



Results Presentation

2023 4th Quarter

March 12th, 2024

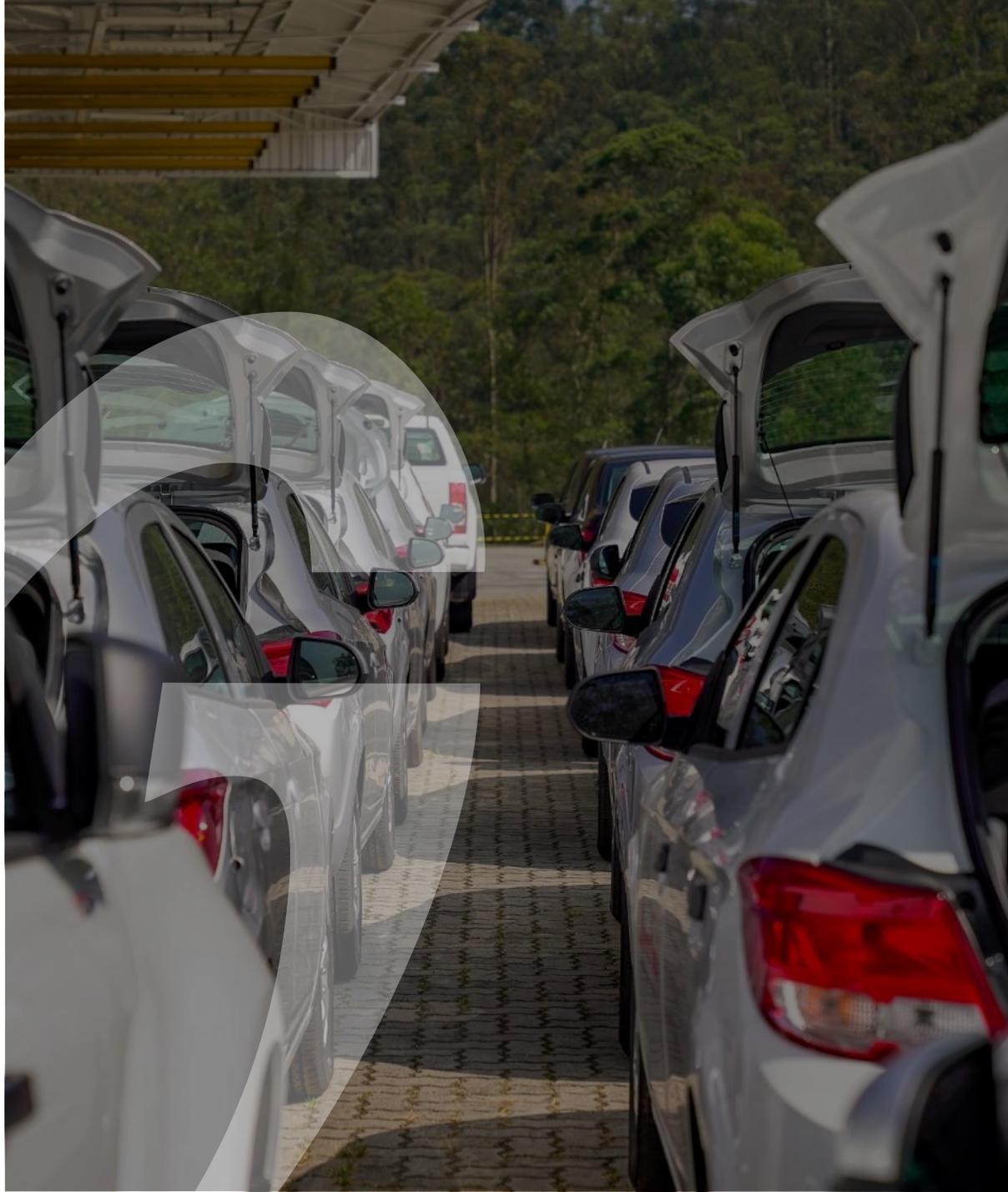
3pm BRT

2pm US-EST

Disclaimer

This communication contains forward-looking statements based on the current expectations and beliefs of Tegma's management.

Unless indicated, Tegma 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

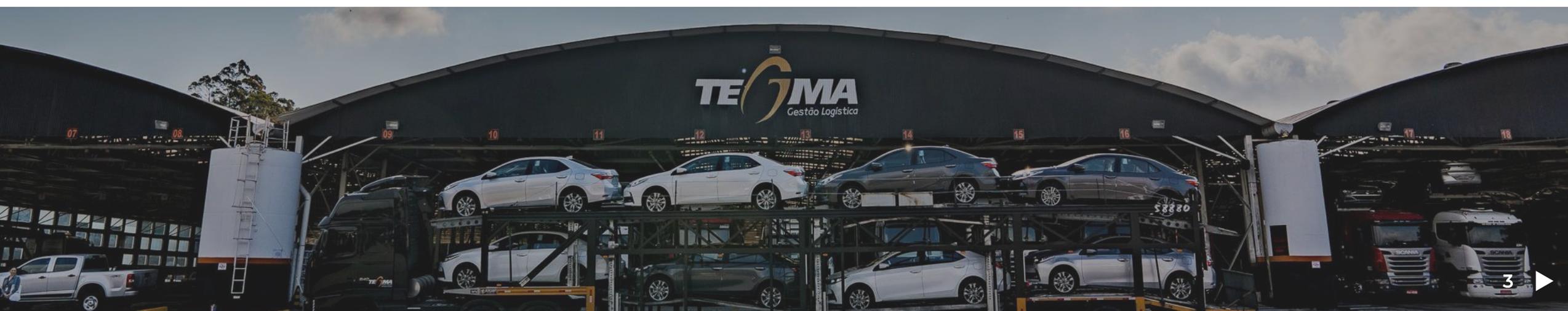
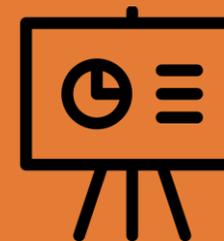
1 Proposed complementary **dividends** & **Interest on Equity** for 2023



2 Pilot project with **100% electric car hauler truck**



3 Reformulation of Tegma's **institutional presentation**

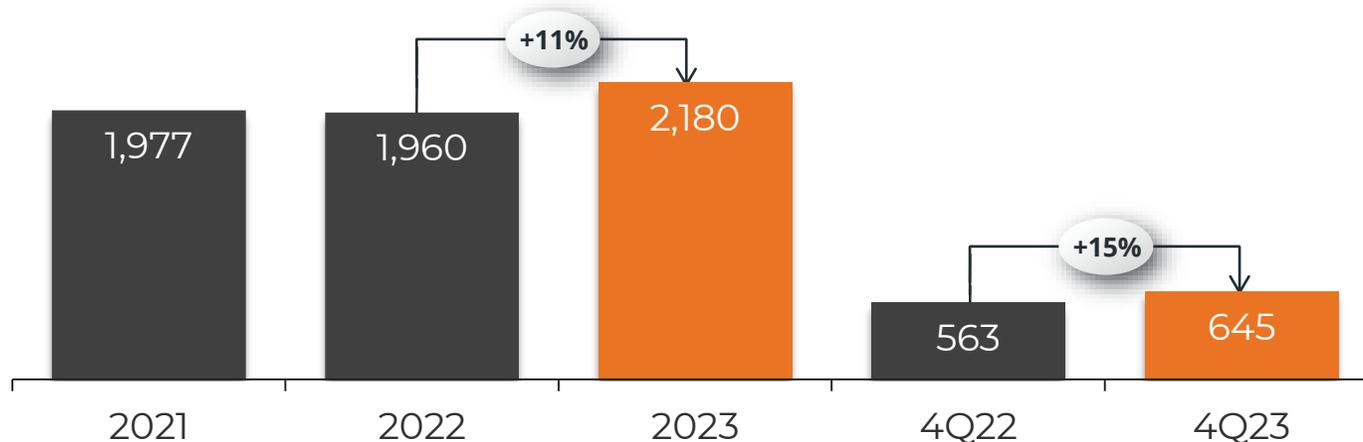




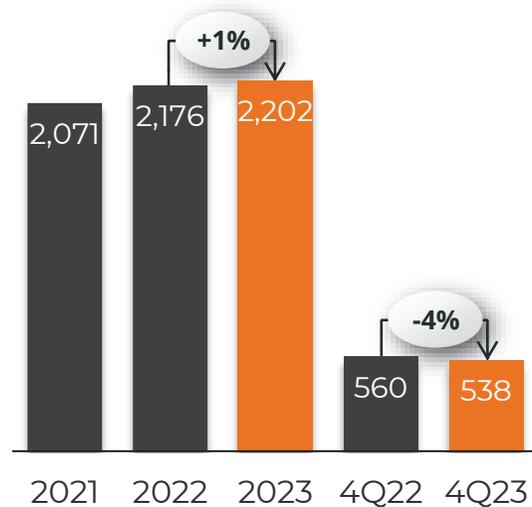
Automotive Market

Light and light commercial vehicles (In Thousand)

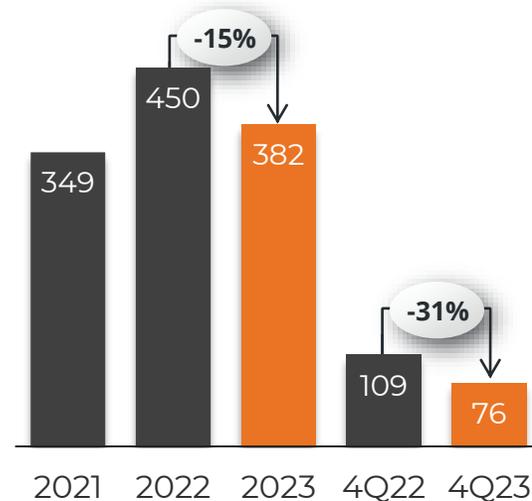
DOMESTIC SALES



PRODUCTION



EXPORTS



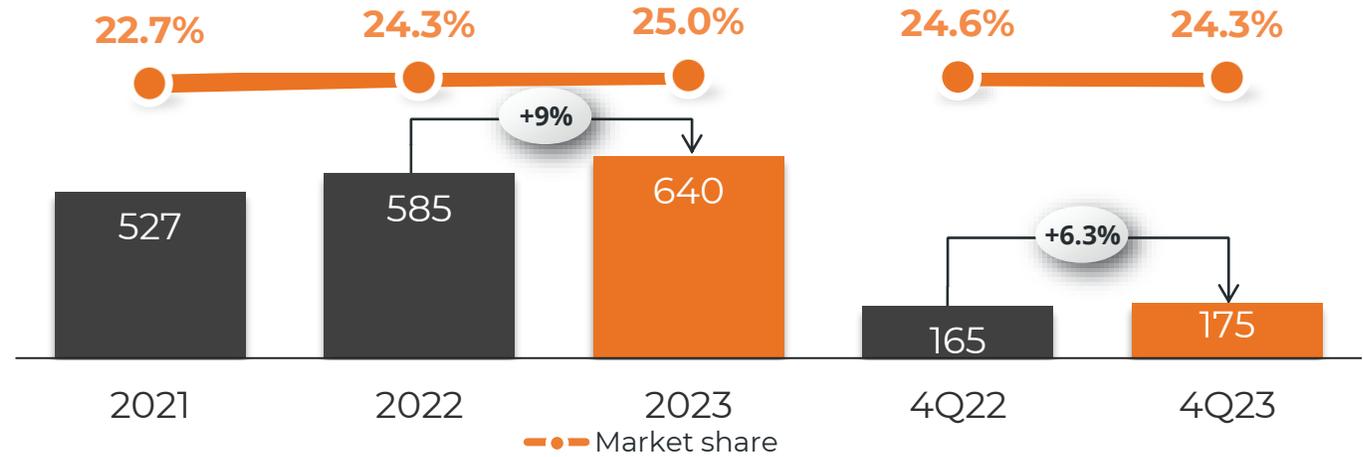
➤ As a result of better economic conditions in Brazil and improved automotive credit, **domestic sales** grew 15% in 4Q23 YoY. **Production** fell by 4%, reflecting the readjustment of the industry's inventory levels, the increase in imports and the drop in exports. **Exports** were down 31% in the quarter.

Source: ANFAVEA

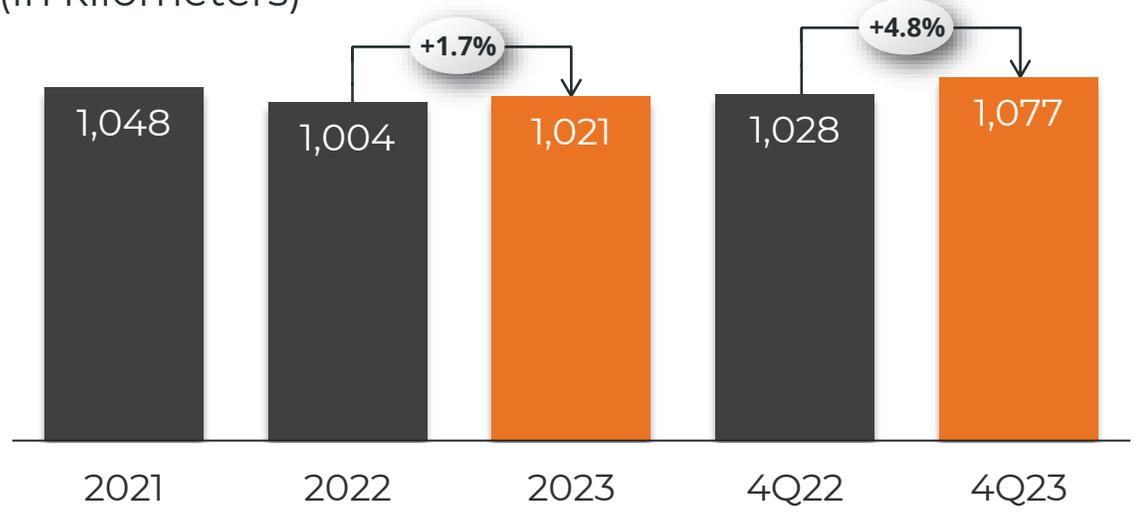
Operation Highlights – Automotive Logistics Division

Thousand, except avg. distance

VEHICLES TRANSPORTED



AVERAGE DISTANCE (in kilometers)



➤ As a result of the growth in domestic sales, the **volume of vehicles transported** increased by 6% in 4Q23 YoY. The slightly lower **market share** stems from the below-normal market share of relevant customers in the quarter. The growth in **average distance** reflects the higher share of long-distance domestic trips in the total distance covered and the growth in exports to Mercosur.

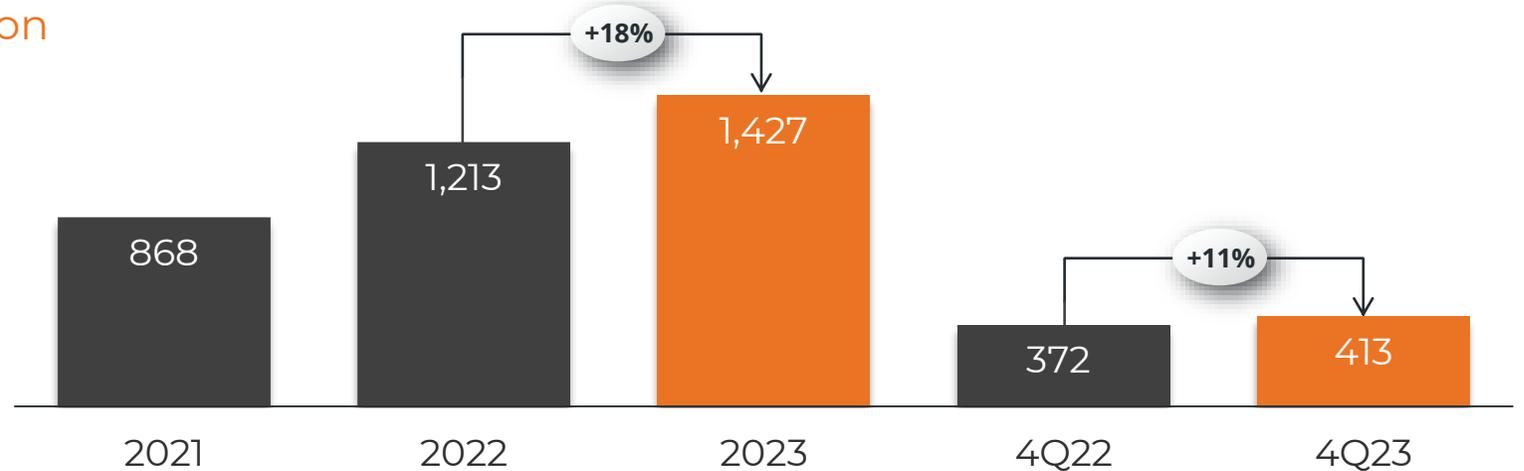




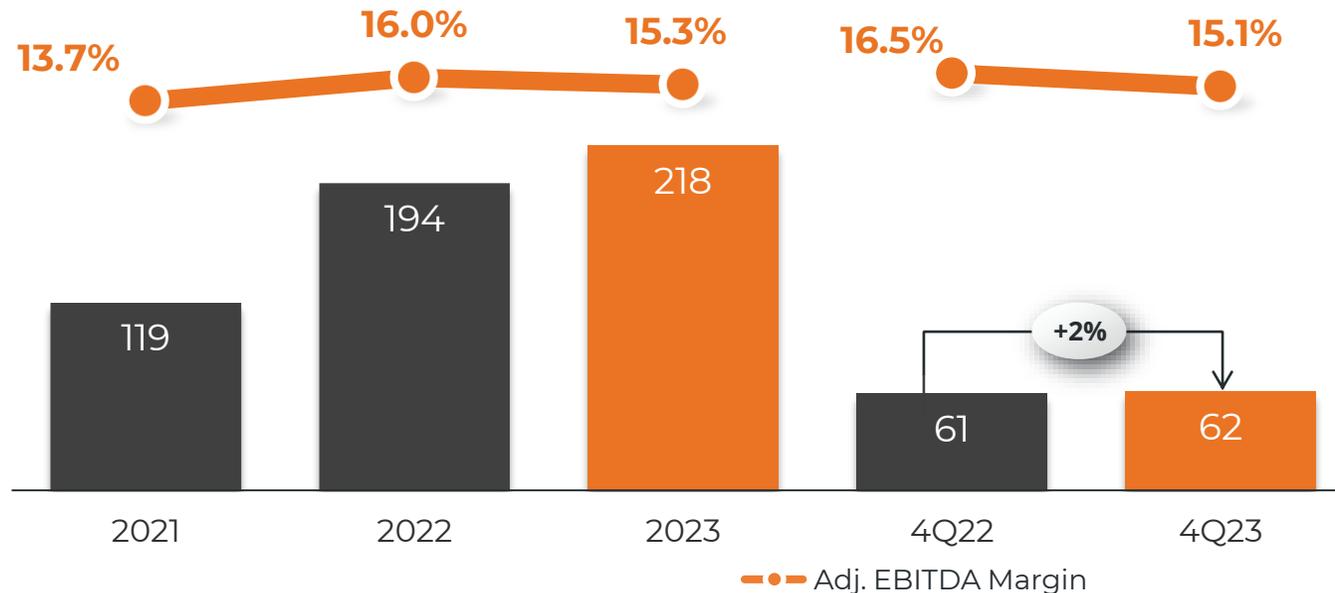
Results – Automotive Logistics Division

Million

NET REVENUE



ADJUSTED EBITDA



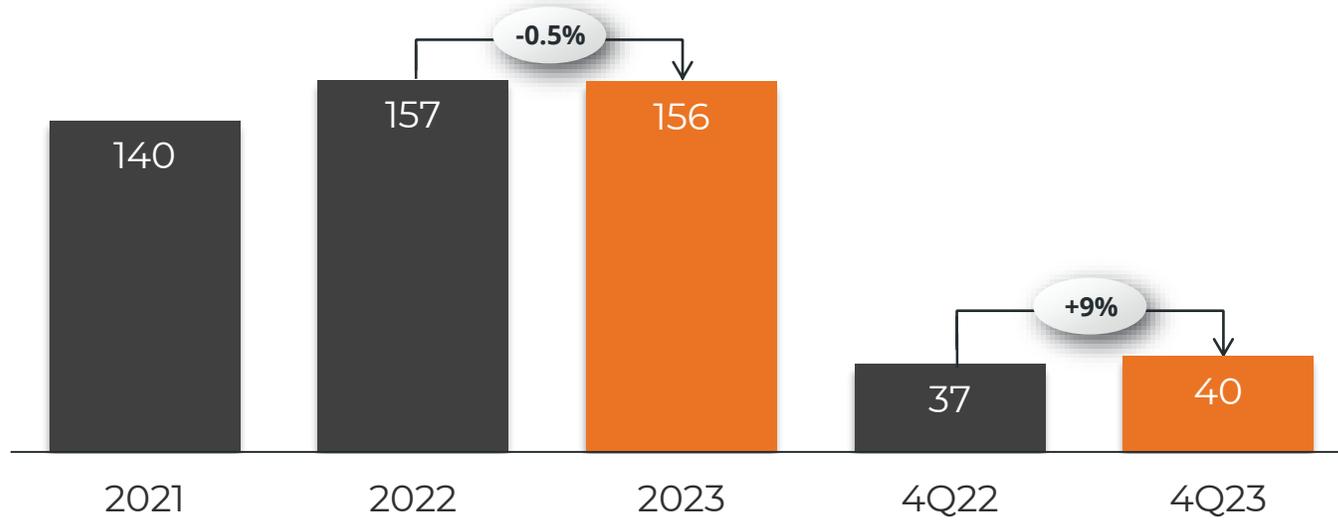
➤ The **Division's revenue** grew because of the higher volume transported and average distance, in addition to tariff adjustments. The lower **EBITDA margin** in 4Q23 results from the realignment of diesel prices combined with the growth in general and administrative expenses.



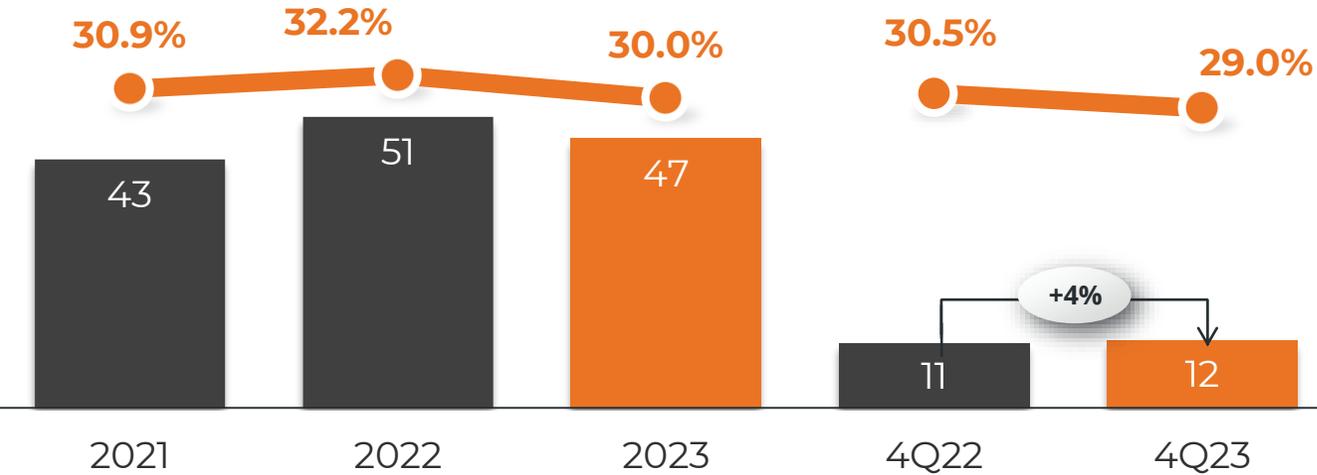
Integrated Logistics Division Results

Million

NET REVENUE



ADJUSTED EBITDA



—●— Adj. EBITDA margin

➤ **Net Revenue** increased influenced by the new contract for the chemical operation and the improvement in revenue from the household appliances operation. The 4Q23 **EBITDA margin** retracted due to the write-off of operational assets, a reversal of PIS and COFINS tax credits and a legal contingency.



GDL Joint Venture - Overview



Services provided

- Bonded warehousing
- Distribution center
- Yard management (vehicles & machinery)
- PDI – Pre Delivery Inspection

1 million m²

Warehousing
area

35,000 m²

in 2 distribution
centers

50,000 m²

In bonded
warehouse

+500

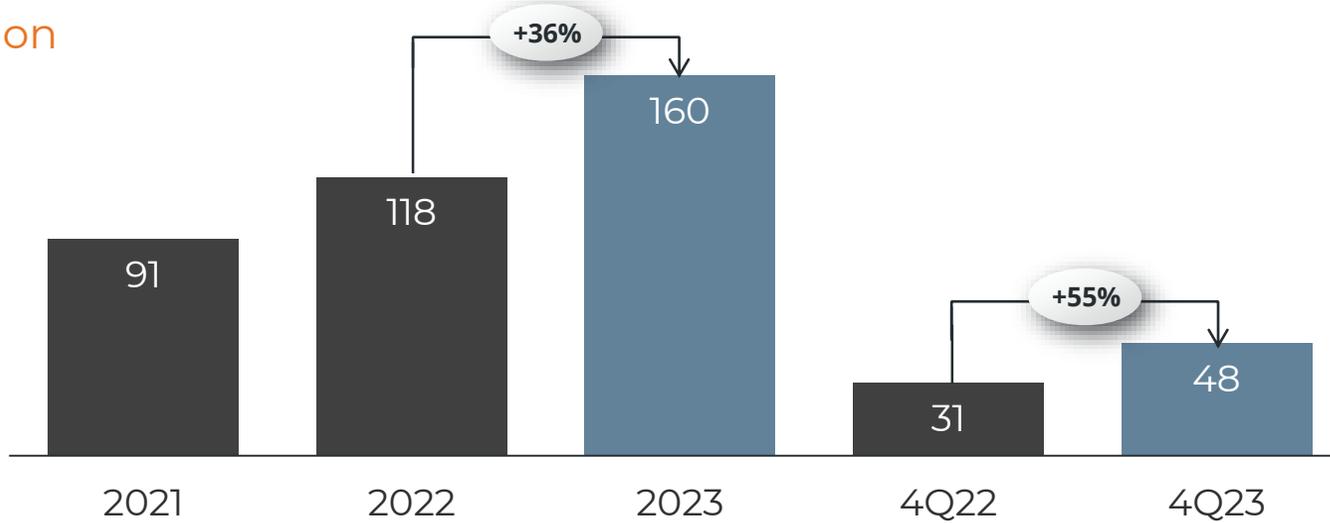
Direct employees



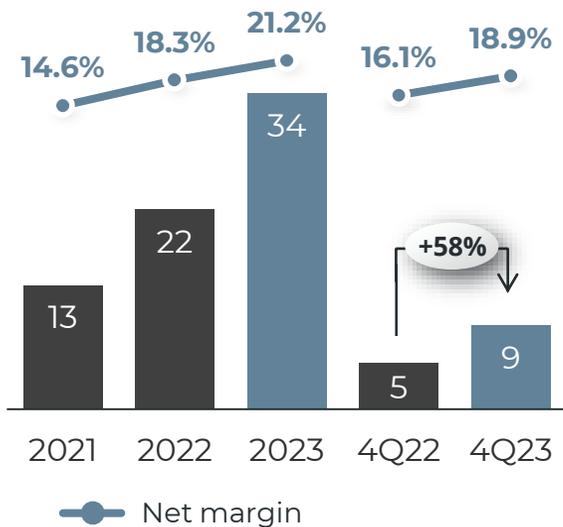
GDL Joint Venture Results

R\$ Million

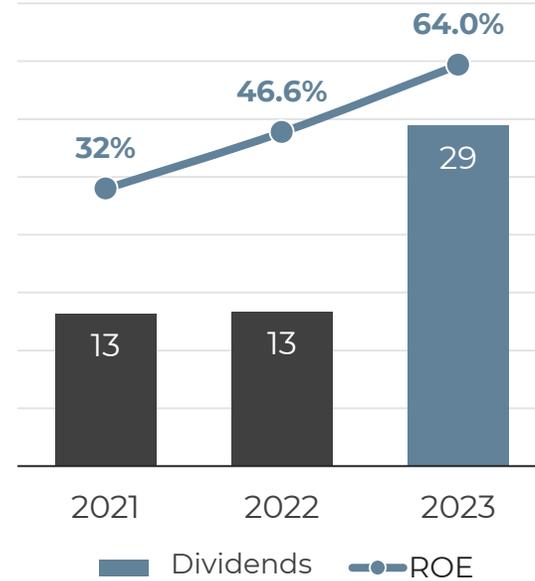
NET REVENUE



NET INCOME



DIVIDENDS & ROE

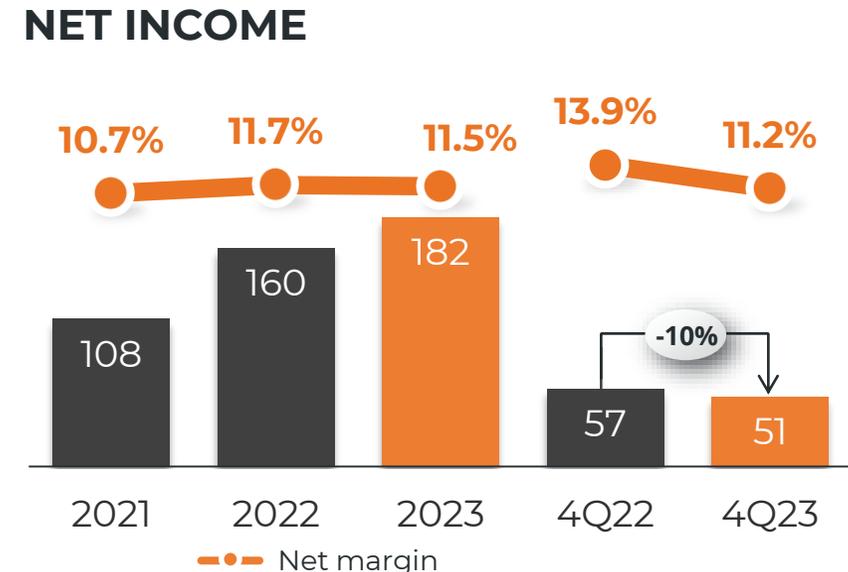
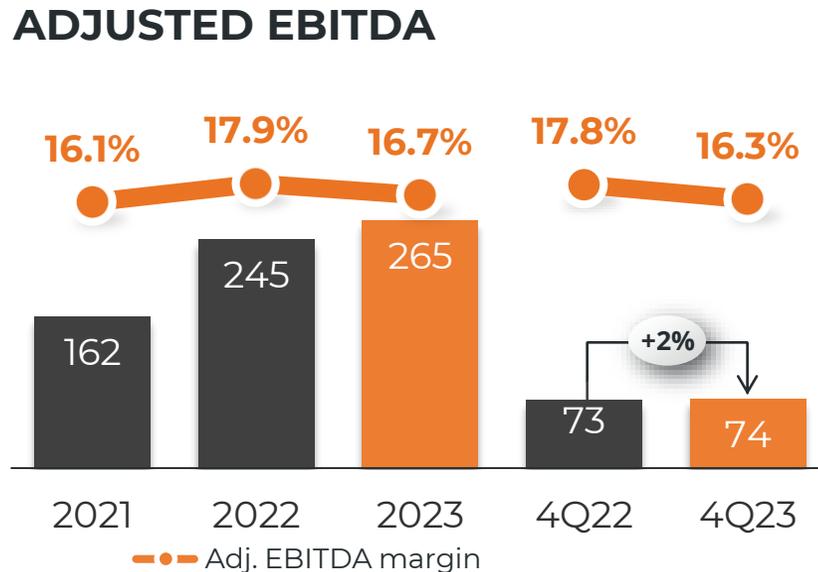
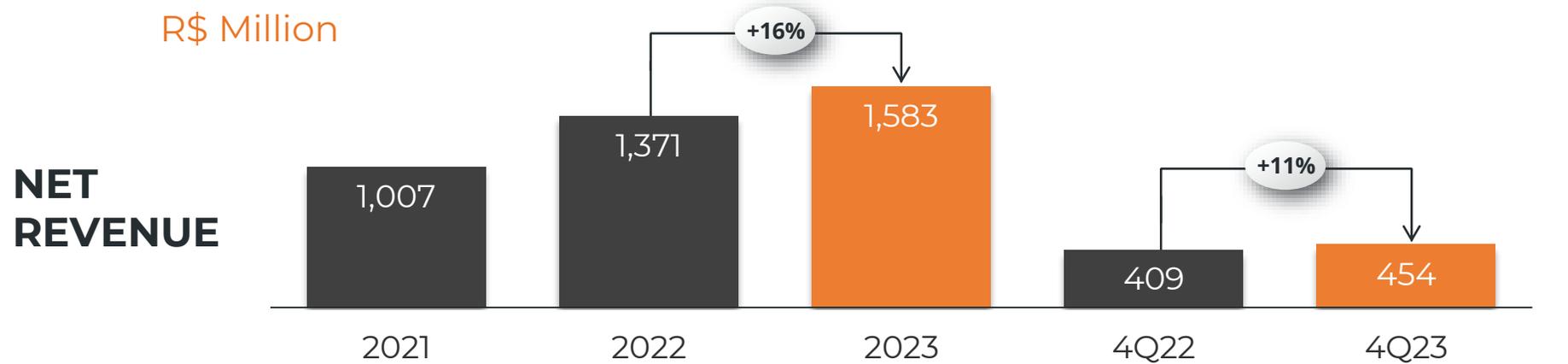


➤ The **GDL Joint Venture** had another year of growth and consolidation, based on customer diversification, operational flexibility to deal with an exponential growth in the number of **vehicles imported** by the Port of Vitória, with cost discipline and consequently increasing returns.



Consolidated Results

R\$ Million



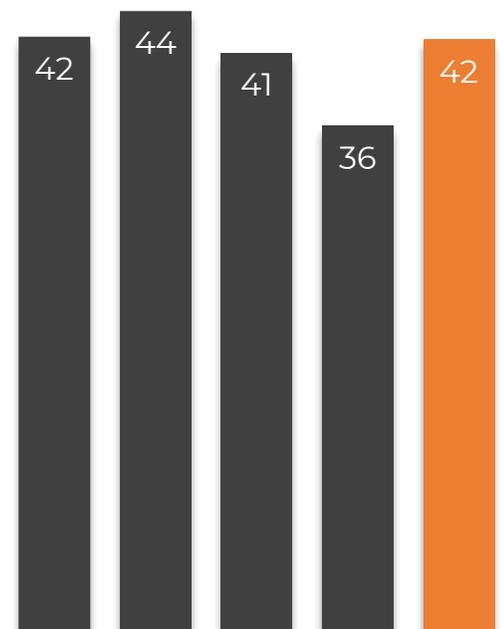
➤ **Revenue** growth in 4Q23 reflects growth in both Divisions in the period. The retraction in the 4Q23 EBITDA margin results from the realignment of diesel prices in the automotive operation and higher administrative expenses. The reduction in net margin in 4Q23 is mainly explained by a positive non-recurring event of R\$ 8.2 million in 4Q22 and the operational result. Positive contribution from the **GDL Joint Venture** and the positive **financial result**.

Free Cash Flow & CAPEX

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

CASH-TO-CASH CYCLE

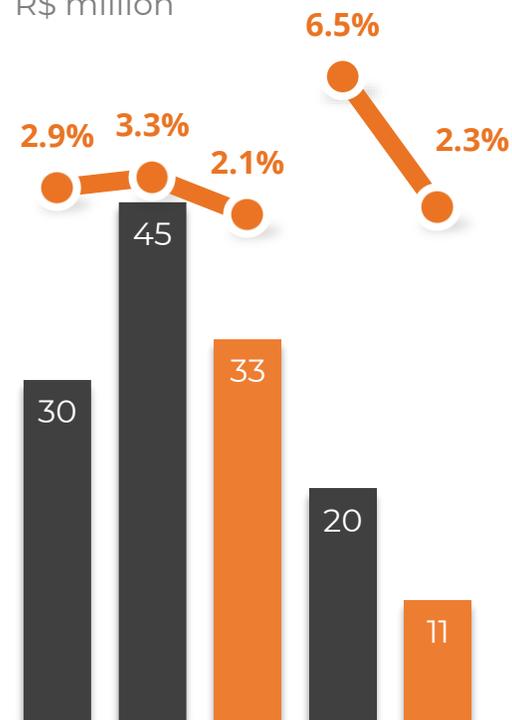
(days)



Days receivable - days payable

CAPEX

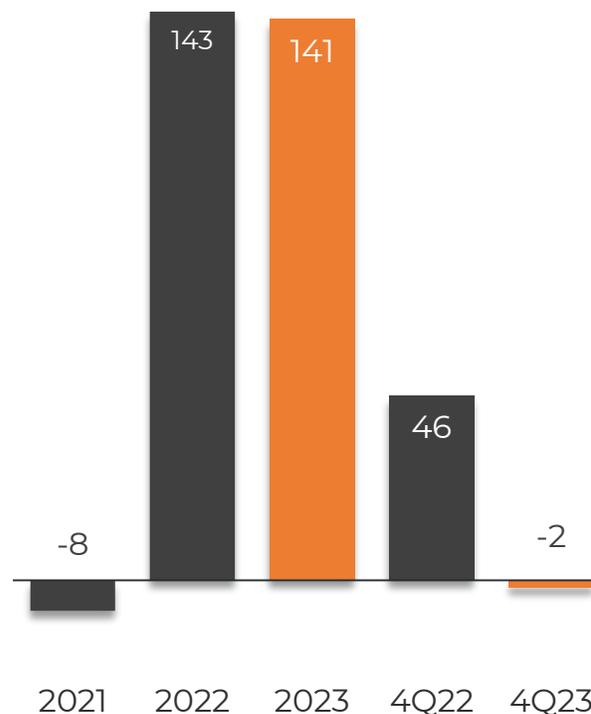
R\$ million



■ CAPEX ● % of Net Revenue

FREE CASH FLOW

R\$ million



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

➤ The 4Q23 **cash-to-cash cycle** was equivalent to that at the end of 2022. **CAPEX** in 4Q23 was R\$ 11 million and corresponded to 2.3% of net revenue. **Free cash flow** in 4Q23 was R\$ 2 million negative despite the positive operational performance, influenced by the increase in the cash-to-cash cycle versus September 2023.

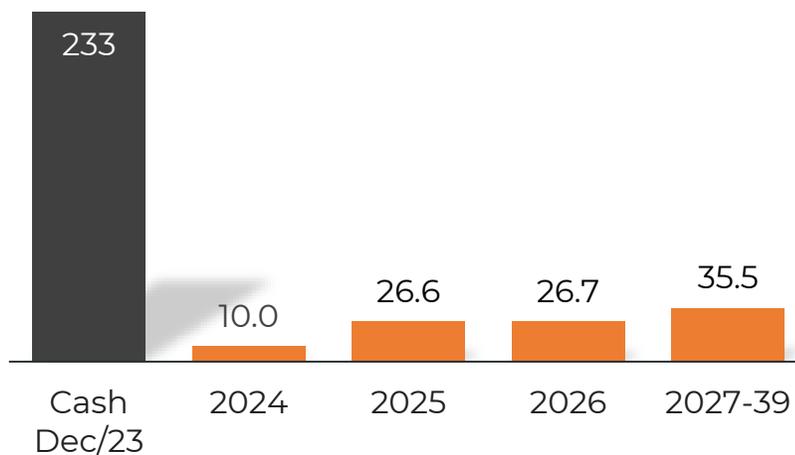


Capital Structure

Million

GROSS DEBT PAYMENT AMORTIZATION

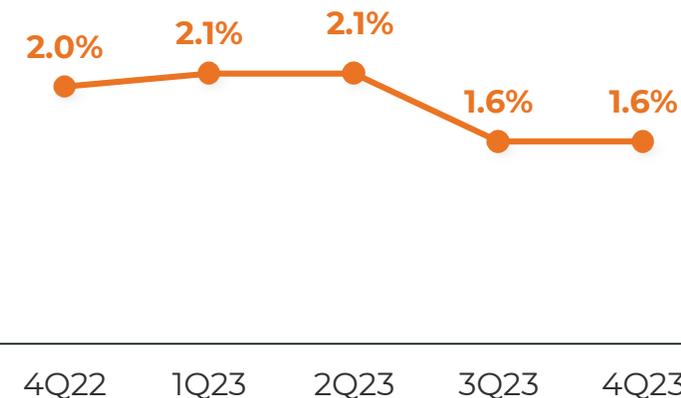
R\$ million



NET DEBT COMPOSITION (R\$ million)	Sep/23	Dec/23
(=) Gross debt	96	102
(-) Cash	259	233
(=) Net debt (cash)	(163)	(131)
Adj EBITDA LTM	264	265
Net debt/ Adj EBITDA LTM	N/A	N/A

GROSS DEBT COST

% + CDI (basic interest)



RATING

Fitch
Ratings

A
Local

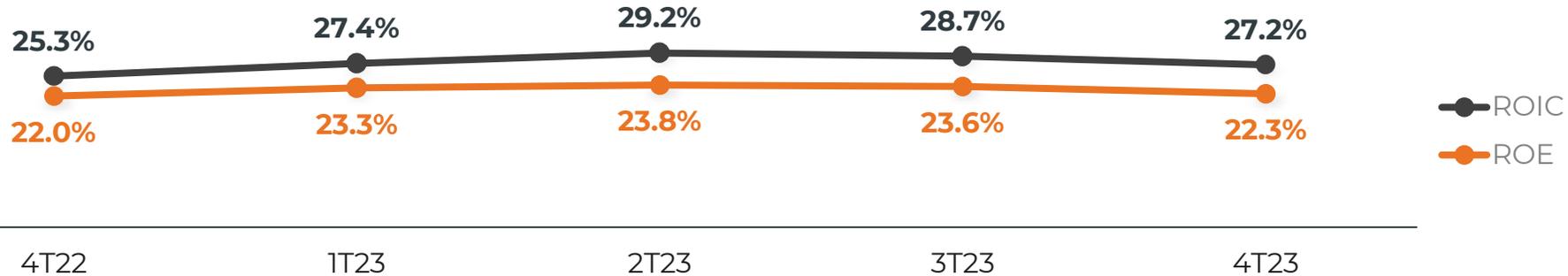
Outlook: Stable

Date:
April 17, 2023

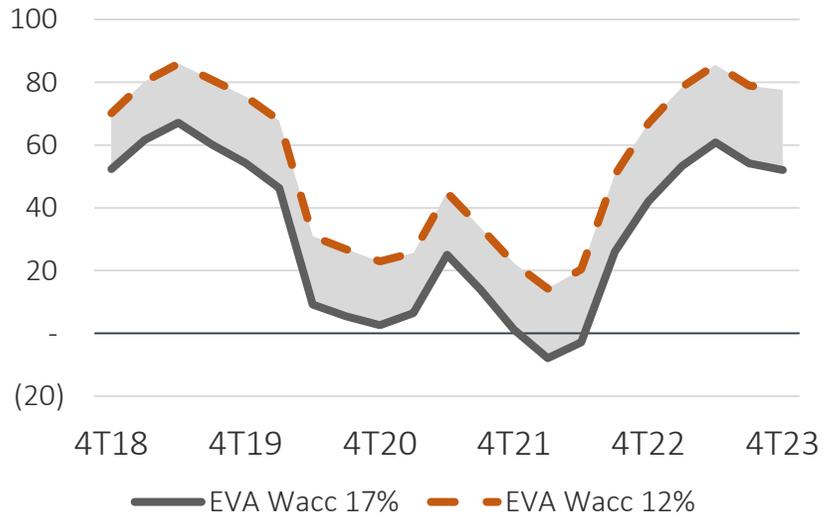
➤ Unleveraged capital structure based on cash generation.

Return, EVA and Dividends

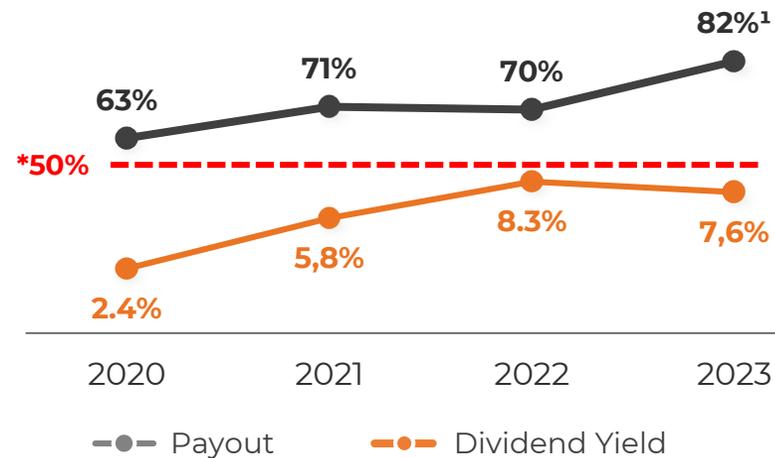
ROIC & ROE



EVA (R\$ million)



HISTORICAL DIVIDENDS



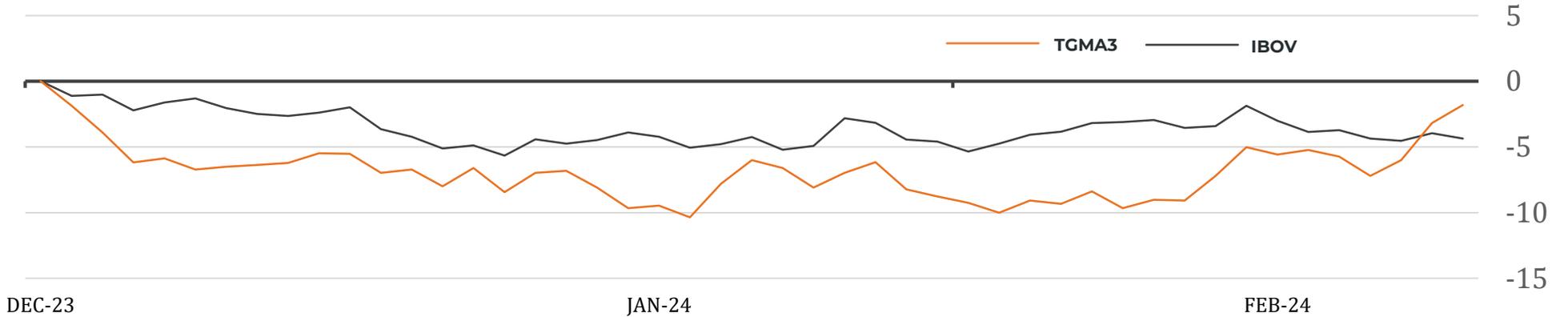
*50% Minimum distribution policy of 50% of adjusted net income.

¹August and November prepayments: 50% of net income; complementary distribution of last years in April: 60% of net profit; ² Div Yield LTM

4Q23 **ROIC**, **ROE** and **EVA** were down QoQ due to the reduction in Tegma's operating margins in the quarter. The upward trend in indicators from 2022 onwards results from the recovery of the automotive market, the growth of automotive logistics services, the growth of Fastline (pre-owned logistics) and GDL (ROE). **Dividend** distribution remains above the indicative policy.



TGMA3 STOCK PRICE | BASE 0 = Dec 28th



TGMA3 MULTIPLES



* Multiples based on average sell-side analyst estimates. * Year X multiple uses estimates from year X itself through July. From August onwards, estimates for year X+1 are used.

➤ Tegma **shares** performed equivalent to the stock market in 2024, influenced by the recovery of the automotive sector and the resilience of the Company's results, but penalized by the reduced liquidity. Despite this, like most companies listed on the stock exchange, Tegma is traded at multiples below its average for macroeconomic reasons.



Q&A SECTION

Nivaldo Tuba – CEO
Ramón Perez – CFO & IRO
Ian Nunes – IRM
Felipe Silva – IR



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