

Conference Call
3Q21 | 9M21



Marcopolo G8

Taking you to the future.



Images for illustrative purposes only. Consult your local representative to learn more about models and their configurations.

Learn more at

marcopolog8.com

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

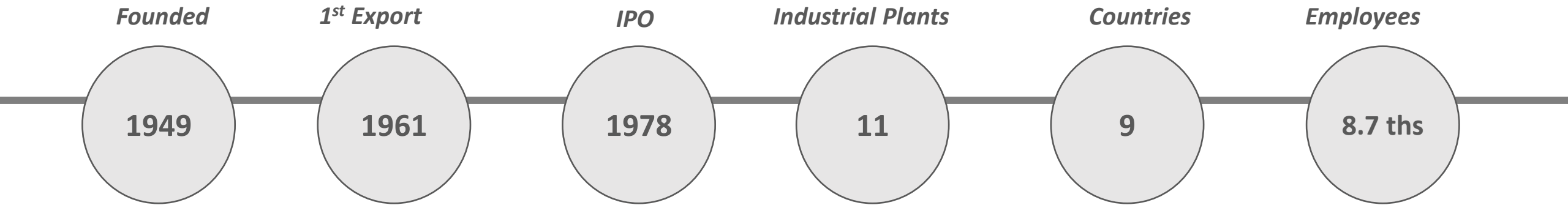
- ⚙ Profile & Results

- ⚙ Performance & Prospects

- ⚙ Attachment: Operating & Financial Results

Profile

International company, leader in bus body Brazilian market and strong presence in all segments.



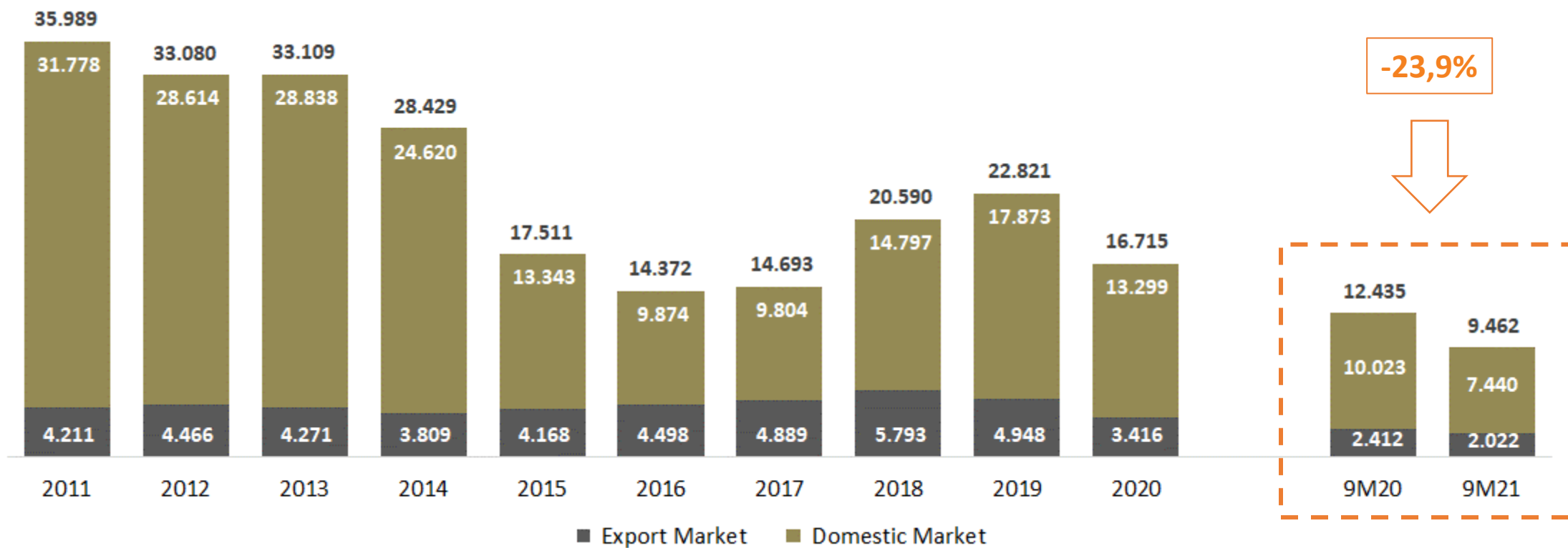
Competitive Advantages:

- *State-of-the-art technology;*
- Expertise of building bodies on any chassis model, including electric;
- Engineering teams divided by products;
- Products customized and manufactured according to customers' needs

Results

Brazilian Bus Production (un.)

Source: FABUS



Marcopolo Production

(units)

Market	3Q21	3Q20	Δ 3Q21/3Q20	9M21	9M20	Δ 9M21/9M20
Brazil	1.291	2.571	-49,8%	5.603	6.827	-17,9%
Export	223	493	-54,8%	980	1.219	-19,6%
External Units	696	358	94,4%	1.616	1.158	39,6%
South Africa (MASA)	74	58	27,6%	194	133	45,9%
Australia (Volgren)	60	48	25,0%	196	217	-9,7%
China (MAC)	18	8	125,0%	20	34	-41,2%
Mexico (Polomex)	276	171	61,4%	696	685	1,6%
Argentina	268	73	3	510	89	473,0%
Total Production	2.210	3.422	-35,4%	8.199	9.204	-10,9%

Results

Marcopolo Sales (un./BRL)

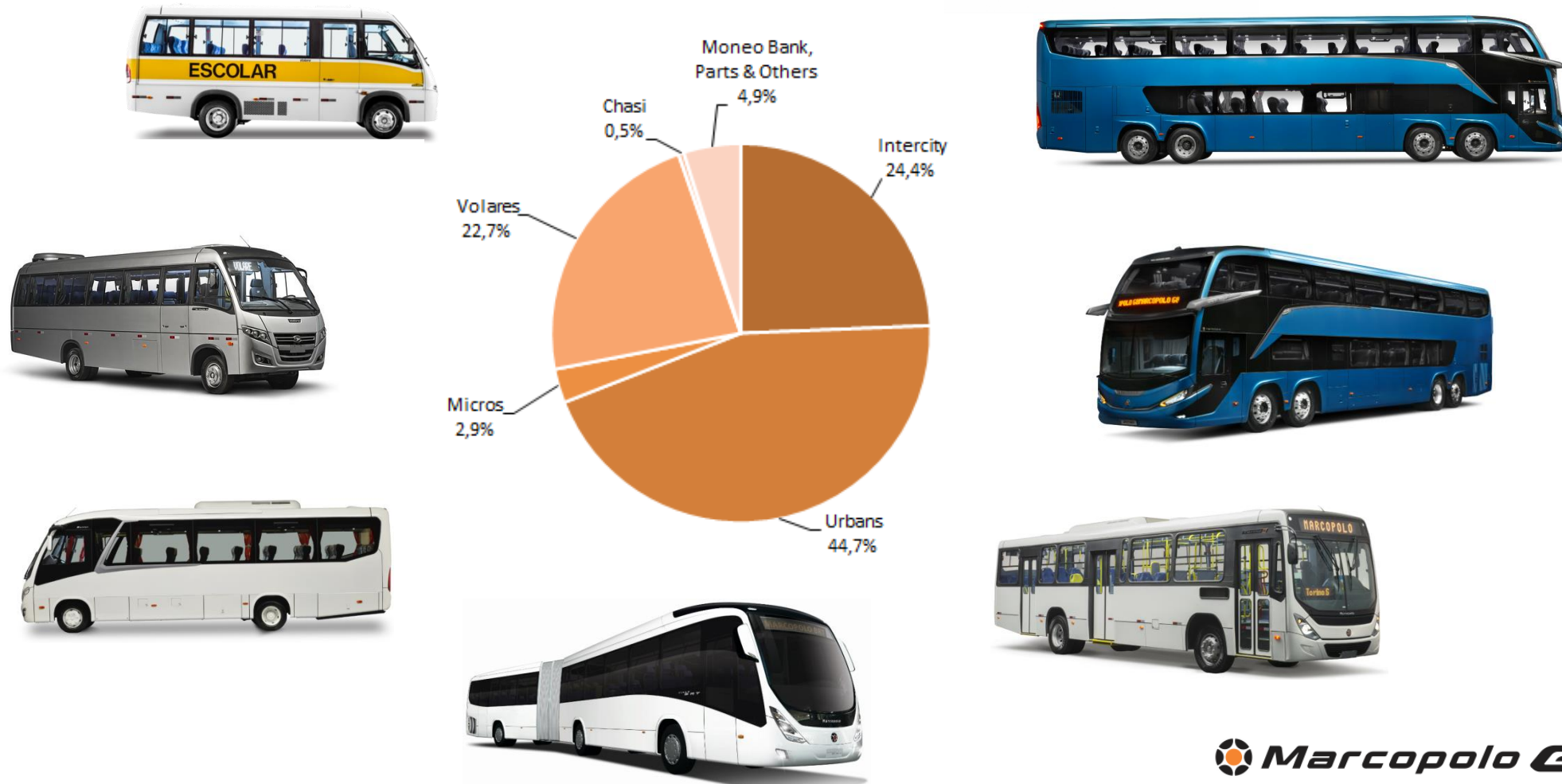
Consolidated	Sales (un.)	Δ 3Q21/3Q20	Net Revenue (BRL)	Δ 3Q21/3Q20
Brazilian Market	1.421	-45,6%	376,0	-21,7%
Export	247	-51,4%	96,9	-49,6%
elimination of exported KDs	-23	-58,2%		0,0%
Controlled External Units	696	109,0%	284,7	73,6%
South Africa (MASA)	74	105,6%	28,8	156,7%
Argentina (Metalsur)	268	267,1%	99,8	5067,0%
Australia (Volgren)	60	25,0%	85,7	-33,6%
China (MAC)	18	-5,3%	11,3	55,0%
Mexico (Polomex)	276	75,8%	61,8	44,8%
Total	2.341	-31,1%	757,6	-9,4%

Results

Distribution of Net Revenue by Segment – 3Q21

Moneo
O BANCO DA  **Marcopolo**

Marcopolo
parts



 **Marcopolo GB**

Leva você ao futuro.

Results

(BRL million)

	3Q21	3Q20	Δ 3Q21/3Q20	9M21	9M20	Δ 9M21/9M20
Total Revenue	757,6	836,5	-9,4%	2.415,3	2.554,3	-5,4%
Domestic Revenue	376,0	480,4	-21,7%	1.284,9	1.306,3	-1,6%
Export Revenue	96,9	192,1	-49,6%	401,1	653,7	-38,6%
Abroad Revenue	284,7	164,0	73,6%	729,3	594,3	22,7%
Gross Profit	72,0	136,7	-47,3%	233,1	417,2	-44,1%
Gross Margin	9,5%	16,3%	-6,8 pp	9,6%	16,3%	-6,7 pp
EBITDA	95,1	-23,8	-499,6%	259,1	119,0	117,7%
EBITDA Margin	12,6%	-2,8%	15,4 pp	10,7%	4,7%	6 pp
Net (Loss) Profit	107,1	-57,4	-286,6%	293,2	-45,4	-745,8%
Net Margin	14,1%	-6,9%	21 pp	12,1%	-1,8%	13,9 pp

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Performance & Prospects

Domestic Market

Intercities: gradual change in the composition of the products in the order's backlog, with a migration from lighter bodies, geared towards chartering, to heavier bodies, focused on tourism activities and regular lines. The launch of the G8 already boosts sales.

Urbans: demand recovery still suffers from a smaller number of passengers and lack of adequate compensation to operators for the restrictions imposed on public transport during the pandemic. Specific fleet renewal projects sustain volumes in the segment.

Road to School (Caminho da Escola): the Company had no deliveries associated with the Caminho da Escola's federal program in 3Q21. The new auction has already taken place and the Company has been authorized to supply, directly or indirectly (through chassis manufacturer) 3,900 units (2,500 micros and 1,400 Volares) out of a total of 7,000 buses auctioned.

Performance & Prospects

Foreign Markets

Exports: exports continued to be affected by the pandemic, with purchase transfers or postponement of new orders for 4Q21 and 2022. In the annual comparison, the effect is even more adverse, considering that in 3Q20 the Company had a long portfolio of exports sold before the start of pandemic.

Controlled Companies and Affiliates: Marcopolo Argentina kept accelerated production of urban buses delivering consistent results. Marcopolo Australia reached an important achievement for the supply of 341 units in Melbourne in the coming years. Marcopolo South Africa managed to reach the break even after restructuring the operation. In Mexico, the sales mix remains concentrated in urban buses with lower added value, affecting the operation's profitability. Marcopolo China shows a gradual resumption of sales, including the opening of new markets. The Colombian affiliate Superpolo maintained positive results despite the drop in volumes.



Performance & Prospects



Market Environment: the Company projects a positive inflection of volumes in the coming months, as a result of sales made in a period of consistent fall in contagion and the reopening of cities.

Reestructuring: the workforce readjustment process went through another stage in 3Q21. The Company does not project new reductions of significant impact in 4Q21. Important initiatives such as plant optimization, restructuring of international operations and cost reductions, which have so penalized the results since the beginning of the pandemic, are now generating results.

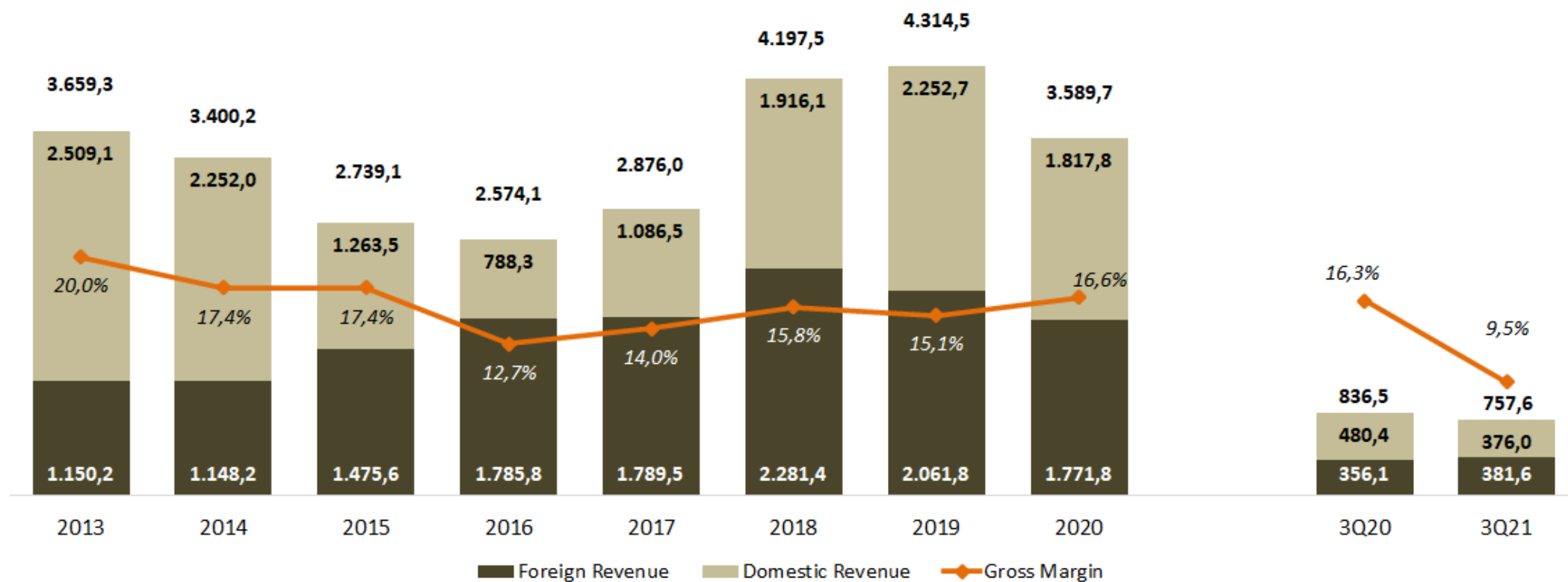
Investments: even during the pandemic, the Company maintained strategic investments that allowed for gains in efficiency, quality and the launch of innovative products, including the exploration of new modes, such as Marcopolo Rail and Generation 8.

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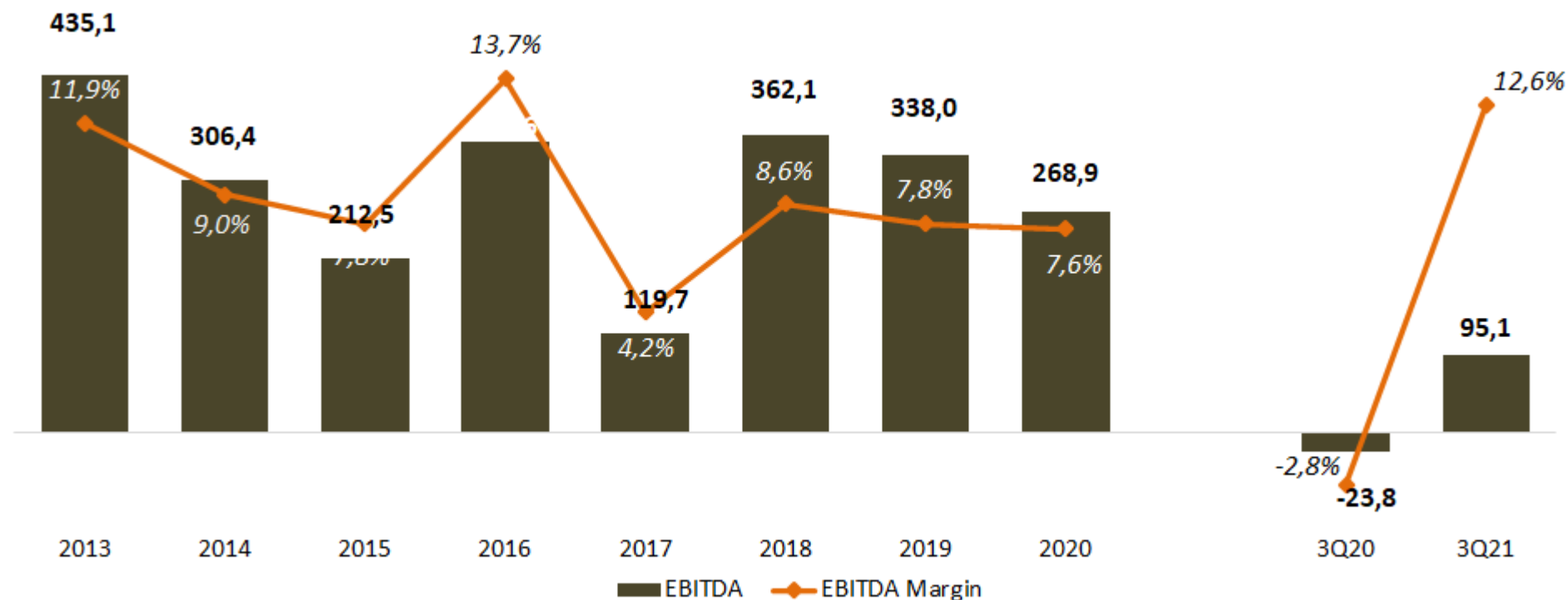
Net Revenue (BRL milion) – Foreign and Domestic Markets



Attachment

EBITDA (BRL million)

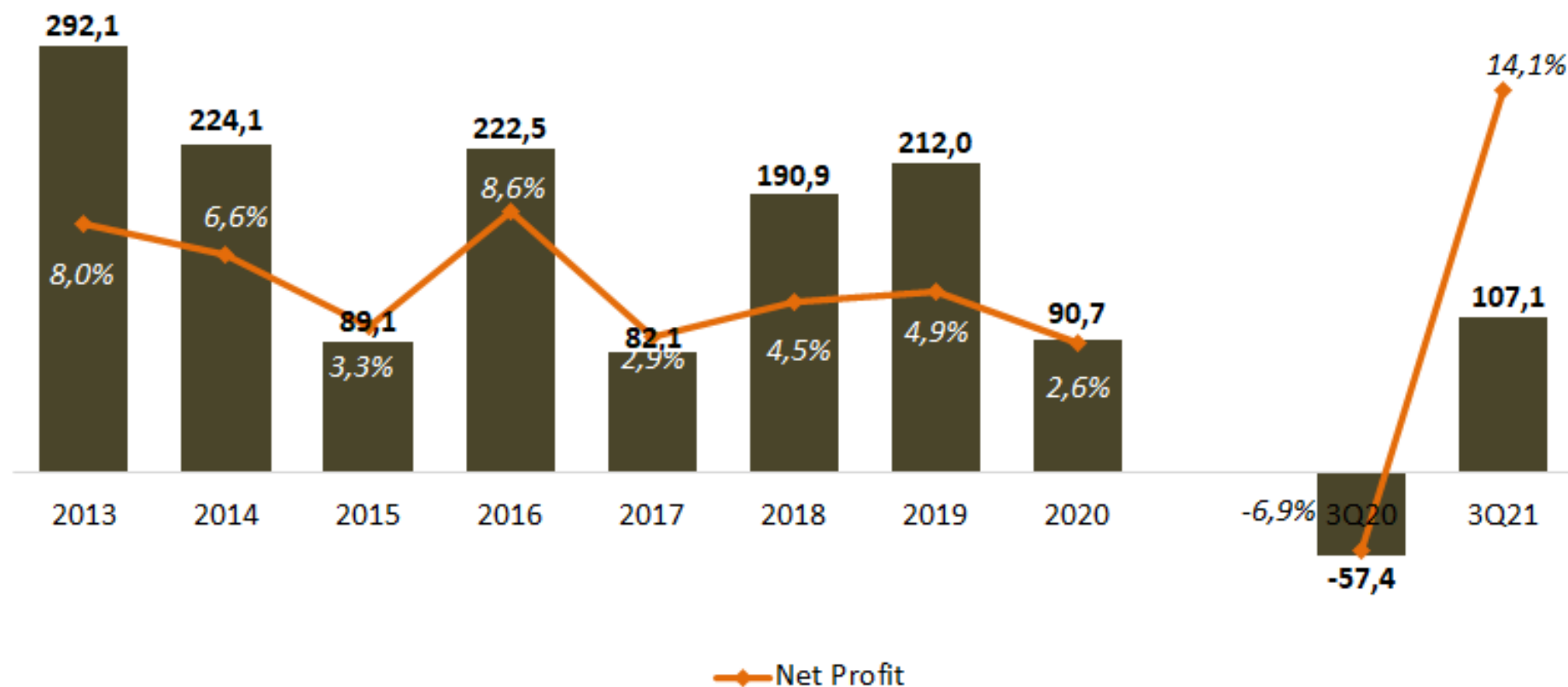
EBITDA Margin (%)



Attachment

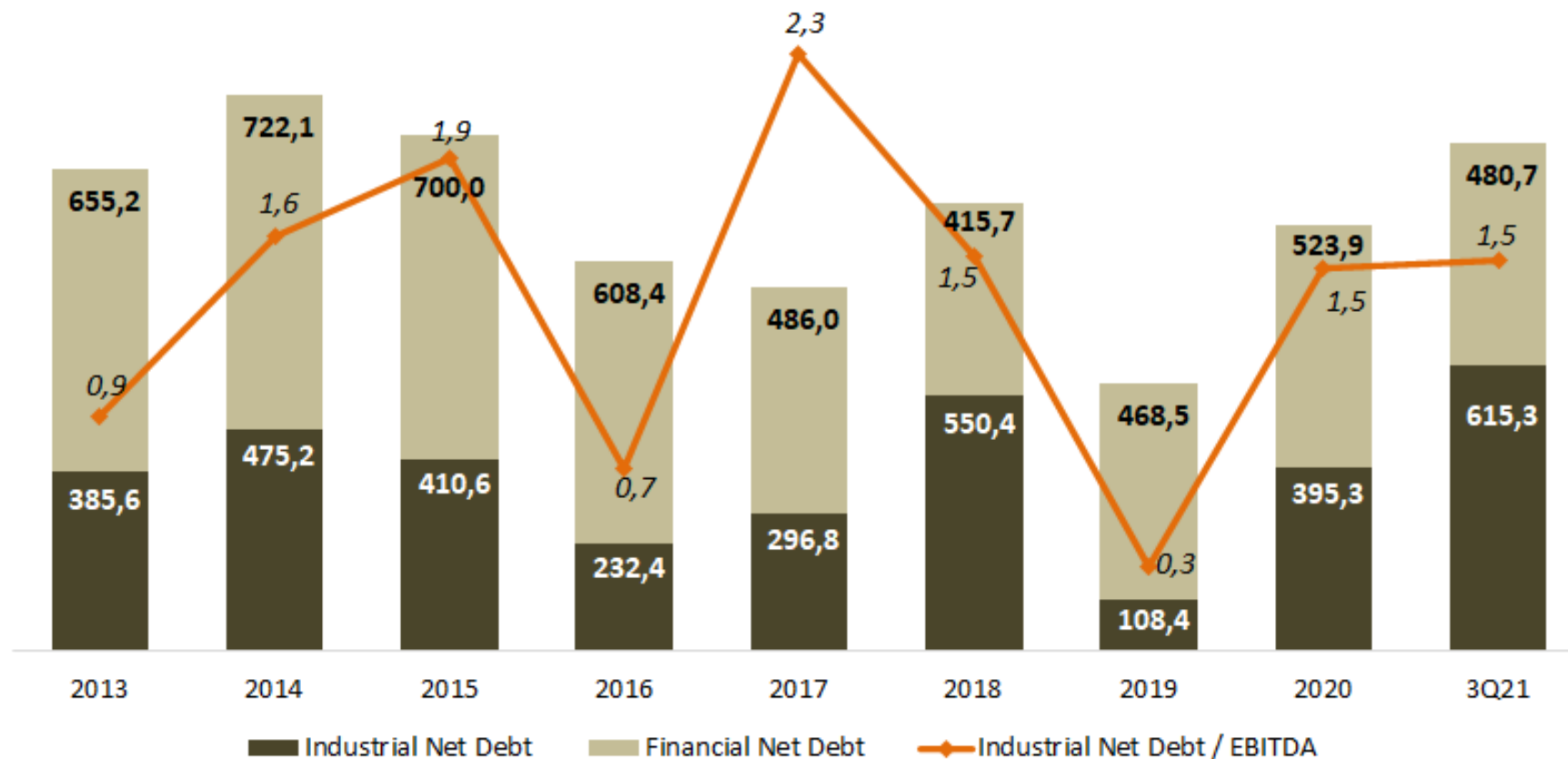
Net Profit (BRL million)

Net Margin (%)



Attachment

Indebtedness (BRL million)



Attachment

International Operations Controlled and Affiliates

Controlled	Units			Net Revenue (BRL Touhsans)			Net Profit (BRL Touhsans)		
	3Q21	3Q20	Var. % 2Q21/2Q20	3Q21	3Q20	Var. % 3T21/3T20	3Q21	3Q20	Var. % 2Q21/2Q20
MASA (South Africa)	74	36	105,6%	28.826	12.627	128,3%	480	- 510	-
Metalsur (Argentina)	268	73	267,1%	99.840	29.908	233,8%	1.229	- 5.958	120,6%
Volgren (Australia)	60	48	25,0%	85.703	92.441	-7,3%	- 1.533	- 2.230	-
MAC / MBC (China)	18	19	-5,3%	11.346	2.607	335,2%	- 4.238	- 3.547	-19,5%
Polomex (Mexico)	276	157	75,8%	61.785	26.418	133,9%	- 7.195	- 5.162	-39,4%
Affiliates	Equity Income (BRL Touhsans)								
	3Q21	3Q20	Var. % 2Q21/2Q20						
NFI (Canada)	1.157	- 43.761	-						
Superpolo (Colombia)	2.388	9.834	-75,7%						

IR Contacts

José Antonio Valiati
CFO & IRO
+55 54 2101 4600

Daniel Arenhardt
Financial Planning Assistant
+55 54 2101 4032

Eduardo Frederico Willrich
Planning and IR Manager
+55 54 2101 4660

Varleida Carla Perondi Perin
Secretary
+55 54 2101 4663

ri.marcopolo.com.br | ri@marcopolo.com.br

Thank You!