



AGRIBRASIL

GRAO

B3 LISTED

2023 Results

Comments on Performance

São Paulo, March 27, 2024 In fulfillment of legal and statutory provisions, the Management of Humberg Agribrasil Comércio e Exportação de Grãos S.A. ("Agribrasil" or "Company") below presents its comments on performance and the Consolidated Financial Statements prepared in accordance with the International Financial Reporting Standards (IFRS) and also based on accounting practices generally accepted in Brazil as well as standards issued by Brazil's Securities and Exchange Commission (CVM). The Company adopted all standards, revisions of standards, and interpretations issued by the Accounting Pronouncements Committee (CPC) that are effective for the financial statements at December 31, 2023. Non-financial and non-accounting data, including forecasts and estimates, have not been audited.

We are very pleased to share the results achieved by Agribrasil throughout 2023.

The year was marked by record-breaking grain exports. According to data from the National Association of Cereal Exporters (ANEC), Brazil exported a total of 101.3 million tons of soybeans in 2023, a 30.2% increase compared to 2022, and 55.9 million tons of corn, setting a historic record and consolidating the nation as the world's largest corn exporter.

For Agribrasil, in particular, 2023 was positive in several ways:

The most significant milestone of the year was the successful launch of the grain operation at Terminal Santa Catarina S.A. (TESC), which rapidly demonstrated its exceptional potential.

The Agribrasil–TESC partnership in grain operations (with 1.4 million metric tons of corn shipped in the second semester of the year) and the good performance of the terminal in other activities allowed results and volumes to exceed expectations each month of the second semester.

TESC closed out the year with an EBITDA of R\$ 89 million; in the last months of the year, the monthly EBITDA was around R\$ 11.4 million. This performance, if annualized, would indicate an EBITDA of R\$ 137 million, i.e., a rate of results much higher than initially planned, which will lead to a faster deleveraging process for the port.

For Agribrasil, this result represents the first step in the transition from an Asset Light company to one that understands and has control over the logistics of shipping grains overseas from Brazil. It was also evidence of Agribrasil's and its partners' capability to carry out challenging plans.

The nation's logistics infrastructure was not prepared for the momentum of grain production, and bulk ports faced long waits for vessels. Demurrage costs accumulated as a result of long queues for docking.

Aware of these challenges, Agribrasil opted for a more conservative logistical positioning in the first semester, confident that the operational bottlenecks at the ports would become a competitive advantage for Agribrasil, by operating with no wait at TESC.

Our wagers on TESC and growth in corn exports proved to be the right decisions. In the fourth quarter, Agribrasil obtained a net income of R\$ 20 million, which contributed to an adjusted EBITDA of R\$ 60 million and an adjusted gross profit of R\$ 89 million for the year.

Message from Management

It is worth highlighting that this adjusted EBITDA of R\$ 60 million does not consolidate TESC's EBITDA, despite the 51% stake. If we considered the hypothetical EBITDA, incorporating the portion of TESC's EBITDA proportional to our stake in the port, Agribrasil would present an EBITDA of R\$ 105 million.

We achieved a net income of R\$ 1.2 million for the year, offsetting the results from the first semester. It is also noteworthy that this result includes non-cash accounting effects from Good Will amortization on the acquisition of TESC, amounting to R\$ 18.8 million. Excluding this effect, the net income would have been R\$ 20 million.

Another highlight includes the extension of the debt for the acquisition of TESC, aligning the debt repayment schedule more closely with the port's dividend flow. We have also invested in enhancements to our control structures and in strengthening our personnel in these functions.

We are proud of the results achieved in 2023 and remain optimistic about Agribrasil's future. We are committed to excellence and to our mission of feeding the world.



Operationalized volume was 797 thousand tons² in **4Q23** and 2.3 million tons² in **12M23**



In **4Q23**, net revenue reached R\$ 423 million ~US\$ 87 million. In **12M23**, revenue totaled R\$ 2.1 billion ~US\$ 432 million.



In **4Q23**, adjusted gross profit¹ totaled R\$ 28 million ~US\$ 6 million, with a margin of 6.5%. In **12M23**, it totaled R\$ 89 million¹ ~US\$ 18 million¹, with a margin of 4.2%



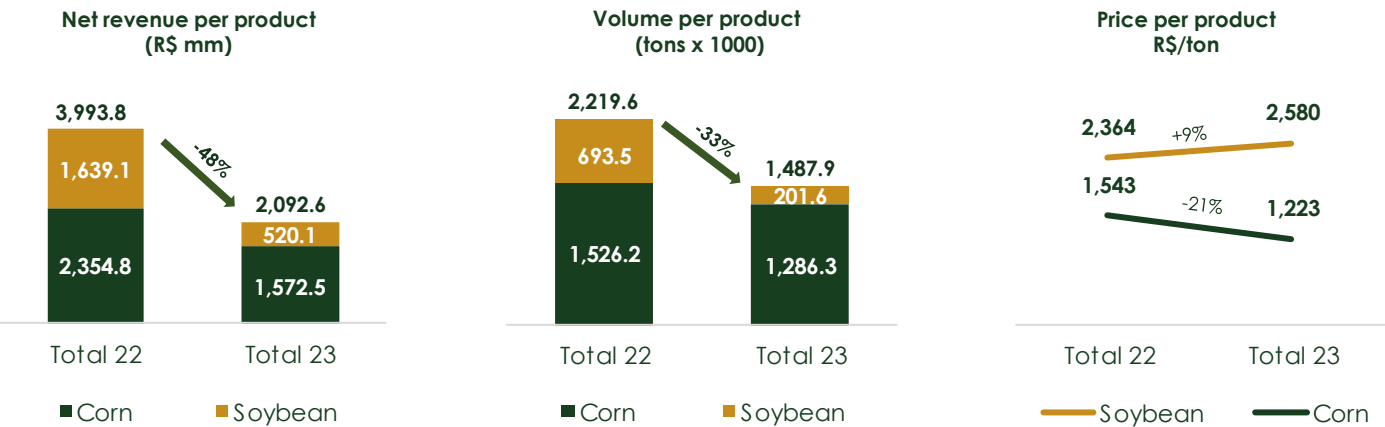
Adjusted EBITDA¹ reached R\$ 19 million ~US\$ 4 million, with an adjusted EBITDA margin of 4.4% in **4Q23**. In **12M23**, it reached R\$ 60 million ~USD 12 million, with a margin of 2.8%

¹ Considers exchange-rate changes and expenses associated with the recovery of PIS and Cofins credits (which are operational in nature).

² Part of this volume with no effect on net revenue only in gross profit.

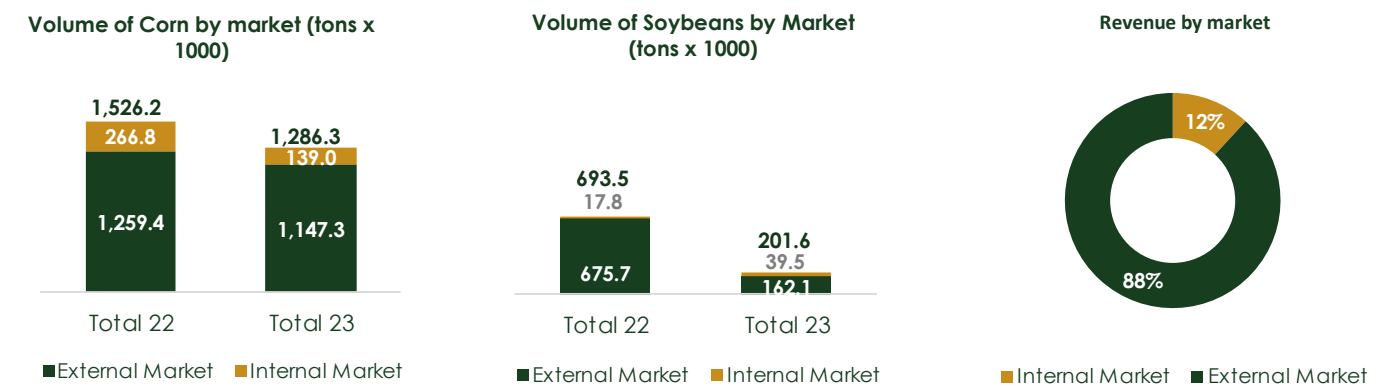
In 2023, our revenue reached R\$ 2.1 billion ~US\$ 432 million, resulting from the sale of 1.3 million tons of corn and 0.2 million tons of soybeans.

The reduction in volume, changes in the mix of products sold, and the downturn in corn prices led to a significant decrease in our revenue. However, as we will see in the following pages, we achieved higher margins than in previous years.



With sales totaling 1,286.3 thousand metric tons, corn remains our main product, with 1,147.3 thousand metric tons earmarked for export.

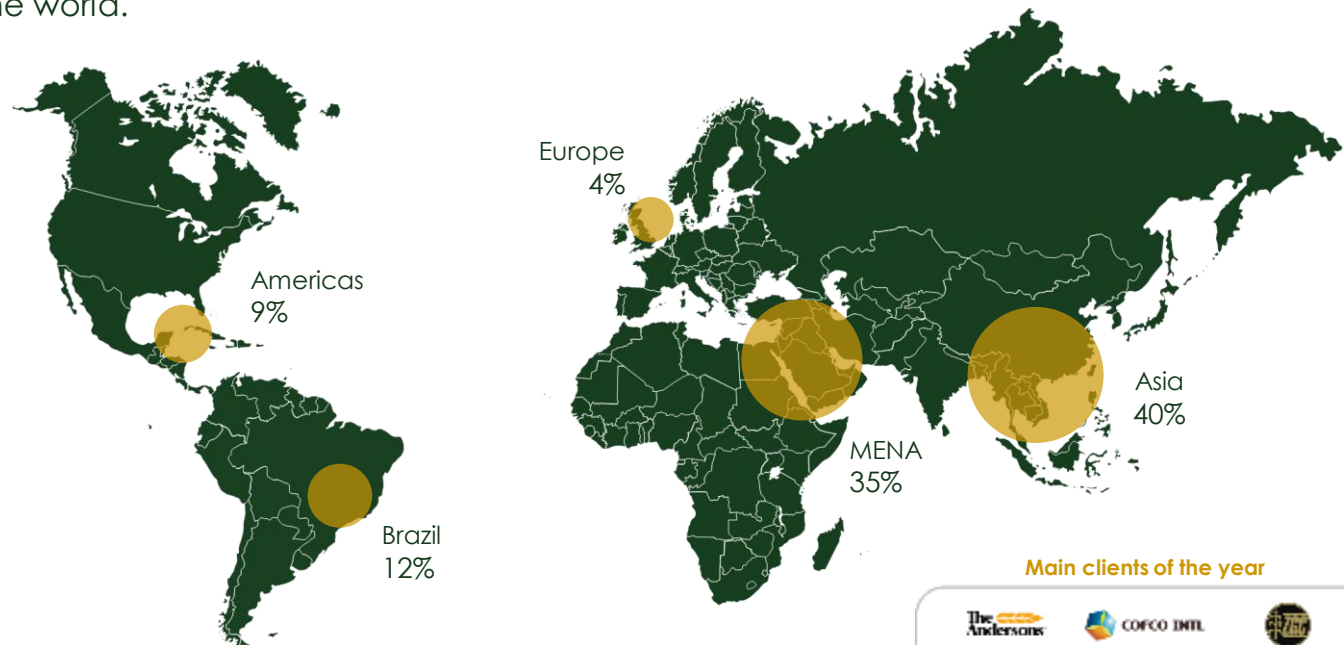
During 2023, the foreign market accounted for 88% of our total revenue, a slight increase from 2022 when it constituted 87%



¹ Considers exchange-rate changes and expenses associated with the recovery of PIS and Cofins credits (which are operational in nature).

Destination of Sales 2023

In 2023, 88% of our total revenue resulted from exports, thus fulfilling our mission to feed the world.

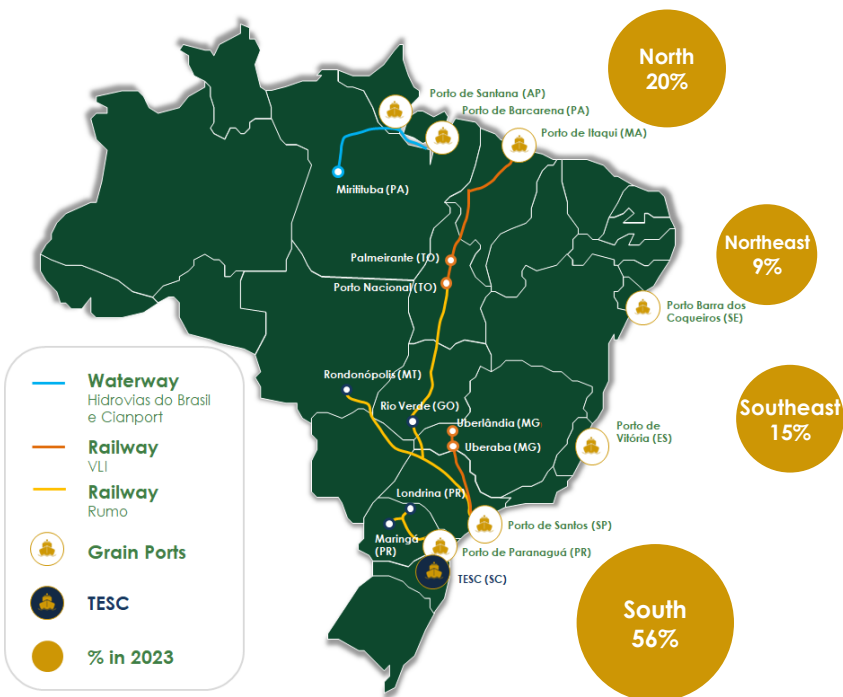


Main clients of the year



Logistics 2023

We operate in the main export logistics corridors.



40 thousand trucks



71 barges



1.3 thousand train cars



59 vessels

Sourcing Coverage in 2023

We continue to source grains from suppliers, distributed across key growing areas of Brazil, and operating in the foremost export logistics corridors:



Awards in 2023



1ST PLACE:
Champion in Foreign Trade

TOP 10 IN FINANCIAL INDICATORS

- 1 - Growth in Net Revenue
- 2 - Return on Equity (ROE)
- 3 - Asset Turnover
- 4 - Growth in Assets
- 5 - Net Income Margin
- 6 - Total Assets
- 7 - Operating Margin
- 10 - Net revenue



Adjusted gross profit and EBITDA

2023



+R\$ 89 million in
adjusted gross
profit¹



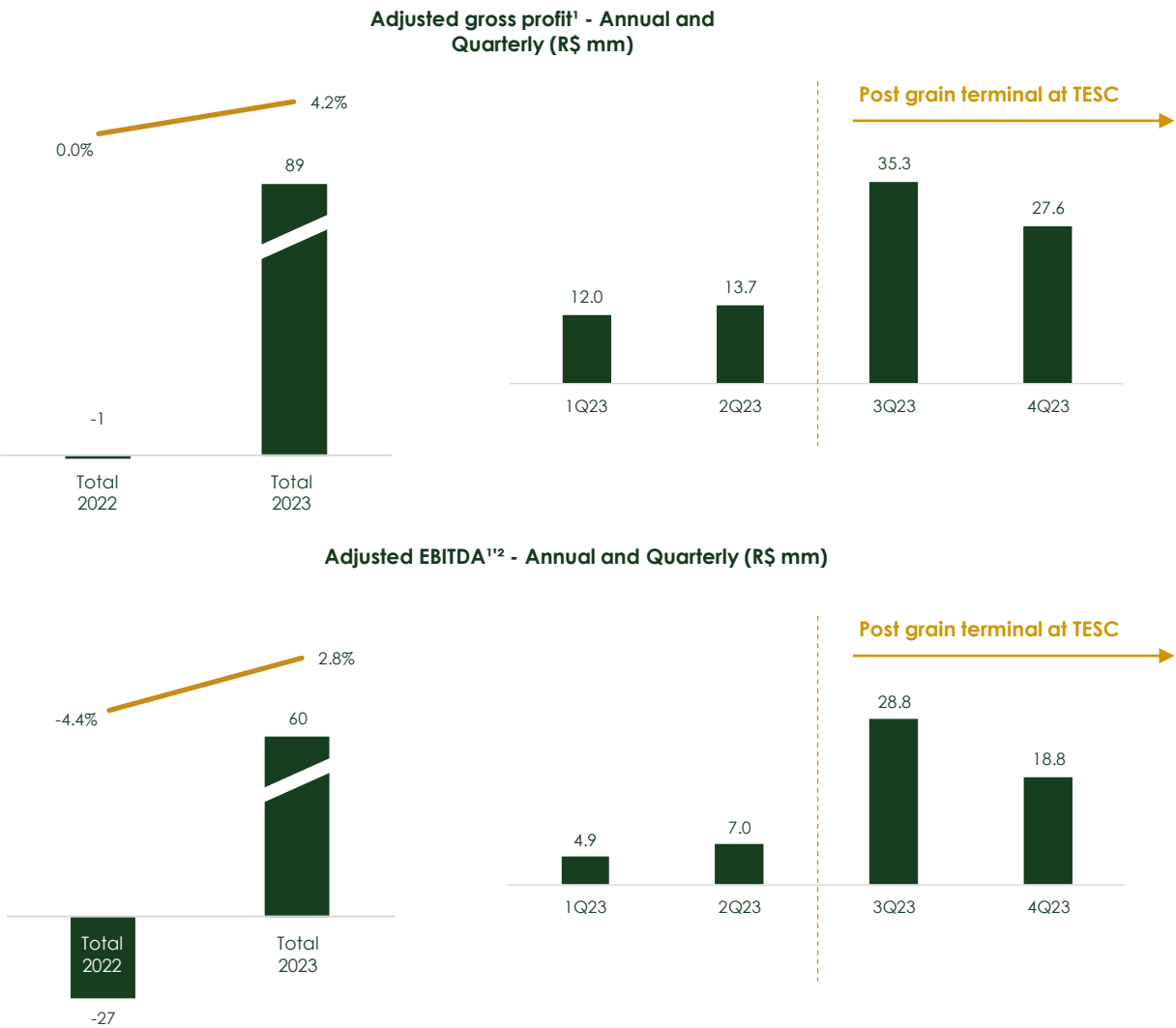
+R\$ 60 million
in adjusted
EBITDA¹



+R\$ 105 million
in EBITDA¹
combined with TESC

In 2023, our adjusted gross profit¹ reached R\$ 89 MM, and adjusted EBITDA¹ reached R\$ 60 MM. Compared to 2022, when these numbers were -R\$ 1 MM and R\$ -27 MM, respectively, the significant improvement in our results is clear.

This evolution is largely due to lower-risk logistics operations, especially with the start of operations at TESC in the second semester of 2023, in addition to the identification and exploitation of opportunities.

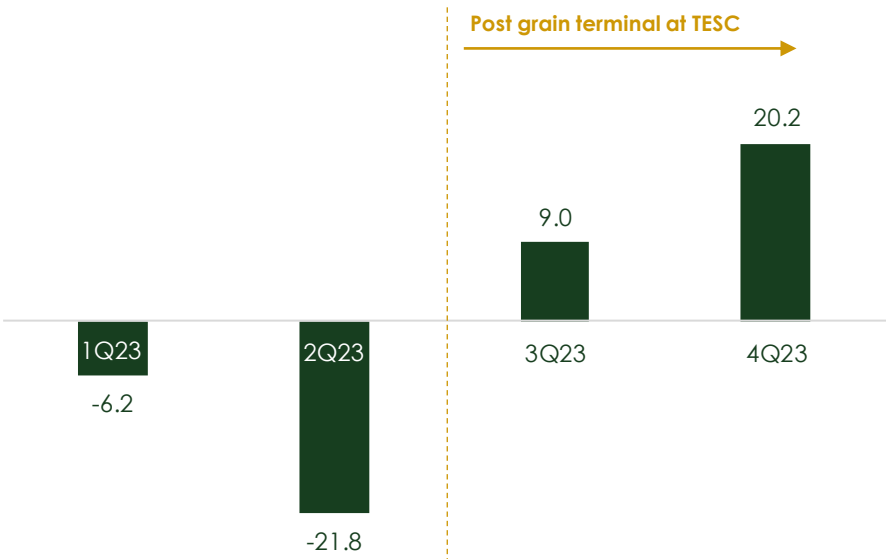


¹ Considers exchange rate changes and expenses associated with the recovery of PIS and Cofins credits (which are operational in nature).

² Adjusted EBITDA does not consider the capital gain in 2022 for comparative purposes.

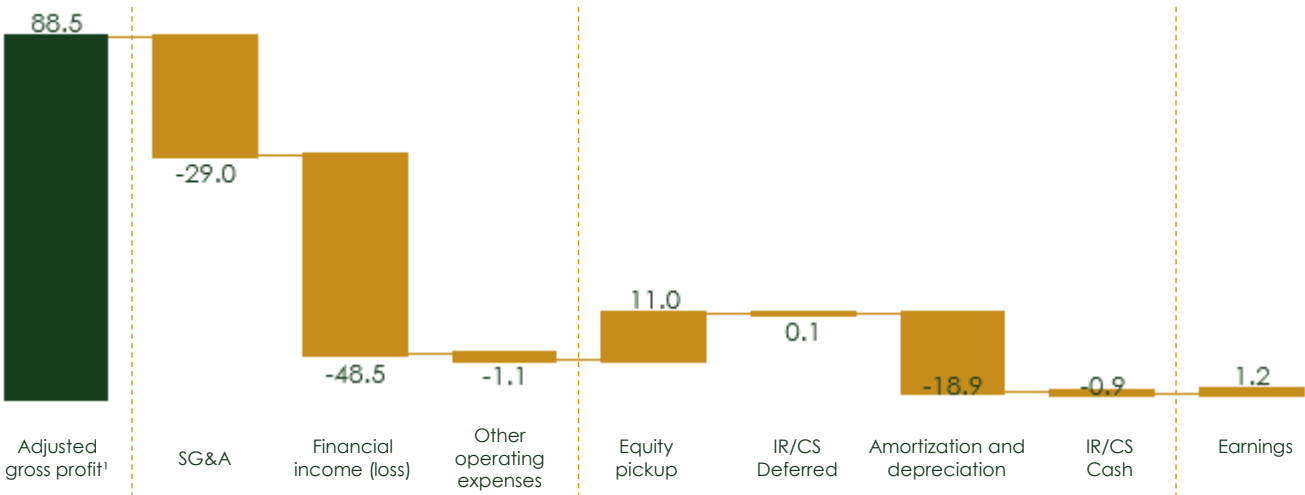
In Q4 2023, we achieved earnings of R\$ 20 million, continuing the improvement seen in the previous quarter, driven by the competitive advantage provided by the Agribrasil-TESC relationship.

Earnings - Quarter over Quarter in 2023 (R\$'000)



The year ended with an accumulated R\$ 1 million net profit, as reported below.:

Composition of Earnings in 2023 (R\$'000)



¹ Considers exchange-rate changes and expenses associated with the recovery of PIS and Cofins credits (which are operational in nature).

Agribrasil Managerial Result

The table below reports the company's managerial results, broken down by quarter and cumulative for the year:

Consolidated Income Statement (BRL 000)	1T23	2T23	3T23	4T23	2023
Net Revenue	577.155	172.716	919.363	423.452	2.092.686
Cost of Goods Sold (COGS)	(497.619)	(149.991)	(817.202)	(338.887)	(1.803.699)
Logistic Costs	(56.277)	(25.942)	(78.013)	(64.981)	(225.212)
Contracts to Market	(20.650)	11.733	7.622	13.788	12.492
Exchange Variation	9.355	5.189	3.494	(5.801)	12.237
Gross Profit	11.965	13.706	35.264	27.570	88.504
Gross Profit %	2,1%	7,9%	3,8%	6,5%	4,2%
SG&A	(7.102)	(6.661)	(6.442)	(8.784)	(28.988)
People Cost	(3.436)	(3.706)	(3.900)	(4.295)	(15.337)
Third Parties	(1.463)	(1.882)	(1.221)	(823)	(5.388)
Administrative	(2.203)	(1.073)	(1.321)	(1.312)	(5.909)
Bonus provision	-	-	-	(2.354)	(2.354)
EBITDA	4.863	7.044	28.822	18.786	59.516
Adjusted EBITDA %	0,8%	4,1%	3,1%	4,4%	2,8%
Depreciation and Amortization	(4.730)	(4.732)	(4.733)	(4.734)	(18.929)
Finance Results	(6.654)	(20.470)	(6.490)	(14.871)	(48.484)
Finance Expense (Recurring)	406	1.191	834	1.563	3.994
Finance Income (Recurring)	(9.177)	(10.220)	(6.077)	(6.355)	(31.829)
Finance Expense TESC Acquisition	(5.610)	(4.975)	(4.881)	(4.387)	(19.853)
Finance Income/Expense (Non Recurring)	7.727	(6.466)	3.634	(5.692)	(796)
Other operating income and expenses	(154)	(2.447)	(3.404)	4.879	(1.126)
Equity pickup	1.442	(1.239)	4.621	6.223	11.047
EBT	(5.233)	(21.843)	18.817	10.283	2.024
Current Tax	(3)	(906)	3	(4)	(910)
Deferred Tax	(985)	975	(9.864)	9.965	92
Earnings	(6.221)	(21.774)	8.956	20.244	1.206

For a better understanding of Agribrasil results, three adjustments within lines are important. They are:

- Foreign Exchange Variation – According to accounting rules, foreign exchange variation is included in the financial result group. However, since we always hedge our foreign exchange exposure, the hedge result is part of the operational result. It is not possible to understand the operational margins without considering the hedge results. Therefore, in our managerial reports, we move the variation result above the gross margin. This adjustment does not change the final result; it is merely a rearrangement between lines. The difference between the financial result in accounting and the managerial financial result is the foreign exchange variation moved above the gross profit.
- Legal expenses related to PIS/COFINS tax recovery - In many domestic market operations (where the buyer is a national company/entity), the PIS/COFINS credit is an important component in evaluating the economic viability of the operation. Some operations only become viable because there is confidence that the credit will actually be used/recovered. Accountably, we attribute the effect of the credit as an integral part of the gross margin. However, often, the legal expenses related to the recovery of this PIS/COFINS are accounted for, in SG&A. We understand that these expenses reduce the benefit of the PIS/COFINS credit and should also be considered in the gross margin. Therefore, managerially, we move these expenses from SG&A to COGS.
- Depreciation/Amortization expenses outside of SG&A - Accountably, all depreciation/amortization expenses are within the Administrative Expenses group. Managerially, we highlight these expenses and place them below EBITDA, calculating EBITDA within the result and not starting from the result and returning the relevant items (I., T., D., and A.).

In 2020, we acquired a 51% stake in TESC, a port located in São Francisco do Sul, which is 100 km south of Paranaguá in Santa Catarina, Brazil, with the vision of implementing a grain exporting operation.



Below is a breakdown of TESC's port infrastructure:

Berth 301

Length: 384 meters LOA and Max Beam: 245m/40.9m Draft: 12.8m (E/K)
Air draft: 21 m
Maximum DWT: 125,000 MT
Operations: Shipment of plant-based and multipurpose bulk.

Shiploader

30 meter mobile (retractable) boom;
Charging rate up to 2,000 tons/hour;
Spout trimming system.

Berth 300

LOA and Max Beam: 184m/40.9m
Draft 12.4 m (stern) x 12.2 m (bow)
Air draft: Not applicable
Operations: Multipurpose

Silos

With 3 (three) silos available, our total storage capacity reaches 90,000 metric tons - each silo supporting 30,000 metric tons individually.

Berth 302

Length: 264 meters LOA and Max Beam: 200 m/ 40 m Draft: 12 m (stern) x 11 m (bow) Air draft: Multipurpose with an emphasis on steel mills (AMV cabotage).

Warehouses

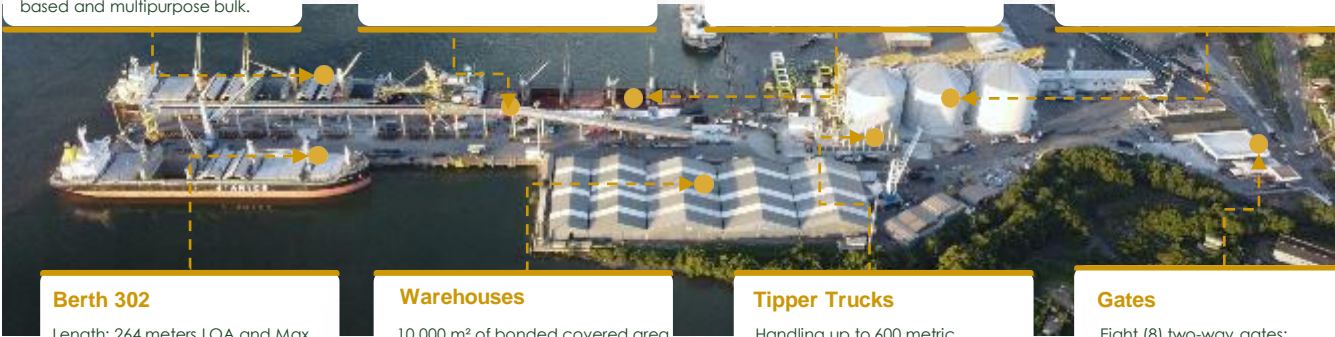
10,000 m² of bonded covered area with continuous monitoring (CCTV). Efficient LED lighting and use of natural light

Tipper Trucks

Handling up to 600 metric tons/hour (Approx. 15 vehicles/hour);
Chassis lock for trailers up to 30 m;
Lifting up to 100 metric tons.

Gates

Eight (8) two-way gates;
Reinforced security through automated controls (OCR/RFID/Biometrics).



The table below reports the company's managerial results, considering Agribrasil's 51% participation in TESC, followed by the detailed results of TESC.

Consolidated Income Statement (BRL 000)	100% Agribrasil	100% TESC	51% TESC	Consolidated
Net Revenue	2.092.686	198.165	101.064	2.193.750
Costs	(2.004.182)	(92.628)	(47.240)	(2.051.422)
Adjusted Gross Margin	88.504	105.536	53.824	142.328
SG&A	(28.988)	(17.265)	(8.805)	(37.793)
Adjusted EBITDA	59.516	88.272	45.019	104.535
Adjusted EBITDA %	2,8%	44,5%	44,5%	4,8%
Depreciation and Amortization	(18.929)	(16.250)	(8.287)	(27.217)
Finance Results	(48.484)	(37.874)	(19.316)	(67.800)
Other operating income and expenses	(1.126)	(6.035)	(3.078)	(4.204)
Equity pickup	11.048	-	-	11.048
Profit Before Tax	2.024	28.112	14.337	16.362
IR/CSLL Current Tax	(910)	(4.370)	(2.229)	(3.139)
Deferred Tax	92	(6.124)	(3.123)	(3.031)
Net Income	1.206	17.619	8.986	10.191

Details of TESC results

Consolidated Income Statement (BRL 000)	1T23	2T23	3T23	4T23	2023
Net Revenue	41.601	28.972	62.803	64.789	198.165
Fixed expenses	(4.216)	(4.096)	(6.302)	(5.403)	(20.017)
Variable expenses	(18.138)	(12.325)	(21.490)	(20.659)	(72.612)
Gross Margin	19.247	12.551	35.011	38.727	105.536
SG&A	(3.969)	(4.291)	(4.486)	(4.519)	(17.265)
EBITDA	15.278	8.260	30.525	34.208	88.272
Margem EBITDA %	36,7%	28,5%	48,6%	52,8%	44,5%
Depreciation and Amortization	(2.147)	(2.143)	(5.207)	(6.753)	(16.250)
Operational Results	13.132	6.118	25.317	27.455	72.022
Other operating income and expenses	(1.143)	(2.009)	(3.116)	233	(6.035)
Finance Results	(8.242)	(5.652)	(10.959)	(13.021)	(37.874)
Profit Before Tax	3.746	(1.543)	11.242	14.667	28.112
IR/CSLL Current Tax	-	-	(1.603)	(2.767)	(4.370)
Deferred Tax	(1.442)	(408)	(2.266)	(2.009)	(6.124)
Net Income	2.304	(1.951)	7.374	9.892	17.619

1 – Breakdown of Adjusted EBITDA

Composition of Adjusted EBITDA (BRL 000)	2023
Earnings	1,206
(+) Tax	(818)
Profit Before Tax	2,024
(+) Depreciation and Amortization	18,928
(-) Equity pickup	11,047
(-) Other operating income and expenses	4,879
(-) Finance Results	(38,479)
EBITDA	43,505
(+) SG&A Non recurring	6,007
(+) Other Expenses	62
(+) Exchange Variation	12,237
(-) Provisions for financial expenses related to the operation	(2,296)
Adjusted EBITDA	59,516

2 – Breakdown of Adjusted gross profit

Composition of Adjusted Gross Profit (BRL 000)	2023
Net Revenue	2,092,686
COGS	(2,006,787)
Gross Margin	85,899
(+) Exchange Variation	12,237
(-) Legal expenses related to PIS&COFINS	(7,218)
(-) Provisions for financial expenses related to the operation	(2,296)
(-) Brokers fee	(118)
Adjusted Gross Margin	88,504

Relationship with the independent auditors

In accordance with CVM Instruction 381/03, the Company informs that Ernst & Young Auditores Independentes S.S. audited its financial statements for the year ending December 31, 2023. The Company and its subsidiaries manage the engagement of independent auditors to ensure no conflicts of interest or compromises to independence or objectivity, adhering to principles that safeguard auditor independence.

As per the requirements of CVM Instruction 381/03, Article 2, item III, it's important to note that the Company and its subsidiaries consult with independent auditors before contracting additional professional services unrelated to external accounting audits. This is to ensure such services do not impede the auditors' independence and objectivity required for independent audit tasks and to secure the necessary approval from the Executive Committee.

Throughout the fiscal year concluding on December 31, 2023, the auditors provided no services other than the external audit

Statement of the Executive Board

In compliance with the provisions contained in CVM Instruction 480/2009, the board of directors declares that it discussed and reviewed the opinions expressed in the independent auditors' report, with which it fully agreed, and approved the financial statements for the fiscal year ended December 31, 2023.

Disclaimer

To facilitate presentation, certain percentages and amounts in this document have been rounded. Consequently, total figures in some tables might not equal the sum of their components and may vary from those in the financial statements. Additionally, quarterly and operational (non-financial and non-accounting) data are not audited or reviewed by independent auditors, as they are metrics not recognized under IFRS or other accounting standards.