



# 4T24 e 2024

## Divulgação de Resultados

2024

# 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 2024
- 2** Desempenho Operacional
- 3** Resultados 4T24 e 2024
- 4** Q&A
- 5** Considerações Finais

# Destques 2024



**Aeris Services: Crescimento  
Contínuo**



**Ramp-up de duas linhas**

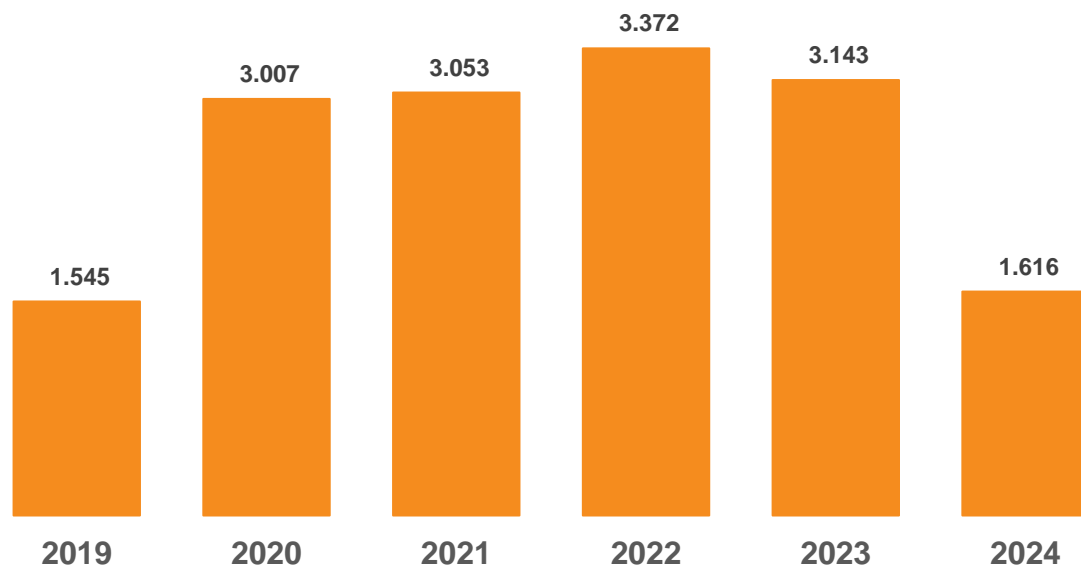


**Mercado:**

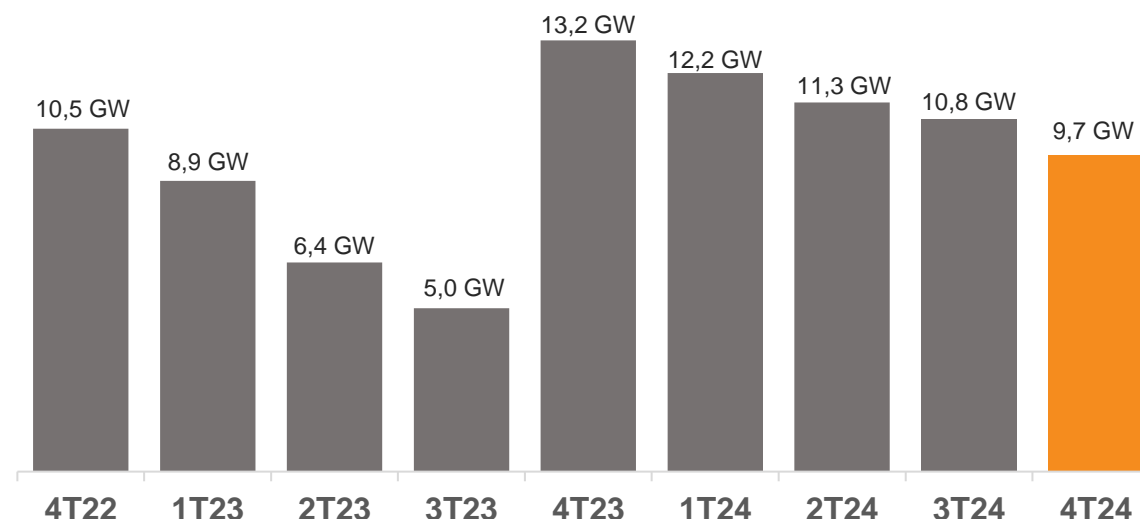
- **Exportações**
- **Incentivos**

# Desempenho Operacional

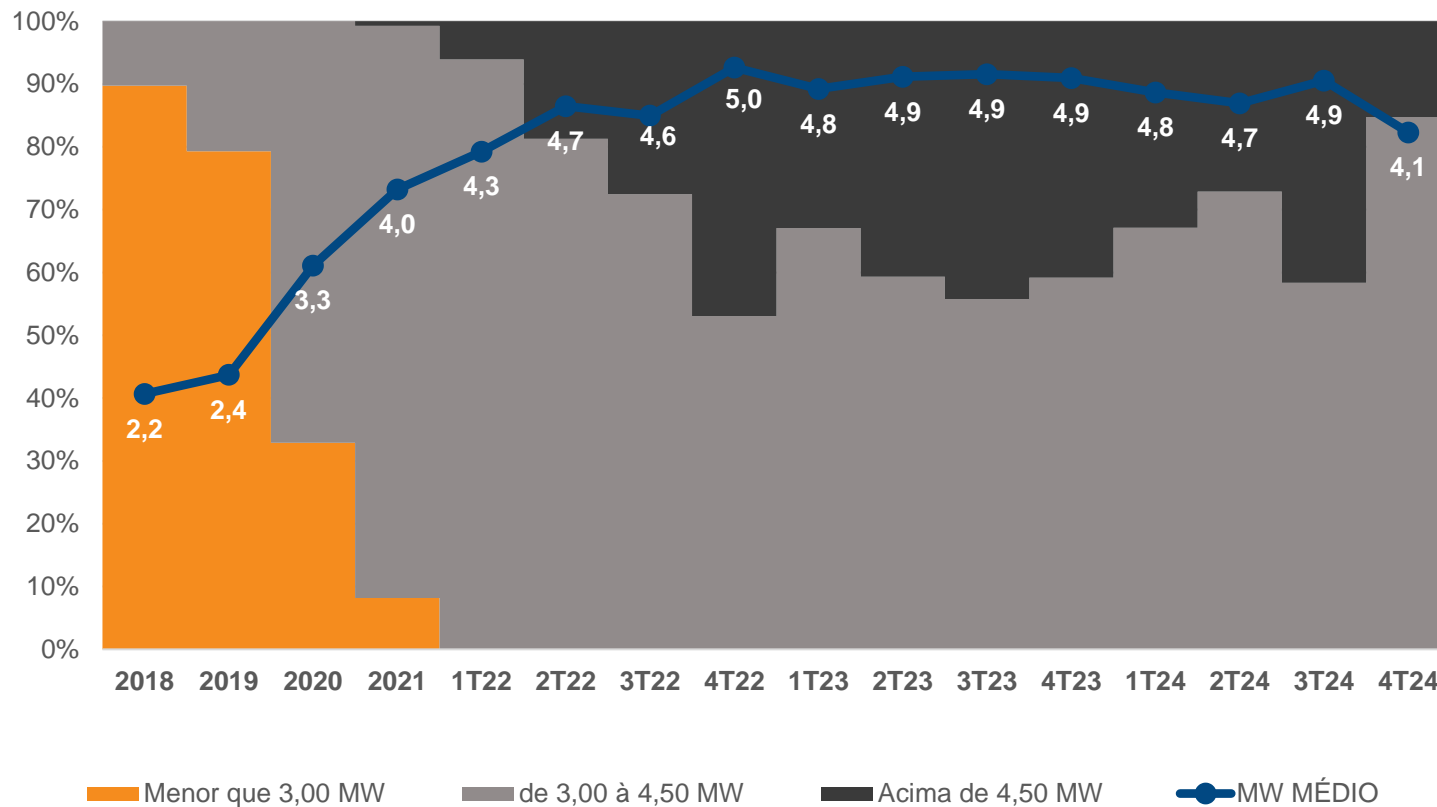
MW entregue (por ano)



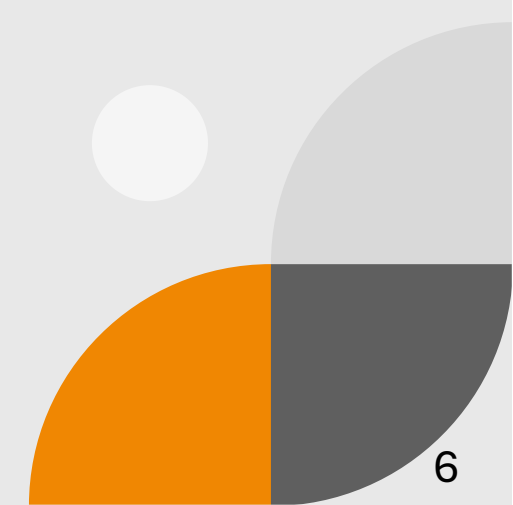
Potencial Máximo de Ordens Cobertas por Contratos de longo Prazo



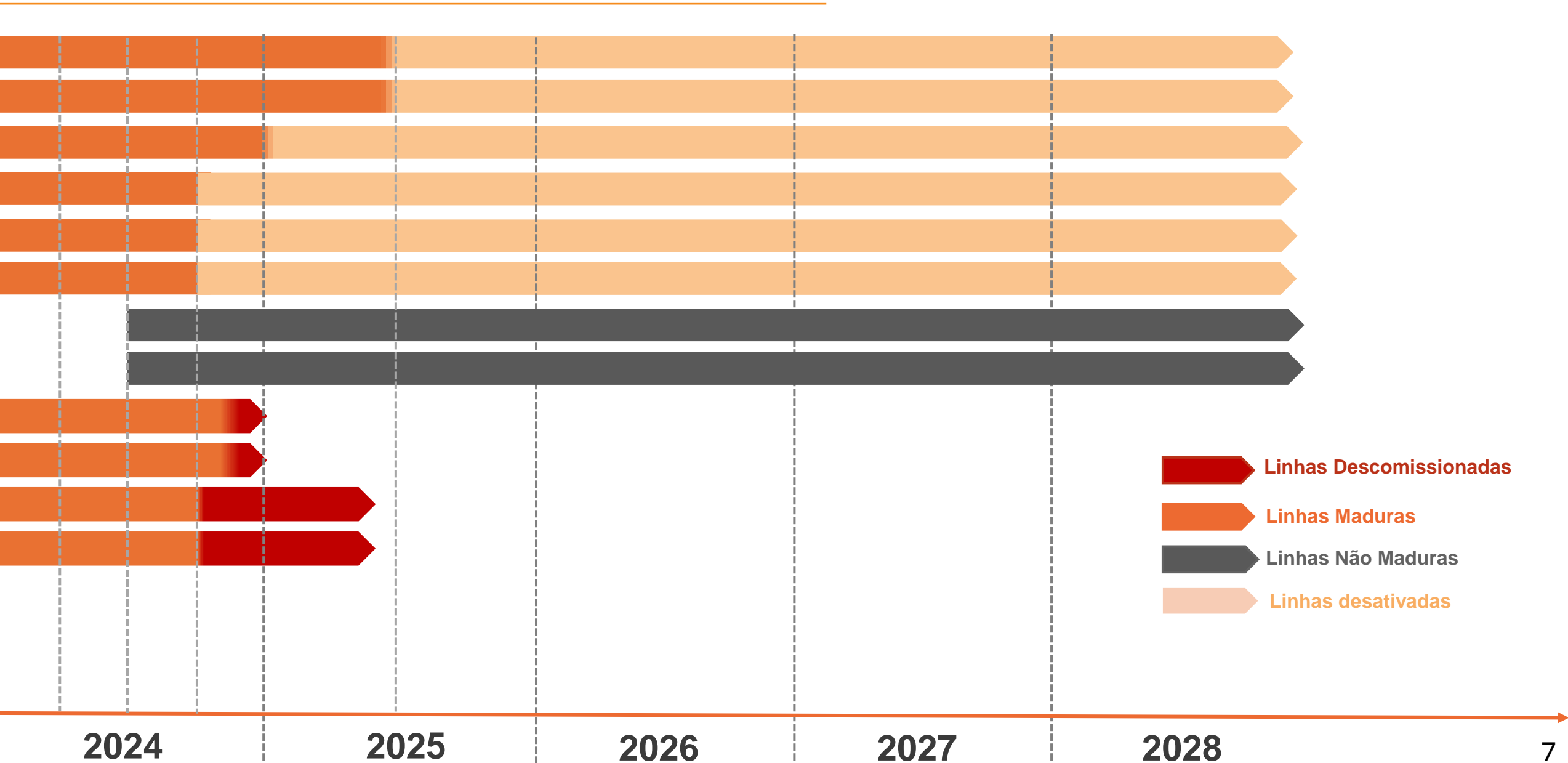
# % de Pás Faturadas Por Categorias de Aerogerador (MW)



Potência média dos aerogeradores:  
4,1 MW



# Linhas de Produção



# Resultados 4T24 e 2024



## RECEITA LÍQUIDA

R\$ 211,4 milhões no 4T24  
R\$ 1.516,5 milhões no 2024



## EBITDA

R\$ -1,6 milhões no 4T24  
R\$ 138,8 milhões no 2024



## INVESTIMENTOS

R\$ 93,9 milhões no 2024

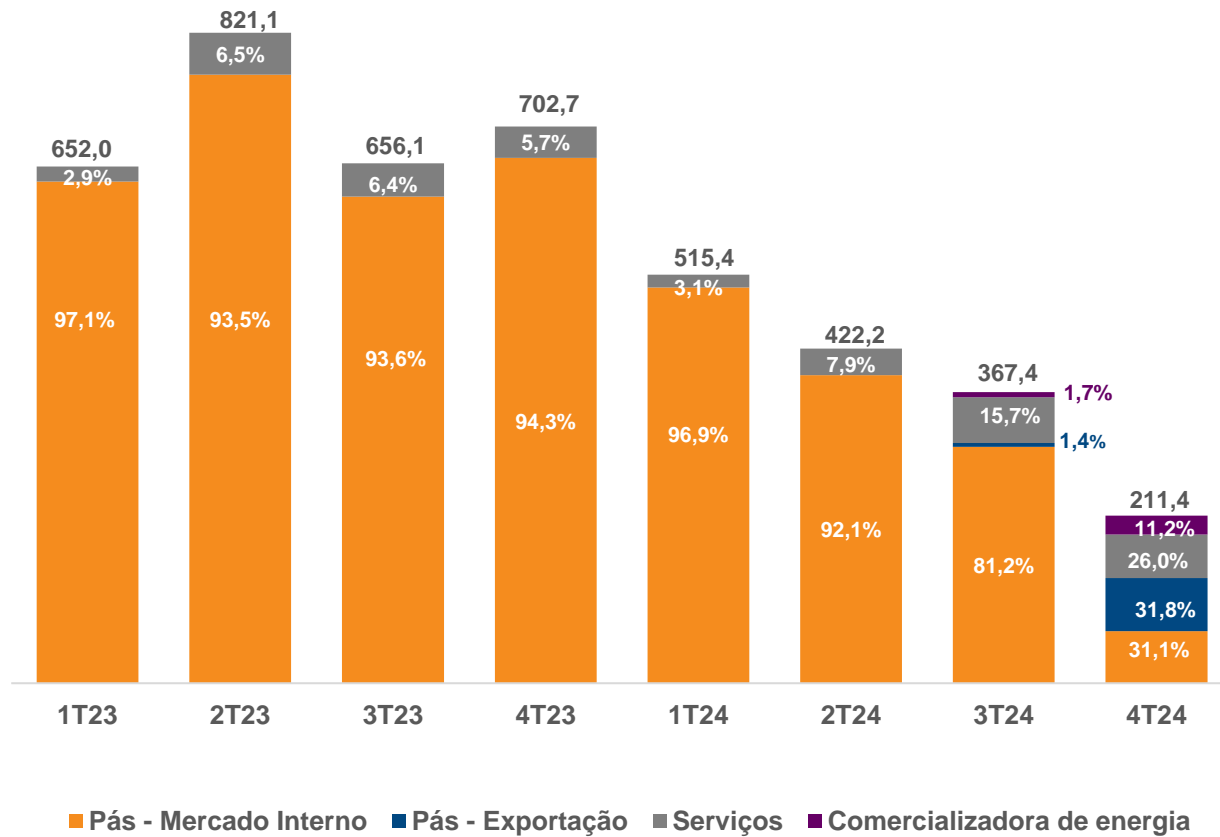


## (PREJUÍZO) / LUCRO LÍQUIDO

R\$ -833,1 milhões no 4T24  
R\$ -934,1 milhões no 2024



# Receita Líquida (R\$ Milhões)



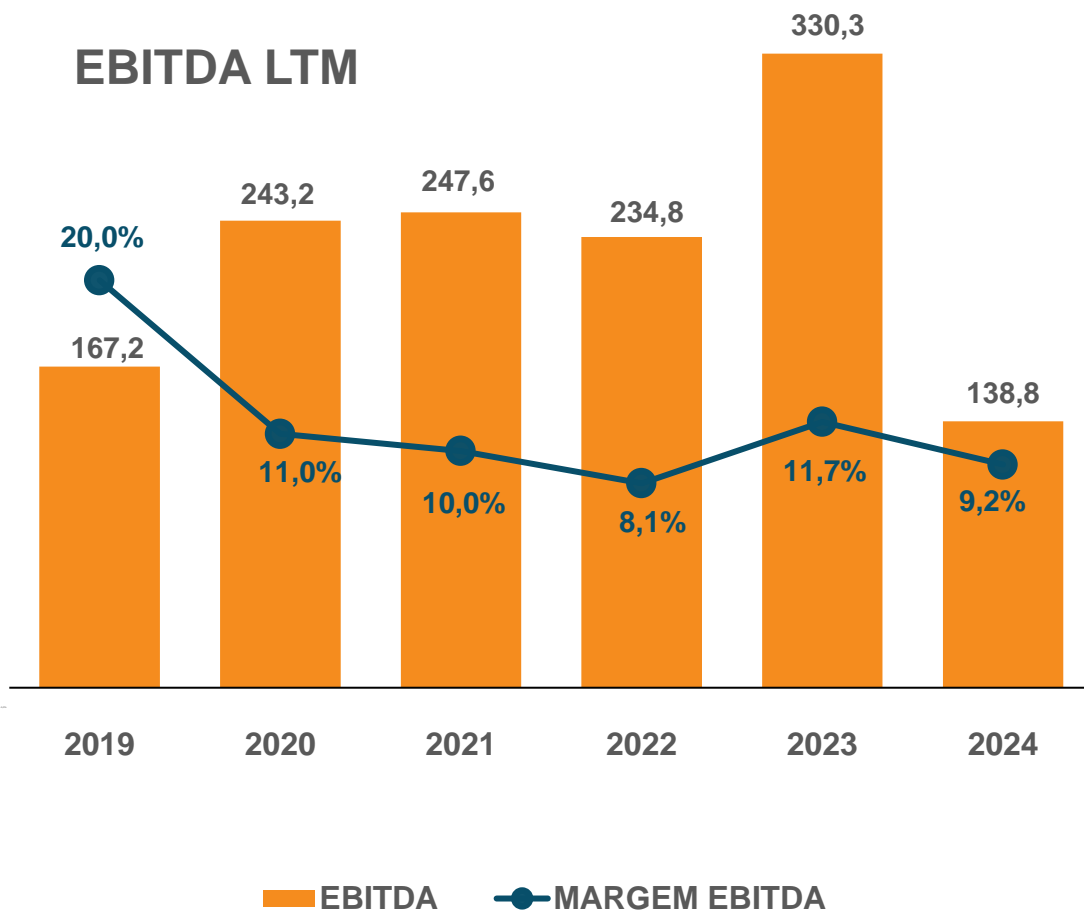
(2024 vs 2023)  
Redução de 46,5%

(4T24 vs 3T24)  
Redução de 42,5%

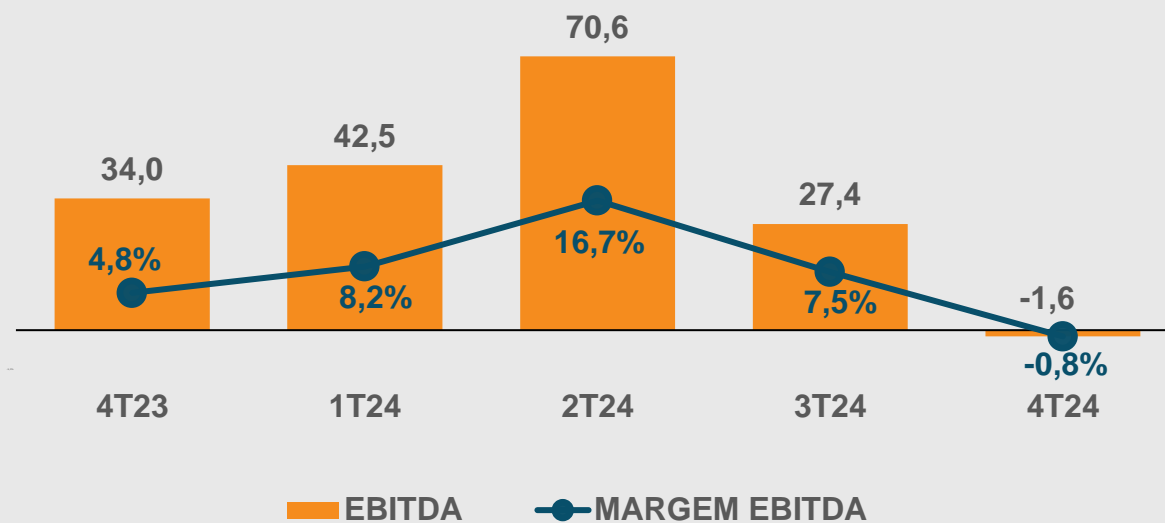
- Descomissionamento e desativação de linhas
- *Ramp-up* de duas novas linhas
- Diversificação da receita

# EBITDA<sup>1</sup> (R\$ Milhões)

## EBITDA LTM

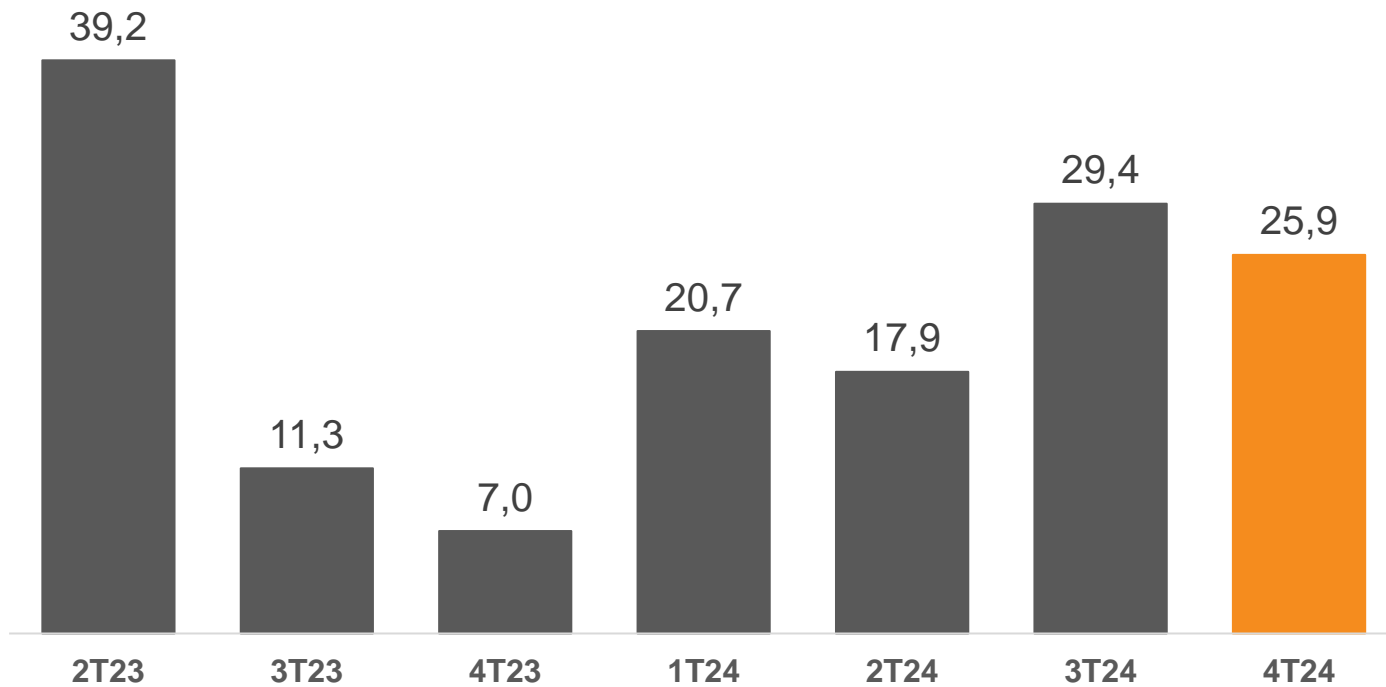


## EBITDA Trimestre



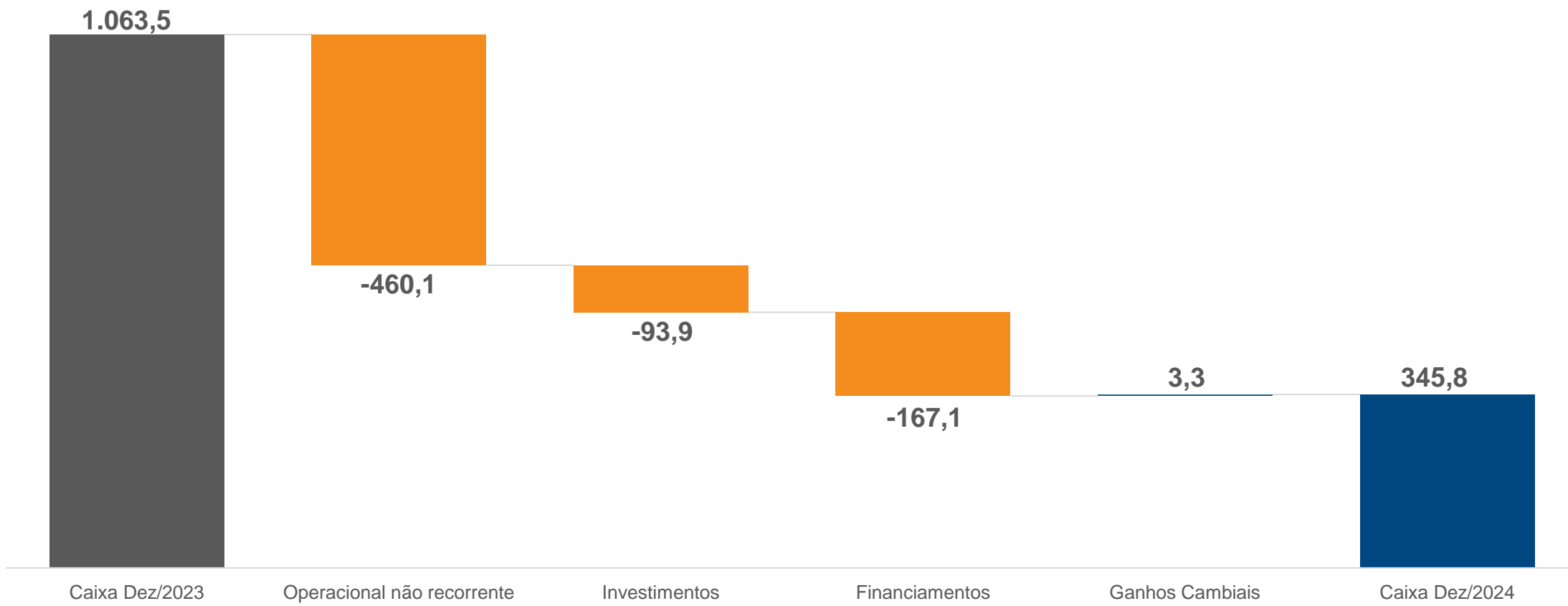
<sup>1</sup> EBITDA e Margem ajustados

# Investimentos (R\$ Milhões)

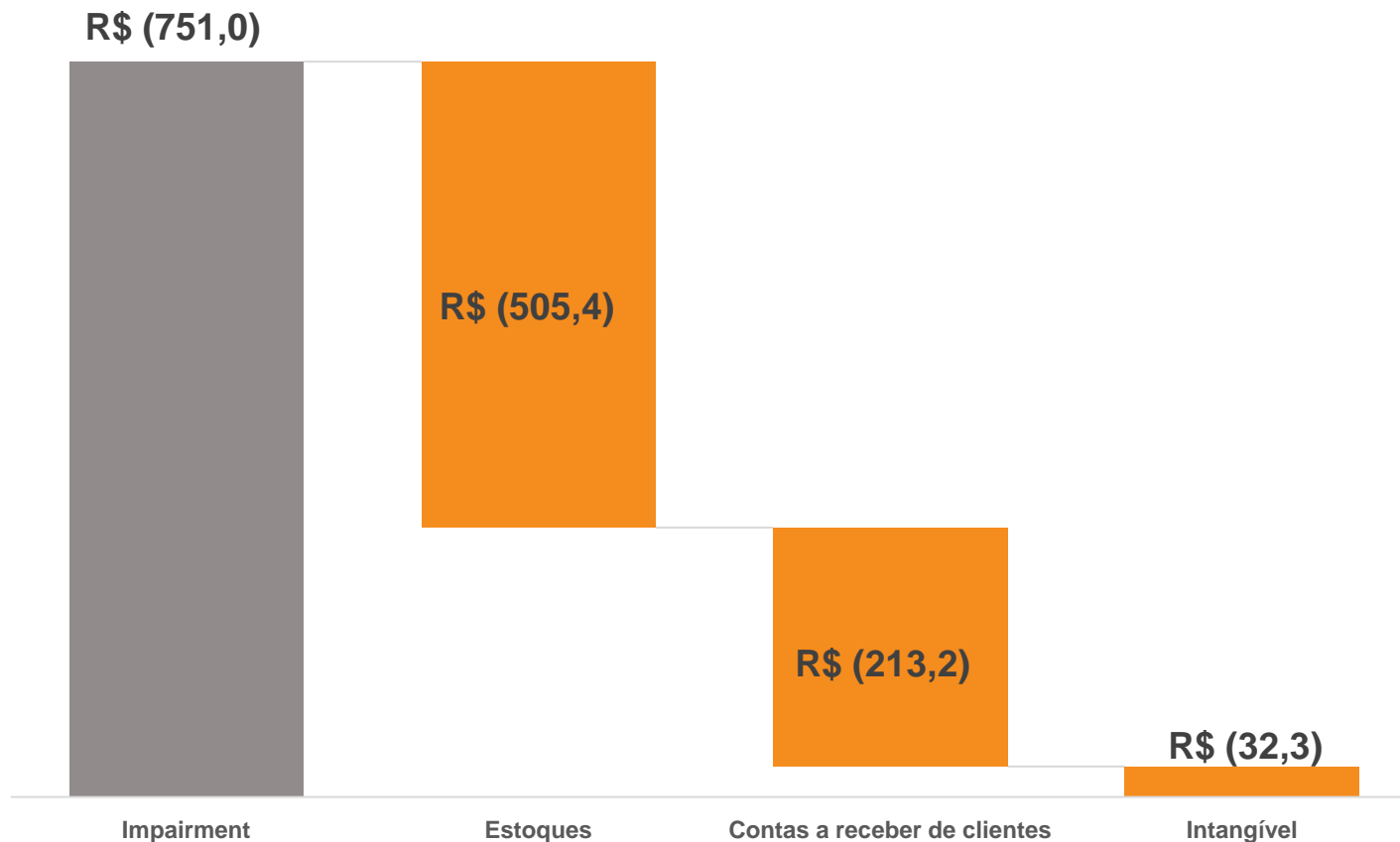


Investimentos em linha com o previsto.

# Fluxo de Caixa (R\$ Milhões)



# Impairment



**Estoques:** perda de produtos em WIP (*Work in Process*) e à descontinuidade de contratos, que afetou uma parte dos materiais, especialmente matéria-prima.

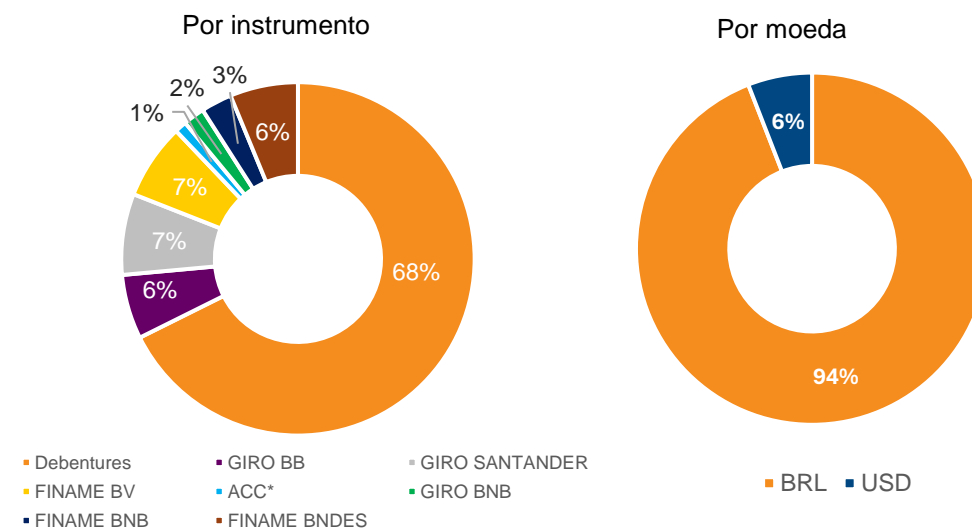
**Cientes:** provisões para perdas relacionadas a contratos descontinuados

**Intangível:** *phase-out* de um projeto descontinuado, que inicialmente previa a entrega de 1.168 pás, mas foram entregues apenas 440 pás

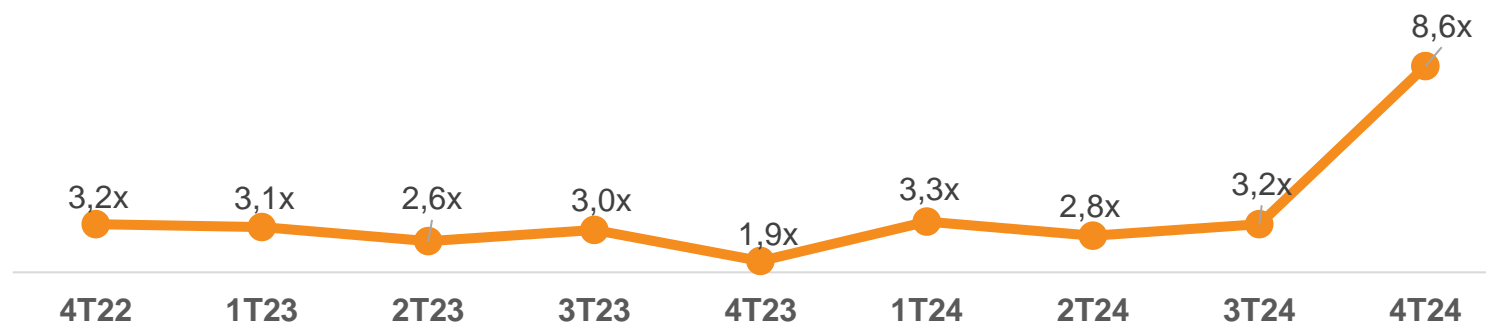
# Endividamento

(RS em milhões)	2023	1T24	2T24	3T24	4T24
Dívida Bruta	1.696	1.476	1.529	1.444	1.557
Caixa + Instrumento Financeiros	1.064	701	977	881	368
Dívida Líquida	633	775	537	553	1.189
EBITDA	330	233	200	174	139
<b>Alavancagem</b>	<b>1,9x</b>	<b>3,3x</b>	<b>2,7x</b>	<b>3,2x</b>	<b>8,6x</b>

## Perfil da Dívida



## Alavancagem



# Obrigado



**CONTATOS**

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**(19)3705-2209**



# 4Q24 and 2024 Earning Release

2024



## 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 2024

**2** Operational Performance

**3** Results 4Q24 and 2024

**4** Q&A

**5** Concluding Remarks

# Highlights 2024



**Services: Continuous Growth**



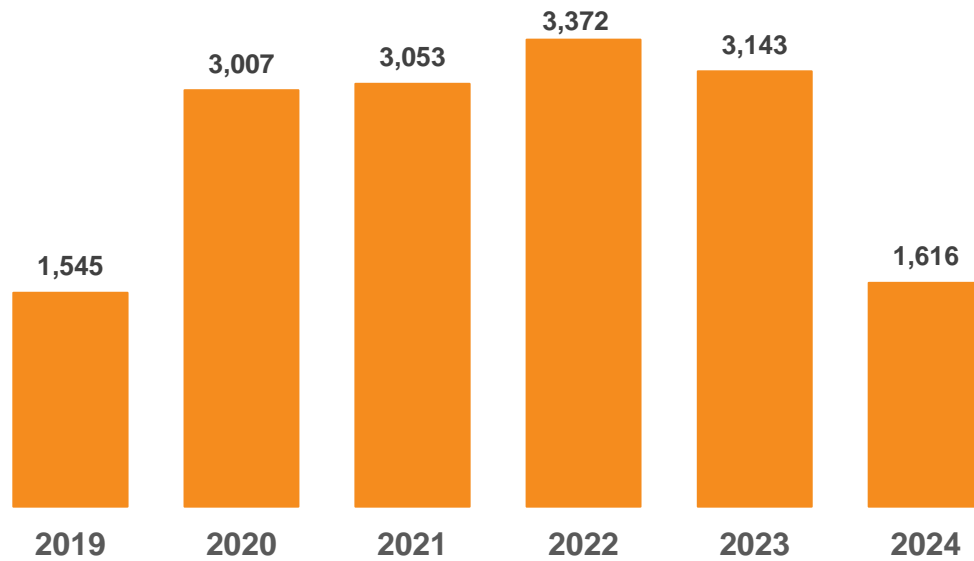
**Ramp-up of two new lines**



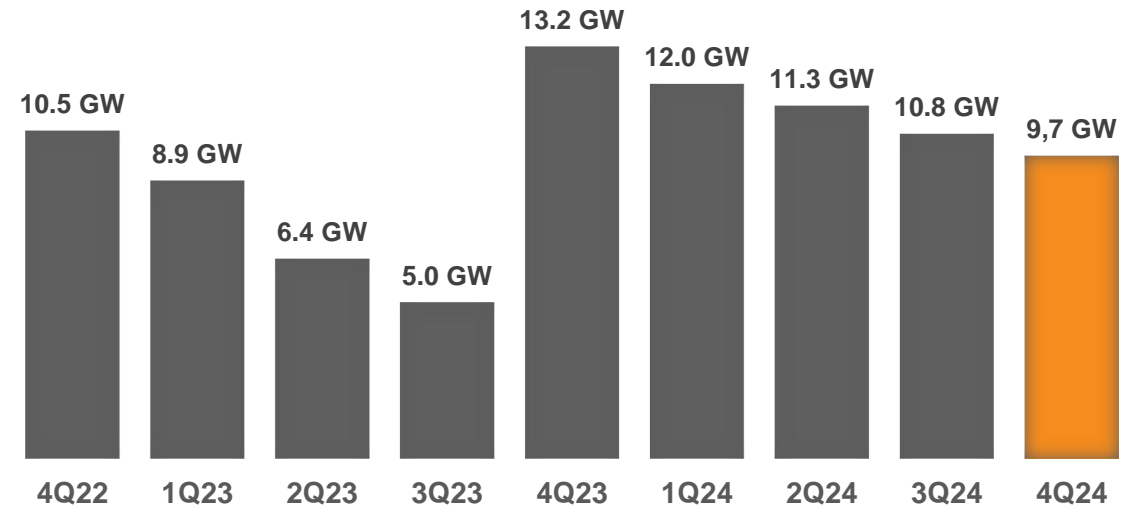
**Market:  
Exports  
Incentives**

# Operational Performance

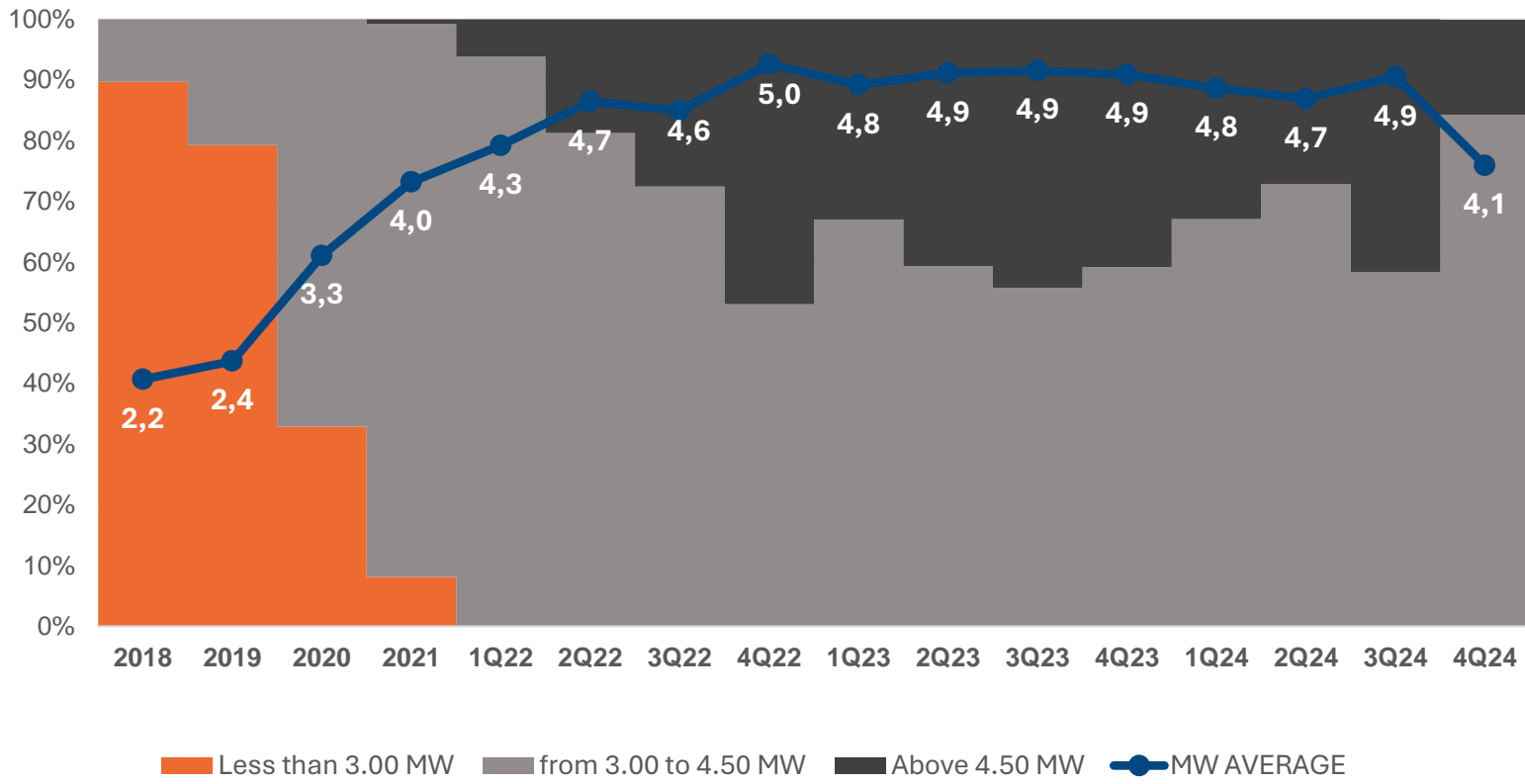
MW delivered (per year)



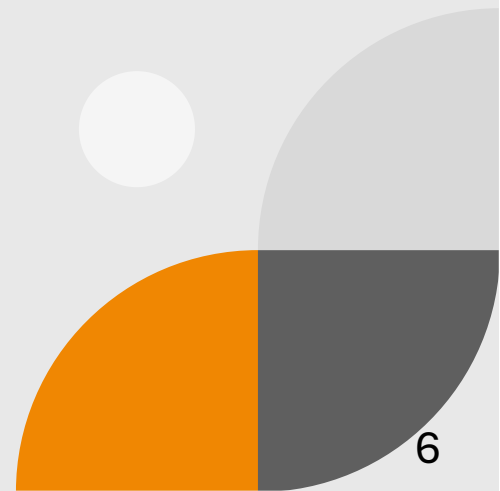
Potential Ordens Covered by Long-Term Contracts



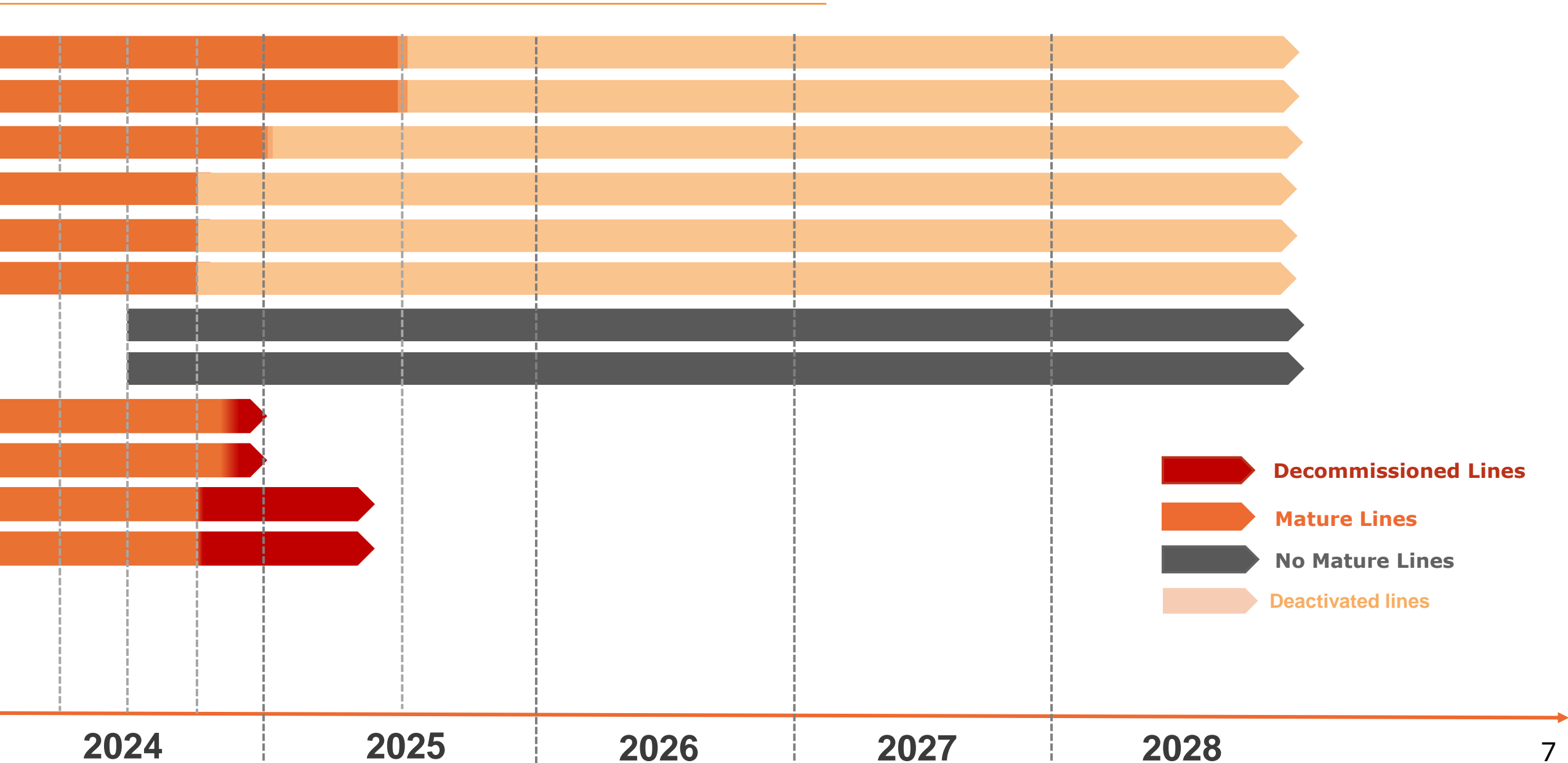
# % Of Blades Invoices by Wind Turbine Category (MW)



Average power of the wind turbines:  
4.1 MW



# Production Lines



# Results 4Q24 and 2024



## NET REVENUE

R\$ 211.4 million in 4Q24  
R\$ 1,516.5 million in 2024



## EBITDA

R\$ -1.6 million in 4Q24  
R\$ 138.8 million in 2024



## INVESTMENTS

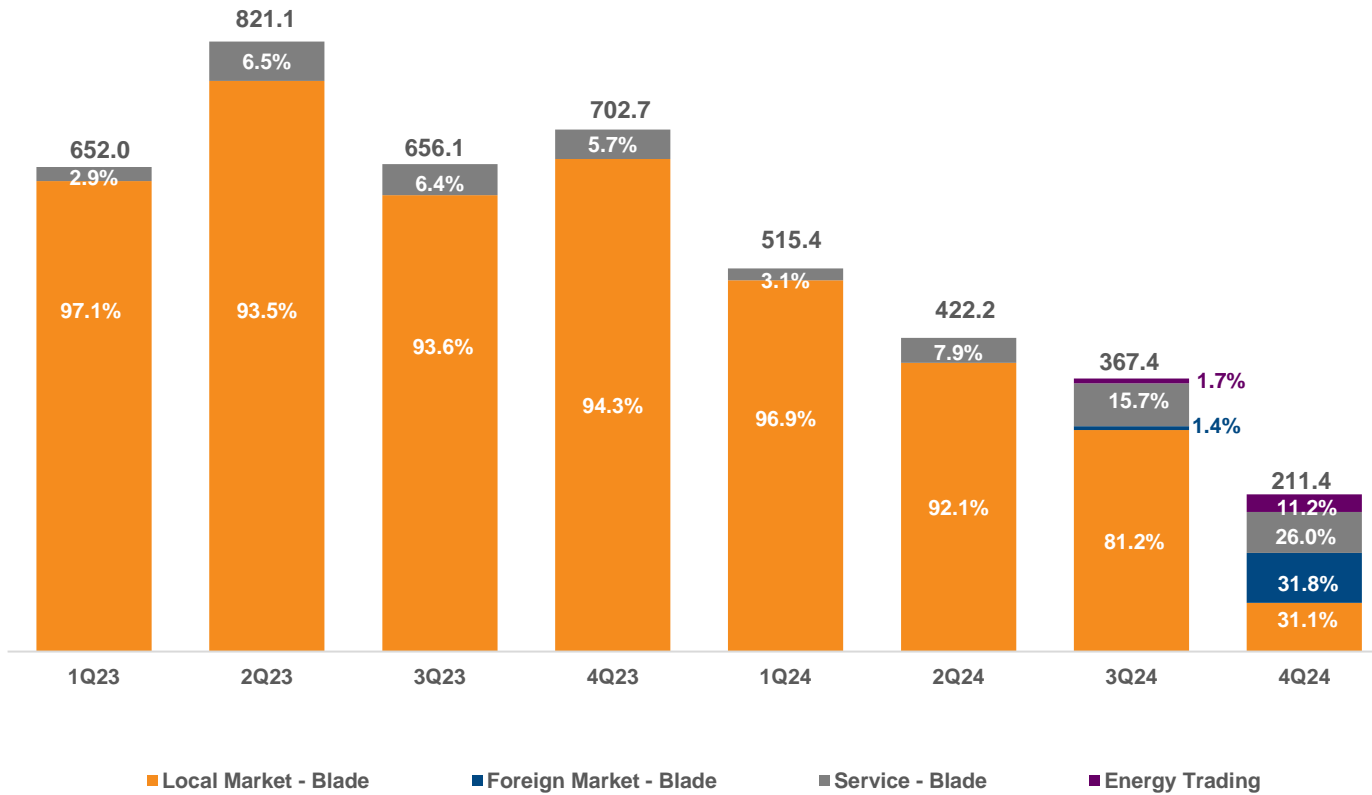
R\$ 93.9 million in 2024



## (LOSS) / NET PROFIT

R\$ -833.1 million in 4Q24  
R\$ -934.1 million in 2024

# Net Revenue (R\$ Millions)



**(2024 vs 2023)  
Reduction of 46.5%**

**(4Q24 vs 3Q24)  
Reduction of 42.5%**

Decommissioning and deactivation of lines

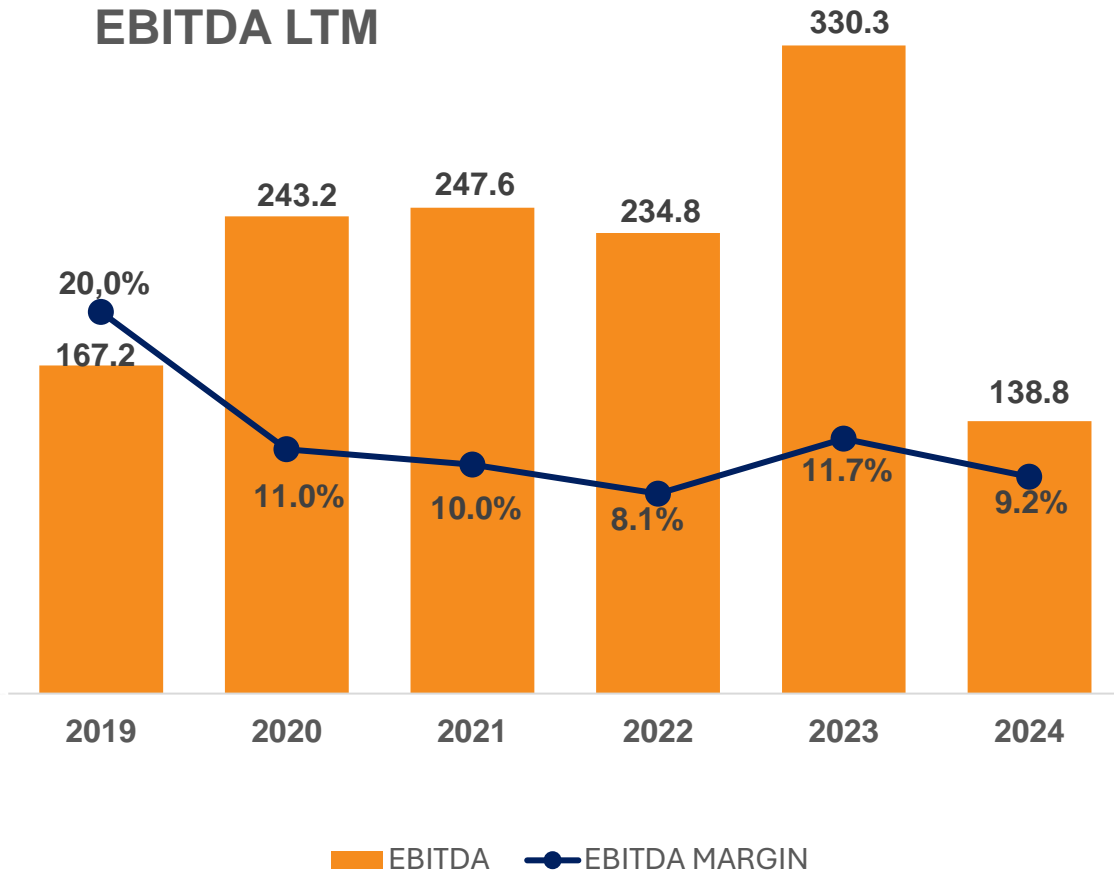
Ramp-up of two new lines

Revenue diversification

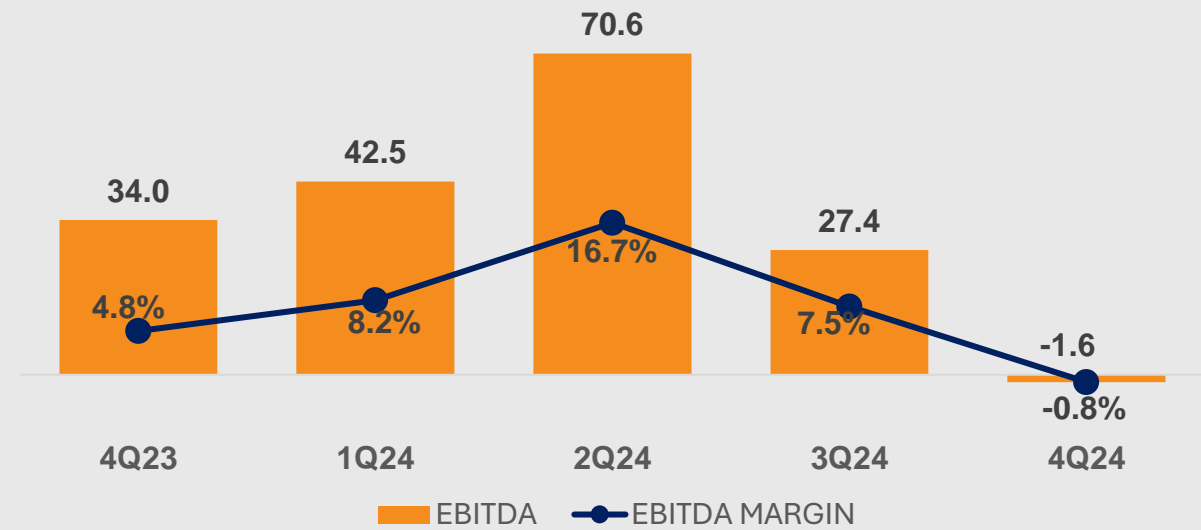


# EBITDA (R\$ Millions)

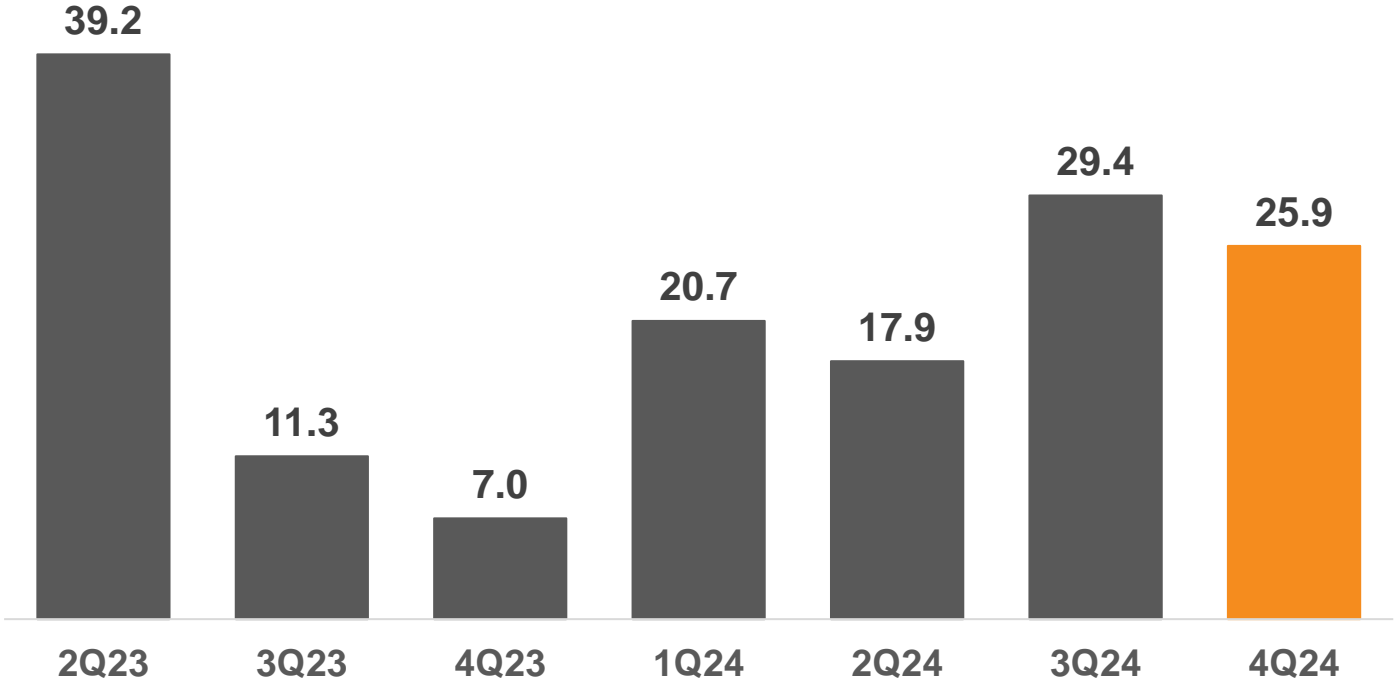
## EBITDA LTM



## Quartely EBITDA

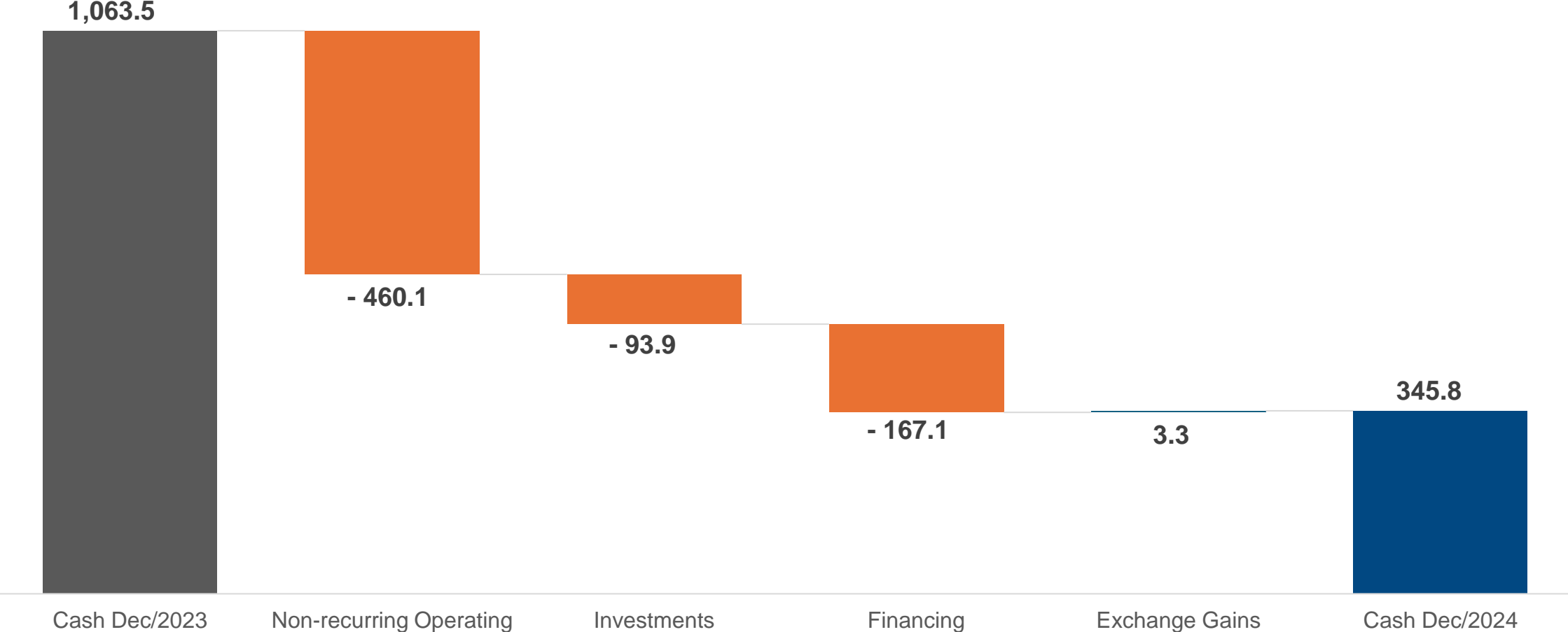


# Investment (R\$ Millions)

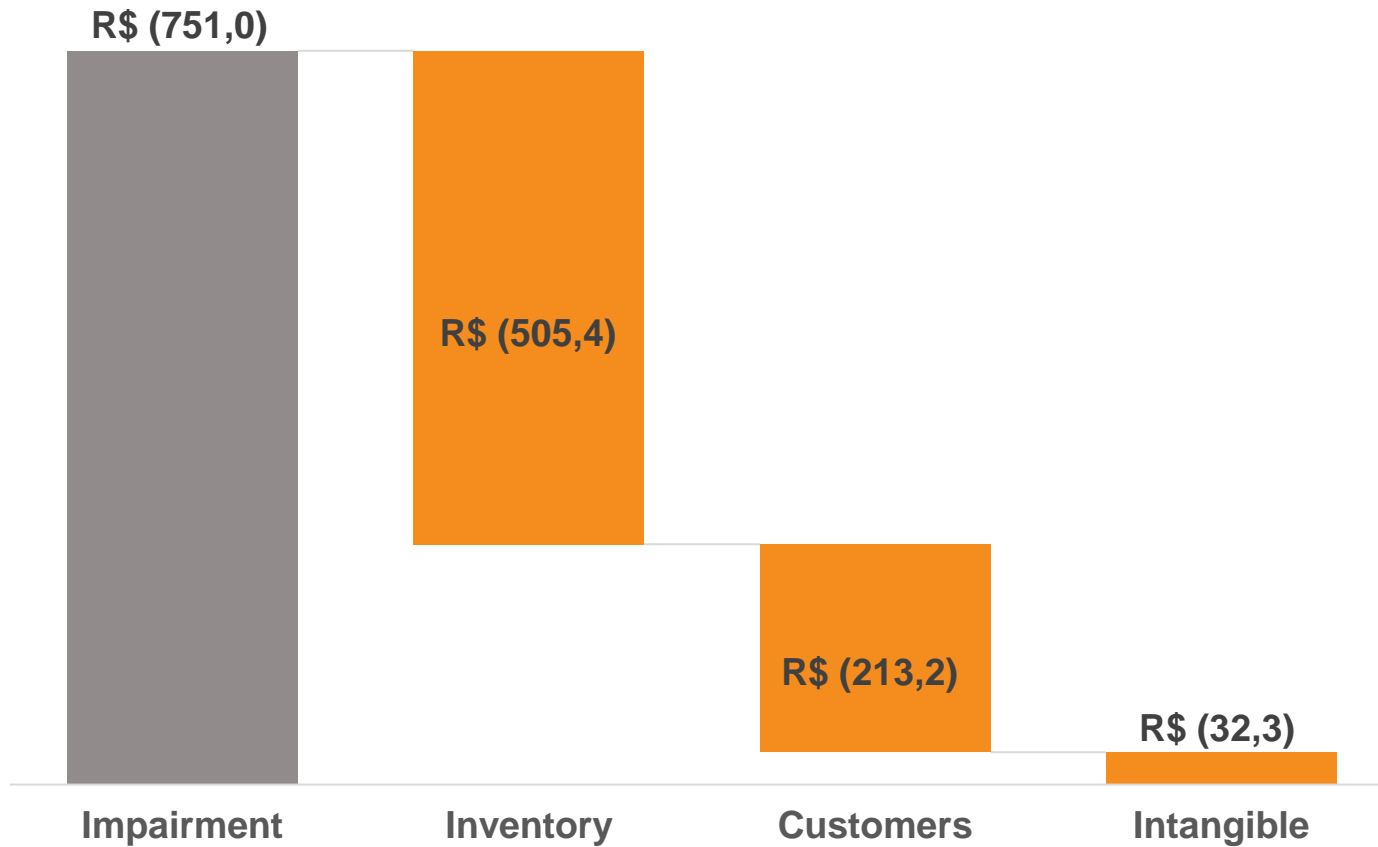


Investments in line with the budget

# Cash Flow (R\$ millions)



# Impairment



**Inventory:** loss of products in WIP (Work in Process) and the discontinuation of contracts, which affected some materials, especially raw materials.

**Accounts receivable:** provisions for losses related to discontinued contracts.

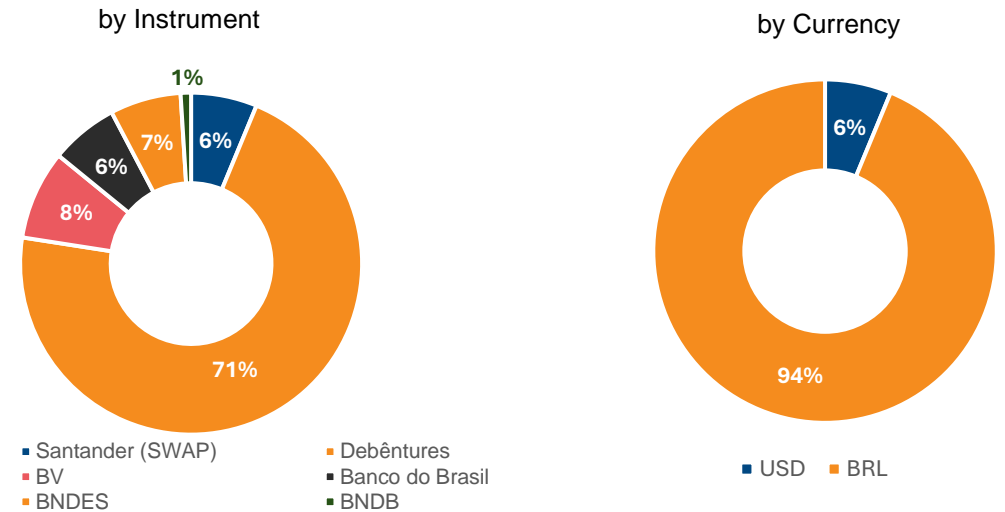
**Intangible:** phase-out of a discontinued project, which initially planned the delivery of 1,168 blades, but only 440 blades were delivered.

# Amortization Of Debts Flow (R\$ Millions)

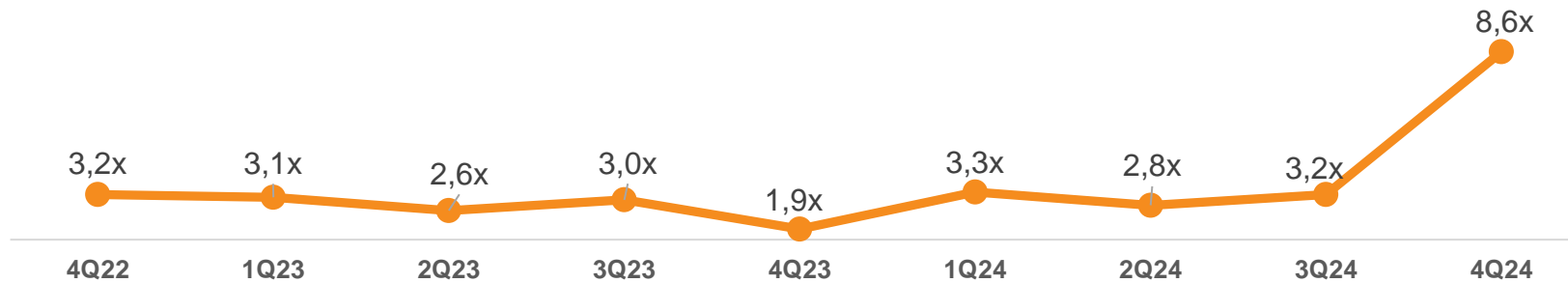


(R\$ in million)	2023	1Q24	2Q24	3Q24	4Q24
Net Loss	1,696	1,476	1,529	1,444	1,557
Cash + Financial instruments	1,064	701	977	881	368
Net Revenue	633	775	537	553	1,189
EBITDA LTM	330	233	200	174	139
Leverage	1.9x	3.3x	2.7x	3.2x	8.6x

Debt Profile



Leverage



# Thank you



## CONTACTS

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