

RESULTS PRESENTATION 4Q20

March 10, 2020 3 pm BRT



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

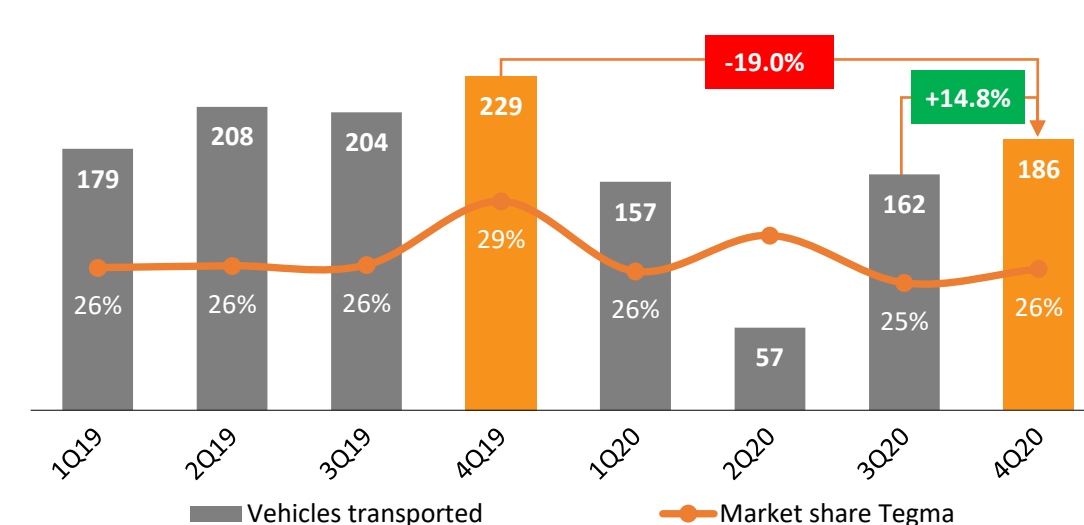
- ▶ Overview COVID-19 in 2020
- ▶ Proposed complementary distribution of dividends and interest on equity
- ▶ Closing of the Ford vehicle production in Brazil
- ▶ Merger of FCA and PSA create the new group Stellantis
- ▶ Consequences of the lack of auto parts in the automotive industry

OPERATIONAL HIGHLIGHTS – AUTOMOTIVE LOGISTICS

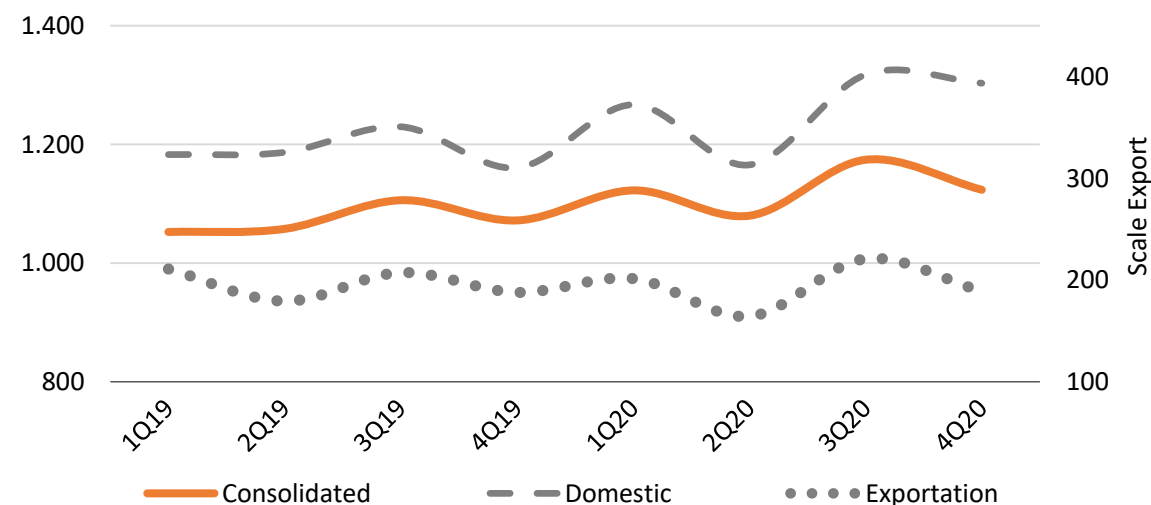
MAIN INDICATORS

(thousand)	4Q20	2020	Chg % vs	
			4Q19	2019
Vehicles sales	764.6	2,261.8	-5.7%	-26.4%
Domestic	653.2	1,954.8	-10.0%	-26.7%
Exportations	111.4	307.0	31.0%	-24.7%
Estimated wholesale sales	719.6	2,178.3	-10.2%	-29.4%
(+) Production of vehicles	646.6	1,904.7	-1.2%	-32.1%
(+) Importation of vehicles	58.8	207.7	-24.9%	-30.2%
(-) OEM's inventories change	(14.2)	(65.9)	N/A	N/A
Inventories (In OEM and dealers)	96.8	-	-66.3%	-

VEHICLES TRANSPORTED & MARKET SHARE



AVERAGE KM PER VEHICLE TRANSPORTED



	4Q20	2020	Chg % vs	
			4Q19	2019
Vehicles transported (thousand)	185.8	560.9	-19.0%	-31.7%
Domestic	155.8	483.7	-25.2%	-33.3%
Exportations	29.9	77.2	43.4%	-19.9%
Market share %	25.8%	25.7%	-2.8 p.p.	-0.9 p.p.
Average km per vehicle (km)	1,123.6	1,133.5	4.8%	5.7%
Domestic	1,303.2	1,282.5	12.3%	7.9%
Exportations	189.2	199.9	0.6%	1.7%

¹ and ² the breakdown between final sales and wholesale sales is necessary to capture the time difference that exists in the automotive industry. Final sales are those that occur between the dealerships and the final consumer or between the OEM and the exported country, the estimated wholesale sales represent the previous flow (what is produced, more than imported, less what was held in OEM inventories), these are the vehicles that actually need to be transported. * Using Wholesales sales as denominator.

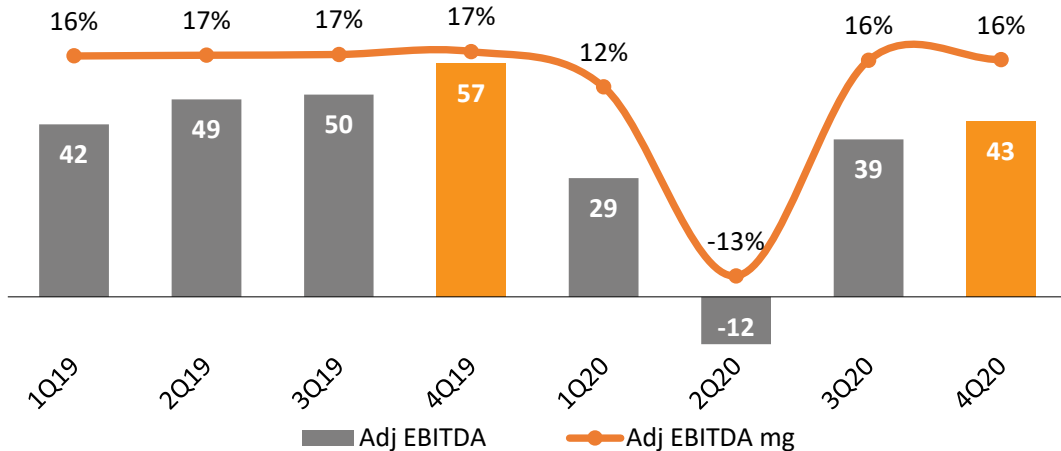
RESULTS – AUTOMOTIVE LOGISTICS

INCOME STATEMENT

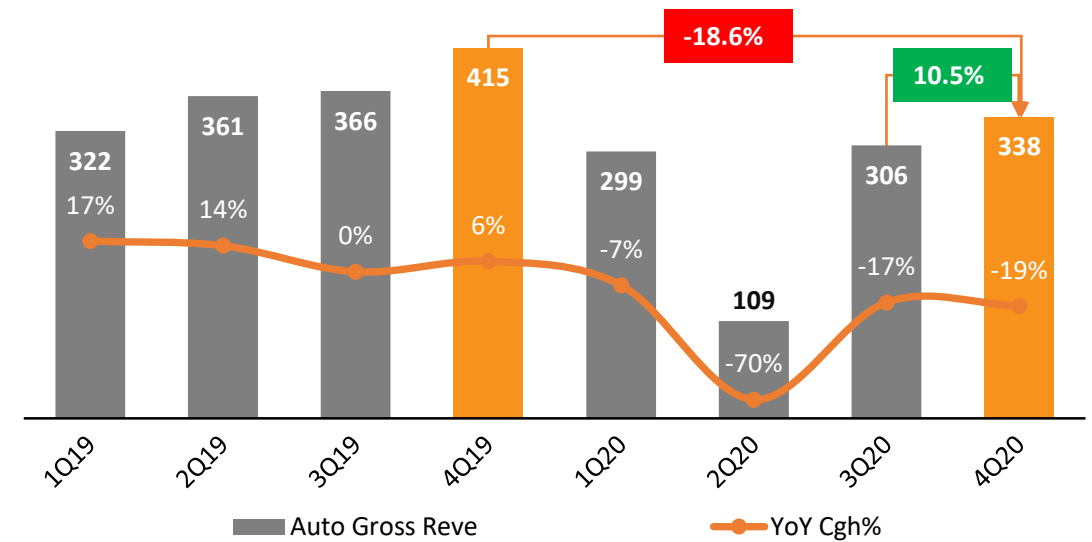
(R\$ million)	4Q20	2020	Chg % vs	
			4Q19	2019
Gross revenue	337.6	1,050.4	-18.6%	-28.2%
Net revenue	272.6	845.7	-19.2%	-28.9%
Cost of services	(213.6)	(682.2)	-17.4%	-26.5%
Gross profit	59.0	163.5	-25.0%	-37.5%
<i>Gross margin%</i>	<i>21.6%</i>	<i>19.3%</i>	<i>-1.7 p.p.</i>	<i>-2.6 p.p.</i>
Expenses	(23.0)	(97.3)	-26.9%	100.4%
Adjusted EBITDA	43.2	99.7	-24.8%	-49.8%
<i>Adjusted EBITDA Margin %</i>	<i>15.9%</i>	<i>11.8%</i>	<i>-1.2 p.p.</i>	<i>-4.9 p.p.</i>

¹ Variation impacted by the PIS/COFINS credit in the amount of R\$ 54.7 million in 3Q19. If disregarded, the division's 2020 expenses would have been 6% less than 2019

ADJUSTED EBITDA*



GROSS REVENUE



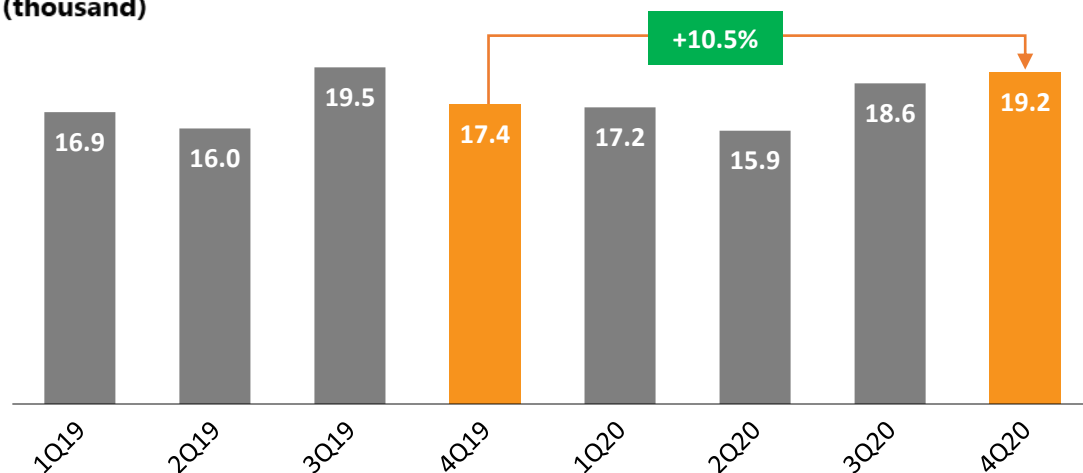
HIGHLIGHTS 4Q20 VS 4Q19

- **26.9%** reduction in administrative expenses;
- EBITDA margin of 15.9%, a drop of **1.2 p.p**
- **18.6%** drop in gross revenue;
- Gross margin of 21.6%, a drop of **1.7 p.p**;

OPERATION HIGHLIGHTS – INTEGRATED LOGISTICS

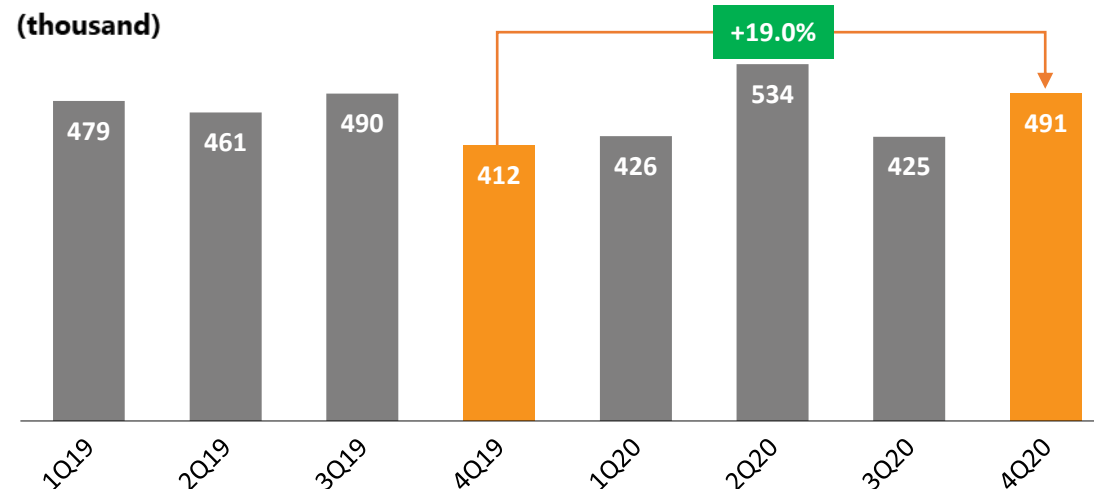
CONSOLIDATED # OF TRAVELS BY THE INTEGRATED LOGISTICS

(thousand)



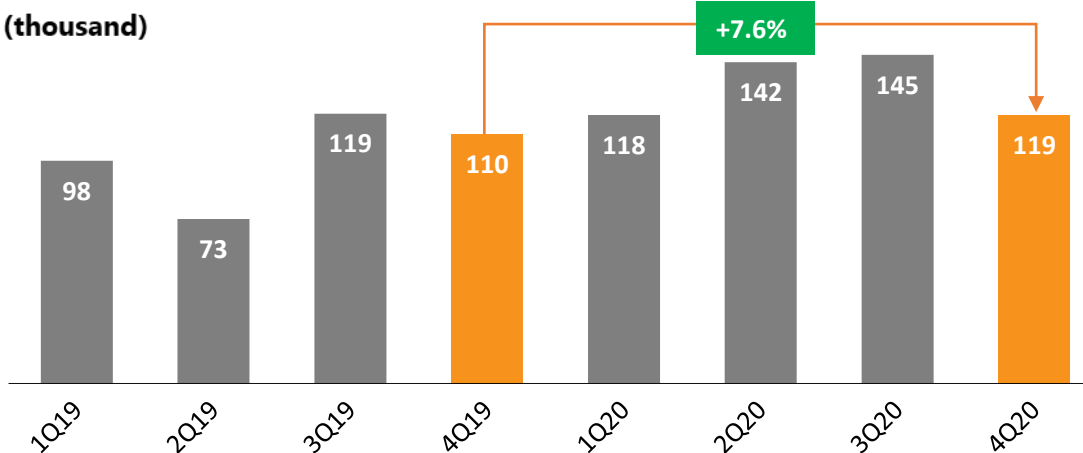
TONS TRANSPORTED BY THE CHEMICAL OPERATION

(thousand)



AVERAGE TONS STORED BY CHEMICAL OPERATION

(thousand)



HIGHLIGHTS 4Q20 VS 4Q19

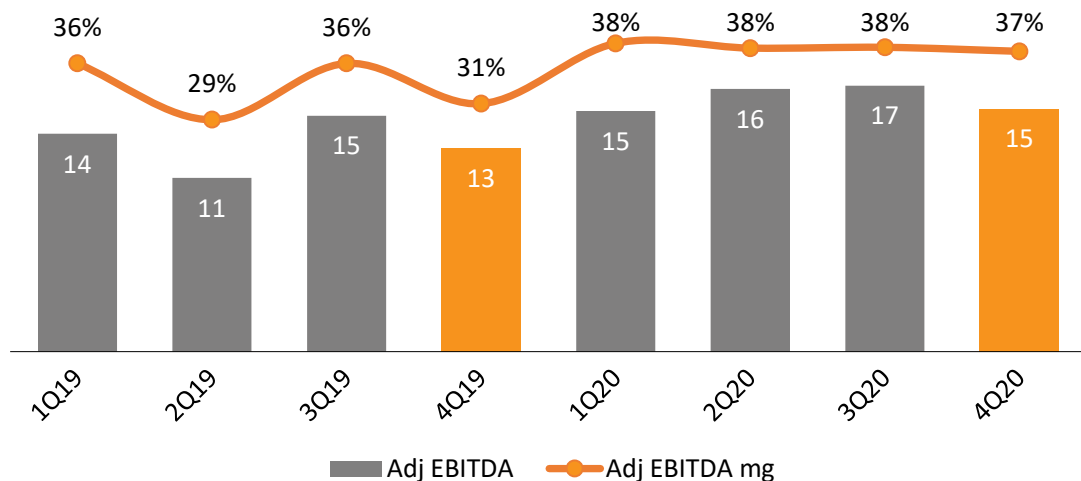
- 10.5% increase in the number of travels
- 19.0% growth in tons transported by the chemical operation
- Average tons stores by the chemical operation increased 7.6%

RESULTS – INTEGRATED LOGISTICS

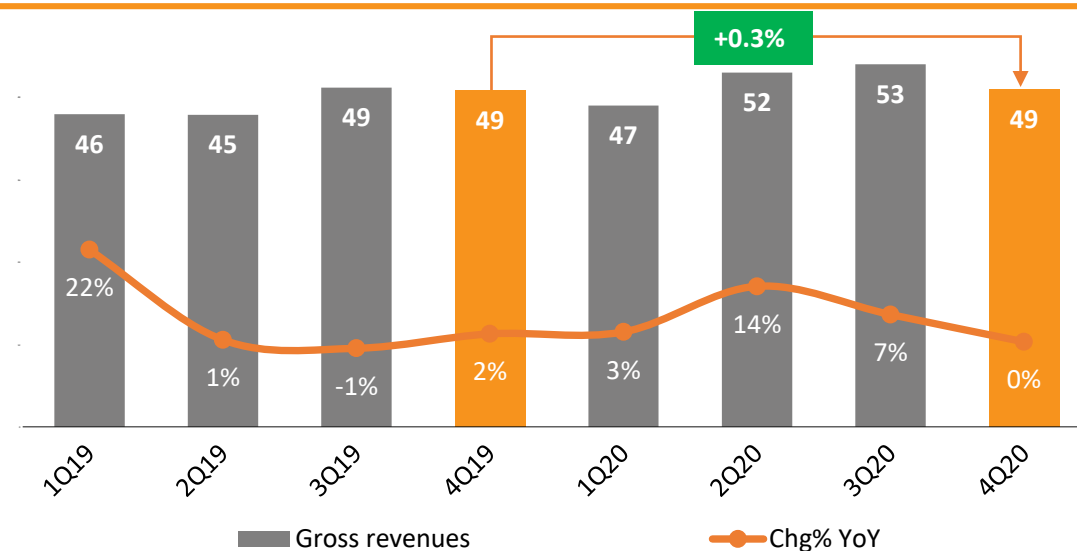
INCOME STATEMENT

(R\$ million)	4Q20	2020	Chg % vs	
			4Q19	2019
Gross revenue	49.2	200.4	0.3%	5.8%
Warehouse	5.2	35.0	-51.3%	-4.3%
Industrial logistics	44.0	165.4	14.6%	8.2%
Net revenue	40.4	166.4	-1.4%	5.9%
Cost of services	(34.2)	(129.7)	1.0%	-1.5%
Gross profit	6.2	36.7	-13.1%	44.0%
Gross margin %	15.2%	22.0%	-2.0 p.p.	5.8 p.p.
Expenses	(1.9)	(2.9)	61.9%	-
Adjusted EBITDA*	15.1	62.9	19.5%	21.8%
Adjusted EBITDA* Margin %	37.3%	37.8%	6.5 p.p.	4.9 p.p.

ADJUSTED EBITDA*



GROSS REVENUE



HIGHLIGHTS 4Q20 VS 4Q19

- **19.5%** growth in adjusted EBITDA
- EBITDA margin of 37.3%, an increase of **6.5 p.p**
- Growth of **0.3%** in gross revenue
- Gross margin of 15.2%, drop of **2.0 p.p**

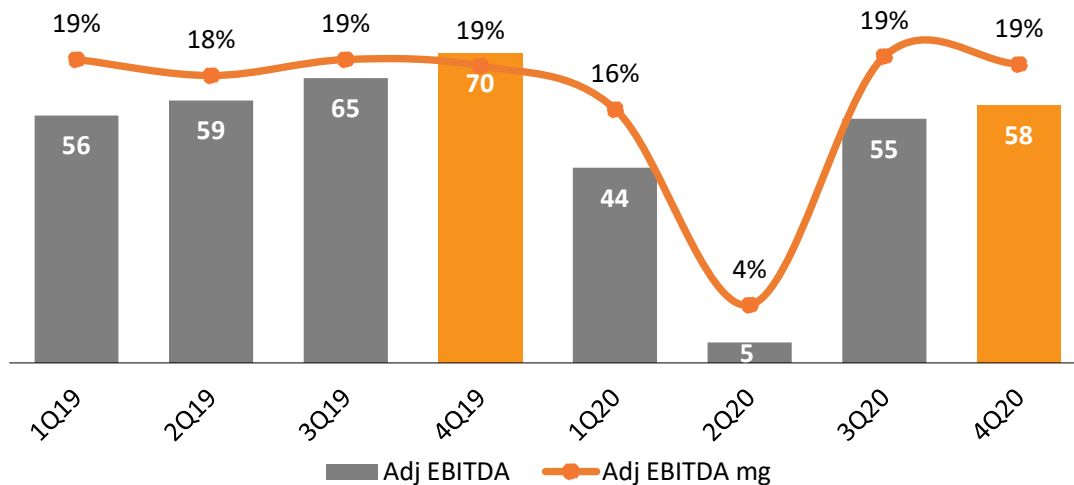
* It is important to remark that EBITDA after IFRS-16 does not include the rental costs of the operation

RESULTS - CONSOLIDATED

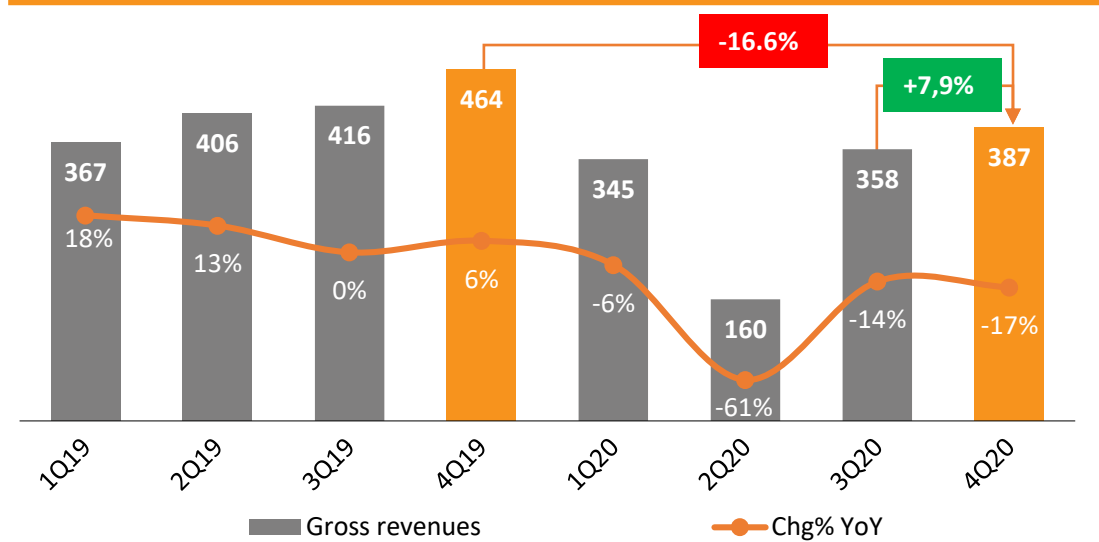
INCOME STATEMENT

(R\$ million)	4Q20	2020	Chg % vs	
			4Q19	2019
Gross revenue	386.7	1,250.8	-16.6%	-24.3%
Automotive logistics	337.6	1.050.4	-18.6%	-28.2%
Integrated logistics	49.2	200.4	0.3%	5.8%
Net revenue	313.0	1,012.0	17.3%	-24.9%
Cost of services	(247.9)	(811.9)	-15.3%	-23.4%
Gross profit	65.1	200.1	-24.0%	-30.2%
Gross margin %	20.8%	19.8%	-1.9 p.p.	-1.5 p.p.
Expenses	(24.9)	(100.2)	-23.8%	112.1%
Adjusted EBITDA*	58.3	162.5	-16.8%	-35.0%
Adjusted EBITDA* Margin %	18.6%	16.1%	0.1 p.p.	-2.5 p.p.

ADJUSTED EBITDA*



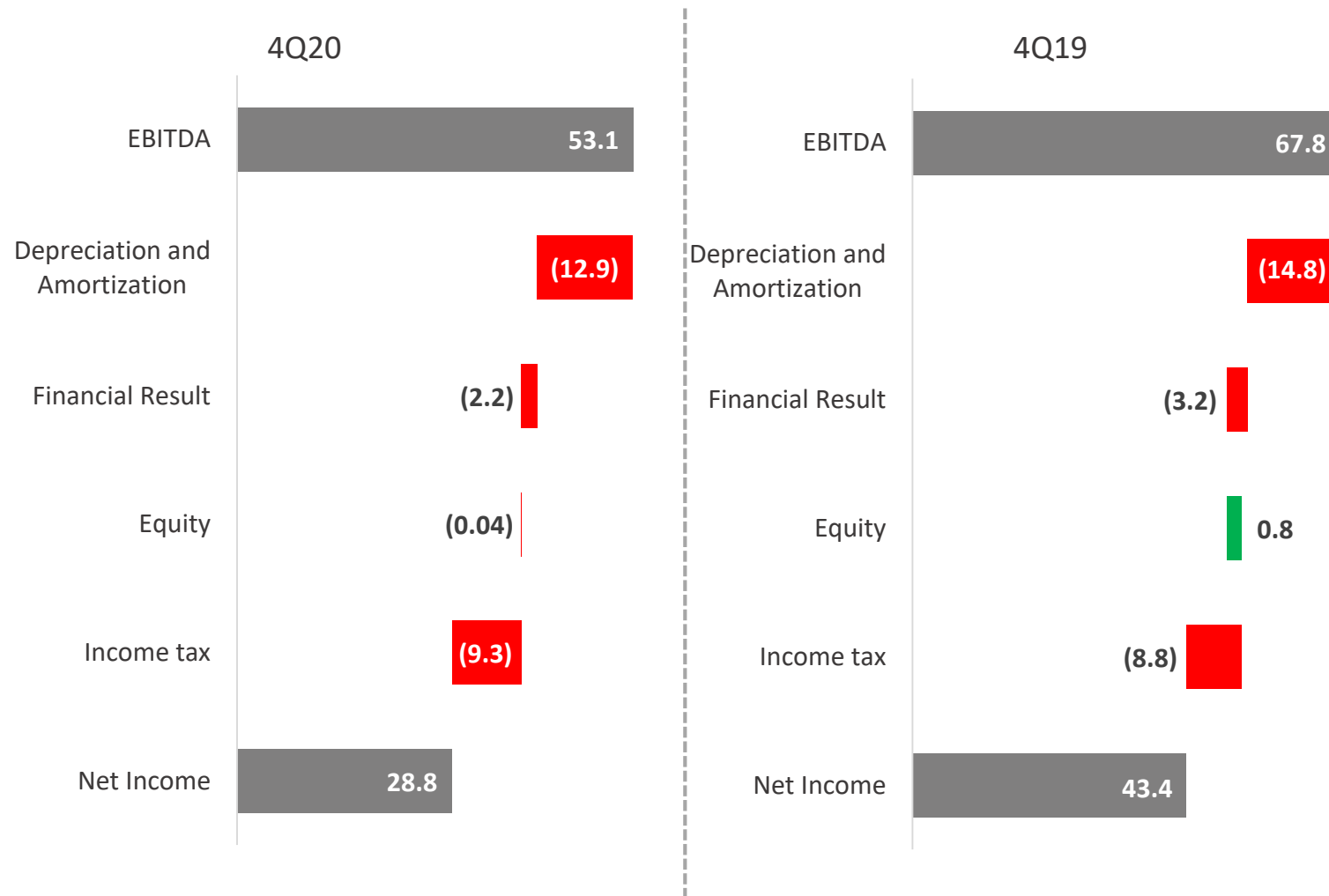
GROSS REVENUE



HIGHLIGHTS 4Q20 VS 4Q19

- EBITDA margin of 18.6%, an increase of 0.1 p.p
- 23.8% reduction in administrative expenses
- 16.8% drop in adjusted EBITDA
- Gross margin reduction by 1.9 p.p

NET INCOME



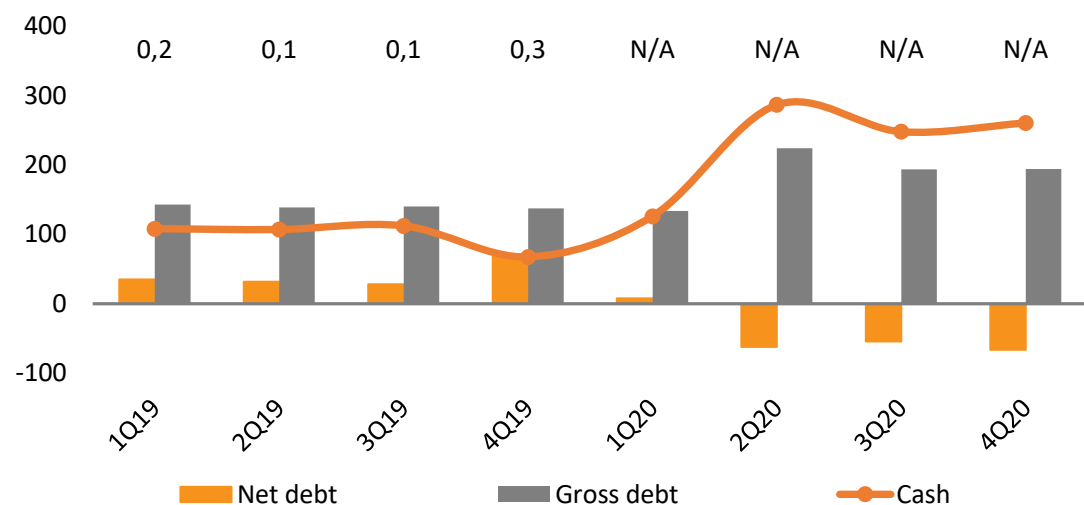
- **Financial result** was R\$ 2.2 million negative.
- **Income tax** was R\$ 9.3 million, representing an income tax rate of 28.6%.
- **Net income** in 4Q20 was R\$ 28.8 million [R\$ 73.6 million in 2020], a drop of 32.8% [-61.9% in 2020]

CASH & INDEBTEDNESS

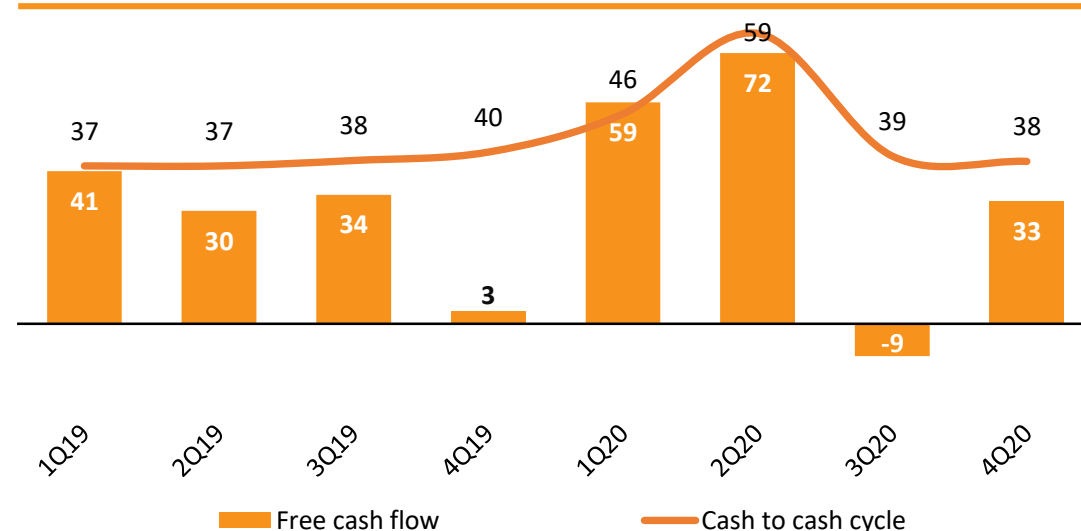
CASH FLOW

	4Q20	4Q19	2020	2019
A - Cash at beginning of period	247.8	112.1	67.3	83.5
1- Net cash generated by operating activities	43.6	24.9	203.7	177.6
2 - Capital expenditures "cash"	(3.2)	(11.3)	(18.0)	(38.9)
3 - Payment of leasing	(7.9)	(10.2)	(30.4)	(30.0)
Free cash flow (1 + 2 + 3)	32.6	3.4	155.3	108.7
4 - Net cash generated by investing activities	(0.7)	(10.4)	(10.1)	(36.9)
5 - Net cash from financing activities	(30.3)	(59.3)	(0.6)	(156.9)
(=) Cash at end of period (A + 1 + 4 + 5)	260.4	67.3	260.4	67.3

CASH & INDEBTEDNESS



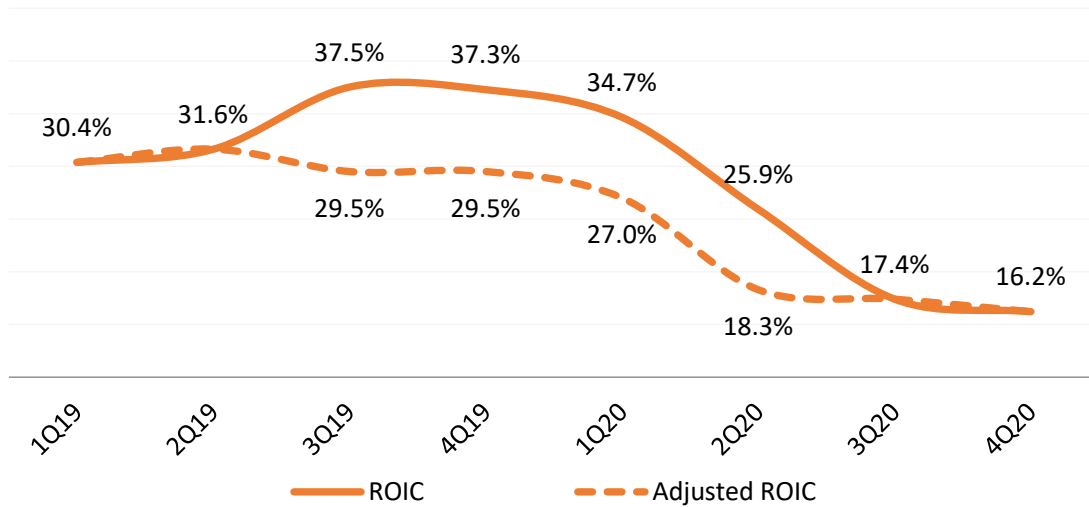
FREE CASH FLOW & CASH TO CASH CYCLE



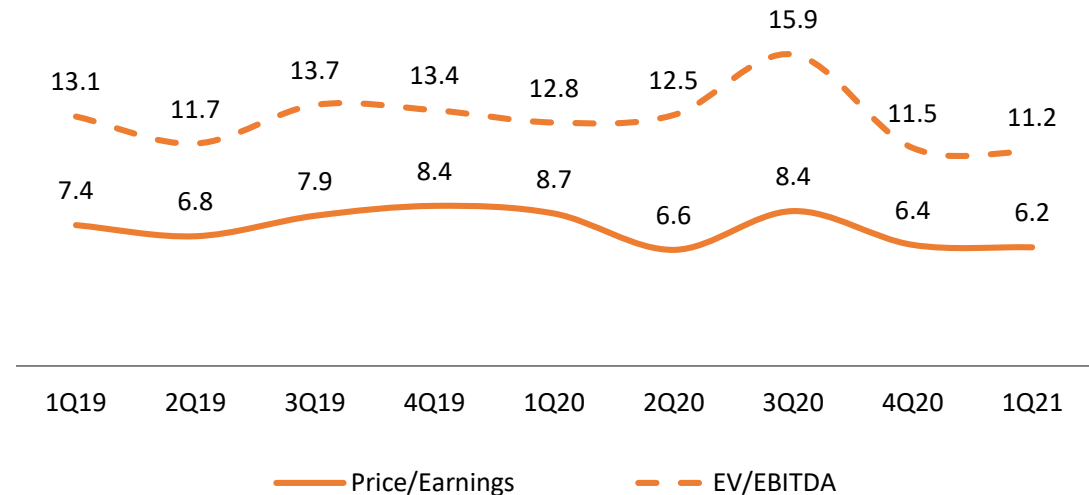
HIGHLIGHTS 4Q20

- Free cash flow was R\$ 32.7 million, growth of **862%**
- CAPEX of R\$ 3.2 million, **71.7%** below
- Normalized 38-day cash to cash cycle
- Net cash of R\$ 66.6 million

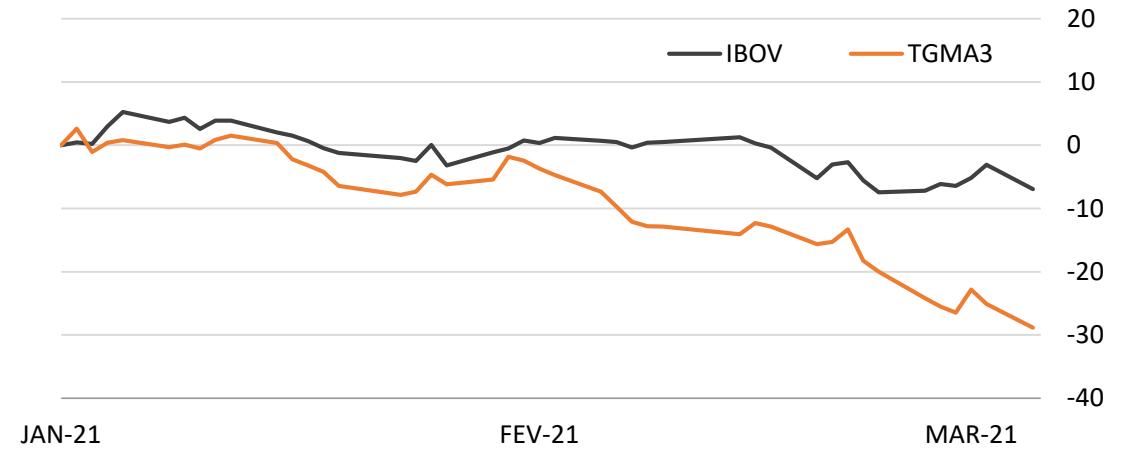
ROIC – Return on Invested Capital



MULTIPLES TGMA3



CAPITAL MARKETS



HIGHLIGHTS 4Q20

- 16.2% ROIC, drop of **1.2 p.p**
- ROIC with annualized 4Q20 would be 26.2%
- Multiples of 11.2 EV/EBITDA and 6.2 P/E
- Share (TGMA3) performing below the Ibovespa

Q&A SECTION

Marcos Medeiros – CEO
Ramón Pérez – CFO & IRO

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