



Resultados

4T24



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 cityscape with a brick building on the left and a bright sky on the right.

01 Destaques



02 Resultados 4T24



03 Considerações Finais



04 Q&A



01 Destaques

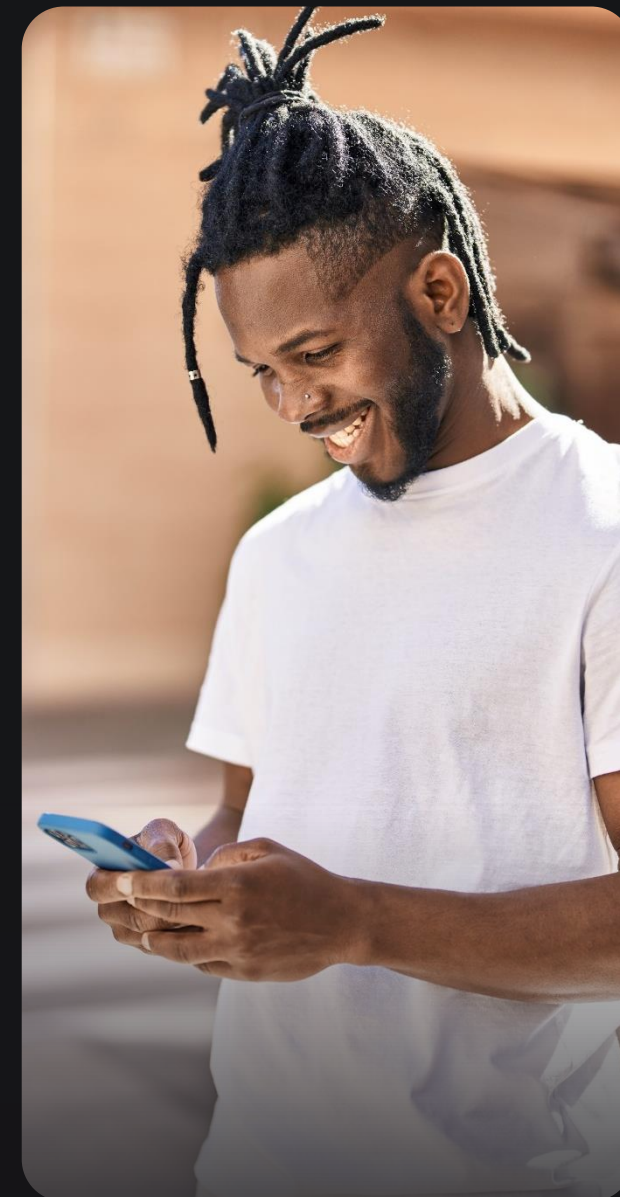
02 Resultados 4T24



03 Considerações Finais



04 Q&A



Destaques /

2024: RECEITA RECORDE



R\$ 1,6 Bi

+16,8% vs. 2023

4T24: R\$ 430,5 MM, 10º tri recorde consecutivo

2024: EBITDA GERENCIAL



R\$ 291,6 MM

+17,7% vs. 2023

18,4% Margem EBITDA Gerencial no ano

2024: EBIT GERENCIAL



R\$ 122,2 MM

+40,5% vs. 2023

7,7% Margem EBIT Gerencial no ano

2024: LIABILITY MANAGEMENT



R\$ 350,0 MM

em emissões de Debêntures

- reduzindo o custo médio para CDI+2,35%
- alongando o *duration* médio para 2,5 anos

2024: PORTFÓLIO EM EXPANSÃO



82 inaugurações

ao longo de 2024, atingindo 754 operações

Churn 2024: 0,61%, em linha com o histórico

2024: RECEITA LÍQUIDA ZUL+



R\$ 29,5 MM

+51,7% vs. 2023

App Zul+ atingiu 6,9 MM de usuários

32

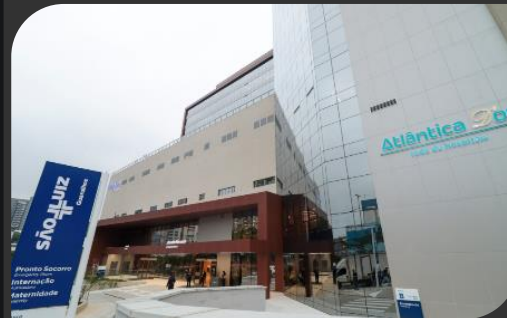
OPERAÇÕES

Inauguradas no
4T24



Shopping Lago Center – TO

890 VAGAS



Hosp. São Luiz Guarulhos – SP

479 VAGAS



Shopping Canoas – RS

1.500 VAGAS

82

OPERAÇÕES

Inauguradas em
2024



Faria Lima Square – SP

585 VAGAS



Edifício Comercial WTC Goiânia – GO

655 VAGAS



Hospital Napoleão Laureano – PB

150 VAGAS

+1 ZONA AZUL

CONCESSÃO DA CIDADE DE MAUÁ - SP

P +1,4 mil VAGAS

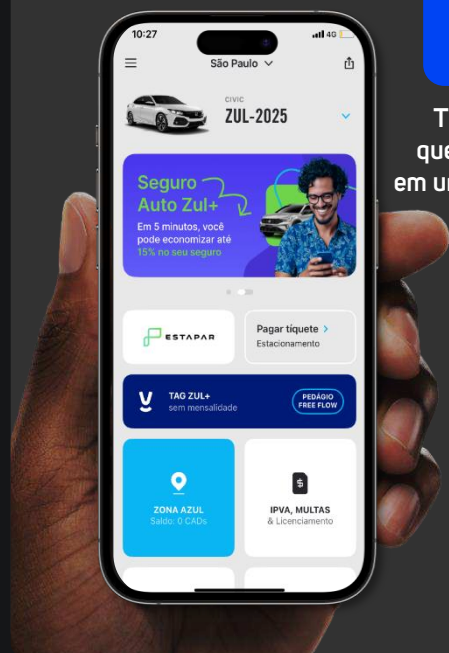
10
ANOS DE
CONCESSÃO



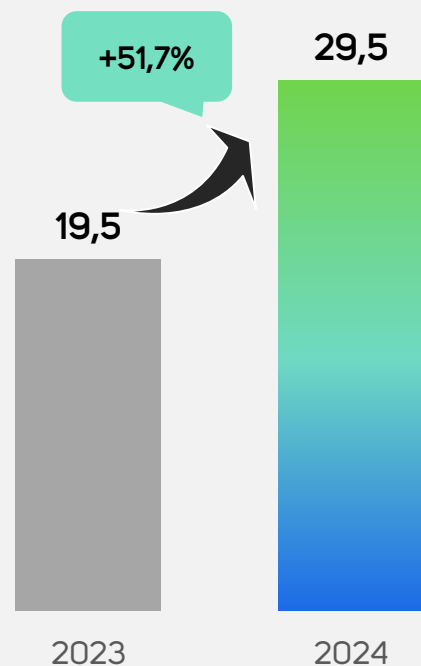
O App Zul+ já conta com
+6,9 milhões de usuários



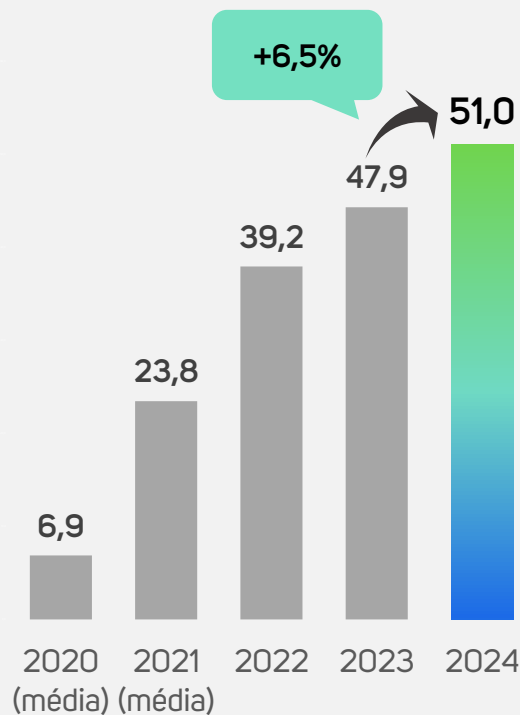
Tudo para quem dirige em um só app



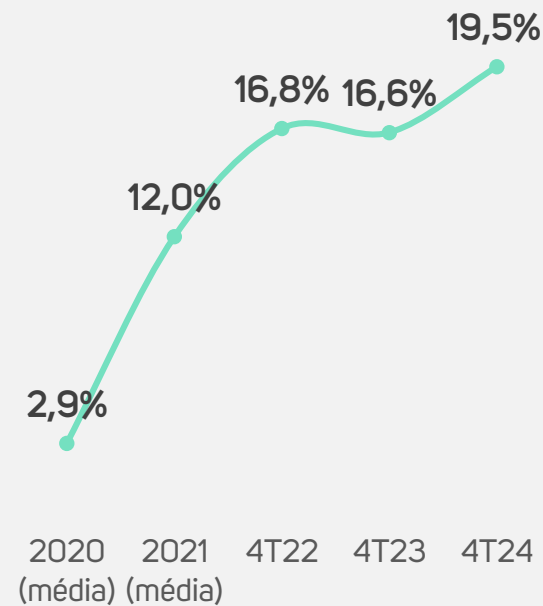
RECEITA LÍQUIDA ZUL+(1)
em R\$ milhões



TRANSAÇÕES (2)
em R\$ milhões



PLATAFORMAS DIGITAIS (2)
% das receitas via plataformas digitais vs receita total





Destaques / Parceria Estapar & Eletrobras

Inauguração de **2 Hubs** de recarga para **carros elétricos**

Infraestrutura **Zletric**, com fornecimento de energia **Eletrobras**

AEROPORTO DE
CONGONHAS (SP)

24

Carregadores
elétricos

Área Premium
Eletrobras

CINELÂNDIA (RJ)

22

Carregadores
elétricos

Área Premium
Eletrobras

Eletrobras **ESTAPAR**

 **ESTAPAR**

01

02

03

04

Resultados 4T24 / 18 de Março de 2025

9

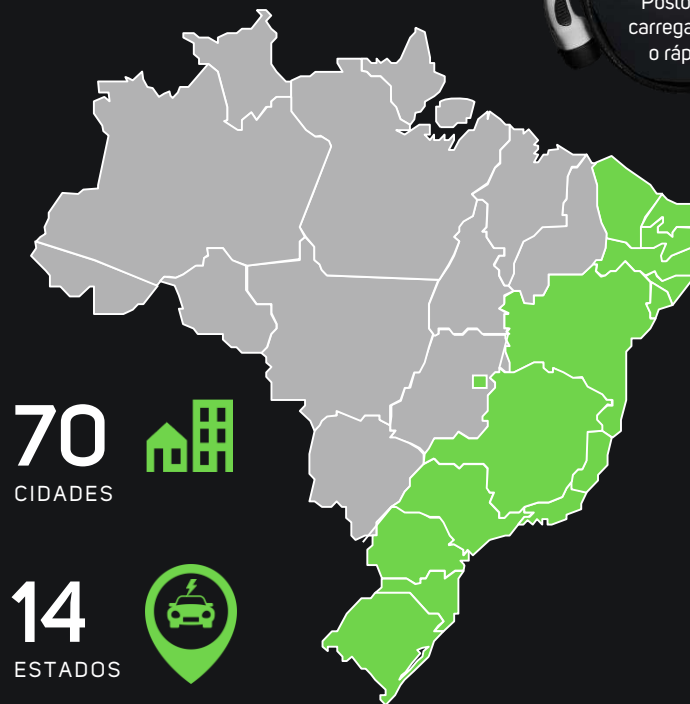
Expansão contínua da cobertura de Eletropostos

zletric 59%
RECARREGUE SUA AUTONOMIA INVESTIDA ESTAPAR

2024
Receita Líquida
R\$ 6,3 MM
+64,3% vs. 2023



21
ZLETRIC HUB
Postos de carregament o rápido



Parceiros Zletric





SOMOS GPTW

PELO 3º ANO CONSECUTIVO

Great
Place
To
Work®

Certificada
2022-2023
BRASIL

Great
Place
To
Work®

Certificada
2023-2024
BRASIL

Great
Place
To
Work®

Certificada
2024-2025
BRASIL

A Estapar é vencedora do Prêmio Mobilidade Estadão 2025

Categoria Melhor Serviço de Estacionamento



O prêmio visa incentivar práticas que tragam inovação, sustentabilidade e eficiência para o setor, impactando positivamente as cidades e as pessoas

01 Destaques



02 Resultados 4T24

03 Considerações Finais

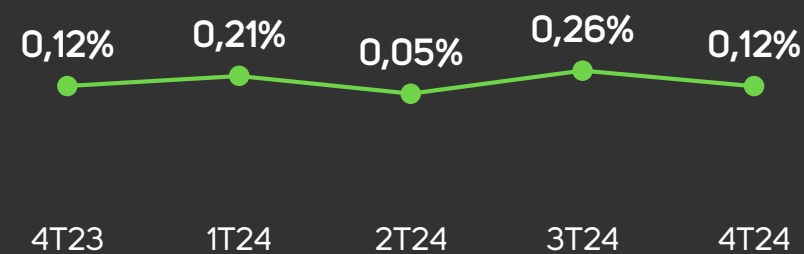


04 Q&A



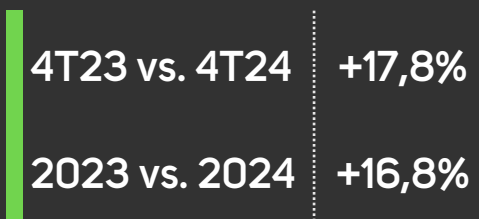
EVOLUÇÃO DAS VAGAS E OPERAÇÕES	4T23	4T24	%
OPERAÇÕES	697	754	8,2%
VAGAS (em milhares)	468,1	498,5	6,5%
Alugadas e Administradas	220,6	253,5	↑
Contratos de Longo Prazo	74,8	74,8	↔
Concessões On-Street	82,9	83,3	↑
Concessões Off-Street	11,5	11,5	→
Propriedades	11,6	11,6	→
Digital	66,7	64,0	↘

CHURN (%)



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

Receita Líquida
recorde pelo
10º trimestre
consecutivo



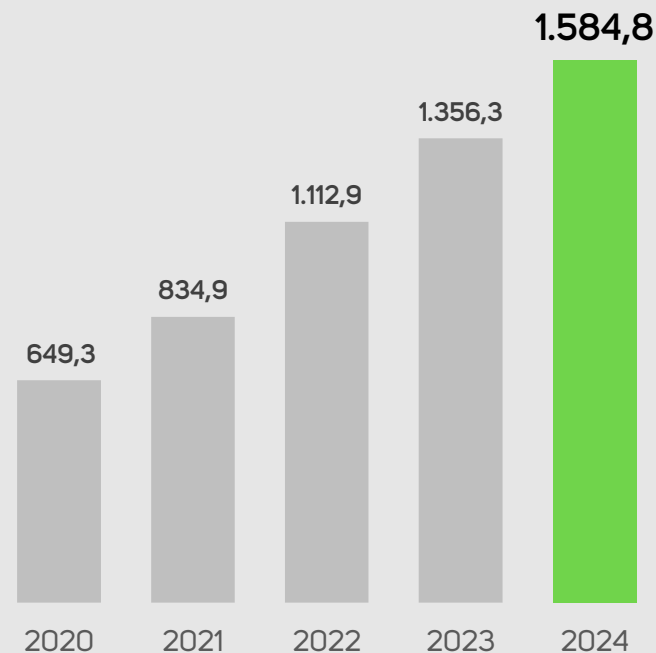
RECEITA LÍQUIDA TRIMESTRAL

Consolidado em R\$ milhões



RECEITA LÍQUIDA ANUAL

Consolidado em R\$ milhões



Lucro Bruto Caixa e Margem Bruta

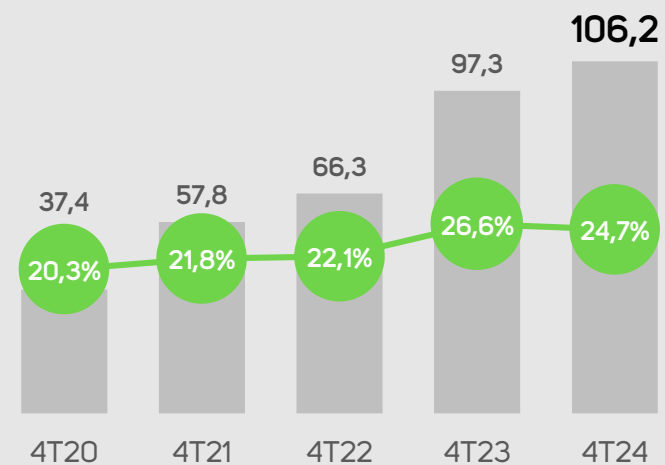
4T23 vs. 4T24 +9,1%

2023 vs. 2024 +16,0%

LUCRO BRUTO CAIXA GERENCIAL TRIMESTRAL

Consolidado em R\$ milhões

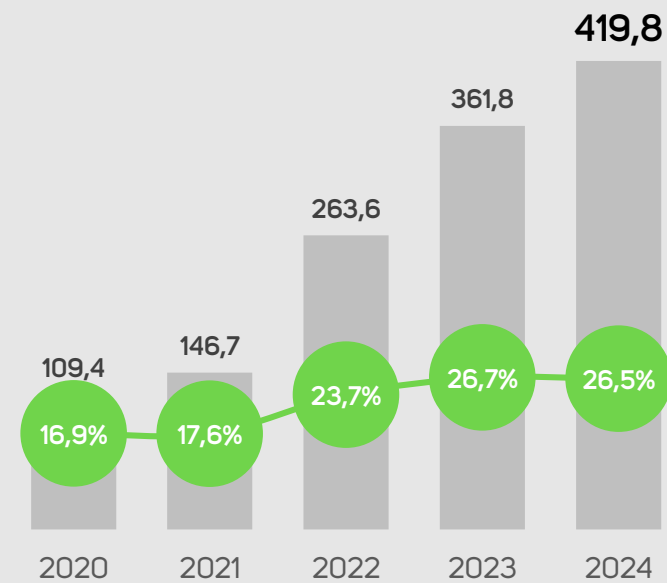
■ Lucro Bruto Caixa
● Margem Bruta Caixa (%)



LUCRO BRUTO CAIXA GERENCIAL ANUAL

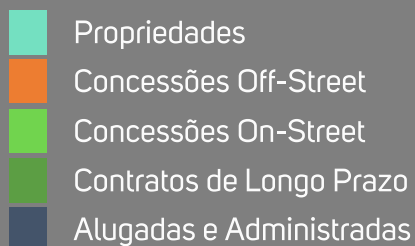
Consolidado em R\$ milhões

■ Lucro Bruto Caixa
● Margem Bruta Caixa (%)



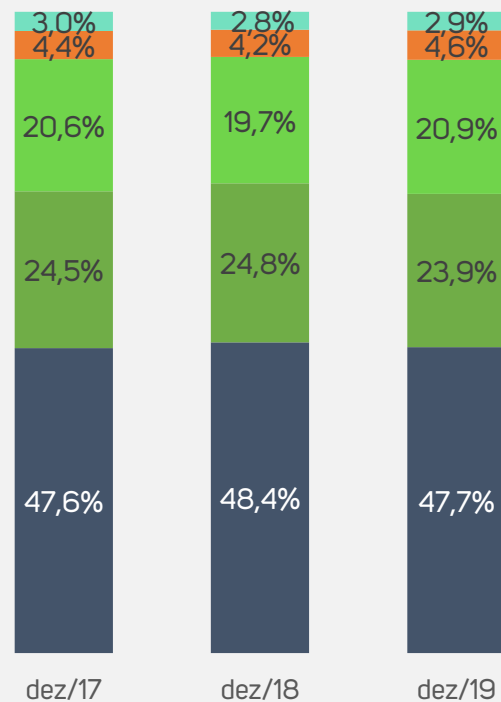
Crescimento orgânico com foco em maior lucratividade.

Mix de Segmentos¹
mix % de vagas

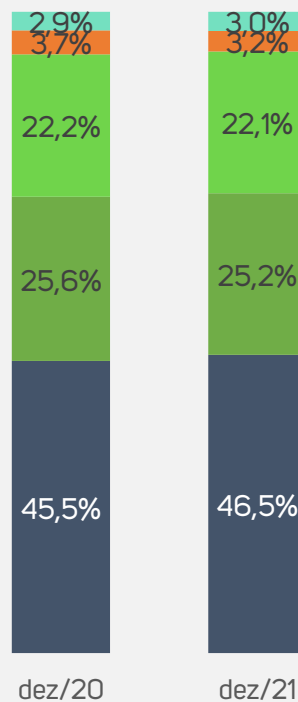


¹ Não considera o segmento Digital com as operações de credenciamento de Zonas Azuis.

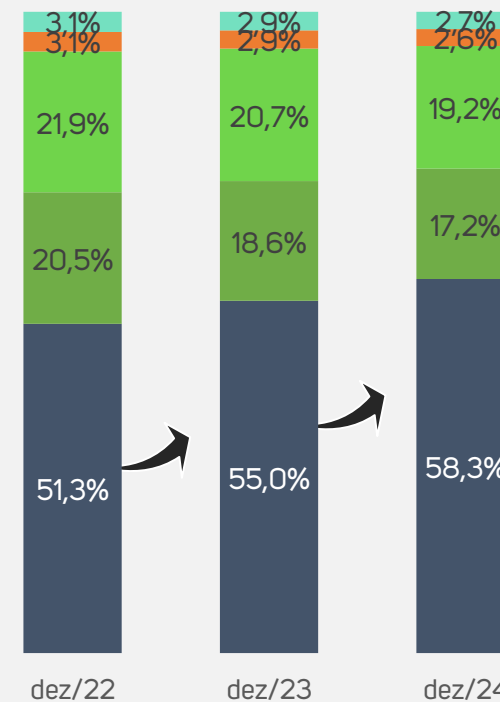
Ciclo de alocação de Capital até 2019



Pandemia 2020 - 2021



Novo ciclo de crescimento 2022+



EBITDA Gerencial e Margem EBITDA recordes

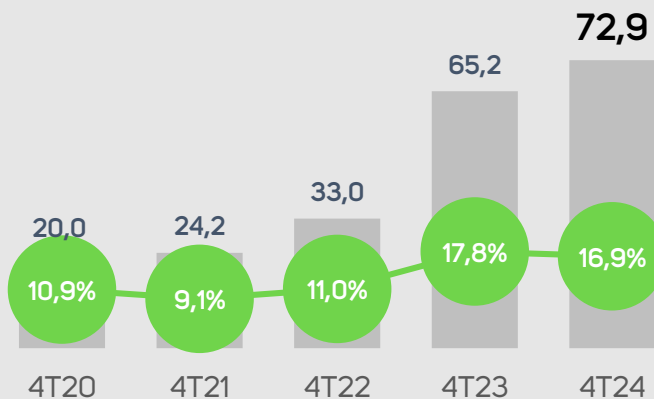
4T23 vs. 4T24 +11,8%

2023 vs. 2024 +17,7%

EBITDA GERENCIAL E MARGEM EBITDA TRIMESTRAL

Consolidado em R\$ milhões

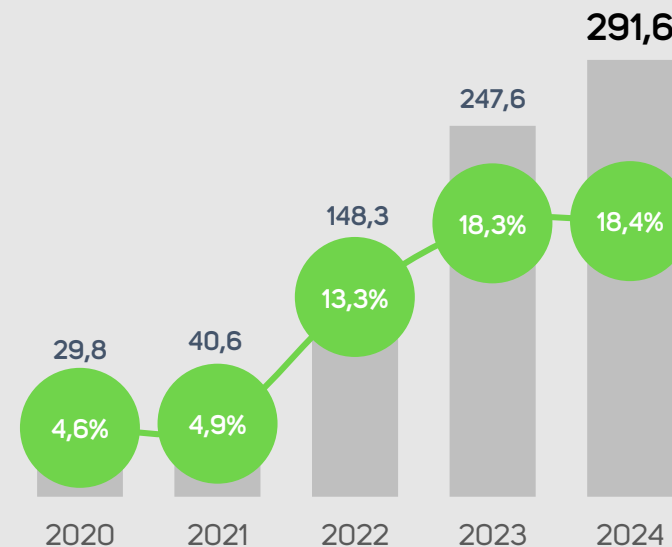
■ EBITDA Gerencial
● Margem EBITDA Gerencial



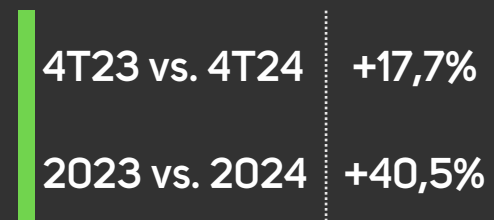
EBITDA GERENCIAL E MARGEM EBITDA ANUAL

Consolidado em R\$ milhões

■ EBITDA Gerencial
● Margem EBITDA Gerencial



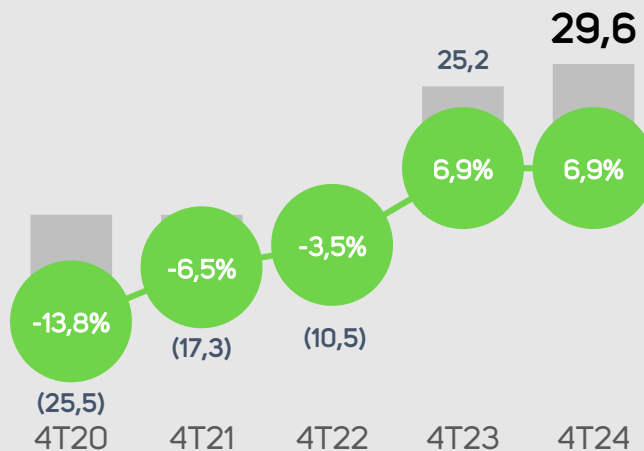
EBIT Gerencial e Margem EBIT



EBIT GERENCIAL E MARGEM EBIT TRIMESTRAL

Consolidado em R\$ milhões

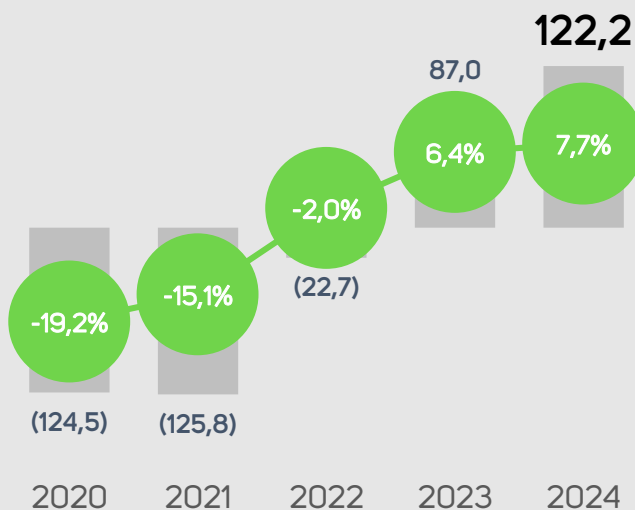
■ EBIT Gerencial
● Margem EBIT Gerencial



EBIT GERENCIAL E MARGEM EBIT ANUAL

Consolidado em R\$ milhões

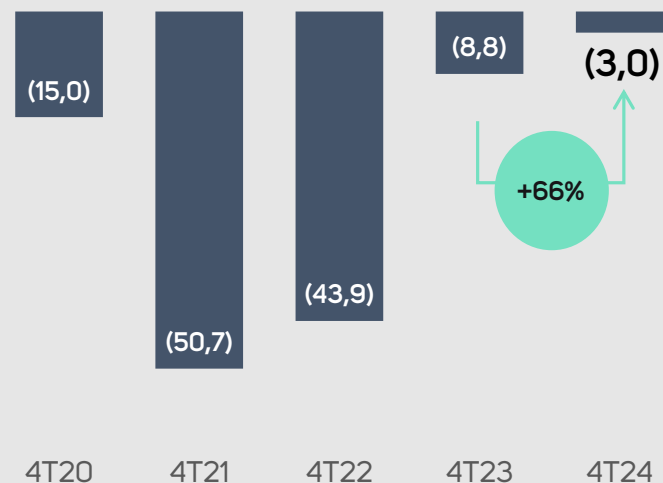
■ EBIT Gerencial
● Margem EBIT Gerencial



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

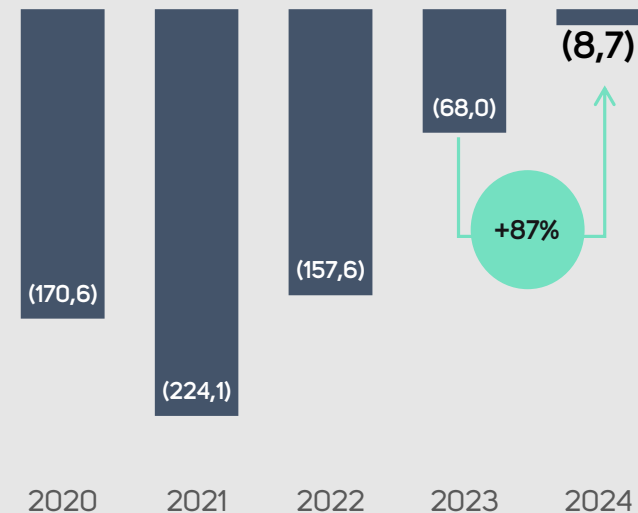
PREJUÍZO LÍQUIDO TRIMESTRAL

Consolidado em R\$ milhões



PREJUÍZO LÍQUIDO ANUAL

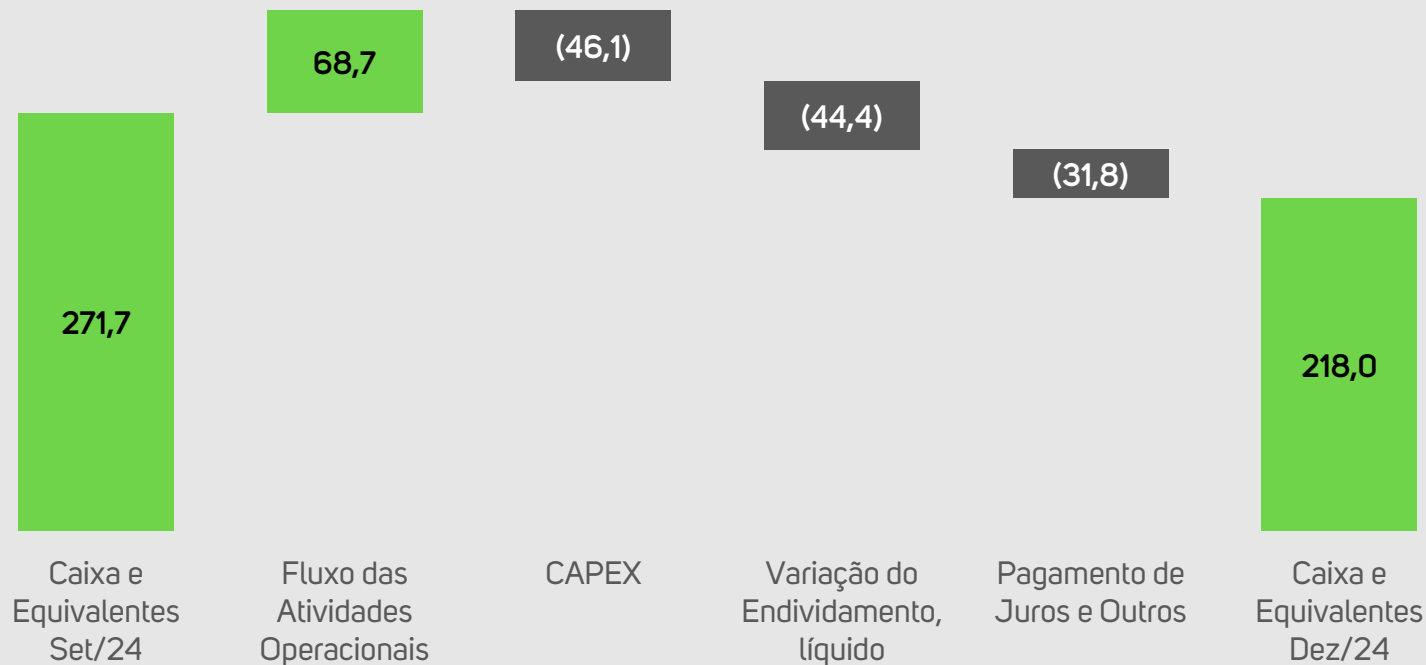
Consolidado em R\$ milhões



Forte geração de caixa, com disciplina na alocação do capital

FLUXO DE CAIXA GERENCIAL

Consolidado em R\$ milhões



Emissões de debêntures em 2024 que alongaram o duration e suportaram a redução do custo médio da dívida

12ª Emissão de Debêntures (mai/24)

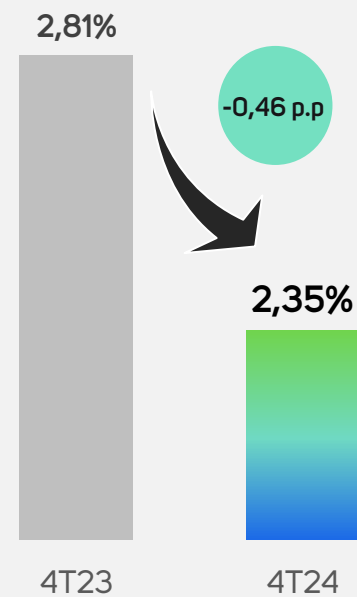
- R\$200 milhões
- CDI+2,00%
- Prazo de 4 anos

13ª Emissão de Debêntures (dez/24)

- R\$150 milhões
- CDI+1,50%
- Prazo de 4 anos

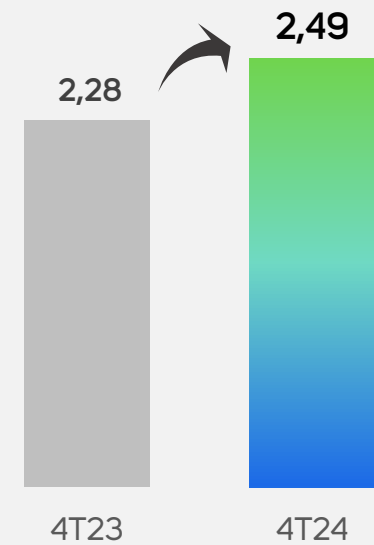
CUSTO DA DÍVIDA SPREAD CDI+

Endividamento Total % a.a.



DURATION DO ENDIVIDAMENTO TOTAL

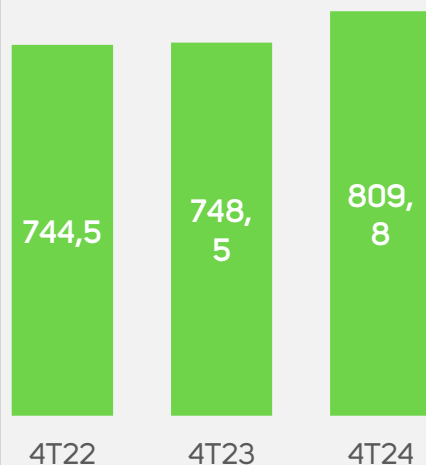
em anos



Dívida Líquida estabilizada, com redução contínua do custo da dívida e cronograma de amortização equilibrado

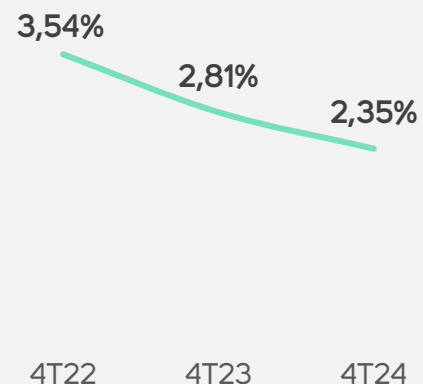
DÍVIDA LÍQUIDA⁽¹⁾

Em R\$ MM



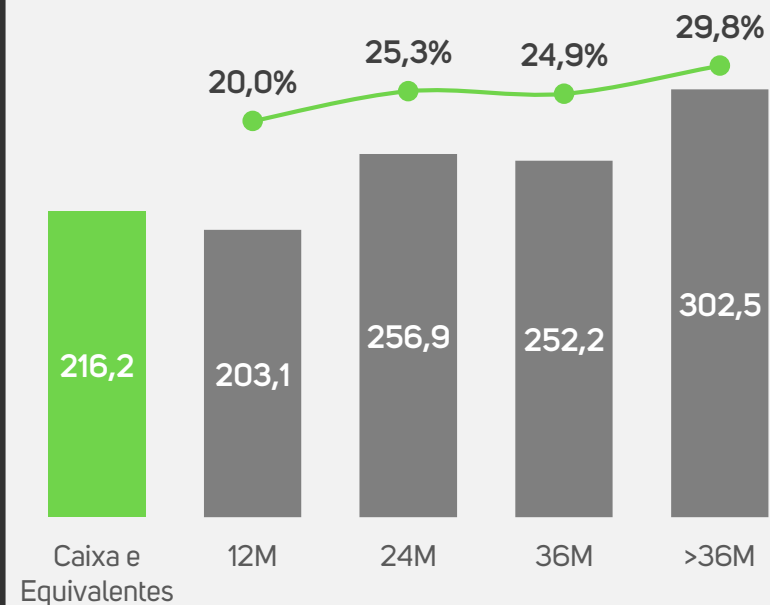
CUSTO MÉDIO

Spread CDI + Equivalente (%)



CRONOGRAMA DE AMORTIZAÇÃO

(em MM e %)



01 Destaques



02 Resultados 4T23



03

Considerações Finais

04 Q&A



Considerações Finais



Novo Ano Recorde



Seguimos nossa trajetória de crescimento, expandindo operações em diferentes segmentos e regiões. Em 2024, atingimos novos recordes de Receita e EBITDA, consolidando nosso crescimento sustentável e reforçando nossa posição de líder no mercado.

Gestão da Dívida



Mantivemos a dívida líquida estabilizada, reduzimos o custo médio das captações e vencimentos equilibrados. Como resultado da gestão de endividamento financeiro, realizamos em dez/24 uma captação de R\$ 150MM a CDI + 1,5%.

Nossa Visão de Futuro



O investimento da Companhia em novas avenidas de crescimento já mostra resultados. Nossa receita do Zul+ totalizou cerca de R\$ 30 milhões em 2024. A divisão de Eletromobilidade (Zletric) apresentou crescimento de receita 64% e acreditamos que há ainda muito valor a ser capturado.

01 Destaques



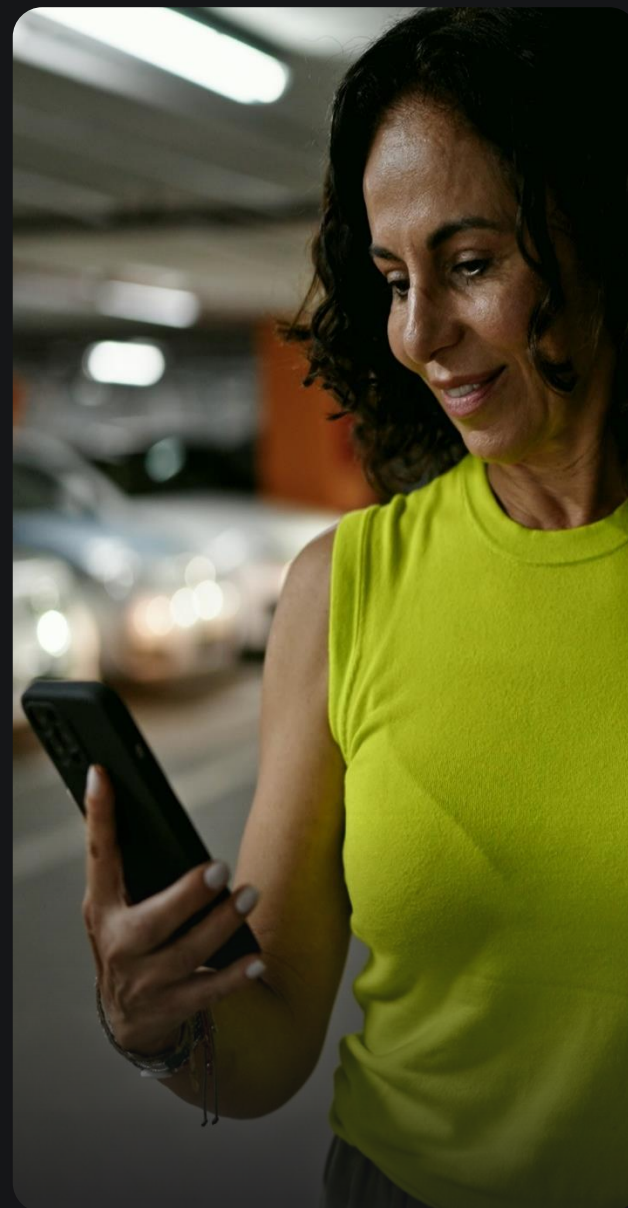
02 Resultados 4T23



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

Thomás Porto *Gerente de RI*

+55 (11) 2161-8099

Imprensa

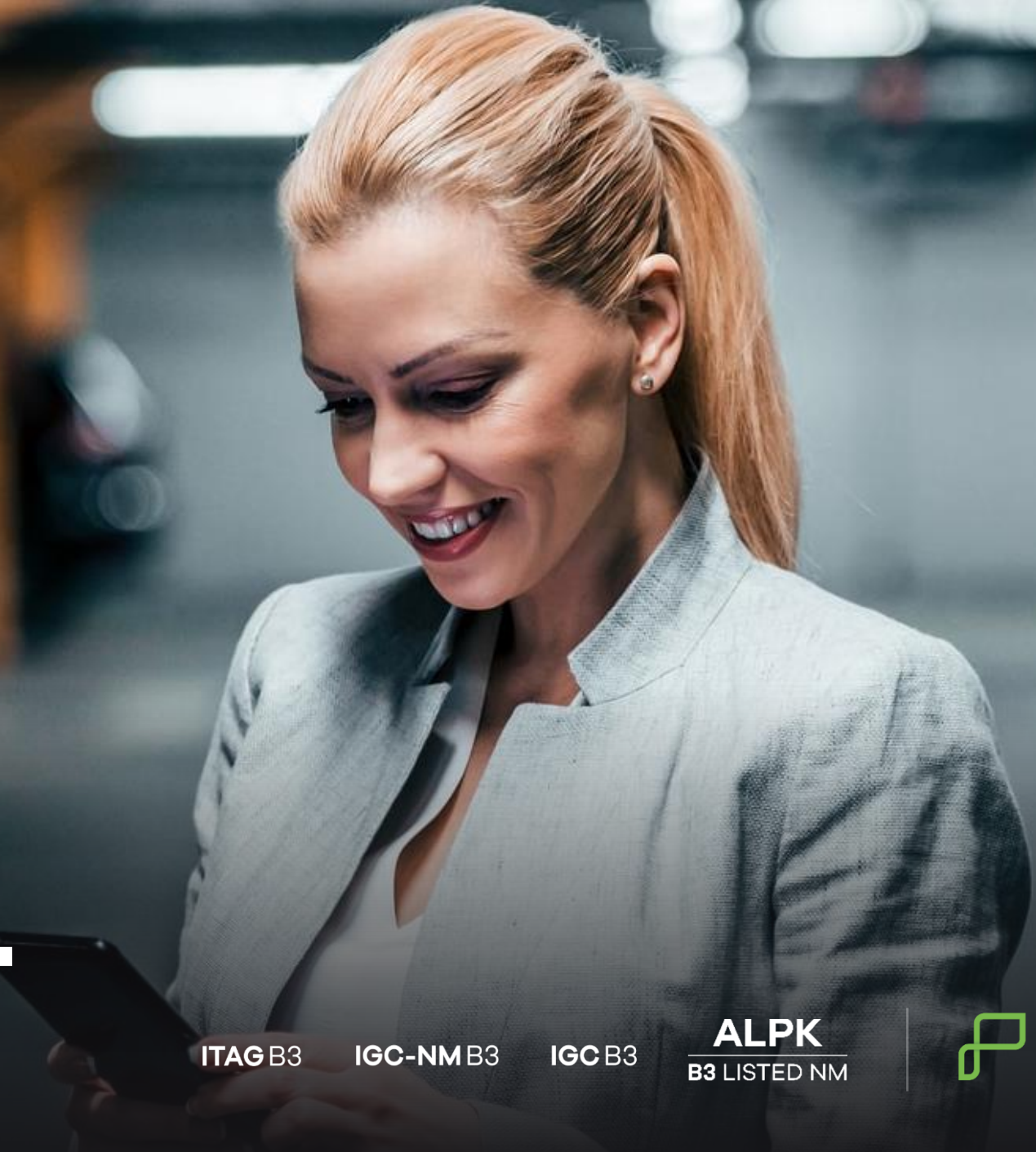
Thayná Madruli

estapar@maquinacohnwolfe.com

Cinthia Moreira

Redes Sociais





4Q24

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.

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.

Information in this presentation must be

ITAG B3

IGC-NM B3

IGC B3

ALPK
B3 LISTED NM



A woman with long dark hair and glasses is smiling and looking at a tablet. The background is a blurred cityscape with a brick building on the left and a bright sky on the right.

01 Highlights



02 4Q24 Results



03 Closing Remarks



04 Q&A



01 Highlights

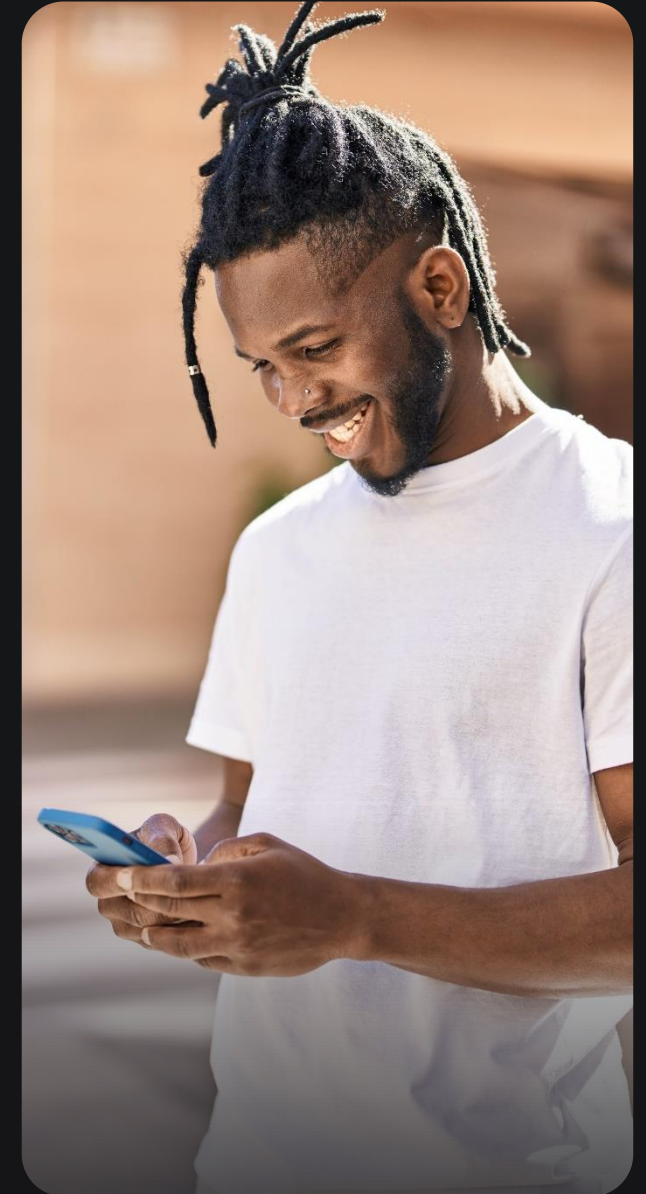
02 4Q24 Results



03 Closing Remarks



04 Q&A



Highlights /

2024: RECORD REVENUE



R\$1.6 billion

+16.8% vs. 2023

4Q24: R\$430.5 MM, 10th straight record quarter

2024: MANAGERIAL EBITDA



R\$291.6 million

+17.7% vs. 2023

18.4% Managerial EBITDA Margin for the year

2024: MANAGERIAL EBIT



R\$122.2 million

+40.5% vs. 2023

7.7% Managerial EBIT Margin for the year

2024: LIABILITY MANAGEMENT



R\$350.0 million

in Debenture issuances

- reducing the average cost to CDI+2.35%
- extending the average duration to 2.5 years

2024: GROWING PORTFOLIO



82 inaugurations

throughout 2024, reaching 754 operations

2024 Churn: 0.61%, in line with the history

2024: ZUL+ NET REVENUE



R\$29.5 million

+51.7% vs. 2023

Zul+ app reached 6.9 million users

Highlights / Commercial Focus

32

OPERATIONS

Inaugurated in
4Q24



Lago Center Shopping Mall - TO

890 PARKING SPACES



São Luiz Hospital - Guarulhos - SP

479 PARKING SPACES



Canoas Shopping Mall - RS

1,500 PARKING SPACES

82

OPERATIONS

Inaugurated in
2024



Faria Lima Square - SP

585 PARKING SPACES



WTC Goiânia Commercial Building - GO

655 PARKING SPACES



Napoleão Laureano Hospital - PB

150 PARKING SPACES

+1 ZONA AZUL

CONCESSION OF THE CITY OF MAUÁ - SP



+1,400 PARKING SPACES



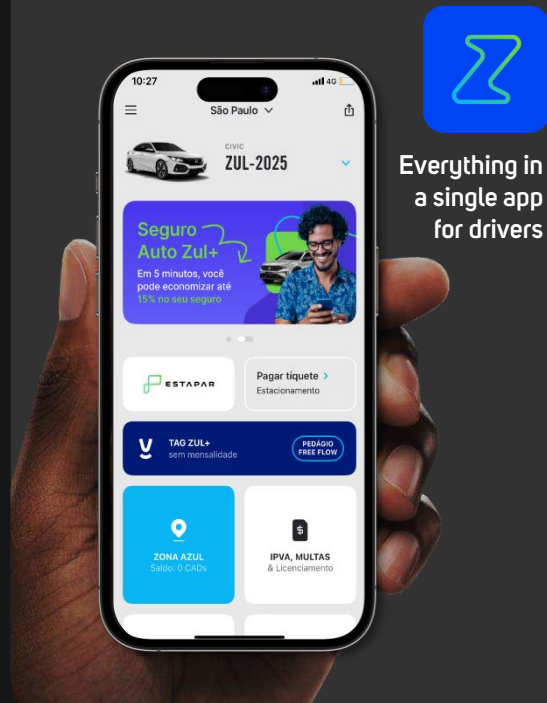
10 YEARS OF CONCESSION



Highlights / Digital Operations

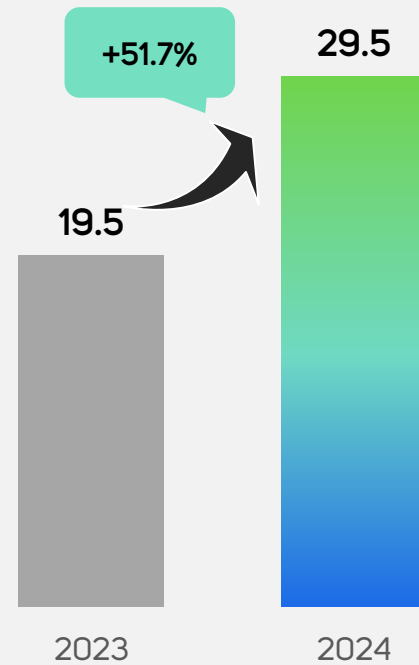


Zul+ App already has over **6.9 million users**

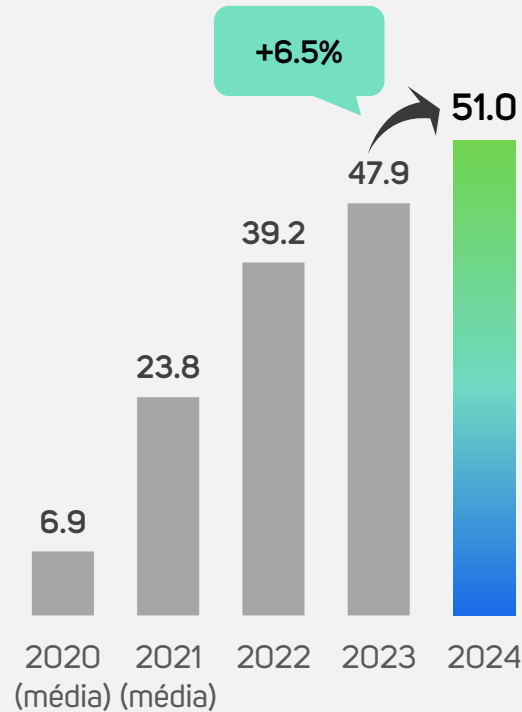


Everything in a single app for drivers

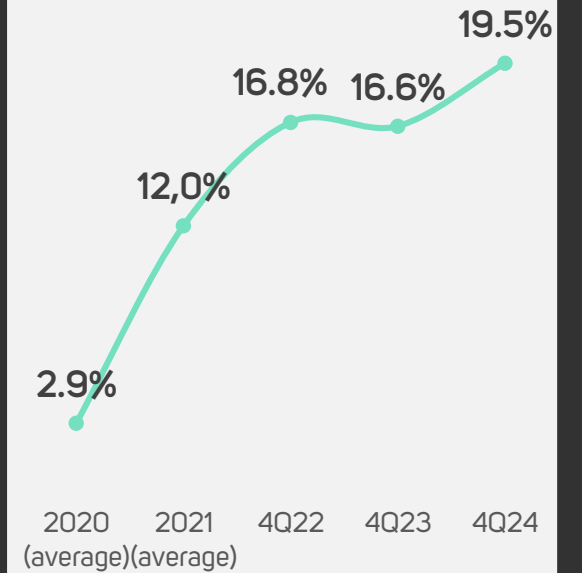
ZUL+ NET REVENUE⁽¹⁾
in R\$ million



TRANSACTIONS⁽²⁾
in R\$ million



DIGITAL PLATFORMS⁽²⁾
% of revenue from digital platforms⁽¹⁾ vs. total revenue





Highlights / Estapar & Eletrobras Partnership

Inauguration of **2 charging hubs** for **electric cars**

Zletic infrastructure, with **Eletrobras** power supply

CONGONHAS
AIRPORT (SP)

24

Electric chargers

**Eletrobras Premium
Area**

CINELÂNDIA (RJ)

22

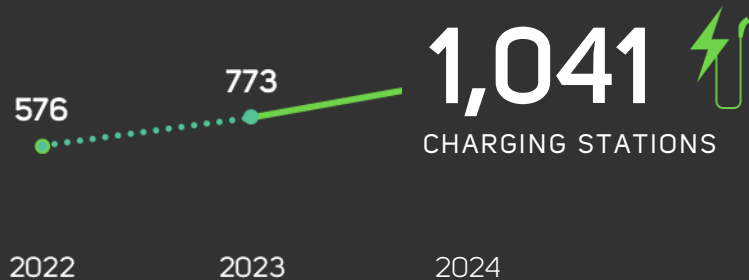
Electric chargers

**Eletrobras Premium
Area**

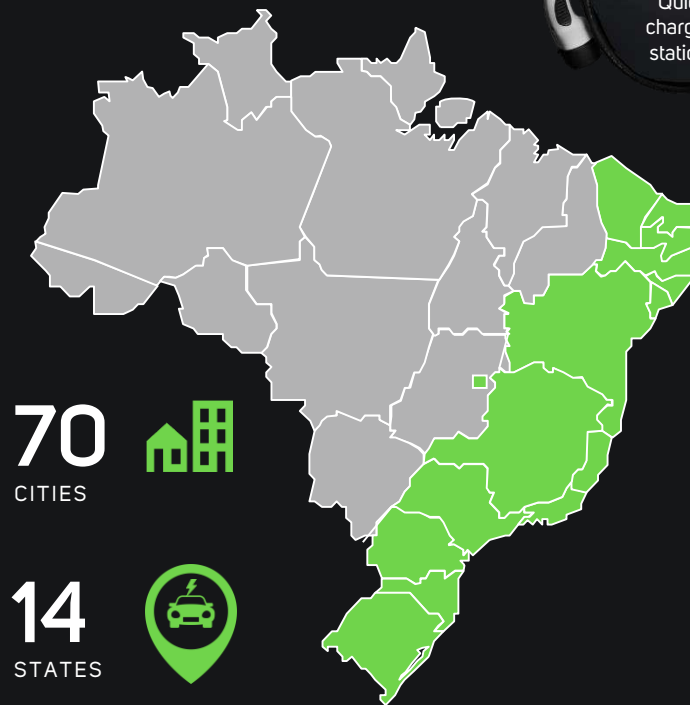
Continuous expansion of charging station network



2024 Net Revenue **R\$6.3 million**
+64.3% vs. 2023



21
ZLETRIC HUB
Quick charging stations



Zletric Partners





WE ARE GPTW

FOR THE 3RD STRAIGHT YEAR

Great
Place
To
Work®

Certificada
2022-2023
BRASIL™

Great
Place
To
Work®

Certificada
2023-2024
BRASIL™

Great
Place
To
Work®

Certificada
2024-2025
BRASIL™

Estapar is the winner of the Estadão Mobility Award 2025

Best Parking Service Category



The award aims to encourage practices that introduce innovation, sustainability, and efficiency to the sector, thereby positively impacting cities and individuals

01 Highlights

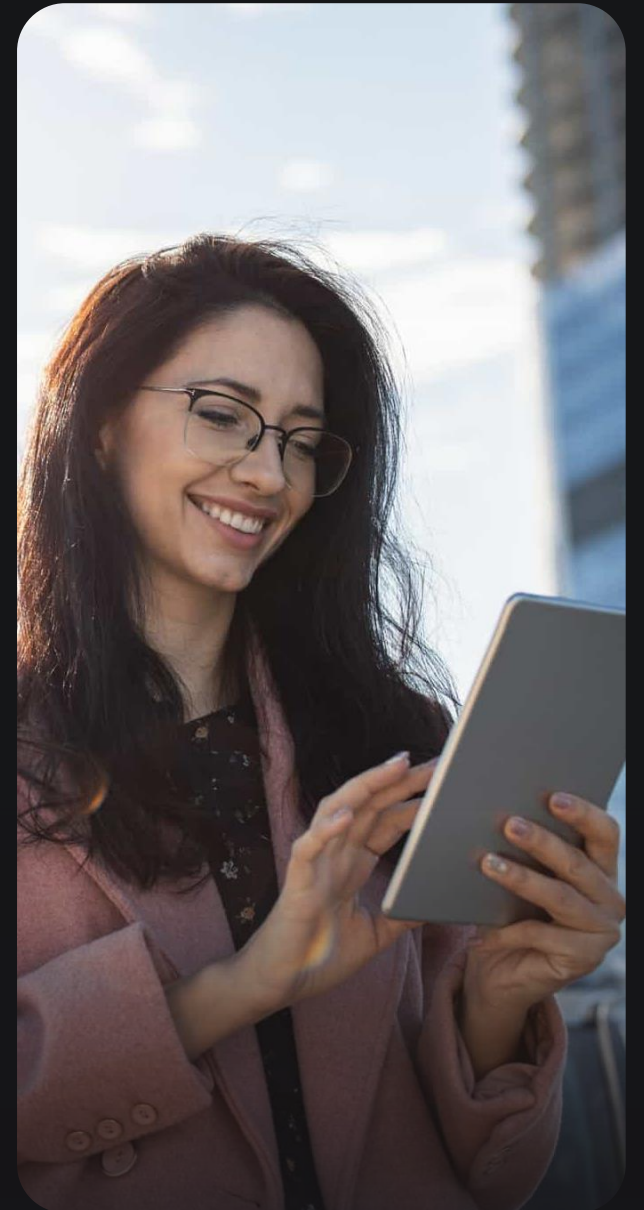


02 4Q24 Results

03 Closing Remarks

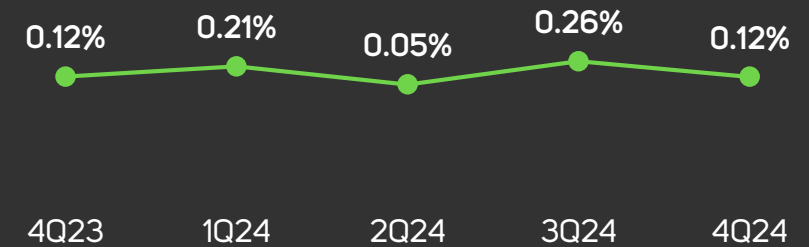


04 Q&A



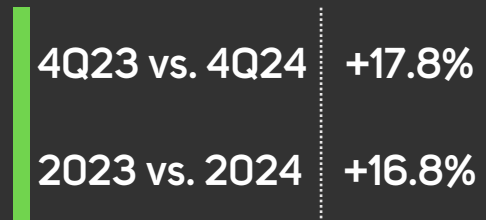
EVOLUTION OF PARKING SPACES AND OPERATIONS	4Q23	4Q24	%
OPERATIONS	697	754	8.2%
PARKING SPACES (in thousands)	468.1	498.5	6.5%
Leased and Managed	220.6	253.5	↑
Long-Term Contracts	74.8	74.8	↔
On-Street Concessions	82.9	83.3	↑
Off-Street Concessions	11.5	11.5	→
Properties	11.6	11.6	→
Digital	66.7	64.0	↓

CHURN (%)



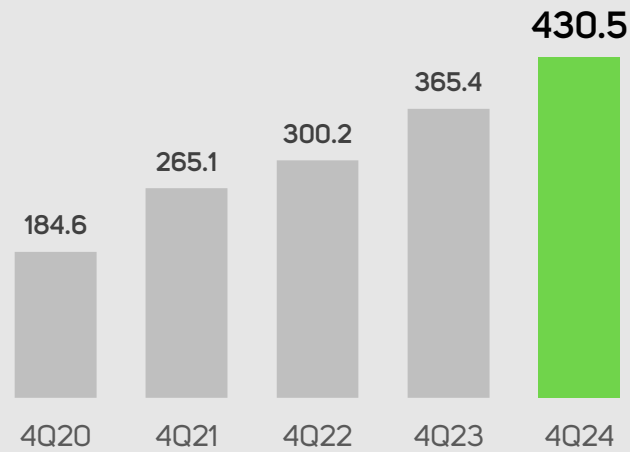
Churn = Cash Gross Profit LTM from operations ended in the period compared to Total Cash Gross Profit LTM.

Record Net Revenue for the tenth straight quarter



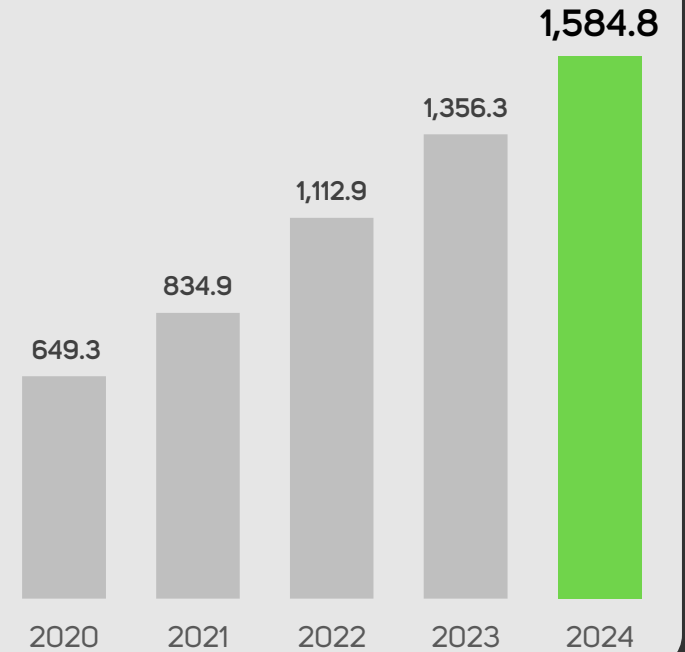
QUARTERLY NET REVENUE

Consolidated (R\$ million)

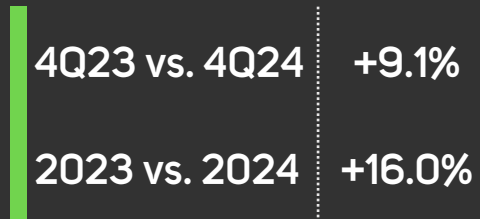


ANNUAL NET REVENUE

Consolidated (R\$ million)



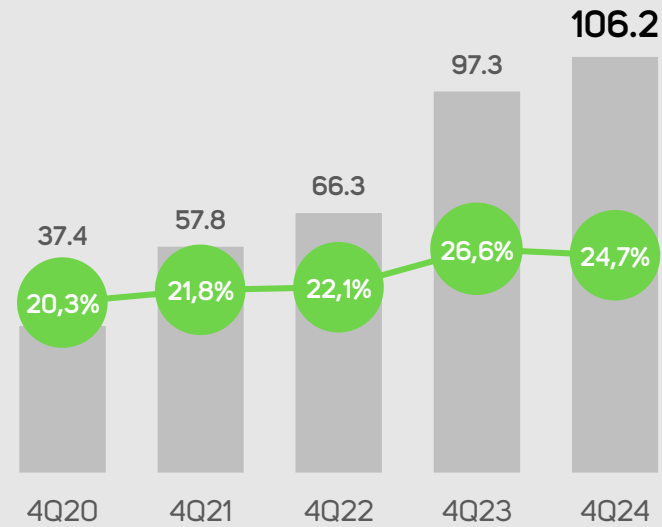
Cash Gross Profit and Gross Margin



QUARTERLY MANAGERIAL CASH GROSS PROFIT

Consolidated (R\$ million)

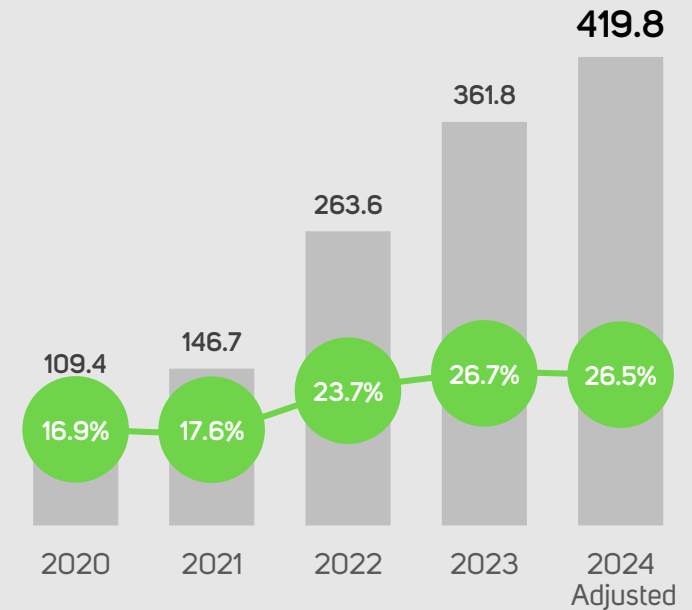
■ Cash Gross Profit
● Cash Gross Margin (%)



ANNUAL MANAGERIAL CASH GROSS PROFIT

Consolidated (R\$ million)

■ Cash Gross Profit
● Cash Gross Margin (%)

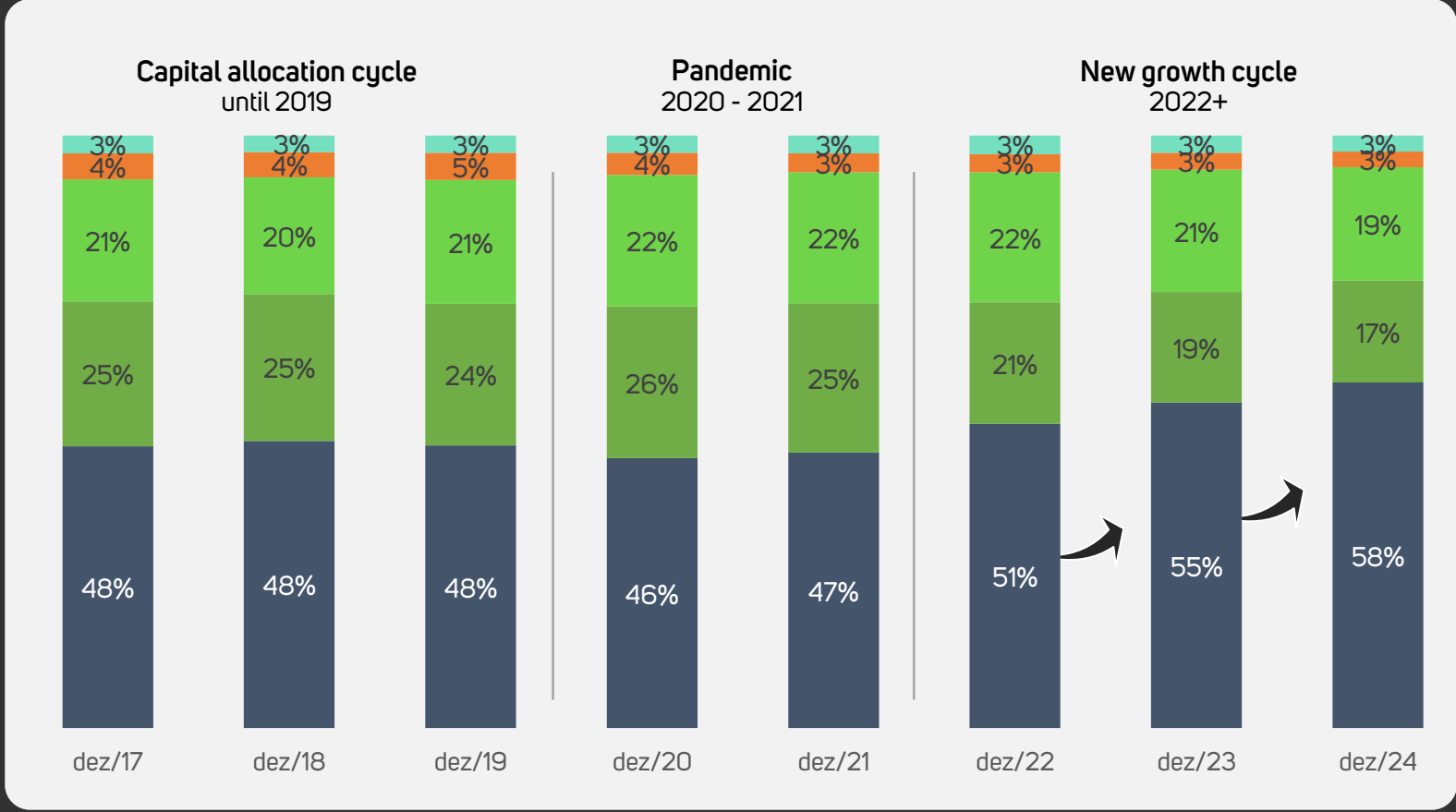


Organic growth with focus on higher profitability.

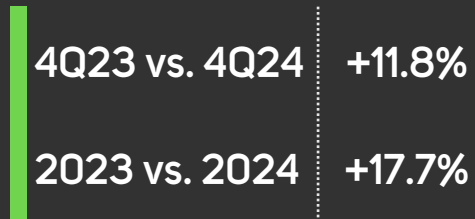
Segment Mix¹
mix % of parking spaces



¹ Excludes Digital segment with Zona Azul accreditation operations.



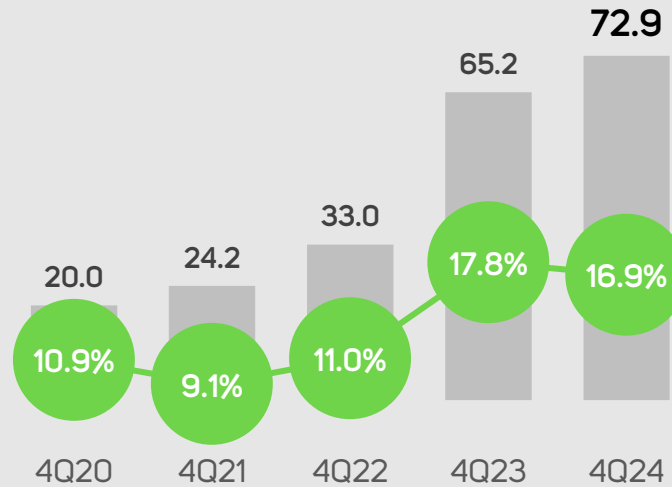
Record Managerial EBITDA and EBITDA Margin



QUARTERLY MANAGERIAL EBITDA AND EBITDA MARGIN

Consolidated (R\$ million)

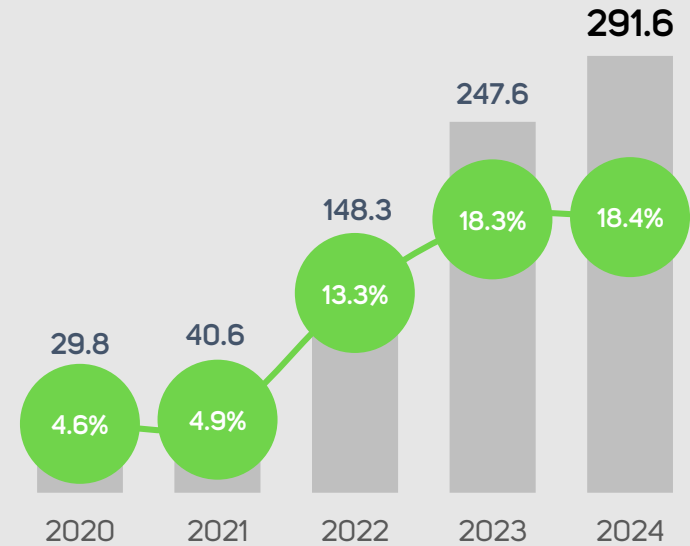
■ Managerial EBITDA
● Managerial EBITDA Margin



MANAGERIAL EBITDA AND ANNUAL EBITDA MARGIN

Consolidated (R\$ million)

■ Managerial EBITDA
● Managerial EBITDA Margin



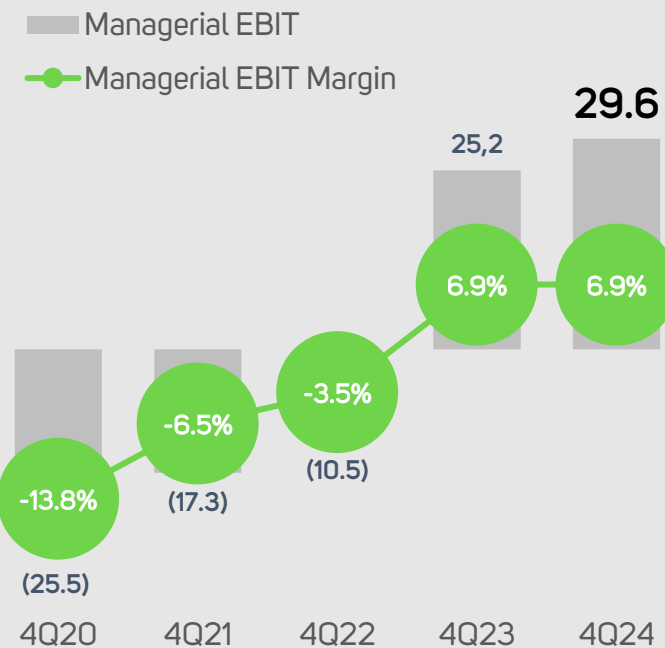
Managerial EBIT and EBIT Margin

4Q23 vs. 4Q24 +17.7%

2023 vs. 2024 +40.5%

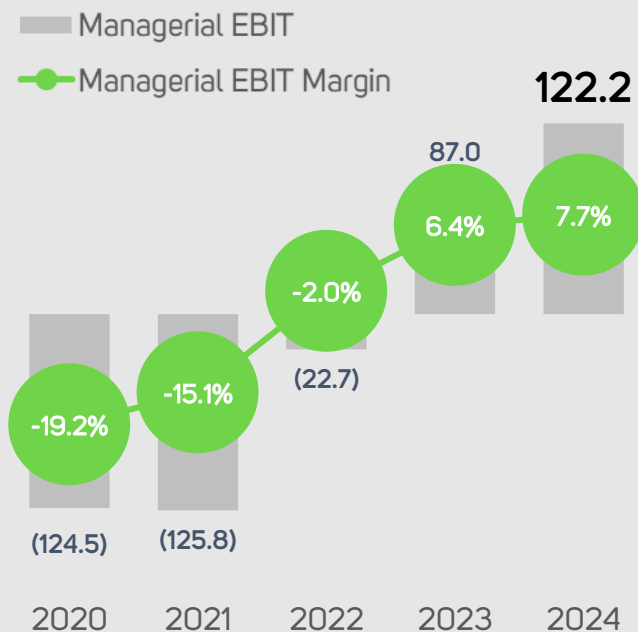
QUARTERLY MANAGERIAL EBIT AND EBIT MARGIN

Consolidated (R\$ million)



ANNUAL MANAGERIAL EBIT AND EBIT MARGIN

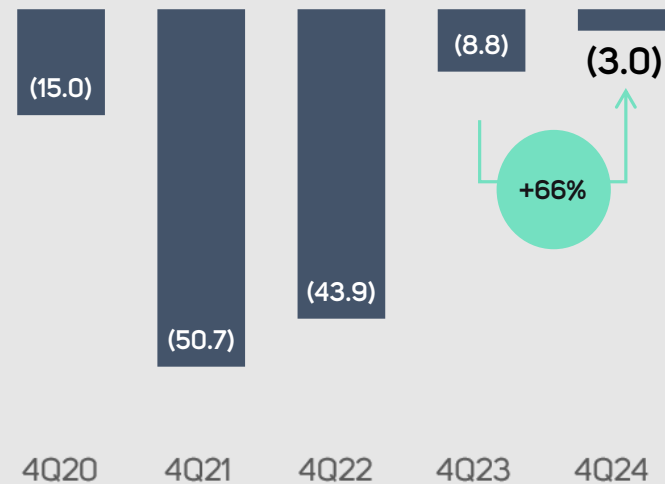
Consolidated (R\$ million)



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

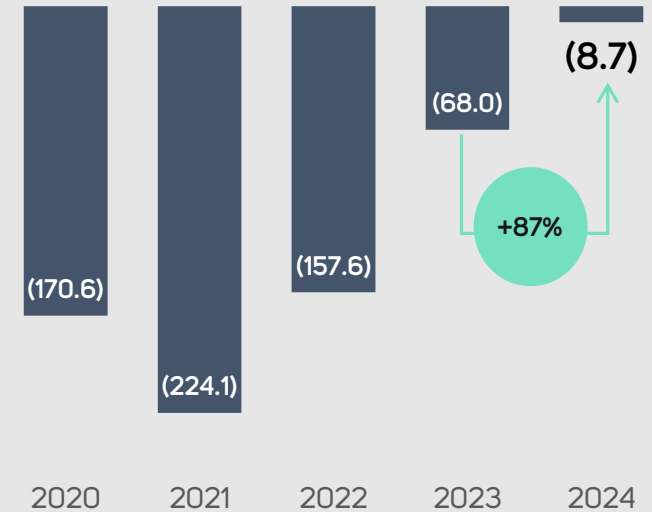
QUARTERLY NET LOSS

Consolidated (R\$ million)



ANNUAL NET LOSS

Consolidated (R\$ million)



Strong cash generation, with disciplined capital allocation

MANAGERIAL CASH FLOW

Consolidated (R\$ million)



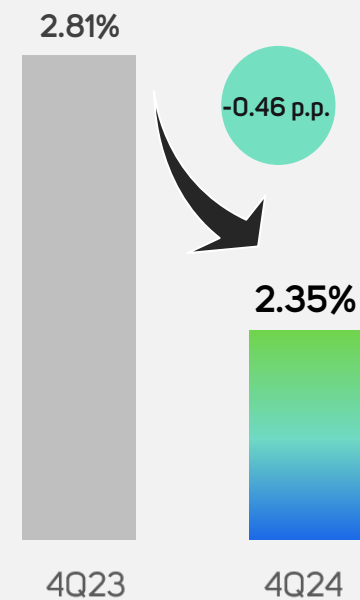
Debenture issuances in 2024 that extended the duration and supported the reduction in the average cost of debt

12th Issuance of Debentures (May/24)
→ R\$200 million
→ CDI+2.00%
→ 4-year term

13th Issuance of Debentures (Dec/24)
→ R\$150 million
→ CDI+1.50%
→ 4-year term

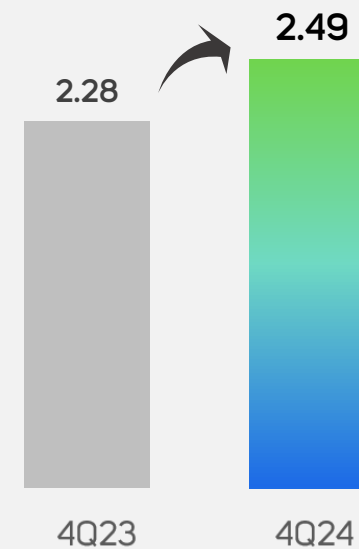
COST OF DEBT CDI+ SPREAD

Debt
Total % p.a.



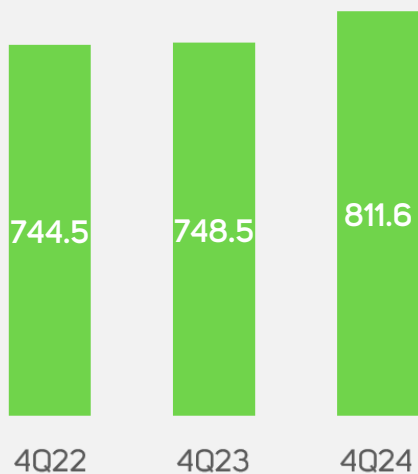
TOTAL DURATION OF DEBT

in years

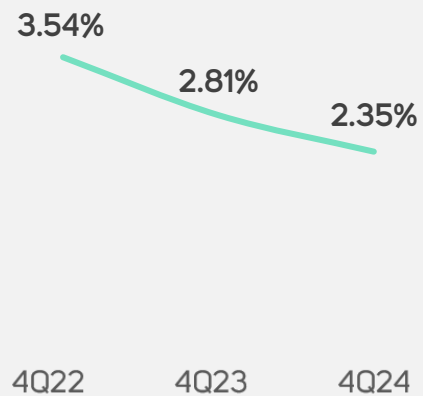


Net Debt stabilized, with continuous reduction in debt cost and balanced amortization schedule

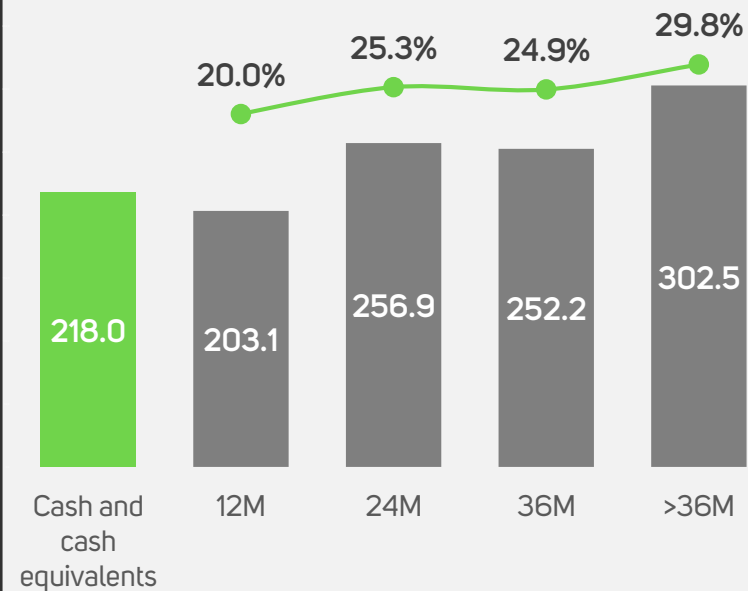
NET DEBT⁽¹⁾
R\$ million



AVERAGE COST
Equivalent CDI+ Spread (%)



AMORTIZATION SCHEDULE
(in R\$ million and %)



01 Highlights



02 4Q23 Results



03 Closing Remarks

04 Q&A



Closing Remarks



New Record Year



We continued our growth trajectory, expanding operations in different segments and regions. In 2024, we reached new records in Revenue and EBITDA, consolidating our sustainable growth and reinforcing our position as a leader in the market.

Debt Management



We kept net debt stabilized, reduced the average cost of funding, and balanced maturities. As a result of the management of financial debt, in Dec/24 we raised R\$150MM at CDI + 1.5%.

Our Vision of the Future



The Company's investment in new growth avenues is already showing results. Our revenue from Zul+ amounted to approximately R\$30 million in 2024. Our Electromobility division (Zletric) showed a revenue growth of 64% and we believe there is still much value to be captured.

01 Highlights



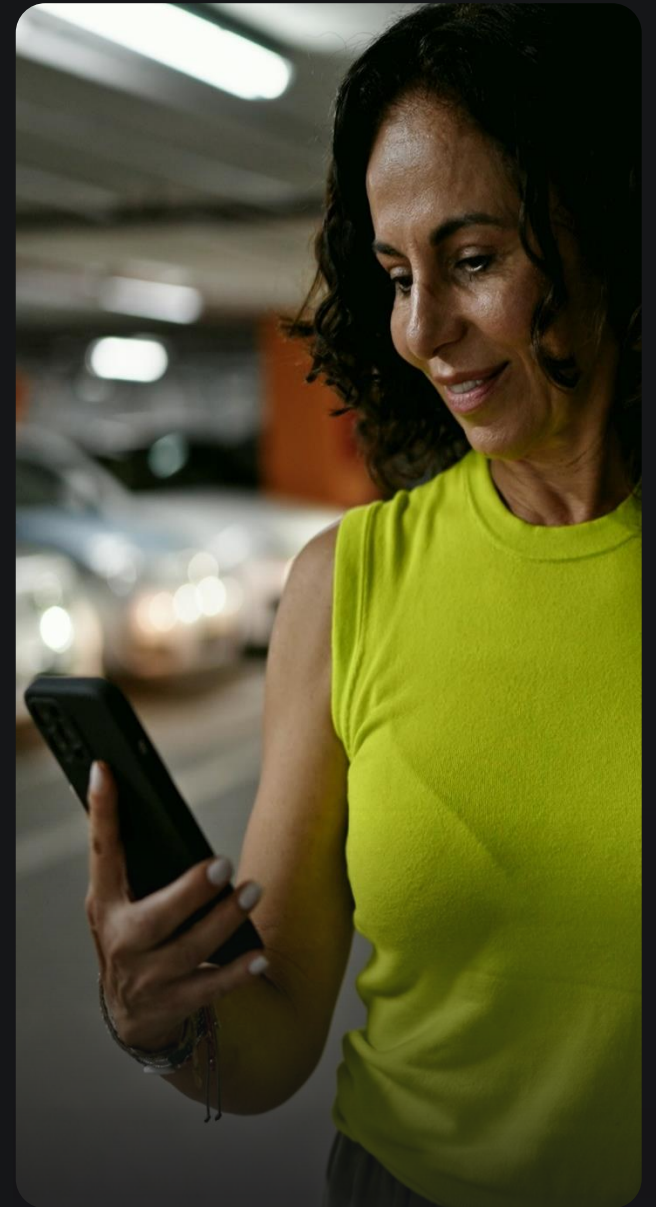
02 4Q23 Results



03 Closing Remarks



04 Q&A





Talk to IR

Investor Relations

Emílio Sanches *CEO*

Daniel Soraggi *CFO and IRO*

Thomás Porto *IR Manager*

ri.estapar.com.br

ri@estapar.com.br

+55 (11) 2161-8099

Media Relations

Thayná Madruli

Alessio Venturelli

estapar@maquinacohnwolfe.com

Social Media

