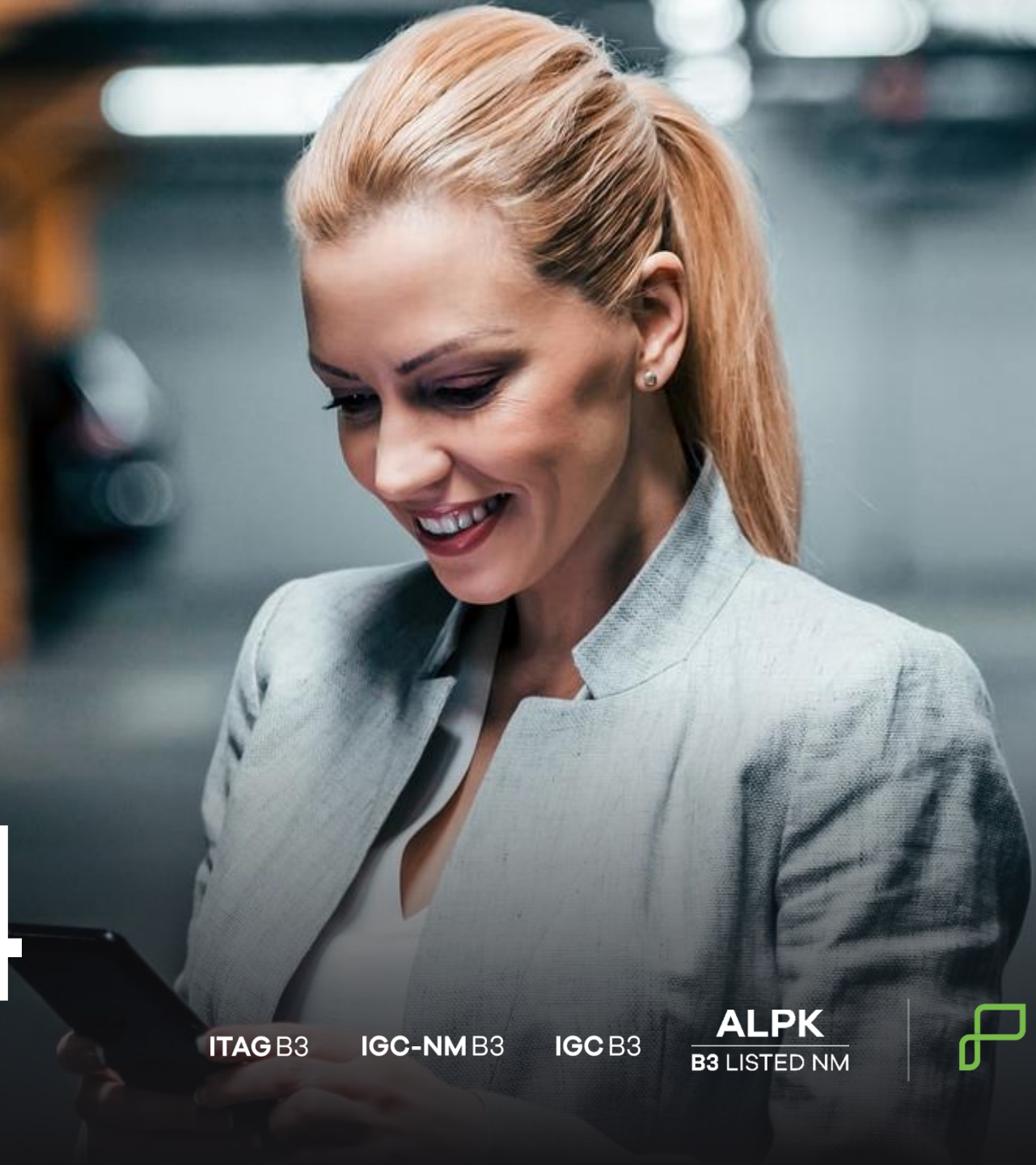




4Q24

Results



ITAG B3

IGC-NMB3

IGC B3

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.

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.

Information in this presentation must be

ITAG B3

IGC-NM B3

IGC B3

ALPK
B3 LISTED NM



01

Highlights



02

4Q24 Results



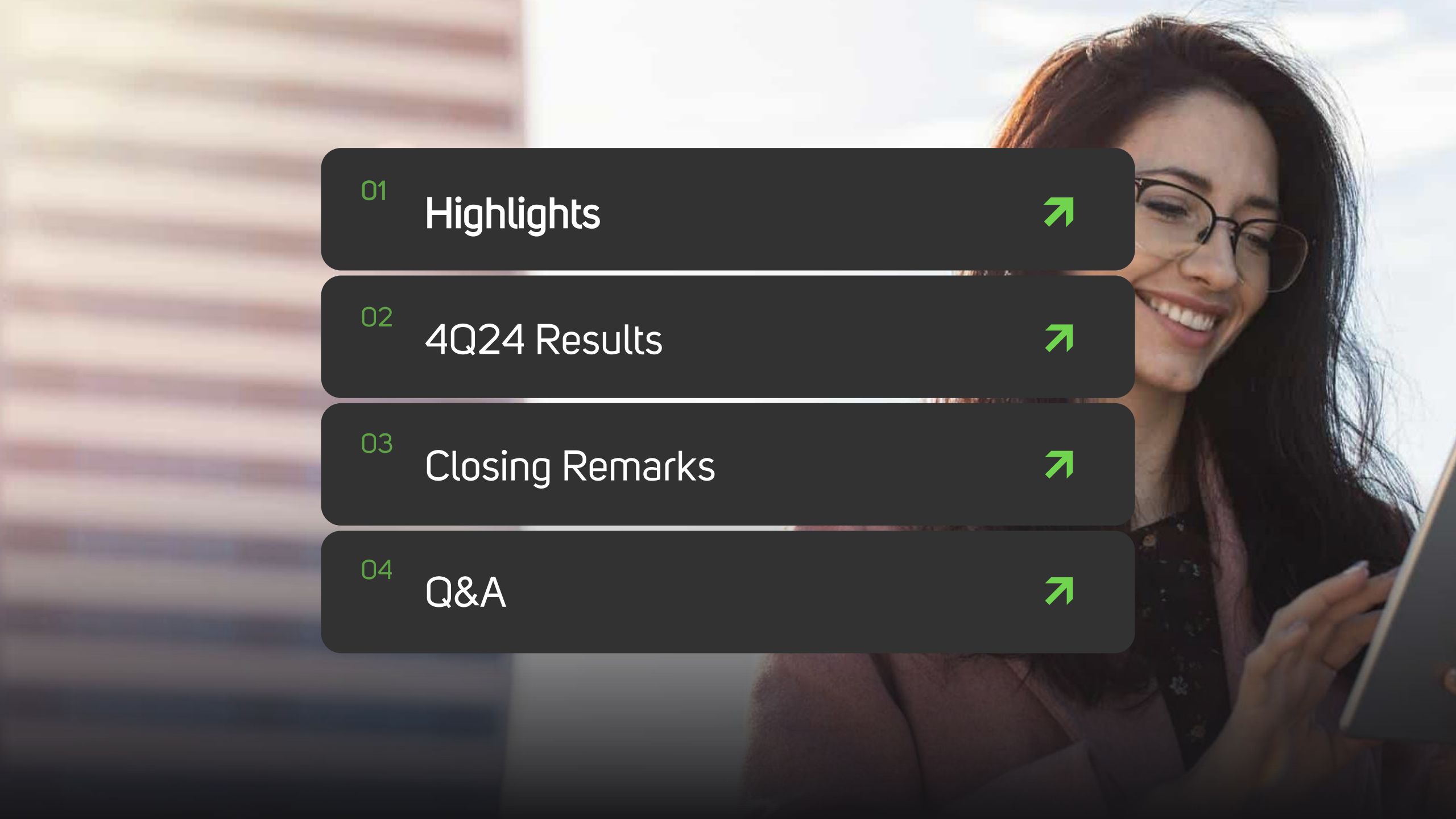
03

Closing Remarks



04

Q&A



01 Highlights

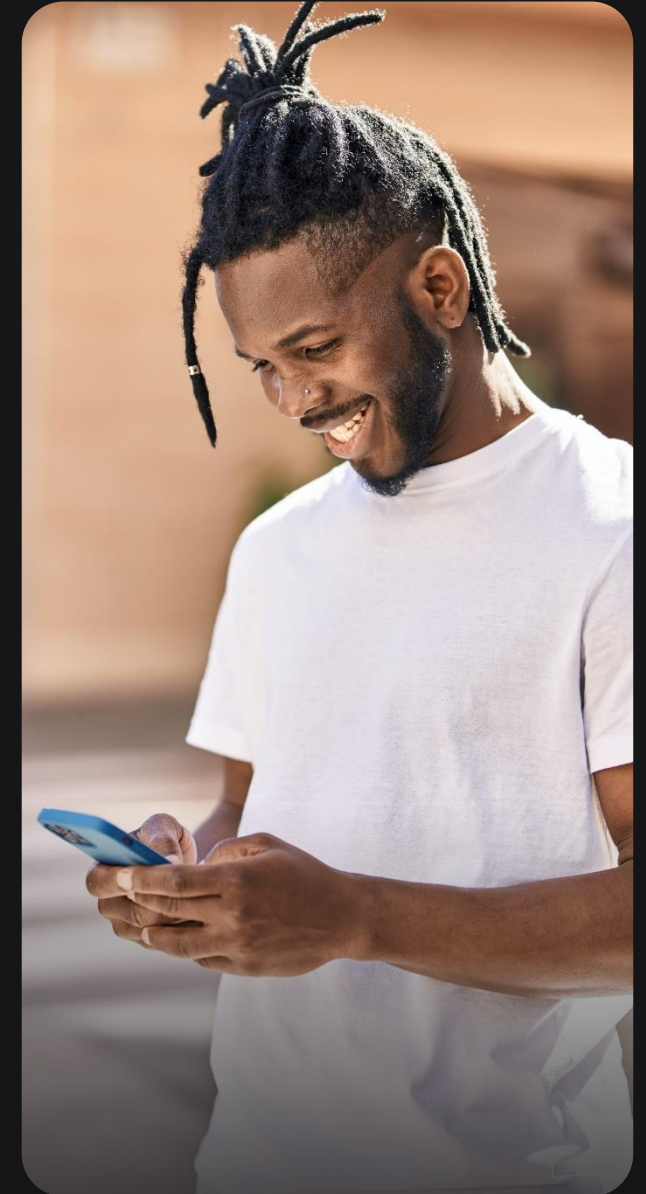
02 4Q24 Results



03 Closing Remarks



04 Q&A



Highlights /

2024: RECORD REVENUE



R\$1.6 billion

+16.8% vs. 2023

4Q24: R\$430.5 MM, 10th straight record quarter

2024: MANAGERIAL EBITDA



R\$291.6 million

+17.7% vs. 2023

18.4% Managerial EBITDA Margin for the year

2024: MANAGERIAL EBIT



R\$122.2 million

+40.5% vs. 2023

7.7% Managerial EBIT Margin for the year

2024: LIABILITY MANAGEMENT



R\$350.0 million

in Debenture issuances

- reducing the average cost to CDI+2.35%
- extending the average duration to 2.5 years

2024: GROWING PORTFOLIO



82 inaugurations

throughout 2024, reaching 754 operations

2024 Churn: 0.61%, in line with the history

2024: ZUL+ NET REVENUE



R\$29.5 million

+51.7% vs. 2023

Zul+ app reached 6.9 million users

Highlights / Commercial Focus

32

OPERATIONS

Inaugurated in
4Q24

82

OPERATIONS

Inaugurated in
2024



Lago Center Shopping Mall - TO

890 PARKING SPACES



São Luiz Hospital - Guarulhos – SP

479 PARKING SPACES



Canoas Shopping Mall – RS

1,500 PARKING SPACES



Faria Lima Square – SP

585 PARKING SPACES



WTC Goiânia Commercial Building – GO

655 PARKING SPACES



Napoleão Laureano Hospital – PB

150 PARKING SPACES

+1 ZONA AZUL

CONCESSION OF THE CITY OF MAUÁ - SP



**+1,400 PARKING
SPACES**



**10
YEARS OF
CONCESSION**



Highlights / Digital Operations



Google Play

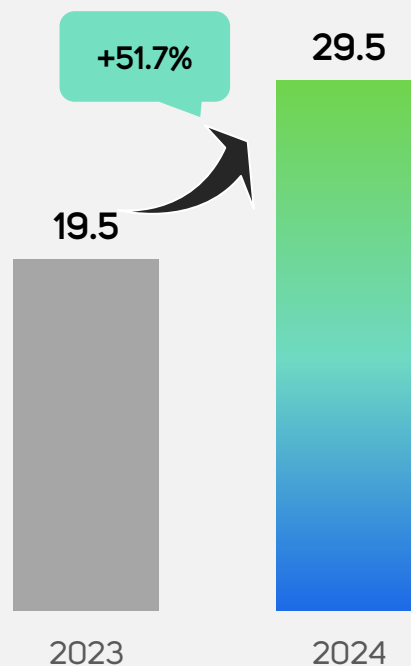
App Store

Zul+ App already has over
6.9 million users

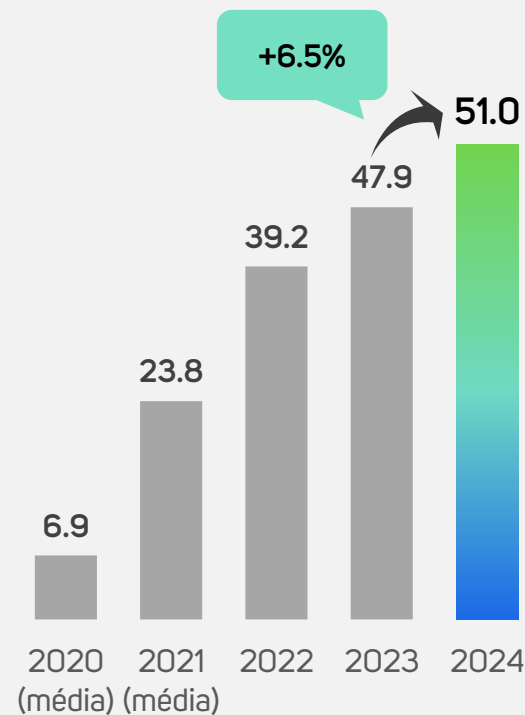


Everything in
a single app
for drivers

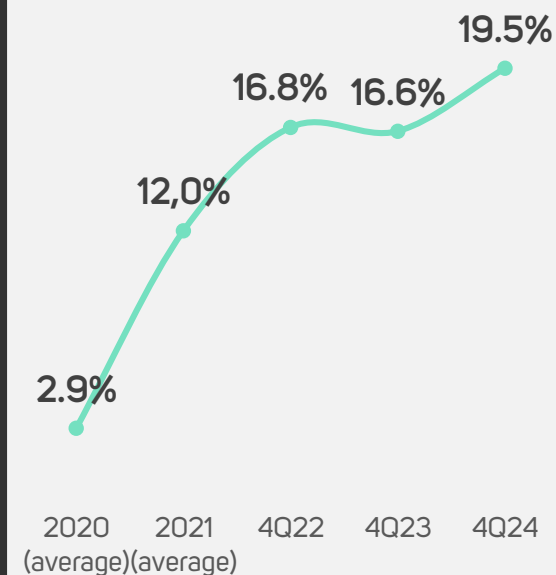
ZUL+ NET REVENUE⁽¹⁾ in R\$ million



TRANSACTIONS ⁽²⁾ in R\$ million



DIGITAL PLATFORMS ⁽²⁾ % of revenue from digital platforms⁽¹⁾ vs. total revenue



01

02

03

04

(1) Net Revenue from Zul+ app.

(1) Zul+ app, Zona Azul de SP app and Website.

4Q24 Results / March 18, 2025

8



Highlights / Estapar & Eletrobras Partnership

Inauguration of **2 charging hubs** for **electric cars**

Zletric infrastructure, with **Eletrobras** power supply

CONGONHAS
AIRPORT (SP)

24

Electric chargers

**Eletrobras Premium
Area**

CINELÂNDIA (RJ)

22

Electric chargers

**Eletrobras Premium
Area**

Eletrobras **ESTAPAR**

ESTAPAR

01

02

03

04

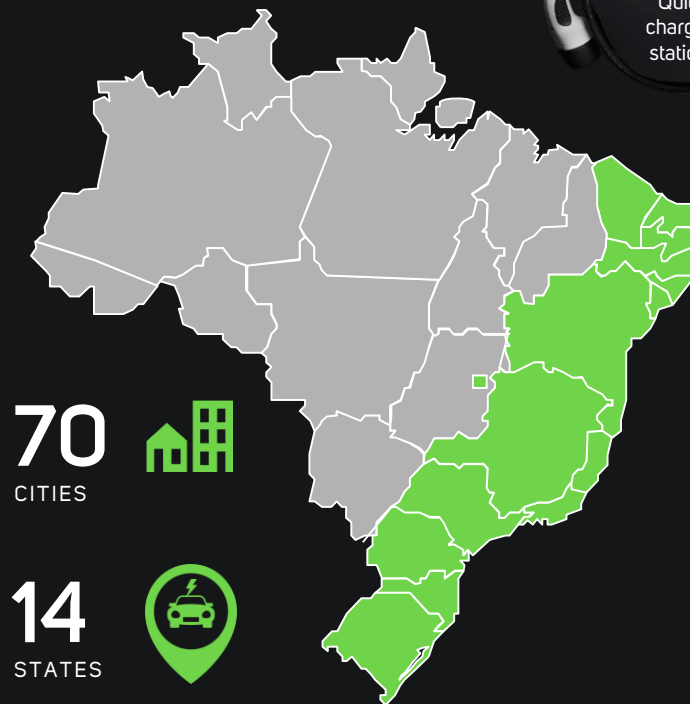
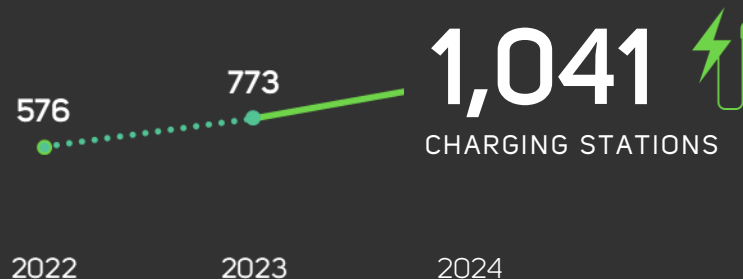
Resultados 4T24 / 18 de Março de 2025

9

Continuous expansion of charging station network



2024
Net Revenue
R\$6.3 million
+64.3% vs. 2023



Zletric Partners





WE ARE GPTW

FOR THE 3RD STRAIGHT YEAR

**Great
Place
To
Work®**

Certificada
2022-2023
BRASIL

**Great
Place
To
Work®**

Certificada
2023-2024
BRASIL

**Great
Place
To
Work®**

Certificada
2024-2025
BRASIL

Estapar is the winner of the Estadão Mobility Award 2025

Best Parking Service Category



The award aims to encourage practices that introduce innovation, sustainability, and efficiency to the sector, thereby positively impacting cities and individuals

01 Highlights

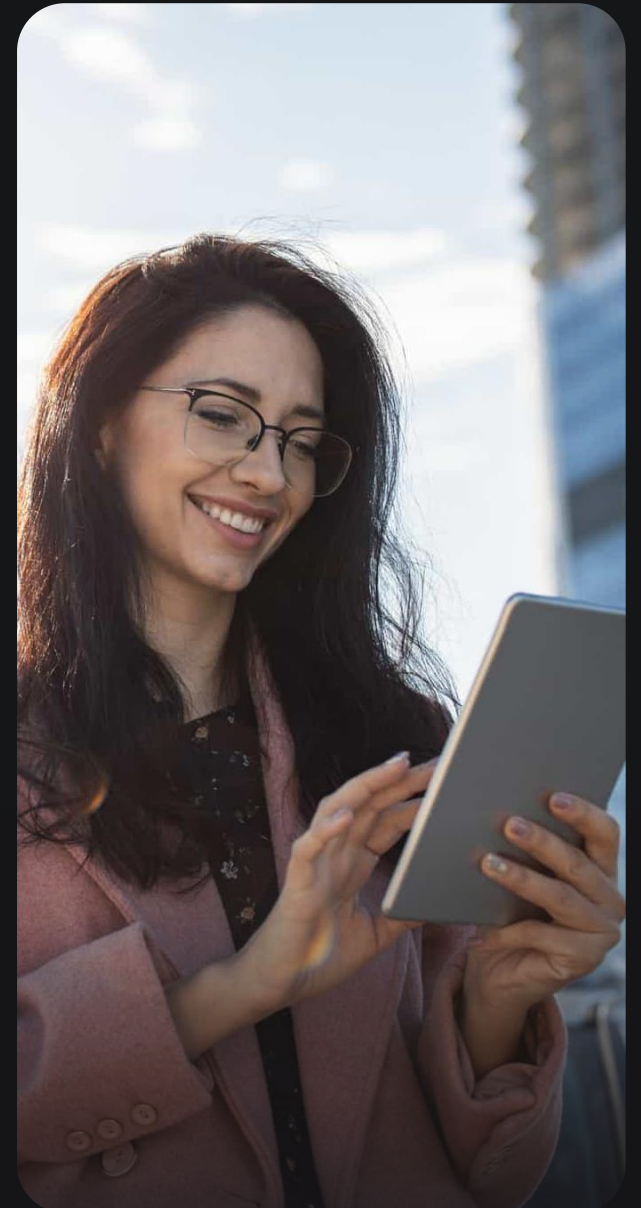


02 4Q24 Results

03 Closing Remarks



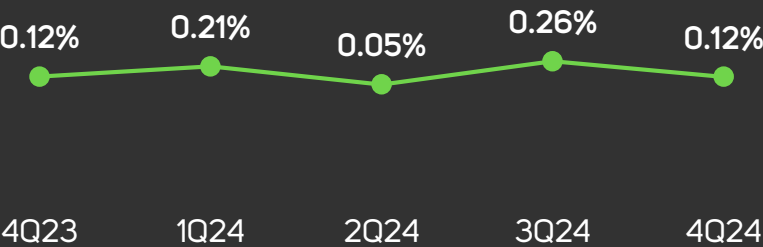
04 Q&A



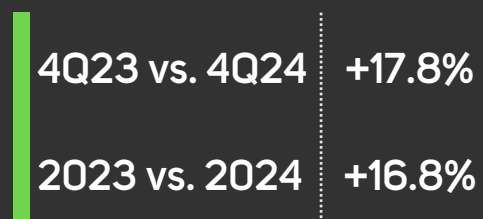
EVOLUTION OF PARKING SPACES AND OPERATIONS	4Q23	4Q24	%
OPERATIONS	697	754	8.2%
PARKING SPACES (in thousands)	468.1	498.5	6.5%
Leased and Managed	220.6	253.5	↑
Long-Term Contracts	74.8	74.8	↔
On-Street Concessions	82.9	83.3	↑
Off-Street Concessions	11.5	11.5	→
Properties	11.6	11.6	→
Digital	66.7	64.0	↓

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

CHURN (%)

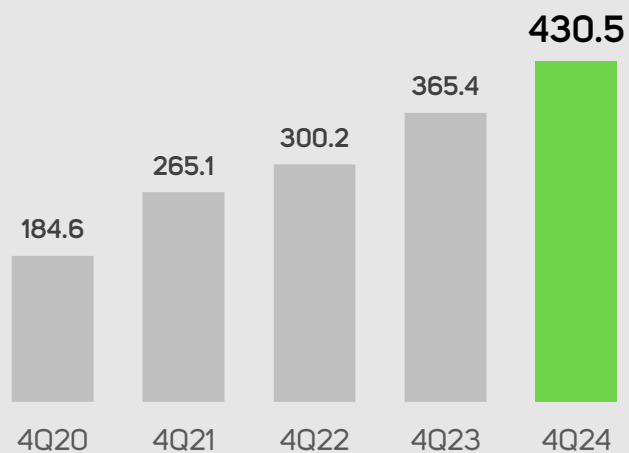


**Record Net
Revenue for the
tenth straight
quarter**



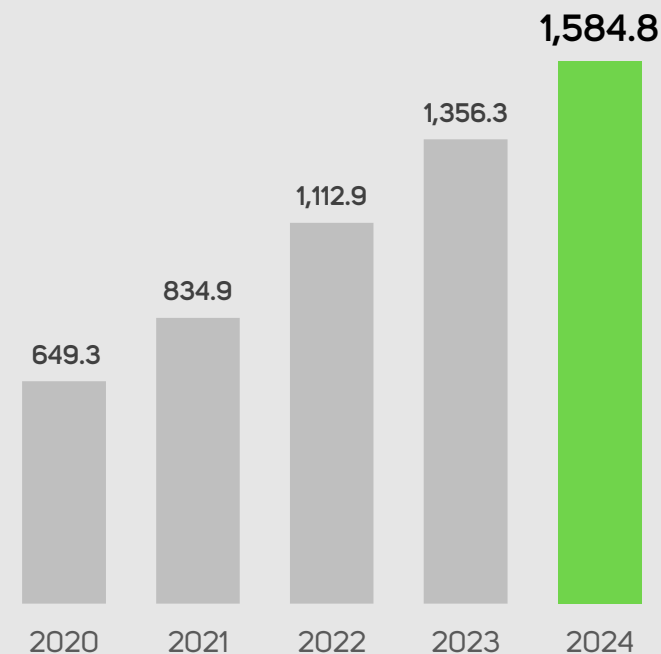
QUARTERLY NET REVENUE

Consolidated (R\$ million)

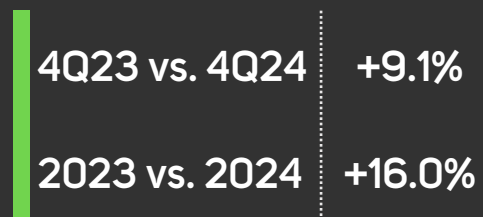


ANNUAL NET REVENUE

Consolidated (R\$ million)



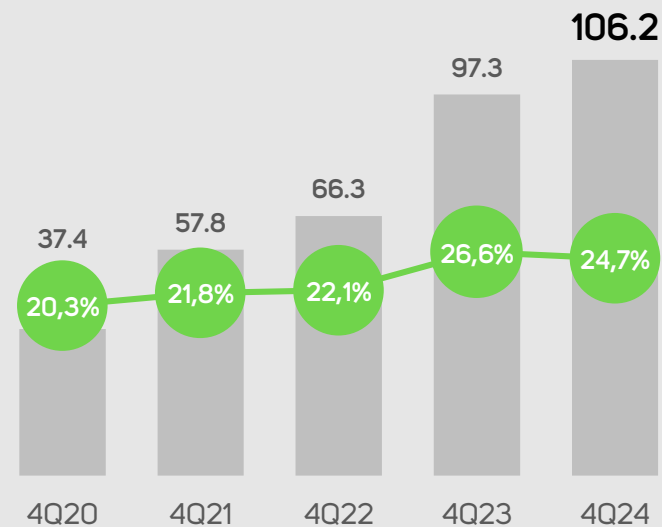
Cash Gross Profit and Gross Margin



QUARTERLY MANAGERIAL CASH GROSS PROFIT

Consolidated (R\$ million)

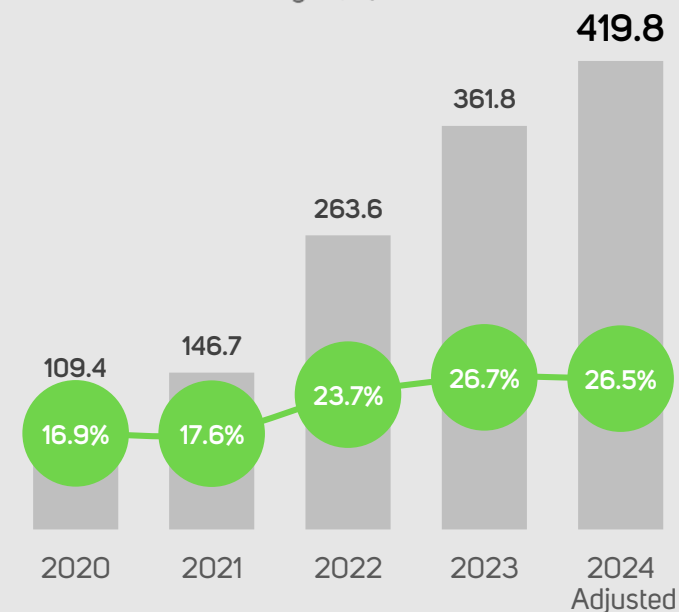
■ Cash Gross Profit
● Cash Gross Margin (%)



ANNUAL MANAGERIAL CASH GROSS PROFIT

Consolidated (R\$ million)

■ Cash Gross Profit
● Cash Gross Margin (%)

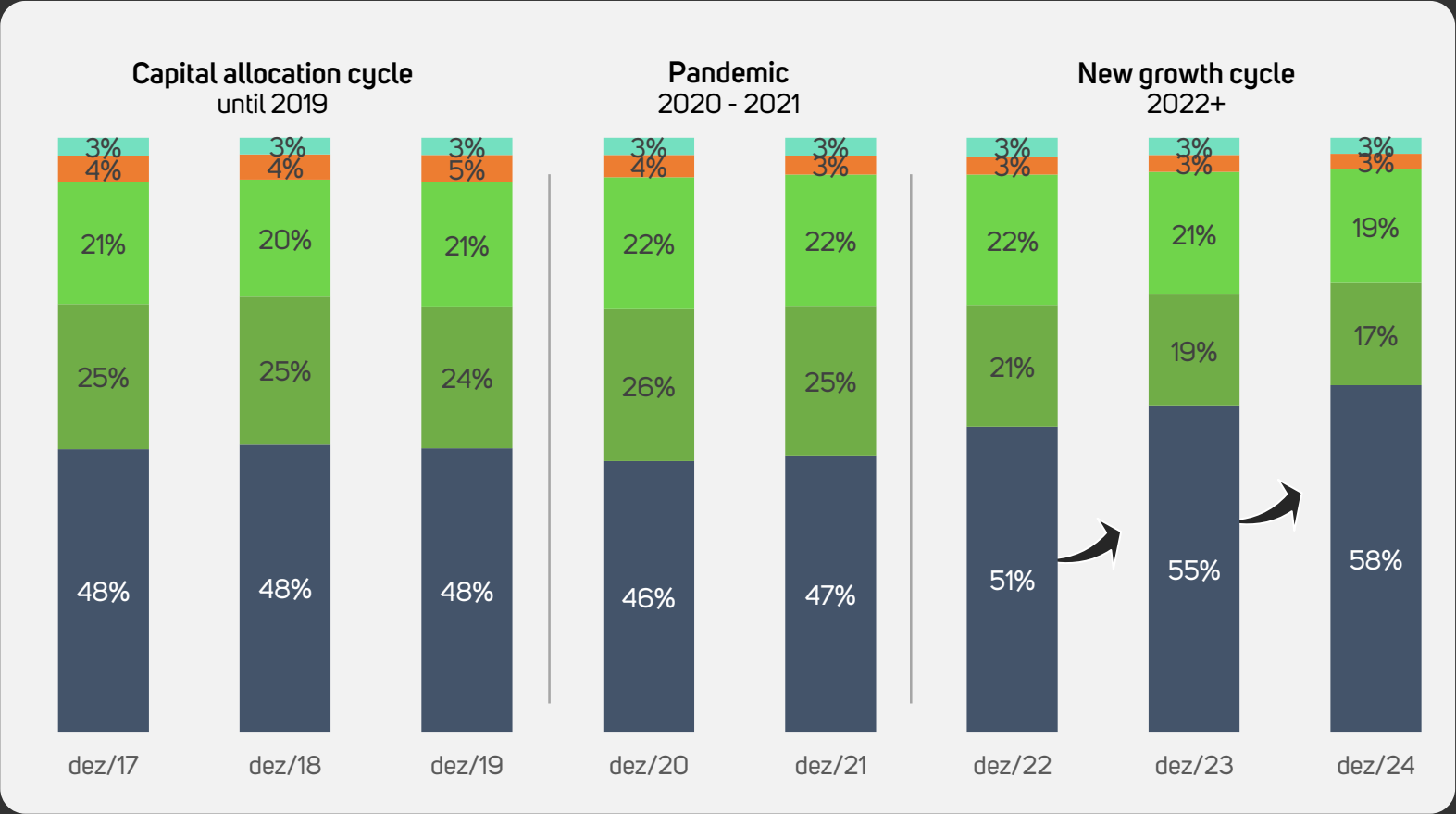


Organic growth with focus on higher profitability.

Segment Mix¹
mix % of parking spaces

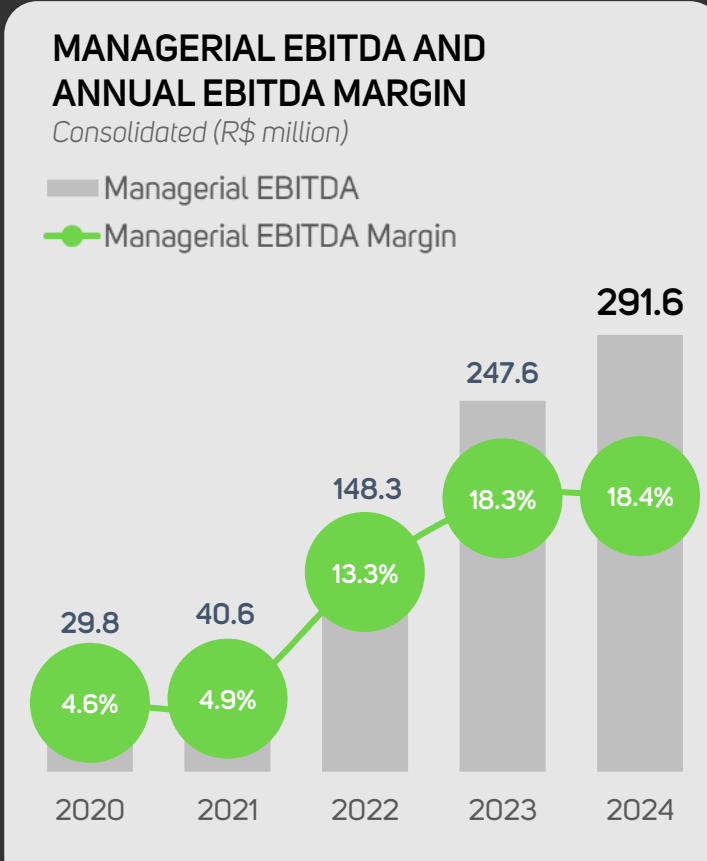
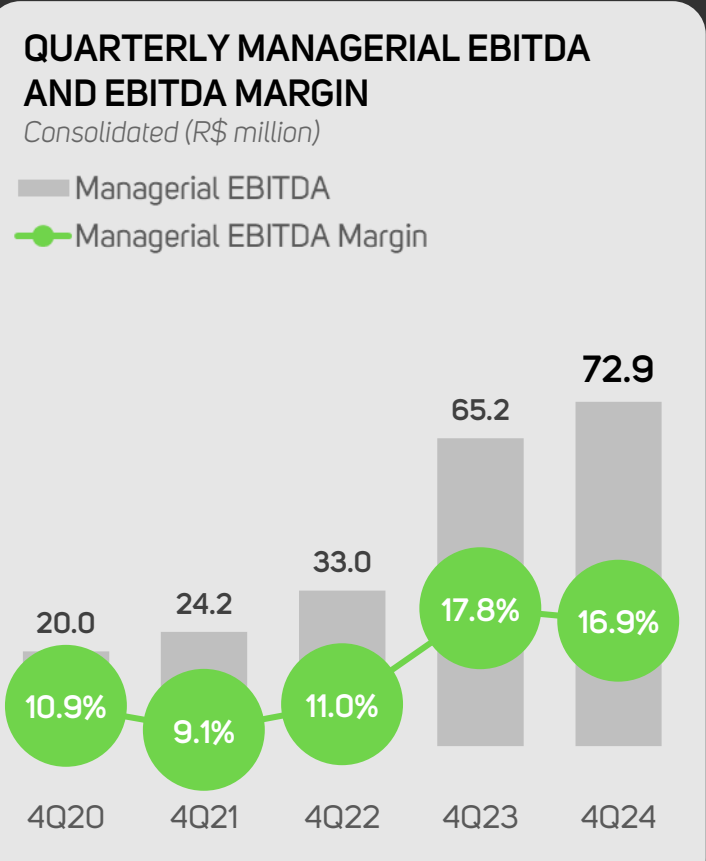


¹ Excludes Digital segment with Zona Azul accreditation operations.



Record Managerial EBITDA and EBITDA Margin

4Q23 vs. 4Q24	+11.8%
2023 vs. 2024	+17.7%



Managerial EBIT and EBIT Margin

4Q23 vs. 4Q24

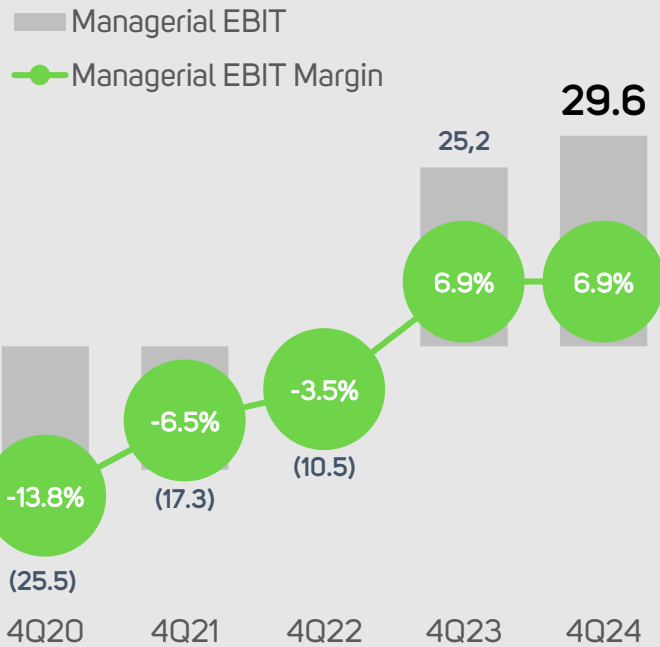
2023 vs. 2024

+17.7%

+40.5%

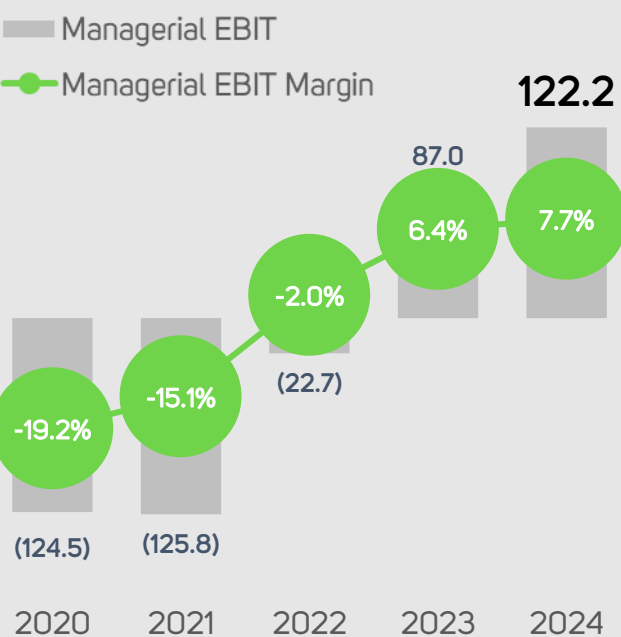
QUARTERLY MANAGERIAL EBIT AND EBIT MARGIN

Consolidated (R\$ million)



ANNUAL MANAGERIAL EBIT AND EBIT MARGIN

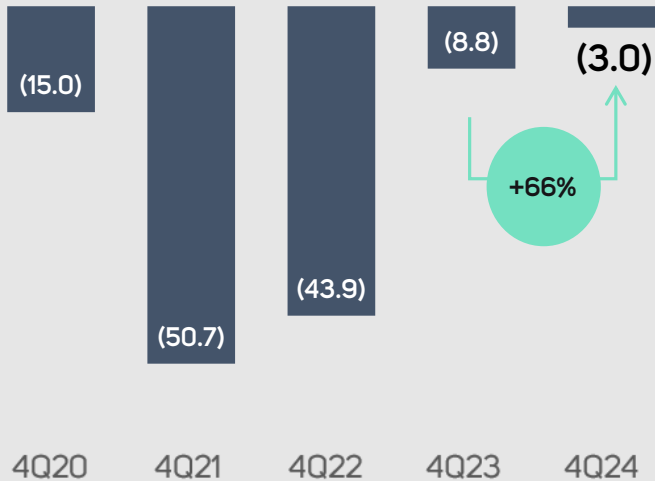
Consolidated (R\$ million)



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

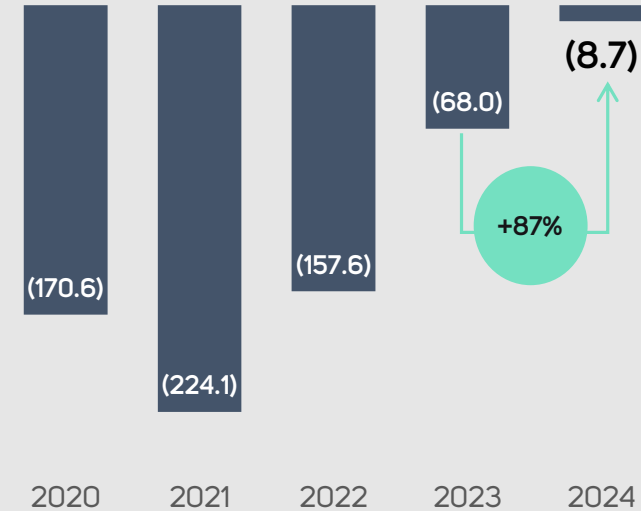
QUARTERLY NET LOSS

Consolidated (R\$ million)



ANNUAL NET LOSS

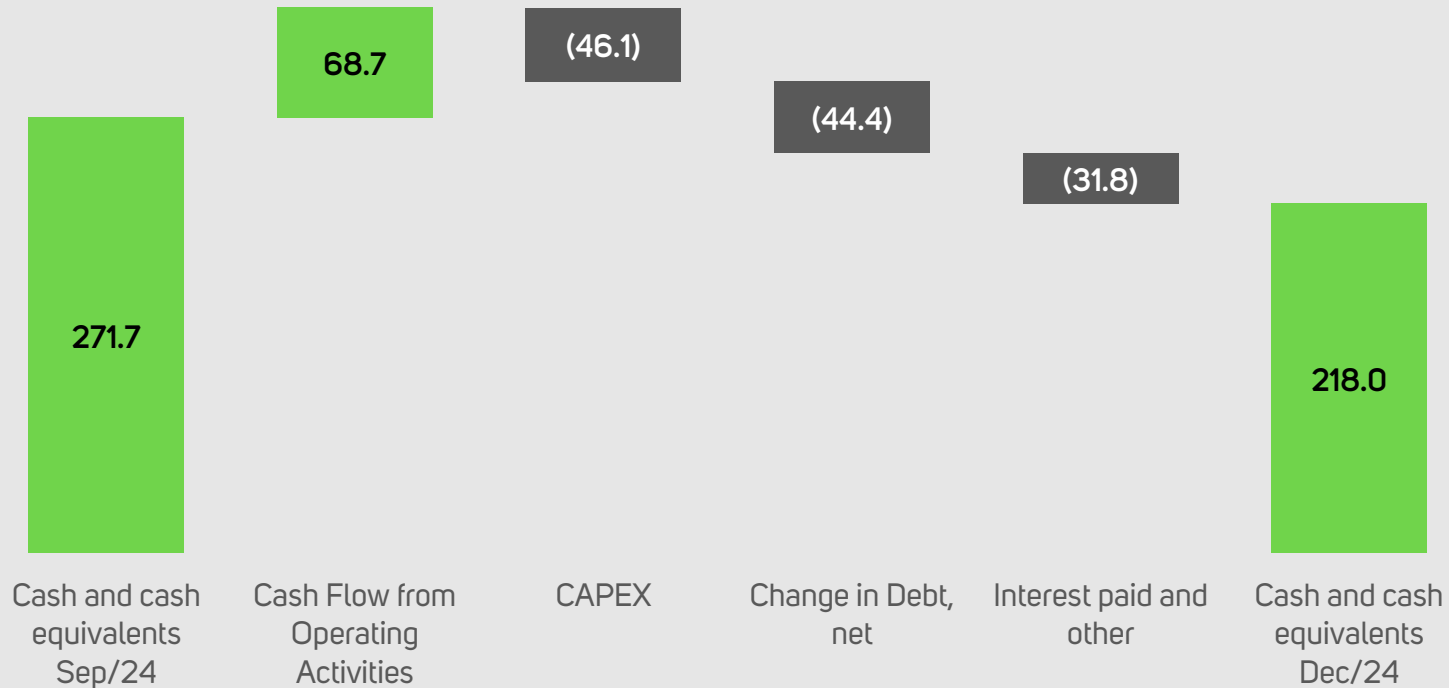
Consolidated (R\$ million)



Strong cash generation, with disciplined capital allocation

MANAGERIAL CASH FLOW

Consolidated (R\$ million)



**Debenture
issuances in 2024
that extended the
duration and
supported the
reduction in the
average cost of
debt**

**12th Issuance
of Debentures
(May/24)**

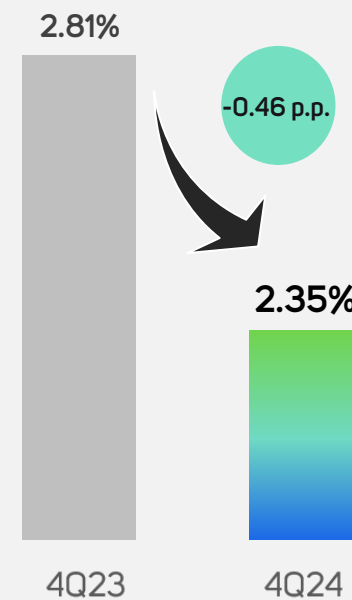
- R\$200 million
- CDI+2.00%
- 4-year term

**13th Issuance
of Debentures
(Dec/24)**

- R\$150 million
- CDI+1.50%
- 4-year term

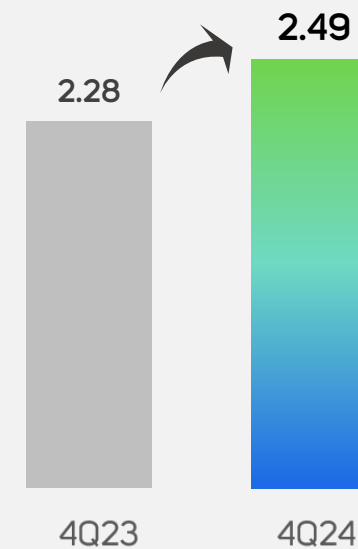
COST OF DEBT CDI+ SPREAD

*Debt
Total % p.a.*

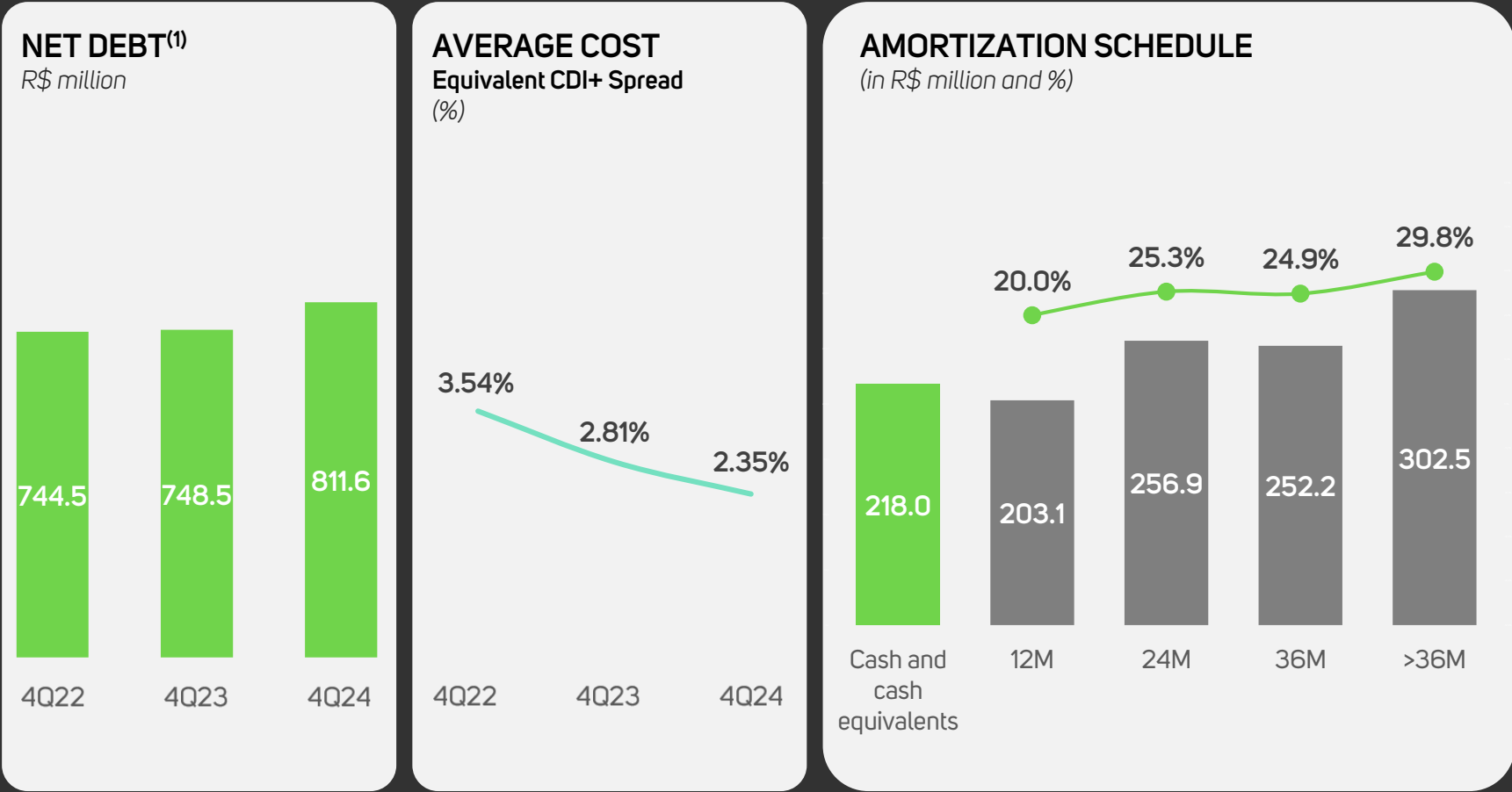


TOTAL DURATION OF DEBT

in years



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



01 Highlights



02 4Q23 Results



03 Closing Remarks

04 Q&A



Closing Remarks



New Record Year



We continued our growth trajectory, expanding operations in different segments and regions. In 2024, we reached new records in Revenue and EBITDA, consolidating our sustainable growth and reinforcing our position as a leader in the market.

Debt Management



We kept net debt stabilized, reduced the average cost of funding, and balanced maturities. As a result of the management of financial debt, in Dec/24 we raised R\$150MM at CDI + 1.5%.

Our Vision of the Future



The Company's investment in new growth avenues is already showing results. Our revenue from Zul+ amounted to approximately R\$30 million in 2024. Our Electromobility division (Zletric) showed a revenue growth of 64% and we believe there is still much value to be captured.

01 Highlights



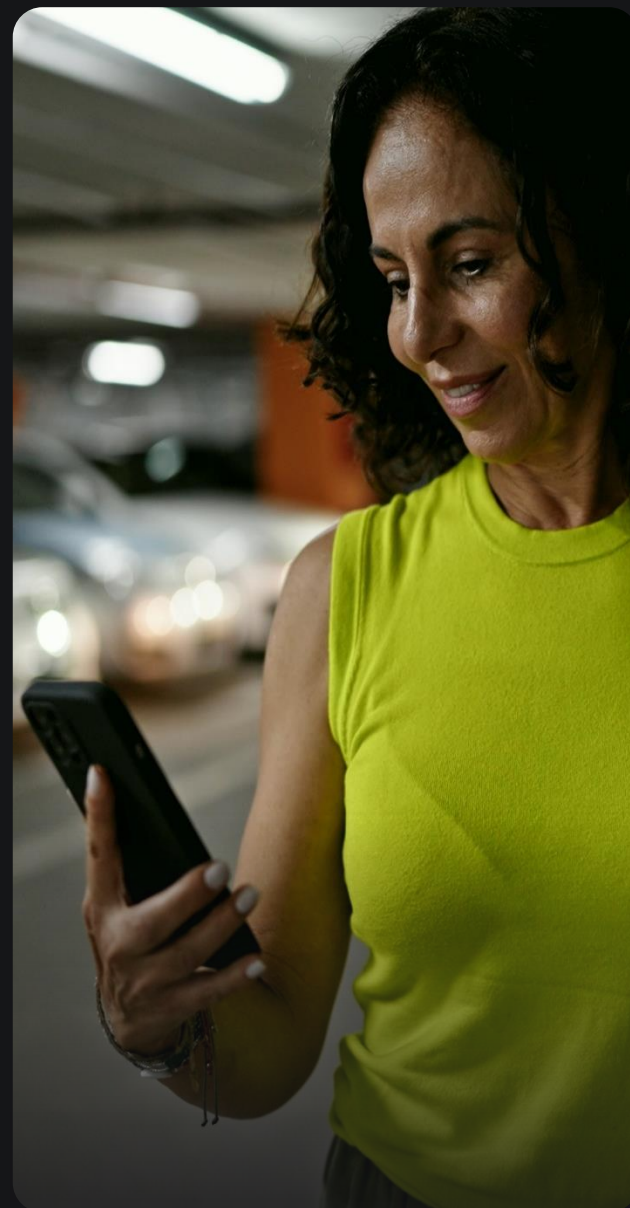
02 4Q23 Results



03 Closing Remarks



04 Q&A





Talk to IR

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Thomás Porto *IR Manager*

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