

VIBRA

# Resultados 3T24

NOVIEMBRE 2024

VIBRA

# Consistência e Gestão para Resultados

- Margem Ebitda ajustada<sup>1</sup> (R\$ 212/m<sup>3</sup>)
- *ROIC*<sup>1</sup> (18,8%)
- Volume (YoY) – Estabilidade com rentabilidade
- Ganho de +0,3 p.p. de market share QoQ
- Fluxo de Caixa Livre da Firma de R\$ +1,8 bilhão
- Em 2024, já pagamos R\$ 1,3 bilhão em dividendos
- Aprovamos R\$ 782 milhões em JCP para pagamento em 2025
- Comerc – *Closing* e Sinergias

<sup>1</sup>Apresentamos, neste documento, Ebitda ajustado, Margem Ebitda ajustada, e ROIC, sem considerar efeito de recuperação tributária extraordinária (LC194/22)

# 3T24

## Estabilidade com Rentabilidade



**R\$1.987 MM**

Ebitda ajustado<sup>1</sup>  
(-15% vs. 3T23)



**R\$ 212/m<sup>3</sup>**

Margem Ebitda ajustada<sup>1</sup>  
(-15% vs. 3T23)



**9.385 mil m<sup>3</sup>**

Volume de Vendas  
(-0,3% vs. 3T23)



**18,8%**

ROIC<sup>1</sup> 3T24  
(+4,6 p.p. vs. 3T23)



**R\$ 4.201 MM**

Lucro Líquido  
(+235% vs. 3T23)



**R\$ 1,8 Bn**

FCLF no 3T24  
Aumento de R\$ 1 bi em  
relação ao 2T24

<sup>1</sup>Apresentamos, neste documento, Ebitda ajustado, Margem Ebitda ajustada, e ROIC, sem considerar efeito de recuperação tributária extraordinária (LC194/22)

# Time com Entregas Consistentes

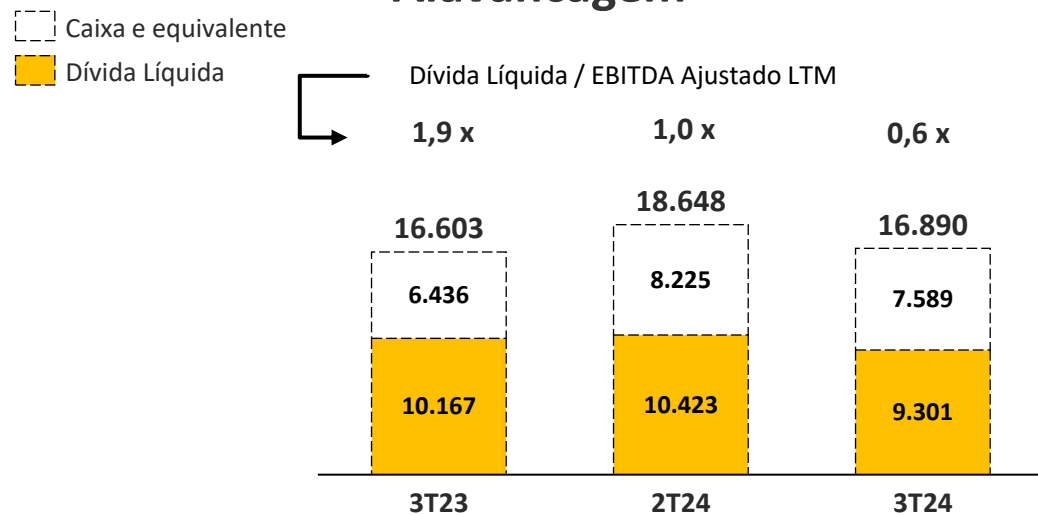


2. Despesas operacionais ajustadas sem efeito de hedge, recuperações tributárias extemporâneas, CBIOS e venda de imóveis.

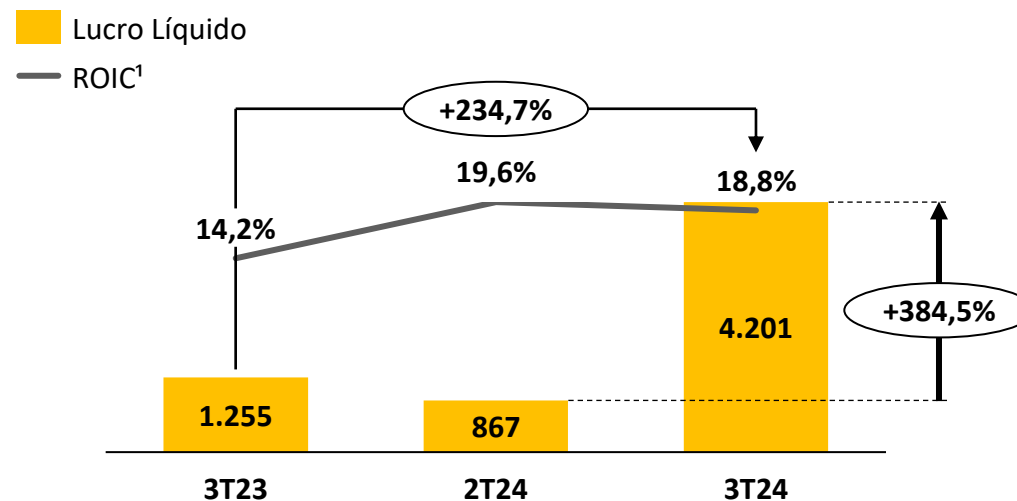
# Disciplina na Alocação de Capital



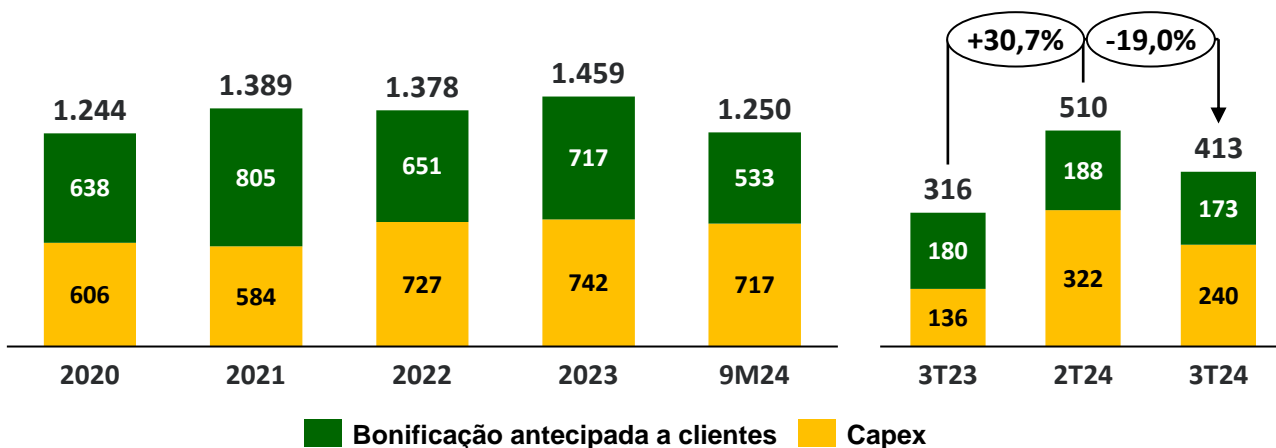
## Alavancagem



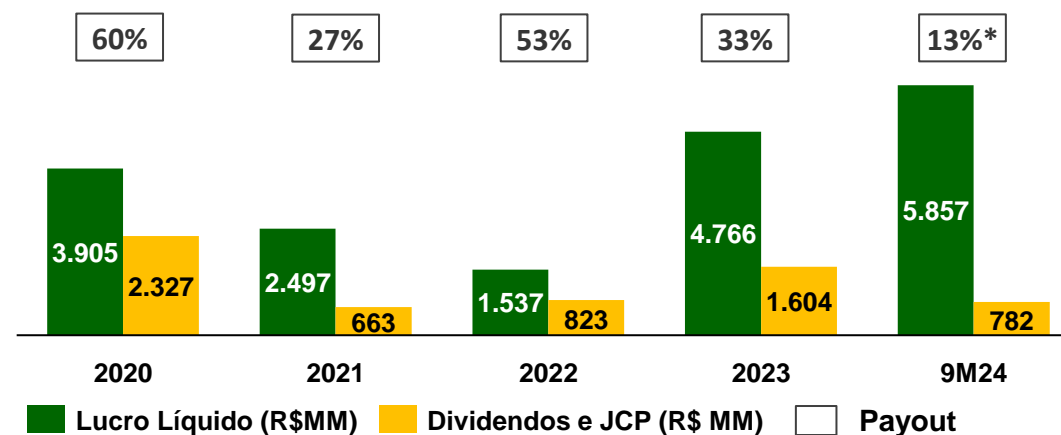
## Lucro Líquido



## Capex



## Dividendos

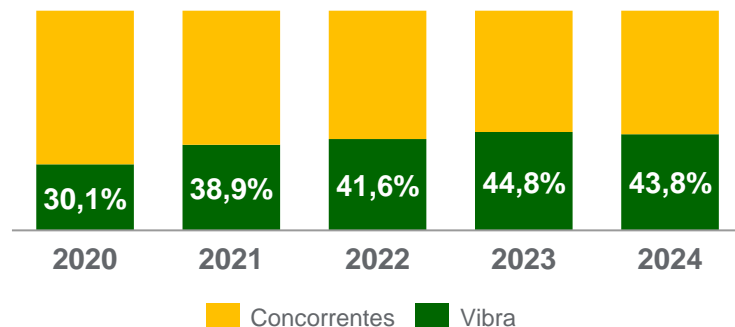


\*Referente ao que foi declarado nesse ano, dividendos totais a serem definidos na próxima AGOE

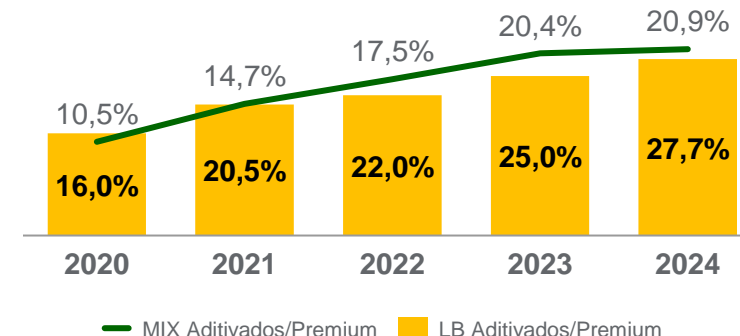


## Liderança em Produtos Aditivados

Market-Share Combustíveis Aditivados e Premium (Revenda Rede - Até Set/24)

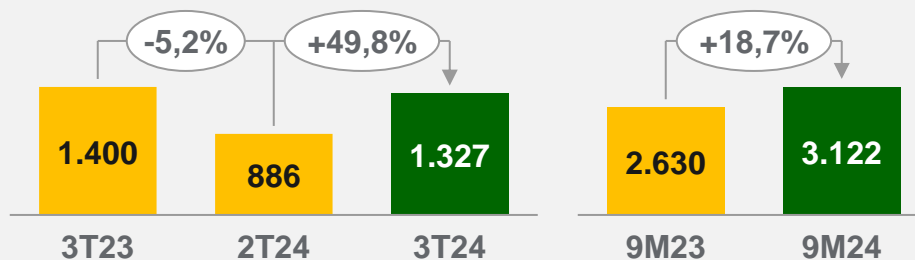


Aditivados e Premium - % Mix volume e % Lucro Bruto (Revenda Rede - Até Set/24)

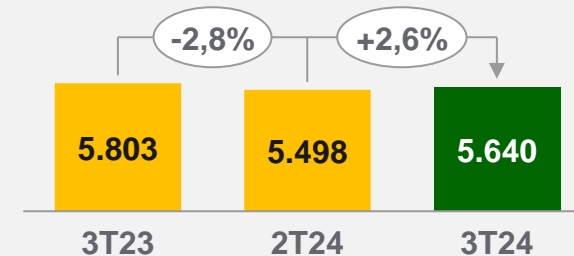


## Foco no Relacionamento

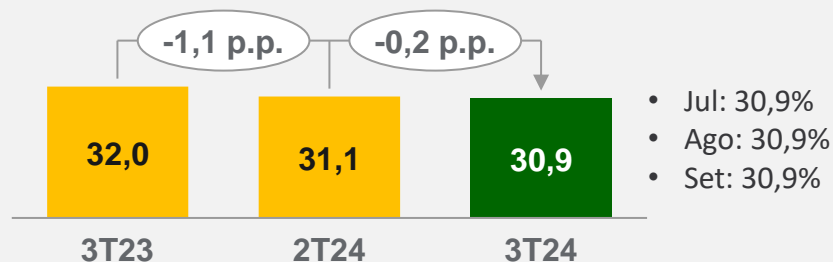
Ebitda Ajustado [R\$ MM]



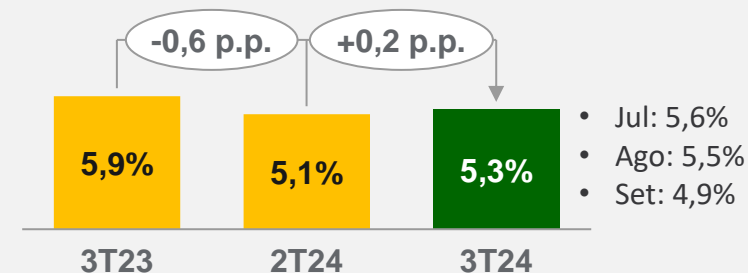
Volume Total [MM m<sup>3</sup>]



Market-Share na Rede Embandeirada



Market-Share no Bandeira Branca



# Fortalecendo nossa Proposta de Valor

## Rede de Postos

- 8.023 postos e presença em todas as unidades federativas
- Rede líquida permaneceu estável no período, foco em melhorar a qualidade da nossa rede, aumentando o volume médio mensal por posto

## Lojas BR Mania

- +13,2% no faturamento das Lojas BR Mania, atingindo R\$ 436 milhões no 3T24
- +8,7% no faturamento *Same Store Sales* no 3T24 vs 2023
- Número de transações (média/loja): 6.165 (+9,3% vs. 3T23)
- Lançamento da Operação de *Supply* da BR Mania “Mania de Abastecer”

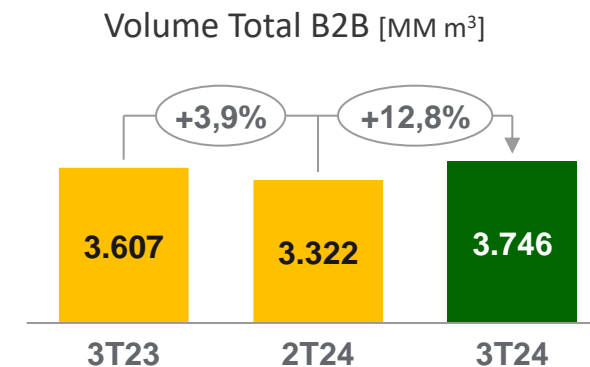
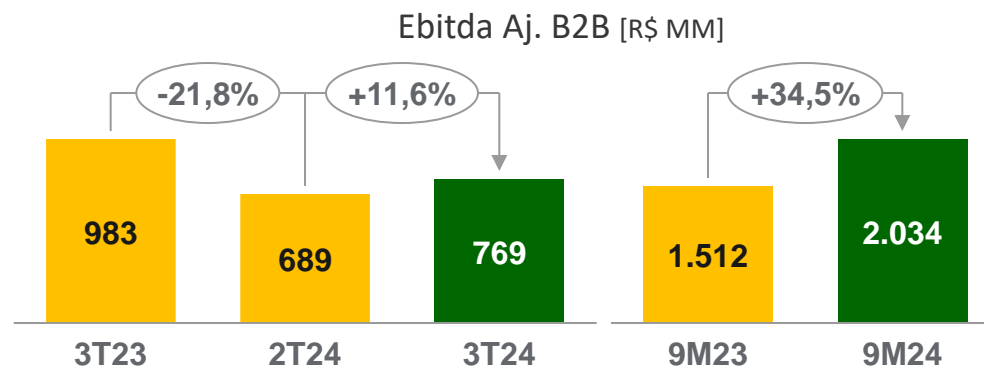
## Lubrificantes

- Crescimento do faturamento total das lojas Lubrax+ em 60% YoY
- Crescimento do lucro bruto de Lubrificantes de 44% YoY
- Crescimento do Volume de Lubrificantes em +7% YoY
- 8ª vez consecutiva, campeã do Prêmio Top of Mind

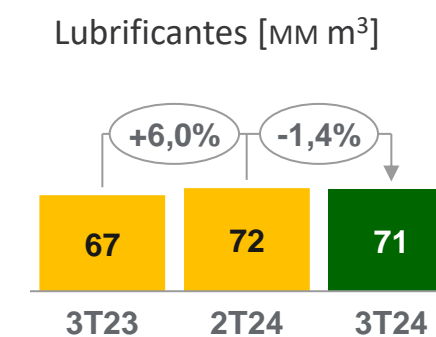
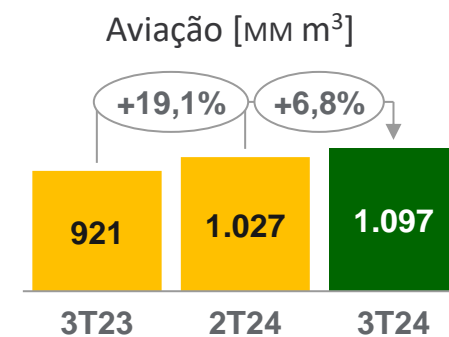
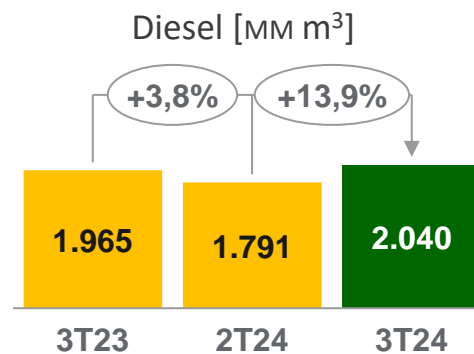


FOLHA  
**TOP** of  
**MIND**  
2024

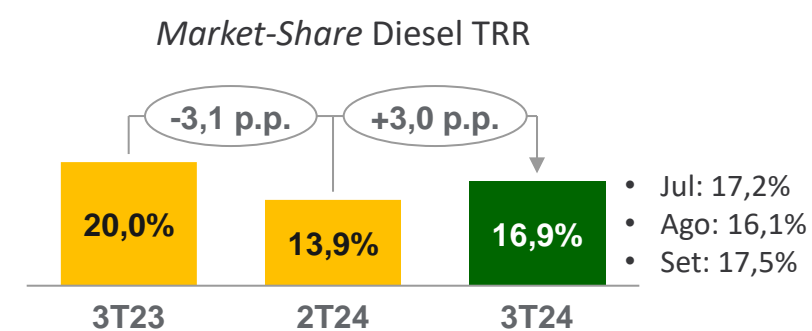
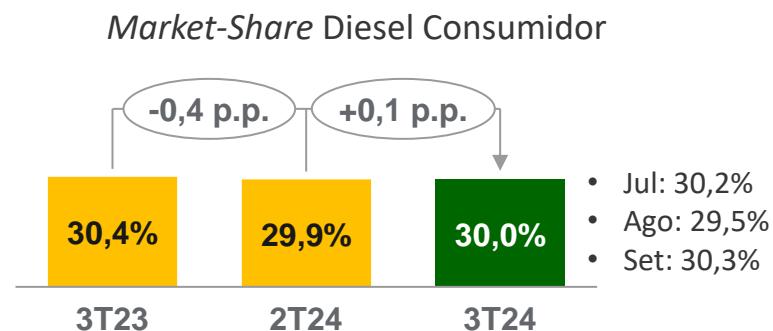
## Foco em Market Share e Rentabilidade



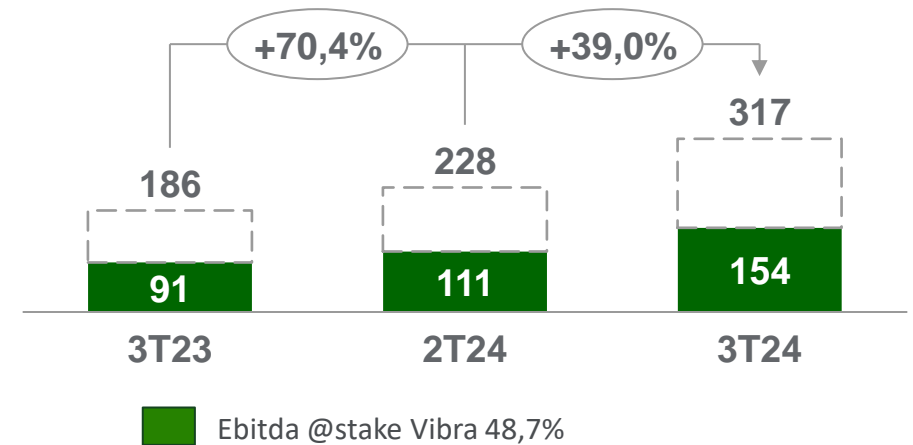
### Volumes Principais Produtos B2B



### Market-Share Diesel B2B



## Ebitda Proforma



## Destaques 3T24

- **R\$ 1,034 bi de Ebitda** nos últimos 12 meses, em linha com o *guidance* de Ebitda de R\$ 1 bilhão em 2024.
- **2,1 GWp** de capacidade total @stake instalada,
  - **GD: 299 MWp:** totalizando 86 usinas em operação em out/24.
  - **GC: 1.841 MWp:** 1.542 MWp em energia solar e 280 MW em energia eólica.
- **R\$ 675 milhões de MtM** de contratos futuros da comercializadora com volume médio transacionado de **6.612 GWh** nos trimestre.
- **Closing: CADE** aprova o *deal* e caminha para fechamento em Jan/25.
- **Sinergias – R\$ 1,4 bilhão**, a materialização das sinergias financeiras em estágio avançado para captura pós *closing*, demais sinergias em linha.

# ESG



## PRÊMIOS E RECONHECIMENTOS



Estamos entre as **Top 5 do Brasil no Ranking Valor 1000**, divulgado pelo Valor Econômico



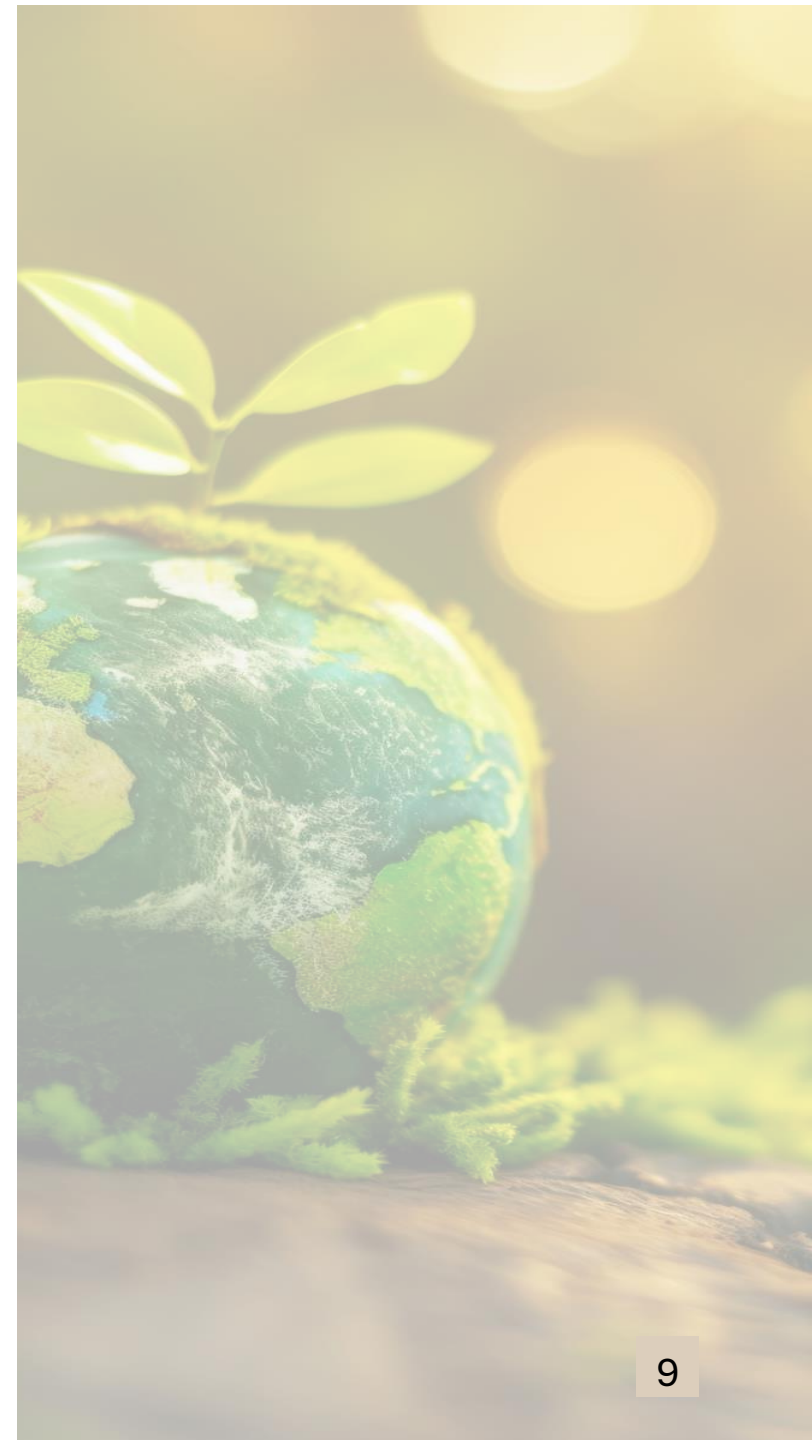
Pelo segundo ano consecutivo, estamos entre as **500 maiores empresas do mundo** pelo ranking Fortune 500



## NOSSA CAUSA:



**Promovemos um encontro e mobilizamos mais de 100 empresas, organizações da sociedade civil e instituições governamentais, pela prevenção da violência sexual contra crianças adolescentes.**





# Q&A



**ERNESTO POUSADA**  
CEO



**AUGUSTO RIBEIRO**  
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# 3Q24 Results

NOVEMBER 2024

VIBRA

# Consistency and Management for Results

- Adjusted EBITDA margin<sup>1</sup> (R\$ 212/m<sup>3</sup>)
- ROIC <sup>1</sup> (18,8%)
- Volume (YoY) - Stability with profitability
- Gain of +0,3 p.p. in market share QoQ
- FCFF of +R\$ 1.8 billion
- We approved R\$ 782 million in interest on capital (JCP) for payment in 2025.
- In 2024, we already paid R\$ 1.3 billion in dividends.
- Comerc - Closing and Synergies

<sup>1</sup>In this document, we present Adjusted EBITDA, Adjusted EBITDA Margin and ROIC, without considering the effect of extraordinary tax recovery.

# 3Q24 Stability with Profitability



**R\$ 1,987 MM**

Adjusted EBITDA<sup>1</sup>  
(-15% vs. 3Q23)



**R\$ 212/m<sup>3</sup>**

Adjusted EBITDA Margin<sup>1</sup>  
(-15% vs. 3Q23)



**9,385,000m<sup>3</sup>**

Sales Volume  
(-0,3% vs. 3Q23)



**18.8%**

ROIC<sup>1</sup> 3Q24  
(+4.6 p.p. vs. 3Q23)



**R\$ 4,201 MM**

Net Income  
(234.74% vs. 3Q23)



**R\$ 1,8 bi**

FCLF no 3Q24  
Increase of R\$ 1 billion  
compared to 2Q24

<sup>1</sup>In this document, we present Adjusted EBITDA, Adjusted EBITDA Margin and ROIC, without considering the effect of extraordinary tax recovery.



# Consistent Delivery Team



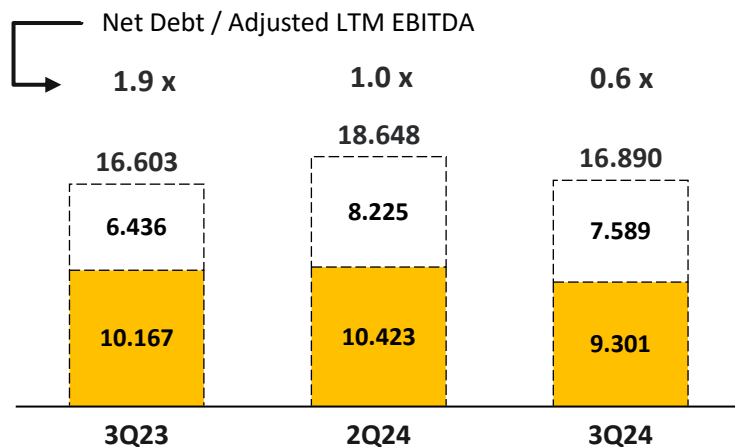
2. Adjusted operating expenses without hedge effect, untimely tax recoveries, CBIOs and property sales.

# Discipline in Capital Allocation

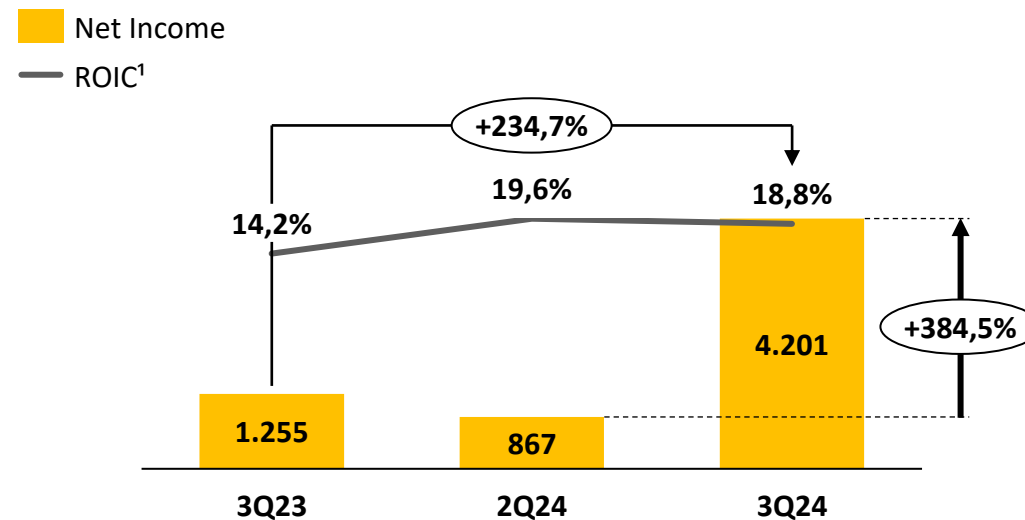


Cash and cash equivalents  
 Net Debt

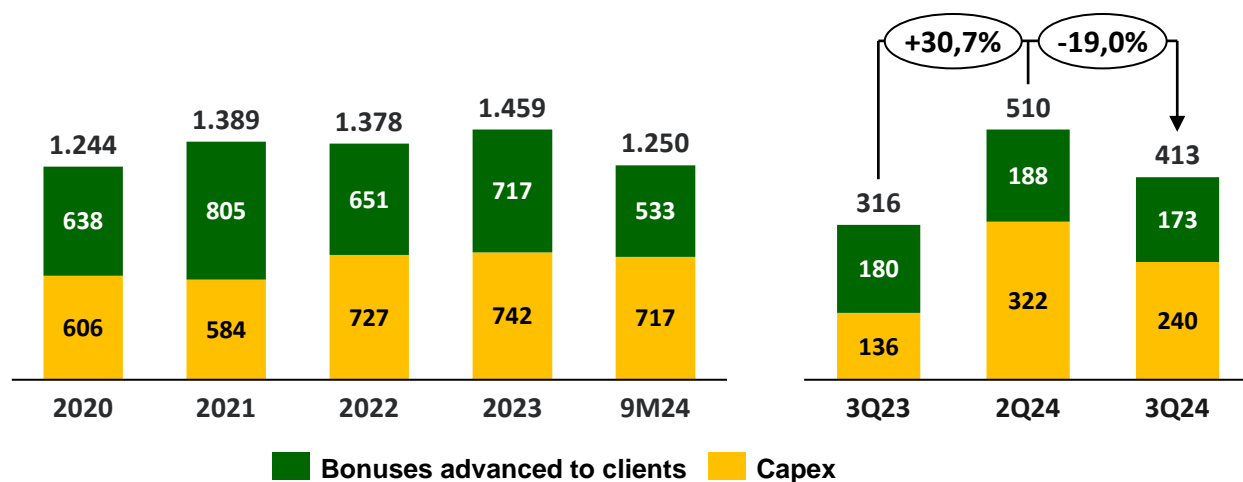
## Leverage



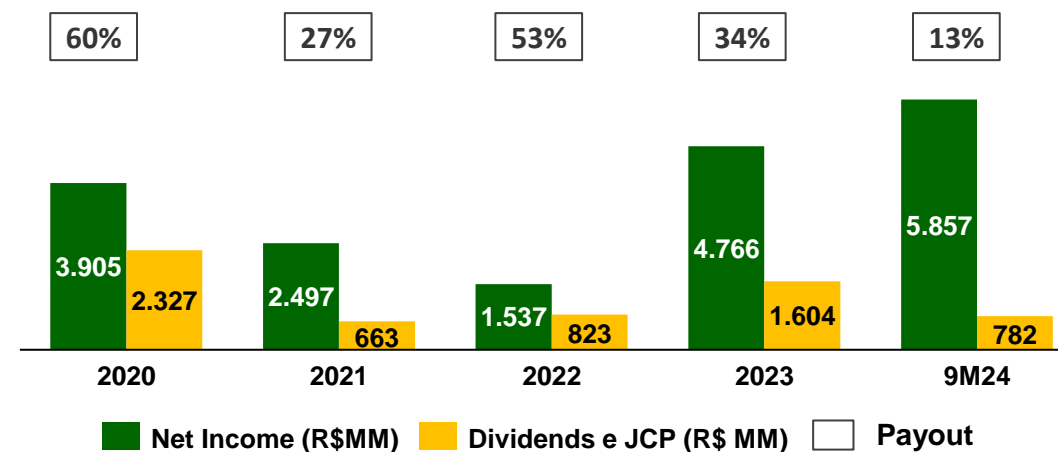
## Net Income



## Capex



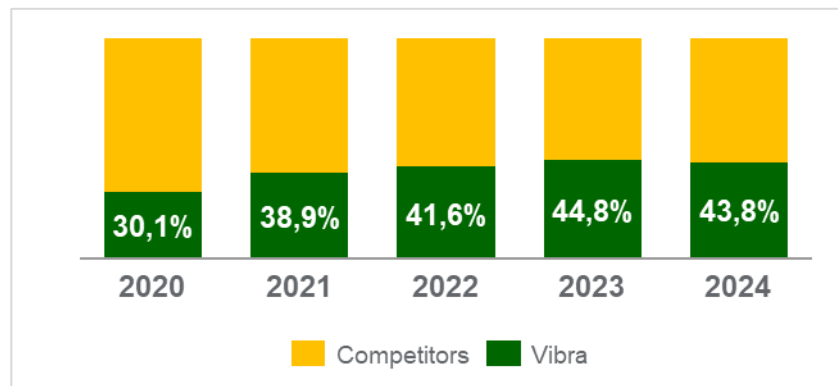
## Dividends



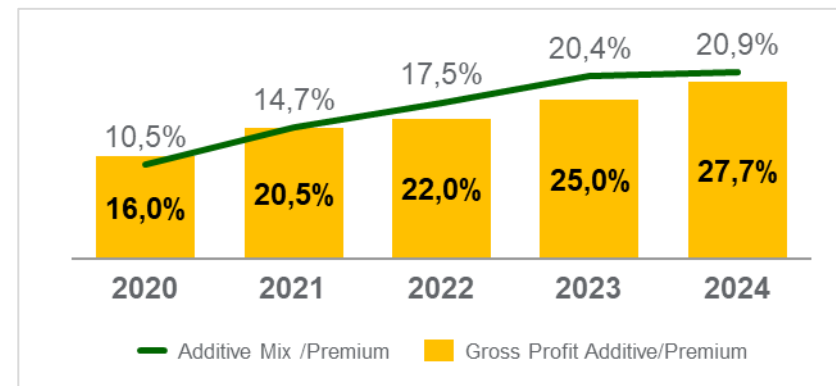


## Leadership in Additive-enhanced products

Market Share of Additive-enhanced and Premium Fuels (Resale Network - Until Sep/24)

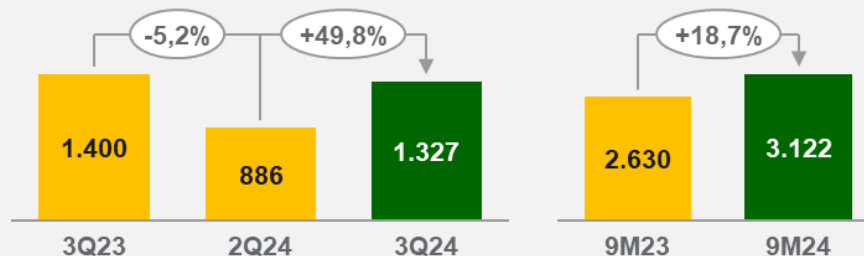


Additive and Premium Fuels - % Volume mix and % Gross Profit (Resale Network - Until Sep/24)

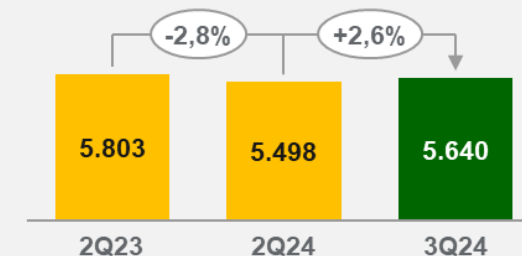


## Customer-centric

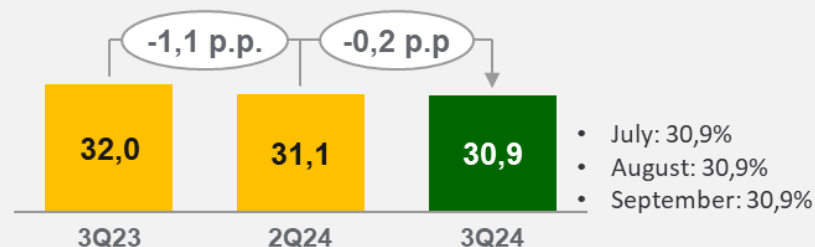
Adjusted Ebitda [R\$ Mn]



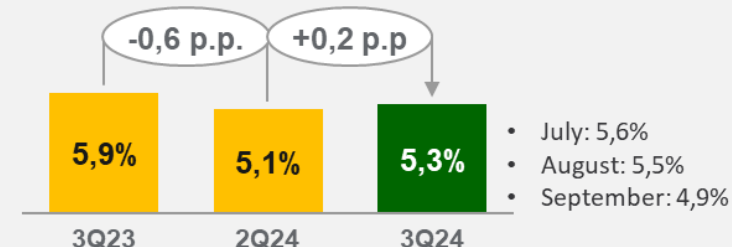
Total Volume [Million m<sup>3</sup>]



Branded Network Market Share



Non-branded Market Share



# Strengthening our Value Proposition

## RETAIL

- 8,023 service stations and presence in all federative units
- The net network remained stable during the period, with a focus on improving the quality of our network by increasing the average monthly volume per station.

## BR MANIA STORES

- +13.2% in sales of BR Mania stores, amassing R\$ 436 milhões in the 3Q24
- +8.7% in Same Store Sales revenue in the 3Q24 vs. 2023
- Number of transactions (average per store) 6,165 (+9.3% vs. 3Q23)
- BR Mania's Supply Operation “Mania de Abastecer” launched

## LUBRICANTS

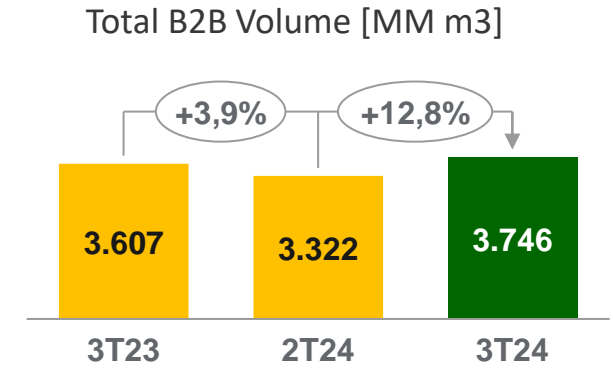
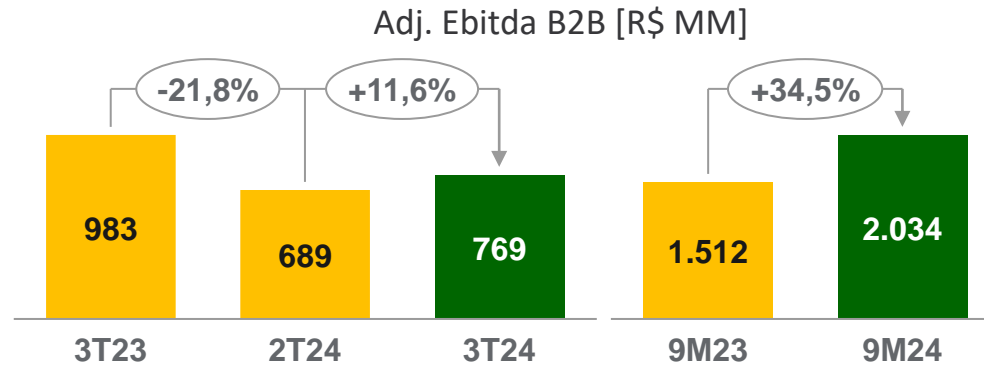
- Total revenue growth of Lubrax+ stores by 60% YoY
- Gross profit growth of Lubricants by 44% YoY
- Lubricant volume growth of +7% YoY
- 8th consecutive winner of the Top-of-Mind Award



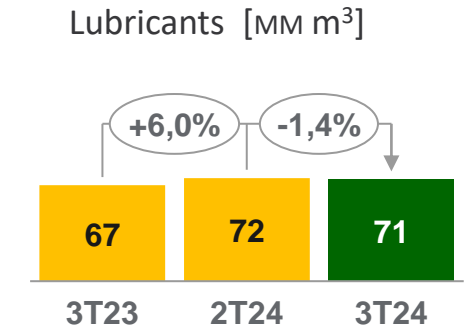
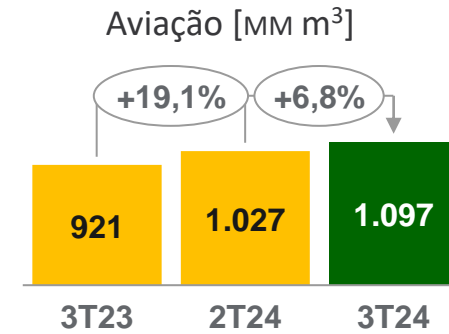
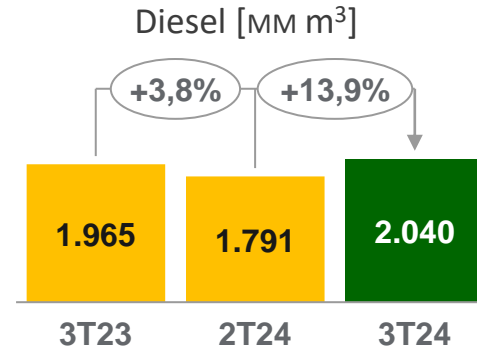
FOLHA  
**TOP** of  
**MIND**  
2024



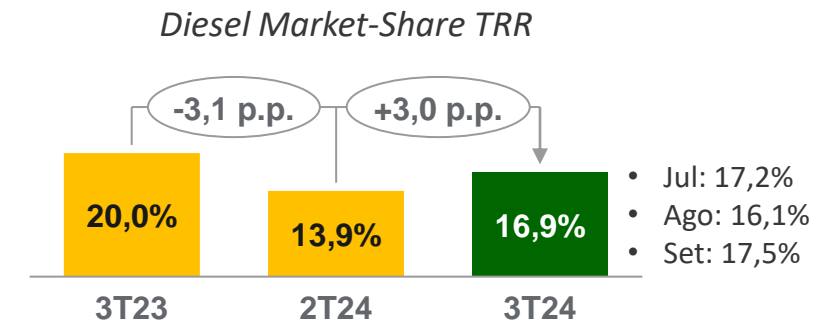
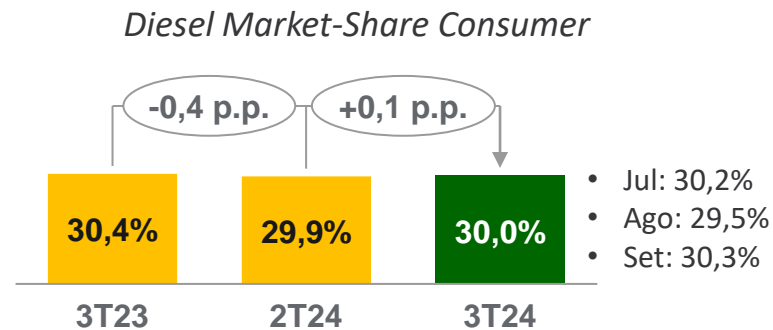
## Focus on Market Share and Profitability



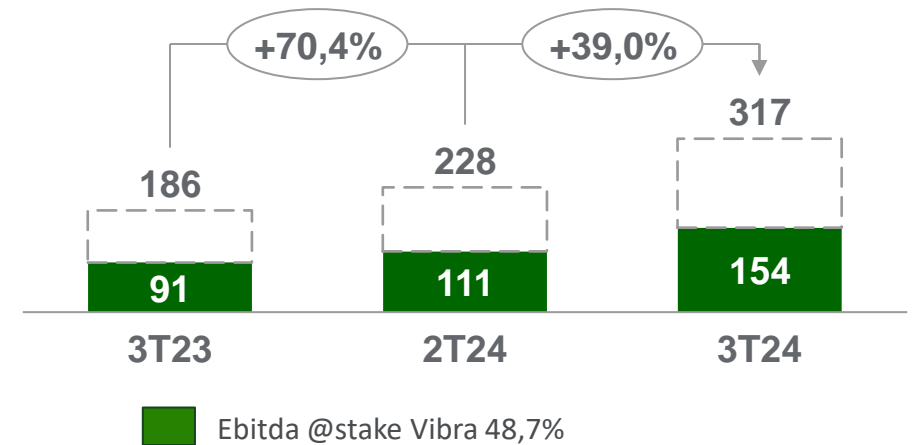
### Volumes - Main B2B Products



### Market-Share Diesel B2B



## Ebitda Proforma



## Key events in 3Q24:

- **R\$ 1,034 billion** in EBITDA in the last 12 months, in line with the EBITDA guidance of R\$ 1 billion in 2024.
- **2,1 GWp** of total installed capacity @stake,
  - **GD: 299 MWp:** totaling 86 plants in operation in Oct/24.
  - **GC: 1.841 MWp:** 1,542 MWp in solar energy and 280 MW in wind energy.
- **R\$ 675 million** in MtM of future contracts of the trading company with an average volume traded of **6,612 GWh** in the quarter.
- **Closing: CADE** approves the deal, and it is on track to close in Jan/25.
- **Synergies – R\$ 1,4 billion,** the materialization of financial synergies at an advanced stage for immediate capture post-closing, other synergies in line.

# ESG



## AWARDS AND RECOGNITION



We are among the **Top 5 in Brazil in the Valor 1000 Ranking**, published by Valor Econômico



For the second year in a row, we are among the **500 largest companies in the world** according to the **Fortune 500** ranking.



## OUR CAUSE:



**We organized a meeting and mobilized over 100 companies, civil society organizations, and government institutions to prevent sexual violence against children and adolescents.**





# Q&A



**ERNESTO POUSADA**  
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