



GRUPO
VAMOS

RENOVANDO
FROTAS.
INOVANDO
NEGÓCIOS.

**1Q22
RESULTS**

UMA EMPRESA DO GRUPO



SIMPAR





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.





GRUPO VAMOS - CONSOLIDATED

1Q22 HIGHLIGHTS

- 📍 **Net revenue 81.6% higher** compared to 1Q21, BRL **945.2 million** in 1Q22 and **17.1% higher** compared to 4Q21;
- 📍 **Operating Profit (EBIT)** with **growth of 125.3%** over 1Q21, **BRL 295.4 million** in 1Q22 and 25.0% higher than 4Q21;
- 📍 **BITDA 77.2% higher** compared to 1Q21, **BRL 361.5 million** in 1Q22 and **20.3% higher** compared to 4Q21;
- 📍 **Net income 66.4% higher** than 1Q21, **record of BRL 121.9 million** in 1Q22 and **3.5% higher** than in 4Q21;
- 📍 Future Contracted Revenue (**backlog**) of **BRL 8.9 billion** by the end of the first quarter of 2022, a **growth of 111.2%** YoY and of 27.8% compared to 4Q21;
- 📍 Truck and machinery **dealerships** with **excellent performance**, showing **net revenue of BRL 578.2 million**, a **growth of 107.7%** vs. 1Q22 and **EBIT of BRL 68.6 million**, a **growth of 154.5%** vs. 1Q21, with a growing share in agribusiness;
- 📍 **Strong acceleration in operational growth with profitability gains:**
 - **ROIC from 14.3% on LTM 1Q22** vs 11.3% in LTM 1Q21. **Annualized ROIC 1Q22 of 14.8%;**
 - **ROE of 21.6% in LTM 1Q22** vs 22.1% in LTM 1Q21. **Annualized ROE 1Q22 of 18.1%.**





GRUPO VAMOS - CONSOLIDATED

1Q22 HIGHLIGHTS



- **Solid cash position** and financial investments of **BRL 3.028 billion**, sufficient to **cover the debt until 2026** and **BRL 645 million in available revolving credit lines** (undrawn);
- **Contracted CAPEX of BRL 1.568 billion in 1Q22**, an **increase of 58.4%** vs. **1Q21**. Compared to 4Q21, the amount was **157.9% higher**.
 - Contracted **CAPEX ensures growth** and positively impacts the results of the **coming periods**;
- **All-time high implemented CAPEX of R\$846 million** in 1Q22, **up by 75%** over 1Q21;
- **Strategic positioning** with an **inventory of new assets (R\$1.342 bi)**
 - **Competitive advantage** with customers (“off-the-shelf” products);
 - **Improved profitability** in new contracts (market value of assets in inventory **36.5% higher** than the equity value).
- Total of **29,669* assets in the fleet**, being 23,406 trucks¹ and 1,129 tractors, a **growth of 85.1%** compared to 1Q21 (16,025 assets);
- **Acquisition closing of HM Empilhadeiras** in early April, making us **the largest rental platform** of the **intralogistics sector** in the country with 3,933 rented assets. In addition to the rental segment, HM Empilhadeiras also offers **after-sales services, sale of used vehicles (seminovos)**, and has **three dealerships for Toyota forklift trucks**. As the closing took place in the beginning of 2Q22, we have not yet incorporated the company's results for this quarter;.
- **Acquisition of Truckvan³**, a reference in the **production and customization of road** equipment for heavy vehicles. The acquisition consolidates VAMOS's **outstanding position as a business platform for trucks, machinery, and equipment** and is aligned with the Company's strategic plan to **grow** within its ecosystem targeting **resilient, scalable, synergistic markets with high cross-selling**.

*The number includes the fleet of 2,810 assets related to the acquisition of HM Empilhadeiras, as per the material fact disclosed on 08/Apr/22.

(1) Trucks include tractor trucks, trucks, trailers, equipment, utility vehicles, and buses.

(2) Machines also include equipment.

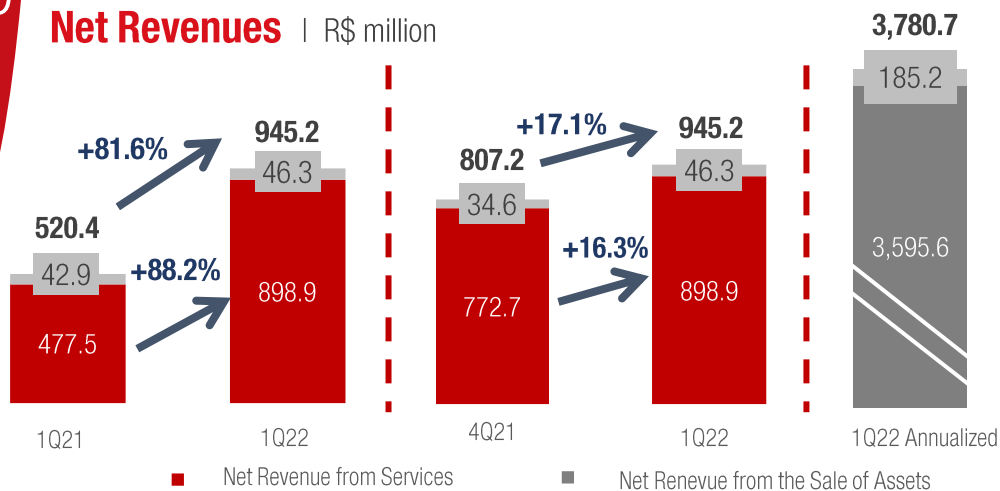
(3) Transaction subject to approval by the Brazilian antitrust authority (CADE).



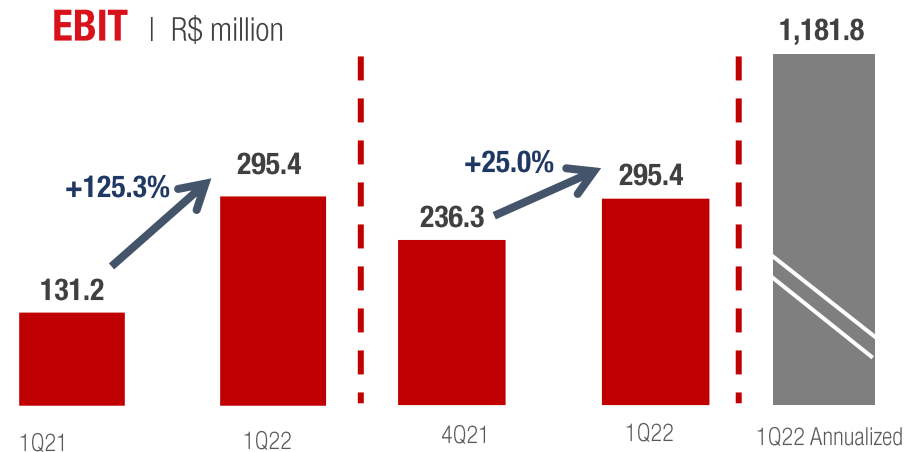
Transformation of the Company's Scale



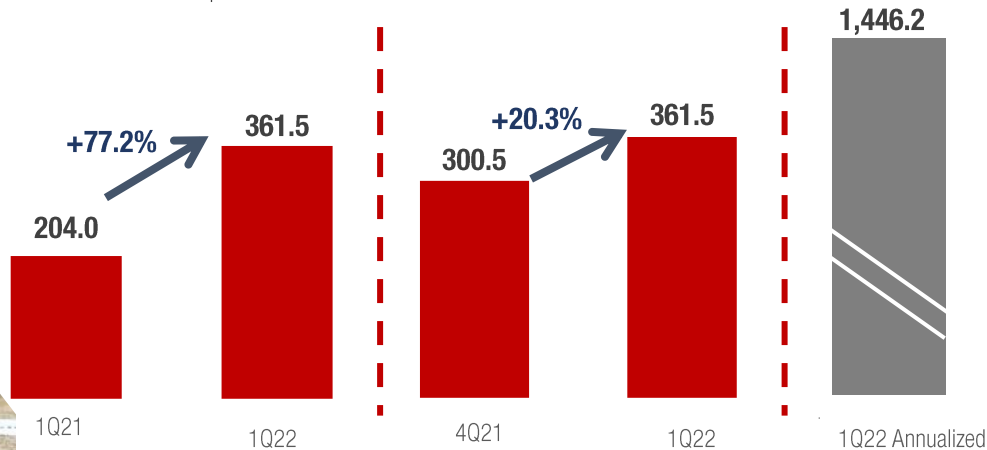
Net Revenues | R\$ million



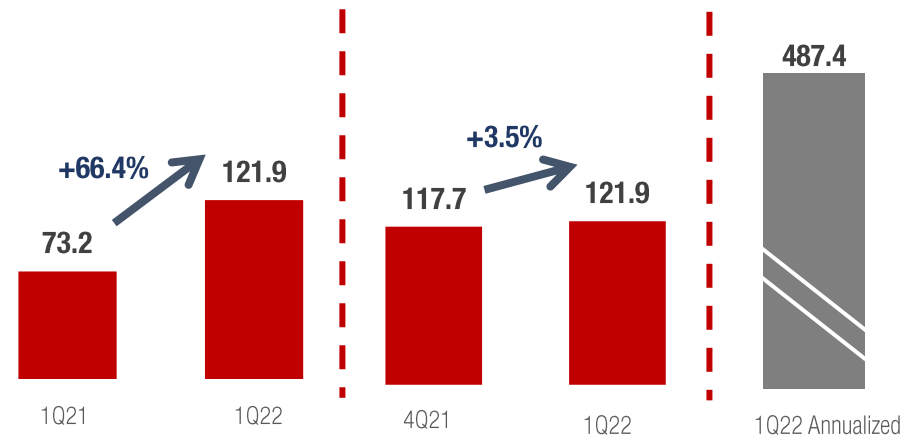
EBIT | R\$ million



EBITDA | R\$ million



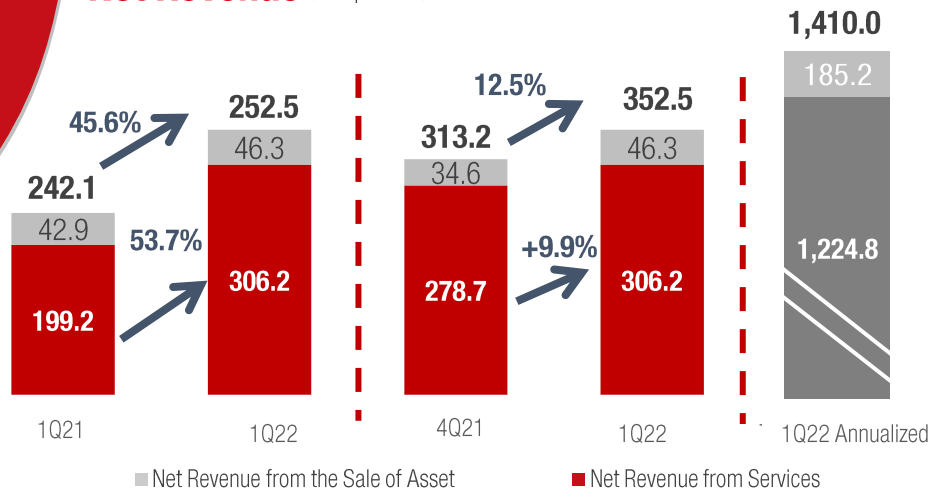
Net Income | R\$ million



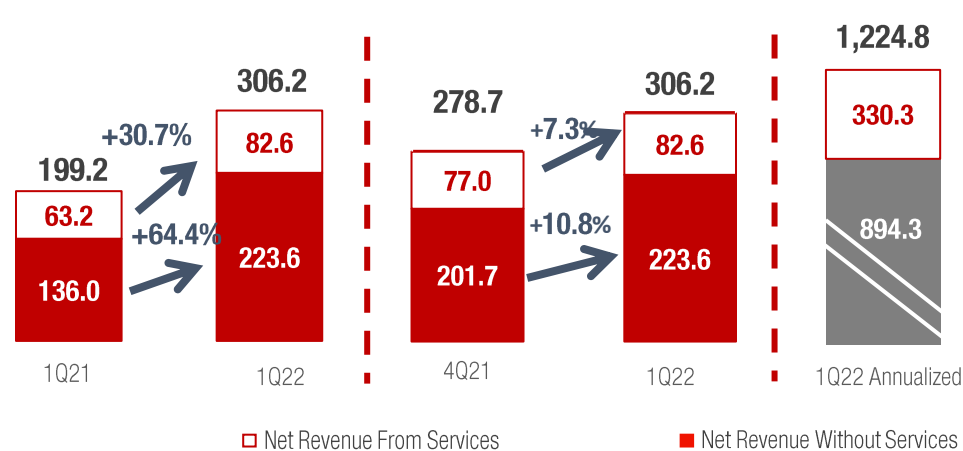
Change of level in all indicators with profitability gains

Transformations of revenue and profitability

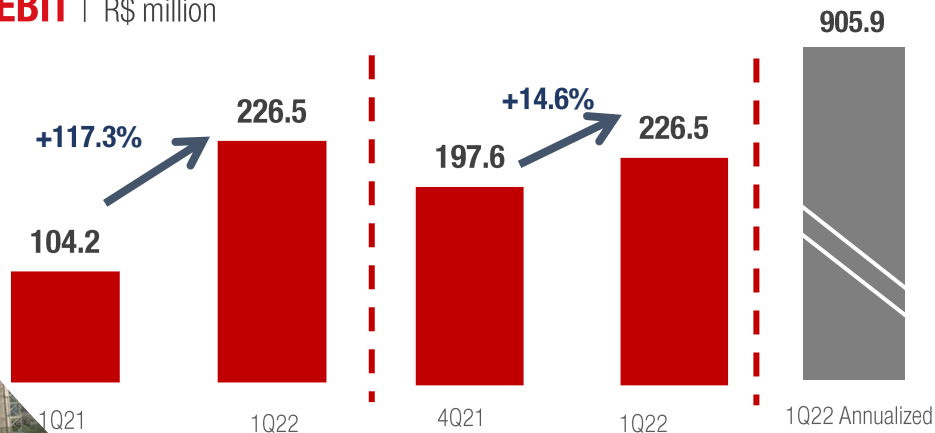
Net Revenue | R\$ million



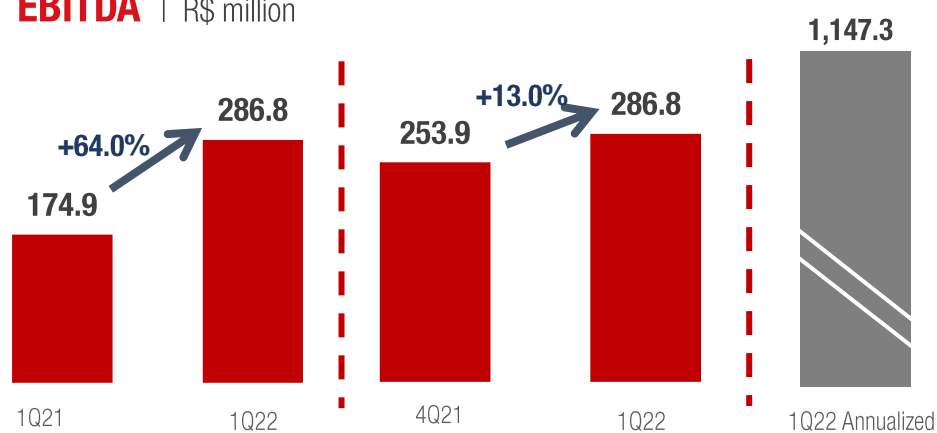
Net Revenue with and without Maintenance Services
R\$ million



EBIT | R\$ million



EBITDA | R\$ million



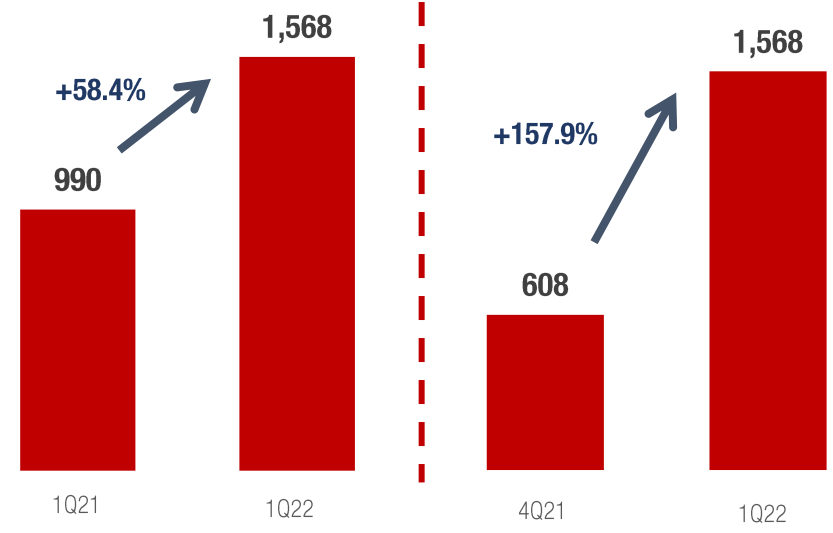
Continuous growth with gain in profitability will lead to another transformation for Revenue and EBITDA in the coming periods



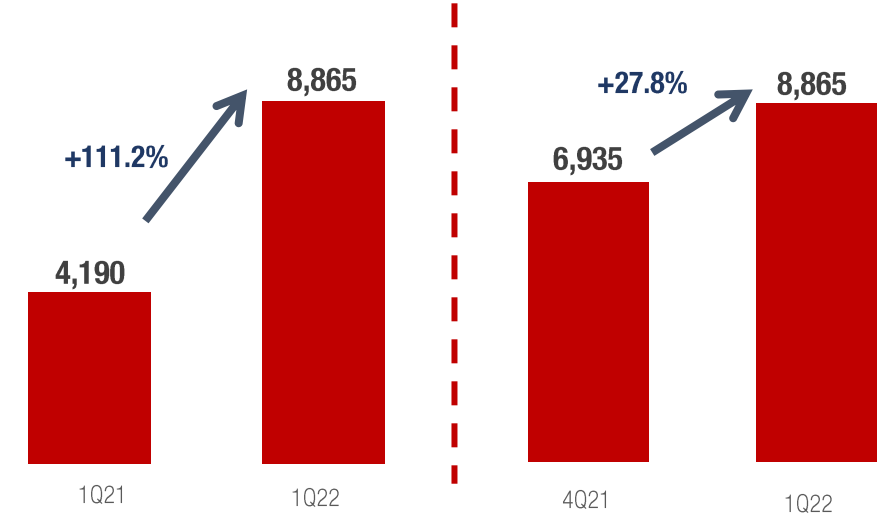
Acceleration of the Contracted Capex, changing the level of the Company's scale



Contracted Capex R\$ million



Backlog R\$ million



Indicators R\$ million	1Q22	1Q21	4Q21	Var% 1Q22 x 1Q21	Var% 1Q22 x 4Q21
Contracted Capex	1,568	990	608	58.4%	157.9%
Monthly Billing	38.7	22.2	16.6	74.3%	133.1%
Average Term Billing (months)	63.1	59.7	67.7	5.7%	-6.8%

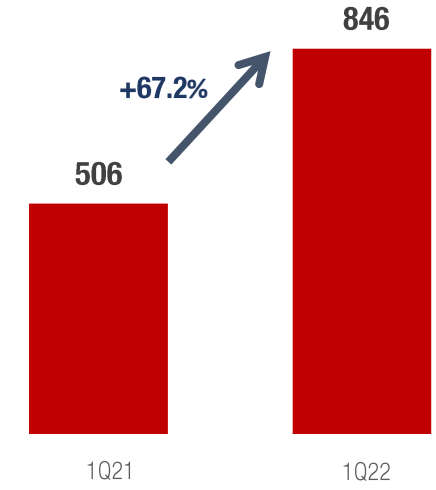
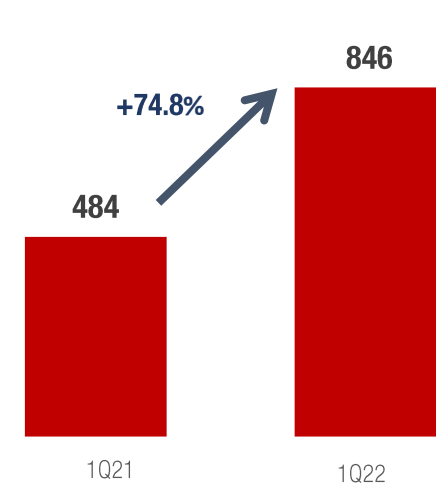
Capex realized guarantees growth with a very positive impact on the results of the coming periods



Change of level in Capex implemented will bring an acceleration in billing

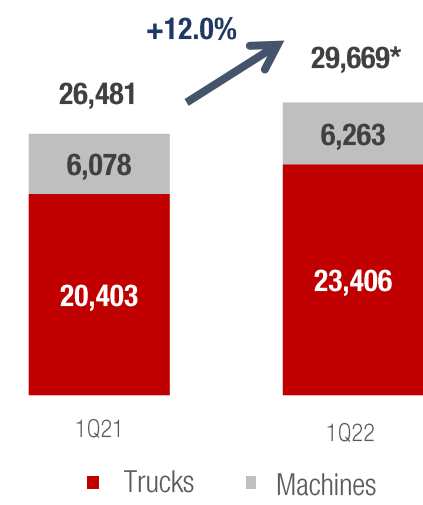
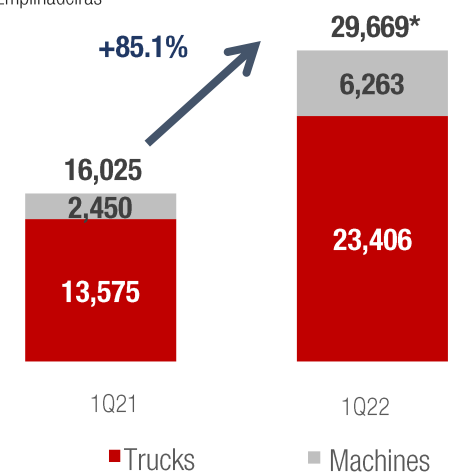


Deployed Capex R\$ million



Total Fleet |

*Includes the fleet of 2,810 assets related to the acquisition of HM Empilhadeiras

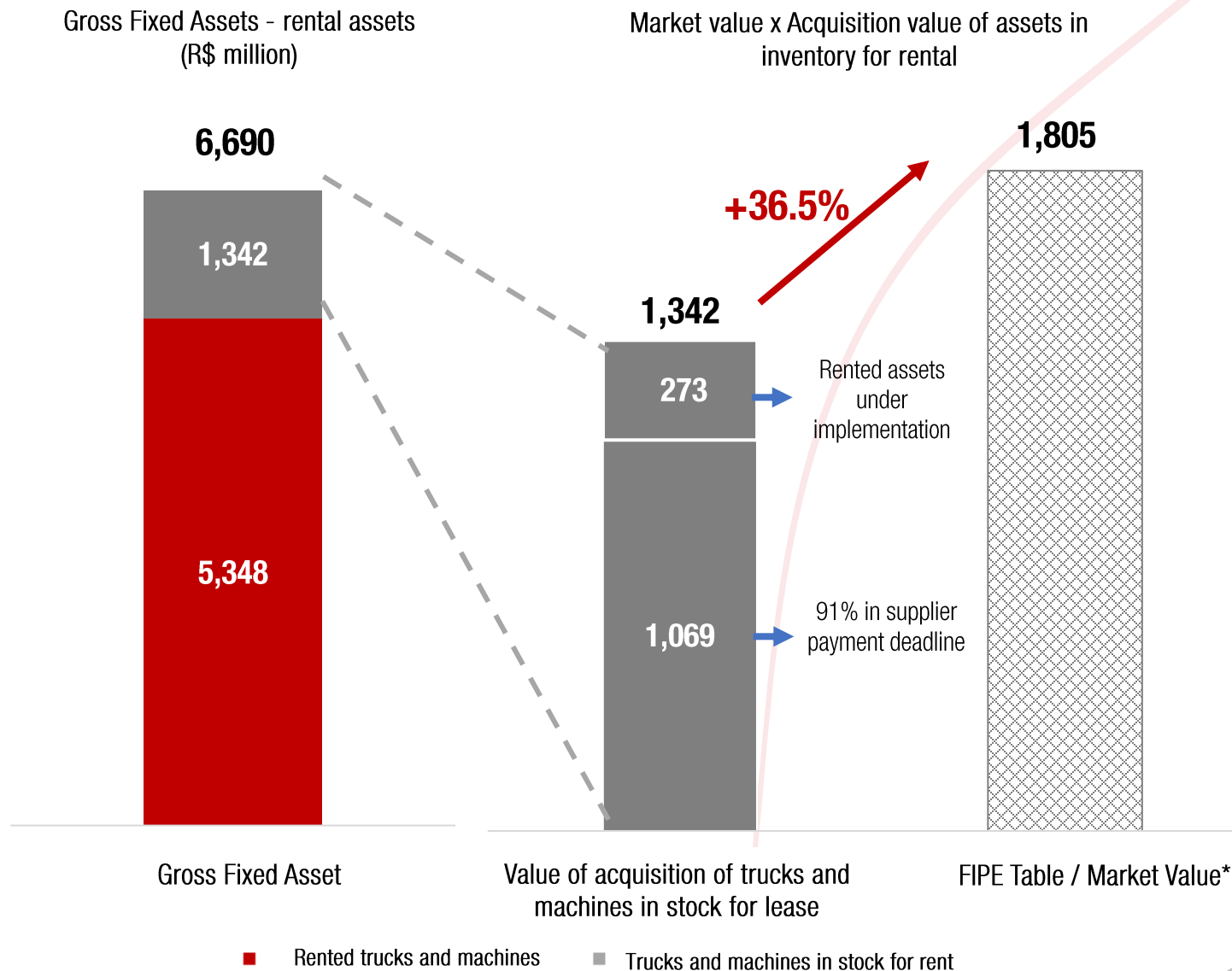




Strategic positioning with an inventory of new assets

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

- 📍 Market value 36.5% higher than the equity value
 - Improved profitability in new contracts
- 📍 Competitive market advantage
 - “Off-the-shelf” products
- 📍 Inventory accounts for 2.6 months only of contracted CAPEX
- 📍 Low capital allocation (85% of the value covered in the suppliers’ line)
- 📍 Operational improvement – reduced implementation and revenue recognition period



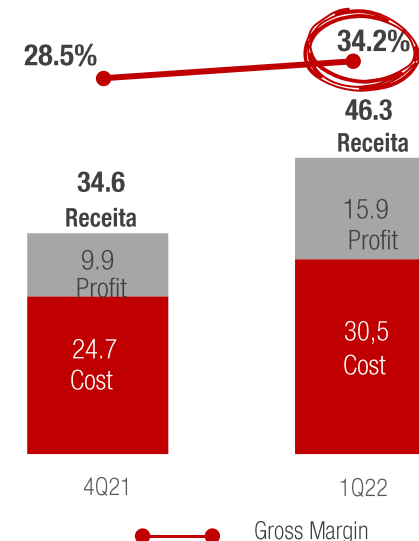
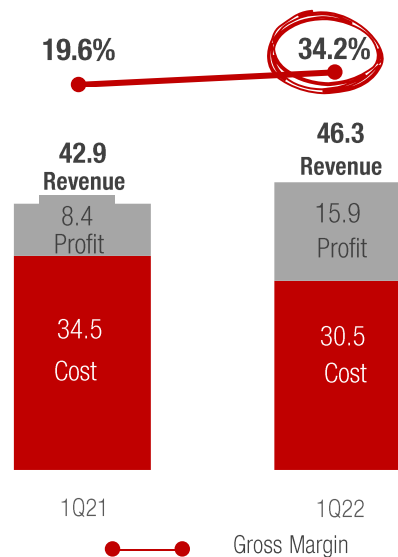
(*)Value from the FIPE table of trucks and market value of implements and machines based on the secondary market

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

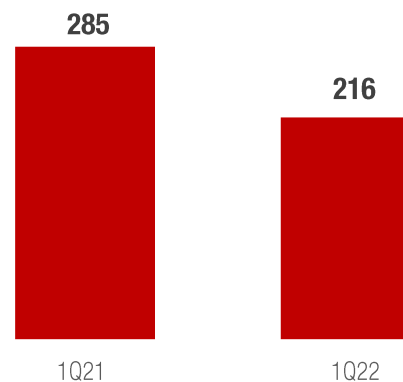
Store Map | #



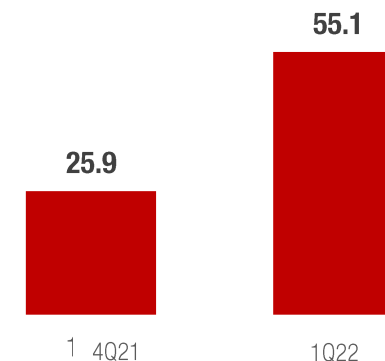
Net Revenue (R\$ million) and Gross Margin (%)



Sold Assets | #



Stock | R\$ milhões

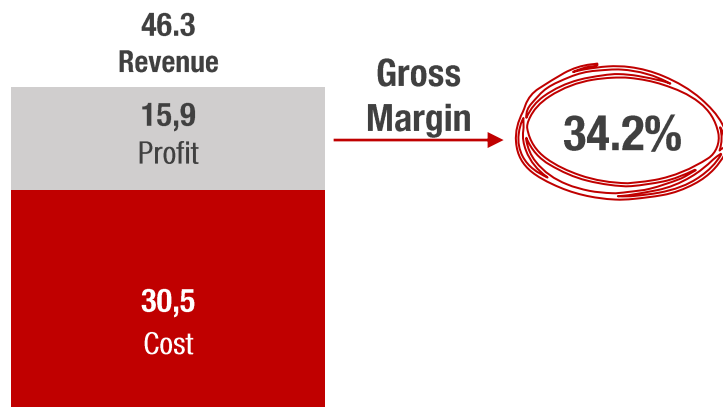




Transformation in the Value of Assets

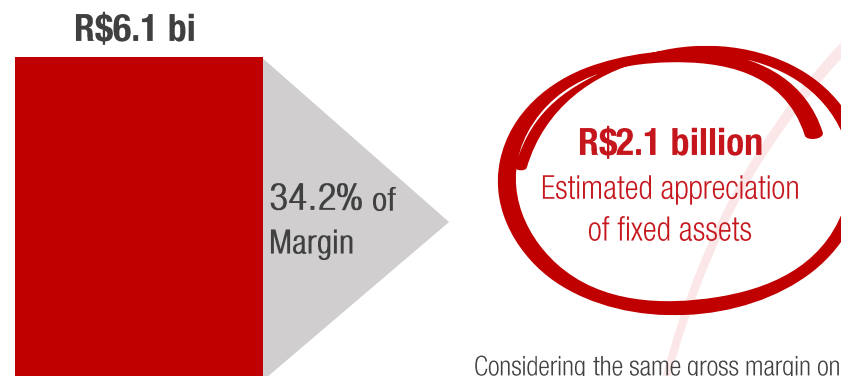
1Q22 HIGHLIGHTS

1Q22 Asset Sales Margin



Revenue from asset sales 1Q22

Valuation of fixed assets



Fixed Assets 1Q22

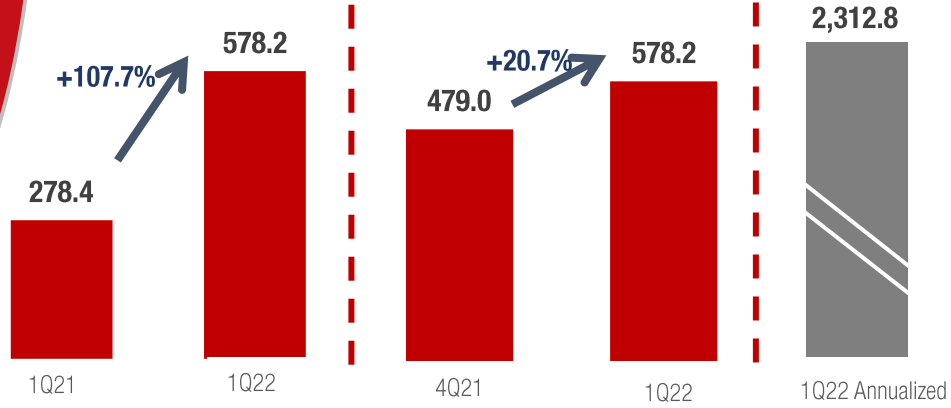
Considering the same gross margin on asset sales as in the 1st quarter on the value of fixed assets

Considering the **quality of asset purchases** in recent years and the **change in the price level from zero km**, we believe that the appreciation may be **greater** than the current one and will be reflected at the time of sale or in the reduction of depreciation rates throughout the contracts.

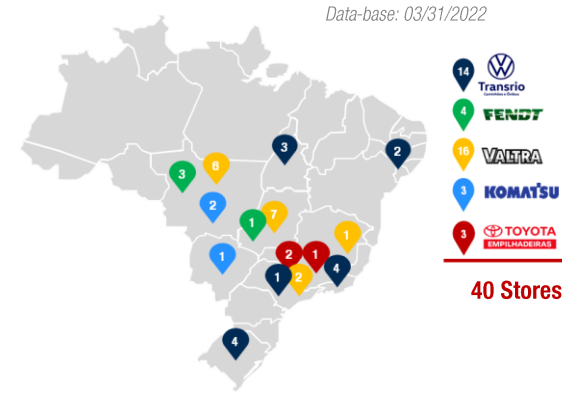
Transformation of the Dealership business

DEALERSHIP 1Q22 HIGHLIGHTS

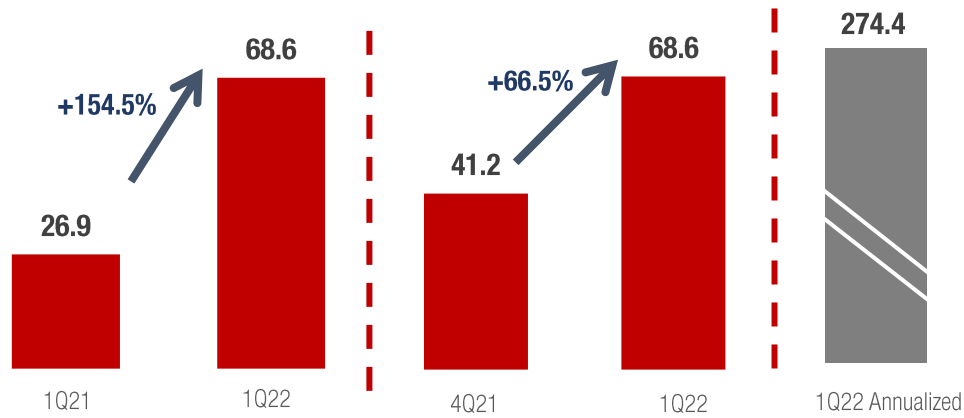
Net Revenue | R\$ million



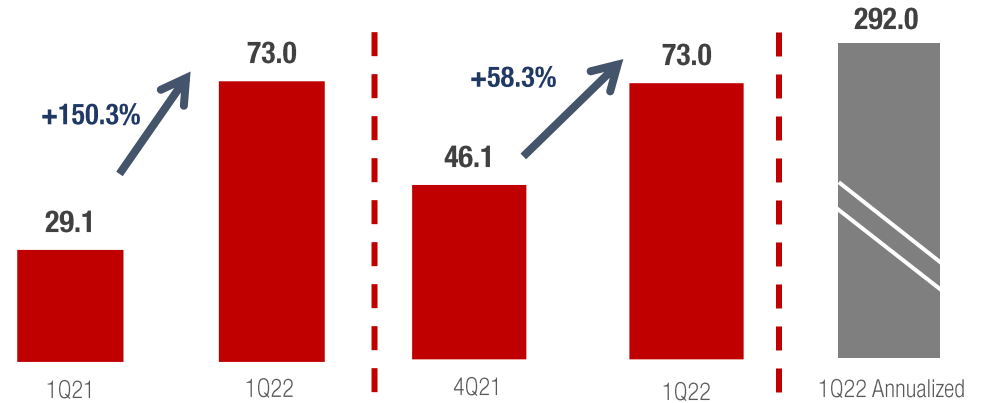
Dealership Network



EBIT | R\$ million



EBITDA | R\$ million



Growth with a complete portfolio of products and brands in different areas of activity to serve our customers

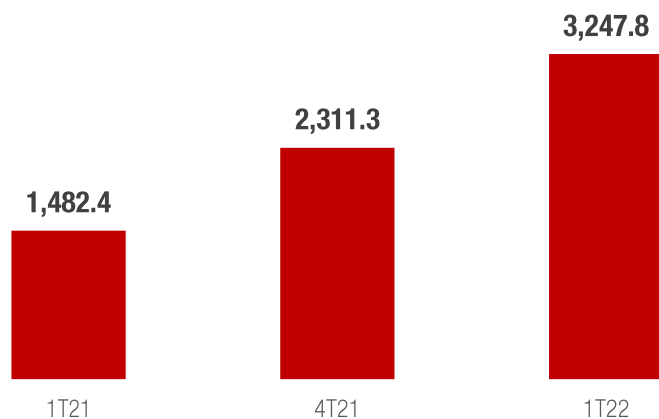


Net debt reduction and leverage

1Q22 HIGHLIGHTS

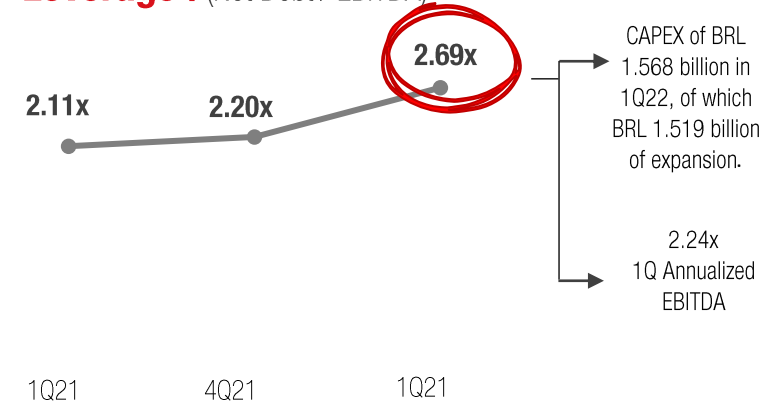


Net debt | R\$ million



Loans and Financing (BRL million)	1Q21	4Q21	1Q22	Var% Q/Q	Var% YY
Gross Debt	2,296.0	6,143.4	6,275.7	2.2%	173.3%
Cash and Financial Investments	813.5	3,832.1	3,027.8	-21.0%	272.2%
Net Debt	1,482.5	2,311.3	3,247.8	40.5%	119.1%

Leverage I (Net Debt / EBITDA)



Leverage Indicators	1Q21	4Q21	1Q22	Var% Q/Q
Net Debt / EBITDA	2.1x	2.2x	2.7x	Max 3,75x
Net Debt/ EBITDA-A	1.7x	2.0x	2.5x	Max 3,5x
EBITDA-A/ Net Interest	6.5x	6.6x	4.9x	Min 2,0x

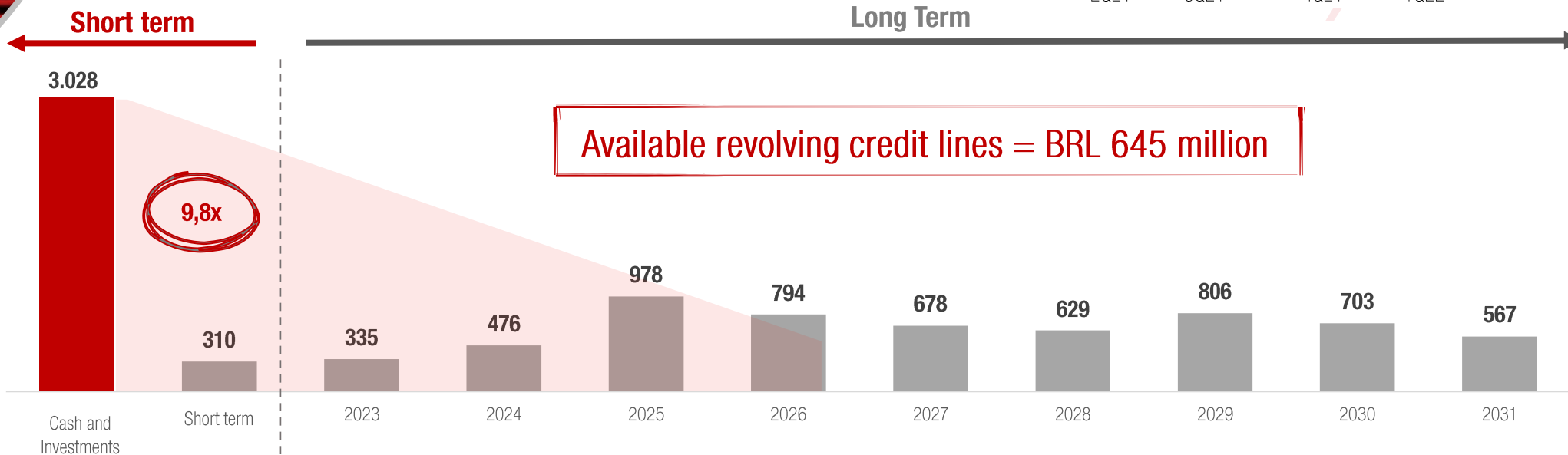
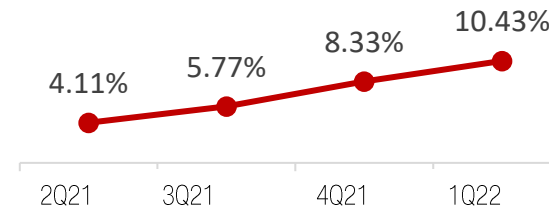
Solid and prepared capital growth structure supporting an accelerated growth cycle

Indebtedness: Gross Debt Amortization Schedule

1Q22 HIGHLIGHTS

- 📍 Average term of the Net Debt of 7.6 years
- 📍 Debt hedge policy with an average contracted cap of 11.92%

Average cost of net debt after taxes (p.a.)



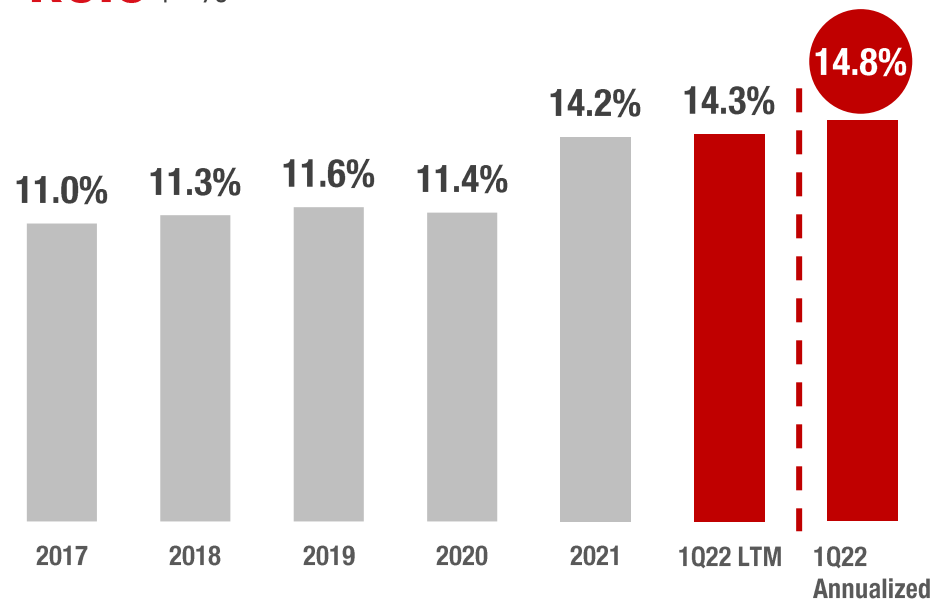
Cash fully covers the debt until 2026



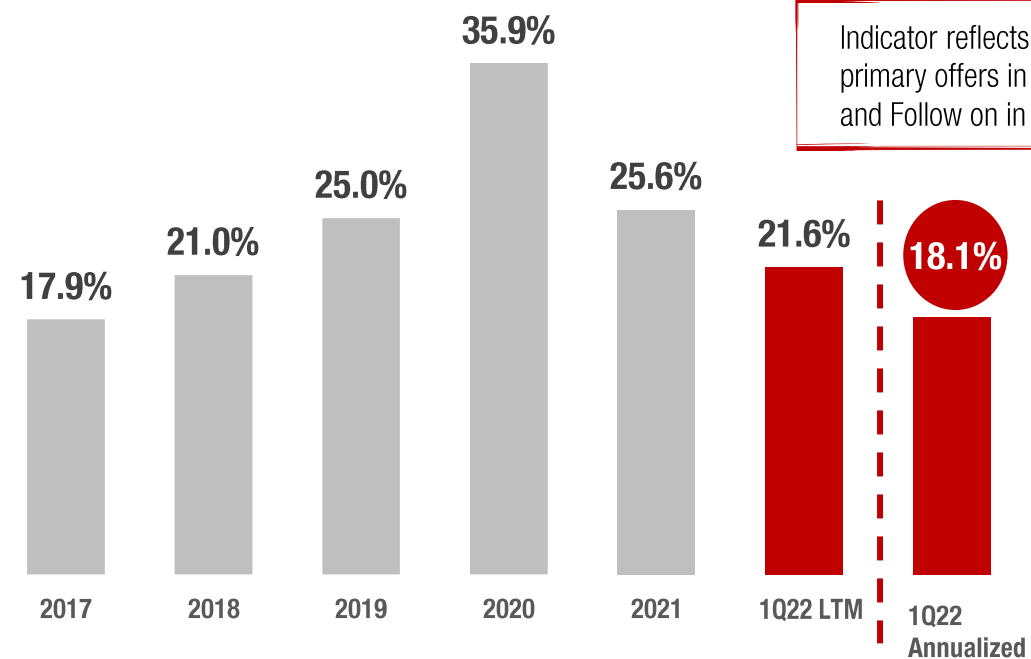
Profitability

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

ROIC | %



ROE | %



Indicator reflects the IPO primary offers in Jan/21 and Follow on in Sep/21



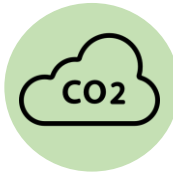
ESG:

1Q22

“Create **opportunities for the development of the Brazilian fleet**, naturally contributing to the reduction of polluting gases and to health, safe, and efficient business.”



Goals aimed at the ESG pillars in the short-, medium-, and long-terms:



Reduce scopes 1 and 2 emissions by 23%.



Reduce scope 3 relative emissions by 15% by 2030.



We disclosed socio-economic results of the Fleet Renewal Program



Include 65 young adults in professional and socio-emotional training programs



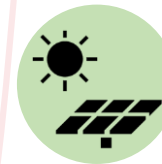
Be granted with VAMOS certification as a B Company by 2025.



300 hours of volunteer work in the year



Offer carbon emission offsetting opportunities to 300 trucks through VAMOS ZERO CARBON



Generate 45% of the solar energy demand to supply 45% of our stores.



2021

RELATÓRIO ANUAL INTEGRADO





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Investor Relations

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THANK YOU VERY MUCH