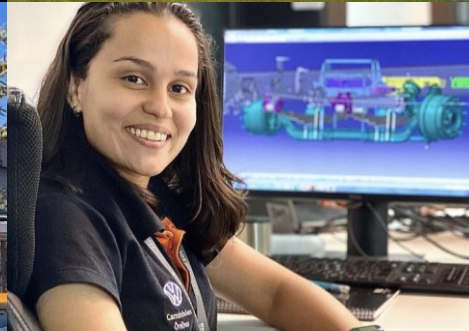




RENOVANDO
FROTAS.
INOVANDO
NEGÓCIOS.

4Q21 and 2021 Results

UMA EMPRESA DO GRUPO





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.





VAMOS GROUP - CONSOLIDATED

4Q21 HIGHLIGHTS



- Net revenue **90.7% higher** compared to 4Q20, **R\$807.2 million** in 4Q21 and **86.6% higher** compared to **2020**, total of **R\$2.823 billion** in **2021**;
- EBIT with **129.4% growth** compared to 4Q20, **R\$236.3 million** in 4Q21 and at the close of **2021 103.9% higher than 2020**, totaling **R\$753.6 million**;
- EBITDA **69.4% higher** than in 4Q20, **R\$300.5 million** in 4Q21, and **64.3% higher** compared to **2020**, with the total of **R\$1.05 billion** in **2021**;
- Net income **116.8% higher** compared to 4Q20, **record of R\$117.7 million in 4Q21** and **124.6% higher** than in **2020**, totaling **R\$402.4 million** in the year **2021**;
- Backlog of **R\$6.9 billion** at the end of 4Q21, a **growth of 122.5%** over December 2020 and 12.2% higher than in 3Q21;
- Truck and machine dealerships reported excellent performance, with a net revenue of **R\$1.7 billion** with growth of **146.2%** compared to 2020 and EBIT of **R\$175.3 million** with growth of **272.9%** compared to 2020, with an increasing participation in agribusiness;
- Significant acceleration in operational growth with profitability gain:
 - **2021 ROIC of 14.2%** vs 11.4% in 2020. **Annualized ROIC of 14.9% in 4Q21**
 - **2021 ROE* of 25.6%** vs 35.9% in 2020. **4Q21 Annualized ROE of 17.5%**

VAMO
B3 LISTED NM

ITAG B3

IGC B3

IGC-NM B3



* The index reflects the primary IPO offerings in Jan/21 and follow on in Sep/21.



VAMOS GROUP - CONSOLIDATED

4Q21 HIGHLIGHTS



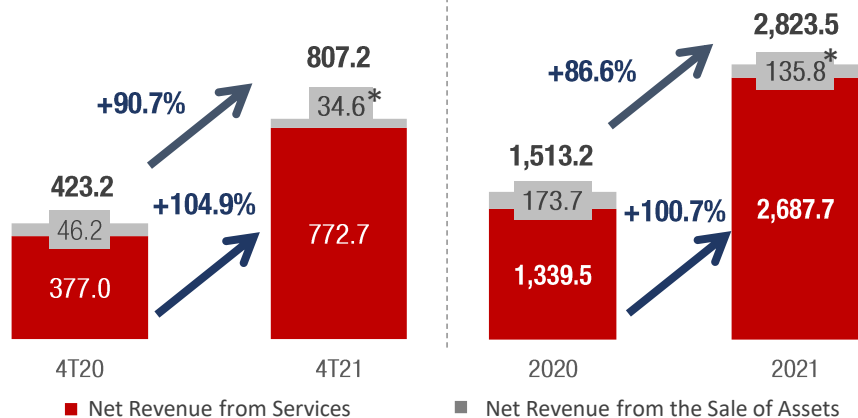
- **Solid cash position** and financial investments of **R\$3.8 billion, sufficient to meet the debt until 2027** and **R\$600 million in available committed lines** (not used);
- **Contracted CAPEX of R\$600 million in 4Q21**, representing an **increase of 110.5%** compared to **4Q20**. In **2021**, we hired **R\$3.4 billion, 166.8% higher** when compared to **2020 CAPEX**;
 - **Contracted CAPEX ensures growth** with a very positive impact on the results of the **following periods**
- Total of **26,481** assets in the fleet**, representing a **growth of 75.0%** compared to 4Q20 (15,128 rented assets);
- **Acquisition of HM Empilhadeiras**, turning us into the **largest rental platform in the intralogistics sector** in the country with **3,818 rented assets**. In addition to the rental segment, HM Forklifts also offers **after-sales services, sales of used trucks**, and owns **three dealerships for Toyota forklifts**.

**This number includes the fleet of 2,854 assets related to the acquisition of HM Empilhadeiras, according to the material fact disclosed on December 09, 22.

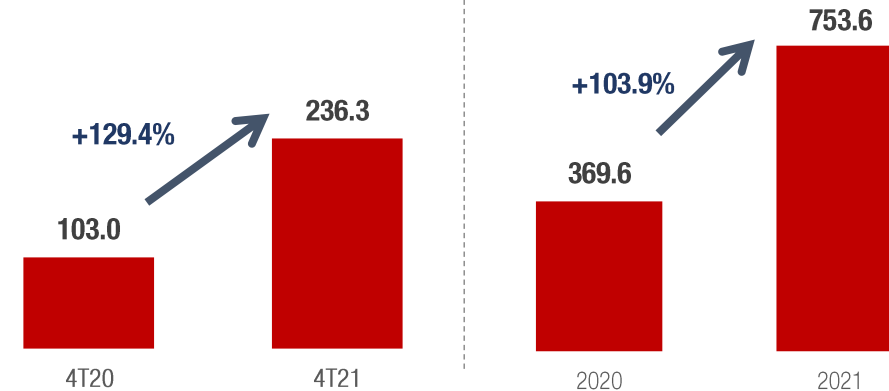


Transformation of the Company's Scale

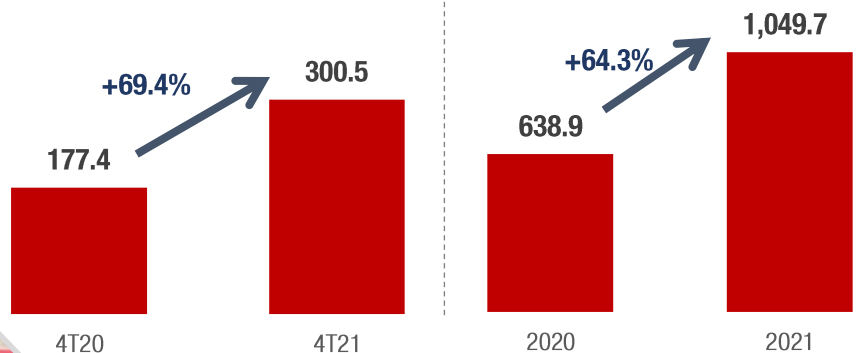
Net Revenues | R\$ million



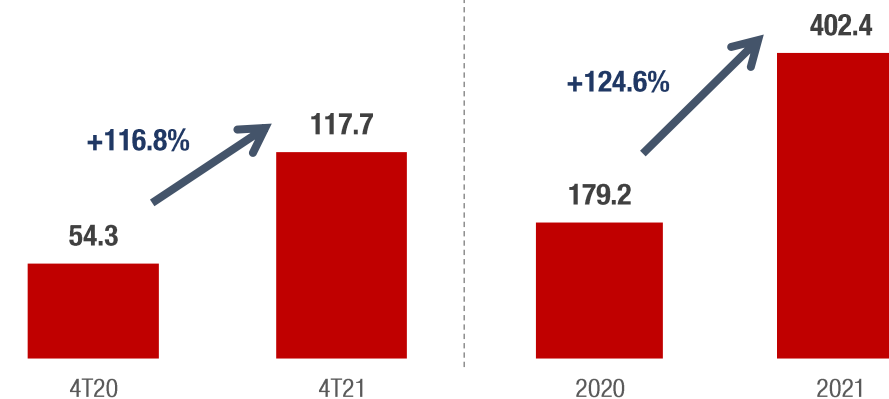
EBIT | R\$ million



EBITDA | R\$ million



Net Income | R\$ million



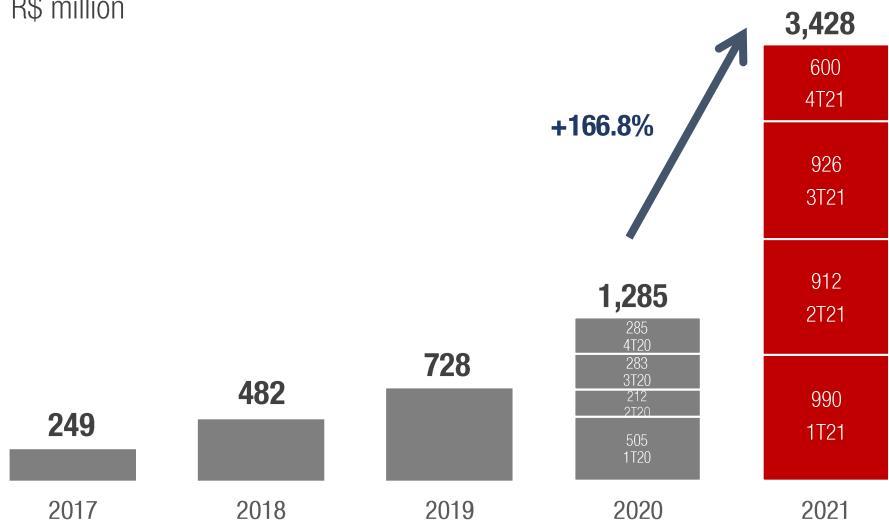
Change of level in all indicators with profitability gains

Contracted Capex ensures the Company's future growth rate



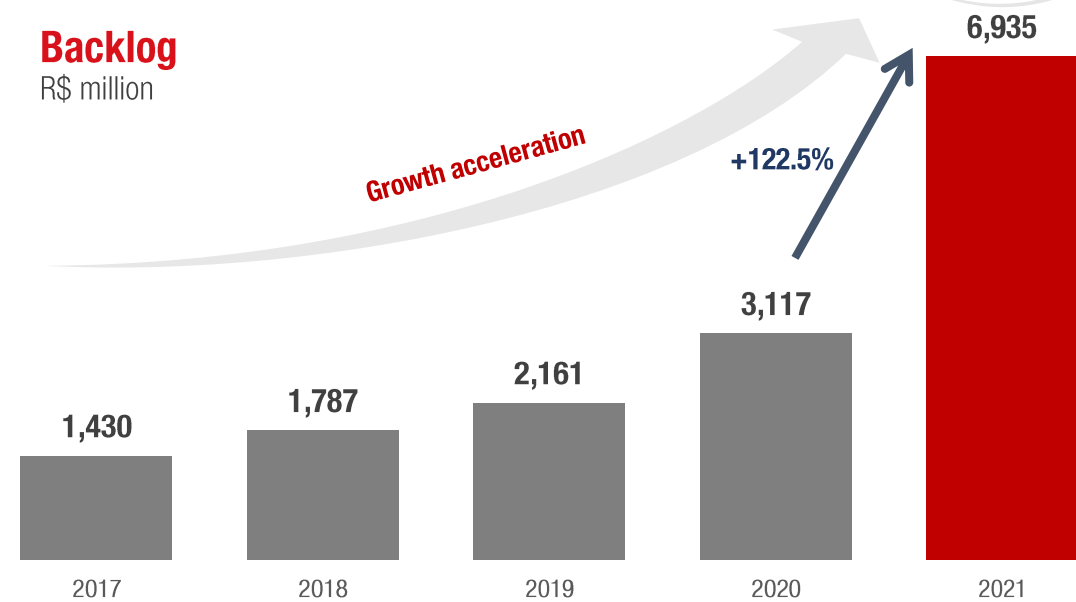
Contracted Capex

R\$ million

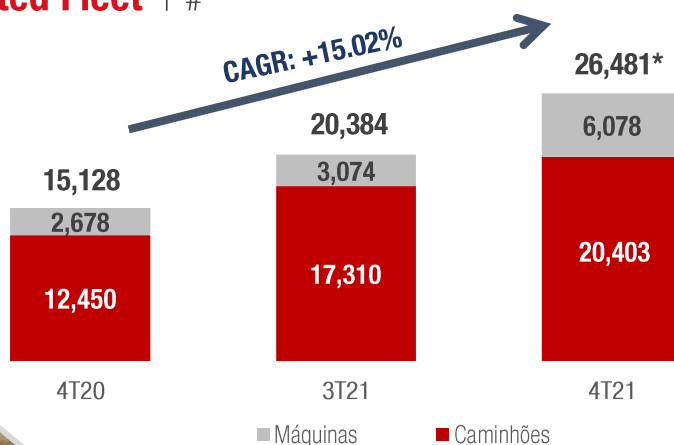


Backlog

R\$ million



Rented Fleet |



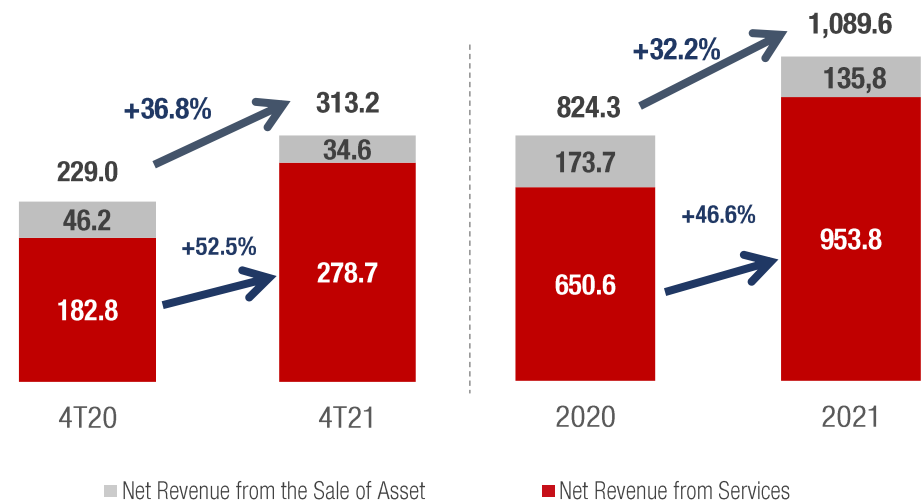
Our actual Capex ensures growth with a very positive impact on the results of the coming years

* In this number is considered a fleet of 2,854 assets related to the acquisition of HM Empilhadeiras, according the material fact of 09/12/21.

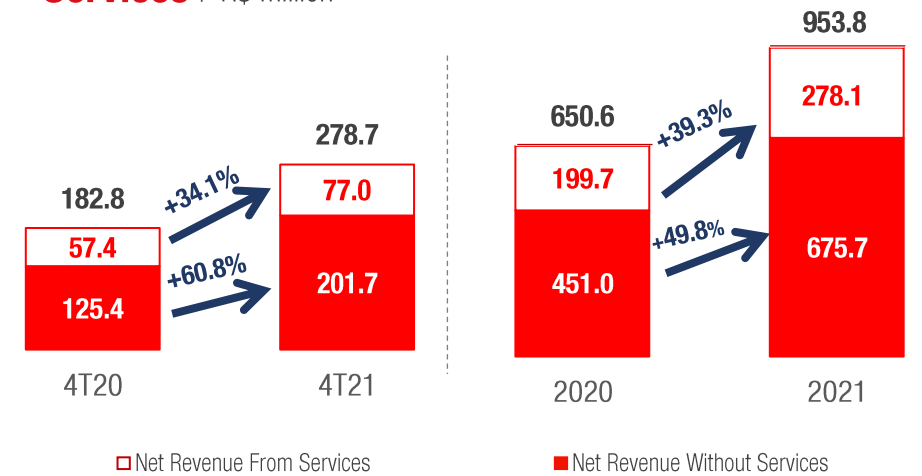
Transformation of revenue and profitability



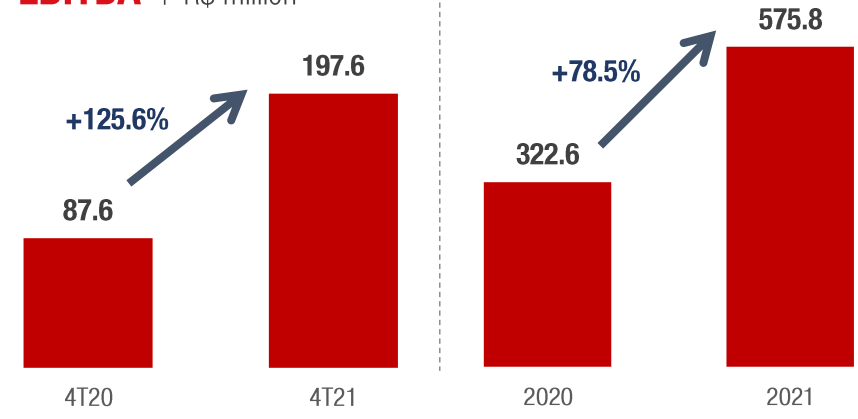
Net Revenue | R\$ million



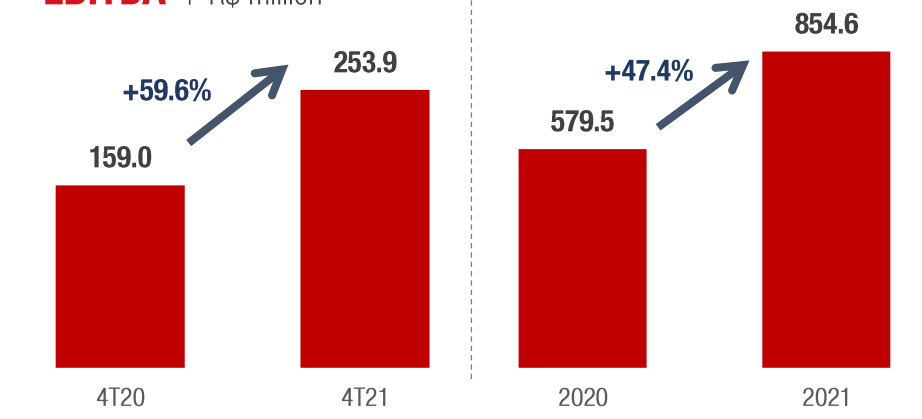
Net Revenue with and without Maintenance Services | R\$ million



EBITDA | R\$ million



EBITDA | R\$ million



Accelerated growth in 2021 with profitability gain will generate another transformation for the EBITDA revenue levels in the coming years



SALE OF ASSETS

4Q21 HIGHLIGHTS

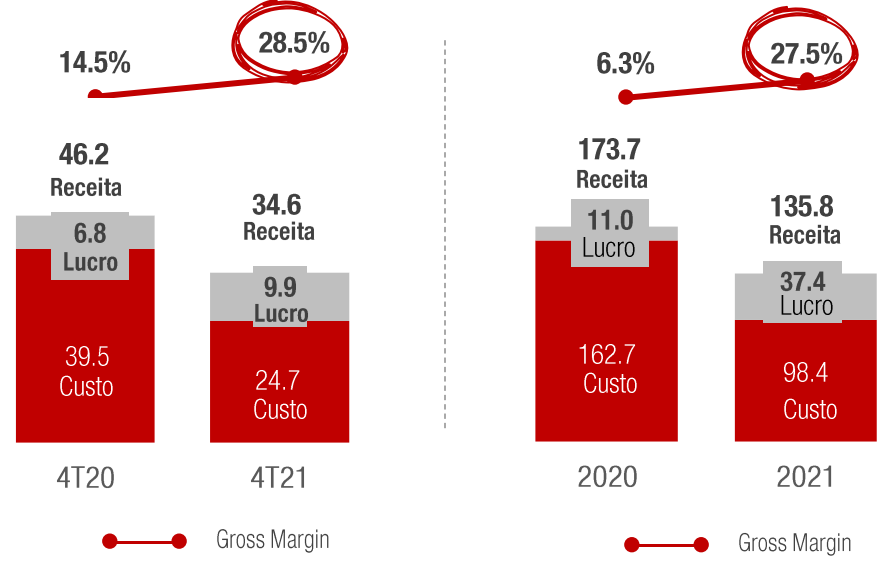
The gross margin on sale of assets proves the transformation in the value of our assets.



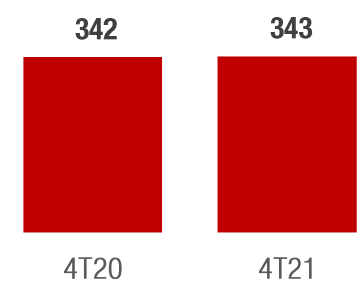
Stores Location | #



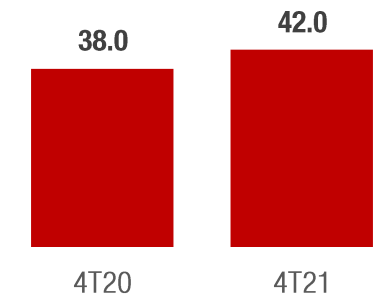
Net revenue (R\$ million) and Gross Margin (%)



Assets Sold | #



Inventory | R\$ million

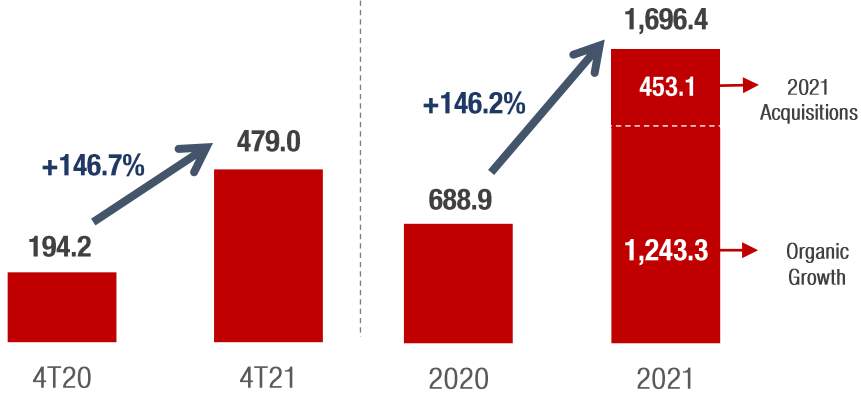


Transformation of the Dealership business

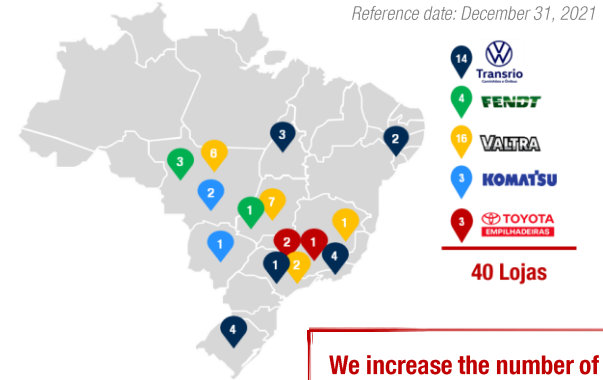
DEALERSHIPS 4Q21 HIGHLIGHTS



Net Revenue | R\$ million

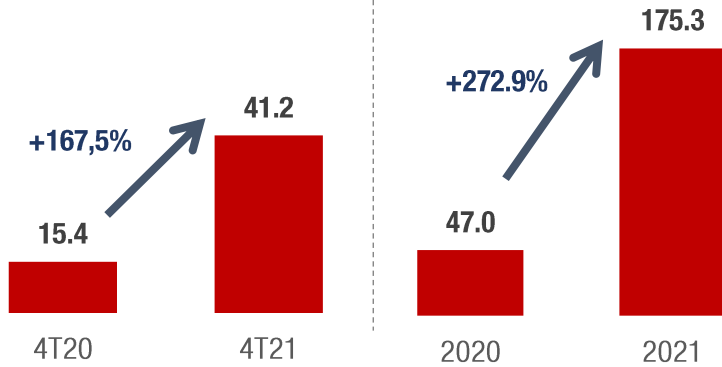


Dealership Network

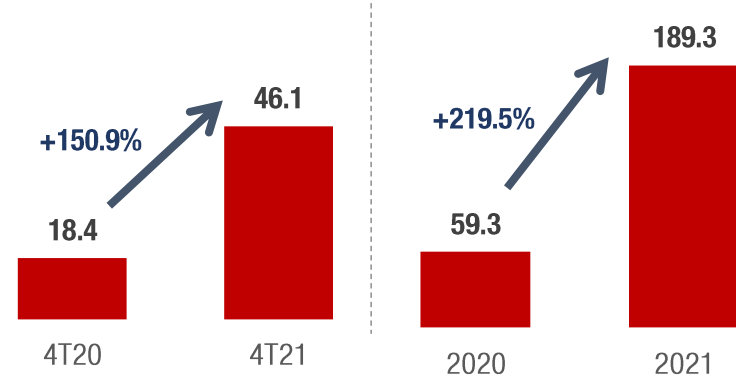


We increase the number of stores by 25% in 2021

EBIT | R\$ million



EBITDA | R\$ million



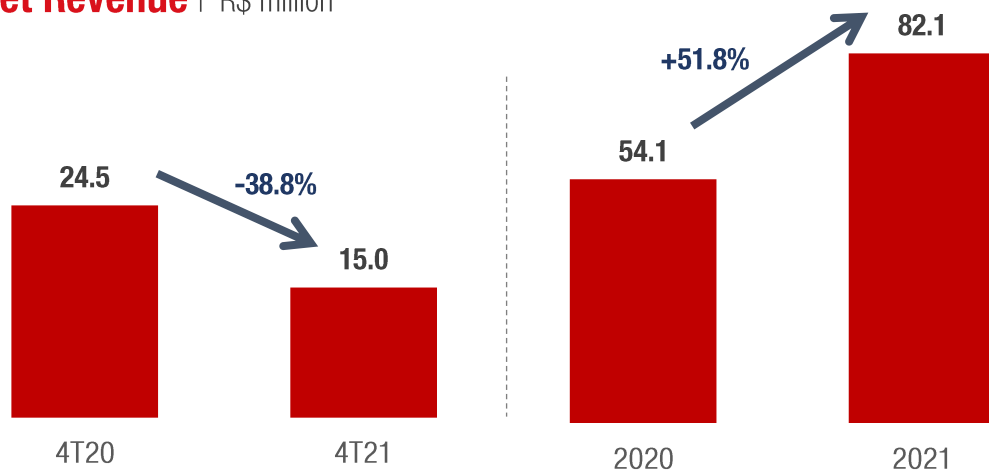
Organic and Acquisition Growth



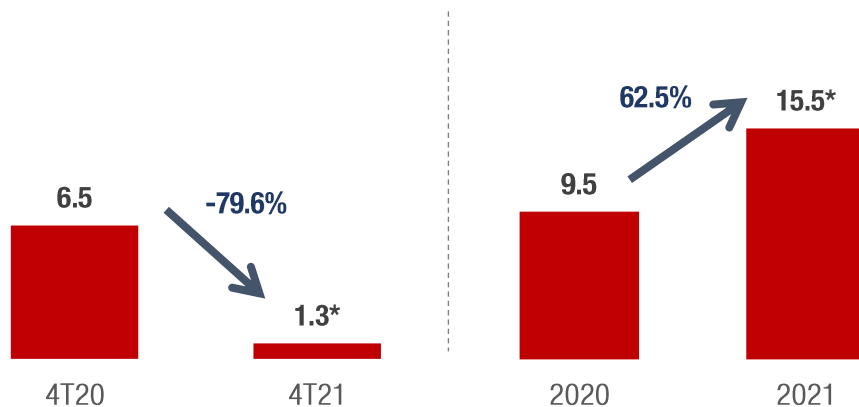
BMB
TRUCK CUSTOMIZATION
 4Q21 HIGHLIGHTS

BMB - Strong growth in the year

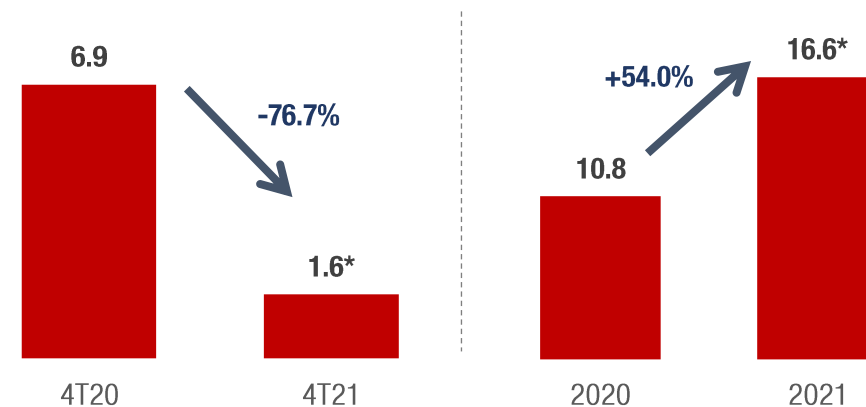
Net Revenue | R\$ million



EBIT | R\$ million



EBITDA | R\$ million



Revenues and results impacted by the non-recurring effect of the reduction in the truck manufacturing due to difficulties in the supply chain and seasonality of lower sales volume in the 4th quarter.

*Figures adjusted for non-recurring effects in the quarter (IFRS16, amortization of the price paid for the business combination - PPA and variable remuneration)



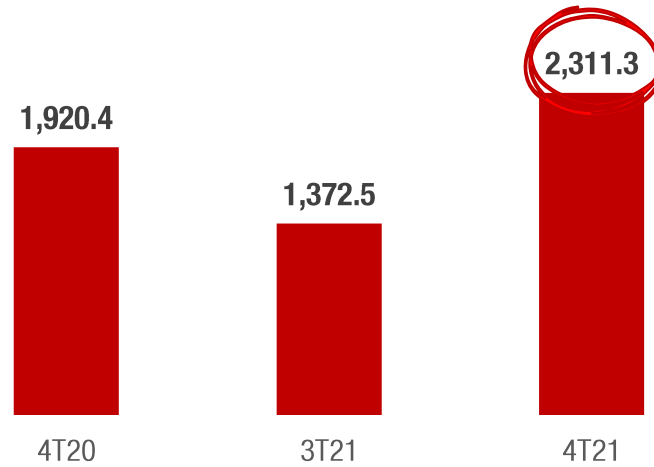


Reduction in net debt and leverage

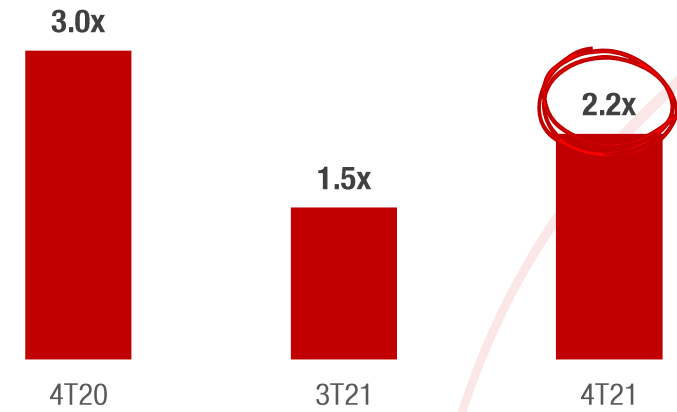
4Q21 HIGHLIGHTS



Net Revenue | R\$ million



Leverage (Net Debt / EBITDA)



→ CAPEX of R\$3.428 billion in 2021, of which R\$3.333 billion for expansion.

Loans and Financing (R\$ million)	4Q20	3Q21	4Q21	Q/Q Chg. (%)	YoY Chg. (%)
Gross Debt	2,706.0	3,285.0	6,143.4	87.0%	127.0%
Cash and Investments	785.6	1,912.7	3,832.1	100.3%	387.8%
Net Debt	1,920.4	1,372.3	2,311.3	68.4%	20.4%

Leverage Indicators	4Q20	3Q21	4Q21	Covenants
Net Debt / EBITDA	3.0x	1.5x	2.2x	Max 3.75 x
Net Debt / EBITDA-A	2.4x	1.3x	2.0x	Max. 3.5x
EBITDA-A / Net Interest	5.7x	8.1x	6.6x	Min 2.0x

Capital structure prepared for a new economic and growth cycle

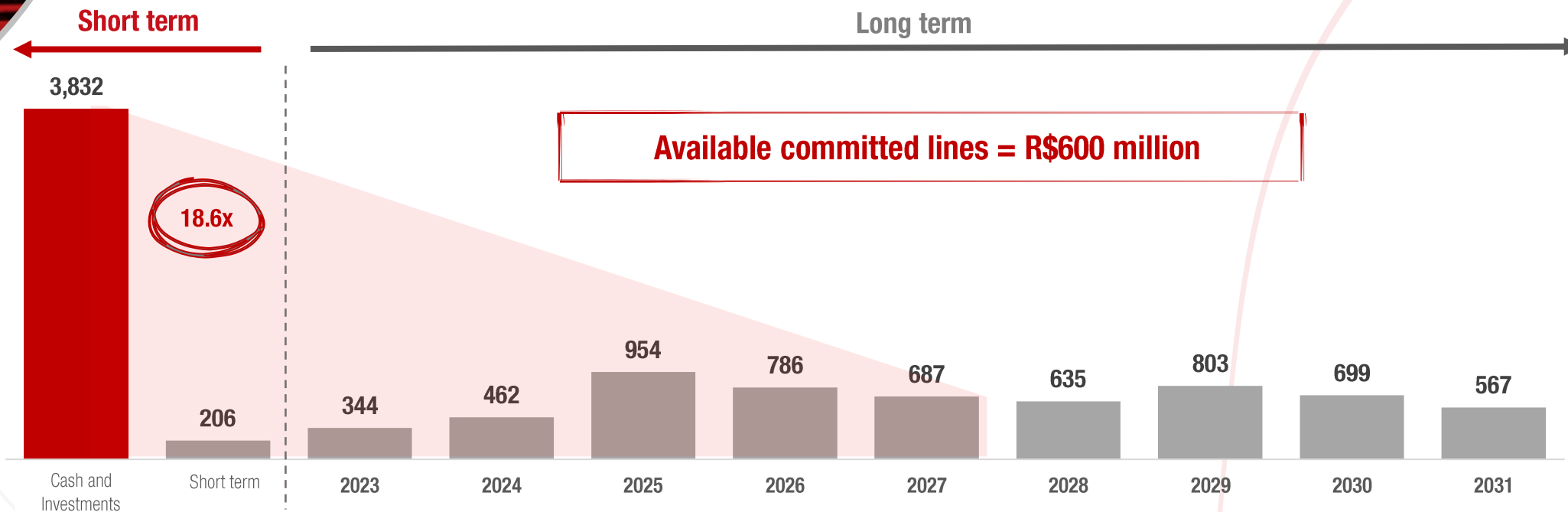
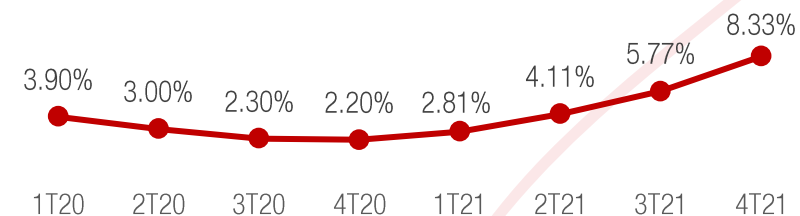
Indebtedness: Gross Debt Amortization Schedule

4Q21 HIGHLIGHTS

R\$ million

- 📍 Average Net Debt maturity of **8.3 years**
- 📍 Debt hedging policy with contracted average cap of **7.73%**

Average Cost of Net Debt After Taxes (p.a.)



Available committed lines = R\$600 million

Cash fully covers debt until 2027

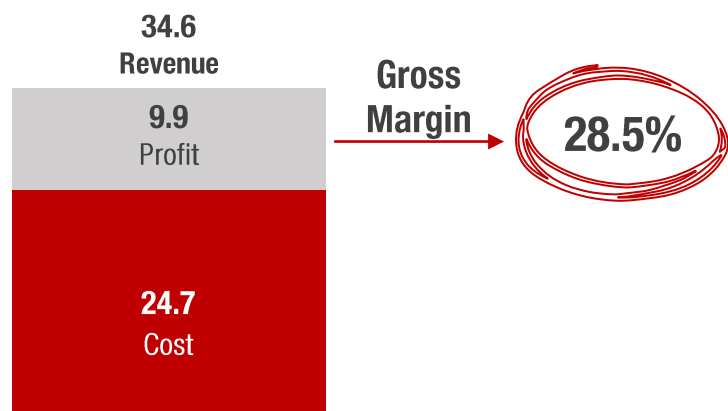


Transformation in Asset Value

4Q21 HIGHLIGHTS

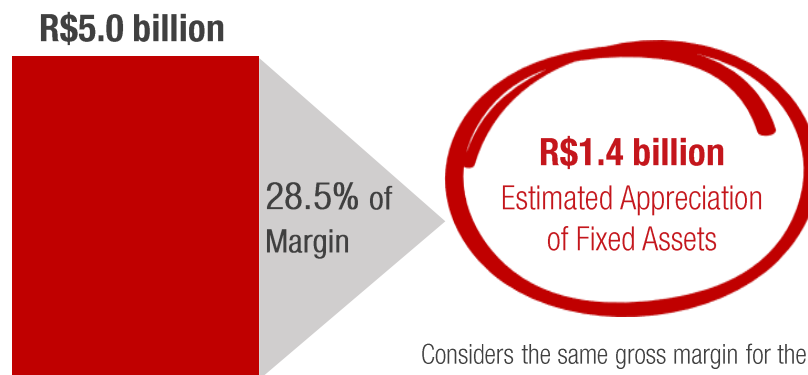


Margin from the Sale of Assets in 4Q21



Revenue from Sale of Assets

Appreciation of Fixed Assets



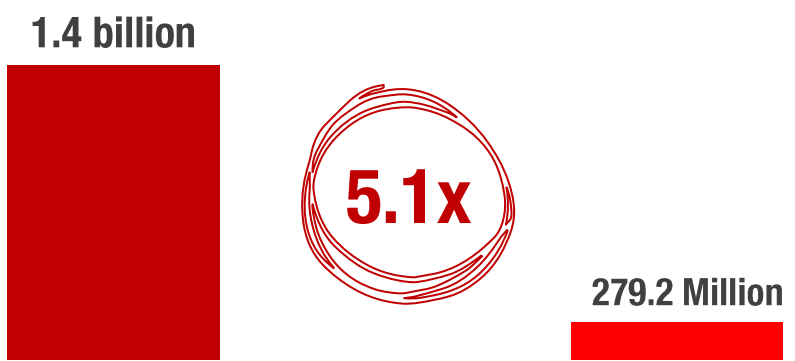
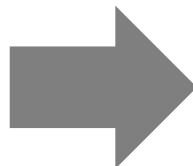
4Q21 Fixed Assets

Considers the same gross margin for the sale of assets as in the 4th quarter over the fixed asset amount.

Considering the **quality of the asset purchases** in the last years and the **change in the price level of the zero km**, we estimate that the valuation may be **higher** than the current one and will be reflected at the time of the sale or in the reduction of the depreciation rates over the contracts

Asset appreciation vs. Financial Expenses

In addition to the **contracted interest cap** for our debt*, the **appreciation of assets** alone would be more than sufficient to **cover the increase in financial expenses**.



Valorização dos Ativos Estimado

Despesas Financeiras UDM

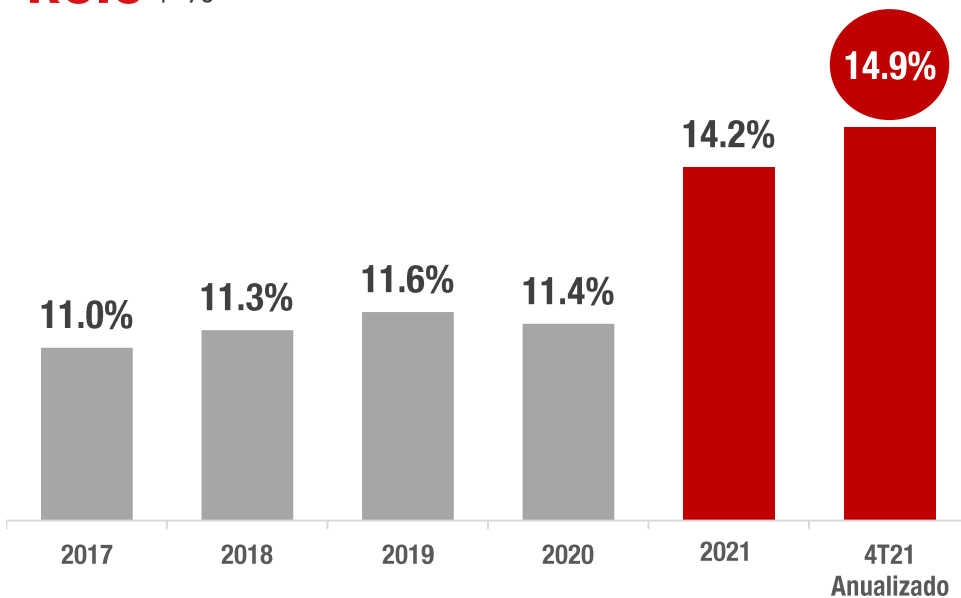
* Contracted interest capital at the signing of the contracts

Profitability

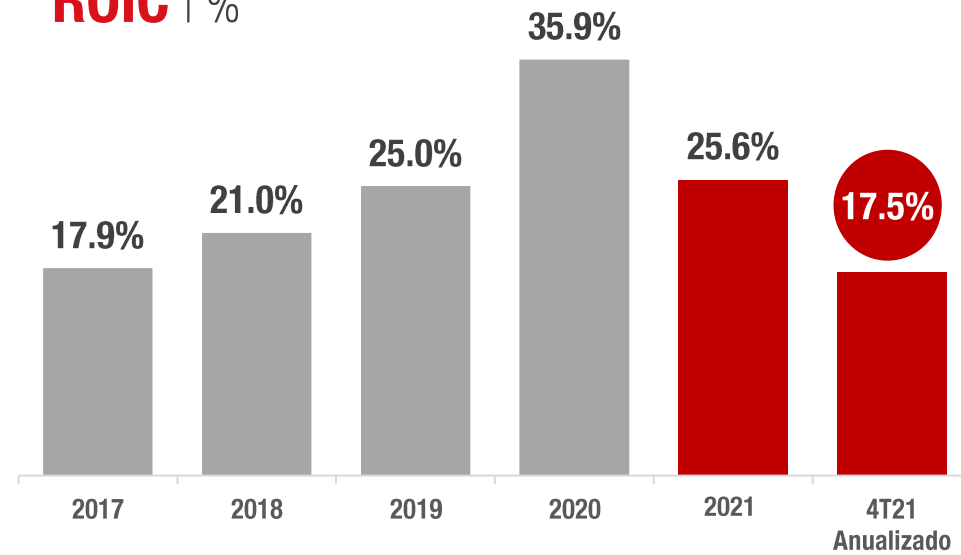
The Company's profitability is beginning to reflect the benefits of scale



ROIC | %



ROIC | %



Note: ROE reflects the IPO held in January/21 and follow on held in September/21 in the YoY comparison.



ESG:

4Q21 and 2021

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



We conducted a pilot project for the **fleet renewal** with the acquisition of 50 trucks over 20 years in use for recycling disposal.



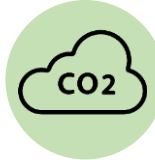
We have made progress in the **VAMOS** certification process as a B Company.



Of all hires, 25% are **women, at all levels**



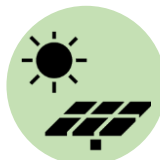
We launched **VAMOS CARBONO ZERO**, a program for carbon offsetting for our customers.



We offset Scope 1 and 2 emissions.



VAMOS volunteers gathered **11 tons** of food items



We have expanded the usage of **solar energy** on our stores to 40%.



We have implemented the **reuse water system** in 50% of our stores.



More than **53%** of all forklift trucks are electric





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THANK YOU VERY
MUCH