



SANTOS BRASIL

3Q20 Earnings Presentation

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Operating indicators – 3Q20

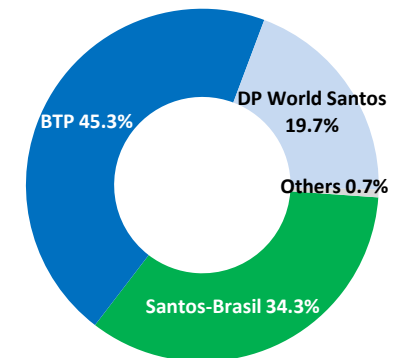
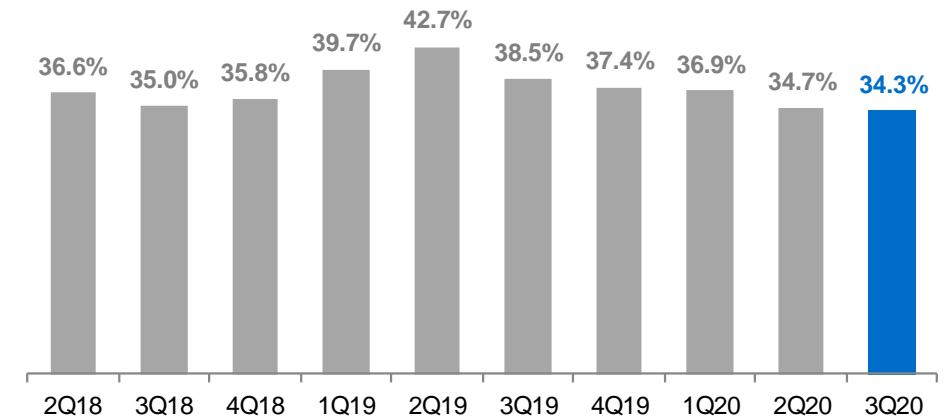


Operating indicators

(units)	3Q20	3Q19	Change %
PORT TERMINALS			
Quay Operations - Containers	254,211	304,143	-16.4%
Full Containers	185,389	234,865	-21.1%
Empty Containers	68,822	69,278	-0.7%
Quay Operations - General Cargo (tons)	84,802	11,059	666.8%
Warehousing Operations	26,750	38,125	-29.8%
LOGISTICS			
Warehousing Operations - Containers	10,144	13,988	-27.5%
VEHICLE TERMINAL			
Vehicles handled	38,701	39,660	-2.4%
Exports	36,726	35,823	2.5%
Imports	1,975	3,837	-48.5%

- 16.4% decrease of total containers handled in the quarter;
- The full/empty container mix reached at 72.9% full ratio in 3Q20;
- SBLog's warehousing volume down 27.5% YoY;
- 38,701 vehicles handled, with 5.1% of imports.

Tecon Santos' market share¹

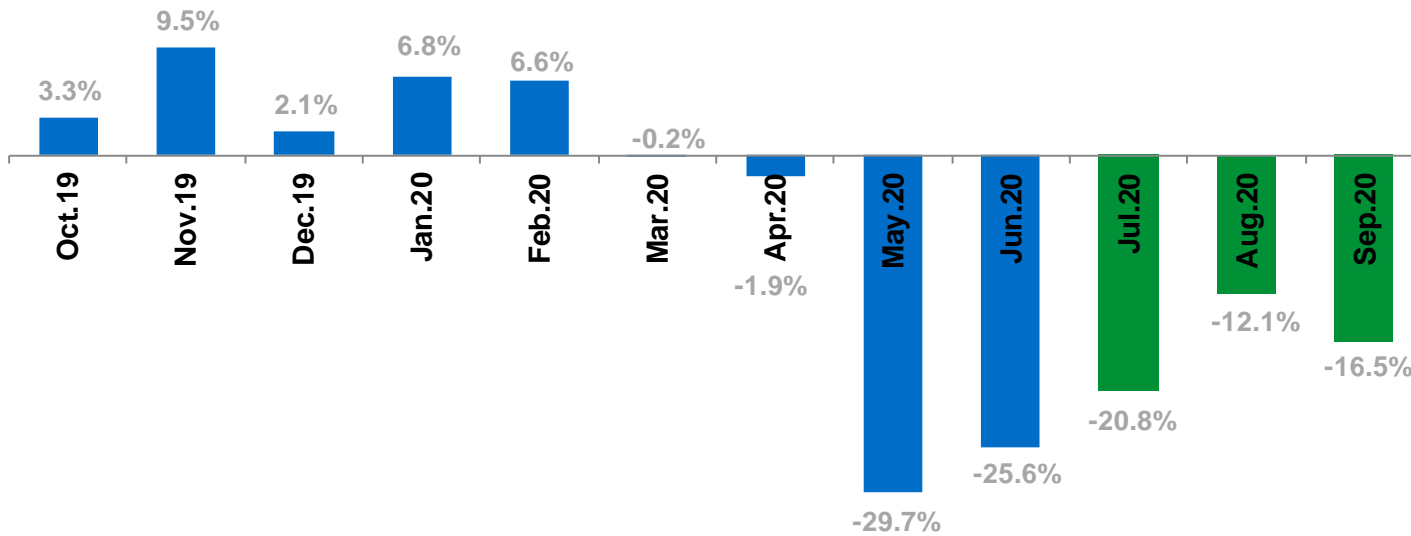


Operating indicators

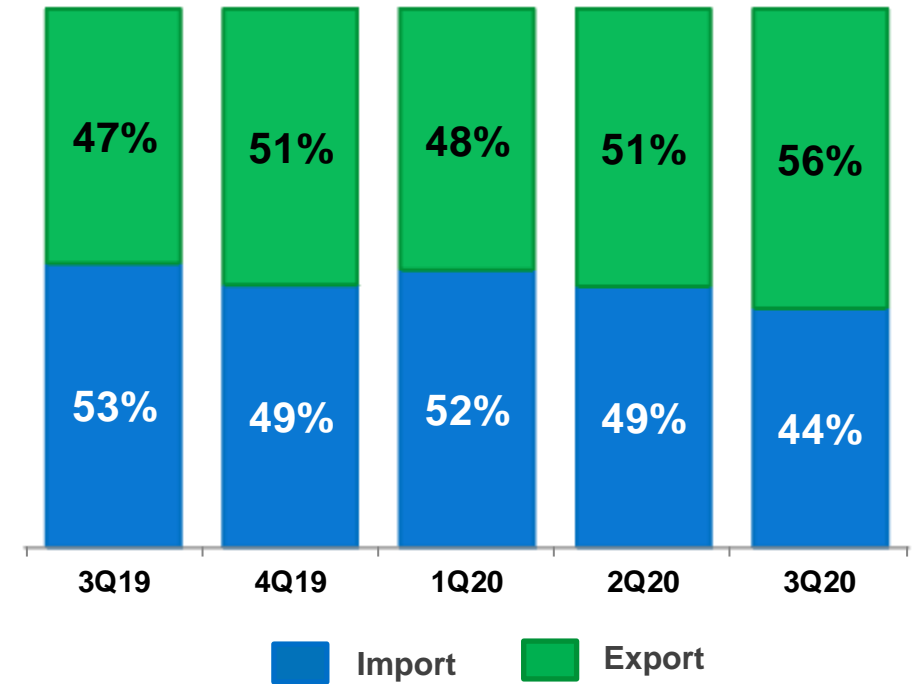
Port terminals



Container throughput monthly comparison (% YoY)



Long haul full-container throughput (import vs. export)



Financial indicators – 3Q20

Consolidated



Income Statement

(R\$ million)	3Q20	3Q19	Change %
Net Revenue	220.3	250.1	-11.9%
Port Terminals	156.4	174.7	-10.5%
Logistics	56.1	64.7	-13.3%
Vehicle Terminal	10.3	13.2	-22.0%
Cancellations	-2.5	-2.5	0.0%
Cost of Services Rendered	173.4	176.9	-2.0%
Operating Expenses	36.5	47.0	-22.3%
EBIT	10.4	26.1	-60.2%
EBIT Margin	4.7%	10.4%	-5.7 p.p.
EBITDA	49.7	59.4	-16.3%
Non-recurring itens	-3.2	6.5	-
Adj. EBITDA	46.5	65.9	-29.5%
Adj. EBITDA Margin	21.1%	26.3%	-5.2 p.p.
Depreciation and Amortization	39.3	33.3	18.0%
Financial Result	-18.6	-15.2	22.4%
Income and Social Contribution taxes	2.8	-3.2	-
Net Profit / Loss	-5.4	7.7	-

Indebtedness profile

(R\$ milion)	Currency	09/30/2020	09/30/2019	Change %
Short Term	BRL	27.5	73.6	-63.1%
	Foreign	5.1	37.6	-86.4%
Long Term	BRL	388.6	337.6	15.4%
	Foreign	12.6	12.1	4.1%
Total Indebtedness		433.8	460.9	-5.9%
Cash and cash equivalents		1,088.8	464.2	134.6%
Net Debt		-655.0	-3.3	
Net Debt/pro-forma EBITDA LTM*		-7.04 x	-0.03 x	

*Last twelve months



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Disclaimer

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