















AUTOMOB

2Q26 Results

August.12.2026

UMA EMPRESA DO GRUPO SIMPAR

AMOB
B3 LISTED NM

DISCLAIMER

This Earnings Release presentation is intended to detail the combined financial and operational results of AUTOMOB Participações S.A. (“AUTOMOB”).

Some of the statements and considerations contained herein comprise additional unaudited or unreviewed information and are based on the current assumptions and views of the Company's management that may cause actual results, performance and future events to vary materially. Words such as “anticipate,” “believe,” “estimate,” “expect,” “plan,” “goal,” and other similar expressions, when referring to AUTOMOB, are intended to identify forward-looking statements.

Actual results, performance, and events may differ materially from those expressed or implied in these statements due to various factors, including general and economic conditions in Brazil and other countries, interest rates, inflation, and exchange rate levels, changes in laws and regulations, and general competitive factors (globally, regionally, or nationally).

Accordingly, the Company’s management assumes no responsibility for the conformity or accuracy of the additional unaudited or unreviewed information discussed in this report, which should be independently reviewed and interpreted by shareholders and market agents, who are expected to conduct their own analyses and draw their own conclusions regarding the results disclosed herein.

AUTOMOB

+5.7 K Employees

190 STORES



Leadership and Relevance In The Regions Where We Operate

06/30/2026 LTM

SCALE
Strength, Credibility, and Governance at the Service of Our Customers

- **157 K** Sold Vehicles
- **R$ 14.2 Bn** Gross Revenue
- **R$ 559 Mn** Adjusted EBITDA[1]

DIVERSIFICATION
Broad Portfolio of brands, products and services in several regions

- **38** Brands
- **12** States
- **61** Cities

PROFITABILITY
Services provide new growth opportunities with higher profitability

- **42%** % Light Vehicles Gross Profit from F&I and After Sales
- **+27% Y/Y** Light Vehicles F&I Growth
- **+11.9% Y/Y** Light Vehicles After Sales Growth

VALUE CREATION
Multiple Business Lines:
Largest Used-Vehicle Appraisal Platform[2] and Brazil's largest vehicle financing platform [3]

- **100 k** Appraised Used Vehicles
- **27 k** Purchases of Used Vehicles Trade-In and Direct Purchase
- **R$ 2.6 Bn** Financing Through 22 Financial Institutions

Number of Stores

- 130 Light Vehicles
- 34 Agriculture Line
- 19 Trucks and Buses
- 7 Construction and Mining Equipment



(1) The reconciliation of Adjusted EBITDA is presented in the Exhibits to this document; (2) Leader in number of appraisals on the Autoavaliar platform, which has the highest volume of used vehicle appraisals in Brazil; (3) Highest volume of credit intermediated through the Fandi platform, including additional volumes from the SIMPAR group (R$ 70 million/month).

Highlights by Segment – 2Q26 VS. 2Q25

Consistent growth in sales volume and services, with no expansion of the store network

LIGHT VEHICLES



SOLID **GROWTH**
AND VALUE CREATION THROUGHOUT THE ENTIRE VEHICLE LIFECYCLE

14,164
New Vehicles Volume (Retail) [1]
+14.3% y/y

+22.6% y/y
Vehicles/mature store [2]

7,756
Used Vehicles (Excluding-Seu Carro) [3]
+11.6% y/y

+23.5% y/y
Vehicles/mature store [2]

R$ 3,117
F&I Gross Revenue per Vehicle [4]
+15.3% y/y

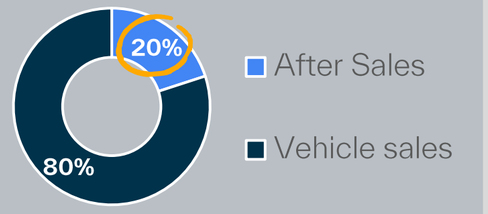
TRUCKS AND BUSES



GROWTH SIGNIFICANTLY OUTPACING THE MARKET

2,329
Volume
+17.6% y/y
Market: -2.7% y/y [5]

R$ 488 Mn
Gross Revenue



16.6%
Gross Margin
34.6%
After-Sales Gross Margin

AGRICULTURE & MACHINERY



IMPROVEMENT IN GROSS MARGIN AND CONTINUED REDUCTION IN PAID INVENTORY

R$ 28 Mn
Gross Profit
+23.4% y/y
on comparable basis

14.4%
Gross Margin
+5.2 p.p. y/y [6]
New Commercial Policy
↑ Service Pricing

R$ 174 Mn
Paid Inventory Reduction vs. 2Q25
-30.9% y/y

(1) Includes retail sales and direct retail sales, excluding direct wholesale sales; (2) Excludes the 13 stores opened less than one year ago; (3) Excludes 1,238 vehicles sold by the discontinued Seu Carro operation in 2Q25 and 13 vehicles in 2Q26; (4) Includes only vehicle sales through the showroom channel, as wholesale sales do not include F&I services; (5) ACAV (Brazilian Association of Volkswagen Truck & Bus Dealers) national vehicle registration report;; (6) In 2Q26, to provide a clearer view of the business, payroll expenses for administrative (non-productive) employees were reclassified from cost of goods sold to operating expenses, with no impact on EBIT, EBITDA, or Net Income.

Consolidated Highlights – 2Q26 VS. 2Q25

Adjusted EBITDA increases 24.8% y/y

VOLUME [1]

24,586

+12.9% y/y

GROSS PROFIT

R$ 524 Mn

+16.0% y/y

ADJUSTED EBITDA [2]

R$ 138 Mn

+24.8% y/y

GROSS REVENUE

R$ 3.7 Bn

+13.0% y/y

GROSS MARGIN

15.2%

+0.5 p.p. y/y

ADJ. EBITDA MARGIN [2]

4.0%

+0.4 p.p. y/y



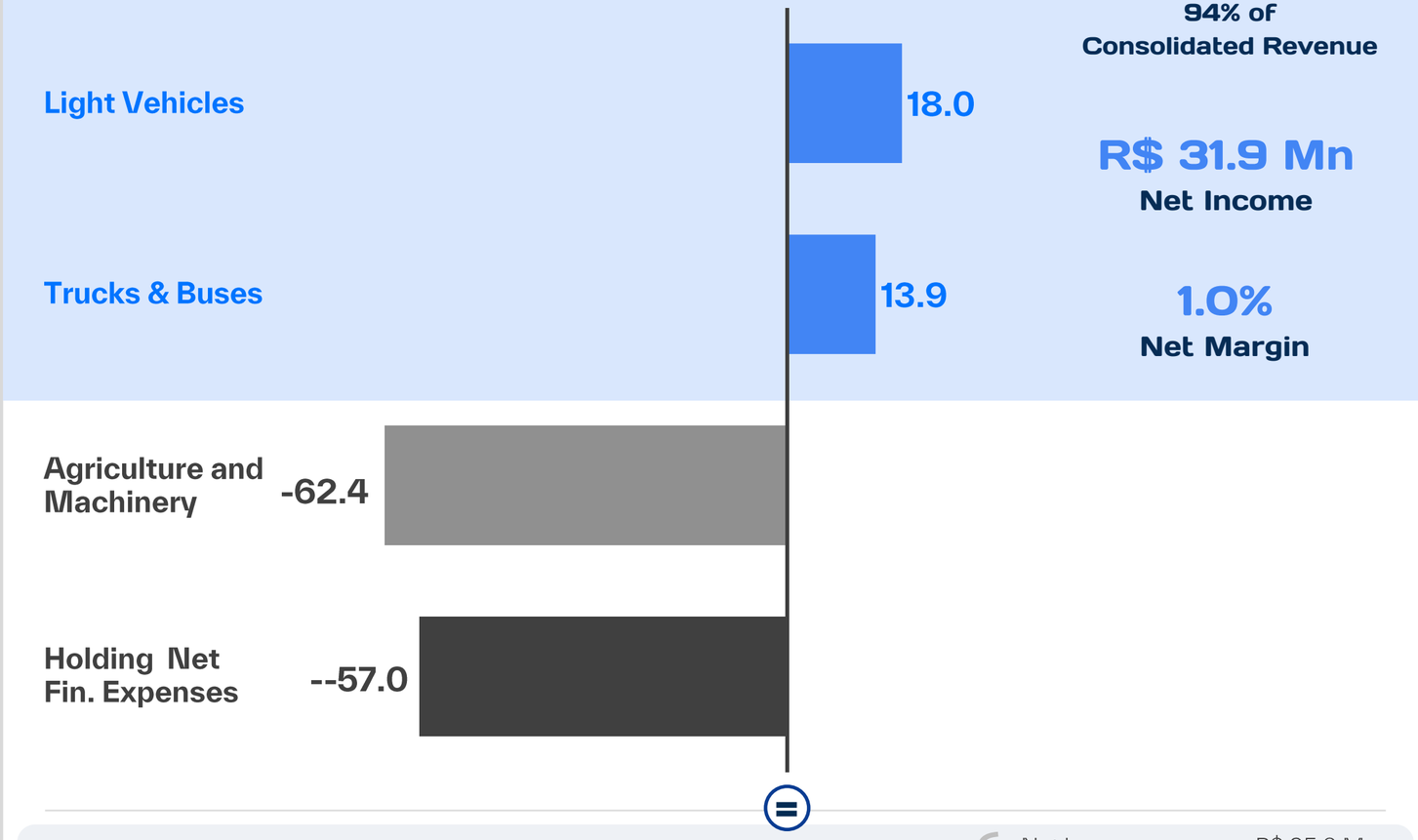
(1) Includes light and heavy vehicles, excludes direct wholesale sales of light vehicles, and excludes 1,238 vehicles sold by the discontinued Seu Carro operation in 2Q25 and 13 vehicles in 2Q26; (2) Adjustments to EBIT, EBITDA, and Net Income are presented in the Exhibits to this document.

Light Vehicles, Trucks and Buses: Net Income of R$ 31.9 million in 2Q26

EBIT Improves y/y; lower earnings driven by non-cash income taxes and net financial expenses

ADJUSTED NET PROFIT (LOSS) 2Q26

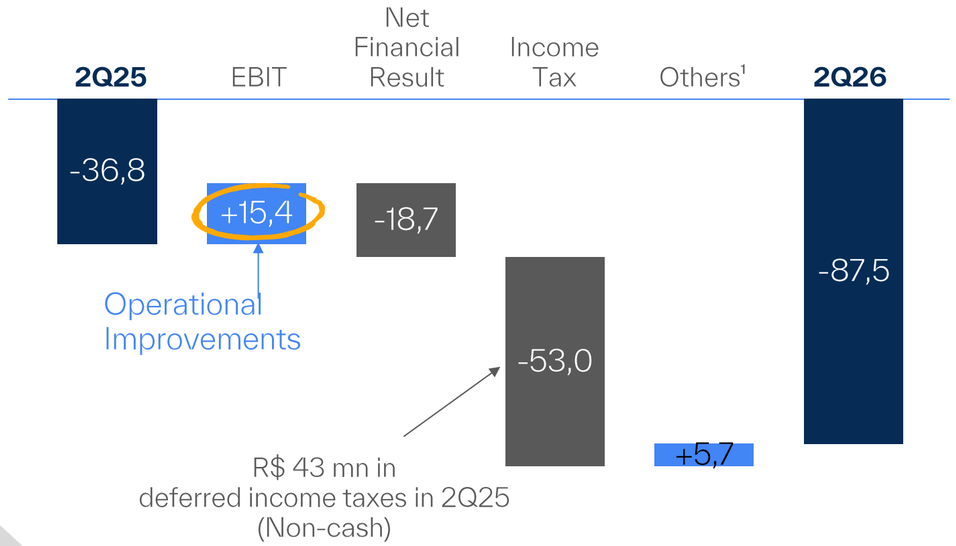
(R$ million)



Adjusted Net Income (Loss)	**-R$ 87.5 Mn**	Net loss: -R$ 95.0 Mn Non-recurring: (+) R$ 1.5 Mn PPA: (+) R$ 6.0 Mn

ADJUSTED NET LOSS – 2Q25 → 2Q26

(R$ billion) (R$ million)



Non-recurring items 2Q26: R$ 1.5 Mn

Sale of land: (+) R$ 25.7 mn

- Monetization of a non-operating asset, with a new store in a strategic location

Closure of Seu Carro: (-) R$ 7.3 mn

- Write-off of leasehold improvements and other, of which **R$ 6.5 mn was non-cash**

Other Non-Recurring Items: (-) R$ 19.9 mn

- Integration Expenses – **Prior-Period and Non-Cash**

Change in Net Income adjustments from 2Q25 to 2Q26: Includes PPA Amortization, Administrative Expenses, and Inventory Impairment.

AUTOMOB

Light Vehicles





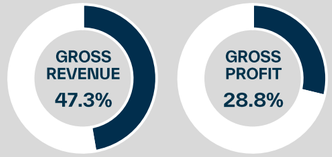


ALTA · A. R. Motors · Autostar · EURO IMPORT · GREEN AUTOMÓVEIS · HPoint · Quality · Original · RPoint · SONNERVIG · T•DRIVE

NEW LIGHT VEHICLES - RETAIL

Growth of 22.6% y/y in mature stores and higher productivity per point of sale

2Q26 CONSOLIDATED



OPERATING INDICATORS 2Q26

VEHICLES / MATURE STORE MONTH[1]
38un. +22.6% y/y

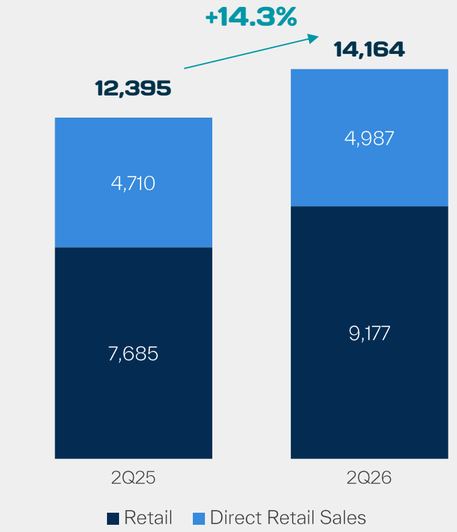
VEHICLES / STORE MONTH
36un. +16.9% y/y

2027 Guidance: 37 vehicles / store

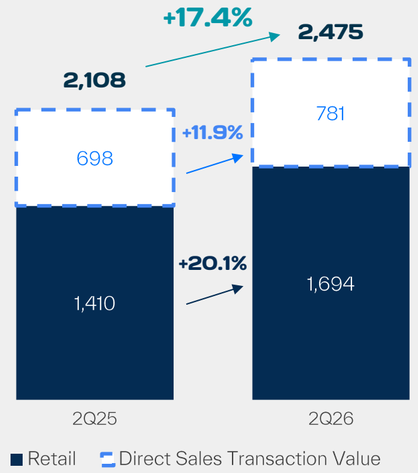
AVERAGE PRICE
R$ 174,8 k
+2.8% y/y

GROSS PROFIT / VEHICLE
R$ 10,644
–1.8% y/y

VOLUME
(units)

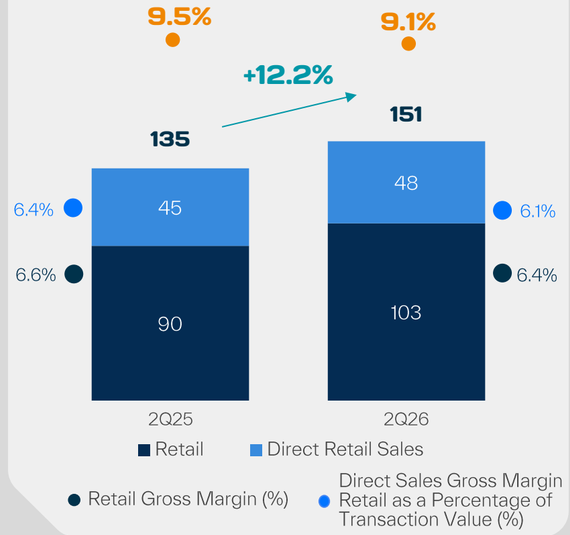


GROSS REVENUE
(R$ million)



GROSS PROFIT
(R$ million)

Gross Margin



STRATEGIC HIGHLIGHTS

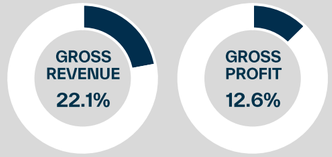
- **Mature stores: +22.6% y/y**
  13 stores in ramp-up (opened <1 year ago)
- **Retail gross revenue: +20.1% y/y**
  With no expansion in the number of stores
- **Transaction value: +11.9% y/y**
  Direct sales recognize only the commission as revenue
- **Diversified portfolio**
  Growth in line with the market in 1h26
- **Gross margin: -0.4 p.p. y/y**
  Focus on increasing turnover

(1) Excludes sales from 13 stores opened less than one year ago and still in the ramp-up phase; (2) Transaction value combines retail sales revenue with the full value of direct sales — a commission-based sales model — providing a more accurate measure of growth.

USED LIGHT VEHICLES

Growth of 23.5% y/y in mature stores and higher productivity per point of sale

2Q26 CONSOLIDATED



OPERATING INDICATORS 2Q26

VEHICLES / MATURE STORE MONTH
21un. +23.5% y/y

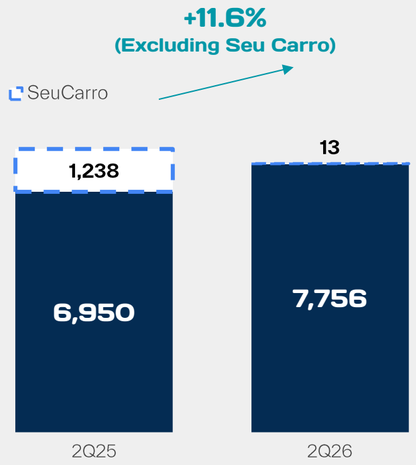
VEHICLES / STORE MONTH
20un. +14.2% y/y

2027 Guidance: 1.0x Used-to-New Ratio vs. 0.5x in 2Q26[1]

AVERAGE PRICE
R$ 104.8 k
+14.8% y/y

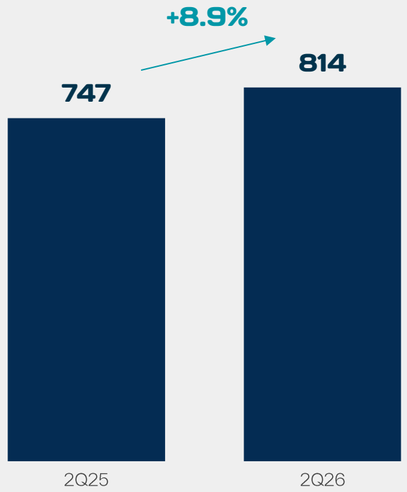
GROSS PROFIT / VEHICLE
R$ 8,486
+2.5% y/y

VOLUME
(units)

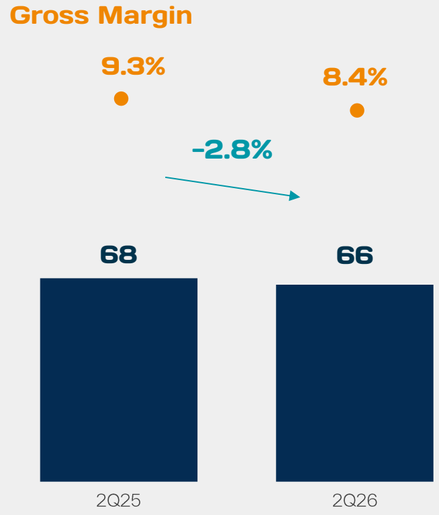


38.3% % Wholesale 34.8%

GROSS REVENUE
(R$ million)



GROSS PROFIT
(R$ million)



STRATEGIC HIGHLIGHTS

- **Closure of Seu Carro**
  Closure of 15 stores in April 2026
- **Sales volume up 11.6% y/y**
  6.4 p.p. growth above market in 2Q26
- **Mature stores: +23.5% y/y**
  13 stores in ramp-up (opened <1 year ago)
- **Gross margin: -0.9 p.p. y/y**
  Focus on increasing turnover
- **Gross profit / vehicle: +2.5% y/y**
  Focus on profitability per vehicle sold

(1) Used-to-new ratio based on vehicles sold at retail, excluding direct wholesale sales; (2) Compares used vehicle sales (including showroom sales and sales through the wholesale desk) with data reported by FENAUTO.

BRAZIL'S LARGEST RESALE AND APPRAISAL DESK[1]

Inventory appraised and sourced at competitive cost, and resold to approximately 3,000 customers nationwide

USED VEHICLE APPRAISAL AND SOURCING

APPRAISALS
(VEHICLES - 2Q26 LTM)
+100 k
<1% of total vehicles sold in Brazil [2]

VEHICLE SOURCING
(VEHICLES - 2Q26 LTM)
+27 k
27% appraisal conversion rate

TRADE-IN PENETRATION [3]
(% VEHICLES SOLD - 2Q26)
+48%
Drives sales and increases profitability

WHOLESALE

Sales to dealers through the sourcing desk

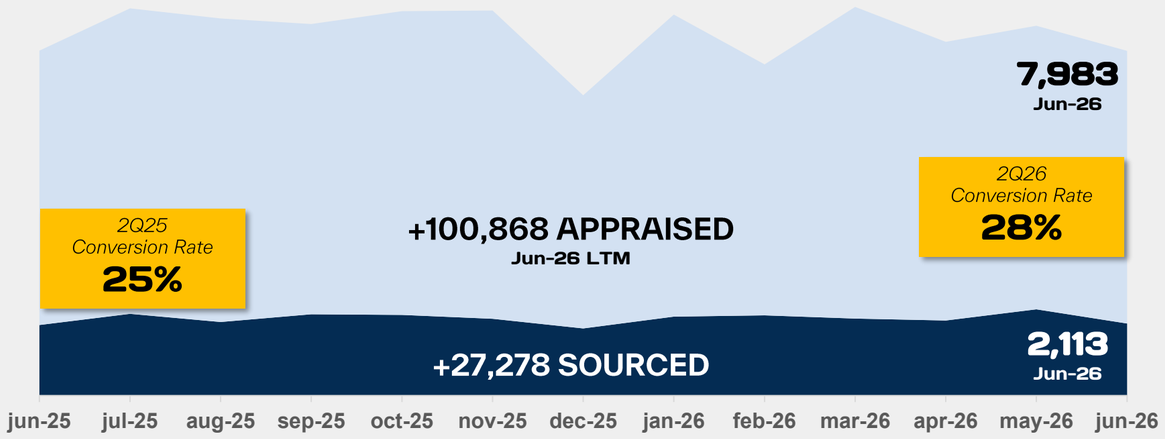
ACTIVE CLIENTS
~3,000 customers
Reach and diversification

VEHICLES SOLD
2Q26 LTM
+12,700 (+14.9% y/y)

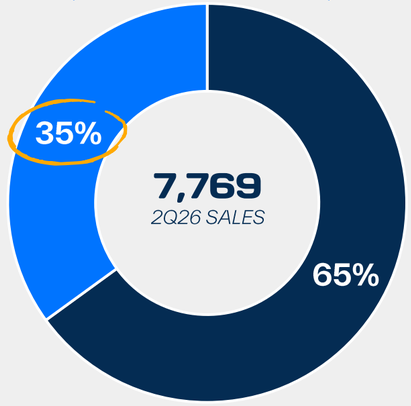
GROSS MARGIN [4]
(WHOLESALE SALES – 2Q26)
9.2%

USED VEHICLE APPRAISAL AND SOURCING

VEHICLES, 2Q26 YTD



SALES CHANNELS (# VEHICLES)



■ Retail ■ Wholesale Platform

Retail	Wholesale Platform
5,062	2,707
65%	35%

STRATEGIC HIGHLIGHTS

- **Digital and in-person appraisals**
  Proprietary expertise and systems
- **Lead recovery unit**
  Incremental sourcing opportunity
- **Wholesale: approx. +3,000 customers**
  Nationwide reach, low concentration
- **Multiple sales channels**
  Lower reliance on retail/showroom sales
- **Centralized document management**
  Accelerates clearance and turnover

(1) Leader in number of appraisals on the Autoavaliar platform, which has the highest volume of used vehicle appraisals in Brazil; (2) Compared with the 13.7 million used vehicles sold in Brazil in 2025 (FENAUTO); (3) Percentage of vehicles sourced through retail transactions involving a customer trading in a new or used vehicle; (4) Gross margin of the wholesale desk, excluding vehicles sold through the desk that originated from the showroom channel.

F&I

Scale and broad service portfolio drive a 15.3% y/y increase in gross revenue per vehicle

2Q26 CONSOLIDATED





BRAZIL'S LARGEST FINANCING DESK

GROSS REVENUE / VEHICLE

R$ 3,117 +15.3% y/y

2027 Guidance
R$ 3,900

CREDIT

FINANCED VOLUME LTM
R$ 2.6 Bn +29.1% y/y

CONSORTIUM SALES[1]
R$ 270 Mn
Backlog of Unawarded Consortium

ADD-ON PRODUCTS

BROAD PORTFOLIO
24 products
6 exclusive AUTOMOB

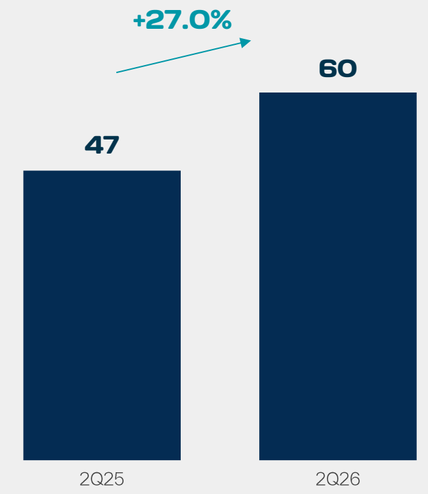
PENETRATION
1.4 product / vehicle

PROFITABILITY (2Q26 vs 2Q24)

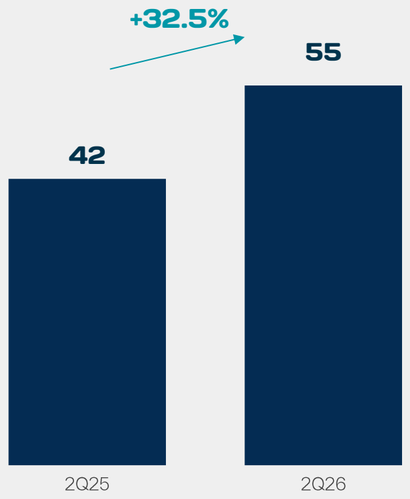
NEW VEHICLES
-1 bps (stable)

USED VEHICLES
+368 bps

GROSS REVENUE
(R$ million)



GROSS PROFIT
(R$ million)



GROSS REVENUE PER PRODUCT
(R$ million)

	2Q26	Δ y/y
Financing	R$ 24.9 mn	↑ 9.9%
Title and Registration Services	R$ 13.1 mn	↑ 24.8%
Insurance	R$ 10.3 mn	↑ 44.3%
Armoring	R$ 10.1 mn	↑ 85.0%
Consortium Products	R$ 1.5 mn	↑ 6.6%
	R$ 60 mn	**↑ 27.0%**

STRATEGIC HIGHLIGHTS

- **Strategic partnerships**
  Banks, insurance companies, armoring companies, and consortium administrators
- **Dedicated development team**
  New F&I products
- **New product: automob warranty**
  Used vehicles with warranties of up to 3 years
- **Armoring**
  Exclusive sales team
- **Improved profitability**
  Up 368 bps over two years in used vehicles

(1) Total consortium portfolio of R$ 380 mn, including awarded quotas.

AFTER SALES

Revenue up 11.9% y/y and gross margin expands 1.2 p.p., driven by the services mix

2Q26 CONSOLIDATED





PARTS AND SERVICES
(% of Gross Profit After Sales)

Parts	Services
68%	32%

PARTS

GROSS REVENUE
R$ 254.2 Mn +9.5% y/y

GROSS MARGIN
34.9% +0.7 p.p. y/y

SERVICES

GROSS REVENUE
R$ 68.0 Mn +21.9% y/y

GROSS MARGIN
62.6% +0.3 p.p. y/y

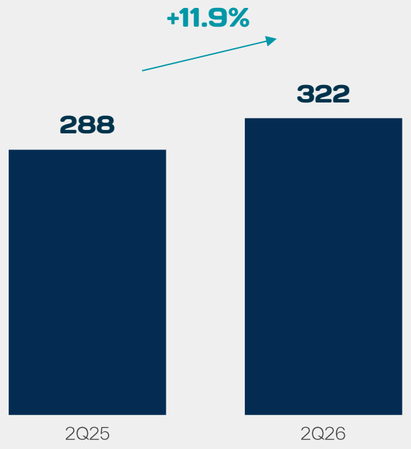
PRODUCTIVITY INDICATORS 2Q26

GROSS REVENUE / EMPLOYEE [1]
R$ 24,874
+23.2% y/y

NEW VEHICLE PRE-DELIVERY INSPECTION (PDI) AT AUTOMOTIVE REPAIR CENTER [2]
84%
1H26

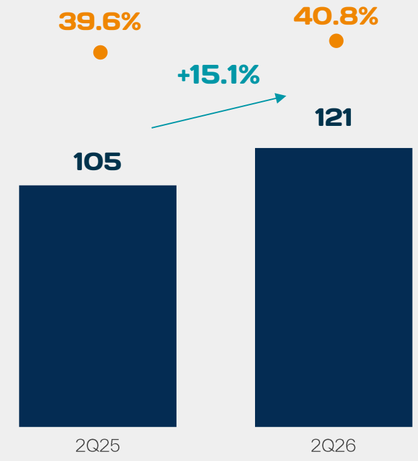
NPS AFTER SALES
84.0
Zone of Excellence

GROSS REVENUE
R$ million

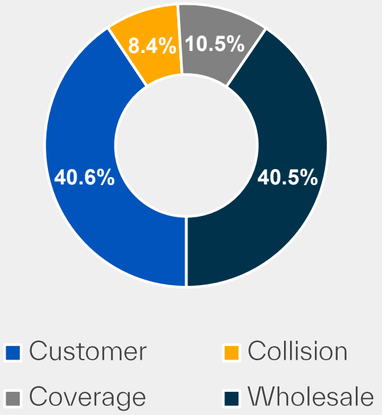


GROSS PROFIT
(R$ million)

Margin



REVENUE BY PAYER TYPE
% OF AFTER-SALES GROSS REVENUE



STRATEGIC HIGHLIGHTS

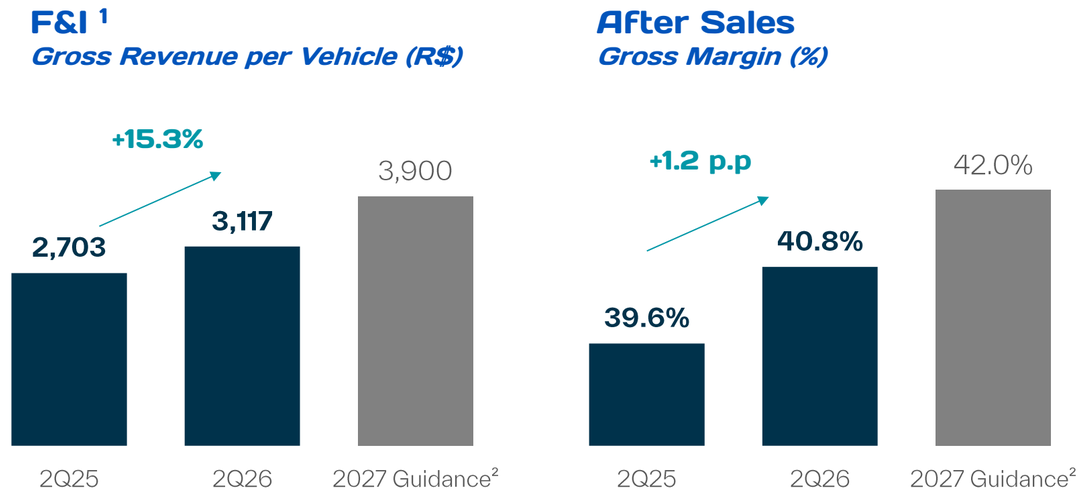
- **Revenue Up 11.9% y/y**
  Diversified Across Four Payer Types
- **Gross margin grows 1.2 p.p. y/y**
  Driven by Service Mix
- **Revenue per Employee: +23.2% y/y**
  - Price adjustment:
  - Process and occupancy improvements
  - Revenue growth with the same headcount
- **NPS after sales: 84.0**
  Reflects the quality of services provided

(1) After-sales service gross revenue (cars and motorcycles) divided by the number of productive after-sales and parts employees; (2) Number of service visits at the Luxury and Premium Automotive Repair Center in São Paulo; (3) Percentage of vehicles in the active customer base (with at least one prior service visit and no period of inactivity exceeding 18 months) with two or more customer-pay repair orders in the rolling 12 months following the most recent transaction.

F&I and After-Sales already account for 42% of gross profit

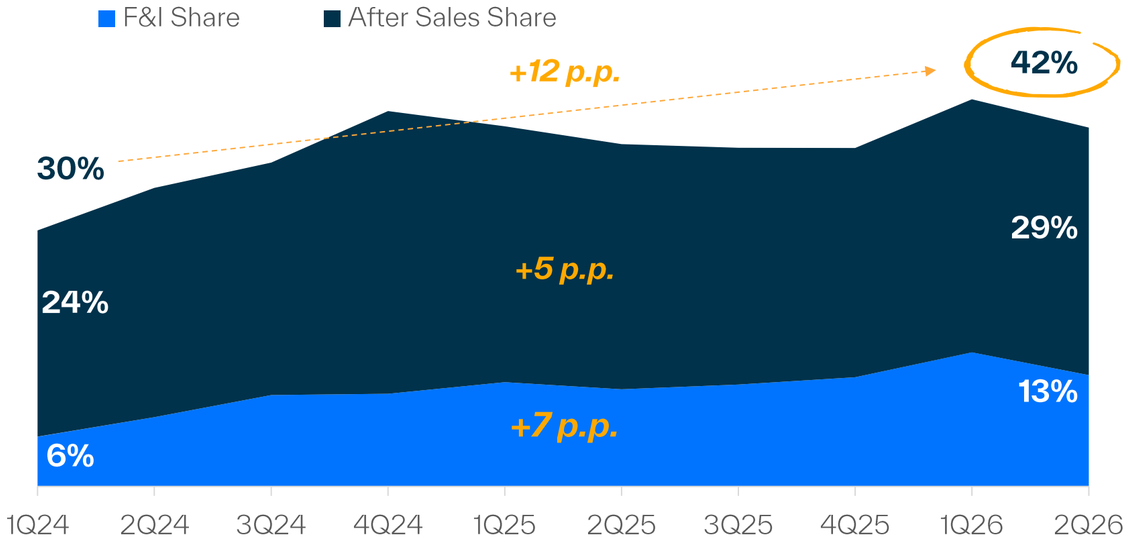
Service mix increases gross profit per vehicle: resilience, customer loyalty, and higher margins

Revenue by vehicle and margin evolution



Contribution from higher-margin services mix up 12 p.p. in two years

(% of Gross Profit)



(1) Includes only used vehicle sales through the showroom channel, as wholesale sales do not include F&I services; (2) Assumptions underlying the guidance, as disclosed in the Material Fact dated November 27, 2025.

AUTOMOB

Trucks & Buses







MUNDO DO CAMINHÃO Transrio

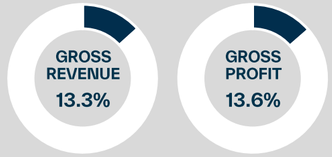
Tietê Caminhões e Ônibus

Transrio Caminhões e Ônibus

HEAVY VEHICLES - TRUCKS AND BUSES

Market share gains as the sector recovers

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TRUCKS AND BUSES PERFORMANCE

Sales volume

Source: ACAV [1]

MARKET – 2Q26

-2.7% a/a

-20% y/y in 1Q26 (under recovery)

VW – 2Q26

+5.9% y/y

Strong and competitive portfolio

AUTOMOB - 2Q26

+17.6% y/y

Strong performance within each brand

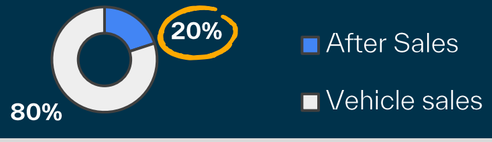
AUTOMOB vs. MARKET

+20.3 p.p.

OPERATING INDICATORS

Quality of AUTOMOB's mix

REVENUE MIX



GROSS MARGIN AFTER SALES

34.6% +1.6 p.p. y/y

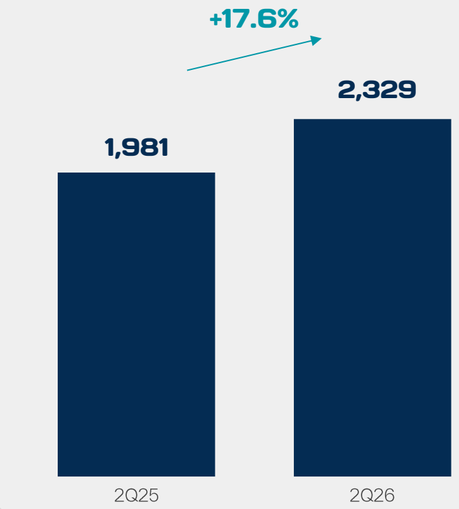
GROSS PROFIT / VEHICLE

R$ / Vehicle

R$ 30,644

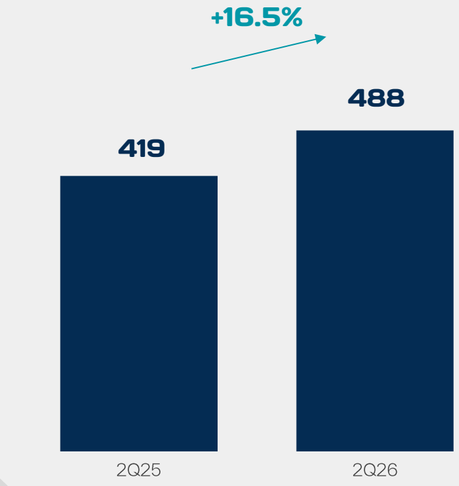
VOLUME

(units)



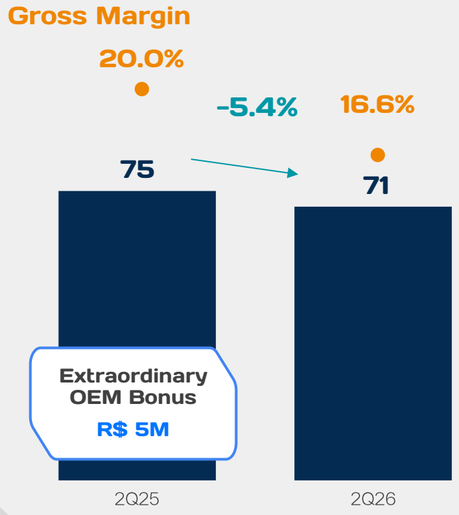
GROSS REVENUE

(R$ million)



GROSS PROFIT

(R$ million)



STRATEGIC HIGHLIGHTS

- **Recovering market**
  Move Brasil funding transfers normalized
- **Move Brasil renewal in 2Q26:**
  +R$20 bn | inclusion of buses and equipment
- **Gross margin: -3.4 p.P. y/y**
  -2Q25: R$5 mn extraordinary bonus
  -Large contracts with lower margins
- **AUTOMOB | high performance**
  Commercial initiatives, structures and processes, optimal inventory levels, high-quality after-sales services, and close customer relationships

(1) ACAV National Vehicle Registration Bulletin – Brazilian Association of Volkswagen Truck & Bus Dealers.

AUTOMOB

Agriculture & Machinery







AGROMOB | MAQMOB

HEAVY VEHICLES – AGRICULTURE AND MACHINERY

New commercial policy increases gross margin by 5.2 p.p.

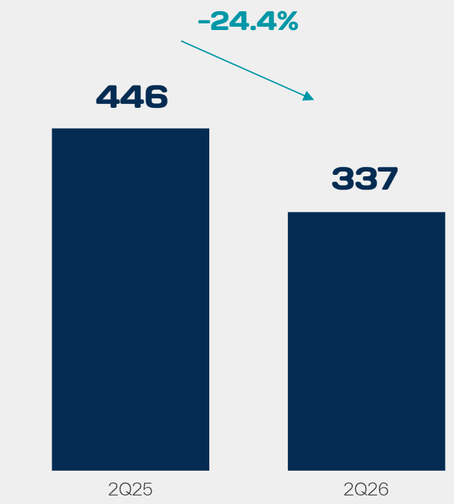
2Q26 CONSOLIDATED



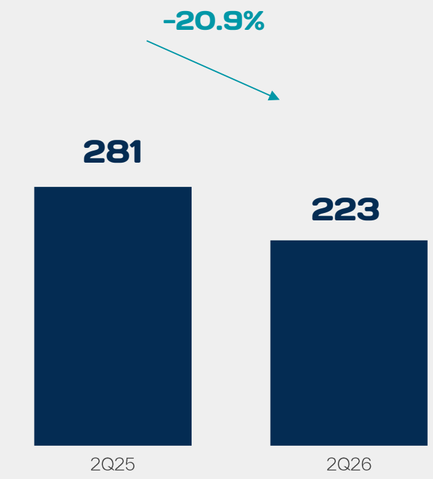


AGRICULTURE AND MACHINERY PERFORMANCE	AGRICULTURE MARKET[1] Volume - 2Q26	CONSTRUCTION EQUIPMENT MARKET[2] Volume - 2Q26	AUTOMOB Agriculture & Machinery 2Q26 Volume	AUTOMOB GROSS PROFIT / MACHINE R$ / Machine
	-19.1% y/y	-19.3% y/y	-24.4% y/y	R$ 83,923
	Decline in machinery sales	Decline in machinery sales	Market + Focus on profitability	+63.3% y/y

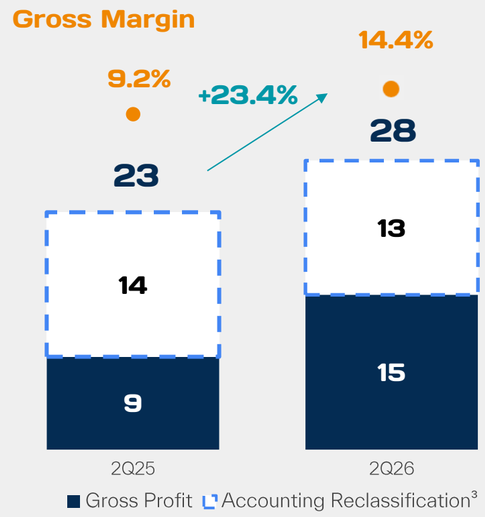
VOLUME
(units)



GROSS REVENUE
(R$ million)



GROSS PROFIT
(R$ million)



STRATEGIC HIGHLIGHTS

- **Market remains challenging**
  Volumes down y/y
- **Gross margin rebalancing**
  Up 5.2 p.p. y/y on a comparable basis
- **New commercial policy**
  - Renegotiation of OEM bonuses
  - Purchasing based on demand
  - Service price adjustments
- **Reduction in paid inventory levels**
  Declining share of the mix

In line with the defined strategic planning, we increased the segment's gross margin in 5.2 p.p.

(1) Source: AGCO – AEM (Association of Equipment Manufacturers); (2) Source: ABIMAQ – 2026 Industry data for the states of RS, MT and MS, excluding machinery purchases by the government (210 in 2Q26 and 24 in 2Q25); (3) Payroll expenses for administrative (non-productive) employees were reclassified from cost of goods sold to operating expenses, with no impact on EBIT, EBITDA or Net Income.

Agriculture: Restoring profitability as a strategic priority

New commercial policy expands gross margin and reduces capital employed

ACTIONS AND IMPROVEMENTS

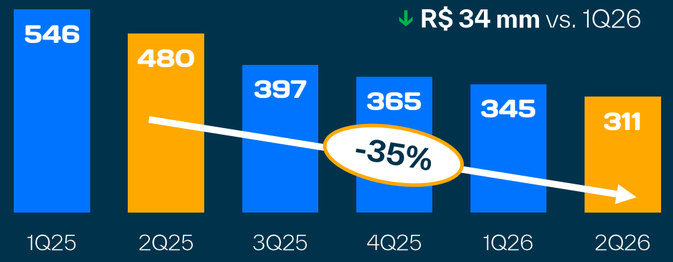
- Fixing margins for new products, aligned with the automaker
- On-demand asset purchase
- Guaranteed margin and minimized inventory risks
- Reduction of paid inventory

AGRICULTURE PAID INVENTORIES

(R$ million)

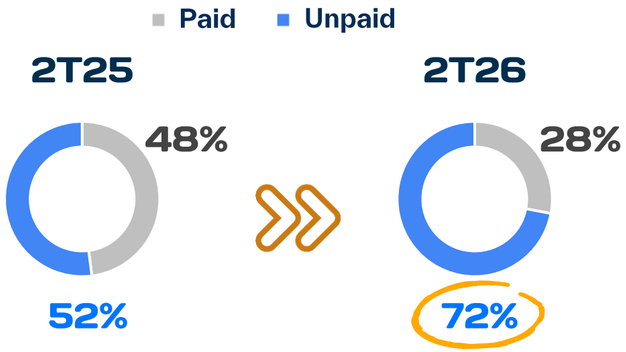
↓ R$ 169 mm vs. 2Q25

↓ R$ 34 mm vs. 1Q26



AGRICULTURE GROSS REVENUE MIX

% MACHINES SOLD



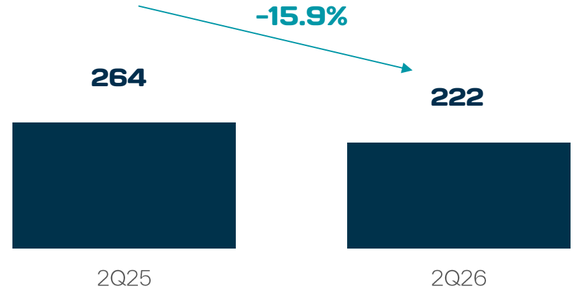
- More representative new inventory (under OEM grace period - Unpaid)
- Lower paid machinery inventory
- Double-digit gross margin for sales of new machines that are not in inventory

UPDATED EQUIPMENT WITH BALANCED MARGINS

AGRICULTURE – 2T26 VS. 2T25

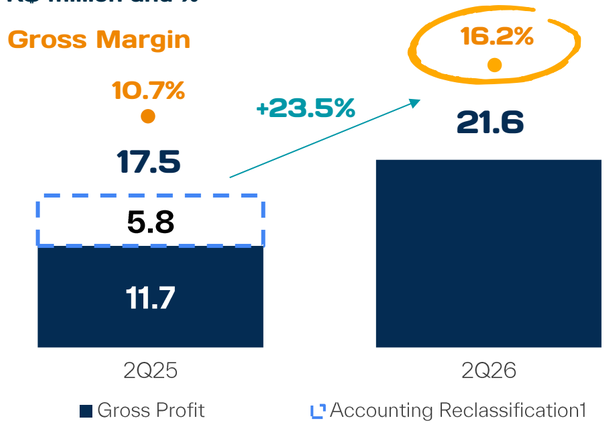
RETAIL VOLUME

Units



GROSS PROFIT AND GROSS MARGIN

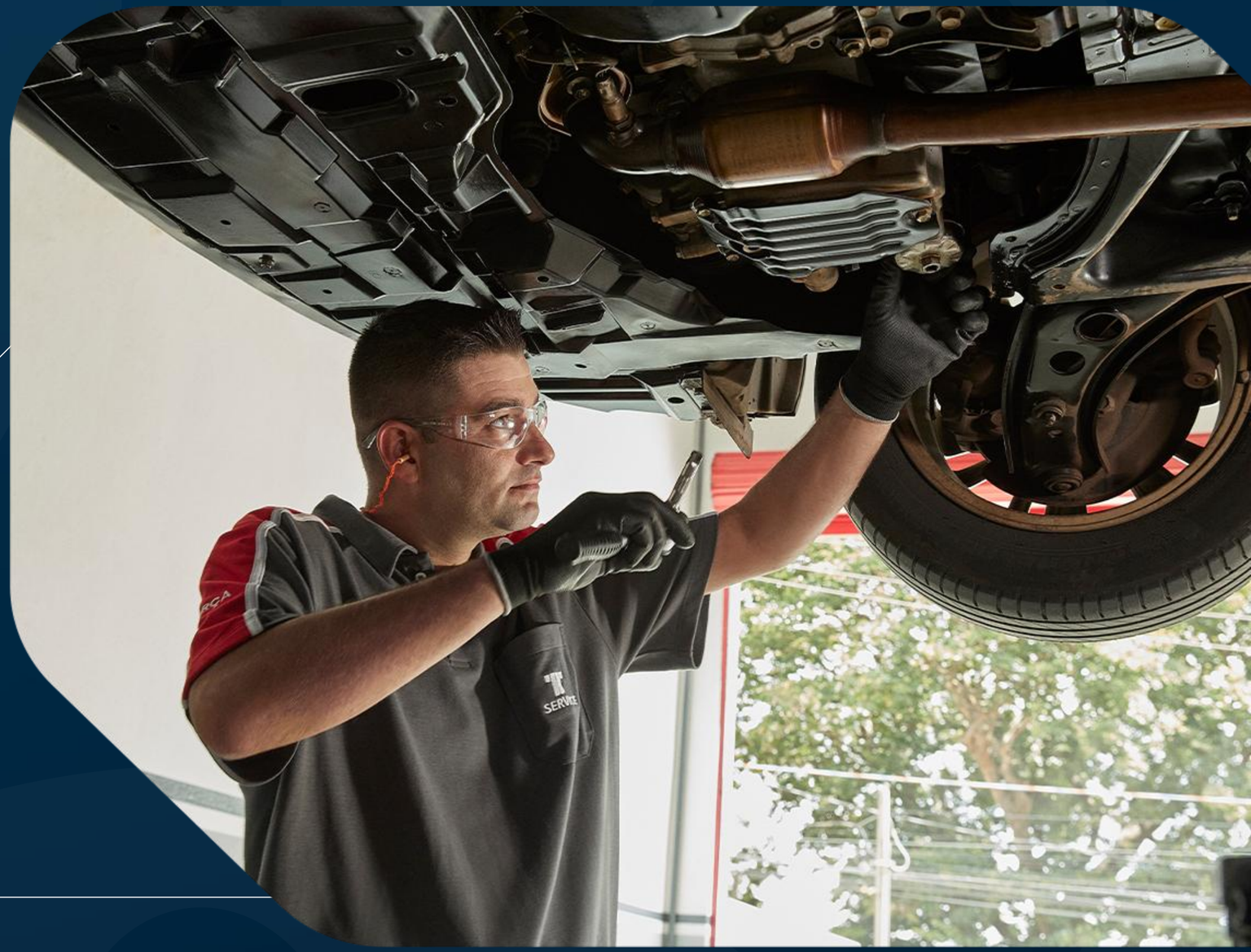
R$ million and %



(1) Payroll expenses for administrative (non-productive) employees were reclassified from cost of goods sold to operating expenses, with no impact on EBIT, EBITDA or Net Income.

AUTOMOB

Capital Management



UMA EMPRESA DO GRUPO SIMPAR

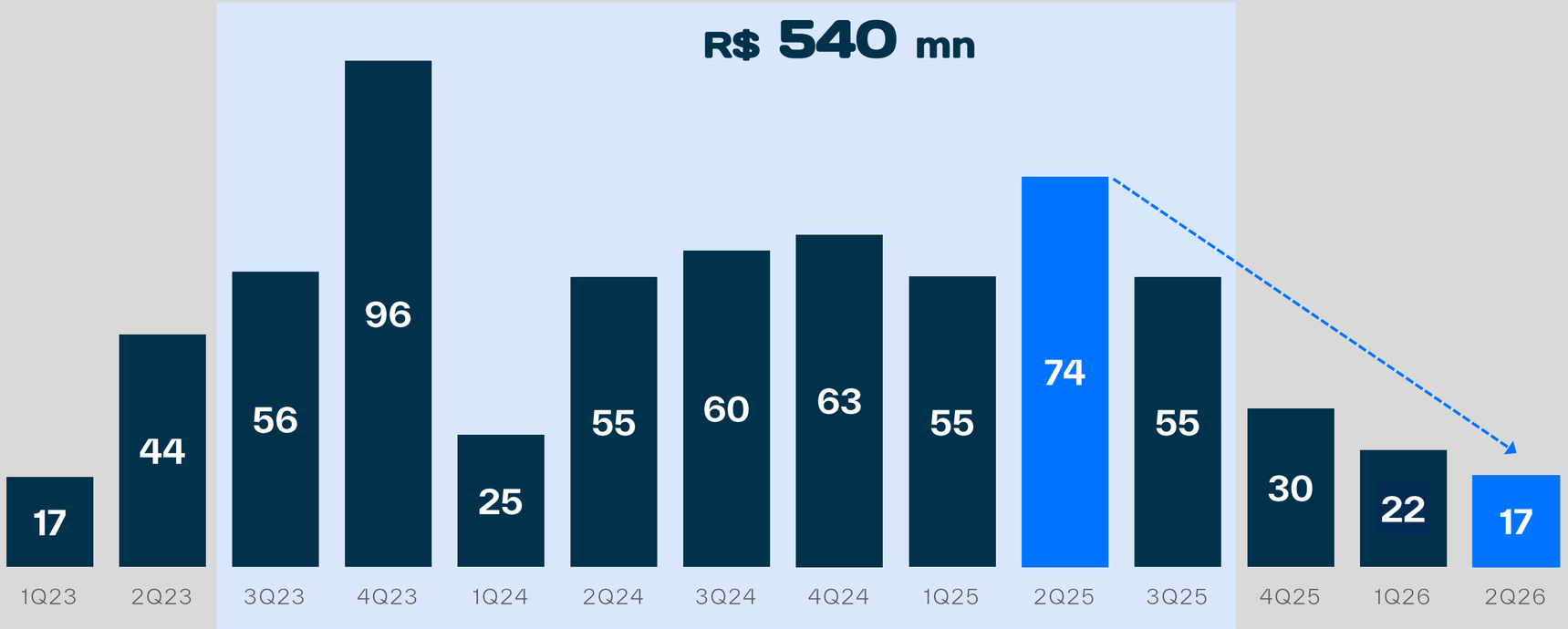
AMOB
B3 LISTED NM

Modernized stores enhance growth and profitability potential without additional investment

Net CAPEX [1]
(R$ million)

STORES MODERNIZATION

R$ 540 mn



2Q26

Lowest CAPEX amount

In the past 3 years

2Q26 Investments:

-77% vs. 2Q25

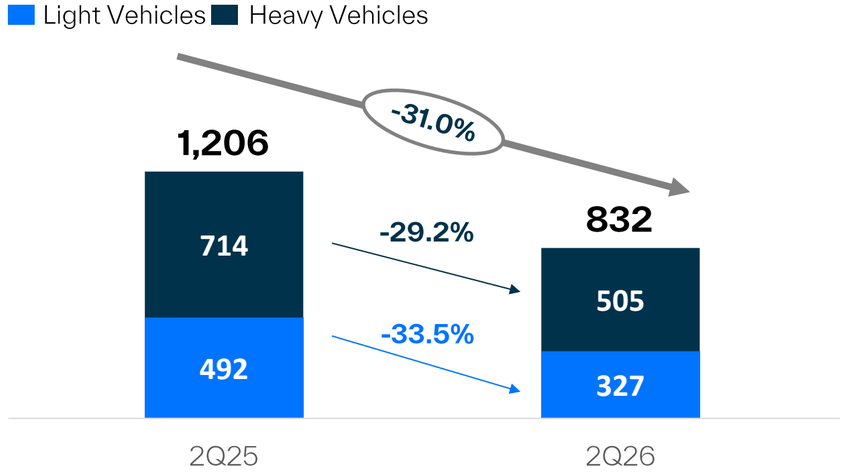
-22% vs. 1Q26

(1) Includes store expansion and maintenance, purchases and sales of test-drive vehicles, furniture and fixtures, and other operating investments.

Substantial improvement in the Operating Cash Cycle

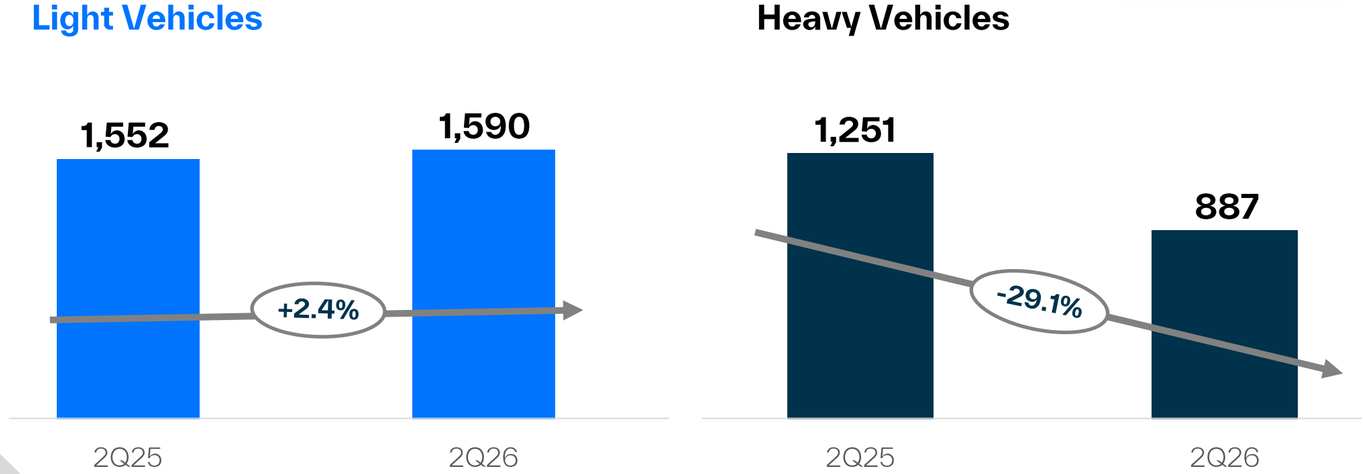
PAID INVENTORY
(R$ million)

Paid Inventory:
↓ **R$ 374 mn** vs. 2Q25



CONSOLIDATED INVENTORY
(R$ million)

Consolidated Inventory:
↓ **R$ 326 mn** vs. 2Q25



WORKING CAPITAL - CONSOLIDATED

Average Term (Days)	2Q25	2Q26	Δ Days Y/Y
Inventory[1]	81	68	-13
Suppliers[2]	63	69	+6
Accounts Receivable[3]	22	25	+3
Cash Conversion Cycle	40	24	-16

STRATEGIC HIGHLIGHTS

- Normalization (increase) of used vehicle inventory
- Increase in hybrid and electric vehicle inventory
- Continued reduction in agriculture and machinery paid inventory
- **Significant reduction in the cash conversion cycle**

(1) Excludes cut-off effects, vehicles and parts in transit, and impairment; (2) Includes the Floor Plan balance in accounts payable; (3) Excludes the sale of real estate (asset sale), as disclosed in the Material Fact dated May 25, 2026.

Capital Structure

Net debt and leverage

DEBT PROFILE 2Q26	AVERAGE TERM	AVERAGE COST	AVAILABLE FLOOR PLAN	CASH COVERAGE
	2.5 years	CDI + 2.4% p.a.	R$ 391.5 mn	Up to 2027 *Cash ≥ Short-Term Debt Amortizations*

KEY INDICATORS – 2Q26

R$ million

GROSS DEBT
R$ 2,491 mn
Jun/25: R$ 2,490 mn

CASH AND EQUIVALENTS
R$ 483 mn
Jun/25: R$ 471 mn

NET DEBT
R$ 2,008 mn
Jun/25: R$ 2,019 mn

LEVERAGE (NET DEBT / EBITDA[3])
3.6x
Jun/25: 3.8x

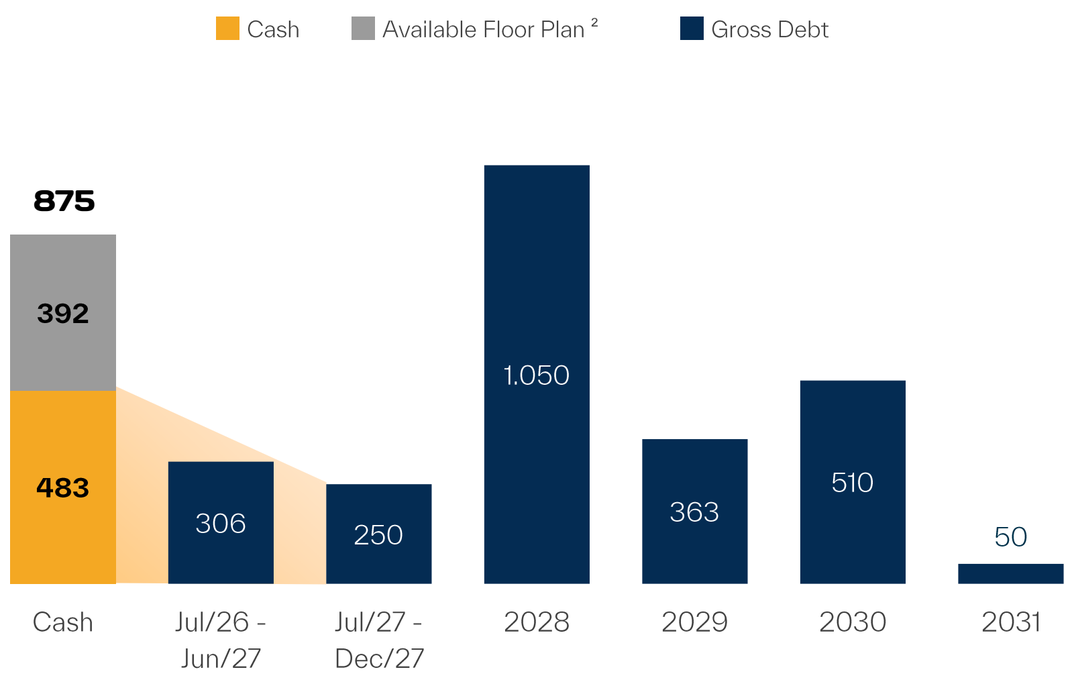
LEVERAGE EXCLUDING PAID INVENTORY[1]

2.2x excluding inventory paid to OEMs (R$ 832 million)

Vehicles Will Be Converted into Cash When Sold

DEBT MATURITY SCHEDULE – 2Q26

R$ million



(1) Paid inventory: light and heavy vehicles in inventory that have been paid for to OEMs and will be converted into cash when sold; (2) Available Floor Plan: credit facility provided by OEMs with a grace period for the purchase of new vehicles; (3) EBITDA adjustments are detailed in the Exhibits to this document.

AUTOMOB

Takeaway Messages



UMA EMPRESA DO GRUPO
SIMPAR
AMOB
B3 LISTED NM

Integration dos systems de management e CRM Light-Vehicle CRM in Final Stage

Reduced Complexity Will Enable a New Cycle of Value Creation and Synergies

PREVIOUS

Multiple Systems, Complex Integrations



9 management systems · 4 CRMs · 90 CNPJs

CURRENT - JUN/2026

Unified Core; CRMs Still Separate



1 DMS [1] · 3 CRMs · 48 CNPJs

FUTURE - STARTING IN 4Q26

Single Platform, Integrated Database



1 DMS · 1 CRM · 40

Anticipate Customer Needs and Improve the Customer Journey at Lower Cost

1 CUSTOMER JOURNEY

- Integrated Purchase and Service History
- More Targeted CRM with Lower Conversion Costs
- Improved Service Delivery

2 DIGITALIZATION

- Digital Sales and Service Orders
- Online Scheduling and Self-Service
- Real-Time Data for Sales Management

3 SYNERGIES BACKOFFICE

- Faster Billing and Accounting
- Fewer IT Licenses and Contracts
- Faster, More Informed Decisions

Note: We Currently Have One DMS for Light Vehicles and One for Heavy Vehicles.

NEW PRODUCTS AND SERVICES

Pilot Programs Launched in August 2026: Innovation, Quality and Convenience for Our Customers

VEHICLE SUBSCRIPTION



Armored Vehicles Available for Immediate Delivery

AT-HOME SERVICE



Convenience, Time Savings and Ease

EXTENDED SERVICE HOURS



Availability

AUTOMOB: Beginning of the Value Creation Cycle Following the Establishment of the Foundations

More Than Selling Vehicles, our Goal Is to Create Value at Every Stage of the Customer Journey

	METRIC	2025	2026	2027 GUIDANCE
NEW VIHICLES	PER STORE PER MONTH	31	36	37
		▲ 16,9%		
USED VEHICLES	USED / NEW RATIO	0.6x	0.5x	1.0x
		▼ 0.1x		
F&I	GROSS REVENUE PER VEHICLE (R$)	2,703	3,117	3,900
		▲ 15.3%		
AFTER-SALES	GROSS MARGIN	39.6%	40.8%	42.0%
		▲ 1.2 p.p.		
AGRICULTURE & MACHINERY	GROSS MARGIN	9.2%	14.4%	16.0%
		▲ 5.2 p.p.		

Evolution in 4 out of 5 assumptions of the 2027 Guidance

- **Continue the expansion of sales per store** in **NEW** and **USED** vehicles
- **Optimize the store portfolio:** dividing points between brands, respecting the independence of each automaker
- **Expand the services' penetration (F&I and after-sales)**, increasing **loyalty** and **profitability**
- **Reduce expenses after systemic integration:** capturing of synergies kicks-off in 3Q26
- **Recover AGRICULTURE profitability:** discipline of costs and expenses and volume gain in new machines
- **Reduce the operating cash cycle:** healthier inventories and lower paid inventory — focus on **TURNOVER**
- **Extract value from new products and services**, combining **innovation** and **digitalization**

Continuously enhancing the CUSTOMER experience, combining GROWTH with a RETURN TO PROFIT

AUTOMOB

Exhibits

EXHIBIT

RECONCILIATIONS

RECONCILIATIONS (R$ million)	2Q25	2Q26	YTD 2025	YTD 2026
EBIT	**63.4**	**78.8**	**154.4**	**160.2**
Impairment: Taxes and Court Deposits:	-	-	-	-
Impairment: Inventory	(5.6)	-	(5.6)	-
Impairment: Accounts Receivable	-	-	-	-
Administrative Expenses	-	1.6	(4.8)	8.2
Non-Recurring Climate Events	-	-	-	-
Adjustment of Accounting Provisions	-	-	-	-
PPA Amortization	8.3	9.2	13.3	17.0
IFRS 16 Depreciation (Initial Adoption)	-	-	-	-
Bargain purchase	-	-	-	-
Adjusted EBIT	**66.2**	**89.6**	**157.3**	**185.5**

EBITDA Reconciliation (R$ million)	2Q25	2Q26	YTD 2025	YTD 2026
Net Income	**(38.6)**	**(95.0)**	**(63.7)**	**(151.8)**
(+) Income Tax and Social Contribution	(37.4)	15.6	(43.1)	17.3
(+) Net Financial Result	139.5	158,2	261,2	294,7
(+) Depreciation and Amortization	52.5	57.4	106,8	112,6
EBITDA	**115.9**	**136.1**	**261.2**	**272.9**
Impairment: Taxes and Court Deposits:	-	-	-	-
Tax Credits – Non-Recurring	-	-	-	-
Impairment: Inventory	(5.6)	-	(5.6)	-
Impairment: Accounts Receivable	-	-	-	-
Administrative Expenses	-	1.6	(4.8)	8.2
Non-recurring Climate Events	-	-	-	-
Adjustment of Accounting Provisions	-	-	-	-
Bargain purchase	-	-	-	-
Adjusted EBITDA	**110.3**	**137.8**	**250.8**	**281.1**

Net Income Reconciliation (R$ millions)	2Q25	2Q26	YTD 2025	YTD 2026
Accounting Net Income	**(38.6)**	**(95.0)**	**(63.7)**	**(151.8)**
Impairment: Taxes and Court Deposits:	-	-	-	-
Tax Credits – Non-Recurring	-	-	-	-
Impairment: Inventory	(3.7)	-	(3.7)	-
Impairment: Accounts Receivable	-	-	-	-
Adjustment of Accounting Provisions	-	-	-	-
Administrative Expenses	-	1.5	(4.1)	5.8
Non-recurring Climate Events	-	-	-	-
Financial Results	-	-	-	-
PPA Amortization	5.5	6.1	10.5	11.2
IFRS 16 Depreciation (Initial Adoption)	-	-	-	-
Bargain purchase	-	-	-	-
Adjusted Net Income	**(36.8)**	**(87.5)**	**(61.0)**	**(134.7)**

AUTOMOB

AUTOMOB IR

Talk to AUTOMOB IR

UMA EMPRESA DO GRUPO

SIMPAR

AMOB

B3 LISTED NM