

TUPY

2nd Quarter 2022



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DISCLAIMER

This presentation contains forward-looking statements, which are subject to risks and uncertainties and reflect the beliefs and expectations of the Company's Management based on available information. Forward-looking statements include statements regarding our Management's current intentions or expectations with respect to a number of matters, including Brazil's economic, political and business environment, and especially the geographic markets in which we operate, the level of indebtedness and other financial obligations, and our ability to contract financing, when necessary and on reasonable terms, our ability to implement our investment plans, inflation and devaluation of the Brazilian real, as well as fluctuations in interest rates, existing and future laws and regulations, increased costs, our ability to uninterruptedly obtain materials and services from suppliers, at reasonable prices and with economies of scale, our ability to acquire other companies and integrate them in a satisfactory way, growth expectations of the automotive and hydraulic industries and success in implementing our strategic plans.

The reader should be aware that the factors mentioned above, in addition to others discussed in this Presentation, may affect our future results which may differ from those expressed in the forward-looking statements we make herein. We do not assume responsibilities for updating such statements.

The words "anticipates," "wishes," "expects," "estimates," "intends," "forecasts," "plans," "predicts," "projects," "targets" and other similar words are intended to identify these statements.

Forward-looking statements involve risks, uncertainties and assumptions as they relate to future events and therefore depend on circumstances that may or may not occur. The future condition of our financial situation and operational results, market share and competitive market position may materially differ from what is expressed or implied by these forward-looking statements. Many of the factors that will determine these results and values are beyond our ability to control or predict. The reader is cautioned not to place undue reliance on these forward-looking statements.

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Highlights 2Q22

OPERATING AND FINANCIAL HIGHLIGHTS – 2Q22

Consolidated Results – Brazil, Mexico e Portugal

1 Revenues & Volumes

Revenues of R\$ 2.5 billion, an increase of **54% vs 2Q21**.

176 ktons, increase of **37% vs 2Q21** chiefly due to the volumes of new operations, despite the lack of semiconductors and logistics bottlenecks.

2 Adjusted EBITDA

R\$ 345 million, despite customer stoppages, raw material increase and exchange rate appreciation.

Margin of **13.7%**, vs 11.3% in 2Q21 and 13.3% in 1Q22.

Operational efficiency and cost reduction initiatives. Capture of synergies benefiting all plants.

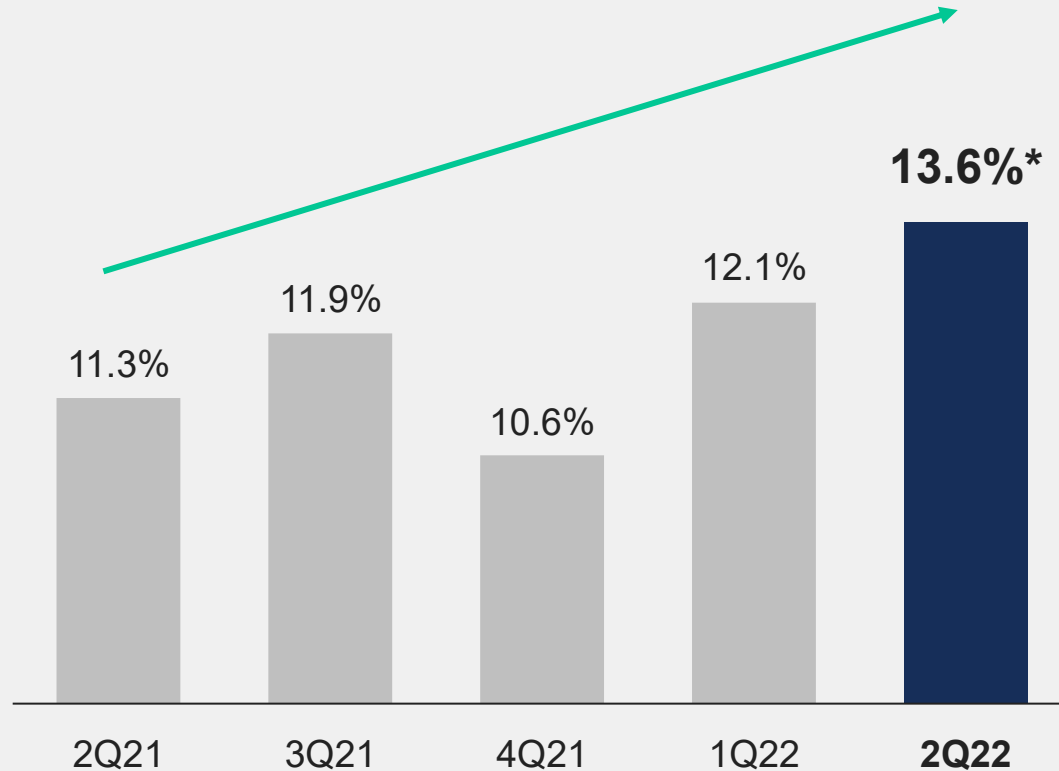
3 Net Income

Net income of R\$ 180 million, (vs 31 million in 2Q21).

Impact from operating and finance results.

SOLID INDICATORS AND VALUE CREATION

RETURN ON INVESTED CAPITAL (ROIC)



Conservative management and ROIC expansion

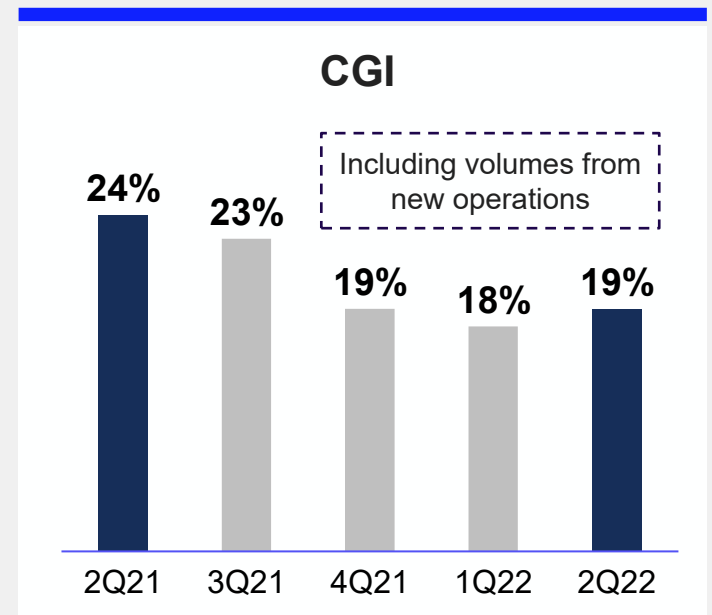
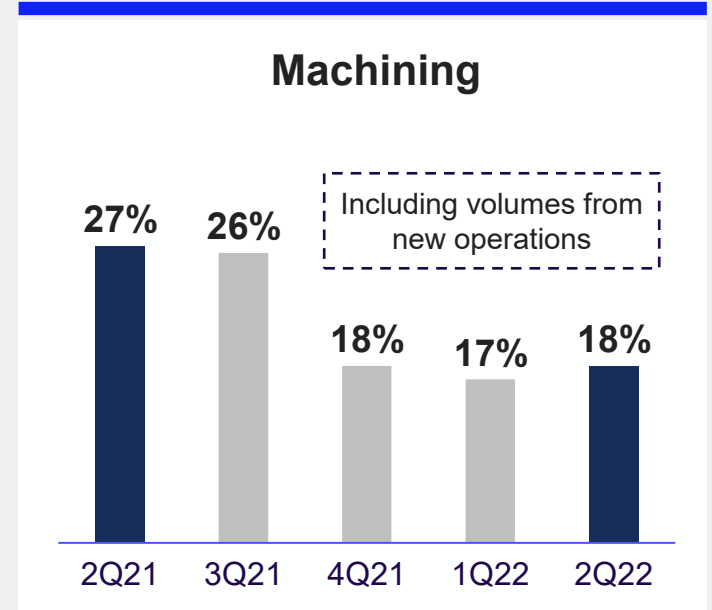
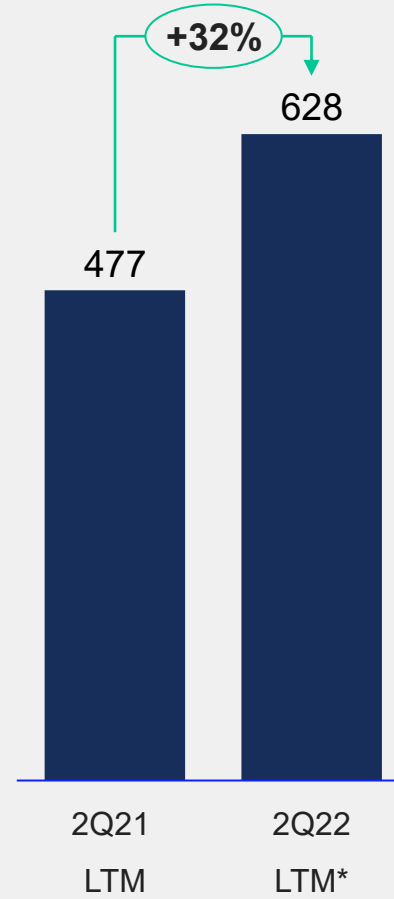
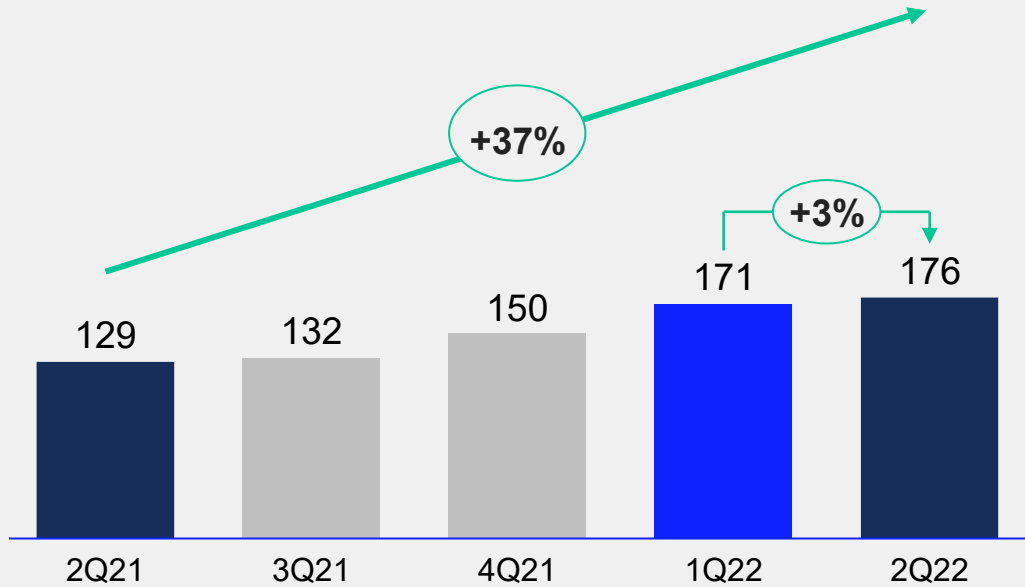
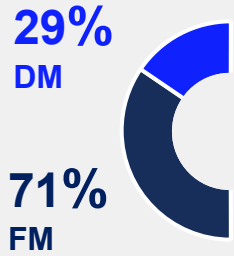
- Optimizations of existing assets
- Selectivity in new projects
- Expectation of investments in line with depreciation
- Initiatives for reducing Working Capital

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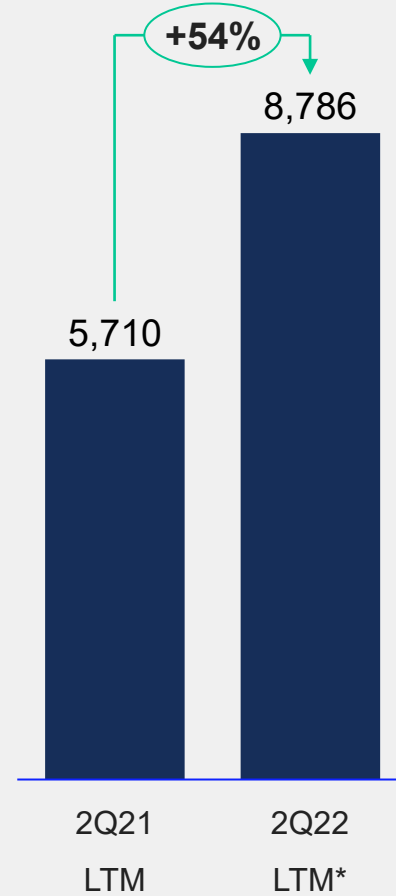
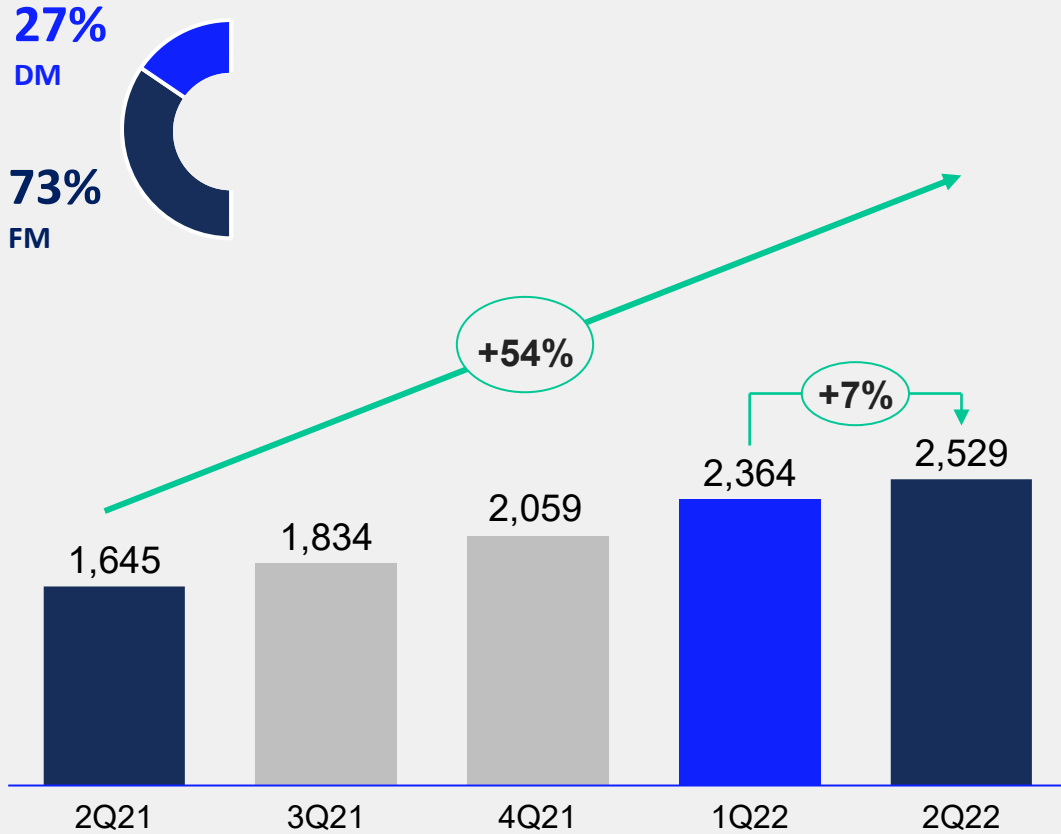
Results 2Q22

SALES VOLUME [KTon]

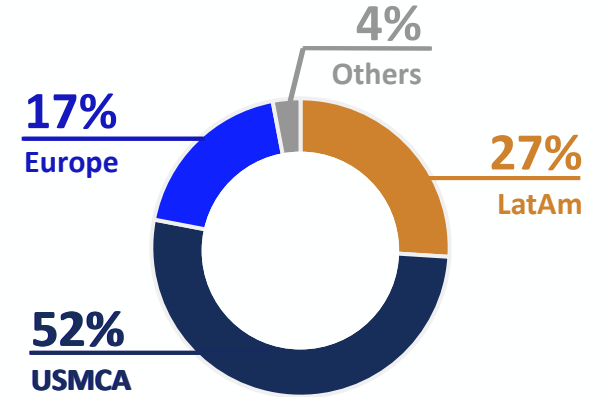


*Considers 9 months from Betim and Aveiro

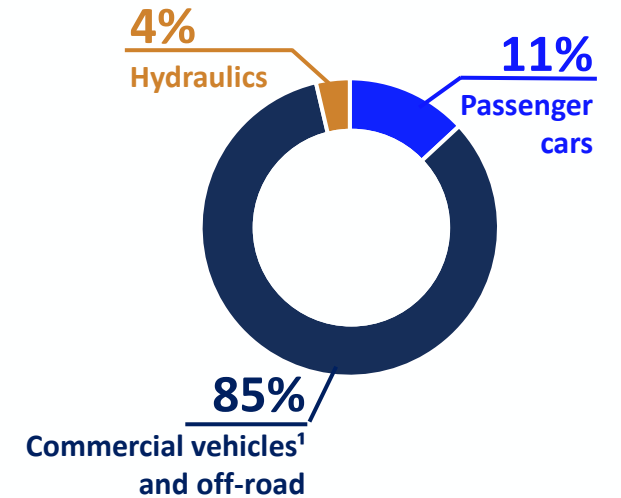
REVENUES [M BRL]



Origin [% Revenue]



Segments [% Revenue]



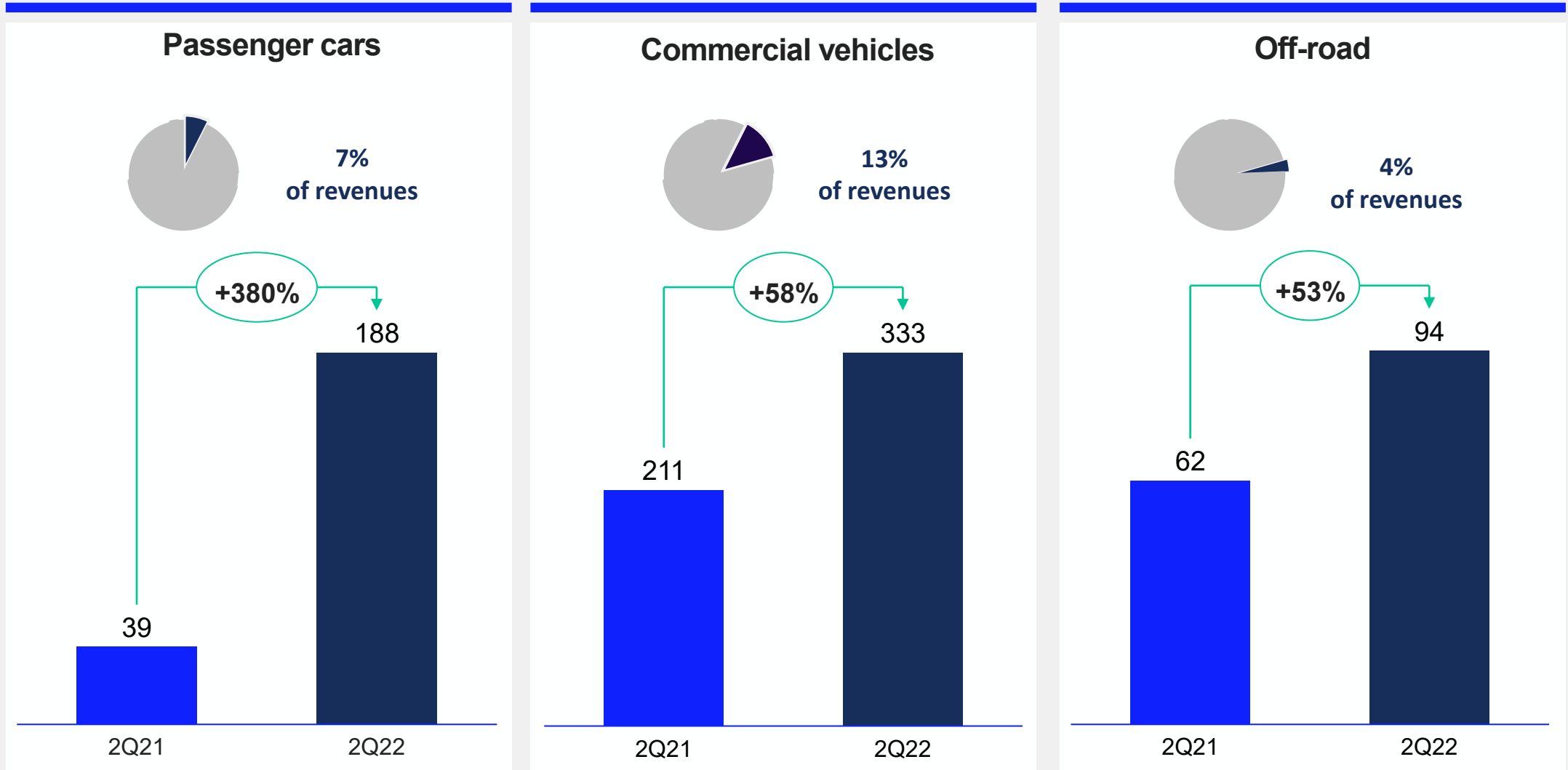
*Considers 9 months sales from Betim and Aveiro

1) Includes light, medium and heavy commercial vehicles



TRANSPORTATION, INFRASTRUCTURE & AGRICULTURE

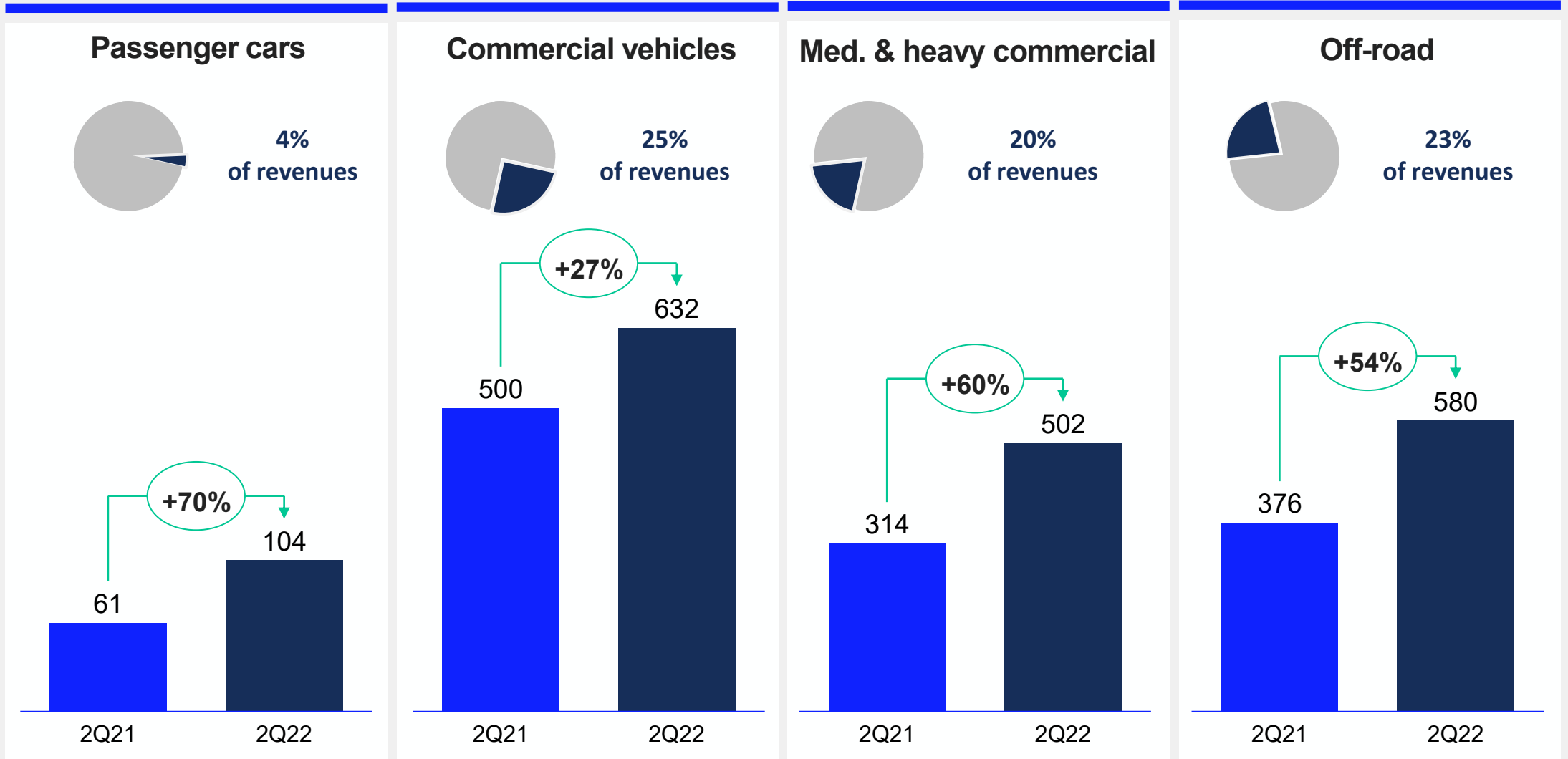
Domestic Market [M BRL]





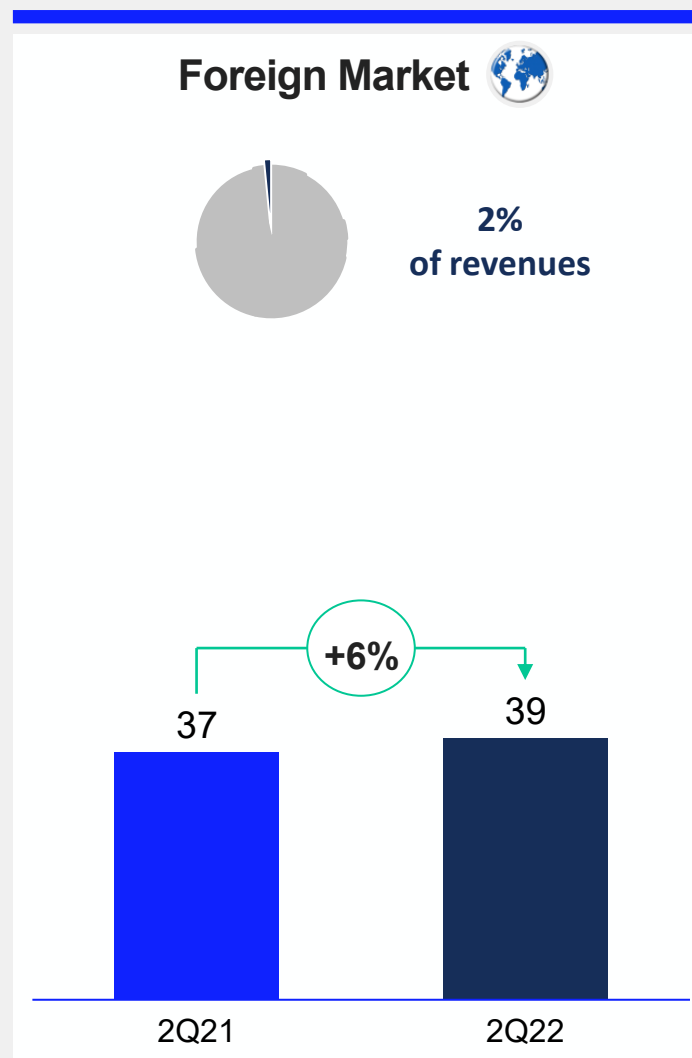
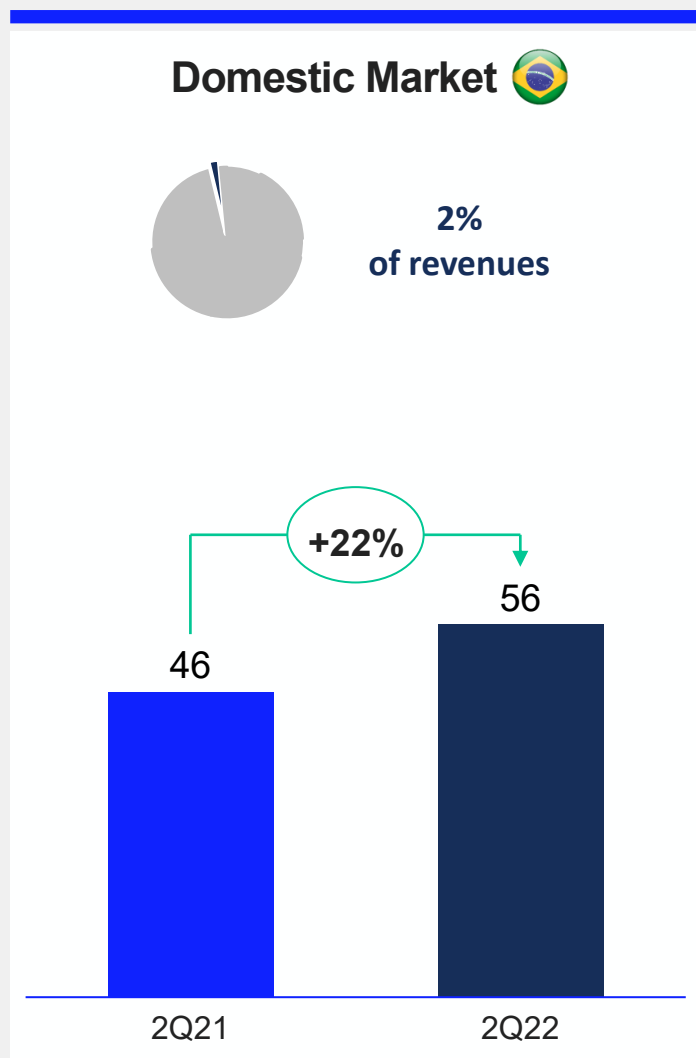
TRANSPORTATION, INFRASTRUCTURE & AGRICULTURE

Foreign Market [M BRL]



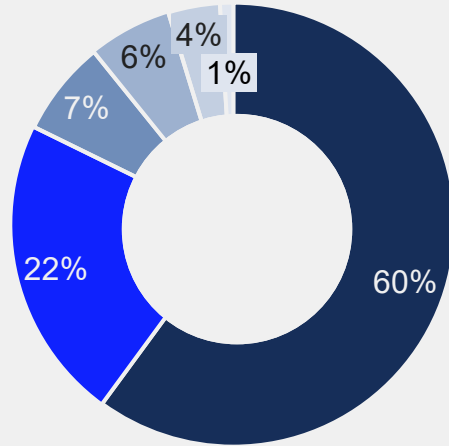
HYDRAULICS

Domestic & Foreign Market [M BRL]



COGS AND SG&A

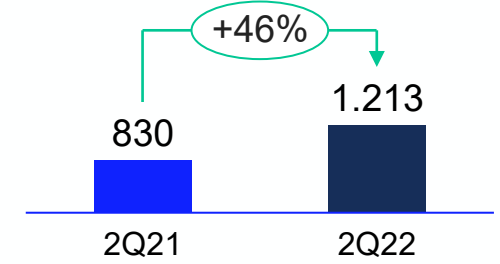
COGS Breakdown 2Q22 [%]



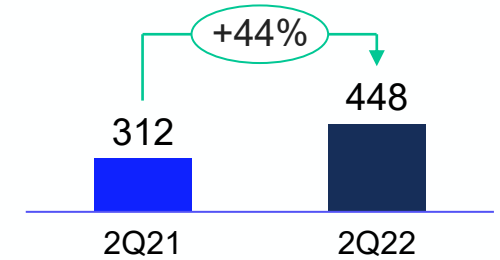
■ Raw Material
 ■ Labor & Profit Sharing
 ■ Maintenance Materials
 ■ Energy
 ■ Depreciation
 ■ Others

	2Q21		2Q22
COGS	1,411 M BRL	+43%	2,019 M BRL
Gross Margin	14.3 %	+5.9pp	20.2 %
SG&A. excluding freight	72 M BRL	+38%	100 M BRL

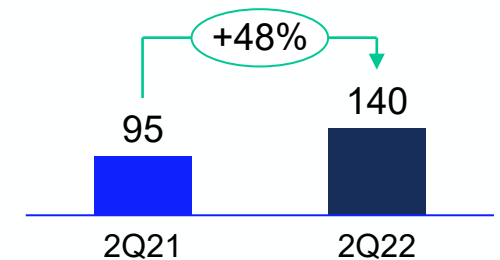
Raw materials



Labor



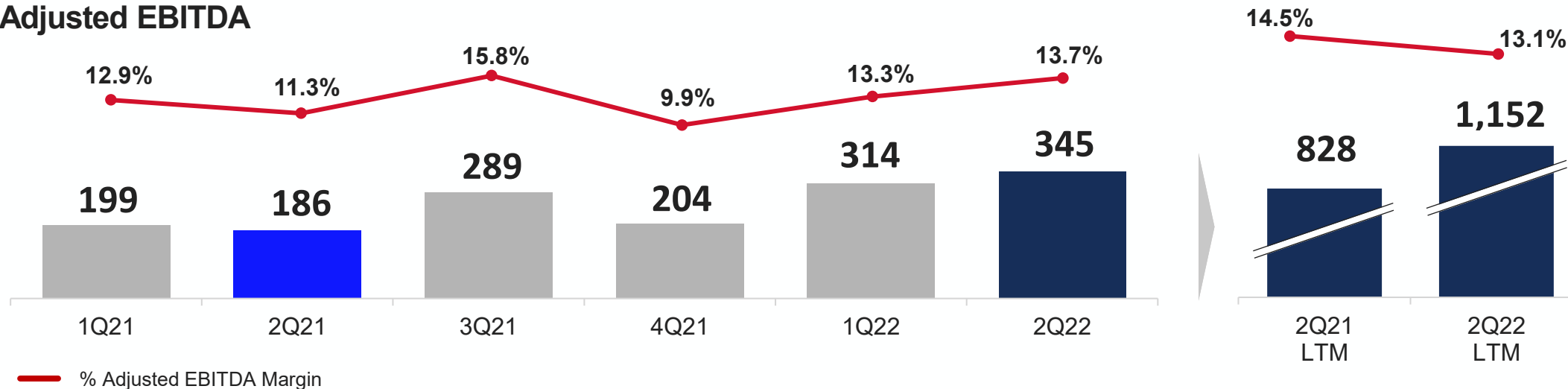
Maintenance materials & third-parties



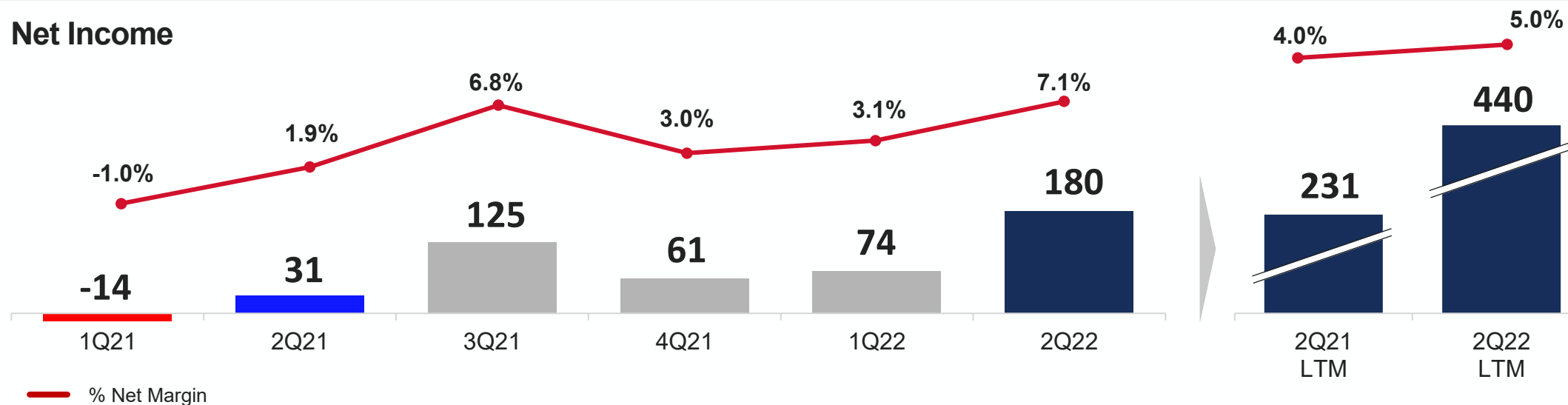
Comparative basis affected by new operations. Increase in costs & expenses mitigated by pass-throughs and efficiency gains

ADJUSTED EBITDA & NET INCOME [M BRL]

Adjusted EBITDA



Net Income



FINANCIAL RESULT [M BRL]

	2Q22	2Q21
Financial Expenses	¹ (43)	(32)
Financial income	² +14	+26
Monetary and exchange variation	³ +36	(51)
TOTAL	+7	(57)

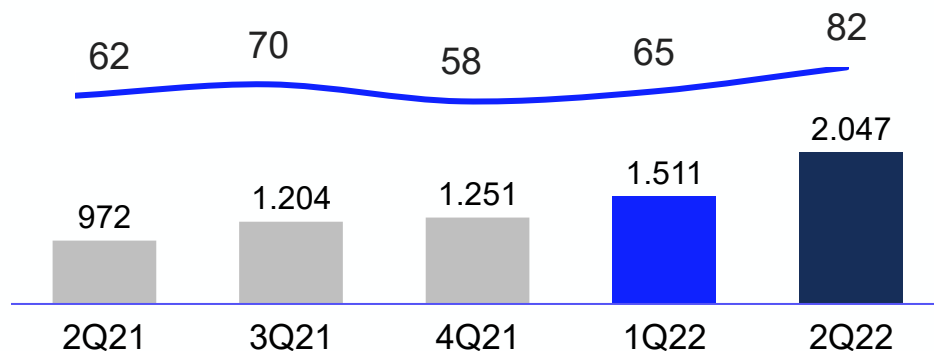
¹ Gross Debt increase (acquisition of Betim & Aveiro).

² Comparative basis affected by the positive effect of credits receivable from Eletrobrás in 2Q21.

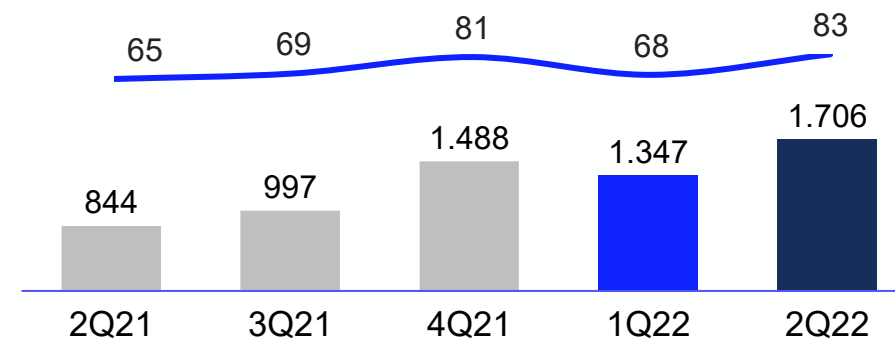
³ Positive impact of exchange variation on balance sheet lines in foreign currency.

WORKING CAPITAL

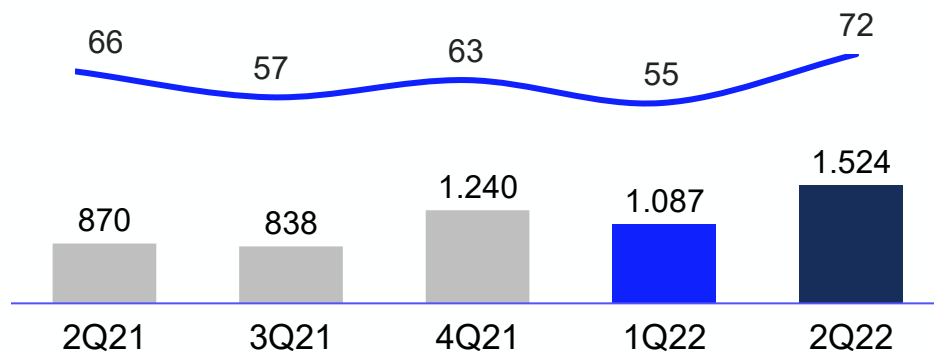
Accounts receivable [M BRL] and DSO [days]



Inventories [M BRL] and DIO [days]



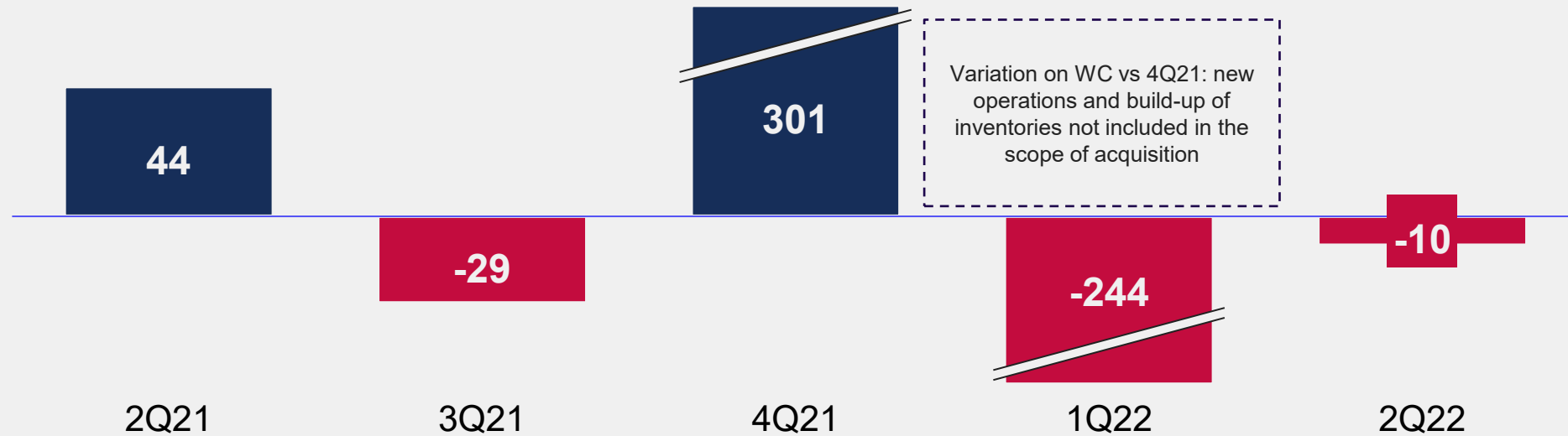
Accounts payable [M BRL] and DPO [days]



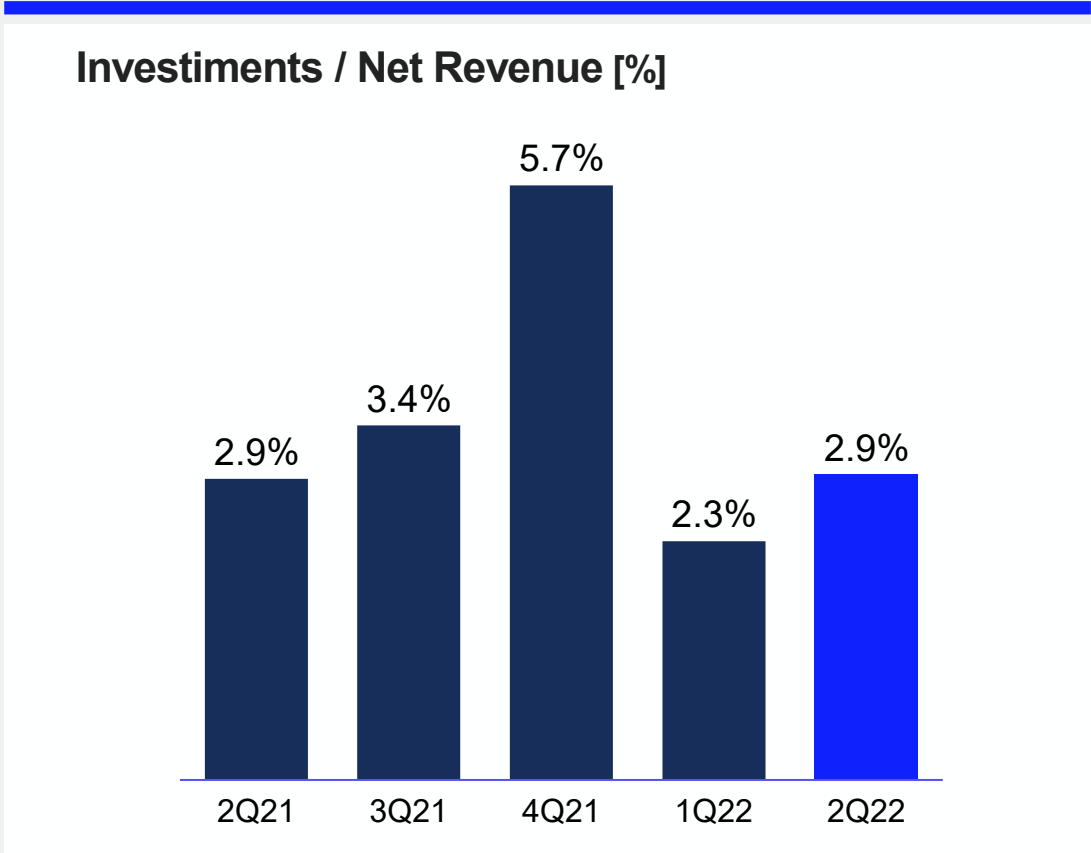
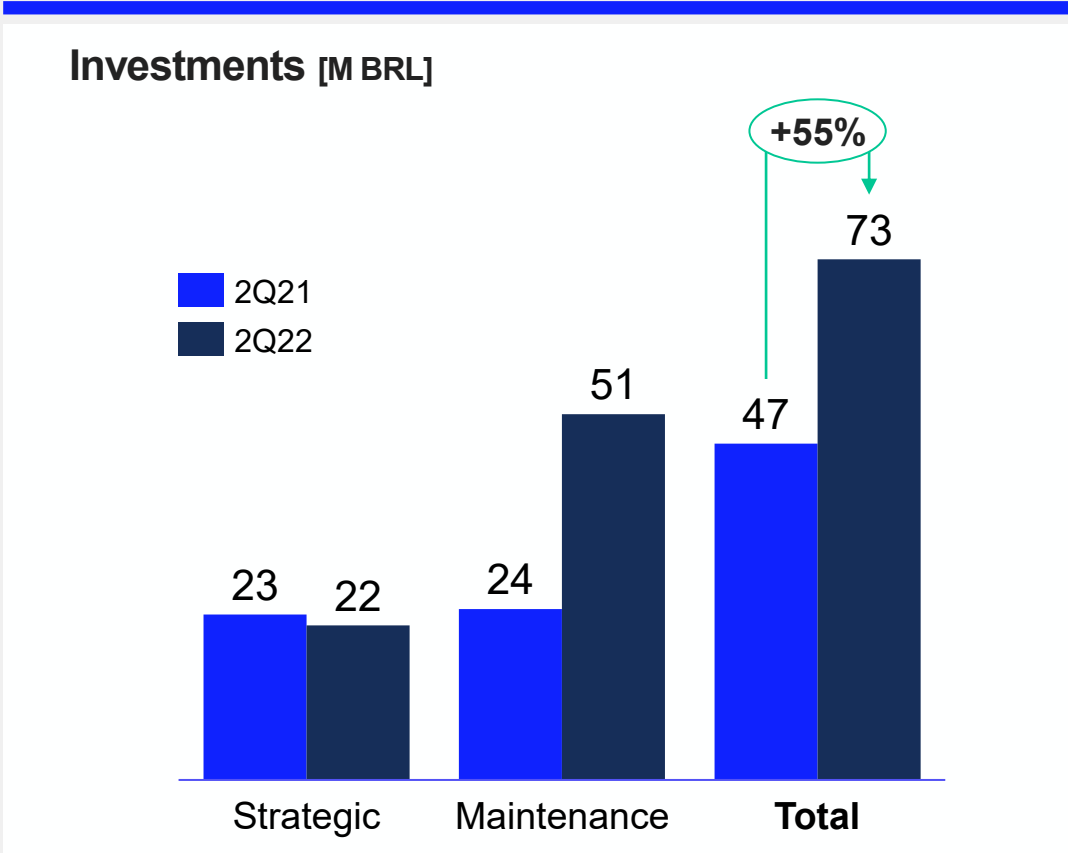
- **Customer temporary stoppages, impacting inventories of** products in process and raw materials.
- Negotiations and costs pass-throughs, **affecting accounts receivable.**
- **Currency devaluation** (~10% Mar. – Jun.)
- New ERP in Mexico.

Priorization of initiatives to reduce cash conversion cycle in 2nd Semester

OPERATING CASH FLOW [M BRL]



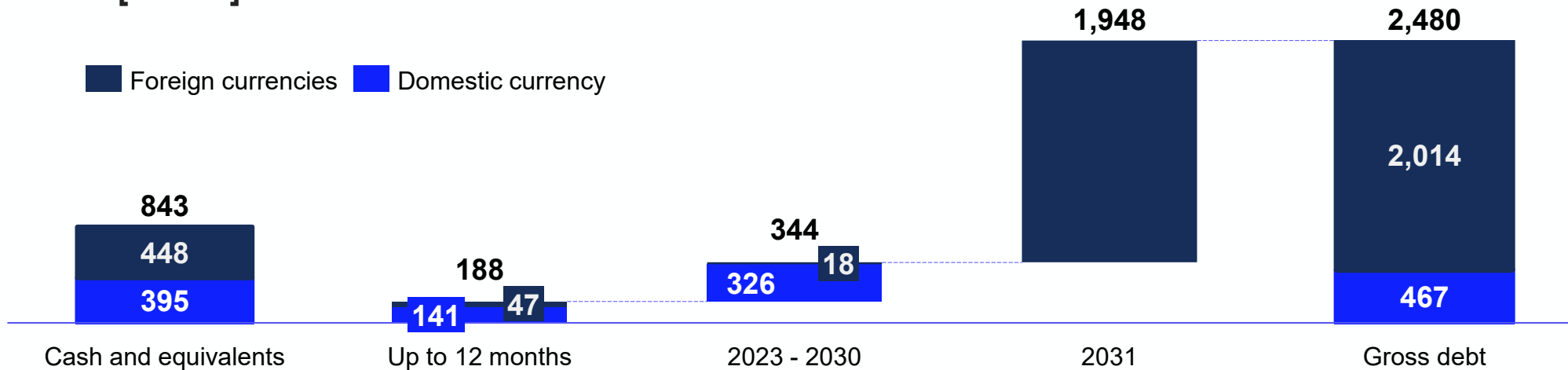
INVESTMENTS



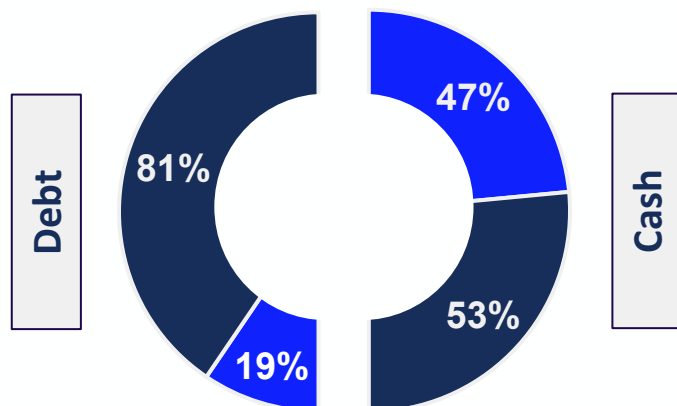
Investments chiefly in new projects, IT, operational efficiency and flexibility, including Betim plant

DEBT STRUCTURE – JUNE/2022

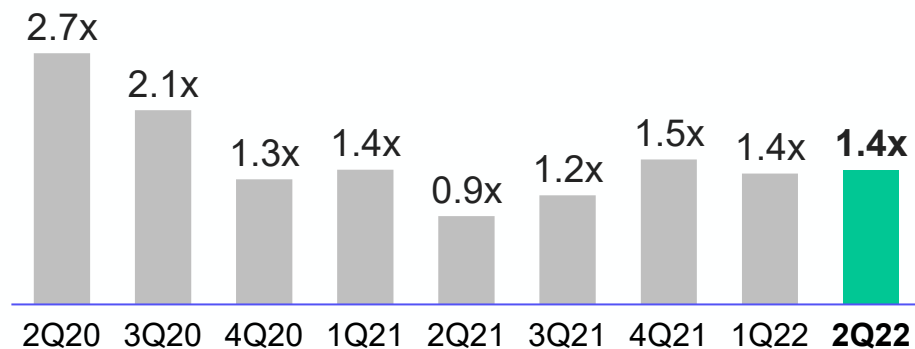
Debt [M BRL]



Currency breakdown [% total]



Net debt / Adjusted EBITDA LTM



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Perspectives & Tendencias

MARKETS



MEDIUM & HEAVY



OFF-ROAD



PASSENGER CARS & LIGHT COMMERCIAL

NORTH AMERICA

Robust demand (pent-up)
Production and sales limited by
lack of components

Strong residential construction
market
Demand in O&G and power
generation segments

Robust order intake
Inventories build-up
Pent-up demand (3 years)

BRAZIL

Stable
Inventories build-up
Low Euro6 pre-buy

Backlog in construction segment
New businesses in structural
components

Low inventories and pent-up
demand
Stoppages driven by components
bottlenecks

EUROPE

Supply of trucks does not meet
market demand
Robust order intake

Lower short-term activity

Forecasts indicate reduction
Lack of components & logistics
bottlenecks
High energy costs

AGENDA 2022 / 2023

- Working Capital & Cash Flow management
- Operational efficiency
- Capture of synergies
- Robust pipeline of new projects

POINTS OF CONCERN

- Possible economic slowdown
- Geopolitics
- Component constraints and lockdowns in China
- Maritime freight gradually returning to normal levels
- Stabilization in an inflationary environment

BETIM AND AVEIRO INTEGRATION

Synergies in line with the business plan.

Ongoing investment projects and operational improvements

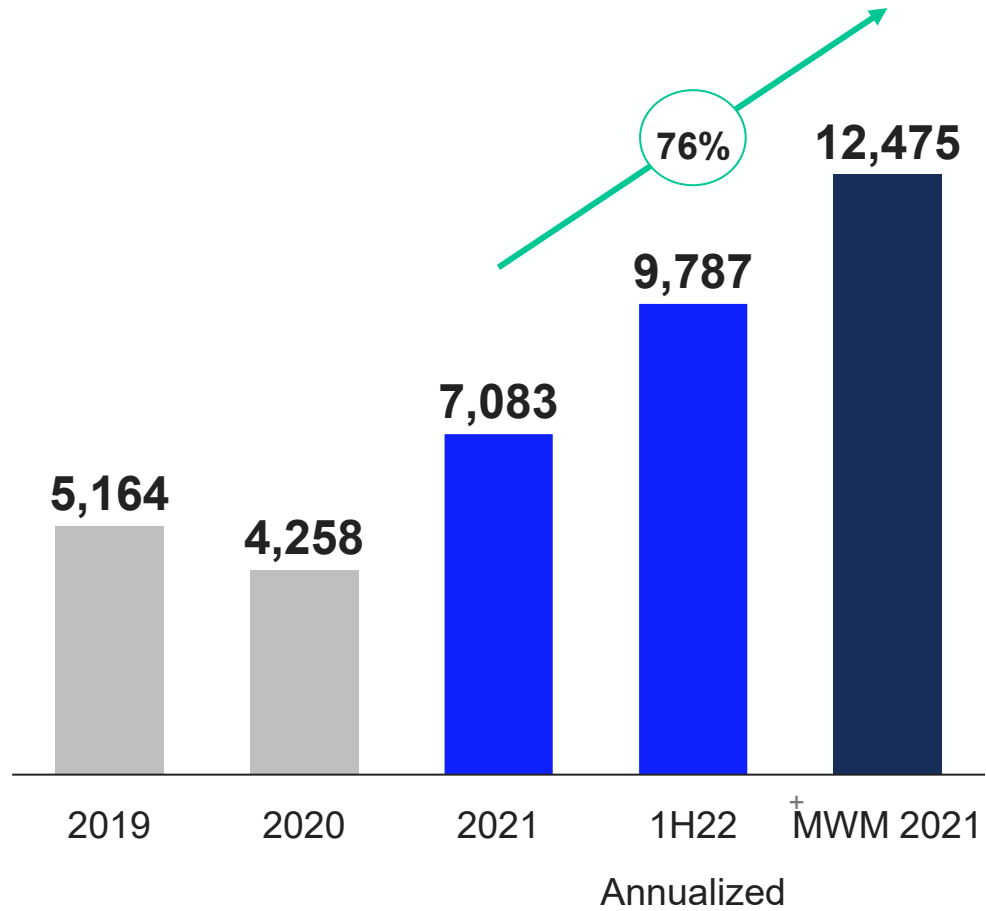
MWM

Closing conditioned to Brazilian antitrust (CADE) approval

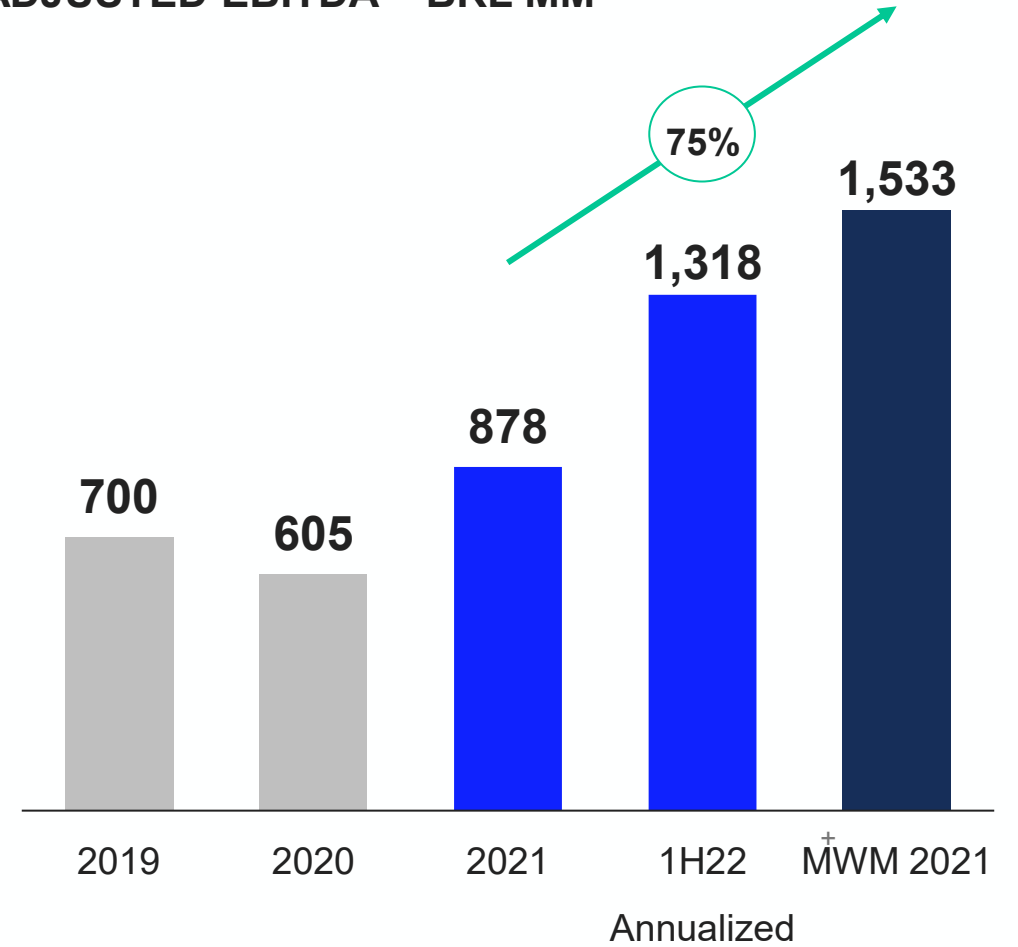
Integration: planning in progress and preparation of Day1

A NEW DIMENSION*

REVENUE – BRL MM



ADJUSTED EBITDA – BRL MM



* Annualization of the result for the first half of 2022 and MWM's public indicators. Should not be considered as projection or guidance.



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