APIMEC Meeting 2025

MOVING changes EVERYTHING

Marcopolo

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.

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Agenda

- **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.**

15 thousand employees produce more than **13 thousand buses** per year, bringing **mobility and economic, social and environmental sustainability** to millions of users of our products.

HIGHLIGHTS Q2 2025

+17.8%
Net Revenue Growth

+49.6%
Net Revenue Growth in International Operations

+22.4%
Growth in Net Revenue from Exports

R$ 398,3M
EBITDA

26.1%
ROIC

R$ 321,1M
Net profit

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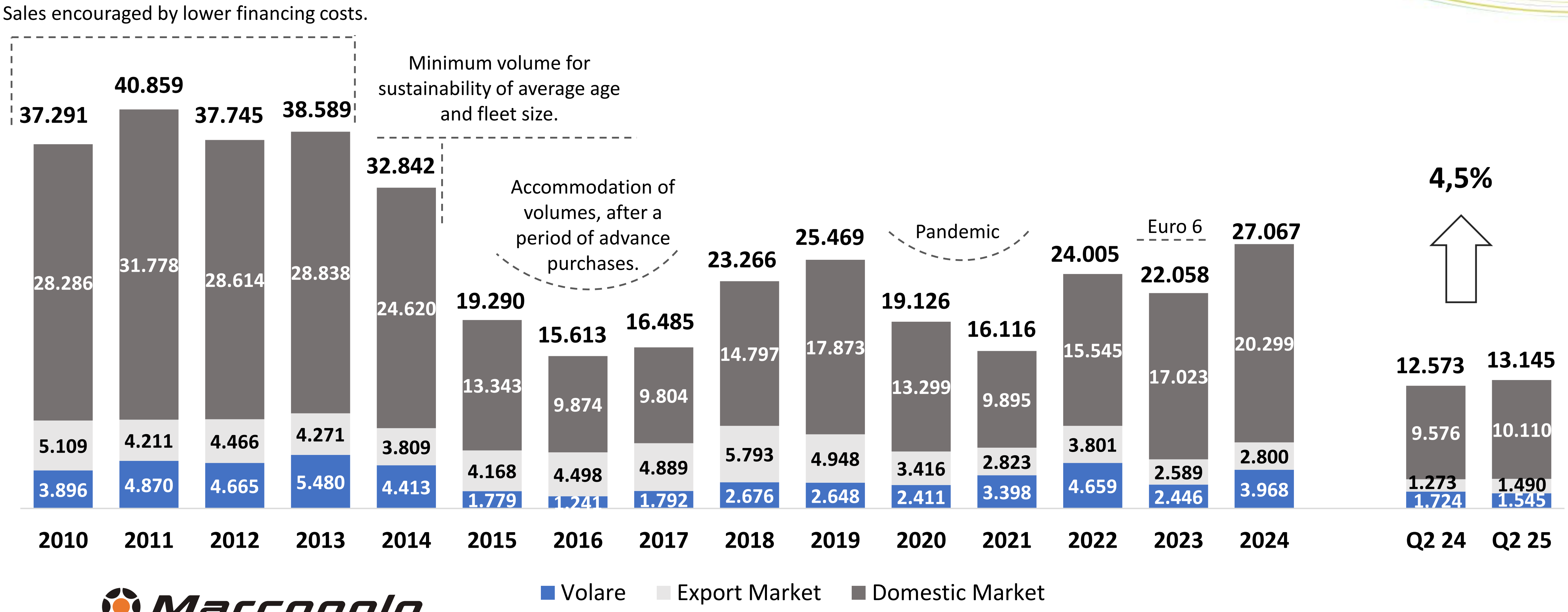
Brazilian Bus Body Production

Between 2012 and 2024, the average age of the Brazilian bus fleet increased from 8 years to 11 years and 4 month.



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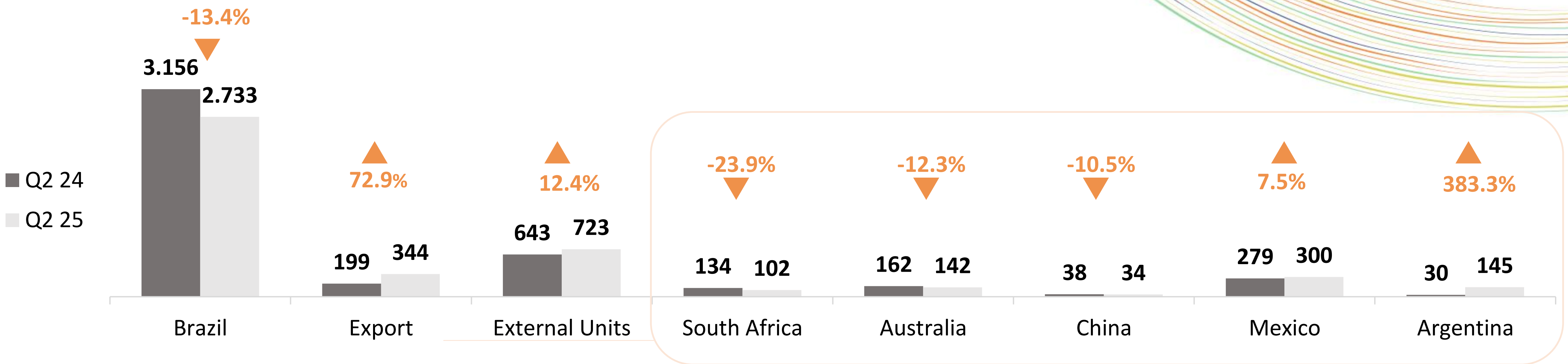
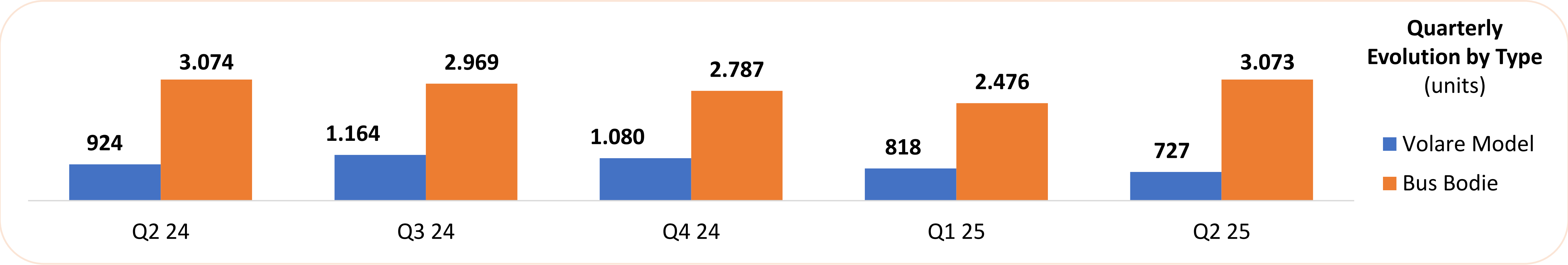
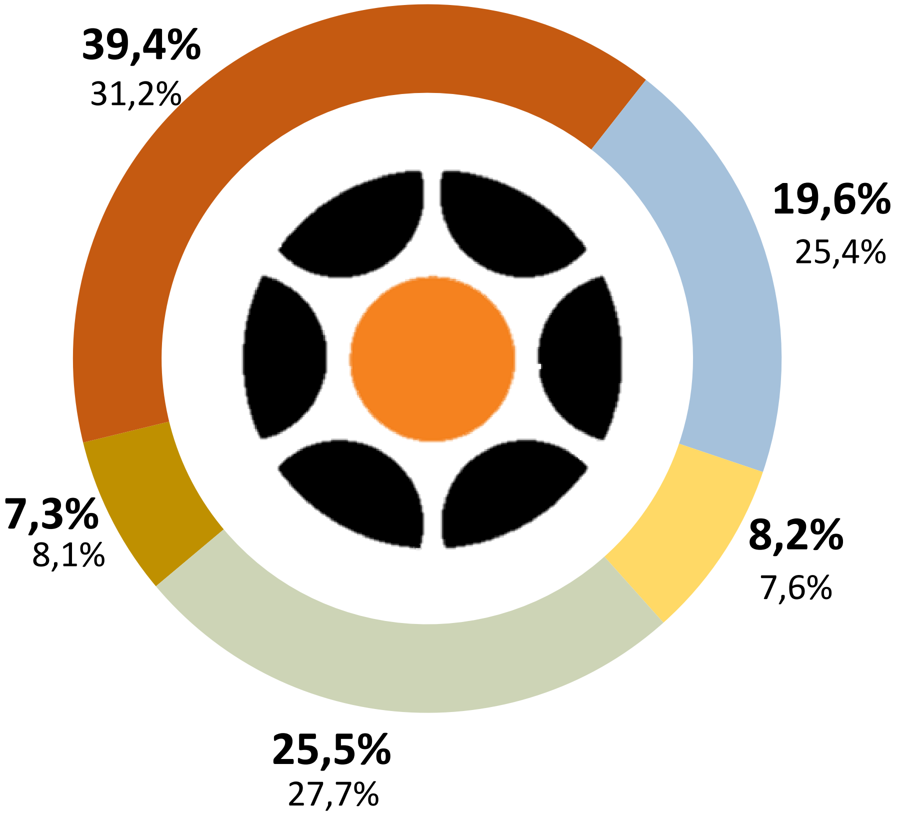
Marcopolo's Production Q2 25





Net Revenue Distribution By Segment

(Q2 25xQ2 24)



■ Moneo Bank, Chassis, Parts & Others ■ Coach bus ■ Volares ■ Micros ■ City Bus

Segmentos

COACH BUS - 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.

CITY BUS - Segment focused on public transportation in cities. Investments in urban mobility, dedicated lanes, and public fares are drivers for the sector. It also includes electric, articulated, and bi-articulated models.

MICROS- They may have characteristics and use like coach or city bus, depending on the model. Flexible vehicle that can be applied to city 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.

Q2 25 Results

	Q2 25	Q2 24	Δ Q2 25/Q2 24
Total Revenue	**2.305,1**	**1.956,7**	**17,8%**
Domestic Revenue	1.313,7	1257,1	4,5%
Exports from Brazil	249,4	203,8	22,4%
Revenue from International Operations	742,0	495,9	49,6%
Gross Profit	**593,2**	**509,9**	**16,3%**
Gross Margin	25,7%	26,1%	-0,4 pp
EBITDA	**398,3**	**382,3**	**4,2%**
EBITDA Margin	17,3%	19,5%	-2,2 pp
Net Profit	**321,1**	**250,9**	**28,0%**
Net Margin	13,9%	12,8%	1,1 pp

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Performance & Projections

Market

COACH BUS

- Volume shows growth compared to Q1 2025, in line with the market's normal seasonality.
- A heavier mix compared to the previous quarter, with increased sales of higher value-added models.
- The order book remains healthy, especially for heavier vehicles.

CITY BUS

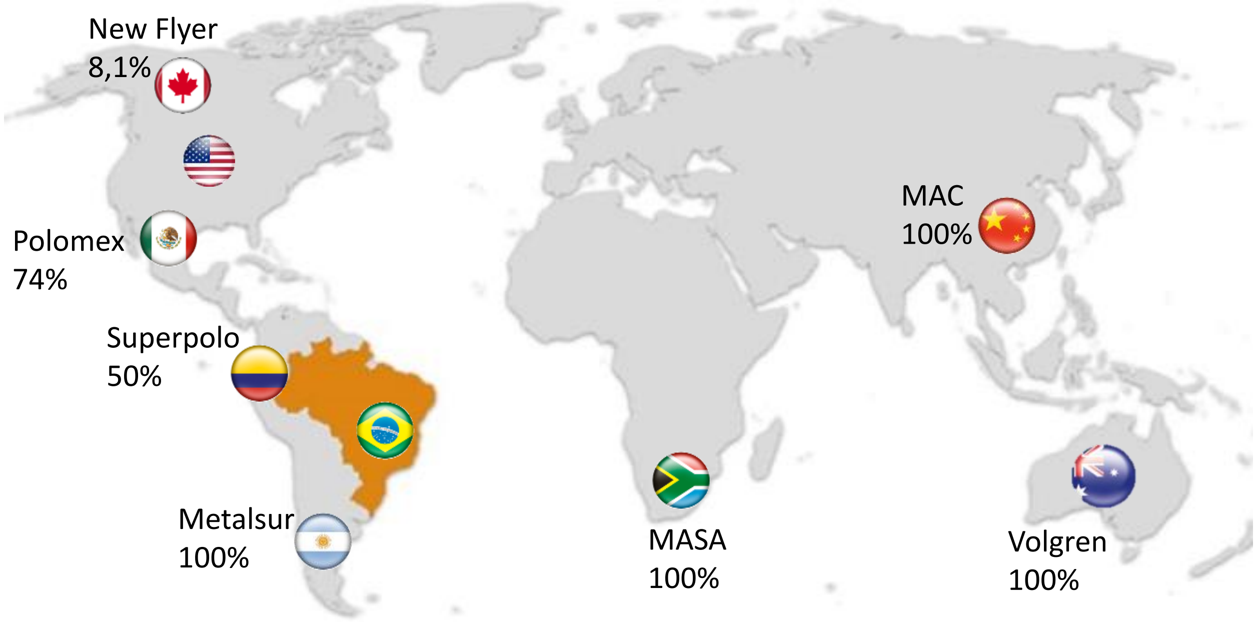
- Sales growth indicates a trend of gradual recovery in the sector.
- Marcopolo delivered 15 Attivi electric buses in Brazil.
- The order backlog projects sequential volume growth and new electric vehicle deliveries in the second half of 2025.

MICRO AND VOLARE

- The segment experienced a decline in Q2 2025, mainly due to a slowdown in deliveries to the Caminho da Escola program.
- In Q2 2025, the Company delivered 658 units to the program, including 625 micro and 33 Volares.
- Expectation of a new bidding process at the end of 2025.

International Operations

Controlled & Affiliates



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- South Africa (MASA): Continued to deliver positive results despite a decline in volumes. The outlook for the remainder of the year remains optimistic, with efforts focused on increasing volumes.
- Argentina (Metalsur): Maintains strong performance in higher value-added road vehicles. The outlook remains positive, supported by the country's improving macroeconomic environment.
- Australia (Volgren): A solid order backlog, including high value-added and electric vehicles, reinforces the positive expectations for the Australian operation's performance.
- China (MAC): Achieved a positive net result following the restructuring process completed in 2024.
- Colombia (Superpolo): Continues to deliver consistent results, with a positive outlook for the rest of the year.
- Mexico (Polomex): Revised its full-year outlook, adopting a more cautious stance in light of a more challenging market environment expected in 2025.

Performance & Projections

Market Conditions

Seasonality is following its usual pattern in 2025.

High financing cost are limiting stronger sales growth in Brazil.

Exports an international operations continue to perform well.

Capital Structure and dividends

Cash generation is keeping pace with the growth in production and revenue.

Net Debt/EBITDA ratio at 0.1x

Dividend policy remains unchanged.

Capex

Completion of the new industrial facility in São Mateus, ES.

Expansion of Apolo Polimeros

Investments in industrial automation and new products.

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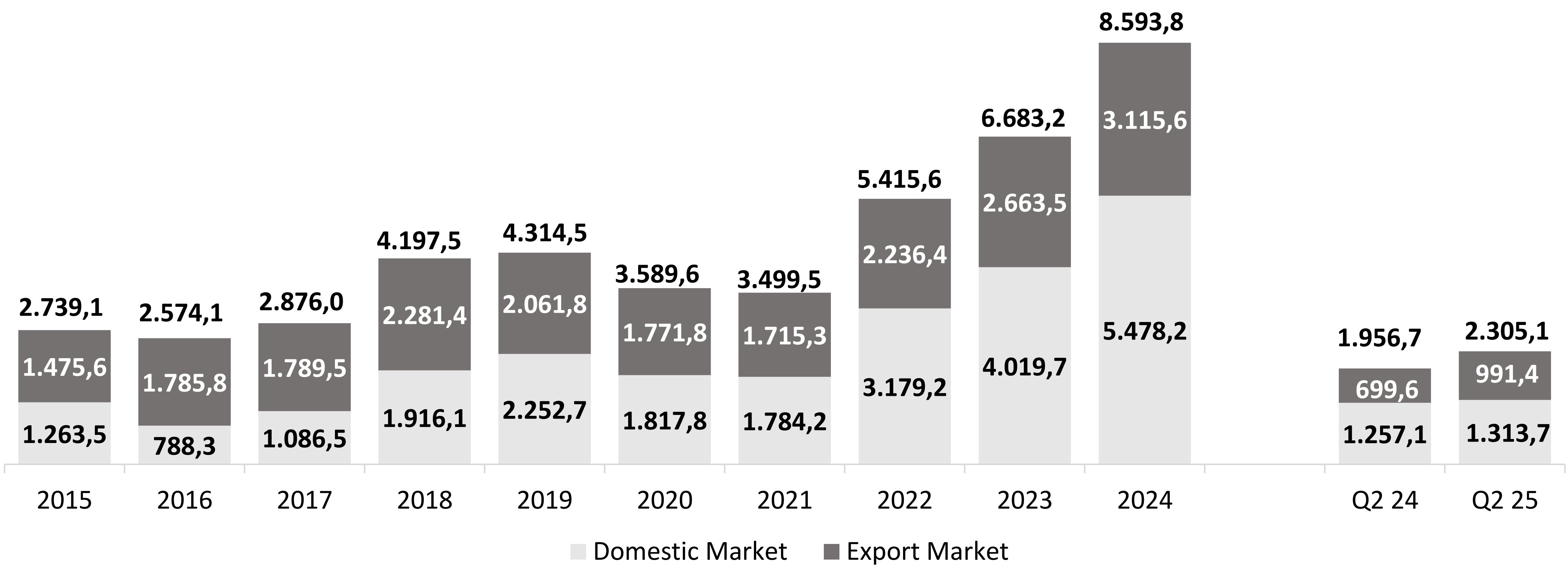
Net Revenue

BRL Million



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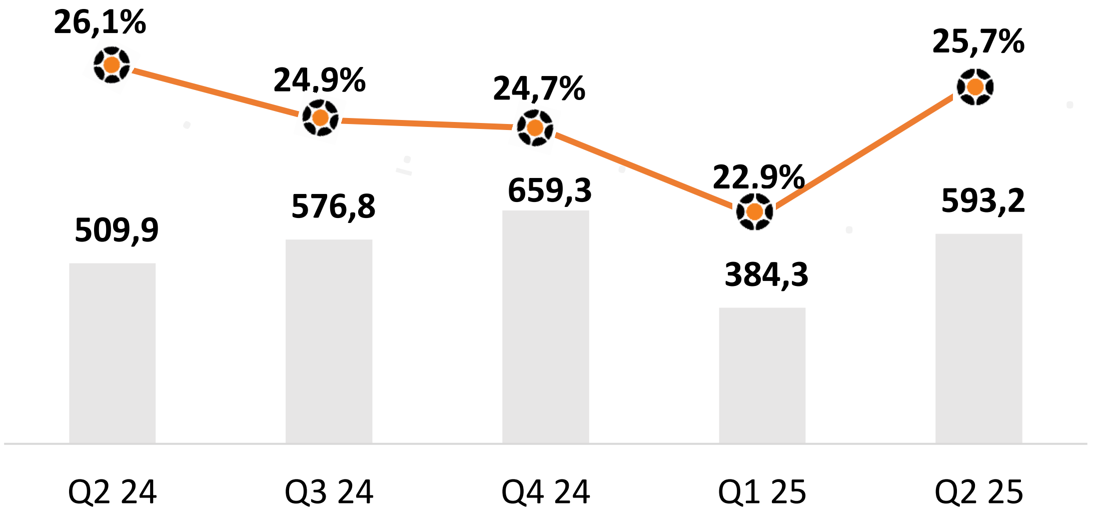
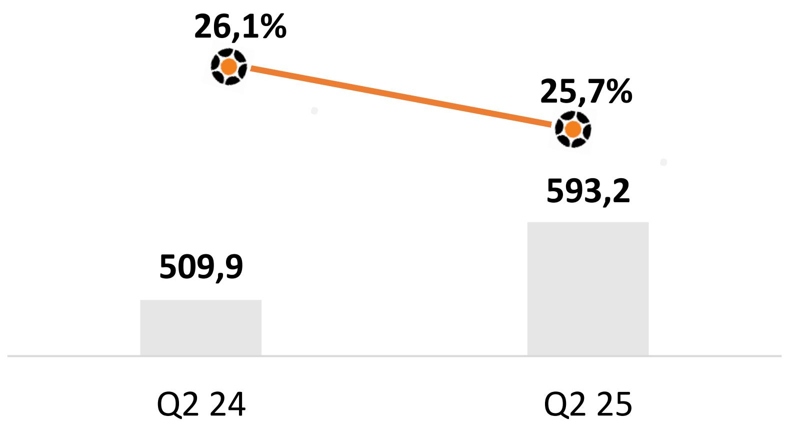
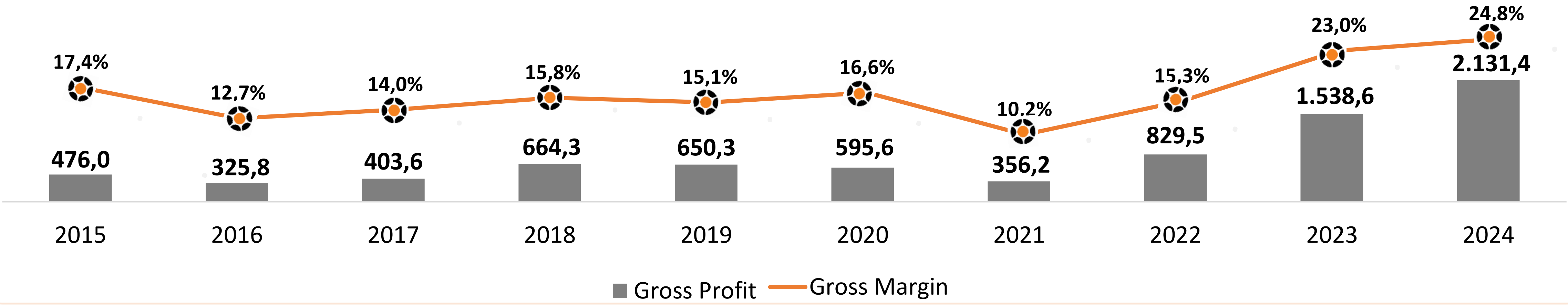
Gross Profit & Gross Margin







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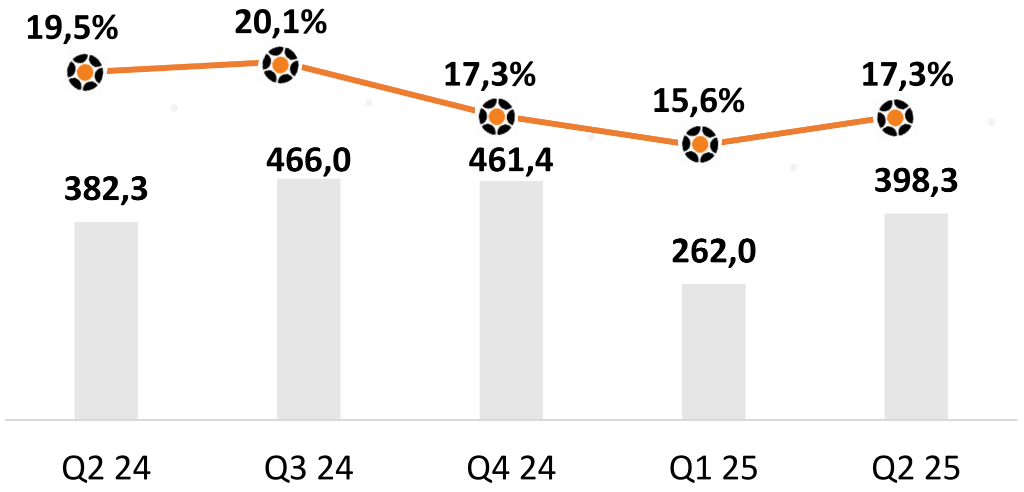
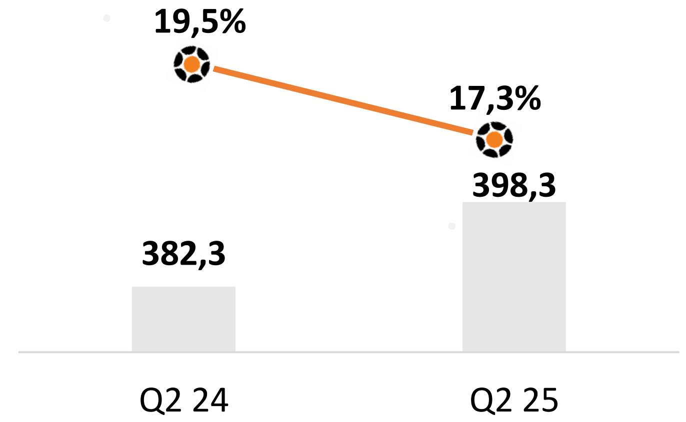
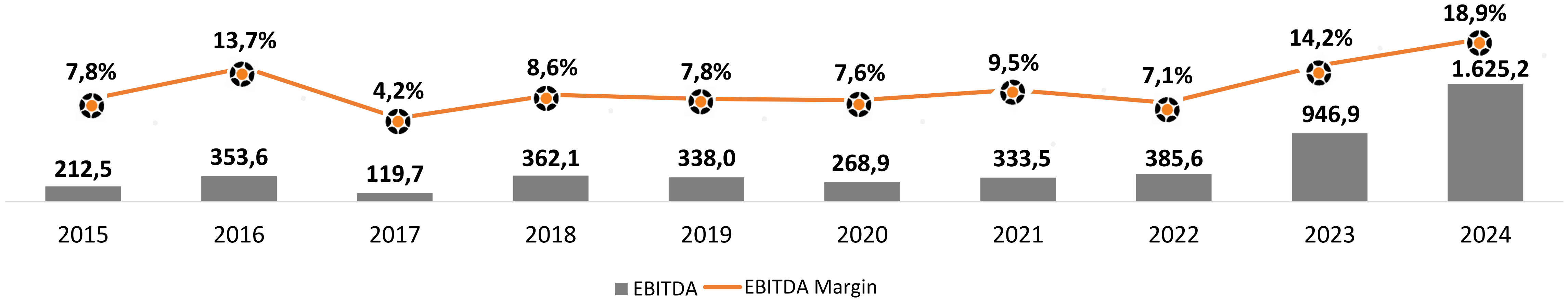
EBITDA & EBITDA Margin







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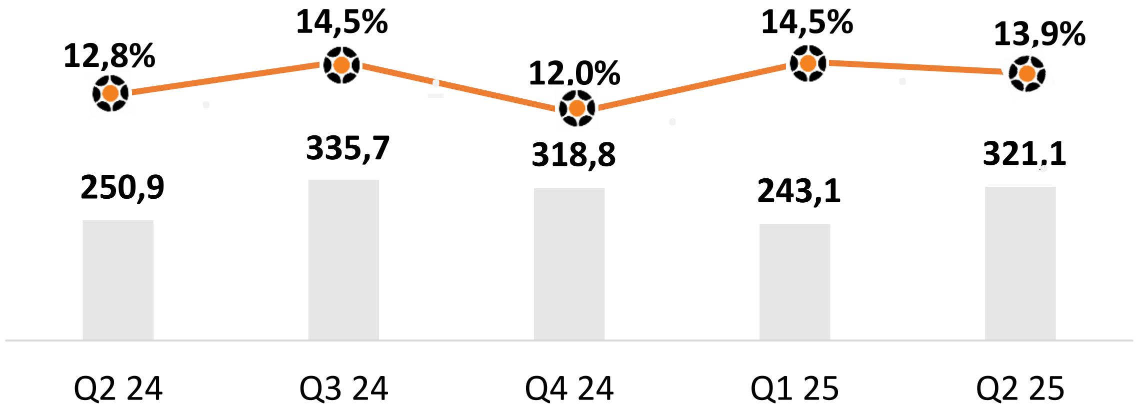
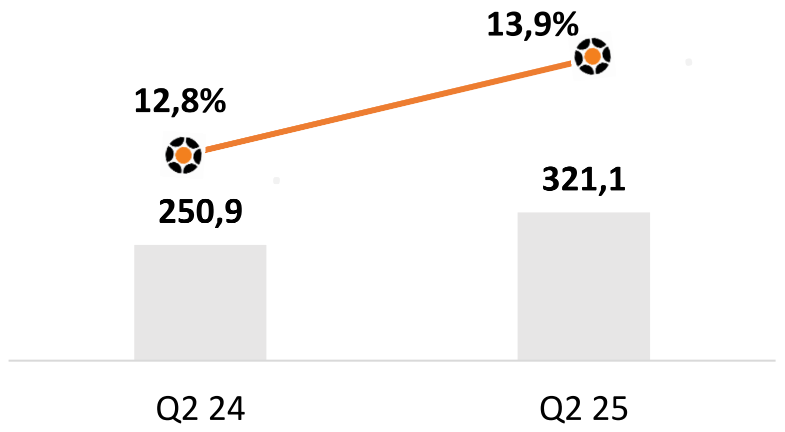
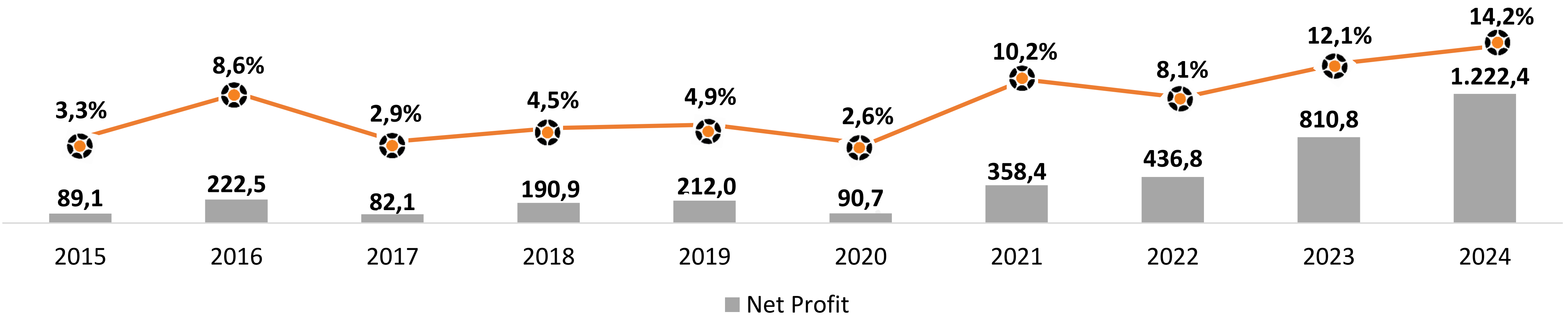
Net Profit & Margin

R$ Milhões







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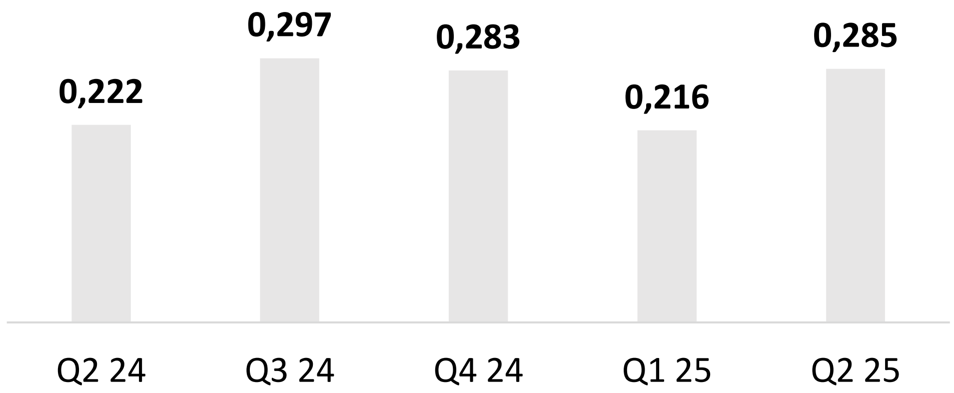
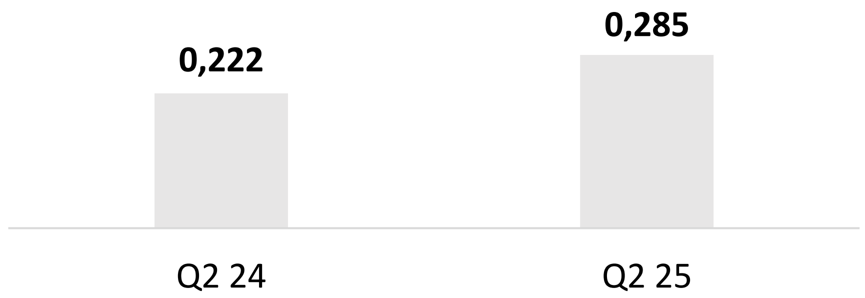
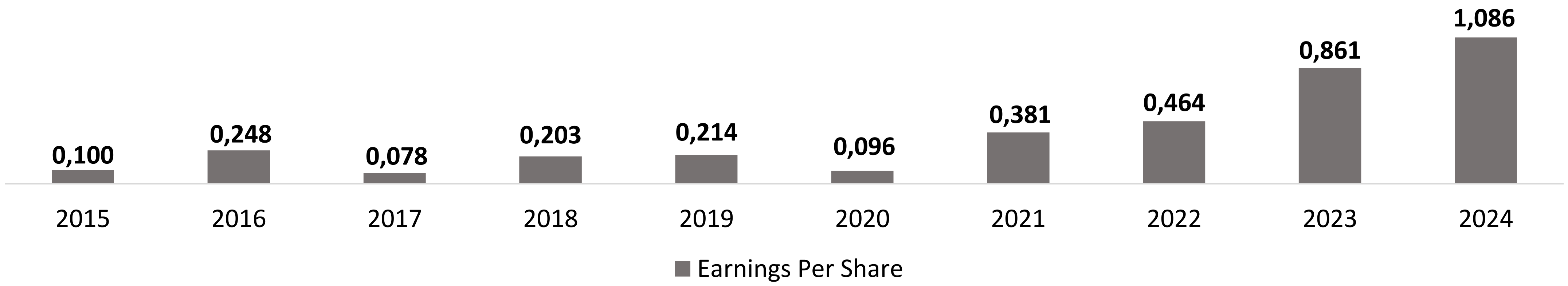
Earnings Per Share







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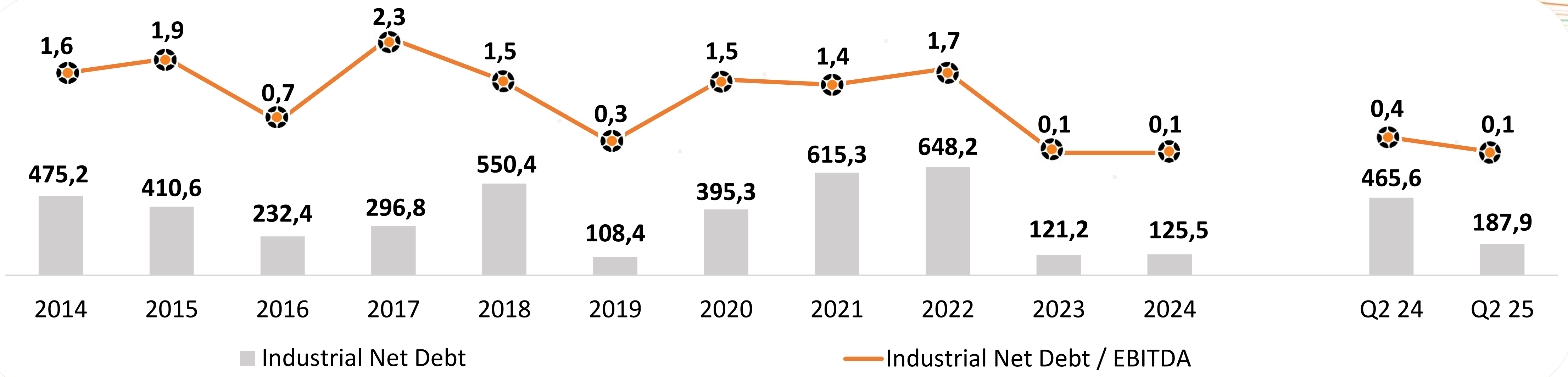
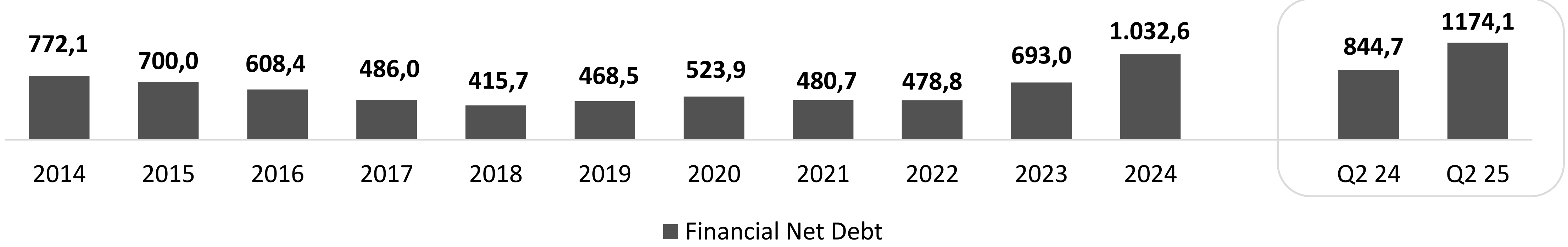
Indebtedness





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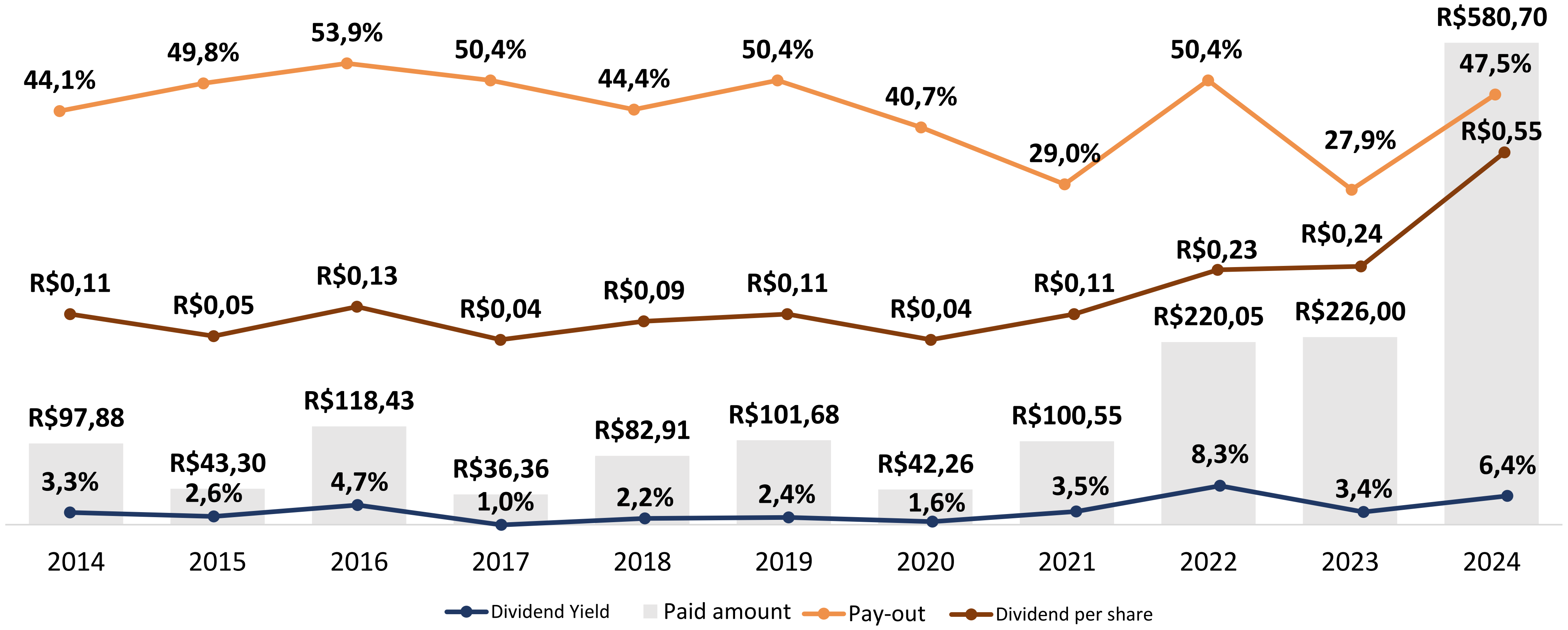
Dividends, Pay-out & Dividend Yield



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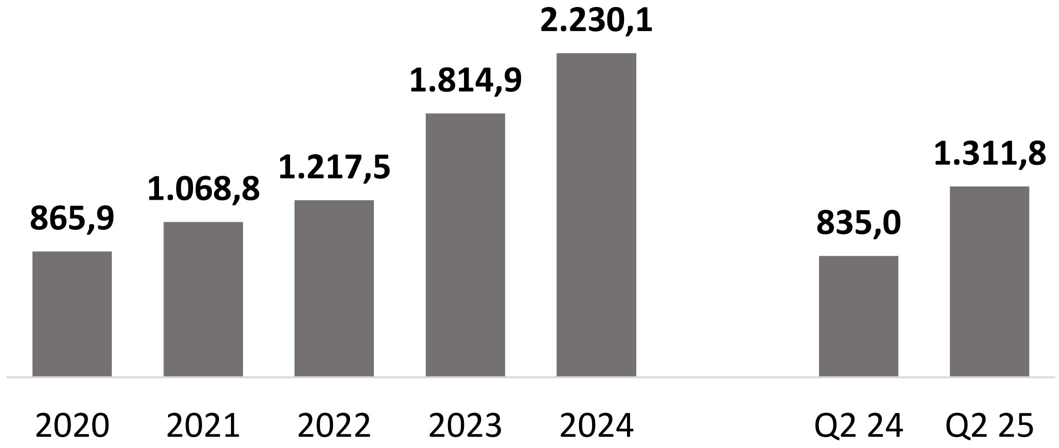
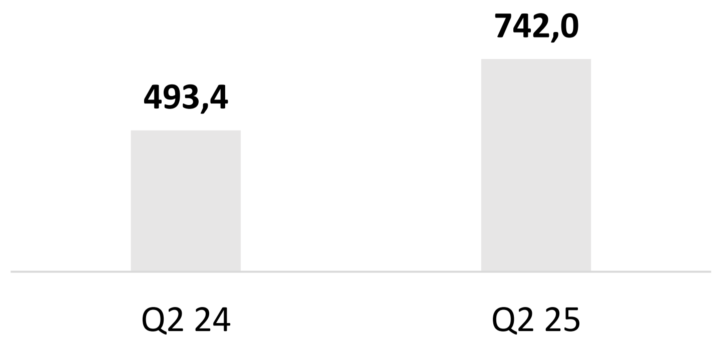
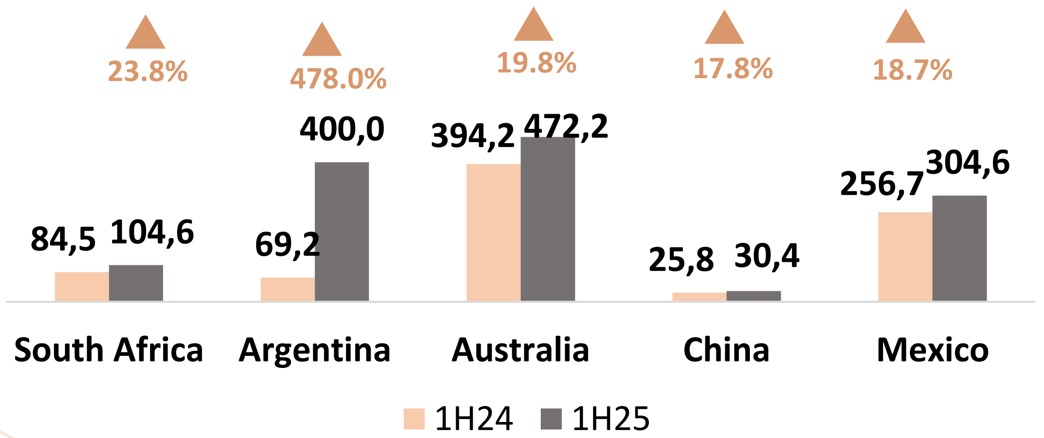
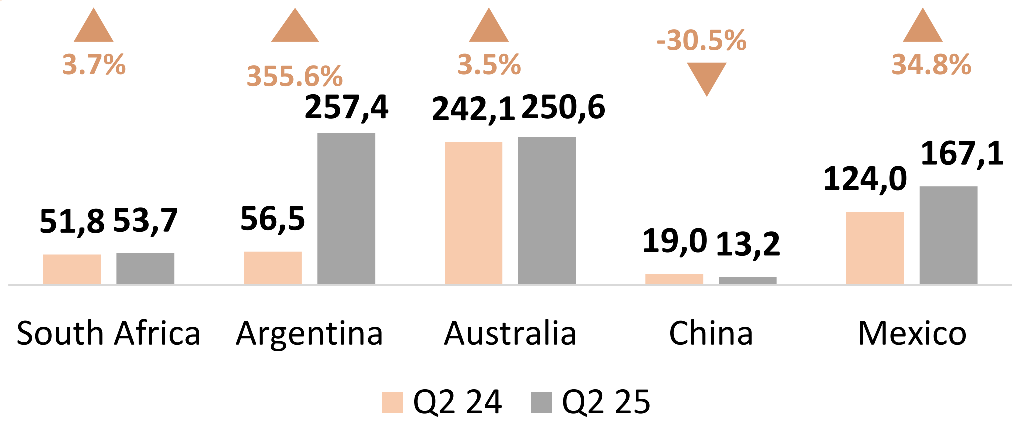
International Operations

Net Revenue (BRL Million)









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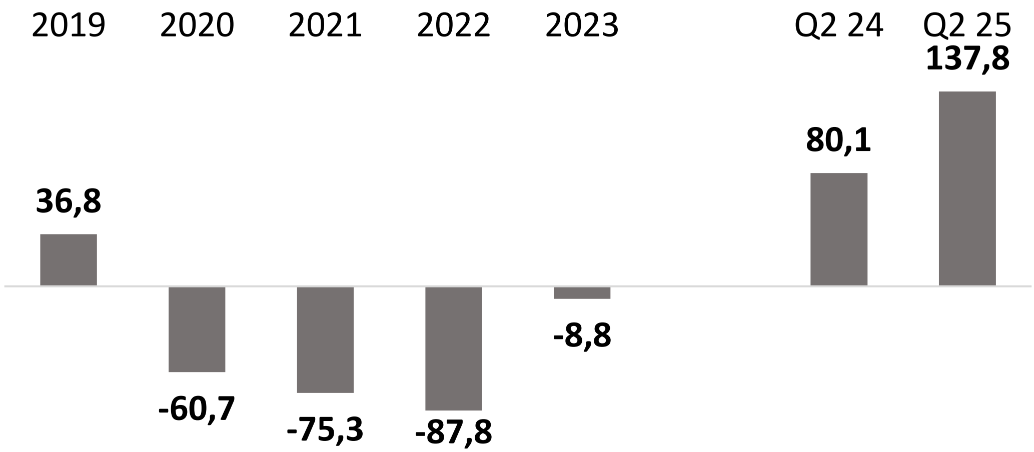
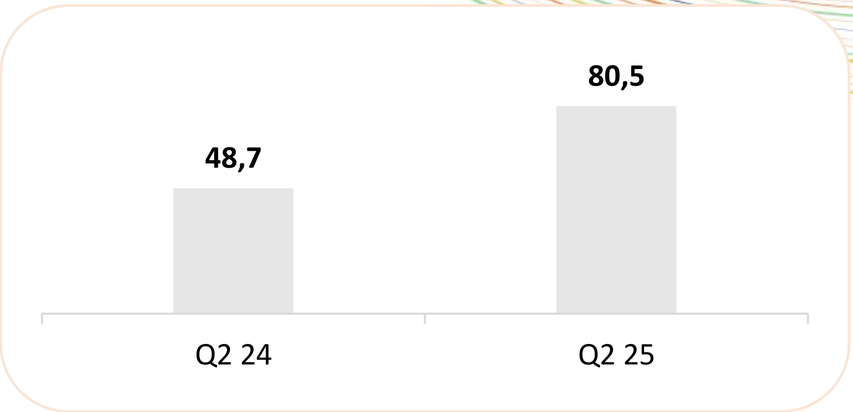
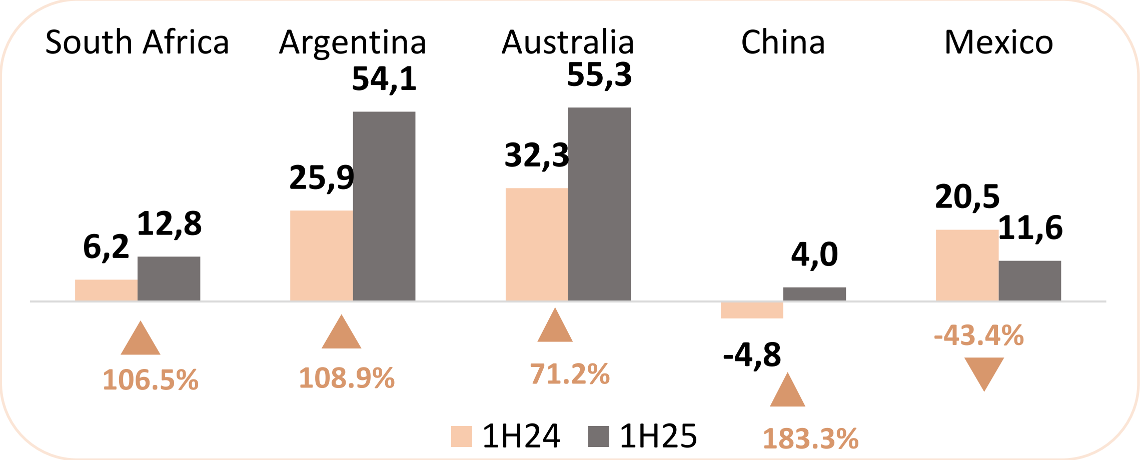
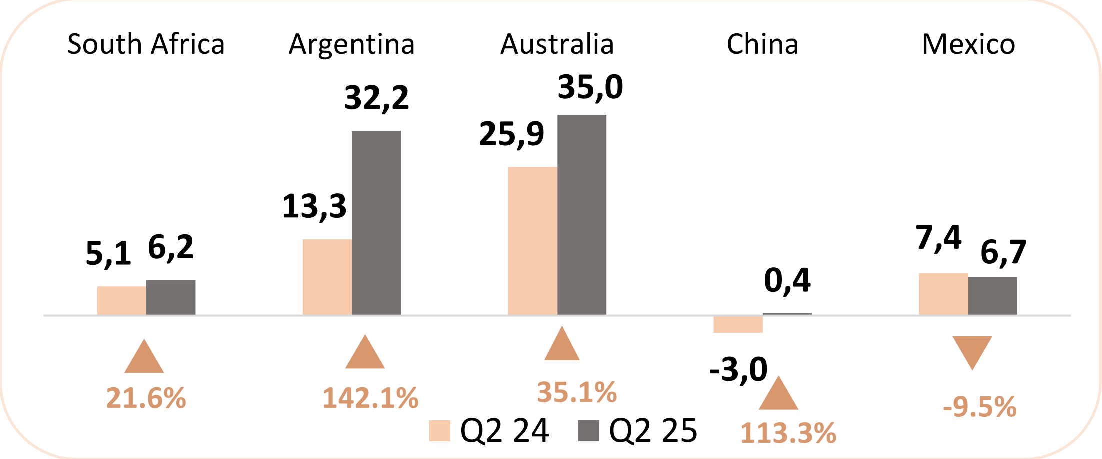
International Operations

Net Profit (BRL Million)









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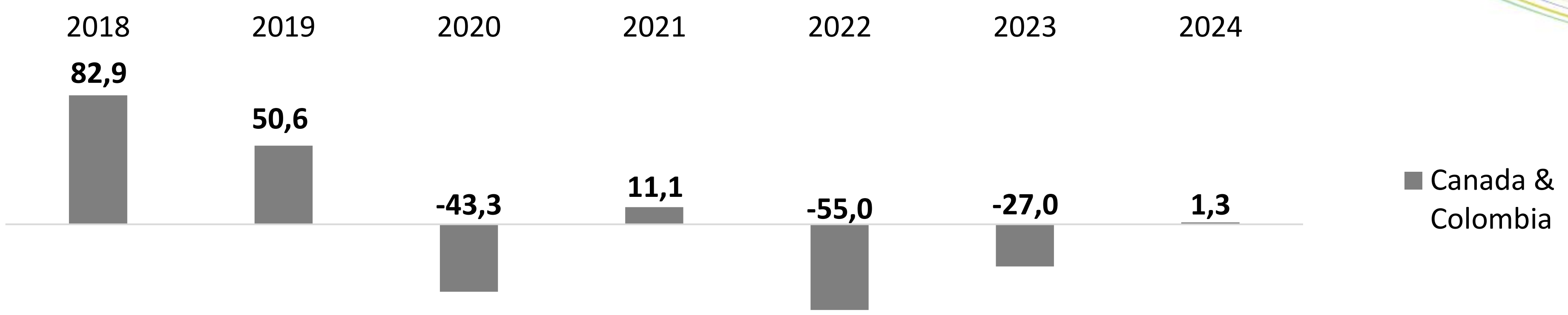
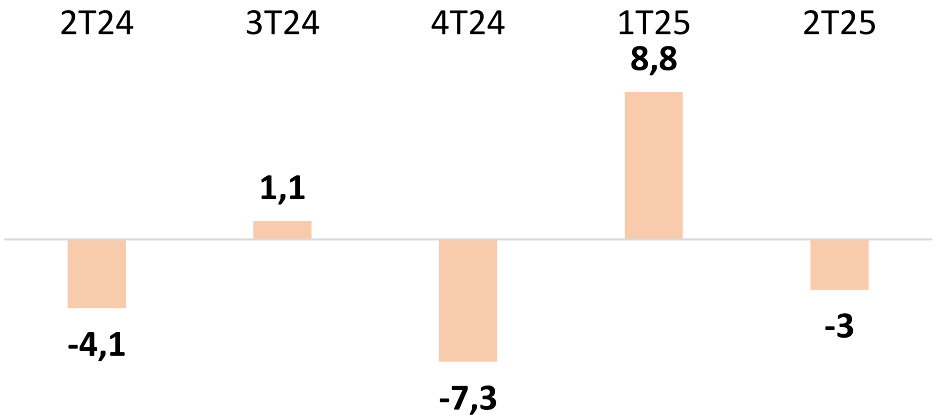
International Operations

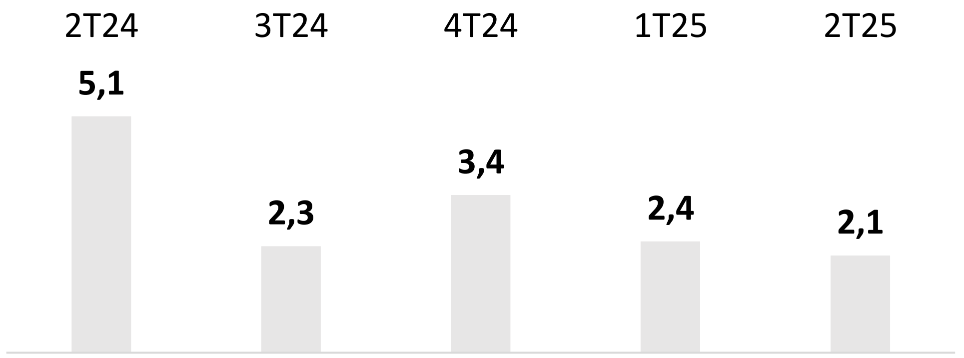
Equity Income (BRL Million)



Canada



Colombia



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THANK YOU FOR YOUR ATTENTION!

MOVING *changes* EVERYTHING

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