

Results

1Q24

ITAGB3

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) 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 scene with a brick wall and a sky with clouds.

01 Highlights



02 1Q24 Results



03 Closing Remarks



04 Q&A



01 Highlights

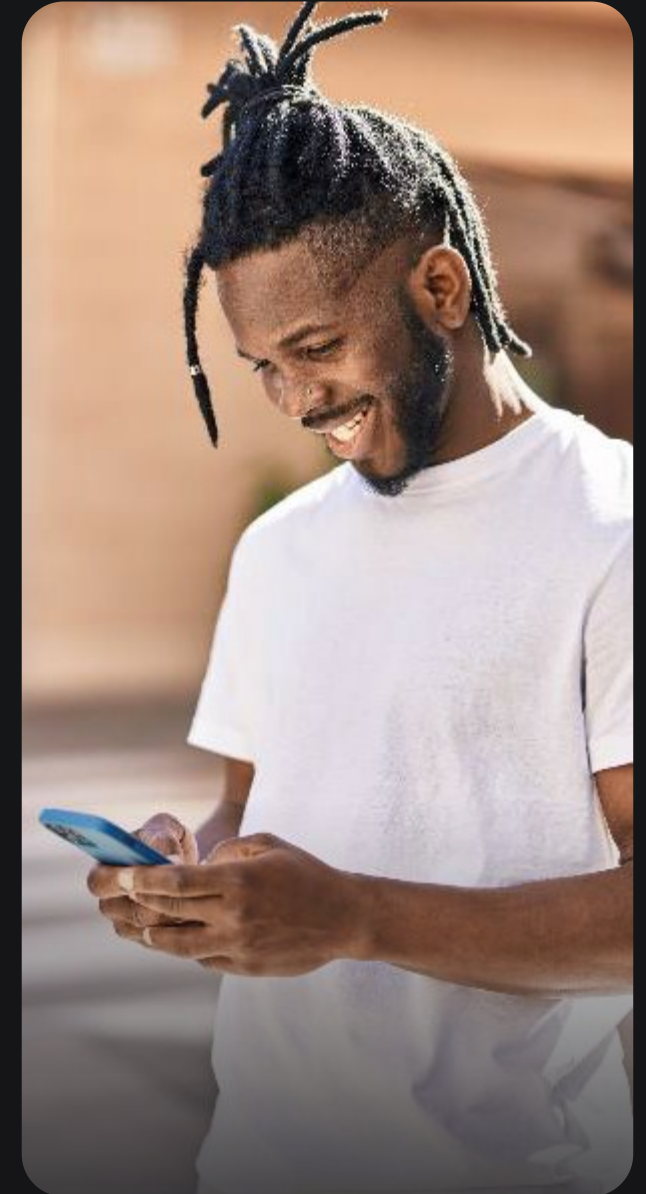
02 1Q24 Results



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Highlights / 1Q24

1Q24: RECORD NET REVENUE 

R\$369.6 million

+21.0% vs. 1Q23

1Q24: CASH GROSS PROFIT 

R\$99.3 million

26.9% Gross Mg.

+22.0% vs. 1Q23

1Q24: MANAGERIAL EBITDA 

R\$64.3 million

17.4% Managerial EBITDA Mg.

+24.5% vs. 1Q23

1Q24: CHURN 


0.21%

In line with historical levels

1Q24: NEW BUSINESSES 

17 inaugurations

We ended the quarter with 708 operations

1Q24 DIGITAL PLATFORMS 

18.1%

OF NET REVENUE

In 1Q24, we inaugurated 17 operations, notably in the Educational Institutions and Commercial Buildings.



Braz Cubas University Center – SP

350 PARKING SPACES



UNIPÊ University Center – PB

562 PARKING SPACES



Parque da Cidade Setor C – SP

1,981 PARKING SPACES



Power Center Commercial Center – RJ

2,300 PARKING SPACES



Faculdade São Leopoldo Mandic - SP

534 PARKING SPACES

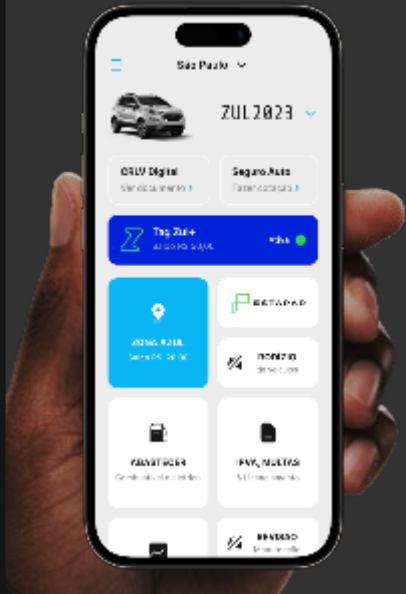


Rio Office Park – RJ

629 PARKING SPACES

Zul+

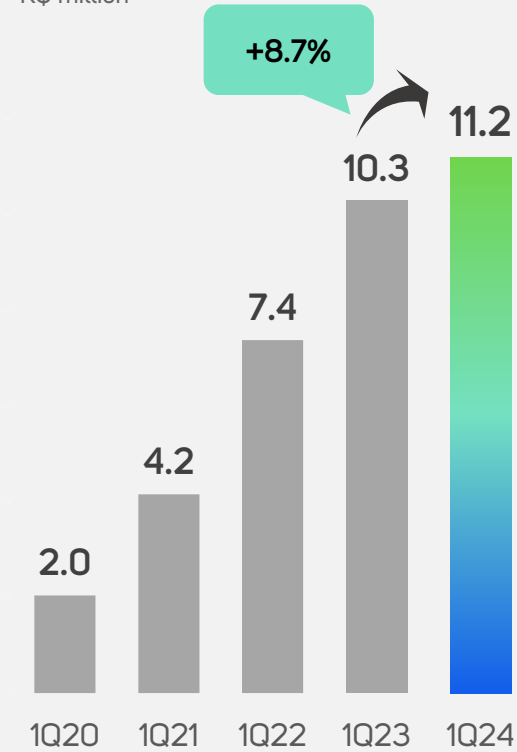
Estarpar's digital platform⁽¹⁾ already has 10.5 million users.



Everything in a single app for those who drive

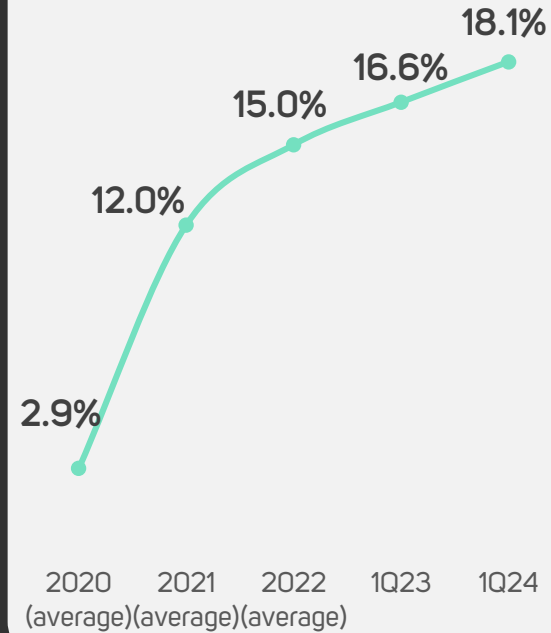
TRANSACTIONS ⁽¹⁾

R\$ million



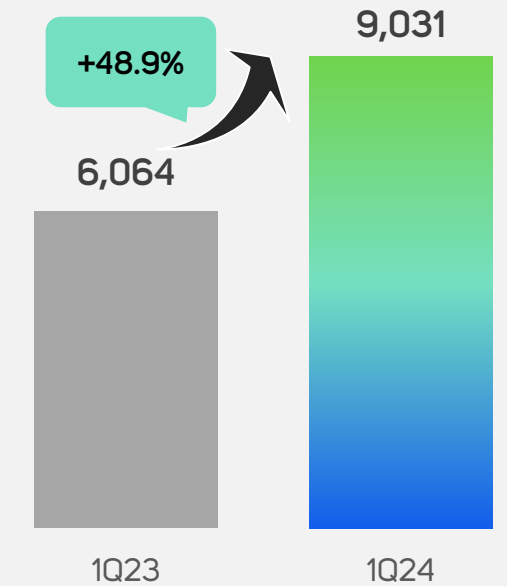
DIGITAL PLATFORMS

% of revenue from digital platforms⁽¹⁾ vs. total revenue



DIGITAL NET REVENUE⁽²⁾

R\$ million





Continuous expansion of coverage of Charging Stations



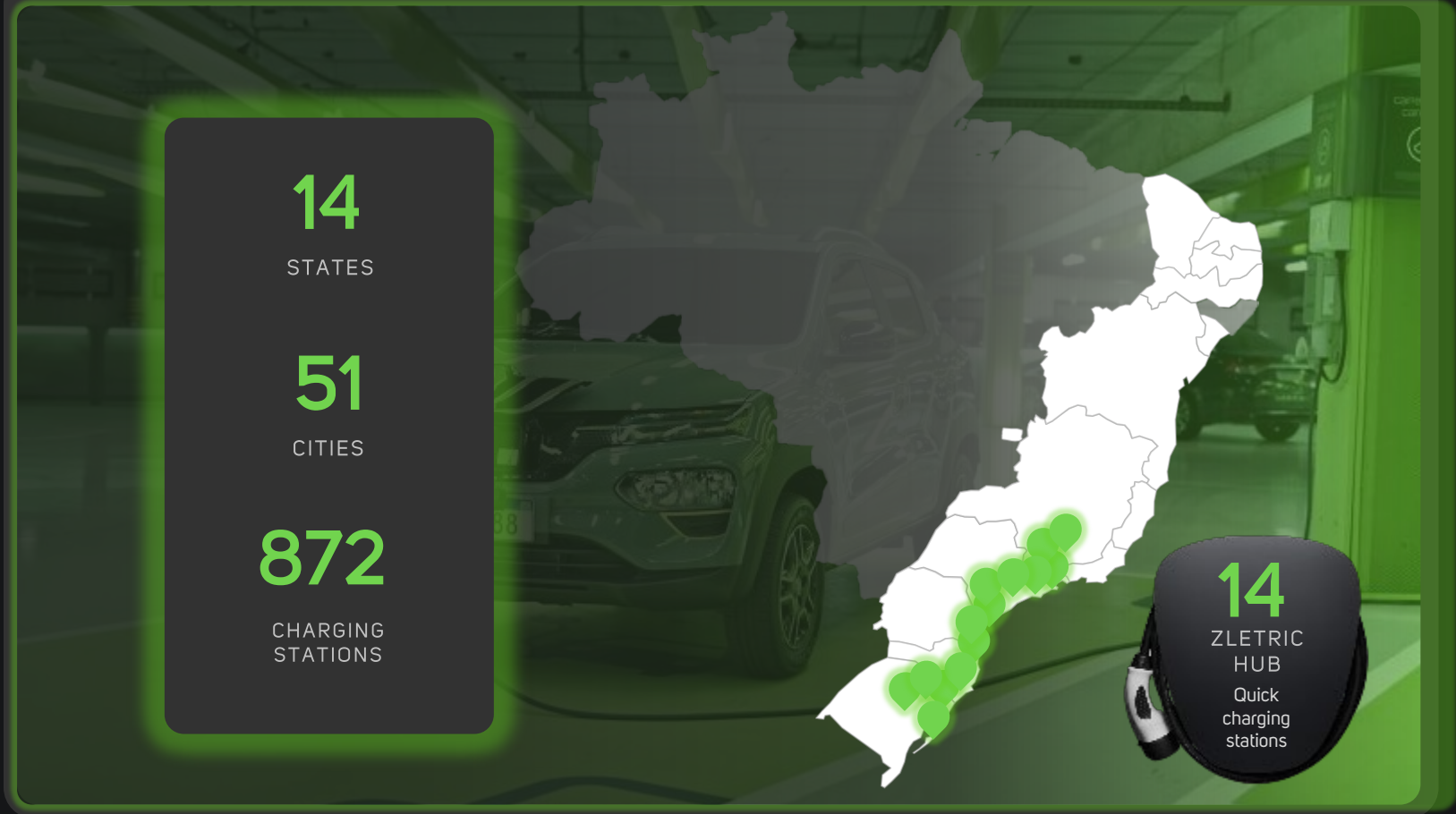
59%
ESTAPAR INVESTEES

1Q24

Net Revenue

R\$1.5 million

+87.5% vs. 1Q23



01 Highlights

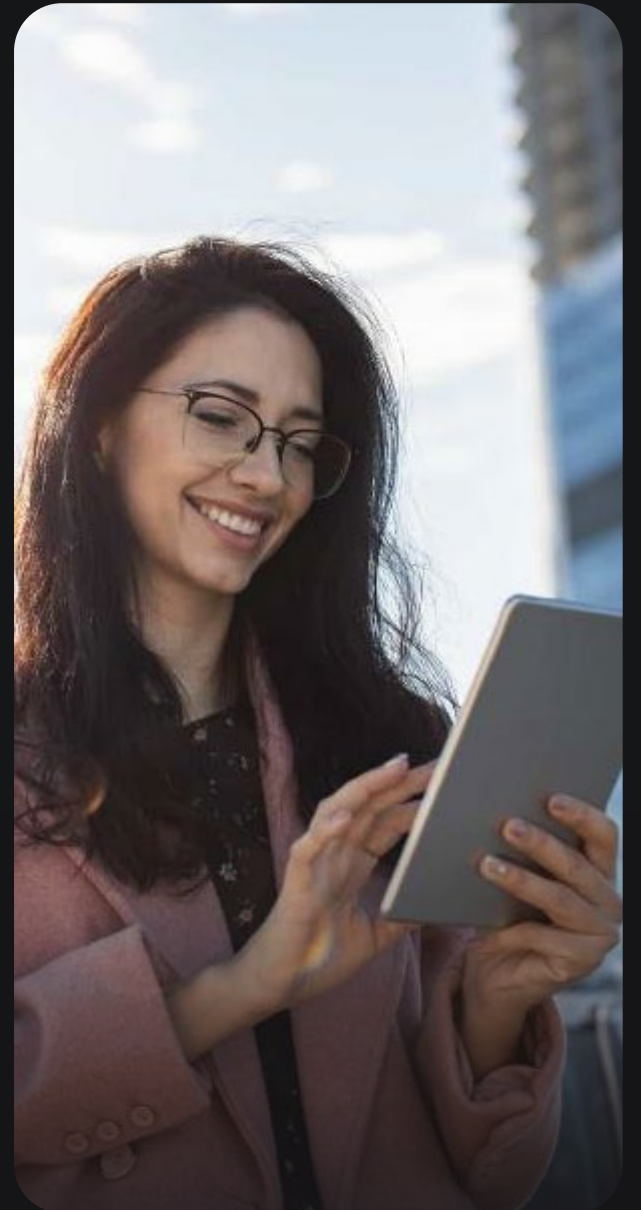


02 1Q24 Results

03 Closing Remarks



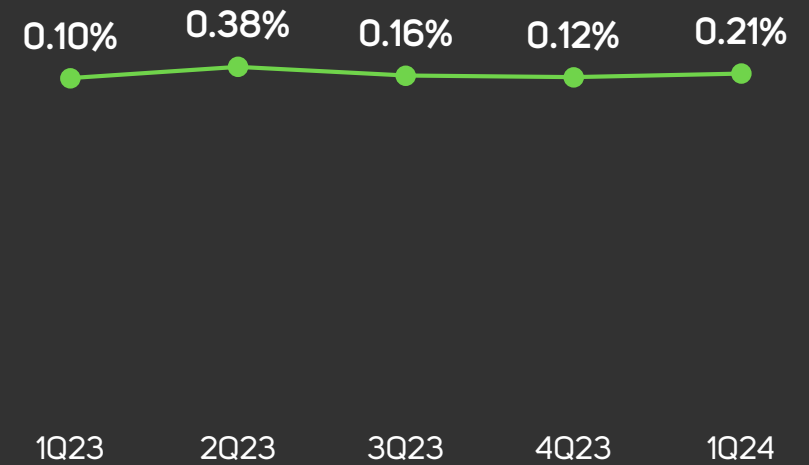
04 Q&A



1Q24 Results / Portfolio and Churn

EVOLUTION OF PARKING SPACES AND OPERATIONS	1Q23	1Q24	%
OPERATIONS	654	708	8.3%
PARKING SPACES (thousands)	441.3	478.5	8.4%
Leased and Managed	192.4	232.9	↑
Long-Term Contracts	76.5	74.0	↘
On-Street Concessions	81.8	81.8	→
Off-Street Concessions	11.5	11.5	→
Properties	11.6	11.6	→
Digital	67.6	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⁽¹⁾
mix % of parking spaces

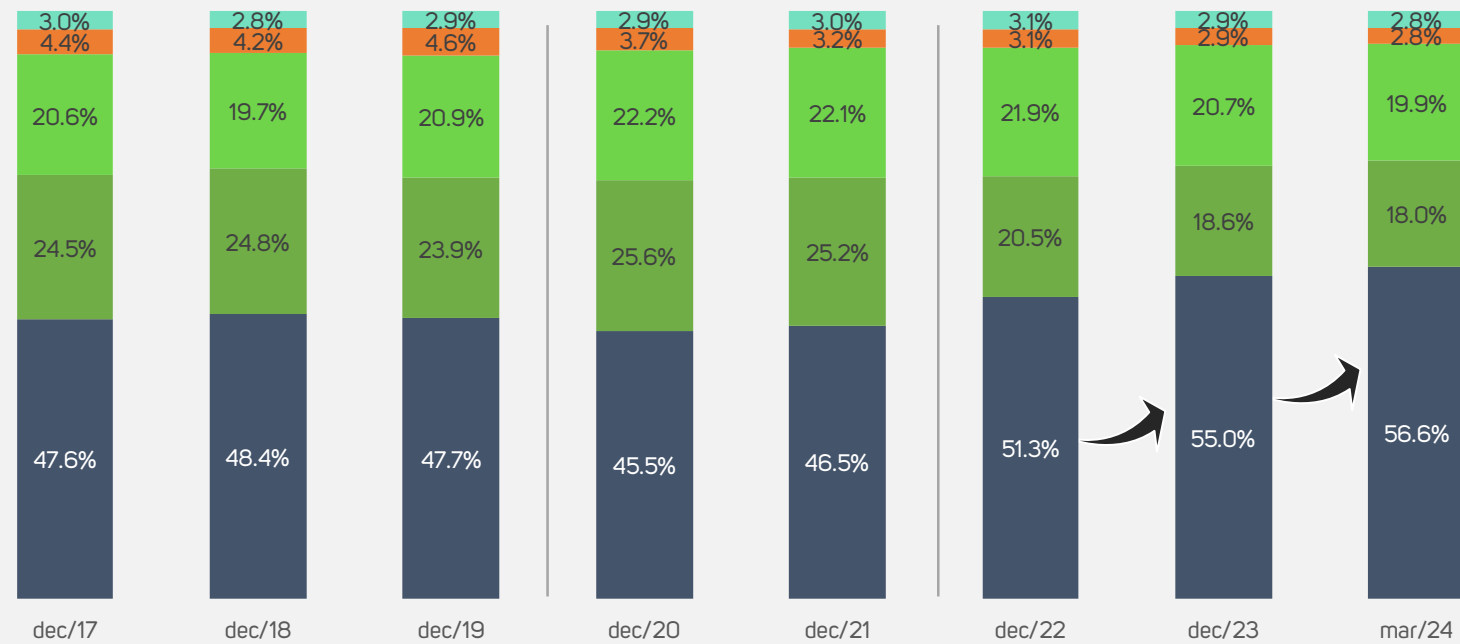


¹ Excludes Digital segment with Zona Azul accreditation operations.

Capital allocation cycle
until 2019

Pandemic
2020 - 2021

New growth cycle
2022+

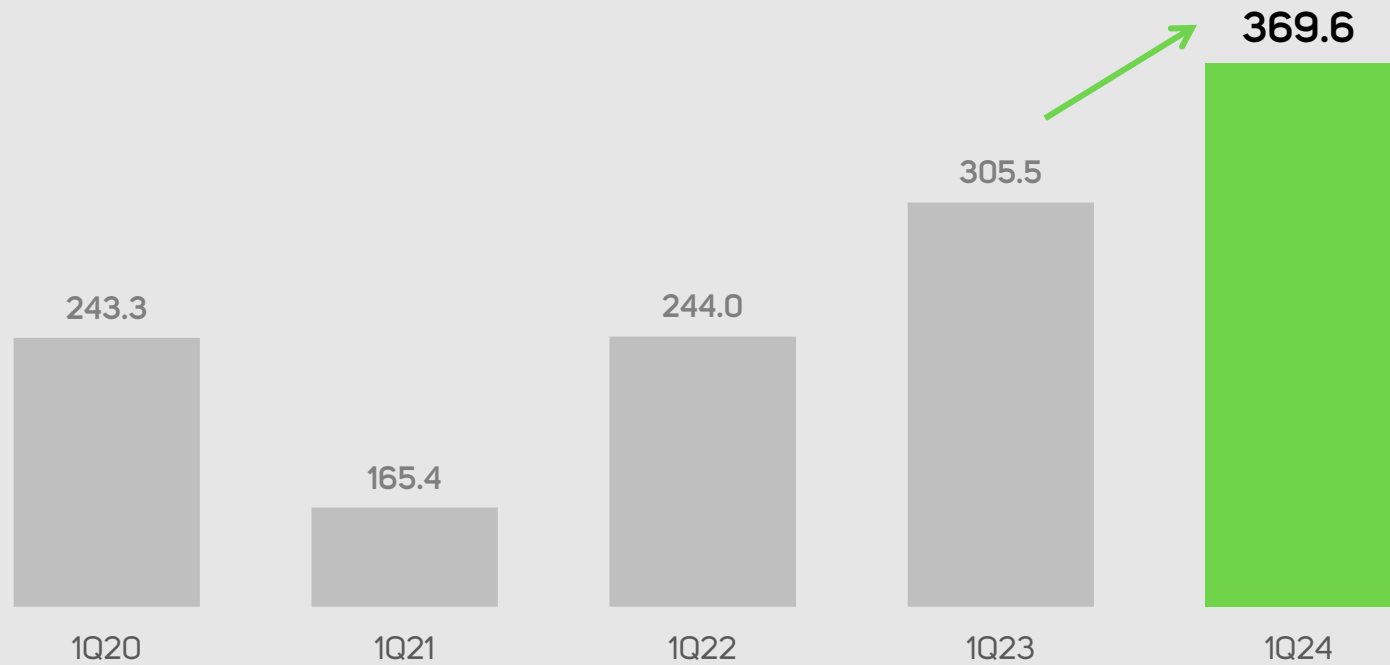


Record Net Revenue for the seventh straight quarter

1Q23 vs. 1Q24 +21.0%

QUARTERLY NET REVENUE

Consolidated (R\$ million)



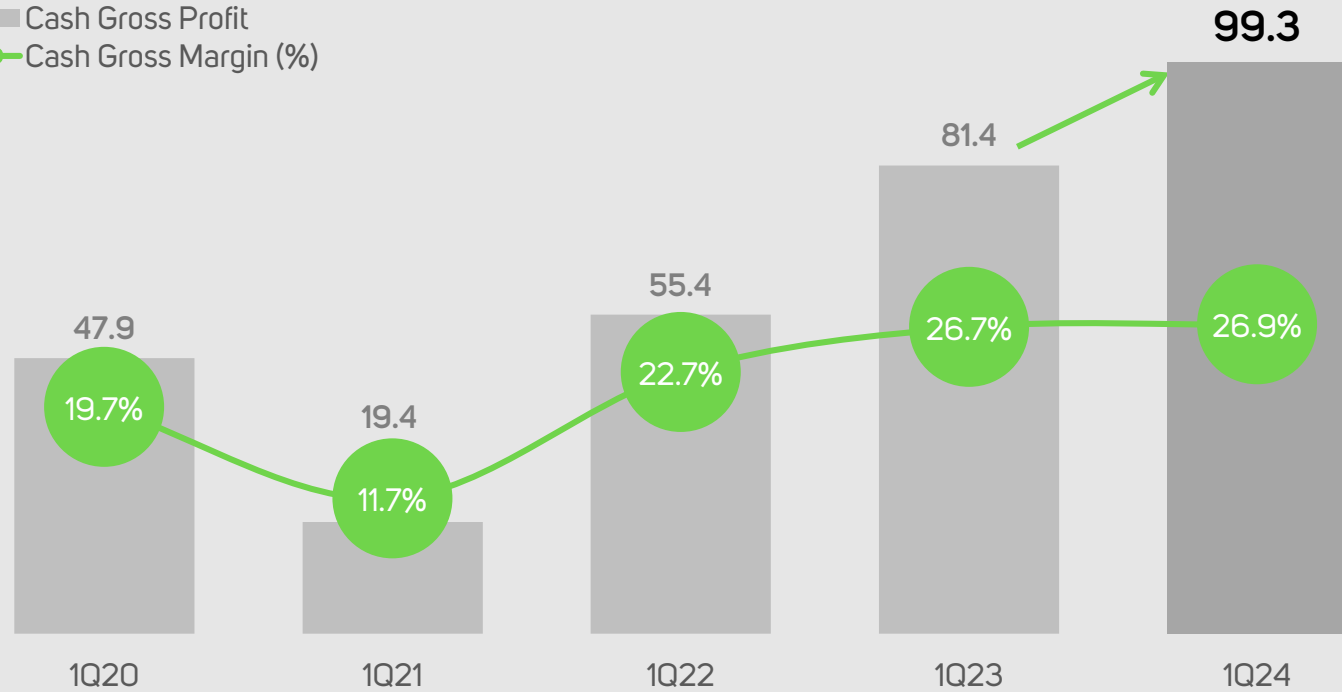
Record Cash Gross Profit and Gross Margin

1Q23 vs. 1Q24 +22.0%

CASH GROSS PROFIT AND CASH GROSS MARGIN

Consolidated (R\$ million)

■ Cash Gross Profit
● Cash Gross Margin (%)

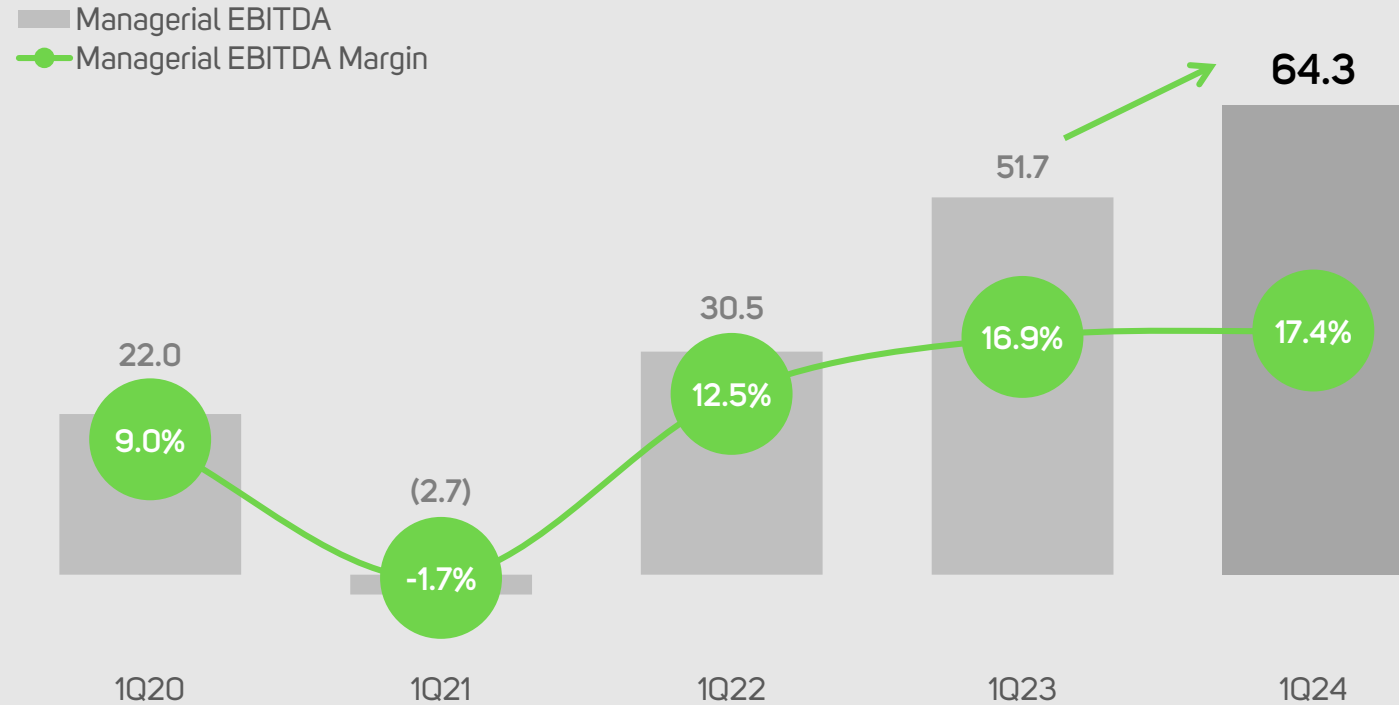


Record Managerial EBITDA and EBITDA Margin

1Q23 vs. 1Q24 +24.5%

MANAGERIAL EBITDA AND MANAGERIAL EBITDA MARGIN

Consolidated (R\$ million)

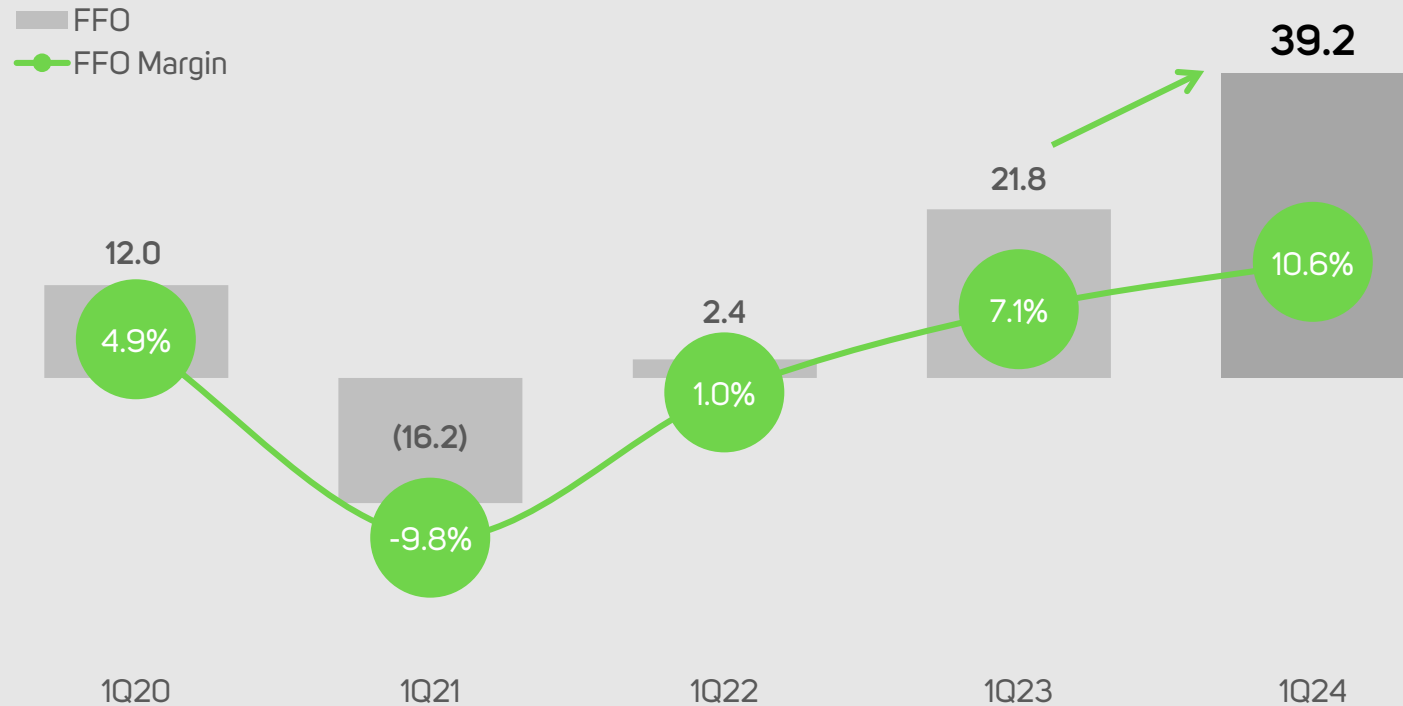


FFO and FFO Margin

1Q23 vs. 1Q24 +80.6%

FFO AND FFO MARGIN

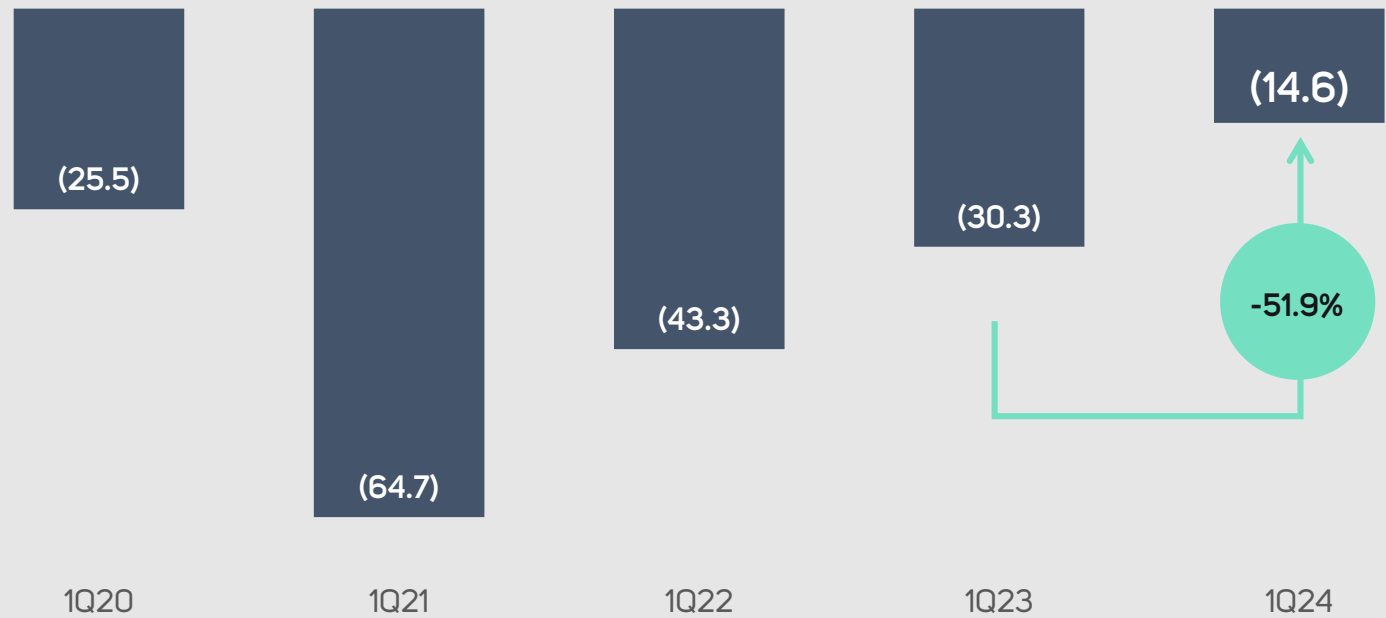
Consolidated (R\$ million)



Net Loss: Consistent reduction in pursuit of profitability

NET LOSS

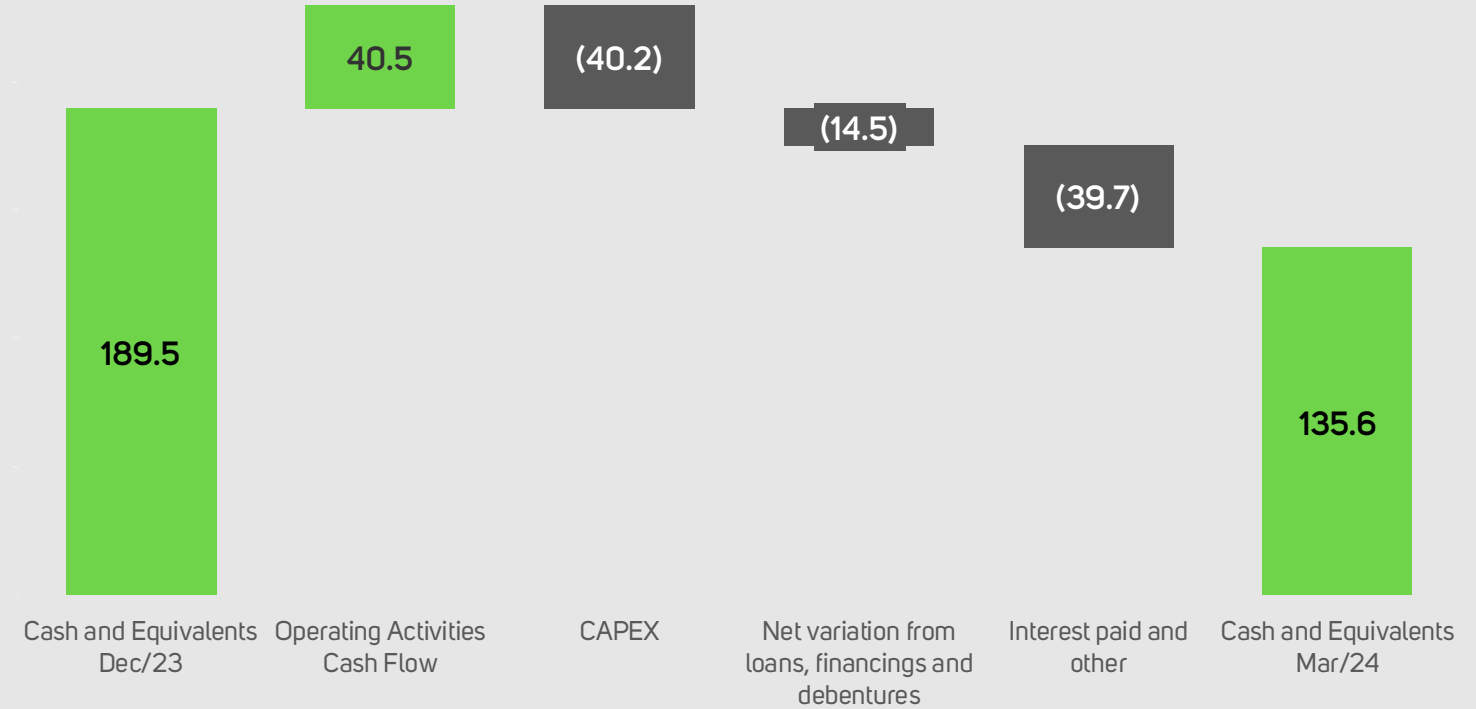
Consolidated (R\$ million)



Strong cash generation, with disciplined capital allocation

MANAGERIAL CASH FLOW

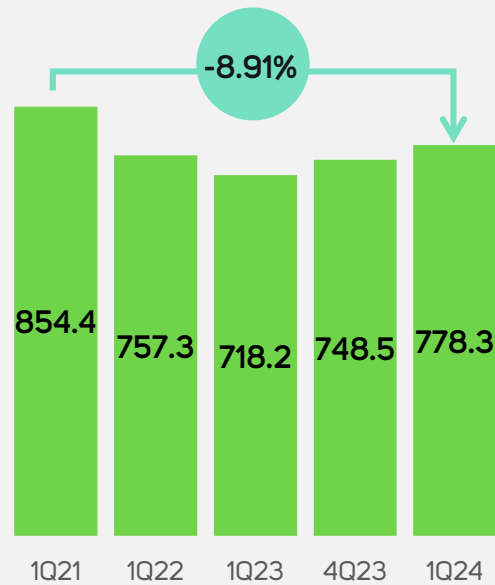
Consolidated (R\$ million)



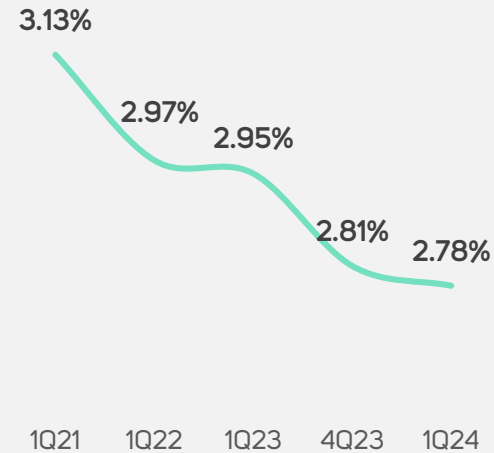
Net debt stabilized,
with reduction in
average cost and
balanced
amortization
schedule

NET DEBT⁽¹⁾

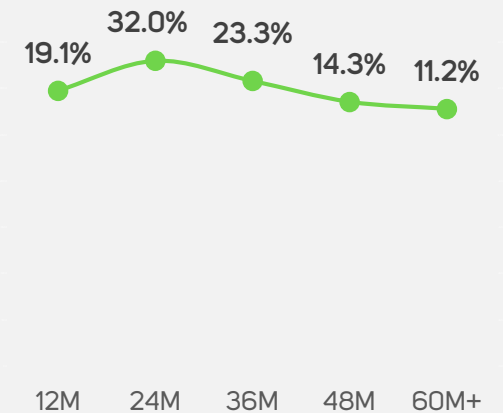
R\$ million



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



**AMORTIZATION CURVE
(%)**



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One more outstanding quarter



The 1Q24 results, including the **record revenues**, **better margins**, **consistent reduction of losses** and **maintenance of net debt**, further strengthen our confidence in Estapar's value creation strategy.

Our Vision of the Future



Company's investments in **New Frontiers** are a reality. **Revenue from Digital platforms** increased **48.9%** from 1Q23 and we added 111% new users during the period. Our **electromobility division (Zletric)** grew **87.5%** and we believe there is still much value to be captured.

ESG Agenda



We concluded our **materiality matrix**, which resulted in 8 material themes linked to the **SDGs** and **GRI indicators**. Based on this effort, we plan to soon release our report and focus on the **link between these topics and our strategy, management and transparency**.

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Talk to IR

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