



# 2Q24

Results

ITAG B3

IGC-NMB3

IGCB3

**ALPK**  
B3 LISTED NM

 **ESTAPAR**

## 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.

ITAG B3

IGC-NM B3

IGC B3

**ALPK**  
B3 LISTED NM



A woman with long dark hair and glasses is smiling and looking at a tablet. The background is a blurred outdoor setting with a brick wall and a bright sky.

01 Highlights



02 2Q24 Results



03 Closing Remarks



04 Q&A



# 01 Highlights

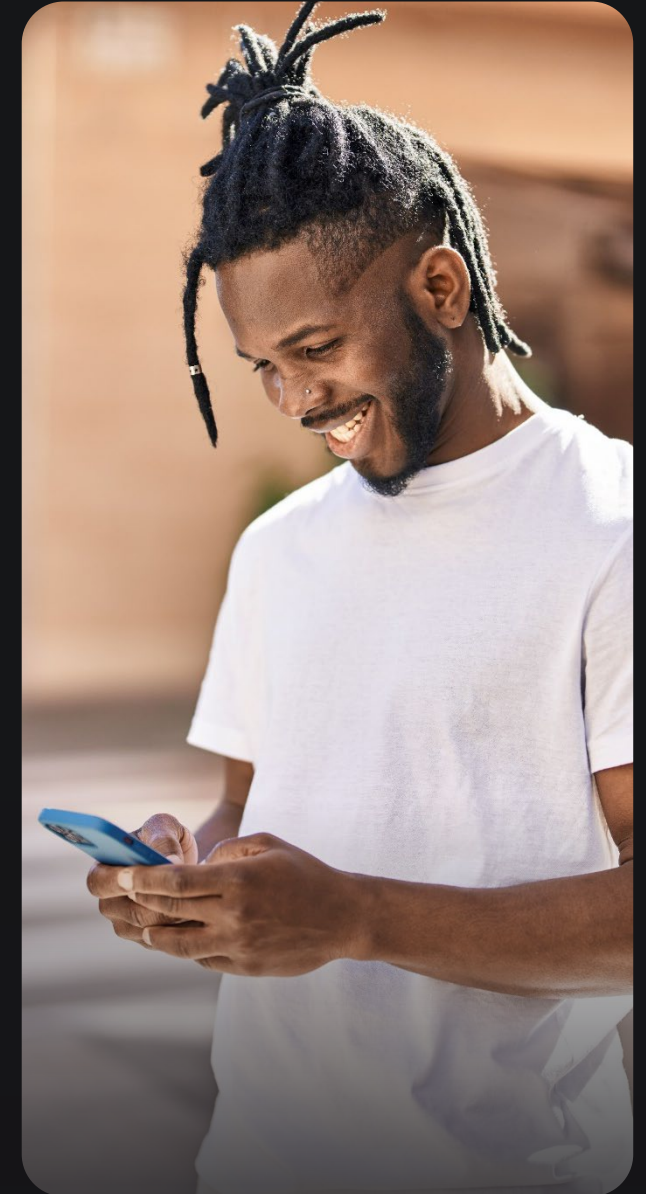
02 2Q24 Results



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# SOS RS

Panorama of the extreme and unprecedented climatic event in Rio Grande do Sul, and its impacts regarding the experience in the period of large volumes of rainfall and historical floods in several basins in the region.

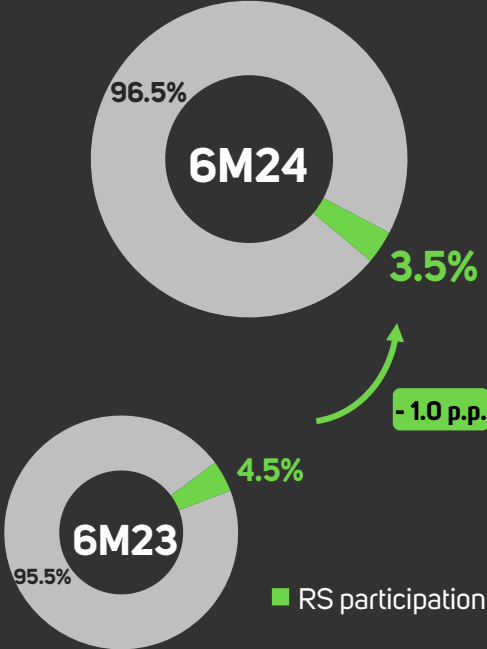
**39**

Operations in Rio Grande do Sul, **3** were directly impacted

**271**

Direct employees

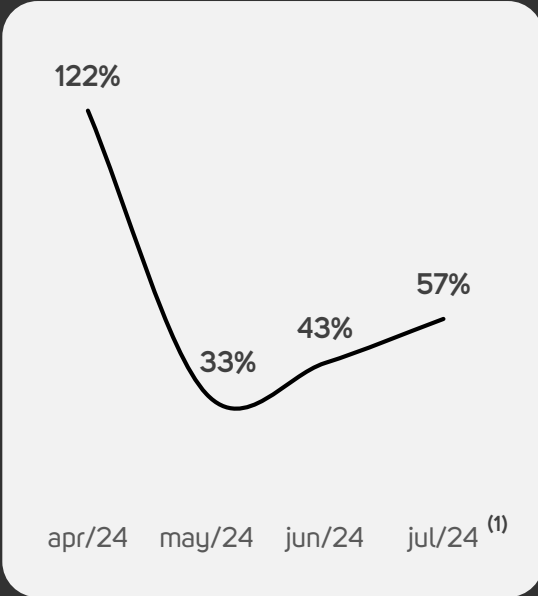
## SHARE OF RIO GRANDE DO SUL STATE IN NET REVENUE (%)



## Immediate Actions

- Multidisciplinary emergency committee**  
to support employees and customers
- Health and Safety Support**  
to employees and families
- Donations and Campaigns**  
fundraising for financial support
- Psychological support**  
Personal support for employees and dependents
- Priority service channels**  
FAQ, toll-free number (0800), e-mail, radio, social media, +3.0k services during the crisis/May
- Information**  
Send-outs of updated information to affected customers

## IMPACT ON REVENUE IN THE RIO GRANDE DO SUL STATE % 2024 vs 2023



Highlights / 2Q24

2Q24: RECORD REVENUE



R\$385.1 million

+15.1% vs. 2Q23

2Q24: MANAGERIAL EBITDA



R\$77.0 million

20.0% Managerial EBITDA Mg.

+17.7% vs. 2Q23

2Q24: NET INCOME



R\$5.8 million

1.5% Net Margin

vs. 2Q23 with a loss of 14.9 million

2Q24: CHURN AND NEW BUSINESSES



0.05%

An improvement compared to historical levels

15 inaugurations in 2Q24

718 operations by the end of the quarter

2Q24: DIGITAL PLATFORMS



18.3% of total revenue

+39.8% IN DIGITAL REVENUE

vs. 2Q23

2Q24: DEBENTURES ISSUANCE



R\$200.0 million

CDI +2.00%

lengthening the debt profile and reducing the cost of financial indebtedness

## Highlights / Commercial Focus

In 2Q24, we inaugurated 15 operations, notably in the Shopping Malls, Commercial Buildings, Educational Institutions, and other sectors.



Capital Financial Center Com. Build. – DF

**1,340** PARKING SPACES



Aliança Parking Building – BA

**306** PARKING SPACES



Top Center Shopping Mall – SP

**342** PARKING SPACES



Aton Business Style Build. Condominium - GO

**336** PARKING SPACES



Anita Garibaldi Educational Institution - SC

**520** PARKING SPACES

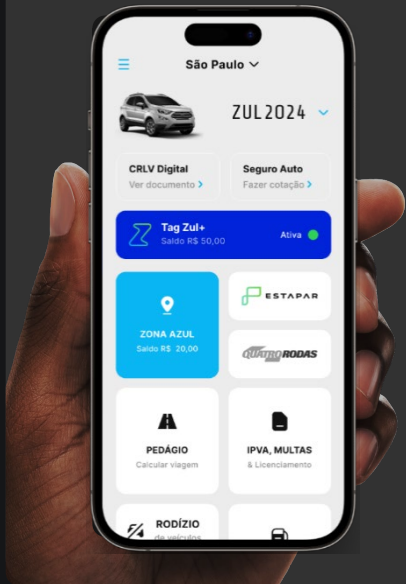


Duque Parking Building - RS

**439** PARKING SPACES

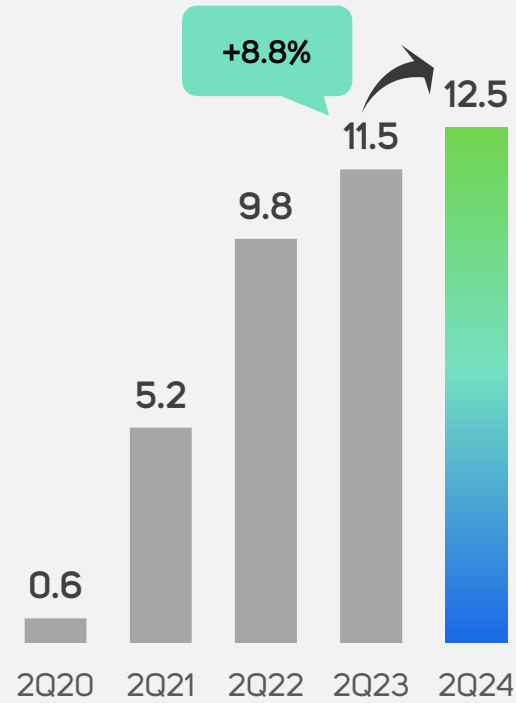
# Zul+

Estapar's Digital Platform<sup>(1)</sup> already has over 11 million users

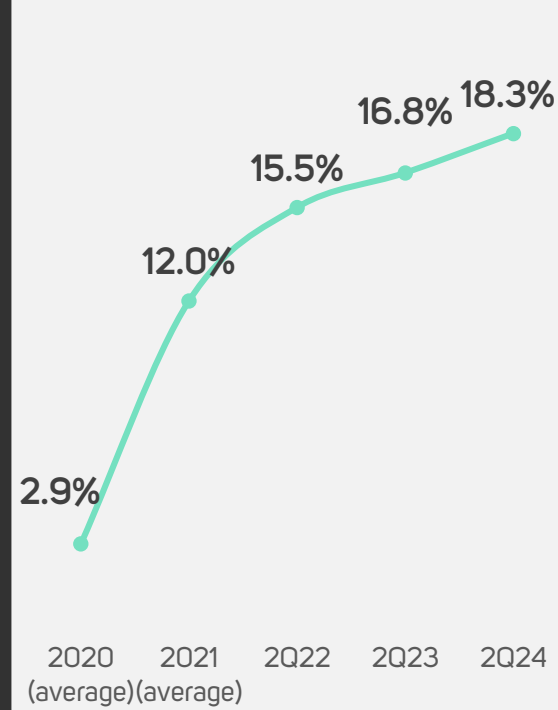


Everything in a single app for those who drive

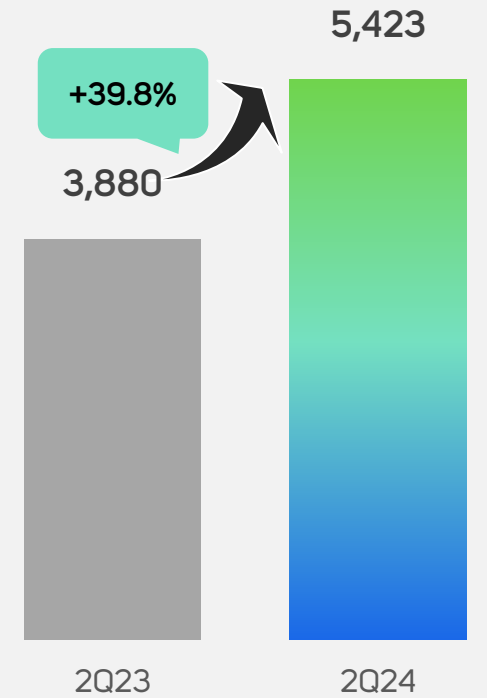
# TRANSACTIONS <sup>(1)</sup>  
in R\$ million



DIGITAL PLATFORMS  
% of revenue from digital platforms<sup>(1)</sup> vs. total net revenue



DIGITAL NET REVENUE <sup>(2)</sup>  
R\$ million





Zletric Partners



# Continuous expansion of charging station network



59%

2024

Net Revenue

**R\$1.6 million**

+123.2% vs. 2023



14

STATES



70

CITIES



921

CHARGING STATIONS



15

ZLETRIC HUB

Quick charging stations



01

02

03

04

01 Highlights

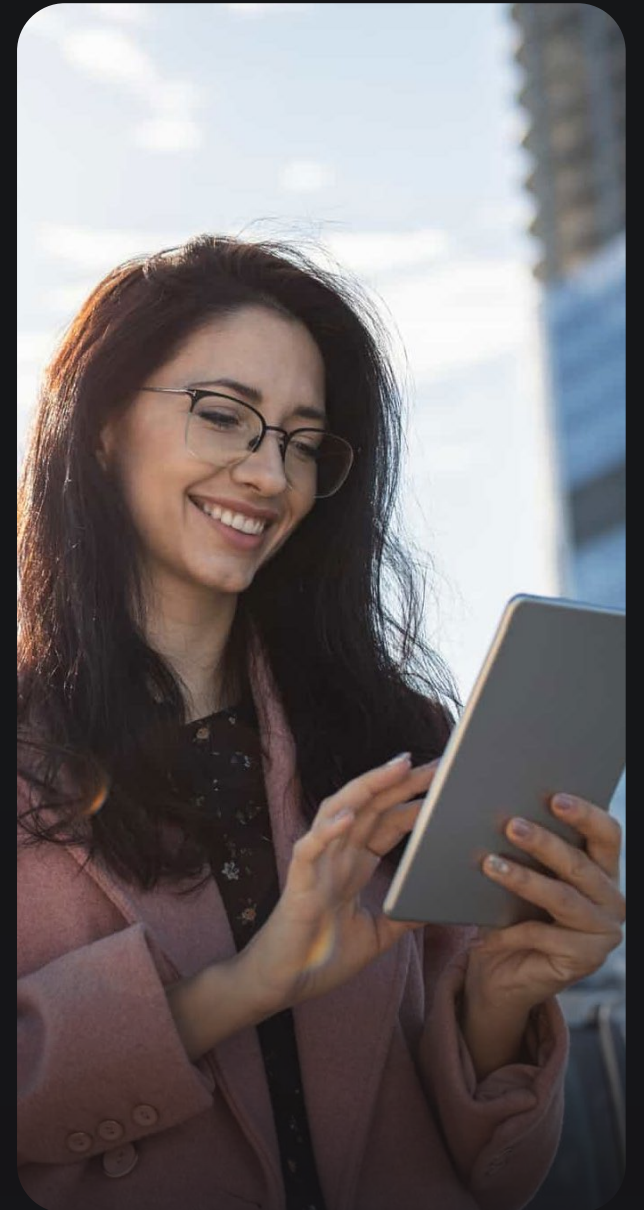


# 02 2Q24 Results

03 Closing Remarks



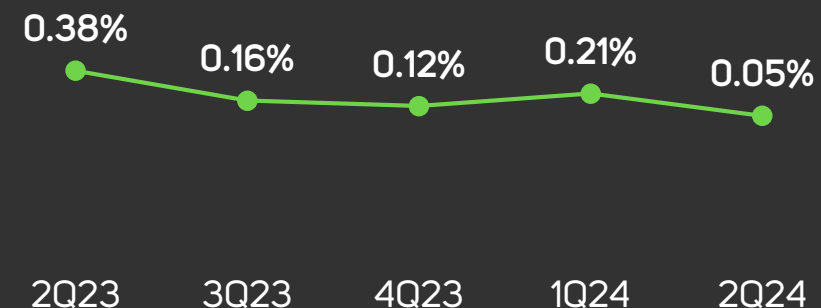
04 Q&A



**EVOLUTION OF PARKING SPACES AND OPERATIONS**

	2Q23	2Q24	%
<b>OPERATIONS</b>	654	718	9.8%
<b>PARKING SPACES (thousands)</b>	451.2	484.8	7.5%
Leased and Managed	202.2	239.2	↑
Long-Term Contracts	76.3	74.0	↘
On-Street Concessions	82.9	81.8	↘
Off-Street Concessions	11.5	11.5	→
Properties	11.6	11.6	→
Digital	66.7	66.7	→

**CHURN (%)**



Churn = Cash Gross Profit LTM from operations ended in the period compared to Total Cash Gross Profit LTM

Organic growth with focus on higher profitability.

**Segment Mix<sup>1</sup>**

mix % of parking spaces

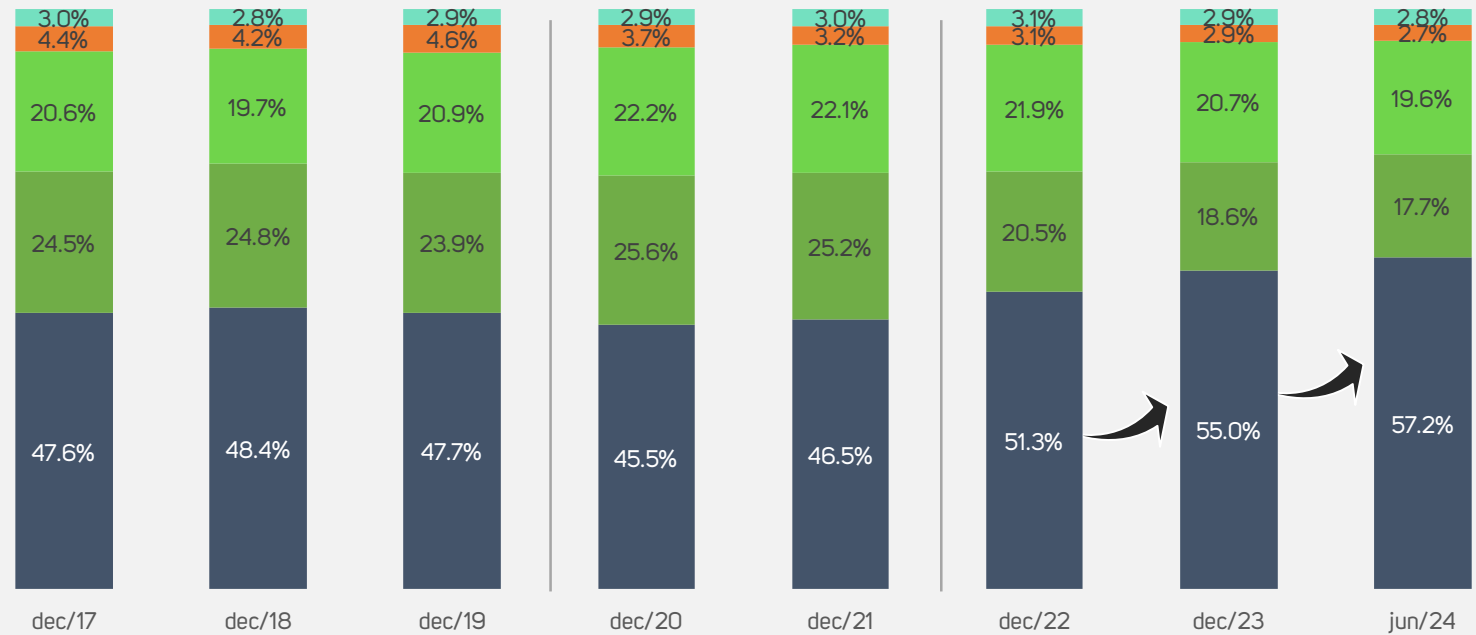
- Properties
- Off-Street Concessions
- On-Street Concessions
- Long-Term Contracts
- Leased and Managed

<sup>1</sup> Excludes Digital segment with Zona Azul accreditation operations.

**Capital allocation cycle**  
until 2019

**Pandemic**  
2020 - 2021

**New growth cycle**  
2022+

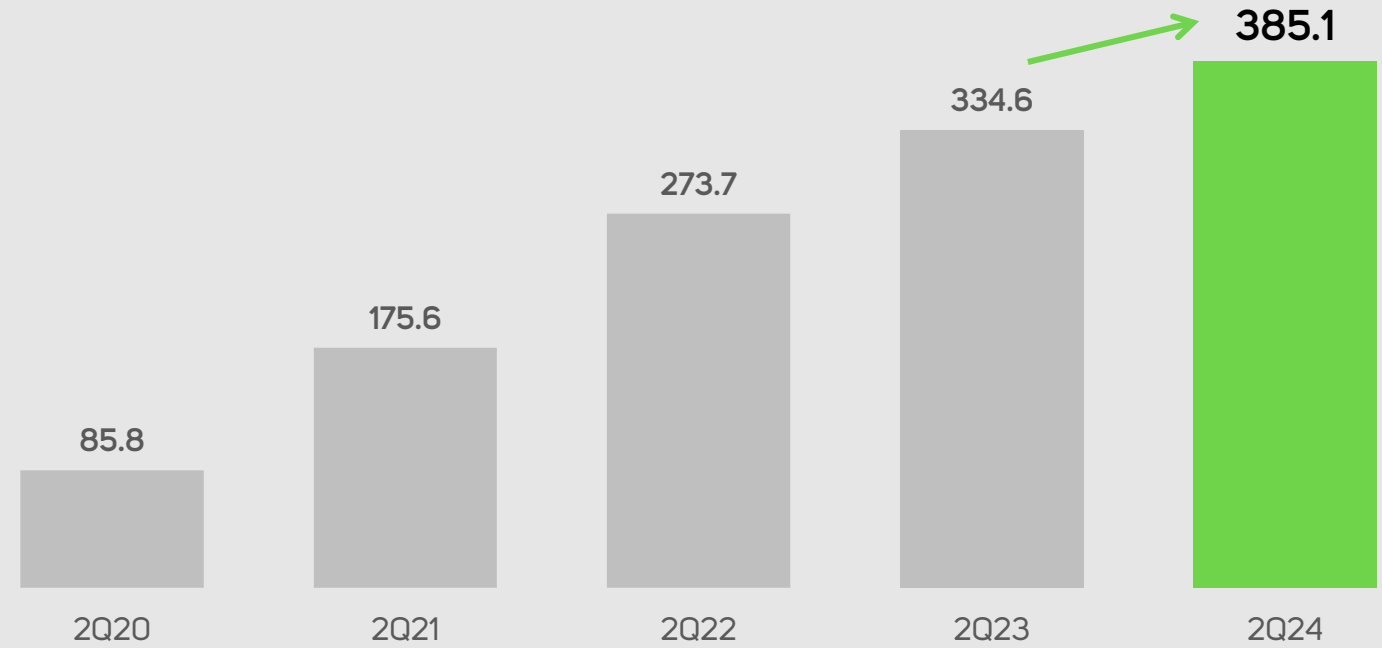


Record Net Revenue  
for the eighth straight  
quarter

2Q23 vs. 2Q24 +15.1%

### QUARTERLY NET REVENUE

Consolidated (R\$ million)



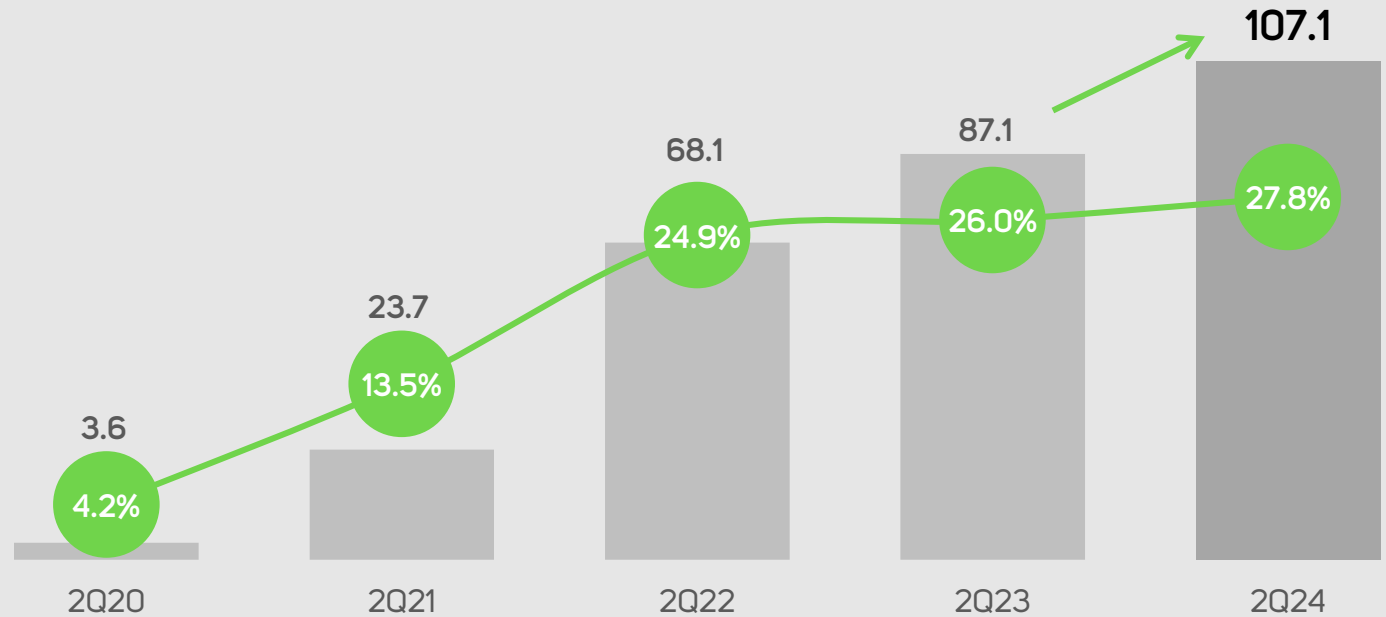
## Record Cash Gross Profit and Gross Margin

2Q23 vs. 2Q24 +22.9%

### CASH GROSS PROFIT AND GROSS MARGIN

Consolidated (R\$ million)

■ Cash Gross Profit  
● Cash Gross Margin (%)



## Record Managerial EBITDA and EBITDA Margin

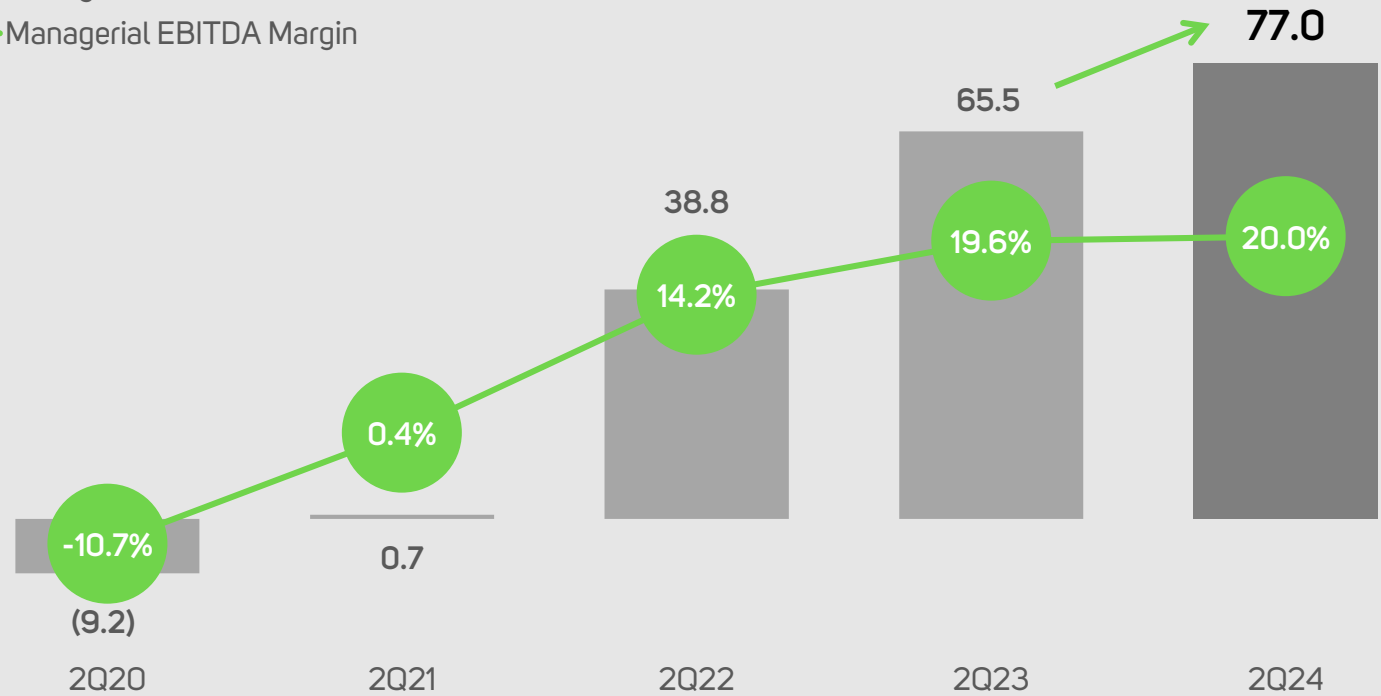
2Q23 vs. 2Q24 +17.7%

### MANAGERIAL EBITDA AND MANAGERIAL EBITDA MARGIN

Consolidated (R\$ million)

■ Managerial EBITDA

● Managerial EBITDA Margin



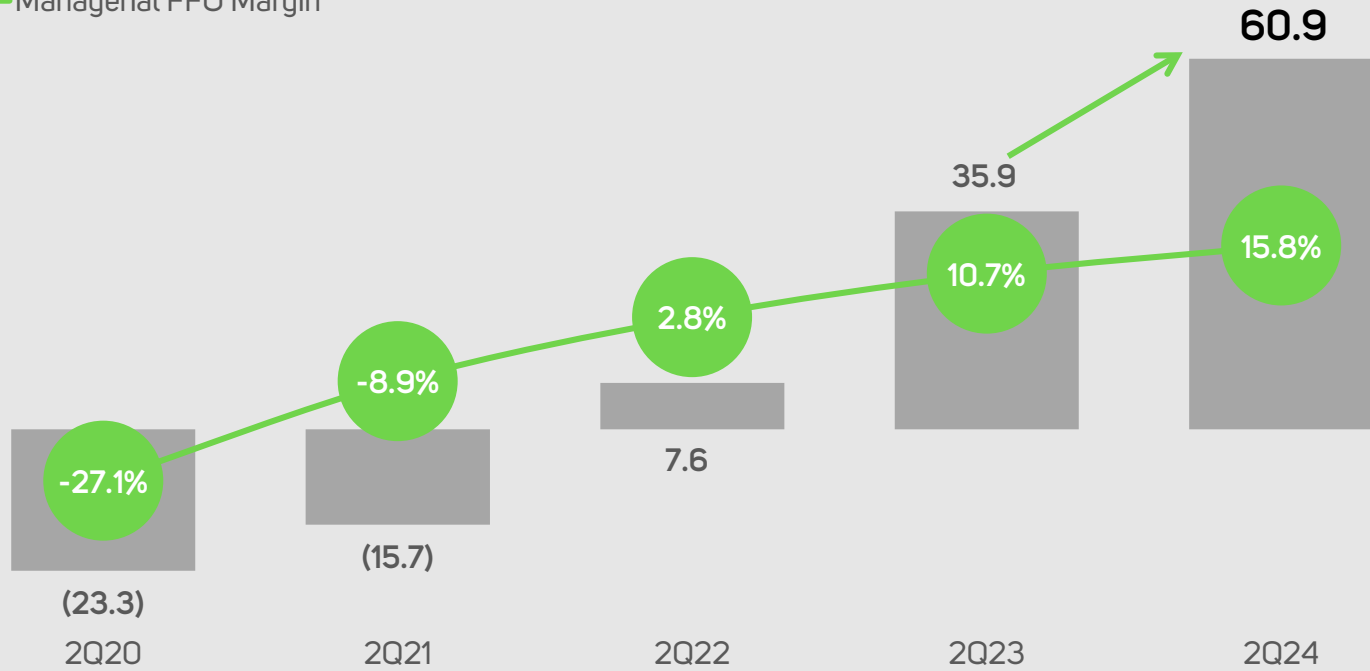
## FFO and FFO Margin

2Q23 vs. 2Q24 +70.0%

### FFO & FFO Margin

Consolidated (R\$ million)

■ Managerial FFO  
● Managerial FFO Margin

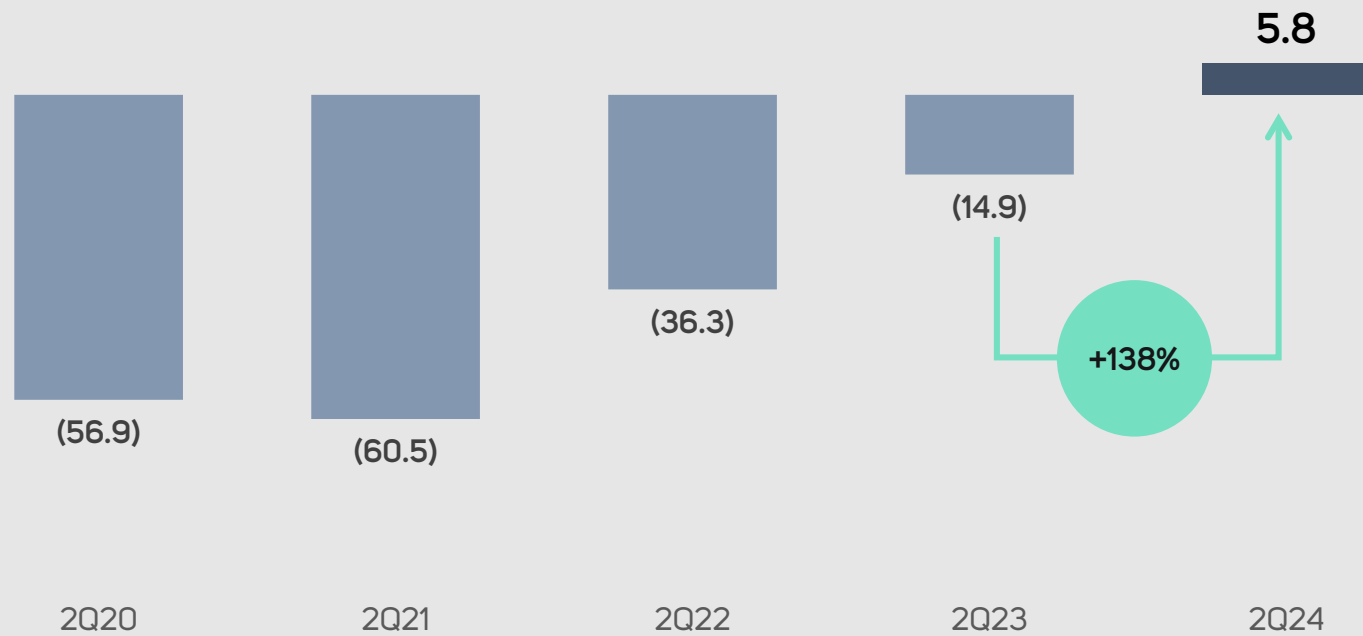




One of Estapar's strategic objectives for the coming years is the pursuit and maintenance of profitability

### NET INCOME (LOSS)

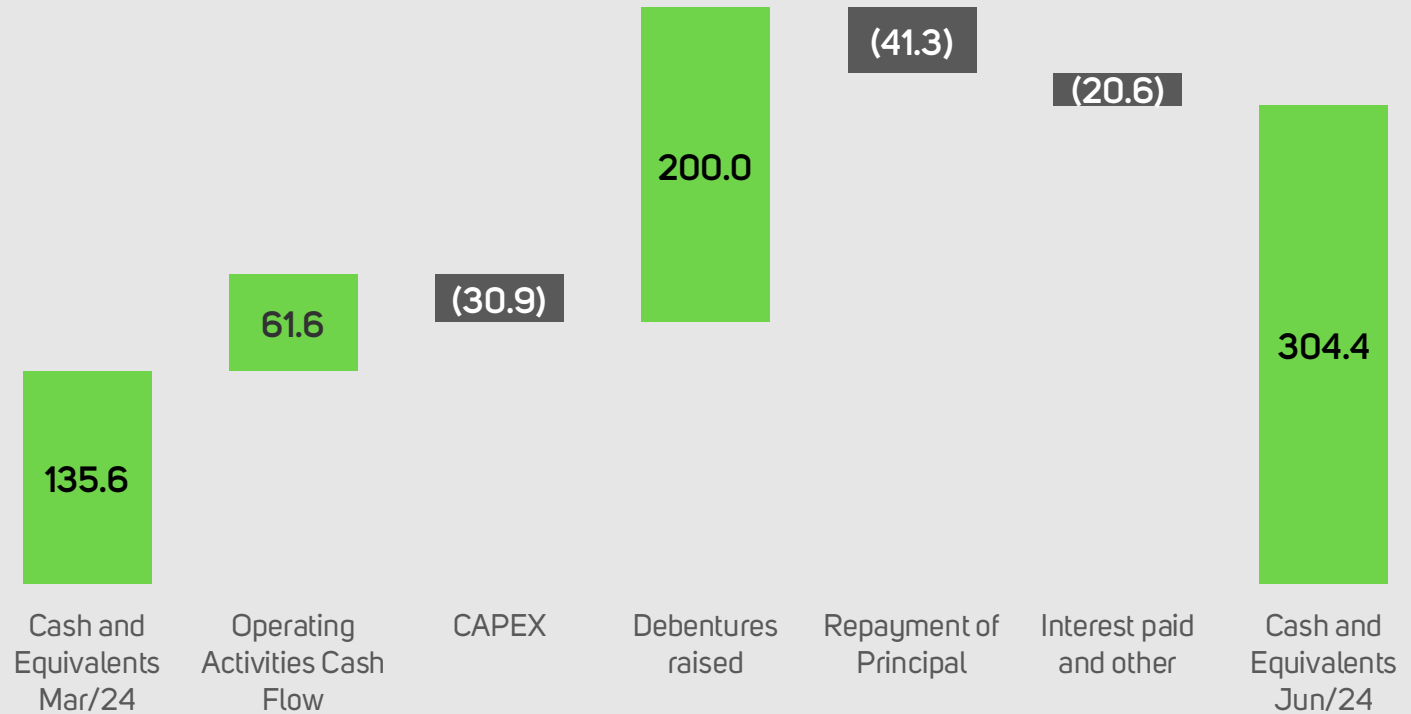
Consolidated (R\$ million)



Strong cash generation, with disciplined capital allocation

### MANAGERIAL CASH FLOW

Consolidated (R\$ million)



## 12<sup>th</sup> DEBENTURES ISSUANCE

R\$200.0 million

CDI +2.00%

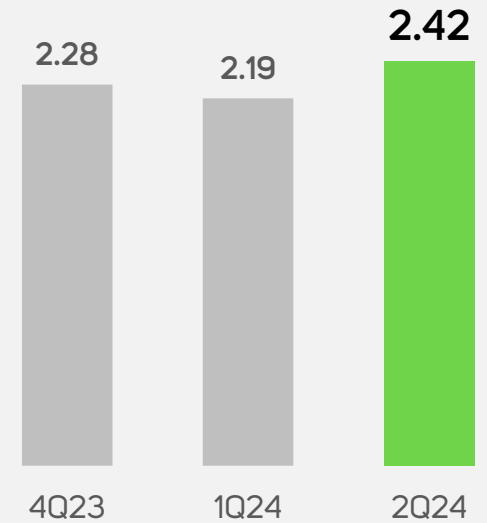
Institutional investors

Reduction in average cost and increase in Duration

### AVERAGE COST CDI Spread + Equivalent (%)

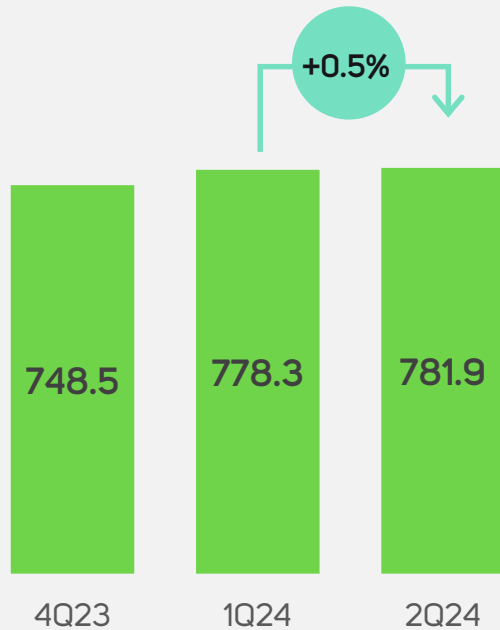


### DURATION In years

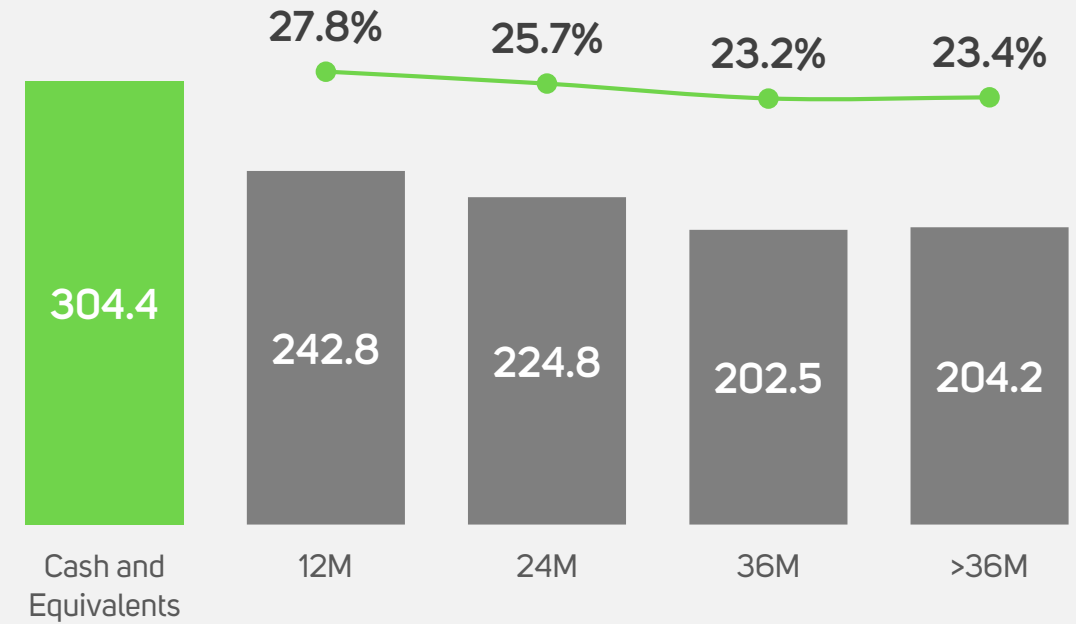


Net debt stabilized and balanced repayment schedule

**NET DEBT<sup>(1)</sup>**  
R\$ million



**REPAYMENT SCHEDULE**  
(%)



01 Highlights



02 2Q24 Results



# 03 Closing Remarks

04 Q&A





### One more outstanding quarter

The 2Q24 results, including the **record revenues, better margins**, and the **reversal of losses**, further strengthen our confidence in Estapar's value creation strategy.

### Our Vision of the Future

The Company's investments in **New Frontiers** have become a reality. Our **Digital** revenue grew **39.8% vs. 2Q23**. Revenue from our **Electromobility** division (Zletric) grew **123.2% vs. 2Q23** and we believe there is still much value to be captured.

### Debt Management

At the end of June 2024, the **Net Debt** of R\$781.9 million remained **practically stable**, in line with our strategy to reduce leverage. We highlight the **12th issue of debentures**, raising R\$200 million from institutional investors at CDI + 2.00% rate. This operation resulted in a **new reduction in the** CDI+ spread to 2.62%.

01 Highlights



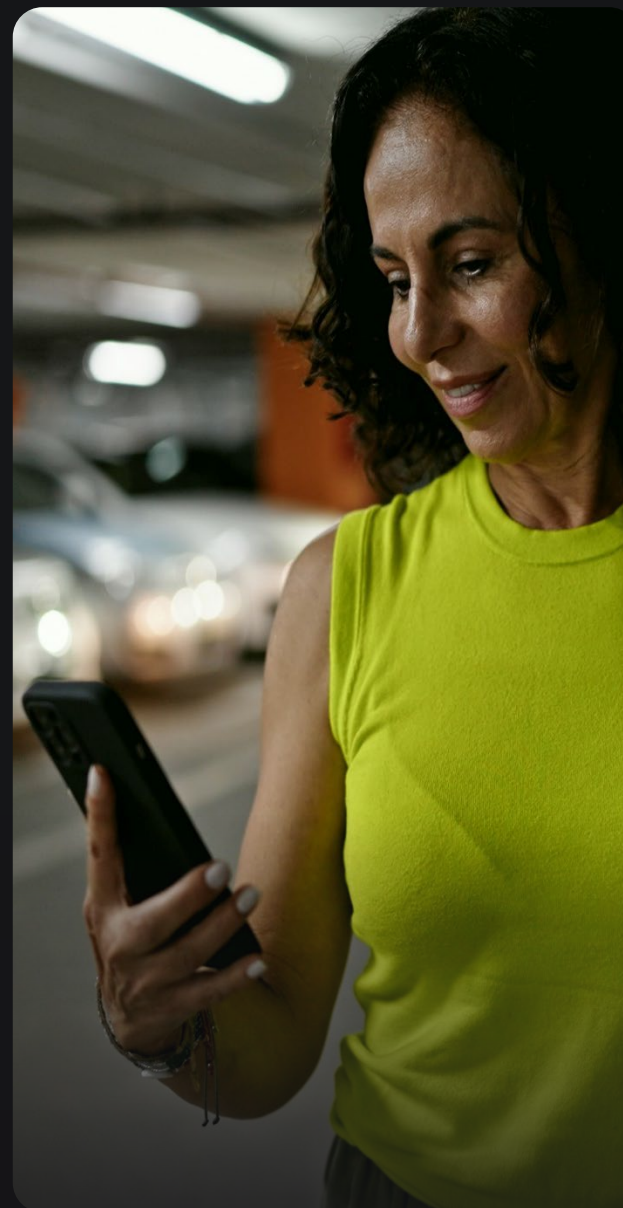
02 2Q24 Results



03 Closing Remarks



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# Talk to IR

## Investor Relations

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Alessio Venturelli

## Social Media

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