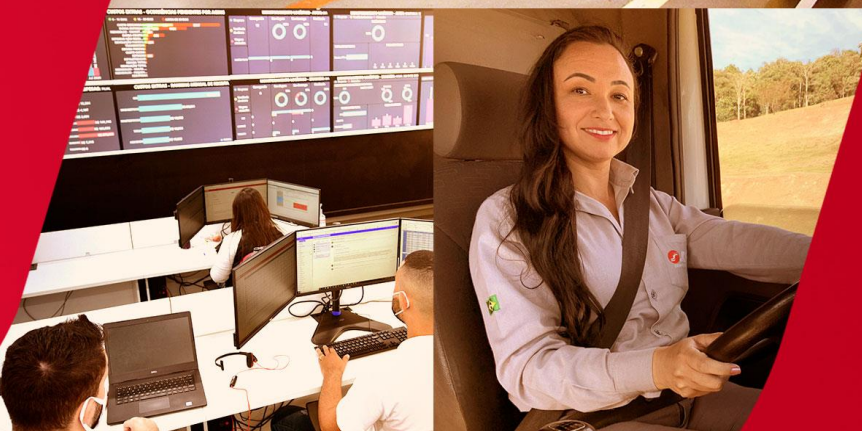


## 2Q21 Results





## GROSS REVENUE

R\$ 1.1 billion

+58.9% y/y  
+5.7% q/q

## EBITDA / Margin

R\$ 211.7 mm / 23.5%

+157.5% y/y  
+65.6% q/q

Recurrent: R\$ 123.8 mm



## NET INCOME / Margin

R\$ 93.1 mm / 10.5%

+12.9 p.p. y/y

Adjusted: R\$ 44.8 mm  
+7.6 p.p. y/y

## ROIC

13.4%

2Q21 LTM ex-goodwill



## LEVERAGE

R\$ 2.7x

Based on EBITDA LTM of  
R\$720mm

## CASH FLOW LTM

R\$ 114,1 mm

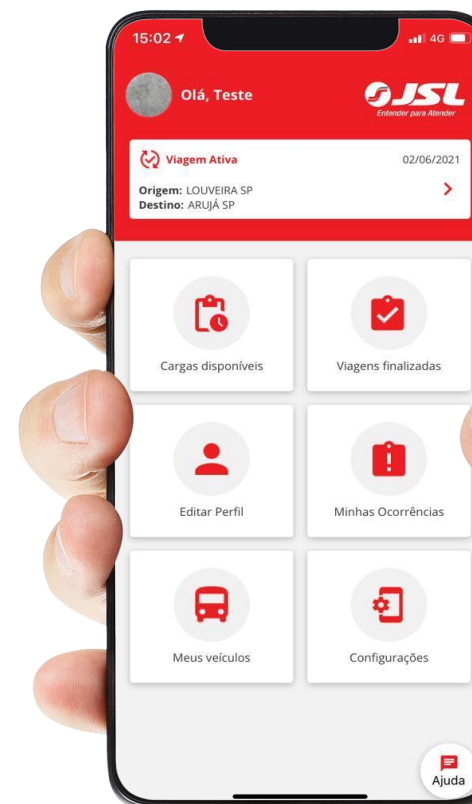
Before growth



**Acquisitions** that represent JSL's entry into the **health and compressed gas** segments, with strategic customers and bring relevant scale in the management of warehouses and transport of highly complex cargo



Announcement and approval by CADE of the **acquisition of Transportes Marvel**, with operations in the transportation of refrigerated, frozen and dry cargoes, in Brazil and in five other countries in South America (Figures not included in JSL's consolidated financial information as of 06/30)



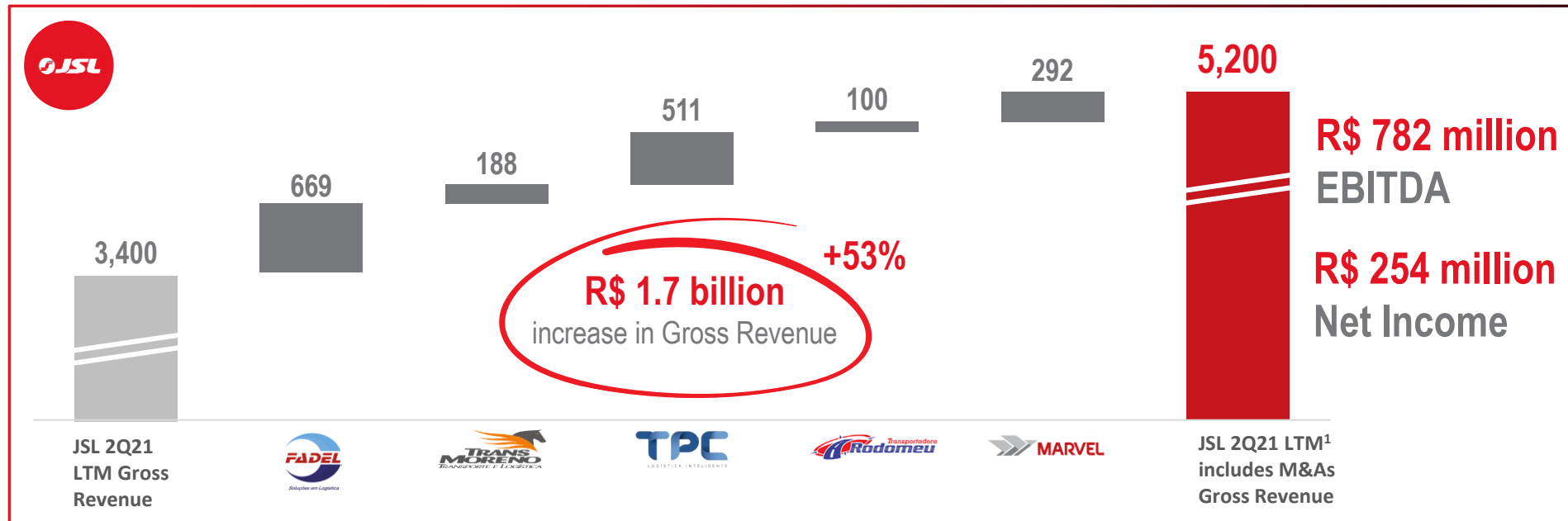
## JSL FRETE App

Beta Version released

- Traceability of the trucker and the cargo
- Integrated monitoring between JSL, the driver and the customer
- management of all shipping documentation in an integrated and digital way
- Signalized cargo availability for the trucker and new platform for client offers.

# LEADER IN ROAD LOGISTICS

Acquisitions that complement our presence across industries and geographies, add scale and new services to the portfolio



**~ 25,000 people**

Employees including 208 managers  
+9 Years average term



**+16,800**

operational assets



**+55,000**

Registered truck drivers



**1,000,000 m<sup>2</sup>**

warehousing



**+280 branches**

In all Brazilian States



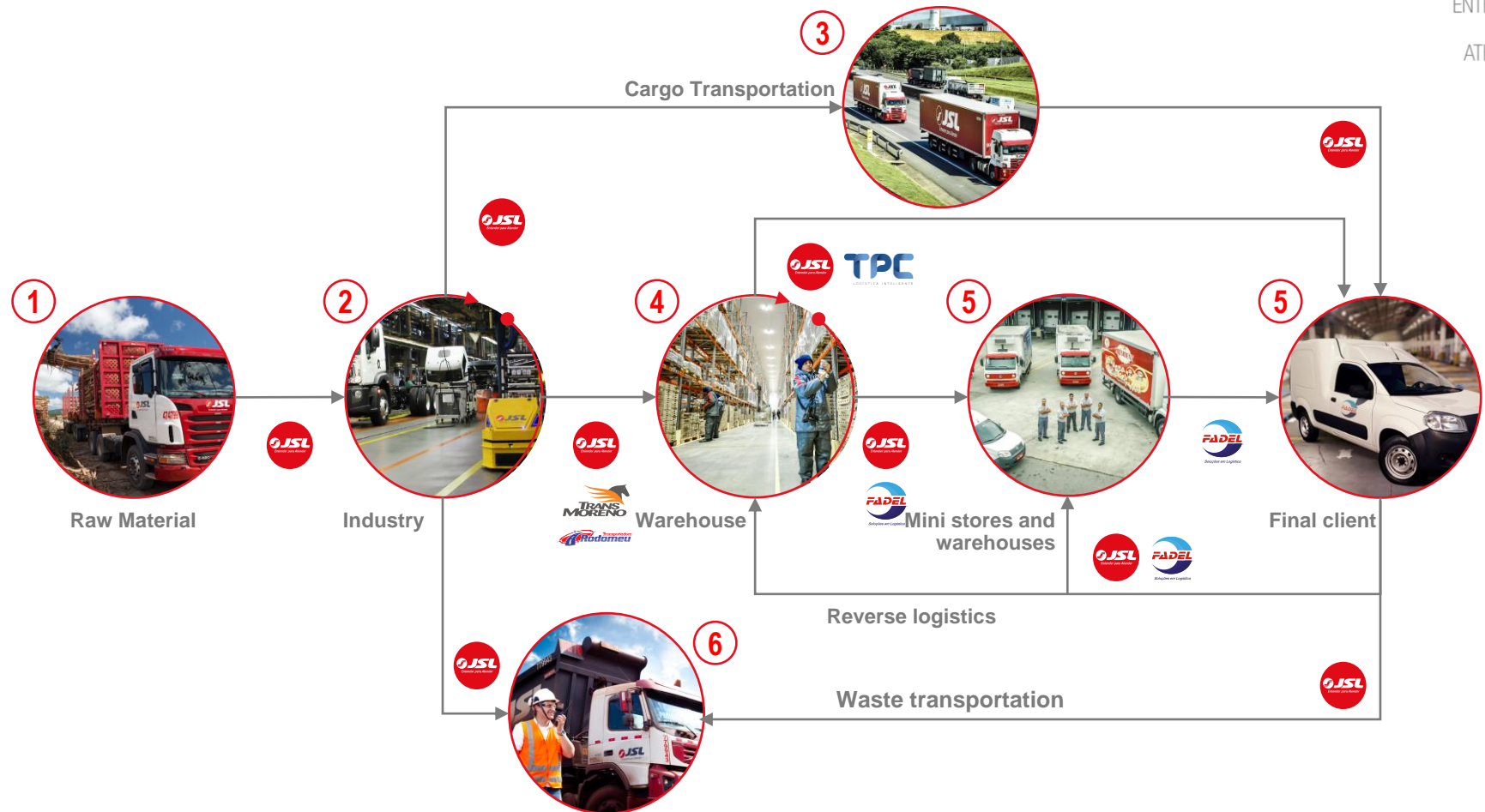
**+1,300 clients**

Top 10 with +24 years  
customer services



# INTEGRATED LOGISTICS

to the productive process  
and transport of the main  
industries that supply Brazil  
and abroad.



## Main Services

①

### Raw material

- Raw material loading and transport
- Industries supply

②

### Industry

- Internal movement of goods
- Inventory management
- Milk run

③

### Cargo transportation

- Freight transport
- Cross docking

Dried, refrigerated, frozen, container, stork, tank etc.

④

### Warehousing

- Storage, separation and management of stocks.

⑤

### Last mile

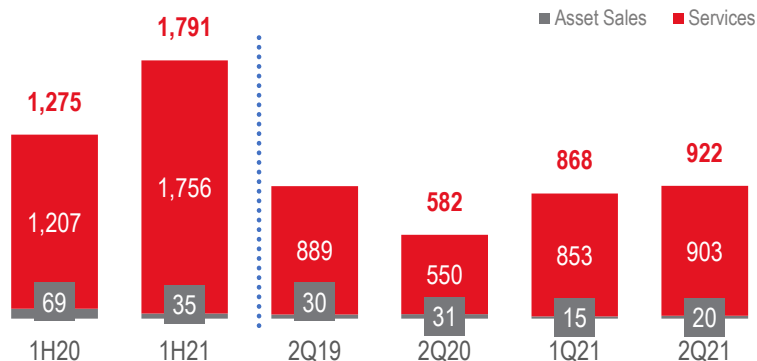
- Supply of dry and refrigerated retail (B2B)
- E-commerce (B2C)

⑥

### Waste collection

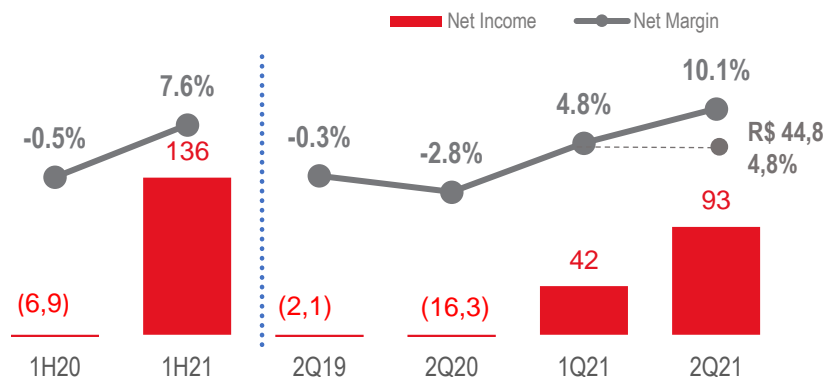
- Waste transport to landfills

## NET REVENUE (R\$ mm)



Figures on this page include Fadel, Transmoreno and TPC, since their acquisition dates.

## NET INCOME (R\$ mm) AND MARGIN (%)



## FREE CASH FLOW

# R\$ 12,3 mm

After growth

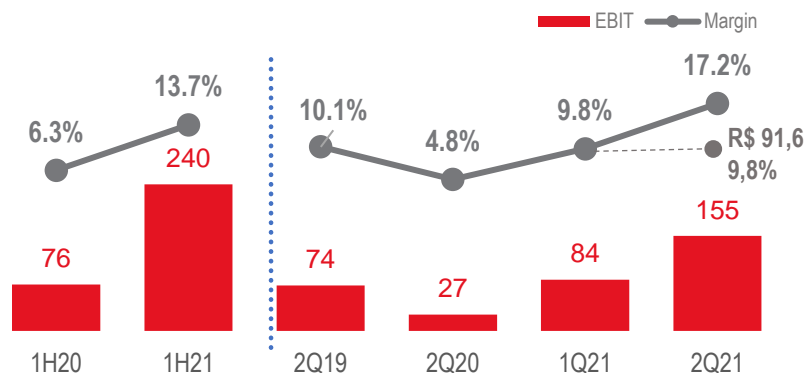
Cash flow before growth R\$ 114,1 mm

ROIC (%)

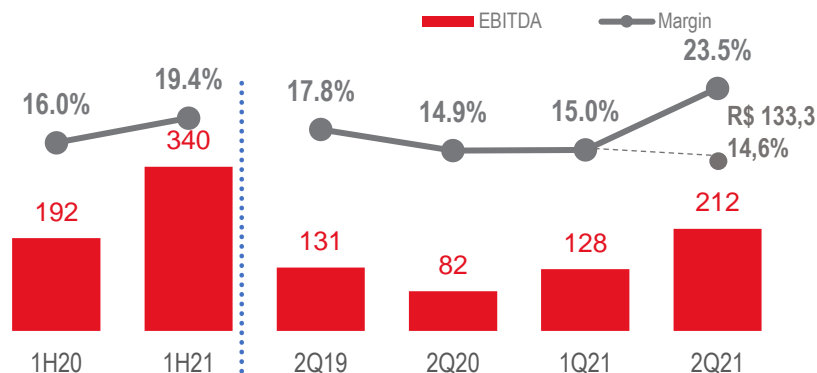
# 13.4%

2Q21 LTM ex-goodwill

## EBIT (R\$ mm) AND EBIT MARGIN<sup>1</sup> (%)



## EBITDA (R\$ mm) AND EBITDA MARGIN<sup>1</sup> (%)



Notae: (1) EBIT and EBITDA Margins as a percentage of Net revenue from services. The dotted line represents the Margin with the non-recurring itens.



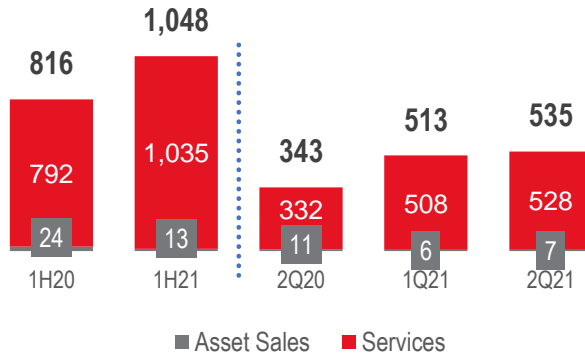


# Balanced model between *Asset light* and *Asset heavy* that guarantee service **QUALITY, SAFETY, CUSTOMER LOYALTY** and revenue **RESILIENCE**

**ASSET  
LIGHT** **59%**



**NET REVENUE** (R\$ mm)



**R\$ 2.5 billion of new revenues in agreements closed on 1<sup>st</sup> Half 2021.**

Agreements with maturity dates until 9 years

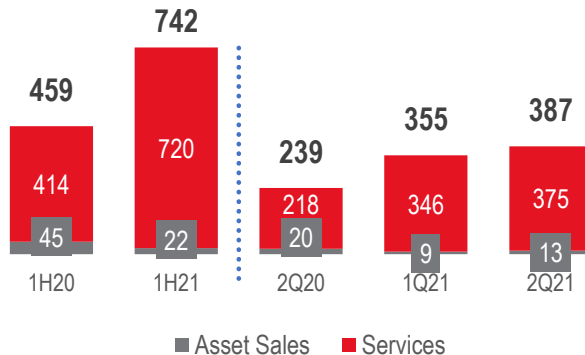


**+16,800 operational assets**

**41%** **ASSET  
HEAVY**

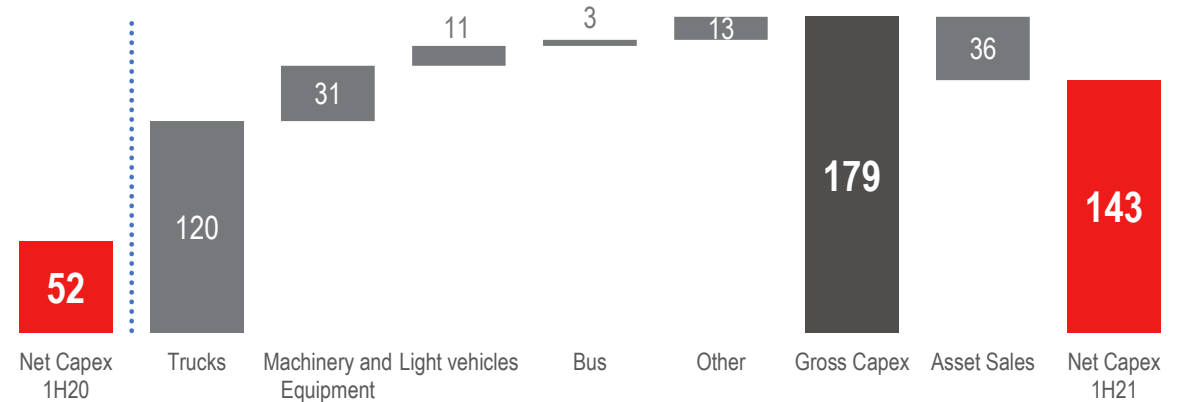


**NET REVENUE** (R\$ mm)



**CAPEX  
1H20**

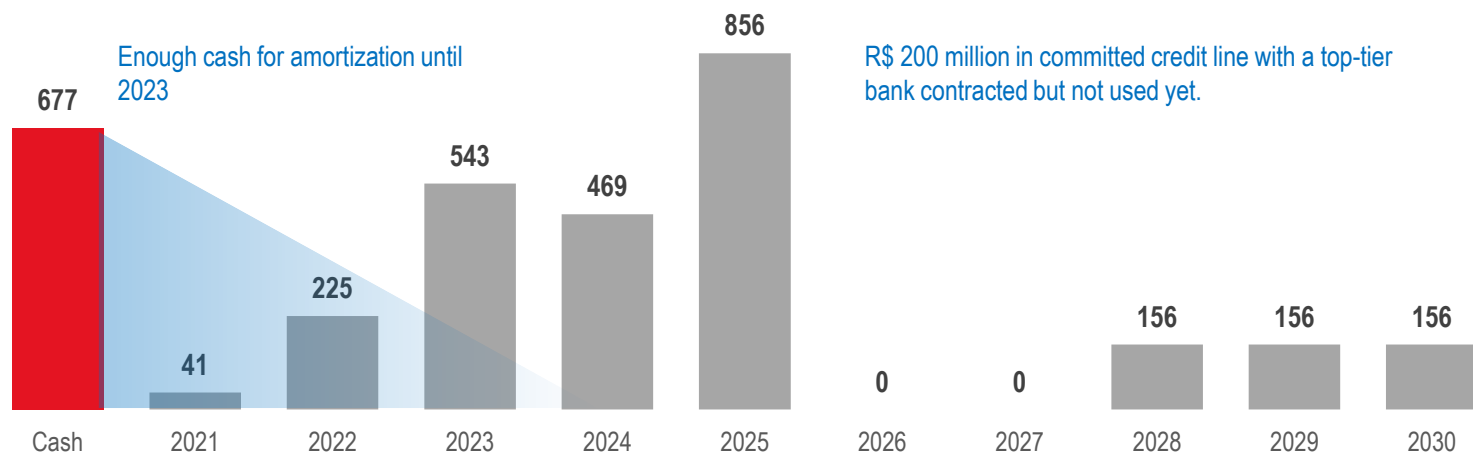
**CAPEX 1H21 PER KIND OF ASSET**(R\$ mm)



# Strong **CAPITAL STRUCTURE** with lengthening of the average term, cost reduction, leverage and solid cash position

## LONG TERM AMORTIZATION

(R\$ mm)



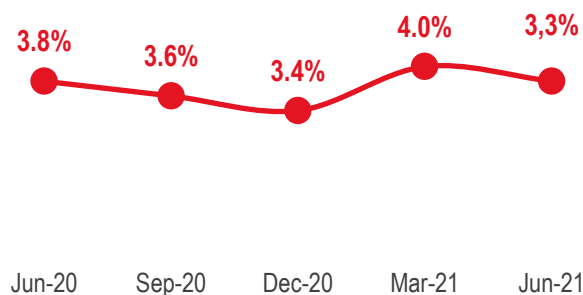
## NET DEBT BREAKDOWN

R\$ MM	2Q21
(=) Gross debt	2,607.7
(-) Cash	( 677.1 )
(=) Net debt	1,930.6

Net debt./ EBITDA <sup>1</sup>	Net debt./ EBITDA-A <sup>1</sup>	Net debt average term
<b>2.7x</b>	<b>2.3x</b>	<b>4.9</b>
EBITDA LTM <b>R\$ 720 mm</b>	EBITDA-A <b>R\$ 847 mm</b>	<b>years</b>

## NET DEBT COST

(Net of taxes)



## CORPORATE CREDIT RATING

	National	Global
<b>FitchRatings</b>	AA-(bra)	BB-
<b>S&amp;P Global Ratings</b>	brAA	B+



(1) For calculation purposes, the EBITDA 2Q21 LTM and Net Debt of JSL, Fadel, Transmoreno, TPC and Rodomeu



# JSL CURRENT MOMENT

- Improved results management
- Consolidation of acquired companies
- Prospecting for new contracts on the rise, in all segments mainly on the ends of the chain (Agro and e-commerce)
- Capture of synergies among companies
- Taking advantage of the structure and expertise among the companies, enabling the implementation of new businesses in record time
- International expansion





# JSL INVESTOR RELATIONS

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SCAN OR CLICK

## Disclaimer

Some of the statements contained herein constitute additional information that has not been audited or reviewed by the auditors and is based on Management's current opinion and prognosis. Consequently, there may be material differences between said statements and the Company's actual results, performance and future events. Actual results, performance and events may differ substantially from those expressed or implied by said statements as a result of various factors, including the general and economic situation in Brazil and other countries; interest, inflation and exchange rates; changes in laws and regulations; and general competitive factors (at global, regional or national level). Consequently, Management accepts no responsibility for the conformity or accuracy of the additional information in this report that has not been audited or reviewed by auditors. Said information should be examined and interpreted in an independent manner by shareholders and market agents who should carry out their own analyses and reach their own conclusions regarding the results disclosed herein.



ENTENDER  
PARA  
ATENDER