

# 1Q23 Results Presentation

May 2023



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## Currency Conversion

For reader convenience, this material presents certain figures in US Dollars. These values were accrued in Brazilian Reais and converted to US dollars using the average exchange rate for results-related numbers and the end-of-period exchange rate for balance sheet-related numbers.

## International Prices

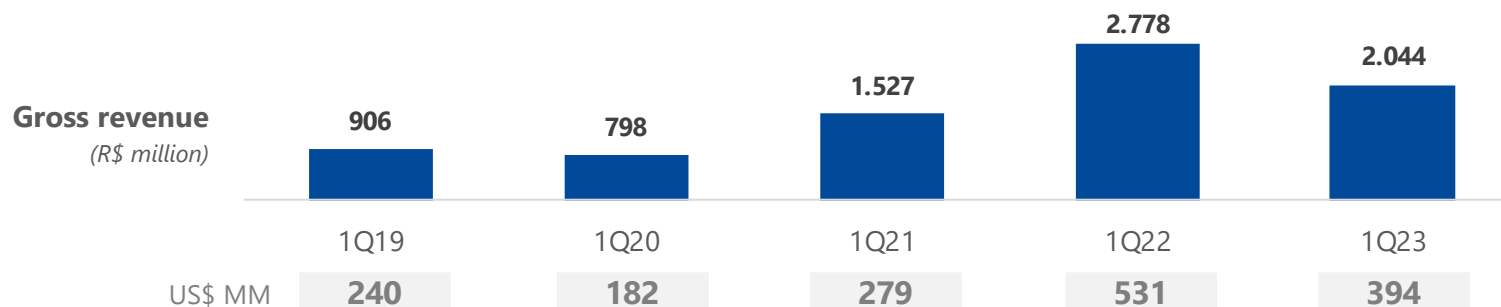
For some of our products, we assume that international prices impact Unigel's results with a one-month delay. To reflect this, we may use the international price of the previous month "(n-1)" as a reference for the current period "(n)".

# 1Q23 Overview



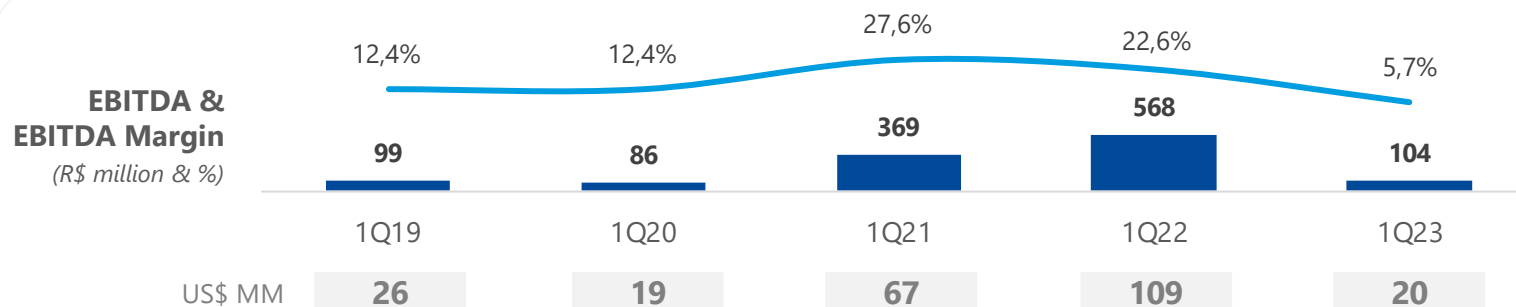
## Gross Revenue: R\$ 2.0 billion

Lower revenues due to reduced international prices



## EBITDA: R\$ 104 million

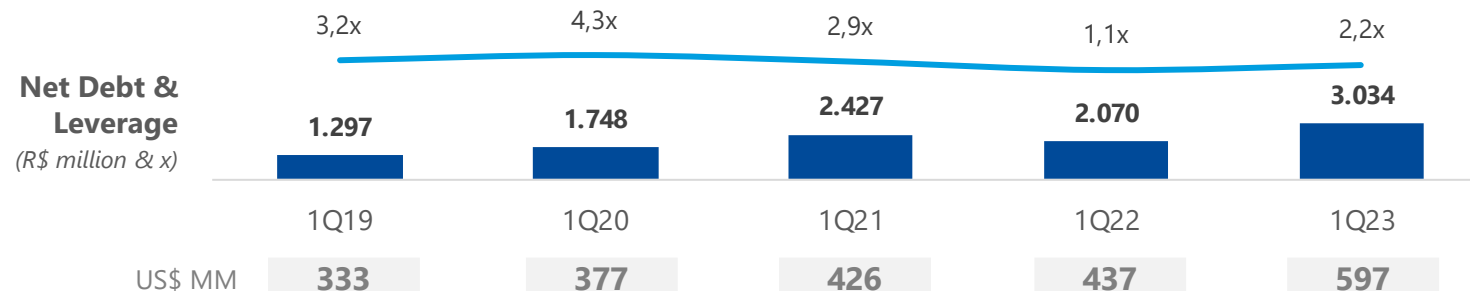
5.7% EBITDA margin due to agro and chemicals cycle troughs



## Liquidity and indebtedness

Cash position of **R\$ 686 million** (US\$ 125 million) in the end of 1Q23

Net leverage ratio rose to **2.2x**



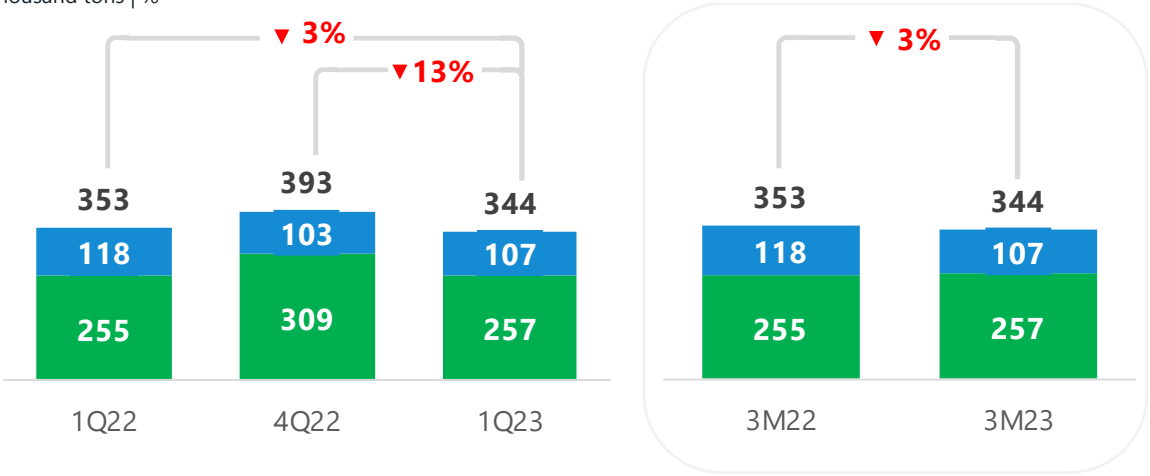
# Financial Performance



## Sales Volume<sup>1</sup>

thousand tons | %

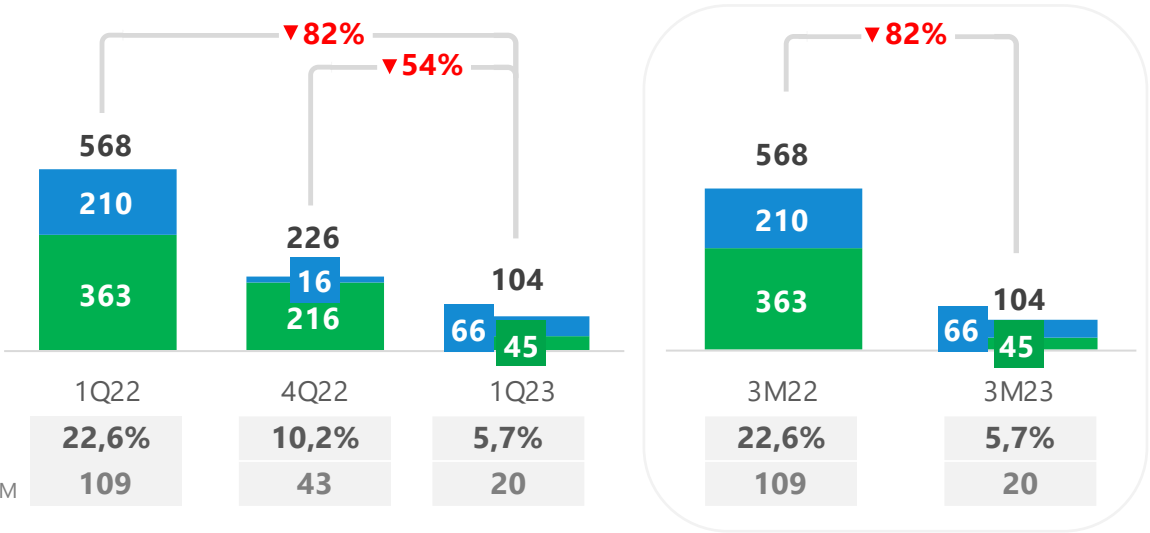
Chemicals Agro



## Adjusted EBITDA<sup>2</sup>

R\$ million | %

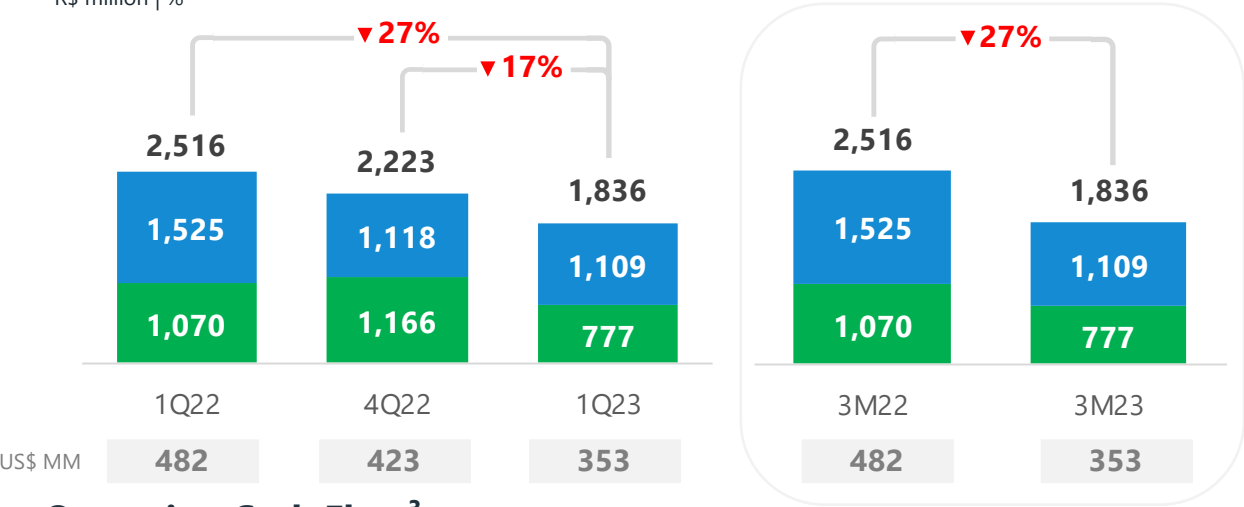
Styrenics Acrylics Agro



## Net Revenue<sup>1</sup>

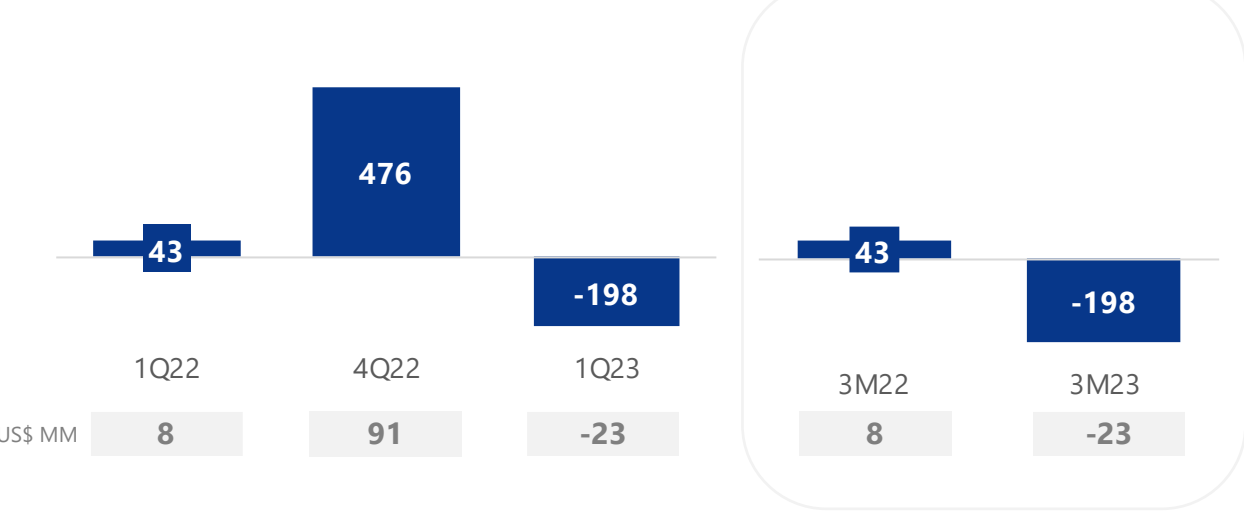
R\$ million | %

Chemicals Agro



## Operating Cash Flow<sup>3</sup>

R\$ million | %



Notes:  
1. Intercompany sales excluded from total sales volume and net revenue calculations.  
2. Unallocated corporate expenses included in total EBITDA calculation  
3. Before income tax and interest paid on loans

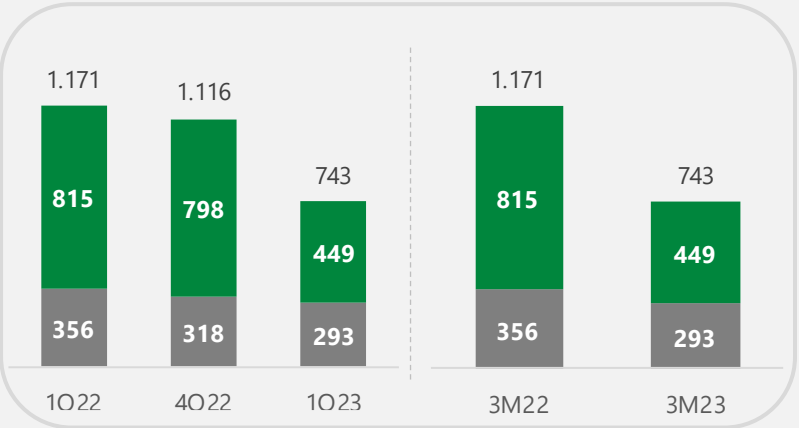
# Agro Overview

## International Prices

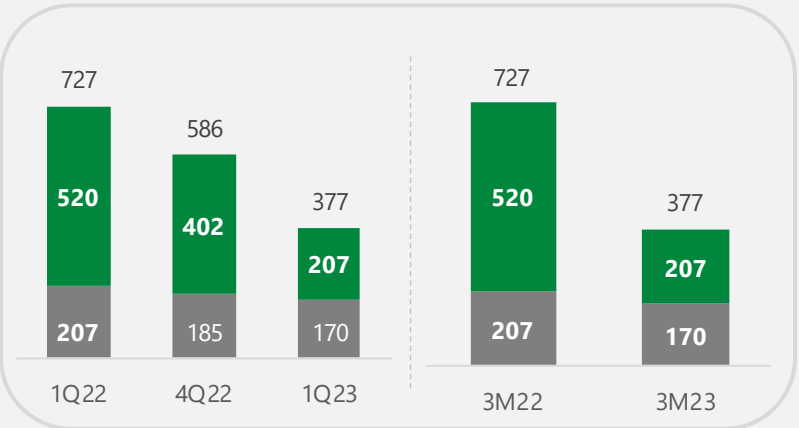
Benchmark price and spread (US\$/ton)

### Ammonia<sup>1</sup>

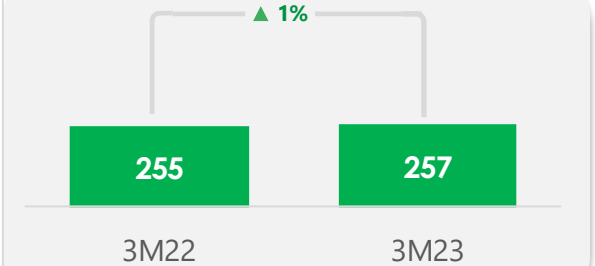
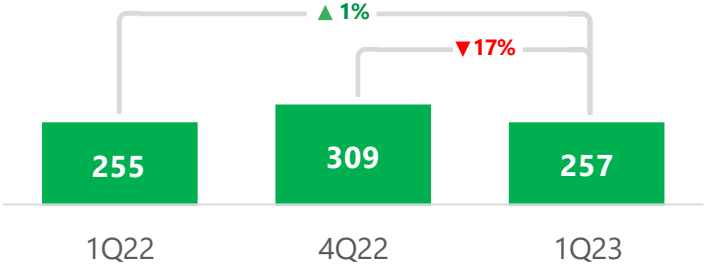
Spread Raw Materials<sup>3</sup>



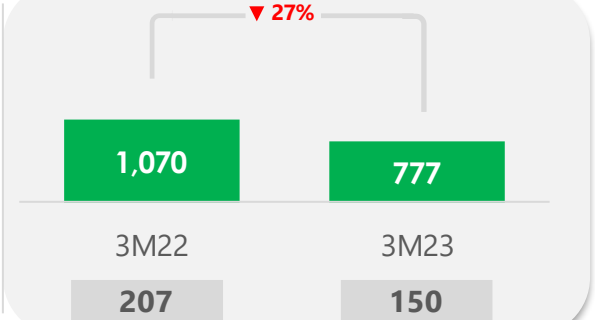
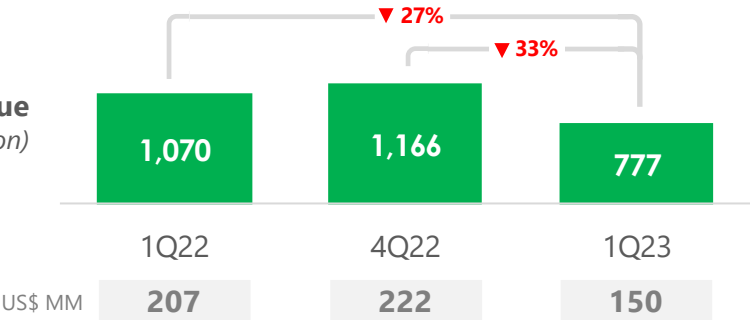
### Urea<sup>2</sup>



### Sales Volume (thousand tons)



### Net Revenue (R\$ million)



US\$ MM

207

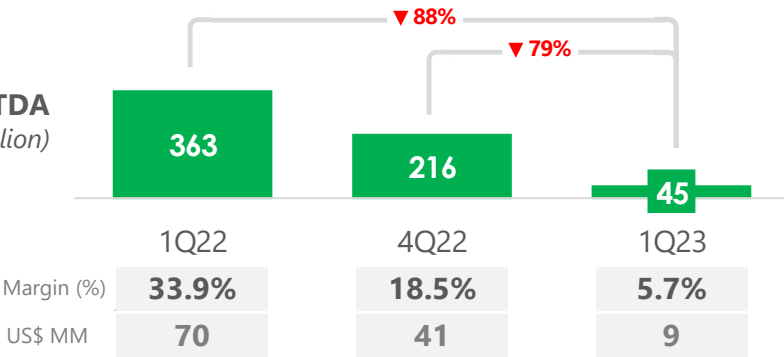
222

150

207

150

### Adjusted EBITDA (R\$ million)



Margin (%)

33.9%

18.5%

5.7%

US\$ MM

70

41

9

33.9%

70

5.7%

9

Notes:  
1. Bloomberg – Ammonia | GCFPAMTP Index: US Tampa Ammonia CFR Spot Price per metric ton (Multiple Matches)  
2. Bloomberg – Urea | GCFPUBGC Index: Urea Brazil Granular CFR Spot Price per metric ton (Multiple Matches)  
3. Bloomberg – Brent | EUCRBRDT Index: European Crude Dated Brent Spot  
Converted to Ammonia cost: Brent \* 10% \* 36  
Converted to Urea cost: Brent \* 10% \* 36 \* 0.58

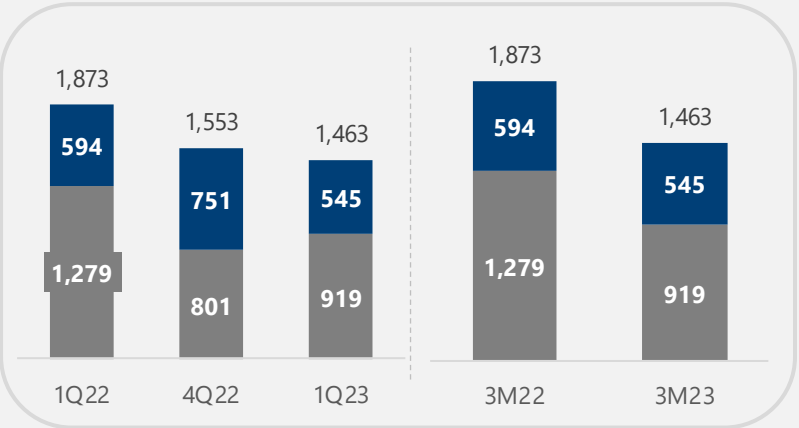
# Chemicals Overview

## International Prices

Benchmark price and spread (US\$/ton)

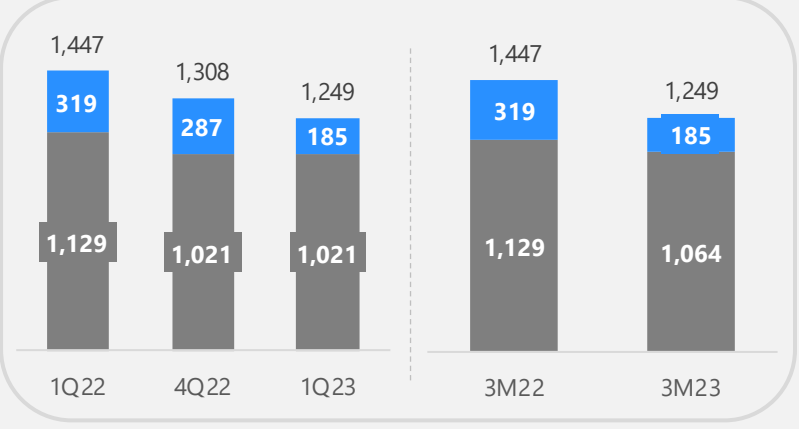
### Acrylonitrile<sup>1</sup>

Spread Raw Materials<sup>2</sup>

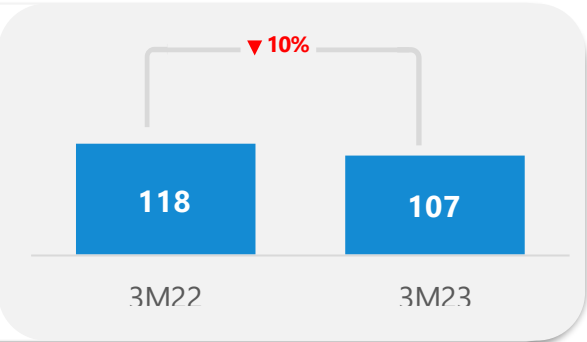
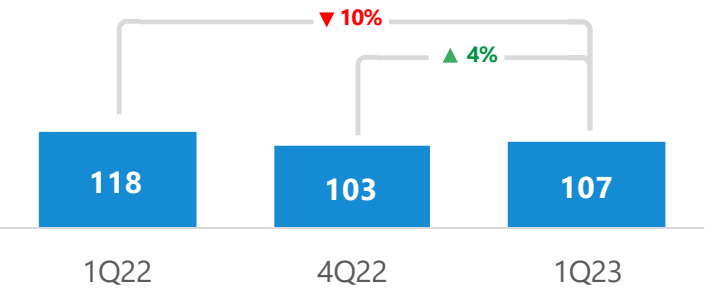


### Polystyrene<sup>3</sup>

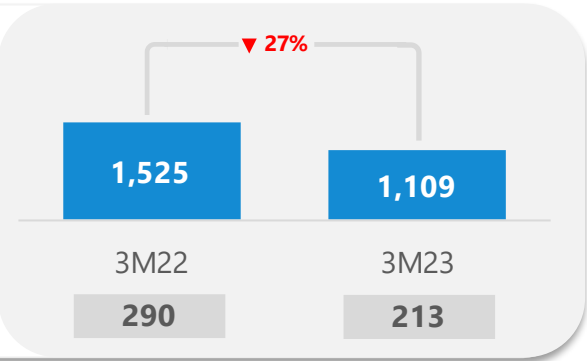
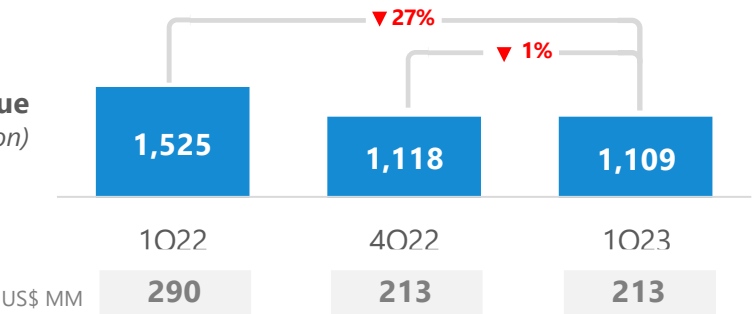
Spread Raw Materials<sup>4</sup>



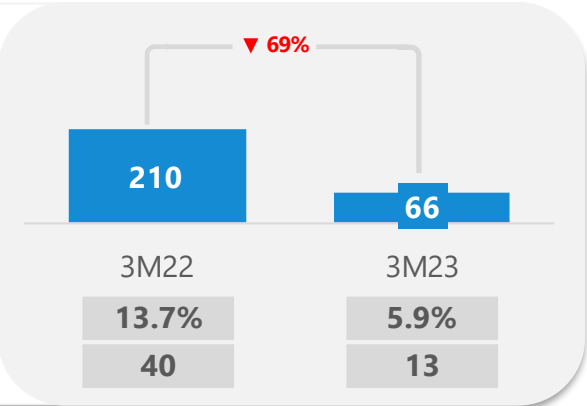
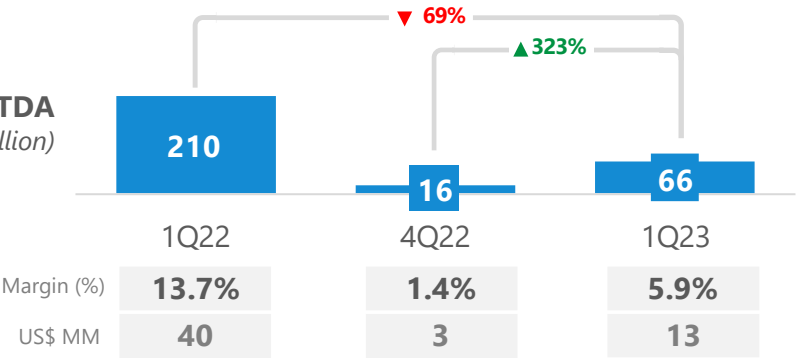
### Sales Volume (thousand tons)



### Net Revenue (R\$ million)



### Adjusted EBITDA (R\$ million)



Notes:  
1. Acrylonitrile prices is an average of the following prices: **Bloomberg – Acrylonitrile** | PUSPOLIACUG Index: US Gulf ACN (Acrylonitrile) FOB Price USD/Ton Weekly; **Bloomberg – Acrylonitrile** | PSEAACRL Index: NEXANT Price - Acrylonitrile - South East Asia  
2. **Bloomberg – Propylene** | PUSAPRLE Index: NEXANT Price - Propylene - United States (n-1)  
3. **Bloomberg – Polystyrene** | MERSPSG1 Index: FE Asia Polystyrene GPPS (Polymers) CFR Spot Price Weekly (n-1)  
4. Raw materials mix combine 75% of Benzene prices and 15% Ethylene prices: **Bloomberg – Benzene** | PUSABEZN Index: NEXANT Price - Benzene - United States (n-1); **Bloomberg – Ethylene** | PWEUETHN Index: NEXANT Price - Ethylene - Western Europe (n-1)

# Cash Flow and CAPEX



## Maintaining liquidity amid market challenges

R\$ 686 million (US\$ 135 million) in cash

Working capital investments in 1Q23 to be neutralized in 2Q23



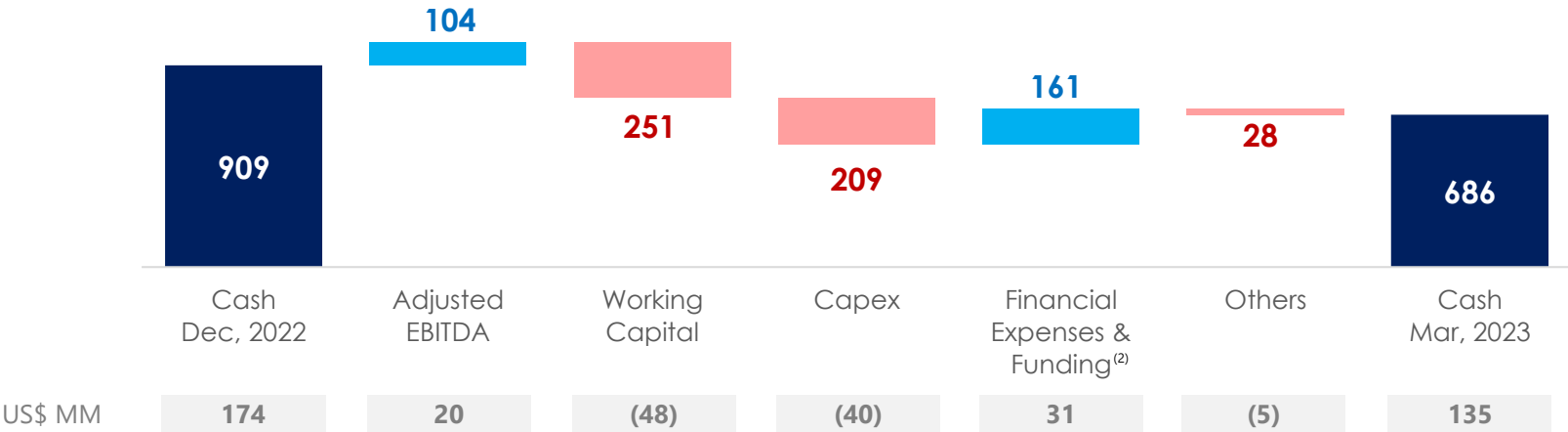
## Adjusting CAPEX to market conditions

R\$ 209 million in 1Q23, mainly towards sulfuric acid project

Revision of CAPEX for the next quarters, aligning investment plans with current EBITDA generation to ensure financial resilience

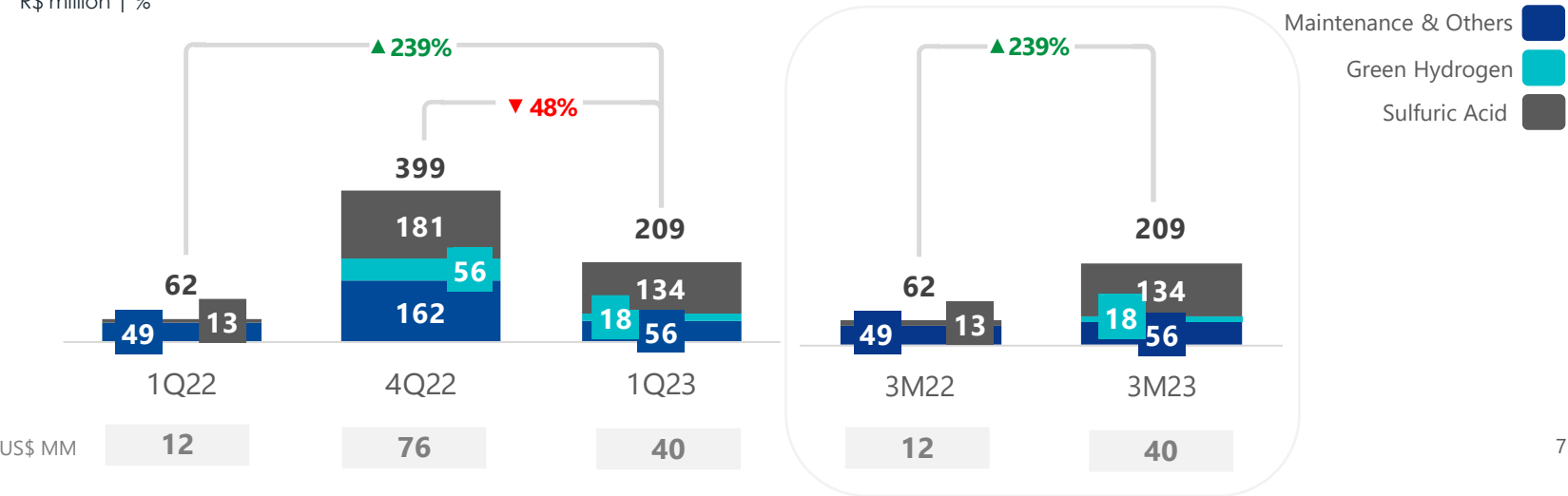
## Cash Flow Generation<sup>1</sup>

R\$ million | %



## CAPEX

R\$ million | %

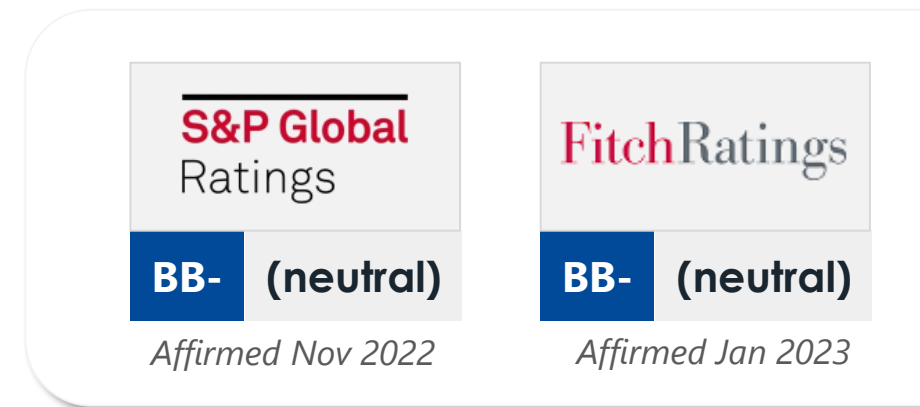
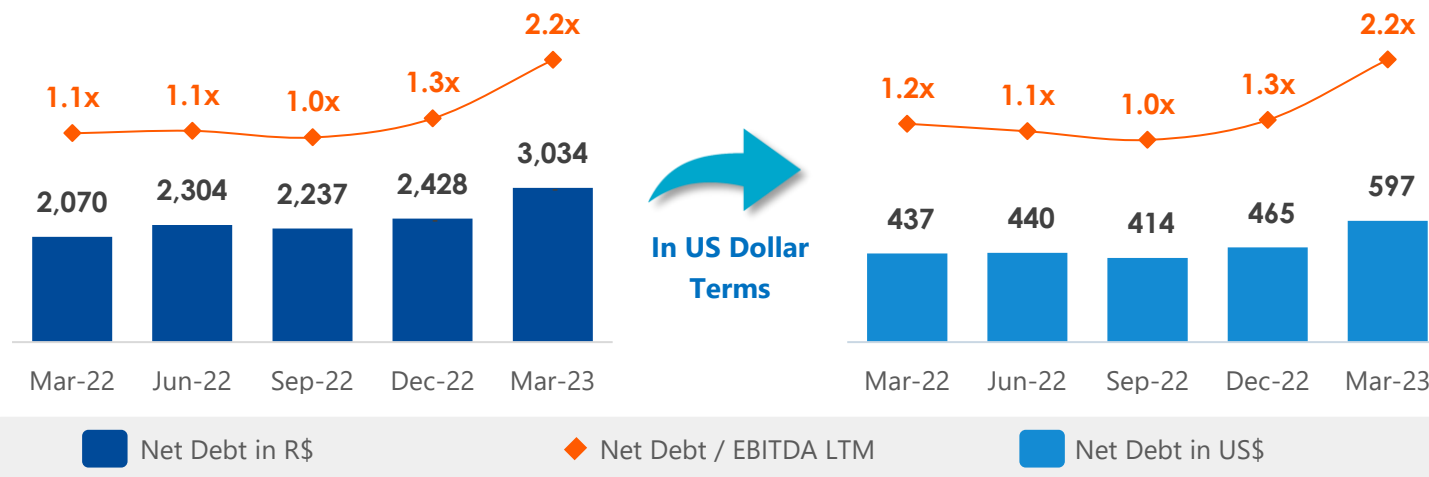


Notes:  
1. Management perspective  
2. Includes: (i) net financial results, (ii) net funding and amortizations, (iii) net cash exchange variation, (iv) leasing payments and (v) currency translation adjustment

# Indebtedness

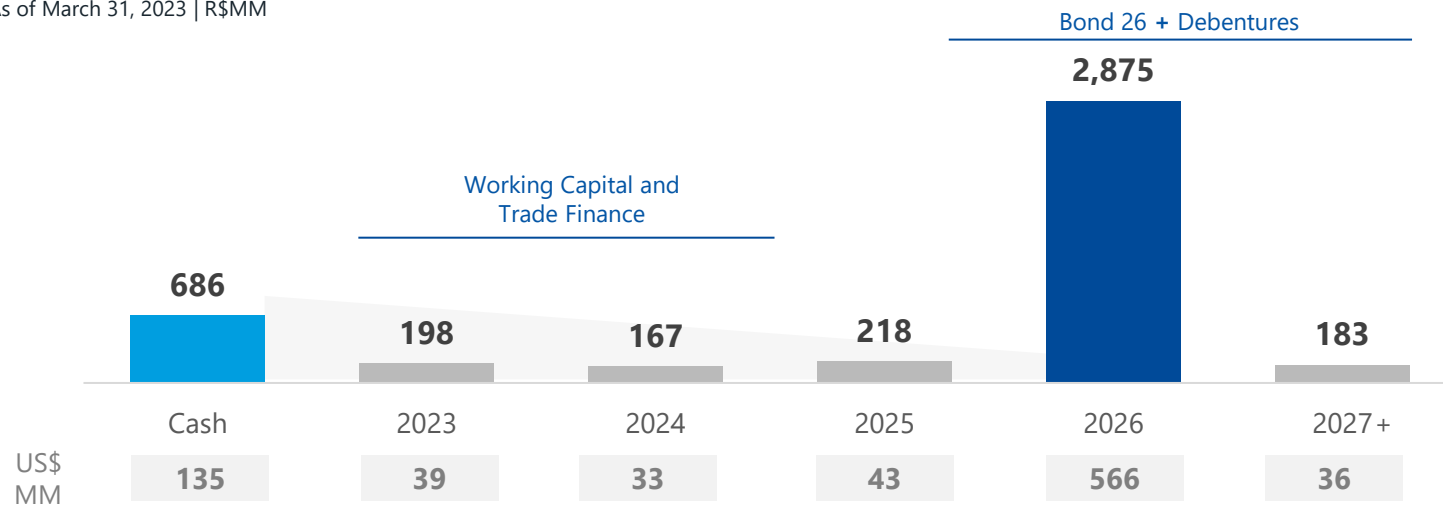
## Net Debt to EBITDA Ratio<sup>1</sup>

R\$ MM | US\$ MM | x

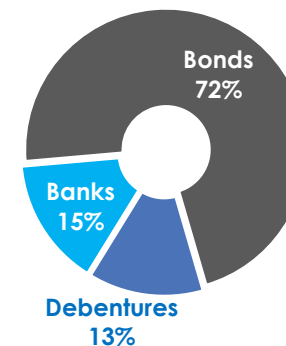


## Principal Debt Amortization Profile – Principal Only<sup>2</sup>

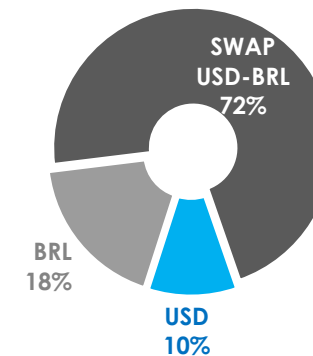
As of March 31, 2023 | R\$MM



### Source Breakdown



### Currency Breakdown



**Notes**  
 1. Accounting perspective: Considers hedge operations, transaction costs and accrued interest  
 2. Principal disbursement perspective: Does not include transaction costs and accrued interest



# Closing Remarks



## Navigating Through 2023's Cyclical Low

- Anticipating a challenging 2Q23, with uncertainty persisting throughout the remainder of the year across both our Agro and Chemicals businesses
- Despite the volatile landscape, we are steadfast in our commitment to adapt



## Strengthening Financial Resilience Through Proactive Strategies

- Actively managing our CAPEX and working capital to optimize cash flow while ensuring ongoing operational effectiveness
- Prioritizing production of high-margin products, like sodium cyanide and premium grades of urea, to enhance market position and financial resilience



## Measured Approach to CAPEX Amid Evolving Market Conditions

- Working with international banks to develop prudent financial strategies for advancing our green economy initiatives
- Maintaining a careful and strategic stance in resource allocation to support sustainable growth and long-term value creation





# Investor Relations

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