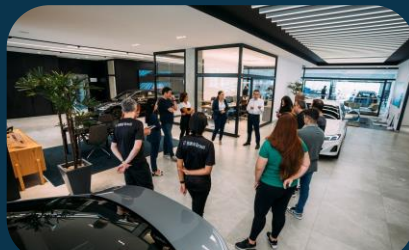


Earnings
Call
1T25



UMA EMPRESA DO GRUPO
SIMPAR



EARNINGS CALL

1Q25

Access to the conference call:

The presentation will be available for viewing and downloading in the Investor Relations session in <https://ri.automob.com.br/>.

The audio of the conference call will be broadcast live on the platform and will be available after the event.

For additional information, please contact the Investor Relations Area:

+55 (11) 2388-4080
ri.automob.com.br

Conference Call and Webcast:



May 8, 2025 (Thursday)
With simultaneous translation into English.



11:00 am (Brasília time)
10:00 am (New York time)



Zoom Webcast

Webinar ID: 847 2041 7536
Access code: 257332

CLICK HERE



KEY HIGHLIGHTS

1Q25

Gross
Revenue

R\$ 3.2 billion
+10% chg. from 1Q24

Adjusted
EBITDA

R\$ 130 million
+18% chg. from 1Q24

Adjusted
EBITDA
Margin

4,3%
+ 4,1% chg. from 1Q24

Retail Sales
Volume

19.9 thousand vehicles
+14% chg. from 1Q24

Building the
foundations for
sustainable
growth

- System Integration
- Digitalization and process improvement
- Strengthening clusters in the regions
- Dissemination of best practices
- Capturing operational synergies



Experience, high quality standards, performance and dedication to serving in the luxury segment have accredited us as a **LEXUS** dealer in Alphaville, strengthening our relationship with Toyota



- Positioning, credibility and capillarity make us a natural choice for new entrants, driving organic growth.
- Appointment as **GAC** dealer with 4 stores





1) OPERATIONAL AND FINANCIAL HIGHLIGHTS

Key Consolidated Financial Indicators (R\$mn)	1Q25	1Q24	YoY	4Q24	QoQ
Gross Revenue	3.193,9	2.903,1	10,0%	3.402,9	-6,1%
Net Revenue	2.999,1	2.727,9	9,9%	3.205,8	-6,4%
Gross Profit	421,1	403,5	4,3%	417,3	0,9%
Gross Margin (%)	14,0%	14,8%	(0,8) p.p	13,0%	1,0 p.p
EBIT	80,6	69,3	16,3%	(20,9)	n.a
EBIT Margin (%)	2,7%	2,5%	0,1 p.p	-0,7%	3 p.p
Net Financial Result	(121,7)	(84,1)	44,6%	(120,9)	1%
Income Tax and Social Contribution	5,8	10,1	-43,1%	41,0	-86,0%
Net Profit	(35,3)	(4,7)	-645,4%	(100,7)	n.a
Net Margin (%)	-1,2%	-0,2%	(1,0) p.p	-3,1%	2,0 p.p
Accounting EBITDA	135,0	108,3	24,7%	61,5	119,4%
EBITDA Margin (%)	4,5%	4,0%	0,5 p.p	1,9%	2,6 p.p
Accounting EBITDA	130,1	110,5	17,7%	140,9	-7,7%
EBITDA Margin (%)	4,3%	4,1%	0,3 p.p	4,4%	(0,1) p.p

Key Operational Indicators (units)	1Q25	1Q24	YoY	4Q24	QoQ
Retail - Light Vehicles	30.213	39.365	-23,2%	43.530	-30,6%
New	7.356	7.361	-0,1%	8.207	-10,4%
Used	7.421	5.645	31,5%	7.140	3,9%
Direct Sales	11.502	23.573	-51,2%	24.091	-52,3%
Retail VD	3.934	2.786	41,2%	4.092	-3,9%
Retail - Heavy Vehicles	2.126	2.201	-3,4%	1.687	26,0%
Trucks and Buses	1.685	1.700	-0,9%	1.082	55,7%
AGRO and Machinery	441	501	-12,0%	605	-27,1%

EBIT: Earnings Before Interest and Taxes

EBITDA: Earnings Before Interest, Taxes, Depreciation and Amortization

EBITDA and Net Income were adjusted to add or exclude effects of non-recurring items, mainly on administrative expenses. For more details, please refer to the annex to this document.





2) MESSAGE FROM MANAGEMENT

Dear

It is with great satisfaction that we share the results of AUTOMOB's first quarter of 2025, the first full period after the corporate reorganization carried out in December 2024, which originated the largest group of dealerships in the country and the first company in the segment listed on B3.

We thank each of our more than 5.2 thousand employees who, imbued with a focus on the customer, have executed strategic planning with discipline, reinforcing the consolidation position in the market and allowing the creation of unique competitive advantages - scale, diversification, capillarity and trained PEOPLE - to capture opportunities and operational synergies that contribute to the sustainable development of AUTOMOB.

The beginning of the execution of strategic planning is based on fundamental pillars, among which we highlight: i) the maximization of profitability by point of sale, promoting cross-selling of services and products valued by customers; ii) increase in sales of used cars, which is already beginning to be reflected in figures for the quarter with the ratio of used to new cars of 0.7x, surpassing the same period in 2024, when it was 0.6x; iii) dissemination of best practices that allow maximizing the value of each sale, with emphasis on the intermediation of Financing, Insurance and Aggregates (F&I) and pricing desk; iv) excellence in after-sales services, contributing to customer satisfaction and loyalty and to AUTOMOB's profitability.

It is important to highlight significant operational advances in 1Q25, such as the strengthening of our Guarulhos operational cluster, with the development of a new operation on the Dutra Highway, housing a VW/MAN truck and bus store, a body and paint center and a space for the preparation of new vehicles (PDI – PreDelivery Inspection).

This strategy brings more agility in service, in addition to freeing up space in dealerships to increase showrooms and areas for quick after-sales services. By being present in different segments, with the largest portfolio of light and heavy vehicle brands and innovating with points of relationship with the individual mobility customer, bringing more quality and efficiency in the provision of services, we enhance the increase in sales and the offer of products with ancillary revenues, we increase our ability to monetize the result per m2.

The high quality of our operations and the devotion to serve our customers have also endorsed new appointments from dealerships in the luxury segment, such as LEXUS in Alphaville, strengthening our relationship and alignment with Toyota. In addition, the expertise, credibility, penetration potential and capillarity led GAC (Guangzhou Automobile Group Co., Ltd.), the fifth largest automaker in China, to grant the operation of four points of sale strategically located in São Luís (MA), Guarulhos, São José dos Campos and Mogi das Cruzes, regions where we already have important operational clusters.

As part of the opportunities for advances in the back-office, we are integrating systems, unifying processes, and investing in the digitalization and evolution of the CRM of our stores and brands, with a focus on improving the customer experience and customer loyalty. We remain determined to strengthen our position in the market and deliver results that reflect our operational excellence and commitment to the sustainability of the business. We are confident that the continuity and discipline of execution of the strategic planning, which is still just beginning, will still reflect on the results and the generation of value for all who relate to the Company, allowing the continuous sustainable development of AUTOMOB. We thank our team, the automakers and other suppliers, financial institutions, shareholders and, above all, the trust and preference of our customers.

ANTONIO BARRETO
CEO AUTOMOB



3) LIGHT VEHICLES



3) a. NEW VEHICLES

In the first quarter of 2025, AUTOMOB recorded gross revenue from new vehicles of R\$ 1,385.6 million, slightly higher compared to the same period of the previous year. In the period, we recorded an increase of 11.3% in sales volume (new and direct retail sales), compared to 4.4% of market growth in Brazil. This performance reflects our strategic positioning, diversification of brands and products, and a results-oriented management model. Regarding the margin of new vehicles, we observed an increase of 0.5 p.p. when compared to the same period of the previous year.

Performance of New Light Vehicles	1Q25	1Q24	YoY	4Q24	QoQ
Gross Revenue (R\$mnn)	1.342,0	1.329,2	1,0%	1.500,2	-10,5%
Quantity of Vehicles Sold - Retail (units)	7.356	7.361	-0,1%	8.207	-10,4%
Average Ticket¹ (R\$ 000)	182,4	180,6	1,0%	182,8	-0,2%
Gross Margin of New Light Vehicles (%)	6,5%	6,0%	0,5 p.p	5,9%	0,6 p.p
Performance of Direct Sales	1Q25	1Q24	YoY	4Q24	QoQ
Gross Revenue - Transacted (R\$mnn)	507,0	436,9	16,0%	591,5	-14,3%
Gross Revenue - Comission (R\$mnn)	29,8	25,2	18,2%	32,0	-6,9%
Quantity of Vehicles Sold - Retail (units)	3.934	2.786	41,2%	4.092	-3,9%
Average Ticket¹ (R\$ 000)	128,9	156,8	-17,8%	144,5	-10,8%
Gross Margin of New Light Vehicles (%)	5,9%	5,8%	0,1 p.p	5,6%	0,3 p.p
Performance of Light Vehicles	1Q25	1Q24	YoY	4Q24	QoQ
Gross Revenue - Consolidated (R\$mnn)	1.371,8	1.354,4	1,3%	1.532,2	-10,5%
Quantity of Vehicles Sold - Retail (units)	11.290	10.147	11,3%	12.299	-8,2%

3) b. USED VEHICLES

As a consequence of the execution of one of our main strategies, we highlight the robust growth in the volume of used cars in 1Q25. Gross revenue reached R\$ 619 million in 1Q25, representing a growth of 26.2% compared to 1Q24. This result was driven by the significant increase in sales volume, which registered an increase of 31.5%. The ratio of used to new in the period was 0.7x, while in 1Q24, the ratio of used to new was 0.6x. In this indicator, we included direct sales to retail, different from the old methodology that considered only retail sales.

As for market share, AUTOMOB ended the quarter with a market share of 0.3%, a great opportunity to generate additional value as we advance in our strategy. Regarding gross margin, there is a decrease in the consolidated margin due to the increase in sales of pass-through vehicles, reducing the consolidated margin.

Performance of Used Light Vehicles	1Q25	1Q24	YoY	4Q24	QoQ
Gross Revenue (R\$mnn)	619,4	490,7	26,2%	580,3	6,7%
Quantity of Vehicles Sold (units)	7.421	5.645	31,5%	7.140	3,9%
Average Ticket (R\$ 000)	83,5	86,9	-4,0%	81,3	2,7%
Ratio of Used/New Vehicles Sold	0,7	0,6	10,1%	0,6	13,2%

3) LIGHT VEHICLES



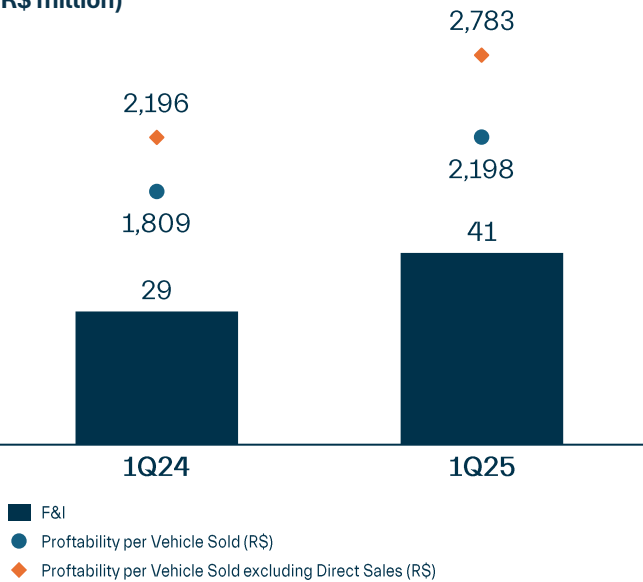
3) c. F&I

In the first quarter of 2025, F&I revenue reached R\$41.1 million, an increase of 34.0% when compared to 1Q24, equivalent to a return per retail vehicle of R\$2,198 versus R\$1,935.2 in the same period of the previous year. In this indicator, we included direct sales to retail, different from the old methodology that considered only retail sales.

This growth is driven by increased funding penetration. This performance reflects the effectiveness of AUTOMOB's management model, with the opportunity to generate additional revenue to traditional lines of financing and insurance.

Performance of F&I in the Light Vehicle Segment	1Q25	1Q24	YoY	4Q24	QoQ
Gross Revenue (R\$m)	41,1	28,6	44,0%	44,6	-7,7%
Gross Profit per Light Vehicle Sold (R\$)	2.197,7	1.808,6	21,5%	2.293,0	-4,2%

Quarterly Gross Revenue
(R\$ million)



Financing, Insurance and Aggregates (F&I) revenue is a strategic pillar for AUTOMOB, driving sustainable growth and value creation. In two years, we grew F&I revenue from R\$28.6 million (1Q23) to R\$41.1 million (1Q25), reflecting the consistent increase in revenue in all lines of financial services and aggregates. It is important to highlight that we still have a lot of room to increase the penetration in the sale of products and services that are now part of our portfolio, as well as we have several initiatives in progress to increase the portfolio of products and services, in addition to the dissemination of best practices between stores and operations.

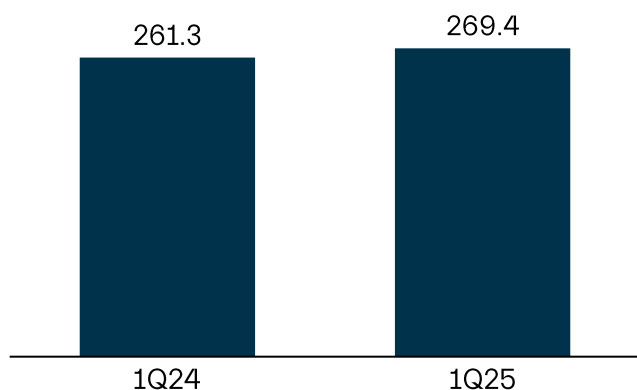
AUTOMOB's scale is a competitive differential, allowing significant gains with an efficient management model. The optimization initiatives and the integration of the acquired companies increased the share of F&I revenue in our results, consolidating it as a promising value lever.

We are confident in the untapped potential of F&I revenue. We will continue to invest in technology, training, and expanding the offering of financial products and services, seeking to meet the needs of our customers.



3) d. AFTER - SALES

Quarterly Gross Revenue (R\$ million)



In the first quarter of 2025, AUTOMOB's after-sales revenue, from the sale of parts and workshop, body shop and painting services, totaled R\$ 269.4 million, an increase of 3.0% compared to the same quarter of the previous year.

To further boost efficiency and profitability, we are building an integrated bodywork, painting and vehicle preparation center in the Guarulhos region, metropolitan region of São Paulo, which, combined with the AUTOMOB management model, will contribute to increasing profitability per visit to the workshops. The Center will serve 21 of our stores in the region of Guarulhos and East Zone of SP and will have the capacity to prepare 600 vehicles per month and 300 after-sales tickets, with capacity for expansion, freeing up space in the stores for the expansion of the show room.

Performance of After-Sales in the Light Vehicle Segment

	1Q25	1Q24	YoY	4Q24	QoQ
Gross Revenue (R\$m)	269	261	3,1%	268	0,6%
Revenue per After-Sales Visit (R\$)	3.333	2.928	13,8%	2.806	18,8%
Gross Margin of After-Sales (%)	45%	47%	(2,1) p.p	44%	0,6 p.p

4) HEAVY VEHICLES



4) a. TRUCKS AND BUSES

In the first quarter of 2025, the Trucks and Buses segment recorded a 41.9% increase in revenue, totaling R\$ 432,5 million, when compared to 1Q24. This result reflects the increase in the average ticket by 17%, while the volume of sales remained in line. In the period, the decrease in margin is mainly explained by the increase in revenue via direct sales with a lower margin than practiced, due to the tax incentive given by the government of Rio Grande do Sul. The segment has demonstrated resilience and great potential to generate value for the business.

Performance of Trucks and Buses Sales

	1Q25	1Q24	YoY	4Q24	QoQ
Gross Revenue (R\$m)	432,5	304,7	41,9%	268,6	61,0%
Quantity of Trucks and Buses Sold (units)	1.685,0	1.700,0	-0,9%	1.082,0	55,7%
Gross Margin of Trucks and Buses (%)	15,4%	16,2%	(1) p.p	17,5%	(2) p.p



4) b. AGRO AND MACHINERY

In the Agro and Machinery segment, we maintain our perspective of gradual improvement over the next few quarters. Gross revenue for this segment was R\$ 214,0 million. Although we observed a reduction in sales volume in the period, the margin was 11.6%, 4 p.p. higher than in the same period of the previous year, showing a significant improvement in the indicator. We remain focused on the mitigation strategies implemented since 2024 to reduce the impacts of the agro environment.

Performance of AGRO and Machinery	1Q25	1Q24	YoY	4Q24	QoQ
Gross Revenue (R\$mnn)	214,0	252,7	-15,3%	196,4	9,0%
Quantity of AGRO and Machinery Sold (units)	441,0	501,0	-12,0%	605,0	-27,1%
Average Ticket (R\$ 000)	485,3	504,3	-3,8%	324,7	49,5%
Gross Margin of AGRO and Machinery (%)	11,6%	7,9%	4 p.p	-0,1%	12 p.p

4) c. AFTER-SALES

AFTER-SALES SERVICES

Aftermarket services consider revenues from the sale of parts, accessories, and services. For the heavy segment, given the characteristics of the vehicles, after-sales services are even more relevant, revenues from this business line totaled R\$ 269,6 million in 1Q25, which represents a significant increase of 21.5% when compared to the same period of the previous year. These results reflect our dedication to improving the aftermarket structure and synergies observed in the light segment for the heavy vehicle segment.

Performance of After-Sales in the Heavy Vehicle Segment	1Q25	1Q24	YoY	4Q24	QoQ
Gross Revenue (R\$mnn)	269,6	221,9	21,5%	218,0	23,6%
After Sales Revenue per heavy vehicle sold (R\$)	126.805,6	100.799,6	25,8%	129.245,6	-1,9%



NET REVENUE

In 1Q25, AUTOMOB's consolidated net revenue increased by 10% when compared to 1Q24, totaling R\$ 3.2 billion, with emphasis on the increase in sales volume of light vehicles, especially used vehicles, which grew 31.5%, and the growth in the truck and bus segment, which grew by 32%.

Consolidated Revenue	1Q25	1Q24	YoY	4Q24	QoQ
Gross Revenue - Light Vehicles	2.277,8	2.123,8	7,2%	2.719,8	-16,3%
Gross Revenue - Trucks and Buses	586,4	442,9	32,4%	404,5	45,0%
Gross Revenue - AGRO and Machinery	329,8	336,4	-2,0%	278,6	18,4%
Consolidated Gross Revenue	3.193,9	2.903,1	10,0%	3.402,9	-6,1%
(-) Deductions from Gross Revenue	(194,9)	(175,2)	11,2%	(198,0)	-1,6%
Consolidated Net Revenue	2.999,1	2.727,9	9,9%	3.204,9	-6,4%

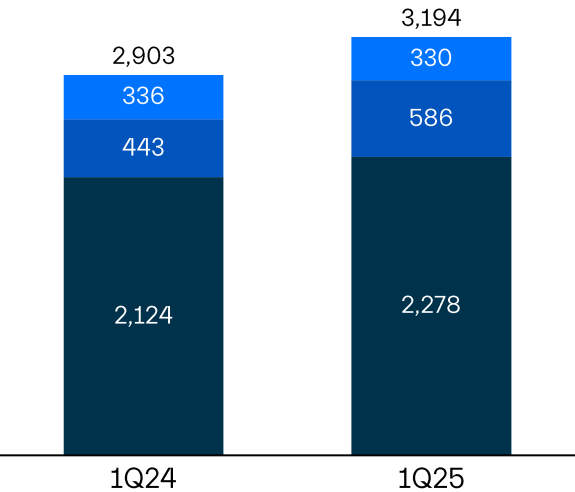
GROSS PROFIT AND GROSS MARGIN

Consolidated gross profit reached R\$ 421 million in 1Q25, 4% higher than in the same period last year and in line with the previous quarter. Despite the higher gross profit in the period, the consolidated margin fell 1 p.p. year-on-year and increased 1 p.p. when compared to the previous quarter.

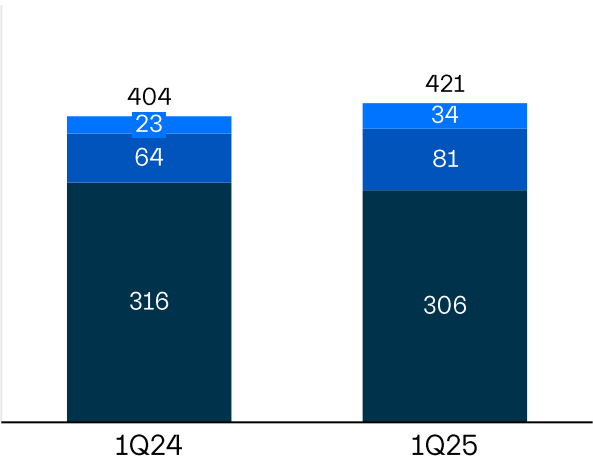
The result reflects the drop in gross profit of light vehicles of 8% in the annual comparison, offsetting the increase in gross profit of heavy vehicles of 50% also in the annual comparison.

Consolidated Gross Profit and Gross Margin	1Q25	1Q24	YoY	4Q24	QoQ
Gross Profit - Light Vehicles (R\$ Mn)	306,0	316,5	-3,3%	354,0	-13,6%
Gross Margin - Light Vehicles	14,0%	15,5%	(1,5) p.p	13,6%	0,5 p.p
Gross Profit - Heavy Vehicles (R\$ Mn)	115,1	87,1	32,2%	63,3	81,9%
Gross Margin - Heavy Vehicles	14,1%	12,7%	1,4 p.p	10,7%	3,4 p.p
Consolidated Gross Profit (R\$ Mn)	421,1	403,5	4,3%	417,3	0,9%
Consolidated Gross Margin (%)	14,0%	14,8%	(0,8) p.p	13,0%	1,0 p.p

Gross Revenue Evolution:
(R\$ million)



Gross Profit Evolution:
(R\$ million)



5) AUTOMOB – CONSOLIDATED



OPERATING EXPENSES, EBIT AND EBITDA

The Company's operating expenses are mainly segregated into commercial and administrative expenses. In the first quarter of 2025, operating expenses totaled R\$ 286.1 million, equivalent to 9.5% of net revenue, versus 10.8% compared to the same period of the previous year.

Consolidated Adjusted EBITDA totaled R\$ 130 million in 1Q25, representing a growth of 17.7% compared to 1Q24. The result is mainly a reflection of the better performance of the light segment, with emphasis on the higher sales volume of used vehicles, the improvement in the margin of new vehicles and the growth in F&I revenue.

Operating Expenses, EBIT and EBITDA	1Q25	1Q24	YoY	4Q24	QoQ
Commercial Expenses	(175,7)	(174,8)	0,5%	(209,9)	-16,3%
<i>% Consolidated Net Revenue</i>	5,9%	6,4%	(0,6) p.p	6,6%	(0,7) p.p
Administrative Expenses	(116,3)	(113,3)	2,7%	(107,3)	8,4%
<i>% Consolidated Net Revenue</i>	3,9%	4,2%	(0,3) p.p	3,3%	0,5 p.p
Other Operating Income (Expenses)	5,8	(7,2)	-181,0%	(38,5)	n.a.
<i>% Consolidated Net Revenue</i>	0,2%	-0,3%	0,5 p.p	-1,2%	1,4 p.p
Other Operating Income (Expenses)	(286,1)	(295,3)	-3,1%	(355,7)	-19,6%
<i>% Consolidated Net Revenue</i>	9,5%	10,8%	(1,3) p.p	11,1%	(1,6) p.p
EBIT (R\$m)	80,6	69,3	16,3%	(20,8)	n.a.
<i>EBIT Margin (%)</i>	2,7%	2,5%	0,1 p.p	-0,7%	3,3 p.p
Depreciation and Amortization (R\$m)	(54)	(39)	39%	(82)	-34%
EBITDA (R\$m)	135,0	108,3	24,7%	61,6	119,2%
<i>EBITDA Margin (%)</i>	4,5%	4,0%	0,5 p.p	2%	2,6 p.p
Adjusted EBITDA (R\$m)	130,1	110,5	17,7%	126,7	2,7%
<i>Adjusted EBITDA Margin (%)</i>	4,3%	4,1%	0,3 p.p	4,0%	0,4 p.p

FINANCIAL RESULT

Net financial income totaled R\$121.7 million in 1Q25. Compared to the same period of the previous year, there was an increase of 44.6%, mainly due to the increase in gross debt and interest rates. Among the main lines that make up the financial expense in 1Q25, we highlight: i) Interest on loans and financing, leases and debentures in the amount of R\$101.7 million and ii) interest on the lease of the right of use, financial discounts, bank expenses, among others in the amount of R\$54.9 million.

Financial Result (R\$m)	1Q25	1Q24	YoY	4Q24	QoQ
Financial Income	35,0	23,9	46,2%	14,0	149,1%
Financial Expenses	(156,6)	(108,0)	45,0%	(132,9)	17,9%
Net Financial Result	(121,7)	(84,1)	44,6%	(118,9)	2,4%
Interest on Right of Use (IFRS 16)	(14)	(14)	0,0%	-	0%
Net Financial Result with IFRS 16 Interest	(135,4)	(97,8)	38,4%	(118,9)	14%



5) AUTOMOB – CONSOLIDATED

NET INCOME

In the first quarter of 2025, we recorded an adjusted net loss of R\$ 35.4 million. This result reflects the increase in gross debt and the consequent increase in financial expenses and the amortization of goodwill from acquisitions.

Importantly, the current net profit does not yet capture AUTOMOB's value-generating potential, the numerous synergies and ongoing integration and optimization processes, which are in the early stages of execution.

Net Income (R\$m)	1Q25	1Q24	YoY	4Q24	QoQ
Profit Before Income Tax and Social Contribution	(41,1)	(14,8)	176,7%	(139,7)	-70,6%
Income Tax and Social Contribution (Current)	(8,5)	(25,5)	-66,8%	(56,2)	-84,9%
Income Tax and Social Contribution (Deferred)	14,2	35,7	-60,1%	97,5	-85,4%
Net Profit (Loss)	(35,3)	(4,7)	645,3%	(98,4)	-64,1%
Net Margin (%)	-1,2%	-0,2%	(1) p.p	-3,1%	2 p.p
Adjusted Net Profit (Loss)	(35,4)	7,2	-592,7%	(57,0)	-37,9%
Adjusted Net Margin (%)	-1,2%	0,3%	(1) p.p	-1,8%	1 p.p

INVESTMENTS

In the first quarter of 2025, it was R\$ 90.3 million, mainly intended for the purchase of test-drive vehicles, improvements in third-party properties (renovation of existing stores and adaptation of space for new stores), furniture and utensils, among other operational investments.

Investments	1Q25	1Q24	YoY	4Q24	QoQ
Expansion/Maintenance (R\$m)	50,2	17,6	185,4%	58,7	-14,6%
Test-Drive Vehicles (R\$m)	40,1	26,5	51,3%	25,2	59,3%
Gross Investment (R\$m)	90,3	44,1	104,8%	83,9	7,6%
Asset Sales (R\$m)	(26,0)	(17,1)	52,0%	(18,6)	40,0%
Net Investment (R\$m)	64,3	27,0	138,3%	65,3	-1,6%

WORKING CAPITAL

In 1Q25, the operating working capital requirement decreased by R\$106 million, an efficiency mainly generated by the decrease in inventories paid and accounts receivable. Following our plan for a better allocation of resources and faster turnover of our inventories.

We remain dedicated to improving efficiency in resource allocation, with a special focus on agribusiness utility inventories.

CASH GENERATION

Operating cash generation of R\$321.6 million, reflecting better working capital management. Free cash generation of R\$ 144.6 million, after cash flow with investments (R\$ 92 million) and financing (R\$ 85 million), following our commitment to prepare points of sale to capture the maximum possible value and provide the best experience to our customers.



INDEBTEDNESS AND LEVERAGE

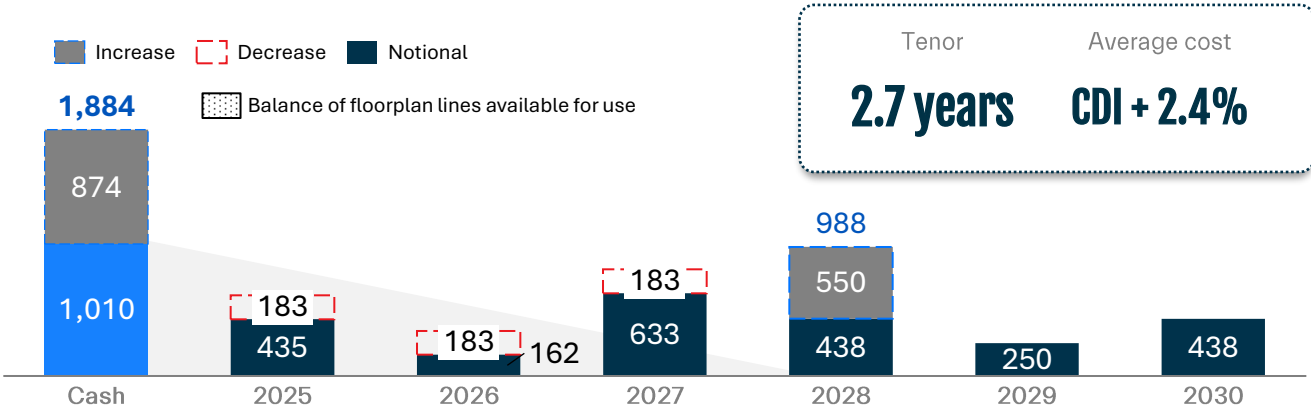
As of March 31, 2025, AUTOMOB's gross debt was R\$ 2.9 billion, with an average term of approximately 2.7 years, with an average cost of CDI + 2.4%.

In the same period, the available balance was R\$1.0 billion, which guarantees the coverage of debt maturities in the next 24 months. Leverage at the end of 1Q25 was 3.6x.

Endividamento e alavancagem	1Q25	1Q24	YoY	4Q24	QoQ
Dívida bruta (R\$m)	2.956,5	1.985,7	48,9%	2.969,0	-0,4%
Curto prazo (R\$m)	577,4	118,6	386,7%	549,0	5,2%
Longo prazo (R\$m)	2.379,2	1.867,1	27,4%	2.339,0	1,7%
Instrumentos Financeiros e Derivativos	49,5	7,8	534,2%	81,0	-38,9%
Dívida bruta Excluindo Derivativos (R\$m)	2.907,0	1.977,9	47,0%	2.888,0	0,7%
Custo médio da dívida bruta (a.a.)	16%	14%	3 p.p	15%	1 p.p
Prazo médio da dívida bruta (anos)	2,7	3,2	-0,5	2,9	-0,1
Caixa (R\$m)	1.010	1.017	-1%	941	7%
Dívida líquida (R\$m)	1.897	953	99%	1.866	2%
Custo médio da dívida líquida pós-impuestos (a.a.)	11%	9%	2 p.p	10%	1 p.p
EBITDA Ajustado UDM (R\$m)	530	401	32%	510	4%
Dívida líquida/EBITDA Ajustado	3,6	2,4	1,2	3,7	0,1

GROSS DEBT AMORTIZATION SCHEDULE

On May 5, 2025, the Debenture Holders, representing 95.34% of the outstanding Debentures, approved, without any abstentions and dissenting votes, the change in the Maturity Date provided for in Clause 4.6 of the Deed of Issue from May 15, 2027 to May 15, 2028;



Below we present a view of the net debt including AUTOMOB's cash balance, in cash equivalents, in the Dealership Capitalization Funds For the purposes of this earnings release, we made an analysis considering the value of the dealership capitalization fund to the cash equivalents. This is a resource that can be used in case of

Adding Utility Capitalization Funds to Cash
Equivalents

Gross Debt	2,901
Cash and cash equivalents	1,010
Capitalization Fund	136
Net debt	1,755
Adjusted EBITDA	530

Net Debt / Adjusted
EBITDA 3.3 x

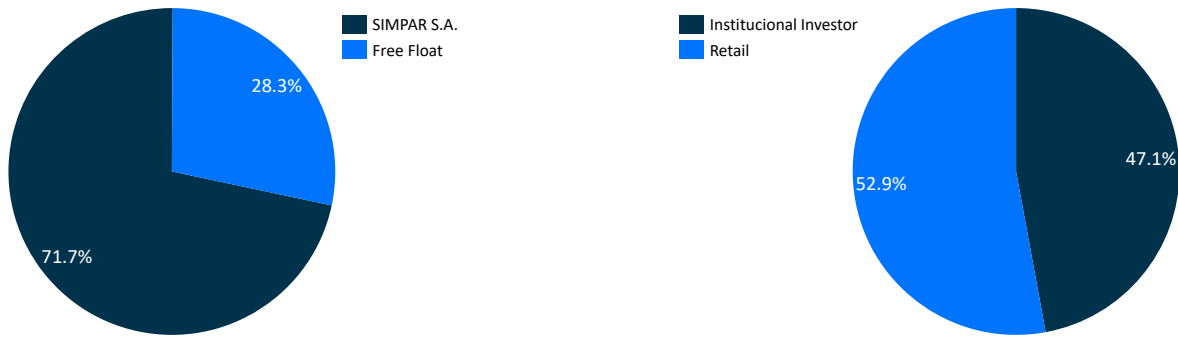
6) CAPITAL MARKETS

STOCK PERFORMANCE



The position of individual shareholders decreased by 9% compared to the previous quarter. The number of institutional institutions increased by 14.2% in the same comparison. On 03/31/2025, AUTOMOB (AMOB3) shares were quoted at R\$ 0.25/share, representing a market value of R\$ 451 million, considering the 1,804,302,852 outstanding shares.

Shareholding Structure



Note 1 - includes direct and indirect participation; Note 2 - considers minority shareholders AUTOMOB

REVERSE SPLIT OF SHARES

On April 25, 2025, the Company announced to the market, in compliance with the provisions of article 157, paragraph 4, of Law No. 6,404, of December 15, 1976, as amended ("Brazilian Corporation Law"), pursuant to Resolution No. 44 of the Brazilian Securities and Exchange Commission (CVM), of August 23, 2021, and, following the Company's Material Fact of February 14, 2025 and March 25, 2025, that the Company's shareholders approved, at an Extraordinary Shareholders' Meeting ("Meeting"), the reverse split of all the registered, book-entry common shares with no par value, issued by the Company ("Shares") in the ratio of 50:1, so that each lot of 50 Shares is grouped into 1 share, without modification of the capital stock, pursuant to Article 12 of Law No. 6,404/76 ("Reverse Split"). After the Reverse Split, the Company's capital stock will remain in the amount of R\$2,513,816,994.58, but will be divided into 37,886,057 common shares, all registered, book-entry and without par value.

7) APPENDIX



AUTOMOB Group Income Statement (R\$ Thousands)	1Q2024	4Q2024	1Q2025	Chg% 1Q25 / 1Q24	Chg% 1Q25 / 4Q24
Total Gross Revenue	2.903.099	3.403.953	3.193.949	10,02%	-6,17%
Total Net Revenue	2.727.702	3.205.823	2.999.092	9,95%	-6,45%
Net Revenue from Vehicle and Service Sales	2.710.583	3.187.238	2.980.306	9,95%	-6,49%
Net Revenue from Asset Sales	17.119	18.585	18.787	9,74%	1,08%
Total Cost	(2.324.156)	(2.788.603)	(2.578.019)	10,92%	-7,55%
Cost of Vehicle and Service Sales	(2.310.387)	(2.773.086)	(2.560.376)	10,82%	-7,67%
Cost of Asset Sales	(13.769)	(15.517)	(17.643)	28,14%	13,70%
Gross Profit	403.546	417.220	421.073	4,34%	0,92%
Gross Margin %	14,8%	13,0%	14,0%	(0,8) p.p	1,03 p.p
Commercial Expenses	(174.783)	(209.934)	(175.651)	0,50%	-16,33%
Administrative Expenses	(113.287)	(107.478)	(116.309)	2,67%	8,22%
Provision for Expected Losses ("Impairment") on Accounts Receivable	(5.041)	(28.120)	(2.019)	-59,95%	-92,82%
Other Operating Income (Expenses), Net	(2.178)	4.073	7.864	-461,09%	93,08%
Depreciation and Amortization	(30.778)	(54.646)	(41.348)	34,34%	-24,34%
Goodwill Amortization	(8.177)	(27.598)	(12.995)	58,92%	-52,91%
EBIT	69.302	(6.483)	80.615	16,32%	n.a
EBIT Margin on Net Service Revenue	2,54%	-0,20%	2,69%	0,1 p.p	2,89 p.p
Net Financial Result	(84.143)	(120.870)	(121.682)	44,61%	0,67%
Income Tax and Social Contribution	10.104	41.021	5.753	-43,06%	-85,98%
Net Profit	(4.737)	(86.332)	(35.314)	645,53%	-59,09%
Net Margin	-0,17%	-2,69%	-1,18%	(1,0) p.p	1,52 p.p
EBITDA	108.257	75.761	134.958	24,66%	78,14%
EBITDA Margin	4,0%	2,4%	4,5%	0,5 p.p	2,14 p.p

EBITDA Reconciliation	1Q2024	4Q2024	1Q2025	Chg% YoY	Chg% QoQ
Net Profit for the Period	(4.737)	(86.332)	(35.314)	645,53%	-59,09%
Net Margin	-0,17%	-2,69%	-1,18%	(1,0) p.p	1,52 p.p
(+) Income Tax and Social Contribution	(10.104)	(41.021)	(5.753)	-43,06%	-85,98%
(+) Net Financial Result	84.143	120.870	121.682	44,61%	0,67%
(+) Depreciation and Amortization	30.778	54.646	41.348	34,34%	-24,34%
(+) Goodwill Amortization	8.177	27.598	12.995	58,92%	-52,91%
EBITDA	108.257	75.761	134.958	24,66%	78,14%

EBITDA Reconciliation	1Q2024	4Q2024	1Q2025	Chg% YoY	Chg% QoQ
Accounting EBITDA	108.257	75.761	134.958	24,66%	78,14%
Extemporaneous Tax Credits	-	(2.189)	-	n.a	n.a
Inventory Impairment	-	31.798	-	n.a	n.a
PDD Adjustment on Accounts Receivable	-	24.208	-	n.a	n.a
Administrative Expenses	2.281	11.363	(4.836)	n.a	n.a
Non-recurring Effects of Climatic Events	-	-	-	n.a	n.a
Accounting Provisions Adjustment	-	-	-	n.a	n.a
Recurring Adjusted EBITDA	110.537	140.942	130.122	17,72%	-7,68%
	4,1%	4,4%	4,3%	0,3 p.p	(0,06) p.p

Net Profit Reconciliation	1Q2024	4Q2024	1Q2025	Chg% YoY	Chg% QoQ
Accounting Net Profit	(4.737)	(86.332)	(35.314)	n.a	n.a
Extemporaneous Tax Credits	-	104	-	n.a	n.a
Inventory Impairment	-	20.987	(3.192)	n.a	n.a
PDD Adjustment on Accounts Receivable	10.417	(2.670)	-	n.a	n.a
Administrative Expenses	-	8.521	(952)	n.a	n.a
Non-recurring Effects of Climatic Events	-	-	-	n.a	n.a
Financial Result	-	15.821	-	n.a	n.a
PPA Amortization	1.505	16.682	5.023	n.a	n.a
Accounting Provisions Adjustment	-	-	-	n.a	n.a
Adjusted Net Profit	7.185	(26.887)	(34.435)	n.a	n.a
Adjusted Net Margin	0,3%	-0,8%	-1,1%	(1,4) p.p	(0,31) p.p





7) APPENDIX

Assets	Note	Parent company		Consolidated	
		03/31/2025	12/31/2024	03/31/2025	12/31/2024
Current assets					
Cash and cash equivalents	7	95,750	1,758	223,347	78,741
Marketable securities and financial investments	8	560,857	729,814	575,468	676,935
Derivative financial instruments	6.3b	-	-	49,464	80,967
Trade receivables	9	119,441	129,351	640,958	750,497
Inventories	10	88,650	70,386	2,808,009	2,961,519
Taxes recoverable	11	16,665	11,333	172,805	165,177
Income tax and social contribution recoverable	21.4	36,159	34,278	263,150	258,425
Other intercompany credits	24.1	757,594	659,324	-	-
Prepaid expenses		5,825	3,536	49,918	30,387
Advances from third parties		14,554	4,908	195,035	228,808
Other credits		5,101	1,488	276,719	131,516
		1,700,596	1,646,176	5,254,873	5,362,972
Noncurrent assets					
Long-term assets					
Marketable securities and financial investments	8	-	-	210,265	185,462
Trade receivables	9	-	-	5,280	6,560
Taxes recoverable	11	772	6,966	125,230	137,547
Deferred income tax and social contribution	21.1	36,016	23,012	300,992	286,277
Judicial deposits	22.1	159	159	55,310	53,888
Fund for capitalization of authorized dealerships	12	-	-	136,353	121,848
Indemnification assets	23	-	-	73,345	72,484
Other credits		1,833	28,861	36,447	71,896
		38,780	58,998	943,222	935,962
Investments	13	3,109,839	3,126,234	-	-
Property and equipment	14	18,996	17,814	1,354,293	1,293,772
Intangible assets	15	16,215	16,232	1,305,402	1,317,096
		3,183,830	3,219,278	3,602,917	3,546,830
		4,884,426	4,865,454	8,857,790	8,909,802
Total assets					
Liabilities					
	Note	Parent company		Consolidated	
		03/31/2025	12/31/2024	03/31/2025	12/31/2024
Current liabilities					
Trade payables	16	52,140	58,033	832,926	1,037,401
Floor plan	17	-	-	708,947	747,045
Loans, financing and debentures	18	215,128	162,835	577,359	548,706
Right-of-use leases	20	1,160	806	96,086	112,854
Social and labor liabilities		4,068	6,202	138,611	133,394
Income tax and social contribution payable	21.4	-	-	7,232	7,605
Tax liabilities		1,356	1,642	97,737	117,161
Dividends payable	24.1	31,049	37,197	31,049	37,197
Advances from customers	19	2,470	10,716	576,756	397,252
Other intercompany payables	24.1	369,848	376,116	-	-
Payables for the acquisition of companies	25	-	-	81,463	126,660
Other payables		21,051	11,734	120,719	104,649
		698,270	665,281	3,268,885	3,369,924
Noncurrent liabilities					
Loans, financing and debentures	18	1,884,642	1,861,782	2,379,150	2,338,811
Right-of-use leases	20	1,280	1,073	400,161	352,972
Tax liabilities		-	-	1,816	1,954
Provision for judicial and administrative litigation	22.2	-	-	110,909	109,759
Related parties	24.1	-	-	-	855
Deferred income tax and social contribution	21.1	-	-	-	423
Payables for the acquisition of companies	25	4,982	3,775	388,688	405,249
Other payables		32,706	30,961	45,635	27,273
		1,923,610	1,897,591	3,326,359	3,237,296
		2,621,880	2,562,872	6,595,244	6,607,220
Total liabilities					
Equity					
Share capital	26.1	2,513,817	2,513,817	2,513,817	2,513,817
Earnings reserves	26.2	213,590	213,590	213,590	213,590
Other comprehensive income		(6,679)	(1,957)	(6,679)	(1,957)
Equity adjustments		(422,868)	(422,868)	(422,868)	(422,868)
Loss for the period		(35,314)	-	(35,314)	-
		2,262,546	2,302,582	2,262,546	2,302,582
Total equity					
Total liabilities and equity					
		4,884,426	4,865,454	8,857,790	8,909,802



7) APPENDIX



	Note	Parent company		Consolidated	
		03/31/2025	03/31/2024	03/31/2025	03/31/2024
Cash flows from operating activities					
Loss before income tax and social contribution		(48,318)	(4,460)	(41,067)	(14,841)
Adjustments to:					
Equity results from subsidiaries	13	16,741	5,284	-	-
Depreciation and amortization		602	489	54,343	38,955
Provision (reversal) for judicial and administrative litigation		-	-	1,150	806
Provision for expected credit losses ("impairment") of trade receivables	29	(1,202)	225	2,019	4,936
Write-off of property and equipment items		770	30	21,854	18,228
Provision for losses in inventories		411	139	3,748	777
Extemporaneous tax credits	29	-	-	241	298
Gains (losses) on derivative transactions		-	-	30,168	(6,376)
Interest and monetary variations on loans and financing, leases and debentures	30	74,076	8,115	83,105	93,890
Floor plan interest		-	-	2,631	3,233
		43,080	9,822	158,192	139,906
Trade receivables		11,112	(25,057)	108,800	(77,465)
Inventories		(18,675)	13,876	149,762	103,386
Trade payables and floor plan		(5,893)	5,036	(242,573)	(20,325)
Labor and tax liabilities, and taxes recoverable		(1,558)	(1,069)	(9,897)	(15,739)
Other current and noncurrent assets and liabilities		(94,103)	2,849	99,868	110,864
		(109,117)	(4,365)	105,960	100,721
Income tax and social contribution paid and withheld		(1,881)	(83)	(13,569)	(25,302)
Interest paid on loans and financing, leases and debentures		(992)	(47)	(2,966)	(10,759)
Floor plan interest paid		-	-	(2,631)	-
Redemptions of (investments in) marketable securities and financial investments		168,957	(6,632)	76,664	(87,122)
Net cash generated (used) by operating activities		100,047	(1,305)	321,650	117,444
Cash flows from investing activities					
Acquisitions of companies, net of cash		-	-	-	(60,660)
Acquisition of property and equipment	14	(1,691)	(2,082)	(90,299)	(69,823)
Acquisition of intangible assets	15	-	-	(1,959)	(730)
Net cash used by investing activities		(1,691)	(2,082)	(92,258)	(131,213)
Cash flows from financing activities					
Payment of derivatives		-	-	(3,387)	-
Payment for the acquisition of companies		-	-	(61,758)	(2,706)
New loans, financing and debentures	18 and 20	-	-	-	4,077
Floor plan funding		-	-	126,794	235,077
Payment of loans and financing, leases, debentures and floor plan		1,784	(262)	(13,493)	(22,938)
Amortization of floor plan		-	-	(126,794)	(235,077)
Dividends paid		(6,148)	-	(6,148)	-
Net cash used by financing activities		(4,364)	(262)	(84,786)	(21,567)
Net increase (decrease) in cash and cash equivalents		93,992	(3,649)	144,606	(35,336)
Cash and cash equivalents					
At the beginning of the period		1,758	4,125	78,741	115,153
At the end of the period		95,750	476	223,347	79,817
Net increase (decrease) in cash and cash equivalents		93,992	(3,649)	144,606	(35,336)





8) GLOSSARY

Operating Segments: the businesses of the AUTOMOB PARTICIPAÇÕES Group were divided into two operating segments whose activities basically consist of:

- **Light vehicles:** selling new and used vehicles (passenger cars, commercial vehicles and motorcycles), parts, accessories, mechanical, bodywork and painting services, armoring services, marketing of electric vehicles and intermediation services in the sale of financing and insurance;
- **Heavy vehicles:** commercialization of trucks, machinery and equipment, resale of trucks, used machinery and equipment, parts, machinery and accessories, provision of mechanical, bodywork and painting services;

F&I: the F&I sector offers different financing options to facilitate the acquisition of the vehicle, presenting customized alternatives according to the profile and needs of each customer:

- **Insurance:** Auto insurance options, with protection against theft, accidents and other unforeseen events. In addition to insurance tires, mirrors, etc;
- **Extended Warranty:** The extended warranty is an additional product offering that extends the vehicle's original coverage, after the factory warranty expires;
- **Aggregate Products:** in addition to financial services, F&I sells aggregate products such as vehicle beautification, armor.
- **Sales:** It includes all products sold and services provided after the sale of the vehicles (services, parts, service, warranties), including:
- **Services and workshop:** The dealership's workshop is responsible for carrying out preventive and corrective revisions and maintenance to ensure that the vehicle preserves its performance and safety over time;
- **Parts and accessories:** Parts and accessories meet the needs of component replacement and vehicle customization, always using original items that maintain the quality and authenticity of the product.
- Stores:
 - Heavy vehicles: 60 stores, 9 states:
 - Trucks and buses: 19 stores, 5 states;
 - Transrio: 14 stores;
 - Tietê: 3 stores;
 - Used Cars World of the Truck: 2 stores;
 - Agro and Machinery: 41 stores, 4 states;
 - Fendt and Valtra: 34 stores;
 - Komatsu: 7 stores.
 - Light vehicles: 132 stores, 6 states:
 - São Paulo: 94;
 - Maranhão: 23;
 - Paraná: 11;
 - Santa Catarina: 2;
 - Mato Grosso: 1;
 - Paraíba: 1.

