

# TUPY

## 2Q25 Results



TUPY



# CEO's MESSAGE

- Impact of global uncertainties on commercial vehicle demand
  - New step of the capacity reduction plan
  - Revenue and margin expansion in New Businesses (MWM)
- 
- **Net Revenue: R\$ 2.6 billion** (-6% vs 2024).  
Impact of volume reduction mitigated by the depreciation of the Brazilian Real and revenue growth from MWM (+12%)
  - **Adjusted EBITDA R\$ 210 million**, margin of 8% (vs 14% in 2Q24\*)
  - **Net Income R\$ 24 million** (+33% vs 2Q24)

\*Comparison impacted by price adjustments in 2Q24



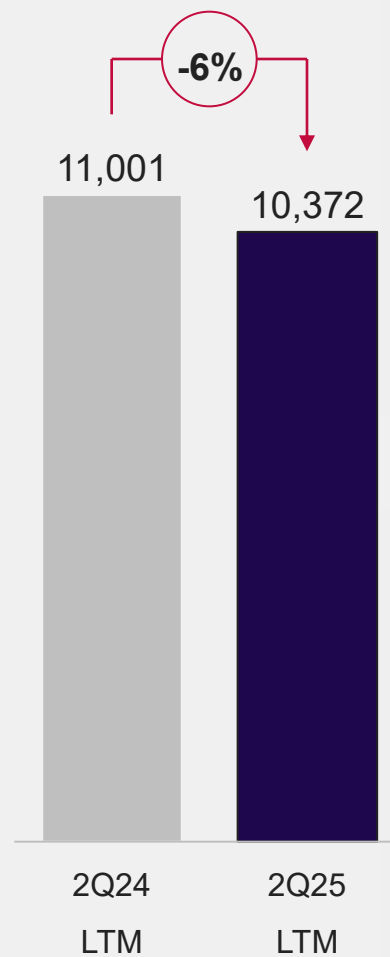
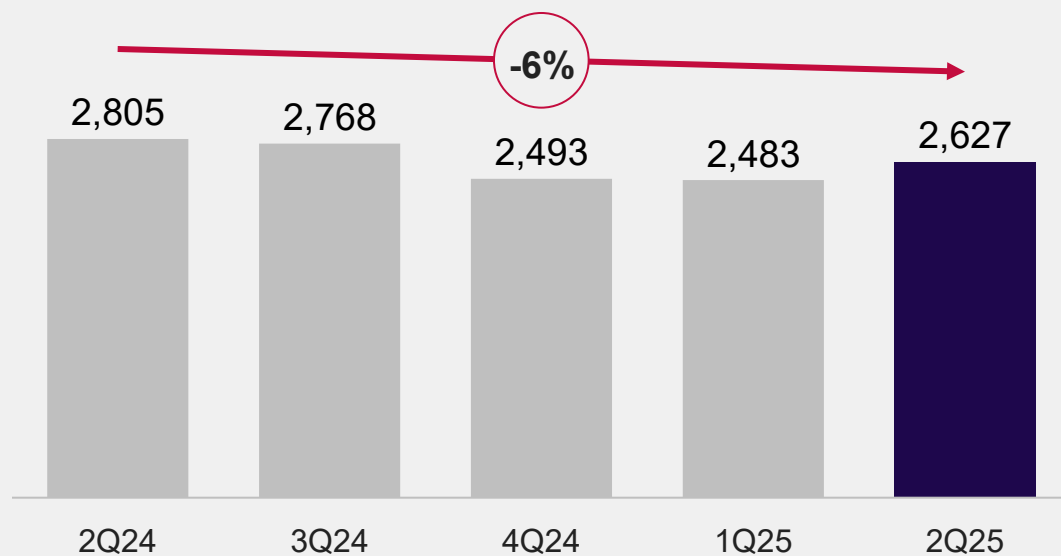
## REVENUE [M BRL]

43%

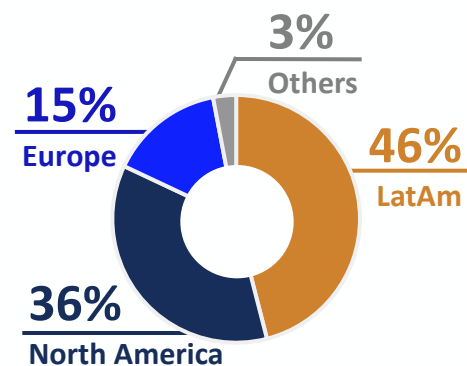
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57%

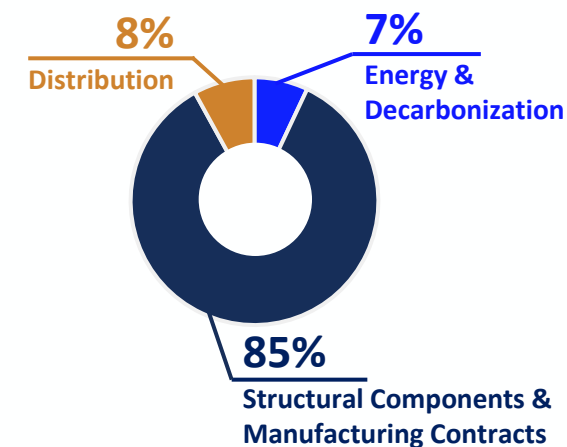
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## Source [% Revenue]

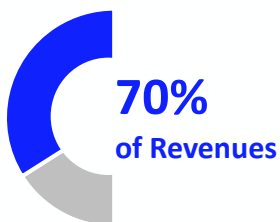


## Segments [% Revenue]

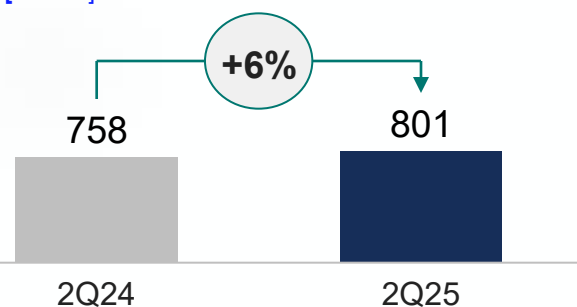


# STRUCTURAL COMPONENTS & MANUFACTURING CONTRACTS

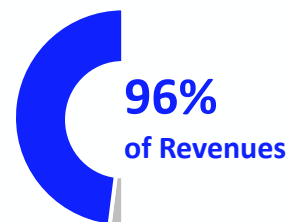
## Domestic Market



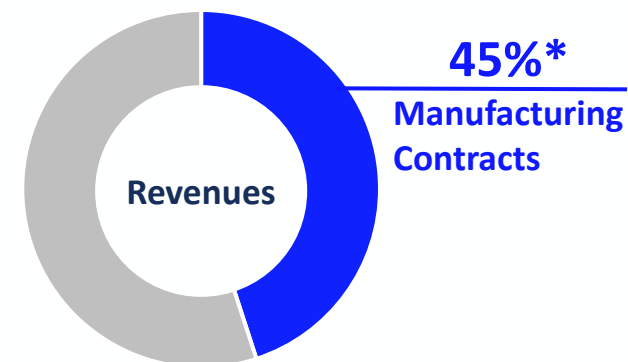
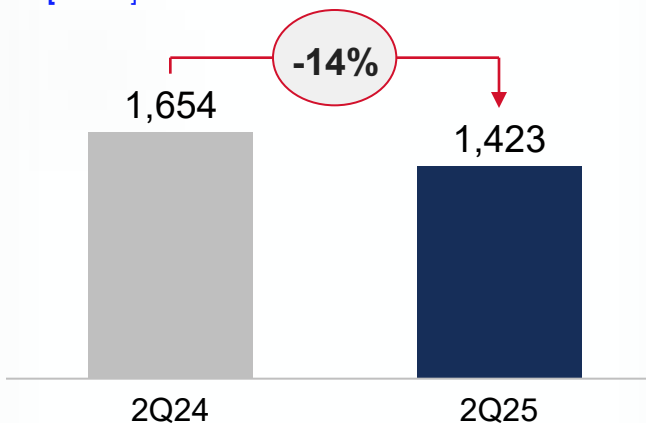
[M BRL]



## Foreign Markets



[M BRL]

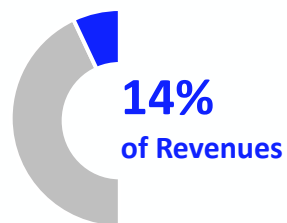


\*Percentage of value-added products  
(Machining and/or Assembly)

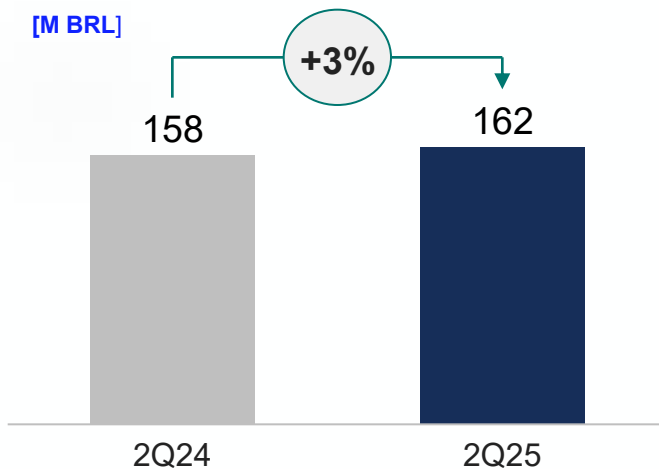
Currency depreciation and increased sales for off-road applications mitigated the impact of lower volumes in commercial vehicles

# DISTRIBUTION

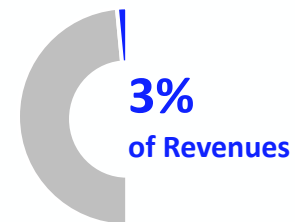
## Domestic Market



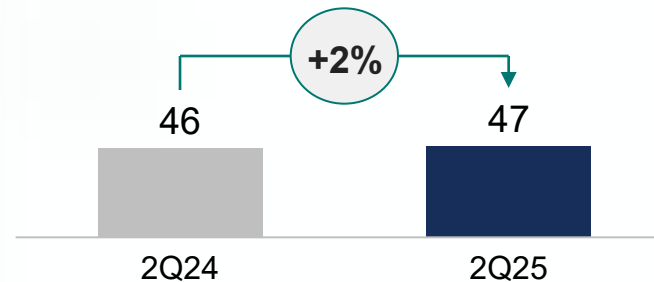
[M BRL]



## Foreign Markets



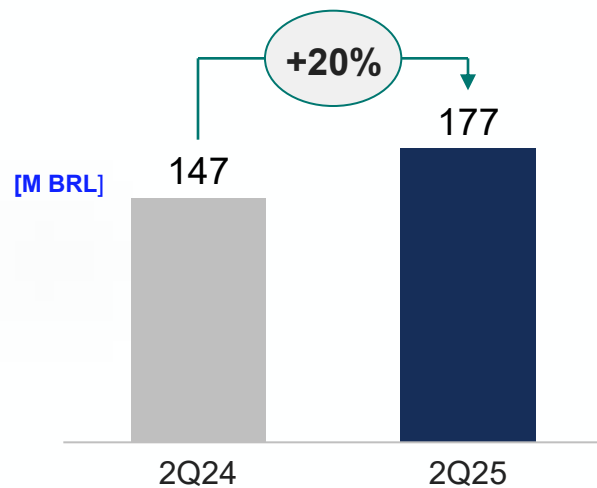
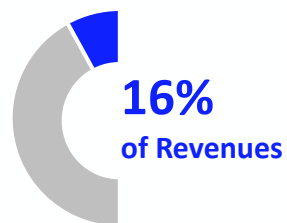
[M BRL]



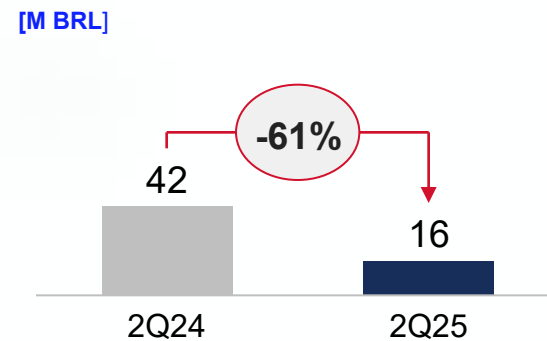
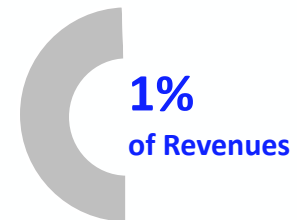
Expansion of the product portfolio and revenue growth in the aftermarket segment (+8%)

# ENERGY & DECARBONIZATION

## Domestic Market



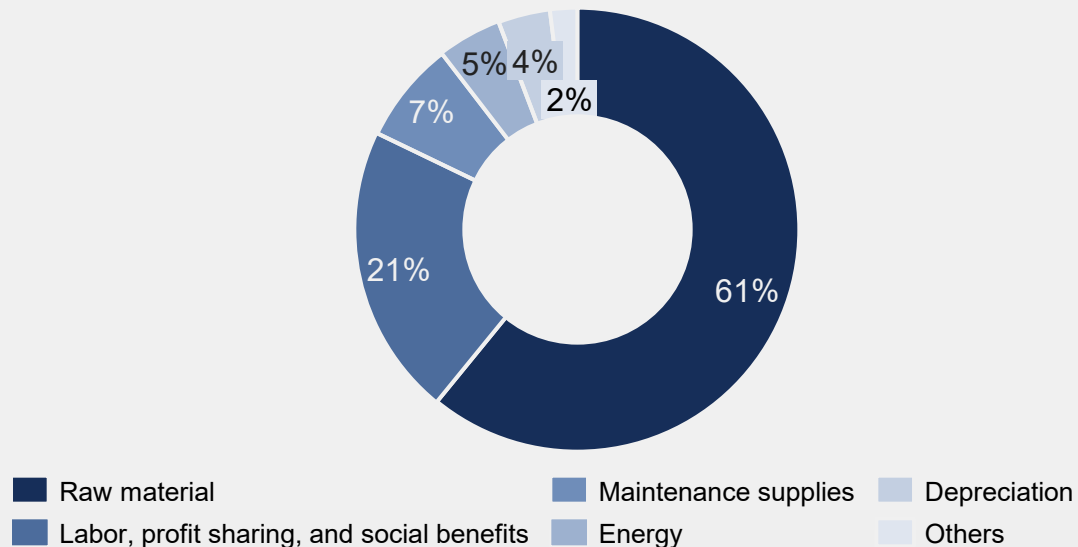
## Foreign Markets



**Increase in sales of gensets in the domestic market**

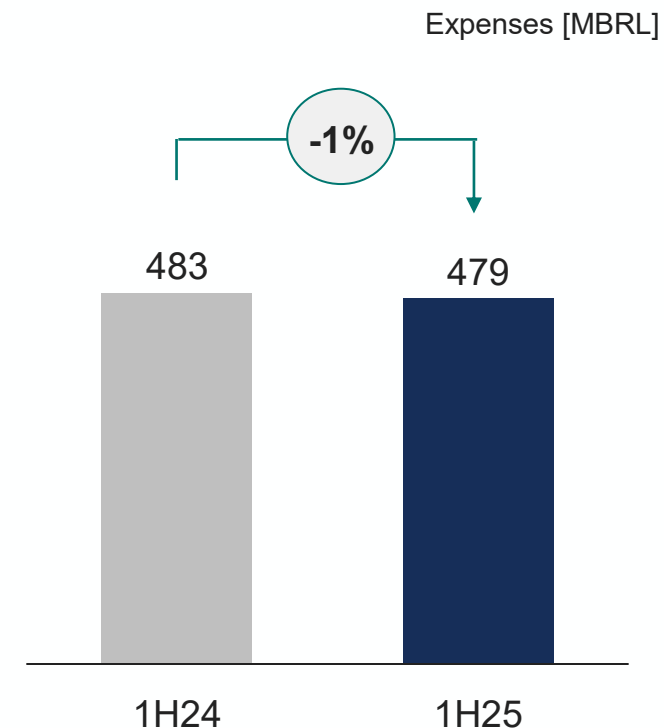
# OPERATING COSTS AND EXPENSES [M BRL]

## COGS BREAKDOWN [%]



	2Q24		2Q25
COGS	2,262 M BRL	=	2,262 M BRL
Gross Margin	19.4 %	-550pp	13.9 %
SG&A	240 M BRL	+4%	250 M BRL

Expenses impacted by the reduction in freight prices, synergies, and efficiency gains.

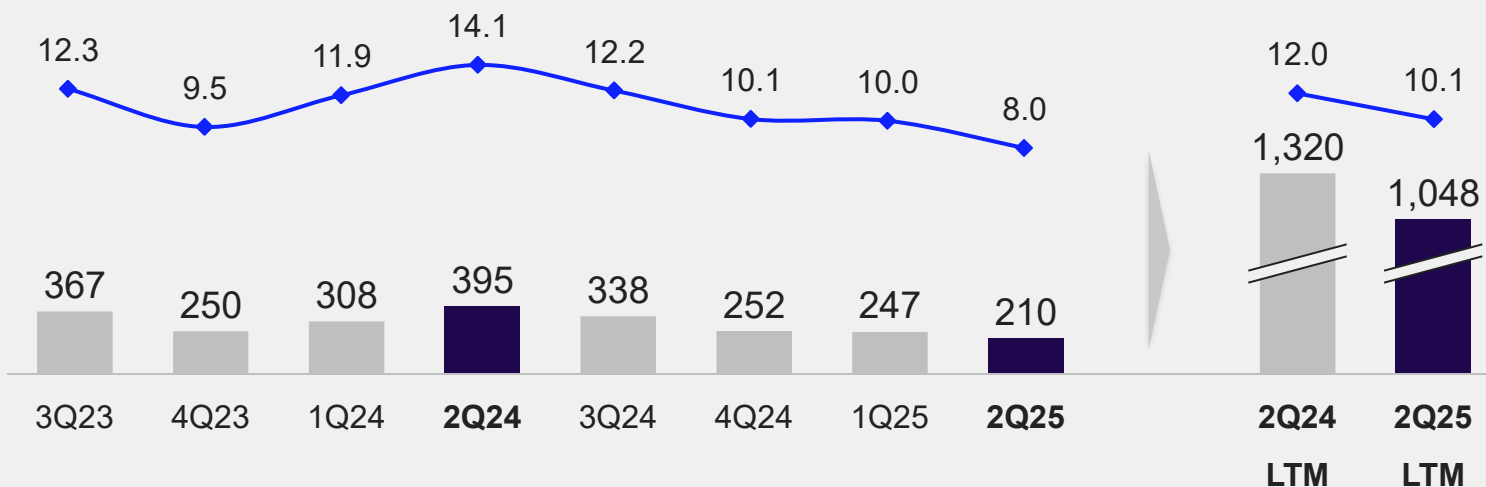


Impact of lower volumes, with effect on dilution of fixed costs

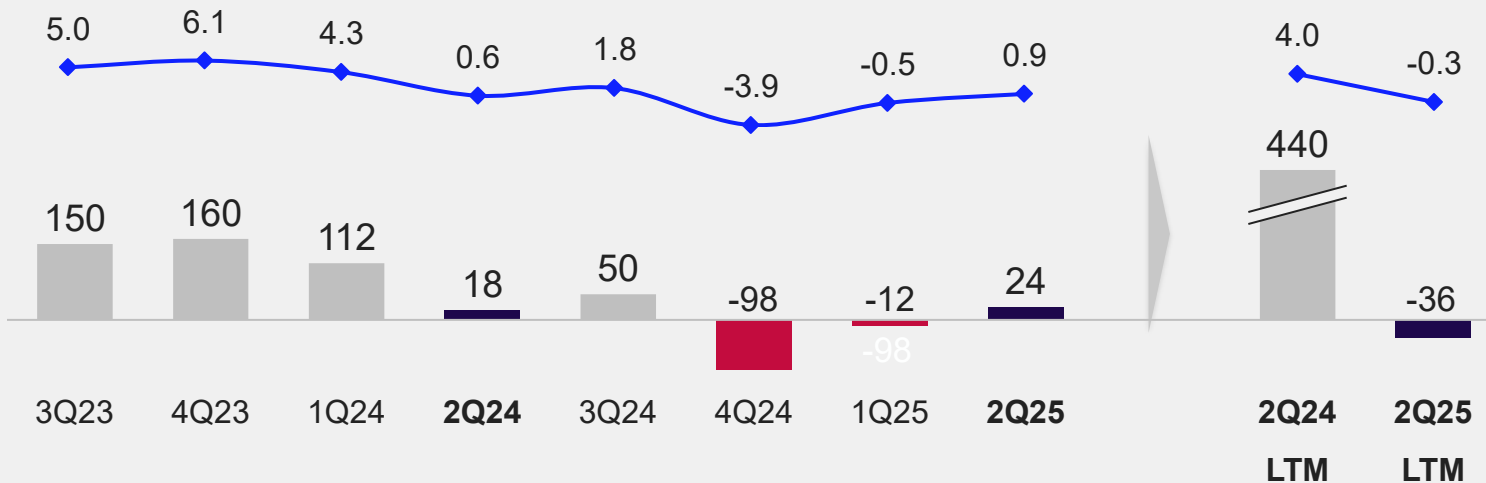


# ADJUSTED EBITDA & NET INCOME [M BRL]

## Adjusted EBITDA — % Adj EBITDA Margin



## Net Income — % Net Margin



- Impact of lower volumes and idle capacity in the Structural Components segment

- Positive financial result and exchange rate impact on tax bases.



# FINANCIAL RESULT [M BRL]

	1Q25	1Q24
<b>Financial Expenses</b>	<b>1</b> (94)	(96)
<b>Financial Income</b>	<b>2</b> +33	+35
<b>Monetary and FX Var.</b>	<b>3</b> 26	(115)
<b>TOTAL</b>	<b>(35)</b>	<b>(176)</b>

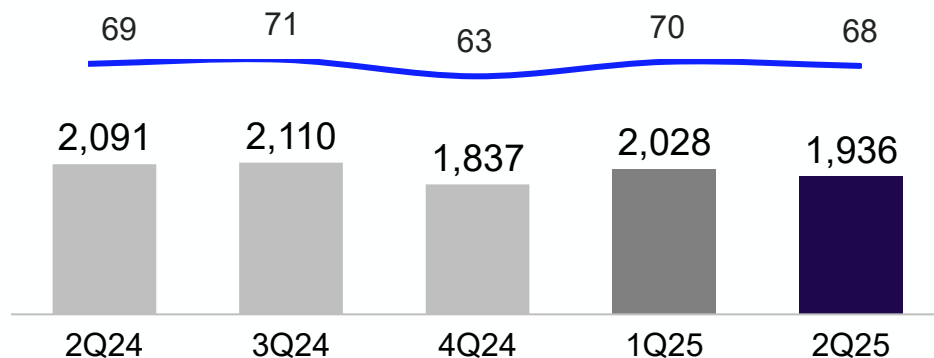
**1** Reduction in indebtedness  
(debt amortization in 1H25)

**2** Increase in interest rates on  
investments, with a higher  
proportion of cash held in BRL

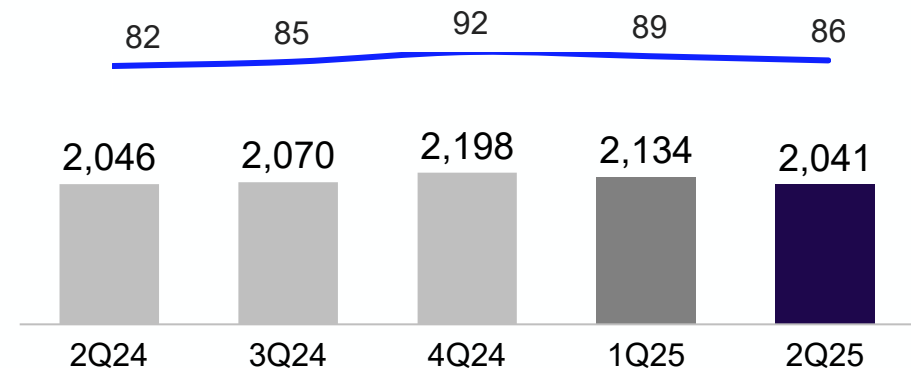
**3** Exchange rate variation on  
balance sheet items  
denominated in foreign  
currency and results from  
hedge operations

# WORKING CAPITAL

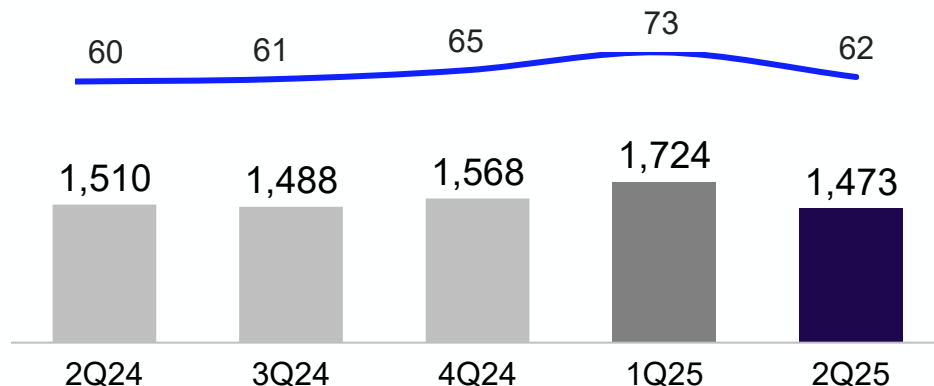
## Receivables [M BRL] and PMR [days]



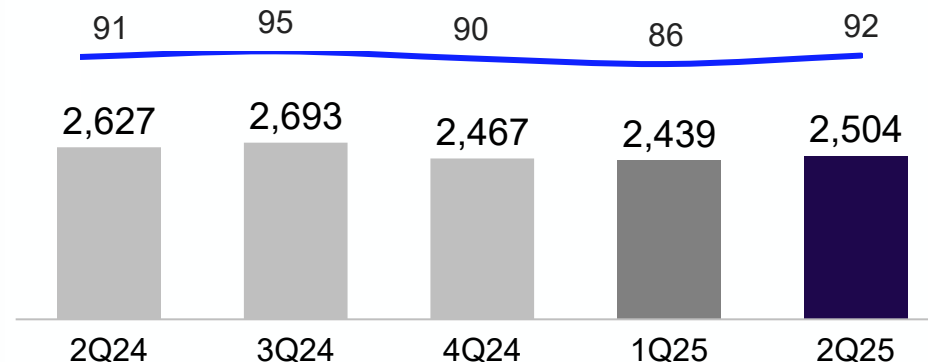
## Inventories [M BRL] and inventory days [days]



## Accounts payable [M BRL] and DPO [days] \*



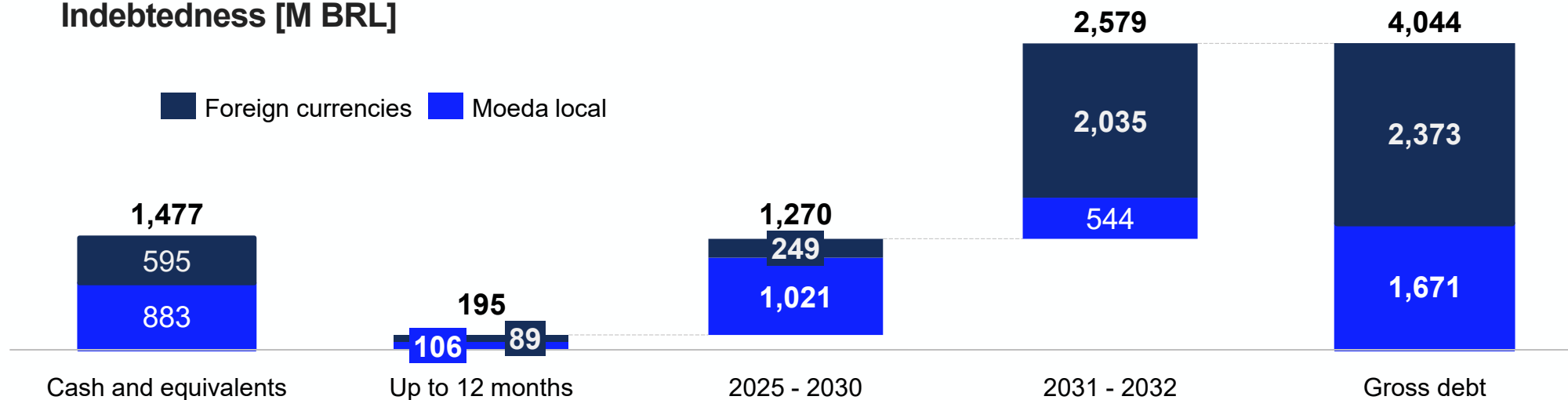
## Working Capital [M BRL] and CCC [days] \*



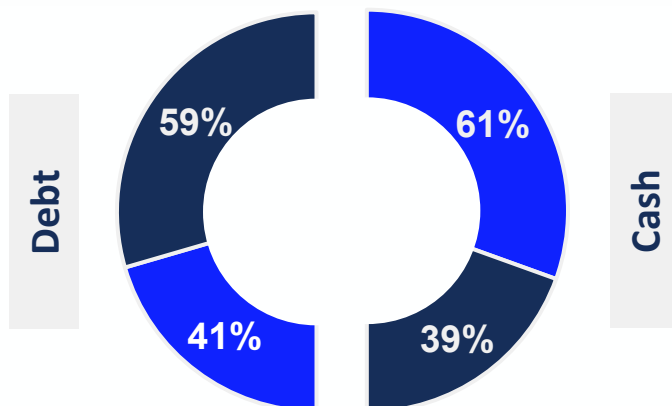
\* Includes advance payment, by clients, for working capital on the MWM engine manufacturing contracts.

# CASH AND INDEBTEDNESS | JUNE 2025

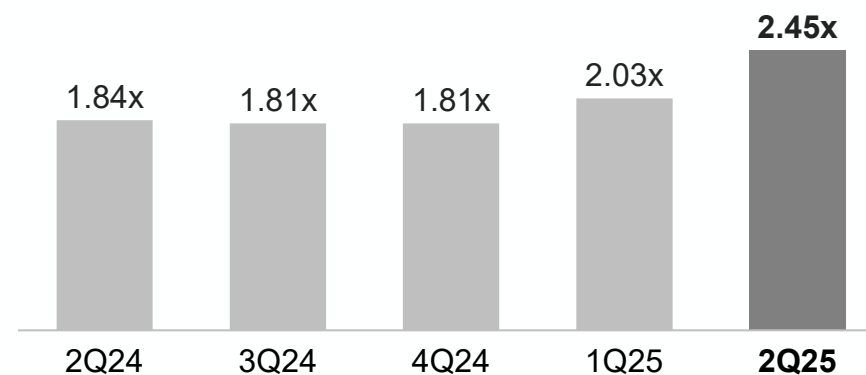
## Indebtedness [M BRL]



## Currency distribution [% total]



## Net Debt / 12M Adj. EBITDA



# UNCERTAINTIES IMPACT THE COMPANY'S KEY MARKETS



## Commercial Vehicles



## Off-Road

### FOREIGN MARKET



- **USA:** **Unfavorable fundamentals** and persistent **uncertainties** continue to affect truck sales
- **Europe:** Sector outlook **deteriorates** due to tariff-related impacts on economic activity

### DOMESTIC MARKET

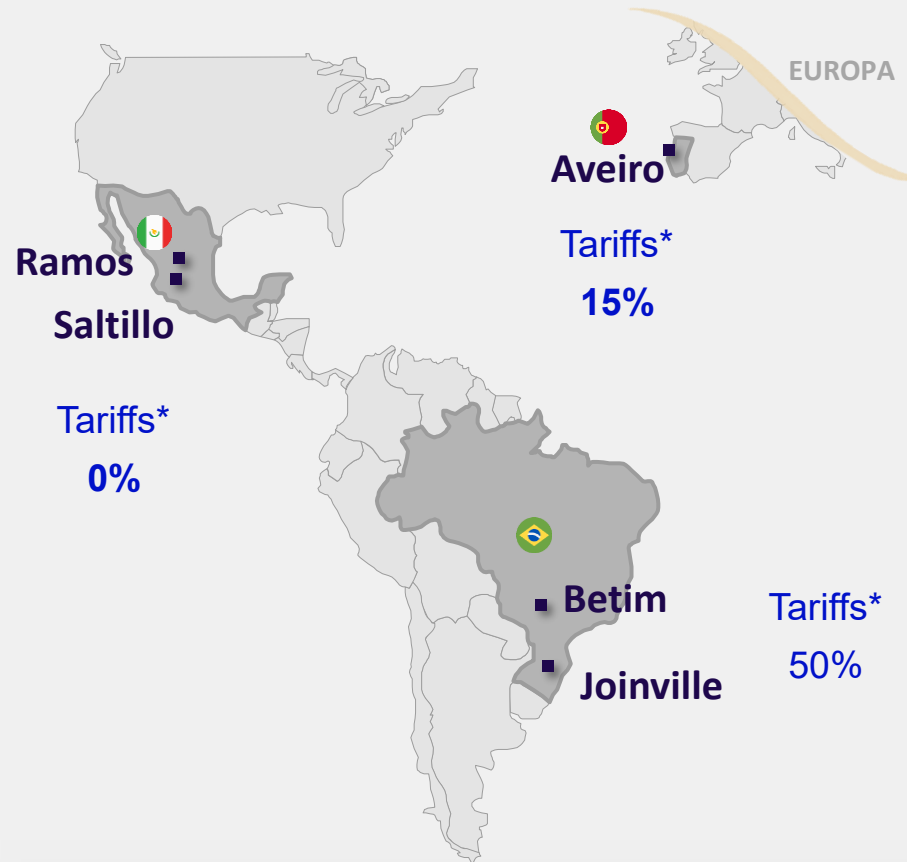


- 4% **decline** in truck sales (Jan-Jul)
- Worsening expectations due to interest rates and credit restrictions

- **Growing demand for power generation;**
- **Postponement of investments** in the construction and mining sectors
- Sales and production of agricultural Machinery in the U.S. have **declined for 5th consecutive year**

- **Recovery in agricultural Machinery segment,** despite unfavorable fundamentals

# PRESENCE IN 3 CONTINENTS: UNIQUE POSITIONING IN THE INDUSTRY

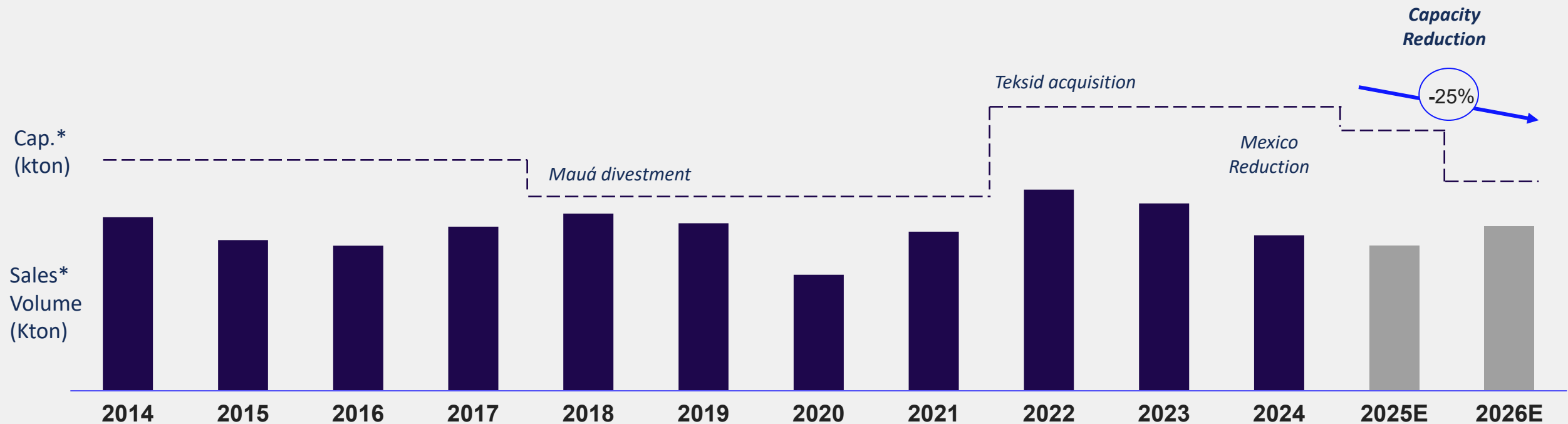


- Aquisition of **new business** with balue addition.

- Exports from Brazil to the U.S. accounted for ~ **14% of total revenue**
- **Product migration** to Mexico

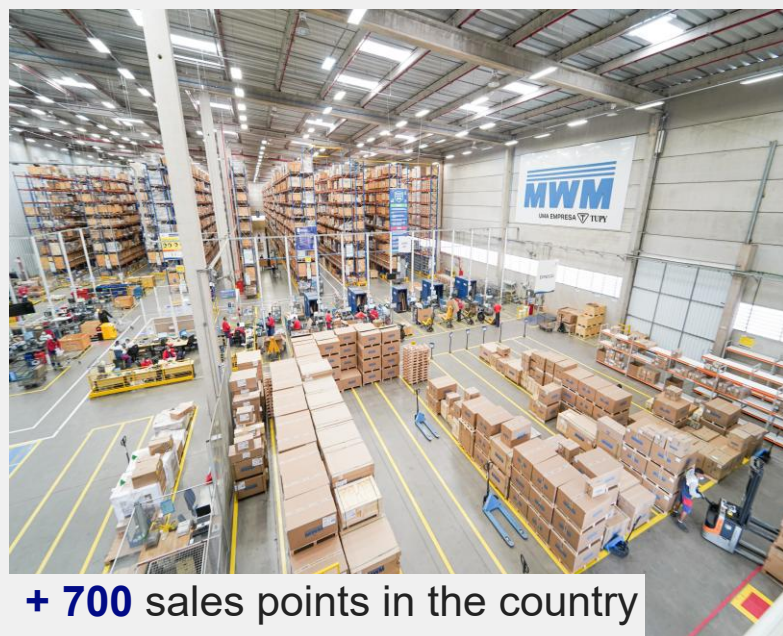
**Unique positioning to meet localization and local content requirements**

# EXECUTION OF THE SYNERGY PLAN: OPERATIONAL EFFICIENCY AND CAPACITY OPTIMIZATION



**Positive impact of BRL 100 million in 2026 and BRL 180 million per year starting in 2027**

# COMBINATION OF **COMPETENCIES** AND DIVERSIFICATION IN **HIGH-GROWTH** POTENTIAL SEGMENTS





# Aging Fleet = Heated Market

## TRUCKS

- Nearly 1 in every 3 trucks in Brazil is **over 16 years old**.<sup>1</sup>
- **32% of the fleet** is over 16 years old, and the 11 to 20-year range has grown significantly.<sup>1</sup>

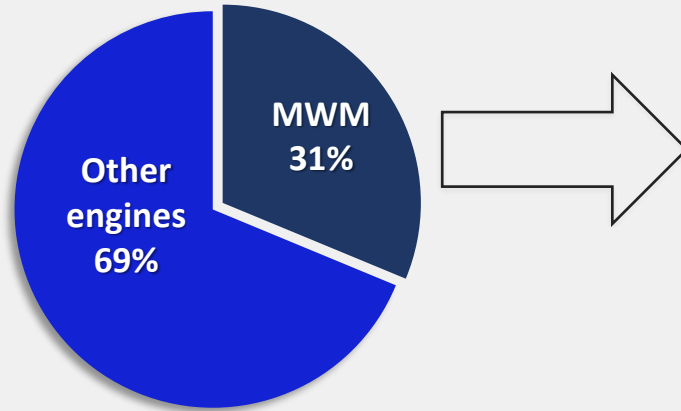
## AGRICULTURAL

- **47%** of agricultural machines are over **20 years old**.<sup>2</sup>
- Over **50%** of the tractor fleet is **over 20 years old**, especially on small farms.<sup>2</sup>



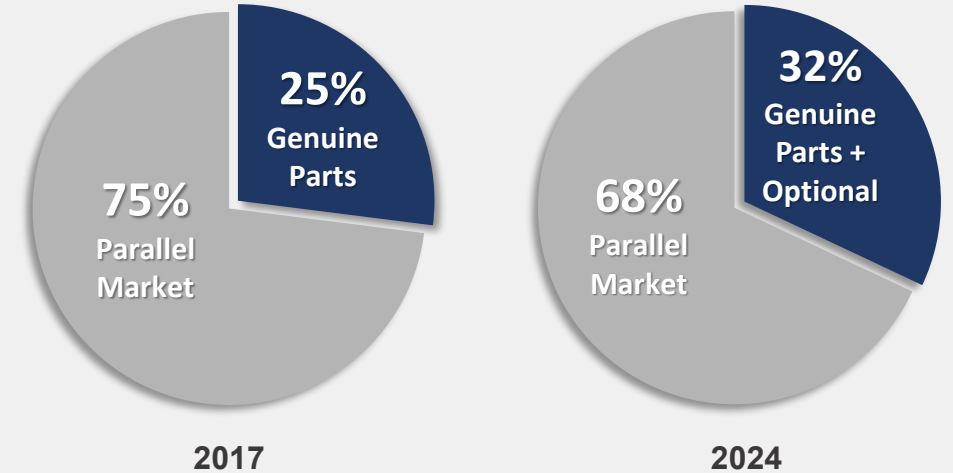
# POTENTIAL OF THE AFTERMARKET SEGMENT

Total Diesel Engine Fleet: ~6.4 mm

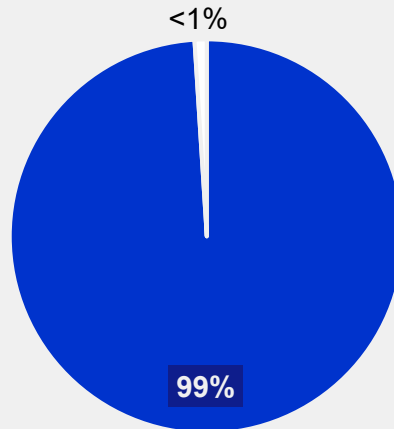


Source: Fraga

Share in MWM Engine Maintenance



MWM Participation – Other Engines



■ Market ■ MWM Share

Strategic Portfolio Management

- **Presence Across Segments:**
  - Trucks and buses
  - Pickups and vans
  - Agricultural and construction machinery
  - Marine Applications
  - Diesel e biofuels
- **Local engineering (specification & quality)**
- **Outsourced production**
- **Product development in China**

} **Cross -sell**



# GENSETS | LEADERSHIP IN THE BRAZILIAN MARKET



**19% Revenue Growth**

**Growing demand for power generation solutions**

- Agribusiness
- Data Centers
- *Off-road*
- Urban Centers

**Diesel and Biofuel Generators**

**Increased competitiveness, geographic expansion, and growth of the portfolio**



# VEHICLE TRANSFORMATION: THE LARGEST MARKET PORTFOLIO FOR MULTIFUEL SOLUTIONS



**The only Brazilian biomethane – and natural gas – powered engines manufacturer**

**Adressable market of 180k vehicles**

- Agribusiness
- Buses
- Freight transport
- Waste management

**Portfolio expansion**

- Larger engines
- Ethanol



Tupy



Tupy SA

[tupy.com.br/ri](https://tupy.com.br/ri)

