

# Financial & Economic Performance 3Q24











#### Message from the Administration

We wish to highlight the accumulated growth of more than 50% in our Net Revenue in the nine months of the year, compared to the same period last year, rising from R\$ 66 million to R\$ 100 million. In 3Q24, Net Revenue maintained its positive trajectory, reaching R\$31 million, which represents an increase of 22% compared to 3Q23.

Gross Profit in 3Q24 was R\$ 6.5 million, with a margin of 21.1%, slightly higher than the 20.7% recorded in 2Q24. Year to date, Gross Profit was R\$21.5 million for the 9 months, with a margin of 22%, compared to R\$ 15.5 million and a margin of 24% in the same period last year.

Despite the increase in revenue, which favors industrial efficiency, our gross margin for the year was lower than the previous year, due to the increase in costs with imported materials, because of the currency devaluation. These cost increases tend to be passed on to prices gradually, either in new sales contracts or in the annual readjustments of supply contracts.

On the other hand, the total Commercial and Administrative Expenses incurred in 9 months decreased by 2%, remaining at R\$ 27 million. Given the significant 50% increase in Net Revenue, the effect of operating leverage is notable.

The growth in sales, combined with the dilution of costs and expenses, resulted in a positive adjusted EBITDA of R\$ 1.8 million in the 9-month period, compared to a negative figure of R\$ 4.5 million in the same period last year. In 3Q24, adjusted EBITDA was also positive, reaching R\$ 173 thousand, compared to the negative figure of R\$ 578 thousand recorded in 3Q23.

During the third quarter, although our plants in Rio Grande do Sul operated under reasonably normal conditions, it was inevitable that we had to deal with the serious problems caused by the tragedy in our vicinities – damaged roads, airport closed, disrupted suppliers and customers. These factors affected our business in 3Q24, despite the gradual improvement.

The firm order backlog ended the quarter at R\$ 58 million in 3Q24 (R\$ 67 million in 2Q24). The backlog of contracts without purchase obligations ended the quarter at R\$143 million, the same level as the previous quarter.

Between the end of September and the beginning of October, the company signed contracts to supply fiberglass poles to energy utilities for a total of R\$ 17 million, the result of efforts to consolidate the company's participation in this growing market. The demand arising from these contracts is not included in our order book for 3Q24.

The figures demonstrate the consistency of the company's operational improvement.

Rafael Gorenstein CEO and Investor Relations Officer

## **Economic and Financial Performance**

Lupatech mainly manufactures (Products segment) industrial valves; valves for oil and gas; ropes for deepwater mooring of oil platforms, naval use and cargo lifting; artifacts of composite materials, mainly electricity poles and tubes for lining oil pipelines.

The Company used to operate in the oilfield services business (Services segment), of which remain various assets in the process of liquidation and several legacy matters associated with it.

#### Net Revenue

Net Revenue (R\$ thd)	3Q23	3Q24	2Q24	3Q24	9M24	9M23
Products	25,136	30,690	33,783	30,690	99,339	66,086
Valves	23,265	29,321	31,966	29,321	92,547	61,503
Ropes and Composites	1,871	1,369	1,817	1,369	6,792	4,583
Services	57	-	153	-	292	171
Oilfield Services	57	-	153	-	292	171
Total	25,193	30,690	33,936	30,690	99,631	66,257

Consolidated net revenue reached R\$ 99.6 million in the 9M24 period, R\$ 33.4 million or 50.3% more than the consolidated net revenue of 9M23.

#### **Products**

The increase in net revenue in 3Q24 compared to 3Q23 was driven by the success of the commercial efforts made in the period. However, the retraction seen in 3Q24 compared to 2Q24 is due to lower demand and the difficulties faced due to the floods in Rio Grande do Sul, among others.

#### Services

The transactions carried out in this segment arise from the liquidation of inventory balances and other activities related to plants that have been demobilized, and do not refer to ordinary operations.

#### **Order Backlog**

On September 30, 2024, the Company's order backlog in Brazil totaled R\$ 57.5 million. On the same date, the Company had a balance of supply contracts with no purchase obligation of R\$ 143 million (Note: the figures do not include expired tenders for which the respective orders or contracts have not yet been issued).

#### **Gross Profit and Gross Margin**

Gross Profit (R\$ thd)	3Q23	3Q24	2Q24	3Q24	9M24	9M23
Products	6,288	6,492	7,008	6,492	21,480	15,668
Gross Margin - Products	25.0%	21.1%	20.7%	21.1%	21.6%	23.7%
Services	(117)	-	-	-	48	(95)
Gross Margin - Services	n/a	n/a	n/a	n/a	n/a	n/a
Total	6,171	6,492	7,008	6,492	21,528	15,573
Gross Margin - Total	24.5%	21.1%	20.6%	21.1%	21.6%	23.5%
Depreciation	777	679	679	679	2,113	2,421
Depreciation Products	777	679	679	679	2,113	2,421
Gross Profit without depreciation	6,948	7,171	7,687	7,171	23,641	17,994
<b>Gross Profit without depreciation Products</b>	7,065	7,171	7,687	7,171	23,593	18,089
*n/a - not applied						



Products

Gross profit in 9M24 reached R\$ 21.5 million, with a margin of 21.6%, compared to R\$ 15.7 million with a margin of 23.7% in 9M23.

In the comparison between 3Q24 and 2Q24, gross profit fell slightly due to the reduction in revenue, despite the slightly higher gross margin.

#### Services

The results of the services segment do not come from production activities, only from the sale of remaining inventories.

#### Expenses

Expenses (R\$ thd)	3Q23	3Q24	2Q24	3Q24	9M24	9M23
Total Sales Expenses	3,509	2,910	3,514	2,910	8,396	8,347
Sales Expenses - Products	3,509	2,910	3,514	2,910	8,396	8,347
Sales Expenses - Services	-	-	-	-	-	-
<b>Total Administrative Expenses</b>	4,739	5,335	5,445	5,335	15,892	16,516
Administrative Expenses - Products	2,548	3,247	2,630	3,247	7,795	8,686
Administrative Expenses - Services	2,191	2,088	2,815	2,088	8,097	7,830
Management Fees	767	1,037	750	1,037	2,537	2,493
Total Expenses	9,015	9,282	9,709	9,282	26,825	27,356

#### Selling and administrative expenses

Sales expenses are predominantly variable in the form of freight and commissions.

In 3Q24, the company recognized R\$ 5.3 million in administrative expenses, similar to the R\$ 5.4 million in 2Q24 and 12.6% higher than in 3Q23, and in the year to date, administrative expenses are 3.9% lower than in the previous year.

#### Management Compensation

The amount presented is composed of fixed and variable remuneration.

#### **Other Revenues and Operational (Expenses)**

Other Operating (Expenses) (R\$ thd)	3Q23	3Q24	2Q24	3Q24	9M24	9M23
Products	(100)	(133)	(3,140)	(133)	(2,802)	(658)
Expenses with Idleness - Products	(5,105)	(2,956)	(2,802)	(2,956)	(6,075)	(15,141)
Services	(1,298)	1,959	(4,175)	1,959	(1,619)	2,421
Expenses with Idleness - Services	-	-	-	-	-	-
Total	(6,503)	(1,130)	(10,117)	(1,130)	(10,496)	(13,378)

In 3Q24, R\$ 5.3 million of "Other Operating Income" was recorded against R\$ 6.4 million of "Other Operating Expenses", totaling a net effect of R\$ 1.1 million. The following factors stand out:

- I. R\$ 1.5 million positive net effect on the disposal of fixed assets;
- II. R\$ 2.7 due to reversal of impairment on assets;
- III. R\$ 3.0 million in idle production costs;
- IV. R\$ 1.4 million from estimates of obsolescence and extraordinary inventory losses;
- V. R\$ 0.5 thousand recognition of depreciation of real estate as investment property in compliance with accounting standards;



VI. R\$ 0.4 thousand from the recognition of taxes and contributions.

#### **Financial Result**

Financial Results (R\$ thd)	3Q23	3Q24	2Q24	3Q24	9M24	9M23
Financial Revenue*	1,917	1,421	4,691	1,421	7,245	5,080
Financial Expense*	(7,924)	(10,742)	(10,975)	(10,742)	(28,143)	(34,274)
Net Financial Results*	(6,007)	(9,321)	(6,284)	(9,321)	(20,898)	(29,194)
Net Exchange Variance	(7,416)	3,093	(6,606)	3,093	(7,566)	7,964
Net Financial Results - Total	(13,423)	(6,228)	(12,890)	(6,228)	(28,464)	(21,230)
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\* Excluding Exchange Variance

The net financial result for 3Q24 was negative by R\$ 9.3 million and its main effect is the restatement of interest and fines on taxes, suppliers and loans. The total net financial result is influenced by the exchange rate variation.

It is important to remember that exchange rate variations are predominantly the result of their impact on loan balances between group companies abroad. Exchange rate fluctuations affect the translation of the equity of these entities into Reais in the opposite direction, so there are counterparts to the exchange rate variations accounted for directly in the company's equity, without transiting through profit and loss accounts.

See the following proforma statement of the net economic effect of exchange rate variations on intercompany loans:

	1Q24	2Q24	3Q24	9M24
Total Exchange Variation Revenue	402	12,123	6,151	18,676
Realized on exchange closing	11	763	125	899
Provision for outstanding securities	80	121	-	201
Provision for intercompany loans	311	11,239	5,671	17,221
Provision for unsecured suppliers	-	-	355	355
Total Exchange Variation Expense	(4,455)	(18,729)	(3,058)	(26,242)
Realized on exchange closing	(20)	(302)	-	(322)
Provision on outstanding securities	-	-	(114)	(114)
Provision on intercompany loan	(4,173)	(15,182)	(2,774)	(22,129)
Realized on payment of intercompany loan	-	(2,292)	-	(2,292)
Provision for unsecured suppliers	(262)	(953)	(170)	(1,385)
Net Exchange Variance	(4,053)	(6,606)	3,093	(7,566)
Counterpart in Shareholders' Equity	(3,862)	(6,235)	2,897	(7,200)
Net Economic Effect of Exchange Variation	(191)	(371)	196	(366)

#### **Adjusted EBITDA from Operations**

EBITDA Adjusted (R\$ thd)	3Q23	3Q24	2Q24	3Q24	9M24	9M23
Products	1,861	2,845	2,714	2,845	9,085	2,416
Margin	7.4%	9.3%	8.0%	9.3%	9.1%	3.7%
Services	(2,439)	(2,672)	(2,374)	(2,672)	(7,266)	(6,909)
Margin	n/a	n/a	n/a	n/a	n/a	n/a
Total	(578)	173	340	173	1,819	(4,494)
Margin	-2.3%	0.6%	1.0%	0.6%	1.8%	-6.8%

The Adjusted EBITDA of Products for 3Q24 reflects an improvement on the comparative periods, mainly due to the dilution of fixed costs.

Services Adjusted EBITDA is made up of legacy management costs.



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Adjusted Ebitda Reconciliation (R\$ thd)	3Q23	3Q24	2Q24	3Q24	9M24	9M23
Gross Profit	6,171	6,492	7,008	6,492	21,528	15,573
SG&A	(8,248)	(8,245)	(8,959)	(8,245)	(24,288)	(24,863)
Management Compensation	(767)	(1,037)	(750)	(1,037)	(2,537)	(2,493)
Depreciation and Amortization	946	841	850	841	2,615	3,459
Other Operating Expenses	(6,503)	(1, 130)	(10,117)	(1,130)	(10,496)	(13,377)
EBITDA from Activities	(8,401)	(3,079)	(11,968)	(3,079)	(13,178)	(21,701)
Result of disposal or write-off of assets	1,295	(4,239)	1,978	(4,239)	(2,257)	1,169
Provisions for Legal Proceedings	(101)	(138)	(238)	(138)	(1,810)	(5,683)
Idle expenses	5,105	2,956	2,802	2,956	6,075	15,141
Extraordinary Expenses	1,524	4,673	7,766	4,673	12,989	6,580
Adjusted EBITDA	(578)	173	340	173	1,819	(4,494)

		3Q24		
Reconciliation of Adjusted Ebitda (R\$ thd)	Products	Services	Total	
Gross Profit	6,492	-	6,492	
SG&A	(6,157)	(2,088)	(8,245)	
Management Compensation	-	(1,037)	(1,037)	
Depreciation and Amortization	722	119	841	
Other Operating Expenses	(3,089)	1,959	(1,130)	
EBITDA from Activities	(2,032)	(1,047)	(3,079)	
Result of disposal or write-off of assets	(1,446)	(2,793)	(4,239)	
Provisions for Legal Proceedings	6	(144)	(138)	
Idle expenses	2,956	-	2,956	
Extraordinary Expenses	3,361	1,312	4,673	
Adjusted EBITDA	2,845	(2,672)	173	

### **Net Result**

Net Result (R\$ thd)	3Q23	3Q24	2Q24	3Q24	9M24	9M23
Result Before Income Tax and Social Contribution	(22,770)	(10,148)	(25,708)	(10,148)	(44,257)	(46,391)
Income Tax and Social Contribution - Current	-	(2)	(2)	(2)	(4)	(1)
Income Tax and Social Contribution - Deferred	1,533	329	2,451	329	3,782	564
Net Profit for the Period	(21,237)	(9,821)	(23,259)	(9,821)	(40,479)	(45,828)
Profit (Loss) per Share	(0.54)	(0.23)	(0.56)	(0.23)	(0.96)	(1.17)

The negative net result obtained in 3Q24 is influenced, in addition to current income and expenses, by the adjustment to present value relating to the tender debt and the net effect of other operating income and expenses.

#### **Working Capital**

Working Capital (R\$ thd)	09/30/2024	12/31/2023
Accounts Receivable	34,372	18,140
Inventories	24,521	32,678
Advances of suppliers	3,611	7,522
Recoverable taxes	32,566	40,701
Other Accounts Receivable	6,234	5,612
Total Asset	101,304	104,653
Suppliers	16,315	15,072
Advances from Customers	3,019	1,161
Taxes payable	21,114	22,323
Other Accounts Payable/Other Obligations	4,113	5,783
Payroll and charges	6,610	5,493
Total Liabilities	51,171	49,832
Working Capital Employed	50,133	54,821
Working Capital Variation	(4,688)	

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When comparing the balances as of September 30, 2024 with the balance as of December 31, 2023, there is a reduction in the working capital employed. This reduction is mainly due to: (i) variation in accounts receivable and inventories, (ii) reduction in taxes recoverable and taxes payable resulting from the offsetting of tax credits.

#### Indebtedness

Debts (R\$ thd)	09/30/2024	12/31/2023
Short Term	52,870	50,633
Credits subject to Judicial Recovery	7,647	6,266
Credits not subject to Judicial Recovery	45,223	44,367
Long Term	101,563	95,027
Credits subject to Judicial Recovery	94,776	92,262
Credits not subject to Judicial Recovery	6,787	2,765
Total Debts	154,433	145,660
Cash and Cash Equivalents	9,181	19,907
Net Debt	145,252	125,753

The increase in financial indebtedness when comparing the balances at September 30, 2024 with the balances at December 31, 2023 is mainly associated with the use of cash from the settlement of the "San Antonio" litigation to increase working capital. There was also an increase in indebtedness due to the taking out of new credits and the updating of the Present Value of the debt subject to Judicial Recovery.

Short-term debt is detailed in the following tables, which show the composition by type and then the guarantee coverage.

Short-term debt - Credits not subject to Judicial Reorganization	09/30/2024
BNDES - Fiduciary Sale of Machinery	11,167
Co-obligation on discounted securities	9,115
Working Capital (various types)	24,941
Total	45,223

Guarantee Coverage - Working Capital (various types)	09/30/2024
CDB and performing credits	12,458
Other*	12,483
Total	24,941

\*Performing receivables, FGI, Intra-group guarantee.

Note that most of the short-term debt corresponds to co-obligations on discounted securities (R\$ 9.1 million) or amounts to be self-settled by receivables that have already been performed or CDBs (R\$ 12.5 million). Only R\$ 12.5 million is pending future performance of receivables or is covered by fiduciary guarantees.



# Annexes

# Annex I - Income Statements (R\$ Thousand)

	2Q24	3Q24
	22.026	20 (00
Net Revenue From Sales	33,936	30,690
Cost of Goods and Services Sold	(26,928)	(24,198)
Gross Profit	7,008	6,492
Operating Income/Expenses	(19,826)	(10,412)
Selling	(3,514)	(2,910)
General and Administrative	(5,445)	(5,335)
Management Fees	(750)	(1,037)
Other Operation Income (Expenses)	(10,117)	(1,130)
Net Financial Result	(12,890)	(6,228)
Financial Income	4,691	(610)
Financial Expenses	(10,975)	(8,711)
Net Exchange Variance	(6,606)	3,093
Results Before Income Tax and Social Contribution	(25,708)	(10,148)
Provision Income Tax and Social Contribution - Current	(2)	(2)
Provision Income Tax and Social Contribution - Deferred	2,451	329
Net Loss for the Period	(23,259)	(9,821)





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	2Q24	3Q24
Adjusted EBITDA from Operations	340	173
Idleness Expenses	(2,802)	(2,956)
Extraordinary expenses	(7,766)	(4,673)
Provisions for Losses, Impairment and Net Result on Disposal of Assets	(1,740)	4,377
EBITDA from Operations	(11,968)	(3,079)
Depreciation and amortization	(850)	(841)
Net Financial Result	(12,890)	(6,228)
Income Tax and Social Contribution - Current and Deferred	2,449	327
Net Loss	(23,259)	(9,821)



## Annex III – Consolidated Balance Sheets (R\$ Thousand)

	09/30/2024	12/31/2023
Total Asset	459,595	482,769
Current Assets	121,991	145,711
Cash and Cash Equivalents	9,576	19,907
Accounts Receivable	34,372	18,140
Inventories	24,521	32,678
Recoverable Taxes	32,566	40,701
Other Accounts Receivable	6,234	5,612
Prepaid Expenses	940	553
Advances to Suppliers	3,611	7,522
Assets Classified as Held for Sale	10,171	20,598
Non-Current Assets	337,604	337,058
Securities-restricted	44	44
Judicial Deposits	5,155	5,079
Recoverable Taxes	3,768	6,953
Deferred Income Tax and Social Contribution	60,889	56,180
Other Accounts Receivable	33,643	34,502
Investments	19,685	19,685
Fixed Assets	131,159	131,405
Intangible Assets	83,261	83,210
Total Liabilities and Shareholders Equity	459,595	482,769
Current Liabilities	106,875	102,918
Suppliers - not subject to Judicial Recovery	10,629	9,876
Suppliers - subject to Judicial Recovery	5,686	5,196
Loans and Financing - not subject to Judicial Recovery	45,223	44,367
Loans and Financing - subject to Judicial Recovery	7,647	6,266
Provisions Payroll and Payroll Payable	6,610	5,493
Taxes Payable	21,114	22,323
Obligations and Provisions for Labor Risks - subject to Judicial Recovery	106	315
Advances from Customers	3,019	1,161
Other Accounts Payable	4,113	5,783
Other obligations - subject to Judicial Recovery	2,728	2,138
Non-Current Liabilities	232,565	220,288
Suppliers - subject to Judicial Recovery Loans and Financing - not Subject to Judicial Recovery	27,720 6,787	26,649
Loans and Financing - not Subject to Judicial Recovery	94,776	2,765 92,262
Taxes Payable	37,352	29,199
Provision for Contigencies	24,490	27,591
Obligations and Provisions Labor Risks - subject to Judicial Recovery	1,915	2,238
Other Accounts Payable	1,694	3,350
Other obligations - subject to judicial recovery	37,831	36,234
Shareholders' Equity	120,155	159,563
Capital Stock	1,922,339	1,920,820
Reserves and capital transactions	144,754	144,754
Equity valuation adjustment	74,231	74,679
Accumulated Losses	(2,021,169)	(1,980,690)
	(2,021,107)	(1,200,020)



Annex IV – Statements of the Consolidated Cash Flow (R\$ Thousand)

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	2Q24	3Q24
Cash Flow from Operating Activities		
Loss for the periods	(23,259)	(9,821)
Adjustments:		
Depreciation and Amortization	1,380	1,370
Income from sale of property, plant and equipment	(7,221)	2,135
Financial charges and exchange variation on financing	18,773	3,779
Reversal (Provision) for loss due to non-recoverability of assets	(8,313)	(3,649)
Deferred Income Tax and Social Contribution	(2,451)	(1,256)
Inventory obsolescence	386	96
(Reversal) Estimated losses for doubtful accounts	35	(49)
Actual losses with doubtful accounts	14	19
Adjust to present value	(3,928)	4,042
Exchange variation on investments abroad	1,248	(4,113)
Changes in Assets & Liabilities		
(Increase) Decrease in Accounts Receivable	(2,947)	1,191
(Increase) Decrease in Inventories	2,359	6,113
(Increase) Decrease in Recoverable Taxes	3,202	5,210
(Increase) Decrease in Other Assets	2,171	1,879
(Increase) Decrease in Suppliers	(2,227)	(529)
(Increase) Decrease in Taxes Payable	1,547	(2,551)
(Increase) Decrease in Others Accounts Payable	(2,107)	(632)
Net Cash Flow from Operating Activities	(21,338)	3,234
Cash Flow from Investment Activities		
Bonds and securities - restricted account	80	117
Resources from the sale of fixed assets	25,258	1,543
Acquisition of fixed assets	(388)	(1,801)
Aquisition of Intangible Assets	(232)	(1)
Net Cash Flow from (Used in) Investment Activities	24,755	(179)
Cash Flow from Financing Activities		
Borrowing and financing	28,406	35,249
Capital increase	338	1,113
Payment of loans and financing	(38,578)	(39,022)
Net Cash Flow from Financing Activities	(9,834)	(2,660)
Net Increase (Decrease) in Cash and Cash Equivalents	(6,417)	395
		9,181
At the Beginning of the Period	15,598	9,101



## **About Lupatech**

Lupatech is a Brazilian company with high added value products focused on the oil and gas sector, operating in manufacturing (Products segment) mainly producing industrial valves; valves for oil and gas; ropes for anchoring oil platforms; well completion equipment; artifacts of composite materials, mainly FRP power poles and tubes for lining oil pipelines.

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