



#### **Earnings Conference Call**

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#### Portuguese/English

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# Strong operating cash generation. Price recovery and cost and inventory reduction

- Revenues of R\$3.0 billion in 2Q23 (+17% vs. 2Q22), including the result of MWM Tupy do Brasil ("MWM"), of approximately R\$577 million. The impact from the change in the engine emission technology (Proconve P8/Euro 6) and the performance of economic indicators led to lower sales than those reported in 2Q22 (-7% in the physical volume of structural components). Initiatives to recompose and realize prices mitigated the effect of the drop in volumes.
- Operating Cash Flow: generation of R\$159 million in 2Q23 vs. consumption of R\$10 million in 2Q22 and R\$132 million in 1Q23. This result was due to initiatives to manage working capital.
- Adjusted EBITDA: R\$332 million (-4% vs. 2Q22), impacted by the 15% reduction in volumes, due to the performance of the domestic market and initiatives to reduce inventory and (ii) the appreciation of the Mexican Peso (12% average exchange rate vs 2Q22), with effect on costs. Factors mitigated by synergies, cost reduction and freight expenses, as well as price re-composition and realization.
- Adjusted EBITDA margins: 11.2%, similar to the previous quarter (1Q23), which already included the MWM result, despite the factors mentioned and the appreciation of the Real against the Dollar (5% average exchange rate vs 1Q23).
- Net Income: R\$62 million in 2Q23, affected, among other factors, by the FX variation in the financial result (a R\$40 million expense vs. a R\$36 million revenue in 2Q22) and the restatement of the tax contingency, with a non-recurring effect of R\$66 million. Excluding this effect, net income would be R\$128 million.

#### MESSAGE FROM MANAGEMENT

We continue to make progress in building a new Tupy, a larger and more diversified Company with a unique positioning. Our capacity to offer complete solutions, our competitive advantages in terms of traditional operations and the opportunities created after the acquisition of MWM have contributed to the creation of new business opportunities.

The change in engine technology to the Proconve P8/Euro 6 standard impacted the entire production chain of commercial vehicles in Brazil. The substantial increase in vehicle prices and economic factors, such as the high interest rates and restrictions on credit availability, impacted demand for this type of application, which had a negative effect on structural components, machining, and assembly of engines.

Even with lower sales, we maintained our strategy to reduce inventories, suspending some operations. Even though this action contributed operating cash generation of R\$159 million in the period, it had a significant impact on margins because of the lower dilution of costs.

The drop in sales and the initiatives to manage working capital led to a 15% reduction in the production of structural components in 2Q23, when compared to the same period of last year. This drop, together with the appreciation of the Mexican Peso and the Brazilian real against the Dollar, negatively affected revenues, operational leverage, and the financial result for the period.

Despite the external factors, we continue obtaining synergies from acquisitions. We have improved margins and investing to increase operational efficiency. We also reduced costs and expenses, especially with freight.

We have made significant progress, but we still have value to capture. The flexible production model we are expanding will contribute to better allocate products, based on the specialty of each plant and the cash cost associated with the production process of the units. On the commercial side, we are moving forward with the strategy to recompose and realize prices.

#### **Opportunities and New Businesses**

The greater offer of services covered by our Manufacturing Contracts has attracted our clients because they add value and meet the location needs of our clients' suppliers, maintaining them closer to their markets. The nearshoring movement seen in different regions opens opportunities for Tupy's various operating segments, given our technological capacity and operational structure.

In Brazil, both in terms of agricultural and construction machinery and trucks, as well as biogas plants, we have many nationalization opportunities. We are increasing the offer of complete biogas and biomethane solutions, from the receipt of organic matter, biofuel and biofertilizer production, and systems for using such clean fuels in tractors, trucks, and irrigation systems, to the generation of clean electricity. We currently have the largest center for the development of engines in Latin America, an essential asset to adapt machinery operating in Brazil to clean fuels we abundantly have, such as ethanol, biogas, methane, biodiesel, and with research breakthroughs, hydrogen.

In addition to the R&D partnerships we maintain with universities, research institutes and startups, we have also expanded commercial collaborations. At Rio Boat Show, we announced an agreement with Swedish engine maker OXE Marine to bring the first diesel-powered outboard motors to the Brazilian

market. Compared to conventional gasoline-powered outboard motors, OXE engines offer increased torque, lower Greenhouse Gas (GHG) emissions, better fuel consumption, superior reliability, and lower operating costs.

The advances in our grow strategy are based on investments in innovation, research and development and adherence to the best environmental, social and governance practices. We have recently earned awards for our operations. We have moved up 98 places in the past two years in the ranking of the 150 most innovative companies in Brazil, promoted by the Valor Econômico newspaper, and are the 4th most innovative company in the Capital Goods industry. In the same industry, we were one of the three highlights of Exame Magazine, which elected the Best Companies in the ESG category.

By sharing our advances and achievements, more than providing transparent communication, we would like to thank investors, shareholders, customers, employees, and partners for the trust they placed in our strategy and execution.

## SUMMARIZED RESULTS

	Consolidated (R\$ thousand)							
SUMMARY	2Q23	2Q22	Var. [%]	1H23	1H22	Var. [%]		
Revenues	2,965,864	2,529,016	17.3%	5,770,270	4,893,313	17.9%		
Cost of goods sold	(2,472,434)	(2,019,094)	22.5%	(4,772,140)	(3,973,752)	20.1%		
Gross Profit	(493,430)	509,922	-3.2%	(998,130)	919,561	8.5%		
% on Revenues	16.6%	20.2%		17.3%	18.8%			
Operating expenses	(249,355)	(244,420)	2.0%	(528,276)	(424,372)	24.5%		
Other operating expenses	(64,661)	(17,883)	261.6%	(73,178)	(50,670)	44.4%		
Income before Financial Result	179,414	247,619	-27.5%	396,676	444,519	-10.8%		
% on Revenues	6.0%	9.8%		6.9%	9.1%			
Net financial result	(94,883)	6,599		(161,139)	(91,880)	75.4%		
Income (Loss) before Tax Effects	84,531	254,218	-66.7%	235,537	352,639	-33.2%		
% on Revenues	2.9%	10.1%		4.1%	7.2%			
Income tax and social contribution	(22,661)	(74,645)	-69.6%	(28,391)	(99,067)	-71.3%		
Net Income	61,870	179,573	-65.5%	207,146	253,572	-18.3%		
% on Revenues	2.1%	7.1%		3.6%	5.2%			
EBITDA (CVM Resol. 156/22)	269,744	332,053	-18.8%	578,735	626,578	-7.6%		
% on Revenues	9.1%	13.1%		10.0%	12.8%			
Adjusted EBITDA	332,250	345,494	-3.8%	647,603	659,219	-1.8%		
% on Revenues	11.2%	13.7%		11.2%	13.5%			
Average exchange rate (BRL/USD)	4.95	4.93	0.4%	5.07	5.08	-0.1%		
Average exchange rate (BRL/€)	5.39	5.24	2.8%	5.48	5.56	-1.4%		

#### **REVENUES**

In 2Q23, 45% of revenues originated in North America. The South and Central Americas accounted for 34%, and Europe for 19% of the total. The remaining 2% came from Asia, Africa, and Oceania, and the acquired plants contributed to higher exposure to the Brazilian and European markets.

It is worth noting that several customers in the U.S. export their goods to numerous countries. Therefore, a substantial portion of sales to that region meets the global demand for commercial vehicles, machinery, and off-road equipment.



#### **Revenue by Business Unit**

To reflect the new profile of the Company, recent acquisitions, and opportunities for new business, changes were made to the managerial presentation of Net Revenue:

The Transportation, Infrastructure, Agriculture, and Energy Generation Segment was split into **Structural Components & Manufacturing Contracts**, corresponding respectively to cast iron products and value-added services such as machining and assembly of components, and **Energy and Decarbonization**, comprising generator sets, own manufactured engines, marine applications, lighting towers, in addition to products and services related to decarbonization.

In turn, the **distribution unit** encompasses revenue from aftermarket parts from MWM and hydraulic products.

Consolidated (R\$ thousand)								
	2Q23	2Q22	Var. [%]	1H23	1H22	Var. [%]		
Revenues	2,965,864	2,529,016	17.3%	5,770,270	4,893,313	17.9%		
Domestic Market	948,853	671,501	41.3%	1,839,588	1,272,488	44.6%		
Structural Components & Manufacturing Contracts	697,979	615,519	13.4%	1,302,219	1,166,546	11.6%		
Passenger cars	166,495	187,967	-11.4%	341,034	360,577	-5.4%		
Commercial vehicles	449,874	333,134	35.0%	796,760	604,267	31.9%		
Off-road	81,611	94,418	-13.6%	164,425	201,708	-18.5%		
Energy & Decarbonization	110,754			255,027				
Distribution	140,118	55,983	150.3%	282,339	105,940	166.5%		
Export Market	2,017,011	1,857,515	8.6%	3,930,682	3,620,825	8.6%		
Structural Components & Manufacturing Contracts	1,908,242	1,818,403	4.9%	3,713,362	3,545,106	4.7%		
Passenger cars	112,422	103,785	8.3%	232,339	240,836	-3.5%		
Light commercial vehicles	648,765	632,183	2.6%	1,235,423	1,282,153	-3.6%		
Medium and heavy commercial vehicles	565,076	502,040	12.6%	1,090,450	914,001	19.3%		
Off-road	581,979	580,396	0.3%	1,155,151	1,108,115	4.2%		
Energy & Decarbonization	49,066			100,078				
Distribution	59,700	39,111	52.6%	117,239	75,721	54.8%		

Note: the division among applications considers our best assumption for cases in which the same product is in two applications.

## **REVENUE BY BUSINESS UNIT**

#### **Structural Components & Manufacturing Contracts**



Revenues from the Structural Components & Manufacturing Contracts segment were impacted by the lower production of the Brazilian market. This industry includes cast iron products for the capital goods market and value-added services like machining, assembly, and engineering services, as well as the assembly operations of MWM's third-party engines. This effect still reflects the replacement of the engine emission technology (Proconve P8 / Euro 6) and the consequent increase in the prices of commercial vehicles, as well as macroeconomic factors, such as high interest rates and credit restrictions.

Regarding the foreign market, we observed a drop in demand for applications that have a higher correlation with interest rates in the European and U.S. markets, such as passenger cars and light commercial vehicles. Applications for heavy commercial and off-road vehicles continue to show solid fundamentals, resulting, among other factors, from investments in infrastructure.

In terms of applications, 64% come from commercial vehicles; 25% from the off-road segment, and 11% from passenger cars.

Approximately, 37% of revenue comes from products that include machining or engine assembly services for third parties (manufacturing contracts).

#### **Energy & Decarbonization**



Revenues from the Energy & Decarbonization unit are composed of generator sets, in-house manufactured engines, applications for the maritime segment, lighting towers, irrigation and fertigation motorized pumps, vehicle conversion, and power generation. The generator sets segment was especially impacted by the reduction in demand due to high interest rates and the restricted access to credit. The lighting towers and vehicle conversion markets grew significantly compared to 1Q23, despite their low share of revenue.

In May, an irrigation and fertigation motorized pump was rolled out. In addition, several decarbonization-related projects are in the phase of testing and prospecting.

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The sales of the distribution segment grew by 110%, mainly due to the inclusion of revenues from MWM (spare parts for the domestic and export markets), highlighting the launch of new products (optional and multi-brand lines).

#### **COST OF GOODS SOLD AND OPERATING EXPENSES**

The Cost of Goods Sold (COGS) totaled R\$2.5 billion in 2Q23, including MWM's costs, impacting the YoY comparison.

The volume produced in the quarter dropped by 15% (excluding MWM) from 2Q22, resulting in a loss of efficiency and lower dilution of fixed costs. These effects were partially mitigated by several cost-cutting initiatives, in addition to productivity gains and synergies captured.

			Consolidat	ted (R\$ thousan	d)	
	2Q23	2Q22	Var. [%]	1H23	1H22	Var. [%]
Revenues	2,965,864	2,529,016	17.3%	5,770,270	4,893,313	17.9%
Cost of goods sold	(2,472,434)	(2,019,094)	22.5%	(4,772,139)	(3,973,752)	20.1%
Raw materials	(1,507,160)	(1,212,747)	24.3%	(2,943,491)	(2,386,615)	23.3%
Labor, profit sharing, and social benefits	(505,836)	(448,011)	12.9%	(957,437)	(859,336)	11.4%
Maintenance supplies	(182,222)	(140,286)	29.9%	(353,912)	(273,628)	29.3%
Energy	(120,829)	(122,462)	-1.3%	(231,009)	(249,092)	-7.3%
Depreciation	(82,621)	(76,118)	8.5%	(166,760)	(156,317)	6.7%
Others	(73,765)	(19,471)	278.9%	(119,530)	(48,765)	145.1%
Gross profit	(493,430)	509,922	-3.2%	998,131	919,561	8.5%
% on Revenues	16.6%	20.2%		17.3%	18.8%	
Operating expenses	(249,355)	(244,420)	2.0%	(528,276)	(424,372)	24.5%
% on Revenues	8.4%	9.7%		9.2%	8.7%	

In addition to including MWM's indicators, costs for 2Q23 were also affected by the following factors:

- Raw materials: currency appreciation (Mexican Peso), partially mitigated by the drop in prices of several inputs.
- Labor: annual pay rise negotiation and appreciation of the Mexican Peso.
- Maintenance and outsourced services: inflation, lower dilution of costs due to the volume produced, and appreciation of the Mexican Peso.
- Energy: a drop of 1%, due to the lower volume produced and the reduction in energy costs.
- Depreciation and amortization: an 8% increase in depreciation costs, due to the addition of the new operations.
- Increase of R\$54 million in other operating costs, mainly owing to the addition of the MWM operation. This line includes costs with the handling of products and materials, engine engineering projects, rents, and health and safety, among other items.

Operating expenses, including selling and administrative expenses, reached R\$249 million, up by 2% vs. 2Q22. Compared to 1Q23, which already included MWM's expenses, operating expenses saw an

11% reduction, mainly due to the drop in freight expenses and efficiency gains. In the period, these expenses accounted for 8% of the net revenue, vs. 10% in 2Q22 and 1Q23.

## **OTHER OPERATING INCOME (EXPENSES)**

Other Net Operating Expenses totaled R\$65 million in 2Q23.

	Consolidated (R\$ thousand)						
	2Q23	2Q22	Var. [%]	1H23	1H22	Var. [%]	
Depreciation of non-operating assets	(2,155)	(102)		(4,310)	(245)		
Amortization of intangible assets		(4,340)			(17,784)		
Others	(62,506)	(13,441)	365.0%	(68,868)	(32,641)	111.0%	
Other operating expenses	(64,661)	(17,883)	261.6%	(73,178)	(50,670)	44.4%	

The "Others" line is composed of expenses totaling (i) R\$48 million, resulting from the creation/restatement of provisions, (ii) R\$1 million referring to the write-off of PP&E items, and (iii) R\$14 million from the sale of unserviceable assets and other expenses.

The main variation in contingencies was the classification of losses, which changed from "possible" to "probable", with updated amounts totaling R\$66 million (R\$50 million in the "Other Operating Expenses" line and R\$16 million in the "Taxes" line), corresponding to tax enforcement aimed at the full utilization of the tax loss and the negative base of Tupy Fundições Ltda., by reason of the merger into Tupy S.A. in 2007. The company claims that the full compensation was permitted in the case of winding up or merging the company, according to the tax legislation and court precedents of former *Conselho de Contribuintes* (Board of Tax Appeals), currently known as CARF.

#### **NET FINANCIAL RESULT**

Net Financial Result came in as an expense of R\$95 million.

	Consolidated (R\$ thousand)						
	2Q23	2Q22	Var. [%]	1H23	1H22	Var. [%]	
Financial expenses	(76,597)	(42,664)	79.5%	(159,929)	(87,314)	83.2%	
Financial income	22,140	13,520	63.8%	51,227	30,161	69.8%	
Net monetary and currency variations	(40,426)	35,743		(52,437)	(34,727)	51.0%	
Net Financial Result	(94,883)	6,599		(161,139)	(91,880)	75.4%	

The increase in financial expenses in 2Q23 vs. 2Q22 was mainly due to the increase of gross debt arising from debenture issues, totaling R\$1 billion, aimed at the payment for the acquisition of MWM, and the rise in the interest rate (SELIC), which directly impacts interests of borrowings in Brazilian reais.

Financial income reached R\$22 million in the period. The increase was due to a higher cash balance in Brazilian reais and the interest rates that remunerate financial investments.

Expenses from net monetary and currency variations totaled R\$40 million and were comprised of (i) a negative variation in the balance sheet accounts in foreign currency, of R\$59 million, resulting from the appreciation of the Brazilian real during the quarter, with no cash effect, and (ii) the result of the

mark-to-market of hedge operations, corresponding to an income of R\$19 million in the period, with a positive cash effect of R\$15 million in the settled operations.

### **Z** EARNINGS BEFORE TAXES AND NET INCOME

Net income was R\$62 million, down by 66% year on year. The result was mainly due to the FX variation in the financial result (a R\$40 million expense vs. a R\$36 million revenue in 2Q22) and the non-recurring effect of the creation of a provision for tax contingency, with an approximate impact of R\$66 million on Net Income. **Excluding this effect, Net Income would be R\$128 million in the period.** 

	2Q23	2Q22	Var. [%]	1H23	1H22	Var. [%]
Income (loss) before Tax Effects	84,531	254,218	-66.7%	235,537	352,639	-33.2%
Tax effects before currency impacts	(37,316)	(81,876)	-54.4%	(91,633)	(116,794)	-21.5%
Earnings before the currency effects on the tax base	47,215	172,342	-72.6%	143,904	235,845	-39.0%
Currency effects on the tax base	14,655	7,231	102.7%	63,242	17,727	256.8%
Net Income	61,870	179,573	-65.5%	207,146	253,572	-18.3%

The tax bases of the assets and liabilities of the companies located in Mexico, where the functional currency is the U.S. dollar, are held in Mexican pesos at their historical values. Fluctuations in exchange rates affect the tax bases and, consequently, the currency effects are recorded as deferred income tax revenues and/or expenses. In 2Q23, the Company recorded a R\$15 million revenue, with no cash effect (vs. a R\$7 million revenue in 2Q22).

## 🔿 EBITDA

The combination of the aforementioned factors resulted in an EBITDA (CVM) of R\$270 million (R\$320 million, excluding the nonrecurring effect of contingency). EBITDA adjusted for the write-off of tax credits, the creation/restatement of provisions, and the sale of PP&E items reached R\$332 million, with a margin of 11.2%.

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RECONCILIATION OF NET INCOME WITH EBITDA	2Q23	2Q22	Var. [%]	1H23	1H22	Var. [%]
Net Income for the Period	61,870	179,573	-65.5%	207,146	253,572	-18.3%
(+) Net Financial Result	94,883	(6,599)	-	161,139	91,880	75.4%
(+) Income Tax and Social Contribution	22,661	74,645	-69.6%	28,391	99,067	-71.3%
(+) Depreciation and Amortization	90,330	84,434	7.0%	182,059	182,059	0.0%
EBITDA (according to CVM Resolution 156/22)	269,744	332,053	-18.8%	578,735	626,578	-7.6%
% of revenues	9.1%	13.1%		10.0%	12.8%	
(+) Other net operating expenses, net*	62,506	13,441	365.0%	68,868	32,641	111.0%
Adjusted EBITDA	332,250	345,494	-3.8%	647,603	659,219	-1.8%
% of revenues	11.2%	13.7%		11.2%	13.5%	

The adjustments made to EBITDA aim to offset the effects from items less related to the business, have no cash effect, or non-recurring. These expenses consist of (i) an expense of R\$48 million arising from the creation/reversal of provisions; (ii) an expense of R\$1 million referring to the write-off of PP&E items; and (iii) an expense of R\$14 million from the sale of unserviceable assets and other expenses.

The result for 2Q23 includes the indicators of MWM, which has margins lower than Tupy's, so affecting the annual comparison. In turn, the change in engine technology to the Proconve P8/Euro 6 standard still impacts the entire production chain of heavy vehicles in Brazil. Demand for this type of application was also affected by the significant increase in vehicle prices. In addition to these aspects, there are economic indicators such as the high interest rate and restrictions on credit availability. In terms of foreign market, we observed the cooling off demand in segments that are more sensitive to interest rates. These factors contributed to the lower volume production, which dropped -15% vs. 2Q22. We also noted the adverse effect of the appreciation of the Mexican Peso, which impacted the Company's costs.

We suspended the activities of some plants to reduce inventories. Despite the negative impact on margins, such initiatives **contributed to the strong operating cash generation in the period.** 

These factors combined impacted the Company's Adjusted EBITDA in the period, due to the lower dilution of fixed costs and operational leverage, partially offset by several initiatives of recompose and realize prices. We also advanced in capturing synergies, reducing costs and freight expenses.

#### <sup>2</sup> INVESTMENTS IN PROPERTY, PLANT AND EQUIPMENT AND INTANGIBLE ASSETS

Investments in property, plant and equipment and intangible assets totaled R\$120 million in 2Q23, compared to R\$73 million in 2Q22.

				Consolidated (R\$ thousand)			
	2Q23	2Q22	Var. [%]	1H23	1H22	Var. [%]	
Property, Plant, and Equipment							
Strategic investments	49,742	16,725	197.4%	84,356	34,773	142.6%	
Maintenance and renovation of operating capacity	51,877	47,217	9.9%	99,116	71,509	38.6%	
Environment	10,989	2,571	327.4%	15,019	8,153	84.2%	
Interest and financial charges	2,969	1,511	96.5%	5,568	2,707	105.7%	
Intangible assets							
Software	1,996	4,202	-52.5%	3,209	8,520	-62.3%	
Projects under development	2,128	747	184.9%	3,476	1,044	233.0%	
	119,701	72,973	64.0%	210,744	126,706	66.3%	
% on Revenues	4.0%	2.9%		3.7%	2.6%		

The amounts refer mainly to new foundry and machining programs, an increase in operating efficiency and synergies and investments in health, safety, and the environment.

### WORKING CAPITAL

	Consolidated (R\$ thousand)						
	2Q23	1Q23	4Q22	3Q22	2Q22		
Balance Sheet							
Accounts receivable	2,143,880	2,087,909	2,031,380	1,994,902	2,046,607		
Inventories	2,021,128	2,185,575	2,207,884	1,589,339	1,706,324		
Accounts payable	1,318,083	1,508,278	1,682,446	1,266,979	1,523,747		
Sales outstanding [days]	66	64	60	63	82		
Inventories [days]	73	78	79	62	83		
Payables outstanding [days]	50	57	57	50	72		
Cash conversion cycle [days]	89	85	82	75	93		

The cash conversion cycle reduced by 4 days year on year and increased by 4 days quarter on quarter. The main lines presented the following variations quarter on quarter:

- Average receivable period increased by 2 days of sales, mainly due to higher sales and commercial negotiations, partially offset by the currency appreciation on accounts receivable in foreign currency that accounted for 75% of the total (closing rate of USD/BRL4.82 in June 2023 vs. USD/BRL5.08 in March 2023).
- Decrease of 5 days in Inventories in relation to the Cost of Goods Sold. The variation was mainly due to several actions carried out by the Company to reduce inventories in the operations located in Brazil and Mexico.
- Decrease of R\$190 million in Accounts Payable. The lower production volume and the actions taken to reduce inventories contributed to the lower level of purchases in the period. This line was also impacted by the effect of the currency appreciation on accounts payable in foreign currency, which accounted for 43% of the total.

#### **7** CASH FLOW

	Consolidated (R\$ thousand)						
CASH FLOW SUMMARY	2Q23	2Q22	Var. [%]	1H23	1H22	Var. [%]	
Cash and cash equivalents at beginning of period	1,177,621	952,897	23.6%	1,509,829	1,272,445	18.7%	
Cash from operating activities	159,142	(9,767)		27,240	(254,119)		
Cash used in investing activities	(108,316)	(57,708)	87.7%	(207,017)	(123,144)	68.1%	
Cash provided by (used in) financing activities	(45,649)	(95,033)	-52.0%	(131,835)	(32,547)	305.1%	
Currency effect on the cash for the year	(33 <i>,</i> 852)	48,052	-170.4%	(49,271)	(24,194)	103.6%	
Decrease in cash and cash equivalents	(28,675)	(114,456)	-74.9%	(360,883)	(434,004)	-16.8%	
Cash and cash equivalents at end of period	1,148,946	838,441	37.0%	1,148,946	838,441	37.0%	

The Company registered an **operating cash generation of R\$159 million**, compared to a cash consumption of R\$10 million in 2Q22 and R\$132 million in 1Q23. This result was due to efforts to manage working capital, especially the reduction in inventories and the performance of MWM's operations.

Investment activities consumed R\$108 million in 2Q23. Investments increased year over year and were related to supporting programs and projects, new products, casting, gains in efficiency & synergies, and safety and the environment.

Regarding financing activities, in 2Q23, consumption totaled R\$46 million, mainly arising from the payment of Interest on Equity and the repurchase of shares. The comparison base with the same period of 2022 was impacted by the amortization of loans in 2Q22, related to extension in maturity and reduction in debt costs with the acquisition of the Betim plant.

The combination of these factors and the currency variation on cash, with a negative effect of R\$34 million, resulted in a decrease of R\$29 million in cash and cash equivalents in the period. Accordingly, we ended 1H23 with a balance of R\$1.149 million.

## ✓ INDEBTEDNESS

The Company ended 2Q23 with net debt of R\$3.4 billion, corresponding to a net debt/LTM Adjusted EBITDA ratio of 1.76x.

Liabilities in foreign currency accounted for 55% of the total (2% in the short term and 98% in the long term), while 45% of debt is denominated in Brazilian reais (11% in the short term and 89% in the long term). As for the Company's cash balance, 54% of the amount is denominated in Brazilian reais and 46% in foreign currency.

INDEBTEDNESS	2Q23	1Q23	4Q22	3Q22	2Q22
Short term	208,295	139,668	284,633	213,008	188,354
Financing and loans	206,312	138,681	284,303	209,723	184,673
Financial instruments and derivatives	1,983	987	330	3,285	3,681
Long term	3,173,618	3,274,608	3,235,576	3,304,338	2,292,076
Gross debt	3,381,913	3,414,276	3,520,209	3,517,346	2,480,430
Cash and cash equivalents	1,148,946	1,177,621	1,509,829	1,968,041	838,441
Financial instruments and derivatives	25,532	20,789	13,433	5,350	4,639
Net debt	2,207,435	2,215,866	1,996,947	1,543,955	1,637,350
Gross debt/Adjusted EBITDA	2.69x	2.69x	2.78x	2.88x	2.15x
Net debt/Adjusted EBITDA	1.76x	1.75x	1.58x	1.27x	1.42x

The Company's debt profile is as follows:



All amounts in R\$ million.

#### **EXECUTIVE OFFICERS' STATEMENT**

In compliance with the provisions established under Article 27 of CVM Resolution 80, of March 29, 2022, the Board of Executive Officers of Tupy S.A. declares that it has reviewed, discussed and agreed with the opinion presented in the Independent Auditor's Report on the Interim Financial Information, issued on this date, and with the Interim Financial Information of June 30, 2023.

## Attachment I – Commercial Vehicle production and sales in Brazil

	(Units)							
	2Q23	2Q22	Var. (%)	1Q23	Var. (%)			
Production								
Trucks								
Semi-light	169	459	-63.2%	565	-70.1%			
Light	3,162	4,412	-28.3%	4,074	-22.4%			
Medium	481	1,853	-74.0%	994	-51.6%			
Semi-heavy	6,655	12,202	-45.5%	6,610	0.7%			
Heavy	12,209	18,463	-33.9%	12,254	-0.4%			
Total trucks	22,676	37,389	-39.4%	24,497	-7.4%			
Buses	5,524	7,629	-27.6%	4,015	37.6%			
Commercial Vehicles	28,200	45,018	-37.4%	28,512	-1.1%			
Sales								
Trucks								
Semi-light	272	492	-44.7%	257	5.8%			
Light	1,975	2,633	-25.0%	2,393	-17.5%			
Medium	1,999	2,826	-29.3%	2,235	-10.6%			
Semi-heavy	6,455	8,092	-20.2%	7,738	-16.6%			
Heavy	11,191	15,383	-27.3%	13,705	-18.3%			
Total Trucka	21 002	20 126	25 6%	26 220	16.9%			

Total Trucks	21,892	29,426	-25.6%	26,328	-16.8%
Buses	5,100	3,987	27.9%	6,216	-18.0%
Commercial Vehicles	26,992	33,413	-19.2%	32,544	-17.1%

Export					
Trucks					
Semi-light	265	344	-23.0%	317	-16.4%
Light	392	746	-47.5%	673	-41.8%
Medium	36	198	-81.8%	395	-90.9%
Semi-heavy	1,212	1,432	-15.4%	1,094	10.8%
Heavy	1,789	3,733	-52.1%	1,989	-10.1%
Total Trucks	3,694	6,453	-42.8%	4,468	-17.3%
Buses	1,441	1,176	22.5%	808	78.3%
Commercial Vehicles	5,135	7,629	-32.7%	5,276	-2.7%

Source: ANFAVEA

## Attachment II – Production and sales of light and commercial vehicles in foreign markets

	(Units)				
	2Q23	2Q22	Var. (%)	1Q23	Var. (%)
North America					
Production/Factory Shipments					
Passenger cars	792,885	694,182	14.2%	747,625	6.1%
Light comercial vehicles – Class 1-3	3,268,537	3,016,524	8.4%	3,114,975	4.9%
% Light comercial vehicles	80,5%	81,3%		80,6%	
Light Duty - Class 4-5	24,743	21,920	12.9%	18,667	32.5%
Medium Duty - Class 6-7	37,588	32,661	15.1%	36,860	2.0%
Medium Duty - Class 8	85,109	78,632	8.2%	85,348	-0.3%
Medium & Heavy Duty <sup>1</sup>	147,440	133,213	10.7%	140,875	4.7%
United States					
Sales					
Passenger cars	866,618	760,124	14.0%	768,759	12.7%
Light comercial vehicles – Class 1-3	3,249,206	2,753,764	18.0%	2,826,211	15.0%
% Light comercial vehicles	78,9%	78,4%		78,6%	
Light Duty - Class 4-5	32,682	22,402	45.9%	23,934	36.6%
Medium Duty - Class 6-7	33,560	28,764	16.7%	31,870	5.3%
Medium Duty - Class 8	70,922	62,057	14.3%	64,920	9.2%
Medium & Heavy Duty <sup>1</sup>	137,164	113,223	21.1%	120,724	13.6%
Europe					
Sales					
Passenger cars	2,787,942	2,364,298	17.9%	2,650,711	5.2%

Source: Automotive News; Bloomberg; ACEA

## Attachment III – Production and sales of agricultural machinery in global markets

	(Units)				
	2Q23	2Q22	Var. (%)	1Q23	Var. (%)
Sales					
Americas					
United States and Canada	90,526	96,553	-6.2%	56,747	59.5%
Europe					
Germany	14,517	14,582	-0.4%	12,848	13.0%
United Kingdom	3,423	3,373	1.5%	3,354	2.1%

Source: ANFAVEA; Bloomberg; AEA