



raízen

Earnings  
Presentation

3Q 21'22

February 15, 2022

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# Disclaimer

This presentation contains estimates and forward-looking statements regarding our strategy and opportunities for future growth. Such information is mainly based on our current expectations and estimates or projections of future events and trends, which affect or may affect our business and results of operations. Although we believe that these estimates and forward-looking statements are based upon reasonable assumptions, they are subject to several risks and uncertainties and are made in light of information currently available to us. Our estimates and forward-looking statements may be influenced by the following factors, among others: (1) general economic, political, demographic and business conditions in Brazil and particularly in the geographic markets we serve; (2) inflation, depreciation and devaluation of the real; (3) competitive developments in the ethanol and sugar industries; (4) our ability to implement our capital expenditure plan, including our ability to arrange financing when required and on reasonable terms; (5) our ability to compete and conduct our businesses in the future; (6) changes in customer demand; (7) changes in our businesses; (8) government interventions resulting in changes in the economy, taxes, rates or regulatory environment; and (9) other factors that may affect our financial condition, liquidity and results of our operations.

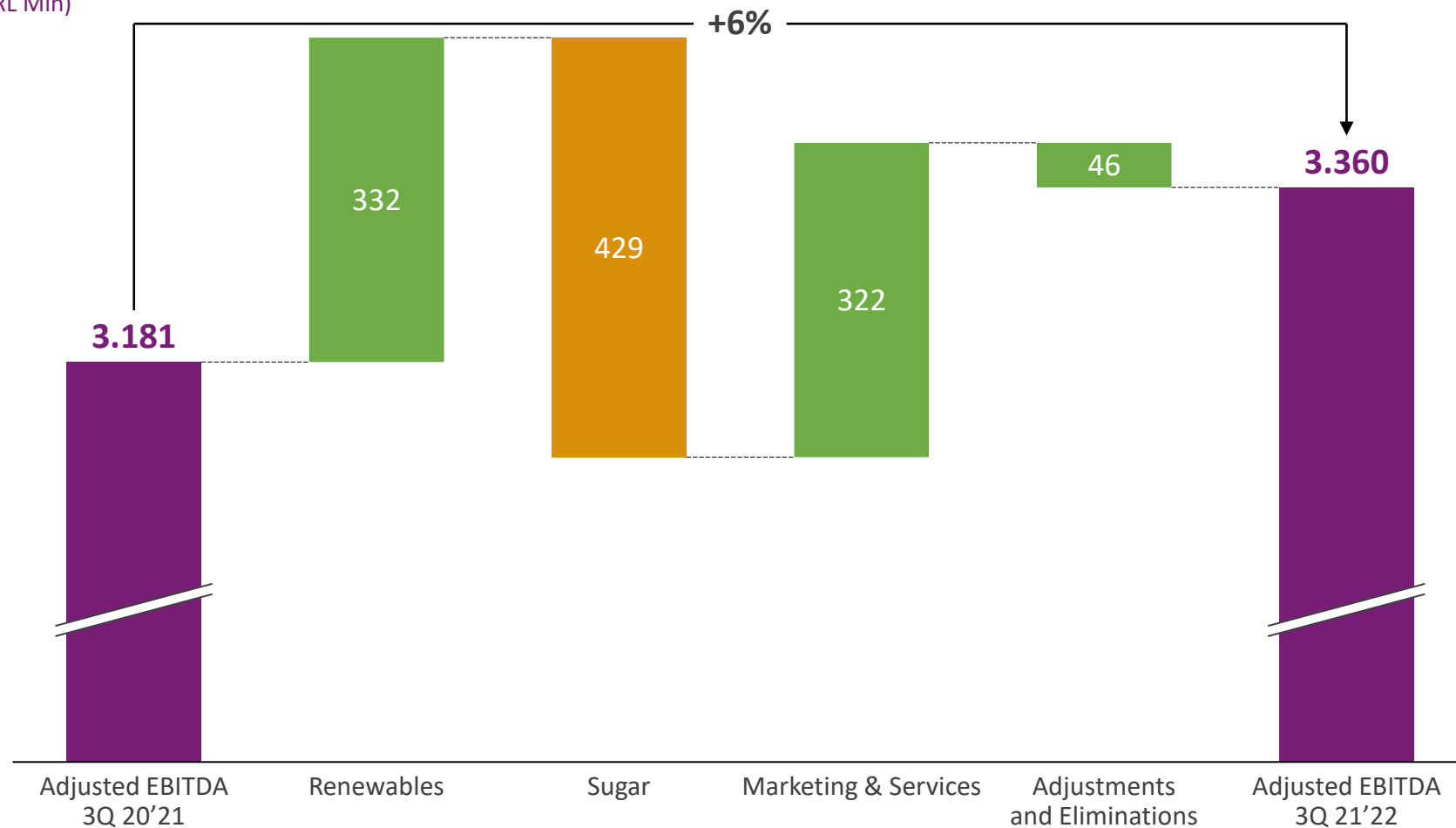
The words “believe”, “may”, “will”, “estimate”, “continue”, “anticipate”, “intend”, “expect” and similar words are intended to identify estimates and forward-looking statements. Estimates and forward-looking statements speak only as of the date they were made and we undertake no obligation to update or to review any estimate and/or forward-looking statement because of new information, future events or other factors. Estimates and forward-looking statements involve risks and uncertainties and are not guarantees of future performance. Our future results may differ materially from those expressed in these estimates and forward-looking statements. In light of the risks and uncertainties described above the estimates and forward-looking statements discussed in this presentation might not occur and our future results and our performance may differ materially from those expressed in these forward-looking statements due to, inclusive, but not limited to the factors mentioned above. Because of these uncertainties you should not make any investment decision based on these estimates and forward-looking statements.

# 3Q 21'22 result reaches new record

Adjusted EBITDA of R\$ 3.4 billion attests the strength and quality of our business portfolio. ROACE continue to make progress.

## Adjusted EBITDA

(BRL Mln)



Revenues (+50%)

**BRL 55.4 Bln**

Adj. Net Income (+2.2x)

**BRL 1.2 Bln**

CAPEX (+71%)

**BRL 2.2 Bln**

EBITDA LTM (~75% Renewables/Non-fossil)

**BRL 11.5 Bln**

Leverage ratio

**1.7x**

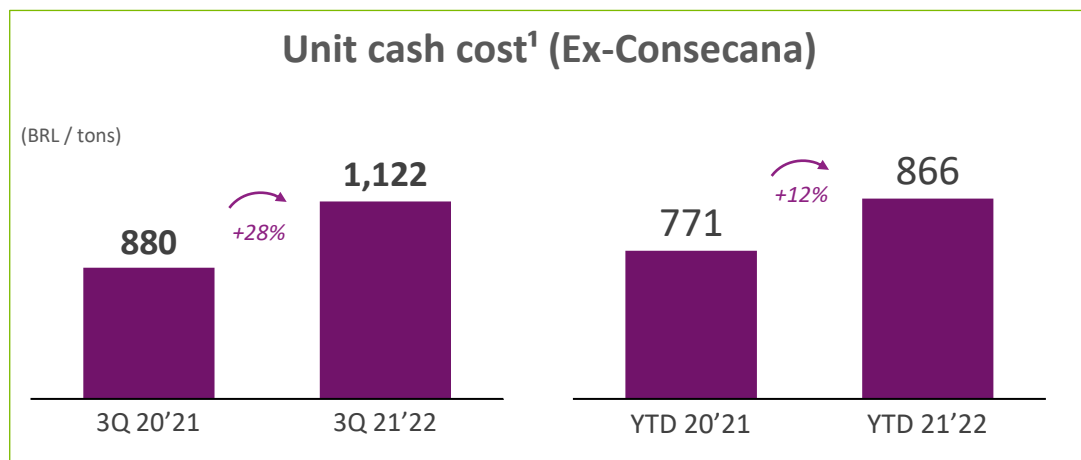
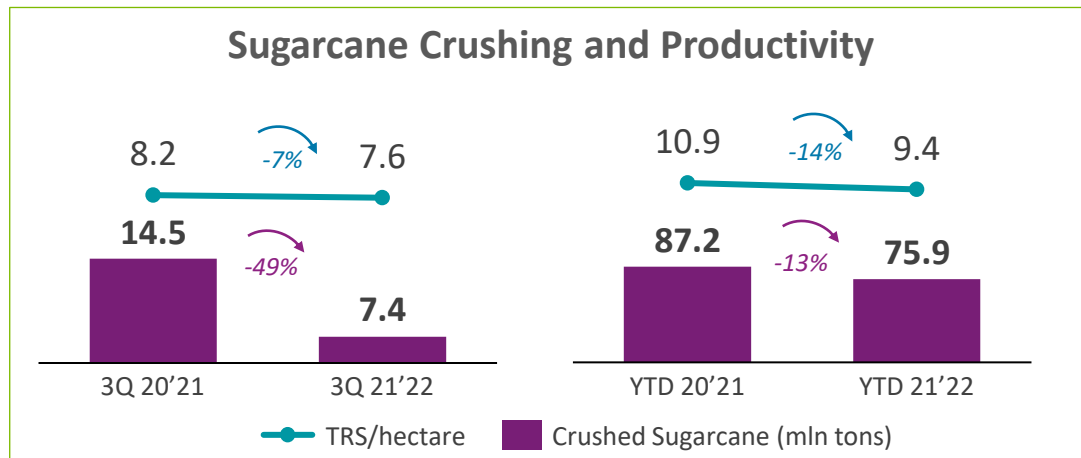
Net Debt/Adj.EBITDA LTM

ROACE

**16%**

# Bioenergy Parks - Agroindustrial Operation

Journey to improve agricultural efficiencies and productivity gains showing positive results. **First cut sugarcane TSH above market average.**



Note 1: Cash cost of own sales volumes in sugar equivalent. Excludes depreciation and amortization of planting and tilling and agricultural, industrial, and off-season maintenance

### Consolidated Agricultural Yield Total (tons of sugarcane per hectare)

Region	20'21	21'22	%Var. (YTD-Dec)
South Center	78	68	-13%
São Paulo	78	66	-15%
<b>Raízen</b>	<b>72</b>	<b>64</b>	<b>-11%</b>

### Consolidated Agricultural Yield "First Cut" (tons of sugarcane per hectare)

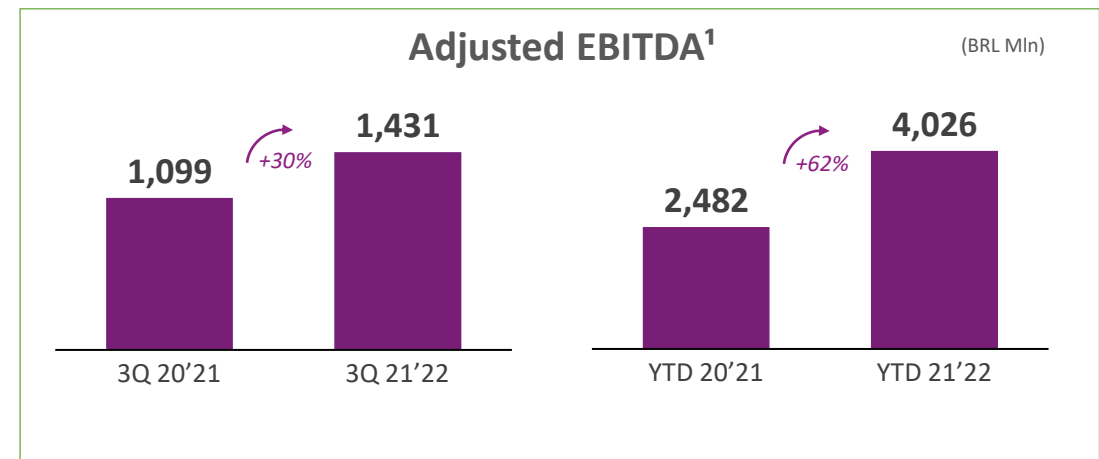
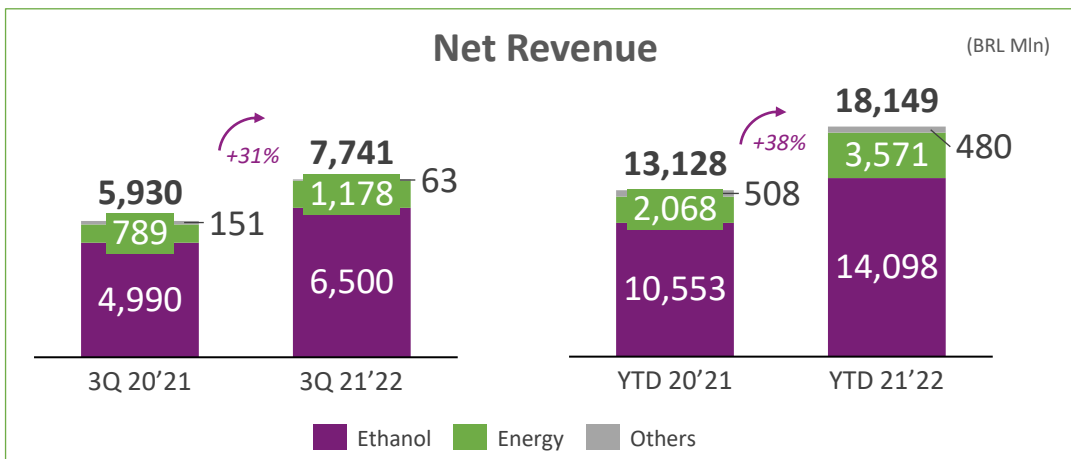
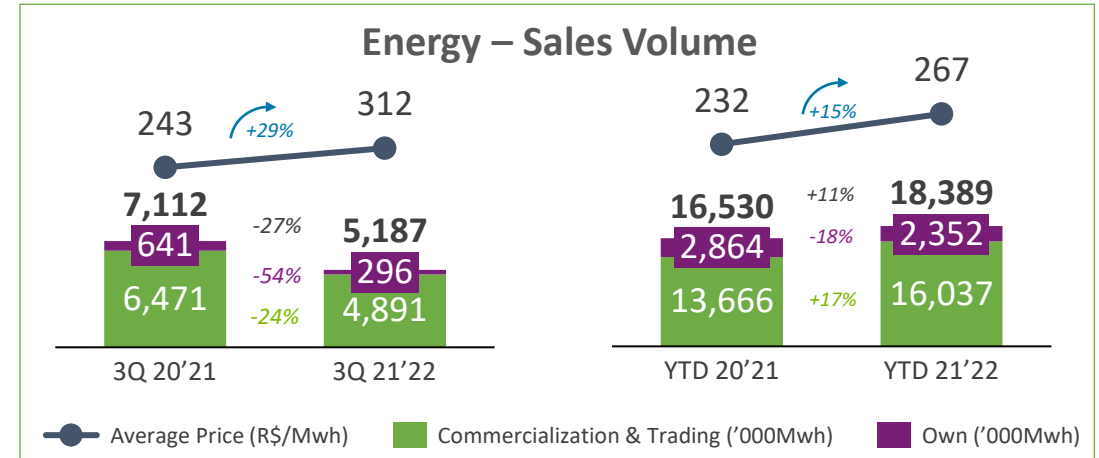
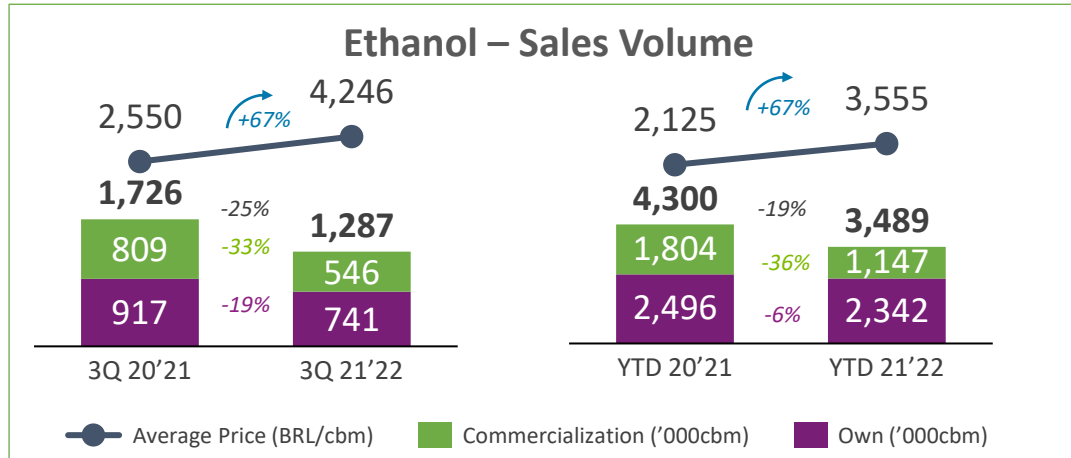
Region	20'21	21'22	%Var. (YTD-Dec)
South Center	105	94	-10%
São Paulo	107	95	-12%
<b>Raízen</b>	<b>97</b>	<b>100</b>	<b>2%</b>

Source: CTC – Refers to the year to date (from Apr-21 to Dec-21)

- **TSH:** Raízen first cut sugarcane continues to outperform Center-South region, with an increase of 2% YOY.
- **Sugarcane crushing:** dry weather, frosts and wildfires led to a reduction on availability and production of sugar, ethanol and bioenergy.
- **Unit Cash cost:** impacted by (i) crop setback that reduced efficiencies due to lower dilution of fixed costs and (ii) inflation over agricultural inputs and raw materials.
- **CAPEX:** in line with the plan. The highlight is the R\$ 55 million investments made this quarter in the construction of our second-generation Ethanol plant.

# Renewables

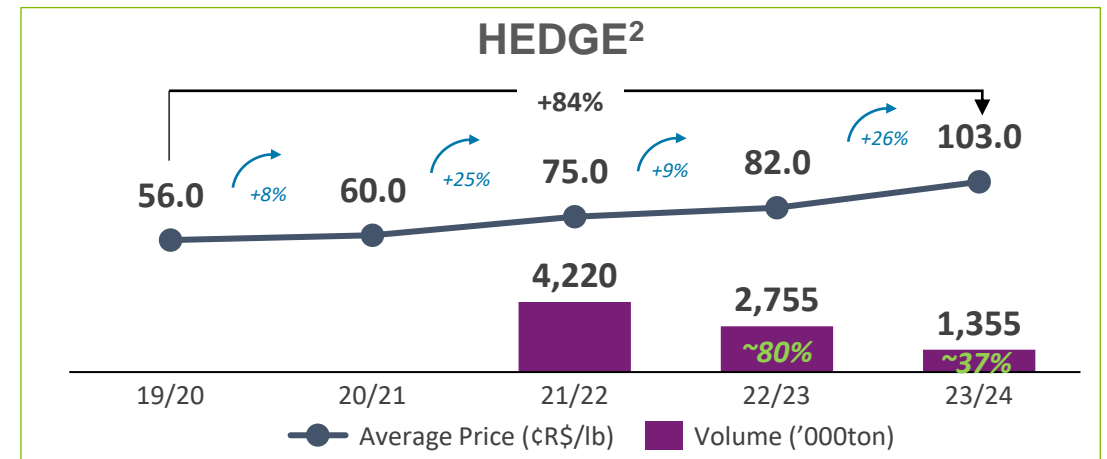
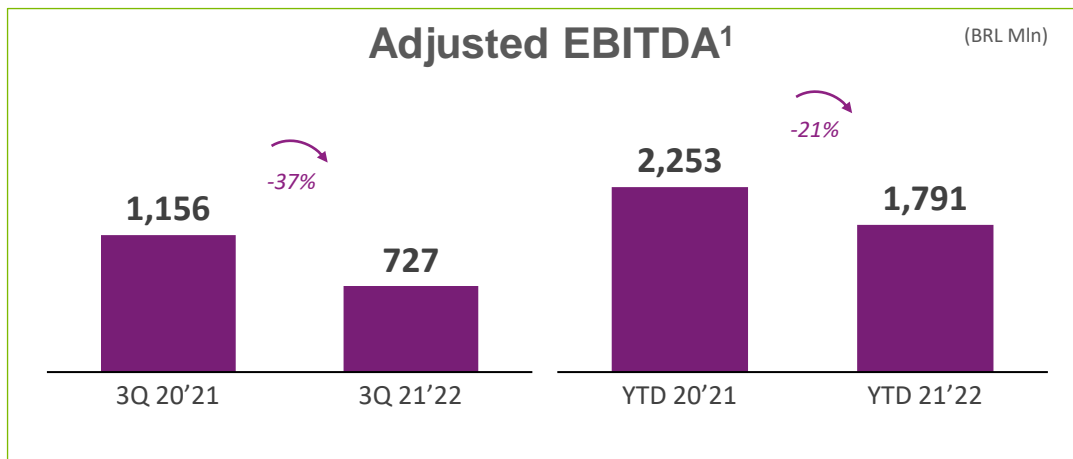
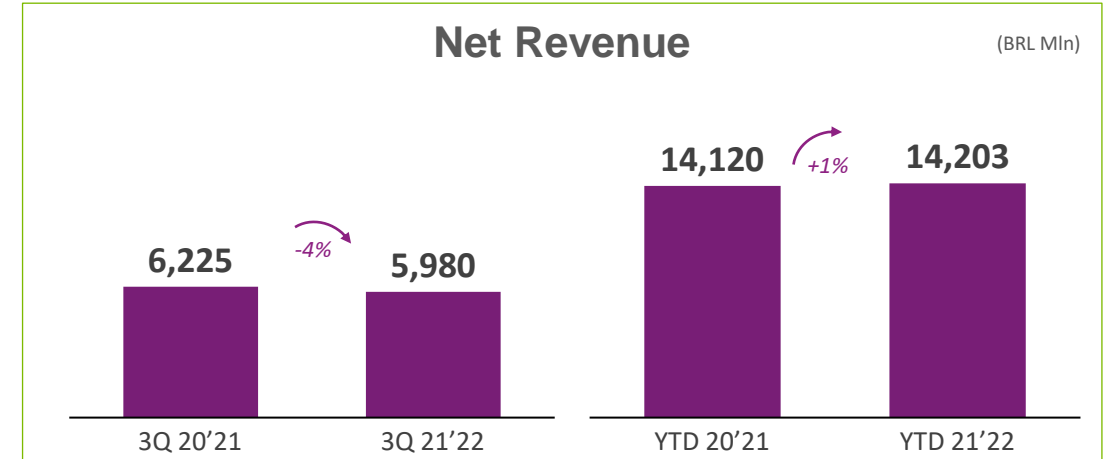
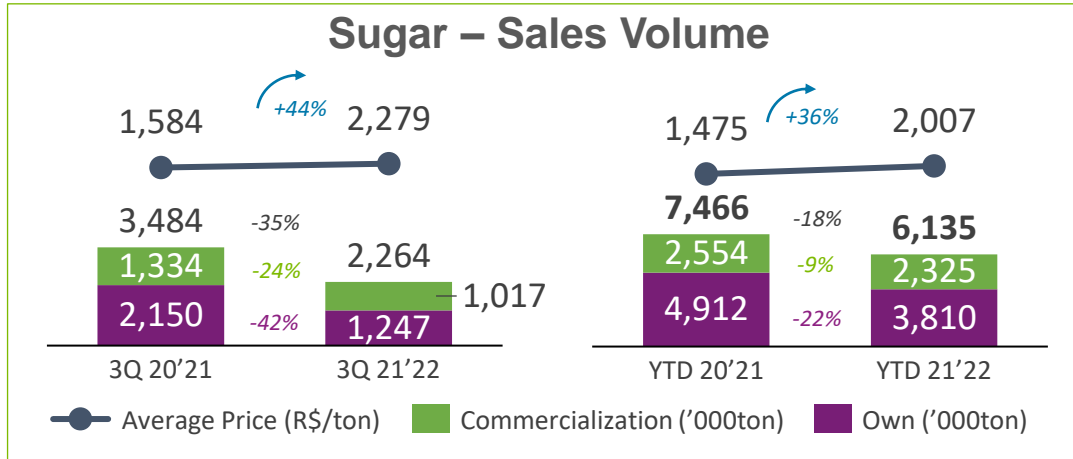
EBITDA growth supported by market opportunities to maximize ethanol and bioenergy commercialization with better pricing of own products.



Note 1: EBITDA adjusted by non recurring effects and non cash effects. A detailed conciliation is available at Raízen Earnings Release.

# Sugar

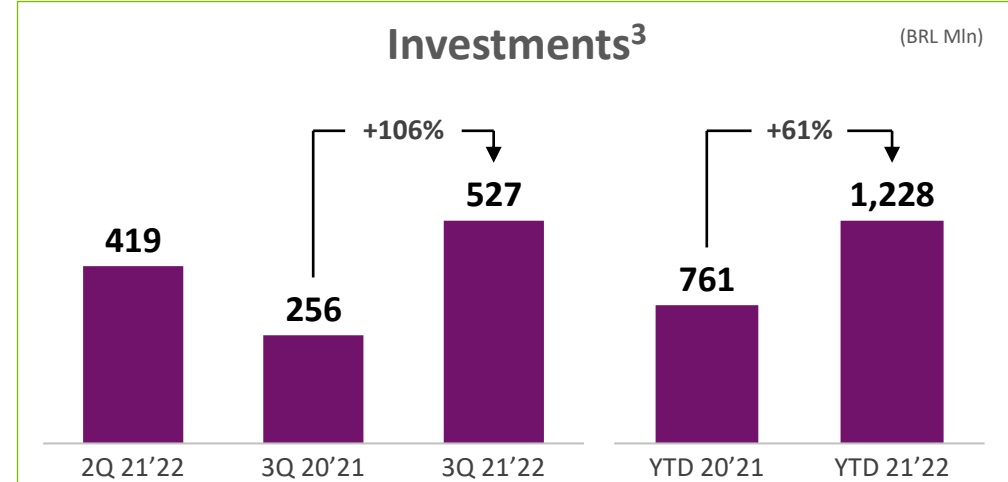
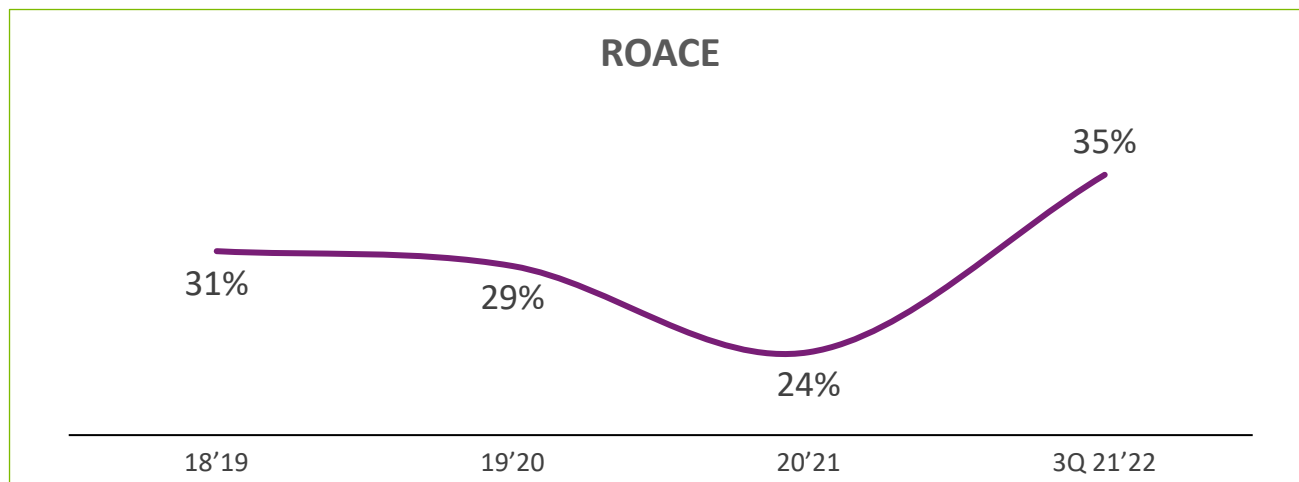
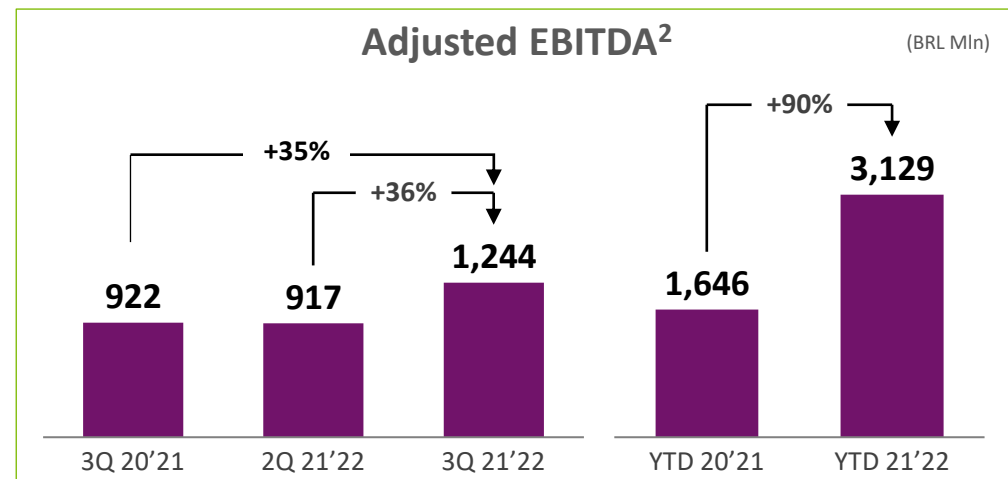
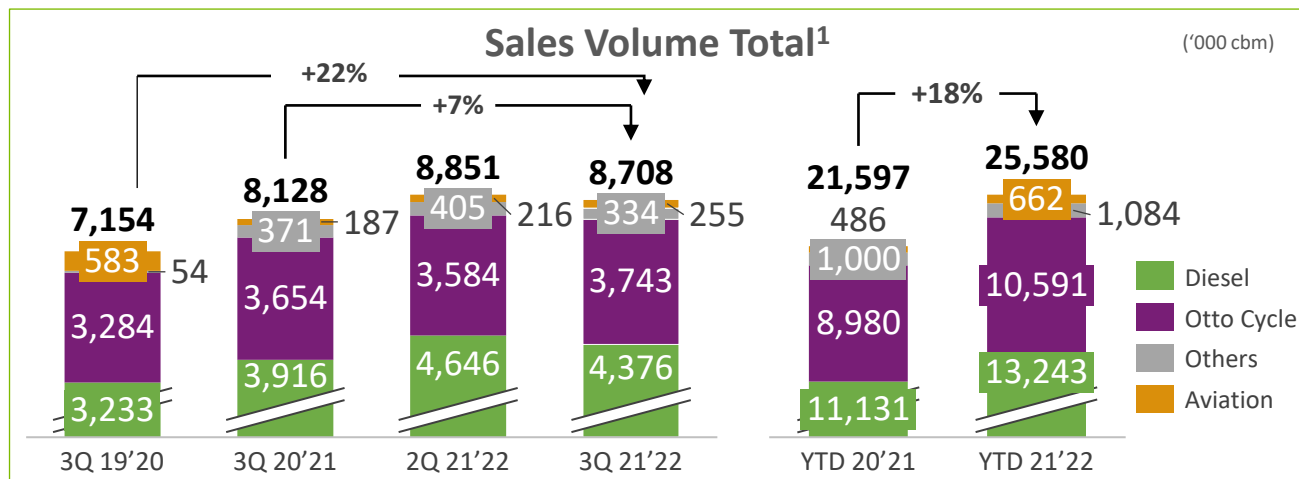
Lower production and volumes sold were partially offset by improved prices. We continue to expand our share in the sugar value chain, reaching **40% of sales directly made to destination**.



Notes: (1) EBITDA adjusted by non recurring effects and non cash effects. A detailed conciliation is available at Raízen Earnings Release. (2) Average prices includes polarization premiums.

# Marketing & Services

Market environment created opportunities to optimize Company's supply strategy, maximizing the profitability and returns from the operation. **Solid ROACE increase in Brazil operations.**



Notes: (1) Brazil volumes published according to Sindicom methodology. (2) Includes investments resulting from customers contracts (IFRS15). (3) EBITDA adjusted by non-recurring effects detailed in the quarterly Earnings Releases of Raizen.

# Evolution of M&S Platform



## Proximity

**+157** new stores opened in LTM  
(88 Shell Select and 69 Oxxo stores)

## Shell Box

Growing number of transactions

**+ 36 mln** transactions per month

**+3,700** service stations enabled

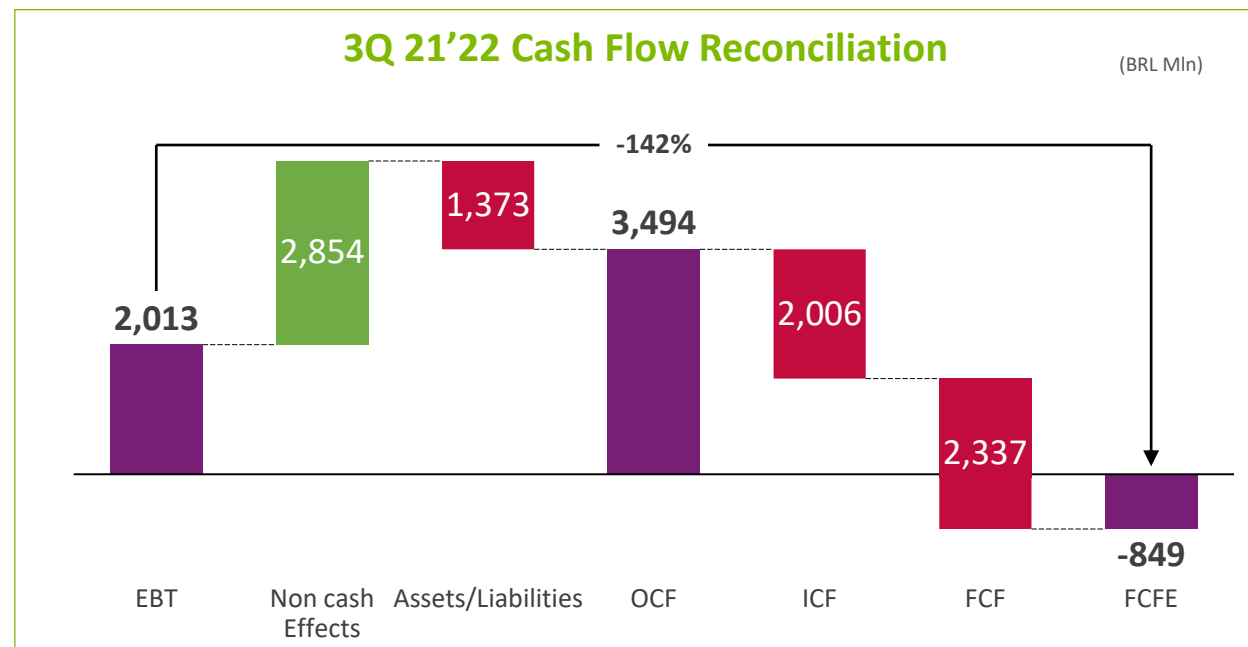
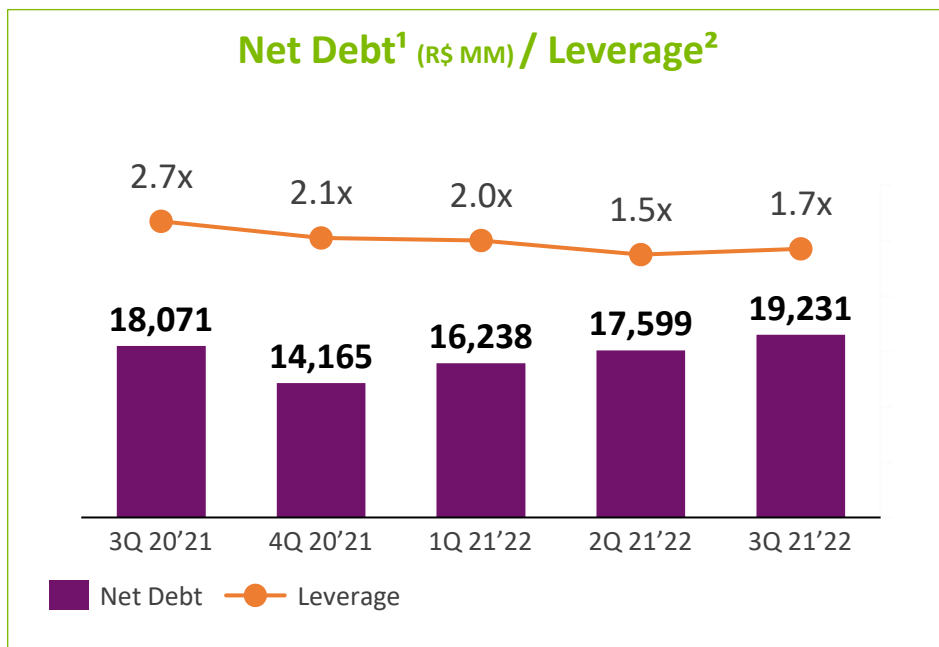
**+R\$ 5 Bi** transacted through platform

**+60%** of service stations engaged in Argentina



# Raízen Pro forma<sup>1</sup> - Financial Highlights

Strong cash generation from operations reflected the results of the Renewables and M&S segments. Leverage affected by product inventories to be sold in the coming months.



- **OCF:** strong operational cash generation of the Renewables and M&S segments and partial sale of product inventories, in line with the commercialization strategy.
- **ICF:** impacted by recurring capex during the intercrop season and disbursement for Paraguay operations.
- **FCF:** higher debt amortization with lower funding levels in the period.

Notes: (1) Adjusted Net Debt, excluding: i) PESA, ii) CTN iii) lease liabilities (IFRS16). (2) Calculated by Net Debt (excl. PESA and CTN)/Adjusted EBITDA LTM

# Guidance 2021'22

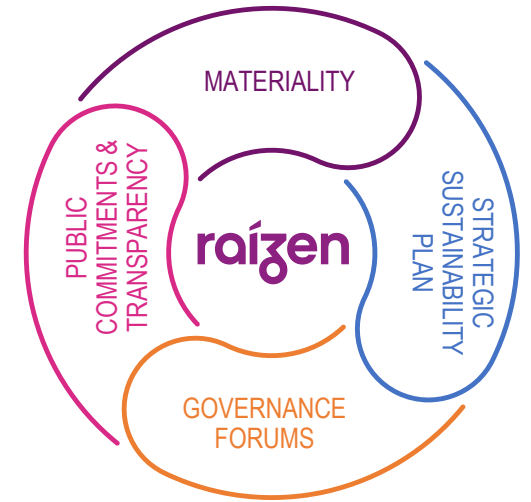
Consistent and solid performance of our portfolio reflecting expansion of consolidated results.

		21'22 Crop Guidance (Apr/21-Mar/22)	Review 21'22 Crop Guidance (Apr/21-Mar/22)
<b>RAÍZEN CONSOLIDATED</b>	Adjusted EBITDA (R\$ mln)	10,000 ≤ Δ ≤ 11,000	10,400 ≤ Δ ≤ 11,200 ↑
	Investments (R\$ mln)	7,100 ≤ Δ ≤ 7,550	7,100 ≤ Δ ≤ 7,550
<b>Agroindustrial Operation</b>	Sugarcane crushed volume ('000 tons)	76,000 ≤ Δ ≤ 77,000	76,000 ≤ Δ ≤ 77,000
	Investments (R\$ mln)	5,400 ≤ Δ ≤ 5,550	5,400 ≤ Δ ≤ 5,550
<b>Renewables</b>	Adjusted EBITDA (R\$ mln)	4,100 ≤ Δ ≤ 4,400	4,700 ≤ Δ ≤ 5,000 ↑
<b>Sugar</b>	Adjusted EBITDA (R\$ mln)	2,400 ≤ Δ ≤ 2,600	1,900 ≤ Δ ≤ 2,100 ↓
<b>Marketing &amp; Services</b>	Adjusted EBITDA (R\$ mln)	3,500 ≤ Δ ≤ 4,000	3,800 ≤ Δ ≤ 4,100 ↑
	Investments (R\$ mln)	1,700 ≤ Δ ≤ 2,000	1,700 ≤ Δ ≤ 2,000

The projections do not represent any promise of performance and, therefore, solely reflect the estimates on business and operational and financial results and, as such, are based mainly on the management perception and assumptions. These estimates are subject to several risk factors and uncertainties and are determined based on the currently available information; therefore, depend, mainly on the market conditions, Brazilian economic performance, Company's business sectors and international markets and, therefore, are subject to changes. Due to these uncertainties, the investor must not take any investment decision based on these estimates and projections on future operations, as these estimates and projections do not represent any performance promise. Any changes in the perception or factors referred to above, actual results may differ from the projections determined and disclosed.

# ESG Journey

- New vice-presidency area that combines the Strategy, New Businesses Development, M&A and ESG, led by Paula Kovarsky
- Raízen became part of CDP's prestigious "A-List," the highest level of the climate change ranking
- **COP26:** Raízen and sugarcane contributing to a low-carbon economy



Visit our [ESG Portal](#)





**raízen**

**Q&A**

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**Guilherme Cerqueira**  
CFO and IRO

**Phillipe Casale**  
Head IR