



# 4Q21 and 2021 Results

February 24, 2022



# 4Q21 and 2021 Financial Highlights

Best year of our history



Net Income



EBITDA



Net Revenue from Services

4Q21

**BRL367 mn**  
+70.6% YoY

**BRL1.3 bn** All-time high  
+89.3% YoY

**BRL3.3 bn** All-time high  
+58.1% YoY

2021

**BRL1.3 bn** All-time high  
+154.5% YoY

**BRL4.2 bn** All-time high  
+80.6% YoY

**BRL11.0 bn** All-time high  
+58.4% YoY

Acquisitions in 2021 – Additional Net Revenue from Services<sup>1</sup>

**BRL 3.9 bn**

Total

**BRL 0.7 bn**

in 2021

**BRL 3.2 bn**

to capture in 2022 / 2023

Net Revenue from Services Growth

**+58.4%**

Total

**47.9%**

Organic

**10.5%**

Acquisitions

Net Capex

**BRL 8.8 bn**

+307% YoY

Net Debt/EBITDA<sup>2</sup>

**3.4x**

3.5x 4Q20

ROIC

**13.2%**

+5.7 p.p. YoY

ROE

**29.4%**

+10.8 p.p. YoY

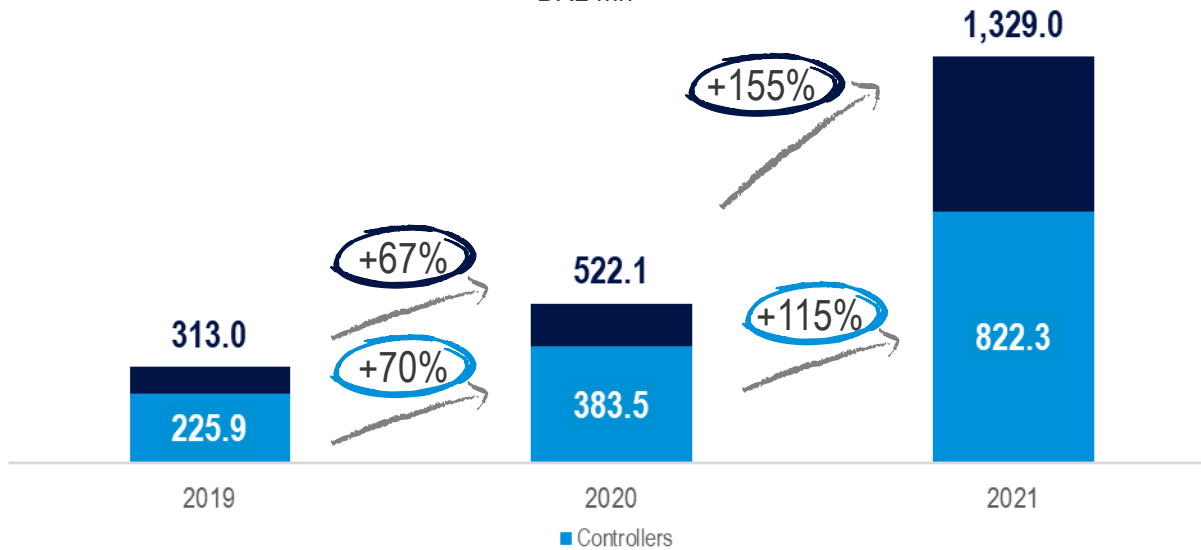
Notes: (1) Of the 11 acquisitions carried out in 2021, only BRL 0.7 billion impacted SIMPAR's results in 2021, due to the closing dates of the transactions (4 in the final stage of completion); (2) Following the methodology included in the covenants of the executed issues, leverage disregards impairment effects and includes the EBITDA LTM of the acquired companies

# Value creation with growth and profitability

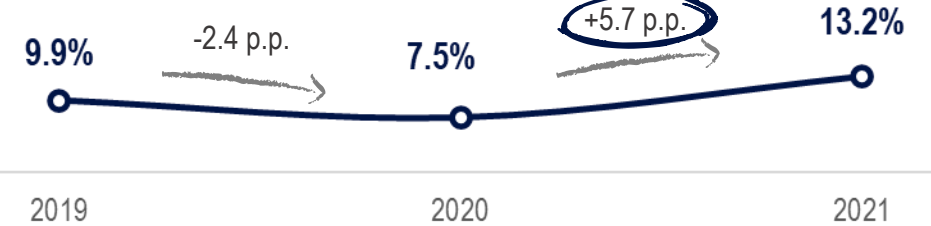
Transformational result built in recent years, in line with the execution of our strategic planning

## Net Income

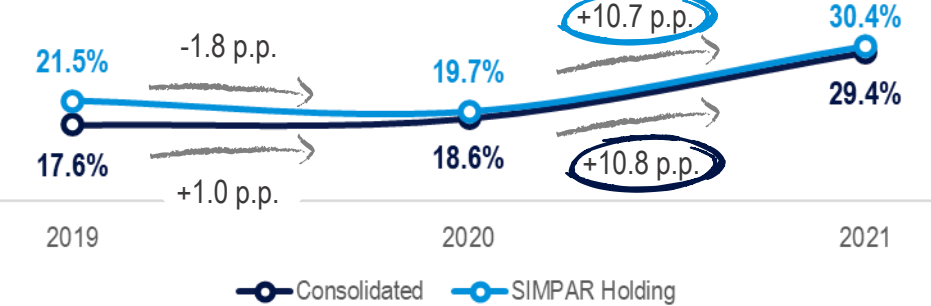
BRL mn



## ROIC

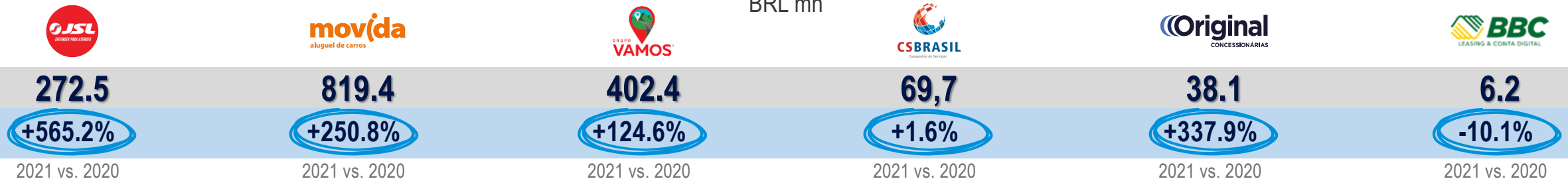


## ROE



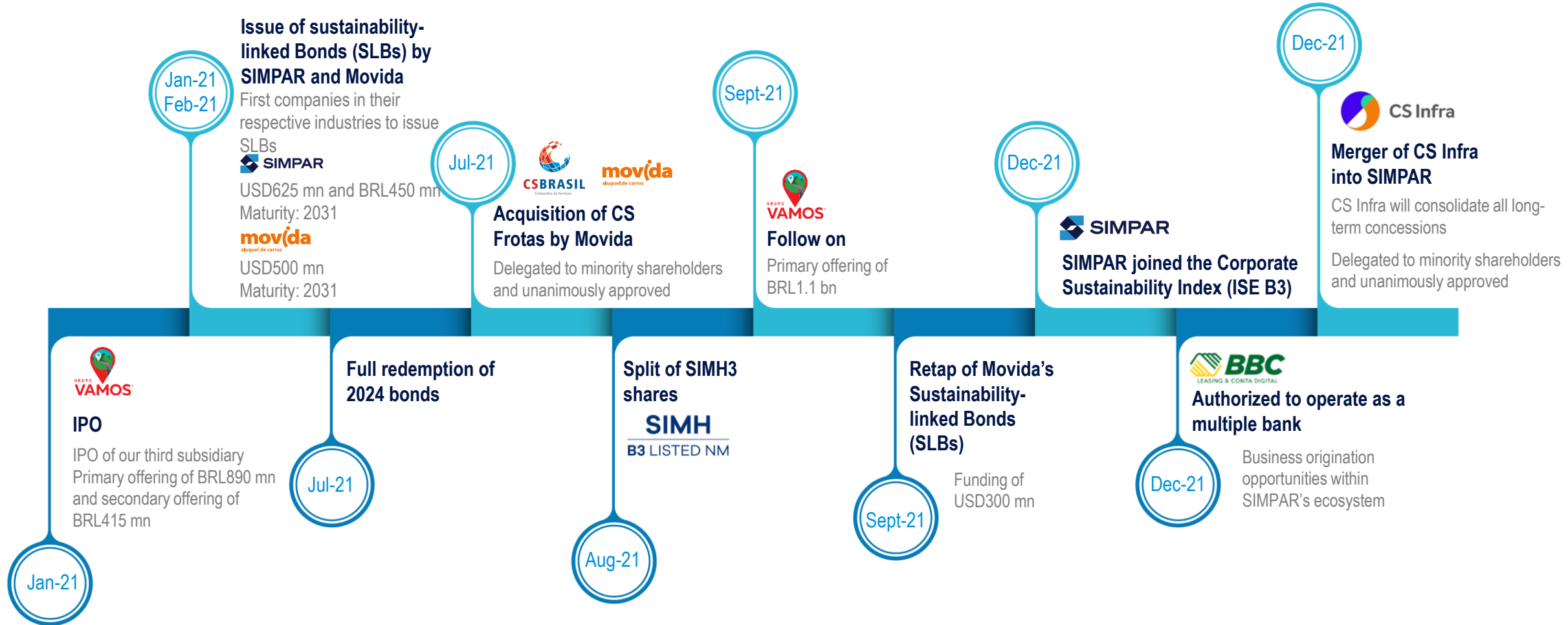
## 2021 Net Income

BRL mn



Note: (1) 2020 figures exclude the impairment carried out in 1Q20 and the reversal of impairment carried out in 4Q20 by Movida

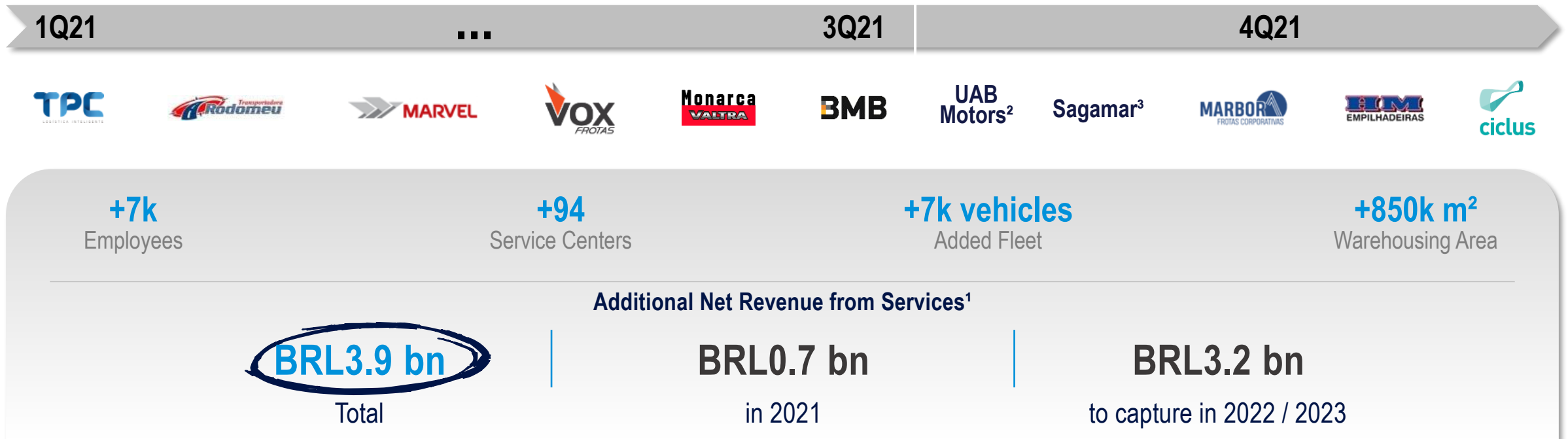
# 2021 Highlights



# Acquisitions made in 2021 will add BRL3.2 bn to the annual Net Revenue of SIMPAR<sup>1</sup>

Quality companies enable us to be more diversified while bringing people aligned with our Culture and Values

- Leaders with a “sense of ownership” and their teams continue to be in charge of the companies, **in line** with our **culture and values**
- SIMPAR uses its **expertise, scale** and **flexibility** to acquire inputs, build financial capacity and promote cross-selling



**Only BRL0.7 bn impacted SIMPAR’s revenue,  
due to the closing dates of the transactions (4 at the stage of completion)**

Notes: (1) Considering the 2021 total net revenue from services of the companies acquired in 2021; just R\$0.7 billion impacted SIMPAR's results due to the closing dates of the transactions (4 at the stage of completion); (2) Pending approval by Brazilian Antitrust Agency (CADE) and the OEMs; (3) Pending approval by the OEMs and approved by CADE without restrictions

# Subsidiary Highlights in 4Q21 and 2021



## Financial Highlights

	Net Income	Gross Revenue	EBITDA
4Q21	BRL54.3 mn +77.9% yoy	BRL1.6 bn +60.5% yoy	BRL220.3 mn +81.9% yoy
2021	BRL272.5 mn +565.2% yoy	BRL5.1 bn +52.0% yoy	BRL758.1 mn +75.7% yoy

## Other Highlights

**Organic growth of 20% yoy** in 4Q21, +18% of JSL and +23% of the acquired companies

- **New contracts** (+BRL600 mn in 4Q21 | +BRL4.3 bn in 2021)
- **Cross-selling** (75% of new contracts from existing customers)
- **Acquisitions** (accounting for 78% of the yoy growth)

**JSL began** operating in **South Africa**, which together with the operations in South America, made the **revenue abroad grow 313%**, reaching BRL146 million, an important avenue for JSL's growth



## Financial Highlights

	Net Income	EBITDA	ROIC
4Q21	BRL276.7 mn +99.5% yoy	BRL776.6 mn +154.4% yoy	-
2021	BRL819.4 mn +250.8% yoy	BRL2.1 bn +132.8% yoy	15.3% +7.5 p.p. yoy

## Other Highlights

**RAC: Higher average tickets since the IPO, reaching BRL95 in 2021 (yearly), and R\$119 in 4Q21 (quarter)** - +40,5% vs. 4Q20

**GTF: Monthly average revenue per car increasing by 12% yoy and by 30% in 4Q21 vs. 4Q20, reaching BRL1,600**

**Used Cars: Average ticket of BRL58k in 2021 and BRL65k in 4Q21, +30,4% yoy and more than 12k cars sold in 4Q21**

# Subsidiary Highlights in 4Q21 and 2021



## Financial Highlights

	Net Income	EBITDA	ROIC
4Q21	BRL117.7 mn +116.8% yoy	BRL300.5 mn +69.4% yoy	-
2021	BRL402.4 mn +124.6% yoy	BRL1.0 bn +64.3% yoy	14.2% +2.8 p.p. yoy

## Other Highlights

**Acquisition of HM Empilhadeiras**, with Vamos becoming Brazil's largest intralogistics rental platform, with 3,818 rented assets

Future contracted revenue (**backlog**) of **BRL6.9 billion** at the end of the fourth quarter, **+122.5%** over Dec/20



## Financial Highlights

	Net Income	Average Ticket	Retail Sales Volume
4Q21	BRL14.7 mn +150.6% yoy	85,300 +21.6% yoy	1,735 units +27.2% yoy
2021	BRL38.1 mn +337.9% yoy	78,800 +32.0% yoy	7,837 units -10.1% yoy

## Other Highlights

**Acquisition of UAB Motors<sup>1</sup> and Sagamar<sup>2</sup>** by Original Holding, increasing capillarity and brand mix. With the acquisitions, the offered brands jumped from 2 to 18, present in 47 points of sales located in 16 municipalities

Shareholder and executive **Alessandro Soldi will assume** the position of **CEO of Original Holding** and will be primarily focused on expanding the company in a relevant way within the dealership segment in Brazil

# Subsidiary Highlights in 4Q21 and 2021



## Financial Highlights

	Net Income	EBIT	Credit Portfolio (VPL)
4Q21	BRL2.1 mn -4.3% yoy	BRL5.6 mn +16.7% yoy	-
2021	BRL6.2 mn -10.1% yoy	BRL16.8 mn +3.9% yoy	BRL239.1 mn +30.4% yoy

## Other Highlights

In December, **the Central Bank of Brazil authorized BBC** to operate as a **multiple bank**

**Increased offering of solutions** and **financial products** across **SIMPAR's ecosystem**, building closer relationships with customers, employees and independent contractors



## Financial Highlights (Pro forma)

	Net Income	EBIT	Net Revenue from Services
4Q21	-BRL1.5 mn -560.7% yoy	BRL13.6 mn +1,275.5% yoy	BRL110.1 mn +14.3% yoy
2021	BRL17.4 mn N/A	BRL51.5 mn +305.5% yoy	BRL434.6 mn +12.4% yoy

## Other Highlights

**GTF with driver recorded a growth of 42.2%** compared to 4Q20 and +0.4% compared to the previous quarter

NOTE: For comparison purposes, CS Brasil's above-mentioned amounts prior to 3Q21 do not consider the CS Frotas operation, which was absorbed by Movida on 07/27/21



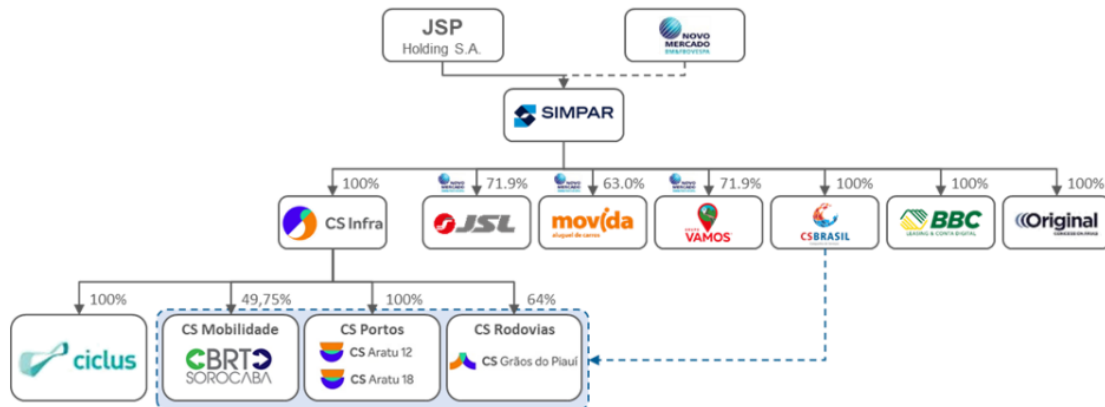
# CS Infra – the holding company to consolidate all SIMPAR’s concessions



CS Infra’s merger was **unanimously approved by the minority shareholders** – decision delegated to minority shareholders and the controlling shareholder following the votes in a clear demonstration of best governance practices

CS Infra currently engages in **solid waste management and valorization** through **Ciclus**, its wholly-owned subsidiary

## Post-merger structure and subsequent movements



## Financial Highlights

	Net Income	Net Revenue	EBITDA
4Q21	BRL12.6 mn -14.2% yoy	BRL99.0 mn +21.3% yoy	BRL45.7 mn +11.9% yoy
2021	BRL60.4 mn +302.7% yoy	BRL367.1 mn +27.1% yoy	BRL174.5 mn +53.6% yoy

## Other Highlights

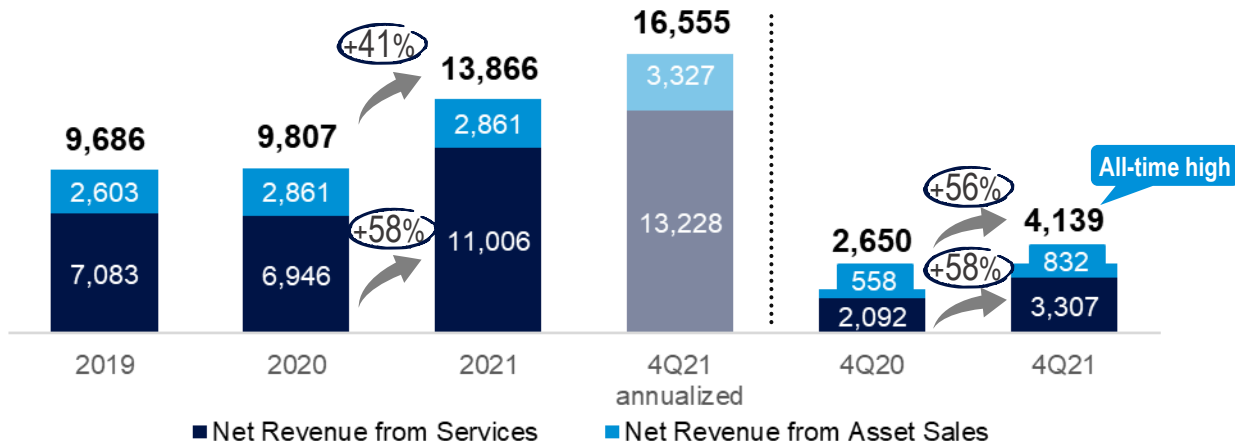
Issue of **infrastructure debentures** in the amount of **R\$450 million**, maturing in **9 years** (bullet), with an average cost of **119.95% of the CDI rate**

CS Infra was merged and consolidated into SIMPAR's balance sheet on Dec 28, 2021. Therefore, there is no effective contribution in the income statement for the year 2021.

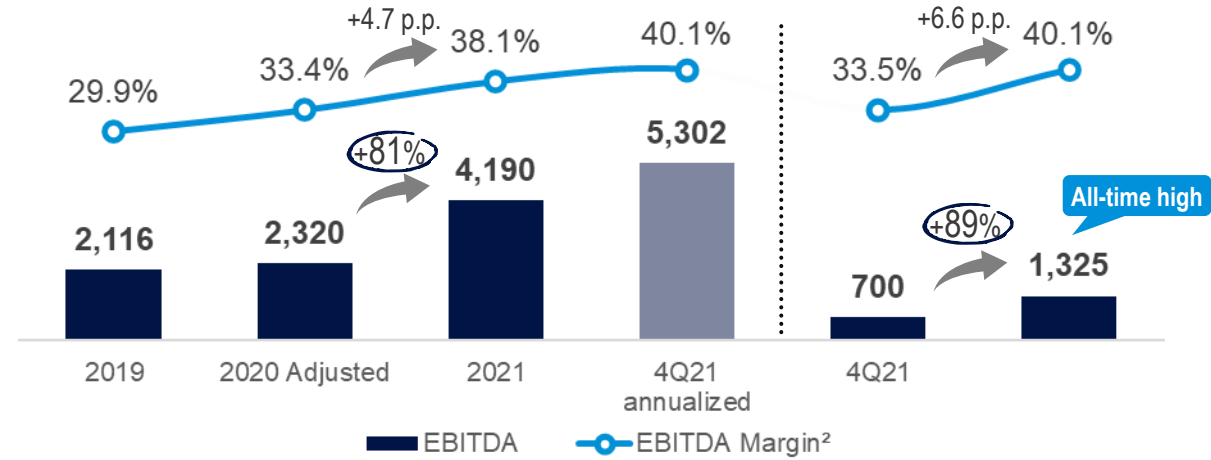
# Consolidated Financial Highlights

R\$ Million

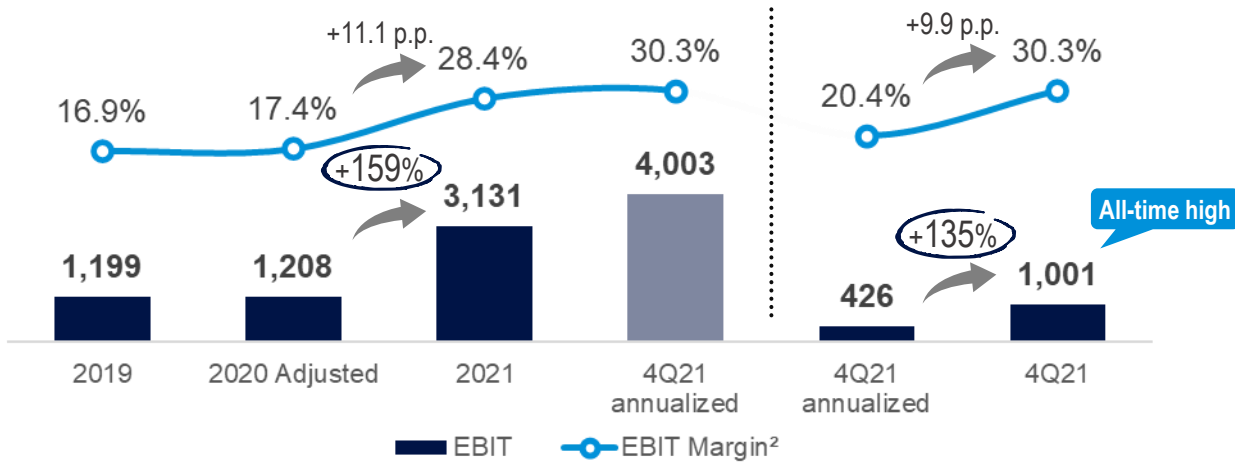
## Net Revenue



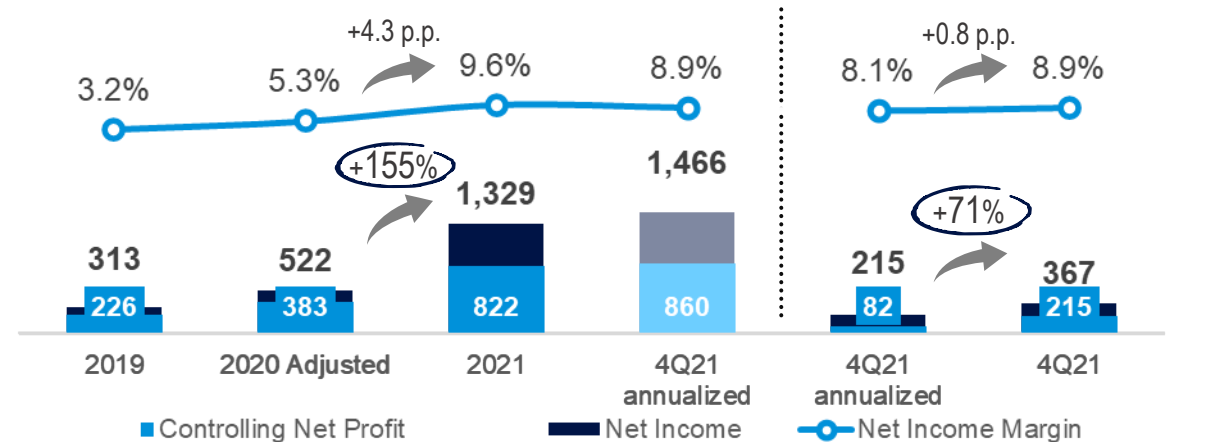
## EBITDA<sup>1</sup>



## EBIT<sup>1</sup>



## Net Income<sup>1</sup>

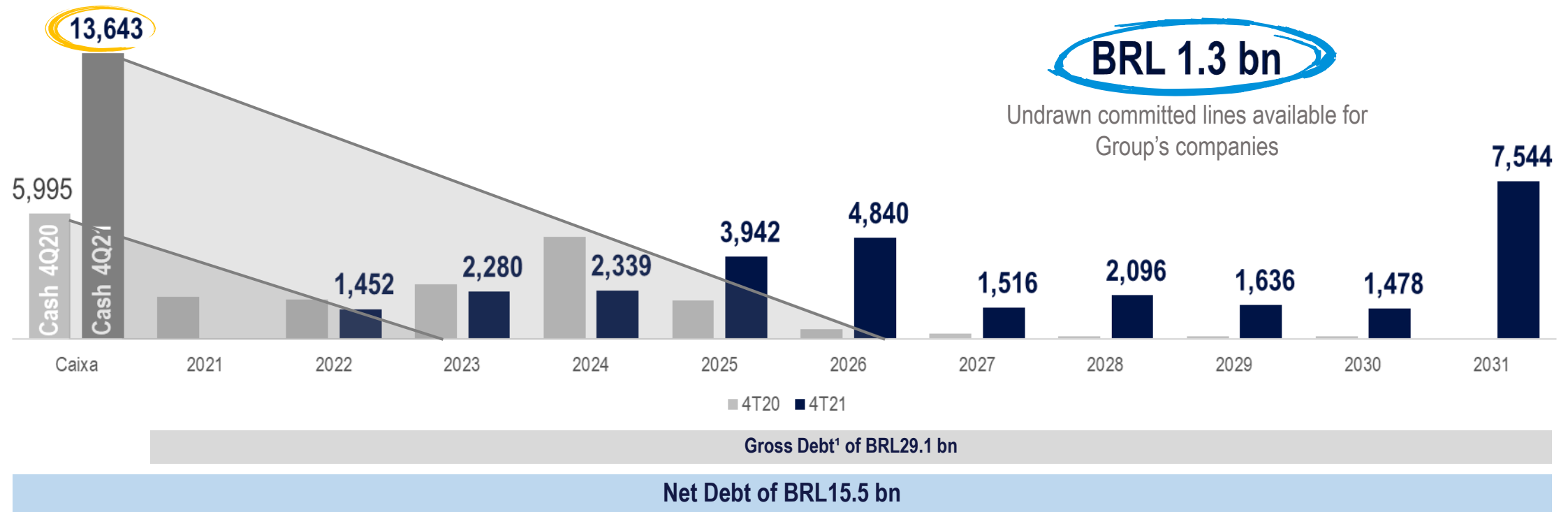


Notes: (1) Adjusted 2020 does not consider impairment realized in 1Q20 and impairment reversal realized in 4Q20 by Movida; (2) Margin as a percentage of Net Revenue from Services

# Transformation in debt profile contributed to the new growth cycle

## Debt Amortization Schedule – December 2020 vs. December 2021

**4Q20**      **4Q21**      **YEARS**      **2020**      **2021**      **COVERAGE**  
**4.3** >> **8.0**      Average term of Net Debt      **3.0x** >> **9.4x**      Short-term debt



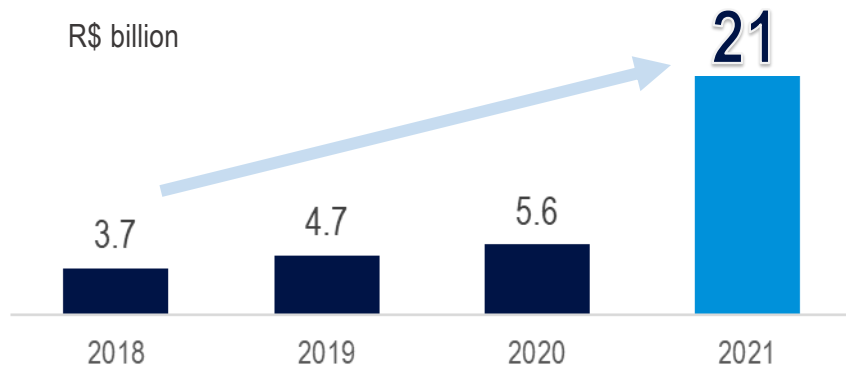
SIMPAR Holding's Net Debt is BRL2.6 bn (Gross Debt = BRL5.6 bn | Cash Position = BRL3.0 bn), with average net debt maturity of 9.2 years

Note: (1) Considers the FIDC consolidation in the amount of BRL168 mn

# Fast growth with profitability and disciplined leverage control

Ready to implement our 2022 investment plan and development agenda

## Historical Funding



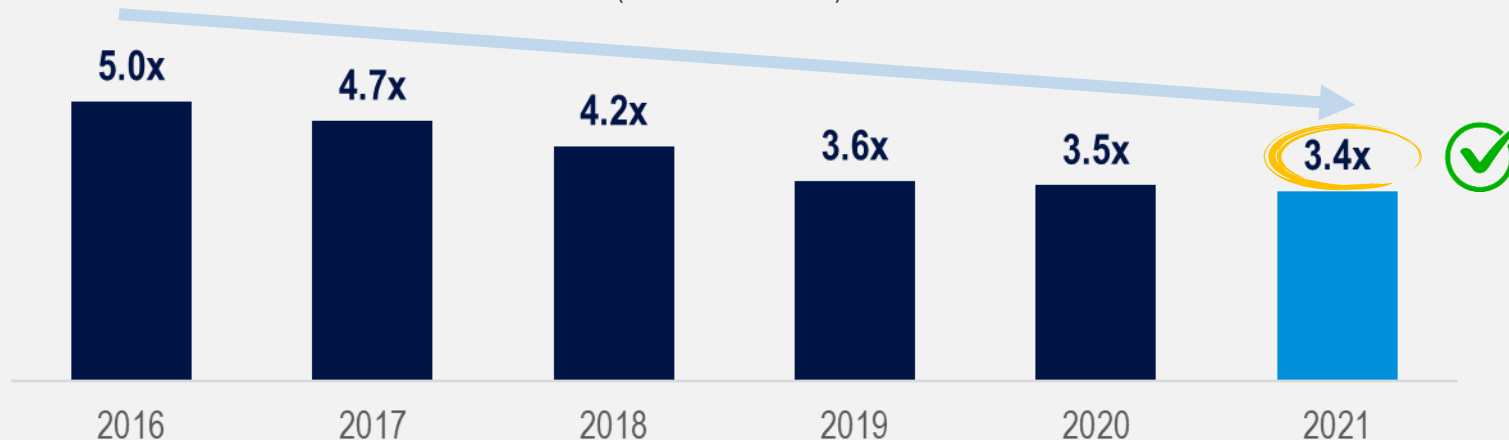
- ✓ BRL18 billion raised from new debts
- ✓ BRL1 billion from the rolling over of debts
- ✓ BRL2 billion with 1 IPO and 1 Follow-on

S&P Global  
Ratings

Credit rating perspective upgraded from **stable** to **POSITIVE** and BB- and brAA+ reaffirmed

Should the positive perspective and rating upgrade materialize, **SIMPAR will become** of one the few companies with **rating above the sovereign level in Brazil**

## Leverage (Net Debt/EBITDA)



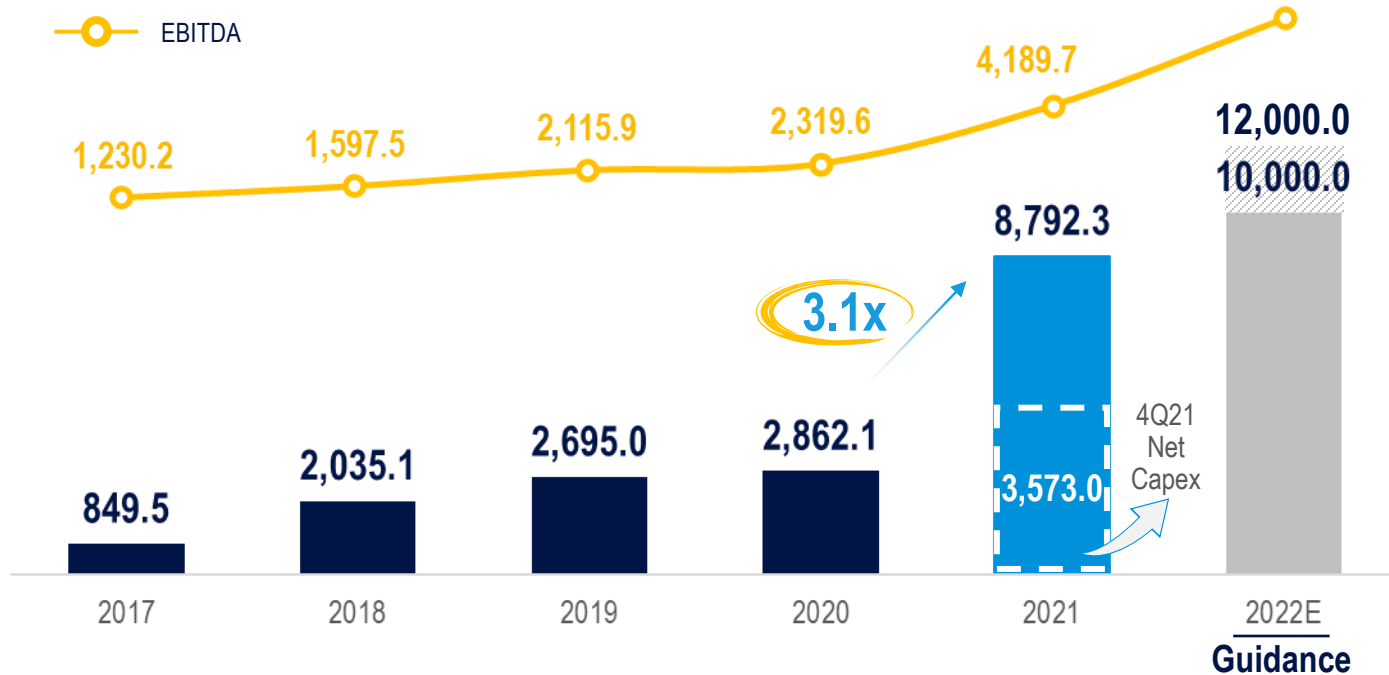
**TARGET:**  
TO ACHIEVE A RATIO  
**LOWER THAN 3X**

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

# Capital allocation

Essential sectors that are resilient and with high growth potential under an active business management

## Annual Performance of Net Capex (BRL mn)



- New investment level in 2021 and 2022E
- Relevant expansion of cash generation for 2022 already contracted

~99% of the asset base  
free of liens and encumbrances

## Capex Allocation by Segment R\$8.8 billion in 2021



91% of Capex allocated to the rental segment, which has long-term contracts adjusted for inflation



9% of Capex allocated to the logistics segment to expand new contracts signed by JSL and the acquired companies. A relevant portion has not yet impacted the 2021 results

## 2021: Discipline in the execution of strategic planning raises the level of results in the best year in SIMPAR's history and consolidates the foundations of a new cycle of sustainable development

- Consistent corporate fundamentals and **excellent strategy execution** ensure robust growth
- Evolution of **Capex with a focus on profitability and disciplined capital investment** promote business growth and diversification with responsibility
- The Company is well-positioned in **essential sectors from the real economy** to ensure solid demand, resilient results and high development potential
- Growth pillars: focus on **building long-term relationships with Customers, People, Unique Management Model, Governance and capital structure**
- **A solid corporate base ensures a sustainable development cycle and the perpetuity of Simpar and its companies**



March 11, 2021

# THANK YOU VERY MUCH.

## Disclaimer

This earnings presentation aims to detail the financial and operating results of SIMPAR S.A. for the fourth quarter of 2021.

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 rate, inflation, 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 shall carry out their own analyses and reach their own conclusions regarding the results disclosed herein.

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