



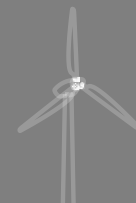
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**DIVULGAÇÃO DE
RESULTADOS
2T24**

Aviso Legal



Eventuais declarações que possam ser feitas durante essa teleconferência, relativas às perspectivas de negócios da Aeris Indústria e Comércio de Equipamentos para Geração de Energia S.A., (“Companhia” ou “Aeris”), projeções e metas operacionais e financeiras, constituem-se em crenças e premissas da diretoria da Companhia, bem como em informações atualmente disponíveis. Considerações futuras não são garantias de desempenho. Elas envolvem riscos, incertezas e premissas, pois se referem a eventos futuros e, portanto, dependem de circunstâncias que podem ou não ocorrer. Investidores devem compreender que condições econômicas gerais, condições da indústria e outros fatores operacionais, podem afetar o desempenho futuro da Aeris e podem conduzir a resultados que diferem, materialmente, daqueles expressos em tais considerações futuras.



Agenda



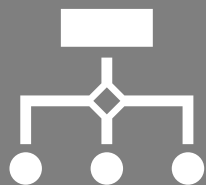
1 Destaques 2T24

2 Desempenho Operacional

3 Resultados 2T24

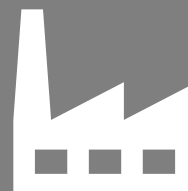
4 Q&A

5 Considerações Finais



**Restruturação de processos
melhorando a eficiência operacional:**

Margem Bruta: Aumento de 8,8 p.p. vs 1T24



Desempenho Operacional

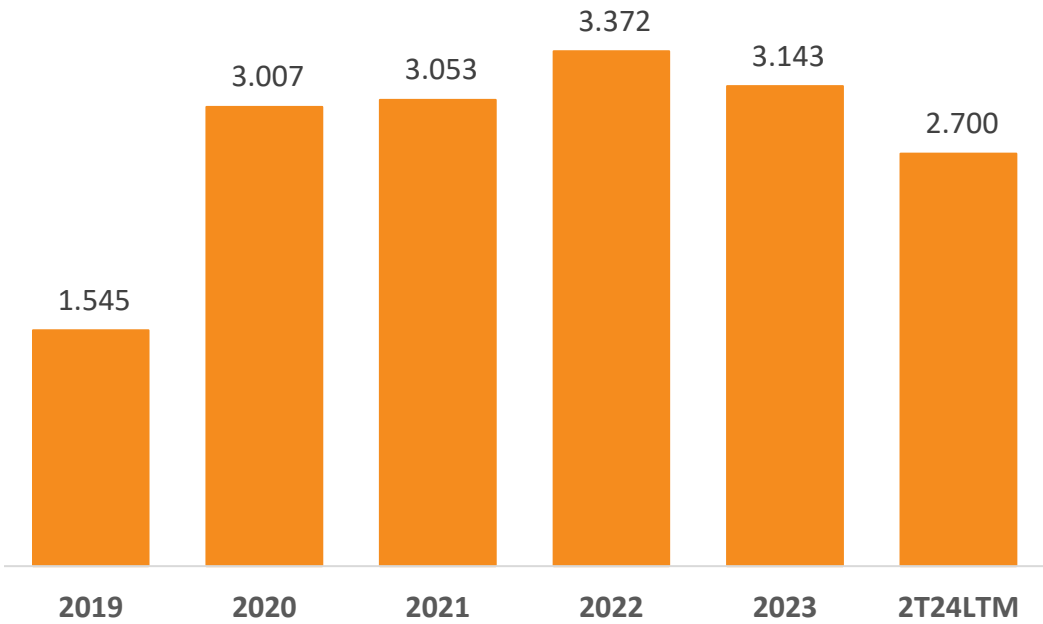
Margem EBITDA: Aumento de 8,5 p.p. vs
1T24



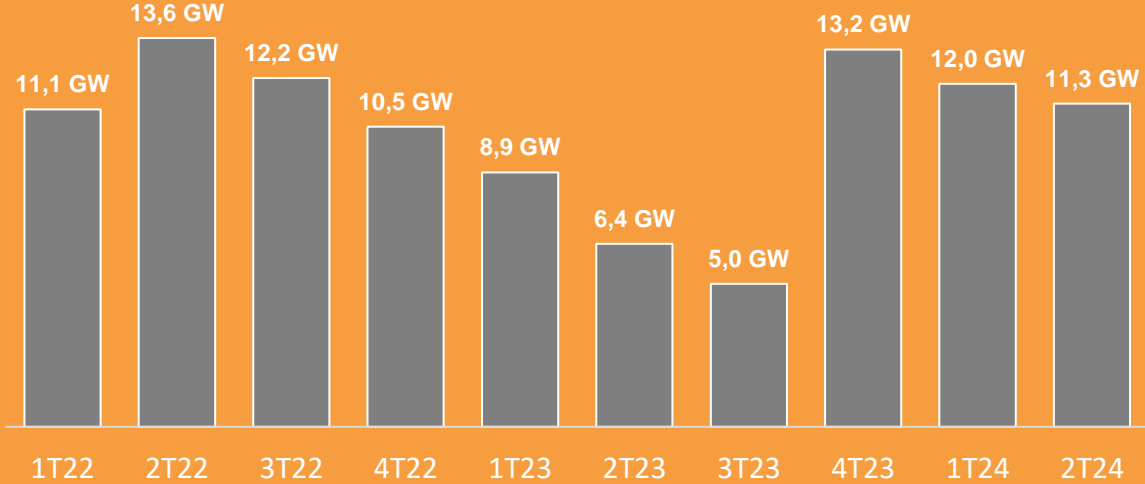
Redução de despesas financeiras

Redução de 25% em Despesas Financeiras
Líquidas vs 1T24

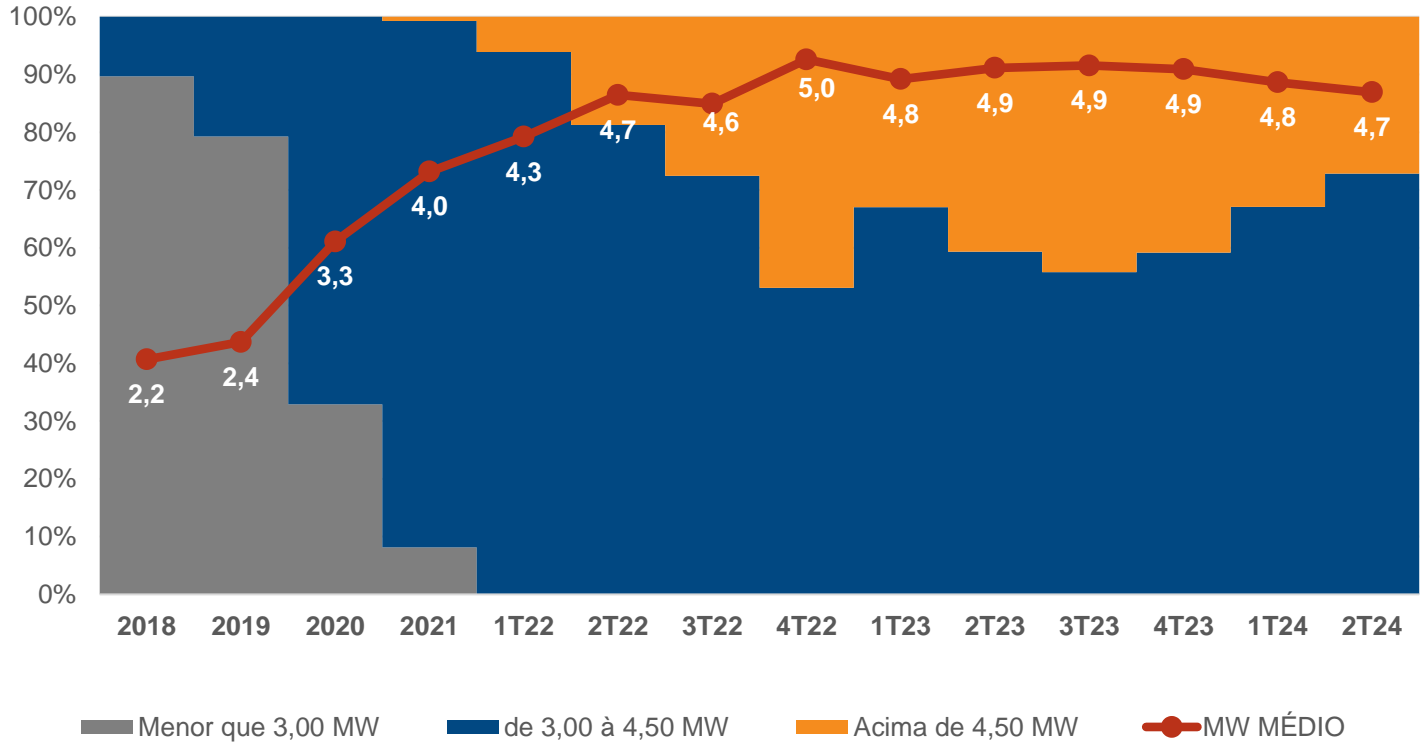
MW entregue (por ano)



Potenciais Ordens Cobertas por Contratos de longo Prazo



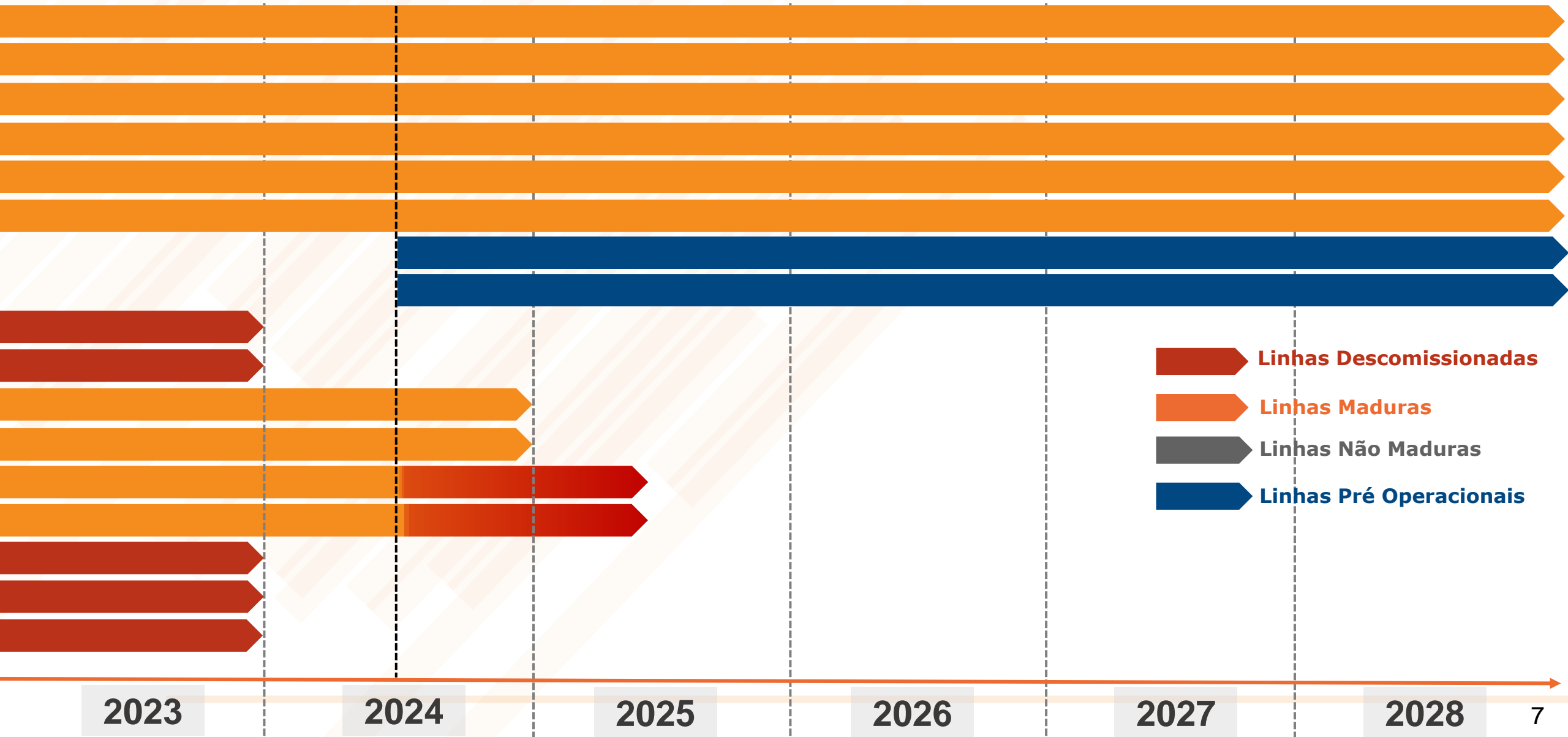
% de Pás Faturadas Por Categorias de Aerogerador (MW)



2T24

- Potência média dos aerogeradores: 4,7 MW
- Categoria acima de 4,5 MW

Linhas de Produção



2023

2024

2025

2026

2027

2028



RECEITA LÍQUIDA

- R\$ 422,2 milhões no 2T24
- R\$ 937,7 milhões no 1S24



EBITDA

- R\$ 70,6 milhões no 2T24
- R\$ 113,0 milhões no 1S24



INVESTIMENTOS

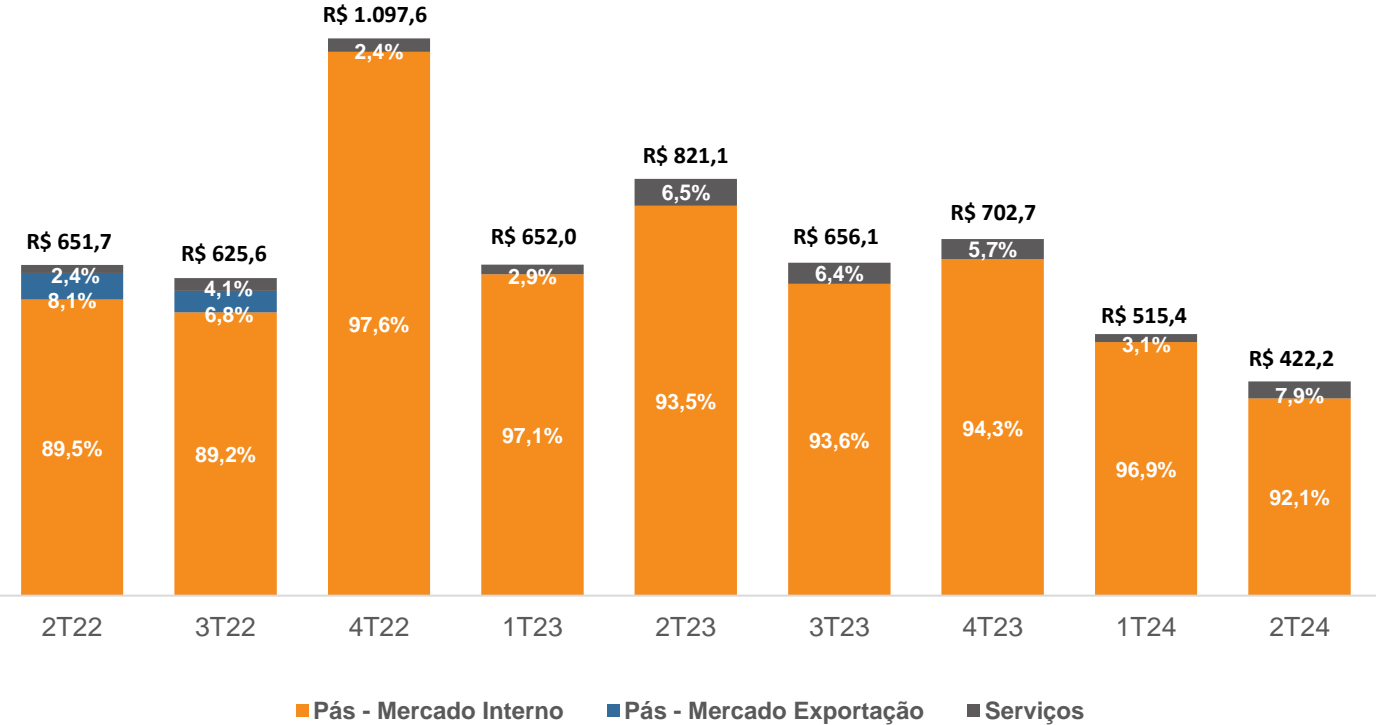
- R\$ 17,9 milhões no 2T24



(PREJUÍZO)/LUCRO LÍQUIDO

- R\$ -3,1 milhões no 2T24
- R\$ -44,3 milhões no 1S24

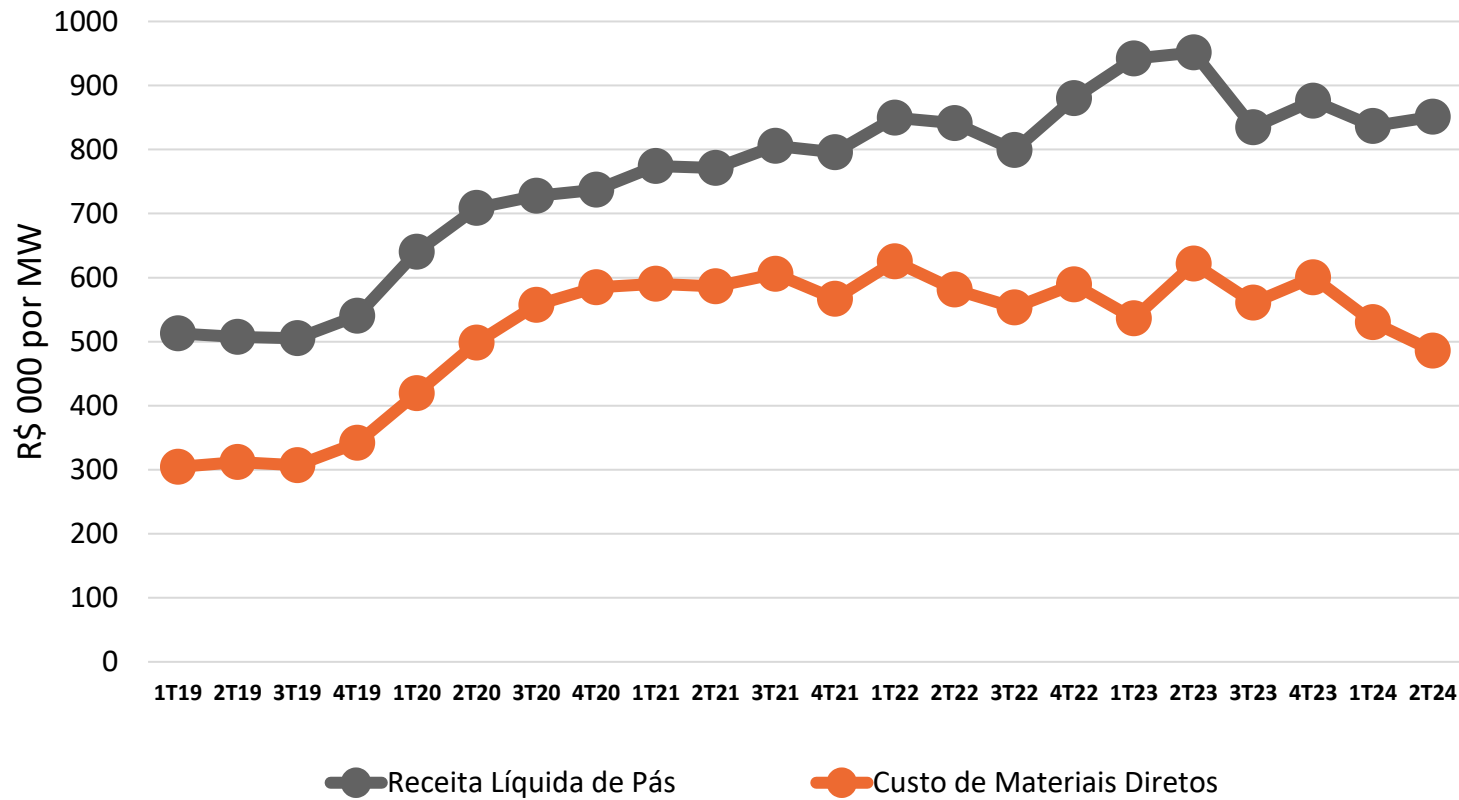
Receita Líquida (R\$ Milhões)



Redução de 18,1% (2T24 vs 1T24) =

➤ Redução de demanda no mercado nacional

Repasse Dos Custos de Materiais Diretos

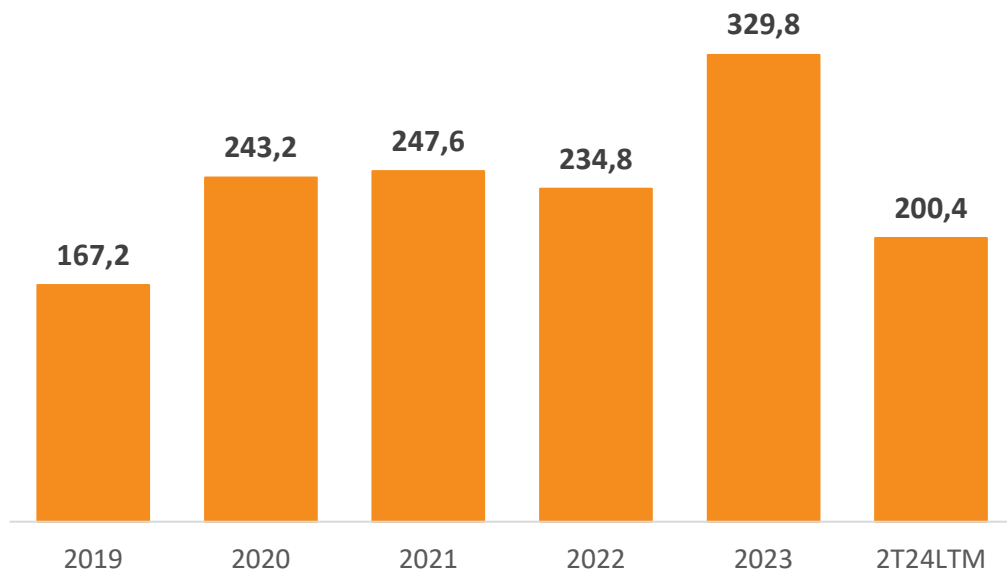


➤ Efeito do Câmbio no período

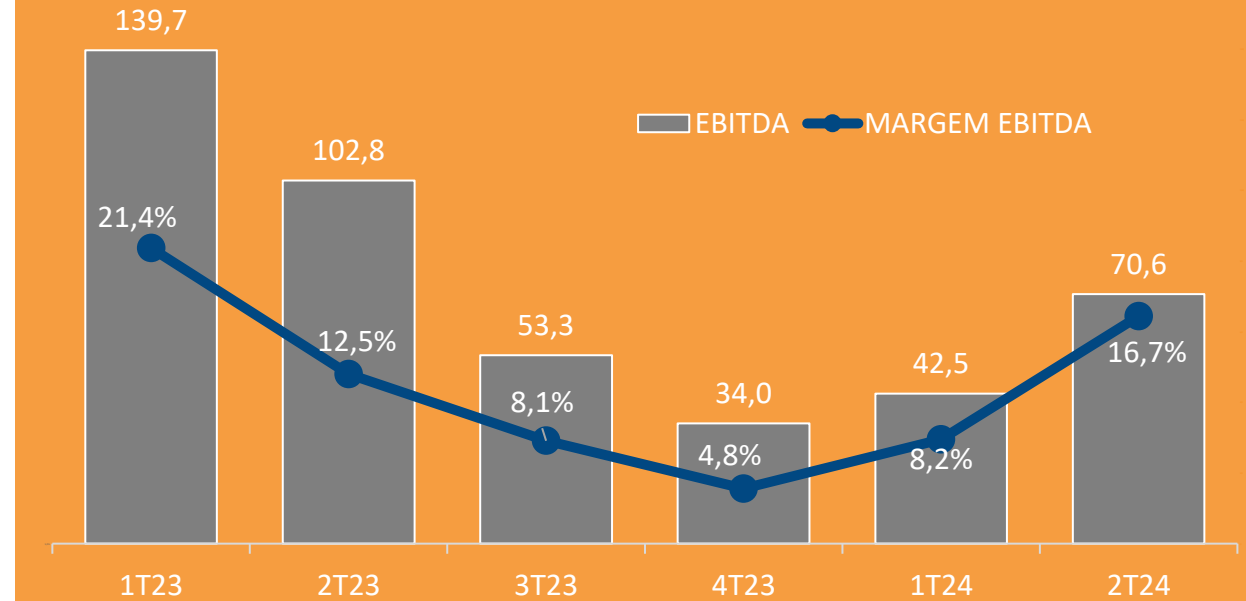
EBITDA (R\$ Milhões)



EBITDA LTM

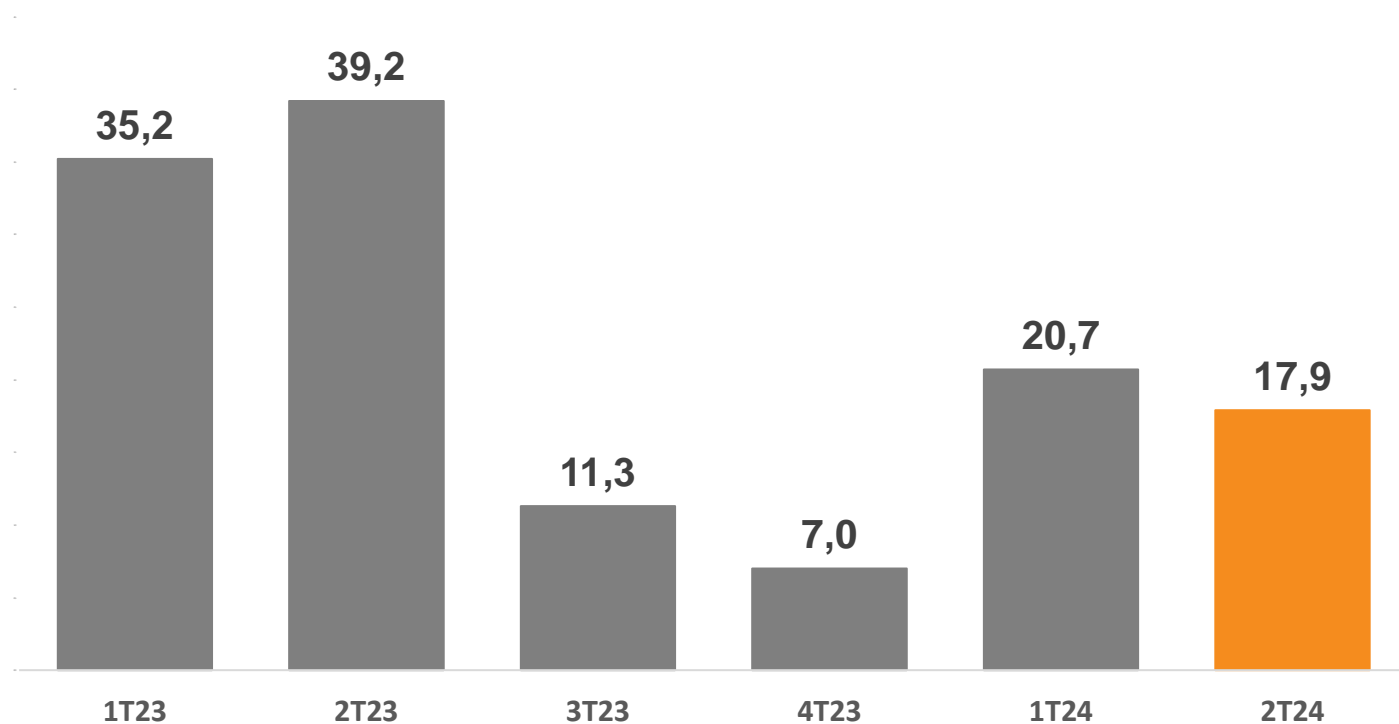


EBITDA Trimestre



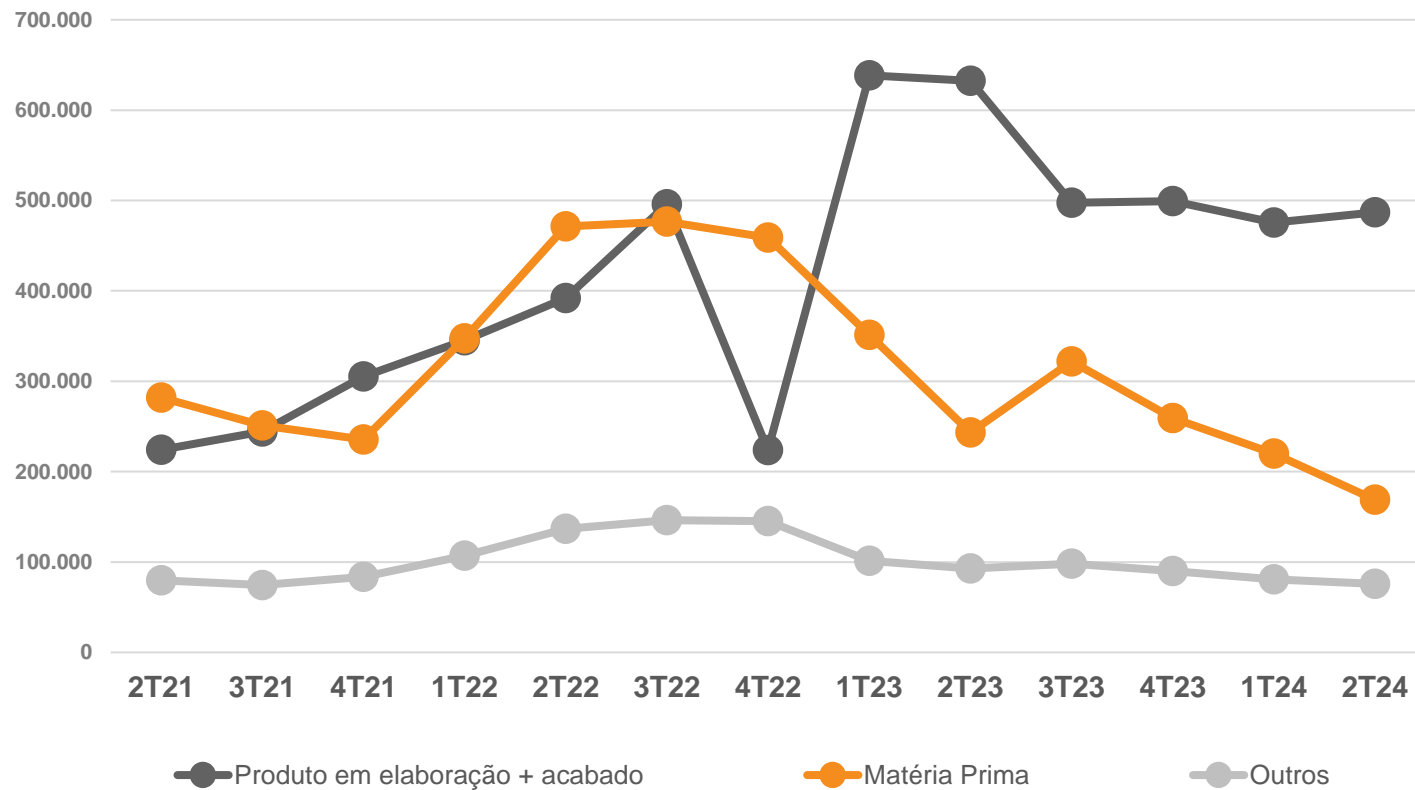
➤ Principais efeitos no período: Câmbio, Efeito não recorrente e Eficiência operacional

Investimentos (R\$ Milhões)



➤ Investimentos em linha com o orçado.

Estoques (R\$ Milhões)



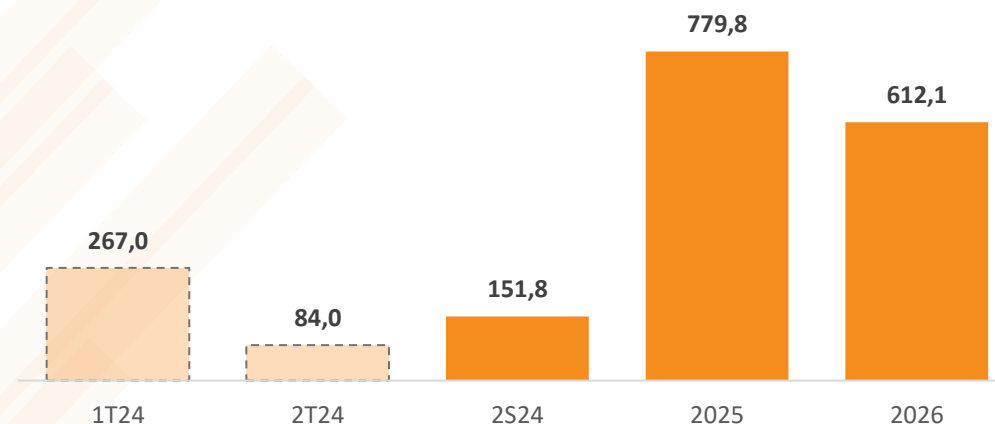
2T24 vs 1T24:

- Redução de R\$ 51,1 milhões em matéria-prima
- Aumento de R\$ 11,3 milhões em produto em elaboração + acabado

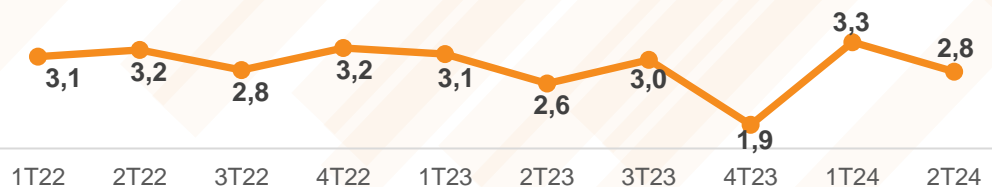
Fluxo de Amortização das Dívidas (R\$ Milhões)

R\$ Milhões	2023	1T24	2T24
Dívida Bruta	1.696	1.476	1.544
Caixa	1.064	701	977
Dívida Líquida	633	775	552
EBITDA LTM	330	233	200
Alavancagem	1,9x	3,3x	2,8x

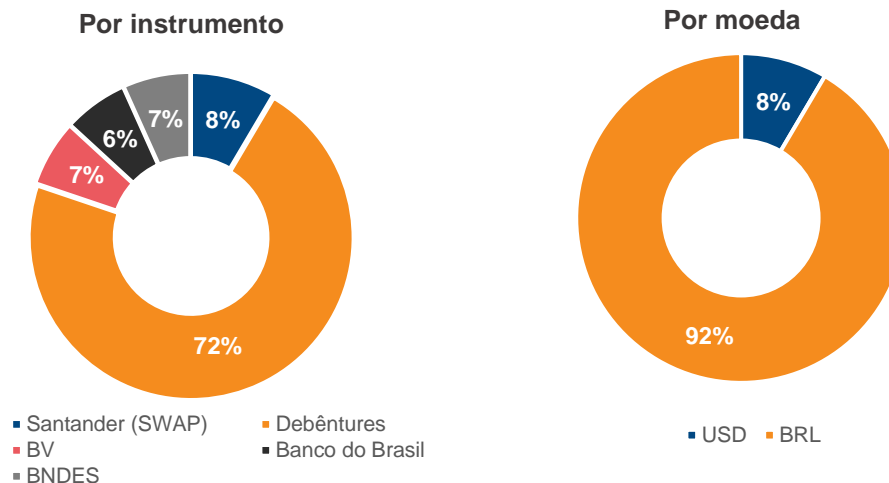
Fluxo de Amortização das Dívidas (R\$ milhões)



Alavancagem



Perfil da Dívida



➤ Q&A

➤ Considerações Finais

CONTATOS

ri@aerisenergy.com.br

(19)3705-2209





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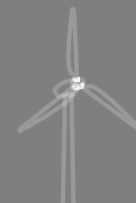


**RESULTS
RELEASE**
2Q24

Legal Disclaimer



Any statements that may be made during this conference call regarding the business prospects of Aeris Indústria e Comércio de Equipamentos para Geração de Energia S.A. (“Company” or “Aeris”), projections, and operational and financial goals constitute the beliefs and assumptions of the Company’s management, as well as currently available information. Forward-looking statements are not guarantees of performance. They involve risks, uncertainties, and assumptions, as they relate to future events and, therefore, depend on circumstances that may or may not occur. Investors should understand that general economic conditions, industry conditions, and other operational factors may affect Aeris' future performance and may lead to results that differ materially from those expressed in such forward-looking statements.



Agenda



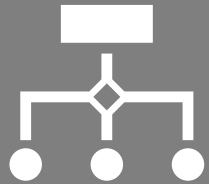
1 Highlights 2Q24

2 Operational Performance

3 Results 2Q24

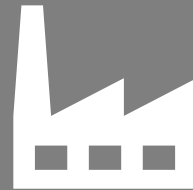
4 Q&A

5 Concluding Remarks



Restructuring processes to improve operational efficiency:

Gross Margin: Increase of 8.8 p.p. vs. 1Q24



Operational Performance

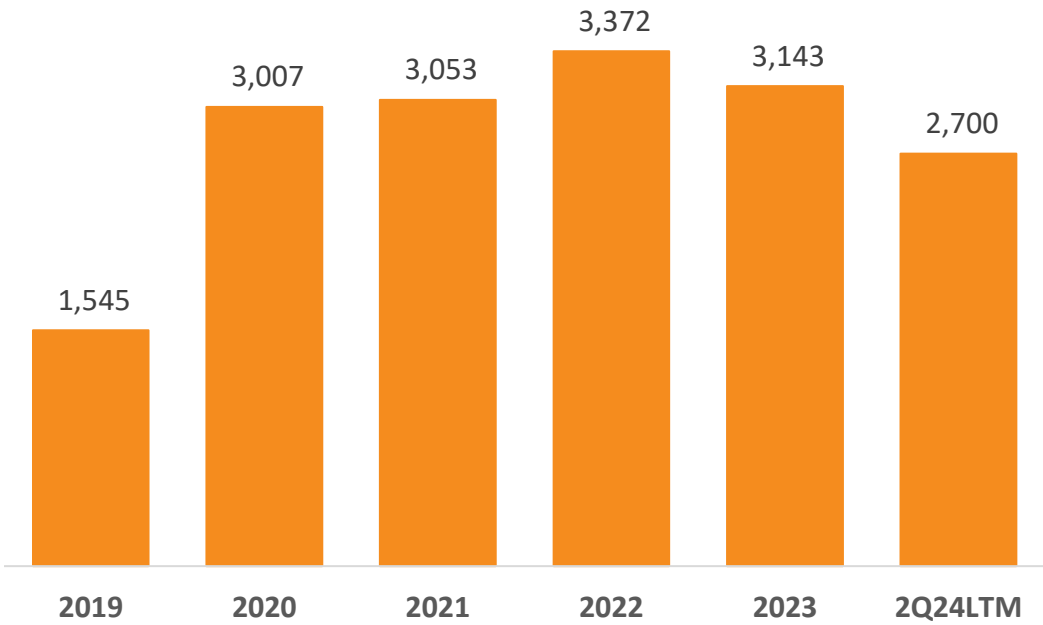
EBITDA Margin: Increase of 8.5 p.p. vs. 1Q24



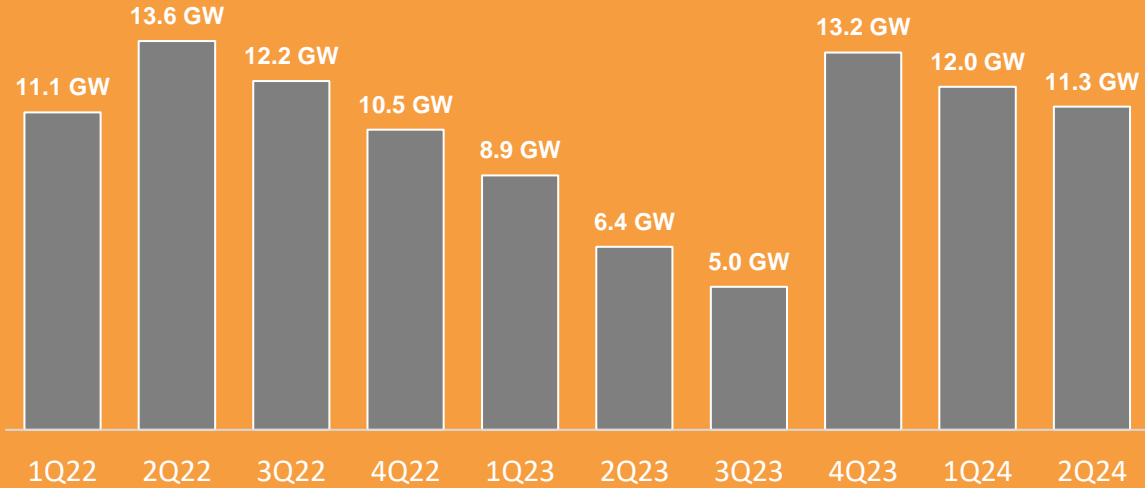
Reduction in Financial Expenses

Reduction of 25% in Net Financial Expenses vs. 1Q24

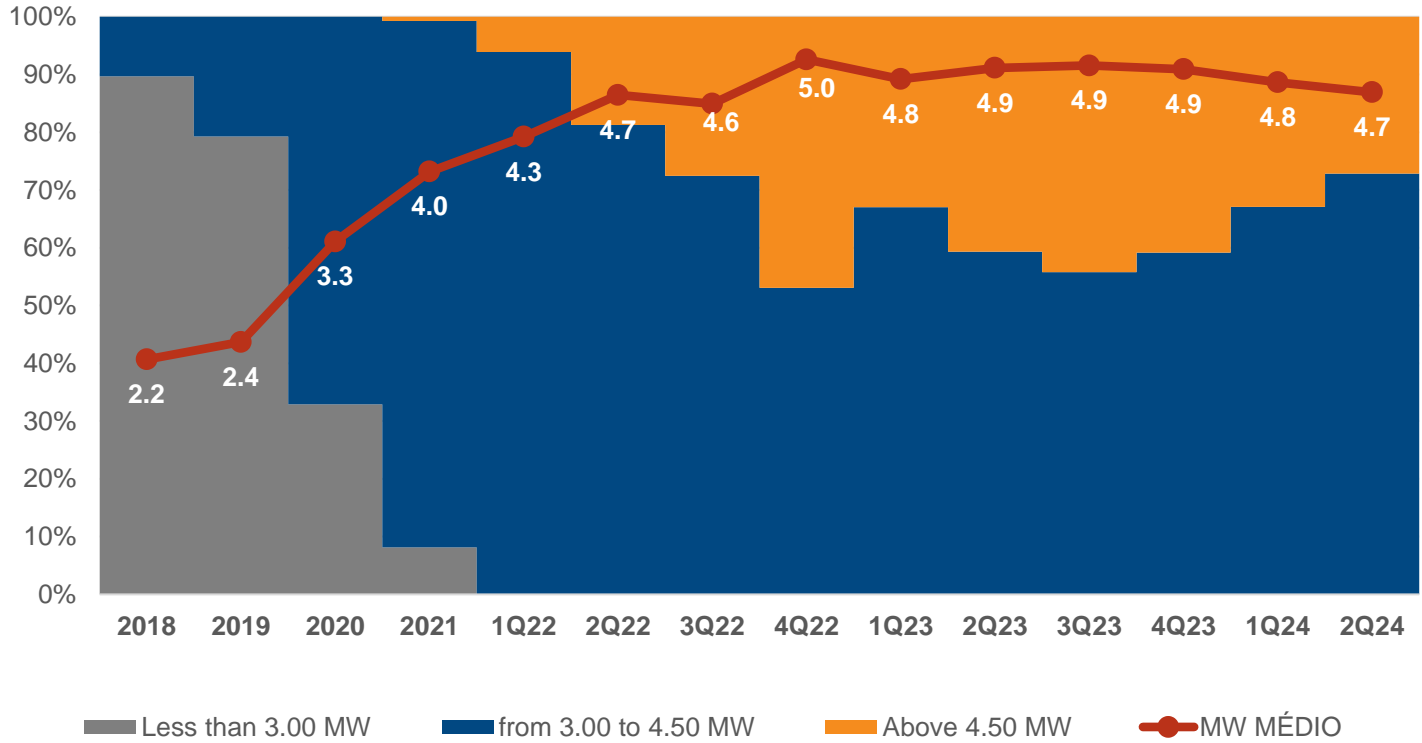
MW delivered (per year)



Potential Orders Covered by Long-Term Contracts



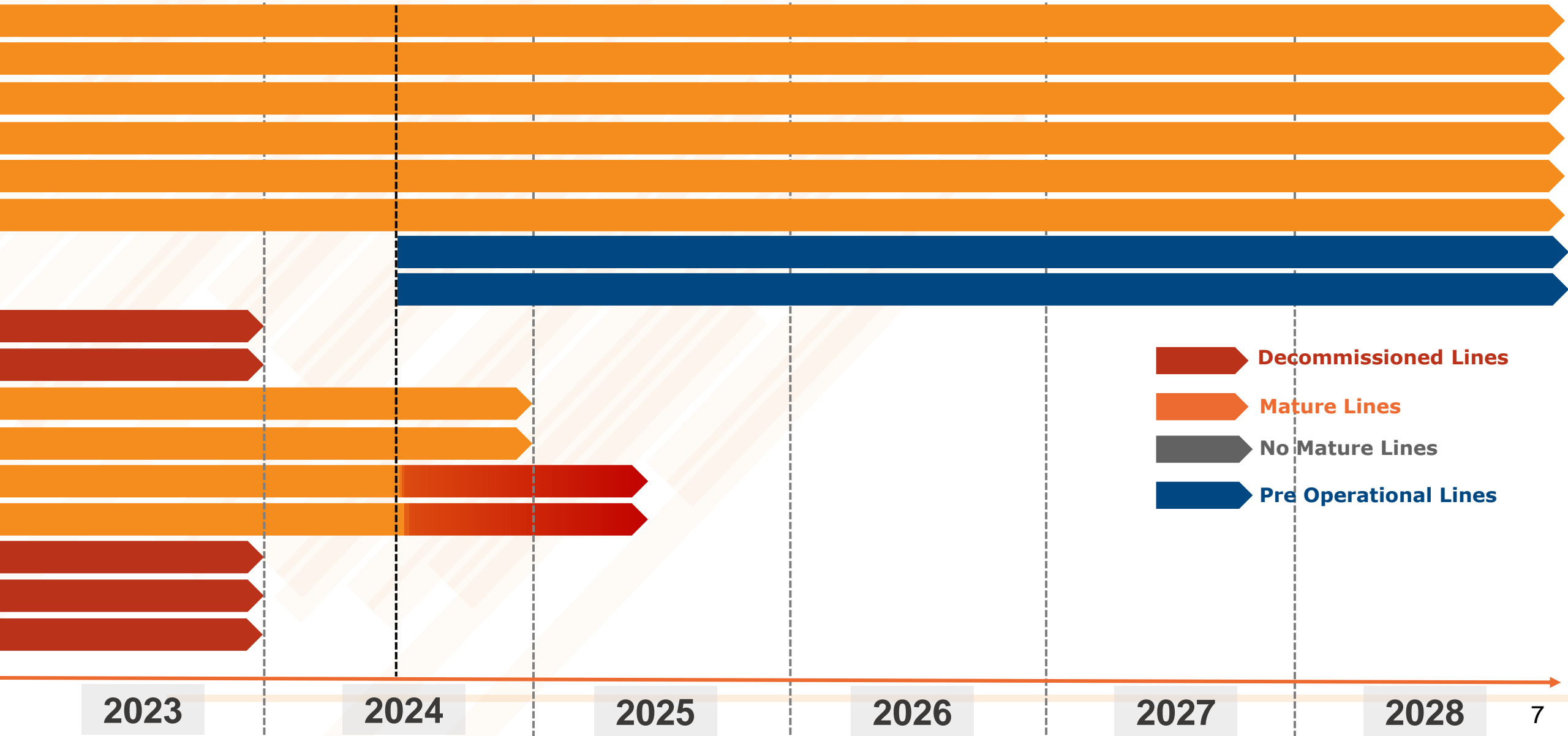
% Of Blades Invoiced by Wind Turbine Category (MW)



2Q24

- Average wind turbine power: 4.7 MW
- Category above 4.5 MW

Production Lines



- Decommissioned Lines
- Mature Lines
- No Mature Lines
- Pre Operational Lines



NET REVENUE

- R\$ 422.2 million in 2Q24
- R\$ 937.7 million in 1H24



EBITDA

- R\$ 70.6 million in 2Q24
- R\$ 113.0 million in 1H24



INVESTMENTS

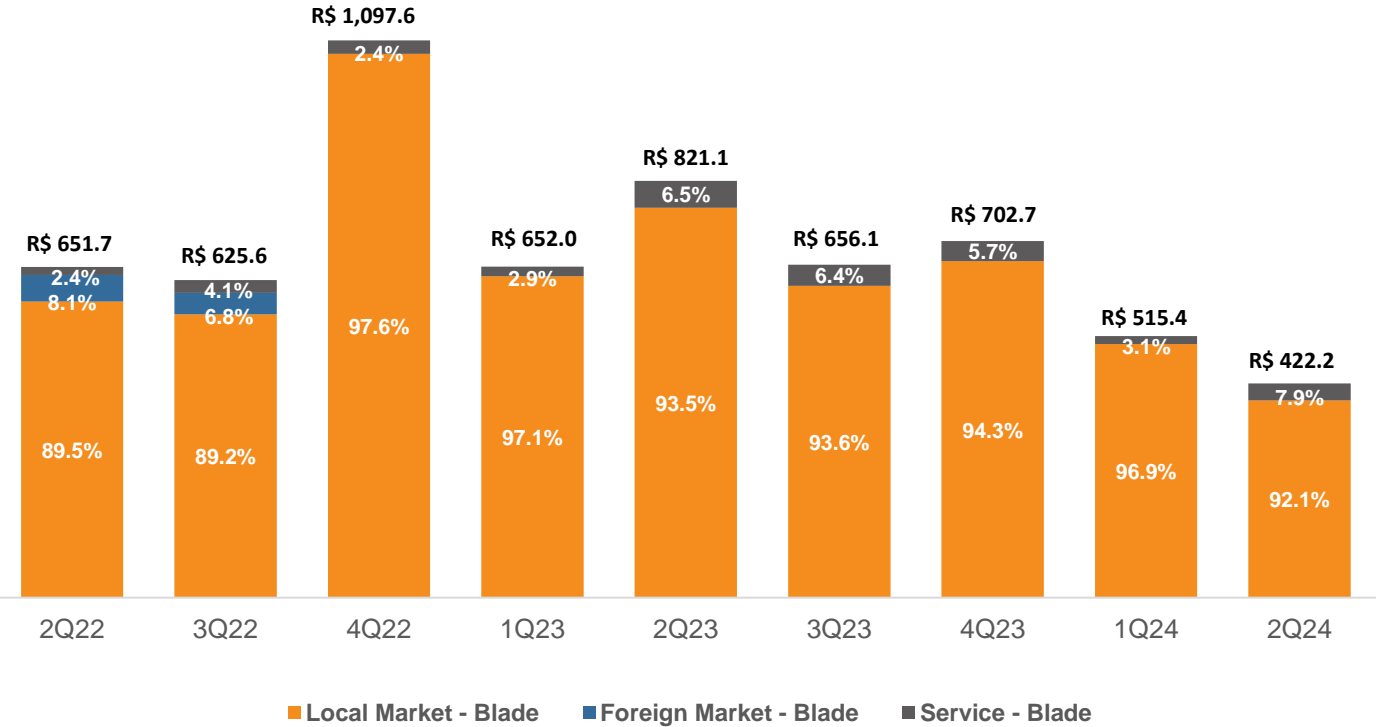
- R\$ 17.9 million in 2Q24



(LOSS) / NET PROFIT

- R\$ -3.1 million in 2Q24
- R\$ -44.3 million in 1H24

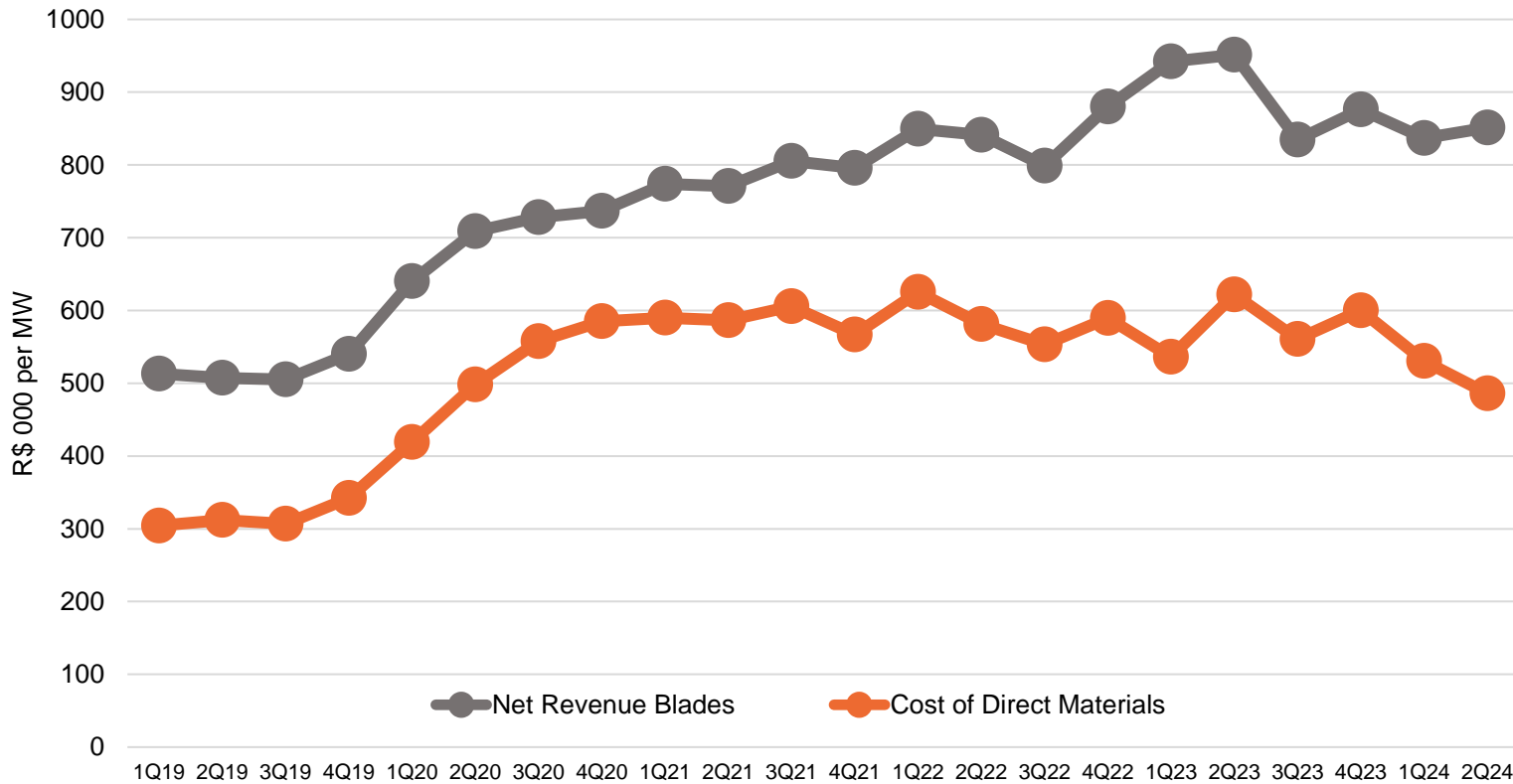
Net Revenue (R\$ Millions)



Reduction of 18.1% (2Q24 vs. 1Q24)

➤ **Decrease in domestic market demand**

Pass-Through Of Direct Material Costs

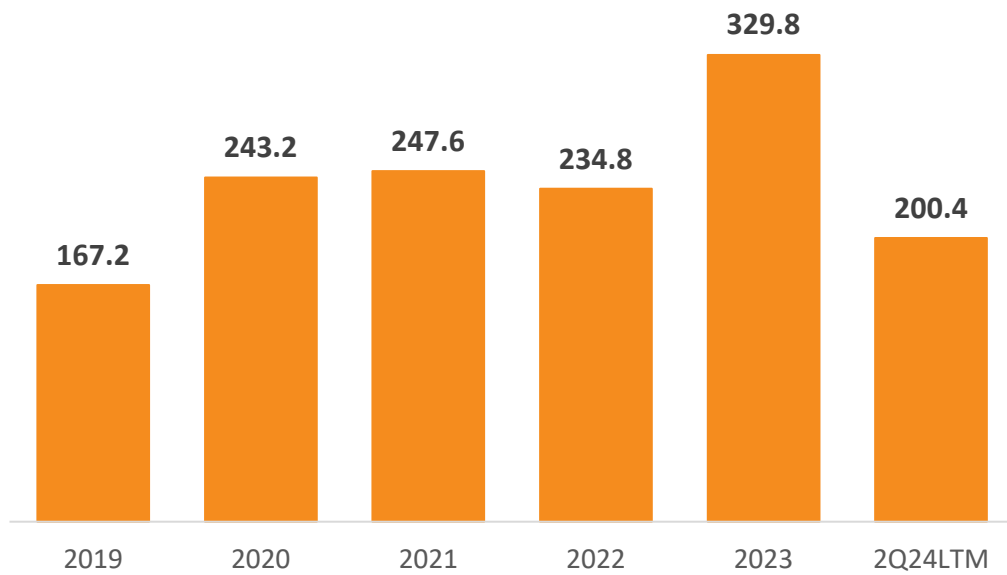


➤ Exchange Rate Effect for the period

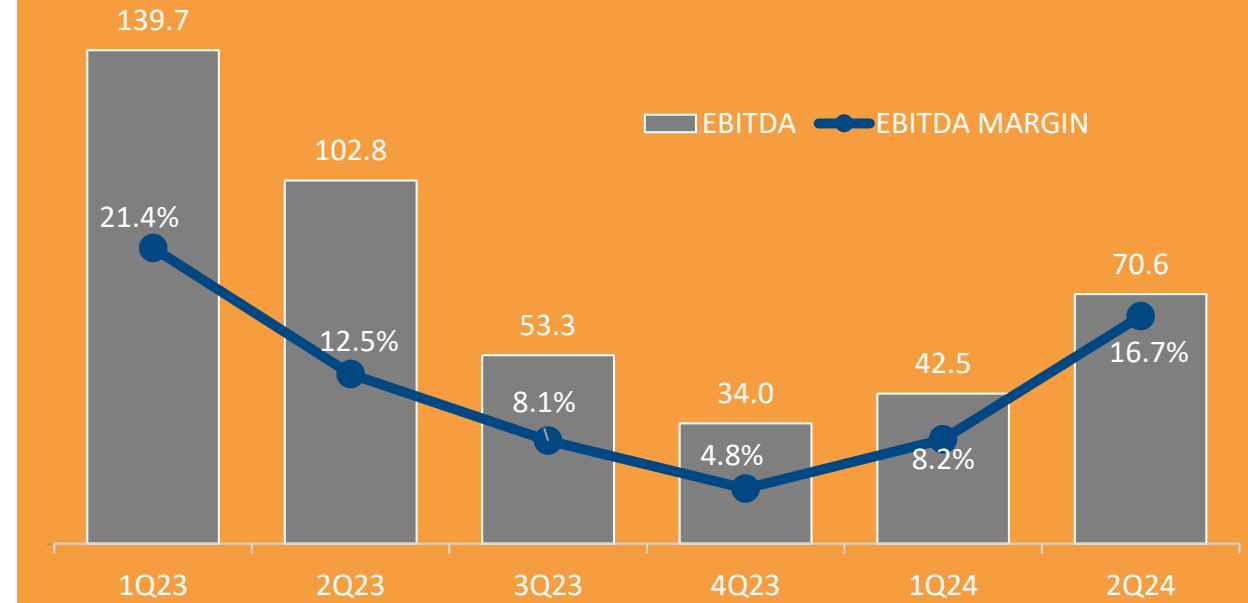
EBITDA (R\$ Millions)



EBITDA LTM

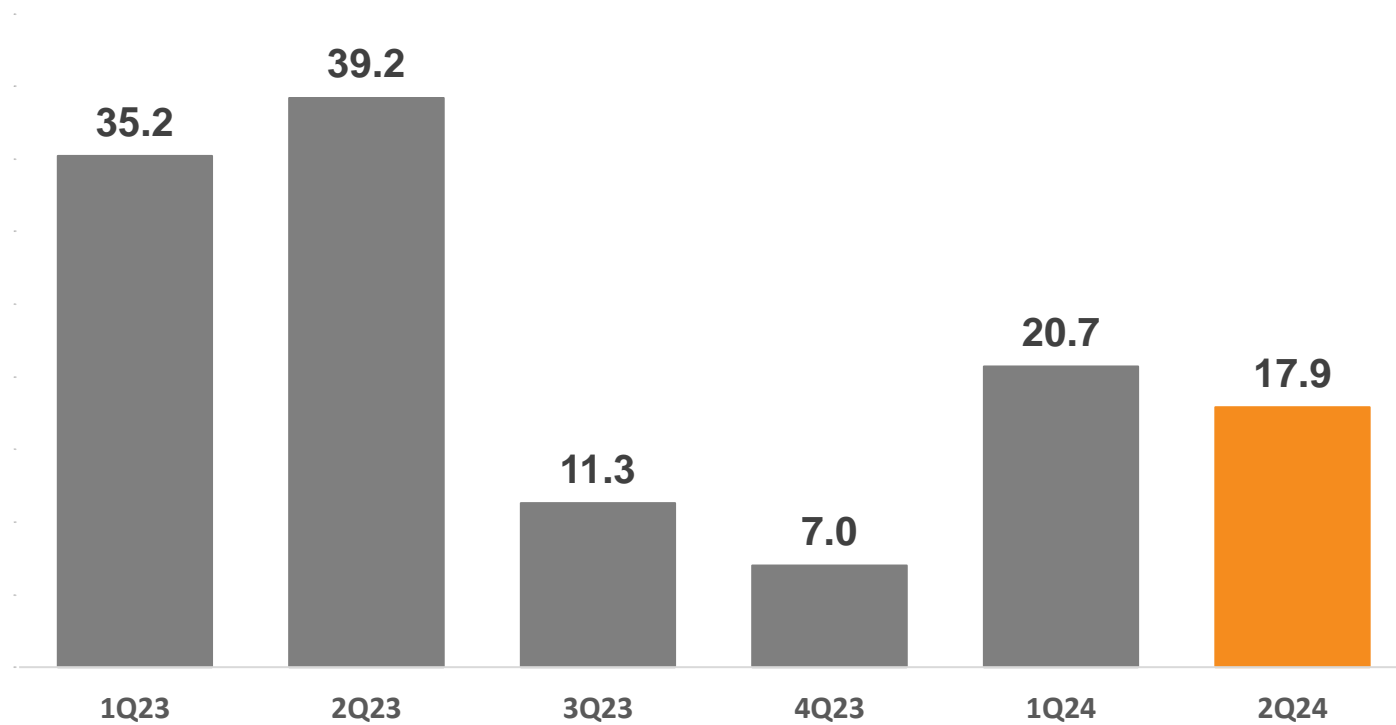


Quarterly EBITDA



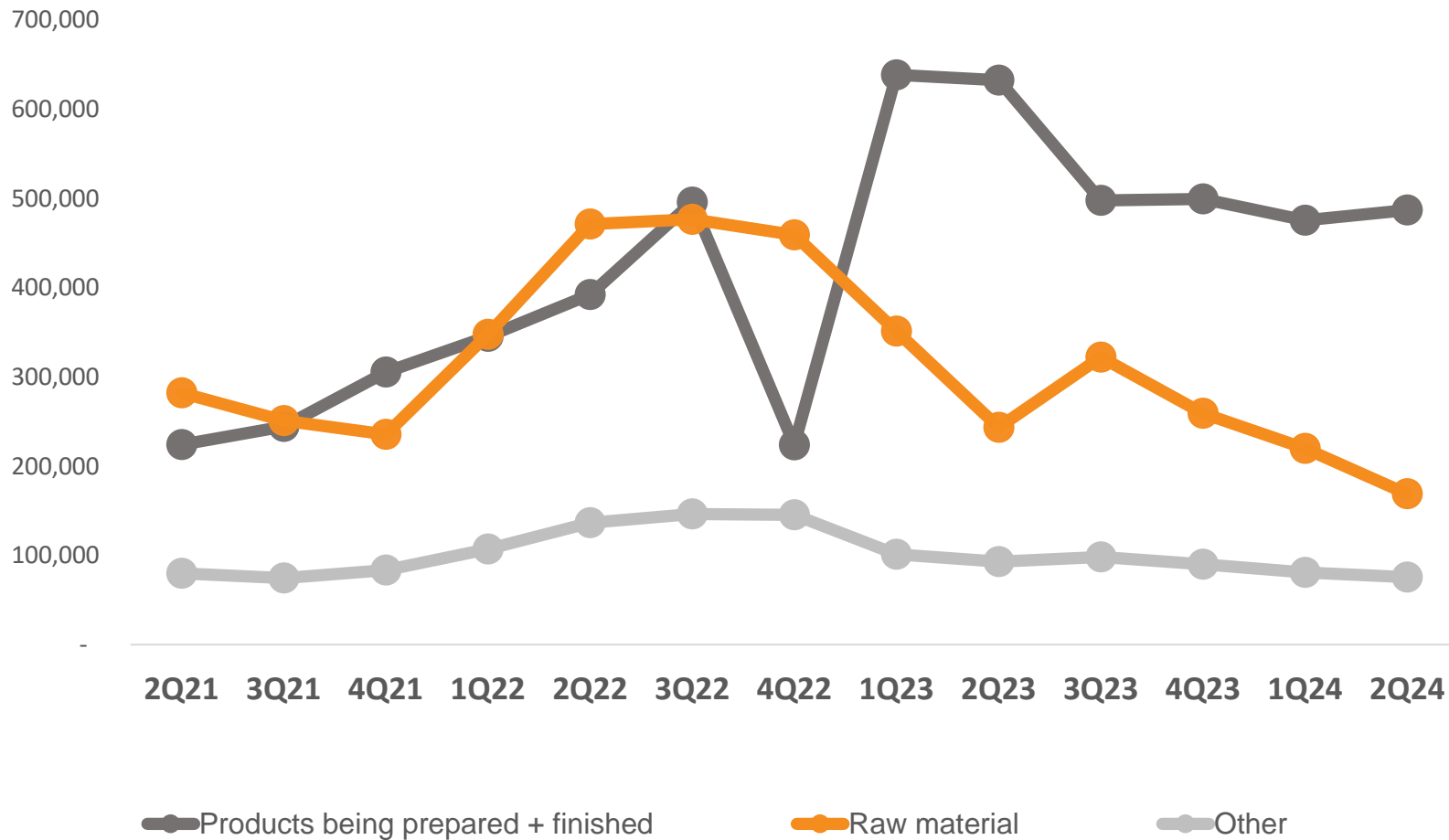
➤ Main effects for the period: Exchange rate, Non-recurring effect and Operational efficiency

Investment (R\$ Millions)



➤ Investments in line with the budget.

Inventories Evolution (R\$ Millions)



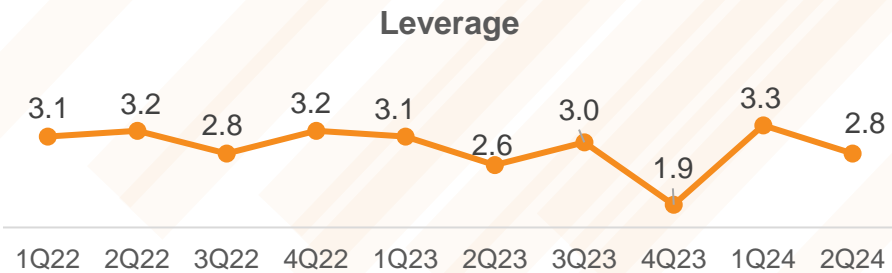
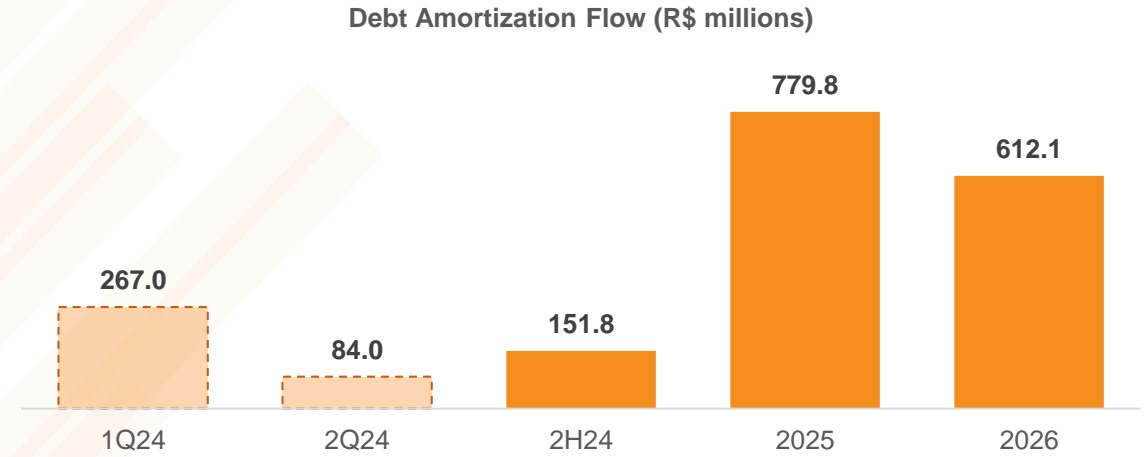
2Q24 vs.1Q24:

- Reduction of R\$ 51.1 million in raw materials
- Increase of R\$ 11.3 million in products being prepared + finished

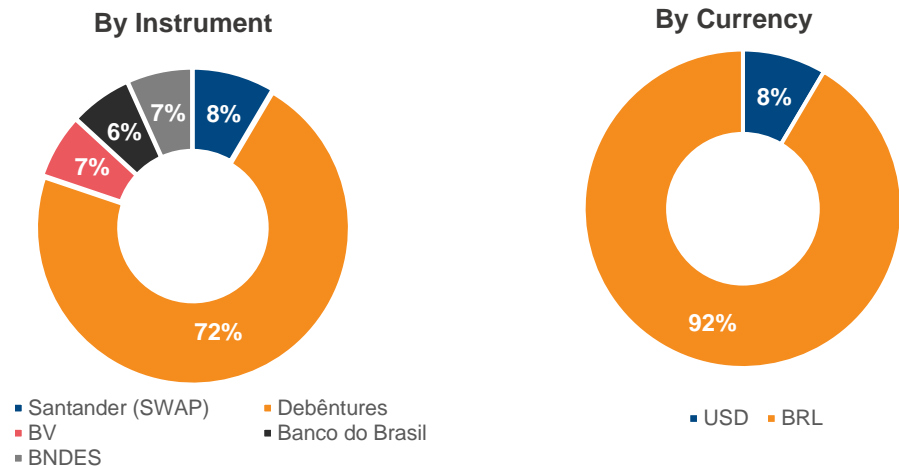
Amortization Of Debts Flow (R\$ Millions)



R\$ Millions	2023	1Q24	2Q24
Gross Debts	1,696	1,476	1,544
Cash	1,064	701	977
Net Debt	633	775	552
EBITDA LTM	330	233	200
Leverage	1.9x	3.3x	2.8x



Debt Profile



➤ Q&A

➤ Concluding Remarks

CONTACTS

ri@aerisenergy.com.br

(19)3705-2209





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