



3Q21

RESULTS PRESENTATION

DISCLAIMER

Any statements that may be made during this videoconference, regarding the company's business prospects, projections and operating and financial goals, constitute beliefs and assumptions of AMBIPAR's board of directors, as well as information currently available to the Company. Forward-looking considerations are not guarantees of performance. They involve risks, uncertainties and assumptions, as they refer to future events and, therefore, depend on circumstances that may or may not occur.

General economic conditions, industry conditions and other operating factors could affect the Company's future results and could lead to results that differ materially from those expressed in such forward-looking statements.



AGENDA

 3Q21 HIGHLIGHTS

 ACQUISITIONS

 FINANCIAL PERFORMANCE

 RESULT 2021 PRO FORMA



3Q21 CONSOLIDATED HIGHLIGHTS



GROWTH

- Accelerated pace of our growth plan, with 12 acquisitions

Response



Environment



- Maintaining the organic growth of Response Brasil and implementing 7 new contracts for total waste management in the Environment



FINANCIAL PERFORMANCE

- Consolidated **net revenue** in 3Q21 of **616 million**, growth of 250% compared to the same period in 2020
- Consolidated **EBITDA of BRL161 million** in BRL 3Q21 and consolidated EBITDA margin of 26.2% growth of BRL 114 million compared to 3Q20
- Net income of BRL 44 million** and net margin of 7.1%

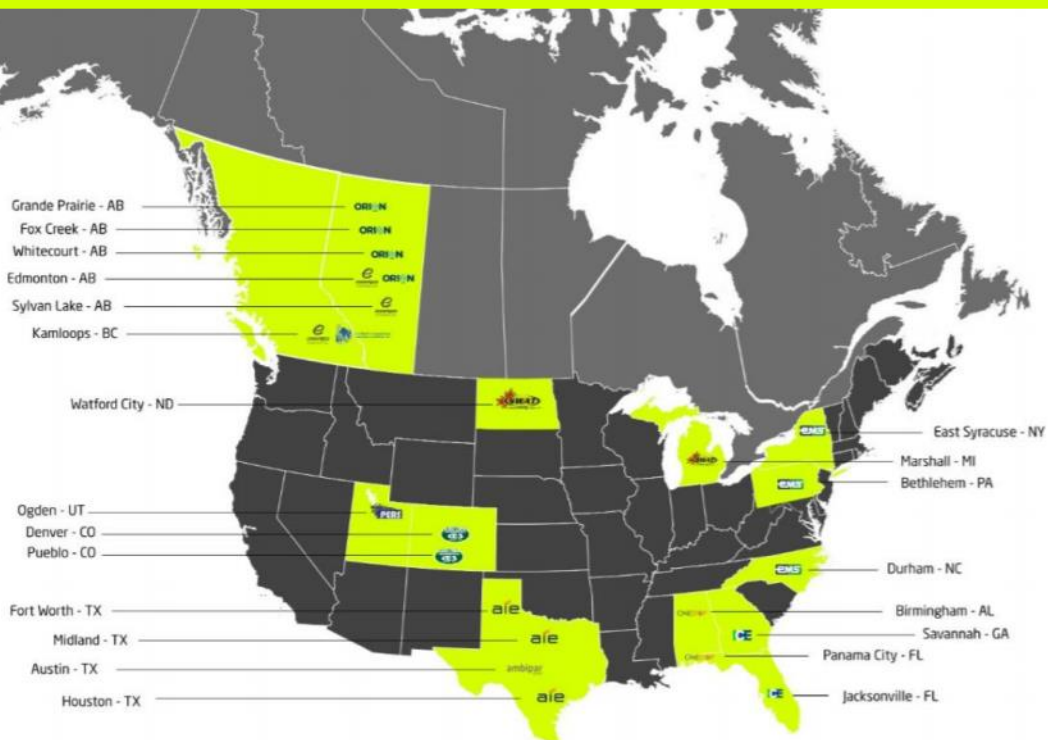
3Q21 ACQUISITIONS



Latin America



NORTH AMERICA: 24 bases in 12 states



11 bases in 6 states



3Q21 ACQUISITIONS

New Business Units



Added solutions
& geographies



Post-Consumption



Carbon Credits



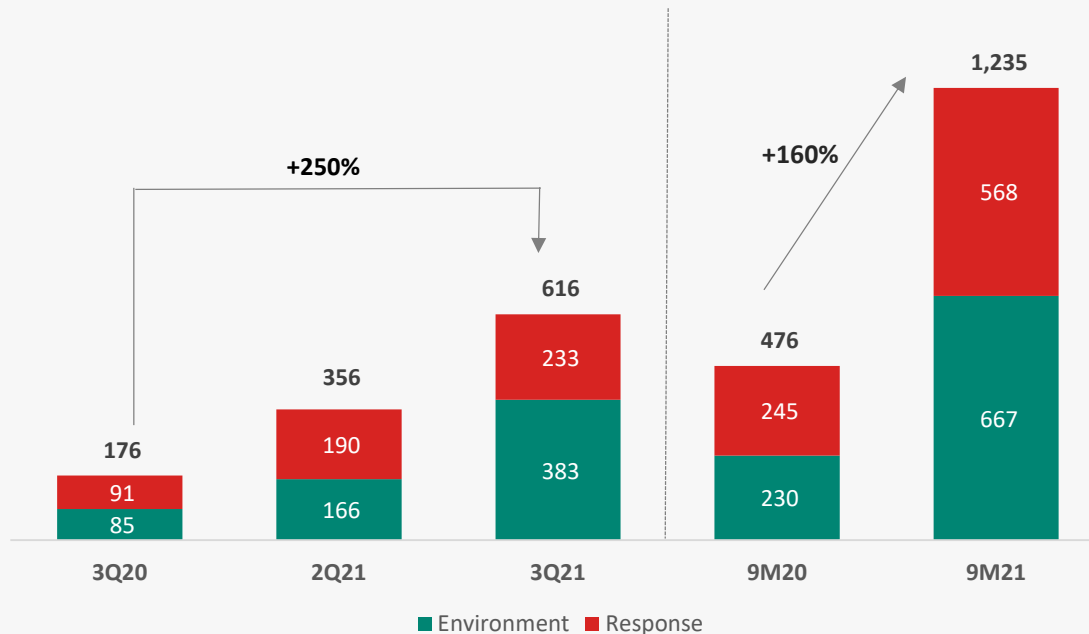
Other Solutions



CONSOLIDATED NET REVENUE

Revenue growth reflects accelerated progress in the expansion plan, with 12 acquisitions in 3Q21

(BRL Million)



- **Waste Management:** Consolidation of Disal, AFC, Metal Ar and Suprema with the addition of 105 new contracts, added to organic growth with 7 new contracts
- **Post Consumer:** New line of business with the acquisitions of Boomera, Drypol and Triciclo
- **Carbon:** New business line with the acquisition of Biofílica and sale of 212 thousand tons of carbon credit (tCO2e)

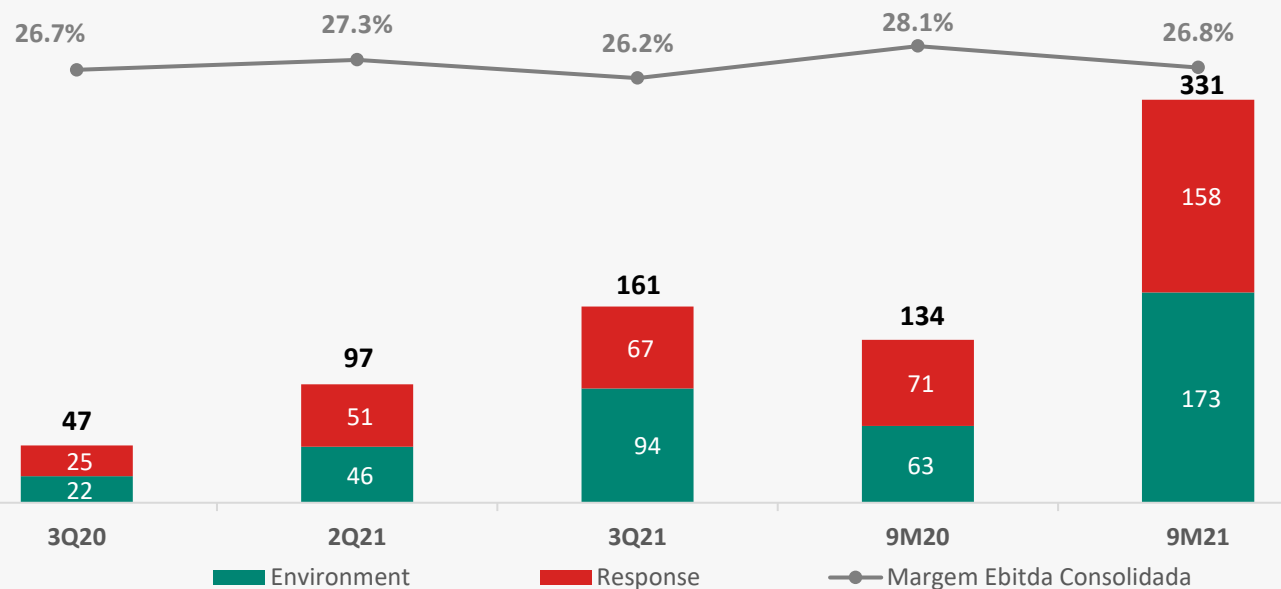


- **Expansion in the international market**, with acquisitions in the US, Canada and Ireland.
- **69% of Response's gross revenue** comes from the foreign market

EBITDA and EBITDA Margin

EBITDA growth, reflects the expansion strategy and the continuous discipline of costs and expenses

(BRL Million)

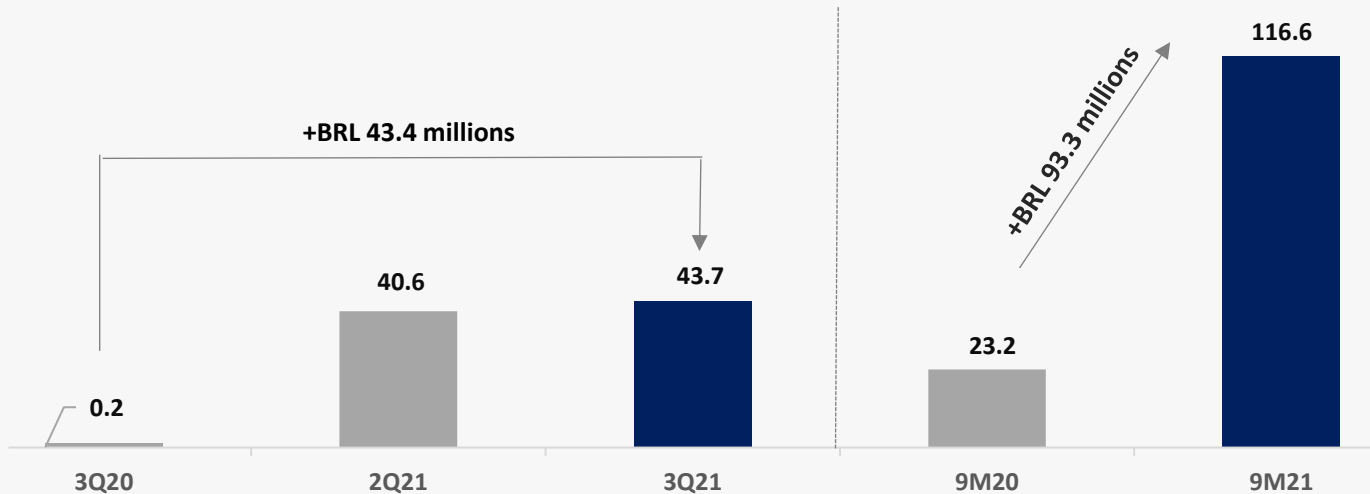


- Revenue growth, mainly due to the consolidation of acquisitions in the period
- New level of costs and expenses, with continuous discipline

NET INCOME

Better operating result added to acquisitions were partially offset by higher financial expenses

(BRL Million)



- Improved operating result and organic growth
- Accelerated advance in the growth plan through acquisitions in Response and Environment
- Increase in financial expenses due to the higher level of indebtedness and increase in the CDI

DEBT

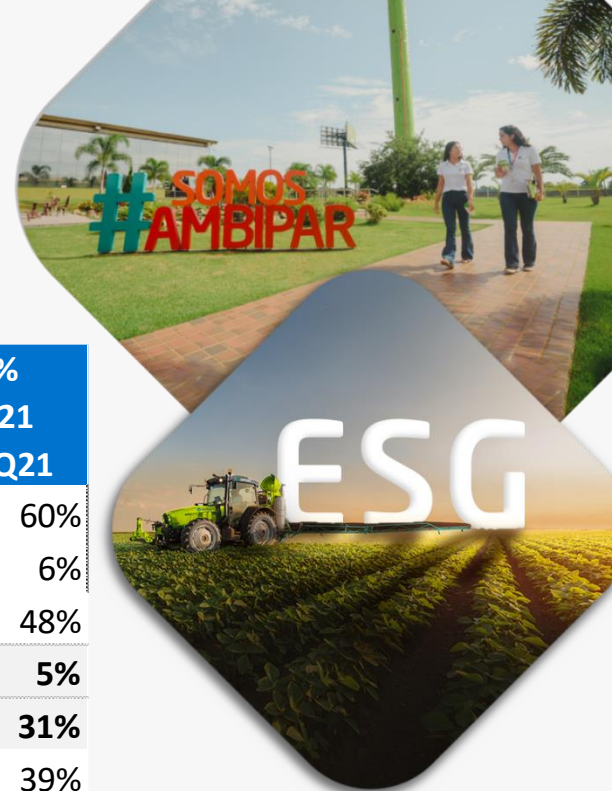
Robust capital structure reflects the new level of the Company

Debt (BRL million)	09/30/2021	12/31/2020
Gross Debt	2,501.7	207.1
Short-term Debt	260.9	44.9
Long-term Debt	2,240.8	162.3
Availabilities	967.2	591.6
Net Debt	1,534.5	(384.5)
EBITDA LTM¹	644.6	49.6
Debt/EBITDA ratio(x)	2.4	

(1) Annualized 3Q21 EBITDA

ROIC - Return on Invested Capital

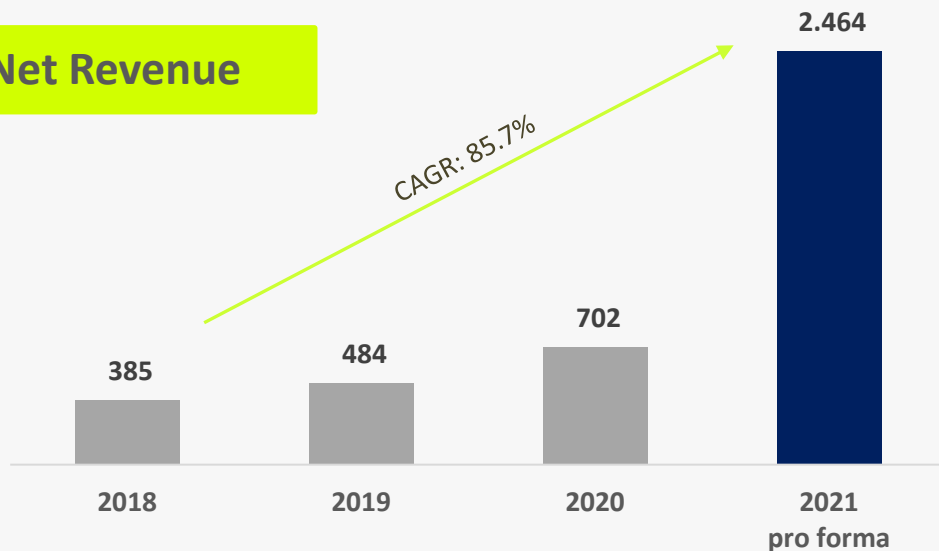
Consolidates ROIC (BRL millions)	3Q20	2Q21	3Q21	Δ% 3Q21 vs.3Q20	Δ% 2Q21 vs.3Q21
Net Debt	(478.2)	961.4	1,534.5	-421%	60%
Equity	1,240.6	1,233.7	1,312.6	6%	6%
Intanginble	(319.9)	(1,257.7)	(1,858.5)	481%	48%
Capital employed	442.5	937.4	988.7	123%	5%
Average employed capital	402.4	734.9	963.0	139%	31%
EBIT (LTM)	106.3	186.1	259.4	144%	39%
Taxes (30%)	(31.9)	(55.8)	(77.8)	144%	39%
NOPAT (LTM)	74.4	130.3	181.5	144%	39%
ROIC	18.5%	17.7%	18.9%	2%	6%



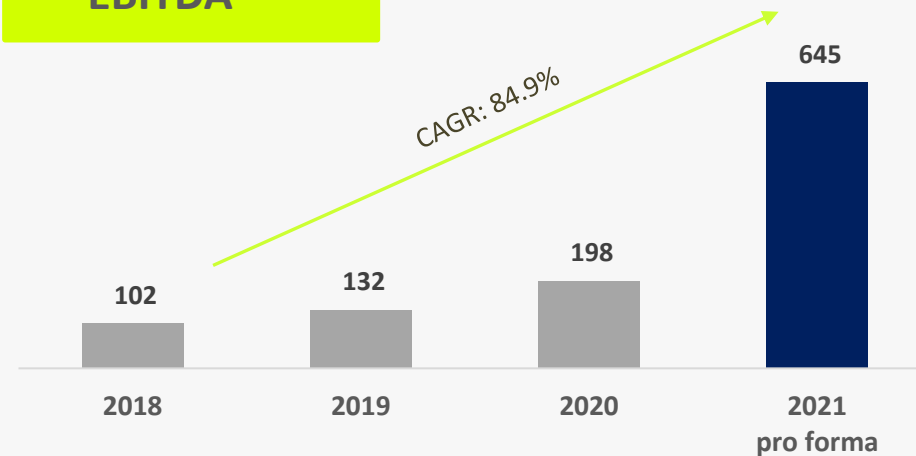
PRO FORMA RESULT

(R\$ Milhões)

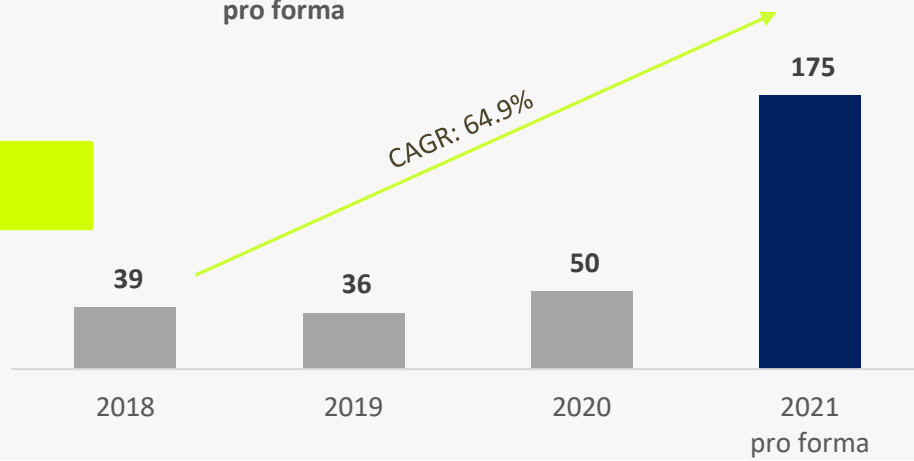
Net Revenue



EBITDA



Net income





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