



Hidroviás do Brasil

RESULTS
4Q20 and 2020



March 16th 2021

DISCLAIMER



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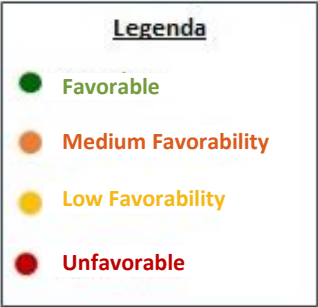
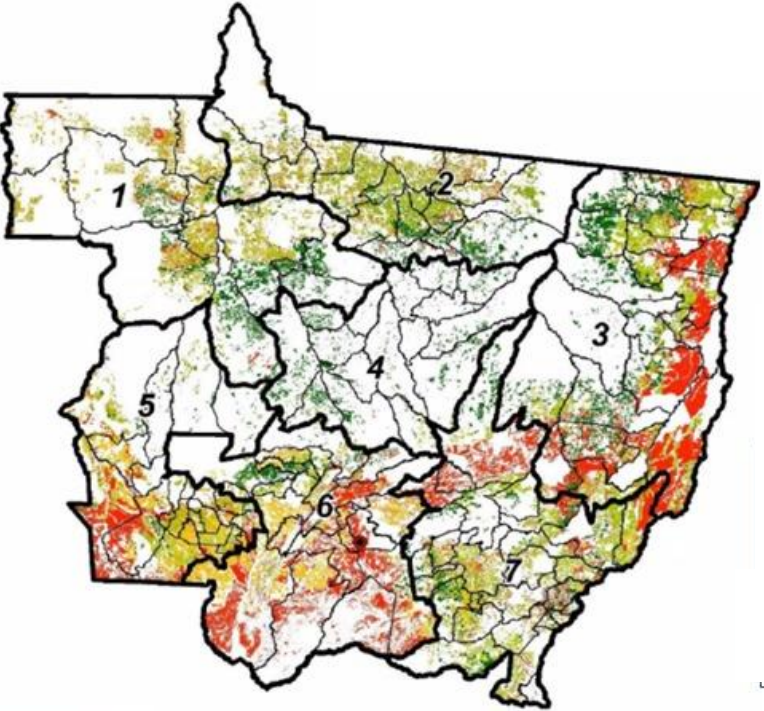
HIDROVIAS DO BRASIL (HBSA3)

Largest logistics platform in South America focused on integrated waterway logistics solutions

- **Resilient** business model;
- **Long-term “take or pay”** contracts with **strong clients**;
- More than **350 push boats, barges and ships**
- 4 dedicated **terminals**
- **Robust pipeline** of new projects and clients
- Listed on **B3's Novo Mercado** segment (best corporate governance practices)



Crop area - MT:



CAGR North:
+11.8% (+4,814 k/ton)

Average CAGR North:
+3,1% (+4,128 k/ton)

Source: IMEA

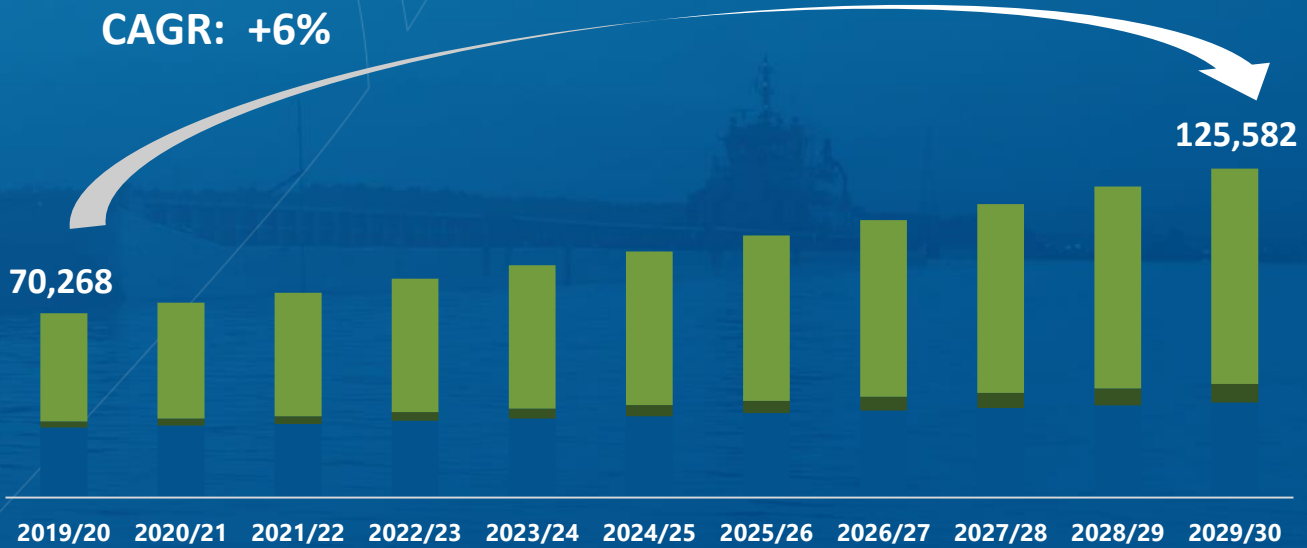
COMPETITIVE STRENGTHS

Only integrated and independent player on Northern Corridor

Well-positioned at the region with **largest growth CAGR in MT**

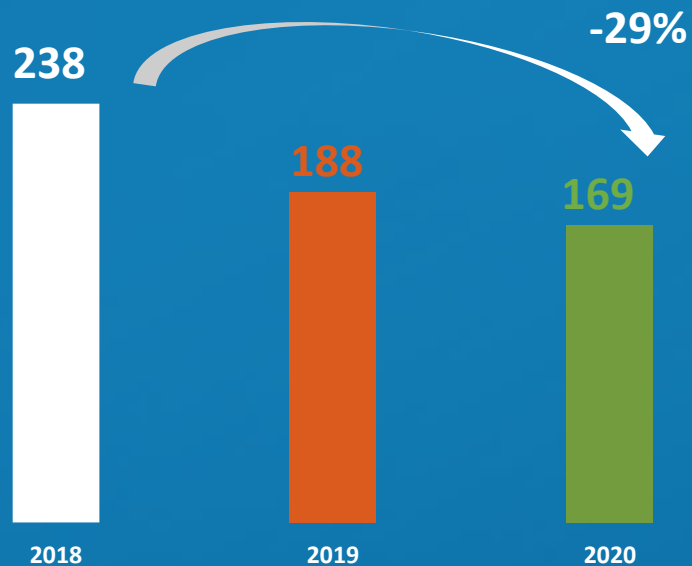
Grain Production – MT (M Tons):

CAGR: +6%



Source: IMEA

Sorriso/MT to Miritituba/PA average anual road freight – (R\$/ton)



Sorriso/MT to Miritituba/PA historical road freight– (R\$/ton):



jan feb mar apr may jun jul aug sep oct nov dec

Source: Comexstat

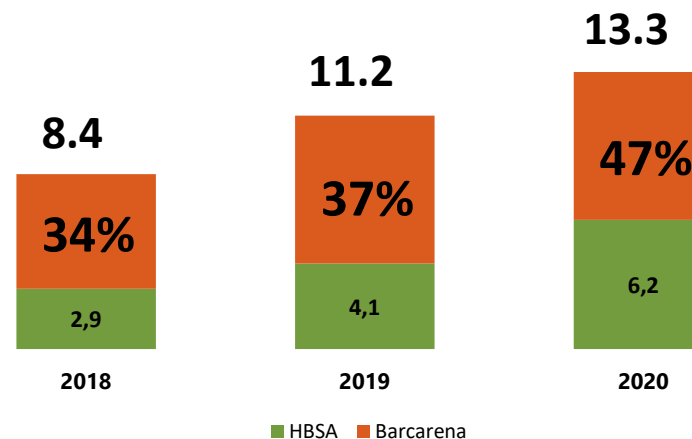
— 2019 — 2020 — 2018

COMPETITIVE STRENGTHS

More competitive road freights

Logistic Corridor that gains more share in exports of grains in MT

Export in Barcarena/PA (M ton):



Source: Cargonave



RESULTS

4Q20 & 2020 

HIGHLIGHTS 4Q20 and 2020

1.8 million

Total volume transported in 4Q20

+61.7%

Net Revenue in 4Q20

+35.1%

Adjusted EBITDA with JVs* in 4Q20

(Adjusted EBITDA margin with JV's* was **48%**)

12.2 million

Total volume transported in 2020

+55.9%

Net Revenue in 2020

+38.3%

Adjusted EBITDA with JVs* in 2020

(Adjusted EBITDA margin with JV's* was **51%**)

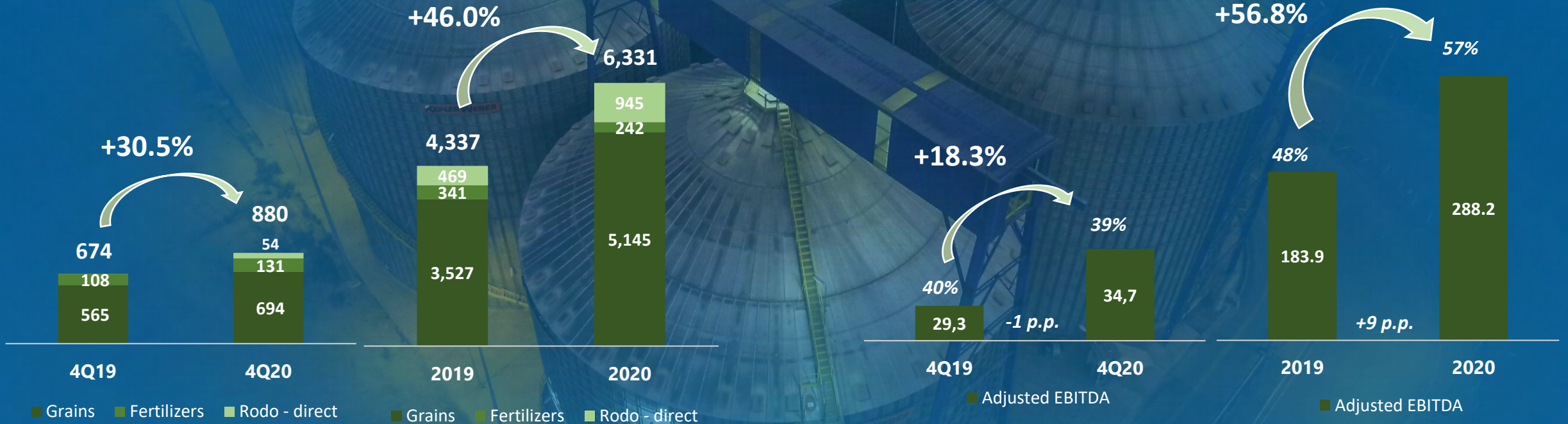


RESULTS BY BUSINESS UNITS

Northern Corridor: Strong growth, highlighting the excellent grains operation

TOTAL VOLUME (KT):

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

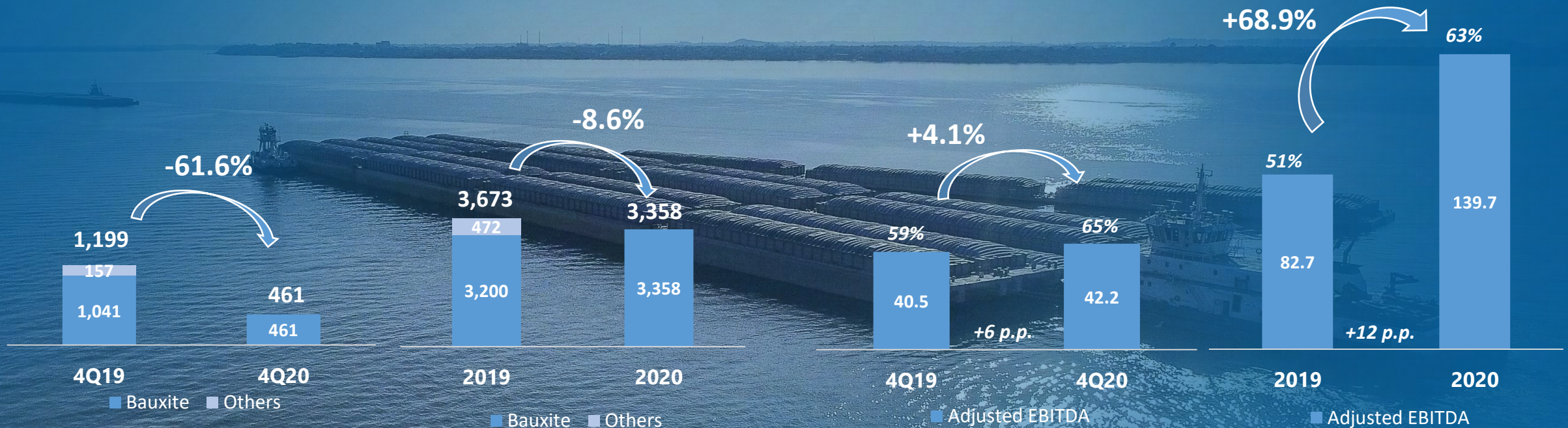


*Adjusted EBITDA and Adjusted EBITDA Margins excludes non-recurring effects. The 4Q20 Non-recurring line includes: R\$2.4 million from COVID-19 donations, R\$1.8 million from expension related to IPO and R\$0.4 million from stock options. In the year, this includes: R\$24.1 million related to the IPO, R\$17.0 million from stock options, R\$7.5 million from donations related to COVID-19 and R\$1.1 million from reversals/provisions

Coastal Navigation: Highest historical result of the operation in 2020

TOTAL VOLUME (KT):

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



* Adjusted by Hedge Accounting, given that the Company's functional currency is the Real, however the South Corridor and Coastal Shipping contracts are denominated in US dollars. Accordingly, hedge accounting was applied to mitigate this exposure and another currency, with the existing US dollar debt protecting long-term contracts in foreign currency. This movement has no cash impact.

Southern Corridor: Growth guaranteed by ToP contracts, even with operational challenges

TOTAL TOTAL (KT):

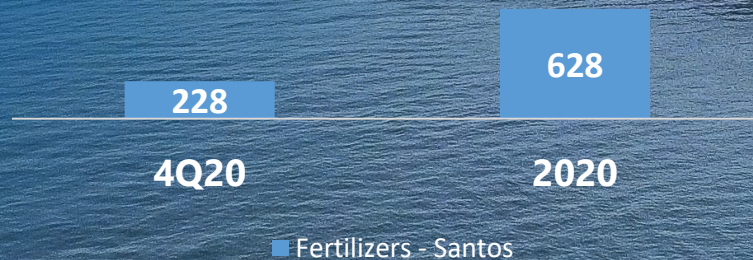
Adjusted EBITDA* (R\$ Million) and Adjusted EBITDA Margin* (%):



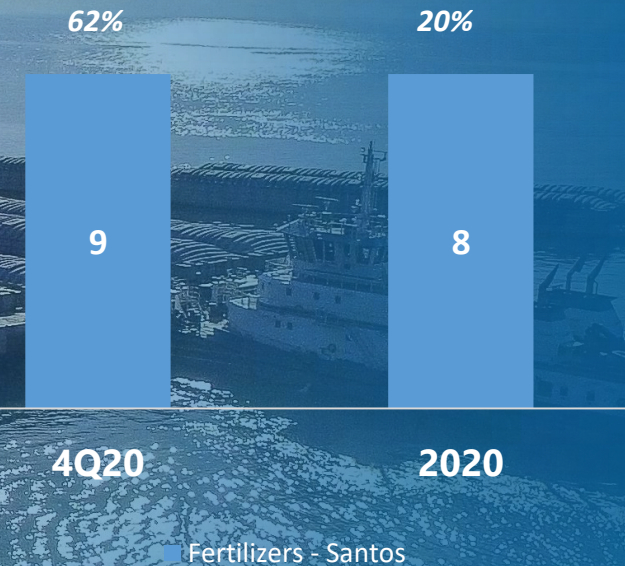
* Adjusted EBITDA including Non-recurring items: R\$0.3 million for expenses related to IPO and in the year: R\$2.0 million for expenses related to IPO and R\$1.3 million of provisions/reversals and includes the result obtained from the Company's interest in the TGM (Obrinel) and Limday operations

Santos: capacity to operate in the midst of modernization was upside in the year

VOLUME TOTAL (KT):



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

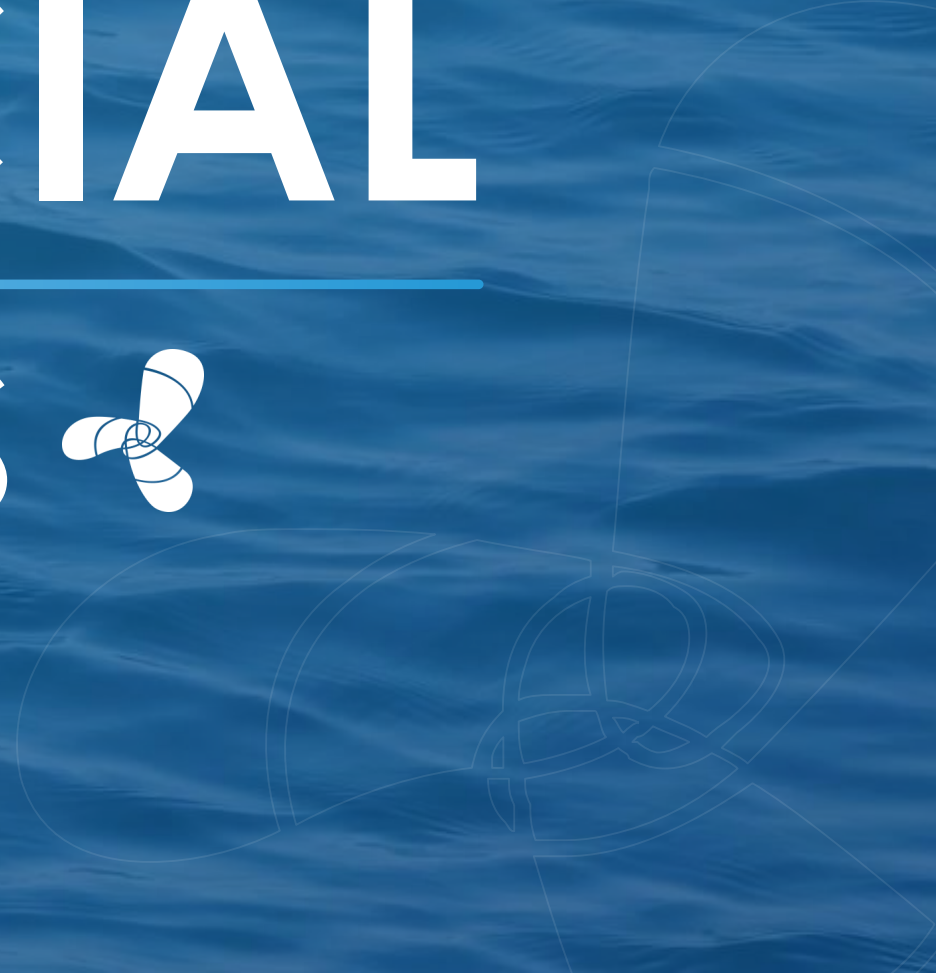


** Adjusted for non-recurring items, which include R \$ 0.3 million in COVID-19 donations in the year.



FINANCIAL

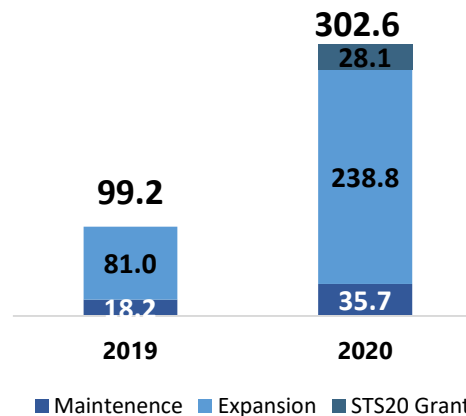
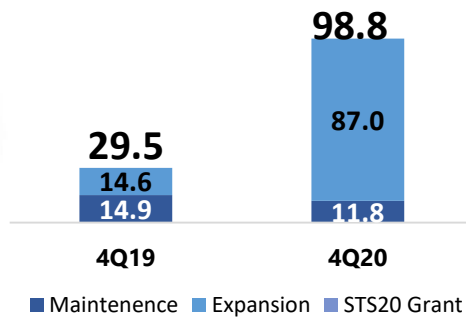
HIGHLIGHTS 



Structurally low **Maintenance CAPEX** and strong investments in **expansion** projects, which will bring **additional EBITDA** in the future

CAPEX

(R\$ million):



NEW PROJECTS

SALT

Operation begins in
2H21

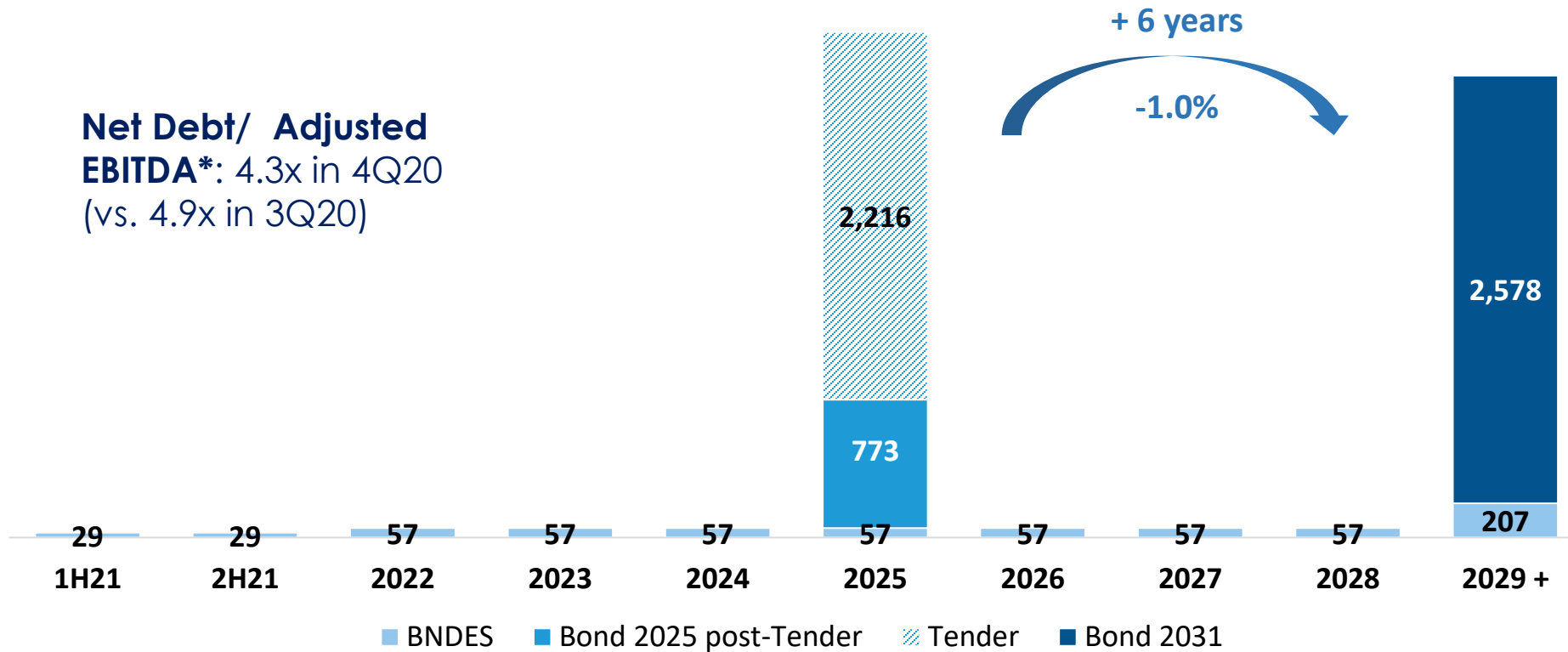
SANTOS

“Full” operation in
2022

Robust cash position at the end of 2020 and successful debt restructuring in 2021

DEBT AMORTIZATION SCHEDULE (R\$ MILLION)

Net Debt/ Adjusted EBITDA*: 4.3x in 4Q20 (vs. 4.9x in 3Q20)



Cash position in December 2020: **R\$ 1.0 billion** (+7.3% vs. 2019)

Continued capacity to invest in expansion, maintaining a strong cash position.

**Considers adjusted EBITDA, which excludes the impact of hedge accounting, equity accounting and non-recurring items in the year



OUTLOOK 2021 

CONCLUSION

Outlook 2021

Northern Corridor:


- 64% of the total **soybean** production in MT should be exported in 2021, according to IMEA (**22.7 million/Ton**);
- 69% of the total **corn** production in MT should be exported in 2021 according to IMEA (**25.0 million/Ton**);
- BR-163 remains in **excellent traffic conditions** and the corridor remains very **competitive** and profitable for grain flow.

Southern Corridor:

- **River drafts improving gradually** with some locations already above the historical average;
- **Iron ore at high price** and estimates that production will increase by 80% in 2021 *
- **Vale** will use the **maximum volume** foreseen in its contract in 2021 (up to 3.2 million/ton).



Conclusion



Northern Corridor: BR-163 in excellent traffic conditions; Competitive freight; Strong crop estimates; Real tariff increase; Increased productivity

Southern Corridor: Historically high iron Ore prices; Vale will use the maximum volume foreseen in contract; M&A and consolidation opportunities

New Projects: Implementation of Salt corridor; Renovation and modernization of Santos Terminal; New area of influence; New routes; portfolio diversification

Ferrogrão: Positive news; Additional volume for North, and reduction of logistic costs

Next Event: Hidrovias Day for disclosure of short and medium term guidance

10 anos



Hidrovias do Brasil