

# Results

# 3Q23

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## DISCLAIMER

This document may contain forward-looking statements and estimates that are mostly based on current expectations and projections about future events and financial trends that affect or may affect our business. Many significant factors could adversely affect our results, estimates and forward-looking statements. The words "we believe," "we can," we "aim," "we estimate" and similar terms identify estimates and projections.

Considerations about forward-looking estimates and statements include information on results and projections, strategies, financing plans, competitive position, industry scenario,

potential growth opportunities, effects of future regulations and competition. Such estimates and projections refer only to the date on which they were expressed, and we do not assume the obligation to disclose updates or revise any of these estimates in light of new information, future events or any other factors, except pursuant to the regulation in force, especially CVM Instruction 480 and CVM Resolution 44.

Information in this presentation must be analyzed together with the interim financial information prepared in accordance with the International Financial Reporting Standards (IFRS), approved by the Securities and

Exchange Commission of Brazil (CVM) and the Federal Accounting Council (CFC) and in accordance with all pronouncements issued by the Accounting Pronouncements Committee (CPC), which are available on the websites of the Company ([ri.estapar.com.br](http://ri.estapar.com.br)) and the CVM.

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# 01

## 3Q23 Highlights



**NEW RECORD: 5th STRAIGHT QUARTER**

NET REVENUE

**R\$350.8 million**

+18.9% vs. 3Q22

**NEW RECORD: 3rd STRAIGHT QUARTER**

CASH GROSS PROFIT

**R\$95.9 million**

+30.1% vs. 3Q22

Record Gross Margin of 27.3%

**RECORD FOR THE 3rd QUARTER**

EBITDA<sup>1</sup>

**R\$65.3 million**

+41.6% vs. 3Q22

Mg. EBITDA of 18.6%

**COMMERCIAL RECORD**

NEW BUSINESSES

**65** new operations in the year

Churn of 0.16% in 3Q23

DIGITAL PLATFORMS

**16.8%** of Total Revenue

+0.6 p.p. vs. 3Q22

ELECTROMOBILITY

**New Zletric Hub 24h**

Inauguration of the 4th charging stations hub, expanding Zletric coverage

<sup>1</sup>Adjusted EBITDA and EBITDA Margin: on a managerial basis, before IFRS16 and IFRIC12, excludes non-cash and non-recurring effects.

Business model has essentially urban characteristics, with operations strategically situated at the main traffic generating centers in important cities.

18

new operations  
in 3Q23



Passoie Paulista Commercial Building – SP  
528 parking spaces



Mineirinho Stadium – MG  
1,198 parking spaces



Vita Boulevard – RS  
508 parking spaces



Interlar Shopping Mall – SP  
727 parking spaces



Alegria Shopping Mall – SP  
850 parking spaces



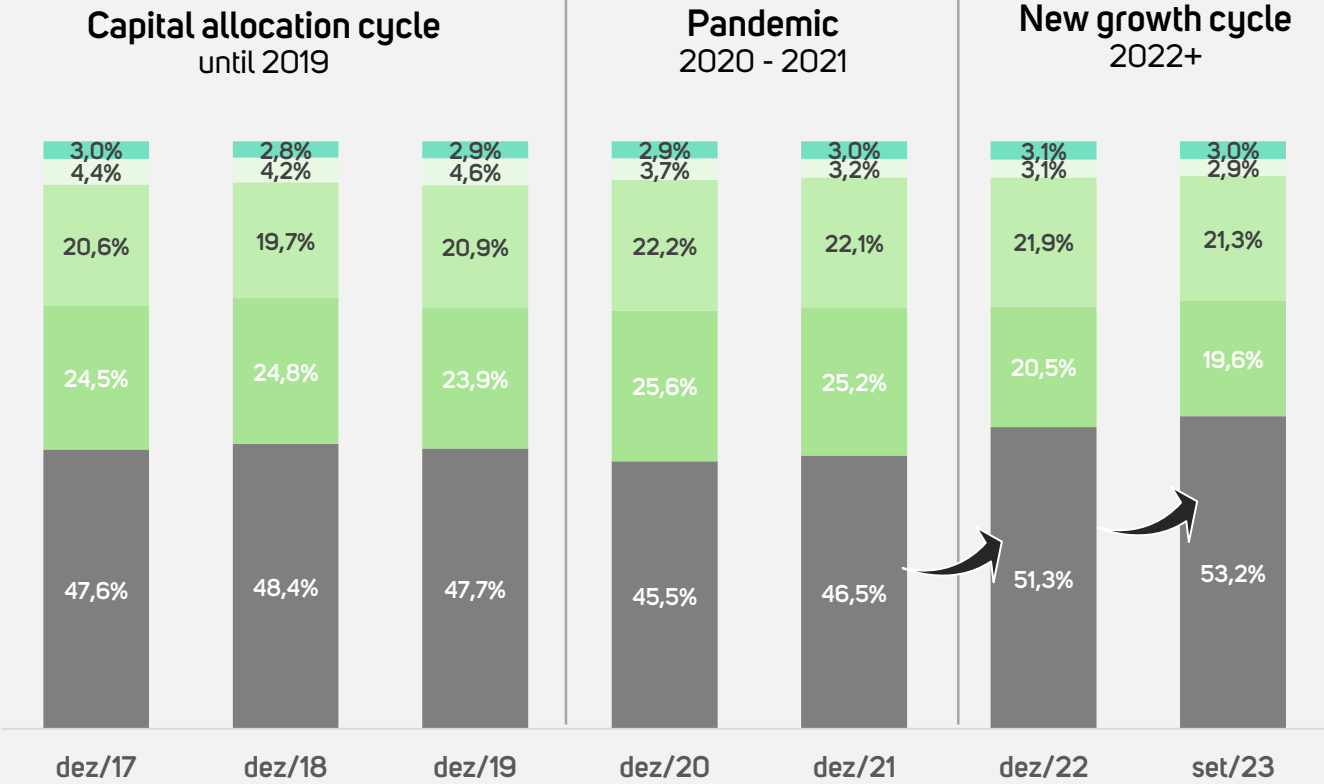
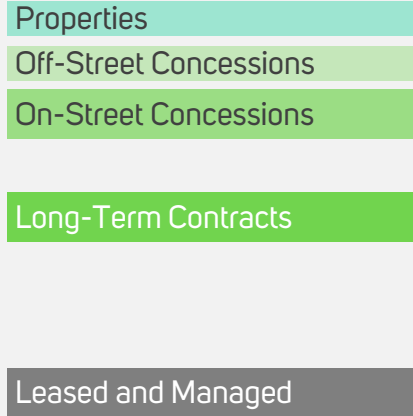
Joinville Airport – SC  
500 parking spaces



Shopping Jaraguá Indaiatuba – SP  
226 parking spaces

# Organic growth with focus on higher profitability

**Segment Mix<sup>(1)</sup>:**  
(mix % of parking spaces)

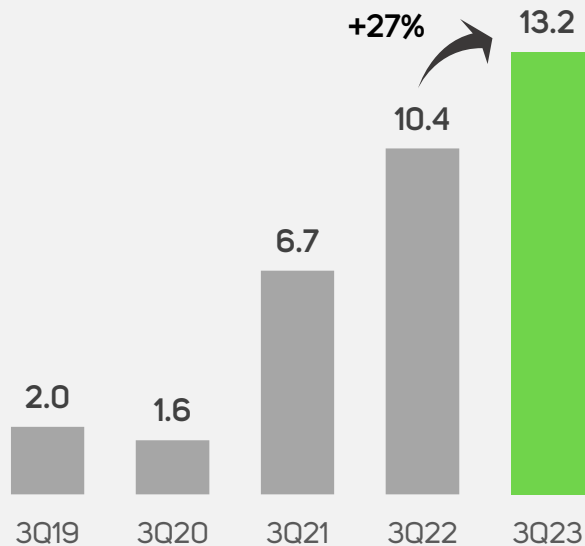


(1) Parking Spaces by Segment, excluding the Others segment with Zona Azul accreditation

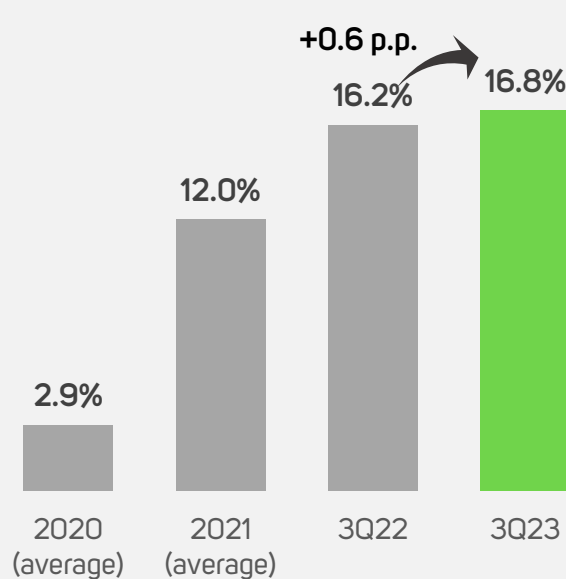
# Zul+

## Estapar's digital platform that has already passed the mark of 9 million users

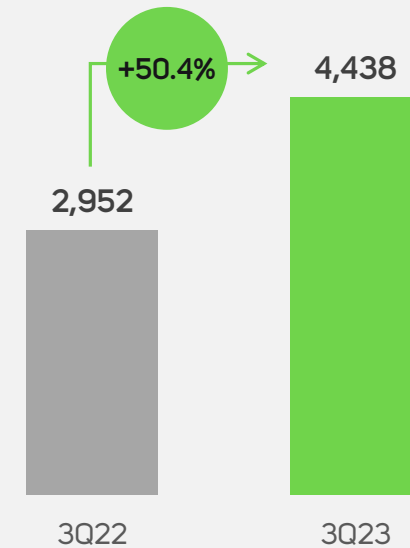
**# OF TRANSACTIONS** million  
Digital platforms<sup>1,2</sup>



**REVENUE**  
% Digital platforms<sup>1,2</sup> vs. Total Revenue



**AUTOTECH REVENUE** (R\$ thousand)



**Some of the products and services in the App Zul+ App**

- Zona Azul accreditation in 22 cities
- Payment for Estapar parking
- Estapar Reservation
- Sale of Auto Insurance
- Payment of IPVA/Fines/Licensing
- Appeals against traffic tickets
- Digital CRLV
- TAG Zul+
- Purchase and Sale of vehicles
- Electric vehicle charging stations
- Fuel supply
- Content



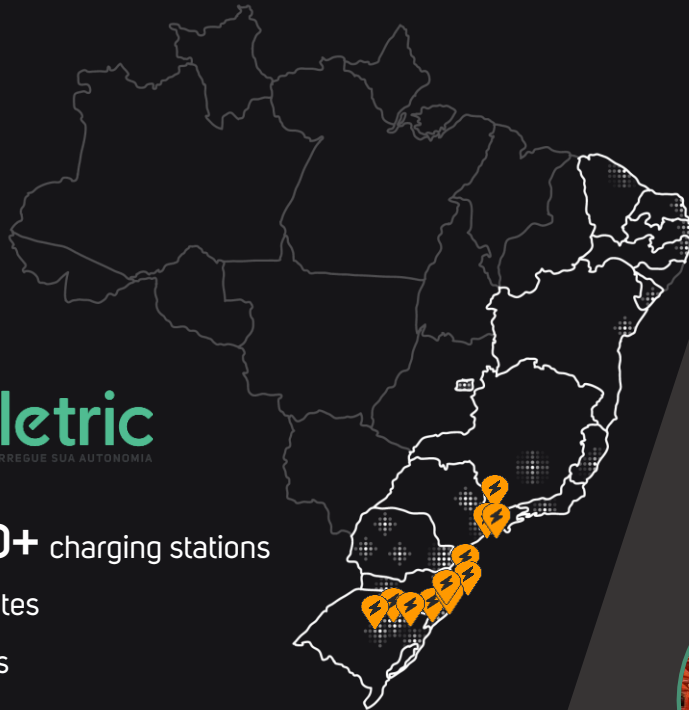
1 Digital Platforms: Include the website and Estapar Vaga Inteligente, Zona Azul de SP and Zul+ apps  
2 Acquisition of Zul Digital concluded in April 2022.



## Continuous expansion of coverage of Zletric Charging Stations



/// 700+ charging stations  
// 14 states  
/ 51 cities



**Zletric Hubs**  
// 14 fast charging stations

**Tatuapé Hub/SP**  
2021



**Santo Amaro Hub/SP**  
1Q23



**WTC Hub/SP**  
2Q23



**99 Hub/SP**  
3Q23



# 02

## 3Q23 Results



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**02**

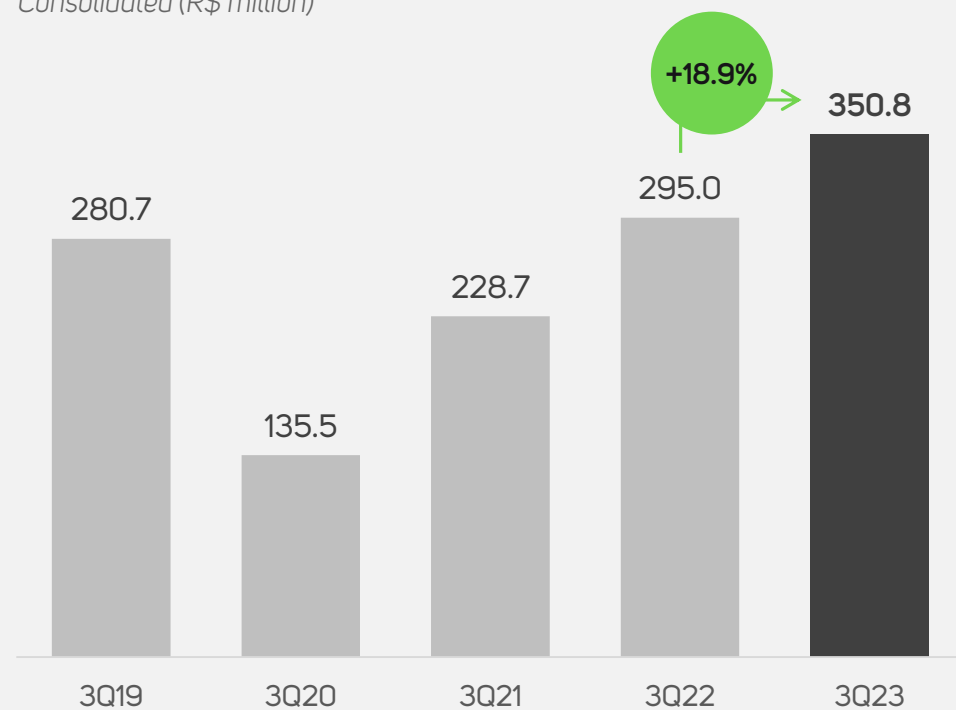
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04

## Record in 3Q23 with organic growth and AutoTech strategy

### NET REVENUE

Consolidated (R\$ million)



### BY SEGMENT (R\$ thousand)

	3Q22	3Q23	Var.%
Leased and Managed	148,226	181,704	22.6%
Long-Term Contracts	64,398	74,434	15.6%
On-Street Concessions	41,319	47,438	14.8%
→ Zona Azul de São Paulo	31,653	35,192	11.2%
→ Other On-Street Concessions	9,666	12,246	26.7%
Off-Street Concessions	30,167	33,631	11.5%
Properties	7,665	8,039	4.9%
Other	3,244	5,524	70.3%
→ AutoTech	2,952	4,438	50.4%
→ Other	292	1,086	>200%
<b>Total</b>	<b>295,019</b>	<b>350,771</b>	<b>18.9%</b>

01

02

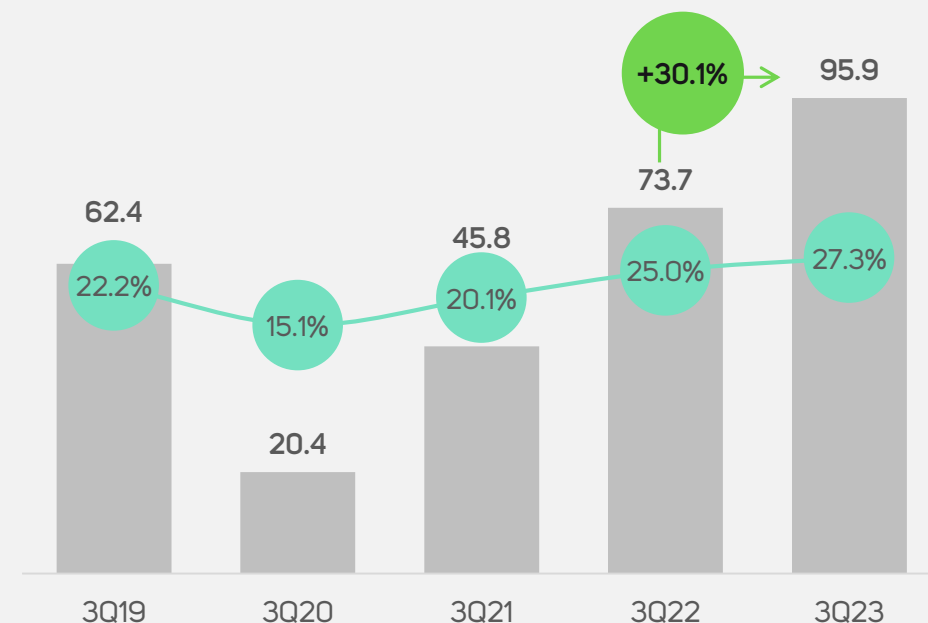
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## Record Cash Gross Profit and Gross Margin

Consolidated (R\$ million)

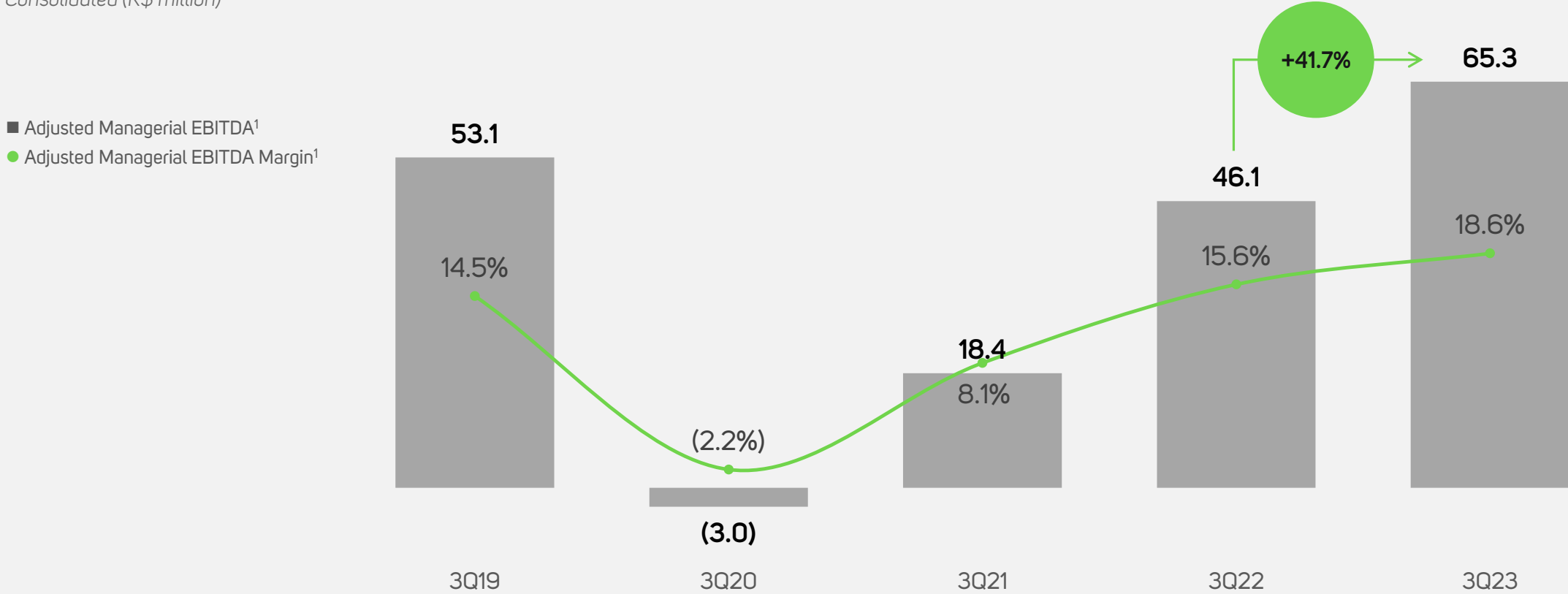
■ Cash Gross Profit  
● Cash Gross Margin



BY SEGMENT (R\$ thousand)	3Q22	3Q23	Var.%
Leased and Managed	28,472	37,018	30.0%
Long-Term Contracts	37,274	40,701	9.2%
On-Street Concessions	13,215	16,552	25.3%
→ Zona Azul de São Paulo	9,756	11,695	19.9%
→ Other On-Street Concessions	3,459	4,858	40.5%
Off-Street Concessions	6,744	11,286	67.4%
Properties	3,746	4,143	10.6%
Other	(15,733)	(13,823)	-12.1%
→ AutoTech	(653)	582	-189.2%
→ Other	(15,080)	(14,405)	-4.5%
<b>Total</b>	<b>73,718</b>	<b>95,878</b>	<b>30.1%</b>

# Record Adjusted EBITDA and Adjusted EBITDA Margin

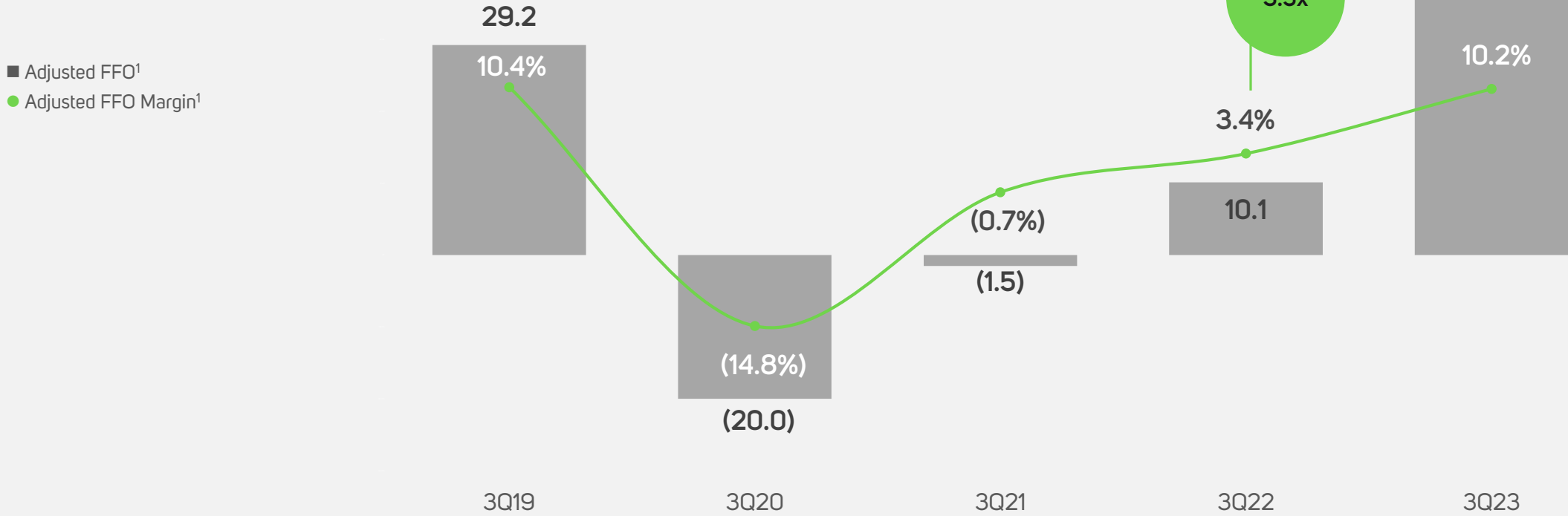
Consolidated (R\$ million)



<sup>1</sup>Adjusted EBITDA: on a managerial basis, excluding non-cash and non-recurring effects and IFRS16 and IFRIC12 effects.

# Adjusted FFO and FFO Margin

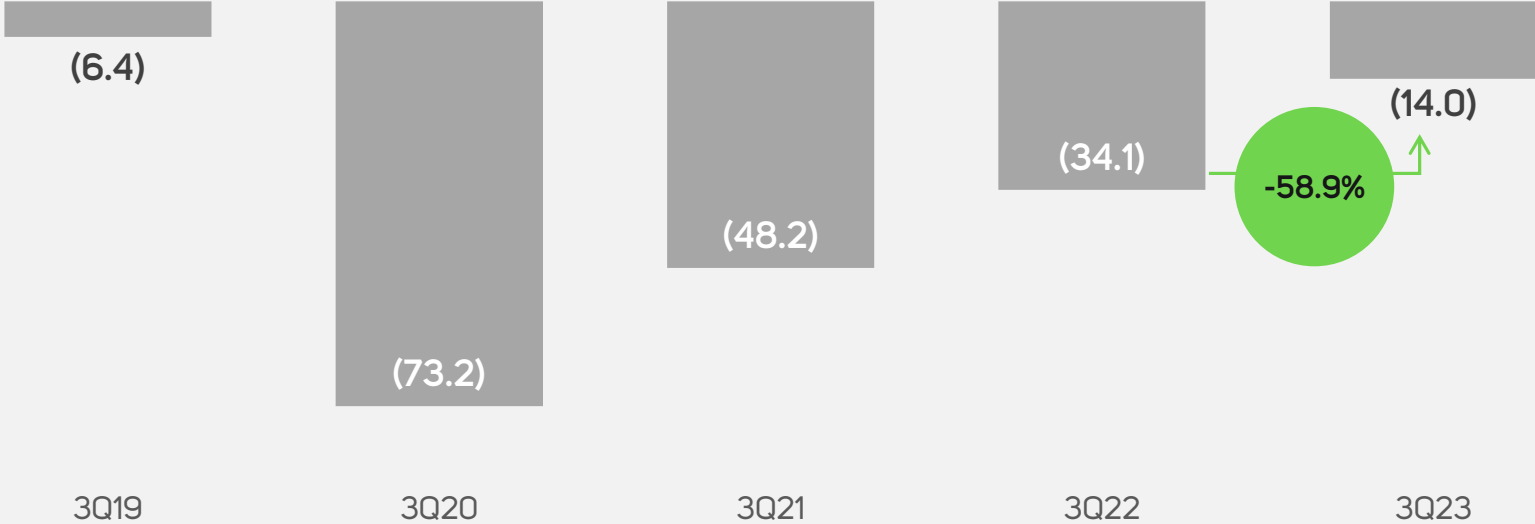
Consolidated (R\$ million)



<sup>1</sup>Adjusted FFO: on a managerial basis, excluding non-cash and non-recurring effects and IFRS16 and IFRIC12 effects.

# Net Loss: consistent reduction

IFRS, Consolidated (R\$ million)

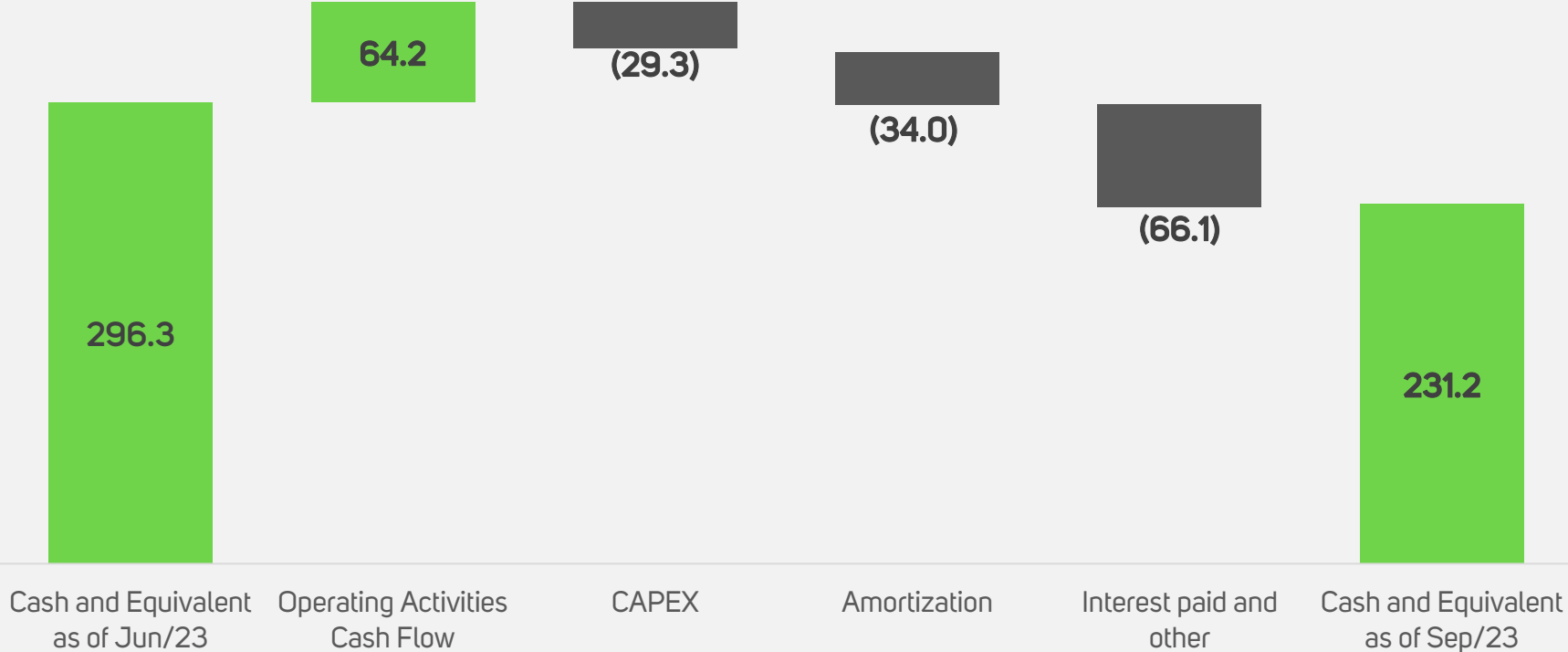


# Strong cash generation, with disciplined capital allocation

## MANAGERIAL CASH FLOW

Consolidated (R\$ million)

■ Cash and cash equivalents

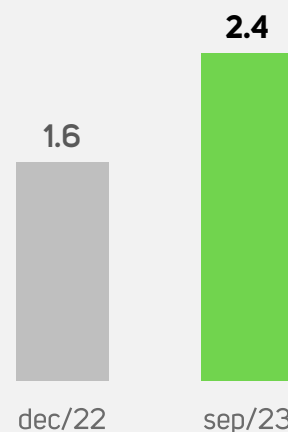




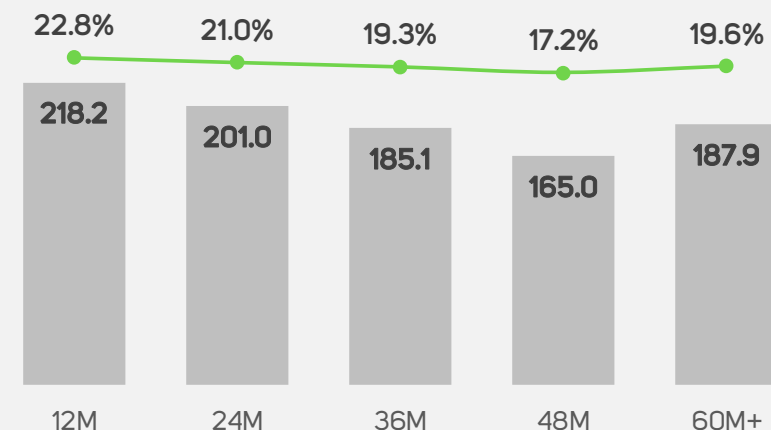
## Sep/23: we reduced Net Debt and Average Cost and increased Duration

CONSOLIDATED DEBT R\$ million	DEC/22	SEP/23
Debentures and CRI	520,0	703,1
Bank Loans	359,3	274,2
Issuance Costs	(8.4)	(20.1)
<b>Total Bank Debt</b>	<b>870,7</b>	<b>957,2</b>
(+) Other Obligations <sup>1</sup>	11,2	10,4
(-) Cash and cash equivalents	(137.4)	(231.2)
<b>Net Debt</b>	<b>744,5</b>	<b>736,4</b>
Average Cost (CDI+ Spread Equivalent)	3.54%	2.81%

### DURATION OF DEBT years



### BANK DEBT REPAYMENT SCHEDULE million



<sup>1</sup>Other Obligations: Accounts Payable for Acquisition of Investments and Tax Installments

# IB

## Closing Remarks



### Results

The consistency of the trend in the evolution of Estapar's indicators is shown in the consecutive records achieved quarter after quarter. We remain focused and confident in continued developments for the coming quarters.

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### New Businesses

We believe that building solid commercial partnerships is fundamental to for acquiring and renewing contracts. This commercial focus is a key success factor to expand even more our market leadership.

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### Zul+ – Estapar's digital platform

Our AutoTech platform is already a reality. In 3Q23, revenues increased 50.4% vs. 3Q22, and we believe there is plenty of room for growth in this vertical. Offering digital products and services is one of the growth avenues for the coming years and should further leverage value generation by Estapar.

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### Eletromobility

We believe that the future of mobility is electric, and through Zletric we intend to increasingly foster the network of charging points in the country and capture the value of this fast-growing market.

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# 04

## Q&A



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01

02

03

04



# Talk to IR

## Investor Relations

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## Social Media

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