

VIBRA

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3Q24 Results

NOVEMBER 2024



Consistency and Management for Results

- Adjusted EBITDA margin¹ (R\$ 212/m³)
- ROIC ¹ (18,8%)
- Volume (YoY) - Stability with profitability
- Gain of +0,3 p.p. in market share QoQ
- FCFF of +R\$ 1.8 billion
- We approved R\$ 782 million in interest on capital (JCP) for payment in 2025.
- In 2024, we already paid R\$ 1.3 billion in dividends.
- Comerc - Closing and Synergies

¹In this document, we present Adjusted EBITDA, Adjusted EBITDA Margin and ROIC, without considering the effect of extraordinary tax recovery.

3Q24 Stability with Profitability



R\$ 1,987 MM

Adjusted EBITDA¹
(-15% vs. 3Q23)



R\$ 212/m³

Adjusted EBITDA Margin¹
(-15% vs. 3Q23)



9,385,000m³

Sales Volume
(-0,3% vs. 3Q23)



18.8%

ROIC¹ 3Q24
(+4.6 p.p. vs. 3Q23)



R\$ 4,201 MM

Net Income
(234.74% vs. 3Q23)



R\$ 1,8 bi

FCLF no 3Q24
Increase of R\$ 1 billion
compared to 2Q24

¹In this document, we present Adjusted EBITDA, Adjusted EBITDA Margin and ROIC, without considering the effect of extraordinary tax recovery.



Consistent Delivery Team



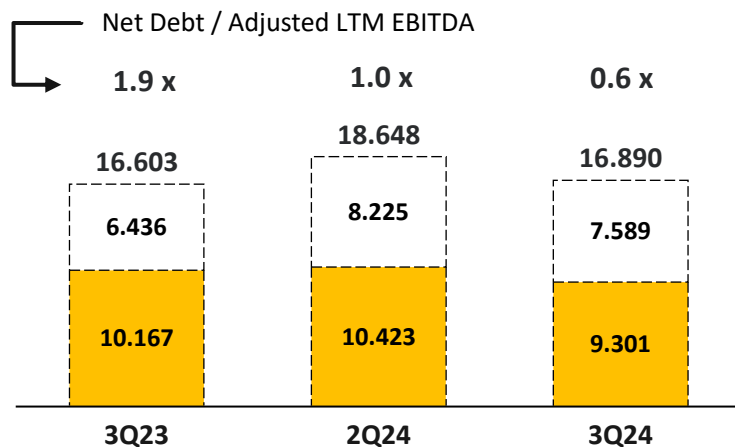
2. Adjusted operating expenses without hedge effect, untimely tax recoveries, CBIOs and property sales.

Discipline in Capital Allocation

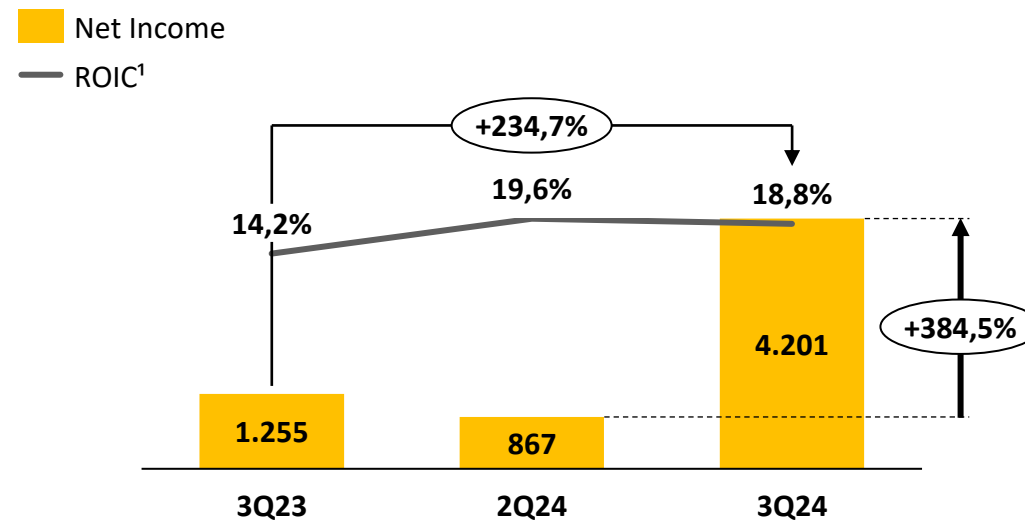


Cash and cash equivalents
 Net Debt

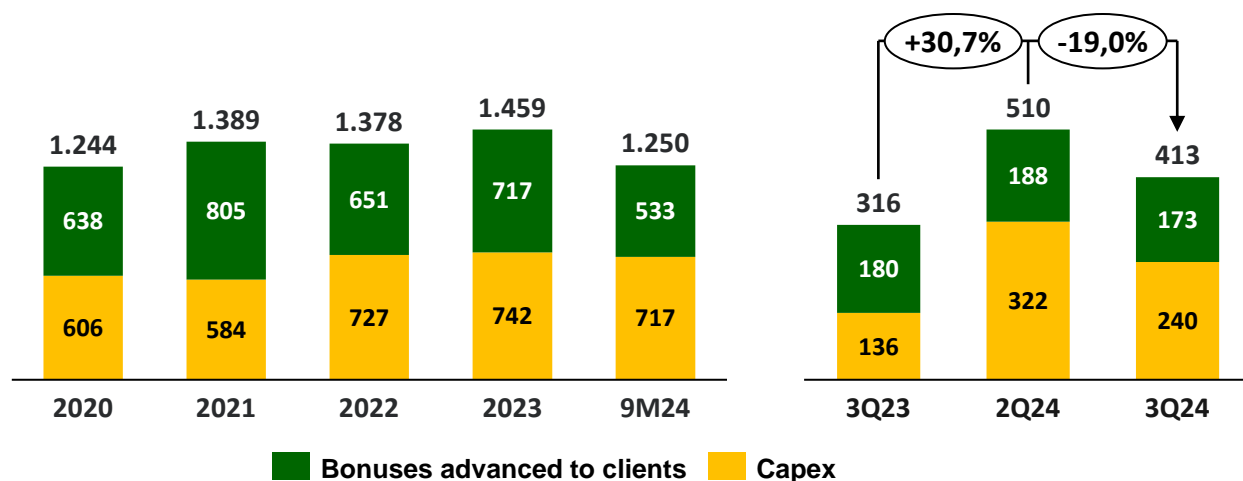
Leverage



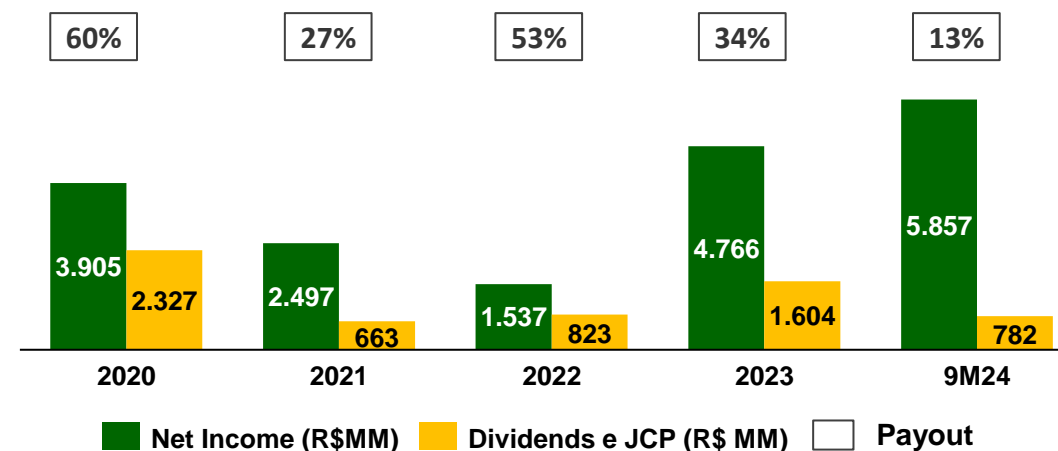
Net Income



Capex



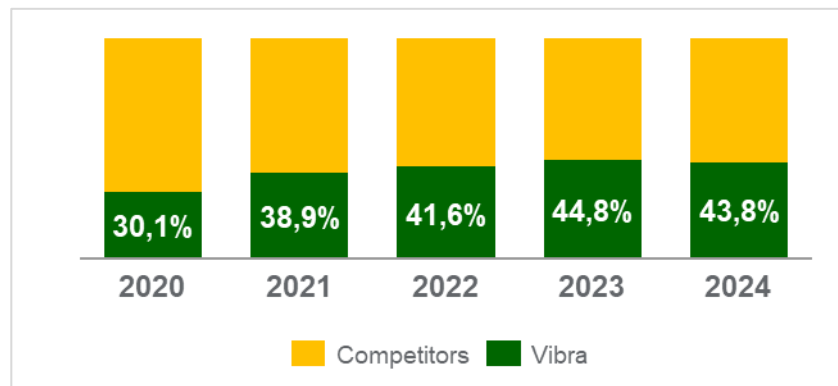
Dividends



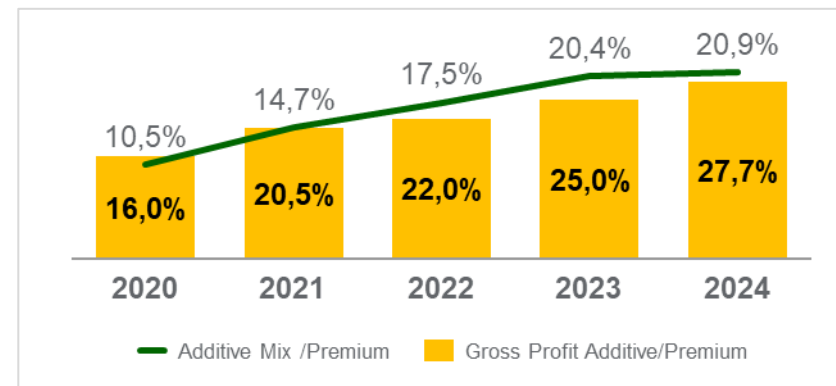


Leadership in Additive-enhanced products

Market Share of Additive-enhanced and Premium Fuels (Resale Network - Until Sep/24)

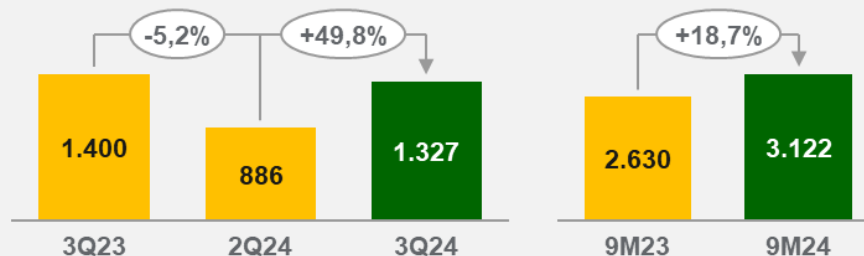


Additive and Premium Fuels - % Volume mix and % Gross Profit (Resale Network - Until Sep/24)

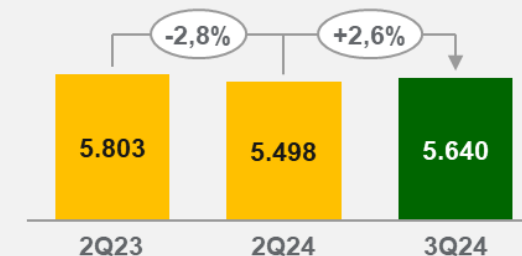


Customer-centric

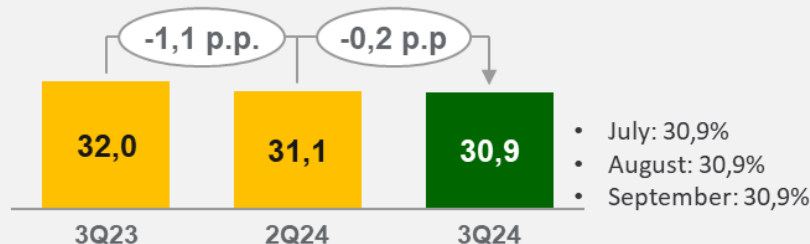
Adjusted Ebitda [R\$ Mn]



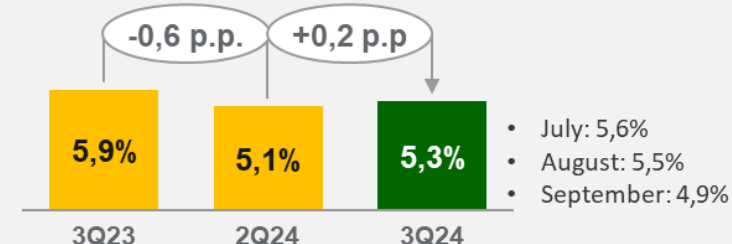
Total Volume [Million m³]



Branded Network Market Share



Non-branded Market Share



Strengthening our Value Proposition

RETAIL

- 8,023 service stations and presence in all federative units
- The net network remained stable during the period, with a focus on improving the quality of our network by increasing the average monthly volume per station.

BR MANIA STORES

- +13.2% in sales of BR Mania stores, amassing R\$ 436 milhões in the 3Q24
- +8.7% in Same Store Sales revenue in the 3Q24 vs. 2023
- Number of transactions (average per store) 6,165 (+9.3% vs. 3Q23)
- BR Mania's Supply Operation “Mania de Abastecer” launched

LUBRICANTS

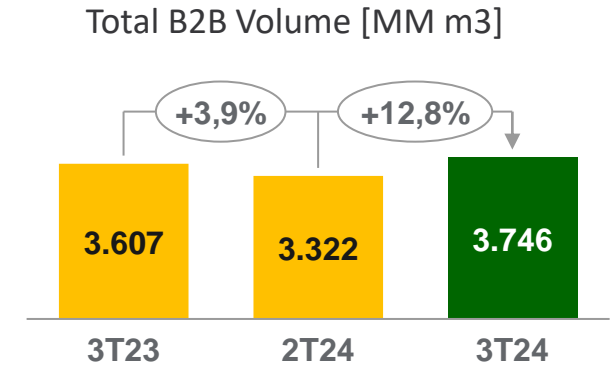
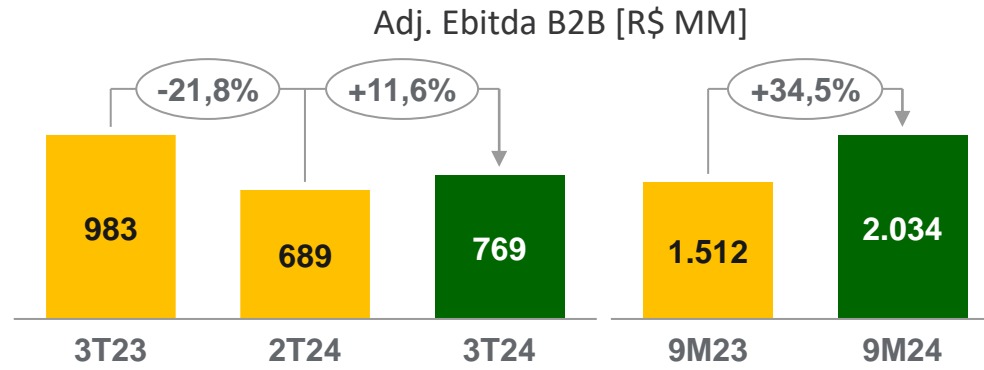
- Total revenue growth of Lubrax+ stores by 60% YoY
- Gross profit growth of Lubricants by 44% YoY
- Lubricant volume growth of +7% YoY
- 8th consecutive winner of the Top-of-Mind Award



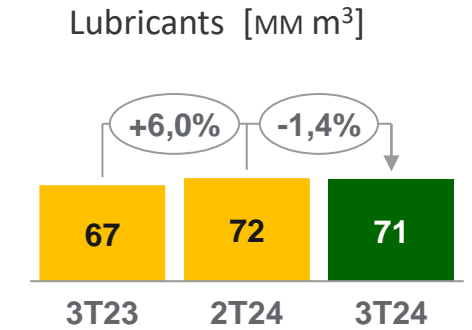
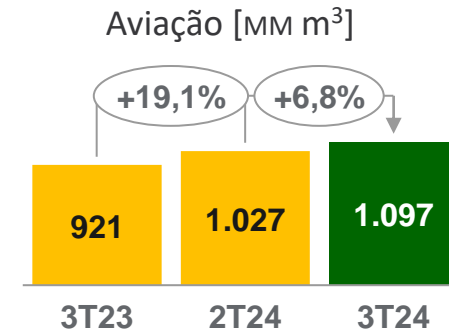
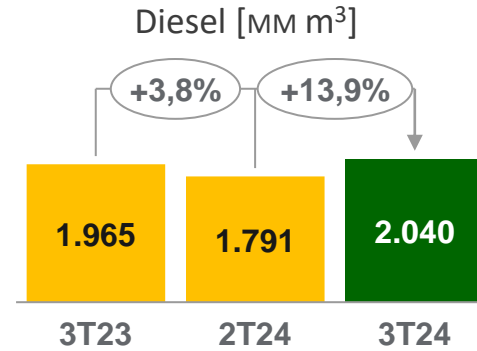
FOLHA
TOP of
MIND
2024



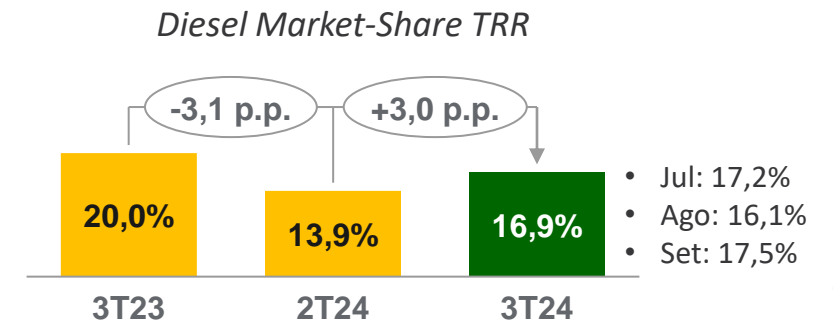
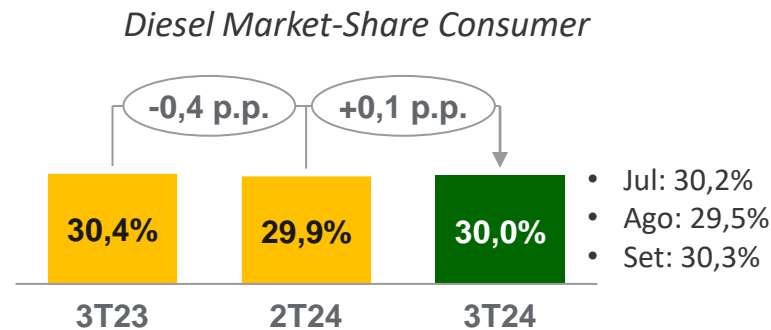
Focus on Market Share and Profitability



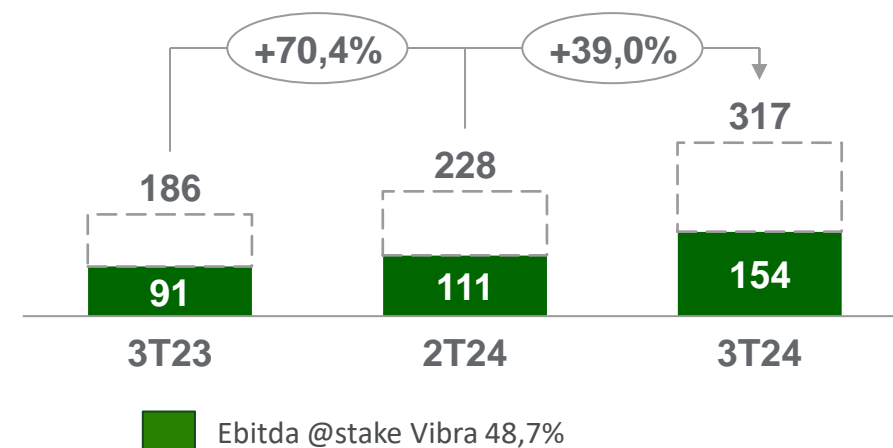
Volumes - Main B2B Products



Market-Share Diesel B2B



Ebitda Proforma



Key events in 3Q24:

- **R\$ 1,034 billion** in EBITDA in the last 12 months, in line with the EBITDA guidance of R\$ 1 billion in 2024.
- **2,1 GWp** of total installed capacity @stake,
 - **GD: 299 MWp:** totaling 86 plants in operation in Oct/24.
 - **GC: 1.841 MWp:** 1,542 MWp in solar energy and 280 MW in wind energy.
- **R\$ 675 million** in MtM of future contracts of the trading company with an average volume traded of **6,612 GWh** in the quarter.
- **Closing: CADE** approves the deal and closing is expected by the first quarter of 2025.
- **Synergies – R\$ 1,4 billion**, the materialization of financial synergies at an advanced stage for immediate capture post-closing, other synergies in line.

ESG



AWARDS AND RECOGNITION



We are among the **Top 5 in Brazil in the Valor 1000 Ranking**, published by Valor Econômico



For the second year in a row, we are among the **500 largest companies in the world** according to the **Fortune 500** ranking.



OUR CAUSE:



We organized a meeting and mobilized over 100 companies, civil society organizations, and government institutions to prevent sexual violence against children and adolescents.





Q&A



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