



ENTENDER PARA ATENDER



# RESULTS 1Q22



UMA EMPRESA DO GRUPO







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# HIGHLIGHTS

**1Q22** Strong revenue growth with expanding operating margins



**R\$ 6,2 BILLION ANNUALIZED GROSS REVENUE**  
**83% LARGER THAN THE IPO (2Q20 UDM)**

NET REVENUE FROM SERVICES	EBITDA	NET PROFIT	ROIC UDM	FREE CASH FLOW
<b>R\$ 1,3 bi</b>	<b>R\$ 219 mm</b>	<b>R\$ 33 mm</b>	<b>13,9%</b>	<b>R\$ 198 mm</b>
↑ +49% vs. 1Q21	↑ +72% vs. 1Q21	↓ -24.7% vs. 1Q21	↑ +0.4 p.p. vs. 4Q21	

- Combined organic growth of **21%** vs. 1Q21 – acquired companies grow **31%**;
- **Fourth consecutive quarter** of above **double-digit** combined organic growth;
- Annualized 1Q22 Gross Revenue of **R\$6.2 billion**, **83% higher** than the figures presented in the IPO (2Q20 UDM);
- **Results reflect** improved **operating performance** and continuous appreciation of the asset base;
- **Sylvia Leão** joins JSL's **Board of Directors** bringing expertise in People and Management and retail;
- Achievement of the **Silver Sel at EcoVadis**, being among the best evaluated companies;
- Start of operations with trucks powered by **GNV** and **electric vehicles**;
- **R\$ 700 million** in new contracts signed in 1Q22, with an average term of 40 months.

# COMBINED ORGANIC GROWTH

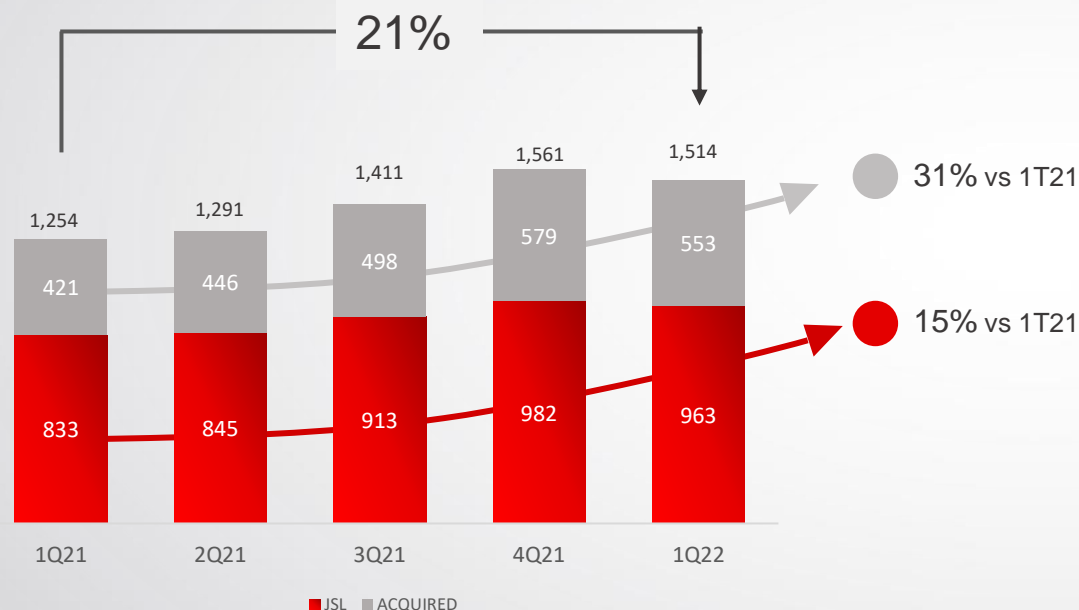


The growth of JSL and acquired company is a result of the capture of new contracts, expansion with clientes and adjustments.



## Evolution of Combined Gross Revenue from Services

R\$ mm



## 21% of organic growth dad acquired (vs 1Q21)

31% of organic growth dad acquired (vs 1Q21)

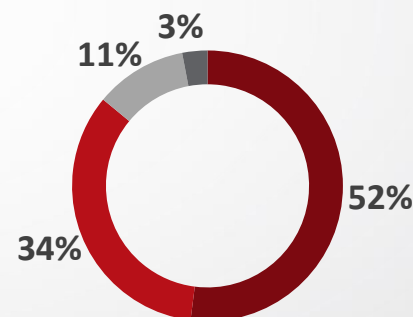
15% of organic growth dad adquired JSL (vs 1Q21)

52% due to readjustments and expansion of current contracts  
48% based on revenue from new contracts

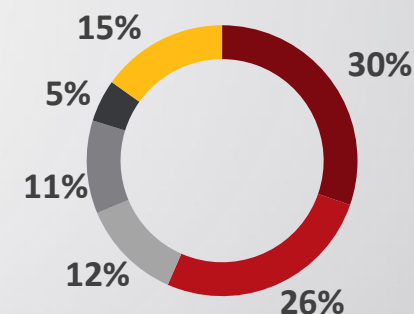
## NEW CONTRACTS SIGNED IN 1T22

**R\$700** mm in new contracts signed in 1Q22, with na average term of **40 months**

## Breakdown of services and sectors:



- Dedicated Operations
- Cargo Transportation
- Warehousing
- Urban Distribution



- Pulp and Paper
- Food and Beverage
- Steel and Mining
- Consumer Goods
- E-commerce
- Others

## CROSS SELLING

**94%** Of new contracts with existing customers and 6% in new customers.

# RESULTS

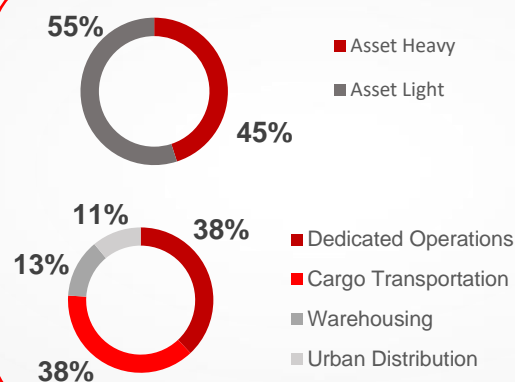
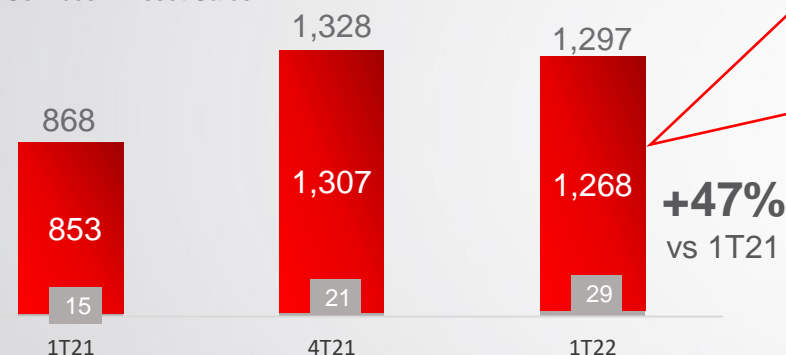
**1Q22** Accelerated growth and margin expansion



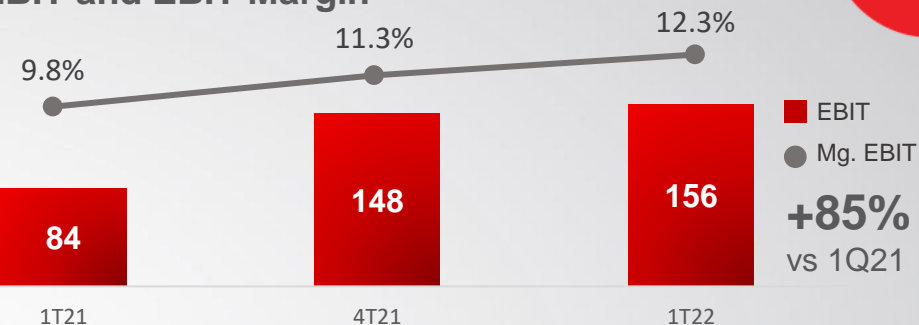
## Net Revenue

R\$m

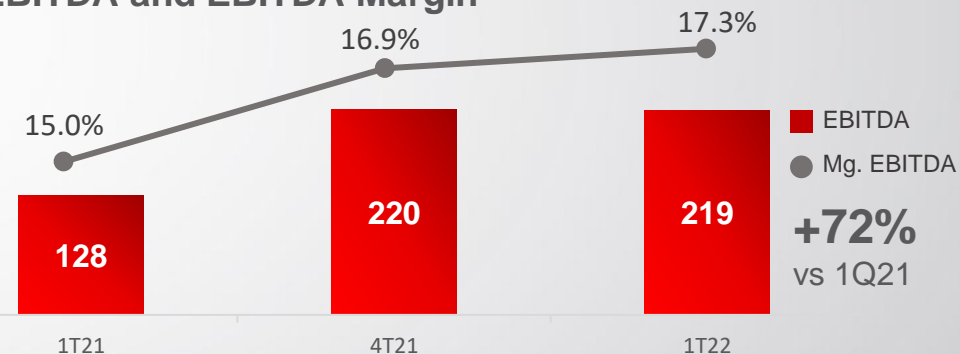
■ Services ■ Asset Sales



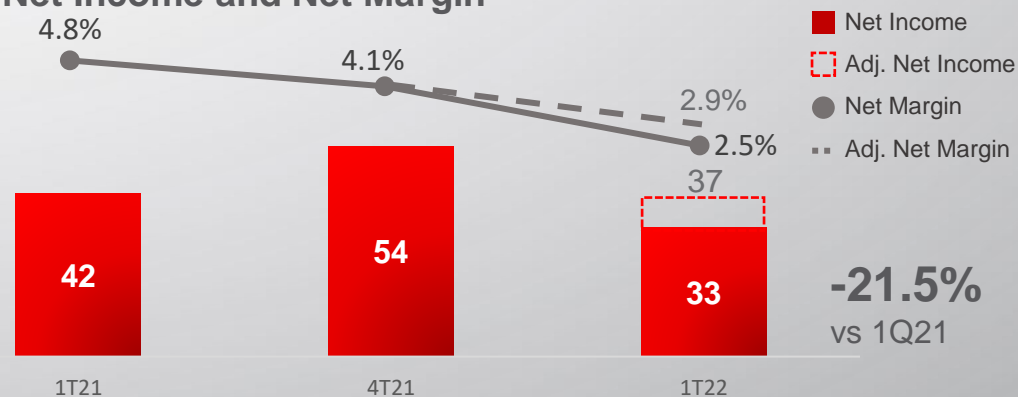
## EBIT and EBIT Margin



## EBITDA and EBITDA Margin

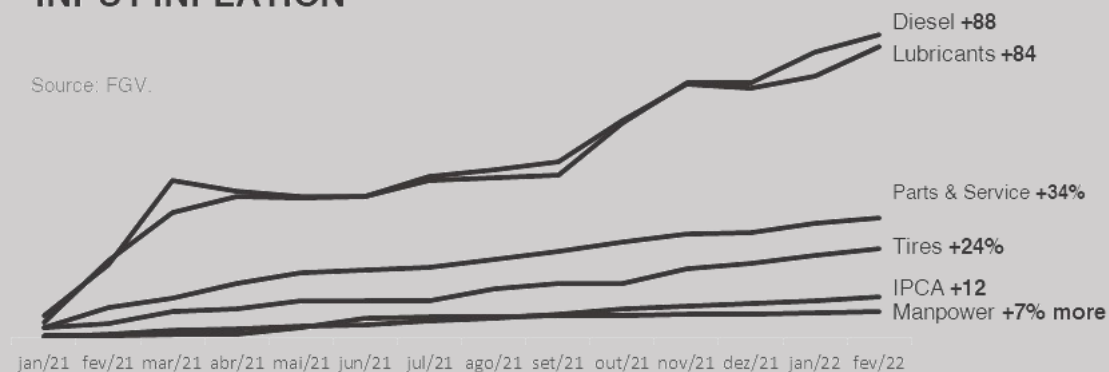


## Net Income and Net Margin



## INPUT INFLATION

Source: FGV.



# SOLID CAPITAL

## STRUCTURE

Foundation to accelerate the growth of JSL and its acquired companies.



### DEBT AND LEVERAGE

R\$ mm

R\$ MM	1Q22
Gross Debt	3,648.5
Cash and Cash Equivalents	689.2
Net Debt	2,989.4

NET DEBT/EBITDA

**3.3x**

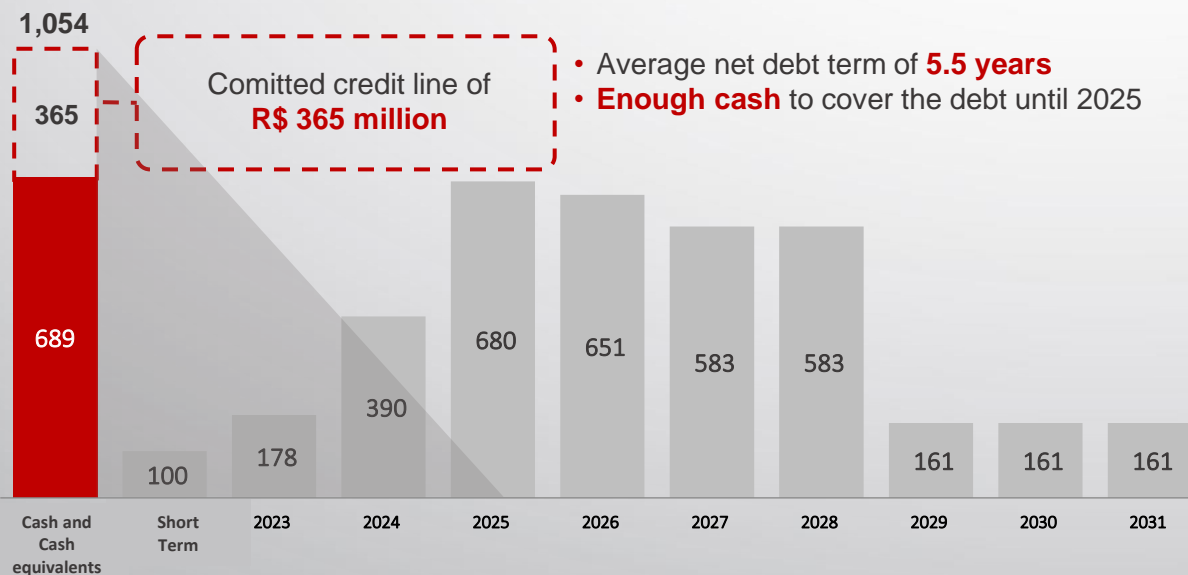
EBITDA LTM  
R\$886.5 mm

NET DEBT/EBITDA-A

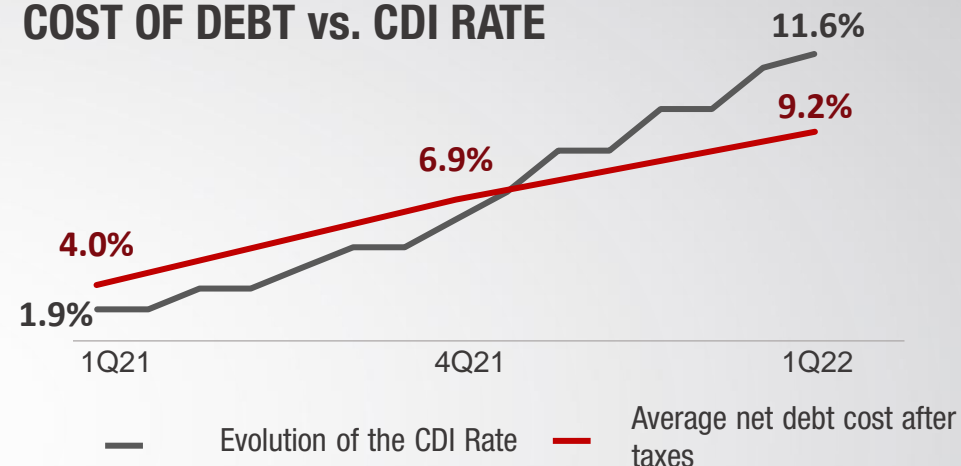
**3.1x**

EBITDA-A LTM  
R\$961.7 mm

### AMORTIZATION SCHEDULE R\$ mm



### COST OF DEBT vs. CDI RATE



### INCREASE IN INTEREST RATE AND IMPACT ON FINANCIAL EXPENSES

- In 1Q22, the financial result was an expense of R\$112.3 million, 23% higher than in 4Q21;
- Net Debt reflecting the payment of CAPEX contracted in 3Q 4Q21;
- The CDI rate increased from 2.65% p.a at the end of mar/21 to 11.65% p.a at te end of mar/22 (+9,0 p.p).

# CAPEX

1Q22

Continued accelerated growth with margin expansion.



## CAPEX 1Q22

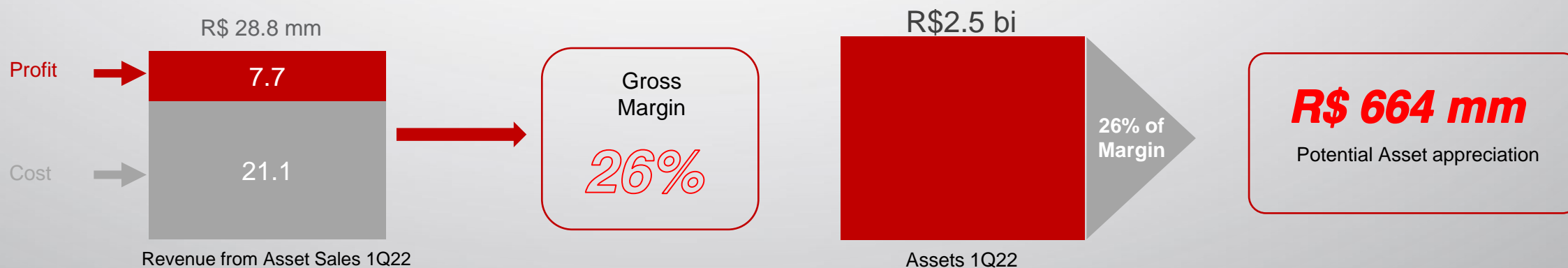
R\$ mm



### CAPEX PERFORMED GUARANTEES CAPACITY OF GROWTH IN THE COMING YEARS

- 26% of the capex allocated to the renewal and expansion of the acquired companies' fleet;
- BRL 38 million for renovation and BRL 206 million for expansion
- Sale of assets 94.5% higher vs 1Q21, with a margin of 17 p.p. bigger.

## Potential Asset Appreciation





# MAIN SUSTAINABILITY TOPICS



## Launching of JSL Corporate University



JSL among **the best 25%** of companies evaluated in the socio-environmental assessment of supply chains and suppliers.



Recognition as **“HOME COMPANY IN SSMA”** BY OUR CLIENTS Braskem.



Recognition of FADEL **as one of the three best** AMBEV logistics operators in South America.

## JSL\* CLIMATE SURVEY

**89%** satisfaction with 78% participation (11,000 responses in the first survey).

**High ENPS:** 71% Promoters – 8% detractors = 63% ENPS.

**Resultado de 96%** result on the question: Is this company really customer-centric.



# FOCUS ON THE *EXECUTION*



## TRANSFORMATION FROM THE IPO

(SET/2020)

GROSS REVENUE

**+83%**

R\$ 6.2 billion<sup>1</sup>  
vs. R\$ 3.4 billion  
(2Q20 LTM)

EBITDA

**+100%**

R\$ 878 million<sup>1</sup> vs.  
R\$ 440 million (2Q20  
LTM)

Continuity of **negotiations** with  
customers to **pass on costs and**  
**focus on operational efficiency;**



Pleople, scale and balance  
form a solid foundation for us  
to take advantage of  
opportunities for **organic**  
**growth** and **M&A**

Long-term customer **relationships**  
**ensure** future growth thanks to the  
high level of **trust in the services**  
provided by JSL

**Accelerating the technology**  
**and innovation** agenda is the  
basis for finding **new revenue**  
**streams and expandinh** our  
**customer base**



<sup>1</sup> Números 1T22 atualizados



# JSL SERVICES

Scan the QR Code and watch the video.







# Thank you!



## RELATION WITH JSL INVESTORS

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