



2Q19 Results

August 15, 2019



- **Record Consolidated Net Revenue of R\$2.4 billion, a 23% increase over 2Q18.** JSL operates in diversified businesses with proven resilience through companies in leading or outstanding positions in markets with high growth potential;
- **Record EBITDA of R\$518.2 million, 32% higher YoY,** with EBITDA Margin of 30.2%, 4.5 p.p. higher compared to 2Q18, mainly due to scale and efficiency in the businesses in which the Company operates;
- **Vamos: EBITDA of R\$136.6 million (+20% YoY)** as a result of the 12.7% growth in Net Revenue from services. VAMOS continues to deliver robust results, combining growth and profitability;
- **JSL Logística: EBITDA of R\$130.8 million (+31% YoY),** even with the Net Revenue from services growing 2.5% for the same period, as a result of the focus on efficiency, cost reductions and elimination of contracts with lower returns;
- **CS Brasil: EBITDA of R\$81.4 million (+61% YoY)** arising from the 12,9% growth in Net Revenue from services, greater representativeness of the Fleet Management and Outsourcing (GTF) business and exclusion of lower profitable businesses;
- **Movida: EBITDA of R\$154.9 million (+31% YoY) and record volumes in Seminovos with more than 16,000 units sold (+83% YoY).** At the end of July 2019, Movida concluded a public offering of primary (R\$532.5 million) and secondary (R\$300.0 million) shares, which totaled R\$832.5 million, strengthening its capital structure for a new growth cycle, increasing the liquidity of its shares, and returning to JSL the financial support made in 2018;
- **Record Net Income of R\$71.2 million in 2Q19, a 44% YoY growth,** reflecting the positive effect of corporate reorganization on all JSL Group companies, which were independently organized with management focused on each business;

Another important step in the evolution of JSL Group's earnings release

As of 2Q19, we are releasing **JSL Logística and CS Brasil independently**, aiming to:



- Improve the understanding about the businesses



- Simplify the valuation of the companies



- Highlight the independent and dedicated management teams

As of 2Q19



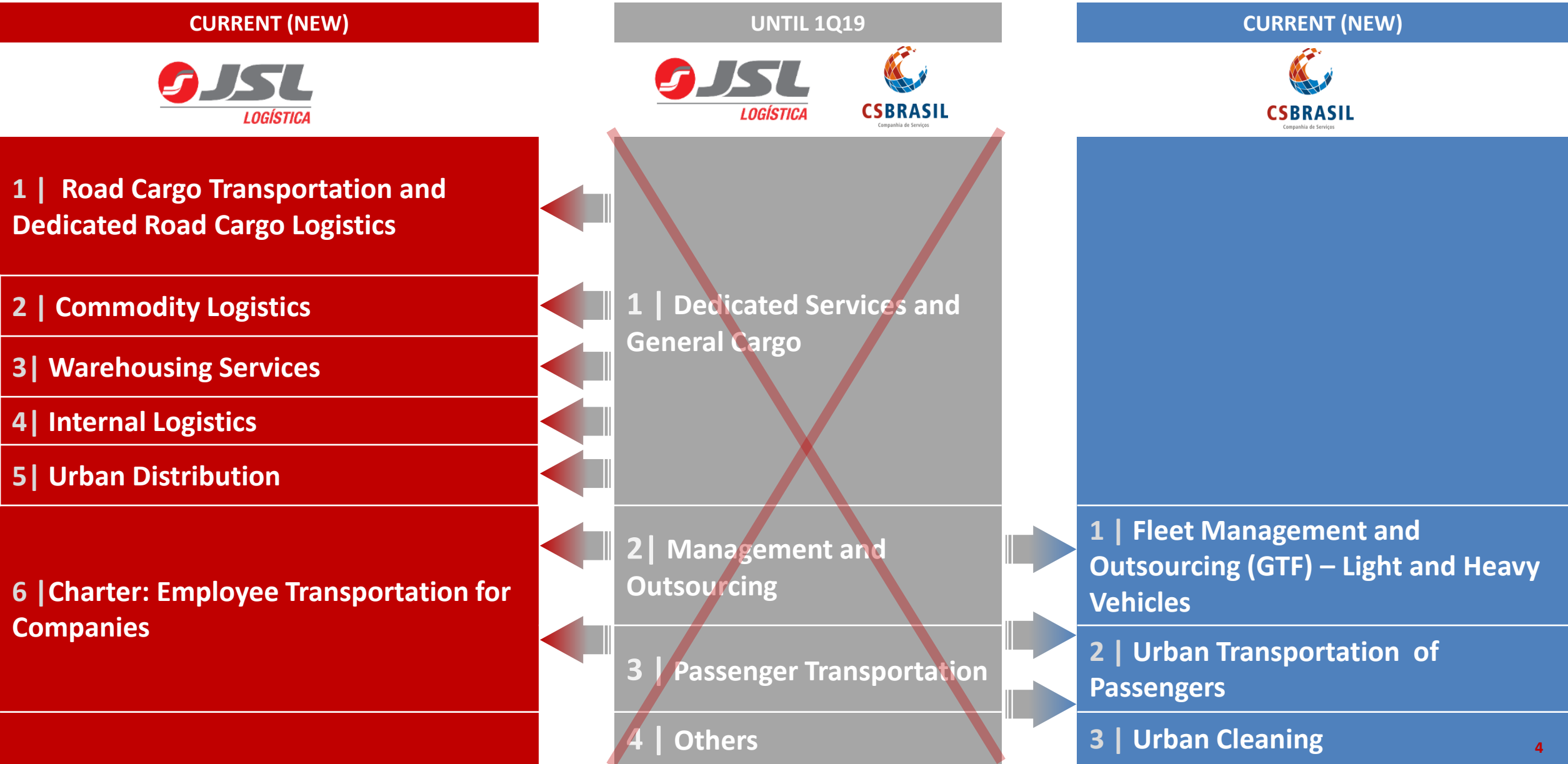
1Q18 to 1Q19

Although independent since 2009, CS Brasil's results were disclosed in conjunction with Logística

Until 4Q17

Although independent since 2015, Vamos' results were released in together with Logística and CS Brasil

Breakdown of JSL Logística and CS Brasil by business lines

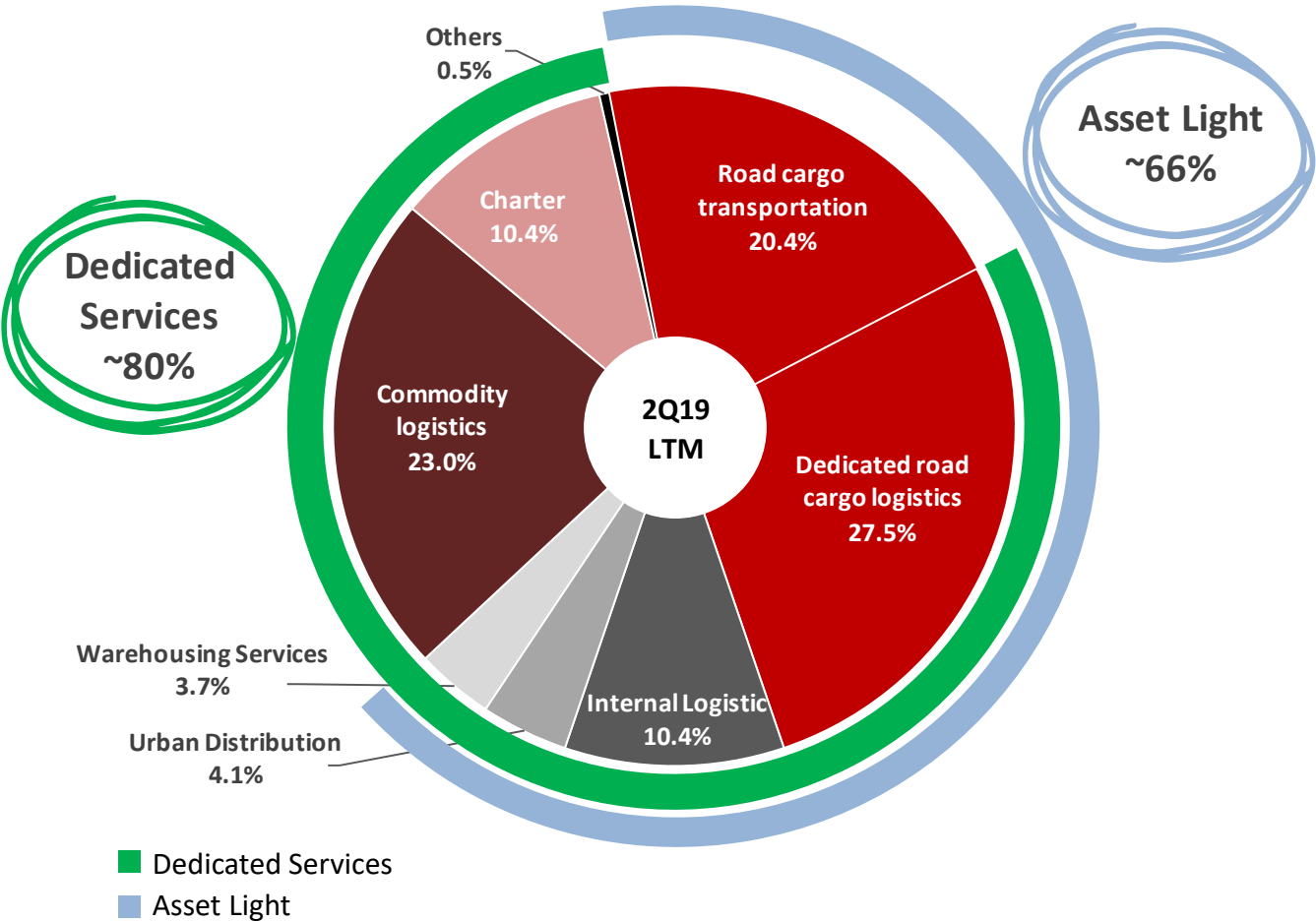


Largest portfolio of logistics services in Brazil

<div>1</div> <div>Road Cargo Transportation and Dedicated Road Cargo Logistics</div> <div></div> <div><ul style="list-style-type: none">• Transportation point to point• 95% subcontracted with independent and third parties• integrated and flexible solutions for each customer</div> <div>48% of revenues</div>	<div>2</div> <div>Commodity Logistics</div> <div></div> <div><ul style="list-style-type: none">• Link with exporting sector• High value-added services</div> <div>23% of revenues</div>	<div>3</div> <div>Urban Distribution</div> <div></div> <div><ul style="list-style-type: none">• Daily supply to POS• Packaging management and return</div> <div>4% of revenues</div>	<div>4</div> <div>Internal Logistic</div> <div></div> <div><ul style="list-style-type: none">• Part of the customer's production process• Custom solutions for each operation• High loyalty and cross selling rates</div> <div>11% of revenues</div>	<div>5</div> <div>Warehousing Services</div> <div></div> <div><ul style="list-style-type: none">• Inventory management• Receipt, storage, sorting, and dispatch of goods</div> <div>4% of revenues</div>	<div>6</div> <div>Charter: Employee Transportation for Companies</div> <div></div> <div><ul style="list-style-type: none">• Charter transportation of employees to industries• Car rental with driver• Service directed to companies and industries</div> <div>10% of revenues</div>
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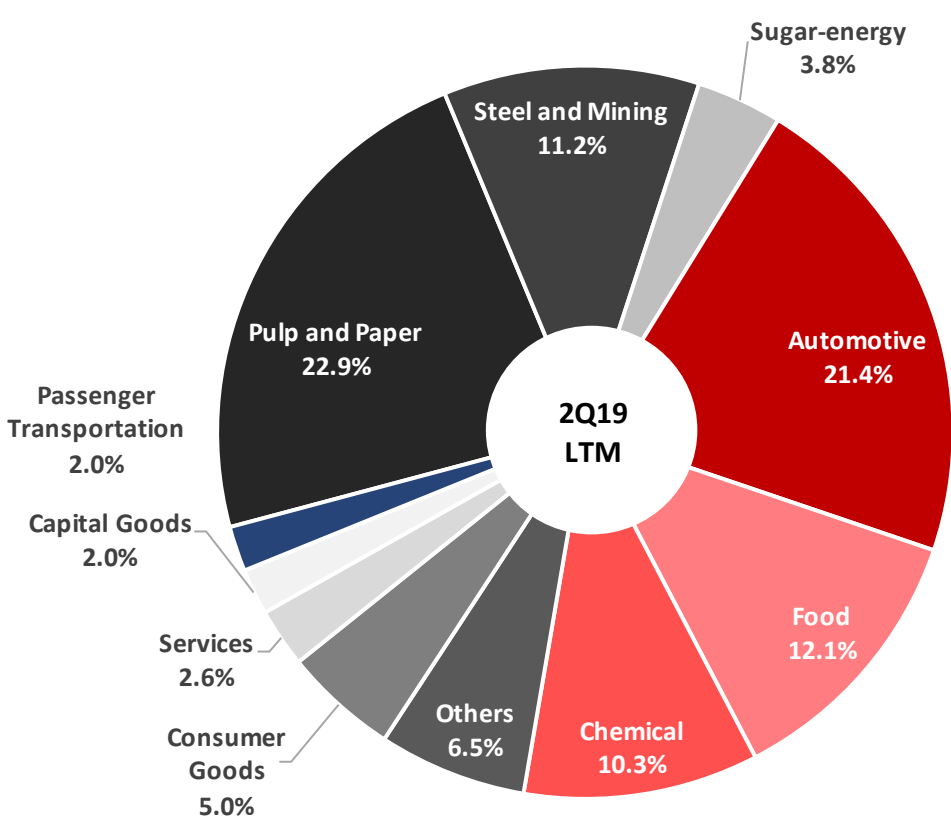
Revenue from Services by business line

(R\$ 3,697 million 2Q19 LTM)



Revenue from Services by economic sector

(R\$ 3,697 million 2Q19 LTM)



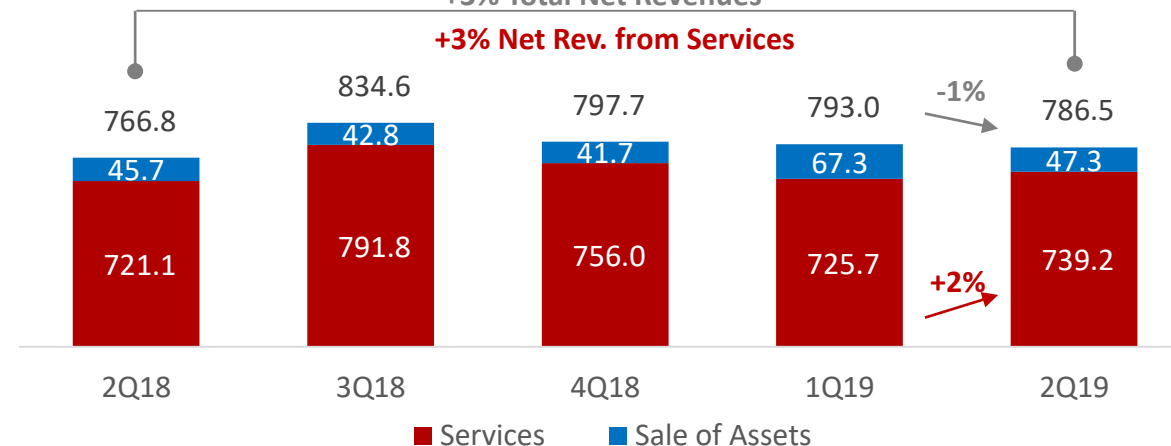
2Q19 Highlights

- Net Revenue of **R\$787 million** (+3% YoY)
- EBITDA of **R\$131 million** (+31% YoY) with margin gain of **3.8 p.p.**
- Net Income of **R\$23 million** (+59% YoY)

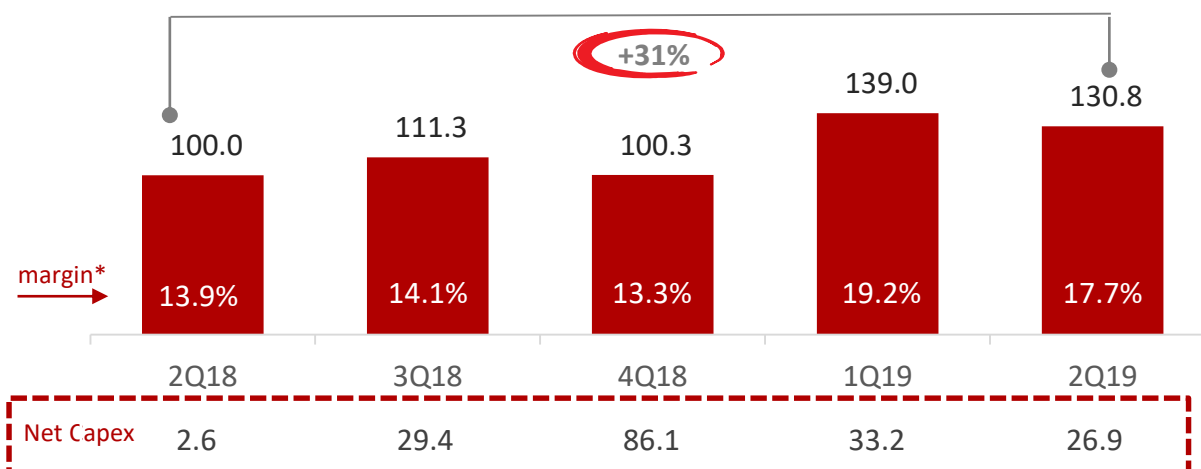
Net Revenue

+3% Total Net Revenues

+3% Net Rev. from Services



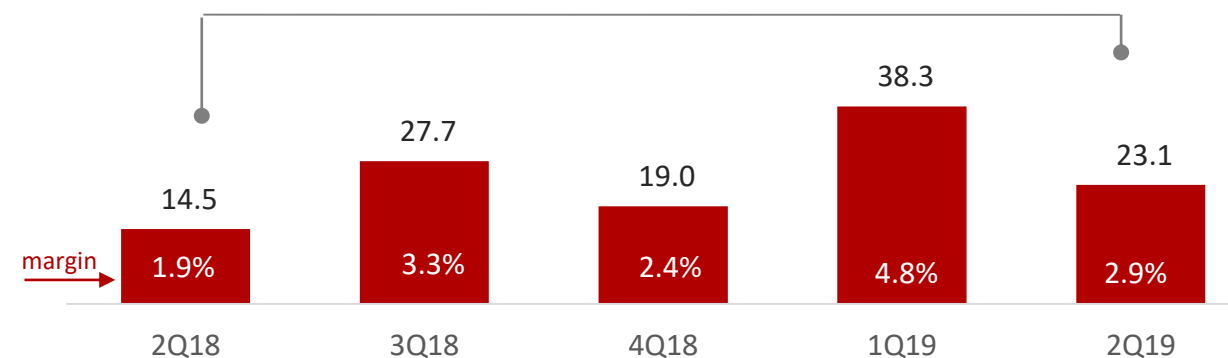
EBITDA



* Margin on Revenue from Services

Net Income

+59%



Business model that generates results and contributes to the efficiency of public services in Brazil

67% of revenues
R\$ 543 million

1 Fleet Management and Outsourcing (GTF)



GTF – Light Vehicles



GTF – Heavy Vehicles



GTF with driver

GTF of light and heavy vehicles, performing complete service management, including fleet customization, maintenance and operation, with or without driver.

26% of revenues
R\$ 214 million

2 Municipal Passenger Transportation



Passenger Transportation Concession. Currently CS Brasil performs urban transportation in 4 municipalities of the state of SP.

7% of revenues
R\$ 57 million

3 Urban Cleaning



Collection, manual and mechanical sweeping, compaction, washing and deodorization services of street fairs, weeding, domestic, hospital and selective waste transportation in the city of Mogi das Cruzes, SP.

1| Opportunity Capture

- Specialized website searches and informs on bidding processes
- Bid/Contract Evaluation
- Pricing
- Decision about participation
- Online and in person attendance

Proven track record with high standards of COMPLIANCE and GOVERNANCE

- ✓ 88% of attendances in 1H19 were through electronic biddings
- ✓ 100% electronically monitored bidding room



2| Contract (EXEMPLO)

- Guarantee of asset availability
- Up to 5 years term for GTF and longer term for passenger transportation concessions
- Annual price adjustments

3| Asset acquisition

- Purchase only after the contract is signed
- JSL Group Scale guarantees better conditions on purchase and financing of assets

4| Provision of Services

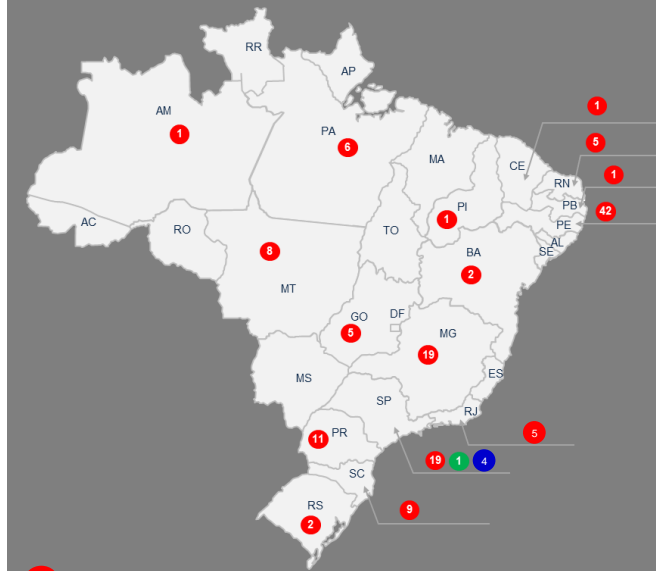
- Implementation of assets according to deadlines and specifications defined in the Bid
- Service delivery following high technical standards
- Experienced management team ensures quality at all stages of business
- Relevant documentation with digital control and archiving

5| Sale of assets

- Light assets remain in operation for up to 30 months and heavy assets for up to 5 years, maximizing contract returns



- ✓ **237** contracts
- ✓ **R\$922 million** 2Q19 Gross Revenue LTM
- ✓ **23** branches and 20 outposts in 19 states
- ✓ **3k** employees
- ✓ **16k** assets



- GTF Operations
- Urban Cleaning Operations
- Municipal Passenger Transportation Operations

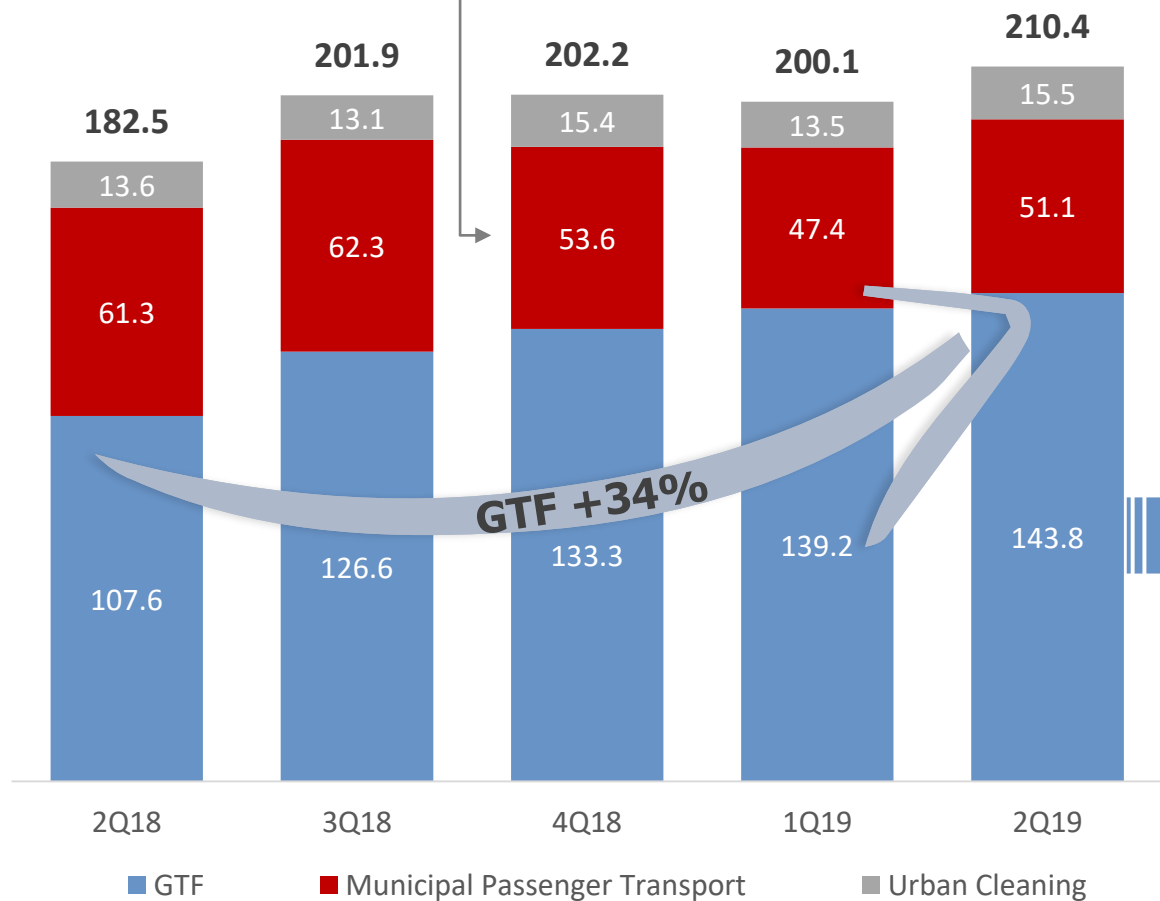
CS Brasil has focused its operations on Fleet Management, with relevant participation of mixed capital companies (public and private ownership)



Revenue from Services by business line

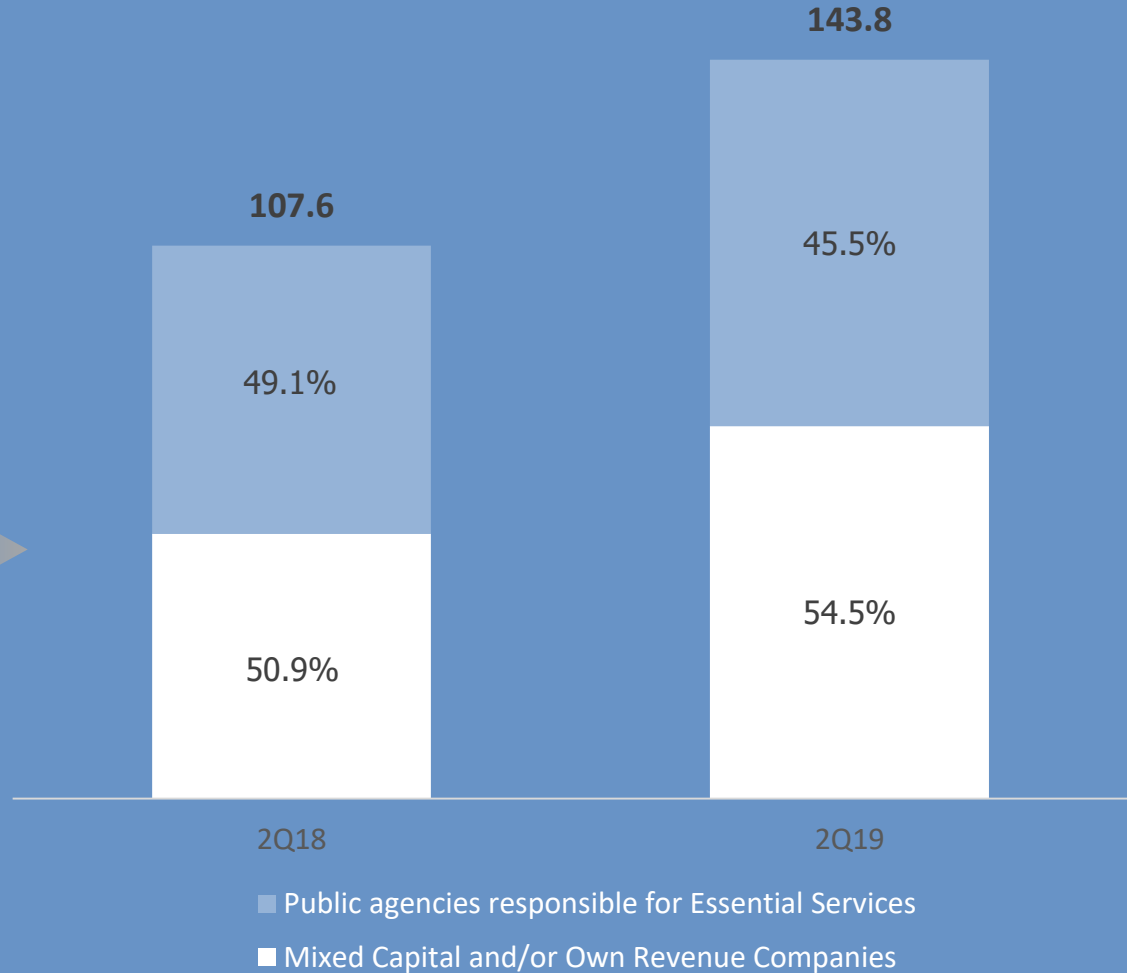
(R\$ million)

Reduction from 5 to 4 Urban Passenger Transportation operations



GTF Gross Revenue by customer type

(R\$ million)



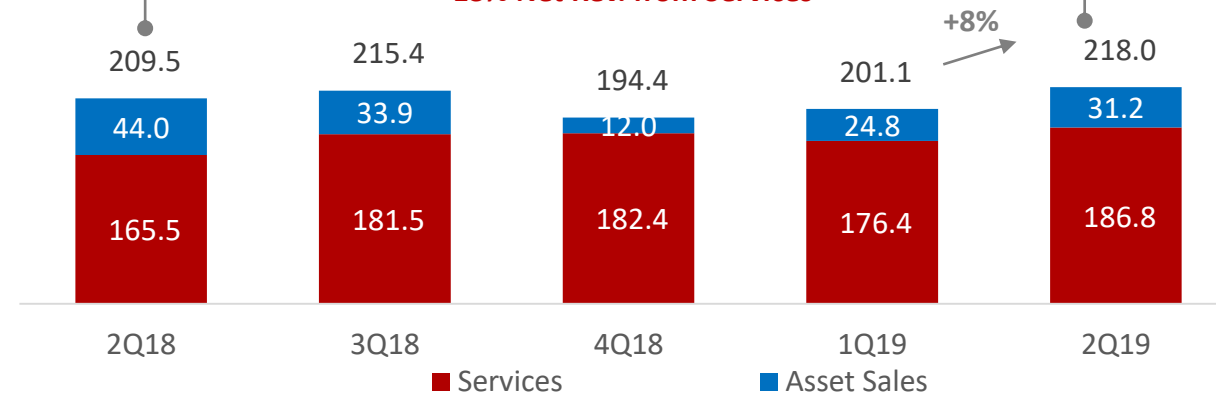
2Q19 Highlights

- Net Revenue of **R\$218 million** (+4% YoY)
- EBITDA of R\$81 million (+61% YoY)** even with 4% growth in net revenue in the same period and **13.1 p.p. margin gain**
- Net Income of **R\$29 million (+47% YoY)**

Net Revenue

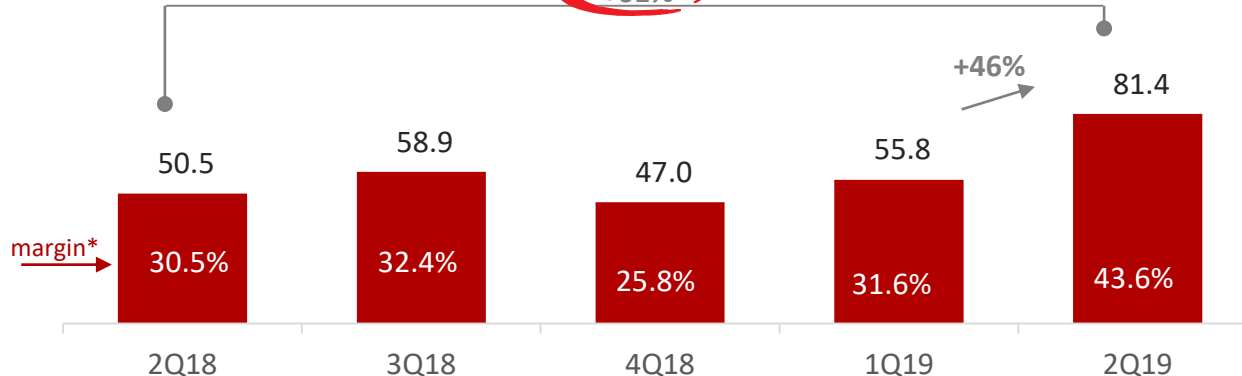
+4% Total Net Revenue

+13% Net Rev. from Services



EBITDA

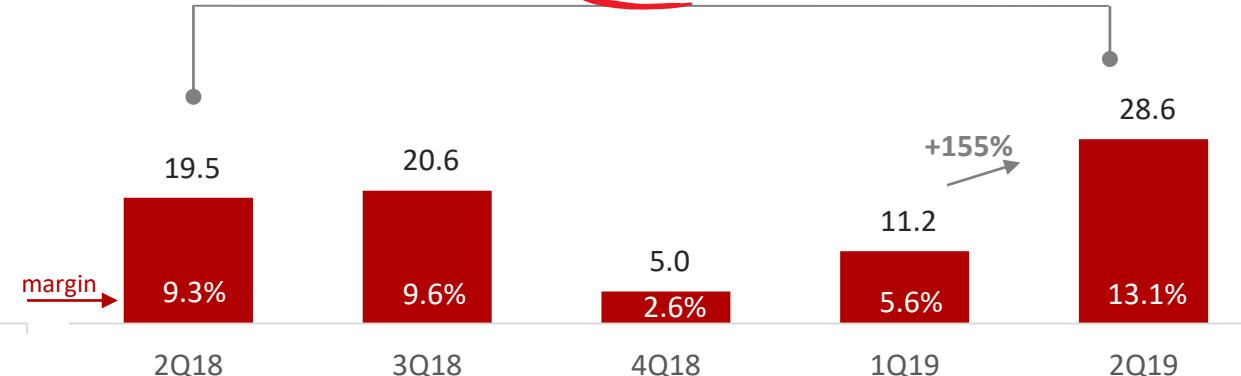
+61%



* Margin on Revenue from Services







Net Income

+47%



2Q19 Results vs. 2Q18

(R\$ million)

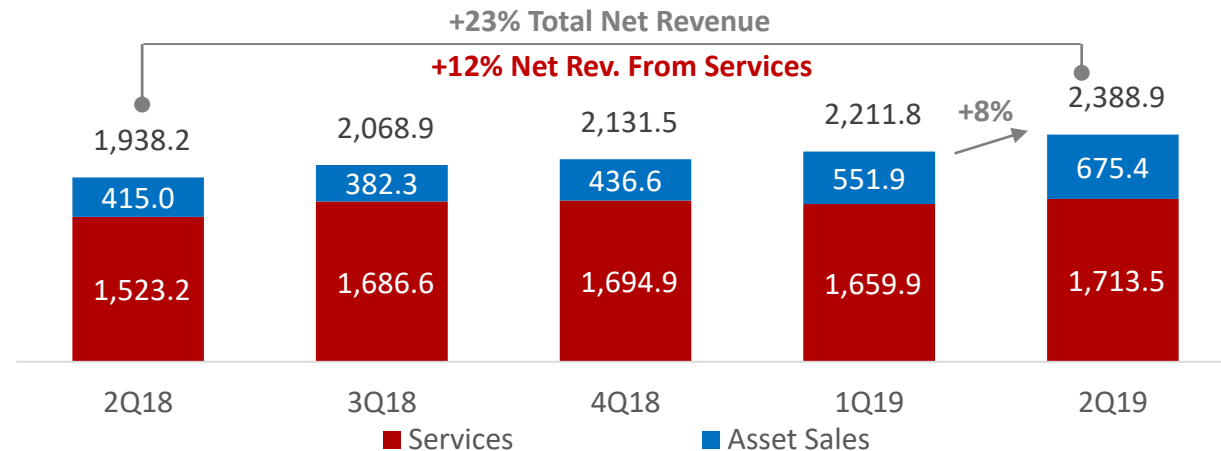
	 LOGÍSTICA		 Companhia de Serviços		 GRUPO		 CONCESSIONÁRIAS		 LEASING		 muito além do carro		JSL CONSOLIDATED ¹	
Gross Revenue	951	+2.0%	244	+7.2%	324	+23.7%	218	+26.4%	10	+27.8%	1,001	+53,9%	2,681	+21.4%
Net Revenue	787	+2.6%	218	+4.1%	301	+28.8%	208	+27.9%	10	+30.1%	956	+56,8%	2,389	+23.3%
Net Rev. Services	739	+2.5%	187	+12.9%	244	+12.7%	205	+27.4%	10	+30.1%	338	+22,8%	1,714	+12.5%
EBIT	71	+27.9%	48	+122.4%	81	+29.3%	8	+24.6%	3	+39.9%	100	+1,4%	309	+26.1%
EBIT Margin *	9.6%	+1.9 p.p.	25.5%	+12.6 p.p.	33.0%	+4.3 p.p.	3.9%	-0.1 p.p.	30.5%	+2.1 p.p.	29.4%	-6,2 p.p.	18.0%	+1.9 p.p.
EBITDA	131	+30.8%	81	+61.2%	137	+20.4%	12	+51.9%	3	+37.1%	155	+31,0%	518	+32.5%
EBITDA margin *	17.7%	+3.8 p.p.	43.6%	+13.1 p.p.	55.9%	+3.6 p.p.	5.8%	+1.9 p.p.	32.4%	+1.7 p.p.	45.8%	+2,9 p.p.	30.2%	+4.5 p.p.
EBITDA-A	176	+19.8%	117	+26.4%	190	+47.0%	14	+54.4%	-	-	758	+74,0%	1,184	+47.3%
EBITDA-A margin	22.4%	+3.2 p.p.	53.6%	+9.6 p.p.	63.3%	+7.9 p.p.	6.9%	+1.2 p.p.	-	-	79.3%	+7,9 p.p.	49.6%	+8.1 p.p.
Net Result ²	23	+59.3%	29	+46.7%	37	+11.3%	5	+6.8%	2	+20.3%	41	+4,0%	71	+44.1%
Net Margin	2.9%	+1,0 p.p.	13.1%	+3.8 p.p.	15.3%	-0.2 p.p.	2.3%	-0.4 p.p.	18.1%	-1.5 p.p.	12.3%	-2,2 p.p.	3.0%	+0.5 p.p.
Net Debt ²	1,327		105		1,167		-		-		1,669		7,403	+15.4%
Net Debt/EBITDA	2.8x		0.4x		2.4x		-		-		2.8x ³		4.0x	-0.5x

* Margin as a percentage of Net Revenue from Services; ¹ Includes elimination between businesses; ² The difference between the consolidated Net Income and the sum of the companies' Net Income is explained by the holding company's debt of R\$3,159 million and its respective financial expenses of R\$244 million; ³ Considers EBITDA impairment of R\$29 million.

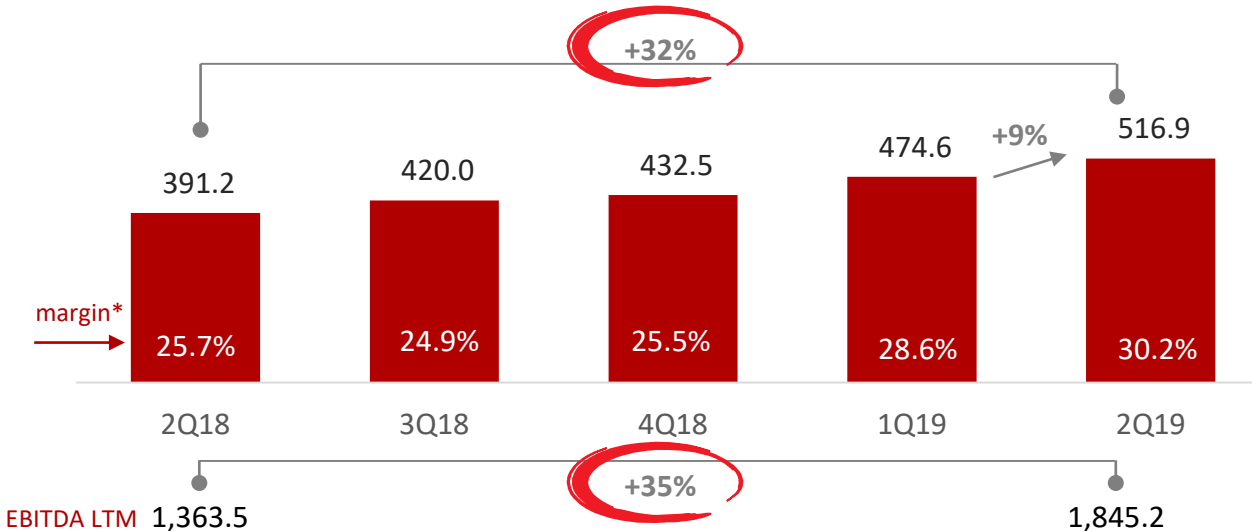
2Q19 Highlights

- Net Revenue of **R\$2.4 billion** (+23% YoY)
- EBITDA of R\$518 million (+32% YoY)**
 - VAMOS: R\$136.6 million (+20% a/a), 26% of total
 - JSL Logística: R\$130.8 million (+31% a/a), 25% of total
 - CS Brasil: R\$81.4 million (+61% a/a), 16% of total
 - Movida: R\$154.9 million (+31% a/a), 30% of total

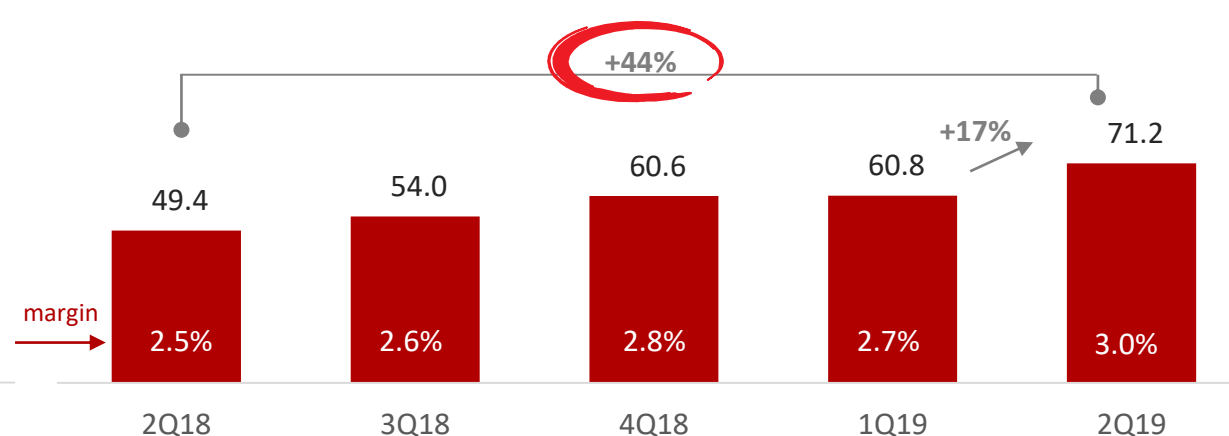
Net Revenue



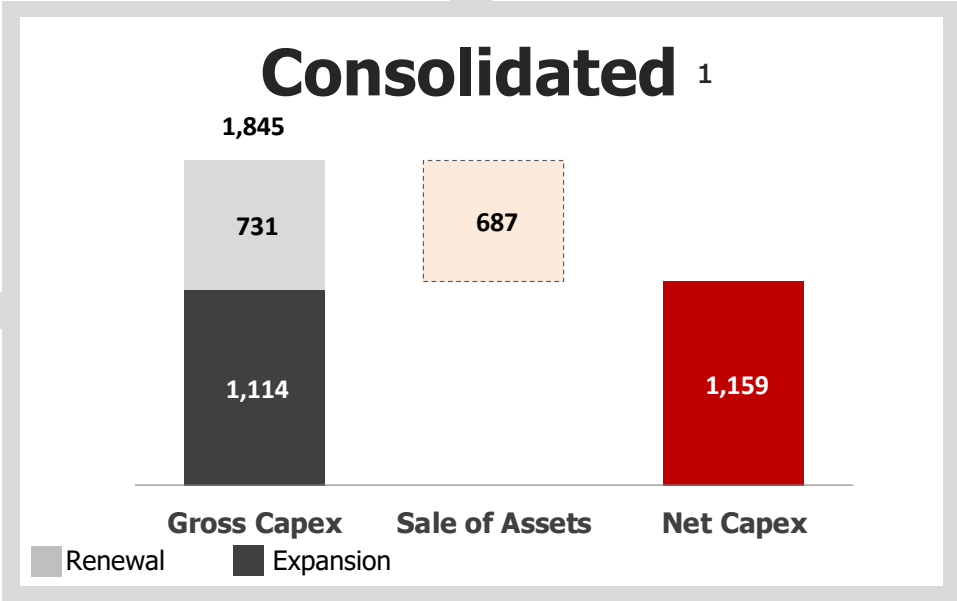
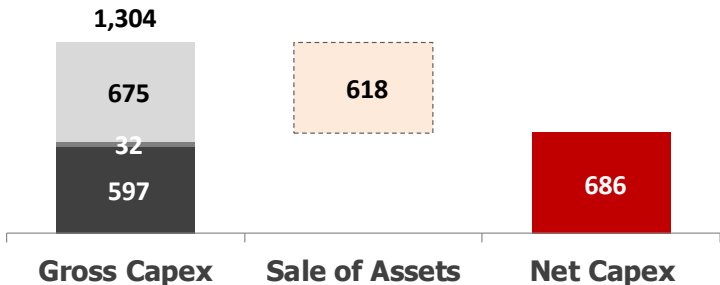
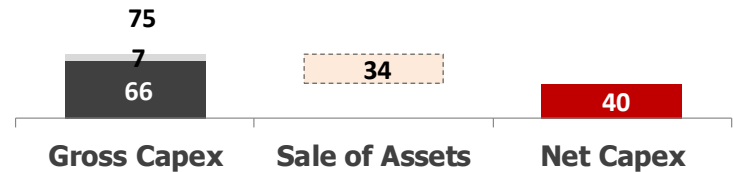
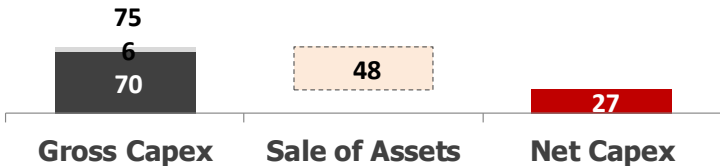
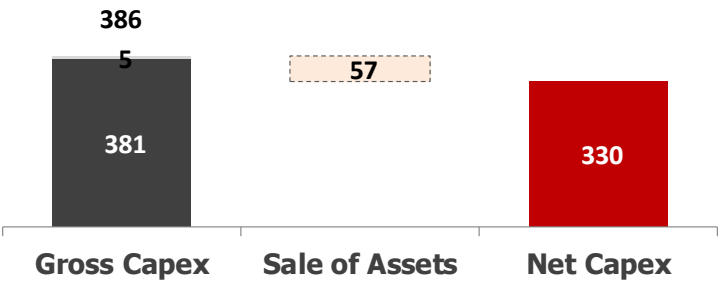
EBITDA



Net Income

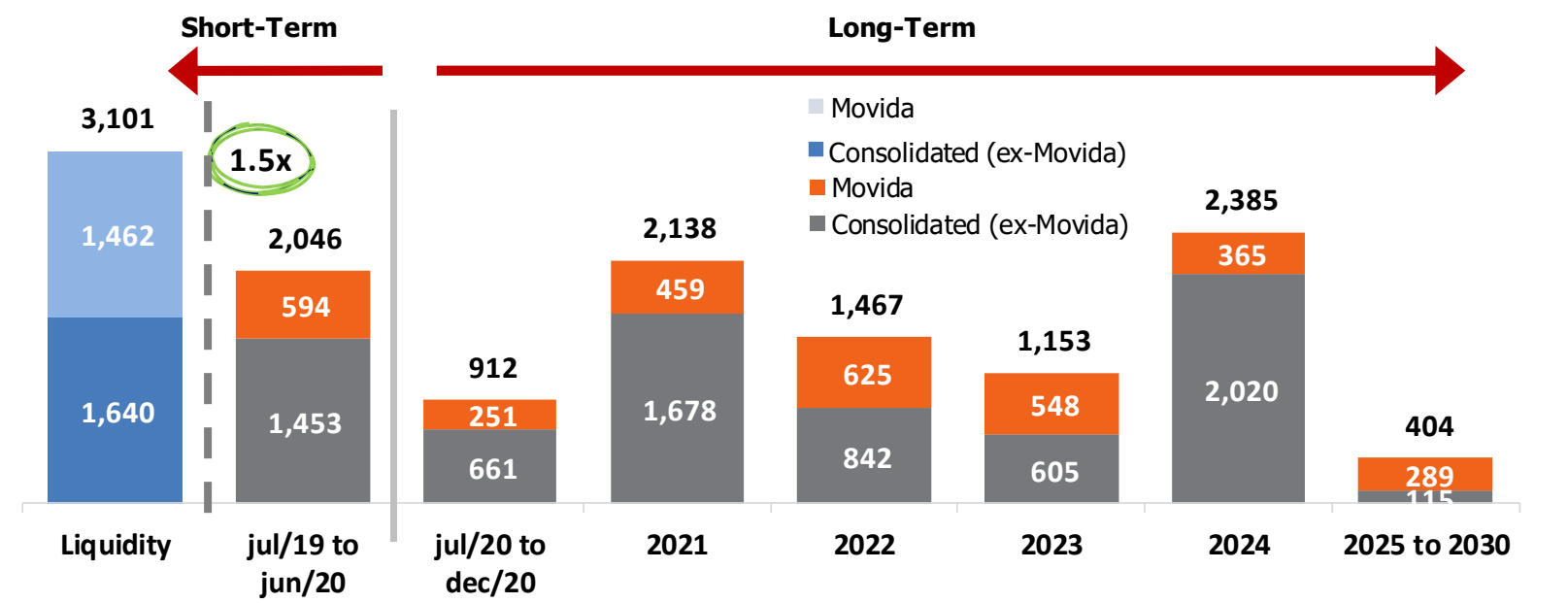


Net CAPEX in 2Q19 reached R\$1.2 billion, of which 96% was towards business expansion

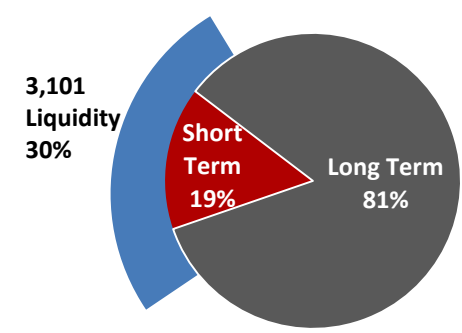


Notes: (1) Considers Original Concessionárias, JSL Leasing and intercompany eliminations

Gross Debt Amortization Schedule



Breakdown



Gross Debt	10,505
Liquidity	3,101
Net Debt	7,403


Leverage Ratios

Net Debt / EBITDA	4.0x
Net Debt/EBITDA-A	1.9x
EBITDA-A / Net Interest	5.3x
Net Debt / 6M19 Annualized EBITDA	3.7x

Profitability Breakdown - Grupo JSL

Figures relative to 1H19 (R\$ million) and Annualized ROICs

Consolidated 1H19 Annualized ROIC: 9.6%



GRUPO
VAMOS

EBITDA: R\$258
Net Debt: R\$ 1,167
Net Income: **R\$69**
Net Debt/ EBITDA: 2.4x
ROIC: 12.2%



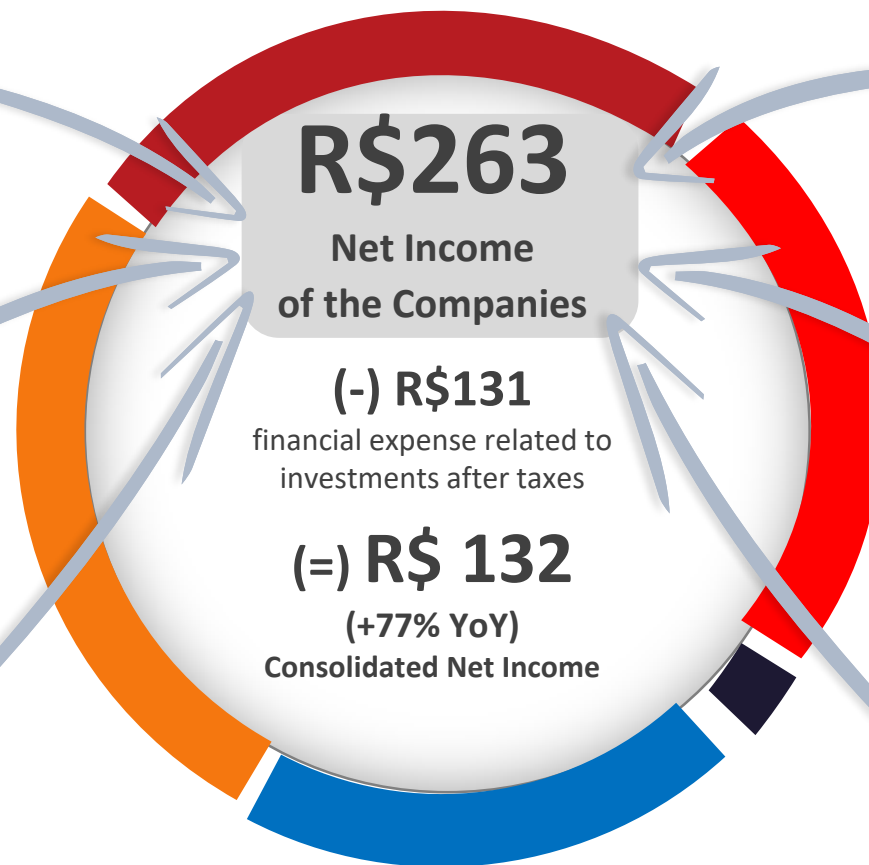
movida
muito além do carro

EBITDA: R\$304
Net Debt: R\$ 1,668
Net Income: **R\$83**
Net Debt/ EBITDA: 2.8x
ROIC: 9.9%




CSBRASIL
Companhia de Serviços

EBITDA: R\$137
Net Debt: R\$105
Net Income: **R\$40**
Net Debt/ EBITDA: 0.4x
ROIC: 9.4%




JSL
LOGÍSTICA

EBITDA: R\$270
Net Debt: R\$1,327
Net Income: **R\$61**
Net Debt / EBITDA: 2.8x
ROIC: 9.0%



Original
CONCESSIONÁRIAS

EBITDA: R\$19
Net Debt: R\$ (25)
Net Income: **R\$6**
Net Debt/ EBITDA: n.a.
ROIC: 10.3%



BBC
LEASING

EBITDA: R\$6
Net Debt: R\$(44)
Net Income: **R\$3**
Net Debt/ EBITDA: n.a.
ROIC: 17.6%

THANK YOU!

Disclaimer

Some of the statements contained herein constitute additional information that has not been audited or reviewed by the auditors and is based on Management's current opinion and prognosis. Consequently, there may be material differences between said statements and the Company's actual results, performance and future events. Actual results, performance and events may differ substantially from those expressed or implied by said statements as a result of various factors, including the general and economic situation in Brazil and other countries; interest, inflation and exchange rates; changes in laws and regulations; and general competitive factors (at global, regional or national level). Consequently, Management accepts no responsibility for the conformity or accuracy of the additional information in this report that has not been audited or reviewed by auditors. Said information should be examined and interpreted in an independent manner by shareholders and market agents who should carry out their own analyses and reach their own conclusions regarding the results disclosed herein.

References:

DISCLAIMER:

As of January 1, 2019, Grupo JSL adopted CPC 06 (R2)/IFRS 16 in its financial statements for 1Q19. None of the changes leads to the restatement of the financial statements already published.

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