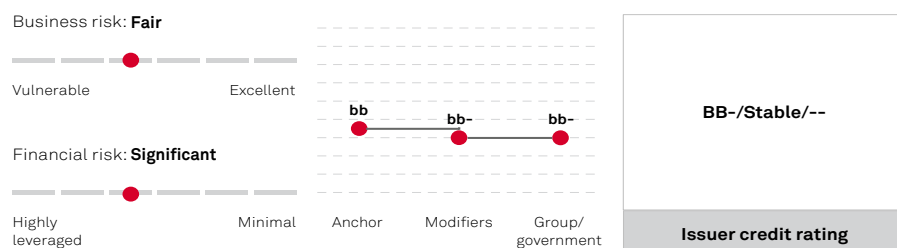


Vamos Locacao de Caminhoes, Maquinas e Equipamentos S.A.

September 22, 2025

This report does not constitute a rating action.

Ratings Score Snapshot



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Credit Highlights

Overview

Key strengths	Key risks
The largest truck rental company operating in Brazil, with a solid relationship with automakers.	A high interest burden because of elevated debt levels to finance growth, amid sustained high interest rates.
Cash flow predictability, with an average contract term of about five years.	Continued pressure on EBIT interest coverage (currently close to 1.5x).
	High capital expenditure to sustain growth.

Vamos Locacao de Caminhoes, Maquinas e Equipamentos S.A.'s growth prospects remain solid, supported by its large fleet and its long-term contracts within a fragmented truck leasing segment. S&P Global Ratings expects Vamos' fleet to expand 8%-9% annually over the next few years, to approximately 56,000 vehicles in 2025, 60,000 in 2026, and about 66,000 by the end of 2027. We also anticipate that the fleet will continue to be 75%-80% trucks, with other machinery making up the rest.

Vamos operates in a highly fragmented vehicles and machinery rental market in Brazil, and we expect that it'll be able to maintain its leading position, primarily because of the size of its fleet as well as its strong, long-term client relationships.

Our updated projections consider a reduction in net capex for the year. Vamos revised its 2025 guidance in August to reflect challenging macroeconomic conditions and elevated interest rates, with an increased focus on reducing inventory and boosting fleet utilization. As a result, we now project net capex of approximately Brazilian real (R\$) 1.8 billion in 2025 (down from our previous estimate of over R\$2.0 billion) and R\$1.5 billion-R\$2.0 billion per year in 2026-2027.

The lower expected net capex stems from more contract extensions, increased revenue from the sale of used assets, and lower-than-anticipated capex related to the Sempre Novo initiative. The initiative, launched in 2024, offers a second leasing contract for its assets, with little need for additional investments. Although its performance hasn't met initial projections, it continues to represent an important avenue for growth.

We expect that Vamos' interest coverage metrics and funds from operations (FFO) to debt will remain strained in the near term. We project EBIT interest coverage of approximately 1.3x and FFO to debt of about 17% for 2025, with the two metrics gradually improving to above 2.0x and 25%, respectively, in 2027. In our view, ongoing efforts to secure new contracts (particularly those focusing on expanding the backlog in resilient sectors like logistics and e-commerce), improvements in operating cash flows, and a robust cash position will help mitigate the impact of elevated domestic interest rates.

Vamos has diversified access to local funding sources, and it should be able to refinance coming maturities to maintain a smooth maturity profile (with a weighted average above four years).

Outlook

The stable outlook reflects our expectation that Vamos will remain focused on leverage control while it improves profitability and cash flow in the next few years through new contracts and disciplined fixed-cost management. We believe the company maintains solid growth prospects, given the opportunities to expand in the fragmented truck rental segment.

We expect EBIT interest coverage of 1.3x-1.5x and FFO to debt of 17%-20% in 2025-2026, and we anticipate a gradual reduction in the company's debt-to-capital ratio over the next few years, to below 75% from roughly 84% now.

Downside scenario

A negative rating action could occur if Vamos' profitability and credit metrics weaken amid high interest rates, reducing the signing of new contracts. This could result if worsening economic conditions undermine Vamos' growth, leading to idle vehicles, lower rates, and difficulties in renewing its fleet.

In this scenario, we would see EBIT interest coverage below 1.3x or FFO to debt below 13% on a sustained basis.

Upside scenario

We could raise the ratings in the next 12-18 months if the company continues to gain scale while its credit metrics strengthen. In this scenario, we would see EBIT interest coverage above 2.0x and FFO to debt above 23% consistently.

An upgrade of Vamos would also depend on an upgrade of its parent, Simpar S.A. (BB-/Stable/--), which we believe is unlikely in the short-to-medium term because of the pressure on Simpar's credit metrics from high interest rates.

Our Base-Case Scenario

Assumptions
<ul style="list-style-type: none"> GDP growth in Brazil of about 2.2% in 2025, 1.7% in 2026, and 2.1% in 2027. Average inflation rate in Brazil of about 5.1% in 2025, 4.5% in 2026, and 3.5% in 2027, affecting labor-related and fleet maintenance prices. Average base interest rates of 14.8% in 2025, 13.0% in 2026, and 9.5% in 2027, influencing funding costs and rates on new fleet management contracts. Fleet of about 56,000 vehicles in 2025, 60,000 in 2026, and 66,000 in 2027, with trucks making up 75%-80% of the fleet and machinery making up the rest. Net revenue of R\$5.8 billion in 2025 (which would be up 24.5% from 2024), reflecting new lease contracts, the implementation of the rental segment backlog and a higher average price, and higher asset sales this year (R\$1.5 billion). Net revenue of R\$7.1 billion in 2026 and R\$7.8 billion in 2027, mainly reflecting continued fleet expansion, an ability to increase prices on fleet management, and an ability to sustain utilization rates. Adjusted EBIT margin of 56.0% in 2025 (which would be down from 60.6% in 2024), primarily because of increased depreciation related to elevated inventory levels. Adjusted EBIT margin of 46%-50% in 2026 and beyond, driven by a shift in the revenue mix, with more asset sales as a share of total revenue. Net capex of about R\$1.8 billion in 2025 and R\$1.5 billion-R\$2.0 billion in 2026 and 2027, to meet new contracts. Continued debt refinancing. Annual cash outflow of approximately R\$100 million in 2025 and R\$20 million in 2026 for the payment of previous acquisitions. Stable credit assignment liabilities in coming years, at about R\$1 billion. Dividend payouts equal to 25%-50% of the previous year's earnings.

Key metrics

Vamos Locacao de Caminhoes, Maquinas e Equipamentos S.A.--Forecast summary

Period ending	Dec-31-2021	Dec-31-2022	Dec-31-2023	Dec-31-2024	Dec-31-2025	Dec-31-2026	Dec-31-2027	Dec-31-2028
(Mil. BRL)	2021a	2022a	2023a	2024a	2025e	2026f	2027f	2028f
Revenue	2,823	4,913	6,085	4,699	5,849	7,133	7,850	9,010
Gross profit	1,329	2,414	3,341	3,756	4,285	4,739	5,546	6,378
EBITDA (reported)	1,065	1,962	2,668	3,316	3,803	4,019	4,903	5,641
EBITDA	1,066	1,962	2,668	3,316	3,803	4,019	4,903	5,641

Vamos Locacao de Caminhoes, Maquinas e Equipamentos S.A.

Vamos Locacao de Caminhoes, Maquinas e Equipamentos S.A.--Forecast summary

Less: Cash interest paid	(222)	(594)	(852)	(1,215)	(1,853)	(1,807)	(1,398)	(1,209)
Less: Cash taxes paid	(53)	(98)	(28)	(5)	(157)	(172)	(439)	(652)
Plus/(less): Other	--	--	161	285	489	532	388	469
Funds from operations (FFO)	790	1,269	1,949	2,381	2,281	2,572	3,454	4,250
EBIT	851	1,939	2,279	2,848	3,275	3,277	3,852	4,494
Interest expense	372	928	1,527	1,761	2,471	2,409	1,863	1,611
Cash flow from operations (CFO)	646	2,593	(770)	2,529	1,580	1,750	2,701	4,026
Capital expenditure (capex)	2,654	7,008	1,484	2,338	1,781	1,486	2,008	2,000
Free operating cash flow (FOCF)	(2,007)	(4,414)	(2,253)	191	(201)	264	694	2,026
Dividends	191	--	247	341	254	238	130	332
Share repurchases (reported)	--	1	--	101	--	--	--	--
Discretionary cash flow (DCF)	(2,198)	(4,415)	(2,501)	(250)	(455)	27	563	1,694
Debt (reported)	6,017	7,392	11,536	14,404	18,054	15,804	15,047	15,066
Plus: Lease liabilities debt	71	91	181	89	94	98	101	104
Less: Accessible cash and liquid Investments	(3,825)	(1,723)	(2,294)	(2,788)	(5,837)	(3,548)	(3,307)	(4,969)
Plus/(less): Other	370	1,701	1,889	1,149	1,000	1,000	1,000	1,000
Debt	2,634	7,462	11,312	12,854	13,311	13,353	12,842	11,201
Equity	2,640	3,639	4,735	2,442	2,664	2,948	4,145	5,784

Adjusted ratios

Debt/EBITDA (x)	2.5	3.8	4.2	3.9	3.5	3.3	2.6	2.0
FFO/debt (%)	30.0	17.0	17.2	18.5	17.1	19.3	26.9	37.9
CFO/debt (%)	24.5	34.8	(6.8)	19.7	11.9	13.1	21.0	35.9
FOCF/debt (%)	(76.2)	(59.2)	(19.9)	1.5	(1.5)	2.0	5.4	18.1
DCF/debt (%)	(83.5)	(59.2)	(22.1)	(1.9)	(3.4)	0.2	4.4	15.1
Annual revenue growth (%)	86.6	74.0	23.9	(22.8)	24.5	21.9	10.1	14.8
Gross margin (%)	47.1	49.1	54.9	79.9	73.2	66.4	70.6	70.8
EBITDA margin (%)	37.7	39.9	43.8	70.6	65.0	56.4	62.5	62.6
Return on capital (%)	21.7	23.7	16.8	18.2	20.9	20.3	23.1	26.5
EBIT interest coverage (x)	2.3	2.1	1.5	1.6	1.3	1.4	2.1	2.8
Debt/debt and equity (%)	49.9	67.2	70.5	84.0	83.3	81.9	75.6	65.9

All figures are adjusted by S&P Global Ratings, unless stated as reported. a--Actual. e--Estimate. f--Forecast. R\$--Brazilian real.

Company Description

Vamos is the leading company in Brazil for renting trucks, machinery, and heavy equipment. The company also operates a network of used vehicle stores throughout Brazil's main regions. Vamos is a subsidiary of the transport and logistics services group [Simpair S.A.](#), which currently holds a 61.35% stake in the company.

Peer Comparison

Globally, we consider [Penske Truck Leasing Co. L.P.](#) (BBB/Stable/A-2) and [Ryder System Inc.](#) (BBB+/Stable/A-2) as Vamos' closest peers, even though Penske and Ryder have significantly higher credit ratings.

Both companies operate in the truck-leasing sector, but the U.S. market (where Ryder and Penske have leading positions in full-service truck rentals) differs considerably from Brazil's, with a more established commercial truck rental market. Consequently, Ryder and Penske benefit from a substantially higher market penetration rate, larger asset bases (encompassing truck rentals, tractors, and trailers), and greater geographic diversification. (Ryder operates in the U.S., Canada, Mexico, and Europe, while Penske operates in the U.S., Canada, and Australia.)

These companies also have established logistics businesses, including distribution center management services and dedicated contract carriage.

While Vamos benefits from its position as the largest truck purchaser in the Brazilian market--it generated approximately US\$760 million in revenue in 2024--it's much smaller in scale than Ryder, which had US\$12.6 billion in revenue last year. Furthermore, Vamos has higher leverage and weaker interest coverage metrics than these peers.

Vamos Locacao de Caminhoes, Maquinas e Equipamentos S.A.--Peer comparison

2024 data

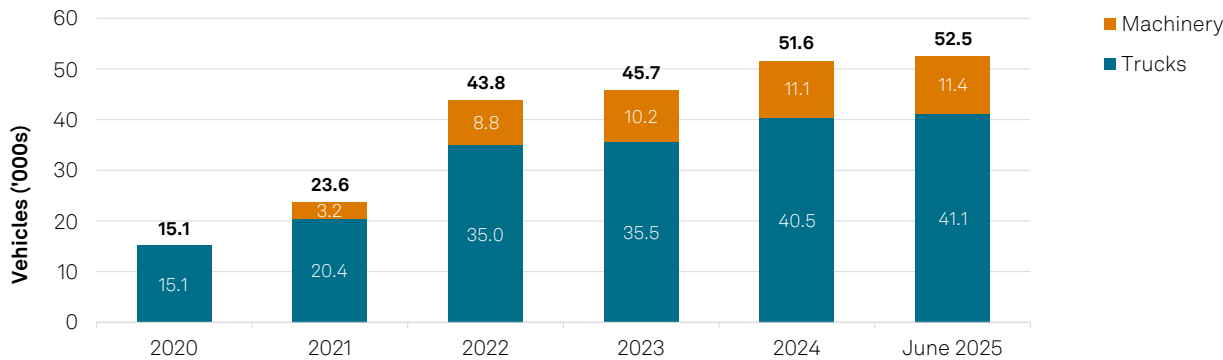
	Ryder System Inc.	Penske Truck Leasing Co. L.P.	Vamos Locacao de Caminhoes, Maquinas e Equipamentos S.A.
EBIT interest coverage (x)	2.5	1.9	1.6
Funds from operations to debt (%)	28.6	22.3	16.3
Debt to capital (%)	74.8	77.2	84.0

Business Risk

Vamos expanded rapidly in recent years, and its fleet had 52,500 units as of June 2025--41,100 trucks plus 11,400 machines or pieces of equipment--up sharply from approximately 40,000 total units in June 2022. The machinery in Vamos' fleet is mainly agricultural harvesting machines, while the pieces of equipment range from handling cranes to tractors.

Chart 1

Vamos' fleet profile



Sources: Company data and S&P Global Ratings.

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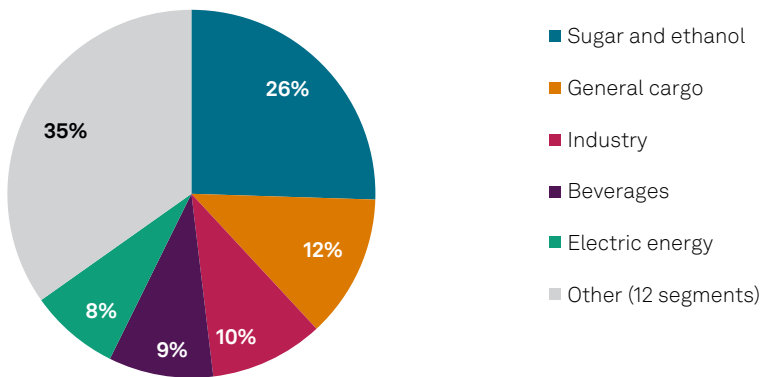
Vamos’ operations are primarily in the central-south region of Brazil, with rental contracts somewhat concentrated in the agribusiness segment (including sugar and ethanol producers, meatpackers, and rural producers). Other contracts are diversified across general cargo, industry, beverages, and other sectors.

The company’s relatively diversified revenue base across industries fortifies it somewhat against sector-specific downturns. Vamos is working to reduce its exposure to more cyclical sectors, such as grains; historically, the exposure has led to increased repossessions during difficult macroeconomic periods, as we saw recently.

Chart 2

Vamos' net revenue exposure by segment

Data as of June 30, 2025



Sources: Company data and S&P Global Ratings.

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There are about 3.9 million trucks in Brazil, according to data from the Brazilian Assn. of Car Rental Companies (Associação Brasileira das Locadoras de Automóveis, or ABLA), and the country's total leased fleet is 50,900 vehicles. With its truck fleet of 41,100, Vamos has an

estimated market share of 80%, and it benefits from the size of its fleet and from established client relationships.

The company’s long-term rental contract profile (typically 40-50 months) reflects this, which enhances the predictability of its cash flow.

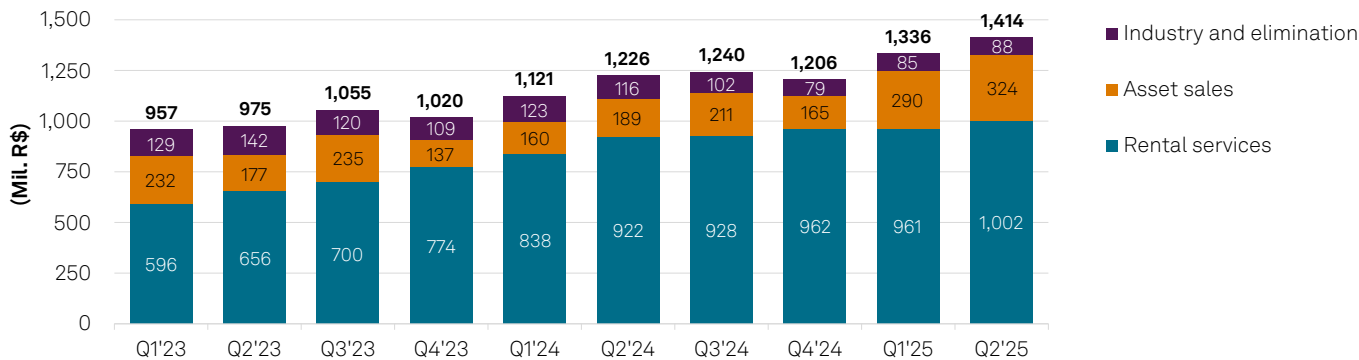
Financial Risk

We project that Vamos will generate R\$5.8 billion of revenue in 2025--which would be up 24.5% from 2024--with new contract signings and higher sales of used assets projected to drive the growth.

The company’s strategy of enhancing asset utilization, extending contracts with price adjustments, and focusing on an expanded presence in more resilient sectors such as logistics and e-commerce should support gradual margin improvements in coming years. We forecast an S&P Global Ratings-adjusted EBIT margin of 56.0% in 2025--which would be down from 60.6% in 2024--primarily because of a higher volume of repossessed assets (which resulted in lower revenue and increased depreciation in recent quarters) in addition to increased sales of used assets (which typically generate lower margins).

Chart 3

Vamos' net revenue



R\$--Brazilian real. Sources: Company data and S&P Global Ratings.

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Vamos’ debt is primarily sourced from the domestic market, where interest rates are high. This is contributing to Vamos' more pressured metrics, with its EBIT interest coverage below 1.5x in recent quarters.

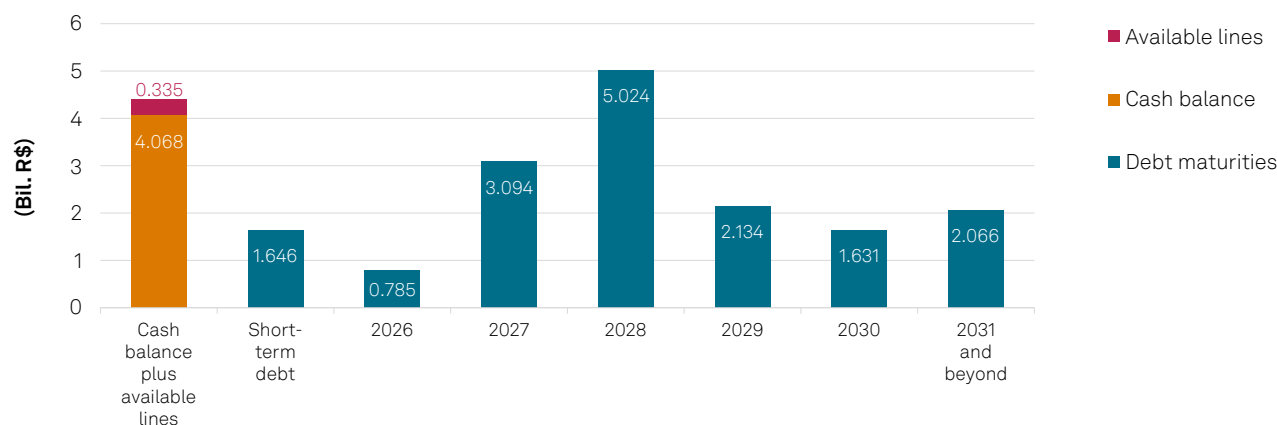
Despite the tough environment, Vamos generated close to R\$2.0 billion in FFO in each of the past two years, equal to 17%-18% of its debt. We anticipate that Vamos’ EBIT generation will improve in coming years, with support from enhanced fleet utilization, sector diversification, and successful contract extensions. We therefore expect that the company’s overall credit metrics will also improve, with FFO to debt above 20% and EBIT interest coverage rising above 1.5x over the next two years.

Debt maturities

Chart 4

Vamos' debt amortization schedule

Data as of June 30, 2025



R\$--Brazilian real. Source: S&P Global Ratings.

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Reconciliation Of Vamos Locacao de Caminhoes, Maquinas e Equipamentos S.A. Reported Amounts With S&P Global Adjusted Amounts (Mil. R\$)

	Debt	Shareholder Equity	Revenue	EBITDA	Operating income	Interest expense	S&PGR adjusted EBITDA	Operating cash flow	Dividends	Capital expenditure
Financial year	Dec-31-2024									
Company reported amounts	14,404	2,442	4,699	3,316	2,563	1,761	3,316	224	341	32
Cash taxes paid	-	-	-	-	-	-	(5)	-	-	-
Cash interest paid	-	-	-	-	-	-	(1,215)	-	-	-
Lease liabilities	89	-	-	-	-	-	-	-	-	-
Accessible cash and liquid investments	(2,788)	-	-	-	-	-	-	-	-	-
Nonoperating income (expense)	-	-	-	-	285	-	-	-	-	-
Debt: Derivatives	(29)	-	-	-	-	-	-	-	-	-
Debt: other	1,178	-	-	-	-	-	-	-	-	-
OCF: Asset disposals	-	-	-	-	-	-	-	(578)	-	-
OCF: other	-	-	-	-	-	-	-	2,883	-	-
Capex: other	-	-	-	-	-	-	-	-	-	2,305
Total adjustments	(1,551)	-	-	-	285	-	(935)	2,305	-	2,305

Reconciliation Of Vamos Locacao de Caminhoes, Maquinas e Equipamentos S.A. Reported Amounts With S&P Global Adjusted Amounts (Mil. R\$)

	Debt	Shareholder Equity	Revenue	EBITDA	Operating income	Interest expense	S&PGR adjusted EBITDA	Operating cash flow	Dividends	Capital expenditure
S&P Global Ratings adjusted	Debt	Equity	Revenue	EBITDA	EBIT	Interest expense	Funds from Operations	Operating cash flow	Dividends	Capital expenditure
	12,854	2,442	4,699	3,316	2,848	1,761	2,381	2,529	341	2,338

Liquidity

We view Vamos' liquidity as adequate, supported by a robust cash position and what we expect will be continued solid cash flows. Despite the planned capital expenditure for fleet expansion in coming years, we believe the company has the flexibility to reduce investments in a stress scenario.

We expect that Vamos will keep refinancing upcoming maturities in advance, maintaining a smooth maturity profile as well as consistent access to funding sources. This is further supported by the potential to secure financing through asset collateralization.

Principal liquidity sources

- Cash and cash equivalents of R\$4.1 billion as of June 2025
- An undrawn available credit line of R\$355 million
- Expected FFO of about R\$1.8 billion in the 12 months that began June 2025

Principal liquidity uses

- Short-term debt of R\$1.5 billion as of June 2025
- Net capex of about R\$1.6 billion in the next 12 months as of June 2025
- Working capital needs including intrayear requirements of roughly R\$650 million in the 12 months that began June 2025
- Short-term acquisitions payable of roughly R\$90 million as of June 2025
- Assignment of credit rights (cessão de direitos creditórios) of R\$755 million as of June 2025
- Dividend distributions totaling R\$240 million in the next 12 months

Covenant Analysis

Requirements

Vamos has payment acceleration covenants on its debentures, agribusiness receivables certificates, and some bilateral bank loans that are measured at the end of the fiscal year. The more restrictive covenants require a net debt-to-EBITDA ratio below 3.5x and a net EBITDA interest coverage ratio above 2.0x.

Compliance expectations

We estimate a comfortable cushion of approximately 30% for the net debt-to-EBITDA covenant and almost 20% for the interest coverage covenant in 2025. We expect that the cushion on both

metrics will expand in coming years because of increased cash generation and declining interest rates.

Environmental, Social, And Governance

Environmental, social, and governance factors are neutral considerations in our credit rating analysis of Vamos.

Truck and machinery rental companies contribute to increased greenhouse gas emissions because of combustion-engine trucks. But the company is committed to reducing emissions through the implementation of several initiatives, including waste recycling and truck remodeling, expanding the presence of electric assets in its fleet, and increasing the number of stores using solar power. Electric trucks have a small, but emerging, presence in Brazil's overall fleet.

Vamos also has a program called "Carbon Free," where customers can neutralize carbon dioxide emissions with the acquisition of carbon credits. But participation is still low.

Group Influence

We view Vamos as a highly strategic subsidiary of Simpar. Vamos is very important to the group's long-term strategy, and it's highly unlikely to be sold. We expect Simpar to provide support to Vamos under almost all foreseeable circumstances, given the latter's favorable potential in a segment with strong growth prospects.

Simpar decreased its stake in Vamos after the follow-on back in 2023, but it's part of the group's strategy to monetize its stakes and improve the capital structure at the parent level. We expect Vamos to generate 30%-35% of Simpar's consolidated EBITDA in the next two years.

Rating Component Scores

Foreign currency issuer credit rating	BB-/Stable/--
Local currency issuer credit rating	BB-/Stable/--
Business risk	Fair
Country risk	Moderately High
Industry risk	Intermediate
Competitive position	Fair
Financial risk	Significant
Cash flow/leverage	Significant
Anchor	bb
Modifiers	
Diversification/portfolio effect	Neutral (no impact)
Capital structure	Neutral (no impact)
Financial policy	Neutral (no impact)
Liquidity	Adequate (no impact)
Management and governance	Neutral (no impact)
Comparable rating analysis	Negative (-1 notch)
Stand-alone credit profile	bb-

Related Criteria

- [Criteria | Corporates | General: Methodology: Management And Governance Credit Factors For Corporate Entities](#), Jan. 7, 2024
- [Criteria | Corporates | General: Corporate Methodology](#), Jan. 7, 2024
- [General Criteria: Environmental, Social, And Governance Principles In Credit Ratings](#), Oct. 10, 2021
- [General Criteria: Group Rating Methodology](#), July 1, 2019
- [Criteria | Corporates | General: Corporate Methodology: Ratios And Adjustments](#), April 1, 2019
- [Criteria | Corporates | Industrials: Key Credit Factors For The Operating Leasing Industry](#), Dec. 14, 2016
- [Criteria | Corporates | General: Methodology And Assumptions: Liquidity Descriptors For Global Corporate Issuers](#), Dec. 16, 2014
- [General Criteria: Methodology: Industry Risk](#), Nov. 19, 2013
- [General Criteria: Country Risk Assessment Methodology And Assumptions](#), Nov. 19, 2013
- [General Criteria: Principles Of Credit Ratings](#), Feb. 16, 2011

Related Research

- [Bulletin: Vamos Locacao de Caminhoes, Maquinas e Equipamentos S.A.'s Proposed Dealership Business Spin-Off Won't Hit Credit Metrics](#), Oct. 1, 2024

Ratings Detail (as of September 22, 2025)*

Vamos Locacao de Caminhoes, Maquinas e Equipamentos S.A.

Vamos Locacao de Caminhoes, Maquinas e Equipamentos S.A.

Ratings Detail (as of September 22, 2025)*

Issuer Credit Rating	BB-/Stable/--
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Issuer Credit Ratings History

16-Mar-2022	BB-/Stable/--
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Related Entities

JSL S.A.

Issuer Credit Rating	BB-/Stable/--
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<i>Brazil National Scale</i>	brAA+/Stable/--
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Movida Europe

Senior Unsecured	BB-
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Movida Participacoes S.A.

Issuer Credit Rating	BB-/Stable/--
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<i>Brazil National Scale</i>	brAA+/Stable/--
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Simpar S.A.

Issuer Credit Rating	BB-/Stable/--
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<i>Brazil National Scale</i>	brAA+/Stable/--
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*Unless otherwise noted, all ratings in this report are global scale ratings. S&P Global Ratings' credit ratings on the global scale are comparable across countries. S&P Global Ratings' credit ratings on a national scale are relative to obligors or obligations within that specific country. Issue and debt ratings could include debt guaranteed by another entity, and rated debt that an entity guarantees.

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