



*SANTOS BRASIL*

**3Q23 EARNINGS  
RELEASE**



**São Paulo, November 08, 2023** - The quarterly financial information (ITR) and standardized financial statements (DFP) are presented in accordance with the accounting practices adopted in Brazil, in compliance with the provisions of Brazilian Corporation Law, International Financial Reporting Standards (IFRS) and the standards issued by the Accounting Pronouncement Committee (CPC).

	3Q23	3Q22	Δ(%)	9M23	9M22 <sup>2</sup>	Δ(%)
<b>Container and General Cargo Terminals – quay operations (containers)</b>	<b>322,382</b>	<b>357,732</b>	<b>-9.9%</b>	<b>883,583</b>	<b>1,002,482</b>	<b>-11.9%</b>
<b>Container and General Cargo Terminals – warehousing (containers)</b>	<b>29,688</b>	<b>42,243</b>	<b>-29.7%</b>	<b>88,752</b>	<b>108,582</b>	<b>-18.3%</b>
<b>Container and General Cargo Terminals – general cargo (tons)</b>	<b>13,508</b>	<b>21,469</b>	<b>-37.1%</b>	<b>70,952</b>	<b>100,666</b>	<b>-29.5%</b>
<b>Logistics – warehousing (containers)</b>	<b>16,399</b>	<b>19,474</b>	<b>-15.8%</b>	<b>46,613</b>	<b>56,424</b>	<b>-17.4%</b>
<b>Logistics – handling (pallets)</b>	<b>198,686</b>	<b>307,862</b>	<b>-35.5%</b>	<b>737,337</b>	<b>826,830</b>	<b>-10.8%</b>
<b>TEV (vehicles)</b>	<b>47,576</b>	<b>76,619</b>	<b>-37.9%</b>	<b>161,512</b>	<b>215,997</b>	<b>-25.2%</b>
<b>Net Revenue (R\$ MM)</b>	<b>533.7</b>	<b>521.9</b>	<b>2.3%</b>	<b>1,467.9</b>	<b>1,463.0</b>	<b>0.3%</b>
<b>EBITDA (R\$ MM)</b>	<b>257.8</b>	<b>216.9</b>	<b>18.9%</b>	<b>633.3</b>	<b>611.7</b>	<b>3.5%</b>
<i>% EBITDA Margin</i>	<i>48.3%</i>	<i>41.6%</i>	<i>6.7 p.p.</i>	<i>43.1%</i>	<i>41.8%</i>	<i>1.3 p.p.</i>
<b>Net Income (Loss) (R\$ MM)</b>	<b>139.0</b>	<b>106.0</b>	<b>31.2%</b>	<b>279.3</b>	<b>293.9</b>	<b>-5.0%</b>
<b>Net Debt (R\$ MM)</b>	<b>-147.3</b>	<b>-427.9</b>	<b>-65.6%</b>	<b>-147.3</b>	<b>-427.9</b>	<b>-65.6%</b>
<b>Net Debt/Proforma EBITDA LTM<sup>1</sup></b>	<b>-0.23x</b>	<b>-0.70x</b>		<b>-0.23x</b>	<b>-0.70x</b>	

<sup>1</sup> EBITDA LTM, excluding IFRS 16 effects.

<sup>2</sup> The financial statements of 2Q22 and 1H22 were voluntarily restated, with the adoption of technical pronouncement CPC 06 (R2). See pages 24 to 26.

## HIGHLIGHTS | 3Q23

- 3Q23 earnings consolidate Santos Brasil's upward trajectory, despite the year-on-year drop in volumes. Company's Net Revenue reached R\$ 533.7 million in 3Q23 (+2.3% YoY), boosted by 5.3% YoY growth in Net Revenue from Container and General Cargo Terminals, in addition to positive contribution of R\$ 7.8 million from the Liquid Bulk Terminals. Compared to 2Q23, growth was 5.2%, with highlight on the 9.0% QoQ increase in Container and General Cargo Terminals' net revenue.
- 3Q23 consolidated EBITDA totaled R\$ 257.8 million, an expressive growth of 18.9% compared to 3Q22, with an EBITDA margin of 48.3% (+6.7 p.p. YoY), and +16.0% compared to 2Q23, with the EBITDA margin 4.5 p.p. higher. It is worth observing that the main drivers of the result were the higher average ticket, mainly from quay operations, and more efficient management of costs and expenses carried out in all business units. Net income totaled R\$ 139.0 million in 3Q23, a 31.2% increase year-over-year and up 47.3% compared to 2Q23.
- In 3Q23, Santos Brasil's Container Terminals handled 322,382 units (-9.9% YoY), with performance impacted by (i) lower volume of imports, with emphasis on chemicals, auto parts, capital goods and plastics, still driven by slow domestic demand and high level of inventories in these industries, (ii) slower pace of exports, especially pulp & paper, coffee and chemicals, and (iii) retraction in cabotage flow at Tecon Imbituba and Tecon Vila do Conde. In addition, September's container throughput was negatively affected by a scheduled substitution of Tecon Santos' terminal operating system (TOS) and by the closure of the Port of Santos due to adverse weather conditions.
- In 3Q23, Tecon Santos handled 287,655 containers (-8.9% YoY), with a decrease of 11.0% YoY in Long Haul, and a 3.8% YoY growth in Cabotage volumes. Tecon Imbituba recorded a decrease of 21.6% YoY in total containers handled, in addition to a decrease of 36.7% YoY in general cargo operations at TCG Imbituba. Tecon Vila do Conde's container throughput dropped 15.3% YoY in 3Q23, with decreases of 16.9% YoY and 12.7% YoY in Long-Haul and Cabotage, respectively.
- Despite the volume drop in 3Q23 in the YoY comparison, compared to 2Q23 the three terminals' container throughput increased 7.7%, with 10.4% growth at Tecon Santos, being: (i) +8.1% in Long-Haul operations (+24.8% in imports and +8.8% in exports), and (ii) +24.0% in Cabotage.
- Santos Brasil Logística recorded a 15.8% drop in the number of containers stored in the two Bonded Warehouses in 3Q23 vs. 3Q22, following the slowdown in imports of full containers at the Port of Santos, and a 35.5% YoY drop in the total number of pallets operated in its distribution centers, due to the still slow demand and the high level of client's inventories. Finally, TEV recorded a 37.9% YoY drop in vehicle handling in 3Q23, with a slowdown in exports and imports, especially of light vehicles.
- In 3Q23, Santos Brasil continued committed to remunerate its shareholders' capital by distributing R\$ 89.7 million in dividends, of which R\$ 53.0 million in interim dividends and R\$ 36.7 million in Interest on Own Capital, paid on August 31, 2023. Moreover, on October 25, 2023, the Company announced an additional payment of R\$ 132.1 million based on 9M23 earnings, of which R\$ 97 million in dividends and R\$ 35 million in Interest on Own Capital, whose payment will start on November 13, 2023. Thus, the Company has already declared the distribution of R\$ 265 million in dividends and IoC to its shareholders in 2023, which corresponds to R\$ 0.31 per share.
- In 3Q23, Santos Brasil was awarded in eight categories in the Latin America Executive Team (Small Cap) ranking by Institutional Investor, winning first place in all of them, considering Small Cap companies in the Transport sector. Furthermore, it received the Most Honored Company distinction for its success in all criteria, including the Overall ranking, which considers Small, Mid and Large Cap companies. Moreover, Santos Brasil was chosen as the Best Company in the Brazilian Infrastructure Sector by Época Negócios 360º award, in partnership with Dom Cabral Foundation.



## Port of Santos

### Export and import container volume dynamics in 9M23

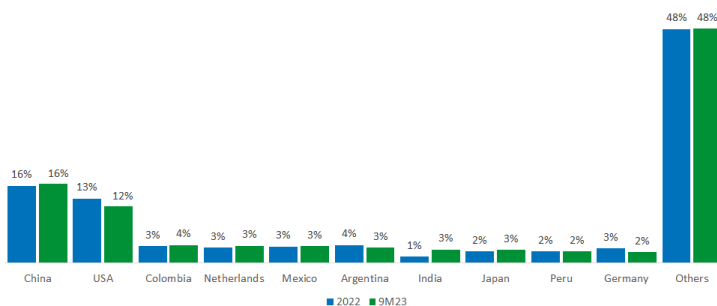
In 2023, the volume scenario has proven challenging in Santos Brasil's main business units, including Tecon Santos. There is not only one driver to point out, but a set of factors that cause the drop observed year-on-year, such as the high interest rates in the world's main economies, lowering purchase power of population and companies' investment capacity, with a direct impact on demand for durable consumer goods and capital goods, without mentioning the high level of inventories in industries and retail.

#### Exports

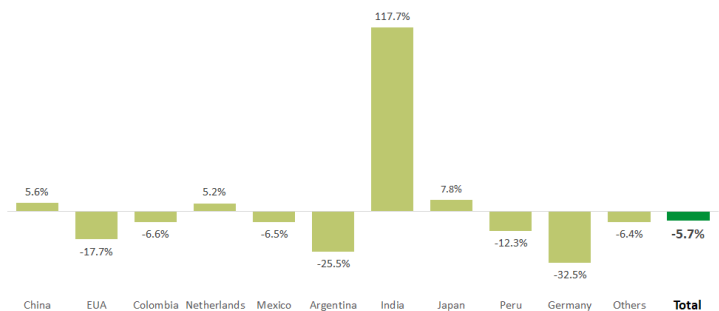
In **1H23**, according to data from Datamar<sup>1</sup>, exports of full containers from the Port of Santos dropped 10.0% YoY, with significant reductions in shipment to Asian countries, mainly China, which is the main destination for exports from the Port of Santos, United States, the second most relevant destination for Port exports, and European countries, with emphasis on the Netherlands, Germany, Italy and Belgium, the most representative European destinations. Analyzing sectoral performance, the drop in full export containers was widespread, but with greater relevance in shipments of (i) agricultural commodities, mainly coffee and cotton, (ii) frozen beef and pork meat, (iii) pulp & paper, (iv) plastics and chemicals, and (v) ores. It is worth highlighting that these segments account for nearly 50% of all containerized cargo exports from the Port of Santos.

On the other hand, exports of full containers from the Port of Santos showed a recovery in **3Q23** and recorded growth of 2.0% YoY, mainly driven by increase in shipments to China (+22.8% YoY) and to other Asian countries, although lower volumes are still noticeable for the United States. The recovery in exports is mainly explained by greater shipments of agricultural commodities, mainly sugar, cotton and cereals in general. It is worth noting the recovery, to a lesser extent, of ore exports (+4.1% YoY). Exports of frozen beef and pork meat still register YoY drops of 5.5% and 5.3%, respectively, as well as volumes of pulp & paper, plastics and chemicals. In **9M23**, exports of full containers from the Port of Santos recorded a drop of 5.7% YoY, despite the recovery in shipments to China, which increased 5.6% YoY.

Main export destinations - Port of Santos (%)

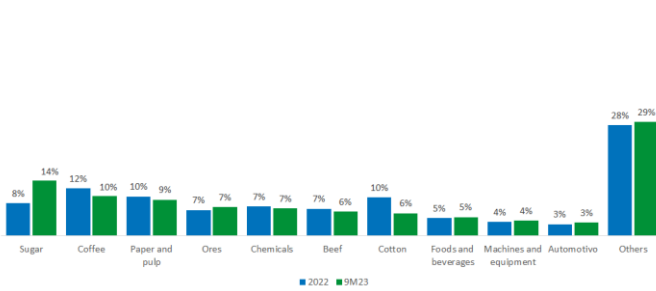


Export destinations: 9M23 vs. 9M22 - Port of Santos

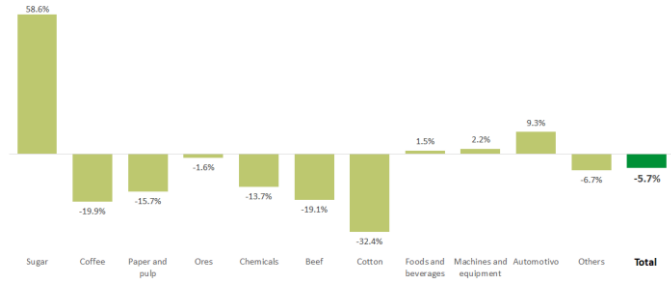


<sup>1</sup> Maritime foreign trade data platform.

**Main exported products – Port of Santos (%)**



**Exported products: 9M23 vs. 9M22 - Port of Santos**

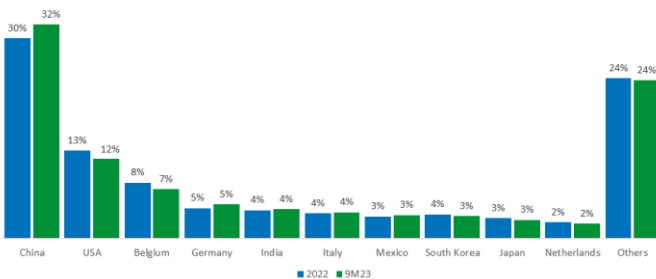


**Imports**

Regarding the flow of full imported containers in the Port of Santos, there was a decrease of 3.3% YoY in **1S23**, according to Datamar, with emphasis on lower shipments from United States and Belgium, despite a growth of only 1.0% in shipments from China, that accounts for c.30% of the Port's imports volume. When assessing the sectoral analysis, chemicals and automotive products, which account for around 30% of the imports at the Port of Santos, led the declines, with emphasis on lower imports of agricultural pesticides, fertilizers, and auto parts for the manufacture of light vehicles. Other important cargoes also presented reduction in 1S23, such as rubbers, glasses, ceramics, and woods, mainly related to the civil work sector.

In **3Q23**, opposing to the recovery in exports, import volumes of full containers continued to fall, with a decrease of 9.7% YoY at the Port of Santos, explained by drop in flows from North America and Europe, with emphasis on United States, Belgium and Germany, despite a 3.1% YoY increase in shipments from China. It is worth highlighting that 3Q22 is a strong comparison basis, the peak season of a year of record volumes at the Port of Santos, as a result of a restocking process in the domestic industry, which suffered from logistics bottlenecks in 2020 and 2021, as consequence of the Covid-19 pandemic. In 3Q23, chemical and automotive products continued to lead the declines in the Port of Santos. On top of this, **9M23** imports dropped 5.7% YoY.

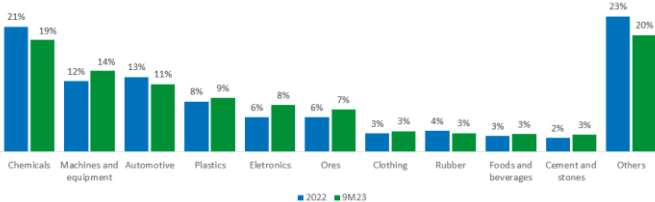
**Main origins of imports – Port of Santos (%)**



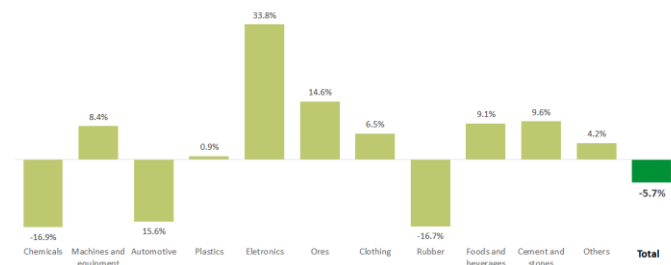
**Origins of imports: 9M23 vs. 9M22 - Port of Santos**



**Main imported products – Port of Santos (%)**



**Imported products: 9M23 vs. 9M22 - Port of Santos**





Consolidated

Economic-financial highlights

R\$ million	3Q23	3Q22	Δ (%)	9M23	9M22	Δ (%)
<b>Gross Revenue</b>	<b>602.7</b>	<b>602.9</b>	<b>0.0%</b>	<b>1,668.2</b>	<b>1,678.1</b>	<b>-0.6%</b>
Container and General Cargo Terminals	446.5	434.5	2.8%	1,190.3	1,204.9	-1.2%
Logistics	117.7	130.2	-9.6%	368.4	376.1	-2.1%
Vehicle Terminal	31.3	40.8	-23.3%	90.9	106.4	-14.6%
Liquid Bulk Terminals	9.0	0.0	-	25.0	0.0	-
Eliminations	-1.9	-2.7	-28.6%	-6.4	-9.4	-31.5%
<b>Net Revenue</b>	<b>533.7</b>	<b>521.9</b>	<b>2.3%</b>	<b>1,467.9</b>	<b>1,463.0</b>	<b>0.3%</b>
Container and General Cargo Terminals	402.2	381.9	5.3%	1,065.1	1,064.8	0.0%
Logistics	98.8	108.0	-8.6%	310.5	316.5	-1.9%
Vehicle Terminal	26.7	34.4	-22.2%	77.2	90.3	-14.4%
Liquid Bulk Terminals	7.8	0.0	-	21.0	0.0	-
Eliminations	-1.8	-2.4	-28.3%	-5.9	-8.6	-31.0%
<b>Operating Costs</b>	<b>-265.4</b>	<b>-287.2</b>	<b>-7.6%</b>	<b>-781.5</b>	<b>-779.4</b>	<b>0.3%</b>
Container and General Cargo Terminals	-195.4	-209.1	-6.5%	-567.6	-564.8	0.5%
Logistics	-48.4	-58.4	-17.2%	-148.2	-168.4	-12.0%
Vehicle Terminal	-11.0	-13.5	-18.4%	-35.3	-37.8	-6.6%
Liquid Bulk Terminals	-12.3	-8.6	42.9%	-36.3	-16.9	114.3%
Eliminations	1.8	2.4	-28.3%	5.9	8.6	-31.0%
<b>Operating Expenses</b>	<b>-73.2</b>	<b>-72.1</b>	<b>1.5%</b>	<b>-234.1</b>	<b>-224.4</b>	<b>4.3%</b>
Container and General Cargo Terminals	-22.0	-20.0	9.7%	-63.1	-75.3	-16.1%
Logistics	-29.0	-31.1	-6.8%	-90.4	-86.0	5.1%
Vehicle Terminal	-1.3	-1.8	-26.0%	-3.9	-4.8	-19.4%
Liquid Bulk Terminals	-1.0	-1.1	-3.3%	-3.2	-3.0	7.2%
Corporate	-19.9	-18.2	9.4%	-73.5	-55.4	32.8%
<b>EBITDA</b>	<b>257.8</b>	<b>216.9</b>	<b>18.9%</b>	<b>633.3</b>	<b>611.7</b>	<b>3.5%</b>
Container and General Cargo Terminals	228.8	189.4	20.8%	559.1	532.6	5.0%
Logistics	25.8	23.0	12.6%	84.9	75.3	12.8%
Vehicle Terminal	19.1	23.3	-18.0%	52.1	60.4	-13.7%
Liquid Bulk Terminals	2.9	-3.2	189.5%	7.6	-6.9	209.9%
Corporate	-18.9	-15.6	-20.9%	-70.4	-49.6	-41.8%
<b>EBITDA Margin</b>	<b>48.3%</b>	<b>41.6%</b>	<b>6.7 p,p</b>	<b>43.1%</b>	<b>41.8%</b>	<b>1.3 p,p</b>
Container and General Cargo Terminals	56.9%	49.6%	7.3 p,p	52.5%	50.0%	2.5 p,p
Logistics	26.2%	21.2%	4.9 p,p	27.3%	23.8%	3.6 p,p
Vehicle Terminal	71.6%	68.0%	3.6 p,p	67.4%	66.9%	0.5 p,p
Liquid Bulk Terminals	36.9%	-	-	36.4%	-	-
Non-recurring events	0.0	0.2	-	0.0	0.4	-
<b>Recurring EBITDA</b>	<b>257.8</b>	<b>217.0</b>	<b>18.8%</b>	<b>633.3</b>	<b>612.1</b>	<b>3.5%</b>
<b>Recurring EBITDA Margin</b>	<b>48.3%</b>	<b>41.6%</b>	<b>6.7 p.p.</b>	<b>43.1%</b>	<b>41.8%</b>	<b>1.3 p.p.</b>

### Net Revenue

In 3Q23, Santos Brasil's Net Revenue totaled R\$ 533.7 million (+2.3% YoY), performance explained (i) by the growth of 5.3% YoY in Net Revenue from Container and General Cargo Terminals, with a positive impact from contractual renegotiations with shipowners, which increased the average ticket for quay operations, and (ii) the contribution from Liquid Terminals, which generated R\$ 7.8 million in Net Revenue in 3Q23. However, drops were recorded of (i) 8.6% YoY in Santos Brasil Logística's Net Revenue, due to lower volume stored in the Bonded Warehouses and lower handling of pallets in the Distribution Centers, and (ii) 22.2% YoY in TEV's Net Revenue, resulting from lower handling of imported and exported light vehicles, despite the greater share of heavy vehicles in the mix. Compared to 2Q23, Consolidated Net Revenue in 3Q23 grew 5.2%, driven by the Container and General Cargo Terminals, mainly due to larger volume operated and an increase in the average ticket in quay operations.

### Operating Costs

The Company's Operating Costs in 3Q23 were 7.6% lower than 3Q22, totaling R\$ 265.4 million, reflecting a 6.5% YoY drop in Container and General Cargo Terminals costs, as a result of lower handling expenses (-11.5% YoY), due to the drop in volume handled in the quarter, personnel (-10.9% YoY), maintenance (-18.7% YoY) and other costs (-14.7% YoY). Furthermore, there were decreases of (ii) 17.2% YoY in Santos Brasil Logística, with a drop in practically all cost lines, due to lower volume operated and a more efficient cost management, and (ii) 18.4% YoY in TEV, mainly explained by the lower volume of vehicles handled. In 3Q23, the Liquid Bulk Terminals recorded growth in Operating Costs (+42.9% YoY), a natural scenario due to the operational ramp-up, considering the operations of TGL 01 and 03 terminals had not yet started in 3Q22. Compared to 2Q23, Operating Costs remained practically stable (+1.1%), despite the increase in container throughput and the ramp-up of the liquid bulk operations, which demonstrates more efficient cost management.

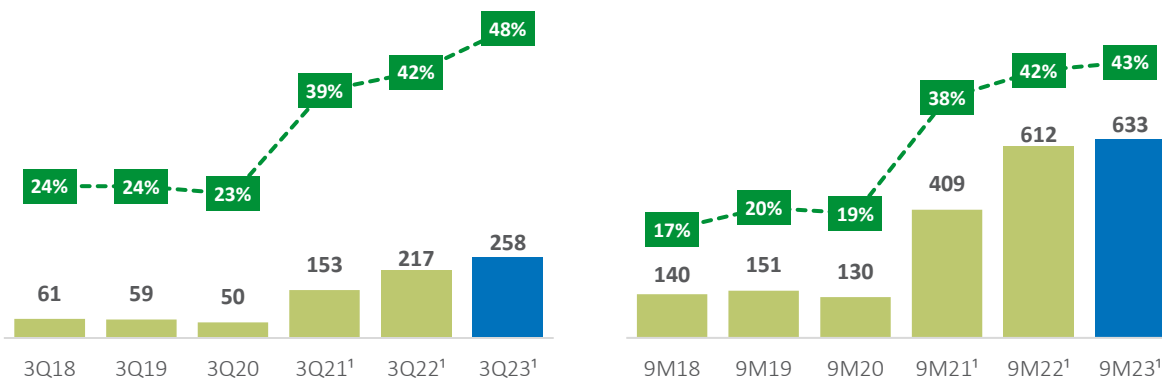
### Operating Expenses

In 3Q23, Consolidated Operating Expenses totaled R\$ 73.2 million (+1.5% YoY), with increases of (i) 9.7% YoY in Container and General Cargo Terminals, highlighting lower allowance for doubtful accounts, with an impact on sales expenses, and (ii) 9.4% YoY in Corporate expenses. However, there were drops in expenses at Santos Brasil Logística (-6.8% YoY), TEV (-26.0% YoY), both due to lower sales expenses, and in Liquid Bulk Terminals (-3.3% YoY), explained by lower general and administrative expenses. Compared to 2Q23, the Company's Operating Expenses dropped 10.6%, showing the ongoing discipline in cost and expense control.

### EBITDA

Santos Brasil's EBITDA totaled R\$ 257.8 million in 3Q23, accounting an increase of 18.9% compared to 3Q22, with an EBITDA margin of 48.3% (+6.7 p.p. YoY), despite the year-on-year drop in volumes. The highlight was the growth of 20.8% YoY in Container and General Cargo Terminals EBITDA, driven by the increase in the average ticket in quay operations, due to contractual renegotiations carried out in the period. Furthermore, Santos Brasil Logística's EBITDA recorded growth of 12.6% YoY, even with a drop in volumes handled at Bonded Warehouses and Distribution Centers, as a result of successful policies and analysis carried-out by the Market Intelligence and Pricing areas, which increased the average storage ticket, as well as diligence in managing Operating Costs and Expenses. Finally, Liquid Bulk Terminals contributed positively with R\$ 2.9 million in EBITDA. In the quarter, only TEV recorded a YoY drop in EBITDA (-18.0%), due to the lower volumes operated. However, TEV's margin increased 3.6 p.p., reaching 71.6%, due to the higher average ticket, driven by price increase and better mix of heavy vehicles. Compared to 2Q23, the Company's EBITDA grew 16.0%, with an increase of 4.5 p.p. in EBITDA margin.

### Evolution of EBITDA (R\$ million) and EBITDA margin (%)



<sup>1</sup>Data for 2021, 2022, and 2023 consider the new accounting methodology due to the adoption of CPC 06.

## Net Income (Loss)

R\$ million	3Q23	3Q22	Δ (%)	9M23	9M22	Δ (%)
<b>EBITDA</b>	<b>257.8</b>	<b>216.9</b>	<b>18.9%</b>	<b>633.3</b>	<b>611.7</b>	<b>3.5%</b>
Depreciation and Amortization	62.7	54.3	15.5%	181.0	152.5	18.7%
<b>EBIT</b>	<b>195.1</b>	<b>162.6</b>	<b>20.0%</b>	<b>452.3</b>	<b>459.2</b>	<b>-1.5%</b>
<b>Financial Result</b>	<b>-22.9</b>	<b>-1.4</b>	<b>1,563.7%</b>	<b>-65.1</b>	<b>-10.7</b>	<b>510.7%</b>
Financial Revenues	17.1	34.5	-50.6%	49.5	102.3	-51.6%
Financial Expenses	-39.2	-34.9	12.3%	-113.1	-108.5	4.2%
Interest on loans and debentures	-4.0	-2.3	78.8%	-5.9	-6.3	-7.0%
Leases and rents	-33.5	-32.0	4.8%	-100.1	-90.8	10.2%
Other financial expenses	-1.7	-0.7	139.1%	-7.1	-11.4	-37.7%
Monetary and foreign-exchange variations	-0.7	-1.0	-24.3%	-1.5	-4.5	-66.2%
<b>Income and social contribution taxes</b>	<b>-33.1</b>	<b>-55.2</b>	<b>-40.0%</b>	<b>-107.9</b>	<b>-154.6</b>	<b>-30.2%</b>
<b>Net income (loss)</b>	<b>139.0</b>	<b>106.0</b>	<b>31.2%</b>	<b>279.3</b>	<b>293.9</b>	<b>-5.0%</b>

In 3Q23, Santos Brasil's Net Income totaled R\$ 139.0 million (+31.2% YoY), with a net margin of 26.1% (vs. 20.3% in 3Q22). Compared to 2Q23, Net Income grew 47.2%, with a 7.4 pp growth in net margin, recording another quarter of solid growth in the Company's profitability.

## Debt, cash, and cash equivalents

R\$ million	Currency	09/30/2023	09/30/2022	Δ (%)
Short-term	Local	40.5	40.2	0.9%
	Foreign	2.0	4.1	-49.9%
Long term	Local	379.7	282.0	34.6%
	Foreign	0.0	2.0	-100.0%
<b>Total indebtedness</b>		<b>422.2</b>	<b>328.3</b>	<b>28.6%</b>
Cash and investments		569.6	756.1	-24.7%
<b>Net debt</b>		<b>-147.3</b>	<b>-427.9</b>	<b>-65.6%</b>
<b>Net Debt / Proforma EBITDA LTM<sup>2</sup></b>		<b>-0.23x</b>	<b>-0.70x</b>	

Santos Brasil ended 3Q23 with R\$ 569.6 million in cash and cash equivalents and a total debt of R\$ 422.2 million (+28.6% YoY). The growth in the Company's indebtedness is due to the financing from Banco do Nordeste - BNB, which will cover 80% of the capital expenditures (Capex) of the Liquid Bulk Terminals located in the Port of Itaquí, having already contracted R\$ 133 million this quarter<sup>3</sup>. In the end of 3Q23, the Company registered R\$ 147.3 million in net cash position.

The solid cash generation of the Company's businesses maintained the leverage ratio, calculated by the net debt to proforma EBITDA ratio for the last twelve months, at -0.23x on September 30, 2023, even after the robust capital allocation in the expansion and modernization of the Company's operational assets, as well as dividends distribution in the period.

The Company continued remunerating its shareholders' capital through the payment of dividends and interest on own capital (IoC), without impacting investments in the port and logistics assets. In 2023, an amount of R\$ 265.3 million was paid to shareholders, being R\$ 89.7 million in 3Q23 (R\$ 53.0 million in interim dividends and R\$ 36.7 million in IoC). Moreover, on October 25, 2023, the Company announced an additional payment of R\$ 132.1 million to its shareholders, based on 9M23 earnings, of which R\$ 96.8 million in dividends and R\$ 35.3 million in interest on own capital, whose payment is scheduled to November 13, 2023. Year-to-date, dividends and IoC announced represent a payment of R\$ 0.31 per share and a payout of 95%.

<sup>2</sup> Last-twelve-month EBITDA, excluding effects from IFRS 16.

<sup>3</sup> The loan cost rate is IPCA (inflation) +2.3875% p.a., with a term of 17 years and a grace period of 5 years for the amortization of the principal, with quarterly interest payments.

**Capex**

R\$ million	3Q23	3Q22	Δ (%)	9M23	9M22	Δ (%)
<b>CONTAINER AND GENERAL CARGO TERMINALS</b>	<b>39.2</b>	<b>85.7</b>	<b>-54.2%</b>	<b>199.6</b>	<b>185.6</b>	<b>7.5%</b>
Tecon Santos	32.8	76.7	-57.3%	141.3	157.6	-10.4%
Tecon/TCG Imbituba	1.2	0.9	35.5%	1.7	1.6	8.8%
Tecon Vila do Conde	5.3	8.1	-34.7%	56.5	26.4	114.5%
<b>LOGISTICS</b>	<b>5.1</b>	<b>3.9</b>	<b>30.3%</b>	<b>16.8</b>	<b>6.0</b>	<b>178.0%</b>
<b>VEHICLE TERMINAL</b>	<b>0.3</b>	<b>0.0</b>	<b>-</b>	<b>0.4</b>	<b>0.1</b>	<b>198.0%</b>
<b>LIQUID BULK TERMINALS</b>	<b>68.5</b>	<b>21.0</b>	<b>226.1%</b>	<b>108.7</b>	<b>42.8</b>	<b>154.1%</b>
<b>CORPORATE</b>	<b>0.0</b>	<b>0.0</b>	<b>-</b>	<b>0.0</b>	<b>6.3</b>	<b>0.0%</b>
<b>GROSS INVESTMENTS</b>	<b>113.2</b>	<b>110.6</b>	<b>2.3%</b>	<b>325.5</b>	<b>240.9</b>	<b>35.1%</b>
Write-offs of property, plant, and equipment/ intangible assets	-1.7	-4.1	-58.5%	-2.9	-5.4	-46.0%
<b>NET INVESTMENTS</b>	<b>111.4</b>	<b>106.5</b>	<b>4.7%</b>	<b>322.6</b>	<b>235.6</b>	<b>37.0%</b>

In 3Q23, Santos Brasil continued investing in its port and logistics assets, with the purpose of maximizing the value generation of each business unit and pave the way for the Company's future growth. In the quarter, R\$ 113.2 million were invested, with focus on (i) the expansion and development of the Liquid Bulk Terminals and (ii) the expansion and modernization projects of Container and General Cargo Terminals, mainly Tecon Santos and Tecon Vila do Conde.

In Liquid Bulk Terminals, investments in 3Q23 totaled R\$ 68.5 million, allocated (i) in the initial phase of civil works at the greenfield terminal (TGL 02), which is expected to add 81 thousand m<sup>3</sup> of capacity to Santos Brasil's liquid bulk system, at the Port of Itaquí, by the end of 2025, and (ii) expansion works at the brownfield terminals (TGL 01 and TGL 03), through which is expected the addition of 59 thousand m<sup>3</sup> to the existing capacity of 50 thousand m<sup>3</sup> by the end of 2024. With this investment cycle, Santos Brasil will offer 190 thousand m<sup>3</sup> of liquid bulk storage capacity in the Port of Itaquí, which represents around 1/3 of the port's aggregated expected capacity.

In Container and General Cargo Terminals, the amount of R\$ 39.2 million was invested in 3Q23, of which R\$ 32.8 million in Tecon Santos, with emphasis on (i) payments related to the purchase of two STS cranes and eight electrical RTGs, with delivery scheduled for 4Q23, in addition to the replacement of terminal tractors, (ii) the adaptation of the terminal's electrical and data network, necessary for the operation of new electrical equipment that uses automation modules, and (iii) the expansion of the refrigerated container platform (reefers), in order to meet the demand for frozen meat, one of the main cargoes exported by Tecon Santos. It is also worth noting the investments in technology, such as the successful implementation of the new Terminal Operating System (TOS), which now uses the modern OPUS solution from CyberLogitec, a South Korean company specialized in technological solutions for port terminals. The system migration took place on September 5th and 6th, 2023. Likewise, the Company invested in software and backup systems in order to reinforce prevention and defense in cybersecurity.

The terminal expansion and modernization project continued at Tecon Vila do Conde, which expects investments of R\$ 120 million until 2025, which will increase the terminal's annual capacity to 300,000 TEUs (vs. current 217,000 TEUs). The amount of R\$ 5.3 million was invested in Tecon Vila do Conde in 3Q23, allocated to the payment of new equipment acquired, with emphasis on an MHC crane (Mobile Harbor Crane) and forklifts, expected to be delivered by the end of 2023, in addition to trucks and trailers already delivered.

Finally, investments in Santos Brasil Logística totaled R\$ 5.1 million in 3Q23, mainly (i) in technology projects and new information systems, such as the implementation of a new Warehouse Management System (WMS) in Distribution Centers, (ii) the verticalization in Santos Bonded Warehouse, which will increase current capacity by around 24%, and (iii) general infrastructure improvements to the assets.





## Container and General Cargo Terminals

### Operating highlights

	3Q23	3Q22	Δ (%)	9M23	9M22	Δ (%)
<b>Containers (units)</b>						
<b>Quay</b>	<b>322,382</b>	<b>357,732</b>	<b>-9.9%</b>	<b>883,583</b>	<b>1,002,482</b>	<b>-11.9%</b>
Full containers	231,315	256,931	-10.0%	625,759	713,732	-12.3%
Empty containers	91,067	100,801	-9.7%	257,824	288,750	-10.7%
<b>Warehousing operations</b>	<b>29,688</b>	<b>42,243</b>	<b>-29.7%</b>	<b>88,752</b>	<b>108,582</b>	<b>-18.3%</b>
<b>General Cargo (tons)</b>	<b>13,508</b>	<b>21,469</b>	<b>-37.1%</b>	<b>70,952</b>	<b>100,666</b>	<b>-29.5%</b>

	3Q23	3Q22	Δ (%)	9M23	9M22	Δ (%)
<b>Tecon Santos</b>	<b>287,655</b>	<b>315,658</b>	<b>-8.9%</b>	<b>778,262</b>	<b>885,492</b>	<b>-12.1%</b>
Full containers	211,319	233,487	-9.5%	567,458	648,085	-12.4%
Empty containers	76,336	82,171	-7.1%	210,804	237,407	-11.2%
General Cargo (tons)	-	-	-	-	-	-
<b>Tecon Imbituba</b>	<b>11,492</b>	<b>14,649</b>	<b>-21.6%</b>	<b>36,840</b>	<b>39,835</b>	<b>-7.5%</b>
Full containers	6,651	8,381	-20.6%	20,695	22,287	-7.1%
Empty containers	4,841	6,268	-22.8%	16,145	17,548	-8.0%
General Cargo (tons)	13,508	21,348	-36.7%	70,952	98,581	-28.0%
<b>Tecon Vila do Conde</b>	<b>23,235</b>	<b>27,425</b>	<b>-15.3%</b>	<b>68,481</b>	<b>77,155</b>	<b>-11.2%</b>
Full containers	13,345	15,063	-11.4%	37,606	43,360	-13.3%
Empty containers	9,890	12,362	-20.0%	30,875	33,795	-8.6%
General Cargo (tons)	-	121	-100.0%	-	2,085	-100.0%

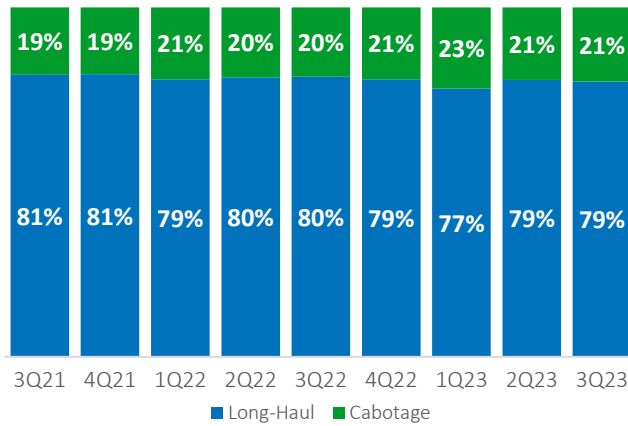
**Consolidated:** in 3Q23, Santos Brasil's Container Terminals handled 322,382 units (-9.9% YoY), with highlights for the 8.9% YoY drop in volumes handled at Tecon Santos, a terminal that accounted for 89.2% of total containers operated by the Company in the quarter, whose operations were impacted by (i) the scheduled migration of the TOS (Terminal Operating System) to the Opus (CyberLogitec) platform, which is more modern, agile and integrates quay operations, storage and gates, interrupting operations between September 5th and 6th, and (ii) the closure of the Port of Santos on September 27th due to adverse weather conditions. In 3Q23, Long Haul volumes in the three container terminals decreased 11.4% YoY, with drops of (i) 11.9% YoY in imports, mainly from the chemical, automotive, and plastics segments, and (ii) 10.8% YoY in exports, with emphasis on coffee, pulp & paper, frozen meat, and chemicals, despite the resumption of shipments of agricultural commodities, such as cotton and sugar, especially to China. In the 3Q23, Long Haul represented 78.8% of total container handling (vs. 80.1% in 3Q22 and 79.3% in 2Q23). In turn, Cabotage, which accounts for 21.2% of the total handled in the quarter (vs. 19.9% in 3Q22 and 20.7% in 2Q23), recorded a drop of 3.8% YoY, driven by reductions in Tecon Imbituba and Tecon Vila do Conde. Finally, Transshipment operations, present in Long-Haul and Cabotage flows, dropped 6.5% YoY and reached a 34.5% share of total handling (vs. 33.3% in 3Q22 and 35.0% in 2Q23). Despite the decrease in volumes in the annual comparison, the container mix remained stable YoY and improved in the QoQ comparison, with a 71.8% share of full containers (vs. 71.8% in 3Q22 and 68.8% in 2Q23).

Compared to 2Q23, 3Q23 was another quarter of consecutive growth, with container throughput up 7.7%. The Long-Haul flow recorded an increase of 7.1% QoQ, with growth of (i) 21.4% in imports and (ii) 6.4% in exports. In turn, Cabotage grew 10.1% compared to 2Q23.

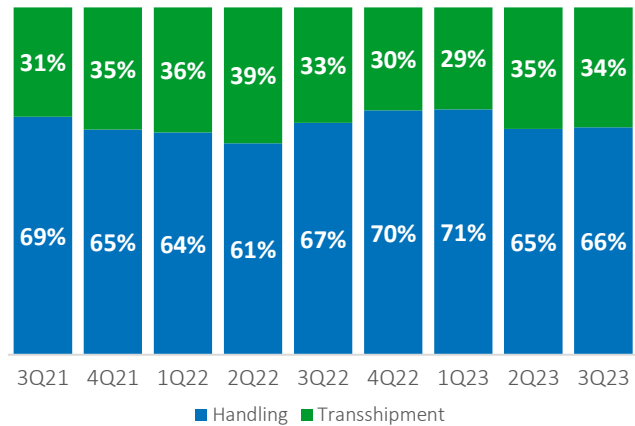


Consolidated mix of container handling (%)

Long Haul vs. Cabotage

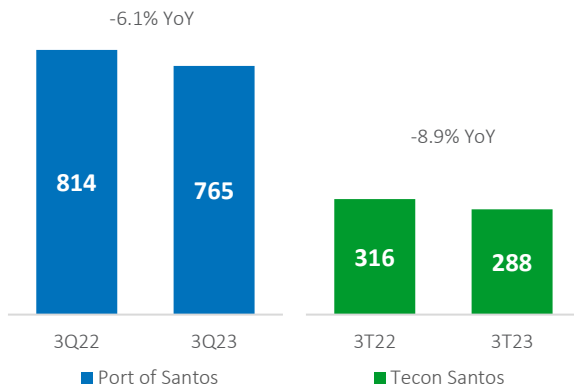


Handling vs. Transshipment

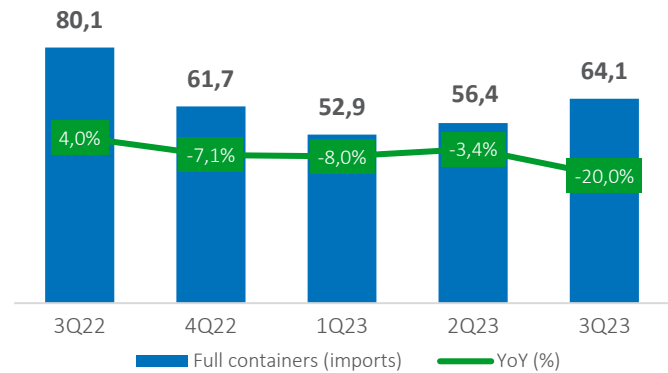


**Tecon Santos:** in 3Q23, 287,655 containers were handled (-8.9% YoY), with the impact of (i) the scheduled migration of the operating system during September 5th and 6th, which was successfully completed, and (ii) the closure of the Port of Santos due to weather conditions on September 27th. Long Haul volumes dropped 11.0% YoY, with a 10.5% YoY decrease in imports, due to lower shipments of chemicals, automotive products, capital goods and plastics, which together account for c.55% of the terminal imports. It is worth highlighting that, in addition to the effects mentioned above, the YoY comparison is hampered by the 3Q22 strong comparison basis, which presented a peak season with record volumes at the Port of Santos, reflecting a restocking process of the industries mentioned above, which suffered during the two previous years due to logistics bottlenecks caused by the Covid-19 pandemic. Tecon Santos’ exports decreased 9.8% YoY, still impacted by lower volumes of pulp & paper, coffee, chemicals, and other less representative cargoes. However, it is worth highlighting (i) the strong resumption of full-container shipments to China and (ii) the growth in exports of agricultural commodities, especially sugar, cotton, cereals and seeds, despite the still weak performance of coffee, being the two factors that boosted the growth in the total number of full-export containers handled in 3Q23 (+4.8% YoY). Cabotage posted growth of 3.8% YoY, driven by (i) the new Cabotage service operated by Log-in and Aliança jointly (Amazonas Express), started in mid-2Q23, and (ii) by the greater volumes of electronics from the Manaus Free Trade Zone, a movement that preceded the worsening of the drought in the North region of Brazil. Due to the scenario presented, Tecon Santos’ market share in the Port of Santos was 39.0% in 3Q23 (vs. 39.6% in 3Q22 and 37.4% in 2Q23). Regarding the operated mix, Tecon Santos recorded 211,319 full containers (-9.5% YoY), of which 64,106 were imports (-20.0% YoY) and 54,129 were exports (+4.8% YoY).

It is worth mentioning that, in the quarterly comparison, Tecon Santos recorded another consecutive quarter of container handling increase (+10.4% QoQ), with growth of (i) 8.1% QoQ in Long Haul, driven by imports +24.8% and exports with growth of 8.8% QoQ, and (ii) 24.0% QoQ in the Cabotage flow. Moreover, there was an important improvement in the operational mix, with a 2.6 p.p. growth in the share of full containers (73.5% in 3Q23 vs. 70.9% in 2Q23), with emphasis on imports (+13.6% QoQ) and exports (14.1% QoQ). Thus, the resumption of exports of agricultural commodities in 3Q23, after the unexpected drop in 1S23, increased the utilization rate of the Port of Santos container terminals and, with this, created opportunities to capture extra import calls at Tecon Santos, which totaled 33 ships in 3Q23 (61% of the volume of extra calls operated at the Port of Santos), contributing to the better mix of full-import containers compared to 2Q23.

Port of Santos<sup>4</sup> vs. Tecon Santos (000 containers)

## Full-import container throughput at Tecon Santos (000 containers)



**Tecon Imbituba:** handling of 11,492 containers (-21.6% YoY) in 3Q23, mainly due to 21.4% YoY drop in Cabotage volumes, represented by Aliança's ALCT2 service, a flow that accounted for 99.2% of the terminal's handling in 3Q23 (vs. 99.0% in 3Q22 and 93.8% in 2Q23). The performance of Cabotage volumes was due to delays in scheduled calls, with drops being recorded in the operation of full (-20.6% YoY) and empty (-22.8% YoY) containers.

Compared to 2Q23, Tecon Imbituba recorded a 21.4% drop in total containers handled, with decreases of 16.8% QoQ in Cabotage volumes and 90.1% QoQ in Long Haul flow, having recorded above-average volume of empty Long-Haul containers in 2Q23.

Regarding the Imbituba General Cargo Terminal, 13,508 tons were operated in 3Q23 (-36.7% YoY), due to lower capture of spot operations in the period, accounting for a drop of 65.0% compared to 2Q23.

**Tecon Vila do Conde:** handled 23,235 containers (-15.3% YoY), with decreases in Long Haul (-16.9% YoY) and Cabotage (-12.7% YoY) flows. In 3Q23, there were decreases in (i) exports (-17.7% YoY), still impacted by lower shipments of products from the extractive industry, such as wood and ore, and frozen meat, especially to Asia and the United States, and (ii) imports (-30.4% YoY), with performance impacted by lower volume of empty containers, although growth was recorded in imports of full containers, driven by a recovery of fertilizers and consumer goods. In 3Q23, Long Haul accounted for 60.6% of total containers handled (vs. 61.8% in 3Q22 and 59.6% in 2Q23). Cabotage volumes dropped 12.7% YoY, reflecting the slowdown in domestic demand. In relation to 2Q23, there was a 4.1% decrease in terminal volumes, with reductions of 2.6% and 6.6% QoQ in Long Haul and Cabotage, respectively.

**Warehousing:** in 3Q23, the volume stored in Container Terminals, mainly represented by Tecon Santos, totaled 29,688 containers (-29.7% YoY), on the back of lower full-import containers volume in the period. Compared to 2Q23, there was a 2.6% decrease in the volume stored in the terminals, despite the larger volume of full-imported containers at Tecon Santos, which is explained by the transfer of containers to CLIA Guarujá to offset the impacts of the terminal operating system migration. On the other hand, there was a positive effect on Santos Brasil Logística in the quarterly comparison due to the containers transferred to storage.

In 3Q23, the retention rate of imported containers at Tecon Santos dropped to 46% (vs. 52% in 3Q22 and 2Q23), driven by the aforementioned transfer of part of the volume to CLIA Guarujá. The storage dwell time<sup>5</sup> averaged 10.4 days (vs. 11.4 days in 2Q22 and 10.5 days in 2Q23). The "On the Water Clearance for AEOs" regime, which enables registration of import declarations before the container is unloaded at the port of destination, had an impact of 0.67 day on the dwell time of full import containers at Tecon Santos in 3Q23.

<sup>4</sup> Data published by Santos Port Authority (APS).

<sup>5</sup> Average dwell time for containers and vehicles stored.



## Economic-financial data

R\$ million	3Q23	3Q22	Δ (%)	9M23	9M22	Δ (%)
<b>Gross Revenue</b>	<b>446.5</b>	<b>434.5</b>	<b>2.8%</b>	<b>1,190.3</b>	<b>1,204.9</b>	<b>-1.2%</b>
Quay operations	311.0	250.5	24.1%	758.3	692.9	9.4%
Warehousing operations	135.6	183.9	-26.3%	432.0	512.0	-15.6%
<b>Net Revenue</b>	<b>402.2</b>	<b>381.9</b>	<b>5.3%</b>	<b>1,065.1</b>	<b>1,064.8</b>	<b>0.0%</b>
Quay operations	286.6	228.8	25.3%	698.4	631.2	10.6%
Warehousing operations	115.5	153.2	-24.6%	366.7	433.5	-15.4%
<b>Operating Costs</b>	<b>-195.4</b>	<b>-209.1</b>	<b>-6.5%</b>	<b>-567.6</b>	<b>-564.8</b>	<b>0.5%</b>
Handling Costs	-32.9	-37.2	-11.5%	-89.5	-102.0	-12.2%
<i>Fuels, lubricants, and electricity</i>	-13.5	-19.0	-28.9%	-39.7	-50.4	-21.2%
<i>Outsourced labor</i>	-5.6	-6.1	-8.8%	-15.7	-17.5	-10.5%
<i>Other Handling costs</i>	-13.8	-12.1	14.4%	-34.1	-34.0	0.4%
Personnel costs	-84.5	-94.8	-10.9%	-243.4	-244.4	-0.4%
Maintenance	-12.6	-15.5	-18.7%	-41.4	-43.1	-4.0%
Depreciation and amortization	-44.0	-36.5	20.6%	-124.7	-107.8	15.6%
Other costs	-21.5	-25.2	-14.7%	-68.7	-67.6	1.7%
<b>Operating Expenses</b>	<b>-22.0</b>	<b>-20.0</b>	<b>9.7%</b>	<b>-63.1</b>	<b>-75.3</b>	<b>-16.1%</b>
Selling	-9.2	-6.8	35.5%	-23.5	-41.4	-43.4%
General and administrative	-12.7	-13.2	-3.5%	-39.5	-33.7	17.2%
Depreciation and amortization	0.0	0.0	0.0%	-0.1	-0.1	-2.1%
<b>EBITDA</b>	<b>228.8</b>	<b>189.4</b>	<b>20.8%</b>	<b>559.1</b>	<b>532.6</b>	<b>5.0%</b>
<i>EBITDA Margin</i>	<i>56.9%</i>	<i>49.6%</i>	<i>7.3 p.p.</i>	<i>52.5%</i>	<i>50.0%</i>	<i>2.5 p.p.</i>

## Net Revenue

Net Revenue from Container and General Cargo Terminals totaled R\$ 402.2 million (+5.3% YoY) in 3Q23, driven by the growth of 25.3% YoY in Net Revenue from Quay Operations, even in a volume reduction scenario, result of the successful contract renegotiations with shipowner clients, mainly at Tecon Santos. The Net Revenue from Warehousing decreased 24.6% YoY due to lower volume of full-import containers at Tecon Santos, decrease in retention rate and lower dwell time in the quarter. Compared to 2Q23, Net Revenue grew 9.0%, with emphasis on Net Revenue from Quay Operations, up 17.0% QoQ, also due to contractual renegotiations with clients, in addition to volume growth and mix improvement.

In 3Q23, Net Revenue<sup>6</sup> of Tecon Santos accounted for 86.4% (R\$ 347.4 million) of Net Revenue from Container and General Cargo Terminals (vs. 86.7% in 3Q22 and 87.1% in 2Q23) and recorded growth of 5% YoY, driven by increase in Net Revenue from Quay Operations, with contractual renegotiations more than offsetting the 8.9% drop YoY in volumes, despite lower Net Revenue from Warehousing, as a result of still slow full-import container volumes, the decreased retention rate (reflecting the transfer of part of the storage volume to CLIA Guarujá during the operating system migration) and the shorter dwell time.

Tecon Imbituba, in turn, recorded a decrease of 9.7% YoY in Net Revenue in 3Q23, mainly due to lower Net Revenue from Warehousing, with emphasis on closed warehouse operations, despite stability in revenue from quay operations, even in the face of falling volumes for the period, and greater contribution, although marginal, of ancillary revenues in general cargo operations. Finally, Tecon Vila do Conde's Net Revenue recorded growth of 3.1% YoY, driven by revenue from warehousing operations, mainly of project cargo of clients in the mining and steel industry, and by revenue from general cargo handling, which offset the decrease in Net Revenue from Quay Operations, as a result of the lower volume handled in the period.

## Operating Costs

In 3Q23, the Operating Costs of Container and General Cargo Terminals totaled R\$ 195.4 million (-6.5% YoY), with the reduction explained by lower (i) personnel costs (-10.9% YoY), as a result of the lower provision for the payment of profit sharing to employees, lower expenses with labor proceedings for the period and, finally, reductions in the payroll, including savings recorded in the payment of overtime, (ii) handling (-11.5% YoY), mainly due to lower expenses with fuels, lubricants and electric power (-28.9% YoY), due to the drop in volumes operated in 3Q23,

<sup>6</sup> Considers Net Revenue from quay and warehousing.

in addition to the reduction recorded in average price of diesel compared to 3Q22, and lower costs with outsourced labor (-8.8% YoY), a variable directly related to lower container throughput, and (iii) maintenance, a result of the optimization and cost efficiency of the Company, with less wear and tear on machinery and equipment in a scenario of lower volumes. Finally, there was a 14.7% YoY drop in other costs, mainly due to reductions in expenses with Minimum Container Handling (MMC), general expenses and services and legal proceedings, in addition to savings in other sundry and dispersed lines. In 3Q23, only depreciation and amortization costs increased (+20.6% YoY), mainly due to the greater depreciation of assets, vehicles, and equipment.

Compared to 2Q23, an increase of 2.7% was recorded, mainly due to higher (i) handling costs (+16.9% QoQ), reflecting volume growth, (ii) depreciation and amortization (+7.7% QoQ) and (iii) personnel (+1.8% QoQ) costs.

### **Operating Expenses**

In 3Q23, Operating Expenses at Container and General Cargo Terminals totaled R\$ 22.0 million (+9.7% YoY), with an increase of 35.5% YoY in sales expenses, mainly due to lower reversal of allowance for doubtful accounts, despite the lower loss with bad debts. In turn, general and administrative expenses recorded a decrease of 3.5% YoY, highlighted by lower expenses with sales cancellations, reflecting improvements in the billing process. Compared to 2Q23, there was a 7.2% increase in Operating Expenses, mainly due to 41.6% QoQ increase in sales expenses, offset by commercial efforts to carry out extra calls at Tecon Santos.

### **EBITDA**

EBITDA from Container and General Cargo Terminals reached R\$ 228.8 million in 3Q23 (+20.8% YoY), with an increase of 7.3 p.p. YoY in EBITDA margin to 56.9%. The performance is explained by higher average ticket in quay operations, due to contractual renegotiations with shipping clients, in addition to the positive contribution from an efficient management of Operating Costs and Expenses. Compared to 2Q23, the increase in EBITDA was 15.0%, with EBITDA margin 3.0 p.p. higher (QoQ), driven by (i) the larger volume handled at Tecon Santos and (ii) the increase in average ticket, as a result of the better mix and higher average price.



## Santos Brasil Logística

## Operating Data

	3Q23	3Q22	Δ (%)	9M23	9M22	Δ (%)
<b>Bonded warehousing</b>						
Containers stored	16,399	19,474	-15.8%	46,613	56,424	-17.4%
<b>Distribution Centers</b>						
Pallets handled	198,689	307,862	-35.5%	737,337	826,830	-10.8%

**Bonded Warehousing:** in 3Q23, Santos Brasil Logística units stored 16,399 containers, a 15.8% YoY drop due to the decrease in import container volume at the Port of Santos, which reduced the container collection base for storage at Santos and Guarujá Bonded Warehouses. However, compared to 2Q23, there was a 9.4% growth in volumes, as a result of progressive recovery in container handling at the Port of Santos and positive impact of the transfer of containers for storage from Tecon Santos to CLIA Guarujá during the terminal operating system migration in September.

**Distribution Centers:** in 3Q23, 198,689 pallets were handled (-35.5% YoY) at the Distribution Centers in São Bernardo do Campo (SP), with the volume decrease explained by lower handling in the automotive and chemical industries, due to a drop in demand and clients' inventory higher levels. In relation to 2Q23, there was a 22.7% drop in total pallets handled.

## Economic-financial data

R\$ million	3Q23	3Q22	Δ (%)	9M23	9M22	Δ (%)
<b>Gross Revenue</b>	<b>117.7</b>	<b>130.2</b>	<b>-9.6%</b>	<b>368.4</b>	<b>376.1</b>	<b>-2.1%</b>
Bonded Warehousing	92.6	101.0	-8.3%	282.6	294.8	-4.1%
Distribution Centers	12.3	12.7	-2.7%	38.5	36.9	4.2%
Other	12.7	16.6	-23.1%	47.3	44.4	6.4%
<b>Net Revenue</b>	<b>98.8</b>	<b>108.0</b>	<b>-8.6%</b>	<b>310.5</b>	<b>316.5</b>	<b>-1.9%</b>
Bonded Warehousing	78.3	84.3	-7.2%	240.7	249.9	-3.7%
Distribution Centers	10.8	11.1	-2.7%	33.8	32.4	4.2%
Other	9.7	12.6	-23.2%	36.0	34.2	5.2%
<b>Operating Costs</b>	<b>-48.4</b>	<b>-58.4</b>	<b>-17.2%</b>	<b>-148.2</b>	<b>-168.4</b>	<b>-12.0%</b>
Handling Costs	-14.4	-21.3	-32.3%	-44.6	-65.5	-31.9%
<i>Fuels, lubricants, and electricity</i>	-2.8	-4.4	-37.3%	-8.9	-11.9	-25.7%
<i>Freight</i>	-8.8	-11.9	-25.7%	-27.2	-34.8	-21.9%
<i>Other Handling costs</i>	-2.8	-5.0	-43.5%	-8.6	-18.8	-54.2%
Personnel costs	-13.4	-14.2	-6.2%	-40.8	-40.2	1.3%
Outsourced services	-7.9	-8.4	-5.5%	-23.8	-22.9	4.0%
Depreciation and amortization	-4.4	-4.4	0.0%	-12.9	-13.1	-1.3%
Other costs	-8.3	-10.1	-17.9%	-26.1	-26.7	-2.3%
<b>Operating Expenses</b>	<b>-29.0</b>	<b>-31.1</b>	<b>-6.8%</b>	<b>-90.4</b>	<b>-86.0</b>	<b>5.1%</b>
Selling	-25.0	-27.3	-8.4%	-78.1	-77.5	0.8%
General and administrative	-4.0	-3.8	5.0%	-12.3	-8.5	44.9%
Depreciation and amortization	0.0	0.0	42.1%	-0.1	-0.1	50.0%
<b>EBITDA</b>	<b>25.8</b>	<b>23.0</b>	<b>12.6%</b>	<b>84.9</b>	<b>75.3</b>	<b>12.8%</b>
<i>EBITDA Margin</i>	26.2%	21.2%	4.9 p.p.	27.3%	23.8%	3.6 p.p.

## Net Revenue

In 3Q23, Santos Brasil Logística's Net Revenue totaled R\$ 98.8 million (-8.6% YoY). Bonded warehousing totaled R\$ 78.3 million in Net Revenue (-7.2% YoY), with the drop explained by the lower number of containers stored in the quarter, with an worsening of the mix operated at Santos Bonded Warehouse, with a greater share of export containers in volume, in addition to the lower average dwell time, an important variable in warehouse revenue. The Distribution Centers recorded Net Revenue of R\$ 10.8 million (-2.7% YoY), with a decrease in the total number of pallets operated mitigated by important contractual renegotiations carried out in the quarter. Finally, there was a reduction of 23.2% YoY in other revenues, with emphasis on Road Transportation and Distribution Transportation, segments impacted by the end of short-term contracts with small clients, mainly in the retail sector.

Compared to 2Q23, Santos Brasil Logística's Net Revenue recorded a decrease of 5.9%, with (i) a slight drop of 0.7% QoQ in Net Revenue from bonded warehousing, despite the QoQ growth in the number of containers stored, explained by lower share of LCL operations<sup>7</sup> in the mix, whose average ticket is higher than FCL<sup>8</sup>, (ii) decrease of 7.4% QoQ in Net Revenue from Distribution Centers, in line with the lower volume operated in the quarter, and (iii) contraction of 32.9% QoQ in other revenues, mainly due to Road Transportation.

## Operating Costs

In 3Q23, Santos Brasil Logística's Operating Costs totaled R\$ 48.4 million (-17.2% YoY), with decreases in almost all cost lines. Handling costs decreased 32.3% YoY in the quarter, a result of lower expenditures with fuel, lubricants and electric power (-37.3% YoY) and freights (-25.7% YoY), both due to lower volume operated, in addition to the decrease of 43.5% in other handling costs, mainly due to lower expenses with capturing containers at the Port of Santos, explained by the lower volume of imports and the interruption of the Segregation and Delivery Service (SSE) collection by the container terminals imposed by legal order.

Regarding personnel costs, there was a decrease of 6.2% YoY in 3Q23, mainly due to lower provision for profit sharing payments to employees. In turn, the line of outsourced services recorded a drop of 5.5% YoY, with lower expenses on surveillance, operational services and hiring drivers, in line with the scenario of reduced volumes. Finally, there was a decrease of 17.9% YoY in other costs, mainly due to lower expenses with (i) social and cultural incentives, (ii) quality and environmental consultancy and advisory services, and (iii) operational maintenance. Depreciation and amortization costs remained stable in the 3Q23.

Compared to 2Q23, there was a 3.8% drop in Logistics Costs, as a result of lower expenses with (i) handling (-6.9% QoQ), (ii) personnel (-5.1% QoQ), and (iii) outsourced services (-1.8% QoQ).

## Operating Expenses

In 3Q23, Santos Brasil Logística's Operating Expenses totaled R\$ 29.0 million, down 6.8% YoY, with an 8.4% decrease in sales expenses, reflected by lower volumes and initiatives carried out to optimize and efficiently manage costs and expenses. General and administrative expenses increased 5.0% YoY, mainly due to higher expenses with labor and legal proceedings and other shared expenses. Compared to 2Q23, Operating Expenses dropped 9.3%, with reductions of 6.8% in sales expenses and 22.2% in general and administrative expenses.

## EBITDA

In 3Q23, Santos Brasil Logística's EBITDA totaled R\$ 25.8 million, up 12.6% YoY, with an EBITDA margin of 26.2% (+4.9 p.p. YoY), with the higher profitability being directly related to commercial initiatives supported by Market Intelligence and Pricing areas, and process optimization to increase control of costs and expenses. Compared to 2Q23, EBITDA recorded a 4.2% drop, with some stability in EBITDA margin (-0.5 p.p. QoQ).

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<sup>7</sup> Less-than-Container Load.

<sup>8</sup> Full-Container Load.



## Vehicle Terminal (TEV)

### Operating Data

	3Q23	3Q22	Δ (%)	9M23	9M22	Δ (%)
<b>Vehicles (units)</b>	<b>47,576</b>	<b>76,619</b>	<b>-37.9%</b>	<b>161,512</b>	<b>215,997</b>	<b>-25.2%</b>
Export	43,326	67,816	-36.1%	147,851	193,892	-23.7%
Imports	4,250	8,803	-51.7%	13,661	22,105	-38.2%
Light	40,765	70,482	-42.2%	141,831	199,283	-28.8%
Heavy	6,811	6,137	11.0%	19,681	16,714	17.8%

**Vehicles handled:** in 3Q23, TEV recorded 47,576 vehicles handled (-37.9% YoY), with the performance explained by drop of (i) 36.1% YoY in total vehicles exported, as a result of the slowdown in shipments to South American countries, mainly Colombia, Chile, and Argentina, and (ii) 51.7% YoY in imports, reflecting the slowdown in domestic consumption. It is worth highlighting that TEV operations were also impacted in September by the closure of the Port of Santos due to bad weather. It should be noted that the drop in volume occurred specifically in light vehicles, with the volume of heavy vehicles growing 11.0% YoY in 3Q23, consequently, improving the mix to 14.3% of total vehicles in the quarter (vs. 8.0% in 3Q22). Compared to 2Q23, there was a drop of 18.8% in the total number of vehicles operated in TEV, with reductions of 19.0% and 16.5% in exports and imports, respectively.

### Economic-financial data

R\$ million	3Q23	3Q22	Δ (%)	9M23	9M22	Δ (%)
<b>Gross Revenue</b>	<b>31.3</b>	<b>40.8</b>	<b>-23.3%</b>	<b>90.9</b>	<b>106.4</b>	<b>-14.6%</b>
<b>Net Revenue</b>	<b>26.7</b>	<b>34.4</b>	<b>-22.2%</b>	<b>77.2</b>	<b>90.3</b>	<b>-14.4%</b>
<b>Operating Costs</b>	<b>-11.0</b>	<b>-13.5</b>	<b>-18.4%</b>	<b>-35.3</b>	<b>-37.8</b>	<b>-6.6%</b>
Handling costs	-5.1	-7.5	-31.7%	-17.3	-20.9	-17.3%
Depreciation and amortization	-4.7	-4.3	11.0%	-14.0	-12.7	10.1%
Other costs	-1.2	-1.7	-32.7%	-4.0	-4.2	-4.3%
<b>Operating Expenses</b>	<b>-1.3</b>	<b>-1.8</b>	<b>-26.0%</b>	<b>-3.9</b>	<b>-4.8</b>	<b>-19.4%</b>
Selling	-1.0	-1.5	-33.6%	-2.9	-4.0	-26.6%
General and administrative	-0.3	-0.2	20.9%	-0.9	-0.8	15.9%
Depreciation and amortization	0.0	0.0	-	0.0	0.0	-
<b>EBITDA</b>	<b>19.1</b>	<b>23.3</b>	<b>-18.0%</b>	<b>52.1</b>	<b>60.4</b>	<b>-13.7%</b>
<i>EBITDA Margin</i>	<i>71.6%</i>	<i>68.0%</i>	<i>3.6 p.p.</i>	<i>67.4%</i>	<i>66.9%</i>	<i>0.5 p.p.</i>

### Net Revenue

In 3Q23, TEV's Net Revenue amounted to R\$ 26.7 million, down 22.2% YoY, explained by the lower volume operated in the quarter, despite the positive impact of contractual renegotiations with clients and the larger share of heavy vehicles in the mix. Compared to 2Q23, TEV's Net Revenue remained practically stable (+0.2%), despite reduced QoQ volumes, which reflects the Company's successful commercial strategy and the larger mix of heavy vehicles.

### Operating Costs

In 3Q23, TEV's Operating Costs totaled R\$ 11.0 million, down 18.4% YoY, explained by a 31.7% YoY decrease in handling costs, reflecting the lower volume operated in the quarter, and a 32.7% YoY decrease in other costs, mainly due to lower expenses with insurance and breakdowns, in addition to savings in other sundry and dispersed cost lines. Depreciation and amortization costs were up 11.0% due to higher depreciation of the terminal exploration rights.





### Operating Expenses

In 3Q23, TEV's Operating Expenses totaled R\$ 1.3 million (-26.0% YoY), with a 33.6% YoY decrease in sales expenses, explained by lower payment of commercial commissions, as a result of the lower volume handled in the quarter. Compared to 2Q23, there was a 4.6% reduction in Operating Expenses, with decreases in sales expenses (-4.2% QoQ) and general and administrative expenses (-6.1% QoQ).

### EBITDA

In 3Q23, TEV's EBITDA reached R\$ 19.1 million, down 18.0% YoY, explained by the lower volume of vehicles operated. However, the better mix of heavy vehicles and higher prices resulting from contractual negotiations increased the EBITDA margin to 71.6%, up 3.6 p.p. YoY. Compared to 2Q23, TEV's EBITDA grew 7.1%, with an increase of 4.6 p.p. in EBITDA margin.



## Liquid Bulk Terminals

### Economic-financial data

R\$ million	3Q23	3Q22	Δ (%)	9M23	9M22	Δ (%)
<b>Gross Revenue</b>	<b>9.0</b>	<b>0.0</b>	-	<b>25.0</b>	<b>0.0</b>	-
Warehousing operations	9.0	0.0	-	25.0	0.0	-
<b>Net Revenue</b>	<b>7.8</b>	<b>0.0</b>	-	<b>21.0</b>	<b>0.0</b>	-
Warehousing operations	7.8	0.0	-	21.0	0.0	-
<b>Operating Costs</b>	<b>12.3</b>	<b>8.6</b>	<b>42.9%</b>	<b>36.3</b>	<b>16.9</b>	<b>114.3%</b>
Handling costs	0.7	0.0	-	2.4	0.0	-
Personnel costs	1.9	1.1	67.8%	5.8	2.6	126.4%
Depreciation and amortization	8.4	6.5	29.0%	25.9	12.9	100.0%
Other costs	1.3	1.0	31.3%	2.2	1.4	56.0%
<b>Operating Expenses</b>	<b>1.0</b>	<b>1.1</b>	<b>-3.3%</b>	<b>3.2</b>	<b>3.0</b>	<b>7.2%</b>
Selling	0.3	0.2	31.8%	0.8	0.5	53.4%
General and administrative	0.7	0.9	-20.6%	2.2	2.4	-11.6%
Depreciation and amortization	0.1	0.0	-	0.2	0.0	-
<b>EBITDA</b>	<b>2.9</b>	<b>-3.2</b>	<b>189.5%</b>	<b>7.6</b>	<b>-6.9</b>	<b>209.9%</b>
<i>EBITDA Margin</i>	<i>36.9%</i>	-	-	<i>36.4%</i>	-	-

### Net Revenue

In 3Q23, Net Revenue from Liquid Terminals amounted to R\$ 7.8 million, generated by fuel storage services (i.e., diesel, gasoline, and ethanol) for local and multinationals distributors, in addition to ancillary services. The operation of TGL 01 and TGL 03 terminals started in November 2022 and still suffer from a small scale (limited commercial capacity) and customs restrictions, that will be overcome throughout 2024 with the completion of expansion works. The ongoing situation is as expected and considering that the Company anticipated the operation start of these terminals by approximately one year (vs. the original business plan), with the acquisition of the existing tanks, a larger return is expected than initially projected.

### Operating Costs

In 3Q23, Liquid Terminals Operating Costs totaled R\$ 12.3 million (+42.9% YoY), with a 29.0% YoY increase in depreciation and amortization costs, which account for 68% of the unit's Operating Costs business, mainly due to the depreciation of assets. Moreover, there was an increase in personnel costs (+67.8% YoY) and handling costs, although the basis for comparison is imperfect, as the terminals only started operations at the end of 4Q22. Finally, the other costs line recorded an increase of 31.3% YoY, also based on an imperfect comparison, with growth in expenses with (i) outsourced services, mainly cleaning and surveillance, (ii) maintenance, mainly of materials and services, and (iii) sundry lines, such as employee transportation and technology projects. Compared to 2Q23, Operating Costs grew 8.1%, with the previous quarter benefiting from the recording of PIS/COFINS credits on depreciation charges on property, plant, and equipment, recorded under other costs.

### Operating Expenses

In 3Q23, Operating Expenses totaled R\$ 1.0 million (-3.3% YoY), with a 20.6% YoY drop in general and administrative expenses, with emphasis on lower expenses with (i) legal advisory and occupational safety consultancy, as well as (ii) payroll, social charges, and benefits.

### EBITDA

In 3Q23, EBITDA from Liquid Terminals totaled R\$ 2.9 million, with an EBITDA margin of 36.9%, compared to the negative EBITDA of R\$ 3.2 million recorded in 3Q22. In 2Q23, EBITDA totaled R\$ 4.5 million, with an EBITDA margin of 52.8%, with the positive effect from the accounting of PIS/COFINS credits.



## Corporate

## Economic-financial data

R\$ million	3Q23	3Q22	Δ (%)	9M23	9M22	Δ (%)
<b>Corporate Expenses</b>	<b>-19.9</b>	<b>-18.2</b>	<b>9.4%</b>	<b>-73.5</b>	<b>-55.4</b>	<b>32.8%</b>
General and administrative	-18.9	-15.6	20.9%	-70.4	-49.6	41.8%
Depreciation and amortization	-1.1	-2.6	-59.0%	-3.1	-5.7	-45.3%
<b>EBITDA</b>	<b>-18.9</b>	<b>-15.6</b>	<b>-20.9%</b>	<b>-70.4</b>	<b>-49.6</b>	<b>-41.8%</b>

## Corporate Expenses

In 3Q23, Santos Brasil's Corporate Expenses totaled R\$ 19.9 million (+9.4% YoY), an increase of less than R\$ 2.0 million year-over-year. Compared to 2Q23, Corporate Expenses dropped 26.3%.

## EBITDA

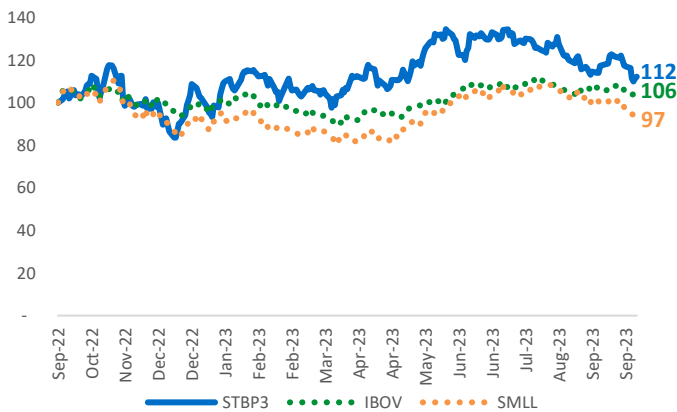
Corporate EBITDA, represented by Corporate Expenses, totaled R\$ 18.9 million negatives in 3Q23 (vs. -R\$ 15.6 million 3Q22 and -R\$ 26.0 million in 2Q23).



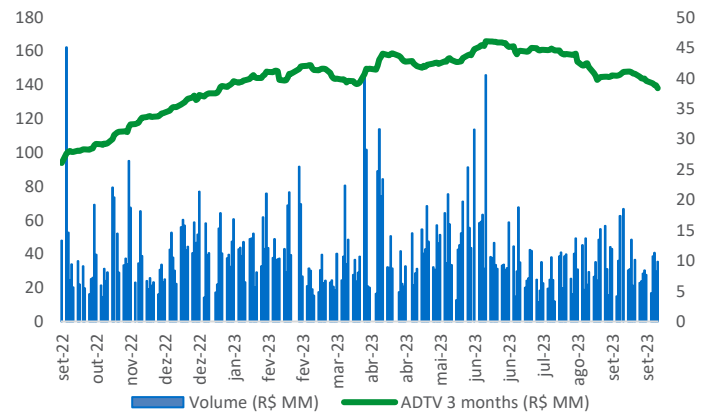
## Capital Markets

In 3Q23, Santos Brasil's share price (STBP3) depreciated by 15.6%, showing a performance lower than Ibovespa (IBOV), which fell 1.3%, and the Small Caps Index (SMLL), which fell 7.2%. In terms of liquidity, Santos Brasil shares registered an average daily trading volume (ADTV) of R\$ 32.8 million in 3Q23, a decrease of 34.9% compared to 2Q23. In the last twelve months, the Company's shares appreciated 12.2%, accounting for a better performance than the IBOV, which recorded a 5.9% increase and the SMLL, which had a 2.9% drop. Last-twelve-month ADTV of Santos Brasil shares was R\$ 40.6 million.

Stock Performance (base=100 on 09/30/2022)



Trading Volume (R\$ MM)



## Earnings Distribution

The table below shows the distribution of earnings to shareholders in recent years:

Fiscal Year	Event	Amount per share (R\$) <sup>9</sup>	Total amount distributed (R\$ MM)	Date of payment	Payout <sup>10</sup>
2015	IOC	0.032268	4.3	04/08/2016	N.A.
2017	Dividends	0.002966	2.0	05/09/2018	N.A.
2018	Dividends	0.004260	2.8	05/02/2019	94%
2019	Dividends	0.017500	11.7	05/12/2020	75%
2021	Dividends	0.146988	126.8	12/30/2021	
2021	IOC	0.112966	97.4	05/10/2022	95%
2021	Dividends	0.039376	34.0	03/31/2022	
2022	Dividends	0.378066	326.5	09/16/2022	
2022	Dividends	0.075488	65.2	11/23/2022	
2022	IOC	0.151297	130.6	11/30/2022	
2022	IOC	0.014695	12.7	01/16/2023	136%
2022	Dividends	0.035873	31.0	05/15/2023	
2022	Dividends	0.014979	12.9	05/15/2023	
2023	Dividends	0.007434	6.4	07/31/2023	
2023	IOC	0.042985	37.1	07/31/2023	
2023	Dividends	0.061318	53.0	08/31/2023	95%
2023	IOC	0.042458	36.7	08/31/2023	
2023	Dividends	0.112023	96.8	11/13/2023	
2023	IOC	0.040823	35.3	11/13/2023	

<sup>9</sup> Until fiscal year 2015, the amount refers to the unit (1 voting share + 4 preferred shares). The Company's shareholders' equity is composed of voting shares only.

<sup>10</sup> The payout is calculated by dividing dividends/IOC paid by net income for the fiscal year. N.A.: fiscal years in which the Company recorded a net loss.



SANTOS BRASIL



3Q23 was another quarter of accomplishment of our environmental, social and Corporate Governance commitments, with important initiatives carried out on all fronts. To start the ESG session for the quarter, we highlight the recognition of Santos Brasil, for the third consecutive year, in eight categories of the Latin America Executive Team (Small Cap) ranking by **Institutional Investor**, with first place in all of them, considering Small Cap companies in the Transport sector. Moreover, it received the **Most Honored Company** distinction for the success achieved, including in the Overall ranking, considering Small, Mid and Large Cap companies. Among the sector's highlights, Mr. Antonio Carlos Sepúlveda was elected the **Best CEO**, Mr. Daniel Pedreira Dorea was elected the **Best CFO**, and Mr. Juliano Navarro was elected the **Best IR Professional**, in addition to the recognition of the Investor Relations team as the **Best IR Team**. North American publication **Institutional Investor** is one of the most respected in the world and its annual ranking is considered one of the most renowned and relevant in the corporate world. In addition, the Company was recognized as the **Best Company** in the **Infrastructure Sector** by the award **Época Negócios 360º**, that evaluates companies according to the main challenges faced by organizations: innovation, vision of the future, ESG/socioenvironmental, ESG/governance, people, and financial performance.

The health, safety and well-being of our employees remain priorities at the Company! In 3Q23, the campaign **Yellow September** started, whose objective was to debate and disseminate information about the importance of mental health, and it is essential that everyone knows when to ask for help. In addition to conversations about psychological safety and mental health, a new benefit for employees was launched: **Zenklub**, a platform focused on mental and emotional health, through which it is possible to schedule psychotherapy sessions (four sessions per month for free), in addition to providing health and well-being content in audio, video and text formats. With service available 24 hours a day, Zenklub is a new way to take care of yourself!

In addition to mental health, the Company gathered new operational safety results from the **Zero Accident** Campaign, with records in the number of days without lost-time accidents: 2,300 days at CLIA Guarujá, 1,800 days at TEV, 1,400 days at Tecon Vila do Conde and 400 days at São Bernardo do Campo DC, which demonstrates that it is possible to operate with productivity, excellence, and safety. In fact, in the quarter in which the National Day for the Prevention of Occupational Accidents is celebrated, CLIA Santos underwent revitalization focused on operational safety, which included the renovation of **Safe Paths**, installation of new guardrails and signposts. Furthermore, a conversation circle was broadcasted to all employees, with the topic "How to act safely inside and outside Santos Brasil?", stressing that safe and prudent attitudes are not limited to the Company.

Still on the front of valuing life and individuals, the topic **Diversity & Inclusion** became the protagonist! In 3Q23, the **Santos Brasil Diversity Booklet**, whose purpose is to raise awareness among employees about the importance of Diversity, Equality, Equity and Belonging and its dimensions inside and outside the Company. Santos Brasil is committed to building a fairer, more equalitarian, and inclusive work environment. As one of the ways to reinforce such commitment, employees were released from their shifts during the games of the **Women's World Cup**, with gender equality, inside and outside sport, being one of Santos Brasil's development agendas. In this sense, the conversation "Let's talk about active fatherhood?" was promoted for everyone, a delicate and very important topic, which included a child psychologist and some parents from Santos Brasil. Finally, a partnership was signed with the social impact company **Alicerce Educação**, in which a professional qualification course in administrative services will be offered, totally free and lasting five months, for people with disabilities, aiming to expand their opportunities in the job market.

As a highlight in the training and development of employees, the program **Santos Brasil Inspires** was launched, which seeks to create connections, exchange ideas, knowledge about the business and, above all, professional inspiration. Through the project, guests bring personal and professional life experiences to share experiences and lessons learned.

Regarding projects linked to the environment, Santos Brasil became a sponsor of the pillar **Voice of the Oceans Education**, an initiative led by the Schurmann family, which includes the technical curation of the Supereco Institute and support from four departments in the city of Guarujá. The initiative will promote a journey of positive impact that goes from Environmental Education to the Circular Economy, bringing awareness about the invasion of plastics and microplastics in the oceans, in line with the UN Sustainable Development Goals. The project will take place over 12 months and will impact 10,000 people around Tecon Santos.

Moreover, the Company sponsored SP **Ocean Week 2023**, a festival that brought together experts, NGOs and marine life protection institutes in Brazil to celebrate the sea and discuss crucial issues for the future of the oceans. Still on this topic, volunteers from Santos Brasil participated

in the [International Coastal Cleanup Day](#), in September 2023, a global mobilization to encourage the collective cleaning of seas and rivers around the world.

Finally, the Company's leaders participated in an [ESG and Human Rights Workshop](#), conducted in partnership with JeffreyGroup, with the purpose of leveraging knowledge on the topics presented and, thus, train leaders to promote discussions with their teams and disseminate the concepts and expected behaviors.

Regarding the social initiatives carried out by the Company, the projects selected by the [2<sup>nd</sup> Incentive Social Investment Notice](#) were announced. In total, 234 proposals were received from all over Brazil, which include municipal and federal incentive laws, focused on education, sport, environment and culture, with 58 projects being selected for implementation in 2024. All regions where Santos Brasil operates will be covered and investments of over R\$ 4 million are expected next year.

Among the projects conducted by the Company, it is worth highlighting the inaugural class of the [Formare](#) 16<sup>th</sup> class in 3Q23, a training program for young people in situations of social vulnerability, developed in partnership with Iochpe Foundation, which has already trained 291 young people, of which 109 were hired by Santos Brasil. It is worth noting that the Company has 180 employees who work in educational actions, such as Formare itself and the Sustainability Academy, as well as other social projects, such as *McDia Feliz*, *Contêineres do Bem* and *Limpeza de Praias*. In August, National Volunteer Day was celebrated, with special thanks to the Company's volunteers!

Continuing the Company's active role in the communities surrounding its operations, Santos Brasil delivered donations of [1,800 basic need items](#) for families displaced after the large fire in the Dique community in Santos (SP) in September 2023. The donations were delivered to Instituto Arte no Dique, a partner of the Company.

Santos Brasil reinforces the reading of the [Sustainability Report](#) and presents the monitoring of the main environmental<sup>11</sup> indicators of the Company below:

	2014	2015	2016	2017	2018	2019	2020	2021	2022	3Q22	3Q23
<b>CO<sub>2</sub> emissions</b>											
CO <sub>2</sub> emissions (tons)	30,435	30,337	31,437	31,556	32,297	33,515	29,452	34,269	27,891	7,503	5,912
Port operations (kgCO <sub>2</sub> e/TEU)	17.32	15.49	15.32	14.85	13.99	13.29	13.14	11.50	11.15	10.78	9.59
Bonded warehouses (kgCO <sub>2</sub> e/TEU)	26.57	27.21	19.81	27.61	25.03	23.62	21.99	17.39	19.65	19.05	15.79
Road transportation (kgCO <sub>2</sub> e/Km)	1.03	0.97	1.01	1.02	1.02	1.02	1.05	0.92	0.93	0.93	0.30
Distribution Centers (kgCO <sub>2</sub> e/pallet)	0.99	1.30	0.63	0.53	0.41	0.36	0.90	0.18	0.34	0.31	0.33
<b>Water (m<sup>3</sup>)</b>											
Water consumption	82,611	69,858	84,817	110,041	82,724	74,176	67,776	65,224	58,884	12,932	14,891
Water consumption <i>per capita</i> <sup>12</sup>	1.70	1.39	1.75	2.52	2.01	1.75	1.71	1.50	1.34	1.20	1.18
<b>Waste (tons)</b>											
Non-recyclable	117	119	723	594	627	645	508	646	696	171	116
Recyclable	395	156	1,454	1,646	1,552	2,175	1,675	3,059	4,215	1,766	617
Total waste	512	275	2,176	2,239	2,179	2,820	2,183	3,705	4,911	1,937	733

<sup>11</sup> The indicators are subject to retroactive changes due to: (i) CO<sub>2</sub> emissions: recalculation of the government emissions factor (retroactive) and receipt of late electricity bills; (ii) water: receipt of late water bills; and (iii) waste: receipt of late certificates of final disposal.

<sup>12</sup> Considers own employees and permanent outsourced workers.



## Voluntary change in accounting policy - CPC 06

As informed in 4Q22 earnings release, the Company, voluntarily, opted to adopt technical pronouncement CPC 06 (R2) from the Accounting Pronouncements Committee (CPC) for all its leased terminals, including those subjects to lease agreements prior to January 1st, 2019. The Company adopted such measure to harmonize and standardize accounting practices related to its leased terminals – considering that the liquid bulk terminals in the Port of Itaqui, in the state of Maranhão, are accounted for under CPC 06 (R2) since the beginning, which, in its view, will bring the benefit of a unified understanding to the reader on the accounting of all leases contracted by the Company.

Considering this change in its accounting policies and aiming to comply with the technical pronouncement CPC 23 of the Accounting Pronouncements Committee (CPC), the financial statements for the year 2021 were restated to provide an adequate comparison with 2022. The Company has already restated the consolidated financial statements for the year of 2022, 1Q22 and 2Q22, and restated the financial statements for 3Q22 in this 3Q23 earnings release.

The impacts of such voluntary change in accounting practice on the balance sheet for the fiscal quarter ended September 30, 2022, generated a non-material adjustment of R\$ 12.5 million in the opening balances that impact the individual and consolidated statements of income for 9M22, as these are mainly qualitative reclassifications between assets and liabilities.

### Income Statement and Balance Sheet

The asset related to port lease agreements, previously recognized in the Balance Sheet as “Intangible Assets,” was reclassified as “Fixed Assets.” The liability representing the corresponding entry to lease agreements, previously recognized in “Obligation with concession grantor,” was reclassified as “Leases.”

Given the full adoption of said pronouncement, which contemplated all its leases, the Company revised the incremental interest rate used to calculate at present value of the balance payable of each port lease agreement, as well as the inclusion of PIS and COFINS taxes in the fixed and variable minimum installments established in the agreements. Accordingly, new measurements of Fixed Assets, under assets, and Leases, under liabilities, were made in the financial statements for 3Q22.

As a result, the Company restated its Financial Statements for 3Q22, with a breakdown of the variations in accounts shown in the tables below. This earnings release considers, therefore, as a comparison base, the restated figures for 3Q22. The figures for 3Q23 also adopt the new accounting methodology.

In the Income Statement, the accounts changed were: (i) Operating Cost: change in the calculation of PIS and COFINS tax credits, given the inclusion of these taxes in the installments of lease agreements, and lower costs with depreciation and amortization arising from the reduction in the balance of fixed assets resulting from the new methodology; and (ii) higher expenses with lease interest in the financial result, due to revision of the incremental interest rate of port lease agreements.

The following tables presents a breakdown of the adjustments made to accounts in the Balance Sheet and Income Statement.



## Balance Sheet – Consolidated (R\$ thousand)

ASSETS	09/30/2022	Adjustments CPC 06	09/30/2022 Restated	Adjustments description
<b>Total assets</b>	<b>4,961,794</b>	<b>-552,439</b>	<b>4,409,355</b>	
<b>Current assets</b>	<b>1,039,952</b>	<b>0</b>	<b>1,039,952</b>	
Cash and cash equivalents	756,145	0	756,145	
Financial investments	0	0	0	
Accounts receivable	221,623	0	221,623	
Inventories	28,232	0	28,232	
Other	33,952	0	33,952	
<b>Non-current assets</b>	<b>3,921,842</b>	<b>-552,439</b>	<b>3,369,403</b>	
Judicial deposits	329,714	0	329,714	
Other	111,849	-9,556	102,293	
Property, plant, and equipment	554,410	2,236,052	2,790,462	Reclassification of the "Intangible" account and change in the calculation of the present value of port lease agreements.
Intangible assets	2,925,869	-2,778,935	146,934	
<b>LIABILITIES</b>	<b>09/30/2022</b>	<b>Adjustments CPC 06</b>	<b>09/30/2022 Restated</b>	<b>Adjustments description</b>
<b>Total liabilities</b>	<b>4,961,794</b>	<b>-552,439</b>	<b>4,409,355</b>	
<b>Current liabilities</b>	<b>521,344</b>	<b>53,293</b>	<b>574,637</b>	
Social and labor obligations	82,884	0	82,884	
Suppliers	120,967	0	120,967	
Fiscal obligations	43,594	0	43,594	
Loans and financing	44,241	0	44,241	
Leases	25,521	254,992	280,513	Reclassification of the "Obligations with concession grantor" account and change in the calculation of the present value of port lease agreements.
Obligations with concession grantor	203,603	-201,698	1,905	
Other	534	-1	533	
<b>Non-current liabilities</b>	<b>2,300,478</b>	<b>-624,282</b>	<b>1,676,196</b>	
Loans and financing	284,036	0	284,036	
Deferred taxes	16,586	0	16,586	
Provisions	40,859	0	40,859	
Actuarial liabilities	33,992	0	33,992	
Leases	260,297	942,930	1,203,227	Reclassification of the "Obligations with concession grantor" account and change in the calculation of the present value of port lease agreements.
Obligations with concession grantor	1,597,205	-1,597,205	0	
Other	67,503	29,993	97,496	
<b>Shareholders' equity</b>	<b>2,139,972</b>	<b>18,550</b>	<b>2,158,522</b>	
Paid-in capital	1,876,956	0	1,876,956	
Capital reserves	65,192	0	65,192	
Profit reserves	68,884	31,034	99,918	Effect on income for years prior to 2021 due to the change in accounting policy.
Other comprehensive income (loss)	9,026	0	9,026	
Additional proposed dividends	0	0	0	
Earnings/loss accumulated	119,914	-12,484	107,430	





## Income Statement – Consolidated (R\$ thousand)

	3Q22	Adjustments CPC 06	3Q22 Restated	Adjustments description
<b>Gross Revenue</b>	<b>602,857</b>	<b>0</b>	<b>602,857</b>	
(-) Deductions	-80,971	0	-80,971	
<b>Net Revenue</b>	<b>521,887</b>	<b>0</b>	<b>521,887</b>	
<b>(-) Operating Costs</b>	<b>295,437</b>	<b>-8,248</b>	<b>287,189</b>	
<i>Variable and fixed costs</i>	237,027	-1,427	235,600	Change in the PIS and CONFINS credit calculation criteria due to the inclusion of taxes in the fixed and variable installments of port lease agreements.
<i>Depreciation and amortization</i>	58,410	-6,821	51,589	Lower cost due to higher incremental interest rate for calculating the present value of fixed assets. Lower fixed asset implies lower depreciation.
<b>Gross Profit</b>	<b>226,450</b>	<b>8,248</b>	<b>234,698</b>	
<b>(-) Operating Expenses</b>	<b>72,119</b>	<b>0</b>	<b>72,119</b>	
<i>Selling</i>	35,786	0	35,786	
<i>G&amp;A expenses</i>	33,676	0	33,676	
<i>Depreciation/amortization</i>	2,657	0	2,657	
<b>EBIT</b>	<b>154,331</b>	<b>8,248</b>	<b>162,578</b>	
<i>Depreciation/amortization</i>	61,067	-6,821	54,246	Lower cost due to higher incremental interest rate for calculating the present value of fixed assets. Lower fixed asset implies lower depreciation.
<b>EBITDA</b>	<b>215,398</b>	<b>1,427</b>	<b>216,825</b>	
(+) Financial Result	13,304	-14,679	-1,375	Higher financial expense due to higher incremental interest rate for lease agreements.
(-)Income and social contribution taxes	-57,863	2,646	-55,217	Lower expenses with income and social contribution taxes due to lower EBT.
<b>NET INCOME</b>	<b>109,772</b>	<b>-3,785</b>	<b>105,986</b>	



Consolidated Income Statement by operating segment – 3Q23 (R\$ thousand)

	Container and General Cargo Terminals	Logistics	TEV	Liquid Bulk Terminals	Corporate	Eliminations	Consolidated
Gross operating revenue	446,541	117,700	31,337	9,038	-	(1,902)	602,714
(-) Deductions	(44,364)	(18,918)	(4,598)	(1,288)	-	148	(69,020)
<b>Net operating revenue</b>	<b>402,177</b>	<b>98,782</b>	<b>26,739</b>	<b>7,750</b>	-	<b>(1,754)</b>	<b>533,694</b>
(-) Operating costs	195,428	48,388	11,016	12,347	-	(1,754)	265,425
<i>Variable/fixed costs</i>	151,455	44,007	6,299	3,949	-	(1,754)	203,956
<i>Depreciation/amortization</i>	43,973	4,381	4,717	8,398	-	-	61,469
<b>Gross profit</b>	<b>206,749</b>	<b>50,394</b>	<b>15,723</b>	<b>(4,597)</b>	-	-	<b>268,269</b>
(-) Operating expenses	21,956	28,957	1,300	1,026	19,948	-	73,187
<i>Selling expenses</i>	9,222	24,964	1,005	253	0	-	35,444
<i>G&amp;A expenses</i>	12,687	3,966	295	690	18,873	-	36,511
<i>Depreciation/amortization</i>	47	27	-	83	1,075	-	1,232
<b>EBIT</b>	<b>184,793</b>	<b>21,437</b>	<b>14,423</b>	<b>(5,623)</b>	<b>(19,948)</b>	-	<b>195,082</b>
<i>Depreciation/amortization</i>	44,020	4,408	4,717	8,481	1,075	-	62,701
<b>EBITDA</b>	<b>228,814</b>	<b>25,845</b>	<b>19,140</b>	<b>2,857</b>	<b>(18,873)</b>	-	<b>257,783</b>
<b>EBITDA proforma<sup>13</sup></b>	<b>192,151</b>	<b>23,094</b>	<b>14,713</b>	<b>1,305</b>	<b>(18,942)</b>	-	<b>212,322</b>
(+) Financial result	-	-	-	-	(22,908)	-	(22,908)
(-) Income and social contribution taxes	-	-	-	-	(33,136)	-	(33,136)
<b>Net Income</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>139,038</b>

Consolidated Income Statement by operating segment – 3Q22 (R\$ thousand)

	Container and General Cargo Terminals	Logistics	TEV	Liquid Bulk Terminals	Corporate	Eliminations	Consolidated
Gross operating revenue	434,454	130,224	40,841	-	-	(2,663)	602,856
(-) Deductions	(52,508)	(22,189)	(6,488)	-	-	216	(80,969)
<b>Net operating revenue</b>	<b>381,946</b>	<b>108,035</b>	<b>34,353</b>	-	-	<b>(2,447)</b>	<b>521,887</b>
(-) Operating costs	209,073	58,422	13,500	8,641	-	(2,447)	287,189
<i>Variable/fixed costs</i>	172,623	54,042	9,250	2,131	-	(2,447)	235,599
<i>Depreciation/amortization</i>	36,450	4,380	4,250	6,510	-	-	51,590
<b>Gross profit</b>	<b>172,873</b>	<b>49,613</b>	<b>20,853</b>	<b>(8,641)</b>	-	-	<b>234,698</b>
(-) Operating expenses	20,007	31,061	1,757	1,061	18,233	-	72,119
<i>Selling expenses</i>	6,815	27,266	1,513	192	0	-	35,786
<i>G&amp;A expenses</i>	13,145	3,776	244	869	15,613	-	33,647
<i>Depreciation/amortization</i>	47	19	-	-	2,620	-	2,686
<b>EBIT</b>	<b>152,866</b>	<b>18,552</b>	<b>19,096</b>	<b>(9,702)</b>	<b>(18,233)</b>	-	<b>162,579</b>
<i>Depreciation/amortization</i>	36,497	4,399	4,250	6,510	2,620	-	54,276
<b>EBITDA</b>	<b>189,365</b>	<b>22,952</b>	<b>23,346</b>	<b>(3,192)</b>	<b>(15,613)</b>	-	<b>216,858</b>
<b>EBITDA proforma<sup>13</sup></b>	<b>154,639</b>	<b>20,342</b>	<b>19,780</b>	<b>(4,658)</b>	<b>(15,678)</b>	-	<b>174,425</b>
(+) Financial result	-	-	-	-	(1,375)	-	(1,375)
(-) Income and social contribution taxes	-	-	-	-	(55,217)	-	(55,217)
<b>Net Income</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>105,987</b>

<sup>13</sup> With the adoption of IFRS 16, the EBITDA of port terminals and Santos Brasil Logística no longer reflects expenses with leases and rents. Aiming at maintaining the comparative analysis with prior periods and more accurately reflecting the operating “cash” result of the Company, we calculated the “proforma EBITDA”, which subtracts the lease and rent expenses from the reported EBITDA.

**Consolidated Income Statement by operating segment – 9M23 (R\$ thousand)**

	Container and General Cargo Terminals	Logistics	TEV	Liquid Bulk Terminals	Corporate	Eliminations	Consolidated
Gross operating revenue	1,190,341	368,412	90,894	24,974	-	(6,415)	1,668,206
(-) Deductions	(125,251)	(57,923)	(13,647)	(3,995)	-	498	(200,318)
<b>Net operating revenue</b>	<b>1,065,090</b>	<b>310,489</b>	<b>77,247</b>	<b>20,979</b>	-	<b>(5,917)</b>	<b>1,467,888</b>
(-) Operating costs	567,624	148,195	35,315	36,255	-	(5,917)	781,472
<i>Variable/fixed costs</i>	442,974	135,289	21,281	10,393	-	(5,917)	604,020
<i>Depreciation/amortization</i>	124,650	12,906	14,034	25,862	-	-	177,452
<b>Gross profit</b>	<b>497,466</b>	<b>162,294</b>	<b>41,932</b>	<b>(15,276)</b>	-	-	<b>686,416</b>
(-) Operating expenses	63,142	90,393	3,882	3,173	73,526	-	234,116
<i>Selling expenses</i>	23,520	78,051	2,944	793	0	-	105,308
<i>G&amp;A expenses</i>	39,482	12,258	938	2,159	70,385	-	125,222
<i>Depreciation/amortization</i>	140	84	-	221	3,141	-	3,586
<b>EBIT</b>	<b>434,324</b>	<b>71,901</b>	<b>38,050</b>	<b>(18,449)</b>	<b>(73,526)</b>	-	<b>452,300</b>
Depreciation/amortization	124,790	12,990	14,034	26,083	3,141	-	181,038
<b>EBITDA</b>	<b>559,119</b>	<b>84,889</b>	<b>52,084</b>	<b>7,634</b>	<b>(70,385)</b>	-	<b>633,341</b>
<b>EBITDA proforma<sup>14</sup></b>	<b>450,435</b>	<b>76,672</b>	<b>39,023</b>	<b>3,059</b>	<b>(70,592)</b>	-	<b>498,597</b>
(+) Financial result	-	-	-	-	(65,126)	-	(65,126)
(-) Income and social contribution taxes	-	-	-	-	(107,876)	-	(107,876)
<b>Net Income</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>279,298</b>

**Consolidated Income Statement by operating segment – 9M22 (R\$ thousand)**

	Container and General Cargo Terminals	Logistics	TEV	Liquid Bulk Terminals	Corporate	Eliminations	Consolidated
Gross operating revenue	1,204,861	376,144	106,449	-	-	(9,359)	1,678,095
(-) Deductions	(140,095)	(59,643)	(16,181)	-	-	789	(215,130)
<b>Net operating revenue</b>	<b>1,064,766</b>	<b>316,501</b>	<b>90,268</b>	-	-	<b>(8,570)</b>	<b>1,462,965</b>
(-) Operating costs	564,782	168,403	37,818	16,921	-	(8,570)	779,354
<i>Variable/fixed costs</i>	456,980	155,332	25,071	3,989	-	(8,570)	632,802
<i>Depreciation/amortization</i>	107,802	13,071	12,747	12,932	-	-	146,552
<b>Gross profit</b>	<b>499,984</b>	<b>148,098</b>	<b>52,450</b>	<b>(16,921)</b>	-	-	<b>683,611</b>
(-) Operating expenses	75,287	85,969	4,819	2,960	55,385	-	224,420
<i>Selling expenses</i>	41,483	77,454	4,010	517	0	-	123,464
<i>G&amp;A expenses</i>	33,661	8,459	809	2,443	49,647	-	95,019
<i>Depreciation/amortization</i>	143	56	-	-	5,738	-	5,937
<b>EBIT</b>	<b>424,697</b>	<b>62,129</b>	<b>47,631</b>	<b>(19,881)</b>	<b>(55,385)</b>	-	<b>459,191</b>
Depreciation/amortization	107,945	13,127	12,747	12,932	5,738	-	152,489
<b>EBITDA</b>	<b>532,641</b>	<b>75,258</b>	<b>60,379</b>	<b>(6,949)</b>	<b>(49,646)</b>	-	<b>611,683</b>
<b>EBITDA proforma<sup>14</sup></b>	<b>431,066</b>	<b>67,524</b>	<b>49,682</b>	<b>(9,788)</b>	<b>(49,842)</b>	-	<b>488,642</b>
(+) Financial result	-	-	-	-	(10,663)	-	(10,663)
(-) Income and social contribution taxes	-	-	-	-	(154,599)	-	(154,599)
<b>Net Income</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>293,929</b>

<sup>14</sup> With the adoption of IFRS 16, the EBITDA of port terminals and Santos Brasil Logística no longer reflects expenses with leases and rents. Aiming at maintaining the comparative analysis with prior periods and more accurately reflecting the operating “cash” result of the Company, we calculated the “proforma EBITDA”, which subtracts the lease and rent expenses from the reported EBITDA.

**Consolidated Balance Sheet (R\$ thousand)**

<b>ASSETS</b>	<b>09/30/2023</b>	<b>06/30/2023</b>	<b>03/31/2023</b>	<b>12/31/2022</b>	<b>09/30/2022</b>
<b>Total Assets</b>	<b>4,587,470</b>	<b>4,394,438</b>	<b>4,325,961</b>	<b>4,348,678</b>	<b>4,409,355</b>
<b>Current assets</b>	<b>874,231</b>	<b>777,208</b>	<b>800,697</b>	<b>857,825</b>	<b>1,039,952</b>
Cash and cash equivalents	569,561	474,548	540,517	614,631	756,145
Accounts receivable	236,393	220,504	173,832	179,722	221,623
Inventories	31,258	31,129	31,406	28,647	28,232
Other	37,019	51,027	54,942	34,825	33,952
<b>Non-current assets</b>	<b>3,713,239</b>	<b>3,617,231</b>	<b>3,525,264</b>	<b>3,490,853</b>	<b>3,369,403</b>
Judicial deposits	337,610	334,440	330,336	345,565	329,714
Other	117,075	107,599	106,765	110,353	102,293
Property, plant, and equipment	3,102,272	3,012,703	2,927,876	2,871,831	2,790,462
Intangible assets	156,282	162,489	160,287	163,104	146,934
<b>LIABILITIES</b>	<b>09/30/2023</b>	<b>06/30/2023</b>	<b>03/31/2023</b>	<b>12/31/2022</b>	<b>09/30/2022</b>
<b>Total liabilities</b>	<b>4,587,470</b>	<b>4,394,438</b>	<b>4,325,961</b>	<b>4,348,678</b>	<b>4,409,355</b>
<b>Current liabilities</b>	<b>646,172</b>	<b>622,054</b>	<b>567,463</b>	<b>610,469</b>	<b>574,637</b>
Social and labor obligations	76,715	67,859	53,222	70,195	82,884
Suppliers	121,998	103,780	107,638	123,525	120,967
Fiscal obligations	47,569	44,720	31,499	31,310	43,594
Loans and financing	42,560	51,572	44,218	53,138	44,241
Leases	355,257	341,059	328,813	314,147	280,513
Obligations with concession grantor	1,736	6,361	1,727	6,152	1,905
Other	337	6,703	346	12,002	533
<b>Non-current liabilities</b>	<b>1,749,670</b>	<b>1,593,659</b>	<b>1,617,454</b>	<b>1,645,326</b>	<b>1,676,196</b>
Loans and financing	379,660	245,449	247,832	281,929	284,036
Deferred taxes	18,480	18,753	19,184	17,032	16,586
Provisions	41,258	42,563	38,749	38,688	40,859
Actuarial liabilities	28,456	27,751	27,047	26,342	33,992
Leases	1,181,458	1,160,650	1,187,258	1,172,521	1,203,227
Other	100,358	98,493	97,384	108,814	97,496
<b>Shareholders' equity</b>	<b>2,191,628</b>	<b>2,178,725</b>	<b>2,141,044</b>	<b>2,092,883</b>	<b>2,158,522</b>
Paid-in capital	1,879,484	1,879,484	1,879,484	1,876,956	1,876,956
Capital reserves	60,925	61,820	66,603	66,974	65,192
Profit reserves	90,542	88,958	121,534	121,391	99,918
Other comprehensive income (loss)	14,626	14,626	14,626	14,626	9,026
Additional proposed dividends	0	0	12,936	12,936	0
Earnings/loss accumulated	146,051	133,837	45,861	0	107,430

**Statement of Cash Flows (R\$ thousand)**

	<b>3Q23</b>	<b>3Q22</b>	<b>Δ (%)</b>	<b>9M23</b>	<b>9M22</b>	<b>Δ (%)</b>
<b>OPERATING CASH FLOW</b>	<b>252,865</b>	<b>217,307</b>	<b>16.4%</b>	<b>525,967</b>	<b>554,097</b>	<b>-5.1%</b>
<b>Cash from operations</b>	<b>283,467</b>	<b>261,322</b>	<b>8.5%</b>	<b>701,757</b>	<b>735,566</b>	<b>-4.6%</b>
Income (loss) before taxes and interest	172,174	161,204	6.8%	387,174	448,528	-13.7%
Monetary and foreign-exchange variations	744	945	-21.3%	1,559	4,288	-63.6%
Depreciation and amortization	62,699	54,280	15.5%	181,040	152,492	18.7%
Formation (reversal) of provision for contingencies	5,759	8,017	-28.2%	15,555	14,791	5.2%
Share purchase option plan	2,092	1,874	11.6%	6,395	5,068	26.2%
Write-offs and income in the sale of permanent assets	123	649	-81.0%	33	794	-95.8%
Interest on debentures	3,973	2,184	81.9%	5,673	5,916	-4.1%
Recognized Interest on Loans	69	75	-8.0%	232	433	-46.4%
Interest on financial investments	(7)	(272)	-97.4%	(7)	(10,266)	-99.9%
Post-employment benefit – Health care plans	705	857	-17.7%	2,114	2,576	-17.9%
Allowance (reversal) for doubtful accounts and bad debt losses	(555)	(2,495)	-77.8%	(5,531)	14,160	-139.1%
Interest on obligations with the concession grantor	60	84	-28.6%	245	261	-6.1%
Interest on lease - rents	35,631	33,920	5.0%	107,275	96,525	11.1%
<b>Changes in assets and liabilities</b>	<b>19,237</b>	<b>33,339</b>	<b>-42.3%</b>	<b>(58,367)</b>	<b>540</b>	<b>n.a.</b>
(Increase) decrease in accounts receivable	(15,334)	3,925	-490.7%	(51,140)	(25,794)	98.3%
(Increase) decrease in inventories	(129)	(2,122)	-93.9%	(2,611)	(3,841)	-32.0%
(Increase) decrease in current tax assets	12,960	2,841	356.2%	10,373	3,195	224.7%
(Increase) decrease in judicial deposits	(3,170)	3,004	-205.5%	7,955	(11,193)	-171.1%
(Increase) decrease in other assets	1,065	3,164	-66.3%	(11,813)	613	-2027%
Increase (decrease) in suppliers	18,769	(4,371)	-529%	15,467	10,355	49.4%
Increase (decrease) in suppliers - drawee risk	-	466	-100.0%	(15,393)	10,487	-246.8%
Increase (decrease) in salaries and social charges	8,856	24,115	-63.3%	6,520	15,127	-56.9%
Increase (decrease) in taxes, rates, and contributions	(5,094)	(725)	602.6%	(9,132)	(7,433)	22.9%
Increase (decrease) in accounts payable	12	378	-96.8%	277	752	-63.2%
Increase (decrease) in taxes on billing - TRA	1,302	2,662	-51.1%	(8,871)	8,271	-207.3%
Increase (decrease) in other liabilities	-	2	-100%	1	1	0%
<b>Other</b>	<b>(49,839)</b>	<b>(77,354)</b>	<b>-35.6%</b>	<b>(117,423)</b>	<b>(182,009)</b>	<b>-35.5%</b>
Income tax and social contribution paid	(38,090)	(67,702)	-43.7%	(90,556)	(151,737)	-40.3%
Write-off of payment contingencies	(7,064)	(5,166)	36.7%	(12,985)	(17,155)	-24.3%
Payments - Obligations with the concession grantor	(4,685)	(4,486)	4.4%	(13,882)	(13,117)	5.8%
<b>INVESTMENT CASH FLOW</b>	<b>(111,567)</b>	<b>69,607</b>	<b>-260.3%</b>	<b>(306,423)</b>	<b>35,806</b>	<b>-955.8%</b>
Acquisition of property, plant, and equipment/intangible assets	(113,162)	(110,626)	2.3%	(325,538)	(240,917)	35.1%
Disposal of property, plant, and equipment	48	1,095	-95.6%	265	1,113	-76.2%
Interest on capitalized loans	5,565	8,459	-34.2%	22,868	24,047	-4.9%
Financial investments	(4,018)	170,679	-102.4%	(4,018)	251,563	-101.6%
<b>CASH FLOW FROM FINANCING</b>	<b>(46,285)</b>	<b>(378,521)</b>	<b>-87.8%</b>	<b>(264,614)</b>	<b>(657,098)</b>	<b>-59.7%</b>
Loans obtained	133,898	-	-	133,876	(22)	n.a.
Payments of debentures, loans, and financing	(2,016)	(2,099)	-4.0%	(40,792)	(60,975)	-33.1%
Receipt of exercised share purchase options	143	(395)	-136.2%	2,206	1,720	28.3%
Interest paid to debentures, loans, and financing	(16,463)	(18,231)	-9.7%	(36,564)	(35,086)	4.2%
Dividends and interest on own capital paid	(126,606)	(326,424)	-61.2%	(182,099)	(471,443)	-61.4%
Receipt (payment) in swap operations	-	(1)	-100.0%	(1,843)	(305)	504.3%
Payment lease - rentals	(33,695)	(31,371)	7.4%	(127,427)	(90,987)	40.0%
Payment for repurchase of shares	(1,544)	-	-	(11,960)	-	-
Costs of repurchase of shares	(2)	-	-	(11)	-	-
<b>INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>95,013</b>	<b>(91,607)</b>	<b>-203.7%</b>	<b>(45,070)</b>	<b>(67,195)</b>	<b>-32.9%</b>
Opening balance of cash and cash equivalents	474,548	847,752	-44.0%	614,631	823,340	-25.3%
Closing balance of cash and cash equivalents	569,561	756,145	-24.7%	569,561	756,145	-24.7%



SANTOS BRASIL

3Q23 | EARNINGS RELEASE

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## EARNINGS CONFERENCE CALL

(with simultaneous translation into English)

**November 09, 2023**

10h00 (Brasília) | 8h00 (EST) | 13h00 (London)

### Dial-in information:

Zoom: <https://shorturl.at/wMS36>

### Replay:

Recording will be made available on Investor Relations website: [ri.santosbrasil.com.br/en](https://ri.santosbrasil.com.br/en)

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The reservations concerning forward-looking statements include information related to presumed or possible operating results, as well as declarations preceded, followed by, or including such expressions as "believe", "may", "will", "continue", "expect", "forecast", "intend", "plan", "estimate" or similar wording.

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