
Wilson Sons, Hidroviás do Brasil and Santos Brasil hold unprecedented event to discuss industry prospects

The companies, which are listed on B3's Novo Mercado segment, discussed expectations in the areas of ports, shipping and logistics

For the first time in the history of the Brazilian financial market, Wilson Sons (PORT3), Hidroviás do Brasil (HBSA3) and Santos Brasil (STBP3), which are listed on the *Novo Mercado* segment of the Brazilian stock exchange (B3), have gathered to present their strategies and prospects on the port, shipping and logistics sectors to capital market analysts.

The unprecedented initiative called **“Port & Maritime Equities Day Brazil 2022”** was attended by domestic and international investors, Brazilian and foreign investment bank professionals, as well as independent equity research analysts. Aimed at the financial community, the event was held in person at Cubo Itaú, in São Paulo, and broadcast live to an online audience.

The executives discussed four main topics: “The contribution of the logistics sector to the country's economic growth;” “The importance of waterways as a sustainable and competitive alternative for exporting commodities originating in Brazil;” “The advantages of waterway transportation and the benefits of BR do Mar;” “The reorganisation of global logistics chains and the opportunities for Brazil.”

Fernando Salek, Wilson Sons' CEO, said that ports and shipping are the backbone of the global economy with 90% of international trade being carried by sea. In the case of Brazil, Salek pointed out that in 2021 exports and imports shipped by sea and waterways exceeded R\$ 2 trillion, equivalent to 25% of the country's GDP.

“The country's economic performance relies on its port infrastructure. The sector also plays a key social role by creating jobs, connecting the country and significantly impacting port communities”, said Salek, adding that Brazil has ample waterway potential to be explored. “It boasts nearly 50,000 kilometers of navigable rivers and over 7,000 kilometers of coastline with a great vocation for transporting cargo and passengers”.

Fabio Schettino, CEO of Hidroviás do Brasil, sees opportunities in the development of infrastructure through waterway transport and in the diversification of the country's logistics matrix. “In countries of continental

dimensions such as Brazil, the solution for logistical competitiveness lies in multimodality. The country has an immense waterway network that can be much more explored, facilitating the transport of large loads while generating jobs, preserving the environment and promoting the qualification of workforce in the surrounding communities”, the executive says.

The CEO of Santos Brasil, Antonio Carlos Sepúlveda, points out that global logistics has been tested in recent years and many challenges have been posed. “Brazil was resilient and the industry continued to invest, earning Brazilian foreign trade a prominent position worldwide”, he says.

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About Wilson Sons

Wilson Sons is the largest integrated provider of port and maritime logistics in Brazil with a business trajectory of 185 years defined by solidity, ethical conduct and business diversification. The company has a relevant nationwide footprint offering comprehensive solutions to more than five thousand active clients ranging from shipowners, importers and exporters, players in the energy and agribusiness industries, as well as other participants in various sectors of the economy. Learn more at: wilsonsons.com.br

Press Relations

Danthi Comunicação

Gustavo Villela - gustavo.villela@danthi.com.br / +55 21 99124 5158

Sergio Costa - sergio@danthi.com.br / +55 21 99145 3644

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About Santos Brasil

Santos Brasil is a reference in port and logistics operations. It was founded 25 years ago to operate Tecon Santos (SP), the largest and most efficient container terminal in South America. During this period, it has invested more than R\$ 9 billion, calculated at present value, in acquisitions, expansions, new equipment and technology, supporting the development of Brazilian foreign trade.

It operates nationally through ten strategically located terminals — three for containers (Tecon Santos in SP, Tecon Imbituba in SC and Tecon Vila do Conde in PA), one for vehicles in Santos, three for general cargo (one in Imbituba and two leased in Santos, on the right bank of the port) and three for liquid bulk in Itaqui (MA). Through Santos Brasil Logística, which operates in an integrated

manner with the terminals, it offers complete solutions, from port to e-commerce operations, to its more than 9,400 clients.

Santos Brasil is listed on the *Novo Mercado* segment of B3 stock exchange, the highest standard of corporate governance; a signatory of the United Nations Global Compact, signed by companies focusing on progress in sustainability; and is part of the S&P/B3 ESG index. It is certified by GPTW as one of the best companies to work for, for the fourth consecutive year. More information available at: www.santosbrasil.com.br

Press Relations

Rep Consulting

Adriana Martins - adrianamartins@repconsulting.com.br / +55 13 99125 4591

Inês Castelo - inescastelo@repconsulting.com.br / +55 11 97379 2044

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About Hidroviás do Brasil

Hidroviás do Brasil is an integrated waterway logistics company based in South America. It operates at four logistics sites. To the North (Itaituba-Barcarena, Pará), the company offers a logistic solution for the transport and distribution of grains originating mainly in Mato Grosso and Pará for export. The company is a market leader with capacity to handle 7.2 million tons per year. Through coastal shipping, iron ore, especially bauxite, also originating in Pará for export, is transported. To the South, the company operates on the Paraguay-Paraná Waterway, with capabilities to handle nearly 6 million tons/year of a wide range of products, such as grains from Paraguay for export, iron ore from Corumbá, heading for Argentina and for export, in addition to fertilizers, pulp, and others. The Company is also the lessee of the STS20 area at the Port of Santos, intended for receiving, storing and shipping salt and fertilizers, with capacity for 3.5 million tons per year.

Hidroviás do Brasil was founded in 2010 and in 2020 it made its IPO in Brazil, when it was listed on the *Novo Mercado* segment of B3 — demonstrating its high standard of corporate governance. Further information can be found at www.hbsa.com.br

Press Relations

FSB Comunicação

Felipe Aragonez - felipe.aragonez@fsb.com.br / +55 11 99998 9141

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