

# TORRE DE CONTROLE



Centro de Distribuição Louveira

# RESULTS 3Q22

## **Disclaimer**

Some of the statements and considerations contained herein comprise additional unaudited or unreviewed information and are based on the current assumptions and views of the Company's management that may cause actual results, performance and future events to vary materially. Actual results, performance and events may differ significantly from those expressed or implied by these statements as a result of various factors, such as general and economic conditions in Brazil and other countries, interest, inflation and exchange rate levels, changes in laws and regulations, and general competitive factors (on a global, regional or national basis). Accordingly, the Company's management does not accept responsibility for the conformity and accuracy of the additional unaudited or unreviewed information discussed in this report, which should be independently reviewed and interpreted by the shareholders and market agents who should make their own analyses and conclusions about the results disclosed herein.



# 3Q22: CONTINUOUS RESULTS IMPROVEMENT

## GROSS REVENUE

BRL **1.9** bi

↑ 36% vs. 3Q21 | ↑ 13% vs. 2Q22

## NET REVENUE FROM SERVICES

BRL **1.6** bi

↑ 37% vs. 3Q21 | ↑ 14% vs. 2Q22

## EBITDA

BRL **298.9** mm

↑ 51% vs. 3Q21 | ↑ 19% vs. 2Q22

## EBITDA MARGIN<sup>1</sup>

**19.0** %

↑ 1,8 p.p. vs. 3Q21<sup>1</sup>  
↑ 0,8 p.p. vs. 2Q22

## ROIC

**13.7** %

↑ 1,4 p.p. vs. 3Q21 |  
↑ 0,7 p.p. vs. 2Q22

## NET INCOME<sup>2</sup>

BRL **42.2** mm

↓ 38% vs. 3Q21 | ↑ 24% vs. 2Q22

## ACKNOWLEDGEMENTS

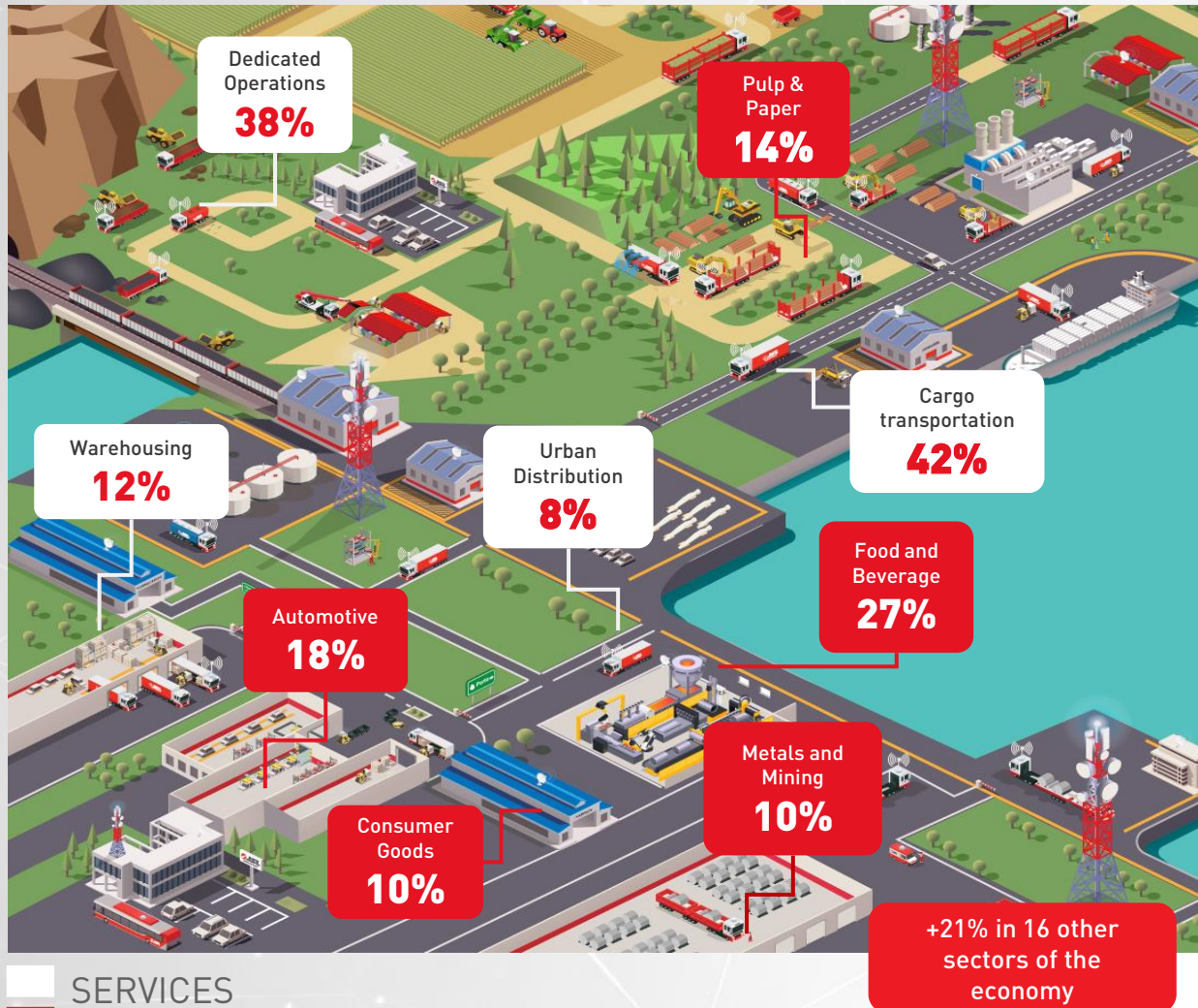
Natura & Co



<sup>1</sup> EBITDA Margin on Net Revenue from Services.

<sup>2</sup> Net Income adjusted by the impact of the accumulated PPA in the period, net of taxes in the amount of BRL 4.8MM.

# RESILIENCY AND GROWTH BY **DIVERSIFICATION**



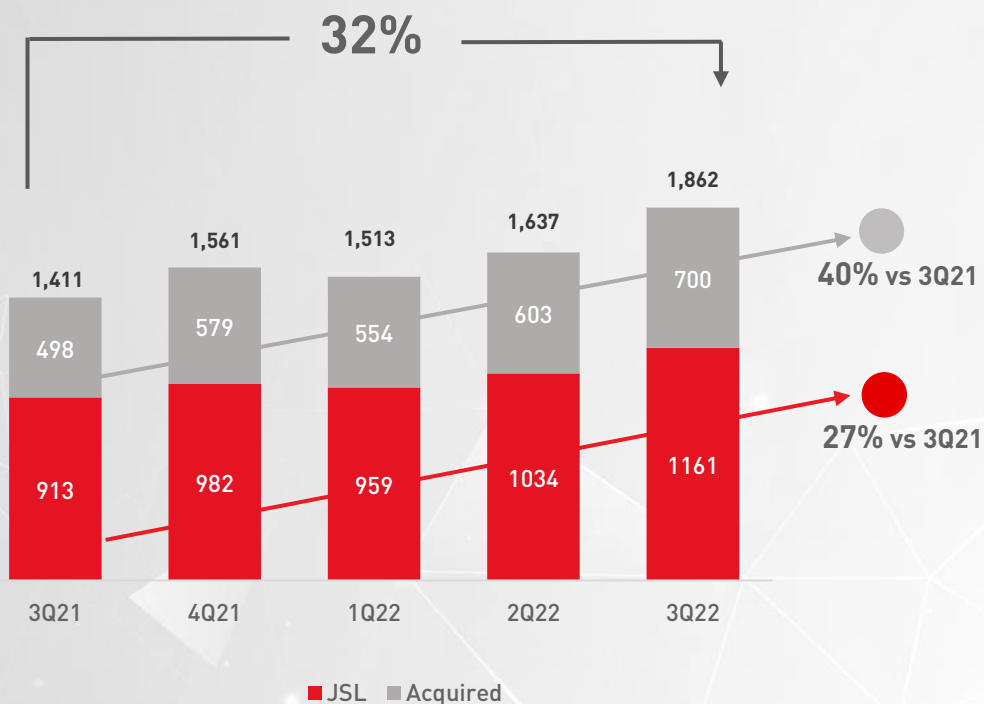
- **Unique positioning**, with presence in the real economy and full-service portfolio driving cross-selling
- Financial capacity to support **large projects** and serve the different sectors of the economy
- **Growing capillarity** by sector and geography with the deployment of the **new projects**
- Cargo transportation benefited from Marvel's and Rodomeu's fleet growth and the **effective pass-through** of inflation on the input base
- Rebound of the **Automotive** sector, with emphasis on internal logistics and international auto parts shipment
- Dedicated Operations segment driven by **higher volumes** in pulp & paper and metals & mining

SERVICES  
 SECTORS

# GROWTH WITH VALUE CREATION

**Generating Value with Acquired Companies:** enhanced transformation and growth capacity by combining management independence, gains of scale, service complementarity, and sector diversification

GROWTH OF COMBINED GROSS REVENUE FROM SERVICES  
BRL mm



ACCELERATED GROWTH<sup>1</sup> IN ALL COMPANIES

Company	YoY %
TRUCKPAD	204%
FREIGHTOME	103%
TRANS MORENO	89%
MARVEL	75%
JSL	27%
FADEL	21%
TPC	16%
<b>TOTAL</b>	<b>32%</b>

GROWTH<sup>1</sup> IN THE VARIOUS SECTORS OF THE REAL ECONOMY

Sector	YoY %
Food and Beverage	59%
Automotive	57%
Pulp & Paper	27%
Metals and Mining	21%
Consumer Goods	-2%
Other	18%
<b>TOTAL</b>	<b>32%</b>

<sup>1</sup> Growth of the combined gross revenue from service in the quarterly comparison (3Q22 x 3Q21)

# DIFFERENTIATED POSITIONING



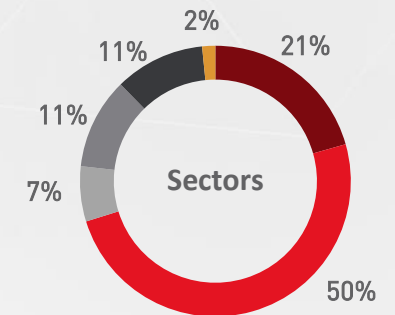
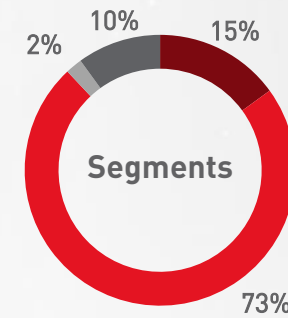
## NEW CONTRACTS SIGNED

**BRL 590 mm** in contracts signed in 3Q22, with average term of 46 months

- **50%** in the food and beverage sector

**BRL 2.7 billion** in new contracts in 9M22

## NEW CONTRACTS BREAKDOWN (3Q22)



- Dedicated Operations
- Cargo Transport
- Warehousing
- Urban Distribution

- Chemicals
- Food and Beverage
- Metals and Mining
- Consumer Goods
- Automotive
- Others

## CROSS SELLING

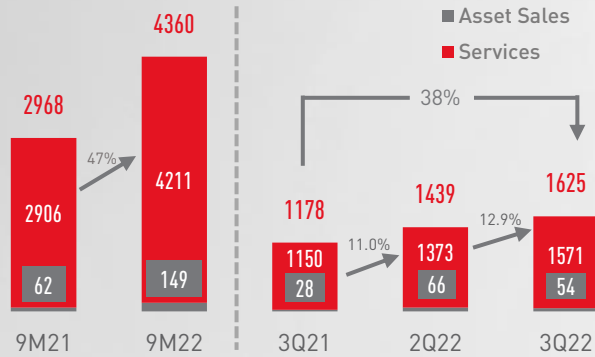
# 93%

Of the 3Q22 new contracts in existing customers and 7% in new customers

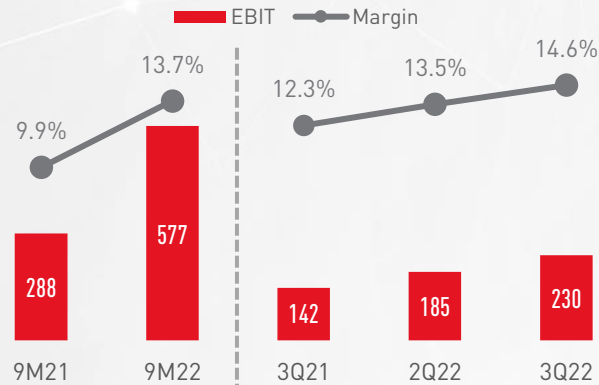


# 3Q22 RESULTS

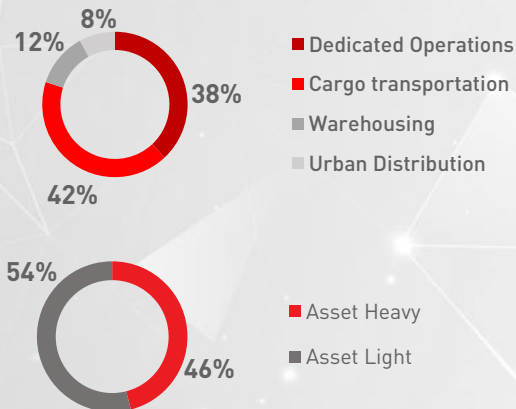
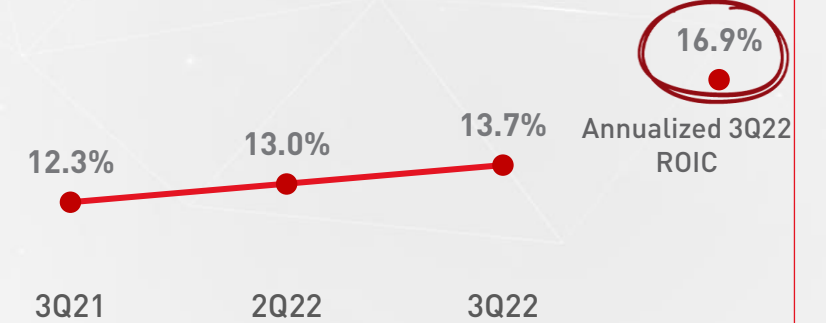
## NET REVENUE (BRL mm)



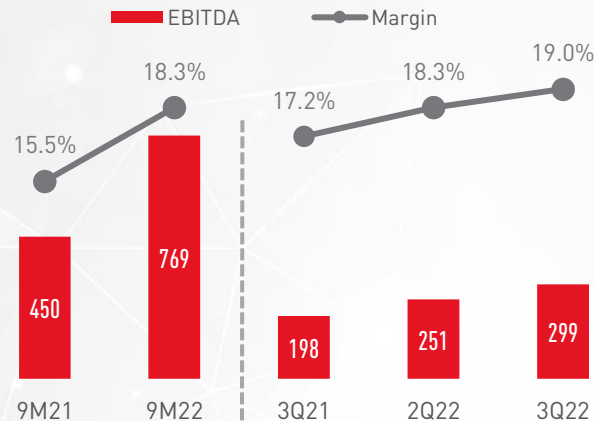
## EBIT<sup>1</sup> (BRL mm) | EBIT MARGIN (%)



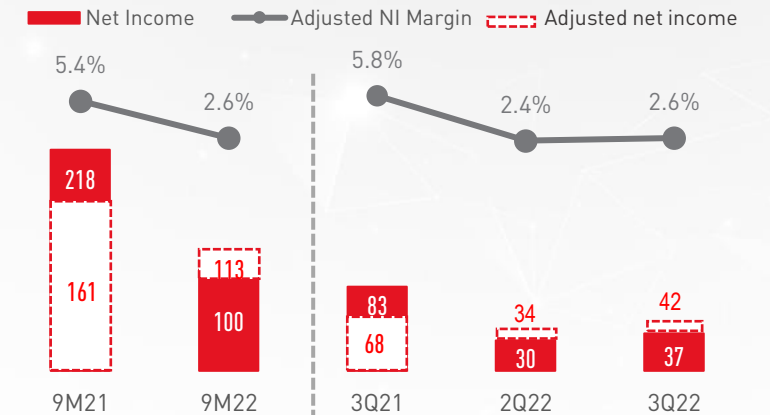
## ROIC<sup>2</sup> (%)



## EBITDA<sup>1</sup> (BRL mm) | EBITDA MARGIN (%)



## NET INCOME<sup>1</sup> (BRL mm) | NET MARGIN (%)



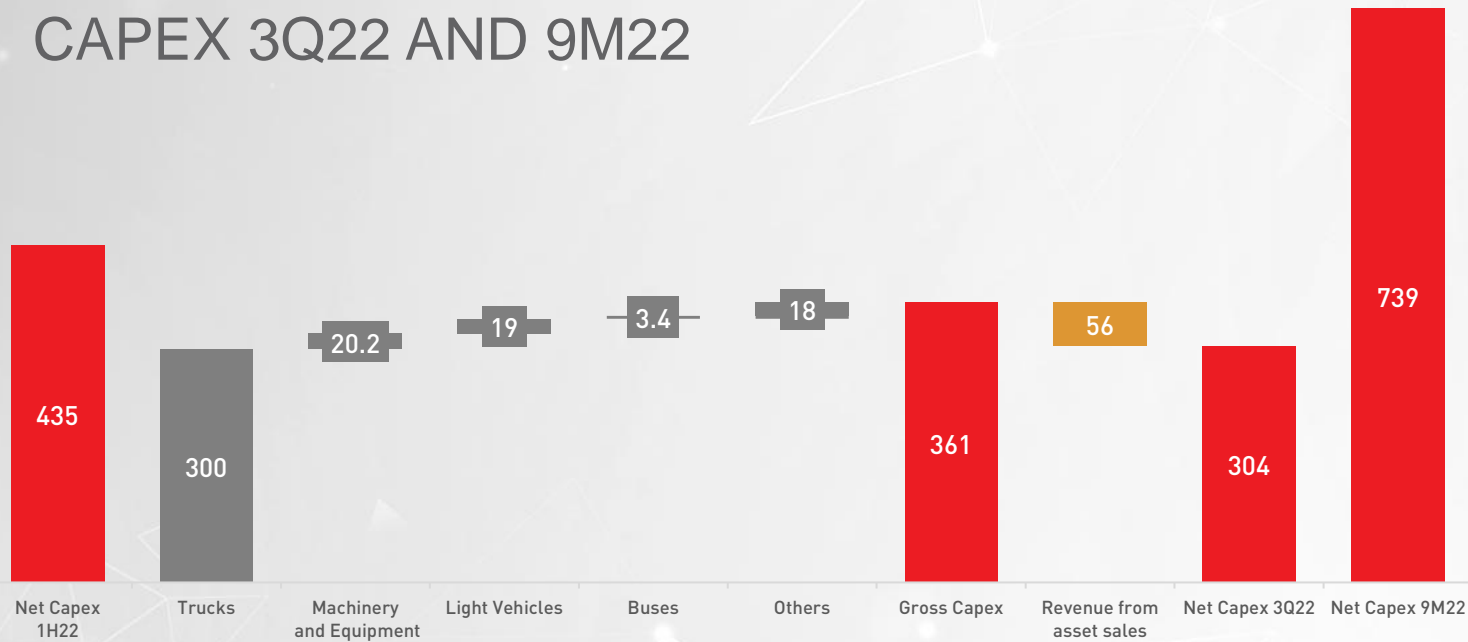
<sup>1</sup> EBIT, EBITDA and Net Income adjusted in 9M21 to exclude the effects of PIS and COFINS credits on the ICMS base, as previously disclosed. EBIT and Net Income for 2Q22 and 3Q22 also exclude the effect of PPA amortization.

<sup>2</sup> ROIC normalized for 2Q22 to exclude the tax benefit related to monetary correction on tax undue payments, as previously disclosed. Annualized 3Q22 ROIC considers an effective tax rate of 21.7%.



# ASSET BASE TO GROW

## CAPEX 3Q22 AND 9M22



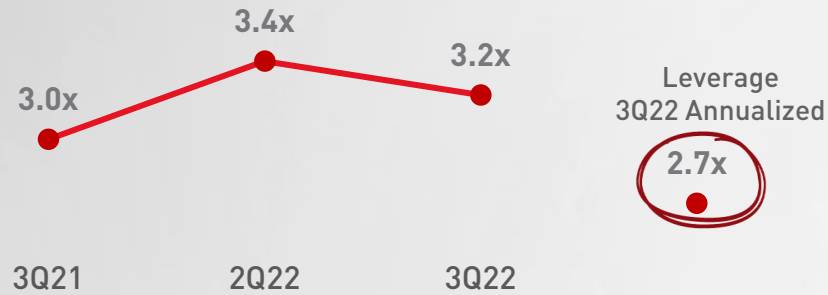
### DISCIPLINE IN CAPEX ALLOCATION

- 61% of gross capex allocated to expansion, which supports future revenue
- Focus on contracts with higher profitability and increasing diversification
- Agility in deploying/retiring assets
- Contracted growth for the following periods, with control on leverage

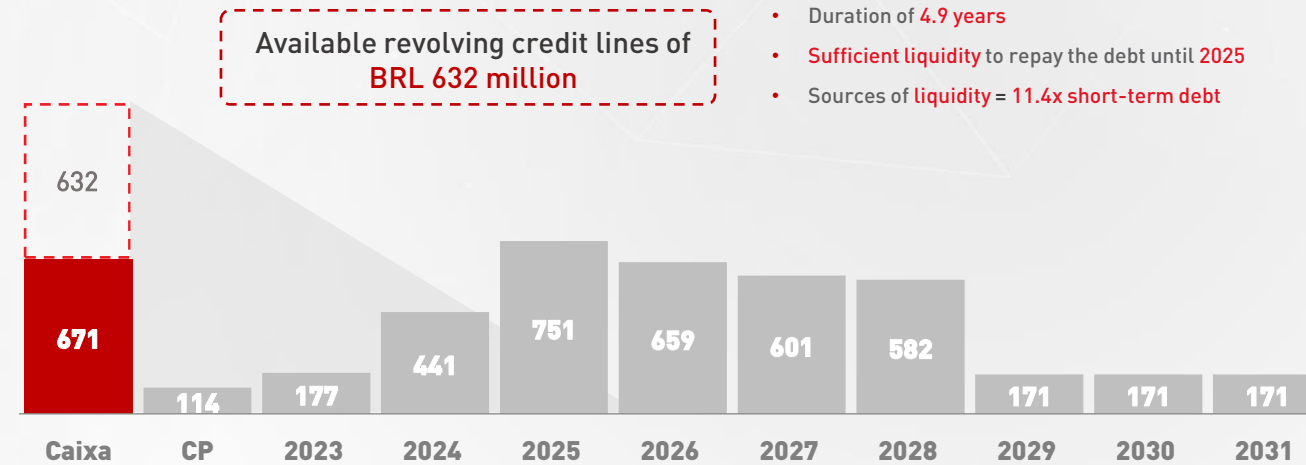


# SOLID CAPITAL STRUCTURE

## LEVERAGE (Net Debt/EBITDA)



## AMORTIZATION SCHEDULE BRL mm



BRL mm	3Q22
Gross Debt	3,838.7
Cash and Investments	670.6
Net Debt	3,168.1
<b>Financial Indicators</b>	<b>3Q22</b>
Net Debt/EBITDA-A	2.8x
EBITDA-A/Net Financial Result	2.9x

Covenants
Less than 3.5x
Greater than 2x

## CORPORATE CREDIT RATING

	National	Global	Outlook
Fitch Ratings	AAA(bra)	BB	Stable
S&P Global Ratings	brAA	B+	Positive



# HIGHLIGHTS **ESG**



2<sup>nd</sup> edition of the **Women Behind the Wheel Program**



**Embrace 2021 Award for Best Logistics Operator of the year** by TCP Logística Inteligente | **100% in SLA Evaluation** for the third consecutive time



Recognition as **Best Logistic Operator** by our customer **Klabin**



**More than 1,500 accident-free days** in the operation of our **client Atvos**



For the third consecutive year, **JSL is awarded the gold seal in the Brazilian GHG Protocol program**



# EVOLUTION OF THE LARGEST AND MOST INTEGRATED BRAZILIAN LOGISTICS OPERATOR



- Scale, portfolio, and unique positioning enable various and different growth avenues
- Investment capacity to meet customers' growing demand for execution capacity and operational reliability
- Discipline in the allocation of new investments
- Management based on operational efficiency, value creation and profitability
- Continued support for the accelerated growth plan of the acquired companies
- Alternative to replicate the business model in other geographies
- Transformational potential based on technology and new solutions



# Thank you!

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