b>9,329,947</b>	<b>31%</b>	<b>26%</b>	<b>35%</b>
Long Term Assets	1,370,952	4%	1,090,397	3%	712,401	2%	26%	92%
Long term securities	12,144	0%	10,703	0%	10,600	0%	13%	15%
Deferred taxes	1,071,827	3%	864,394	3%	472,830	2%	24%	127%
Other non-current assets	286,981	1%	215,300	1%	228,971	1%	33%	25%
Investment in Subs	75,411	0%	77,481	0%	61,925	0%	-3%	22%
Property, Plant & Equipment	8,766,183	24%	7,294,836	23%	7,078,011	24%	20%	24%
Right of use	793,134	2%	587,291	2%	603,373	2%	35%	31%
Intangibles	2,350,970	6%	1,471,245	5%	1,477,610	5%	60%	59%
<b>Total Assets</b>	<b>36,315,645</b>	<b>100%</b>	<b>31,496,270</b>	<b>100%</b>	<b>30,075,811</b>	<b>100%</b>	<b>15%</b>	<b>21%</b>
<b>Current Liabilities</b>	<b>13,328,901</b>	<b>37%</b>	<b>11,219,689</b>	<b>36%</b>	<b>11,125,693</b>	<b>37%</b>	<b>19%</b>	<b>20%</b>
Social and Labor Liabilities	986,208	3%	515,538	2%	776,422	3%	91%	27%
Suppliers	3,131,384	9%	2,190,088	7%	2,300,085	8%	43%	36%
Fiscal and Tax Liabilities	871,697	2%	483,273	2%	588,772	2%	80%	48%
Short Term Debt	2,552,367	7%	2,170,324	7%	2,189,867	7%	18%	17%
Dividends Payable	273,802	1%	482,903	2%	224,278	1%	-43%	22%
Advances from Clients	3,090,230	9%	3,238,834	10%	3,055,609	10%	-5%	1%
Profit Sharing	358,712	1%	563,436	2%	325,968	1%	-36%	10%
Derivatives	32,999	0%	73,082	0%	110,393	0%	-55%	-70%
Leasing	93,640	0%	72,872	0%	72,301	0%	28%	30%
Other Short Term Liabilities	1,937,862	5%	1,429,339	5%	1,481,998	5%	36%	31%
<b>Long Term Liabilities</b>	<b>2,518,193</b>	<b>7%</b>	<b>2,421,805</b>	<b>8%</b>	<b>2,350,331</b>	<b>8%</b>	<b>4%</b>	<b>7%</b>
Long Term Debt	474,659	1%	664,737	2%	658,705	2%	-29%	-28%
Other Long Term Liabilities	447,474	1%	311,351	1%	295,242	1%	44%	52%
Leasing	655,571	2%	484,027	2%	502,774	2%	35%	30%
Deferred Taxes	102,108	0%	87,056	0%	74,262	0%	17%	37%
Contingencies Provisions	838,381	2%	874,634	3%	819,348	3%	-4%	2%
<b>Equity</b>	<b>20,468,551</b>	<b>56%</b>	<b>17,854,776</b>	<b>57%</b>	<b>16,599,787</b>	<b>55%</b>	<b>15%</b>	<b>23%</b>
Owners of the Company	19,724,495	54%	17,342,085	55%	16,123,041	54%	14%	22%
Noncontrolling interests	744,056	2%	512,691	2%	476,746	2%	45%	56%
<b>Total Liabilities</b>	<b>36,315,645</b>	<b>100%</b>	<b>31,496,270</b>	<b>100%</b>	<b>30,075,811</b>	<b>100%</b>	<b>15%</b>	<b>21%</b>

## Annex IV – Consolidated Cash Flow Statement

	9 Months 2024	9 Months 2023
<b>Operating Activities</b>		
Net Earnings before Taxes	5,709,659	4,938,445
Depreciation and Amortization	567,815	460,358
Equity accounting	1,034	-
Provisions	657,495	817,078
Tax credit - ICMS exclusion from PIS/COFINS calculation basis	-	(28,933)
Changes in Assets & Liabilities	(2,265,720)	(1,167,252)
(Increase)/decrease in clients	47,701	(571,403)
Increase/(decrease) in suppliers	591,882	289,066
(Increase)/decrease in inventories	(778,002)	(287,451)
(Increase)/decrease in taxes recoverable	(17,318)	126,602
Increase/(decrease) in social/tax obligations	254,702	228,278
Increase/(decrease) in advances from clients	(335,415)	242,930
Increase/(decrease) in other accounts receivable/payable	(104,938)	343,068
Income Tax and Social Contribution on Net Earnings	(964,264)	(853,668)
Profit Sharing Paid	(665,474)	(579,623)
Dividends & Interest on Stockholders Equity Paid	(294,594)	(105,051)
<b>Cash Flow from Operating Activities</b>	<b>4,670,283</b>	<b>5,019,696</b>
<b>Investment Activities</b>		
Fixed Assets	(1,123,803)	(1,173,067)
Intangible Assets	(54,133)	(46,799)
Results of sales of fixed assets	4,548	7,497
Acquisition of Subsidiaries	(1,894,973)	(7,414)
Financial investments held to maturity	2,556	-
Rescue of financial investments	1,679	3,672
<b>Cash Flow From Investment Activities</b>	<b>(3,064,126)</b>	<b>(1,277,039)</b>
<b>Financing Activities</b>		
Working Capital Financing	3,312,299	2,524,283
Long Term Financing	(3,260,460)	(3,110,385)
Interest paid on loans and financing	7,417	(37,247)
Treasury Shares	(2,936,777)	(2,309,544)
<b>Cash Flow From Financing Activities</b>	<b>(2,877,521)</b>	<b>(2,932,893)</b>
<b>Changes in Cash and Equivalents caused by FX Changes</b>	<b>257,113</b>	<b>(117,930)</b>
<b>Change in Cash Position</b>	<b>(1,014,251)</b>	<b>691,834</b>
Cash & Cash Equivalents		
Beginning of Period	6,488,454	4,451,002
End of Period	5,474,203	5,142,836

Notes:

- (1) Earnings before Interest, Taxes, Depreciation, and Amortization.  
(2) Variations in countries with hyperinflation and acquisitions in the period are not considered.  
(3) Capital Expenditure.  
n.a. stands for not applicable.  
n.m. stands for not mentioned.  
bps stands for basis points.

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