

# Identity

## Who we are

Controlled by our holding company, [SIMPAR](#), we are Grupo Vamos, leaders in the rental sector for trucks, machinery, and equipment in Brazil. We have been operating for over 20 years through our former parent company JSL S.A., which makes us the best choice for the renewal of the national fleet. Our operating structure includes more than 15,000 leased assets and a network of 43 stores in 11 states, including 14 Volkswagen/MAN truck and bus dealerships, 15 Valtra agricultural machinery and equipment dealerships, 11 pre-owned vehicle stores, 2 Komatsu stores, and the newest Fendt store. Our headquarters is located in the capital city of São Paulo, and the administrative office is in the municipality of Mogi das Cruzes (SP). [GRI 102-1](#) | [102-2](#) | [102-3](#) | [102-4](#) | [102-7](#)

We are a publicly traded company listed on the Novo Mercado of the Brazilian stock exchange, B3. Through three business segments — Vamos Locação, Vamos Concessionárias, and Vamos Seminovos — we cater to the specific needs of companies of various sizes and industry sectors (especially agribusiness, energy, logistics, and food) for renting, buying, and selling new and pre-owned trucks and machines. We have 948 employees, to whom we provide the conditions and technology required to deliver agile and safe services that contribute to the development of our customers. [GRI 102-5](#) | [102-6](#) | [102-7](#)

With this structure, we ended 2020 with net revenue of R\$ 1.5 billion (25% higher than the previous year) and EBITDA of R\$ 639 million (21% higher than the previous year). [GRI 102-7](#)



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# Values

GRI 102-16

## We believe in:



**Understanding in order to serve:** knowing customers and their needs so we can offer products and services that meet their expectations, that differentiate us, and that add value to the business.



**Doing work** to achieve results and give dignity to people and in the fundamental importance of economic and financial results for the development of the company, people, and society.



**The experience of tradition** as a guide, and in innovation to build the future.



**The wisdom of simplicity.**



**People**, in their capacity to transform, in their professionalism, and in their commitment.



**Relationships based on respect**, truth, and transparency.



**Fulfilling our commitments**, in readiness and in quality of service.

## Values:



### Customers:

Understanding in order to serve and ensuring a lasting relationship.



**People:** Who are committed to their work make a difference in our business.



**Simplicity:** In our way of being and doing things.



**Quality:** Ensuring agile delivery according to the expected specifications, schedule, and value standards.



**Profit:** Fundamental to sustainable development.





## Businesses

GRI 102-2

### Vamos Locação (Vamos Rental)

Our core business is the long-term leasing of trucks, machinery, and equipment (average lease term of 60 months or more) with assets that are critical to our customers' business, which gives us a high degree of cash flow forecastability and allows customers to improve capital allocation; focus on their core activities; eliminate the process of buying and disposing of assets and the risks of residual value; improve fleet management, maintenance and administration; rely on fleet availability, ensuring greater productivity with fewer assets; know the real cost for their business; and save on operating costs.







## Vamos Concessionárias (Vamos Dealerships)

In the 14 Volkswagen/MAN dealerships, the largest network in the country, operating in the states of Rio Grande do Sul, São Paulo, Rio de Janeiro, Tocantins, and Sergipe, we sell new and pre-owned trucks, in addition to parts, accessories, and maintenance services. In the 15 Valtra stores in the states of Mato Grosso, Goiás, Minas Gerais, and São Paulo, we operate in the agricultural machinery and equipment market, and we have the largest national coverage area in terms of revenue potential. We also have two Komatsu stores — one in the state of Mato Grosso and one in Mato Grosso do Sul — for products that include excavators, wheel loaders, crawler tractors, and motor graders for the mining, civil construction, agriculture, forestry, and other sectors. Finally, we have the newest Fendt brand store, located in the state of Goiás. Fendt is a German manufacturer of tractors and agricultural machinery, globally recognized for its technology in the agribusiness sector.

**KOMATSU**

VALTRA

FENDT

  
VAMOS CONCESSIONÁRIAS®





## Vamos Seminovos

Our network of pre-owned equipment reaches the most important markets in Brazil. Our 11 stores in the states of Pernambuco, Minas Gerais, São Paulo, Goiás, Mato Grosso, and Paraná are strategically positioned to complement the rental market with a high capacity to sell leased assets at the end of their lease agreements. In order to allow for the constant and efficient closing of our business cycle and optimize fleet turnover, the Seminovos (pre-owned) operation sells pre-owned trucks, buses, machinery, and equipment of various brands, as well as assets adapted to many different activities, for the best prices on the market and with high quality standards. In 2020, we sold 1,796 trucks, rolling stock, machinery, and equipment with an average age between five and six years.

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## Public offering GRI 102-10

On January 31, 2020, we submitted to the Brazilian Securities and Exchange Commission (CVM) a request for registration of a public offering of primary and secondary distribution of common shares of our issuance on B3 - Brasil, Bolsa, Balcão. Its analysis was interrupted on March 17 due to the market outlook resulting from the start of the Covid-19 pandemic. On December 3, we announced to shareholders and the market that the order had been withdrawn, in view of the end of the regulatory deadline for resumption. We also informed them that we would keep monitoring the market with a view to a possible offering, without a definitive decision as to the effective operation, its structure, and its volume.

On January 8, 2021, we informed the market that we were evaluating the possibility of making a public offering, with a restricted effort to place primary and secondary distributions of shares in Brazil. Subsequently, on January 11, we disclosed which banks would act as coordinators of the operation.

On January 18, the initial public offering for the issuance of our primary and secondary distribution of common shares was approved, with restricted placement efforts under the terms of CVM Instruction 476, which was communicated to the market on the same date.

On January 27, the Board of Directors approved the price per share of R\$ 26.00, totaling R\$ 889,598,528.00, and the effective increase of our share capital, in the amount of R\$150,000,000.00, through the issuance of 34,215,328 new shares, and their approval. Given the increase in share capital, in a restricted offering, our new share capital became R\$ 632,817,035.79, divided into 227,850,990 common shares, which was communicated to the market on January 28, with the first day of trading of shares on B3's Novo Mercado on January 29, 2021 and the physical and financial settlement of shares on February 1.

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## 2020 highlights



Provide customers the opportunity to **offset emissions** and commitment to neutralize 100% of emissions (Scopes 1 and 2) by Dec/21.

Approximately **360,000 people** benefited by Instituto Julio Simões, to which we make regular contributions.

Caminho +B diagnostic to initiate the process to certify Vamos as a **B Corporation**.

Agreement entered into with **Fendt**, of Grupo Agco, the global leader in technology for agricultural equipment.

**Lowest historical** default level reached.

Adherence to the **Global Compact**.

**Implementation and development** of new systems and digital platforms, which drove the scalability of our business.

**Expansion of the sales team** allowing for greater reach.

**Establishing priorities** within the scope of **ESG**.

Start of our operations as **Komatsu** distributors in the Midwest.

Record net income of **R\$ 179.2 million**.

# Timeline

**1950s**

Purchase of first truck and founding of JSL

**1990s**

First lease agreements (trucks and equipment) and first customer asset purchase agreement

**2007**

Acquisition of Transrio/VW/MAN in the Southeast Region

**2010**

Management of the VW/MAN truck and bus dealership in the South Region and expansion of the VW/MAN dealership network to the Midwest and Northeast regions

**2015**

Creation of **Vamos** to centralize and expand JSL's rentals, dealerships, and pre-owned stores

**2017**

Acquisition, by **Vamos**, of rentals and dealers of agricultural machinery and equipment

**2019**

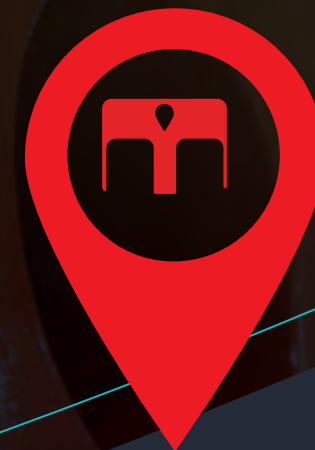
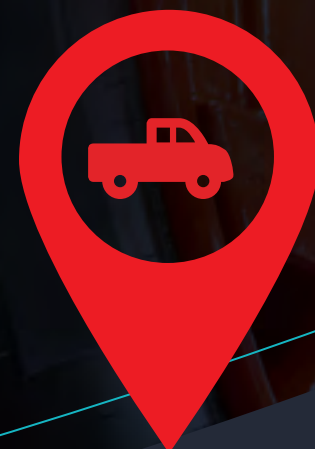
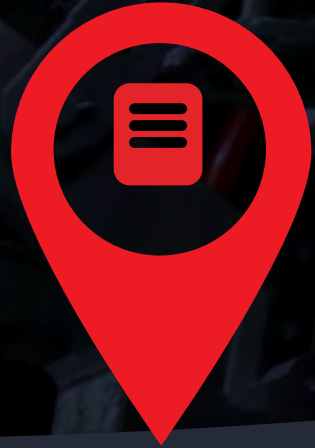
IPO, in category A, providing access to the capital market; consolidation of processes, controls, and systems; and concession agreement entered into with Komatsu to operate in the states of Mato Grosso and Mato Grosso do Sul

**2020**

**Vamos** becomes a subsidiary of SIMPAR; consolidation as a leading truck and equipment rental company in Brazil; largest VW/MAN dealer network in the country; and largest chain of pre-owned vehicle stores with nationwide coverage

**2021**

IPO and opening of the 1st Fendt store



Creation of the company's DNA

Expansion

Visibility

Rapid organic growth