Sulphate and soda ash warehouse – Cubatão-SP

Tegma
Gestão Logística SA

Earnings Release
2023 fourth quarter & full year

São Bernardo do Campo, March 11, 2024

Results Conference Call

Tuesday, March 12, 2024
3:00 pm (Brasília)
2:00 pm (US-EST)
[Portuguese with simultaneous translation to English]

English and Portuguese webcast (Zoom)

Tegma Gestão Logística S.A., one of the largest logistics companies in Brazil, hereby presents its 4Q23 and FY 2023 results:

The volume of **transported vehicles** in 4Q23 was 175.3 thousand, 6.3% higher YoY, a 24.3% market share, 0.2 p.p. lower vs 4Q22. The 4Q23 **average distance** was 1,077 km, 4.8% higher YoY.

Net revenue was R$ 453.8 thousand, 10.8% higher in 4Q23 YoY, stemming from the growth of the vehicle logistics operation (higher volume and distance) and the Integrated Logistics Division, coming from both chemical and household appliance operations.

The **consolidated gross margin** in 4Q23 was 20.2%, flat YoY. The stability is explained by a commercial discount in the Automotive Division, which was offset by the expansion of the Integrated Logistics margin resulting from the revenue growth.

EBITDA in 4Q23 was R$ 74.1 million (a 16.3% margin, 1.4 p.p lower vs. 4Q22 Adjusted EBITDA), a consequence of the commercial discount granted by the Automotive Logistics Division and the increase of administrative expenses.

Net income for 4Q23 was R$ 51.0 million, 10.2% lower YoY with an 11.2% net margin (down 2.6 p.p. YoY). Despite the improvement in equity pickup, the lower operating income and the tax credits registered in 4Q22 were the main reasons for the decrease.

Free cash flow in 4Q23 was R$ 1.7 million negatives due to the increase in cash-to-cash cycle vs September 2023.

The **return on invested capital** in 4Q23 was 27.4%, a reduction QoQ, explained by lower margins in the automotive division in 4Q23 YoY and the performance of the Integrated Logistics division in 2023, falling short in terms of revenue and margins.

Net cash in December 2023 was R$ 130.9 million vs. R$ 163 million in September 2023, a decrease explained by the higher cash-to-cash cycle in December 2023 vs. September 2023.

			Chg % vs			
Operational and financial highlights	**4Q23**	**2023**	**4Q22**	**2022**	**4Q22**	**2022**
Net revenue (R$ million)	453.8	1,583.5	10.8%	15.5%	409.4	1,370.5
Gross profit (R$ million)	91.5	311.8	10.8%	13.5%	82.6	274.7
Gross margin %	*20.2%*	*19.7%*	-	*-0.4 p.p.*	*20.2%*	*20.0%*
EBITDA (R$ million)	74.1	265.0	-5.2%	8.8%	78.2	243.7
Adjusted EBITDA (R$ million)	74.1	265.0	1.9%	8.2%	72.7	244.9
Adjusted EBITDA margin %	*16.3%*	*16.7%*	*-1.4 p.p.*	*-1.1 p.p.*	*17.8%*	*17.9%*
Net income (R$ million)	51.0	181.9	-10.2%	13.9%	56.8	159.7
Net margin %	*11.2%*	*11.5%*	*-2.6 p.p.*	*-0.2 p.p.*	*13.9%*	*11.7%*
Earnings per share (R$)	0.8	2.8	-10.2%	13.9%	0.9	2.4
Free cash flow (R$ million)	(1.7)	140.8	-	-1.3%	46.3	142.6
CAPEX (R$ million)	10.6	33.2	-47.7%	-26.3%	20.2	45.0
Vehicles transported (in thousand)	175.3	639.9	6.3%	9.3%	164.9	585.3
Market Share %	*24.3%*	*25.0%*	*-0.2 p.p.*	*0.7 p.p.*	*24.6%*	*24.3%*
Average Km per vehicle transported	1,077	1,021	4.8%	1.7%	1,028	1,004

Summary

Click here for the financial historic and notes to the financial statements in EXCEL.

Management Comment

The 2023 year was a period of recovery and opportunities for Tegma. Management is proud to have successfully led the Company throughout the year. After facing challenges and obtaining achievements, Tegma emerges stronger and enthusiastic, starting 2024 with renewed energy.

Regarding the **BZ automotive market**, 2023 marked the first year of recovery after three years of stagnation due to the post-pandemic scenario, the semiconductor crisis and the Russia-Ukraine war. The 11% growth in domestic sales was driven by the recovery of the Brazilian economy, the inflation control and the drop-in interest rates. For the first time in this period, sales to end consumers grew, indicating a positive reaction of consumer confidence. The entry of Chinese automakers in Brazil intensified interest in electrified vehicles, contributing to the positive performance. Exports, on the other hand, retracted 15% due to worse economic performance of Latin American countries (excluding Mexico) and the competition from Chinese automakers in these markets.

Tegma's **brand new vehicle logistics operation** pursued the market, recording an increase in the number of vehicles transported and, consequently, in revenues, despite the negative impact of exports. The transport of electrified vehicles from a Chinese automaker (BYD), whose operations began this year, contributed positively. Furthermore, revenue from logistics service operations recovered in 2023, after being hampered for a few years by the crisis in the automotive sector. The pre-owned vehicle logistics operation, through its subsidiary Fastline, followed its growth plan.

The outlook for the brand-new vehicle logistics operation in 2024 is positive, according with the main associations in the industry, which estimate a brand-new market growth between 7% and 12%. If the most optimistic estimate comes true, the market will be just 8% away from reaching pre-pandemic sales levels. Chinese automakers are maintaining its aggressive expansion plans for 2024, and the **Green Mobility and Innovation Regime (*Mover*),** announced by the Federal Government by the end of 2023, promises to bring predictability to the production sector, especially regarding the decarbonization of the industry. **Recently announced investments** by all the most prominent automakers in Brazil already stand out as an indicative of modernization for the Brazilian industrial complex and a proof of confidence in the market. Tegma remains attentive to opportunities for new entrants in the Brazilian market.

In the **Integrated Logistics Division**, some events contributed to a practically stable revenue in 2023 compared to 2022. Factors that stand out were the mandatory renewal of the Company owned silo truck fleet, which reduced the volume of transported and stored chemical products, as well as an unfavorable scenario for household appliances consumption, which reduced demand for logistics services. However, the Division won a new relevant contract in the chemical operation, which gives us greater confidence in the recovery of revenues along 2024.

Tegma's **Joint Venture, GDL**, a storage and logistics company located in the State of Espírito Santo, presented a significant evolution of results in 2023 in terms of growth and margins. The company was responsible for the logistics management of receiving and storing a significant portion of imported and electrified vehicles from China, a proof of its flexibility in its operations.

Innovation is still a priority for Tegma, with a highlight being **tegUP**, which once again carried out a Startup Challenge Program, generating opportunities both internally and for the customers. **Rabbot**, a tegUP investee that operates in fleet management, completed its fifth year of activity, with more than 6 million registered vehicles and more than 36 thousand connected users. The startup presented another year of growth with greater capital efficiency and sees accelerated development in the coming years.

Tegma's **capital structure** remains unleveraged, with cash higher than gross debt, even with the distribution of dividends far exceeding the Company's indicative policy.

Tegma's management is preparing the company for the economic recovery in the coming years, investing in trained and engaged employees, modernizing its ERP, maintaining a constant focus on productivity for customers and controlling its costs and expenses. Furthermore, Tegma remains active in the search for businesses and companies that can sustainably complement the Company's operations.

Quarter Highlights

Proposed complementary distribution of dividends and interest on equity.

In the Management's Proposal presented on March 11th, for the AGM to be held on April 11, the Company submitted for approval the distribution of R$ 47.5 million in complementary dividends and interest on equity for 2023 (R$ 35.6 million in dividends and R$ 11.9 million in interest on equity), with the cut-off date set for April 11 and payment on April 23. Combined with the August and November 2023 interim distributions, the distribution of Tegma's income for 2023 totals R$ 122.7 million (R$ 1.83 per share, 82% payout on adjusted net income[1] and 7.6% dividend yield (considering share price on the respective deliberation dates).

Tegma carries out pilot project with 100% electric car hauler truck.

Tegma converted a combustion truck to fully electric propulsion with batteries (Battery Electric Vehicle - BEV), which will be used to transport brand-new vehicles. The vehicle under test has a range of approximately 500 kilometers. This innovative initiative will at first be used to transport brand-new vehicles to Paraguay.

[1] Adjusted by the constitution of the Tax Incentive Reserve and the constitution of the Legal Reserve (equivalent to 67% of total net profit)

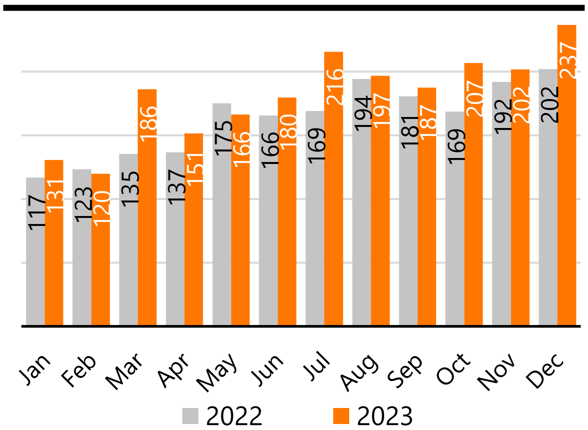
As for lithium batteries, which currently represent one of the main environmental concerns due to the potential for pollution at the time of disposal, Tegma's partner company in the development of this project, a startup raised by tegUP – the company's innovation arm – paired with the company Energy Source. The latter developed a process for recovering and reusing the raw materials used in the manufacture of lithium-ion batteries. The recycling process involves mechanical and hydrometallurgical methods, with zero CO^2 emissions, thus ensuring the appropriate disposal of waste at the end of its life cycle.

Reformulation of Tegma's Institutional Presentation

On the date of this report's release, Tegma published on its Investor Relations website a reformulated version of the Company's Institutional Presentation, with new information and layout improvements. This new version aimed to provide more information on other Tegma initiatives in addition to brand-new vehicle logistics, such as the GDL Joint Venture, the Rabbot startup and the registered vehicle logistics operation, Fastline. One of the additional goals was to provide information about the Brazilian automotive market.

Automotive market

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



Source: ANFAVEA

Vehicle sales in the domestic market in 4Q23 were 14.7% higher [11.2% higher 2023] in the year-based comparison. This performance results from the improvement in economic conditions in Brazil, such as the lowering in unemployment and the improvement in income and labor productivity. One could also state that there were improvements in vehicle financing conditions in the country. The component shortage crisis that negatively impacted sales in 2022 has been resolved, which positively influenced sales performance in 2023. It is worth noting that after three years of stagnation, sales to end consumers in Brazil increased by almost 11% in 2023, due to the same reasons mentioned above. **Exports**, in turn, fell by 30.5% in 4Q23 compared to 4Q22 and 15.1% in 2023 compared to 2022, mainly explained by the dip in sales in the Chilean and Colombian markets, as well as the increased market share of Chinese automakers in Latin American markets.

The 3.9% reduction in **vehicle production** in 4Q23 YoY can be explained by the automakers' inventory reduction strategy (which was down by 20% versus September 2023), as well as the drop in export sales to South America. In addition to these factors, imported vehicles sales in Brazil grew by 42% in 4Q23YoY, further contributing to pressuring national production. Nonetheless, in 2023 production was stable (1.0% growth), given that the factors mentioned were offset by an improvement in component availability, particularly semiconductors, and the better performance of domestic sales.

Inventories[2] in December 2023 amounted to 210.1 thousand vehicles (25 days of sales), vs. 188.0 thousand vehicles in December 2022 (26 days).

[2] ANFAVEA source, including heavy vehicles, buses and agricultural machinery

Table 1 - Automotive market data	4Q23	2023	Chg % vs 4Q22	Chg % vs 2022	4Q22	2022
Vehicles and light commercial vehicles sales	**720.9**	**2,562.5**	**7.3%**	**6.3%**	**671.6**	**2,410.7**
Domestic	645.4	2,180.2	14.7%	11.2%	562.9	1,960.5
Exportations	75.5	382.2	-30.5%	-15.1%	108.7	450.3
Production of vehicles and light commercial	538.4	2,202.1	-3.9%	1.2%	560.3	2,176.2
Importation of vehicles and light commercial	113.1	344.0	41.8%	28.9%	79.8	267.0
Inventories (In OEM and dealers)	210.1	-	11.8%	-	188.0	-
Inventories (In OEM and dealers in days)	25	-	-3.8%	-	26	-

Source: ANFAVEA, Fenabrave *(in thousands, except for inventories in days)*

Operational highlights – Automotive Logistics Division

The **number of vehicles transported** by Tegma was 175.3 thousand in 4Q23, 6.3% higher vs the year ago period [639.9 thousand in 2023, 9.3% higher compared to 2022]. This volume resulted in a market share of 24.3% in 4Q23 [25.0% 2023] (-0.3 p.p. compared to 4Q22 and +0.7 p.p. compared to 2022). The growth in the number of vehicles transported in the quarter came mainly from the domestic vehicle sales. In addition to the vehicle sales evolution, the 2023-year growth came from the expansion of market share, which stems from the recovery of sales of an important customer.

The **average distance of domestic trips** in 4Q23 was 1,150 km, stable YoY [1,124 km 2023, 3.8% lower YoY]. One of the reasons that may explain the retraction in the 2023 YoY comparison is the share of vehicle sales in the south-southeast regions (which are the largest producers of vehicles), concentrating around 75% of national licensing, compared to 68% in 2021 (source: FENABRAVE). The **average export distance**, in turn, increased 8.1% in 4Q23 year-on-year (18.7% in 2023), due to the greater share in road transportation of vehicles to Mercosur compared to transportation to ports. This increase in the average export distance, coupled with the increase in the share of domestic trips within total trips, resulted in a 4.8% growth in the **average consolidated distance** in 4Q23 (+1.7% in 2023).

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

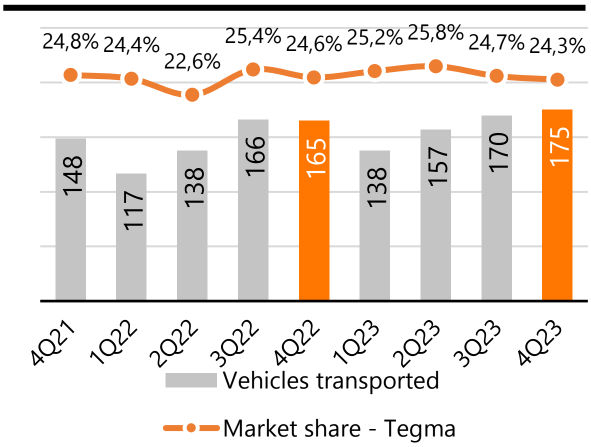


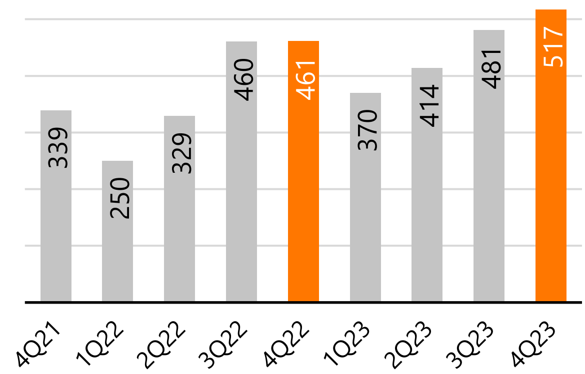
Table 2 - Operational figures	4Q23	2023	Chg % vs 4Q22	Chg % vs 2022	4Q22	2022
Vehicles transported (thousand)	**175.3**	**639.9**	**6.3%**	**9.3%**	**164.9**	**585.3**
Domestic	158.5	554.6	13.4%	16.8%	139.7	474.7
Exportations	16.8	85.2	-33.1%	-23.0%	25.2	110.6
*Market share %**	*24.3%*	*25.0%*	*-0.2 p.p.*	*0.7 p.p.*	*24.6%*	*24.3%*
Average km per vehicle (km)	**1,077.3**	**1,021.2**	**4.8%**	**1.7%**	**1,027.7**	**1,004.0**
Domestic	1,150.5	1,124.1	0.2%	-3.8%	1,148.1	1,168.9
Exportations	388.6	351.9	8.1%	18.7%	359.5	296.5

**Considering as denominator the Vehicles and light commercial vehicles sales on the previous page* *(in thousand, except for average km)*

Results – Automotive Logistics Division

The Automotive Logistics Division's **gross revenue** in 4Q23 was R$ 516.8 million, 12.0% higher YoY [R$ 1.8 billion in 2023, +18.7%]. This performance is mainly and positively explained by: i) the 6.3% increase in the number of vehicles transported in 4Q23 [9.3% 2023] YoY, ii) the 4.8% increase in the average distance in 4Q23 [1.7% in 2023] and iii) the adjustments to transport and logistical service tariffs carried out in 2023. It is worth noting that the major fluctuation in the diesel price in 2022 and 2023 resulted in both positive and negative tariff adjustments during this period. Also noteworthy is the good performance of logistics services in 4Q23 and 2023, as well as the subsidiary Fastline's, responsible for the logistics of pre-owned vehicles.

Chart 3 – Automotive Div. gross revenue (in R$ mi)

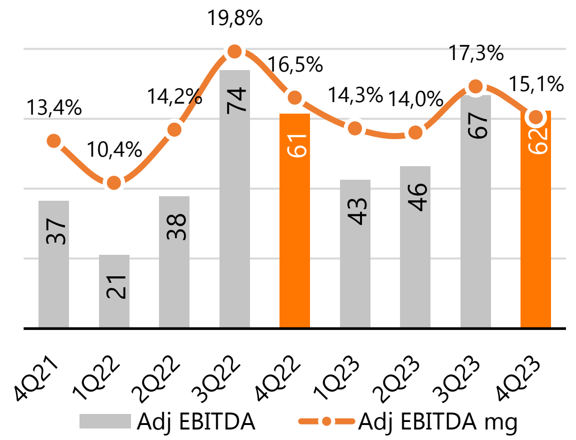


The growth of **taxes and deductions** in 4Q23 YoY, higher than gross revenue growth, was due to discounts granted to customers in 4Q23, related to a mismatch in the pass-through of Diesel prices from previous periods (R$ 3.5 million). Considering the 2023-year, the same effect is repeated in 2Q23, totaling R$ 5.3 million for the year.

The division's **gross margin** in 4Q23 was 19.9%, down 0.4 p.p YoY. This performance is the result of the commercial discount mentioned in the deductions from gross revenue (-0.7 p.p.) and the realignment of transport tariffs to 4Q23 diesel price levels. The margin retraction in 2023 vs 2022 [19.6% in 2023, -0.2 p.p vs 2022], stems from the effect of the commercial discounts mentioned in taxes and deductions (-0.3 p.p) and the realignment of transport tariffs to 2023 diesel price levels.

The Division's 4Q23 **EBITDA margin** was 15.1%, 1.4 p.p. lower than the 4Q22 **adjusted** EBITDA margin. This results from: i) the commercial discount mentioned in the taxes and deductions (-0.7 p.p), ii) the realignment of transport tariffs to 4Q23 diesel price levels and iii) the growth in general and administrative expenses. Regarding the growth in expenses, if the 4Q22 non-recurring event amounting for a positive R$5.5 million[3] was disregarded, expenses would have increased by 29.1% YoY. This variation can be explained by: i) one-off intercompany expenses that had a counterpart in revenue (R$ 1.7 million), ii) the increase in consultancy expenses and legal fees and iii) the adjustment of the administrative team. In 2023, the EBITDA margin was 15.3%, 0.7% lower compared to 2022, due to i) the commercial discounts mentioned in the taxes and deductions (-0.3 p.p), ii) the realignment of transport at 2023 diesel price levels, and iii) 20.3% increase in expenses, the reasons for which will be explained in the consolidated results section.

Chart 4 – Automotive Div Adj EBITDA (in R$ mi)



[3] Tax credit from the Catlog subsidiary amounting to R$ 5.5 million. For more details, see EBITDA Reconciliation.

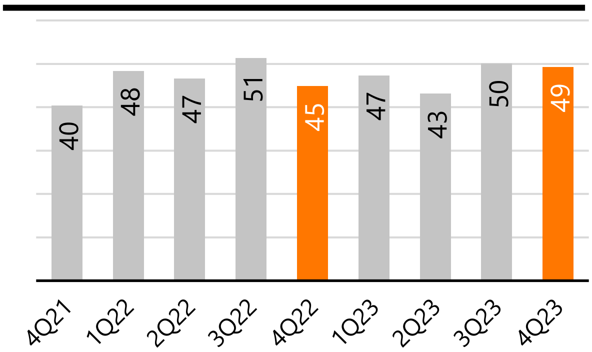
Table 3 Automotive logistics division	4Q23	2023	Chg % vs 4Q22	Chg % vs 2022	4Q22	2022
Gross revenue	**516.8**	**1,781.7**	**12.0%**	**18.7%**	**461.5**	**1,500.7**
Taxes and deductions	(103.4)	(354.6)	16.1%	23.4%	(89.1)	(287.2)
Net revenue	**413.4**	**1,427.1**	**11.0%**	**17.6%**	**372.4**	**1,213.4**
Cost of services	(331.1)	(1,147.1)	11.6%	17.9%	(296.8)	(972.9)
Gross profit	**82.3**	**280.0**	**8.7%**	**16.4%**	**75.7**	**240.5**
Gross margin%	*19.9%*	*19.6%*	*-0.4 p.p.*	*-0.2 p.p.*	*20.3%*	*19.8%*
Expenses	(29.8)	(99.7)	69.3%	20.3%	(17.6)	(82.8)
Operating income	**52.4**	**180.3**	**-9.7%**	**14.4%**	**58.0**	**157.6**
(-) Depreciation and amortization	(10.0)	(37.9)	12.1%	6.8%	(8.9)	(35.4)
EBITDA	**62.4**	**218.2**	**-6.8%**	**13.0%**	**66.9**	**193.1**
(+) Non-recurring	-	-	-	-	(5.5)	1.2
Adjusted EBITDA	**62.4**	**218.2**	**1.5%**	**12.3%**	**61.5**	**194.3**
Adjusted EBITDA Margin %	*15.1%*	*15.3%*	*-1.4 p.p.*	*-0.7 p.p.*	*16.5%*	*16.0%*

Results – Integrated Logistics Division

The Integrated Logistics Division 4Q23 gross revenue was R$ 49.2 million, 9.8% higher in the year-based comparison, mainly due to the growth in revenue from the **Industrial Logistics** operation, which posted higher revenues in both the **chemicals** and **household appliances** operations.

The growth of the **chemicals operation** in 4Q23 versus the year ago period is mainly the result of the new Sodium Carbonate transport contract as presented in the 3Q23 Earnings Release. The **household appliances operation** revenues recovered in 4Q23 YoY as a result of an uptick in volumes. The 0.8% reduction in the division's 2023 gross revenue in the YoY comparison mainly stems from the operational effect resulting from the renewal of the chemical operation's silo trucks fleet, as explained in the 2Q23 and 3Q23 Earnings Release.

Chart 5 – Gross Revenue Integr. Logistics (in R$ mi)



The division's **gross margin** was 22.8% in 4Q23, up 4.1 p.p. YoY, led by the increase of volumes and revenues and, consequently, the dilution of fixed costs. In turn, the 1.5 p.p. margin retraction in 2023 vs 2022 mainly comes from the dip in revenue resulting from the previously mentioned operational event, which negatively impacted the chemicals operation in 2Q23 and 3Q23.

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TEGMA GESTÃO LOGÍSTICA S A | EARNINGS RELEASE | 4Q23 | IN R$ MILLION

TEGMA GESTÃO LOGÍSTICA S A | EARNINGS RELEASE | 4Q23 | IN R$ MILLION

The Integrated Logistics Division **EBITDA margin** was 29.0% in 4Q23, 1.4 p.p. lower versus the year ago period, negatively impacted by the write-off of operational assets, a reversal of PIS and COFINS tax credit and a legal contingency, which totaled R$ 1.9 million. The 2.3 p.p. retraction in the 2023 EBITDA margin compared to 2022 can be attributed to lower volumes managed in both the household appliance and chemicals logistics operations.

Chart 6 – Integrated Logistics adj. EBITDA (in R$ mi)

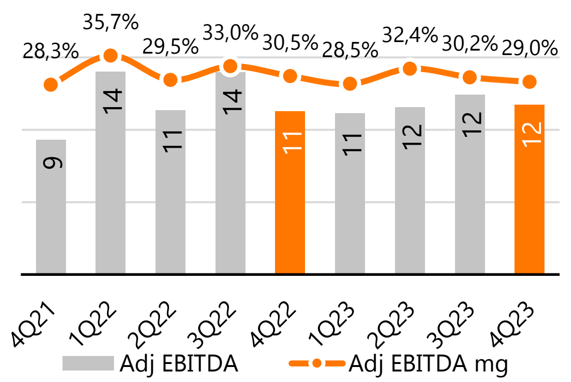


Table 4			**Chg % vs**			
Integrated logistics division	**4Q23**	**2023**	**4Q22**	**2022**	**4Q22**	**2022**
Gross revenue	**49.2**	**189.7**	**9.8%**	**-0.8%**	**44.8**	**191.2**
Warehouse	1.2	5.5	-22.4%	21.5%	1.6	4.5
Industrial logistics	48.0	184.2	10.9%	-1.3%	43.3	186.7
Gross revenue deductions	(8.8)	(33.4)	12.0%	-2.2%	(7.9)	(34.1)
Net revenue	**40.4**	**156.3**	**9.3%**	**-0.5%**	**37.0**	**157.1**
Cost of services	(31.2)	(124.6)	3.8%	1.4%	(30.0)	(122.9)
Gross profit	**9.2**	**31.8**	**33.1%**	**-7.1%**	**6.9**	**34.2**
Gross margin %	*22.8%*	*20.3%*	*4.1 p.p.*	*-1.5 p.p.*	*18.8%*	*21.8%*
Expenses	(1.7)	(1.8)	1,021.5%	46.7%	(0.2)	(1.2)
Operating income	**7.5**	**30.0**	**10.9%**	**-9.1%**	**6.8**	**33.0**
(-) Depreciation and amortization	(4.2)	(16.9)	-6.1%	-4.3%	(4.5)	(17.6)
EBITDA	**11.7**	**46.8**	**4.2%**	**-7.4%**	**11.3**	**50.6**
(+) Non-recurring	-	-	-	-	-	-
Adjusted EBITDA	**11.7**	**46.8**	**4.2%**	**-7.4%**	**11.3**	**50.6**
Adjusted EBITDA Margin %	*29.0%*	*30.0%*	*-1.4 p.p.*	*-2.3 p.p.*	*30.5%*	*32.2%*

Results - Consolidated

The YoY growth of the Company's **consolidated revenues** in 4Q23 is explained by the increase in the number of vehicles transported and the average distance traveled in the period, in addition to the growth of revenues from the Integrated Logistics Division. Revenue growth in 2023 was the result of the improvement in the Brazilian automotive market, combined with the growth of the logistics operation for pre-owned vehicles, Fastline, in addition to the growth in yard management activities and automotive services.

The main reason for the growth in **taxes and deductions** in 4Q23 and 2023 above the growth recorded in gross revenue is the two commercial discounts granted throughout 2023 in the Automotive Logistics Division, as explained in the respective section.

The 4Q23 **consolidated gross margin** was 20.2%, stable vs the prior year period, explained: i) negatively by the commercial discount mentioned in taxes and deductions (-0.6 p.p) and by the realignment of transport tariffs to the levels of diesel prices in 2023, as explained in the specific section for the Automotive Division and ii) positively, due to the expansion of gross margin in the Integrated Logistics Division. The 0.4 p.p drop in gross margin in 2023 vs 2022 can be attributed to: i) the commercial discounts mentioned previously (-0.3 p.p), ii) the realignment of tariffs for automotive operations already mentioned and iii) the process of renewing the fleet of silo carriers for the Integrated Logistics chemicals operation, which reduced transported/stored volumes and revenues in 2023, as explained in 2Q23 and 3Q23.

Expenses in 4Q23 were R$ 31.6 million, 77.5% higher YoY. On a comparable basis, disregarding the non-recurring event in 4Q22, which reduced expenses in that quarter by R$ 5.5 million[4], expenses in 4Q23 would have increased by 35.5% in the annual comparison. This growth is a result of: i) the direct impacts on the administrative structure (collective agreement and adjustment of administrative teams), ii) one-off intercompany expenses that have a counterpart in revenue (R$ 1.7 million), iii) the increase in expenses consultancy and legal fees and iv) the events mentioned in the explanation of the Integrated Logistics Division EBITDA, which totaled R$ 1.9 million. In 2023, expenses totaled R$ 101.5 million, 20.7% higher than 2022 expenses. This growth is mainly a result of direct impacts on the administrative structure (collective agreement, creation of a new legal director position and adjustment of administrative teams). Furthermore, other events totaled negative R$6.5 million: i) the expenses mentioned in item ii of the quarterly explanation above, ii) the increase in consultancy expenses and legal fees, iii) higher commercial expenses and iv) increase in legal contingencies.

The **EBITDA margin** in 4Q23 was 16.3%, down 1.4 p.p. compared to the adjusted EBITDA in 4Q22. The retraction in 4Q23 was a result of the commercial discount granted in the Automotive Division (-0.6 p.p.), the impact stemming from the realignment of transport tariffs to 2023 diesel price levels and the increase in administrative expenses in the period, explained above. In 2023, the EBITDA margin was 16.7%, 1.1 p.p lower in the annual comparison. This reduction is a consequence of the commercial discount (-0.2 p.p.), of the realignment of tariffs for the automotive operation previously mentioned and the growth in administrative expenses in the period.

Chart 7 – Consolidated gross revenue (in R$ mi)

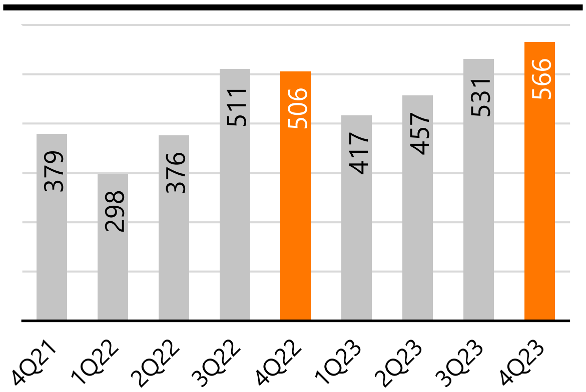
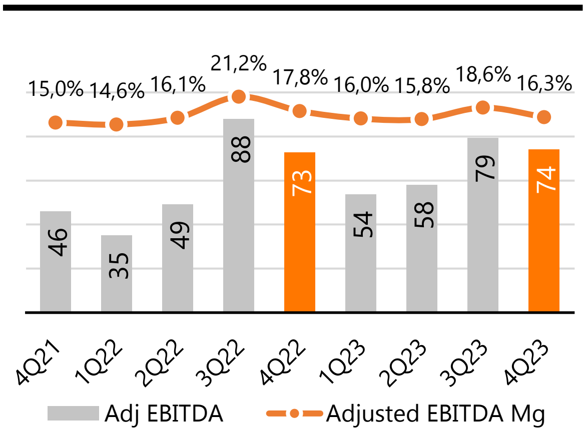


Chart 8 – Consolidated Adj EBITDA (R$ mi)



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[4] Tax credit explained in the EBITDA Reconciliation Section

TEGMA GESTÃO LOGÍSTICA S A | EARNINGS RELEASE | 4Q23 | IN R$ MILLION

Table 5 Consolidated	4Q23	2023	Chg % vs 4Q22	 2022	4Q22	2022
Gross revenue	**566.0**	**1,971.4**	**11.8%**	**16.5%**	**506.3**	**1,691.9**
Gross revenue deductions	(112.2)	(388.0)	15.8%	20.7%	(96.9)	(321.4)
Net revenue	**453.8**	**1,583.5**	**10.8%**	**15.5%**	**409.4**	**1,370.5**
Cost of services	(362.3)	(1,271.7)	10.9%	16.0%	(326.8)	(1,095.8)
Gross profit	**91.5**	**311.8**	**10.8%**	**13.5%**	**82.6**	**274.7**
Gross margin %	20.2%	19.7%	-	*-0.4 p.p.*	20.2%	20.0%
Expenses	(31.6)	(101.5)	77.5%	20.7%	(17.8)	(84.1)
Operating income	**60.0**	**210.3**	**-7.5%**	**10.3%**	**64.8**	**190.6**
(-) Depreciation and amortization	(14.2)	(54.8)	6.0%	3.1%	(13.4)	(53.1)
EBITDA	**74.1**	**265.0**	**-5.2%**	**8.8%**	**78.2**	**243.7**
(+) Non-recurring	-	-	-	-	(5.5)	1.2
Adjusted EBITDA	**74.1**	**265.0**	**1.9%**	**8.2%**	**72.7**	**244.9**
Adjusted EBITDA Margin %	*16.3%*	*16.7%*	*-1.4 p.p.*	*-1.1 p.p.*	*17.8%*	*17.9%*

The almost 100% increase in the positive **result from debt and financial investments** in 4Q23 is due to the company's higher cash/debt ratio and the lower gross debt spread over the CDI. The positive evolution for 2023 can be explained by the same factors. In 4Q23, the **financial income** was positive at R$ 2.2 million positive [R$ 8.5 million positives in 2023] vs R$ 7.1 million positives in 4Q22 [R$ 6.7 million positives in 2022]. The increase in interest on leasing in 2023 stems from the renewal of relevant lease contracts throughout 2023. For the correct comparison, it is worth highlighting that the financial result of 4Q22 was positively impacted in the amount of R$ 6.2 million[5] and the 2023 financial result was positively impacted by R$ 2.8 million resulting from the monetary update of tax credits recognized in recent years.

Table 6 - Financial result	4Q23	2023	Chg % vs 4Q22	 2022	4Q22	2022
Revenue from financial investments	7.8	29.3	52.9%	66.1%	5.1	17.6
Interest expenses	(3.1)	(12.6)	14.2%	9.0%	(2.7)	(11.6)
Results from debt and financial investments	**4.6**	**16.7**	**98.2%**	**175.4%**	**2.3**	**6.1**
Interest on leasing	(2.5)	(9.6)	64.6%	82.3%	(1.5)	(5.3)
Monetary correction PIS COFINS tax credit	-	2.8	-	-54.8%	6.2	6.2
Other financial revenues (expenses)	0.1	(1.0)	-41.3%	234.1%	0.1	(0.3)
Financial result	**2.2**	**8.9**	-69.1%	33.2%	**7.1**	**6.7**

Equity pickup[6], shown in the last table in this section and on the following page, was positive by R$ 4.4 million in 4Q23. This is explained mainly by the by the GDL Joint Venture's income, as shown in the table below, which shows 100% of its results. The growth of the Joint Venture's **net revenue** in 4Q23 and in 2023 is mainly explained by the growth in the warehousing service for imported vehicles (sales of imported vehicles in Brazil grew 42% in 4Q23 vs 4Q22). It is worth noting that the growth in sales of imported electric vehicles in December 2023, which were driven by the announcement of gradual taxation on

Table 7 GDL (100%)	4Q23	2023	Chg % vs 4Q22	 2022	4Q22	2022
Net revenue	**47.6**	**160.5**	**55.0%**	**36.4%**	**30.7**	**117.6**
Operating income	**12.2**	**49.6**	**66.7%**	**53.8%**	**7.3**	**32.3**
Operating margin %	*25.7%*	*30.9%*	*1.8 p.p.*	*3.5 p.p.*	*23.9%*	*27.4%*
Net income	**9.0**	**34.1**	**81.9%**	**58.0%**	**5.0**	**21.6**
Net margin %	*18.9%*	*21.2%*	*2.8 p.p.*	*2.9 p.p.*	*16.1%*	*18.3%*

[5] The 4Q22 financial INCOME was impacted by the monetary correction of Catlog's tax credit in the amount of R$ 6.2 million.
[6] 50% of the company GDL (bonded and general warehousing in Espírito Santo), 49% of the non-operational company Catlog until August/22 and 16% of Rabbot as of August/22.

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the import of electrified vehicles as of January 2024. The growth in operating and net margins is the result of revenue growth coupled with operational efficiency in costs and expenses.

The **income tax** rate in 4Q23 was 23.4% [22.7% in 2023], as per Table 8. The main factors that reduced the effective rate versus the nominal rate in the quarter were the payment of interest on equity, the exclusion of income from ICMS tax credit granted from the tax calculation basis and the equity equivalence of the period.

It is worth highlighting that Law No. 14,789 of December 29, 2023, which came into force on January 1, 2024, established the taxation of any tax incentives, including the presumed ICMS tax credit, which will form the income tax calculation basis. Furthermore, this Law changed some accounting aspects in the formation of the calculation basis for Interest on Equity, without this having an impact on the Company's results distribution policy.

Tabela 8 – Income tax	4Q23	2023	Chg % vs 4Q22	Chg % vs 2022	4Q22	2022
Income before tax	**66.6**	**235.5**	**-10.1%**	**13.3%**	**74.1**	**207.9**
Real tax rate	-34%	-34%	-	-	-34%	-34%
Income tax and social contribution at the nominal rates	**(22.6)**	**(80.1)**	**-10.1%**	**13.3%**	**(25.2)**	**(70.7)**
Presumed ICMS tax credit	2.8	9.7	17.3%	21.1%	2.4	8.0
Interest on equity	3.1	9.6	40.0%	54.7%	2.2	6.2
Equity pickup	1.5	5.5	109.7%	53.7%	0.7	3.6
Others	(0.4)	1.6	-	-65.0%	2.6	4.6
Income tax	**(15.6)**	**(53.6)**	**-9.6%**	**11.1%**	**(17.2)**	**(48.2)**
Effective tax rate	*-23.4%*	*-22.7%*	*-0.1 p.p.*	*0.5 p.p.*	*-23.3%*	*-23.2%*

Net income for 4Q23 was R$ 51.0 million, with a margin of 11.2%. Disregarding the positive impact of R$ 8.2 million on net income in 4Q22, resulting from the non-recurring event in that quarter, net income in 4Q23 would be 4.9% higher YoY, or a 0.5% lower net margin. The small decrease in net margin is due to the decrease in operating margin/EBIT. In 2023, net income was R$ 181.9 million, resulting in a 0.2 p.p. loss of in net margin. The near stability of the net margin in a period of revenue growth can be attributed to the reduction in the operating margin, despite the improvement in income via GDL's equity pickup and the higher positive financial income.

Table 9 - Consolidated	4Q23	2023	Chg % vs 4Q22	Chg % vs 2022	4Q22	2022
Operating income	**60.0**	**210.3**	**-7.5%**	**10.3%**	**64.8**	**190.6**
Financial result	2.2	8.9	-69.1%	33.1%	7.1	6.7
Equity pickup	4.4	16.3	109.7%	444.0%	4.4	4.4
Income before tax	**66.6**	**235.5**	**-10.1%**	**13.3%**	**74.1**	**207.9**
Income tax	(15.6)	(53.6)	-9.6%	11.1%	(17.2)	(48.2)
Net income	**51.0**	**181.9**	**-10.2%**	**13.9%**	**56.8**	**159.7**
Net margin	*11.2%*	*11.5%*	*-2.6 p.p.*	*-0.2 p.p.*	*13.9%*	*11.7%*

Cash Flow

Net cash from operating activities in 4Q23 was R$ 15.9 million, due to the company's positive operating results, as explained in the previous sections, despite an increase of six days in the cash cycle in December 2023 compared to September 2023, as can be seen in graph 9 in the following page. Additionally, in 4Q23 the Company used R$ 4.1 million in tax credits, which contributed positively to the operating cash flow. In 2023, the item was positive by R$ 216.4 million, R$ 8.6 million higher than the figure recorded in 2022, mainly due to the improvement in operating income in 2023.

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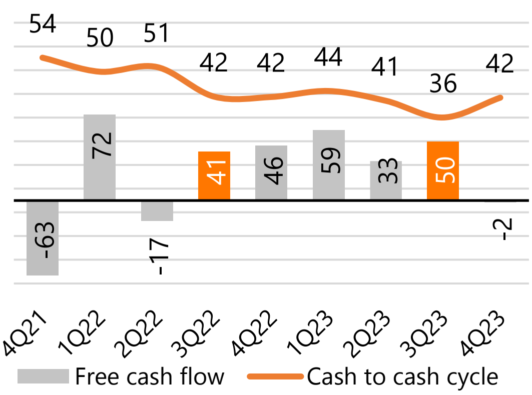
Net cash from investment activities in 4Q23 was negative by R$ 2.6 million, mainly due to: i) the "cash" CAPEX of R$ 8.8 million and ii) R$ 5.5 million in dividends from the GDL Joint Venture. In 2023, net cash from investment activities was negative by R$ 29.7 million, mainly due to: i) the "cash" CAPEX of R$ 42.7 million; ii) R$ 14.7 million in dividends from the GDL Joint Venture and iii) of R$ 3.0 million referring to complementary payments to the acquisition of the remaining shareholding of the non-operating company Catlog, carried out in September 2022.

Regarding CAPEX, shown in the table below on the right, which totaled R$ 10.6 million in 4Q23, the most relevant investments were: i) the acquisition of silo-carriers for the renewal of the chemicals operation's company-owned fleet, which totaled R$ 3.7 million, and ii) investment in the deployment of the new ERP, in the amount of R$ 1.8 million. CAPEX in 2023 was R$ 33.2 million and the investment that stood out the most in the period was the renewal of the fleet of silo-carries for chemical operations (R$ 8.6 million). The other three most relevant investments of the year totaled R$ 5.2 million, such as the investment in the implementation of the new ERP, the renovation of a chemical operation warehouse and the purchase of software license. The difference between "cash" CAPEX and year-to-date CAPEX was explained in the 1Q23 Earnings release.

Tabela 10 – Consolidated CAPEX	4Q23	4Q22	2023	2022
Maintenance & General improvements	3.8	5.1	13.9	11.9
Fixed asset improvements and maintenance	3.7	11.7	9.7	23.8
IT	3.0	3.4	9.6	9.3
Total	**10.6**	**20.2**	**33.2**	**45.0**

Net cash from financing activities in 4Q23 was negative by R$ 39.4 million due to: i) the payment of dividends and IOE referring to 3Q23, which totaled R$ 35.6 million, ii) interest on leases (IFRS-16), which totaled R$ 8.8 million and iii) the raising of financing, which totaled R$ 5.0 million. In 2023, the item was negative by R$ 144.5 million due to: i) the payment of dividends and IOE, which totaled R$ 112.8 million, ii) the settlement of the debt principal, in the amount of R$ 55.0 million, iii) interest on leases (IFRS-16), which totaled R$ 33.0 million and iv) the raising of R$ 56.3 million in loans and financing.

Chart 9 - Consolidated free cash flow (R$ mi) and cash-to-cash cycle (days)



Cash-to-cash cycle: receivable days - payable days (Supply and freight/daily COGS))

Finally, it is worth highlighting that the stability of Free Cash Flow in 2023 compared to 2022 has a strong impact from the use of tax credits in both years (R$ 14 million in 2023 and R$ 38 million in 2022), which, if purged, would incur a 21% increase in 2023 vs 2022.

Table 11 - Consolidated cash flow	4Q23	4Q22	2023	2022
A - Cash at beginning of period	**258.6**	**137.2**	**190.3**	**147.1**
1- Net cash generated by operating activities (1)	15.9	63.0	216.4	207.8
2 - Net cash generated by investing activities	(2.6)	(6.7)	(29.7)	(28.1)
3 - Net cash from financing activities	(39.4)	(3.2)	(144.5)	(136.5)
(=) Cash at end of period (A + 1 + 2 + 3)	**232.5**	**190.3**	**232.5**	**190.3**
2 - Capital expenditures "cash"	(8.8)	(7.9)	(42.7)	(30.1)
3 - Payment of leasing	(8.8)	(8.7)	(33.0)	(35.1)
Free cash flow (1 + 4 + 5)	**(1.7)**	**46.3**	**140.8**	**142.6**

Debt and cash

The Company continues to report an unleveraged capital structure in 4Q23. As of the second quarter of 2020, Tegma posts a cash balance greater than its gross debt due to cash generation and the low need for CAPEX to maintain its operations.

The **net cash** of December 2023 was R$ 130.9 million, which represents a reduction compared to the position of September 2023, which was R$ 162.8 million, due to the increase in the cash-to-cash cycle in 4Q23.

The **net debt/adjusted EBITDA LTM ratio** could not be applied, as the Company had net cash. The calculation of the coverage ratio (which is equivalent to **adjusted EBITDA over financial results**) for 4Q23 is not applicable due to the company's financial result being positive in the last 12 months. The Company's covenants are <2.5x and >1.5x, respectively.

As informed in the 3Q23 Earnings Release, in August 2023 Tegma raised a credit facility from BNDES in the *FINAME Direto* modality, with an optative additional 30% as working capital, at an interest rate equal to the official Brazilian interest rate (SELIC) +1.69% p.y., with the payment of semi-annual interest during the grace period (three years), and after this period the principal will be repaid monthly, due in September 2039, by the subsidiary Tegma Cargas Especiais Ltda. In 4Q23, R$ 5.0 million were disbursed from this credit facility for the acquisition of silo-carriers, intended for the transport of chemical products.

The **average total cost of gross debt** of the Company on December 31, 2023 was CDI + 1.55%, flat compared to September 2023. In April 2023, Fitch reaffirmed Tegma's **Rating** at A(Bra) with a stable outlook.

Chart 10 – Cash and Principal debt schedule amortization (R$ mi)

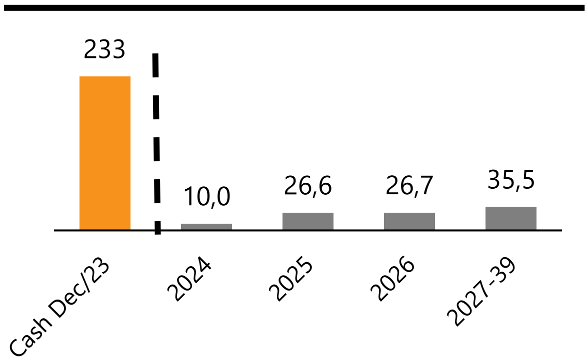


Chart 11 – Consolidated debt and cash (in R$ mi)

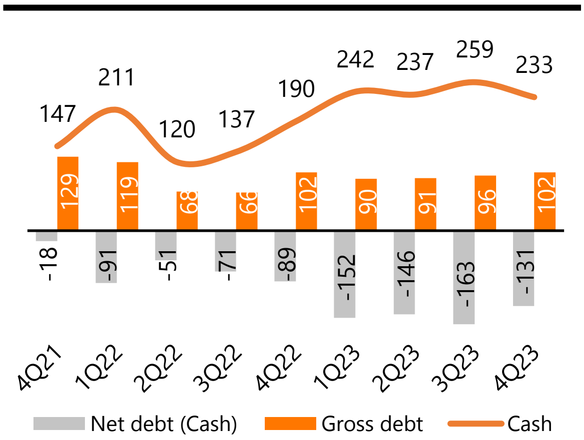


Table 12 – Consolidated debt	dec-22	sep-23	dec-23
Current debt	59.2	12.0	12.8
Non-current debt	42.6	83.8	88.8
Gross debt	**101.7**	**95.8**	**101.6**
(-) Cash	1.6	0.6	1.8
(-) Banking investments	188.7	258.0	230.7
Net debt (cash)	**(88.6)**	**(162.8)**	**(130.9)**
Adjusted EBITDA TTM	**244.9**	**263.6**	**265.0**
Net debt / Adjusted EBITDA LTM	*N/A*	*N/A*	*N/A*
Financial result TTM	**6.7**	**13.9**	**8.9**
Adjusted EBITDA LTM / Financial result LTM	*N/A*	*N/A*	*N/A*

TEGMA GESTÃO LOGÍSTICA S A | EARNINGS RELEASE | 4Q23 | IN R$ MILLION

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Return on Invested Capital and Economic Value Added

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 in 4Q23 was 27.2%, a slight reduction compared to the ROIC in 3Q23, mainly due to the reduction in margins in the automotive division in 4Q23 in the year-based comparison and the performance of the integrated logistics division in 2023, lower in terms of revenue and margins.

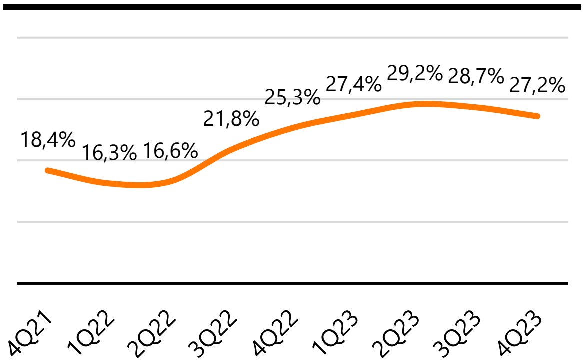
EVA in 4Q23, considering a WACC between 12% and 17% (historical range adopted by sell-side analysts), was R$ 52-78 million, vs R$ 54-79 million in 3Q23, basically due to the same reasons explained above which caused the ROIC to retract in the quarter-based comparison.

The recovery trend, both in ROIC and EVA, which can be observed since mid-2022, as can be seen in Charts 12 and 13, occurs due to:

i) the recent recovery of the automotive market and the improvement in the share of relevant customers in national sales, and the 27% growth in the number of vehicles transported by the automotive division in this period,
ii) the improvement in the volume of automotive logistics services,
iii) the pre-owned vehicle logistics operation (which requires little investment)

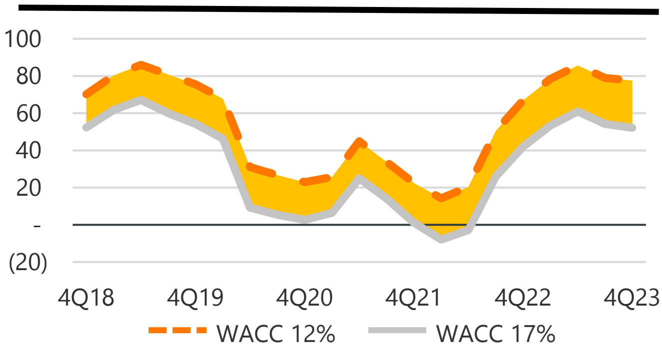
All of Tegma's current and prospective operations undergo an assessment using EVA as a criterion for value generating and feasibility.

Chart 12 – Consolidated return on invested capital (ROIC)



ROIC: NOPAT / Net debt + shareholder's equity – goodwill Reconciliation of the indicator in the "historical financials" excel file – "indicators sheet

Chart 13 – EVA (Economic value added) (consolidated) (R$ mi)



EVA=NOPAT LTM (adjusted for non-recurring EBITDA events) – [(LTM average capital employed)x(sell side analysts' weighted average cost of capital (WACC)]. Reconciliation of the indicator available in the Historical Series.xlm file (indicators)

EBITDA Reconciliation

	4Q23	4Q22	2023	2022
Lucro Líquido	**51.0**	**56.8**	**181.9**	**159.7**
(-) Income Tax	-15.6	-17.2	-53.6	-48.2
(-) Financial Result	2.2	7.1	8.9	6.7
(-) Depreciation and amortization	-14.2	-13.4	-54.8	-53.1
(-) Equity pickup	4.4	2.1	16.3	10.6
EBITDA	**74.1**	**78.2**	**265.0**	**243.7**
(-) Provision for former subsidiary Direct's legal contingencies (i)	-	-	-	-6.6
(-) Catlog tax credit (ii)	-	5.5	-	5.5
Adjusted EBITDA	**74.1**	**72.7**	**265.0**	**244.9**

i. *Provision for legal contingencies of the former subsidiary Direct Express, in the amount of R$6.6 million, as per Explanatory Notes 16 (i) and 23 (ii) to the 2022 financial statements*
ii. *Tax credit registered by the subsidiary Catlog, as per Explanatory Notes 7 (iii) and 23 (i) to the 2022 financial statements*

TegInvest: Tegma's IR Podcast

(portuguese only)

Second season

available

5 GDL's operation and opportunities in general and bonded warehousing

6 Tegma's initiatives in the inbound logistics of parts and pieces in the industry

7 How does the operation of yard management in Vehicle Logistics work?

8 Sustainability in a logistics company like Tegma

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TEGMA GESTÃO LOGÍSTICA S A | EARNINGS RELEASE | 4Q23 | IN R$ MILLION

Shareholder composition

Category	# shares TGMA3 ON	% Total
Mopia Participações e Empreendimentos Ltda.	15,396,481	23%
Cabana Empreendimentos e Participações Ltda,	4,817,704	7%
Coimex Empreendimentos e Participações Ltda,	13,207,034	20%
Other controlling shareholders (individuals)	515,073	1%
Directors and board	101	0%
Treasury	65,143	0%
Controllers, administrators and treasury	**34,001,536**	**52%**
Free float	**32,001,379**	**48%**
Total shares	**66,002,915**	**100%**

Services provided by the independent auditor

The financial statements of the Company and its subsidiaries for the year ended December 31, 2023 were audited by BDO RCS Auditores Independentes SS. Tegma informs that it contracted services from the Independent Auditor other than External Audit. The contracting of services unrelated to external auditing with its Independent Auditors is based on principles that preserve the independence of these professionals. These principles, which follow internationally accepted guidelines, consist of: (a) the auditor should not audit his own work, (b) the auditor should not perform managerial functions at his client and (c) the auditor should not promote its client's interests. Pursuant to CVM Resolution 59, the Management declares that, in a meeting held on March 11th, 2024, it discussed, reviewed and agreed with the information expressed in the Independent Auditors' Audit Report on the individual and consolidated financial statements as of December 31, 2023.

a) the date of contracting, the duration, if longer than one year, and an indication of the nature of each service provided:

i) Audit of individual and consolidated financial statements for the year ended December 31, 2023 and review of individual and consolidated interim accounting information for the quarters ended March 31, June 30 and September 30 2023 from Tegma: Hiring date: 01/23/2023; Duration period: 01/01/2023 to 12/31/2023

ii) Audit of the Annual Sustainability Report: Hiring date: 03/13/2023; Duration period: one year

b) the total value of the contracted fees and their percentage in relation to the fees related to external audit services

Audit of the Annual Sustainability Report: R$50 thousand; 5.4% in relation to fees related to external audit services

c) the policy or procedures adopted by the Company to avoid the existence of conflicts of interest, loss of independence or objectivity of its independent auditors:

The Policy for Hiring Extra-Audit Services approved by the Company's Board of Directors on April 27, 2023 determines that any extra-audit service must be approved by the non-Statutory Audit Committee.

d) a summary of the justification presented by the auditor to the issuer's management regarding the reasons why he understood that the provision of other services did not affect the independence and objectivity necessary for the performance of external audit services:

The rules of independence are met and there were no services provided other than assurance.

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

Income statement	4Q23	2023	Chg % vs 4Q22	Chg % vs 2022	4Q22	2022
Gross revenue	**566.0**	**1,971.4**	**11.8%**	**16.5%**	**506.3**	**1,691.9**
Taxes and deductions	(112.2)	(388.0)	15.8%	20.7%	(96.9)	(321.4)
Net revenue	**453.8**	**1,583.5**	**10.8%**	**15.5%**	**409.4**	**1,370.5**
(-) Cost of services	(362.3)	(1,271.7)	10.9%	16.0%	(326.8)	(1,095.8)
Personnel	(37.4)	(134.2)	14.7%	15.6%	(32.6)	(116.0)
Freight	(309.8)	(1,065.5)	12.4%	17.4%	(275.6)	(907.6)
Other costs	(46.0)	(178.6)	-2.0%	7.5%	(47.0)	(166.2)
Taxes credit (PIS and COFINS)	31.0	106.5	9.2%	13.4%	28.4	94.0
Gross profit	**91.5**	**311.8**	**10.8%**	**13.5%**	**82.6**	**274.7**
General and administrative expenses	(29.2)	(99.2)	23.2%	17.7%	(23.7)	(84.3)
Other expenses and revenues	(2.4)	(2.2)	-	-	5.9	0.2
Operating income	**60.0**	**210.3**	**-7.5%**	**10.3%**	**64.8**	**190.6**
Financial result	2.2	8.9	-69.1%	33.1%	7.1	6.7
Equity	4.4	16.3	109.7%	53.8%	2.1	10.6
Income before tax	**66.6**	**235.5**	**-10.1%**	**13.3%**	**74.1**	**207.9**
Income tax	(15.6)	(53.6)	-9.6%	11.1%	(17.2)	(48.2)
Net income	**51.0**	**181.9**	**-10.2%**	**13.9%**	**56.8**	**159.7**
Net margin %	*11.2%*	*11.5%*	*-2.6 p.p.*	*-0.2 p.p.*	*13.9%*	*11.7%*

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

	Dec-22	Sep-23	Dec-23
Current assets	**496.8**	**578.4**	**612.7**
Cash at bank and on hand	1.9	0.6	1.8
Short-term investments	135.4	258.0	230.7
Accounts receivable	289.1	280.8	345.5
Related parties	0.0	0.3	0.3
Inventories	1.2	0.8	0.8
Income tax and social contribution	2.2	2.4	2.4
Taxes to recover	41.2	15.8	11.0
Other receivables	20.3	15.1	14.5
Prepaid expenses	5.5	4.7	5.7
Long term Assets	**48.4**	**64.4**	**65.2**
Taxes to recover	5.6	20.2	20.4
Income tax and social contribution	13.8	16.7	17.1
Other accounts receivable	1.5	1.5	1.6
Deffered fiscal asset	7.4	5.6	4.7
Related parties	1.1	1.1	1.1
Judicial deposits	19.0	19.2	20.3
Investments	47.1	50.4	49.3
Property and equipment	212.5	228.0	230.5
Intangible assets	174.3	177.2	176.8
Right of use assets	56.4	67.7	65.1
Non-current assets	538.7	587.7	587.0
Total assets	**1,035.4**	**1,166.1**	**1,199.7**

	Dec-22	Sep-23	Dec-23
Current liabilities	**219.8**	**180.8**	**198.1**
Loans and financing	56.4	12.0	12.8
Lease liabilities	33.8	26.9	29.3
Suppliers	30.4	43.5	52.1
Taxes payable	19.3	21.9	25.9
Salaries and social charges	27.0	32.4	30.2
Other accounts payable	31.4	29.8	34.2
Related parties	0.2	0.7	0.7
Income tax and social contribution	21.4	13.7	12.9
Non-current liabilities	**78.4**	**164.3**	**165.1**
Loans and financing	10.0	83.8	88.8
Related parties	0.5	0.5	0.5
Lease liabilities	28.0	46.3	41.3
Deferred fiscal liabilities	4.6	4.3	3.9
Provision for contingencies and other liabilities	32.3	26.6	28.0
Actuarial liabilities	2.9	2.7	2.5
Shareholders equity	**736.4**	**819.5**	**835.2**
Capital stock	318.5	318.5	318.5
Profit reserve	357.3	428.3	471.3
Retained earnings	63.2	75.0	-
Treasury shares	(0.3)	(0.3)	(0.3)
Assets valuation adjustment	(2.3)	(2.0)	(1.8)
Additional proposed dividend	-	-	47.5
Minority interest	**0.8**	**1.4**	**1.4**
Total liabilities and shareholders' equity	**1,035.4**	**1,166.1**	**1,199.7**

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

	4Q23	4Q22	2023	2022
Net income for the period	**51.0**	**56.8**	**181.9**	**159.7**
Depreciation and amortization	6.1	5.6	24.3	22.1
Right of use assets amortization	8.0	7.7	30.4	31.0
Interest and exchange variation on unpaid loans and debentures	3.1	2.7	12.6	11.6
(Reversal of) provision for contingencies	1.1	0.4	2.1	6.9
Interest on leasing	2.5	1.5	9.6	5.3
Equity	(4.4)	(2.1)	(16.3)	(10.6)
Loss (gains) on disposal of assets	0.4	0.0	0.2	0.2
Allowance for (reversal of) doubtful accounts	0.0	0.0	1.1	0.4
Extemporaneous tax credits	-	(15.3)	-	(15.3)
Deferred income and social contribution taxes	0.4	5.9	(4.1)	5.3
Gains on sale of assets	-	-	-	(0.8)
Expenses (revenues) not affecting cash flows	**17.3**	**6.5**	**60.0**	**56.0**
Accounts receivable	(64.8)	(25.0)	(32.6)	(11.8)
Taxes recoverable	16.7	16.0	54.4	57.8
Judicial deposits	(0.6)	(0.2)	(1.0)	0.0
Other assets	0.8	6.1	1.7	(7.7)
Suppliers and freight payable	6.8	6.6	12.2	(13.3)
Salaries and related charges	(2.2)	(0.6)	3.9	1.9
Increase (decrease) in related parties	0.1	0.5	(0.2)	0.6
Other liabilities	8.3	8.7	2.7	13.5
Changes in assets and liabilities	**(34.9)**	**12.0**	**41.1**	**40.9**
Interest on loans, financing and swap	(2.3)	0.0	(14.0)	(11.3)
Interest on leasing	(3.2)	(1.6)	(9.3)	(7.0)
Lawsuits paid	(0.1)	(3.2)	(2.8)	(9.6)
Income and social contribution taxes paid	(11.8)	(7.5)	(40.4)	(20.9)
(A) Net cash generated by (used in) operating activities	**15.9**	**63.0**	**216.4**	**207.8**
Dividends received	5.5	1.3	14.7	6.7
Acquisition of intangible assets	(1.7)	(3.7)	(7.0)	(7.7)
Acquisition of property and equipment and intangible assets	(7.1)	(4.2)	(35.7)	(22.4)
Cash & cash equivalents - Catlog Logística	-	(0.0)	-	0.5
Payment of investment acquisition	-	-	(3.0)	(5.9)
Proceeds from sale of assets	0.7	(0.1)	1.3	0.6
(B) Net cash generated by (used in) investing activities	**(2.6)**	**(6.7)**	**(29.7)**	**(28.1)**
Dividends paid	(35.6)	(27.0)	(112.8)	(74.0)
New loans	5.0	32.6	56.3	32.6
Payment of loans and financings	-	-	(55.0)	(60.0)
Payment of leasing	(8.8)	(8.7)	(33.0)	(35.1)
(C) Net cash generated by (used in) financial activities	**(39.4)**	**(3.2)**	**(144.5)**	**(136.5)**
Changes in cash (A + B + C)	**(26.1)**	**53.1**	**42.2**	**43.2**
Cash at beginning of period	258.6	137.2	190.3	147.1
Cash at end of year	232.5	190.3	232.5	190.3

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

	Capital	Legal reserve	Tax incentive reserve	Retained profit	Addicional dividend pro-posed	Treasury stock	Asset valuation adjus-tment	Retained earnings (accu-mulated losses)	Non-controlling interest	Total equity
Balance on January 1, 2022	**318.5**	**38.0**	**73.7**	**230.8**	**22.3**	**(0.3)**	**(2.3)**	**-**	**0.6**	**681.3**
Comprehensive income	-	-	-	-	-	-	-	159.3	0.4	159.7
Tax incentives	-	-	21.3	-	-	-	-	(21.3)	-	-
Non-controlling interest	-	-		-	-	-	-	-	-	-
Dividends and interest on equity	-	-	-	(51.6)	39.6	-	-	(39.6)	-	(51.6)
Set up of actuarial liability	-	-	-	-	-	-	0.2	-	-	0.2
Deferred taxes on actuarial liabilities	-	-	-	-	-	-	(0.1)	-	-	(0.1)
Payment of additional dividends	-	-	-	-	(22.3)	-	-	-	-	(22.3)
Other comprehensive income	-	-	-	-	-	(0.0)	(0.0)	0.0	0.0	0.0
Set up of reserves	-	8.0	-	90.5	-	-	-	(98.4)	-	-
Balance on December 31, 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**
Comprehensive income	-	-	-	-	-	-	-	56.7	0.1	56.8
Tax incentives	-	-	6.5	-	-	-	-	(6.5)	-	-
Non-controlling interest	-	-		-	-	-				
Dividends and interest on equity	-	-	-	(51.6)	61.9	-	-	(15.0)	-	(4.7)
Set up of actuarial liability	-	-	-	-	-	-	0.2	-	-	0.2
Deferred taxes on actuarial liabilities	-	-	-	-	-	-	(0.1)	-	-	(0.1)
Payment of additional dividends	-	-	-	-	(22.3)	-	-	-	-	(22.3)
Other comprehensive income	-	-	-	-	-	-	-	-	-	-
Set up of reserves	-	8.0	-	90.5	-	-	-	(98.4)	-	-
Balance on December 31, 2022	**318.5**	**45.9**	**95.0**	**269.6**	**39.6**	**(0.3)**	**(2.2)**	**-**	**0.9**	**767.1**
Balance on January 01, 2023	**318.5**	**45.9**	**95.0**	**269.6**	**39.6**	**(0.3)**	**(2.2)**	**-**	**0.9**	**767.1**
Comprehensive income	-	-	-	-	-	-	-	182.1	0.5	182.6
Other comprehensive income	-	-	-	-	-	-	0.2	-	-	0.2
Tax incentives	-	-	25.3	-	-	-	-	(25.3)	-	-
Set up of actuarial liability	-	-	-	-	-	-	0.3	-	-	0.3
Deferred taxes on actuarial liabilities	-	-	-	-	-	-	(0.1)	-	-	(0.1)
Dividends and interest on equity	-	-	-	(73.2)	31.0	-	-	(31.0)	(0.1)	(73.3)
Payment of additional dividends	-	-	-	-	(39.6)	-	-	-	-	(39.6)
Set up of reserves	-	9.1	-	116.7	-	-	-	(125.8)	-	-
Balance on December 31, 2023	**318.5**	**55.0**	**120.3**	**313.1**	**31.0**	**(0.3)**	**(1.8)**	**-**	**1.4**	**837.2**
Balance on October 01, 2023	**318.5**	**45.9**	**112.8**	**269.6**	**-**	**(0.3)**	**(2.0)**	**75.0**	**1.4**	**821.0**
Comprehensive income	-	-	-	-	-	-	-	51.1	(0.1)	51.0
Other comprehensive income	-	-	-	-	-	-	-	-	-	-
Tax incentives	-	-	7.6	-	-	-	-	(7.6)	-	-
Set up of actuarial liability	-	-	-	-	-	-	0.3	-	-	0.3
Deferred taxes on actuarial liabilities	-	-	-	-	-	-	(0.1)	-	-	(0.1)
Dividends and interest on equity	-	-	-	(73.2)	87.0	-	-	(9.9)	-	4.0
Payment of additional dividends	-	-	-	-	(39.6)	-	-	-	-	(39.6)
Set up of reserves	-	9.1	-	99.6	-	-	-	(108.6)	-	-
Balance on December 31, 2023	**318.5**	**55.0**	**120.3**	**296.0**	**47.5**	**(0.3)**	**(1.8)**	**-**	**1.4**	**836.5**

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

	4Q23	2023	Chg. Vs 4Q22	Chg. Vs 2022	4Q22	2022
Gross sale of services	536.2	1,866.4	11.5%	16.0%	481.1	1,609.2
Other income	(0.7)	1.6	-	-85.9%	9.4	11.4
(Reversal of) allowance for doubtful accounts	(0.0)	(1.1)	-88.7%	178.6%	(0.3)	(0.4)
Income	**535.4**	**1,866.9**	**9.2%**	**15.2%**	**490.1**	**1,620.1**
Cost of services provided	(309.8)	(1,065.5)	12.4%	17.3%	(275.6)	(908.1)
Materials, energy, third-party services and other operating expenses	(42.9)	(154.2)	-2.0%	4.5%	(43.7)	(147.6)
Input products acquired from third parties	**(352.7)**	**(1,219.7)**	**10.4%**	**15.5%**	**(319.3)**	**(1,055.7)**
Net value added produced by the Company	182.7	647.2	7.0%	14.7%	170.8	564.4
Depreciation and amortization	(6.1)	(24.3)	8.8%	10.0%	(5.6)	(22.1)
Right of use assets amortization	(8.0)	(30.4)	3.9%	-1.8%	(7.7)	(31.0)
Gross value added	**168.5**	**592.4**	**7.1%**	**15.9%**	**157.4**	**511.3**
Equity pickup	4.4	16.3	109.6%	53.8%	2.1	10.6
Financial income	9.4	36.6	-19.3%	27.5%	11.6	28.7
Total value added to be distributed	**182.4**	**645.2**	**6.5%**	**17.2%**	**171.2**	**550.6**
	-	-	-	-	-	-
Personnel and related charges	**47.0**	**171.5**	**14.3%**	**16.9%**	**41.1**	**146.6**
Direct compensation	36.6	133.1	13.2%	16.4%	32.3	114.3
Benefits	8.5	30.7	24.5%	20.0%	6.9	25.6
FGTS	1.9	7.7	-2.7%	14.3%	1.9	6.8
Taxes, charges and contributions	**73.9**	**256.7**	**9.5%**	**18.5%**	**67.5**	**216.6**
Federal	37.5	131.8	3.6%	16.9%	36.2	112.8
State	34.6	118.3	16.1%	20.8%	29.9	98.0
Local	1.8	6.6	22.9%	12.1%	1.4	5.9
Financing agents	**61.5**	**217.0**	**-1.8%**	**15.8%**	**62.6**	**187.4**
Interest and exchange variations	7.2	27.6	60.1%	25.7%	4.5	22.0
Rent	3.3	7.5	149.7%	30.5%	1.3	5.7
Dividends	35.6	73.2	31.7%	41.8%	27.0	51.6
Retained profits (losses)	15.5	108.2	-47.9%	0.5%	29.7	107.7
Non-controlling interest	(0.1)	0.5	-	35.9%	0.1	0.4
Value added distributed	**182.4**	**645.2**	**6.5%**	**17.2%**	**171.2**	**550.6**

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