

EARNINGS RELEASE 3Q22



Centro de Distribuição

São Paulo, November 03, 2022 - JSL S.A. (B3: JSLG3) ("JSL") announces its results for the 3Q22..

JSL REPORTS EBITDA OF BRL 299 MILLION WITH 19% MARGIN IN 3Q22; GROSS REVENUE REACHES BRL 1.9BN IN THE QUARTER, UP 36%.

- **Gross Revenue** increased **36%** vs. 3Q21 and 12.5% vs. 2Q22, reaching BRL 1.9 billion, evidencing the company's new revenue level;
- **Net Revenue from Services** recorded **BRL 1.6 billion**, up 37% in the year-over-year comparison and 14% quarter-over-quarter;
- The **gross revenue organic growth** for the six acquired companies is 40%, demonstrating the competitive advantage of being part of JSL, a market leader with large scale;
- **EBITDA** reaches **BRL 298.9 million** in 3Q22, a growth of 51% vs. 3Q21 and 19% vs. 2Q22;
- **EBITDA margin of 19% in the quarter**, reflecting contract pricing and performance discipline, evolution in the operational efficiency agenda and optimization of the asset base;
- **Adjusted Net Income of BRL 42.2 million**, a growth of 23% vs 2Q22 and a reduction of 38% vs 3Q21;
- **Reduction of leverage** net debt/EBITDA to 3.25x and net debt/EBITDA-A to 2.83x, due to accelerated EBITDA growth and discipline in capital allocation;
- **LTM ROIC of 13.7%, up 1.4 p.p vs 3Q21**, reflecting our ability to balance accelerated growth with profitability. Annualized ROIC for 3Q22 reaches **16.9%**.

Financial Highlights Summary (R\$ million)	3Q22	3Q21	▲ Y / Y	2Q22	▲ Q / Q	9M22	9M21	▲ Y / Y	3Q22 Annualized
Gross Revenue	1,918.3	1,407.4	36.3%	1,704.7	12.5%	5,165.9	3,566.0	44.9%	7,673.3
Gross Revenue from Services	1,862.1	1,379.3	35.0%	1,636.4	13.8%	5,011.8	3,501.9	43.1%	7,448.5
Gross Revenue from Asset Sales	56.2	28.0	100.4%	68.3	-17.7%	154.1	64.1	140.5%	224.8
Net Revenue	1,624.8	1,177.8	38.0%	1,438.7	12.9%	4,360.0	2,968.3	46.9%	6,499.3
Net Revenue from Services	1,570.8	1,150.1	36.6%	1,372.7	14.4%	4,211.1	2,905.8	44.9%	6,283.2
Net Revenue from Asset Sales	54.0	27.6	95.6%	66.0	-18.1%	148.8	62.5	138.3%	216.1
Adjusted EBIT¹	229.7	141.9	61.8%	184.9	24.2%	577.2	288.2	100.3%	918.7
Margin (% NR from Services)	14.6%	12.3%	+2.3 p.p.	13.5%	+1.2 p.p.	13.7%	9.9%	+3.8 p.p.	14.6%
Adjusted¹ Net Income	42.2	68.2	-38.1%	34.2	23.5%	113.6	160.6	-29.3%	168.8
Margin (% NR)	2.6%	5.8%	-3.2 p.p.	2.4%	+0.2 p.p.	2.6%	5.4%	-2.8 p.p.	2.7%
Adjusted EBITDA¹	298.9	198.3	50.8%	250.7	19.2%	769.2	449.9	71.0%	1,195.8
Margin (% NR from Services)	19.0%	17.2%	+1.8 p.p.	18.3%	+0.8 p.p.	18.3%	15.5%	+2.8 p.p.	19.0%
Net CAPEX	304.4	241.3	26.2%	220.8	37.9%	739.4	384.4	92.3%	

¹EBIT, EBITDA and adjusted Net Income in 9M21 according to previously disclosed. Adjusted Net Income in 2Q22 and 3Q22 exclude the amortization of PPA from acquisitions in the amount of R\$4.3mm and R\$4.8mm, respectively.

Message From The Management

Greetings,

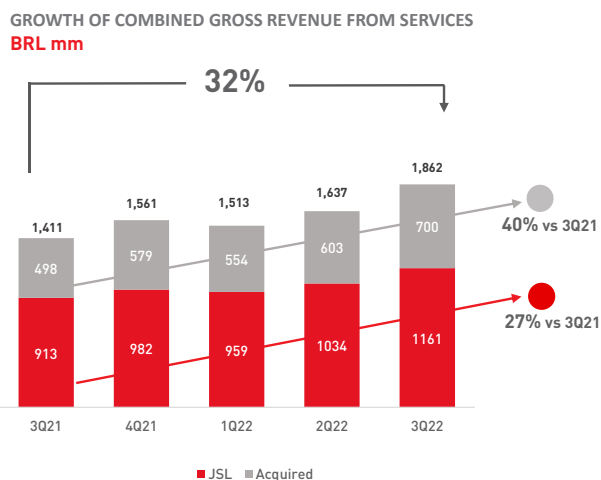
We are very happy to report another quarter of solid operating results that demonstrates **JSL's scale transformation**. We grew revenue with increased profitability and leverage reduction, as a result of the consolidation of a unique and resilient business model, through the diversification of services in various sectors of the real economy and with predictable revenues from long-term contracts and relationships.

Throughout 2022 we have been monitoring the performance of our contracts. Even in a scenario still pressured on the input price base, the company presented an important evolution in its operating margins, reflecting the effectiveness of our **operational efficiency initiatives and capital allocation**.

With the deployment of new projects and the pass-through of cost inflation, we reached **Gross Revenue of BRL 1.9 billion** in 3Q22, a growth of 36% vs. 3Q21 and 13% vs. 2Q22. Revenue registered an increase in all of our acquired companies in the main sectors we serve. As an example, it is worth mentioning our continuous quarterly growth in the Automotive sector, which even with the crisis in the supply chain, reached more than BRL 355 million in Gross Revenue from Services in 3Q22 (19% of total Gross Revenue from Services). This demonstrates JSL's capacity to grow in the sectors in which it operates and meet our clients' needs as an **integrated logistics operator**, with **execution capacity** and a track record of **quality** in serving clients.

We have a **broad portfolio of competencies**, cross-selling potential, a strong customer base, and an expanding geographic reach. Our strategy to keep independent management teams dedicated to the development of each one of the acquired companies continues to prove very assertive. When we combine the scale and balance sheet structure of JSL with the expertise and technical quality of these companies, growth opportunities multiply.

On a combined view, JSL expanded its Gross Revenue from Services by 32% vs. 3Q21 and 14% vs. 2Q22, while the **six companies acquired since our IPO grew their Gross Revenue from Services by 40%** vs. 3Q21 and 16% vs. 2Q22.



The successful consolidation of the acquired companies since the IPO also supports our revenue base. The organic growth of all of our companies came in very robust, without sector dependence, as can be seen in the tables below:

ACCELERATED GROWTH ¹ IN ALL COMPANIES		GROWTH ¹ IN THE VARIOUS SECTORS OF THE REAL ECONOMY	
Company	YoY %	Sector	YoY %
TRUCKPAD	204%	Food and Beverage	59%
RODOMEU	103%	Automotive	57%
M&F	89%	Pulp & Paper	27%
MARVEL	75%	Metals and Mining	21%
JSL	27%	Consumer Goods	-2%
FADEL	21%	Other	18%
TPC	16%	TOTAL	32%
TOTAL	32%		

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

The numbers incorporate a **very strong pace of organic growth**, mostly within our customer base, and our **high capacity for project deployment**. Yet, a part of the new contracts signed during 2022 has not yet impacted our results, especially the new project in South Africa, signed during 2Q22, that initiated in October this year and which flows should be completely incorporated to the results in the beginning of 2023. If we consider annualized figures for 3Q22, JSL's revenue would be BRL 7.7 billion.

With a differentiated positioning in the entire logistics chain, we have advanced in our growth agenda. We signed **BRL 590 million in new contracts**, with an average term of 46 months, 93% of them in our customer base (cross selling). We are increasingly **diversifying our services in our customer portfolio and sectors of the economy**. The new projects are especially dedicated to the food and beverage sectors (50% of new contracts). Regarding the operational segments, 73% of the contracts are in Cargo Transportation, 15% in Dedicated Operations, 10% in Urban Distribution, and the remaining 2% in Warehousing. Added to the contracts closed until 2Q22, we have reached BRL 2.7 billion of new contracts signed throughout 2022.

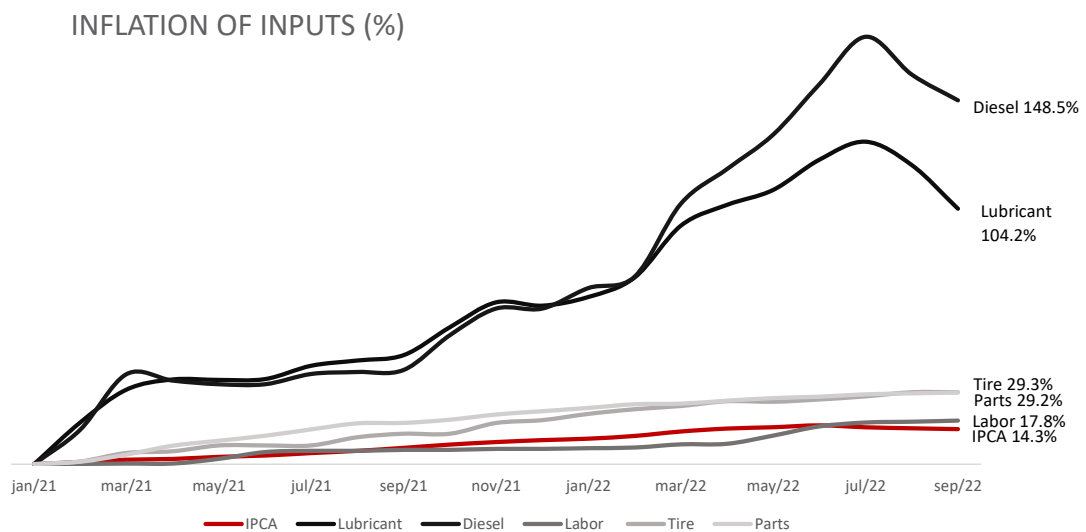
JSL's **execution capacity and service level** are the greatest drivers of its growth. The macroeconomic scenario of high interest rates and inflation has challenged small and medium-sized companies in the sector. Consequently, JSL's **financial robustness and investment capacity** have become additional competitive advantages in a clear fly-to-quality market movement. We understand our clients' needs through active contract management and, with agility and quality, we exceed their expectations in the service provided.

In the quarter, we had the recognition of our commitment and effort with the awards received as **best service provider** by Klabin and **best logistics operator** (through TPC) by Natura & Co, with a maximum score of 100% in the SLA - Service Level Agreement Evaluation. This shows our commitment with being the best logistics operator to our clients.

Our **growth is based on profitability and financial discipline**. As mentioned in the 2Q22 release, we continue to focus on renegotiating our contracts and on operational efficiency projects to reduce administrative expenses in addition to having absolute **discipline in cost management**. The successful execution of our strategic plan, the offer of more value-added services, and the search for quality in the market also allow us to **allocate capital more efficiently** and in projects with a higher return on invested capital. And we already see the impact of our active management on margins.

EBITDA in the quarter reached BRL 298.9 million, a growth of 51% over last year's EBITDA and 19% vs. 2Q22. **EBITDA Margin** on Service Net Operating Revenue in the quarter was **19%**, expanding by 1.8 p.p. vs. 3Q21 and 0.8 p.p. vs. 2Q22. If we annualize 3Q22 figures, we would reach an EBITDA of BRL 1.2 billion, reinforcing the new level of JSL. This operating performance fills us with pride and reflects the tireless work of our people.

Although inflation has cooled down in intensity, it still has an impact on JSL's input base. We remain focused on **maintaining the profitability balance of our contracts** and on reducing the time lag of adjustments in relation to the increase in costs. However, the high-interest rate environment continues to impact our financial expense and, consequently, net income. In this quarter, we reported Adjusted Net Income of BRL 42.2 million, with a margin of 2.6%.



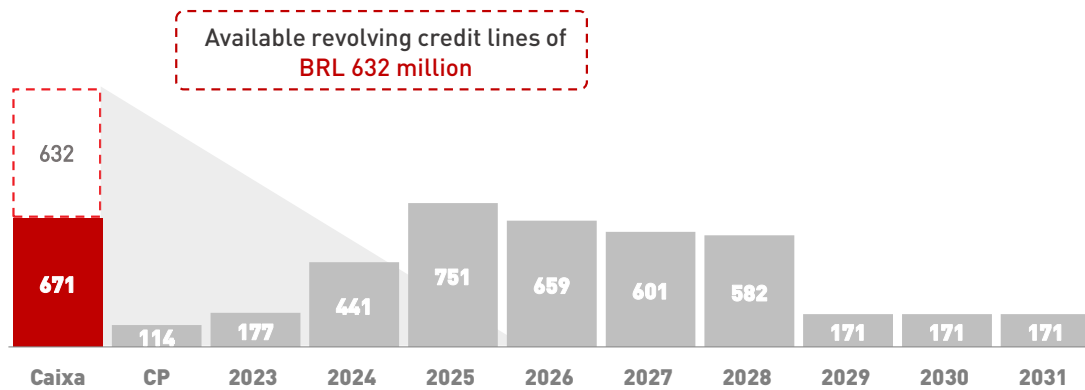
The consolidation of an integrated logistics operator's business model, with **active management of our customers' supply chain** ("4PL concept"), allows us to add more value and offer new solutions to the logistics chain. Added to the **growing capillarity of** our operations, both in sectors of the economy and geography, we expect the results to increasingly reflect the work done.

To support the growth of our revenue with fleet deployment to meet the new contracts, **Net Capex** for the period closed at **BRL 304.4 million**, 61% of which was for expansion, ensuring growth for the coming periods in contracts of greater profitability and diversification that will reflect in greater resilience of results.

LTM ROIC in 3Q22 was **13.7%**, 1.4 p.p. growth over 3Q21 and 0.7 p.p. vs. normalized 2Q22 numbers, as previously reported. The figures prove the **continuous expansion of our value proposition**, with optimization of capital allocation, selection of contracts with adequate profitability, and effective management of the cost structure. We remain committed to grow with operational efficiency, profitability, and financial discipline. **Annualized ROIC** for 3Q22 reached **16.9%**.

We maintained a **solid balance sheet** and ended the quarter with a Cash position of BRL 670.6 million, in addition to BRL 1.1 billion in revolving undrawn credit lines. The liquidity sources of BRL 1.8 billion are sufficient to cover our short-term financial obligations by 15.4 times. Net debt was BRL 3,168.1 million. Due to the growth of our cash generation, **we reduced our leverage to 3.2x**, considering the Company's LTM EBITDA. Considering 3Q22 annualized EBITDA, leverage stood at 2.7x, with an extended debt maturity schedule and a **strong base to support new growth opportunities**.

AMORTIZATION SCHEDULE BRL mm



For JSL, the safety of our People is a non-negotiable value. Through the **Zero Accident Safety Culture Program**, we have reached 1,500 days without accidents in the operation of ATVOS (Alto Taquari/MT) thanks to the high level of engagement from leaders and teams. We also launched in the quarter the second edition of the **Women Behind the Wheel** program, one of our people development programs that provides women practical and theoretical training. This edition will be aimed at Forklift truck operators in Uberaba/MG, in partnership with one of our customers.

For the third consecutive year, we won the **Gold Seal in the Brazilian GHG Protocol Program**, reflecting the transparency, traceability and reliability of inventory in our reporting efforts.

We continue to create value to our businesses, showing **consistent results** and positively impacting the ecosystem around us. We have built a strong foundation to sustain JSL's disciplined growth, with management focused on contract quality and profitability. Our **innovative logistics solutions** enable us to deliver a unique value proposition with agility, adaptability, and improved customer experience. We believe in the transformational potential resulting from the combination of JSL's scale and capillarity, the expertise of our subsidiaries, and technology as a pillar of our strategic direction.

We thank each of our 28,000 direct employees, 55,000 third-party and independent drivers, and our customers and investors for their trust, and we remain steadfast in our **journey of growth and transformation of the logistics sector**, certain that there is much more to come!

Thank you very much,

Ramon Alcaraz
JSL CEO

The financial information presented below complies with IFRS accounting principles (International Financial Reporting Standards). The results are presented on a consolidated basis. Information of the subsidiaries TransMoreno, Fadel, Rodomeu, TPC, Marvel and Truckpad is consolidated as from the acquisition dates, respectively 10/30/2020, 11/17/2020, 05/15/2021, 06/15/2021, 07/30/2021 and 05/26/2022.

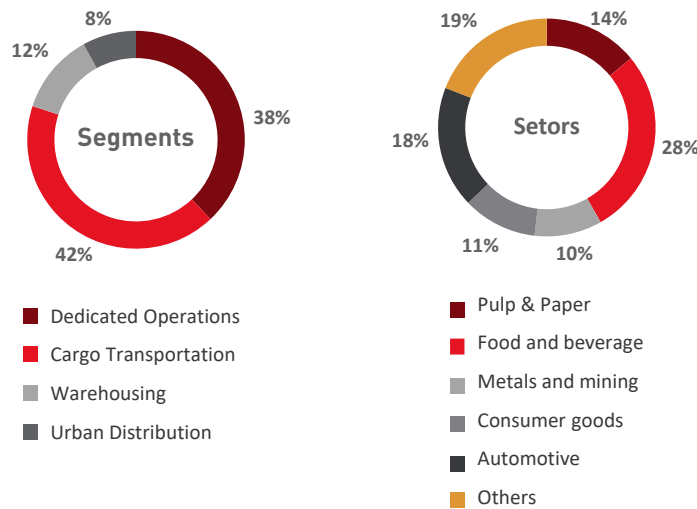
Consolidated Results

Consolidated (R\$ million)	3Q22	3Q21	▲ Y / Y	2Q22	▲ Q / Q	9M22	9M21	▲ Y / Y
Gross Revenue	1,918.3	1,407.4	36.3%	1,704.7	12.5%	5,165.9	3,566.0	44.9%
Gross Revenue from Services	1,862.1	1,379.3	35.0%	1,636.4	13.8%	5,011.8	3,501.9	43.1%
Gross Revenue from Asset Sales	56.2	28.0	100.4%	68.3	-17.7%	154.1	64.1	140.5%
Net Revenue	1,624.8	1,177.8	38.0%	1,438.7	12.9%	4,360.0	2,968.3	46.9%
Net Revenue from Services	1,570.8	1,150.1	36.6%	1,372.7	14.4%	4,211.1	2,905.8	44.9%
Dedicated Operations	598.5	409.4	46.2%	533.3	12.2%	1,609.5	1,126.4	42.9%
Cargo Transportation	655.5	446.9	46.7%	536.9	22.1%	1,669.6	1,163.5	43.5%
Urban Distribution	127.5	135.3	-5.8%	125.9	1.2%	397.9	357.0	11.4%
Warehousing	189.4	158.5	19.5%	176.6	7.2%	534.1	258.9	106.3%
Net Revenue from Asset Sales	54.0	27.6	95.6%	66.0	-18.1%	148.8	62.5	138.3%
Total Costs	(1,322.7)	(978.5)	35.2%	(1,203.9)	9.9%	(3,622.0)	(2,510.1)	44.3%
Cost of Services	(1,283.4)	(958.2)	33.9%	(1,147.4)	11.9%	(3,505.0)	(2,461.4)	42.4%
Cost of Asset Sales	(39.3)	(20.3)	93.4%	(56.5)	-30.5%	(116.9)	(48.7)	140.1%
Gross Profit	302.1	199.2	51.7%	234.8	28.7%	738.0	458.2	61.1%
Operational Expenses	(79.8)	(62.5)	27.7%	(56.7)	n.a	(181.6)	(82.1)	121.3%
EBIT	222.4	136.8	62.6%	178.1	24.8%	556.4	376.1	47.9%
Margin (% NR from Services)	14.2%	11.9%	+2.3 p.p.	13.0%	+1.2 p.p.	13.2%	12.9%	+0.3 p.p.
Financial Result	(172.0)	(50.5)	240.6%	(143.3)	20.1%	(427.6)	(110.1)	288.4%
Financial Revenues	15.1	16.3	-7.4%	20.0	-25%	60.6	35.4	71.0%
Financial Expenses	(187.1)	(66.8)	180.1%	(163.3)	14.6%	(488.1)	(145.5)	235.5%
Taxes	(13.0)	(3.2)	n.a	(5.0)	n.a	(28.6)	(47.8)	n.a
Net Income (Loss)	37.4	83.1	-55.0%	29.9	25.2%	100.3	218.3	-54.1%
Margin (% NR)	2.3%	7.1%	-4.8 p.p.	2.1%	+0.2 p.p.	2.3%	7.4%	-5.1 p.p.
EBITDA	298.9	198.3	50.8%	250.7	19.2%	769.1	537.8	43.0%
Margin (% NR from Services)	19.0%	17.2%	+1.8 p.p.	18.3%	+0.8 p.p.	18.3%	18.5%	-0.2 p.p.
EBITDA-A	338.2	218.6	54.7%	307.2	10.1%	886.1	586.5	51.1%
Margin (% NR from Services)	21.5%	19.0%	+2.5 p.p.	22.4%	-0.9 p.p.	21.0%	20.2%	+0.9 p.p.
Net CAPEX	304.4	241.3	26.2%	220.8	37.9%	739.4	384.4	92.3%
Adjusted¹ EBITDA	298.9	198.3	50.8%	250.7	19.2%	769.1	449.9	71.0%
Margin (% NR from Services)	19.0%	17.2%	+1.8 p.p.	18.3%	+0.8 p.p.	18.3%	15.5%	+2.8 p.p.
Adjusted¹ EBIT	229.7	141.9	61.8%	184.9	24.2%	577.2	288.2	100.3%
Margin (% NR from Services)	14.6%	12.3%	+2.3 p.p.	13.5%	+1.2 p.p.	13.7%	9.9%	+3.8 p.p.
Adjusted¹ Net Income	42.2	68.2	-38.1%	34.2	23.5%	113.6	160.6	-29.3%
Margin (% NR)	2.6%	5.8%	-3.2 p.p.	2.4%	+0.2 p.p.	2.6%	5.4%	-2.8 p.p.

¹EBIT, EBITDA and adjusted Net Income in 9M21 according to previously disclosed. Adjusted Net Income in 2Q22 and 3Q22 exclude the amortization of PPA from acquisitions in the amount of R\$4.3mm and R\$4.8mm, respectively.

Net revenue from services reached BRL 1,570.8 million and grew 37% vs. 3Q21 and 14% vs. 2Q22 as a result of the expansion of our contract base, execution capacity, diversification of sectors of activity and the passing-through of inflation to our prices. Cargo Transportation (42% of JSL's net revenue from services) grew 47% year-over-year benefiting from the implementation of cost inflation adjustments, the growth of Transmoreno, Marvel and Rodomeu operations, and the recovery of the automotive sector - which has shown consistent quarter-over-quarter growth since 3Q21. The Dedicated Operations segment, which represents another 38% of net revenue from services, also showed important growth of 46%, mainly benefitted from forestry and mining sectors, where we are exposed to more predictable contracts and growing volumes due to their export profile. The 19% growth in Warehousing operations (12% of net revenue from services) is largely related to the organic growth and resiliency of TPC's operations. In turn, the drop in Urban Distribution (8% of net revenue from services) mainly resulted from lower volumes from a Fadel customer in the food segment.

NET REVENUE DIVERSIFICATION (3T22):



Cost of Services increased by 34% vs. 3Q21 and 12% vs. the previous quarter, reaching an absolute value of BRL 1.283 billion. The input price curve, especially diesel, reached an inflection point during 3Q22. While the recent decision by OPEC to reduce its production levels may impact further oil price increases, we believe that the magnitude of the fluctuations in our cost base should be less pronounced. In addition, we will continue to work continuously to mitigate inflationary effects and reduce the time it takes to pass on cost increases to our contracts.

Our active agenda of operational improvements and the effects of administrative expense cuts were fully reflected in the 3Q22 and resulted in additional profitability to the Company. The ratio of administrative expenses to net revenue from services was 4.7% in 3Q22 vs. 5.2% in 2Q22 and 5.5% in 3Q21. EBIT reached BRL 222.4 million, an increase of 63% over the previous year and 25% vs. 2Q22. EBIT Margin was 14%, +2.3 p.p. vs. 3Q21 +1.2 p.p. vs. 2Q22. EBITDA was BRL 298.9 million in the quarter, a growth of 51% over last year's EBITDA and 19% vs. 2Q22. EBITDA Margin was 19%, +1.8 p.p. vs 3Q21 and +0.8 p.p. vs 2Q22-- and consolidating JSL ecosystem's new baseline and unique business profile.

Selling and Administrative Expense (R\$ mm)	3Q22	3Q21	▲ YoY	2Q22	▲ Q/Q	9M22	9M21	▲ YoY
Selling and Administrative Expense	86.3	72.5	19.1%	84.4	2.2%	255.3	207.2	23.2%
Depreciation and Amortization of PPA	(12.4)	(9.3)	33.2%	(12.8)	-3.6%	(36.6)	(40.4)	-9.4%
Adm/Com Expense (-) Depreciation/PPA	74.0	63.2	17.0%	71.6	3.3%	218.7	166.8	31.1%
<i>Margin (% NR from Services)</i>	<i>4.7%</i>	<i>5.5%</i>	<i>-0.8 p.p.</i>	<i>5.2%</i>	<i>-0.5 p.p.</i>	<i>5.2%</i>	<i>5.7%</i>	<i>-0.5 p.p.</i>

The next pages show the breakdown of our Asset Light and Asset Heavy results.

Asset Light

Asset Light (R\$ million)	3Q22	3Q21	▲ Y / Y	2Q22	▲ Q / Q	9M22	9M21	▲ Y / Y
Gross Revenue	1,041.0	776.9	34.0%	925.1	12.5%	2,822.7	2,063.6	36.8%
Net Revenue	865.9	639.1	35.5%	766.7	12.9%	2,340.9	1,687.4	38.7%
Net Revenue from Services	854.1	633.2	34.9%	746.0	14.5%	2,300.7	1,668.6	37.9%
Dedicated Operations	174.1	120.4	44.6%	154.5	12.7%	472.3	355.2	33.0%
Cargo Transport	459.5	323.5	42.0%	382.0	20.3%	1,194.7	957.1	24.8%
Urban Distribution	31.2	30.7	1.8%	32.8	-4.8%	99.5	97.4	2.2%
Warehousing	189.4	158.5	19.5%	176.6	7.2%	534.1	258.9	106.3%
Net Revenue from Asset Sales	11.7	6.0	96.7%	20.7	-43.2%	40.2	18.8	113.9%
Total Costs	(733.9)	(555.9)	32.0%	(666.3)	10.1%	(2,016.3)	(1,469.5)	37.2%
Cost of Services	(724.5)	(551.5)	31.4%	(647.4)	11.9%	(1,983.0)	(1,453.9)	36.4%
Personnel	(209.2)	(169.7)	23.3%	(198.4)	5.5%	(591.0)	(395.0)	49.6%
Third parties truck drivers	(335.3)	(250.3)	34.0%	(289.3)	15.9%	(898.0)	(745.1)	20.5%
Fuel and lubricants	(45.2)	(19.5)	132.0%	(38.1)	18.6%	(113.4)	(53.0)	114.0%
Parts / tires / maintenance	(37.5)	(29.8)	25.9%	(36.4)	3.0%	(111.4)	(88.3)	26.1%
Depreciation / amortization	(37.9)	(34.9)	8.6%	(33.7)	12.3%	(103.4)	(78.5)	31.8%
Others	(59.5)	(47.4)	25.4%	(51.5)	15.5%	(165.8)	(94.0)	76.5%
Cost of Asset Sales	(9.3)	(4.4)	114.7%	(18.9)	-50.7%	(33.3)	(15.7)	112.2%
Gross Profit	132.0	83.3	58.5%	100.3	31.5%	324.6	217.8	49.0%
Operational Expenses	(45.6)	(35.4)	29.0%	(29.0)	57.5%	(99.8)	(52.1)	91.5%
EBIT	86.4	47.9	80.3%	71.4	21.0%	224.8	165.7	35.7%
Margin (% NR from Services)	10.1%	7.6%	+2.5 p.p.	9.6%	+0.5 p.p.	9.8%	9.9%	-0.2 p.p.
EBITDA	133.9	90.3	48.3%	115.2	-21.6%	357.0	279.0	27.9%
Margin (% NR from Services)	15.7%	14.3%	+1.4 p.p.	15.4%	+0.2 p.p.	15.5%	16.7%	-1.2 p.p.

Net Revenue from Services grew 35% in the year-over-year comparison and reached BRL 854.1 million in the quarter. Cargo Transport, the main source of Asset Light revenue, grew 42% in the same period, showing our effectiveness in price pass-through and proactive management with independent drivers and third parties. TPC proved the resilience of its business model, with sustained revenue growth, and contributed to the 19% expansion of Warehousing services in the quarter. The automotive and food sectors boosted the results and reinforced the evolution of the company's portfolio and cash generation. Transmoreno also made an important contribution to the results, almost doubling its level of net revenue from services year-over-year.

Cost of Services increased by 31% and 12% vs. 3Q21 and 2Q22 respectively. The costs with aggregates and third parties (46% of the base) and fuels and lubricants (6% of the base) were the lines that most impacted the result. Personnel costs, which accounted for 29% of the service cost base, grew less than revenue, in a clear sign of efficiency gains.

Cost pressure has been one of the main challenges for the Asset Light segment, especially for third party and independent drivers since fuel accounts for up to 80% of the operational cost for the category. To mitigate the impact on margins and sustain return on capital, JSL's team has been working continuously on solutions to support independent truck drivers, renegotiation of its contract portfolio, and on operational efficiency projects. As a result, we were able to sustain growth with profitability. EBITDA in 3Q22 reached BRL 133.9 million, with a margin of 15.7%, up 1.4 p.p. year-on-year and 0.2 p.p. quarter-over-quarter.

Asset Heavy

Asset Heavy (R\$ million)	3Q22	3Q21	▲ Y / Y	2Q22	▲ Q / Q	9M22	9M21	▲ Y / Y
Gross Revenue	877.3	630.4	39.2%	779.5	12.5%	2,343.2	1,502.4	156.0%
Net Revenue	759.0	538.6	40.9%	672.0	12.9%	2,019.0	1,280.9	157.6%
Net Revenue from Services	716.7	517.0	38.6%	626.7	14.4%	1,910.4	1,237.3	154.4%
Dedicated Operations	424.4	289.0	46.9%	378.7	12.1%	1,137.2	771.3	147.4%
Cargo Transport	196.0	123.4	0.6	154.8	26.6%	474.9	206.3	230.1%
Urban Distribution	96.2	104.6	-8.0%	93.1	3.4%	298.3	259.7	114.9%
Warehousing	-	n.a	n.a	n.a	n.a	n.a	n.a	n.a
Net Revenue from Asset Sales	42.3	21.7	95.3%	45.3	-6.7%	108.6	43.6	248.8%
Total Costs	(588.8)	(422.7)	39.3%	(537.5)	9.5%	(1,605.5)	(1,040.5)	154.3%
Cost of Services	(558.9)	(406.7)	37.4%	(500.0)	11.8%	(1,521.9)	(1,007.5)	151.1%
Personnel	(243.7)	(181.7)	34.1%	(223.1)	9.2%	(669.6)	(493.3)	135.7%
Third parties truck drivers	(28.1)	(34.2)	-17.7%	(31.8)	-11.7%	(104.5)	(61.6)	169.5%
Fuel and lubricants	(148.6)	(91.6)	62.3%	(124.9)	19.0%	(374.7)	(193.2)	193.9%
Parts / tires / maintenance	(85.1)	(60.8)	40.0%	(72.7)	17.1%	(230.0)	(169.0)	136.1%
Depreciation / amortization	(26.3)	(17.4)	51.6%	(26.1)	1.1%	(72.7)	(42.8)	170.0%
Others	(27.0)	(21.1)	27.8%	(21.3)	26.3%	(70.5)	(47.6)	148.0%
Cost of Asset Sales	(29.9)	(15.9)	87.7%	(37.5)	-20.3%	(83.7)	(33.0)	253.4%
Gross Profit	170.2	116.0	46.7%	134.4	26.6%	413.5	240.4	172.0%
Operational Expenses	(34.1)	(27.1)	26%	(27.7)	23.3%	(81.7)	(29.9)	273.0%
EBIT	136.0	88.9	53.1%	106.8	27.4%	331.6	210.5	157.6%
Margin (% NR from Services)	19.0%	17.2%	+1.8 p.p.	17.0%	+1.9 p.p.	17.4%	17.0%	+0.3 p.p.
EBITDA	165.0	108.0	52.8%	135.5	21.8%	412.1	258.7	159.3%
Margin (% NR from Services)	23.0%	20.9%	+2.1 p.p.	21.6%	+1.4 p.p.	21.6%	20.9%	+0.7 p.p.

Net Revenue From Services reached BRL 716.7 million, growing 39% vs. 3Q21 and 14% vs. 2Q22. The operational model integrated to our clients' production process, the customized logistics solutions, and the high levels of specialization and service quality have sustained our growth, with relevant contributions from the food, pulp and paper, and metals and mining sectors. Dedicated Operations represented 59% of the segment's revenue and benefited from the implementation of the new contracts and from price adjustments based on parametric formulas and contractual triggers.

In 3Q22, Cost of Services totaled BRL 558.9 million, an increase of 37% vs. 3Q21 and 12% vs. 2Q22. Given the asset- and labor-intensive operational profile of the Asset Heavy segment, costs with personnel (44% of the 3Q22 cost base) and fuel, lubricants, tires and maintenance parts (together 42% of the 3Q22 cost base) were the main drivers of the increase. Cost management efforts and the entry of higher return projects enabled the margin increase in the quarter. The reported EBITDA margin was 23.0%, expanding 2.1 p.p. year-on-year and 1.4 p.p. quarter-over-quarter. EBITDA reached BRL 165.0 million, an increase of 53% vs. 3Q21 and 22% vs. 2Q22.

Financial Results

Financial Result (R\$ mm)	3Q22	3Q21	▲ Y / Y	2Q22	▲ Q / Q	9M22	9M21	▲ Y / Y
Financial Revenues	15.1	16.3	-7.4%	20.0	-25%	60.6	50.7	19.5%
Financial Expenses	(187.1)	(66.8)	180.1%	(163.3)	14.6%	(488.1)	(160.8)	203.6%
Financial Result	(172.0)	(50.5)	240.6%	(143.3)	20.0%	(427.6)	(110.1)	288.3%

3Q22 recorded a Net Financial Result of BRL -172 million, 241% higher than 3Q21 and 20% vs. 2Q22. The variation is mainly explained by the higher volume of gross debt vs. 3Q21 and the increase in the average cost of debt due to the rise in the CDI rate. The increase in the debt is linked to the company's growth and its investments in assets and acquisitions.

Capital Structure

Debt (R\$ million)	3Q22	3Q21	▲ Y / Y	2Q22	▲ Q / Q
Gross Debt	3,838.7	2,814.3	36.4%	3,661.0	4.9%
Cash and Cash Equivalents	670.6	464.8	44.3%	638.7	5.0%
Net Debt	3,168.1	2,349.5	34.8%	3,022.3	4.8%
Average cost of Net Debt (p.y.)	18.1%	7.5%	+10.6 p.p.	16.3%	+1.8 p.p.
Net Debt cost after taxes (p.y.)	12.0%	5.7%	+6.3 p.p.	10.7%	+1.2 p.p.
Average term of net debt (years)	4.9	5.2	-5.3%	5.2	-5.1%
Average cost of Gross Debt (p.y.)	17.0%	7.0%	+10.0 p.p.	15.3%	+1.7 p.p.
Average term of gross debt (years)	4.3	4.6	-5.9%	4.6	-6.3%

We ended the quarter with a Cash and Cash Equivalents position of approximately BRL 671 million and undrawn revolving credit lines of BRL 632 million. Together, liquidity sources reach BRL 1.3 billion and correspond to 11.4x the short-term debt. The volume is enough to repay the debt until 2025.

Leverage (R\$ million)	3Q22	2Q22	3Q21
Net Debt / EBITDA	3.2x	3.4x	3.0x
Net Debt/ EBITDA-A	2.8x	3.0x	2.7x
EBITDA-A / Financial Result	2.9x	3.6x	4.3x
EBITDA LTM	976.1	896.1	786.4
EBITDA-A LTM	1,119.4	1,010.6	869.8

¹EBITDA-A calculated according to covenants reference

JSL's LTM Net Debt / EBITDA leverage in 3Q22 was 3.2x, down 0.2x vs. the previous quarter, reflecting mainly the change in the Company's cash generation due to revenue growth and improved operating margins. Net Debt / EBITDA Added ratio was 2.8x and EBITDA Added/Net Financial Result 2.9x.

The current capital structure supports organic growth and via acquisitions while respecting the appropriate leverage levels considered by management and the Company's financial covenants. In addition, our debt to finance growth CAPEX is based on long-term contracts that contribute to resilient cash generation.

Investments

Investments (R\$ million)	3Q22	3Q21	▲ Y / Y	2Q22	▲ Q / Q	9M22	9M21	▲ Y / Y
Gross capex by nature	360.6	269.4	33.9%	289.1	24.7%	893.5	448.5	99.2%
Expansion	219.5	151.4	45.0%	213.2	3.0%	614.6	256.3	139.8%
Maintenance	128.2	90.8	41.3%	56.1	128.6%	222.3	151.8	46.4%
Others	12.9	27.1	-	19.8	-35.0%	56.7	40.4	-
Gross capex by type	360.6	269.4	33.9%	289.1	24.7%	893.5	448.5	99.2%
Trucks	300.4	206.9	45.2%	223.0	34.7%	662.0	326.8	102.6%
Machinery and Equipment	20.2	22.5	-10.4%	26.0	-22.4%	98.1	53.9	82.0%
Light Vehicles	19.2	12.7	51.2%	19.2	0.0%	46.9	24.0	95.8%
Bus	3.4	0.0	n.a.	0.5	n.a.	4.0	3.4	17.4%
Others	17.5	27.1	-35.4%	20.3	-13.7%	82.5	40.4	104.4%
Sale of assets	56.2	28.0	100.4%	68.3	-17.7%	154.1	64.1	140.5%
Total net capex	304.4	241.3	26.2%	220.8	37.9%	739.4	384.4	92.3%

Our net CAPEX for the period closed at BRL 304.4 million, with 61% of the gross capex going to expansion and 36% to renewal and 3% for others. The figure is in line with the implementation of the new contracts sold at JSL and the expansion and renewal of Marvel's and Fadel's fleet in Brazil, sustaining future revenue growth. Assets sales of BRL 56.2 million largely reflect the higher value of our assets and fleet optimization measures.

Besides fleet expansion and renewal, our CAPEX is also directed to expanding our technology structure. The investments generate benefits such as greater cargo visibility, reduction of logistics costs by increasing the productivity of the Company and of our customers, and increasingly aim to provide distinguished services. The cash outflow related to the investments realized in the above mentioned period are reflected in the "Cash Flow" section.

Profitability

ROIC (Return on Invested Capital)	3Q22 LTM	3Q21 LTM	2Q22 LTM	3Q22 Annualized
EBIT	690.4	532.2	627.0	889.5
Effective rate of the Logistics segment	18%	22%	22%	22%
NOPLAT	565.9	416.3	490.4	695.8
Current Period Net Debt	3,168.1	2,349.5	3,022.3	3,168.1
Previous period Net Debt	2,349.5	1,631.3	1,930.6	2,349.5
Average Net Debt	2,758.8	1,990.4	2,476.5	2,758.8
Current Period Equity	1,388.3	1,345.2	1,351.7	1,388.3
Previous period Equity	1,345.2	1,415.8	1,258.9	1,345.2
Average Equity	1,366.8	1,380.5	1,305.3	1,366.8
Invested Capital Current Period	4,556.4	3,694.7	4,374.0	4,556.4
Capital Invested Previous Period	3,694.7	3,047.1	3,189.5	3,694.7
Average Invested Capital	4,125.5	3,370.9	3,781.8	4,125.5
ROIC	13.7%	12.3%	13.0%	16.9%

LTM ROIC in 3Q22 was 13.7%, 1.4 p.p. higher than 3Q21 and 0.7 p.p. higher than 2Q22 ROIC (considering normalized effective tax rate, as disclosed in the 2Q22 report). The better quarter-over-quarter ROIC shows the Company's prudent allocation of capital, with growth in projects with adequate return and proven ability to pass on cost inflation.

We also did an exercise to calculate the annualized ROIC for 3Q22, considering a normalized tax rate of 21.7%. In this scenario, we would have a ROIC of 16.9%.

Cash Flow

Cash Flow (R\$ million)	3Q22	2Q22	3Q21	2021	2020	2019
EBITDA	298.9	250.7	198.2	758.0	432.0	514.0
Working Capital	117.7	231.0	11.0	(25.4)	9.0	(15.0)
Cost of asset sales for rent and services provided	39.3	56.5	20.2	64.1	167.0	161.0
Maintenance Capex	(41.3)	(56.1)	(56.7)	(189.8)	(67.9)	(72.0)
Non Cash and Others	(2.8)	(64.8)	2.1	(16.9)	3.0	(18.0)
Cash generated by operational activities	411.8	417.3	174.8	590.0	543.1	570.0
(-) Income tax and social contribution paid	(2.5)	9.0	-	(27.3)	(110.0)	(7.0)
(-) Capex others	(12.9)	(19.8)	(27.6)	(78.1)	(35.0)	(37.0)
Free Cash Flow	396.5	406.5	147.3	484.6	398.1	526.0
(-) Expansion Capex	(154.6)	(246.9)	(154.6)	(383.5)	(225.1)	(258.0)
(-) Companies acquisition	(4.9)	1.5	(164.4)	(229.3)	(150.0)	-
Cash flow after growth	237.0	161.0	(171.8)	(128.1)	23.0	268.0

The Company has a strong generation of operating cash. In 3Q22, free cash flow before growth was BRL 396.5 million. The number, after growth, was positive at BRL 237 million, even after a robust expansion capex cash outflow of BRL 154.6 million to support the deployment of new contracts.

Stock Performance

Stock Performance since the IPO on 09/09/2020



At the close of October 31, 2022, the share price of JSLG3 was BRL 7.63 with a buy recommendation from the eleven analysts that cover our stock. A summary table with the recommendations follows below. Assuming the average target stock price found in the table below, the stock has an upside potential of 52%.

Institution	Analyst	Recommendation	Last Target Price Revision	Target Price
Banco BTG Pactual	Lucas Marquiori	Buy	06/30/2022	BRL 12.00
Itau BBA Securities	Thais Cascello	Buy	08/03/2022	BRL 13.50
JP Morgan	Guilherme Mendes	Buy	08/30/2022	BRL 10.50
Eleven Financial Research	Alexandre Kogake	Buy	06/09/2022	BRL 12.00
NAU Securities	Alejandro Demichelis	Buy	05/04/2022	BRL 13.00
Bradesco BBI	Vitor Mizusaki	Buy	24/10/2022	BRL 14.00
Banco Safra	Luiz Pecanha Filho	Buy	06/07/2022	BRL 11.20
XP Investimentos	Pedro Bruno	Buy	08/24/2022	BRL 11.00
Banco Inter	Diego Bellico	Buy	08/03/2022	BRL 9.00
Genial Investimentos	Ygor Bastos de Araújo	Buy	08/03/2022	BRL 10.00
EQI	Lucas Daniel	Buy	10/13/2022	BRL 11.00

Average BRL 11.56

Exhibit I - EBITDA and Net Income Reconciliation

EBITDA Reconciliation (R\$ million)	3Q22	3Q21	▲ Y / Y	2Q22	▲ Q / Q	9M22	9M21	▲ Y / Y
Total Net Income	37.4	83.1	-55.0%	29.9	25.2%	100.3	218.3	-54.1%
Financial Result	172.0	50.5	240.6%	143.3	20.1%	427.6	110.1	288.4%
Taxes	13.0	3.2	310.7%	5.0	158.9%	28.6	47.8	-40.2%
Depreciation and Amortization	76.6	61.5	24.5%	72.6	5.5%	212.7	161.6	31.6%
EBITDA	298.9	198.3	50.8%	250.7	19.2%	769.1	537.8	43.0%
Cost of Asset Sales	39.3	20.3	93.4%	56.5	-30.5%	116.9	48.7	140.1%
EBITDA-A	338.2	218.6	54.7%	307.2	10.1%	886.0	586.5	51.1%

Net Income Reconciliation(R\$ million)	3Q22	3Q21	▲ Y / Y	2Q22	▲ Q / Q	9M22	9M21	▲ Y / Y
Net Income	37.4	83.1	-55.0%	29.9	25.2%	100.3	218.3	-54.1%
Extemporaneous net credits	-	(18.2)	n.a	-	n.a	-	(102.1)	n.a
Write-off of improvements	-	-	n.a	-	n.a	-	6.0	n.a
Provisions	-	-	n.a	-	n.a	-	10.6	n.a
Others	4.8	3.4	n.a	4.3	n.a	13.3	27.9	n.a
Adjusted Net Income	42.2	68.2	-38.1%	34.2	23.5%	113.6	160.7	-29.3%
<i>Margin (% NR)</i>	<i>2.6%</i>	<i>5.8%</i>	<i>-3.2 p.p.</i>	<i>2.4%</i>	<i>+0.2 p.p.</i>	<i>2.6%</i>	<i>5.4%</i>	<i>-2.8 p.p.</i>

The adjustment amount of BRL 4.8 million in the PPA in 3Q22 line refers to the amortization value of the price allocation items of the acquisitions made.

Exhibit II – Balance Sheet

Assets (R\$ million)	3Q22	2Q22	3Q21	Liabilities (R\$ million)	3Q22	2Q22	3Q21
Current assets				Current liabilities			
Cash and cash equivalents	388.6	132.6	149.0	Providers	307.5	328.4	187.2
Securities	282.0	506.0	312.5	Confirming payable (Automakers) (ICVM 01/2016)	-	-	-
Derivative financial instruments	0.1	0.1	0.1	Loans and financing	54.4	23.8	74.1
Accounts receivable	1,227.1	1,162.4	1,161.6	Debentures	50.0	60.4	1.5
Inventory / Warehouse	63.2	64.3	56.0	Financial lease payable	10.1	23.5	25.4
Taxes recoverable	153.7	174.9	86.9	Lease for right use	73.2	61.3	59.8
Income tax and social contribution	51.5	39.2	89.3	Labor obligations	365.9	311.6	278.9
Other credits	15.9	28.1	3.6	Tax liabilities	10.7	10.0	23.5
Prepaid expenses	30.5	36.5	26.4	Income and social contribution taxes payable	105.3	100.6	82.4
Other credits intercompany	-	-	-	Other Accounts payable	115.4	98.2	61.5
Dividends receivable	-	-	-	Dividends and interest on capital payable	-	-	-
Assets available for sale (fleet renewal)	57.4	50.8	60.7	Advances from customers	45.5	17.7	10.4
Third-party payments	21.7	17.3	33.0	Related parts	-	-	41.7
Total current assets	2,291.8	2,212.2	1,979.3	Acquisition of companies payable	90.2	104.1	206.0
Non-current assets				Total Current liabilities	1,228.1	1,139.6	1,052.5
Non-current				Non-current liabilities			
Securities	0.0	0.0	3.3	Loans and financing	1,923.2	1,783.0	1,600.8
Derivative financial instruments	5.6	35.2	1.1	Debentures	1,794.4	1,792.6	1,093.4
Accounts receivable	26.4	15.5	17.2	Financial lease payable	12.3	13.0	20.4
Taxes recoverable	140.3	193.6	240.0	Lease for right use	350.4	295.8	247.3
Deferred income and social contribution taxes	6.4	20.9	56.9	Tax liabilities	33.8	32.1	27.2
Judicial deposits	63.3	62.8	66.6	Provision for judicial and administrative claims	285.3	296.4	359.6
Income tax and social contribution	33.6	31.4	35.4	Deferred income and social contribution taxes	127.3	117.6	150.3
Related parts	-	-	1.6	Related parties	1.8	1.7	1.6
Compensation asset by business combination	230.0	244.2	297.2	Other Accounts payable	14.5	18.4	8.3
Other credits	21.8	18.8	13.4	Company acquisitions payable	288.0	283.1	321.0
Total	527.4	622.4	732.7	Total Non-current liabilities	4,830.9	4,633.6	3,829.9
Investments	-	-	-	Total Equity	1,388.3	1,351.7	1,345.2
Property, plant and equipment	3,774.0	3,428.5	2,654.9	Total Liabilities and Equity	7,447.3	7,124.9	6,227.5
Intangible	854.1	861.9	860.7				
Total	4,628.1	4,290.4	3,515.6				
Total Non-current assets	5,155.5	4,912.7	4,248.3				
Total Assets	7,447.3	7,124.9	6,227.5				

Exhibit III - Operational Segments

The main services in our portfolio are grouped into:

Dedicated Logistics Operations: Accounted for 38% of Net Revenue from Services in 3Q22 and consist of closed-circuit operations as part of the client's production process with a high level of specialization and customization and a high degree of technological integration and monitoring. Contracts in this segment have terms of 3 to 5 years and involve own assets and real time monitoring software, commodity logistics and studies and sizing of activities to identify the best options for the clients, raw material and product loading, raw material supply, finished product shipment, internal and port area movement, road maintenance, waste management, and waste disposal. The segment also includes chartering and rental with driver services for transportation of the clients' employees and internal logistics at the client's facilities, which comprise a vast niche of customized services for each operation, and include the handling of raw materials, products, and assembly line supply. Dedicated operations volumes relate to the performance of commodities and the country's industrial activity. The main sectors of activity include pulp and paper and mining.

Road Cargo Transport: It represented 42% of the net revenue from services in 3Q22. Based on long-term B2B contracts (24 to 36 months) mostly focused on Asset Light operations and requires low investment for asset replacement and operation expansion. We have a network of more than 55,000 registered third-party and independent truck drivers, which provides capillarity and technology that integrates our clients to our truck drivers and to our clients' clients. Road freight transport of inputs or finished products, including new vehicles, from the supply location to their final destination, that is, end-to-end product freights through FTL shipping. Freight transport relates to the performance of consumption and the shipment of goods in the country for domestic consumption or export. The top sectors served by freight transport are Food and Beverage, Automotive, and Consumer Goods.

Urban Distribution: It represented 8% of the net revenue from services in 3Q22. Last-mile distribution, with the supply to POS (Points of Sale) located in large urban centers, in closed or fractioned loads, and packaging management and return. The company operates with dry, chilled or frozen cargo with online temperature control and outbound and return deliveries from/to warehouses operated by JSL or not, or directly from industry to retail. The segment is focused on B2B with contracts lasting an average of one to two years. Depending on the profile of the operation, we hire third-party and independent truck drivers with specific vehicles for the distribution of each type of product, or we use our own fleet, as is the case of the Fadel operation. Urban distribution is directly connected to consumption performance in Brazil since it serves the B2B segment and what can be considered the B2C segment, which is the delivery to points that will serve as basis for distribution to the final consumer. JSL and FADEL have urban distribution operations mainly in the Food and Beverage and Consumer Goods sectors.

Warehousing: The segment represented 12% of the Net Revenue from Services in 3Q22. JSL manages about 1,000,000 m² of dedicated, multi-client warehouses, handling receiving, dry, chilled and frozen storage, production line sequencing, and supply of packaging and packers, with client sales systems connected to JSL for delivery within 24 hours, and connecting to the urban distribution service, if applicable. The top sectors served by the segment are Consumer Goods and Food and Beverage. With TPC, we added a less-than truckload operation and also started operating in the Cosmetics, Telecommunications, and Pharmaceutical sectors.

Exhibit IV - Description of the Acquired Companies



Fadel provides services in Urban Distribution, Dedicated Road Freight Logistics, and Internal Logistics. The company is present in the beverage, food, and consumer goods sectors and has launched e-commerce activities. It operates under the Asset-Heavy model, even though it also provides some services under the Asset-Light model. Fadel's acquisition marked a strategic move to increase our footprint in the urban food and beverage distribution sector, expand our portfolio, and produce immediate financial gains by capturing synergies. Today, with more than 5,000 employees and 2,200 pieces of equipment, present in 13 Brazilian states, in Paraguay with 5 units, and in South Africa, Fadel has been gaining space in the market, always providing excellence. The company guarantees the commitment to deliver high productivity in the supply chain, always aiming at responsibility and safety.



TransMoreno is a relevant player in the shipment of new vehicles in Brazil. It has two of the country's main OEMs in its portfolio and carries vehicles to their final destination in the North, Midwest, and Southeast regions of Brazil. The company operations are complementary to JSL and bring us synergies and cross-selling opportunities in a segment where JSL has a vast portfolio of services and clients, benefits and competitive advantages captured through the generation of synergies, and opportunities to sign new contracts. Transmoreno seeks the best solution to serve its customers, focused on taking care of the needs and particularities of each process, developing customized solutions for each business segment, delivering added value in operations, and constantly seeking to reduce operating costs, passing on to customers the technical gains obtained with continuous improvements.



TPC is a company that operates in the Asset Light model. The company focuses on the operation of bonded or non-bonded warehouses, dedicated in-house logistics, cross-docking, and integrated distribution management, including the last-mile and reverse logistics. TPC is mainly present in the cosmetics, fashion, retail, electronics, telecommunications, pharmaceuticals, hospital equipment, consumer goods, oil & gas and petrochemical sectors, and has a base of state-owned and private clients who are leaders in their segments, such as: Natura (client for over 10 years), Puma, Alpargatas, 3M, Braskem, Whirlpool, Claro, 3M, Chanel, and the São Paulo City Administration, among others. In 2019, TPC was voted Best Logistics Operator by Editora OTM and ABOL, the Brazilian Association of Logistics Operators, in addition to awards received from its major clients, such as Natura, Avon, Claro and Infraero. The combination with TPC adds scale and brings synergies to JSL's warehousing and internal logistics business. It adds new services to its portfolio, such as dedicated in house operations and last mile distribution.

With more than 20 years in the market, TPC is one of the main Logistic Operators in Brazil, present in 14 states of the country and with almost 5000 employees. Our 105 operations have 850,000 m² of storage area, 140.000 deliveries per year, and 280,000 pallet positions. TPC Logística Inteligente has the ideal solution for each need, always focusing on Lean & Green Logistics. The company's goal is to deliver intelligent logistics solutions for the benefit of the business chain and to bring the world closer together through intelligent logistics solutions.



Rodomeu specializes in the road transport of highly complex cargoes, which include (i) Gases and Chemicals, working in the transfer and distribution of chemical products (LPG, ammonia, propane, propene, butane, butene, butadiene, hydrogen peroxide, among others); (ii) Machinery and Equipment, transporting machinery for civil construction, farm machinery and equipment, metal and steel products, among others; (iii) dedicated transportation of inputs and finished products in the pulp and paper, steel, and food industries. Rodomeu also operates in special operations and, for 12 years, has been the official carrier of the Brazilian Formula 1 Grand Prix. Rodomeu's acquisition aims to increase our scale and share in the specialized transportation of highly complex cargoes, farm and construction machinery and equipment, and in general cargo, while entering the segment of compressed gases, thereby diversifying our exposure to different sectors. The Company's greatest mission is to provide our clients reliability, agility, and safety in our services.



Marvel currently has one of the largest own fleets for international refrigerated transport in South America, with more than 1.7K operational assets, and trucks with an average age of approximately 3.6 years. The transaction aims to generate economies of scale, increase JSL's share in the segment of refrigerated, frozen and dry cargo transport (focused on the food sector), and increase our footprint in other South American countries, in line with our strategic plan to increase the relevance of the company as a global player. Marvel offers simple and safe solutions in freight transport, and connects to all of Brazil, Mercosur and Chile, promoting a good experience and trust for the customer. It offers a team of high expertise and a complete structure. It is what makes Marvel's services preferred and admired wherever it operates.



TruckPad connects truckers with freight forwarders, industry, and shippers in minutes. The company was acquired by JSL in May/2022, in order to accelerate JSL's digital development. Truckpad is a logtech company founded 10 years ago, which has a complete solution for freight transport in the Brazilian market. With more than 800 thousand registered drivers, Truckpad intermediates and optimizes the hiring and management of freight by shippers and carriers. The platform advises shippers, carriers, and independent professional drivers in all stages of the process, from hiring, to real-time cargo tracking, to freight payment management. It also offers complete solutions for the digitalization of the logistic operation for shippers, with digitalization of all its transactional system, including the drivers' payment system. It has more than 30,000 registered shippers, and more than 1 million freights offered monthly.

Glossary

EBITDA-A or EBITDA Added – Corresponds to EBITDA plus the residual accounting cost from the sale of fixed assets, which does not represent operational cash disbursements, as it is merely an accounting representation of the write-off of assets at the time of sale. Thus, the Company's Management believes that EBITDA-A is a most adequate measure of operating cash flow than traditional EBITDA as a proxy for cash generation to gauge the Company's capacity to meet its financial obligations. We also emphasize that based on public indentures of our debentures, to calculate leverage and net financial expenses coverage ratios, EBITDA-A corresponds to the earnings before financial results, taxes, depreciation, amortization, impairment of assets and equity equivalence, plus the sale of assets used in the provision of services, calculated over the last 12 (twelve) months, including the EBITDA Added of the last 12 (twelve) months of the merged and/or acquired companies.

IFRS16 - The International Accounting Standards Board (IASB) has issued CPC 06 (R2) /IFRS 16, which requires lessees to recognize most leases on the balance sheet, with a liability for future payments and an asset for the right-of-use being recorded. The standard entered into effect as of January 1, 2019.

Dedicated Services or Services Dedicated to the Supply Chain – Services provided in an integrated and customized manner for each client. They include managing the flow of inputs/raw materials and information from the supplier through the entry of the materials into the client's facilities (Inbound operations), the outflow of finished products from the customer's facilities to the point of consumption (Outbound operations), and product handling and inventory management, Reverse Logistics and Warehousing.

Additional Information

This Earnings Release is intended to detail the financial and operating results of JSL S.A. in the third quarter of 2022. The financial information is presented in millions of Brazilian Reais (BRL) unless otherwise indicated. The Company's interim financial information is prepared under the Brazilian Corporation Law and is presented on a consolidated basis under CPC-21 (R1) Interim Financial Reporting and IAS 34 - Interim Financial Reporting, issued by the IASB. Comparisons refer to the revised 2Q21 and 1Q22 data, except where otherwise indicated.

As of January 1, 2019, JSL adopted CPC 06 (R2)/IFRS 16 in its accounting financial statements corresponding to the 1Q19. None of the changes leads to the restatement of the financial statements already published.

Due to rounding, the financial information presented in this document may not exactly reconcile with the figures presented in the audited consolidated financial statements.

Disclaimer

We make forward-looking statements that are subject to risks and uncertainties. Such statements are based on the beliefs and assumptions of our Management and rely on information to which the Company currently has access. Forward-looking statements include information about our intentions, beliefs, or current expectations and those of the Company's Board of Directors and Management.

Disclaimers for forward-looking information and statements also include information on possible or supposed operating results, as well as statements that are preceded, followed, or that include the words "believes," "may," "will," "continues," "expects," "predicts," "intends," "plans," "estimates," or similar expressions.

Forward-looking statements and information are not guarantees of performance. They involve risks, uncertainties, and assumptions as they relate to future events and depend, therefore, on circumstances that may or may not occur. Future results and shareholder value creation may differ materially from those expressed or implied by the forward-looking statements. Many of the factors that will determine these results and values are beyond our ability to control or predict.

Conference Call and Webcast

Date: **November 04, 2022**, Friday.

Time: **11:00 a.m. (Brasília)**
10:00 am (New York) - With simultaneous translation

Connection phones:
Brazil: +55 11 4090-1621
Other countries: +1 412 717-9627

Access code: **JSL**
Webcast: **ri.jsl.com.br**

Webcast access: The presentation slides will be available for viewing and downloading in the Investor Relations section of our website ri.jsl.com.br. The audio for the conference call will be broadcast live on the platform and will be available after the event.

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