

Rafael Espirito Santo

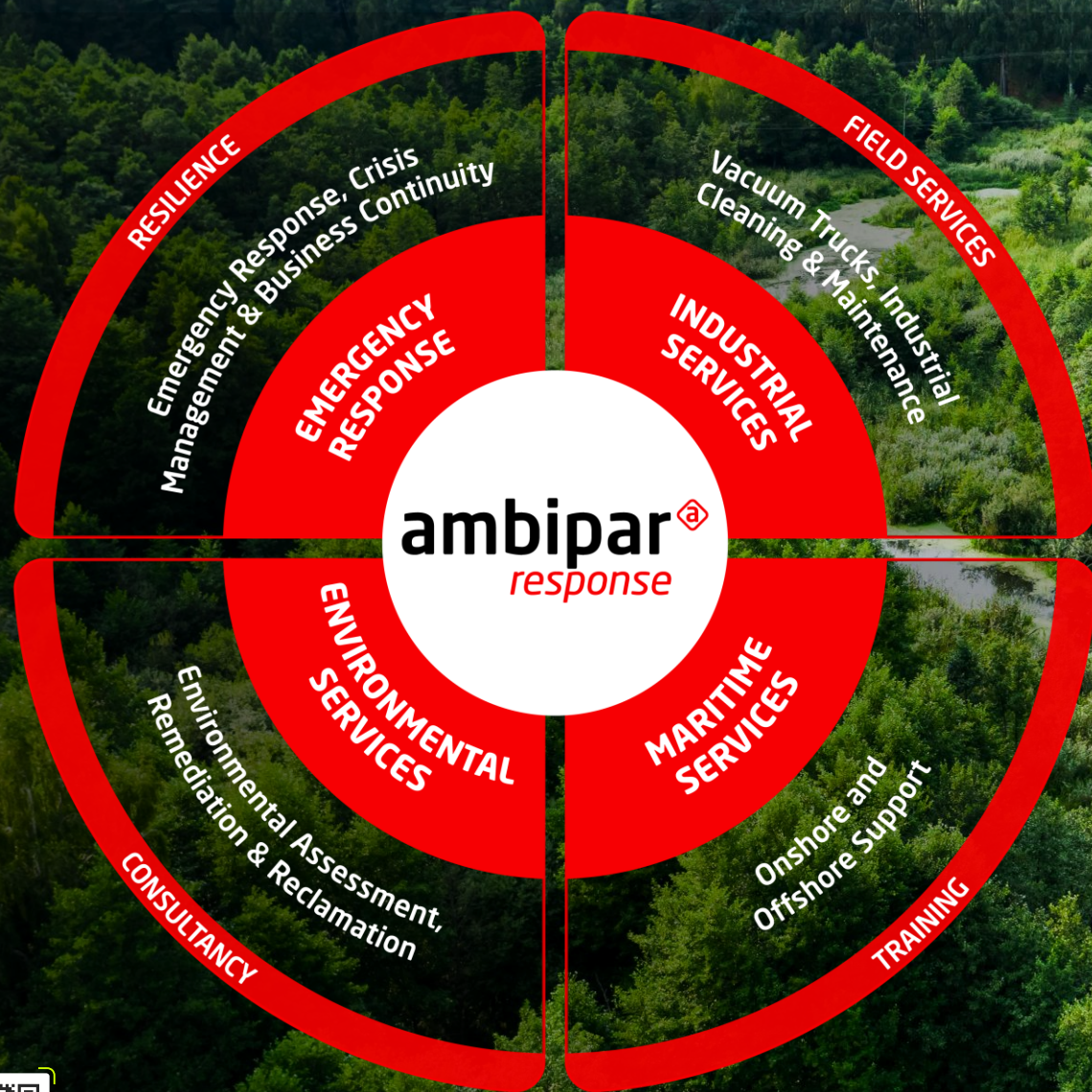
CEO



1. Pre and Post IPO Positioning
2. Business model
3. Track record and cases
4. Opportunity

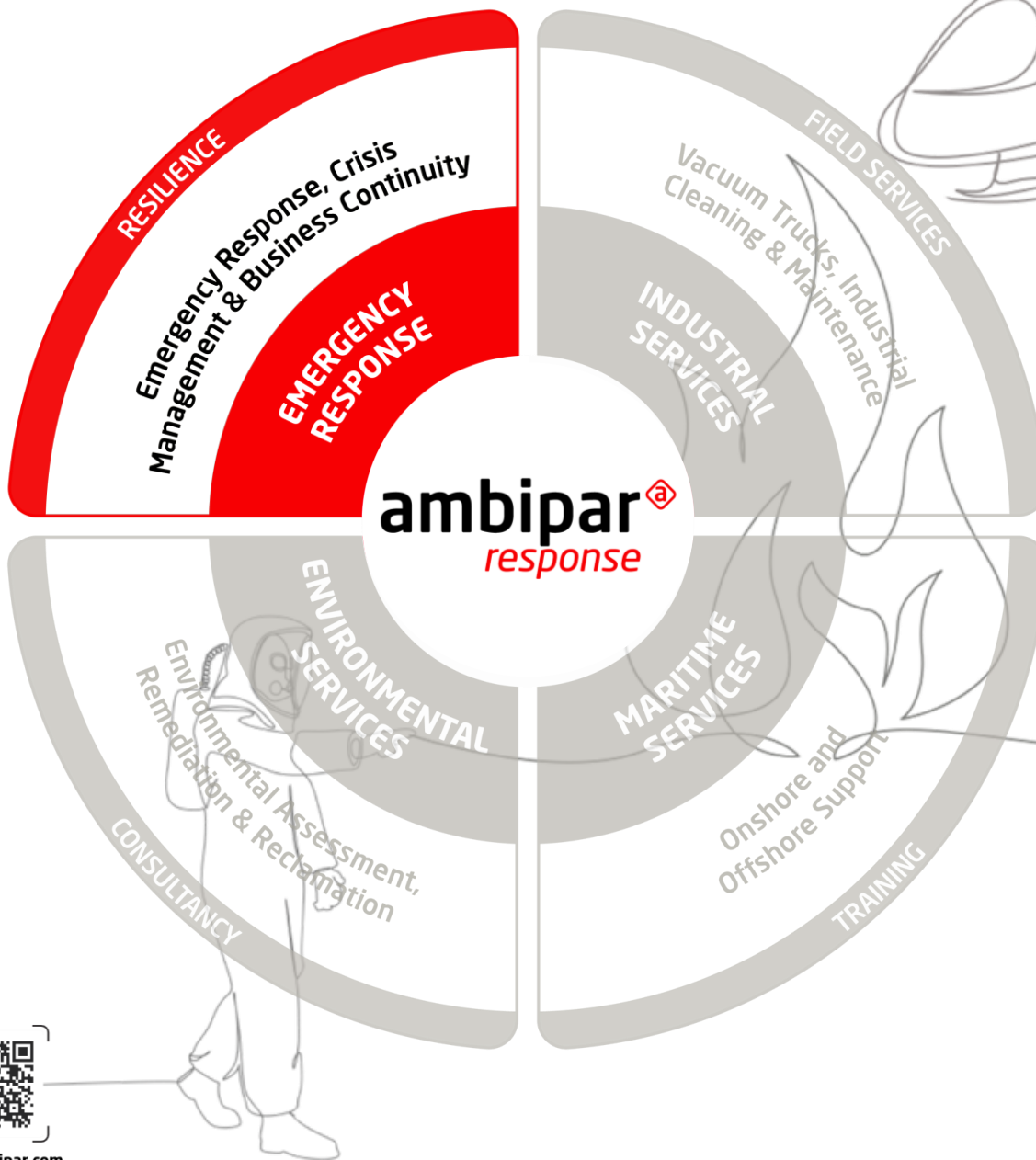






Our mission is to ensure the continuity of your business, preserve your reputation, and **protect the environment.**





EMERGENCY RESPONSE[®]

Crisis Management

Emergency Response

A leader in crisis management and emergency response,

Ambipar specializes in responding to environmental emergencies, serving all scenarios (road, rail, industrial, maritime, river, pipeline and forest) and manages emergencies globally in a simultaneous, scalable and standardized way.

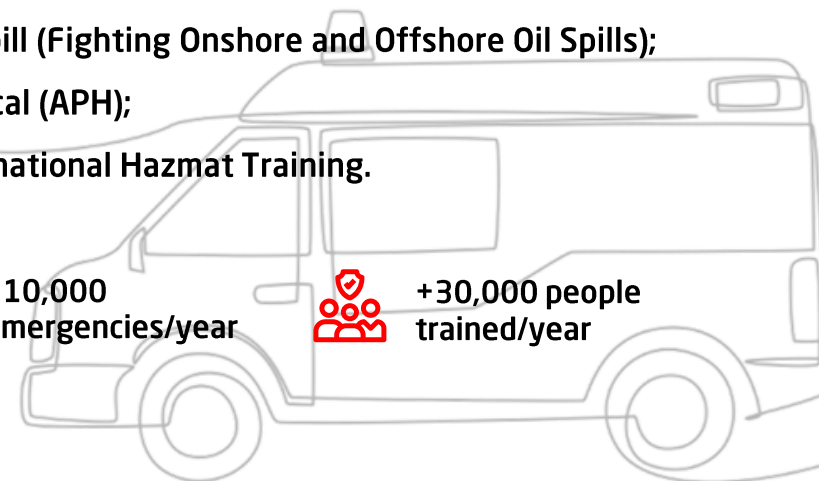
- ◆ Hazmat (Emergency Response with Dangerous Goods);
- ◆ Fire (Industrial and Forest Fire Fighting);
- ◆ Oil Spill (Fighting Onshore and Offshore Oil Spills);
- ◆ Medical (APH);
- ◆ International Hazmat Training.

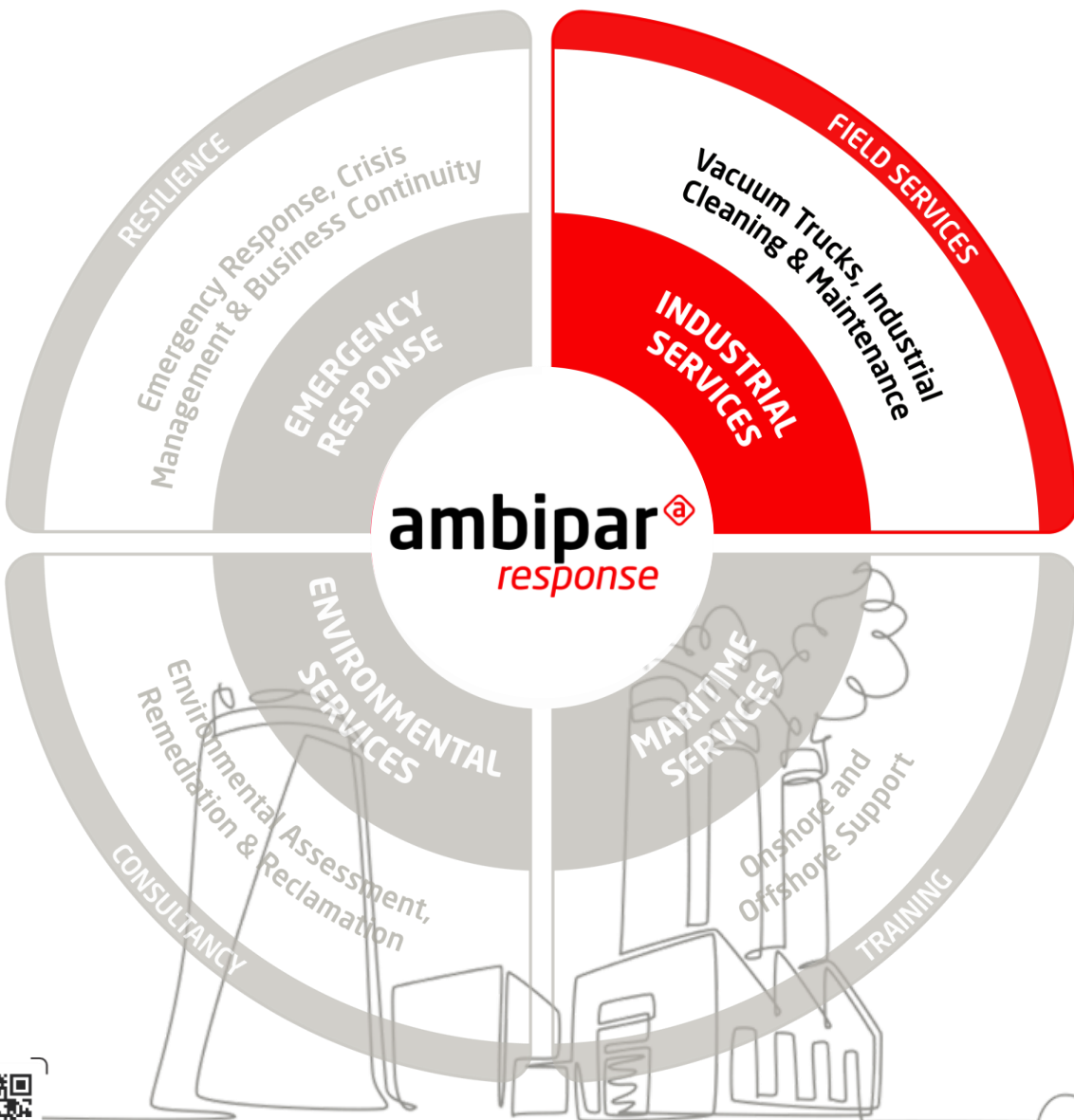


+10,000
Emergencies/year



+30,000 people
trained/year





INDUSTRIAL SERVICES[®]

Industrial Cleaning

Repair & Maintenance

Ambipar is specialized in **working at height and confined space, with professionals certified by IRATA**. In addition, the company operates in the manufacture and rental of equipment for the industry, as well as in the cleaning, repair and maintenance of tanks.

- ◆ Industrial and Naval Technical Cleaning;
- ◆ Repair and Painting of Naval and Industrial Tanks;
- ◆ Industrial Mountaineering;
- ◆ Manufacture of robots for industrial cleaning and firefighting;
- ◆ Rental of EX equipment for work in confined spaces.



Onshore



Offshore





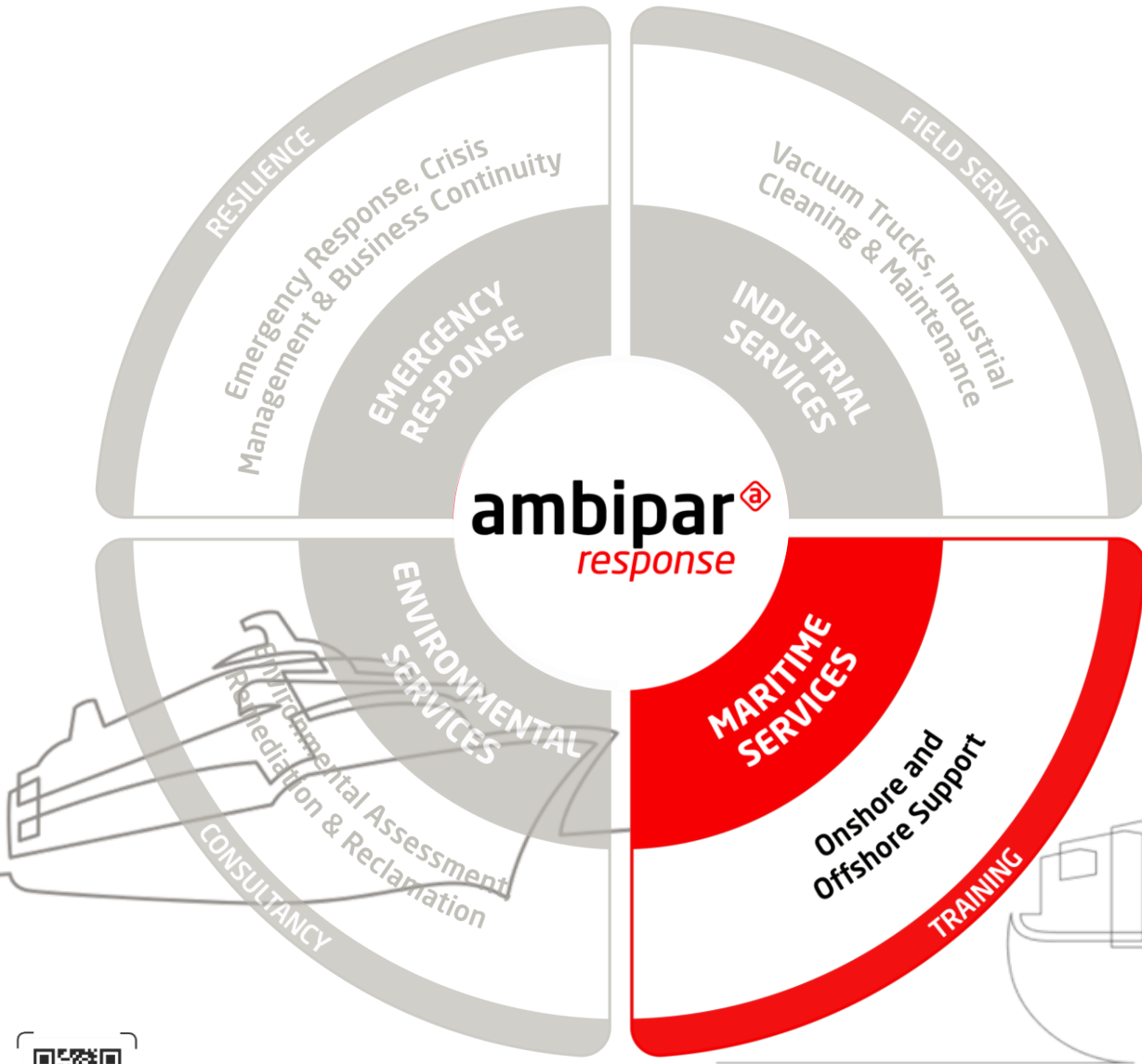
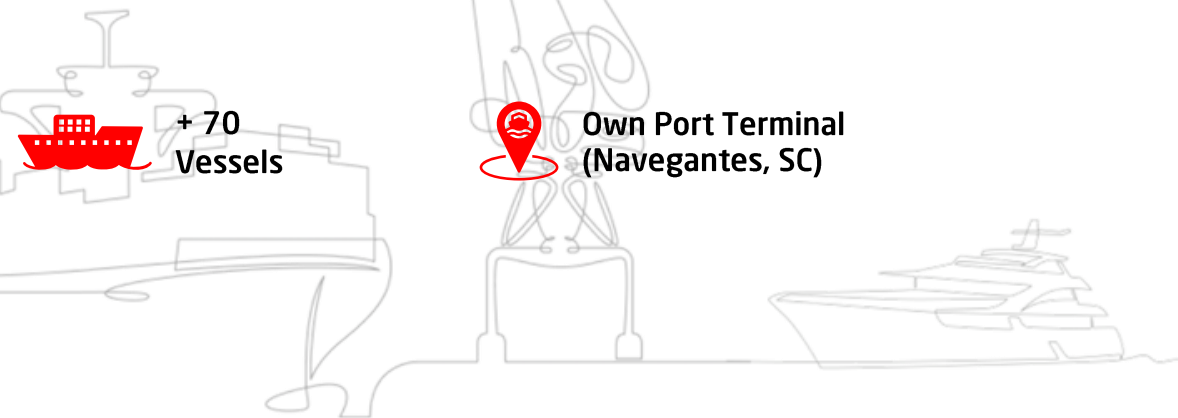
MARITIME SERVICES[®]

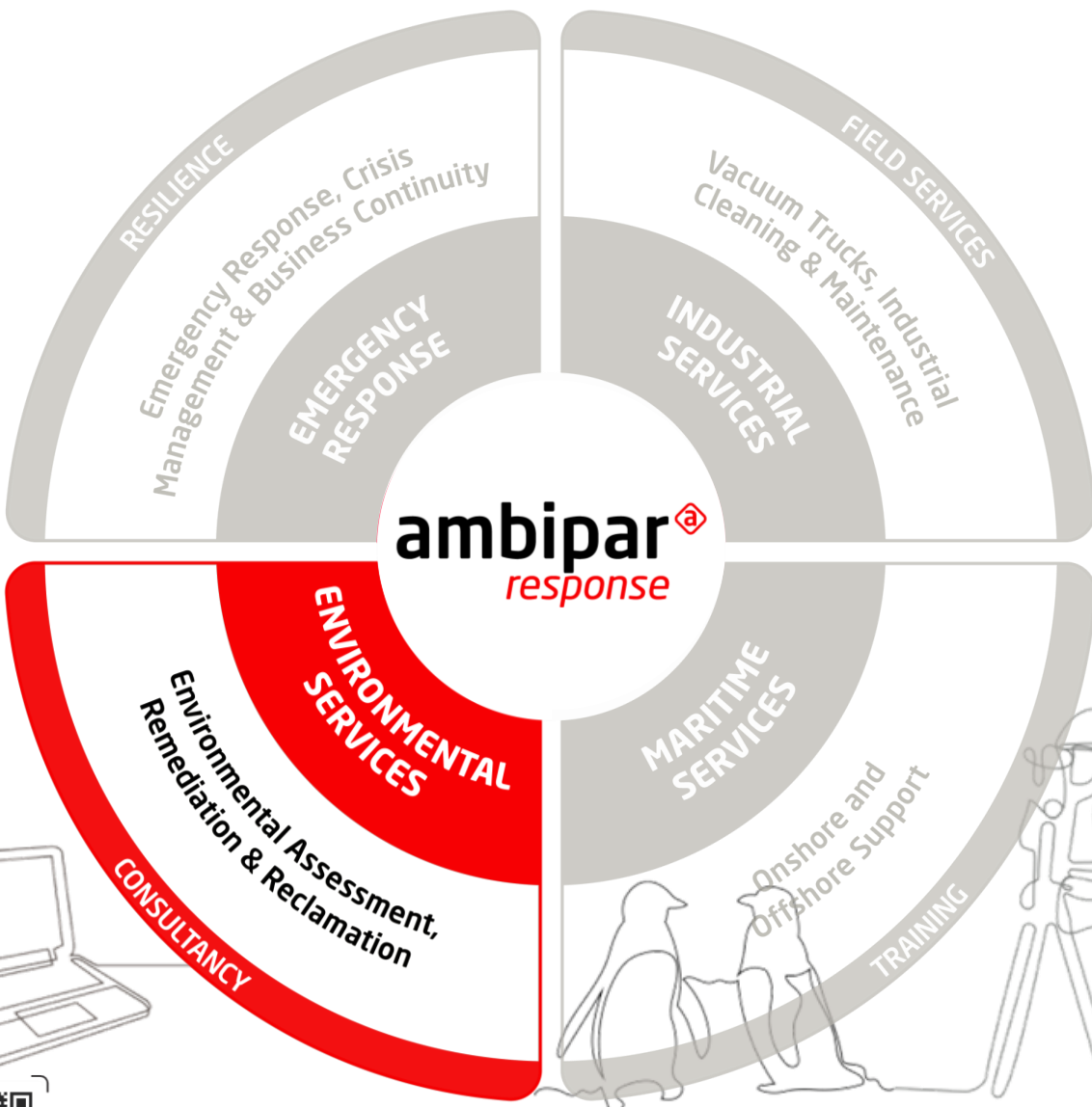
Port Support

Offshore

Ambipar offers emergency bases for oil spill response and operates ships for **port support & offshore support** for the oil and gas market.

- ◆ Preventive Siege and Oil Spill Fighting;
- ◆ Vessels for Environmental Monitoring, Research and Bathymetry;
- ◆ Scouts for Seismic Ships;
- ◆ Transportation of personnel and equipment.





ENVIRONMENTAL SERVICES[®]

Environmental Consulting and Analysis

Remediation

Ambipar offers **consulting services, environmental analysis, recovery and remediation of contaminated areas** and has its own technology for manufacturing and operating its equipment.

- ◆ Environmental Licensing.
- ◆ Environmental Monitoring Programs;
- ◆ Remediation of Contaminated Areas;
- ◆ Rehabilitation of Fauna and Flora.



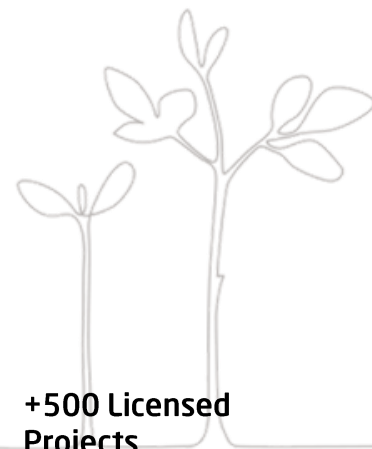
+3,500
Environmental
Projects



+350 Ground
Remediation
Operations



+500 Licensed
Projects



POST IPO EVOLUTION

Gain of scale through platform and cross-sell effects

	Pre-IPO	Post-IPO
Business Unit	Emergency Response	- Emergency Response - Environmental Services - Industrial Services - Maritime Services
Countries	14	40
Bases	124	348
Services/year	5,300	52,000
Annual Revenue (R\$M)	226	2,590
EBITDA (R\$M)	61	664
EBITDA Margin	27%	26%



THESIS SUMMARY

Gain of scale through platform and cross-sell effects



Proven business model



Growing demand driven by compliance with environmental regulations



Globally fragmented market



Well positioned to replicate model in North America



Track record of growth with profitability



BUSINESS MODEL



BUSINESS MODEL



Winning Positioning

1. Key Supplier

- Positioned where regulation and criticality make us mandatory
-

2. Complete portfolio with Platform Effect

- We serve the client in all critical needs, sharing people and assets
 - Commercial and cost efficiency
-

3. Revenue Predictability

- Geographic and business segment diversification
 - Uncorrelated with major events
 - Subscription contracts, recurring services
-

4. Standardized Operation

- Provides ability to scale
- Quality always for the customer





1. Key Supplier

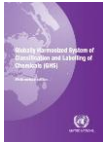
Different regulations that make the purchase of Response services mandatory and recurring

Global

UN Regulation



Orange Book:
HAZMAT
transport and
storage



Purple Book:
HAZMAT
Classification

Country

Federal Legislation 6938/81

National
Environmental Policy

Federal Legislation 9605/98

Environmental Crimes

City

Municipal Legislation SP 50446/2009

Emergency Action
Plan



Each country regulates activities that are potentially harmful to the environment



Customers are co-responsible for damages caused and are subject to federal environmental crimes laws



All waste from emergencies handled by Ambipar Response must be disposed of properly, in accordance with waste policies



(1) Non-exhaustive list of regulations

Environmental protection regulation is complex and is not the core business of customers

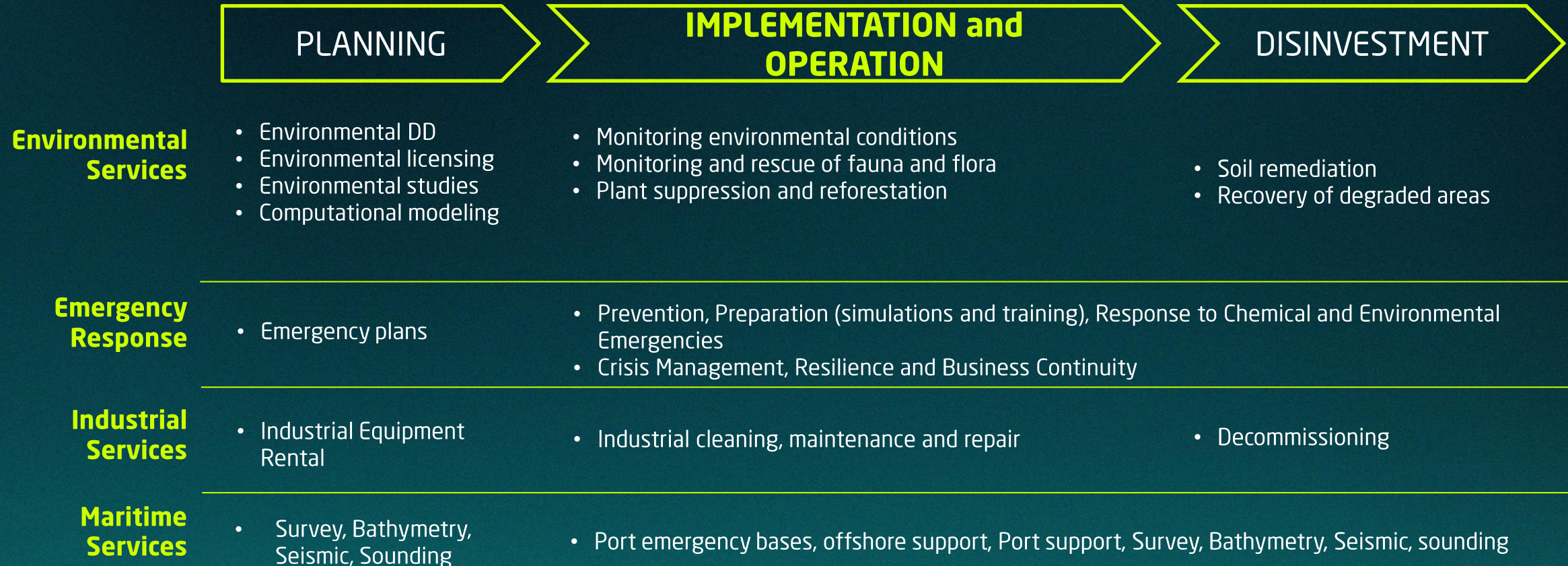


Ambipar Response specializes in providing services that allow companies to comply with environmental standards

This generates recurring demand and revenue for Ambipar

2. Complete portfolio with Platform Effect

SERVICE PLATFORM PRESENT THROUGHOUT THE ENTIRE LIFE CYCLE OF A ENTERPRISE



3. Revenue Predictability

PREDICTABLE REVENUE AND RESULT EFFICIENCY WHEN REACHING SCALE

Subscription model with high
renewal rates

+

Long-term contracts (dedicated
bases, outsourcing, industrial
environmental projects)

+

Asset sharing

+

High switching cost for the
customer

=

Recurrence and (Re)Occurrence

+50 thousand services/year

Little dependence on specific events

Attractive margins





4. Standardized Operation

6 SERVICE PILLARS CREATE COMPETITIVE ADVANTAGE OF SCALE



Geographic Capillarity - National Coverage



Asset Standardization



Specialized and Highly Trained Labor



Integrated Dispatch Command Center



Recognized Technical Expertise



Massive and Integrated Commercial Service

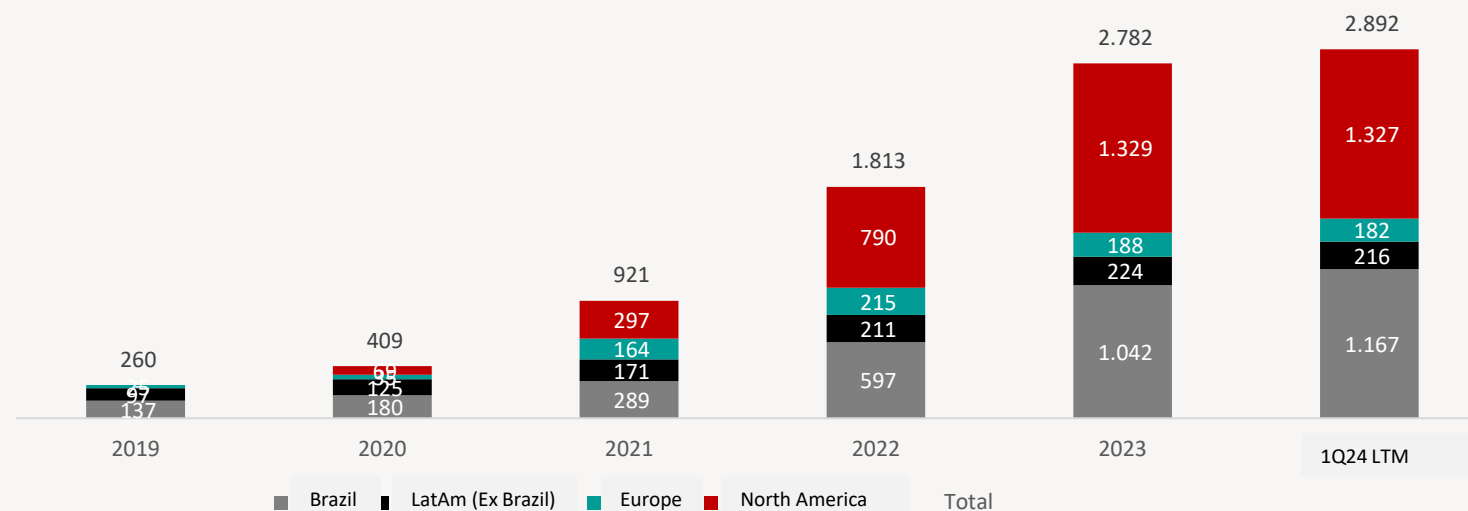


TRACK RECORD AND CASES



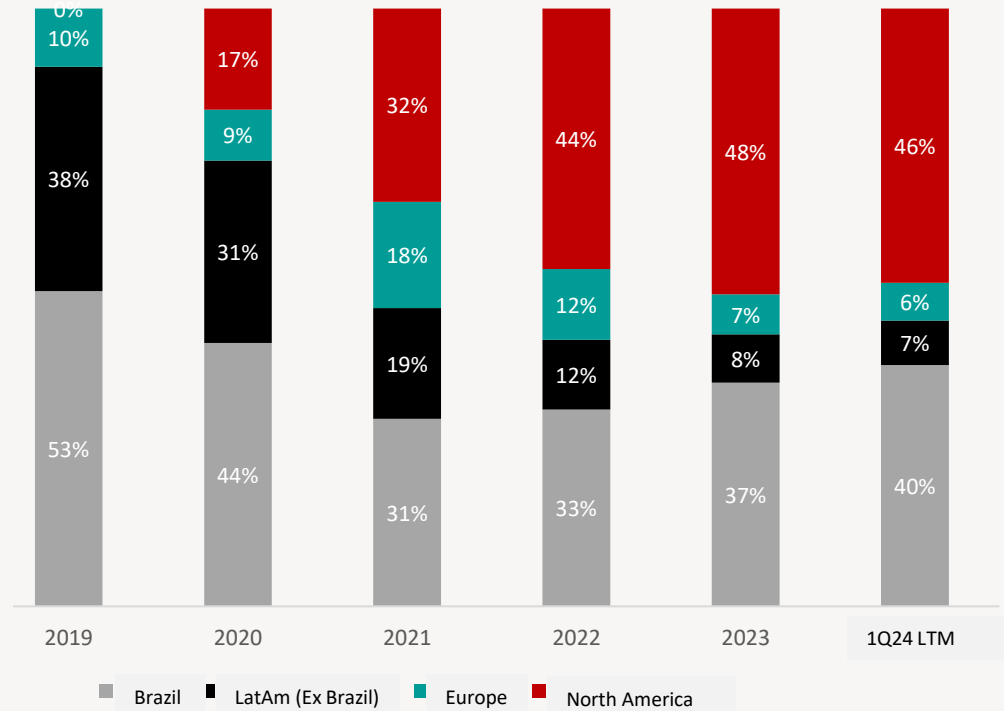
Gross revenues evolution

GROSS REVENUE R\$ Million



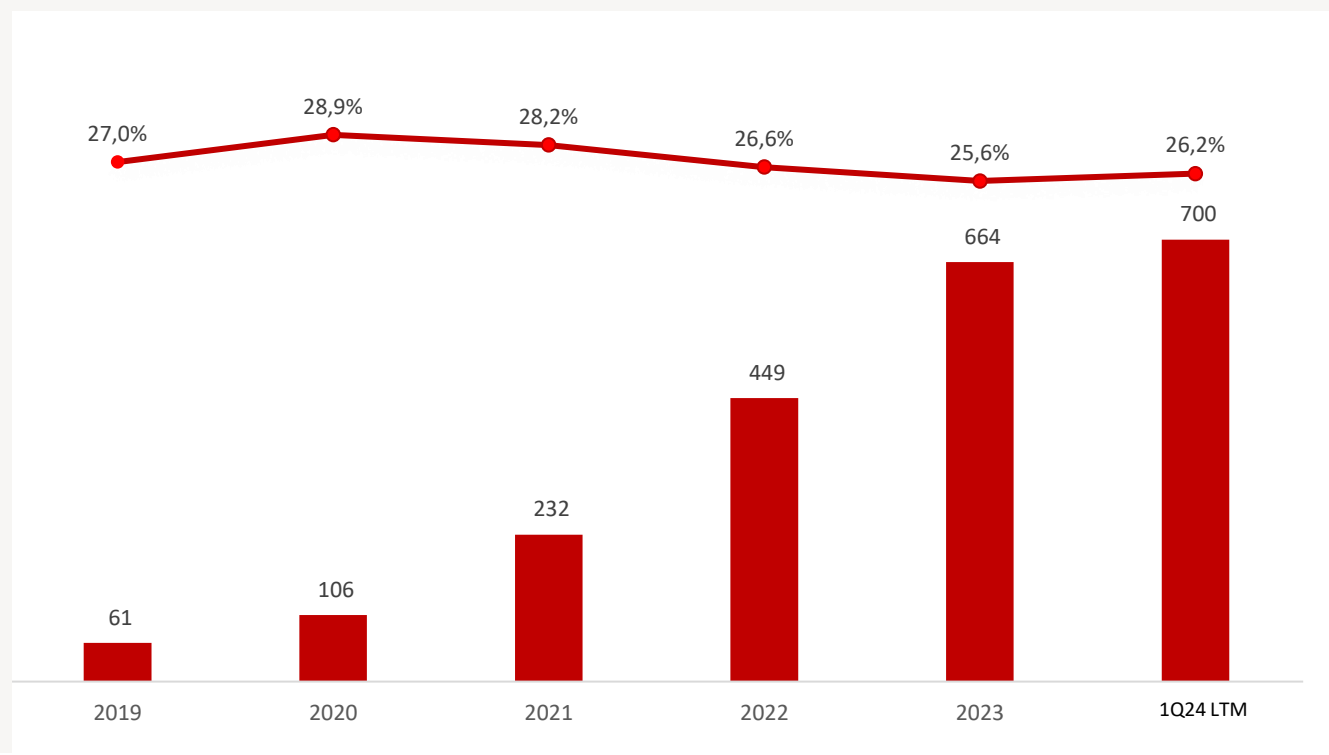
Geographic Diversification

Increased relevance of North America (% of gross revenue)

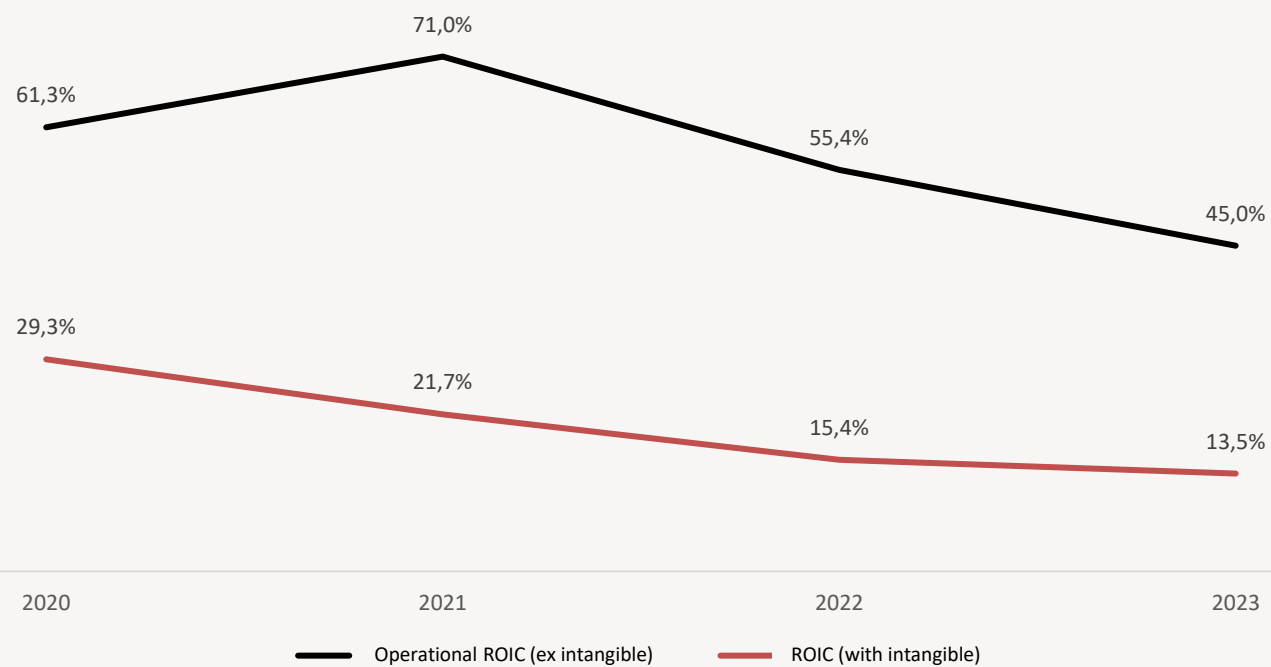


EBITDA evolution and EBITDA margin

Adjusted EBITDA (R\$Million) and EBITDA Margin (%)



ROIC



CASES





Case O&G Offshore (Exploration and production-E&P)

Ambipar Response Service Units' performance in the chain

ENVIRONMENTAL

Environmental licensing
Environmental monitoring
Oil and wastewater
dispersion modeling
Oiled wildlife protection
Survey services
Geoprocessing

EMERGENCY

Command Center
Dedicated Emergency
Bases
Trainings | Simulations
Civil Firefighter and
Equipment Outsourcing
Medical Care and Rescue

MARITIME

Supply of offshore
vessels
Monobuoy and ship-
to-ship operations
Port support
operation supply
base
Oil Spill Operations

INDUSTRIAL

EX Equipment
Rental
Tank
Cleaning
Inspection
Repair
Painting



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UPSTREAM

MIDSTREAM

DOWNSTREAM

*CROSS SELLING WITH ENVIRONMENT

ambipar[®] DAY



Case O&G Offshore (Exploration and production-E&P)

Ambipar Response Service Units' performance in the chain

ENVIRONMENTAL

Environmental Due Diligence
Environmental licensing 
Environmental monitoring
Survey services
Investigation/Remediation of contaminated areas

EMERGENCY

Command Center
Dedicated Emergency Bases
Trainings | Simulations
Civil Firefighter and Equipment Outsourcing
Medical Care and Rescue

MARITIME

Emergency response base for oil spills in water resources

INDUSTRIAL

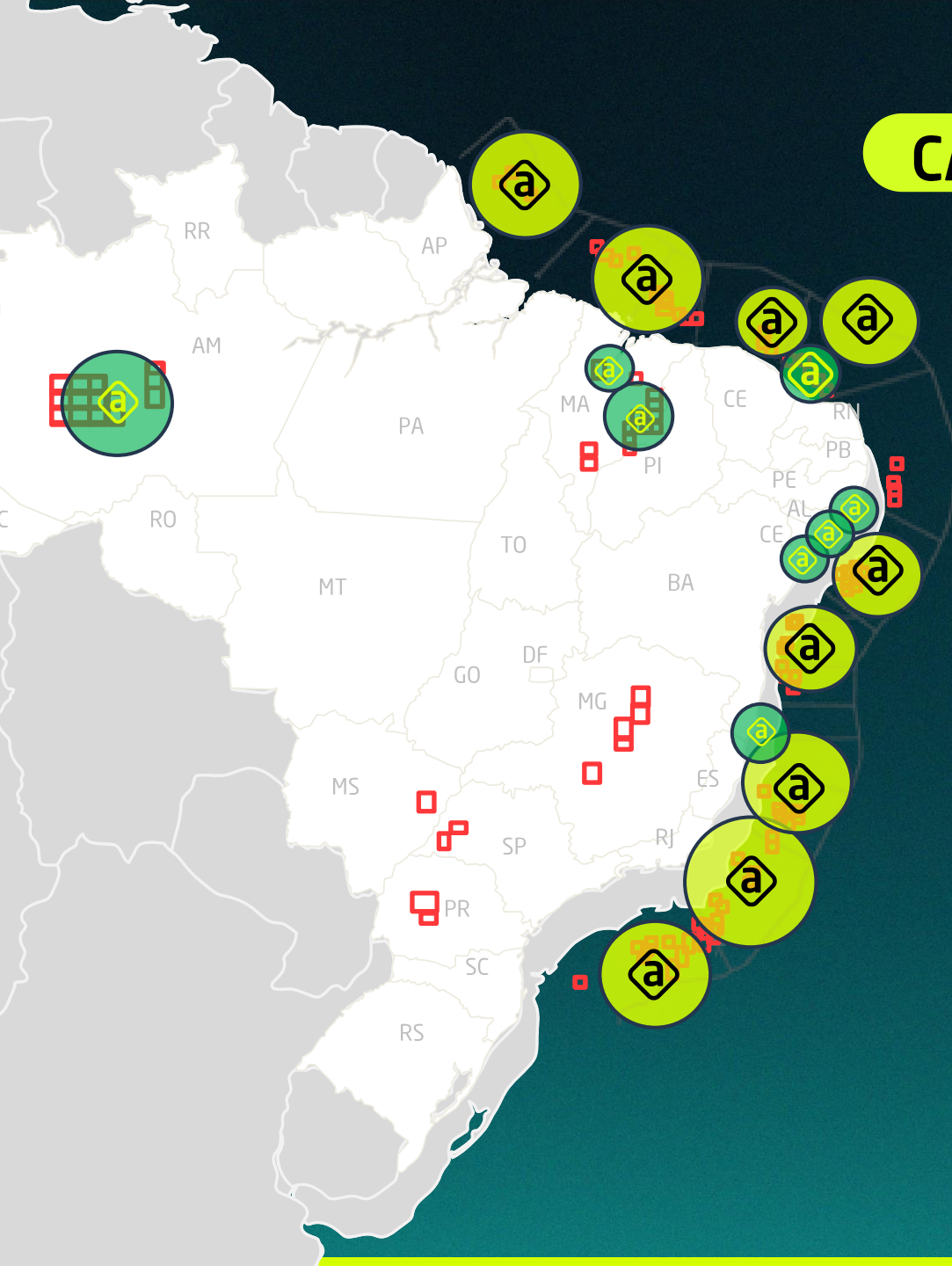
EX Equipment Rental
Tank Cleaning
Inspection
Repair
Painting





CASE OIL & GAS

AMBIPAR PRESENCE IN ALL SEDIMENTARY BASINS



Operation across the entire oil supply chain

UPSTREAM

MIDSTREAM

DOWNSTREAM

CASE PETROCHEMICAL INDUSTRY

Regions: Camaçari/BA, Alagoas/MA and São Paulo/SP - Brazil



ENVIRONMENTAL

Execution of
Environmental
Programs

Preparation of Risk
Analysis Studies

Oiled Fauna Service

Investigation and
remediation of
contaminated areas

EMERGENCY

Command Center

Dedicated Emergency
Bases

Trainings and Simulations

Civil Firefighter and
Equipment Outsourcing

Medical Care and Rescue

MARITIME

Port Emergency
Base | Oil Spill

INDUSTRIAL

EX Equipment
Rental

Cleaning
Inspections

Tank Repairs
and Painting



Case Ports and Terminals



São Francisco do Sul/SC, Itajaí/SC, Itapoá/SC, Navegantes/SC, Rio Grande do Sul/RS, Paranaguá/PR, Rio de Janeiro/RJ, Porto do Açu/RJ, Porto Sudeste/RJ, Niterói/RJ, Vitória/ES, Laguna/SC, Muriti/MA Santos/SP, Maceió/AL - Brazil

ENVIRONMENTAL

Preparation of Studies,
Risk Programs

Emergency Plans

Environmental
Programs

Oiled Fauna

Environmental
Monitoring
Geosciences

EMERGENCY

Command Center

Oil Spill Trainings and
Simulations

Civil Firefighter and
Equipment Outsourcing

Medical Care and Rescue

MARITIME

Oil Spill Port
Emergency Base

Port Logistics

Preventive Siege

Lashing

Port Support

Boats

Ambulance Vessel

INDUSTRIAL

EX Equipment
Rental

Tank cleaning

Inspections

Repairs



Opportunity



 **ambipar**
response

OPPORTUNITY SUMMARY



Grow share of wallet in Brazil



Develop the business platform globally



Replicate model in the USA



Conclude the integration and capture its efficiencies



Escalated Leadership team





PLATFORM ASSEMBLY

Little diversified and experiencing internationalization

	Brazil	LATAM	Europe	North America
% TOTAL REVENUE	48%	35%	9%	8%
EMERGENCY	Original Operation	Organic expansion	BRAEMAR	aie
INDUSTRIAL				
ENVIRONMENTAL				
MARITIME				

= ambipar[®]
response

BUILT PLATFORM

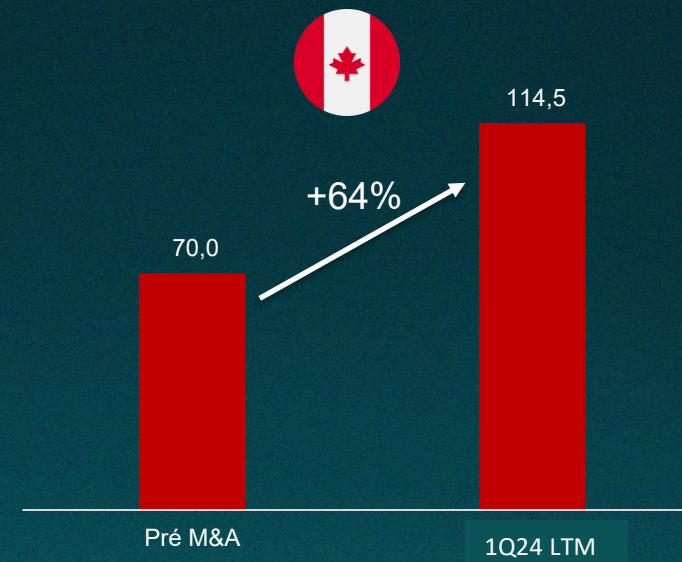
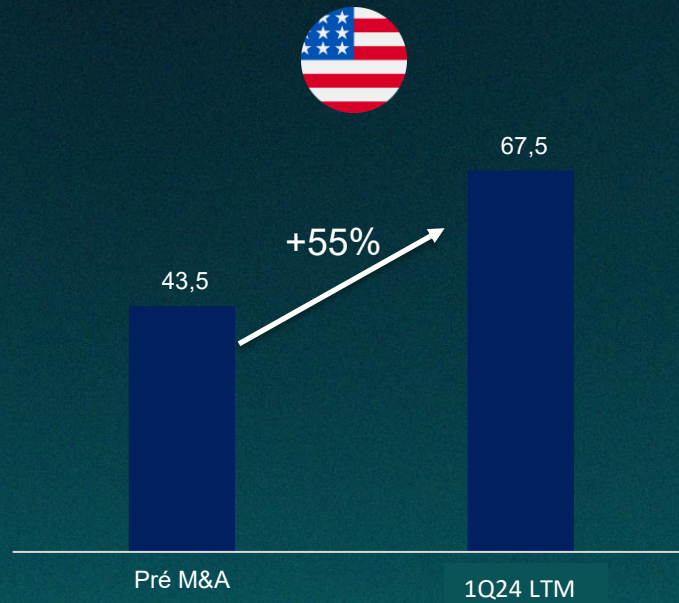
Brazil functioning and under construction abroad

	Brazil	LATAM	Europe	North America
% TOTAL REVENUE	40%	7%	6%	45%
EMERGENCY				
INDUSTRIAL				
ENVIRONMENTAL				
MARITIME				

= ambipar[®] response

Organic growth of acquisitions

Companies with more than 2 years of acquisition



INTEGRATION - OPERATIONAL STANDARDIZATION

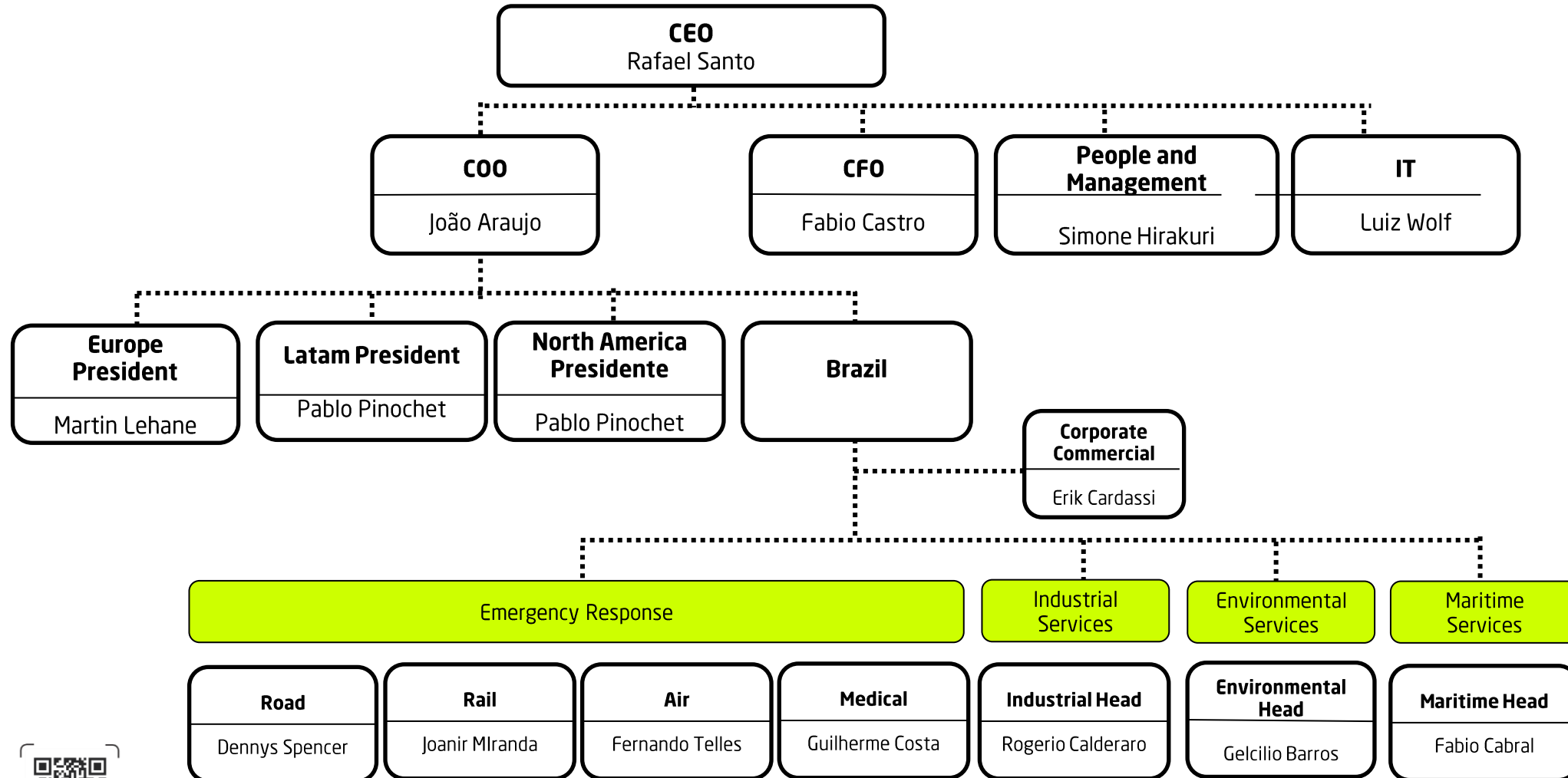
Construction of pillars boosts business

Pillars	Brazil	LatAm	North America	Europe
Capillarity				
Standardization Bases				
Training				
Integrated Command Center				
Technical Reference				
Commercial and Integrated Service Offer				
Back Office				



TEAM SCHEDULED

- Independent corporate governance, in compliance with Sox
- Formation of a global leadership team
- Synergies with the corporate group / CSC



THESIS SUMMARY



Proven business model



Growing demand driven by compliance with environmental regulations



Globally fragmented market



Well positioned to replicate model in North America



Track record of growth with profitability





Deepwater Horizon - Gulf of Mexico (2010)

Biggest oil spill in history Ambipar acted





Industrial Fire Santos/SP (2015)

World's Second largest in petrochemical terminals **Ambipar acted**





Chile, PITRUFQUÉN (2016)

Bridge collapse **Ambipar acted**





Hurricanes Irma and Maria (2017)

Ambipar acted



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Mining pipeline leak - Santo Antônio do Gramma - MG (2018)

Ambipar Acted





Brumadinho - MG (2019)

Ore tailings dam collapse

One of the biggest environmental disasters in Brazilian history

Ambipar Acted





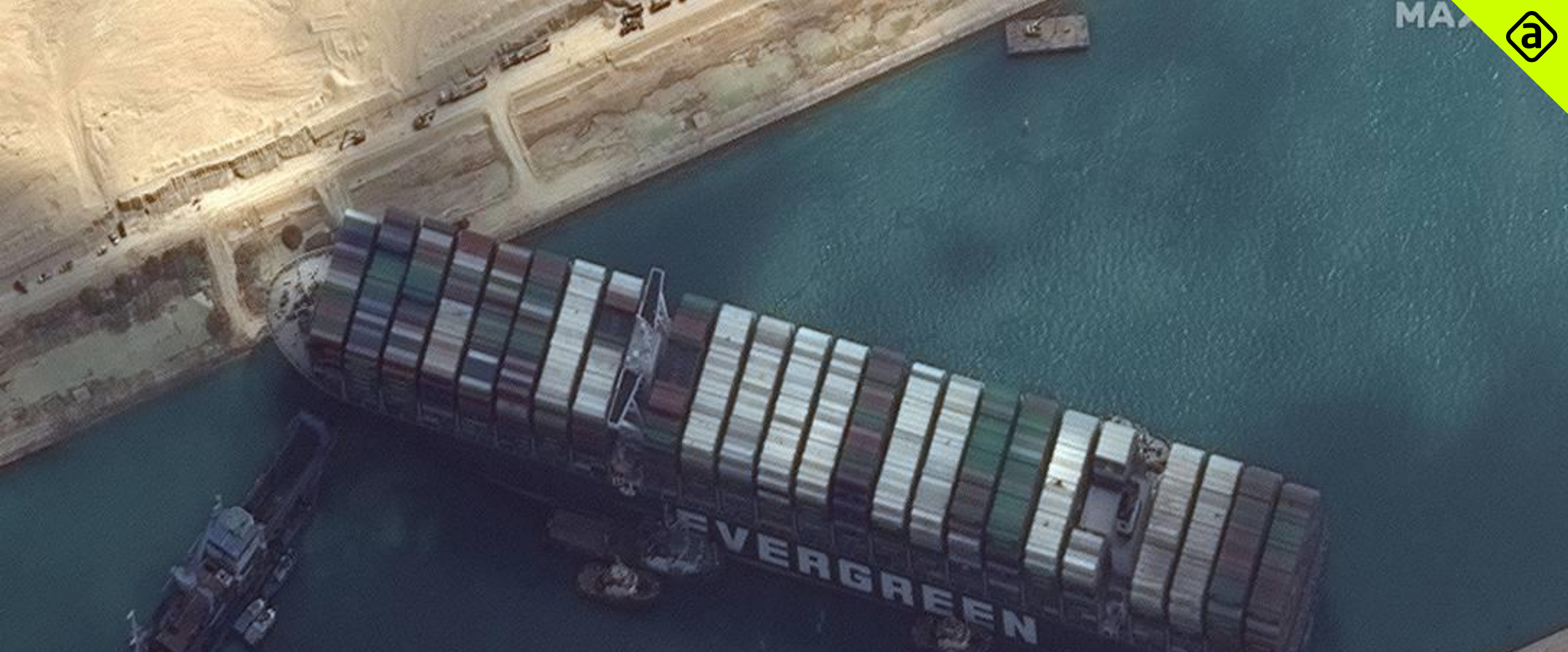
COVID Decontamination (2019 - 22)



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Suez Canal Closure - Egypt (2021)

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Gibraltar (2022-23)

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Oil Spill - Peru (2022)

Biggest oil spill in Latin America

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Baltimore bridge collapse (2024)

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Floods in Rio Grande do Sul (2024)

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