



Results

4Q23

ITAGB3

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.

ITAGB3

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A woman with long dark hair and glasses is smiling and looking at a tablet device. The background is a blurred outdoor setting with a brick wall and a bright sky.

01 Highlights



02 4Q23 Results



03 Closing Remarks



04 Q&A



01 Highlights

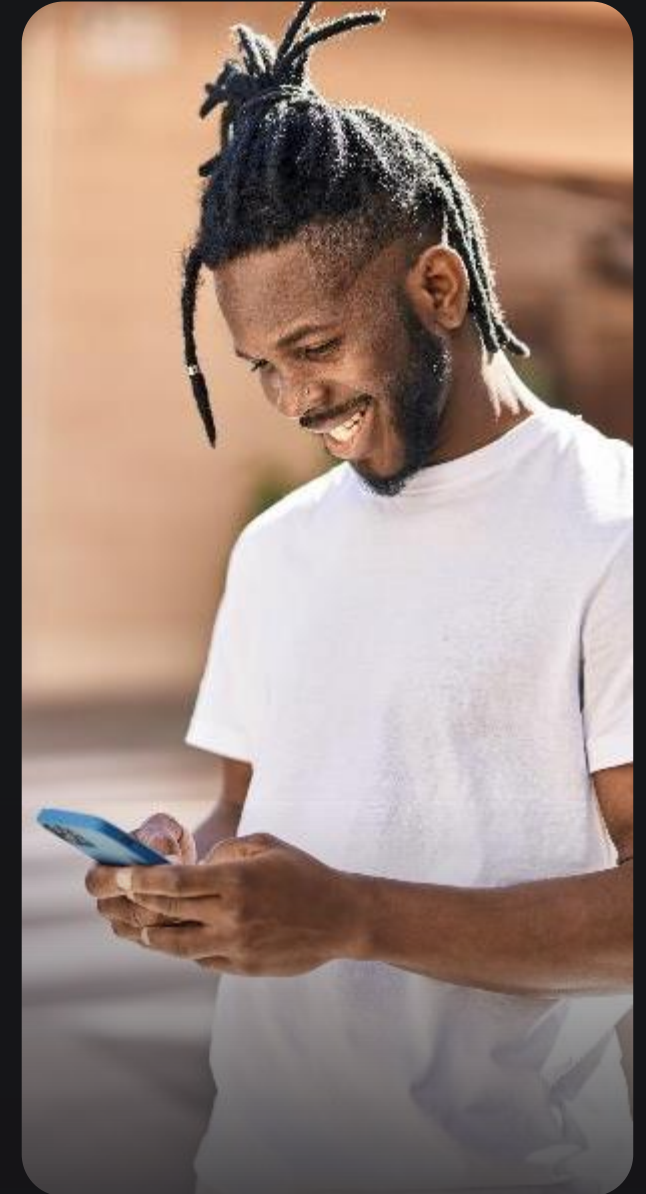
02 4Q23 Results



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Highlights / Best Year Ever

4Q23: NET REVENUE



R\$365.4 MN

+21.7% vs. 4Q22
2023: R\$1.3 billion
+21.9% vs. 2022

4Q23: MANAGERIAL CASH GROSS PROFIT



R\$97.3 MN

26.6% Gross Mg.

+46.7% vs. 4Q22
2023: R\$361.8 million and 26.7% of margin
+37.3% vs. 2022

4Q23: MANAGERIAL EBITDA



R\$65.2 MN

17.8% of Managerial EBITDA Mg.

+97.9% vs. 4Q22
2023: R\$247.6 million and 18.3% of margin
+66.1% vs. 2022

4Q23: CHURN



0.12%

-0.49 p.p. vs. 4Q22
2023: 0.47%
-0.14 p.p. vs. 2022

4Q23: NEW BUSINESSES



28

 inaugurations

We closed the year with 697 operations in 93 cities across 18 states

4Q23: DIGITAL PLATFORMS



16.5%

TOTAL REVENUE

Highlights / Commercial Focus

Business model has essentially urban characteristics, with operations strategically situated at the main traffic generating centers in important cities.



UNIMA/AFYA, AL

741 PARKING SPACES



Corporate Bradesco Seguros, RJ

562 PARKING SPACES



Anhembi Morumbi, SP

1,310 PARKING SPACES



Atlas Office Park, São Paulo - (SP)

1,293 PARKING SPACES



Rochaverá Corporate Towers, SP

3,964 PARKING SPACES



Itaquá Shopping, SP

985 PARKING SPACES



Unifran, SP

450 PARKING SPACES

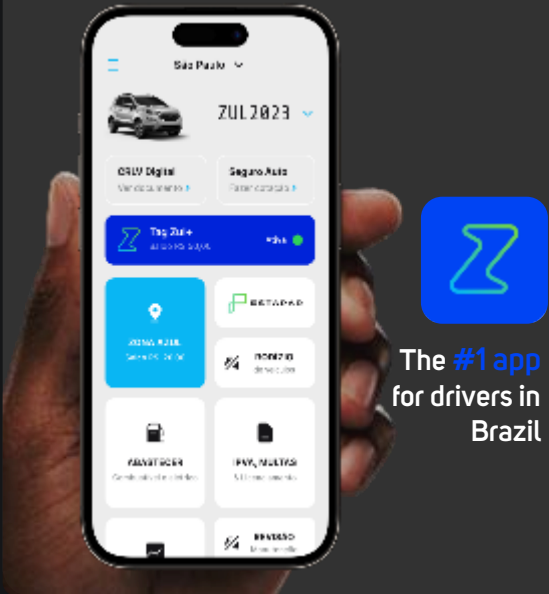
28

new operations in 4Q23

88

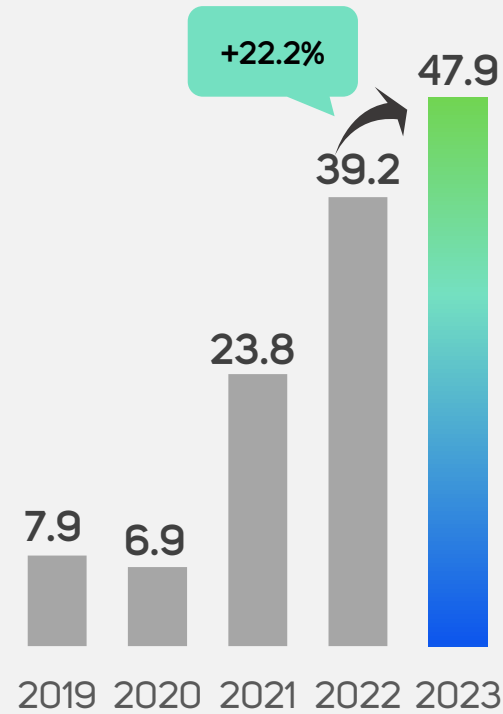
new operations in 2023

Zul+ Estapar's digital platform has already exceeded **10 million users**



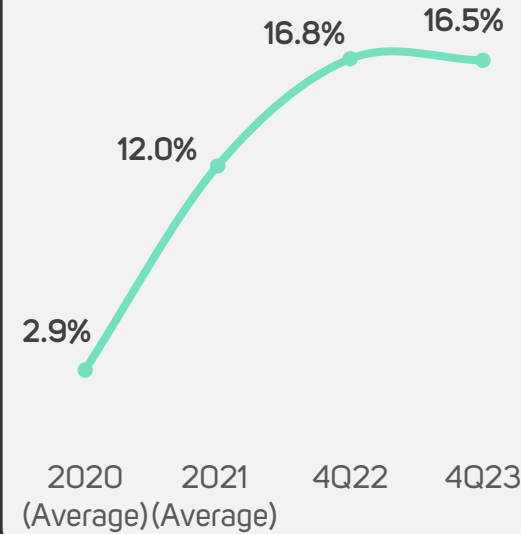
The #1 app for drivers in Brazil

TRANSACTIONS



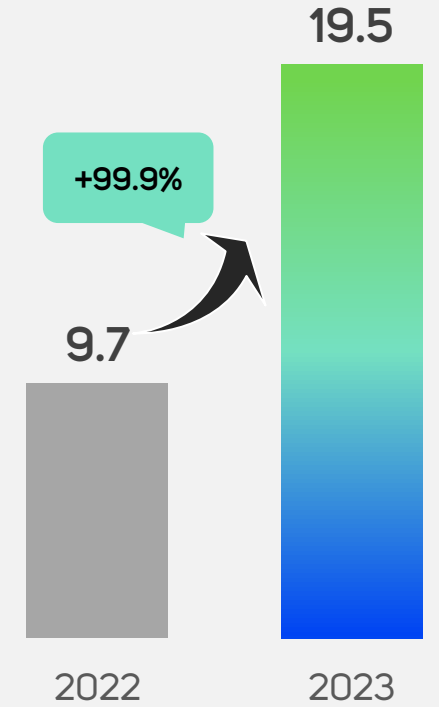
DIGITAL PLATFORMS

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



DIGITAL NET REVENUE⁽²⁾

in R\$ million



Highlights / Electromobility

Zletric Partners



Continuous expansion of coverage of Charging Stations



59%

ESTAPAR'S INVESTEEES

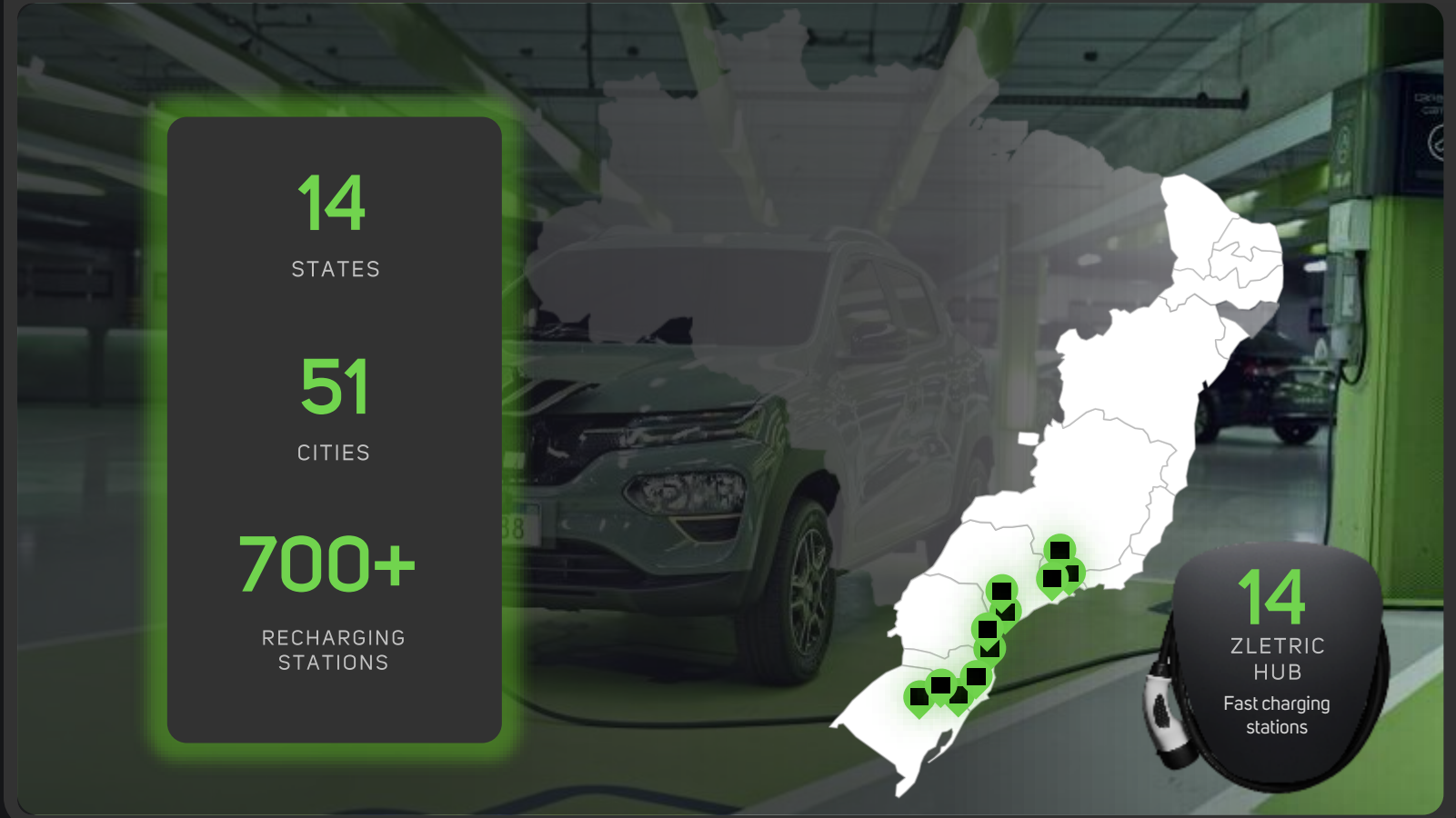
Net Revenue Zletric

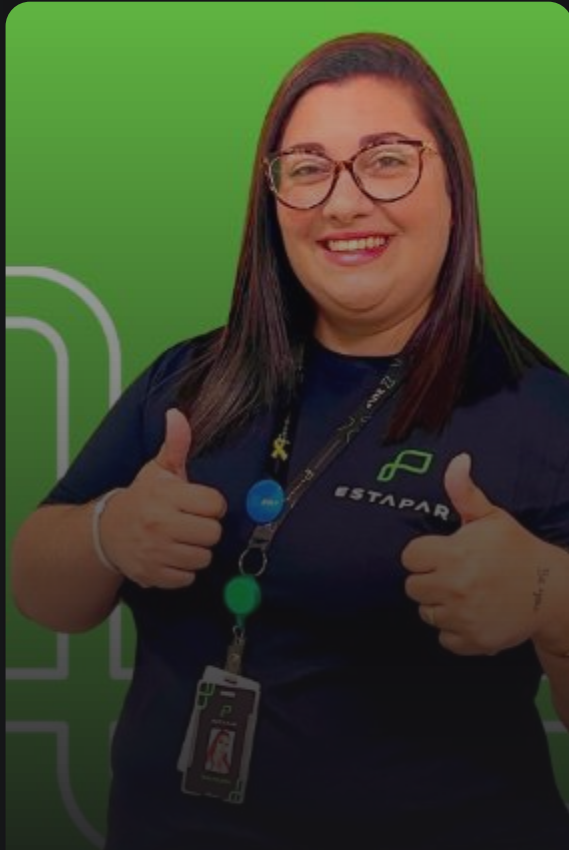
R\$3.7 million

+611% 2023 vs. 2022

App Store

Google Play





Tainá Braguini
Estapar Employee

For the 2nd straight year, we obtained the **GPTW seal**, a recognition of our efforts in strengthening the employer brand.

**Great
Place
To
Work[®]**

WE ARE
5,900+
EMPLOYEES

SURVEY WAS ANSWERED
BY
83%
OF ELIGIBLE EMPLOYEES

01 Highlights

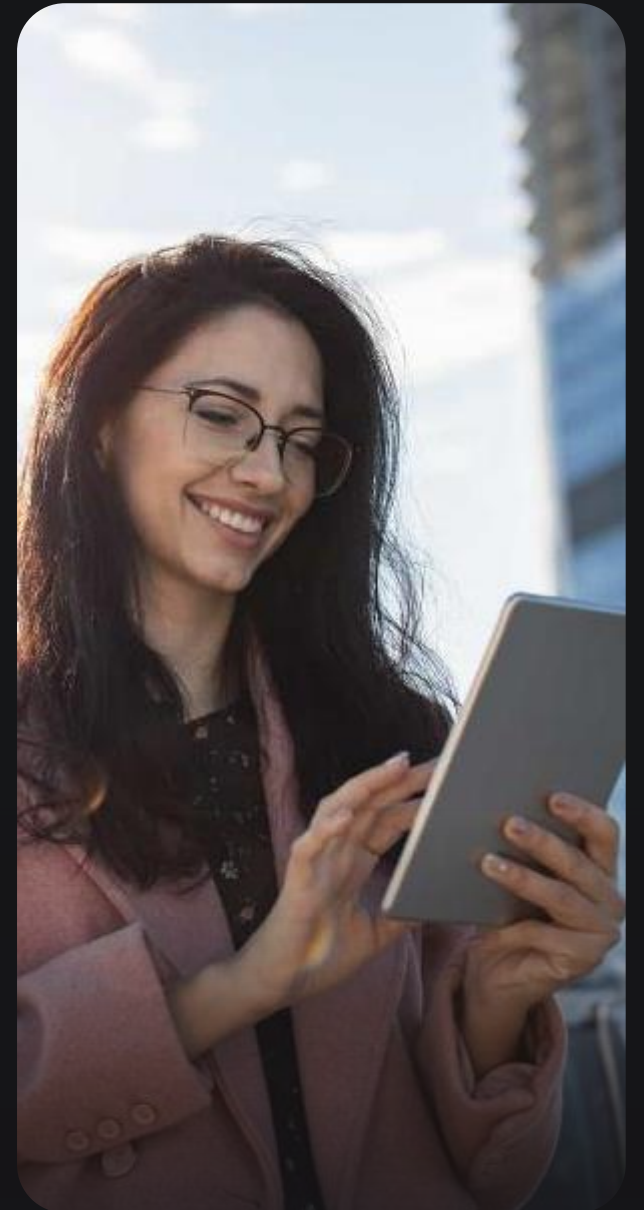


02 4Q23 Results

03 Closing Remarks



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Organic growth with the focus on higher profitability.

Segment Mix¹

mix % of parking spaces

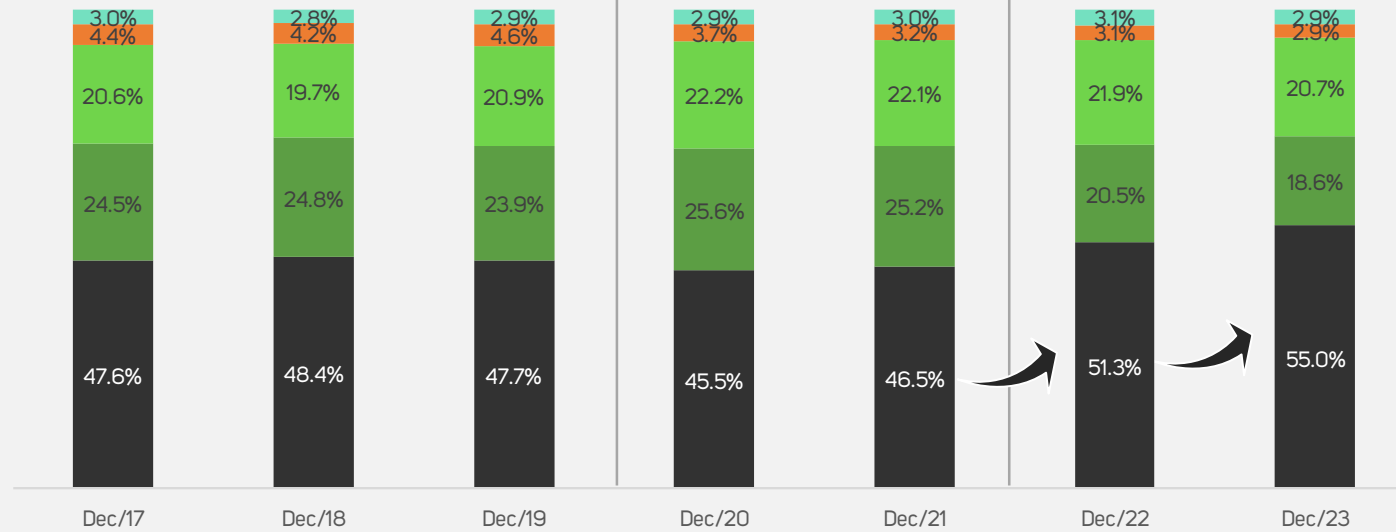
- Properties
- Off-Street Concessions
- On-Street Concessions
- Long-Term Contracts
- Leased and Managed

¹ Excludes Digital segment with Zona Azul street parking accreditation operations.

Capital allocation cycle
until 2019

Pandemic
2020 - 2021

New growth cycle
2022+



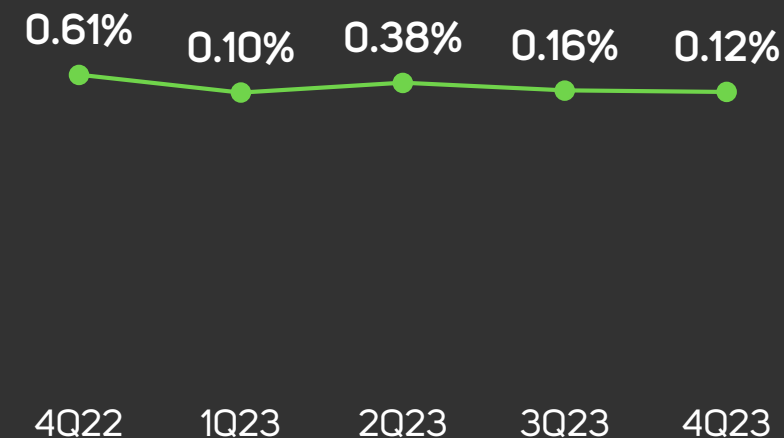
4Q23 Results / Portfolio and Churn

EVOLUTION OF PARKING SPACES AND OPERATIONS	2022	2023	%
OPERATIONS	646	697	8.0%
PARKING SPACES (thousands)	440,2	468.2	6.4%
Leased and Managed	191.3	220.6	↑
Long-Term Contracts	76.5	74.8	↓
On-Street Concessions	81.7	82.9	↑
Off-Street Concessions	11.5	11.5	→
Properties	11.6	11.6	→
AutoTech	67.6	66.7	↓

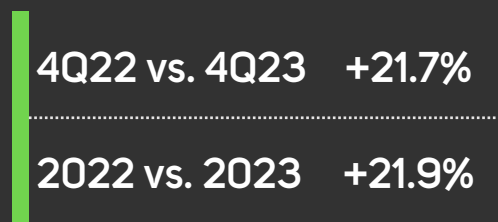
Total parking spaces include 67,600 spaces for CAD (Zona Azul purchase and sale) accreditation operations resulting from the acquisition of Zul+ in 2022.

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

CHURN (%)

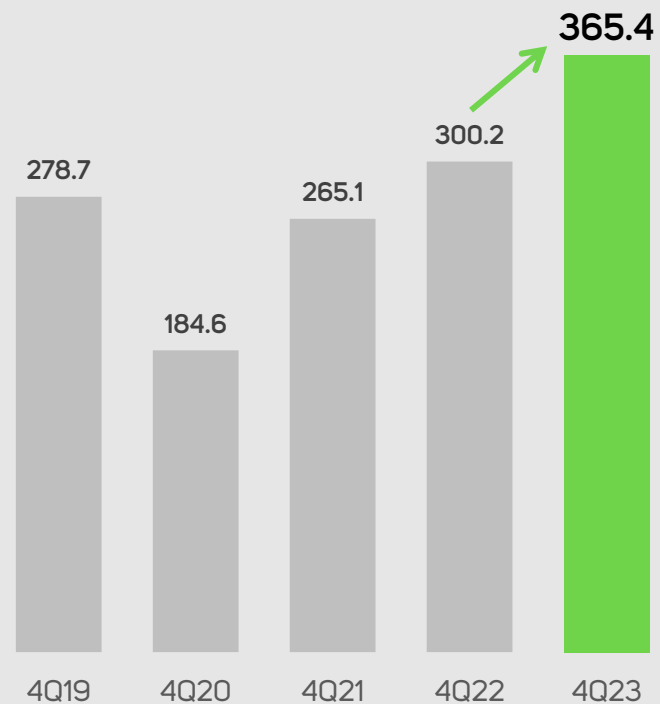


Record Net Revenue for the sixth straight quarter



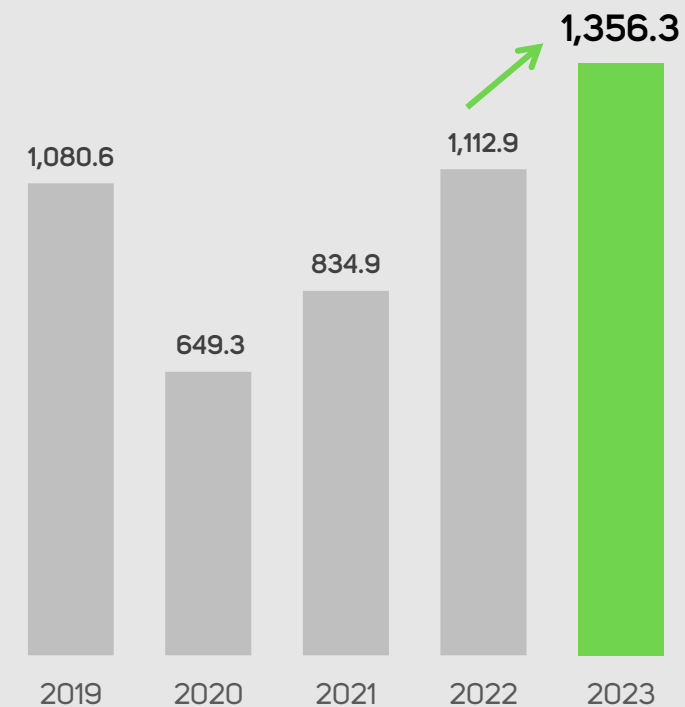
QUARTERLY NET REVENUE

Consolidated (R\$ million)



ANNUAL NET REVENUE

Consolidated (R\$ million)



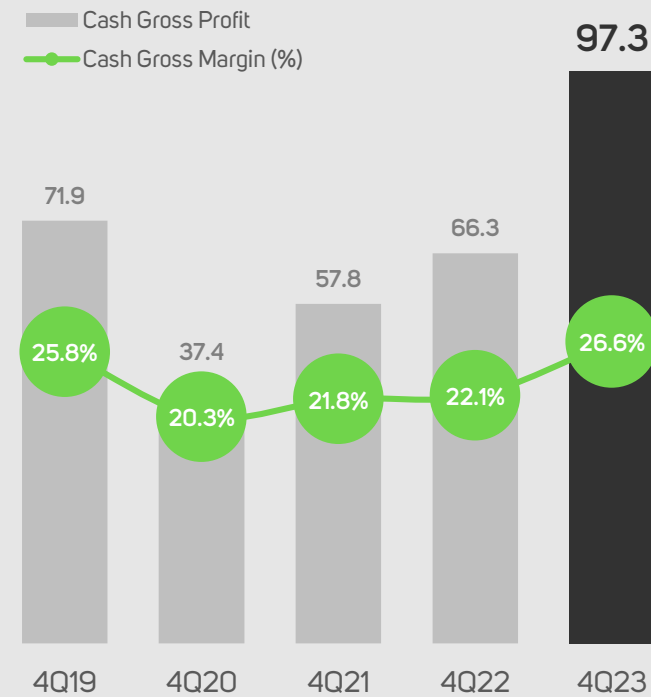
Record Managerial Cash Gross Profit and Gross Margin

4Q22 vs. 4Q23 +46.7%

2022 vs. 2023 +37.3%

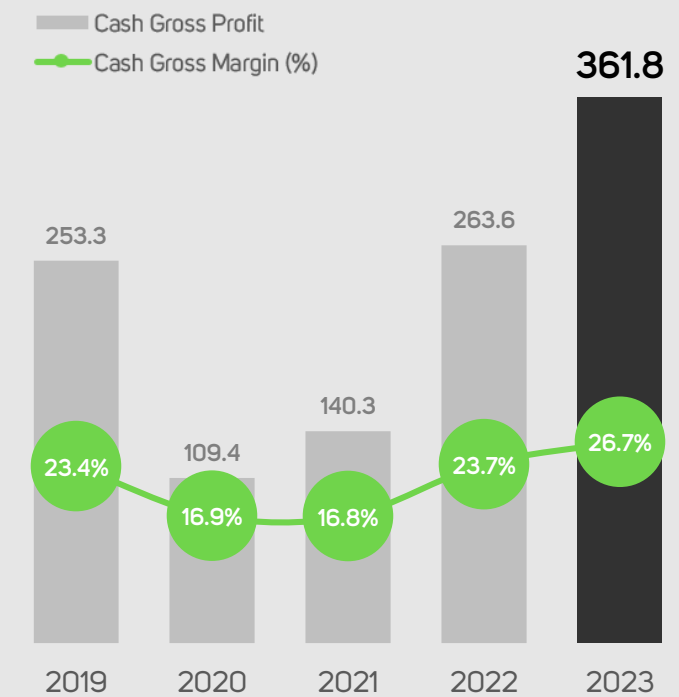
QUARTERLY MANAGERIAL CASH GROSS PROFIT

Consolidated (R\$ million)



ANNUAL MANAGERIAL CASH GROSS PROFIT

Consolidated (R\$ million)



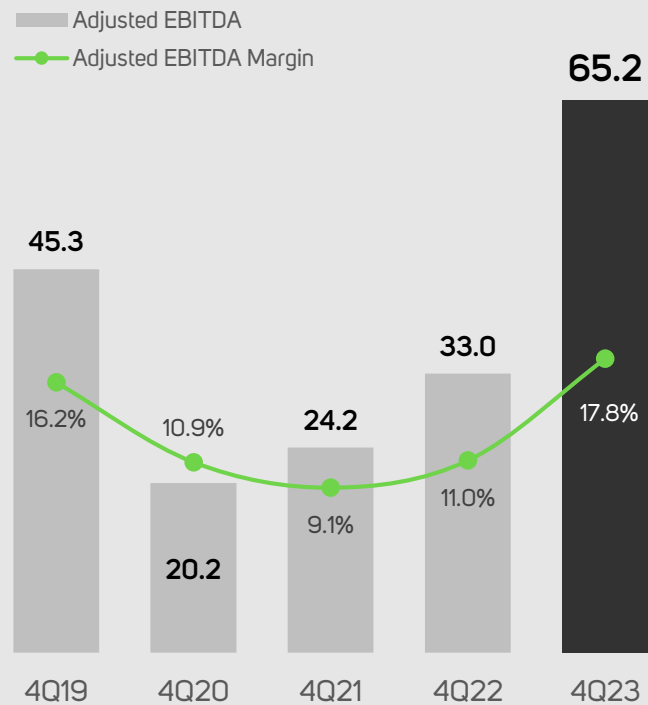
Record Managerial EBITDA and EBITDA Margin

4Q22 vs. 4Q23 +97.9%

2022 vs. 2023 +66.2%

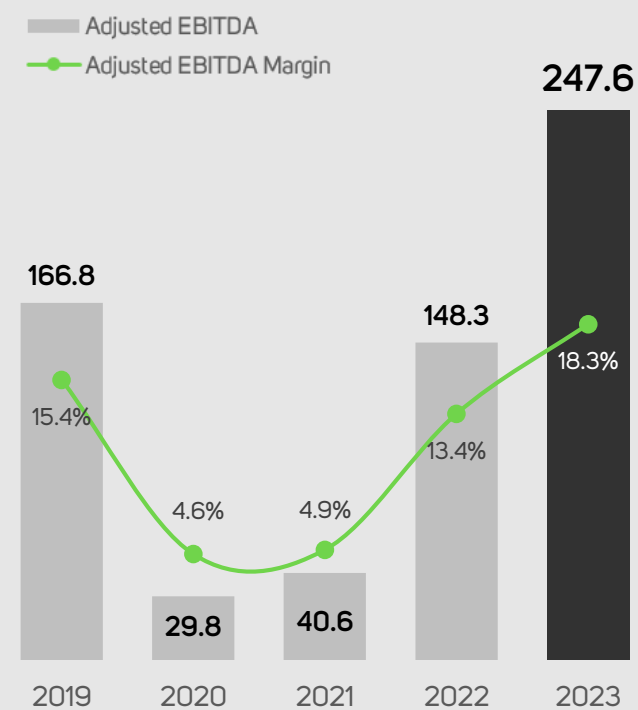
MANAGERIAL EBITDA AND QUARTERLY EBITDA MARGIN

Consolidated (R\$ million)



MANAGERIAL EBITDA AND ANNUAL EBITDA MARGIN

Consolidated (R\$ million)

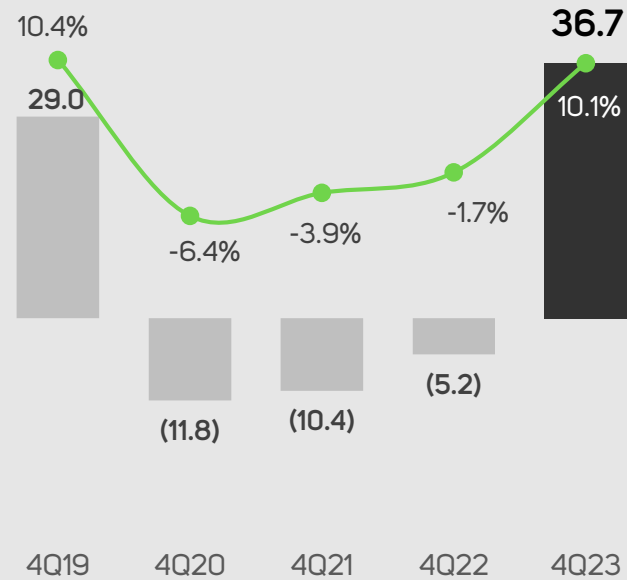


Record Adjusted FFO and FFO Margin

ADJUSTED FFO AND FFO MARGIN QUARTERLY

Consolidated (R\$ million)

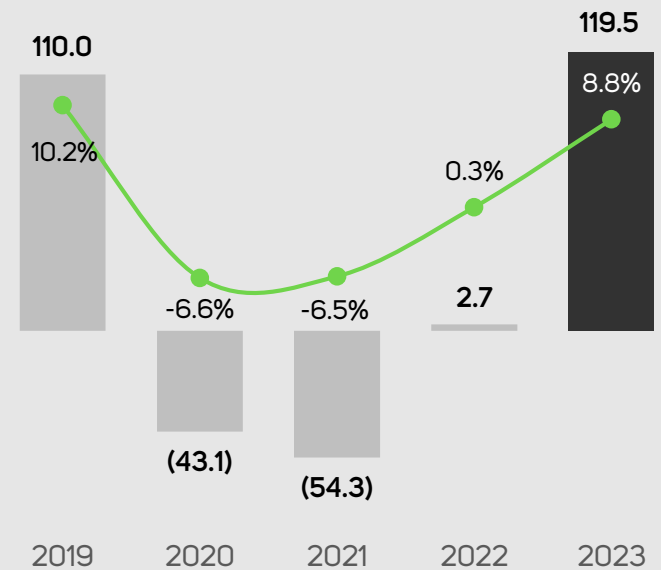
Adjusted FFO
FFO Margin



ADJUSTED FFO AND FFO MARGIN ANNUAL

Consolidated (R\$ million)

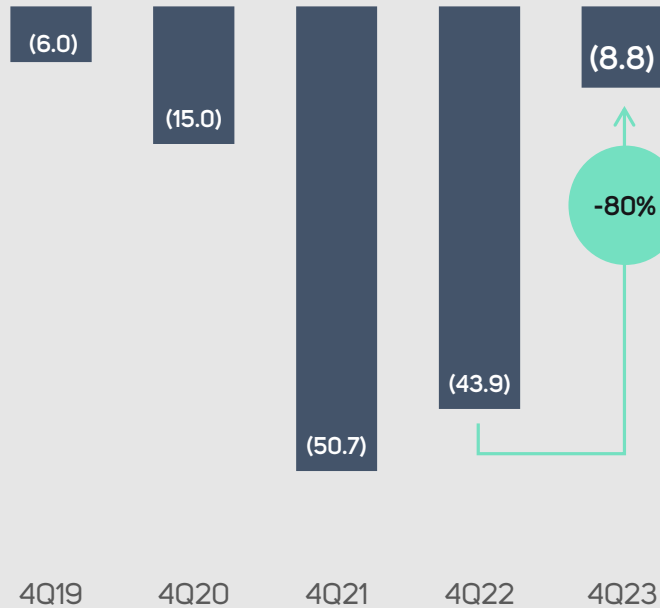
Adjusted FFO
FFO Margin



Net Loss: Consistent reduction in pursuit of profitability

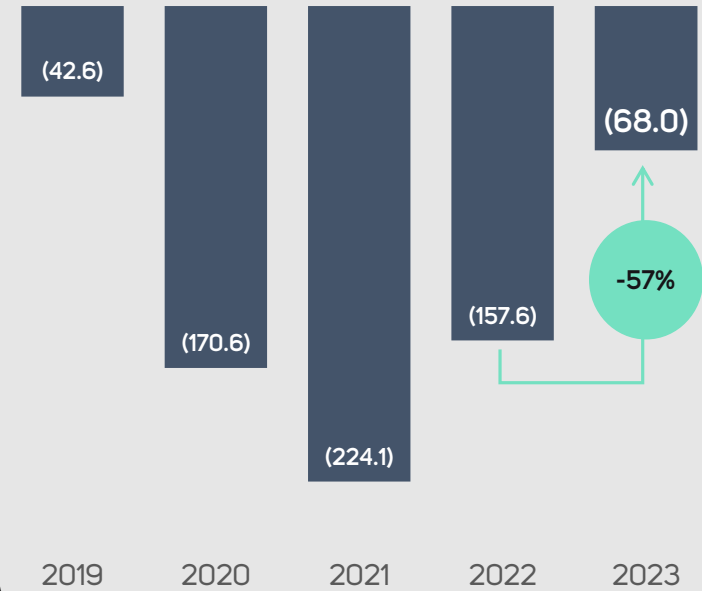
QUARTERLY NET LOSS¹

Consolidated (R\$ million)



ANNUAL NET LOSS¹

Consolidated (R\$ million)



Strong cash generation, with disciplined capital allocation

MANAGERIAL CASH FLOW

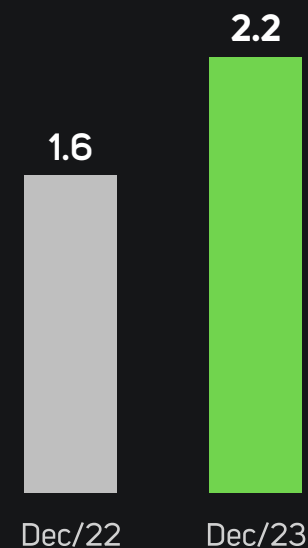
Consolidated (R\$ million)



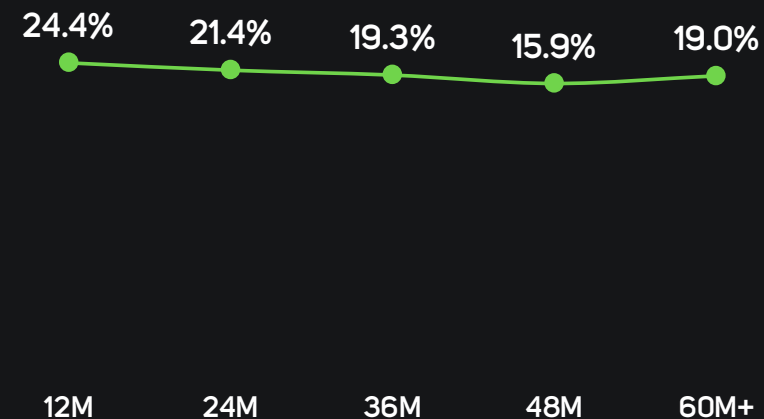
Net Debt stabilized, with lower Average Cost and increase in Duration

CONSOLIDATED DEBT R\$ million	DEC/22	DEC/23
Debentures and CRI	520.0	695.3
Bank Loans	359.3	253.0
Issuance Costs	(8.4)	(19.3)
TOTAL BANK DEBT	870.7	929.1
(+) Other Obligations ⁽¹⁾	11.2	9.2
(-) Cash and cash equivalents	(137.4)	(189.5)
NET DEBT	744.5	748.5
Average Cost (CDI + Spread Equivalent)	3.54%	2.81%

DURATION OF DEBT
years



AMORTIZATION CURVE
(%)



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Best Year Ever



We registered **record revenue**, with margins in upward trend, a more profitable operations portfolio, and the capability of expanding businesses. We are focused on **balancing our capital structure**.

Our Vision of the Future



The Company's investments in New Frontiers have become a reality, already reflected in the year's results. **AutoTech revenues grew two-fold in 2023** and we are very excited to continue growing in 2024. **Our electromobility division (Zletric) grew 61% in 2023** and there is still much value to be captured.

ESG Agenda



We concluded our **materiality matrix**, which resulted in 8 material themes effort, we plan to soon release our report and flinked to the **SDGs and GRI indicators**. Based on this ocus on the link between **these topics and our strategy, management and transparency**.

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