

# EARNINGS RESULTS

1Q23

**Capital Markets** 

ORVR3 (March 31): R\$36.66 per share Market Cap: R\$2.9 billion Average daily trading volume 1Q23: 12.4 million Webcast

May 16, 2023 12 p.m. (EDT) | 1 p.m. (BRT) Webcast <u>click here</u>

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São Paulo, May 15, 2023: Orizon Valorização de Resíduos S.A. (B3: ORVR3) informs its shareholders and other market participants of the results for the first quarter of 2023 (1Q23). The operational and financial information presented below, unless indicated otherwise, is expressed in thousands of nominal Brazilian Reais and prepared in accordance with Brazilian accounting standards, notably Law No. 6,404/76 and pronouncements issued by the Committee of Accounting Pronouncements ("CPC") and approved by the Brazilian Securities and Exchange Commission ("CVM"). These should be read in conjunction with the report on interim financial information and explanatory notes for the period ended on March 31, 2023.

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# **MESSAGE FROM THE MANAGEMENT**

The Company started the year of 2023 with significant advancements in strategic fronts. During a period of uncertainty and absence of stability, Orizon Valorização de Resíduos S.A. ("OrizonVR" or "Company") successfully concluded the launch of a primary and secondary stock offering, totaling R\$369.3 million, comprising R\$91.1 million from the primary offering, which reinforced the Company's cash position, and R\$278.2 million from the secondary offering, enabling the sale of Jive Investments' shares, marking the successful completion of a fruitful partnership<sup>1</sup>, eliminating potential stock price overhang and enhancing trading liquidity.

In terms of financial performance in 1Q23, the Company achieved a 90% increase in its net revenue, totaling R\$188.8 million, accompanied by a growth of over 150% in EBITDA and an expansion of approximately 9 p.p. in the EBITDA margin. The robust growth in these areas is attributable, among other factors, to the consolidation of the Company's expansion strategy through acquisitions implemented since January 2022 and organic expansion through value generation from our managed waste volume.

In January, we carried out the acquisition of CTR Porto Velho S.A., marking OrizonVR's arrival in the northern region of the country. It is important to highlight that Porto Velho was one of the last Brazilian capitals without an appropriate solution for the disposal of its solid waste. Thus, the project led by OrizonVR will bring transformative changes to waste management in this region and have a positive impact on the entire surrounding community.

Furthermore, regarding inorganic growth, the Company signed, in April 2023, an investment in CTR Santa Luzia S.A., a sanitary landfill located in the municipality of Santa Luzia, state of Minas Gerais, with a capacity of up to 1,000 tons of waste per day and situated in a strategic region. In addition to OrizonVR, this project will involve another partner, Suma Brasil – Serviços Urbanos e Meio Ambiente S.A., an investment vehicle in Brazil formed by two important European operators (Mota-Engil and Urbaser).

Both operations strengthen our footprint in terms of waste volume under management and enhance our ability for organic growth through the implementation of optionalities such as biogas exploitation, carbon credits, electricity generation, biomethane, recyclables recovery, among others.

Regarding biogas initiatives, the Company has confirmed the contract for the supply of renewable natural gas from the Jaboatão dos Guararapes landfill with Copergás. The contract has a duration of 10 years and is adjusted according to the IPCA index, with a volume of 60,000 Nm<sup>3</sup>/day, representing approximately 40% of the availability of this Ecopark.

Another important milestone was the establishment of a joint venture, in a consortium format, with Construtora Coveg Ltda., to enter the organic fertilizer sector. The initial project will be developed at the Paulínia ecopark, one of the Company's main assets, to produce fertilizers derived from the sludge destinated on this landfill. This partnership

<sup>&</sup>lt;sup>1</sup> Annual Internal Rate of Return of 34% disclosed by Jive itself in an article from the newspaper Valor Econômico on 05/05/2023. https://valor.globo.com/financas/noticia/2023/05/05/oferta-da-orizon-traz-retorno-para-fundo-da-jive.ghtml.

not only signifies our entry into this segment but also reinforces our position as a reference in the circular economy within this significant region.

The Company is a leading player in carbon credits generation in Brazil, and in the first quarter of 2023, we achieved a record volume, with a 23% growth in this important environmental attribute, reaching a generation of 744 ktCO<sub>2</sub>e. The Company expects to sell the remaining balance from 2022 and the volume from 2023 during the second half of the year, when an increase in the traded prices is expected, driven, among other factors, by the disclosure of the rules of the Paris Agreement scheduled for July 2023.

We also highlighted that we ended 1Q23 with a leverage ratio, considering the annualized current EBITDA, of 2.17x, which demonstrates the strong financial discipline of the Company and the cash generation capacity of our assets.

Moreover, concerning the consolidation of our ESG initiatives, OrizonVR will launch the 3rd Sustainability Report during 2Q23 and will undertake two projects that will engage the communities surrounding five ecoparks, as well as enhance support for the communities neighboring our projects.

Lastly, we would like to express our gratitude to all our employees, shareholders and board members for their contributions and support in the positive transformation process that the Company is undergoing.

Sincerely,

Milton Pilão Jr. CEO Leonardo Santos CFO and IRO

# **HIGHLIGHTS OF THE PERIOD**

## **STOCK OFFERING - FOLLOW-ON**

In April 2023, we successfully launched a primary offering (R\$91.1 million) and secondary offering (R\$278.2 million) of shares.

With the completion of the operation, we reinforce our capital structure for the execution of our organic and inorganic growth plan through the development of our revenue streams and acquisition strategy. Additionally, we have enabled the sale of shares held by Jive, during a period of high volatility in the capital markets, with Jive achieving an annual internal rate of return (IRR) of 34%. With the sale of shares held by this strategic partner, we expect an enhancement of our share's liquidity on the stock market by eliminating potential share overhang.

The participation of funds managed by Jive in the share capital of OrizonVR is the result of the acquisition of assets from UPI Aterros, which was completed in December 2022. In this transaction, Jive and the Company purchased the debt of an important player in the sector and used these credits as a significant part of the asset payment. In February 2023, the funds managed by Jive received shares of OrizonVR as part of the private capital increase announced at the end of last year. In April of this year, the sale of this participation was carried out in the context of the follow on.

After the completion of this operation, our free float has been expanded as shown below:

## Before the follow-on:

## After the follow-on:



#### **INORGANIC GROWTH**

Since January 2023, the Company has announced two landfill acquisitions that confirm its strategy of geographic expansion and waste volume increase.

In January, through its subsidiary Orizon Meio Ambiente S.A. ("OMA"), OrizonVR acquired 51% of the company CTR Porto Velho S.A. for approximately R\$10 million. This acquisition represents the group's first step into the Northern region of the country, as Porto Velho is one of the few Brazilian capitals without an appropriate solution for solid waste disposal. This ecopark has an estimated capacity of 1,000 tons per day and is expected to begin operations in the second quarter of 2023.

In April, OMA made an investment in CTR Santa Luzia amounting to R\$25 million, of which around R\$16 million has already been disbursed to the company in recent years for potential future capital increase purposes, aiming to acquire 50% of this project. The remaining 50% is owned by SUMA Brasil – Serviços Urbanos e Meio Ambiente S.A., a company indirectly controlled by the Portuguese Mota-Engil – Ambiente e Serviços S.A. and the Spanish Urbaser S.A. This transaction will be concluded in May 2023, pending approval from the Administrative Council for Economic Defense ("CADE").

Both operations reinforce the Company's strategic positioning, expanding its managed waste volume under management and increasing its growth capacity through opportunities such as biogas exploration, carbon credits, electricity, biomethane, recyclable recovery, among others.



Ecoparks	State
Barra Mansa	RJ
João Pessoa	РВ
Jaboatão dos Guararapes	PE
Nova Iguaçu	RJ
São Gonçalo	RJ
Paulínia	SP
Tremembé	SP
Itapevi	SP
Itaboraí	RJ
Aracaju	SE
Maceió	AL
Cuiabá	MT
Aparecida de Goiânia	GO
Porto Velho	RO
Santa Luzia <sup>(2)</sup>	MG

Note: (1) Includes the acquisition of the waste bank in Santa Luzia; (2) Assets pending approval from CADE for the completion of the acquisition.

#### **BIOMETHANE SALES CONTRACT - COPERGÁS**

In March, OMA ratified a renewable natural gas sales contract with Copergás for a volume of 60,000 Nm<sup>3</sup>/day of biomethane to be supplied until 2034 by the Jaboatão dos Guararapes Ecopark. This volume represents around 40% of the estimated production for this project and supply is scheduled to commence in the last quarter of 2024.

The supply of renewable natural gas from the biogas generated at the Jaboatão dos Guararapes Ecopark will contribute to the reduction of dependence on fossil fuels and the promotion of the use of renewable energy sources.

#### **ORGANIC FERTILIZERS**

Another important step in enhancing our renewable platform was the establishment of Orizon Compostagem Ltda., a holding company focused on investments in organic fertilizers produced from sludge from sewage treatment plants. The first project in this vertical will be developed at Paulínia Ecopark through a joint venture between Orizon Compostagem Ltda. and Construtora Coveg Ltda., with a capacity to process 3,000 tons of sludge and produce approximately 1,200 tons of organic fertilizers. The joint venture, in the form of a consortium, is subject to approval by CADE.

OrizonVR's execution capabilities, combined with its favorable geographical position, are important levers in the development of this new business segment.

# **CONSOLIDATED OPERATIONAL RESULT**





The Acquisitions and new ventures were incorporated to OrizonVR throughout 2022 and are presented pro forma for comparison purposes

Ecopark Barra Mansa       88.6       120.1       35%         Ecopark João Pessoa       173.6       193.3       11%         Ecopark Jaboatão dos Guararapes       398.8       326.7       -18.1%         Ecopark Nova Iguaçu       366.9       355.1       -3%         Ecopark Nova Iguaçu       366.9       355.1       -3%         Ecopark São Gonçalo       206.3       229.5       11%         Ecopark Pantanal       4.2       57.1       n.a.         Ecopark Pantanal       4.2       57.1       n.a.         Ecopark Tremembé       81.6       100.5       23%         Ecopark Itapevi       60.5       68.1       12%         Ecopark Maceió       215.9       178.5       -17%         Ecopark Maceió       215.9       178.5       -17%         Ecopark Aparecida de Goiânia       18.8       22.9       22%         Total Ecopark       24.2       27.9       15%         Un. de Beneficiamento de Resíduos Magé       5.6       5.0       -10%         Incinerador Belford Roxo       0.5       -       -10%         Un. de Beneficiamento de Resíduos Finos Siderúrgicos       4.8       4.2       -11%         Un. de Beneficiamento de Sor	Waste Volume (k tons)	1Q22	1Q23	1Q23 Δ 1Q22
Ecopark Jaboatão dos Guararapes       398.8       326.7       -18.1%         Ecopark Nova Iguaçu       366.9       355.1       -3%         Ecopark São Gonçalo       206.3       229.5       11%         Ecopark Pantanal       4.2       57.1       n.a.         Ecopark Paulínia       397.8       349.5       -12%         Ecopark Itapevi       60.5       68.1       12%         Ecopark Itaboraí       41.1       -100%       Ecopark Maceió       215.9       178.5         Ecopark Maceió       215.9       178.5       -17%       Ecopark Aparecida de Goiânia       18.8       22.9       22%         Total Ecopark       2,183.9       2,109.4       -3%       0ther Assets       24.2       27.9       15%         Un. de Beneficiamento de Resíduos Magé       5.6       5.0       -10%       -10%         Incinerador Belford Roxo       0.5       -       -10%       -11%         Un. de Beneficiamento de Resíduos Finos Siderúrgicos       4.8       4.2       -11%	Ecopark Barra Mansa	88.6	120.1	35%
Ecopark Nova Iguaçu       366.9       355.1       -3%         Ecopark São Gonçalo       206.3       229.5       11%         Ecopark Pantanal       4.2       57.1       n.a.         Ecopark Paulínia       397.8       349.5       -12%         Ecopark Paulínia       397.8       349.5       -12%         Ecopark Paulínia       397.8       349.5       -12%         Ecopark Itapevi       60.5       68.1       12%         Ecopark Itapevi       60.5       68.1       12%         Ecopark Itaboraí       41.1       -       -100%         Ecopark Maceió       215.9       178.5       -17%         Ecopark Aparecida de Goiânia       18.8       22.9       22%         Total Ecopark       2,183.9       2,109.4       -3%         Other Assets       24.2       27.9       15%         Un. de Beneficiamento de Resíduos Magé       5.6       5.0       -10%         Incinerador Belford Roxo       0.5       -       100%         Un. de Beneficiamento de Sorocaba       13.3       18.6       40%         Soorocaba Oxil   Manufatura Reversa       0.01       0.07       n.a.         Total of Waste Volume (ton)       10	Ecopark João Pessoa	173.6	193.3	11%
Ecopark São Gonçalo         206.3         229.5         11%           Ecopark Pantanal         4.2         57.1         n.a.           Ecopark Paulínia         397.8         349.5         -12%           Ecopark Paulínia         397.8         349.5         -12%           Ecopark Tremembé         81.6         100.5         23%           Ecopark Itapevi         60.5         68.1         12%           Ecopark Itaboraí         41.1         -         -100%           Ecopark Maceió         215.9         178.5         -17%           Ecopark Aparecida de Goiânia         18.8         22.9         22%           Total Ecopark         2,183.9         2,109.4         -3%           Other Assets         24.2         27.9         15%           Un. de Beneficiamento de Resíduos Magé         5.6         5.0         -10%           Incinerador Belford Roxo         0.5         -         -         10%           Vn. de Beneficiamento de Resíduos Finos Siderúrgicos         4.8         4.2         -11%           Un. de Beneficiamento de Sorocaba         13.3         18.6         40%           Sorocaba Oxil   Manufatura Reversa         0.01         0.07         n.a.           <	Ecopark Jaboatão dos Guararapes	398.8	326.7	-18.1%
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Total Ecopark       2,183.9       2,109.4       -3%         Other Assets       24.2       27.9       15%         Un. de Beneficiamento de Resíduos Magé       5.6       5.0       -10%         Incinerador Belford Roxo       0.5       -       -100%         Un. de Beneficiamento de Resíduos Finos Siderúrgicos       4.8       4.2       -11%         Un. de Beneficiamento de Resíduos Finos Siderúrgicos       4.8       4.2       -11%         Un. de Beneficiamento de Sorocaba       13.3       18.6       40%         Sorocaba Oxil   Manufatura Reversa       0.01       0.07       n.a.         Total of Waste Volume (ton) <sup>(1)</sup> 2,208.1       2,137.4       -3%         Carbon Credit Generated (tCO2e)       1Q22       1Q23       4T22 Δ 4T21         Total of Carbon Credit Generated (tCO2e) <sup>(2)</sup> 1Q22       1Q23       4T22 Δ 4T21         Biogas (Nm³/hour) Quarterly Average       1Q22       1Q23       4T22 Δ 4T21         Energy Volume (MWh)       1Q22       1Q23       4T22 Δ 4T21	Ecoparque Sergipe	129.7	108.1	-17%
Other Assets         24.2         27.9         15%           Un. de Beneficiamento de Resíduos Magé         5.6         5.0         -10%           Incinerador Belford Roxo         0.5         -         -100%           Un. de Beneficiamento de Resíduos Finos Siderúrgicos         4.8         4.2         -11%           Un. de Beneficiamento de Sorocaba         13.3         18.6         40%           Sorocaba Oxil   Manufatura Reversa         0.01         0.07         n.a.           Total of Waste Volume (ton)         (1)         2,208.1         2,137.4         -3%           Carbon Credit Generated (tCO2e)         1Q22         1Q23         4T22 Δ 4T21           Total of Carbon Credit Generated (tCO2e)         1Q22         1Q23         4T22 Δ 4T21           Biogas (Nm³/hour) Quarterly Average         1Q22         1Q23         4T22 Δ 4T21           Total of Biogas (Nm³/hour) Quarterly Average         138,614         52,061         -26%           Energy Volume (MWh)         1Q22         1Q23         4T22 Δ 4T21	Ecopark Aparecida de Goiânia	18.8	22.9	22%
Un. de Beneficiamento de Resíduos Magé5.65.0-10%Incinerador Belford Roxo0.5100%Un. de Beneficiamento de Resíduos Finos Siderúrgicos4.84.2-11%Un. de Beneficiamento de Sorocaba13.318.640%Sorocaba Oxil   Manufatura Reversa0.010.07n.a.Total of Waste Volume (ton)(1)2,208.12,137.4-3%Carbon Credit Generated (tCO2e)1Q221Q234T22 Δ 4T21Total of Carbon Credit Generated (tCO2e)(2)553,724743,65234%Biogas (Nm³/hour) Quarterly Average1Q221Q234T22 Δ 4T21Total of Biogas (Nm³/hour) Quarterly Average(3)38,61452,061-26%Energy Volume (MWh)1Q221Q234T22 Δ 4T21	Total Ecopark	2,183.9	2,109.4	-3%
Incinerador Belford Roxo0.5100%Un. de Beneficiamento de Resíduos Finos Siderúrgicos4.84.2-11%Un. de Beneficiamento de Sorocaba13.318.640%Sorocaba Oxil   Manufatura Reversa0.010.07n.a.Total of Waste Volume (ton) <sup>(1)</sup> 2,208.12,137.4-3%Carbon Credit Generated (tCO2e)1Q221Q234T22 Δ 4T21Total of Carbon Credit Generated (tCO2e) <sup>(2)</sup> 553,724743,65234%Biogas (Nm³/hour) Quarterly Average1Q221Q234T22 Δ 4T21Total of Biogas (Nm³/hour) Quarterly Average <sup>(3)</sup> 38,61452,061-26%Energy Volume (MWh)1Q221Q234T22 Δ 4T21	Other Assets	24.2	27.9	15%
Un. de Beneficiamento de Resíduos Finos Siderúrgicos4.84.2-11%Un. de Beneficiamento de Sorocaba13.318.640%Sorocaba Oxil   Manufatura Reversa0.010.07n.a.Total of Waste Volume (ton) <sup>(1)</sup> 2,208.12,137.4-3%Carbon Credit Generated (tCO2e)1Q221Q234T22 Δ 4T21Total of Carbon Credit Generated (tCO2e) <sup>(2)</sup> 553,724743,65234%Biogas (Nm³/hour) Quarterly Average1Q221Q234T22 Δ 4T21Total of Biogas (Nm³/hour) Quarterly Average <sup>(3)</sup> 38,61452,061-26%Energy Volume (MWh)1Q221Q234T22 Δ 4T21	Un. de Beneficiamento de Resíduos Magé	5.6	5.0	-10%
Un. de Beneficiamento de Sorocaba13.318.640%Sorocaba Oxil   Manufatura Reversa0.010.07n.a.Total of Waste Volume (ton) <sup>(1)</sup> 2,208.12,137.4-3%Carbon Credit Generated (tCO2e)1Q221Q234T22 Δ 4T21Total of Carbon Credit Generated (tCO2e) <sup>(2)</sup> 553,724743,65234%Biogas (Nm³/hour) Quarterly Average1Q221Q234T22 Δ 4T21Total of Biogas (Nm³/hour) Quarterly Average <sup>(3)</sup> 38,61452,061-26%Energy Volume (MWh)1Q221Q234T22 Δ 4T21	Incinerador Belford Roxo	0.5	-	-100%
Sorocaba Oxil   Manufatura Reversa0.010.07n.a.Total of Waste Volume (ton) (1)2,208.12,137.4-3%Carbon Credit Generated (tCO2e)1Q221Q234T22 Δ 4T21Total of Carbon Credit Generated (tCO2e) (2)553,724743,65234%Biogas (Nm³/hour) Quarterly Average1Q221Q234T22 Δ 4T21Total of Biogas (Nm³/hour) Quarterly Average (3)38,61452,061-26%Energy Volume (MWh)1Q221Q234T22 Δ 4T21	Un. de Beneficiamento de Resíduos Finos Siderúrgicos	4.8	4.2	-11%
Total of Waste Volume (ton) <sup>(1)</sup> 2,208.12,137.4-3%Carbon Credit Generated (tCO2e)1Q221Q234T22 Δ 4T21Total of Carbon Credit Generated (tCO2e) <sup>(2)</sup> 553,724743,65234%Biogas (Nm³/hour) Quarterly Average1Q221Q234T22 Δ 4T21Total of Biogas (Nm³/hour) Quarterly Average <sup>(3)</sup> 38,61452,061-26%Energy Volume (MWh)1Q221Q234T22 Δ 4T21	Un. de Beneficiamento de Sorocaba	13.3	18.6	40%
Carbon Credit Generated (tCO2e)1Q221Q234T22 Δ 4T21Total of Carbon Credit Generated (tCO2e)553,724743,65234%Biogas (Nm³/hour) Quarterly Average1Q221Q234T22 Δ 4T21Total of Biogas (Nm³/hour) Quarterly Average38,61452,061-26%Energy Volume (MWh)1Q221Q234T22 Δ 4T21	Sorocaba Oxil   Manufatura Reversa	0.01	0.07	n.a.
Total of Carbon Credit Generated (tCO2e) (2)553,724743,65234%Biogas (Nm³/hour) Quarterly Average1Q221Q234T22 Δ 4T21Total of Biogas (Nm³/hour) Quarterly Average (3)38,61452,061-26%Energy Volume (MWh)1Q221Q234T22 Δ 4T21	Total of Waste Volume (ton) <sup>(1)</sup>	2,208.1	2,137.4	-3%
Biogas (Nm³/hour) Quarterly Average1Q221Q234T22 Δ 4T21Total of Biogas (Nm³/hour) Quarterly Average (3)38,61452,061-26%Energy Volume (MWh)1Q221Q234T22 Δ 4T21	Carbon Credit Generated (tCO2e)	1Q22	1Q23	4T22 ∆ 4T21
Biogas (Nm³/hour) Quarterly Average1Q221Q234T22 Δ 4T21Total of Biogas (Nm³/hour) Quarterly Average (3)38,61452,061-26%Energy Volume (MWh)1Q221Q234T22 Δ 4T21	Total of Carbon Credit Generated (tCO2e) <sup>(2)</sup>	553,724	743,652	34%
Total of Biogas (Nm³/hour) Quarterly Average <sup>(3)</sup> 38,614         52,061         -26%           Energy Volume (MWh)         1Q22         1Q23         4T22 Δ 4T21				
Total of Biogas (Nm³/hour) Quarterly Average <sup>(3)</sup> 38,614         52,061         -26%           Energy Volume (MWh)         1Q22         1Q23         4T22 Δ 4T21	Biogas (Nm³/hour) Quarterly Average	1Q22	1Q23	4T22 ∆ 4T <u>21</u>
Energy Volume (MWh) 1Q22 1Q23 4T22 Δ 4T21		38,614	52,061	-26%
	Energy Volume (MWh)	1Q22	1Q23	4T22 ∆ 4T <u>21</u>
Total of Energy Volume (Mwh) 43,607 <u>94,524</u> -54%	Total of Energy Volume (Mwh)	43,607	94,524	-54%

(1) Volume of waste from OrizonVR's current assets in 2021 and 2022.

(2) Volume of carbon credits generated in Nova Iguaçu, São Gonçalo, Jaboatão dos Guararapes, João Pessoa, Itapevi and Paulínia.

(3) Volume of biogas generated in Nova Iguaçu, São Gonçalo, Barra Mansa, Jaboatão dos Guararapes, João Pessoa, Itapevi, Paulínia, and Tremembé.

# CONSOLIDATED FINANCIAL RESULTS

#### **NET REVENUE**

In 1Q23, net revenue reached R\$188.8 million, representing a 90% growth compared to the 1T22. It is worth noting that if we consider a pro-forma revenue from carbon credits for this quarter of 1Q23 (R\$213.6 million), the positive variation would be 115%.

Increase in net revenue, mainly due to:

- I. Entry of operation of new assets: Larger volume in the consolidated ecoparks due to the commencement of operations of acquired assets.
- **II.** Average price increment: Due primarily to price adjustments in the ecoparks and changes in the product mix.

Partially offset by:

- 1. Lower waste volume: Reduction in volume at the Jaboatão dos Guararapes Ecopark due to the absence of stream cleaning, which took place in the first quarter of 2022 and is scheduled to occur in the second quarter of 2023.
- II. Energy sales: The comparison base for the first quarter of 2023 includes a higher revenue from energy sales compared to the first quarter of 2022. This is primarily due to the energy sales associated with the contract with CEMIG, which was recently terminated in the URE-BA (energy recovery unit in Barueri).

The charts below show the net operating revenue for 1Q23 (with and without carbon credits pro-forma) compared to the same period last year. For comparison purposes, the pro forma revenue from carbon credits in 2022 was calculated based on the product of the actual volume of carbon credits generated in 2023<sup>2</sup> and the estimated prices from recent transactions conducted by OrizonVR<sup>3</sup>.



#### Net Revenue 1Q23 (R\$ 000)

<sup>2</sup> Volume of carbon credits generated in Nova Iguaçu, São Gonçalo, Jaboatão dos Guararapes, João Pessoa, Itapevi and Paulínia.
<sup>3</sup> In 2022, OrizonVR entered into a sales contract for the entire volume of carbon credits generated in São Gonçalo that year.
However, this agreement did not impact its revenue as it was made for delivery in the voluntary market.



#### **OPERATING COSTS AND EXPENSES**

Operating costs and expenses (excluding depreciation) amounted to R\$122.5 million in 1Q23 compared to R\$70.7 million in 1Q22, primarily driven by the addition of new acquired assets during last year, which resulted in increased operating and personnel costs.

Additionally, in 1Q23, it worth to mention an increase in leachate treatment costs associated with adjustments made in recently acquired assets.



#### **EBITDA**

EBITDA (R\$ thousand)	1Q23	1Q22	Δ
NET RESULT FOR THE PERIOD	(43,180)	(19,374)	
INCOME TAX	7,213	4,231	
FINANCIAL RESULTS	47,796	27,035	
DEPRECIATION AND AMORTIZATION	60,225	15,688	
EBITDA	72,054	27,580	161%
NON-RECURRING EXPENSES/REVENUES	0	1,196	
ADJUSTED EBITDA	72,054	28,776	150%

1Q23 figures: (i) do not reflect the revenue from carbon credits generated during the period and not accounted, (ii) do not include the results of SPE Porto Velho and SPE Santa Luzia, and (iii) were impacted by the expected negative results from the ramp-up stage of the sorting plants.

Several factors have allowed OrizonVR to continue its agenda of consistent growth with profitability, including: (i) the resilience of its business model, (ii) high barriers to entry, (iii) the longevity of its assets, (iv) strategic differentiators, and (v) a constant focus on operational efficiency, cost management, and capital allocation.

The following graph demonstrates the pro-forma EBITDA for 1Q23 adjusted for the items described above. In 1Q23, OrizonVR achieved a pro-forma EBITDA that was 128% higher compared to the same period last year.



#### Pro-Forma EBITDA 1Q23 (R\$ 000)

(1) Pro-Forma Carbon Credits: Considers the original asset base. Calculated as the product of the volume of carbon credits generated in the period and recent transaction prices.

(2) Pro-Forma Carbon Credits: Calculated as the product of the volume of carbon credits generated in the period and recent transaction prices.

(3) Loss Due to Asset Ramp-up: Negative result from UTM Jaboatão dos Guararapes and UTM Paulínia.

### **GROSS PROFIT**

In 1Q23, gross profit (ex-depreciation) reached R\$ 93.3 million, representing a 95% increase compared to 1Q22. Regarding gross margin, there was a percentage expansion (from 48.2% to 49.4%) due to the receipt of waste with a higher value-added mix. The graphs below show a comparison of Gross Profit in 1Q23 and 1Q22 (including carbon credits in both periods). Additionally, there is a comparison of consolidated gross margins and original assets only.









#### **NET FINANCIAL RESULT**

FINANCIAL RESULT (R\$ thousands)	1Q23	1Q22	Δ
FINANCIAL REVENUE	4,578	14,314	-68%
FINANCIAL EXPENSES	(52,374)	(41,349)	27%
LOANS AND FINANCING INTERESTS	(41,960)	(22,457)	87%
OTHER FINANCIAL EXPENSES	(10,414)	(18,892)	-45%
TOTAL FINANCIAL RESULT	(47,796)	(27,035)	77%

The increase in loan interest primarily stems from (i) the growth of gross debt resulting from the acquisitions made (UPI Aterros, CGR Cuiabá, Santa Luzia and Porto Velho) and (ii) the rise in the brazilian interest rate, impacting the CDI.

In other financial expenses, the main impact was the exchange rate variation on the receivables recorded for carbon credits, which decreased from R\$ 10 million in 1Q22 to R\$ 1 million in 1Q23.

#### **NET INCOME**

NET INCOME (R\$ thousands)	1Q23	1Q22	Δ
NET REVENUE	188,845	99,226	90%
OPERATIONAL COSTS	(146,571)	(65,213)	125%
GROSS PROFIT	42,274	34,013	24%
GENERAL & ADM. EXPENSES	(36,163)	(21,221)	70%
OTHER NET REVENUE (EXPENSE)	2,745	(899)	n.a.
FINANCIAL RESULT	(47 <i>,</i> 796)	(27,035)	77%
EARNINGS BEFORE EQUITY PICKUP	(38,940)	(15,142)	157%
EQUITY PICKUP	2,973	(1)	n.a.
TAXES	(7,213)	(4,231)	70%
NET INCOME (LOSS) FOR THE PERIOD	(43,180)	(19,374)	123%

The negative net income of R\$43.2 million in 1Q23 was primarily impacted by depreciation expenses totaling R\$60.2 million, with no cash effect.

Other important factors to highlight are:

- I. Absence of accounting for the revenue from carbon credits generated during the period (R\$24.8 million);
- II. Loan interest expenses resulting from recent acquisitions, which have not yet contributed their potential for generating results.

#### **INDEBTEDNESS**

OrizonVR presented a leverage ratio of 3.47x (net debt/adjusted LTM EBITDA), with the adjusted EBITDA for the last twelve months not fully reflecting the assets recently acquired and greenfields that have commenced operations (e.g., UTE Paulínia Verde and Biometano Paulínia special purpose entity), nor does it include revenue from carbon credits.

When we annualize the pro-forma 1Q23 EBITDA ( $R$10,103 \times 4$ ), the leverage ratio stands at 2.17x.

INDEBTEDNESS (R\$thousand)	10	1Q23			
	Adjusted <sup>1</sup>	Current <sup>2</sup>			
NET DEBT - BANK	825,591	825,591			
AQUISITION TO PAY (ST+LT)	61,419	61,419			
NET DEBT	887,010	887,010			
EBITDA LTM	255,589	408,052			
NET DEBT/ EBITDA LTM (x)	3.47	2.17			

(1) The leverage ratio considers the adjusted EBITDA for the last 12 months.

(2) The leverage ratio considers the annualized pro-forma EBITDA for 1Q23.

As expected, the leverage ratio has been decreasing as we capture the cash generation from the new assets.



# AMORTIZATION SCHEDULE OF LOANS AND FINANCING

As shown in the schedule above, as of March 31, 2023, the average debt maturity of our liabilities is over 6 years.

## CAPEX

<b>CAPEX</b> (R\$ thousands)	1Q23			
	Expansion	Maintenance	Total	
Final disposal of solid waste	18,802	26,706	45,508	
Energy, biogas and carbon credits	1,651	156	1,807	
Waste processing and Waste-to-energy	769	90	860	
Environmental Engineering	-	22	22	
Total	21,223	26,975	48,198	

Investments in 1Q23 amounted to R\$ 48.2 million, of which R\$ 27.0 million were allocated to the maintenance of the ecoparks, in line with our expectations.

## **CAPITAL MARKETS**

The Company's common shares ("ORVR3") have been listed and traded on the São Paulo Stock Exchange ("B3") since February 17, 2021. The Company is listed on the Novo Mercado segment, which represents the highest level of corporate governance on the exchange, emphasizing ethics and transparency in its relationship with shareholders and other stakeholders.

Currently, the Company's stock, ORVR3, is included in six B3 indices: IBRA (Brazil Broad Index), IGC-NM (Governance Index - Novo Mercado), IGCT (Governance Index - Trade), ITAG (Differentiated Tag Along Shares Index), SMLL (Small Caps Index), and UTIL (Public Utilities Index).

The Company's common shares closed the year at R\$ 36.66, representing an 8.2% increase in 1Q23. The average daily trading volume was R\$ 12.4 million.

As of March 31, 2023, the Company's market capitalization was R\$ 2.9 billion (with a closing price per share of R\$ 36.66 on March 31, 2023).



#### PERFORMANCE OF STOCKS IN 1Q23 - ORVR3 vs IBOV, UTIL and SMLL

#### **ESG IN 1Q23**

In 1Q23, the Company carried out projects that will be launched in 2Q23. Among them, we highlight the development of the 3<sup>rd</sup> Sustainability Report of OrizonVR, following the indicators of the Global Reporting Initiative (GRI) and guidelines from the Task Force on Climate-Related Financial Disclosures (TCFD), as well as proposed principles from the International Integrated Reporting Council (IIRC). The 2022 Sustainability Report will present data from OrizonVR's carbon inventory, based on the GHG Protocol. The publication is scheduled for the last week of May.

Since the beginning of 2023, partnerships were also established with schools and municipal education departments for the implementation of two socio-environmental projects to be launched up to June. The first one is the "JornadaX Orizon," an environmental gamification project with the potential to impact 36,000 people throughout 2023 in the vicinity of 5 ecoparks.

Another project developed and set to be launched in the second half of the year is the "*Desafio Comunidade Sustentável*" (Sustainable Community Challenge), aiming to support local initiatives that contribute to the Sustainable Development Goals (SDGs) in approximately 6 operational units of OrizonVR.

# **ORIZ**

Consolidate 03/31/2023 12/31/2022

37,616

27,958

# **APPENDIX**

alance Sheet (R\$ thousand)	Conso	lidate	Balance Sheet (R\$ the
Assets	03/31/2023	12/31/2022	Liabilities
Current Assets			<b>Current Liabilities</b>
Cash and Equivalents	117,986	168,875	Loans and financing
Securities	74,941	71,922	Leasing
Accounts receivables	242,769	258,897	Suppliers
Income tax and social contribu	22,276	13,907	Grants to pay
Others	67,208	66,610	Payroll
Total Current Assets	525,180	580,211	Taxes and social co
Non-current Assets			Installment taxes
Accounts receivables	10,760	14,660	Advance payment
Related Parties	8,710	7,866	Related parties
Judicial deposits and sureties	7,166	7,162	Accounts payable
Income tax and social contribu	62,972	53,090	Others
Investments	47,169	44,084	Total Current Liabilit
Immobilized	815,367	785,079	Non-current Liabilitie
Intangible	512,881	525,522	Loans and financing
Right of use	36,672	42,658	Leasing
Others	17,660	12,964	Installment taxes
Total Non-current Asset	1,519,357	1,493,085	Provision for estimation
			Related parties
			Provision for litigat
			Deferred taxes
			Accounts payable
			Other accounts pay
			Total Non-current Lia
			Shareholders' Equity
			Equity
			Special good will Re
			Costs on stocks issu

Total Asset

2,044,537 2,073,296

Total Liabilities and Shareholders Equity 2,044,537 2,073,296

6,587 15,211 64,489 65,821 12,620 11,676 24,849 28,625 utions 45,485 48,673 17,904 18,131 24,140 24,042 32,255 -18,880 12,945 30,604 31,792 277,421 322,882 990,560 977,538 43,454 40,800 64,508 56,406 158 158 osses 7,034 3,619 24,355 25,075 4,139 4,139 40,021 29,970 21,788 21,191 s 1,185,966 1,168,947 1,000,006 844,323 461,652 566,649 10,359 10,359 Equity Instrument (933,931) (888,858) Others results 18,018 Non-controling shareholders' share 43,064 30,976 Total Shareholders Equity 581,150 581,467

Income Statement (R\$ thousand)	1Q23	1Q22	Δ
Net Operating Revenue	188,845	99,226	90.3%
	· · · · ·		
Cost of services provided	(95,520)	(51,411)	85.8%
Cost Depreciation	(51,052)	(13,802)	269.9%
Gross Profit	42,273	34,013	24.3%
General and administrative expenses	(26,989)	(18,824)	43.4%
Depreciation and Amortization	(9,173)	(1,886)	n.a.
Equity Result	2,973	(1)	n.a.
Financial Income	4,578	14,314	-68.0%
Financial Expenses	(52,374)	(41,349)	26.7%
Others	2,745	(1,410)	-294.7%
Profit before income tax and social contribution	(35,967)	(15,143)	137.5%
Current Income Tax	(7,814)	(4,180)	86.9%
Deferred Income Tax	601	(52)	n.a.
Net Income	(43,180)	(19,375)	122.9%
Depreciation	60,225	15,688	n.a.
Financial Income	(4,578)	(14,314)	-68.0%
Financial Expenses	52,374	41,349	26.7%
IR & CS	7,213	4,232	70.4%
Non-recurring Expenses	-	1,196	n.a.
EBITDA	72,054	28,776	150.4%