



RESULTS PRESENTATION 2021 2nd QUARTER

August 5, 2021

3pm BRT
2pm US-EST

DISCLAIMER – FORWARD LOOKING STATEMENTS



This communication contains forward-looking statements based on the current expectations and beliefs of Tagma's management. The ongoing COVID-19 pandemic imposes significant risks and uncertainties on the statements, including those discussed below.

Unless indicated, Tagma is providing this information as of the date of this communication and does not undertake any obligation to update any forward-looking statements contained in this document as a result of new information, future events or otherwise.

No forward-looking statement can be guaranteed and actual results may differ materially from those we project.



QUARTER HIGHLIGHTS



- Approval of the payment of dividends and interest on equity referring to the first semester of 2021
- Recognition of the PIS/ COFINS tax credit
- Renewal of the Integrated Logistics contract
- JSL – Tegma business combination proposal
- Parts and component supply Issues and the Impact on the Automotive Industry
- Substantial changes in Market Share – Automotive Industry
- Tegma’s new institutional website (www.tegma.com.br)



ESG Initiatives



1) Submission of the 2019 and 2020 greenhouse gas emissions inventory in the GHG Protocol

Programa Brasileiro
GHG Protocol



2) CNG Truck Test - Chemical Operation / Integrated Logistics



3) Submission - CDP and ECOvadis

ecovadis



DISCLOSURE INSIGHT ACTION

4) Approval of the
Related Parties
Transactions and Anti-
Corruption policies

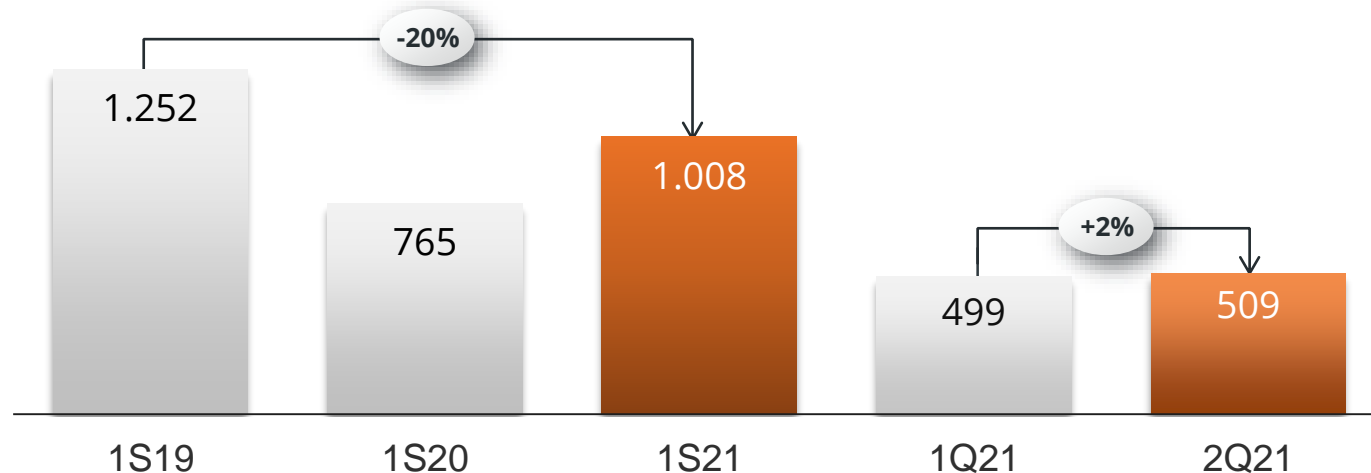
5) TfS Audit – Together for
Sustainability



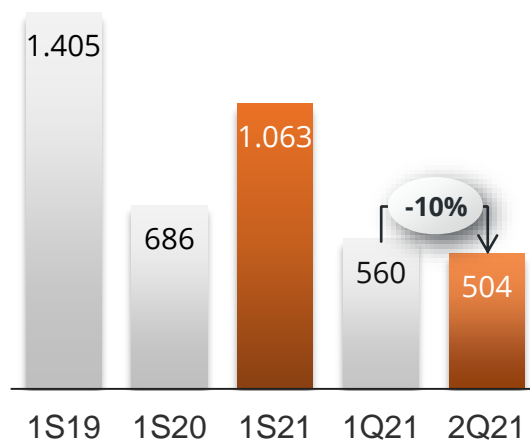
AUTOMOTIVE MARKET

Light and light commercial vehicles. In Thousand

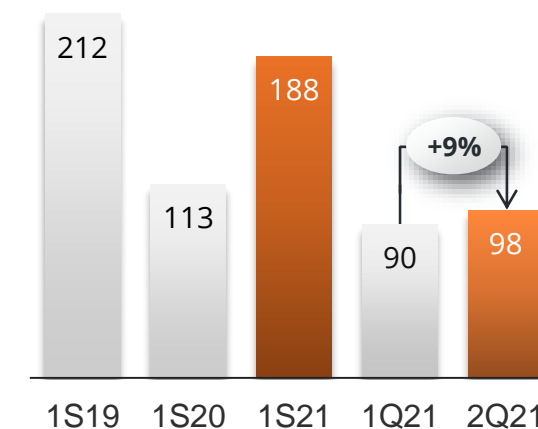
DOMESTIC SALES



PRODUCTION



EXPORTS



The **automotive market** posted stable indicators, even in the scenario of difficulties q/q, in the supplying of parts, showing that the **demand remains unmet**

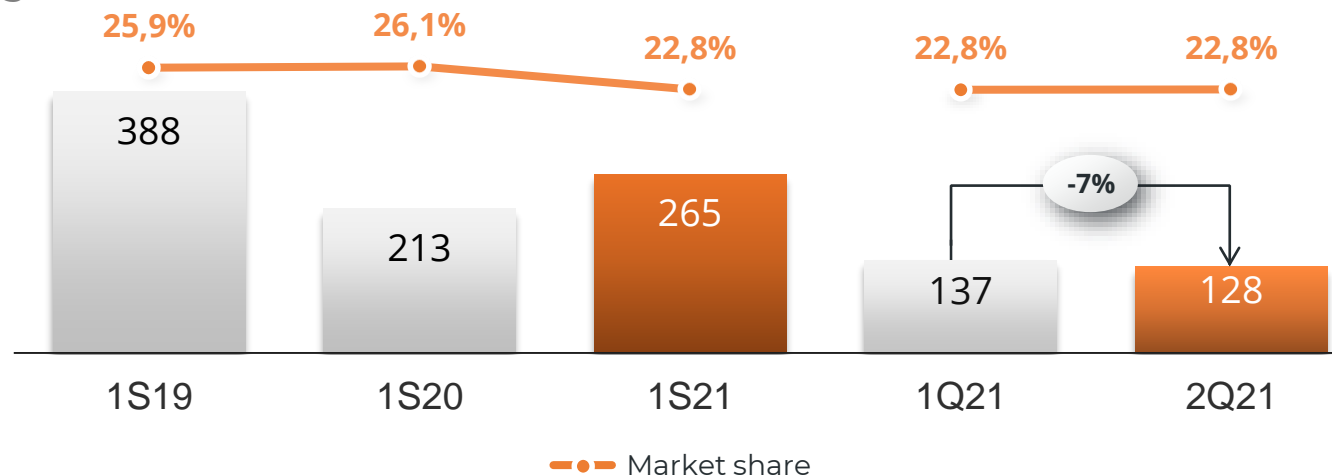
Auto haulers trucks in Miro Vetorazzo yard - São Bernardo do Campo/SP

OPERATION HIGHLIGHTS – AUTOMOTIVE LOGISTICS DIVISION

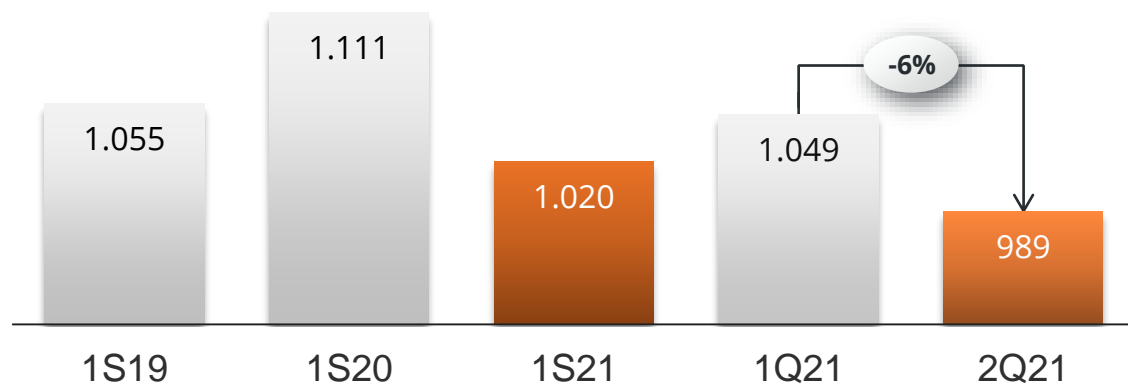


Thousand, except average distance

VEHICLES TRANSPORTED



AVERAGE DISTANCE



Changes in the automakers' market mix affected the volume of vehicles transported by Tegma, which presented a stable **q-o-q mkt share**. **Average distance** fell due to higher volumes of exports.

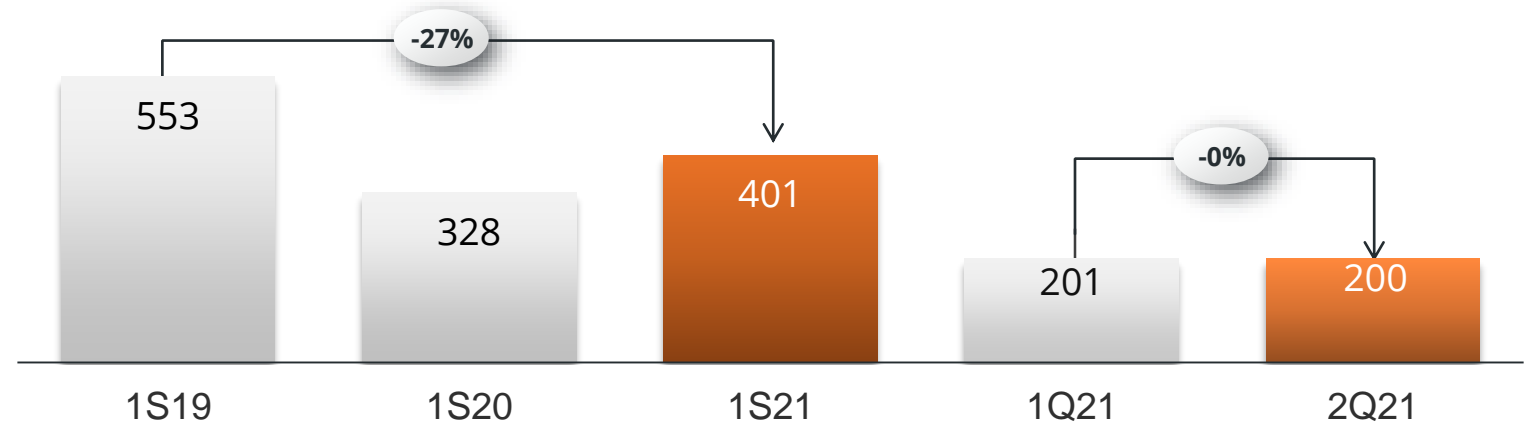


Vehicles in São José dos Pinhais yard

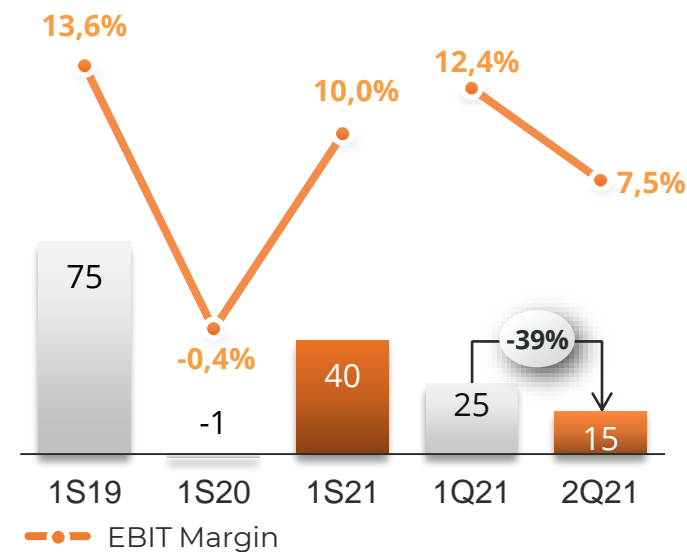
RESULTS – AUTOMOTIVE LOGISTICS DIVISION

Million

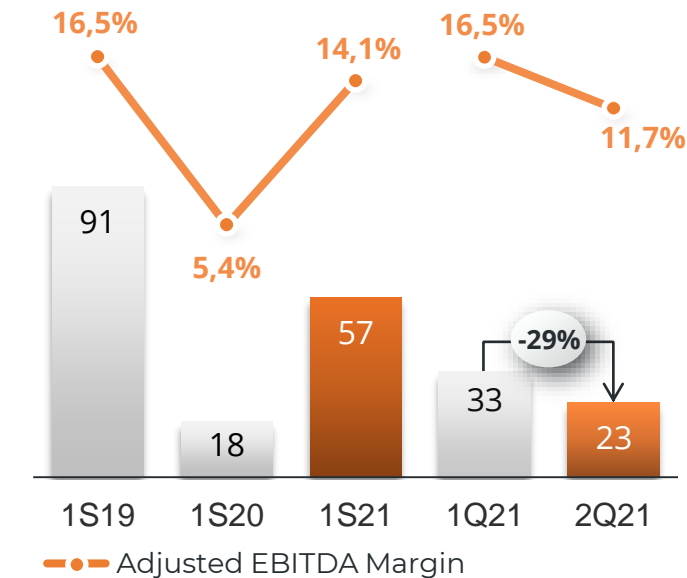
NET REVENUE



EBIT



ADJUSTED EBITDA



▶ The **division's results** reflect revenue stability q-o-q and lower margins due to a positive non-recurring event in 1Q21.



Worker in Miro Vetorazzo yard- São Bernardo do Campo/SP

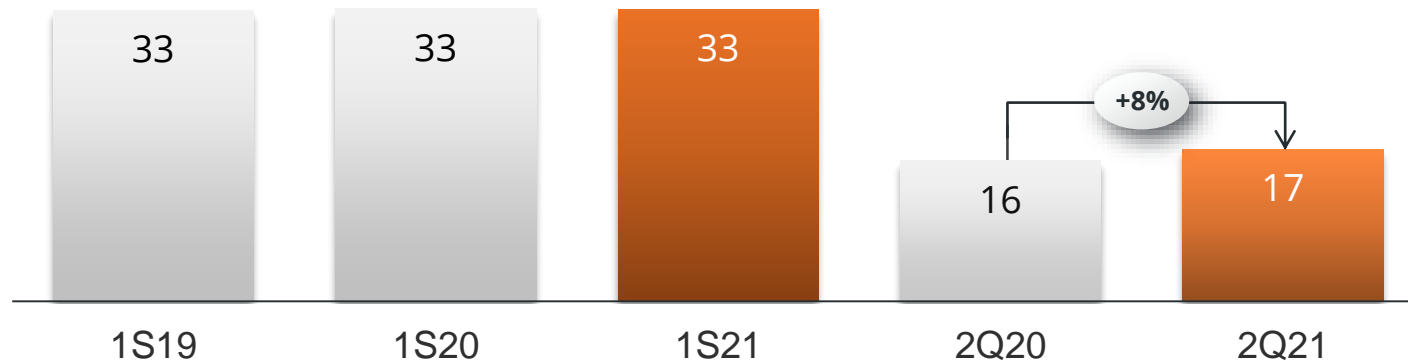
It is important to remark that EBITDA after IFRS-16 does not include the rental costs of the operation.

OPERATIONAL HIGHLIGHTS – INTEGRATED LOGISTICS DIVISION

Thousand (amount of travels) Thousand tons (other indicators)

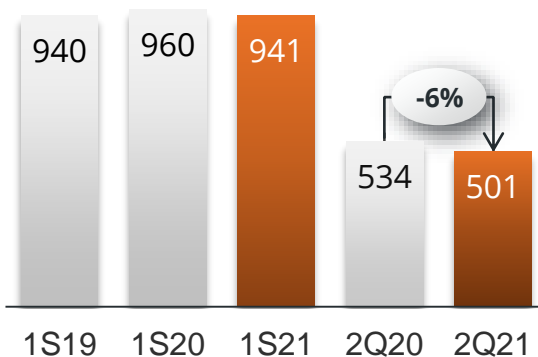
NUMBER OF TRAVELS

Mil



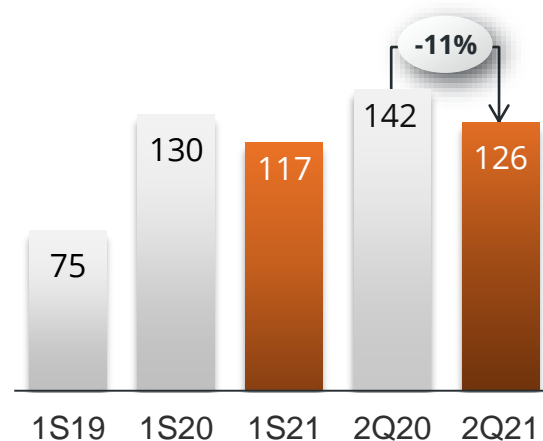
TONS TRANSPORTED

Thou tons



AVERAGE TONS STORED

Thou tons



The division's indicators reflect fluctuations in **chemical inputs inventories** resulting from ships that did not arrive and from the **household appliances operation** which remains in normal conditions in spite of the pandemic.

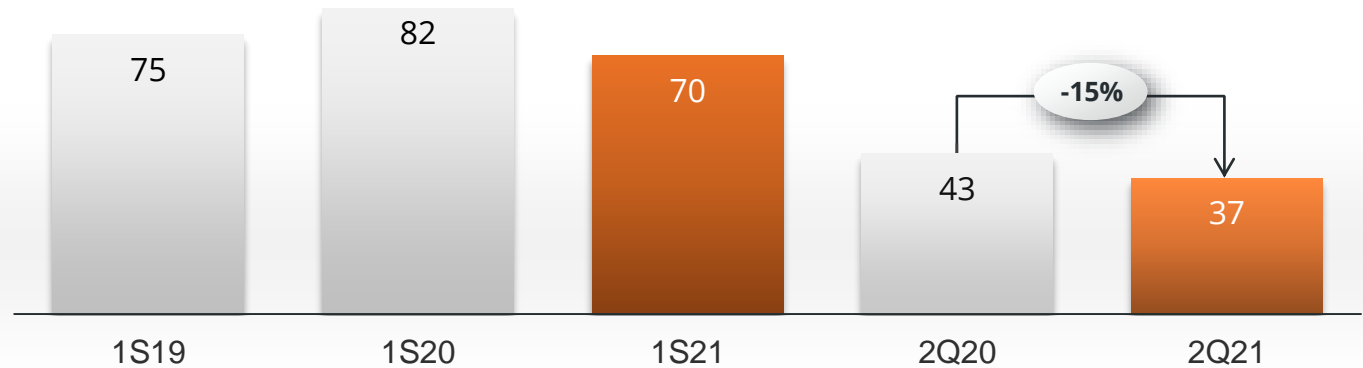


Home appliances operation - São José dos Pinhais

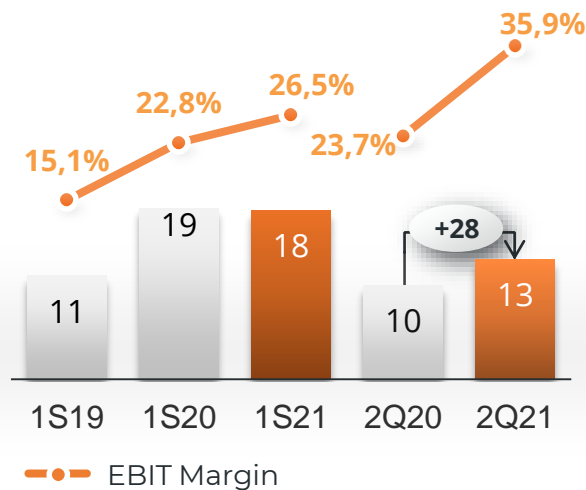
INTEGRATED LOGISTICS DIVISION RESULTS

Million

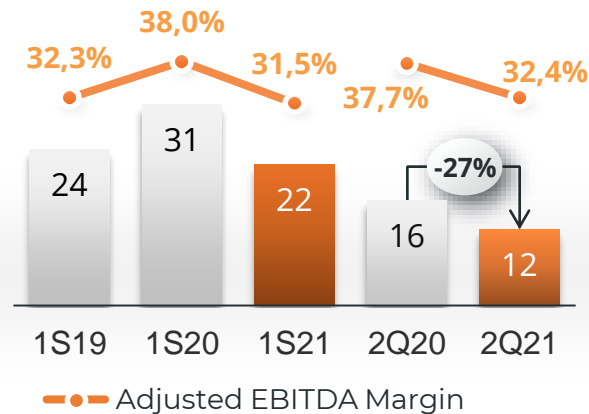
NET REVENUES



EBIT



ADJUSTED EBITDA



It is important to remark that EBITDA after IFRS-16 does not include the rental costs of the operation.

▶ The **division's results** reflect the loss of an important warehousing customer and an extemporaneous tax credit that positively impacted the EBIT margin

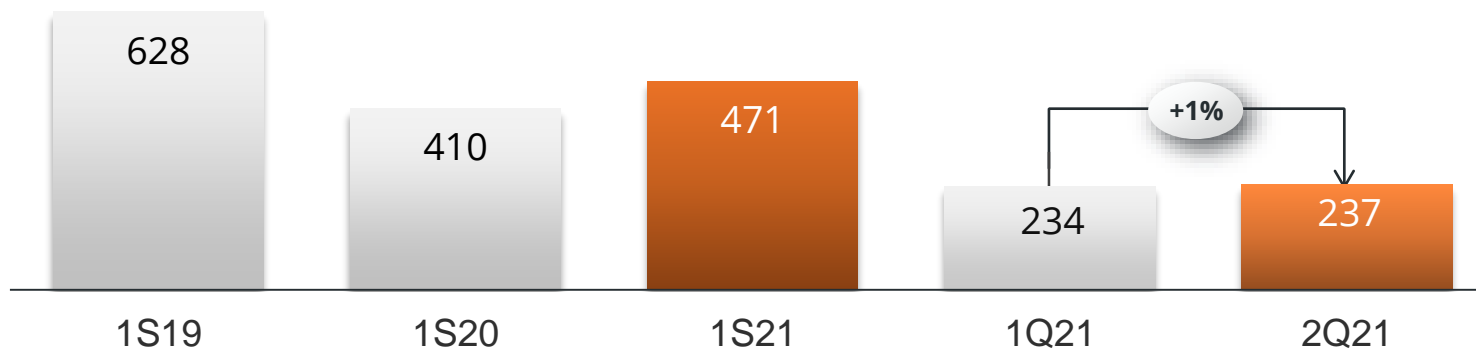


Sulphate and Soda ash warehouse of the chemical operation - Cubatão/SP

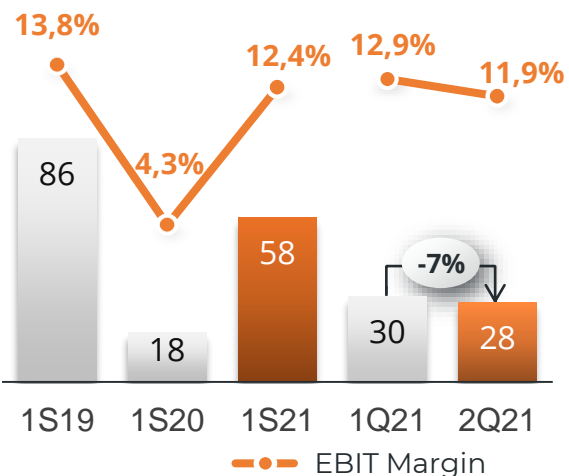
CONSOLIDATED RESULTS

Million

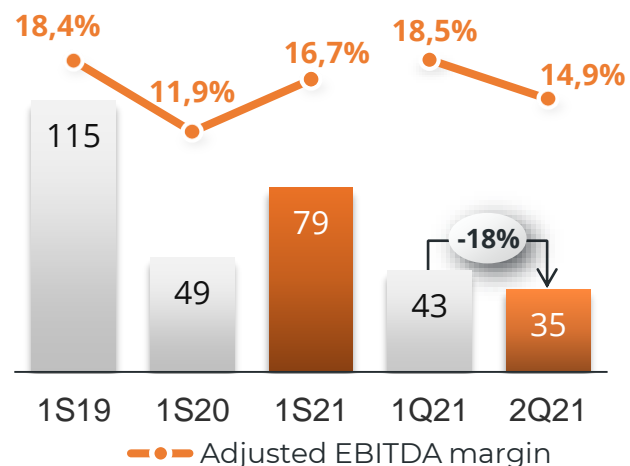
NET REVENUE



EBIT

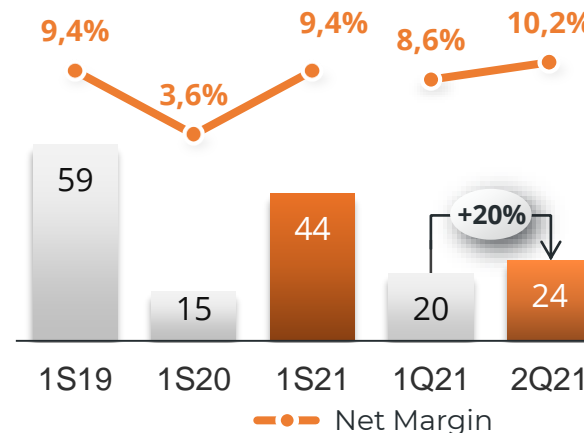


ADJUSTED EBITDA



It is important to remark that EBITDA after IFRS-16 does not include the rental costs of the operation.

NET INCOME



Due to positive non-recurring events in both quarters of 2021, the results show small losses in operating margin and, due to better equity pickup, better net margin in 2Q21.

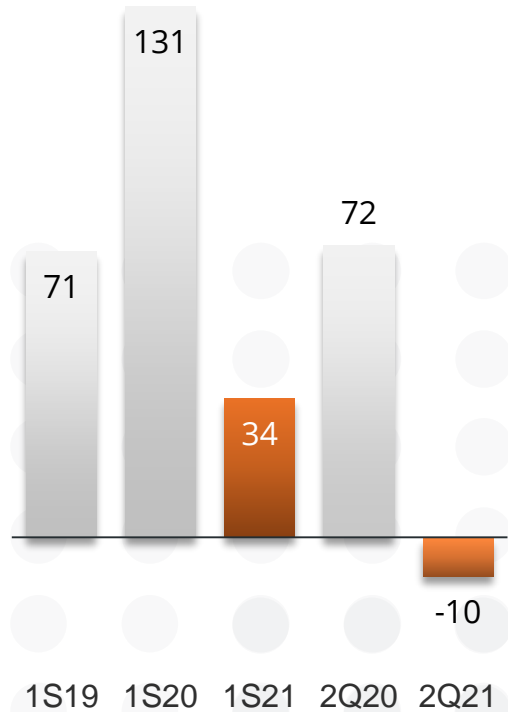


FREE CASH FLOW AND CAPEX

R\$ million, except cash-to-cash cycle (days)

FREE CASH FLOW

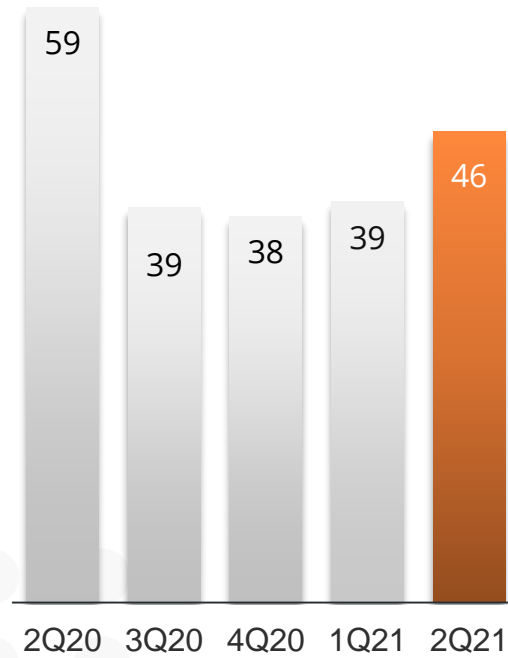
R\$ million



Operating cash generation - acquisition of fixed assets and intangible assets - payment of leasing

CASH-TO-CASH CYCLE

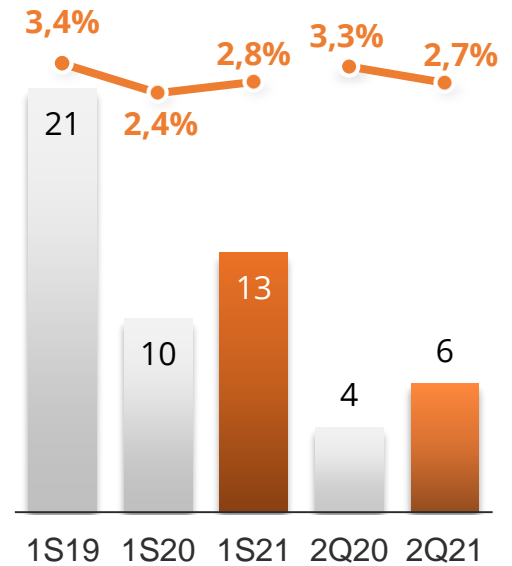
(days)



Receivables term - payable terms

CAPEX

R\$ million



— CAPEX — % of Net Revenue

Free cash flow in 2Q21 was negative, despite the good operating results and the stability of CAPEX, due to a **higher cash-to-cash cycle**.



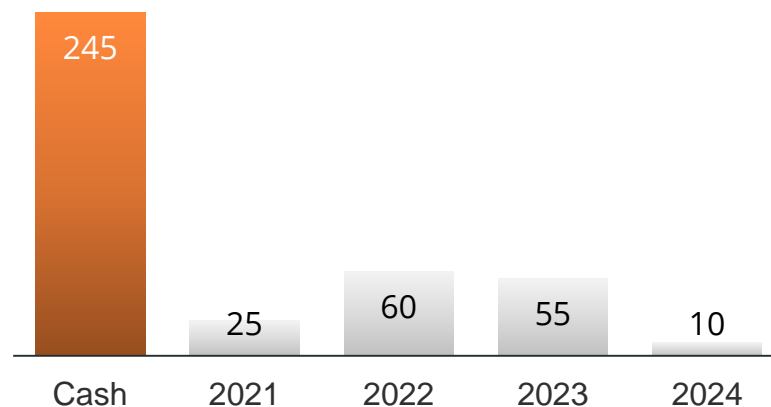
Silo Truck in warehouse of the chemical operation - Cubatão/SP

CAPITAL STRUCTURE

Million

GROSS DEBT PAYMENT AMORTIZATION

R\$ million

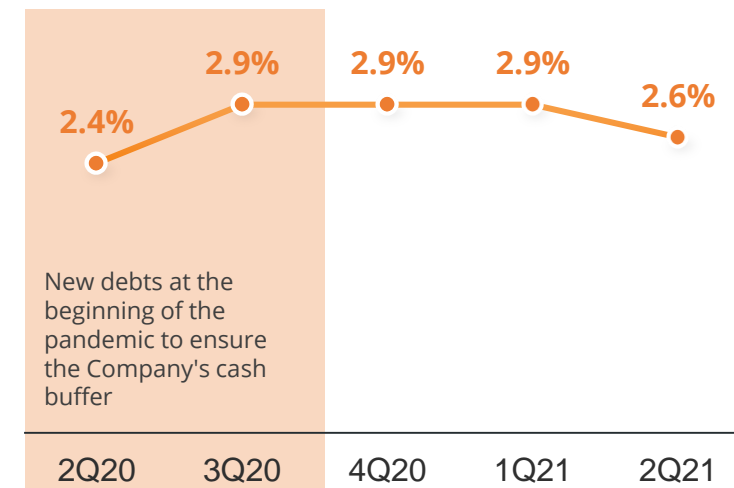


NET DEBT COMPOSITION (R\$ million)	2Q20	2Q21
(=) Gross debt	248	152
(-) Cash	287	245
(=) Net debt (cash)	(39)	(93)
Adj EBITDA 12M	184	192
Net debt/ Adj EBITDA 12M	N/A	N/A

It is important to remark that EBITDA after IFRS-16 does not include the rental costs of the operation.

GROSS DEBT COST

% + CDI (basic interest)



Rating

Fitch
Ratings

A
Local

Perspective: Stable

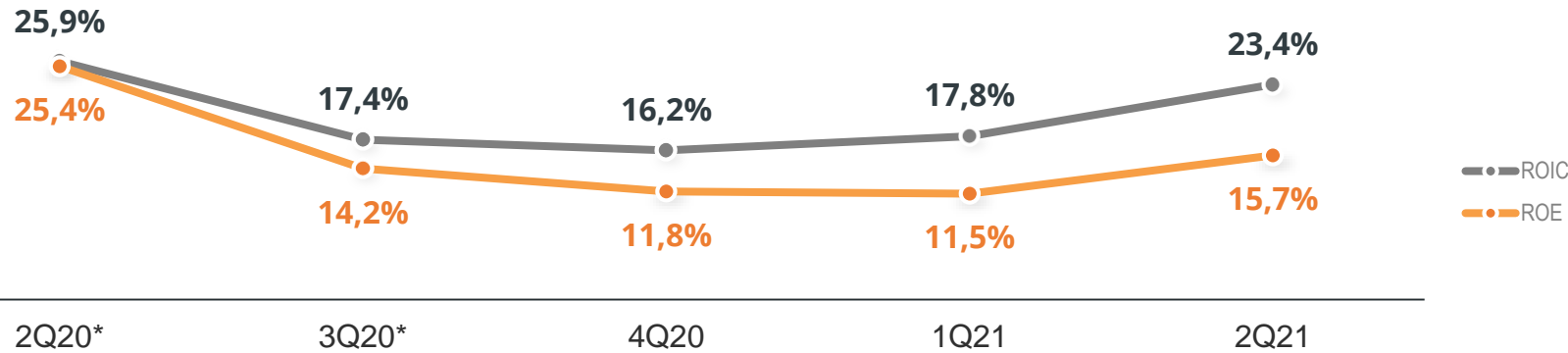
Date:
April 30, 2021

Low leverage and duly extended debt due to funding raised in 2020

RETURNS, DIVIDENDS AND TGMA3

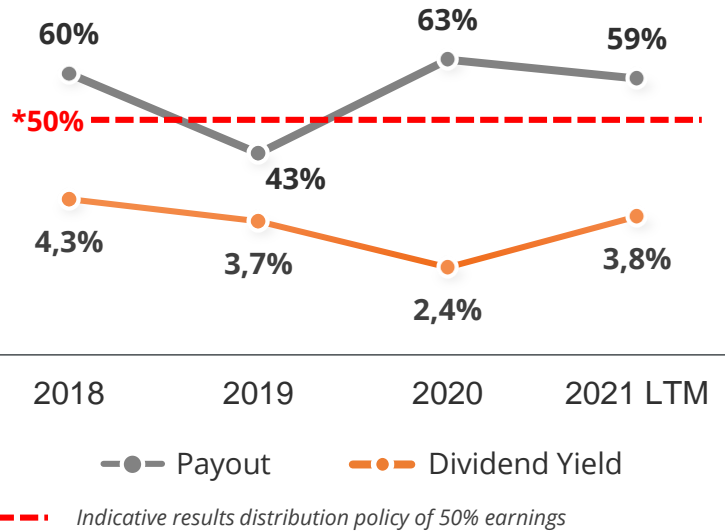


ROIC AND ROE

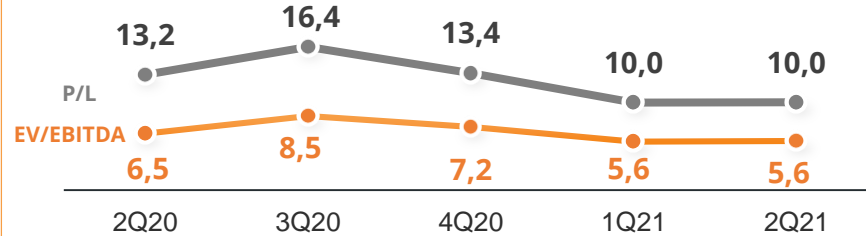


* Adjusted ROIC. The 2020 first three quarters ROIC are adjusted due to the PIS COFINS tax credit that impacted NOPAT in 3Q19 in the amount of R\$ 50 million.

DIVIDENDS HISTORICAL

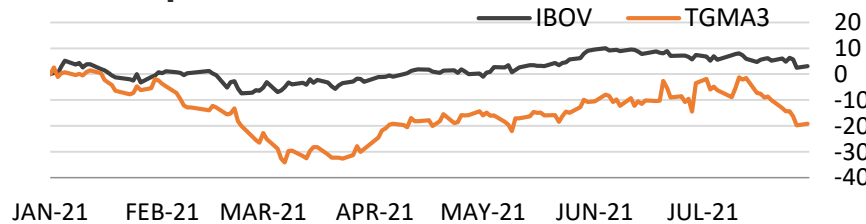


TGMA3 MULTIPLES



* Considering the sell side estimates for subsequent years

TGMA3 | BASE 0 => Jan 1st



Positive reversal of ROIC reflecting market improvement in 2H20 and the control of costs and expenses. **Dividends above 50% threshold** again and **TGMA3 multiples at minimum levels**



Auto hauler truck in the Miro Veterazzo yard - São Bernardo do Campo/SP

UPCOMING EVENTS

ACCOMPLISHED EVENTS

Q&A SECTION



Marcos Medeiros – CEO
Ramón Pérez – CFO e DRI

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