



**OUR WAY OF  
BEING**



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The content does not constitute an investment recommendation or offer, nor does it take into account the specific investment objectives, financial situation, or needs of any particular investor. Data and charts are based on information available at the time of preparation and do not guarantee past or future performance.

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Additional information may be requested from AERIS INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS PARA GERAÇÃO DE ENERGIA S.A. by phone at +55 (85) 3304-5858 or at the address: Rodovia CE-155, S/N, km 02, Pecém Industrial and Port Complex, ZIP Code 61.680-000, Caucaia – CE, Brazil.





# RATINGS

## LONG-TERM

FitchRatings

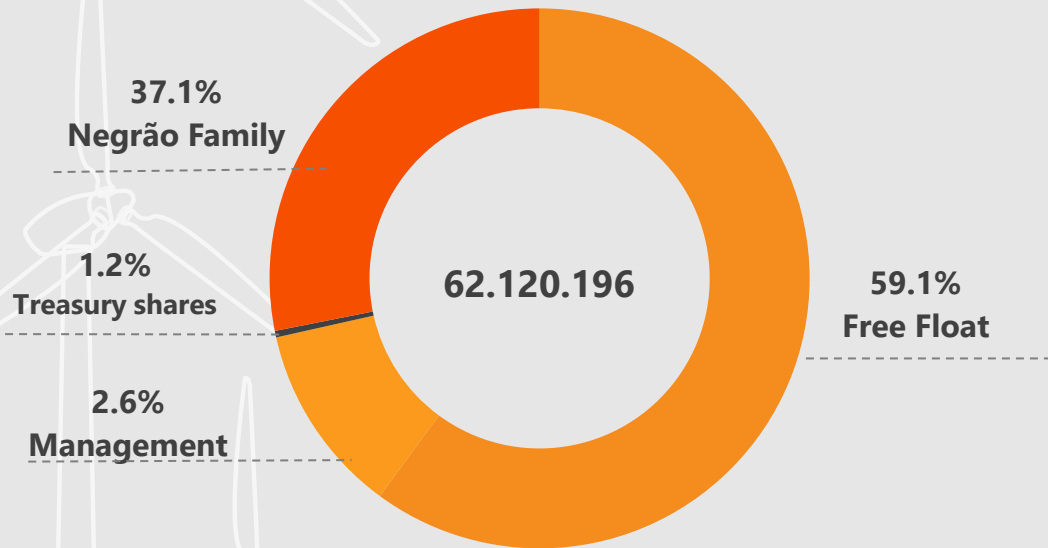
CCC-(bra)



aeris

# CORPORATE MANAGEMENT

## OWNERSHIP STRUCTURE (1)



## BOARD OF DIRECTORS

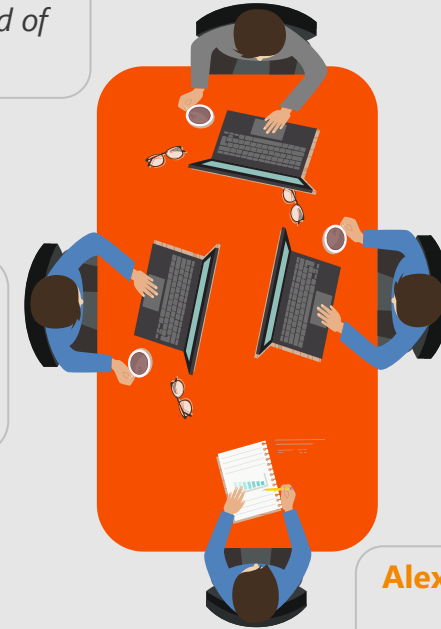
**Gisela Negrão**

*Chair of the Board of Directors*

**Claus Henning Bernhard  
Paulo von Heydebreck**  
*Independent Board member*

**Luiz Henrique Thonon**  
*Board member*

**Alexandre Sarnes Negrão**  
*Board member*



## AUDIT COMMITTEE

**Fabício La Gamba**  
*Member of the Committee*

**Eduardo Luiz Rota**  
*Member of the Committee*



# ESG



# E

## ENVIRONMENTAL

We follow the industry's strictest environmental standards, and our business model furthers the generation of clean and renewable energy



# S

## SOCIAL

Commitment to the social and economic development of local communities through massive job creation and incentives to social programs



# G

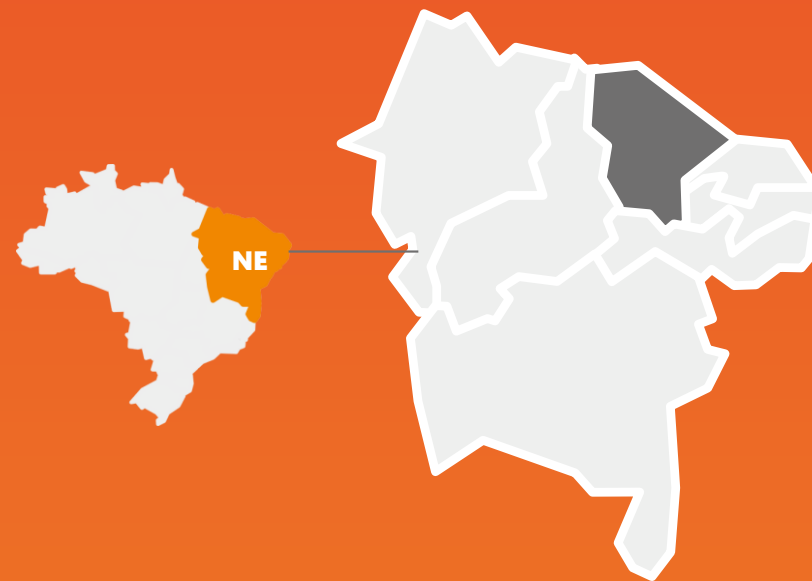
## GOVERNANCE

World-class corporate governance with an independent board of directors (40%), supported by a statutory audit committee with external and independent members



# ABOUT US

## INDUSTRY OVERVIEW



~ 2,500 employees



Industrial Park  
of Pecém—  
Ceará, Brazil



Over 2 million m<sup>2</sup> total area,  
with 205.9 m<sup>2</sup> of built area





# ABOUT US



**Largest manufacturer of wind turbine blades** in Latin America.



**Products manufactured following the most advanced manufacturing processes** and complying with the strictest quality requirements.



**State-of-the-art factory, reference in productivity** and strategic location.

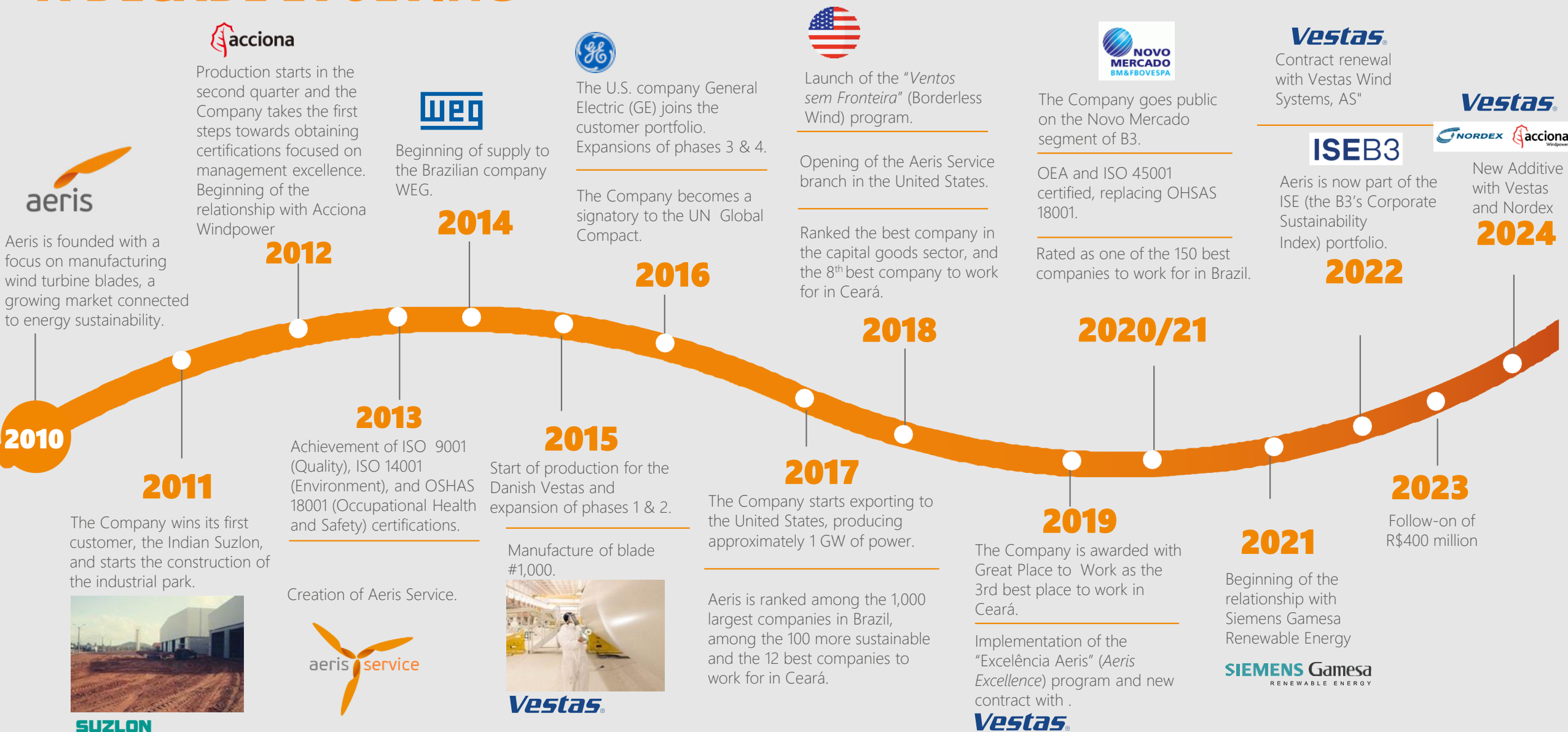


**Established to grow** with the excellent global perspectives for the wind sector.



# OUR HISTORY

## A DECADE EVOLVING





# OUR HISTORY

## EXPANSION

2012



18.000 m<sup>2</sup>

2017



55.000 m<sup>2</sup>

2020



100.000 m<sup>2</sup>

Pecém  
I e III

2024

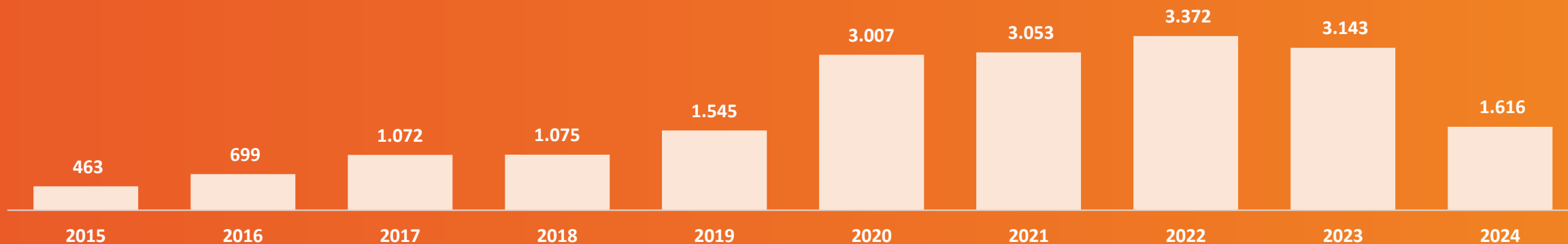
Pecém  
II



205.907 m<sup>2</sup>

Fonte: Google Earth Pro

## Production (MW equivalent)

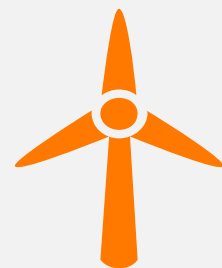


# VALUE CHAIN

## INPUTS



## WIND TURBINE



GE Renewable Energy

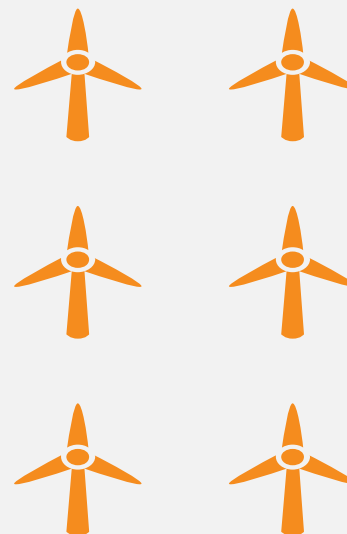
**SIEMENS Gamesa**  
RENEWABLE ENERGY

**Vestas**



Development and Manufacture of Wind  
Turbines

## WIND FARM

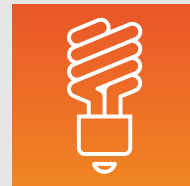


**aeris**

Blade  
manufacturing &  
Tooling

aeris **service**

Inspection and repair of  
wind turbine blades



TRANSMISSION

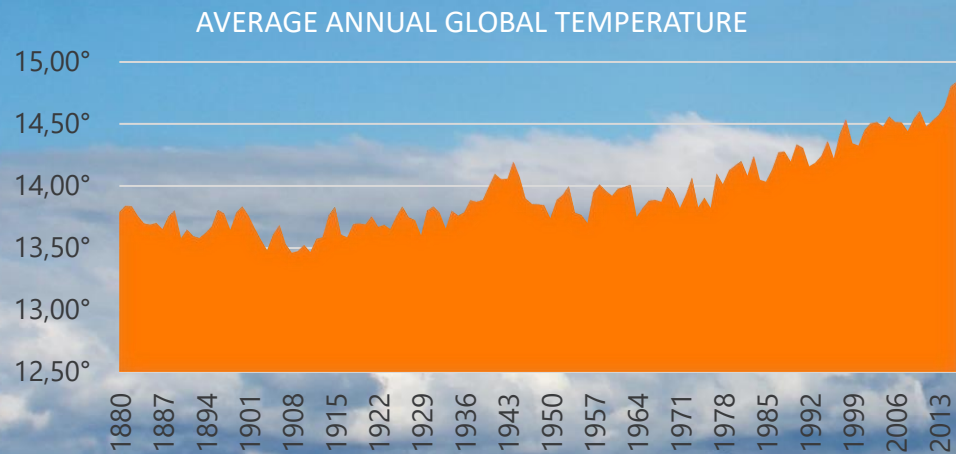
DISTRIBUTION

CONSUMPTION



# ENERGY TRANSITION

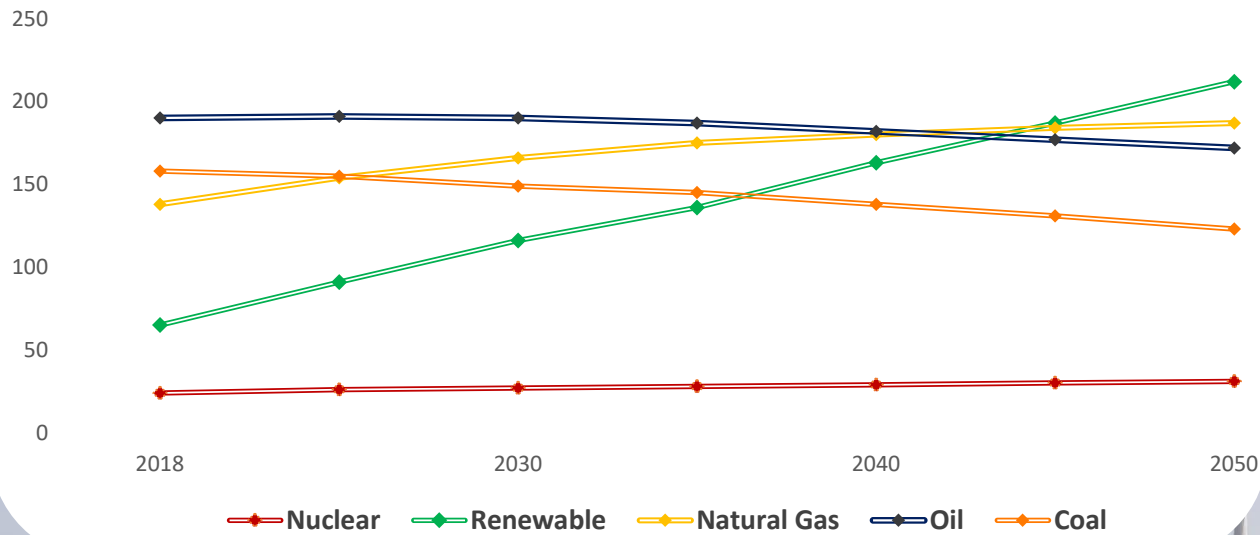
Climate problems, such as global warming, increase the share of renewable energy in the next few decades.



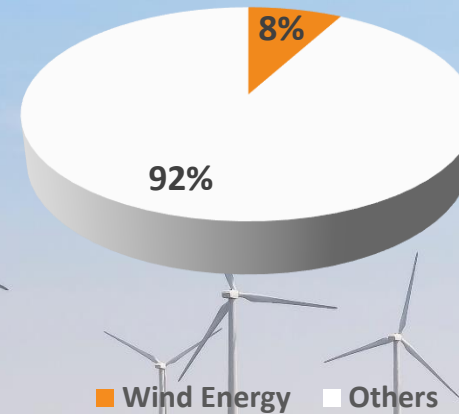


# ENERGY TRANSITION

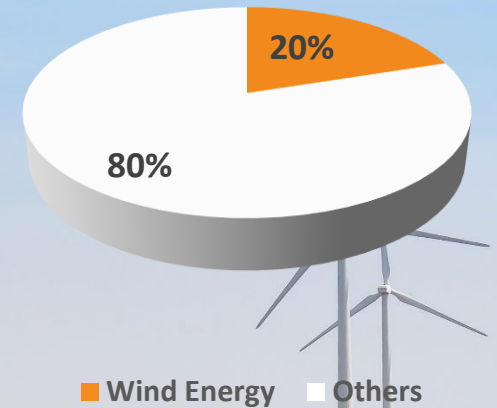
Energy consumption worldwide (exajoules)



**2019**  
**7,556 GW**



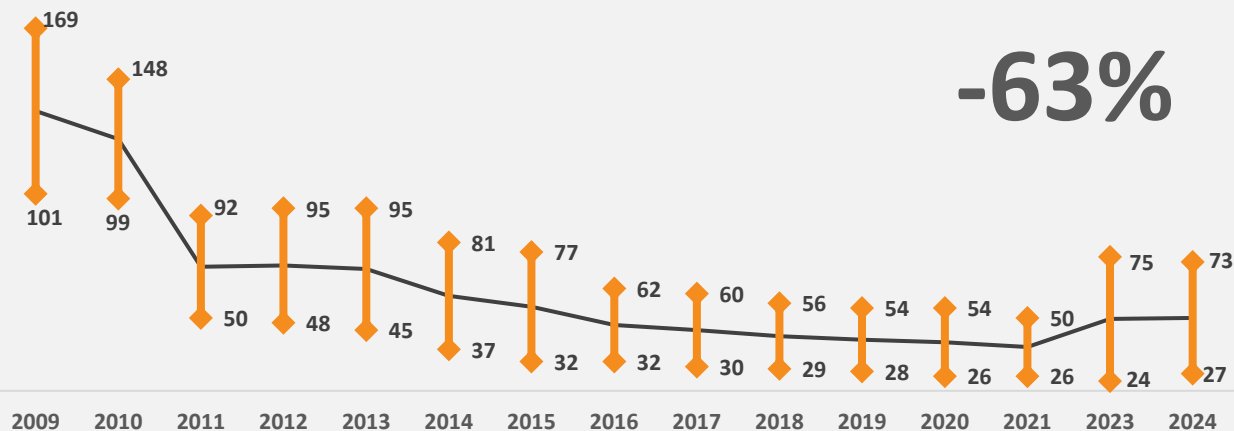
**2050**  
**20,391 GW**



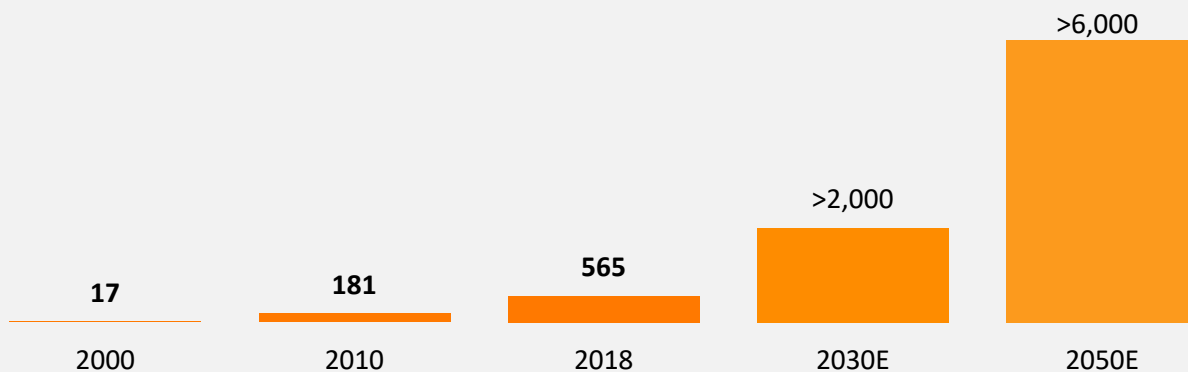
# WIND ENERGY MARKET

## WORLD

Cost of unsubsidized wind power (\$/MWh)



Accumulated wind capacity in the world (GW)



## HIGHLIGHTS

Levelized cost of energy (LCOE) fell by 63% in the last decade, making wind energy a key player in energy transition.

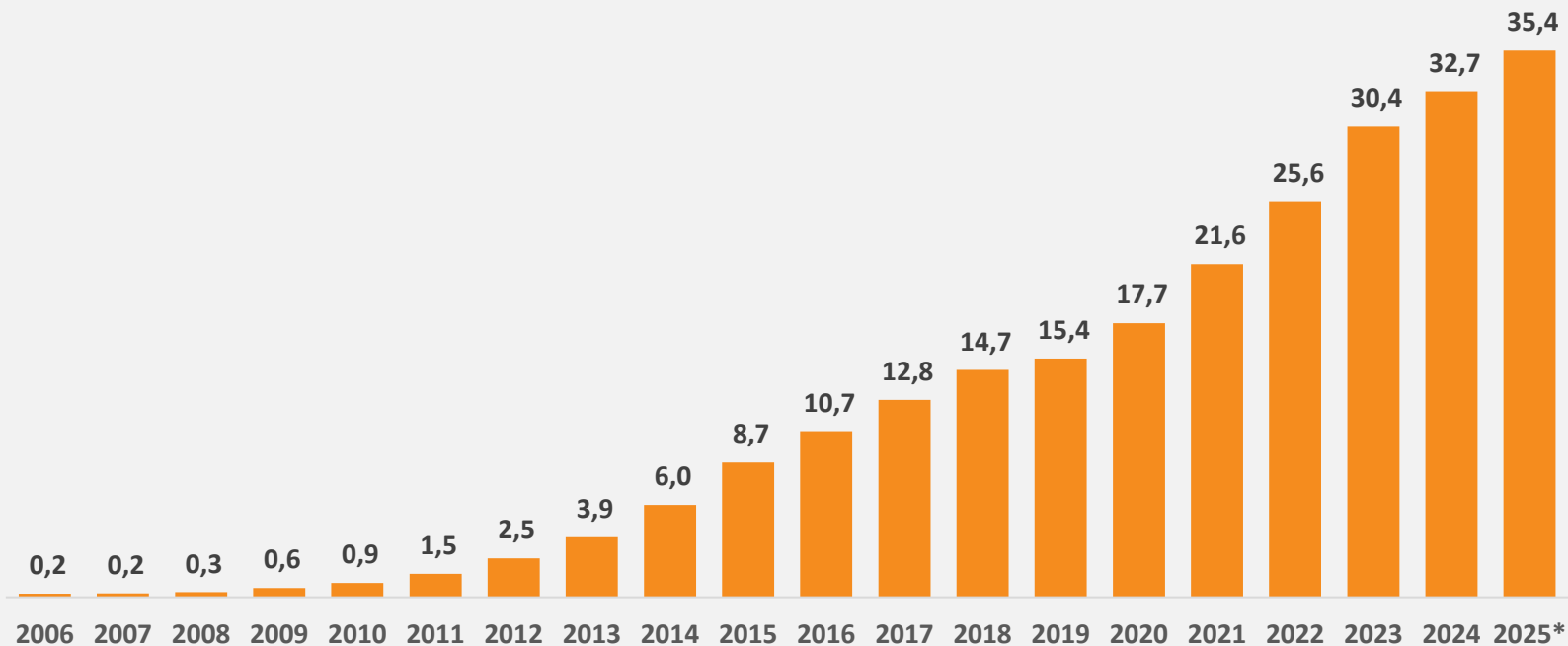
The installed capacity should triple by 2030, and triple again by 2050.

Source: Lazard Levelized Cost of Energy Analysis e Future of Wind 2019 (Irena)

# WIND ENERGY MARKET

BRAZIL

## Accumulated Wind Capacity - Brazil (GW)



Sources: Abeeólica Infovento 36  
Installation forecast by the end of the year

## HIGHLIGHTS

- Average capacity factor in Brazil exceeds global average 40% vs 34%

Sources: Global Wind Energy Council.



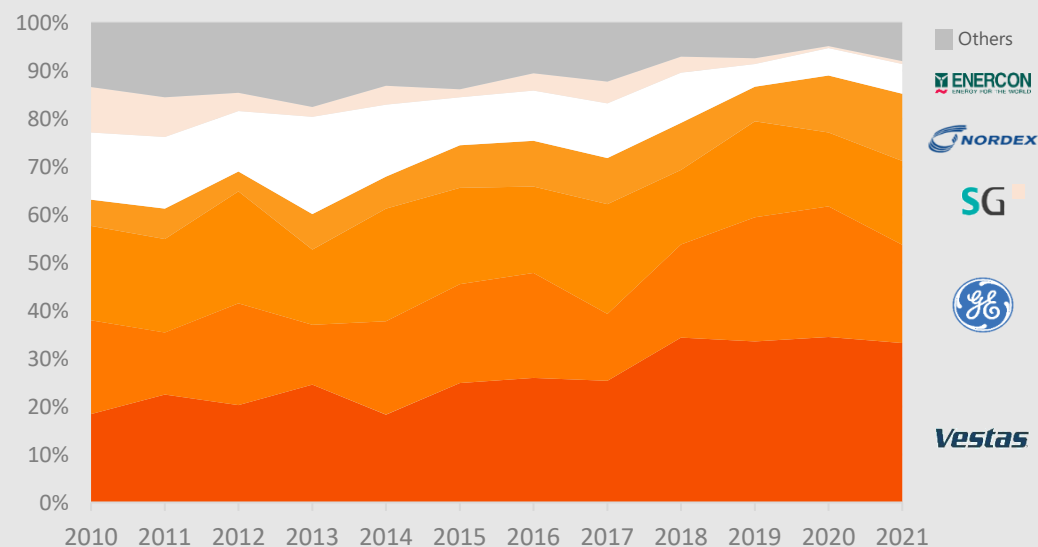
# MARKET CONSOLIDATION AND OUTSOURCING

## Market share OEMs<sup>1</sup>

Wind turbine manufacturers have undergone intense consolidation in the last few years.

Western world is concentrated in a few companies.

Chinese manufacturers remain isolated, accounting for less than 2.0% outside China.

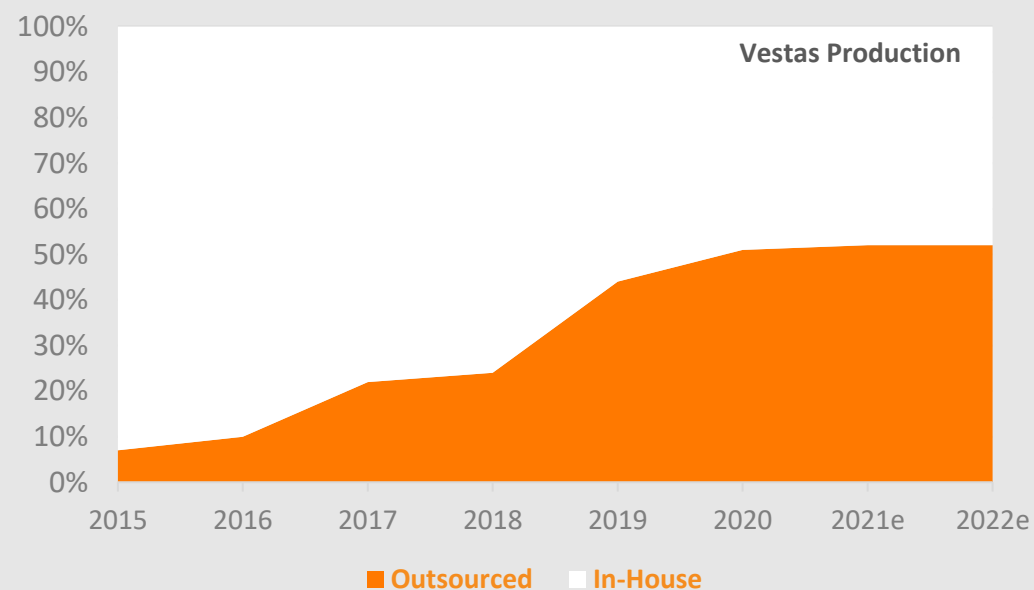


<sup>1</sup>World excluding China.  
Source: Wood Mackenzie

## Outsourcing trend







Increase of the blade manufacturing outsourcing process, moving up from less than 20% 10 years ago to more than 50% today.

Aeris is established to increase participation in all customers.



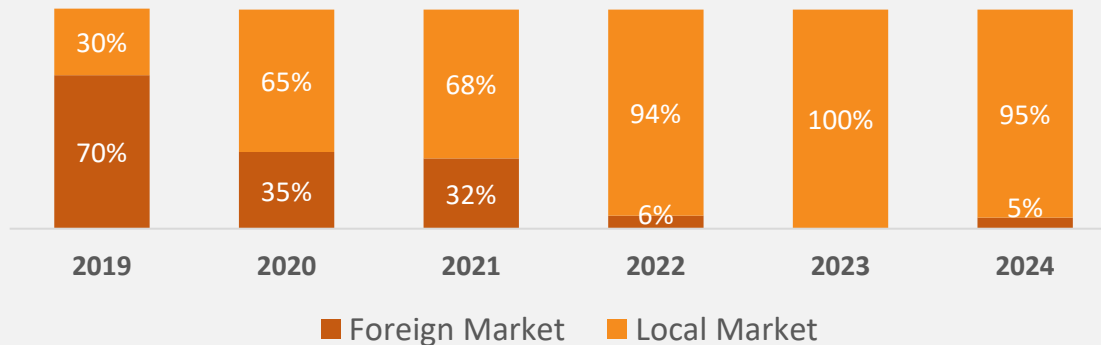
# AERIS IN THE GLOBAL MARKET

## WORLD

-  USA
-  Chile
-  Argentina
-  Australia
-  Germany
-  India



## *Aeris production by destination (% of GW)*



**Aeris has consolidated as a global blade supplier.**

Closeness to the Pecém Port and application of Lean concepts in blade shipment reduce logistics costs for customers and make Aeris even more competitive globally.

Service team with multinational presence results in higher after-sale comfort.

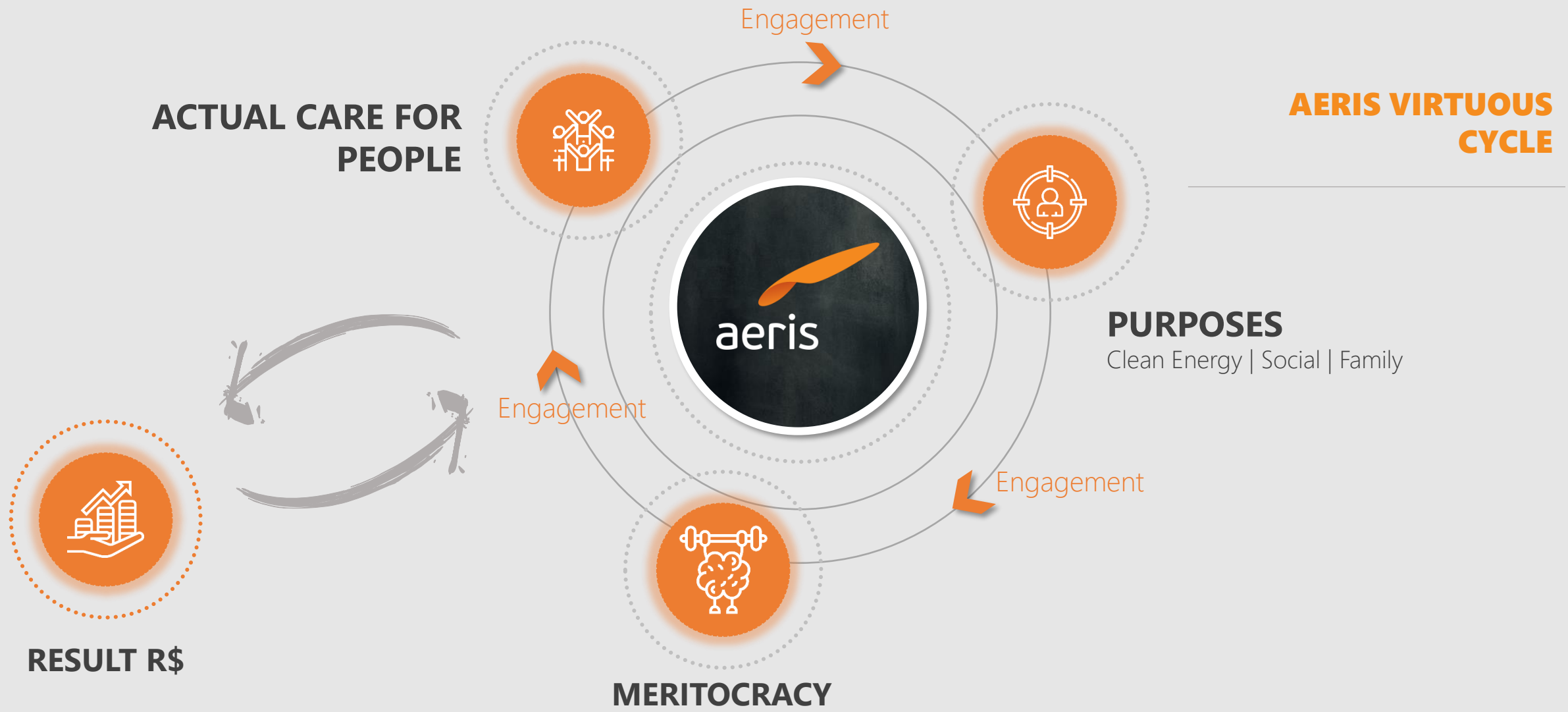




OUR  
**WAY OF BEING**



# AERIS CULTURE



# WE ARE SIGNATORIES TO THE GLOBAL COMPACT

we have been part of a global  
agenda since 2016



## OBJETIVOS DE DESENVOLVIMENTO SUSTENTÁVEL



generation of jobs and income, education and clean  
energy.

# SOCIAL INTELLIGENCE



*"Adote um Sorriso"* aims to motivate employees in actions to promote childhood in October, in activities related to Children's Day in the community.



*"Gente que Faz na Comunidade"* engages employees in the creation of lectures, courses, and workshops that contribute to the training of the surrounding communities.



The *Social Intelligence Committee* and the *Diversity and Inclusion Committee* are groups of volunteer employees from several departments focused on implementing Social Responsibility and Diversity and Inclusion programs and actions.



*"Projeto Ventos do Saber"* turns public school libraries into spaces for leisure and interaction, and carries out educational activities focused on reading.



*"Mentoria Jovem Aeris"* is an action aimed to increase the employability of the communities' young adults through the development of technical, behavioral, and cultural skills.



*"Ventos Solidários"* joins forces to provide important services to the population through a joint, integrated and free effort in the health, leisure, education and citizenship areas.



*"MIAU"* aims to disseminate quality audiovisual content for children, democratizing access to movie theaters.



*"Escolinha de Triathlon Aeris"* is a project that supports the practice of sports by offering facilities, equipment and trained professionals for 50 children in the region.

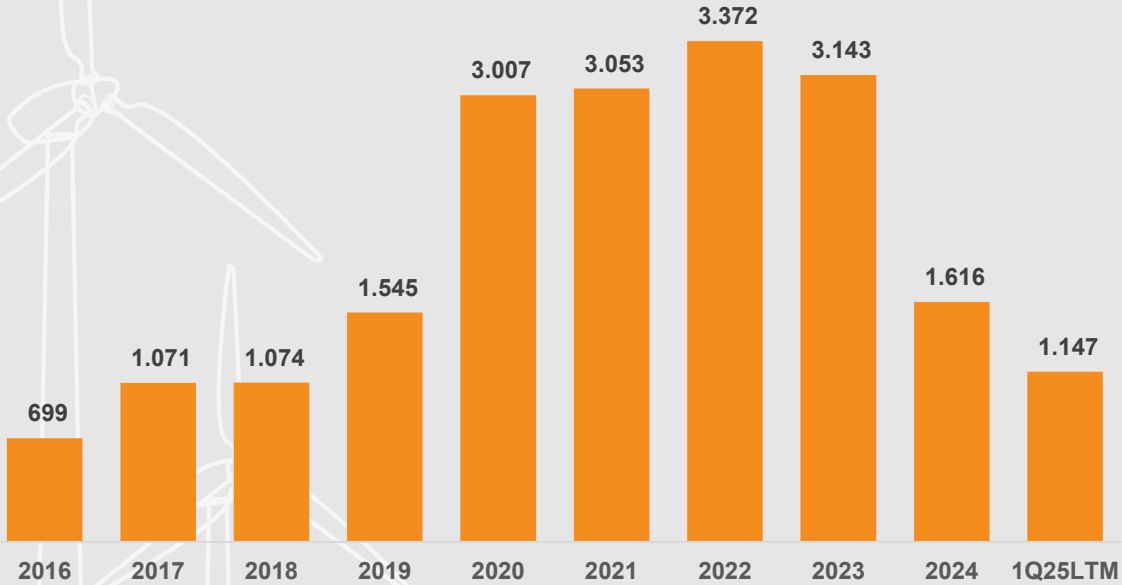


# OPERATIONAL AND FINANCIAL HIGHLIGHTS

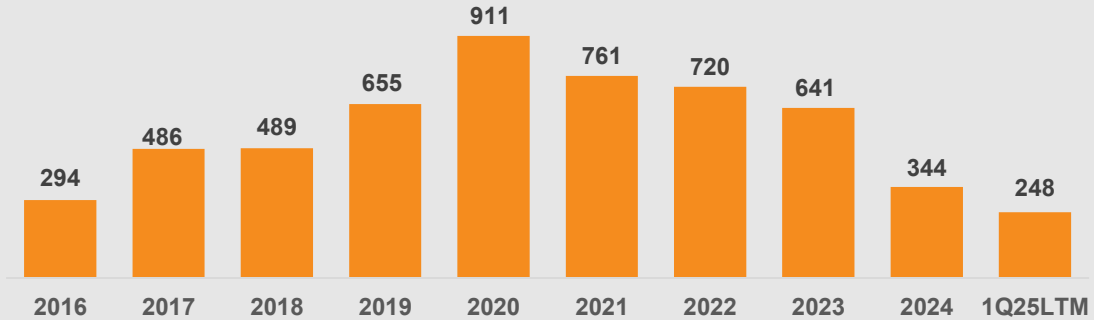


# OPERATIONAL HIGHLIGHTS

MW per year

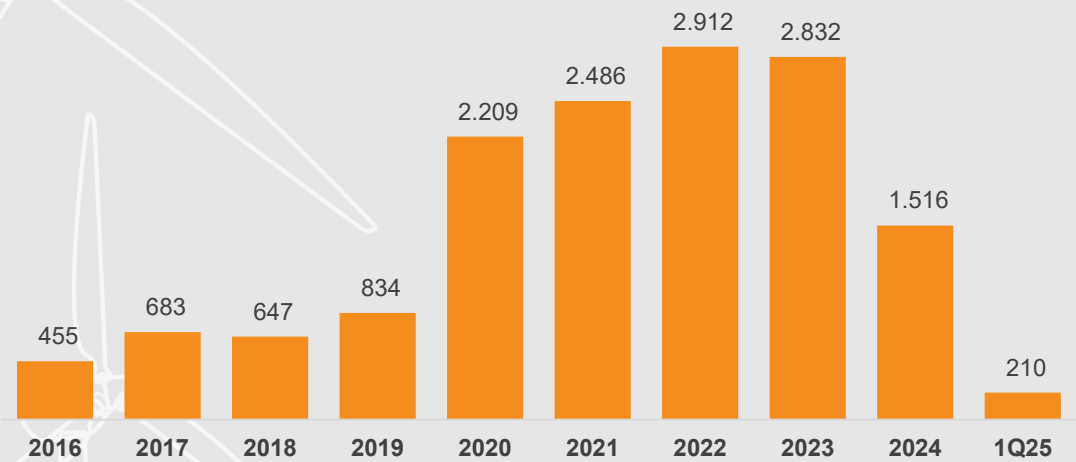


Sets per year

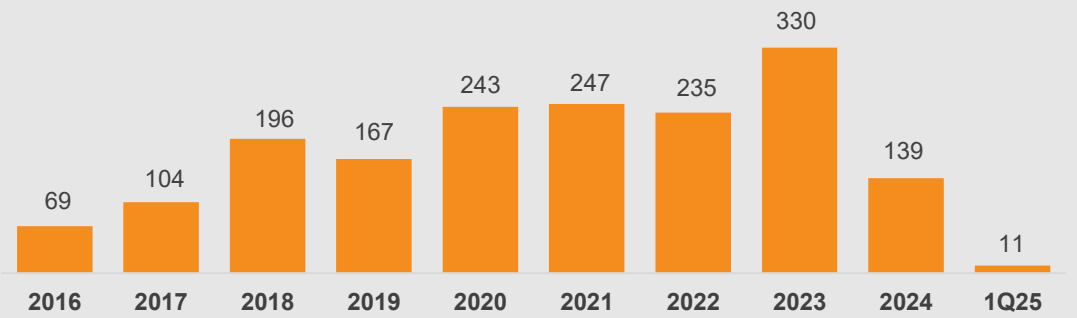


# FINANCIAL HIGHLIGHTS

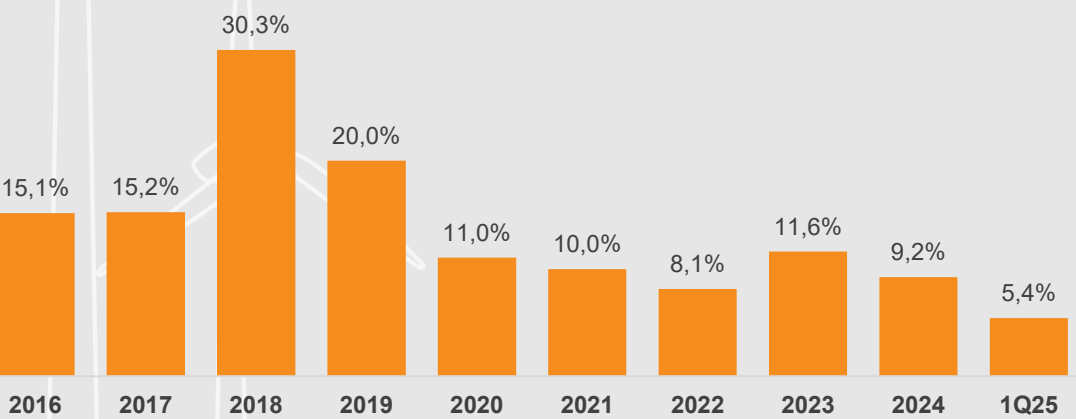
Net Revenue (R\$MM)



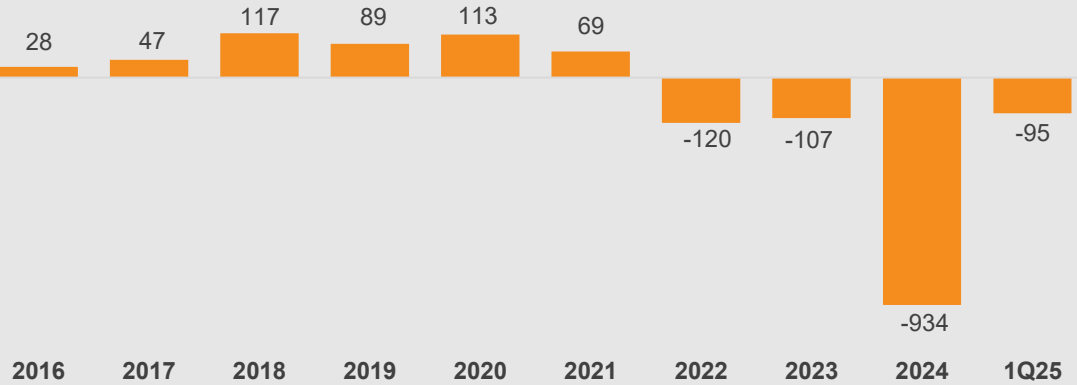
EBITDA (R\$MM)



EBITDA Margin



Net Income (R\$MM)



\*EBITDA includes the Sudene tax incentive.





**OBJETIVOS**  
**DE DESENVOLVIMENTO**  
**SUSTENTÁVEL**



# aeris



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