

# RESULTS 4Q21 and 2021

March 24, 2022  
Investor Relations



# SCHEDULE

## 1 Company Foundations

Strategic pillars

## 2 Highlights 4Q21 and 2021

## 3 Performance by Corridor

South Corridor  
North Corridor  
Coastal Navigation  
Santos

## 4 Consolidated Financial Result

## 5 Conclusion



# COMPANY FOUNDATIONS

1

# Solid Strategic Pillars

Guidance 2021 achieved in its entirety even amid the confluence of external and non-recurring factors, proving its solid foundations. 2025 Guidance maintained.

1

Strategically positioned in the value chain of sectors where Brazil is a Global Player



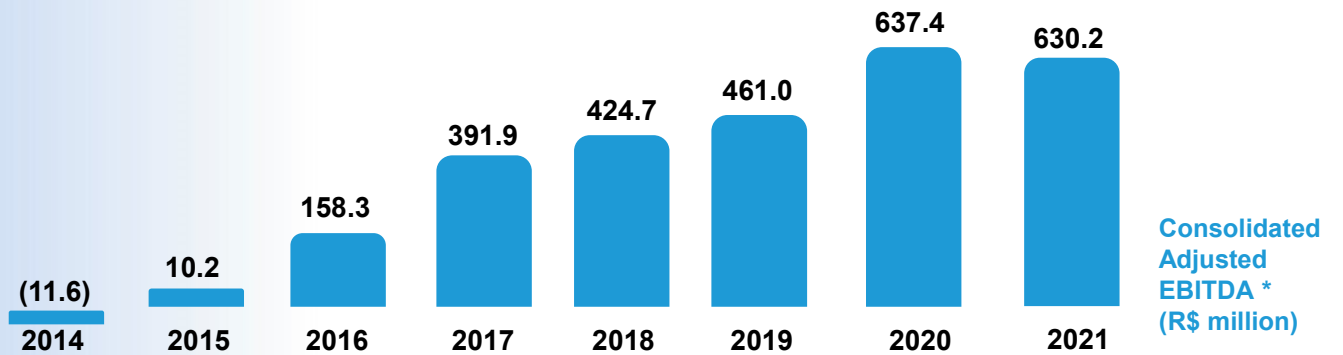
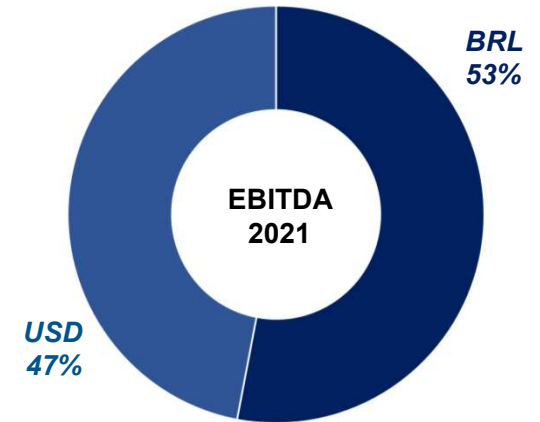
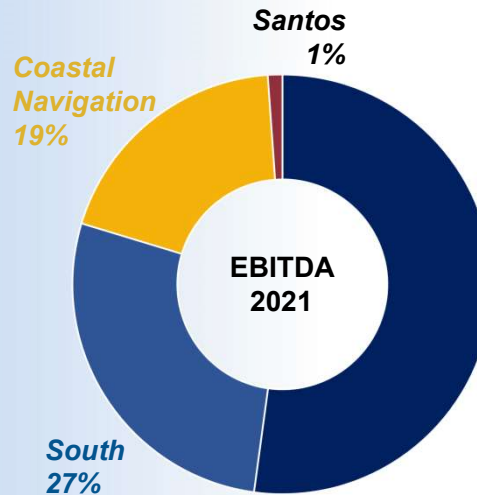
2

Own fleet incorporating "state of the art" technology. Operator with strong competitive costs and productivity advantages



3

Rare combination of growth through long-term contracts with top-tier customers



\* EBITDA adjusted for non-recurring items, hedge accounting and equity accounting.



# Highlights 4Q21 and 2021 **2**

## 2 Highlights 4Q21 and 2021

Consistent results even in the midst of major external and non-recurring challenges. Stable consolidated EBITDA despite a 12.7% drop in total volume handled in 2021.

4Q21

### 2.2 millions

tons handled, highlighting the resumption of the volume of bauxite.

### R\$224.2 millions

Net Operating Revenue and hedge accounting, with 20.2% growth in the North.

### R\$87.6 millions

*Adjusted EBITDA with JVs\**

*(Adjusted EBITDA margin with JVs\* was 39.1%).*

2021

### 11.8 millions

tons, with a fall in the corn crop in Brazil and impossibility of navigation for more than 2 months in the South.

### R\$1,246.7 millions

Net Operating Revenue and hedge accounting, with 12.7% growth in the North.

### R\$630.2 millions

*Adjusted EBITDA with JVs\**

*(Adjusted EBITDA margin with JVs\* was 50.6%).*





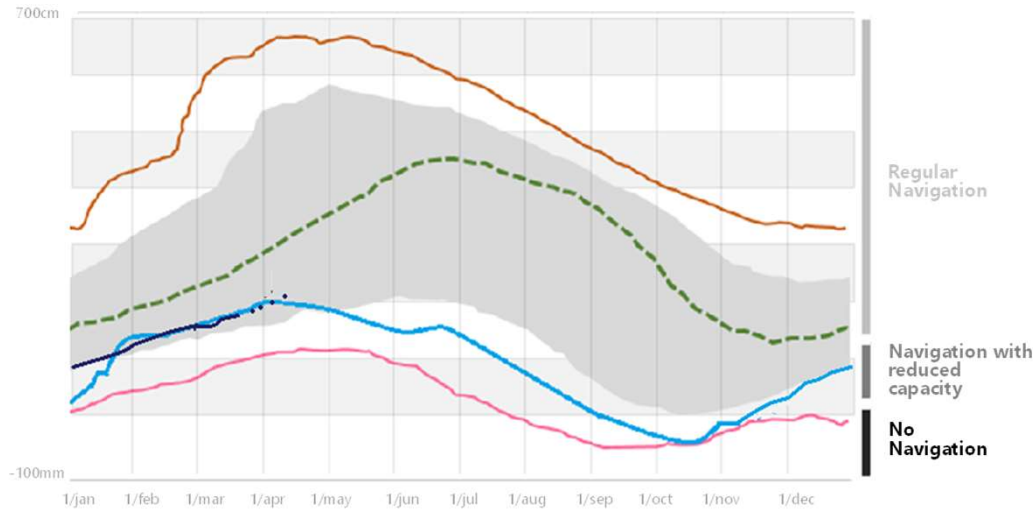
# PERFORMANCE BY CORRIDOR

# 3

2021 with two and a half months without navigation. Beginning of 2022 with recovery trend and return to normality zone. Navigation resumed with larger convoys.

## LADÁRIO FLUVIOMETRIC STATION (1.900 to Mar/2022)

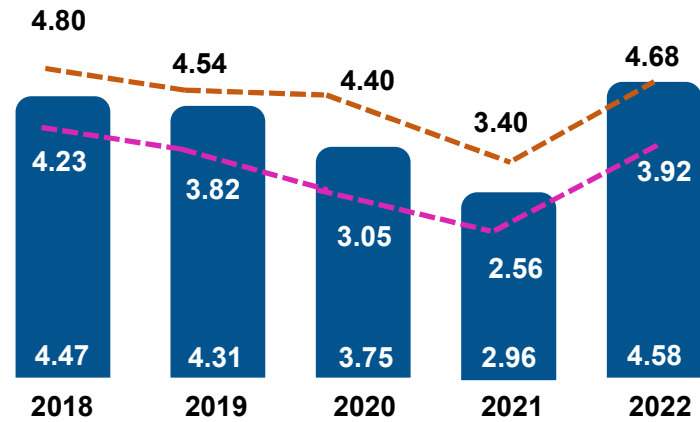
Source: Geological Survey of Brazil - CPRM - Bulletin released on 03/18/2022



- Regular zone
- Maximums already occurred
- Lows already occurred
- 2021
- Median
- 2022
- Expected Quotas

## CÁCERES FLUVIOMETRIC STATION (2018 to Mar/2022)

Source: Geological Survey of Brazil - CPRM - Bulletin released on 03/18/2022

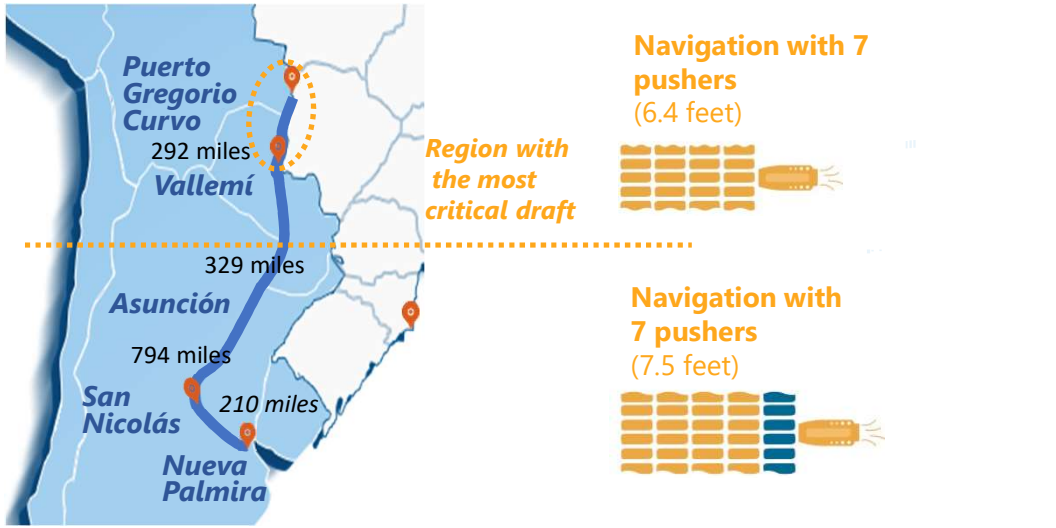


- Average in meters
- Maximums already occurred
- Lows already occurred

# 3 South Corridor

Flexible assets that navigate in more restrictive drafts than the competition put the Company in an absolute leadership position in the transport of iron ore in the Corumbá region.

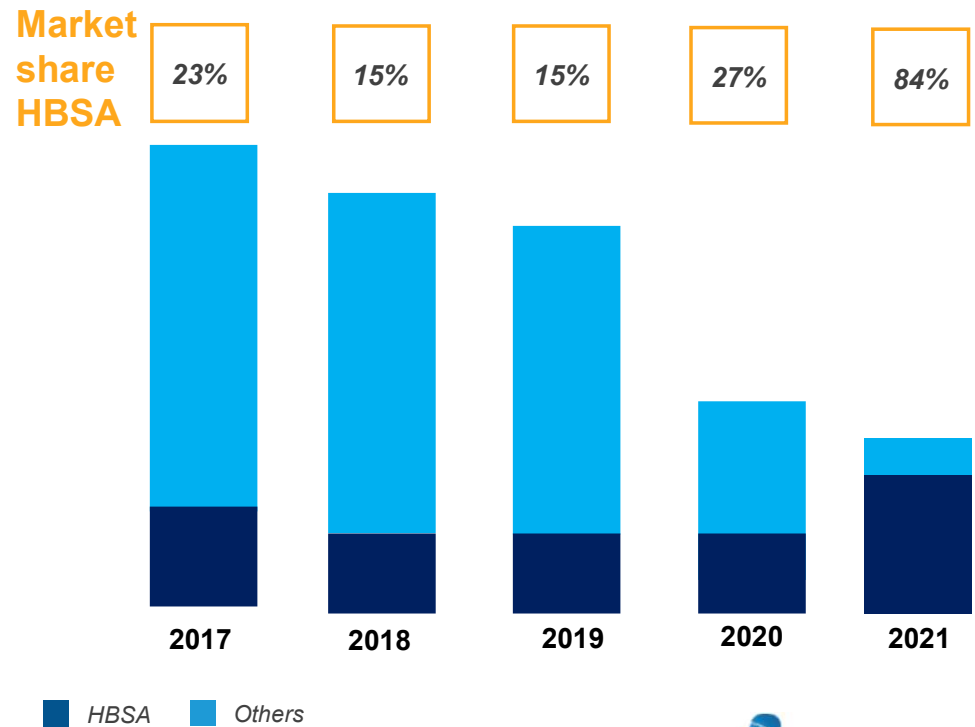
## INITIATIVES TO IMPROVE THE OPERATION



Mapping of suppliers capable of performing more frequent dredging and in a structured preventive manner.

## MARKET SHARE IN CORUMBÁ

Source: Datasur + Internal Projections

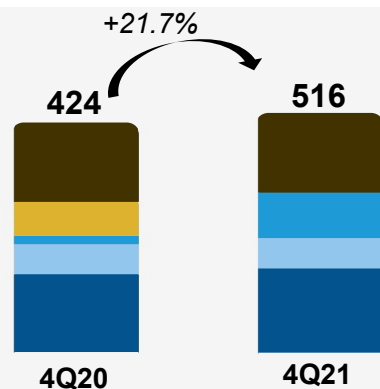


# 3 South Corridor

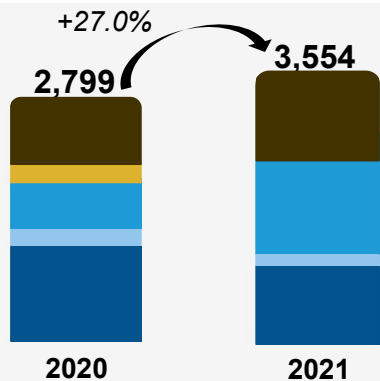
4Q21 and 2021 with impact of non-navigation for 2 and a half months and major restrictions throughout 2H21. Draft of the rivers continues to improve and the trend for 2022 is more positive.

## TOTAL VOLUME (Kt)

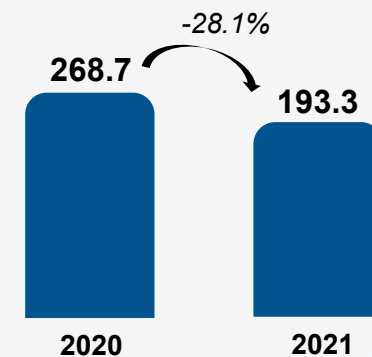
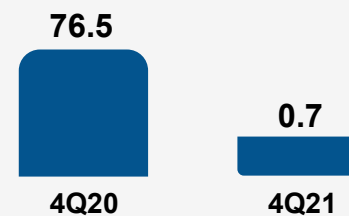
### 4th QUARTER



### YEARLY



## Adjusted EBITDA\* (R\$ million)



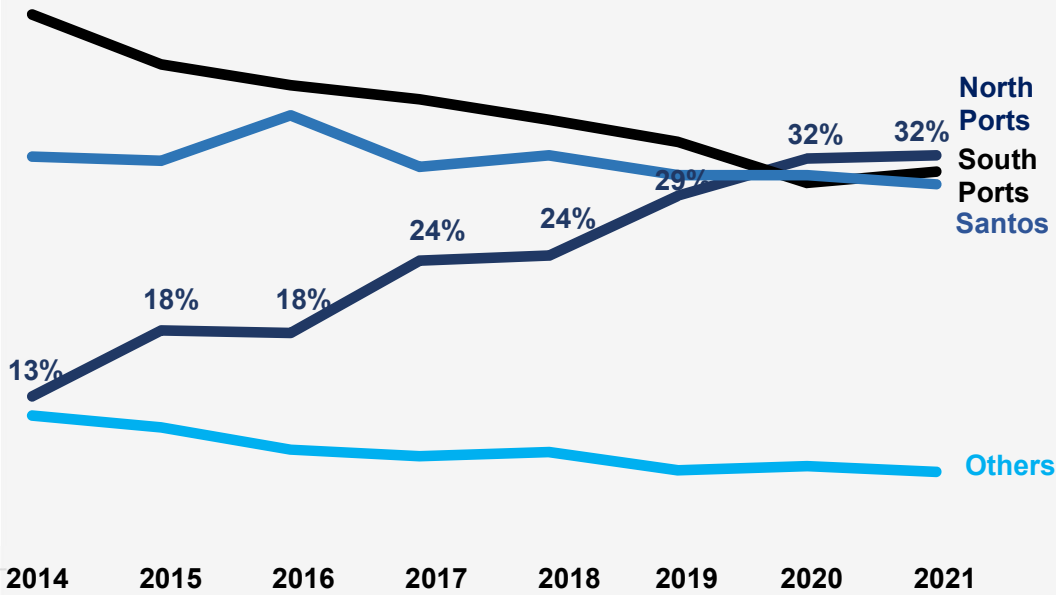
Adjusted EBITDA Margin  
45.7%

# 3 North Corridor

North corridor is the best logistics option for the transportation of grains from Brazil, mainly originating in MT. Barcarena continues to gain *market share* in the North and Hidrovias continues to be the biggest player!

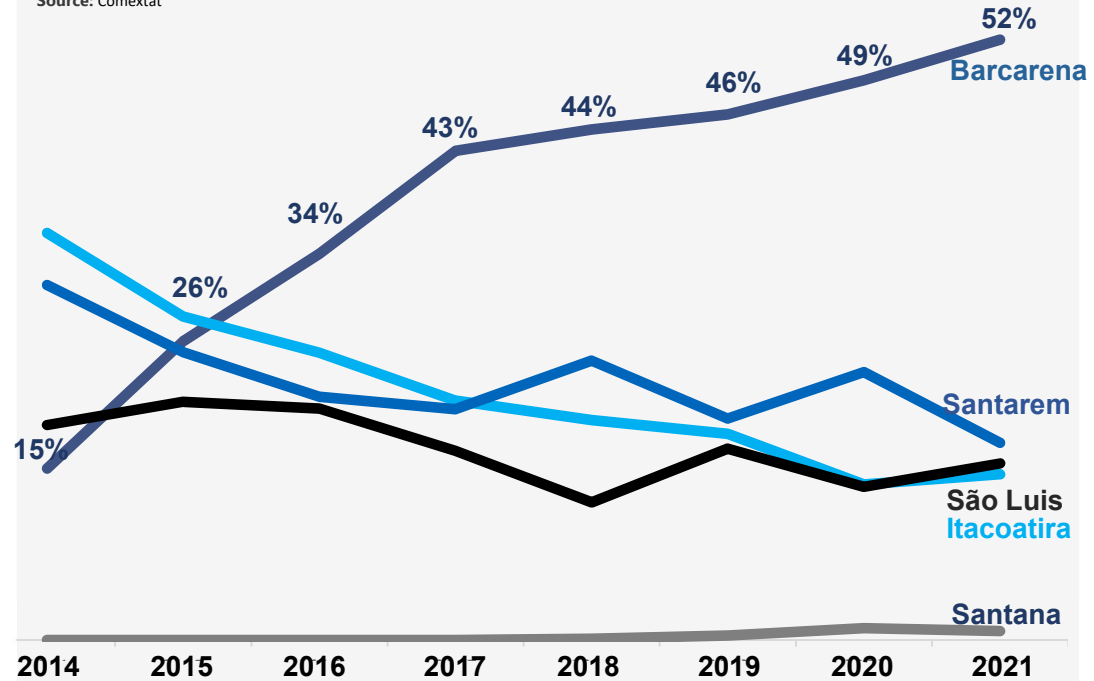
## MARKET SHARE (EXPORT BRAZIL)

Source: Comexstat



## MARKET SHARE NORTH PORTS (MT EXPORT)

Source: Comexstat

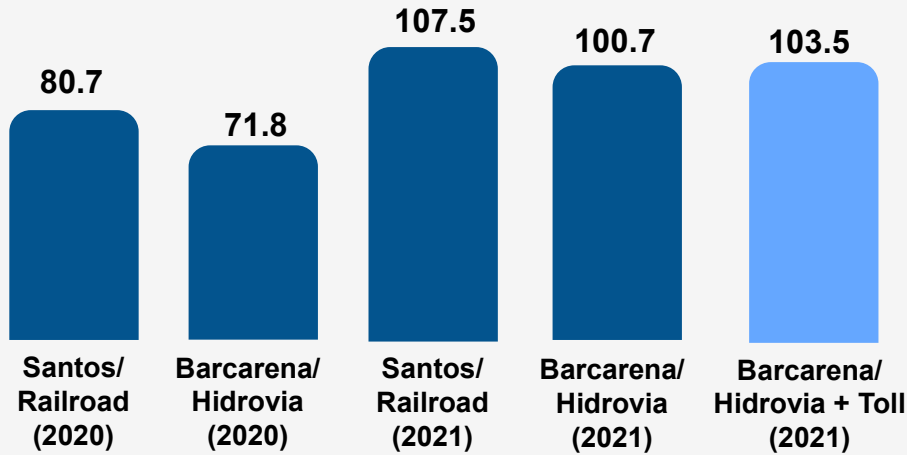


# 3 North Corridor

Even with the inclusion of tolls, Barcarena would continue to be a very competitive logistics option for the flow of grains originating in the region of Sorriso.

## TOTAL LOGISTICS COST (US\$/ton)

Source: USDA/ESALQ (Soybeans with public base updated in 3Q21)

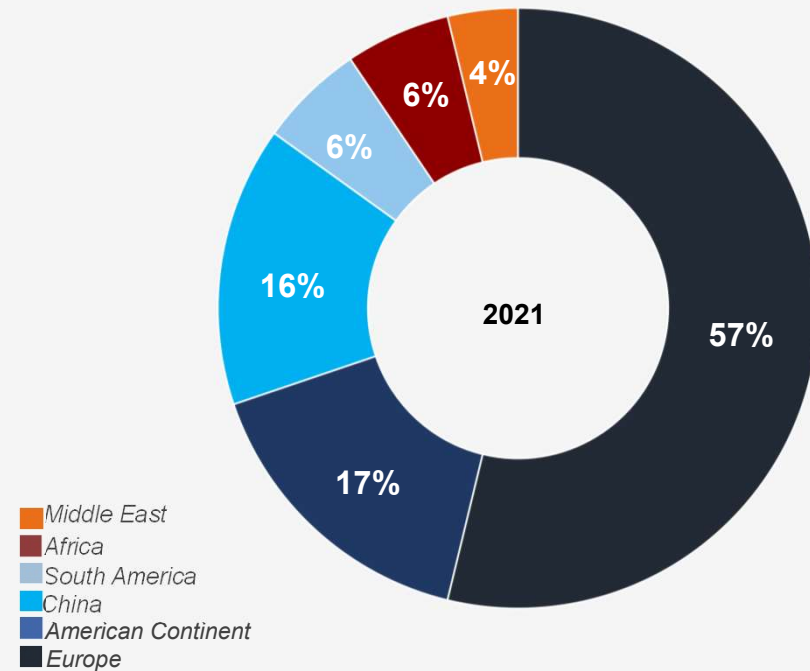


Spread BCN – STS IN 2020: 8,9 USD/ton  
Spread BCN – STS IN 2021: 6,8 USD/ton

BR-163 toll  
(R\$15.00) or  
(US\$2.8)

## BARCARENA EXPORT LOCATIONS 2021

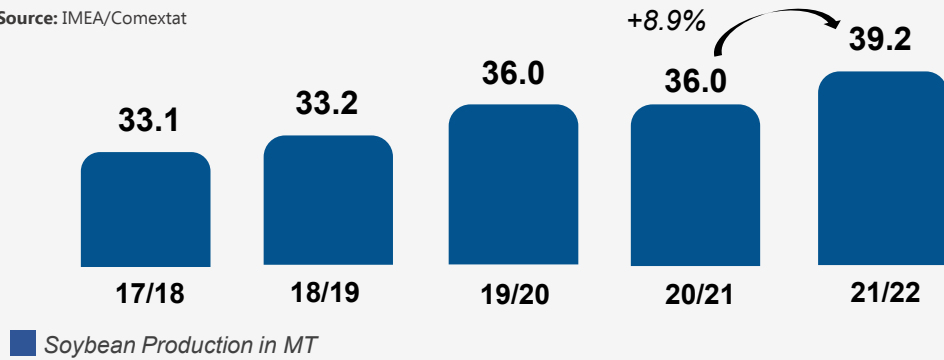
Source: Comexstat



Soybean planting and harvest already carried out, contributing to an ideal situation for corn. Record crop projections in MT - very positive scenario for the Company.

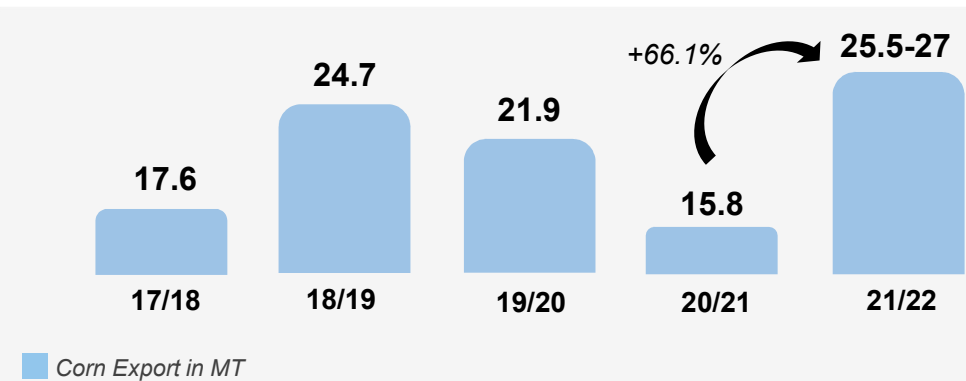
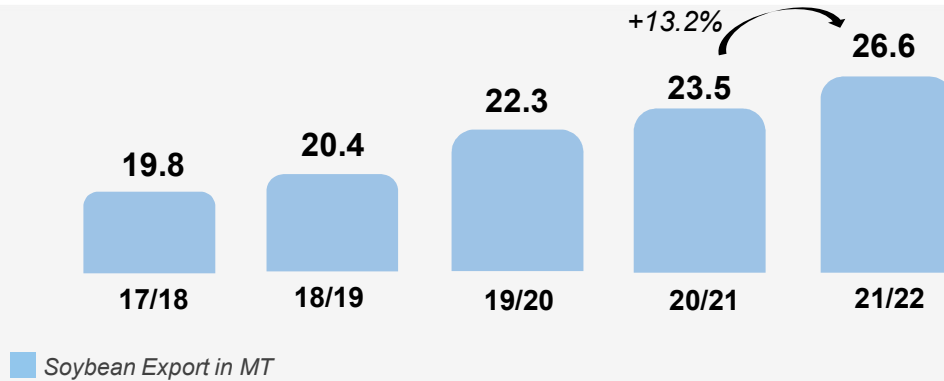
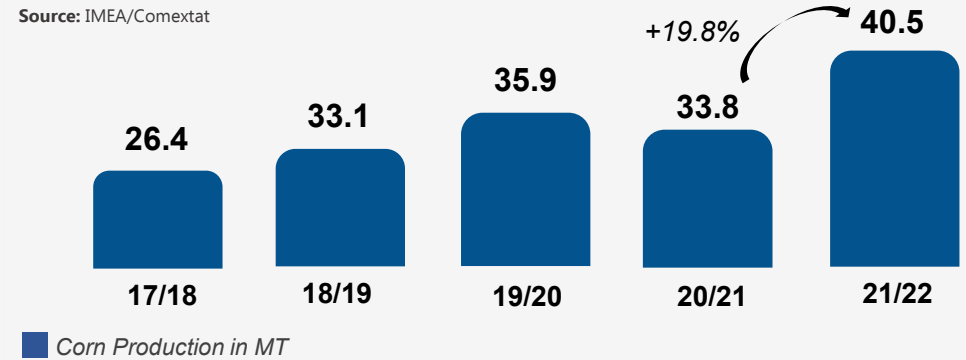
## SOYBEAN PRODUCTION AND EXPORT IN MT (M Tons)

Source: IMEA/Comexstat



## CORN PRODUCTION AND EXPORT IN MT (M Tons)

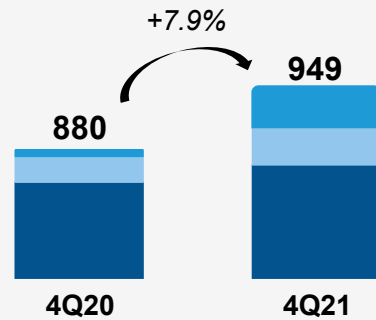
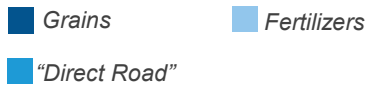
Source: IMEA/Comexstat



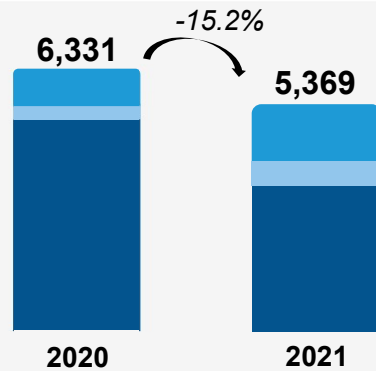
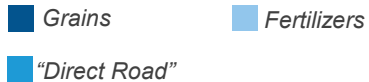
Significant growth in EBITDA in the year, despite the drop in volume, proves the strength of the “take or pay” contracts and the real increase in tariffs carried out in 2021.

## TOTAL VOLUME (Kt)

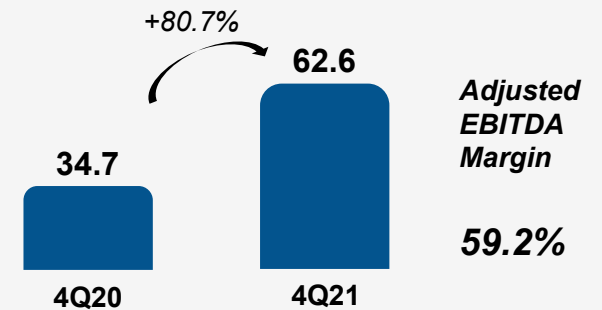
### 4th QUARTER



### YEARLY

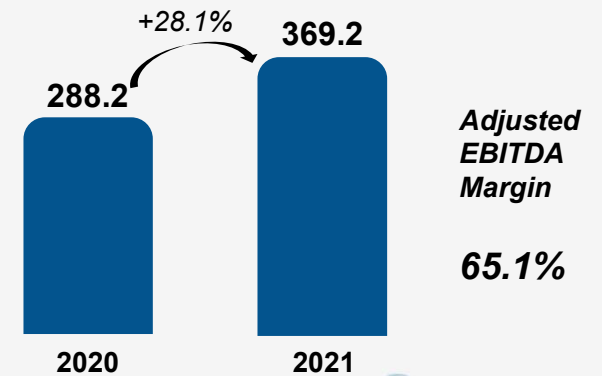


## Adjusted EBITDA\* (R\$ million)



Adjusted EBITDA Margin

59.2%



Adjusted EBITDA Margin

65.1%

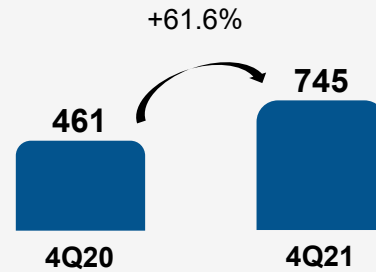
# 3 Coastal Navigation

Consistent result, guaranteed by the "take or pay" of the contract. Annual profitability close to 60% even in the year of ship docking, when operating costs are higher.

## TOTAL VOLUME (Kt)

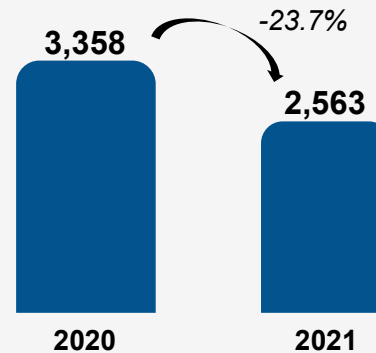
### 4th QUARTER

Bauxite

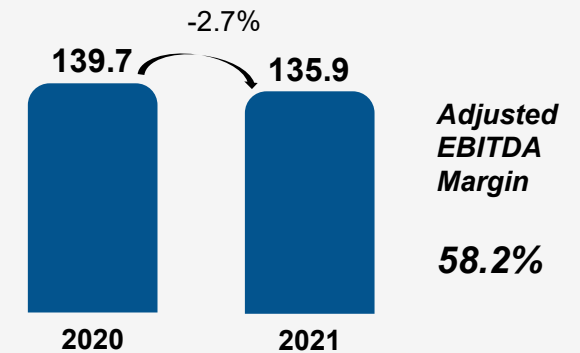
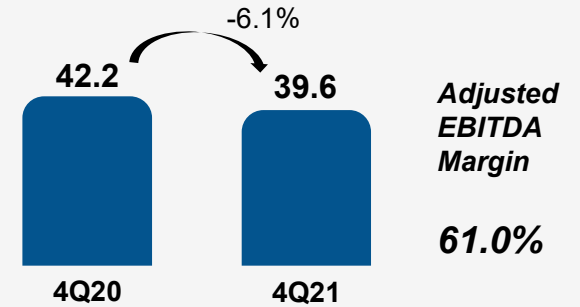


### YEARLY

Bauxite



## Adjusted EBITDA\* (R\$ million)

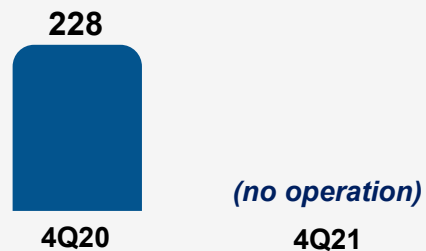


Completed without operations since 2Q21 for renovations and modernizations, with resumption starting in 1H22.

### 4th QUARTER

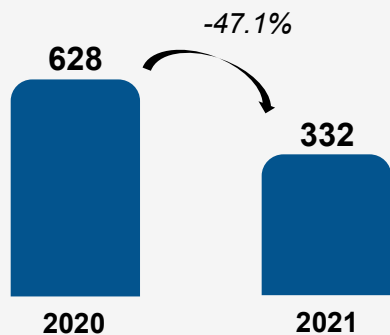
Fertilizers

#### TOTAL VOLUME (Kt)

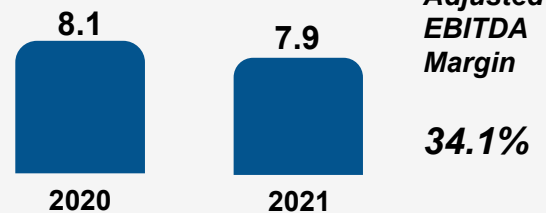
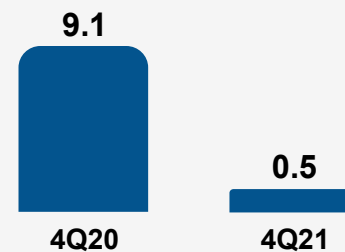


### YEARLY

Fertilizers



#### Adjusted EBITDA\* (R\$ million)





**CONSOLIDATED  
FINANCIAL  
RESULT**

**4**

# 4 Consolidated Result

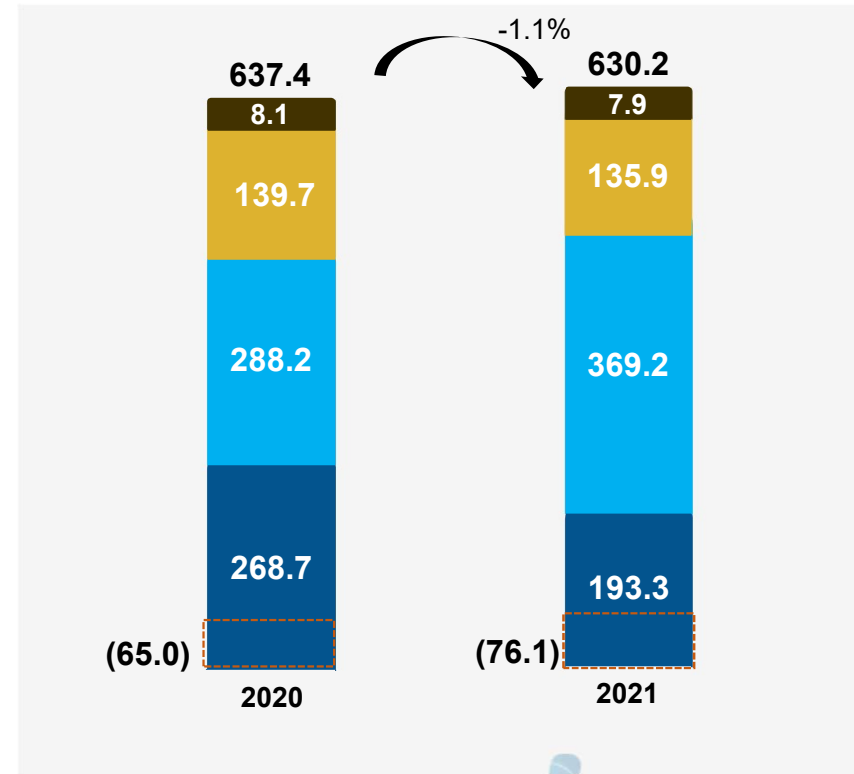
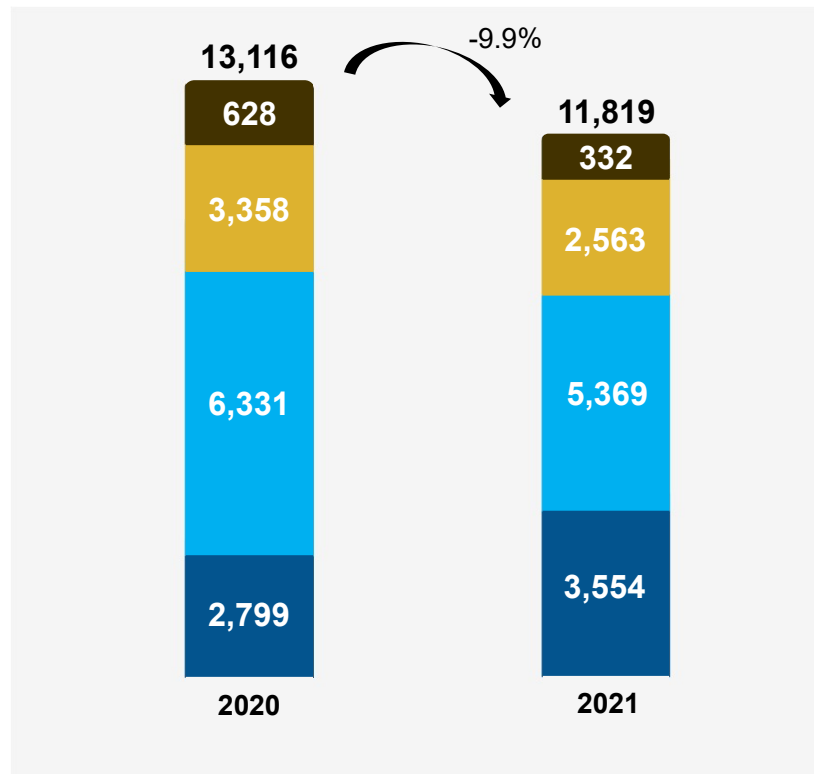
Consistent result despite the drop in volumes demonstrates the strength of the Company's contracts and the resilience of the business.

VOLUME PER CORRIDOR (kt)

Adjusted EBITDA\* PER CORRIDOR (R\$ M)

**HBSA CONSOLIDATED RESULT BY CORRIDOR**  
(2020 x 2021)

- South
- North
- Coastal Shipping
- Santos
- Holding



\*EBITDA adjusted for non-recurring items, hedge accounting and equity in subsidiaries.

# 4

## Consolidated Result

Guidance 2021 achieved in its entirety and Guidance 2025 maintained.

### GUIDANCE VOLUME 2021 (kt)

#### Consolidated

Millions of tons	2020	2021 (GUIDANCE)			2021		
		Minimum	Maximum	Variation %*	Realized	Variation %*	Status
<b>Total Volume</b>	13.1	11.2	13.0	24.8%	13.1	-12.7%	<b>OVERCOME</b>
North Corridor Volume	6.3	4.5	5.1	14.3%	5.4	-15.2%	<b>OVERCOME</b>
South Corridor Volume	2.8	3.4	4.6	82.1%	3.5	+14.1%	<b>ACHIEVED</b>
Cabotage Volume	3.4	2.8	3.0	-	2.6	-23.7%	NOT ACHIEVED
Volume Santos/Salt	0.6	0.3	0.3	16.7%	0.3	-	<b>ACHIEVED</b>

### GUIDANCE EBITDA\*\* 2021 (R\$ million)

#### Consolidated

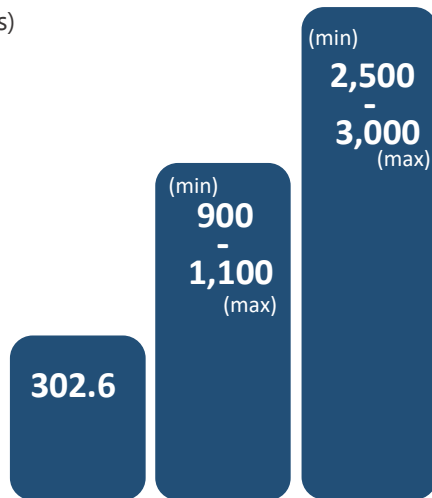
BRL Million	2020	2021 (GUIDANCE)			2021		
		Minimum	Maximum	Variation %*	Realized	Variation %*	Status
<b>Total EBITDA</b>	637.4	630	710	5.1%	630.2	-1.1%	<b>ACHIEVED</b>

# 4 Consolidated Result

CAPEX guidance reached. Greater phasing of the 2025 Guidance, with 2022 focusing only on investments that bring short-term returns.

## Consolidated CAPEX

(R\$ millions)



**STRUCTURALLY LOW MAINTENANCE CAPEX,  
NO ROAD MAINTENANCE NEEDED!**

Consolidated					
R\$ Milhões	2020	2021 (GUIDANCE)		2021	
		Minimum	Maximum	Minimum	Maximum
CAPEX total	302.6	900	1,100	1,098	<b>ACHIEVED</b>

### Assumptions adopted:

- Considers maintenance + expansion CAPEX
- Considers CAPEX of projects: Santos, Sal, Imperial Acquisition and Porto Velho
- Does not consider CAPEX of new projects not yet approved
- Considers CAPEX for capacity expansion in the Northern Corridor
- Considers exchange rate of BRL 5.20 for 2021 and BRL 5.00 for 2025

### CAPEX 2022:

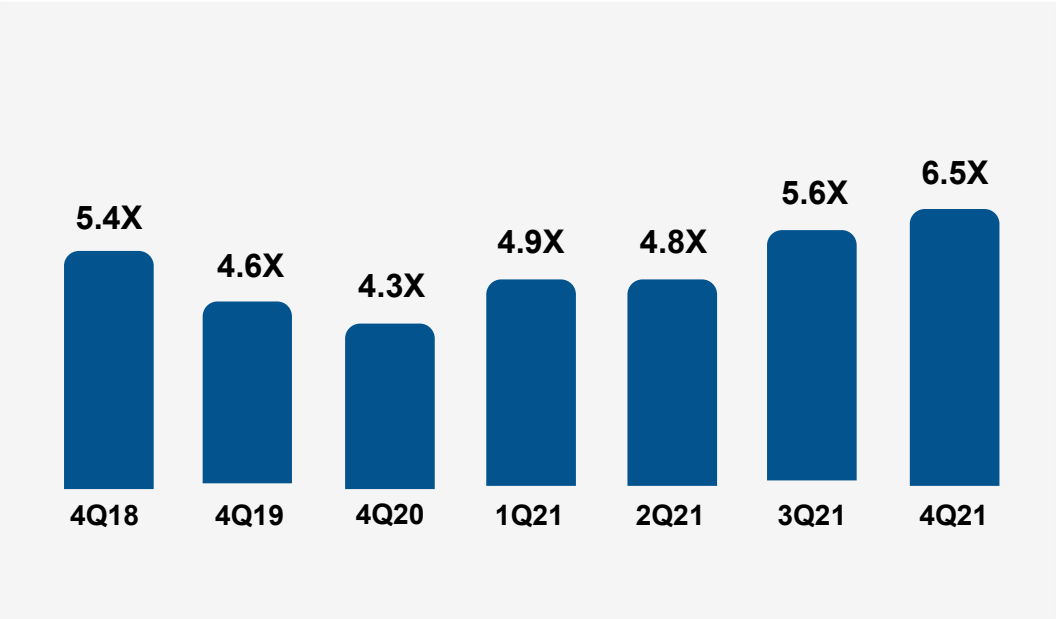
- Focus on cash generation and investments that bring short-term results, completion of improvements in Santos (2022) and navigation assets to increase capacity in the North (2023).



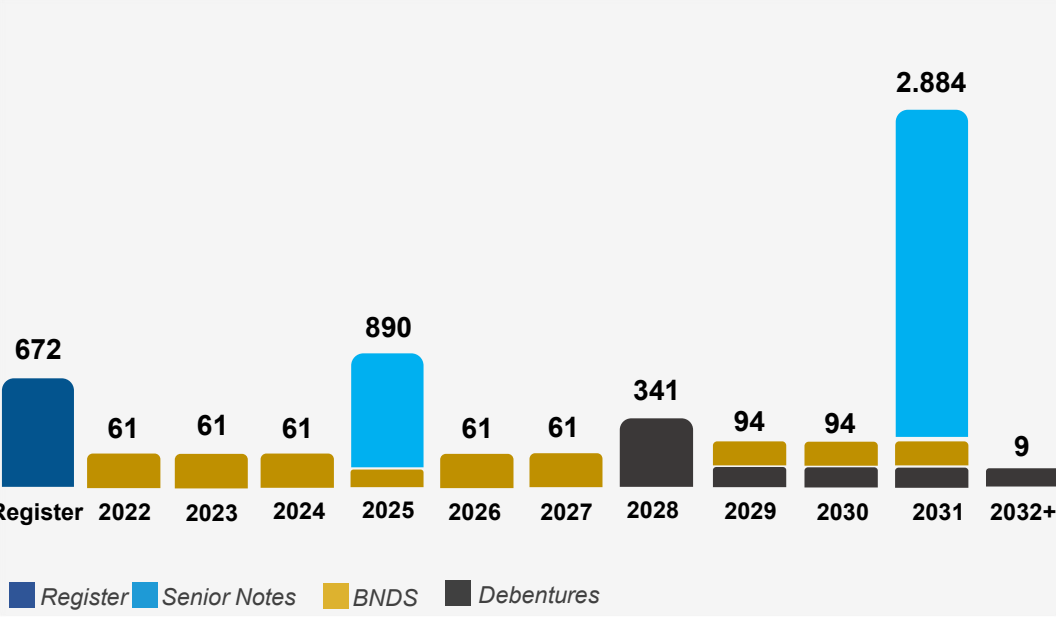
# 4 Consolidated Result

Leverage occasionally impacted by non-recurring situations, resuming to more normalized levels with normalization of operations from 2022.

## NET DEBT/EBITDA



## AMORTIZATION SCHEDULE



**LONG DEBT PROFILE AND WITHOUT ANY MATERIAL MATURITY IN THE SHORT TERM.**





**CONCLUSION**

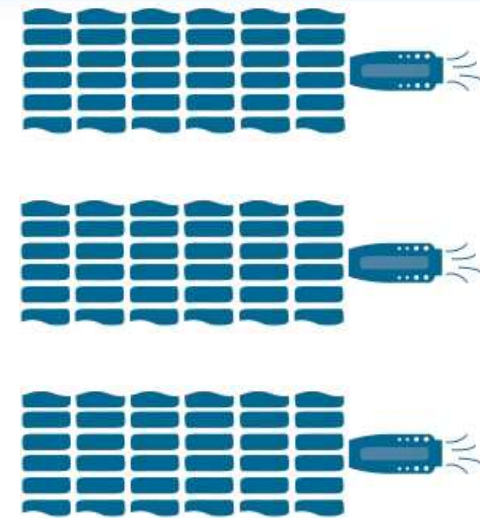
**5**

# 5

## Conclusion

**Waterway modal, together with multimodality, will continue to be the most competitive solution to support the growth of bulk cargo transportation in South America...**

- 1.** 2021 proved the **Company's resilience**, with strong long-term contracts and differentiated assets;
- 2.** **South Corridor:** recovery of river levels and a more positive trend for 2022. **North Corridor:** record harvest in MT and a good part of the system's integrated capacity has already been sold for 2022.
- 3.** **Focus on cash generation in 2022**, with investments that bring short-term returns and the search for operational deleveraging of the Company;
- 4.** 2022 with **resumption** of main operations to more normal levels and start of operations in Santos;
- 5.** **Untouched investment thesis fundamentals**, with numerous growth opportunities in the medium and long term. **2025 Guidance maintained.**



A photograph of a large industrial facility, possibly a power plant or refinery, at night. The scene is dominated by a deep blue color overlay. The structure consists of numerous metal walkways, railings, and pipes, illuminated by several bright spotlights that create a starburst effect. The overall atmosphere is industrial and modern.

**THANK YOU**