

Earnings Call 3024





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This presentation segregates the impact of organic changes from those arising from changes in scope or currency translation. Scope changes represent the impact of acquisitions and divestitures, the start up or termination of activities or the transfer of activities between segments, curtailment gains and losses and year over year changes in accounting estimates and other assumptions that management does not consider as part of the underlying performance of the business. Organic growth and normalized numbers are presented applying constant year-over-year exchange rates to exclude the impact of the movement of foreign exchange rates.

Unless stated, percentage changes in this press release are both organic and normalized in nature. Whenever used in this document, the term "normalized" refers to performance measures EBITDA and Operating Profit before exceptional items and share of results of joint ventures and to performance measures Profit and EPS before exceptional items adjustments. Exceptional items are either income or expenses which do not occur regularly as part of the normal activities of the Company. They are presented separately because they are important for the understanding of the underlying sustainable performance of the Company due to their size or nature. Normalized measures are additional measures used by management and should not replace the measures determined in accordance with IFRS as indicators of the Company's performance. Comparisons, unless otherwise stated, refer to the third quarter of 2023 (3Q23). Values in this release may not add up due to rounding.



PUTTING THINGS INTO PERSPECTIVE

Q3 2023 WAS OUR STRONGEST QUARTER LAST YEAR:

- ✓ EBITDA
- **✓ PROFIT**
- ✓ CASH FLOW

GREAT PERFORMANCE
BUILT ON THE FIRST
HALF OF 2024:

- ✓ BRAZIL & CAC STRONG
 - ✓ LAS & CAN IMPROVING
- ✓ CASH FLOW GROWING

2024 FOCUS:

- **✓ TOP LINE GROWTH**
- ✓ EBITDA GROWTH
 - **✓ MARGINS**
 - **EXPANSION**
- √ SOLID CASH FLOW





3Q24 HIGHLIGHTS

NET REVENUE: +4.9%

GROSS PROFIT: +8.7%

GROSS mg: +180 bps

EBITDA: +8.5%

EBITDA mg: +110 bps

BRANDS INVESTMENT



BU LAS



3024 vs LY (organic*)

Volume: -7.7%

NR/hl: +15.9%

EBITDA: +9.0%

EBITDA mg: +60 bps







3024 vs LY (organic)

Volume: -1.4%

NR/hl: +1.5%

EBITDA: flat

EBITDA mg: flat





3024 vs LY (organic)

Volume: -0.5%

NR/hl: +5.2%

EBITDA: +17.7%

EBITDA mg: +460 bps





3024 vs LY (organic)

Volume: +3.4%

NR/hl: +11.0%

EBITDA: +21.7%

EBITDA mg: +150 bps



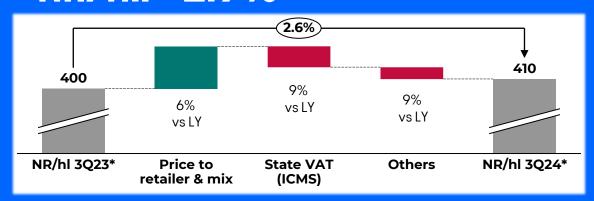


3Q24 vs LY (organic)

Volume: +0.6%

- Premium & SP: + low twenties
- Core Plus: + low teens
- Core: low single digits

NR/hl: +2.9%



EBITDA: +5.8%

EBITDA mg: +80 bps







Focus brands all-time-high volumes R12M record brand health in Q3

Healthy inventory levels

All-time-high service level to customers

BRAHMA

Budweiser

SPATEN

EVOLUTION OVER THE LAST 5 YEARS...





TECHNOLOGY





SUSTAINABILITY



+15 CARBON-**NEUTRAL PLANTS**



>7% WATER **USAGE REDUCTION**

VALUE CREATION











FCF = cash flow from operating activities – net capex – lease liabilities payments | Sum from FY 2020 to YTD 2024 Dividends & IOC sum from FY2020 to FY2023

Our Board of Directors has approved a share buyback program for the repurchase of up to 155,159,038 shares (which, based on the closing share price of October 30th, 2024, correspond to approximately R\$ 2 billion) to be executed within the next 18 months



ebitda growth



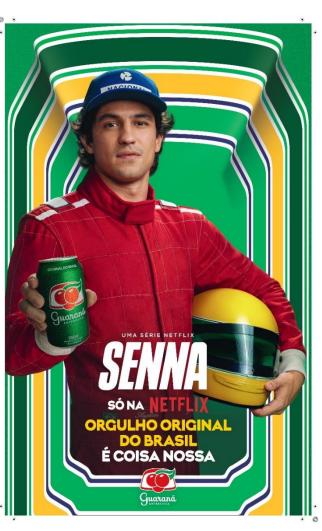
margins expansion



resilient cash flow generation







NET FINANCE RESULTS

O1 LOWER LOSSES ON DERIVATIVES IN BRAZIL

O2 LOWER FAIR VALUE ADJUSTMENTS OF PAYABLES

O3 ARGENTINA HEDGING DECISIONS





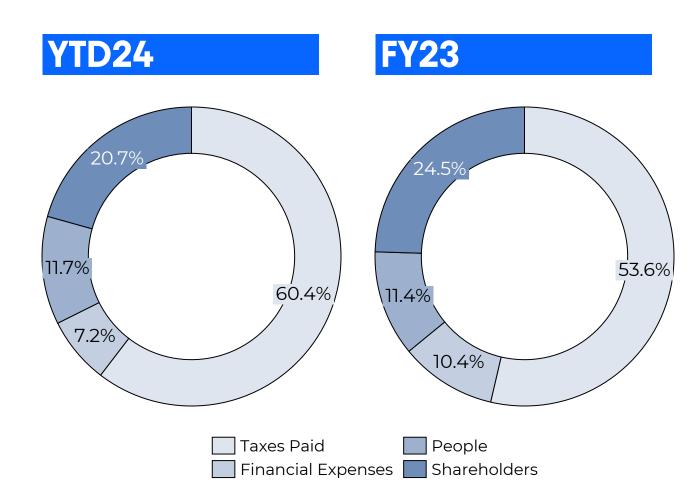


INCOME TAX EXPENSES

1 HIGHER EBT

102 LESS IOC & STATE VAT GOVERNMENT GRANTS DEDUCTIBILITY

Net value-added distribution





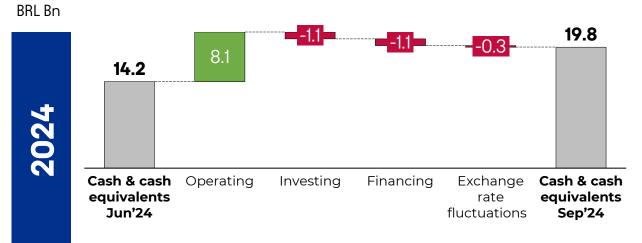


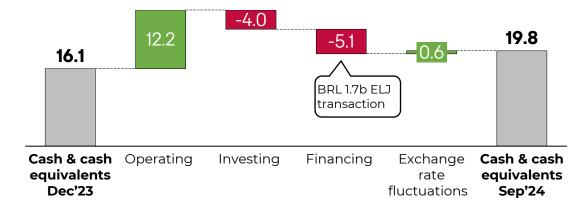
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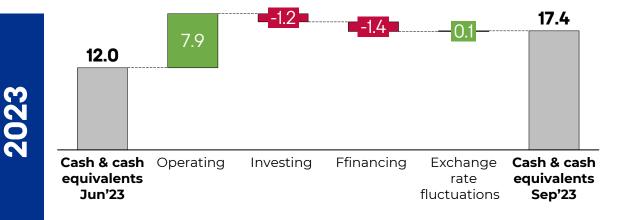
CASH FLOW

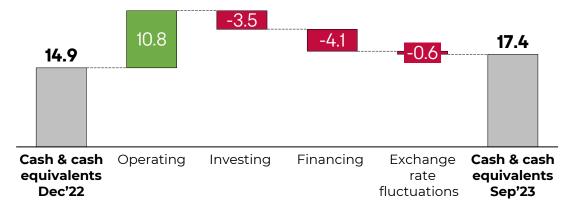


Year-to-date















YTD strong cash flow generation



R\$ 2 billion share buyback program*





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