# 2Q21 **EARNINGS** RELEASE

#### **Results Conference Call**

Portuguese (with Simultaneous translation) Thursday, August 12, 2021 11 a.m. (São Paulo time) | 10 a.m. (NY time)

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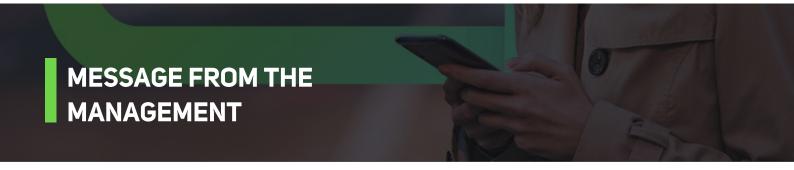
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#### São Paulo, August 11, 2021

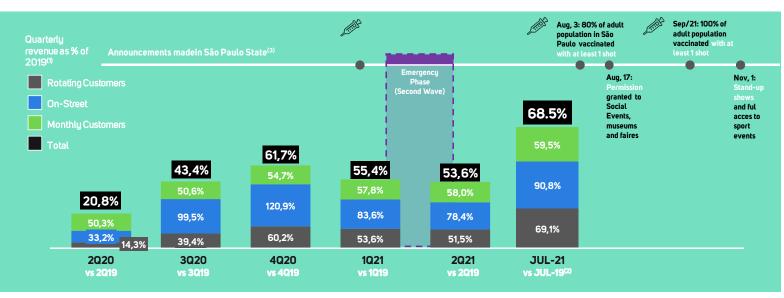
Allpark Empreendimentos e Participações S.A. ("Estapar" or "Company" (B3: "ALPK3")) announces today its results for the second quarter of 2021 (2021). The financial information presented in this report are expressed in thousands of Reais (BRL thousand). The information a presented according to the International Financial Reporting Standards (IFRS) and must be analyzed in conjunction with the correspondent consolidated financial statements, prepared according to the International Financial Reporting Standards (IFRS), approved by the Brazilian Securities Commission (CVM) and by the Federal Accounting Council (CFC), and in accordance with all pronouncements issued by the Committee of Accounting Pronouncements (CPC), available at the Company's website (ri.estapar.com.br), as well as on Brazilian Securities Commission's (CVM) website.



# Reopening with vaccination and strong recovery in Revenues

The faster pace of vaccination, with advances in the immunization of groups that are part of the economically active population, in the main urban centers in Brazil, continues to drive the demand for mobility. The reopening process has taken place differently between sectors of the economy, but those associated with greater circulation of people is already showing important recovery rates.

And it couldn't be different for Estapar: we overcame the most critical moment of COVID-19 the second wave and, from a monthly Revenues perspective, in July 2021<sup>(2)</sup> we took another important step towards reaching back the Revenues from the pre-pandemic period, by achieving, at the same period, the best month compared to the same period of 2019 in percentage terms.



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



Preliminary Information, non-audited and subject to changes

<sup>(3)</sup> São Paulo State Population: +44M inhabitants

In addition to the recovery in Revenues, our operational leverage, coupled with the continuous improvement in the costs and expenses structure, will continue to contribute to further increase our productivity, which should exceed the pre-pandemic levels in the long run.

The Company also maintains a robust pipeline of new businesses, as a result of an efficient origination process carried out by our business areas, which gives us confidence that we will further increase our market share in the post-pandemic period.

**Zona Azul de São Paulo**: In July 2021, the City Hall of São Paulo attested, through the Issuance of the Start Order, that all the requirements of the concession operational transfer were duly met, which includes the development and implementation of the Estapar Nova Zona Azul – SP App, the implementation of the Control Room dedicated to this operation, the beginning of the circulation of the surveillance vehicles fleet equipped with OCR technology (Scan-Cars), the migration of the entire users base from the previous system to Estapar and the physical implementation of the operation (new parking spaces and signaling). The operation (with a 15-year term) is fast ramping-up and is already considered transformational for our business, as it is already responsible for the historical record in Net Revenue for the On-Street segment in 2Q21.

The recovery of the Company's Revenues is also based on our ability to adapt and retain our customers. We are constantly in tune with new mobility trends, understanding the needs of our users, which allows us to offer a complete platform of customized solutions for companies and drivers. In this context, we highlight:

- Web Portal for corporate clients (Zona Azul and Monthly Clients);
- Estapar Reserva (Website and Vaga Inteligente App): special packages to park in airports and arenas;
- Estapar Pay: access and payment solution in more than 480 operations;
- Estapar Flex: flexible plans to monthly clients in the current context of returning to offices.

In this quarter we also advanced in our journey of digitization with important achievements:

- We achieved 2.4 million users in June, 2021 (average of 5 new thousand new users per day in 6M21);
- We've surpassed 5 million transctions through our Digital Platform in a single quarter (69% generate only by Zona Azul de São Paulo);
- We had a increase in the participation o four digital channels in aeroportos (11.4% of Revenues from Estapar Reserva) and in On-Street segment (excluding Zona Azul de São Paulo, 39.9% of Revenues came from Vaga Inteligente App).

Finally, the company maintains the strategy of preserving cash and equalize the capital structure by lengthening the short-term debt as we are certain that we will continue to have the same success achieved in recent months. At the same time, we continued to evolve in the structuring of new financial operations, aiming to maintain the company's financial health, as well as our ability to continue investing in the current period of Revenues recovery.

We would like to especially thank all of Estapar's employees, customers, users, partners and shareholders.

#### A Administração



# 2Q21 HIGHLIGHTS | DEVELOPMENT OF ESTAPAR'S DIGITALIZATION STRATEGY

#### **ON-LINE PLATFORM**

+2.4M

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

**5.2M** 

Transactions through App and ecommerce (9x vs 2Q20)

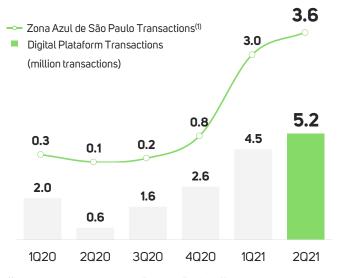
**5.4M** 

New users per day in 6M21

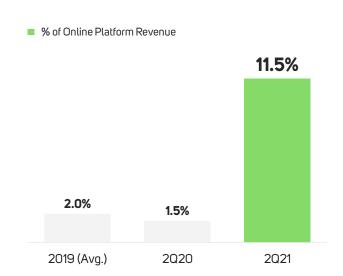
663%

Growth of % of the Online Plataform Revenues on Total Revenue vs. 2020

#### **RECORD IN TRANSACTIONS**









# **Operating Indicators**

#### Operations, Sectorial and Geographical Distribution

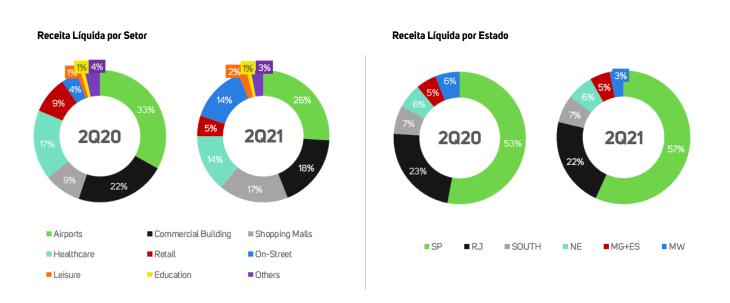
The Company is constantly monitoring opportunities, with focus on profitability of its portfolio. In June 30th, 2021 our operation had 390,026 parking spaces distributed in 77 cities and 15 states, in line (-0,4%) with the total number of parking spaces in June 30th, 2020. The main movements during such period were:

- Leased and Managed: net reduction of 6.7 thousand parking spaces (Churn of 0.86%), as effect of closing of deficitary or unfavorable renegotiation contracts to Estapar;
- Long-Term Contracts: net reduction of 1.6 thousand parking spaces, after the termination of a supermarket operation which does not affect the client overall contract economic value;





- On-Street Concessions: 11.4% increase (9.0 thousand parking spaces), mainly due to the 8.0 thousand new parking spaces with the Zona Azul de São Paulo Concession (total of 51.6 thousand parking spaces);
- Off-Street Concessions: termination of the Salvador airport concession by the end of 2020.



In 2Q21, the Net Revenues was distributed in more than 20 sectors of economy, the most representative of which are: Airports (26%), Commercial Buildings (18%), Shopping Malls (17%), Healthcare consisting of



Hospitals and Medical Centers (14%). On-Street segment represented 14%, more the 3 times it represented in 2Q20, the effect of Zona Azul de São Paulo Concession in 4Q20. We expect the representativeness of this sector to increase significantly in the coming quarters.

In this quarter, 57% of Net Revenues came from the state of São Paulo, 22% from Rio de Janeiro and 13% from South and Northeast regions, and the remaining from other Southeast and Midwestern states.

Our business essentially has urban characteristics and our operations are located in the main traffic generating centers in the country.

#### Churn

(% of Total Cash Gross Profit per Segment)	6M20	6M21	Chg.% (6M)
Churn	0.70%	0.37%	-0.3 р.р.
Leased and Managed	0.76%	0.86%	O.1 p.p.
Long Term Contracts	0.12%	0.00%	-0.1 p.p.
On-Street Concessions	-0.40%	0.00%	0.4 p.p.
Off-Street Concessions	2.30%	0.00%	-2.3 p.p.
Properties	0.00%	0.00%	0.0 p.p.
Others	0.00%	0.00%	0.0 p.p.

The Company maintain a portfolio of operations in all segments it operates. In 6M21 the Churn stood at 0.37%, in line with the historic low levels and concentrated in the Leased and Managed operations.

It is important to highlight that the Company is constantly monitoring new opportunities and maintains its operation portfolio in all segments where it operates.

#### Financial Indicators

(In '000 R\$)	2020	2021	Chg. % (2Q)	6M20	6M21	Chg. % (6M)
Net Revenues	85,824	175,629	104.6%	329,205	341,110	3.6%
Cash Gross Profit <sup>(1)</sup>	9,165	23,384	155.1%	57,073	42,864	-24.9%
Cash Gross Margin (%)	10.7%	13.3%	2.6 р.р.	17.3%	12.6%	-4.8 p.p.
General and Administrative Expenses <sup>(2)</sup>	(15,428)	(21,627)	40.2%	(39,459)	(41,243)	4.5%
% Net Revenues	18.0%	12.3%	-5.7 p.p.	12.0%	12.1%	O.1 p.p.
Adjusted EBITDA <sup>(3)</sup>	47,602	43,937	-7.7%	126,249	84,532	-33.0%
Adjusted EBITDA Margin (%)	55.5%	25.0%	-30.4 p.p.	38.3%	24.8%	-13.6 p.p.
Adjusted FFO	(27,093)	(22,086)	-18.5%	(25,175)	(44,929)	78.5%
Adjusted FFO Margin (%)	-31.6%	-12.6%	19.0 p.p.	-7.6%	-13.2%	-5.5 p.p.

(1) Cash Gross Profit: excluding Depreciation effects, Pre-IFRS 16 and pre-IFRIC 12

(2) Not considering IPO expenses in 2020

(3) Depreciation Grossed Up of PIS/COFINS taxes



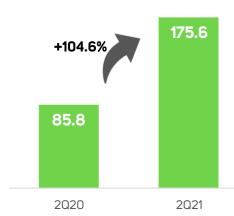
# **Consolidated Results Analysis**

#### 1. Net Revenues

(In '000 R\$)	2020	2021	Chg. % (2Q)	6M20	6M21	Chg. % (6M)
Net Revenues	85,824	175,629	104.6%	329,205	341,110	3.6%
Leased and Managed	35,250	79,501	125.5%	149,980	151,214	0.8%
Long Term Contracts	39,066	53,188	36.1%	116,520	107,694	-7.6%
On-Street Concessions	3,086	23,766	670.0%	15,577	43,438	178.9%
Zona Azul de São Paulo	0	16,470	N/A	0	28,936	N/A
Other On-Street Concessions	3,086	7,296	136.4%	15,577	14,501	-6.9%
Off-Street Concessions	4,772	13,248	177.6%	34,282	27,793	-18.9%
Properties	2,031	4,930	142.7%	9,947	9,759	-1.9%
Others	1,618	996	-38.4%	2,899	1,212	-58.2%

#### **NET REVENUES**

(R\$ million)



Being present in the major traffic generation assets countrywide benefit us in the current scenario of advances in the vaccination process and the consequent gradual recovery of mobility post COVID-19 second wave. In 2Q21, Net Revenues amounted to R\$ R\$ 175,629 thousand, a 104,6% increase compared to 2Q20 (+3.6% between 6M20 and 6M21).

By segment, we registered a quarterly record in On-Street based on: (i) the continuous evolution in Zona Azul de São Paulo performance, in line with the Company expectations (Net Revenues of R\$ 16,470 thousand, +31.9% vs. 1Q21), and (ii) the recovery in mobility at all other cities we operate, mainly São Bernardo do Campo, Santo André and Taubaté.

Regarding Off-Street, we observed a recovery in all regions we operate, especially in São Paulo (+123.4% vs. 2Q20) and Rio de Janeiro (+91.1% vs. 2Q20), and the sectors most benefited by the economy reopening were Shopping Malls, Commercial Buildings and Airports.

#### 2. Cash Gross Profit

#### **Reconciliation of Gross Profit to Cash Gross Profit**

For a better understanding of the Company's operating performance, the concept of Cash Gross Profit is adopted, eliminating operating Depreciation effects.



(In '000 R\$)	2020	2021	Chg. % (2Q)	6M20	6M21	Chg. % (6M)
Net Revenues	85,824	175,629	104.6%	329,205	341,110	3.6%
(-) Cost of Services (including operational depreciation)	(65,080)	(135,634)	108.4%	(244,461)	(264,051)	8.0%
Gross Profit	20,744	39,995	92.8%	84,744	77,059	-9.1%
Gross Margin (%)	24.2%	22.8%	-1.4 p.p.	25.7%	22.6%	-3.2 p.p.
(-) Depreciation (PP&E)	8,306	7,649	-7.9%	16,527	15,245	-7.8%
(-) Depreciation (Right to Use)	28,732	15,582	-45.8%	57,666	31,396	-45.6%
Cash Gross Profit	57,782	63,226	9.4%	158,937	123,700	-22.2%
(-) IFRS 16 impact on Costs of Services Provided	(54,161)	(26,837)	-50.4%	(107,407)	(54,826)	-49.0%
(-) Zona Azul de SP (Pre-operating Costs and IFRIC 12 Effect)	5,544	(13,005)	N/A	5,544	(26,010)	N/A
Cash Gross Profit (Pre-IFRS 16 and Pre-IFRIC 12)	9,165	23,384	155.1%	57,073	42,864	-24.9%
Cash Gross Profit (%)	67.3%	36.0%	-31.3 p.p.	48.3%	36.3%	-12.0 p.p.

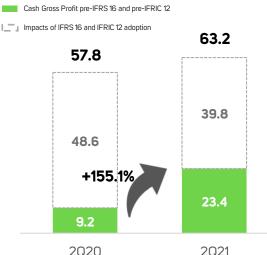
#### Cash Gross Profit per Segment

(In '000 R\$)	2020	2021	Chg. % (2Q)	6M20	6M21	Chg. % (6M)
Leased and Managed	6,308	20,418	223.7%	33,355	39,134	17.3%
Long Term Contracts	46,093	28,651	-37.8%	96,780	57,485	-40.6%
On-Street Concessions	(5,880)	14,329	N/A	(3,040)	25,170	N/A
Zona Azul de São Paulo	(5,544)	12,124	N/A	(5,359)	20,629	N/A
Other On-Street Concessions	(336)	2,205	N/A	2,319	4,540	95.8%
Off-Street Concessions	20,825	10,090	-51.5%	48,903	21,862	-55.3%
Properties	(584)	1,668	-385.4%	3,807	3,448	-9.4%
Others	(8,980)	(11,929)	32.8%	(20,869)	(23,399)	12.1%
Cash Gross Profit	57,782	63,226	9.4%	158,937	123,700	-22.2%
(-) IFRS 16 impact on Costs of Services Provided	(54,161)	(26,837)	-50.4%	(107,407)	(54,826)	-49.0%
(-) Zona Azul de SP (Pre-operating Costs and IFRIC 12 Effect)	5,544	(13,005)	-334.6%	5,544	(26,010)	-569.2%
Cash Gross Profit (Pre-IFRS 16 and Pre-IFRIC 12)	9,165	23,384	155.1%	57,073	42,864	-24.9%

#### **CASH GROSS PROFIT**

(R\$ million)





Cash Gross Profit totaled R\$63,219 thousand in 2Q21, a 9.4% increase vs. 2020 (-22.2% in 6M21) and 4.5% above 1021. leveraged by the increase in Net Revenues, partially compensated by the increase in lease costs that follow variations in revenues.

The adoption of CPC 06 (R2) IFRS 16, Commercial Leasing Operations caused a relevant change to the continuity of the understanding of the Company's financial results, to the extent in which the expenses with commercial leasing, before the adoption, were completely registered before the Gross Profit, and that after the adoption became reclassified to the lines of Depreciation and Financial Income (Loss) in the Income Statement. Excluding the effect brought by IFRS 16 adoption, and IFRIC 12 adoption for Zona Azul de São Paulo Concession, Cash Gross Profit in 2Q21 increased 155.1% (-24.9% YTD).

We reinforce that the current costs structure coupled with our proven execution capacity will leverage our margins recovery in the coming quarters during the reopening process.

During this quarter, excluding Others segment (indirect operational costs), Cash Gross Profit was distributed among the following sectors: 36.7% from Airports, 19.1% from On-Street (especially from a positive effect from



Zona Azul de São Paulo), 15.9% from Commercial Buildings, 11.3% from Healthcare sector, 6.8% from Shopping Malls and Retail and 7.9% distributed among other sectors.

#### 3. General, Administrative and Other Expenses (Revenues)

(In '000 R\$)	2020	2021	Chg. % (2Q)	6M20	6M21	Chg. % (6M)
General and Administrative Expenses <sup>(1)</sup>	(15,428)	(21,627)	40.2%	(39,459)	(41,243)	4.5%
% NR	26.7%	34.2%	7.5 p.p.	24.8%	33.3%	8.5 p.p.
Other Net Revenues (Expenses)	1,286	2,066	60.7%	1,262	1,961	55.4%
Total Operational Expenses	(14,142)	(19,561)	38.3%	(38,197)	(39,282)	2.8%

Total Expenses amounted to R\$ 19,561 thousand in 2Q21, a 38.3% increase compared to 2Q20 (+2.8% between 6M20 and 6M21) due to 40.2% increase in General & Administrative Expenses mainly due to a positive effect from the adoption, in 2020, of Provisional Measures 927 and 936 which allowed the Company to temporarily reduce working hours and suspend working contracts, including to Executive Officers and Administrative team.

#### 4. Equity Pickup Result

In 2Q21, Equity Pickup Result was negative R\$1,127 thousand compared to negative R\$1,008 thousand in 2Q20. In 6M21, Equity Pickup Result was negative R\$2,574 thousand compared to negative R\$2,165 thousand in 6M20. In addition to Loop, we hold minority interest in 4 other Off-Street parking operations, which have been impacted by the COVID-19 second wave during the period, and the Company also reports on Loop's results: an investee in the park and sell sector, in a join venture with Webmotors, which has sold more than 50 thousand vehicles and presents strong synergies with Estapar.

## 5. Depreciation and Amortization

(In '000 R\$)	2020	2021	Chg. % (2Q)	6M20	6M21	Chg. % (6M)
Depreciation	(37,038)	(23,231)	-37.3%	(74,193)	(46,641)	-37.1%
Operational Depreciation	(8,306)	(7,649)	-7.9%	(16,527)	(15,245)	-7.8%
Right of use depreciation	(28,732)	(15,582)	-45.8%	(57,666)	(31,396)	-45.6%
Amortization of Intangible Assets	(22,813)	(36,605)	60.5%	(45,249)	(73,069)	61.5%
Amortization of Intangible Assets (Zona Azul de São Paulo)	(52)	(16,530)	N/A	(52)	(32,995)	N/A
Amortization of Grant and other investments	(52)	(10,373)	N/A	(52)	(20,682)	N/A
Amortization of Concessions Contracts (IFRIC-12)	0	(6,157)	N/A	0	(12,314)	N/A
Other	(22,762)	(20,075)	-11.8%	(45,197)	(40,074)	-11.3%
Total Depreciation and Amortization	(59,851)	(59,836)	0.0%	(119,442)	(119,710)	0.2%

In 2Q21 and 6M21, total Depreciation and Amortization were in line with previous year, stemming from:

- (i) 37.3% reduction in Right-of-Use Asset Depreciation after the write-off of Right-of-Use Assets due to contract amendments and terminations in 2020;
- (ii) 60.7% increase in Amortization of Intangible Assets related to investment cycles for the Company's growth, such as the initial grant of the Zona Azul de São Paulo Concession, as well as fixed installments of the Concession agreement, classified as Payment to the Granting Authority (IFRIC 12).

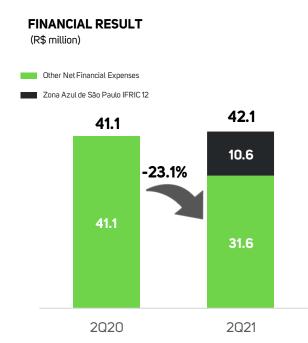


Excluding the effects of Operational Depreciation and Amortization of Intangible Assets of Zona Azul de São Paulo, total Depreciation and Amortization was 27.9% down on a quarterly basis and down 27.7% vs. 6M20.

#### 6. Financial Result

(In '000 R\$)	2020	2021	Chg. % (2Q)	6M20	6M21	Chg. % (6M)
Financial Revenues	5,373	10,325	92.2%	21,795	11,634	-46.6%
Cash Financial Revenues	1,589	1,662	4.6%	3,241	2,083	-35.7%
Non-cash Financial Revenues	3,784	8,663	N/A	18,554	9,551	-48.5%
Financial Expenses	(46,449)	(52,474)	13.0%	(102,756)	(96,125)	-6.5%
Cash Financial Expenses	(42,044)	(44,927)	6.9%	(85,959)	(86,195)	0.3%
Interest on Lease	(32,082)	(17,477)	-45.5%	(64,822)	(35,093)	-45.9%
Conc. rights payable (IFRIC 12 Cash) <sup>(1)</sup>	(2,733)	(10,556)	>100%	(5,449)	(20,971)	>100%
Cash Financial Interest	(7,229)	(16,894)	133.7%	(15,688)	(30,131)	92.1%
Non-cash Financial Expenses	(4,405)	(7,547)	71.3%	(16,797)	(9,930)	-40.9%
Financial Result	(41,076)	(42,149)	2.6%	(80,961)	(84,491)	4.4%

(1) In 2020: Salvador Airport. After 3020, interest expenses related to obligations with public authorities (IFRIC 12), regarding provisions for Zona Azul de São Paulo Concession's fixed monthly installments



between 2021 and 2020.

In 2Q21, Net Financial Expenses totaled R\$ 42,149 thousand, a 2.6% increase compared 2Q20 (+4.4% between 6M20 and 6M21).

In the period, the increase in provision of loans interest, including debentures, besides interest expenses related to obligations with public authorities (IFRIC 12), regarding provisions for Zona Azul de São Paulo Concession's fixed monthly installments, were partially compensated by a reduction in Financial Lease Expenses due to the closing of operations and revisions of contracts carried out in previous quarters.

Excluding the interest expenses related to obligations with public authorities (IFRIC 12) regarding provisions for Zona Azul de São Paulo Concession's fixed monthly installments initiated in November of 2020, Net Financial Expenses reduced 23.1%

2Q21 financial result has also derived benefit from a mark-to market non-cash effect of the swap fair value contracted to hedge foreign currency debt in the period. Excluding this effect both in 2Q20 and 2Q21, net financial expenses in 2Q21 were 6.9% above 2Q20 (+1.7%. between 6M20 and 6M21).

#### 7. Income Tax and Social Contribution

In 2Q21, the provision for IRPJ/CSLL totaled R\$1,020 thousand, compared to a total provision of R\$147 thousand in 2Q20, while in 6M21, the provision for IRPJ/CSLL totaled R\$1,639 thousand, compared to a total provision of R\$ \$610 thousand in 6M20. The increase in IR/CSLL expenses arises from the payment of taxes on subsidiaries that calculate taxes payable based on presumed profit assumptions.



#### 8. Net Loss

In 2Q21, we reached a Net Loss of R\$ 60,468 thousand (R\$ 125,171 thousand in 6M21) compared to a net loss of R\$ 56,910 thousand in the same period of the previous year (R\$ 82,436 thousand in 6M20).

The changes in net loss are explained by the variations described in all items above in this report, by the negative impacts attributed to the restrictions imposed by the COVID-19 pandemic crisis, as well as by the cycle of intensive investments in growth in recent years impacting the Depreciation and Amortization expenses (non-cash effect) vis a vis the maturation of revenues from these investments expected in the coming years, including amortization of Intangible Assets, in the total amount of R\$9,992 thousand, related to the initial grant of Zona Azul São Paulo Concession initiated in November of 2020.

#### 9. EBITDA, Adjusted EBITDA, FFO and Adjusted FFO

EBITDA, Adjusted EBITDA, FFO and Adjusted FFO and their respective margins from Net Revenue have been adversely impacted by the restrictions imposed due to the COVID-19 second wave.

#### Adjusted EBITDA

EBITDA is a non-financial measure prepared by the Company in accordance with the Brazilian Securities and Exchange Commission ("CVM") Rule No. 527 of October 4, 2012 and consists of net income (loss) of the year adjusted by net financial result, income and social contribution taxes, and depreciation and amortization costs and expenses. EBITDA Margin consists of EBITDA divided by Net Revenue. The Adjusted EBITDA refers to EBITDA adjusted by non-cash effects, or that are not the result of its main operations.

(In '000 R\$)	2020	2021	Chg. % (2Q)	6M20	6M21	Chg. % (6M)
Net Loss	(56,910)	(60,468)	6.3%	(82,436)	(125,171)	51.8%
Financial Result	41,076	42,149	2.6%	80,961	84,491	4.4%
Taxes	148	1,020	590.8%	610	1,639	168.7%
Depreciation and Amortization	62,559	61,236	-2.1%	124,852	122,403	-2.0%
EBITDA	46,873	43,937	-6.3%	123,987	83,362	-32.8%
EBITDA Margin (%)	81.1%	69.5%	-11.6 p.p.	78.0%	67.4%	-10.6 p.p.
(-) Non-recurring effects on EBITDA <sup>(f)</sup>	729	0	-100.0%	2,262	1,170	-48.3%
Adjusted EBITDA	47,602	43,937	-7.7%	126,249	84,532	-33.0%
Adjusted EBITDA Margin (%)	82.4%	69.5%	-12.9 p.p.	79.4%	68.3%	-11.1 p.p.

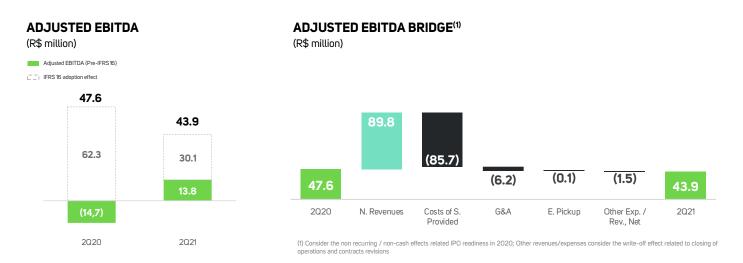
<sup>(1)</sup> Depreciation & Amortization Grossed Up of PIS/COFINS



<sup>(2)</sup> IPO expenses (2020); 2021 not considering non-cash expenses associated with the write-off of Assets and Liabilities due to the closing of the operation

#### Impacts of Zona Azul de São Paulo Concession on Adjusted EBITDA

(In '000 R\$)	6M21 (ex-ZAD SP)	ZAD SP Impacts	6M21 Consolidated
Net Loss	(76,782)	(48,389)	(125,171)
Financial Result	52,908	31,583	84,491
Taxes	1,639	0	1,639
Depreciation and Amortization	89,013	33,390	122,403
EBITDA	66,777	16,585	83,362
EBITDA Margin (%)	20.8%	2.3 p.p.	23.0%
(-) Non-recurring effects on EBITDA	1,170	0	1,170
Adjusted EBITDA	67,947	16,585	84,532
Adjusted EBITDA Margin (%)	21.8%	46.6 p.p.	68.3%



Although the second wave of the COVID-19 pandemic impacted 2Q21 results, the Company delivered positive operating cash generation in the period as a result of the consistent recovery in Net Revenues. We believe, therefore, that the EBITDA will continue to recover in the coming quarters, mainly due to the higher rate of vaccination among the population.

#### **Adjusted FFO**

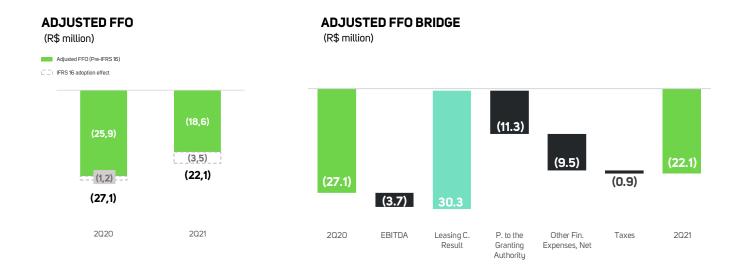
Funds From Operations (FFO) is a non-accounting measure disclosed by the Company, aligned with its consolidated financial expenses, and consist of the Company's profit (loss) for the year, before deferred income tax and social contribution, FFO financial result (without cash impact), and depreciation and amortization (costs and expenses). Adjusted FFO refers to FFO adjusted by non-cash expenses, or that are not the result of its main operations. Adjusted FFO margin is calculated by dividing Adjusted FFO by Net Revenues.



(In '000 R\$)	2Q20	2021	Chg. % (2Q)	6M20	6M21	Chg. % (6M)
Net Loss <sup>(t)</sup>	(56,910)	(60,468)	>100%	(82,436)	(125,171)	51.8%
FFO Financial Result	621	(1,116)	-279.7%	(1,757)	379	N/A
Deferred Taxes	0	0	N/A	0	0	N/A
Depreciation and Amortization <sup>(2)</sup>	28,467	39,498	38.7%	56,756	78,693	38.7%
FFO	(27,822)	(22,086)	(0)	(27,437)	(46,099)	68.0%
FFO Margin (%)	-48.1%	-34.9%	13.2 p.p.	-17.3%	-37.3%	-20.0 p.p.
(-) Non-recurring effects on $FFO^{(3)}$	729	0	-100.0%	2,262	1,170	-48.3%
Adjusted FFO	(27,093)	(22,086)	(0)	(25,175)	(44,929)	78.5%
Adjusted FFO Margin (%)	-46.9%	-34.9%	12.0 p.p.	-15.8%	-36.3%	-20.5 p.p.

<sup>(1)</sup> Profity before minority interest

<sup>(3)</sup> IPO expenses (2020); 2021 not considering non-cash expenses associated with the write-off of Assets and Liabilities due to the closing of the operation



#### 10. Investments

(In '000 R\$)	2020	2021	Chg. % (2Q)	6M20	6M21	Chg. % (6M)
CAPEX	155,676	19,264	-87.6%	180,923	35,378	-80.4%
Leased and Managed	954	4,090.0	328.9%	10,010	7,894	-21.1%
Long Term Contracts	147	8,477	N/A	8,404	9,860	17.3%
On-Street Concessions	150,331	701	N/A	151,497	6,282	-95.9%
Off-Street Concessions	518	240	-53.6%	1,618	489	-69.8%
Properties	20	0	-100.0%	959	164	-82.9%
Others	3,706	5,755	55.3%	8,435	10,688	26.7%
Intangible CAPEX	153,582	14,925	-90.3%	168,208	22,367	-86.7%
Capex in PP&E	2,094	4,339	107.2%	12,715	13,011	2.3%

In the second quarter, we maintained our cash preservation strategy by postponing discretionary investments to maintain the Company's financial health during the current period of recovery.

In the period, investments totaled R\$19,264 thousand, a reduction of 87.6% compared to the same period of the previous year (-80.4% between 6M20 and 6M21). Of the total invested in the quarter, 77.5% was directed to intangibles, mainly portions of Grants of operations contracted before the COVID-19 pandemic and expenses



<sup>(2)</sup> Non-cash Depreciation and Amortization

with implementation and technology in operations, mainly on Zona Azul de São Paulo and Santo André Concessions.

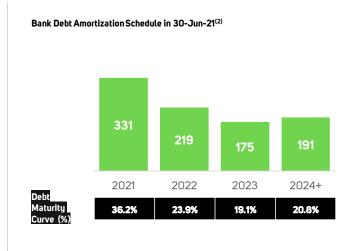
It is important to highlight that in 2020 a substantial part of the investments corresponds to the Initial Granting of Zona Azul de São Paulo Concession, the largest investment made by the Company in a single year.

Further information can be found in the Company's Consolidated Cash Flow Statements

#### 11. Indebtedness

#### 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 <sup>(1)</sup>	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%	

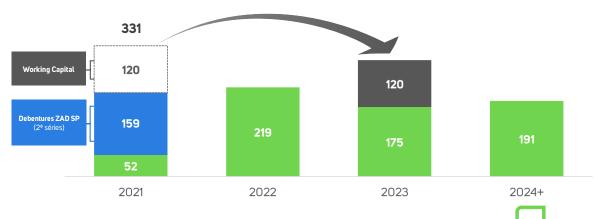


Total Gross Debt stood at R\$915,955 thousand on June 30th, 2021, a 4.0% reduction compared to March 31st, 2021.

Compared to June 2020, the increase in Gross Debt is due to funding raised over the previous quarters, including R\$300,000 thousand, raised during 3Q20, regarding the debentures issued by the subsidiary ZA Digital de São Paulo Sistema de Parking Rotativo SA, with the objective of equalizing 100% of Zona Azul de São Paulo Concession funding.

We maintained our focus on lengthening short-term debt while preserving the Company's financial health. From the total balance maturing in 2021, we mainly have: (i) the second series of debentures of the subsidiary Z. A. Digital de São Paulo Sistema de Parking Rotativo S.A. and; (ii) installments of the 9th Issuance of Debentures by Allpark (Parent Company), amortized according to the Issuance schedule.

Bank Debt Amortization Schedule in 30-Jun-21(1)



<sup>(1)</sup> Accounts payable related to investments and tax installments (2) Bank Debt including Debt Issuance fees

#### 12. Cash Flow

Cash Flow Statement (IFRS) can be found in item "14.Exhibits" from this document. The table and charts below are presented from a managerial cash movement perspective and therefore do not consider IFRS 16 and IFRIC 12 adoption effects.

#### 2Q21 | CASH FLOW

(R\$ million)



In 2Q21, the Company's success in managing working capital, including contractual renegotiations focused on preserving financial health in response to the restrictions imposed by the second wave of COVID-19, is demonstrated by the generation of Net Operating Cash of R\$ 31,697 thousand, a 10-fold increase compared to 2Q20.

In this quarter, the Company maintained its focus on preserving cash by postponing discretionary investments. Cash Flow from Investments (CAPEX) totaled R\$ 18,979 thousand in 2Q21, 87.9% lower than in 2Q20 and was mainly directed to intangibles, especially to portions of Grants of operations contracted before the COVID-19 pandemic and expenses with implementation and technology in operations, mainly on Zona Azul de São Paulo and Santo André Concessions.

In 2Q21, the amortization of principal and interest on loans and debentures totaled R\$ 45,841 thousand, referring to the amortization and interest of the 9th Issue of Debentures by Estapar, as well as the 1st Issue of Debentures by Z. A. Digital de São Paulo Sistema de Estacionamento Rotativo S.A.



#### Managerial Cash Flow (Pre-IFRS 16)(1)

(Managerial, in '000 BRL)	<b>2Q21</b>	6M21
Loss before Income and Social Contribution Taxes	(59,448)	(123,532)
Non-cash adjustments	81,045	183,070
Changes in working capital	10,100	(25,512)
Net Cash provided by Operating Activities	31,697	34,026
Cash flows from Investing Activities		
Acquisition of property and equipment	(4,339)	(13,011)
Dividends received	291	496
Acquisition of intangible assets	(14,925)	(22,367)
Capital increase in investees	(6)	(9)
Acquisition of investments	0	0
Net Cash provided by (used in) Investing Activities	(18,979)	(34,891)
Cash flow from Financing Activities		
Aumento de Capital	0	0
Loans, financing and debentures raised	0	195,356
Repayment of loans, financing and debentures	(29,949)	(137,828)
Interest paid on loans, financing and debentures	(14,590)	(25,272)
Dividends payment	(1,302)	(1,302)
Net cash generated from (used in) Financing Activities	(45,841)	30,954
Net increase (decrease) in Cash and Cash Equivalents	(33,122)	30,089
Cash and Cash Equivalents at beginning of period	105,320	42,109
Cash and Cash Equivalents at end of period	72,198	72,198

Operational Cash contains contém: Payment of Lease Interest, Payment to the Granting Authority and exercise of options)



# 13. Exhibits | Income Statement

(In '000 R\$)	2020	2021	Chg. % (2Q)	6M20	6M21	Chg. % (6M)
Net Revenues	85,824	175,629	104.6%	329,205	341,110	3.6%
Cost of Services	(65,080)	(135,634)	108.4%	(244,461)	(264,051)	8.0%
Gross Profit	20,744	39,995	92.8%	84,744	<i>7</i> 7,059	-9.1%
Gross Margin (%)	24.2%	22.8%	-1.4 p.p.	25.7%	22.6%	-3.2 p.p.
General & Administrative Expenses	(13,894)	(21,627)	55.7%	(39,458)	(41,243)	4.5%
% of Net Revenues	16.2%	12.3%	-3.9 p.p.	12.0%	12.1%	O.1 p.p.
Amortization	(22,813)	(36,605)	60.5%	(45,248)	(73,069)	61.5%
Equity Pickup	(1,009)	(1,128)	11.8%	(2,165)	(2,576)	19.0%
Other Revenues (Expenses), Net	1,286	2,066	60.7%	1,262	791	-37.3%
Profit (Loss) before Financial Result	(15,686)	(17,299)	10.3%	(865)	(39,038)	N/A
Financial Revenues	5,373	10,325	92.2%	21,795	11,634	-46.6%
Financial Expenses	(46,449)	(52,474)	13.0%	(102,756)	(96,128)	-6.5%
Financial Result	(41,076)	(42,149)	2.6%	(80,961)	(84,494)	4.4%
Income Tax	(148)	(1,020)	N/A	(610)	(1,639)	168.7%
Net Income (Loss)	(56,910)	(60,468)	6.3%	(82,436)	(125,171)	51.8%
Attributable to Controlling shareholders	(56,570)	(60,694)	7.3%	(81,896)	(125,325)	53.0%
Attributable to Minority shareholders	(340)	226	N/A	(540)	154	N/A



# 13. Exhibits | Balance Sheet

(In '000 R\$)	December/20	June/21	Chg. %
Current Assets	202,979	240,068	18.3%
Cash and cash equivalents	42,109	72,198	71.5%
Accounts receivable	49,942	50,847	1.8%
Taxes recoverable	49,415	50,940	3.1%
Prepaid expenses	4,035	9,132	126.3%
		•	
Advances from suppliers	1,183	1,770	49.6%
Advances from employees	2,114	1,493	-29.4%
Rent advances	418	327	-21.8%
Transactions with related parties	22,833	18,613	-18.5%
Other current assets	30,930	34,748	12.3%
Non-Current Assets	2,494,126	2,421,966	-2.9%
Taxes recoverable	32,012	29,964	-6.4%
Other credits	14,053	22,244	58.3%
Transactions with related parties	275	337	22.5%
Judicial deposits	11,265	11,703	3.9%
Prepaid expenses	4,578	3,976	-13.1%
		·	
Investment property	13,800	13,632	-1.2%
Investments	20,158	17,095	-15.2%
Property and equipment	238,339	234,761	-1.5%
Right of use	509,410	473,169	-7.1%
Intangible assets	1,650,236	1,615,085	-2.1%
Fotal Assets	2,697,105	2,662,034	-1.3%
Current Liabilities	810,407	829,405	2.3%
Loans, financing and debentures	473,634	459,267	-3.0%
Derivatives	0	9,930	N/A
Trade accounts payable	82,511	106,715	29.3%
Lease liability	139,059	118,332	-14.9%
Obligations from public concessions	50,064	52,257	4.4%
Accounts payable for investment acquisition	2,000	6,674	233.7%
Labor liabilities	27,557	32,713	18.7%
Taxes and contributions payable	8,290	14,158	70.8%
Tax installments	230	174	-24.3%
Advances from customers	10,158	16,088	58.4%
Transactions with related parties	22	82	272.7%
Other current liabilities	16,882	13,015	-22.9%
Non-Current Liabilities	1,199,708	1,271,728	6.0%
Loans, financing and debentures	391,569	456,688	16.6%
Lease liability	475,934	469,747	-1.3%
Trade accounts payable	1,768	13,465	N/A
Obligations of public concession	297,544	305,517	2.7%
Accounts payable for investment acquisition	3,815	0	N/A
Tax installments	167	116	-30.5%
Transactions with related parties	18	620	N/A
Provision for contingencies	25,239	21,921	-13.1%
Other current liabilities	3,654	3,654	0.0%
Equity	686,990	560,901	-18.4%
Capital	512,453	512,453	0.0%
Capital reserve	769,674	770,059	0.1%
Accumulated losses	(603,934)	(729,259)	20.8%
Non-controlling interests	8,797	7,647	-13.1%
Total Liabilities and Equity	2,697,105	2,662,034	-1.3%



# 13. Exhibits | Statement of Cash Flows

(In '000 R\$)	2020	2021	Chg. % (2Q)	6M20	6M21	Chg. % (6M)
Loss before Income and Social Contribution Taxes	(56,762)	(59,448)	4.7%	(81,826)	(123,532)	51.0%
Non-cash adjustments	61,724	98,212	59.1%	172,263	200,236	16.2%
Changes in working capital	(2,407)	17,729	N/A	(29,331)	19,266	-165.7%
Net Cash provided by Operating Activities	2,555	56,493	N/A	61,106	95,970	57.1%
Cash flows from Investing Activities						
Acquisition of property and equipment	(2,094)	(4,339)	107.2%	(12,715)	(13,011)	2.3%
Dividends received	(37)	291	N/A	32	496	N/A
Acquisition of intangible assets	(153,582)	(14,925)	-90.3%	(168,208)	(22,367)	-86.7%
Capital increase in investees	14	(6)	-142.9%	9	(9)	-200.0%
Acquisition of investments	(741)	0	-100.0%	0	0	N/A
Net Cash provided by (used in) Investing Activities	(156,440)	(18,979)	-87.9%	(180,882)	(34,891)	-80.7%
Cash flow from Financing Activities						
Options Exercised	(1)	0	N/A	378	385	1.9%
Capital Increase	277,061	0	N/A	277,061	0	N/A
Loans, financing and debentures raised	98,847	0	N/A	200,596	195,356	-2.6%
Repayment of loans, financing and debentures	(214)	(29,949)	N/A	(100,296)	(137,828)	37.4%
Interest and principal paid on lease	(12,721)	(23,488)	84.6%	(71,316)	(47,958)	-32.8%
Interest paid on loans, financing and debentures	(10,557)	(14,590)	38.2%	(19,150)	(25,272)	32.0%
Financial Instruments (Derivatives)	0	0	N/A	3,701	0	N/A
Dividends paid	0	(1,302)	N/A	0	(1,302)	N/A
Payment to granting authority	0	(1,307)	N/A	(3,467)	(14,371)	314.5%
Net cash generated from (used in) Financing Activities	352,415	(70,636)	N/A	287,507	(30,990)	N/A
Net increase (decrease) in Cash and Cash Equivalents	198,530	(33,122)	N/A	167,731	30,089	-82.1%
Cash and Cash Equivalents at beginning of period	89,397	105,320	17.8%	120,196	42,109	-65.0%
Cash and Cash Equivalents at end of period	287,927	72,198	-74.9%	287,927	72,198	-74.9%



# L

#### 13. Exhibits | Glossário

#### Segments:

**Leased and Managed Locations:** includes agreements executive with the private sector, with operations of the parking areas in different segments, such as: commercial buildings, malls, hospitals, educational institutions, banks, and lands. The contracts may be of lease (fixed rental, variable rental, or combination of both) and management (fixed or variable fee).

**Long-term contracts:** includes contracts signed with the private sector and that demand investments in infrastructure and/or an initial concession. Special highlight to the parking operations in the following segments: commercial buildings, airports, educational institutions, among others.

**Public Concessions (On-Street):** agreements for the management of rotary parkings on public locations, signed with the city halls holding the right to exploration of the concession. The compensation included investments in parking meters, infrastructure, signalization and initial concessions in the cities of Americana, Araraquara, Belo Horizonte, Itajaí, Itatiba, Jacareí, Jaraguá do Sul, Juiz de Fora, Limeira, Mauá, Mogi das Cruzes, Pindamonhangaba, Piracicaba, Rio Claro, Salvador, Santa Bárbara d'Oeste, Santo André, São Bernardo do Campo, São Carlos, São João da Boa Vista, São Paulo, Taubaté, and Vila Velha.

**Public Concessions (Off-Street):** includes contracts with the Government, by means of bidding procedures and which may have a profile of infrastructure, demanding expressive volumes of investments. These contracts are out of the public runways, including mainly airports and underground garages.

**Properties:** consist of contracts for the acquisition of real estate assets (garages or parking spots) as an autonomous unit of the venture in which they are locate.

**Others:** accessory revenues not specifically identifiable to an operating segment, such as operation in the invested company Loop, revenues from specific franchises, considered extraordinary.

#### Other terms used in the report:

**Churn:** measurement of the impact, in percent, of the garages closed in relation to the gross margin of total cash of the Company.

**Duration:** measures, in years, the average remaining term of our contracts, weighted by the updated annualized results from such contracts.

**EBITDA** and **Adjusted EBITDA**: EBITDA is a non-accounting measurement elaborated by the Company in accordance with the Instruction of the Brazilian Securities Commission ("CVM") no. 527, dated October 4th, 2012, consisting of the net profit (loss) of the year, adjusted by the net financial result, taxes, as well as costs and expenses with depreciation and amortization. The EBITDA margin consists of the EBITDA divided by the Net Revenues. The adjustments made to EBITDA, as well as to the EBITDA margin of the Company, take into account the exclusion of non-recurring effects evidenced in the sections above.

**FFO and Adjusted FFO:** The FFO (Funds From Operations) is a non-accounting measurement disclosed by the Company, conciliated with its consolidated financial expenses, consisting of the profit (loss) in the year of the Company, before deferred taxes, the financial result FFO (non- cash), and depreciation and amortization (costs and expenses). Represents the generation of own cash and that may finance the activities of the Company.



