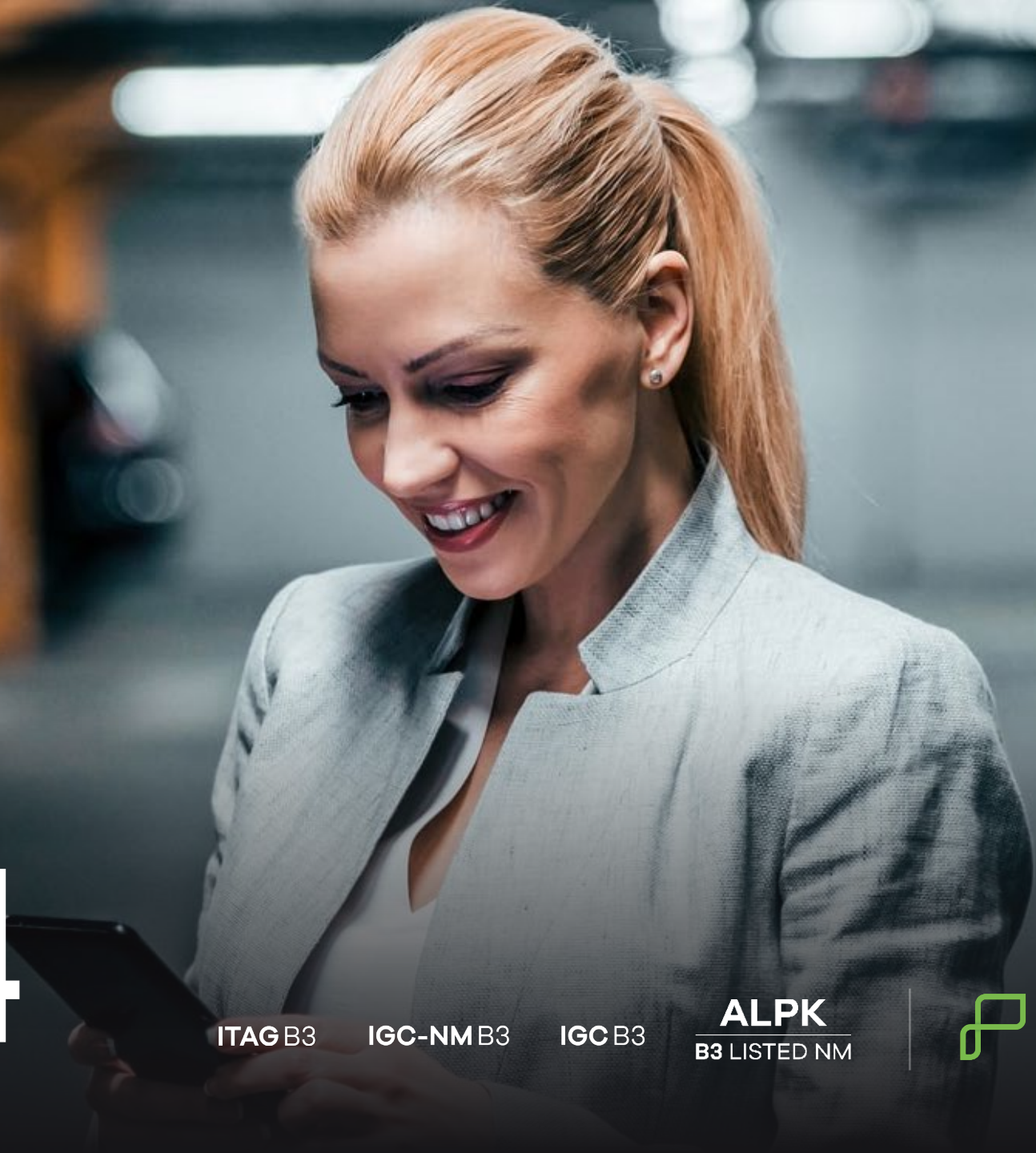




Resultados

2T24



ITAG B3

IGC-NMB3

IGCB3

ALPK
B3 LISTED NM

 **ESTAPAR**

AVISO LEGAL

Este documento pode conter estimativas e declarações sobre o futuro que têm por embasamento, em grande parte, expectativas atuais e projeções sobre eventos futuros e tendências financeiras que afetam ou podem afetar o nosso negócio. Muitos fatores importantes podem interferir adversamente nossos resultados, tais como em nossas estimativas e declarações futuras. As palavras “acreditamos”, “podemos”, “visamos”, “estimamos” e outros termos similares têm por objetivo identificar estimativas e projeções.

As considerações sobre estimativas e declarações futuras incluem informações referentes a resultados e projeções, estratégias, planos de financiamentos, posição concorrencial, ambiente setorial, potenciais oportunidades de crescimento, os efeitos de regulamentações futuras e os efeitos da concorrência. Tais estimativas e projeções referem-se apenas à data em que foram expressas, sendo que não assumimos a obrigação de atualizar publicamente ou revisar quaisquer dessas estimativas em razão da ocorrência de nova informação, eventos futuros ou de quaisquer outros fatores, ressalvada a regulamentação vigente a que nos submetemos, em especial à Instrução CVM 480 e Resolução CVM 44.

As informações contidas no presente relatório devem ser analisadas em conjunto com as informações contábeis intermediárias, preparadas de acordo com as Normas Internacionais de Relatório Financeiro (IFRS), aprovadas pela Comissão de Valores Mobiliários (CVM) e pelo Conselho Federal de Contabilidade (CFC) e de acordo com todos os pronunciamentos emitidos pelo Comitê de Pronunciamentos Contábeis (CPC), que se encontram disponíveis no site da Companhia (ri.estapar.com.br), assim como no portal da Comissão de Valores Mobiliários (CVM).

ITAG B3

IGC-NM B3

IGC B3

ALPK
B3 LISTED NM

 **ESTAPAR**

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

01 Destaques



02 Resultados 2T24



03 Considerações Finais



04 Q&A



01 Destaques

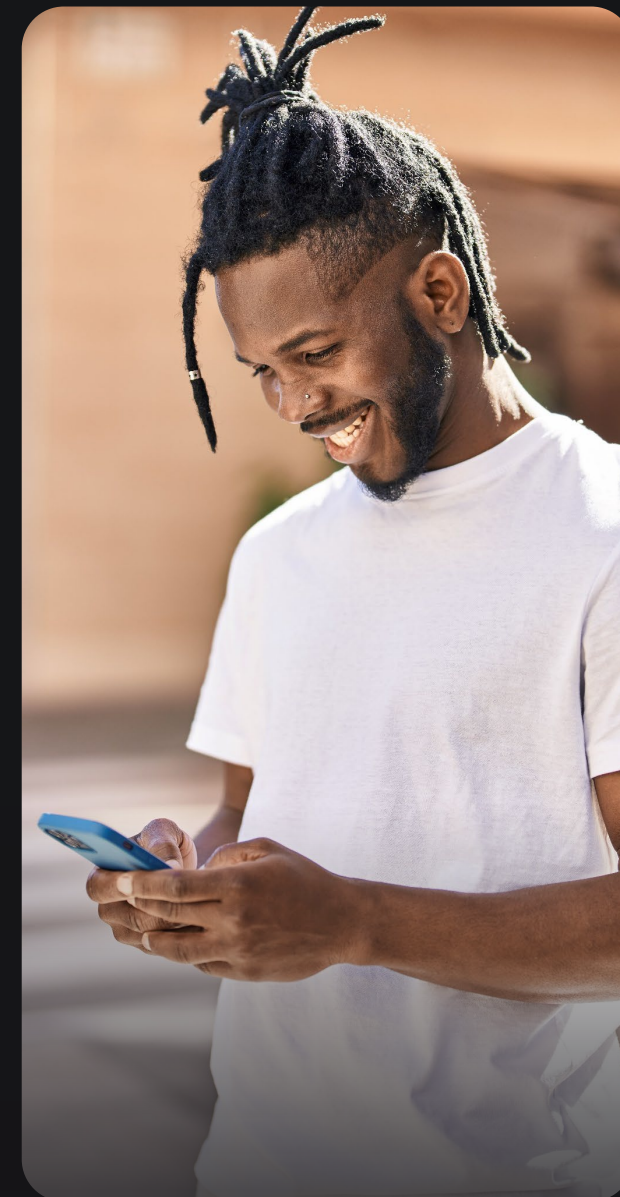
02 Resultados 2T24



03 Considerações Finais



04 Q&A



SOS RS

Panorama dos impactos do evento climático extremo e sem precedentes no RS diante do que se vivenciou no período de grandes volumes de chuvas e cheias históricas em diversas bacias da região.

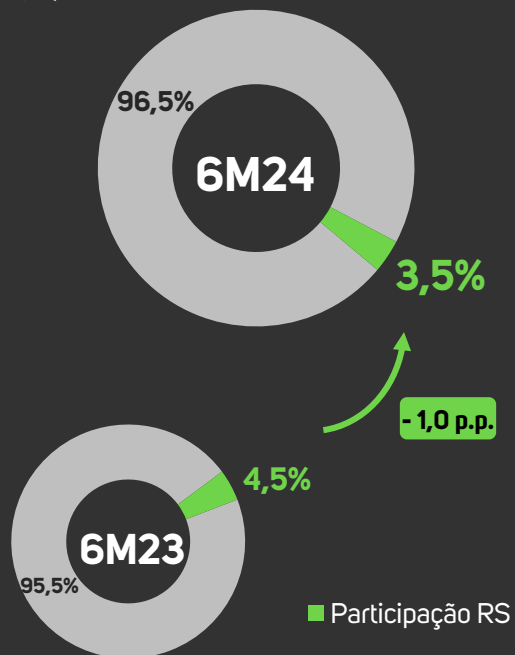
39

operações Estapar no estado do RS, sendo **3 as diretamente impactadas**

271

colaboradores diretos

ESTADO RS EM PARTICIPAÇÃO DA RECEITA LÍQUIDA (%)



Ações Emergenciais

- 1. Comitê emergencial multidisciplinar**
no apoio a colaboradores e clientes
- 2. Apoio à saúde e segurança**
a colaboradores e familiares
- 3. Doações e campanhas**
arrecadação para apoio financeiro
- 4. Apoio psicológico**
Individual a funcionários e dependentes
- 5. Canais de atendimento prioritários**
FAQ, 0800, e-mail, rádio, mídias sociais, + 3.000 atendimentos, durante crise/maio
- 6. Informação**
disparos ativos de informações atualizadas aos clientes atingidos

IMPACTO NO FATURAMENTO NO ESTADO DO RS % 2024 vs 2023



Destaques / 2T24

2T24: RECEITA RECORDE



R\$ 385,1 MM

+15,1% vs. 2T23

2T24: EBITDA GERENCIAL



R\$ 77,0 MM

20,0% Mg. EBITDA Gerencial

+17,7% vs. 2T23

2T24: LUCRO LÍQUIDO



R\$ 5,8 MM

1,5% Mg. Líquida

vs. 2T23 com prejuízo de 14,9 MM

2T24: CHURN E NOVOS NEGÓCIOS



0,05%

melhor em relação aos patamares históricos

15 inaugurações no trim.

718 operações ao final do 2T24

2T24: PLATAFORMAS DIGITAIS



18,3% da receita total

+39,8% NA RECEITA DIGITAL
vs. 2T23

2T24: EMISSÃO DE DEBÊNTURES



R\$ 200,0 MM

CDI +2,00%

alongando o perfil da dívida e reduzindo o custo do endividamento financeiro

Destaques / Foco Comercial

No 2T24, inauguramos 15 operações. Destacamos os setores de Shopping Centers, Edifícios Comerciais e Instituições de Ensino, entre outros.



Ed. Com. Capital Financial Center –DF

1.340 VAGAS



Edifício Garagem Aliança – BA

306 VAGAS



Shopping Top Center – SP

342 VAGAS



Condomínio Edifício Aton Business Style – GO

336 VAGAS



Inst. Ens. Anita Garibaldi – SC

520 VAGAS

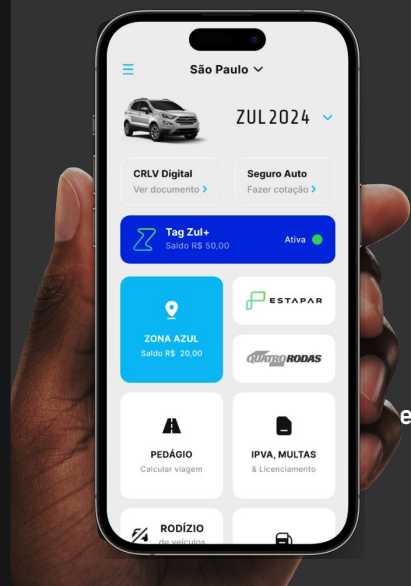


Edifício Garagem Duque – RS

439 VAGAS

Zul+

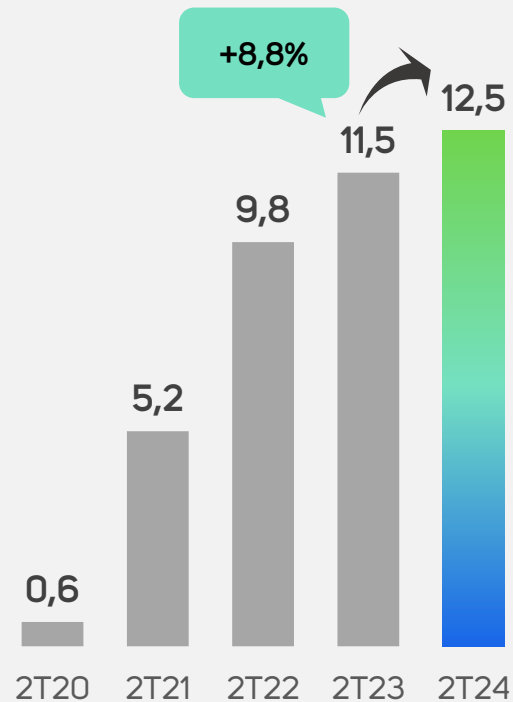
a Plataforma Digital⁽¹⁾ da Estapar já conta com mais de 11 milhões de usuários



Tudo para quem dirige em um só app

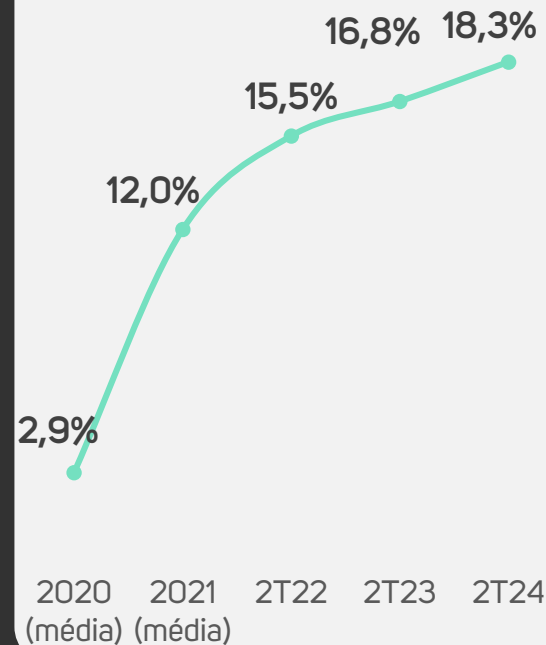
TRANSAÇÕES ⁽¹⁾

em R\$ milhões



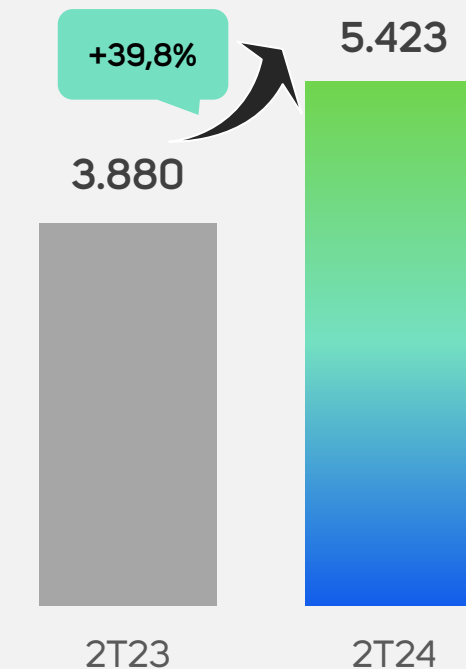
PLATAFORMAS DIGITAIS

% das receitas via plataformas digitais⁽¹⁾ vs receita total



RECEITA LÍQUIDA DIGITAL ⁽²⁾

em R\$ milhões





Expansão contínua da cobertura de Eletropostos

Zletric 59%
RECARREGUE SUA AUTONOMIA INVESTIDA ESTAPAR

2T24

Receita Líquida

R\$ 1,6 MM

+123,2% vs. 2T23



14



ESTADOS

70



CIDADES

921



ESTAÇÕES DE RECARGA

15

ZLETRIC HUB

Postos de carregamento rápido

01 Destaques



02 Resultados 2T24

03 Considerações Finais

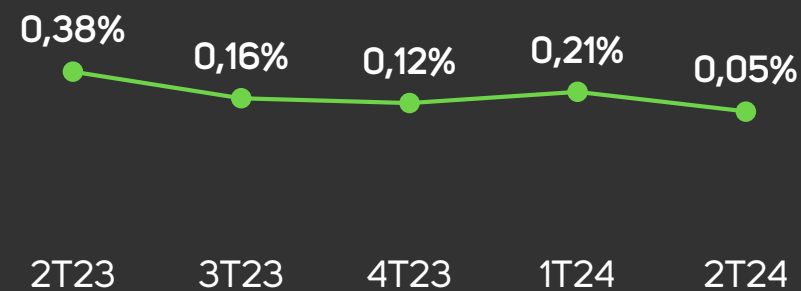


04 Q&A



EVOLUÇÃO DAS VAGAS E OPERAÇÕES	2T23	2T24	%
OPERAÇÕES	654	718	9,8%
VAGAS (em milhares)	451,2	484,8	7,5%
Alugadas e Administradas	202,2	239,2	↑
Contratos de Longo Prazo	76,3	74,0	↘
Concessões On-Street	82,9	81,8	↘
Concessões Off-Street	11,5	11,5	→
Propriedades	11,6	11,6	→
Digital	66,7	66,7	→

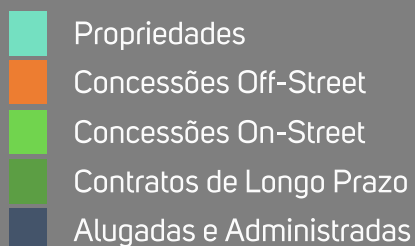
CHURN (%)



Churn = Lucro Bruto Caixa LTM de operações encerradas no período comparado ao Lucro Bruto Caixa LTM Total.

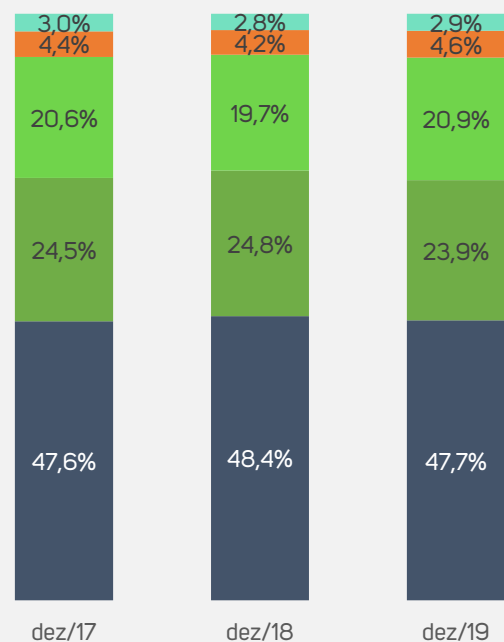
Crescimento orgânico com foco em maior lucratividade.

Mix de Segmentos¹
mix % de vagas

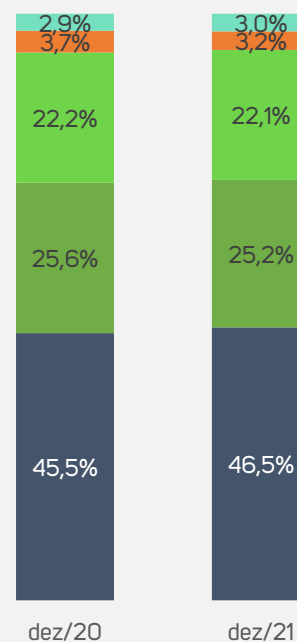


¹ Não considera o segmento Digital com as operações de credenciamento de Zonas Azuis.

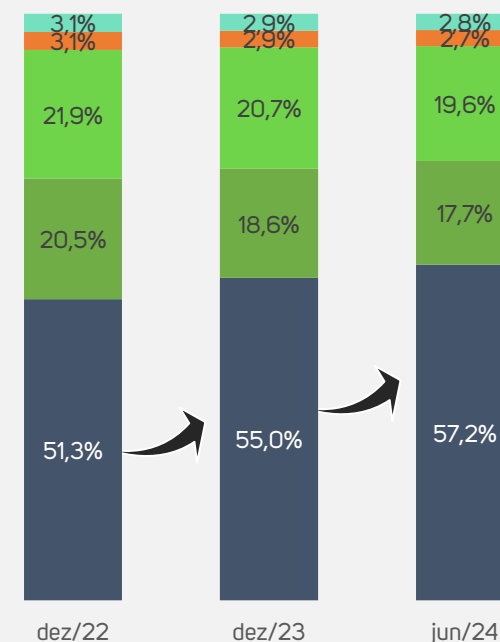
Ciclo de alocação de Capital até 2019



Pandemia 2020 - 2021



Novo ciclo de crescimento 2022+

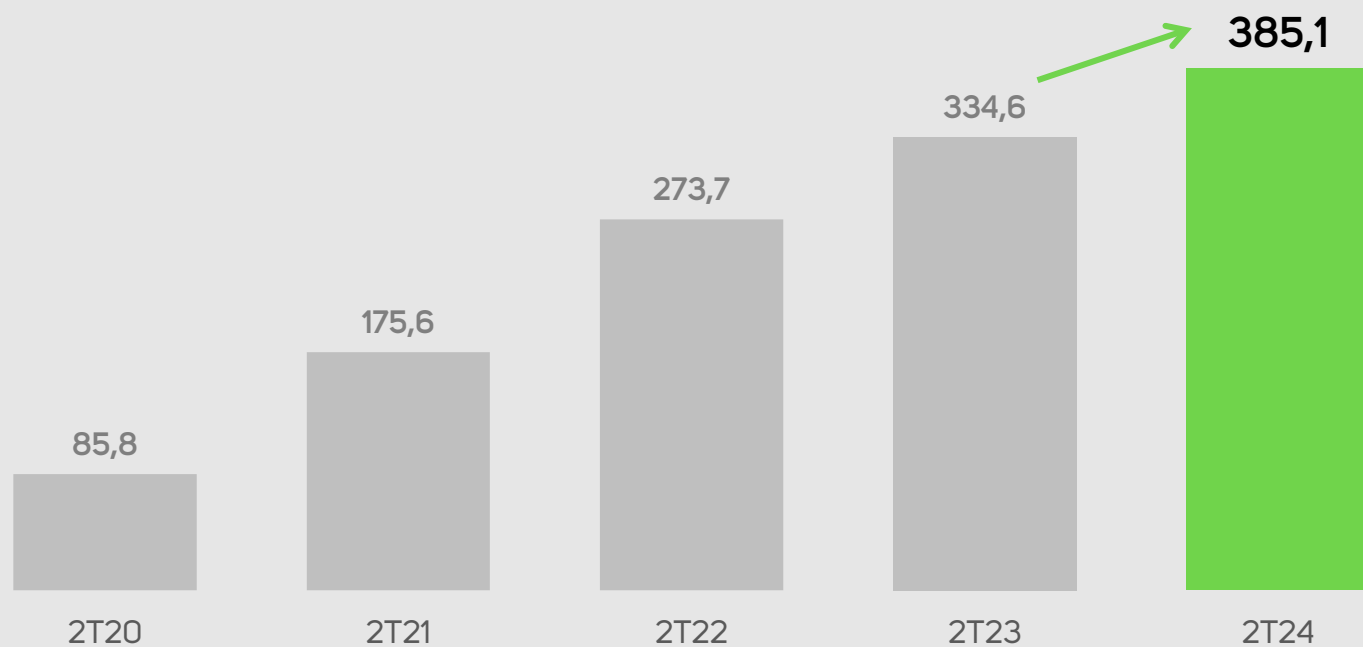


Receita Líquida
recorde pelo
8º trimestre
consecutivo

2T23 vs. 2T24 +15,1%

RECEITA LÍQUIDA TRIMESTRAL

Consolidado em R\$ milhões



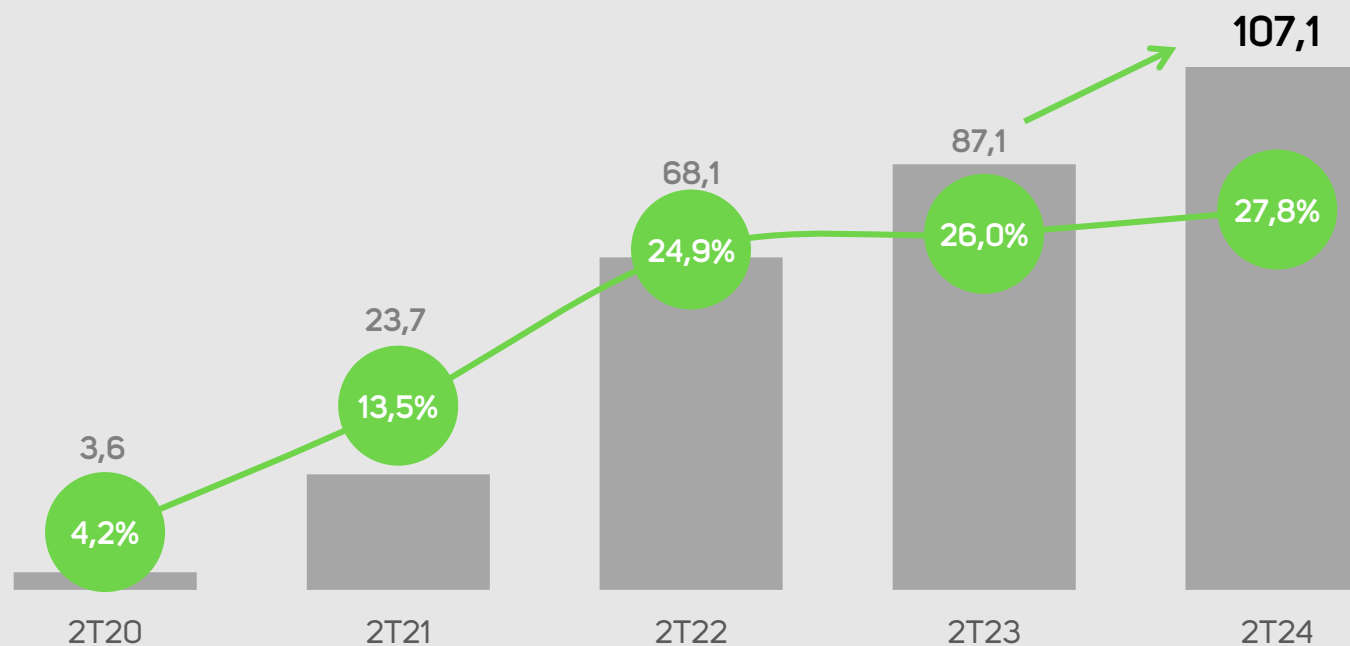
Lucro Bruto Caixa e Margem Bruta recordes

2T23 vs. 2T24 +22,9%

LUCRO BRUTO CAIXA E MARGEM BRUTA

Consolidado em R\$ milhões

■ Lucro Bruto Caixa
● Margem Bruta Caixa (%)



EBITDA Gerencial e Margem EBITDA recordes

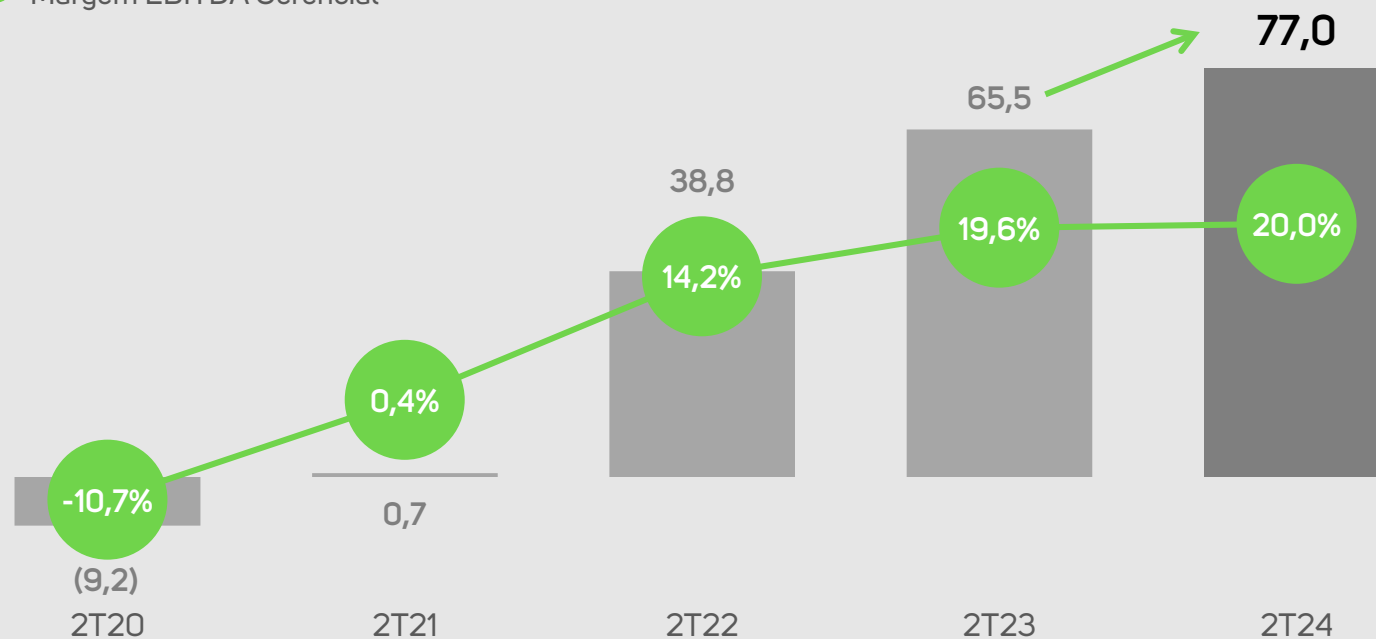
2T23 vs. 2T24 +17,7%

EBITDA GERENCIAL E MARGEM EBITDA GERENCIAL

Consolidado em R\$ milhões

■ EBITDA Gerencial

● Margem EBITDA Gerencial



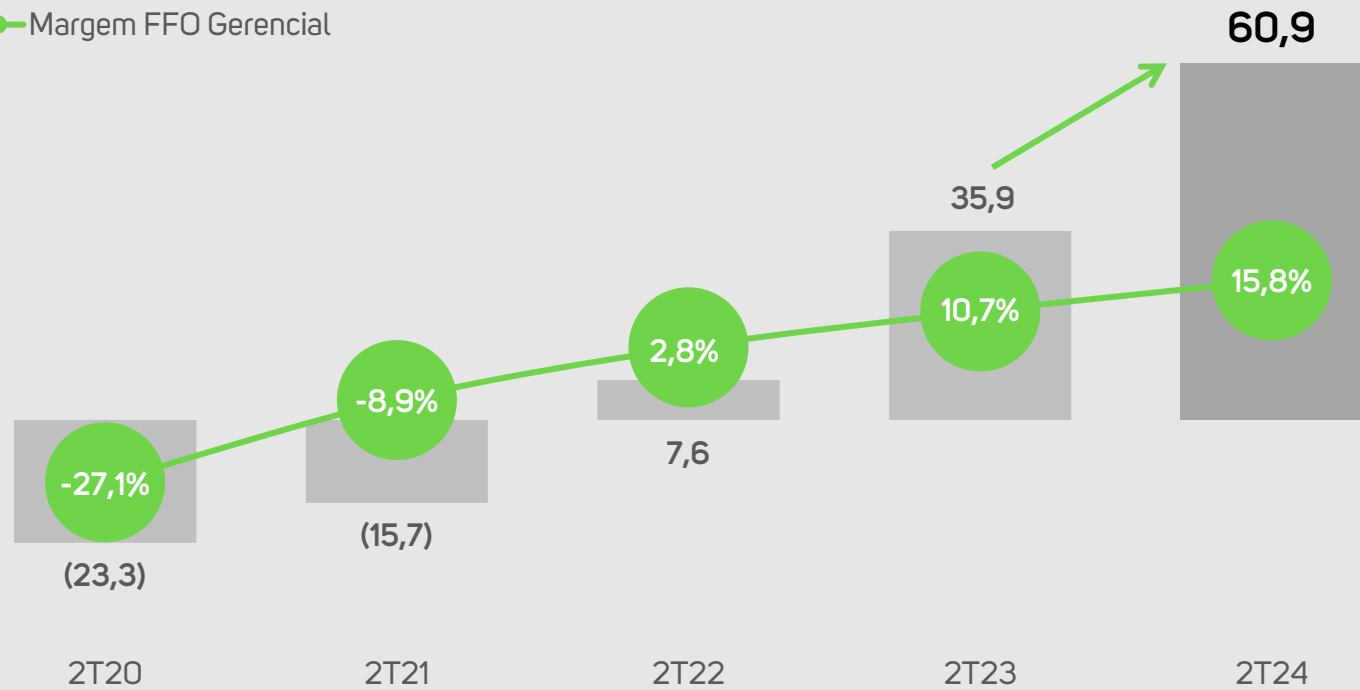
FFO e Margem FFO

2T23 vs. 2T24 +70,0%

FFO E MARGEM FFO

Consolidado em R\$ milhões

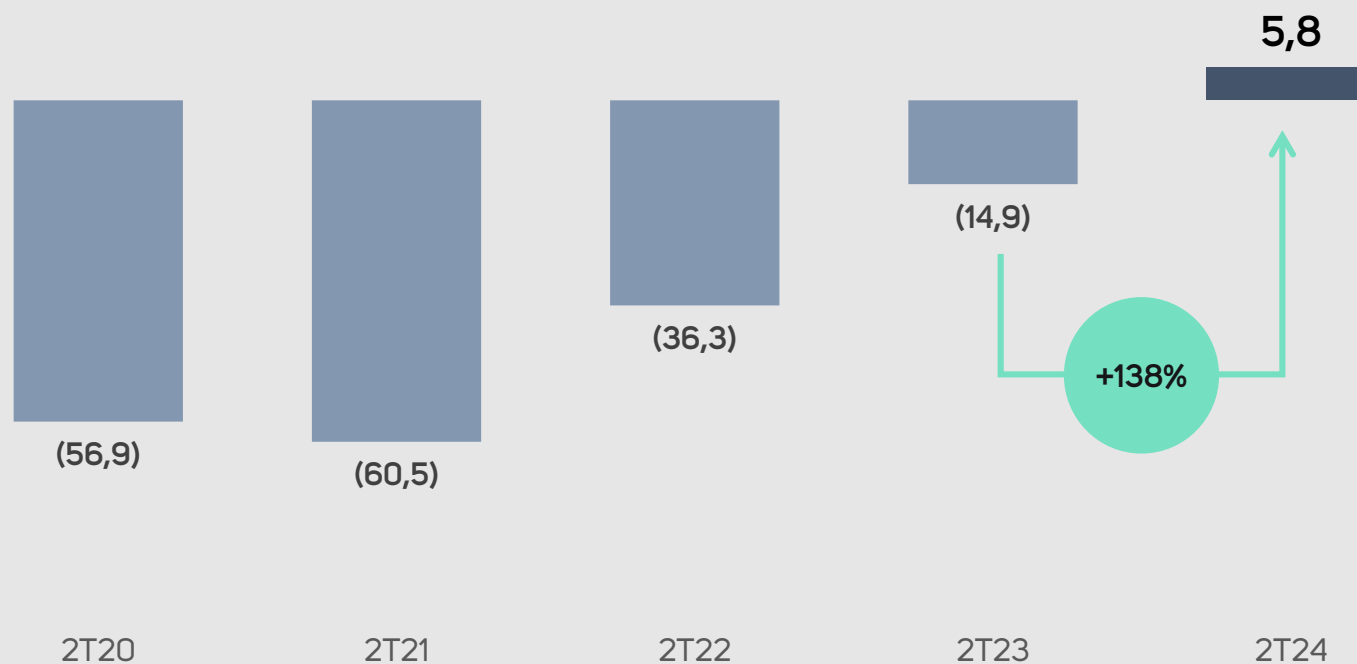
■ FFO Gerencial
● Margem FFO Gerencial



Um dos objetivos estratégicos da Estapar para os próximos anos é a busca e a manutenção da lucratividade

LUCRO (PREJUÍZO) LÍQUIDO

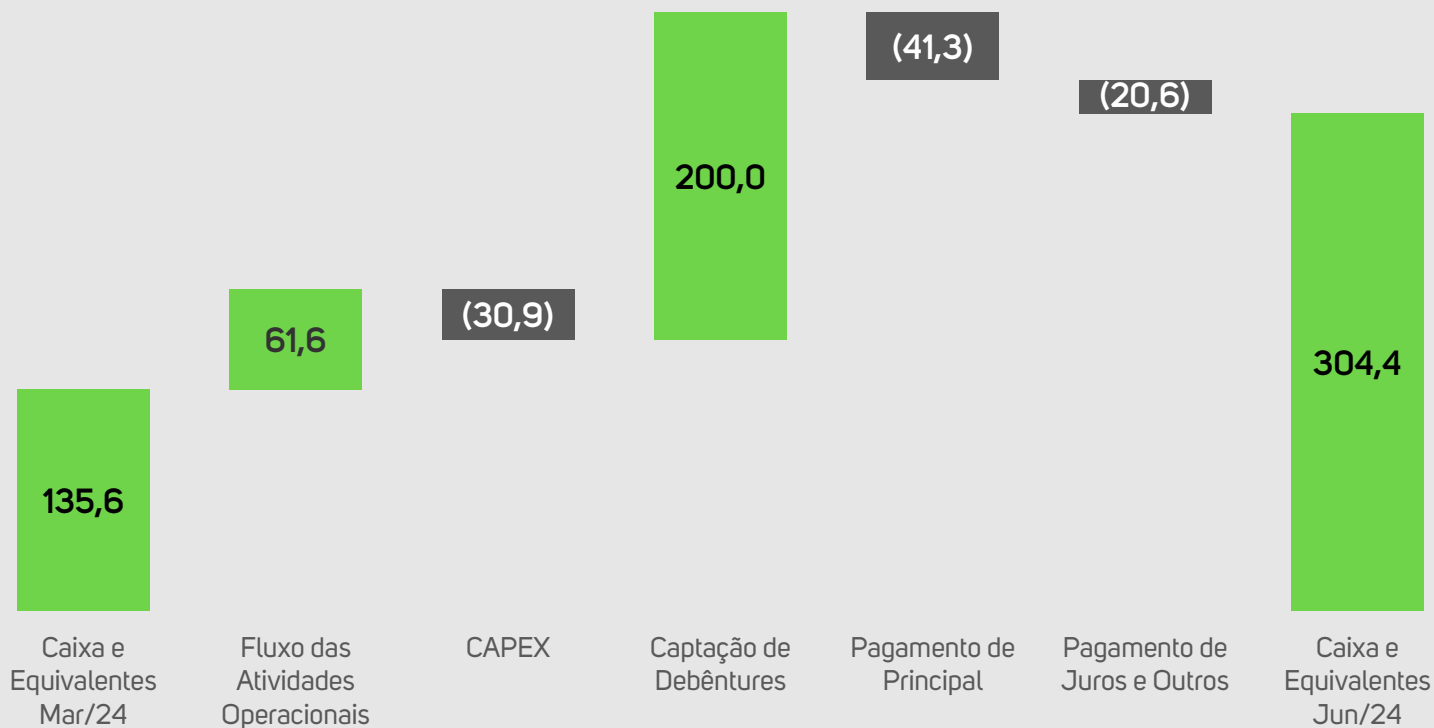
Consolidado em R\$ milhões



Forte geração de caixa, com disciplina na alocação do capital

FLUXO DE CAIXA GERENCIAL

Consolidado em R\$ milhões



12ª EMISSÃO DE DEBÊNTURES

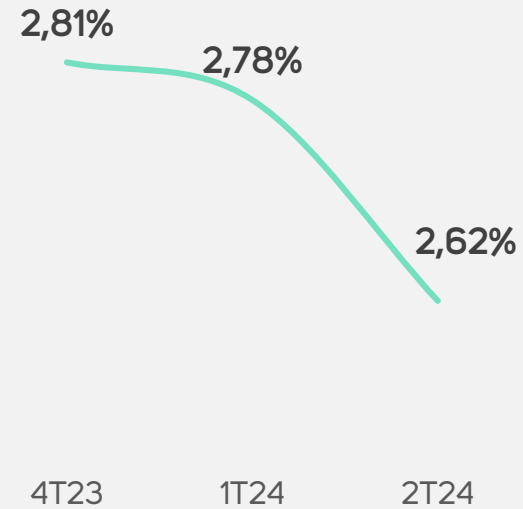
R\$ 200,0 MM

CDI +2,00%

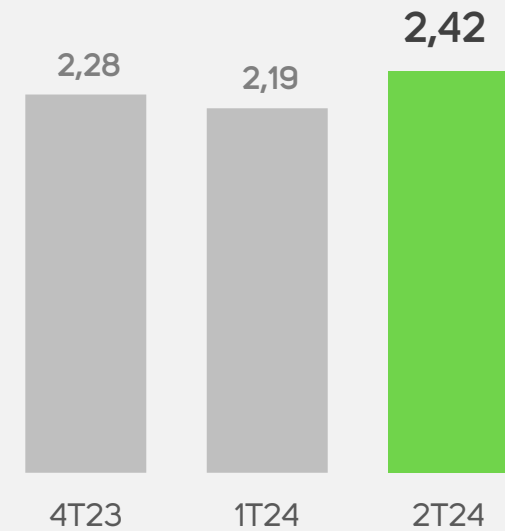
Institucionais

Redução do Custo Médio e aumento da Duration

CUSTO MÉDIO Spread CDI + Equivalente (%)



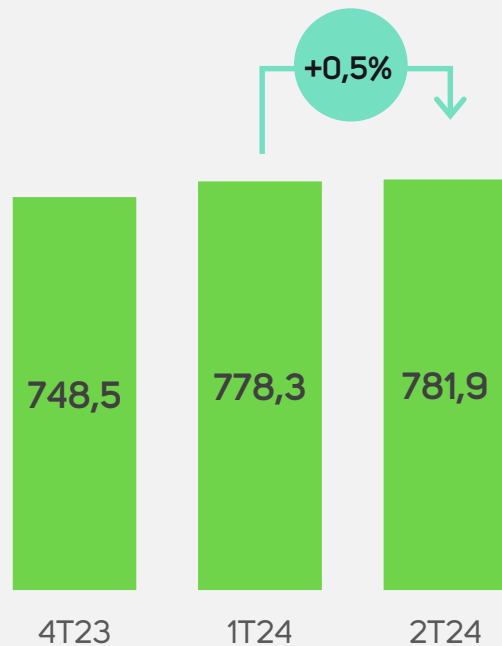
DURATION Em anos



Dívida Líquida estabilizada e cronograma equilibrado de amortização

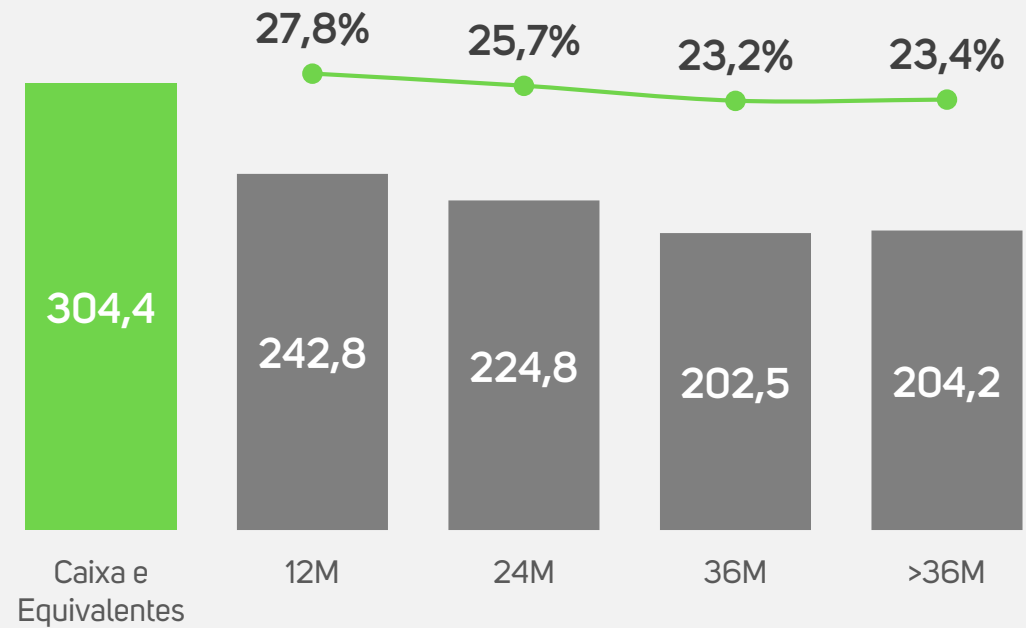
DÍVIDA LÍQUIDA⁽¹⁾

Em R\$ MM



CRONOGRAMA DE AMORTIZAÇÃO

(%)



01 Destaques



02 Resultados 2T24



03

Considerações Finais

04 Q&A





Mais um trimestre de destaque



Os resultados do 2T24, incluindo o **Recorde de Receita**, a **Melhoria das Margens** e a **Reversão do Prejuízo** reforçam cada vez mais nossa confiança na estratégia adotada para geração de valor.

Nossa Visão de Futuro



Os investimentos da Companhia em **Novas Fronteiras** são uma realidade. Nossa receita **Digital** cresceu **39,8% vs. 2T23**. Nossa divisão de **Eletromobilidade** (Zletric) apresentou crescimento de receita de **123,2% vs. 2T23** e acreditamos que há ainda muito valor a ser capturado.

Gestão da Dívida



Ao final de Jun/24, a **Dívida Líquida** de R\$ 781,9 milhões manteve-se **praticamente estável**, em linha com nossa estratégia de redução da alavancagem. Destacamos a **12ª emissão de debêntures**, captando junto a investidores institucionais, R\$ 200 milhões a CDI + 2,00%. Essa operação resultou em **nova redução do spread CDI+** para 2,62%.

01 Destaques



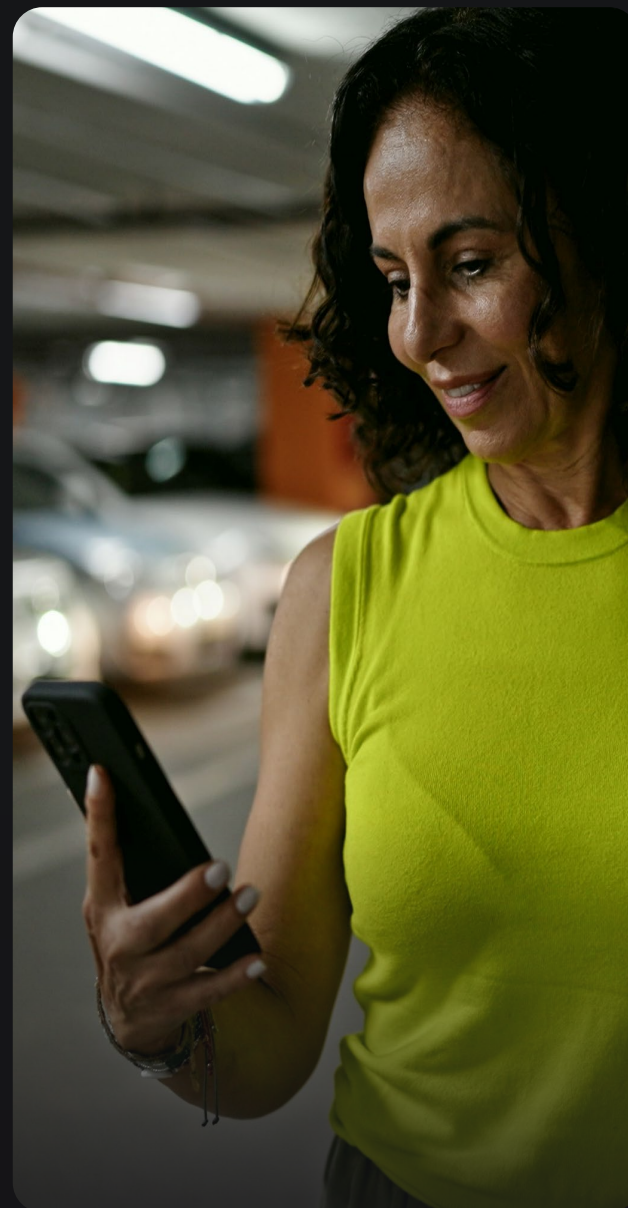
02 Resultados 2T24



03 Considerações Finais



04 Q&A



Fale com o RI

Relações com Investidores

Emílio Sanches *CEO*

ri.estapar.com.br

Daniel Soraggi *CFO e DRI*

ri@estapar.com.br

Rafael S. Mingone *Gerente de Finanças e RI*

+55 (11) 2161-8099

Larissa Boness *Analista de RI*

Imprensa

Thayná Madruli

estapar@maquinacohnwolfe.com

Alessio Venturelli

Redes Sociais





2Q24

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 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.

ITAG B3

IGC-NM B3

IGC B3

ALPK
B3 LISTED NM

 **ESTAPAR**

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

01 Highlights



02 2Q24 Results



03 Closing Remarks



04 Q&A



01 Highlights

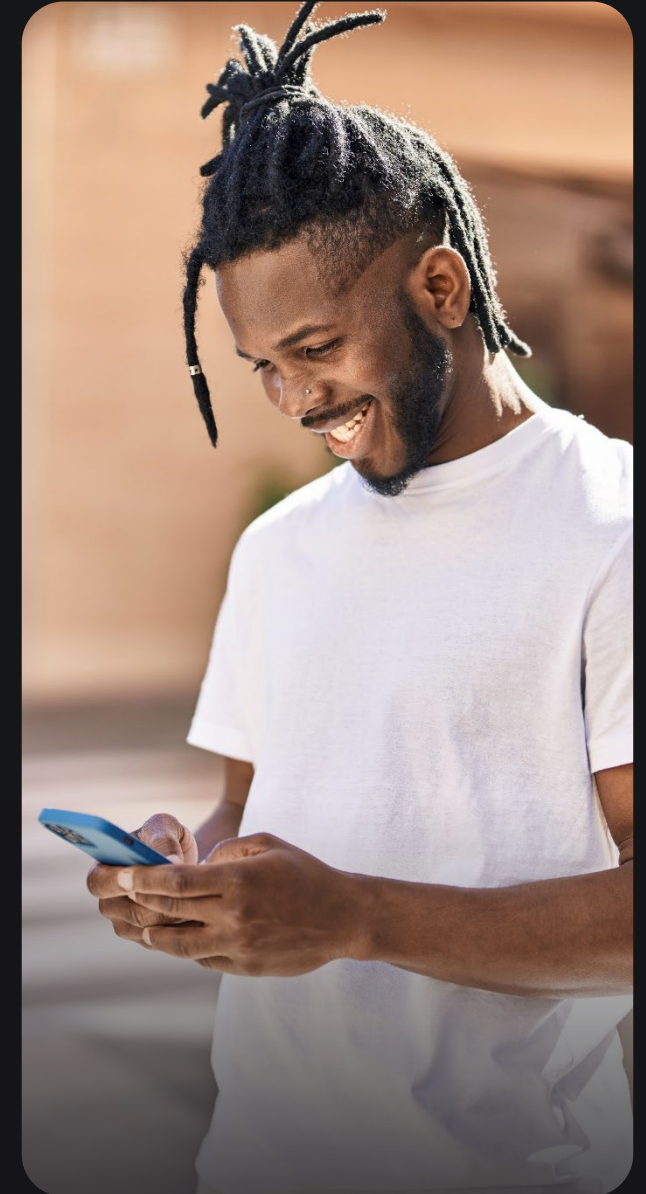
02 2Q24 Results



03 Closing Remarks



04 Q&A





SOS RS

Panorama of the extreme and unprecedented climatic event in Rio Grande do Sul, and its impacts regarding the experience in the period of large volumes of rainfall and historical floods in several basins in the region.

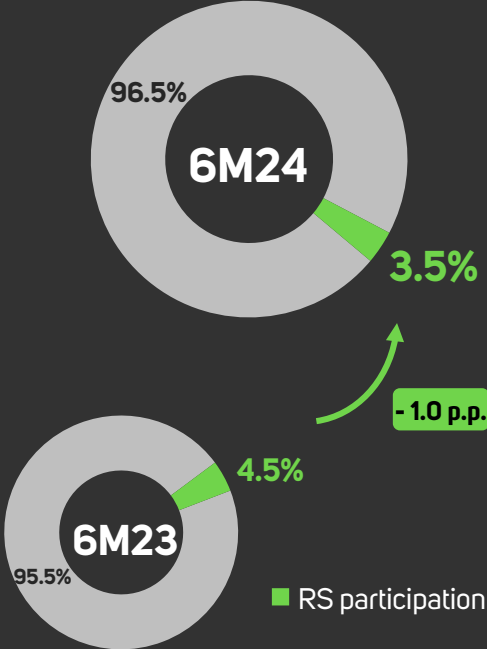
39

Operations in Rio Grande do Sul, **3** were directly impacted

271

Direct employees

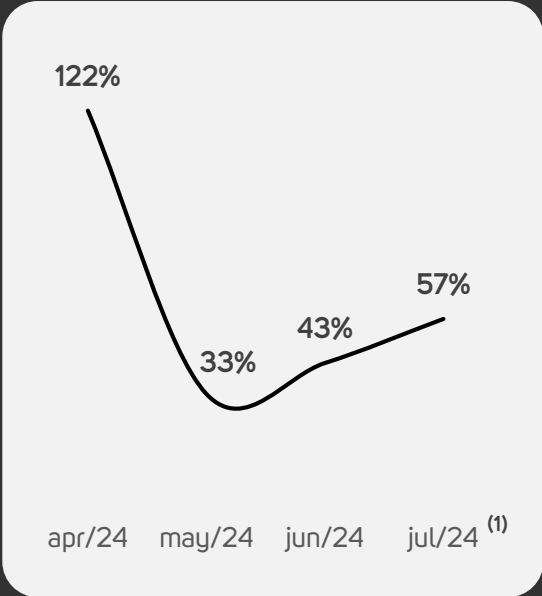
SHARE OF RIO GRANDE DO SUL STATE IN NET REVENUE (%)



Immediate Actions

- Multidisciplinary emergency committee**
to support employees and customers
- Health and Safety Support**
to employees and families
- Donations and Campaigns**
fundraising for financial support
- Psychological support**
Personal support for employees and dependents
- Priority service channels**
FAQ, toll-free number (0800), e-mail, radio, social media, +3.0k services during the crisis/May
- Information**
Send-outs of updated information to affected customers

IMPACT ON REVENUE IN THE RIO GRANDE DO SUL STATE % 2024 vs 2023



Highlights / 2Q24

2Q24: RECORD REVENUE 

R\$385.1 million

+15.1% vs. 2Q23

2Q24: MANAGERIAL EBITDA 

R\$77.0 million

20.0% Managerial EBITDA Mg.


+17.7% vs. 2Q23

2Q24: NET INCOME 

R\$5.8 million

1.5% Net Margin

vs. 2Q23 with a loss of 14.9 million


2Q24: CHURN AND NEW BUSINESSES 

0.05%

An improvement compared to historical levels

15 inaugurations in 2Q24


718 operations by the end of the quarter

2Q24: DIGITAL PLATFORMS 

18.3% of total revenue

+39.8% IN DIGITAL REVENUE

vs. 2Q23

2Q24: DEBENTURES ISSUANCE 

R\$200.0 million

CDI +2.00%

lengthening the debt profile and reducing the cost of financial indebtedness

Highlights / Commercial Focus

In 2Q24, we inaugurated 15 operations, notably in the Shopping Malls, Commercial Buildings, Educational Institutions, and other sectors.



Capital Financial Center Com. Build. – DF

1,340 PARKING SPACES



Aliança Parking Building – BA

306 PARKING SPACES



Top Center Shopping Mall – SP

342 PARKING SPACES



Aton Business Style Build. Condominium - GO

336 PARKING SPACES



Anita Garibaldi Educational Institution - SC

520 PARKING SPACES

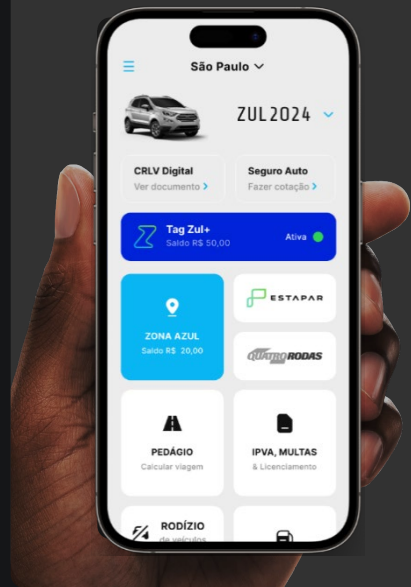


Duque Parking Building - RS

439 PARKING SPACES

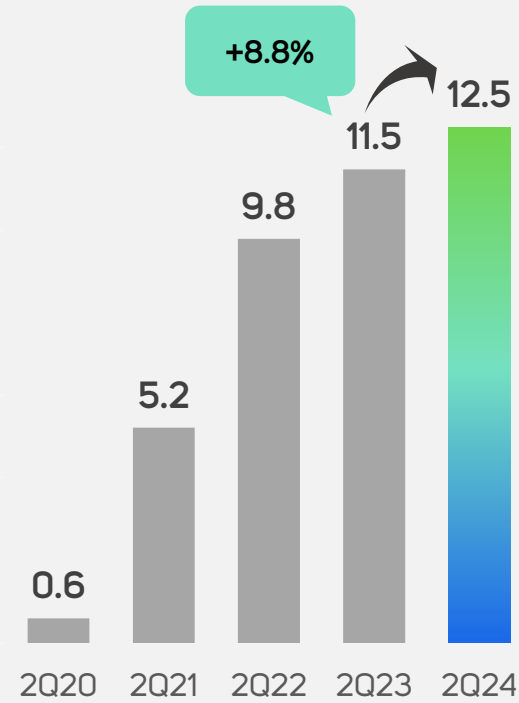
Zul+

Estapar's Digital Platform⁽¹⁾ already has over 11 million users

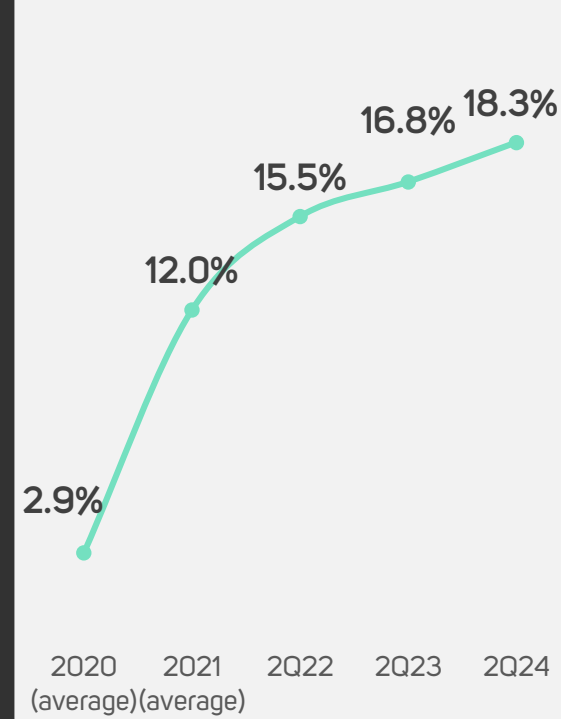


Everything in a single app for those who drive

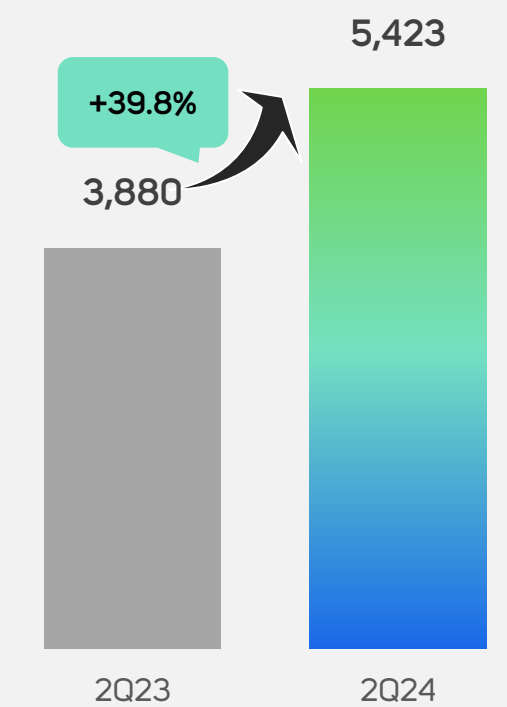
TRANSACTIONS ⁽¹⁾
in R\$ million



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



DIGITAL NET REVENUE ⁽²⁾
R\$ million



Zletric Partners



Continuous expansion of charging station network



59%

2024

Net Revenue

R\$1.6 million

+123.2% vs. 2023



14

STATES



70

CITIES



921

CHARGING STATIONS



15

ZLETRIC HUB

Quick charging stations



01

02

03

04

01 Highlights

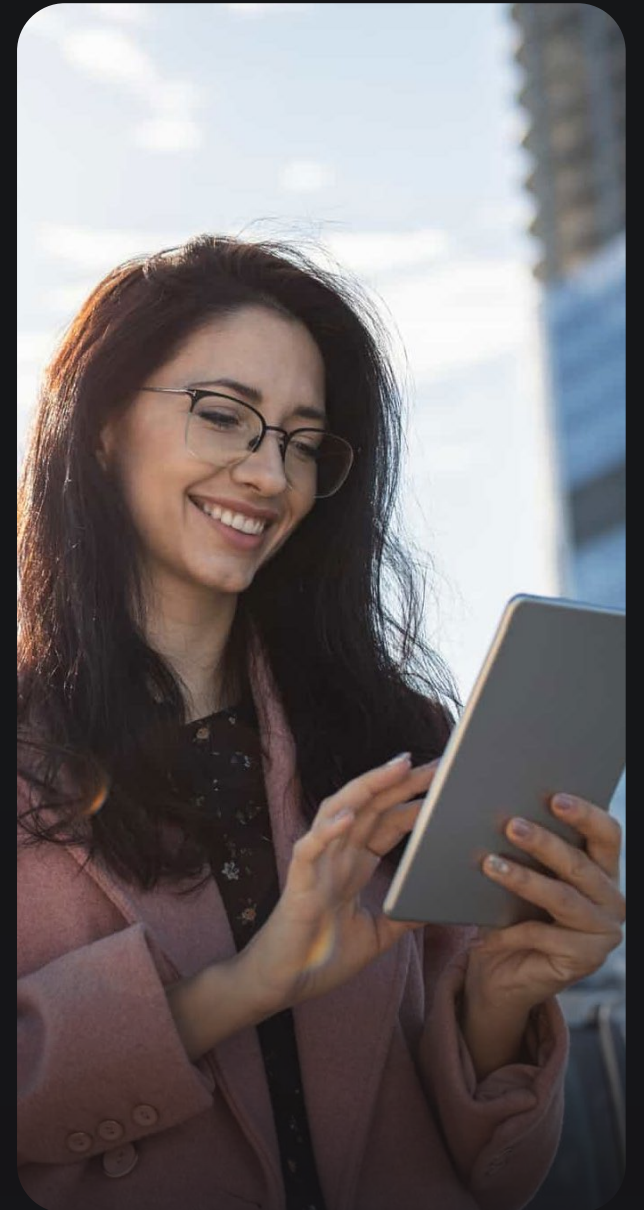


02 2Q24 Results

03 Closing Remarks



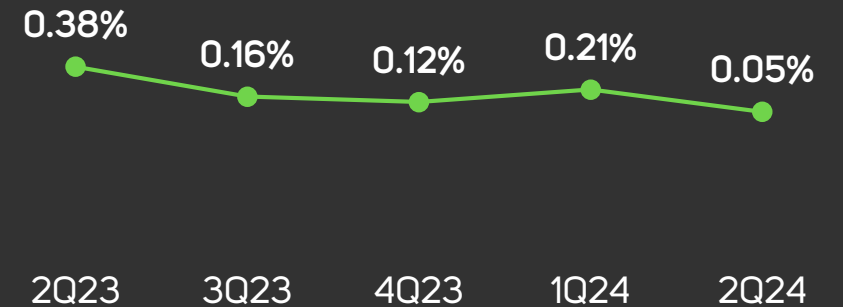
04 Q&A



EVOLUTION OF PARKING SPACES AND OPERATIONS

	2Q23	2Q24	%
OPERATIONS	654	718	9.8%
PARKING SPACES (thousands)	451.2	484.8	7.5%
Leased and Managed	202.2	239.2	↑
Long-Term Contracts	76.3	74.0	↘
On-Street Concessions	82.9	81.8	↘
Off-Street Concessions	11.5	11.5	→
Properties	11.6	11.6	→
Digital	66.7	66.7	→

CHURN (%)



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

Organic growth with focus on higher profitability.

Segment Mix¹

mix % of parking spaces

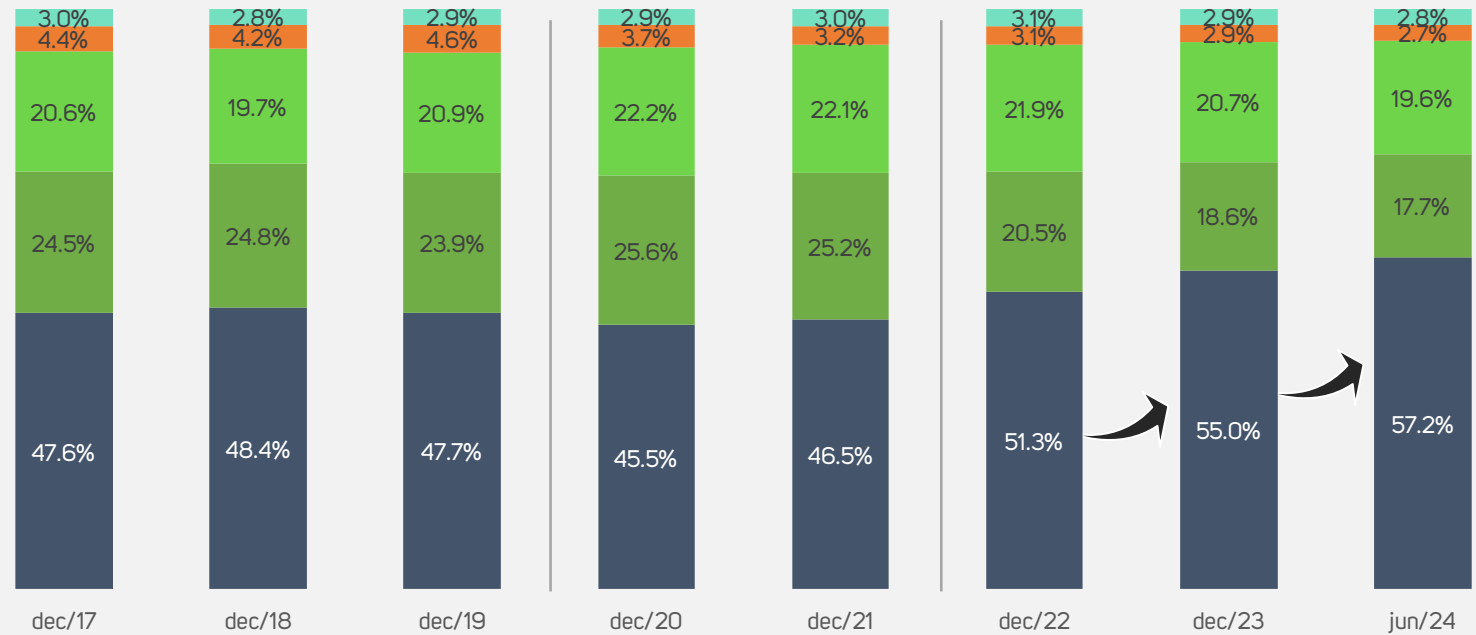
- Properties
- Off-Street Concessions
- On-Street Concessions
- Long-Term Contracts
- Leased and Managed

¹ Excludes Digital segment with Zona Azul accreditation operations.

Capital allocation cycle
until 2019

Pandemic
2020 - 2021

New growth cycle
2022+

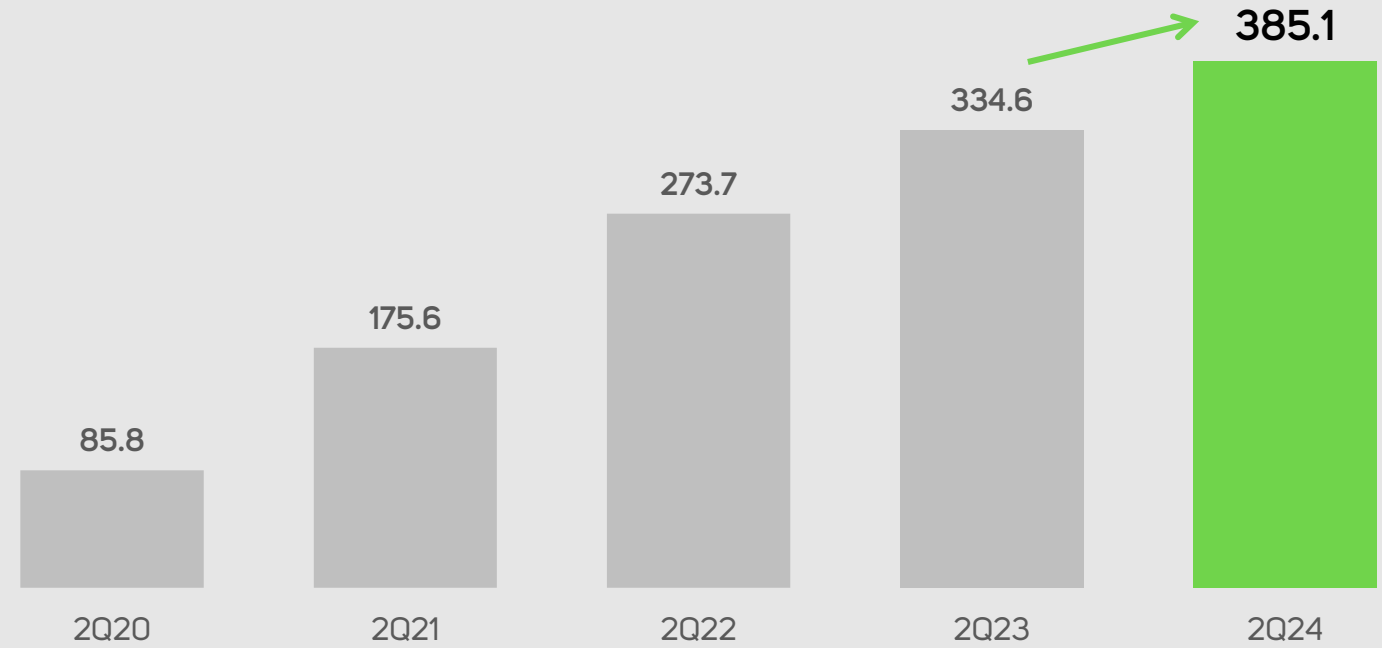


Record Net Revenue
for the eighth straight
quarter

2Q23 vs. 2Q24 +15.1%

QUARTERLY NET REVENUE

Consolidated (R\$ million)



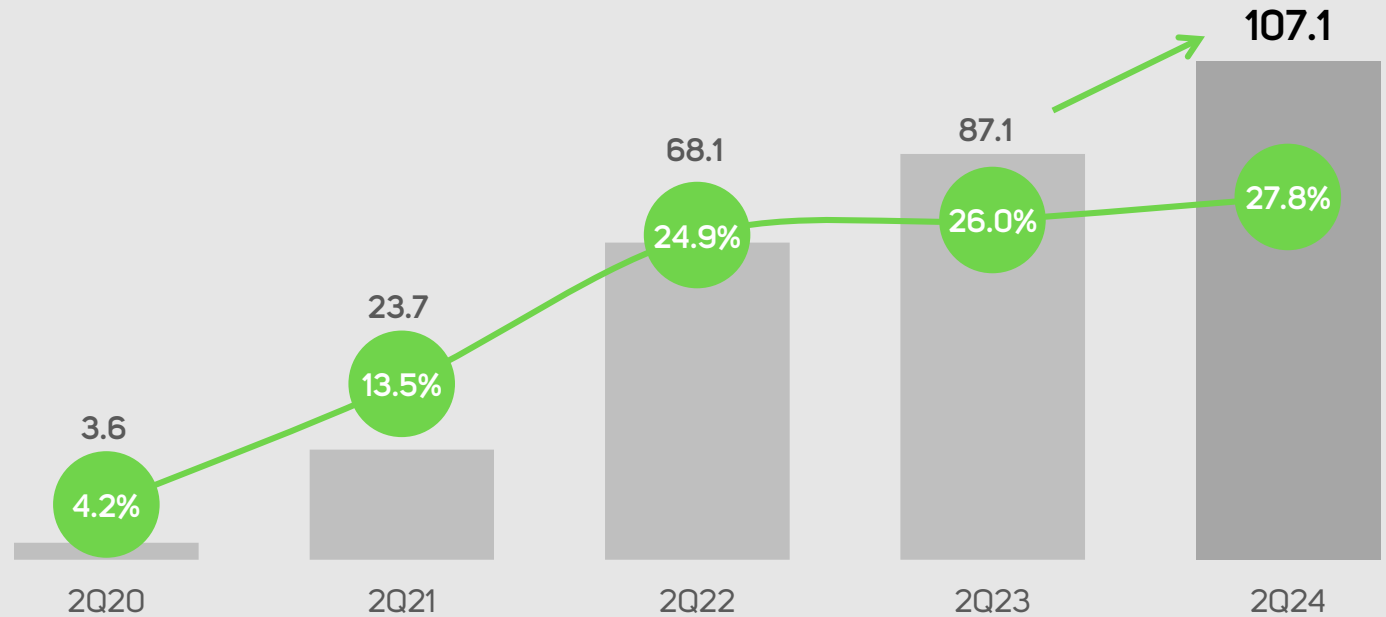
Record Cash Gross Profit and Gross Margin

2Q23 vs. 2Q24 +22.9%

CASH GROSS PROFIT AND GROSS MARGIN

Consolidated (R\$ million)

■ Cash Gross Profit
● Cash Gross Margin (%)



Record Managerial EBITDA and EBITDA Margin

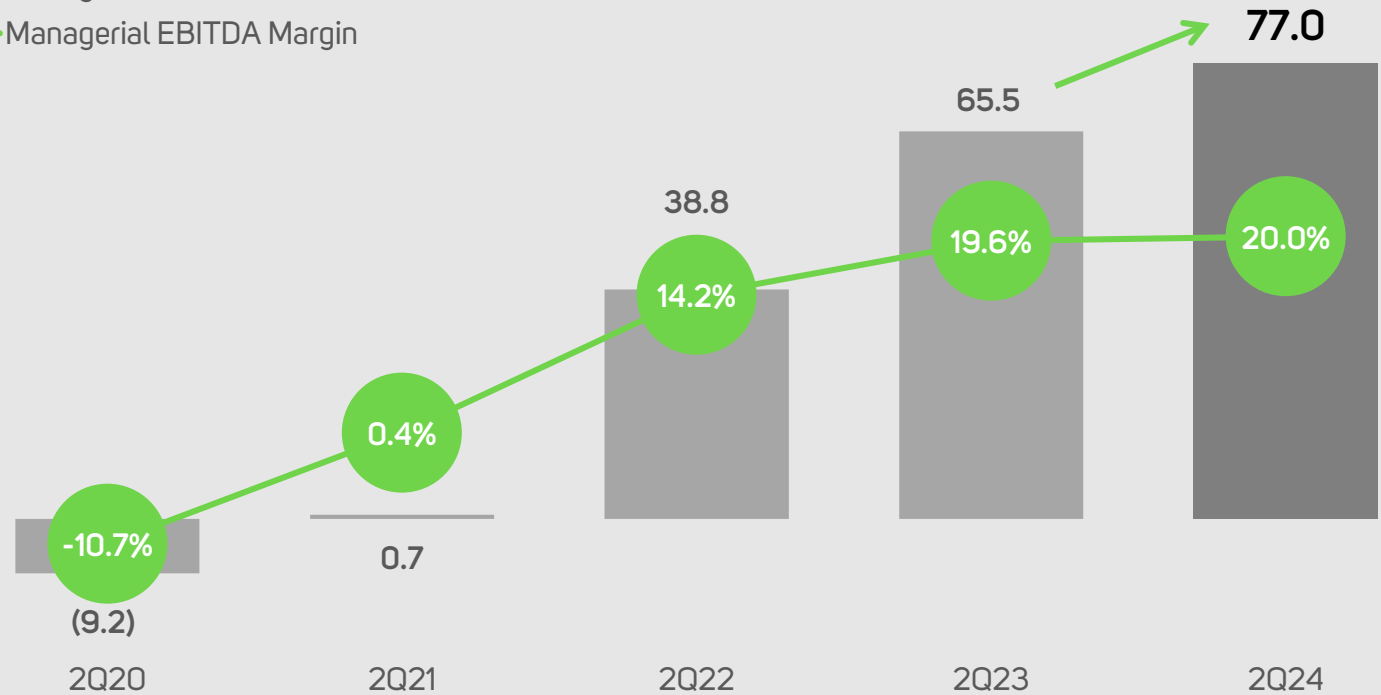
2Q23 vs. 2Q24 +17.7%

MANAGERIAL EBITDA AND MANAGERIAL EBITDA MARGIN

Consolidated (R\$ million)

■ Managerial EBITDA

● Managerial EBITDA Margin



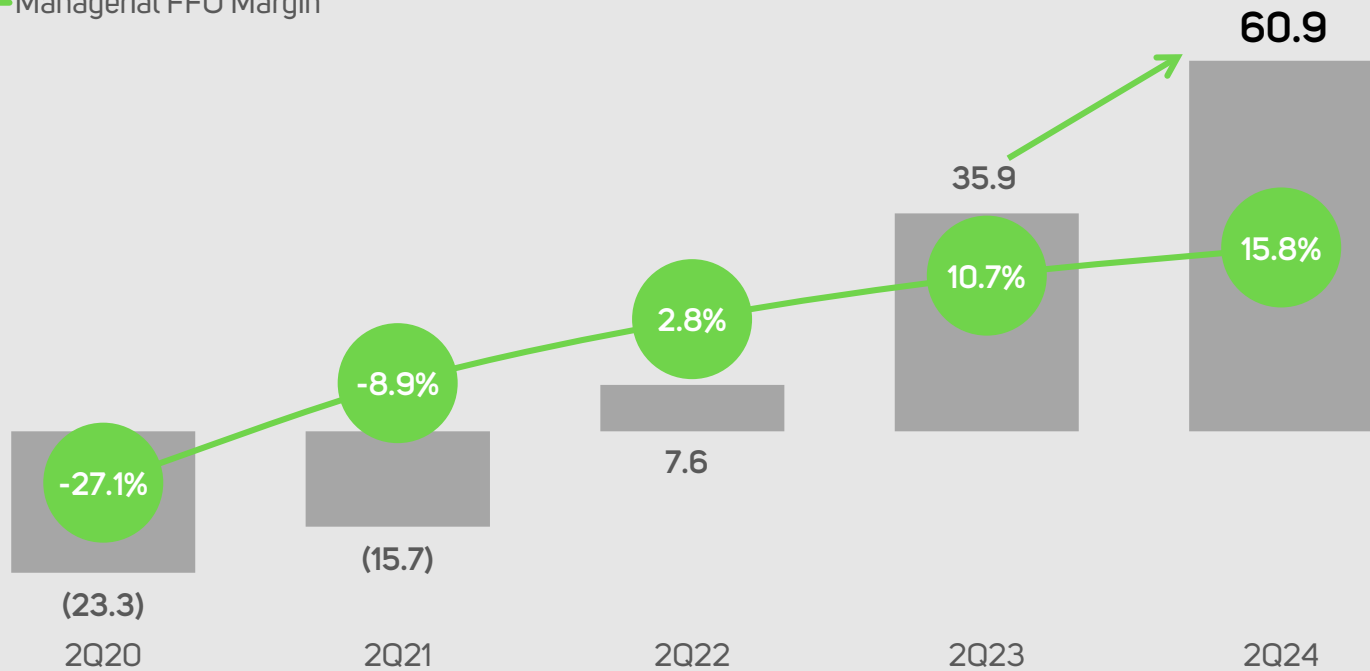
FFO and FFO Margin

2Q23 vs. 2Q24 +70.0%

FFO & FFO Margin

Consolidated (R\$ million)

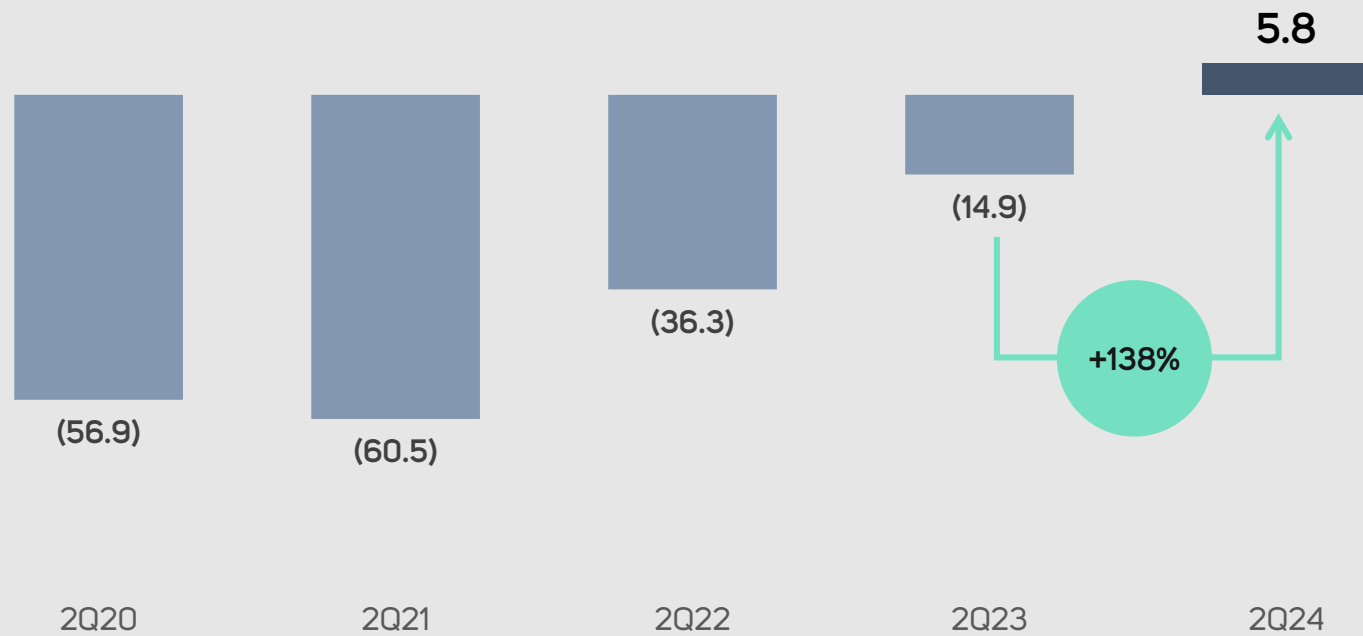
■ Managerial FFO
● Managerial FFO Margin



One of Estapar's strategic objectives for the coming years is the pursuit and maintenance of profitability

NET INCOME (LOSS)

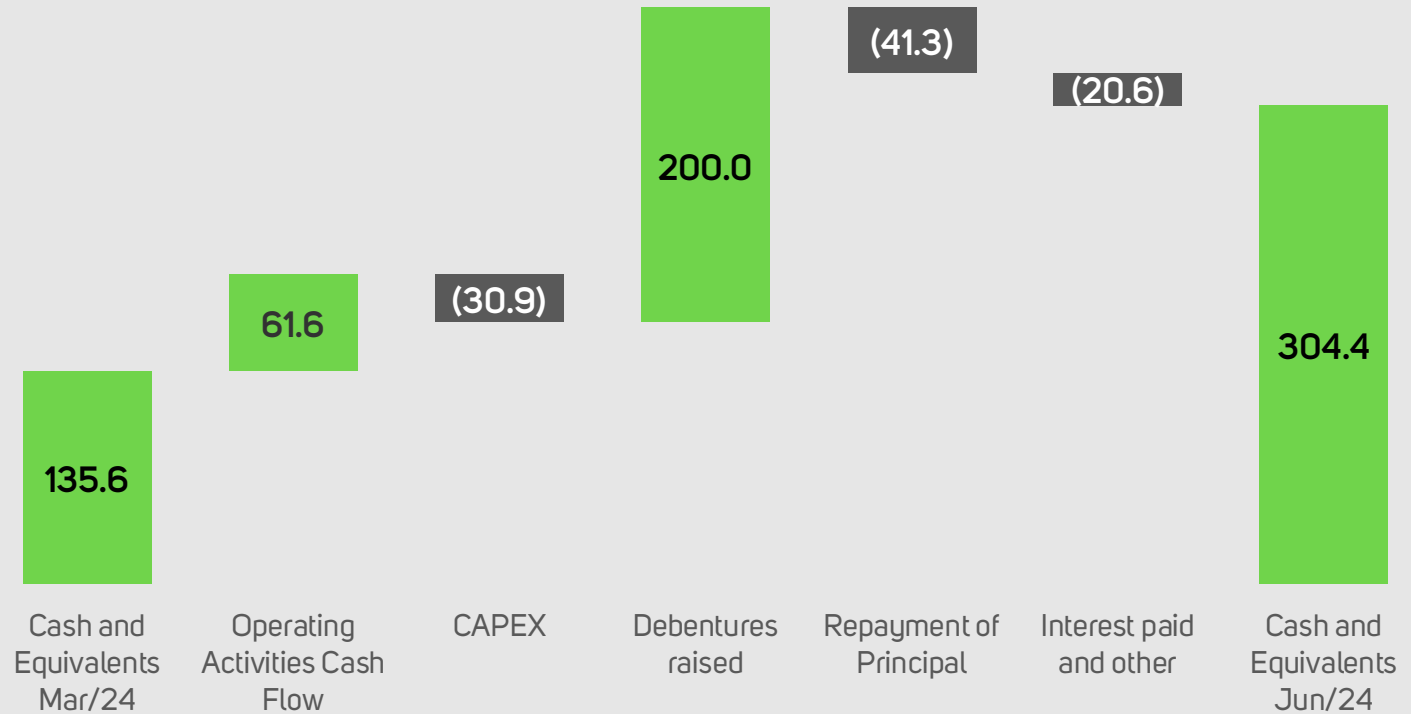
Consolidated (R\$ million)



Strong cash generation, with disciplined capital allocation

MANAGERIAL CASH FLOW

Consolidated (R\$ million)



12th DEBENTURES ISSUANCE

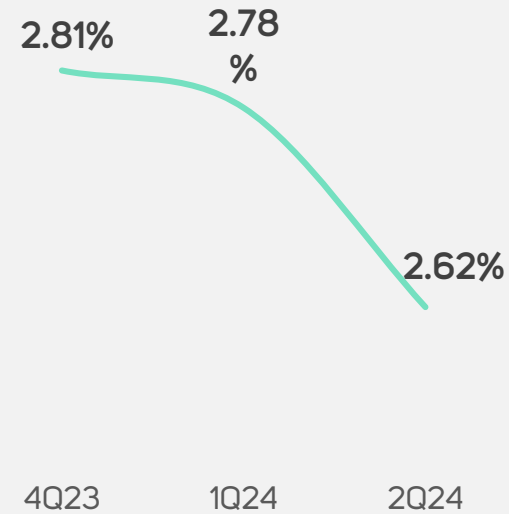
R\$200.0 million

CDI +2.00%

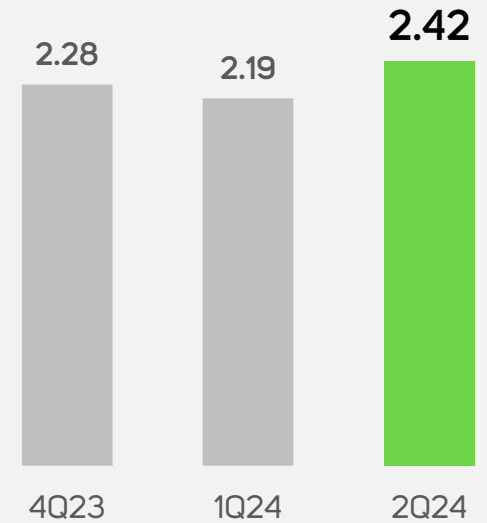
Institutional investors

Reduction in
average cost and
increase in
Duration

AVERAGE COST CDI Spread + Equivalent (%)

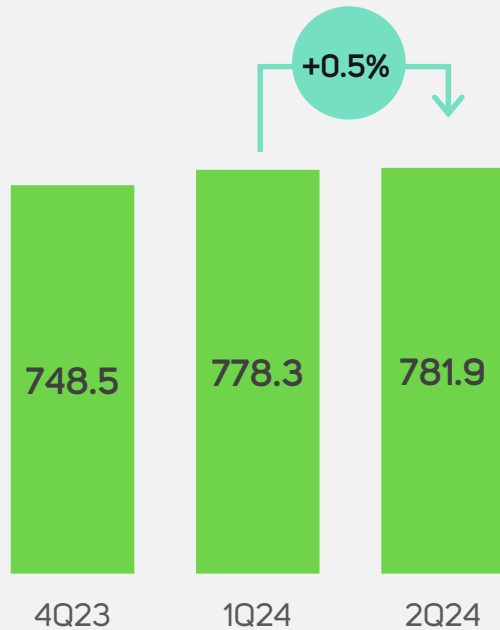


DURATION *In years*

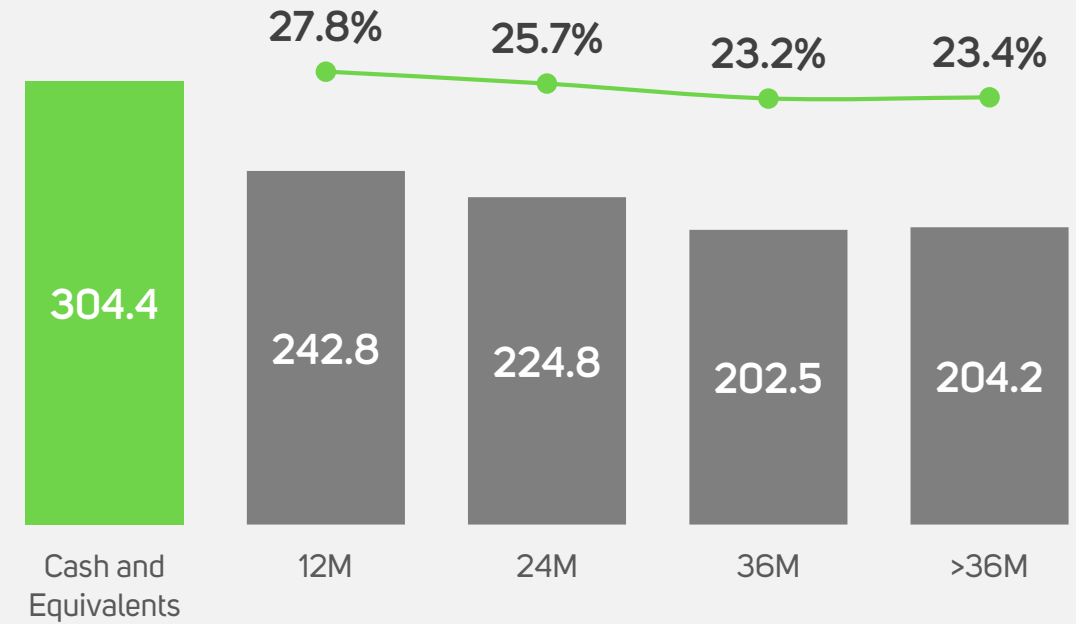


Net debt stabilized and balanced repayment schedule

NET DEBT⁽¹⁾
R\$ million



REPAYMENT SCHEDULE
(%)



01 Highlights



02 2Q24 Results



03 Closing Remarks

04 Q&A





One more outstanding quarter

The 2Q24 results, including the **record revenues, better margins**, and the **reversal of losses**, further strengthen our confidence in Estapar's value creation strategy.

Our Vision of the Future

The Company's investments in **New Frontiers** have become a reality. Our **Digital** revenue grew **39.8% vs. 2Q23**. Revenue from our **Electromobility** division (Zletric) grew **123.2% vs. 2Q23** and we believe there is still much value to be captured.

Debt Management

At the end of June 2024, the **Net Debt** of R\$781.9 million remained **practically stable**, in line with our strategy to reduce leverage. We highlight the **12th issue of debentures**, raising R\$200 million from institutional investors at CDI + 2.00% rate. This operation resulted in a **new reduction in the** CDI+ spread to 2.62%.

01 Highlights



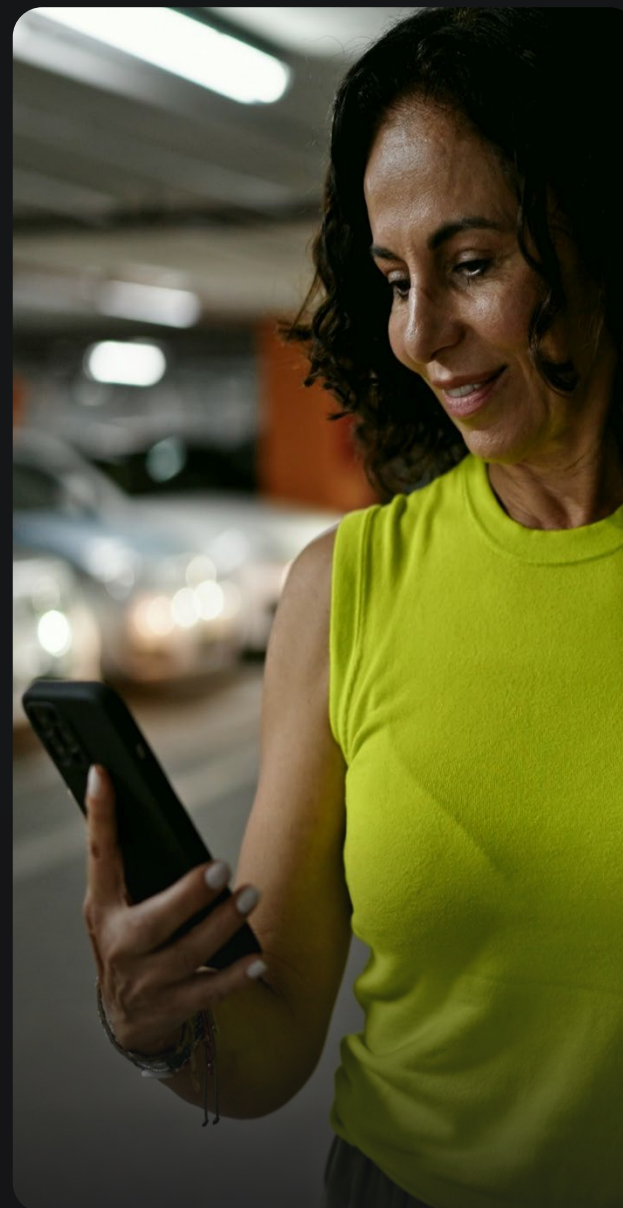
02 2Q24 Results



03 Closing Remarks



04 Q&A





Talk to IR

Investor Relations

Emílio Sanches *CEO*

ri.estapar.com.br

Daniel Soraggi *CFO and IRO*

ri@estapar.com.br

Rafael S. Mingone *Finance and IR Manager*

+55 (11) 2161-8099

Larissa Boness *IR Analyst*

Media Relations

Thayná Madruli

estapar@maquinacohnwolfe.com

Alessio Venturelli

Social Media

