



**Teleconference**  
**4Q20 | 2020**

---

*sempre aqui*

# 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

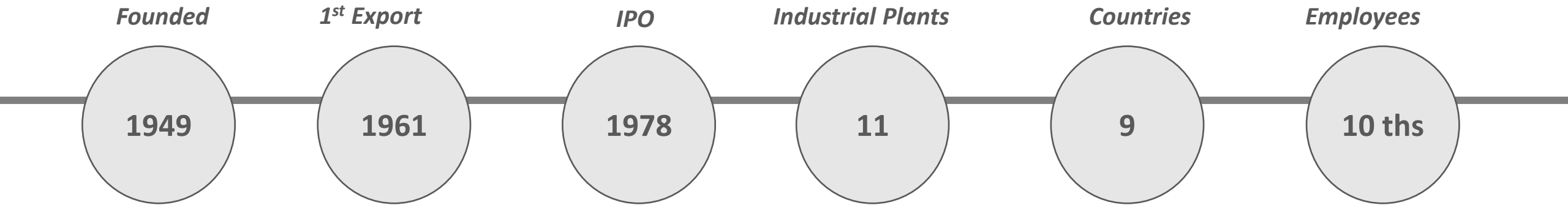
---

- ⊗ Performance & Prospects

- ⊗ Attachment: Operating & Financial Results

# Profile

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



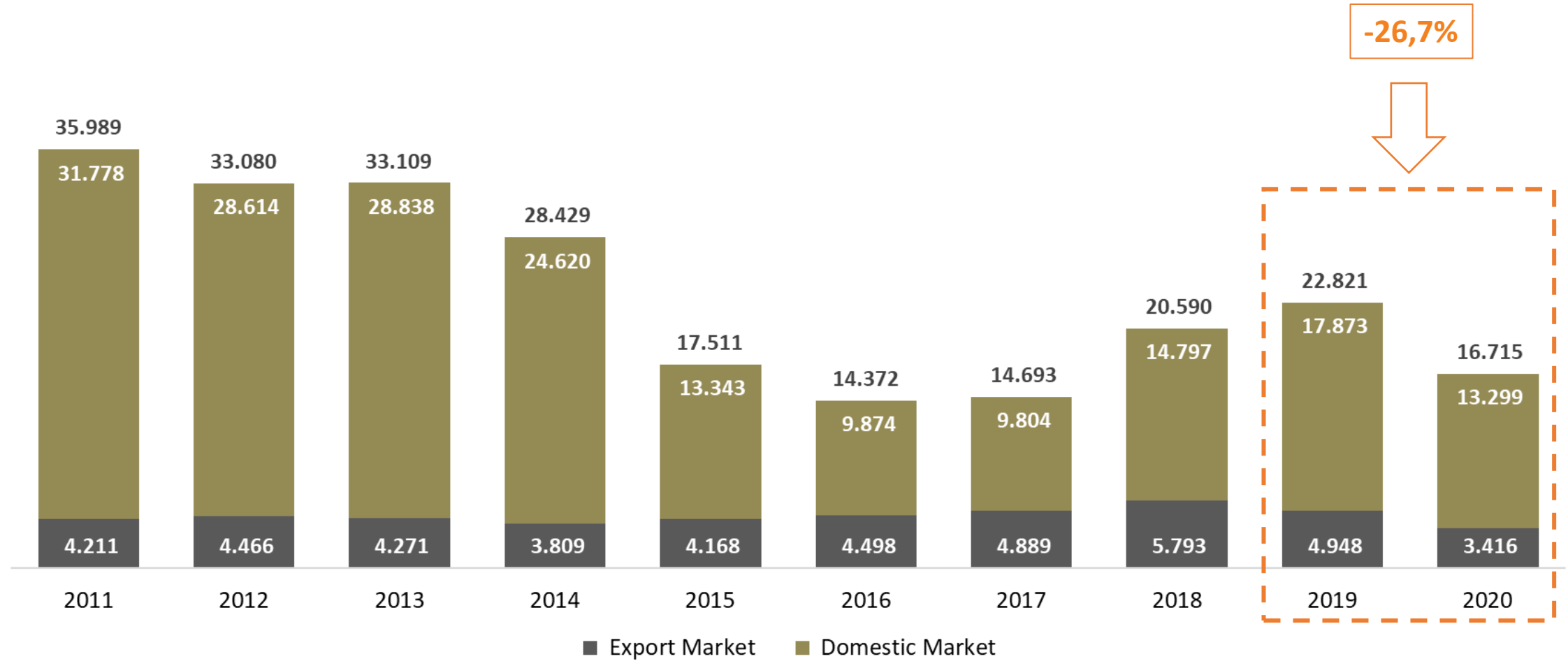
## *Products Characteristics*

- *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



*sempre aqui*

# Marcopolo Production

(units)

Market	4Q20	4Q19	Δ 4Q20/4Q19
<b>Brazil</b>	2.107	2.513	-16,2%
<b>Export</b>	621	803	-22,7%
<b>External Units</b>	391	627	-37,6%
South Africa (MASA)	37	75	-50,7%
Australia (Volgren)	158	123	28,5%
China (MAC)	3	65	-95,4%
Mexico (Polomex)	47	329	-85,7%
Argentina	146	35	317,1%
<b>Total Production</b>	<b>3.119</b>	<b>3.943</b>	<b>-20,9%</b>

2020	2019	Δ 2020/2019
8.934	10.616	-15,8%
1.840	2.714	-32,2%
1.535	2.411	-36,3%
170	262	-35,1%
375	475	-21,1%
34	190	-82,1%
724	1.429	-49,3%
232	55	321,8%
<b>12.309</b>	<b>15.741</b>	<b>-21,8%</b>

*sempre aqui*

# Results

Marcopolo Sales (un./BRL)

Consolidated	Sales (un.)	Δ 4Q20/4Q19	Net Revenue (BRL)	Δ 2020/2019
<b>Brazilian Market</b>	<b>2.317</b>	<b>-15,0%</b>	<b>511,5</b>	<b>-21,8%</b>
<b>Export</b>	<b>647</b>	<b>-26,8%</b>	<b>284,6</b>	<b>-11,8%</b>
elimination of exported KDs	-94	129,3%	-	<b>0,0%</b>
<b>Controlled External Units</b>	<b>335</b>	<b>-52,7%</b>	<b>239,2</b>	<b>-11,1%</b>
South Africa (MASA)	44	-71,2%	16,0	-31,4%
Argentina (Metalsur)	131	274,3%	54,6	216,0%
Australia (Volgren)	158	-1,9%	201,8	66,4%
China (MAC)	2	-96,9%	2,6	-88,7%
Mexico (Polomex)	-	-100,0%	-	-100,0%
<b>Total</b>	<b>3.205</b>	<b>-25,1%</b>	<b>1.035,3</b>	<b>-16,9%</b>

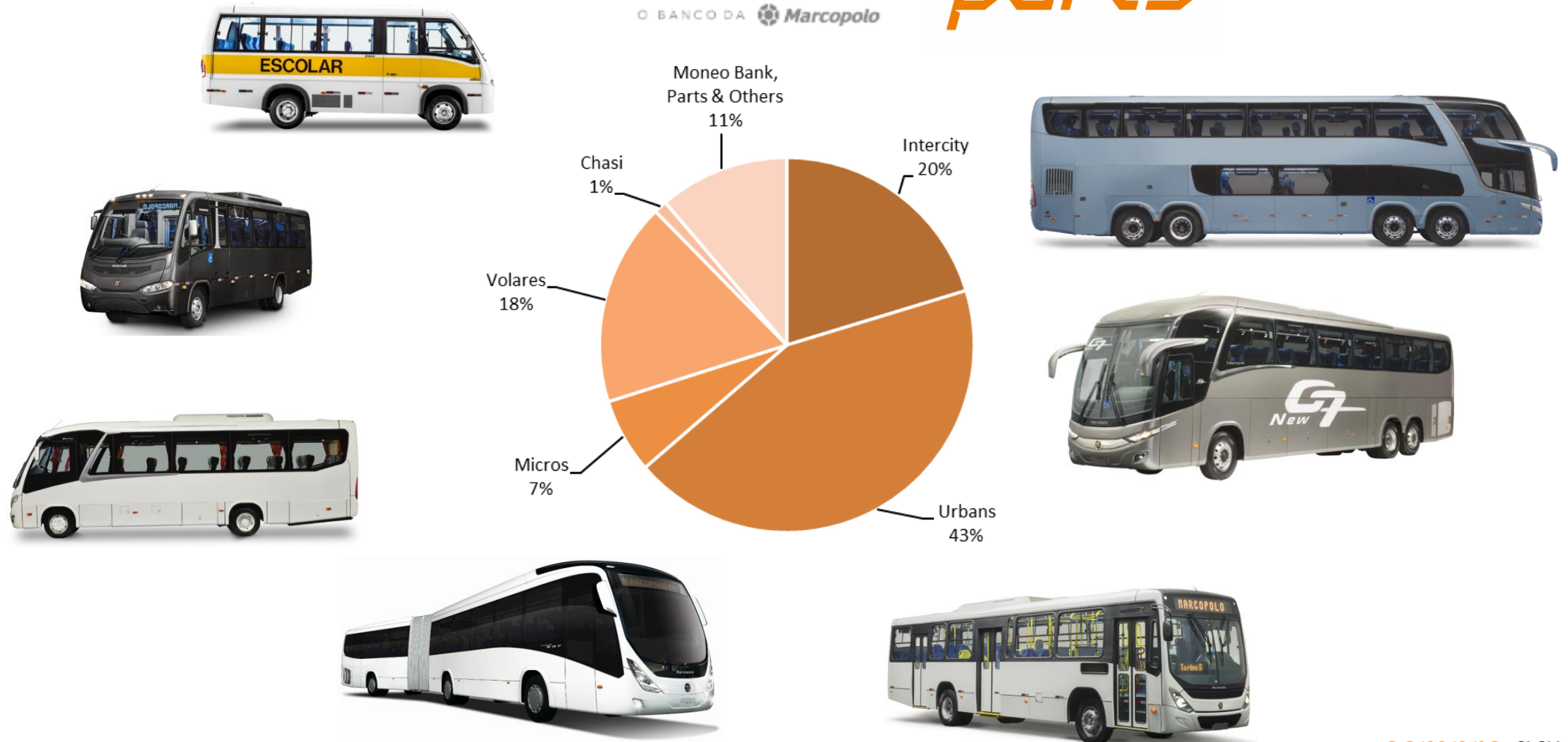
*sempre aqui*

# Results

Distribution of Net Revenue by Segment – 4Q20

**Moneo**  
O BANCO DA  **Marcopolo**

*Marcopolo*  
**parts**



*sempre aqui*



# Results

(BRL million)

	4Q20	4Q19	Δ 4Q20/4Q19	2020	2019	Δ 2020/2019
<b>Total Revenue</b>	<b>1.035,3</b>	<b>1.245,8</b>	<b>-16,9%</b>	<b>3.589,7</b>	<b>4.367,4</b>	<b>-17,8%</b>
Domestic Revenue	511,5	653,8	-21,8%	1.817,8	2.305,6	-21,2%
Export Revenue	284,6	322,8	-11,8%	938,3	1.015,3	-7,6%
Abroad Revenue	239,2	269,2	-11,1%	833,5	1.046,5	-20,4%
<b>Gross Profit</b>	<b>178,4</b>	<b>190,9</b>	<b>-6,6%</b>	<b>595,6</b>	<b>650,3</b>	<b>-8,4%</b>
Gross Margin	17,2%	15,3%	1,9 pp	16,6%	14,9%	1,7 pp
<b>EBITDA</b>	<b>149,5</b>	<b>111,7</b>	<b>33,8%</b>	<b>268,5</b>	<b>338,0</b>	<b>-20,6%</b>
EBITDA Margin	14,4%	9,0%	5,4 pp	7,5%	7,7%	-0,2 pp
<b>Net Profit</b>	<b>136,1</b>	<b>71,3</b>	<b>90,9%</b>	<b>90,7</b>	<b>212,0</b>	<b>-57,2%</b>
Net Margin	13,1%	5,7%	7,4 pp	2,5%	4,9%	-2,4 pp

*sempre aqui*

# Agenda

- ⊗ Profile & Results
  - ⊗ Performance & Prospects
- 
- ⊗ Attachment: Operating & Financial Results

# Performance & Prospects

## Domestic Market

- ❁ **Intercities:** the charter sector continues to support the demand in the intercity segment, concentrating sales on lighter products. The Company expects a more consistent increase of volumes from 2H21, with an increase in sales of heavy models, with the return of regional tourism and greater demand on regular lines.
- ❁ **Urbans:** urban public transportation remains affected by the pandemic, with a reduction in fleets in circulation and a drop in the number of users in the system. The federal program Caminho da Escola (Road to School) continues to be the positive highlight in the segment.
- ❁ **Micros & Volares:** the micro and Volare segments remains a positive highlight, helped by chartering. The Road to School program has also been supporting volumes. The segment's performance should remain positive in 1Q21..
- ❁ **Caminho da Escola (Road to School):** in 4Q20, the Company delivered 938 units to the federal Road to School program, of which 261 were urban, 454 micro and 223 Volares. In 2020, the Company delivered 3,472 units for the program, of which 1,447 micros, 1,554 urban and 471 Volare models.

# Performance & Prospects

## Exports & International Operations

- ✿ **Exports:** exports continue to benefit from the devaluation of the Brazilian Real against the USD Dollar, allowing the Company to become more competitive. An increase in volumes is also projected in international sales, reflecting the weakening of the pandemic in the most diverse markets. Importing countries, especially those located in South America, indicate important renewals for 2021, with Chile being the main exponent. Africa remains a positive highlight and the Company is negotiating new relevant packages for the year.
- ✿ **Controlled Companies:** the subsidiaries Marcopolo Australia and Marcopolo Argentina will continue to improve their results, with a consistent order backlog. Marcopolo México and Marcopolo South Africa start 2021 with low order volume, estimating a more consistent recovery of volumes only for the second half of the year. Marcopolo China begins a new chapter in its history, with significant changes in its management and restructuring of its operations in 2021.
- ✿ **Affiliates:** the Colombian affiliate Superpolo, even with the end of the order for the renewal of Bogotá's fleet, should continue to report good results, having won a relevant order for bodies for electric buses. Expectations are also positive for the results of Canadian NFI Group Inc.

# Performance & Prospects

## Non Recurring Events – 4Q20

- ❁ **Compensatory Aid Covid-19:** in 4Q20, the Company used the levers provided in the Brazilian Law No. 14,020/20, using the suspension of its employees' labor contracts, at a cost of BRL 15.7 million. If we excluded this effect, the gross margin in 4Q20 would have been 19.7%.
- ❁ **Termination Costs:** the Company continued with its internal reorganization plan, with disconnections in direct and indirect labor, necessary to adjust the costs to the current level of revenue. Termination costs represented an additional, non-recurring expense in the amount of BRL 15.9 million in 4Q20.
- ❁ **TMML Divestment:** in 4Q20, the Company sold its stake in the Indian affiliate Tata Marcopolo Motors. The sale brought an additional, non-recurring result, in the amount of BRL 63.0 million, of which BRL 44.2 million as Other Operating Income and equity income in the amount of BRL 18.8 million related to the exchange variation accumulated in Marcopolo's equity in the Accumulated Conversion Adjustments account.
- ❁ **Dividends:** on December 16, 2020, the Company's Board of Directors approved the payment of interest on capital at the rate of BRL 0.02 per share. The shares start being traded ex-interest as of December 23. The dividends will be paid on March 31, 2021.

# Q&A

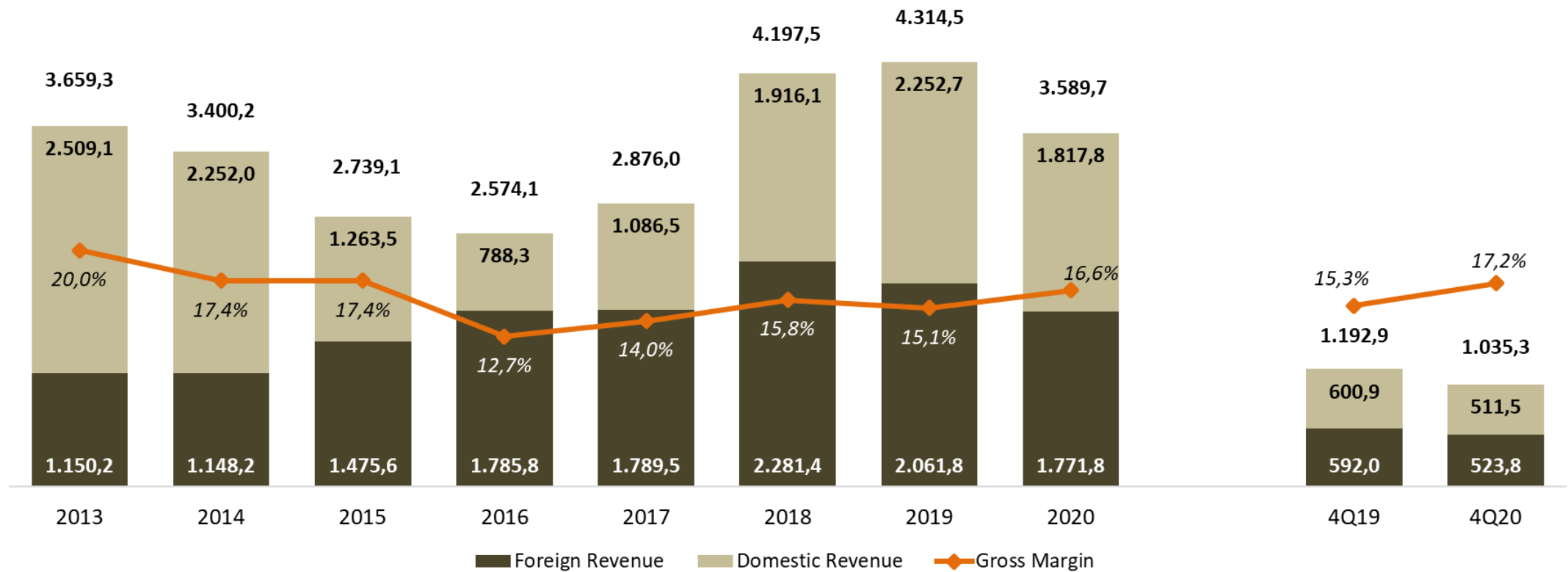
---

# Agenda

- ⊗ Profile & Results
  - ⊗ Performance & Prospects
  - ⊗ Attachment: Operating & Financial Results
-

# Attachment

Net Revenue (BRL milion) – Foreign and Domestic Markets



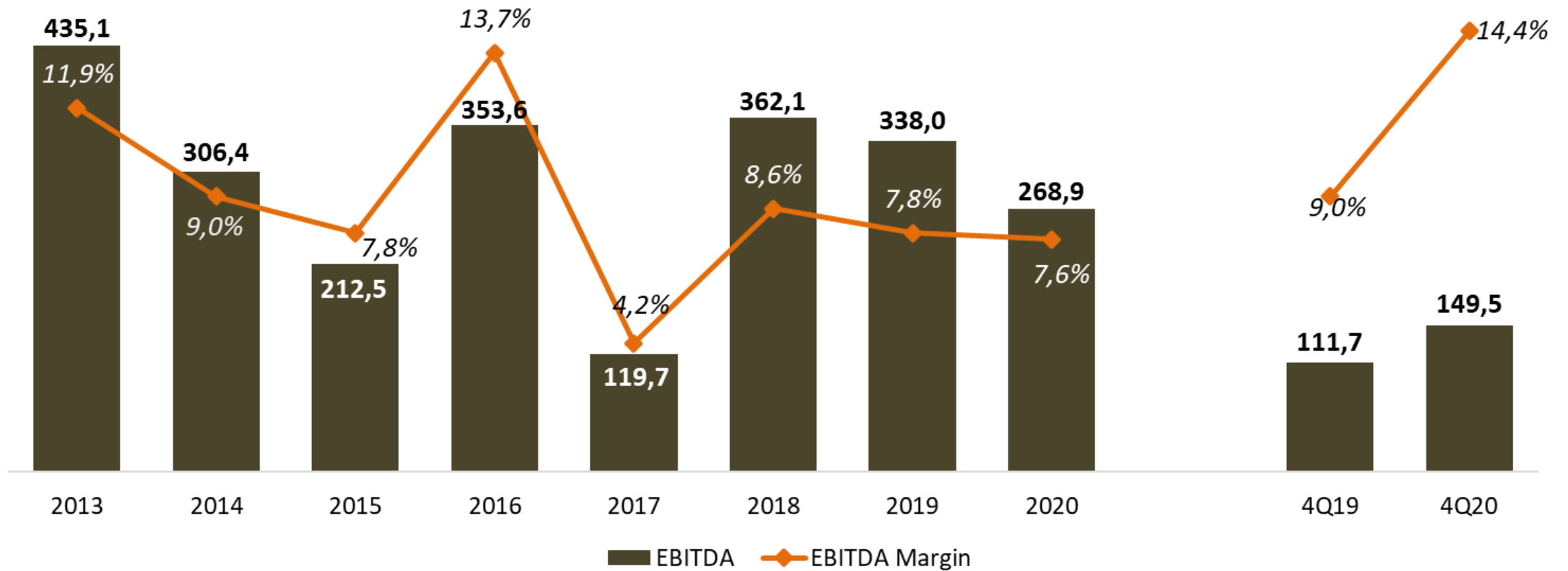
*sempre aqui*



# Attachment

EBITDA (BRL million)

EBITDA Margin (%)

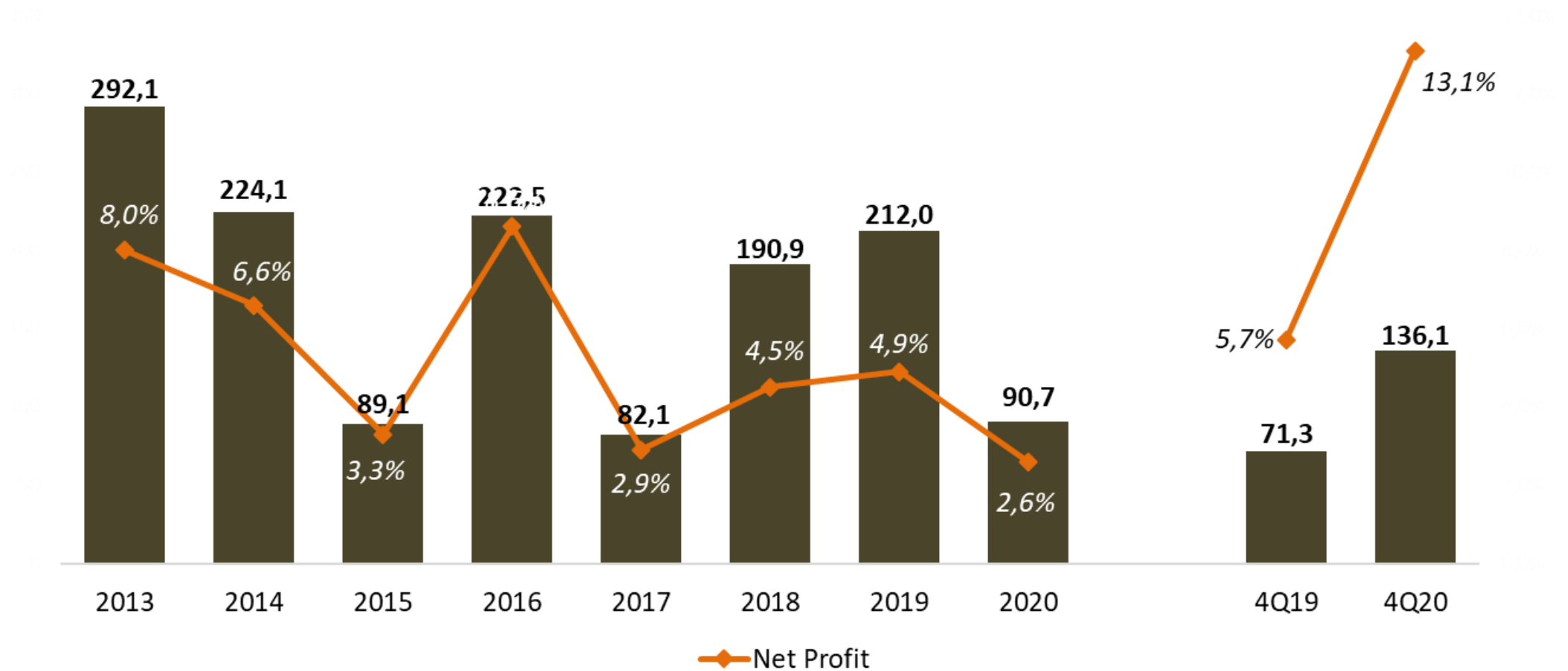


*sempre aqui*

# Attachment

Net Profit (BRL million)

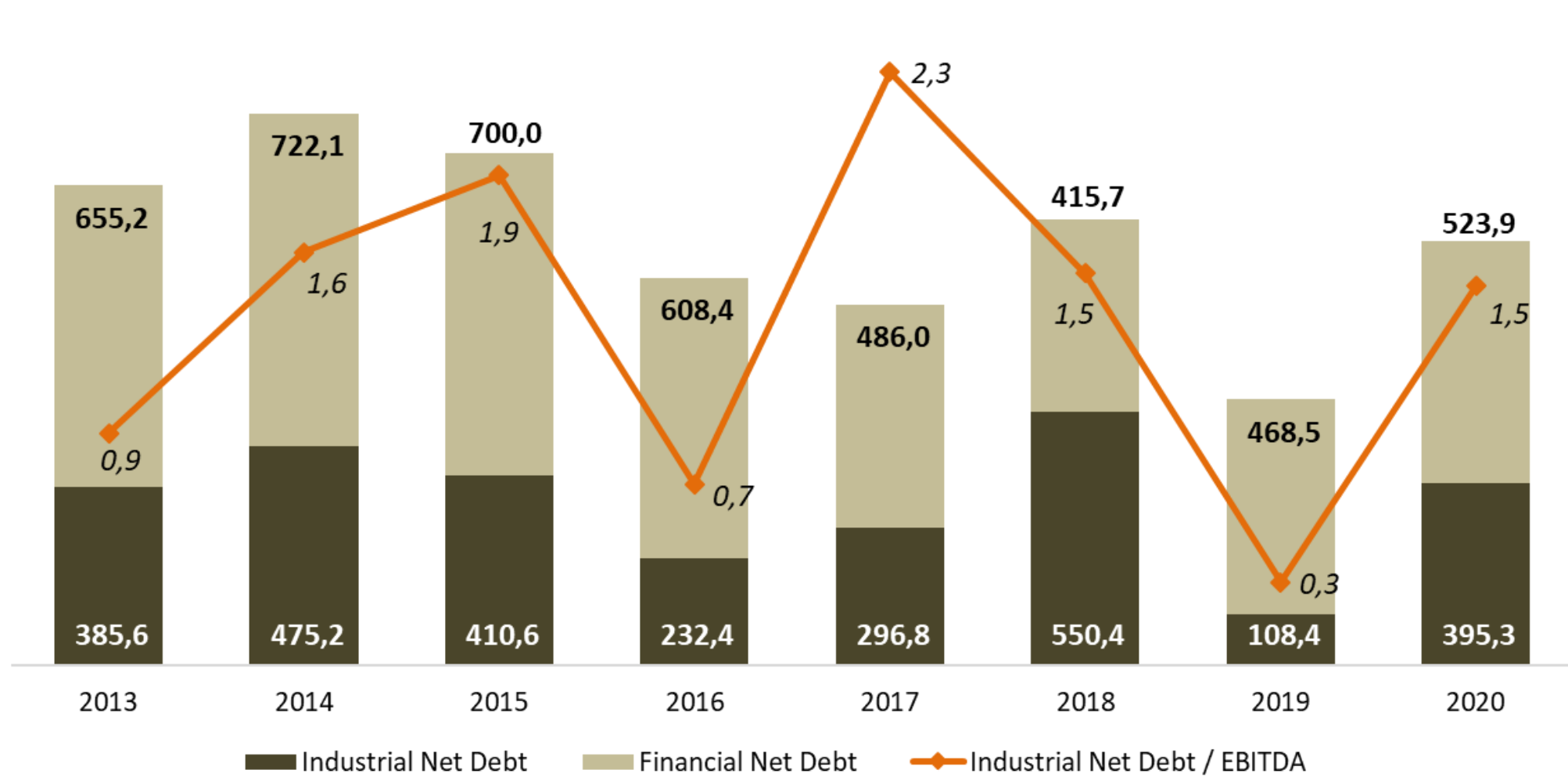
Net Margin (%)



*sempre aqui*

# Attachment

Indebtedness (BRL million)



*sempre aqui*

# Attachment

## International Operations Controlled and Affiliates

Controlled	Units			Net Revenue (BRL Touhsans)			Net Profit (BRL Touhsans)		
	4T20	4T19	Var. % 4T20/4T19	4T20	4T19	Var. % 4T20/4T19	4T20	4T19	Var. % 4T20/4T19
MASA (South Africa)	44	153	-71,2%	15.992	23.310	-31,4%	- 794	- 3.321	76,1%
Metalsur (Argentina)	131	35	274,3%	54.621	17.286	216,0%	1.164	193	504,6%
Volgren (Australia)	158	161	-1,9%	201.824	121.256	66,4%	9.263	1.796	415,9%
MAC / MBC (China)	2	65	-96,9%	2.615	23.114	-88,7%	- 5.385	1.376	-
Polomex (Mexico)	-	294	-100,0%	-	86.279	-100,0%	- 10.478	9.851	-
Affiliates							Equity Income (BRL Touhsans)		
	4T20	4T19	Var. % 4T20/4T19	4T20	4T19	Var. % 4T20/4T19	4T20	4T19	Var. % 4T20/4T19
NFI (Canada)							- 14.037	- 470	-2886,6%
Superpolo (Colombia)							8.951	1.382	547,8%
TMML (India)							14.033	- 1.521	-

*sempre aqui*

# IR Contacts

José Antonio Valiati  
CFO & IRO  
**+55 54 2101 4600**

Fernando Kempf  
Planning Specialist  
**+55 54 2101 4867**

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

Varleida Carla Perondi Perin  
Secretary  
**+55 54 2101 4663**

---

[ri.marcopolo.com.br](http://ri.marcopolo.com.br) | [ri@marcopolo.com.br](mailto:ri@marcopolo.com.br)

## Thank You!

---

*sempre aqui*