



ENTENDER PARA ATENDER

UMA EMPRESA DO GRUPO
SIMPAR



Presentation to the Market

 **TRUCKPAD**
Acquisition



Transaction Summary



Investment Thesis

- ✓ Highly strategic transaction: **in operation technology developed over 10 years**, with large investments already made
- ✓ **Acceleration for JSL development** (access to robust technology and statistical data)
- ✓ **Digitization of the logistics network**, offering cargo volumes to hundreds thousands of carriers and drivers, **offering more transport services to its customers, and consequently, greater competitiveness**, initiating a virtuous cycle with the potential to transform the volume of Load General in the existing JSL operation
- ✓ Transformation of Truckpad's relationship with shippers, carriers and truck drivers **through the creation and offer of customized financial services, sale and rental of trucks through the platform, in addition to access to its main inputs at competitive prices**

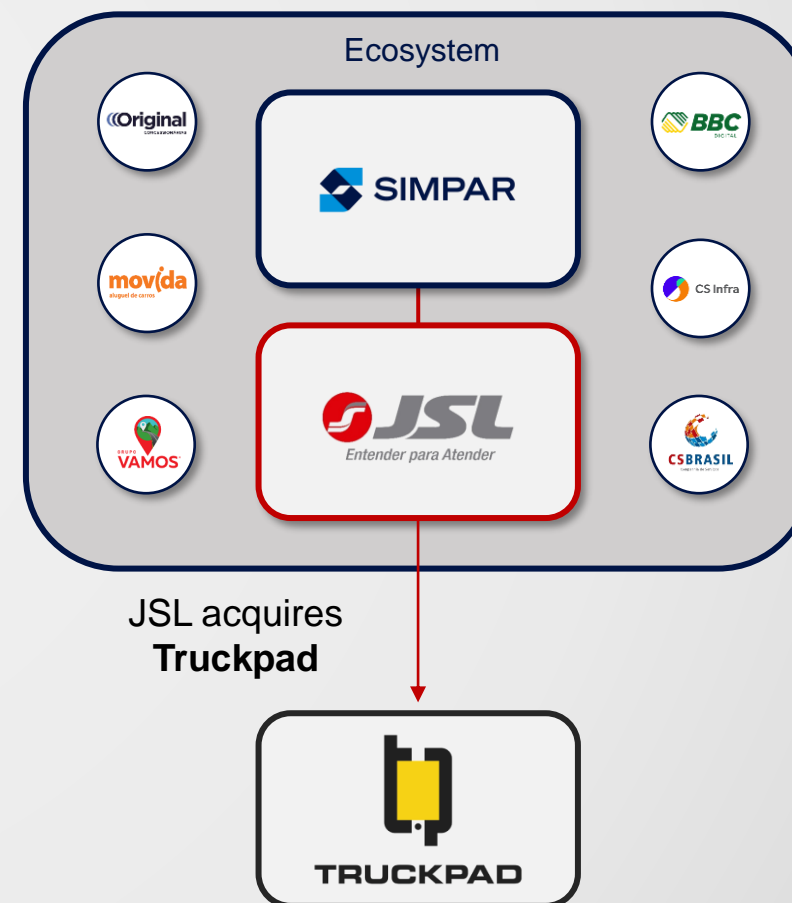
The Transaction

- ✓ JSL assumes liabilities of approximately R\$ 10 million and acquires 100% of the shares of Truckpad S.A.

After the Acquisition

- ✓ Agile and efficient integration – similar architecture
- ✓ Transformation of JSL's technological development plan
- ✓ Operational leverage through the integration of the customer base and registered drivers
- ✓ Offer new products and services for Truckpad customers

Transaction's Structure



Truckpad Overview

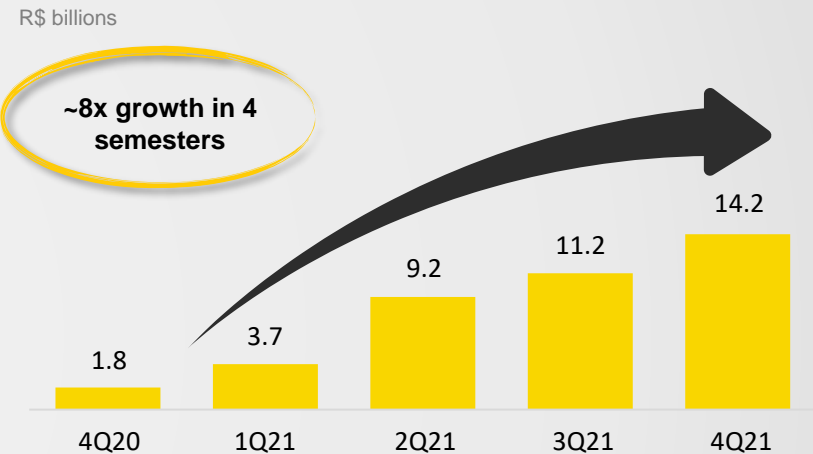
Digital platform prepared to incorporate the offer of new services and products, complement the platform and bring profitability



Company's Snapshot

- Truckpad is a logtech founded 10 years ago, which has a complete solution for road freight in the Brazilian market
- With more than 800,000 registered drivers (70,000 of which are active¹), Truckpad intermediates and optimizes the hiring and management of freight by shippers and carriers
- The platform advises independent professional shippers, carriers and drivers at all stages of the process, from contracting, monitoring the cargo in real time, to managing the payment of freight

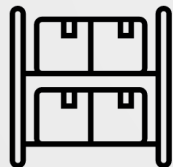
Total Value of Goods Offered



Truckpad Highlights



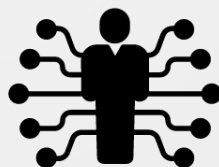
+ 800.000 registered truck drivers



+ 30.000 registered shippers



+ 1 million of freights offered monthly



~60 employees specialized in technology



+ R\$ 95 million invested
On the development of Truckpad



+ 10 Years of development and platform improvement

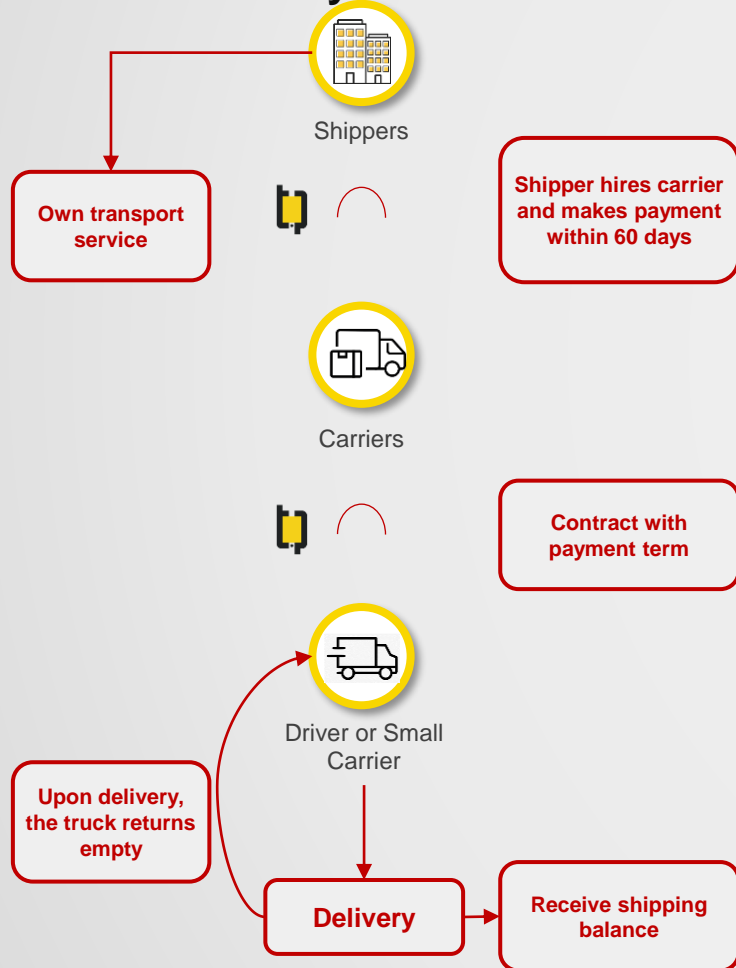
Note: 1 – Considers drivers who have performed an operation on the platform in the last 90 days

Potential Offer of New Services in the Logistics Chain

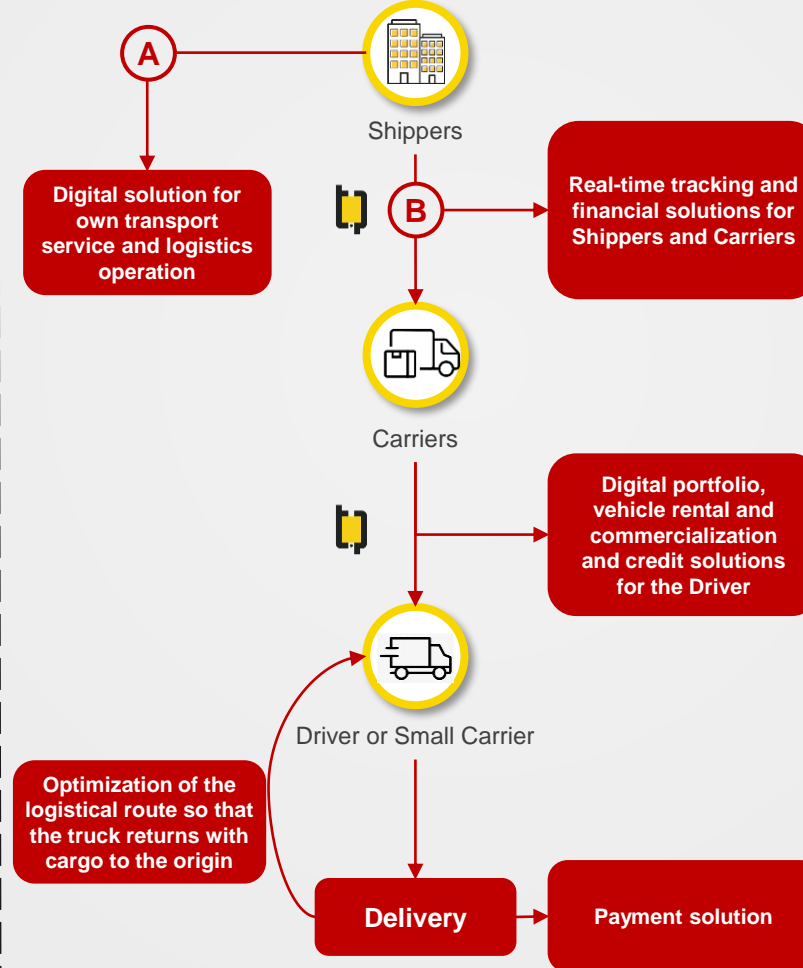
Truckpad participates in freight intermediation, leaving some gaps in the provision of services, thus having a huge potential for additional services to be explored together with JSL and the SIMPAR group



How it is today



Potential offer of new services



A Complete solution for digitizing the logistics operation for shippers, with digitization of your ENTIRE transactional system

B Complete offer of additional services to shipper and carrier

i. Credit Services:

- Prepayment of receivables
- Working capital
- Acquisition of truck
- Credit to carry out the vehicle review

ii. Digitization of processes, including driver payment

iii. Competitive price on its main inputs, including the offer of rental services

iv. Optimization of the logistics operation through planned cargo offers through the monitoring of flows, seeking to anticipate the direction of loads to ensure that the truck does not return empty to its origin



Stages where Truckpad already operates with freight intermediation service

Potential of the Freight Marketplace Sector

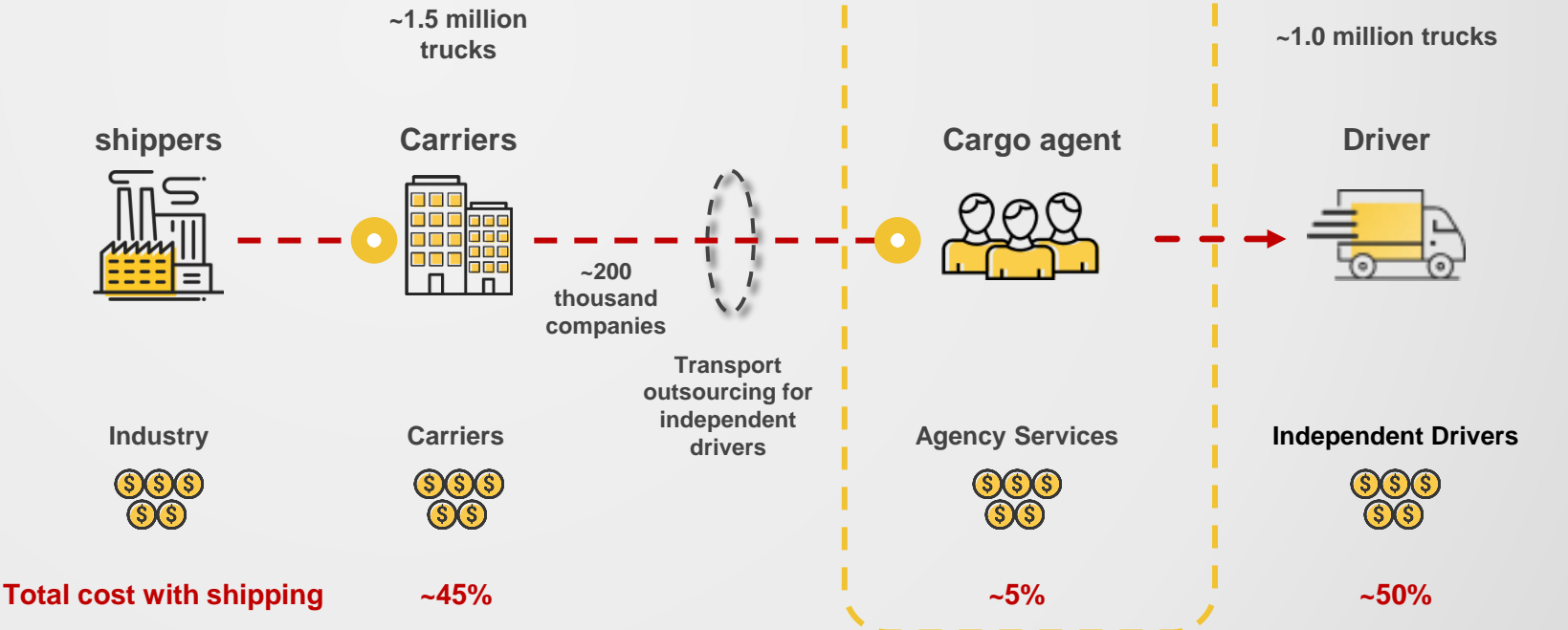
Market with great growth potential and different sources of value creation



The logistics market is extremely **fragmented**, the cargo transport market represents R\$ 583bn and around **90%** of carriers are **medium/small size**, in addition to the universe of drivers being composed of approximately **700 thousand independent drivers**, where **98%** of those who access the internet, do so **via smartphone**

Cargo Flow

- Demand for transport service
- Insurance contracting
- Risk management
- Liability under liabilities



Truckpad is a Robust Technology Platform

A transformational transaction for JSL, adding in-depth technological knowledge to its ongoing technological development and supporting Truckpad to monetize its operation and differentiate itself from its competitors

More than R\$ 95 million invested in the development of Truckpad that resulted in a modern Cloud infrastructure, with advanced source code, application, architecture and SRE (“Site Reliability Engineering”) management

More than 10 years of development and improvement of the platform, in addition to the knowledge of its managers about the logistics sector

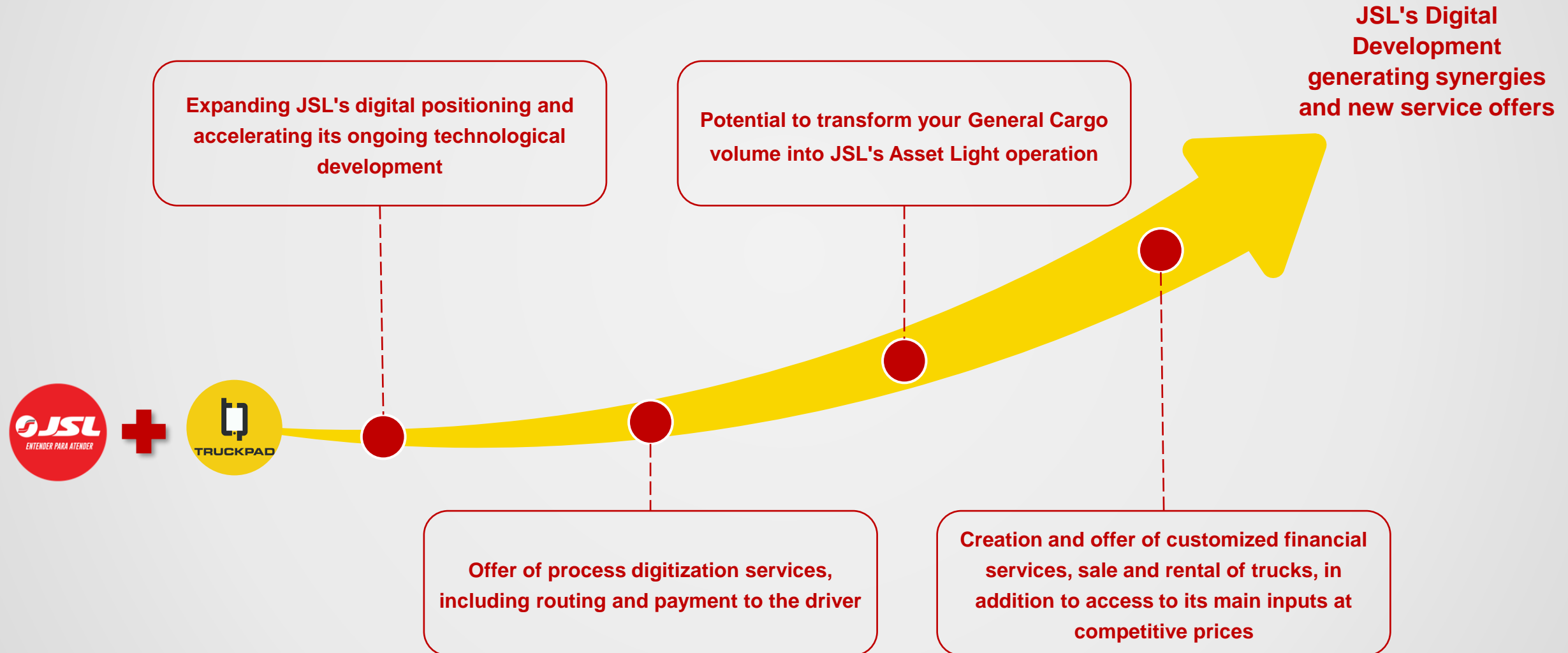


Similar technological architecture between JSL and Truckpad systems should enable a more **agile and efficient integration**

Qualified team, with a culture of innovation, today it has about **60 employees** specialized in technology and who adopt the **best practices** in the processes

Truckpad will Accelerate JSL's Digital Development

JSL's acquisition of Truckpad will generate the opportunity to offer new services to its customers and unlock several financial and operational synergies, mainly derived from the acceleration of JSL's digital development



The Transaction Has Great Potential for Synergies

Union between the largest road freight carrier in Brazil and a platform with robust technology to explore an extremely fragmented market that totals R\$ 583 billion¹


















JSL's Contribution



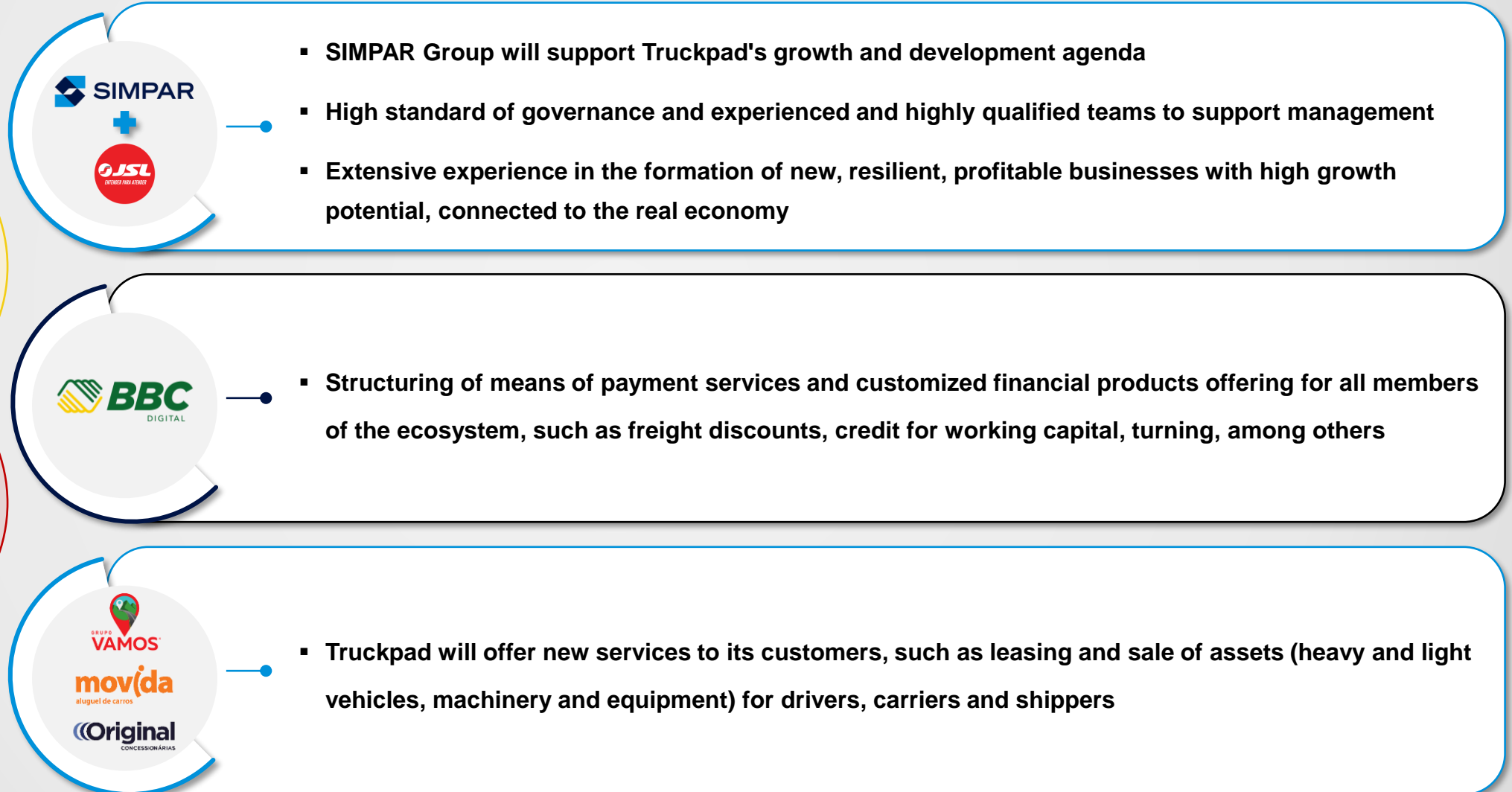
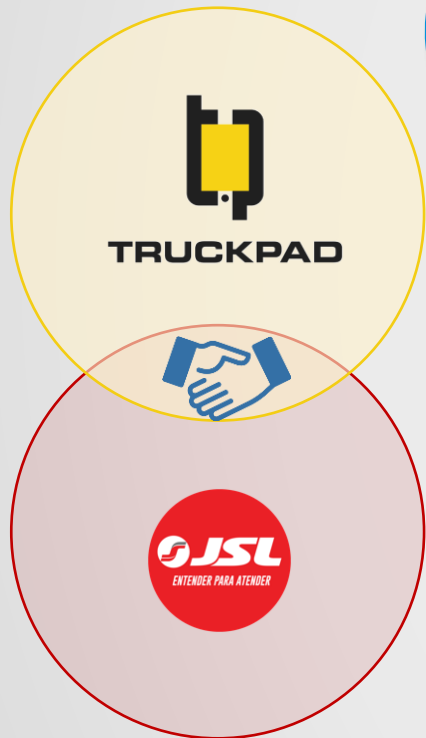
Truckpad's Contribution



-  **+ 55,000** registered truck drivers
-  **+ 12,500** trips per month in general cargo transport
-  **+ 65 years** of industry knowledge
-  **Ability to leverage its subsidiaries**, having acquired 5 companies since 2020 and generated several synergies
-  **Extensive base** of third-party truck drivers and aggregates
-  **e-JSL already developed in-house**, has a structure for easy integration with Truckpad
-  **Anticipate ongoing JSL digitization**
-  **+ 800,000** registered truck drivers
-  **+ 30,000** registered shippers
-  **+ 1 million** freights offered monthly
-  **Improvement of existing solutions in e-JSL** with the digitization of processes such as collections and payments, routing and real-time monitoring of cargo transport
-  **Real-time cargo tracking for the customer**
-  **Extensive database** obtained over 10 years, which will optimize pricing processes
-  **Expertise in serving small and medium shippers**
-  **Team of technology experts, with a culture of innovation**

Truckpad in the SIMPAR Ecosystem

Truckpad will have the full support of the SIMPAR group, having several sources of synergy and ancillary revenue, always aiming at exponential and sustainable growth.





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Thank You.