



1Q22 Results

May 6, 2022

SOLID growth and TRANSFORMATION on the results



1Q22 Highlights

- Net Income of **R\$329 mn** (+92% yoy)
- EBITDA of **R\$1.5 bn** (+106% yoy)
- Total Net Revenue of **R\$4.6 bn** (+75% yoy)
- Net Revenues from Services of **R\$3.6 bn** (+60% yoy)
- LTM ROIC of **14.0%** (+6.3 p.p. yoy)
- LTM ROE of **32.3%** (+12.8 p.p. yoy)
- LTM Net Capex of **R\$10.4 bn** (+279% yoy)

Companies with a unique MANAGEMENT MODEL
with INDEPENDENT operations, aligned by CULTURE and VALUES,
ensuring the business PERPETUITY

- Diversification and growth - organic and through acquisitions
- Presence in essential services in the real economy
- Activities mainly related to the productivity increase of several economic sectors
- Discipline to preserve business margins
- Strengthening our commercial partnerships with suppliers and with CUSTOMERS

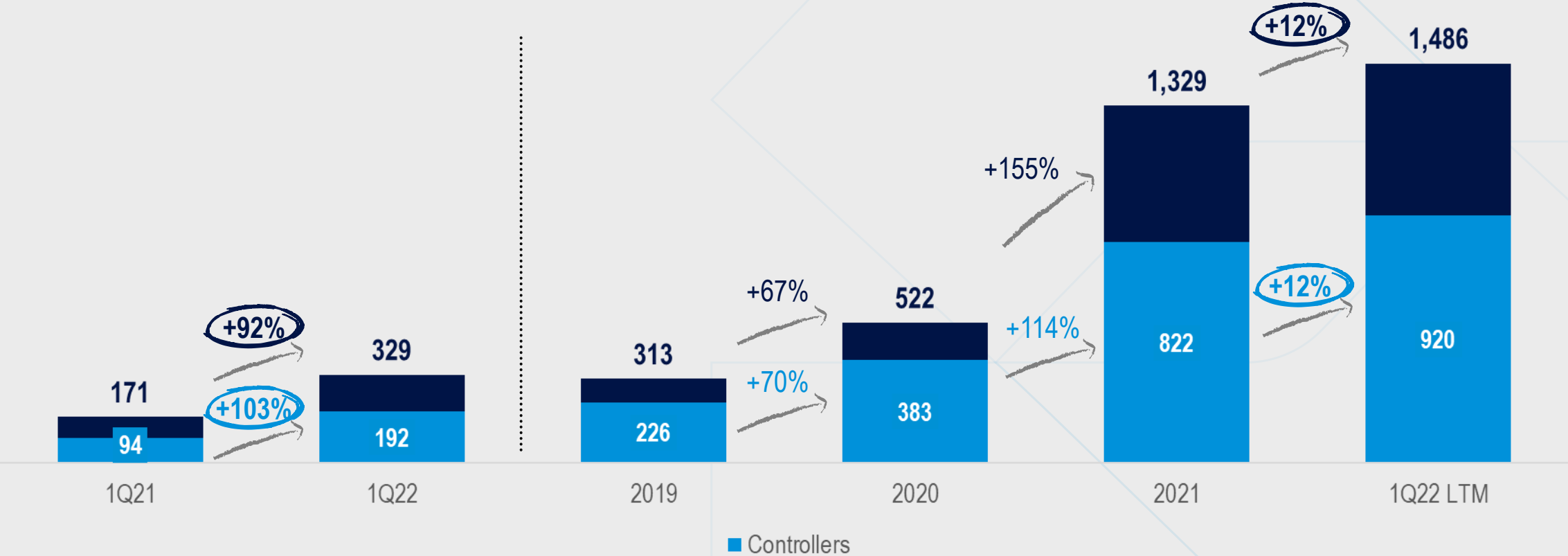
Our PEOPLE are the main competitive advantage which transforms and develops our business

New level of sustainable PROFIT with TRANSFORMATION in our companies



Quarterly Net Income (R\$ mn)

Net Income/LTM (R\$ mn)



TRANSFORMATIONAL result achieved in the last few years, aligned with the strategic planning executed by our PEOPLE

JSL: Significant growth in Gross Revenue to **R\$6 billion** with expansion of operating margins



1Q22 Financial Highlights

Net Revenue from Services
R\$1,268 mn | +49% yoy

EBITDA
R\$220 mn | +72% yoy

Net Income
R\$33 mn | -21% yoy

Transforming results

- 5 acquisitions with **capital discipline and return** since IPO in 2020



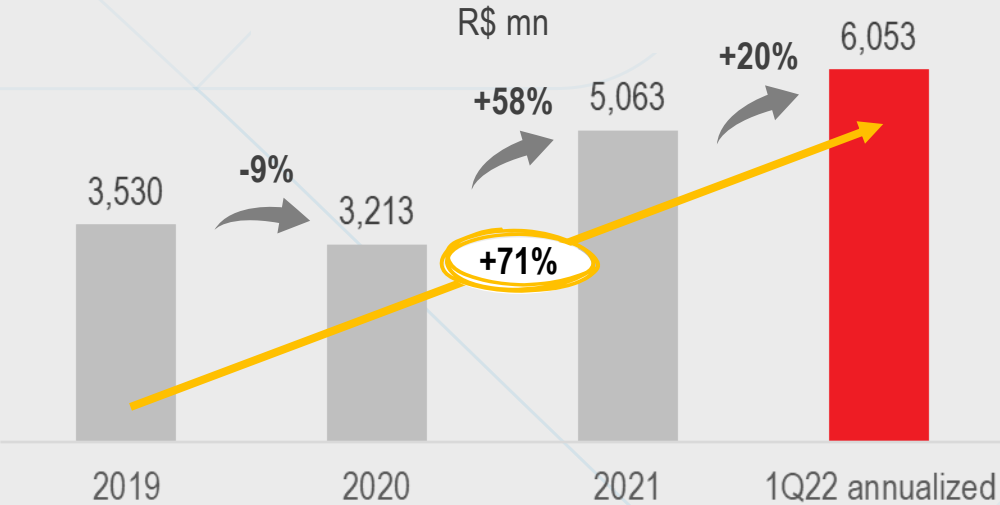
- Fourth consecutive quarter of **organic growth**

JSL **15% yoy** | Acquired **31% yoy** | Consolidated **21% yoy**

- R\$ 700million** in new contracts signed in 1Q22
- Agile execution of price adjustments and cost and expense discipline
- 1Q22 operating margin growth

EBIT Mg. **12.3%** (+2.5 p.p. yoy) | EBITDA Mg. **17.3%** (+2.3 p.p. yoy)

Gross Revenue from Services



Movida: Leadership in sector **growth**¹ and continuous evolution of **profitability** places the company on a new level



movida
aluguel de carros

**Increase of SIMPAR's
share in Movida²
from 63% to 65%**

1Q22 Financial Highlights

Net Revenue from Services
R\$992 mn | +87% yoy

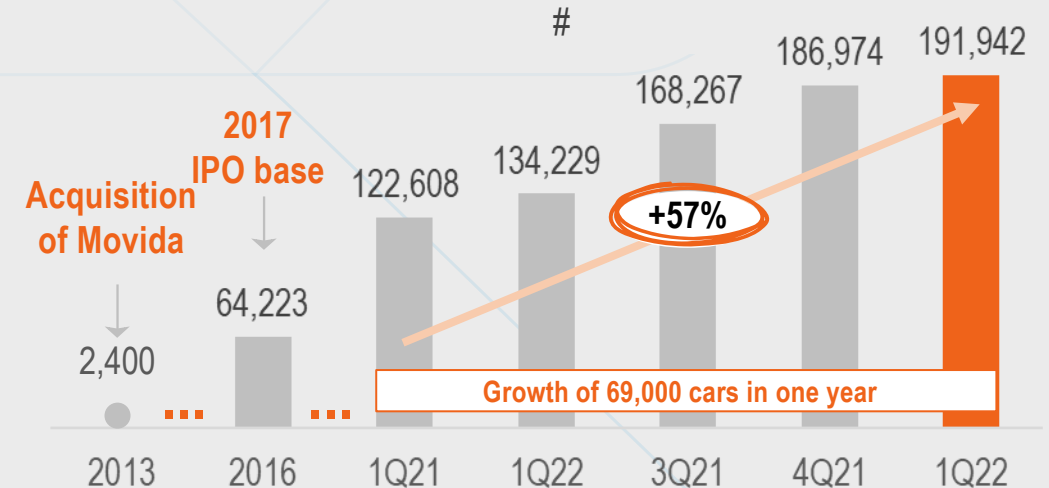
EBITDA
R\$863 mn | +183% yoy

Net Income
R\$258 mn | +136% yoy

Transforming results

- **Resilient demand** enables continued evolution of the RAC average daily rate to **R\$128** (+56% YoY and 7% QoQ)
- Reinforced **partnerships with OEMs** and **21,000 cars purchased** (+94% YoY)
- **Newest fleet in the market** attracting and retaining customers, with **9 months** of RAC average age
- All time high: ROIC **16.4%** | ROE **34.6%** LTM

Fleet Evolution



Vamos: R\$9 billion backlog and transformation in scale



1Q22 Financial Highlights

Net Revenue from Services

R\$899 mn | +88% yoy

EBITDA

R\$362 mn | +77% yoy

Net Income

R\$122 mn | +66% yoy

Transforming results

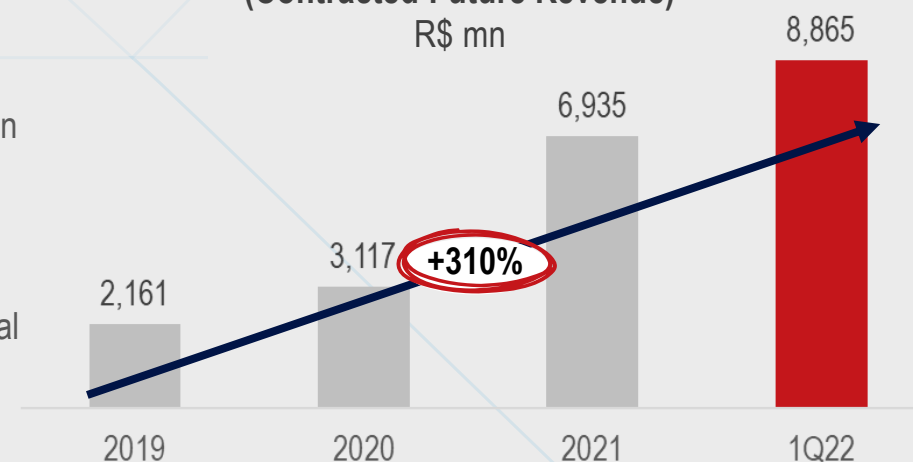
- **4 acquisitions** complementing its ecosystem and composing a unique platform



- **Truckvan's** acquisition (March 2022), a benchmark in the production and customization of road implements for heavy vehicles
- Contracted capex of **R\$1.6 billion** in 1Q22 (+58% vs 1Q21)
- Inventory of new assets for ready delivery of **R\$1.3 billion** as a competitive differential and market value 36.5% higher than the book value
- ROIC of **14.3%** | ROE of **21.6%** in 1Q22 (LTM)

Rental Backlog (Contracted Future Revenue)

R\$ mn



Original: 5x higher and R\$4 billion in revenues after three acquisitions in five months



1Q22 Financial Highlights

All three acquired companies were not consolidated into SIMPAR's 1Q22 figures yet

Net Revenue from Services
R\$210 mn | +19% yoy

EBITDA
R\$13 mn | +8% yoy

Net Income
R\$5 mn | -2% yoy

Business Development

20 light vehicle brands



4 motorcycle brands

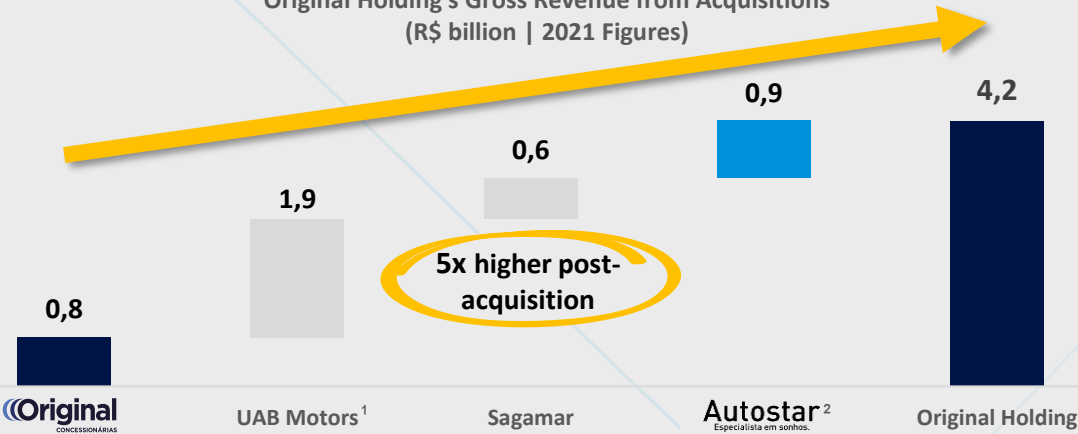


Vehicle armoring



- Conclusion of **Sagamar** acquisition (April 2022)
- CADE's Approval | Diligence and compliance by all **Manufacturers**
- **Alessandro Soldi** becomes the **CEO** of Original Holding
- **Autostar²** acquisition announcement (April 2022)
- Strengthens Original Holding's positioning | Luxury Vehicles and Motorcycles
- **Mauricio Portella** will continue to lead Autostar and contribute to Original Holding with his 30 years of expertise in the market and with the OEMs

Original Holding's Gross Revenue from Acquisitions
(R\$ billion | 2021 Figures)



Notes: (1) Pending CADE approval; (2) Pending precedent conditions, including CADE approval and car manufacturers' approval

Banco BBC: **Multiple Bank** strengthens SIMPAR's ecosystem



1Q22 Financial Highlights¹

Total Net Revenue
R\$16 mn | +33% yoy

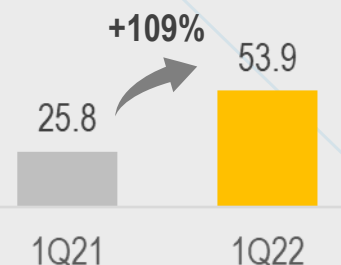
Adjusted EBITDA²
R\$4.2 mn | +11% yoy

Adjusted Net Income²
R\$1 mn | -2% yoy

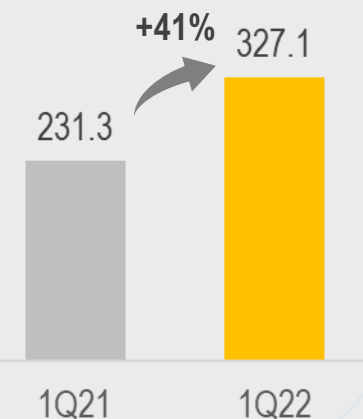
Business Development

- Approval to create a **Multiple Bank** able to operate **new products** and promote access to credit and other financial services **within SIMPAR's ecosystem**
- Moody's agency rating in **AA-**
- **Optimization** of the credit granting and approval process
- Diversification of funding sources by **launching the CDB product**
- Solid capital structure, with a comfortable Basel ratio of **19.4%**

Total Origination
R\$ mn



Total Assets
R\$ mn



CS Brasil: GTF with driver grows 15% year-on-year



1Q22 Financial Highlights - Pro forma¹

Net Revenue from Services
R\$106 mn | +0.2 % yoy

EBITDA
R\$21 mn | +1% yoy

Net Loss
R\$8 mn

Business Development

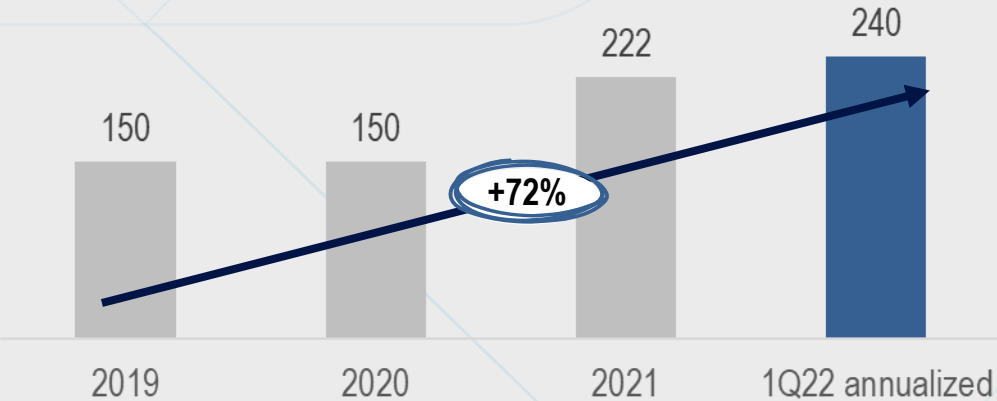
- Net Revenue from Services of **GTF with driver** increases **15.4% y/y** with new contracts, totaling R\$60 million in 1Q22 (main company segment after the incorporation of CS Frotas into Movida)

• **Net Loss of R\$8.1 million**

GTF Light Vehicles contracts that have not migrated to Movida are **being terminated**

More leveraged capital structure after CS Frotas' transfer to Movida, as well as increased interest rates

GTF with driver | Net Service Revenue R\$ mn



Note: (1) For comparison purposes, CS Brasil's proforma figures do not include the operations of CS Frotas, incorporated by Movida on 07/27/21, as well as the port terminals, highway and BRT, which transfer process to CS Infra is being formalized

CS Infra: Consolidation of Ciclus into SIMPAR in 1Q22 and ongoing development of concessions



Financial Highlights

Revenue Net Revenue from Services	EBITDA	Profit Net
R\$99 mn +13% yoy	R\$43 mn +4% yoy	R\$15 mn +5% yoy

- **Net Revenue from Services** grew **13.3% YoY** with tariff adjustment and higher Biogas revenues
- **EBITDA** increase **4% yoy** and **Net Income** increase **5% yoy**
- Conclusion of the works and beginning of the commissioning of **two 2.8 MW biogas power generators for self-generation of energy** that will reduce costs and generate new carbon credits

Highway, Ports and BRT



- **Beginning of the** cleaning, recovery, signaling and ground leveling works
- Price quotations for contracting the paving and construction work of the four toll plazas, with the first plaza **expected to begin operating in September 2022**
- **Approval of the installation license** for each section on May 2nd



- Management team hired and office inaugurated
- 80% financing **approval**: BNB - R\$536 million (IPCA + 2.4%)
- **Expected signature** of the final acceptance agreement for the terminals by the end of May/22

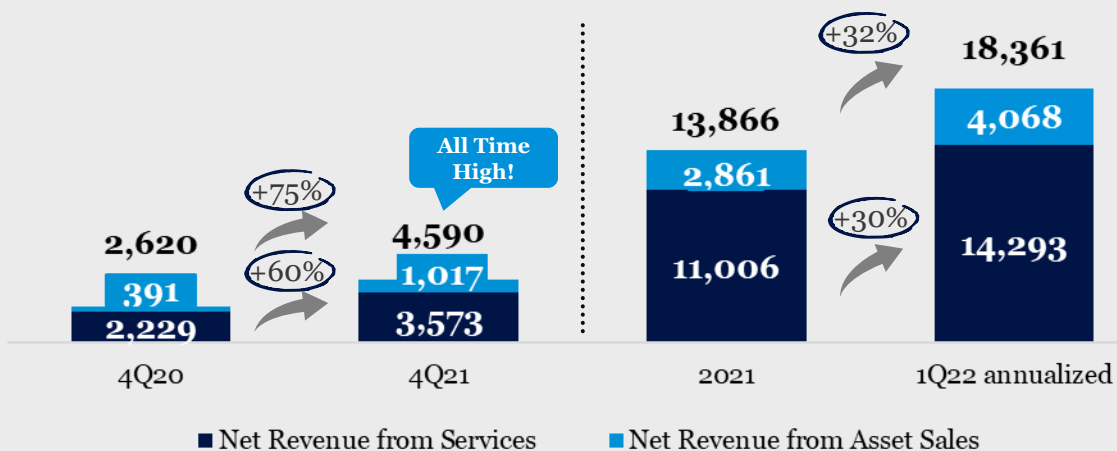


- Underway works on the third and last BRT Oeste exclusive corridor since January 2022

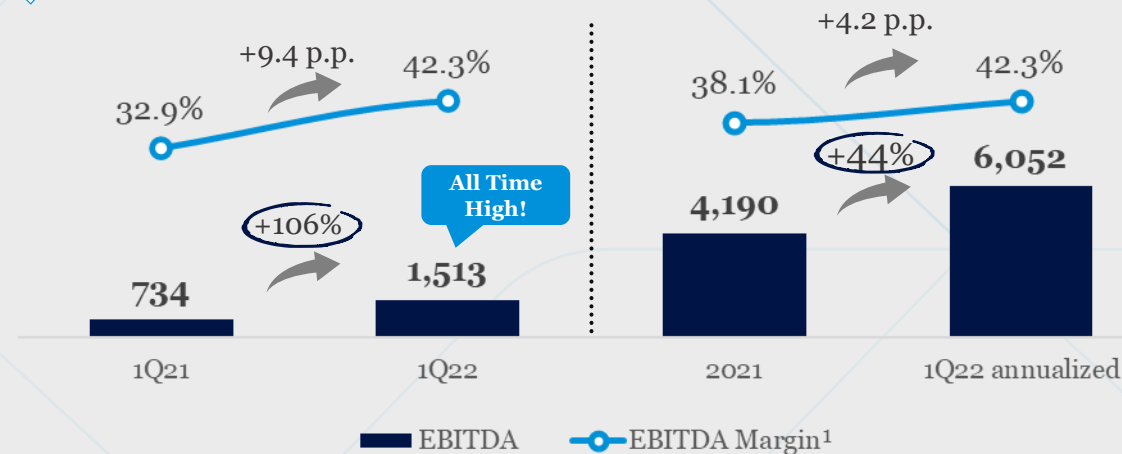
1Q22 Financial Highlights - Consolidated



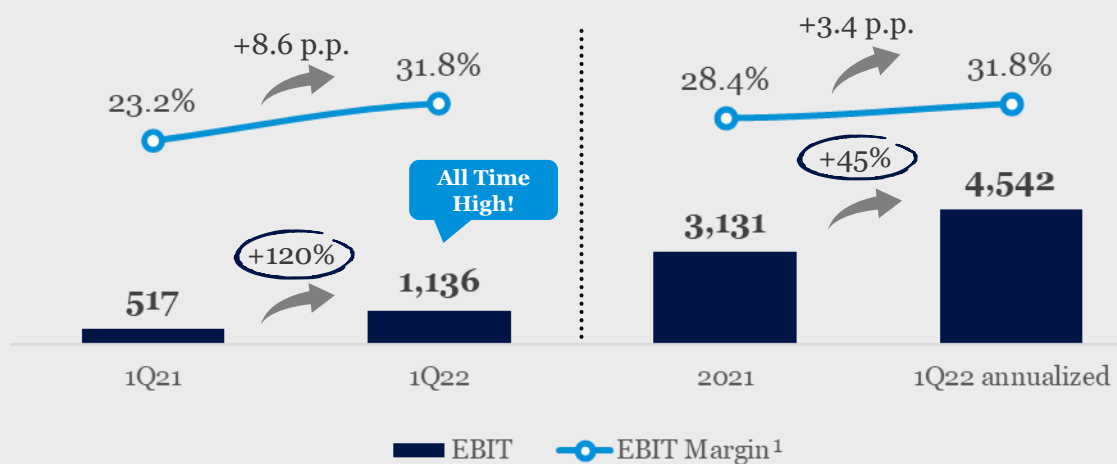
Net Revenue (R\$ mn)



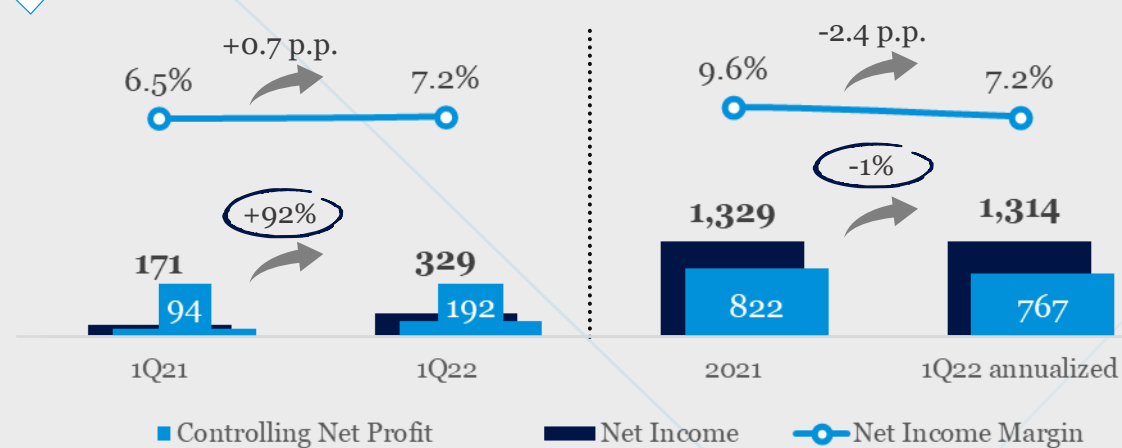
EBITDA (R\$ mn)



EBIT (R\$ mn)



Net Income (R\$ mn)



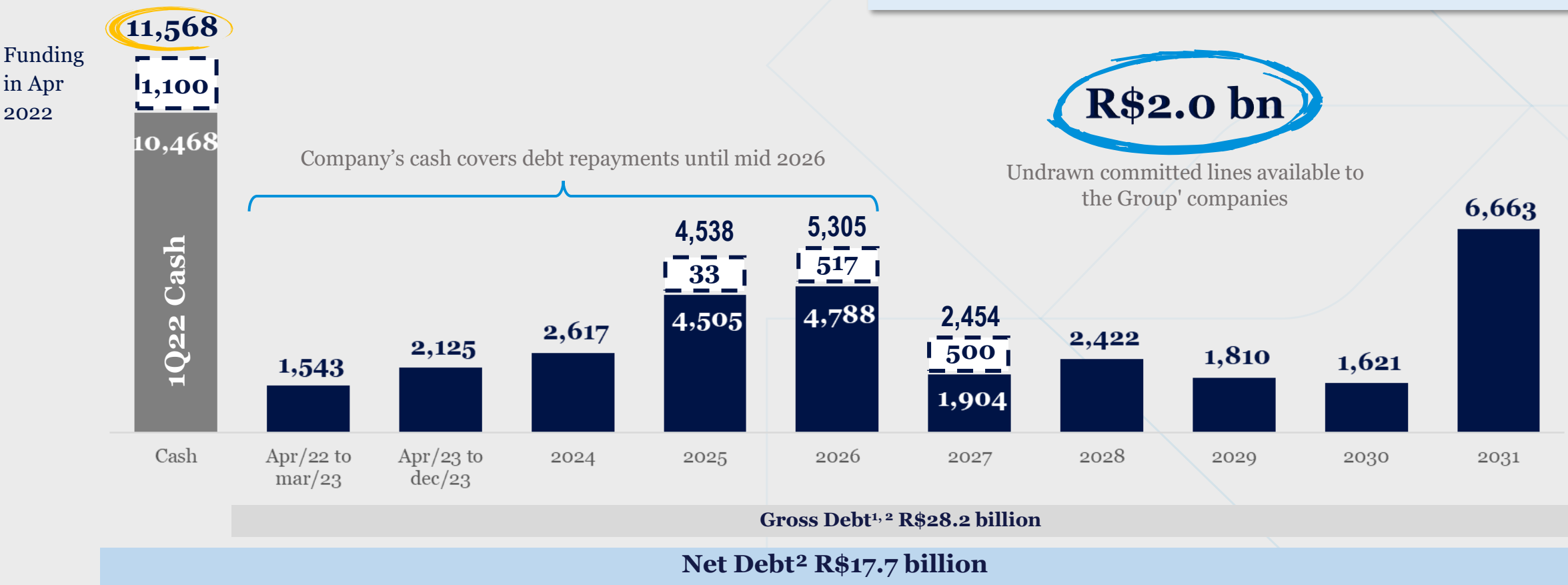
SIMPAR Consolidated: Growth supported by the maintenance in the long-term debt profile



Debt Amortization Schedule – Mar/22

6.9 YEARS
Average term of Debt Revenue

7.5X COVERAGE
Short-term debt



SIMPAR Holding's Net Debt² is R\$2.6 billion (Gross Debt² = R\$5.3 billion | Cash Position = R\$2.7 billion), with average term of net debt of 8.8 years

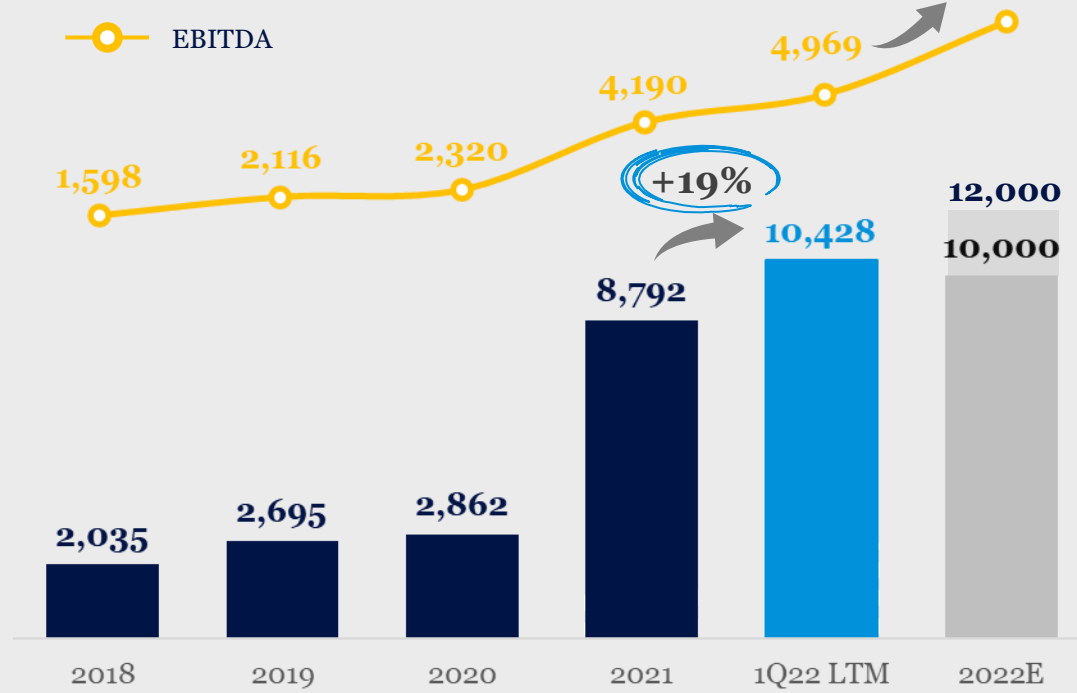
Note: (1) Considers the FIDC consolidation in the amount of R\$299 million

Notes: (1) Considers the FIDC consolidation of R\$299 million; (2) Excludes the mark-to-market effect on the closing date that will be extinguished until the maturity date of the instruments, without any impact on the result.

Investments in ASSETS with higher market VALUE for RESILIENT businesses and DISCIPLINE in leverage



Annual Performance of Net Capex (R\$ mn)



~3 times higher
1Q22 vs 1T21 Net Capex

Leverage (Net Debt / EBITDA)



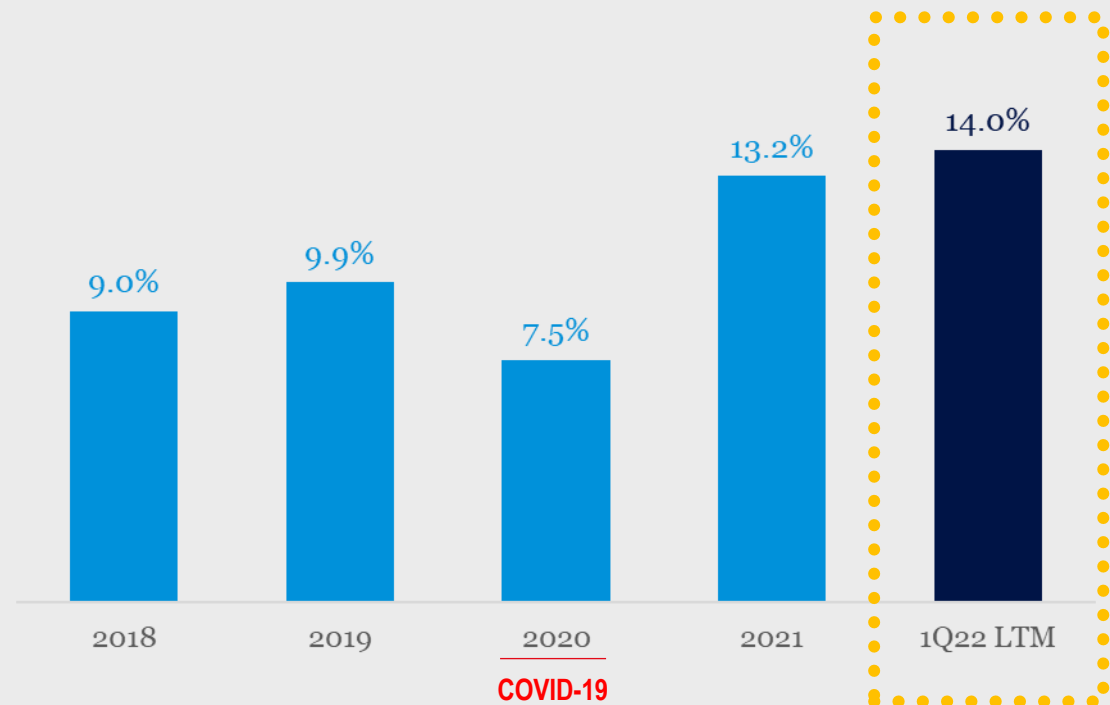
TARGET:
TO ACHIEVE A RATIO
LOWER THAN 3X

To end each year with leverage
**lower than the previous year until
the target is achieved**

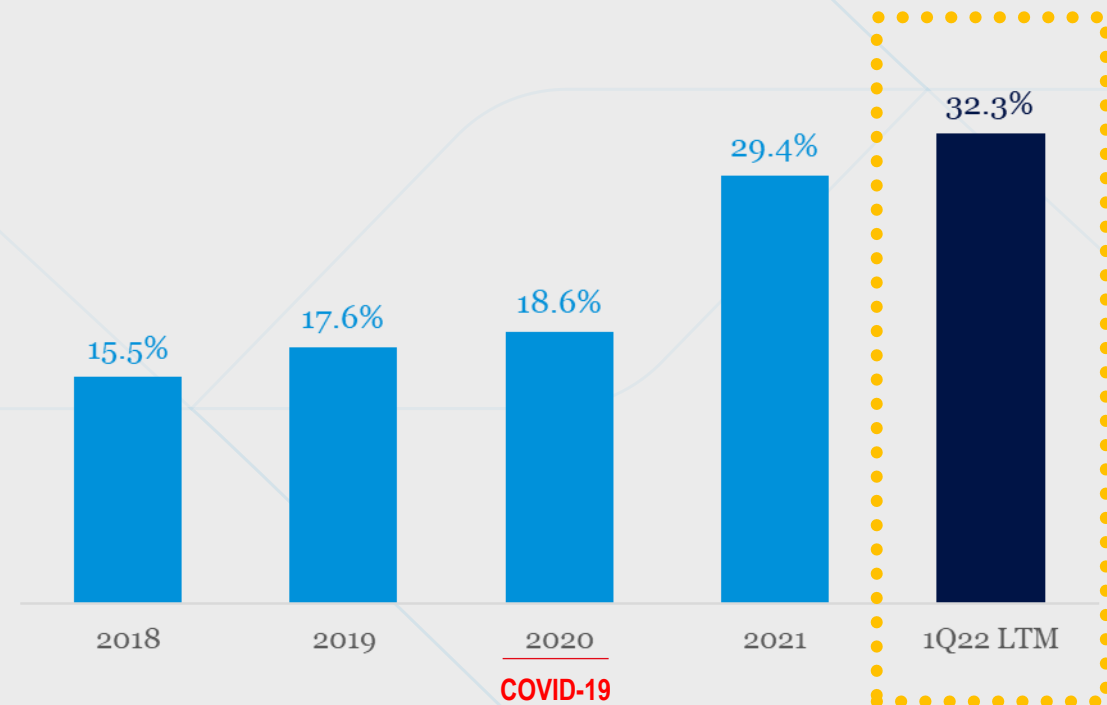
Accelerated growth with profitability



ROIC



ROE



TRANSFORMATION of the results reflects our Management Model, which intensifies the development of all businesses



- Growth speed, driven by **agile execution** and sustained by business footprint in **core services in real economy** with customization and innovation at the **customer's** service
- **Discipline** in the **capital invested** and intelligence in the **pricing of services** promote **sustainable** business growth, focused on generating value to our **Customers, Income** and **Return**
- **Independent companies** aligned by our **Culture, Values** and **Management Model** assure the required **speed** to adapt quickly to different macroeconomic scenarios
- We will continue to operate **diversified** businesses that combine **resilience** and high **development potential** with **profitability**
- **Solid corporate basis** and business continuity in the execution of **strategic planning** ensure the continuity of **sustainable development and perpetuity** of SIMPAR and its companies



THANK YOU VERY MUCH

Disclaimer

This presentation aims to detail the financial and operating results of SIMPAR S.A. for the first quarter of 2022.

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

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