

TUPY

3rd 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 3Q22

OPERATING AND FINANCIAL HIGHLIGHTS – 3Q22

Consolidated Results – Brazil, Mexico e Portugal

1 Revenues & Volumes

Revenues of R\$ 2.7 billion, 47% increase vs 3Q21.

177 ktons, increase of 34% vs 3Q21 chiefly due to the volumes of new operations, despite the lack of semiconductors and logistics bottlenecks

2 Adjusted EBITDA

R\$ 358 million, the highest value in the Company's history, with a margin of 13.3%.

Synergies in accordance with the Company's business plan, impacting all plants.

3 Net Income

R\$ 192 million, the highest in Company's history (vs 125 million in 3Q21)

Net margin of 7.1%

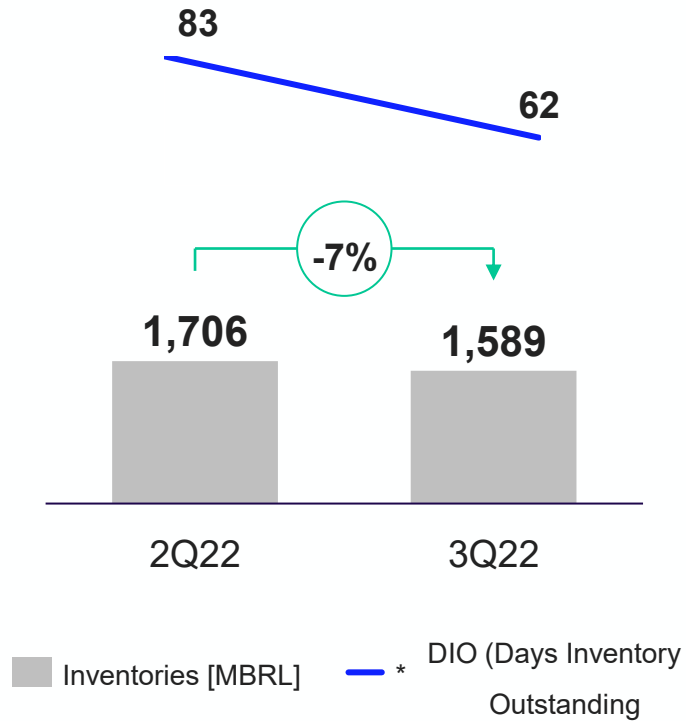
4 Indebtedness

Net Debt/adjusted EBITDA ratio accumulated in the last 12 months of 1.3x

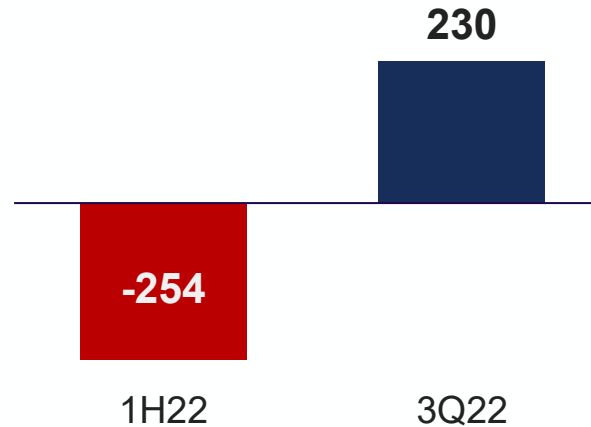
Issuance of R\$ 1 billion in debentures (CDI +1.5% a.a.)

FOCUS ON INVENTORY ADJUSTMENTS

Inventories - [MBRL] & DIO*



Operating Cash Generation [MBRL]



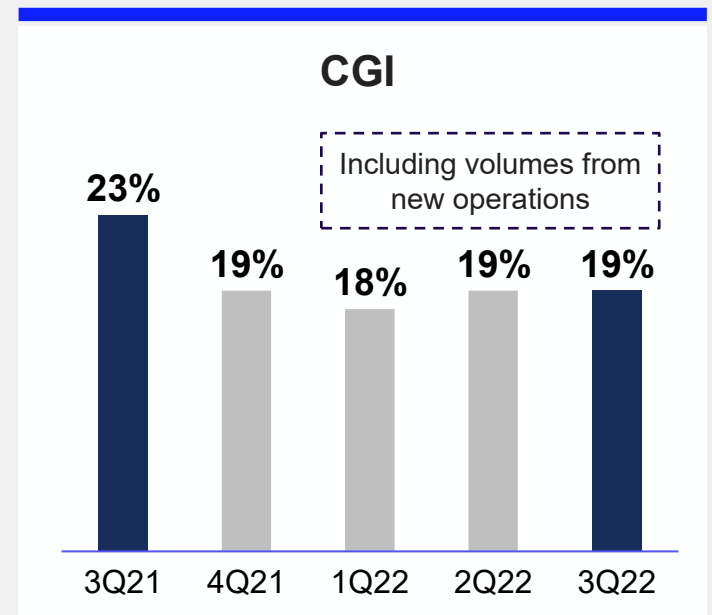
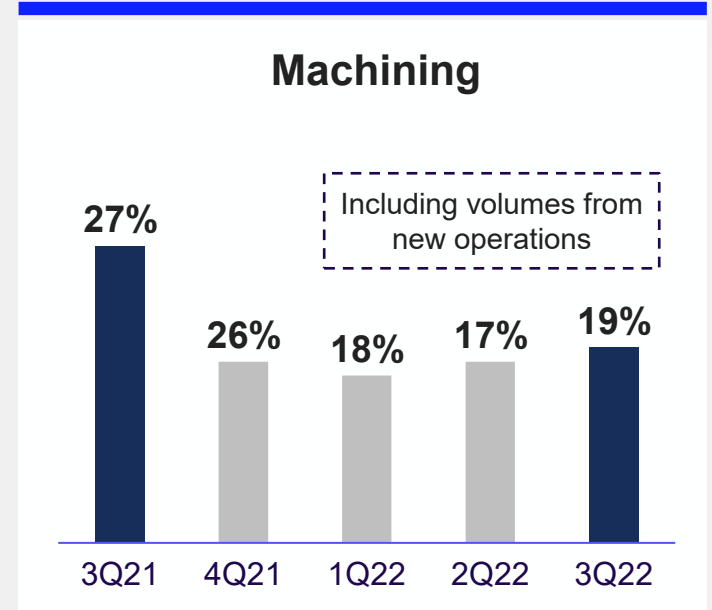
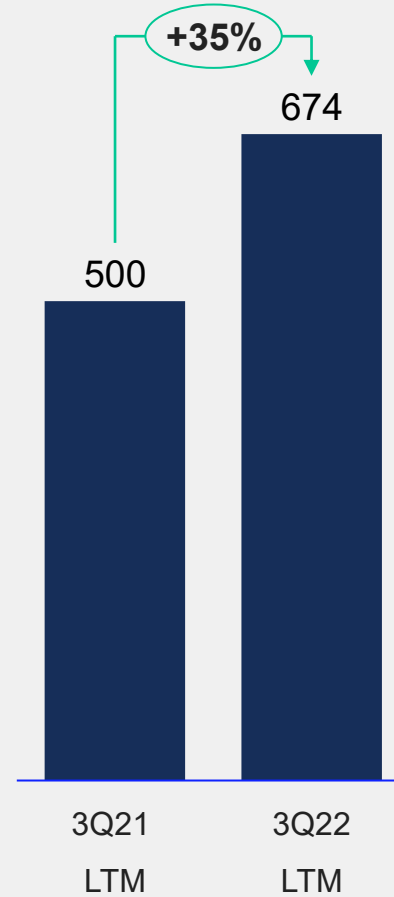
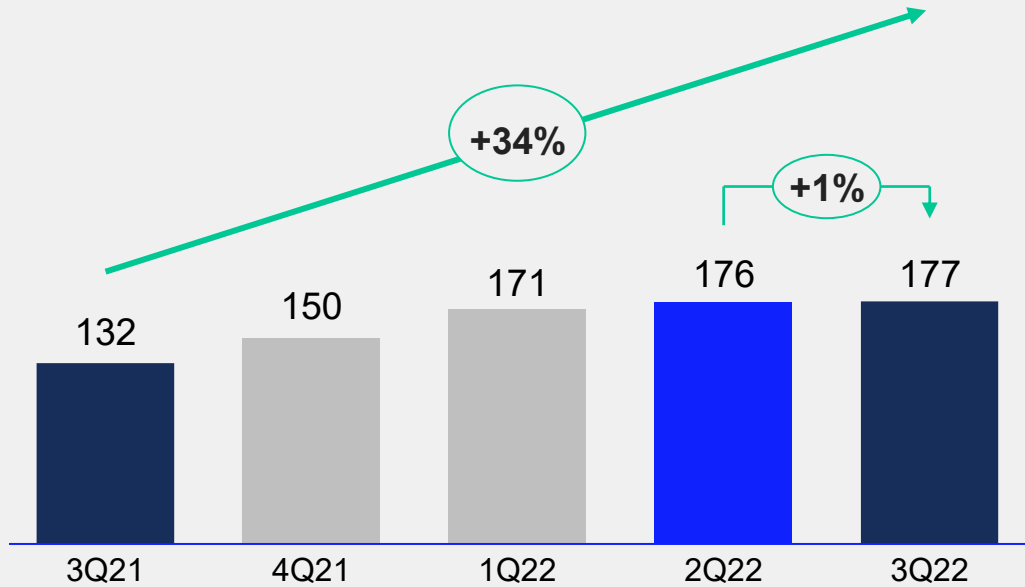
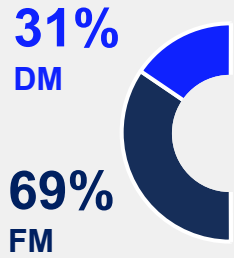
- Focus on reducing the cash conversion cycle, affected by customer stoppages due to the lack of semiconductors and other inputs
- Reduction of operations to decrease inventories
- Positive impact on operating cash generation

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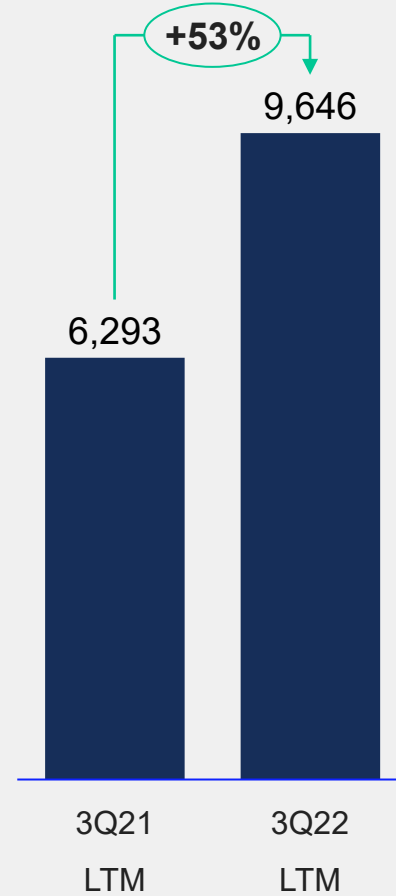
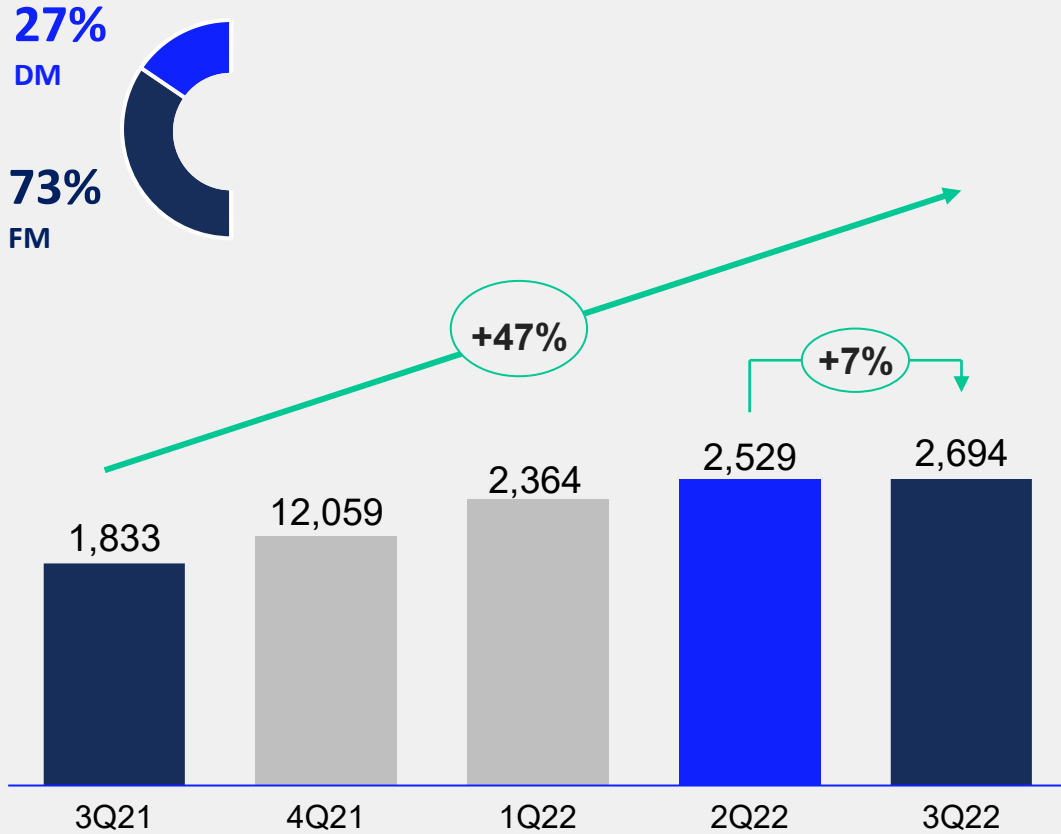


Results 3Q22

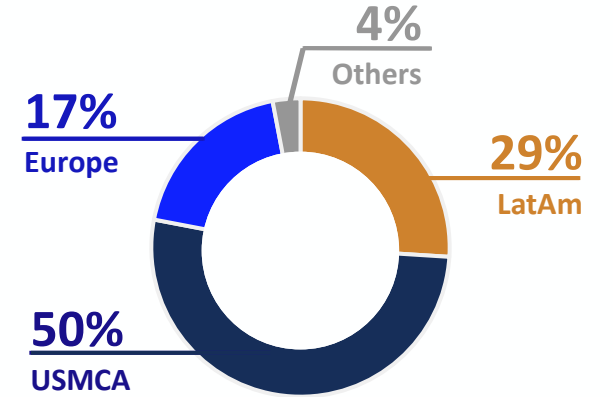
SALES VOLUME [KTon]



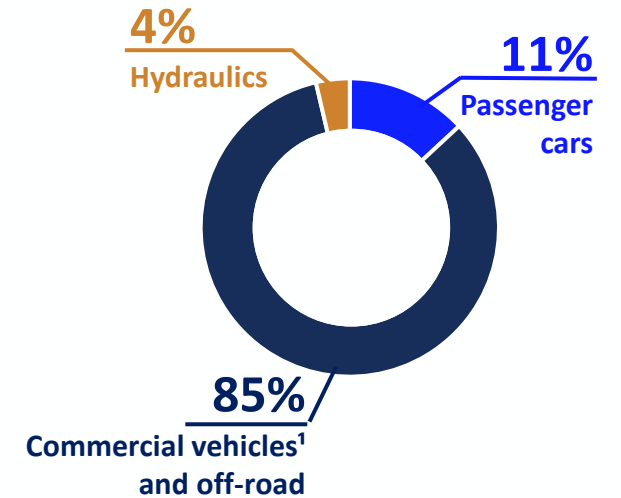
REVENUES [M BRL]



Origin [% Revenue]



Segments [% Revenue]

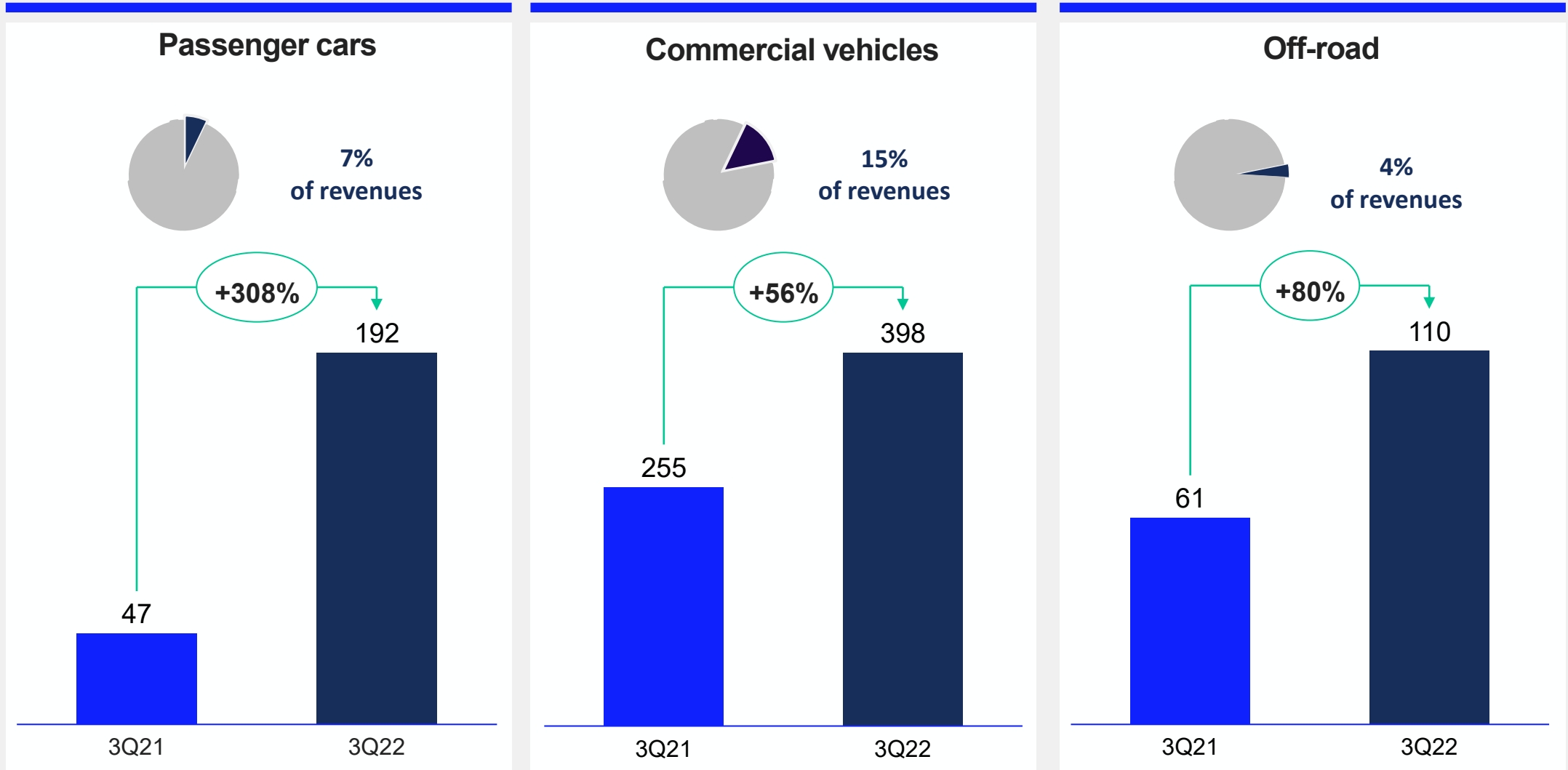


1) Includes light, medium and heavy commercial vehicles



TRANSPORTATION, INFRASTRUCTURE & AGRICULTURE

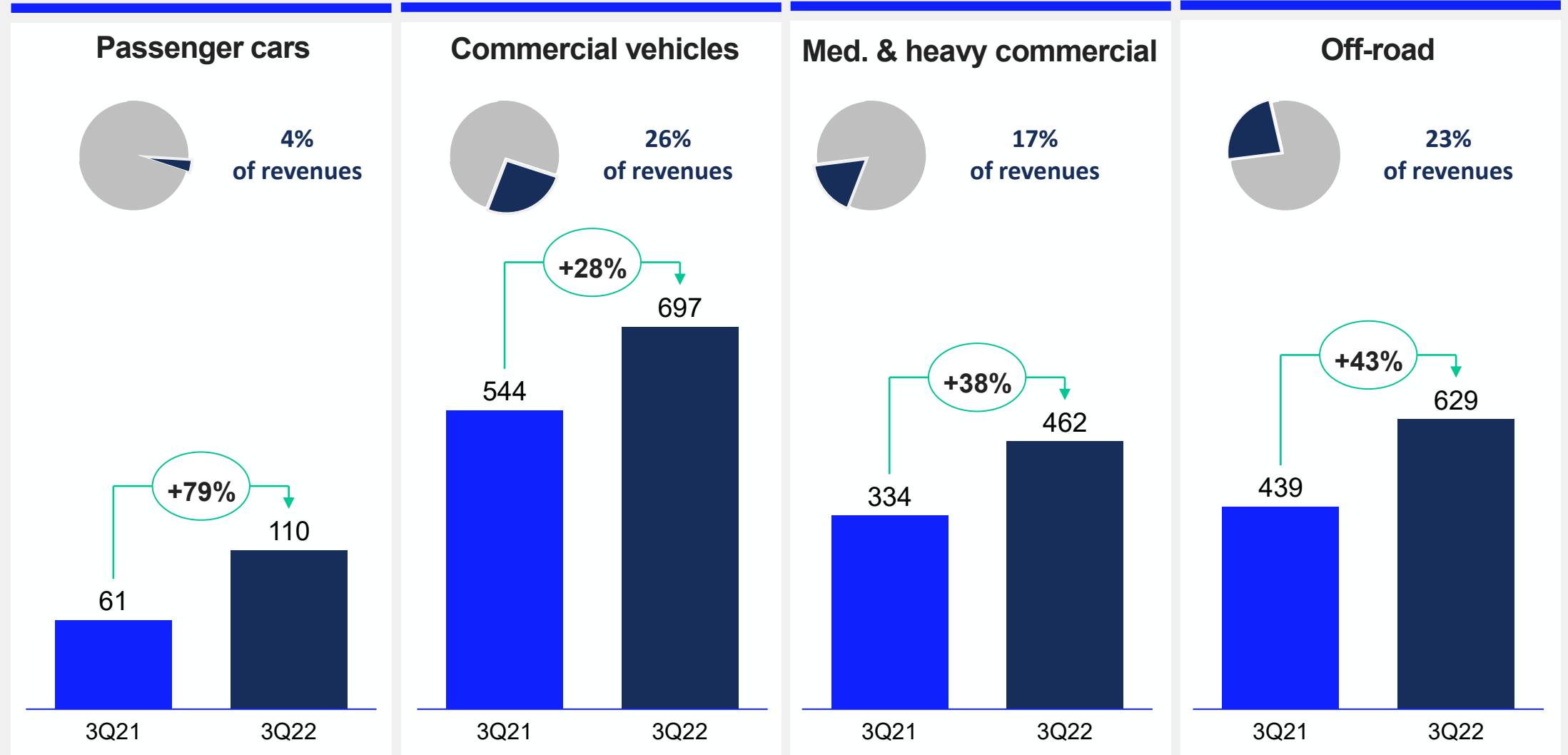
Domestic Market [M BRL]





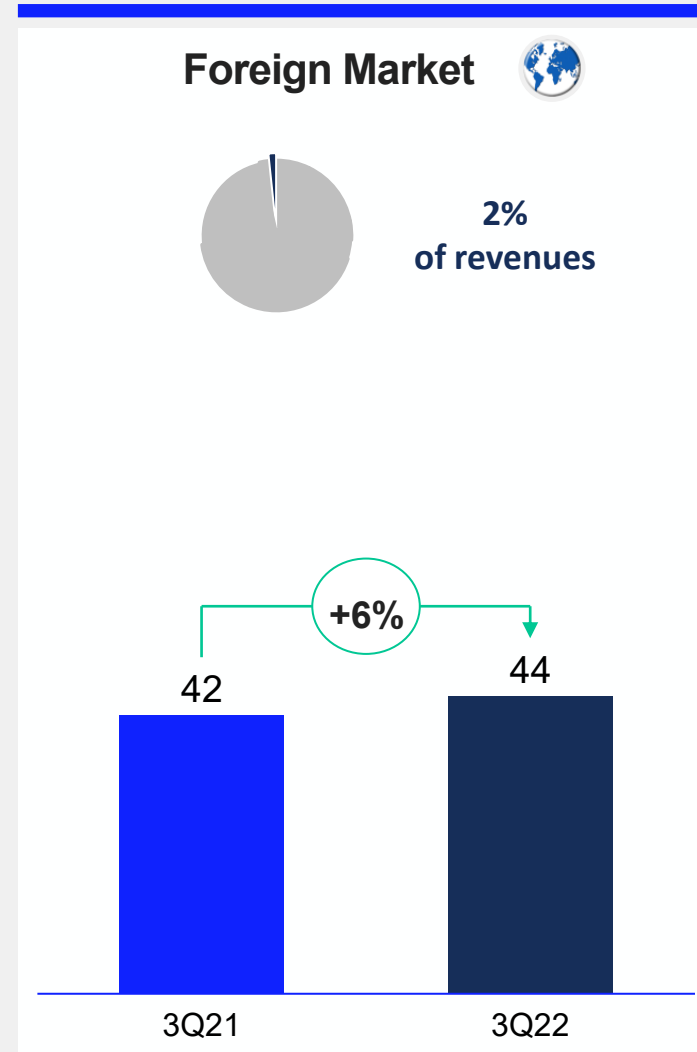
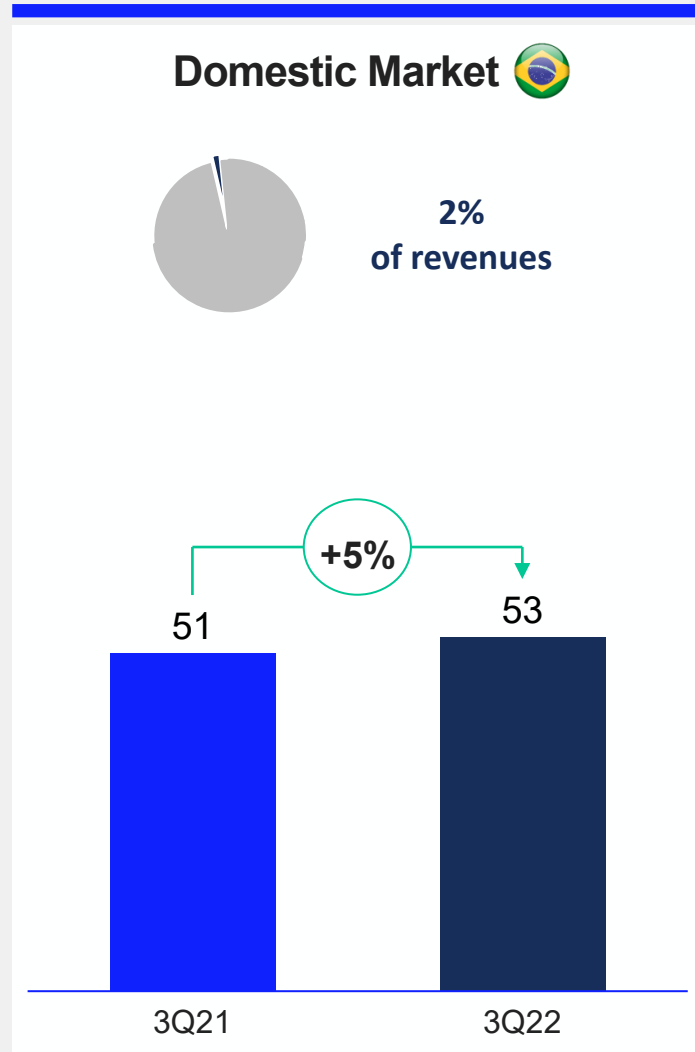
TRANSPORTATION, INFRASTRUCTURE & AGRICULTURE

Foreign Market [M BRL]



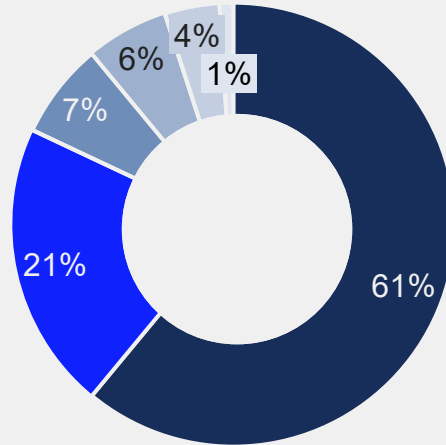
HYDRAULICS

Domestic & Foreign Market [M BRL]



COGS AND SG&A

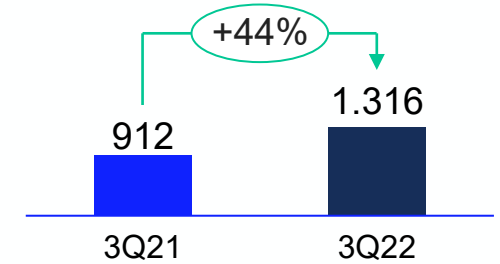
COGS Breakdown 3Q22 [%]



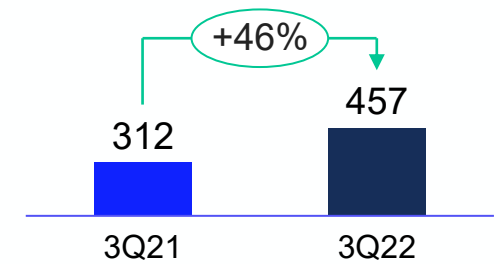
■ Raw Material
 ■ Labor & Profit Sharing
 ■ Maintenance Materials
 ■ Energy
 ■ Depreciation
 ■ Others

| | 3Q21 | | 3Q22 |
|-------------------------|-------------|--------|-------------|
| COGS | 1,490 M BRL | +45% | 2,159 M BRL |
| Gross Margin | 18.8 % | +1,1pp | 19.9 % |
| SG&A. excluding freight | 73 M BRL | +43% | 104 M BRL |

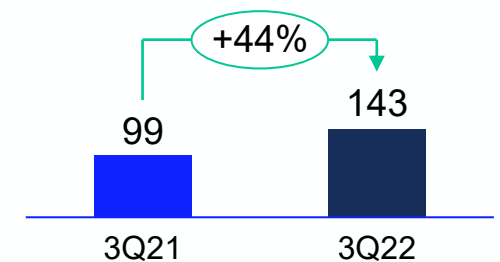
Raw Materials



Labor



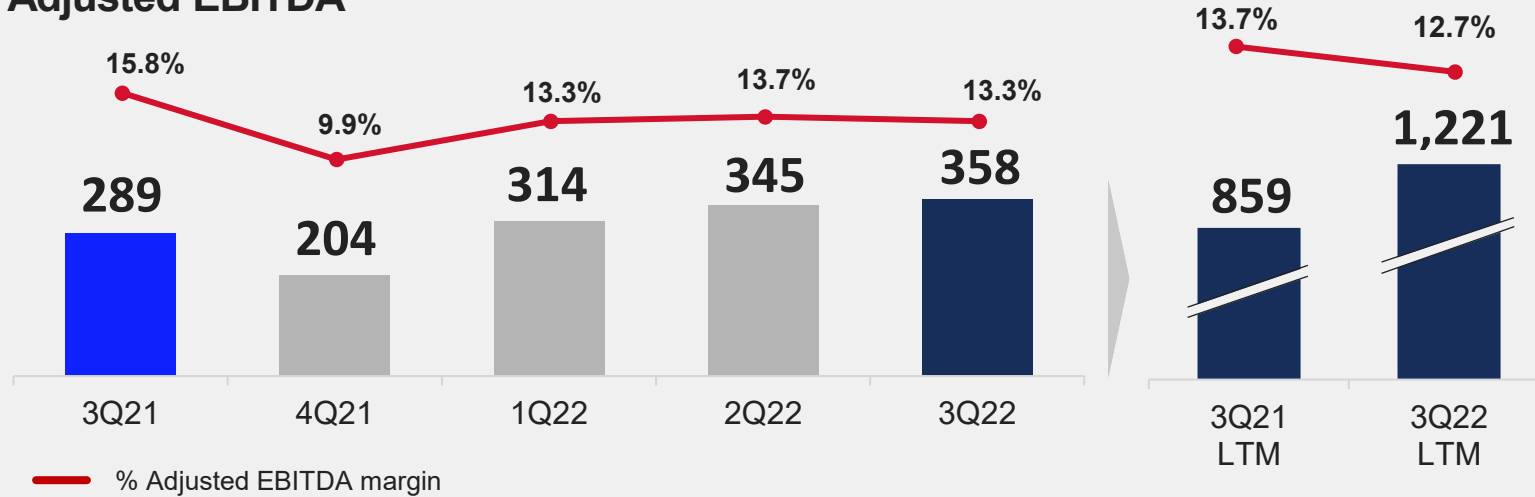
Maintenance & third-parties



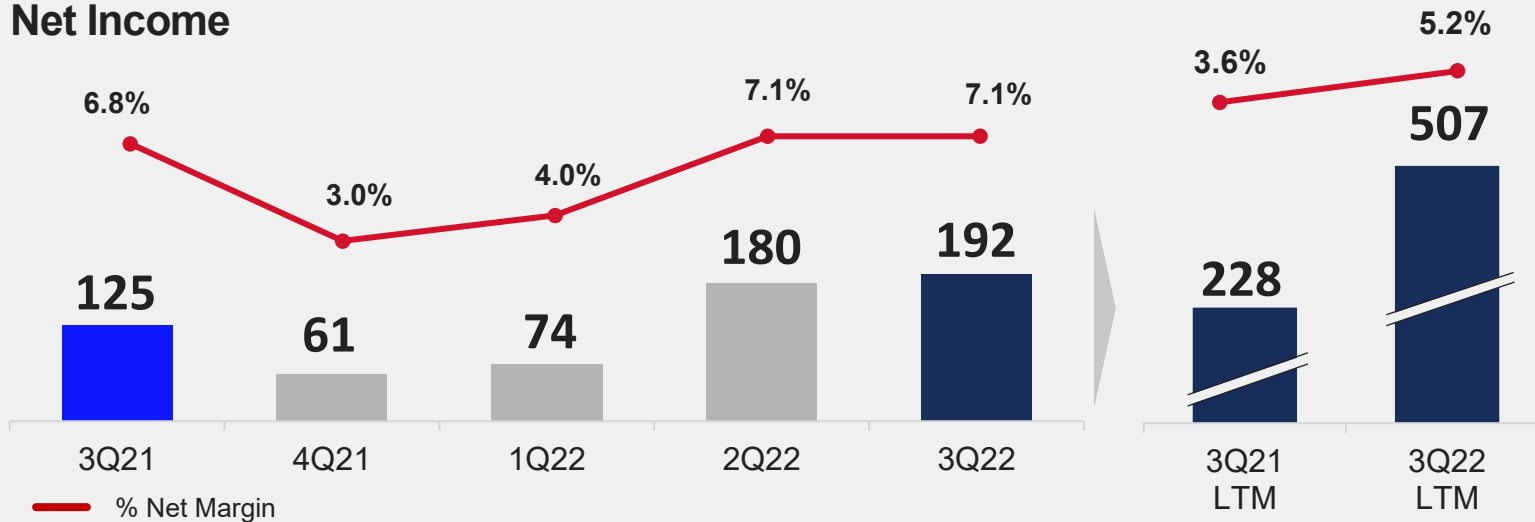
Comparative basis affected by new operations. Increase in costs & expenses mitigated by pass-throughs and efficiency gains

ADJUSTED EBITDA & NET INCOME [M BRL]

Adjusted EBITDA



Net Income



- Despite the positive impact on working capital and cash generation, scheduled stoppages in operations impacted margins, due to lower dilution of fixed costs.

- The dynamics of pass-through of raw materials and freight protects the EBITDA in absolute terms.

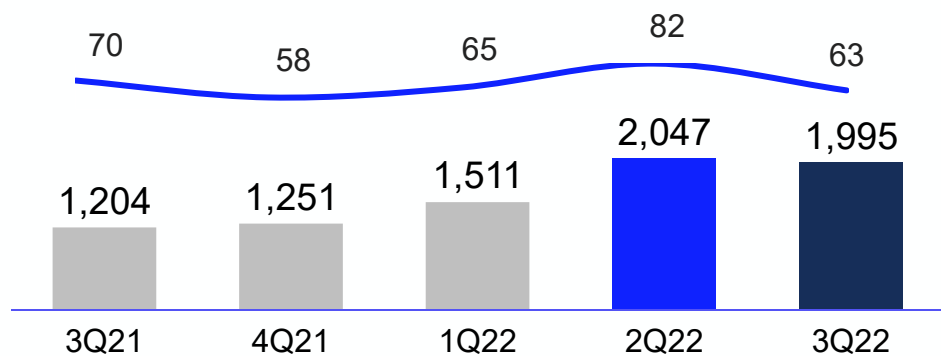
FINANCIAL RESULT [M BRL]

| | 3Q22 | 3Q21 |
|--|-------------------|------------|
| Financial Expenses | ¹ (52) | (35) |
| Financial income | ² +23 | +8 |
| Monetary and exchange variation | ³ +20 | +26 |
| TOTAL | (10) | (1) |

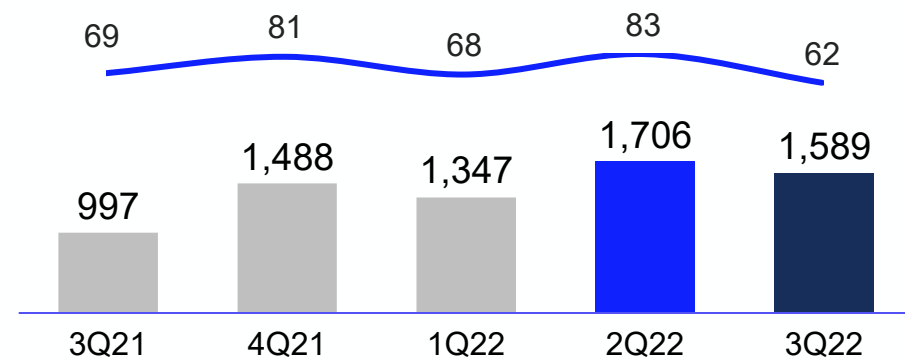
- ¹ Increase in SELIC and gross debt (acquisition of the Betim & Aveiro operations and issuance of debenture amounting R\$ 1 billion).
- ² Increase in the cash balance in Reais and higher interest rate
- ³ Exchange variation on balance sheet lines in foreign currency.

WORKING CAPITAL

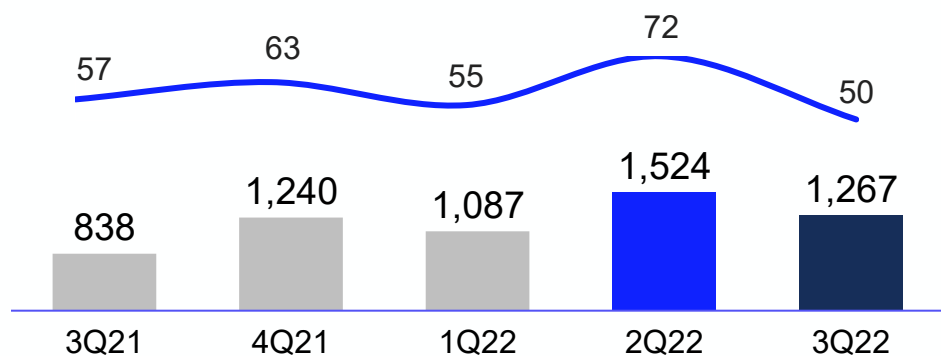
Accounts receivable [M BRL] and DSO [days]



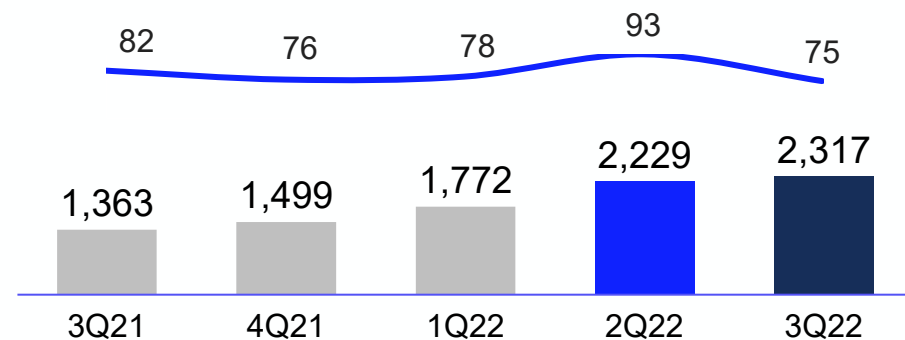
Inventories [M BRL] and DIO [days]



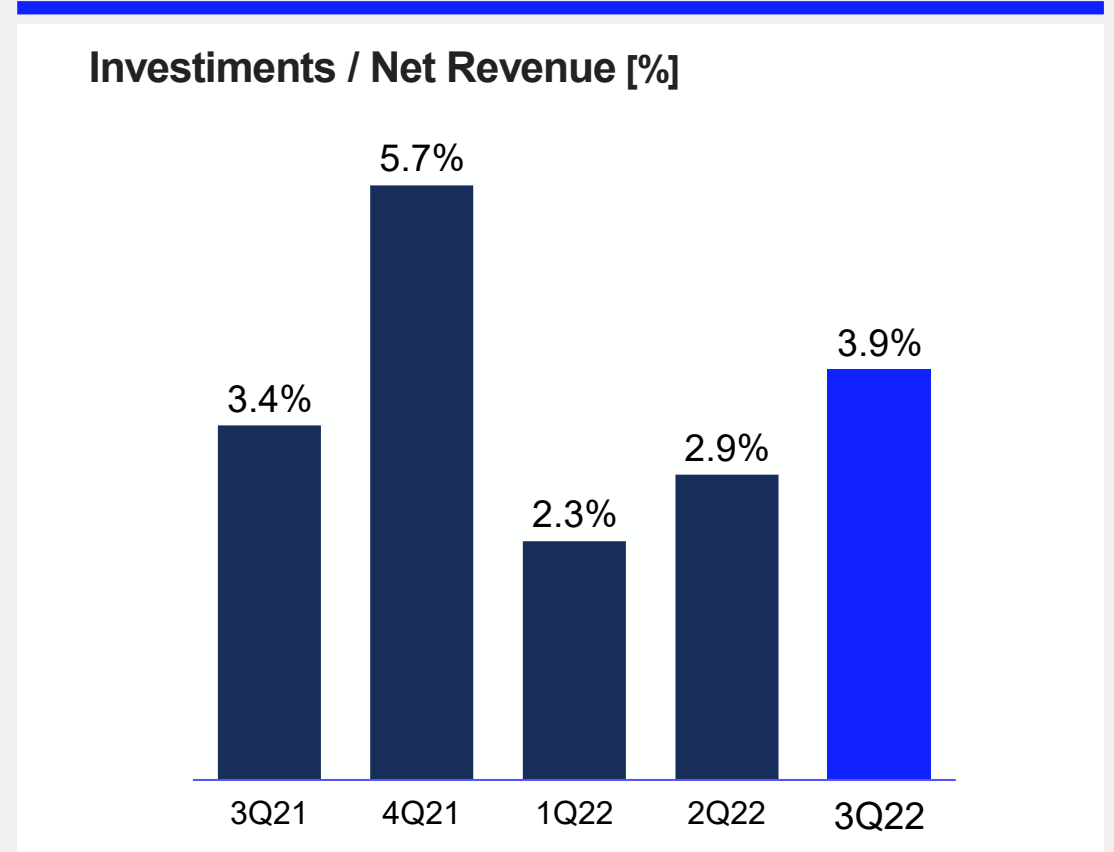
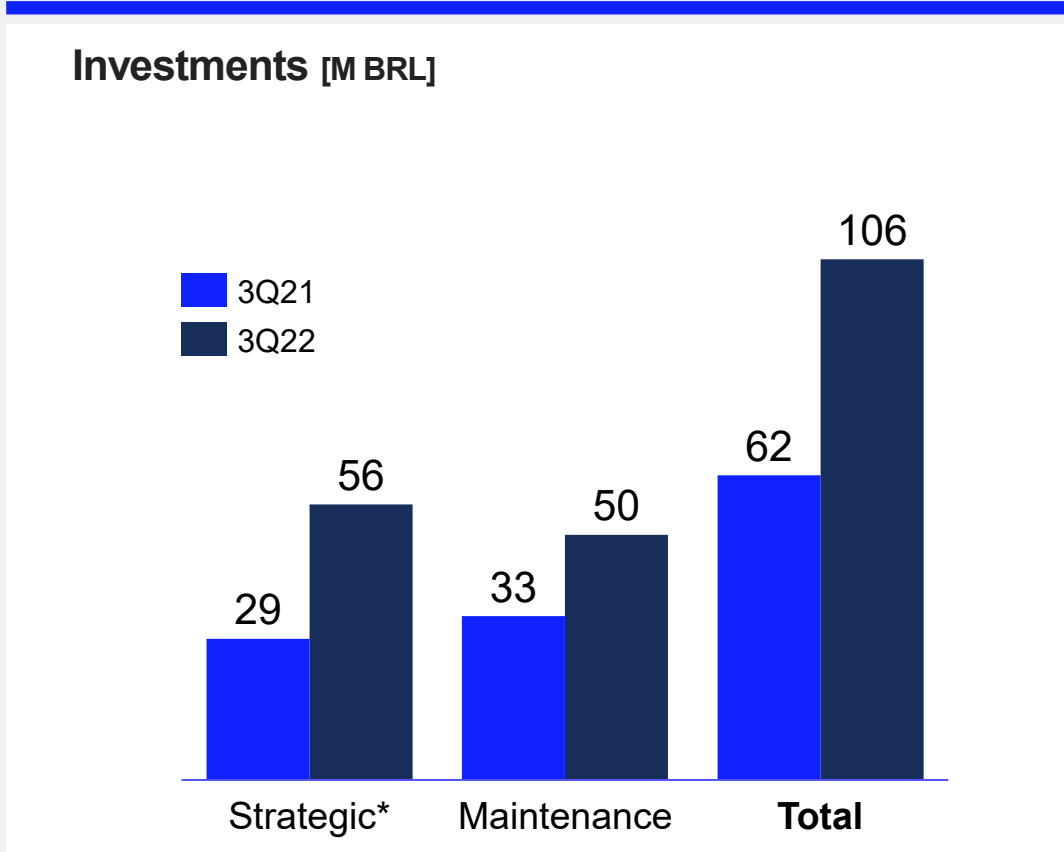
Accounts payable [M BRL] and DPO [days]



Working capital [M BRL] and CCC [days]



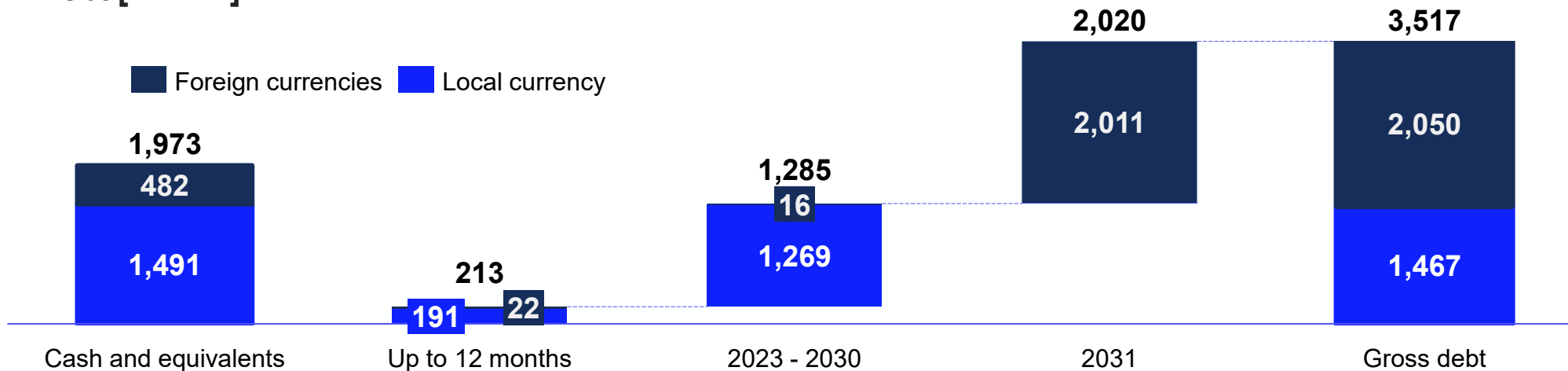
INVESTMENTS



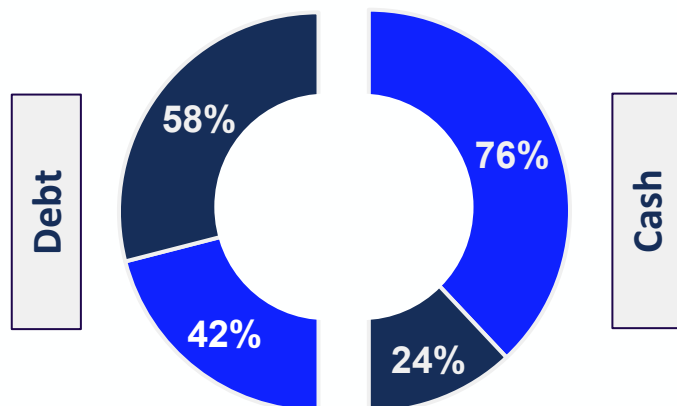
Investments chiefly in new projects, IT, operational efficiency and flexibility

DEBT STRUCTURE – SEPTEMBER/2022

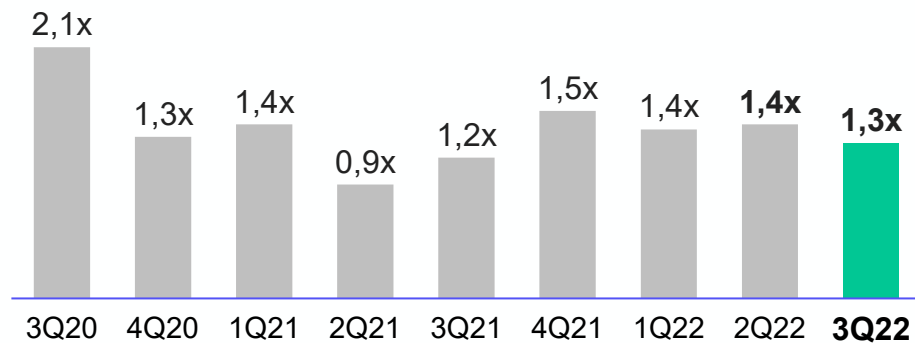
Debt [M BRL]



Currency breakdown [% total]



Net debt / Adjusted EBITDA LTM



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Perspectives & Tendencias

MARKETS



MEDIUM & HEAVY



OFF-ROAD



PASSENGER CARS & LIGHT COMMERCIAL

| | MEDIUM & HEAVY | OFF-ROAD | PASSENGER CARS & LIGHT COMMERCIAL |
|---------------|---|--|--|
| NORTH AMERICA | <p>Robust fundamentals: fleet utilization and freight rates at high levels</p> <p>Orders books full in the next 6-7 months</p> | <p>Non-residential construction continues to grow; upside from infrastructure packages</p> <p>Point of attention: residential construction sector - higher interest rate</p> | <p>Bottlenecks in supply chain continue to limit production and sales</p> <p>Pent-up demand and replenish inventories should sustain activity throughout 2023</p> |
| BRAZIL | <p>New emission legislation for commercial vehicles effective as of January 2023</p> <p>Impact on cost/price of vehicles might cause postponement of purchases in the beginning of the year</p> | <p>Grain production in 21/22 harvest will be record; higher numbers expected for next year</p> <p>Positive fundamentals for agricultural machinery sector</p> | <p>Bottlenecks in the supply chain caused significant impacts on production and sales volume during 2022</p> <p>Backlogs for the acquisition of several models</p> |
| EUROPE | <p>Pent-up demand due to production stoppages</p> <p>Orders books full in the next months</p> | <p>Positive fundamentals for the agricultural machinery sector</p> <p>Slowdown in the infrastructure segment</p> | <p>Bottlenecks in the supply chain continue to limit production and sales</p> <p>vs. expectation of economic downturn</p> |

Opportunities and business expansion

- Transport, infrastructure and agriculture
 - Fleet renewal: high utilization rate and age
 - Backlogs and need for inventory replenishment
-
- Plants located in countries with comparative advantages – raw materials, labor, and energy
 - Opportunities arising from USMCA and Europe

Robust Pipeline of new projects, especially machining initiatives

BETIM & AVEIRO PLANTS

Capture of synergies in **line with business plan**

Investments, asset transfers and initiatives carried out throughout 2022 **with impact as of 2023**

Relevant synergies to be captured

ACQUISITION – MWM

Dedicated team – current management

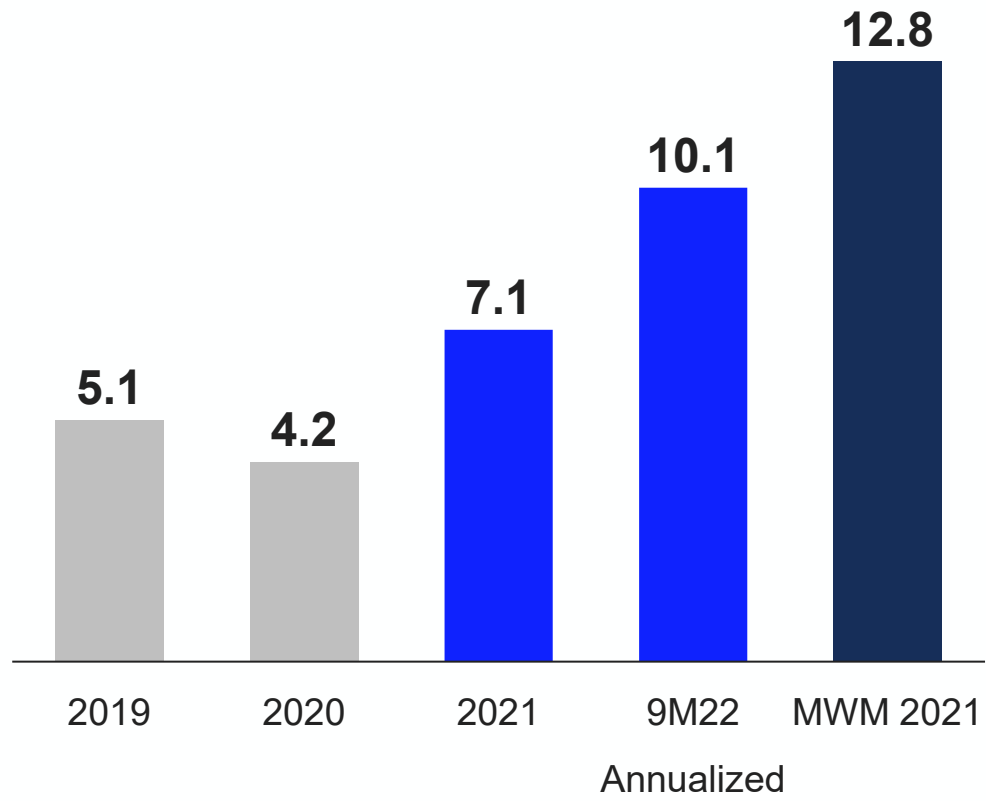
Important assets and knowledge **to leverage machining business**

Opportunities arising from **Contract Manufacturing**

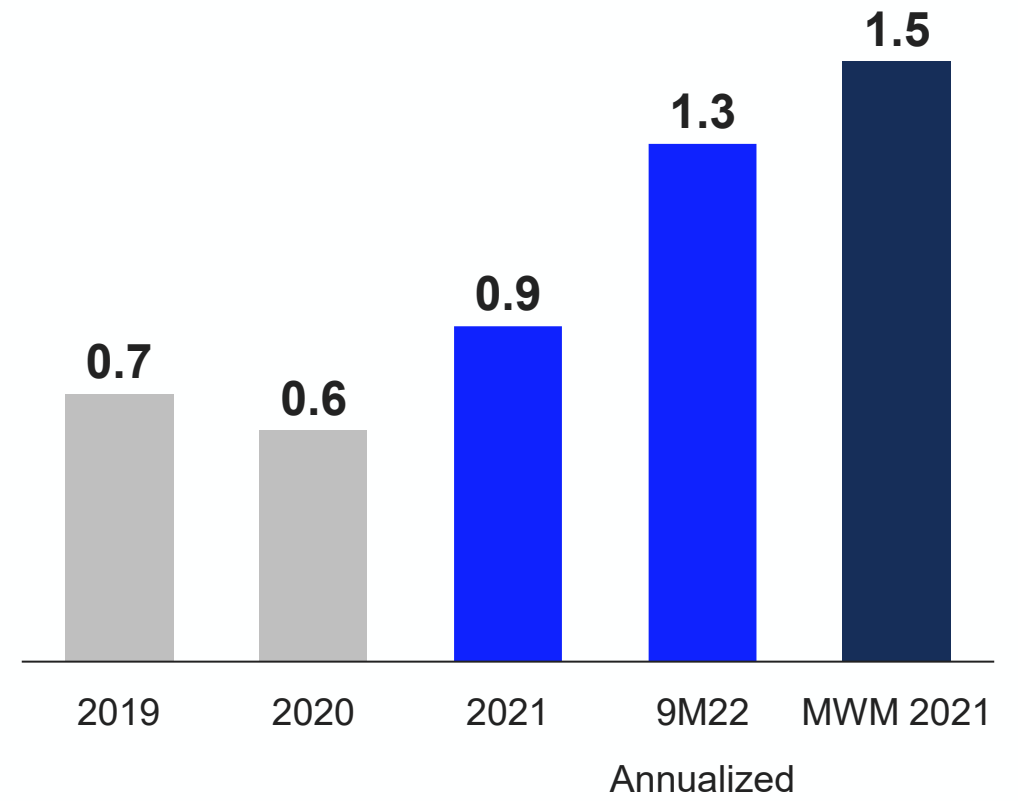
New businesses with high growth potential and distinct dynamics: generator sets, spare parts, and energy/decarbonization

A NEW DIMENSION*

REVENUE – BRL MM



ADJUSTED EBITDA – BRL MM



* Annualization of the result for the 9 months of 2022 and MWM's public indicators. Should not be considered as projection or guidance.

ESG: PROGRESS ON TRANSPARENCY

SUSTAINABILITY REPORTS

2020



2021



GRI INDICATORS

2020 2021

41 → + → 53

- GEE: Scope 3
- Energy intensity
- Water consumption
- Anti-corruption Risks and Practices



2020

2022

High risk



Low risk



2020

2022

CCC



B



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