

# CONFERENCE CALL 4T20 E 2020 (Preliminary unaudited)



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## ***DISCLAIMER***

The information contained here has been prepared by VAMOS and may include statements that represent expectations about future events or results. The information consists on beliefs and assumptions of the Company's management, as well as information currently available. These forward-looking statements substantially depend on the market conditions, government regulations and operational factors could affect future performance of VAMOS and could lead to results that differ materially from those mentioned in these forward-looking statements. The information is summarized and does not purport to be complete. The Company's shareholders and potential investors should read this presentation always jointly with the Financial Statements and Earnings Release.





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## 4Q20 AND 2020 HIGHLIGHTS – GRUPO VAMOS

- 📍 Record net income of **R\$54.3 million** in **4Q20** (+57.2% YoY) and **R\$179.2 million** in **2020**, up 26.4% YoY;
- 📍 Contracted **CAPEX** in 2020 of **R\$1.285 million**, representing **76.8% growth** compared to 2019 (R\$727.0 million);
  - 📍 **CAPEX** of **R\$324.0 million** in **4Q20** for new rental contracts (**3.3x higher y/y**);
- 📍 Net revenue of **R\$422.5 million** in 4Q20 (+31.0% y/y) and **R\$1.5 billion** in 2020, a **24.8% increase** over 2019;
- 📍 Operating Income (EBIT) of **R\$103.0 million** in 4Q20 (+33.3% y/y) and in 2020 of **R\$369.6 million** (+26.3% y/y);
- 📍 EBITDA of **R\$177.4 million** in 4Q20 (+28.4% y/y) and in 2020 of **R\$638.9 million**, a **growth of 21.1%** compared to 2019;
- 📍 ROE 2020 of **35.9%**, an increase of 10.9 p.p. compared to 2019.
- 📍 ESG: Adherence to the ONU Global Compact, neutralization of CO2 emissions (Scope 1) and engagement for System B Certification.

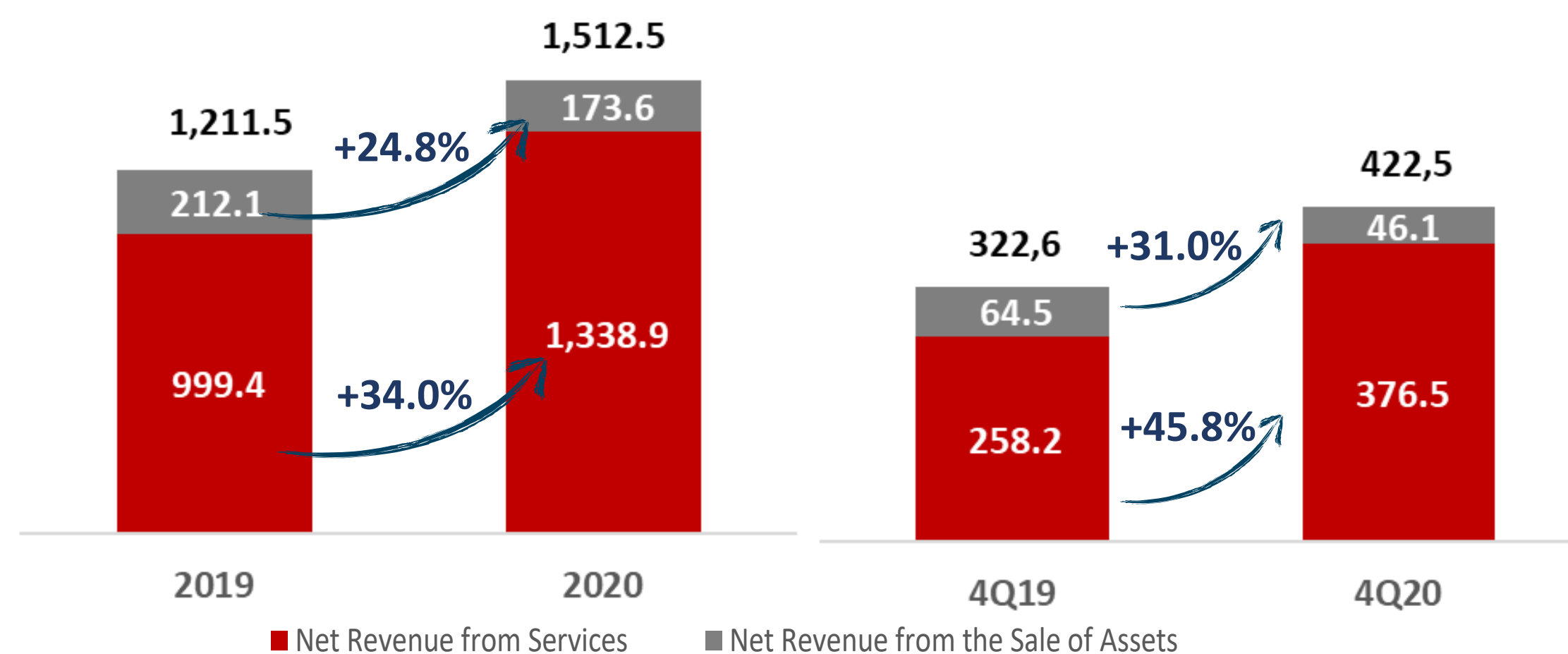




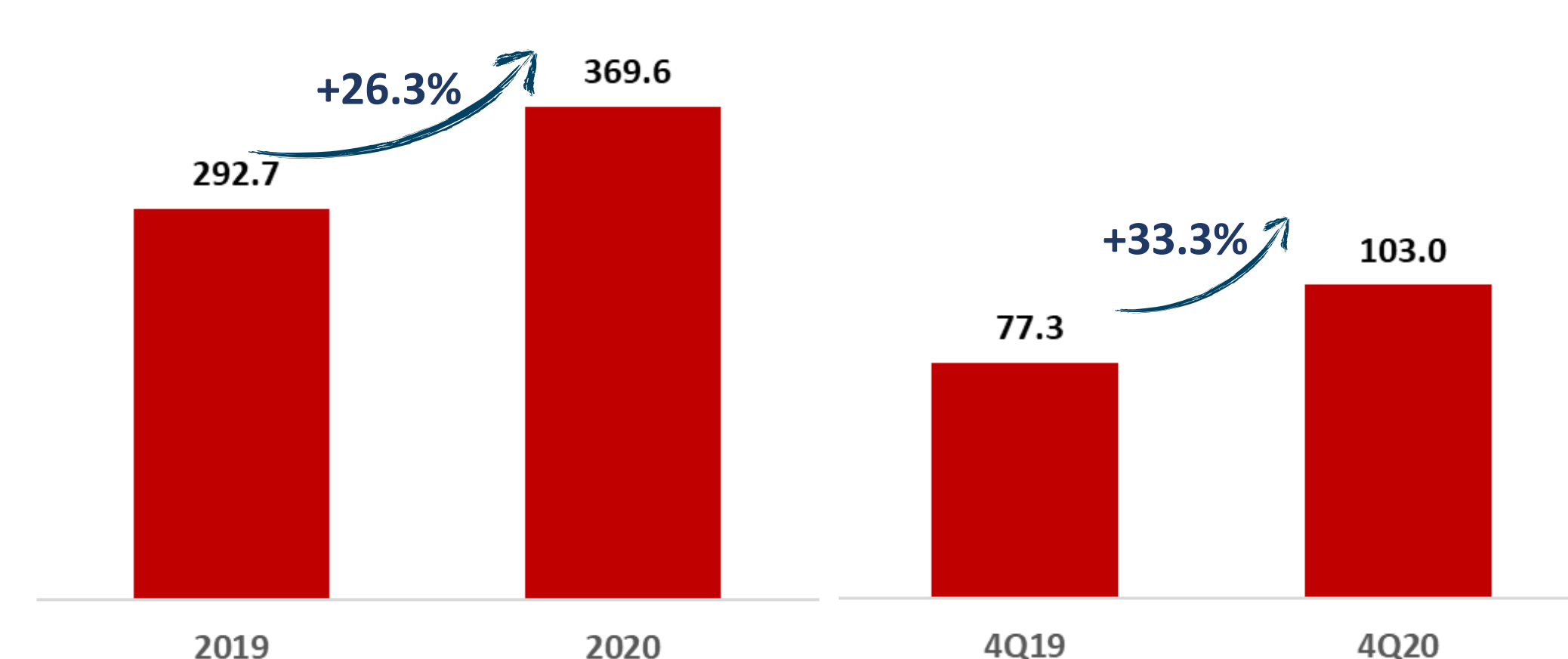
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## 4Q20 AND 2020 HIGHLIGHTS – GRUPO VAMOS CONSOLIDATED

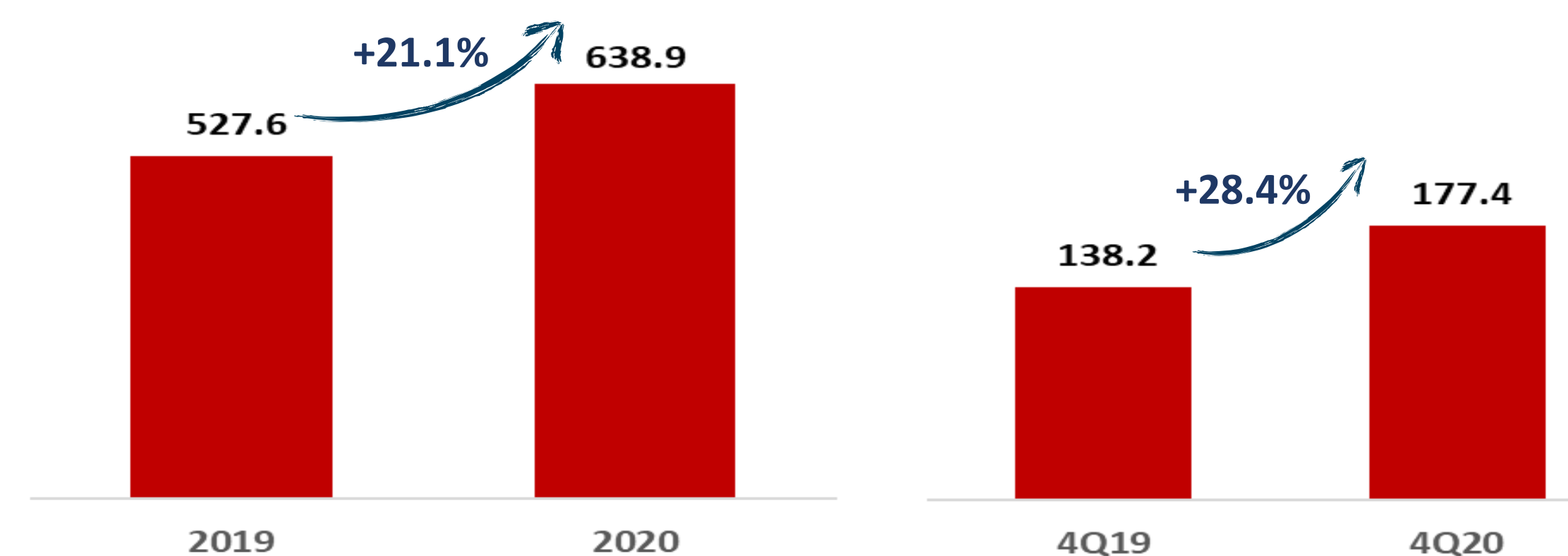
NET REVENUE (R\$ million )



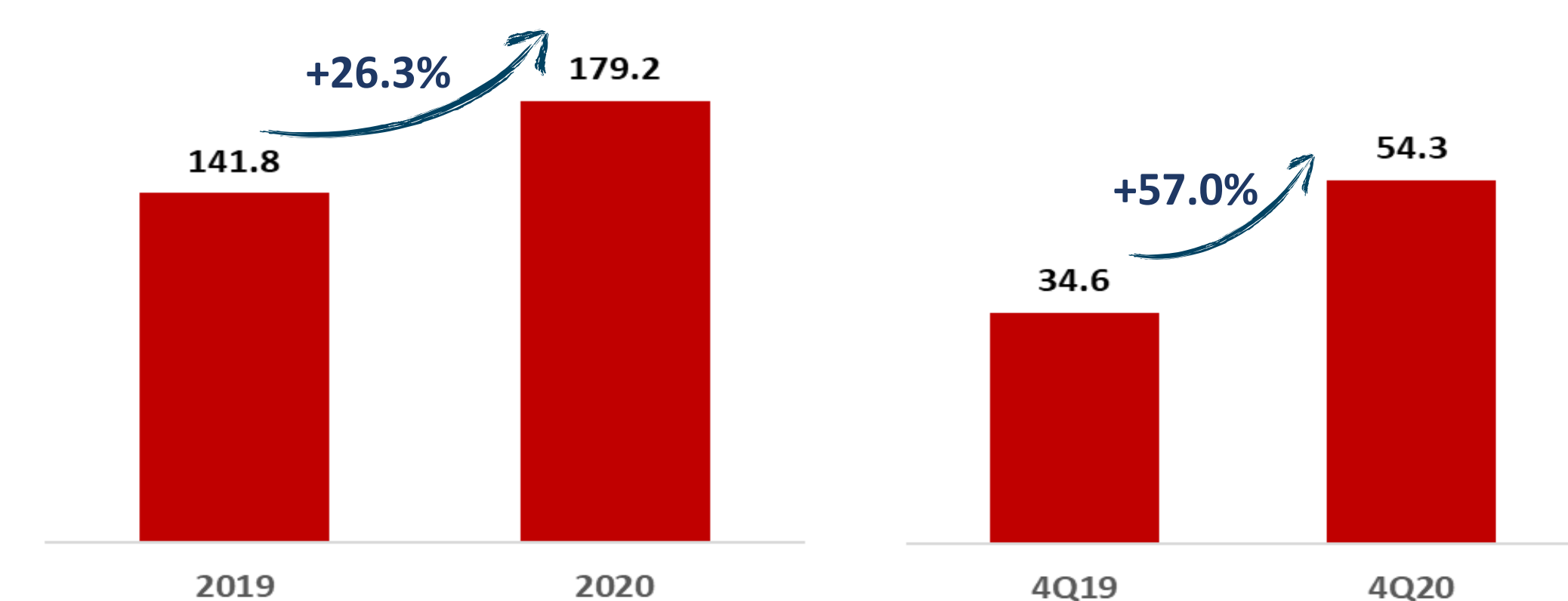
EBIT (R\$ million )



EBITDA (R\$ million )



Net Income(R\$ million )

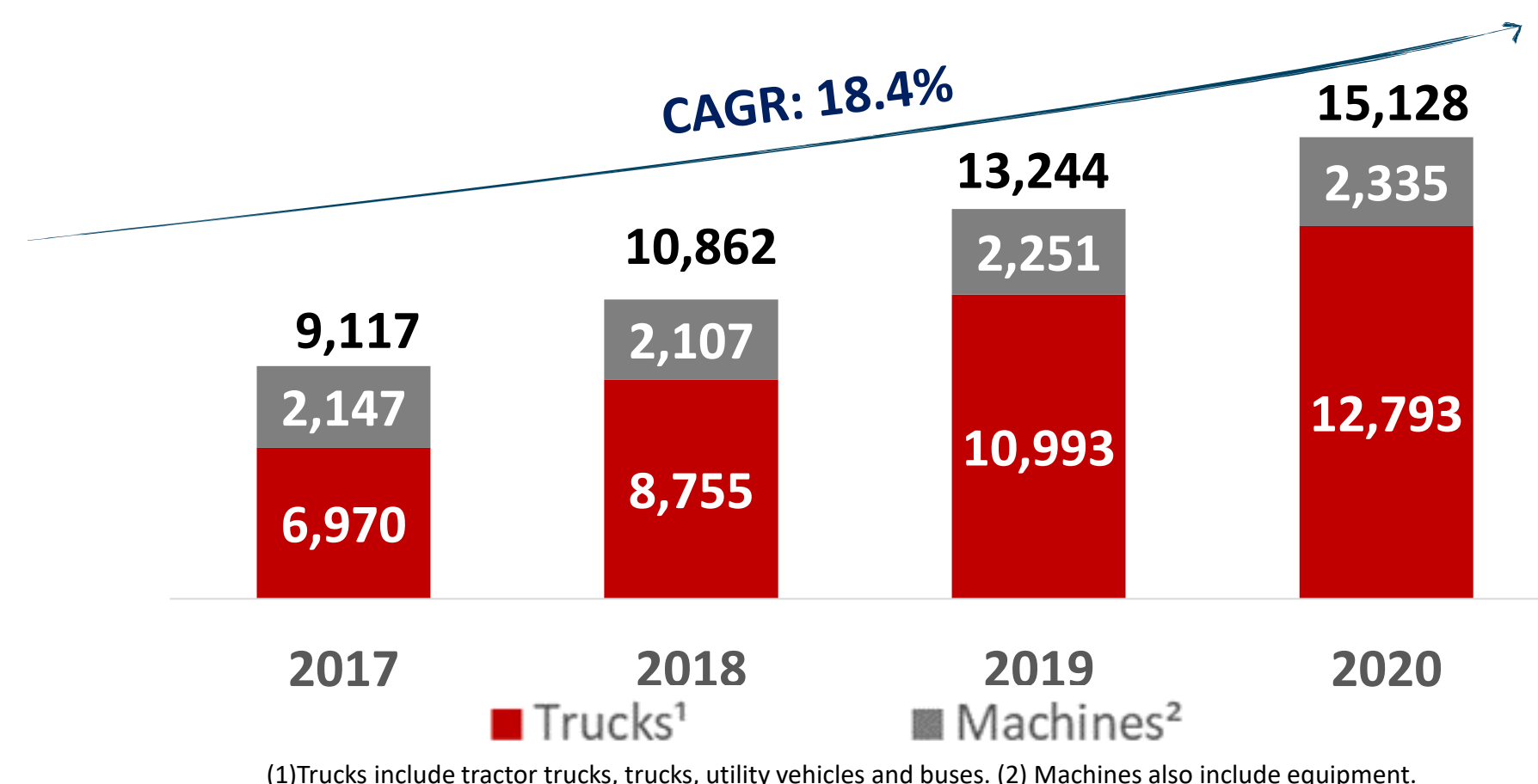




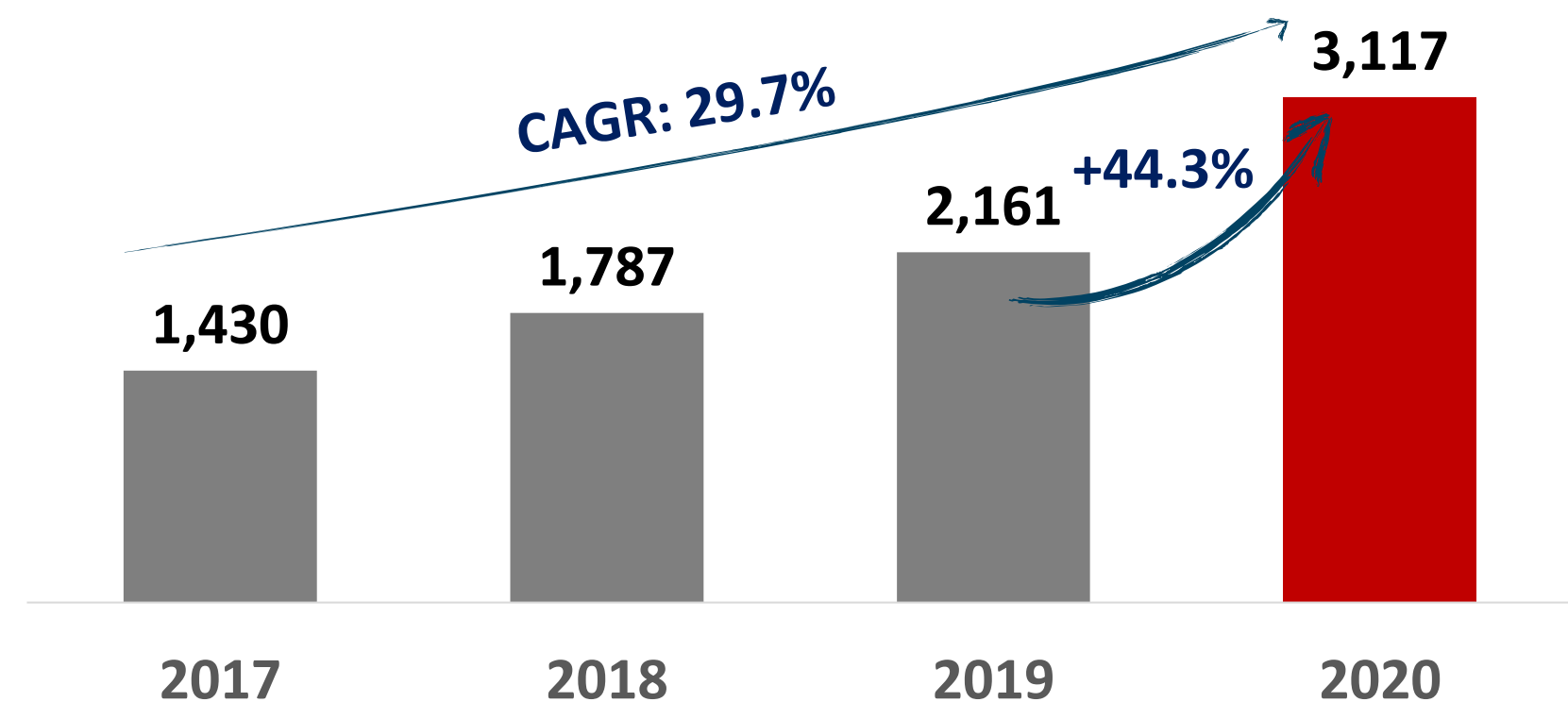
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## RENTAL

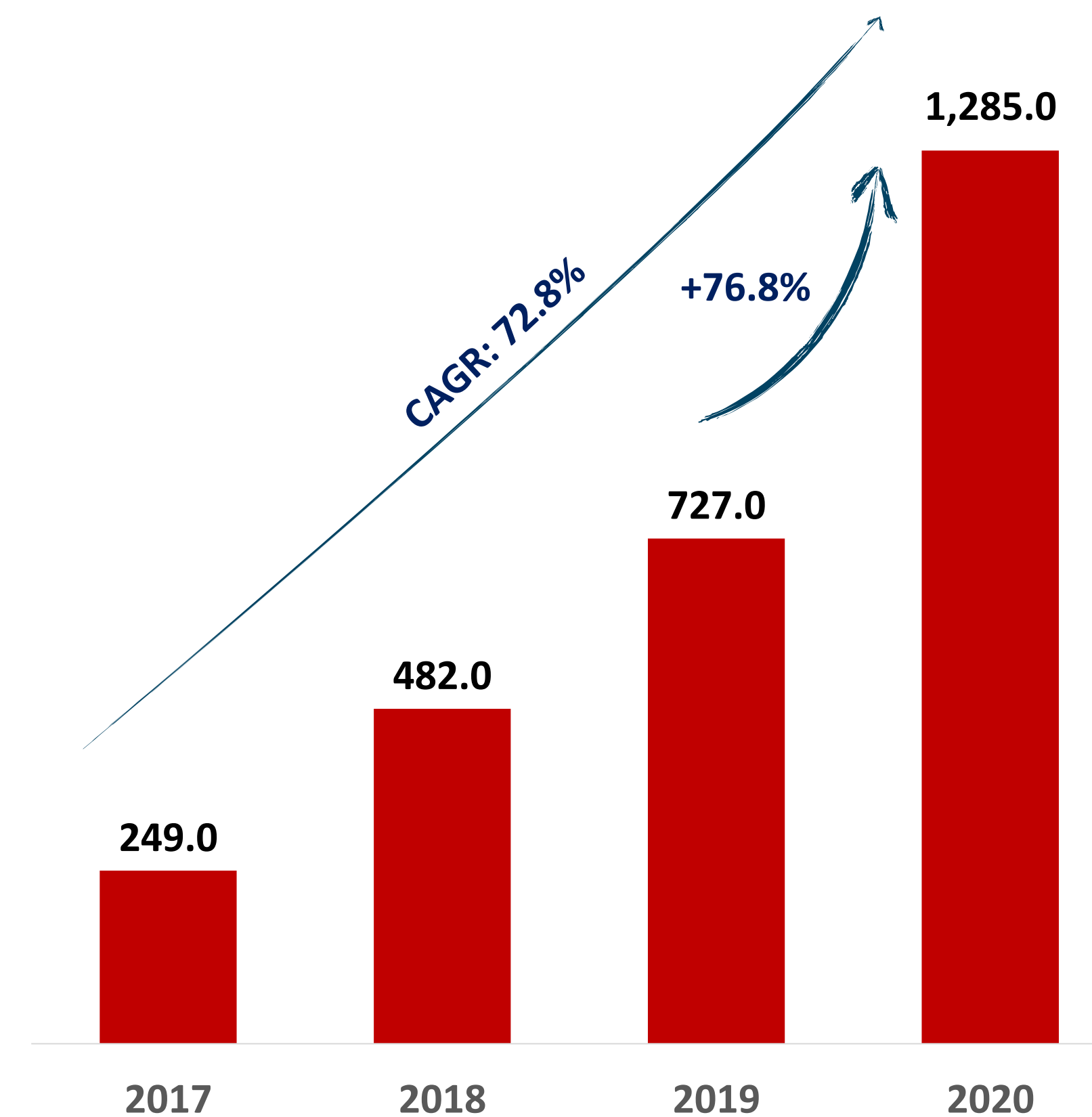
### FLEET (#)



### BACKLOG (R\$ million)



### CAPEX (R\$ million)



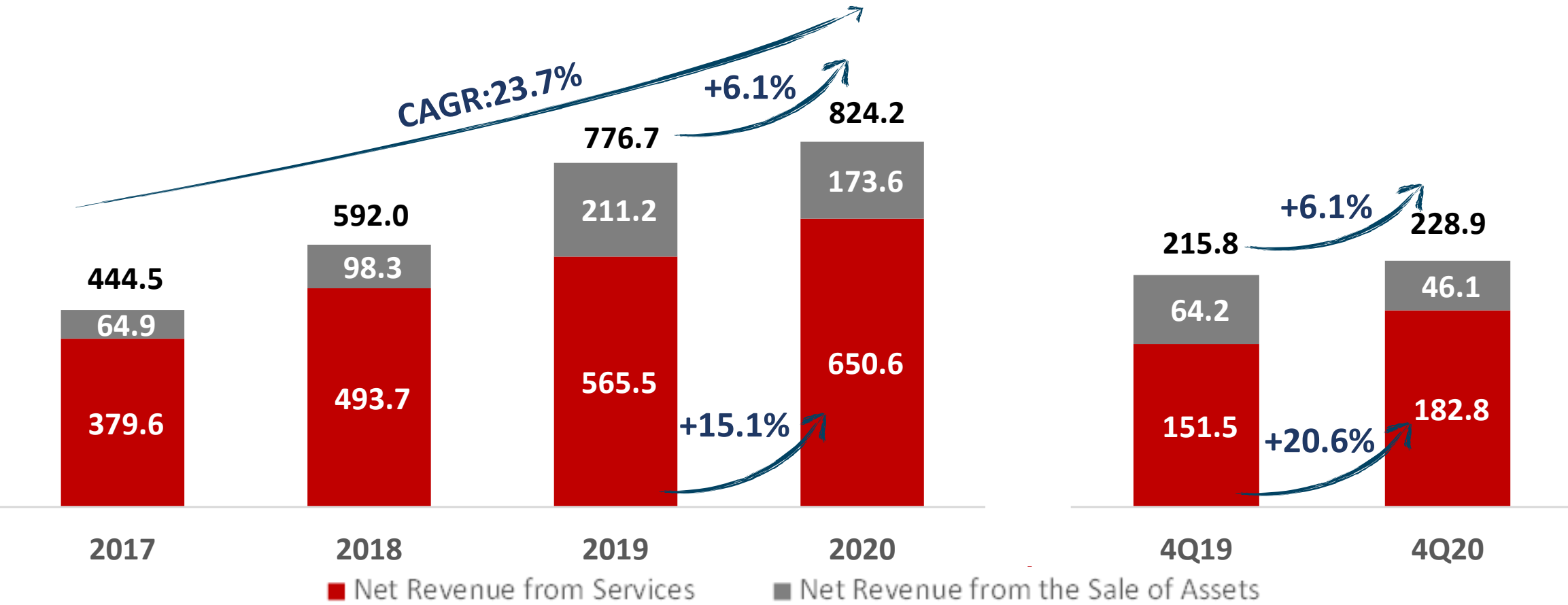




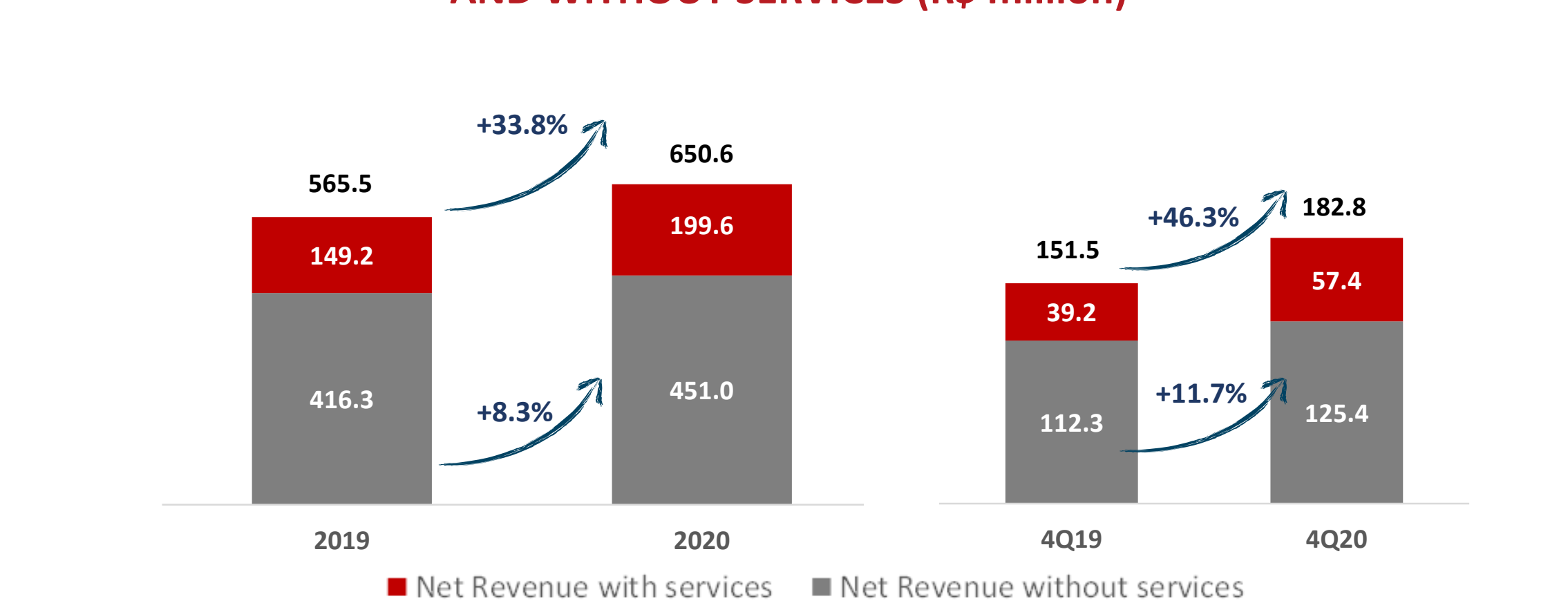
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# RENTAL

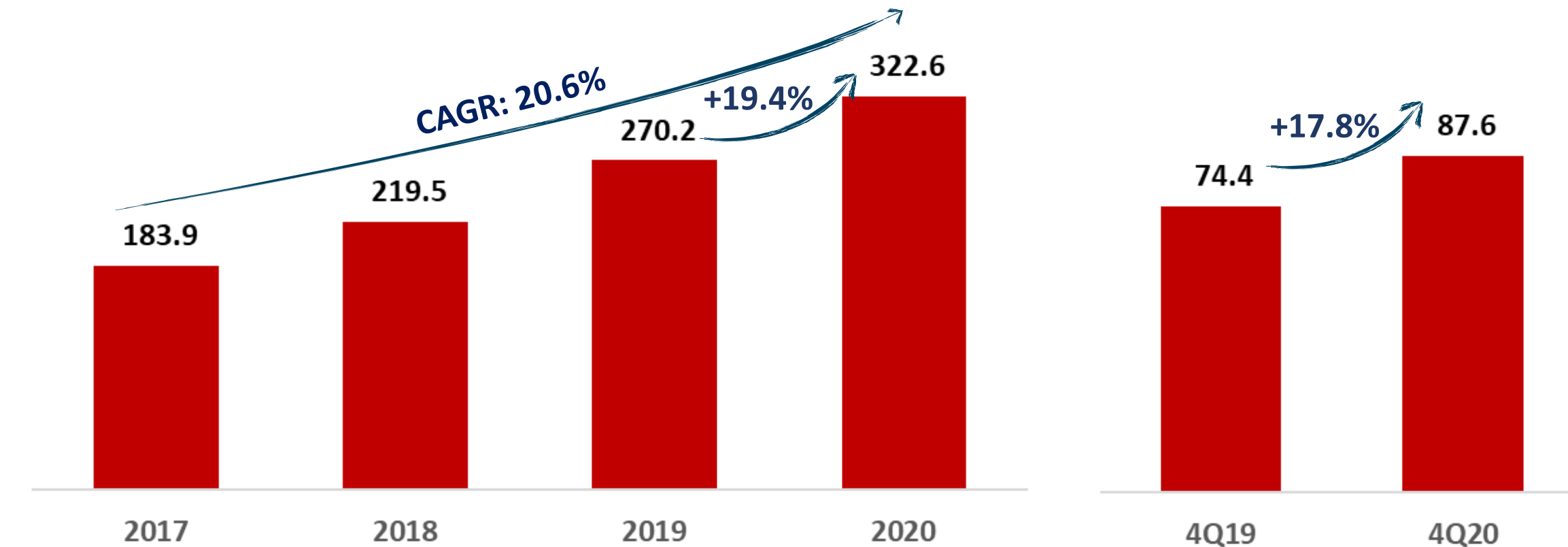
NET REVENUE (R\$ million)



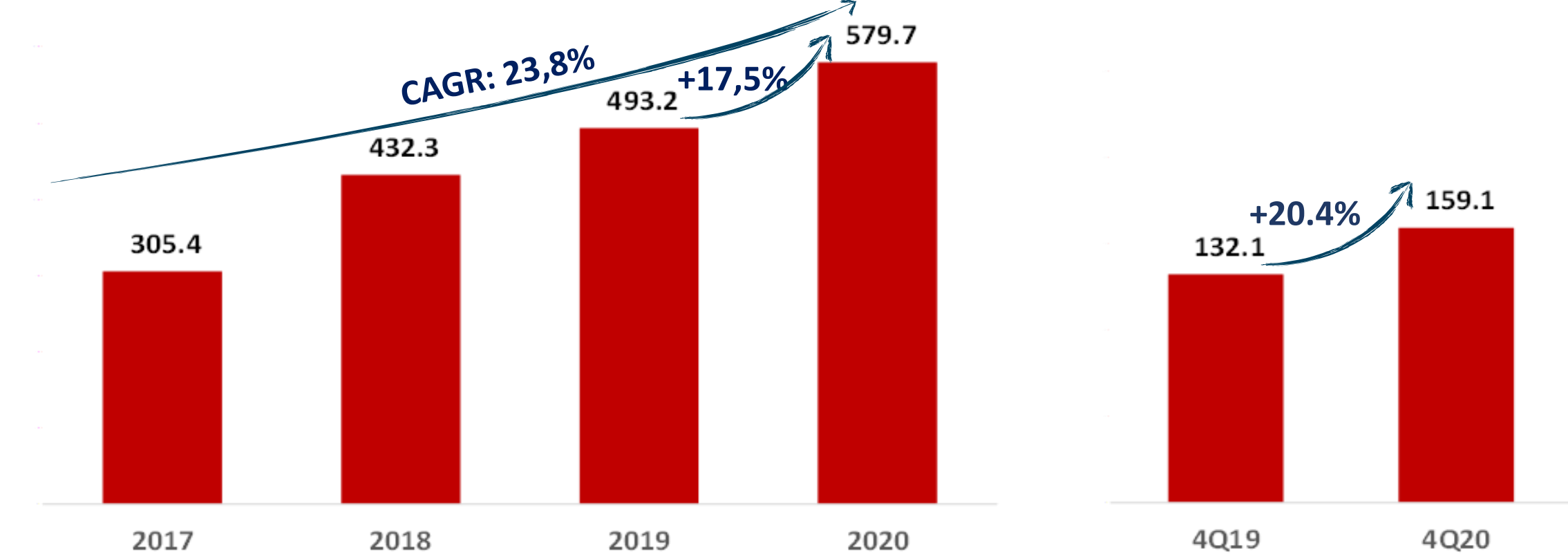
NET REVENUE WITH  
AND WITHOUT SERVICES (R\$ million)



EBIT (R\$ million)



EBITDA (R\$ million)

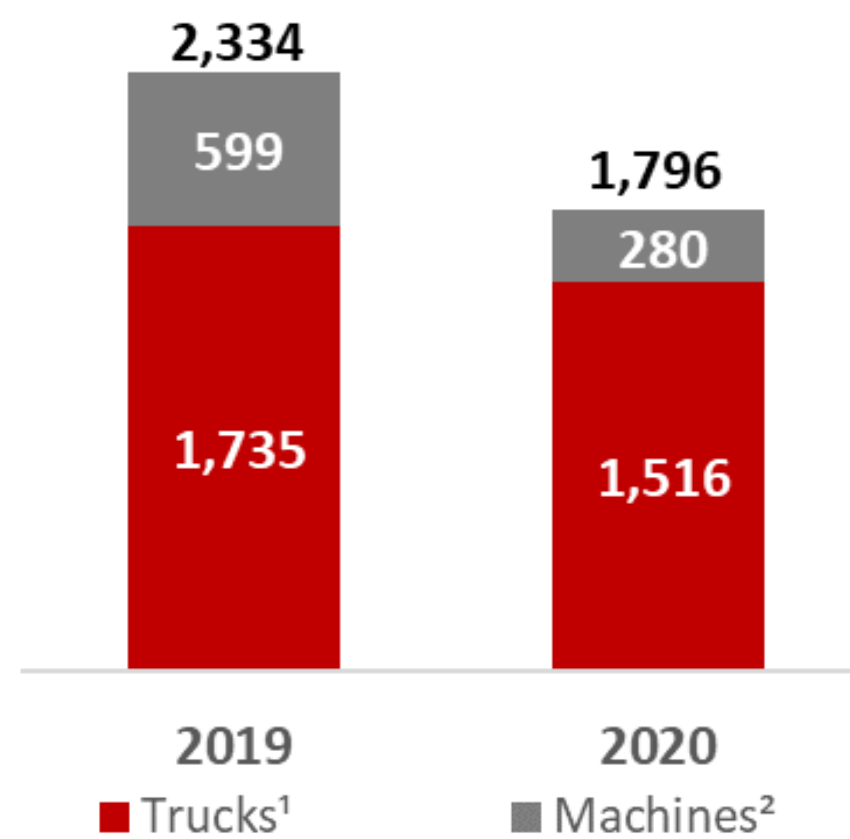






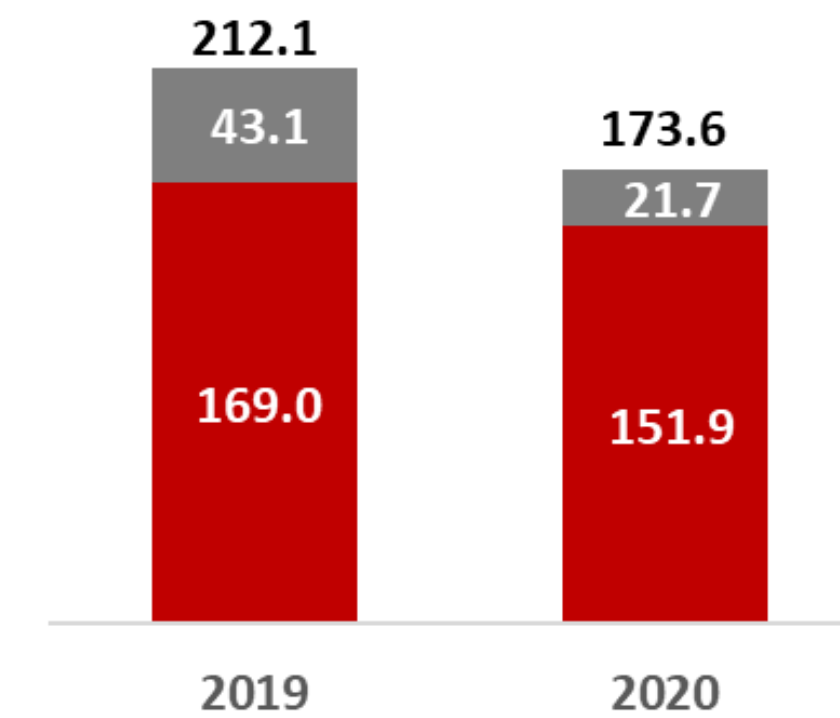
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## ASSET SOLDS (#)

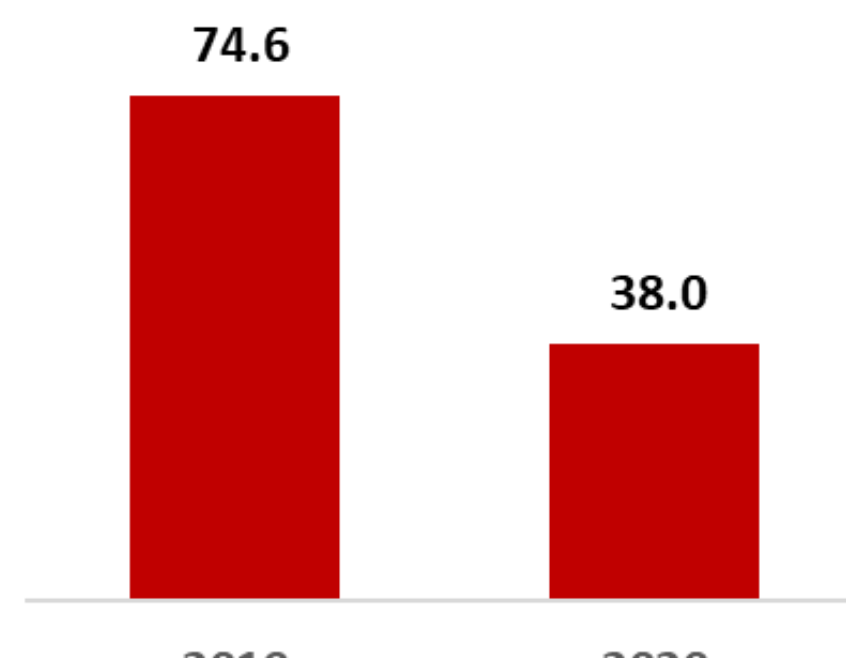


(1) Trucks include tractor trucks, trucks, utility vehicles and buses. (2) Machines also include equipment.

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



## INVENTORY (R\$ million)



## STORES MAP



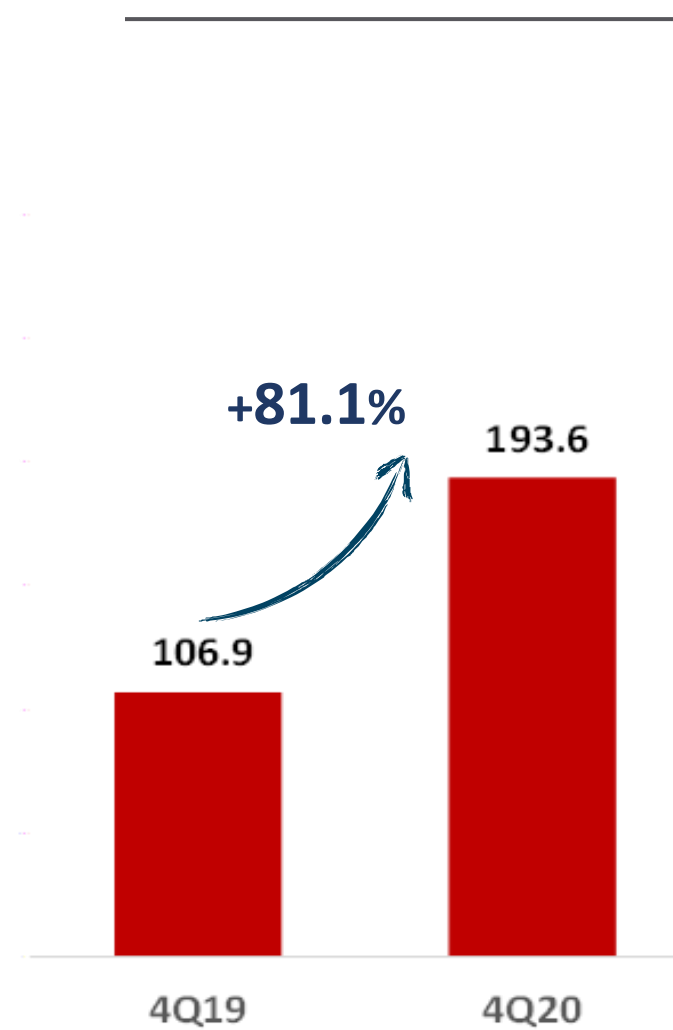
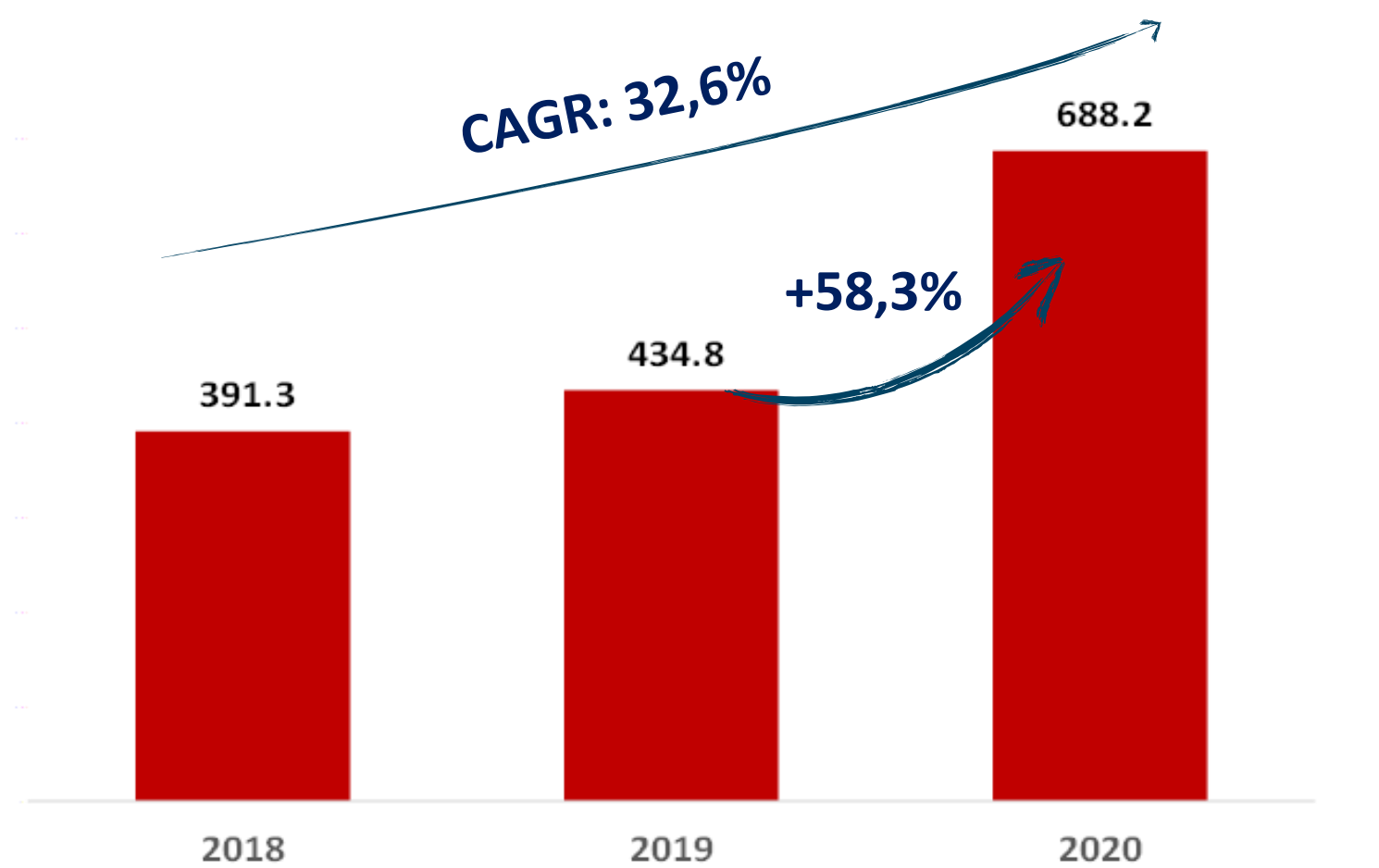




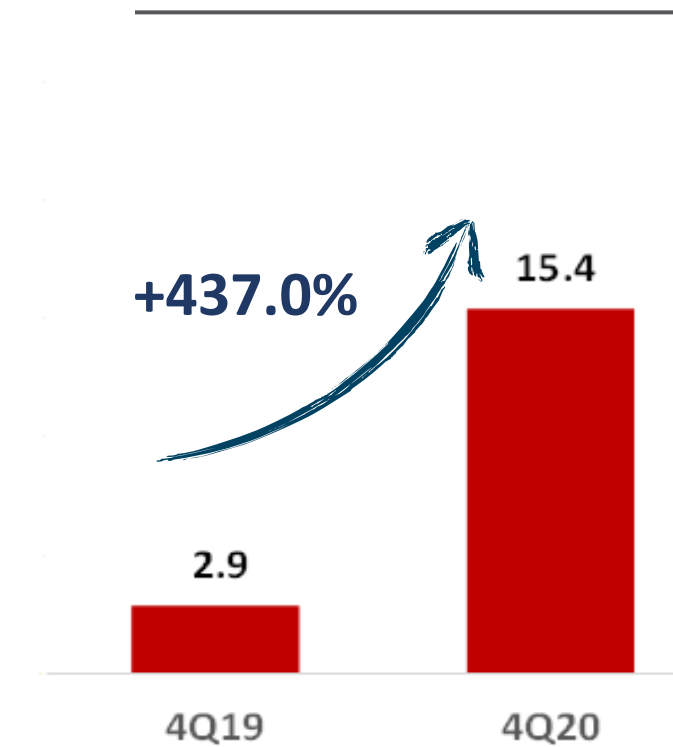
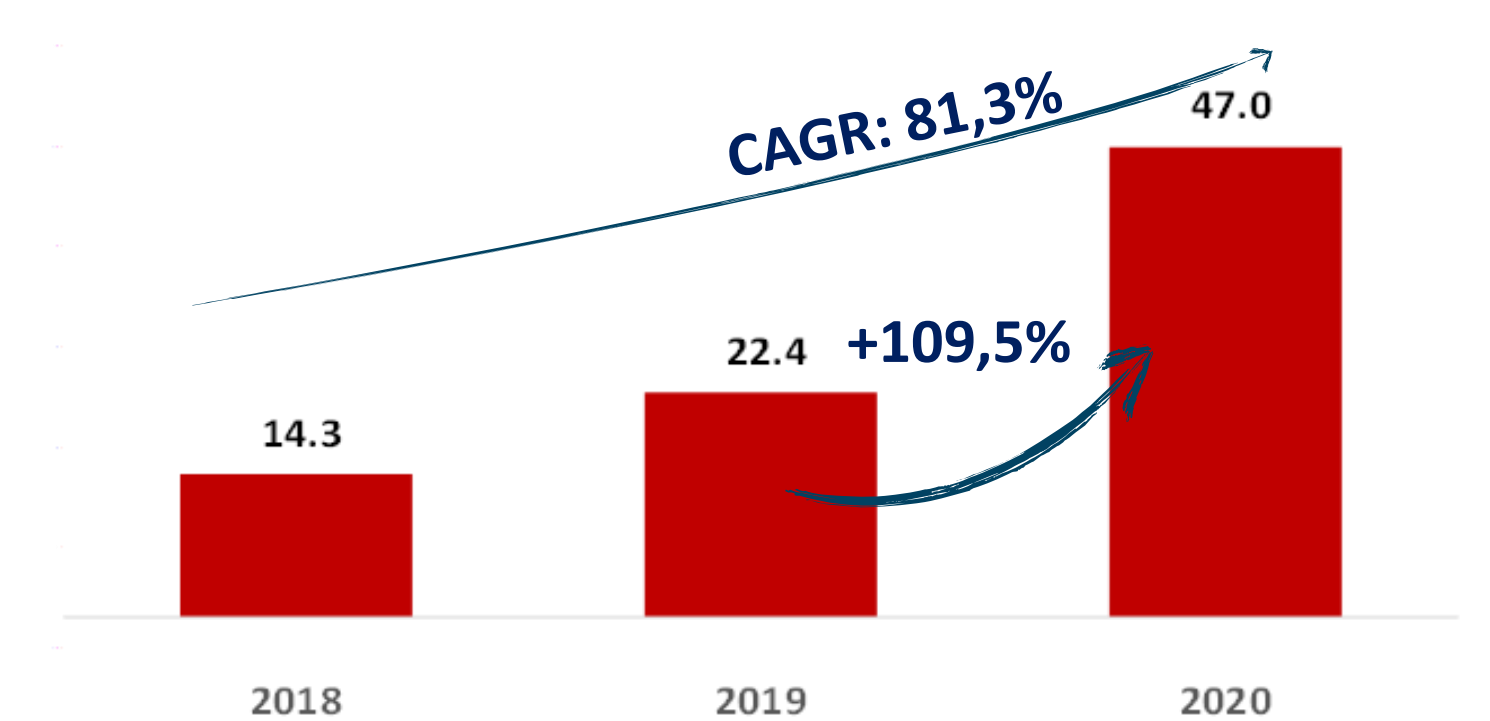
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## DEALERSHIPS

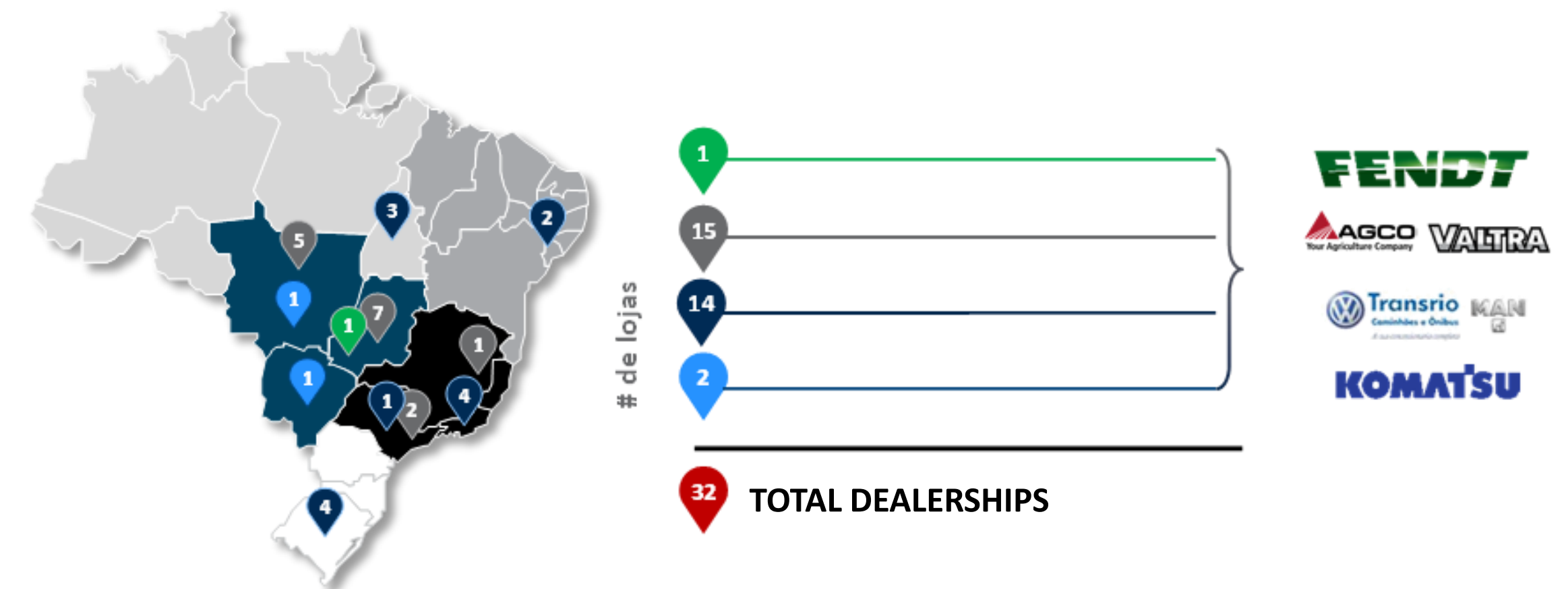
NET REVENUE (R\$ million)



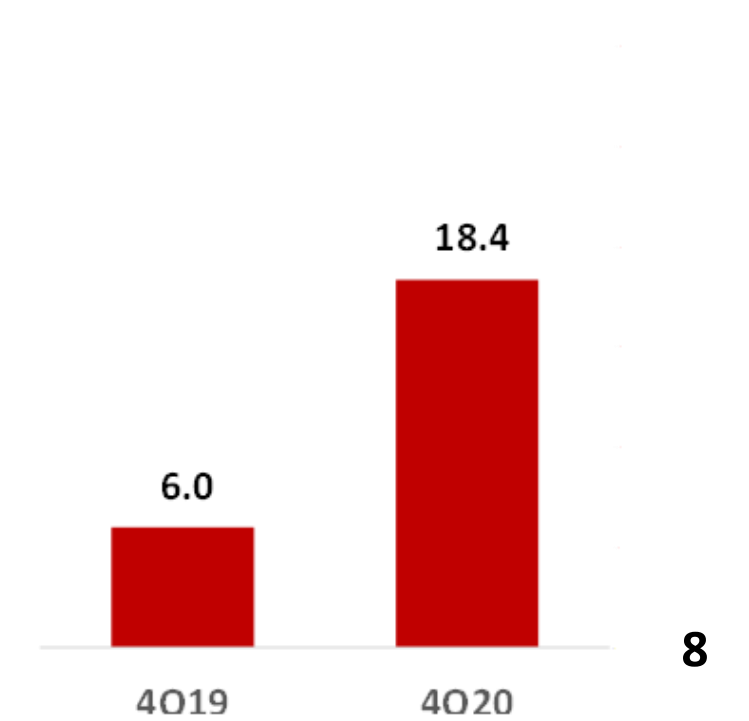
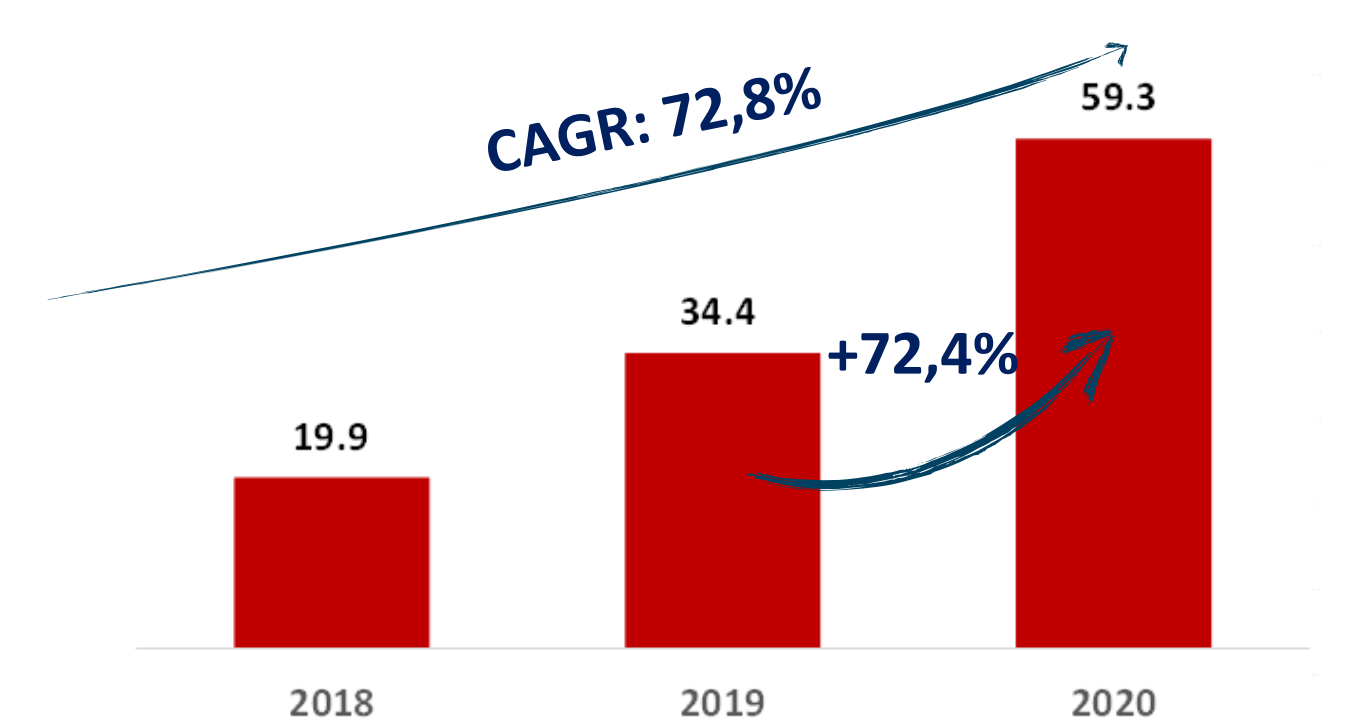
EBIT (R\$ million)



DEALERSHIP NETWORK (#)



EBITDA (R\$ million)



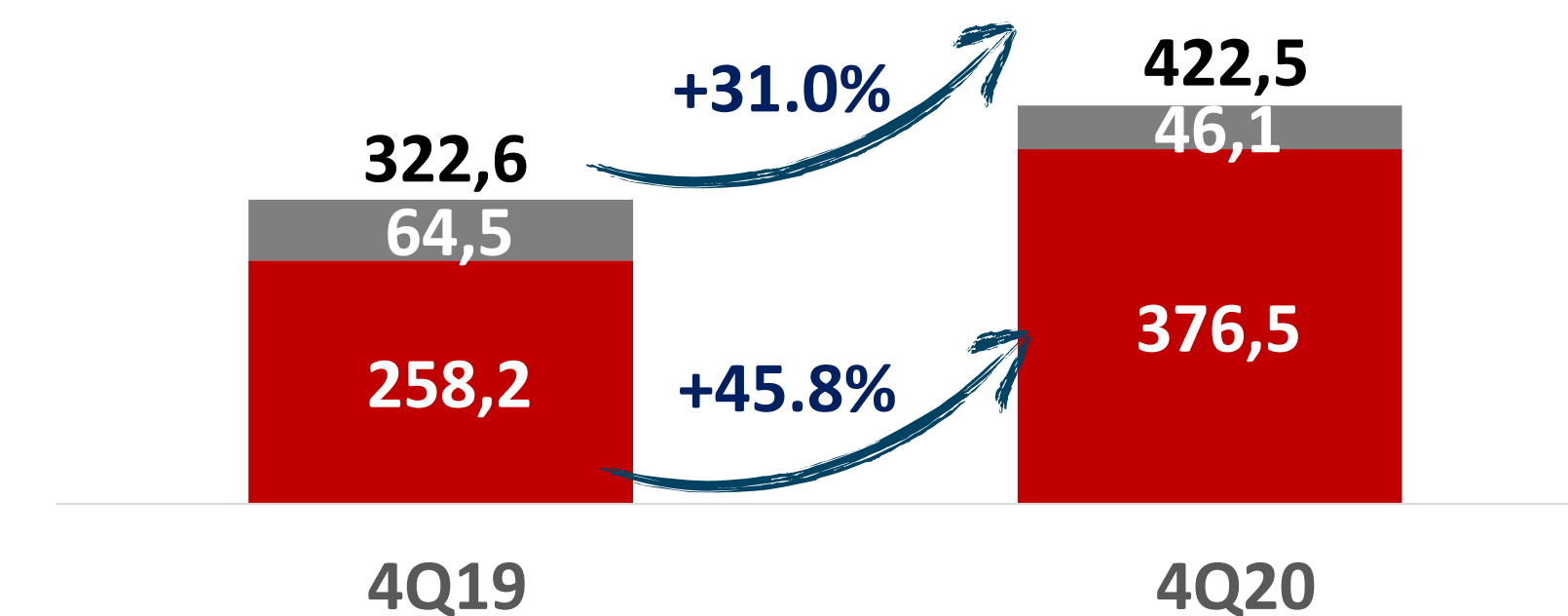
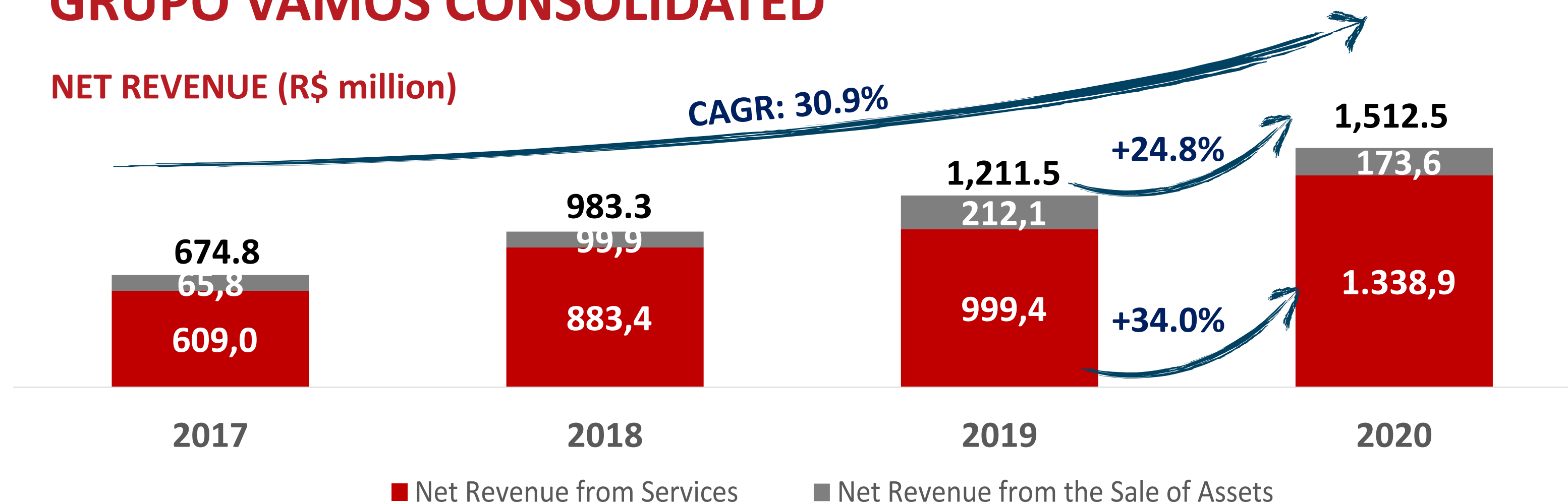




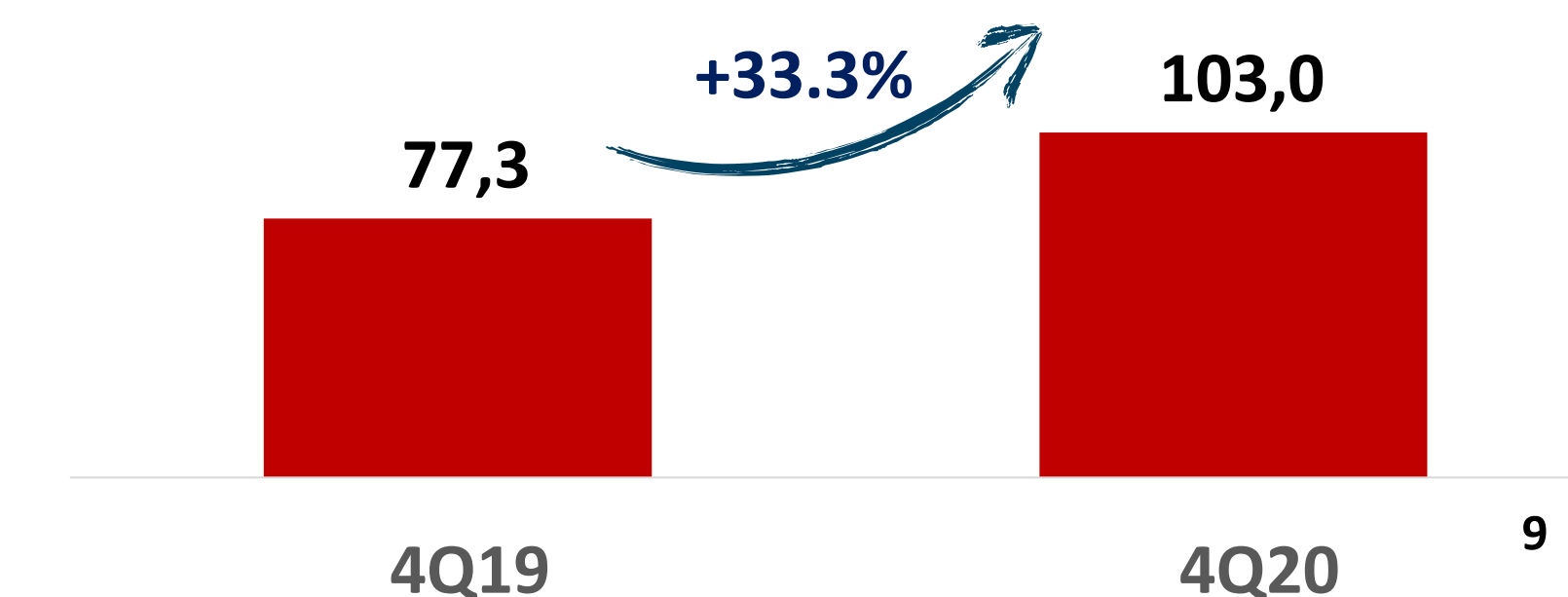
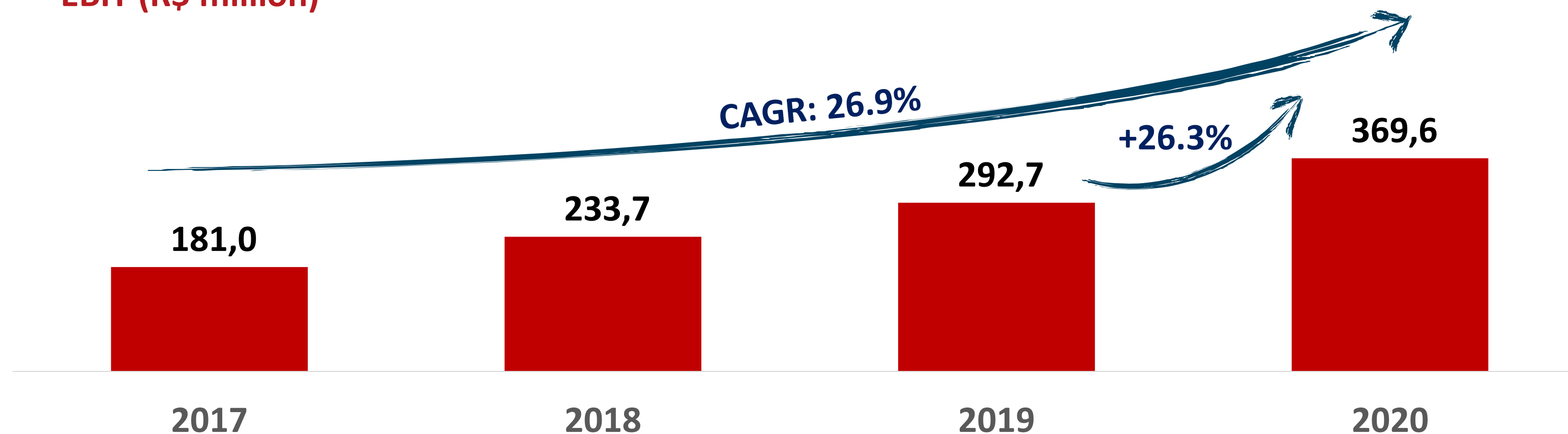
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## GRUPO VAMOS CONSOLIDATED

NET REVENUE (R\$ million)



EBIT (R\$ million)



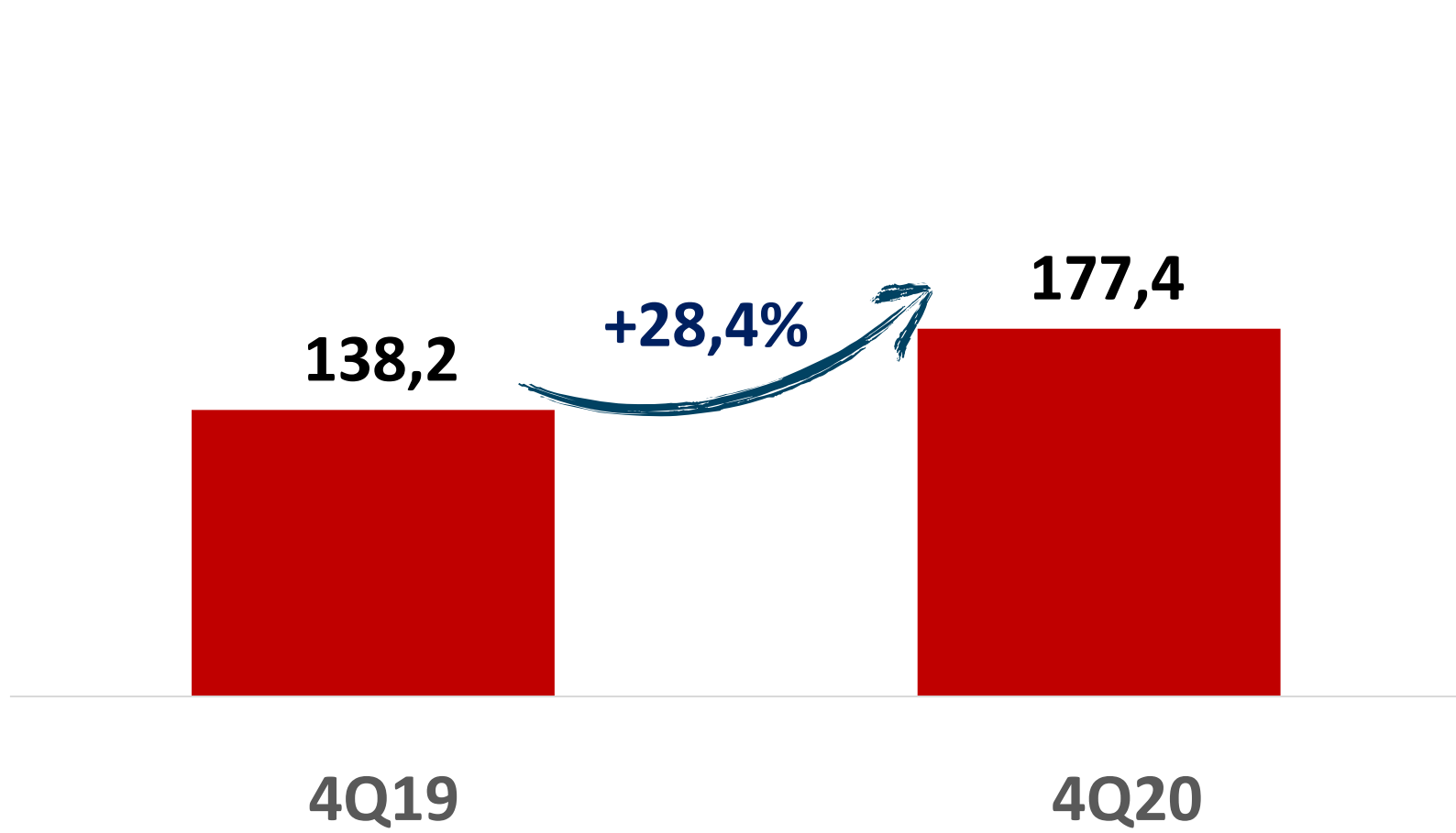
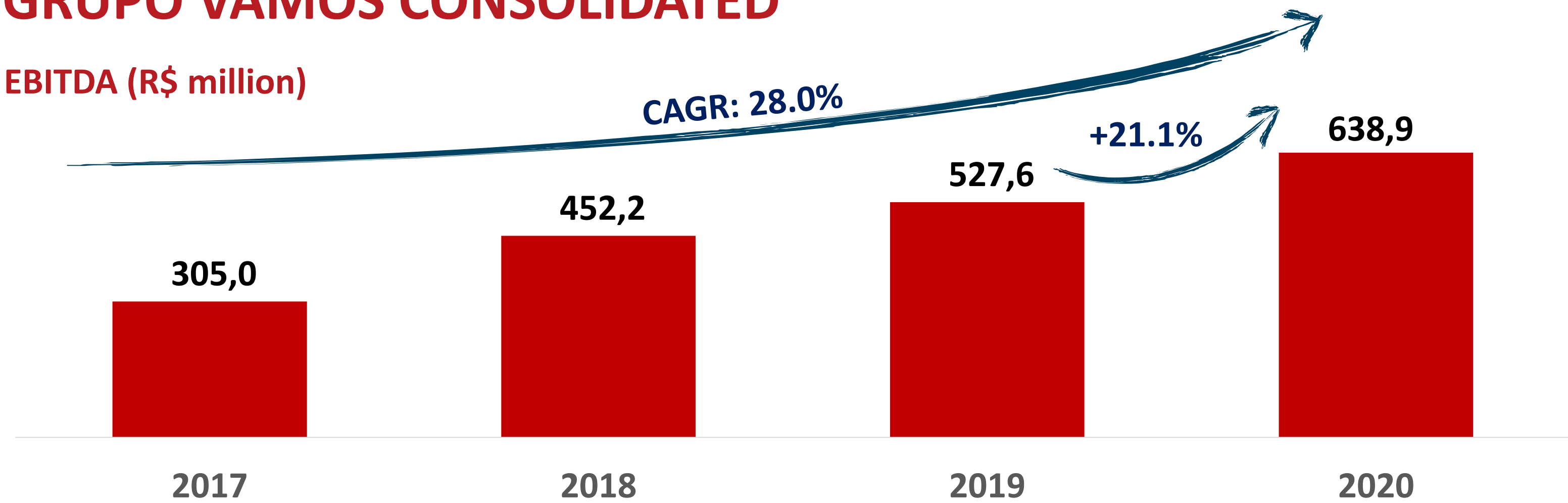




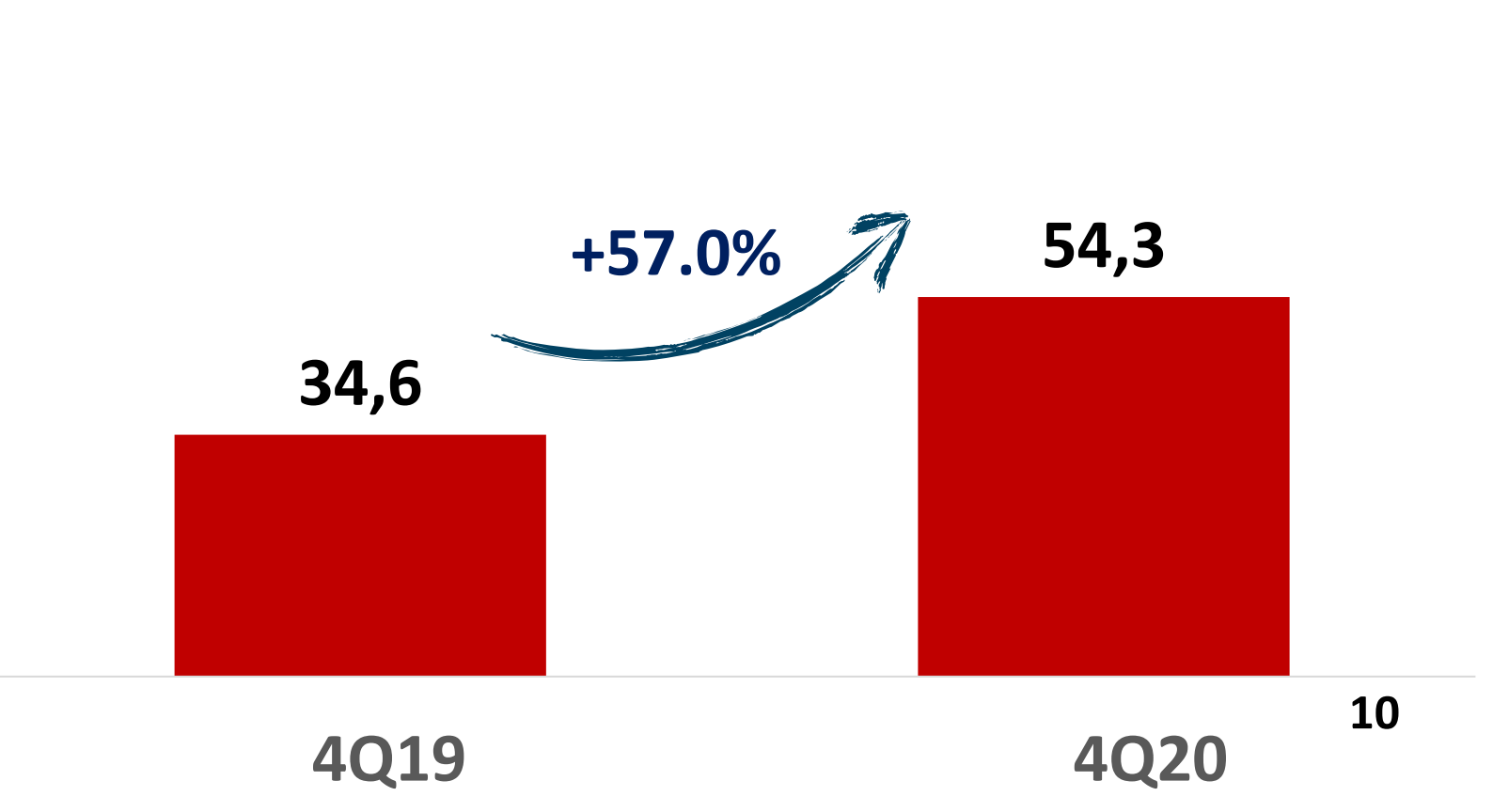
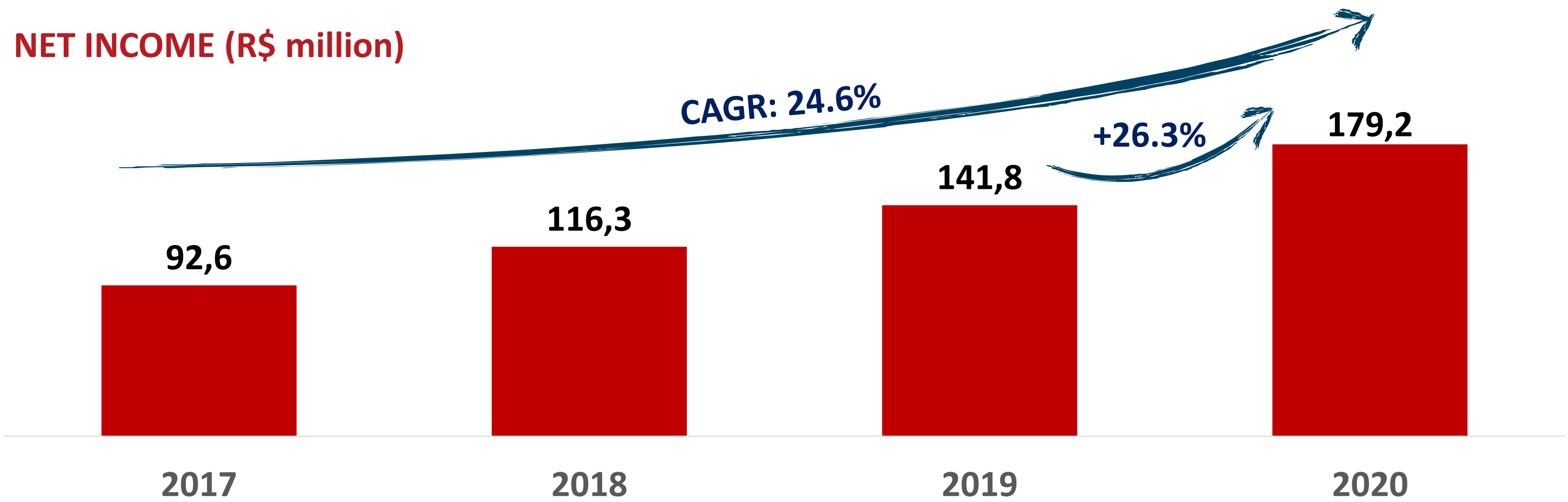
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EBITDA (R\$ million)



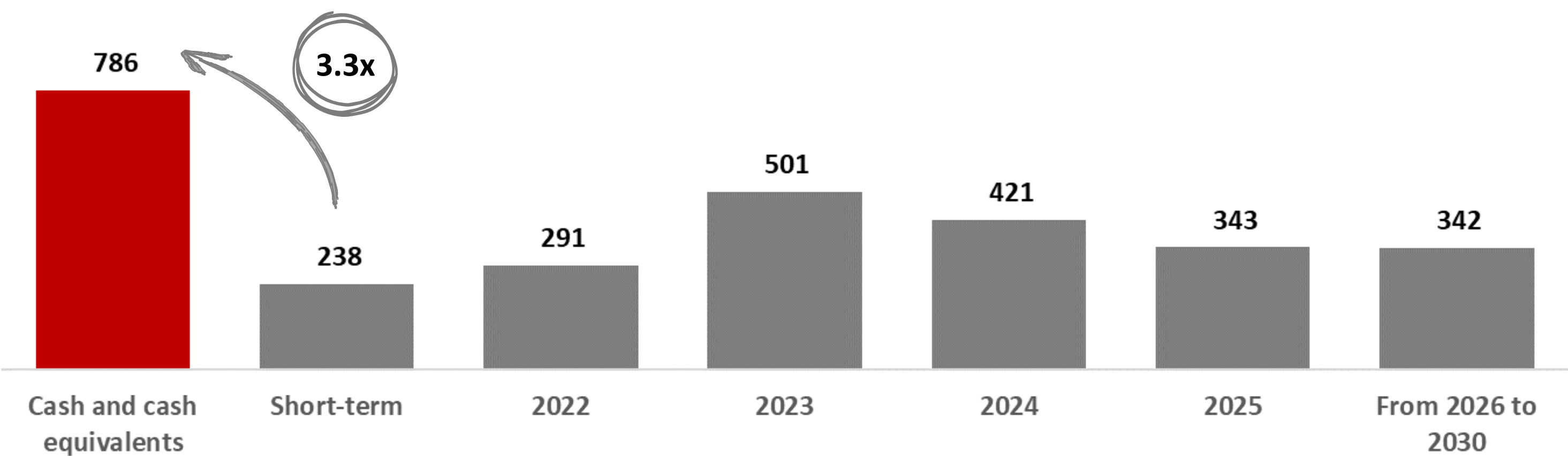
NET INCOME (R\$ million)





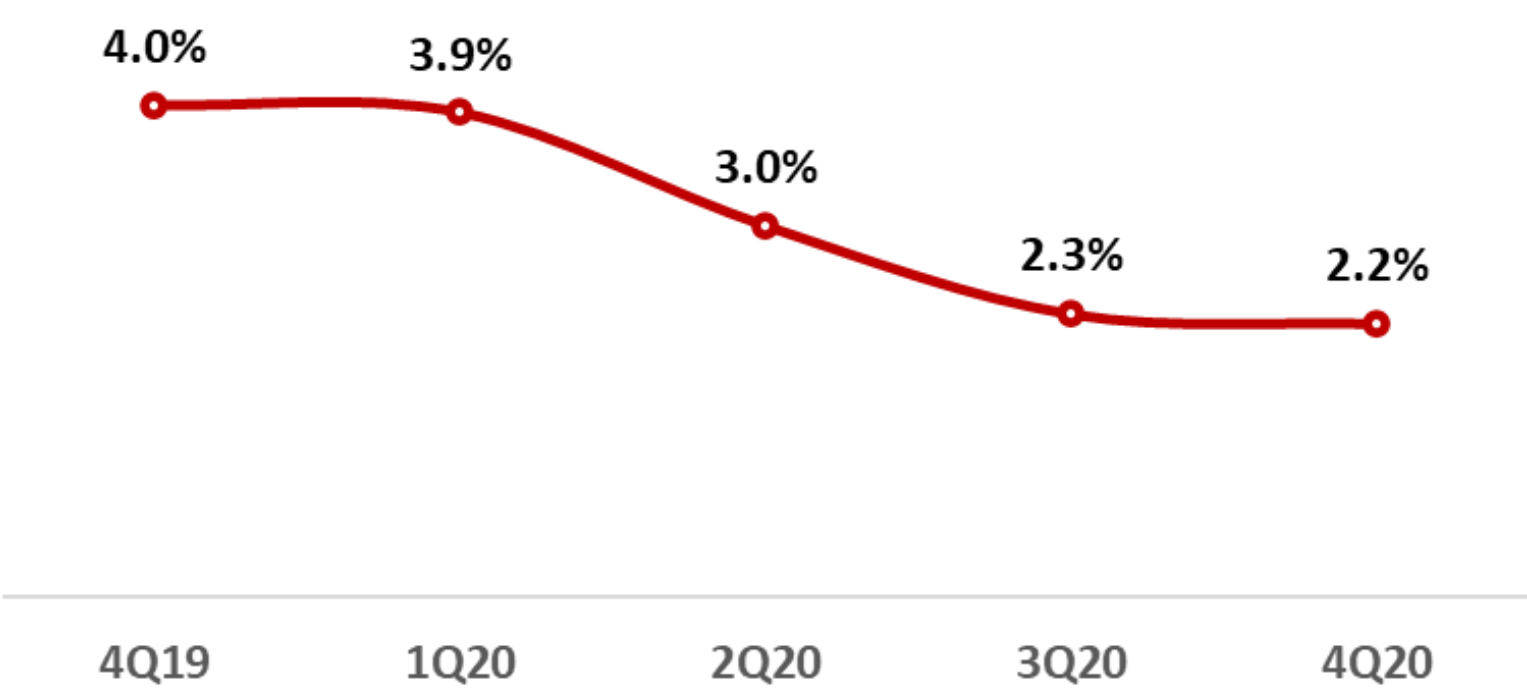
# INDEBTEDNESS

Debt Repayment Schedule (R\$ million)



Indebtedness (R\$ milhões)	4Q20	3Q20	Var% Q/Q	4Q19	Var% Y/Y
Gross debt	2,706.0	2,330.0	16.1%	2,081.6	30.0%
Gross debt - Short Term	316.5	112.2	182.0%	425.5	-25.6%
Gross Debt - Long Term	2,488.0	2,287.5	8.8%	1,672.1	48.8%
Financial Leases Payable	(98.5)	(69.7)	41.3%	(16.0)	513.8%
Cash abd Financial Investments	785.6	429.7	82.8%	499.9	57.1%
Net Debt	1,920.4	1,900.3	1.1%	1,581.7	21.4%
LTM EBITDA	638.9	599.6	6.6%	527.6	21.1%
Net Leverage (x)	3.01x	3.17x	-0.16x	3.00x	0.01x
Average Cost (%)	3.2%	3.3%	0,1 p.p.	6.0%	2,8 p.p.
Gross Avarege Term (years)	4.2	3.6	0.6	3.9	0.3

Avarege Cost of Net Debt Post Taxes (p.y)



Leverage Indicators¹	12/31/2020	Covenants
Net Debt / EBITDA-A	2.4x	Max 3.5x
Net Debt / EBITDA	3.0x	Max 3,75x
EBITDA-A / Net interest expenses	5.7x	Min 2,0x

(1) EBITDA does not consider impairment for the purposes of calculating covenants.

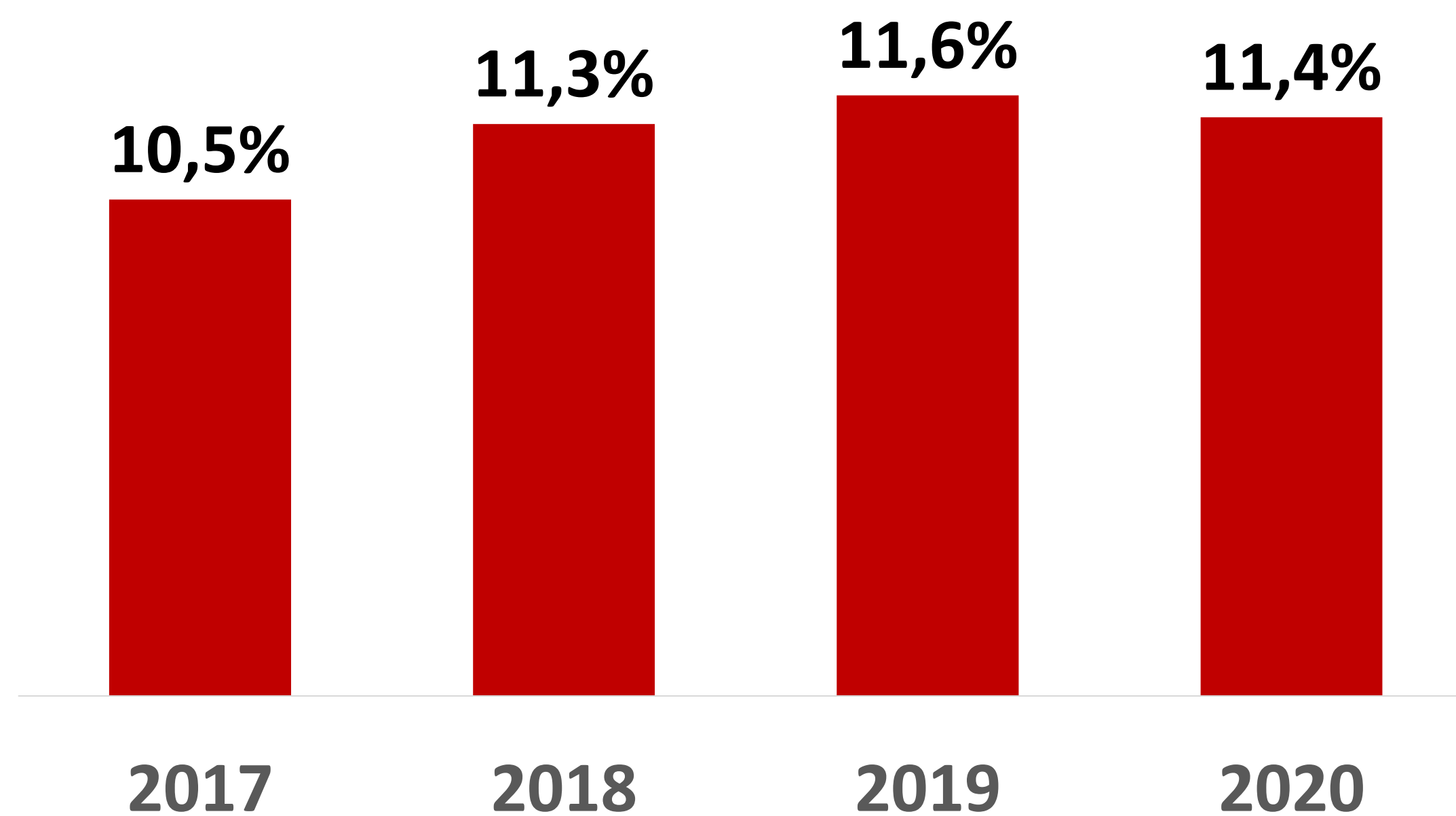




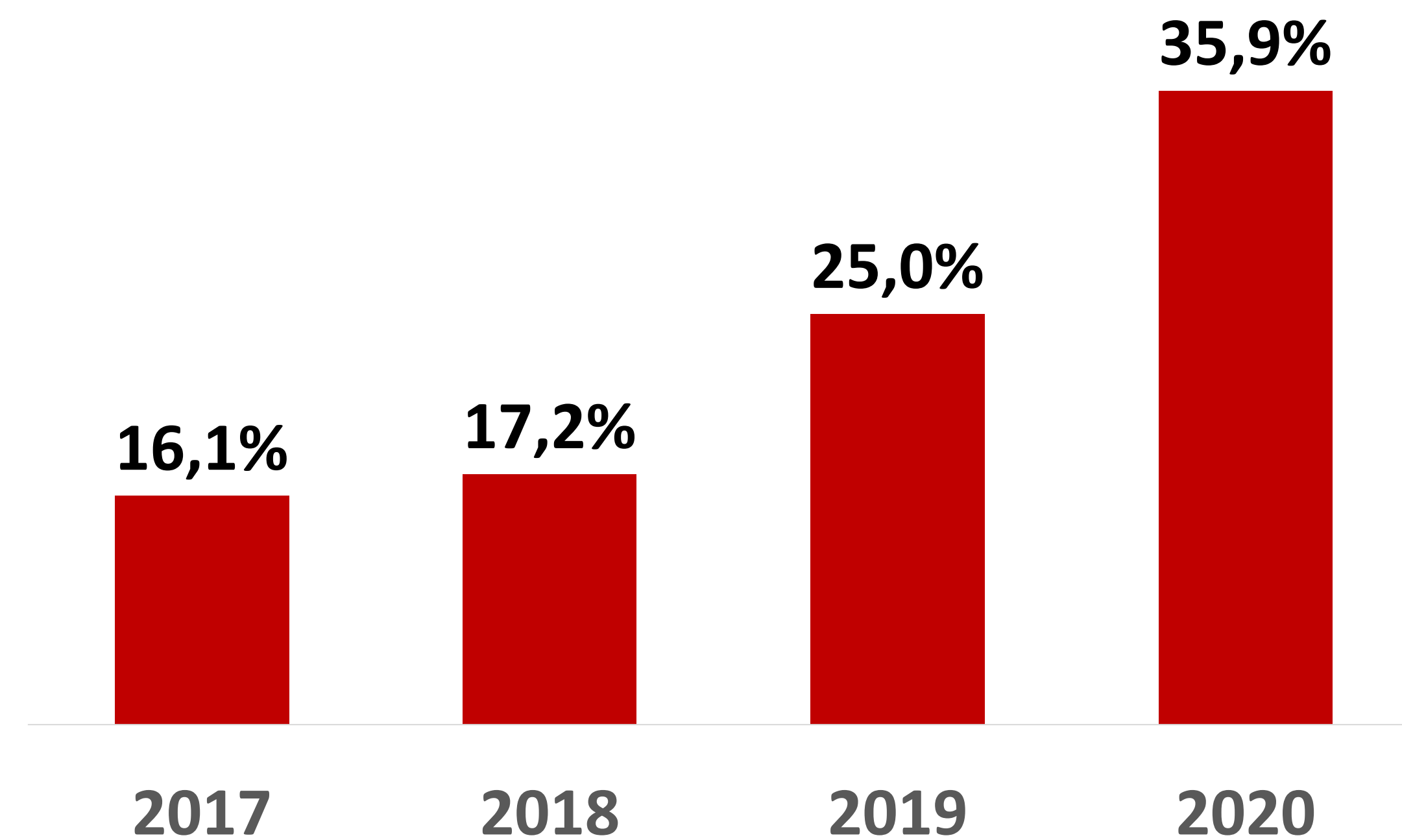
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## RENTABILITY

ROIC (%)



ROE (%)







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## PRIORITIES 2021



**1 Accelerated growth  
through sales channels**



**2 Scalability and Intense  
use of technology**



**3 Marketing efforts to expand  
the business model**



**4 ASG:** “Create *opportunities for the development of the Brazilian fleet*, naturally contributing to the reduction of polluting gases and to healthy, safe and efficient businesses.”

## Initiatives 2021



Offer carbon emission  
offsetting opportunities to  
opinion-forming customers



Neutralize VAMOS 'carbon  
emissions annually  
2019 already compensated

Selective collection  
and disposal of  
waste in 100% of its  
own units

Sign a **commitment to  
dispose of waste** with 100%  
of service provider  
workshops

Development of a  
**modernization program** for  
the **Brazilian fleet** aimed at  
truck drivers and income  
generation



Employee engagement in  
social programs

Company seeking  
System B  
certification



Transparent communication with  
customers, investors and society  
in the dissemination of socio-  
environmental indicators



# THANK YOU!

Investor Relations  
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