



 AUTOMOB

# 1Q26 Results

MAY.6.2026



UMA EMPRESA DO GRUPO  
 SIMPAR

AMOB  
B3 LISTED NM

# 1Q26 RESULTS



## Access to the Conference Call:

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

The audio for the conference call will be streamed live on the platform and will be available after the event.

For further information, please contact the Investor Relations Department:

**+55 (11) 2388-5220**  
**[ri.automob.com.br](https://ri.automob.com.br)**

## Conference Call and Webcast:



May 07, 2026, Thursday.

With simultaneous translation into English.



9:00 a.m. (Brasilia time)

8:00 a.m. (New York time)



## Zoom Webcast

Webinar ID: 878 0406 0815

Access code: 277929

[CLICK HERE](#)

# LARGEST AND MOST DIVERSIFIED GROUP OF DEALERSHIPS IN BRAZIL

LEADERSHIP AND RELEVANCE ACROSS 38 BRANDS IN  
THE REGIONS WHERE WE OPERATE



## 1Q26 LTM HIGHLIGHTS

**R\$ 13.8 bn**  
Gross Revenue

**R\$ 532 mn**  
Adjusted EBITDA<sup>1</sup>

**+5.8 K**  
Employees

**+160 K**  
Vehicles sold<sup>2</sup>

**199**  
Stores

**38**  
Brands

LARGEST USED VEHICLE  
APPRAISAL PLATFORM IN BRAZIL:



**+131,000**  
**+48.4% y/y**

BRAZIL'S LARGEST FINANCING DESK:



**+R\$ 2.3 bn 1Q26 LTM<sup>3</sup>**  
**+23.6% y/y**

<sup>1</sup> The reconciliation of Adjusted EBITDA is presented in the Exhibits to this document; <sup>2</sup> Based on the volume of vehicles sold through retail channels (including direct-to-consumer retail sales) in 2025; <sup>3</sup> Highest volume of credit intermediated through the Fandi platform, including additional volumes from the SIMPAR group (R\$70 million per month);

# 1Q26 FINANCIAL HIGHLIGHTS

## CONSOLIDATED NET REVENUE

R\$ **3.1** bn

+7.5% vs. 1Q25

## CONSOLIDATED GROSS PROFIT

R\$ **453** mn

+5.0% vs. 1Q25

## CONSOLIDATED ADJUSTED EBITDA<sup>1</sup>

R\$ **143** mn

+2.0% vs. 1Q25

## NET REVENUE LIGHT VEHICLES

R\$ **2.6**bn

(~80% of consolidated revenue)

+19.5% vs. 1Q25

## CONSOLIDATED GROSS MARGIN

**14.5%**

## CONSOLIDATED EBITDA MARGIN<sup>1</sup>

**4.6%**

## ADJUSTED NET PROFIT (LOSS)<sup>1</sup>

Light Vehicles: **+R\$ 35 mn**

Trucks and Buses: **+R\$ 18 mn**

Agro Equip. and Machinery: -R\$ 49 mn

Financial Expenses Holding<sup>2</sup>: -R\$ -52 mn

**- R\$ 47 mn**

## ADJUSTED NET INCOME LIGHT VEHICLES, TRUCKS AND BUSES<sup>3</sup>

(~93% of consolidated revenue)

R\$ **53** mn

Positive performance reinforces potential to create value



### SALES GROWTH ABOVE THE MARKET

- **13,142** new light vehicle retail | +16.4% y/y and +7.2 p.p. above market<sup>4</sup>
- **8,364** used light vehicles -| +12.7% y/y, in line with the market<sup>5</sup>
- **1,572** new trucks and buses | -6.7% y/y but +11.7 p.p. above market<sup>6</sup>



### STRONGER PERFORMANCE IN LIGHT VEHICLES SERVICE SALES

- **R\$ 3,477** gross revenue / vehicle in F&I (+36.2% y/y)
- **+45%** of gross income coming from F&I and After-Sales (+3.2% p.p. y/y)



### CAPITAL DISCIPLINE

- Paid Inventory Reduction: **↓ R\$ 488 mn** (-37.3% y/y)
- Lowest Net CAPEX in the past 3 years: **R\$ 22 mn** (-60% y/y)
- Reduction LTM debt net/Adjusted EBITDA: **↓ 3.5x** (vs. 3.7x in 4Q25)



### ACTIVE DEALERSHIP PORTFOLIO MANAGEMENT TO MAXIMIZE RETURNS

- As of April 1, 2026, we discontinued operations at 15 "SeuCarro" multi-brand dealerships, with positive impact of **R\$1.8 million per month** in Net Income starting in June 2026
- 2 new stores opened in the quarter Ford Sonnervig (SP) and Original BYD (MA)

# 1) OPERATIONAL AND FINANCIAL HIGHLIGHTS



Table 1:

Consolidated Financial Information (R\$ million)	1Q25	4Q25	1Q26	Δ YoY	Δ QoQ
<b>Gross Revenue</b>	<b>3,084.8</b>	<b>3,569.3</b>	<b>3,308.0</b>	<b>7.2%</b>	<b>-7.3%</b>
<b>Net Revenue</b>	<b>2,907.9</b>	<b>3,354.7</b>	<b>3,126.5</b>	<b>7.5%</b>	<b>-6.8%</b>
<b>Gross Income</b>	<b>431.5</b>	<b>470.1</b>	<b>452.9</b>	<b>5.0%</b>	<b>-3.7%</b>
Gross Margin (%)	14.8%	14.0%	14.5%	-0.4 p.p	0.5 p.p
<b>EBIT</b>	<b>91.0</b>	<b>72.6</b>	<b>81.5</b>	<b>-10.5%</b>	<b>12.2%</b>
EBIT Margin (%)	3.1%	2.2%	2.6%	-0.5 p.p	0.4 p.p
Net Financial Profit & Loss	(121.7)	(138.3)	(136.5)	12.1%	-1.3%
Income Tax and Social Contribution	5.7	10.3	(1.8)	n.a	n.a
<b>Net Income</b>	<b>(25.0)</b>	<b>(55.4)</b>	<b>(56.7)</b>	<b>126.9%</b>	<b>2.5%</b>
Net Margin (%)	(0.9%)	(1.7%)	(1.8%)	-1.0 p.p	-0.2 p.p
<b>EBITDA</b>	<b>145.3</b>	<b>126.1</b>	<b>136.7</b>	<b>-5.9%</b>	<b>8.5%</b>
EBITDA Margin (%)	5.0%	3.8%	4.4%	-0.6 p.p	0.6 p.p
<b>Adjusted EBIT</b>	<b>91.2</b>	<b>88.2</b>	<b>95.9</b>	<b>5.2%</b>	<b>8.7%</b>
EBIT Margin (%)	3.1%	2.6%	3.1%	-0.1 p.p	0.4 p.p
<b>Adjusted Net Income<sup>1</sup></b>	<b>(24.1)</b>	<b>(61.6)</b>	<b>(47.2)</b>	<b>n/a</b>	<b>n.a</b>
Net Margin (%)	(0.8%)	(1.8%)	(1.5%)	-0.7 p.p	0.3 p.p
<b>Adjusted EBITDA</b>	<b>140.5</b>	<b>134.1</b>	<b>143.3</b>	<b>2.0%</b>	<b>6.9%</b>
Adjusted EBITDA Margin (%)	4.8%	4.0%	4.6%	-0.2 p.p	0.6 p.p

Table 2:

Financial Information by Business Line (R\$ million)	1Q25	4Q25	1Q26	Δ YoY	Δ QoQ
<b>Light Vehicles</b>					
Gross Revenue	2,233.5	2,836.3	2,670.0	19.5%	-5.9%
Net Revenue	2,143.3	2,717.1	2,561.2	19.5%	-5.7%
Gross Profit	334.2	387.4	380.1	13.7%	-1.9%
Gross Margin (%)	15.6%	14.3%	14.8%	-0.7 p.p	0.6 p.p
<b>Trucks and Buses</b>					
Gross Revenue	565.1	449.0	401.2	-29.0%	-10.6%
Net Revenue	511.1	395.6	354.6	-30.6%	-10.4%
Gross Profit	83.2	74.3	62.7	-24.6%	-15.5%
Gross Margin (%)	16.3%	18.8%	17.7%	1.4 p.p	-1.1 p.p
<b>Agricultural Equipment and Machinery</b>					
Gross Revenue	286.2	284.0	236.8	-17.3%	-16.6%
Net Revenue	253.5	242.0	210.7	-16.9%	-12.9%
Gross Profit	14.2	8.4	10.0	-29.1%	19.5%
Gross Margin (%)	5.6%	3.5%	4.8%	-0.8 p.p.	1.3 p.p

<sup>1</sup> Net Income, EBIT, and EBITDA were adjusted to exclude non-recurring items. For further details, please refer to the Exhibits to this document;

**NOTE.:** From January 1 to June 30, 2025, commercial bonuses received from OEMs began to be recorded as reductions to vehicle costs, rather than as Net Revenue from Services. The analyses included in this press release and in the earnings presentation follow the same criteria, ensuring consistency and comparability in the analysis of historical data.

## 2) MESSAGE FROM MANAGEMENT

We are pleased to present **AUTOMOB**'s 1Q26 results, which reflect the disciplined execution of the strategic plan set by our Board of Directors, as well as continued progress in strengthening our operating model. Our team remains fully committed to transforming the business and delivering best-in-class customer experience, driving ongoing improvements in customer satisfaction and supporting sustainable profitability and value creation.

- **LIGHT VEHICLES: NET INCOME OF R\$ 35 MILLION IN 1Q26**

The segment, which accounted for **81% of consolidated revenue**, continues to deliver consistent growth and improving profitability. In 1Q26, Net Income totaled R\$ 35 million, supported by strong volume growth and increased penetration of services.

### **LIGHT VEHICLE GROSS REVENUE UP 19.5% Y/Y IN 1Q26:**

We sold **13,142 new vehicles** in 1Q26, **up 16.4% y/y and 7.2 p.p. above market growth**, driven by higher commercial efficiency, network modernization, and strengthened management processes. **Transacted revenue** — which combines retail sales revenue with the full value of direct sales, where dealerships are compensated through commissions — **increased 19.5%**. Notably, direct sales deliver higher margins and require lower working capital, representing a favorable mix for the business.

We sold **8,364 used vehicles** in 1Q26, **up 12.7% y/y**, in line with the market. Following the strengthening of used vehicle sourcing, we entered 2Q26 with greater product availability, creating conditions to accelerate sales compared to 1Q26. In addition to volume growth, average selling price increased 16.2% y/y, driven by a higher share of luxury vehicles in the mix, supporting **gross revenue growth of 31.0% y/y**.

### **SERVICES ENHANCE RESILIENCE AND DRIVE PROFITABILITY**

**F&I gross revenue increased 55% y/y**, with strong performance across all business lines — financing, title and registration services, insurance, armoring, and consortium products (group-based purchasing plans). **F&I and After-sales accounted for 45% of gross profit** in 1Q26, up 3.2 p.p. y/y, reinforcing their strategic role in the Company's profitability.

- **TRUCKS AND BUSES: PERFORMANCE 11.7 P.P. ABOVE THE MARKET**

The segment, which accounted for approximately **12% of consolidated revenue**, posted lower volumes in the quarter, with **1,572 units sold** (-6.7% y/y), significantly outperforming the market decline of 18.4%. In January and February, sales were impacted by initial operational challenges in the rollout of the Move Brasil program — commercial banks faced constraints in disbursing credit lines, delaying transactions that remained at an advanced stage of negotiation. March marked the beginning of normalization in credit flows, with volumes up 8.3% y/y, still reflecting the gradual recovery in disbursements throughout the month. At the end of April, the expansion of the Move Brasil program was announced, increasing the budget to R\$ 21.2 billion—more than double the size of the initial program—and now also covering buses and related equipment, which enhances the sector's outlook for the coming quarters.

<sup>1</sup> Excludes Financial Expenses related to R\$1.0 billion of net debt arising from the corporate reorganization completed in Dec/24. The remaining net debt was allocated across the businesses based on the paid inventory criterion for each business. Adjustments to EBIT, EBITDA and Net Income are described in the Exhibits to this document.

## 2) MESSAGE FROM MANAGEMENT

- **AGRICULTURAL EQUIPMENT AND MACHINERY: ONGOING ADJUSTMENTS TO RESTORE PROFITABILITY**

The segment, which accounted for **7% of consolidated revenue**, reported sales volumes down 34% y/y, reflecting unfavorable agricultural commodity prices, elevated production costs, and tighter access to credit. Brazil's grain production is expected to reach a new record, and despite deferred purchases of agricultural equipment, replacement demand remains intact; We have made progress toward the segment's recovery: (i) **a significant reduction in paid inventory — R\$ 285 million over the last twelve months**, including R\$ 37 million in 1Q26, typically the most challenging quarter of the year due to seasonality; and (ii) **sales of new equipment at higher gross margins** due to the revised commercial policy, creating the conditions for a recovery in profitability over the coming quarters.

- **ACTIVE MANAGEMENT OF THE STORE PORTFOLIO TO MAXIMIZE RETURNS**

During the quarter, **we opened two stores**: Ford Sonnervig (São Paulo, SP) and Original BYD (São Luís, MA). We continue to evaluate organic growth opportunities, both with brands we already have relationships with and with new entrants.

In line with our **disciplined capital allocation and rigorous assessment of the profitability of each operation**, in April 2026 we discontinued 15 stores from the “Seu Carro” operation — an initiative launched in 2023 for the sale of used multi-brand vehicles — resulting in a **positive impact of R\$1.8 million per month on net income starting in June 2026**.

We chose to reallocate capital toward initiatives with **higher value generation and profitability in the short term**.

- **CAPITAL DISCIPLINE**

We made progress in optimizing working capital: **we released R\$ 303 million in 1Q26**, of which R\$ 274 million came from inventories, with emphasis on the sale of used light vehicles. Our focus on working capital improvement will remain, particularly through optimizing new light vehicle inventories and reducing excess inventory in the Agribusiness segment. **Lowest Net CAPEX in the past 3 years**: R\$ 22 million in 1Q26, down 60% y/y, reflecting the completion of our store transformation cycle. **Net debt to EBITDA decreased to 3.5x** in 1Q26, compared to 3.7x in 4Q25.

- **FOCUS ON SUSTAINABLE VALUE CREATION**

**AUTOMOB** closes 1Q26 with continued progress — delivering growth above market levels, advancing the execution of its strategic plan, and becoming increasingly well positioned, quarter after quarter, to capture additional value from its existing asset base. This is supported by higher sales per square meter and a greater contribution from higher-margin services, combined with disciplined capital allocation.

We remain committed to consistently creating value for our **customers** and thank our more than **5,800 employees** for their dedication, as well as our **suppliers** and **investors** for their trust. We are confident that upcoming periods will increasingly reflect the transformation we are building. Thank you.

**SEBASTIAN DARIO LOS**

AUTOMOB CEO

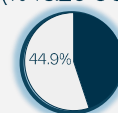
### 3) LIGHT VEHICLES



#### 3) a. NEW LIGHT VEHICLES - RETAIL

#### NEW LIGHT VEHICLES - RETAIL (% 1Q26 CONSOLIDATED)

GROSS REVENUE



GROSS PROFIT

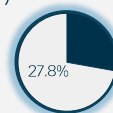


Table 3:

New Vehicles – Retail	1Q25	4Q25	1Q26	Δ YoY	Δ QoQ
<b>Number of Vehicles Sold (units)</b>	<b>11,290</b>	<b>12,859</b>	<b>13,142</b>	<b>16.4%</b>	<b>2.2%</b>
Retail	7,356	8,395	8,928	21.4%	6.3%
Direct Retail Sales	3,934	4,464	4,214	7.1%	-5.6%
<b>Gross Revenue (R\$ million)</b>	<b>1,291.3</b>	<b>1,687.5</b>	<b>1,484.0</b>	<b>14.9%</b>	<b>-12.1%</b>
Retail	1,256.8	1,643.6	1,444.3	14.9%	-12.1%
Commission - Direct Retail Sales	34.5	43.9	39.7	15.1%	-9.5%
<b>Gross Profit (R\$ million)</b>	<b>123.4</b>	<b>152.8</b>	<b>126.0</b>	<b>2.1%</b>	<b>-17.5%</b>
<b>Gross Margin of New Vehicles (%)</b>	<b>9.9%</b>	<b>9.4%</b>	<b>8.9%</b>	<b>-1.0 p.p</b>	<b>-0.5 p.p</b>
Retail	88.3	109.5	87.3	-1.1%	-20.3%
<b>Gross Margin (%)</b>	<b>7.3%</b>	<b>6.9%</b>	<b>6.3%</b>	<b>-0.9 p.p</b>	<b>-0.6 p.p</b>
Direct Retail Sales	35.2	43.2	38.7	10.2%	-10.4%
<b>Gross Margin (%)</b>	<b>6.9%</b>	<b>6.6%</b>	<b>5.8%</b>	<b>-1.1 p.p</b>	<b>-0.7 p.p</b>
<b>Gross Profit per Vehicle Sold (R\$)</b>	<b>10,930.4</b>	<b>11,878.9</b>	<b>9,589.6</b>	<b>-12.3%</b>	<b>-19.3%</b>
Retail	11,997.3	13,045.6	9,777.4	-18.5%	-25.1%
Direct Retail Sales	8,935.3	9,684.7	9,191.8	2.9%	-5.1%
<b>Gross Transaction Revenue (R\$ million)</b>	<b>1,763.7</b>	<b>2,301.5</b>	<b>2,108.2</b>	<b>19.5%</b>	<b>-8.4%</b>
Retail	1,256.8	1,643.6	1,444.3	14.9%	-12.1%
Direct Retail Sales	507.0	657.9	664.0	31.0%	0.9%
<b>Average Price (R\$ thousand)</b>	<b>156.220</b>	<b>179.0</b>	<b>160.421</b>	<b>2.7%</b>	<b>-10.4%</b>
Retail	170.8	195.8	161.8	-5.3%	-17.4%
Direct Retail Sales	128.9	147.4	157.6	22.3%	6.9%

- **Volume outperformed the market** by +7.2 p.p.<sup>1</sup>, with growth of 16.4% y/y in 1Q26, supported by portfolio diversification and service quality;
- **New light vehicle sales per store per month: 36** in 1Q26 (+11.6% y/y), excluding the 13 stores opened less than one year ago. Including all stores, the number would be 34 vehicles (+6.4% y/y);
- **Transacted gross revenue<sup>2</sup>** increased 19.5% y/y in 1Q26, driven by the growth of direct sales, a channel in which dealerships are compensated through commissions and that, in addition to delivering higher margins at the consolidated level, requires lower working capital allocation;
- **Gross profit** up 2.1% y/y in 1Q26. New light vehicle gross margin totaled 8.9%, reflecting the competitive environment observed in the sector during the quarter.

**Market share** in the new retail segment is below 3%. Our **diversification** across multiple segments, brands, products, and regions ensures resilience, creates growth opportunities, and enables adaptability to different market conditions.

<sup>1</sup> Compares new vehicle sales (including retail and direct-to-consumer retail sales) with data reported by FENABRAVE, excluding vehicle registrations by car rental companies as reported by ABLA; <sup>2</sup> Transacted revenue combines retail sales revenue with the full value of direct sales — a channel in which dealerships are compensated through commissions and which represents the most accurate indicator of growth.

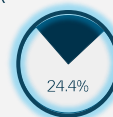
# 3) LIGHT VEHICLES



## 3) b. USED LIGHT VEHICLES

### USED LIGHT VEHICLES (% 1Q26 CONSOLIDATED)

GROSS  
REVENUE



GROSS  
PROFIT



Table 4:

Used Vehicles	1Q25	4Q25	1Q26	Δ YoY	Δ QoQ
<b>Number of Vehicles Sold (units)</b>	<b>7,421</b>	<b>8,231</b>	<b>8,364</b>	<b>12.7%</b>	<b>1.6%</b>
Used-to-New Sales Ratio	0.7x	0.6x	0.6x	-0.1x	0.0x
Wholesale (%)	35.1%	40.0%	37.4%	2.3 p.p	-2.6 p.p
<b>Gross Revenue (R\$ million)</b>	<b>615.9</b>	<b>782.0</b>	<b>807.0</b>	<b>31.0%</b>	<b>3.2%</b>
Average Price (R\$ 000)	82,996.9	95,002.5	96,490.8	16.3%	1.6%
<b>Gross Profit (R\$ million)</b>	<b>56.6</b>	<b>54.6</b>	<b>62.3</b>	<b>10.1%</b>	<b>14.2%</b>
Gross Margin (%)	9.6%	7.2%	7.9%	-1.7 p.p	0.6 p.p
<b>Gross Profit per Vehicle Sold (R\$)</b>	<b>7,627.0</b>	<b>6,631.1</b>	<b>7,449.8</b>	<b>-2.3%</b>	<b>12.3%</b>

- **Volume increased 12.7% y/y**, in line with the market<sup>1</sup>. We entered 1Q26 with a reduced used vehicle inventory, which limited sales potential despite improving demand.
- **Monthly sales volume per store** totaled 23 vehicles in 1Q26 (9.5% y/y), excluding stores opened less than one year ago. Including all stores, the metric would be 22 vehicles (+3.0% y/y);
- The **used-to-new ratio**<sup>2</sup> was 0.6x in 1Q26, down from 0.7x in 1Q25, reflecting strong performance in new vehicles and lower availability of used vehicles;
- **Gross revenue** increased 31.0% y/y, driven by a higher share of luxury vehicles in the mix;
- **Gross profit** up 10.1% y/y in 1Q26, reflecting the increase in gross revenue in the period. Consistent with the strategy to optimize inventory, gross margin declined y/y, as expected.

**Stores and teams prepared to sell more used vehicles:** With only 0.3% market share, AUTOMOB operates in a market where more than 11 million vehicles are traded annually in Brazil. Growth in same-store sales improves cost and fixed expense dilution, attracts more customers, and strengthens the offering of financial and add-on services — all essential pillars for profitable growth and sustainable value creation.

<sup>1</sup> Compares AUTOMOB's used vehicle sales (including showroom and wholesale channels) with data reported by FENAUTO.

# 3) LIGHT VEHICLES



## USED LIGHT VEHICLES – F&I AND ADD-ON PRODUCTS AND SERVICES (% 1Q26 CONSOLIDATED)

GROSS REVENUE



GROSS PROFIT



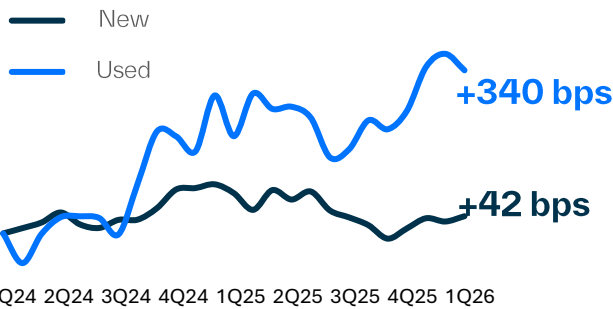
### 3) c. F&I AND ADD-ON PRODUCTS AND SERVICES

Table 5:

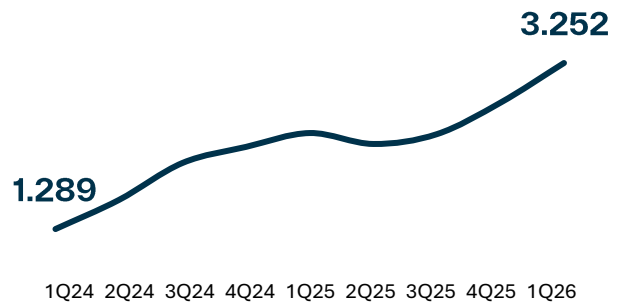
Light Vehicles – F&I (R\$ million)	1Q25	4Q25	1Q26	Δ YoY	Δ QoQ	2024	2025	Δ YoY
<b>Gross Revenue</b>	41.1	53.1	63.9	55.5%	20.3%	146.2	192.9	32.0%
Revenue per Vehicle Sold (R\$)	2,552.2	2,985.5	3,476.9	36.2%	16.5%	2,248.9	2,710.3	20.5%
<b>Gross Income</b>	40.9	49.5	59.8	46.3%	20.7%	120.2	179.9	49.7%
<b>Gross Profit per Vehicle Sold (R\$)</b>	2,537.3	2,783.4	3,252.0	28.2%	16.8%	1,849.0	2,527.7	36.7%

- **Growth of 55.5% y/y** in 1Q26, driven by higher sales of new and used vehicles, as well as training initiatives and the review of processes and incentives;
- Strong performance **across all service lines**;
- **Greater scale in used vehicle sales** translated into **spread gains of +340 bps** over two years;
- **Centralized financing desk**, responsible for approximately half of F&I gross revenue, captures scale gains and delivers better opportunities to customers through **strategic partnerships** with more than **20** financial institutions;
- **High expansion potential** through **the standardization of internal best practices**, with a benchmark of **R\$4.1 thousand** revenue per vehicle sold<sup>1</sup>.

#### Return on Financing<sup>2</sup> (Monthly Base-100)

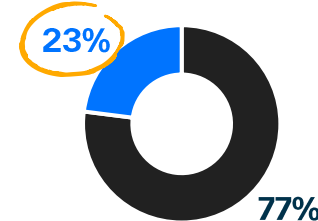


#### F&I Gross Profit per vehicle<sup>3</sup> (R\$)

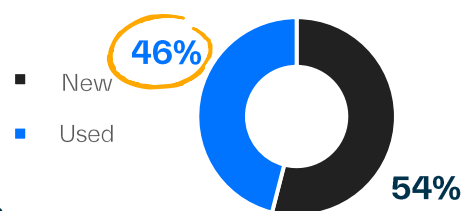


Growth in used vehicle sales is a key driver of F&I profitability

#### Financing Volume 1Q26



#### Financing Revenue 1Q26



<sup>1</sup> Internal benchmark based on average of Toyota, Honda and GM brands;

<sup>2</sup> Commission for intermediation between bank and retail, calculated as a percentage of total financing amount;

<sup>3</sup> Includes only used vehicle sales through the showroom channel, as wholesale sales do not include F&I services.

### 3) LIGHT VEHICLES



	1Q25	1Q26	Δ	
Financing	R\$ 20.9 mn	R\$ 30.4 mn	→ 45.2%	✓
Title and Registration Services	R\$ 9.4 mn	R\$ 13.0 mn	→ 37.6%	✓
Insurance	R\$ 5.4 mn	R\$ 8.8 mn	→ 62.3%	✓
Armoring	R\$ 4.1 mn	R\$ 10.0 mn	→ 142.2%	✓
Consortium Products	R\$ 1.2 mn	R\$ 1.8 mn	→ 48.3%	✓
<b>Total F&amp;I</b>	<b>R\$ 41.1 mn</b>	<b>R\$ 63.9 mn</b>	→ <b>55.5%</b>	

AUTOMOB's scale, combined with an efficient management model and the sharing of best practices across the group, has strengthened the role of F&I in results, positioning it as a key lever for value creation. We will continue investing in technology, salesforce training, and product diversification, with a focus on capturing growth potential and sustainably enhancing the Company's profitability.

#### 3) d. LIGHT VEHICLES - AFTER SALES

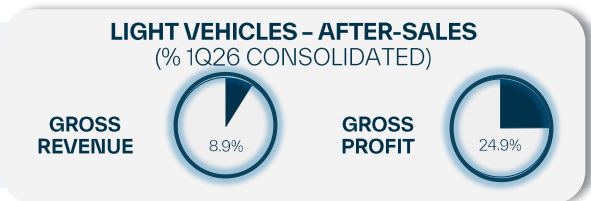


Table 6:

Light Vehicles – After-Sales (R\$ million)	1Q25	4Q25	1Q26	Δ YoY	Δ QoQ
Gross Revenue	271.4	286.5	295.0	8.7%	3.0%
Gross Income	100.2	104.2	112.7	12.5%	8.2%
Gross Margin (%)	40.4%	40.4%	41.0%	0.7 p.p	0.6 p.p

- **Gross revenue** grew 8.7% y/y, driven by higher sales of new vehicles;
- **Gross Profit** increased 12.5% y/y in 1Q26, with gross margin of 41.0% (+0.6 p.p. y/y). Results reflect higher service penetration, commercial discipline, and continuous improvements in the Company's pricing processes;
- **Growth opportunity** driven by the expansion of the addressable market through increased new vehicle sales and greater integration of systems and CRM solutions.

There are opportunities to leverage investments already made, such as our automotive repair center in Guarulhos, as well as to explore new products and services in the medium and long term.

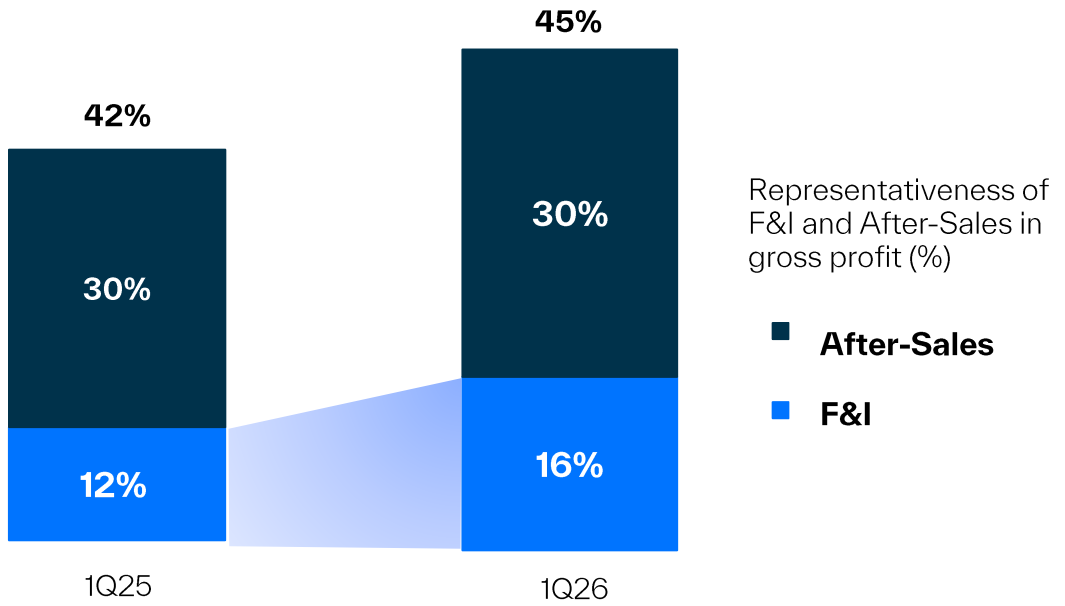
Centralizing these services enables the **return of leased yards in higher-cost areas and allows for the expansion of showroom** space in stores — by eliminating in-store preparation and repair areas — and generates **logistics gains for new and damaged vehicles**, reducing empty trips.



# 3) LIGHT VEHICLES

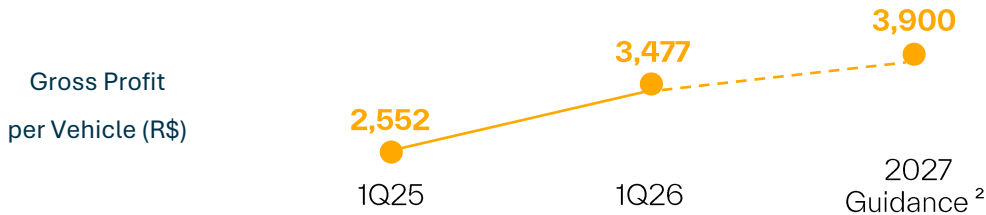
## 3) e. CONSOLIDATED GROSS PROFIT ANALYSIS

Increased representation of F&I and After-Sales in gross profit expands profitability in the light vehicle segment



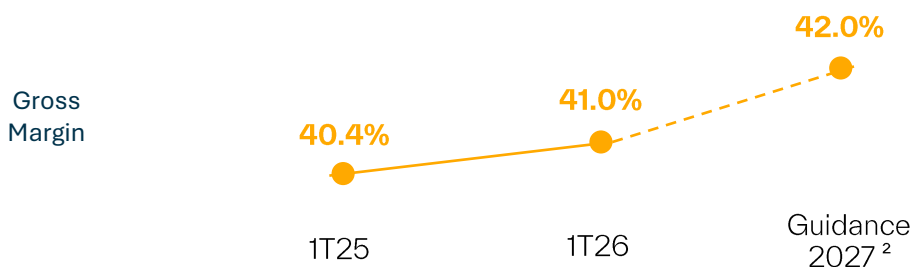
### F&I

- Gross revenue: **+55% y/y** in 1Q26
- Gross profit per vehicle: **36% y/y** in 1Q26



### After Sales

- Gross Revenue: **+8.7% y/y** in 1Q26
- R\$ / Collaborator<sup>2</sup>: **+20.7% YoY** in 1Q26
- Services Margin: **65.8%** | Parts Margin: **28.2%** in 1Q26



<sup>1</sup> Includes only used vehicle sales through the showroom channel, as pass-through sales do not include F&I services

<sup>2</sup> Assumptions for the Guidance, as per [Material Fact released on 11/27/2025](#)

<sup>3</sup> Productivity index considers revenue from services over the number of employees



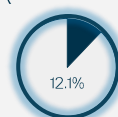
## 4) HEAVY VEHICLES



### 4) a. TRUCKS AND BUSES

#### HEAVY VEHICLES - TRUCKS AND BUSES (% 1Q26 CONSOLIDATED)

GROSS  
REVENUE



GROSS  
PROFIT



Table 7:

Trucks and Buses	1Q25	4Q25	1Q26	Δ YoY	Δ QoQ
Number of Trucks and Buses Sold (units)	1,685.0	1,822.0	1,572.0	-6.7%	-13.7%
Net Revenue	335.4	246.4	255.2	-23.9%	3.6%
Gross Revenue (R\$ million)	565.1	449.0	401.2	-29.0%	-10.6%
Gross Profit (R\$ million)	83.2	74.3	62.7	-24.6%	-15.5%
Gross Margin (%)	16.3%	18.8%	17.7%	1.4 p.p	-1.1 p.p
Gross Profit per Vehicle Sold (R\$)	49,347.4	40,754.5	39,904.3	-19.1%	-2.1%

- Sales in January and February 2026 reflected initial challenges faced by commercial banks in implementing the **Move Brasil** Program. In March, a gradual recovery in sales began;
- Performance 11.7 p.p. above the market:** sold volumes declined **6.7% y/y** in 1Q26, compared to the market contraction of **18.4% y/y**<sup>1</sup>.
- Gross revenue** declined **29.0% y/y** in 1Q26, a decrease greater than the drop in volumes due to two factors: (i) a cut-off effect<sup>2</sup>, which resulted in a high comparison base in 1Q25; and (ii) a higher share of direct sales, which are commission-based;
- Gross profit** declined **24.6% y/y** in 1Q26. The increase in gross margin from **16.3%** in 1Q25 to **17.7%** in 1Q26 is explained by the higher share of direct sales and improved margins in services, tires, parts and accessories;
- Available inventory enables the company to capture additional demand** following the expansion of the **Move Brasil** program at the end of April, which doubled its budget to **R\$21.2 billion** and includes buses and equipment.

In the Trucks and Buses segment, our **market share** in the region where we operate is **30%**. In 2025, we outperformed the market despite a challenging environment, while our business continued to demonstrate strong resilience and value creation potential for **AUTOMOB**.

<sup>1</sup> Based on the volume of trucks and buses sold by AUTOMOB over the volume of trucks and buses registered according to ANFAVEA.

<sup>2</sup> Cut-off: In 1Q25, trucks invoiced in prior periods were delivered, which made the comparison base for 1Q26 more challenging. The inverse effect occurred in 1Q26, negatively impacting revenue for the quarter.



## 4) HEAVY VEHICLES



### 4) b. AGRO EQUIPMENT AND MACHINERY

#### HEAVY VEHICLES – AGRO EQUIPMENT AND MACHINERY (% 1Q26 CONSOLIDATED)

GROSS REVENUE



GROSS PROFIT

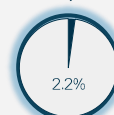


Table 8:

Agricultural Machinery and Equipment	1Q25	4Q25	1Q26	Δ YoY	Δ QoQ
<b>Number of Agricultural Equipment and Machinery Sold (Units)</b>	441.0	393.0	292.0	-33.8%	-25.7%
Average Price (R\$ 000)	649.0	722.7	810.9	24.9%	12.2%
<b>Gross Revenue (R\$ million)</b>	286.2	284.0	236.8	-17.3%	-16.6%
<b>Gross Profit (R\$ million)</b>	14.2	8.4	10.0	-29.1%	19.5%
Gross Margin (%)	5.6%	3.5%	4.8%	-0.8 p.p.	1.3 p.p.
<b>Gross Profit per Vehicle Sold (R\$)</b>	32,112.2	21,383.6	34,384.9	7.1%	60.8%

- Machinery sales volumes declined **33.8% y/y** in 1Q26, mid a challenging agribusiness environment, marked by unfavorable agricultural commodity prices, elevated production costs, and tighter access to credit;
- **Gross Revenue decreased 17.3% y/y** in 1Q26, outperforming volume trends due to higher average selling prices, driven by a more favorable mix and improved commercial terms;
- **Gross Profit** reached **R\$ 10 million** in 1Q26, with a **gross margin** of **4.8 p.p.**, stable year over year. The Company began selling OEM inventory at normalized gross margins as from march/26;
- **Agriculture paid inventory** was reduced by **R\$ 285 million** over the last twelve months, including **R\$ 37 million** in 1Q26, typically the most challenging quarter of the year from a seasonality perspective.

In the Agricultural Equipment Machinery segment, the market remains active despite high interest rates that have tightened credit and delayed purchase decisions. Sales require greater commercial efficiency and proximity to the customer, while we remain focused on reducing paid inventory. In the long term, Brazil remains highly competitive in agribusiness, with natural advantages, scale, productivity, and strong growth potential.

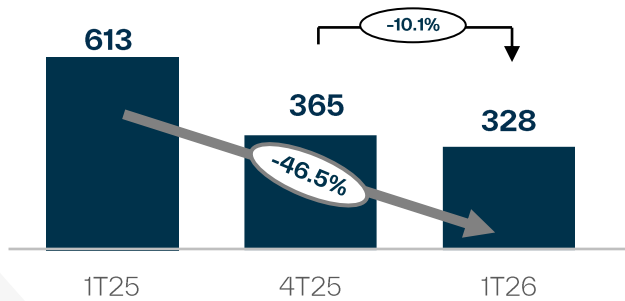
# 4) HEAVY VEHICLES



## 4) b. AGRO EQUIPMENT AND MACHINERY

### AGED INVENTORY

#### PAID INVENTORY - AGRO (R\$ million)



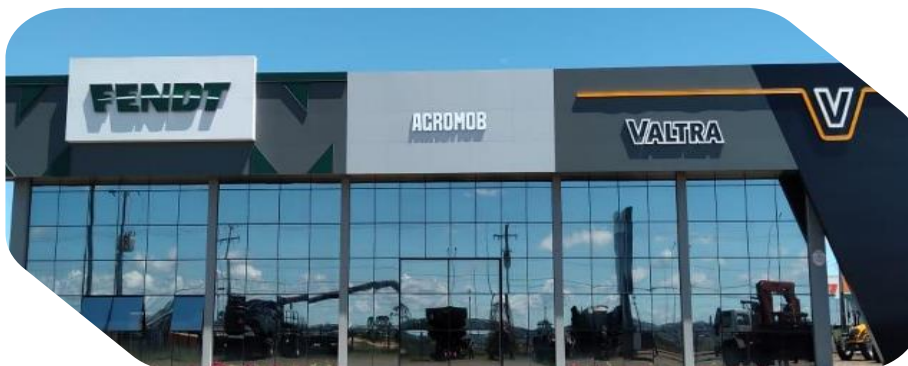
- **Reduction of R\$ 37 million in 1Q26**, typically the most challenging quarter of the year (seasonality).
- **Excess inventory of new equipment: R\$110 mn**
- **Used Vehicles Inventory: R\$ 70 million**, under favorable pricing and payment terms to accelerate sales
- **Gross margin close to zero**, reflecting impairment recognized in prior periods;

### FRESH INVENTORY

- **Fixing margins for new products in line with the automaker**
- **Double-digit gross margin for sales of new machines that are not in stock**
- **Purchase assets on demand, securing margin and minimizing paid inventory risks**
- **Low inventory level**

- **Brazil's grain production is expected to reach a new record, and despite deferred purchases of agricultural equipment, replacement demand remains intact;**

### OPERATING STRUCTURE REALIGNMENT



### COST AND EXPENSE OPTIMIZATION

- **Maintenance service repricing** focused on profitability per labor hour
- **Diversification** to ensure revenue and improved operating margins
- **Dual-brand store conversions: +3 stores** expected in 2Q26, totaling 10 units

## 5) AUTOMOB - CONSOLIDATED



### 5) a. GROSS AND NET REVENUE

Table 9:

Consolidated Revenue (R\$ million)	1Q25	4Q25	1Q26	Δ YoY	Δ QoQ
(=) Consolidated Gross Revenue	3,084.8	3,569.3	3,308.0	7.2%	-7.3%
Light Vehicles	2,233.5	2,836.3	2,670.0	19.5%	-6.9%
Trucks and Buses	565.1	449.0	401.2	-29.9%	-11.9%
Agricultural Equipment and Machinery	286.2	284.0	236.8	-17.3%	-16.6%
(-) Deductions from Gross Revenue	(177.0)	(214.6)	(181.6)	2.6%	-15.4%
(=) Net Revenue	2,907.9	3,354.7	3,126.5	7.5%	-6.8%

- **Gross Revenue** increased **7.2% y/y** in 1Q26, driven by the strong performance of light vehicles, which grew **19.5% y/y**;
- **Consolidated growth remained resilient** despite the lack of a recovery in Agriculture volumes and a temporary decline in the Trucks and Buses segment, which is expected to normalize in 2Q26.

### 5) b. GROSS PROFIT AND MARGIN

Table 10:

Gross Profit (R\$ million) and Consolidated Gross Margin (%)	1Q25	4Q25	1Q26	Δ YoY	Δ QoQ
Light Vehicles	334.2	387.4	380.1	13.7%	-1.9%
Gross Margin (%)	15.6%	14.3%	14.8%	-0.7 p.p	0.6 p.p
Heavy Vehicles	97.3	82.7	72.8	-25.2%	-12.0%
Gross Margin (%)	12.7%	13.0%	12.9%	0.1 p.p	-0.1 p.p
Consolidated Gross Profit	431.5	470.1	452.9	5.0%	-3.7%
Gross Margin (%)	14.8%	14.0%	14.5%	-0.4 p.p	0.5 p.p

- **Gross Profit** increased **5.0% y/y** in 1Q26, driven by higher revenues from direct sales commissions, financing, insurance, add-on products and after-sales;
- **Gross margin** totaled **14.0%** in 1Q26 (**-0.4 p.p. y/y**), primarily reflecting lower used vehicle margins due to higher sales through the wholesale channel and the inventory optimization compared to the prior year. Following stronger used vehicle sourcing, we entered 2Q26 with greater product availability, creating conditions to accelerate sales and expand margins in the coming periods.



## 5) c. OPERATING EXPENSES, EBIT AND EBITDA

Table 11:

Operating Expenses, EBIT and EBITDA (R\$ million)	1Q25	4Q25	1Q26	Δ YoY	Δ QoQ
<b>Commercial Expenses</b>	<b>(175.7)</b>	<b>(205.6)</b>	<b>(205.3)</b>	<b>16.8%</b>	<b>-0.2%</b>
% of Consolidated Net Revenue	6.0%	6.1%	6.6%	0.5 p.p	0.4 p.p
<b>Administrative Expenses</b>	<b>(172.7)</b>	<b>(206.5)</b>	<b>(201.0)</b>	<b>16.4%</b>	<b>-2.7%</b>
% of Consolidated Net Revenue	5.9%	6.2%	6.4%	0.5 p.p	0.3 p.p
<b>Other Operating Income (Expenses)</b>	<b>7.9</b>	<b>14.7</b>	<b>34.8</b>	<b>341.1%</b>	<b>137.7%</b>
% of Consolidated Net Revenue	0.3%	0.4%	1.1%	0.8 p.p	0.7 p.p
<b>Total Operating Expenses – Consolidated</b>	<b>(340.5)</b>	<b>(397.5)</b>	<b>(371.4)</b>	<b>9.1%</b>	<b>-6.6%</b>
% of Consolidated Net Revenue	11.7%	11.8%	11.9%	0.2 p.p	0.0 p.p.
<b>EBIT</b>	<b>91.0</b>	<b>72.6</b>	<b>81.5</b>	<b>-10.5%</b>	<b>12.2%</b>
EBIT Margin (%)	3.1%	2.2%	2.6%	-0.5 p.p	0.4 p.p
Depreciation and Amortization (R\$ million)	54.3	53.5	55.2	1.7%	3.3%
<b>EBITDA</b>	<b>145.3</b>	<b>126.1</b>	<b>136.7</b>	<b>-5.9%</b>	<b>8.5%</b>
EBITDA Margin (%)	5.0%	3.8%	4.4%	-0.6 p.p	0.6 p.p
<b>Adjusted EBIT</b>	<b>91.2</b>	<b>88.2</b>	<b>95.9</b>	<b>5.2%</b>	<b>8.7%</b>
Adjusted EBIT Margin (%)	4.1%	3.1%	3.6%	-0.5 p.p	0.5 p.p
<b>Adjusted EBITDA</b>	<b>140.5</b>	<b>134.1</b>	<b>143.3</b>	<b>2.0%</b>	<b>6.9%</b>
Adjusted EBITDA Margin (%)	4.8%	4.0%	4.6%	-0.2 p.p	0.6 p.p

- **Adjusted EBITDA** increased **2.0% y/y** in 1Q26, supported by strong new light vehicle sales, as well as growth in financing, insurance, add-on products, and after-sales services, which carry higher margins;
- **Adjusted EBITDA margin** remained broadly stable compared to 1Q25 (**-0.2 p.p.**). The growth in F&I and After-sales revenues, with margin expansion in the latter segment, along with improved margins in trucks and buses, offset the decline in gross margins in light vehicle sales and the still compressed margins in the agricultural segment.

In line with the guidance issued by the Company in Nov/2025, our objective is to expand operating margins, primarily through: (i) higher sales of new and used light vehicles at existing stores; (ii) a greater focus on higher-margin services; and (iii) improved efficiency in the Agricultural segment — levers that, together, support the dilution of consolidated fixed costs and expenses.



## 5) d. FINANCIAL PROFIT & LOSS

Table 12:

Financial Profit & Loss (R\$ million)	1Q25	4Q25	1Q26	Δ YoY	Δ QoQ
Financial Revenue	35.0	24.7	24.4	-30.0%	-0.9%
Financial Expenses	(145.1)	(148.7)	(148.0)	2.0%	-0.5%
<b>Net Financial Profit &amp; Loss</b>	<b>(110.1)</b>	<b>(124.0)</b>	<b>(123.5)</b>	<b>12.2%</b>	<b>-0.4%</b>
Interest on right of use (IFRS 16)	(11.6)	(14.3)	(12.9)	11.9%	-9.4%
<b>Net Financial Result including IFRS 16</b>	<b>(121.7)</b>	<b>(138.3)</b>	<b>(136.5)</b>	<b>12.1%</b>	<b>-1.3%</b>

- **Net financial expenses** totaled **R\$ 136.5 million** in 1Q26, up **12.1%** compared to 1Q25, primarily reflecting higher interest rates y/y;
- Compared to 4Q25, net financial expenses decreased **1.3%**, driven by lower net debt levels during the period, supported by cash generation from the reduction in paid inventory;
- It is important to note two effects impacting comparability between periods: (i) in 1Q26, the lower number of business days and the monetary adjustment of tax credits, which generated positive impacts of **R\$ 5 million** and **R\$ 6 million**, respectively; and (ii) in 4Q25, the monetary adjustment of tax credits reduced financial expenses by **R\$ 16.5 million**.

## 5) e. NET PROFIT (LOSS)

Table 13:

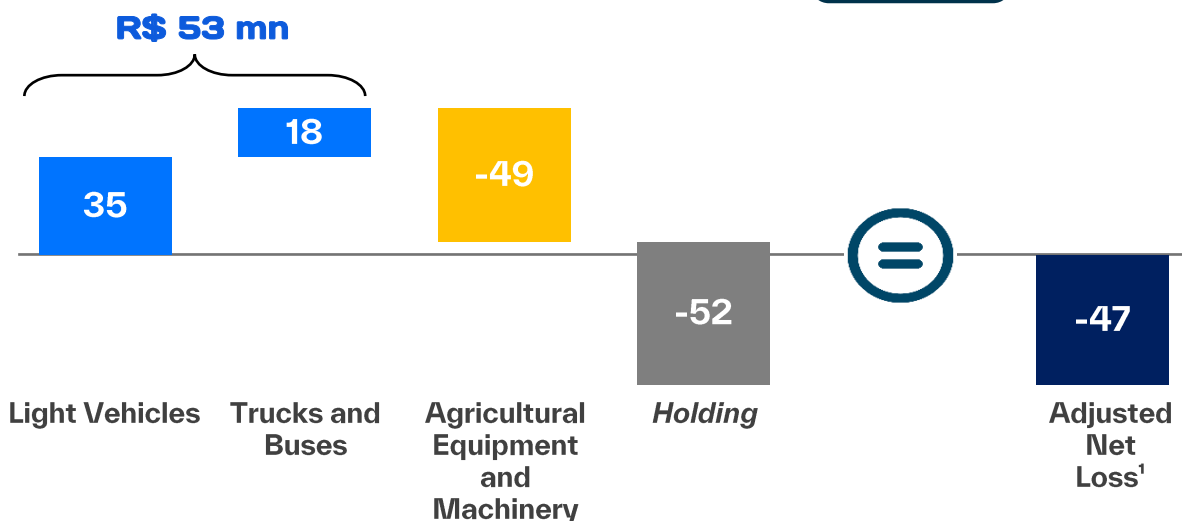
Net Income (R\$ million)	1Q25	4Q25	1Q26	Δ YoY	Δ QoQ
<b>Income Before Income Taxes (IR and CSLL)</b>	<b>(30.7)</b>	<b>(65.7)</b>	<b>(55.0)</b>	<b>79.1%</b>	<b>-16.2%</b>
Current Income Tax and Social Contribution	(8.5)	12.8	(6.3)	-25.6%	n.a
Deferred Income Tax and Social Contribution	14.2	(2.5)	4.6	-67.8%	n.a
<b>Net Profit (Loss)</b>	<b>(25.0)</b>	<b>(55.4)</b>	<b>(56.7)</b>	<b>126.9%</b>	<b>2.5%</b>
Net Margin (%)	(0.9%)	(1.7%)	(1.8%)	-1.0 p.p	-0.2 p.p
<b>Adjusted Net Profit (Loss)</b>	<b>(24.1)</b>	<b>(61.6)</b>	<b>(47.2)</b>	n.a	n.a
Adjusted Net Margin (%)	(0.8%)	(1.8%)	(1.5%)	-0.7 p.p	0.3 p.p

- **Adjusted Net Income (Loss)** totaled **-R\$ 47.2 million** in 1Q26. The increase in net loss compared to 1Q25 is primarily explained by a **R\$ 14.8 million** increase in net financial expenses, driven by higher interest rates, as well as a **R\$ 9.6 million** reduction in deferred income tax (non-cash).
- Compared to 4Q25, the improvement is mainly explained by higher operating income.

# 5) AUTOMOB - CONSOLIDATED



1Q26



## LIGHT VEHICLES, TRUCKS AND BUSES

### Net Income:

- R\$ 53 mn in 1Q26

Operations, which account for 93% of gross revenue, continue to generate value for the business on a sustainable basis.

% GROSS REVENUE CONSOLIDATED 1Q26



## AGRICULTURAL EQUIP & MACHINERY

Paid inventory management and cost and expense reduction initiatives to restore sustainable profitability



## HOLDING

Financial expenses related to R\$1.0 billion of net debt arising from the corporate reorganization completed in Dec/24

(average cost of CDI +2.7% p.a.)

**Note:** Net debt (ex-holding) was allocated across the businesses based on each business's paid inventory.



## 5) g. INVESTMENTS

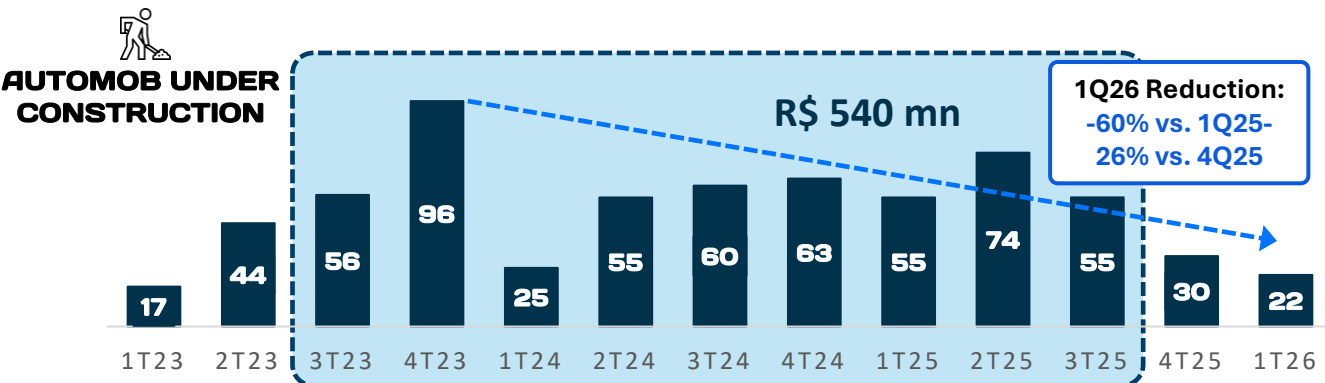


Table 14:

Investments	1Q25	4Q25	1Q26	Δ YoY	Δ QoQ
Expansion/Maintenance (R\$ million)	39.1	25.9	18.3	-53.1%	-29.1%
Test drive vehicles (R\$ million)	39.4	42.9	45.8	16.2%	6.8%
<b>Gross Investment (R\$ million)</b>	<b>78.6</b>	<b>68.8</b>	<b>64.2</b>	<b>-18.3%</b>	<b>-6.7%</b>
Asset Sales (R\$ million)	(23.2)	(38.9)	(42.1)	81.3%	8.3%
<b>Net CAPEX (R\$ million)</b>	<b>55.4</b>	<b>29.9</b>	<b>22.1</b>	<b>-60.1%</b>	<b>-26.2%</b>

- Net CAPEX in 4Q25 totaled **R\$22.1 million**, down 60% vs. 1Q25 — the lowest level in the past 3 years, reflecting lower renovation spending.
- **AUTOMOB**'s store network is now modernized and aligned with its strategic plan to maximize performance across existing locations.

## 5) h. WORKING CAPITAL

Table 15:

Working Capital (R\$ million)	1Q25	4Q25	1Q26	Δ YoY	Δ QoQ
Accounts Receivable	646	737	874	35.2%	18.5%
(+) Average Collection Period (Days)	20	20	25	25.7%	27.2%
Inventory	2,808	2,603	2,331	-17.0%	-10.5%
(+) Average Inventory Period (Days) <sup>1</sup>	84	66	61	-27.0%	-6.2%
Accounts Payable (Suppliers)	1,542	1,927	2,042	32.5%	6.0%
(-) Average Payment Term (days)	56	60	69	22.7%	14.3%
<b>(=) Cash Conversion Cycle (Days)</b>	<b>48</b>	<b>25</b>	<b>18</b>	<b>-62.9%</b>	<b>-29.2%</b>

We reduced **consolidated paid inventory** by **37%** in 1Q26 vs. 1Q25, totaling an annual reduction of **R\$488 million**. We still see a meaningful optimization opportunity, as excess inventory in the **Agricultural** segment is currently around **R\$110 million**. In addition to the **Agricultural** segment, we have also implemented initiatives to improve inventory efficiency in light vehicles, particularly new vehicles, which also present opportunities for value creation in the coming periods.

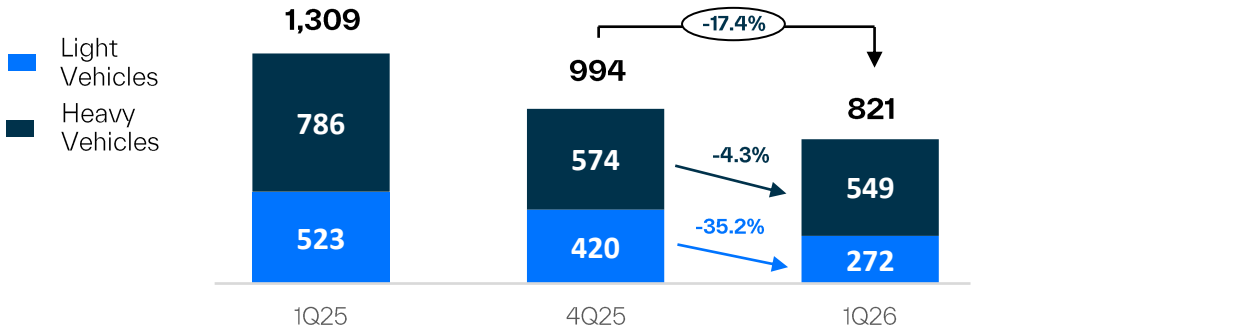
<sup>1</sup> Excludes cut-off, vehicles and parts in transit, and impairment effects.

<sup>2</sup> Includes balance of floorplan lines and supplier financing.



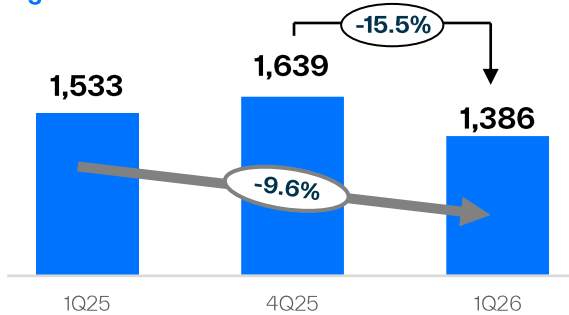
## 5) h. WORKING CAPITAL

### PAID INVENTORY (R\$ million)

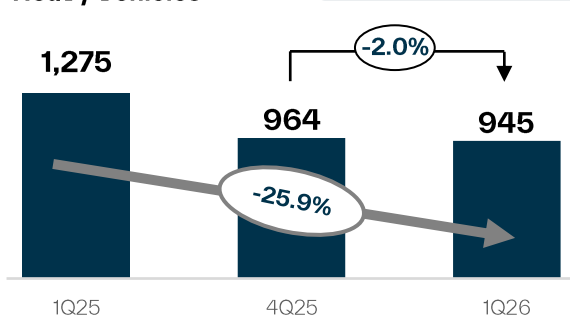


### CONSOLIDATED INVENTORY (R\$ million)

#### Light Vehicles



#### Heavy Vehicles



**Consolidated Inventory:**  
 ↓ R\$ 477 mn vs. 1Q25  
 ↓ R\$ 273 mn vs. 4Q25

### Benefits of higher vehicle turnover

- 1 Higher vehicle sales volumes
- 2 Higher service and F&I revenue
- 3 Expansion and higher margin resilience
- 4 Lower carrying costs and financial expenses



## 5) i. INDEBTEDNESS AND LEVERAGE

Table 16:

Indebtedness and Leverage (R\$ million)	1Q25	4Q25	1Q26	Δ YoY	Δ QoQ
Short term	527.9	182.4	144.1	-72.7%	-21.0%
Long Term	2,379.2	2,302.5	2,423.8	1.9%	5.3%
<b>Gross Debt</b>	<b>2,907.0</b>	<b>2,484.9</b>	<b>2,567.9</b>	<b>-11.7%</b>	<b>3.3%</b>
Average cost of gross debt (p.a.)	16.3%	17.4%	17.4%	1.1 p.p.	0.0 p.p.
Average term of gross debt (years)	2.7	2.8	2.7	0.0	-0.1
<b>Cash</b>	<b>1,009.1</b>	<b>502.0</b>	<b>698.0</b>	<b>-30.8%</b>	<b>39.0%</b>
<b>Net Debt</b>	<b>1,898.0</b>	<b>1,982.9</b>	<b>1,869.9</b>	<b>-1.5%</b>	<b>-5.7%</b>
Average After-Tax Net Debt Cost (p.a.)	10.8%	11.5%	11.5%	0.7 p.p.	0.0 p.p.
<b>Adjusted EBITDA</b>	<b>527.8</b>	<b>528.9</b>	<b>531.7</b>	<b>0.7%</b>	<b>0.5%</b>
Adjusted Net Debt/EBITDA	3.6x	3.7x	3.5x	-0.1x	0.0x

- Our main short-term priority was **cash generation**, with a particular focus on inventory management. This strategy delivered positive results, directly contributing to leverage control;
- **Leverage**, measured as Net Debt / Adjusted EBITDA, in line with the traditional criteria used by **SIMP**AR holding, totaled **3.5x** by the end of March 2026, down from 3.7x as of year-end 2025;
- **Leverage** would be **2.0x** when excluding **paid inventory**<sup>1</sup> to OEMs (vehicles that will convert into cash when sold).

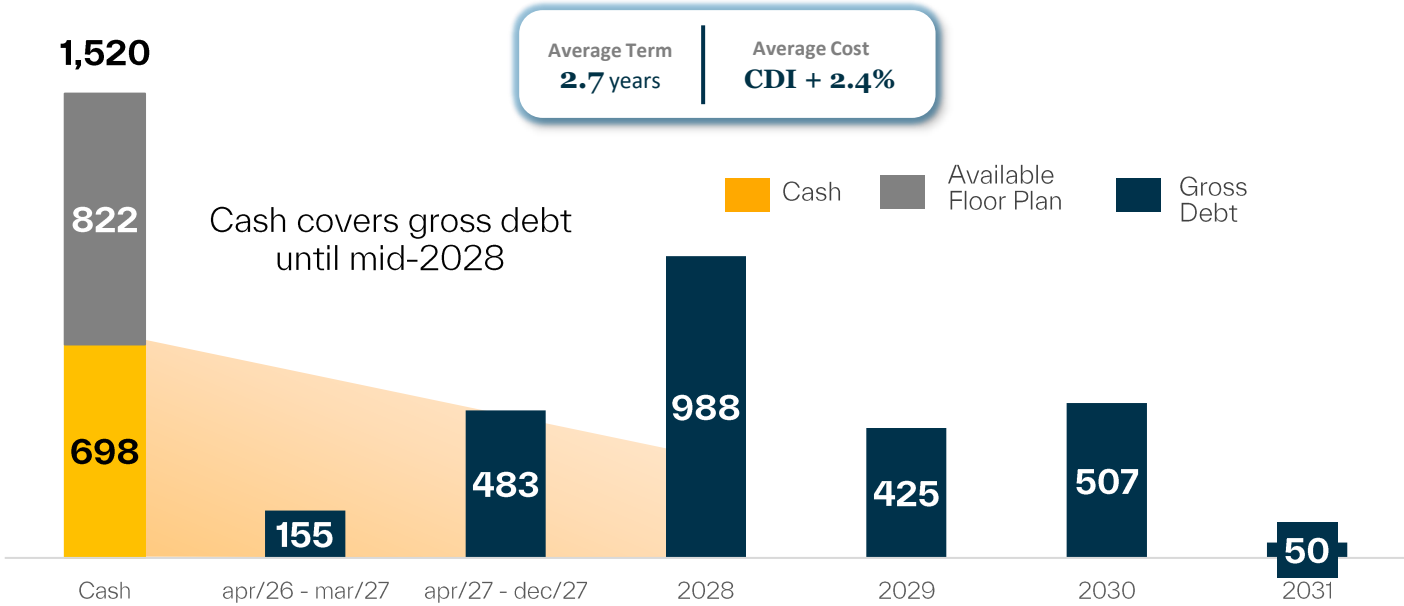
### Covenants:

- **AUTOMOB** has no debt subject to covenants based on the above metrics.
- The Company is subject to covenants calculated based on **SIMP**AR's consolidated financial statements. Certain agreements include provisions to maintain leverage and interest coverage ratios measured by EBITDA or Adjusted EBITDA in relation to net financial debt and net financial expenses.

<sup>1</sup> Paid inventory: Used and new vehicles in inventory that have already been paid to OEMs.



## 5) j. GROSS DEBT AMORTIZATION SCHEDULE



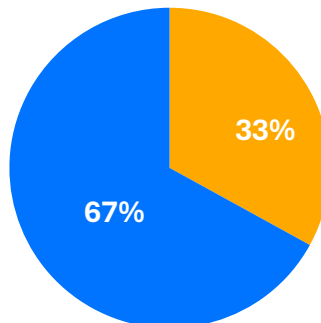
## 6) CAPITAL MARKET

### STOCK PERFORMANCE

As of March 31, 2026, AUTOMOB (AMOB3) shares were trading at R\$12.90 per share, representing a market capitalization of R\$489 million, based on 37,886,057 shares.

### Shareholding Structure

■ Retail
 ■ Institutional



Notes: 1 – includes direct and indirect holdings; Note 2 – includes AUTOMOB minority shareholders.



## 7) STRATEGIC PILLARS

	INDEX	1Q25	1Q26	2027 GUIDANCE <sup>1</sup>
<b>NEW</b>	VEHICLES/SHOP MONTHLY	32	34	37
<b>USED</b>	USED/NEW	0.7x	0.6x	1.0x
<b>F&amp;I</b>	GROSS REVENUE / VEHICLE (R\$)	2,552	3,477	3,900
<b>AFTER-SALES</b>	GROSS MARGIN	40.4%	41.0%	42.0%
<b>AGRO &amp; MACHINERY</b>	GROSS MARGIN	5.6%	4.8%	16.0%

**Grow above the market** and exceed customer expectations. Excluding stores with less than 12 months, the current index is already **36 vehicles/store**

**Accelerate same-store sales** after optimizing inventory turnover **already done** and strengthening capture, pricing, and delivery time

**Expand the offer of aggregate products** and enhance the use of our financing desk – the largest in Brazil

**Increase the efficiency of the workshops and finalize AUTOMOB CRM** to expand the service offering, as well as develop wholesale parts distribution center

**Offset losses** through the reduction of inventories, costs and expenses and a new commercial policy



## 8) ESG - ENVIRONMENTAL, SOCIAL, AND GOVERNANCE PILLARS

In 1Q26, **AUTOMOB** made consistent progress in its ESG agenda, with a focus on climate management, energy efficiency, environmental governance, and regulatory compliance, in line with **SIMPAR**'s strategic guidelines and market best practices.

### Climate Management and Greenhouse Gas (GHG) Emissions

In 1Q26, **AUTOMOB** completed the audit of its Greenhouse Gas (GHG) Emissions Inventory, prepared in accordance with the GHG Protocol and verified by an independent third party, Fundação Vanzolini.

As a result, the Company recorded an **approximately 35% reduction in consolidated GHG emissions** compared to the 2024 baseline year, considering the reported scopes, with **more significant reductions in Scopes 2 and 3**.

As part of its climate strategy, **AUTOMOB** established a **2026 annual emissions reduction target of 5%**, equivalent to approximately 1,000 tons of CO<sub>2</sub> in absolute terms, directly contributing to **SIMPAR**'s commitment to **reduce emissions by 15% by 2030**.

### Environmental Management Systems and Certifications

During the quarter, **AUTOMOB** initiated the implementation of an Environmental Management System in accordance with ISO 14001 at selected units, with the objective of obtaining certification by year-end 2026.

### Energy Efficiency and Renewable Sources

In 1Q26, **AUTOMOB** completed the installation of solar photovoltaic generation systems at three units and began using the CUB platform for centralized energy management.

### Circular Economy and Waste Management

During the period, 186 thousand liters of used lubricating oil were sent for re-refining, ensuring traceability and adherence to circular economy principles.



## 8) ESG - ENVIRONMENTAL, SOCIAL, AND GOVERNANCE PILLARS

### Social Pillar

Within the social pillar, key initiatives include productive inclusion, diversity, and positive social impact programs developed across **SIMPAR**, with the involvement of **Júlio Simões Institute** and proprietary programs led by each group company, including **AUTOMOB**. These initiatives are directed toward communities surrounding the Company's operations, with impacts monitored to promote continuous improvement and long-term social value creation.

Additionally, **AUTOMOB** and **SIMPAR** renewed, for another year, **their commitment to the United Nations Global Compact (UNGC)**, aligning their practices with international principles on human rights, labor, the environment, and anti-corruption, reinforcing the consistency of the Group's social and sustainability agenda.

### Regulatory, Governance, and Environmental Compliance

**AUTOMOB** renewed its contract with a specialized environmental compliance firm and achieved 90.08% regulatory compliance, ensuring adherence to environmental legal requirements.

### Materiality and ESG Direction

In 1Q26, **AUTOMOB** completed its double materiality assessment, in line with the guidelines of IFRS S1 and IFRS S2.

### Message to the Market

The results for the first quarter of 2026 reinforce **AUTOMOB's** commitment to creating sustainable long-term value for its investors and other stakeholders.

## Certifications and Recognitions

We demonstrate our commitment to sustainability through key certifications and memberships





# Exhibits



UMA EMPRESA DO GRUPO  
**SIMPAR**

**AMOB**  
 B3 LISTED NM

# 9) EXHIBITS

## INCOME STATEMENT



<b>Automob Participações S.A.</b>			
<b>CONSOLIDATED INCOME STATEMENT</b>			
<b>(R\$ million)</b>	<b>1Q25</b>	<b>4Q25</b>	<b>1Q26</b>
<b>Total Gross Revenue</b>	<b>3,084.8</b>	<b>3,569.3</b>	<b>3,308.0</b>
<b>(-) Revenue Deductions</b>	<b>(177.0)</b>	<b>(214.6)</b>	<b>(181.6)</b>
<b>(=) Net Revenue</b>	<b>2,907.9</b>	<b>3,354.7</b>	<b>3,126.5</b>
<b>(-) Total Costs</b>	<b>(2,476.4)</b>	<b>(2,884.6)</b>	<b>(2,673.6)</b>
<b>(=) Gross Income</b>	<b>431.5</b>	<b>470.1</b>	<b>452.9</b>
<b>(-) Operating Expenses</b>	<b>(340.5)</b>	<b>(397.5)</b>	<b>(371.4)</b>
(-) Commercial Expenses	(175.7)	(205.6)	(205.3)
(-) Administrative Expenses	(172.7)	(206.5)	(201.0)
(-) Other operating income (expenses), net	7.9	14.7	34.8
<b>( = ) Operating Profit/Loss before Financial Result (EBIT)</b>	<b>91.0</b>	<b>72.6</b>	<b>81.5</b>
<i>EBIT margin (%)</i>	<i>3.1%</i>	<i>2.2%</i>	<i>2.6%</i>
(+) Financial Revenue	35.0	24.7	24.4
(-) Financial Expenses	(145.1)	(148.7)	(148.0)
(-) Interest on right of use (IFRS 16)	(11.6)	(14.3)	(12.9)
<b>( = ) Net financial result</b>	<b>(121.7)</b>	<b>(138.3)</b>	<b>(136.5)</b>
<b>( = ) Profit/Loss before Income Tax and Social Contribution</b>	<b>(30.7)</b>	<b>(65.7)</b>	<b>(55.0)</b>
(-) Income tax and social contribution - current	(8.5)	12.8	(6.3)
(-) Income tax and social contribution - deferred	14.2	(2.5)	4.6
<b>(=) Total income tax and social contribution</b>	<b>5.7</b>	<b>10.3</b>	<b>(1.8)</b>
<b>(=) Net Profit/Loss:</b>	<b>(25.0)</b>	<b>(55.4)</b>	<b>(56.7)</b>
<i>Net Margin (%)</i>	<i>-0.9%</i>	<i>-1.7%</i>	<i>-1.8%</i>
(+) Depreciation and Amortization	54.3	53.5	55.2
<b>EBITDA</b>	<b>145.3</b>	<b>126.1</b>	<b>136.7</b>
<i>EBITDA Margin (%)</i>	<i>5.0%</i>	<i>3.8%</i>	<i>4.4%</i>



# 9) EXHIBITS

## BALANCE SHEET



<b>ASSETS</b>			
<b>Current assets</b>	<b>1Q25</b>	<b>4Q25</b>	<b>1Q26</b>
Cash and cash equivalents	223.3	264.8	381.6
Securities, marketable securities, and financial investments	575.5	1.4	106.6
Derivative financial instruments	49.5	-	-
Accounts receivable	641.0	736.3	870.7
Inventories	2,808.0	2,603.3	2,330.5
Taxes recoverable	172.8	172.1	172.1
Income tax and social contribution recoverable	263.2	329.4	358.6
Prepaid expenses	49.9	39.9	71.5
Advances to third parties	195.0	398.6	314.7
Other assets	276.7	121.2	115.7
<b>Total current assets</b>	<b>5,254.9</b>	<b>4,667.1</b>	<b>4,721.9</b>
<b>Non-current assets</b>	<b>1Q25</b>	<b>4Q25</b>	<b>1Q26</b>
Securities, marketable securities, and financial investments	210.3	235.8	209.8
Derivative financial instruments	-	-	-
Accounts receivable	5.3	0.8	2.9
Taxes recoverable	125.2	181.5	175.0
Fund for capitalization of dealerships	136.4	135.4	152.0
Deferred income tax and social contribution	301.0	343.9	347.3
Indemnity asset	73.3	68.7	65.1
Judicial deposits	55.3	45.6	44.4
Other assets	36.4	56.7	49.2
<b>Total Long-Term Receivables</b>	<b>943.2</b>	<b>1,068.4</b>	<b>1,045.6</b>
	-	19.7	19.7
<b>Total property, plant and equipment - Vehicles, Machinery and Equipment</b>	<b>1,948.2</b>	<b>2,077.6</b>	<b>2,101.5</b>
Vehicles	184.6	188.6	192.8
Machinery and Equipment	102.6	114.2	116.9
Owned Stores	312.0	304.9	305.8
Other	185.8	232.1	238.5
Leasehold Improvements	436.4	514.6	522.8
Right of Use IFR16	726.8	723.3	724.6
<b>Accumulated depreciation - Vehicles, Machinery and Equipment</b>	<b>(594.0)</b>	<b>(688.8)</b>	<b>(727.5)</b>
Vehicles	(44.8)	(43.6)	(43.6)
Machinery and Equipment	(54.5)	(52.2)	(54.8)
Owned Stores	(31.1)	(35.5)	(37.3)
Other	(69.4)	(79.2)	(82.0)
Amortization of Leasehold Improvements	(111.5)	(140.4)	(151.4)
Amortization of Right-of-Use Assets (IFRS 16)	(282.6)	(337.9)	(358.5)
<b>Net Fixed Assets</b>	<b>1,354.3</b>	<b>1,388.8</b>	<b>1,374.0</b>
<b>Intangible Assets</b>	<b>1,442.2</b>	<b>1,438.9</b>	<b>1,438.0</b>
Goodwill	262.5	262.5	262.5
Distribution Agreement	880.0	879.0	878.1
Trademarks	152.0	152.0	152.0
Software	25.2	24.5	24.5
Business Value	102.0	102.0	102.0
Others	20.5	18.9	18.9
<b>Amortization</b>	<b>(136.8)</b>	<b>(154.7)</b>	<b>(163.1)</b>
Goodwill	-	-	-
Distribution Agreement	(91.1)	(107.7)	(115.5)
Trademarks	-	-	-
Software	(20.4)	(21.5)	(21.9)
Business Value	(25.3)	(25.6)	(25.7)
Others	-	-	-
<b>Net Intangible Assets</b>	<b>1,305.4</b>	<b>1,284.1</b>	<b>1,274.8</b>
	<b>3,602.9</b>	<b>3,761.0</b>	<b>3,714.1</b>
<b>Total Assets</b>	<b>8,857.8</b>	<b>8,428.1</b>	<b>8,436.0</b>



# 9) EXHIBITS

## BALANCE SHEET



<b>LIABILITIES</b>			
	<b>1Q25</b>	<b>4Q25</b>	<b>1Q26</b>
<b>Current liabilities</b>			
Suppliers	832.9	899.6	661.9
Floor Plan	708.9	1,027.6	1,380.5
Loans and financing	378.5	182.4	103.5
Debentures	198.9	-	40.7
Leases – right-of-use assets	96.1	65.1	69.6
Derivative financial instruments	-	-	-
Labor obligations	138.6	155.8	169.0
Income tax and social contribution payable	7.2	2.7	40.5
Taxes payable	97.7	162.6	138.5
Dividends payable	31.0	30.3	30.3
Customer advances	576.8	510.5	494.5
Liabilities from business acquisitions	81.5	127.2	125.1
Other payables	120.7	149.7	126.9
<b>Total current liabilities</b>	<b>3,268.9</b>	<b>3,313.6</b>	<b>3,380.9</b>
<b>Non-current liabilities</b>			
Loans and financing	489.5	2,302.5	1,404.7
Debentures	1,889.6	-	1,019.1
Leases – right-of-use assets	400.2	390.3	366.0
Taxes payable	1.8	2.1	2.0
Provision for legal and administrative claims	110.9	95.1	88.8
Related parties	-	0.9	-
Liabilities from business acquisitions	388.7	288.7	205.1
Deferred income tax and social contribution	-	1.8	2.6
Other payables	45.6	14.2	4.7
<b>Total non-current liabilities</b>	<b>3,326.4</b>	<b>3,095.6</b>	<b>3,092.9</b>
<b>Total Liabilities</b>	<b>6,595.2</b>	<b>6,409.2</b>	<b>6,473.8</b>
<b>EQUITY</b>			
	<b>1Q25</b>	<b>4Q25</b>	<b>1Q26</b>
<b>Equity</b>			
Share capital	2,513.8	2,513.8	2,513.8
Advance for future capital increase	-	-	-
Capital reserve	-	-	-
Other comprehensive income	(6.7)	-	-
Equity valuation adjustment	(422.9)	(422.9)	(422.9)
Profit reserves	213.6	(72.0)	(72.0)
Net profit for the period	(35.3)	-	(56.8)
<b>Total Shareholders' equity</b>	<b>2,262.5</b>	<b>2,019.0</b>	<b>1,962.2</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>8,857.8</b>	<b>8,428.1</b>	<b>8,436.0</b>
<b>Debt</b>			
	<b>1Q25</b>	<b>4Q25</b>	<b>1Q26</b>
<b>Gross Debt</b>			
Short-term loans and financing	527.9	182.4	144.1
Short-term debentures	378.5	182.4	103.5
Derivative financial instruments - Short-term assets	198.9	-	40.7
	(49.5)	-	-
<b>Total Short-term Debt</b>	<b>2,379.2</b>	<b>2,302.5</b>	<b>2,423.8</b>
Long-term loans and financing	489.5	2,302.5	1,404.7
Long-term debentures	1,889.6	-	1,019.1
Derivative financial instruments - Long-term assets	-	-	-
<b>Total Gross Debt</b>	<b>2,907.0</b>	<b>2,484.9</b>	<b>2,567.9</b>
<b>Liquidity</b>			
Cash and cash equivalents	223.3	264.8	381.6
Short-term securities	575.5	1.4	106.6
Long-term securities	210.3	235.8	209.8
<b>Total liquidity</b>	<b>1,009.1</b>	<b>502.0</b>	<b>698.0</b>
<b>Net debt</b>	<b>1,898.0</b>	<b>1,982.9</b>	<b>1,869.9</b>



# 9) EXHIBITS

CFS



	Consolidated	
	03/31/2026	03/31/2025
<b>Cash Flow from Operating Activities</b>		
Profit Before Taxes and Social Contribution	(55.0)	(41.1)
<b>Adjustments for:</b>		
Depreciation and amortization	55.2	54.3
Provision (reversal) for legal and administrative claims	(6.9)	1.2
Provision for expected losses (impairment) of accounts receivable	(4.2)	2.0
Losses (Impairment) of non financial assets - inventory	(7.0)	-
Estimated losses (impairment) of recoverable value of non-financial assets - fixed assets	-	-
Net result from the sale of fixed assets	(6.9)	-
Write-off of other fixed assets	1.1	21.9
Provision for inventory losses	5.9	3.7
Extemporaneous tax credits	(1.6)	0.2
Result from derivative operations	-	30.2
Interest and monetary variations on loans and financing, leases, and debentures	113.9	83.1
Floor plan interest	14.5	2.6
	<b>109.0</b>	<b>158.2</b>
Accounts receivable	(89.6)	108.8
Inventories	273.9	149.8
Suppliers and floor plan	(225.4)	(242.6)
Labor obligations, taxes payable and recoverable	(2.3)	(9.9)
Other current and non-current assets and liabilities	6.3	99.9
	<b>(37.2)</b>	<b>106.0</b>
Income tax and social contribution paid and withheld	2.3	(13.6)
Interest paid on loans and financing, leases, debentures, and floor plan	(16.0)	(3.0)
Floor plan interest paid	(14.5)	(2.6)
Redemption (investments) in securities, marketable securities, and financial investments	(79.2)	76.7
<b>Net cash used in operating activities</b>	<b>(35.6)</b>	<b>321.7</b>
<b>Cash Flow from Investing Activities</b>		
Capital investment in subsidiaries	-	-
Corporate reorganization of a subsidiary, net cash flow in the consolidated financial statements	-	-
Acquisition of companies, net of cash	-	-
Corporate reorganization, net of cash on consolidated	-	-
Acquisition of property and equipment	-	-
Corporate reorganization	-	-
Additions to fixed assets	(64.9)	(90.3)
Additions to intangible assets	(0.0)	(2.0)
Dividends and interest on equity received	-	-
Advance payment for future capital increase	-	-
Investment in securities, marketable securities, and financial investments	-	-
<b>Net cash used in investing activities</b>	<b>(64.9)</b>	<b>(92.3)</b>
<b>Cash Flow from Financing Activities</b>		
Payment of contracted derivatives	-	(3.4)
Payment for acquisition of the company	(85.7)	(61.8)
Raising of loans and financing and debentures	-	-
<i>Raising of floor plan</i>	686.3	126.8
Amortization of loans and financing, leases, debentures, and floor plan	(37.6)	(13.5)
Floor Plan Amortization	(345.6)	(126.8)
Dividends paid	-	(6.1)
<b>Net cash generated (used in) financing activities</b>	<b>217.3</b>	<b>(84.8)</b>
<b>Net Increase (Decrease) in Cash and Cash Equivalents</b>	<b>116.8</b>	<b>144.6</b>
<b>Cash and Cash Equivalents</b>		
Beginning of the period	264.8	78.7
End of the period	381.6	223.3
<b>Net Increase (Decrease) in Cash and Cash Equivalents</b>	<b>116.8</b>	<b>144.6</b>
<b>Non-Cash Changes in Equity</b>		
Addition of leases by right of use	-	-



# 9) EXHIBITS

## ADJUSTMENTS/RECONCILIATIONS



RECONCILIATIONS (R\$ million)	1Q25	2Q25	3Q25	4Q25	1Q26
<b>EBIT</b>	<b>91.0</b>	<b>63.4</b>	<b>(15.5)</b>	<b>72.6</b>	<b>81.5</b>
Impairment: Taxes and Court Deposits:	-	-	23.9	-	-
Impairment: Inventory	-	(5.6)	71.1	-	-
Impairment: Accounts Receivable	-	-	10.5	-	-
Administrative Expenses	(4.8)	-	-	4.1	6.6
Non-Recurring Climate Events	-	-	-	-	-
Adjustment of Accounting Provisions	-	-	-	3.9	-
PPA Amortization	5.0	8.3	8.7	7.6	7.8
IFRS 16 Depreciation (Initial Adoption)*	-	-	-	-	-
Bargain purchase*	-	-	-	-	-
<b>Adjusted EBIT</b>	<b>91.2</b>	<b>66.2</b>	<b>98.6</b>	<b>88.2</b>	<b>95.9</b>
<b>EBITDA Reconciliation (R\$ million)</b>	<b>1Q25</b>	<b>2Q25</b>	<b>3Q25</b>	<b>4Q25</b>	<b>1Q26</b>
<b>Net Income</b>	<b>(25.0)</b>	<b>(38.6)</b>	<b>(166.6)</b>	<b>(55.4)</b>	<b>(56.7)</b>
(+) Income Tax and Social Contribution	(5.7)	(37.4)	(4.3)	(10.3)	1.8
(+) Net Financial Result	121.7	139.5	155.4	138.3	136.5
(+) Depreciation and Amortization	54.3	52.5	54.0	53.5	55.2
<b>EBITDA</b>	<b>145.3</b>	<b>115.9</b>	<b>38.6</b>	<b>126.1</b>	<b>136.7</b>
Impairment: Taxes and Court Deposits:	-	-	23.9	-	-
Tax Credits – Non-Recurring	-	-	-	-	-
Impairment: Inventory	-	(5.6)	71.1	-	-
Impairment: Accounts Receivable	-	-	10.5	-	-
Administrative Expenses	(4.8)	-	-	4.1	6.6
Non-recurring Climate Events	-	-	-	-	-
Adjustment of Accounting Provisions	-	-	-	3.9	-
Bargain purchase*	-	-	-	-	-
<b>Adjusted EBITDA</b>	<b>140.5</b>	<b>110.3</b>	<b>144.0</b>	<b>134.1</b>	<b>143.3</b>
<b>Net Income Reconciliation (R\$ millions)</b>	<b>1Q25</b>	<b>2Q25</b>	<b>3Q25</b>	<b>4Q25</b>	<b>1Q26</b>
<b>Accounting Net Income</b>	<b>(25.0)</b>	<b>(38.6)</b>	<b>(166.6)</b>	<b>(55.4)</b>	<b>(56.7)</b>
Impairment: Taxes and Court Deposits:	-	-	13.6	-	-
Tax Credits – Non-Recurring	-	-	-	-	-
Impairment: Inventory	-	(3.7)	71.1	-	-
Impairment: Accounts Receivable	-	-	10.5	-	-
Adjustment of Accounting Provisions	-	-	-	2.6	-
Administrative Expenses	(4.1)	-	-	2.7	4.3
Non-recurring Climate Events	-	-	-	-	-
Financial Results	-	-	-	(16.5)	-
PPA Amortization	5.0	5.5	5.7	5.0	5.2
IFRS 16 Depreciation (Initial Adoption)*	-	-	-	-	-
Bargain purchase*	-	-	-	-	-
<b>Adjusted Net Income</b>	<b>(24.1)</b>	<b>(36.8)</b>	<b>(65.7)</b>	<b>(61.6)</b>	<b>(47.2)</b>





## 10) GLOSSARY

**Operating Segments:** The businesses of AUTOMOB PARTICIPAÇÕES Group are divided into two operating segments, whose activities basically consist of:

- **Light Vehicles:** sale of new and used vehicles (passenger cars, commercial vehicles, and motorcycles), parts, accessories, mechanical, bodywork, and painting services, armored vehicle services, sale of electric vehicles, and intermediation in the sale of financing and insurance.
- **Heavy Vehicles:** sale of trucks, machinery and equipment, resale of used trucks, machinery and equipment, parts, machinery and accessories, mechanical services, bodywork and painting;

**F&I:** The F&I sector offers different financing options to facilitate vehicle acquisition, providing personalized alternatives according to each client's profile and needs:

- **Insurance:** automotive insurance options covering theft, accidents, and other unforeseen events, as well as tire and mirror insurance, among others.
- **Extended Warranty:** an additional product offering that extends the original vehicle coverage after the factory warranty expires.
- **Add-on Products:** in addition to financial services, F&I also sells add-on products such as vehicle detailing and armoring.

**After-Sales:** includes all products sold and services provided after the sale of the vehicle (services, parts, customer service, warranties), including:

- **Service and Repair Shop:** The dealership repair shop is responsible for performing scheduled and corrective maintenance to ensure the vehicle's performance and safety over time.
- **Parts and Accessories:** parts and accessories that meet the needs for component replacement and vehicle customization, always using original parts that maintain the product's quality and authenticity.

### Stores:

- Heavy Vehicles: 60 stores in 9 states
  - Trucks and Buses: 19 stores in 5 states
    - Transrio: 14 stores
    - Tietê: 3 stores
    - Mundo do Caminhão Used Trucks: 2 stores
  - Agricultural Equipment and Machinery: 41 stores in 4 states
    - Fendt and Valtra: 34 stores
    - Komatsu: 7 stores
- Light Vehicles: 139 stores in 6 states
  - São Paulo: 99
  - Maranhão: 25
  - Paraná: 11
  - Santa Catarina: 2
  - Mato Grosso: 1
  - Paraíba: 1





## DISCLAIMER

This report presents the combined financial and operating 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



UMA EMPRESA DO GRUPO



**SIMPAR**

**AMOB**

B3 LISTED NM