



2Q22 RESULTS

July 29th, 2022



DISCLAIMER

This presentation was prepared by VAMOS and may include forward-looking statements that consist of expectations about future events or results. This information is based on beliefs and assumptions of the Company's Management, as well as information currently available.

Future considerations mainly depend on market conditions, government regulations, the industry performance, and the Brazilian economy, among other factors. Operating data may affect VAMOS's future performance, leading to results that are materially different from those expressed in such forward-looking statements. This presentation was summarized and is not intended to be complete.

The Company's shareholders and potential investors must read this presentation jointly with the Financial Statements and the Earnings Release.

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2Q22 CONSOLIDATED

Unique, innovative and agile solution for EXPANSION and RENEWAL of fleets - trucks, machines and equipment, with integrated operations, scale and capillarity in rental services, used car stores, dealerships, and distributors





Net Revenue

R\$ **1.199** bi

↑ +80.1% 2Q22/2Q21
↑ +80.8% 1H22/1H21



EBITDA

R\$ **450.4** mm

↑ +77.5% 2Q22/2Q21
↑ +77.4% 1H22/1H21



Net Income

R\$ **142.5** mm

↑ +42.4% 2Q22/2Q21
↑ +52.6% 1H22/1H21



Contracted CAPEX

R\$ **1.525** bi

↑ +67.2% 2Q22/2Q21
↑ +62.7% 1H22/1H21



Implanted CAPEX

R\$ **1.160** bi

↑ +119.7% 2Q22/2Q21
↑ +98.2% 1H22/1H21



Backlog

R\$ **10.794** bi

↑ +110.8% 2Q22/2Q21
↑ +21.8% 2Q22/1Q22



ROIC

15.8%

↑ +1.0 p.p 2Q22/1Q22
↑ +0.1 p.p
UDM 2Q22/UDM 1Q22



ROE

20.5%

↑ +2.4 p.p 2Q22/1Q22
↑ +0.7 p.p
UDM 2Q22/UDM 1Q22



Total Fleet (#)

33,940

↑ +84.5% 2Q22/2Q21
↑ +14.4% 2Q22/1Q22



PEOPLE

Professional training programs

VAMOS TEC Program:
training of field technicians
(mechanics)

Acelera Líder Program:
leadership training



AGRIBUSINESS

Largest dealership in the Americas

We opened the **largest FENDT-branded agricultural machinery dealership in the Americas** that will receive the **EDGE sustainability seal**



DIGITAL

Consolidation of digital tools

15% of 1H22 contracted CAPEX:
80% increase in business leads
150% increase in leads in agribusiness



RATING

'AAA(bra)'

Credit rating upgrade by Fitch Ratings to 'AAA(bra)'
Improvement in the cost of capital



Award

Institutional Investor

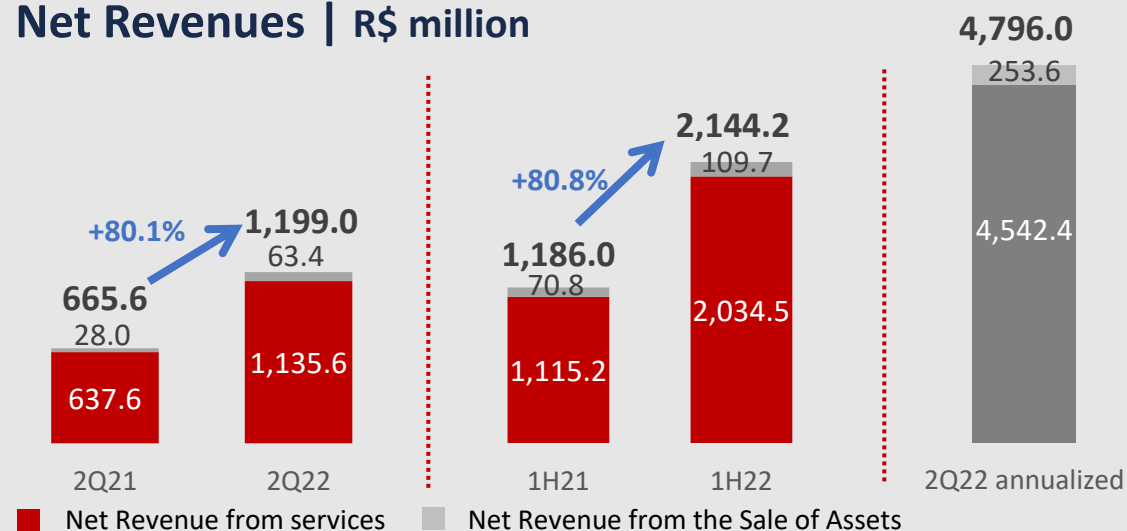
First place in the ranking of several categories of Investor's Latin America Executive Team Ranking

Consistent and sustainable results transformation

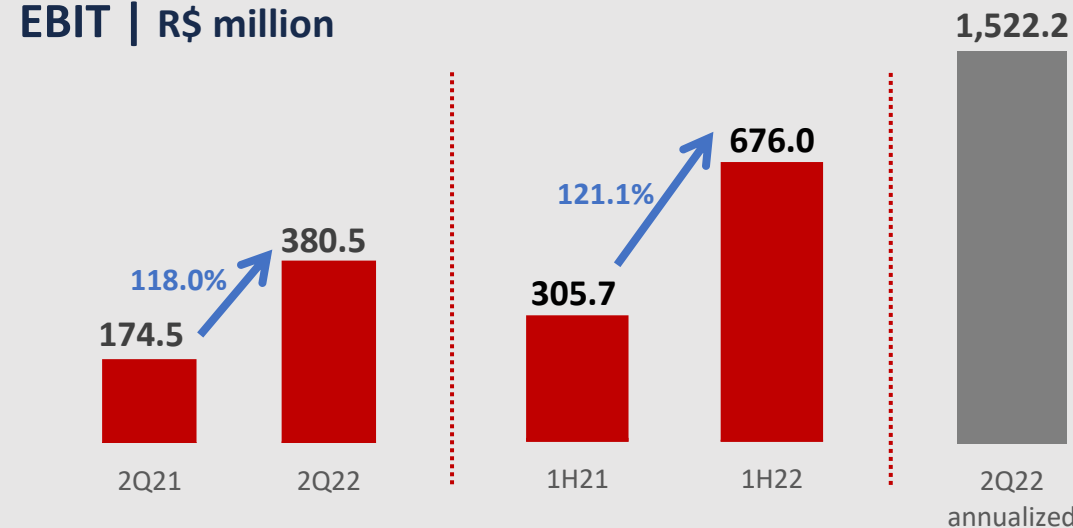
2Q22 CONSOLIDATED

Change of level in all indicators with profitability gains

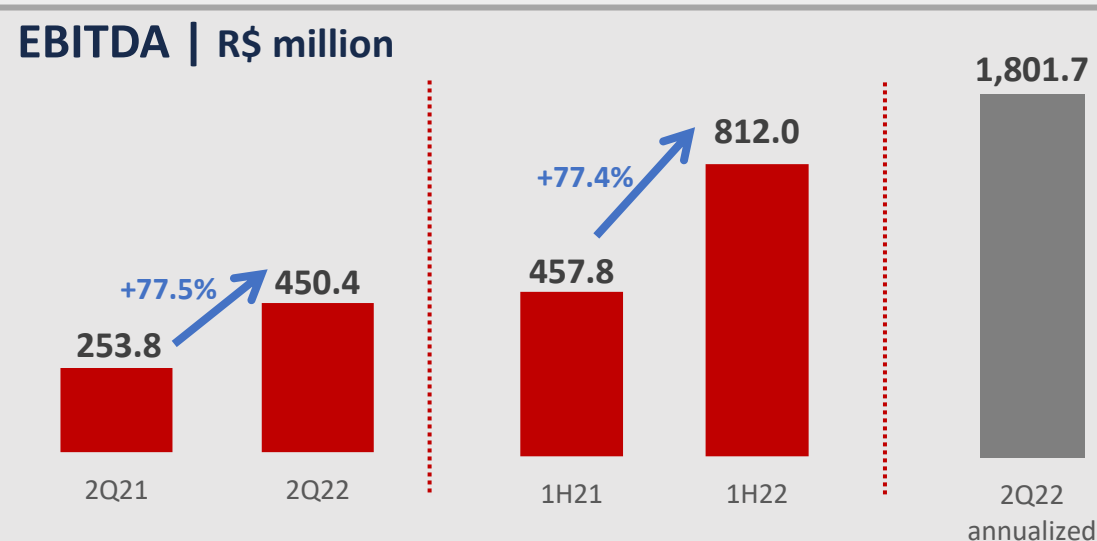
Net Revenues | R\$ million



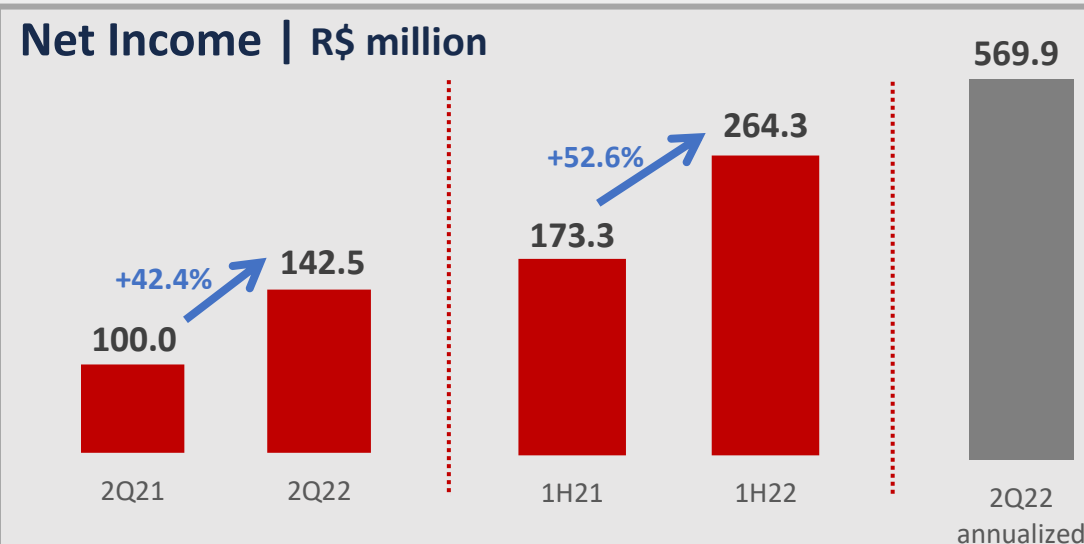
EBIT | R\$ million



EBITDA | R\$ million



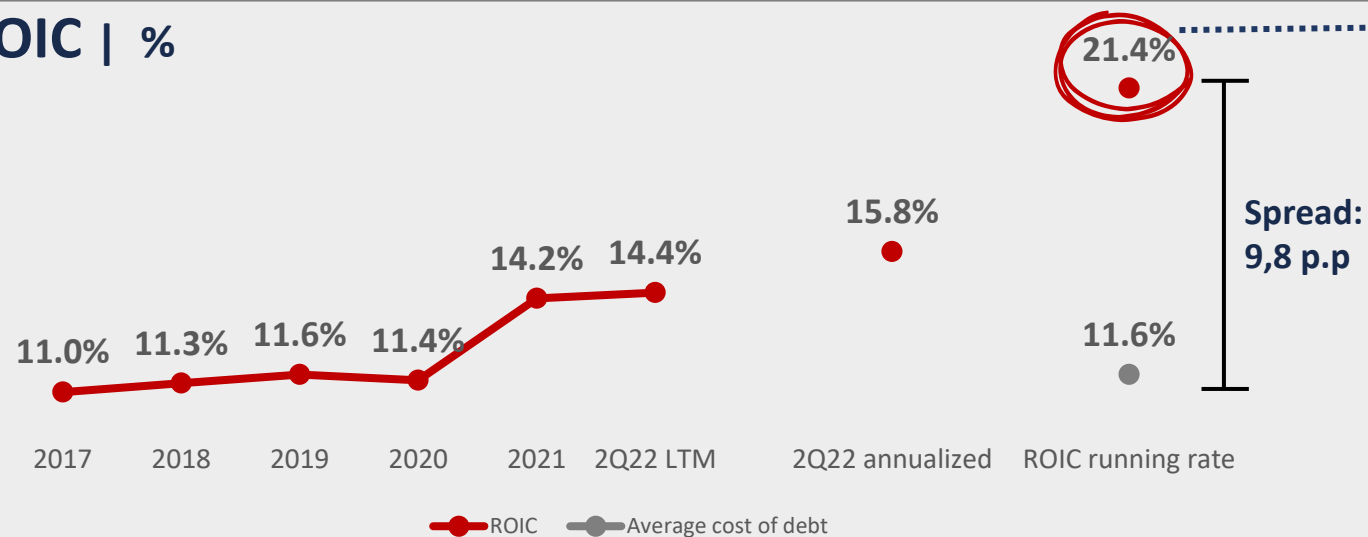
Net Income | R\$ million



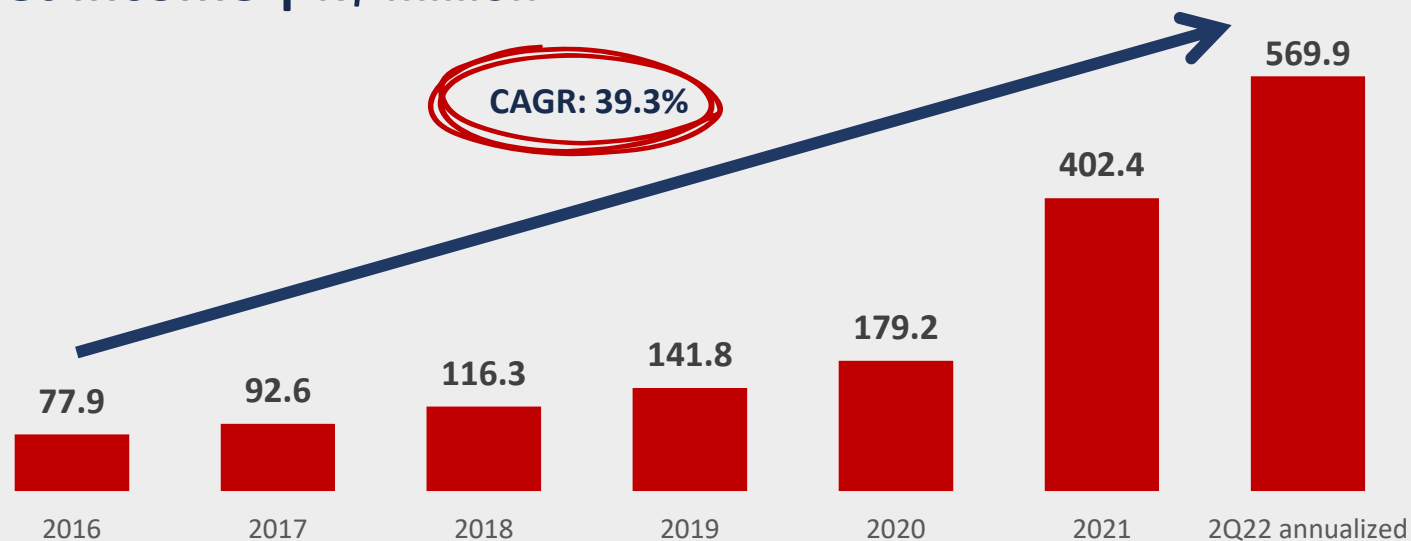
Profitability

We are starting to enjoy the benefits of scale in the Company's profitability

ROIC | %



Net Income | R\$ million



Indicator	2Q 2022 Value R\$ million
Debt Net Jun/22	4,579.3
PL Jun/22	2,880.0
Capital invested in non-leased asset inventory	-192.0
Capital invested Jun/22	7,267.3
Rental Revenue next 12 months	2,505.1
EBIT Lease Margin 2Q22	69.1%
EBIT next 12 months	1,731.0
Revenue Concessionaires 2Q annualized	2,948.6
EBIT Margin Concessionaires 2Q22	12.9%
2Q annualized EBIT	380.4
Revenue Sale of assets 2Q annualized	253.6
EBIT Margin Sale of Assets 2Q22	29.0%
2Q annualized EBIT	73.5
Annualized 2Q BMB Revenue	78.4
EBIT Margin BMB 2Q22	15.5%
2Q annualized EBIT	12.2
Consolidated	
EBIT next 12 months	2,197.1
Income tax rate 2Q22	-29.2%
NOPAT	1,555.3
ROIC (NOPAT / Invested Capital Jun/22)	21.4%
Cost of debt for the year 2Q22	11.6%
Spread (ROIC vs Cost of Debt)	9.8%

Comments:

- 1) Rental revenue for the next 12 months does not consider annual adjustment of contracts by IGPM/IPCA or direct taxes, as per note 29.1 of the ITR;
- 2) Invested Capital: does not consider the depreciation of invested capital in the next 12 months (average invested capital) for the ROIC calculation, only the opening balance.

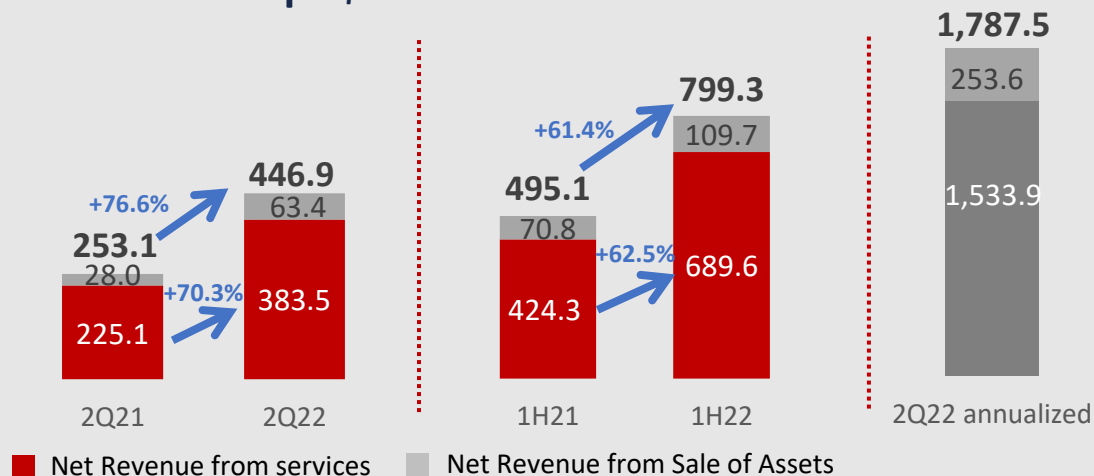


Transformations of revenue and profitability

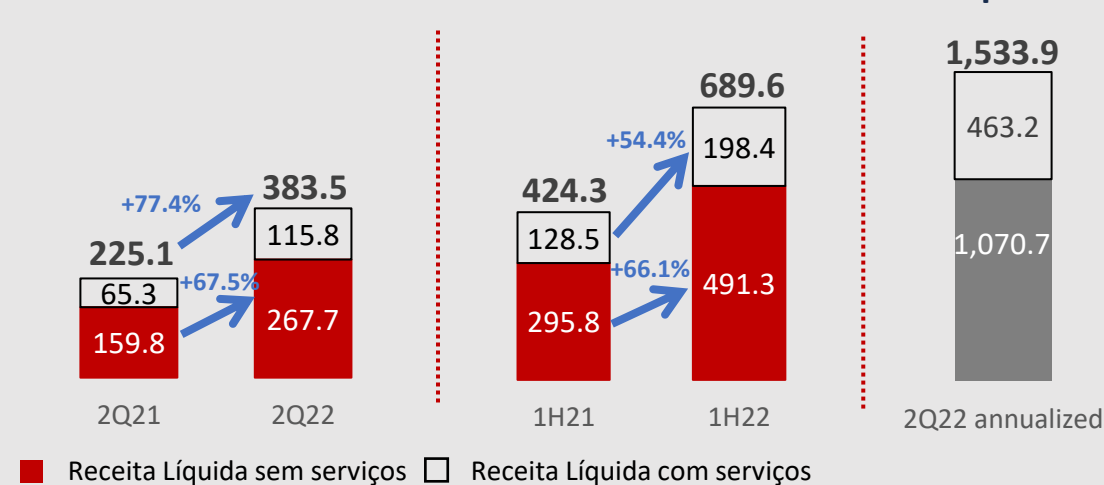
2Q22 RENTAL

Continuous growth with gain in profitability will lead to another transformation for Revenue and EBITDA in the coming periods

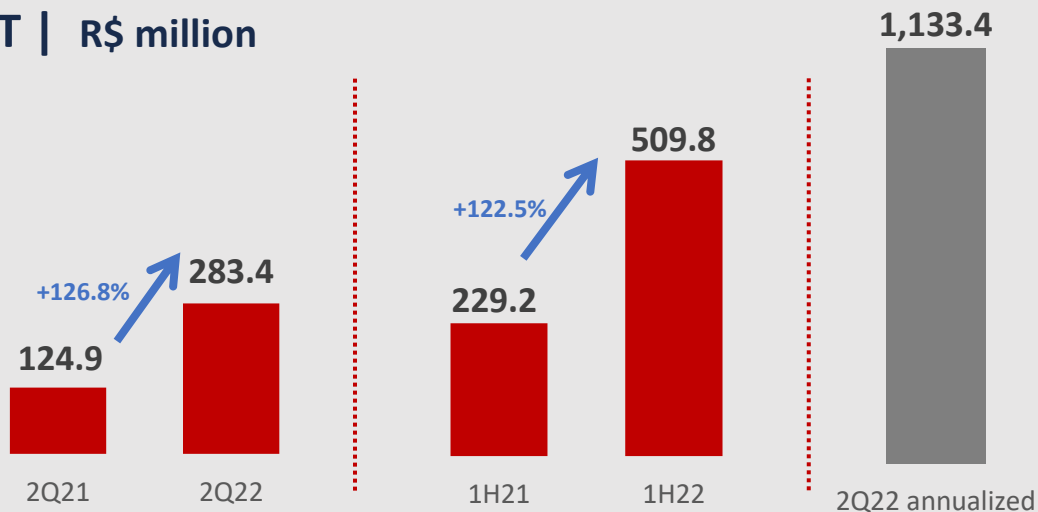
Net Revenue | R\$ million



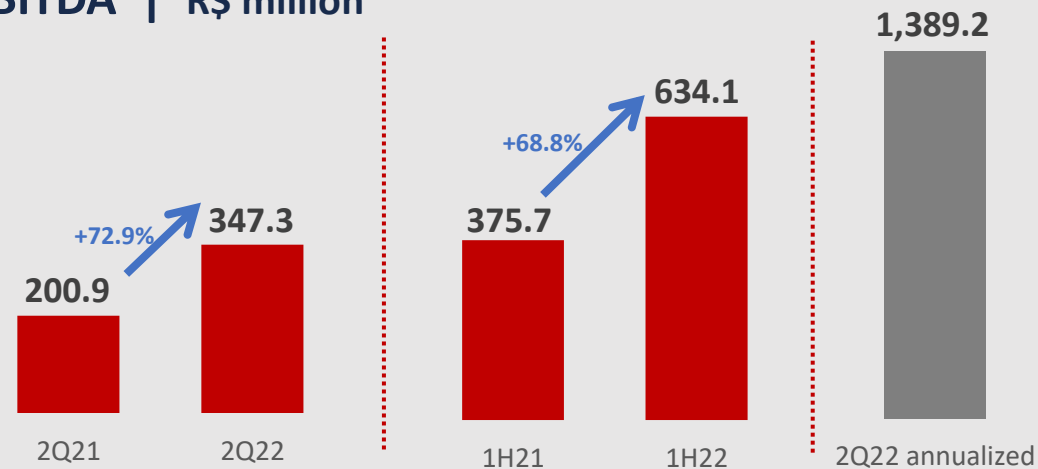
Net Revenue with and with out Maintenance Services | R\$ million



EBIT | R\$ million



EBITDA | R\$ million

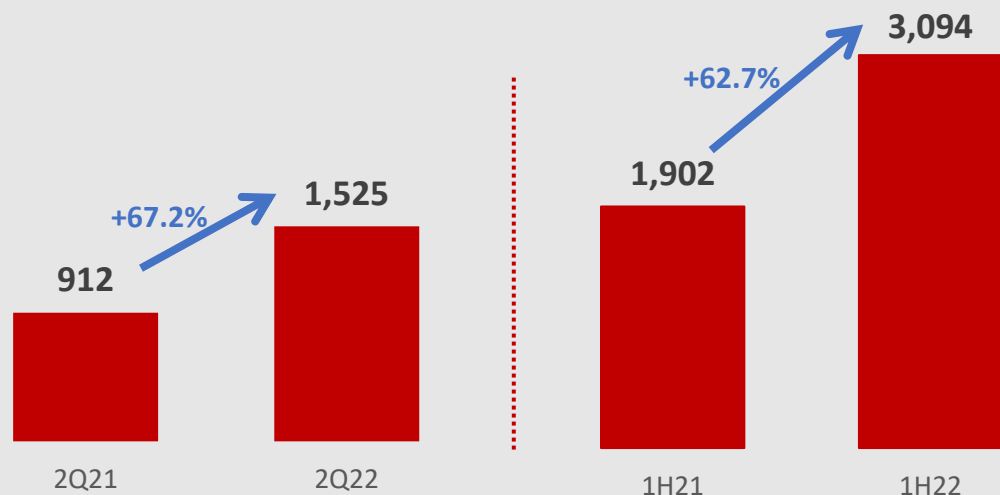


Acceleration of the Contracted Capex, changing the level of the Company's scale

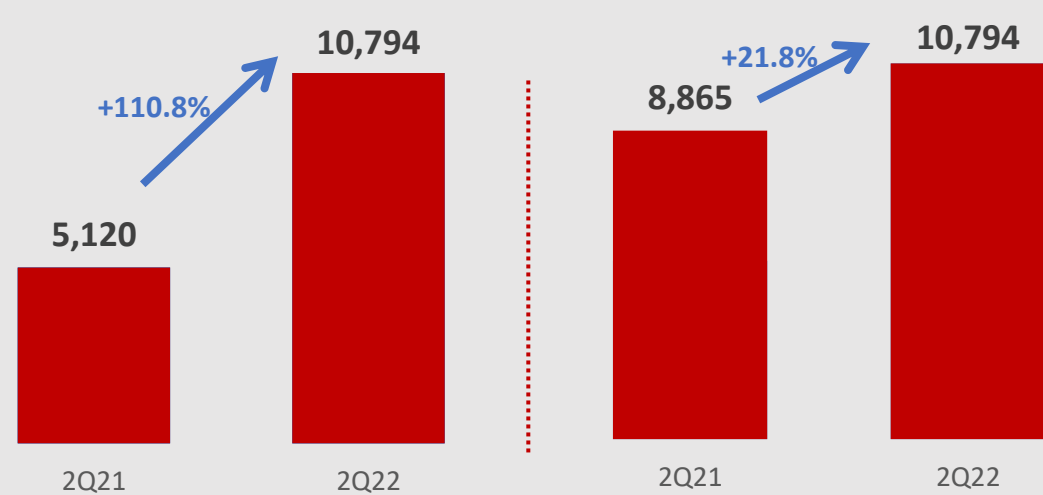
2Q22 RENTAL

Capex realized guarantees growth with a positive impact on the results of the coming periods

Contracted Capex | R\$ million



Backlog | R\$ million



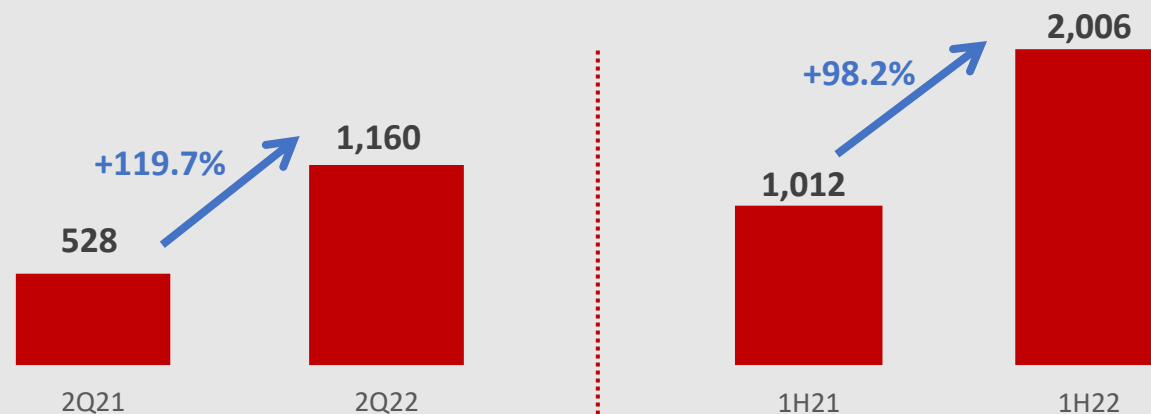
Indicators R\$ million	2Q22	2Q21	1Q22	Var% 2Q22 x 2Q21	Var% 2Q22 x 1Q22
Contracted Capex	1,525	912	1,568	67.2%	-2.7%
Monthly Biling	41.6	21.4	38.7	94.4%	7.5%
Average Term Biling (months)	58,0	58.2	63.1	-0.3%	-8.1%

Level change in implemented capex and total fleet

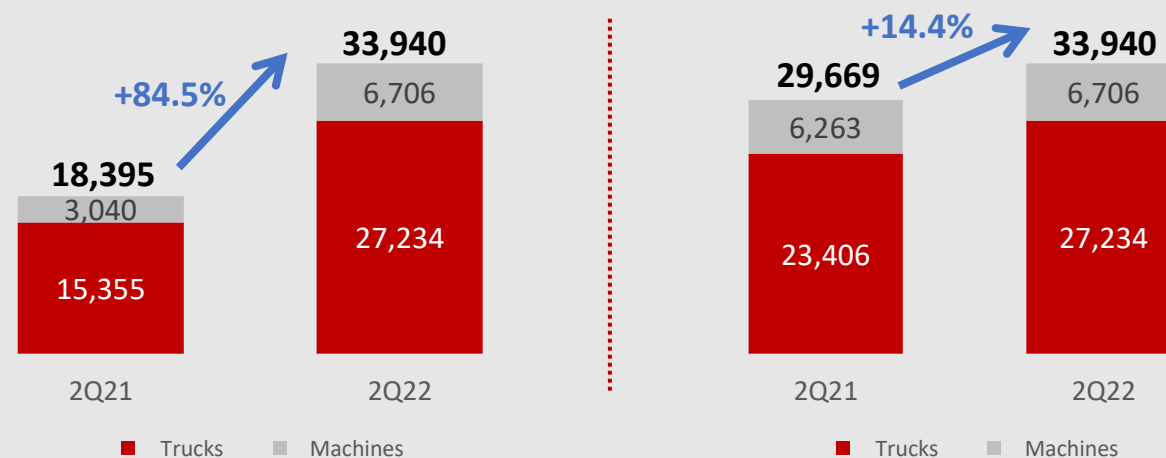
2Q22 RENTAL



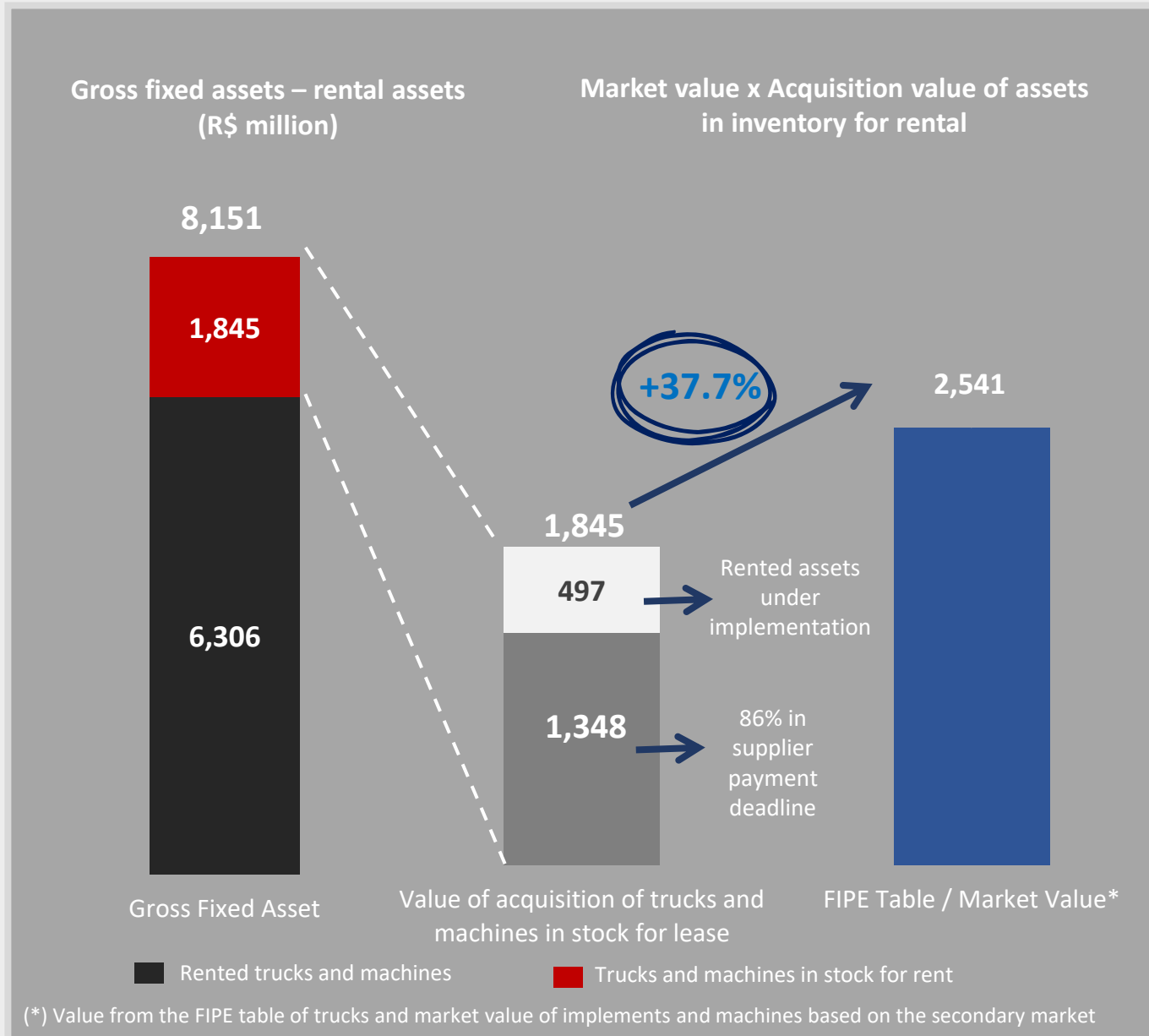
Implemented capex | R\$ million



Total fleet |



Strategic positioning with na inventory of new assets



Inventory has been na importante competitive advantage with customers and a great value driver in the business model

- **Market value 37.7% higher** than the **equity value**
 - Improved profiability in new contracts
- **Competitive market advantage**
 - “Off-the-shelf” products
- **Inventory** accounts for **2.6 months** only of monthly contracted capex
- **Low capital allocation** (86% of the value covered in the suppliers’ line)
- **Operational improvement** – reduced implementation and revenue recognition period
- **Stock ensures future deployment** regardless of the availability of automakers



A large, red, curved sign with white 3D lettering that reads "VAMOS SEMINOVOS". The sign is set against a clear blue sky. Several black light fixtures are visible on poles above the sign. The sign is mounted on a concrete structure.



VAMOS SEMINOVOS

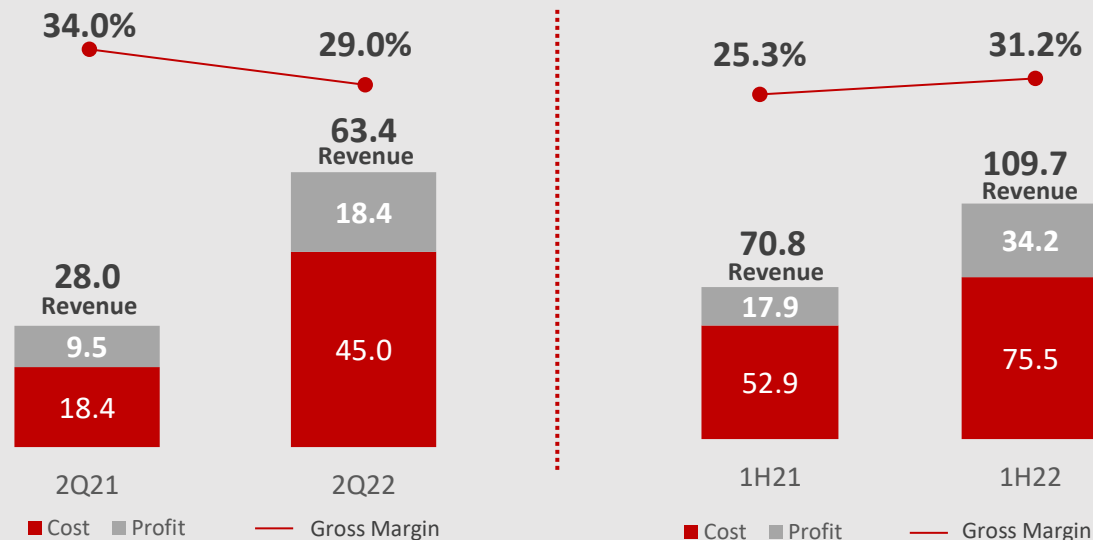


Gross margin on sale of assets evidences a transformation in the value of our assets

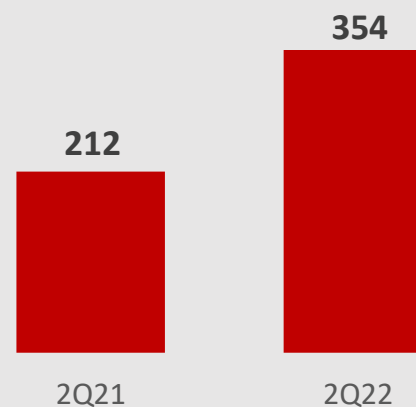
2Q22 ASSET SALE



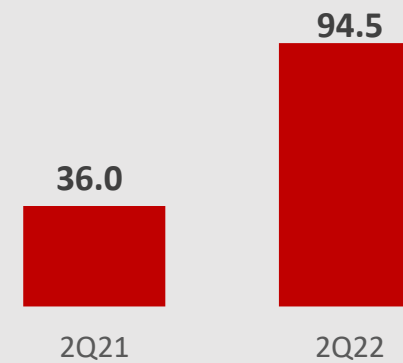
Net Revenue (R\$ million) e Gross Margin (%)



Sold Assets |



Stock | R\$ million





2Q22 DEALERSHIP

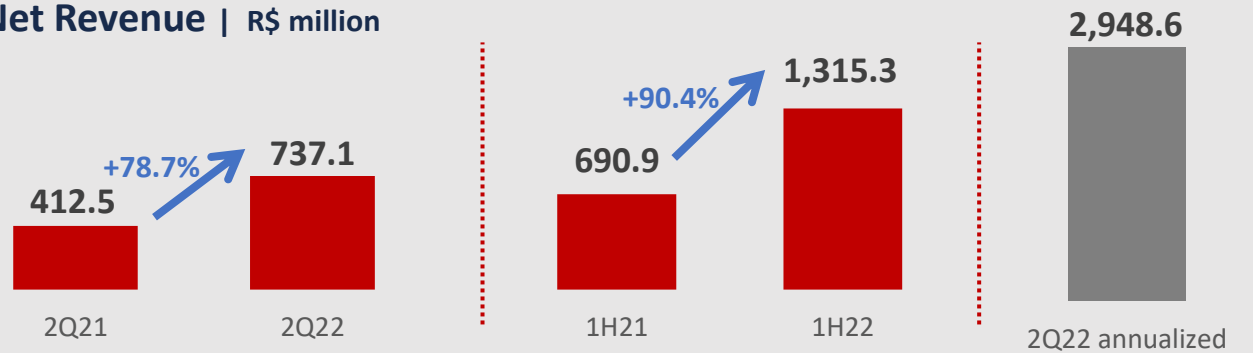


Growth with a complete portfolio of products and brands in diferente áreas of activity to serve our customers

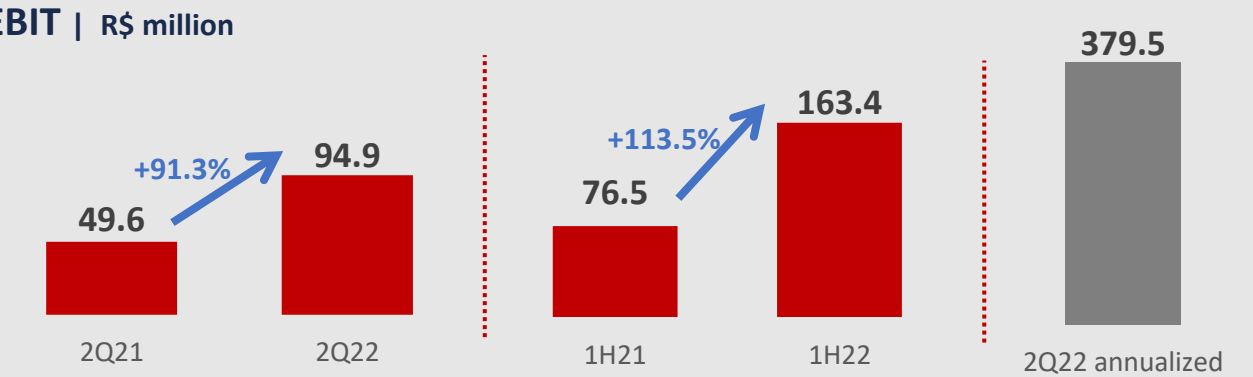


Data base 06/30/2022

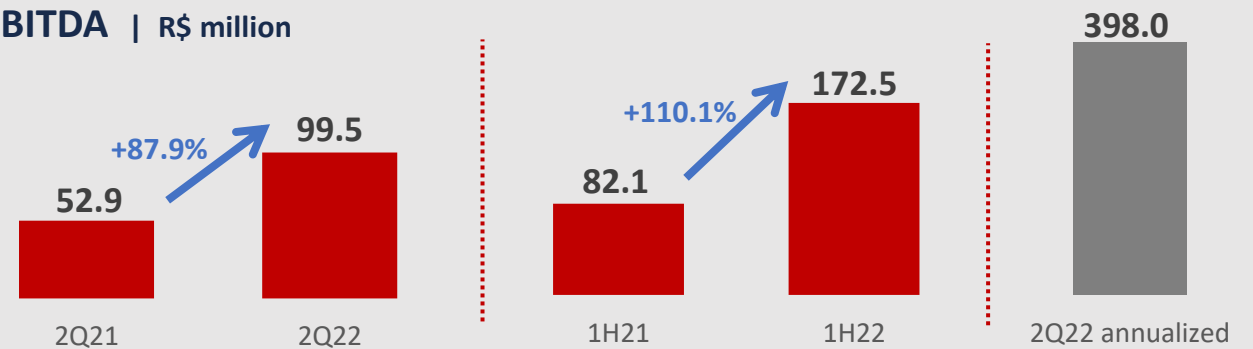
Net Revenue | R\$ million



EBIT | R\$ million



EBITDA | R\$ million





2Q22 BALANCE SHEET AND CAPITAL STRUCTURE - CONSOLIDATED

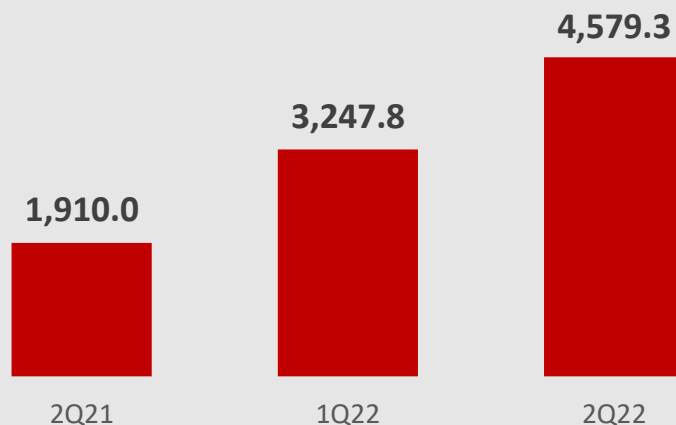


Net debt reduction and leverage

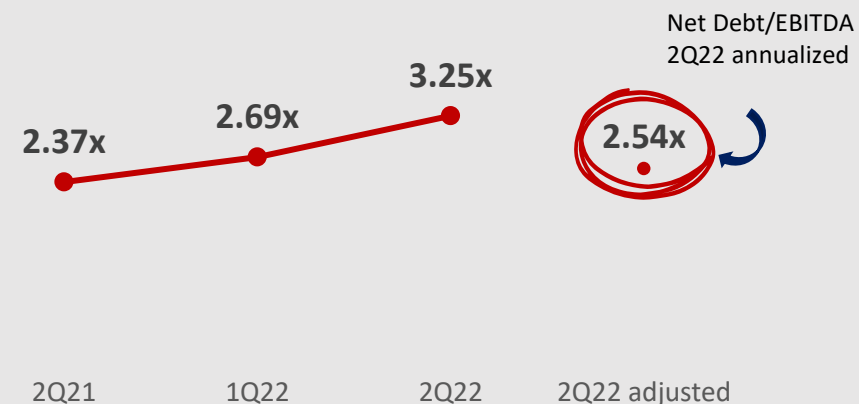
Solid and prepared capital structure supporting an accelerated growth cycle



Net debt | R\$ million



Leverage (Net Debt / EBITDA)



Loans and Financing (R\$ million)	2Q21	1Q22	2Q22	Var% Q/Q	Var% Y/Y
Gross Debt	2,252.1	6,275.7	7,350.1	17.1%	226.4%
Cash and Financial Investments	342.1	3,027.8	2,770.8	-8.5%	709.9%
Net Debt	1,910.0	3,247.8	4,579.3	41.0%	139.8%

Leverage Indicators	2Q21	1Q22	2Q22	Var% Q/Q
Net Debt/ EBITDA	2.37x	2.69x	3.26x	Máx 3.75x
EBITDA/Net financial expense	7.51x	4.52x	3.45x	Máx 2.0x

Upgrading the credit rating by Fitch Ratings to 'AAA(bra)' will enable further improvement in the Company's cost and debt profile

Average term of the Net Debt of
7.4 years

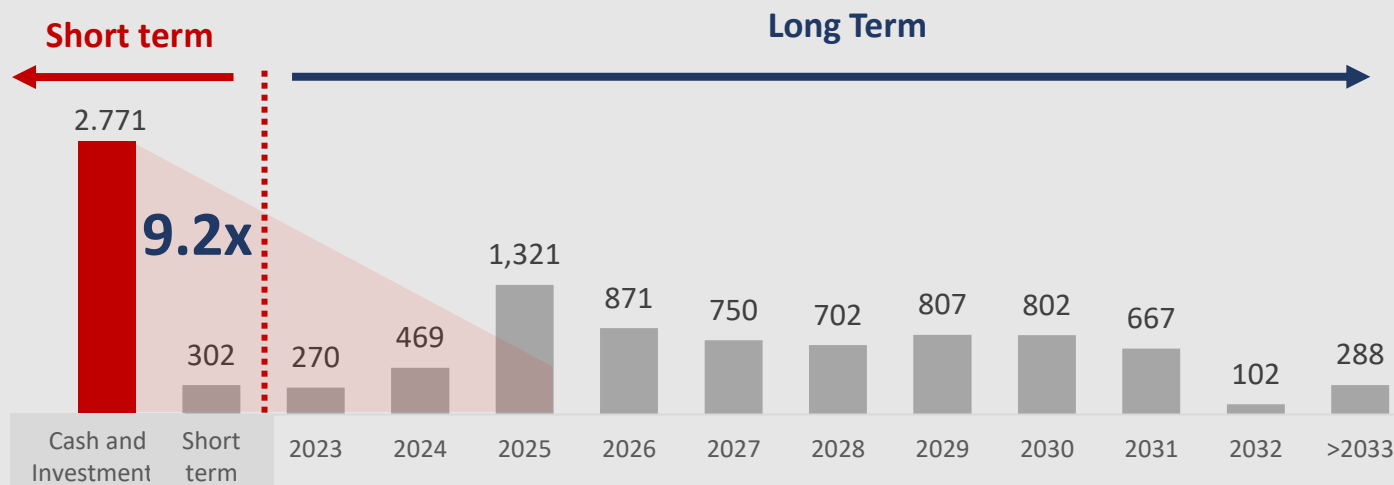
Cash fully covers the
debt until **2025**

Available revolving credit
lines:

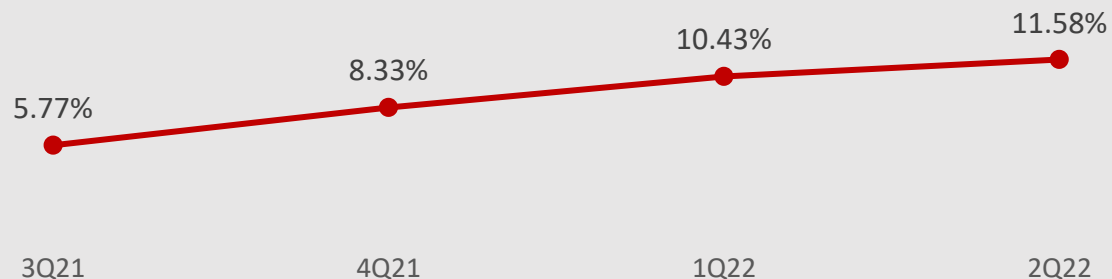
R\$645 mm

Hedge of R\$ 1.6 bi with average
contracted cap of **11.92%**

Gross debt maturity schedule | R\$ million



Average cost of debt after taxes (p.a.) – CDI end of period





2Q22 EASG

"Create opportunities for the development of the Brazilian fleet, naturally contributing to the reduction of polluting gases and to health, safe, and eficiente business."

Sustainable Certification: Fendt Dealership – Primavera do Leste - MT



First agricultural dealership in Brazil will have the **Sustainable Certification - Edge**, with international recognition



Natural ventilation and lighting, **high efficiency** equipment, **low consumption** sanitary metals and reflective insulated roof



The store will offer **39% savings in energy**, **32% in water** and **22% in materials**, helping to **reduce CO2 emissions**





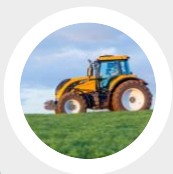
Transformation in the **value** of **assets** through **scale** and **strategic planning** made purchases possible at the **right times**.



The Company's **positioning and scale completely changed** its ability to generate **value** and created **competitive advantages**.



Creating **digital platforms** to **efficiently accelerate growth.**



Opportunity for **expansion** in **all business** segments
(trucks, agricultural machinery, yellow line and
forklifts)



Thank you

Investor Relations

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1.666 colaboradores