

2Q21 RESULTS

EARNINGS PRESENTATION

ITAG B3 IGC B3 IGC-NM B3 **ALPK**
B3 LISTED NM



Disclaimer

This document may contain forward-looking estimates and statements, which 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, such as in our 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, sectorial environment, potential growth opportunities, the effects of future regulations and competition. Such estimates and projections refer only to the date on which they were expressed, and we do not undertake 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 current regulations, especially CVM Instructions 480 and 358.

The information contained in this report must be analyzed together with the interim financial information, prepared in accordance with the 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 of the Brazilian Securities and Exchange Commission (CVM).

AGENDA

1. 2Q21 Highlights

- | | |
|----------------------------|----|
| 1. Digitalization Strategy | 04 |
| 2. Reopening | 09 |

2. 2Q21 Results 12

3. ESG 20

4. Closing remarks 22

5. Q&A 24

The background features several thick, bright green lines that form abstract, overlapping rectangular shapes, some with rounded corners, creating a modern, geometric pattern.

Digitalization Strategy

ITAG B3 IGC B3 IGC-NM B3

ALPK
B3 LISTED NM

 **ESTAPAR**

2Q21 HIGHLIGHTS | ROLLOUT OF ESTAPAR'S DIGITALIZATION STRATEGY⁽¹⁾

+2.4M

Users on the Online Platform only (+137.8% vs 2Q20)

5.2M

Transactions via App and e-commerce (+9x vs 2Q20)

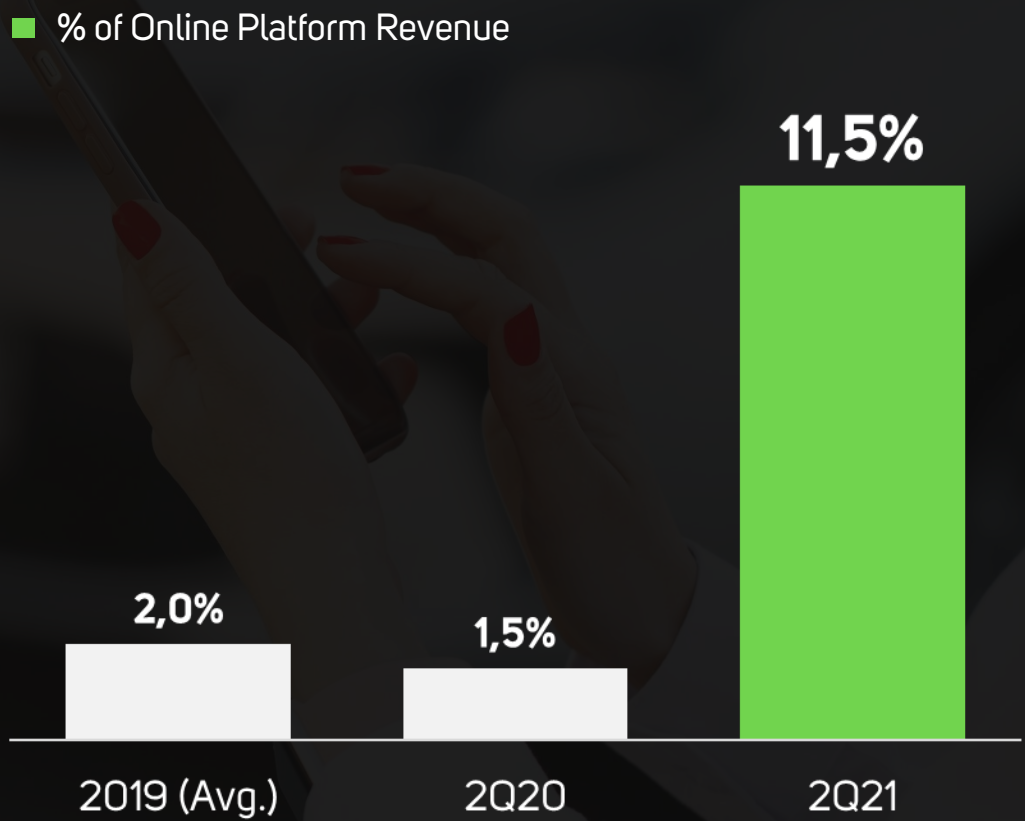
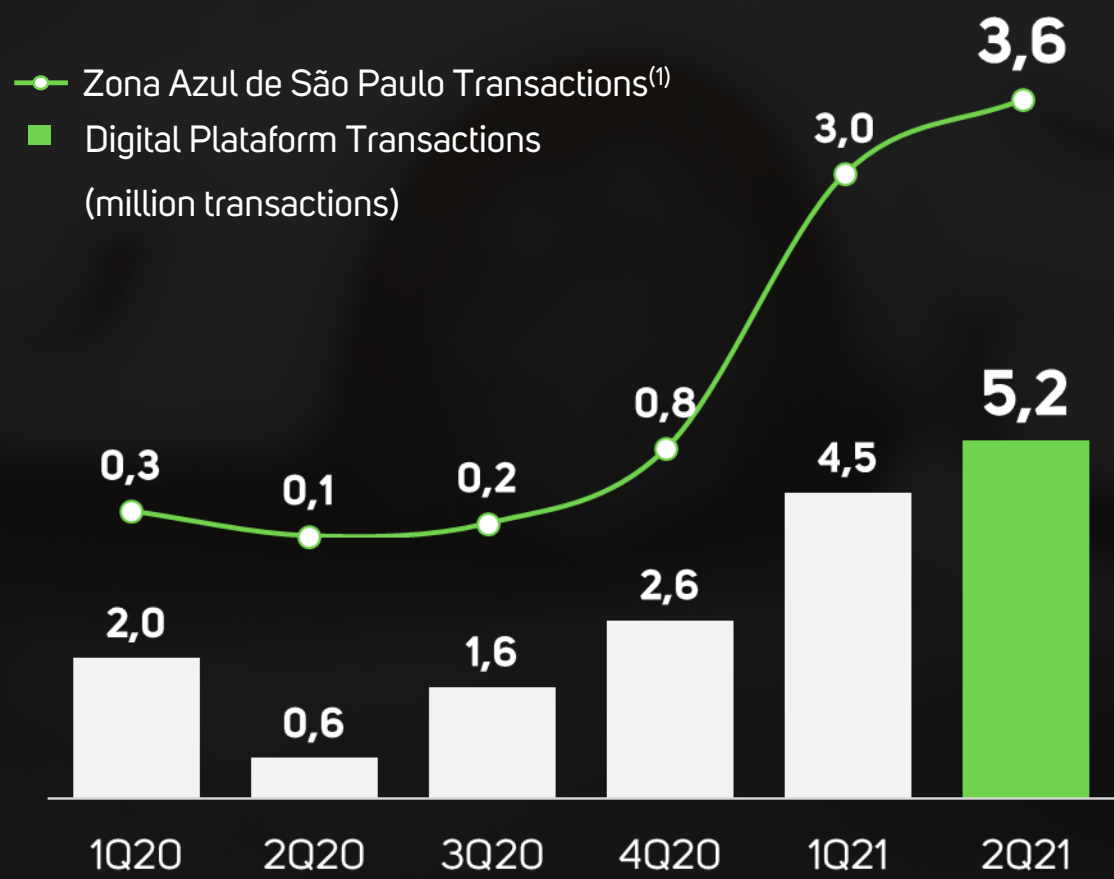
+5.4k

New users per day during 6M21

663%

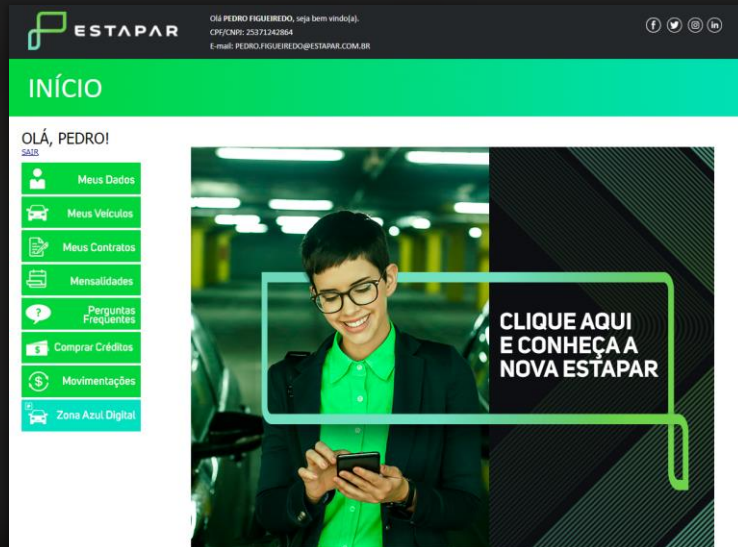
Crescimento do % de Receitas da Plataforma On-line sobre a Receita Total vs. 2Q20

2Q21 HIGHLIGHTS | ALL-TIME RECORD IN VOLUME OF TRANSACTIONS



(1) Including transactions carried through the Estapar Nova Zona Azul – SP App

2Q21 HIGHLIGHTS | SEVERAL SOLUTIONS WITH INTERACTION AND CROSS SELLING



Platform for Enterprises, with Several Solutions, including **Monthly Plan for your Company**



Ideal Combination of **economy, convenience and safety** for those who search for a parking space in major airports or arenas countrywide

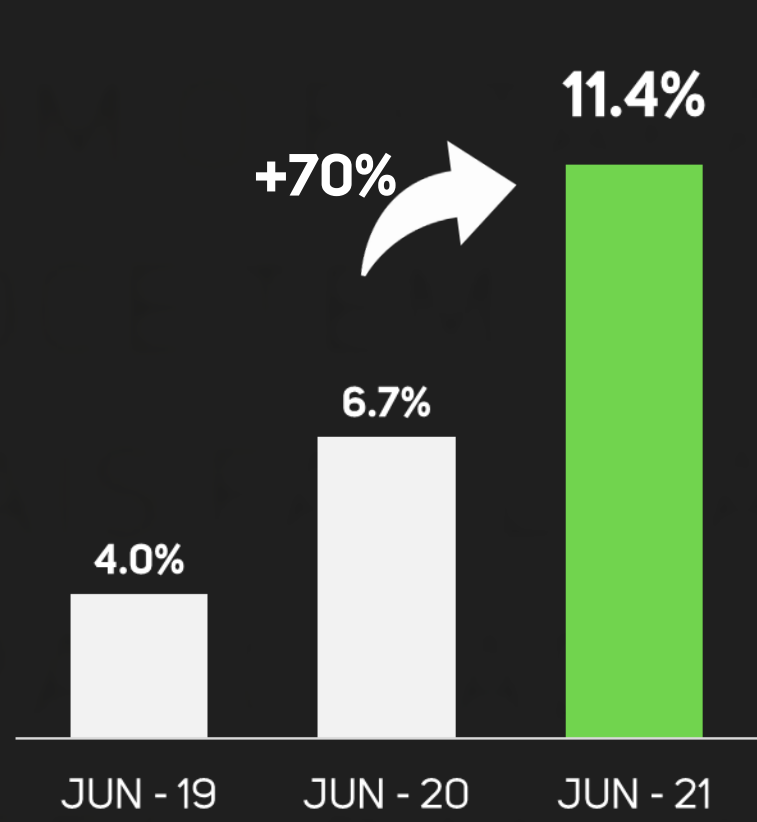


New Solutions aligned with new tendencies of users behaving

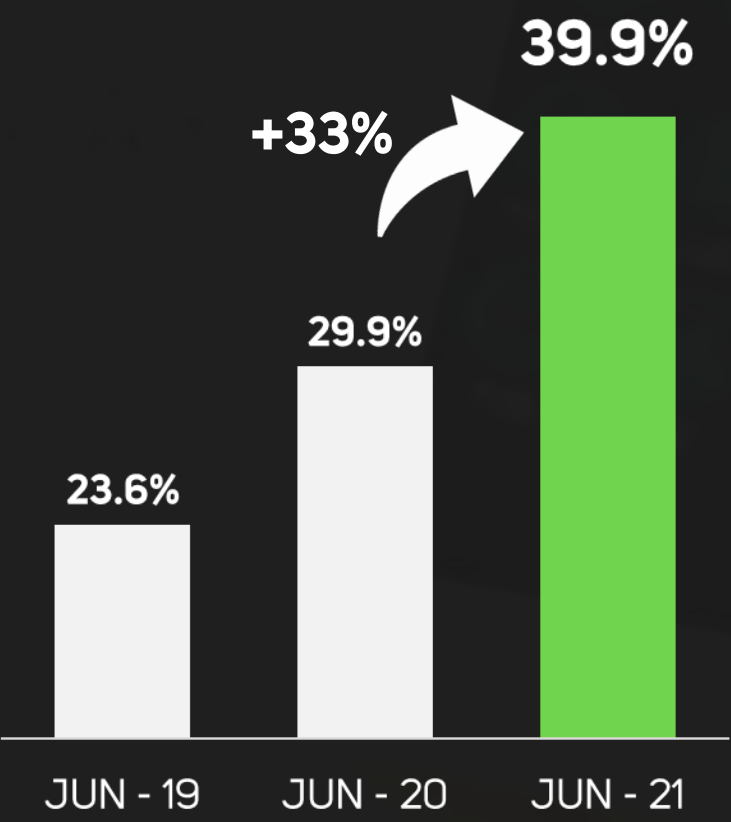


2Q21 HIGHLIGHTS | DIGITALIZATION IS GROWING IN KEY SECTORS

% of Rotating Revenues via Estapar Reserva (Airports)⁽¹⁾



Digitalization Ratio in On-Street Operations⁽²⁾



Digitalization Ratio in Zona Azul de São Paulo⁽³⁾



(1) % of rotating clientes in Airports operations
(2) Percentage of On-Street Revenues from Vaga Inteligente App (not considering Zona Azul de São Paulo)
(3) 11.9% from Zona Azul de São Paulo Revenues come from PDV (Selling Points)



Reopening

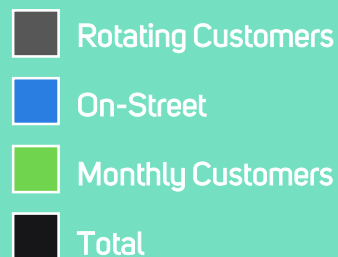
ITAG B3 IGC B3 IGC-NM B3

ALPK
B3 LISTED NM

 **ESTAPAR**

2Q21 HIGHLIGHTS | REOPENING: CONSISTENT RECOVERY POST-SECOND WAVE

Quarterly revenue as % of 2019⁽¹⁾



Announcements made in São Paulo State⁽³⁾



JAN/17: Vaccination starts in São Paulo State



AUG/3: 80% of adult population in São Paulo vaccinated with at least 1 shot

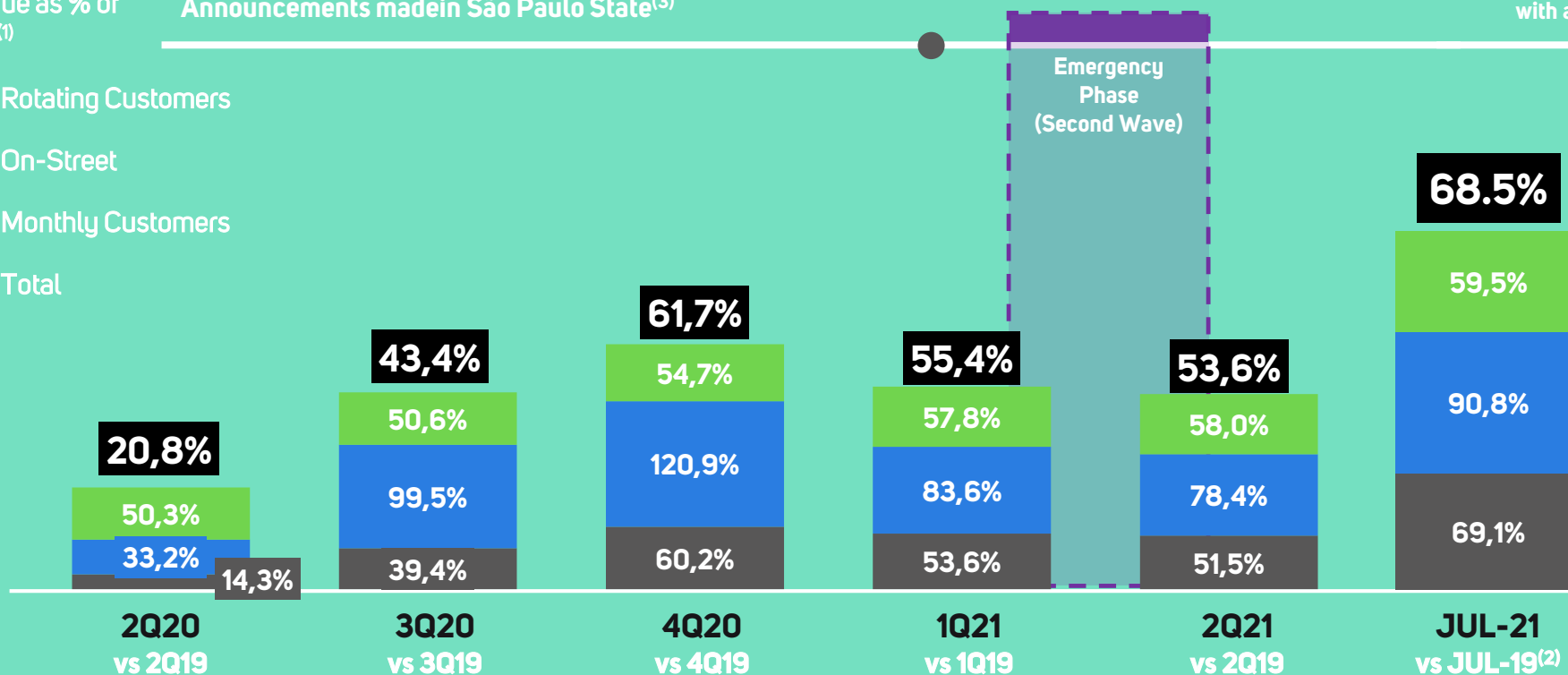


SEPT/21: 100% of adult population vaccinated with at least 1 shot

Aug, 17: Permission granted to Social Events, museums and fairs

NOV/01: Stand-up shows and full access to sport events

Emergency Phase (Second Wave)



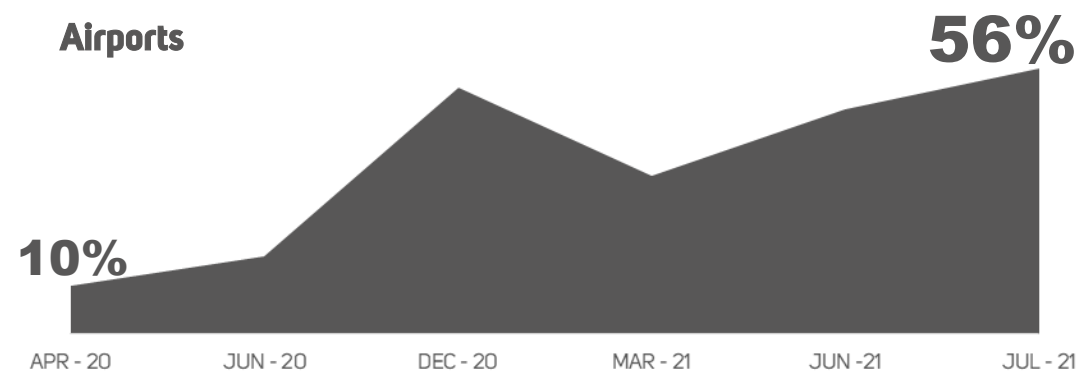
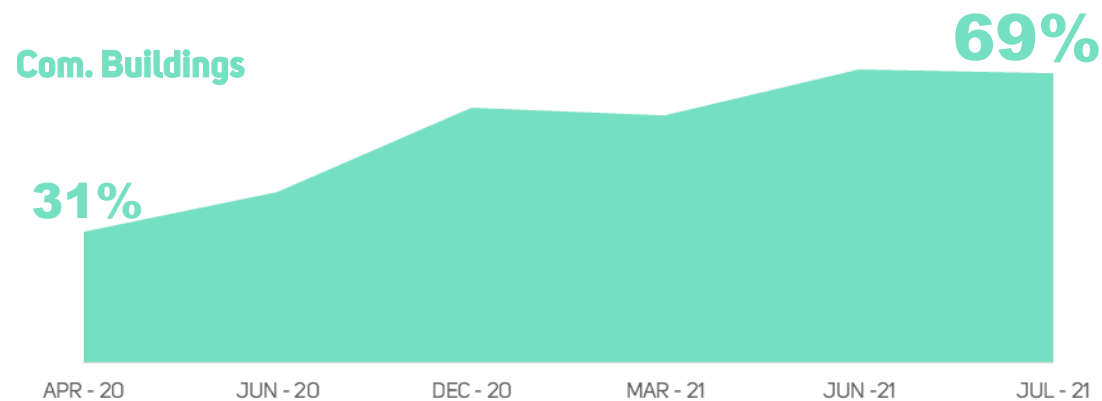
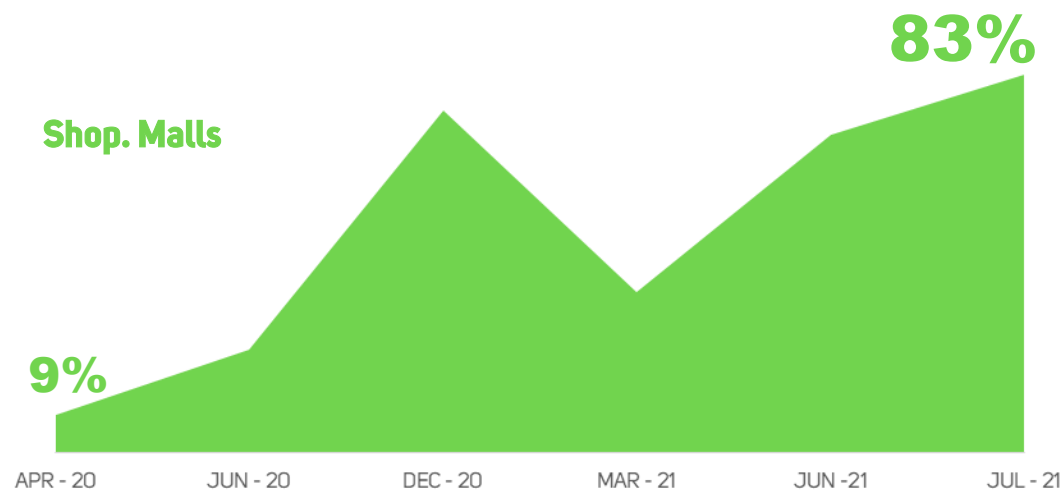
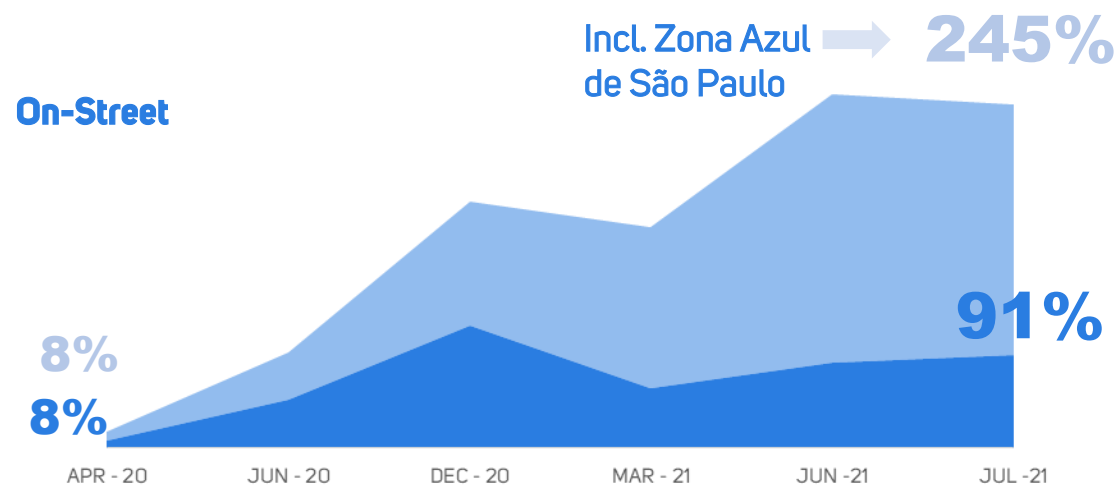
(1) Not considering Zona Azul de São Paulo and Zona Azul de Itajaí Concessions since Dec/20

(2) Preliminary Information, non-audited and subject to changes

(3) São Paulo State Population: +44M inhabitants

2Q21 HIGHLIGHTS | REOPENING: RECOVERY IN MAJOR SECTORS

Revenues as % of 2019⁽¹⁾



(1) Not Considering Downside Protection

(2) Not considering Zona Azul de São Paulo/SP and Itajaí/SC Concessions a partir de Dez/20

(3) Preliminary Information, non-audited and subject to changes



2Q21 Results

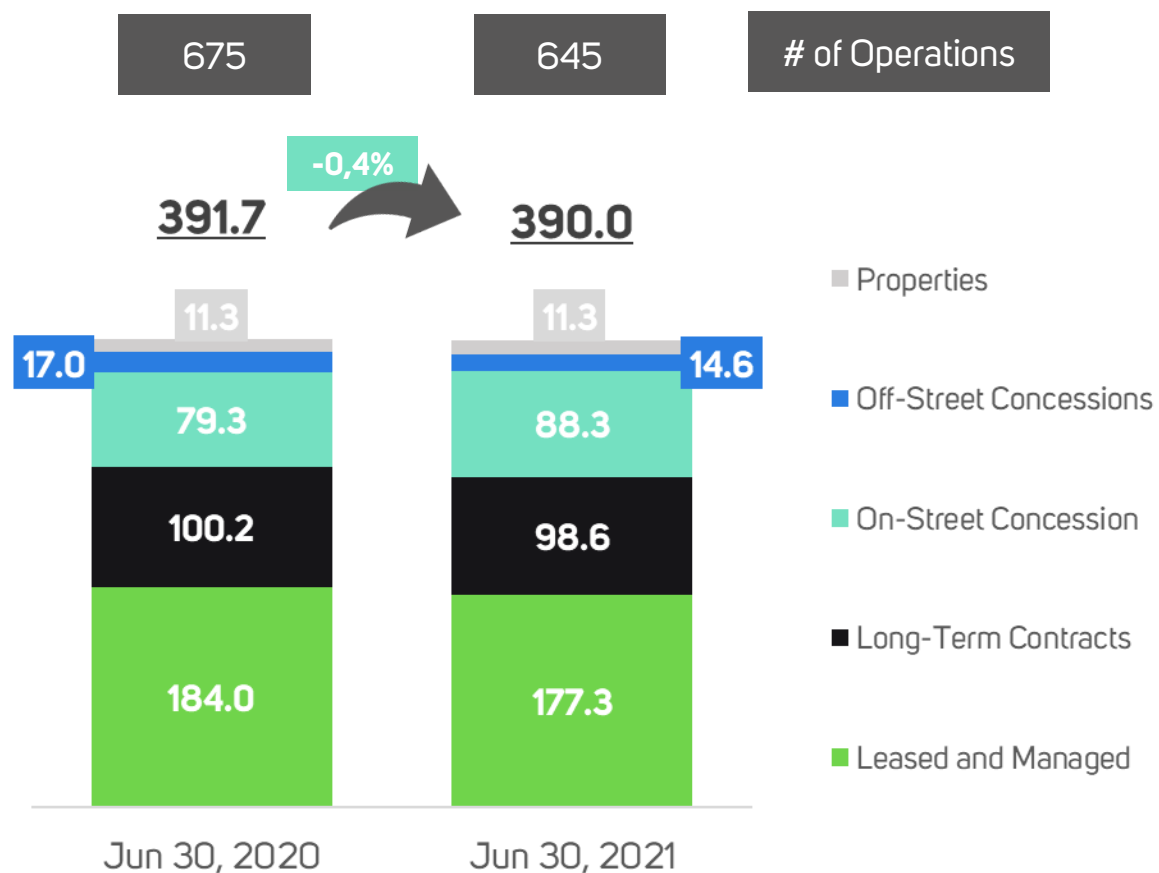
ITAG B3 IGC B3 IGC-NM B3

ALPK
B3 LISTED NM

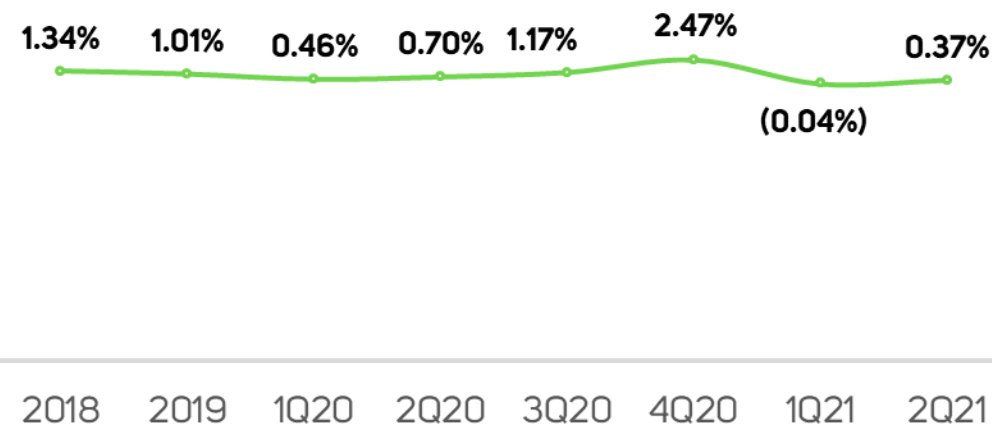
 **ESTAPAR**

OPERATIONS: PORTFOLIO WITH A FOCUS ON PROFITABILITY

Number of operations and parking spaces per segment
(‘000 parking spaces)



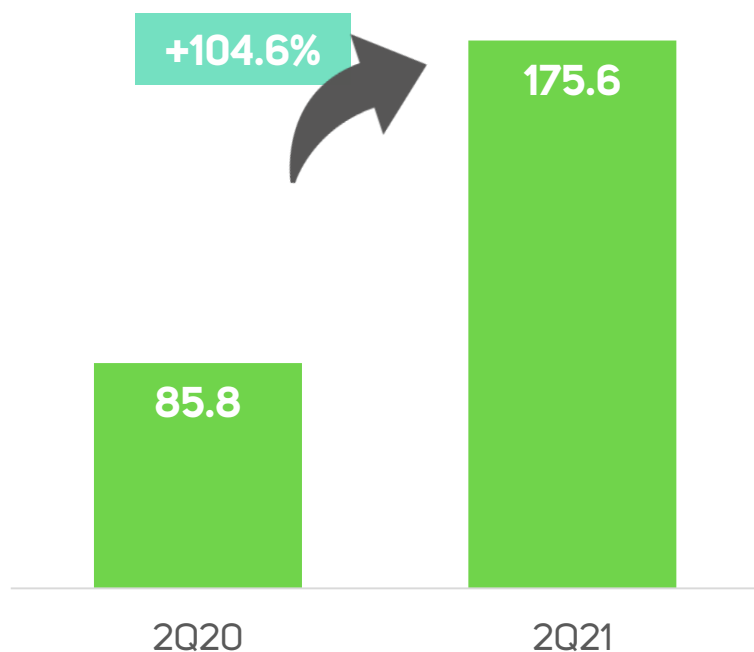
Churn⁽¹⁾



(1) LTM contribution margin for closed operations due the LTM consolidated contribution margin

NET REVENUES: VACCINATION LEVERAGING MOBILITY

IFRS, Consolidated, in R\$ million



per Segment	2Q20	2Q21	Var.%
Leased and Managed	35.2	71.7	+125.5%
Long-Term Contracts	39.1	54.5	+36.1%
Off-Street Concessions	4.8	14.5	+177,6%
On-Street Concessions	3.1	23.8	+670,0%
Zona Azul de São Paulo ⁽¹⁾	0.3	16.5	N/A
Other On-Street Concessions	2.8	7.3	+163,3%
Properties	2.0	4.8	+142,7%
Others	1.6	0.2	-83,1%
Total	85.8	175.6	+104,6%

- **Historical record in On-Street segment: recovery in all cities we operate** and further progress in Zona Azul de São Paulo Concession;
- **Off-Street Segment:** recovery in all sectors, especially Shopping Malls (fastest reopening pace) and Commercial Buildings in all regions we operate.

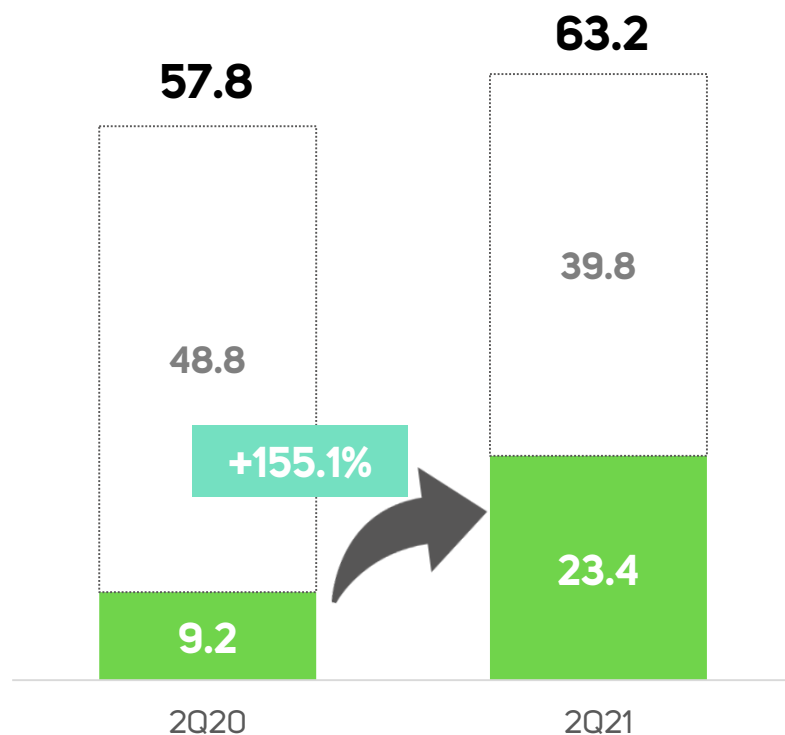
(1) Zona Azul de São Paulo: 2Q20 result of CADs resale; 2Q21: Concession results initiated on Nov/17/20

CASH GROSS PROFIT

Pre-IFRS 16/IFRIC 12, Consolidated, in R\$ million

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

□ IFRS 16 and IFRIC 12 adoption impacts



per Segmento (Pre-IFRS 16)	2Q20	2Q21	Var.%
Leased and Managed	(0.6)	14.8	N/A
Long-Term Contracts	20.4	26.0	+27.4%
Off-Street Concessions	(3.2)	(9.4)	-196.9%
On-Street Concessions	(5.9)	14.3	N/A
Zona Azul de São Paulo ⁽¹⁾	(5.5)	12.1	N/A
Other On-Street Concessions	(0.3)	2.2	N/A
Properties	(0.7)	1.6	N/A
Others	(6.4)	(10.9)	-69.6%
Total	3.6	36.4	N/A
(-) Zona Azul de São Paulo ⁽²⁾	5.5	(13.0)	N/A
Total (Normalized)	9.2	23.4	+155.1%

— Cash Gross Profit recovery in fuction of the consistent growth in Net Revenues between 2Q20 and 2Q21

(1) Zona Azul de São Paulo: 2Q20 result of CADs resale; 2Q21: Concession results initiated on Nov/17/20

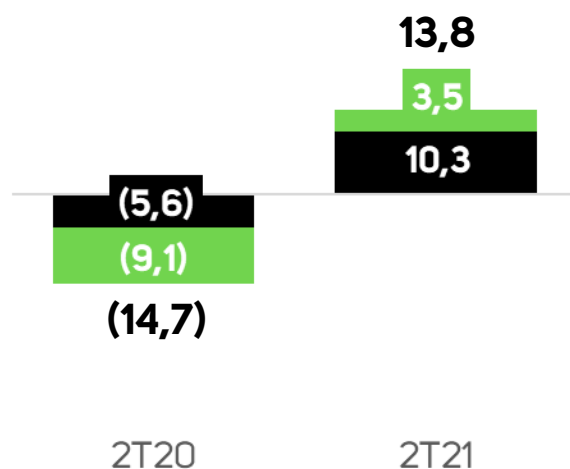
(2) In 2Q20 pre-operating costs; In 2Q21 Pre-IFRIC 12 for comparison purposes

EBITDA, FFO AND NET LOSS

Consolidated, in R\$ million

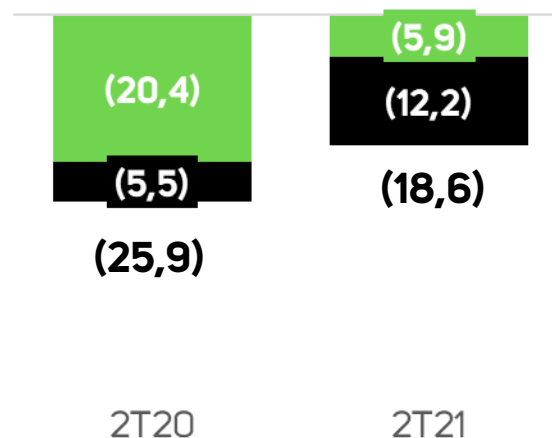
■ Zona Azul de São Paulo
■ Ex-Zona Azul de São Paulo

Adjusted EBITDA (Pre-IFRS 16)



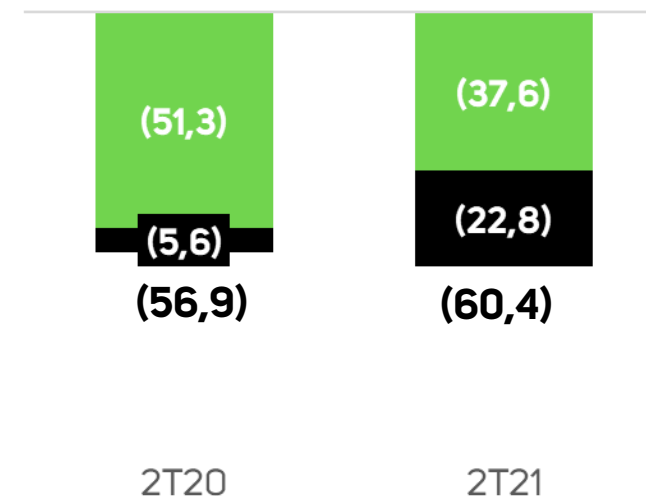
Adjusted EBITDA: positive impacts from the increase in Net Revenues in 2Q21 vs 2Q20

Adjusted FFO (Pre-IFRS 16)⁽¹⁾



Adjusted FFO: considers concessions Rights Payment, of R\$3.6M in 2Q21. **with no cash effect.**

Net Loss (IFRS)



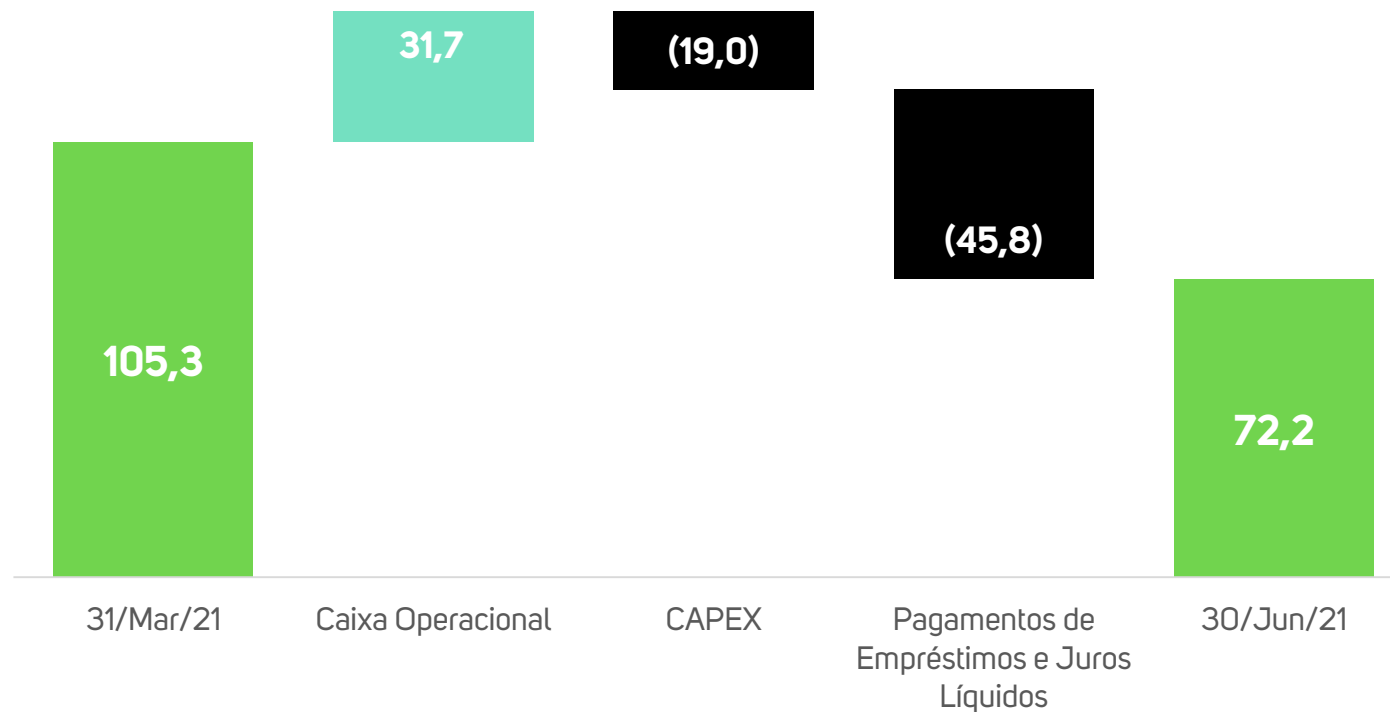
Net Loss: 2Q21 with a R\$10.0M amortization effect from initial grant of Zona Azul de São Paulo Concession initiated in Nov/20

(1) Pre-IFRIC 12

2Q21 CASH FLOW: EFFICIENT WORKING CAPITAL MANAGEMENT

Managerial, Consolidated, in R\$ million

- **Positive Operational Cash:** Efficient Working Capital Management through contracts renegotiations;
- **CAPEX:** postponement of discretionary investments. Allocation in renovation and implementation on operations which were already in our portfolio;
- **Loans and Financing:** amortization and payment of interests of Debentures

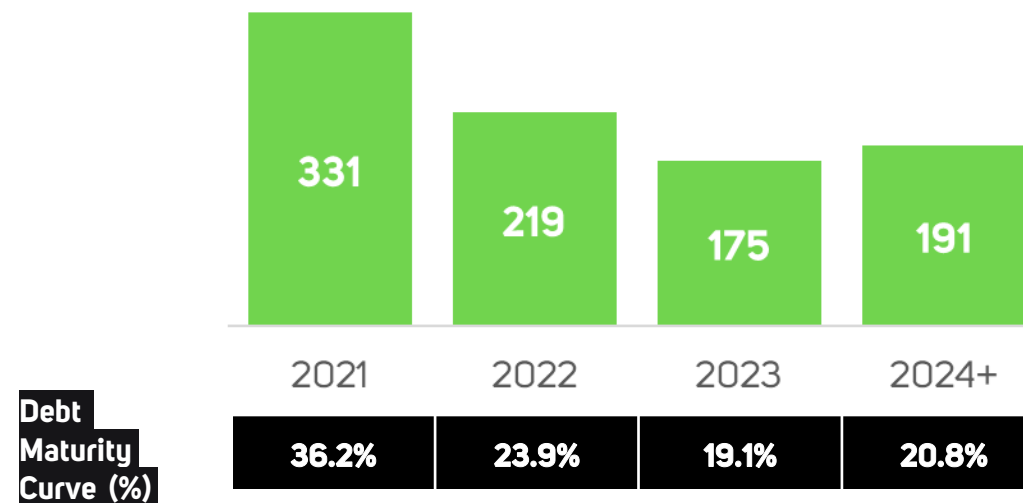


DEBT: CONTINUOUS FOCUS ON DEBT LENGHTENING THE DEBT PROFILE

Consolidated, in R\$ million

Debt Breakdown	Jun/30/20	Dec/31/20	Jun/30/21
Debentures	352.2	645.4	591.8
Bank Loans	243.3	227.8	332.0
Working Capital	175.7	227.8	270.1
Working Capital (Swap)	67.6	-	61.8
Total Bank Debt	595.5	873.2	923.8
(+) Debt Issuance fees	(5.6)	(7.9)	(7.8)
(+) Other Obligations ⁽¹⁾	5.6	6.2	7.0
(-) Cash and Cash Equivalents	(287.9)	(42.1)	(72.2)
Net Debt	307.6	829.3	850.8
Avrg. Cost (Spread CDI+ Equiv.)	2.50%	3.32%	3.08%

Bank Debt Amortization Schedule in 30-Jun-21⁽²⁾



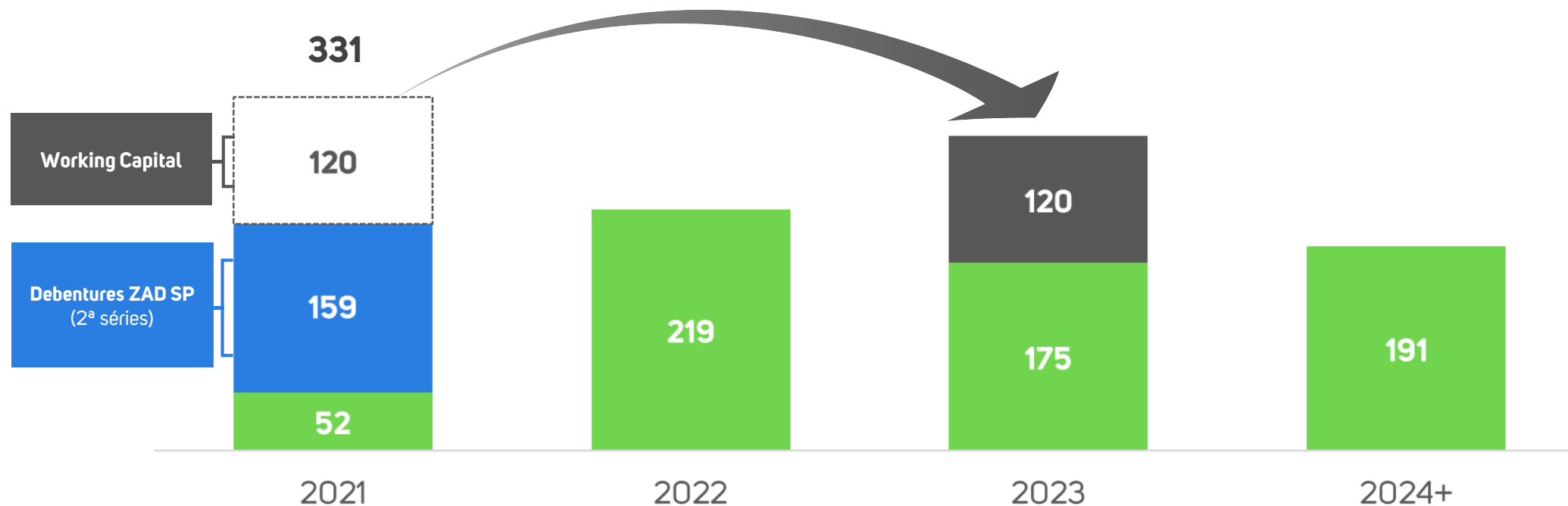
(1) Accounts payable related to investments and tax installments

(2) Bank Debt including Debt Issuance fees

DEBT EQUALIZATION PLAN: ONGOING AS PLANNED

In R\$ million

Bank Debt Amortization Schedule on
Jun/30/21, post-equalization Plan⁽¹⁾



(1) Bank Debt including issuance fees



ESG

ITAG B3 IGC B3 IGC-NM B3

ALPK
B3 LISTED NM



ESTAPAR

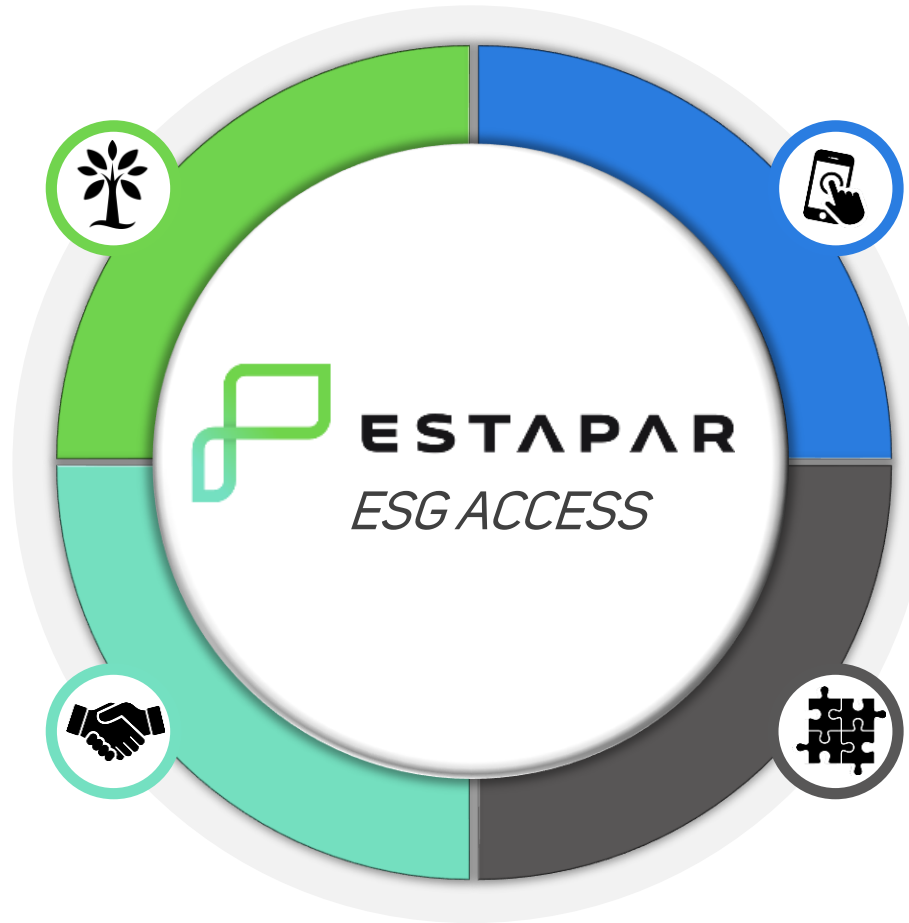
ESG | PROMOTING THE ACCESS TO A SUSTAINABLE, DIVERSE AND INNOVATIVE ECONOMY

Ecoeficiency and Quality

- Suppliers
- Serv. Providers
- Environment

Integrity and Transparency

- Investors
- Leaderships
- Fin. Agents
- Public Sector



Diversity and Innovation

- Employees
- Communities
- Partners

Experience and Client Safety

- Clients
- Users of Services and Solutions



Closing Remarks



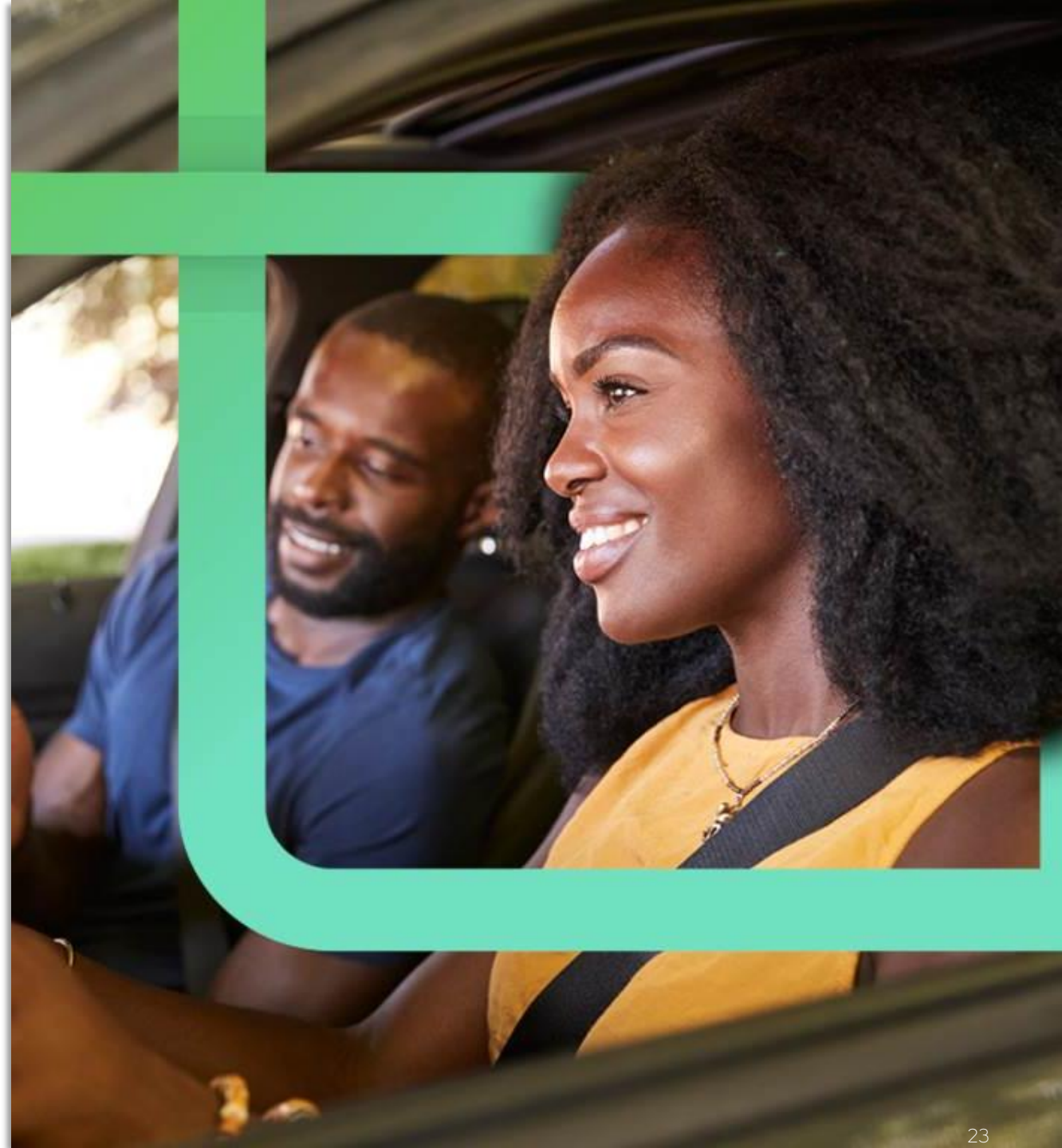
ITAG B3 IGC B3 IGC-NM B3

ALPK
B3 LISTED NM

 **ESTAPAR**

CLOSING REMARKS

- **Estapar's Digitalization:** the participation of the online platform will keep expanding with new products and a higher digitalization of our operations. We will be increasingly present in people's daily lives, offering new services and solutions;
- **Reopening:** a faster pace of vaccination and further flexibilization announcements will further leverage the mobility in the most important traffic generation assets countrywide, pushing forward our growth to higher levels vs. pre-pandemic period;
- **Operational Leverage:** increase in productivity in the coming quarters based on a better costs and expenses structure coupled with proven execution capacity;
- **Capital Structure:** success in renovations and new loans raised with the focus of reducing the short-term debt and improve the overall debt profile





Q&A

ITAG B3 IGC B3 IGC-NM B3

ALPK
B3 LISTED NM

 **ESTAPAR**

Thank you!

André Iasi - CEO

Investors Relations:

Emílio Sanches - CFO and IRO

Daniel Soraggi - FP&A and IR Manager

Leonardo Goes - IR Coordinator

ri.estapar.com.br/en/

ri@estapar.com.br

+55 (11) 2161-8099

Press Office:

estapar@maquinacohnwolfe.com

Patrícia Oliveira

+55 (11) 3147-7490

Thayná Madruli

+55 (11) 3147-7244