



GRUPO
VAMOS

RENOVANDO
FROTAS.
INOVANDO
NEGÓCIOS.



2Q21 Results

July 2021





DISCLAIMER:

This material was prepared by VAMOS and may include statements that represent expectations about future events or results. Such information are beliefs and assumptions of the Company's Executive Board, as well as information currently available.

Future considerations depend substantially on market conditions, government regulations, the performance of the segment and the Brazilian economy, among others, operational data may affect the future performance of VAMOS and may lead to results that materially differ from those expressed in such future considerations. This presentation has been summarized and is not intended to be complete.

The Company's shareholders and potential investors should always read this presentation with the Income Statements and Earnings Release.





VAMOS GROUP CONSOLIDATED

HIGHLIGHTS 2Q21



- Record net income of R\$100 million in 2Q21, 2.5 times higher compared to 2Q20 and 36.6% higher compared to 1Q21;
- Contracted CAPEX in 2Q21 of R\$912.1 million, about 4.0 times higher compared to 2Q20 (R\$227.2 million), resulting in R\$1.9 billion of CAPEX in the 1st half of 2021, 2.9 times higher than the CAPEX in the 1st half of 2020 (R\$642.4 million);
- Total of **18,395 rented assets**, representing a **growth of 33.4%** compared to the assets of 2Q20 (13,785 rented assets) and of 14.8% compared to 1Q21;
- Future contracted revenue (**backlog**) of **R\$5.1 billion** at the end of 2Q21, representing a growth of **89.1%** compared to Jun/20 and of 22.2% compared to 1Q21.
- Net revenue** of **R\$665.6 million** in 2Q21, **2.0x higher** compared to 2Q20 and **27.9% higher** compared to 1Q21;
- Operating Income (EBIT)** of **R\$174.5 million** in 2Q21, **2.0 times higher** compared to 2Q20 and **33.1% higher** compared to 1Q21;
- EBITDA** reached **R\$253.8 million** in 2Q21, up by **66.2%** over 2Q20 and **+24.4%** over 1Q21;

VAMO
B3 LISTED NM

ITAG B3

IGC B3

IGC-NM B3





VAMOS GROUP CONSOLIDATED

HIGHLIGHTS 2Q21



- **Solid cash position** and financial investments of **R\$342.1 million**, adequate to support the amortization of short-term debt at **4.3x**;
 - On July 8, 2021, we executed a **Debenture** operation in the local market amounting to **R\$1.0 billion** with a **10-year term**.
 - Signing a **standby credit line** with a top-tier bank totaling **R\$480 million** to be issued in up to three years with a total term of 48 months after issued.
- **S&P Rating** Agency raises the Company's credit rating to '**brAA+**' on the Brazil National Scale.
- **Significant acceleration in operational growth with profitability improvement:**
 - **ROIC 2Q21 LTM** of **12.0%** vs. 11.3% in 1Q21. **ROIC 2Q21 Annualized** of **14.9%**
 - **ROE 2Q21 LTM** of **26.3%** vs. 22.1% in 1Q21. **ROE 2Q21 Annualized** of **27.0%**
- Agricultural trucks and machine dealerships with **excellent performance**, presenting a **net revenue** of **+2.9x** and **EBIT +7.3x** over 2Q20, with a growing share in agribusiness.
- In addition to the acquisitions already announced in 1Q21 of the agricultural machinery dealers Valtra (Empresa Monarca) and Fendt, **we concluded two more acquisitions in 2Q21:**
 - **BMB:** Volkswagen/Man truck and bus customization center.
 - **Rental Agreements - BYD:** 436 electric forklifts already linked to 39 long-term leasing contracts.

VAMO
B3 LISTED NM

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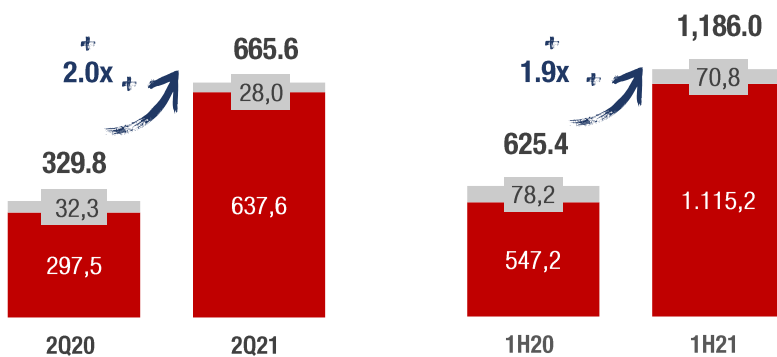
IGC-NM B3



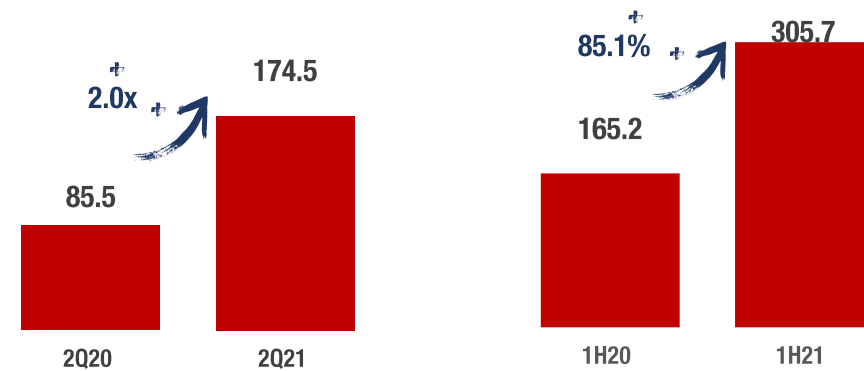
VAMOS GROUP CONSOLIDATED HIGHLIGHTS 2Q21



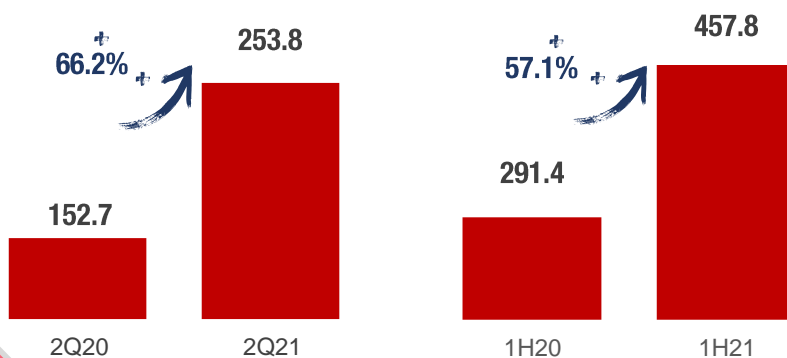
Net Revenue | R\$ million



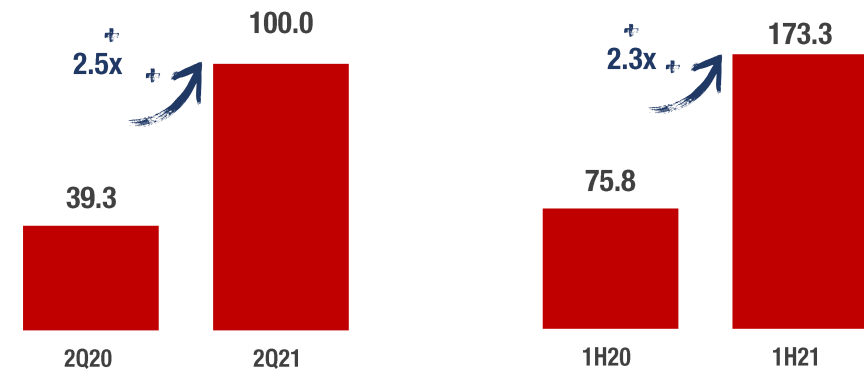
EBIT | R\$ million



EBITDA | R\$ million



Net Income | R\$ million

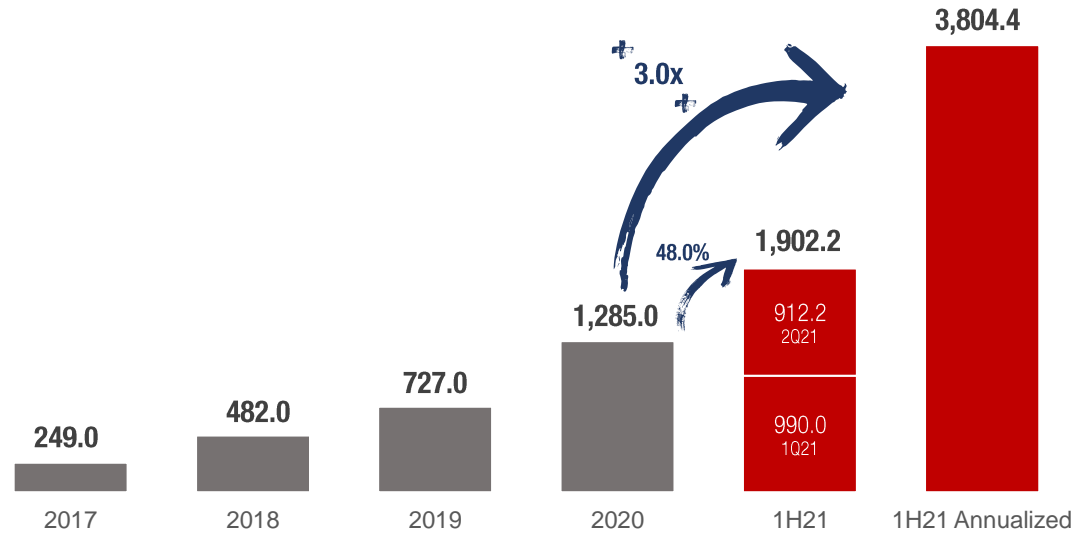


RENTAL

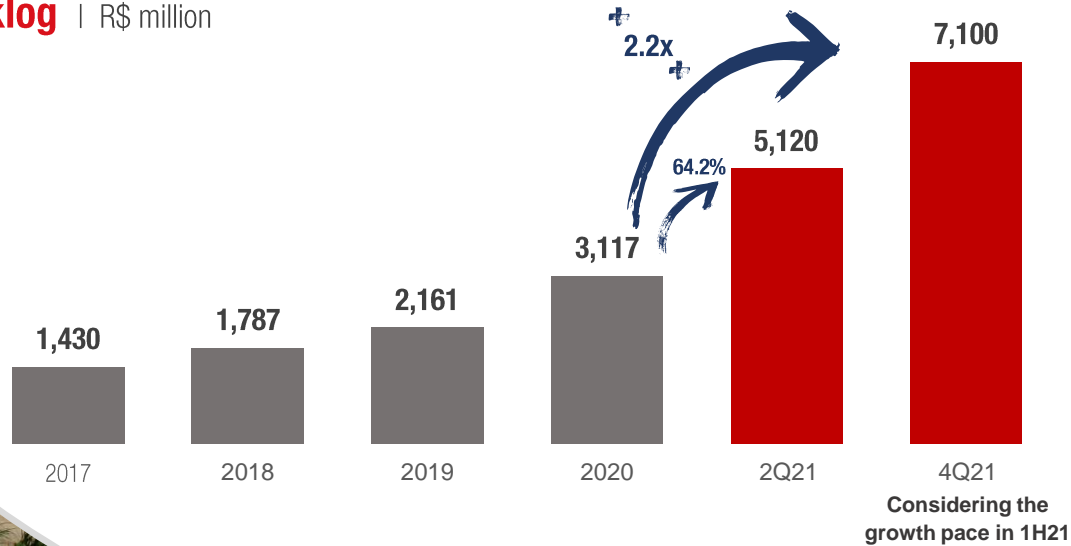
HIGHLIGHTS 2Q21



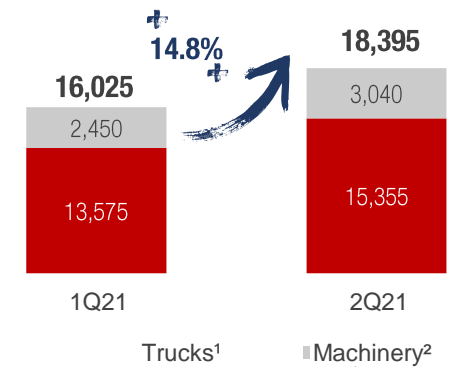
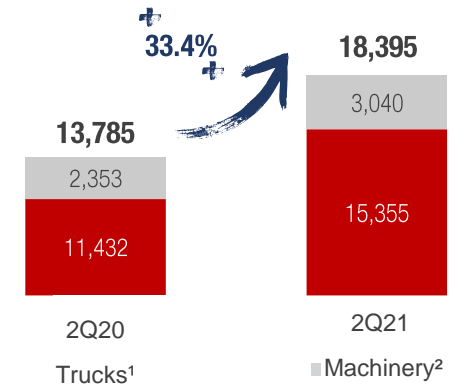
Contracted Capex | R\$ million



Backlog | R\$ million



Rented Fleet |

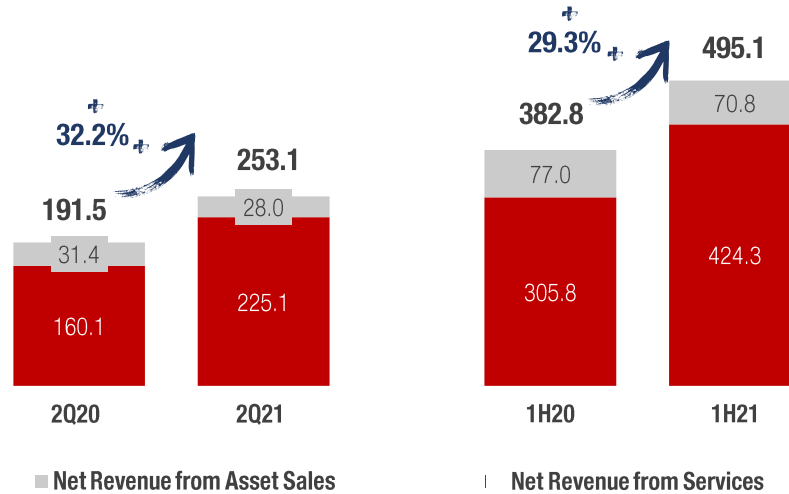


RENTAL

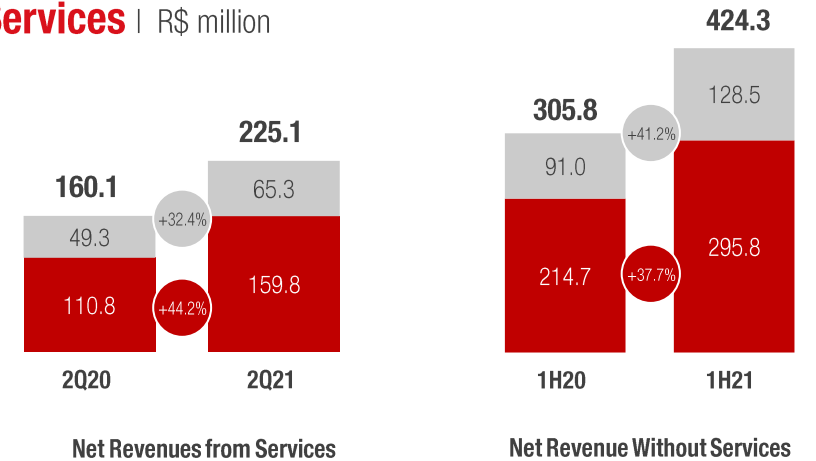
HIGHLIGHTS 2Q21



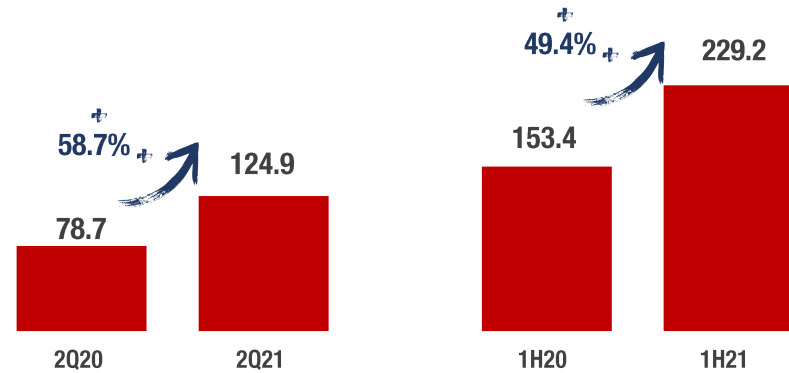
Net Revenue | R\$ million



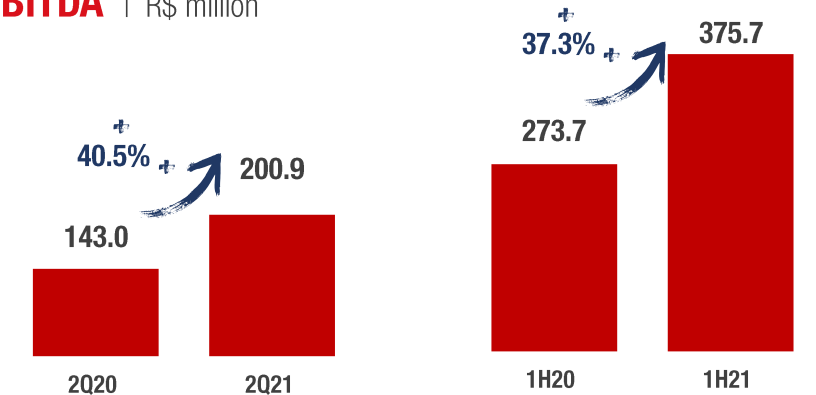
Net Revenue with and without Maintenance Services | R\$ million



EBIT | R\$ million

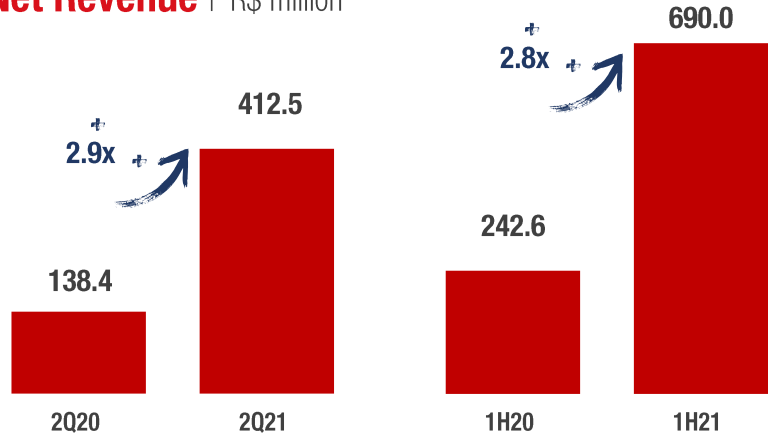


EBITDA | R\$ million





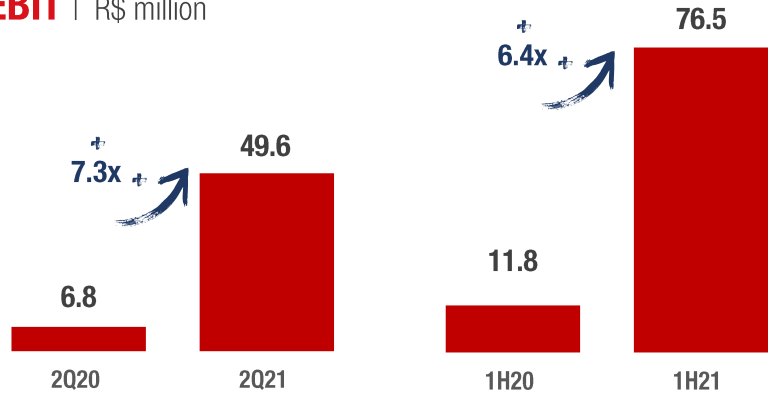
Net Revenue | R\$ million



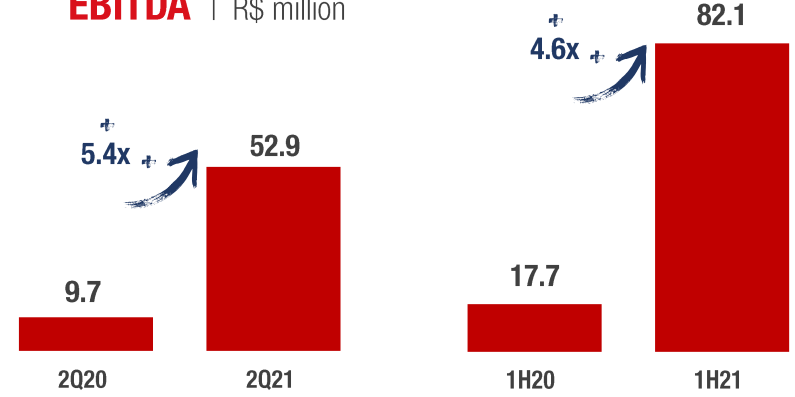
Dealerships Network |



EBIT | R\$ million



EBITDA | R\$ million



DEALERSHIPS

HIGHLIGHTS 2Q21

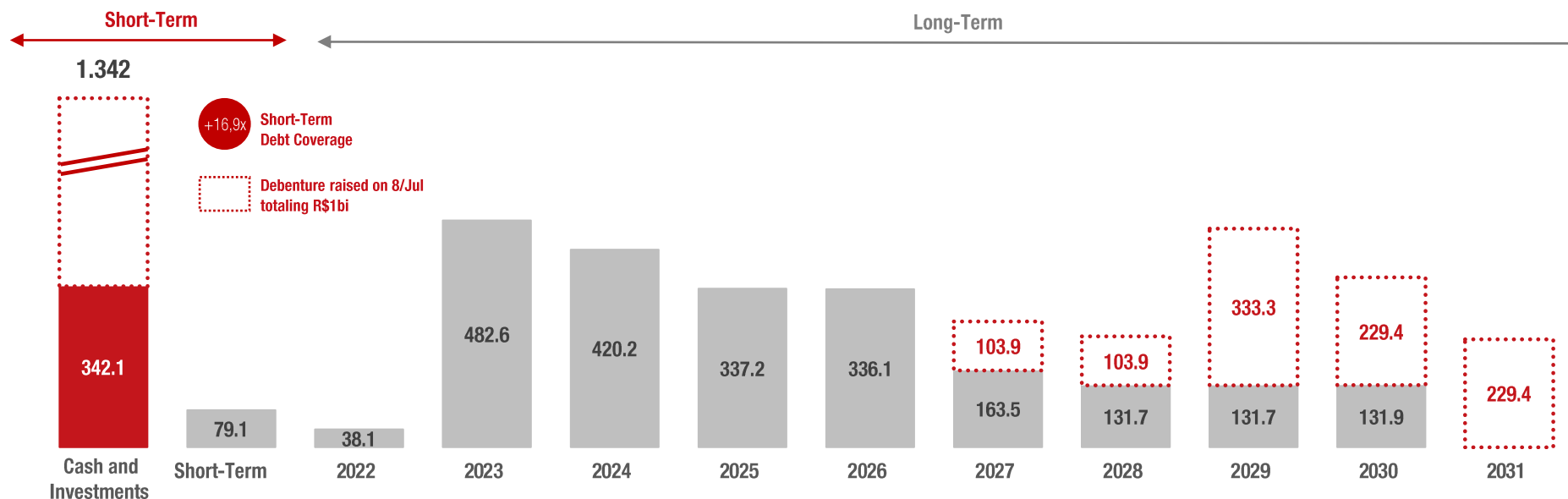


INDEBTEDNESS

HIGHLIGHTS 2Q21



Debt Amortization Schedule | R\$ million



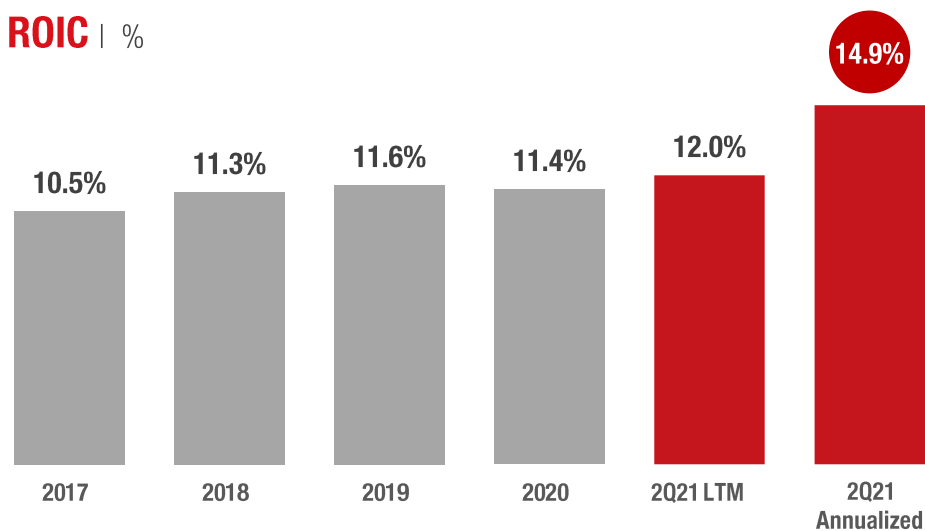
Loans and financing (R\$ million)	2021	2020	Q/Q Chg%
Gross Debt	2,252.1	2,452.1	-8.2%
Cash and Investments	342.1	616.4	-44.5%
Net Debt	1,910.0	1,835.7	-4.05%

Leverage Indicators ¹	2021	1Q21	2020	Covenants
Net Debt/EBITDA-A	2.0x	1.7x	2.4x	Max 3.5x
Net Debt/EBITDA	2.4x	2.1x	3.3x	Max 3.75x
EBITDA-A / Net Interest	8.8x	6.5x	5.4x	Min 2.0x

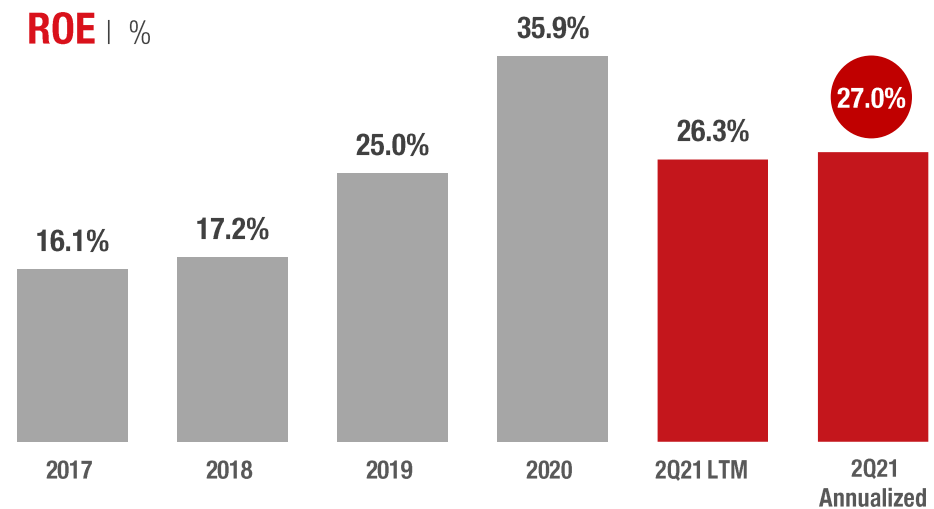
PROFITABILITY



ROIC | %



ROE | %



(1) ROE has an initial impact from the IPO



PRIORITIES

2Q21



EASG: "Creating **opportunities to develop the Brazilian fleet**, naturally contributing to reduce polluting gases and for honest, safe and efficient businesses."



Annually **neutralizing** VAMOS' **carbon emissions**
(we neutralized in 2019 and 2020)

Selective collection and waste disposal at its units

Offering to customers opportunities **to offset their carbon footprint**

Company seeking **System B Certification**

Solar Energy Program: Installing the solar energy system in several units

Integrated Report: Transparent communication with customers, investors and society

Requiring a **responsible waste disposal in 100%** of service provider **workshops**

Autonomous Truck Driver **Fleet Renewal** Program



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