



4Q24
EARNINGS
CONFERENCE
CALL

Eternit

DISCLAIMER

The statements contained in this presentation regarding Eternit's business prospects, projections of operating and financial results, and references to the Company's potential growth are merely forecasts and were based on Management's expectations regarding the Company's future performance.

Future considerations are not guarantees of performance. They involve risks, uncertainties, and assumptions, as they refer to future events and, therefore, depend on circumstances that may or may not occur.

Investors should understand that general economic conditions, market conditions, and other operational factors can affect Eternit's future performance and lead to results that differ significantly from those expressed in such forward-looking considerations.

OUR BUSINESS



8+ decades building history



1,800+ employees



9 industrial facilities



30% *market share* in the roofing segment



Presence in **7** states



Diversified portfolio



2024 HIGHLIGHTS

OPERATION

- **First year** of operation of the Caucaia unit **reaching nominal capacity**.
- **Conclusion of the expansion** of the **PP fiber unit** (Manaus).
- **Diversification** of products in the line of **Construction Systems**.
- **Discontinuation** of the **photovoltaic** product line.

BUSINESS

- Achievement of **30% of market share** in **fiber-cement**.
- Brand repositioning – **Focus on Brazilian identity and trust**.
- **Growth** in sales volume of **fiber-cement (+2.5% vs. 2023)**.
- **Record** in the volume of **Construction Systems** in 2024, reaching **24,000 t (+20.0% vs. 2023)**.

FINANCIAL

- **Conclusion** of the **Court-Supervised Reorganization** plan.
- **Conclusion** of phase 1 of the corporate simplification.
- **Reduction of net debt** to **R\$ 110 million (-12.5% vs. 2023)**.
- Administrative and commercial **expenses** with an increase **below inflation**.

4Q24 VS. 4Q23 HIGHLIGHTS

NET REVENUE

Growth in the domestic and foreign markets compared to the same periods in 2023

R\$286.6 million
(+1.5% vs. 4Q23)

RECURRING EBITDA

Reduction of the margins in the fiber-cement segment

R\$16.2 million
(-28.6% vs. 4Q23)

SALES OF FIBER-CEMENT ROOFING PANELS

It remained stable compared to 4Q23, registering

156,000 metric tons

SALES OF CONSTRUCTION SYSTEMS

Significant growth in the year-to-date:

6,000 metric tons (+22% vs. 4Q23)

SHAREHOLDER PAYMENTS

Distribution of dividends, in the value per share of:

R\$0.037

ECONOMY AND MARKET

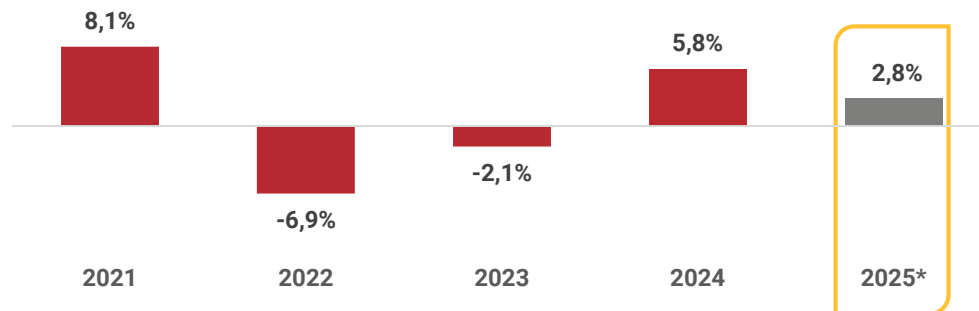
2025 market projections (Focus/BCB - December 27, 2024)

GDP	IPCA	SELIC	FX
2.01%	4.96%	14.75% p.a.	5.96
↓ (2024: 3.49%)	↑ (2024: 4.90%)	↑ (2024: 11.75 p.a.)	↓ (2024: 6.05)

Other Indicators

Household debt	Brazilians in default	Consumer Confidence Index (CCI)
76.7%	29.3%	-1.7 points
↓ (December/24)	↑ (December/24)	↓ (Dec/24 vs. Dec/23)

Evolution of inflation-adjusted revenue ABRAMAT



*ABRAMAT Estimate

Performance of the construction materials industry

Deflated revenue
+5.8%
(12M24/12M23)

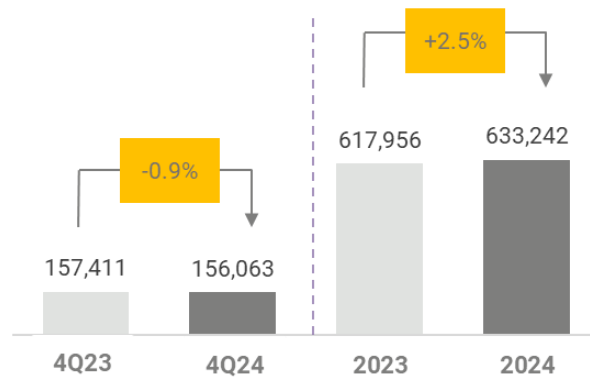
ABRAMAT Projection
2025 Revenue
+2.8%

OPERATING PERFORMANCE

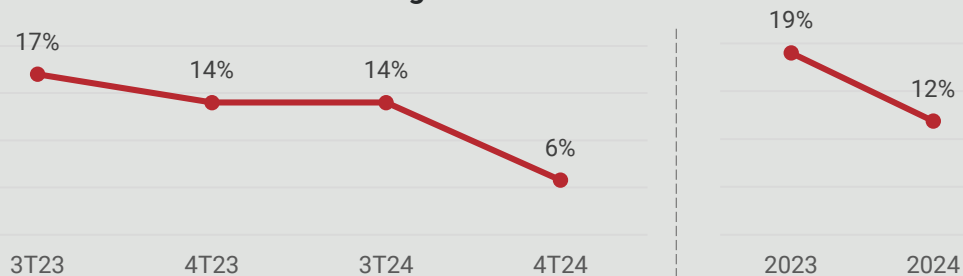


Fiber-cement Segment

Sales Volume in metric tons

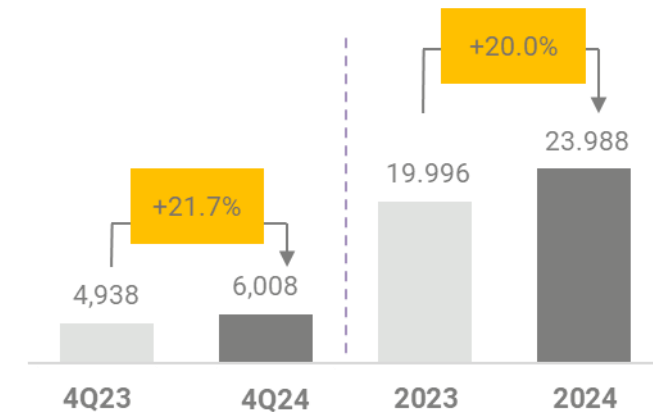


Gross Margin - Fiber-cement



Construction Systems

Sales Volume in metric tons



Construction Systems

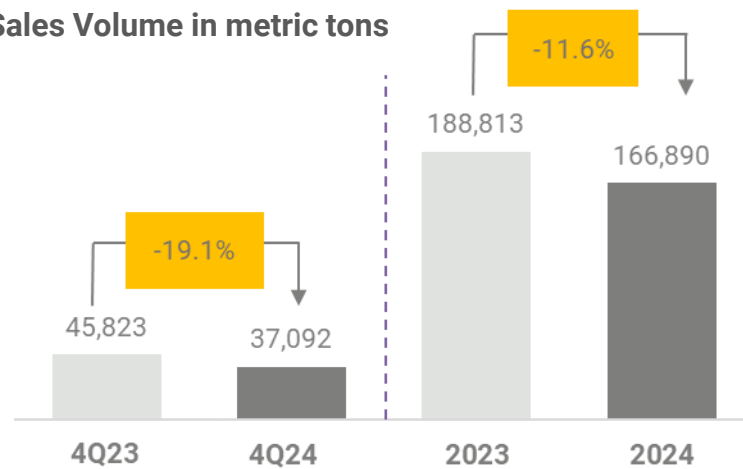
The Construction Systems segment underscores its growth potential, recording a significant increase in sales compared to 2023.

OPERATING PERFORMANCE

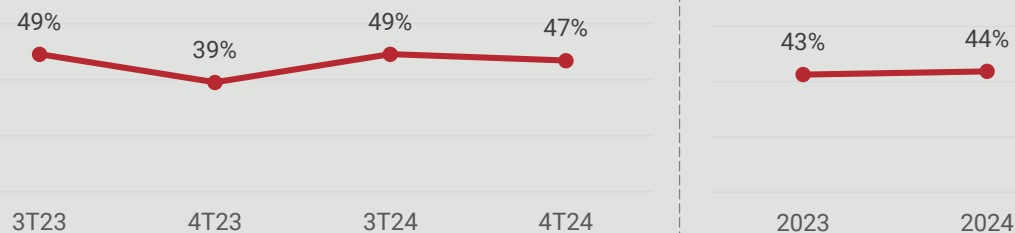


Chrysotile Mineral Segment

Sales Volume in metric tons

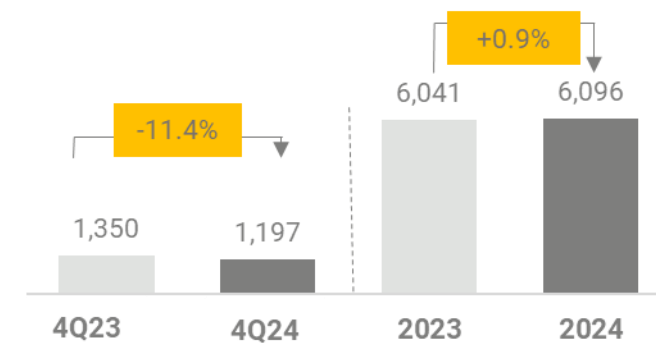


Gross Margin - Chrysotile

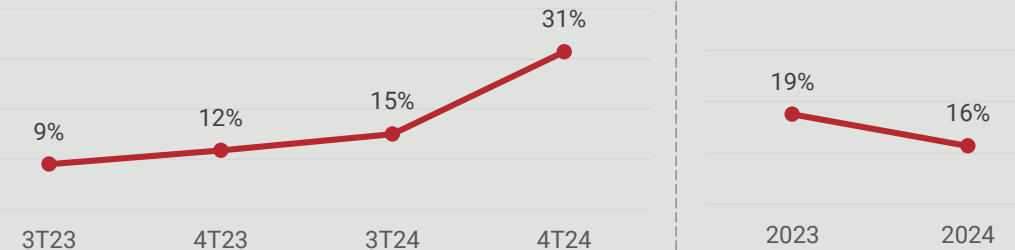


Concrete Roofing Tiles Segment

Sales Volume in thousand pieces

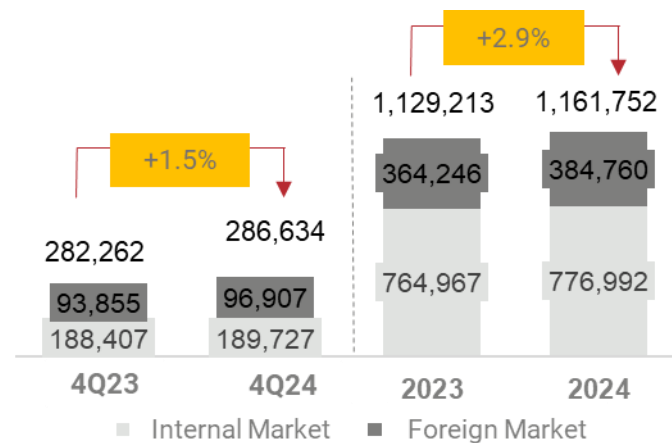


Gross Margin - Concrete Roofing Tiles



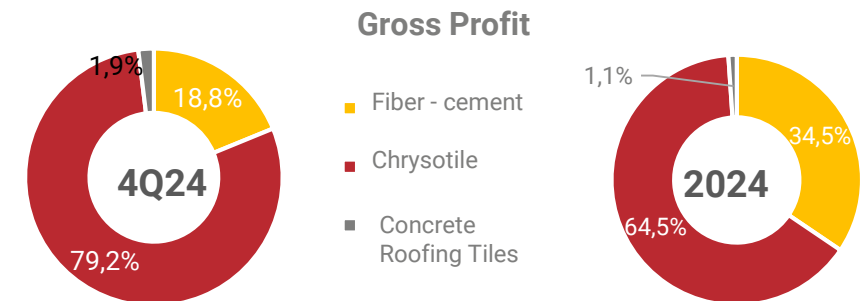
CONSOLIDATED FINANCIAL PERFORMANCE

Net Revenue (R\$ thousand)



- Favorable effect of the exchange rate;
- Average price in U.S. dollar in the chrysotile segment that mitigated the lower volume.

Consolidated - R\$ thousand	4Q24	4Q23	Var. %	2024	2023	Var. %
Net revenue	286,634	282,262	1.5	1,161,752	1,129,213	2.9
Cost of Goods Sold	(237,507)	(220,128)	7.9	(913,939)	(838,412)	9.0
Gross profit	49,127	62,134	(20.9)	247,813	290,801	(14.8)
Gross margin	17.1%	22.0%	- 5 p.p.	21.3%	25.8%	- 5 p.p.



COGS - impacted by the fiber-cement segment:

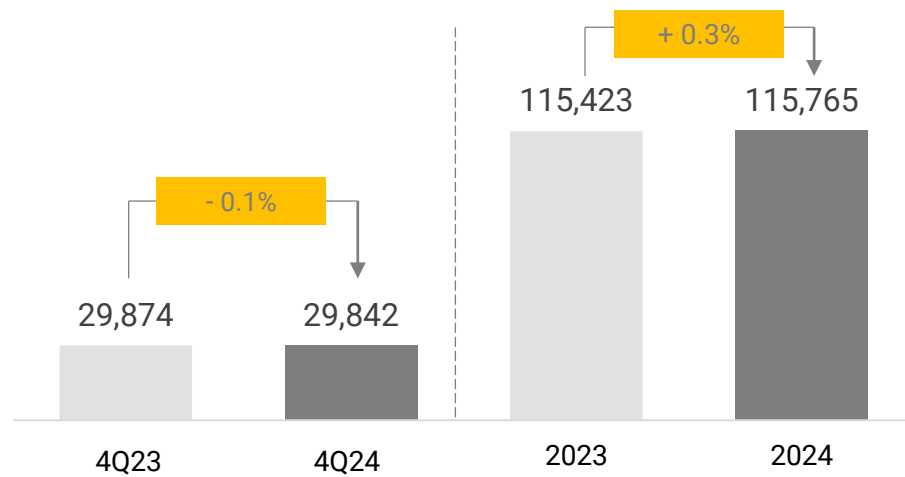
- Costs inherent to an additional plant in operation (Caucaia);
- Labor, Services and depreciation.

Gross Profit:

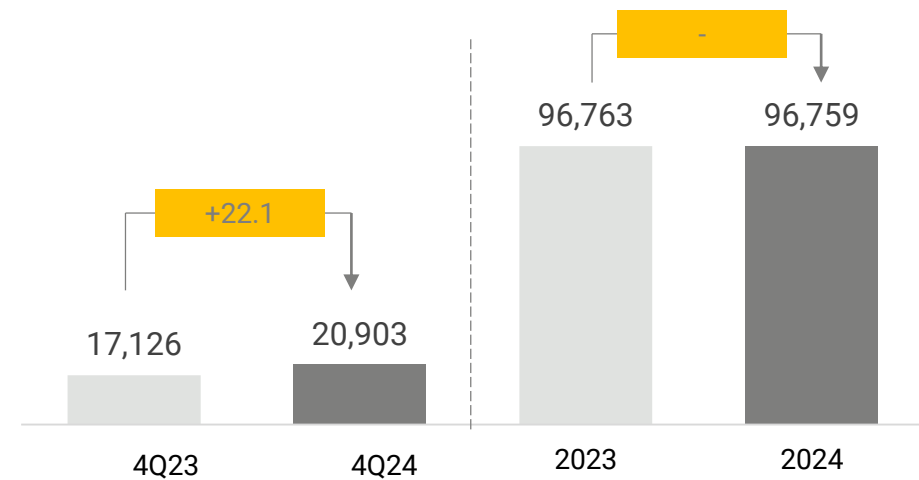
- compression of the margins observed in the fiber-cement segment.

CONSOLIDATED FINANCIAL PERFORMANCE

Selling Expenses (R\$ thousand)

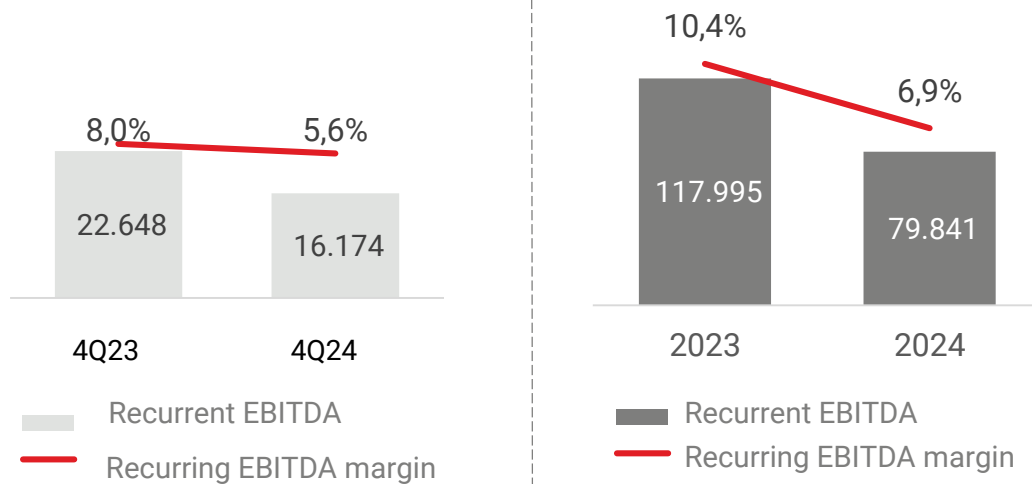


General and Administrative Expenses (R\$ thousand)

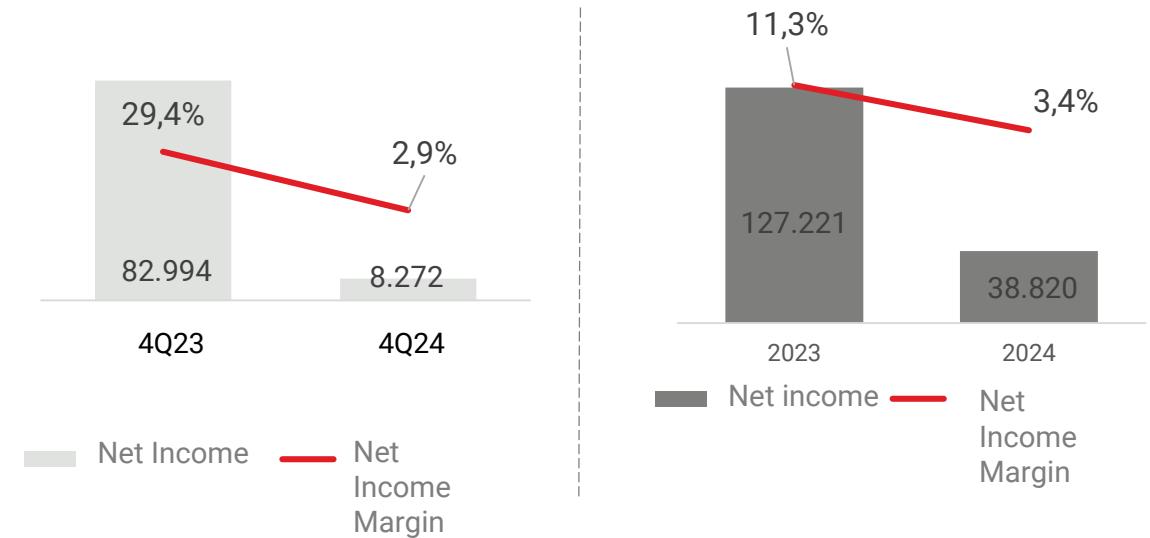


CONSOLIDATED FINANCIAL PERFORMANCE

Recurring EBITDA (R\$ thousand)



Net income (R\$ thousand)



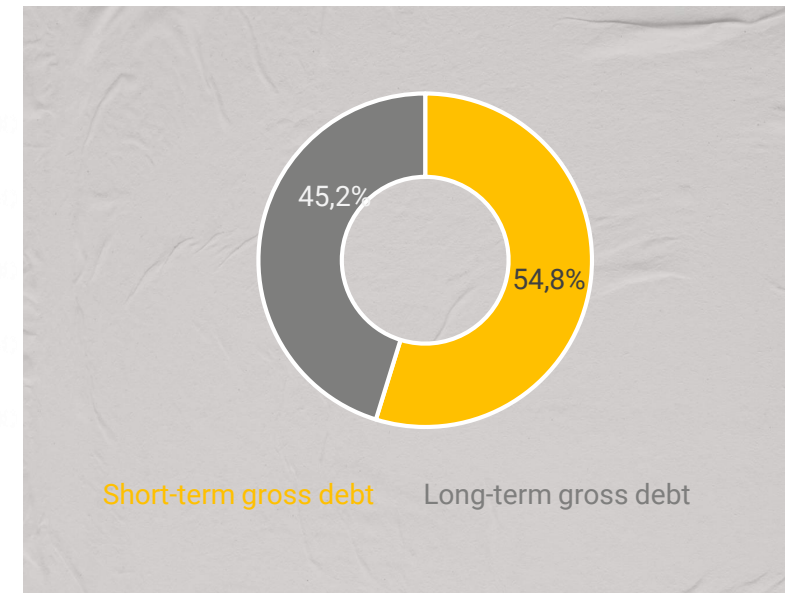
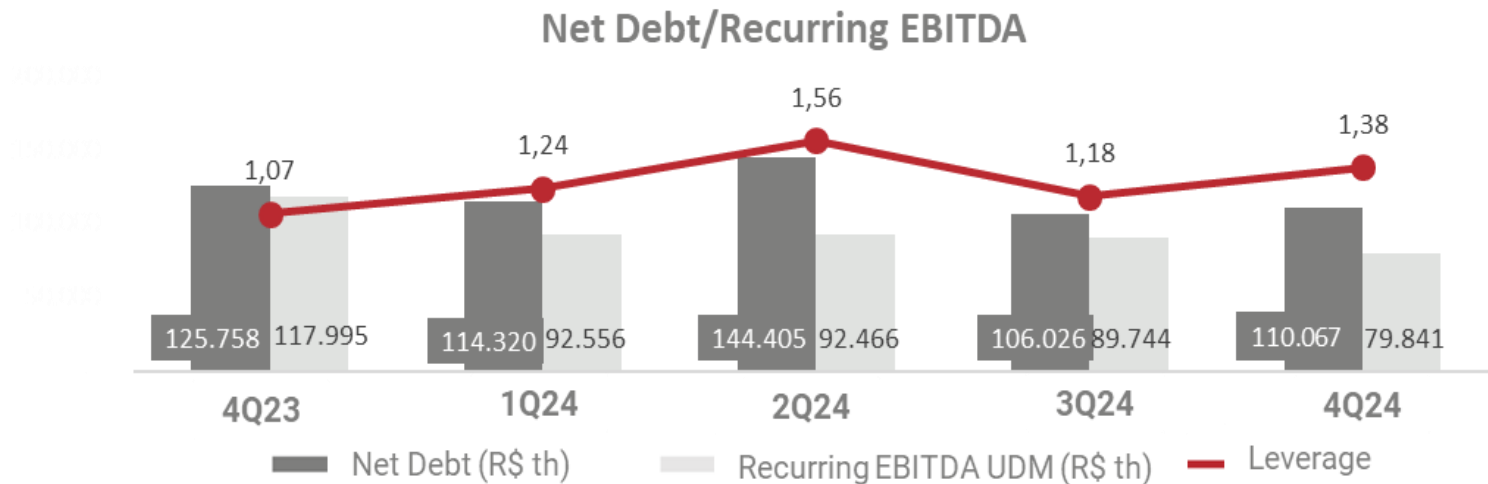
CONSOLIDATED FINANCIAL PERFORMANCE

Debt

- Gross debt of **R\$126.3 million**

(i) **Long-Term Lines:** (a) BASA R\$25.6 million; (b) FINAME Working Capital R\$29.1 million; (c) CCE R\$26.0 million

(ii) **Short-Term:** (a) ACE R\$45.6 million



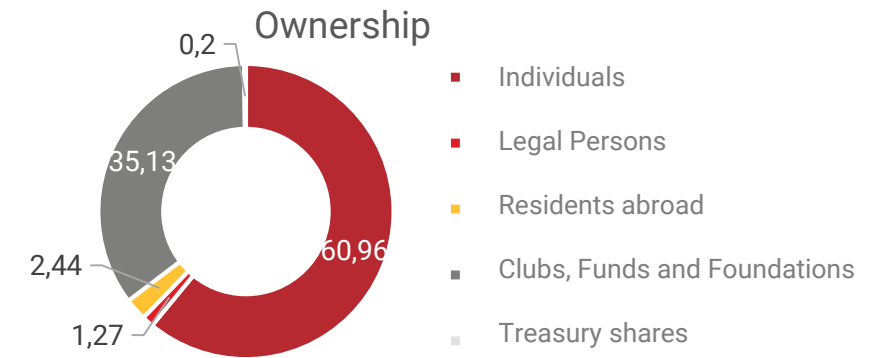
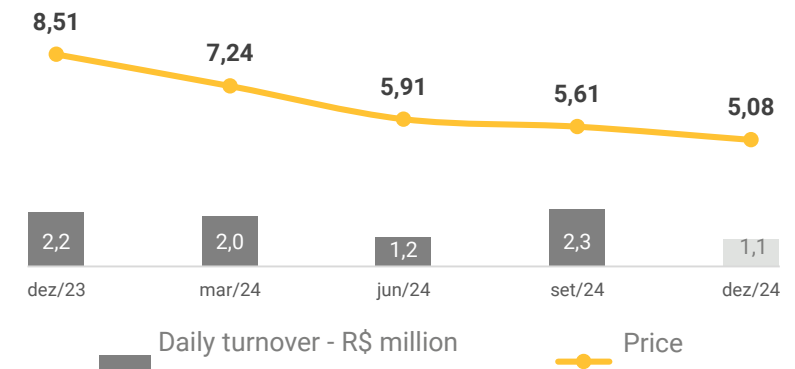
CAPITAL MARKETS

- **Ticker symbol:** ETER3 (B3: NM)
- **Closing share price** (12/30/24): R\$5.08
- **Total shares:** 61,776,575
- **Market Cap:** R\$314 million
- **Free Float:** 99.7%

Dividends

- **4Q24:** Approval of the distribution of dividends totaling R\$2.3 million, corresponding to R\$0.037 per share.
- **2024:** the distribution of R\$7.7 million was decided, totaling R\$0.125 per share.

ETER3 stock performance - R\$



Base Date: 01/30/2025

Building Brazil's future for 85 years

Mission

Eternit's mission is to develop, manufacture and market raw materials, products and solutions of excellence for the construction industry, while ensuring the competitiveness, profitability and longevity of the business and acting with social responsibility and respect for the environment.

Eternit

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