

4Q22 Results



March/2023

Vibra delivered robust results in 4Q22



R\$157/m³
Ebitda Margin 4Q22



28.2%
Market Share 4Q22



+59
Service stations
in 4Q22

Differentiated approach and consistent results in 2022



R\$5,263 MM

Adjusted EBITDA
(+5% vs. 2021)



38.5 MM m³

Total Volume
(+0.2% vs. 2021)



R\$137/m³

Adj. Ebitda Margin
(+5.5% vs. 2021)



R\$148/m³

2022 Normalized
Margin



R\$64/m³

Adjusted Op.
expenses ¹ 2022
(+ 10.5% vs. 2021)



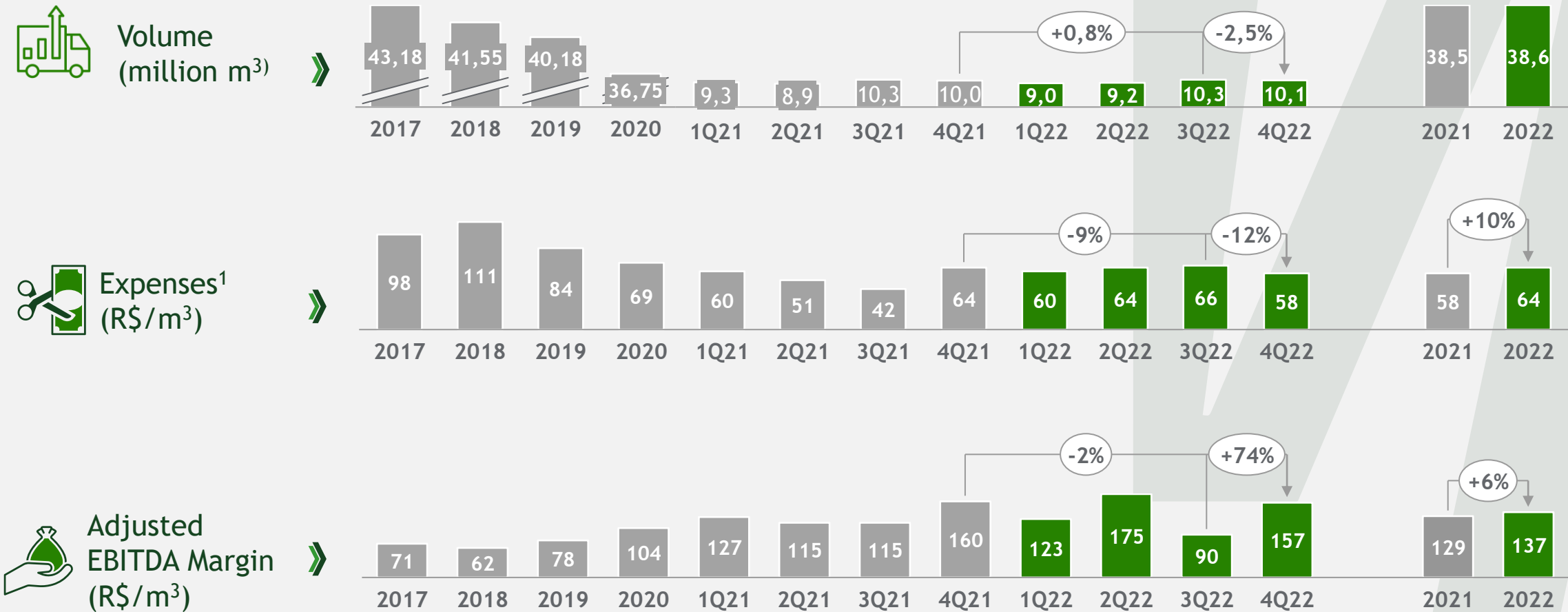
+182

Service
Stations

1. Adjusted operating expenses without effect of: Hedging, extemporaneous tax recoveries, CBIOS and property sale

Maintaining the trend of core business

Volumes recovering to pre-pandemic levels and Expenses and Ebitda indicators reflecting significant evolution since privatization



1. Adjusted operating expenses without effect of: Hedging, extemporaneous tax recoveries, CBIOs and property sale

In Retail, we advanced our value proposition for resellers, franchisees and end customers



Service Excellence and Consumer Experience:

- Nova Imagem now at 2,504+ Service stations (Feb/23)
- Training retail staff
- Competitive prices and logistics excellence in procurements for the chain



Financial equilibrium of resellers

- New Grid and Podium Gasoline line
- Greater share of Additives in the mix
- Expansion of Siga Bem (+6%) and Lubrax+ (+5%) chains in 2022



BRmaniac

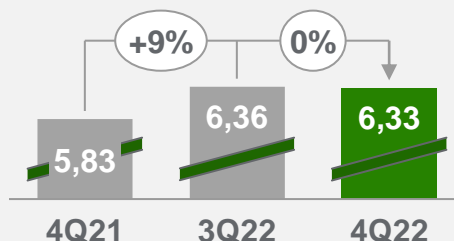
- +121 New stores in 90 cities and 22 states, totaling 1,238 stores
- Growth in store market share 1.4 p.p. (vs 2 main competitors)
- +22% Sales vs 2021 R\$ 1.3 bn
- Net revenue of R\$ 151 MM in 2022



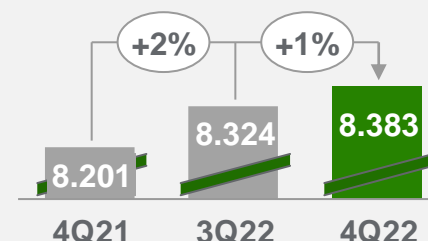
Vibra Ecosystem

- Premmia loyalty program
- Cashback via the *Premmia App*

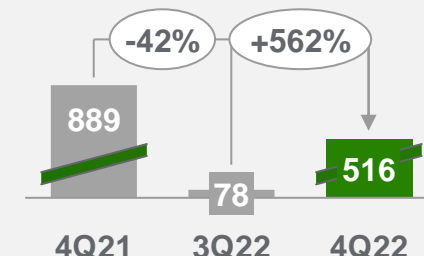
Sales volume [MM m³]



Branded Gas Stations



Adjusted Ebitda [MM R\$]



Volume and Chain growth

Highly unstable oil prices

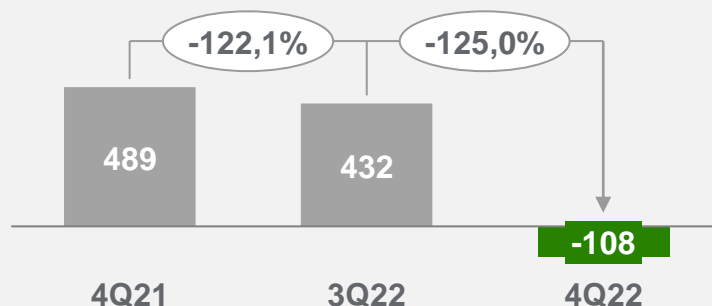
Our B2B results are due to our proximity with clients

- ✓ Strong volumes sold in a year without emergency thermal output
- ✓ 4Q22 as expected given typical seasonality factors
- ✓ Improved commercial relationships
- ✓ Jet fuel volumes continue to rise in a sector undergoing a resounding recovery
- ✓ Tailoring credit terms and limits to customers' needs

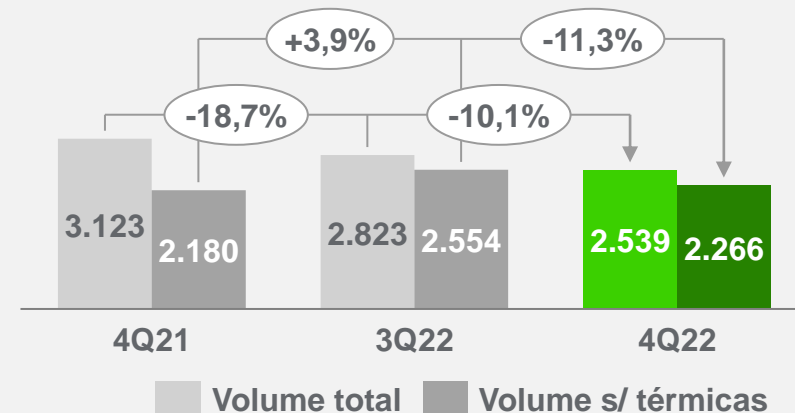


B2B Volumes, on the rise

Ebitda B2B [MM m³]

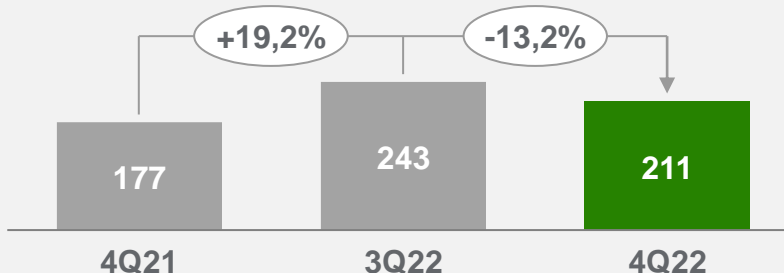


Volumes B2B [MM m³]

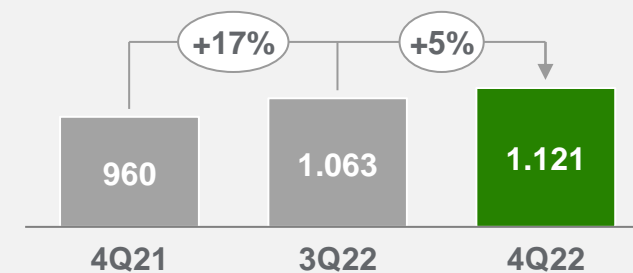


Aviation, recovery

Adjusted EBITDA [R\$ MM]



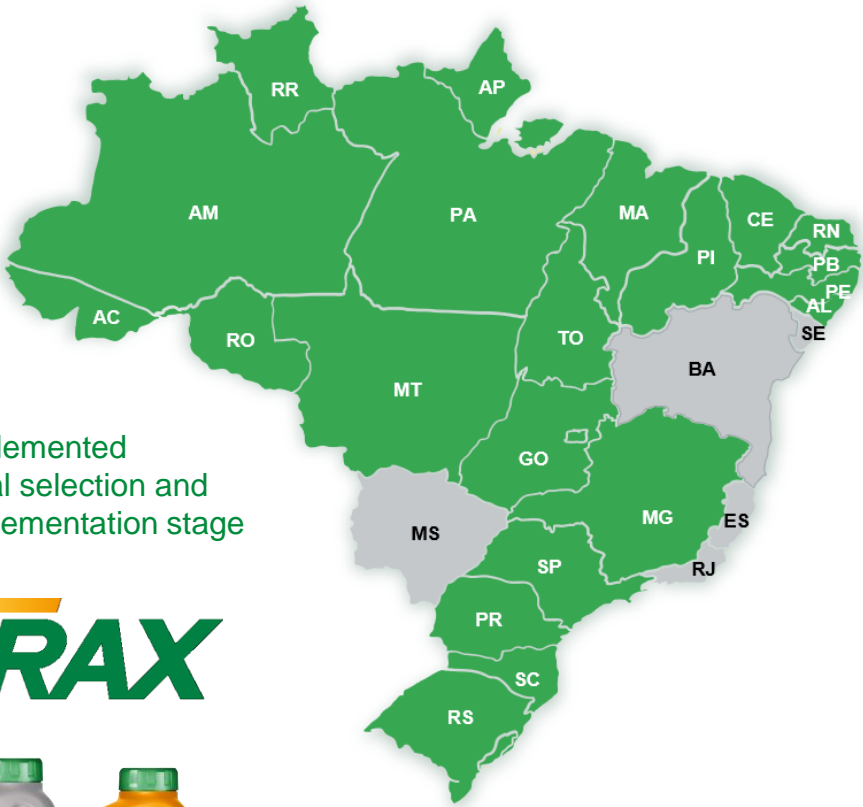
QAV Sales volume [MM m³]



VIBRA's Lubricant Business



Installation of Lubrax Authorized Distributors around most of Brazil.



LUBRAX

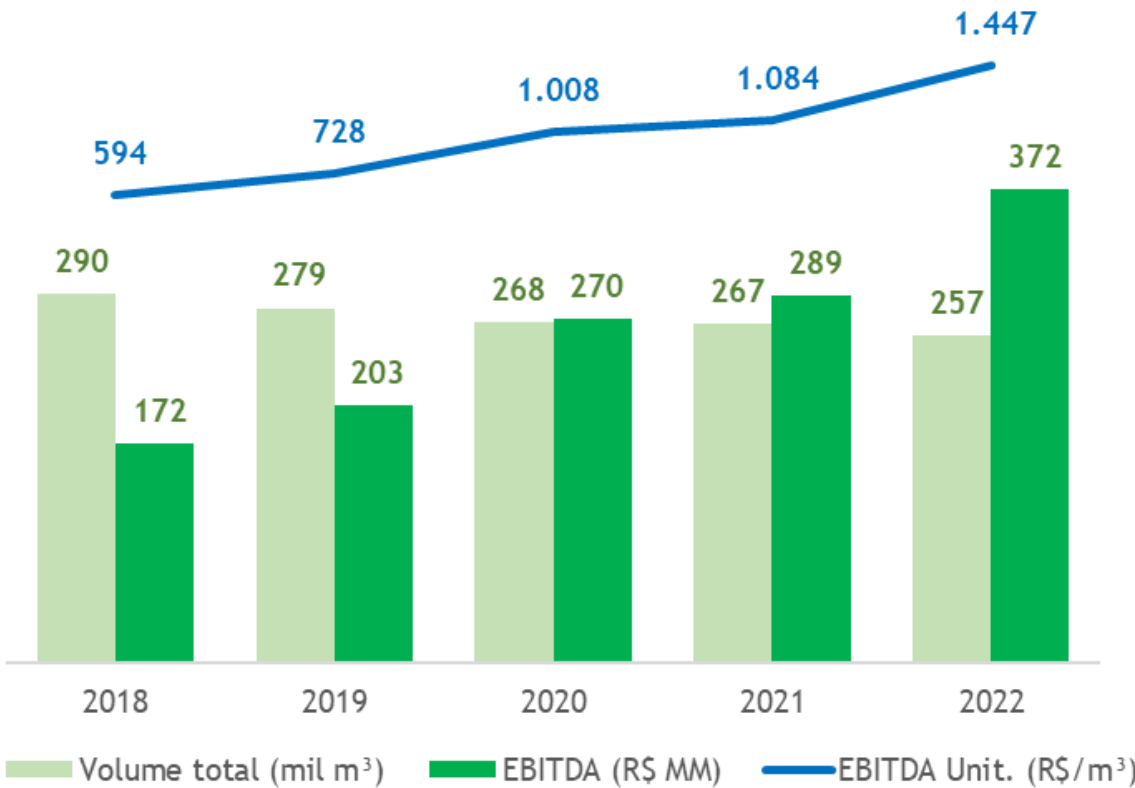


Awards in 2022:



Growing focus on the supply of premium products and services enhancing our market value proposition.

Growth in total EBITDA of VIBRA's lubricant business

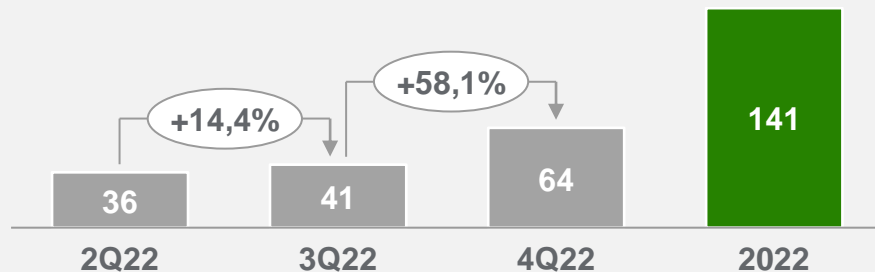


Nb: 2021 and 2022 results now include royalties from the Lubrax+ franchise







Renewables

Ebitda (proforma) @stake (48.7%) (R\$ MM)





In 2022, we carried out **106 energy operations** serving more than **230 consumer points** at Vibra's B2B Clients. And more than **183 consumer points** at our service stations.

» Centralized Generation (CG)

Installed capacity (@stake)	Pipeline being laid (@stake)
<div> 515 MWp Solar</div> <div> 175 MW Wind</div> <div>690 MW</div>	<div> ~1,041 MWp Solar</div> <div> ~106 MW Wind</div> <div>1,147 MW</div>

Project progressing on time and on cost.

» Distributed Generation (DG)

Installed capacity (@stake)	Pipeline being laid (@stake)
<div> 157 MWp (dec/22)</div>	<div> ~163 MWp (dec/22)</div>
+130 MWp being implemented/developed in 2024 totaling 450 MWp at end of 2024	

39 plants in operation and a further 64 plants to start in 2023

» Centralized Generation (CG)



UFV Hélio Valgas – (MG)



655 MWp
COD 2Q e 3Q23

Coromandel – (MG)



23 MWp
COD: 4Q22

New plants!

Castilho – (SP)



267 MWp
COD: 4Q22



EOL Babilônia- (RN)



72 MW
COD 2Q23

63 MW delivered | 9 MW under implementation



EOL Rio do Vento F2 – (RN)

108 MW
COD 1Q e 3Q23

11 MW delivered | 97 MW under implementation

» Distributed Generation (DG)

Varjão de Minas – (MG) Dec/22



New plants!

Lagoa Formosa – (MG) Jan/23



Bambui 1 – (MG) Feb/23





Our elite partners are progressing rapidly



Our key figures - JUL22 to JAN23

1.2 million m³

Volume transacted by Evolua since July

0.24 million m³

~10% Market-share
ME volume invoiced *

0.13 million m³

~10.4% of total
Originated in 3ºs

1.1 million m³

~90% of total
Copersucar
Origination

17 VESSEL operated
for ME

50 Distribution
companies have
purchased from
Evolua since July 22

16.5% Market-share
estimated in ethanol
sector (Aug to Jan)

- ✓ **July/22** Operations Start
- ✓ **77 people** Evolua Team SP and RJ offices
- ✓ **R\$3.6 bn** Revenue Generated
- ✓ **R\$2.7 b**, Credit Approved



2 new plants

Jambeiro - Under Commissioning

Aroeira - Landscaping



Jambeiro

- Embankement
- Final stage of construction
- Production forecast **30 thousand m3/day**

Aroeira

- Power plant
- Landscaping
- Production forecast **15 thousand m3/day**, reaching **30 thousand m3/day**.



Potential of ~2MM m3/day by 2027

Logistical intelligence to expand our footprint and distribution to Vibra's customer base, supporting the energy transition

Competitive advantage in accessing the product and entering a market with high growth potential



~530 charging
stations procured in
13 Brazilian states

11,000+ monthly charges
in car batteries

Largest operator with charging solutions in condominiums, commercial establishments and corporate fleets.



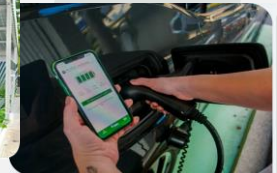
Most fast and ultra-fast charging stations, seeking to establish the longest electric corridor in Brazil with a length of approximately 9000 Km.



First ultra-fast charging station of VIBRA unveiled in Jun/22, on the KM 82 of the Rodovia Presidente Dutra highway in Roseira - SP

100% electric service station in Brazil

Dec/22, first service station in Brazil to provide ultra-fast chargers for electric vehicles.





Spearheading sustainability

★ ESG Recognition

ISEB3

Sustainability Yearbook
Member 2022

S&P Global

MSCI

SUSTAINALYTICS

PRÊMIO
NTC
FORNECEDORES
DO TRANSPORTE

Institutional
Investor



FTSE4Good

maio amarelo
RESPEITO E RESPONSABILIDADE: PRATIQUE NO TRÂNSITO

» Climate change and energy transition

Reaching 2022 target - EMISSIONS

4% reduction in GHG emissions
scope 1 and 2
2022

✓ Scope 1 and 2 initiatives

- Use of ethanol in light vehicle fleet
- Migration to free market
- Diminishing steam loss in operating plants
- Pilot project with a 100% electric truck at Manaus airport

» Diversity and Inclusion

✓ Creating Vibra Affinity Groups as discussion forums

: “Vibra por El@s” (gender), “Entre Raízes (ethnic-racial)” and Pride+ (sexual identity)

2022 diversity target

30% — **37%** recruitment of women
2022 Realized in 2022

» Social

✓ Social Initiative

- Corporate Volunteering: participation in the 3rd edition of the Entrepreneurial Pathway Project
- Social Investment: Sponsorship of the projects Circo Crescer e Viver and Reforço do Futuro

✓ Inclusion of women in operations

Ergonomics Study: 1st female in Brazil in aircraft fueling operations

Governance

Creation of Integrity program at Investees

Evaluating the integrity level of Vibra's main investees

Signing the Business Pact for Integrity and Combating Corruption/Instituto Ethos

Enrollment in the initiative “Pre Ethics Companies 2022-2023” of the Federal Controller's Department

Q&A



ERNESTO POUSADA
CEO



Investor Relations



E-mail address
ri@vibraenergia.com.br

Rogério Fuchs
DRI

Joelson Fagundes
GRI