

APRESENTAÇÃO DE RESULTADOS 1T22

17 de maio de 2022
Relações com Investidores

AGENDA

1 Fundamentos da Companhia

Pilares estratégicos e destaques 1T22

2 Desempenho por Corredor

Corredor Sul
Corredor Norte
Navegação Costeira
Santos

3 Resultado Financeiro Consolidado

4 Conclusão

FUNDAMENTOS DA COMPANHIA



1 Sólidos Pilares Estratégicos

1T22 com crescimento duplo dígito de volume e incremento de EBITDA ajustado, comprovando os fundamentos da Companhia e demonstrando a retomada gradual das operações.

1

Posicionamento estratégico na cadeia de valor de setores onde o Brasil é *Global Player*



2

Frota própria incorporando o “estado da arte” em tecnologia. Fortes vantagens competitivas de custos e produtividade.



3

Rara combinação de crescimento e resiliência por meio de contratos de longo prazo com clientes de primeira linha.



Destaques 1T22

VOLUME
TRANSPORTADO

3,5 milhões de
toneladas

+28,2%

RECEITA LÍQUIDA
OPERACIONAL

R\$ 360,3
milhões

+32,4%

EBITDA
AJUSTADO

R\$ 156,8
milhões

+13,3%

CAPEX CONSOLIDADO

R\$ 68,4 milhões

-46,6%

DÍVIDA LÍQUIDA/EBITDA
AJUSTADO

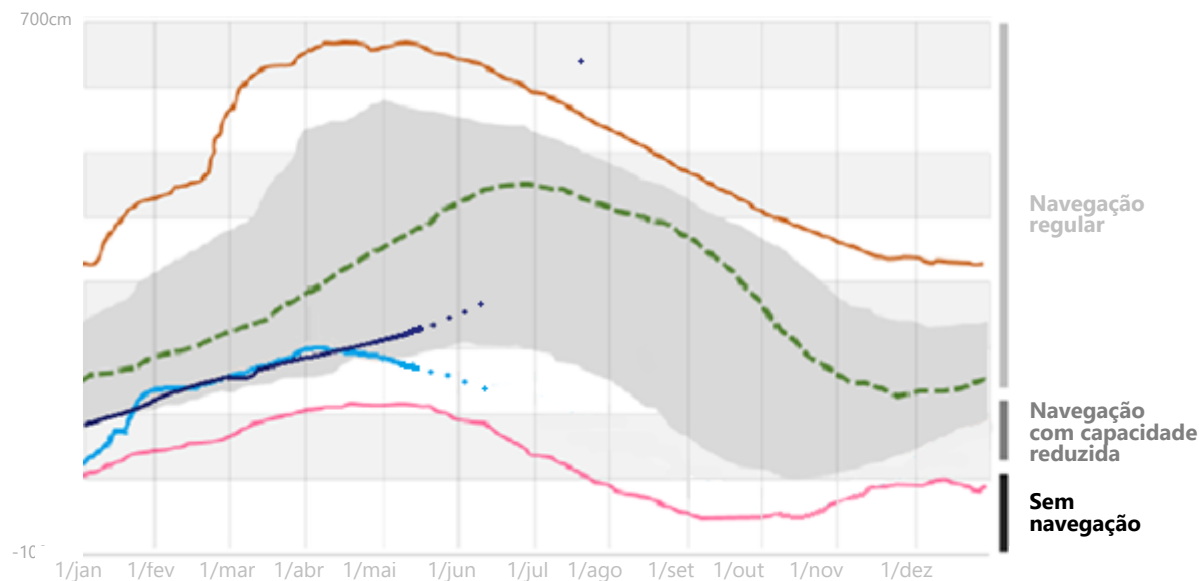
5,5x

Sem vencimento material de curto prazo

DESEMPENHO POR CORREDOR 2

ESTAÇÃO FLUVIAL DE LADÁRIO (1.900 a 2022)

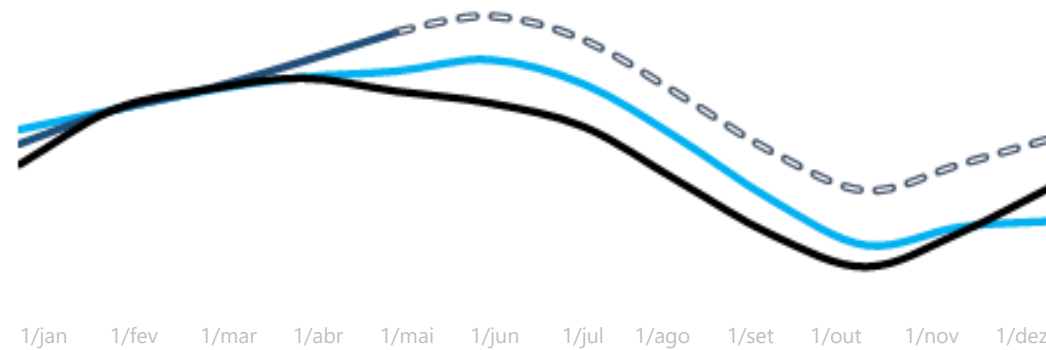
Fonte: Serviço Geológico do Brasil – CPRM – Boletim divulgado em 16/05/2022



- Zona de normalidade
- Mínimos já ocorridos
- Mediana
- Cotas Previstas
- Máximos já ocorridos
- 2021
- 2022
- Cotas Previstas

DADOS HISTÓRICOS E PROJEÇÃO DE LADÁRIO

Fonte: Projeções Internas para 2022 e dados históricos em 2020 e 2021

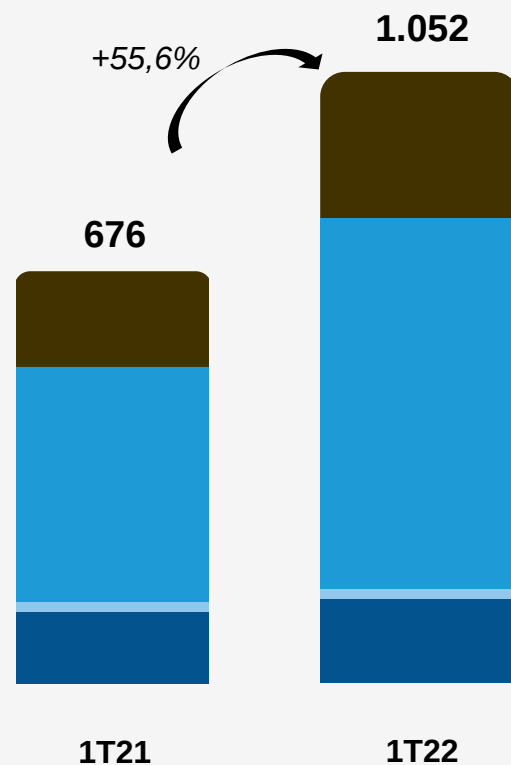


- 2020
- 2021
- 2022
- 2022 projeção

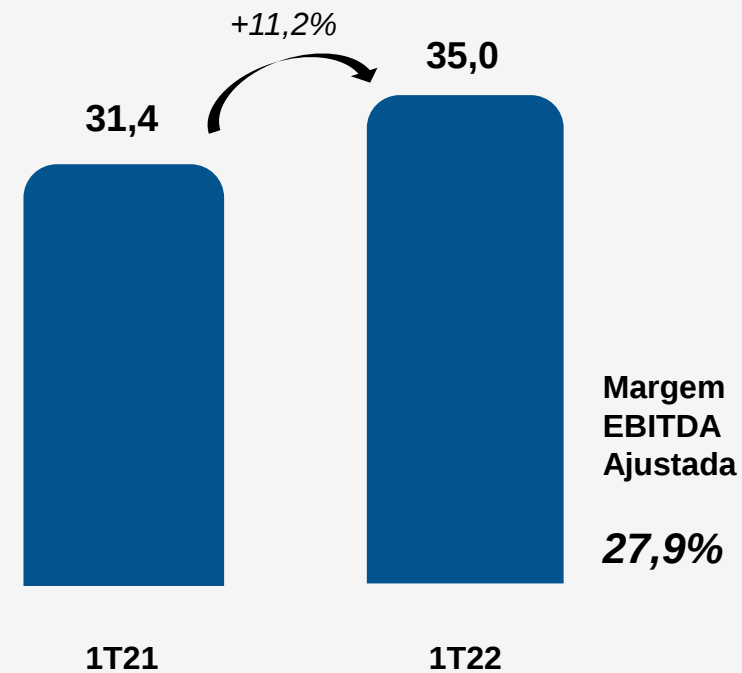
Maior volume já movimentado pela Companhia em um primeiro trimestre mesmo com calado abaixo das médias históricas, beneficiado pela aquisição da Imperial Logistics realizada em abril de 2021.

VOLUME TOTAL (Kt)

1º TRIMESTRE



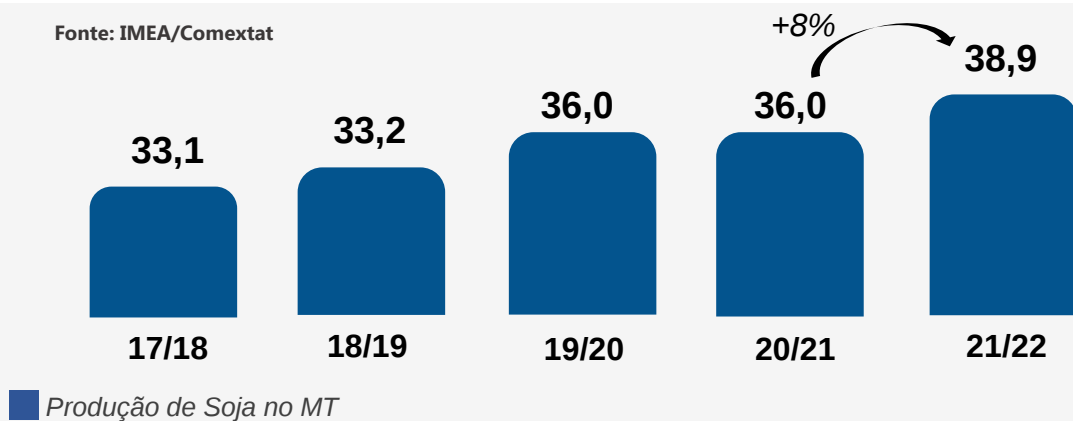
EBITDA Ajustado* (R\$ Milhões)



Safrá pujante de soja no MT, beneficiando volumes do 1S22 e perspectivas positivas para safrinha de milho, que também deverão colaborar para crescimento de volume no 2S22.

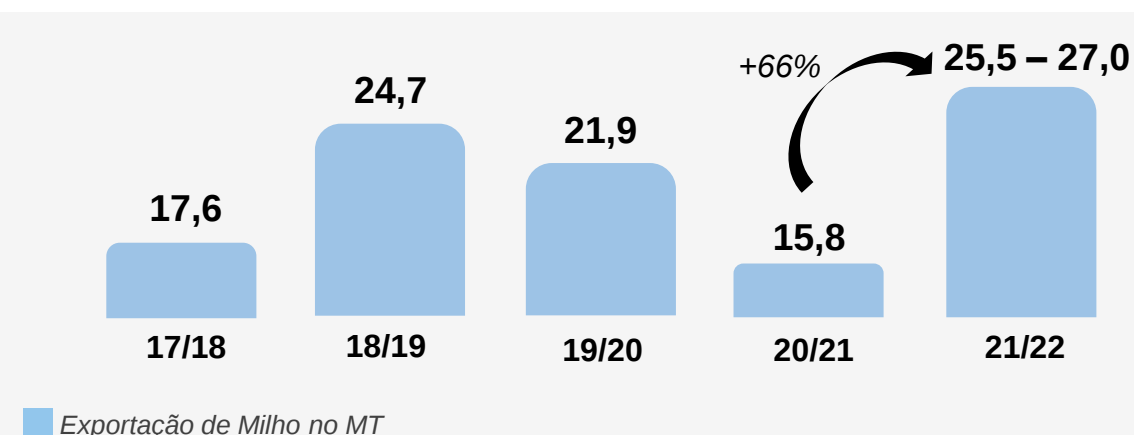
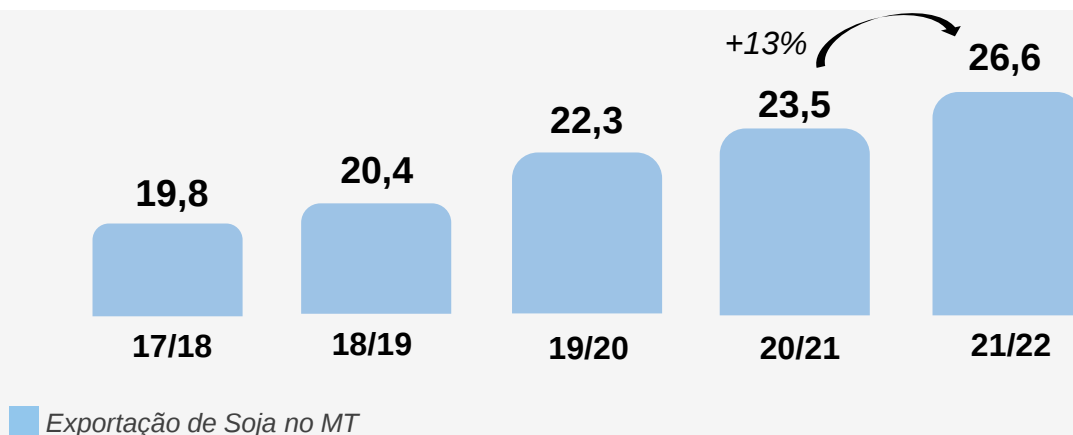
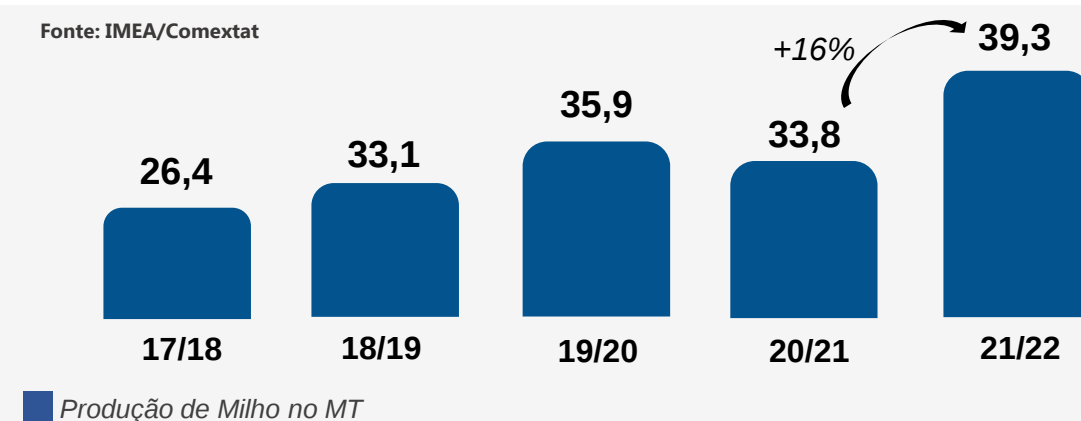
PRODUÇÃO E EXPORTAÇÃO DE SOJA NO MT (M Tons)

Fonte: IMEA/Comextat



PRODUÇÃO E EXPORTAÇÃO DE MILHO NO MT (M Tons)

Fonte: IMEA/Comextat

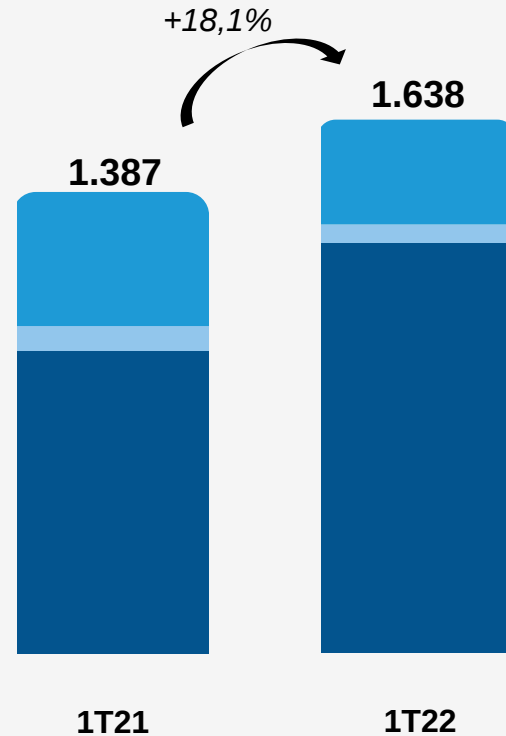


Arco Norte segue competitivo e Hidrovias continua sendo o player mais importante em Barcarena, capturando volumes adicionais e mantendo forte rentabilidade no 1T22.

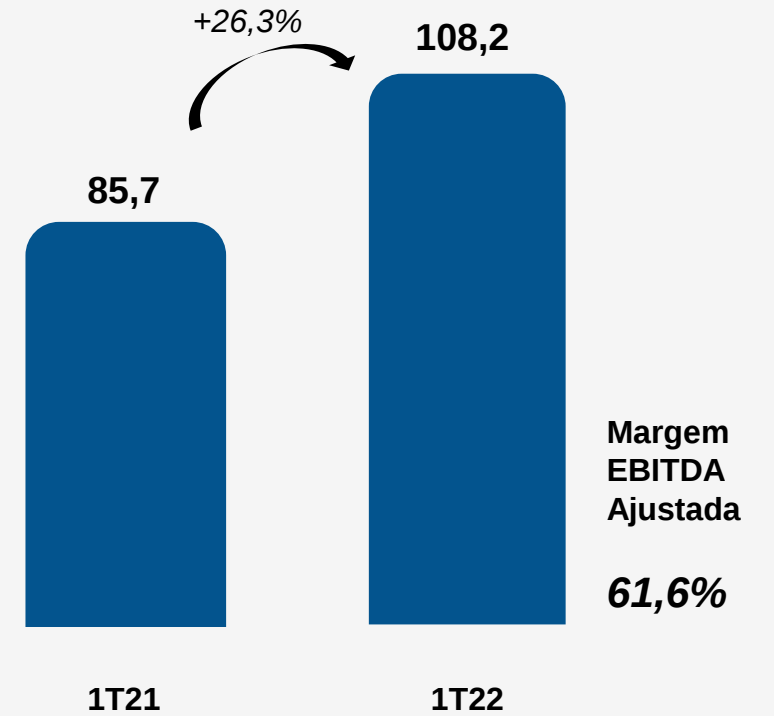
VOLUME TOTAL (Kt)

1º TRIMESTRE

■ Grãos
■ Fertilizantes
■ "Rodo direto"



EBITDA Ajustado* (R\$ Milhões)

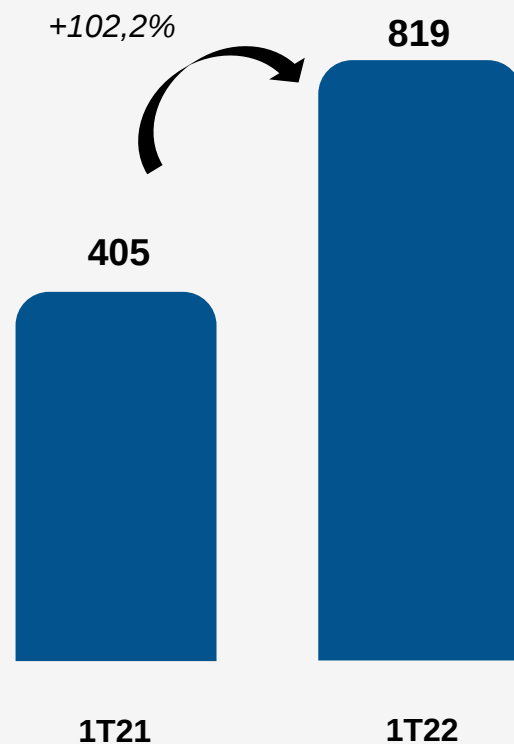


Volumes retomando para níveis históricos e crescimento de EBITDA mesmo com impacto de conversão cambial já que contrato do Corredor é dolarizado, demonstrando a consistência e resiliência dessa operação.

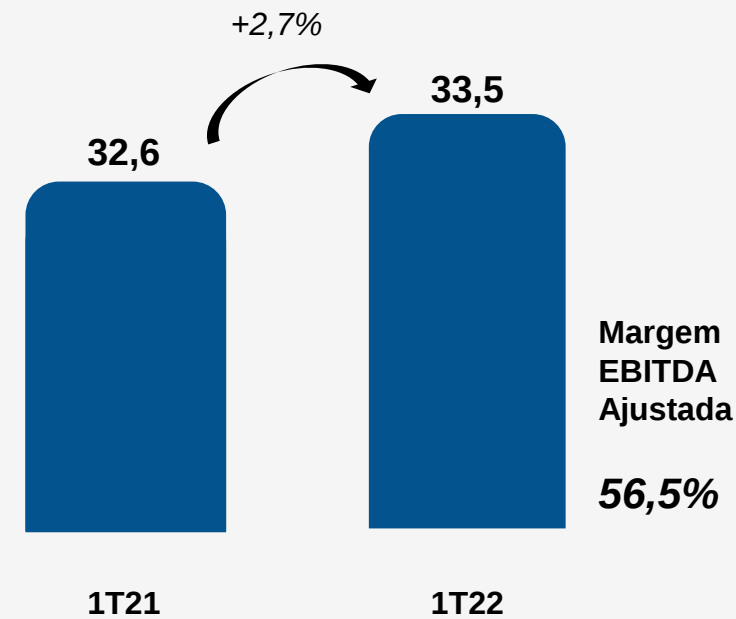
1º TRIMESTRE

Bauxita

VOLUME TOTAL (Kt)



EBITDA Ajustado* (R\$ Milhões)

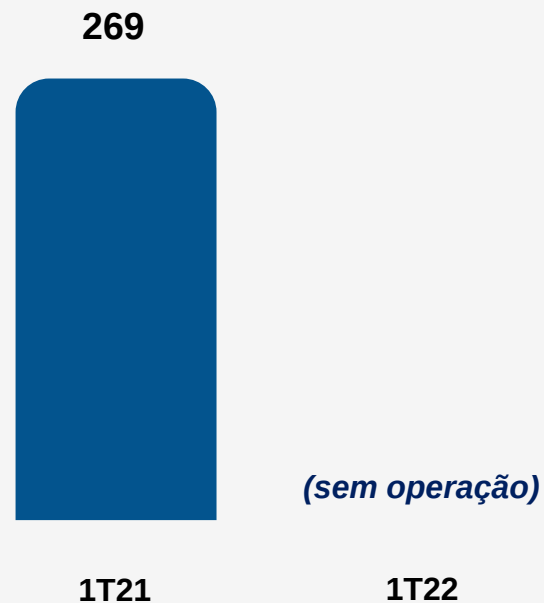


Operação pontualmente paralisada para melhorias e modernizações do terminal conforme previsto no plano de negócios e no edital de arrendamento, com retorno programado para o segundo semestre de 2022.

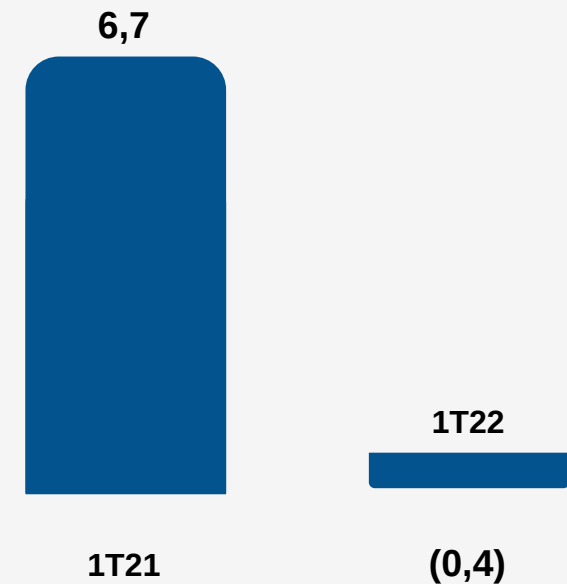
1º TRIMESTRE

 Fertilizantes

VOLUME TOTAL (Kt)



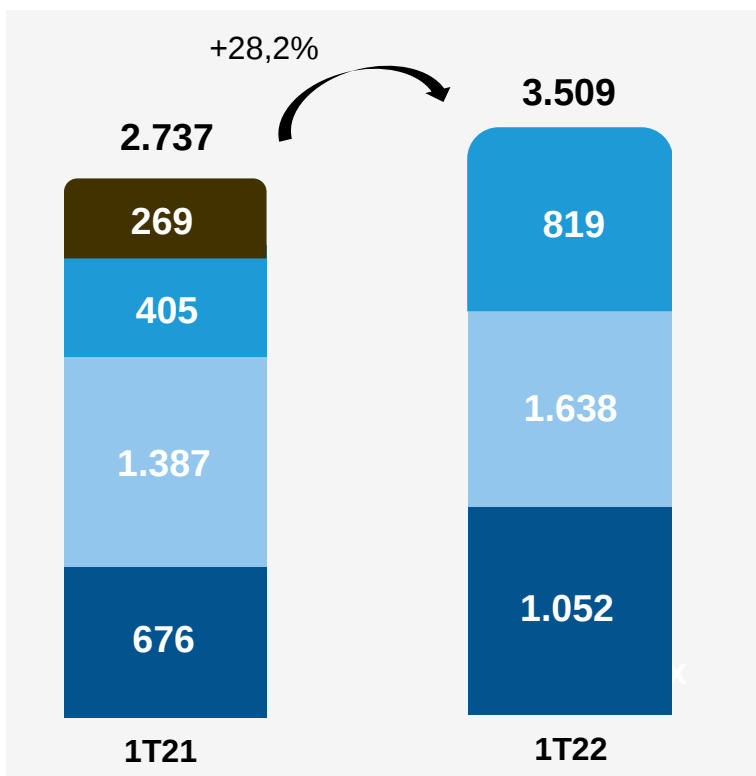
EBITDA Ajustado* (R\$ Milhões)



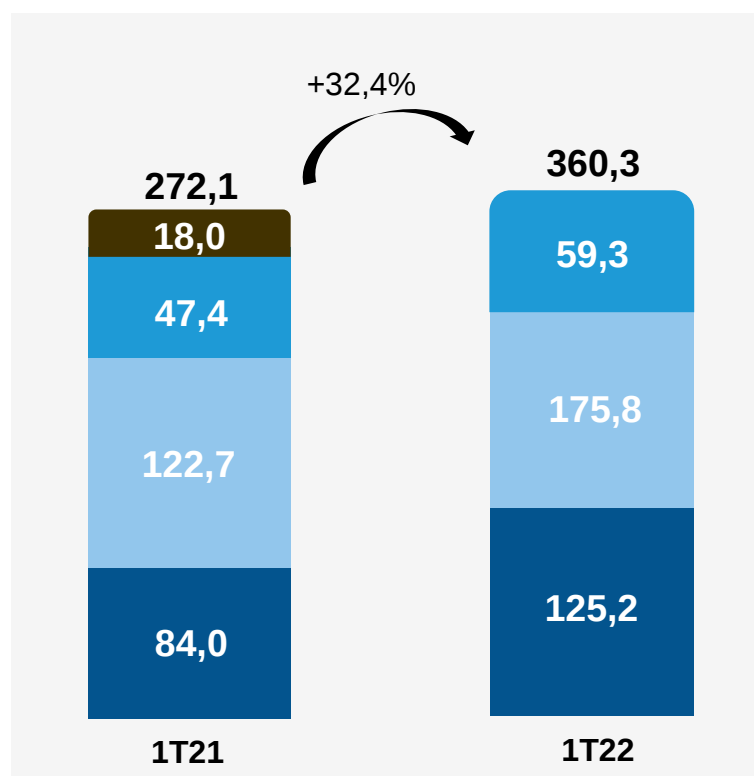
RESULTADO FINANCEIRO CONSOLIDADO 3

Crescimento de volume de duplo dígito em todos os Corredores, com retomada das operações para níveis mais regulares. EBITDA 13,3% superior ao 1T21, comprovando a tendência mais positiva para o ano de 2022.

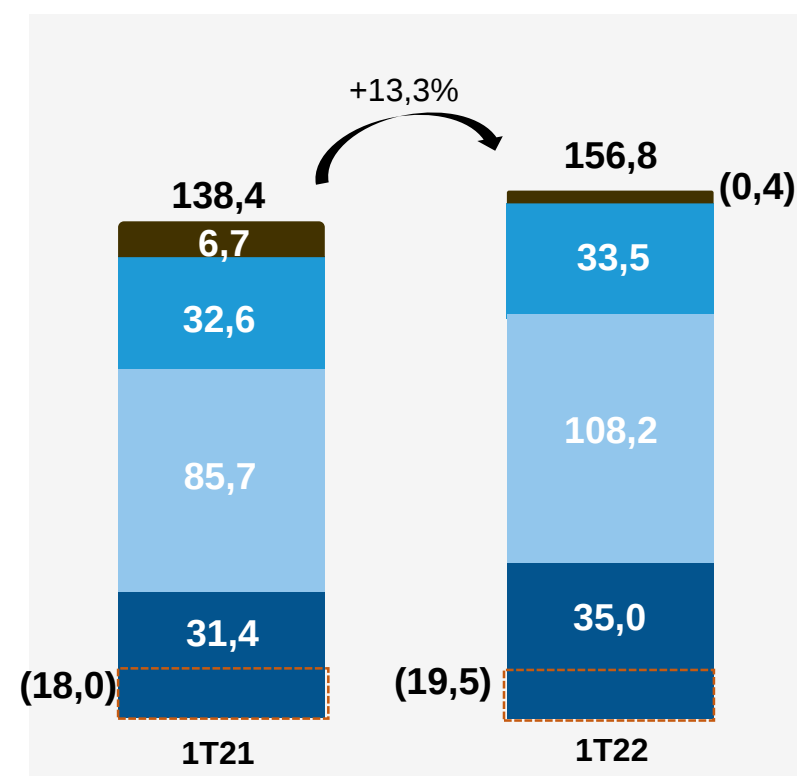
VOLUME POR CORREDOR (kt)



RECEITA LÍQUIDA OPERACIONAL (ex-hedge accounting) (R\$ Milhões)



EBITDA AJUSTADO* (R\$ Milhões)



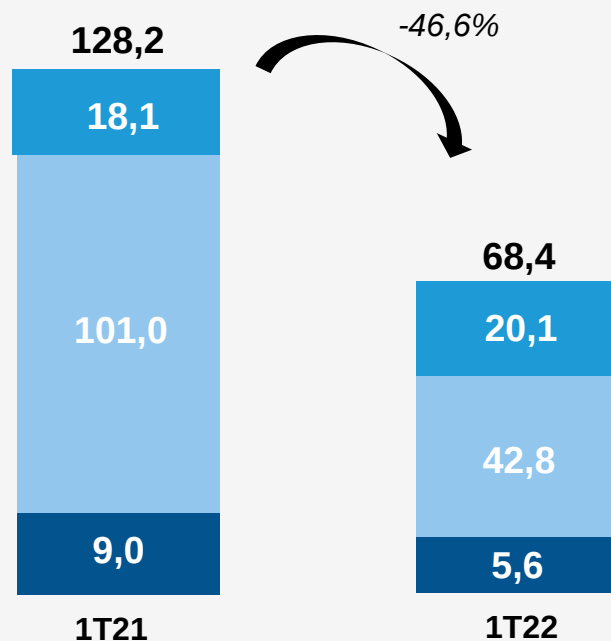
■ Sul ■ Norte ■ Navegação Costeira ■ Santos □ Holding

3 Resultado Consolidado

Decisão estratégica de redução do CAPEX em 2022, com foco em projetos que trarão resultado no curto prazo, sem comprometer aumento de capacidade e eficiência operacional.

CAPEX Consolidado (R\$ Milhões)

- Manutenção
- Expansão
- Outorga STS20

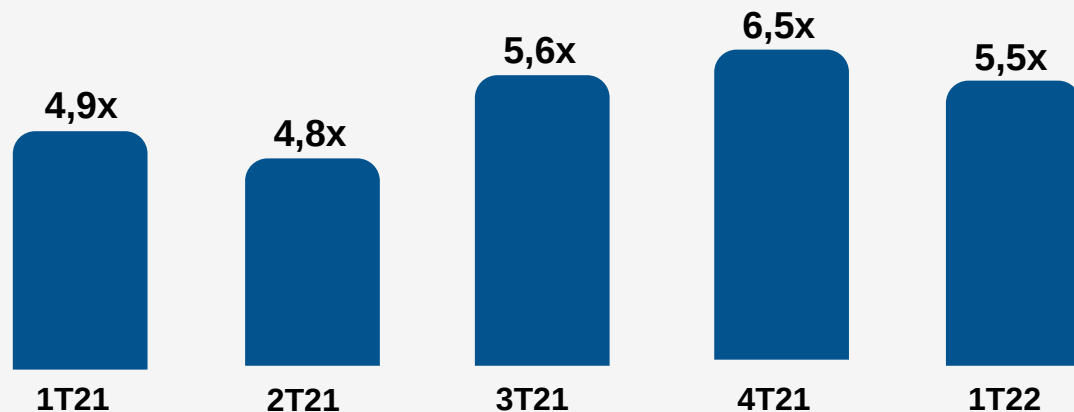


CAPEX DE MANUTENÇÃO ESTRUTURALMENTE BAIXO,
SEM NECESSIDADE DE MANUTENÇÃO DE VIA!

3 Resultado Consolidado

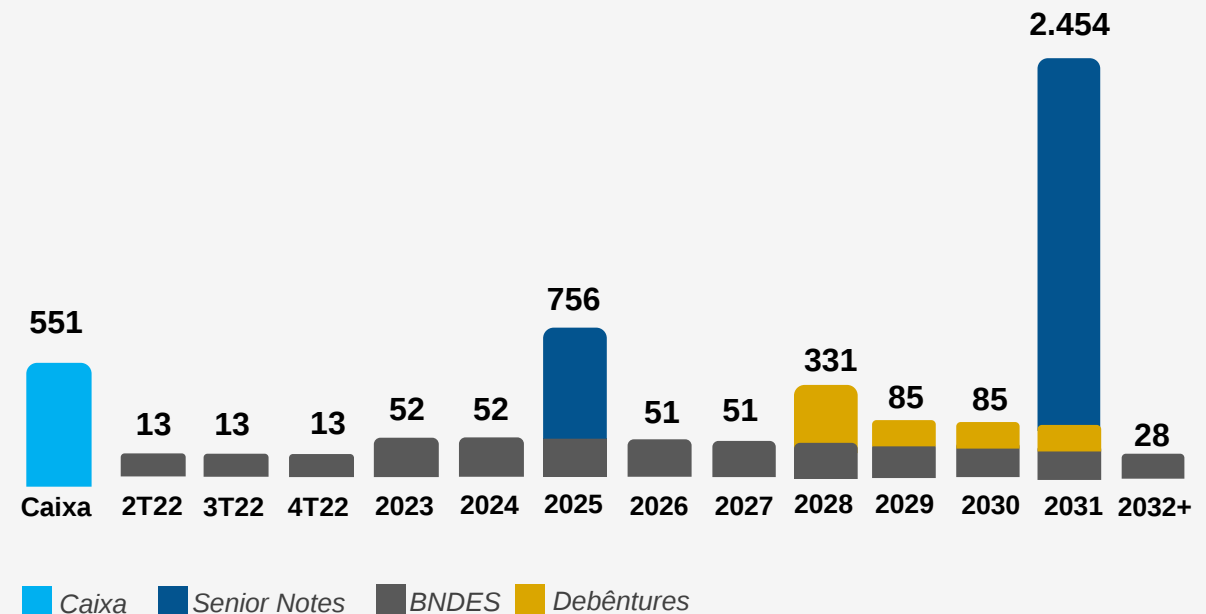
Redução do índice Dívida Líquida/EBITDA ajustado, com retomada gradual das operações para níveis mais normalizados e efeito cambial positivo na conversão da Dívida.

DÍVIDA LÍQUIDA/EBITDA AJUSTADO



■ Alavancagem (EBITDA Ajustado)

CRONOGRAMA AMORTIZAÇÃO



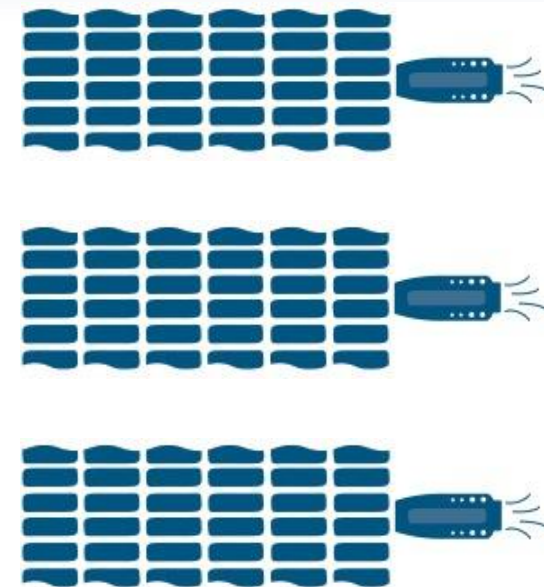
PERFIL LONGO E SEM NENHUM VENCIMENTO MATERIAL NO CURTO PRAZO.

CONCLUSÃO 4

4 Conclusão

Modal hidroviário, em conjunto com a multimodalidade é a solução mais competitiva para suportar o crescimento do transporte de cargas a granel na América do Sul...

- 1.** **1T22 com retomada das operações** para níveis mais regulares: safra pujante de soja no Norte, melhora do calado no Sul e descarregamento normalizado na Navegação Costeira.
- 2.** **Perspectivas positivas para 2022:** safrinha de milho forte no MT, projeções de calado mais estáveis no Sul e retomada da operação de Santos a partir do 2S22.
- 3.** **CAPEX menor em 2022** e focado em **projetos com retorno no curto prazo** - estratégia para geração de caixa e **desalavancagem** da Companhia no ano.
- 4.** **Dívida com perfil alongado e sem pressão de curto prazo.** Foco na **otimização da estrutura de capital** para balanceamento da geração de caixa com as obrigações da Companhia.
- 5.** **Guidance de 2025 reafirmado.**



A photograph of a large industrial facility, possibly a port or refinery, at night. The scene is dominated by a blue color overlay. Bright lights from the facility create starburst effects against the dark sky. The structure includes various levels, walkways, and large pipes. A diagonal white line cuts across the right side of the image.

OBRIGADO

EARNINGS PRESENTATION 1Q22

May 17th, 2022
Investor Relations

SCHEDULE

1 Company Foundations

Strategic pillars and 1Q22 Highlights

2 Performance by Corridor

South Corridor
North Corridor
Coastal Navigation
Santos

3 Consolidated Financial Result

4 Closing Remarks

COMPANY FOUNDATIONS



1 Solid Strategic Pillars

1Q22 with double-digit growth in volume and increase in adjusted EBITDA, proving the Company's fundamentals and demonstrating the gradual resumption of its operations.

1

Strategic positioning in the value chain of sectors where Brazil is a Global Player



2

Own fleet incorporating the "state of the art" in technology. Strong competitive cost and productivity advantages.



3

Rare combination of growth and resilience through long-term contracts with top-tier clients.



1Q22 Highlights

VOLUME
TRANSPORTED

3.5 million tons

+28.2%

NET OPERATING
REVENUE

R\$ 360.3
million

+32.4%

EBITDA
ADJUSTED

R\$ 156.8
million

+13.3%

CONSOLIDATED CAPEX

R\$ 68.4 million

-46.6%

NET DEBT/ADJUSTED EBITDA

5.5x

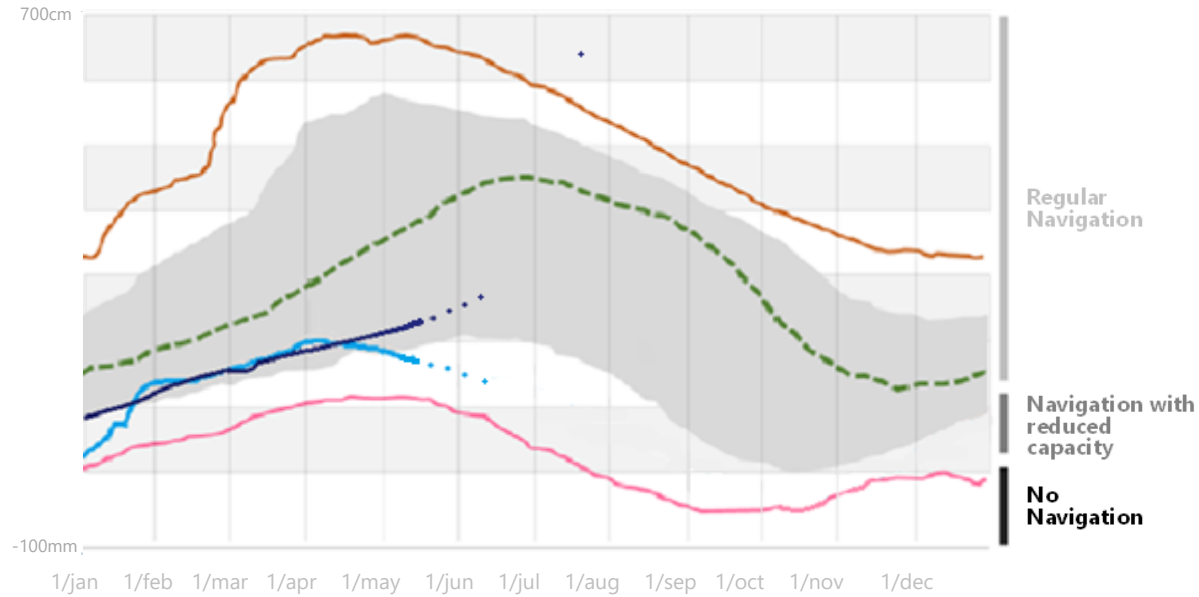
No short-term maturities

PERFORMANCE BY CORRIDOR 2

Gradual improvement in draft levels in 2022, enabling the resumption of operations with larger convoys and cycles closer to regular.

LADÁRIO RIVER STATION (1900 to 2022)

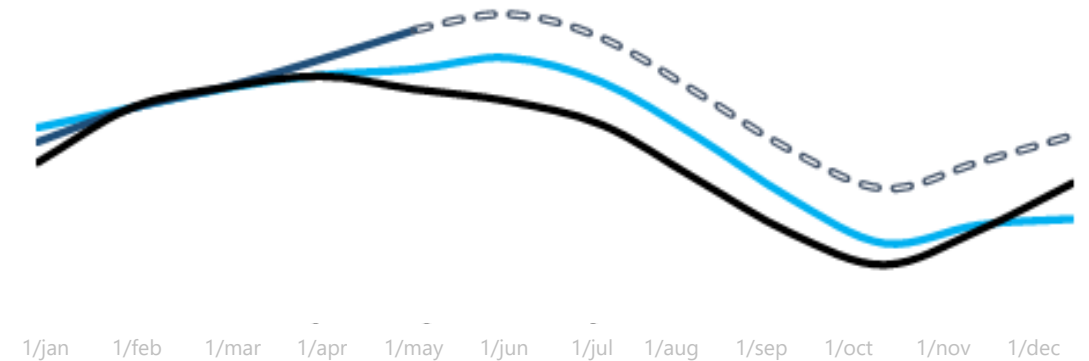
Source: Geological Survey of Brazil - CPRM - Bulletin released on 05/16/2022



- Regular zone
- Lows already occurred
- Median
- Expected Quotas
- Maximums already occurred
- 2021
- 2022
- Expected Quotas

HISTORICAL DATA AND PROJECTION OF LADÁRIO

Source: Internal Projections for 2022 and historical data in 2020 and 2021



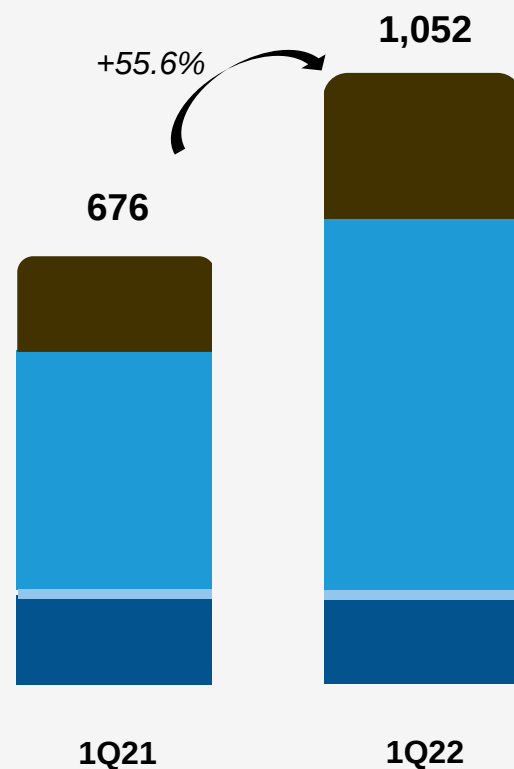
- 2020
- 2021
- 2022
- 2022 projections

Largest volume ever handled by the Company in a first quarter even with draft below historical averages, benefited from the Imperial Logistics acquisition carried out in April 2021.

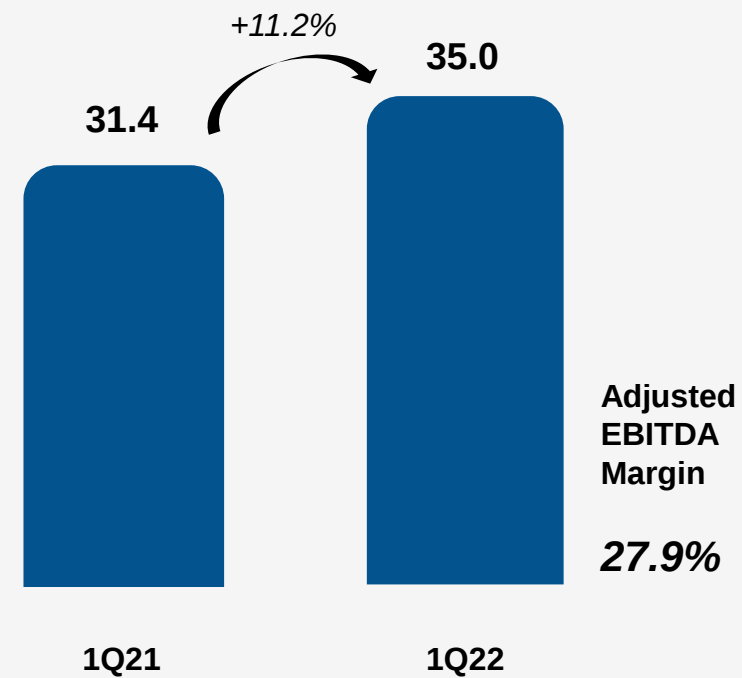
1st QUARTER



TOTAL VOLUME (Kt)



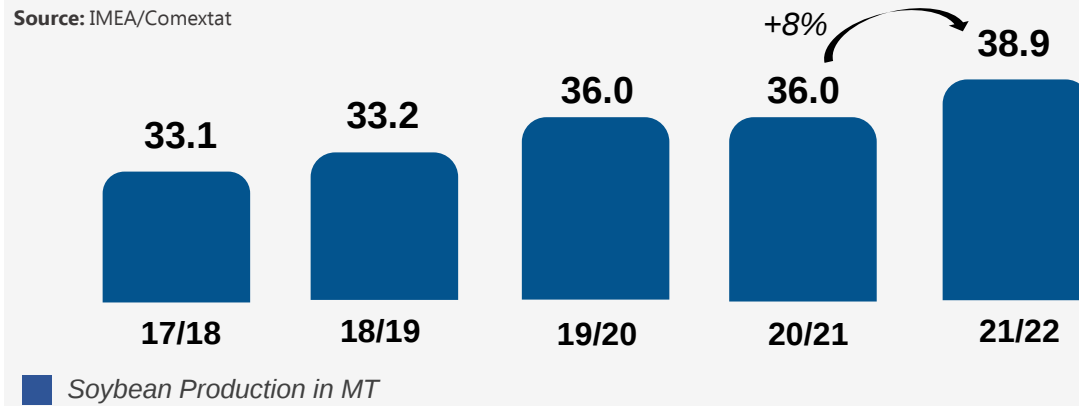
Adjusted EBITDA* (R\$ million)



Strong soybean harvest in MT benefiting 1H22 volumes and positive outlook for corn crop, which should also contribute to volume growth in 2H22.

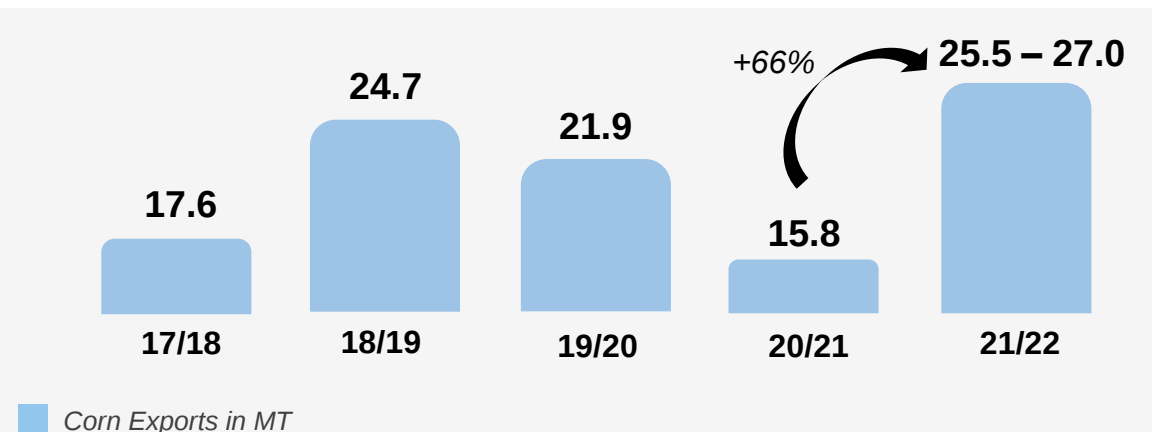
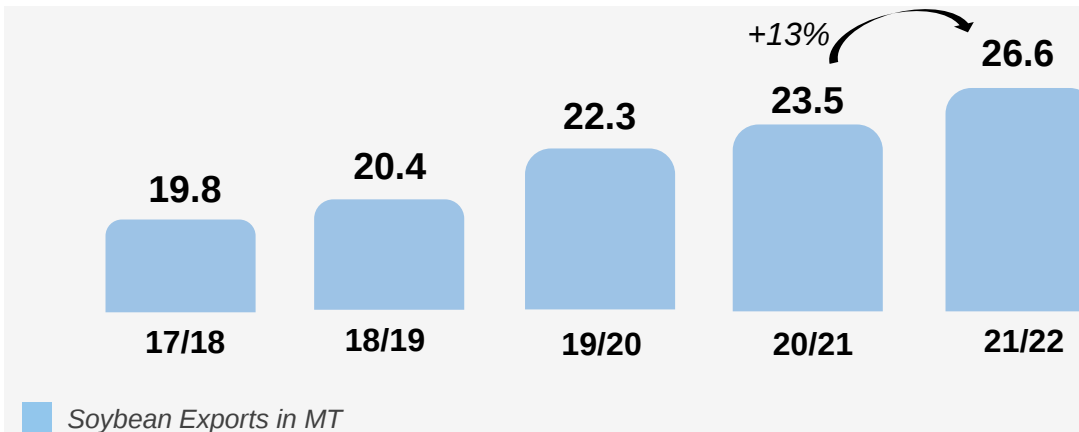
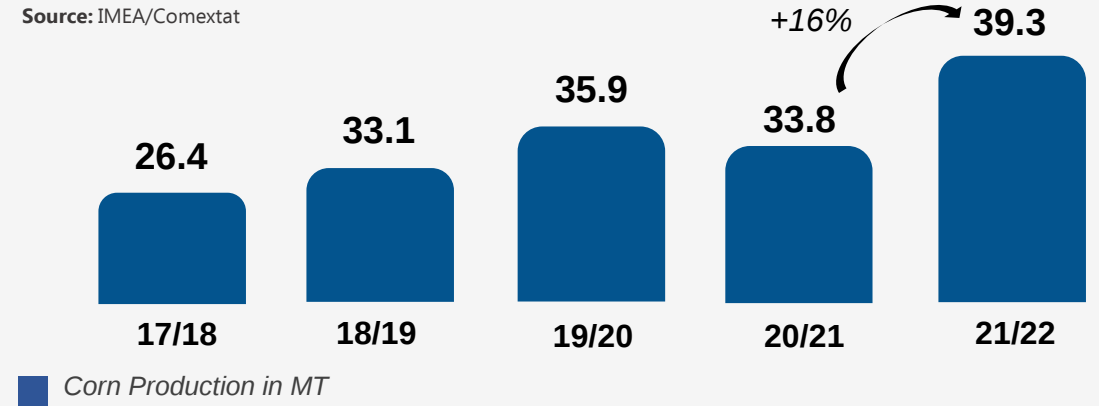
SOYBEAN PRODUCTION AND EXPORTS IN MT (M Tons)

Source: IMEA/Comextat



CORN PRODUCTION AND EXPORTS IN MT (M Tons)

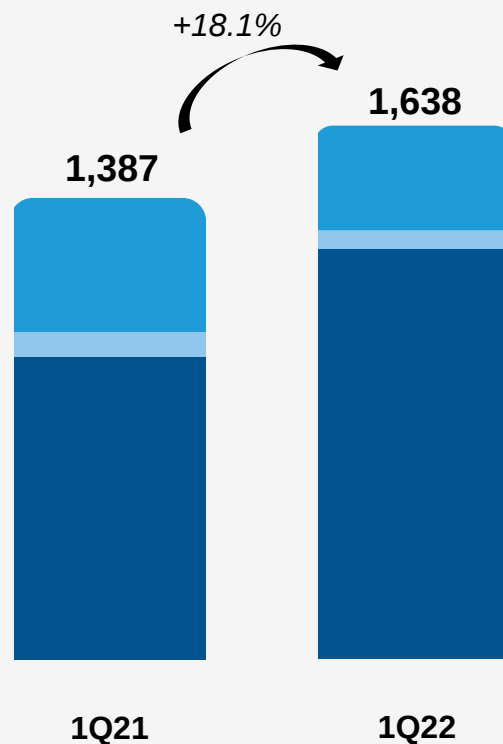
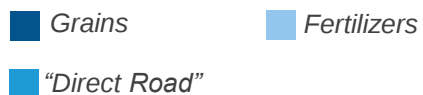
Source: IMEA/Comextat



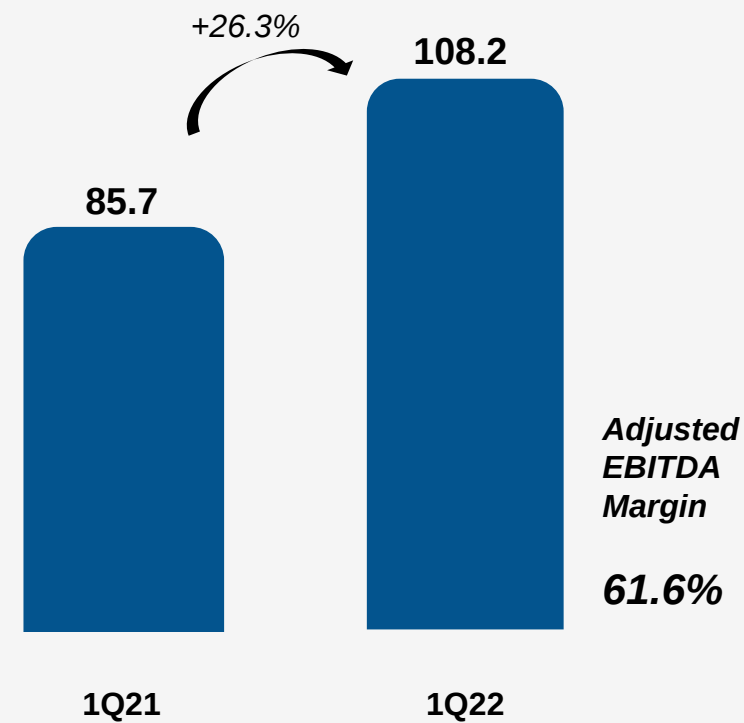
“North Arc” remains competitive and Hidrovias remains the most important player in Barcarena, capturing additional volumes and maintaining strong profitability in 1Q22.

TOTAL VOLUME (Kt)

1st QUARTER



Adjusted EBITDA* (R\$ Million)

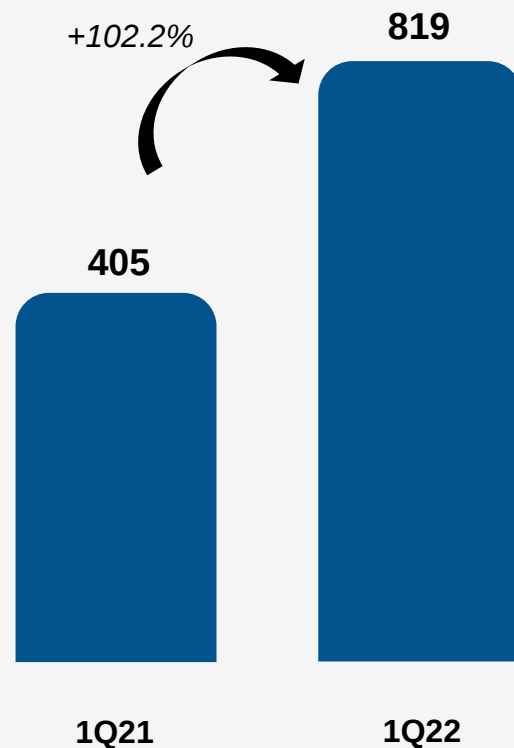


Volumes returning to historic levels and EBITDA growth despite the impact of exchange rate conversion, as the agreement of this Corridor is dollar-denominated, demonstrating the consistency and resilience of this operation.

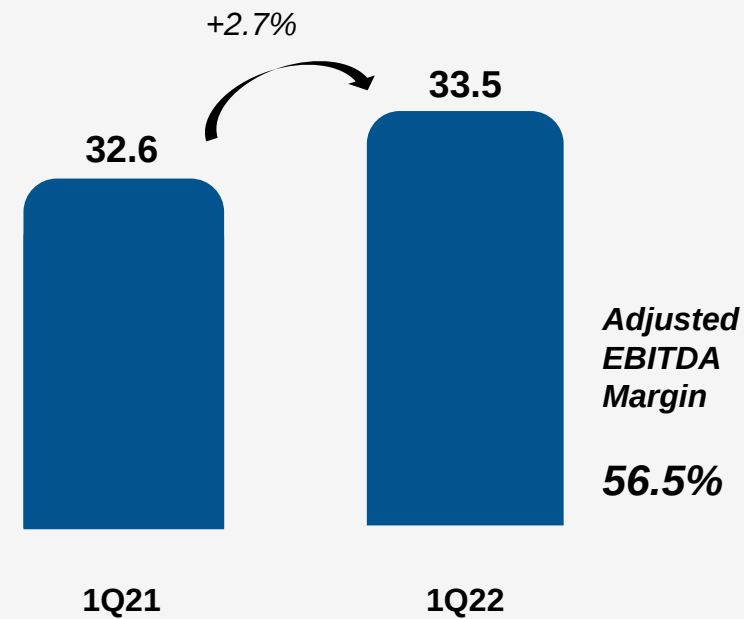
1st QUARTER

■ Bauxite

TOTAL VOLUME (Kt)



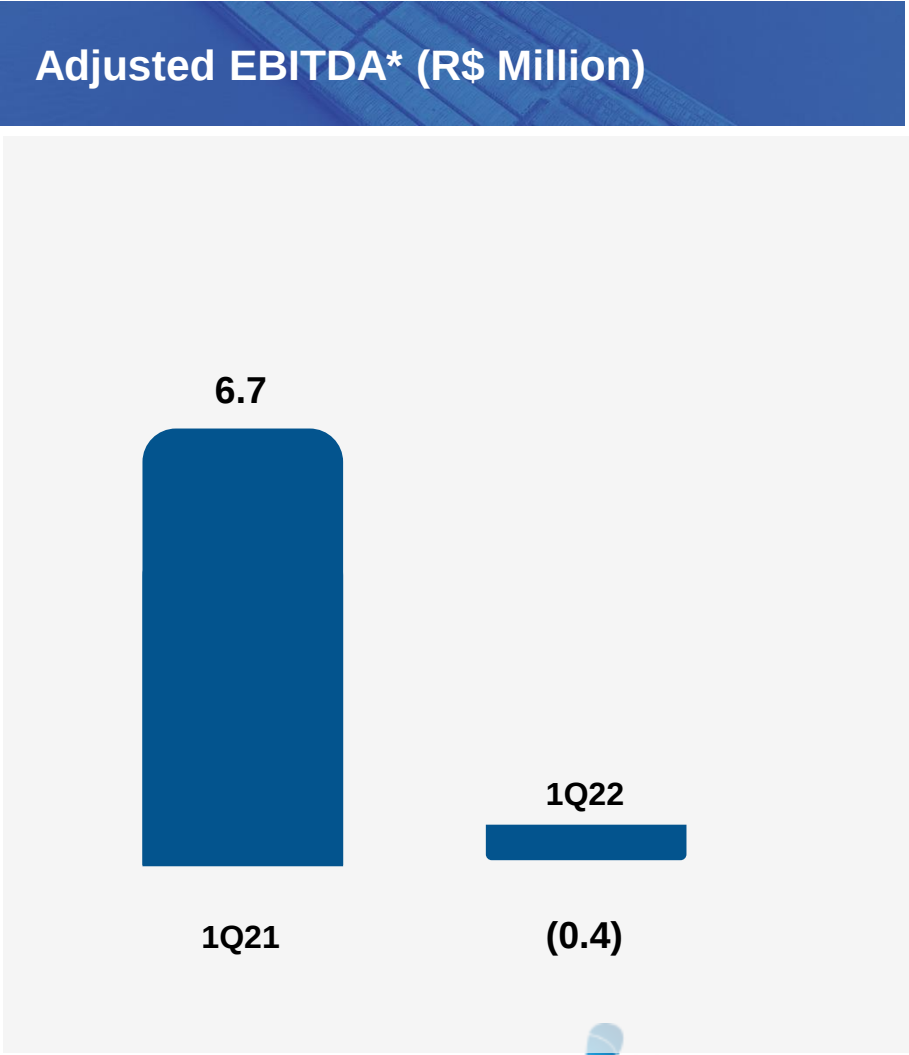
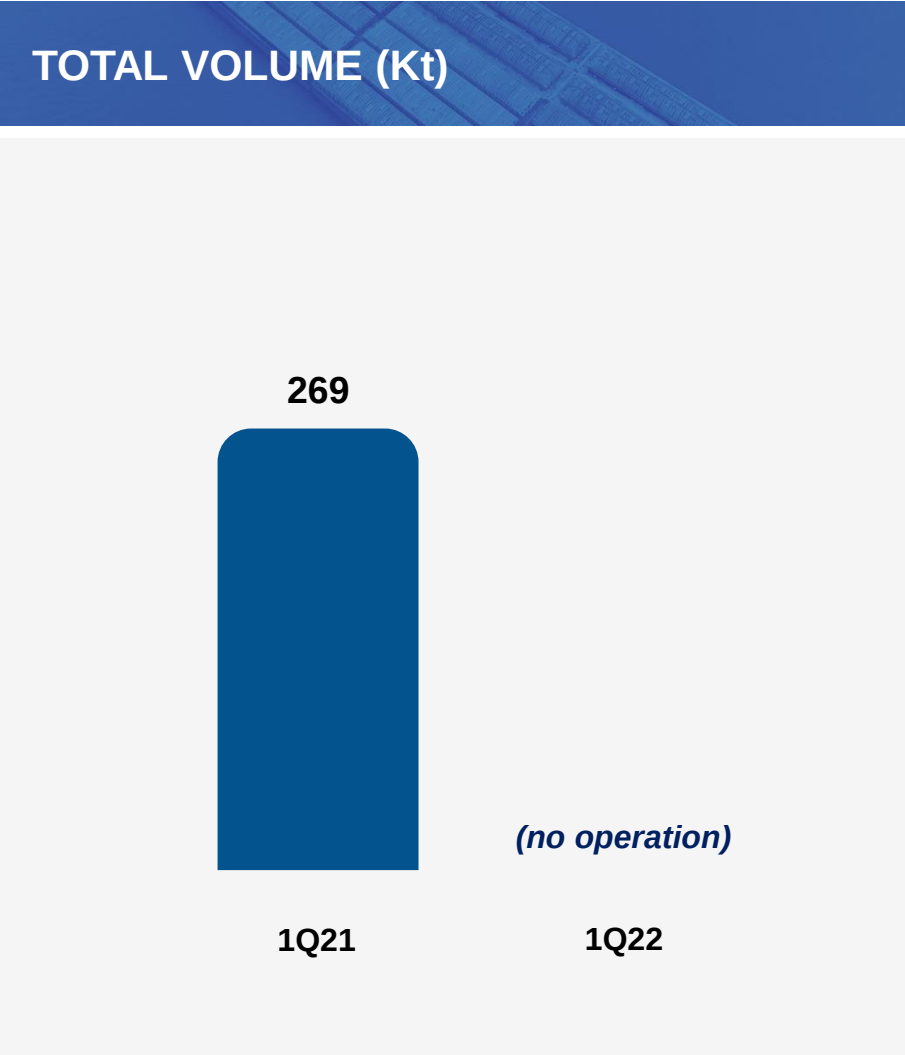
Adjusted EBITDA* (R\$ Million)



Operation temporarily inoperative for improvements and modernization in the terminal as foreseen in the business plan and in the lease notice, with the resumption expected for 1H22.

1st QUARTER

Fertilizers



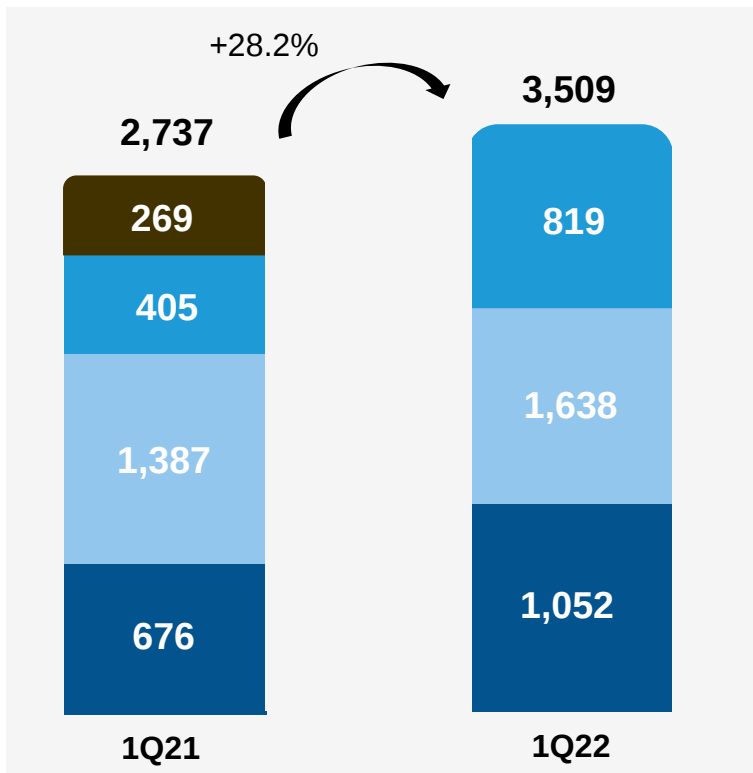
* Adjusted EBITDA for Non-Recurring Items. In 1Q22, it reflects the pre-operating costs and expenses of the inoperative terminal.



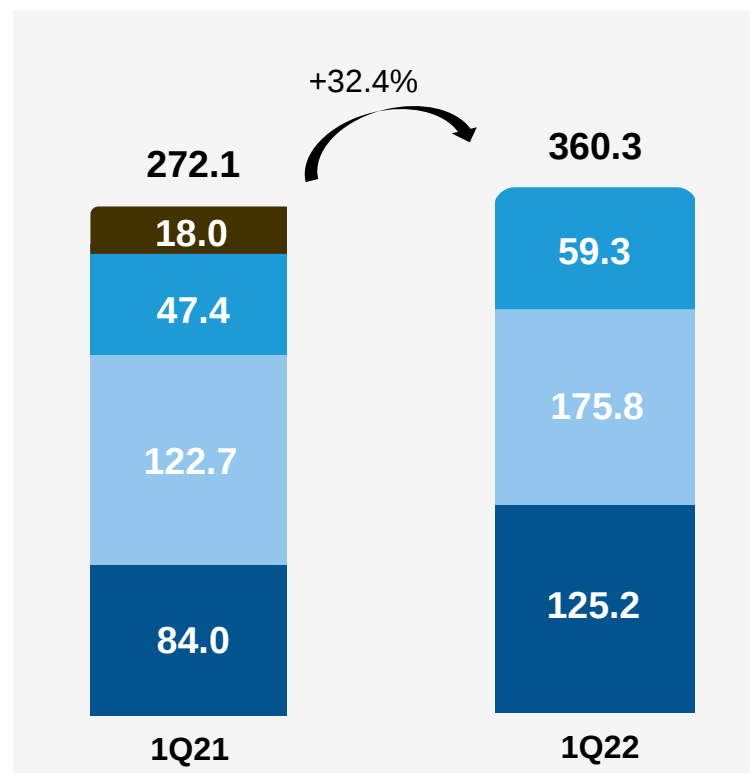
CONSOLIDATED FINANCIAL RESULT 3

Double-digit volume growth across all of the Company's operations, with resumption of operations to more regular levels. EBITDA 13.3% higher than 1Q21, proving a more positive trend for the year 2022.

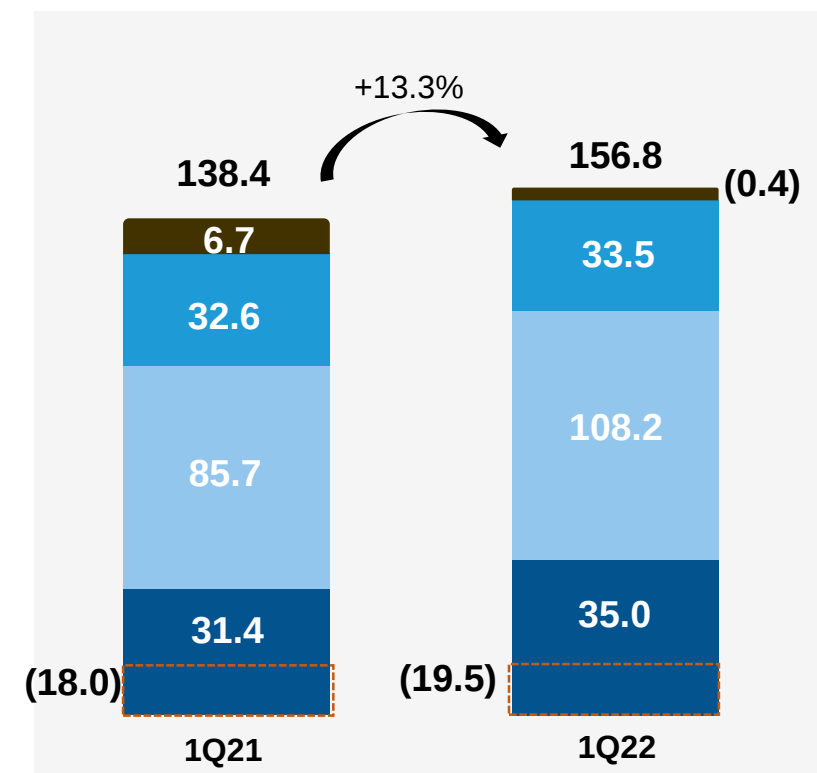
VOLUME PER CORRIDOR (kt)



NET OPERATING REVENUE (ex-hedge accounting) (R\$ Million)



ADJUSTED EBITDA* (R\$ Million)

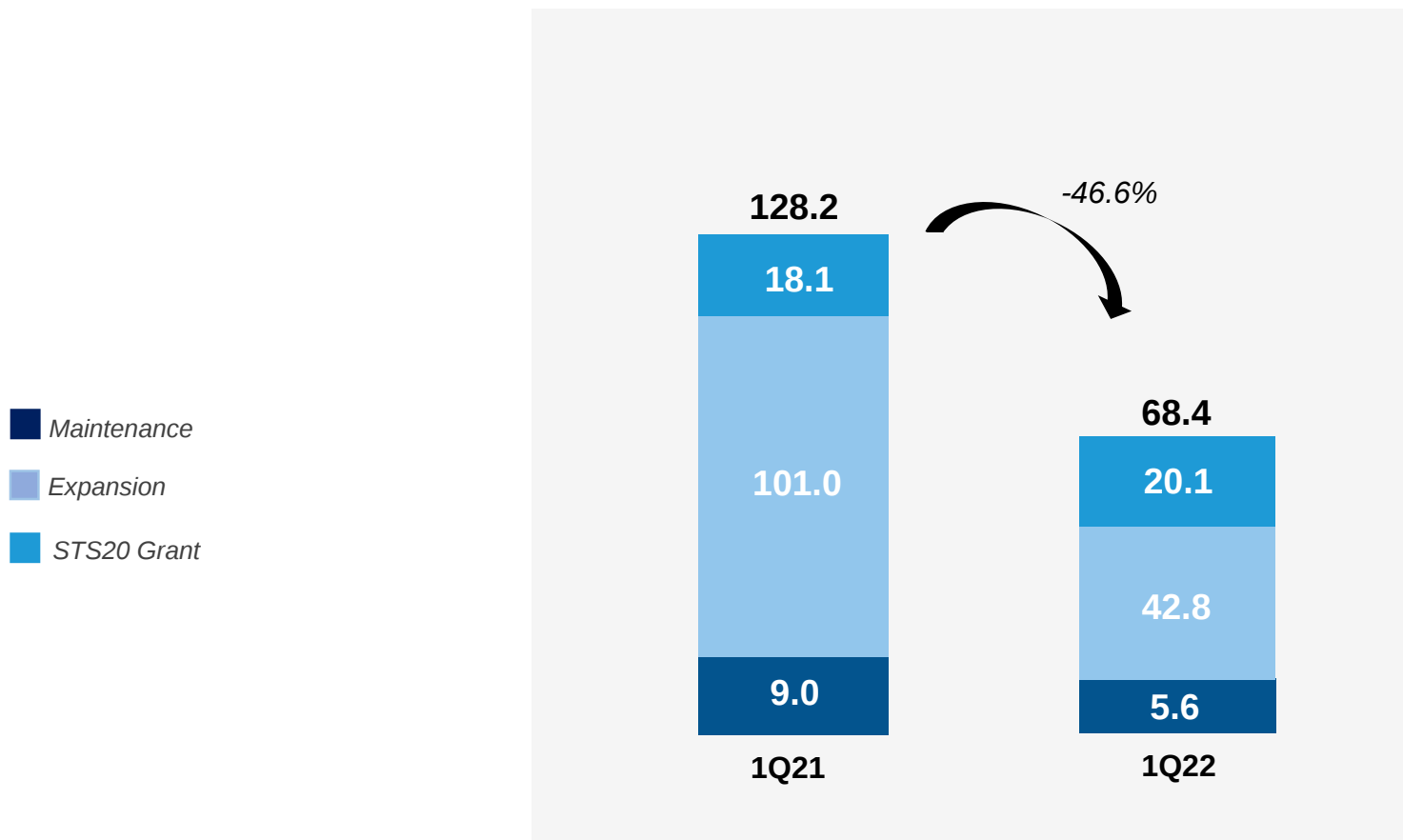


■ South
 ■ North
 ■ Coastal Navigation
 ■ Santos
 Holding

3 Consolidated Result

Strategic decision to reduce CAPEX in 2022, focusing on projects that will bring results in the short-term, without compromising increased capacity and operational efficiency.

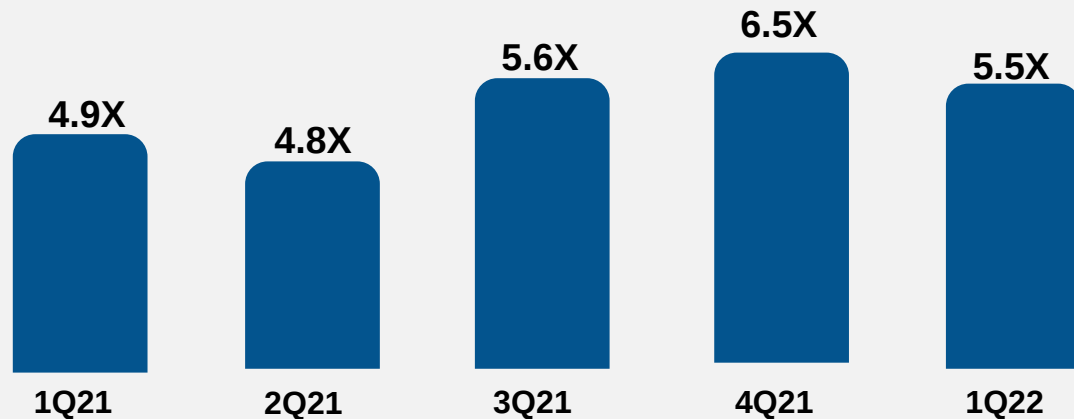
Consolidated CAPEX (R\$ Million)



STRUCTURALLY LOW MAINTENANCE CAPEX,
NO ROAD MAINTENANCE NEEDED!

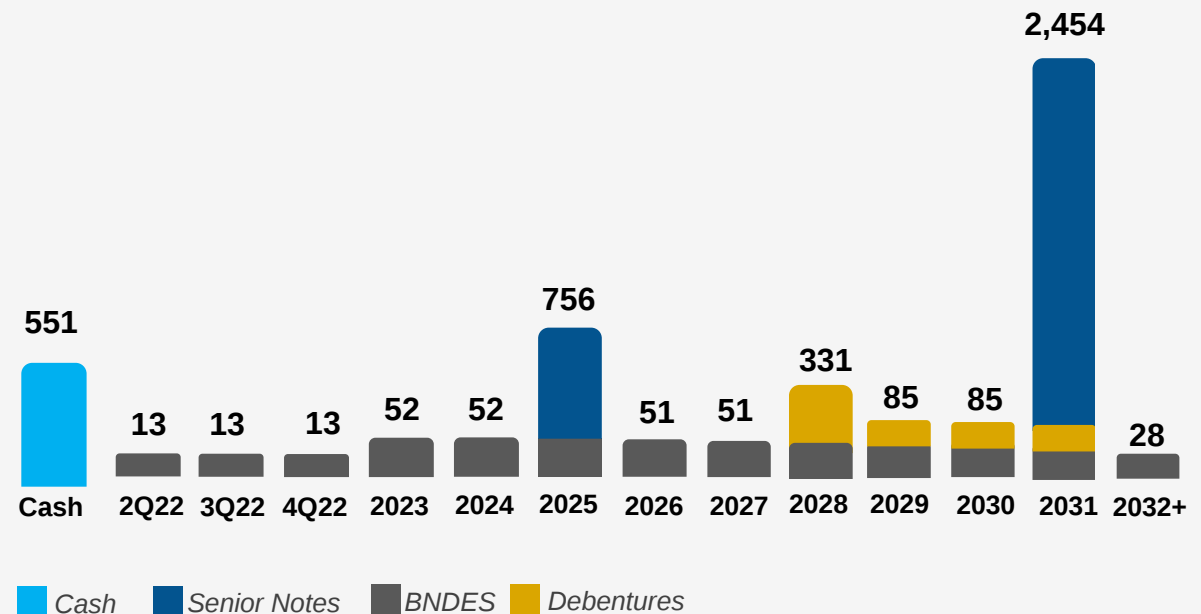
Reduction in the Net Debt/Adjusted EBITDA ratio, with a gradual resumption of its operations to regular levels and a positive exchange rate effect on the Debt conversion.

NET DEBT/ADJUSTED EBITDA



■ Leverage (Adjusted EBITDA)

AMORTIZATION SCHEDULE



**LONG DEBT PROFILE AND
WITHOUT ANY MATERIAL
MATURITY.**



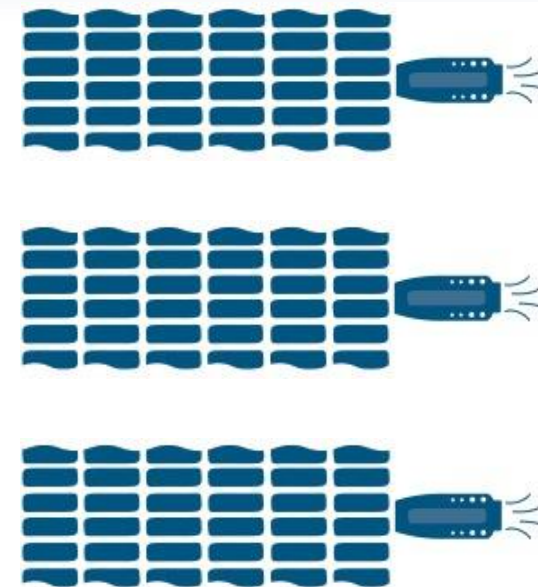
CLOSING REMARKS 4

4

Closing Remarks

Waterway modal, along with multimodality, will continue to be the most competitive solution to support the growth of bulk cargo transportation in South America...

1. **1Q22 with resumption of operations** closer to regular levels: strong soybean crop in the North, improvement of the draft situation in the South and regular unloading in Coastal Navigation.
2. **Positive outlook for 2022:** strong corn crop in MT, more stable projections for rivers situation in the South and resumption of operations in Santos by 2H22.
3. **Lower CAPEX in 2022**, focused on **projects with short-term returns** - cash generation and **deleveraging** strategies throughout the year.
4. **Long debt profile** and **no short-term pressure**. Focus on **optimizing the capital structure** to balance cash generation with the Company's obligations.
5. **2025 Guidance reaffirmed.**



A photograph of a large industrial facility, possibly a port or refinery, at night. The scene is dominated by a blue color overlay. Bright lights from the facility create starburst effects against the dark sky. The structure is complex, with many levels, walkways, and pipes. A diagonal white line cuts across the image from the top right corner towards the bottom left.

THANK YOU