

TUPY

2º Trimestre de 2023



TUPY



DISCLAIMER

Esta Apresentação pode conter declarações prospectivas, as quais estão sujeitas a riscos e incertezas, pois foram baseadas em premissas da nossa Administração e em informações disponíveis. Declarações prospectivas incluem afirmações a respeito das intenções ou expectativas atuais de nossa Administração em relação a uma série de assuntos, entre os quais se destacam, conjuntura econômica, política e de negócios do Brasil e, em especial, nos mercados geográficos em que atuamos, nosso nível de endividamento e demais obrigações financeiras, e nossa capacidade de contratar financiamentos quando necessário e em termos razoáveis, nossa capacidade de implementar nossos planos de investimento, inflação e desvalorização do real, bem como flutuações das taxas de juros, leis e regulamentos existentes e futuros, aumento de custos, nossa capacidade de obter materiais e serviços de fornecedores sem interrupções, a preços razoáveis, e com economias de escala, nossa habilidade de adquirir outras empresas e integrá-las de maneira satisfatória, expectativas de crescimento das indústrias automotiva e hidráulica, sucesso na implementação de nossa estratégia.

O leitor deve estar ciente que os fatores mencionados acima, além de outros discutidos nesta Apresentação, poderão afetar nossos resultados futuros e poderão levar a resultados diferentes daqueles expressos nas declarações prospectivas que fazemos nesta Apresentação. Não assumimos a obrigação de atualizar tais declarações.

As palavras “acredita”, “pode”, “continua”, “espera”, “prevê”, “pretende”, “planeja”, “estima”, “antecipa”, ou similares têm por objetivo identificar estimativas

Declarações prospectivas envolvem riscos, incertezas e premissas, pois se referem a eventos futuros e, portanto, dependem de circunstâncias que podem ou não ocorrer. A condição futura da nossa situação financeira e de nossos resultados operacionais, nossa participação de mercado e posição competitiva no mercado poderão apresentar diferença significativa se comparados àquela expressa ou sugerida nas referidas declarações prospectivas. Muitos dos fatores que determinarão esses resultados e valores estão além da nossa capacidade de controle ou previsão. O leitor é alertado para não depositar confiança indevida em declarações prospectivas.

Execução da agenda estratégica com impacto nos resultados

- Captura de sinergias e maior eficiência operacional
- Redução de custos e despesas
- Recomposição & Realização de preços
- **Iniciativas de gestão de capital de giro**

... A despeito de fatores externos

- Queda de 35%* na produção brasileira de veículos pesados, afetando Componentes Estruturais e Contratos de Manufatura
- Apreciação cambial : Custos em MXN

Receita Líquida

R\$ 3 bilhões (+17), apesar da queda de 7% das vendas físicas de componentes estruturais

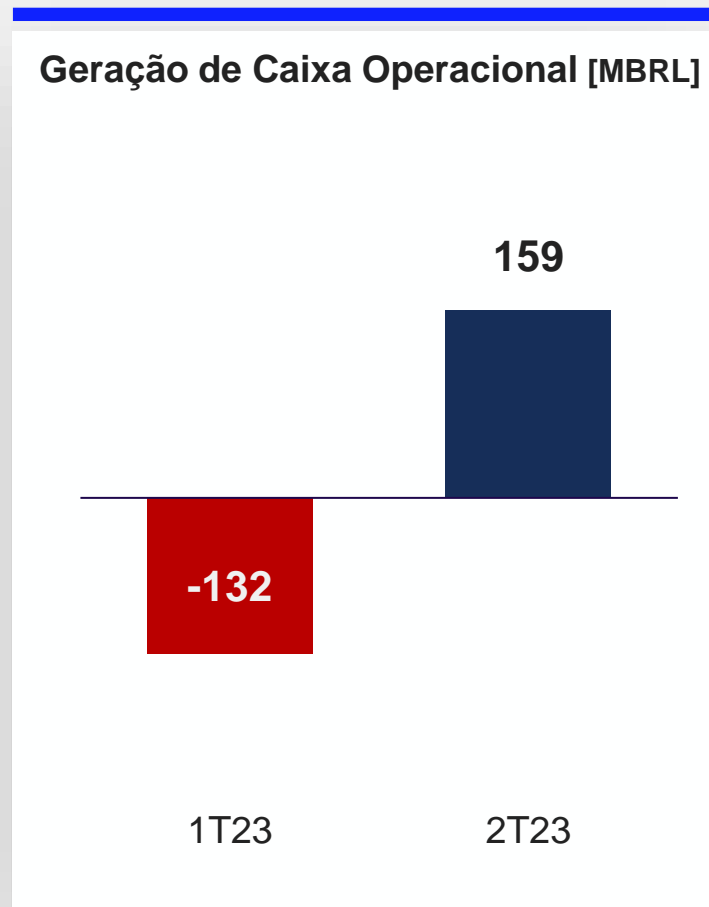
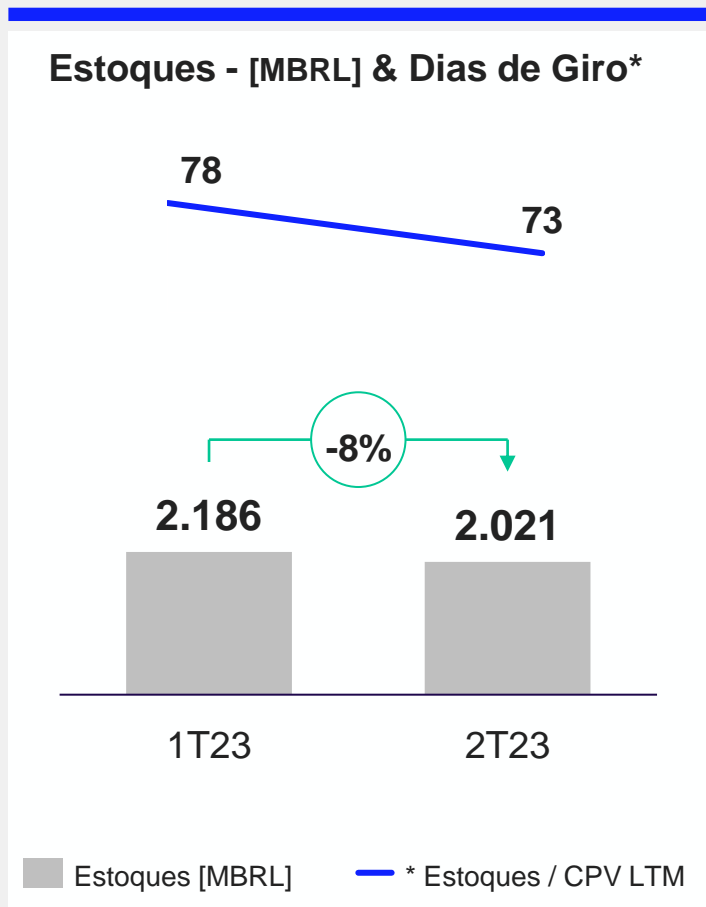
EBITDA Ajustado

R\$ 332 milhões, afetado pela redução de 15% do volume produzido e apreciação do MXN (+12%). Margem de **11,2%**, similar à do 1T13

Lucro Líquido

R\$ 62 milhões. Efeito não recorrente de R\$ 66 milhões (constituição de provisão)

AUMENTO DA GERAÇÃO DE CAIXA, DECORRENTE DE INICIATIVAS DE GESTÃO



- Estratégia de redução de estoques, afetado por paradas de clientes (gargalos na cadeia de insumos)
- Redução dos volumes produzidos, com impacto no EBITDA do período
- **Efeito positivo na geração de caixa operacional**

TUPY

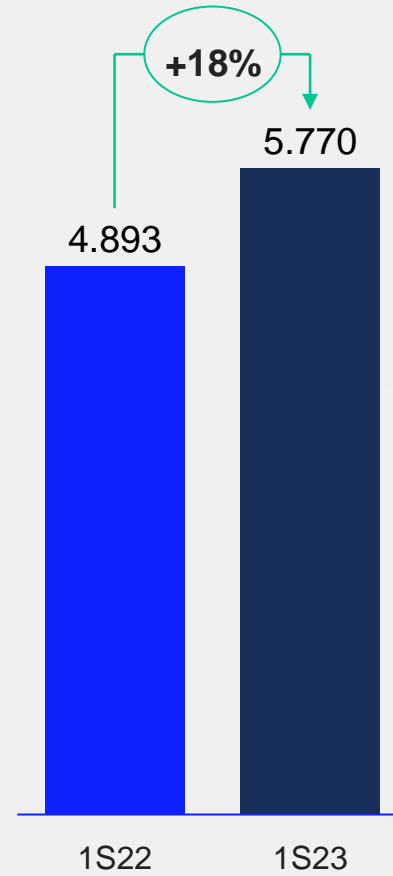
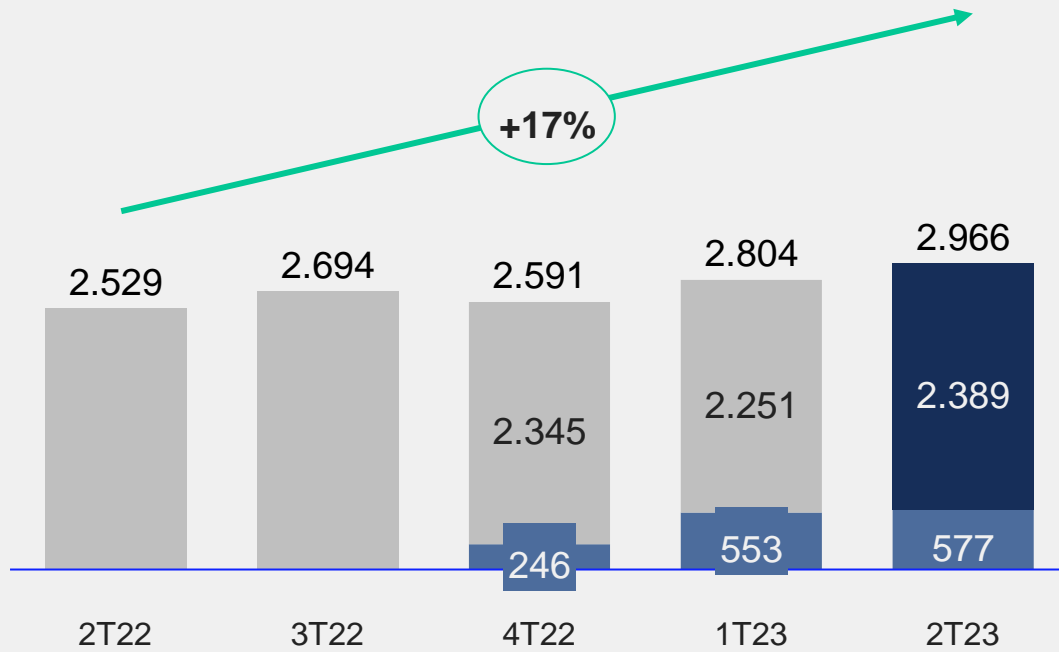


Resultado 2T23

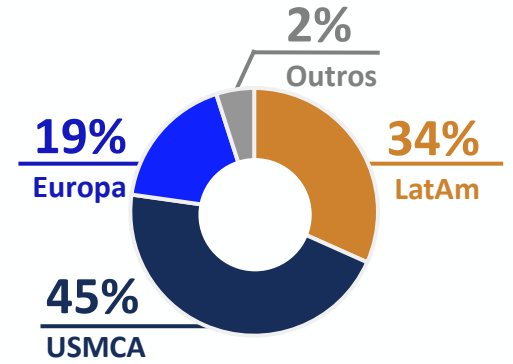
RECEITAS [M BRL]

32%
MI

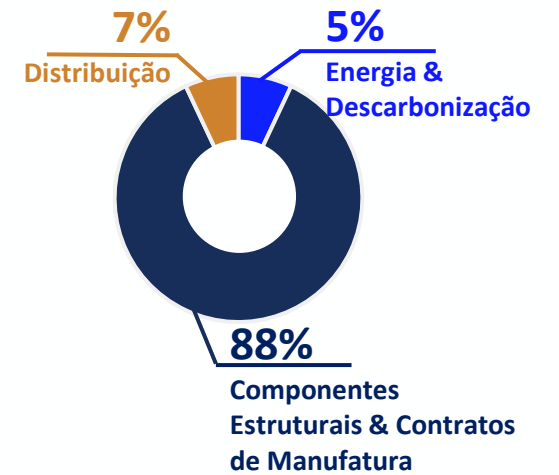
68%
ME



Origem [% Receita]

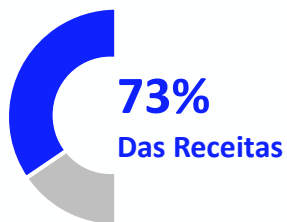


Segmentos [% Receita]

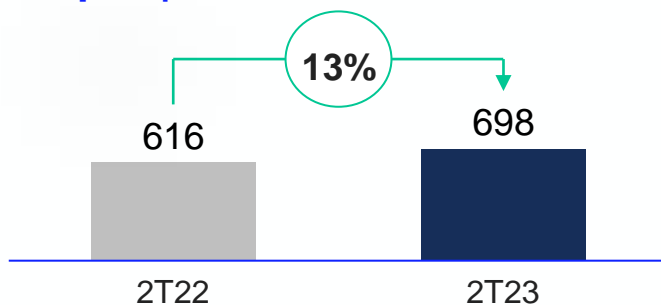


COMPONENTES ESTRUTURAIS & CONTRATOS DE MANUFATURA

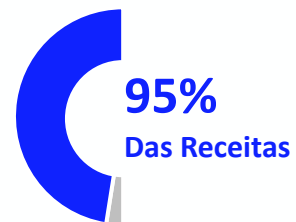
Mercado Interno



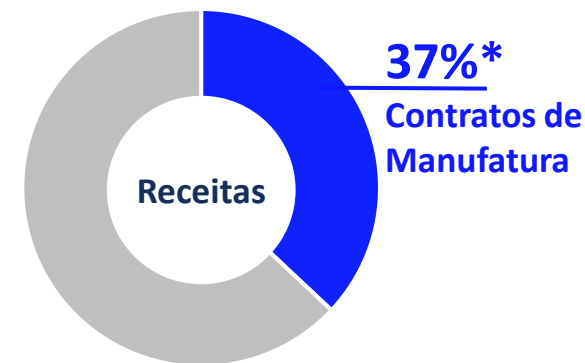
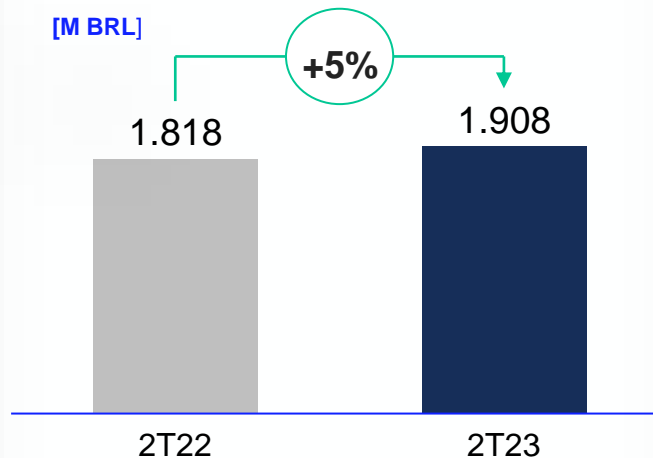
[M BRL]



Mercado Externo

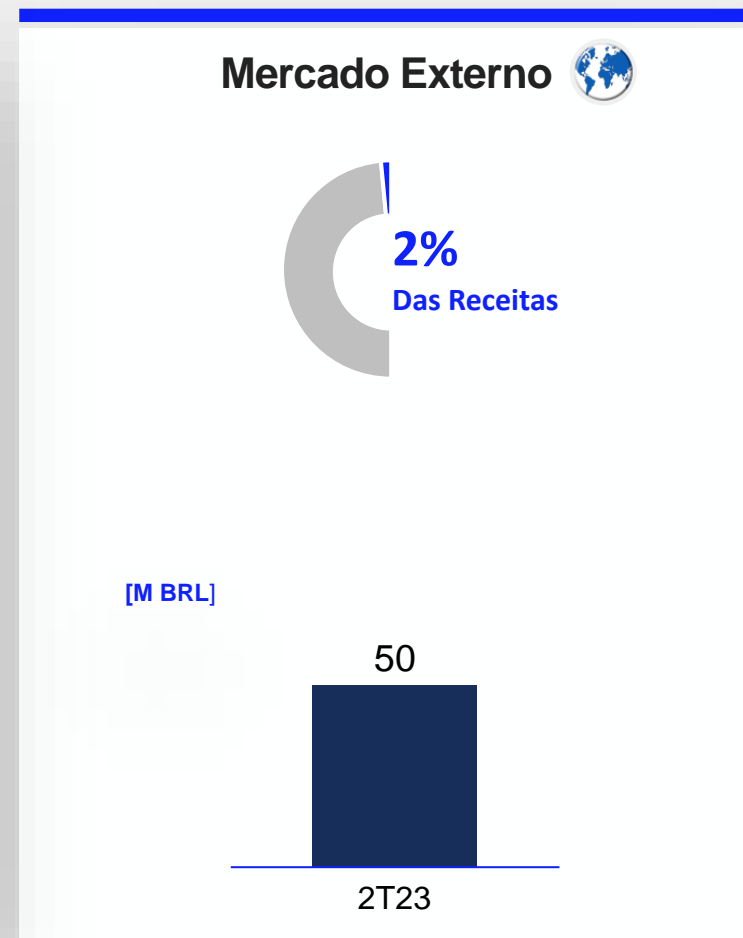
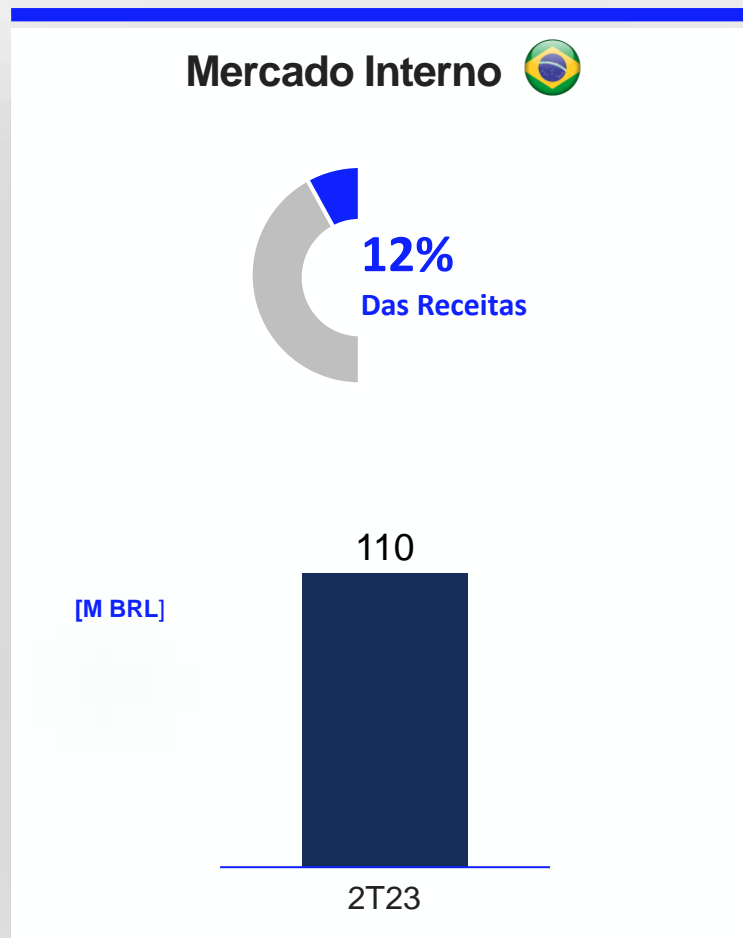


[M BRL]



*Percentual de produtos com valor agregado (Usinagem e/ou Montagem)

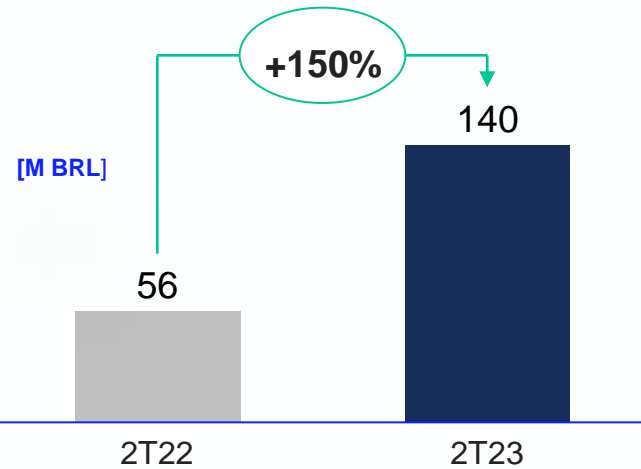
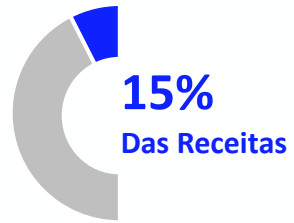
ENERGIA & DESCARBONIZAÇÃO



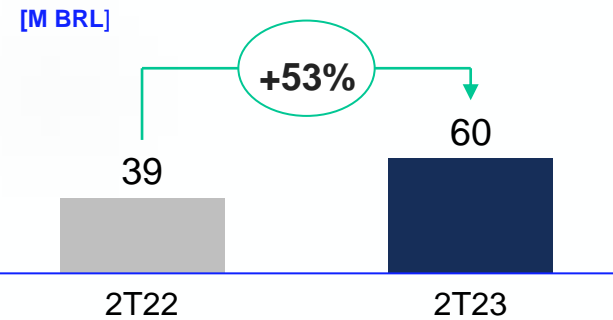
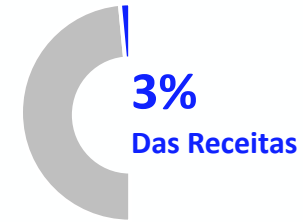
Desenvolvimento de novas aplicações (biogás, torres de iluminação, etc) , transformação veicular e projetos de descarbonização com alto potencial de escalabilidade

DISTRIBUIÇÃO

Mercado Interno

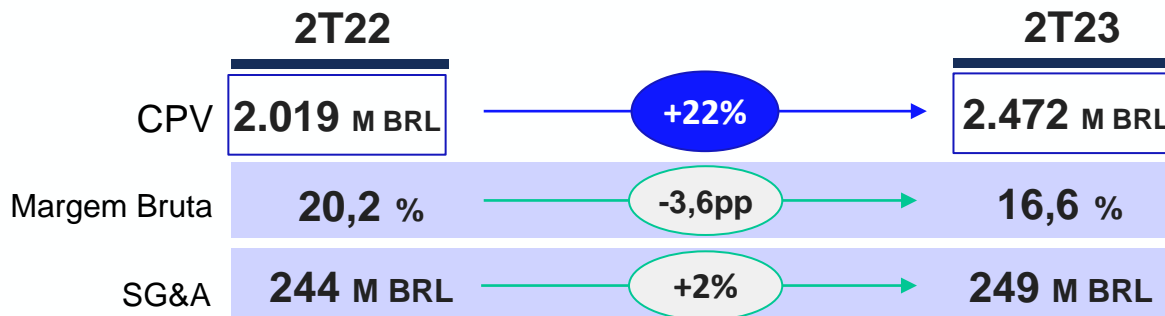
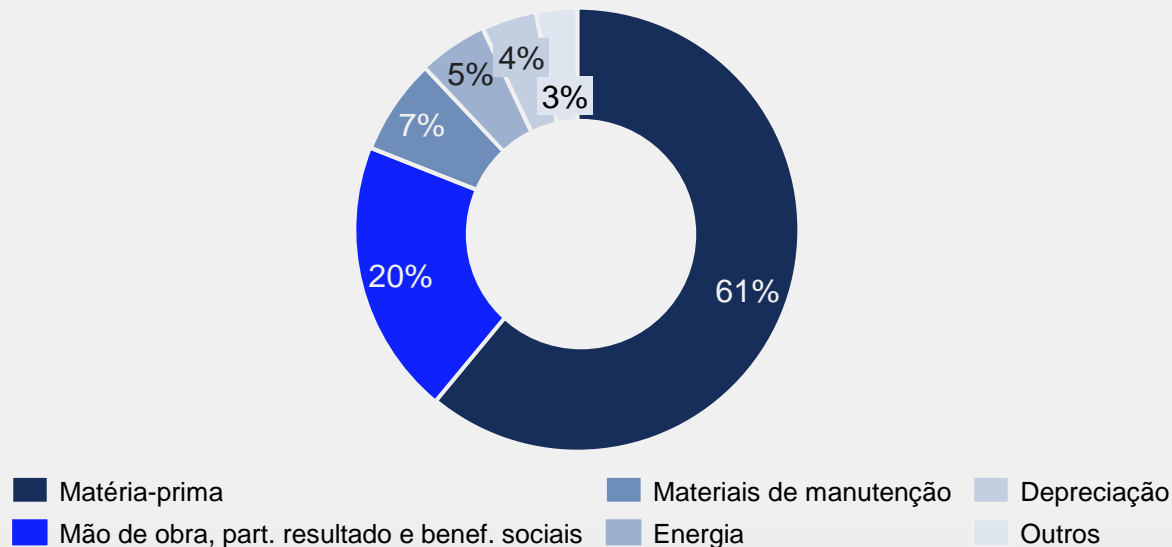


Mercado Externo

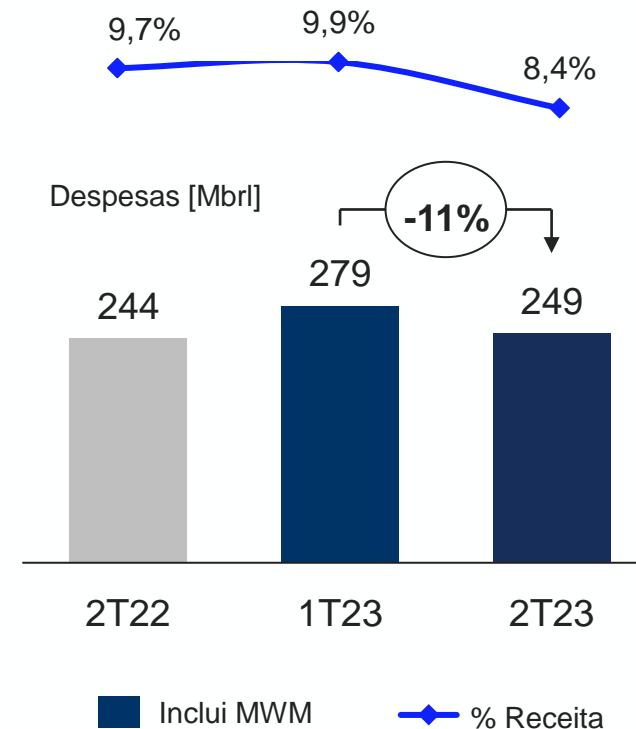


CUSTOS E DESPESAS OPERACIONAIS [M BRL]

COMPOSIÇÃO DO CPV 2T23 [%]



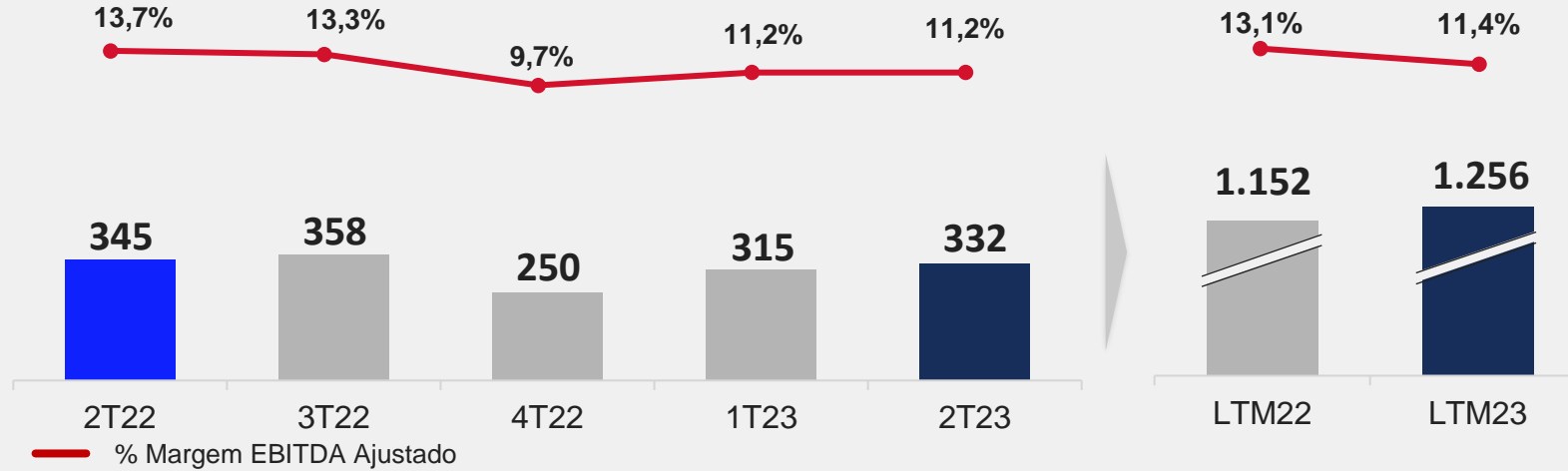
Despesas impactadas pela redução de preços de fretes



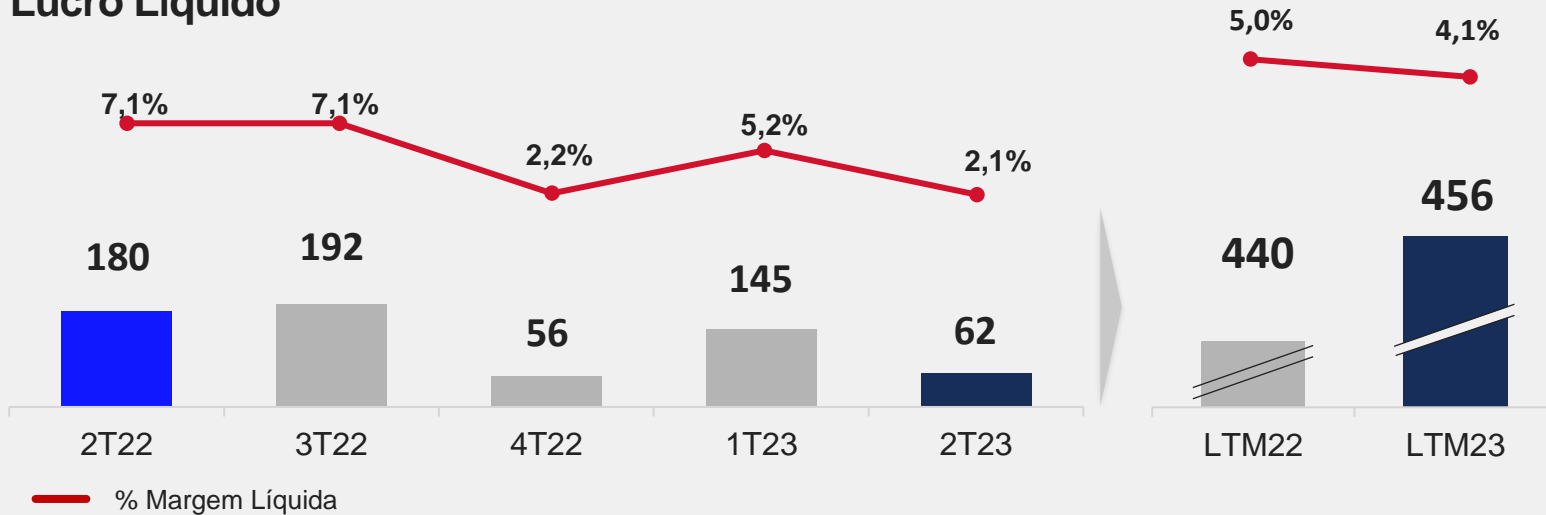
Inclusão dos custos da MWM a partir de 2023. Impacto de câmbio e volume produzidos

EBITDA AJUSTADO & LUCRO LÍQUIDO [M BRL]

EBITDA Ajustado



Lucro Líquido



- Redução de volumes (mercado e gestão de capital de giro) e apreciação cambial
- Lucro afetado pela variação cambial no resultado financeiro e impacto não recorrente de R\$ 66 milhões (constituição de provisão para contingência tributária)

RESULTADO FINANCEIRO [M BRL]

		2T23	2T22
Despesas Financeiras	1	(77)	(43)
Receitas Financeiras	2	+22	+14
Var. Monetária e Cambial	3	(40)	+36
TOTAL		(95)	+7

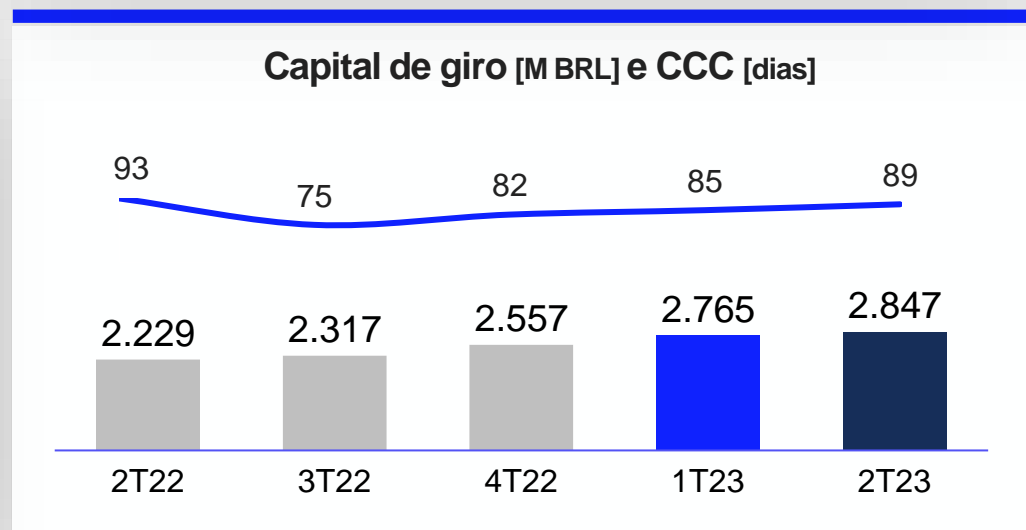
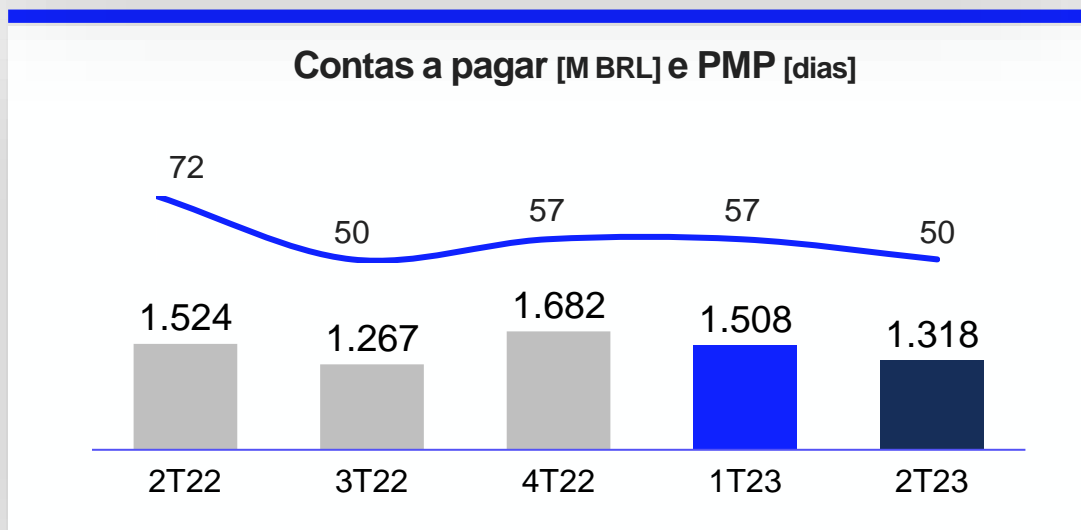
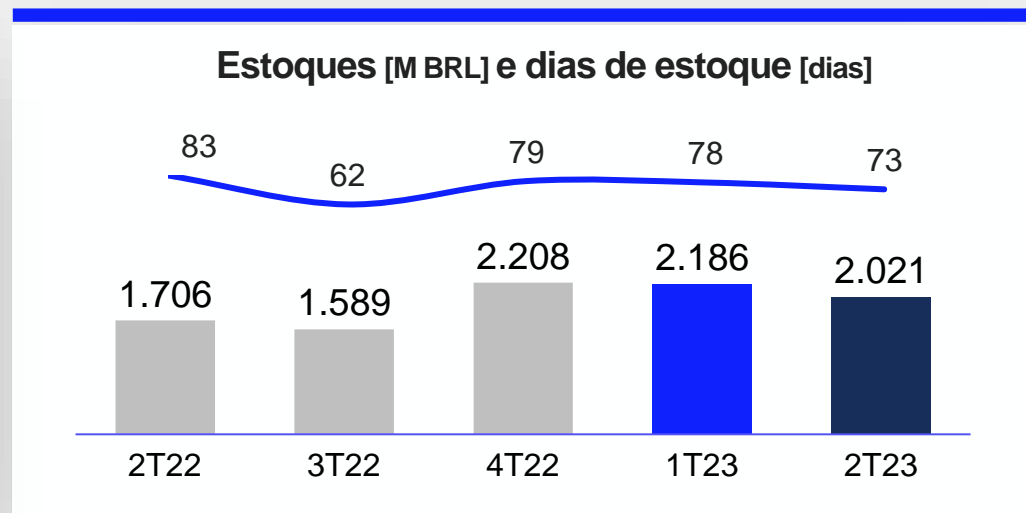
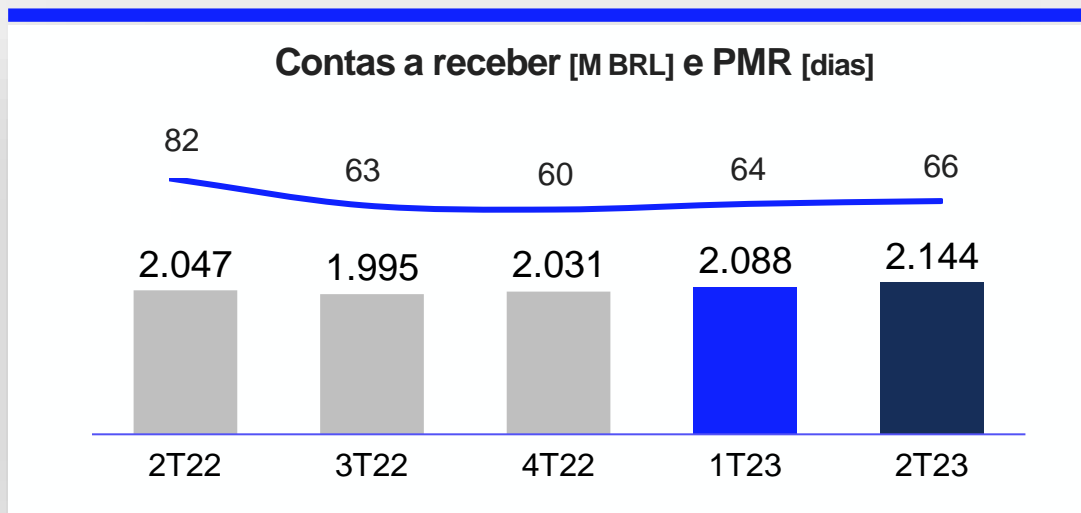
1 Elevação do CDI e da dívida bruta (emissão de debêntures)

2 Aumento do saldo em caixa em Reais e da taxa de juros que remunera as aplicações

3 Variação cambial nas linhas do balanço em moeda estrangeira (apreciação BRL/USD vs 1T23)

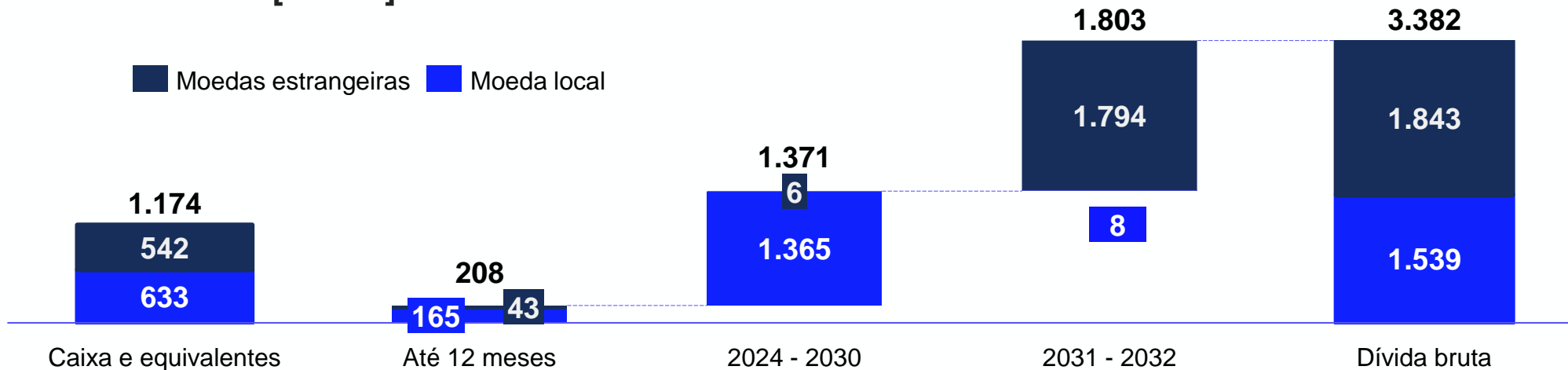
Resultado positivo de R\$ 19 milhões com operações de *hedge*

CAPITAL DE GIRO

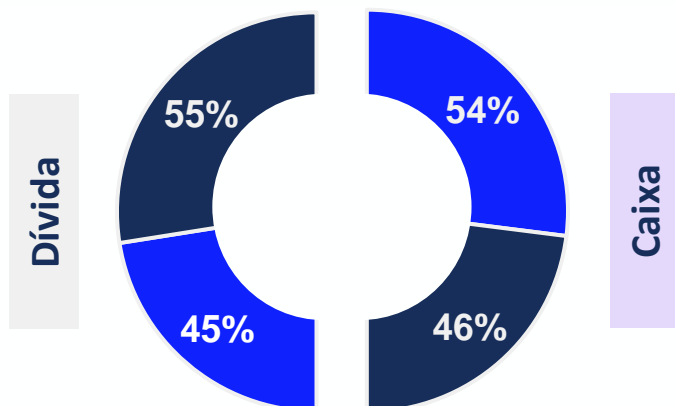


CAIXA E ENDIVIDAMENTO | JUNHO 2023

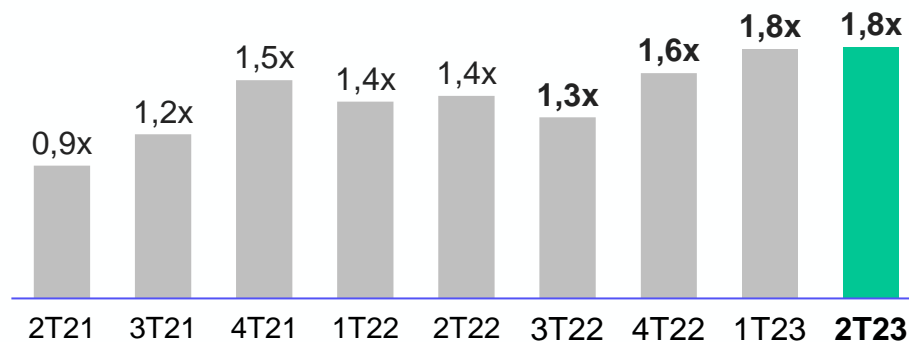
Endividamento [M BRL]



Distribuição da moeda [% total]



Dívida líquida / EBITDA ajustado LTM



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Agenda 2S23

MERCADO



MÉDIOS E PESADOS



OFF-ROAD



COMERCIAIS LEVES E PASSEIO

	MÉDIOS E PESADOS	OFF-ROAD	COMERCIAIS LEVES E PASSEIO
AMÉRICA DO NORTE	<p>Carteira de pedidos das montadoras tomadas até o final do ano.</p>	<p>Construção não residencial em alta, com destaque para o segmento industrial.</p> <p>Construção residencial demonstra sinais de aquecimento.</p> <p>Aumento na demanda por máquinas agrícolas de maior porte.</p>	<p>Vendas 2T23: crescimento 17% vs 2T22</p> <p>Demanda firme para comerciais leves</p>
BRASIL	<p>Impacto tecnologia (Proconve P8 / Euro 6) e condições de crédito.</p> <p>Recuperação gradual ao longo dos próximos trimestres (cenário macro e incentivos governamentais).</p> <p>Montadoras planejando reativar turnos de trabalho no 3T.</p>	<p>Expectativa de aumento de do PIB do agronegócio e recorde na safra 22/23.</p> <p>Impacto taxa de juros e exportações</p> <p>Perspectiva de novos investimentos em infraestrutura.</p>	<p>Elevação importante nas vendas no 1S23 vs. 1S22 sustentada por programas de incentivos governamentais. Incertezas permanecem sobre robustez da demanda.</p>
EUROPA	<p>Carteira de pedidos das montadoras tomadas até o final do ano.</p>	<p>Perspectivas de leve crescimento de volumes de produção em 2023.</p>	<p>Menor incidência de interrupções de produção por falta de componentes propiciando elevação dos volumes de produção e de vendas em 2023.</p>

NOVA TUPY: SÓLIDO PIPELINE DE NOVOS CONTRATOS

Contratos de Manufatura



- Nacionalização de motores
- Usinagem no Brasil: eficiência logística
- México: *nearshoring* & USMCA

Energia & Descarbonização



- Resíduos urbanos e do agronegócio
- *Ramp-up* iniciativas de transformação veicular
- Parceria motores marítimos
- Lançamento Motobombas

Distribuição



- Peças manufaturadas (*short blocks*) para reposição no mercado externo
- Novos produtos e canais
- Produtos Tupy

AVANÇOS EM SINERGIAS E REDUÇÃO DE CUSTOS



Alocação e priorização de produtos:

Competitividade e Vocação de cada planta

Operações

- Aplicação melhores práticas e eficiência no processo produtivo
- Movimentação de Produtos
- Flexibilização & adaptação às oscilações da demanda

Compras

- Substituição de matérias primas
- Equalização de preços e negociações globais
- Gestão de estoques

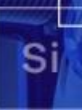
RECONHECIMENTOS | ESG & INOVAÇÃO



- **Dois anos consecutivos** entre as **três melhores ESG**
- Categoria **Bens de Capital e Eletroeletrônicos**
- **Mais de 200 empresas** inscritas nesta edição

- Tupy é **uma das 150 empresas mais inovadoras do Brasil**, segundo o ranking promovido pelo **Valor Econômico**
- **4ª colocada** na categoria **Bens de capital**
- Nos últimos dois anos, **avancamos 98 posições** neste ranking





Conheça nossa jornada de sustentabilidade

Relatório de Sustentabilidade 2022

Aponte a câmera do seu celular para acessar.





Obrigado



Tupy



Tupy SA

TUPY

2nd Quarter of 2023



TUPY



DISCLAIMER

This presentation may contain forward-looking statements, which are subject to risks and uncertainties as they have been based on assumptions made by our Management and available information. Forward-looking statements include statements about Management's current intentions or expectations regarding various matters, including the economic, political, and business environment in Brazil and particularly in the geographical markets in which we operate, our level of debt and other financial obligations, our ability to secure financing when needed and on reasonable terms, our ability to implement our investment plans, inflation and currency devaluation, as well as fluctuations in interest rates, existing and future laws and regulations, cost increases, our ability to obtain materials and services from suppliers without interruption at reasonable prices and with gains in scale, our ability to acquire and successfully integrate other companies, growth expectations in the automotive and hydraulic industries, and success in implementing our strategy.

Readers should be aware that the factors mentioned above, together with other factors discussed in this Presentation, may affect our future results and lead to outcomes different from those expressed in the forward-looking statements made in this Presentation. We do not assume any obligation to update such statements. We are not obliged to update such statements.

The words "believes," "may," "continues," "expects," "foresees," "intends," "plans," "estimates," "anticipates," or similar expressions are intended to identify forward-looking statements.

Forward-looking statements involve risks, uncertainties, and assumptions, as they refer to future events and, therefore, depend on circumstances that may or may not occur. The future condition of our financial situation and operational results, market share, and competitive position may significantly differ from that expressed or suggested in the forward-looking statements. Many of the factors that will determine these results and values are beyond our ability to control or predict. Readers are advised not to place undue reliance on forward-looking statements.

Implementation of the strategic agenda with impact on results

- Capturing synergies and increasing operational synergies
- Reduction of costs and expenses
- Price recomposition & realization
- **Working capital management**

... Despite external factors

- 35%* drop in Brazilian heavy vehicle production, affecting Structural Components and Manufacturing Contracts
- Exchange rate appreciation: Costs in MXN

Net Revenue

R\$ 3 billion (+17), despite a 7% drop in physical sales of structural components

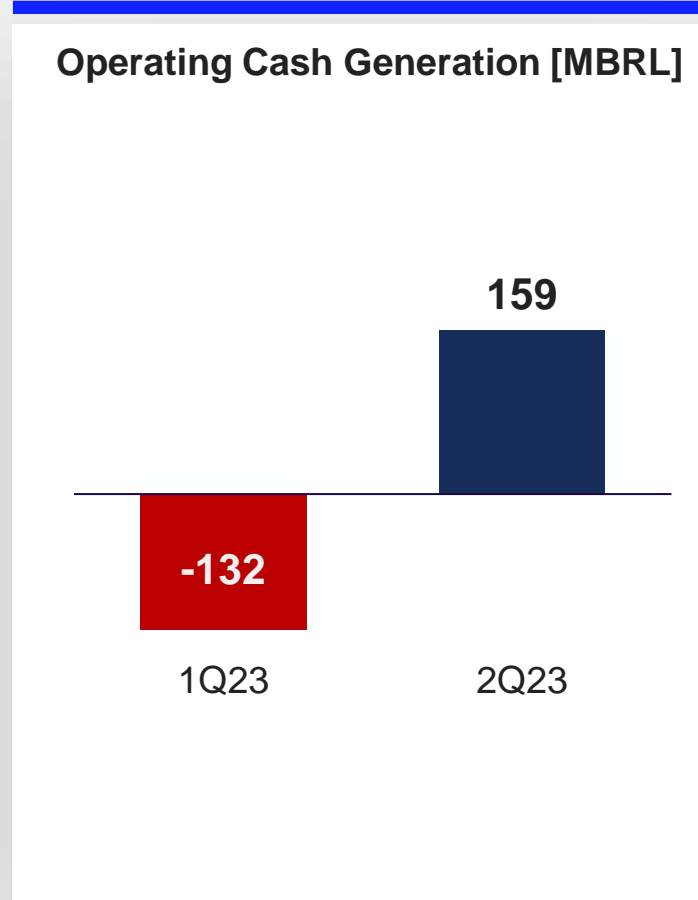
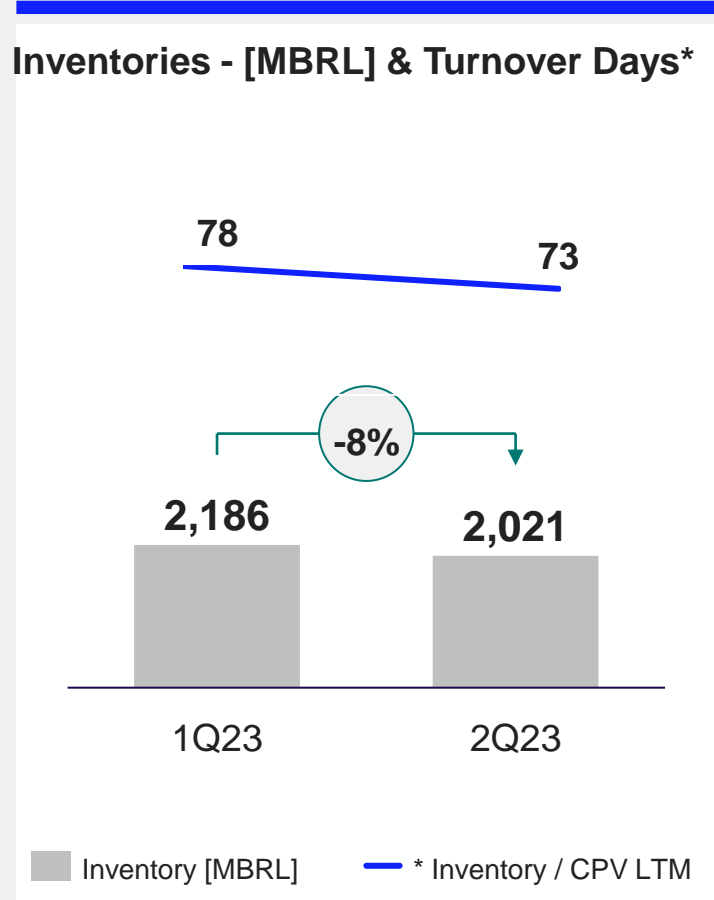
Adjusted EBITDA

R\$ 332 million, affected by the 15% reduction in production volume and the appreciation of the MXN (+12%). Margin of **11.2%**, similar to 1Q23

Net Profit

R\$ 62 million. Non-recurring effect of R\$ 66 million (constitution of provision)

INCREASED CASH GENERATION, RESULTING FROM MANAGEMENT INITIATIVES



- Inventory reduction strategy, affected by customer stoppages (bottlenecks in the supply chain)
- Reduction in production volumes, impacting EBITDA in the period
- **Positive impact on operating cash generation**

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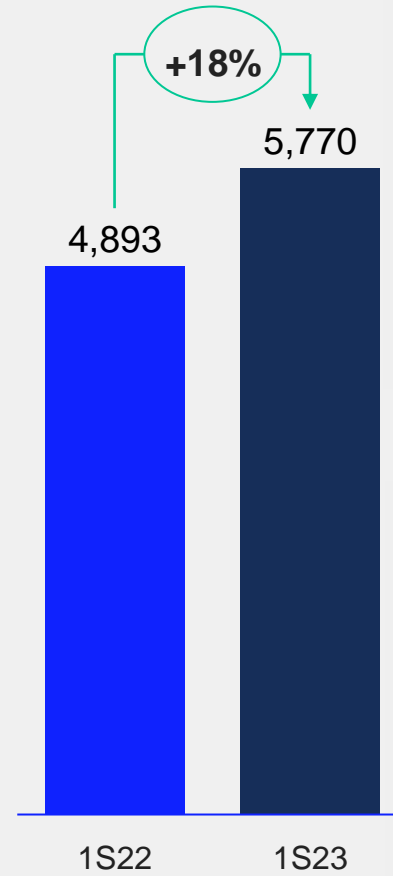
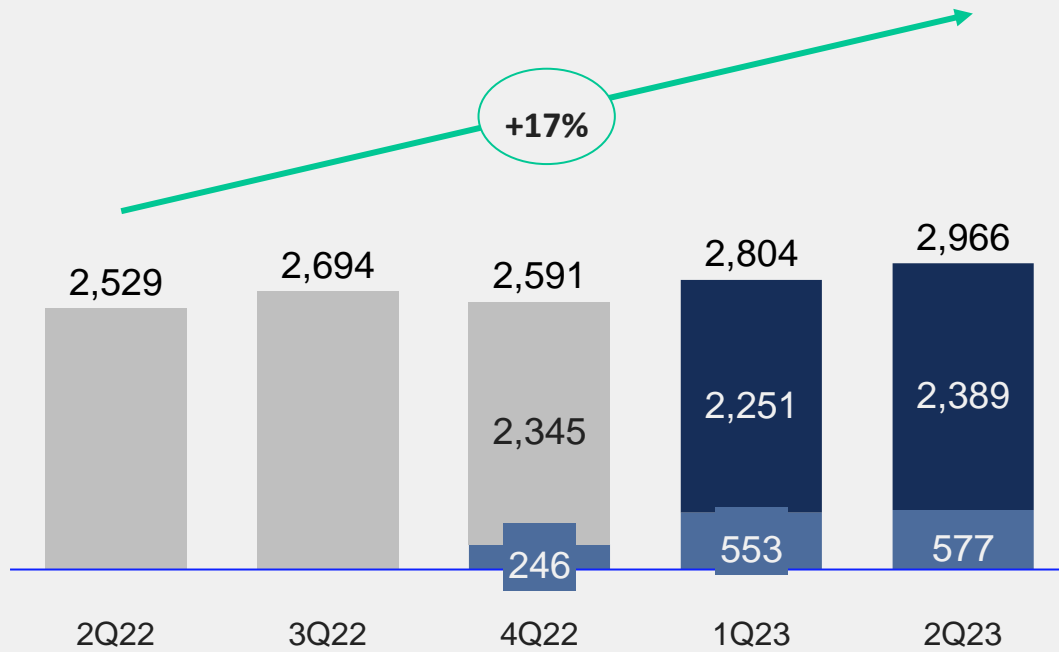


2Q23 Result

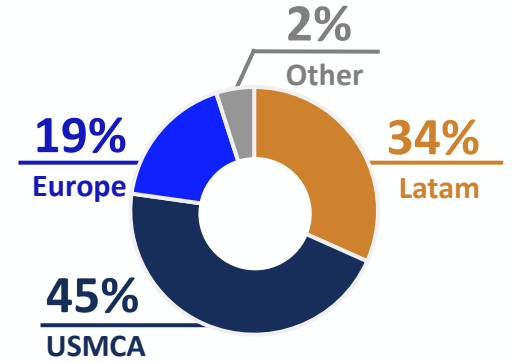
REVENUES [R\$ million]

32%
DM

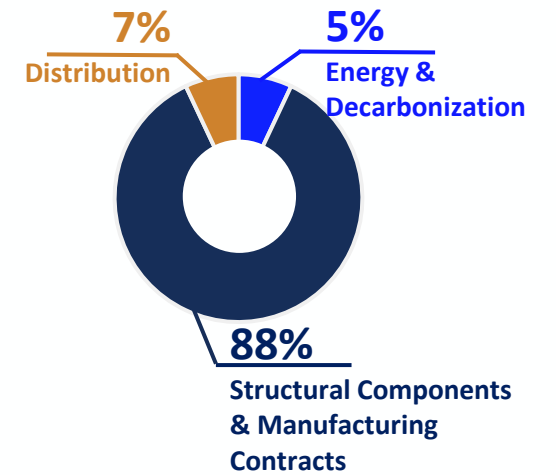
68%
EM



Origin [% Revenue]

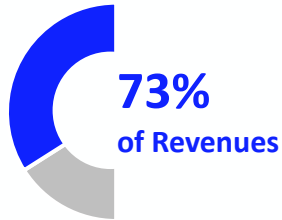


Segments [% Revenue]

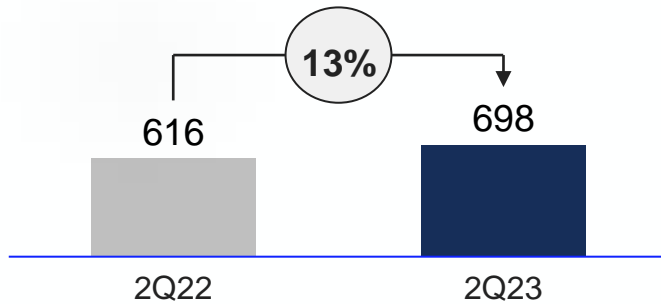


STRUCTURAL COMPONENTS & MANUFACTURING CONTRACTS

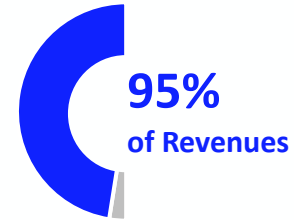
Domestic Market



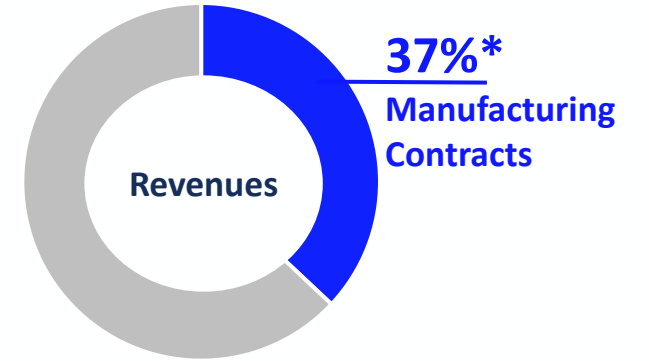
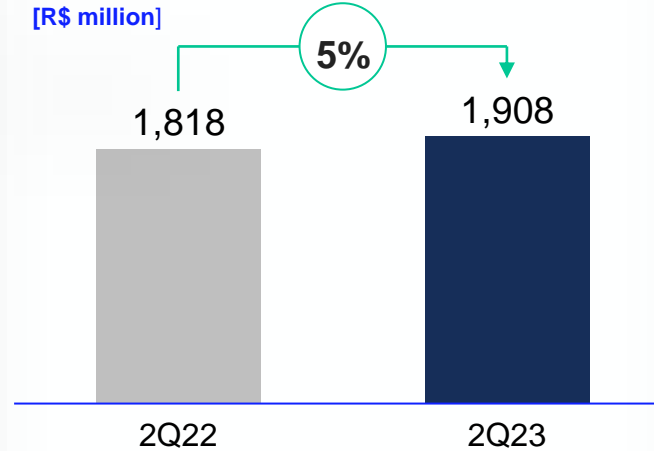
[R\$ million]



Export Market

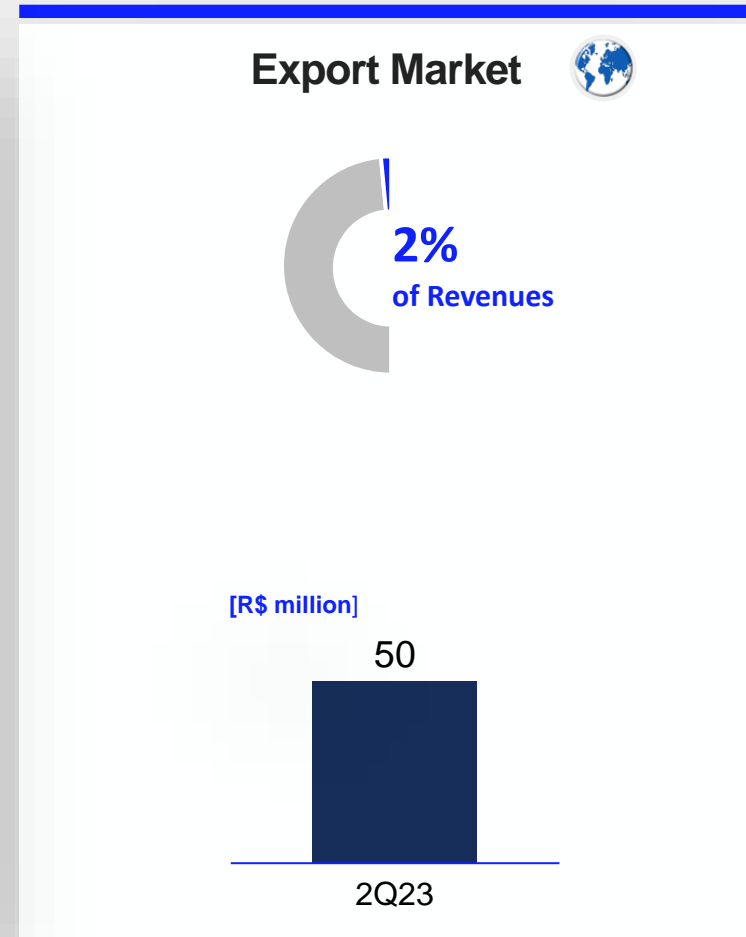
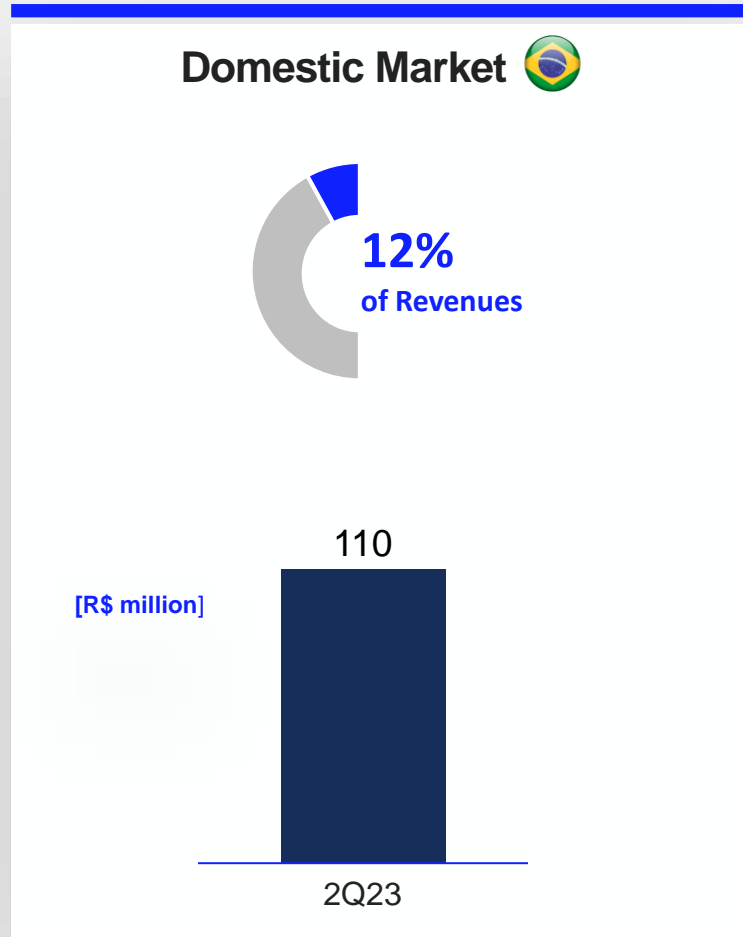


[R\$ million]



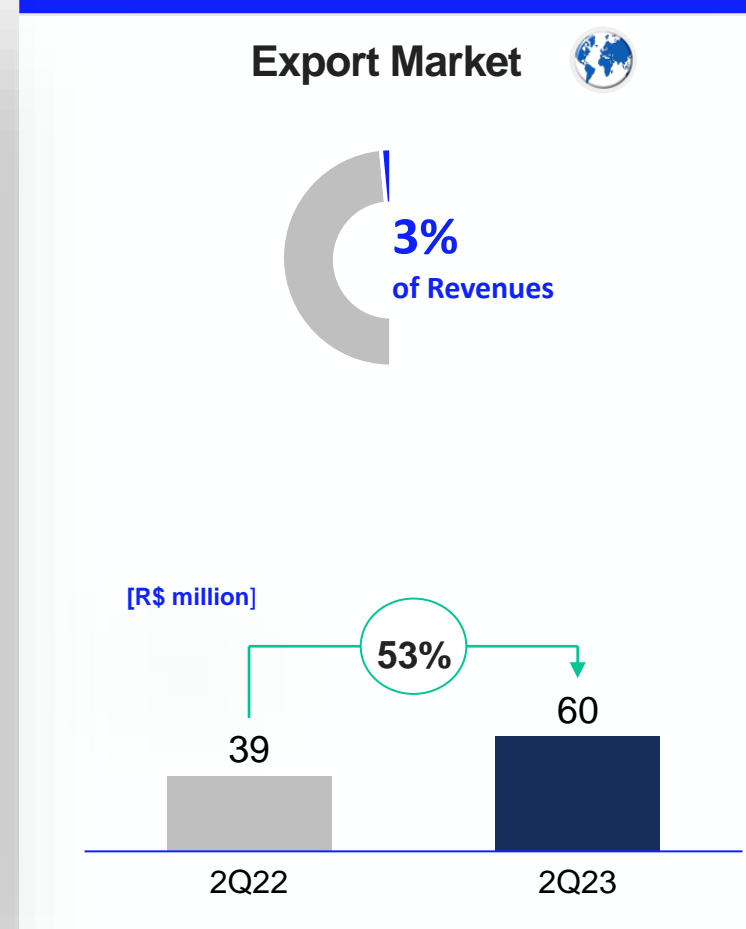
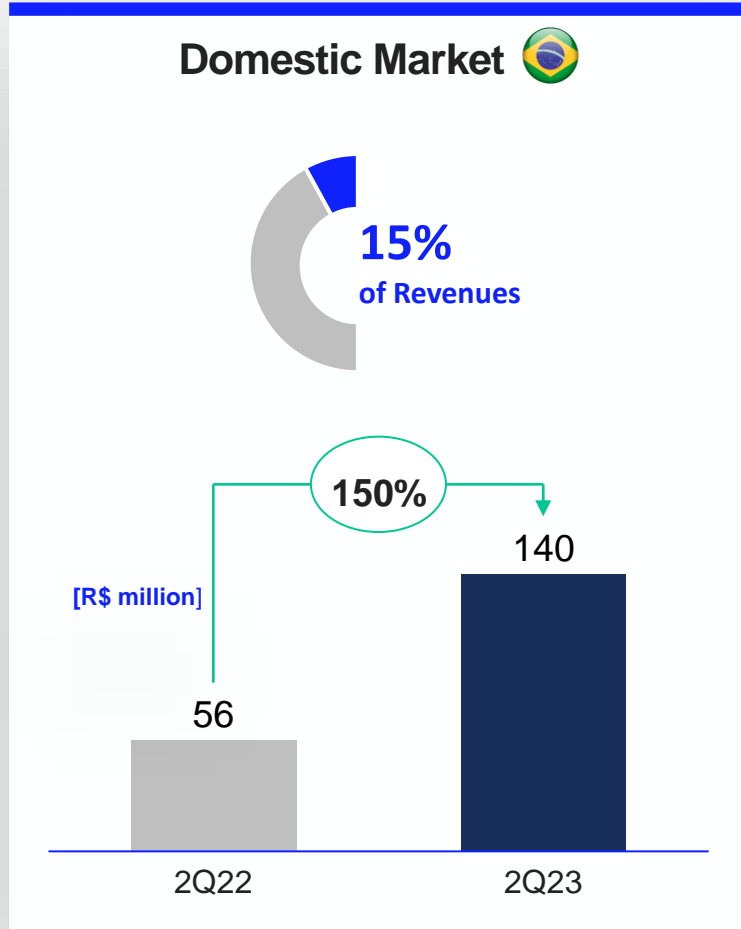
*Percentage of value-added products (Machining and/or Assembly)

ENERGY & DECARBONIZATION



Development of new applications (biogas, lighting towers, etc.), vehicle conversion and projects for decarbonization with high scalability potential

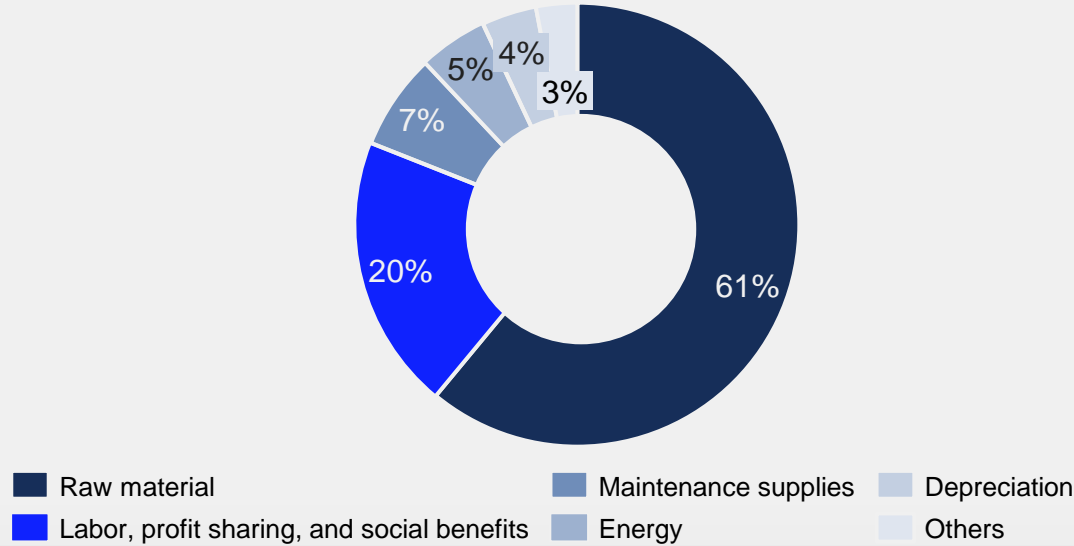
DISTRIBUTION



Incorporation of MWM's results (aftermarket): resilience and new products

OPERATING COSTS AND EXPENSES [R\$ MILLION]

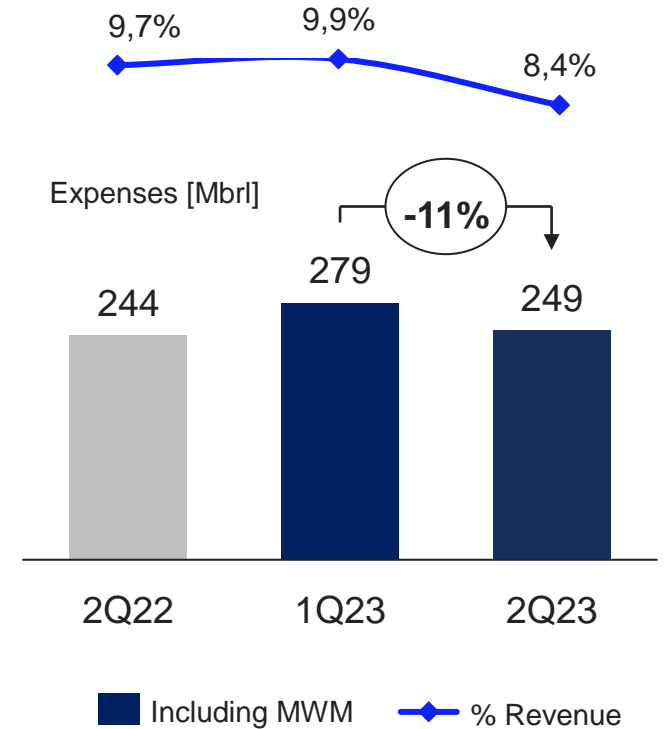
BREAKDOWN OF COGS 2Q23 [%]



■ Raw material ■ Maintenance supplies ■ Depreciation
■ Labor, profit sharing, and social benefits ■ Energy ■ Others

	2Q22		2Q23
COGS	R\$2,019M	+22%	R\$2,472M
Gross Margin	20.2 %	-3.6pp	16.6 %
SG&A	R\$244M	+2%	R\$249M

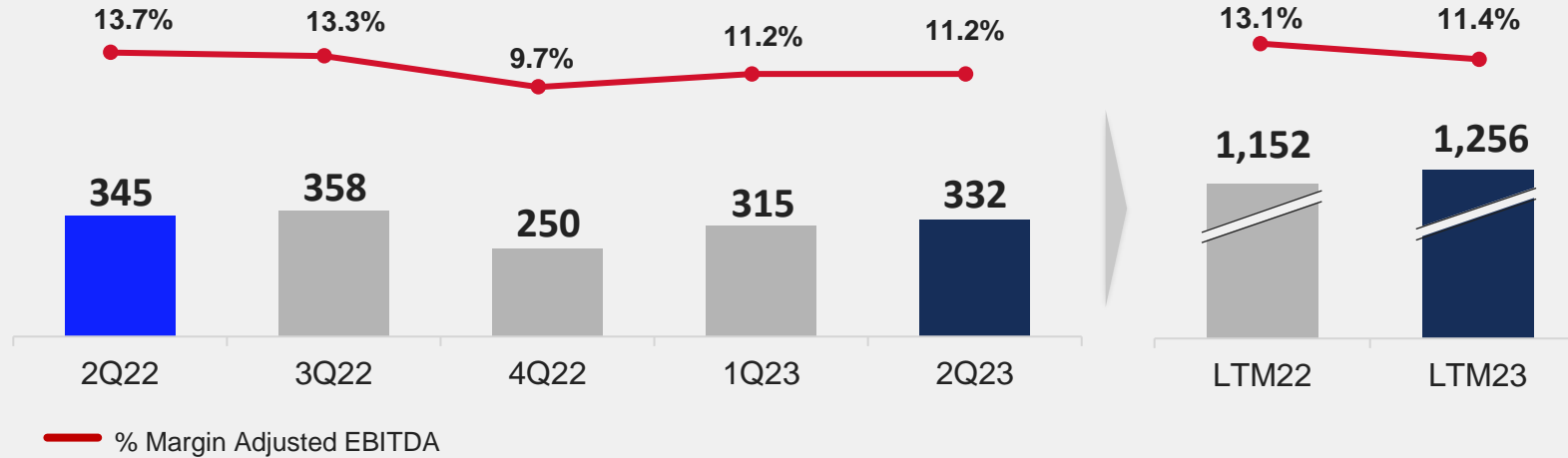
Expenses impacted by lower freight prices



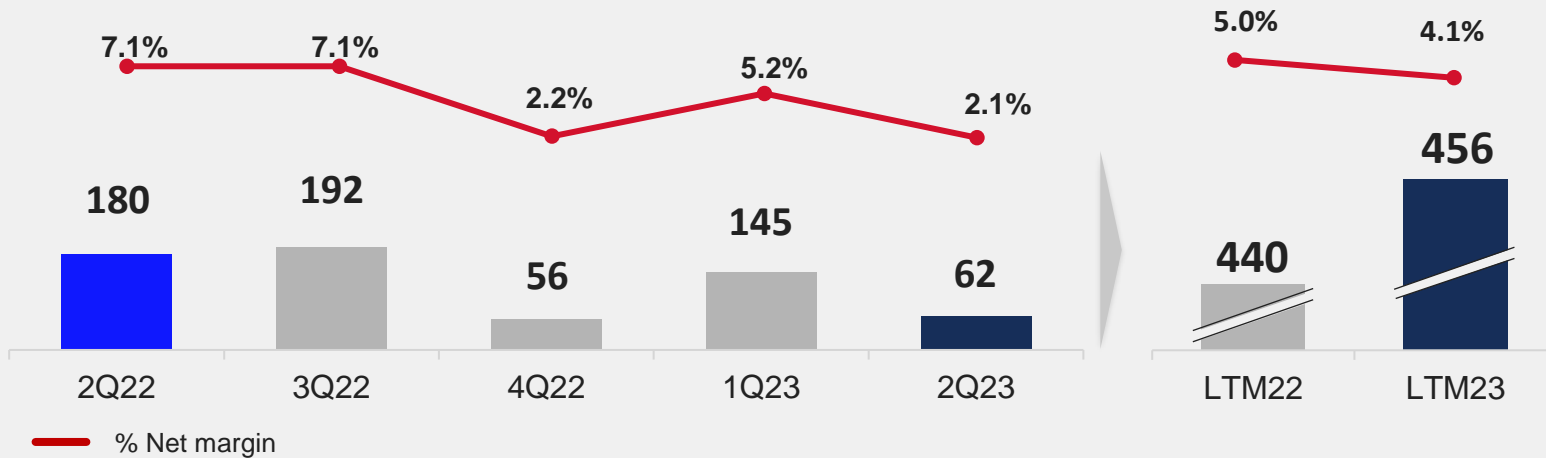
Inclusion of MWM costs from 2023 onwards. Impact of exchange rate and volume produced

ADJUSTED EBITDA & NET INCOME [R\$ MILLION]

Adjusted EBITDA



Net Income



- Reduction in volumes (market and working capital management) and currency appreciation
- Net income affected by exchange rate variation in financial result and non-recurring impact of R\$ 66 million (constitution of provision for tax contingency)

FINANCIAL RESULT [R\$ MILLION]

	2Q23	2Q22
Financial Expenses	1 (77)	(43)
Financial Income	2 +22	+14
Monetary and FX Variation	3 (40)	+36
TOTAL	(95)	+7

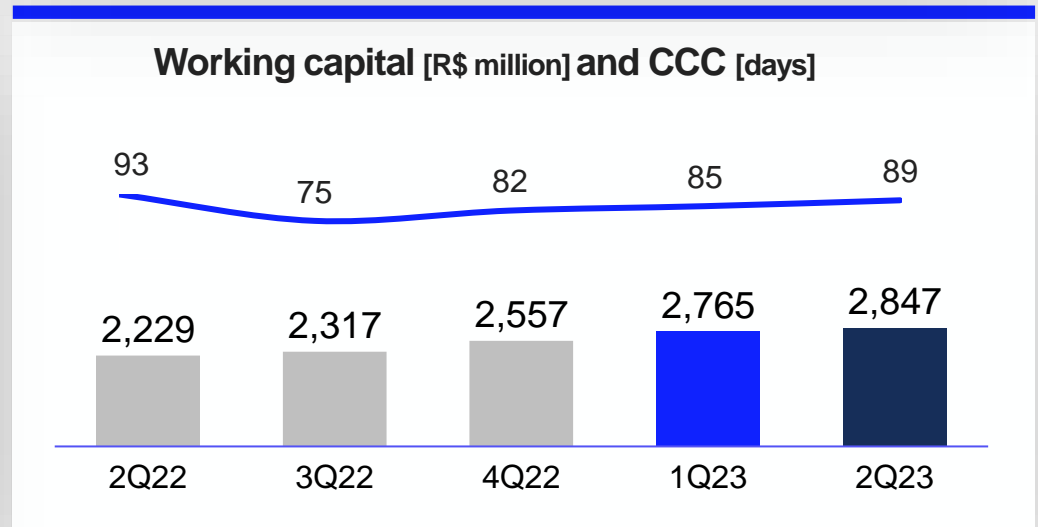
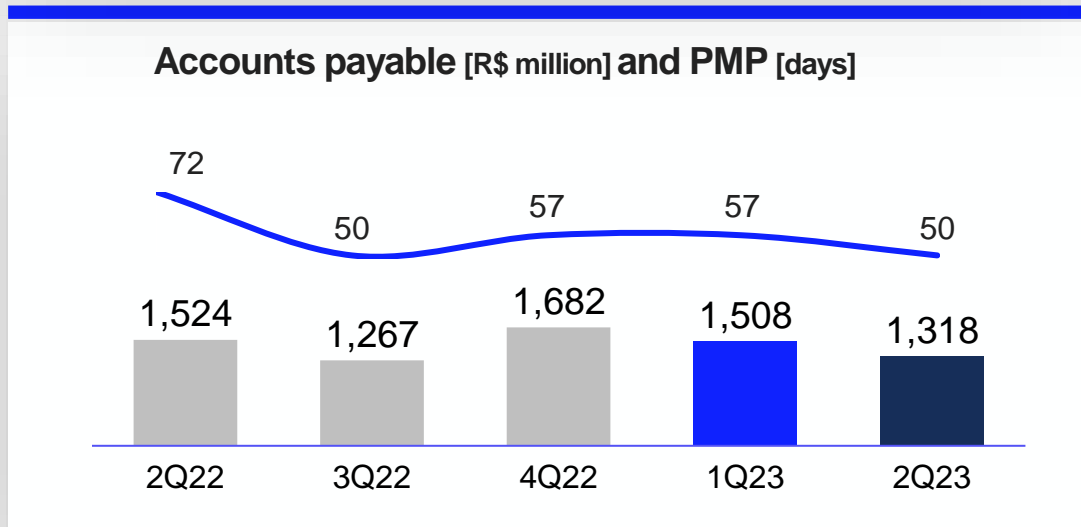
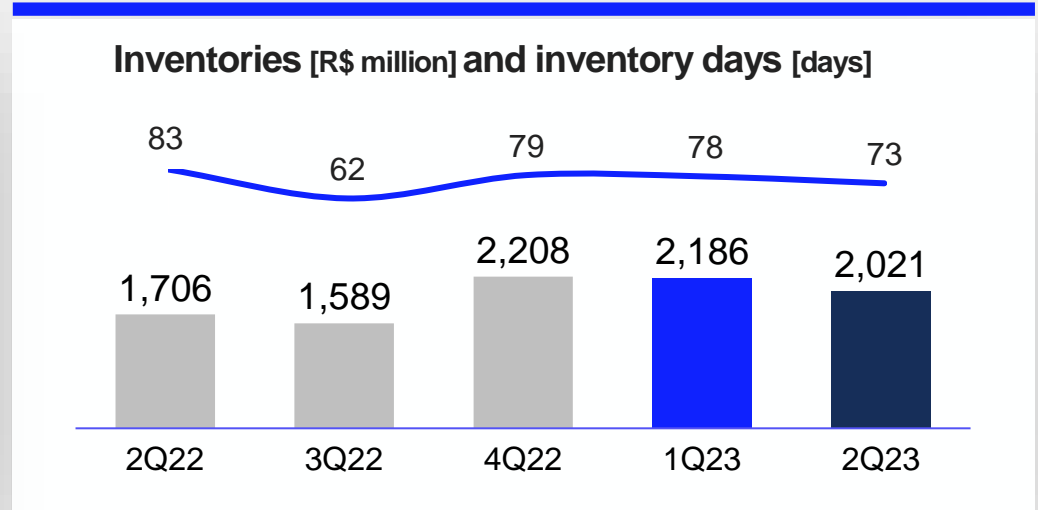
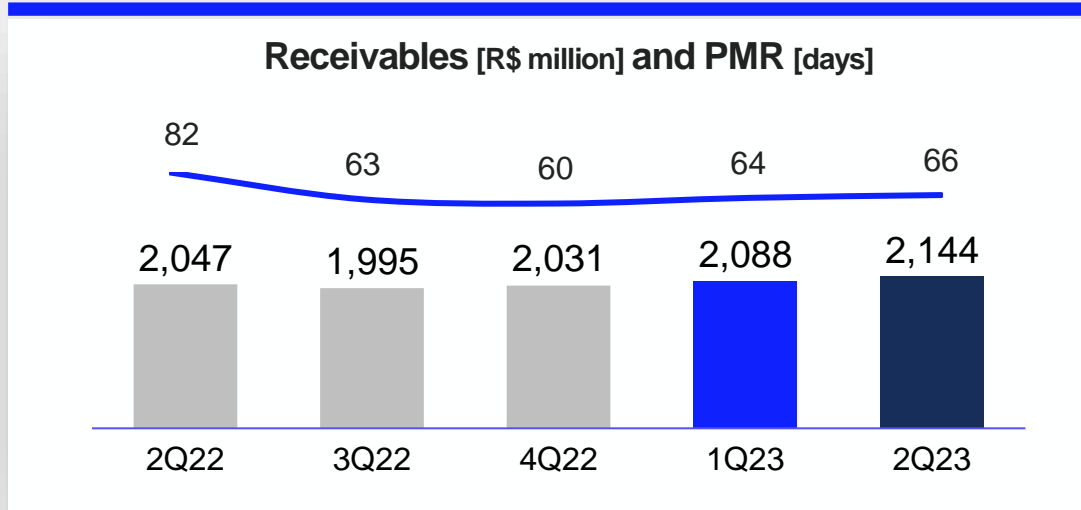
1 Increase in CDI interest rate and gross debt (debenture issuance)

2 Increase of the cash balance in Reais and in the interest rate that remunerates investments

3 Variation in the balance sheet lines in foreign currency (appreciation BRL/USD vs 1Q23)

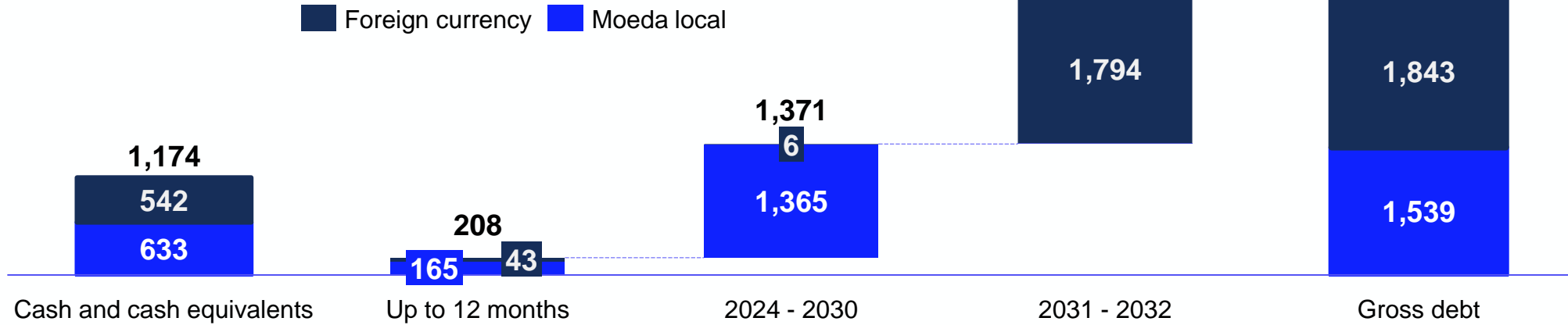
Positive result of R\$ 19 million from hedge operations

WORKING CAPITAL

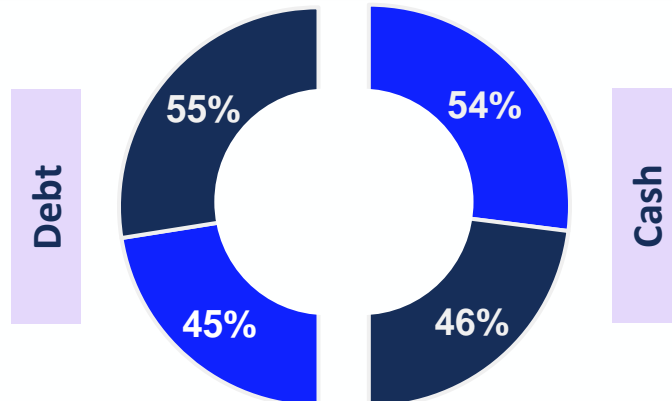


CASH AND INDEBTEDNESS | JUNE 2023

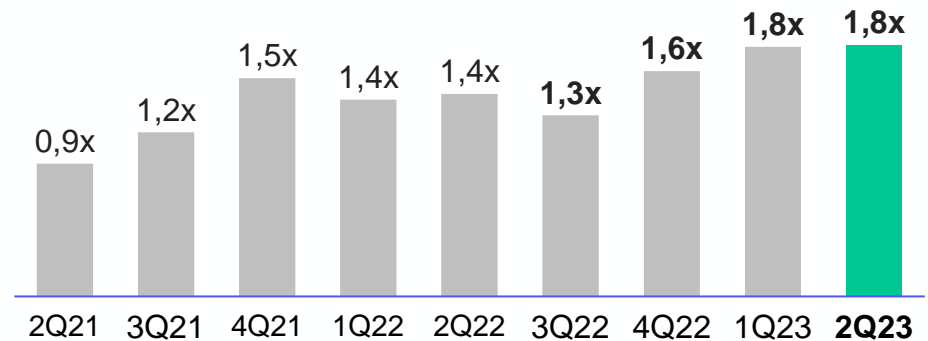
Indebtedness [R\$ million]



Currency distribution [% total]



Net Debt / LTM Adjusted EBITDA



TUPY



2023 Agenda

MARKET



MEDIUM AND HEAVY



OFF-ROAD



LIGHT COMMERCIAL AND PASSENGER

NORTH AMERICA

Order portfolio of carmakers filled until the end of the year.

Non-residential construction on the rise, especially the industrial segment

The residential construction segment shows signs of rebound.

Increased demand for large-sized agricultural machinery.

Sales 2Q23: up 17% vs 2Q22

Solid demand for light commercial vehicles

BRAZIL

Impact of technology (Proconve P8 / Euro 6) and credit conditions

Gradual recovery over the coming quarters (macroeconomic scenario and government incentives)

Carmakers are planning to reactivate work shifts in 3Q

Agribusiness GDP expected to increase with record highs in the 22/23 crop year.

Interest rate and exports

Prospects for new investments in infrastructure

Significant increase in sales in 1H23 vs. 1H22, backed by government incentive programs. Uncertainties over demand robustness remain.

EUROPE

Order portfolio of carmakers filled until the end of the year.

Production volumes expected to grow modestly in 2023.

Lower incidence of production interruptions as a result of component shortages, leading to a rise in production and sales volumes in 2023.

NEW TUPY: SOLID PIPELINE OF NEW CONTRACTS

Manufacturing Contracts



- Nationalization of engine production
- Machining in Brazil: logistical efficiency
- Mexico: nearshoring & USMCA

Energy & Decarbonization



- Urban and agribusiness waste
- Ramp-up vehicle transformation initiatives
- Partnership for marine engines
- Launch of motorized pumps

Distribution



- Manufactured parts (short blocks) for replacement in foreign market
- New products and channels
- Tupy Products

PROGRESS IN SYNERGIES AND COST REDUCTION



Allocation and prioritization of products:
Competitiveness and Vocation of each plant

■ Operations

- Best practices and efficiency in production process
- Product allocation
- Flexibility & adaptation to demand fluctuations

■ Procurement

- Substitution of raw materials
- Price equalization and global negotiations
- Inventory Management

Anticipation of synergies and cost reduction initiatives have impacted all operations

RECOGNITIONS | ESG & INNOVATION



- Two consecutive years in Top Three ESGs
- Capital Goods and Electronic category
- More than 200 companies applied in this edition

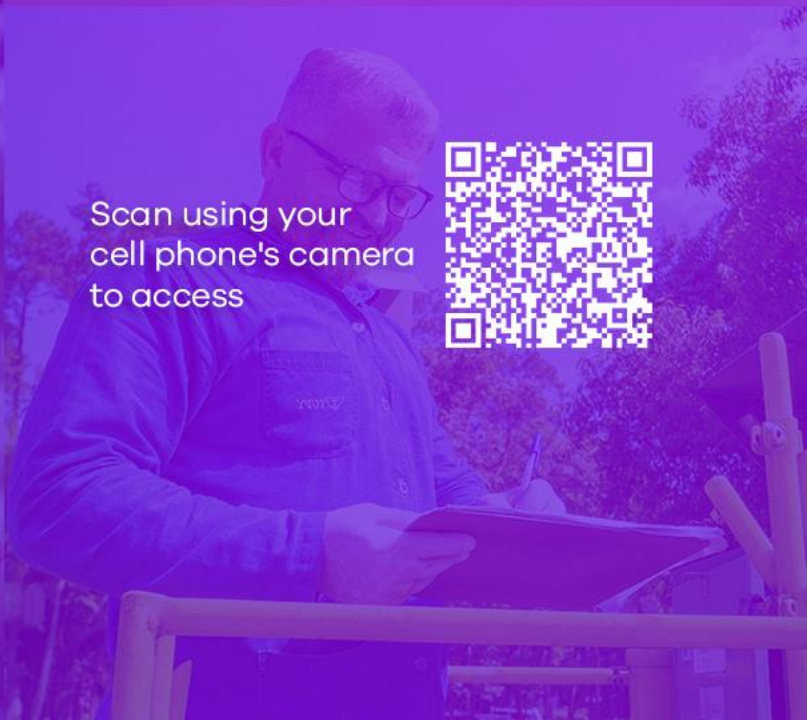
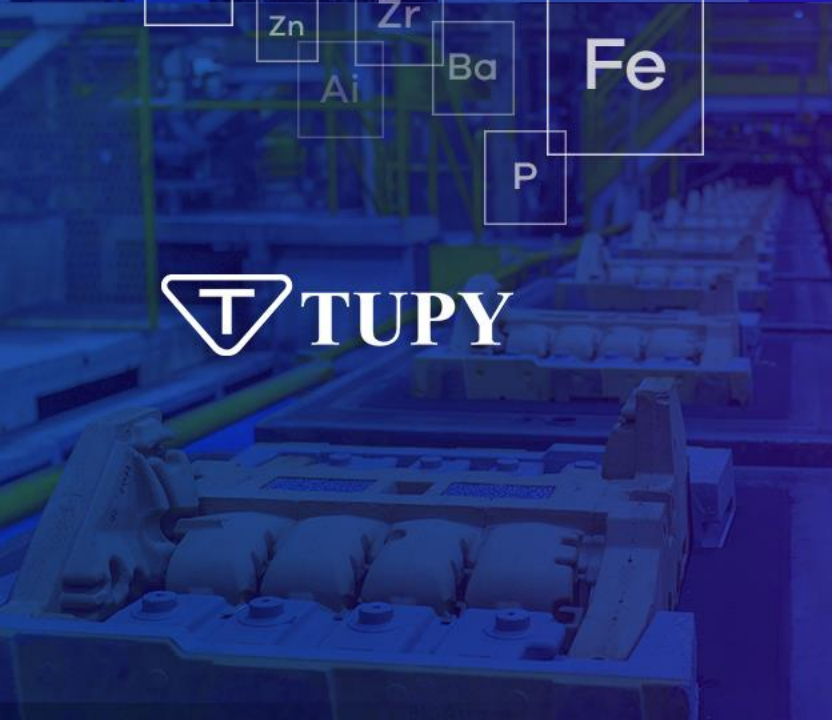
- Tupy is **one of the 150 most innovative companies in Brazil**, according to the ranking promoted by **Valor Econômico**
- **4th place** in the **Capital Goods** category
- **Advanced 98 positions** in the last two years





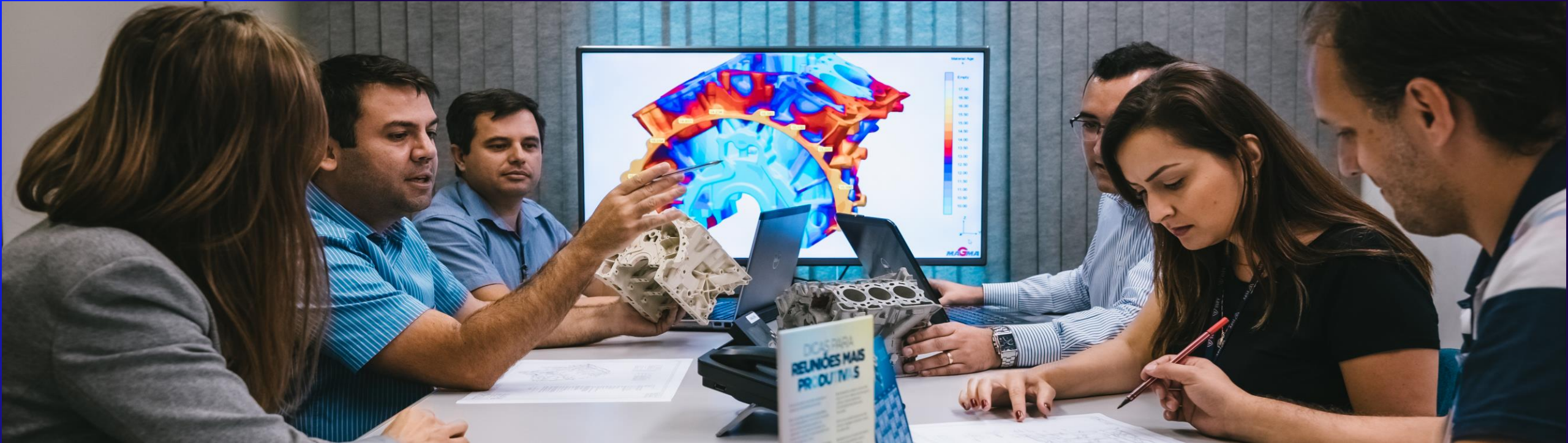
Learn about our sustainability Journey

2022 Sustainability Report



Scan using your cell phone's camera to access





Thank you



Tupy



Tupy SA