

SANTOS BRASIL CORPORATE PRESENTATION

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Environmental, Social and Governance









ENVIRONMENTAL

- CO₂ emission control.
- Sustainable water consumption.
 - Waste management.
 - Sustainability Committee.



SOCIAL

- Work safety and health ("Zero Accident" campaign)
- Social development
 ("Formare Apprentice" program)
- Individual appreciation("I am a volunteer" program)



GOVERNANCE

- Transparency.
- Compliance Committee.
- Independent anonymous tip hotline.
- Shares listed on Novo Mercado (B3).
- Shares listed in three more B3 indexes: IBrX-100, ICO₂ and IGPTW.





	2014	2015	2016	2017	2018	2019	2020	2021	1Q22	1Q21
CO ₂ Emissions										
CO2 Emissions (tons)	30,435	30,337	31,437	31,556	32,297	33,515	29,452	33,605	7,383	8,019
Port operations (kgCO2e/TEU1)	17.32	15.49	15.32	14.85	13.99	13.29	13.14	12.97	11.12	13.10
Bonded warehouses (kgCO2e/TEU)	26.57	27.21	19.81	27.61	25.03	23.62	21.99	19.85	20.97	21.92
Truck transportation (kgCO2e/Km)	1.03	0.97	1.01	1.02	1.02	1.02	1.05	1.03	0.96	1.05
Distribution Centers (kgCO2e/pallet)	0.99	1.30	0.63	0.53	0.41	0.36	0.90	0.49	0.29	0.55
Water (m³)										
Water consumption	82,611	69,858	84,817	110,041	82,724	74,176	67,776	64,687	12,719	23,102
Water consumption per capita ²	1.70	1.39	1.75	2.52	2.01	1.75	1.71	1.52	0.28	0.55
Waste (tons)										
Non-recyclable	117	119	723	594	627	645	508	620	158	157
Recyclable	395	156	1,454	1,646	1,552	2,175	1,675	2,327	771	436
Total waste	512	275	2,176	2,239	2,179	2,820	2,183	2,947	929	593

- ESG Report¹ compliant with <u>GRI</u> <u>Standard</u> since 2011.
- Sustainability Committee.
- Sustainability Policy.
- The Company's stocks participates of the S&P/B3 Brazil ESG Index.

¹ Twenty-Foot Equivalent Unit: equivalent to a twenty-foot container.

² Includes both employees and outsourced workers.







Zero Accident campaign: dissemination of risk and accident prevention culture.

71% reduction in the number of accidents in 2020.

Port terminals reached a record of days without lost-time accidents.



- Formare Apprentice program completed 12 years in 2021
 - More than 80 volunteers
 - 271 graduated youngsters.
 - 102 youngsters hired by Santos Brasil



Shares listed on Novo Mercado (B3)

- 100% Tag Along for all minority shareholders.
- One Share, One Vote (no shareholders agreement).
- Board of Directors with at least 40% of independent members.
- Permanent Fiscal Board.
- Compliance Committee.
- Compensation Policy
 - Performance Shares and Matching programs for key executives;
 - o Bonus program oriented by business metrics, which include ESG goals, management and individual metrics.
 - Progression, promotion and compensation based on meritocracy.



Shareholders¹ (March/2022)



- Opportunity Global FIP Multiestratégia IE: 10.5%
- Opportunity Agro FIP Multiestratégia IE: 6.8%
- Opportunity Ações FIA BDR Nivel I IE: 5.0%
- Opportunity Logica Master FIA: 1.4%
- OPP I FIA BDR Nivel I Investimento no Exterior: 1.1%
- Opportunity Holding FIP Multiestratégia IE: 0.01%

Macroeconomic context, port sector in Brazil and growth potential



Macroeconomic indicators

Brazilian Container Throughput: resiliency in crisis periods





Industrial activity x exchange rate



Brazil GDP x Container throughput of the Port of Santos (MM TEUs)





¹ Sources: ANTAQ, IBGE and Ipeadata.

Port sector in Brazil

South and Southeast ports have the largest container throughput







¹ Source: ANTAQ.

Upsides in the Brazilian container market Cabotage (BR do Mar program)

Cabotage growth drivers

Container transportation through cabotage presented a compounded annual growth rate of 8.6% in 2012 – 2021 period in Brazil. Some of the main drivers were:

- Lower logistics costs compared to road transportation for large TKU (high tonnage and long distances)
- Diversification in companies' logistics chain to reduce the dependence on truck freight
- Greater security in cargo transportation less accidents, damage and theft - compared to road transport





About Santos Brasil



About Santos Brasil

History





About Santos Brasil Highlights





- Publicly-traded company, listed on Novo Mercado segment
- Eight terminals on the Brazilian coast:
 - \circ Three container terminals
 - o One vehicle terminal
 - Two general cargo terminals
 - Three liquid bulk terminals
- Container throughput: 1.3 million containers in 2021
- Port-to-door full logistics solution (SBLog)
- ~17% of the Brazilian container throughput in 2021¹.

About Santos Brasil

Innovation and technology

Higher productivity, more safety and better customer experience

- Seal reading with OCR (Optical Character Recognition)
 - Replaces manually entering container data;
 - \circ Seal reading time reduction from 7 seconds to 1.43 second
- Automated Gates
 - Facial recognition at entrance
 - \circ Self check in for trucks
- ChatBot
 - o Artificial intelligence personal assistant
 - $_{\odot}$ Optimizing customer and employee attendance service.







Porto of Santos

Must call port in South America east coast





Largest Port in South America

- Over 25% of Brazilian trade balance
- Hinterland covers 55% of the Brazilian GDP
- Connected to Brazil's main roads and railways
- ~90% of São Paulo's industrial base is located less than 200 km from the Port of Santos
- Saboó Terminal: two areas, in transitional basis, for handling general cargo, project cargo and empty containers

Port of Santos

Tecon Santos market share: 39.0% in 1Q22





Port of Santos

---- Tecon Santos

¹ Source: Santos Port Authority.





Best solution for containers in South America





- Lease contract renewed until 2047
- Capex: R\$ 1.5 billion to be invested in expansion and automation
- Connected to Brazil's main roads and railways
- 4 internal railway tracks
- Automated access gates
- Equipment 100% GPS-controlled

Infrastructure and other information





1st phase of the expansion concluded in November 2021











Tecon Imbituba

Strategic location at the Southern Region, with developed logistical access



- **Geographical location**
 - AM PA TO RO BA MT **Southern Ports** GO DF MS tapoá PM & Portonave RS 🗖 Imbituba RS Tecon Rio Grande

- Draft of 15.0 m: terminal ready to receive Super Post-Panamax ships
- Close to Santa Catarina and Rio Grande do Sul industrial zones
- 25-year lease contract (starting in 2008), with a renewal option for additional 25 years
- Beneficiary of adjacent infrastructure projects: widening of BR101 federal highway and the construction of the railway Translitorânea
- Favorable meteorological conditions and 24-hour access
- Container and general cargo operations
- **One-stop-shop:** ship, DEPOT and container freight station (CFS) operations

Tecon Imbituba

Infrastructure and other information





General Data Depth: 15.0 m Quay extension: 660 m <u>Area</u>: 207,000 m² <u>Annual Capacity</u>: 450,000 TEUs

Security

Scanner (non-invasive inspection) Surveillance cameras Restricted access

Allows Super Post-Panamax vessels to dock.



Equipment				
2	Ship-to-Shore			
2	МНС			
3	Reach Stackers			



Tecon Imbituba

Potential for volume increase

³ ANTAO









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Located in the delta of Amazon River

- Located in the North region of Brazil: without physical constraints to receive long haul vessels
- Dominant container terminal in Pará state: connected to other Brazilian ports via cabotage
- Connected to all continents, directly, through Caribbean hub ports and Panamá Canal
- Offers container stuffing and unstuffing services, as well as refrigerated warehousing
- Investments in new equipment and infrastructure modernization in 2018
- Lease contract renewed for an additional 15-year period (by 2033)
- Commodity export hub of the region (timber, frozen meat, pepper, agricultural products, metals, minerals and fruits)





Infrastructure and other information





General Data Depth: 13,5 m Quay extension: 254 m Area: 87.992 m² Annual capacity: 217.000 TEUs

Security

Scanner (non-invasive inspection) Surveillance cameras Restricted access

Allows Post-Panamax vessels to dock



Equipment 3 *MHC*

12 Reach Stackers



North Region: inland waterway cargo transportation





Recent upgrade and capacity expansion to 217,000 TEUs annual capacity













TEV – Vehicle Terminal

Largest vehicle terminal in Brazil



- Neighbor to Tecon Santos
- Handling of different types of cargo:
 - Trains, dismantled industrial plants, power transformers, dismantled machinery, large sculptures, electric vehicles chargers...
- Annual capacity: 300,000 vehicles
 - Quay extension: 530 m
 - Static capacity: 10,000 vehicles
 - Throughput in 2021: 203,146 vehicles
 - o Area: 164,000 m²



Saboó Terminal

Exploration of two areas (transitional lease contracts)



- **Two areas:** 42,000 m² and 64,412 m²
- Greater presence in the Port of Santos: operation in the right bank
- Handling of different types of cargo:
 - General cargo (pulp, metal scrap, solid bulk...) and project cargo
- Empty containers warehousing



Santos Brasil Logística (SBLog) **Business units** Warehousing (CLIA Santos Guarujá) **Distribution Center Road Transportation** (São Bernardo do Campo) SANTOS BRASIL LOGÍSTICA **9-(**) **In-House Logistics** <u>....</u> Distribution 000 0 5 000 Intercompany External clients **Port Transportation**

SANTOS BRASIL

Santos Brasil Logística (SBLog)

3PL vertical integration

- Integration between maritime transportation and exporters and importers supply chain
- Increase customers' competitiveness providing taylor-made logistics services
- Scope of provided services
 - Receiving
 - o Inventory management
 - o Picking
 - Expedition
 - o Transportation

Infrastructure

- CLIA Santos (bonded warehouse 64,755 m² in total area)
- CLIA Guarujá (bonded warehouse 52,900 m² in total area)
- Distribution Center in São Bernardo do Campo (105,000 m² in total area)
- Distribution Center Imigrantes (55,000 m² in total area)
- o Truck fleet (~100 vehicles)





Main clients



Port terminals and logistics



Financial Highlights



Financial highlights





EBITDA Proforma² (R\$ MM) and EBITDA Margin (%)







¹ Does not consider intracompany eliminations. ² EBITDA proforma adds leasing and rent expenses.

Debt Leverage and Cash Flow

S&P – Corporate rating in national scale: brAAA



Gross Debt (R\$ MM) and Long-Term Debt (%)



Net Debt (R\$ MM) and Net Debt/EBITDA Proforma¹







Debt highlights and financial ratios Net cash of R\$ 708.1 million in 1Q22





Debt	Currency	Outstanding (R\$ MM)	%
NCE	BRL	20.7	5.9%
FINIMP	USD/EUR	0.6	0.2%
FINAME	BRL	8.8	2.5%
Debêntures	BRL	323.1	91.5%
TOTAL		353.2	100.0%

	Financial ind	indicator – 1Q22		
Debt leverage	-1.45x	Net debt / pro-forma EBITDA LTM		
Coverage ratio	7.2	Proforma EBITDA LTM / interest expenses LTM		
Current ratio	2.5	Current assets / current liabilities		
Quick ratio	2.4	(Current assets - inventories) / current liabilities		
Cash ratio	2.0	Cash & equivalents / current liabilities		

Investments R\$ 9.4 billion¹ in 24 years



M&A

- 1997 Tecon Santos bidding
- 2006 Santos Brasil IPO
- 2007 Santos Brasil Logística acquisition
- 2008 Tecon Imbituba bidding & Tecon Vila do Conde acquisition
- 2009 Vehicle's terminal bidding

CAPEX

- 2004/2006 Tecon Santos first expansion
- **2008/2010** Tecon Santos second expansion
- **2008/2011** Tecon Imbituba expansion
- 2018 2021 Tecon Santos, Tecon Vila do Conde and SBLog capacity expansion and infrastructure upgrade



Capex e Dividends





Thank you!

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IBRAB3 ITAG B3 SMLL B3 IGCT B3 IGC B3 IGC-NM B3 IBRX100 B3 ICO2 B3 IGPTWB3