Resultados 2T24

Agosto 2024

Gestão Vibra Impulsiona Resultados

- ✓ Quarto trimestre consecutivo com margens EBITDA superiores a R$ 150/m³

  - Margem Ebitda ajustada **(R$ 176/m³)**
  - *ROIC* **(19,6%)**

- ✓ *Market-Share*: **recuperação** com rentabilidade

- ✓ Crescimento de volume *QoQ* (+2,6%)

- ✓ Fluxo de Caixa Livre para Firma de +R$ 0,8 bilhão, com destaque para a redução dos níveis de estoque

- ✓ 1 ano de Cliente na Veia
  - ✓ Aditivados
  - ✓ Lubrificantes
  - ✓ Trading

- ✓ Aprovação de JCP no valor de R$ 520 milhões e abertura de programa de recompra (R$ 1,2 bilhão)

2T24

Margens crescentes com expansão do ROIC

R$1.550 MM
Ebitda ajustado[1]
(+70% vs. 2T23)

R$ 176/m³
Margem Ebitda ajustada
(+74% vs. 2T23)

8.820 mil m³
Volume de Vendas
(-2% vs. 2T23)

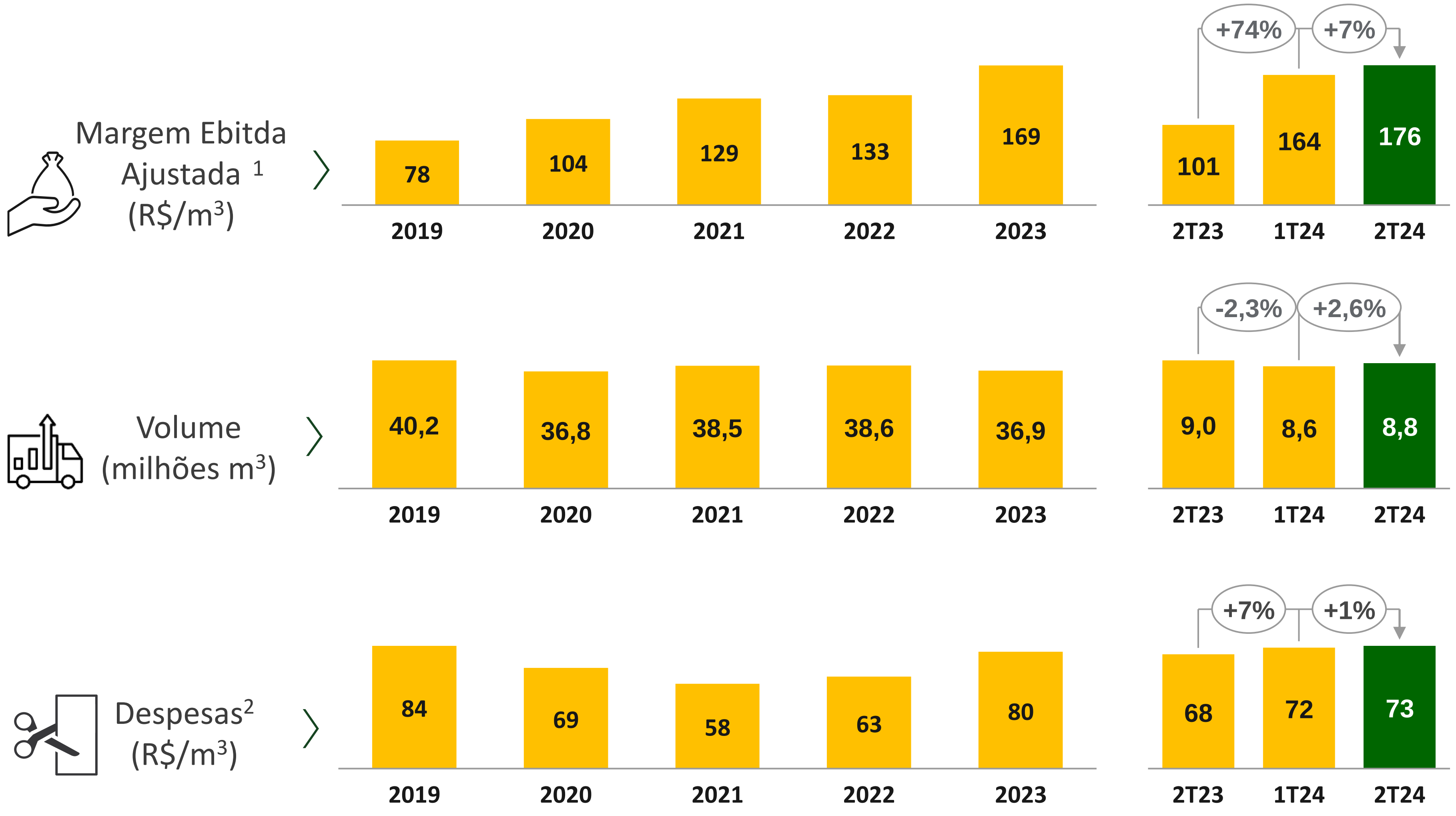
19,6%
ROIC[1] 2T24
(+10,6 p.p. vs. 2T23)

R$ 867 MM
Lucro Líquido
(552% vs. 2T23)

1,0x
Alavancagem no **2T24**
Redução em relação ao 2T23
(-2,0x)

1. Apresentamos, neste documento, Ebitda ajustado, Margem Ebitda ajustada e ROIC sem considerar efeito de recuperação tributária extraordinária.

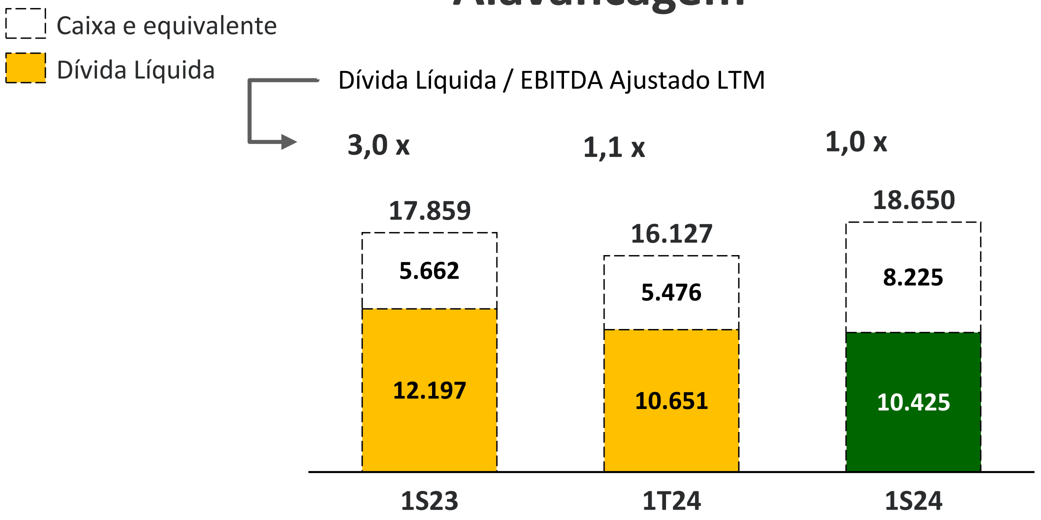
Capital Humano Diferenciado



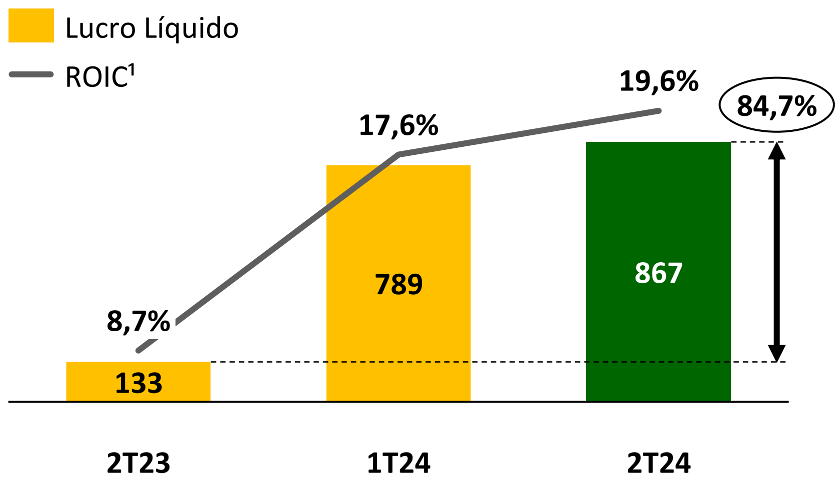
2. Despesas operacionais ajustadas sem efeito de hedge, recuperações tributárias extemporâneas, CBIOs e venda de imóveis.

Alocação de Capital

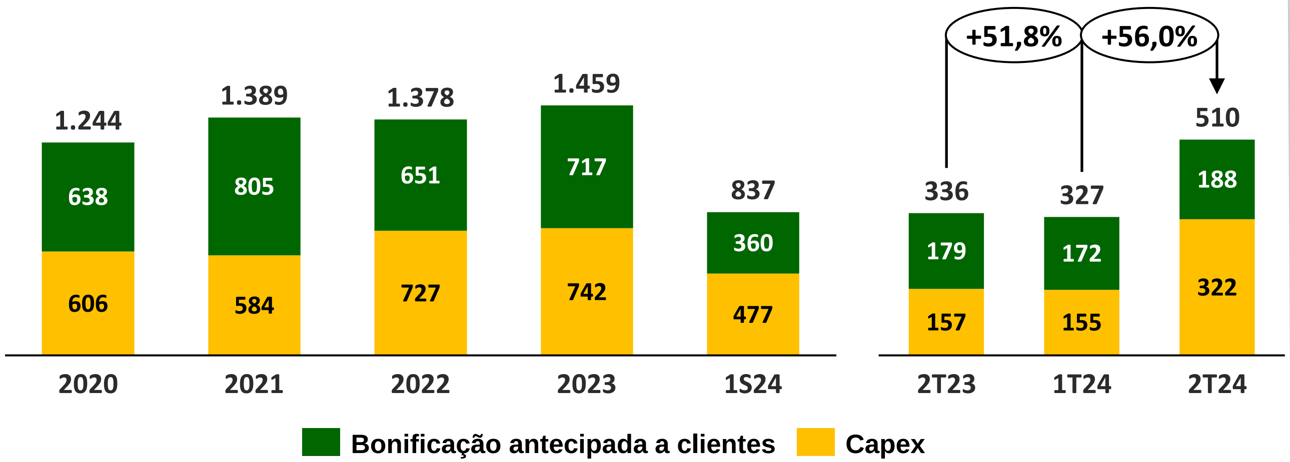
Alavancagem



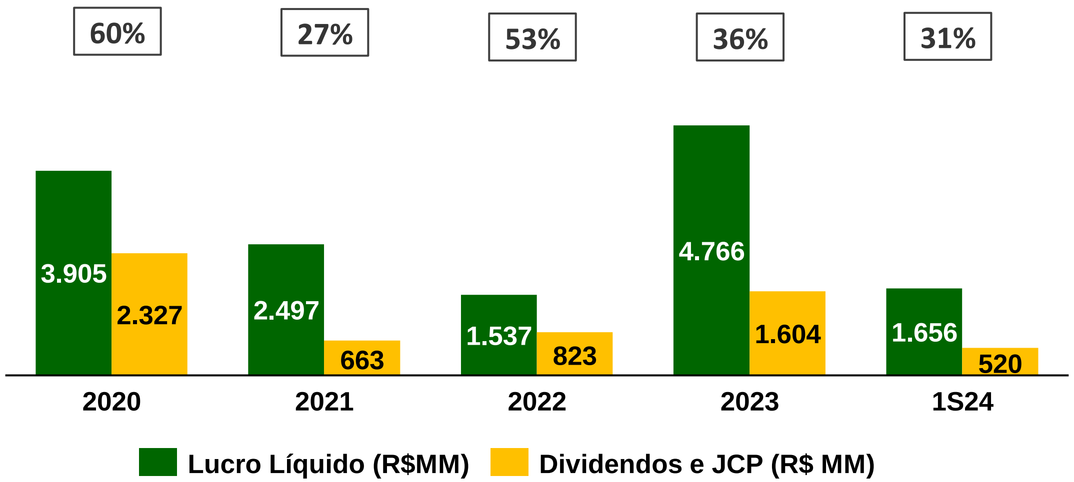
Lucro Líquido



Capex



Dividendos

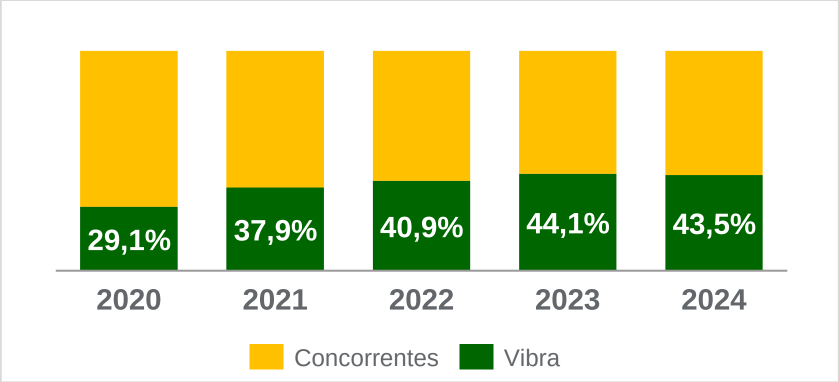


VIBRA

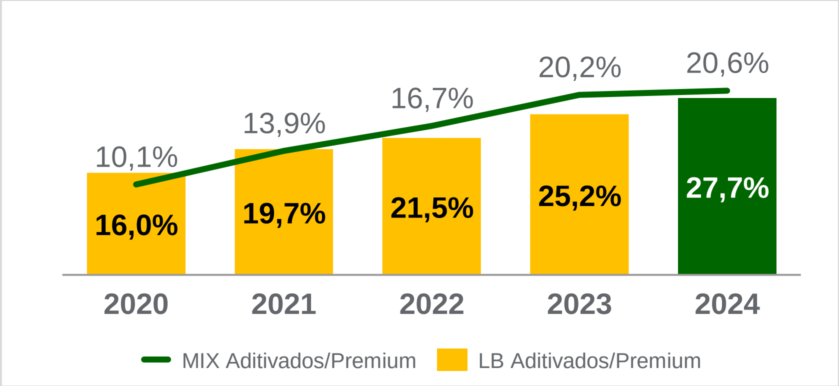
Rede de Postos

Liderança em Produtos Aditivados

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

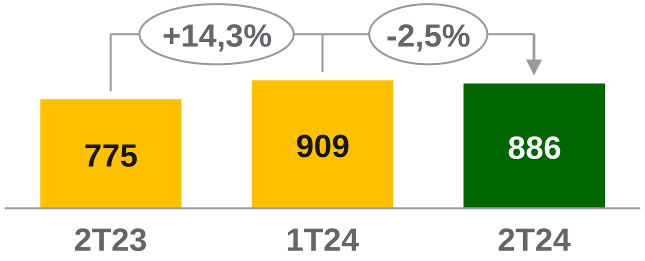


Aditivados e Premium - % Mix volume e % Lucro Bruto
(Revenda Rede - Até Jun/24)

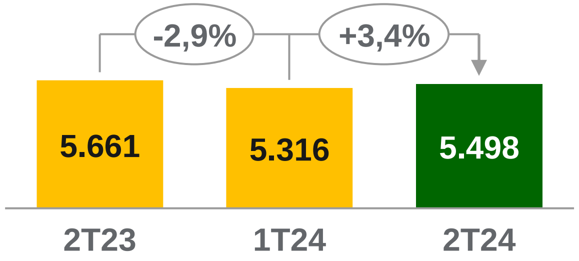


Foco no Relacionamento

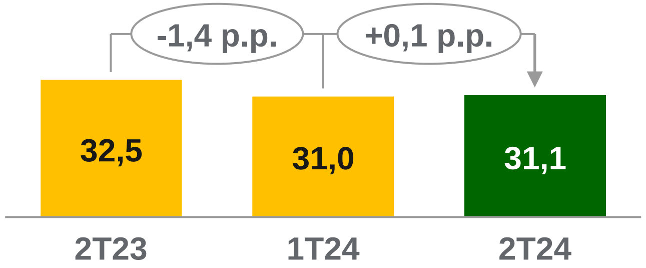
Ebitda Ajustado [R$ MM]



Volume Total [MM m³]

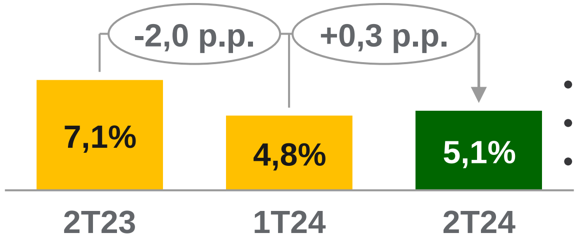


Market-Share na Rede Embandeirada



- Abr: 31%
- Mai: 31,1%
- Jun: 31,2%

Market-Share no Bandeira Branca



- Abr: 4,9%
- Mai: 5,0%
- Jun: 5,3%

Avenidas de Crescimento no Varejo

Rede de Postos

- 8.023 postos e presença em todas as unidades federativas
- Postos com maior volumetria, aumento de 4% na venda média mensal *YoY*

Lojas BR Mania

- +14% no faturamento das Lojas BR Mania, atingindo R$ 418 milhões no 2T24
- +9,4% no faturamento *Same Store Sales no 2T24 vs 2023*
- Número de transações (média/loja): 5.934 (+7,5% vs. 2T23)

Lubrificantes

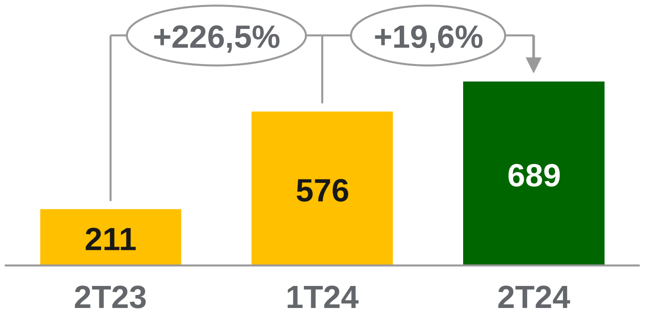
- Crescimento do faturamento total das lojas Lubrax+ em 39% *YoY*
- Crescimento do lucro bruto de Lubrificantes de 13% *YoY* (volume e margem)
- Crescimento do Volume de Sintéticos de +11% *YoY*
- Expansão da base de clientes de lubrificantes no B2B (*YoY* 5,6%)

VIBRA

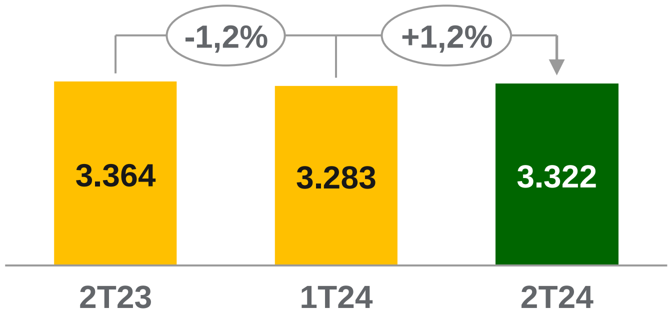
B2B

Foco em Market Share e Rentabilidade

Ebitda Aj. B2B [R$ MM]

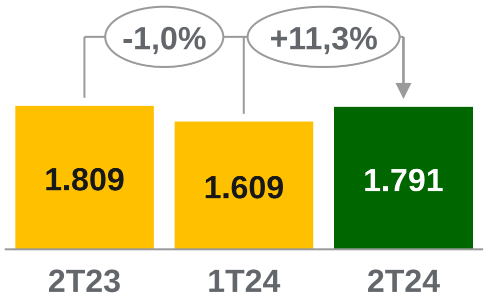


Volume Total B2B [MM m³]

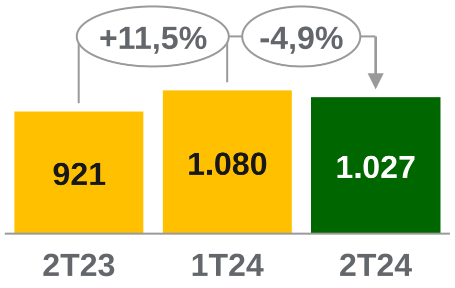


Volumes - Principais Produtos B2B

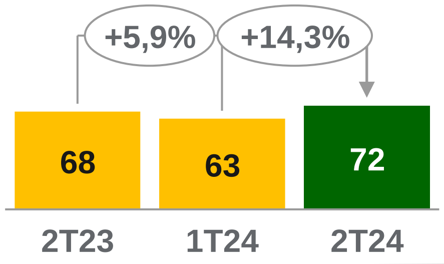
Diesel [MM m³]



Aviação [MM m³]

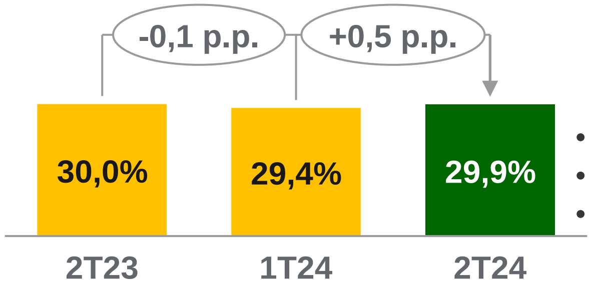


Lubrificantes [MM m³]



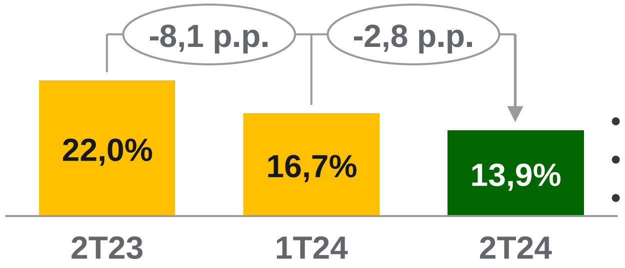
Market-Share Diesel B2B

Market-Share Diesel Consumidor



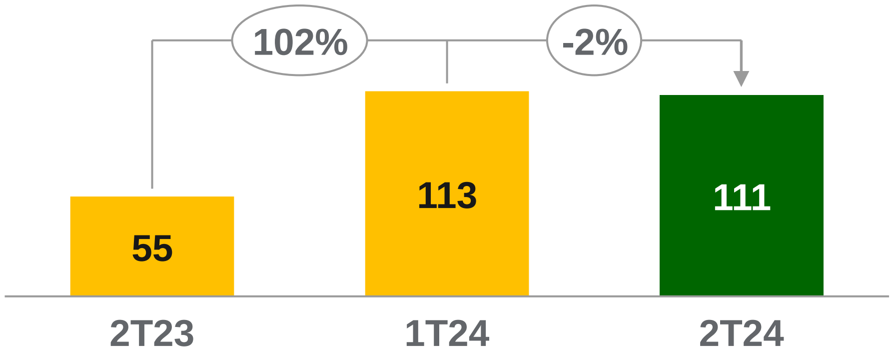
- Abr: 28,5%
- Mai: 29,8%
- Jun: 31,3%

Market-Share Diesel TRR



- Abr: 11,5%
- Mai: 15,2%
- Jun: 15,1%

Ebitda Proforma[3]



Destaques 2T24:

- **2.1 GWp** de capacidade total @stake instalada, com entrada em operação em Várzea em junho, praticamente **encerrando o ciclo original de capacidade**
  - **GD: 284 MWp + 15 usinas** em 2024, **totalizando 84 usinas** em operação.
  - **GC: 1,841 MWp** 1.561 MWp em energia solar e 280 MW em energia eólica.
- **14 mil** novos consumidores no 1S24 na plataforma Comerc de **GD totalizando 63 mil clientes** em Jun/24
- **R$ 643,6 de MtM** de contratos futuros da comercializadora com volume médio transacionado de **2.8 GWm** nos últimos 12 meses.
- **0,9 pontos** de redução da dívida liquida / Ebitda, alcançando **7,6x EBITDA no 2T24**

3. Compreende nossa participação de 48,7% no total da Comerc

ESG

PRÊMIOS E RECONHECIMENTOS

1º lugar no Prêmio **Melhores do ESG 2024** da Revista EXAME na categoria Combustíveis e Transição Energética

Reconhecidos pela **3ª vez pelo MIT Technology Review** como uma das 20 empresas mais inovadoras do Brasil

RELATO E TRANSPARÊNCIA

Lançamento do Relatório de Sustentabilidade 2023

versão completa e resumida

Q&A

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2Q24 Results

August 2024

Vibra Management Drives Results

- ✓ Fourth consecutive quarter with EBITDA margins above R$ 150/m^3
  - Adjusted EBITDA margin (R$ 176/m^3)
  - ROIC (19.6%)
- ✓ Market-Share: recovery with profitability
- ✓ QoQ volume growth (+2.6%)
- ✓ Free Cash Flow for the Firm of +R$ 0.8 billion, with emphasis on the reduction of inventory levels
- ✓ Customer in the Vein
  - ✓ Additives
  - ✓ Lubricants
  - ✓ Trading
- ✓ Approval of Interest on Net Equity in the amount of R$ 520 million and opening of a buyback program (R$ 1.2 billion)

2T24

Increasing margins with expanding ROIC

R$ 1,550 MM
Adjusted EBITDA[1]
(+70% vs. 2Q23)

R$ 176/m³
Adjusted EBITDA Margin[1]
(+74% vs. 2Q23)

8,820,000 m³
Sales Volume
(-2% vs. 2Q23)

19.6%
ROIC[1] 1Q24
(+11 p.p. vs. 2Q23)

R$ 867 Mn
Net Income
(552% vs. 2Q23)

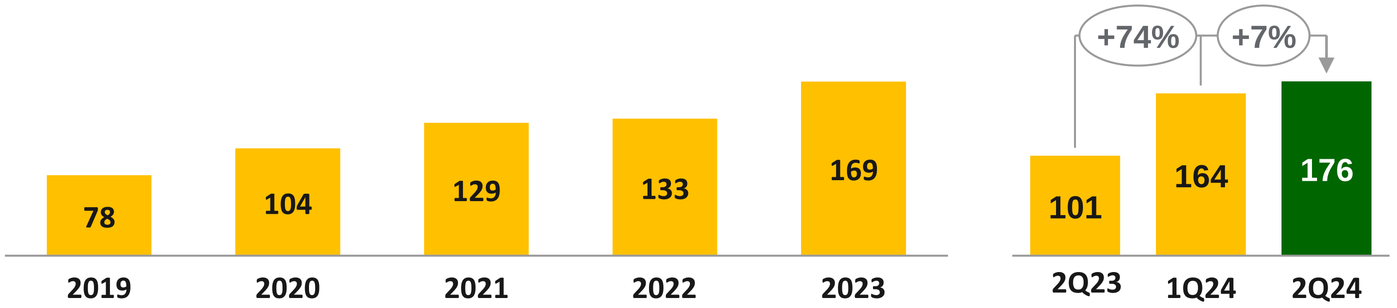
1.1x
Leverage 2Q24
Reduction compared to 2Q23
(-2.0x)

1. This document presents adjusted EBITDA, adjusted EBITDA margin and ROIC without considering the effect of extraordinary tax recoveries.

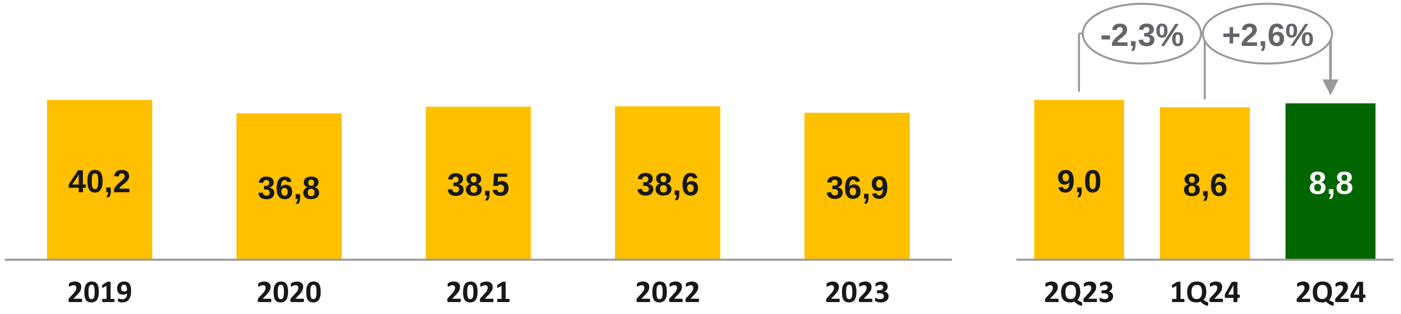
2

Unrivaled Human Capital

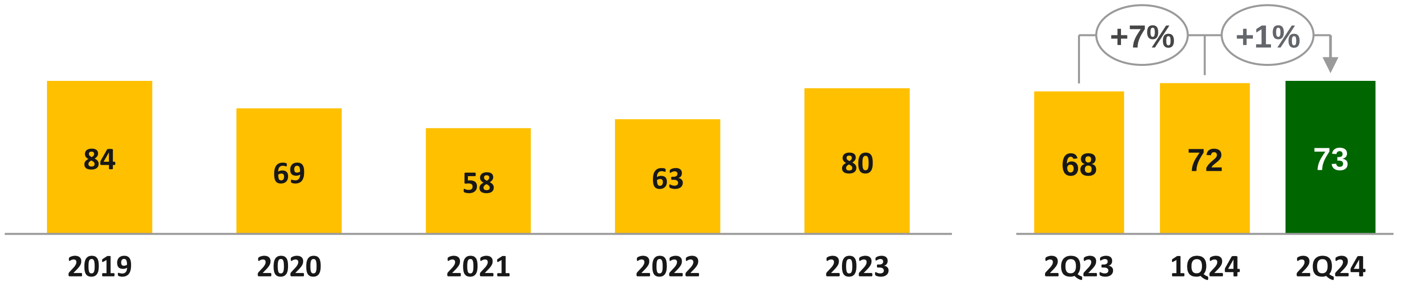
Adjusted EBITDA Margin [1] (R$/m³)



Volume (million m³)



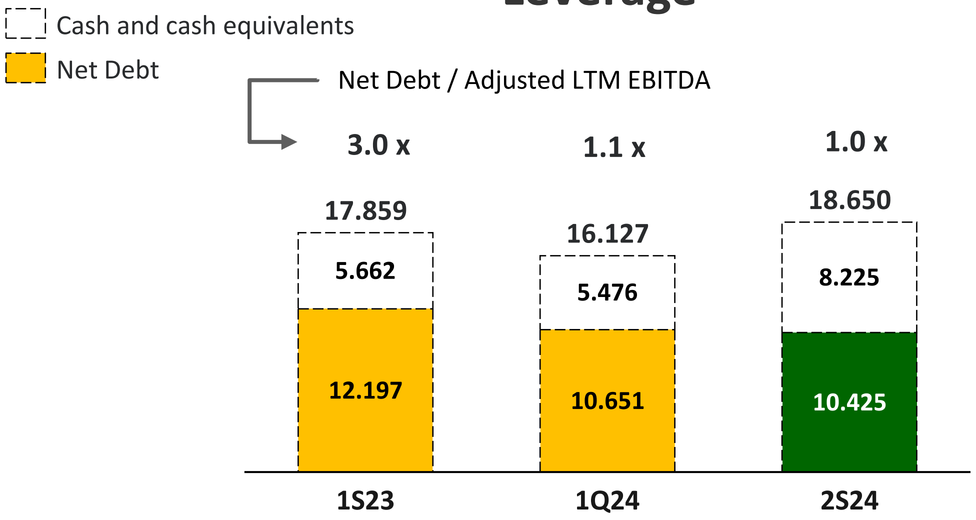
Expenses[2] (R$/m³)



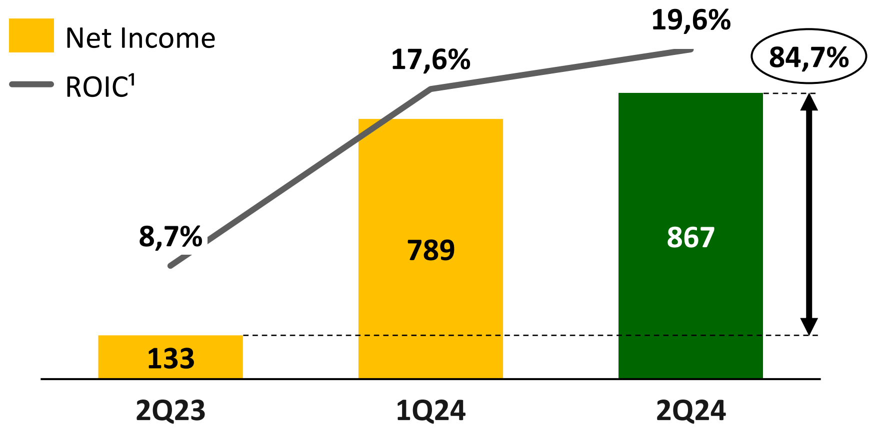
2. Adjusted operating expenses without hedge effect, untimely tax recoveries, CBIOs and property sales.

Capital Allocation

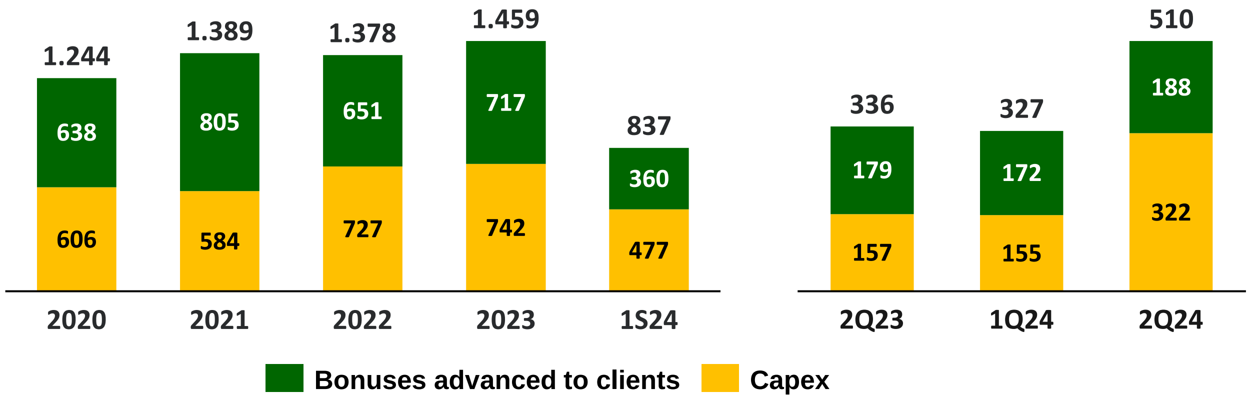
Leverage



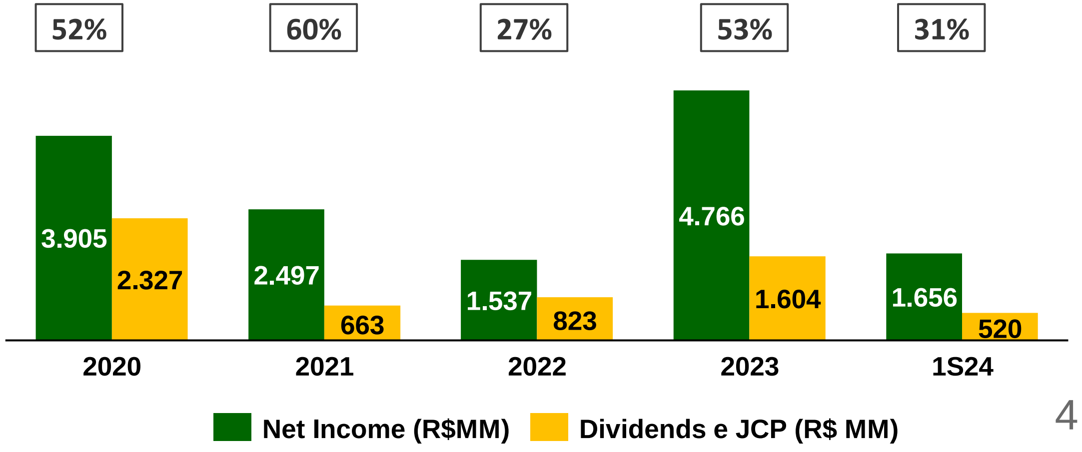
Net Income



Capex



Dividends

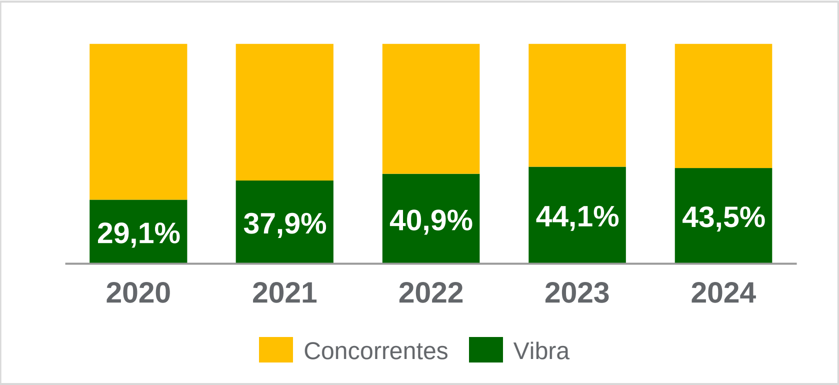


VIBRA

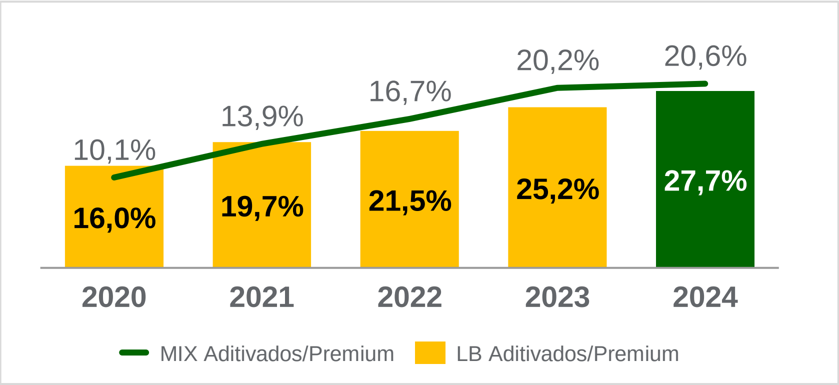
Retail

Leadership in Additive-enhanced products

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

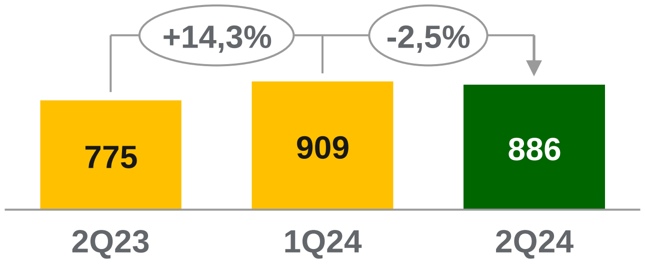


Additive and Premium Fuels - % Volume mix and % Gross Profit (Resale Network - Until Jun/24)

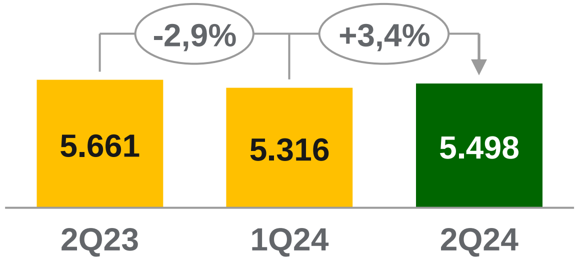


Customer-centric

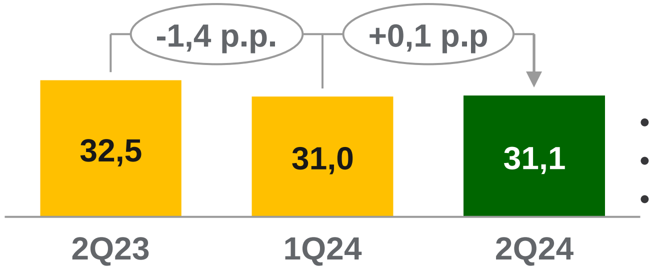
Adjusted Ebitda [R$ Mn]



Total Volume [Million m³]

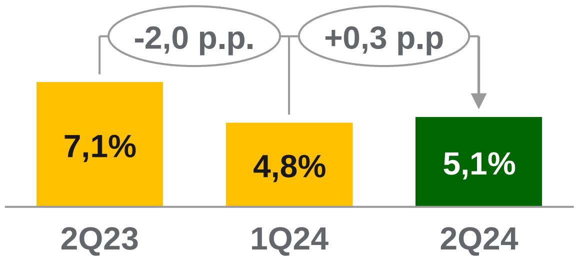


Branded Network Market Share



- April: 31%
- May: 31.1%
- June: 31.2%

Non-branded Market Share



- April: 4.9%
- May: 5.0%
- June: 5.3%

The Petrobras brand is licensed to Vibra.

Growth Avenues in Retail

Rede de Postos

- 8,023 service stations and presence in all federative units
- Stations with higher volume, 4% increase in average monthly sales

BR Mania stores

- +14% in sales of BR Mania stores, amassing R$ 418 milhões no 2T24
- +9,4% in Same Store sales in *2Q24 vs 2023*
- Number of transactions (average per store) 5.934 (+7.5% vs. 2Q23)

Lubricants

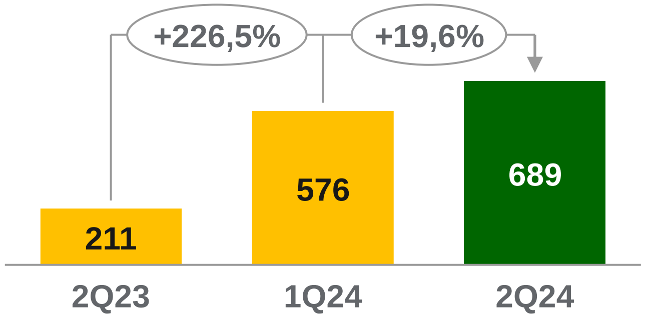
- Total revenue growth of Lubrax+ stores by 39% YoY
- Gross profit growth of Lubricants by 13% YoY (volume and margin)
- Synthetics Volume Growth of +11% YoY
- Expansion of the lubricants customer base in B2B (YoY 5.6%)

VIBRA

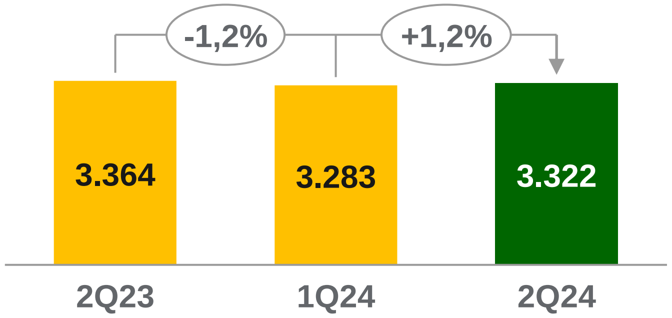
B2B

Focus on Market Share and Profitability

Adj. Ebitda B2B [R$ MM]

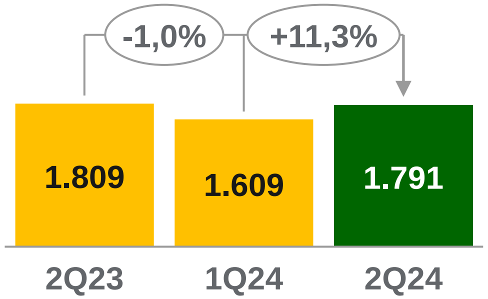


Total B2B Volume [MM m³]

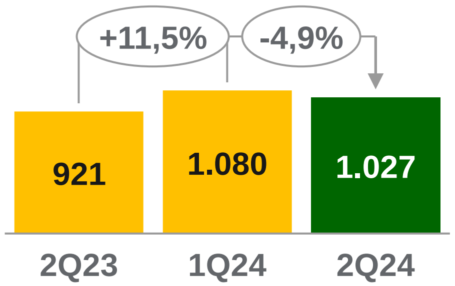


Volumes - Main B2B Products

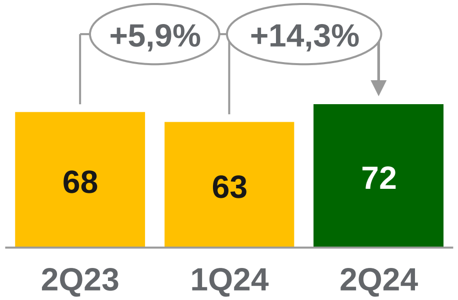
Diesel [MM m³]



Jet Fuel [MM m³]

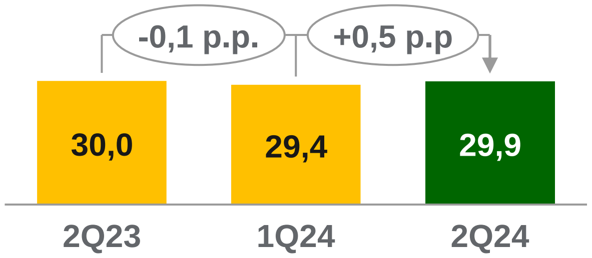


Lubricants [MM m³]



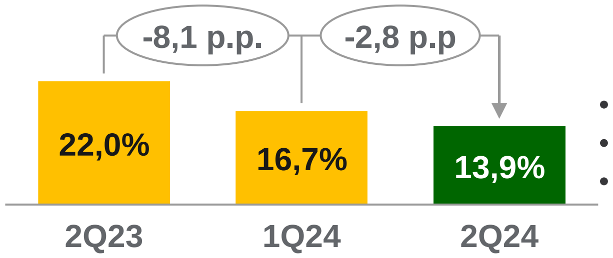
Market share Diesel B2B

Diesel Market-Share Consumer



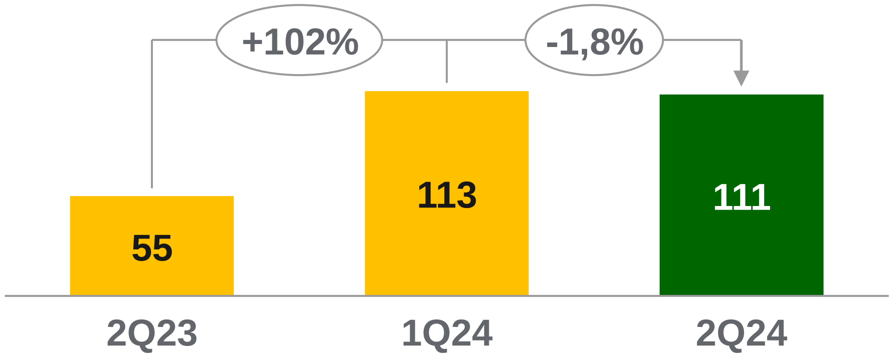
- April: 28.5%
- May: 29.8%
- June: 31.3%

Diesel Market-Share TRR



- April: 11.5%
- May: 15.2%
- June: 15.1%

Proforma Ebitda[3]



Key events in 2Q24:

- **2.1 GWp** of total installed capacity @stake, with the operation starting in Várzea in June, practically completing the original capacity cycle.
  - **DG: 284 MWp** +15 plants in 2024, totaling 84 plants in operation.
  - **CG: 1,841 MWp** 1.561 MWp in solar and 280 MW in wind power.
- **14 thousand** new consumers in 1H24 on the Comerc DG platform, totaling 63 thousand customers in June/24
- **R$ 643.6 of MtM** of future contracts from the trader with an average volume traded of 2.8 GWm in the last 12 months.
- **0.9 points** reduction in net debt/EBITDA, reaching **7.6x EBITDA in 2Q24**

3. Includes our 48.7% interest in Comerc's total

ESG

AWARDS AND RECOGNITION

1st place in the **Best of ESG 2024** Award from EXAME Magazine in the Fuels and Energy Transition category

Recognized for **the 3rd time by MIT Technology Review** as one of the 20 most innovative companies in Brazil

REPORTING AND TRANSPARENCY

Launch of the 2023 Sustainability Report

full and summary versions

Q&A

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