



1Q25

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 Resolution 80 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



A smiling woman with long dark hair and glasses is looking at a tablet. The background is a blurred cityscape with a brick building on the left and a bright sky on the right.

01 Highlights



02 1Q25 Results



03 Closing Remarks



04 Q&A



01 Highlights

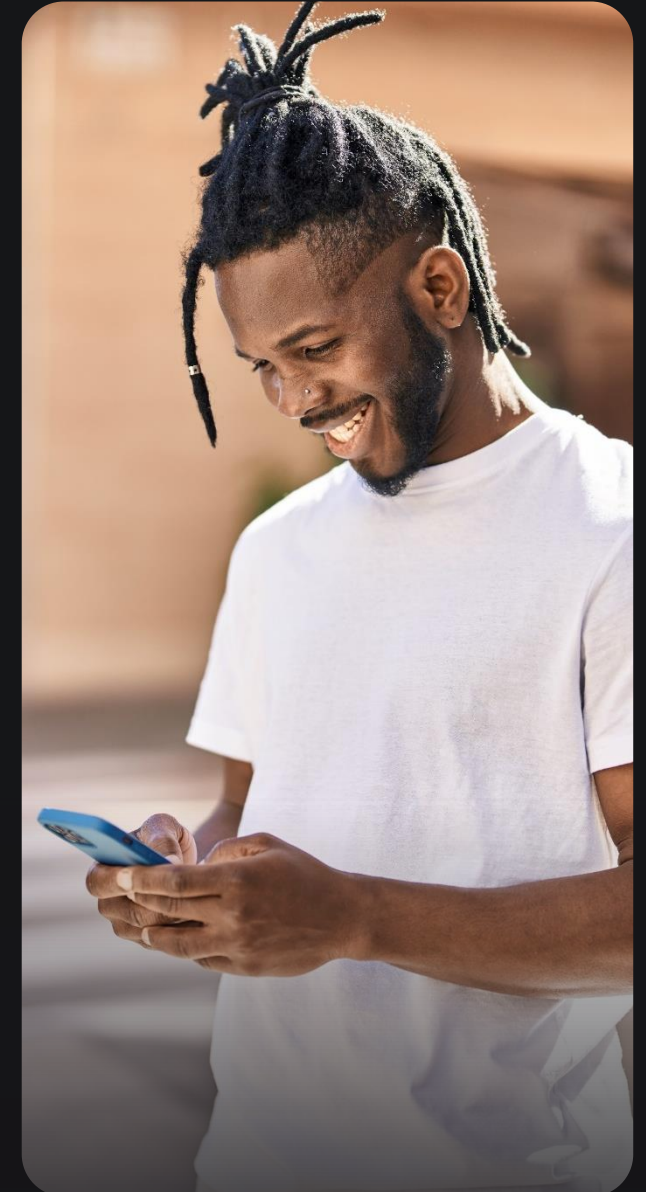
02 1Q25 Results




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Highlights / 1Q25

<div>1Q25: NET REVENUE</div> <div></div> <div>R\$425.1 million</div> <div>+15.0% vs. 1Q24</div>	<div>1Q25: ADJUSTED EBITDA⁽¹⁾</div> <div></div> <div>R\$77.2 million</div> <div>18.2% Adjusted EBITDA Margin</div> <div>+20.0% vs. 1Q24</div>	<div>1Q25: ADJUSTED EBIT⁽¹⁾</div> <div></div> <div>R\$34.2 million</div> <div>8.0% Adjusted EBIT Margin</div> <div>+50.7% vs. 1Q24</div>
<div>1Q25: GROWING PORTFOLIO</div> <div></div> <div>26 inaugurations</div> <div>102 cities covered in the total portfolio</div> <div>1Q25 Churn: 0.06%, in line with the historical leves</div>	<div>1Q25: ZUL+ NET REVENUE</div> <div></div> <div>R\$11.5 million</div> <div>+27.7% vs. 1Q24</div> <div>Digital platforms: 21.3% of total revenue</div>	<div>1Q25: ELECTROMOBILITY (Zletric)</div> <div></div> <div>+97.8% of revenue</div> <div>vs. 1Q24</div> <div>Charging stations: 1,147 at the end of 1Q25</div>

Highlights / Commercial Focus

26
OPERATIONS
inaugurated in 1Q25

inaugurations



Berrini Business Center - SP
2,215 PARKING SPACES



Salvador Alliance Hospital – BA
1,100 PARKING SPACES



São Luis Airport - MA
497 PARKING SPACES



UNICEUB Teaching Institute – DF
2,100 PARKING SPACES



Cidade Verde Shopping Mall – RN
337 PARKING SPACES



Quadrata Cabral Mall Commercial Center – PR
200 PARKING SPACES

Highlights / Renewal of the Zona Azul Concession in Juiz de Fora

ZONA AZUL RENEWAL

CONCESSION OF THE CITY OF JUIZ DE FORA - MG



2.5 thousand
PARKING SPACES



+10
YEARS OF
CONCESSION



Highlights / Marketing Actions



Estapar expands brand presence with a focus on the Zul+ app



Communication is intensified in digital and urban media



Campaigns emphasize Zona Azul services and IPVA payment



Partnership with influencers increases engagement

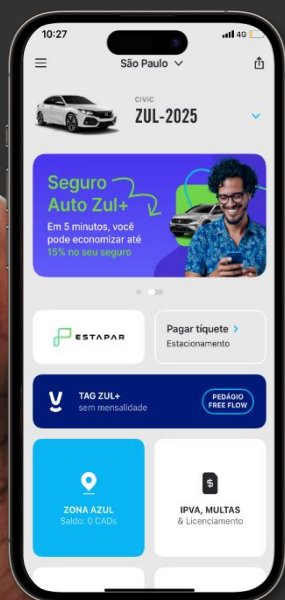


Strategy focuses on user acquisition and retention for the Zul+ app

Highlights / Digital Operations

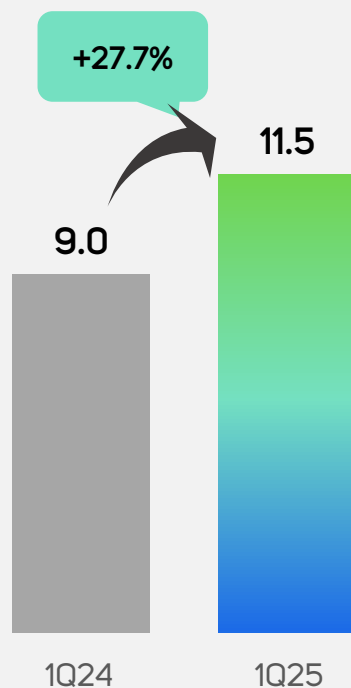


Zul+ App already has over
7.4 million users

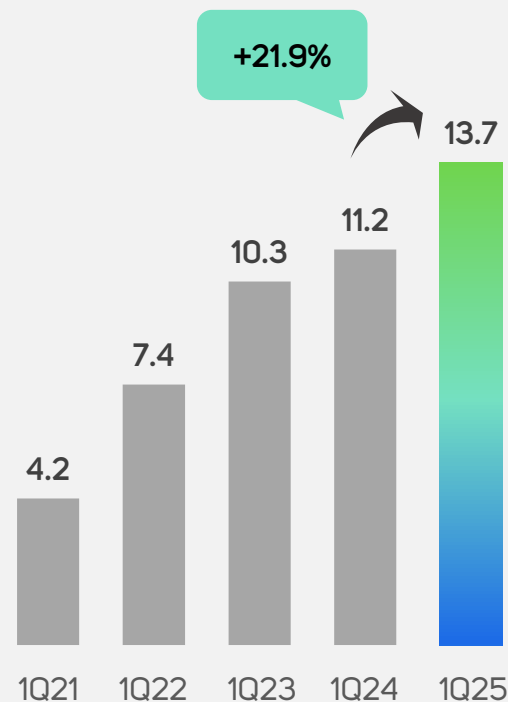


Everything in
a single app
for drivers

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.

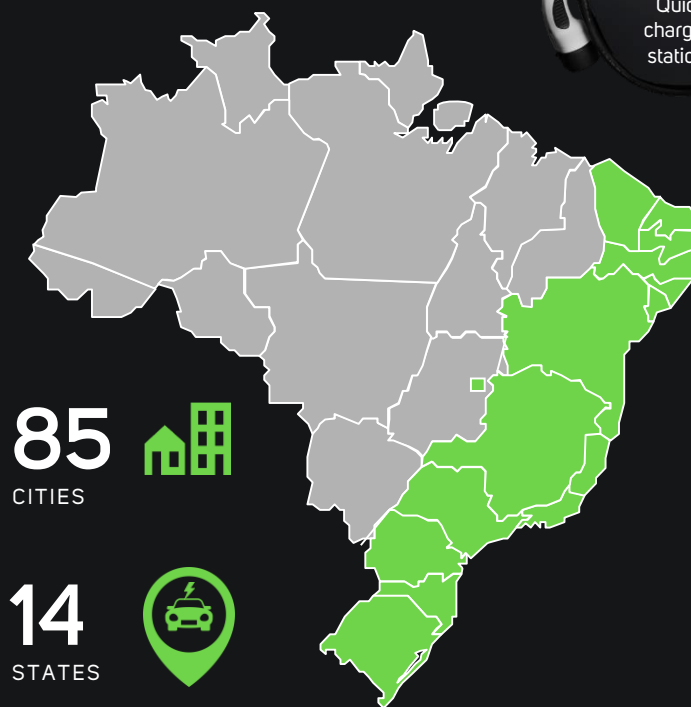
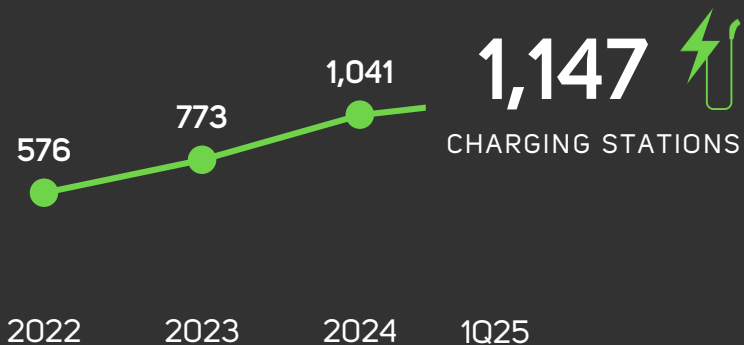
1Q25 Results / May 7, 2025

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Continuous expansion of charging station network



1Q25
Net Revenue
R\$2.9 million
+97.8% vs. 1Q24



Zletric Partners



01 Highlights

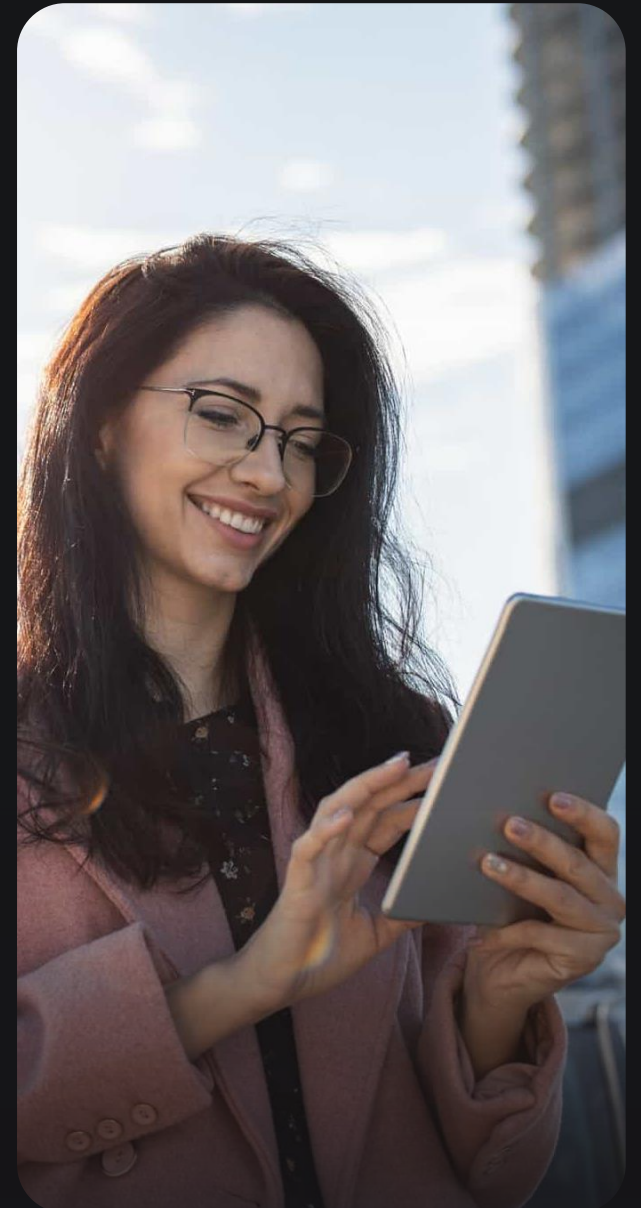


02 1Q25 Results

03 Closing Remarks



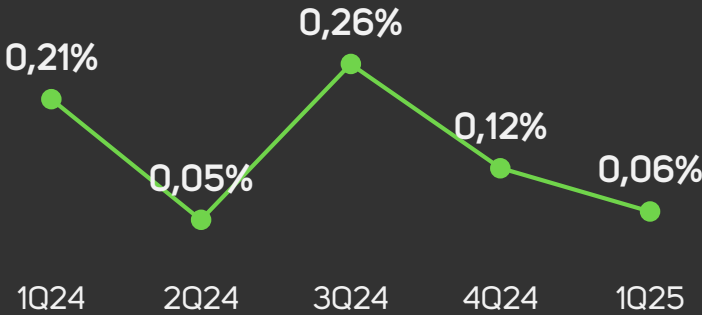
04 Q&A



EVOLUTION OF PARKING SPACES AND OPERATIONS	1Q24	1Q25	%
OPERATIONS	708	776	9.6%
PARKING SPACES (in thousands)	478.5	510.7	6.7%
Leased and Managed	232.9	262.6	↑
Long-Term Contracts	74.0	77.7	↗
On-Street Concessions	81.8	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 (%)

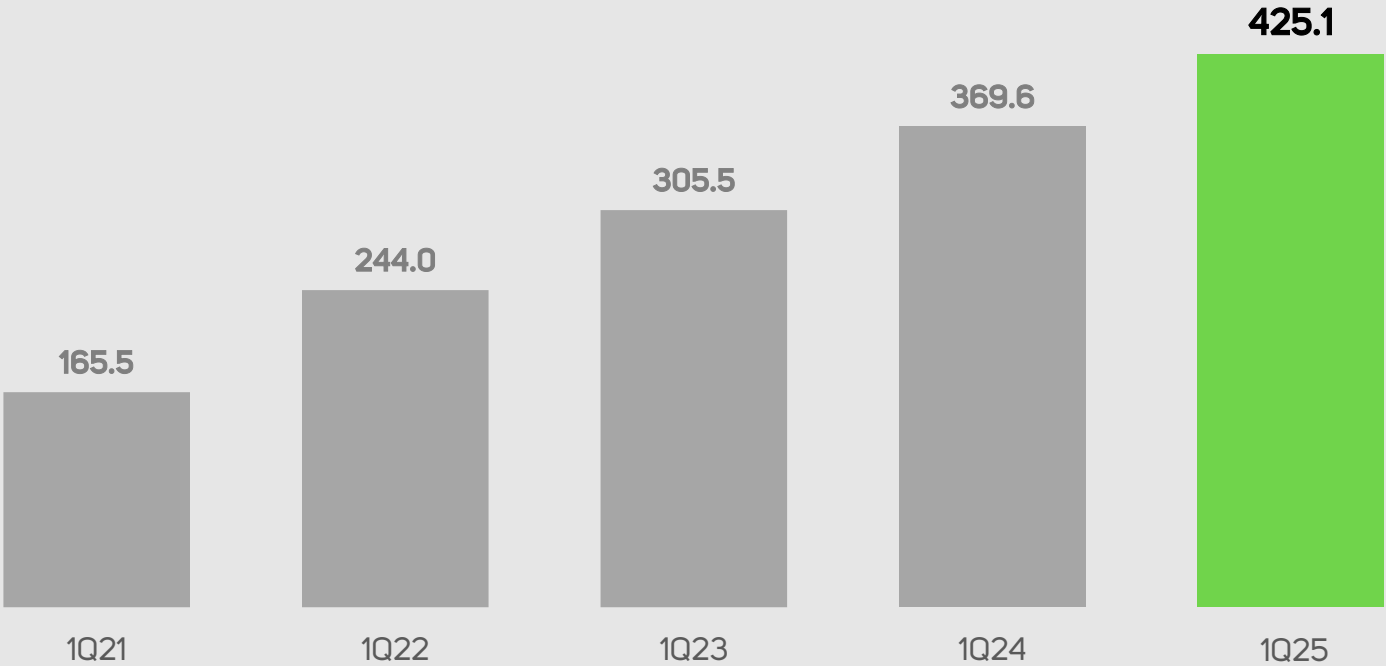


Net Revenue

1Q25 vs. 1Q24 +15.0%

QUARTERLY NET REVENUE

Consolidated (R\$ million)



Adjusted Cash Gross Profit and Adjusted Cash Gross Margin

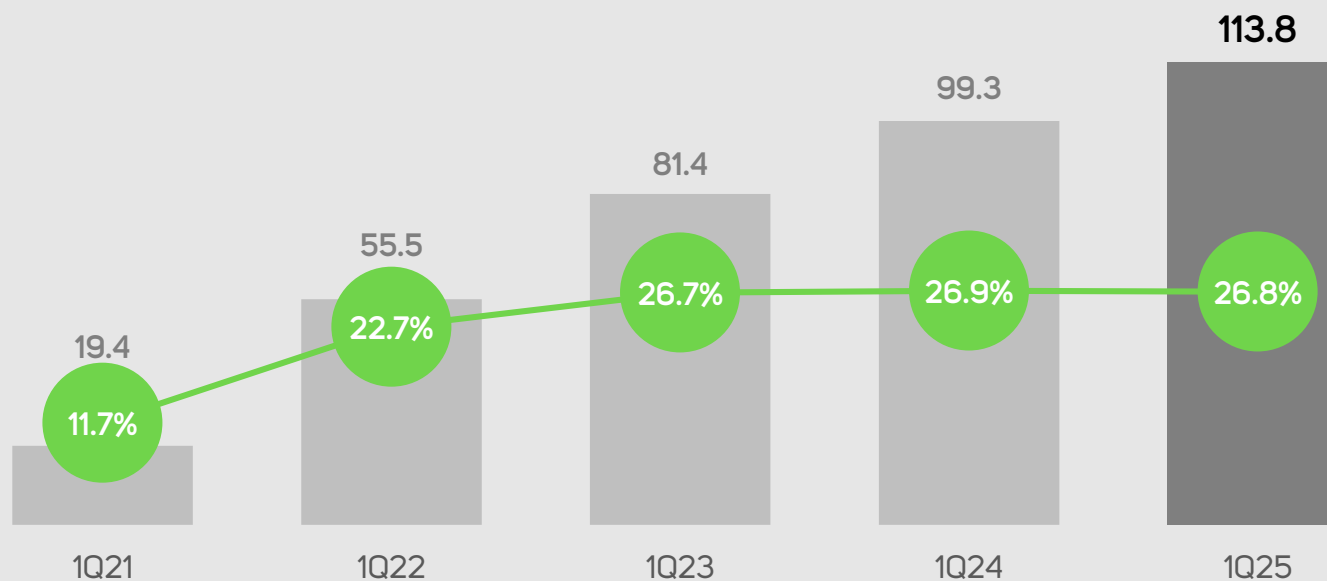
1Q25 vs. 1Q24 +14.3%

ADJUSTED CASH GROSS PROFIT⁽¹⁾ AND ADJUSTED CASH GROSS MARGIN

Consolidated (R\$ million)

■ Cash Gross Profit

● Cash Gross Margin (%)



Adjusted EBITDA and Adjusted EBITDA Margin

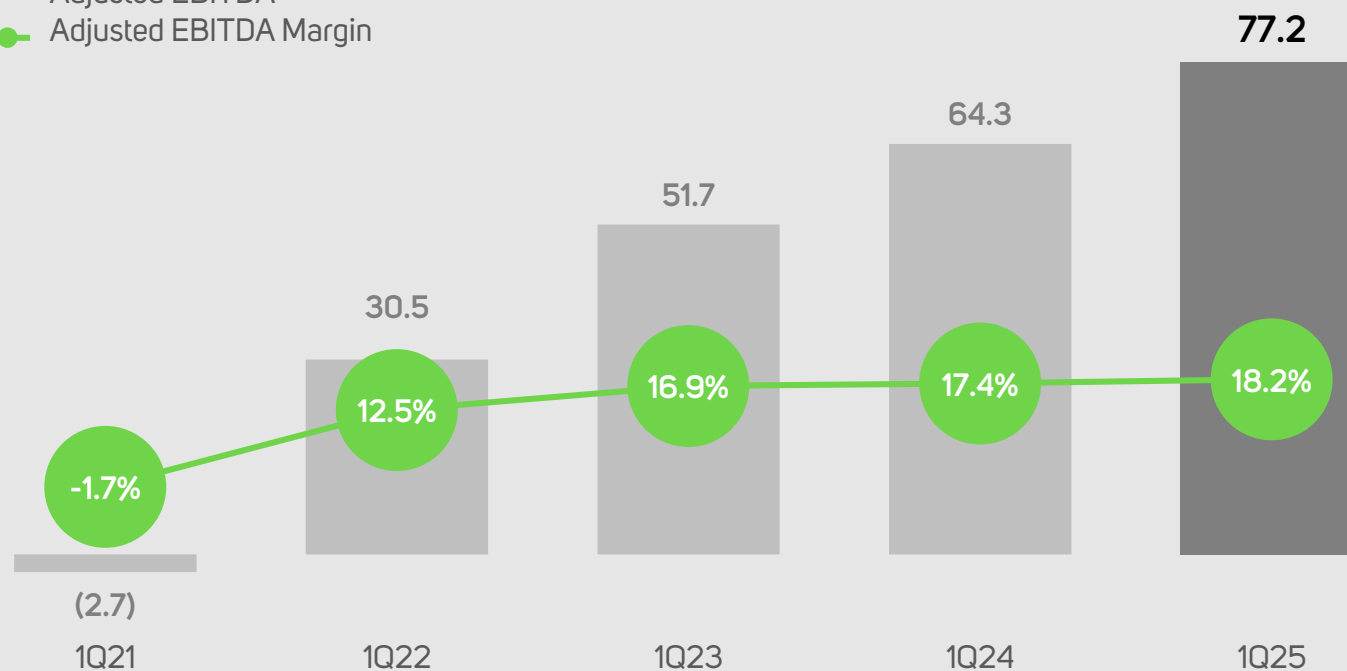
1Q25 vs. 1Q24 +20.0%

ADJUSTED EBITDA⁽¹⁾ AND ADJUSTED EBITDA MARGIN

Consolidated (R\$ million)

Adjusted EBITDA

Adjusted EBITDA Margin



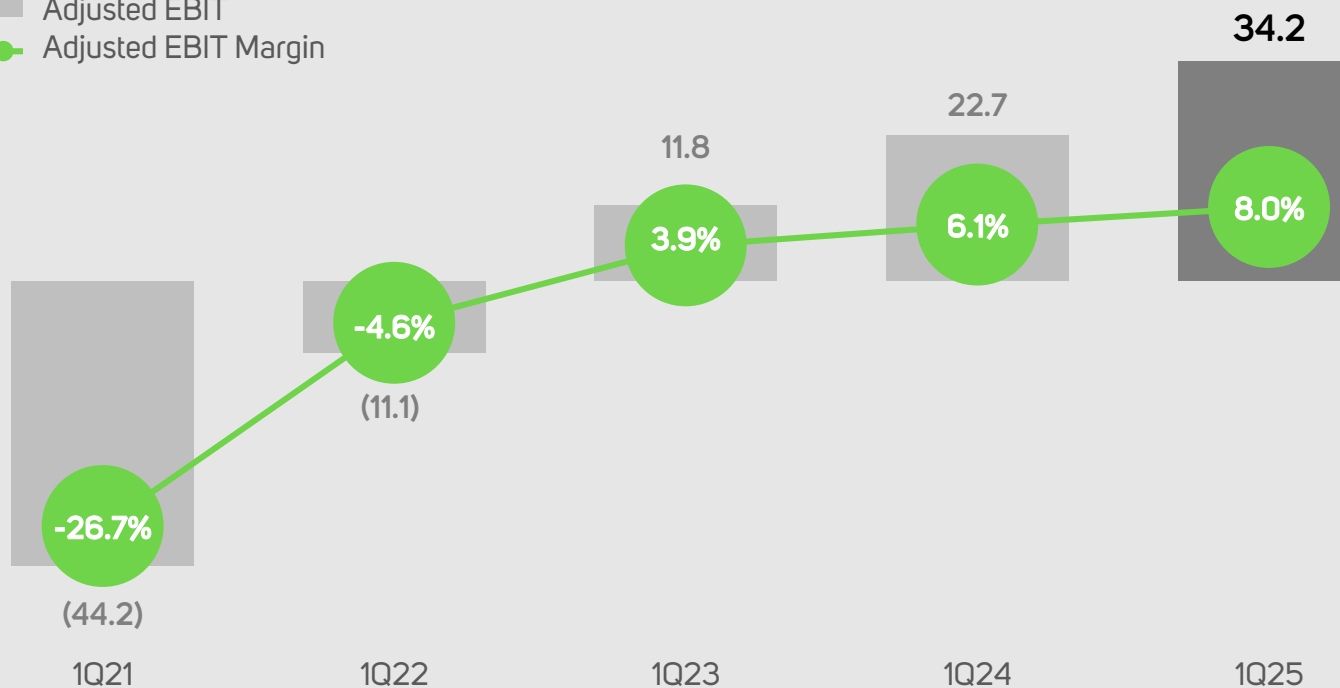
Adjusted EBIT and Adjusted EBIT Margin

1Q25 vs. 1Q24 +50.7%

ADJUSTED EBIT⁽¹⁾ AND ADJUSTED EBIT MARGIN

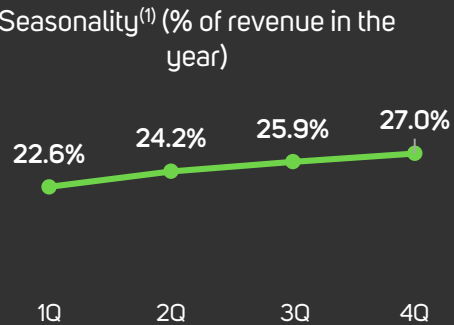
Consolidated (R\$ million)

■ Adjusted EBIT
—● Adjusted EBIT Margin



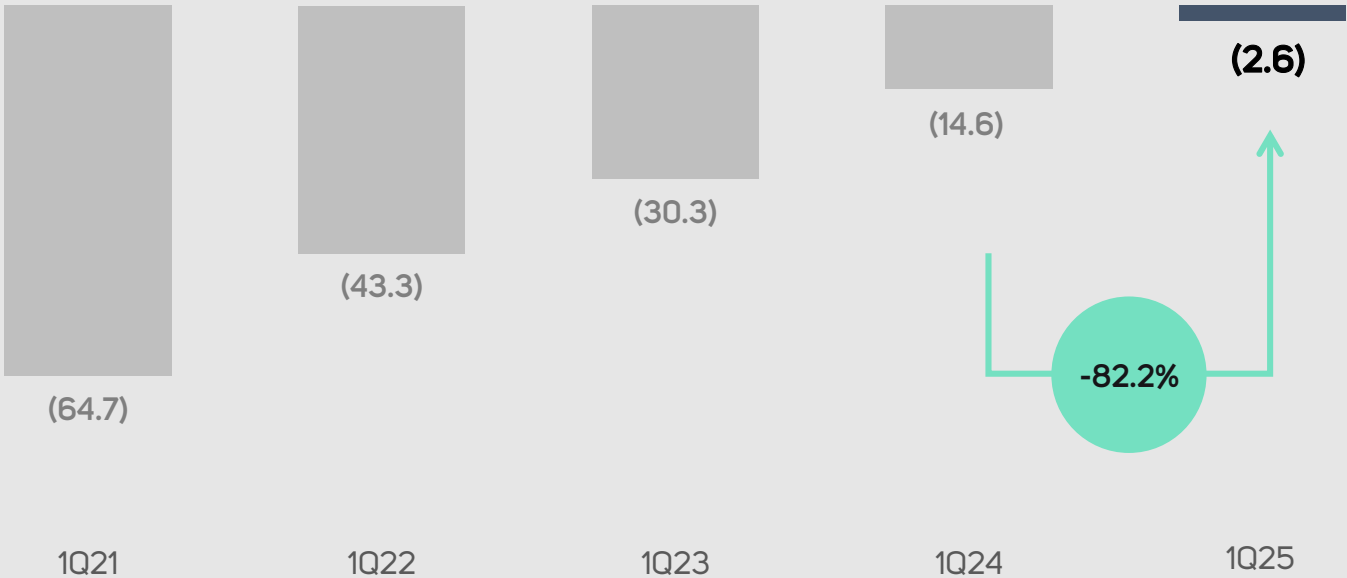
Decrease in Net Loss year over year

The first quarter historically
experiences lower flow



NET INCOME (LOSS)

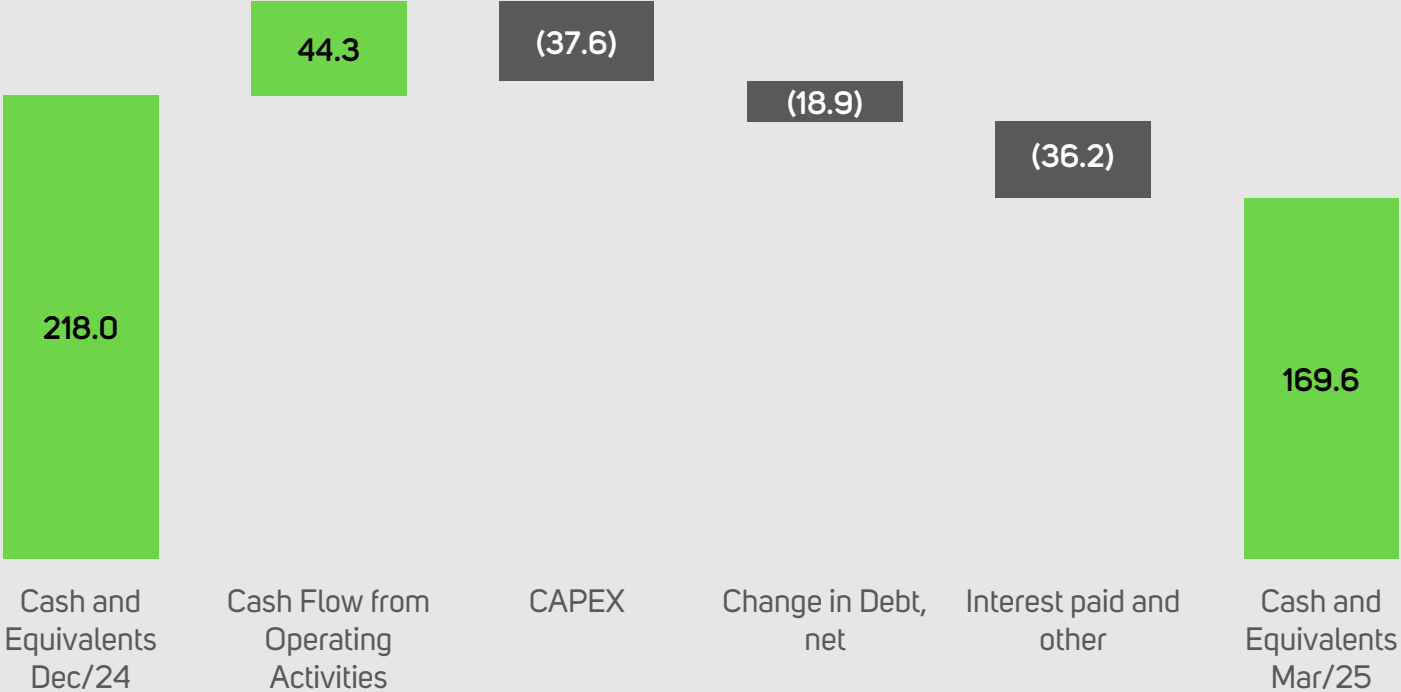
Consolidated (R\$ million)



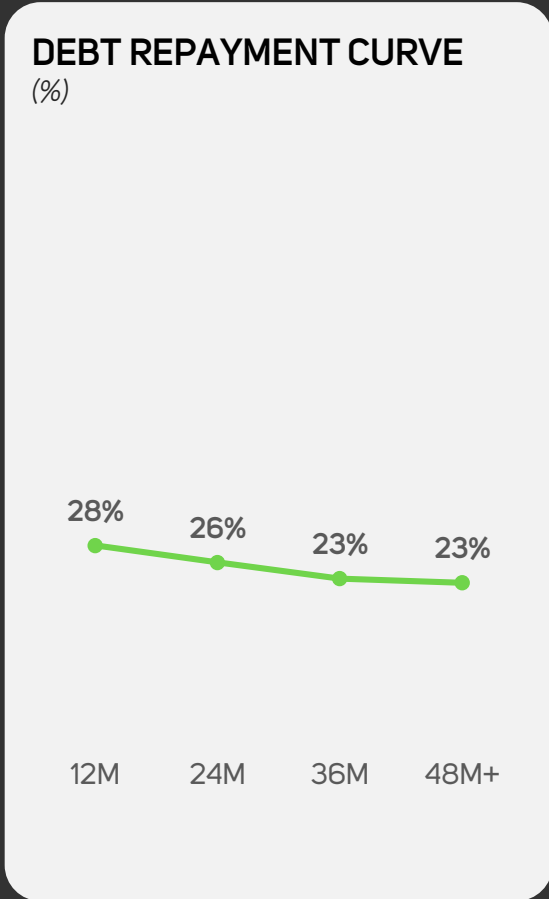
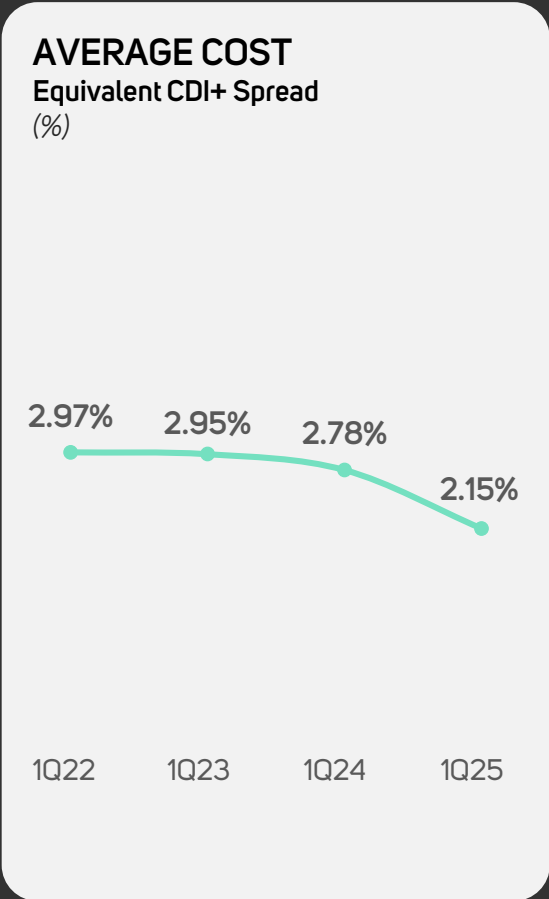
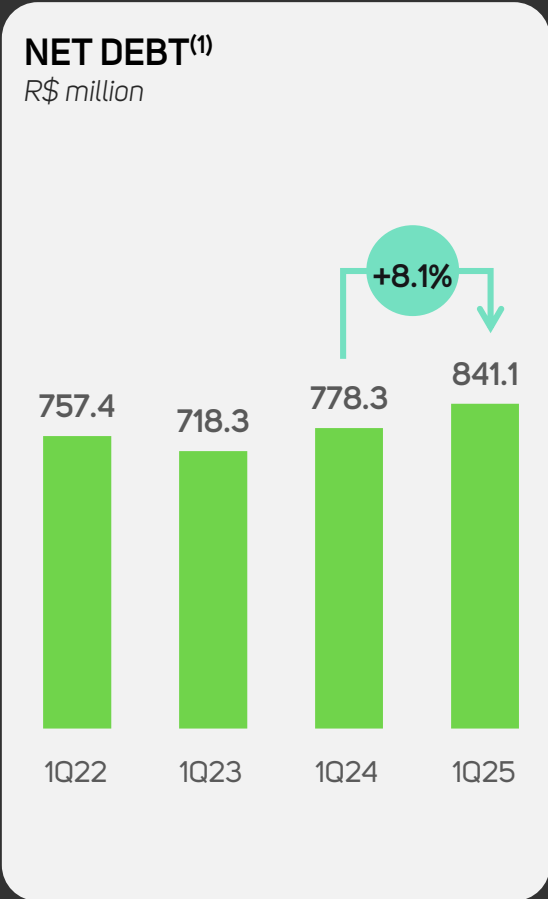
Strong cash generation, with disciplined capital allocation

CASH FLOW⁽¹⁾

Consolidated (R\$ million)



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



(1) Total Bank Debt (Debentures and CRI, Bank loans and Funding costs) + Other Liabilities (Accounts payable for acquisition of investments and tax installments) – Cash and cash equivalents.

01 Highlights



02 4Q23 Results



03 Closing Remarks

04 Q&A





One more outstanding quarter



The company continues to present consistent results. While the first quarter is historically a period of lower flow, we maintained year-on-year revenue and margin growth, as well as continued loss reduction. These advances reinforce our confidence in the strategy adopted and in its potential to create value.

New Businesses



In 1Q25, we started 26 new operations in various segments and regions. This expansion reflects our belief that consistent business partnerships are essential to winning and renewing contracts. Combining our experience with the application of technology, we consistently expand our portfolio.

Our Vision of the Future



The Company's investment in new growth avenues is already showing results. Our Zul+ revenue totaled R\$11.5 million in 1Q25, up 27.7% from 1Q24. Our Electromobility division (Zletric) registered a revenue growth of 97.8% and we believe there is still much value to be captured.

01 Highlights



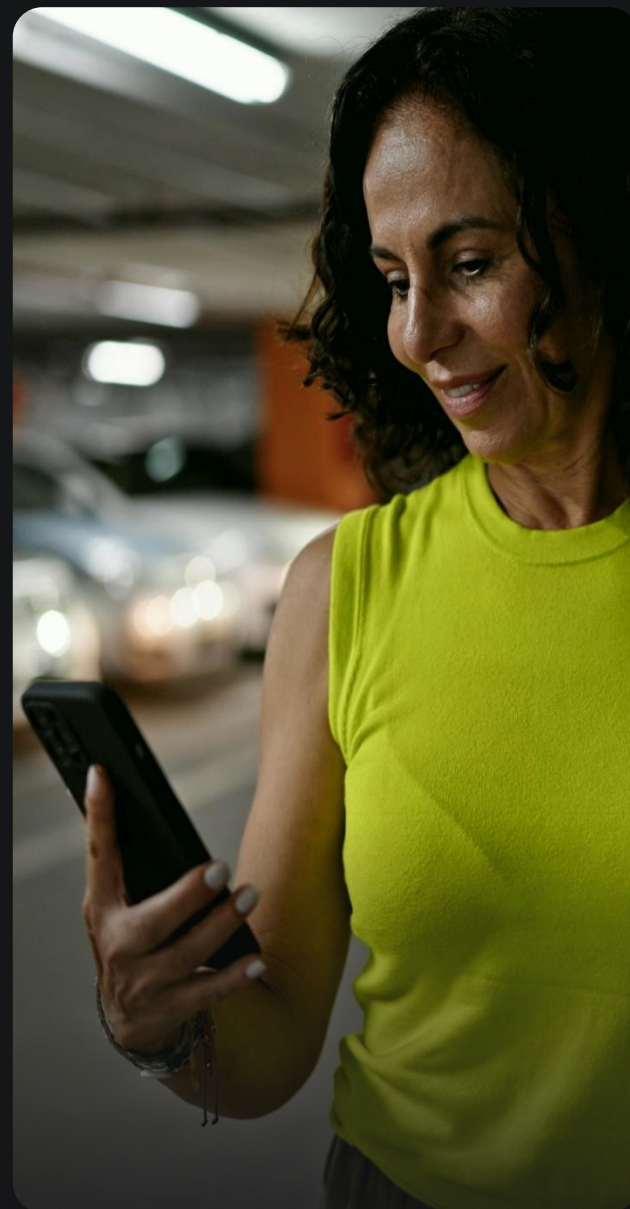
02 4Q23 Results



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04 Q&A





Talk to IR

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