




BR Distribuidora

Quarterly Results

2Q2021



August 11, 2021

BR delivered
consistent results
in a challenging
2Q21

R\$115/m³
Ebitda

+1.6 pp
Market share
vs. 2Q20

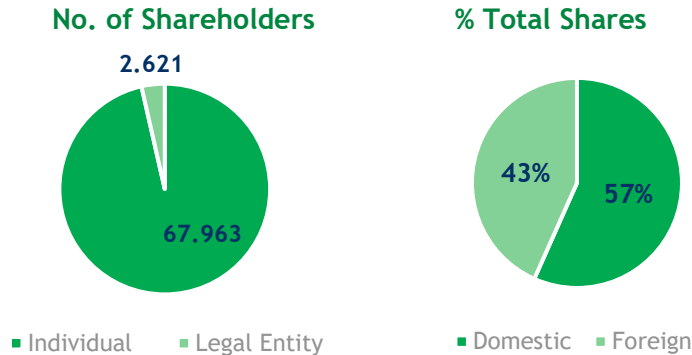
+312
stations vs.
2Q20

R\$51/m³
Adjusted op.
expenses

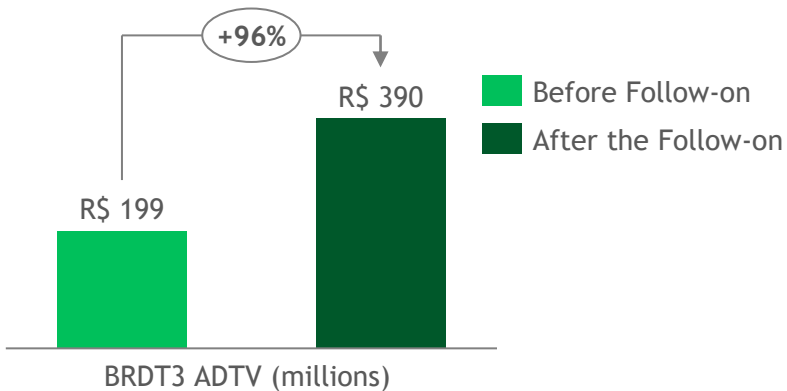
Follow-on, transforming BR into a true corporation

Summary of the base as of 08/02/2021:

- Total Number of Shares: 1.165 billion
- Total Number of Shareholders: 70,584
- Funds: 2,621
- More than 50% of the base consists of long only shareholders
- Individuals: 67,963



Daily liquidity



The Largest Capital Market transaction in 2021



R\$ 23.6Bn of Demand with 160 Orders in our Book⁽¹⁾

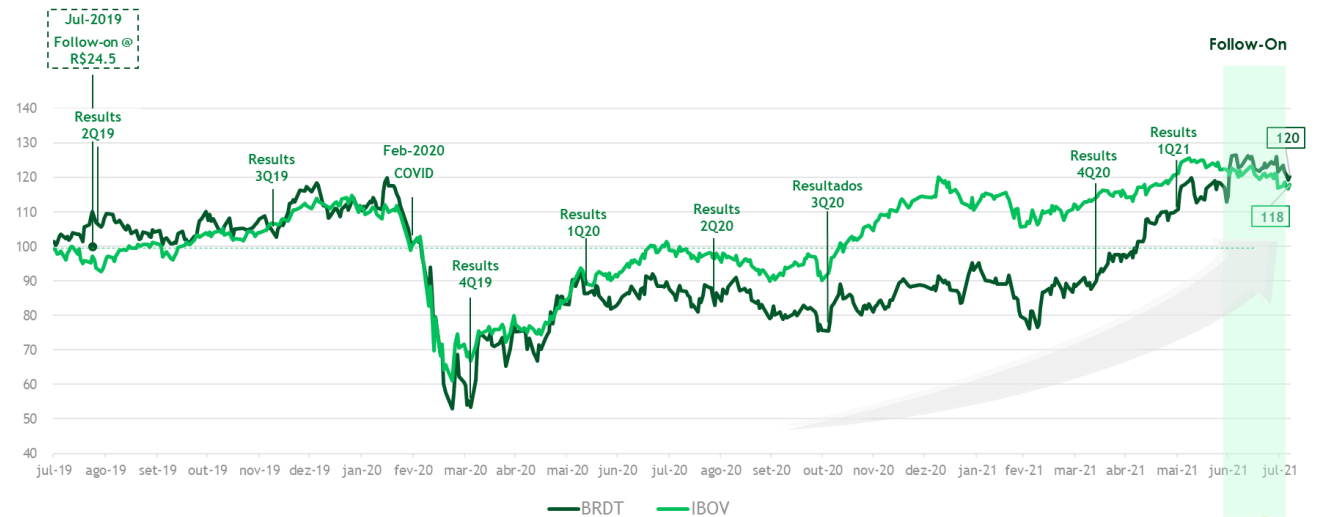


Monetization of R\$ 11.4Bn by Petrobras, aligned with its strategic positioning



Better pricing than previous follow-on

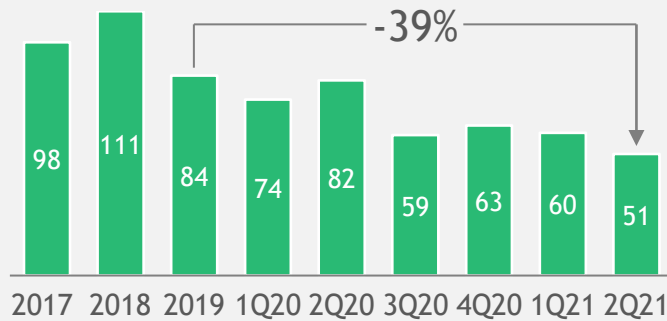
BR Distribuidora Share Price (R\$)



Consistent results during the crisis

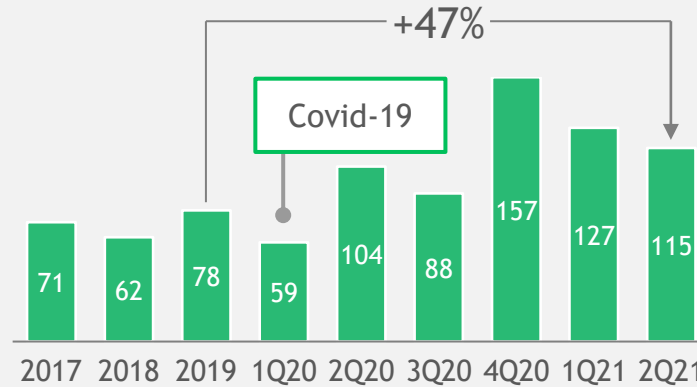
Cutting costs¹, closing the efficiency gap...

Expenses (R\$/m³)



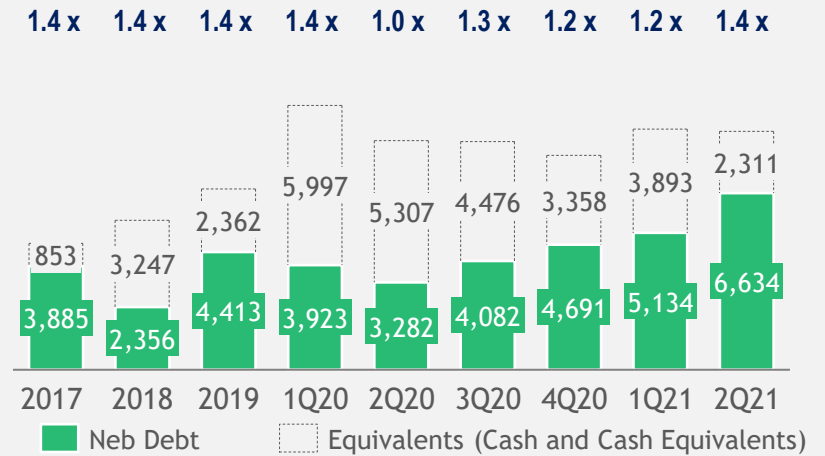
...through the realization of high unit margins..

Ebitda (R\$/m³)



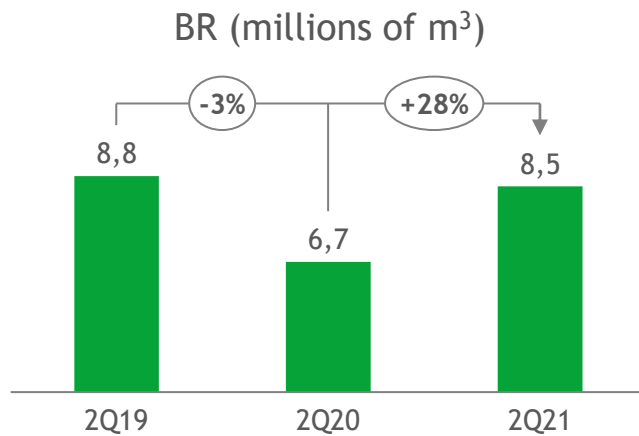
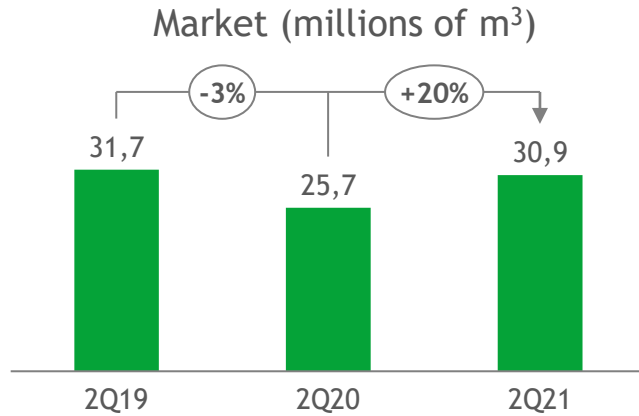
...and leverage under control with constant assessment of opportunities

(Debt and Leverage)



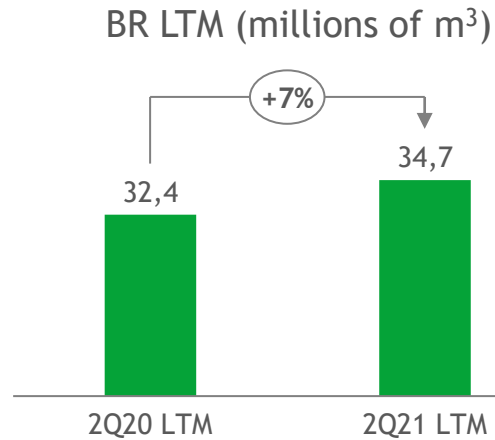
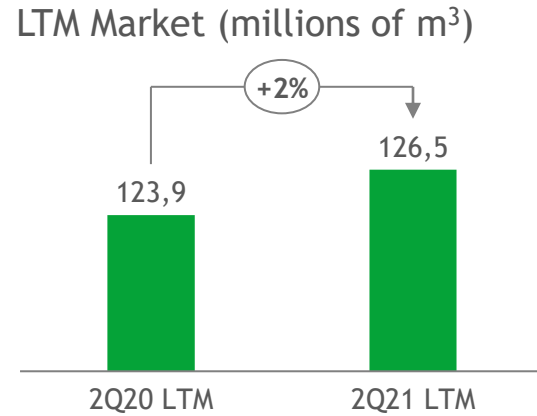
1. Adjusted operating expenses without effect of: Hedge, Pis/Cofins, CBIO/(R\$/m³)

Fuels market and BR's sales* impacted by the second Covid-19 wave, in the comparison with 2Q19...

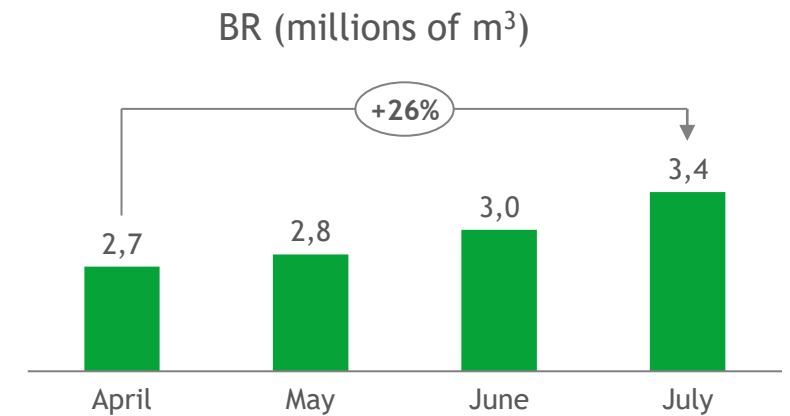


*liquid fuels

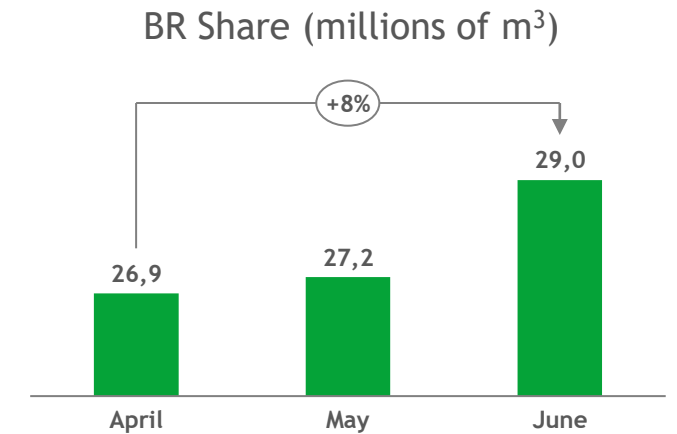
...But showing a good recovery in LTM comparisons...



...and with good prospects for the following quarters, in terms of month on month sales...



...and the trajectory of BR's market-share* in the quarter

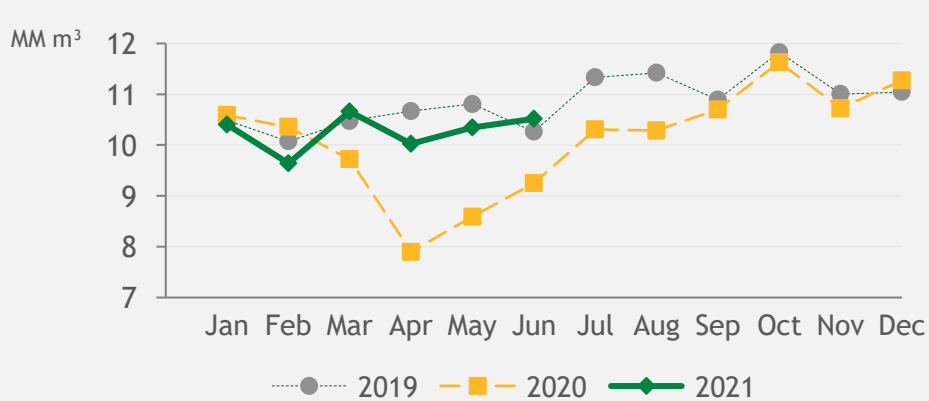


Fuel market impacted by the Covid-19 wave, but making a recovery...

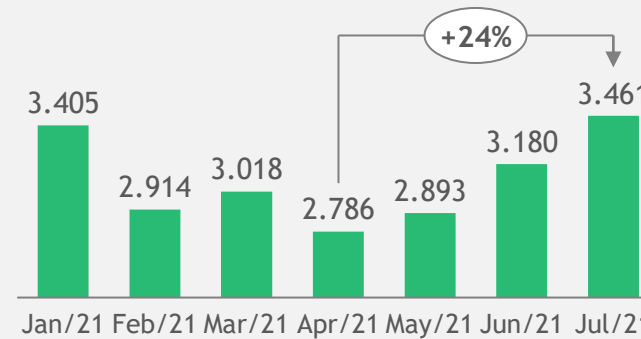
Market affected by the pandemic upsurge, especially between April and May 2021...

...with an impact on sales, especially Otto cycle and Aviation products, in addition to lower coke volumes, but with a strong recovery since June

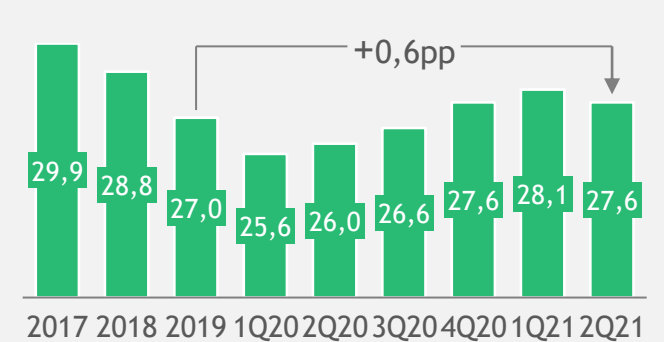
Global Market (millions of m³)



BR Total Sales (thousand m³)

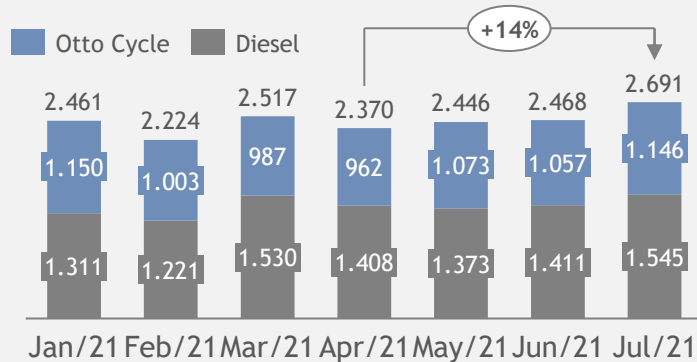


Market Share (%)

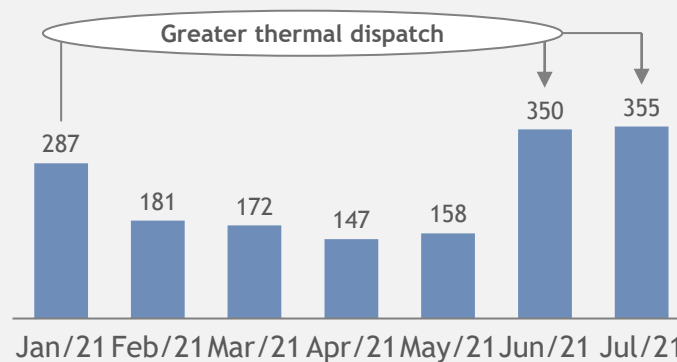


Diversification, customer focus and market conditions bode well for BR for the third quarter...

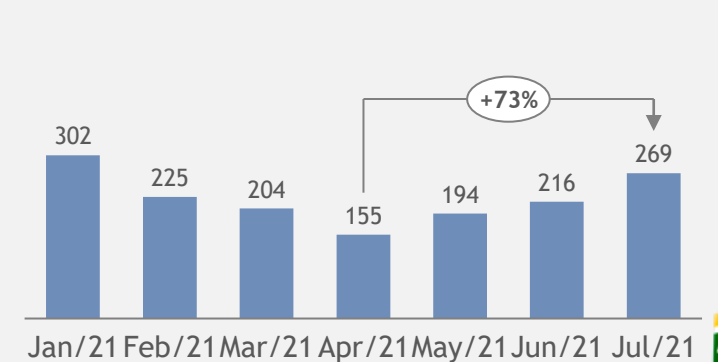
Otto Cycle + Diesel (thousand m³)



Fuel Oil (thousand m³)



Aviation (thousand m³)



Short- and mid-term delivery, maintaining the value creation trend...

Continuous Recurrent Costs Reduction

Recurrent reduction of ~R\$450MM+/year:

- New R\$ 200MM health plan now implemented;
- R\$250MM+ of additional reductions to be implemented fully in 2022, with the Zero-based Budgeting (more than 200 action plans established, with more than 50% complete, with expected additional recurrent savings of ~R\$20MM, with the prospect of additional earnings).



New Transportation Management Model

- Additional cost cutting on fuel transportation of ~R\$90MM/year, to be fully implemented in 2022, expanding the program initiated for clear products in 2019;
- New transportation optimization system, “Control Tower”, initiated and being expanded, now covering 45% of the logistical railway network;
- Savings of -RS10MM/year secured with a 50% advance on re-contracting planned for transportation of dark products, QAV chemicals and nonwheeled forms, embraced by this action.



Property

- Package retiring 250 assets, with a partner selected and at the final stage of due diligence for subsequent contribution of the properties to a fund;
- Direct sales made of 6 stations, amounting to R\$29MM, with prospects of closing the sale of another 8 service stations in 3Q21.



Assets

- 25 logistical assets with potential for retirement or sharing. Advance negotiations for 3 assets, with a potential generation of R\$ 130MM by the end of 2021, with one asset already negotiated and R\$22MM of cash received;
- ESGAS included in the privatization program by the ES State government with divestment earmarked by BR for 2022.



...R\$ 640MM+ in additional annual Ebitda, to be fully achieved in 2022

Short- and mid-term delivery, maintaining the value creation trend...

Trading

Transformation of “supply reliability” to “maximizing the value of the supply chain through assets and optionalities generated by its short position”:

- Structuring of Ethanol Trading company nearing completion;
- Structuring of Derivatives Trading company nearing completion.



Convenience Stores

- Renewed Business Model, repositioning the business as convenience retail and expanding beyond the stations;
- 1000+ additional stores in 5 years;
- JV with Americanas now structured, awaiting CADE approval of the transaction for operational start-up.



Lubricants

R\$100M increase in Ebitda, 2022 vs. 2020:

- Modernization and expansion of the Lubricant Factory, to increase production capacity by 60% and secure efficiency gains, nearing completion (80% now completed);
- Reformulation of sales channels, establishing authorized dealers (25% of schedule now performed);
- Improved sourcing of base stocks, imported directly by BR;
- Partnerships with additive suppliers, guaranteeing a line of technologically up-to-date and competitive products



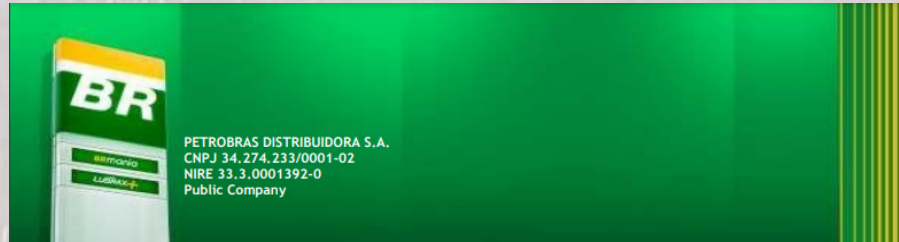
Pension Plan

- New Plan already structured and communicated to the workforce, being analyzed by PREVIC;
- Members expected to start joining in Jan/22
- Potential reduction in actuarial liability



...R\$ 640MM+ in additional annual Ebitda, to be fully achieved in 2022

Resilient cash generation and range of leverage provide room for early distribution and buyback...



Material Fact

BR Distribuidora approves payment of Interest on Equity

Rio de Janeiro, July 29th, 2021.

Petrobras Distribuidora S.A. (“Company” or “BR”) (B3: BRDT3), in compliance with the provisions of CVM Instruction No. 358, of January 3rd, 2002, as amended, it informs its shareholders that the distribution of advance remuneration to shareholders in the form of Interest on Capital was approved, at a Meeting of the Board of Directors Own (JCP) for the year 2021.

This anticipation must compose the minimum mandatory dividend of 2021, ad referendum of the (AGM), without prejudice to other distributions to be defined at the Annual General Meeting that will be special for accounting for the fiscal year ended December 31, 2021. Payment of the total amount estimated at approximately R\$554 million, with a first payment of R\$388,727,989.5 million to be made in September/2021 and a supplementary payment estimated at approximately R\$166 million to be made in December/2021.

Approval of early compensation payment in the form of interest on equity of roughly R\$ 554MM



Material Fact

BR Buyback Program

Rio de Janeiro, July 29, 2021.

Petrobras Distribuidora S.A. (“Company” or “BR”) (B3: BRDT3), hereby informs its shareholders and the general public that its Board of Directors has approved the buyback program of its common shares, with effect from August 11, 2021, limited to the total amount of R\$1.5 billion in one period of up to 18 months, in accordance with the information described in Annex I (“BR Repurchase Program”).

Management’s decision to open the program is based on the perception of the Company’s potential to create value. This perception is anchored not only in all the actions already implemented since its privatization, which have taken it to a new level of efficiency and profitability, but also in the opportunities and actions now underway, already disclosed to the market, which should significantly contribute to its already robust and resilient cash generation. Management sees the program as another opportune capital allocation option.

Approval of the Share Buyback Program of up to R\$ 1.5 billion over 18 months

...on top of the dividends of R\$700 million already announced, to be paid in 2021, and the R\$498MM of JCP and R\$1.1 billion already paid in the year

Completion of BR's strategic review: Opportunities in the core and new sources of value based on market trends



