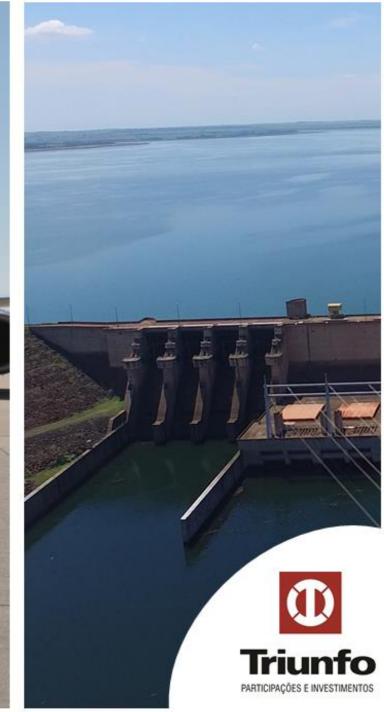


# **Earnings Presentation** 9M23/9M22





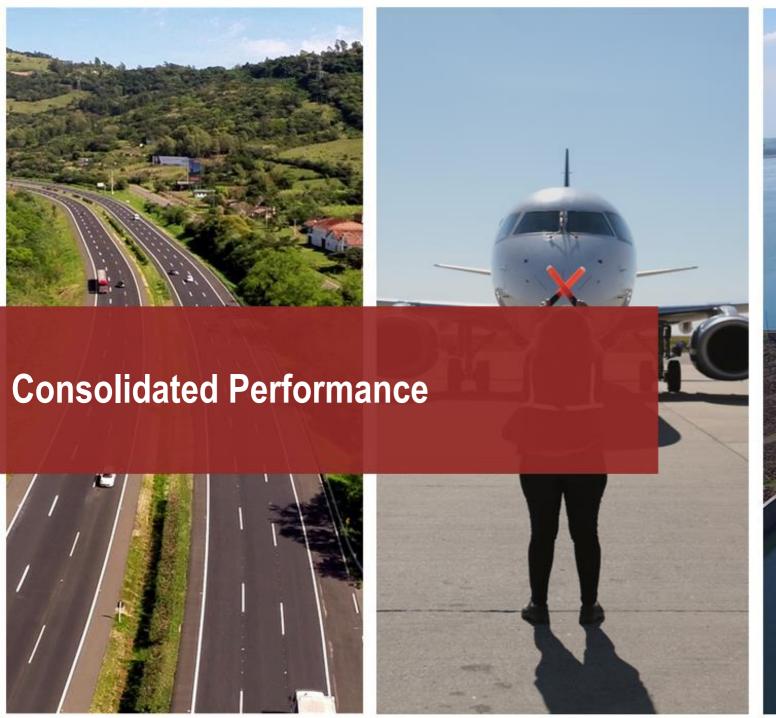


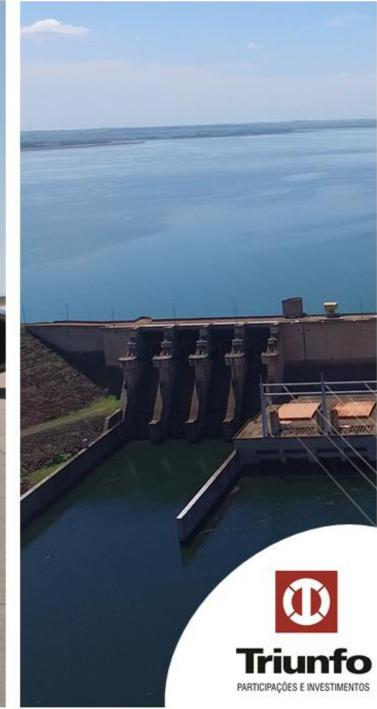
## **Disclaimer**

The financial information in this presentation is pro forma and consolidated in proportion to Triunfo's interest in each business, while the operating information reflects the entire businesses. The results of the period, compared to the accounting values do not change due to the consolidation method. The net revenue figures reported herein exclude construction revenue (adjusted net revenue), except where stated otherwise. Results are compared with the same period last year, except where stated otherwise.

This presentation may include forward-looking statements based largely on our current expectations and projections of future events and financial trends that affect or may affect our business. Although we believe these estimates and forward-looking statements are based on reasonable assumptions, many important factors could significantly affect our operating results. Any forward-looking statements, according to the definition under the U.S. Private Securities Litigation Reform Act of 1995, involve diverse risks and uncertainties and there is no guarantee that these results will materialize.



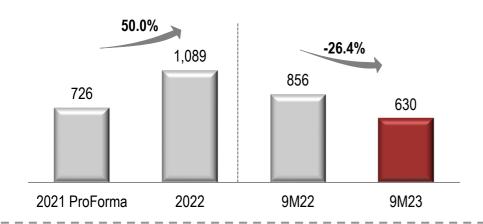




## **Adjusted Net Revenue and EBITDA**

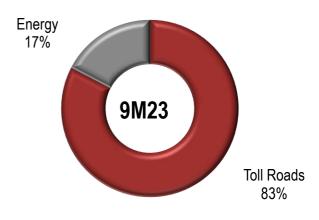
## Adjusted Net Revenue – Pro Forma<sup>1</sup> (R\$ million)

Excluding construction revenue

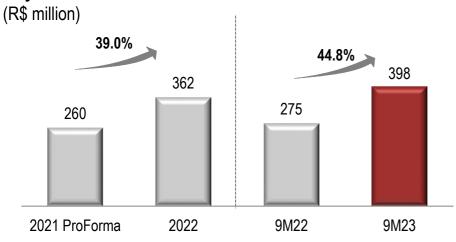


#### **Net Revenue Breakdown**

Excluding construction revenue

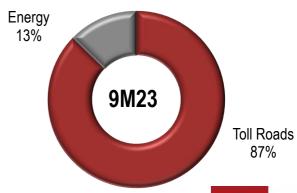


### **Adjusted EBITDA**



#### **Adjusted EBITDA Breakdown**

**Excluding holding** 







1- Excludes the year 2021 for Triunfo Econorte, considering that the Concession contract ended

## Main Figures 9M23/9M22

| Main Figures (in R\$ thousand) | 3 <b>Q</b> 23 | 3 <b>Q22</b> | Δ       | 9M23      | 9M22      | Δ      |
|--------------------------------|---------------|--------------|---------|-----------|-----------|--------|
| Adjusted Net Revenue           | 225,064       | 182,512      | 23.3%   | 629,774   | 856,151   | -26.4% |
| Toll Roads                     | 188,583       | 147,282      | 28.0%   | 520,567   | 759,596   | -31.5% |
| Energy                         | 36,481        | 35,230       | 3.6%    | 109,207   | 96,555    | 13.1%  |
| Adjusted EBITDA*               | 198,451       | 105,879      | 87.4%   | 398,048   | 274,920   | 44.8%  |
| Toll Roads                     | 187,029       | 92,908       | 101.3%  | 362,303   | 243,941   | 48.5%  |
| Energy                         | 17,748        | 17,440       | 1.8%    | 52,810    | 46,714    | 13.0%  |
| Holding and Other              | (6,326)       | (4,469)      | 41.6%   | (17,065)  | (15,735)  | 8.5%   |
| Financial Result               | (29,365)      | (13,535)     | 117.0%  | (126,595) | (131,544) | -3.8%  |
| Toll Roads                     | (30,746)      | (13,076)     | 135.1%  | (132,407) | (131,374) | 0.8%   |
| Energy                         | 573           | 522          | 9.8%    | 1,103     | 688       | 60.3%  |
| Holding and Other              | 808           | (981)        | n/c     | 4,709     | (858)     | n/c    |
| Net Income (Loss)              | 97,507        | (56,712)     | -271.9% | (47,277)  | 21,485    | n/c    |
| Toll Roads                     | 94,053        | (63,844)     | n/c     | (63,429)  | 9,670     | n/c    |
| Energy                         | 11,667        | 11,787       | -1.0%   | 34,281    | 30,636    | 11.9%  |
| Holding and Other              | (8,213)       | (4,655)      | 76.4%   | (18,129)  | (18,821)  | -3.7%  |
| Adjusted EBITDA Margin         | 88.2%         | 58.0%        | 30.2pp  | 63.2%     | 32.1%     | 31.1pp |
| Toll Roads                     | 99.2%         | 63.1%        | 36.1pp  | 69.6%     | 32.1%     | 37.5pp |
| Energy                         | 48.6%         | 49.5%        | -0.9pp  | 48.4%     | 48.4%     | 0.0pp  |

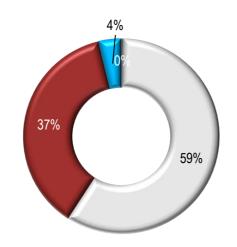
<sup>\*</sup>Adjusted EBITDA excluding construction margin, non-recurring revenues (expenses), provision for maintenance, Remuneration for Financial Asset and Excess Tariff of Triunfo Concebra, and is calculated based on the consolidated Income Statement as per Triunfo's share in each business (Proportional Consolidation Income Statement).



# **Capex and Debt**

Capex 9M23: R\$187.7 million





#### **DEBT (in R\$ thousand)**

|                             | 3Q23 4Q22 |           | Δ      |  |
|-----------------------------|-----------|-----------|--------|--|
| Triunfo (holding) and other | 42,102    | 49,781    | -15.4% |  |
| Toll Roads                  | 1,504,635 | 1,590,835 | -5.4%  |  |
| Gross Debt                  | 1,546,737 | 1,640,616 | -5.7%  |  |
| Cash and Cash Equivalents   | 52,491    | 70,364    | -25.4% |  |
| Net Debt                    | 1,494,246 | 1,570,252 | -4.8%  |  |





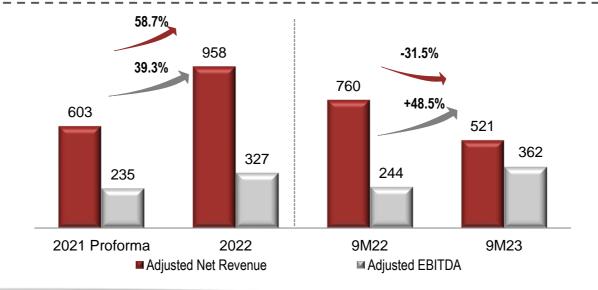


# **Toll Roads**

| Average Tariffs (R\$)   | 9M23  | 9M22  | Δ    |
|-------------------------|-------|-------|------|
| Concer                  | 12.60 | 12.05 | 4.6% |
| Triunfo Econorte        | 0.00  | 0.00  | n/c  |
| Triunfo Transbrasiliana | 8.23  | 7.70  | 6.9% |
| Triunfo Concebra        | 3.18  | 3.00  | 5.8% |

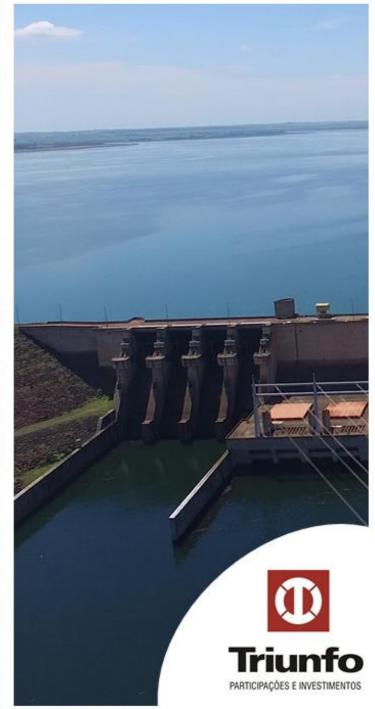
Traffic of Equivalent Passing Vehicles.

# Net Revenue and Adjusted EBITDA (R\$ million)





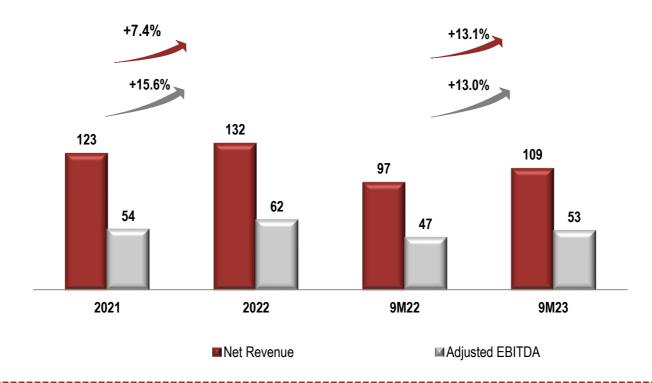




## **Energy Segment and other relevant matters**

#### Net Revenue and Adjusted EBITDA

(R\$ million)



Net revenue grew 13.1% in 9M23 and Adjusted EBITDA grew 13.0% in comparison with 9M22 respectively;



**Investor Relations** 

ri@triunfo.com

+55 11 2169 3999

Rua Olimpíadas, 205 - Conjunto 142/143

Vila Olímpia - São Paulo – Postal Code 04551-000

