



Tegma

Gestão Logística SA

Earnings Release
2022 fourth quarter & full year

São Bernardo do Campo, March 9th, 2023

Results Conference Call

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[Portuguese with simultaneous translation to English]

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Tegma Gestão Logística S.A, one of the largest logistic providers for brand new vehicles in Brazil, hereby presents its 4Q22 and FY 2022 results:



The volume of **vehicles transported** in 4Q22 was 164.9 thousand, 11.1% higher vs. 4Q21, a 25.6% market share, due to the market recovery and the sales of Tegma's main customers. The average distance in 4Q22 was 1,028 km, 7.1% lower YoY.

Net revenue was 34.3% higher in 4Q22 vs 4Q21, positively impacted by the growth in the number of vehicles transported and the increase in transportation tariffs as well as the positive performance of the services provided by the Integrated Logistics Division.



Consolidated **gross margin** was 20.2% in 4Q22, 0.8 p.p. higher than the 4Q21 margin due to the revenue growth of both divisions and the cost control in the period.

Adjusted EBITDA in 4Q22 was R\$ 72.7 million, with a 17.8% margin, up 2.7 p.p YoY, due to the higher number of vehicles transported by the Automotive Logistics operation and the growth of the Integrated Logistics revenue, generating better dilution of fixed costs.



Net income in 4Q22 was R\$ 56.7 million, 92.8% higher than in 4Q21, corresponding to a margin of 13.9%, which is a result of the recovery of the Automotive Division's main customers, the good results from Integrated Logistics and GDL and positive non-recurring events in 4Q22.

Free cash flow in 4Q22 was R\$46.3 million positive, as a result of the good operating performance in both divisions, which registered an improvement in operating indicators combined with cost control, in addition to the use of PIS and COFINS tax credits.



ROIC in 4Q22 was 25.3%, 3.5 p.p higher QoQ, due to the increase in the volume transported by the Automotive Logistics division and to the positive results from Integrated Logistics.

Net cash in December 2022 was R\$ 88.6 million vs. R\$70.8 million in September 2022, driven by the operating cash generation and the use of tax credits. In the quarter, the Company raised a R\$ 33 million financing for the acquisition of trucks and working capital.



Operational and financial highlights	4Q22	2022	Chg % vs		4Q21	2021
			4Q21	2021		
Net revenue (R\$ million)	409.4	1,370.5	34.3%	36.1%	304.9	1,007.3
Gross profit (R\$ million)	82.6	274.7	39.7%	46.2%	59.1	187.9
<i>Gross margin %</i>	<i>20.2%</i>	<i>20.0%</i>	<i>0.8 p.p.</i>	<i>1.4 p.p.</i>	<i>19.4%</i>	<i>18.7%</i>
EBITDA (R\$ million)	78.2	243.7	61.3%	44.2%	48.5	169.0
Adjusted EBITDA (R\$ million)	72.7	244.9	58.5%	51.3%	45.9	161.9
<i>Adjusted EBITDA margin %</i>	<i>17.8%</i>	<i>17.8%</i>	<i>2.7 p.p.</i>	<i>1.7 p.p.</i>	<i>15.0%</i>	<i>16.1%</i>
Net income (R\$ million)	56.7	159.3	92.8%	47.4%	29.4	108.1
<i>Net margin %</i>	<i>13.9%</i>	<i>11.6%</i>	<i>4.2 p.p.</i>	<i>0.9 p.p.</i>	<i>9.6%</i>	<i>10.7%</i>
Earnings per share (R\$)	0.9	2.4	92.8%	47.4%	0.4	1.6
Free cash flow (R\$ million)	46.3	142.6	-	-	(63.2)	(7.6)
CAPEX (R\$ million)	20.2	45.0	219.9%	51.9%	6.3	29.6
Vehicles transported (in thousand)	164.9	585.3	11.1%	11.0%	148.4	527.4
<i>Market Share %</i>	<i>25.6%</i>	<i>24.3%</i>	<i>2.2 p.p.</i>	<i>1.5 p.p.</i>	<i>23.4%</i>	<i>22.9%</i>
Average Km per vehicle transported	1,028	1,004	-7.1%	-4.2%	1,107	1,048.1

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[Click here](#) for the Financial historic and footnotes in EXCEL.

[Click here](#) for this report's spreadsheets in EXCEL.

Disclaimer on forward-looking statement

This communication contains forward-looking statements based on the current expectations and beliefs of Tegma's management. Tegma is providing information as of the date of this communication and assumes no obligation to update any forward-looking statements contained in this document as a result of new information, future events or otherwise.

No forward-looking statements can be guaranteed and actual results could differ materially from those projected.

Management Comment

2022 for Tegma was another year of great adaptation. The scenario of supply difficulties in the automotive and home appliance industries, in parallel with large fluctuations in the cost of transport inputs, such as diesel, demanded a huge negotiating and administrative capacity from the Company's leaders in order to maintain the excellence in the services provided and the required profit margins. In the wake of these obstacles, the worsening of government budget conditions and inflation affected the country's economic scenario, which demanded an austere increase in interest rates, requiring greater creativity from the management for the continuity of value generation.

2022 was the third consecutive year in which the semiconductor crisis was the most common headline in the automotive industry's specialized articles. The first half of the year was still impacted by restrictions in supply chains, which resulted in production stoppages, albeit less frequent and shorter than in 2021. From the second half of the year, the improvement in semiconductor inventories eased the problem for automakers. On the other hand, the monetary tightening in order to curb inflation cooled down the retail demand for vehicles. Automotive financing interest rates increased and vehicle financing conditions became more restrictive, as a result also of an increase in defaults by individuals. The industry's momentum in 2022 can be attributed, first and foremost, to direct sales. After almost two years of purchase restrictions, RACs and companies were responsible in the second half for more than 50% of national licensing. Secondly, exports grew by 30%, due to the industry's large idle capacity and the favorable trade agreements, providing diversification in sales.

The year 2022 for the **Automotive Logistics** Division was positive even in such an adverse scenario. There was an increase in the number of transported vehicles and a normalization of market share in the second half of the year, due to the attenuation of the semiconductor crisis. This normalization was preponderant for the expansion of the company's operating margins. In addition to the recovery in transportation services, there was a recovery in the demand for logistics services such as yard management and accessorization for RAC companies. The continuous growth of the pre-owned vehicle logistics operation is based on quality and reliability and provides a wide range of services in addition to transport for RAC companies, fleet owners, insurance companies, among others.

For the **Integrated Logistics** Division, 2022 was the fourth consecutive year of positive results. This performance was anchored in the chemicals operation, which benefited from the increase in volumes transported and stored, in the wake of increased inventories from customers who were concerned about a shortage of raw materials. On the other hand, volumes and revenue from the home appliances operation suffered due to the turbulent year experienced by the Brazilian retail sector. The Division's margins also expanded, as a result of greater cost efficiency and revenue growth.

Another business line worth mentioning in 2022 is the **GDL joint venture**, the logistics operator in the Brazilian state of Espírito Santo. Since its creation five years ago, this operation more than doubled its revenue, growing an average of 23% per year. This evolution was due to the expansion of the customer base, which in turn is exposed to very favorable growth dynamics. This performance, combined with disciplined costs and expenses, led to an important net income in 2022 and the payments of recurring dividends.

The strategy for increasing the company's diversification (organic or inorganic) is inspired by these internal examples (Integrated Logistics and GDL) and will follow the same paths of contracts based on productivity and not only on price, with strict controls and cost discipline. This strategy, in line with our minimum return standards, represented by our cost of capital in addition to a risk spread, seeks to continually contribute to the expansion of the Company's value creation (EVA).

The company's **capital structure**, which remains unleveraged due to its high cash generation, was a great ally in a time of rising interest rates in Brazil, contributing to the Company's results in 2022. Dividend payment remains at a level above the company's indicative policy.

In terms of **technology**, the company remains focused on innovation and its Corporate Venture tegUP promoted new rounds of challenges aimed at solving operational issues in logistics, which saw the enrollment of 36 companies. Rabbot, a tegUP investee, completed its fourth year doubling its revenue, increasing the number of users registered in its systems, with new features and with more than 3.8 million vehicles managed. Lastly, and very importantly, Tegma has been studying the replacement/implementation of an ERP (or integrated management system), aimed at increasing our flexibility, facilitating our controls and improving our performance, contributing to an agile and efficient environment.

In matters related to the **ESG agenda (Environmental, Social and Governance)**, several initiatives and recognitions obtained throughout 2022 demonstrate Tegma's commitment to seek solutions and take actions with a focus on sustainability. In 2022, Tegma received the Great Place to Work and FIA-FEEX stamps, based on the assessment of its work environment. Still in the social aspect, during the year, Tegma carried out its Population Census as part of a process of raising awareness and guiding the strategy of making the company more representative towards society. Finally, with regard to Governance actions, in May 2022 Tegma signed the 'Business Pact for Integrity and Against Corruption' with the Ethos Institute for Business and Social Responsibility.

In 2022, the company experienced the **change of its CEO** and Nivaldo Tuba took over the company under conditions that "couldn't be better", in his own words. According to Nivaldo, the biggest challenge of his management is to keep the company on the tracks that led it to the current stage of maturity, with extreme responsibility towards its employees and suppliers, its customers and its shareholders, in addition to "expanding Tegma's activities towards those which the current expertise of the company allows the creation of value".

Although demand from the automotive sector, especially retail, still shows signs of uncertainty in the face of adverse macroeconomic factors, the imminent arrival of important foreign players reflects confidence in the industry and in the country. Our positive results, combined with discipline in managing costs, expenses and investments, keep us confident in growing responsibly and sustainably, in the constant search for innovation and operational excellence.

Quarter Highlights

Proposed complementary distribution of dividends and interest on equity

In the Management's Proposal presented on March 9th, for the AGM to be held on April 12th, the Company submitted for approval the distribution of R\$ 39.6 million in complementary dividends and interest on equity for 2022 (R\$ 29.7 million in dividends and R\$ 9.9 million in interest on equity), with the cut-off date set for April 12th and April 24th for the payment date. Combined with the August and November 2022 advances, the proposed distribution of Tegma's income for the year 2022 totals R\$ 91.2 million (R\$ 1.38 per share, 60% payout on net income adjusted by the constitution of legal reserve (70% payout on net income adjusted by the constitution of legal and tax incentives reserves) and 8% of dividend yield [considering share price on the deliberation date]).

Tax Credit from Subsidiary Catlog

The subsidiary Catlog, whose total shares were acquired by Tegma in September/2022 and which has been inoperative since December 2014, registered in 4Q22 an additional tax credit due to the appropriation of PIS/COFINS credits related to the exclusion of the ICMS tax from their respective calculation basis (from August 2003 to December 2014). The total amount of the credit, net of fees and provision considering the amount owed to Catlog's former controller, impacted EBITDA by R\$ 5.5 million. Monetary restatement impacted the financial result by R\$ 6.1 million. Total impact on net income was R\$ 8.2 million.

New Valuation Guide

On the date of this earnings release, Tegma made its updated Valuation Guide available on its Investor Relations website. The new version was reformulated with a layout in Excel format and more succinct texts, bringing a more simplified content and generating more practicality for the users of the material, which is available in the "home" section of Tegma's Investor Relations website.

New client: BYD

Tegma, in partnership with its Joint Venture GDL, signed the contract for transportation and warehousing services for vehicles imported from one of the newest automakers to start operating in Brazil, BYD. The Chinese company, established in 1995 and active in Brazil since 2015, focuses on creating a complete energy and transport ecosystem free from pollutant emissions, ranging from the generation and storage of solar energy to the production of fully electrified vehicles.

Tegma will be one of those responsible for the logistics of light electric and hybrid vehicles imported by BYD throughout Brazil. The vehicles will arrive in Brazil through the state of Espírito Santo and will be cleared and stored by GDL, Tegma's Joint Venture. The brand has, so far, five models available in Brazil and plans to open 45 dealerships across the country.

BYD has more than 30 industrial parks and production plants across the world, including three units in Brazil, two of them in Campinas (in the state of São Paulo): one for the assembly of 100% electric buses and another for the production of photovoltaic modules. The third unit, inaugurated in 2020 in the Industrial Pole of Manaus (AM), produces lithium iron phosphate batteries to supply electric buses.

"By serving this new customer, Tegma expects to contribute to the entry of an important brand that intends to disseminate the electrification of light vehicles in Brazil and participate in the growth of yet another automaker that is confident in the country", says Nivaldo Tuba, CEO of Tegma.

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Automotive market

Vehicle production in 4T22 was 1.7% higher YoY, mainly due to collective vacations that took place in 2022, while not occurring in 2021.. The attenuation of the semiconductor crisis in the second half of 2022 went along with the 5.1% growth in production in 2022 vs 2021, as well as the higher **export** sales, which increased by almost 30% in 2022 and amounted for a quarter of national production.

The 11.3% growth in **brand new vehicles sales** in 4Q22 vs 4Q21 is explained by the higher vehicle availability and by the increase of over 30% in direct sales, represented by large companies, RACs, taxi drivers and rural producers. Conversely, automotive retail sales, which were down by 6.4%, continued to be pressured by adverse credit conditions, with high financing interest rates, growing household debt and high vehicle prices. In 2022, the ~1% decrease vs. 2021 is a consequence of the semiconductor crisis, specially in 1H22, and of the difficulties arising from the current macroeconomic conditions in Brazil.

Inventories¹ in December 2022 were 188 thousand vehicles (26 days of sales), vs 114.3 thousand (16 days) in the year ago period. This inventory level, although lower than historical levels, shows that the industry has managed to gradually recover to levels close to the pre-pandemic and semiconductor crisis normality.

The **market share dynamics** of OEMs in Brazil, as per figure 1 on the right, has shown important changes since the beginning of 2021, with the closure of Ford's local production. Thus, in 2021, there was a significant increase in Fiat's market share, which managed to capture a large part of Ford's sales volume, given the production restrictions that were particularly impactful for GM. In 2022, one can observe GM's market share recovering to levels closer to its historical average, with the good performance of the OEM's main models, especially the Onix and Tracker.

Chart 1 – Sales of vehicles in the domestic market (in thousand)

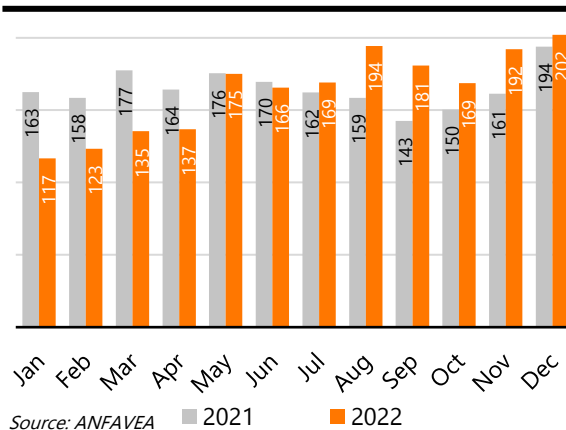


Figure 1 – Changes in the main OEM's domestic market share

	2019		2020		2021		2022	
1ST	GM	18%	GM	17%	FIAT	22%	FIAT	22%
2ND	VW	16%	VW	17%	VW	15%	GM	15%
3RD	FIAT	14%	FIAT	16%	GM	12%	VW	14%
4TH	RENAULT	9%	HYUNDAI	9%	HYUNDAI	9%	TOYOTA	10%
5TH	FORD	8%	FORD	7%	TOYOTA	9%	HYUNDAI	9%
					FORD	2%	FORD	1%

Source: ANFAVEA

	4Q22	2022	Chg % vs		4Q21	2021
			4Q21	2021		
Vehicles and light commercial vehicles sales	671.6	2,410.7	12.3%	3.6%	597.8	2,326.5
Domestic	562.9	1,960.5	11.3%	-0.8%	505.8	1,977.1
Exportations	108.7	450.3	18.2%	28.9%	92.0	349.4
Estimated wholesale sales	644.6	2,407.9	1.6%	4.3%	634.7	2,308.0
(+) Production of vehicles and light commercial	560.3	2,176.2	1.7%	5.1%	550.8	2,070.6
(+) Importation of vehicles and light commercial*	79.8	267.0	6.5%	7.7%	74.9	247.9
(-) OEM's inventories change	(4.5)	35.2	N/A	N/A	(9.0)	10.5
Inventories (In OEM and dealers)	188.0	-	64.5%	-	114.3	-
Inventories (In OEM and dealers in days)	26	-	62.5%	-	16	-

Source: ANFAVEA, Fenabrave (in thou)

¹ Source: ANFAVEA, including heavy vehicles, buses, and agricultural machinery

Operational highlights – Automotive Logistics Division

The **number of vehicles transported** by Tegma in 4Q22 was 164,900, 11.1% higher vs the prior year's last quarter. This growth is explained by the improvement in semiconductor availability, as previously explained, and by the fact that no Tegma customer has reported material difficulties in production. Due to these factors and to a more favorable sales mix for Tegma's relevant customers, the Company's market share was 25.6% in 4Q22 (+2.2 p.p. YoY), similar to the market share in the end of 2020. The 2022 market share, however, is still impacted by the production stoppages of relevant customers during the 1H22.

The **average distance of domestic trips** in 4Q22 was 1,148 km, 7.3% lower YoY, due to the fact that, in the quarter, vehicles from Tegma's most relevant customers were mainly sold to clients based in south-southeast. In 2022, the lower average distance can be attributed to the production interruptions in factories that originated longer trips in the 1H22.

The **average distance of exports** increased by 4.1% and 7.1% YoY in 4Q22 and 2022, respectively, due to a higher share of vehicles transported by road to Mercosur countries. The **consolidated average distance** decreased by 7.1% in 4Q22 and 4.2% in 2022 YoY, respectively, primarily due to the lower average distance of domestic trips.

Chart 2 – Number of vehicles transported by Tegma (in thous) and Tegma's market share

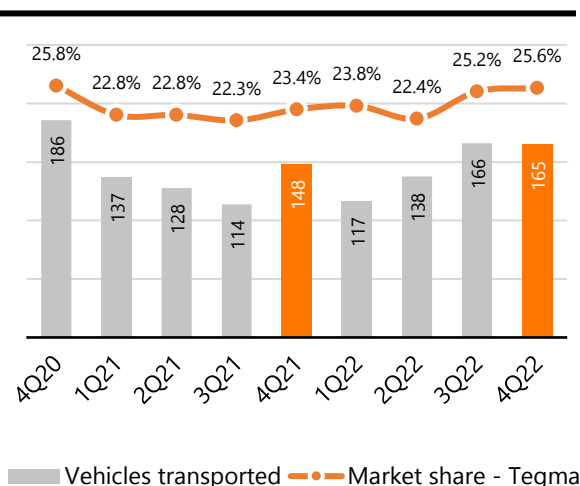


Chart 3 – Vehicles transported (thous)

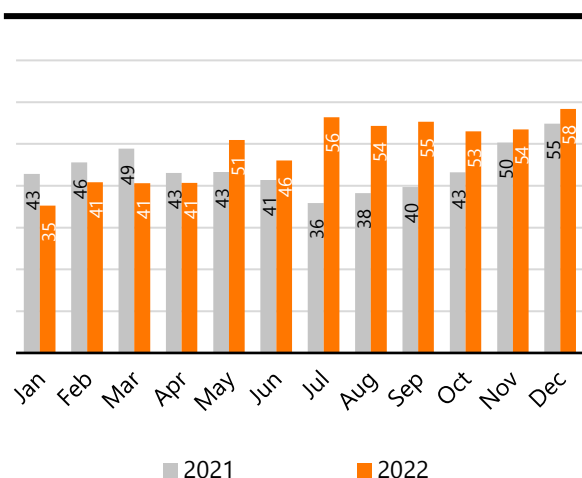
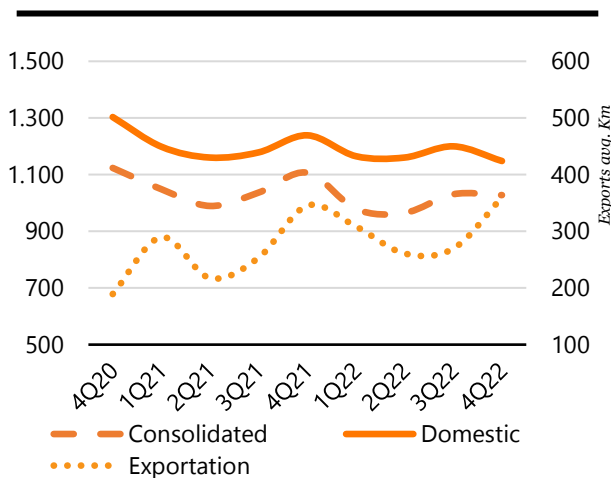


Chart 4 - Tegma's trips average distance (in km)



	4Q22	2022	Chg % vs		4Q21	2021
			4Q21	2021		
Vehicles transported (thousand)	164.9	585.3	11.1%	11.0%	148.4	527.4
Domestic	139.7	474.7	10.5%	7.3%	126.5	442.2
Exportations	25.2	110.6	14.9%	29.9%	21.9	85.1
Market share %*	25.6%	24.3%	2.2 p.p.	1.5 p.p.	23.4%	22.9%
Average km per vehicle (km)	1,027.7	1,004.0	-7.1%	-4.2%	1,106.8	1,048.1
Domestic	1,148.1	1,168.9	-7.3%	-2.3%	1,238.7	1,196.6
Exportations	359.5	296.5	4.1%	7.1%	345.4	276.9

* Considering as denominator the wholesale sales on the previous page

(in thousands, except average km and total km in million)

Results – Automotive Logistics Division

Automotive Logistics **gross revenue** was 36.1% e 38.6% higher YoY in 4Q22 and 2022, respectively. This performance is explained: i) positively by the increase of 11.1% and 11.0% in the number of vehicles transported in 4Q22 and 2022; ii) negatively by the average distance lower by 7.1% and 4.2% in 4Q22 and 2022 YoY, respectively and iii) positively due to the readjustments of transportation tariffs carried out throughout 2022. Additionally, it is worth highlighting the good performance of the Fastline subsidiary, responsible for the pre-owned vehicle logistics, in addition to the recovery of revenue from yard management services and from the preparation of new vehicles for RAC companies.

The Division's **gross margin** in 4Q22 was 20.3%, up 0,7 p.p. YoY. This recovery stems from a higher number of vehicles transported versus the year ago period, resulting in better fixed costs dilution. The 1.2 p.p higher YoY gross margin in 2022 (2022 gross margin was 19.8%) was mainly driven by the improvement of the automotive market and by Tegma's market share recovery in the 2H22, given that during 1H22 important customers reported production stoppages, negatively pressuring the Automotive Division's volumes and margins.

The Division's **Adjusted EBITDA margin²** was 16.5% in 4Q22, up by 3,1 p.p. versus the same quarter in the previous year, favourably impacted by the higher number of vehicles transported in the period, the higher revenue from logistic services and the subsidiary Fastline, in addition to costs and expenses control. In 2022, the EBITDA margin was 16.0%, +2.3 p.p YoY. This growth occurred primarily by the good performance of the division in 2H22 vs the year ago period, as well as the higher gross margin in the period.

Chart 5 – Automotive Div. gross revenue (in R\$ mi)

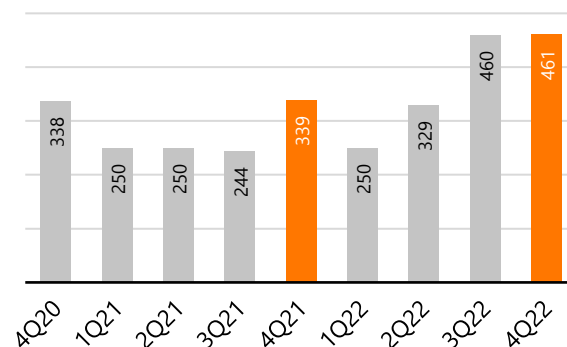
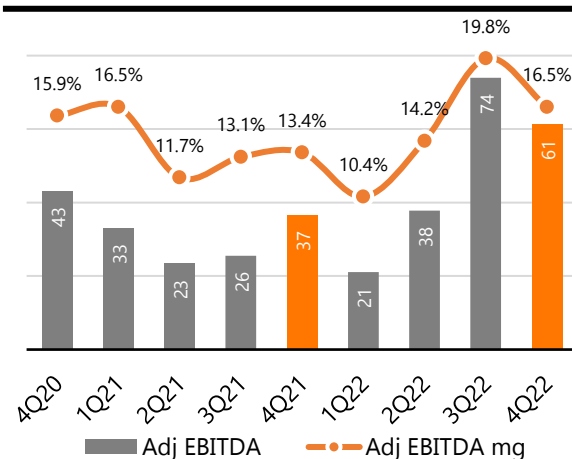


Chart 6 – Automotive Div Adj EBITDA (in R\$ mi)



Automotive logistics division	4Q22	2022	Chg % vs		4Q21	2021
			4Q21	2021		
Gross revenue	461.5	1,500.7	36.1%	38.6%	339.0	1,082.9
Taxes and deductions	(89.1)	(287.2)	32.7%	33.4%	(67.1)	(215.4)
Net revenue	372.4	1,213.4	36.9%	39.9%	271.9	867.5
Cost of services	(296.8)	(972.9)	35.7%	37.8%	(218.6)	(706.3)
Gross profit	75.7	240.5	41.9%	49.2%	53.3	161.2
Gross margin%	20.3%	19.8%	0.7 p.p.	1.2 p.p.	19.6%	18.6%
Expenses	(17.6)	(82.8)	-29.3%	8.1%	(24.9)	(76.7)
Operating income	58.0	157.6	104.5%	86.4%	28.4	84.6
(-) Depreciation and amortization	(8.9)	(35.4)	8.8%	7.7%	(8.2)	(32.9)
EBITDA	66.9	193.1	83.1%	64.4%	36.5	117.5
(+) Non-recurring	(5.5)	1.2	-	-	-	1.2
Adjusted EBITDA	61.5	194.3	68.2%	63.7%	36.5	118.6
Adjusted EBITDA Margin %	16.5%	16.0%	3.1 p.p.	2.3 p.p.	13.4%	13.7%

To access this spreadsheets in Excel, [Click here](#).

² Adjusted by a tax credit (net of lawyer fees and former controlling's provision) from the Catlog subsidiary amounting for R\$ 5.5 million. For further details, see [EBITDA Reconciliation](#).

Results – Integrated Logistics Division

The growth of the Integrated Logistics Division's gross revenues stems, mainly, from the industrial logistics operation, which grew by 8.7% YoY in 4Q22. This performance is a consequence of the positive result of the **chemicals operation**, which presented an increase in volumes transported and stored in the period. The **home appliances operation** recorded decreases in volumes and revenues versus the previous year both in 4Q22 and 2022, negatively impacted by the sector's difficulties amidst adverse conditions in retail and by the strong comparison base in the year 2021.

The division's **gross margin** in 4Q22 was 18.8%, 1.2 p.p. higher YoY. The 2022 margin was 21.8%, up 2.7 p.p. YoY. The expansion of margins both in the quarter and in the year was mainly driven by the higher transported and stored volumes in chemicals operation, providing better fixed costs dilution.

The Integrated Logistic Division's **EBITDA margin** was 30.5% in 4Q22 [32.2% in 2022], within the recurrent levels observed recently, as per Chart 8, on the right. The oscillations are due to the level of revenue from the operations and/or the change in the mix of more and less profitable services.

Chart 7 – Gross Revenue Integr. Logistics (in R\$ mi)

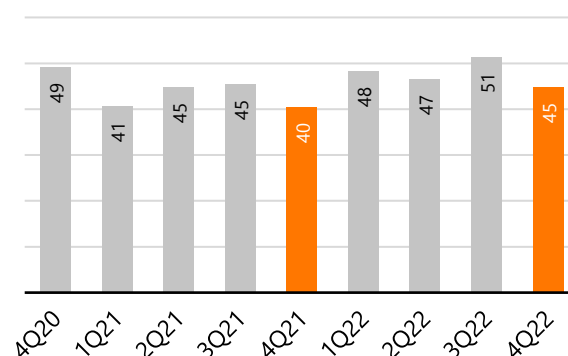
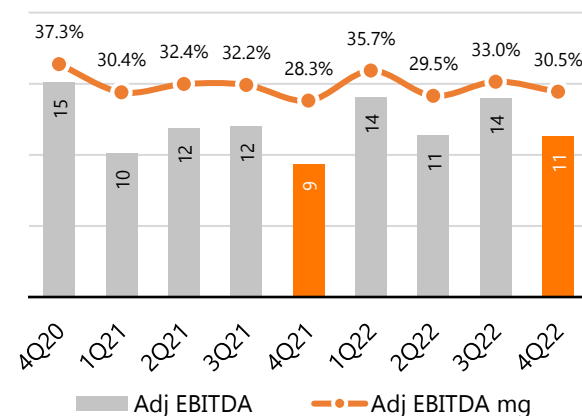


Chart 8 – Integrated Logistics adj. EBITDA (in R\$ mi)



Integrated logistics division	4Q22	2022	Chg % vs		4Q21	2021
			4Q21	2021		
Gross revenue	44.8	191.2	10.9%	11.6%	40.4	171.4
Warehouse	1.6	4.5	147.3%	58.3%	0.6	2.9
Industrial logistics	43.3	186.7	8.7%	10.8%	39.8	168.5
Gross revenue deductions	(7.9)	(34.1)	5.4%	8.2%	(7.5)	(31.5)
Net revenue	37.0	157.1	12.1%	12.3%	33.0	139.8
Cost of services	(30.0)	(122.9)	10.5%	8.6%	(27.2)	(113.1)
Gross profit	6.9	34.2	19.7%	28.0%	5.8	26.7
Gross margin %	18.8%	21.8%	1.2 p.p.	2.7 p.p.	17.6%	19.1%
Expenses	(0.2)	(1.2)	-	-	1.8	6.9
Operating income	6.8	33.0	-10.9%	-1.9%	7.6	33.6
(-) Depreciation and amortization	(4.5)	(17.6)	4.1%	-1.7%	(4.3)	(18.0)
EBITDA	11.3	50.6	-5.5%	-1.8%	11.9	51.5
(+) Non-recurring	-	-	-	-	(2.6)	(8.3)
Adjusted EBITDA	11.3	50.6	20.8%	17.1%	9.3	43.2
Adjusted EBITDA Margin %	30.5%	32.2%	2.2 p.p.	1.3 p.p.	28.3%	30.9%

To access this spreadsheets in Excel, [Click here](#).

Results - Consolidated

The increase in the Company's **consolidated gross and net revenues** in 4Q22 versus the prior year period was driven by the higher automotive division's market share and the growth of the Integrated Logistics Division.

Consolidated gross margin for 4Q22 was 20.2%, 0.8 p.p. higher YoY, primarily from the growth in the number of vehicles transported and the increase in revenue from logistics services provided by the Automotive Division, as well as by higher revenue from the Integrated Logistics division, providing fixed costs dilution. The 1.4 p.p. margin growth YoY in 2022 can be attributed to the significant improvement in the Automotive Logistics Division's results during the 2H22 and to the positive result of the Chemicals operation within the Integrated Logistics Division, throughout 2022.

Expenses in 4Q22 were R\$ 17.8 million, 23.1% lower versus the year ago period, mainly due to a tax credit of R\$ 5.5 million (net of lawier fees and the provision related to the former subsidiary's controlling company) from a subsidiary, which took place in 4Q22 (for more details, see the [EBITDA Reconciliation](#) section). Disregarding this event, as well as the non-recurring event in 4Q21, expenses would have been 9.3% lower YoY, mainly due to lower provisions for legal proceedings. The 20.5% higher expenses in 2022 are consequence of non-recurring events³ that positively impacted the 2021 expenses and negatively impacted 2022's. Disregarding these effects, 2022 expenses would have decreased by 0.8% YoY.

The 4Q22 **Adjusted EBITDA margin**⁴ was 17.8%, 2.7 p.p. higher YoY, driven by the increase in vehicles transported by the Automotive Logistics operation and the higher revenue from the Integrated Logistics Division, providing better dilution of fixed costs. In 2022, the improvement in the adjusted EBITDA margin, which amounted for 17.9% (1.8 p.p higher YoY) can be attributed to the recovery of the Automotive Division's results in 2H22 and to the good performance of the Integrated Logistics Division.

Chart 9 – Consolidated gross revenue (in R\$ mi)

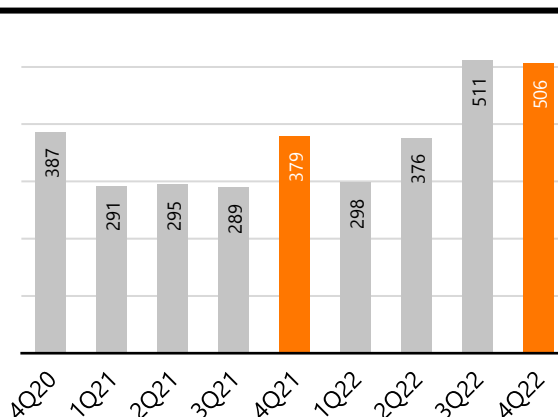
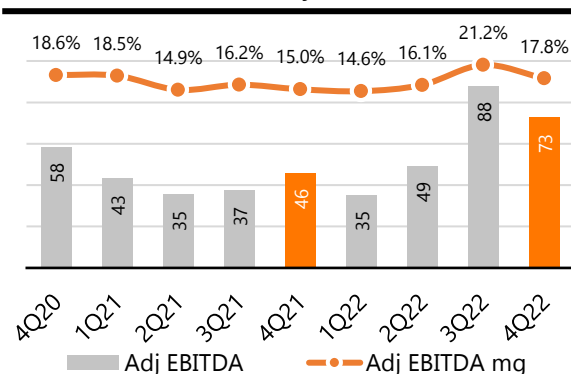


Chart 10 – Consolidated Adj EBITDA (R\$ mi)



Consolidated	4Q22	2022	Chg % vs		4Q21	2021
			4Q21	2021		
Gross revenue	506.3	1,691.9	33.4%	34.9%	379.5	1,254.2
Gross revenue deductions	(96.9)	(321.4)	30.0%	30.2%	(74.6)	(246.9)
Net revenue	409.4	1,370.5	34.3%	36.1%	304.9	1,007.3
Cost of services	(326.8)	(1,095.8)	32.9%	33.7%	(245.8)	(819.4)
Gross profit	82.6	274.7	39.7%	46.2%	59.1	187.9
Gross margin %	20.2%	20.0%	0.8 p.p.	1.4 p.p.	19.4%	18.7%
Expenses	(17.8)	(84.1)	-23.1%	20.5%	(23.1)	(69.8)
Operating income	64.8	190.6	80.1%	61.3%	36.0	118.2
(-) Depreciation and amortization	(13.4)	(53.1)	7.2%	4.4%	(12.5)	(50.9)
EBITDA	78.2	243.7	61.3%	44.2%	48.5	169.0
(+) Non-recurring	(5.5)	1.2	110.7%	-	(2.6)	(7.2)
Adjusted EBITDA	72.7	244.9	58.5%	51.3%	45.9	161.9
Adjusted EBITDA Margin %	17.8%	17.9%	2.7 p.p.	1.8 p.p.	15.0%	16.1%

To access this spreadsheets in Excel, [Click here](#).

³ The total impact of non-recurring events on expenses was positive by R\$ 13.9 million in 2021 and negative by R\$ 1.2 million in 2022. Details of these amounts are available in the Historical Series file, on the Quick Analysis and Consolidated tabs

⁴ Adjusted by a tax credit (net of lawyer fees and former controlling's provision) from the Catlog subsidiary amounting for R\$ 5.5 million. For further details, see [EBITDA Reconciliation](#).

Results – Consolidated ...continuing

In 4Q22, the **result from debt and financial investments** was positive by R\$ 2.3 million [R\$ 6.1 million in 2022], well above the figures recorded in 2021, due to the increase in the company's cash/debt ratio and the increase in the Selic basic interest rate. The financial result for 4Q22 was also impacted by the monetary restatement of Catlog's tax credit (as mentioned in the quarter's highlights) in the amount of R\$ 6.2 million.

	4Q22	2022	Chg % vs		4Q21	2021
			4Q21	2021		
Revenue from financial investments	5.1	17.6	47.6%	80.2%	3.4	9.8
Interest expenses	(2.7)	(11.6)	-14.4%	12.8%	(3.2)	(10.3)
Results from debt and financial investments	2.3	6.1	885.7%	-	0.2	(0.5)
Interest on leasing	(1.5)	(5.3)	39.0%	4.6%	(1.1)	(5.0)
Monetary correction PIS COFINS tax credit	6.2	6.2	-	-	-	3.3
Other financial revenues (expenses)	0.2	(0.2)	-	-69.2%	(0.1)	(0.8)
Financial result	7.1	6.7	-	-	(1.0)	(3.0)

Equity pickup⁵, shown in the last table of this section, was positive by R\$2.1 million in 4Q22 [R\$10.6 million in 2022]. This result is mainly explained by the Joint Venture GDL's income, as shown in the table on the side, which shows 100% of its result. The growth in the Joint Venture's **net revenue** both in 4Q22 and in 2022 stems from the increase in stored and handled volumes of imported cargo in the bonded and general warehouse. The evolution of both the operating and net margins is a consequence of higher revenue combined with cost and expense management efficiency.

GDL (100%)	4Q22	2022	Chg % vs		4Q21	2021
			4Q21	2021		
Net Revenue	30.7	117.6	13.7%	28.7%	27.0	91.4
Operating income	7.3	32.3	44.3%	71.6%	5.1	18.8
Operating margin%	23.9%	27.4%	5.1 p.p.	6.8 p.p.	18.8%	20.6%
Net income	5.0	21.6	53.9%	61.5%	3.2	13.4
Net margin %	16.1%	18.3%	4.2 p.p.	3.7 p.p.	11.9%	14.6%

The 4Q22 effective **income tax rate** was 23.3% [23.2% in 2022]. The main factors that reduced the effective rate in 2022 were: (i) the exclusion of the revenue from the ICMS credit from the tax calculation base, (ii) the payment of complementary Interest on Equity referring to 2021 and 2022 and (iii)) the equity pickup.

	4Q22	2022	Chg % vs		4Q21	2021
			4Q21	2021		
Income before tax	74.1	207.9	88.6%	67.1%	39.3	124.4
Real tax rate	-34.0%	-34.0%	-	-	-34.0%	-34.0%
Income tax and social contribution at the nominal rates	(25.2)	(70.7)	88.6%	67.1%	(13.4)	(42.3)
Presumed ICMS tax credit	2.4	8.0	33.0%	37.6%	1.8	5.8
Interest on equity	2.2	6.2	54.1%	41.5%	1.5	4.4
Equity pickup	0.7	3.6	-50.0%	14.4%	1.4	3.1
Overpaid income tax payment	-	-	-	-	-	12.9
Others	2.6	4.6	-	-	(1.4)	(0.6)
Income tax	(17.2)	(48.2)	72.6%	190.5%	(10.0)	(16.6)
Effective tax Rate	-23.3%	-23.2%	2.2 p.p.	-9.9 p.p.	-25.4%	-13.3%

Net income for 4Q22 was R\$56.8 million. If the net effect of the tax credit of the subsidiary Catlog of R\$ 8.2 million in 4Q22 and the gain in the sale of equity interest in 4Q21 amounting R\$ 1.7 million in net income were disregarded, net income for 4Q22 would be R\$48.6 million (11.9% net margin, 1.0 p.p. higher than adjusted 4Q21). This net margin level, as well as the net margin level of 11.7% in 2022, results from i) the recovery of revenues from automotive logistics operations in 2H22, ii) the improvement in Integrated Logistics results and the Joint Venture GDL's growth with expansion of margins and iii) the reduction in financial expenses over the last few years, as a result of cash generation and the unleveraged capital structure.

Consolidated	4Q22	2022	Chg % vs		4Q21	2021
			4Q21	2021		
Operating income	64.8	190.6	80.1%	61.3%	36.0	118.2
Financial result	7.1	6.7	-	-	(1.0)	(3.0)
Equity pickup	2.1	10.6	-50.0%	211.7%	2.1	2.1
Income before tax	74.1	207.9	88.6%	67.1%	39.3	124.4
Income tax	(17.2)	(48.2)	72.6%	190.5%	(10.0)	(16.6)
Net income	56.8	159.7	94.1%	48.1%	29.3	107.8
Net margin	13.9%	11.7%	4.3 p.p.	1.0 p.p.	9.6%	10.7%

⁵ 50% of the operation of the company GDL (bonded and general warehousing in Espírito Santo), 49% of the non-operating company Catlog until August/22 and 16% of Frete Rápido until Dec/21

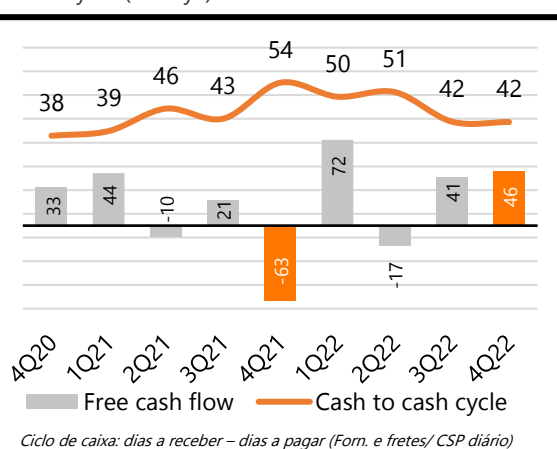
Cash Flow

Net cash from operating activities in 4Q22 was R\$63.0 million stemming from the company's positive operating result, as explained in the previous sections, but also from the use of a tax credit in the amount of R\$14 millions. In 2022, the operating cash generation of R\$ 207.8 million was a result of the improvement in the operating result, the settlement of a pending receivables/payable amounting R\$37.0 million, which resulted in a 12 days reduction in the cash cycle vs Dec/21, as shown in chart 11 beside, as well as the use of a tax credit, amounting R\$ 28.6 million

Net cash from investment activities in 4Q22 was negative by R\$ 6.7 million, mainly due to the "cash" CAPEX of R\$ 7.9 million and R\$ 1.3 million of dividends received from the Joint Venture GDL. In 2022, the item was negative by R\$ 28.1 million mainly due to: i) "cash" CAPEX of R\$30.1 million⁶, ii) dividends received from GDL amounting R\$ 6.7 million, iii) the payment of R\$ 4.0 million via the subsidiary tegUP for the acquisition of shareholding interest in the startup Rabbot and iv) the payment of R\$ 1.9 million for the acquisition of the entirety of the remaining shareholding position in the non-operating subsidiary Catlog.

Net cash from financing activities in 4Q22 was negative by R\$ 3.2 million due to: i) the contracting of R\$ 32.6 million in financing (Finame) for acquisitions of trucks carried out in 2021 and 2022 for the automotive operation, which also included an additional 30% in working capital financing; ii) the payment of interim dividends and interest on equity for the third quarter of 2022, in the amount of R\$ 27.0 million and iii) the payment of leasing (IFRS-16), which totaled R\$ 8.7 million. In 2022, the item accumulated a negative variation of R\$ 136.5 million, as a result of: i) the repayment of principal for Export Credit Notes (NCE) debt, amounting R\$ 50.0 million, ii) the previously mentioned Finame raising, iii) the repayment of other debts in the amount of R\$ 10 million, iv) the payment of complementary dividends and interest on equity for 2021 and 2022 totaling R\$ 73.9 million and v) the payment of leasing (IFRS-16) for the period.

Chart 11 - Free cash flow (in R\$ mi) and cash-to-cash cycle (in days) consolidated



Consolidated CAPEX	4Q22	4Q21	2022	2021
Maintenance & General improvements	5.1	3.7	11.9	10.1
Fixed asset improvements and maintenance	11.7	0.8	23.8	13.2
IT	3.4	1.8	9.3	6.3
Total	20.2	6.3	45.0	29.6

	4Q22	4Q21	2022	2021
A - Cash at beginning of period	137.2	221.4	147.1	260.4
1 - Net cash generated by operating activities (1)	63.0	(49.7)	207.8	53.5
2 - Net cash generated by investing activities	(6.7)	0.3	(28.1)	(17.4)
3 - Net cash from financing activities	(3.2)	(24.9)	(136.5)	(149.4)
(=) Cash at end of period (A + 1 + 2 + 3)	190.3	147.1	190.3	147.1
4 - Capital expenditures "cash"	(7.9)	(5.7)	(30.1)	(28.6)
5 - Payment of leasing ²	(8.7)	(7.8)	(35.1)	(32.5)
Free cash flow (1 + 4 + 5)	46.3	(63.2)	142.6	(7.6)

¹ CAPEX "cash" included in net cash generated by operating activities; ² Payment of leasing in Net cash from financing activities

⁶ In 4Q22, the difference between "Cash" CAPEX and CAPEX (shown in the table below the graph) was due to the acquisition of trucks that had not been settled on December 31. The most relevant investment in the quarter was the acquisition of 20 trucks (R\$ 11.7 million) for the vehicle logistics operation, as part of the fleet renewal plan, which has been widely used in long-haul trips to deliveries in Mercosur. In 2022, the following stand out in terms of CAPEX: i) R\$ 19.3 million from the acquisition of 32 trucks for the vehicle logistics operation and ii) R\$ 4.2 million invested in the acquisition of packaging for the home appliances operation, referring to the launch of new products that required new packaging with different specifications.

Indebtedness & Cash

The Company continues to report an unleveraged capital structure in 4Q22. As of the second quarter of 2020, Tegma reports a cash position higher than its gross debt due to the consistent cash generation and the low CAPEX needed to maintain its current operations.

Net cash in December 2022 was R\$ 88.6 million, an increase in comparison to the September 2022 position, which was R\$ 70.8 million. This increase in net cash was driven by the positive operating result for the period and the use of tax credits (R\$ 14 million) in the quarter. Compared to December 2021, when net cash was R\$ 18.2 million, the increase is mainly due to the events described in operating cash generation in the previous section.

The **net debt/adjusted EBITDA LTM covenant** was not applicable, since the Company presented net cash position in both quarters. The coverage ratio (which is equivalent to **adjusted EBITDA over the financial result**) for 4Q22 was not applicable due to the positive financial results in the last twelve months. The Company's covenants are <2.5x and >1.5x, respectively.

In 2022, the Company settled debts totaling R\$60 million in principal. In 4Q22, there was no debt repayment and R\$ 32.5 million in BNDES financing (FINAME) were raised for the purchasing of trucks, which were acquired in 2021 and 2022 and an additional 30% in working capital financing, as explained in the CAPEX section, bearing an interest rate of CDI +1.5%.

The Company's gross debt at December 30, 2022 was bearing an interest rate of CDI +1.97%, lower vs September 2022 as a result of the new financing line which reduced the Company's **average cost of debt**.

In April 2022, Fitch reaffirmed **Tegma's Rating** at A(Bra) with a stable outlook, despite the difficulties that have been faced by the automotive division for more than a year, a display of the company's resilience.

Chart 12 – Consolidated debt and cash (in R\$ mi)

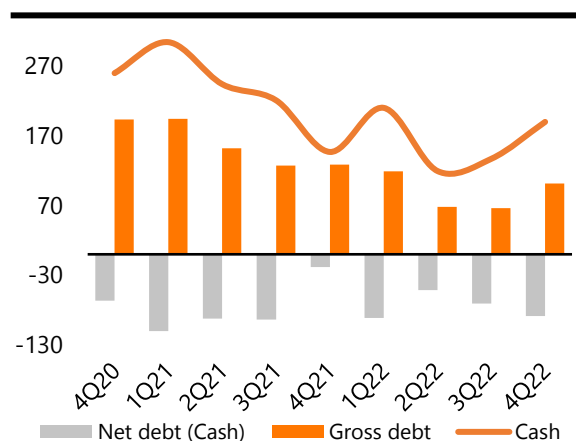
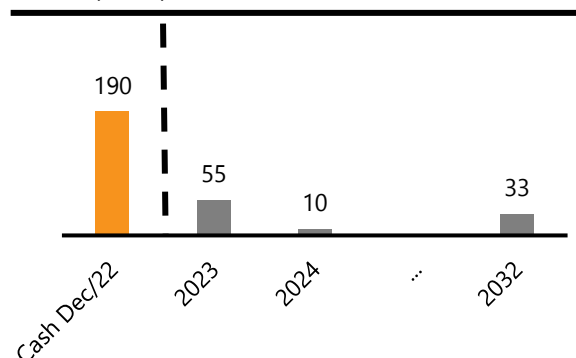


Chart 13 – Cash and Principal debt schedule amortization (R\$ mi)



	Dec-21	Sep-22	Dec-22
Current debt	63.9	56.4	59.2
Non-current debt	65.0	10.0	42.6
Gross debt	128.9	66.4	101.7
(-) Cash	1.2	1.9	1.6
(-) Banking investments	145.9	135.4	188.7
Net debt (cash)	(18.2)	(70.8)	(88.6)
Adjusted EBITDA TTM	161.9	218.0	245.4
<i>Net debt / Adjusted EBITDA LTM</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>
Financial result TTM	(3.0)	(1.4)	6.7
<i>Adjusted EBITDA LTM / Financial result LTM</i>	<i>53.6x</i>	<i>157.8x</i>	<i>N/A</i>

(consolidated)

Return on Invested Capital

Disclaimer: ROIC and EVA shall not be considered substitutes for other accounting measures under IFRS and may not be comparable to similar measures used by other companies

ROIC for 4Q22 was 25.3%, up by 3.5 p.p. versus the 3Q22 ROIC, as a result of the growth in the number of vehicles transported by the Automotive Logistics division, in view of the recovery of the Company's main customers after successive quarters of production difficulties in the automotive industry. The indicator's growth demonstrates the Company's operational resilience, the company's constant cost control and the good performance of Integrated Logistics. It is worth highlighting the fact that Tegma's ROIC in 4Q22 is close to the ROIC for the period at the end of 2019, even with the number of vehicles transported still 30% below that time.

EVA for 4Q22 considering a WACC between 12% and 17% (range adopted by sell-side analysts in the last three years, as gathered by the Company), maintained its upward trend since mid-2022, reaching similar levels to those observed in the end of 2019. This evolution demonstrates the generation of value by the Company, higher than its cost of capital, as a result of:

- i) the recent recovery of the automotive market and the improvement of the Company's relevant customers' local market share
- ii) the improvement in the volume of automotive logistics services,
- iii) the Automotive division's ability to preserve margins,
- iv) pre-owned vehicle logistics operation (which requires little investment) and
- v) the positive performance of the Integrated Logistics Division.

All of Tegma's current and prospective operations are evaluated using EVA as a criteria for value generation and viability.

Chart 14 – Consolidated return on invested capital (ROIC)

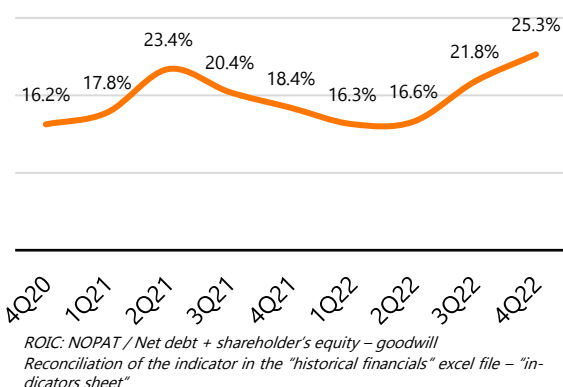
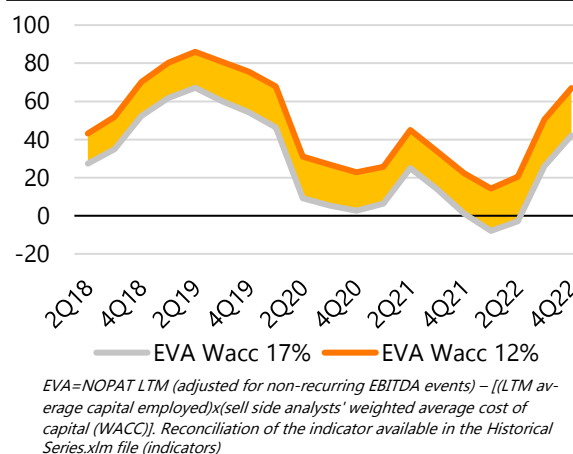


Chart 16 – EVA (Economic value added) (consolidated) (R\$ mi)



EBITDA Reconciliation

	4Q22	4Q21	2022	2021
Net Income	56.8	29.3	159.7	107.8
(-) Income tax and social contribution	-17.2	-10.0	-48.2	-16.6
(-) Financial result	7.1	-1.0	6.7	-3.0
(-) Depreciation and Amortization	-13.4	-12.5	-53.1	-50.9
(-) Equity Pickup	2.1	4.2	10.6	9.2
EBITDA	78.2	48.5	243.7	169.0
(-) Provision for legal proceedings from former subsidiary Direct (i)	-	-	-6.6	-
(-) PIS/Cofins tax base revision (ii)	-	-	-	5.7
(-) Business combination proposal expenses (iii)	-	-	-	-1.2
(-) Gains on sale of equity interest (iv)	-	2.6	-	2.6
(-) Catlog tax credit (v)	5.5	-	5.5	-
Adjusted EBITDA	72.7	45.9	244.9	161.9

- i. Provision for legal proceedings of the former subsidiary Direct Express⁷, amounting for R\$ 6.6 million, as per Notes 16 (i) and 23 (ii)
- ii. Tax credit as explained in Note 7 (ii) and Note 23 (ii)
- iii. Expenses with third parties during the evaluation of the Business Combination proposal received in July 2021 (Note 22, (ii))
- iv. Gains on the sale of equity interest in subsidiary (Note 23 (v))
- v. Tax credit from subsidiary Catlog, as per Notes 7 (iii) and 23 (i)

Shareholder composition

Categoria	# ações TGMA3 ON	% Total
Mopia Participações e Empreendimentos Ltda.	15.396.481	23,3%
Cabana Empreendimentos e Participações Ltda.	4.817.704	7,3%
Coimex Empreendimentos e Participações Ltda.	13.207.034	20,0%
Other controlling shareholders (individuals)	509.473	0,8%
Directors and board	101	0,0%
Treasurt	65.143	0,1%
Controllers, administrators and treasury	33.996.036	51,5%
Free float	32.006.979	48,5%
Total shares	66.002.915	100,0%

⁷ Provision arising from the sale of Direct Express, signed between the Company and 8M Participações, which provides that the Company is obliged to indemnify 8M Participações for any legal claims corresponding to facts prior to the date of purchase, which exceed in their aggregate value R\$ 40 million. On the other hand, 8M Participações undertakes to indemnify the Company for any legal claims corresponding to events subsequent to the date of purchase. In 2017, the amount of obligations paid by 8M Participações indemnifiable by the Company exceeded the aggregate value. On December 31, 2022, the balance of existing provisions, known to the Company, totals R\$ 11.0 million.



TEG
Invest

TegInvest: Tegma's IR Podcast (portuguese only)

Vehicle Logistics:
programming, tracking
and yard management

4

New
episode

How startups can bring more
innovation for Tegma?

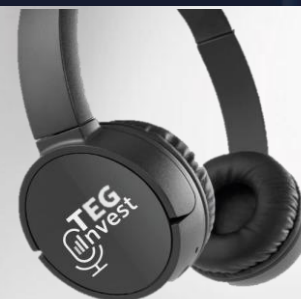
3

How does the Chemical Logistics
Processes work and what are
Tegma's differentials?

2

Innovation in Logistics

1



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Tegma Gestão Logística SA and subsidiaries
Income statement
 (in R\$ million)

Income statement	4Q22	2022	Chg % vs		4Q21	2021
			4Q21	2021		
Gross revenue	506.3	1,691.9	33.4%	34.9%	379.5	1,254.2
Taxes and deductions	(96.9)	(321.4)	30.0%	30.2%	(74.6)	(246.9)
Net revenue	409.4	1,370.5	34.3%	36.1%	304.9	1,007.3
(-) Cost of services	(326.8)	(1,095.8)	32.9%	33.7%	(245.8)	(819.4)
Personnel	(32.6)	(116.0)	20.1%	18.7%	(27.2)	(97.8)
Freight	(275.6)	(907.6)	36.6%	38.0%	(201.8)	(657.7)
Other costs	(47.0)	(166.2)	24.8%	21.9%	(37.7)	(136.3)
Taxes credit (PIS and COFINS)	28.4	94.0	36.5%	29.9%	20.8	72.4
Gross profit	82.6	274.7	39.7%	46.2%	59.1	187.9
General and administrative expenses	(23.7)	(84.3)	6.4%	8.4%	(22.3)	(77.8)
Other expenses and revenues	5.9	0.2	-	-97.4%	(0.9)	8.0
Operating income	64.8	190.6	80.1%	61.3%	36.0	118.2
Financial result	7.1	6.7	-	-	(1.0)	(3.0)
Equity	2.1	10.6	-50.0%	14.4%	4.2	9.2
Income before tax	74.1	207.9	88.6%	67.1%	39.3	124.4
Income tax	(17.2)	(48.2)	72.6%	190.5%	(10.0)	(16.6)
Net income	56.8	159.7	94.1%	48.1%	29.3	107.8
<i>Net margin %</i>	<i>13.9%</i>	<i>11.7%</i>	<i>4.3 p.p.</i>	<i>1.0 p.p.</i>	<i>9.6%</i>	<i>10.7%</i>

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Tegma Gestão Logística SA and subsidiaries
Balance sheet
(in R\$ million)

	Dec-21	Sep-22	Dec-22
Current assets	507.2	496.8	552.7
Cash at bank and on hand	1.2	1.9	1.6
Short-term investments	145.9	135.4	188.7
Accounts receivable	302.7	289.1	314.1
Related parties	0.1	0.0	0.2
Inventories	1.3	1.2	1.0
Income tax and social contribution	1.2	2.2	2.3
Taxes to recover	43.4	41.2	24.7
Other receivables	8.9	20.3	15.3
Prepaid expenses	2.6	5.5	4.9
Non-current assets	56.3	48.4	60.7
Taxes to recover	9.7	5.6	19.8
Income tax and social contribution	12.9	13.8	13.8
Other accounts receivable	1.5	1.5	1.5
Deffered fiscal asset	9.3	7.4	5.7
Marketable securities	3.6	-	-
Related parties	1.1	1.1	1.1
Judicial deposits	18.2	19.0	18.8
Long term Assets	481.3	490.3	497.7
Investments	40.1	47.1	48.0
Property and equipment	206.9	212.5	225.2
Intangible assets	172.6	174.3	176.1
Right of use assets	61.8	56.4	48.5
Total assets	1,044.8	1,035.4	1,111.1
	Dec-21	Sep-22	Dec-22
Current liabilities	219.7	219.8	240.4
Loans and financing	63.9	56.4	59.2
Lease liabilities	30.8	33.8	33.1
Suppliers	47.8	30.4	49.4
Taxes payable	16.2	19.3	21.0
Salaries and social charges	24.5	27.0	26.4
Other accounts payable	27.1	31.4	39.1
Related parties	0.1	0.2	0.8
Income tax and social contribution	9.3	21.4	11.4
Non-current liabilities	143.7	78.4	103.6
Loans and financing	65.0	10.0	42.6
Related parties	0.6	0.5	0.5
Lease liabilities	38.9	28.0	20.5
Deferred fiscal liabilities	5.6	4.6	8.9
Provision for contingencies and other liabilities	30.8	32.3	28.4
Actuarial liabilities	2.9	2.9	2.7
Shareholders equity	680.7	736.4	766.2
Capital stock	318.5	318.5	318.5
Profit reserve	342.5	357.3	410.6
Retained earnings	-	63.2	-
Treasury shares	(0.3)	(0.3)	(0.3)
Assets valuation adjustment	(2.3)	(2.3)	(2.2)
Additional proposed dividend	22.3	-	39.6
Minority interest	0.6	0.8	0.9
Total liabilities and shareholders' equity	1,044.8	1,035.4	1,111.1

Tegma Gestão Logística SA and subsidiaries
Cash flow statement
(in R\$ million)

	4Q22	4Q21	2022	2021
Net income for the period	56.8	29.3	159.7	107.8
Depreciation and amortization	5.6	5.5	22.1	22.0
Right of use assets amortization	7.7	6.9	31.0	28.9
Interest and exchange variation on unpaid loans and debentures	2.7	3.2	11.6	10.3
(Reversal of) provision for contingencies	0.4	2.6	6.9	4.9
Interest on leasing	1.5	1.1	5.3	5.0
Equity	(2.1)	(4.2)	(10.6)	(9.2)
Loss (gains) on disposal of assets	0.0	0.0	0.2	0.4
Right of use of assets withdrawn	-	0.0	-	-
Allowance for (reversal of) doubtful accounts	0.0	0.7	0.4	1.1
Extemporaneous tax credits	(15.3)	-	(15.3)	(9.0)
Deferred income and social contribution taxes	5.9	2.3	5.3	11.1
Current income and social contribution taxes	-	2.2	-	-
Gains on sale of assets	-	(2.6)	(0.8)	(2.6)
Expenses (revenues) not affecting cash flows	6.5	17.7	56.0	63.0
Accounts receivable	(25.0)	(106.9)	(11.8)	(91.7)
Taxes recoverable	16.0	5.0	57.8	4.0
Judicial deposits	(0.2)	(0.2)	0.0	(0.4)
Other assets	6.1	(0.2)	(7.7)	(1.6)
Suppliers and freight payable	6.6	9.3	(13.3)	15.3
Salaries and related charges	(0.6)	(1.1)	1.9	3.7
Increase (decrease) in related parties	0.5	(0.3)	0.6	0.1
Other liabilities	8.7	5.1	13.5	(3.8)
Changes in assets and liabilities	12.0	(89.4)	40.9	(74.3)
Interest on loans, financing and swap	0.0	(2.0)	(11.3)	(9.4)
Interest paid on debentures	-	-	-	(0.7)
Interest on leasing	(1.6)	(1.2)	(7.0)	(5.6)
Lawsuits paid	(3.2)	(1.5)	(9.6)	(10.6)
Income and social contribution taxes paid	(7.5)	(2.6)	(20.9)	(16.6)
(A) Net cash generated by (used in) operating activities	63.0	(49.7)	207.8	53.5
Dividends received	1.3	2.2	6.7	6.6
Acquisition of intangible assets	(3.7)	(1.7)	(7.7)	(5.3)
Acquisition of property and equipment and intangible assets	(4.2)	(4.0)	(22.4)	(23.3)
Cash & cash equivalents - Catlog Logística	(0.0)	-	0.5	-
Payment of investment acquisition	-	-	(5.9)	-
Proceeds from sale of assets	(0.1)	0.1	0.6	0.8
Disposal of investments	-	3.8	-	3.8
(B) Net cash generated by (used in) investing activities	(6.7)	0.3	(28.1)	(17.4)
Dividends paid	(27.0)	(17.1)	(74.0)	(51.8)
New loans	32.6	-	32.6	-
Payment of loans and financings	-	-	(60.0)	(40.0)
Payment of leasing	(8.7)	(7.8)	(35.1)	(32.5)
Payment of debentures	-	-	-	(25.0)
(C) Net cash generated by (used in) financial activities	(3.2)	(24.9)	(136.5)	(149.4)
Changes in cash (A + B + C)	53.1	(74.3)	43.2	(113.3)
Cash at beginning of period	137.2	221.4	147.1	260.4
Cash at end of year	190.3	147.1	190.3	147.1

Tegma Gestão Logística SA and subsidiaries
Statements of change in equity
 (in R\$ million)

	Capital	Legal reserve	Tax incentive reserve	Retained profit	Additional dividend proposed	Treasury stock	Equity adjustment	Retained earnings (accumulated losses)	Non-controlling interest	Total equity
Balance on January 1, 2021	318.5	32.6	58.2	204.7	12.5	(0.3)	(1.6)	-	1.0	625.6
Net income for the period	-	-	-	-	-	-	-	108.1	(0.3)	107.8
Tax incentives	-	-	15.5	-	-	-	-	(15.5)	-	-
Non-controlling interest	-	-	-	-	-	-	-	-	-	-
Dividends and interest on equity	-	-	-	(39.3)	22.3	-	-	(22.3)	-	(39.3)
Set up of actuarial liability	-	-	-	-	-	-	(0.5)	-	-	(0.5)
Deferred taxes on actuarial liabilities	-	-	-	-	-	-	0.2	-	-	0.2
Payment of additional dividends	-	-	-	-	(12.5)	-	-	-	-	(12.5)
Other	-	-	-	0.5	-	-	(0.4)	-	(0.1)	(0.0)
Set up of reserves	-	5.4	-	64.9	-	-	-	(70.3)	-	-
Balance on December 30, 2021	318.5	38.0	73.7	230.8	22.3	(0.3)	(2.3)	-	0.6	681.3
Balance on October 01, 2021	318.5	32.6	68.8	204.7	-	(0.3)	(1.6)	46.0	0.8	669.4
Net income for the period	-	-	-	-	-	-	-	29.4	(0.1)	29.3
Tax incentives	-	-	4.9	-	-	-	-	(4.9)	-	-
Non-controlling interest	-	-	-	-	-	-	-	-	-	-
Dividends and interest on equity	-	-	-	(39.3)	22.3	-	-	(0.2)	-	(17.1)
Set up of actuarial liability	-	-	-	-	-	-	(0.5)	-	-	(0.5)
Deferred taxes on actuarial liabilities	-	-	-	-	-	-	0.2	-	-	0.2
Payment of additional dividends	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	0.5	-	-	(0.4)	-	(0.1)	(0.0)
Set up of reserves	-	5.4	-	64.9	-	-	-	(70.3)	-	-
Balance on December 30, 2021	318.5	38.0	73.7	230.8	22.3	(0.3)	(2.3)	-	0.6	681.3
Balance on January 01, 2022	318.5	38.0	73.7	230.8	22.3	(0.3)	(2.3)	-	0.6	681.3
Net income for the period	-	-	-	-	-	-	-	159.3	0.4	159.7
Other	-	-	-	-	-	(0.0)	(0.0)	0.0	0.0	0.0
Tax incentives	-	-	21.3	-	-	-	-	(21.3)	-	-
Set up of actuarial liability	-	-	-	-	-	-	0.2	-	-	0.2
Deferred taxes on actuarial liabilities	-	-	-	-	-	-	(0.1)	-	-	(0.1)
Dividends and interest on equity	-	-	-	(51.6)	39.6	-	-	(39.6)	-	(51.6)
Payment of additional dividends	-	-	-	-	(22.3)	-	-	-	-	(22.3)
Set up of reserves	-	8.0	-	90.5	-	-	-	(98.4)	-	-
Balance on December 30, 2022	318.5	45.9	95.0	269.6	39.6	(0.3)	(2.2)	-	0.9	767.1
Balance on October 01, 2022	318.5	38.0	88.6	230.8	-	(0.3)	(2.3)	63.2	0.8	737.2
Net income for the period	-	-	-	-	-	-	-	56.7	0.1	56.8
Tax incentives	-	-	6.5	-	-	-	-	-	-	6.5
Other	-	-	-	-	-	-	-	(6.5)	-	(6.5)
Set up of actuarial liability	-	-	-	-	-	-	0.2	-	-	0.2
Deferred taxes on actuarial liabilities	-	-	-	-	-	-	(0.1)	-	-	(0.1)
Dividends and interest on equity	-	-	-	(51.6)	61.9	-	-	(15.0)	-	(4.7)
Payment of additional dividends	-	-	-	-	(22.3)	-	-	-	-	(22.3)
Set up of reserves	-	8.0	-	90.5	-	-	-	(98.4)	-	-
Balance on December 30, 2022	318.5	45.9	95.0	269.6	39.6	(0.3)	(2.2)	-	0.9	767.1

Tegma Gestão Logística SA and subsidiaries
Statements of change in value added
(in R\$ million)

	Chg. Vs					
	4Q22	2022	4Q21	2021	4Q21	2021
Gross sale of services	481.1	1,609.2	34.3%	36.1%	358.2	1,182.1
Other income	9.4	11.4	-	-50.2%	(0.4)	22.8
(Reversal of) allowance for doubtful accounts	(0.3)	(0.4)	-51.6%	-64.3%	(0.7)	(1.1)
Income	490.1	1,620.1	37.2%	34.6%	357.1	1,203.7
Cost of services provided	(275.6)	(908.1)	36.6%	38.1%	(201.8)	(657.7)
Materials, energy, third-party services and other operating expenses	(43.7)	(147.6)	32.9%	30.9%	(32.9)	(112.8)
Input products acquired from third parties	(319.3)	(1,055.7)	36.1%	37.0%	(234.7)	(770.5)
Net value added produced by the Company	170.8	564.4	39.5%	33.8%	122.4	421.9
Depreciation and amortization	(5.6)	(22.1)	1.8%	0.5%	(5.5)	(22.0)
Right of use assets amortization	(7.7)	(31.0)	11.5%	7.3%	(6.9)	(28.9)
Gross value added	157.4	511.3	43.2%	37.8%	110.0	371.0
Equity pickup	2.1	10.6	-50.0%	14.4%	4.2	9.2
Financial income	11.6	28.7	53.3%	57.2%	7.6	18.3
Total value added to be distributed	171.2	550.6	40.6%	38.2%	121.8	398.5
	-	-	-	-	-	-
Personnel and related charges	41.1	146.6	-72.0%	-72.2%	35.1	126.3
Direct compensation	32.3	114.3	-71.7%	-71.8%	27.3	96.9
Benefits	6.9	25.6	-73.1%	-74.1%	6.0	23.0
FGTS	1.9	6.8	-71.6%	-70.7%	1.9	6.4
Taxes, charges and contributions	67.5	216.6	-68.9%	-65.9%	48.0	140.7
Federal	36.2	112.8	-67.9%	-61.6%	24.5	63.9
State	29.9	98.0	-69.5%	-69.0%	22.4	72.2
Local	1.4	5.9	-75.3%	-75.0%	1.1	4.6
Financing agents	62.6	187.4	-66.6%	-70.6%	38.7	131.6
Interest and exchange variations	4.5	22.0	-79.6%	-59.9%	8.5	21.3
Rent	1.3	5.7	-77.0%	-65.8%	0.9	2.5
Dividends	27.0	51.6	-47.6%	-36.1%	39.3	61.4
Retained profits (losses)	29.7	107.7	-72.4%	-	(9.9)	46.7
Non-controlling interest	0.1	0.4	-70.1%	-52.6%	(0.1)	(0.3)
Value added distributed	171.2	550.6	-68.9%	-69.4%	121.8	398.5

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