



# ORIZON

VALORIZAÇÃO DE RESÍDUOS

RESULTS PRESENTATION

4Q 2021

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## AGENDA

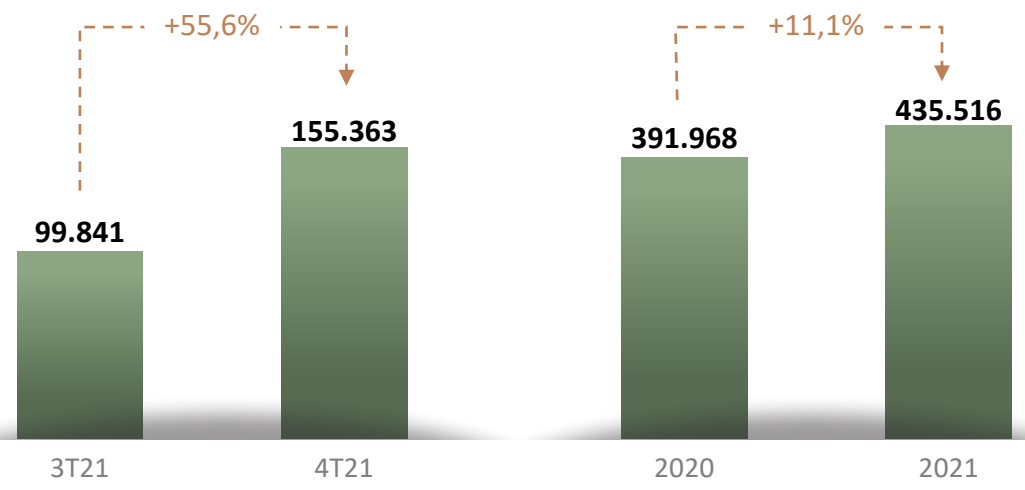
- **FINANCIAL AND OPERATING HIGHLIGHTS**
- **ESG**
- **GROWTH**

## AGENDA

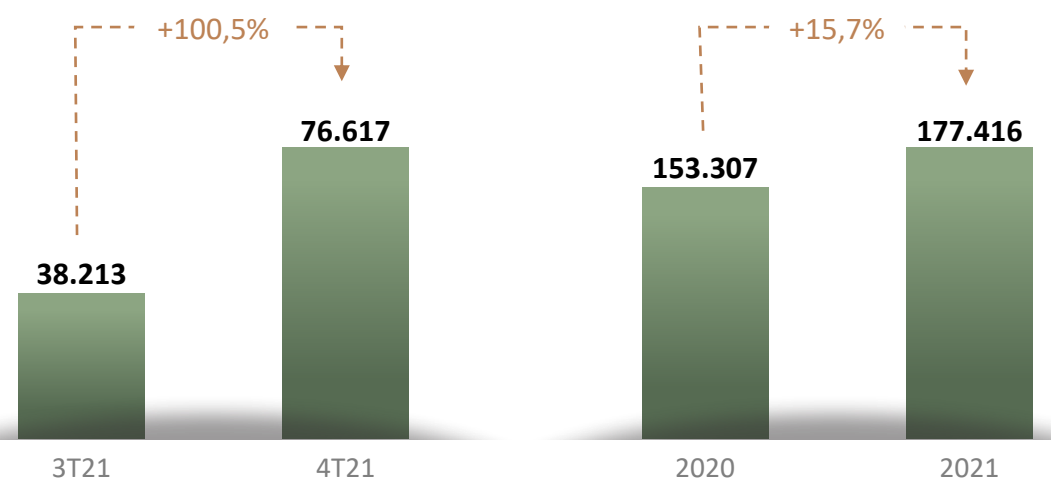
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# 4Q21 FINANCIAL HIGHLIGHTS

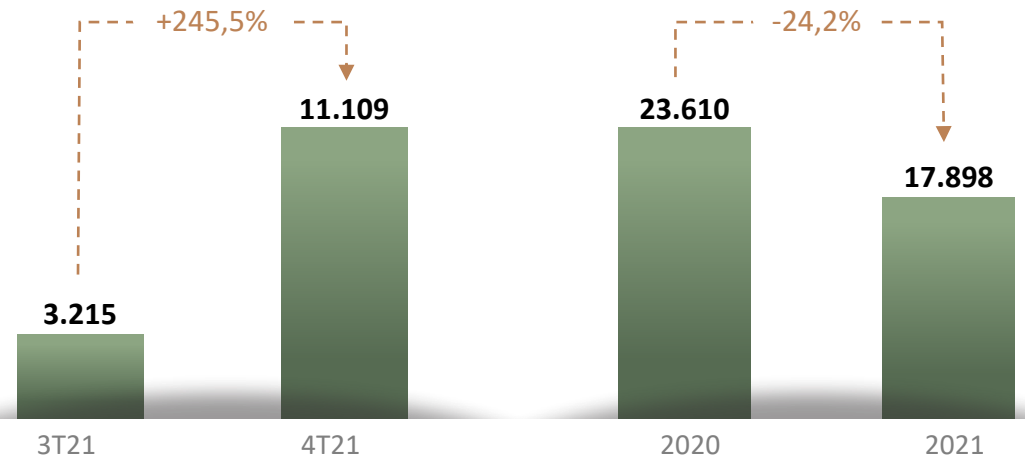
## GROSS REVENUE (R\$000)



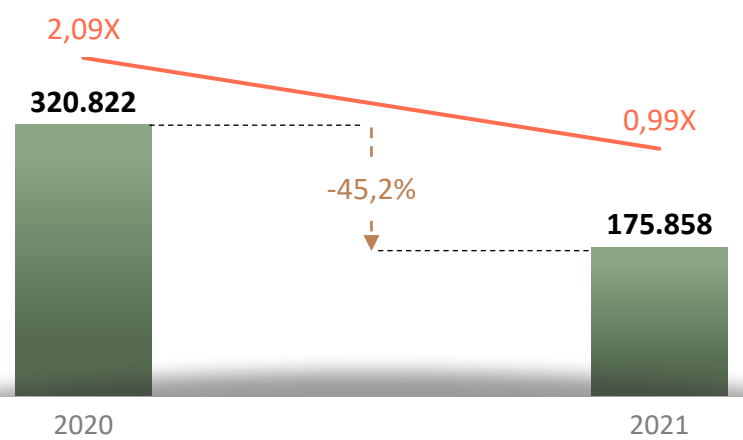
## ADJUSTED EBITDA (R\$000)



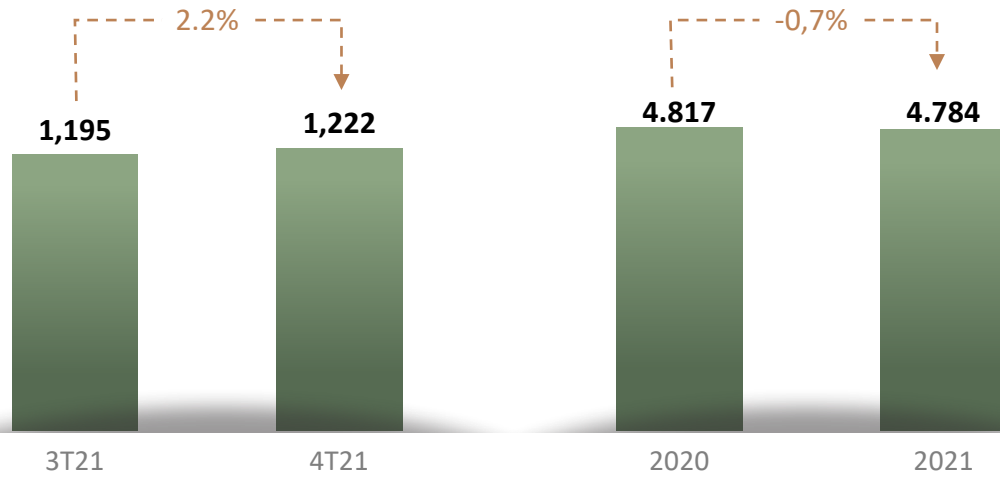
## ADJUSTED NET INCOME (R\$000)



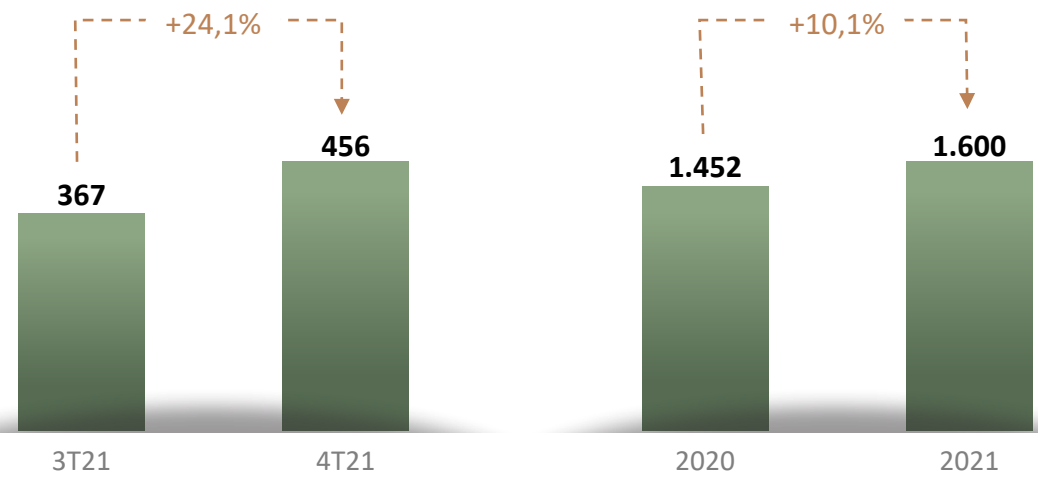
## LEVERAGE - Net Debt/EBITDA



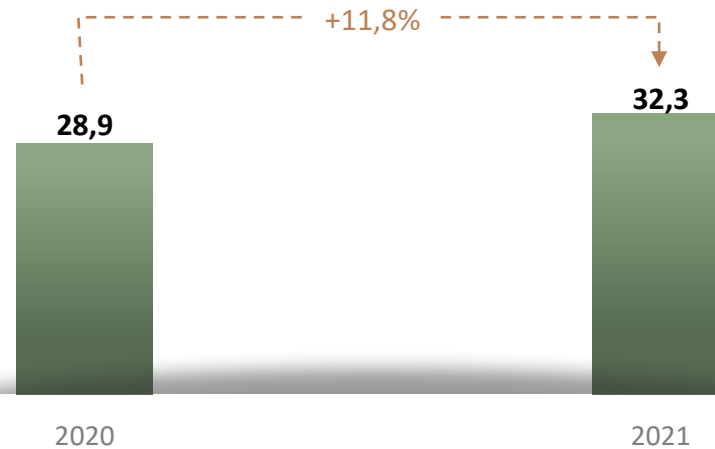
## WASTE VOLUME (kTON)



## GENERATION OF CARBON CREDITS (tCO<sup>2</sup>eq)



## AVERAGE GENERATION OF BIOGAS (k Nm<sup>3</sup>/h)





- **Increase in the volume of energy and biogas** (biogas: 11.8% | energy: 33%)
- **Better energy sales prices in projects in the Northeast**
- **Sale of all carbon credits for the year in Dec-21**
  - (impact of R\$ 39.3 MM on net revenue in 4Q21)
- **Improved EBITDA margin from 2020 to 2021** (from 39.1% to 40.7%)
- **Reduction of financial leverage and improvement in the debt profile**
  - BRL 500 million in debentures (BRL 250mm infrastructure /// BRL 250mm conventional)
  - increase in duration / reduction in cost of capital

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### ENVIRONMENTAL AXIS

The company will focus on the theme “climate change”. The short-term goal is a 20% increase in the generation of carbon credits in relation to the year 2020.

### EXTERNAL SOCIAL AXIS

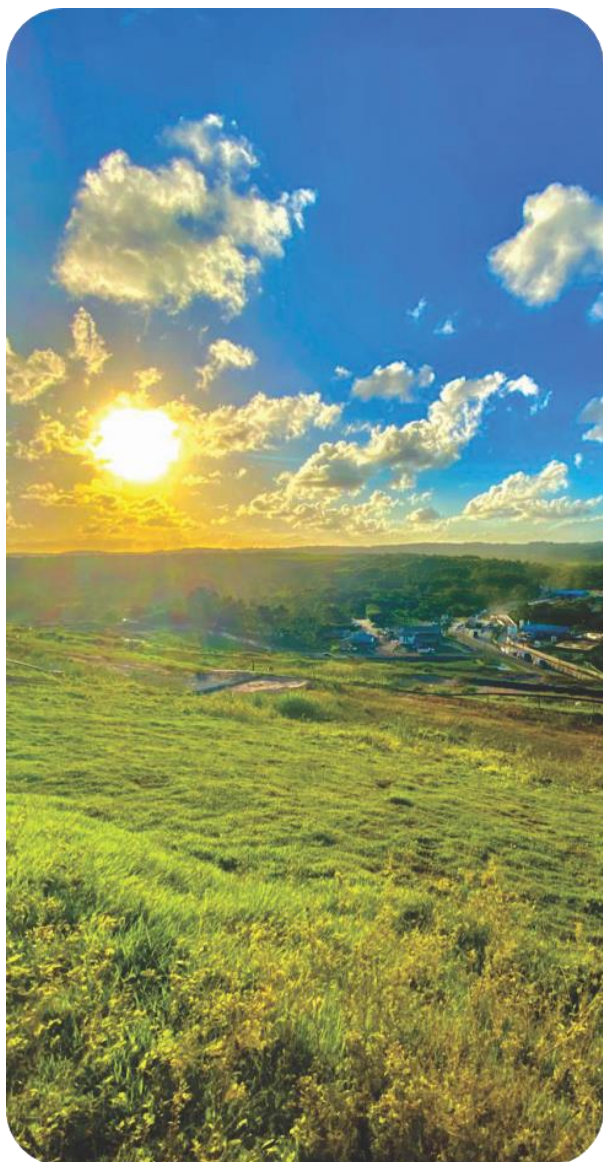
OrizonVR will focus efforts on “social responsibility” and “relationships with communities”. Among the main commitments assumed by the Company, we can highlight the structuring of the Orizon Institute in order to standardize the socio-environmental actions around the operational units and the search for the reduction of social inequality in the communities close to the projects.

### INTERNAL SOCIAL AXIS

One of the priority topics will be the “development of human capital”, with a focus on training, improving the qualification of our professionals and, finally, entering the Great Place to Work (“GPTW”) ranking of the best companies to work for.

### GOVERNANCE

OrizonVR will strengthen its good practices by expanding its management committees with new environments and technical staff suitable for different activities (investment, supply, financial, sustainability, among others), as well as further boosting innovative practices in waste recovery. The company aims, in the short and medium term, to define annual values for investment in research and development and to formalize an Innovation Program.



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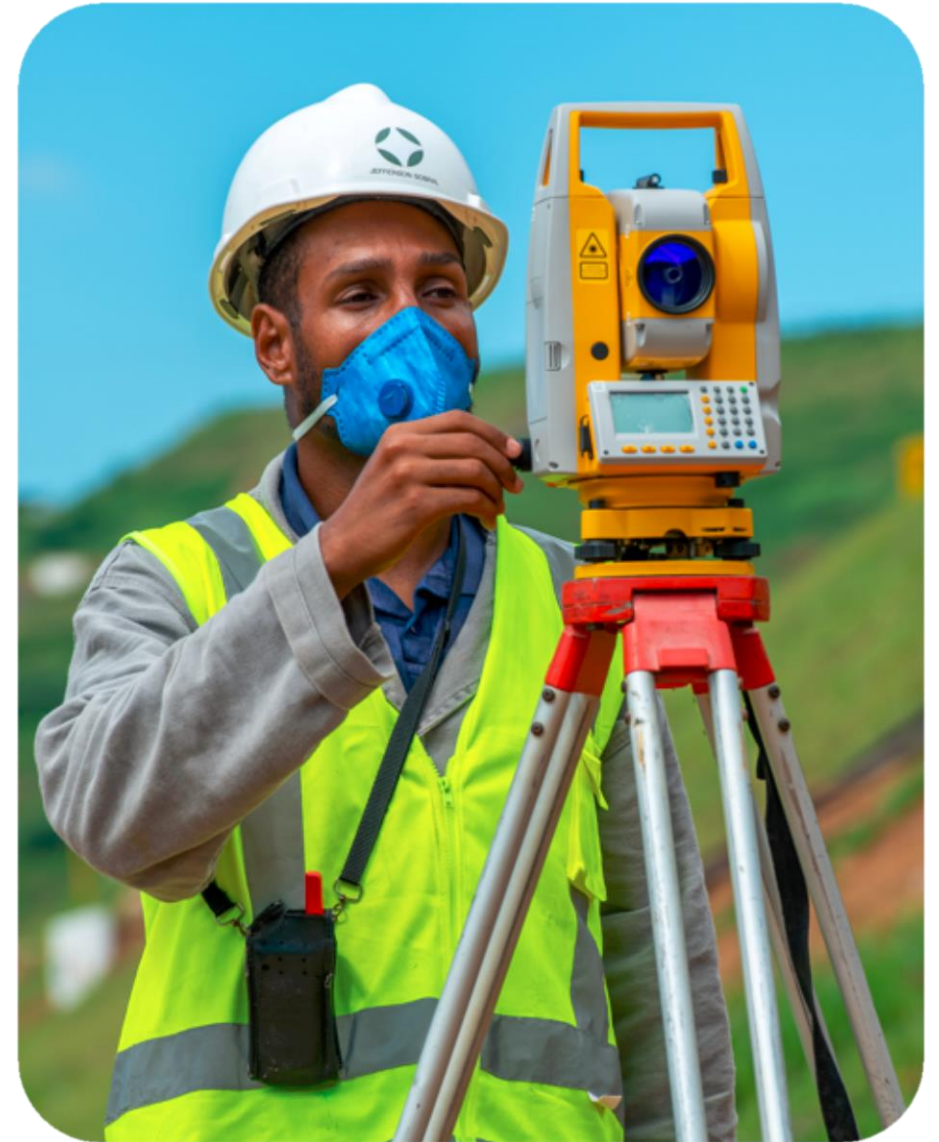
With regard to **organic growth**, the Company, in line with its business plan, was focused on:

- I. expand its activities in the generation of energy from biogas (for example the thermoelectric plants of Jaboaão dos Guararapes and João Pessoa),
- II. increase the generation of carbon credits from its landfills,
- III. advance in the construction of the largest mechanized waste sorting plant in Latin America,
- IV. consolidate its position as a pioneer in waste-to-energy projects in Brazil, winning the federal government's A-5 new energy auction with URE Barueri and, finally,
- V. continuing the development of greenfield projects for final disposal of waste.



In relation to **inorganic growth**, the Company fostered its strategy of acquiring sanitary landfills:

- I. expand the “waste banks” with the potential to triple the volume of waste under management,
- II. increase its capillarity in regions where it is not yet present,
- III. Explore new opportunities such as biogas/biomethane, energy, carbon credits and recycling.



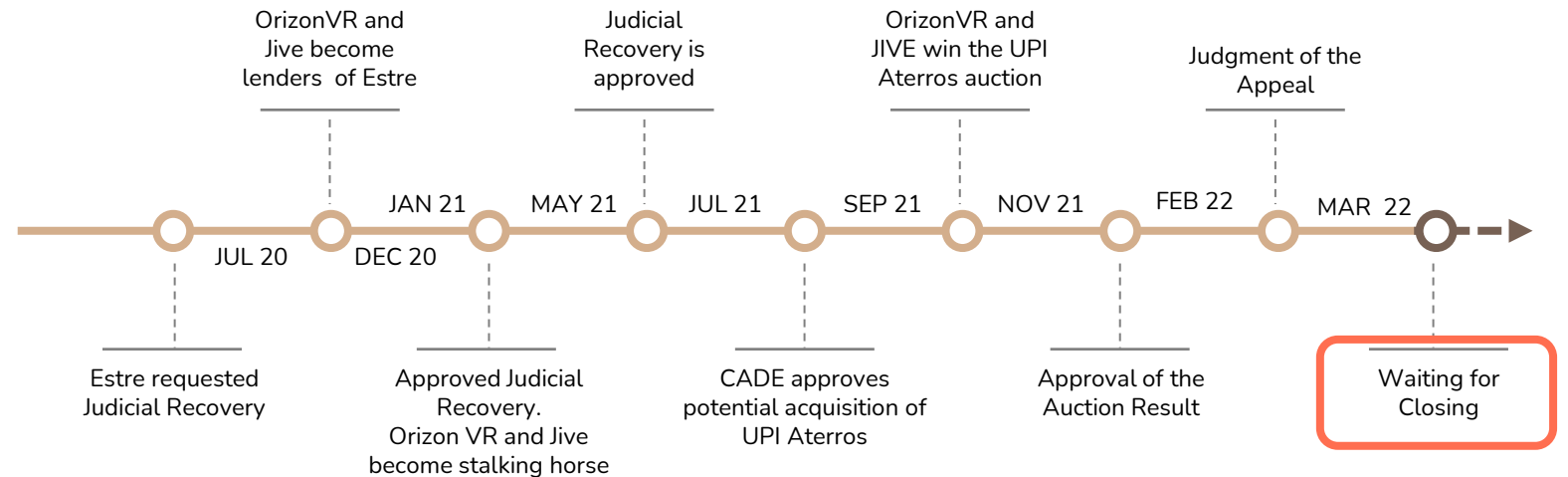
Winner of the auction for the acquisition of UPI Aterros from Estre Ambiental  
(08 assets)



**CURRENT ASSETS + UPI ATERROS**

## ESTRE ASSETS ACQUISITION

- **Winner of UPI Aterros auction** (07 landfills e 01 waste processing plant)
- **Location of Assets:** Complement the Current Geographic Position of OrizonVR Assets: São Paulo, Alagoas, Sergipe, Rio de Janeiro and Goiás
- **Annual Volume of Waste:** between 3.5mm and 4.0mm residual tones
- **Upsides:** biogas, energy, carbon credits and recyclables



## ACQUISITION OF CUIABÁ LANDFILL

Acquisition of the only  
proper disposal site for  
waste in the Metropolitan  
Region of Cuiaba

## Acquisition of Cuiabá Landfill

### Region Status

- 14 dumps in the Metropolitan Region of Cuiabá
- Initiatives from the main cities to adapt the best waste treatment practices
- Potential of the Region: 1,400 ton/day

### Business Expectations

- **GOR Maturity:** BRL 70 – BRL 80mm
- **EBITDA Maturity :** BRL 40 – BRL45mm
- **Upsides:** enegy/ biomethane, carbon credits and recycling



# ORIZON

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