



1Q24 Results

May 2024





Management Consistency

- ✓ Results: **historic** levels attest to management prowess
 - Adjusted EBITDA margin (**R\$ 164/m³**)
 - ROIC (**17.6%**)
 - Adjusted operating expenses (**-11%** vs 1Q23)
- ✓ Market Share: **recovered** at a profit
- ✓ Agro: **conclusion** of major investments in Belém and Santarém
- ✓ Institutional: **progress** in ICL actions to **defend fair competition**
- ✓ Governance: election of the Vibra Board of Directors, in continuation of the **growth** and **value creation** project for customers, shareholders and society.



1Q24

Record-setting results despite headwinds



R\$ 1,410 MM

Adjusted EBITDA¹
(+105% vs. 1Q23)



R\$ 164/m³

Adjusted EBITDA Margin¹
(+122% vs. 1Q23)



8,599,000 m³

Sales Volume
(-7.8% vs. 1Q23)



17.6%

ROIC¹ 1Q24
(+6.7 p.p. vs. 1Q23)



R\$ 789 Mn

Net Income
(874% vs. 1Q23)

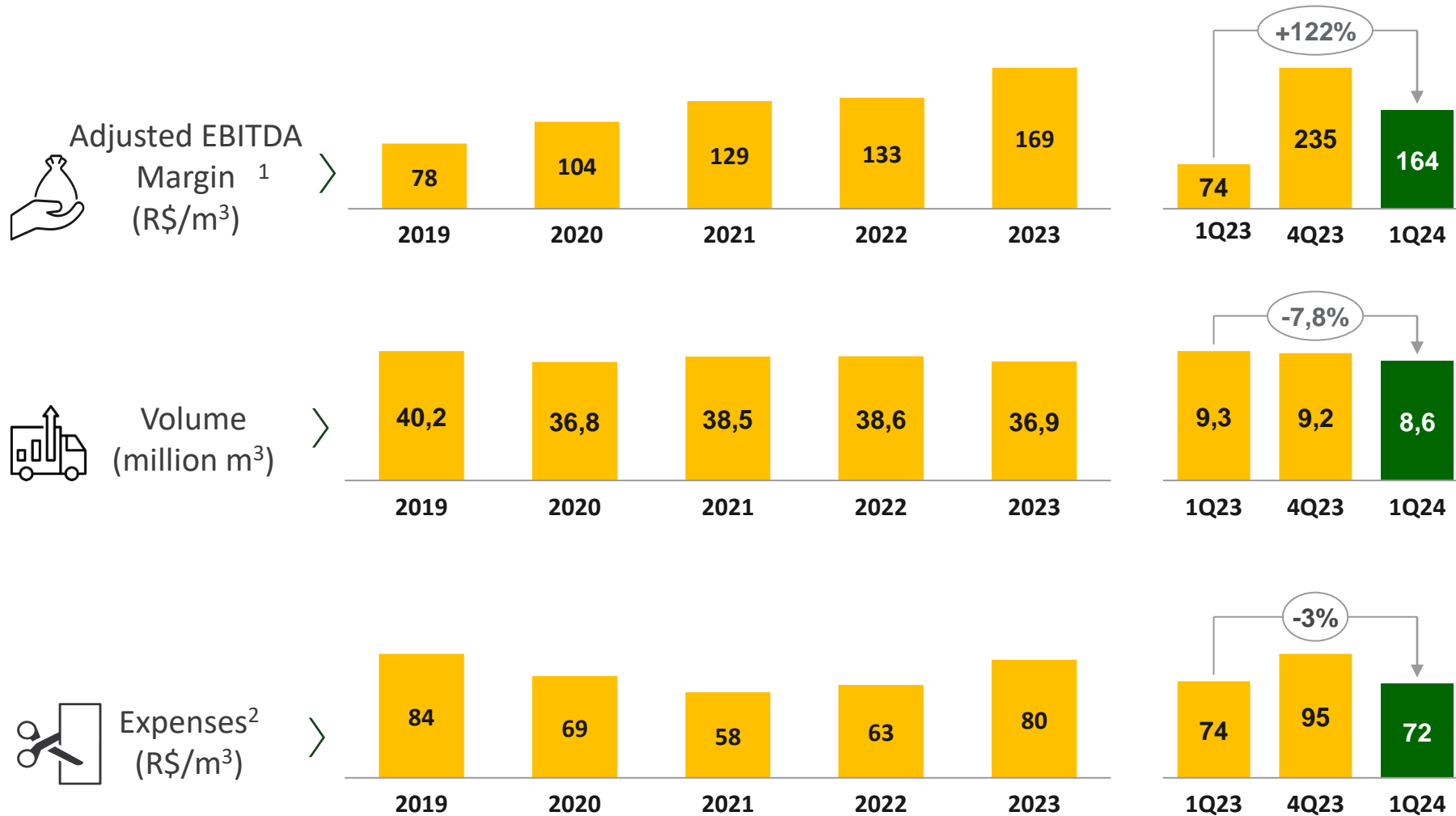


1.1x

Leverage 1Q24
Significant reduction on 1Q23
(-1.6x)

1. This document presents adjusted EBITDA, adjusted EBITDA margin and ROIC without considering the effect of extraordinary tax recoveries. ² 2

Unrivaled Human Capital

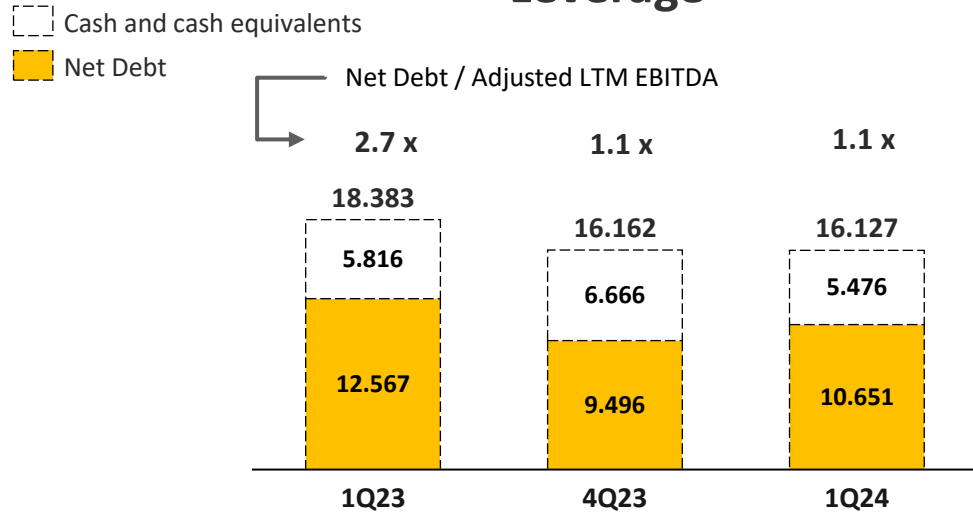


2. Adjusted operating expenses without hedge effect, untimely tax recoveries, CBIOS and property sales.

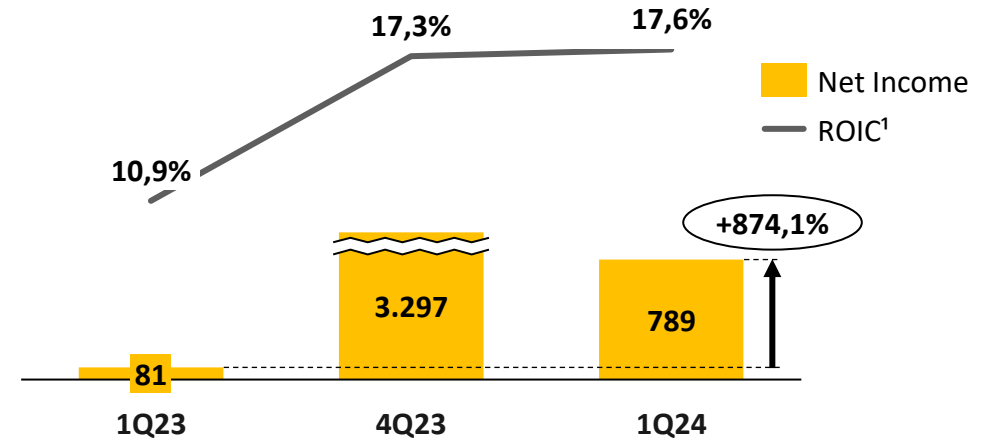
Capital Allocation



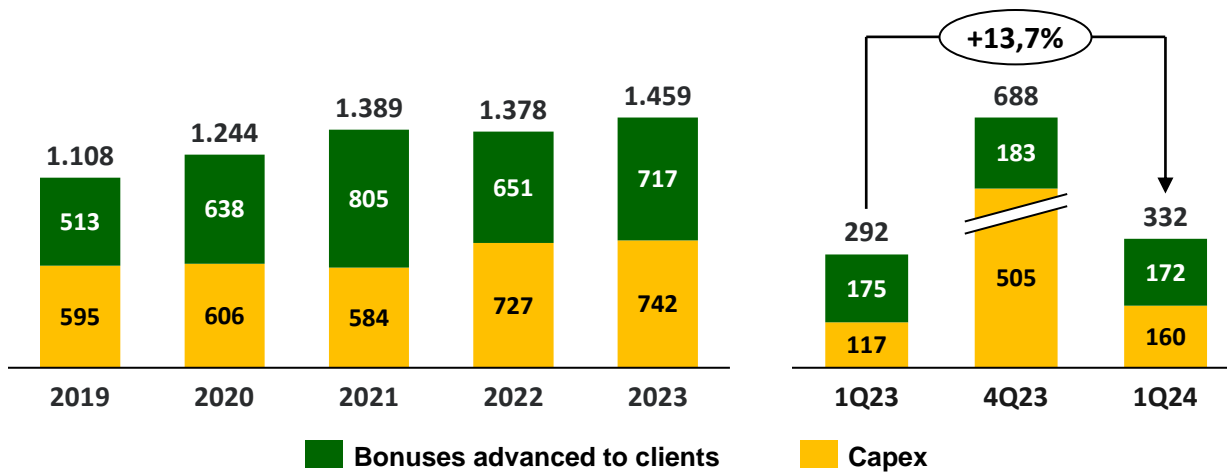
Leverage



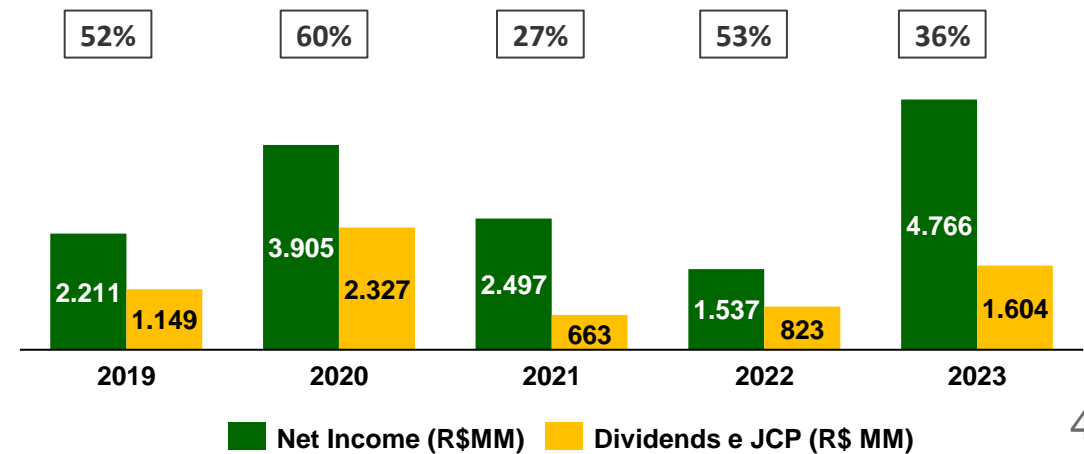
Net Income



Capex



Dividends



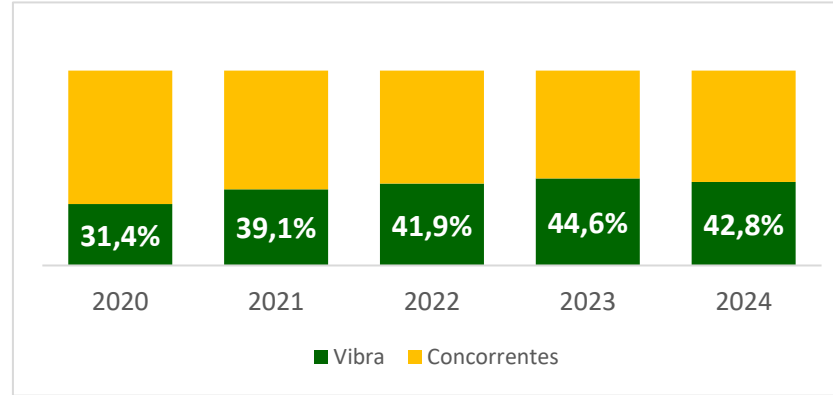
VIBRA

Retail

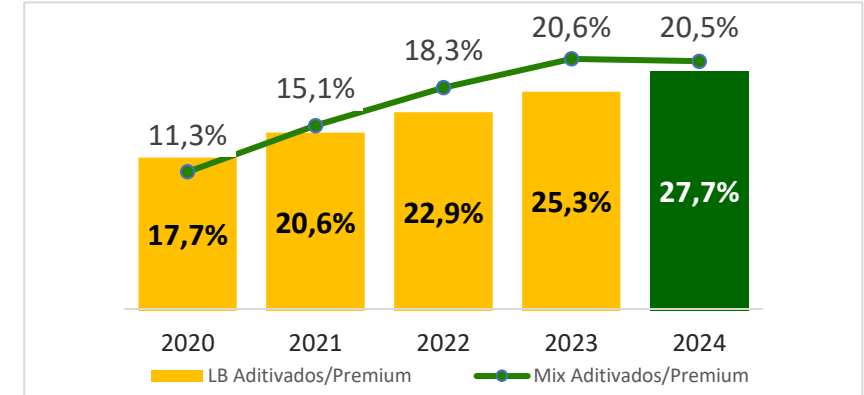


Leadership in Additive-enhanced products

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

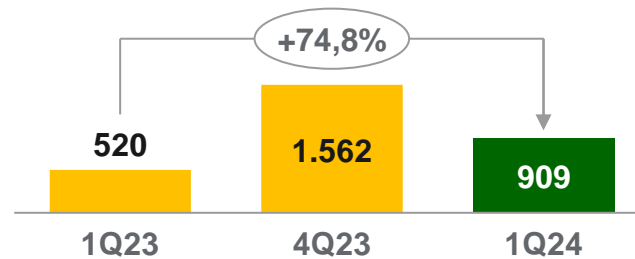


Additive and Premium Fuels - % Volume mix and % Gross Profit

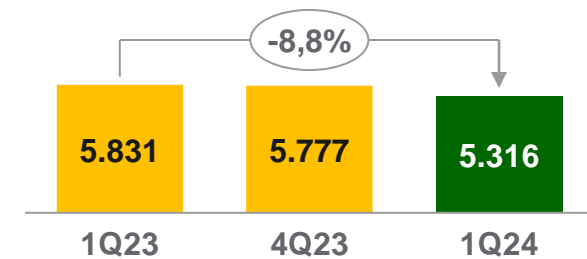


Customer-centric

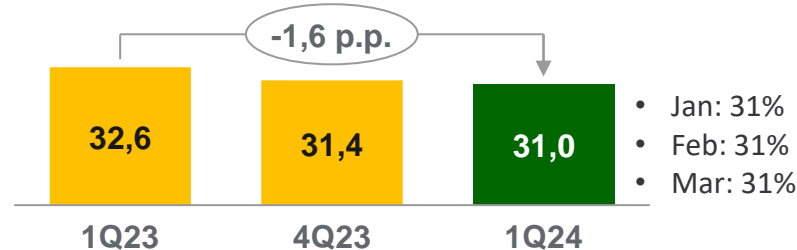
Adjusted Ebitda [R\$ Mn]



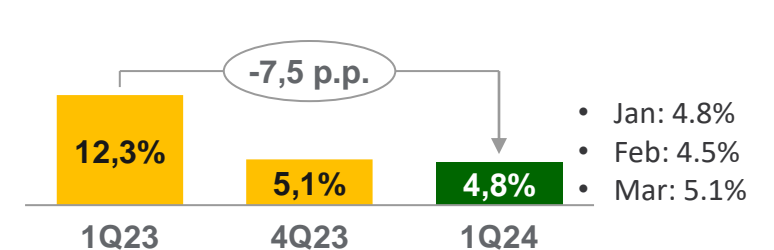
Total Volume [Million m³]



Branded Network Market Share



Non-branded Market Share



The Petrobras brand is licensed to Vibra.

Growth Avenues in Retail



- 8,062 service stations and a presence in all states
- Improvement in network quality, with the closure of 163 poorly performing sales stations

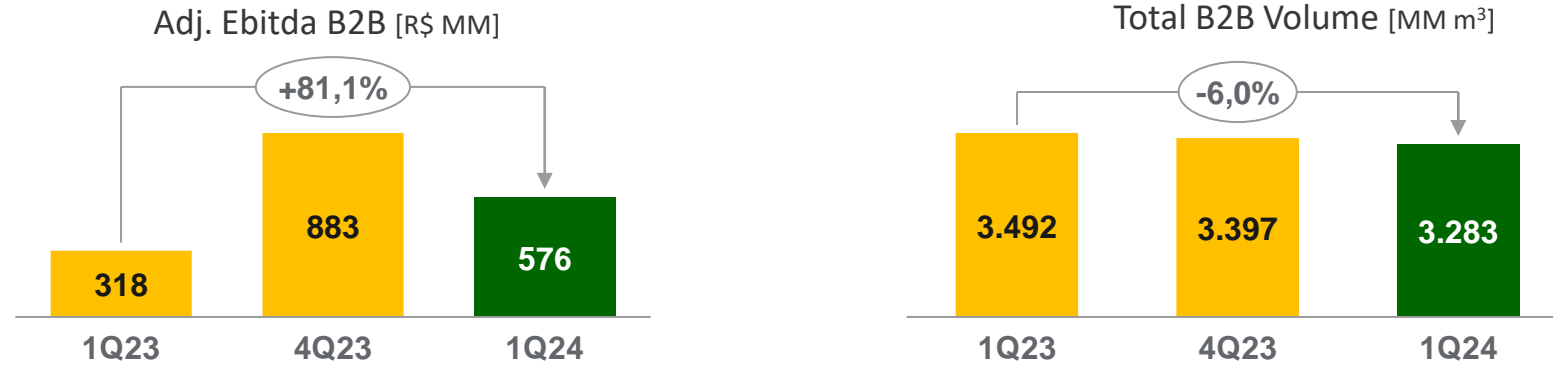
- +12% in sales of BR Mania stores, amassing R\$ 423 million in 1Q24
- +8% in Same Store Sales in 1Q24 vs. 2023
- Number of transactions (average per store): 5,949 (+6% vs. 1Q23)
- +13% increase in Food Service revenue, with actions focusing on developing new products re Brazilian culture and regionalism



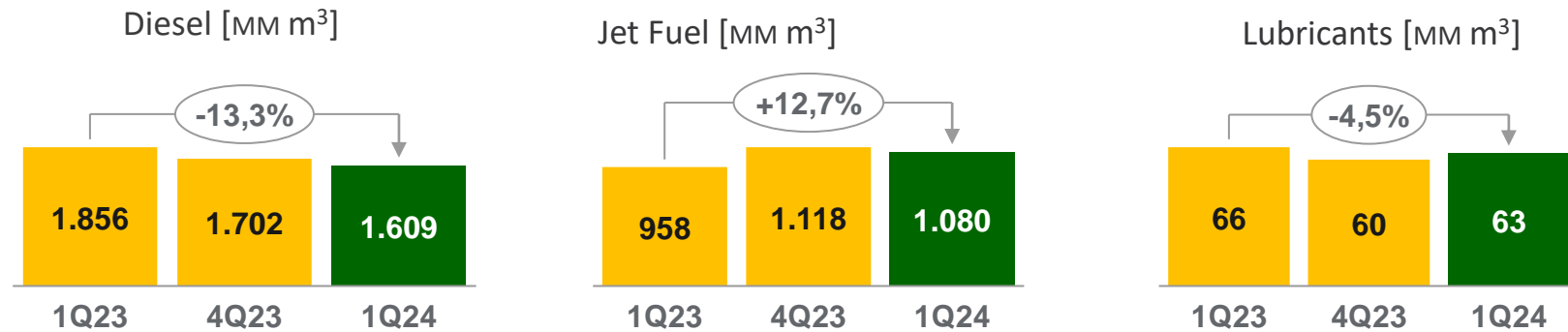
- Leveraging cross-selling between fuels and lubricants - new contracts and renewals with major B2B clients. We have already observed 15% growth in our Gross Profit vs. 1Q23
- Maturation of the authorized Distributors chain and growth of our Lubrax+ franchise, by approximately 24% vs. 1Q23, focusing on synthetic, high-value-added products
- 147% growth in the Unitractor line, our Lubricants line for the Agro sector, the only line in Brazil with up to 4,000 hours of operation



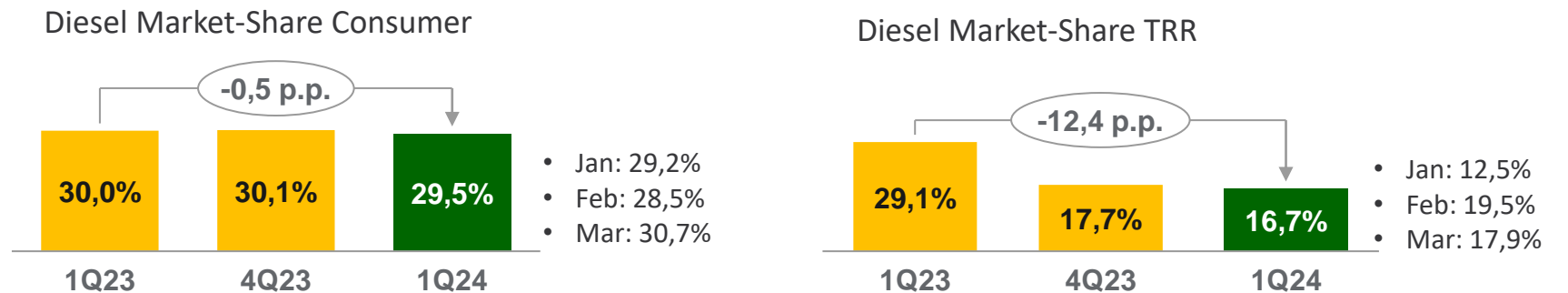
Profit-focused



Volumes - Main B2B Products



Market share Diesel B2B





Santarém Base

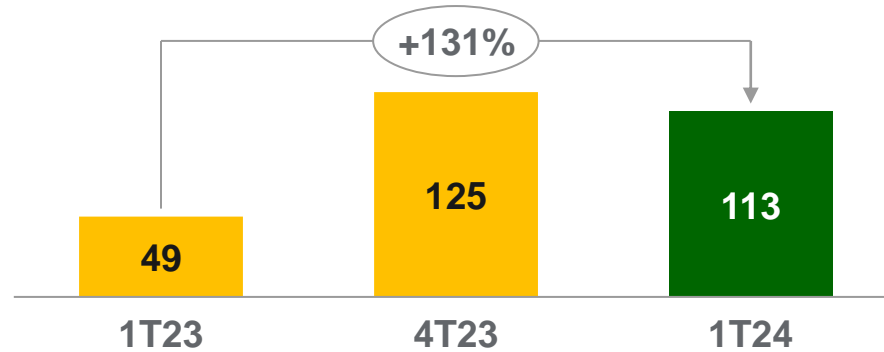
Expansion of Santarém and Belém Bases



Belém Base



Proforma Ebitda³



Key events in 1Q24:

- **2.0 GW** of installed generation capacity, 94% of that specified in initial business plan
 - **DG: 274 MWp** @stake of installed capacity in operation, with the addition of 12 plants in Jan/24, totaling 81 plants in operation
 - **CG: 1,723 MWp** @stake in operation, with 1443 MWp in solar and 280 MW in wind power. The Várzea plant (118 MWP) is scheduled to come online in 3Q24
- **2.8 GWm** average trading volume in last 12 months
- **4,500 consumer** units under management (+ 177 units vs 1Q23)

E

REDUCTION PLAN

Emissions target



Scope 1 and 2

We exceeded our annual target of reducing our scope 1 and 2 emissions by 6%:

We reduced them by 17%

Report TCFD⁴



Launching of the 2023 TCFD Report

We remain committed to transparency around financial data and information related to risks, opportunities and actions linked to combating climate change.

S

ZERO SEXUAL EXPLOITATION

Protecting children



Social projects We invested R\$ 1.5 MM

Fortaleza/CE: Gente Grande project
Barcarena, Breve and Itaituba/PA: Coalização Pará
Santarém/PA: Transformar project
Pacajá/PA: Amigos da Criança project
Mojuí dos Campos/PA: Crescer Sem Violência project

Engage community



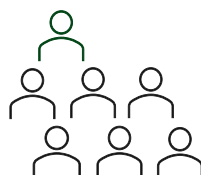
Awareness campaigns

Leadership Summit (300)
 Vem de Vibra (4,000)
 Motorista Deztaque Event (+1,000)
 B2B Forum (250)
 Casa Siga Bem
 Webinars for staff (240)
 Web Summit

G

BOARD OF DIRECTORS

New members



New composition of the Board of Directors – 7 members AGOE April/2024

Continuing the project of **growth and value creation** for customers, shareholders, and society.

The current Board of Directors unanimously endorsed Sérgio Rial to continue as Chairman of the Vibra Board of Directors.



Q&A



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