

# IIIIIIIIIIII EARNINGS

### IN FOCUS

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### IN FOCUS ITAÚSA

### AGENDA

01



BUSINESS ENVIRONMENT

02



2024 EARNINGS 03



LIQUIDITY MANAGEMENT

04



**DIVIDENDS** 

05



FINAL REMARKS

06



Q&A SESSION



### BUSINESS

### ENVIRONMENT





# SLOWDOWN SCENARIO FOR2025



Brazilian GDP<sup>1</sup>

3.4%

(**a** 0.2 p.p. vs. 2023)

Selic<sup>1</sup>

12.25% p.y.

(**△**0.5 p.p. vs. 2023)

IPCA<sup>1</sup>

4.8%

(**△**0.2 p.p. vs. 2023)

**2025e**<sup>2</sup>

2024

2.2%

(▼1.4 p.p. vs. 2024)

15.75% p.y.

(**A**3.5 p.p. vs. 2024)

5.8%

(**1.0** p.p. vs. 2024)



LOWER GROWTH

HIGH INTEREST RATE



INFLATION

ABOVE TARGET

# 01 RECORD RESULTS



2024

Net Income<sup>1</sup>

<sub>R\$</sub> 14.8 bn

▲9.7% vs. 2023

Recurring Net Income<sup>2</sup>

<sub>R\$</sub> 14.8 bn

▲21.5% vs. 2023

Shareholders' Equity

R\$ 90.4 bn

▲9.0% vs. 12.31.2023

ROE

17.4% p.y.

0.0 p.p. vs. 2023

Recurring ROE<sup>2</sup>

17.4% p.y.

▲ 1.7 p.p. vs. 2023

Portfolio Market Value<sup>3</sup>

R\$ 121.5 bn

▼11% vs. 12.31.2023

<sup>(1)</sup> Impacted by non-recurring events totaling -R\$ 3 million in 2024 and -R\$ 663 million in 2023.

<sup>(2)</sup> For better comparability, XP Inc.'s 2023 results have been excluded from the recurring result.

<sup>(3)</sup> Sum of the market value on 12.30.2024 of listed companies, book value (Copa Energia, Aegea) and fair value (NTS) recorded in the Balance Sheet on 12.31.2024.

# PERFORMANCE OF ITSA4 SHARES OVERCOME BENCHMARKS



	12 months <sup>2</sup>	5 years <sup>2</sup>	10 years <sup>2</sup>
ITSA4 <sup>1</sup>	<b>V4.6%</b>	<b>▲6.7%</b>	<b>209.5%</b>
IBOVESPA	<b>V10.4%</b>	<b>4.0%</b>	<b>140.5%</b>
IBrX100	<b>V9.7%</b>	<b>4.7%</b>	<b>146.2%</b>

### EXCESSIVE DISCOUNT

# DOES NOT REFLECT THE PORTFOLIO VALUE



Portfolio Market Value (Feb/2025)<sup>2</sup>



R\$ 116.6 billion

R\$ 9.6
billion
Other
investees<sup>1</sup>

R\$ **126.2** billion

Itaúsa's Market Cap (Feb/2025)<sup>2</sup>

ITAÚSA



R\$ 95.3 billion

Does not reflect the end of fiscal inefficiency

(2) Data from February 28, 2025.

<sup>(1)</sup> Includes other assets and liabilities of Itaúsa as of 12.31.2024. Unlisted investees are considered at book value or fair value as of 12.31.2024

### EARNINGS

2024





#### 2024 vs. 2023

### **INVESTEES' RECURRING RESULT<sup>1</sup>**



#### **Financial**



R\$ 41.1 bn Net Income

**24%** 

21.1% Recurring ROE

▲ **1.7** p.p.

#### Consumer Goods



R\$ 353 MM Recurring EBITDA

**64%** 

R\$ 158 MM Recurring **Net Income** vs. -R\$49 MM in 2023

#### Materials for DEXCO **Civil Construction**

R\$ 1.7 bn Recurring and **Adjusted EBITDA** 

**18%** 

R\$ 199 MM Net Income

**V** 68%

#### Infrastructure and Mobility



R\$ 8.3 bn Recurring and **Adjusted EBITDA** 

**A** 7%

R\$ 1.8 bn Recurring **Net Income** 

**26%** 



#### **Sanitation**



R\$ 6.4 bn Consolidated Adjusted EBITDA<sup>2</sup>

**41%** 

R\$ 2.0 bn Consolidated Net Income

**▲** 52%

R\$ 483 MM Controlling Net Income<sup>1</sup>

**T** 17%

#### **Distribution** of LPG



R\$ 1.1 bn EBITDA

**▲** 0.2%

R\$ **597** MM **Recurring Net** Income

**6%** 

#### Transportation of Natural Gas



R\$ 6.6 bn EBITDA

**V** 4%

R\$ 3.3 bn Net Income

**1**%

# BREAKDOWN OF ITAÚSA'S RECURRING NET INCOME (in R\$ million)



15,722

**796**Non-financial Sector

(691)

(294)

44

14,780

itaú

15,126

(199) Others<sup>1</sup>

Investees' Result

**R\$ 13,327**2023<sup>2</sup>
(▲18%)

Holding Result

-R\$ 683 2023 (▲1%) Financial Result

-R\$ 576 2023 (▼49%) Income tax and social contribution

**R\$ 95** 2023 (▼54%) 2024 Recurring Net Income

**R\$ 12,163**2023
(▲22%)

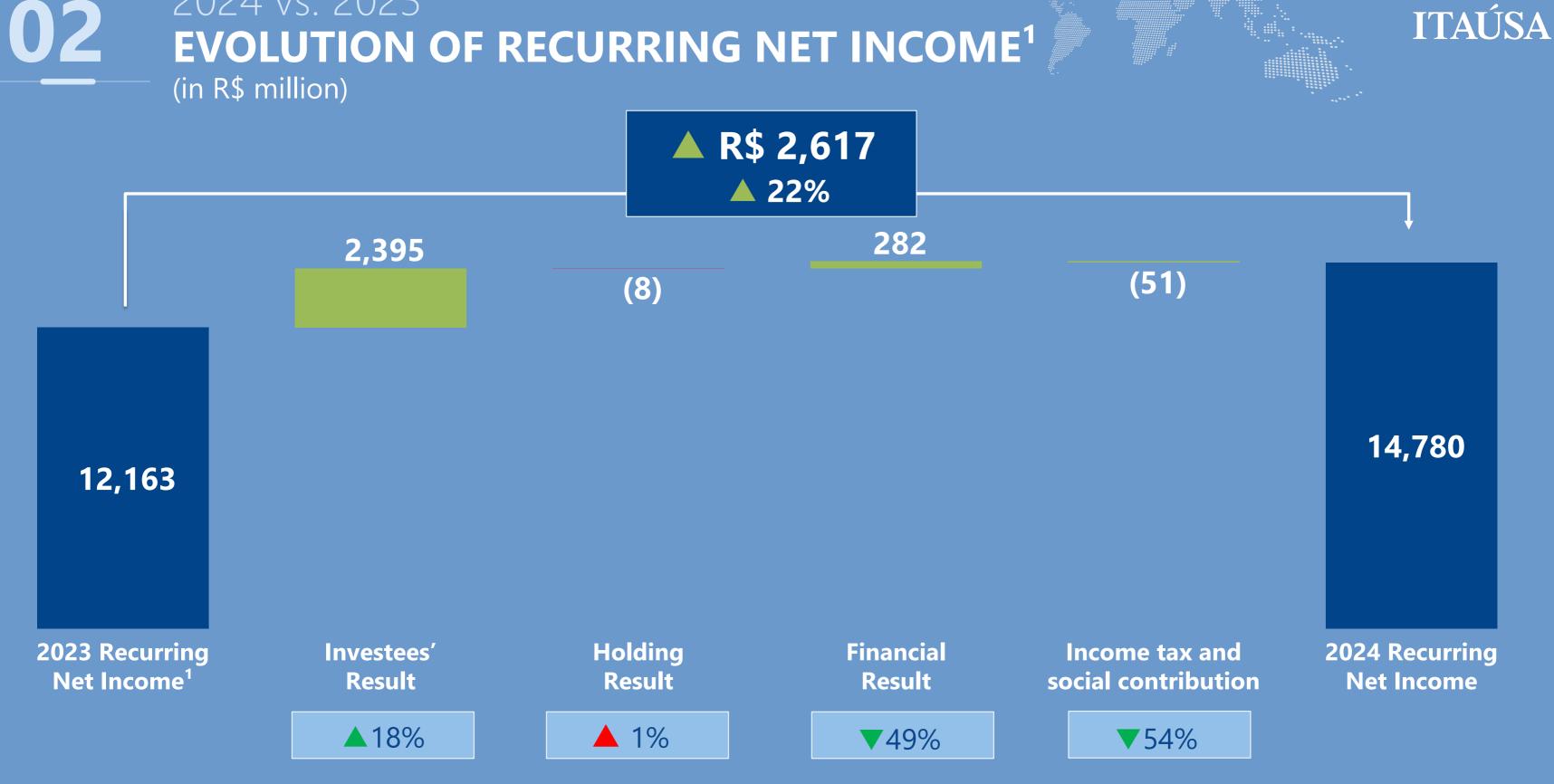
<sup>(1)</sup> Refers mainly to the amortization of capital gains attributed in the PPAs (purchase price allocation) of investments in Alpargatas, Copa Energia, Aegea Saneamento and CCR Group.

<sup>(2)</sup> For better comparability, XP Inc.'s 2023 results have been excluded from the recurring result.

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2024 vs. 2023

### **EVOLUTION OF RECURRING NET INCOME<sup>1</sup>**



RESULTADOS

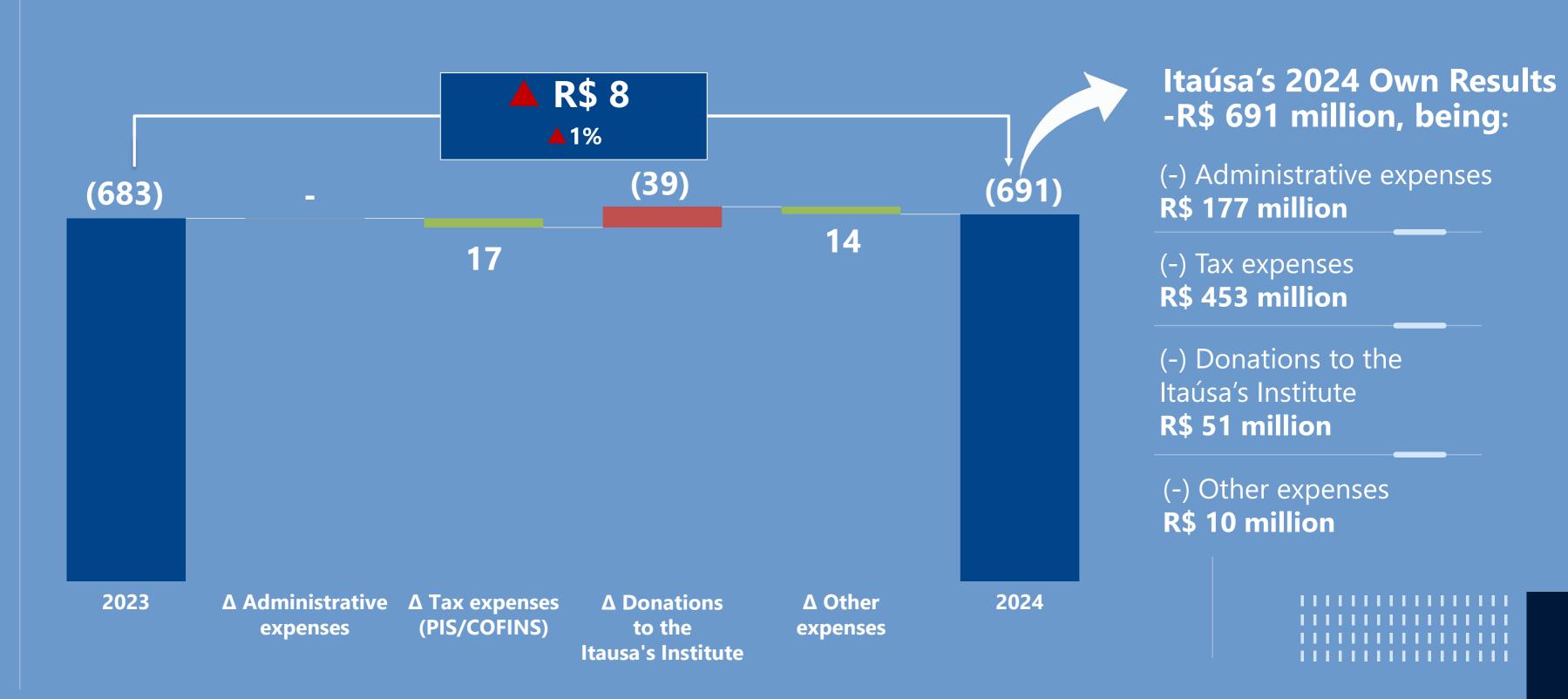
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2024 vs. 2023

### **EVOLUTION OF HOLDING RESULTS**

(in R\$ million)





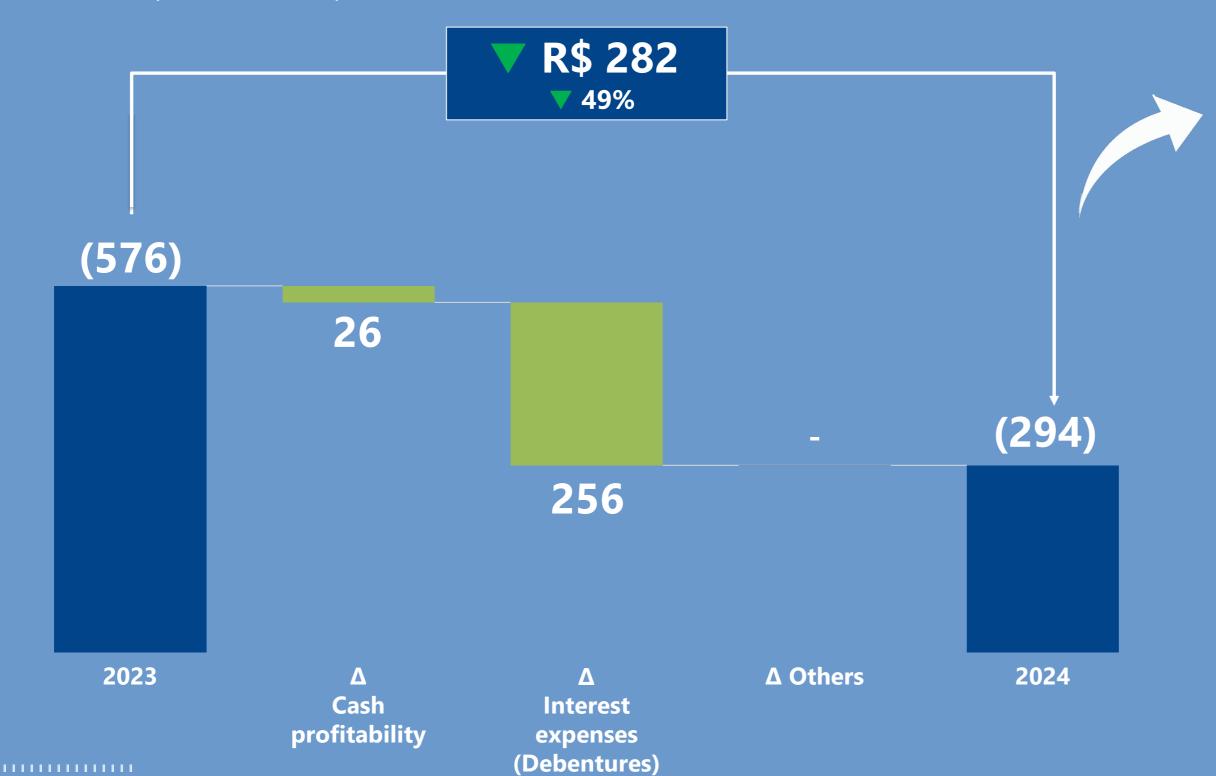
2024 vs. 2023

### **EVOLUTION OF FINANCIAL RESULTS**

(in R\$ million)



IN FOCUS **ITAÚSA** 



**2024 Financial Results** -R\$ 294 million, being:

(+) Cash profitability R\$ 444 million

(-) Interest expenses R\$ 739 million (-26% vs. 2023)

(-) Others R\$ 1 million



## LIQUIDITY MANAGEMENT





### TRACK RECORD OF THE LIABILITY MANAGEMENT STRATEGY



	2022	2023	2024
Liability Management Strategy	Gross debt reduction	Debt reduction and extension	Debt extension and reduction of average cost
	Prepayment ( <b>R\$ 1.8 bn</b> ) <sup>1</sup>	Prepayment ( <b>R\$ 2.5 bn</b> ) <sup>2</sup> + Refinancing ( <b>R\$ 1.25 bn</b> ) <sup>3</sup>	Refinancing ( <b>R\$ 1.3 bn</b> ) <sup>4</sup>



**82% Net Debt**(vs. Sep/22)<sup>6</sup>

50%
Debt Service<sup>5</sup>
(vs. Sep/22)<sup>6</sup>

2.3 years
Average Term
(vs. Sep/22)<sup>6</sup>

No amortization until 2028

Rating **AAA** 

<sup>(1)</sup> Early redemption of the 2<sup>nd</sup> issue of debentures (R\$800 million) and the 2<sup>nd</sup> series of the 5<sup>th</sup> issue of debentures (R\$1.0 billion). (2) Early redemption of the 1<sup>st</sup> series of the 5<sup>th</sup> issue of debentures (R\$2.5 billion). (3) 6<sup>th</sup> issue of debentures for early redemption of the 3<sup>rd</sup> issue of debentures (R\$1.3 billion) concluded in 4Q24. (5) Considers the average cost of 3Q22 (CDI+1.43% p.y.) and 3Q24 Proforma (CDI+1.54% p.y.) multiplied by the balance of Gross Debt at the end of those quarters. (6) Comparative period chosen because it was Itaúsa's period of greatest leverage.

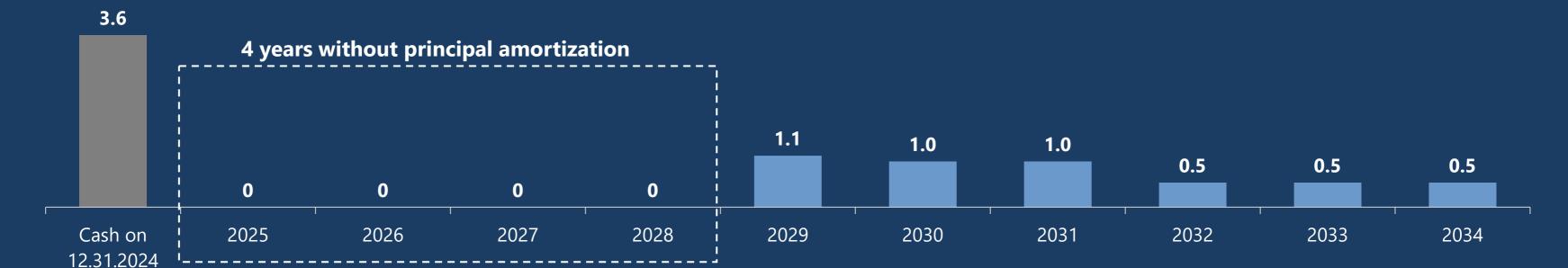
### 103 LIABILITY MANAGEMENT STRATEGY



#### **Amortization Schedule**<sup>1</sup>

(in R\$ billion)

Schedule as of 12.31.2024



Average Cost (vs. 1.98% on 06.30.24)

Indebtedness (Net Debt/Equity)

CDI+
1.54% p.y.

1.0%

Net Debt R\$ 1.1 bn

Leverage (Net Debt/NAV)

0.8%

Average Term (vs. 6 years in 06.30.24)

Interest Coverage (Dividends 2 /Interest Expenses)

13.0x

<sup>(1)</sup> It does not include possible payment of tax liabilities accounted for.

<sup>(2)</sup> Considers the dividends received from investees in the last 12 months.

### IN FOCUS ITAÚSA

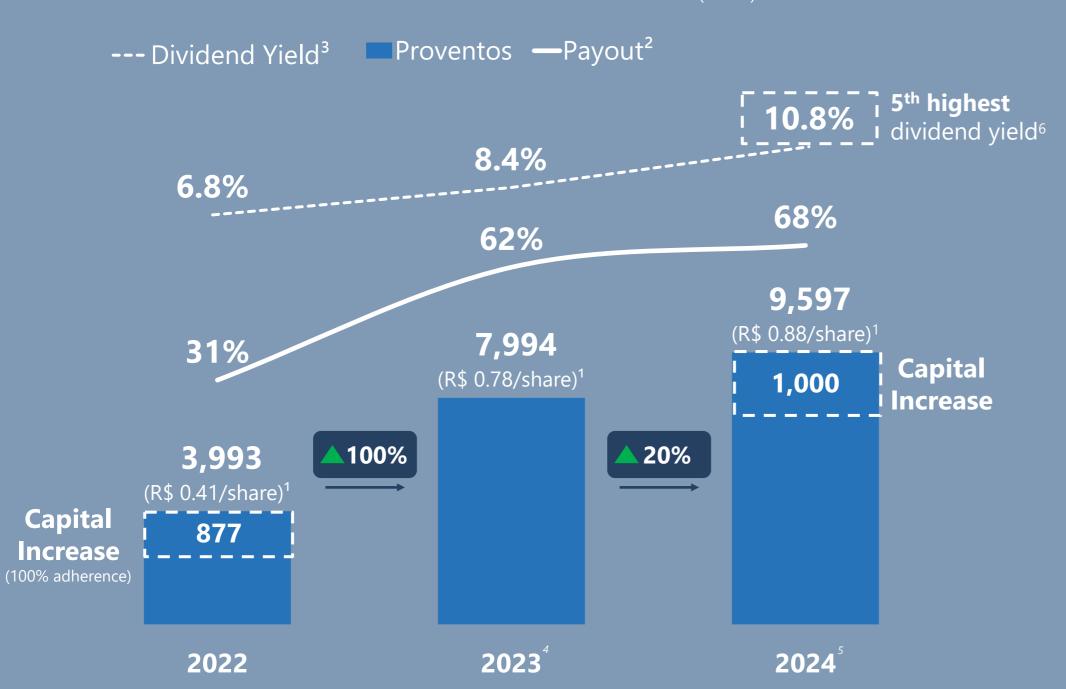
### DIVIDENDS





### DECLARATION OF

### R\$ 9.6 BN OF DIVIDENDS IN 2024





#### **Subscription**

(Capital Increase)





R\$6.70 (~30% discount)





#### **5% Bonus Share**

Based on the shareholding position as of Dec 2, 2024

R\$ 7bn capital increase of revenue reserve

Issue of ~516MM shares at R\$ 13.56

5 new shares for every 100 shares

<sup>(1)</sup> Considers dividends adjusted by corporate events.

<sup>(2)</sup> Payout = Earnings (net) paid and payable (fiscal year) / Net Income deducted from the 5% of legal reserve.

<sup>(3)</sup> According to market convention, the Dividend Yield was calculated based on gross earnings per share adjusted by corporate events (bonus shares and subscription).

<sup>(4)</sup> Dividend Yield 2023 takes into account LTM ending Feb/24 (extraordinary dividends)

 <sup>(5)</sup> Dividend Yield 2024 takes into account LTM ending Feb/25 (extraordinary dividends).
 (6) Consider only the stocks listed on the Ibovespa with a Negotiability Index greater than 0.5 on 02.28.2025. Source: Economática.

### ITAÚSA

# FINAL REMARKS



# FINAL REMARKS 2024



#### ITAÚSA

Successful execution of **liability management** strategy

**Growing results:** resilient portfolio

Increased payout and dividend yield

21st year on the **Dow Jones Sustainability Index** 

4<sup>th</sup> consecutive year **Great Place to Work** 

1st year of Itaúsa's Institute

#### **Portfolio with consistent results**



- Sustainable growth
- High profitability
- Customer-centric culture
- Digital transformation and efficiency



- Consistent value generation
- High cash generation and deleveraging



- Wood Division highlighted
- Best mix in Metals and Sanitary Ware
- Challenges in Tiles
- LD Celulose's operational record



- Entry of new concessions
- Incréase in billed volumeSignificant growth in
- Significant growth if operating results



- Operational efficiency
- Focus on core and simplification
- Efficient capital allocation
- Recurring cash generation



Predictability with strong cash generation



- Growth in all three modals
- Operational efficiency
- Discipline in capital allocation



# FINAL REMARKS 2025 OUTLOOK





Continuity of the Liability Management strategy



Focus on portfolio efficiency and profitability



Consistency and solidity of the portfolio



Ongoing focus on active portfolio management



Reflections of the end of tax inefficiency on the share discount



No prospect of change in dividend declaration practice (transfer from the financial sector)

### IN FOCUS ITAÚSA

## Q&A SESSION





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