

# **3Q2022 EARNINGS REPORT**

Rio de Janeiro, November 30, 2022 - PRUMO PARTICIPAÇÕES E INVESTIMENTOS S.A. ("PRUMOPAR"), located at 804, Russel Street, 5º floor, Glória, Rio de Janeiro, was incorporated in 2015 in order to acquire interests in other company. The Company carries out its operations via the joint venture Ferroport Logística Comercial e Exportadora S.A. ("Ferroport") with Anglo American Participações Minério de Ferro Ltda. ("Anglo American").

#### Information about the Conference Call

Thursday, December 1st at 12:00 PM (Brasília time); 11:00 (US-ET).

Telephone number for participants:

\*No passcode is needed

BRAZIL +55 11 3181-8565

USA DI +1 412 717-9627

USA TF +1 844 204-8942

UK +44 20 3795 9972

Switzerland +41 44 575 0267

Chile +56 44 208 1274

Germany +49 69 257 367 263

France +33 1 8565 3688

Web Phone <a href="https://bit.ly/2QW4Jn0">https://bit.ly/2QW4Jn0</a>

Participants should connect 5 minutes before the conference call starts.



## 3Q2022 Financial Highlights

Ferroport handled, during the third quarter of 2022, 6.2 million tons of iron ore, an increase of 3.9% in the volume handled if compared to the same period of 2021. Comparing to the second quarter of 2022 the volume handled increased 43.4% to partially compensate the unplanned maintenance stoppages in Anglo's operations at the beginning of the second quarter of 2022. The volume handled during the third quarter was the highest since the beginning of operations. For the nine months ended on September 30, 2022, Ferroport handled 15.2 million tons of iron ore, a decrease of 13.2% when comparing to the same period of 2021.

For the third quarter of 2022, when compared to the same period of 2021, the BRL suffered a slight depreciation against USD, which increased from an average of R\$ 5.23 for the third quarter of 2021 to R\$ 5.26 for the same period of 2022. As BRL remained relatively stable, it did not have a major impact over Ferroport revenue.

During the third quarter of 2022, Ferroport's gross revenues related to the take-or-pay increased 14.9% from R\$ 244.8 million in the third quarter of 2021 to R\$ 281.3 million in the same period of 2022. Revenues from ships accessing the Channel to the T-Oil and paying Port Access Fees reached R\$ 10.7 million, an increase of 35.7% when compared to the third quarter of 2021. For the third quarter of 2022, EBITDA summed R\$214.4 million, an increase of 17.1% comparing to the same period of 2021. EBITDA Margin increased to 82.7% versus 77.1% on the last quarter.

Ferroport distributed to PRUMOPAR and Anglo American, during the third quarter of 2022, R\$ 123.2 million as dividends. PRUMOPAR received R\$ 61.6 million. It is important to highlight that on the first quarter of 2022 the intercompany loan was fully repaid by Ferroport.

#### **Business Specifics:**

| Ferroport                            | 3Q22    | 3Q21    | Δ %       | 2Q22    | Δ %       | 9M22    | 9M21    | Δ%        |
|--------------------------------------|---------|---------|-----------|---------|-----------|---------|---------|-----------|
| Volume T-Ore (K-ton)                 | 6,226   | 5,992   | 3.9%      | 4,341   | 43.4%     | 15,154  | 17,450  | (13.2%)   |
| T-Ore Access (BRL k)                 | 281,283 | 244,841 | 14.9%     | 266,401 | 5.6%      | 817,409 | 746,825 | 9.5%      |
| T-Oil Access (BRL k)                 | 10,724  | 7,902   | 35.7%     | 9,058   | 18.4%     | 26,561  | 19,471  | 36.4%     |
| EBITDA                               | 202,284 | 182,991 | 10.5%     | 160,630 | (36.4%)   | 561,540 | 563,310 | (0.3%)    |
| EBITDA Margin                        | 78.1%   | 81.6%   | (353 bps) | 65.7%   | 1,235 bps | 75.0%   | 82.8%   | (788 bps) |
| Adjusted EBITDA <sup>1</sup> (BRL k) | 214,384 | 183,096 | 17.1%     | 188,522 | 13.7%     | 605,529 | 563,415 | 7.5%      |
| Adjusted EBITDA<br>Margin            | 82.7%   | 81.6%   | 110 bps   | 77.1%   | 561 bps   | 80.8%   | 82.9%   | (202 bps) |

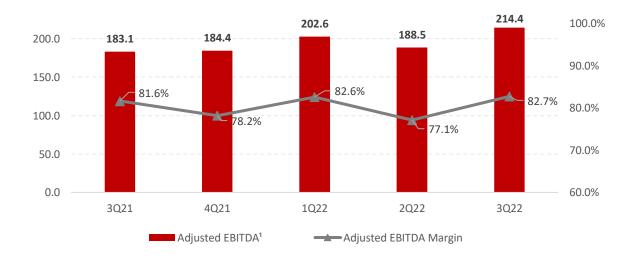
<sup>&</sup>lt;sup>1</sup> Excluding dredging



| Prumopar                                  | 3Q22   | 3Q21   | Δ %   | 2Q22   | Δ%   | 9M22    | 9M21    | Δ%      |
|---|--------|--------|-------|--------|------|---------|---------|---------|
| IC Loan - Principal (BRL k)               | 0      | 47,917 | -     | 0      | -    | 73,010  | 172,354 | (57.6%) |
| IC Loan - Interest (BRL k)                | 0      | 2,280  | -     | 0      | -    | 1,088   | 6,690   | (83.7%) |
| Dividends (BRL k)                         | 61,601 | 0      | -     | 58,376 | 5.5% | 119,977 | 0       | -       |
| Total Distribution from Ferroport (BRL k) | 61,601 | 50,197 | 22.7% | 58,376 | 5.5% | 194,075 | 179,044 | 8.4%    |

## Adjusted EBITDA (In BRL M) and Margin:

| Ferroport                             | 3Q21   | 4Q21   | 1Q22   | 2Q22   | 3Q22   |
|---------------------------------------|--------|--------|--------|--------|--------|
| (+)Net Revenues                       | 224.3  | 236.0  | 245.4  | 244.5  | 259.2  |
| (-)Costs                              | (50.3) | (56.3) | (55.5) | (91.9) | (63.7) |
| (-)SG&A                               | (5.0)  | (11.7) | (8.3)  | (9.6)  | (11.2) |
| (+) Depreciation & Amortization       | 14.0   | 16.5   | 17.1   | 17.6   | 18.0   |
| (-/+) Non Recurring<br>Revenues/Costs | 0.0    | 0.0    | 4.0    | 27.9   | 12.1   |
| Adjusted EBITDA <sup>1</sup>          | 183.1  | 184.4  | 202.6  | 188.5  | 214.4  |
| Adjusted EBITDA Margin                | 81.6%  | 78.2%  | 82.6%  | 77.1%  | 82.7%  |
| Average BRL/USD                       | 5.23   | 5.61   | 5.08   | 4.96   | 5.26   |





## FERROPORT CONSOLIDATED

Consolidated Simplified Analysis of the Income Statement:

| Consolidated (BRL k)                               |          |          |          |          |         |           |           |          |  |  |
|--|----------|----------|----------|----------|---------|-----------|-----------|----------|--|--|
| Income Statement                                   | 3Q22     | 3Q21     | Δ %      | 2Q22     | Δ %     | 9M22      | 9M21      | Δ %      |  |  |
| Shipment of iron ore (Take or Pay)                 | 281,283  | 244,841  | 14.9%    | 266,401  | 5.6%    | 817,409   | 746,825   | 9.5%     |  |  |
| Oil transshipment (T-Oil)                          | 10,724   | 7,902    | 35.7%    | 9,058    | 18.4%   | 26,561    | 19,471    | 36.4%    |  |  |
| Port Services/Others                               | 7        | 0        | -        | 11       | (36.4%) | 18        | 0         | #DIV/0!  |  |  |
| Taxes  | (32,843) | (28,421) | 15.6%    | (30,976) | 6.0%    | (94,928)  | (86,356)  | 9.9%     |  |  |
| Net revenue of services                            | 259,171  | 224,321  | 15.5%    | 244,494  | 6.0%    | 749,060   | 679,940   | 10.2%    |  |  |
| Cost of Services                                   | (63,709) | (50,258) | 26.8%    | (91,906) | (30.7%) | (211,129) | (168,682) | 25.2%    |  |  |
| Gross Profit                                       | 195,462  | 174,063  | 12.3%    | 152,588  | 28.1%   | 537,931   | 511,258   | 5.2%     |  |  |
| Operating Expenses                                 | (11,202) | (5,009)  | 123.6%   | (9,575)  | 17.0%   | (29,139)  | (15,627)  | 86.5%    |  |  |
| Financial Income/Loss                              | 6,399    | (4,180)  | (253.1%) | 4,691    | 36.4%   | 11,851    | (23,877)  | (149.6%) |  |  |
| Income before income and social contribution taxes | 190,659  | 164,874  | 15.6%    | 147,704  | 29.1%   | 520,643   | 471,754   | 10.4%    |  |  |
| Income and social contribution taxes               | (65,314) | (64,841) | 0.7%     | (50,349) | 29.7%   | (177,908) | (160,303) | 11.0%    |  |  |
| Net income (loss) for the<br>year                  | 125,345  | 100,033  | 25.3%    | 97,355   | 28.8%   | 342,735   | 311,451   | 10.0%    |  |  |
| EBITDA   | 202,284  | 182,991  | 10.5%    | 160,630  | 25.9%   | 561,540   | 563,310   | (0.3%)   |  |  |

The consolidated net revenue for the third quarter of 2022 increased 15.5%, in comparison to the same period of 2021, due to the increases in both take-or-pay and port access revenues from the T-Oil operations. For the take-or-pay portion, the increase was due to a higher tariff in comparison to the same period of 2021. As for the T-Oil, the increase is due to the higher tariff and higher number of operations in the third quarter of 2022 in comparison with the same period of 2021. During the first nine months of 2022, net revenues increase 10.2% in comparison to the same period of 2021.

For the third quarter of 2022, cost of services increased 26.8% compared to the same period of 2021, mostly due to the remainder of the cost of dredging maintenance of R\$ 12.1 million that occurred in the second quarter, accounted as "third parties services".

Overall operating expenses increased 123.6%, from R\$5.0 million in 2021 to R\$11.2 million in 2022, primarily due to higher depreciation and amortization (increase of R\$ 4.5 million), along with a decrease in the sale of non-consumed electric energy (decrease of R\$2.3 million).



Net financial income summed R\$ 6.4 million, versus an expense of R\$ 4.2 million for the same period of 2021. The increase was due to a higher investment of cash since Ferroport no longer distributes cash to its shareholders on a monthly basis.

For the third quarter of 2022, income before income taxes amounted to R\$ 190.7 million, leading to a net income of R\$125.3 million versus a net income of R\$ 100.0 million for the same period of 2021.



#### Consolidated Simplified Analysis of the Cash Flow Statement:

|  | Consolidated (BRL k) |          |          |           |         |           |           |       |  |  |  |
|--|----------------------|----------|----------|-----------|---------|-----------|-----------|-------|--|--|--|
| Cash Flow Statement                    | 3Q22                 | 3Q21     | Δ%       | 2Q22      | Δ%      | 9M22      | 9M21      | Δ %   |  |  |  |
| Net income (loss) before taxes         | 190,659              | 164,874  | 15.6%    | 147,704   | 29.1%   | 520,643   | 471,754   | 10.4% |  |  |  |
| Depreciation and Amortization          | 18,023               | 13,930   | 29.4%    | 17,614    | 2.3%    | 52,731    | 67,671    | 22.1% |  |  |  |
| Other Cash Adjustments                 | 5,203                | 9,424    | (44.8%)  | 3,091     | 68.3%   | 16,461    | 33,948    | 51.5% |  |  |  |
| Working Capital Variation              | (67,471)             | (78,744) | (14.3%)  | (45,506)  | 48.3%   | (186,420) | (134,051) | 39.1% |  |  |  |
| Cash Flow from Operating<br>Activities | 146,414              | 109,484  | 33.7%    | 122,903   | 19.1%   | 403,415   | 439,322   | 8.2%  |  |  |  |
| Capex/Intangibles                      | (23,748)             | (13,862) | (71.3%)  | (16,203)  | 46.6%   | (44,949)  | (33,533)  | 34.0% |  |  |  |
| Cash Flow from Investing<br>Activities | (23,748)             | (13,862) | (71.3%)  | (16,203)  | 46.6%   | (44,949)  | (33,533)  | 34.0% |  |  |  |
| Intercompany Loans Settled             | 0                    | (96,662) | (100.0%) | 0         | -       | (96,544)  | (346,542) | 72.1% |  |  |  |
| Lease payments                         | (578)                | (508)    | (13.8%)  | (550)     | 5.1%    | (1,665)   | (1,461)   | 14.0% |  |  |  |
| Dividends Paid                         | (123,202)            | 0        | -        | (116,752) | 5.5%    | (239,954) | 0         | -     |  |  |  |
| Cash Flow from Financing<br>Activities | (123,780)            | (97,170) | (27.4%)  | (117,302) | 5.5%    | (338,163) | (348,003) | 2.8%  |  |  |  |
| Increase in cash and cash equivalents  | (1,114)              | (1,548)  | (28.0%)  | (10,602)  | (89.5%) | 20,303    | 57,786    | 64.9% |  |  |  |

Ferroport reported cash flow from operating activities of R\$ 146.4 million for the third quarter of 2022, an increase of 33.7% if compared to the same period of 2021. This increase was driven by higher net income, depreciation and amortization and working capital variation, partially offset by other cash adjustments.

The lower position on the other cash adjustments account occurred mainly due to the lower monetary variation, decreasing from R\$4.5 million on the third quarter of 2021 to R\$ 0.1 million for the same period of 2022.

Ferroport's Capex for the third quarter of 2022 summed R\$ 23.7 million. The main expenditures were related to a new electric distribution line (R\$ 9.1 million) and expenses with availability risk and safety (R\$ 6.6 million). The remaining was associated to stay in business capex, such as operational efficiency and work safety, as well as corrosion repairing.

During the third quarter of 2022, Ferroport distributed R\$ 123.2 million in dividends to its shareholders, being R\$ 61.6 million to each Prumo Par and Anglo.



#### Consolidated Simplified Analysis of the Balance Sheet:

| Consolidated (BRL k)                        |                    |               |                |  |  |  |  |  |  |
|---|--------------------|---------------|----------------|--|--|--|--|--|--|
| Balance Sheet                               | September 30, 2022 | June 30, 2022 | December, 2021 |  |  |  |  |  |  |
| Current Assets                              | 328,388            | 336,735       | 290,273        |  |  |  |  |  |  |
| Cash and equivalent                         | 160,755            | 161,869       | 140,452        |  |  |  |  |  |  |
| Receivables from related parties            | 114,946            | 109,653       | 90,578         |  |  |  |  |  |  |
| Noncurrent Assets                           | 2,323,254          | 2,302,889     | 2,315,196      |  |  |  |  |  |  |
| Total Assets                                | 2,651,642          | 2,639,624     | 2,605,469      |  |  |  |  |  |  |
| Current Liabilities                         | 287,264            | 406,870       | 191,379        |  |  |  |  |  |  |
| Related parties – loans                     | 0                  | 0             | 97,083         |  |  |  |  |  |  |
| Income taxes and social contribution        | 29,830             | 20,416        | 25,129         |  |  |  |  |  |  |
| Noncurrent Liabilities                      | 550,102            | 543,823       | 529,255        |  |  |  |  |  |  |
| Related parties – loans                     | 0                  | 0             | 0              |  |  |  |  |  |  |
| Shareholders' equity                        | 1,814,276          | 1,688,931     | 1,884,835      |  |  |  |  |  |  |
| Total Liabilities plus Shareholders' equity | 2,651,642          | 2,639,624     | 2,605,469      |  |  |  |  |  |  |

Ferroport's consolidated cash and securities on September 30, 2022, were R\$ 328.4 million. When compared to December 31, 2021, the increase in receivables are mainly explained by the depreciation of the BRL against USD from the second to the third quarter of 2022.

It is important to mention that Ferroport will continue to distribute its excess of cash following the minimum cash mechanism. The company will perform quarterly cash distribution to its shareholders, through dividends and capital reductions.



## **PRUMOPAR**

#### Simplified Analysis of the Income Statement:

| Consolidated (BRL k)                               |          |           |         |           |         |          |           |          |  |
|--|----------|-----------|---------|-----------|---------|----------|-----------|----------|--|
| Income Statement                                   | 3Q22     | 3Q21      | Δ %     | 2Q22      | Δ %     | 9M22     | 9M21      | Δ %      |  |
| Net Operating Revenue                              | 0        | 0         | -       | 0         | -       | 0        | 0         | -        |  |
| Sales Cost   | 0        | 0         | -       | 0         | -       | 0        | 0         | -        |  |
| Gross Profit                                       | 0        | 0         | -       | 0         | -       | 0        | 0         | -        |  |
| Operating Expenses                                 | (132)    | (40)      | 230.0%  | (87)      | 51.7%   | (212)    | (179)     | 18.4%    |  |
| Financial Income/Loss                              | (79,992) | (155,930) | (48.7%) | (179,919) | (55.5%) | (55,928) | (174,721) | (68.0%)  |  |
| Equity in income of subsidiaries                   | 63,845   | 50,565    | 26.3%   | 49,851    | 28.1%   | 174,883  | 159,829   | 9.4%     |  |
| Income before income and social contribution taxes | (16,279) | (105,405) | (84.6%) | (130,155) | (87.5%) | 118,743  | (15,071)  | (887.9%) |  |
| Taxes (IR and CSLL)                                | (195)    | (1,651)   | (88.2%) | (2,868)   | (93.2%) | (813)    | (1,615)   | (49.7%)  |  |
| Profit (Loss) for the period                       | (16,474) | (107,056) | (84.6%) | (133,023) | (87.6%) | 117,930  | (16,686)  | (806.8%) |  |

For the third quarter of 2022 ended on September 30, PRUMOPAR reported net financial loss of R\$ 80.0 million versus a net loss of R\$ 155.9 million for the same period of 2021. This increase is mostly due to the positive impact of the exchange variation on loans. Although the average exchange variation of the 3Q2022 reflects a depreciation of the BRL against USD when comparing to the 3Q2022, the monthly variation during the third quarter impacted positively the financial loss.

Results of equity-accounted investees increased 26.3% when compared to the same period of 2021, from R\$ 50.6 million to R\$ 63.8 million due to the higher net income of Ferroport.

After income and social contribution taxes, PRUMOPAR reported a net loss of R\$ 16.5 million versus a loss of R\$ 107.1 million for the same period of 2021.



## Simplified Analysis of the Cash Flow Statement:

|  | Consolidated (BRL k) |         |        |          |        |          |          |         |  |
|--|----------------------|---------|--------|----------|--------|----------|----------|---------|--|
| Cash Flow Statement                        | 3Q22                 | 3Q21    | Δ%     | 2Q22     | Δ %    | 9M22     | 9M21     | Δ%      |  |
| Cash flows from operating activities       | (256)                | 1,312   | 119.5% | 957      | 126.8% | (5,558)  | 449      | 1337.9% |  |
| Dividends                                  | 61,601               | 0       | -      | 58,376   | 5.5%   | 119,977  | 0        | -       |  |
| Loans granted to Related Parties           | 0                    | 0       | -      | (66,621) | 100.0% | (66,621) | 0        | -       |  |
| Interest received on related partiy loans  | 0                    | 2,280   | 100.0% | 0        | -      | 1,088    | 6,690    | 83.7%   |  |
| Loans received from related parties        | 0                    | 47,917  | 100.0% | 0        | -      | 73,010   | 172,354  | 57.6%   |  |
| Cash flows from investment activities      | 61,601               | 50,197  | 22.7%  | (8,245)  | 847.1% | 127,454  | 179,044  | 28.8%   |  |
| Capital increase/(reduction) and dividends | 0                    | 0       | -      | 0        | -      | 0        | 0        | -       |  |
| Loans settled with third parties (net)     | 0                    | 0       | -      | (8,561)  | 100.0% | (8,561)  | (11,931) | 28.2%   |  |
| Interest paid                              | 0                    | 0       | -      | (57,855) | 100.0% | (57,855) | (57,630) | 0.4%    |  |
| Transaction Cost                           | 0                    | (1,165) | 100.0% | 0        | -      | 0        | (1,165)  | 100.0%  |  |
| Escrow accounts (Debt Requirement)         | 189                  | 0       | -      | 0        | -      | 189      | 0        | -       |  |
| Derivative                                 | 0                    | 0       | -      | (2,915)  | 100.0% | (2,915)  | (8,349)  | 65.1%   |  |
| Cash flows from financing activities       | 189                  | (1,165) | 116.2% | (69,331) | 100.3% | (69,142) | (79,075) | 12.6%   |  |
| Increase in cash and cash equivalents      | 61,534               | 50,344  | 22.2%  | (76,619) | 180.3% | 52,754   | 100,418  | 47.5%   |  |

During the third quarter of 2022, PRUMOPAR received R\$ 61.6 million as dividends from Ferroport. As mentioned before, in March of 2022, Ferroport performed the last payment under the intercompany loan.

PRUMOPAR reported a slight increase of R\$ 0.2 million in its Escrow deposits due to exchange variation but the amount in USD stayed at the same level of USD 11.0 million.



#### Simplified Analysis of the Balance Sheet:

| Consolidated (BRL k)         |                       |               |                      |  |  |  |  |  |  |
|------------------------------|-----------------------|---------------|----------------------|--|--|--|--|--|--|
| Balance Sheet                | September 30,<br>2022 | June 30, 2022 | December 31,<br>2021 |  |  |  |  |  |  |
| Current Assets               | 216,447               | 214,019       | 151,928              |  |  |  |  |  |  |
| Cash and cash equivalents    | 63,779                | 2,245         | 11,025               |  |  |  |  |  |  |
| Escrow deposits              | 59,712                | 57,855        | 63,792               |  |  |  |  |  |  |
| Related Party                | 0                     | 0             | 73,355               |  |  |  |  |  |  |
| Noncurrent Assets            | 1,094,747             | 1,030,902     | 1,059,954            |  |  |  |  |  |  |
| Related Party                | 153,792               | 153,792       | 87,171               |  |  |  |  |  |  |
| Investment                   | 940,939               | 877,094       | 972,704              |  |  |  |  |  |  |
| Total Assets                 | 1,311,194             | 1,244,921     | 1,211,882            |  |  |  |  |  |  |
| Current Liabilities          | 60,532                | 29,617        | 29,765               |  |  |  |  |  |  |
| Loans and borrowings         | 60,429                | 29,453        | 29,394               |  |  |  |  |  |  |
| Noncurrent Liabilities       | 1,473,668             | 1,421,835     | 1,523,053            |  |  |  |  |  |  |
| Loans and borrowings         | 1,472,918             | 1,421,281     | 1,523,053            |  |  |  |  |  |  |
| Total Equity                 | (223,006)             | (206,531)     | (340,936)            |  |  |  |  |  |  |
| Total liabilities and equity | 1,311,194             | 1,244,921     | 1,211,882            |  |  |  |  |  |  |

On September 30, 2022, PRUMOPAR reported cash and cash and equivalents of R\$ 63.8 million, an increase of R\$ 61.5 million if compared to June 30, 2022. This increase is the cash received as dividends by PRUMOPAR during the third quarter of 2021. The escrow account is related to the DSRA, which is constituted in USD. On September 30, 2022, the escrow account summed R\$ 59.7, which was equivalent to USD 11.0 million.

When comparing to June 30, 2022, PRUMOPAR's total debt increased, in BRL, approximately R\$ 82.6 million, to R\$ 1.53 billion, mostly impacted by the foreign exchange variation. In USD, the total debt summed USD 298.4 million, being USD 292.9 of principal.

On September 30, 2022 PRUMOPAR's equity was negative at R\$ 223 million, as a result of the accumulated accounting loss caused by the depreciation of BRL since the notes issuance.



**Investor Relations Department:** 

Website: <a href="https://www.prumologistica.com.br/en/investors/">https://www.prumologistica.com.br/en/investors/</a>

Contact:

E-mail: <u>ir.prumopar@prumologistica.com.br</u>

Telephone: +55 21 3725 8000