

Results

4Q21

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DISCLAIMER

This document may contain forward-looking estimates and statements that are mostly based on current expectations, projections about future events and financial trends that may affect our business. Several important factors may adversely affect our results, estimates and forward-looking statements. Words such as “believe”, “can”, “aim”, “estimate” and similar terms aim to identify estimates and projections.

Considerations about forward-looking estimates and statements include information on results and projections, strategies, financing plans, competitive position, industry, 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 publicly update 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.

The information contained in this report must be analyzed together with the interim financial information, prepared under International Financial Reporting Standards (IFRS), approved by the Brazilian Securities and

Exchange Commission (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 Brazilian Securities and Exchange Commission (CVM).

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4Q21 Highlights



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NET REVENUE

+43.6%

Strong growth in 4Q21 vs. 4Q20

CASH GROSS MARGIN

21.8%

Returning to pre-pandemic levels

ADJUSTED EBITDA

R\$24.1M

+20.3% in 4Q21 vs. 4Q20

CAPITAL STRUCTURE

Net debt reduction

and extension of short-term debt

AUTOTECH

Zul Digital

M&A approved at the ESM

ELECTRIC MOBILITY

ESG

MoU for an M&A transaction between the 2 largest semipublic EV charging players



AutoTech



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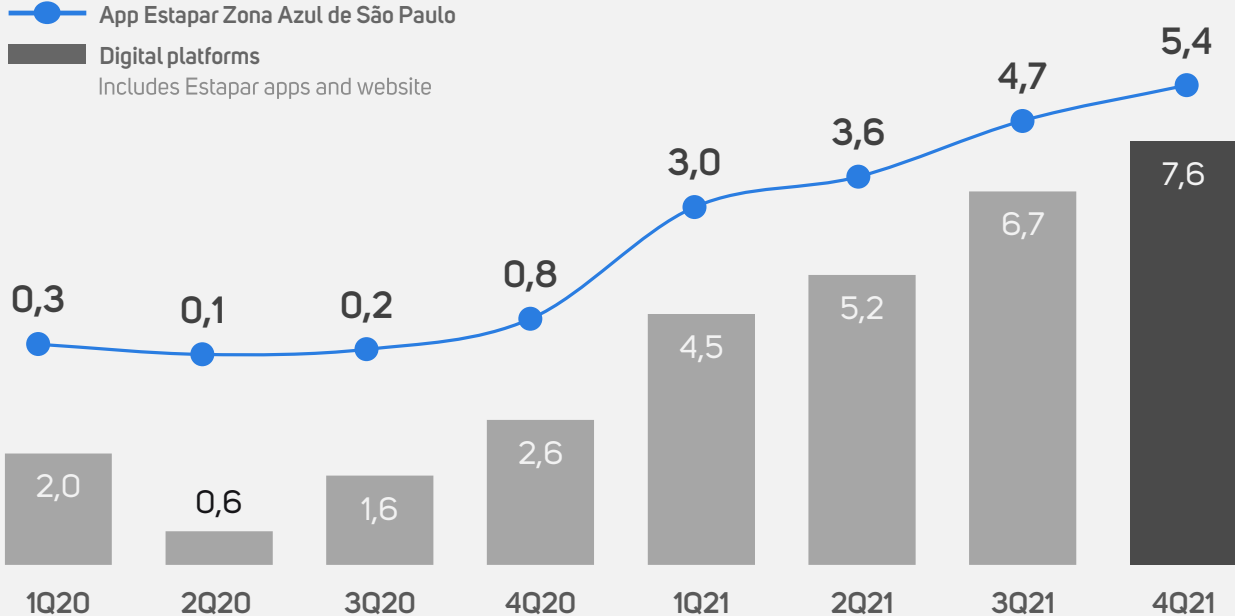
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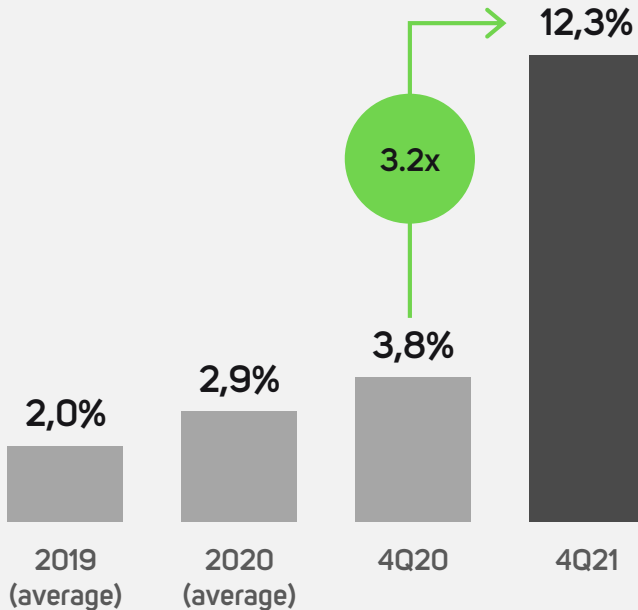
06

Record transactions and a notable increase in the share of the digital platform

TRANSACTIONS *in millions*



REVENUE (%) - Digital platforms vs. Total revenue



Connectivity

95%

of new vehicles will have connectivity by 2030. 5G will catalyze this trend.



AutoTech: the driver's marketplace

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The combination of Estapar and Zul Digital will give rise to Brazil's largest AutoTech platform



APPS ESTAPAR VAGA INTELIGENTE + ESTAPAR ZONA AZUL DE SÃO PAULO

3M+

users

27M

transactions / year

+90%

YoY growth in Estapar Reserva (Parking Reservation)



APPS ZUL DIGITAL

3M+

vehicles registered

416k

active monthly users

35M

tickets in 8 pay-and-display parking areas (Zona Azul)

109%

YoY growth in IPVA (Vehicle Property Tax) collection in Jan-22

10

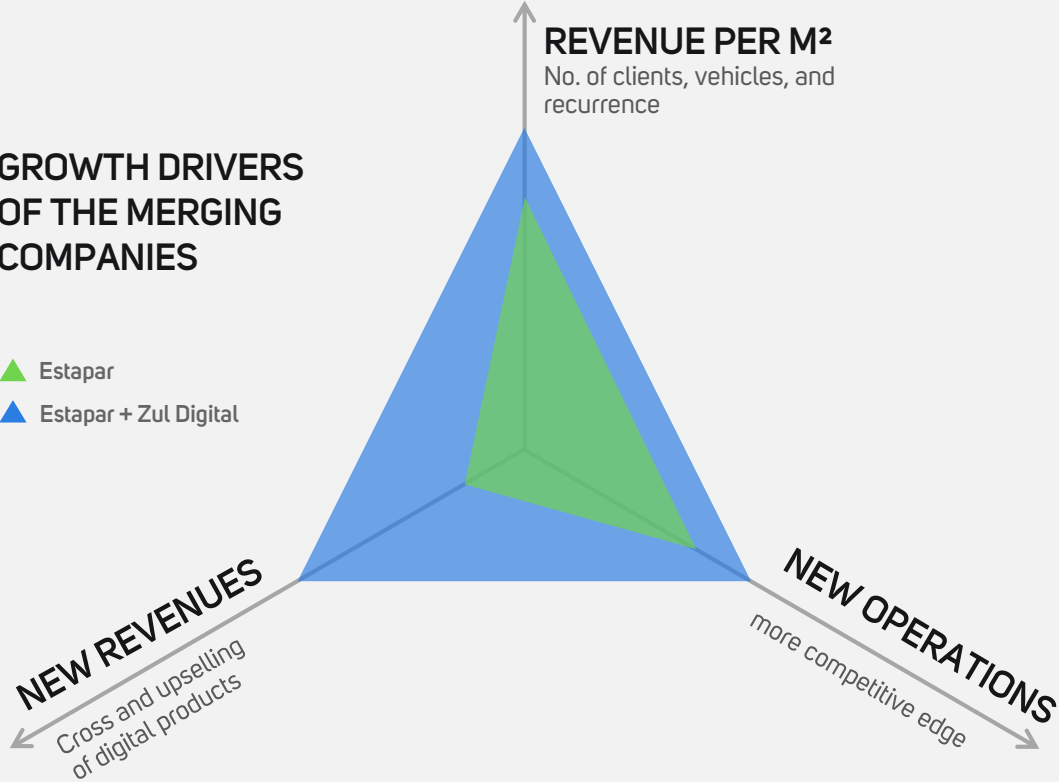
products
Zona Azul, TAG, Vehicle Licensing, IPVA, Fines, Auto Insurance, Purchase and Sale of Vehicles, Car Equity, CRLV, Fuel +4 MVPs

Strategic rationale behind the acquisition of Zul Digital

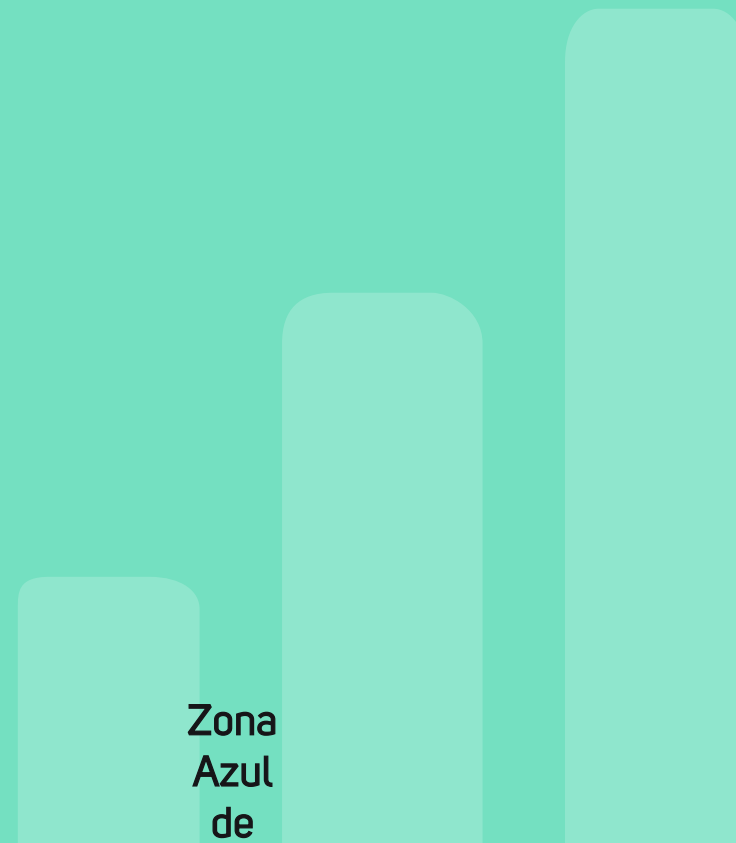
COMPLEMENTS	ZUL DIGITAL	ESTAPAR
Digital product mindset	●	
State-of-the-art mobile payment methods	●	
Data mining and XP Business Intelligence	●	
Large scale of users with recurrence		●
Diversified infrastructure in segments and geographies		●
Flow of long-term contracted clients		●
Customer acquisition cost (CAC) - AutoTech	●	Very low

GROWTH DRIVERS OF THE MERGING COMPANIES

- ▲ Estapar
- ▲ Estapar + Zul Digital



Reopening



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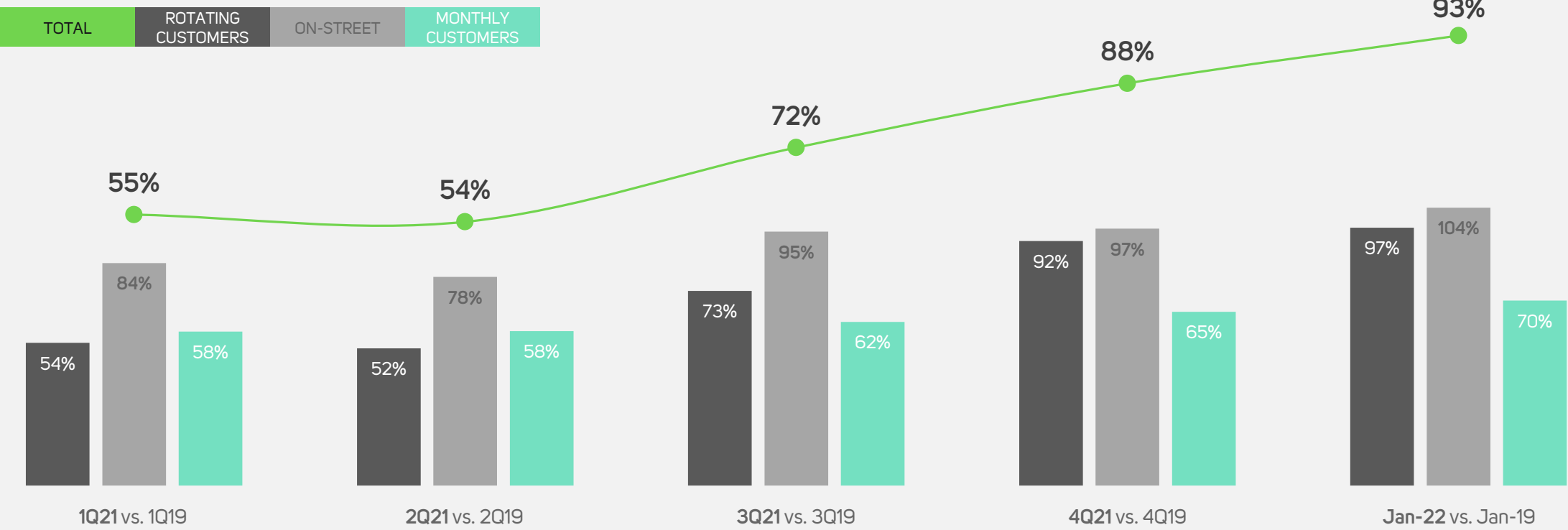
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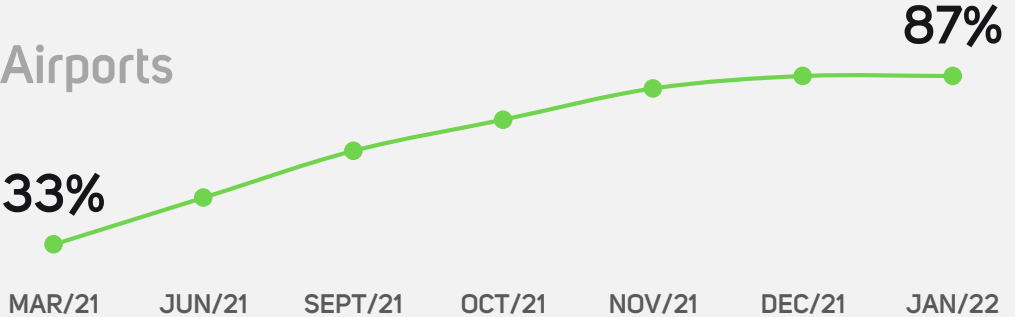
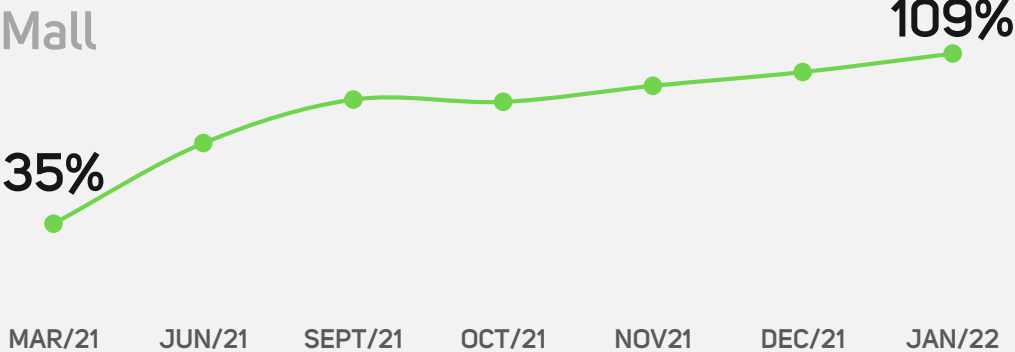
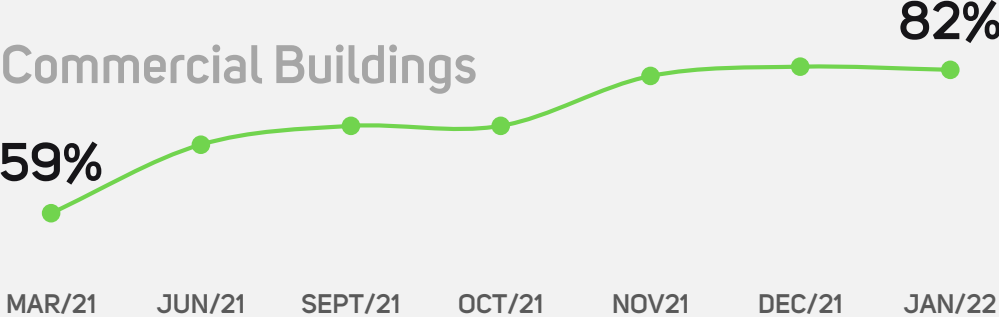
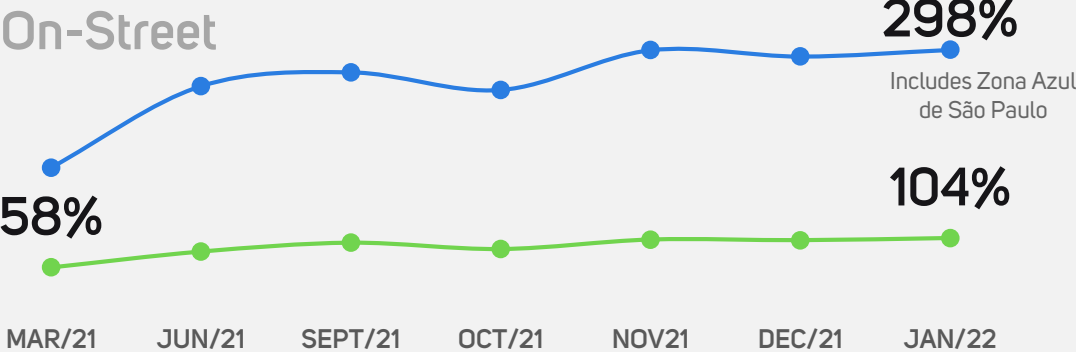
05

Revenue compared to 2019^{1,2} is returning to pre-pandemic levels



(1) On a comparable basis, it does not consider Zona Azul de São Paulo/SP;
(2) Preliminary unaudited information subject to changes

Revenue compared to 2019^{1,2} is returning to pre-pandemic levels



(1) On a comparable basis, it does not consider Zona Azul de São Paulo/SP
 (2) Preliminary unaudited information subject to changes

Zona Azul de São Paulo



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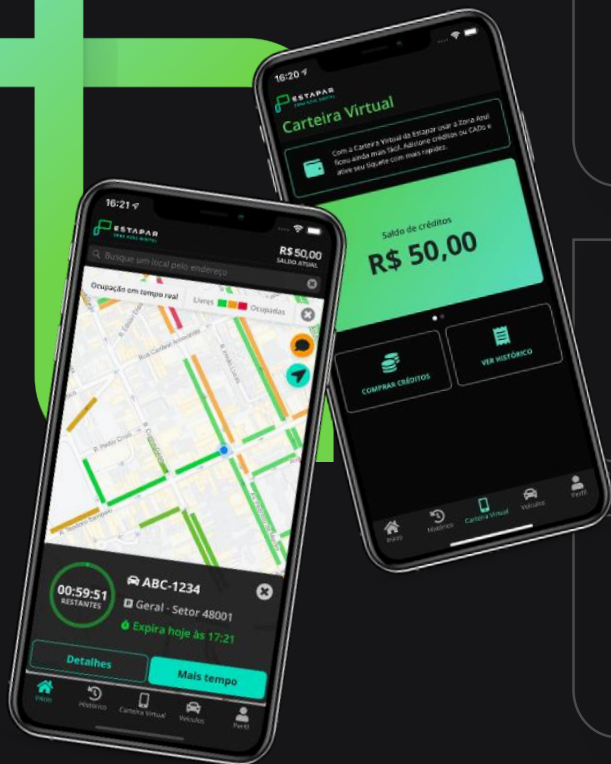
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2.2M
downloads

4.7
App Store Rating

1.4M
New users

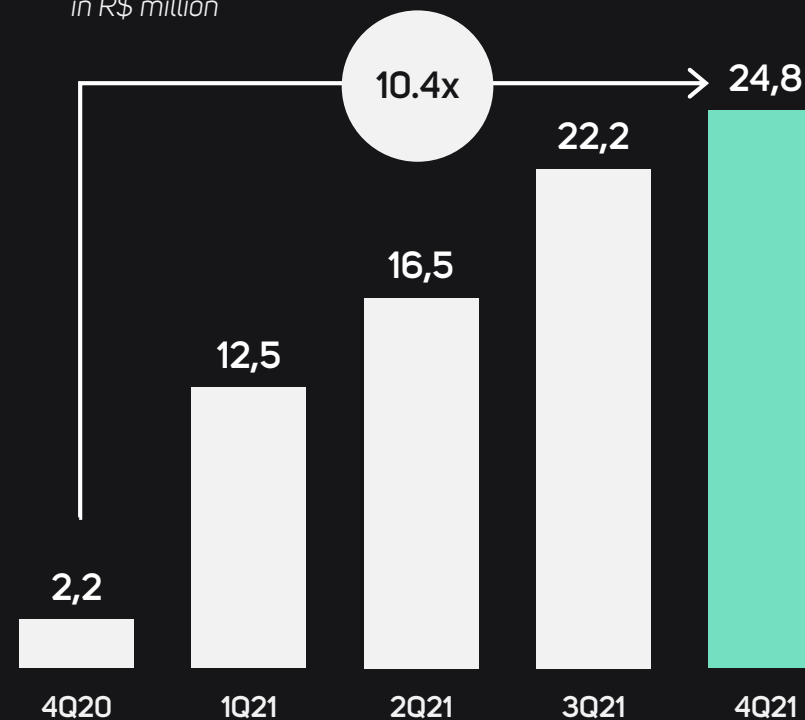
4.5
Android Rating

2x
Car scanners
and inspections

8.7
Reclame Aqui Rating



NET REVENUE
in R\$ million



Q2

4Q21 Results



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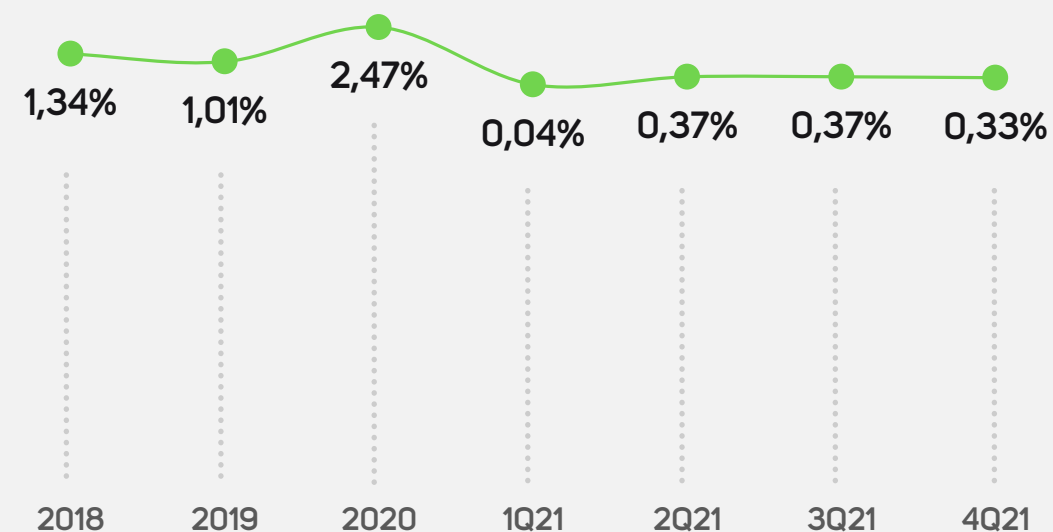
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Maintenance of market dominance, preserving the Company's profitability

NUMBER OF OPERATIONS AND PARKING SPACES PER SEGMENT

	DEC 31, 2020	DEC 31, 2021	%
OPERATIONS	665	650	-2%
PARKING SPACES	388,955	389,882	+1%
Leased and Managed	177,078	181,179	↑
Long-term contracts	99,695	98,349	→
On-street concessions	86,348	86,180	→
Off-street concessions	14,562	12,568	↓
Properties	11,272	11,606	↑

CHURN^{1,2}



(1) LTM Contribution Margin from ended operations divided by LTM Consolidated Contribution Margin

(2) Normalized Churn: excluding loss-making operations in 4Q21

4Q21 Results / Main Operations Inaugurated in 2021



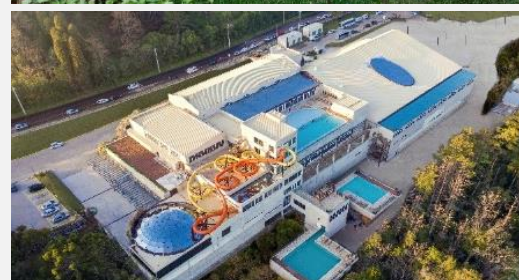
Month **Dec-21**
 Asset **Cidade Matarazzo**
 Parking spaces **602**



Month **Nov-21**
 Asset **Mono BTG Europa 105**
 Parking spaces **121**



Month **Oct-21**
 Asset **Helbor Wide São Paulo**
 Parking spaces **371**



Month **Sept-21**
 Asset **Thermas Park (Acquamotion)**
 Parking spaces **467**



Month **Aug-21**
 Asset **Shopping Limeira**
 Parking spaces **1,200**



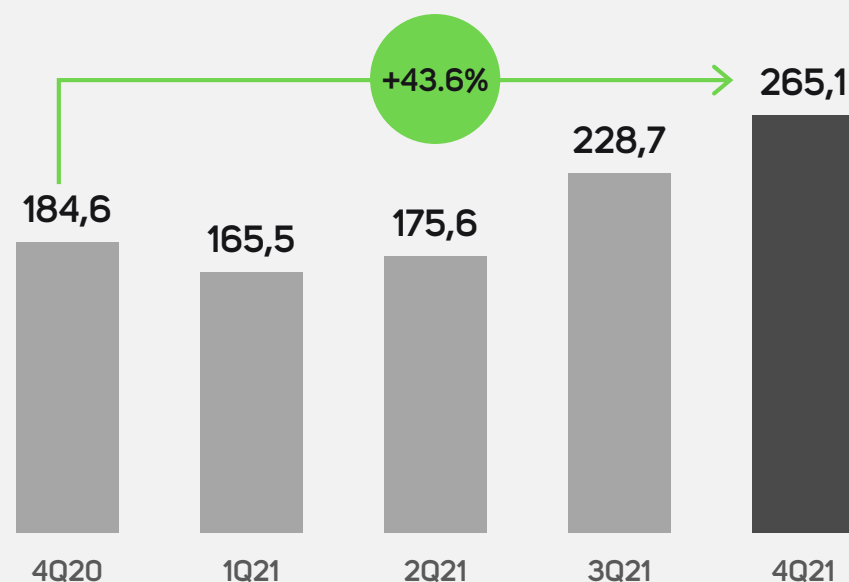
Month **Jul-21**
 Asset **Unimed Fortaleza Hospital**
 Parking spaces **414**



Month **Jul-21**
 Asset **Hopi Hari**
 Parking spaces **3,000**

Growth keeping up with the resumption of mobility

Consolidated IFRS (in R\$ million)



BY SEGMENT <i>in R\$ million</i>	4Q20	4Q21	Var. (%)
Leased and Managed	90.2	120.9	+34.0%
Long-term contracts	59.6	77.8	+30.4%
Off-street concessions	16.1	25.1	+56.6%
On-street concessions	12.1	34.5	+184.7%
→ Zona Azul de São Paulo ¹	2.6	24.8	>200.0%
→ Other On-Street Concessions	9.5	9.7	+1.8%
Properties	5.8	6.5	+13.5%
Other	0.8	0.4	-50.2%
Total	184.6	265.1	+43.6%

Best quarter since the pandemic broke out: growth in line with the resumption of mobility activities, especially in shopping malls, commercial buildings, areas and parks.

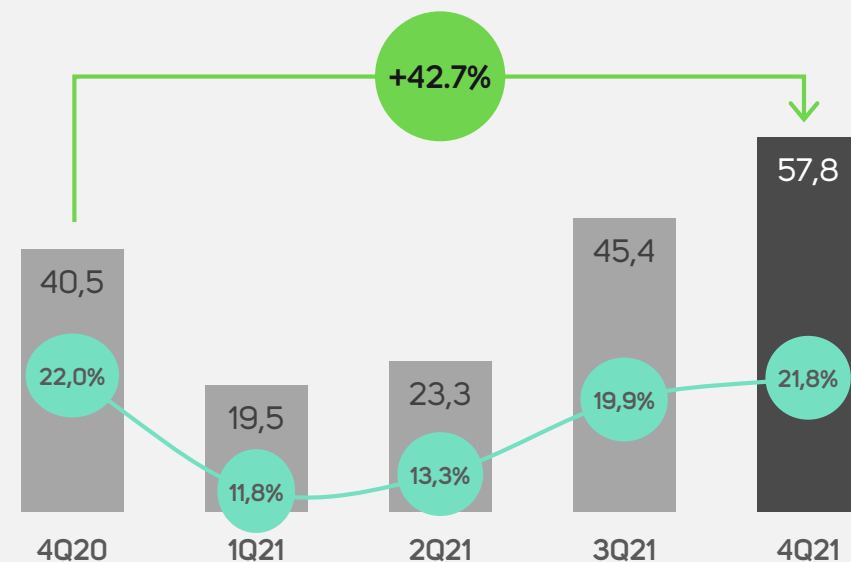
Consecutive records in the On-Street segment: growth in the first year of Zona Azul de São Paulo Concession (still under maturation);

(1) Zona Azul de São Paulo: 4Q20 with the result of the sale of Digital Cards (CADs) until the concession initiated on Nov 17, 2020

Structural process adjustments and costs improving margins

Cash Gross Profit (Consolidated in R\$ million)

- Cash Gross Profit pre-IFRS 16 and pre-IFRIC 12
- Cash Gross Margin pre-IFRS 16 and pre-IFRIC 12



BY SEGMENT in R\$ million	4Q20	4Q21	Var. (%)
Leased and Managed	17.8	25.1	+41.3%
Long-term contracts	28.7	30.6	+6.4%
Off-street concessions	(3.8)	(2.9)	+23.1%
On-street concessions	(10.0)	22.8	>200.0%
→ Zona Azul de São Paulo ¹	(13.5)	19.6	>200.0%
→ Other On-Street Concessions	3.5	3.1	-10.3%
Properties	2.6	3.1	+19.0%
Other	(8.3)	(14.1)	-14.3%
Total	27.0	64.5	+72.4%
(-) Zona Azul de São Paulo ²	13.5	(13.0)	<200.0%
(-) Non-recurring effects ³	0.0	6.3	N/A
Total (normalized)	40.5	57.8	+42.7%

Cash Gross Margin on the rise, given our structural adjustments, such as the reduction of around 30% in the effective rate.

(1) Zona Azul de São Paulo: 4Q20 with the result of the sale of Digital Cards (CADs) until the concession initiated on Nov 17, 2020

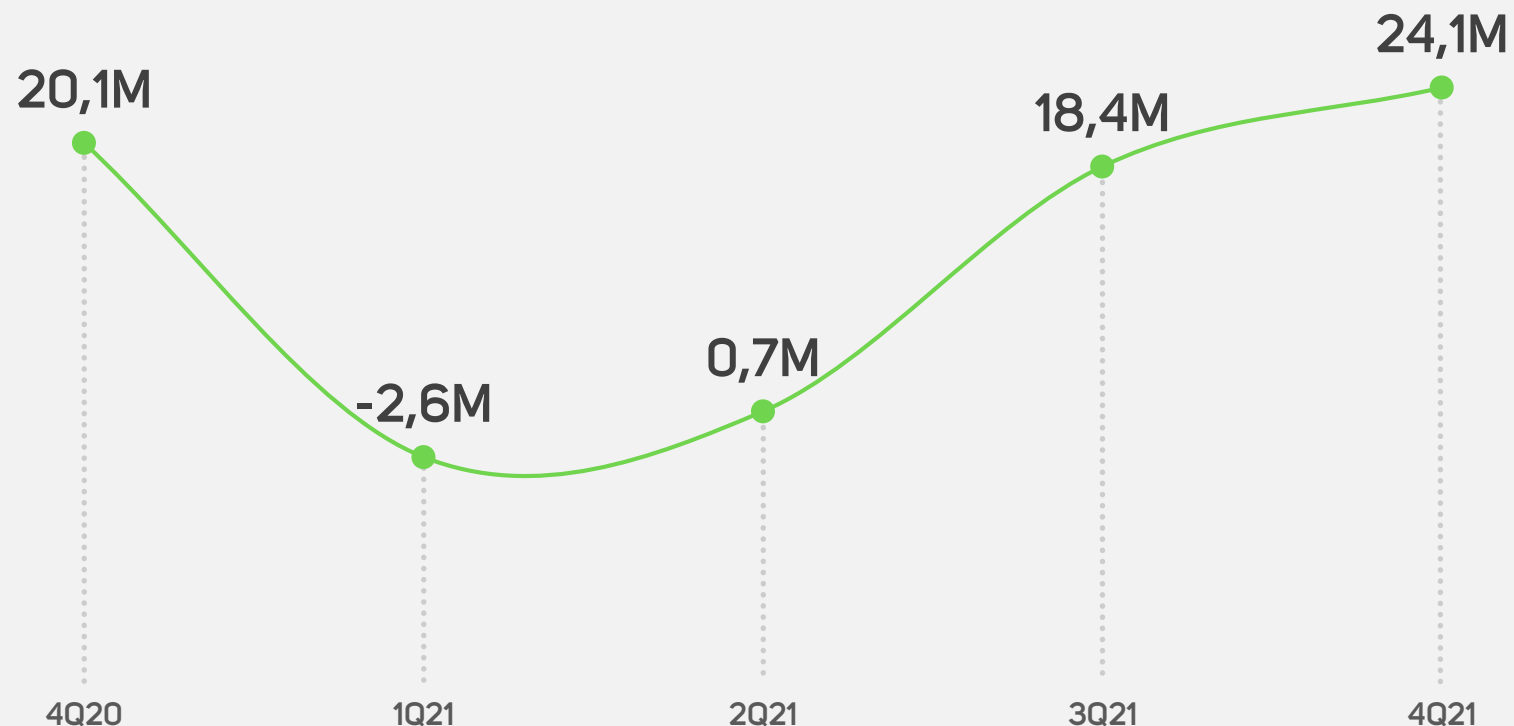
(2) Pre-IFRIC 12 for comparison purposes

(3) Non-recurring effects: write-off of non-cash fixed assets, one-off personnel adjustment expenses, and expenses from the termination of loss-making operations (Off-Street Concession)

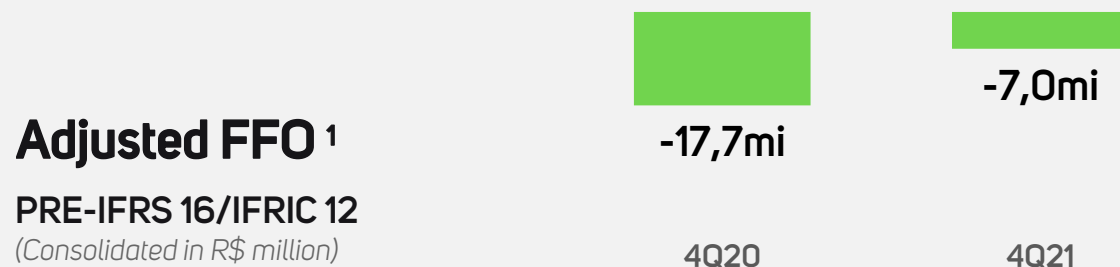
Growth in operating cash generation

ADJUSTED EBITDA^{1,2}
PRE-IFRS 16 AND PRE-IFRIC
12

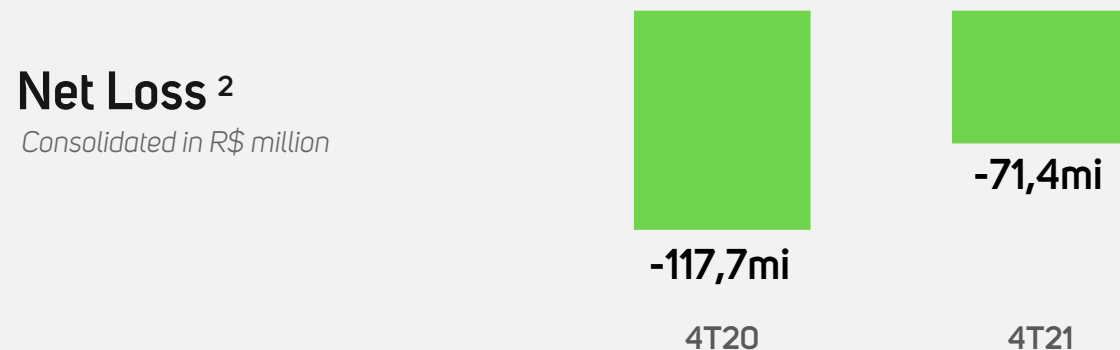
Consolidated in R\$ million



- (1) 4Q20: excluding Zona Azul de São Paulo Concession, in the pre-operating phase, of approximately -R\$38.1 million (negative)
- (2) 2Q21: To better compare operating cash generation, Managerial EBITDA does not consider the non-cash effect from the adoption of IFRIC 12 in the amount of approximately -R\$3.6 million (negative) per quarter, or -R\$14.5 million (negative) in the year



Adjusted FFO increased by over 60%, driven by revenue recovery in 2021 and the operational leverage of Zona Azul de São Paulo Concession (under maturation).



Net Loss shrank by 39% year on year, excluding remeasurement and termination gains related to IFRS 16.

- 4Q20 Accounting Loss: -R\$15.0 million
- 4Q21 Accounting Loss: -R\$50.9 million

(1) 2021: To better compare operating cash generation, Managerial FFO does not consider the non-cash effect from the adoption of IFRIC 12 in the amount of approximately -R\$3.6 million (negative) per quarter, or -R\$14.5 million (negative) in the year

(2) Excluding remeasurement and termination gains related to IFRS 16, in the amount of R\$102.7 million (positive) in 4Q20 and R\$20.5 million (positive), both recorded in the "Other operating (income) expenses" line of the Income Statement

Focus on deleverage and financial discipline

MANAGERIAL CASH FLOW

Consolidated in R\$ million



Operational Flow and Working Capital

Resumption of revenue coupled with spending adjustments and financial discipline

CAPEX

Investments in technology to maintain the portfolio and expand new operations.

Debt renegotiation

Completion of renegotiation of ZAD São Paulo's 2nd Series Debenture, with payments to be made by 2024.

Payment of Loans and Interest

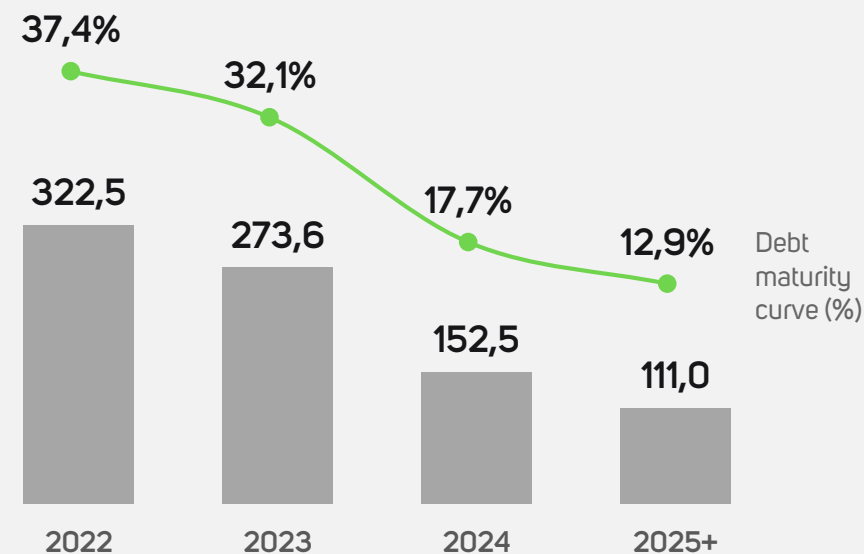
Payment of interest principal, reducing the Company's Net Debt.

(1) Restricted Marketable Securities.

Net debt reduction

<i>Consolidated in R\$ million</i>	DEC 31, 2020	SEPT 30, 2021	DEC 31, 2021
Debentures	645.4	563.0	522.7
Bank Loans	227.8	336.0	336.9
Total Bank Debt	873.2	899.0	859.6
(+) Funding Costs	(7.9)	(7.2)	(6.6)
(+) Other Obligations ¹	6.2	7.1	0.2
(-) Cash and Cash Equivalents	(42.1)	(64.8)	(96.4)
Net Debt	829.3	834.4	756.8
Average Cost (CDI Spread + Equiv.)	3.32%	2.98%	3.01%

BANK DEBT AMORTIZATION SCHEDULE *on Dec 31, 2021*



(1) Accounts payable from the acquisition of investments and tax installments

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ESG | Electric Mobility



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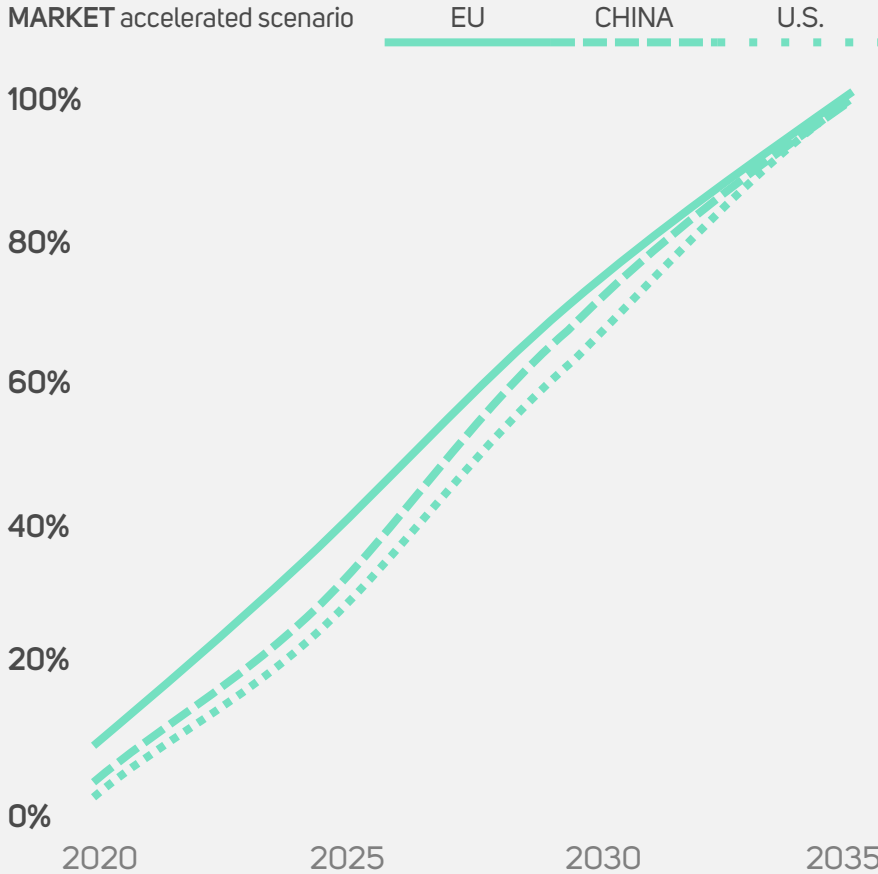
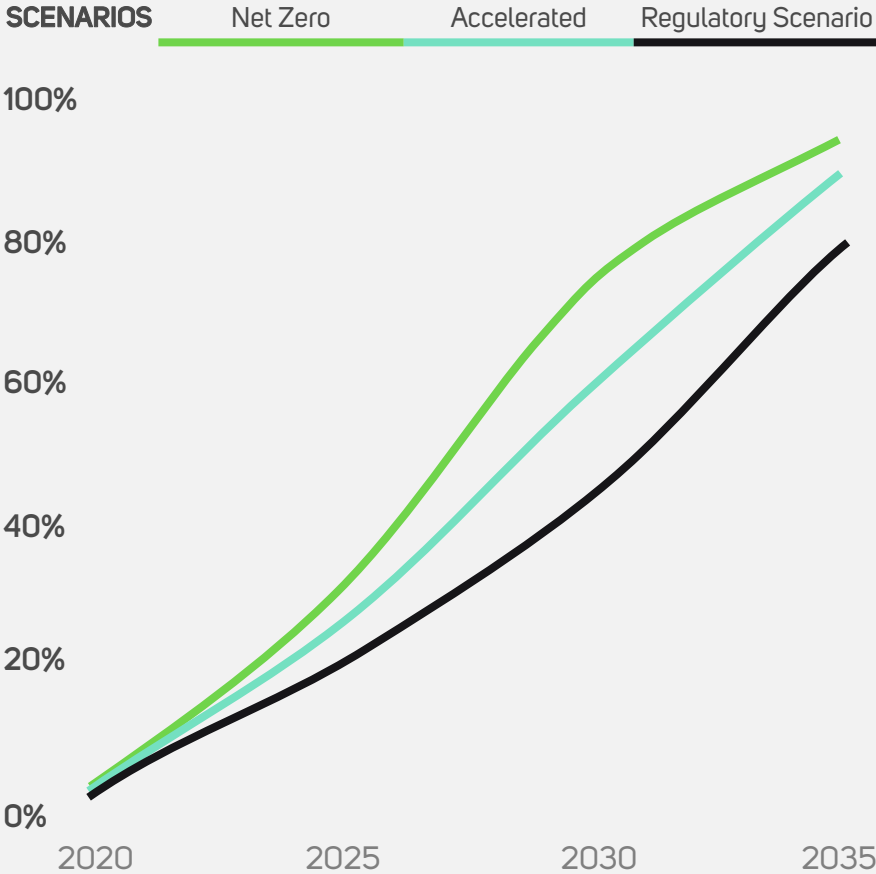
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Electric Mobility / Evolution of the sales percentage of new electric vehicles



Sales percentage of new electric vehicles (BEV, FCEV, PHEV)
 Source: McKinsey, "Why the automotive future is electric", 2021



Ecovagas + Zletric

MoU signed for the combination of the platforms

The purpose of the business combination is to create Brazil's **leading EV charging player**

Strategic rationale and synergies:

 Parking lot network, number of clients, recurrence and B2B expertise	 EV charging equipment, distribution and sale of energy	 Network of charging stations, technology and B2C expertise
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Closing Remarks



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Reopening

The recurring growth in revenue in recent months – as the pandemic dies down and mobility returns to normal levels – gives us confidence that 2022 will be a strong year.

Deleverage

Estapar's management remains committed to financial discipline and focused on spend management, leverage reduction and profitability increase.

AutoTech

The combination of Estapar and Zul Digital will further strengthen the competitive edge of our core business and multiply opportunities and growth avenues for the Company.

Electric Mobility

Electro mobility has become increasingly important in Brazil and the world, and Estapar will once again be at the forefront of this urban mobility trend.

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Q&A



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