

Results Presentation 4Q 2021



CONFERENCE CALL | March 25, 2022 | 11:00 BRT | 10:00 NYC

Portuguese | Phone: +55 11 4090-1621 | [Webcast](#) | English | Tel.: +1 844 204-8942 | [Webcast](#)

Disclaimer



This presentation contains certain forward-looking statements and information relating to Armac Locação, Logística e Serviços S.A. – B3: ARML3 (“ARMAC” or “Company”) that reflect the current views and/or expectations of the Company and its management with respect to its performance , your business and future events. Forward-looking statements include, without limitation, any statement that contains a forecast, indication or estimates and projections about future results, performance or objectives, as well as words such as "we believe", "anticipate", "expect", "estimate", "project", among other words with similar meaning. These forward-looking statements are subject to risks, uncertainties and future events. We advise investors that several important factors cause the actual results to differ materially from the plans, objectives, expectations, projections and intentions expressed in this presentation. Under no circumstances, neither the Company nor its subsidiaries, directors, officers, agents or employees shall be liable to third parties (including investors) for any investment decision made based on the information and statements in this presentation, or for any damages arising therefrom, corresponding or specific. Market and competitive position information, including market projections cited throughout this presentation, was obtained through internal surveys, market research, public domain information, and corporate publications. While we have no reason to believe that any of this information or reports is inaccurate in any material respect, we do not independently verify competitive position, market position, growth rate or any other data provided by third parties or other industry publications. The Company, placement agents and coordinators are not responsible for the veracity of such information. This presentation and its contents are proprietary information of the Company and may not be reproduced or circulated, partially or totally, without the prior written consent of the Company.



6,225

Rental Fleet

+ 5,179
equipment
vs. 2020

R\$1,137 mn

CAPEX in 2021

R\$70.1 mn
Monthly CAPEX
vs. R\$19mn in 2020

R\$431.6mn

Gross Revenues
in 2021

+ 249.3%
vs. 2020

R\$196.5mn

Adjusted EBITDA
in 2021

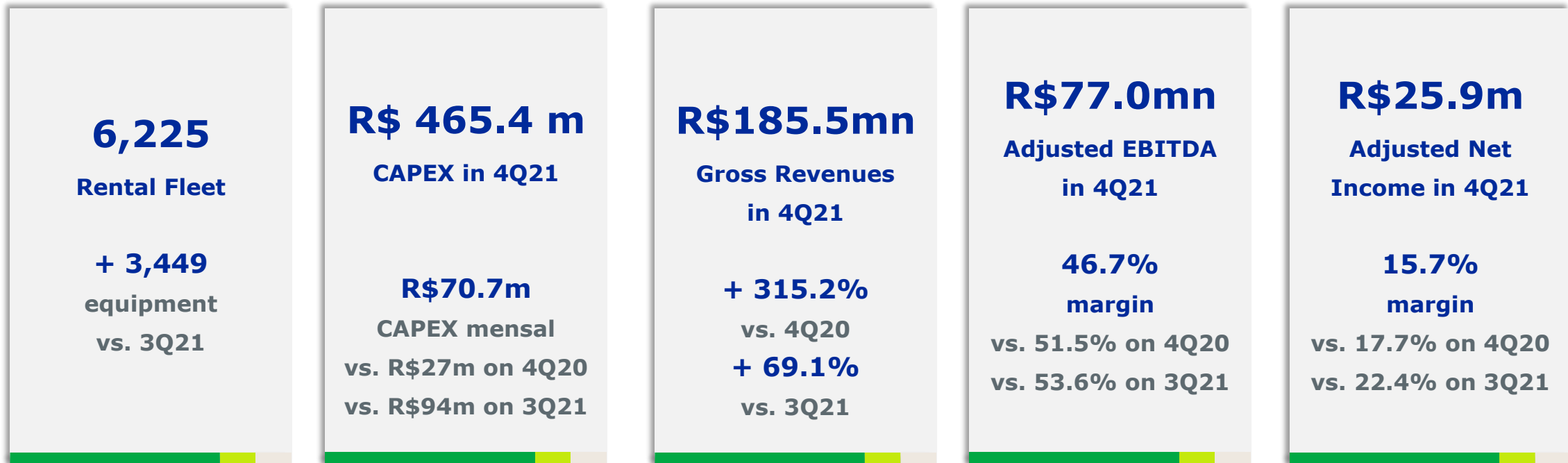
+245.6%
vs. 2020

R\$66.6mn

Adjusted Net
Income in 2021

+280.0%
vs. 2020

Quarterly Highlights

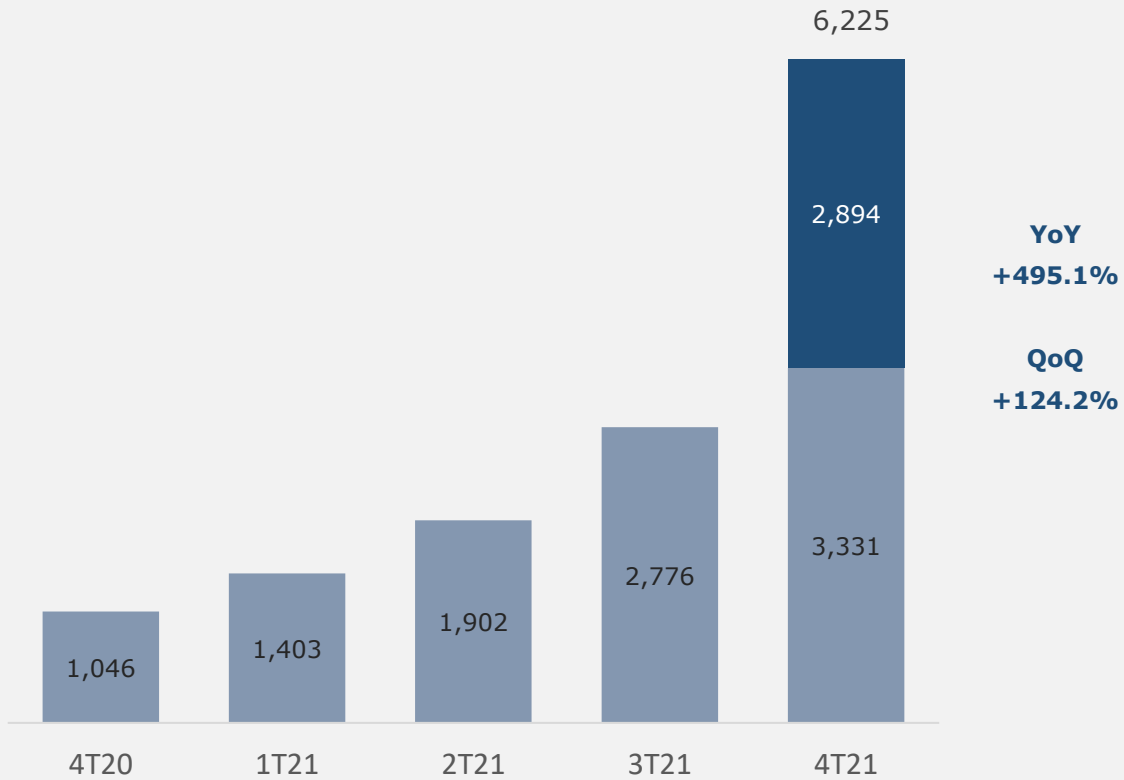


Rental Fleet and CAPEX



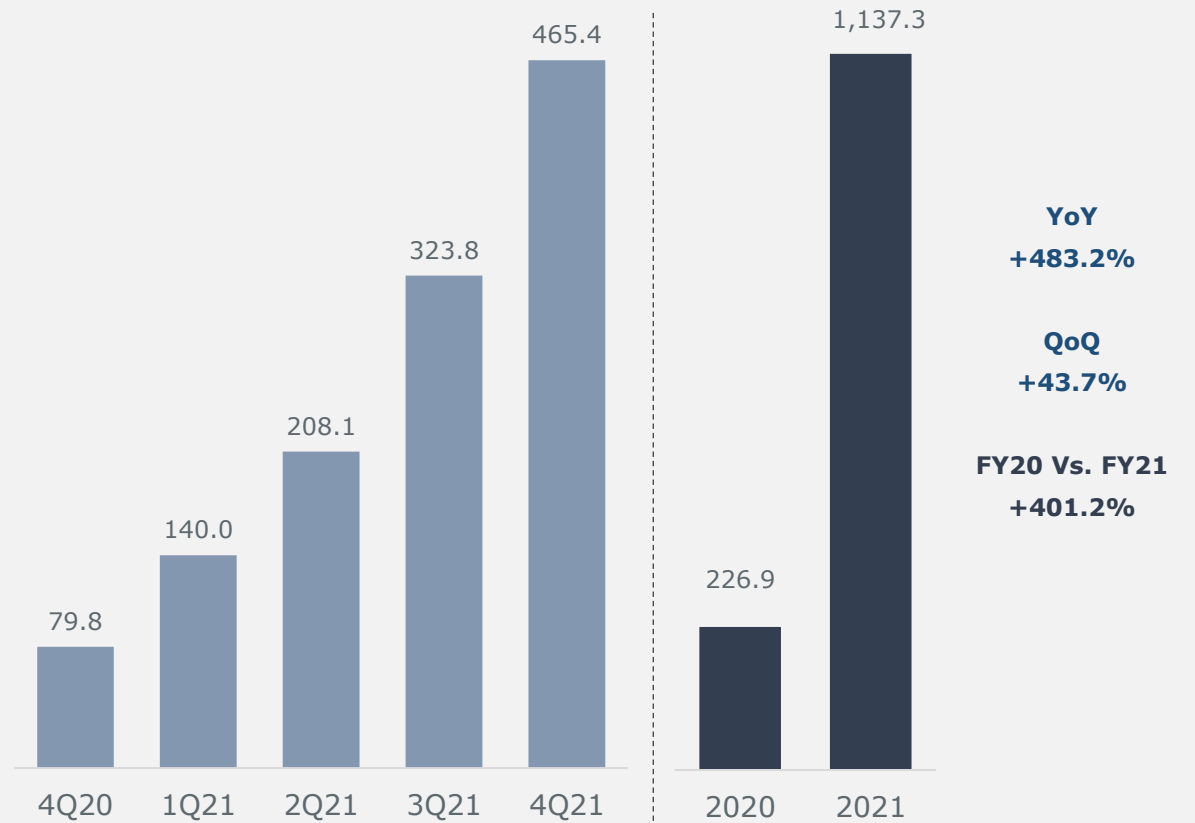
Rental Fleet (# of equipment)

■ Armac ■ Bauko



CAPEX (R\$ million)

▪ Monthly organic CAPEX of R\$ 70.7 million in 4Q21

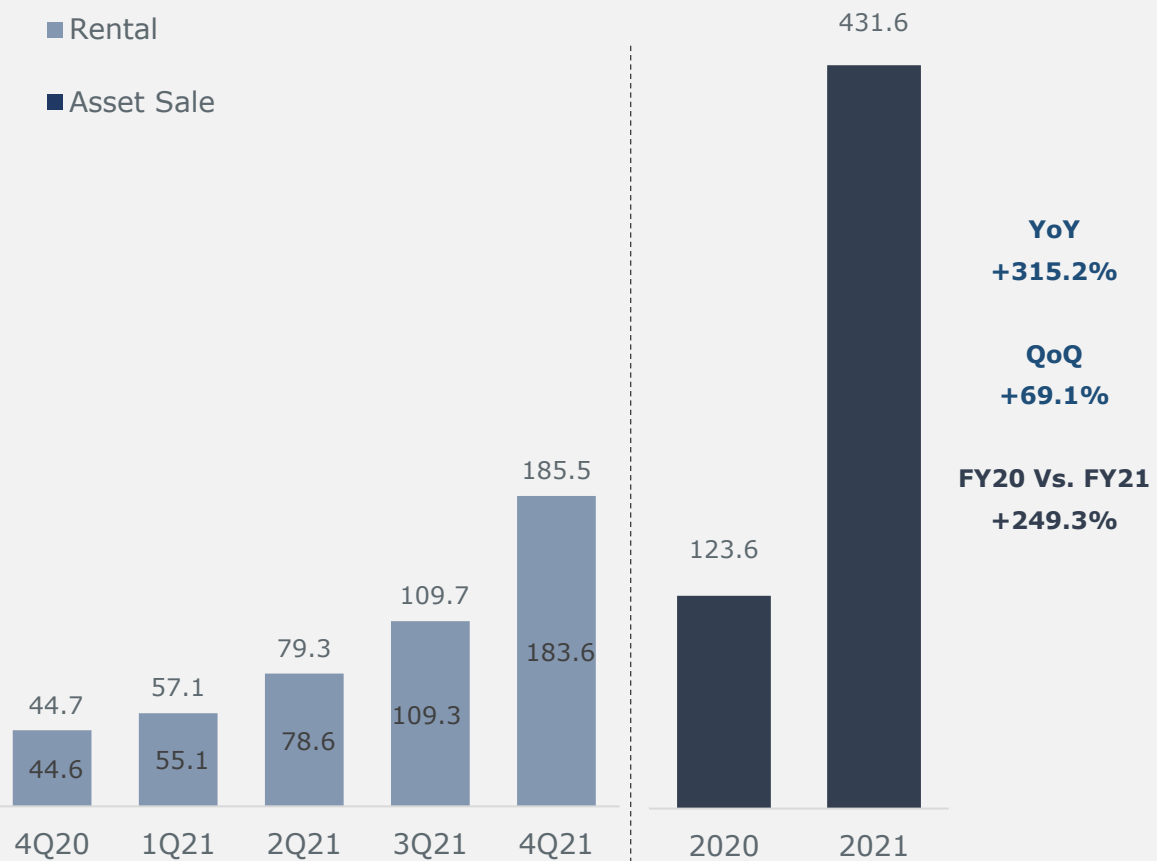


Gross Revenues



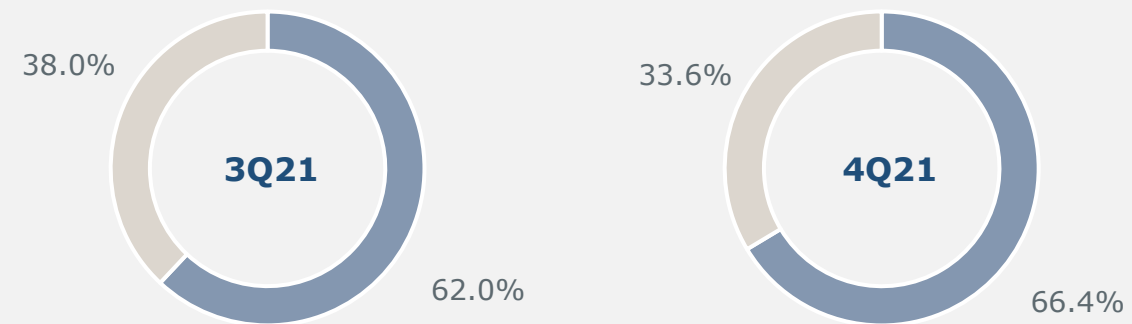
Gross Revenues (R\$ million)

- Rental
- Asset Sale



Revenue by Client Type

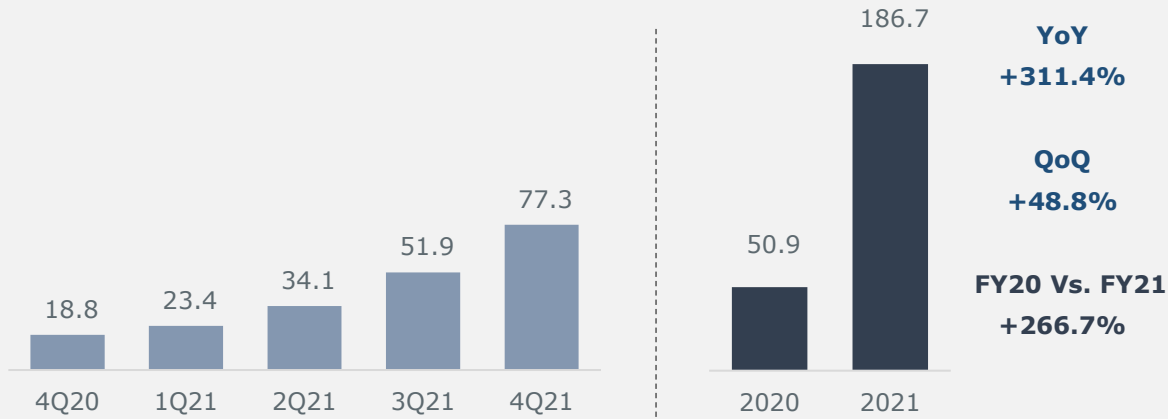
- Longstanding activities sectors
- Infrastructure



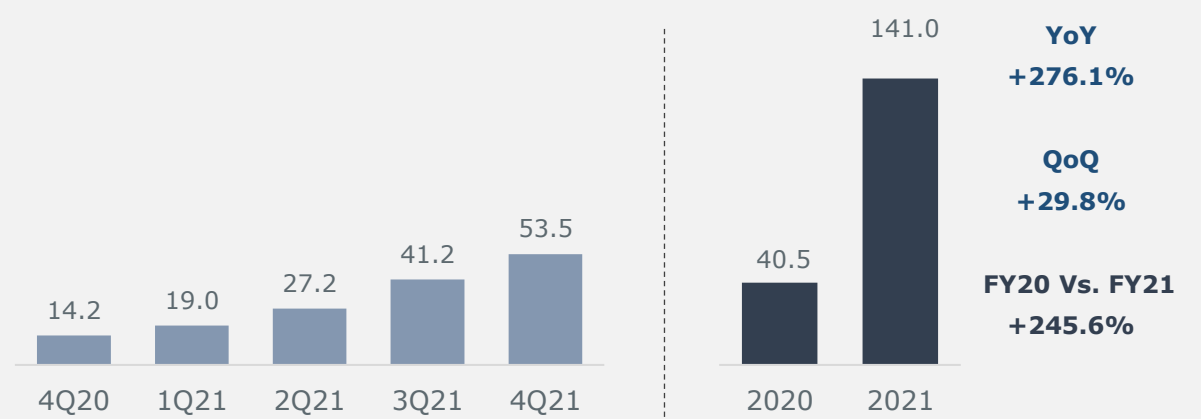
Adjusted Gross Profit and Adjusted EBIT



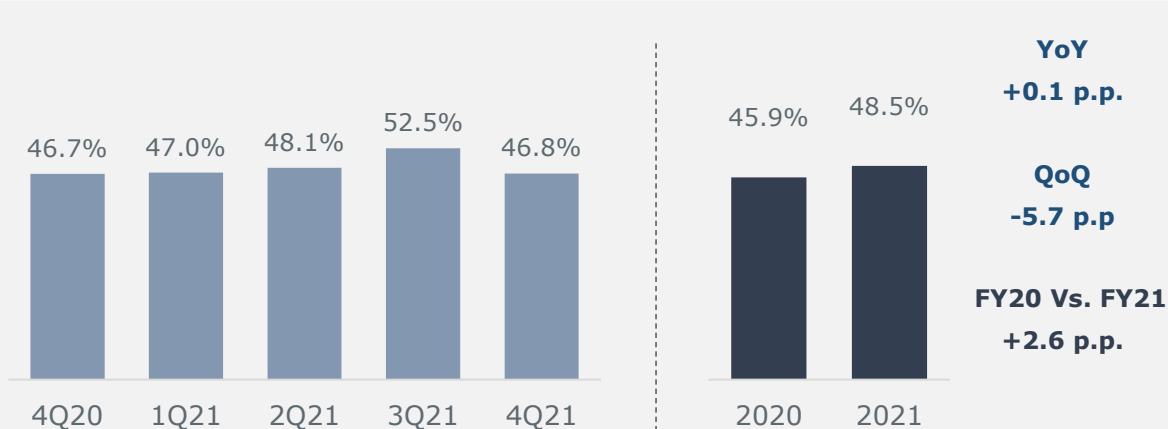
Adjusted Gross Profit (R\$ million)



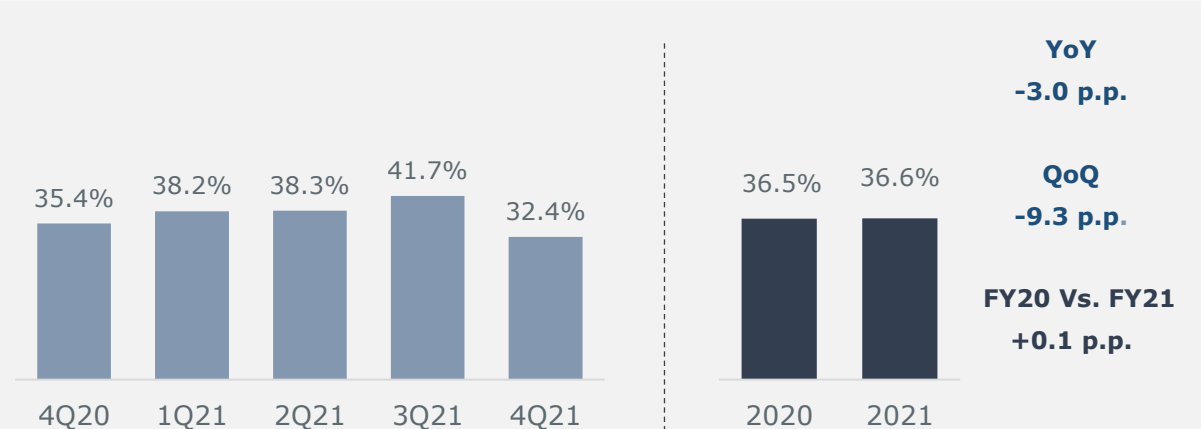
Adjusted EBIT (R\$ million)



Gross Margin (%)



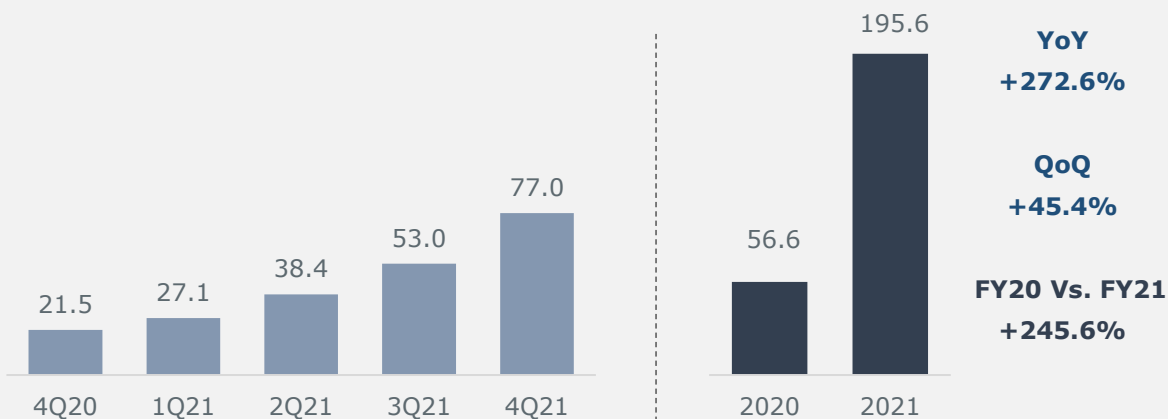
Adjusted EBIT Margin (%)



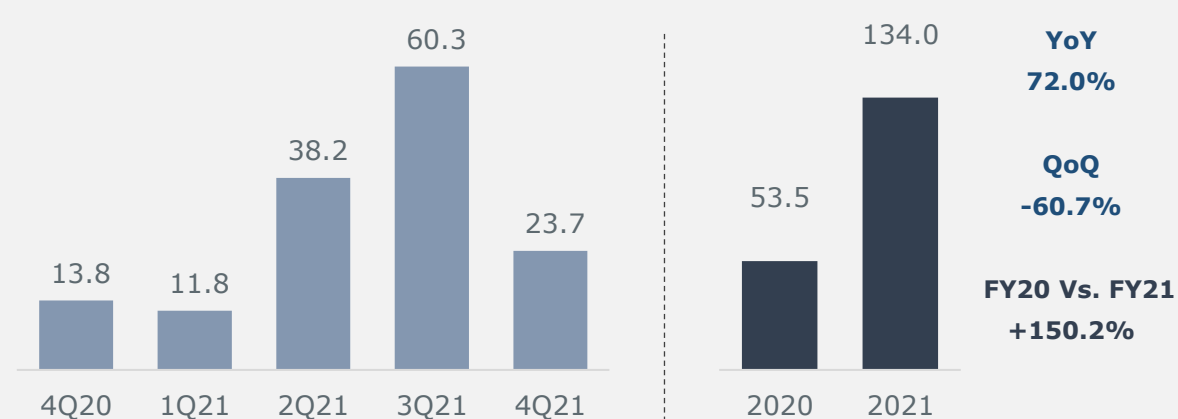
Adjusted EBITDA and Managerial Operational Cash Flow



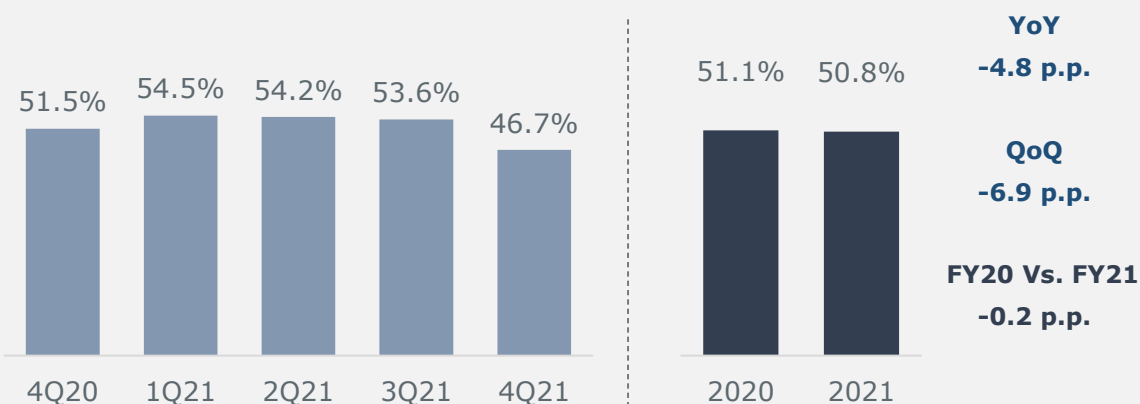
Adjusted EBITDA (R\$ million)



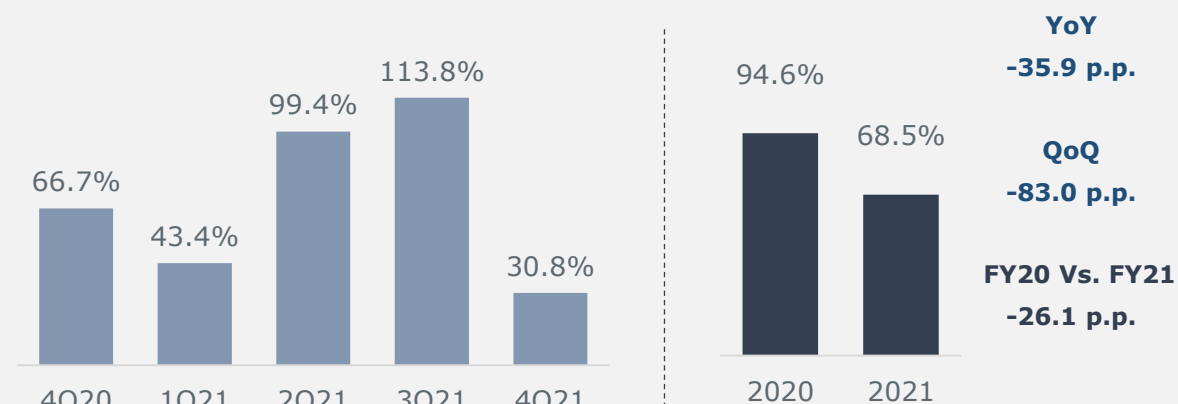
Managerial Operational Cash Flow (R\$ million)



Adjusted EBITDA Margin (%)



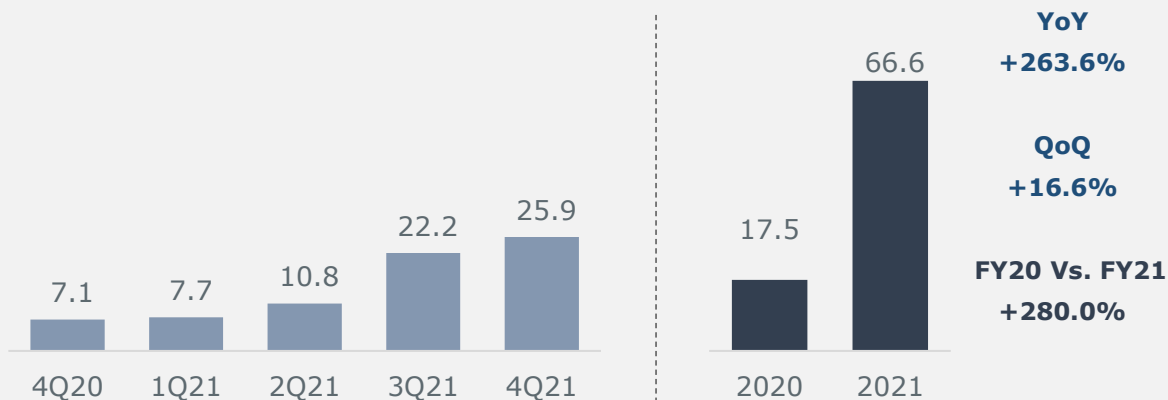
% Adjusted EBITDA (%)



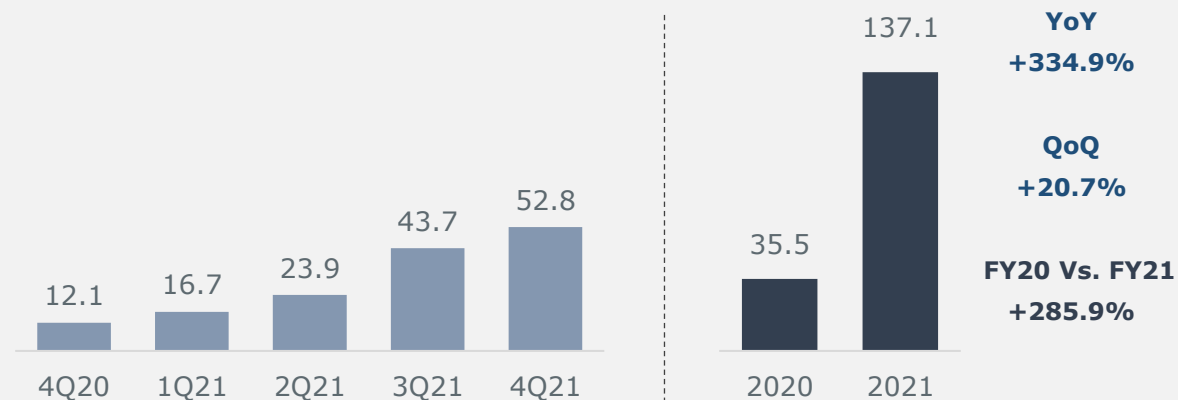
Adjusted Net Income and Adjusted Cash Tax Earnings



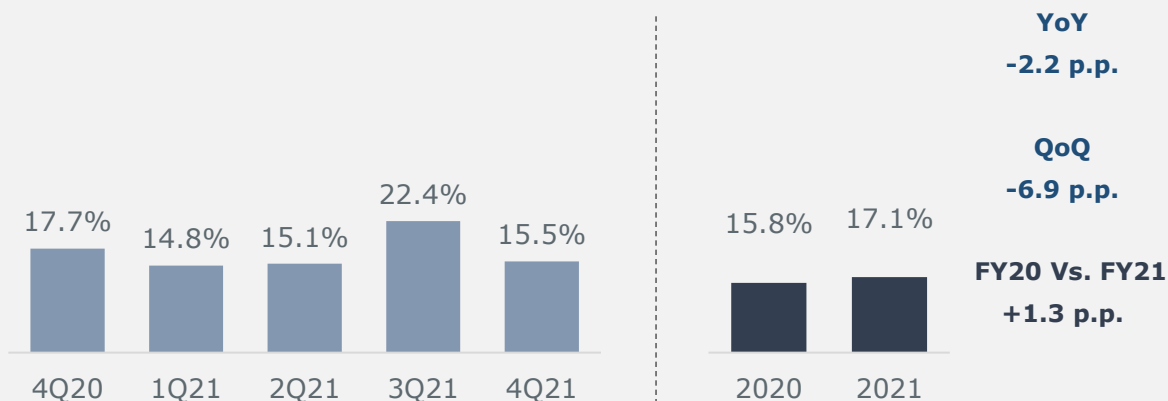
Adjusted Net Income (R\$ million)



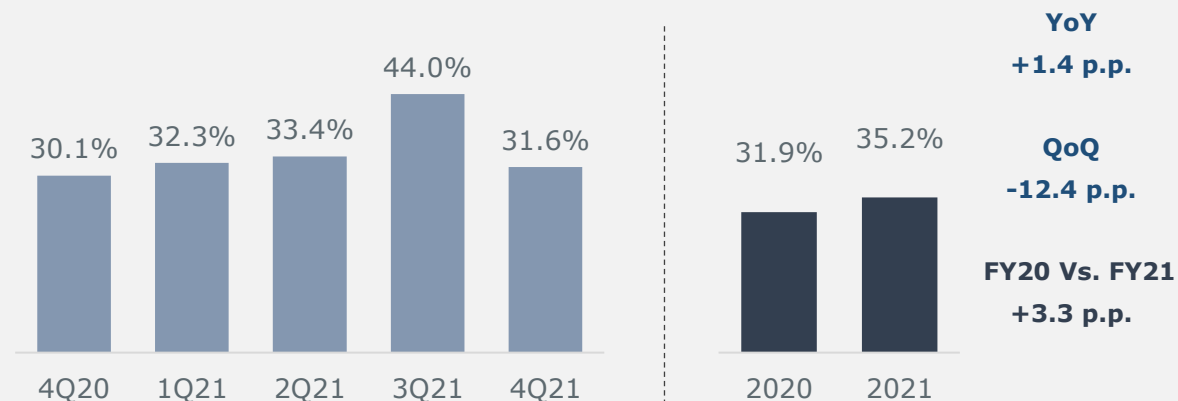
Adjusted Cash Tax Earnings (R\$ million)



Margin (% Net Revenues)



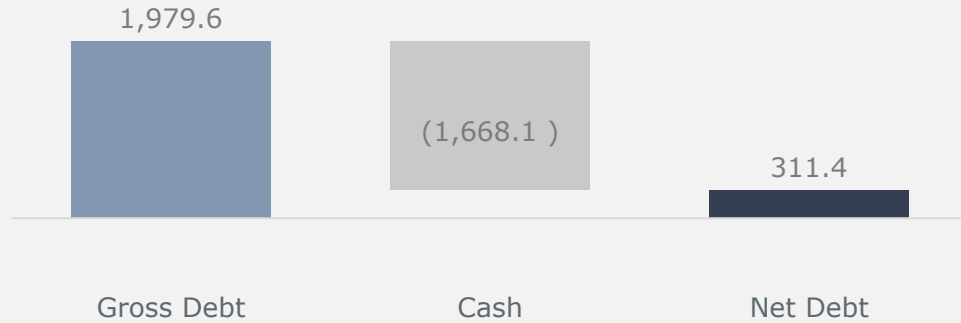
Margin (% Net Revenues)



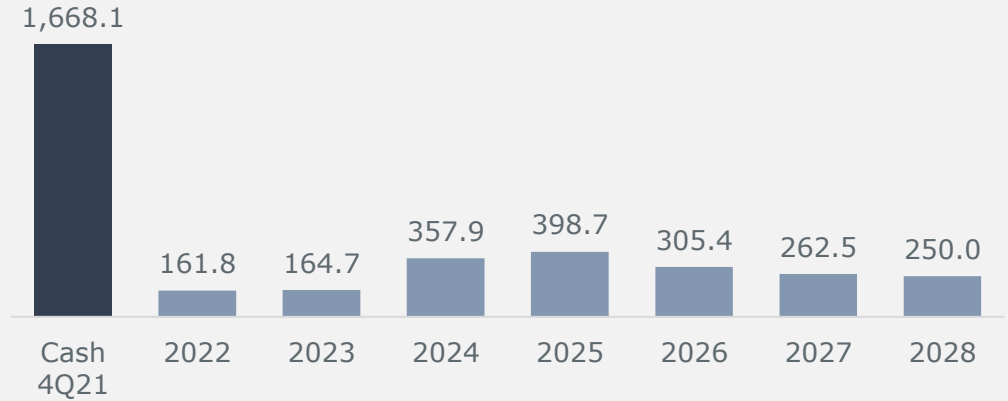
Indebtedness



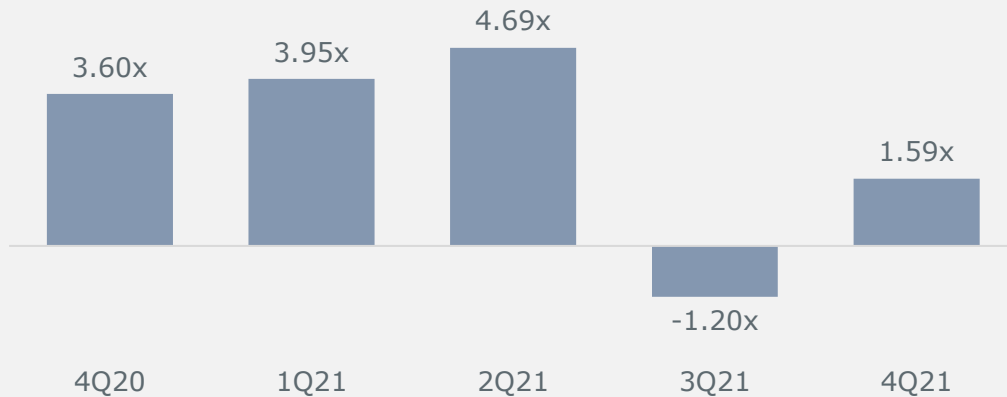
Net Debt (R\$ million)



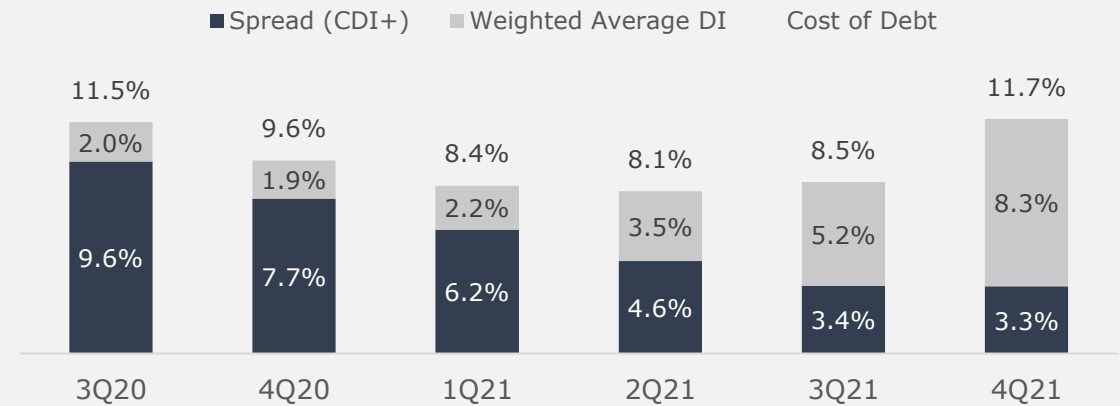
Financial Debt Amortization Schedule (R\$ million)



Net Debt / Adjusted EBITDA LTM (x)



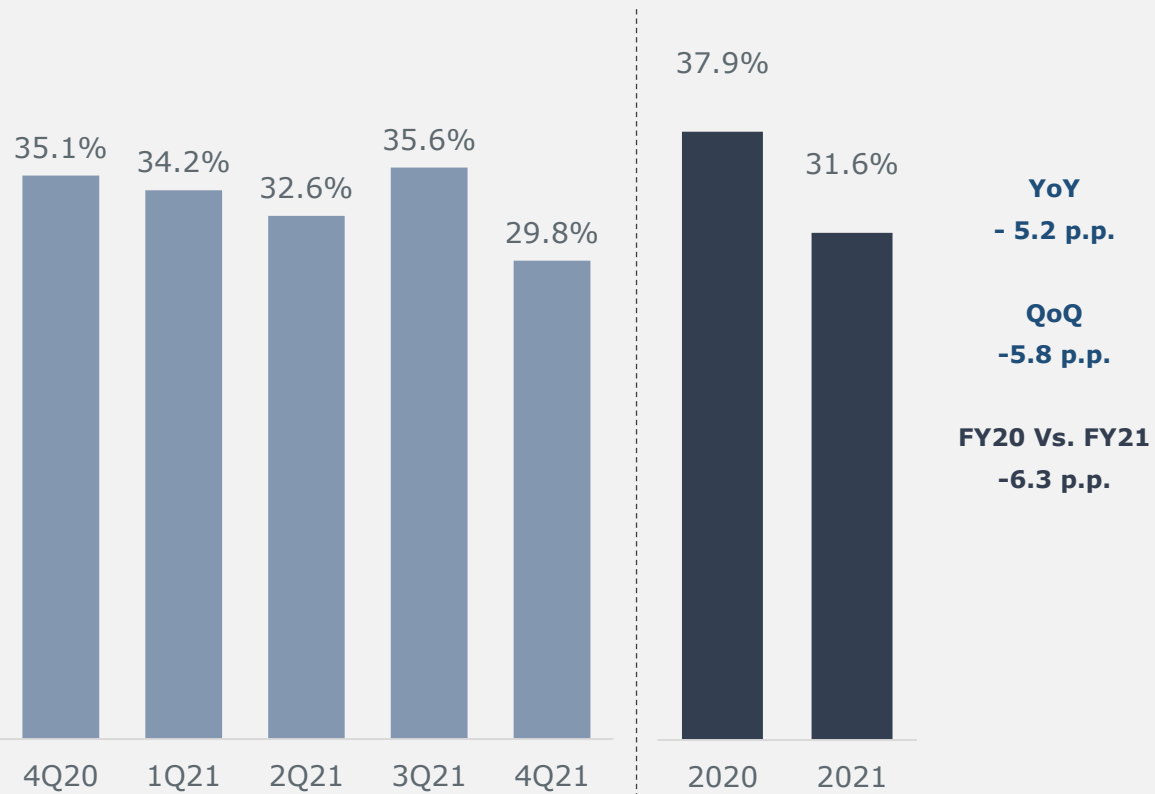
Average Debt Cost (%)



Profitability



Adjusted ROIC (%)



Adjusted ROE (%)

▪ Impacted by IPO's equity increase

