



SANTOS BRASIL

2Q21 Earnings Presentation

E-mail: dri@santosbrasil.com.br

Website: <http://ri.santosbrasil.com.br/en/>



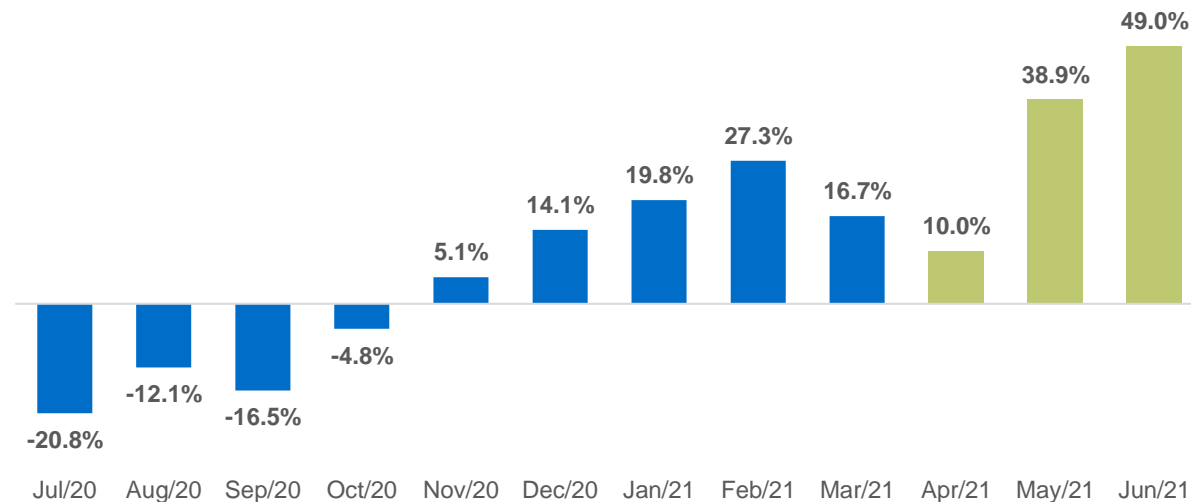
Operational indicators

Operational indicators

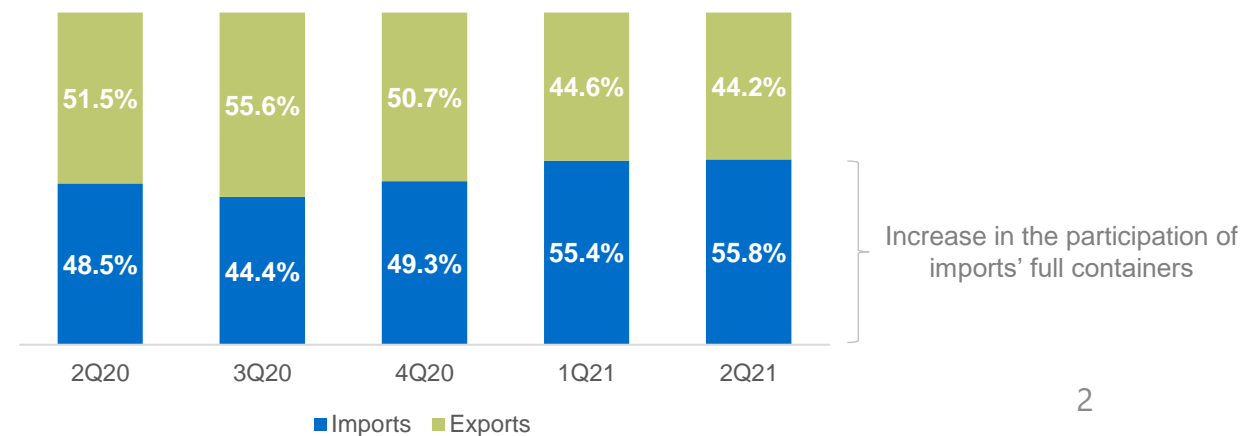
(units)	2Q21	2Q20	Δ (%)
PORT TERMINALS			
Quay operations	337,183	256,725	31.3%
Full containers	264,204	187,514	40.9%
Empty containers	72,979	69,211	5.4%
Warehousing operations	41,638	27,935	49.1%
Quay operations – general cargo (t)	101,525	81,086	25.2%
LOGISTICS			
Warehousing operations	16,582	10,220	62.3%
VEHICLE TERMINAL			
Vehicles handled	54,718	13,897	293.7%
Exports	47,370	13,579	248.8%
Imports	7,348	318	2,210.7%

- [Record throughput](#): 337,183 containers (+31.3% YoY);
- [Operational mix](#): 78.4% of full containers (vs. 73.0% in 2Q20);
- [SBLog](#): 16,582 containers stored (+62,3% YoY);
- [TEV](#): 54,718 vehicles handled with 9.3% of heavy vehicles.

Monthly trend of the container throughput (% YoY)



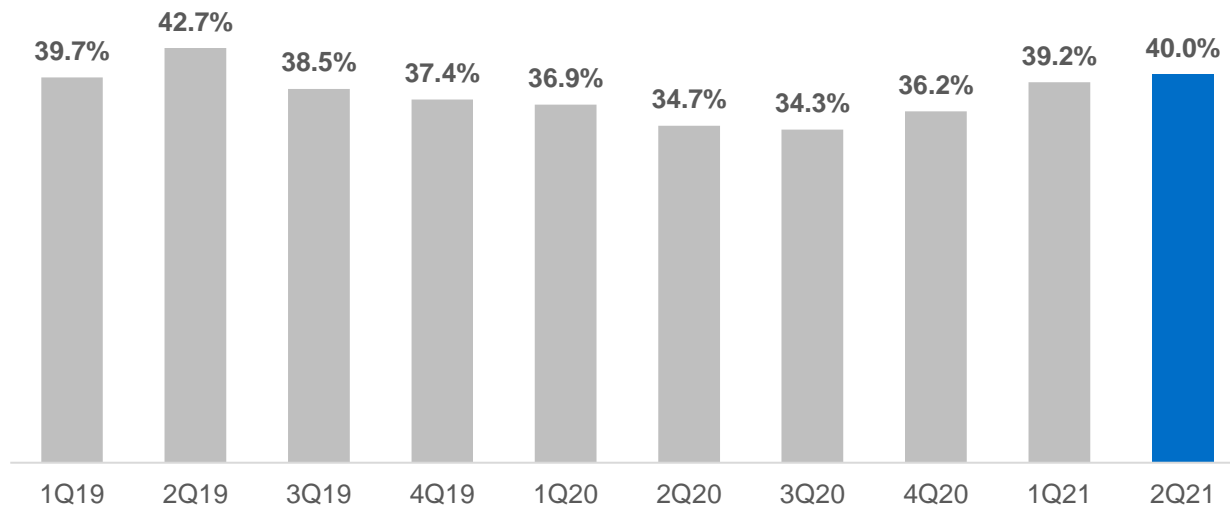
Full container throughput of long haul (% of imports vs. exports)



¹ Source: Santos Port Authority (SPA).

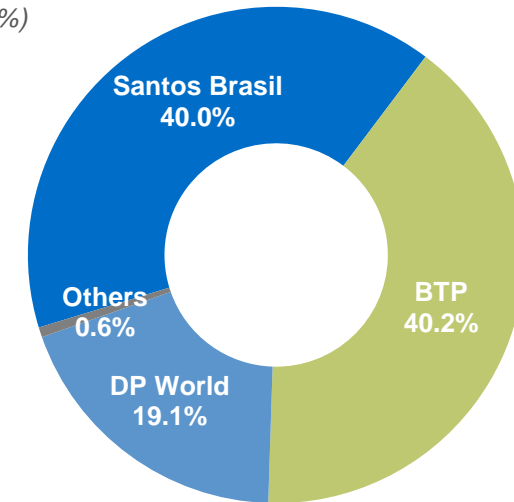
Operational indicators

Market share performance of Tecon Santos



Competitive overview of the Port of Santos – 2Q21

Market share (%)



Financial indicators



Financial statement

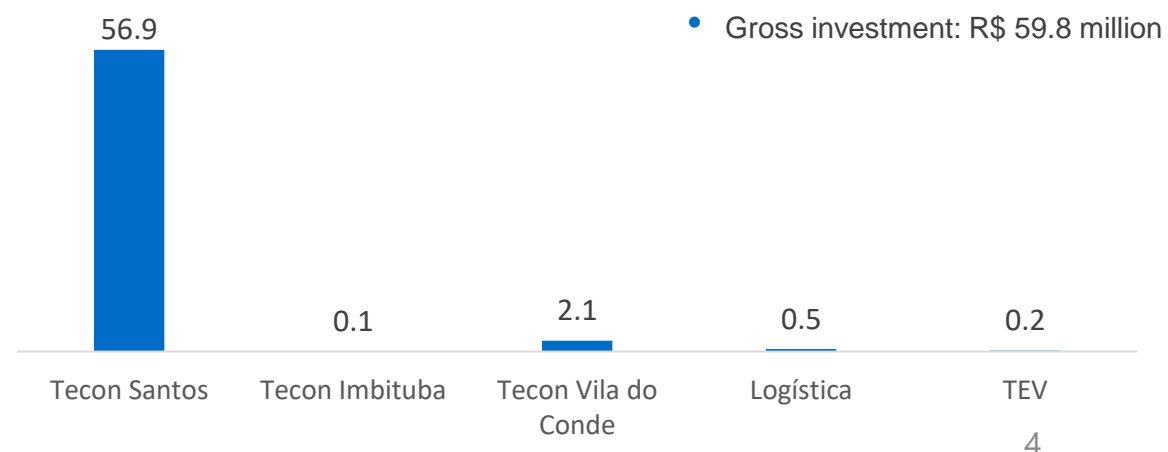
(R\$ million)	2Q21	2Q20	Δ (%)
Net revenue	379.5	224.8	68.8%
Port terminals	291.7	165.1	76.7%
Logistics	72.8	55.8	30.5%
Vehicle Terminal	17.9	6.7	167.2%
Eliminations	-2.9	-2.8	3.6%
Operating costs	222.2	174.8	27.1%
Operating expenses	55.7	44.3	25.7%
EBIT	101.6	5.7	1,682.5%
<i>EBIT margin (%)</i>	26.8%	2.5%	24.2 p.p.
EBITDA	147.7	42.2	250.0%
Non-recurring items	-0.7	-0.4	75.0%
EBITDA (adjusted)	147.0	41.8	251.7%
<i>EBITDA (adjusted) margin (%)</i>	38.7%	18.6%	20.1 p.p.
Depreciation and amortization	46.1	36.5	26.3%
Financial result	-8.7	-17.9	-51.4%
Income and social contribution taxes	-32.4	2.8	-1,257.1%
Net profit/Loss	60.4	-9.4	742.6%

¹ Last 12 months.

Indebtedness profile

(R\$ million)	Currency	06/30/2021	06/30/2020	Δ (%)
Short term	BRL	82.0	29.0	182.8%
	Foreign	4.7	4.9	-4.1%
Long term	BRL	315.0	387.9	-18.8%
	Foreign	9.1	14.1	-35.5%
Total indebtedness		410.8	435.9	-5.8%
Cash and cash equivalents		1,099.0	352.0	212.2%
Net debt		-688.2	83.9	-920.3%
Net debt/EBITDA proforma LTM¹		-2.67x	0.78x	

Capex



Have any question?

IR contacts

E-mail: dri@santosbrasil.com.br

Website: ri.santosbrasil.com.br

Phone: **+55 (11) 3279-3279**

IR team

Daniel Pedreira Dorea | CFO & IRO

Juliano Navarro | IR Executive Manager

Vinicius Bioni | IR Coordinator

Marjorie Samaha | IR Senior Analyst



Índice
Brasil Amplo
BM&FBOVESPA **IBRA**

Índice de
Ações com Tag Along
Diferenciado **ITAG**

Índice
Governança Corporativa
Novo Mercado **IGC-NM**

Índice de
Ações com Governança
Corporativa Diferenciada **IGC**

Índice de
Governança
Corporativa Trade **IGCT**

Índice
BM&FBOVESPA
Small Cap **SMLL**

Disclaimer

Forward-looking statements in this document concerning the business prospects and growth of Santos Brasil Participações S.A. and its controlled companies, as well as any other estimates, are merely projections based exclusively on management's current expectations. Such expectations essentially depend upon future market conditions – globally and in Brazil – and should not be regarded as binding upon the Company.