



3T24 Divulgação de Resultados

3T2024

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

Destques 3T24

2

Desempenho Operacional

3

Resultados 3T24

4

Q&A

5

Considerações Finais

Destaques 3T24



Serviços: Crescimento contínuo

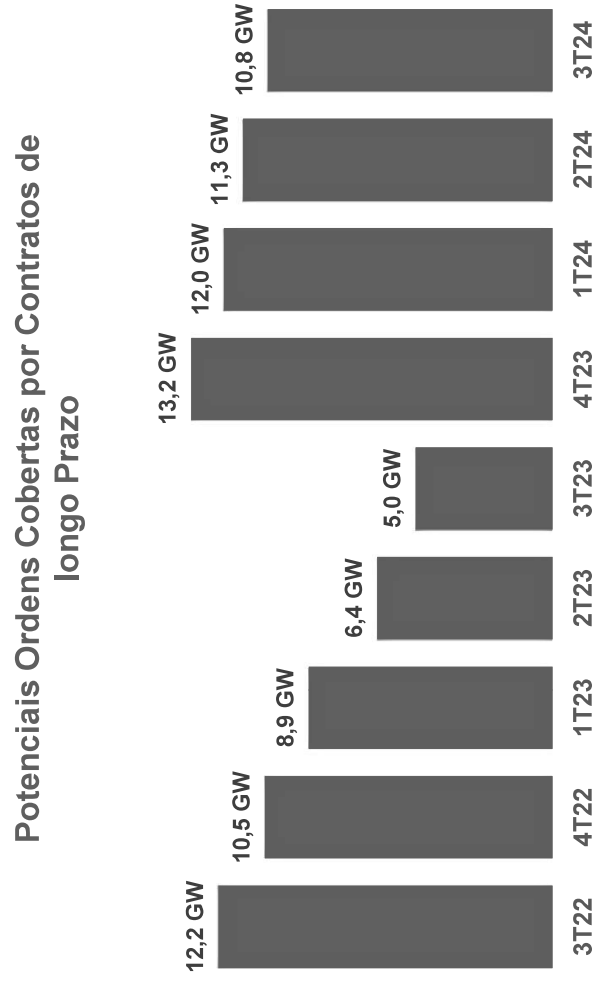
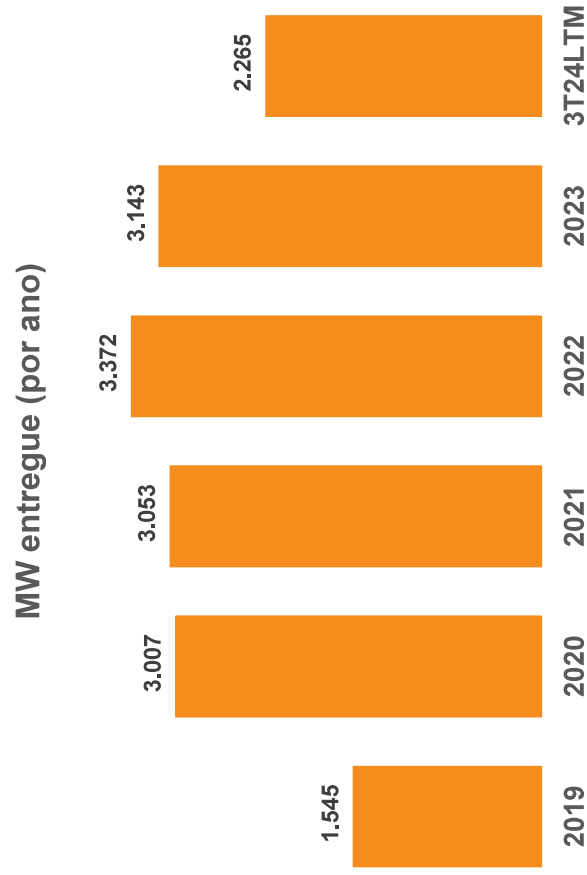


Ramp-up de duas novas linhas

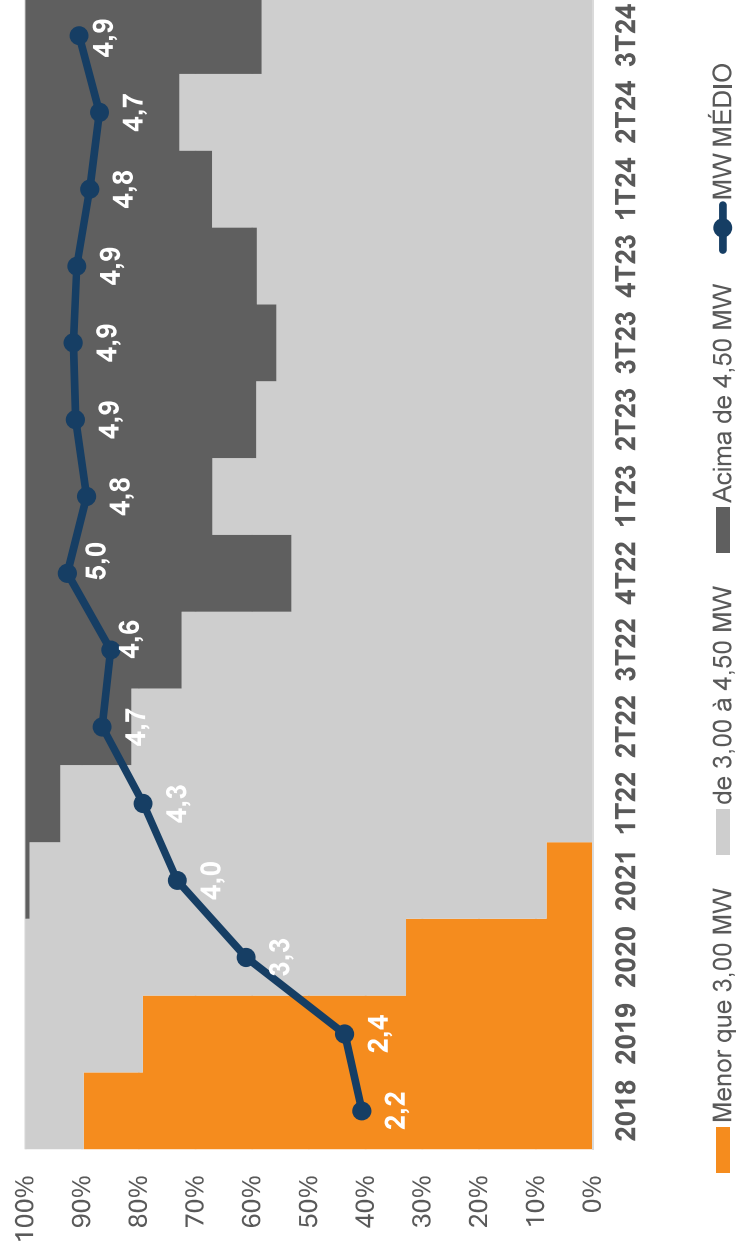


Retomada das Exportações

Desempenho Operacional



% de Pás Faturadas Por Categorias de Aerogerador (MW)



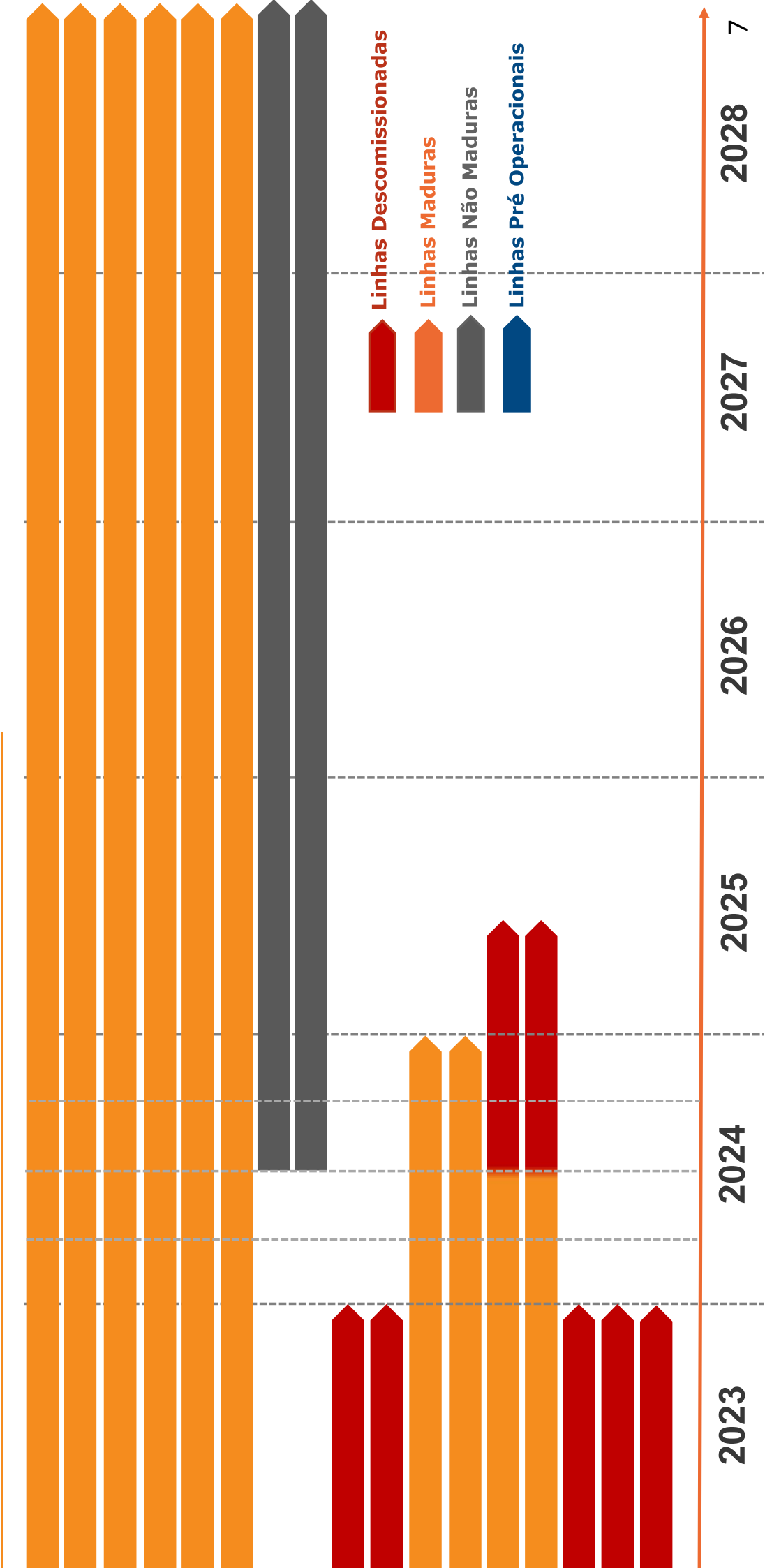
3T24

Potência média dos aerogeradores:
4,9MW

Categoria acima de 4,5 MW



Linhas de Produção



2023

2024

2025

2026

2027

2028

7


Linhas Descomissionadas

Linhas Maduras

Linhas Não Maduras

Linhas Pré Operacionais

Resultados 3T24

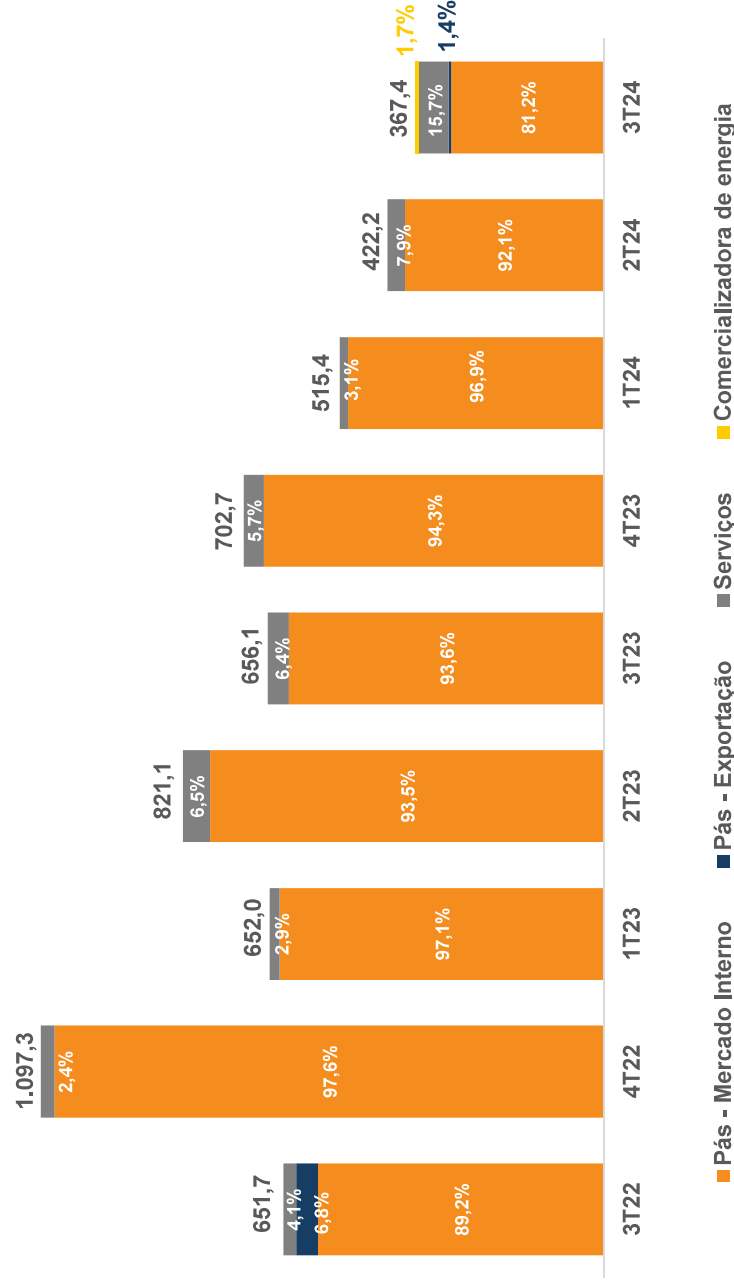
	RECEITA LÍQUIDA
	R\$ 367,4 milhões no 3T24 R\$ 1.305,1 milhões no 9M24

	EBITDA
	R\$ 27,4 milhões no 3T24 R\$ 140,4 milhões no 9M24

	INVESTIMENTOS
	R\$ 29,4 milhões no 3T24

	(PREJUÍZO) / LUCRO LÍQUIDO
	R\$ -56,7 milhões no 3T24

Receita Líquida (R\$ Milhões)



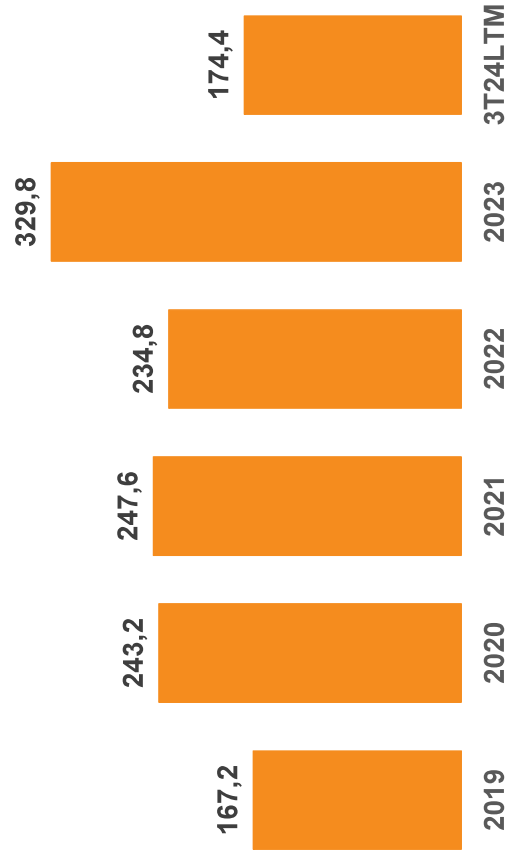
**Redução de 13,0%
(3T24 vs 2T24)**

- Descomissionamento de duas linhas
- Início de Ramp-up
- Queda na demanda

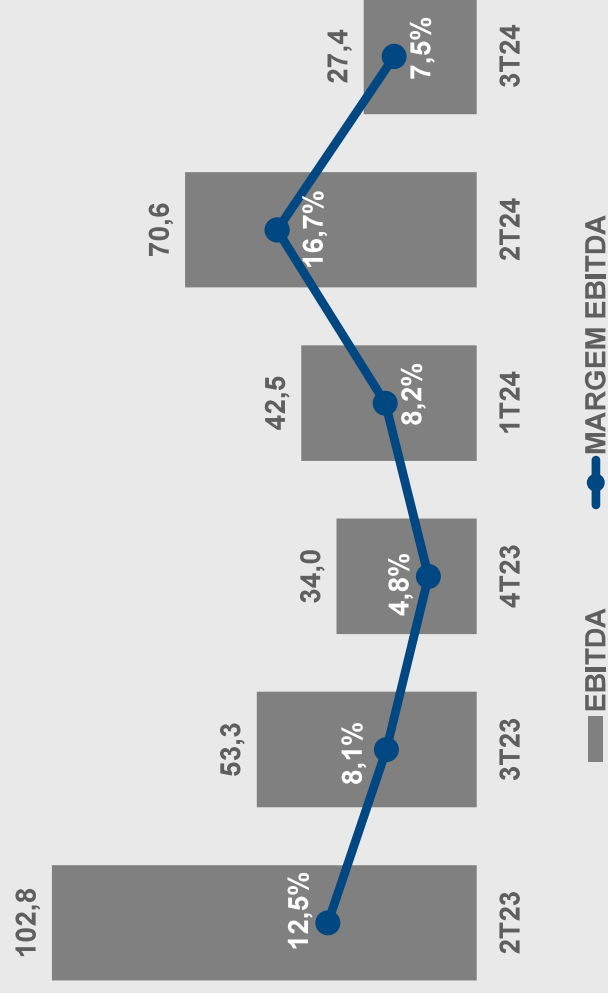
EBITDA (R\$ Milhões)



EBITDA LTM

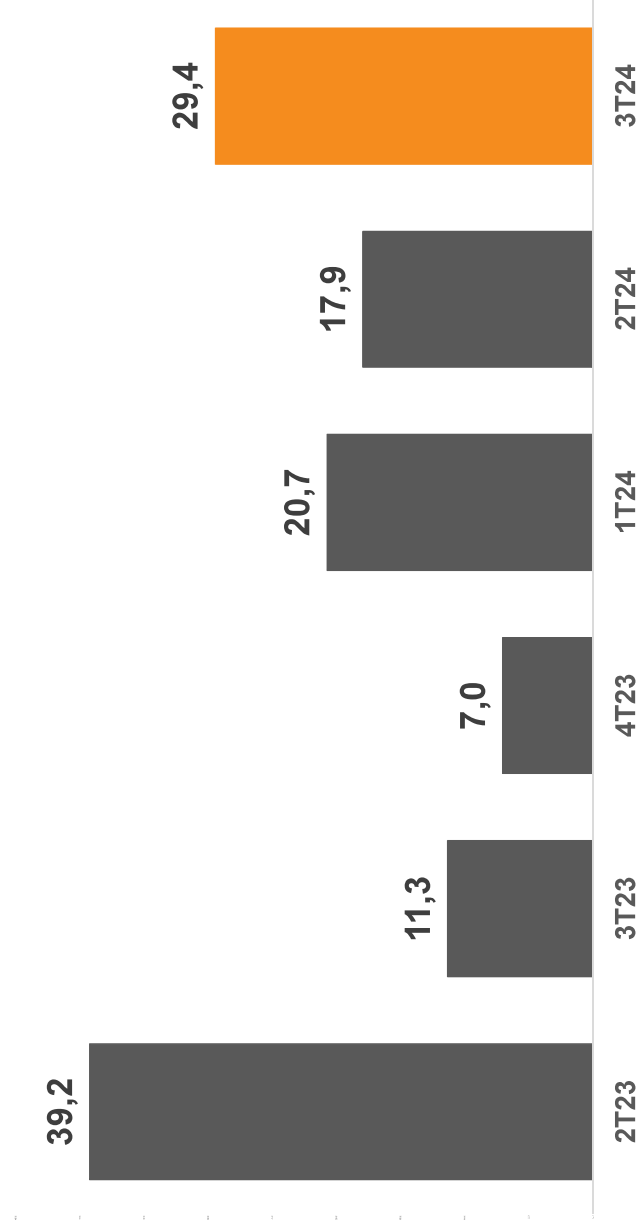


EBITDA Trimestre



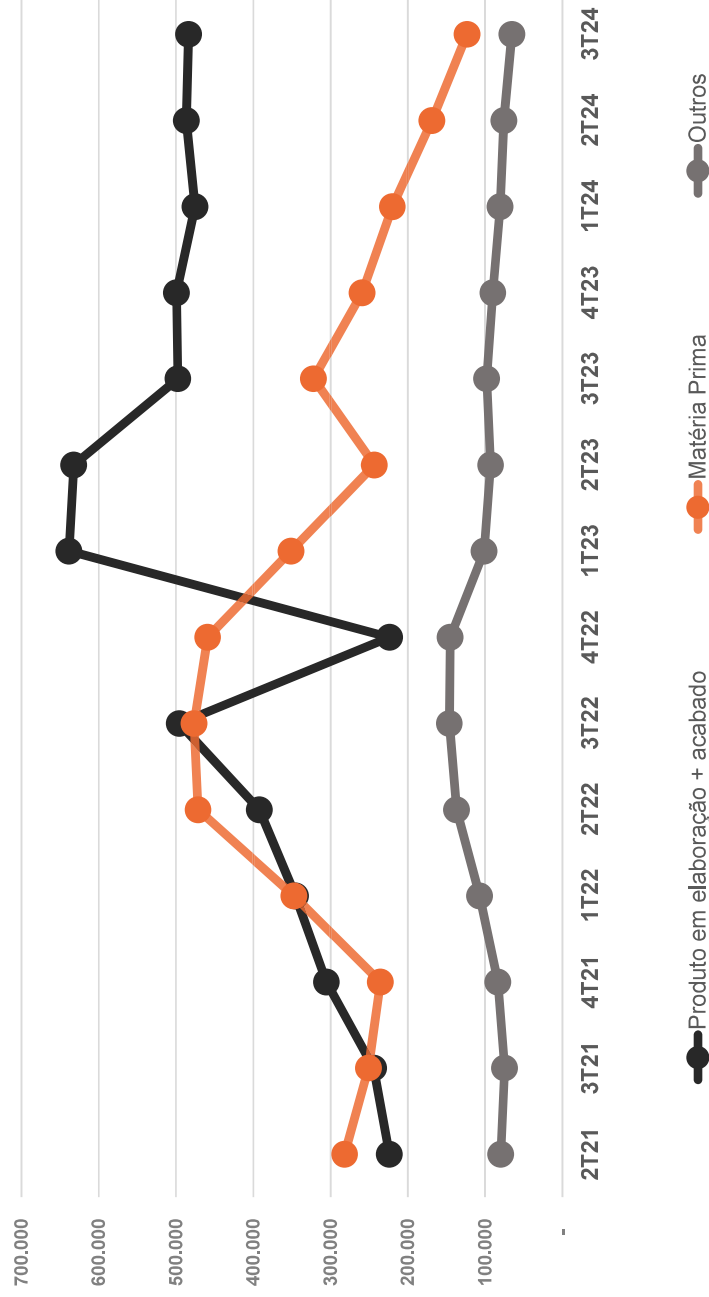
Principais efeitos no período: descomissionamento de duas linhas, ramp-up de duas novas linhas e diminuição de demanda

Investimentos (R\$ Milhões)



Investimentos em linha
com o previsto.

Estoque (R\$ Milhões)



3T24 vs 2T24

Redução de R\$ 45,5 milhões em matéria-prima

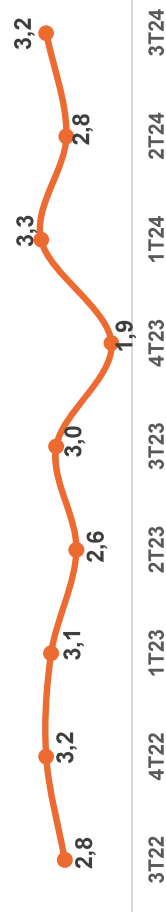
Redução de R\$ 3,2 milhões em produto em elaboração + acabado

Fluxo de Amortização das Dívidas (R\$ Milhões)

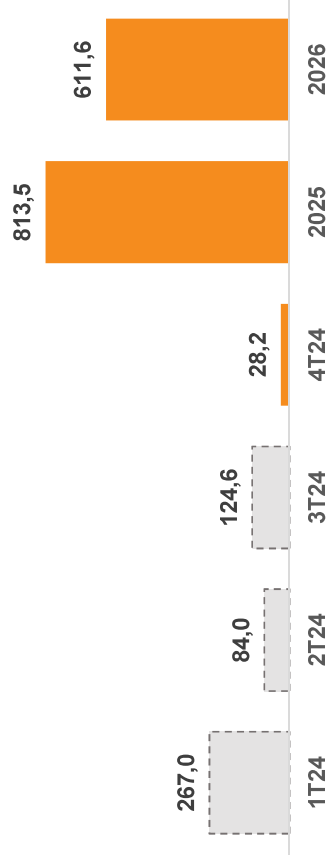


R\$ Milhões	2023	1T24	2T24	3T24
Dívida Bruta	1.696	1.476	1.544	1.483
Caixa	1.064	701	977	881
Dívida Líquida	633	775	552	562
EBITDA LTM	330	233	200	174
Alavancagem	1,9x	3,3x	2,8x	3,2x

Alavancagem

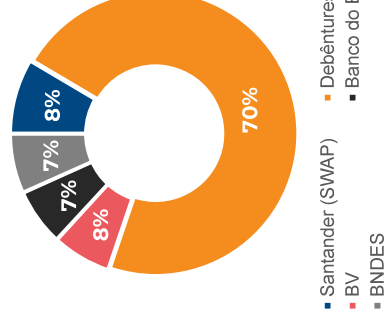


Fluxo de Amortização das Dívidas (R\$ milhões)

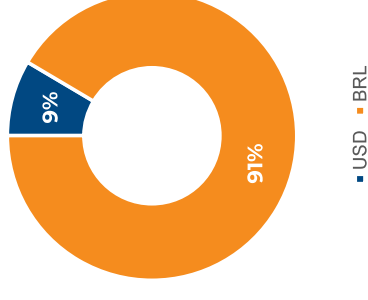


Perfil da Dívida

Por instrumento



Por moeda



Obrigado



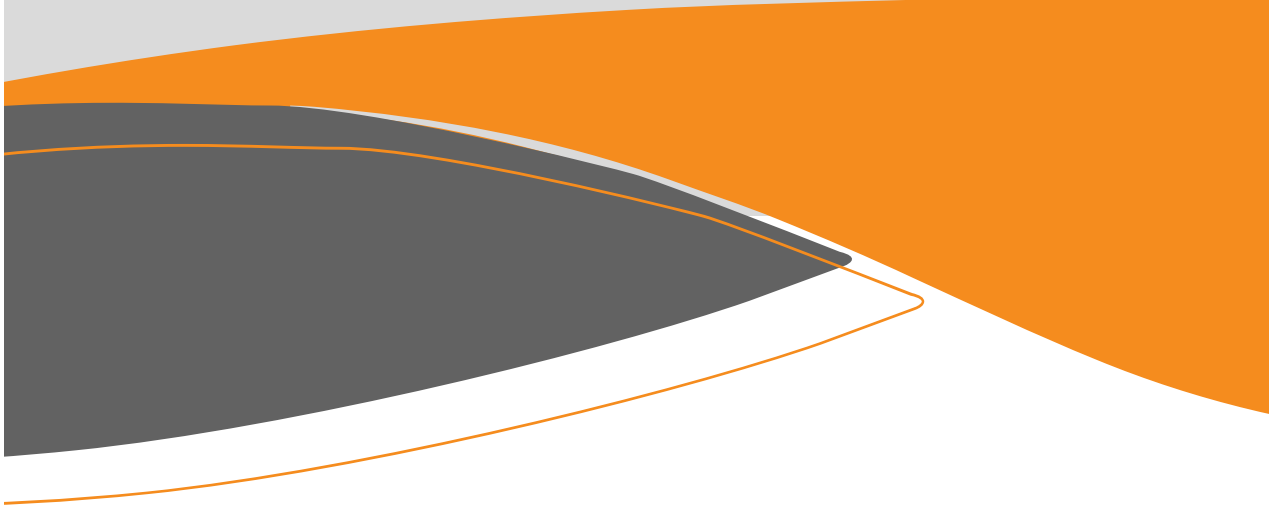
CONTATOS

ri@aerisenergy.com.br

(19)3705-2209



3Q24 Earning Release



3T2024

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 3Q24

2

Operational Performance

3

Results 3Q24

4

Q&A

5

Concluding Remarks

Highlights 3Q24



Services: Continuous Growth



Ramp-up of two new lines

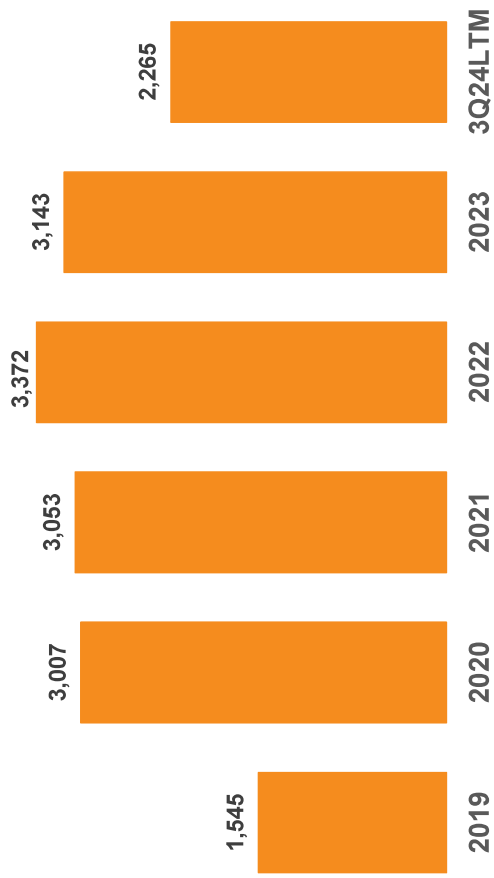


Resumption of Exports

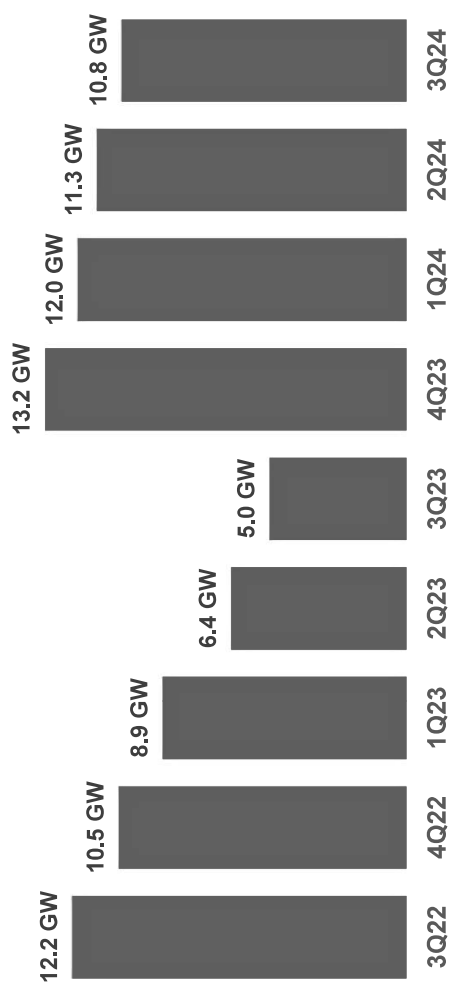
Operational Performance



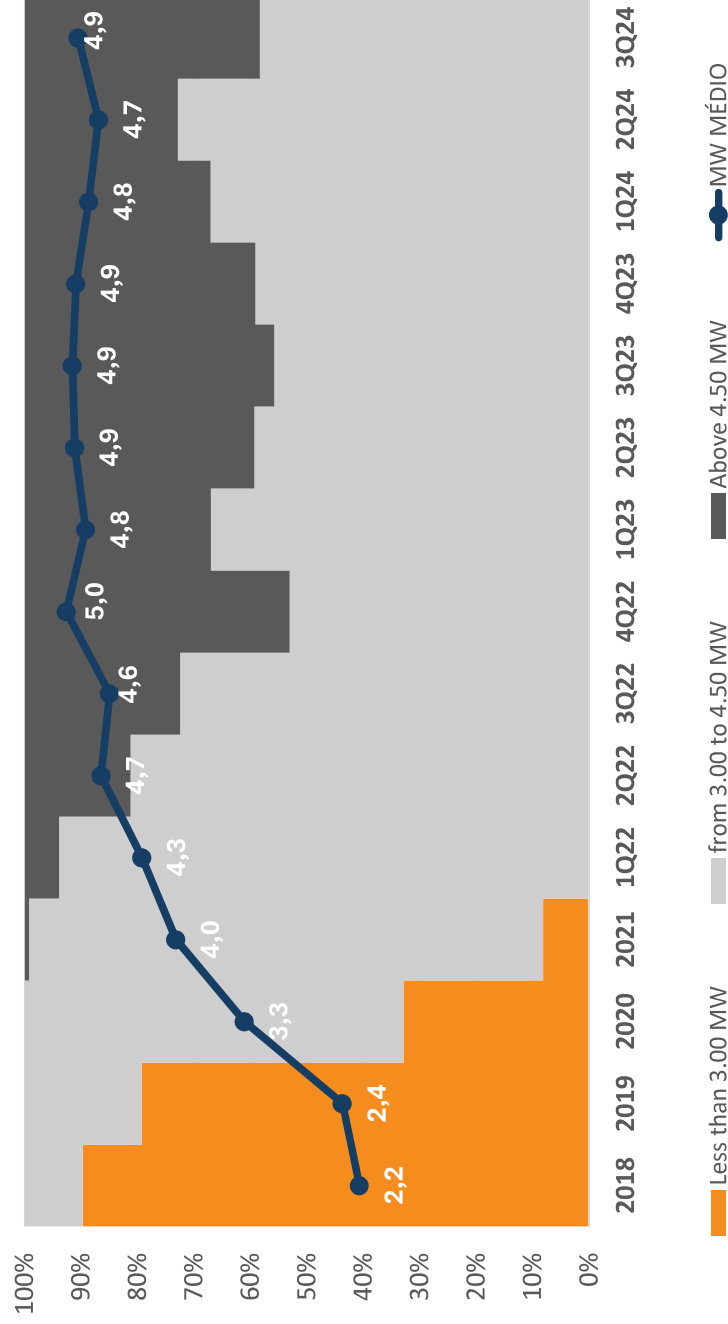
MW delivered (per year)



Potential Orders Covered by Long-Term Contracts



% Of Blades Invoices by Wind Turbine Category (MW)



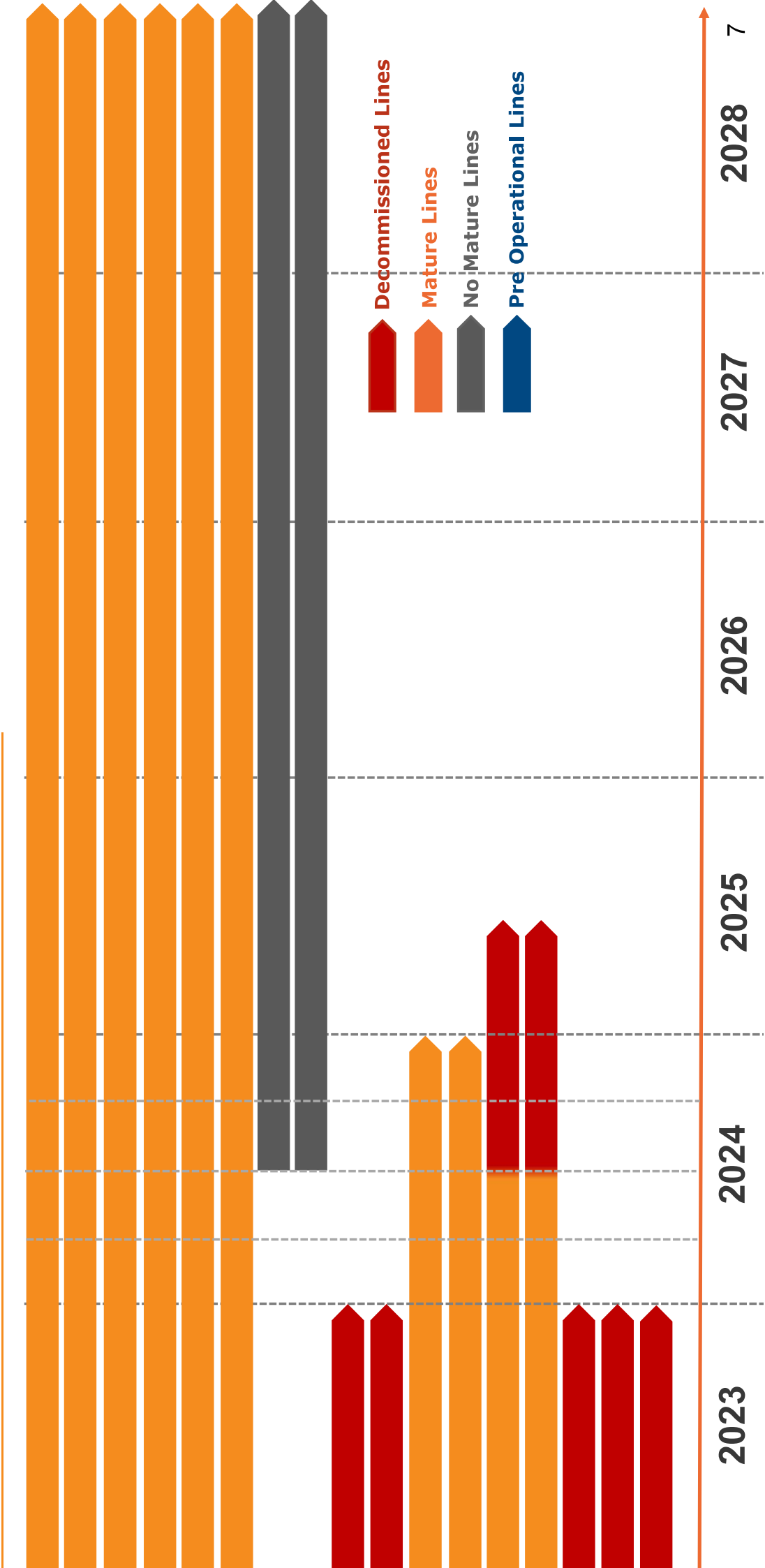
3Q24

Average Wind turbine power: 4.9 MW

Category above 4.5 MW



Production Lines




Results 3Q24

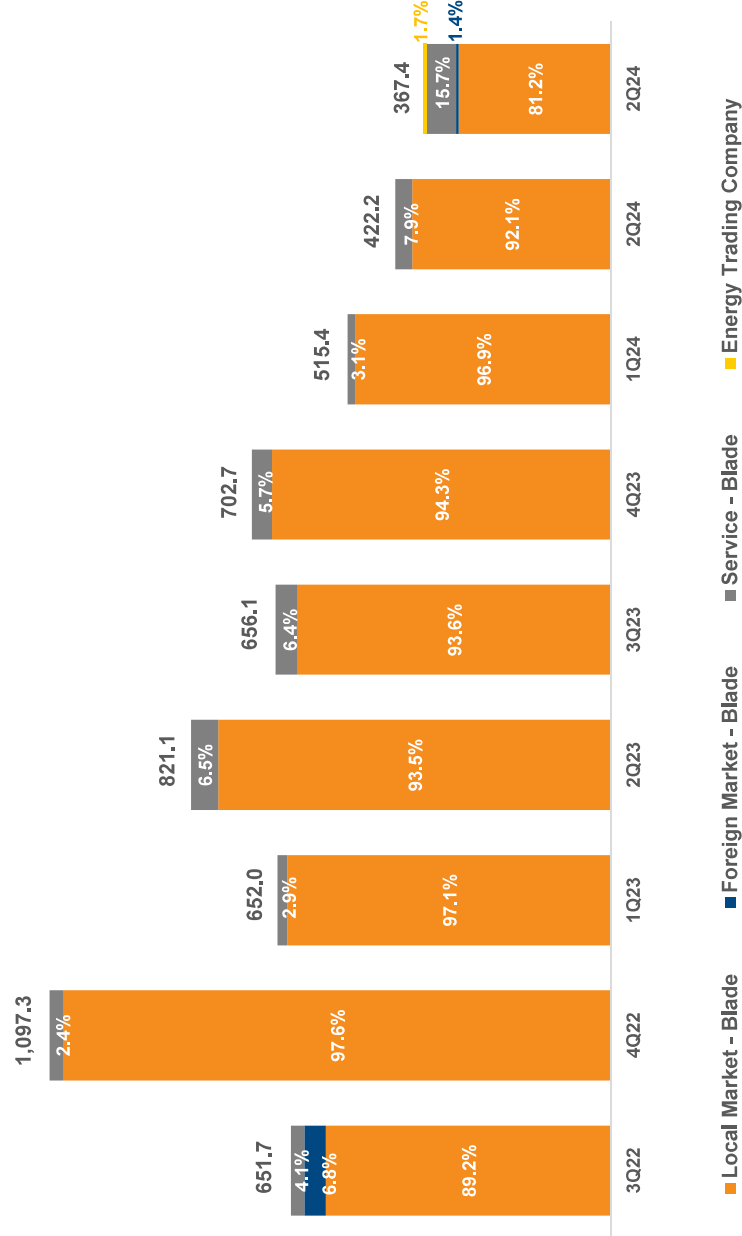
	NET REVENUE
R\$ 367.4 million in 3Q24	
R\$ 1,305.1 million in 9M24	

	EBITDA
R\$ 27.4 million in 3Q24	
R\$ 140,4 million in 9M24	

	INVESTMENTS
R\$ 29,4 million in 3Q24	

	(LOSS) / NET PROFIT
R\$ -56,7 million in 3Q24	

Net Revenue (R\$ Millions)



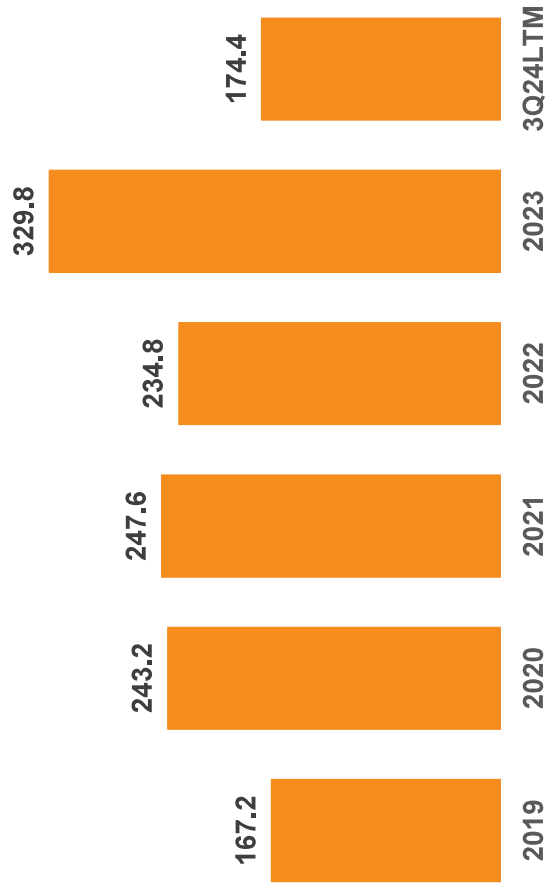
**Reduction 13.0%
(3Q24 vs 2Q24)**

- Decommissioning of two lines
- Start of Ramp-up
- Decrease in demand

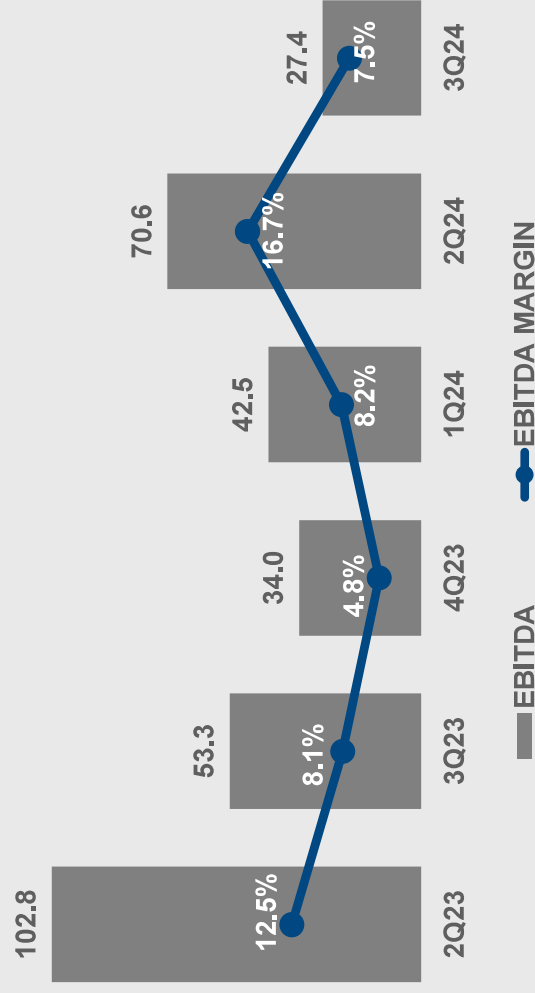
EBITDA (R\$ Millions)



EBITDA LTM

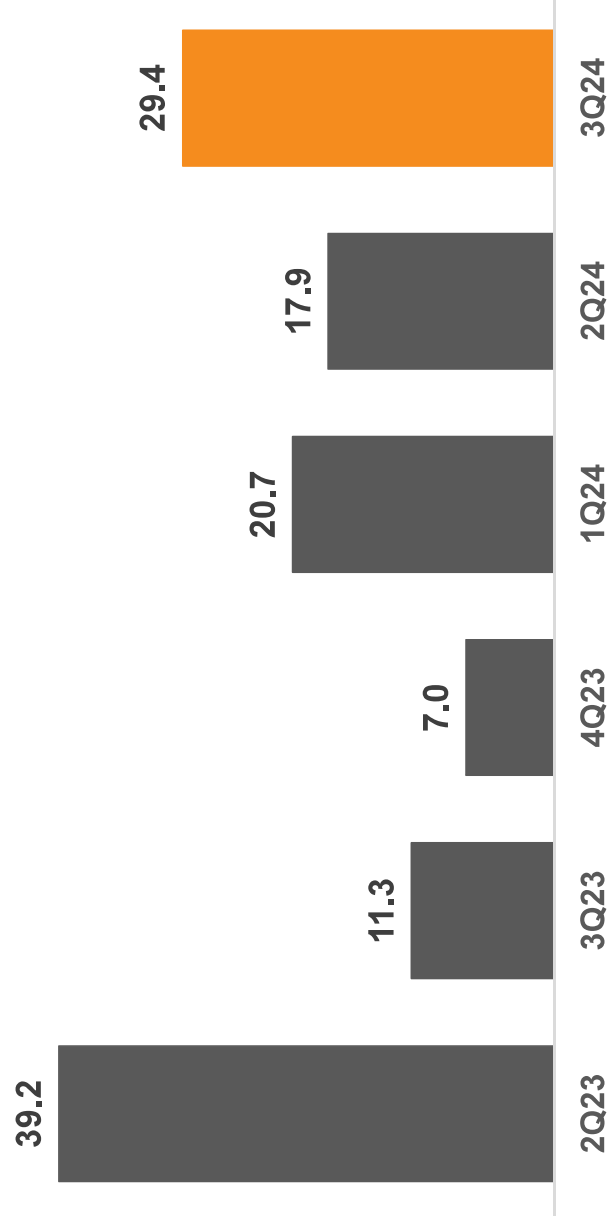


Quarterly EBITDA



Main effects during the period: decommissioning of two lines, ramp-up of two new lines, and decrease in demand.

Investment (R\$ Millions)



Inventories Evolution (R\$ Millions)



3Q24 vs 2Q24

Reduction of R\$ 45.5 million in raw materials

Reduction of R\$ 3.2 million in work-in-progress and finished goods

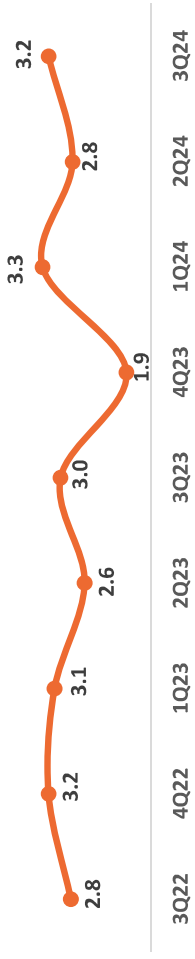


Amortization Of Debts Flow (R\$ Millions)

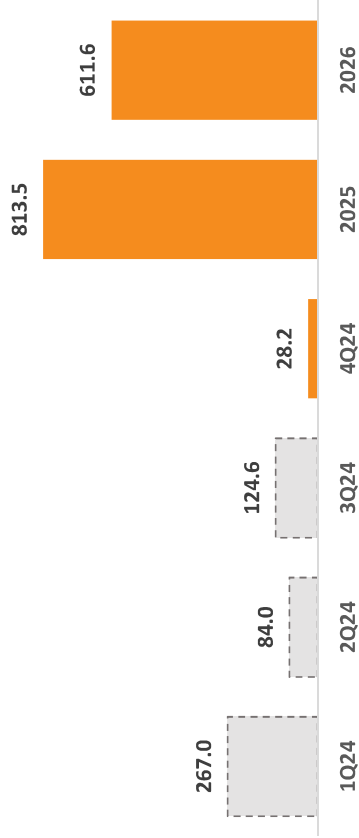


R\$ Millions	2023	1Q24	2Q24	3Q24
Gross Debts	1,696	1,476	1,544	1,483
Cash	1,064	701	977	881
Net Debt	633	775	552	562
EBITDA LTM	330	233	200	174
Leverage	1.9x	3.3x	2.8x	3.2x

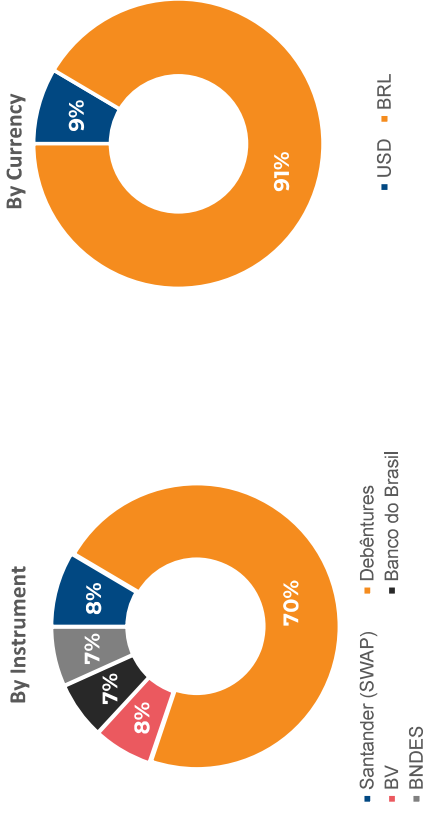
Leverage



Debt Amortization Flow (R\$ million)



Debt Profile



Thank you



CONTACTS

ri@aerisenergy.com.br

(19)3705-2209