



Automob

Holding company launched in May 2022, **Automob** controls the dealerships **Original, Euroimport, T-Drive, AR Motors, Autostar, Green** and, since 2023, **Nova Quality, Grupo Alta** and **Best Points**, in addition to the company **Seucarro.com**, a network specialized in the sale of used cars, opened in the year, already with six stores. The companies **Madre Corretora de Seguros** and **SBR blindadora** – (vehicle armor) complete the services – **Automob** is the only one in the dealership sector to maintain its own armoring company.

Through these companies with independent operations and that share the same Culture, **Automob** maintains the largest portfolio of brands in Brazil: there are 28, 23 of which are automobiles and five motorcycles. Thus, it offers customers entry-level options up luxury, new and pre-owned models, as well as technical assistance, automotive services, sales of parts, tires and accessories, armoring and

financial services, such as financing, consortium and insurance.

With all these distinguishing points, in 2023 **Automob** was recognized by Asian automakers GWM and BYD to represent their brands in some locations in Brazil. Thus, it concluded the period with 120 stores, considering the network of used cars from Seucarro.com, in 20 municipalities across five states. For the convenience and comfort of customers, the company built and modernized stores during the year, with an investment of around R\$100 million.

The year was marked by a significant increase in net revenue, which grew by 32%, and EBITDA, which increased by 28%, both compared to the figures recorded in 2022*. This strong performance is attributed to the increases in revenue from used vehicles and the direct sales channel, which played a strategic role during the year, encompassing various segments

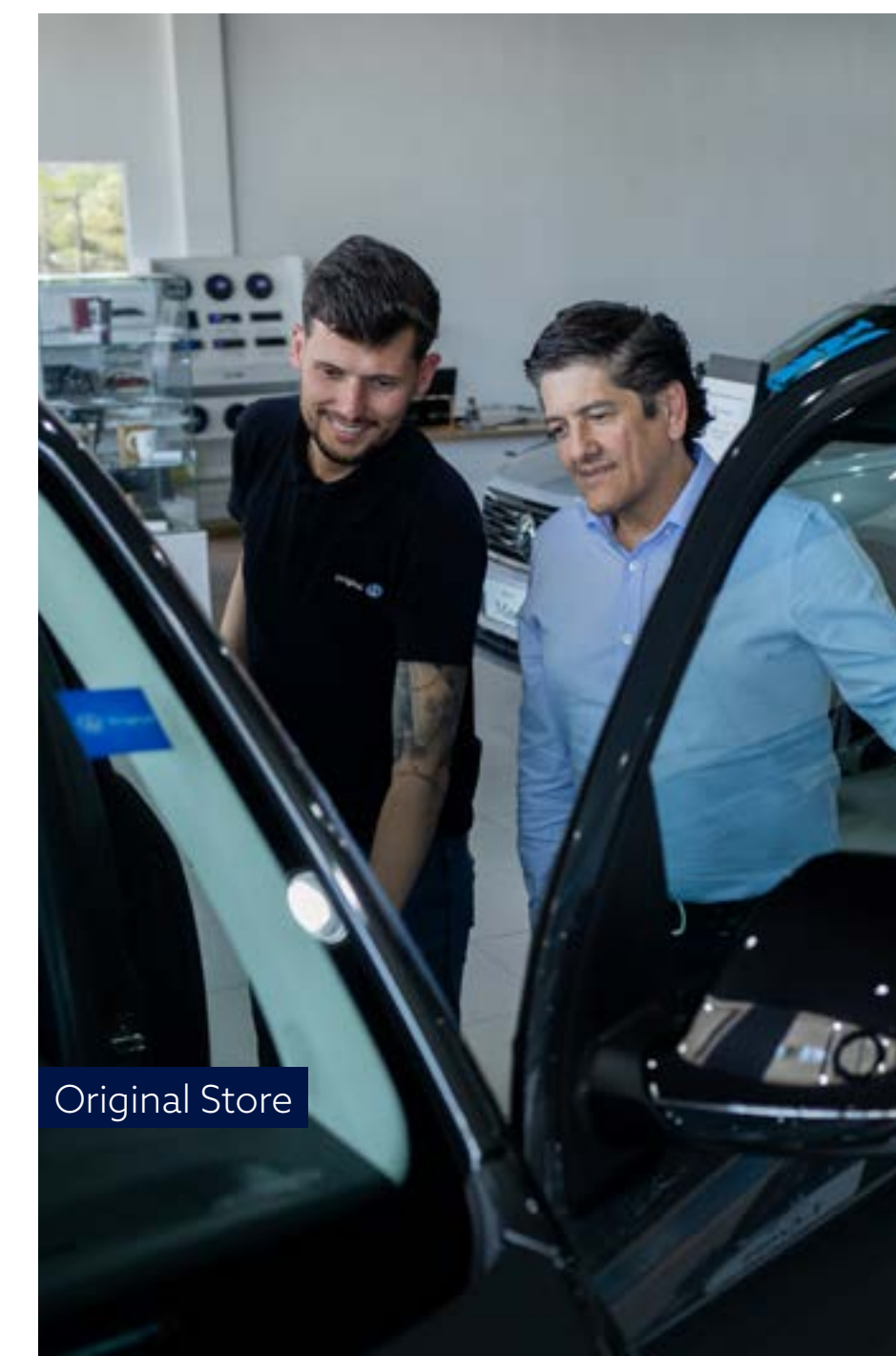
such as rural producers and taxi drivers, for example.

In this scenario, **Automob** performed above the sector average. Among pre-owned and used vehicles, the Company reached 16,918 units sold, 22% more than in 2022, while according to information from the National Federation of Motor Vehicle Distribution (Fenabrave), the national market was 10.7 million units sold, growth of 4.81%. Considering new cars and light commercial vehicles, there was an increase in sales at Automob of 25% compared to 2022, which represents 4,897 units. The national average for the sector grew, in the same comparison, 11.3%, totaling 2,179,363 registrations, according to Fenabrave.

*Considers 100% of the results of acquired companies, regardless of the acquisition date (except for Alta and Best), in Automob's consolidated results.



BMW Autostar Nações Unidas dealership



Original Store

SUSTAINABILITY HIGHLIGHTS

With options for new and pre-owned vehicles from different brands and for different income ranges, **Automob** operates with stores that offer an assortment of brands and models for different moments in customers' lives, in addition to options for electric cars, crucial for the decarbonization of the sector. Therefore, **Automob** has also formed partnerships to install chargers in strategic locations, such as shopping malls and on roads. Still in the initial phase, there were six points at the end of the year.

In 2023, **Automob** created a Sustainability Working Group, to define priority topics and its performance in ESG. A diagnosis was carried out that initiated other projects on the waste, climate change and energy fronts, which are being structured and will be developed from 2024.