



# RAÍZEN

RESHAPING THE FUTURE OF ENERGY

raízen



# WE ARE AN INTEGRATED COMPANY.

A GLOBAL  
BENCHMARK IN  
BIOENERGY.



**Adjusted EBITDA:**  
R\$15.3 billion



**Largest producer and exporter** of sugar in the world



**2<sup>nd</sup> largest** fuel distributor in Brazil



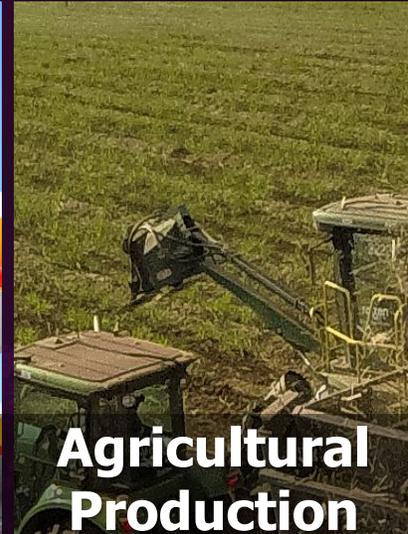
**More than 46,000**  
employees

# WE REDEFINE THE FUTURE OF ENERGY FROM AN INTEGRATED PORTFOLIO OF SOLUTIONS



## Mobility

**+138** Distribution  
Bases and Airport  
fueling stations  
**+8,000**  
Gas Stations



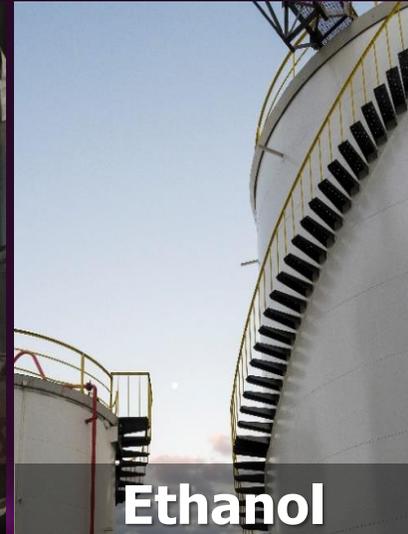
## Agricultural Production

**1.3 million**  
Hectares of cultivated  
land  
**73.5 million**  
Metric tons of  
processed sugarcane



## Sugar

**6.3 million**  
**tons**  
Of sugar produced



## Ethanol

**3.0 billion**  
liters of cane ethanol  
produced



## Power

**3.0 TWh**  
of biomass-generated  
electricity



## E2G

**2 2GE Plants**  
And **+7**  
under construction

# THE FUTURE IS NOW

**INTEGRATED  
ECOSYSTEM**

Our unique business model

# RENEWABLES

In our bioenergy parks, we make the most of our biomass and renewable sources. Together, they are the future of energy.



## 1GE

First-Generation  
Ethanol

Clean fuel at a competitive cost.  
We are the largest producer of ethanol  
from sugarcane in the world.



## Biogas

Generates electricity and biomethane gas –  
a substitute for diesel.  
We produce biogas from biomass and urban waste.





Our unique business model

# RENEWABLES

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**2GE**  
Second-  
Generation  
Ethanol

A sustainable product made from sugarcane waste using an advanced technology to produce 50% more ethanol from the same planted area.

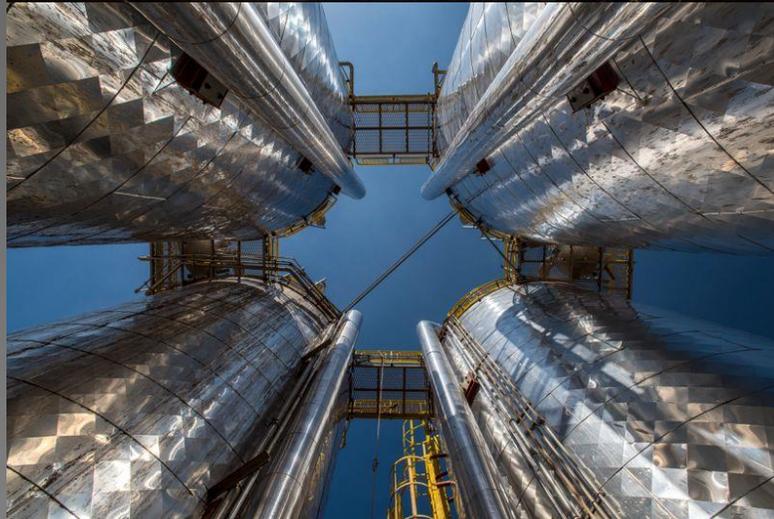
Its production generates 30% less greenhouse gases than regular ethanol (1GE).

**Proprietary technology** that took more than 15 years to be developed

**Only company** in the world to produce 2GE on a commercial scale

**More than 100 million** liters exported primarily to Europe and the United States

**R\$24 billion invested** in the construction of 20 plants by 2030



**INTEGRATED  
ECOSYSTEM**

Our unique business model

# RENEWABLES

In our bioenergy parks, we make the most of our biomass and renewable sources. Together, they are the future of energy.

  
**raízen power**  
Energy solutions

We are the largest producer of electricity generated from sugarcane, in addition to producing clean energy from solar sources, small hydroelectric plants and biogas from urban landfills.



**200,000+** customers in Brazil

Energy solutions in Distributed Generation, Free Energy Market, Management and Energy Efficiency for **all customer profiles**.

Shell  
**Recharge** 

**Shell Recharge** fast-charging stations are transforming the concept of electromobility in Brazil.

**ESG**

The center of our strategy

## **SUSTAINABILITY IS AT THE ROOT OF OUR VALUE PROPOSITION.**

To **reshape the future of energy**, we incorporate environmental, social and governance aspects into business management, with a focus on ensuring proper risk management, investment opportunities, and the company's competitiveness and perpetuity, while generating a positive impact for our stakeholders.





**ESG**

The center of our strategy

### **Integrated vision**

We incorporate important **environmental, social and governance criteria** into our business management

### **Positive impact**

We actively work to create **positive social and environmental impact**

### **Renewables**

We have the potential to produce and distribute **clean energy on a global scale**

### **Risk mitigation**

We recognize our negative social and environmental impact and **continuously work to mitigate it**

### **Efficiency**

We deliver **consistent results**



## **Sustainable Procurement**

- Monitor 100% of critical suppliers from an ESG perspective through a recognized methodology<sup>1</sup> and develop them through Raízen Desenvolve<sup>2</sup>, ensuring that every one of them adheres to Raízen's minimum sustainability criteria<sup>3</sup>.
- Reach and maintain 100% of sugar cane sources<sup>1</sup> with reference to an internationally recognized sustainability standard<sup>2</sup>
- Obtain and maintain certification to an internationally recognized standard for all units in operation (EAB).

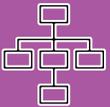
Our Procurement department comprises five divisions, each dedicated to a different Procurement area.



**U\$ 2,8 Billion** SPEND



**+ 6,000** SUPPLIERS



**+ 1,000** CATEGORIES



**+ 750,000** PO LINES



**+ 70,000** SKU

**INDUSTRIAL:** Procurement for Brownfield Projects, Services and Spare Parts.

**LOGISTICS AND AUTOMOTIVE:** Procurement for Logistics Operations (including sugarcane and biomass), agricultural and vehicles.

**CORPORATE:** Procurement related to Information Technology, Corporate Functions, Human Resources, Intercompany Synergy (Cosan Group), and Marketing.

**AGRO-INDUSTRIAL:** Procurement for fertilizers, industrial chemicals and agro chemicals for the production process.

**RENEWABLES:** Procurement related to Greenfield Projects (Second-Generation Ethanol - E2G plants, Biogas Plants, Solar Plants and Electrical Mobility).

# E2G Rollout

## Replicating a proprietary and proven solution

**7** plants already under construction of the 8 announced

In line with plan

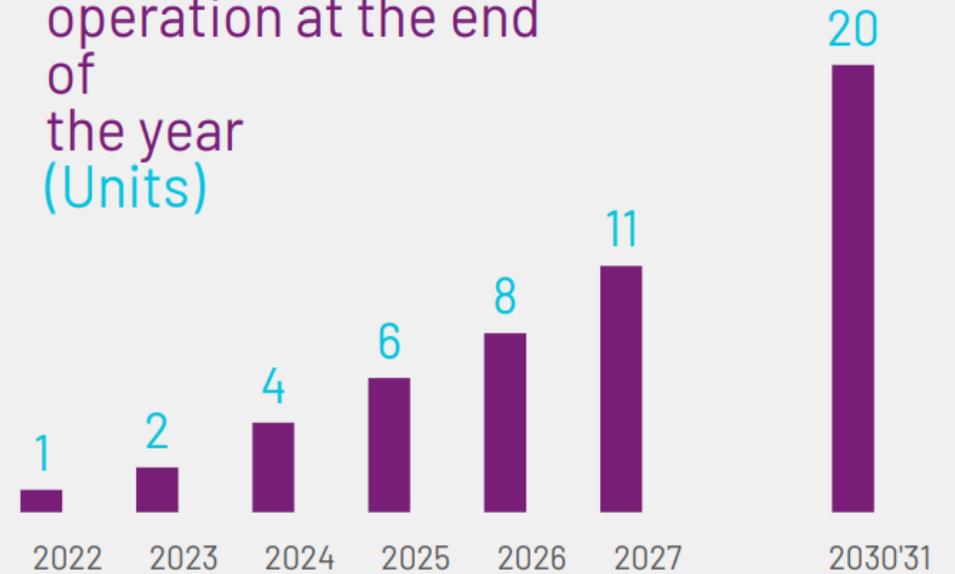
Capacity of each new plant **82M liters**

Execution track record

Capex (per plant) **~R\$1.2Bn**

+20% IRR

Projection of plants in operation at the end of the year (Units)



**1.6 Bn liters**  
with existing agricultural production

+Return + Cash generation + Stability

## **EQUIPMENTS AND MATERIALS**

- **ROTARY FILTERS**
- **FILTER PRESS**
- **SPEED REDUCER**
- **HEAT EXCHANGERS**
- **FORGED STEEL BARS**
- **COMPRESSORS**
- **DECANTERS CENTRIFUGES**
- **PUMPS (CENTRIGUGE, VACUUM, HELICAL)**
- **MOTORS**
- **PRESSURE VESSELS**
- **STORAGE TANKS**
- **VALVES**

## **WHAT WE EXPECT FROM SUPPLIERS**

- **HIGH QUALITY**
- **COST REDUCTION PROPOSALS**
- **INNOVATIVE SOLUTIONS**
- **PERFORMANCE DELIVERY**
- **LONG TERM AGREEMENTS**

# GROWTH TOGETHER

With partners who share our **energy**

Guarantee the criteria in the qualification process



Guarantee of labor and legal documentation



Guarantee the requirements of regulatory standards



Guarantee compliance with the contract



Prêmio Parceiro RAIZ (Award)



reward sustainability in the supply chain



Alignment with public Raízen sustainability commitments



**WIN-WIN**

**raízen**

01. QUALIFICATION

02. CONTRACT

03. MOBILIZATION

04. EXECUTION

05. PERFORMANCE  
EVALUATION

06. MANAGEMEMNT

07. RAÍZ PARTNER  
AWARDS

COMERCIAL

HSSE

PROCESS & TECHNICAL

ESG

**COMMERCIAL  
QUALIFICATION**

Financial analysis  
Document analysis  
Reputation analysis

**HSE  
QUALIFICATION**

Health and safety  
analysis  
Environment  
analysis

**PROCESS &  
TECHNICAL  
QUALIFICATION**

Supplier process  
analysis/audit and  
Oversight

**ESG  
QUALIFICATION**

Governance  
Diversity/Human  
Rights  
Labor rights

**COMPLETE  
QUALIFICATION**

Complete approval  
process

# THANK YOU

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**THAIS MOSSO**  
PROCUREMENT MANAGER

📍 Piracicaba/SP - Brazil  
✉️ [thais.santos3@raizen.com](mailto:thais.santos3@raizen.com)  
☎️ +55 19 99632-5593

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