



ICONIC

Base Oil

Base Oil Outlook



ICONIC Base
Oil
Introduction

Local Scenario

Global
Scenario

Closing
Remarks

ICONIC Base Oil

Reliability, Efficiency and Value Delivered



Strategic Geographic Location Terminal in Rio de Janeiro with independent access to the Port, 40 K m3 Storage Capacity, 24h Loading Truck Tank Capability;



Strong Relationship with Global Producers - Focusing on Provide High-Quality Products, Reliability, and Local Availability as Core Values;



Assured Quality and Certification ISOs
9001; 14001, 17025, 45001 and IATF



Stand-alone Business Management;



ICONIC Base Oil

Reliability, Efficiency and Value Delivered



**TANK FARM'S
EXPANSION**

**LOGISTIC
HUB**

Base Oil Outlook

Brazil Scenario - Drivers

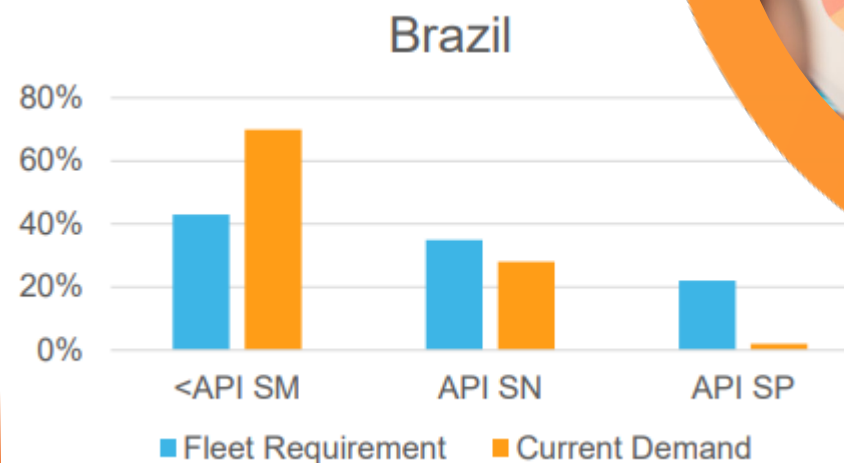
Brazil Government Tax Benefits To Facilitate The Sale Of New Vehicles + OEM Subsidy;

Lubricant Marketers Improved its **Market Teaching to End Users** through the use of Digital Tools And Advocacy;

It slightly lubricant ballpark mix upgrade Post-Pandemic, **but still has a huge performance gap;**

Brazilian Cars, Trucks, and Buses **Fleet Renewal Driven by ICE;**

As Engine Severity Increases **Low Quality Lubricant Performance** will be more likely **to be perceived** ;



Source: Lubrizol & Kline Latin America Lubricant Profile



Base Oil Outlook

Global Scenario - Drivers



Fist-fight for **Global Oil Crude Prices** – OPEC Vs Russian Exports - RU Daily Records



China GDP Weakening and High Oil Crude Inventory



Affected **Production Nameplate Capacity** 2x Over last 5y Average



Weak Lubricant Demand in EU (↓40%) and US (↓ 10-15%)



Asia Leading Base Oil Exports Globally



Refinery Run Rates Remain Low

Base Oil Outlook

Closing Remarks



- 1 Brazilian Market Upgrade Trending Due To Economic Scenario;
- 2 High-quality Base Oils Increasing Demand
- 3 Arbitrage Way Risky;
- 4 Reliability And Availability Is Take For Granted But Not Priced At All;
- 5 Long-term Relationship And Base Oil Price Agreements as Value Added Deliverables.



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