rumo

Apresentação de Resultados

4T23

28 de março de 2024

Disclaimer

Esta apresentação pode conter certas afirmações e declarações que expressam crenças e tendências relativas à Rumo S.A. (“Rumo‟ ou “Companhia”) e suas subsidiárias, que refletem as visões atuais e/ou expectativas da Rumo e sua administração a respeito de seus negócios e eventos futuros que, embora consideradas razoáveis pela Companhia com base em informações públicas, poderão ser incorretas ou imprecisas, ou poderão não se materializar. Isto porque um número de fatores importantes pode causar resultados reais diferentes substancialmente dos planos, objetivos e expectativas expressos nesta apresentação, muitos dos quais estão além da capacidade de controle da Companhia.

As declarações e informações sobre as tendências aqui relatadas não são garantias de desempenho. Esta apresentação não constitui material de oferta para a subscrição ou compra de valores mobiliários da Companhia.

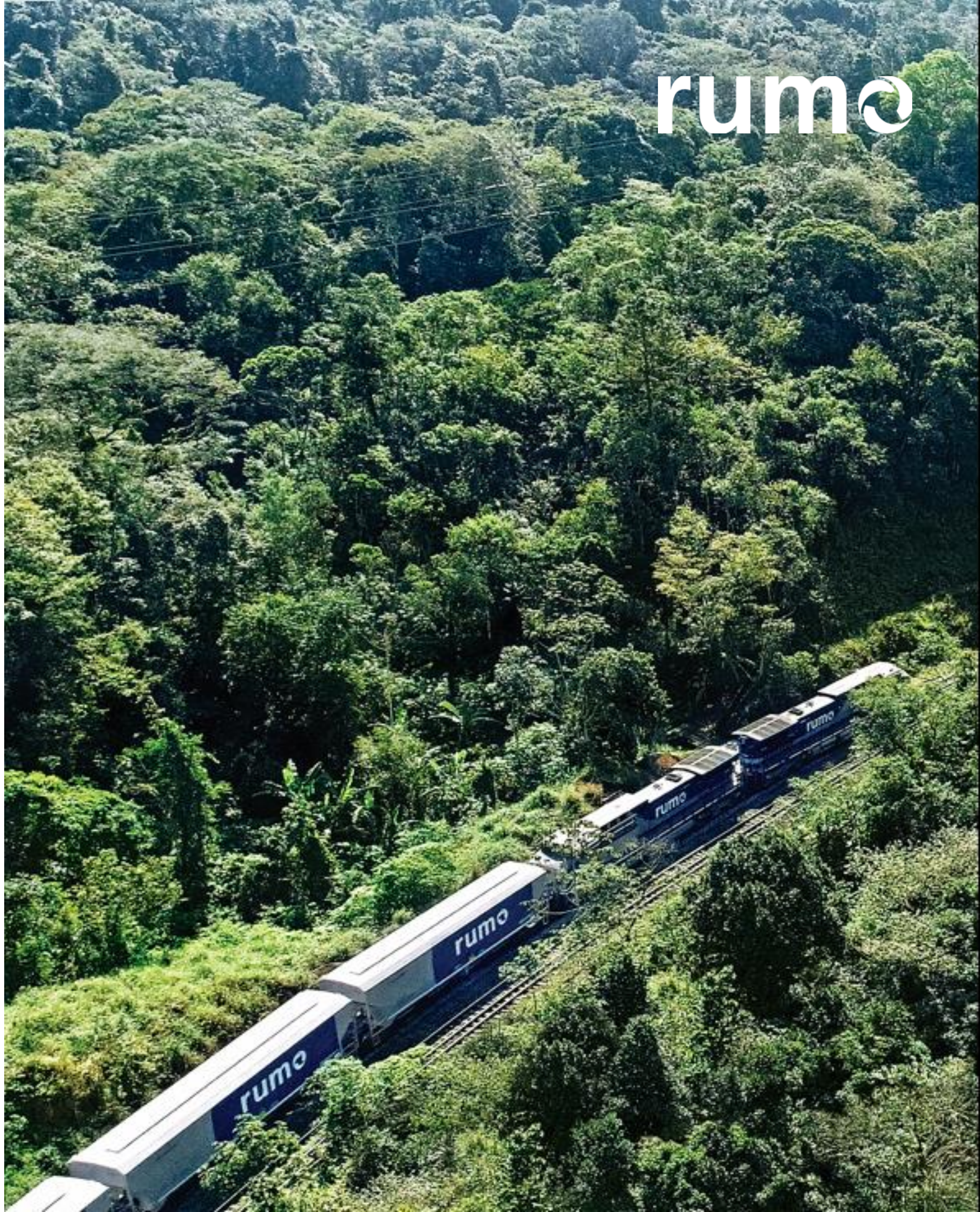
Destaques ESG

Reconhecimentos e Estratégia

- Primeira e única empresa do setor de logística do Brasil a integrar as carteiras **World** e **Emerging Markets** do Índice **Dow Jones de Sustentabilidade (DJSI)**
- Membro da carteira do **ISE** pelo terceiro ano consecutivo

Compromisso com Segurança e Agenda Social

- Redução de 27% em acidentes ferroviários em 2023
- Diagnóstico em andamento na Baixada Santista para fortalecer ações locais



Destaques

Competitividade da Ferrovia

- **Crescimento da tarifa**, apesar da queda no preço do combustível
- Volumes para **2024 contratados antecipadamente**

Projetos de Expansão

- **Avanço** das obras da extensão no MT
- **Transição operacional** da Portofer para FIPS realizada com sucesso no trimestre.

Desempenho Recorde em 2023

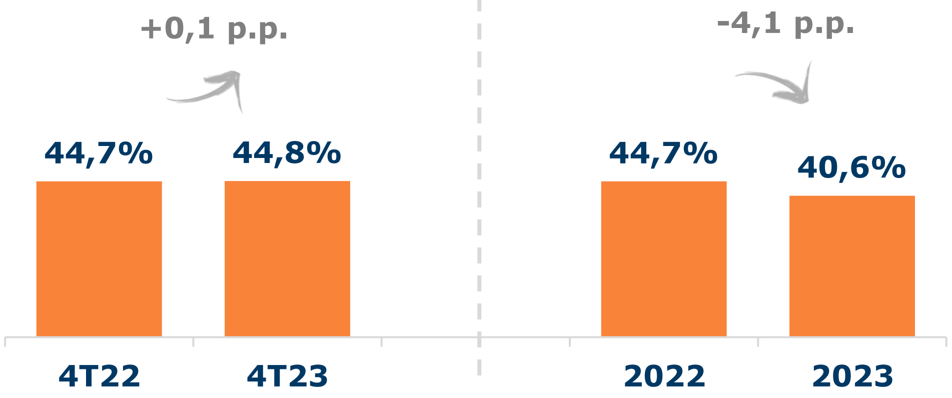
- **R$ 5.650 milhões** de EBITDA
- **R$ 722 milhões** de Lucro Líquido

Evento Subsequente

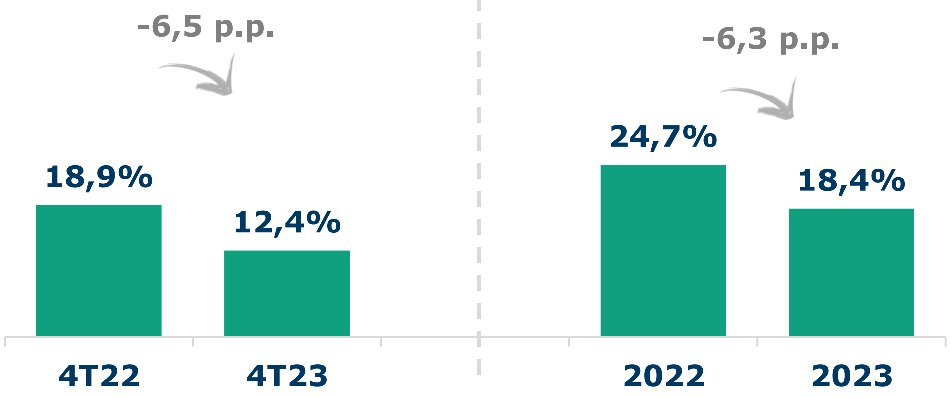
- Acordo com a DP World para construção de Novo Terminal Portuário em Santos

Market Share em Grãos (soja, milho e farelo)

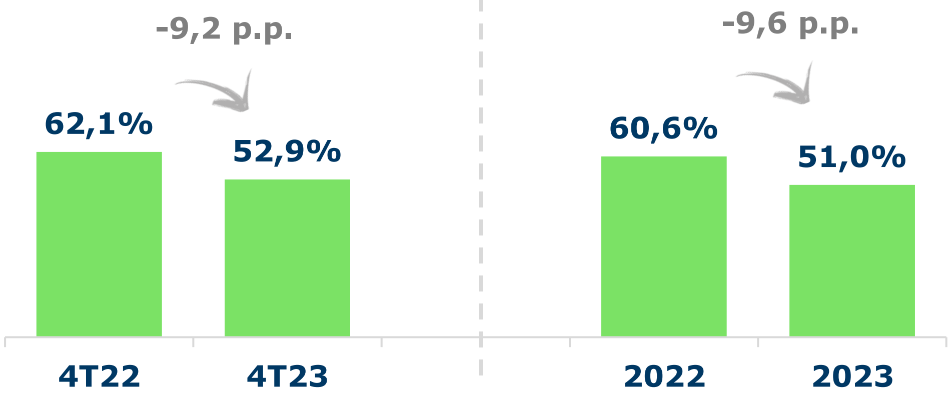
Mato Grosso (MT)



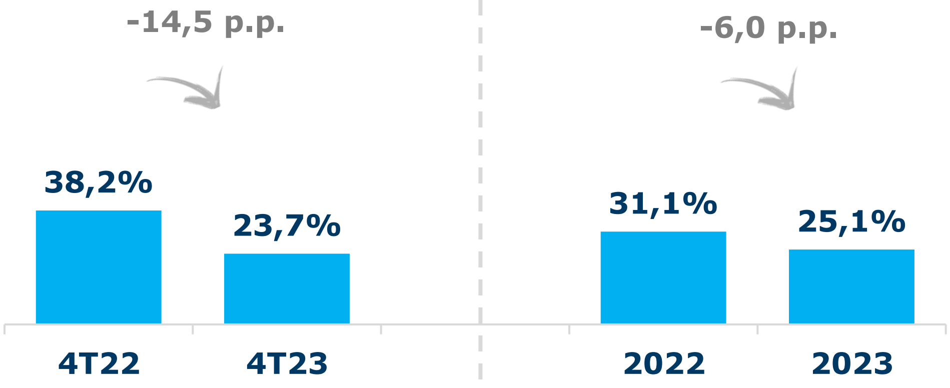
Goiás (GO)



Porto de Santos (SP)

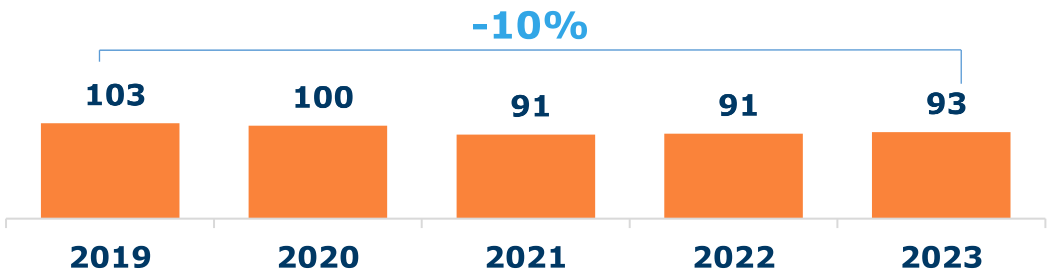


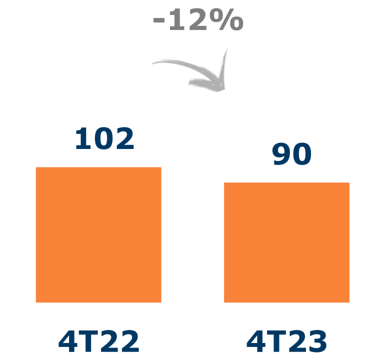
Portos de Paranaguá (PR) e São Francisco do Sul (SC)

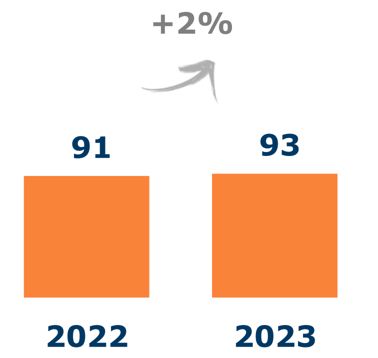


Indicadores Operacionais

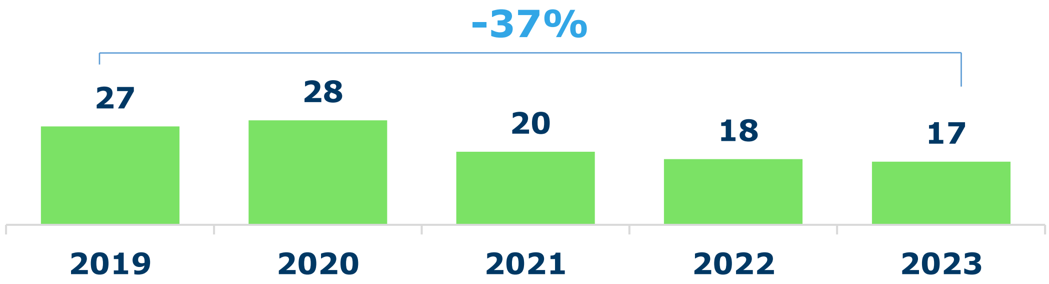
Transit Time Op. Norte (Horas)

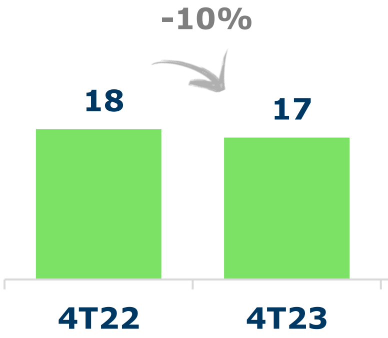


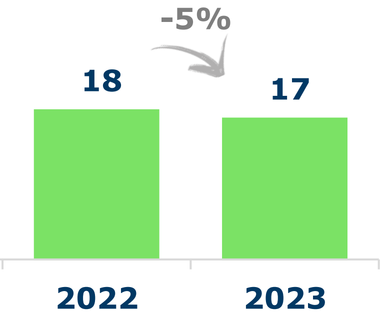




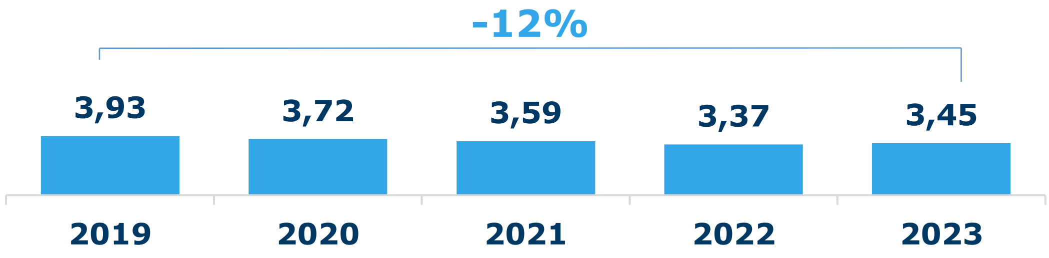
Giro em Santos (Horas)

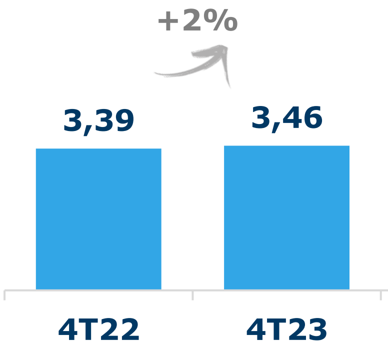


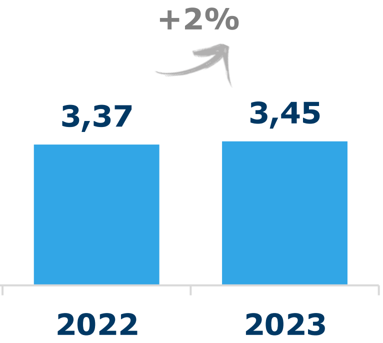




Consumo de Diesel Consolidado (litros/ '000 TKB)



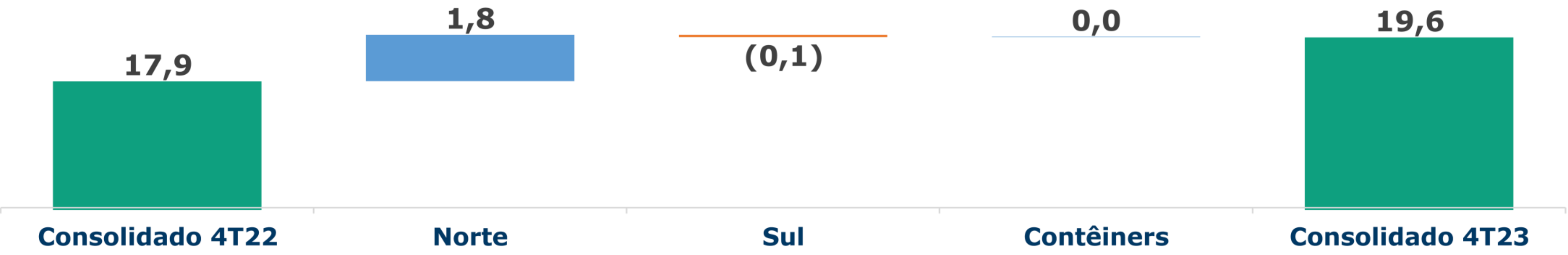




Resultado Operacional

rumo

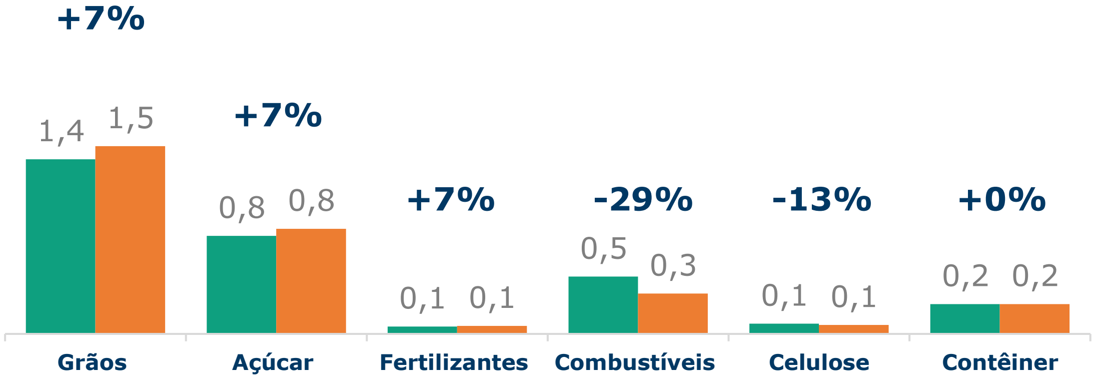
Volumes (TKU Bi)



Performance por segmento (TKU bi)

Op. Norte

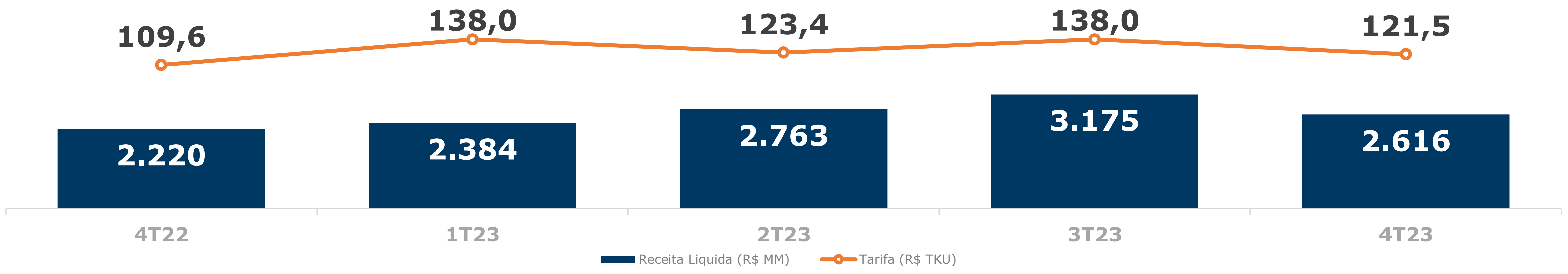
Op. Sul



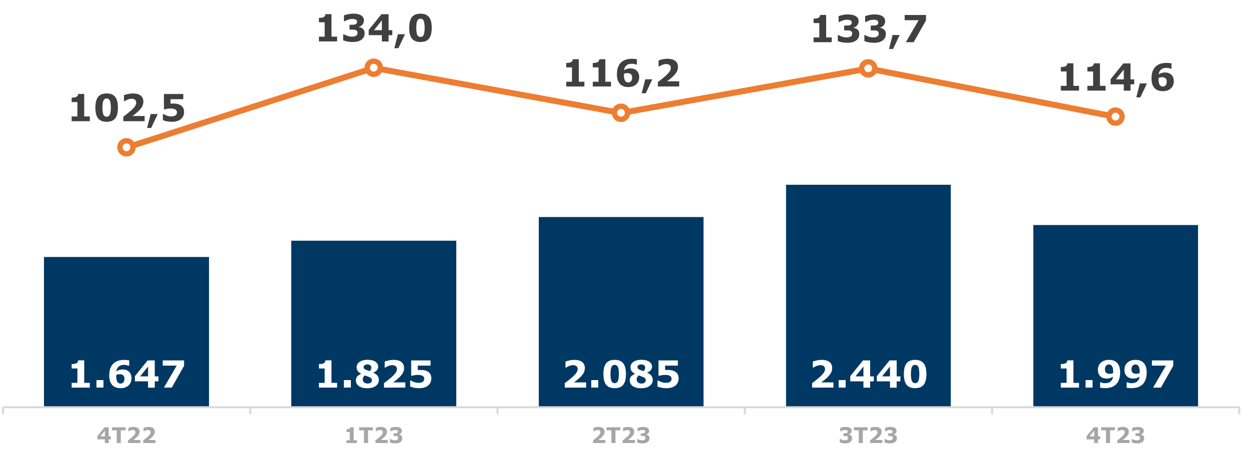
4T22 4T23

Receita e Tarifas

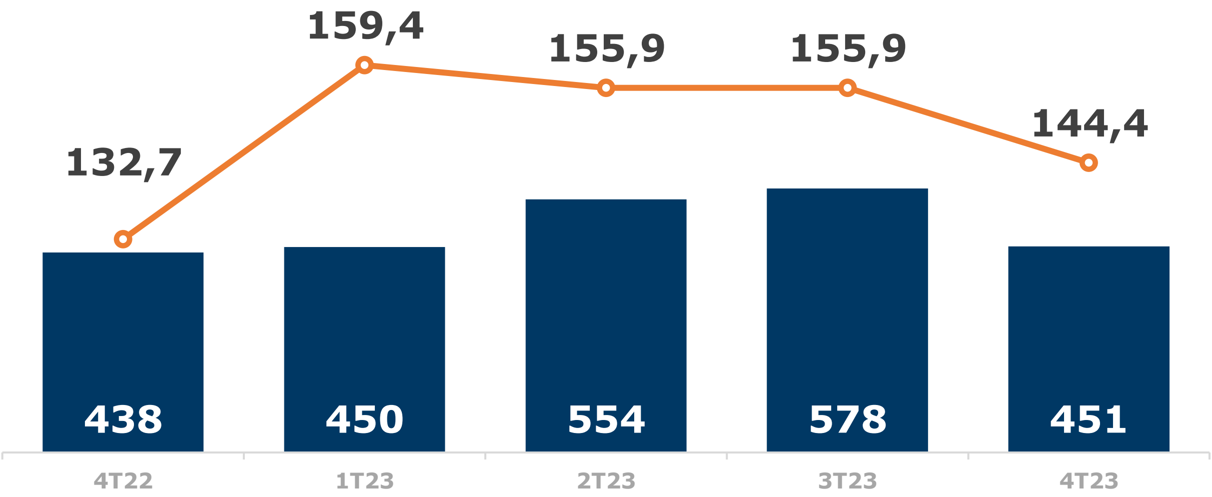
Consolidado



Op. Norte

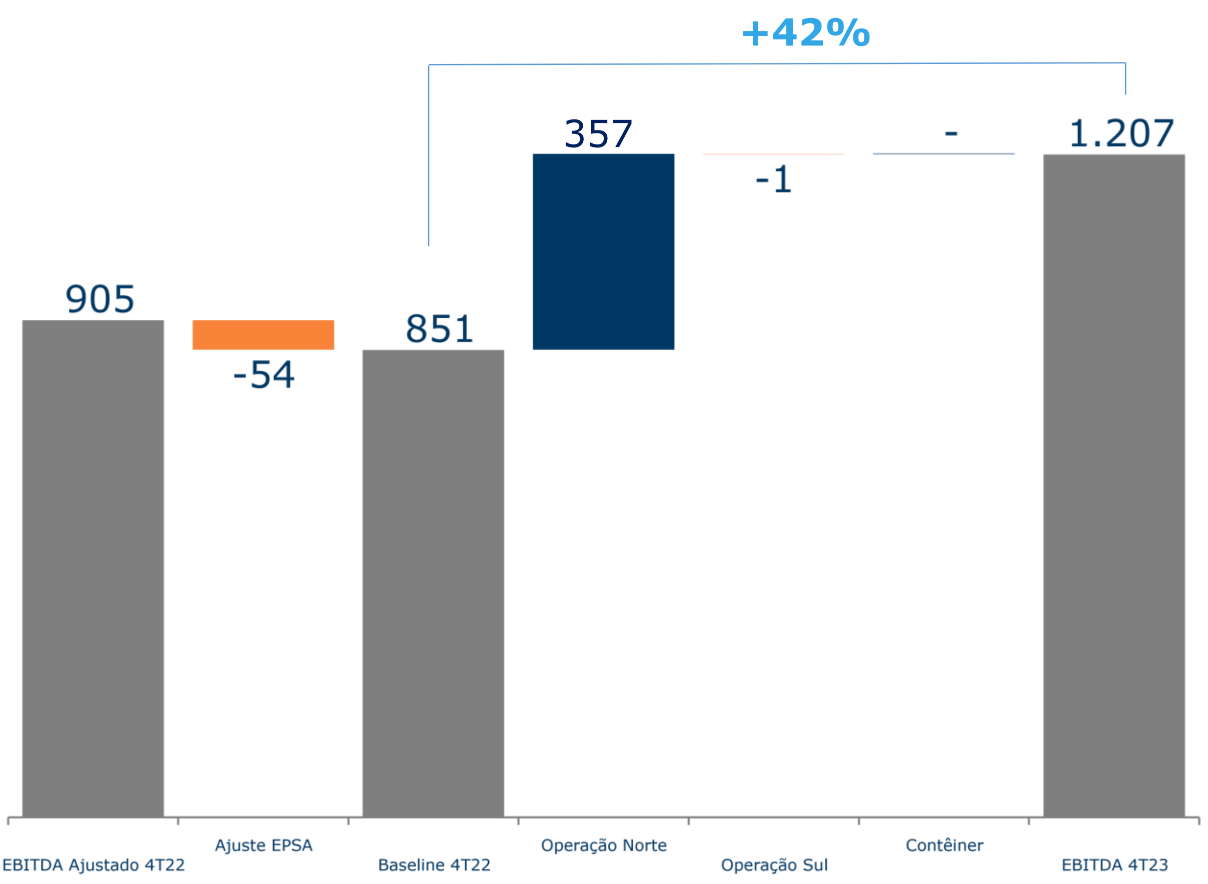


Op. Sul

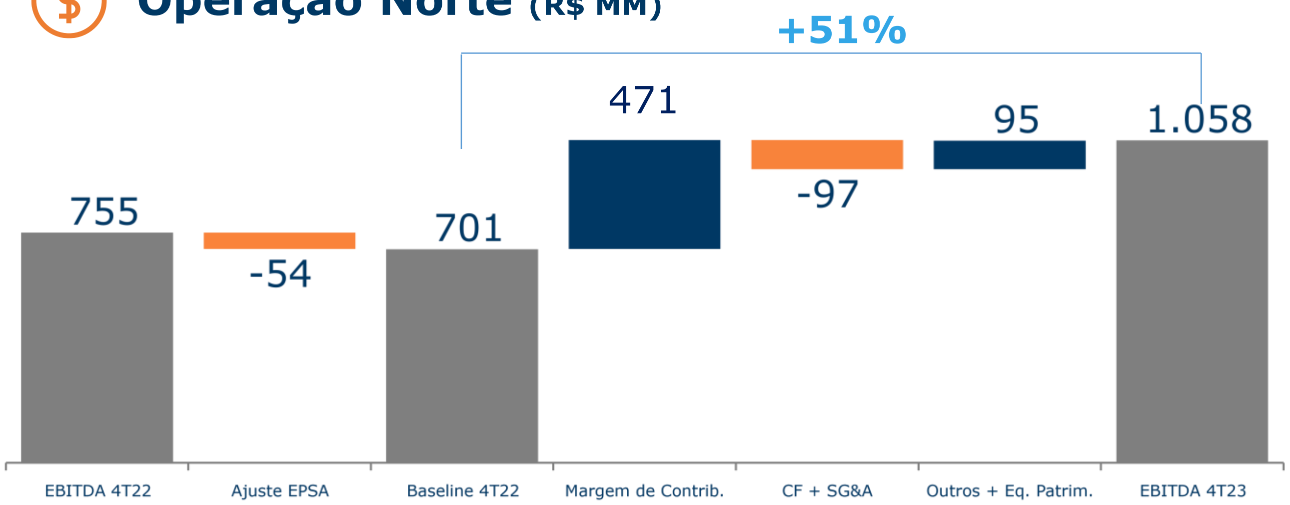


EBITDA

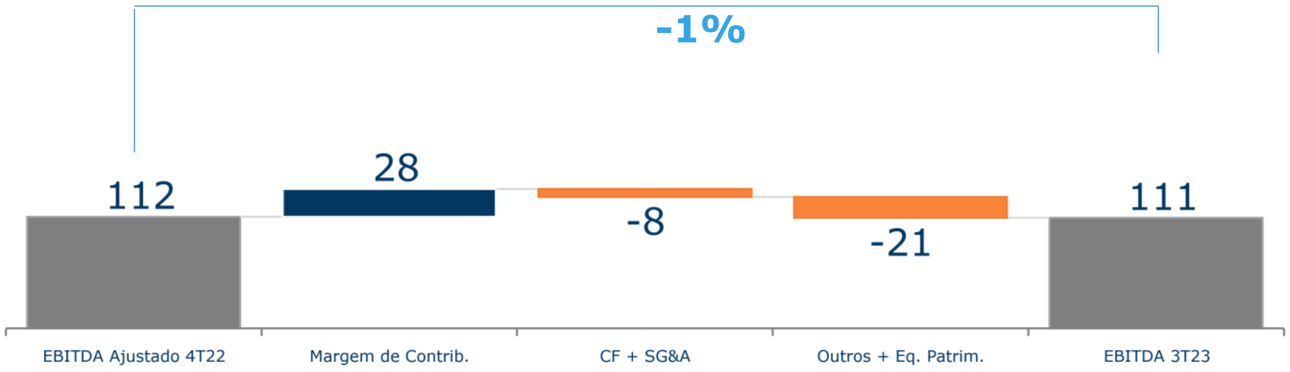
EBITDA Consolidado (R$ MM)



Operação Norte (R$ MM)

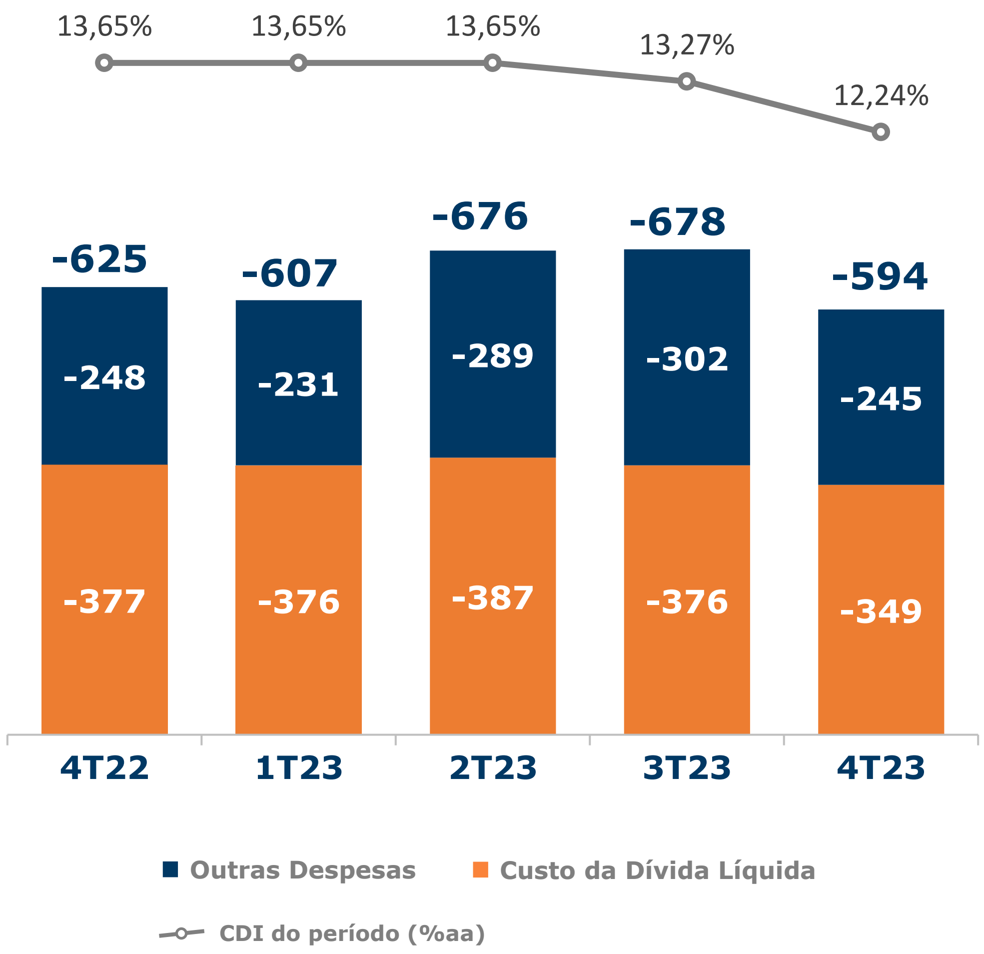


Operação Sul (R$ MM)

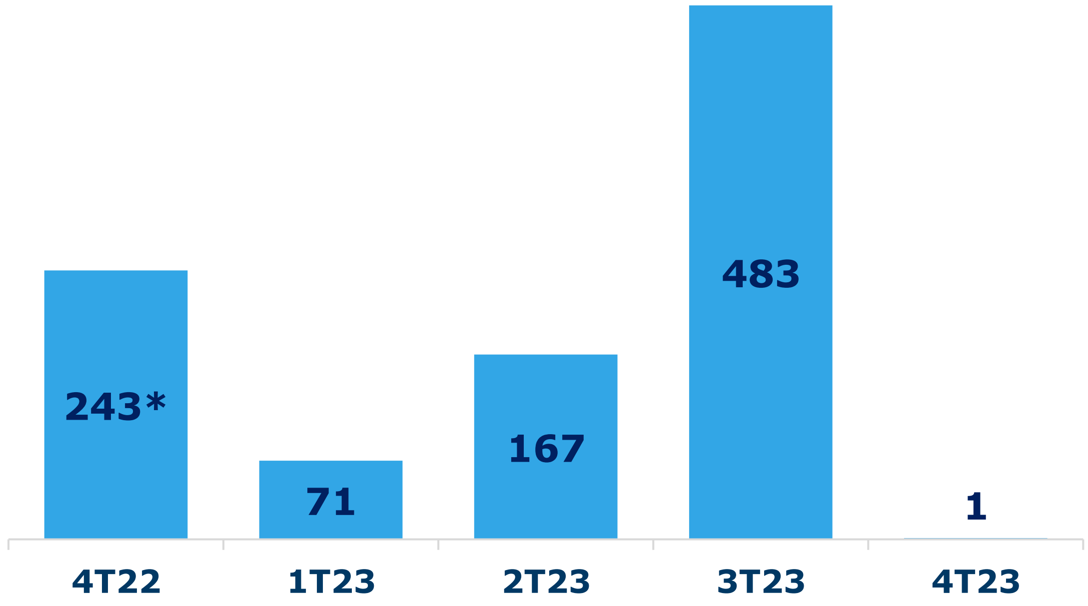


Resultado Financeiro e Lucro

Resultado Financeiro
(R$ MM)



Lucro líquido
(R$ MM)

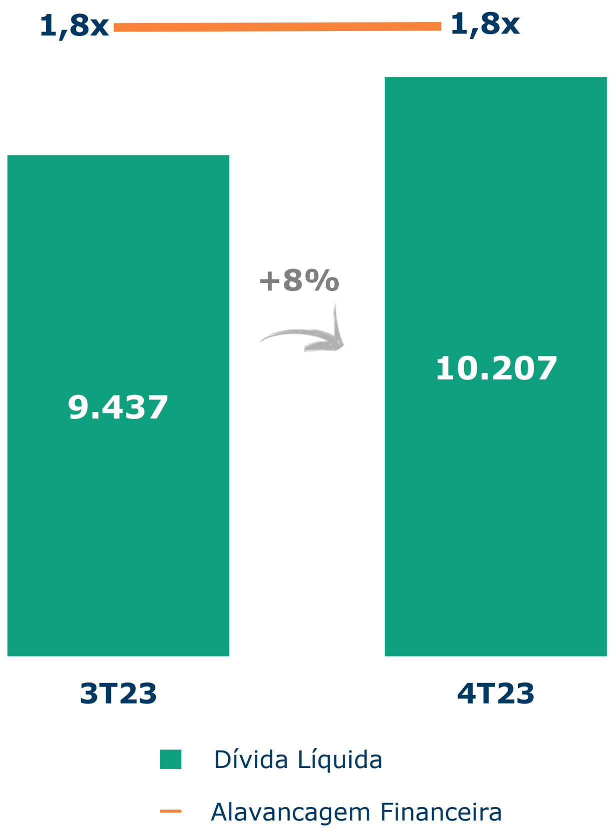


**Impactado por eventos não recorrentes, com destaque paga o ganho de capital na venda dos terminais T16 e T19 em Santos.*

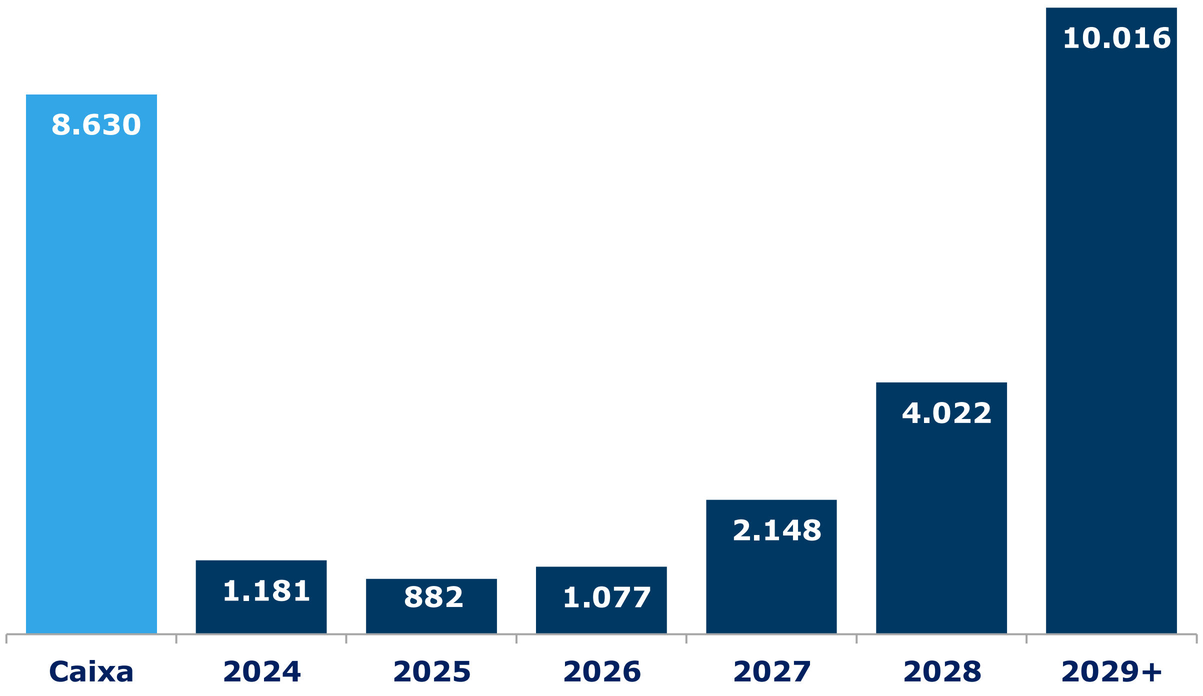
Endividamento

Dívida Líquida
(R$ MM)

Alavancagem Financeira
(Dívida líquida/EBITDA LTM Ajustado)

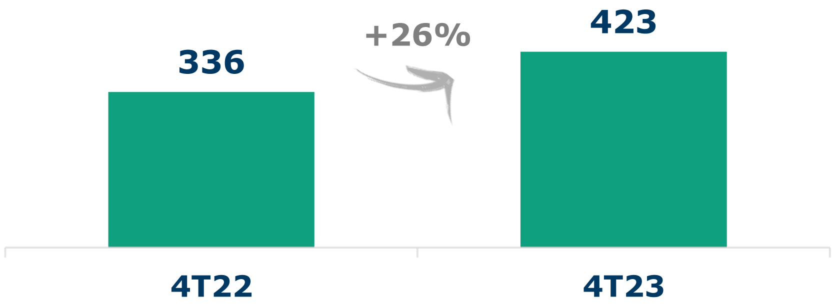


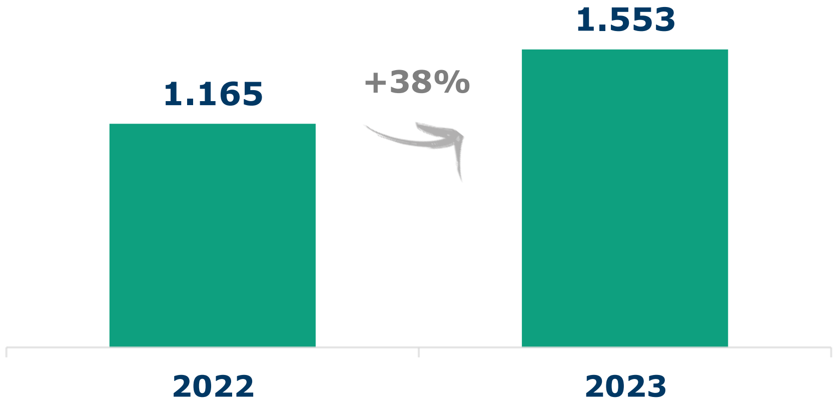
Cronograma de amortização da dívida
(R$ MM)



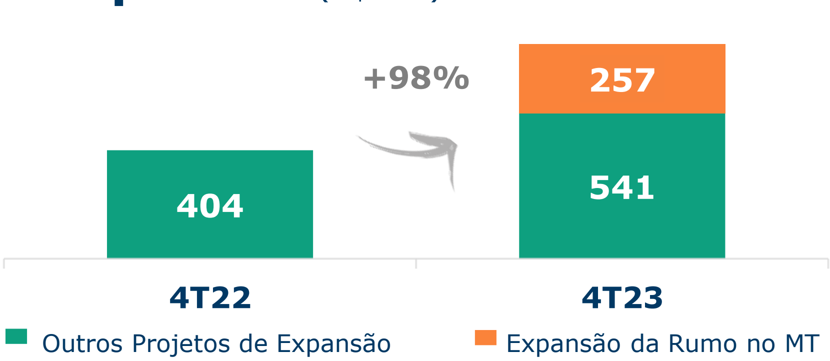
Investimentos

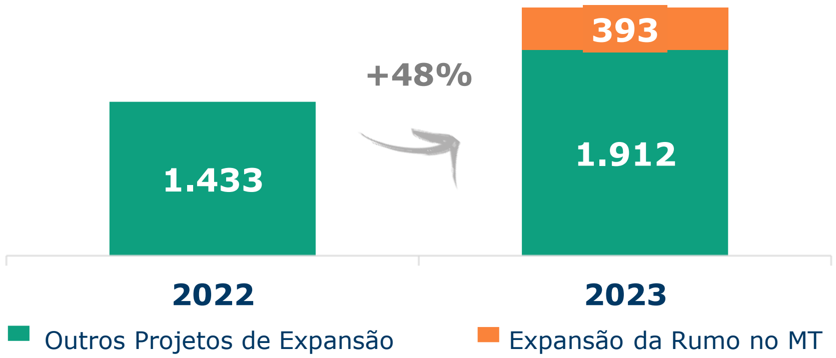
CAPEX Recorrente (R$ MM)





CAPEX Expansão (R$ MM)





Obras de Expansão LRV

- **35km de infraestrutura ferroviária e diversas Obras de Artes Especiais já mobilizadas**

Guidance

Realizado 2023

	Realizado 2023	*Guidance* 2023
Volume (TKU billhões)	77,3	76 ≤ Δ ≤ 78
EBITDA (R$ milhões)	5.650	5.400 ≤ Δ ≤ 5.700
Capex (R$ milhões)	3.737	3.600 ≤ Δ ≤ 3.800

Guidance 2024

	Guidance 2024
Volume (TKU billhões)	81 ≤ Δ ≤ 84
EBITDA (R$ milhões)	7.200 ≤ Δ ≤ 7.700
Capex (R$ milhões)	5.300 ≤ Δ ≤ 5.800

Principais premissas consideradas:

i. Premissas macroeconômicas baseadas em dados de reconhecidas consultorias terceirizadas.

ii. EBITDA exclui efeitos de eventos não recorrentes, conforme destacado no Release de Resultados.

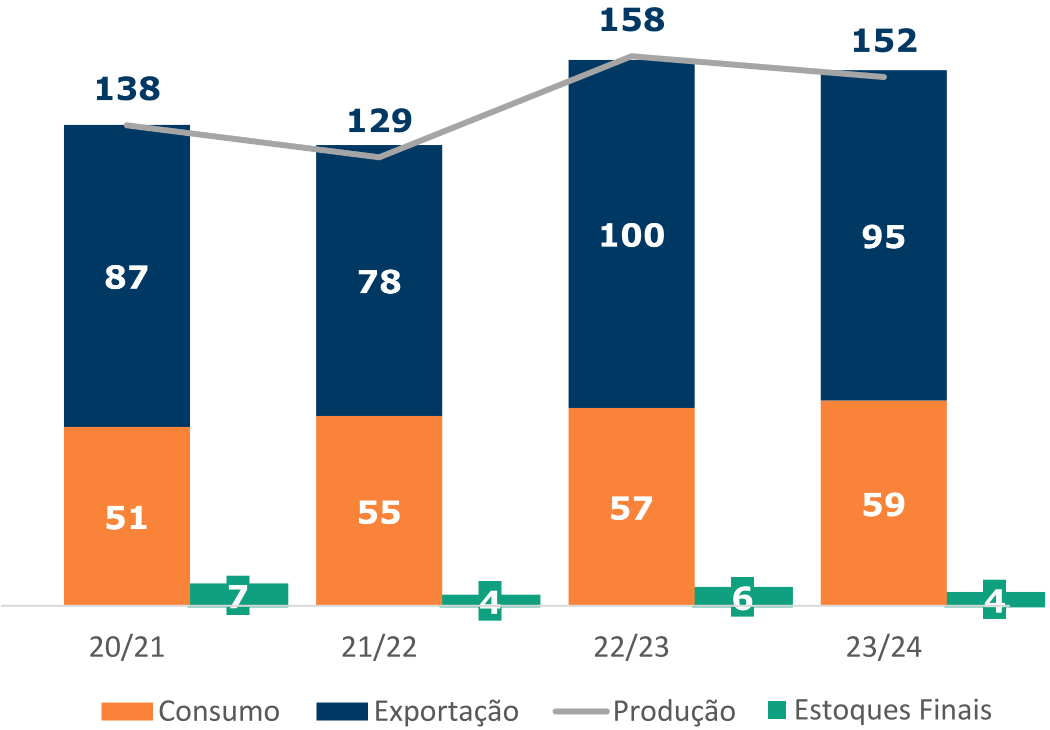
iii. Capex inclui investimentos para a construção da 1ª Fase da Extensão da Rumo no MT.

iv. Não considera potenciais projetos de M&A, desinvestimentos ou novas concessões.

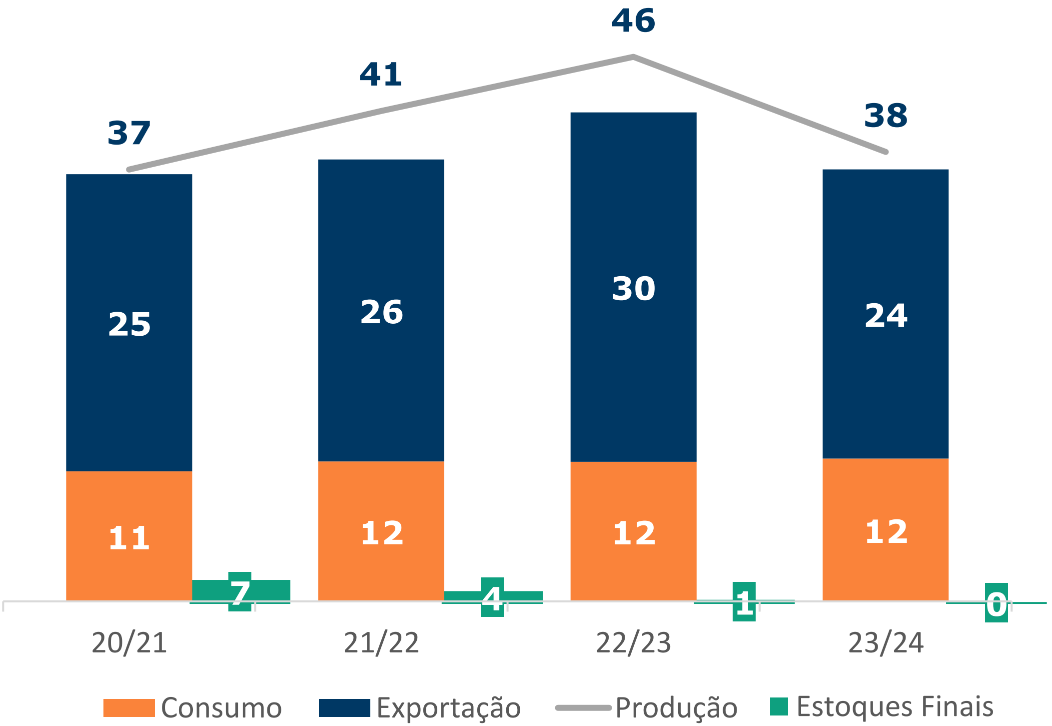
v. Valores projetados são apresentados em termos nominais.

Soja

Oferta e Demanda | Brasil



Oferta e Demanda | MT

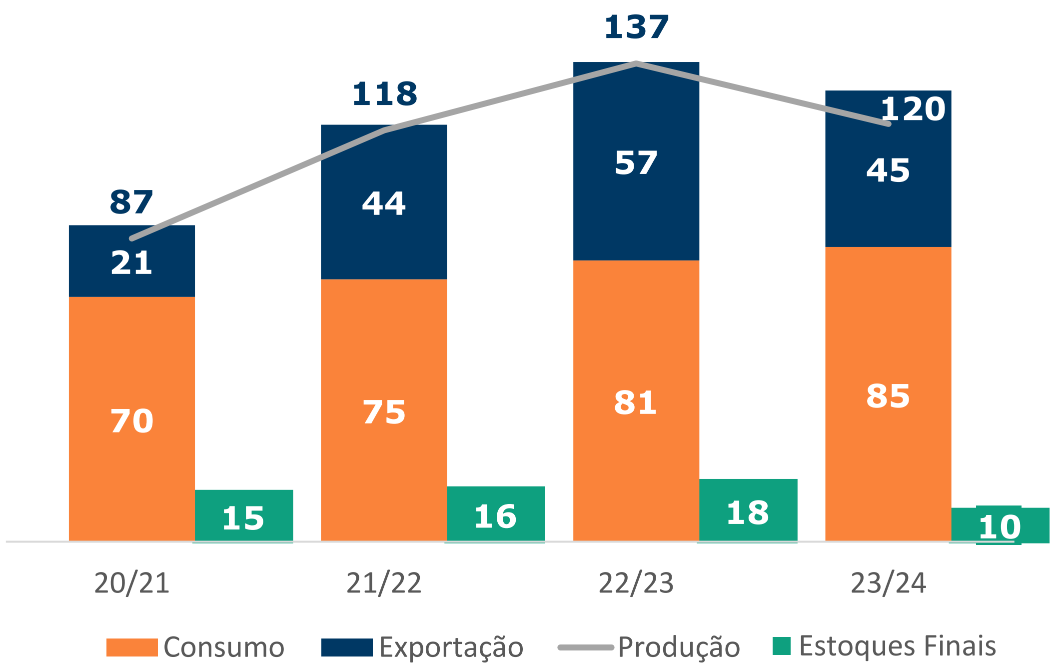


Fonte: IM Rumo /AG Rural / Veeries / Orion / Comex / IMEA

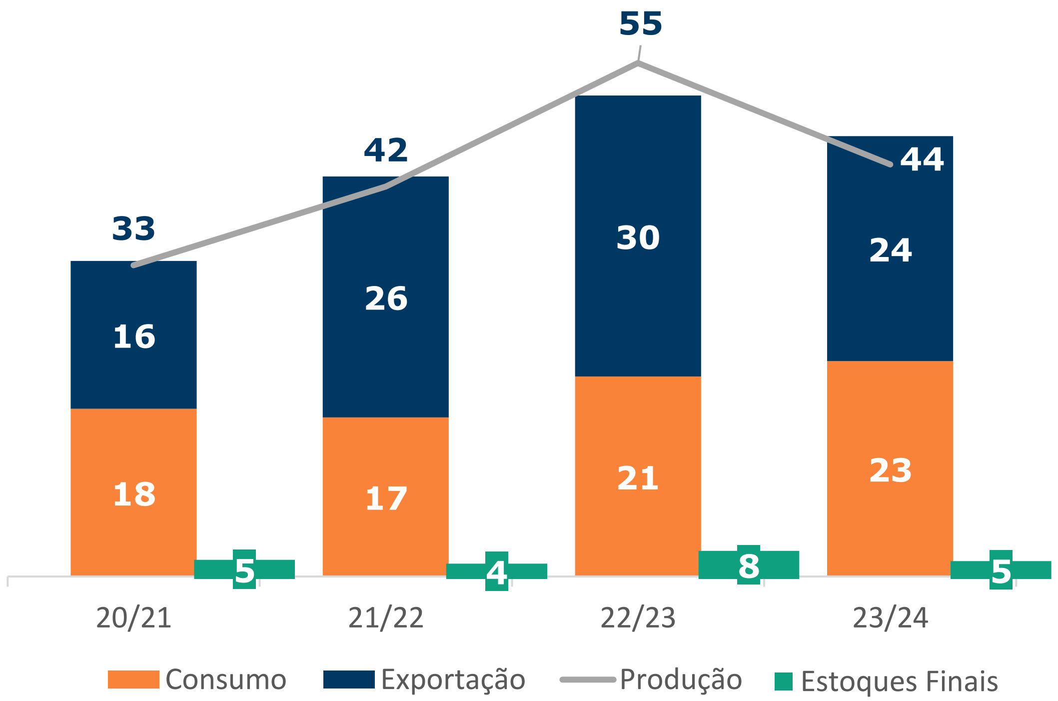
Milho

Nota: Considera as duas safras brasileiras

Oferta e Demanda | Brasil



Oferta e Demanda | MT



Fonte: IM Rumo /AG Rural / Veeries / Orion / Comex / IMEA

Somos o Brasil em movimento

Relações com investidores

www.ri.rumolog.com
ir@rumolog.com

Earnings Release

4Q23

March 28th, 2024

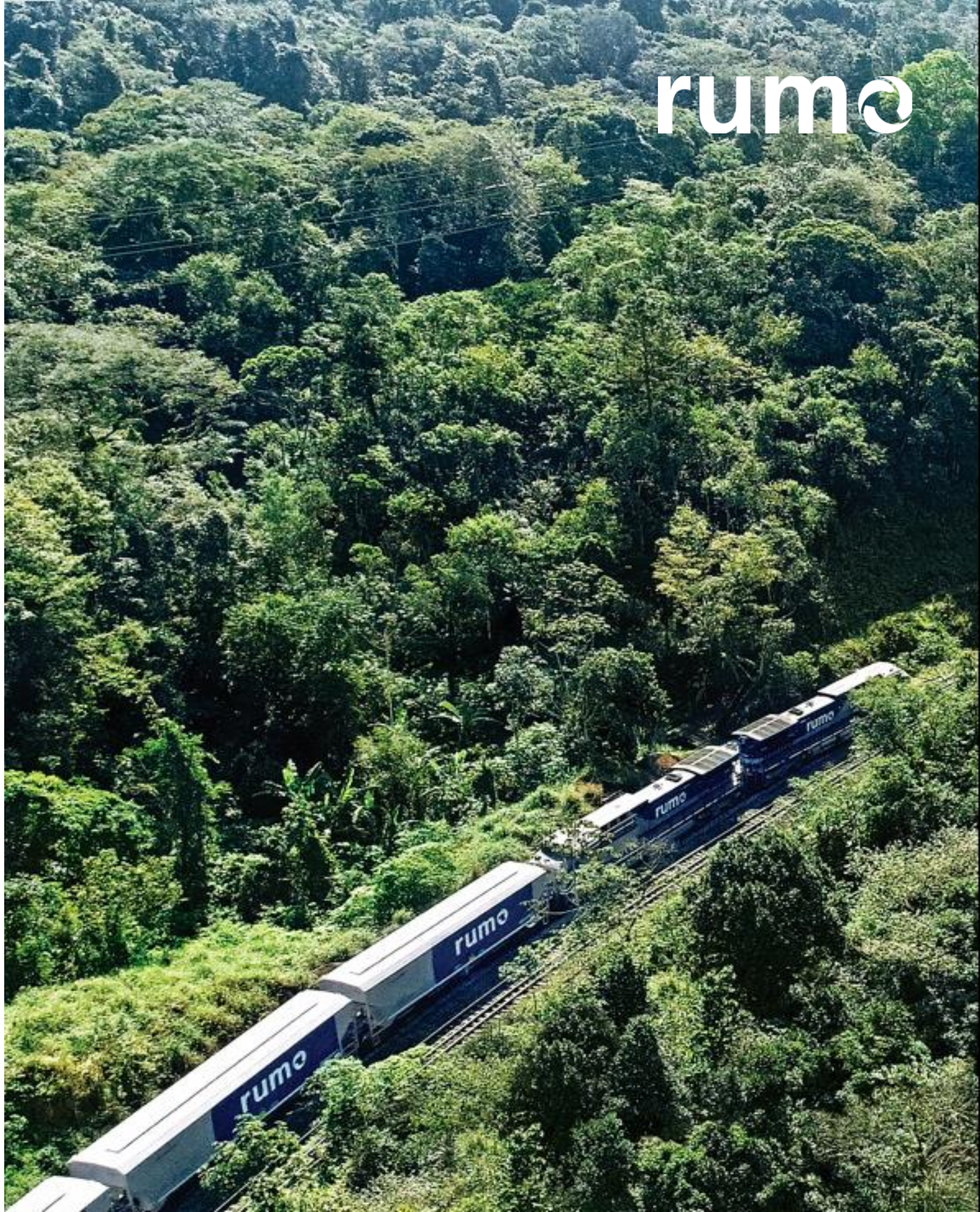
Disclaimer

This presentation may contain certain affirmations and statements that express beliefs and trends related to Rumo S.A. (“Rumo“ or “Company”) and its subsidiaries, reflecting current views and/or expectations of Rumo and its management concerning its businesses and future events, which, although considered reasonable by the Company based on public information, can be incorrect or inaccurate, or may not be materialized. This is because several relevant factors may cause actual results to substantially differ from plans, objectives and expectations expressed herein, most of them beyond the Company’s control.

The statements and information on trends reported herein do not guarantee performance.

This presentation does not represent an offer for subscription or acquisition of the Company’s securities.

ESG Highlights



Acknowledgments & Strategy

- First and only company in Brasil’s logistics industry to compose the **World** and **Emerging Markets** portfolio of the **Down Jones Sustainability Index (DJSI)**
- Member of the **ISE** portfolio for the third consecutive year

Commitment to Safety and Social Agenda

- Reduction of railway accidents by 27% in 2023
- Ongoing assessment in Baixada Santista to enhance projects with local community

Highlights

Railway Competitiveness

- **Higher yields**, despite the fuel price drop in the period
- 2024 volumes **contracted in advance**

Record Performance in 2023

- **R$ 5,650 million** EBITDA
- **R$ 722 million** Net Income

Expansion Projetcts

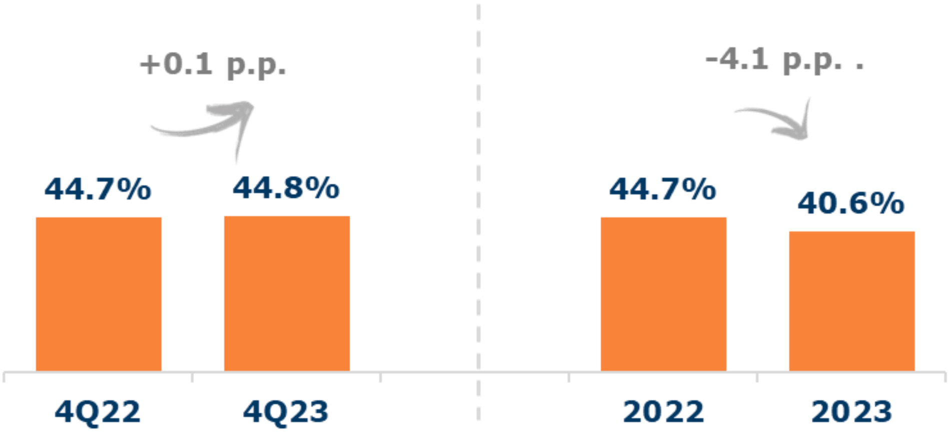
- **Progress** in the extension project in Mato Grosso
- **Operational transition** from Portofer to FIPS successfully concluded in the quarter

Subsequent Event

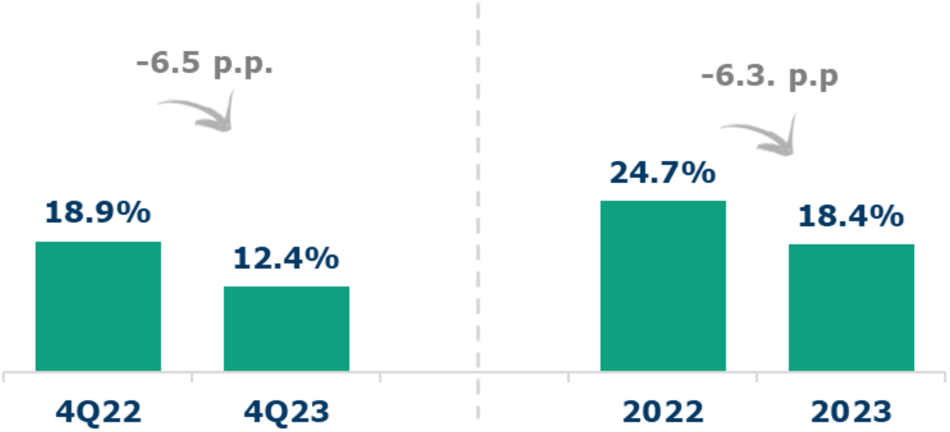
- Agreement with DP World for the construction of a greenfield port terminal in Santos.

Grains Market Share (Soybeans, Corn, and Soymeal)

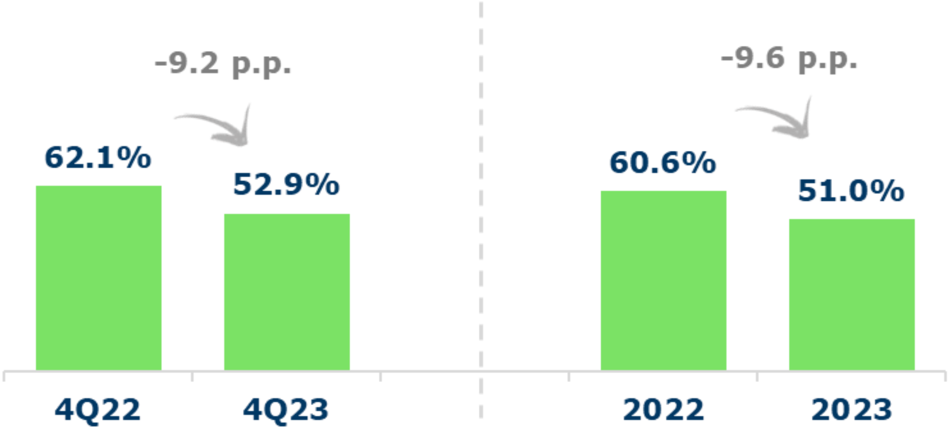
Mato Grosso (MT)



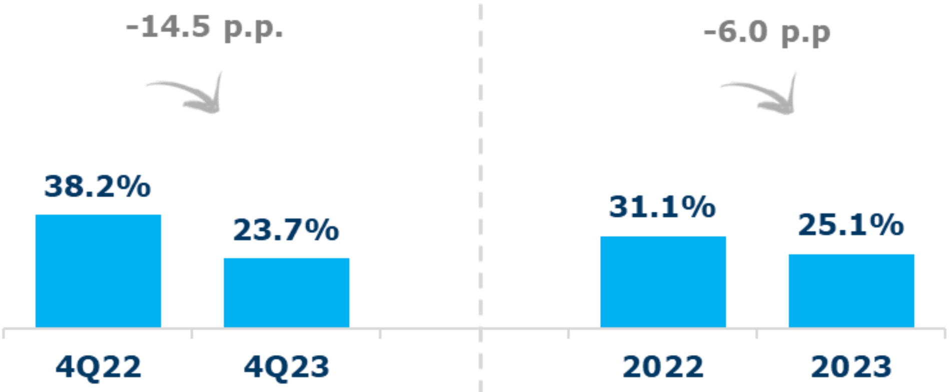
Goiás (GO)



Santos Port (SP)

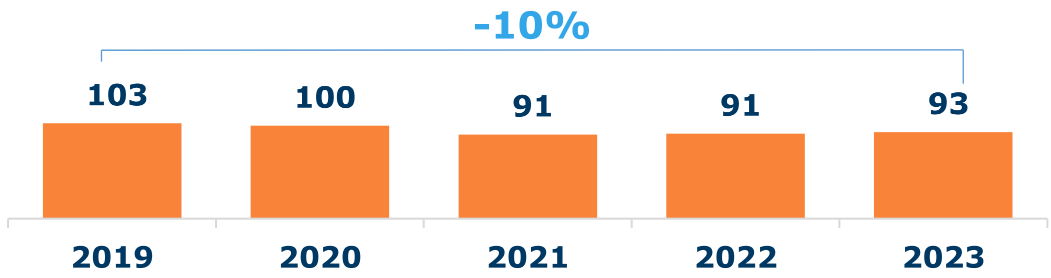


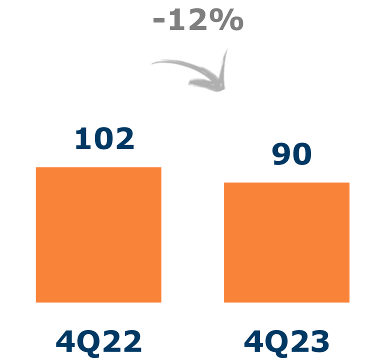
Paranaguá (PR) and São Francisco do Sul (SC) Ports

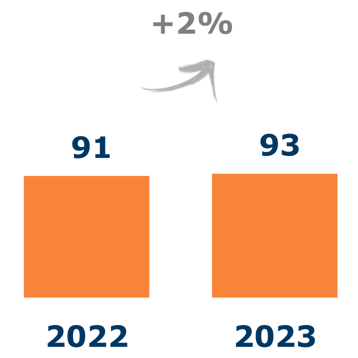


Operational Indicators

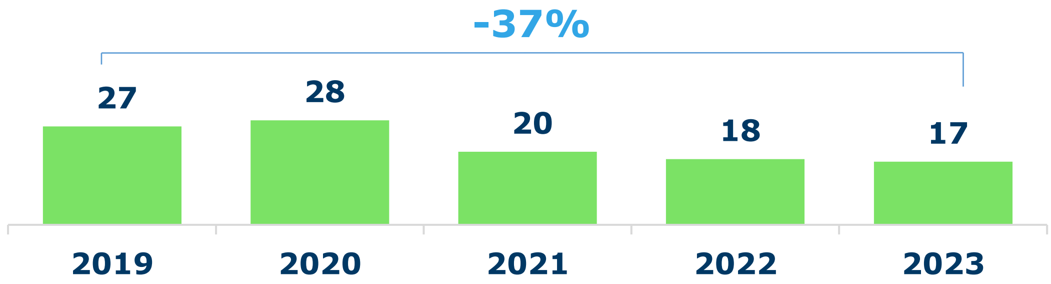
Transit Time North Op. (Hours)

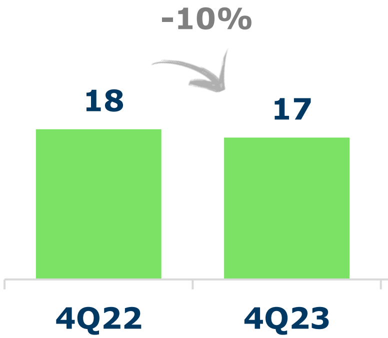


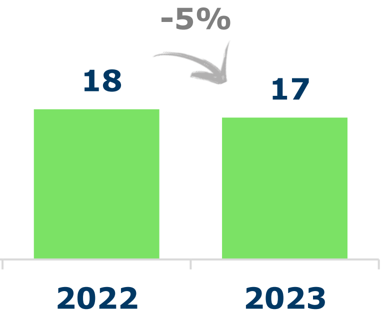




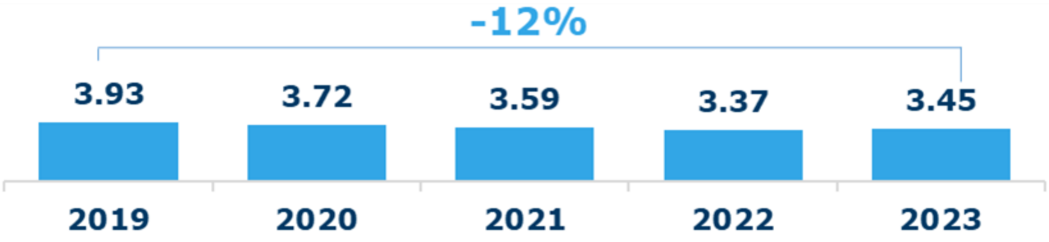
Dwell Time in Santos (Hours)

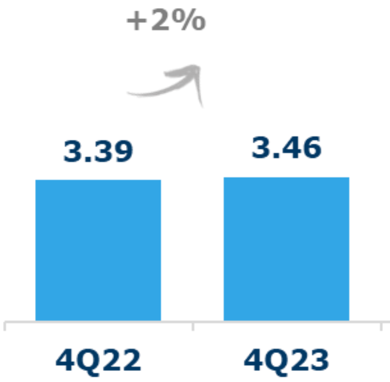


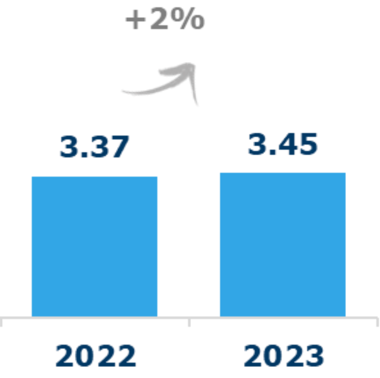




Consolidated Diesel Consumption (liters/ '000 RTK)



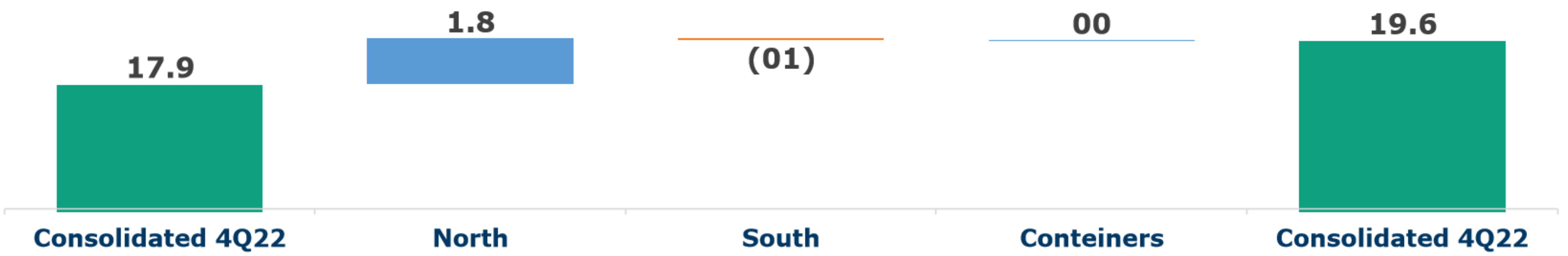




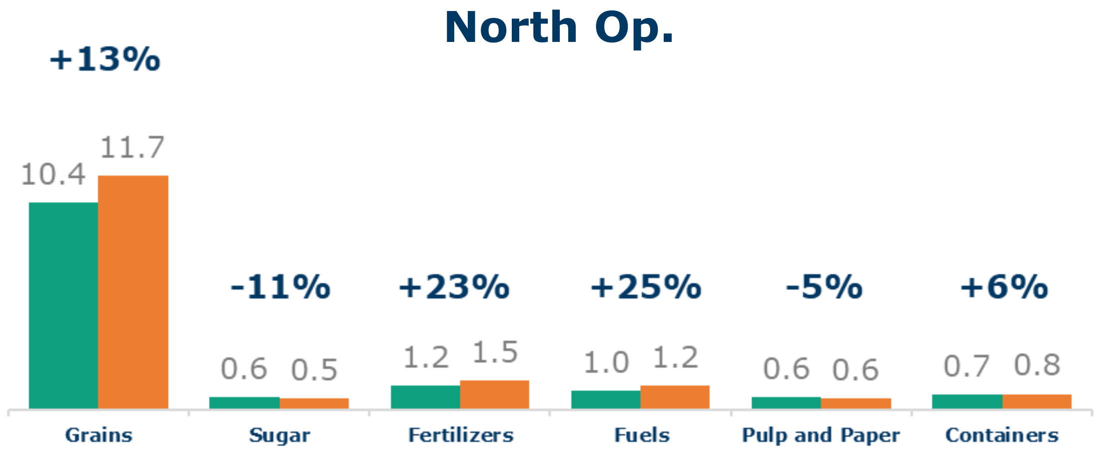
Operational Result

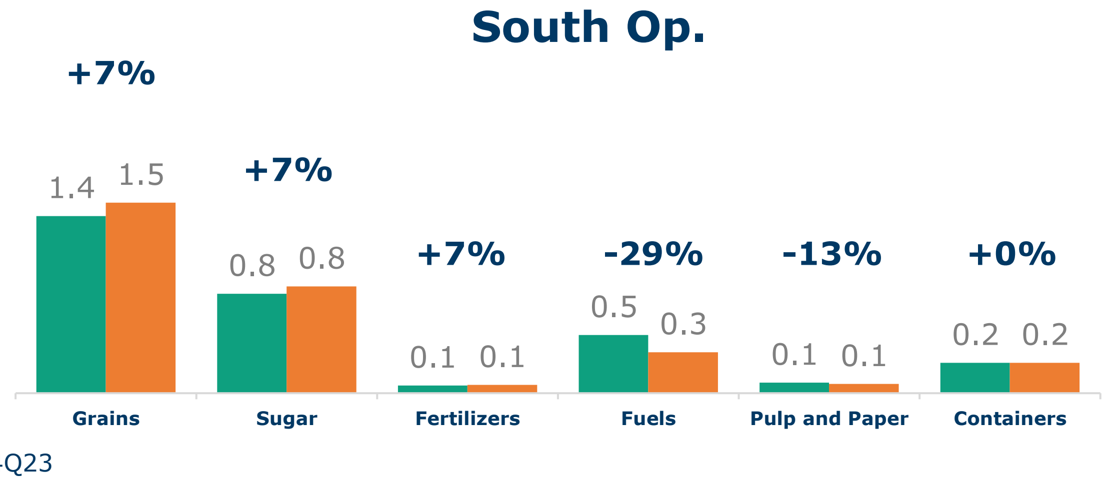
rumo

Volumes (Bln RTK)



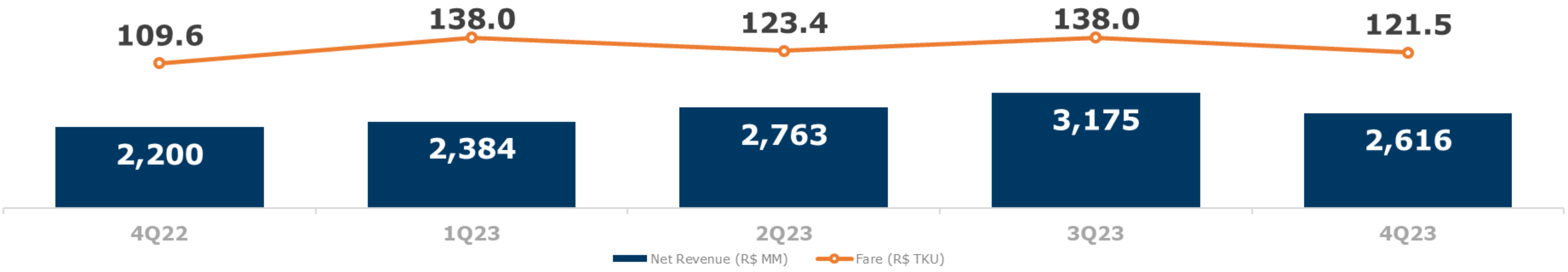
Segment Performance (Bln RTK)



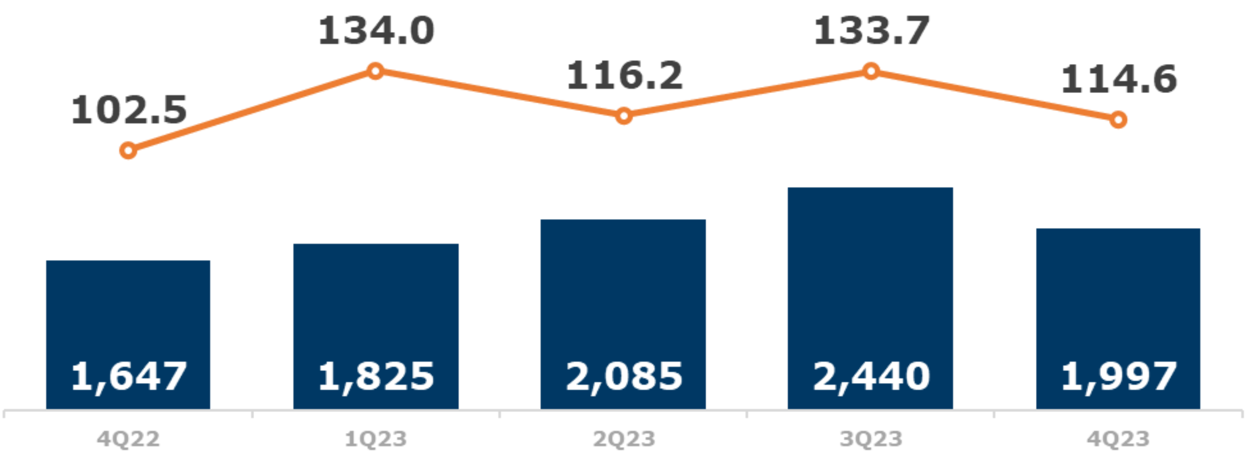


Revenue and Yields

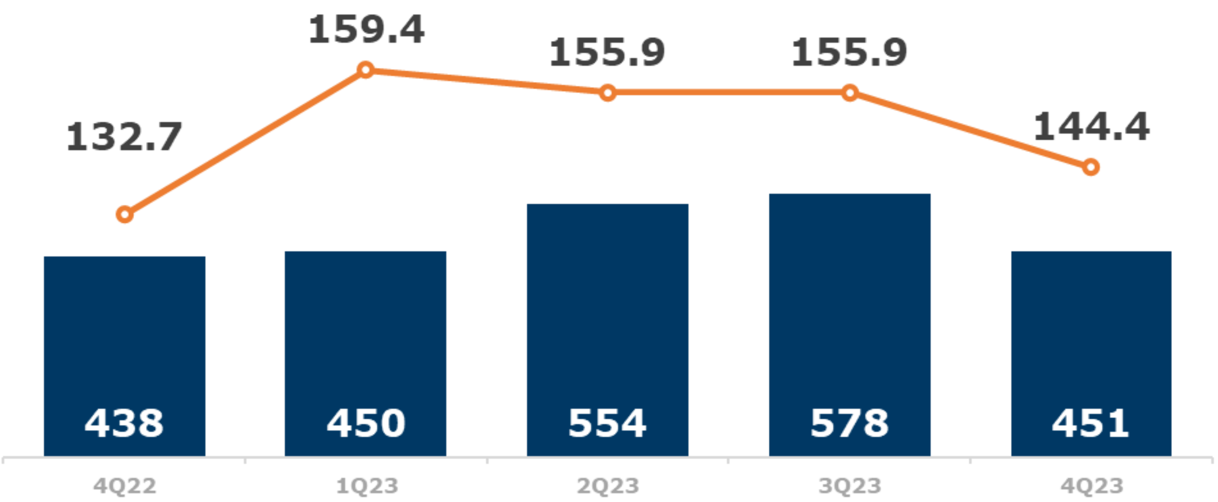
Consolidated



North Op.

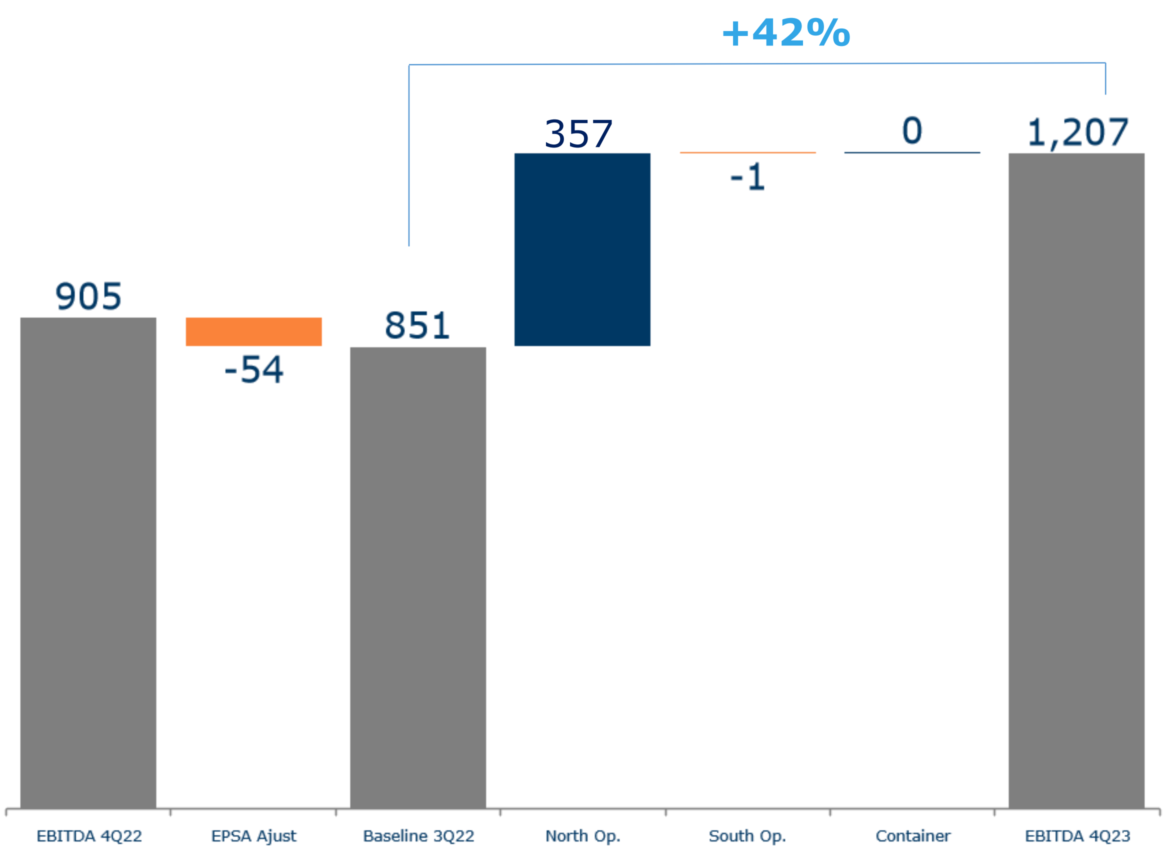


South Op.

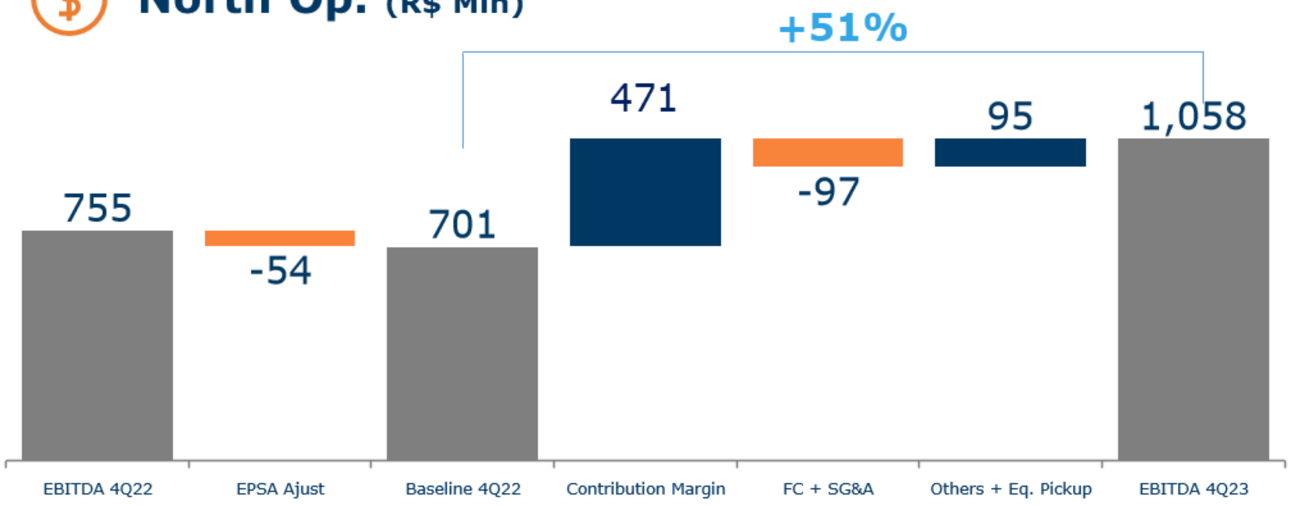


EBITDA

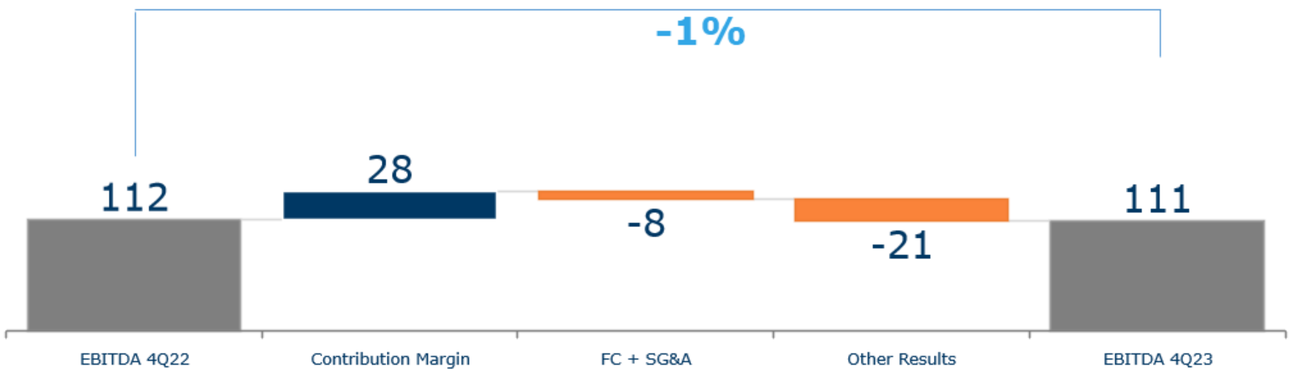
Consolidated EBITDA (R$ Mln)



North Op. (R$ Mln)

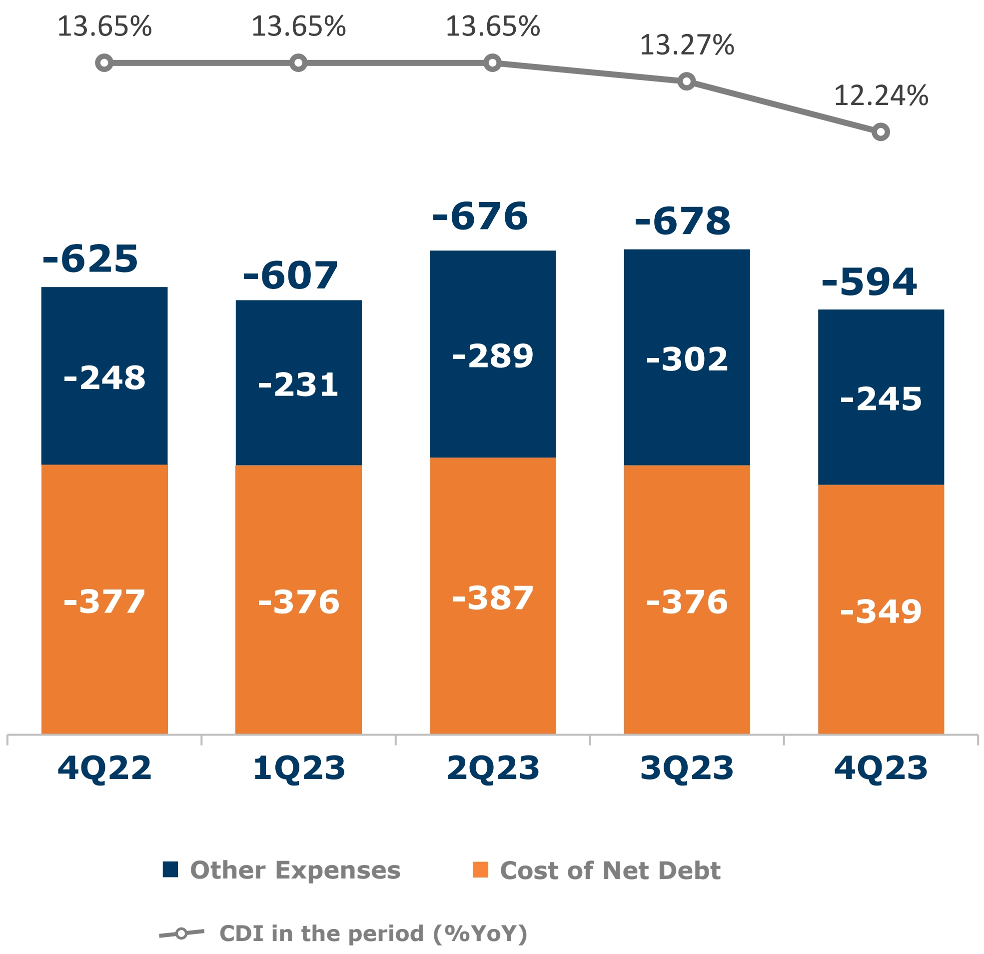


South Op. (R$ Mln)

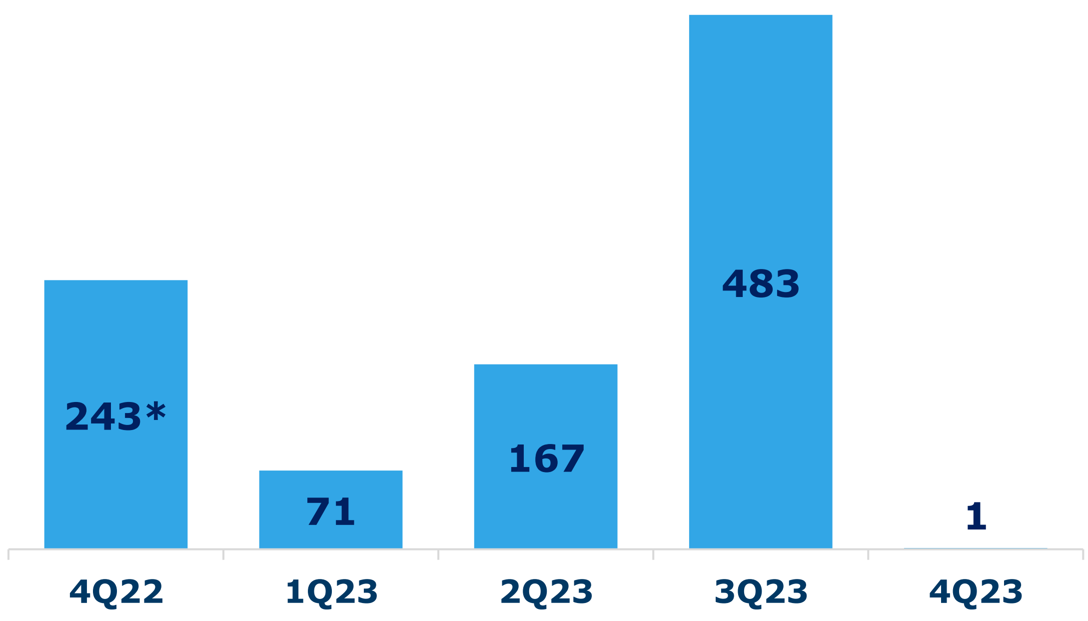


Financial Result and Net Income

Financial Result
(R$ Mln)



Net Income
(R$ Mln)

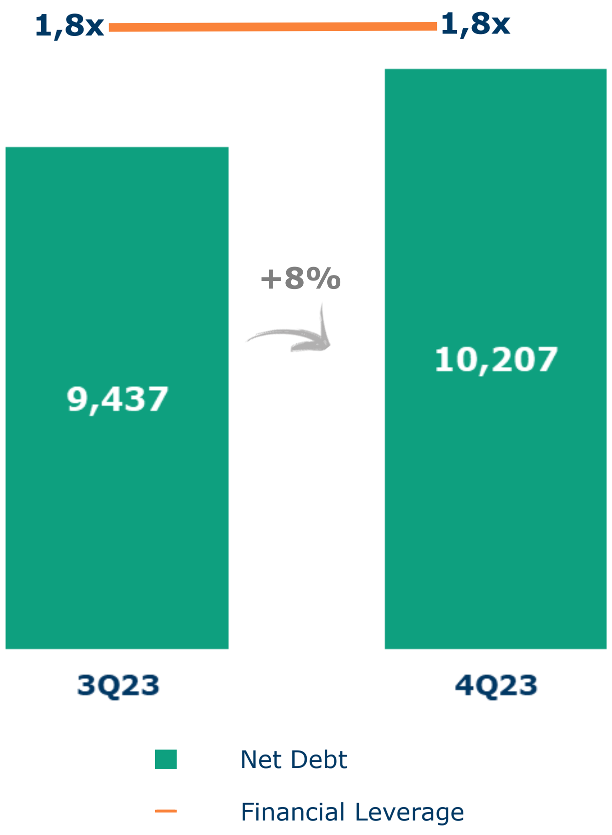


**Impacted by non-recurring events, notably the capital gain on the sale of terminals T16 and T19 in Santos."*

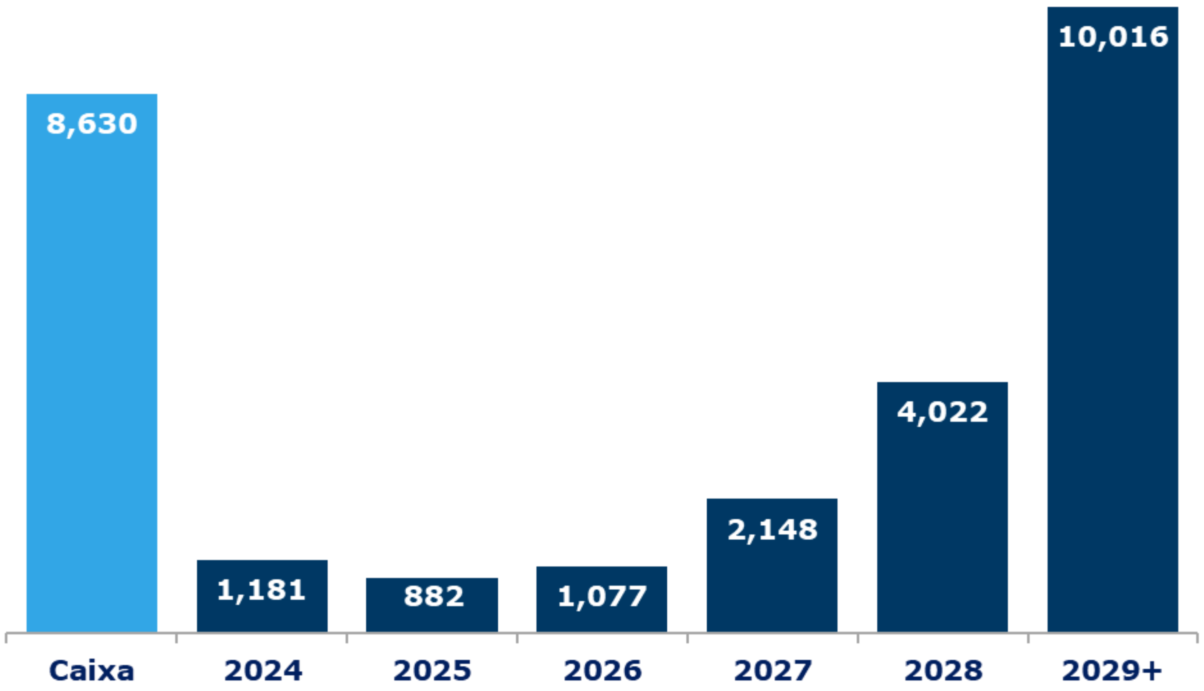
Indebtedness

Net Debt
(R$ Mln)

Financial leverage
(Net debt/LTM Adjusted EBITDA)

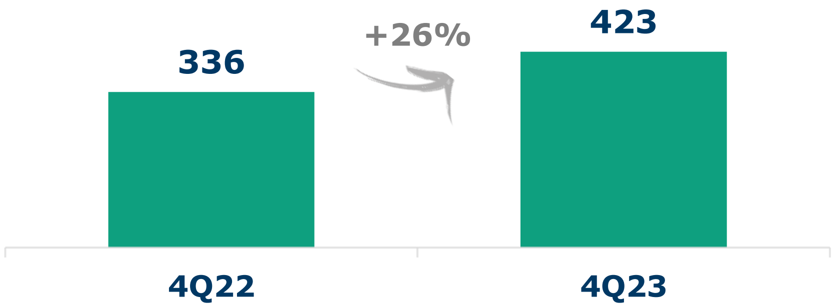


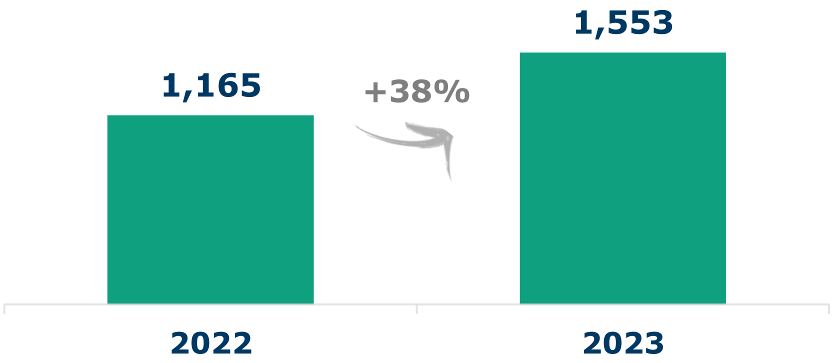
Debt amortization schedule
(R$ Mln)



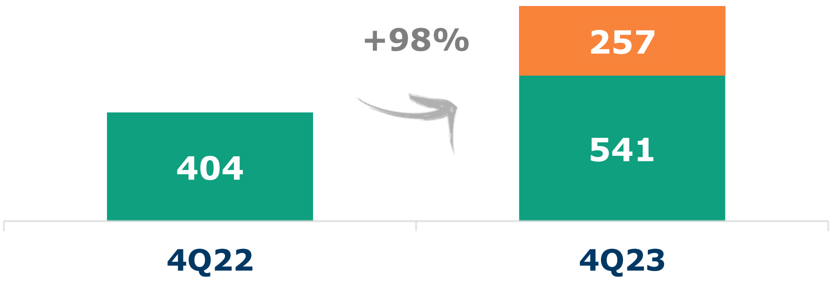
Investments

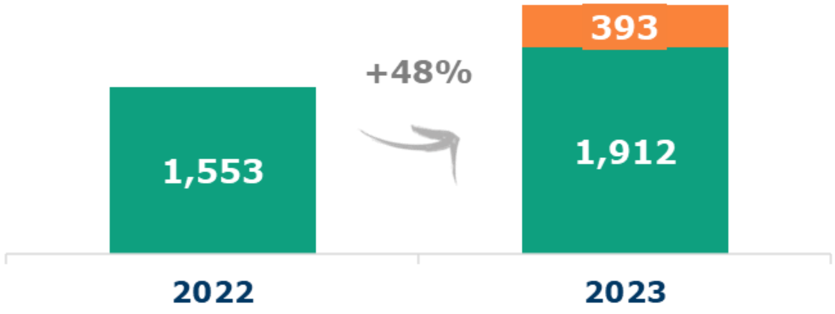
Recurring CAPEX (R$ Mln)





Expansion CAPEX (R$ Mln)





Expansion Works in LRV

- **35km of railroad infrastructure and several Special Structures mobilized**

Other Expansion Projects   Rumo's Mato Grosso Extension

Guidance

Actual Results in 2023

	Actual 2023	Guidance 2023
Volume (RTK bln)	77.3	76 ≤ Δ ≤ 78
EBITDA (BRL mln)	5,650	5,400 ≤ Δ ≤ 5,700
Capex (BRL mln)	3,737	3,600 ≤ Δ ≤ 3,800

Guidance 2024

	Guidance 2024
Volume (TKU billhões)	81 ≤ Δ ≤ 84
EBITDA (R$ milhões)	7,200 ≤ Δ ≤ 7,700
Capex (R$ milhões)	5,300 ≤ Δ ≤ 5.800

Main assumptions:

i. Macroeconomic assumptions based on data from third-party consultancies.

ii. Adjusted EBITDA excludes any one-off effects as presented on the Company's Earnings Release.

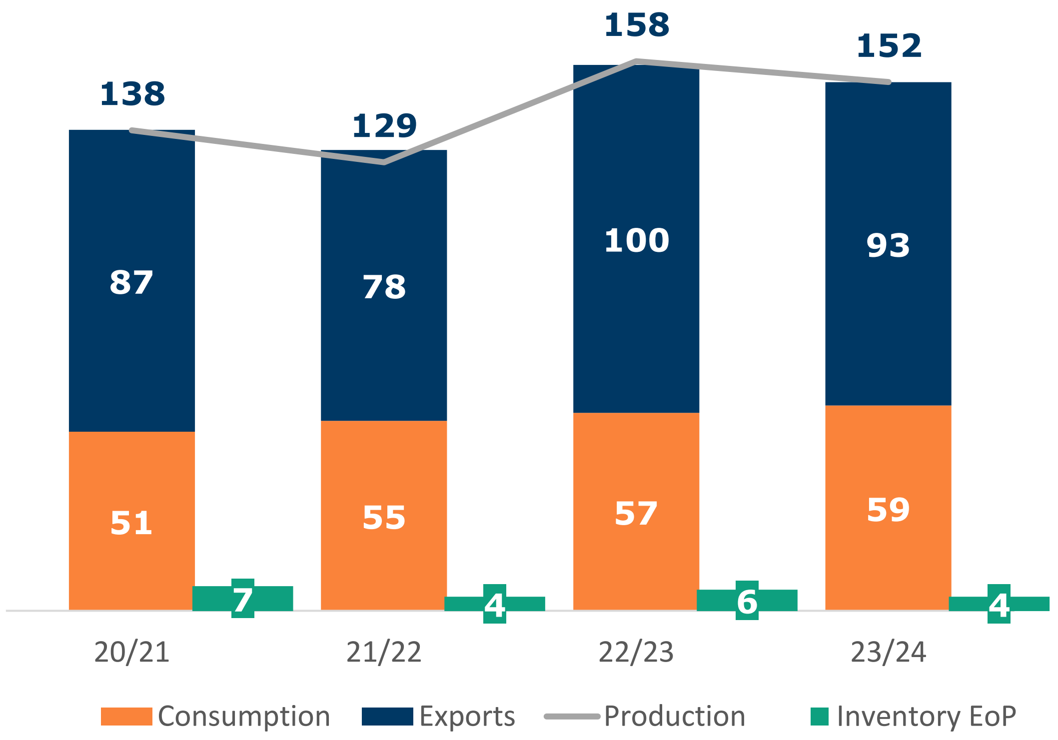
iii. Capex includes investments for the construction of the 1st Phase of Rumo's Extension in MT.

iv. Does not consider potential M&A projects, divestments, or new concessions.

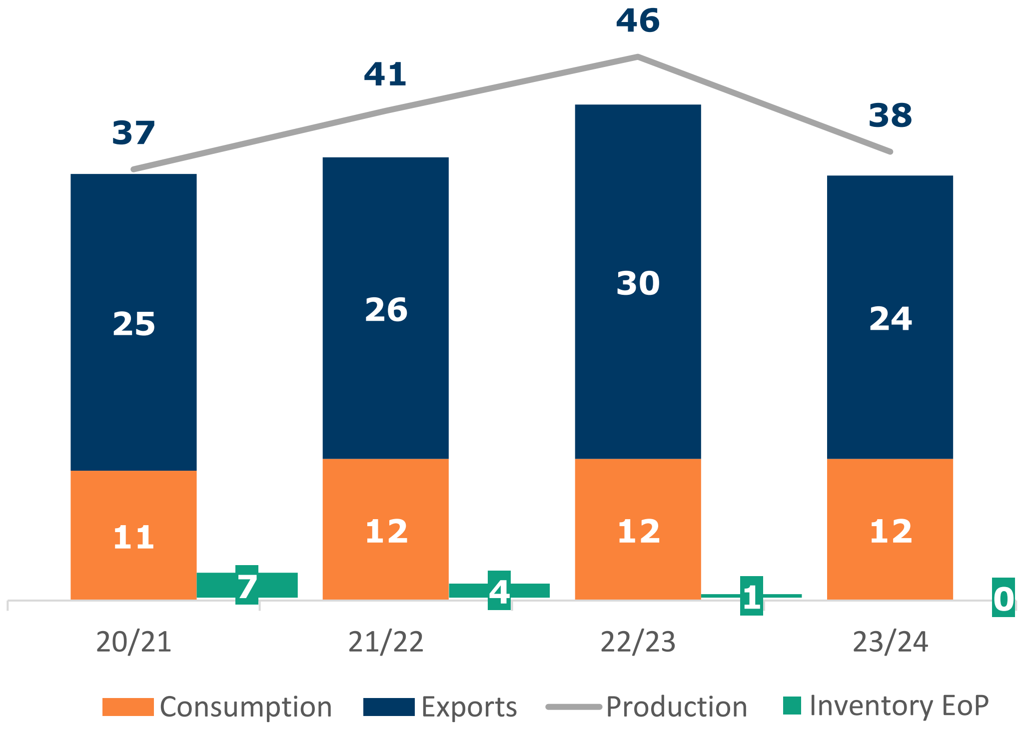
v. Figures are presented in nominal terms

Soybean

Supply and Demand| Brazil (MM t)



Supply and Demand| MT (MM t)

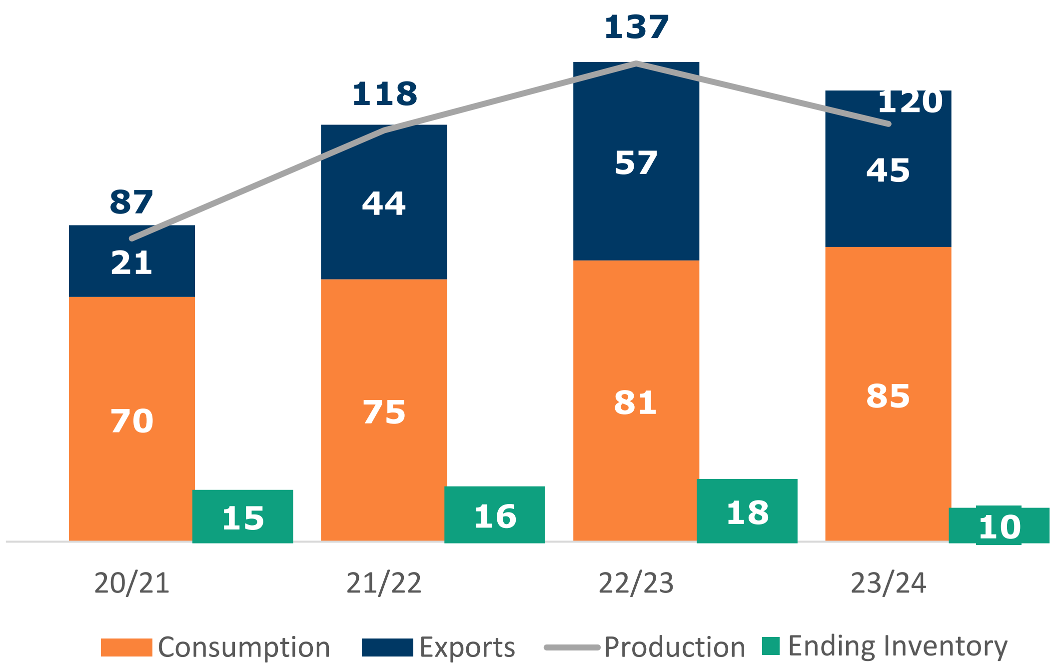


 Source: IM Rumo /AG Rural / Veeries / Orion / Comex / IMEA

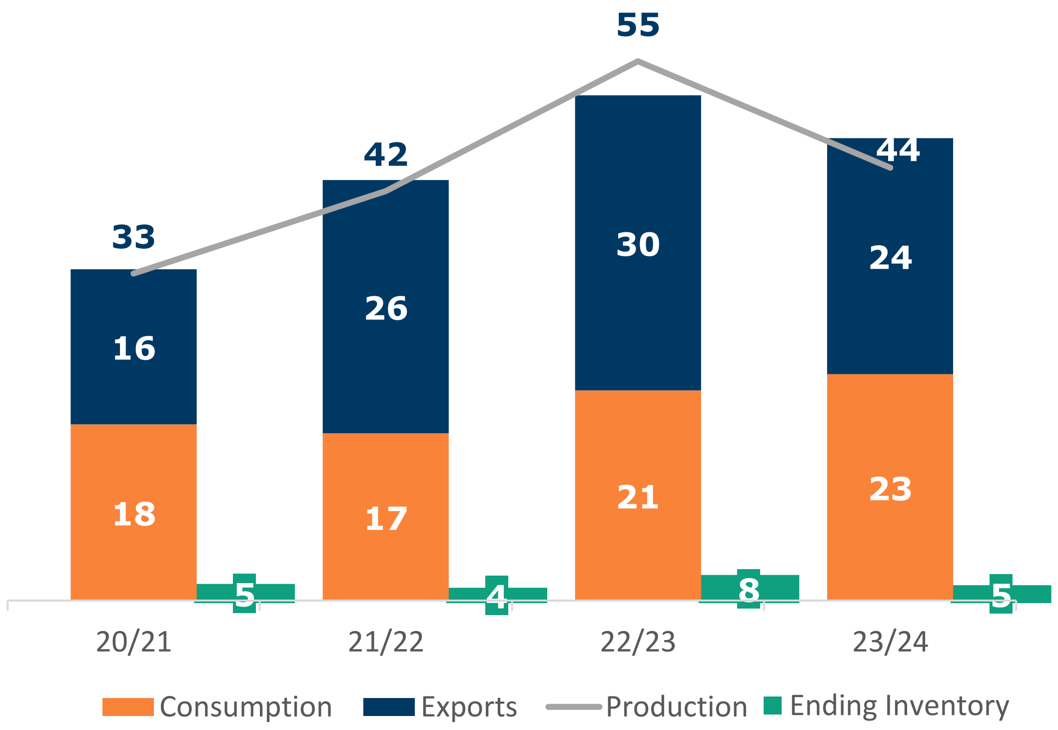
Corn

Nota: Considera as duas safras brasileiras

Supply and Demand| Brazil (MM t)



Supply and Demand| MT (MM t)



 Source: IM Rumo /AG Rural / Veeries / Orion / Comex / IMEA

Somos o Brasil em movimento

Investor Relations

www.ri.rumolog.com
ir@rumolog.com