



APIMEC Meeting 2024

2Q24 | 1H24

Important

Our estimates and future statements are largely based on current expectations and projections in relation to future events and financial trends that affect or could affect our business. Many important factors can adversely affect our results, such as those predicted in our estimates and future statements.

The words "we believe", "we can", "we aim to", "we estimate" and other similar words are for the purpose of identifying estimates and projections. The considerations about estimates and future statements include information related to results and projections, strategies, financing plans, competitive position, sectoral environment, potential growth opportunities, effects of future regulations and effects of competition. These estimates and projections refer only to the date when they were expressed. We cannot assume the obligation to publicly update or review any of these estimates due to new information arising, future events or any other factors, except for current regulations to which we are subject.





Agenda

2Q24 Results

- 🌐 Profile & Results
- 🌐 Performance & Projections
- 🌐 Appendix: Financial Results



Profile

Marcopolo is **protagonist** in the world bus market, a reference in **body technology** and **leader** in the Brazilian market.

Founded in **1949**, Marcopolo has been a public traded company since **1978**.

13,000 employees produce more than **14,000** buses a year, bringing **mobility** and **economic, social and environmental sustainability** to millions of passengers.

HIGHLIGHTS 2Q24

43.4%

Net revenue growth

382 million

EBITDA

20.6%

ROIC

26.1%

Gross Margin

19.5%

EBITDA Margin

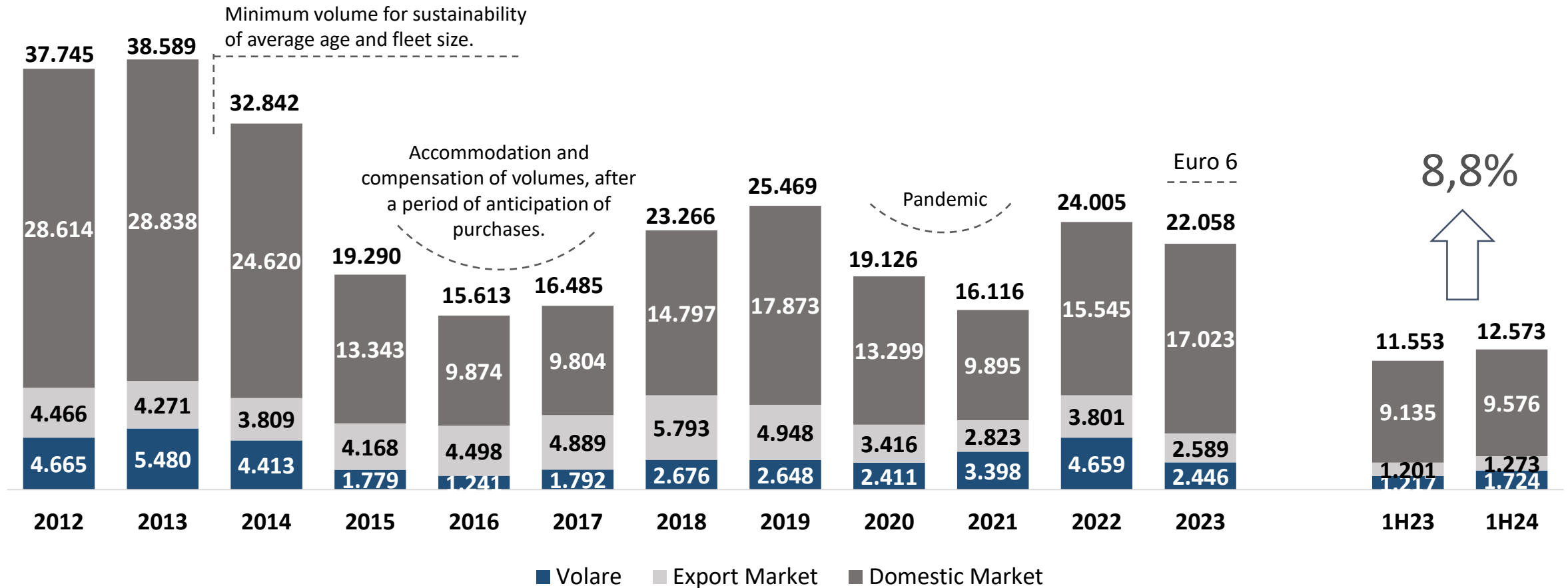
12.8%

Net Margin

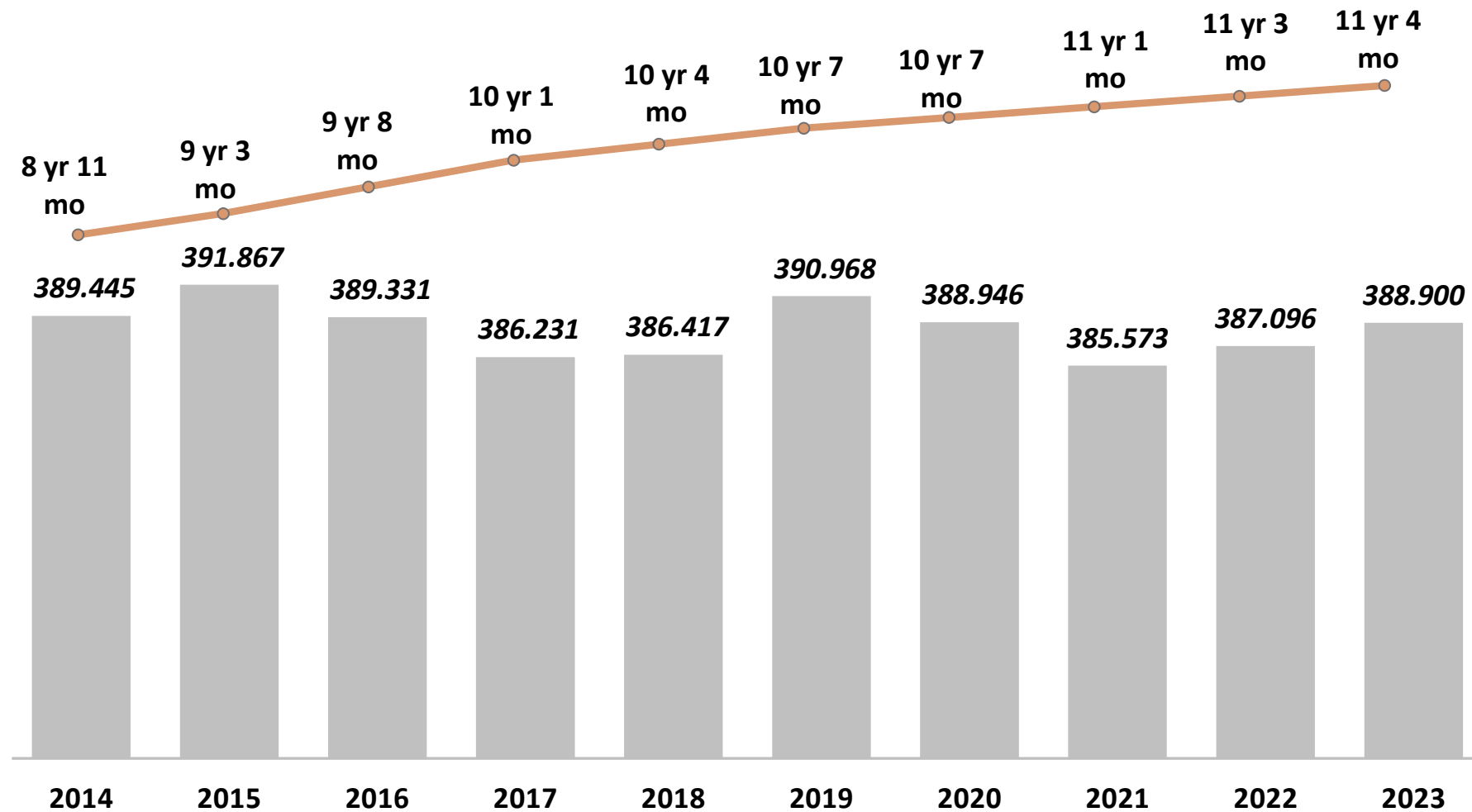
Brazilian Bus Body Production



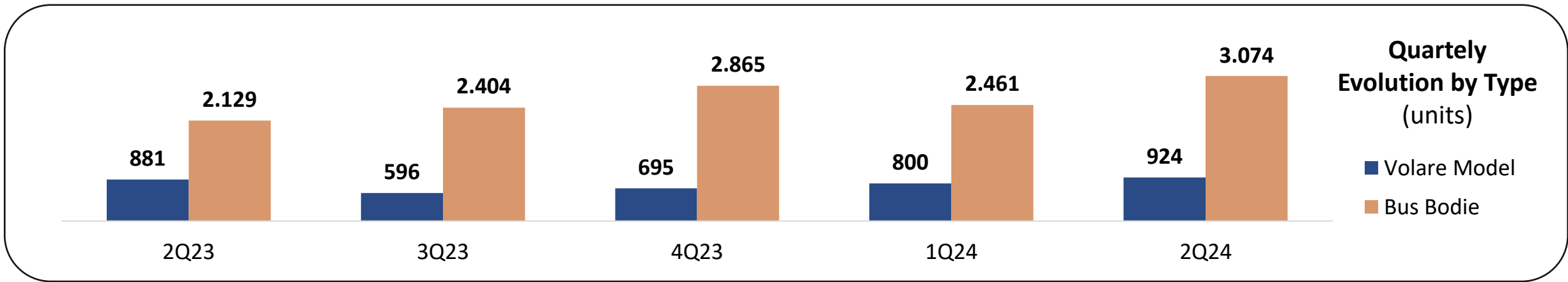
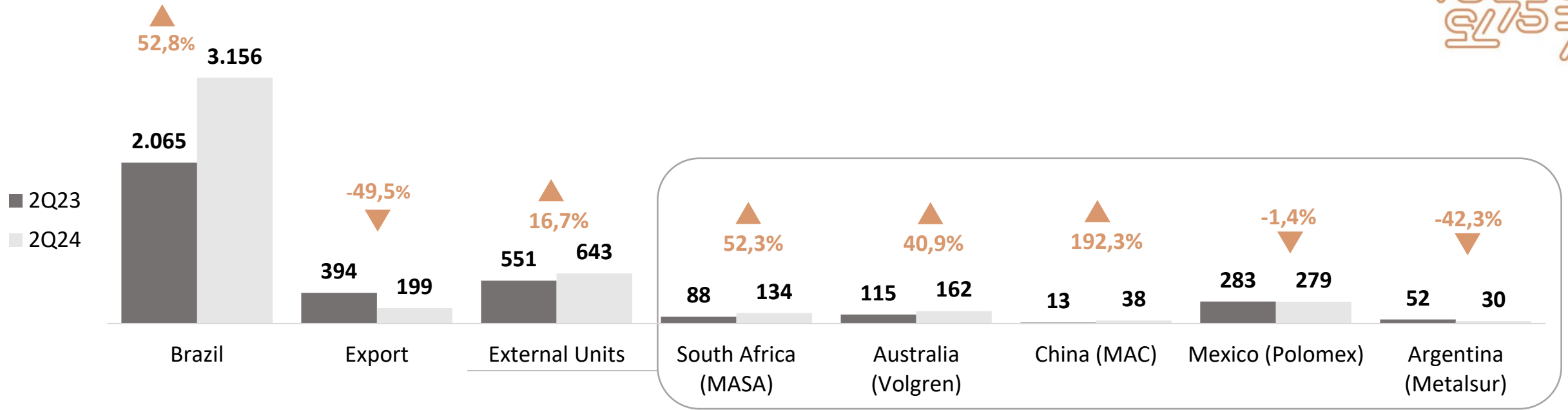
Between 2012 and 2022, the average age of the Brazilian bus fleet increased from 8 to almost 11 years.



Circulating Fleet & Average Age

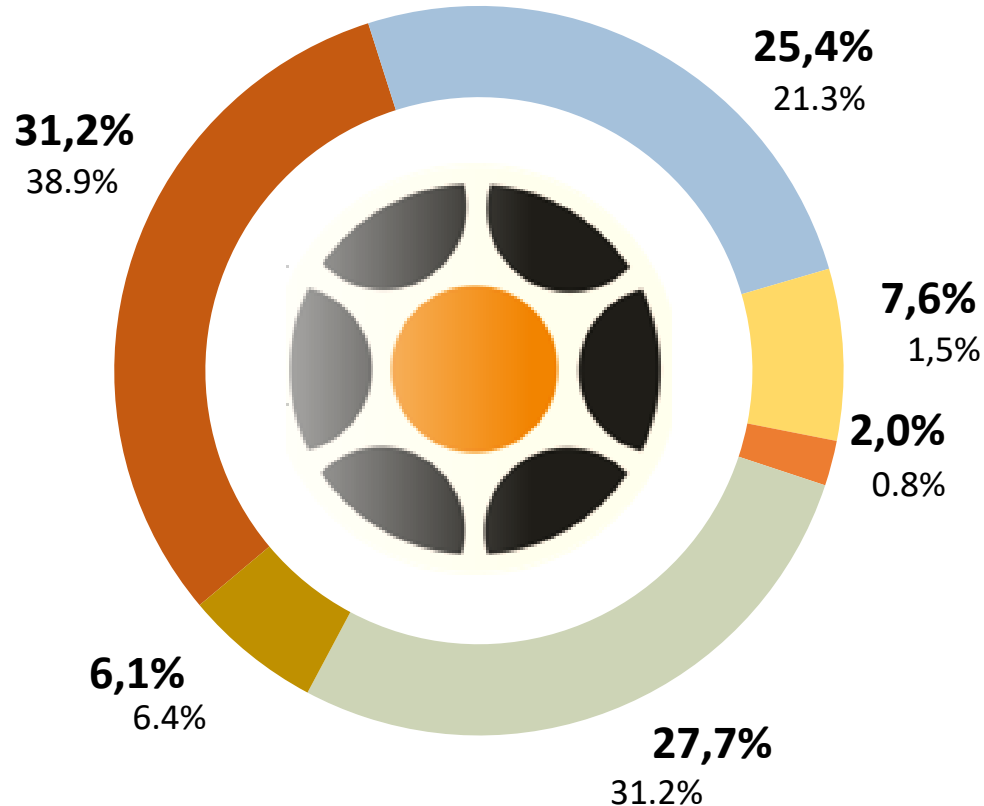


Marcopolo's Production 2Q24



Net Revenue Distribution By Segment

(2Q24 x 2Q23)



■ Intercity ■ Volares ■ Micros ■ Chasi ■ Urbans ■ Moneo Bank, Parts & Others

Segments

INTERCITY - Heavy bus segment for transporting passengers on highways or mixed routes, between cities, states or countries. It covers different activities such as tourism, regular lines and chartering.



URBANS - Segment aims public transport in cities. Investments in urban mobility, dedicated corridors, BRT and public tariffs are drivers for the sector. It also includes articulated and bi-articulated models.



MICROS - They may have characteristics and use similar to intercity or urban, depending on the model. Flexible vehicle that can be applied to urban lines of lesser demand, chartering, tourism and school transport.



VOLARES - It corresponds to the Marcopolo business unit that sells the complete vehicle – body + chassis. The application of Volare buses is identical to that of the micro segment.



Results 2Q24



	2Q24	2Q23	Δ 2Q24/2Q23	1H23	1H24	Δ 1H24/1H23
Total Revenue	1,956.7	1,364.5	43,4%	3,612.8	3,018.4	19.7%
Domestic Revenue	1,257.1	721.8	74,2%	2,479.9	1,876.4	32.2%
Exports from Brazil	203.8	246.9	-17,5%	297.8	378.4	-21,3%
Revenue from International Operations	495.9	395.8	25,3%	835.0	763.6	9.4%
Gross Profit	509.9	276.2	84,6%	895.2	667.1	34.2%
Gross Margin	26.1%	20.2%	5,8 pp	24.8%	22.1%	2,7 pp
EBITDA	382.3	158.0	142,0%	697.8	450.8	54.8%
EBITDA Margin	19.5%	11.6%	8 pp	19.3%	14.9%	4,4 pp
Net Profit	250.9	140.5	78,6%	567.9	376.7	50.7%
Net Margin	12.8%	10.3%	2,5 pp	15.7%	12.5%	3,2 pp



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2Q24 Results

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- Performance & Projections
- Appendix: Financial Results

Performance & Projections

Market



INTERCITY



The market environment remains favorable, after long periods of under-renewal.

Heavy trucking and chartering maintain significant volumes of new purchases.

Long and healthy portfolio. Volume growth throughout 2H24.

PAC 3 can accelerate sales in the segment, with investments in Euro 6 and electric models.

The Company's first 8 full Attivis delivered in 2Q24.

Electric model gains traction, with new sales made (10 integral Attivis + 10 bodies).

URBAN



MICRO & VOLARE



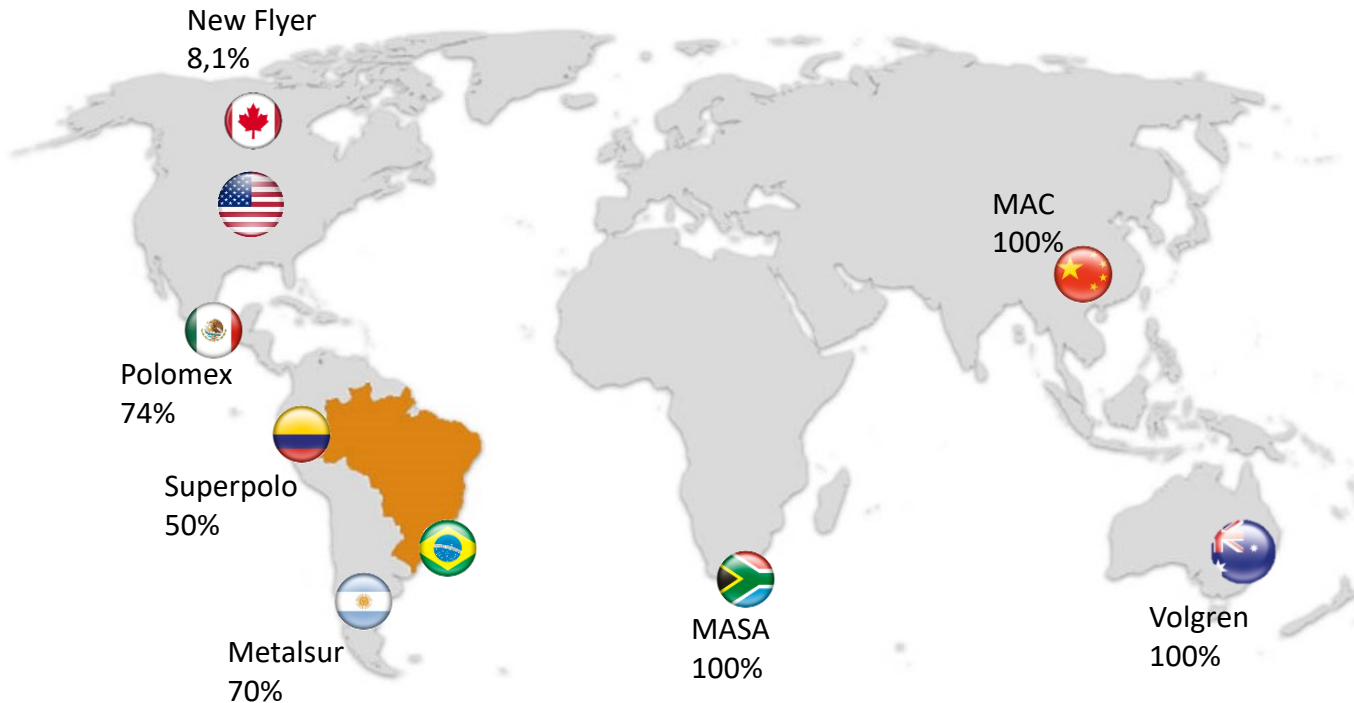
Caminho da Escola: the Company delivered 500 micros and 459 Volares in 2Q24.

Transitioning part of the CoE volumes from 2024 to 2025 can provide stability to production.

Retail demand remains positive, especially in the Volare model.

International Operations

Controlled & Affiliates



- ✿ South Africa (MASA): continues with positive perspectives. The launch of the G8 model in the country has the potential to boost operations in the road sector.
- ✿ Argentina (Metalsur): As of July, Marcopolo will own 100%. Expectation of volume recovery in 2H24.
- ✿ Australia (Volgren): achieved record quarterly results. The operation continues with promising projections, maintaining a robust portfolio and production efficiency.
- ✿ China (MAC): undergoes restructuring of its operations, with emphasis and focus on the development of local commercial partnerships and sourcing.
- ✿ Colombia (Superpolo): continues to present good results and the outlook is positive for the remainder of the year.
- ✿ Mexico (Polomex): the subsidiary is preparing to locate G8 production. Prospects remain positive, with the closing of relevant orders for the end of 2024 and beginning of 2025.

Performance & Projections



Production & Efficiency



Production growth has allowed gains in operational leverage.



Daily production should continue to advance, even with the cooling of the CdE.



Capacity gains through greater efficiency and productivity.

Cash Flow



Company works to optimize WIP and inventories.



Production growth continues to demand greater working capital.



Appreciation of the USD benefits exports, but exchange rate changes negatively affect it.

Investments



Work is progressing on a new industrial pavilion in São Mateus, ES.



Opening of the new flammables plant in Caxias do Sul, RS.



Investments in industrial automation, new products and chassis.



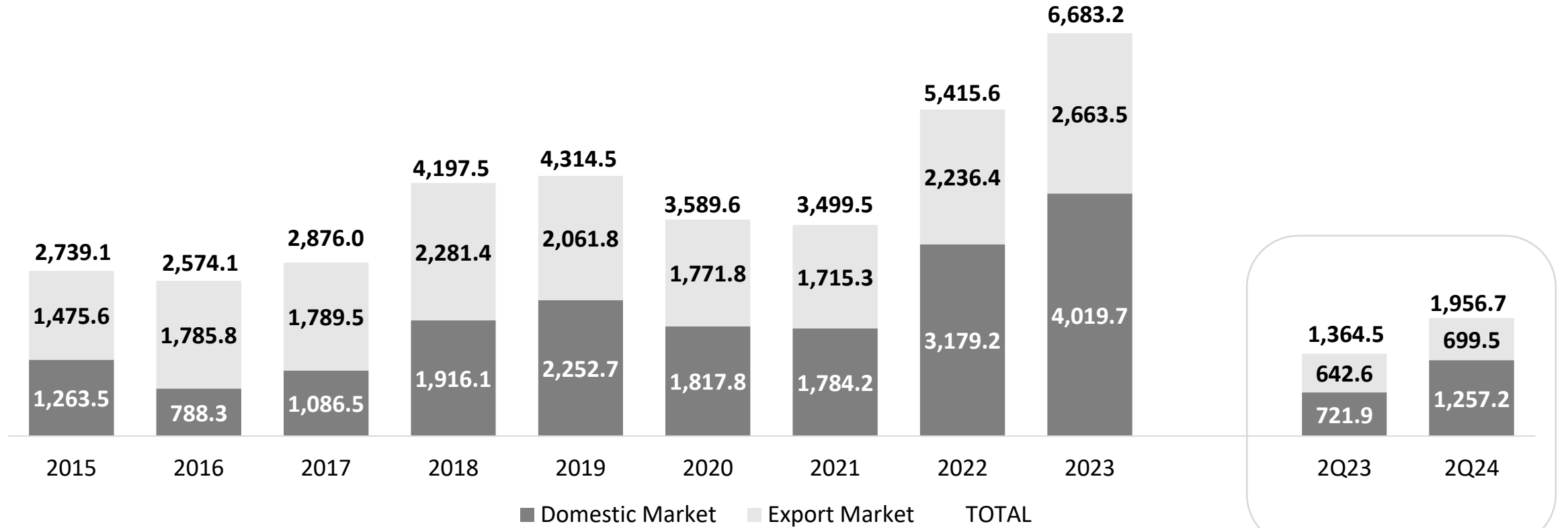
Agenda

2Q24 Results

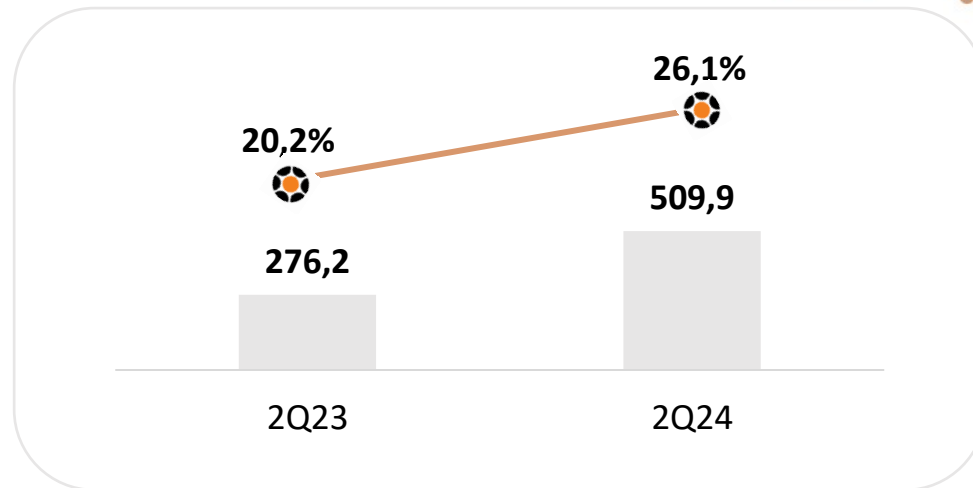
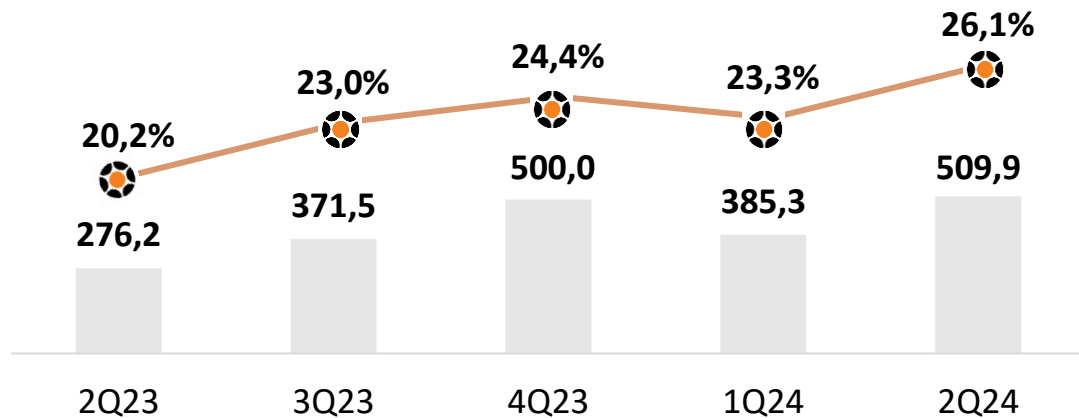
- Profile & Results
- Performance & Projections
- **Appendix: Financial Results**

Net Revenue

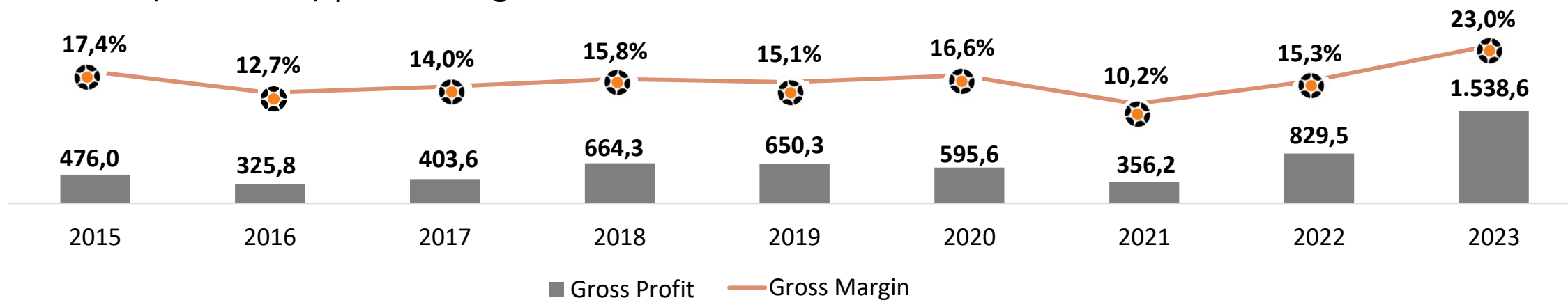
BRL Million



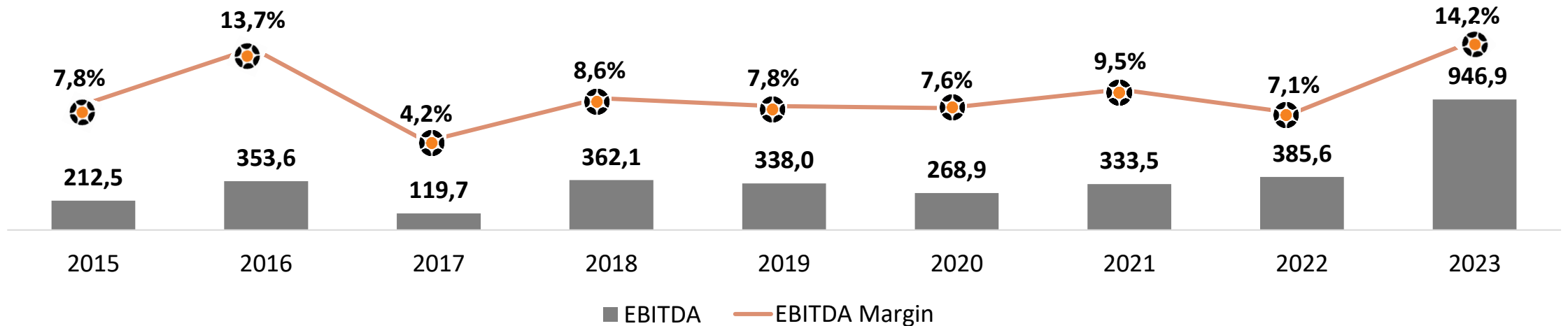
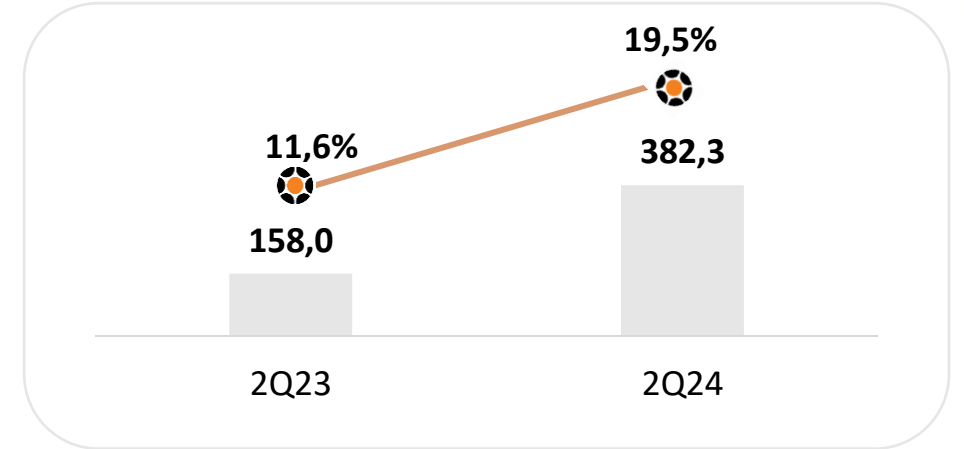
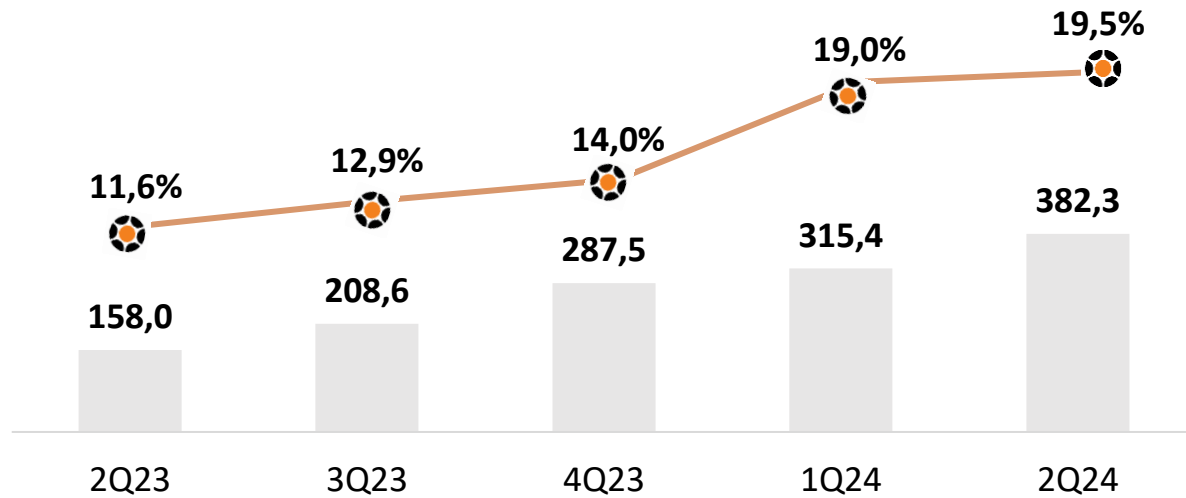
Gross Profit & Gross Margin



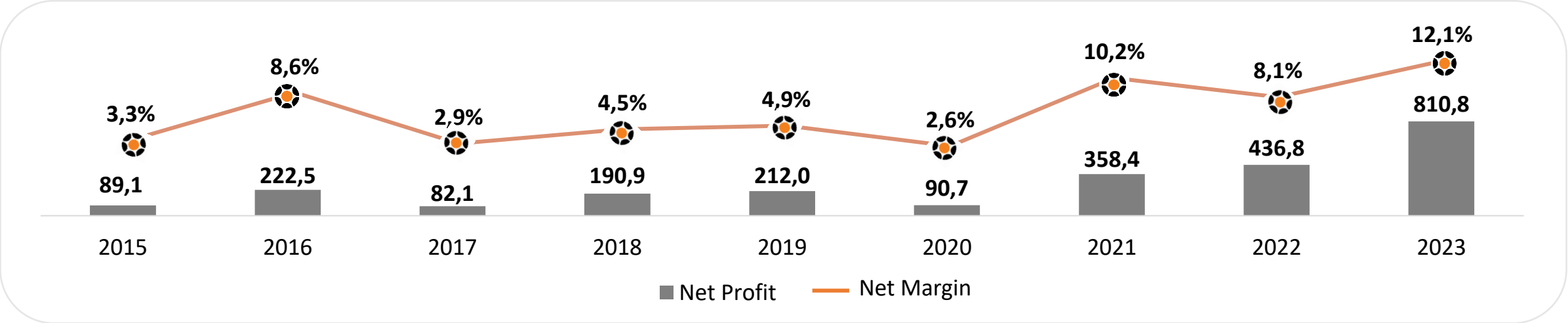
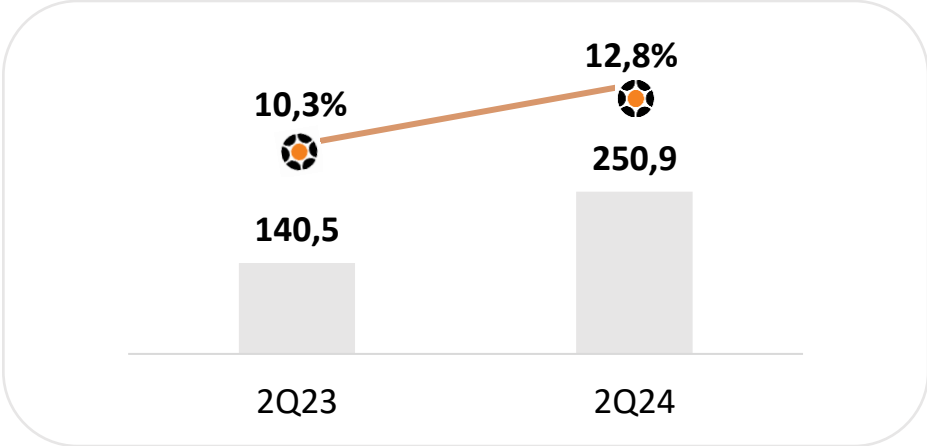
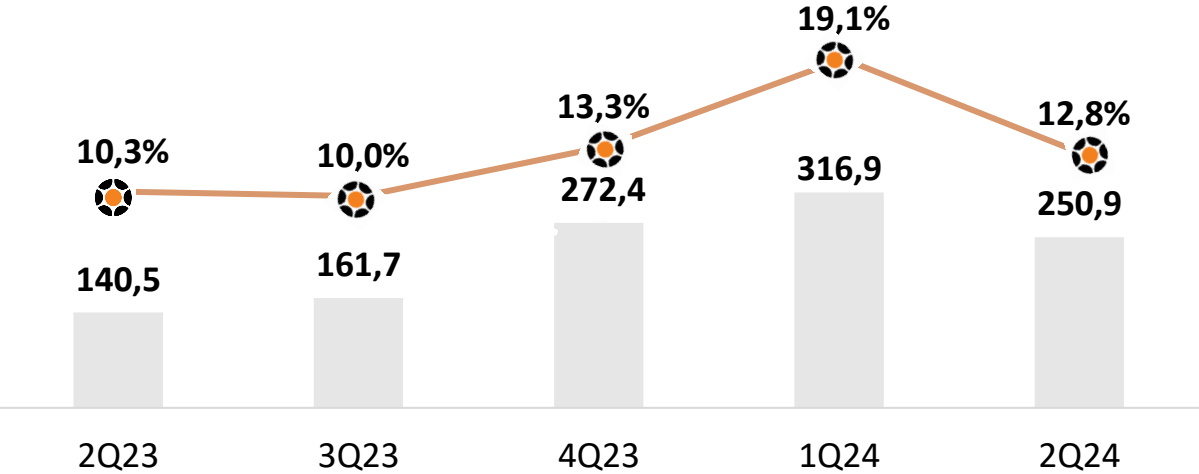
Gross Profit (BRL Million) | Gross Margin



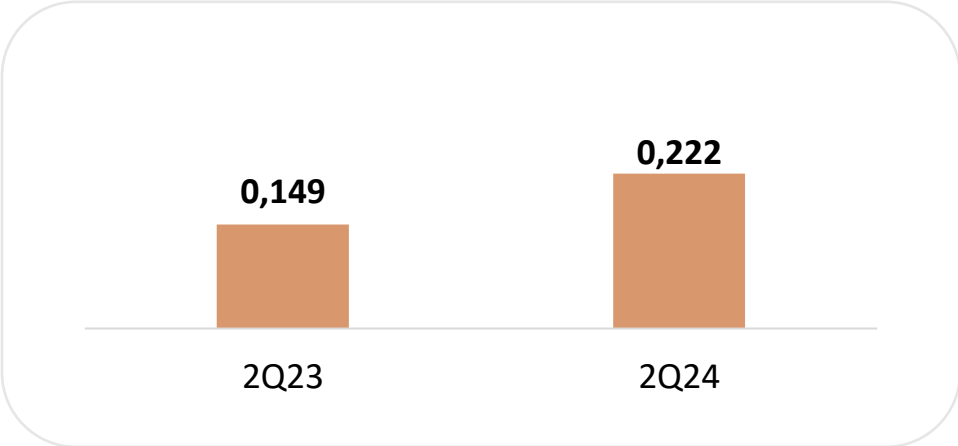
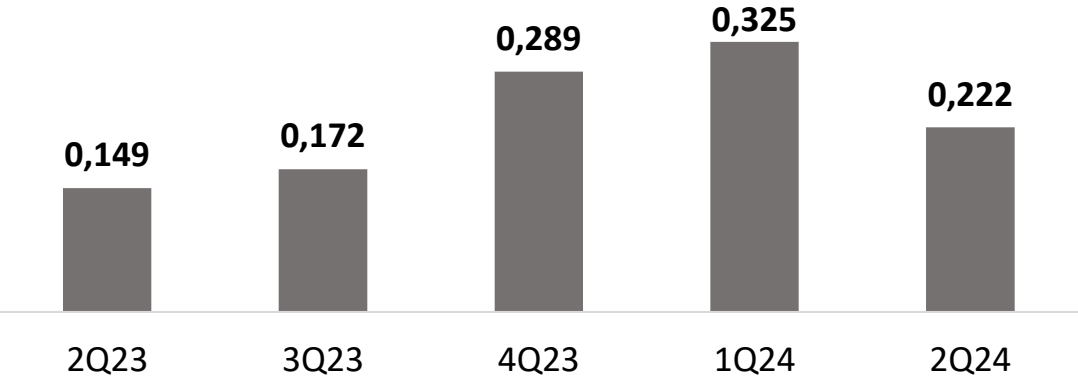
EBITDA & EBITDA Margin



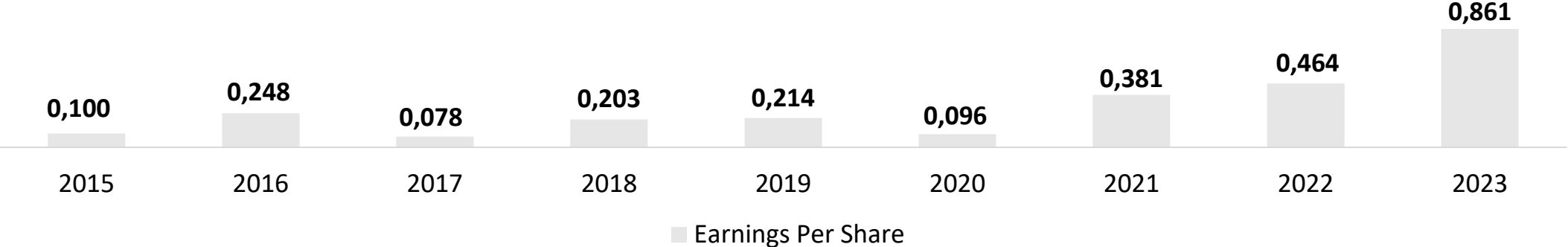
Net Profit & Net Margin



Earnings Per Share



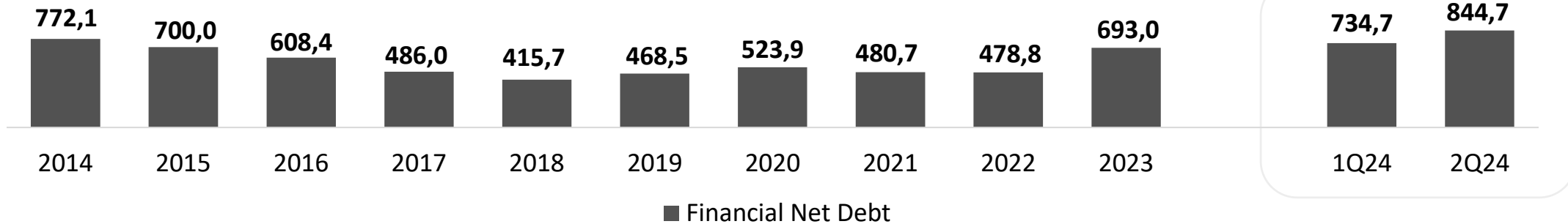
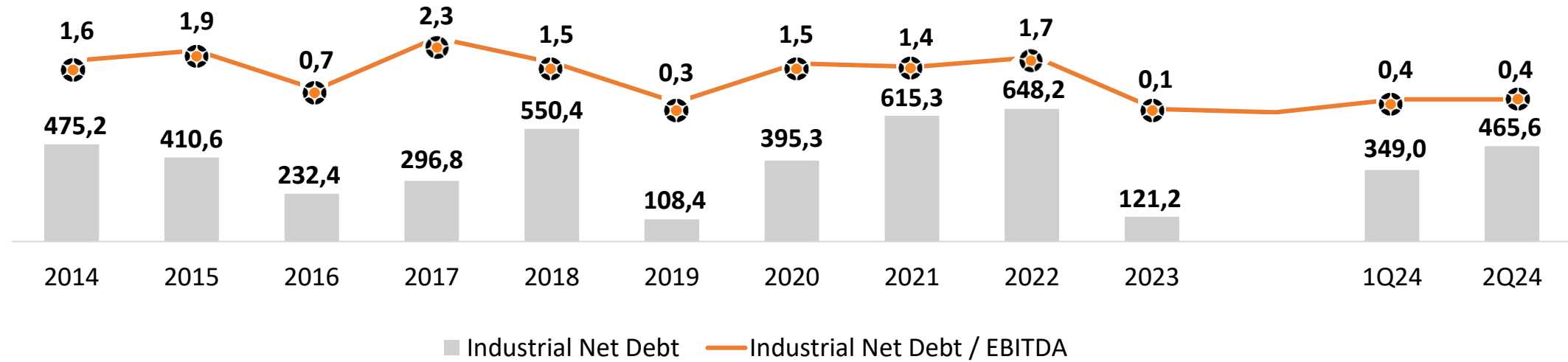
Earnings Per Share



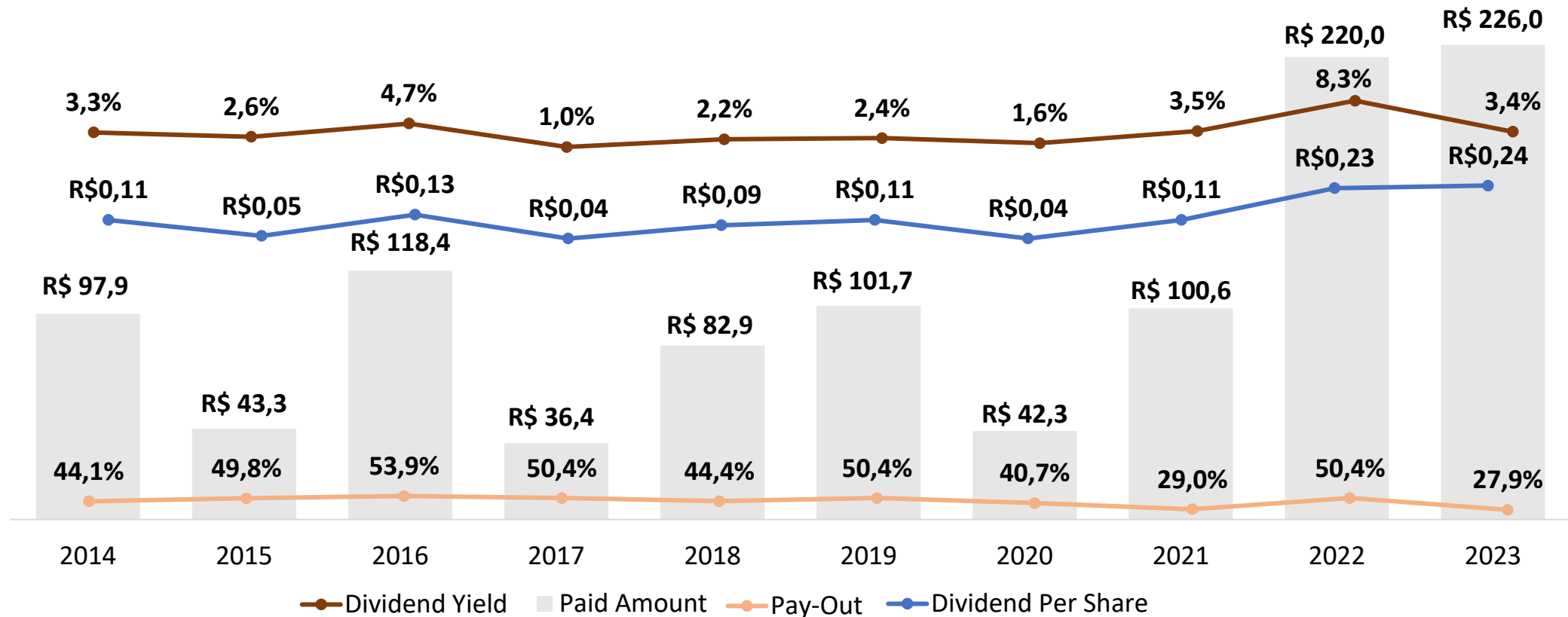
Indebtness



Net Debt / EBITDA (BRL Million)

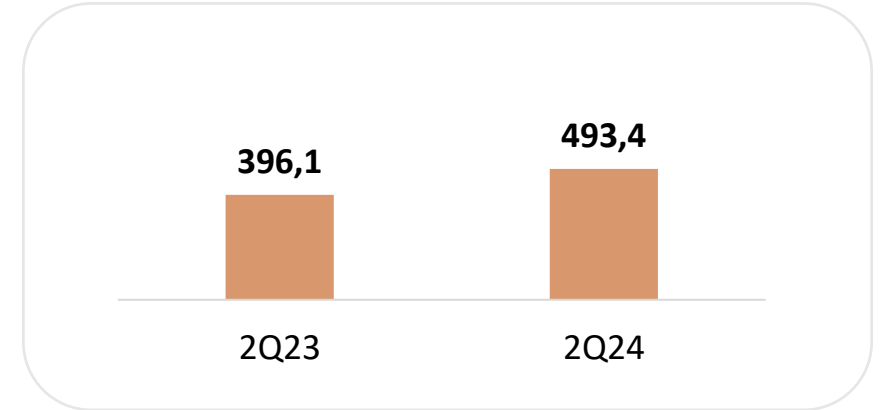
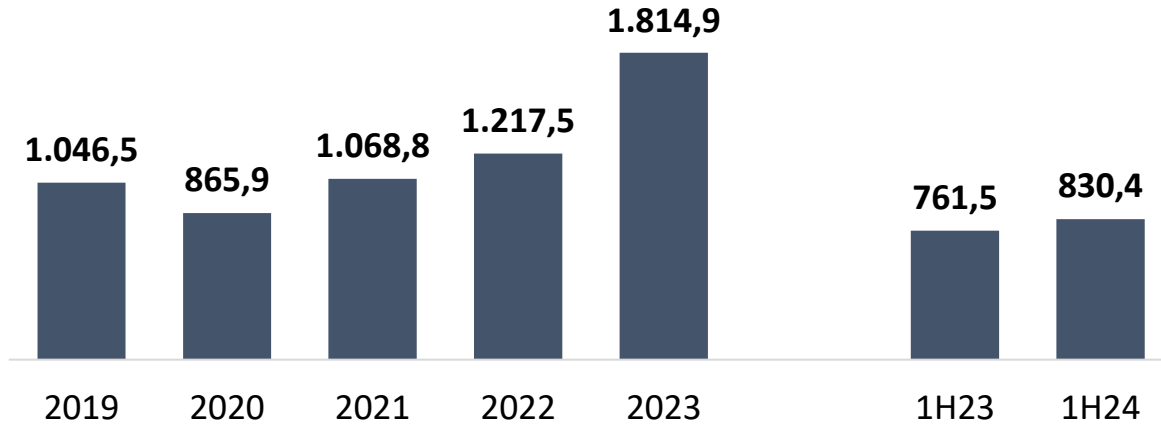


Dividends, Pay-Out & Dividend Yield

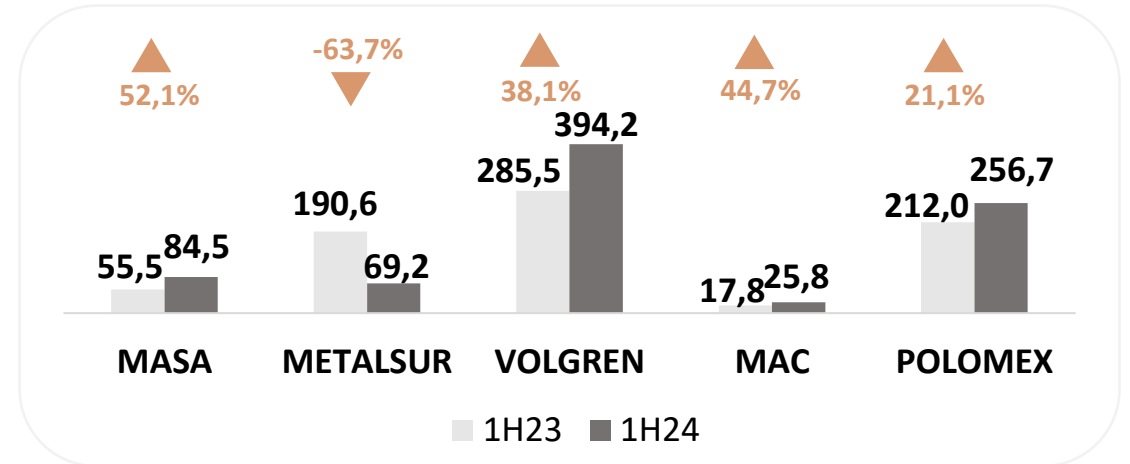
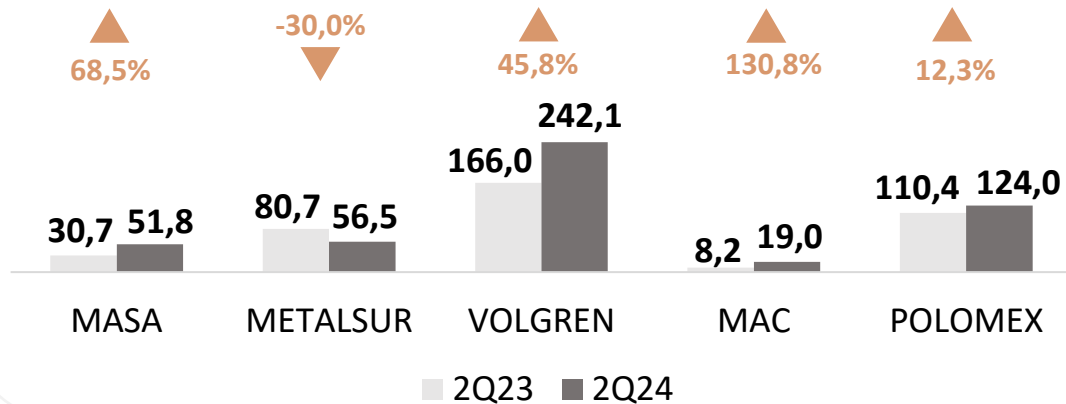


International Operations

Net Revenue (BRL Million)

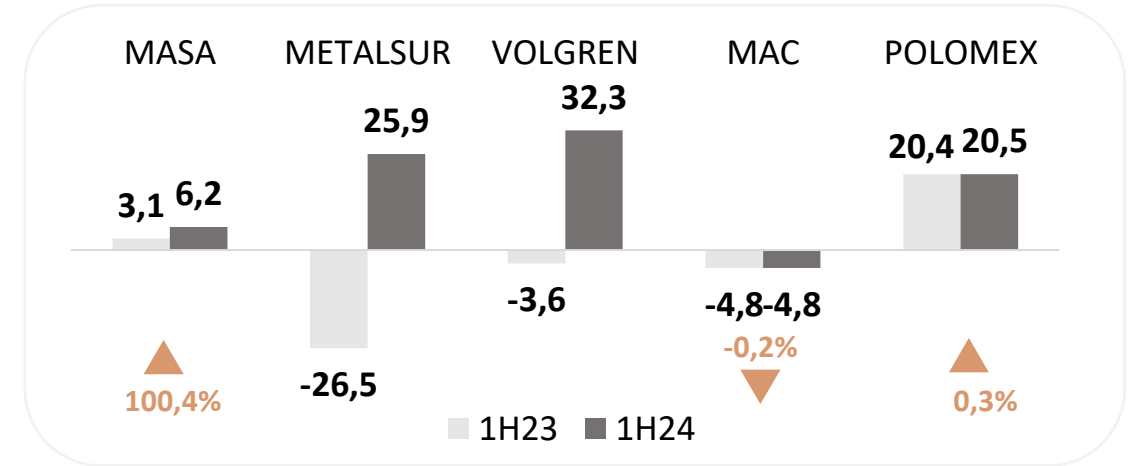
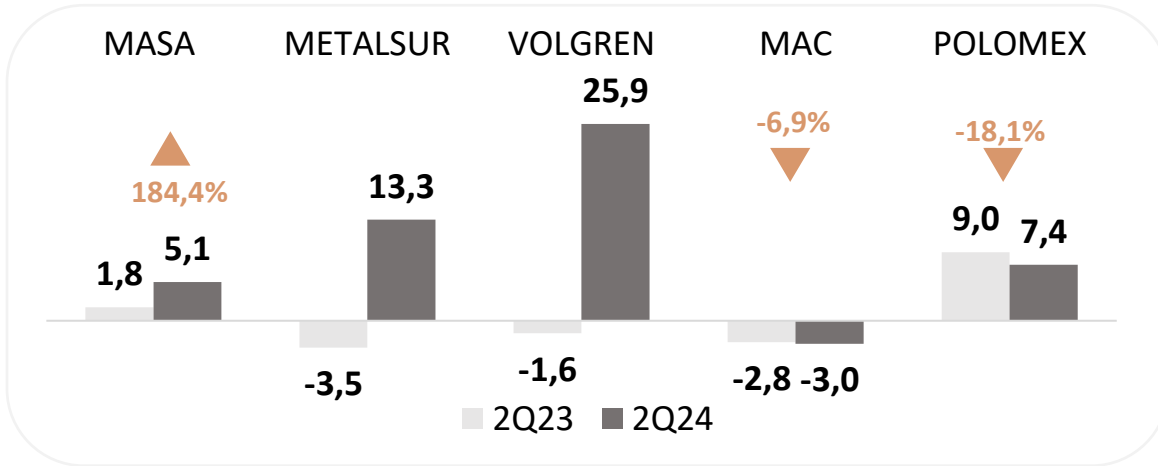
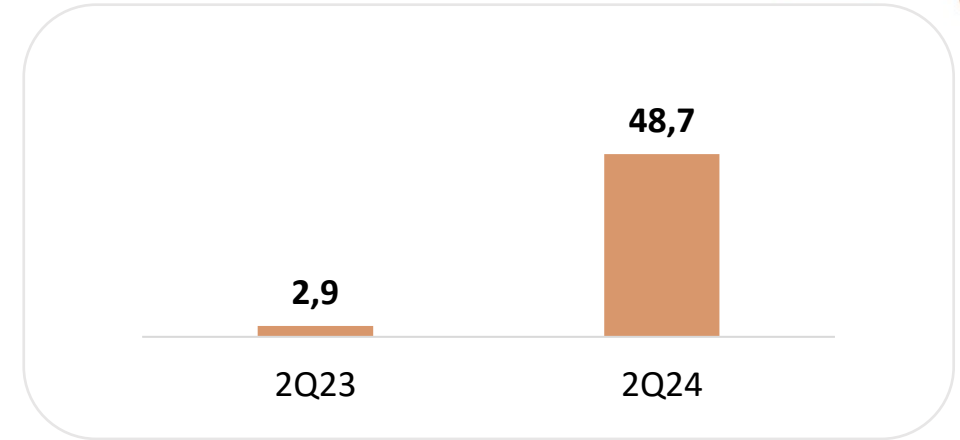
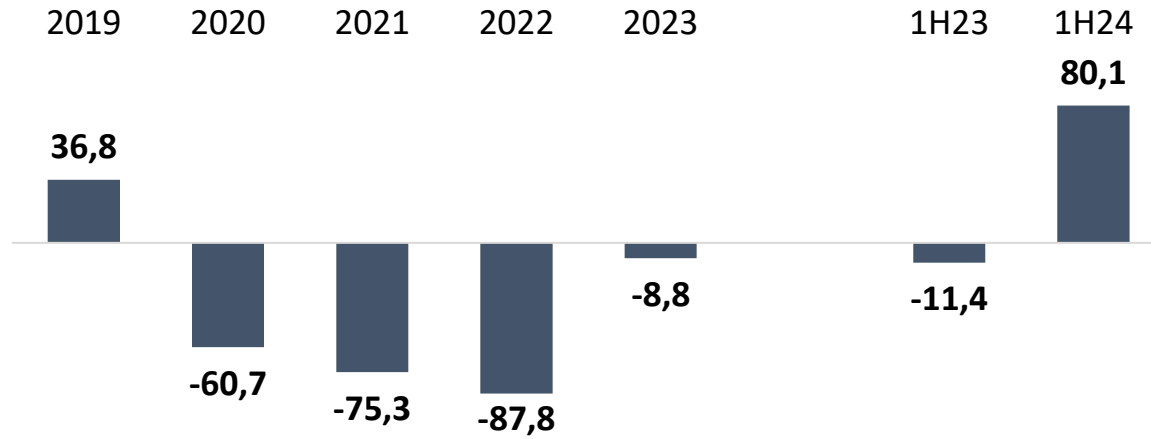


Controlled



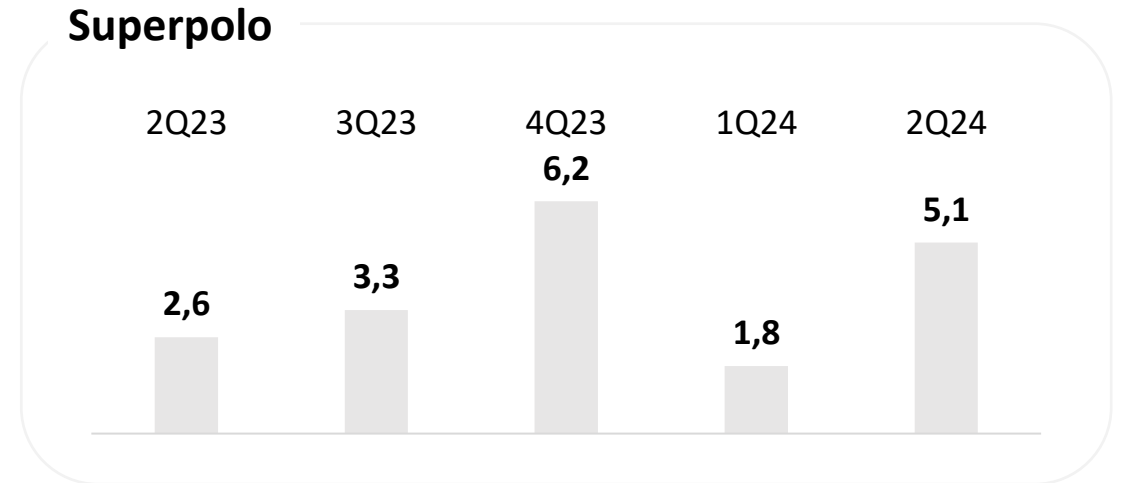
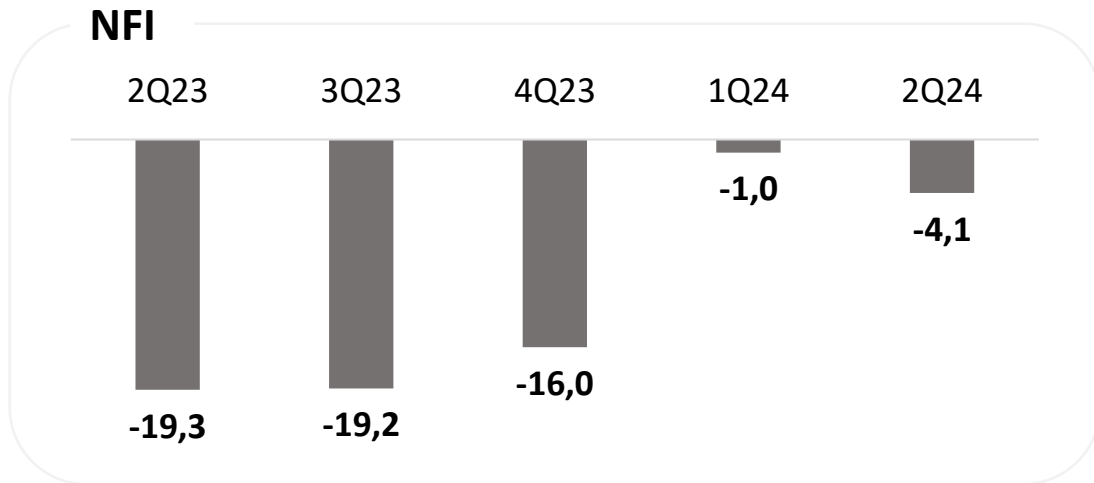
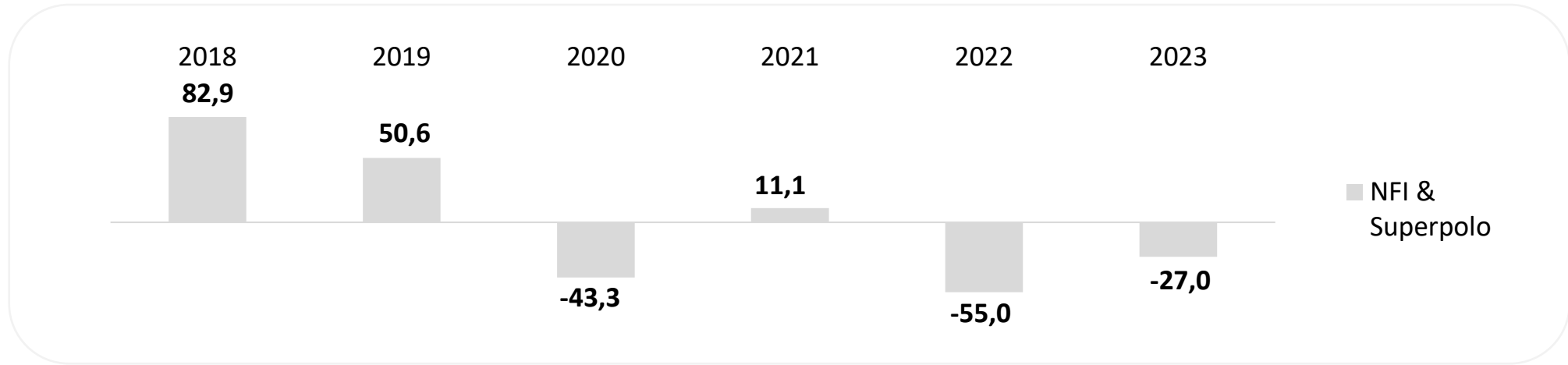
International Operations

Net Profit (BRL Million)



International Operations

Equity Income (BRL Million)



**THANK YOU FOR
YOUR
ATTENTION!**

 **Marcopolo** **75** anos
years
años

MUITO OBRIGADO PELA ATENÇÃO!