

CONFERENCE CALL 1Q21



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FROTAS.
INOVANDO
NEGÓCIOS.

UMA EMPRESA DO GRUPO



DISCLAIMER



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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.



1Q21 HIGHLIGHTS – GRUPO VAMOS



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- Record net income of R\$73.2 million in 1Q21, 2 times higher compared to 1Q20 and 34.9% compared to 4Q20;
- Contracted CAPEX in 1Q21 of R\$990.1 million, 2.4 times higher than compared to 1Q20 (R\$415.2 million) and representing 77% of the contracted CAPEX in the 2020 fiscal year (R\$1,285.0 million);
- Net revenue of R\$520.4 million in 1Q21, up 76.1% compared to 1Q20 and 23.0% higher compared to 4Q20;
- Operating Income (EBIT) of R\$131.2 million in 1Q21, 64.6% higher compared to 1Q20 and 27.4% higher compared to 4Q20;
- EBITDA of R\$204.0 million in 1Q21, a growth of +47.0% compared to 1Q20 and +15.1% compared to 4Q20;
- Consolidated cash position and financial investments of R\$813.5 million, adequate to support the amortization of short-term debt at 8.6x;
- 11.3% ROIC and 22.1% ROE in 1Q21 LTM;
- Acquisition of Monarca Máquinas e Implementos Agrícolas Ltda., a Valtra dealership network, with four stores in Mato Grosso, consolidating our position in agribusiness in the Brazilian Midwest;
- Nomination of a Fendt Dealership, German manufacturer of agricultural tractors and machinery, for the region of Sorriso, in Mato Grosso.

VAMO
B3 LISTED NM

ITAG B3

IGC B3

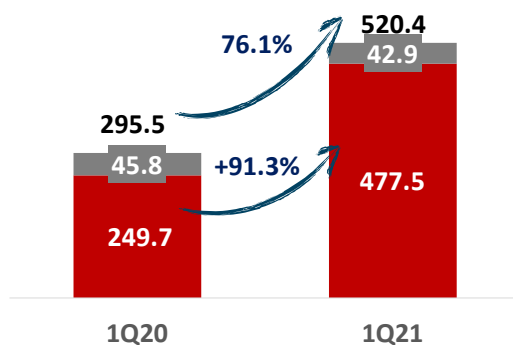
IGC-NM B3

1Q21 HIGHLIGHTS – GRUPO VAMOS

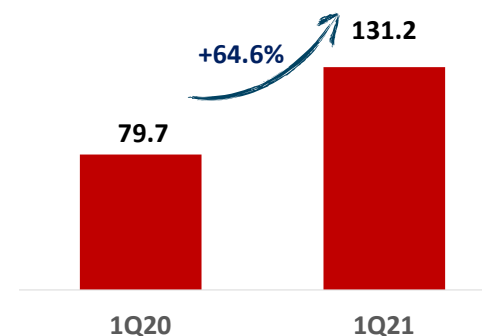


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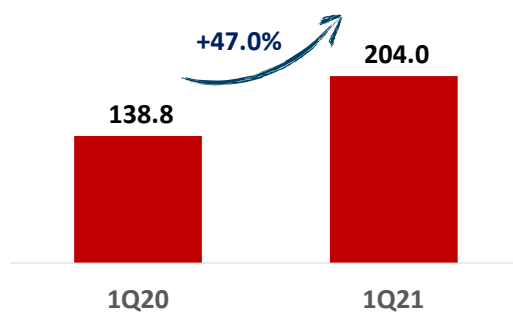
NET REVENUE (R\$ million)



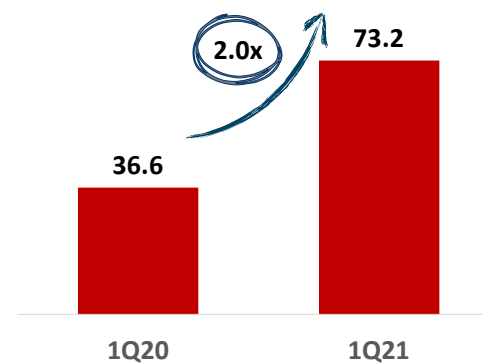
EBIT (R\$ million)



EBITDA (R\$ million)



NET INCOME (R\$ million)

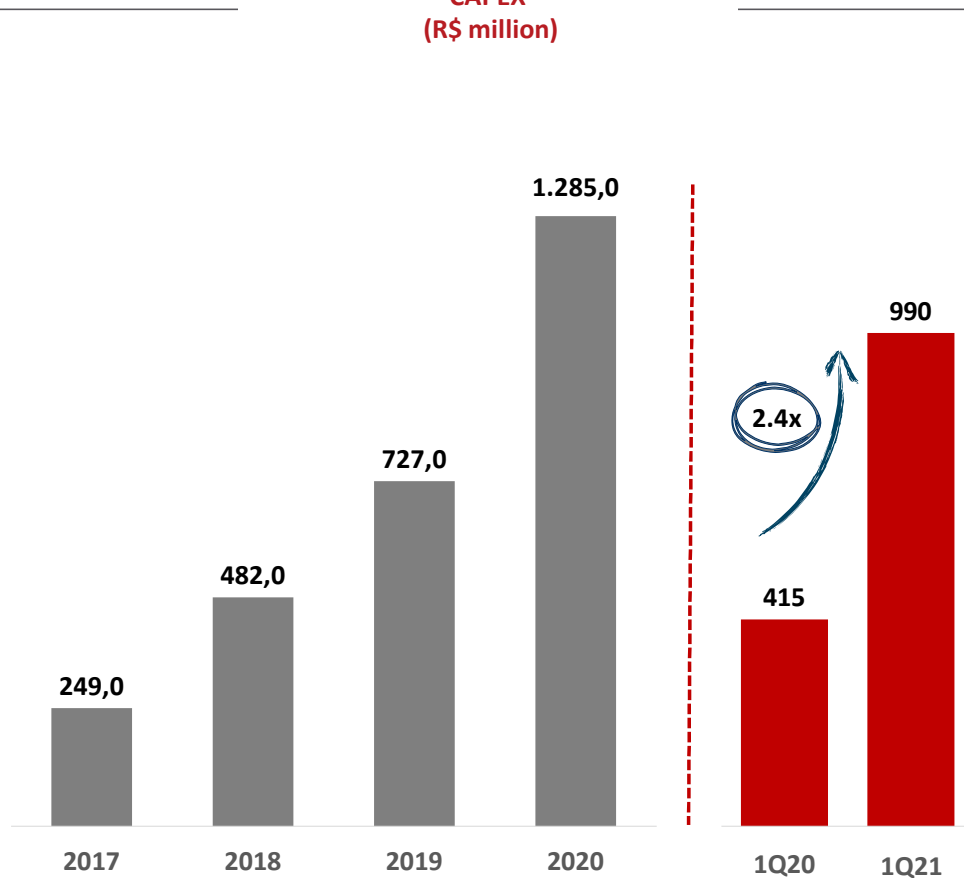


RENTAL

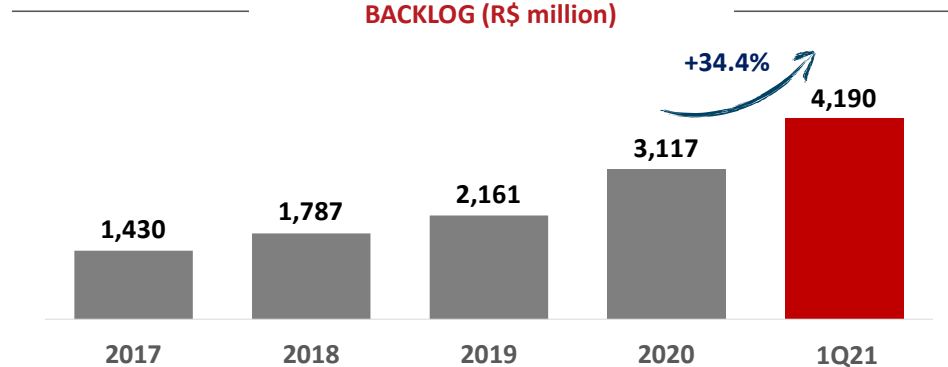


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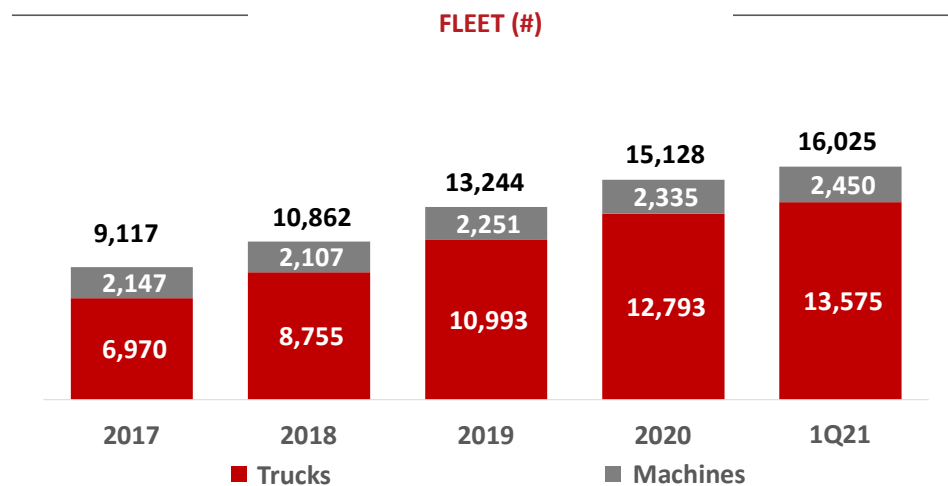
CAPEX
(R\$ million)



BACKLOG (R\$ million)



FLEET (#)

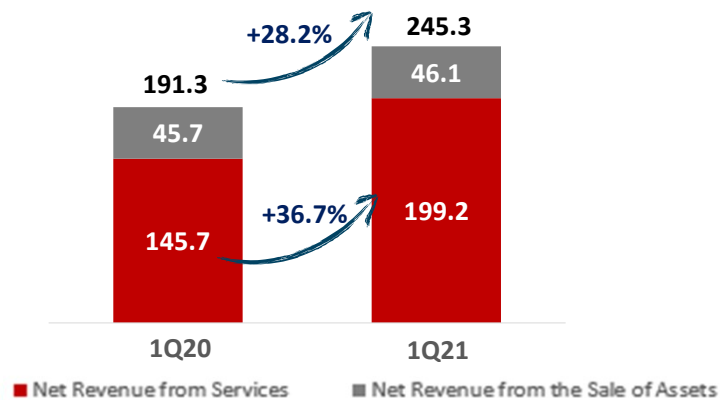


RENTAL

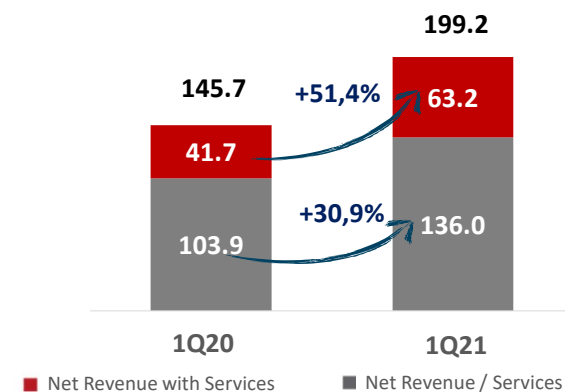


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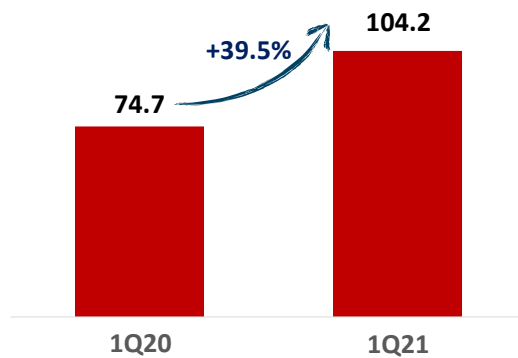
NET REVENUE (R\$ million)



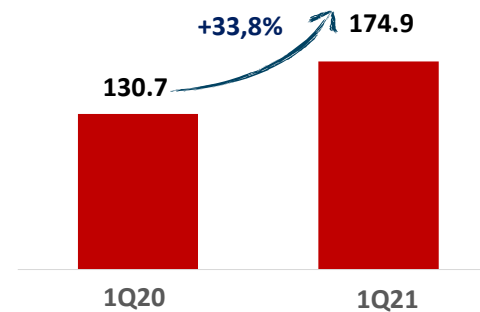
NET REVENUE WITH AND WITHOUT SERVICES (R\$ million)



EBIT (R\$ million)



EBITDA (R\$ million)

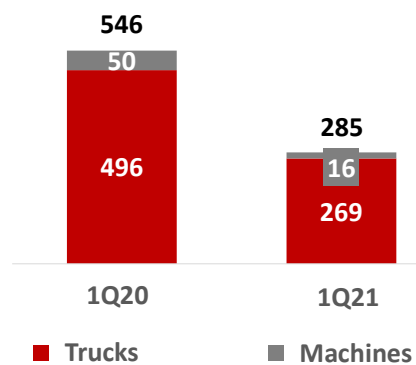


SALE OF ASSETS

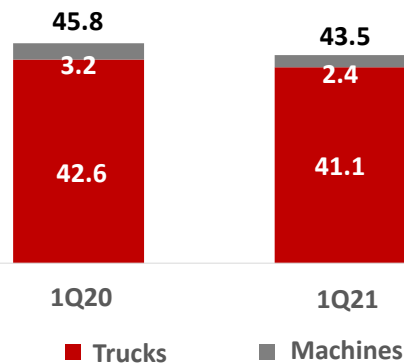


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ASSET SOLDs (#)



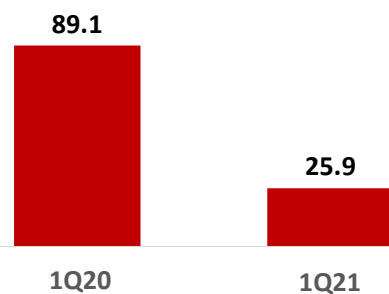
NET REVENUE
(R\$ million)



STORES MAP



INVENTORY (R\$ million)

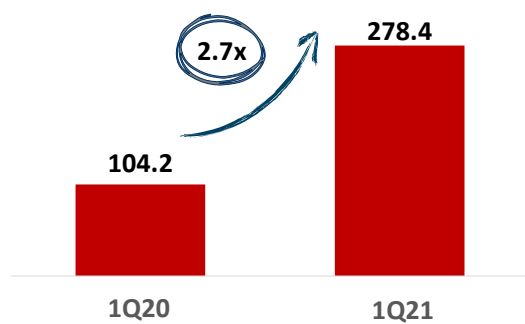


DEALERSHIPS



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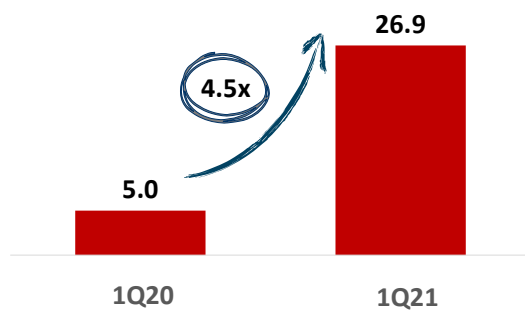
NET REVENUE (R\$ million)



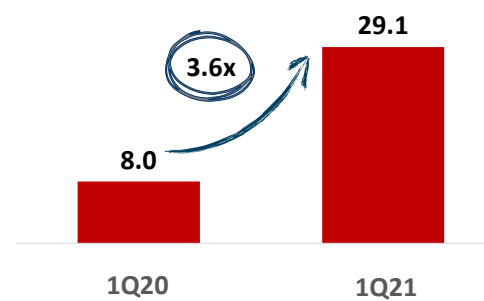
DEALERSHIP NETWORK (#)



EBIT (R\$ million)



EBITDA (R\$ million)

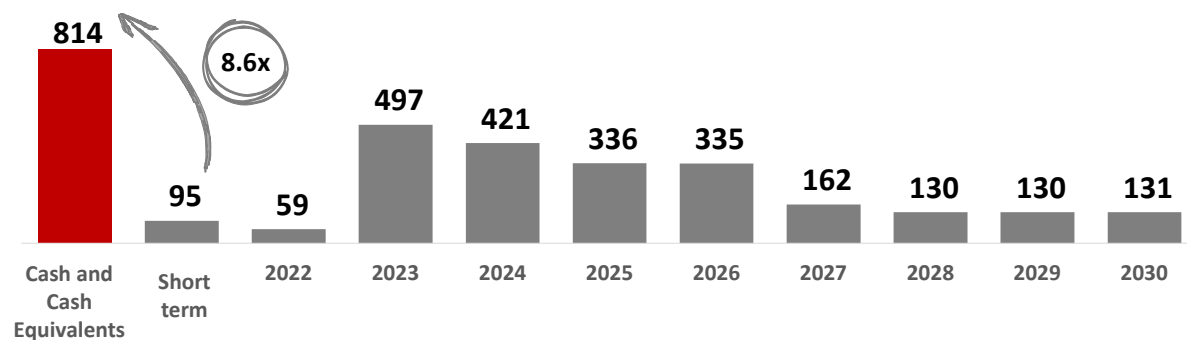


INDEBTEDNESS

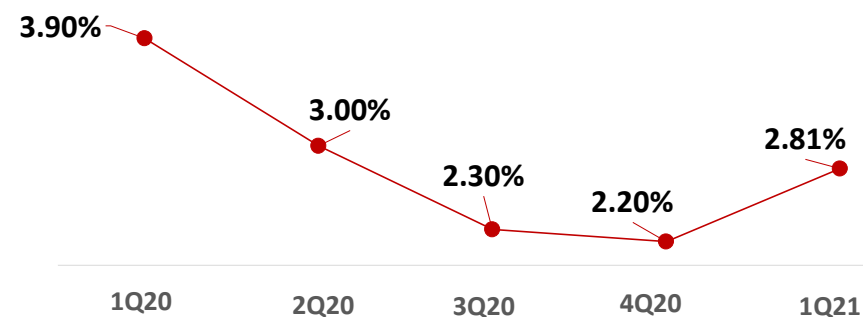


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Debt Repayment Schedule (R\$ million)



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



Indebtedness (R\$ milhões)	1Q21	4Q20	Var% Q/Q	1Q20	Var% Y/Y
Gross Debt	2,296.0	2,705.8	-15.1%	2,084.6	10.1%
Cash and Financial Investments	813.5	785.5	3.6%	364.7	123.1%
Net Debt	1,482.4	1,920.3	-22.8%	1,719.9	-13.8%

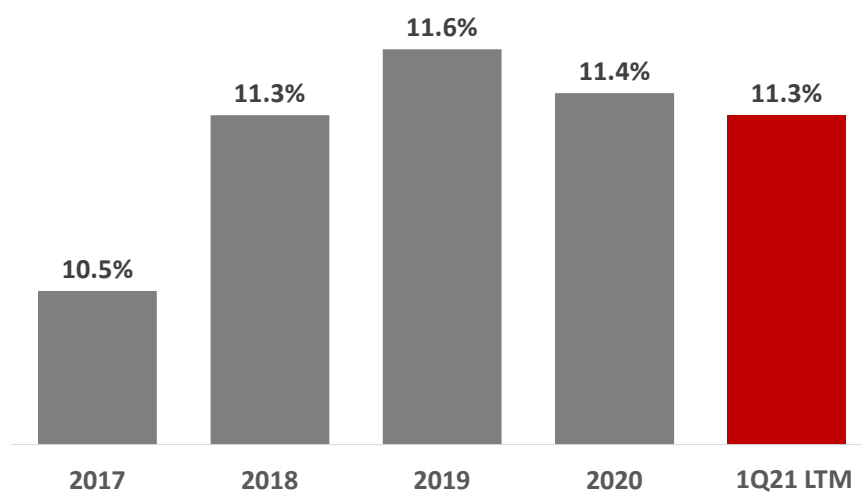
Covenants ¹	1Q21	4Q20	1Q20	Covenants
Dívida Líquida/ EBITDA-A	1.7x	2.4x	2.3x	Max 3.5x
Dívida Líquida/ EBITDA	2.1x	3.0x	3.2x	Max 3.75x
EBITDA-A/ Juros Líquidos	6.5x	5.7x	5.3x	Min 2.0x

RENTABILITY

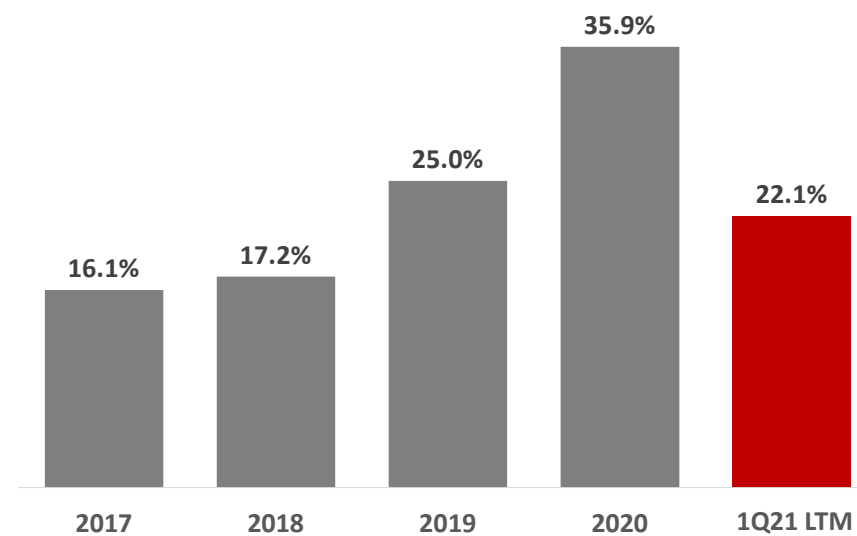


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ROIC (%)



ROE (%)



2021 PRIORITIES



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1 Accelerated growth
through sales channels



2 Scalability
and **Intense**
use of **technology**



Marketing efforts to
expand
the business model



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



Offer **carbon emission**
offsetting opportunities to
customers

Neutralize
VAMOS' carbon
emissions annually

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

Company seeking
System B
certification



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



THANK YOU!

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