



The group was born over 64 years ago



JSL - Road Logistics



JSL - Cold Storage



JSL - Internal Logistics



2Q20 Results

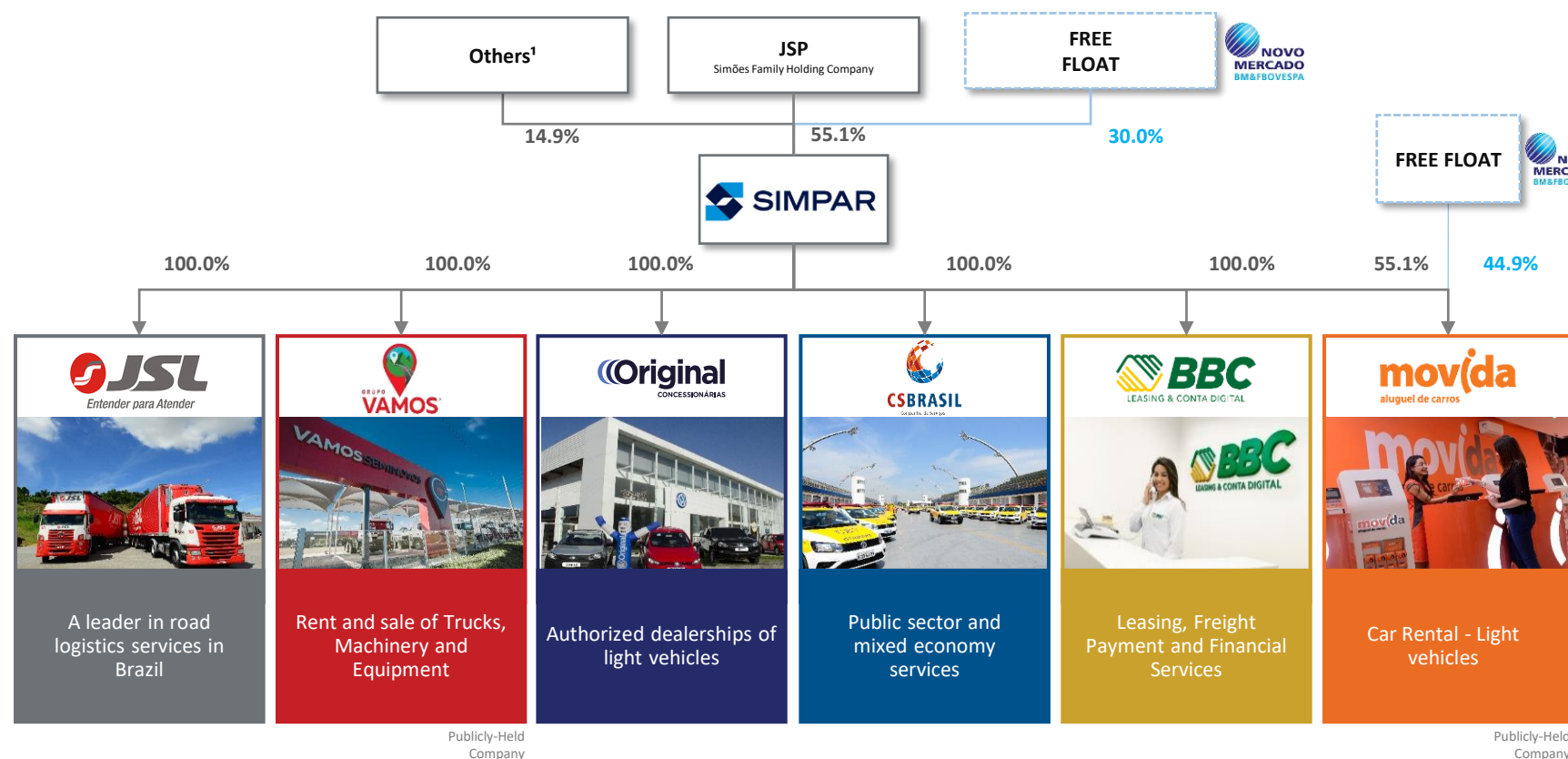
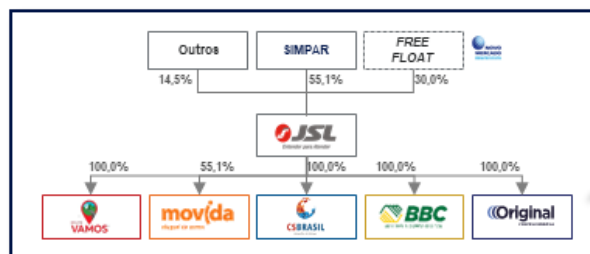
August 14, 2020



Business reorganization to start a new development cycle

- ✓ Value creation to shareholders
- ✓ Simplification of the corporate structure
- ✓ Transformation in independent companies
- ✓ Perpetuation of business

Before



Note: (1) Positions directly to individuals by members of the Simões Family, Directors and Treasury Shares



Corporate Restructuring

New **development cycle** based on a structure of independent companies, each with its own management team, plan of goals, and clear objectives.

COMMITMENT TO THE HIGHEST LEVEL OF CORPORATE GOVERNANCE

- ❑ Installation of Independent Committee
- ❑ Controlling shareholder has made a commitment to follow the decision of the minority shareholders

Reorganization was approved unanimously by the minority shareholders, showing evidence of quality and proposition value presented

What are the changes?



Shareholders of JSL became shareholders of **SIMPAR**, a holding that owns 100% of JSL, Vamos, CS Brasil, BBC, Original, and 55.1% of Movida.

Ticker: remains **JSLG3** for 30 days and, after that, it automatically changes to **SIMG3**

✓ Values ✓ Management model ✓ Governance Practices ✓ Development



JSL ceases to play the role of holding company and consolidates itself as the largest road logistics company in Brazil, ready to lead the consolidation movement of this market and focused exclusively in the business.

✓ Leadership ✓ Resilience ✓ Operating Leverage ✓ Natural consolidator



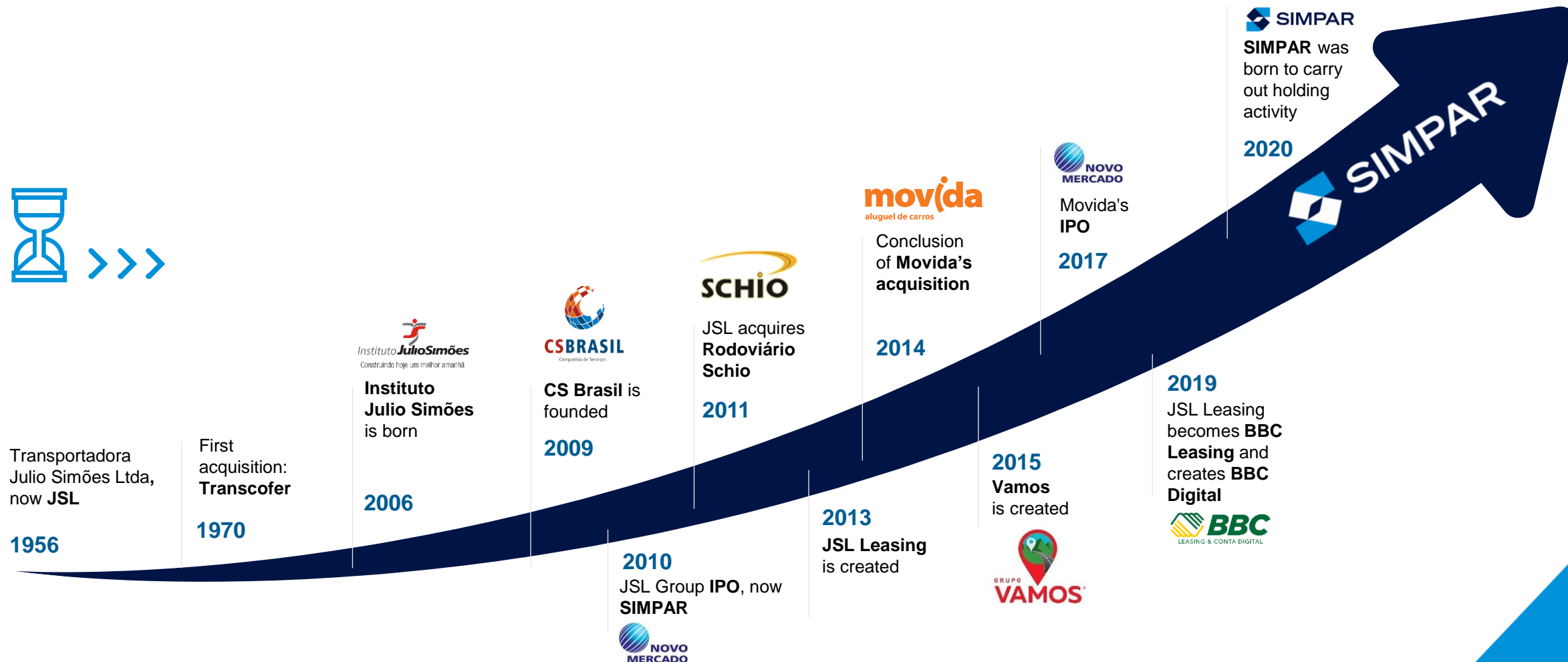
SIMPAR's main objectives

- Preserve **values, management model** and **governance practices**
- Fostering **sustainable value generation** for shareholders, customers, and society
- Directing and controlling the implementation of the **business plans** of its subsidiaries and the development of **new businesses and operating segments**
- Attracting, training and retaining **people**, which is the main competitive advantage of our companies



SIMPAR is a result of a history of more than 60 years!

Management model that produces sustainable results working with people in a diversity of generations, complementary knowledge and experiences and a lot of energy to carry out.



2Q20 Financial Highlights

Consolidated:



Record Net Income of **R\$156.6 million** in 2Q20, a growth of 120% YoY

- Net Income of R\$13 million excluding the effects of liquidation and reopening of swaps and write-off of tax credits, resulting from the corporate reorganization process



Net Revenue reaches **R\$2.2 billion** and **EBITDA** totalizes **R\$470.4 million in 2Q20**, with an **EBITDA Margin of 35.3%**, **5.1 p.p. YoY**



We kept a strengthened cash, sufficient to cover 2.5x short-term debt amortization reaching more than R\$5.7 billion at the end of 2Q20

Subsidiaries:



JSL records a Net Income of R\$536k due to the lower volume transported in the quarter. Recurring Net Income of R\$10 million in May and June, pointing to recovery over the quarter.

- **Fadel Acquisition:** beverage, food, consumer goods and e-commerce sectors
- **Transmoreno Acquisition:** transport of zero km vehicles on car carrier truck



Vamos reaches Net Income of R\$39.3 million, EBITDA of R\$152.7 million (+12.0% YoY) and ROIC LTM of 11.0%, showing a very resilient business with high growth potential.



CS Brasil presented a Net Income of R\$19.0 million and an EBITDA of R\$83.3 million (+2.3% YoY) and an EBITDA Margin of 51.8% (+8.2 p.p. YoY). CS Brasil continues to benefit from the resilience of the GTF business model, which represented 82.6% of the company's revenues in 2Q20.



Movida reaches Net Income of R\$2.6 million, EBITDA of R\$151.3 million, EBITDA Margin of 50.7% (+10.0 p.p. YoY), and a record of 18,465 vehicles sold in 2Q20 (+14.9% YoY), even during the pandemic.

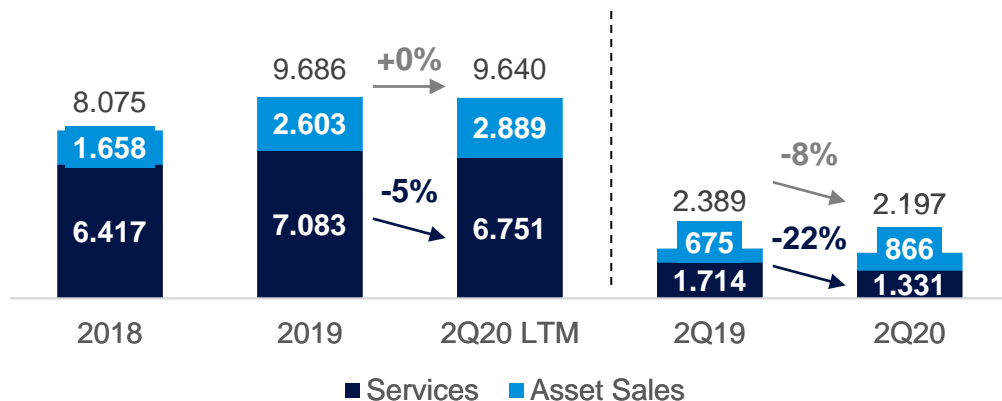


Renewal of our commitment as signatories to the principles of the UN Global Compact and the commitment of JSL, Vamos and Movida to combat deforestation in the Amazon.

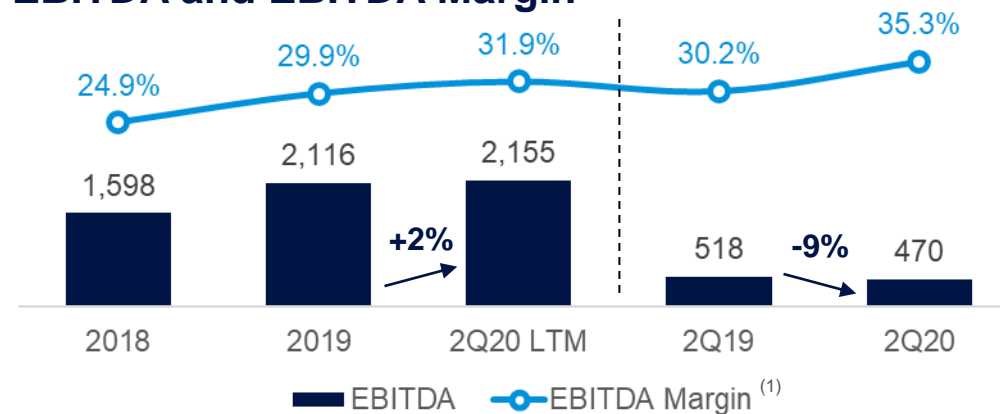
Financial Results: SIMPAR Consolidated

(R\$ Million)

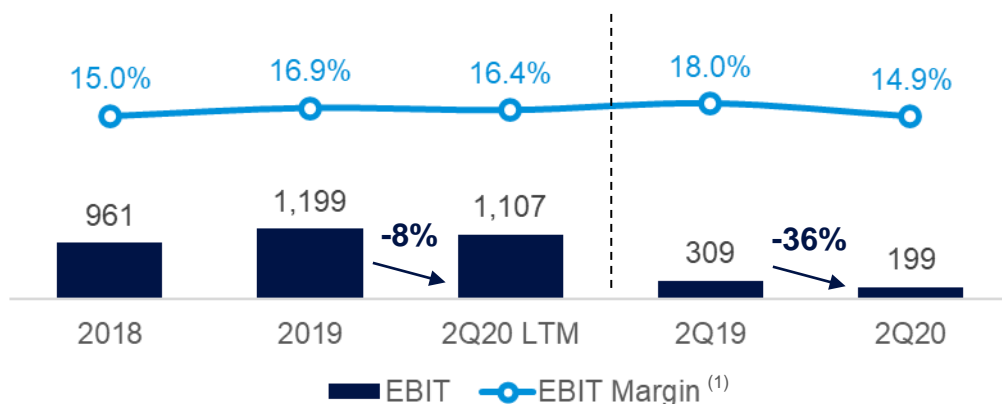
Net Revenue



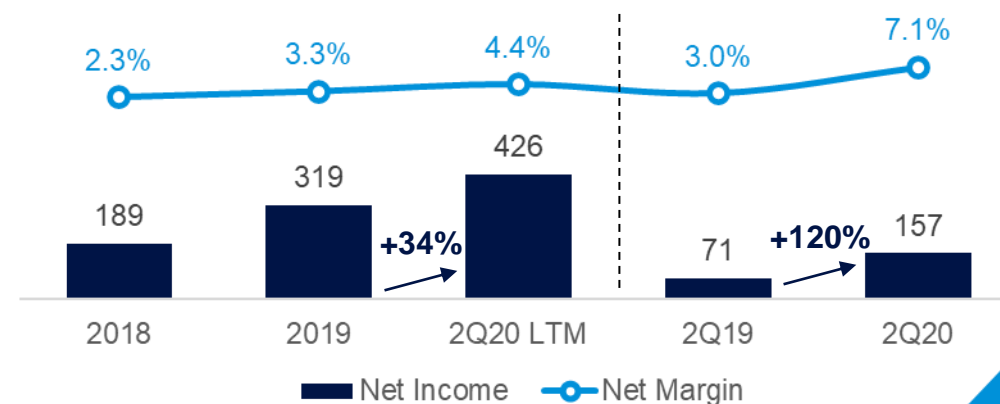
EBITDA and EBITDA Margin



EBIT and EBIT Margin



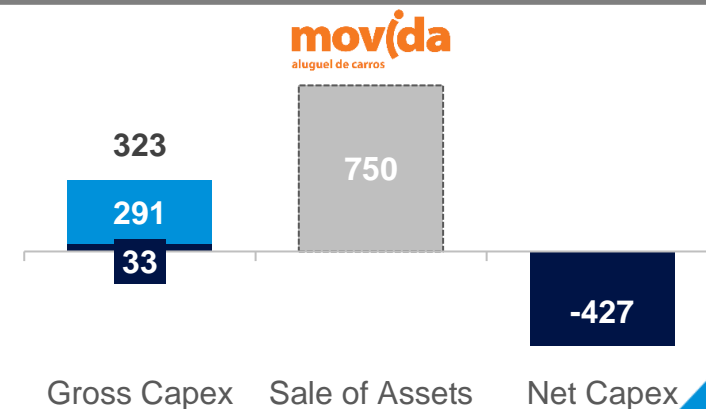
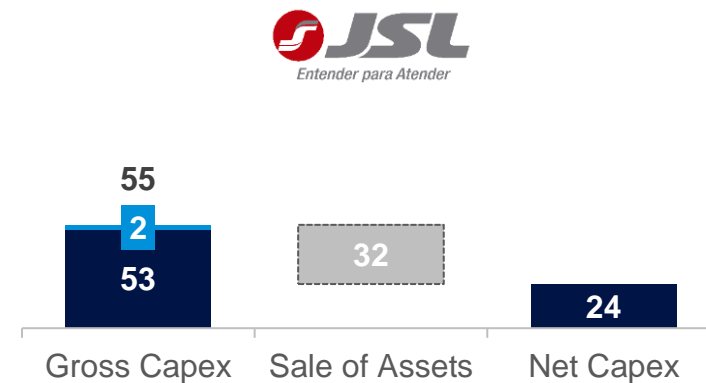
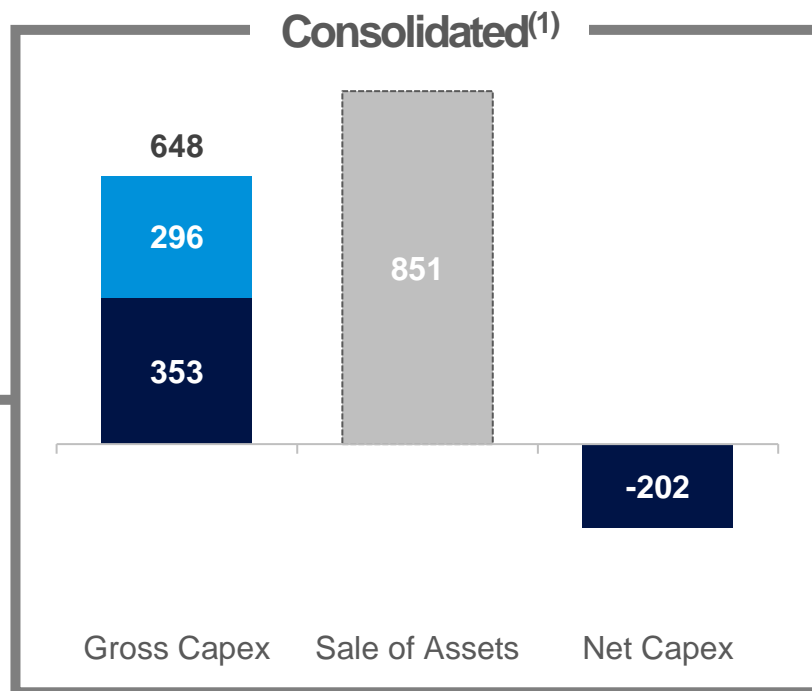
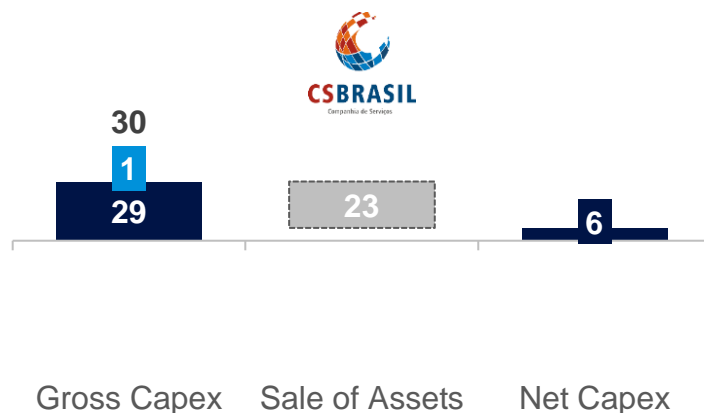
Net Income and Net Margin



CAPEX 2Q20

(R\$ Million)

According to the strategy and thanks to the dynamic management of Movida, which recorded record vehicle sales in the period, we noted a negative Net CAPEX of R\$202 million in 2Q20



■ Expansion ■ Renewal

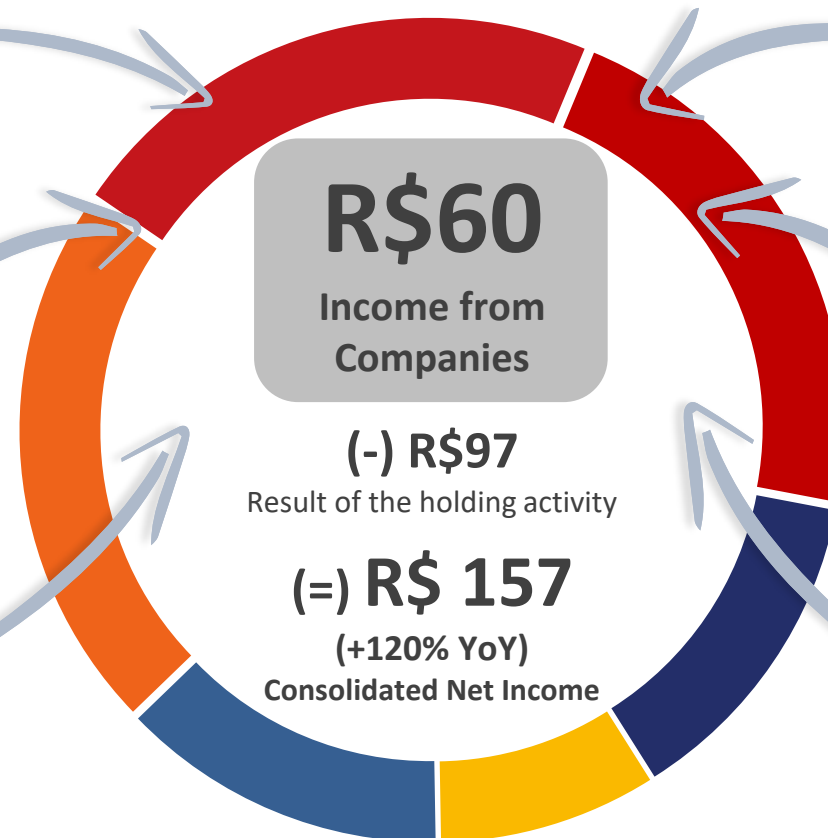
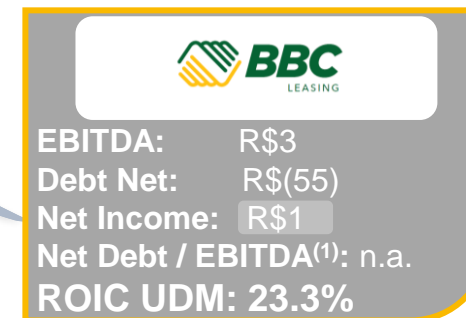
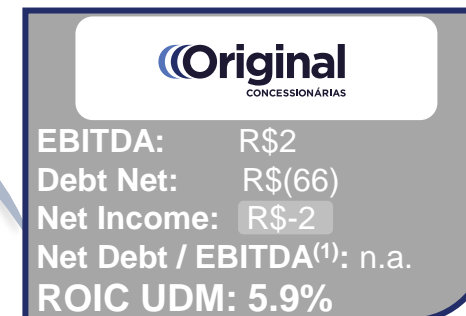
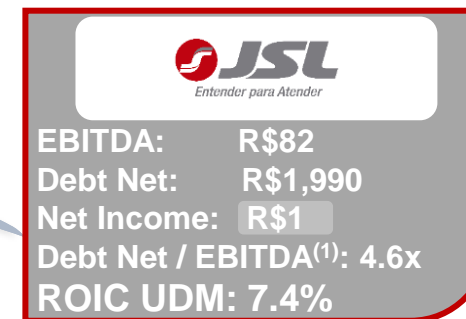
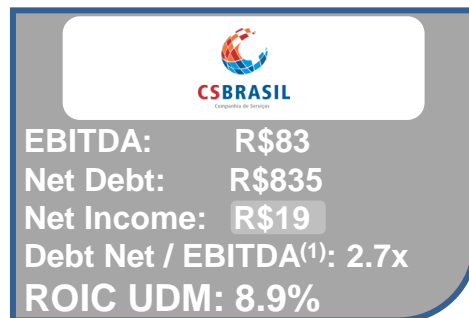
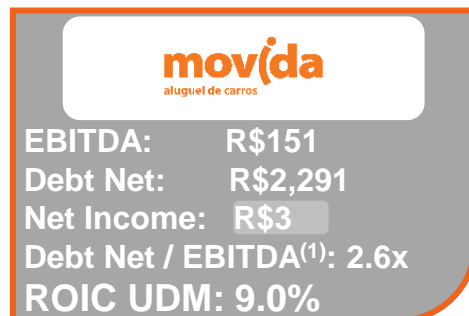
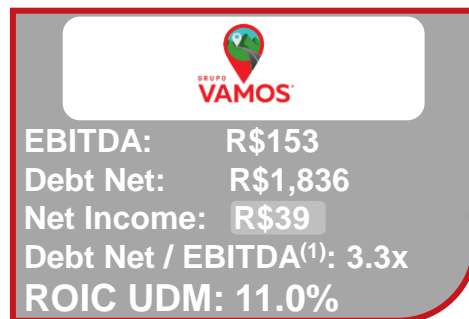


Profitability Breakdown 2Q20

(R\$ Million)
















ROIC UDM Consolidated: 7.3%



Results 2Q20

(R\$ Million)

														
	2Q20	▲ YoY	2Q20	▲ YoY	2Q20	▲ YoY	2Q20	▲ YoY	2Q20	▲ YoY	2Q20	▲ YoY	2Q20	▲ YoY
Gross Revenue	698	-25.6%	1,094	5.3%	363	11.9%	206	-15.5%	12	13.6%	68	-69.1%	2,390	-10.9%
Net Revenue	582	-26.1%	1,048	5.8%	330	9.6%	184	-15.7%	11	8.2%	63	-69.8%	2,197	-8.0%
Net Rev. From Services	550	-25.6%	299	-19.8%	298	21.7%	161	-13.9%	11	8.2%	61	-70.0%	1,331	-22.3%
EBIT	27	-64.4%	50	-48.2%	85	6.1%	43	-9.9%	3	-3.3%	(2)	-127.2%	199	-35.8%
Margin ⁽¹⁾	4.9%	-5.3 p.p.	16.7%	-9.1 p.p.	28.7%	-4.3 p.p.	26.7%	1.2 p.p.	27.2%	-3.3 p.p.	-3.6%	-7.6 p.p.	14.9%	-3.1 p.p.
EBITDA	82	-38.1%	151	-0.1%	153	12.0%	83	2.3%	3	-3.1%	2	-83.3%	470	-9.2%
Margin ⁽¹⁾	15.0%	-3.0 p.p.	50.7%	10.1 p.p.	51.3%	-4.4 p.p.	51.8%	8.2 p.p.	28.9%	-3.5 p.p.	3.2%	-2.7 p.p.	35.3%	5.1 p.p.
Net Income⁽³⁾	1	-98.0%	3	-93.7%	39	4.8%	19	-33.6%	1	-38.9%	(2)	-151.1%	157	119.9%
Margin	0.1%	-3.0 p.p.	0.2%	-4.0 p.p.	11.9%	-0.6 p.p.	10.4%	-2.7 p.p.	10.1%	-8.0 p.p.	-3.8%	-6.1 p.p.	7.1%	4.1 p.p.
Adjusted Net Income⁽⁴⁾													13	-81.7%
Adjusted Margin													0.6%	-2.4 p.p.
Net Debt⁽³⁾	1,990		2,291		1,836		835		-		-		8,498	14.8%
Net Debt/EBITDA LTM	4.6x		2.6x		3.3x		2.7x		0.0x		0.0x		3.9x	
														

Recently announced acquisitions

August 03, 2020,



Signed a Purchase and Sale agreement to acquire control of



For R\$173.1 million

Fadel: founded in 2001 and it is among the 20 largest companies in the sector in Brazil⁽¹⁾ operating in the segments of beverage, food, consumer goods and electronic commerce

STRATEGIC RATIONALE:

- **diversification** and **consolidation** of the largest and most integrated logistics services platform in Brazil
- greater participation in **urban distribution in the food and beverage segment**
- expansion of the portfolio of relevant **customers**
- expertise of **people** with recognized management capacity and proven track record
- synergies and cross-selling

August 07, 2020,



It signed purchase and sales agreement to acquire Moreno Holding Ltda., a company that owns the entirety of Transmoreno Transporte e Logística Ltda.



For R\$310 million

Transmoreno: It started its activities in 1978, operates in the vehicle transportation segments on car carrier trucks and provides automotive logistics services

STRATEGIC RATIONALE:

- greater participation in services that we believe we can make improvements, adding **value** to our client
- **Diversification** with expansion of market share in **brand new vehicles** transportation
- expansion of the **network of truckers** (independent contractors)
- expansion of competitive advantages
- **synergies** and **cross-selling** opportunity



Strategic opportunities

We will continue to attract opportunities with promptness, governance and motivated people to expand diversification and ensure the group's sustainable development.



- Company ready for a new cycle of sustainable **growth** organically and by acquisitions, leading the **consolidation** of the sector
- As released, the company is ready to have access to the **capital market** and attract investors interested in participating in this movement



- Continue to lead the development of the **truck, machinery and equipment rental** sector, generating several benefits to clients
- Profitable growth as a result of **competitive advantages** such as capillarity for the purchase, maintenance and sale of heavy assets and its **scale**



- Majority of revenue comes from **Fleet Outsourcing** to public sector and mixed capital companies
- Continue adopting the best **governance** and **transparency** practices in the provision of services to the public sector
- Seeking excellence in services contributes better quality in public sector, implying great **growth** potential



- Continue growing fostered by the substitution of property for the use
- Competent **people**, proximity to the customer, agility and innovation to better address new clients niches and new products



- Leasing: financing customers of our group's car and truck dealerships, contributing to **clients' loyalty** to the companies of our group
- Digital: expand service offering to become the largest digital **financial services platform** for truck drivers and application drivers in Brazil



- After-sales and insurance services through Madre Corretora, taking advantage of the strong synergy with other Group businesses



THANK YOU!

Disclaimer

This Earnings Release aims to detail JSL S.A.'s financial and operating results in the second quarter of 2020, now SIMPAR S.A, considering the effects of the merger of shares under the terms of the corporate reorganization approved at the Extraordinary General Meeting (AGE) held on the 5th August 2020.

Some of the statements contained herein constitute additional information that has not been audited or reviewed by the auditors and is based on Management's current opinion and prognosis. Consequently, there may be material differences between said statements and the Company's actual results, performance and future events. Actual results, performance and events may differ substantially from those expressed or implied by said statements as a result of various factors, including the general and economic situation in Brazil and other countries; interest, inflation and exchange rates; changes in laws and regulations; and general competitive factors (at global, regional or national level). Consequently, Management accepts no responsibility for the conformity or accuracy of the additional information in this report that has not been audited or reviewed by auditors. Said information should be examined and interpreted in an independent manner by shareholders and market agents who should carry out their own analyses and reach their own conclusions regarding the results disclosed herein.



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