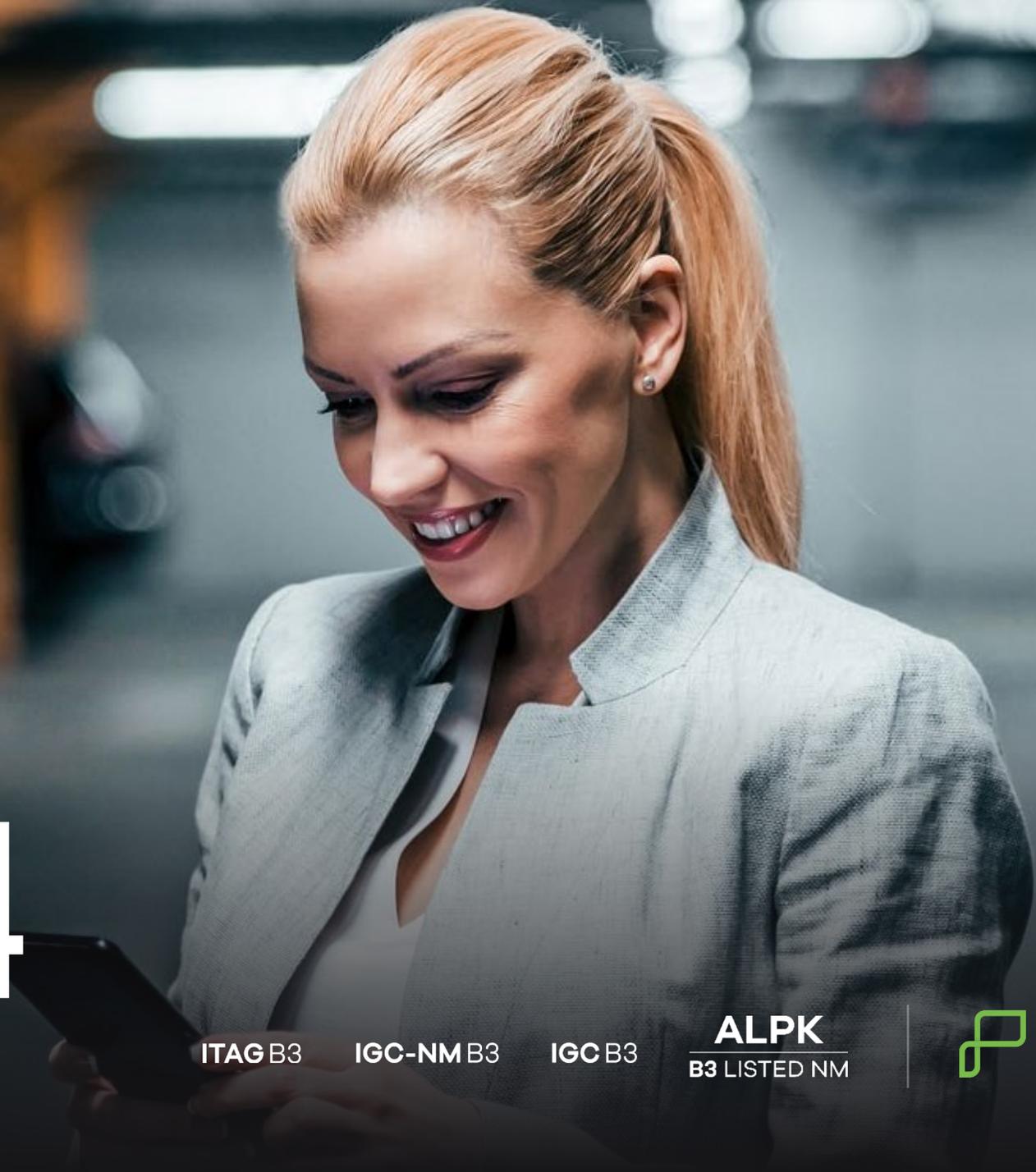




3Q24

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) and the CVM.

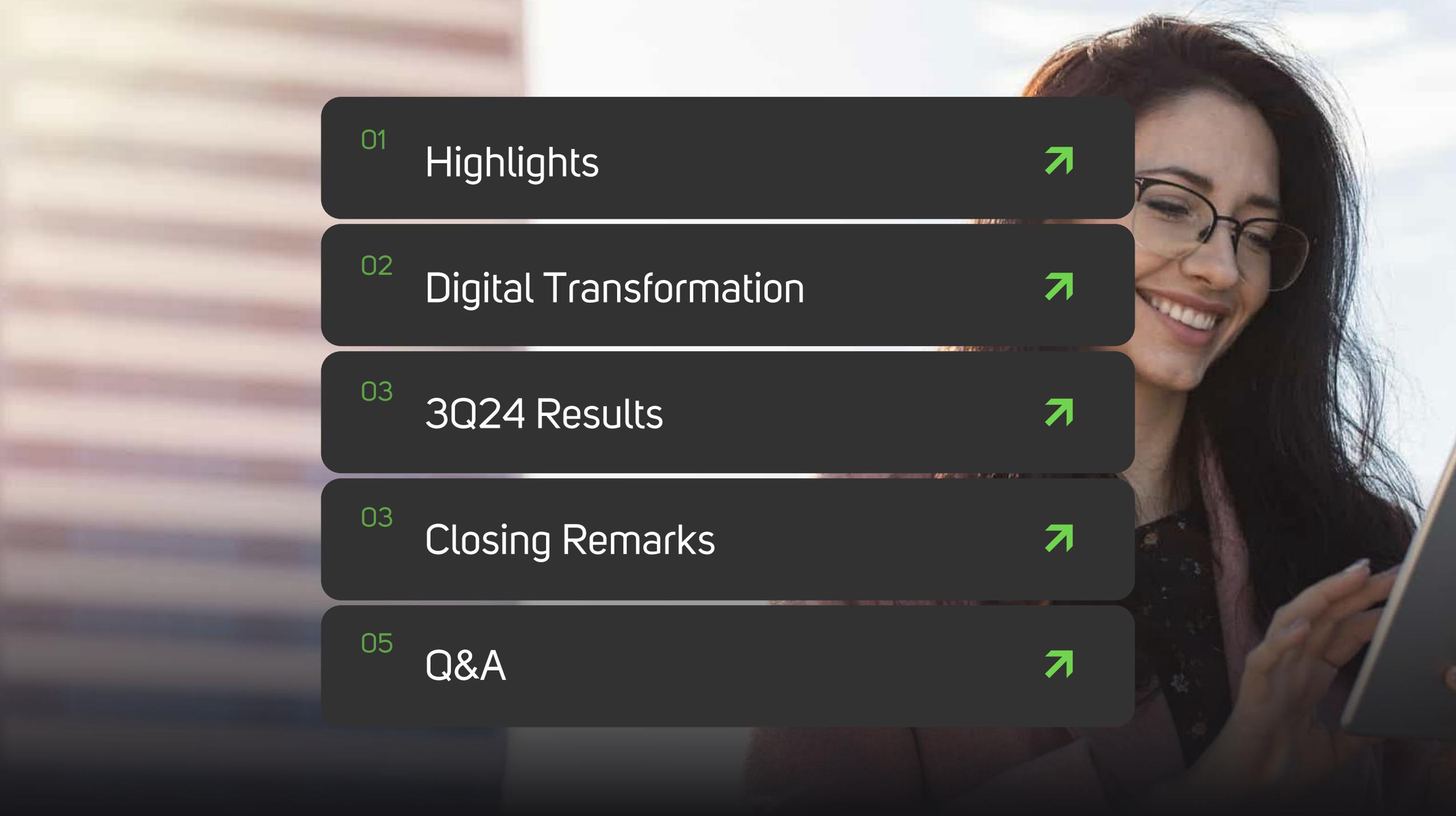
ITAG B3

IGC-NM B3

IGC B3

ALPK
B3 LISTED NM



A smiling woman with long dark hair and glasses is looking at a tablet. The background is a blurred outdoor scene with a building and a sky.

01 Highlights



02 Digital Transformation



03 3Q24 Results



03 Closing Remarks



05 Q&A



01 Highlights

02 Digital Transformation



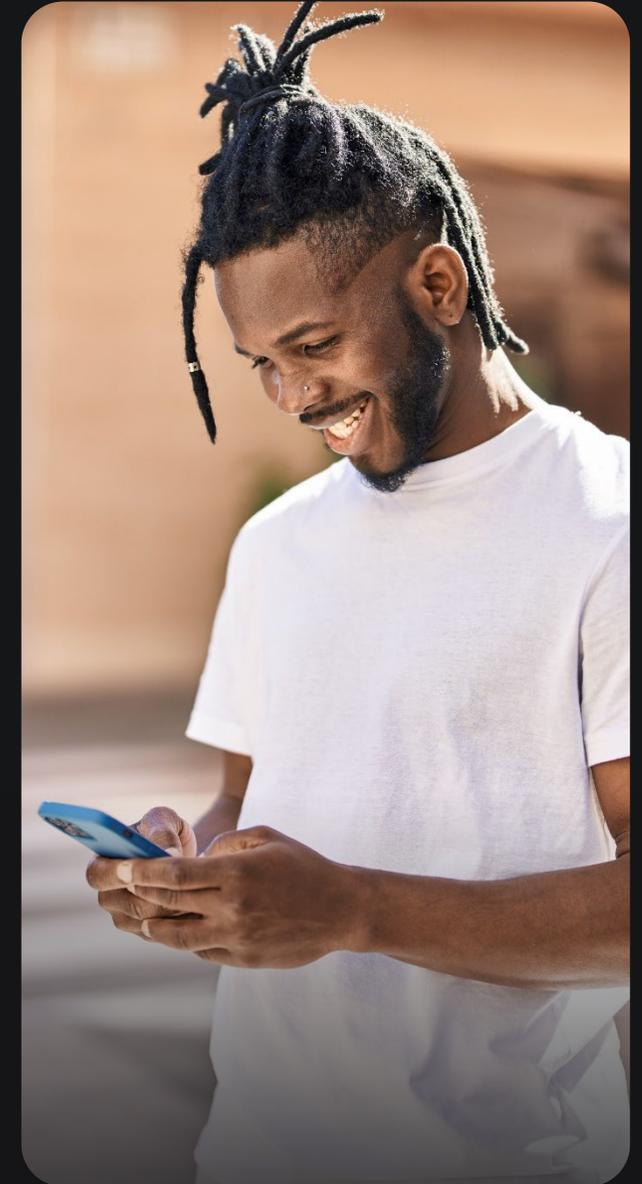
03 3Q24 Results



04 Closing Remarks



05 Q&A



Highlights / 3Q24

3Q24: RECORD REVENUE 

R\$399.5 million

+13.9% vs. 3Q23

3Q24: MANAGERIAL EBITDA 

R\$77.2 million

19.3% Managerial EBITDA Mg.

+18.4% vs. 3Q23

3Q24: NET INCOME 

R\$3.1 million

0.8% Net Margin

vs. 3Q23 with a loss of 14.0 million

3Q24: CHURN 

0.26%

In line with historical levels

3Q24: NEW BUSINESSES 

18 inaugurations

731 operations at the end of 3Q24

3Q24: DIGITAL PLATFORMS 

19.8% of total revenue

+32.4% IN ZUL+ REVENUE vs. 3Q23

Highlights / Commercial Focus

In 3Q24, 18 operations were inaugurated, notably in the Malls, Commercial Buildings, and Hospitals sectors.



Central Park Shopping Mall – SP

1,100 PARKING SPACES



Centro Com. Heron Marinho – PB

621 PARKING SPACES



Vila Velha Hospital – ES

303 PARKING SPACES



Butantã Shopping – SP

1,852 PARKING SPACES



São Leopoldo Mall – RS

1,000 PARKING SPACES



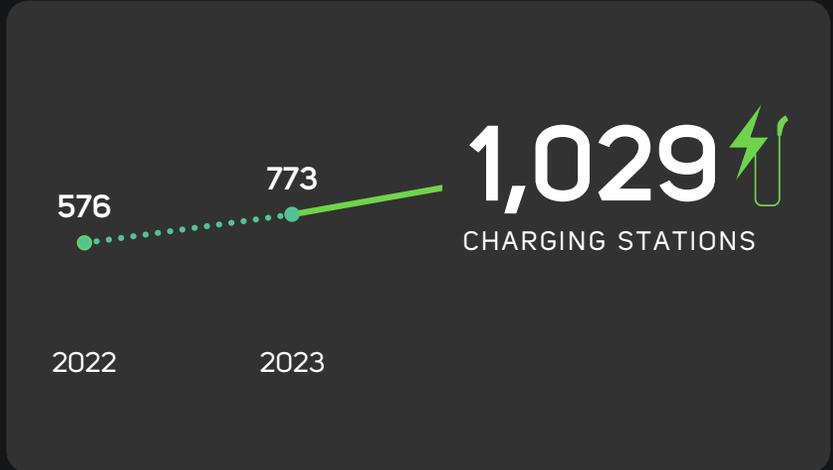
Mais Shopping – SP

709 PARKING SPACES

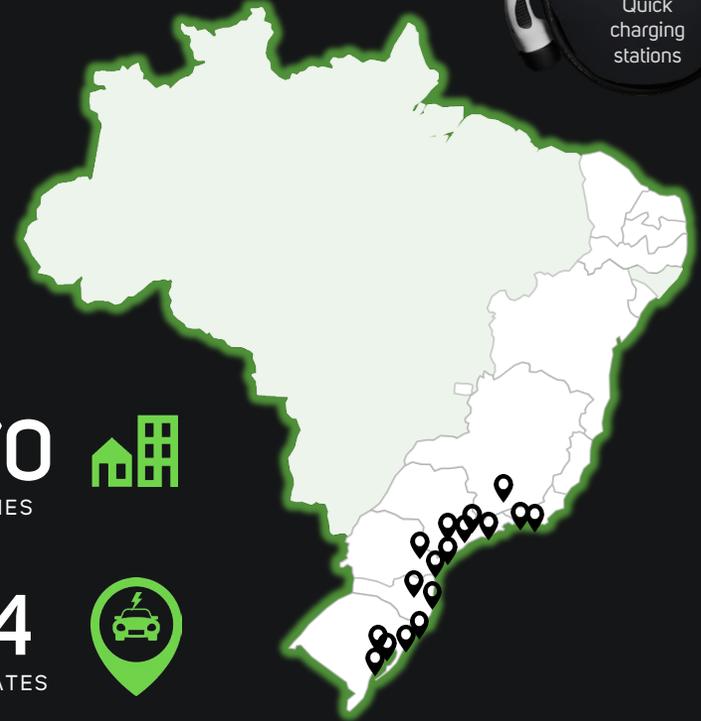
Continuous expansion of charging station network

zletric 59%
RECARREGUE SUA AUTONOMIA ESTAPAR INVESTEETEE

3Q24
Net Revenue
R\$ 1.4 MM
+69.8% vs. 3Q23



17
ZLETRIC HUB
Quick charging stations



70
CITIES

14
STATES

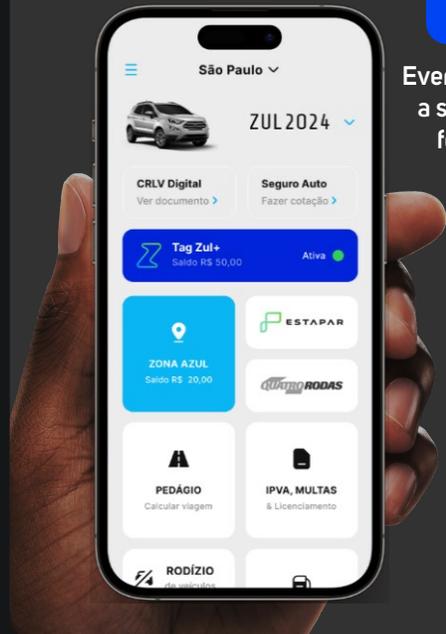
Zletric Partners



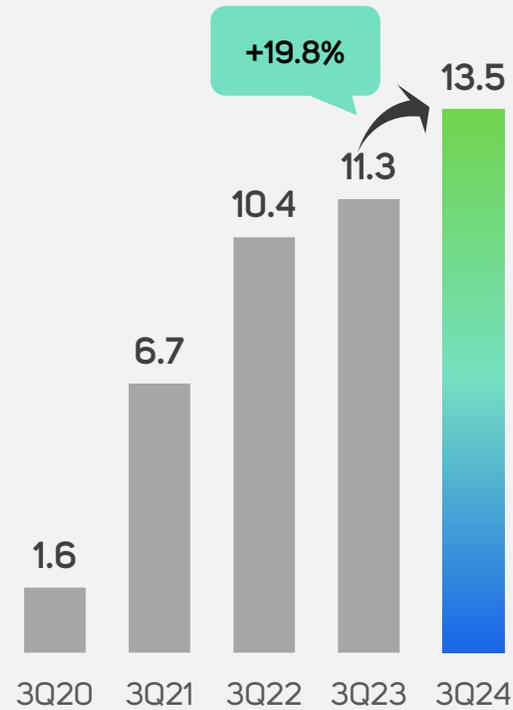
Zul+ App already has over **6.2 million users**



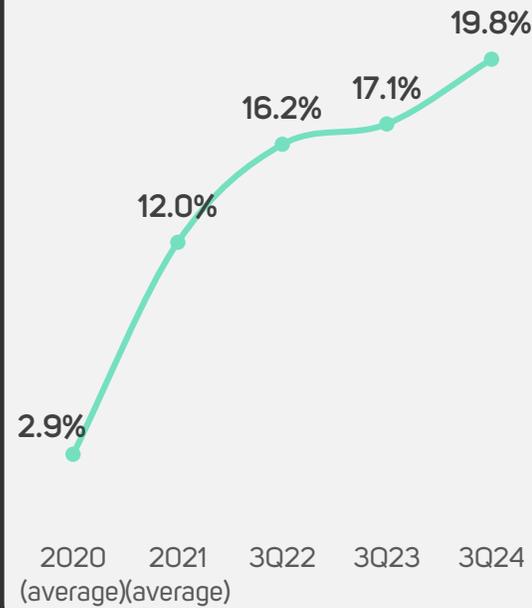
Everything in a single app for drivers



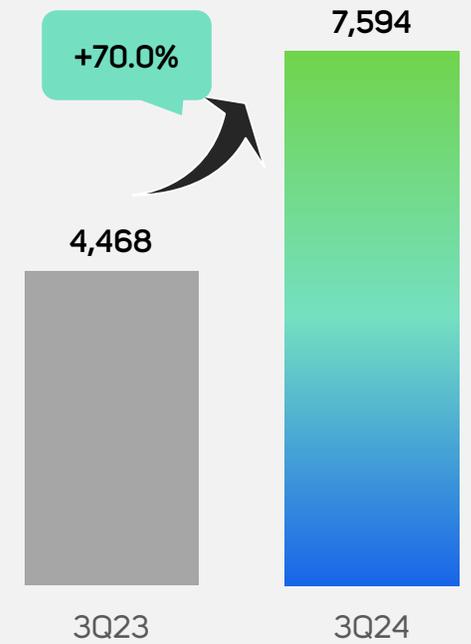
TRANSACTIONS ⁽¹⁾
in R\$ million



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



ZUL+ NET REVENUE ⁽²⁾
R\$ million



01 Highlights



02 Digital Transformation

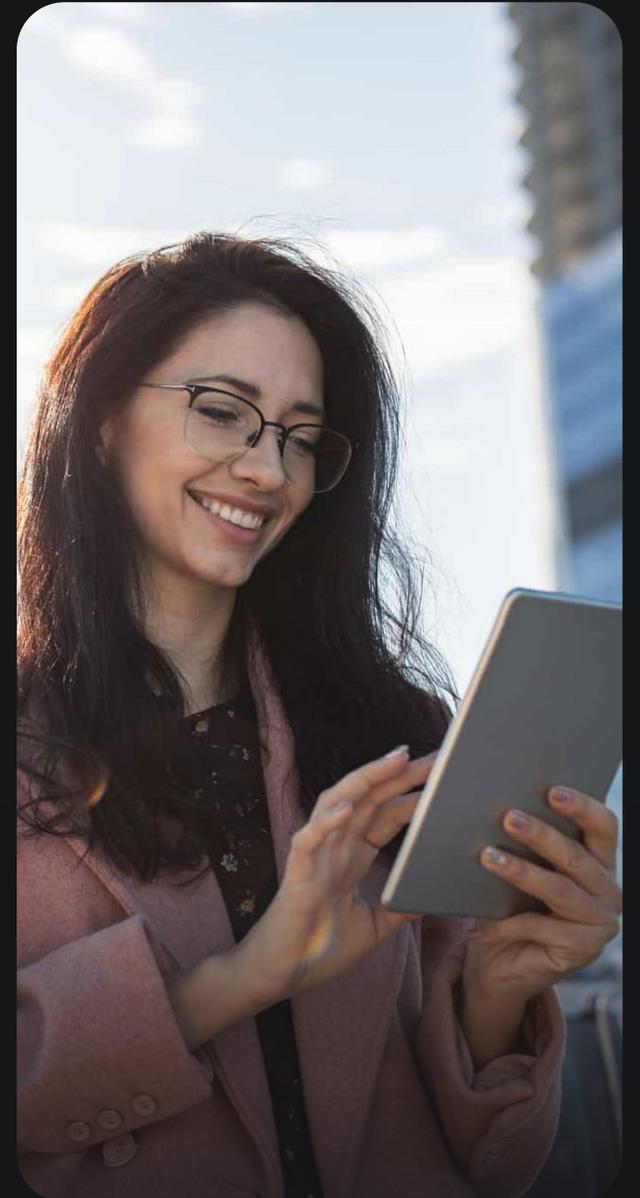
03 3Q24 Results



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05 Q&A



LAUNCH

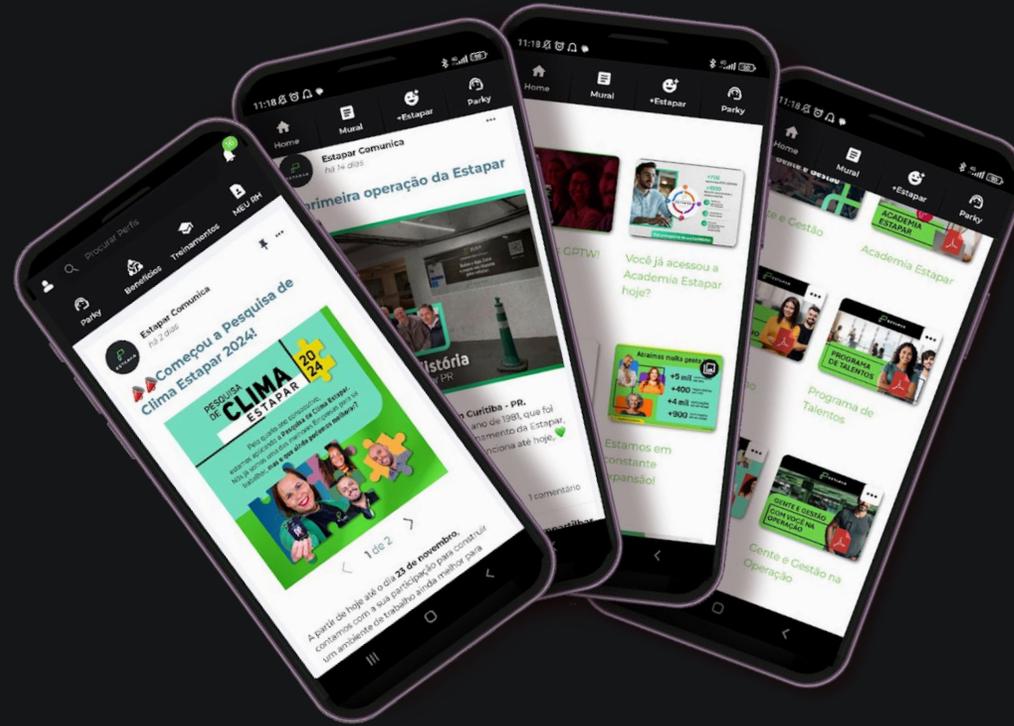
ESTAPAR +VC

People & Management Solutions
in one place

- Digital Point
- HR Service Center
- Training tips
- Documentation
- Institutional portal

ESTAPAR +VC is much more than an APP!

We are transforming the way we connect with our employees



Increased engagement



Standardization of the communication channel



Fluid and efficient communication

Implementation

ERP ORACLE CLOUD

PERFORMANCE

- Automated financial and tax operations
- Faster processing

GOVERNANCE

- Improvement in internal processes and controls
- Reduction of risks with audit trails and contract integration

TECHNOLOGY

- Robust cloud platform to support digital growth
- High scalability

INTEGRATION

- Centralized data, enhanced accuracy and support for decision-making process
- Processes connected between procurement, finance and controllership

01 Highlights



02 Digital Transformation



3Q24

03 Results

04 Closing Remarks

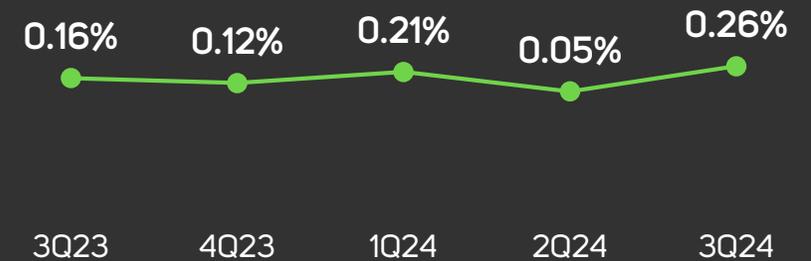


05 Q&A



EVOLUTION OF PARKING SPACES AND OPERATIONS	3Q23	3Q24	%
OPERATIONS	670	731	9.1%
PARKING SPACES (in thousands)	456.4	490.3	7.4%
Leased and Managed	207.4	244.8	↑
Long-Term Contracts	76.3	73.9	↘
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.

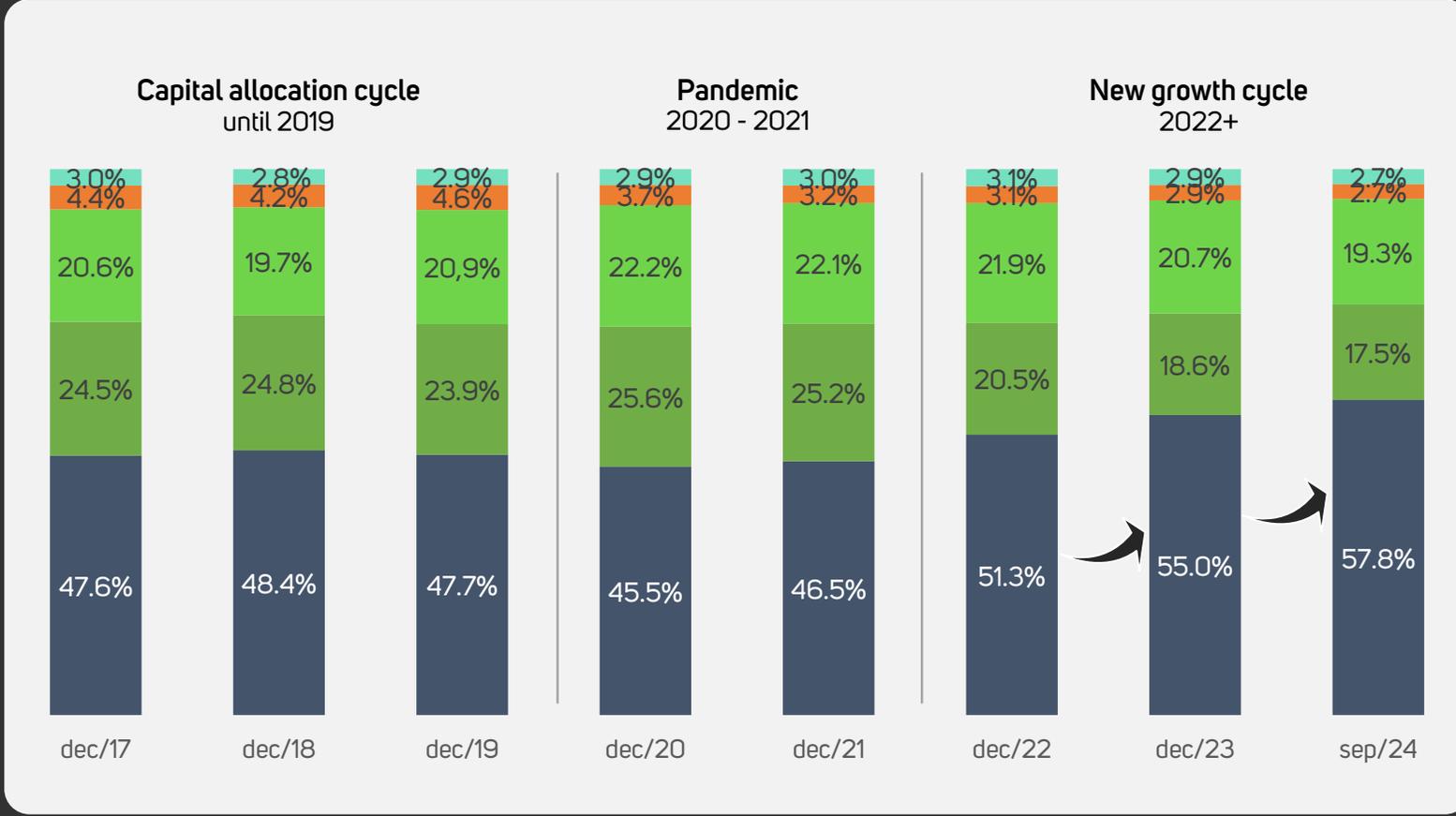
Organic growth with focus on higher profitability.

Segment Mix¹

mix % of parking spaces



¹ Excludes Digital segment with Zona Azul accreditation operations.

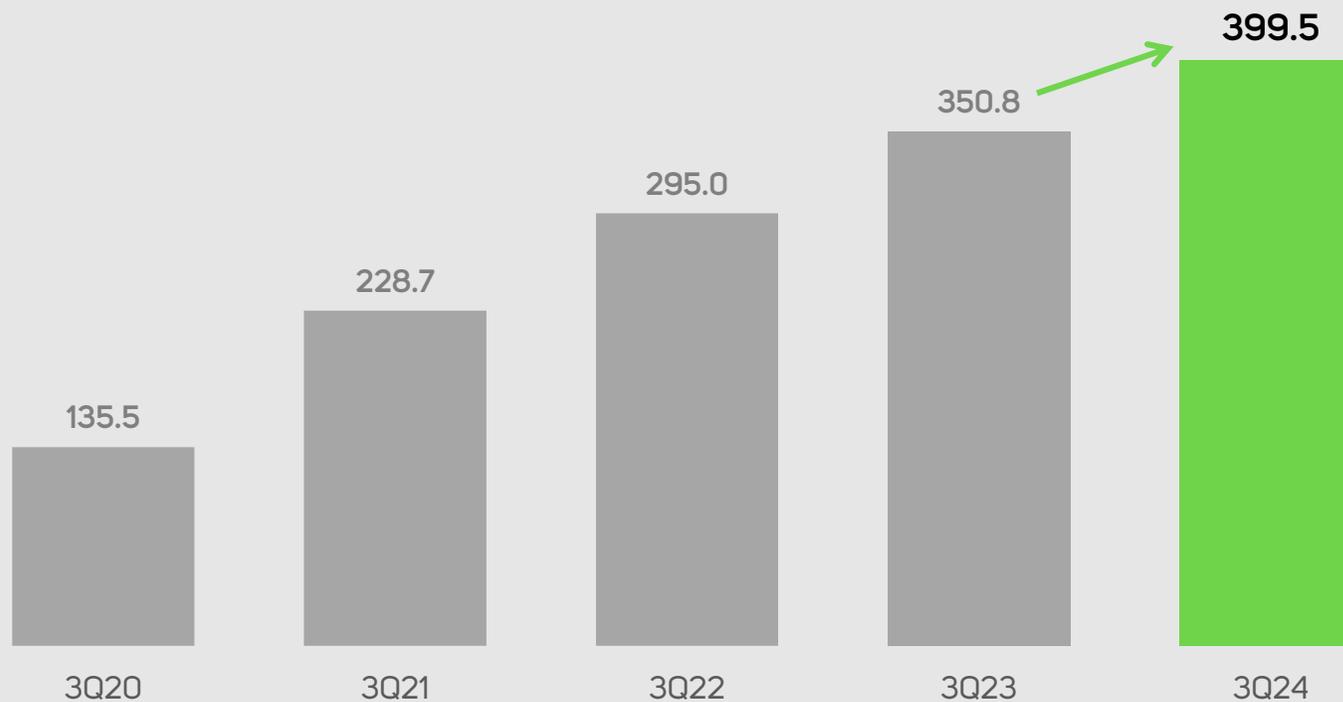


Record Net Revenue
for the ninth straight
quarter

3Q23 vs. 3Q24 +13.9%

QUARTERLY NET REVENUE

Consolidated (R\$ million)



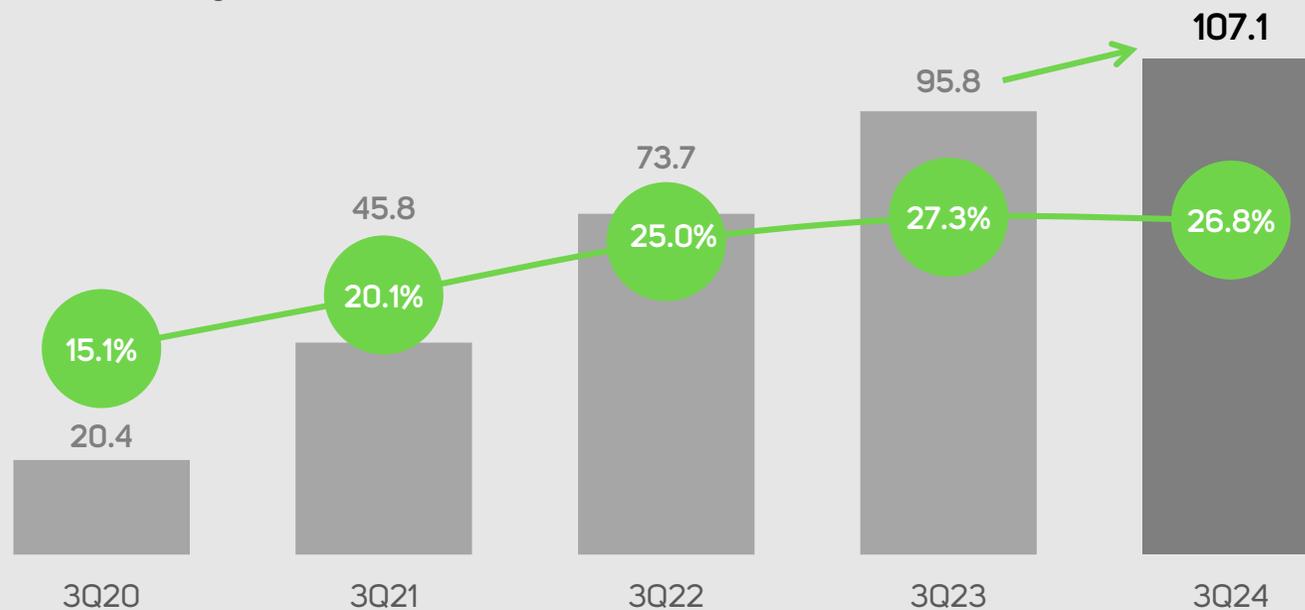
Cash Gross Profit and Gross Margin

3Q23 vs. 3Q24 +11.8%

CASH GROSS PROFIT AND GROSS MARGIN

Consolidated (R\$ million)

■ Cash Gross Profit
● Cash Gross Margin (%)



Record Managerial EBITDA and EBITDA Margin

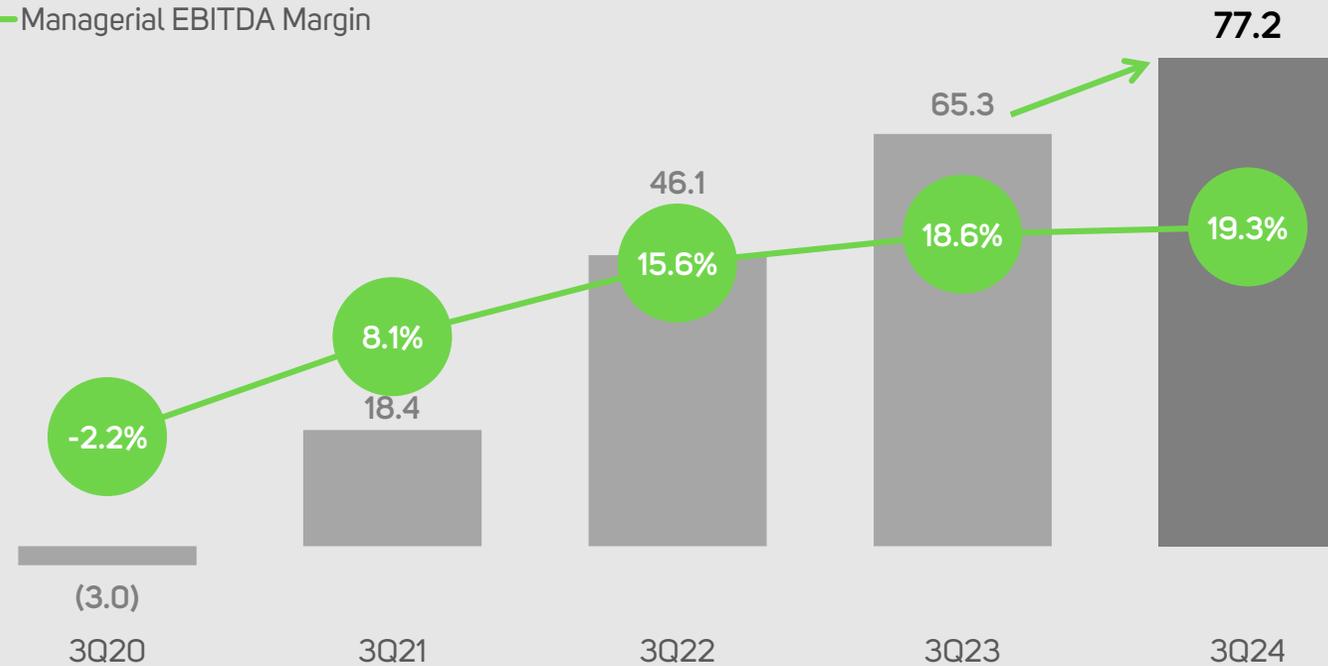
3Q23 vs. 3Q24 +18.4%

MANAGERIAL EBITDA AND MANAGERIAL EBITDA MARGIN

Consolidated (R\$ million)

■ Managerial EBITDA

● Managerial EBITDA Margin



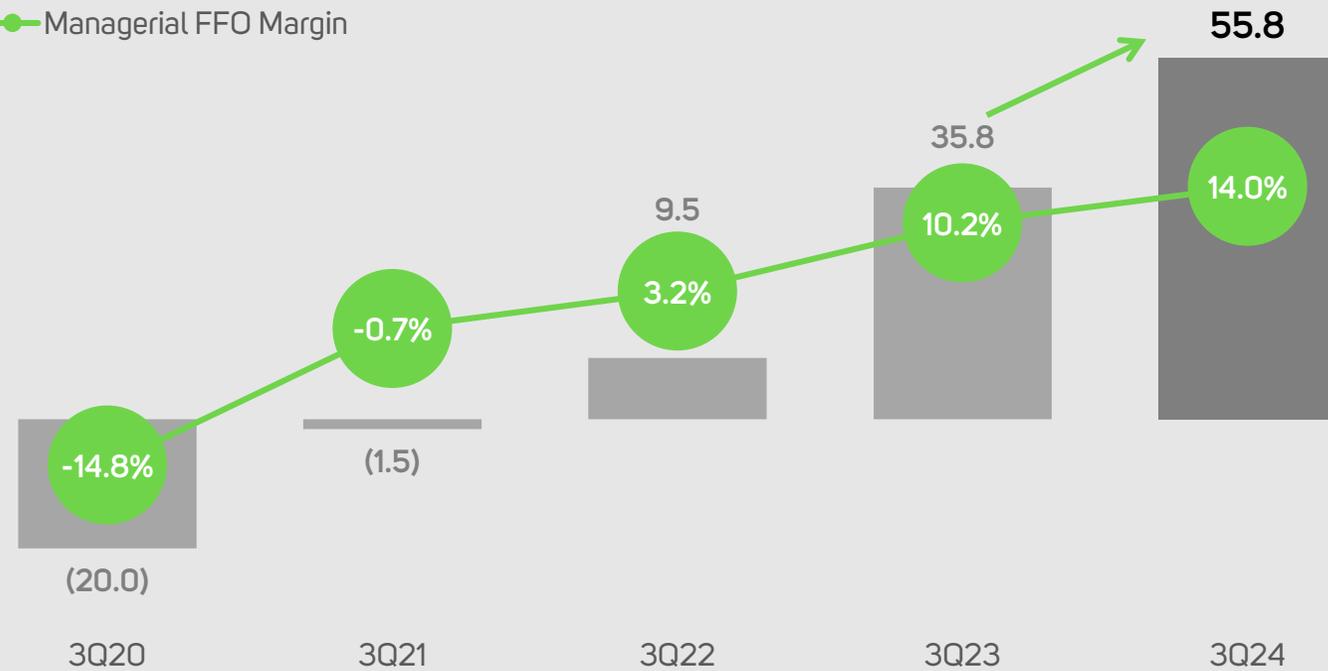
FFO and FFO Margin

3Q23 vs. 3Q24 +56.0%

FFO & FFO Margin

Consolidated (R\$ million)

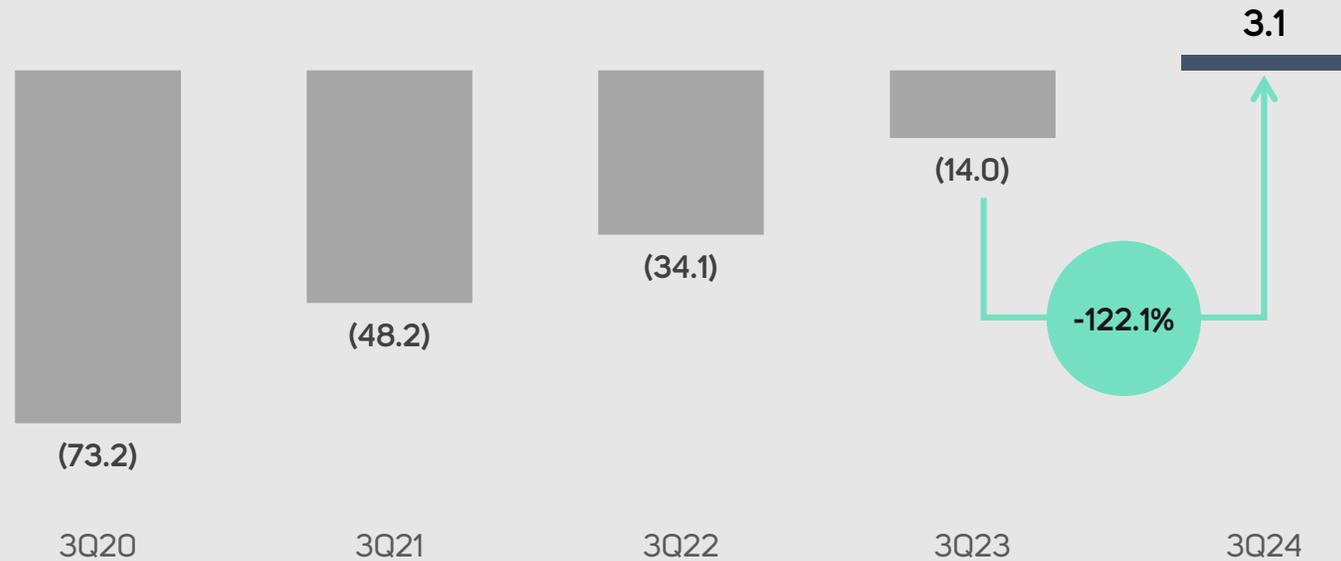
■ Managerial FFO
● Managerial FFO Margin



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)



Stable Net Debt,
decreasing
Average Cost
and balanced
Amortization
Schedule

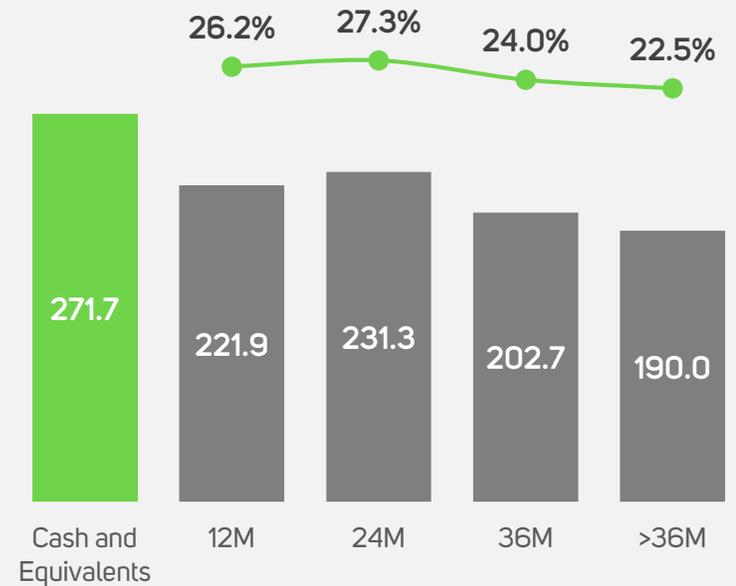
NET DEBT⁽¹⁾
R\$ million



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



AMORTIZATION SCHEDULE
(%)



01 Highlights



02 Digital Transformation



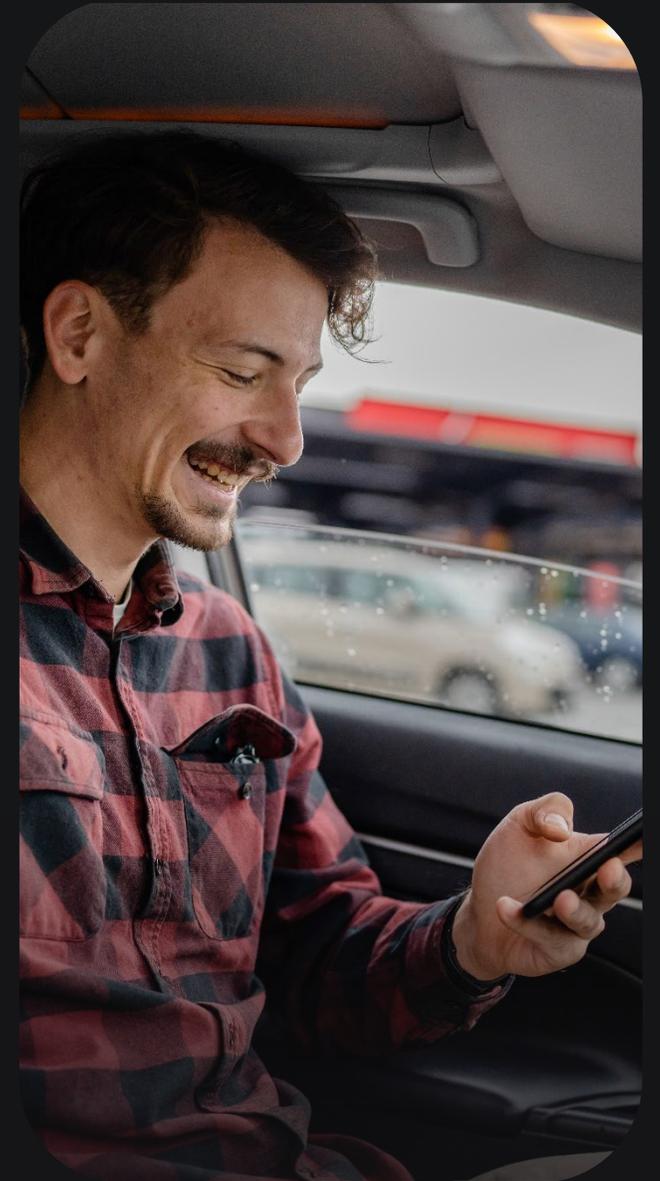
03 3Q24 Results



Closing Remarks

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Estapar's ESG positioning

Aligned with the UN Sustainable Development Goals (SDGs), we have identified **8 material themes** that will guide the Company's approach to the ESG agenda in the coming years



01.
Health and Safety
of Employees



02.
Talent
Appreciation and
Development



03.
Diversity and
Equity



04.
Customer
Satisfaction and
Well-being



05.
Innovation and
Digitalization



06.
Ethics, Integrity,
and Transparency



07.
Environmental
Responsibility



08.
Climate Change
Impact
Management



In addition, we conducted **Estapar's first Greenhouse Gas Emissions Inventory** for the year 2023, aiming to measure impacts and progress in environmental responsibility across our operations.



One more outstanding quarter



The results for 3Q24, including a **new revenue record** and the **reversal of losses**, further strengthen our confidence in the strategy adopted for value generation.

Liability Management



With the support of our creditors, we have achieved positive results in managing financial debt, with reduced spreads and balanced maturities. We are confident that there is still room for further improvement.

Our Vision of the Future



The digital transformation through the Zul+ App, which already accounts for approximately 20% of our revenue, with the offering of new digital products and services, supported by investments in more modern, integrated operational and administrative processes, is only the beginning of our journey.

01 Highlights



02 Digital Transformation



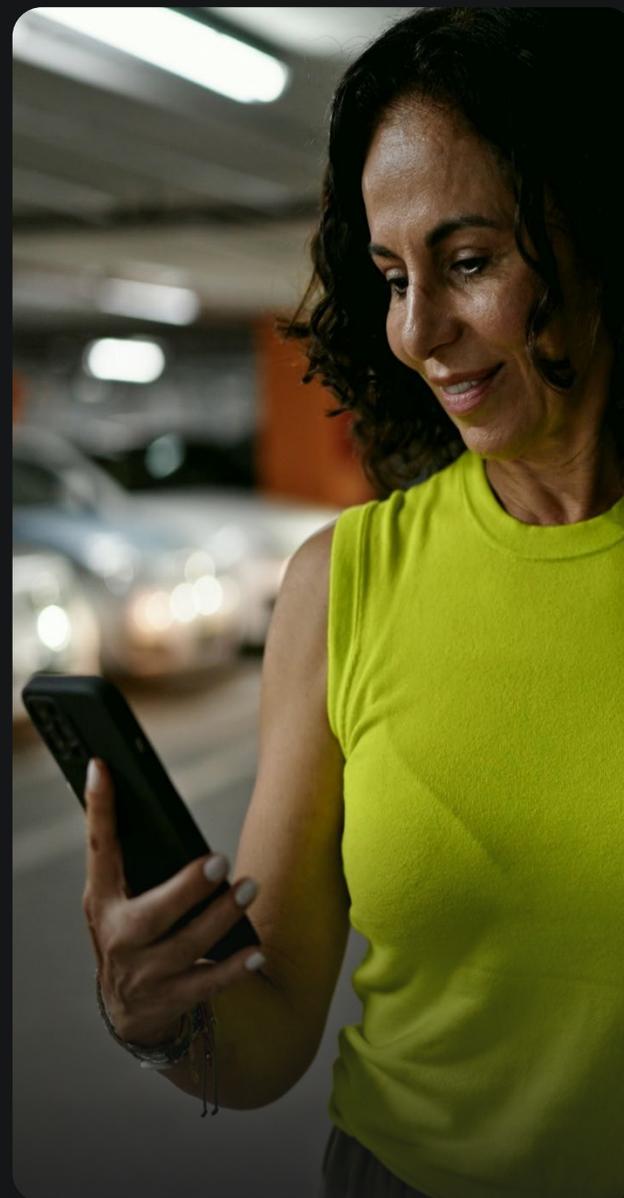
03 3Q24 Results



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05 Q&A





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