

# **1Q20 Results Conference Call**

**-June/2020-**

The logo for ATMA, consisting of the letters 'A', 'T', 'M', and 'A' in a bold, dark blue, sans-serif font. The 'A's are stylized with a triangular shape at the top, and the 'T' and 'M' are solid blocks.

In the first quarter of 2020, we started operations at the new company, ATMA, result of the combination of LIQ's business with ETS, one of the most relevant players in specialized services, which operates throughout Brazil in (i) Industrial Maintenance and Facilities; and (ii) Trade Marketing and Sales.

ATMA is already born as one of the largest service companies in the country, operating nationwide through its more than 25,000 employees and with customers among the largest business groups in the country. It is a company with a strong operational base and diversification of its revenues in different segments.

Continuing the corporate transformation plan started in June 2019 at LIQ, the business combination provided a 53% growth in revenues when compared to the 4Q19, adding an important diversification in the service portfolio and client base, mainly in the power and industrial markets.

Cash position remained stable, ending the 1<sup>st</sup> quarter of 2020 at R\$ 52.2 million. This result was achieved despite the expenses resulting from relevant adjustments to the company's structure in the period. Regarding labor liabilities, we maintained our focus and strong commitment to resolving and consequently reducing the number of lawsuits. We ended March, 2020 with 14,300 lawsuits (a 10% reduction compared to the 15,800 in December, 2019, and down 28% versus June, 2019).

Another highlight in the transformation process is the renegotiation of the Company's financial debt. As you already know, the request for extrajudicial recovery was filed at the end of 2019. The process follows the pace within the legal deadline, which were extended by the suspension of the National Council of Justice deadlines due to COVID-19, but it is now in its final stages.

March 2020 brought in a clear, relevant and definitive way the new reality arising from COVID-19 pandemic. Our clients, partners, suppliers and our entire team of employees were and are impacted. The impact of this new reality brought additional challenges to our company.

## Message from Management (cont.)



In the second half of March 2020, a greater repercussion on Brazilian economic activity began due to the measures to contain the spread of the COVID-19 pandemic. In this context, the Company's results were occasionally affected in the services and/or business lines, where social distancing measures generated greater restrictions on our operational logistics, leading to a reduction in operations or the rescheduling of projects that were in the implementation phase.

It is important to highlight that, with Federal Decree No. 10,282, of March 20, 2020 and understandings of the State and Municipal spheres, our main operations (CRM and Industrial Maintenance) were considered essential services. This fact generated the necessary stability to maintain a great part of our activities, which allowed us to continue and intensify our services and operation support to our clients.

Adjustments to the new reality were punctual and concentrated. The activities related mainly to the retail segment (specially Trade Marketing) were reduced in the 2<sup>nd</sup> quarter. In CRM, the company needed to review all of its operational processes, invest in adapting to the new rules of hygiene and social distancing within the call centers, implement infrastructure for allocating teams in the home office, strengthen the monitoring systems with a more robust medical structure, technical cleaning, among others. In Industrial Maintenance, services were reprogrammed and those that were in the initial implementation phase were postponed to the 3<sup>rd</sup> and 4<sup>th</sup> quarters of this year.

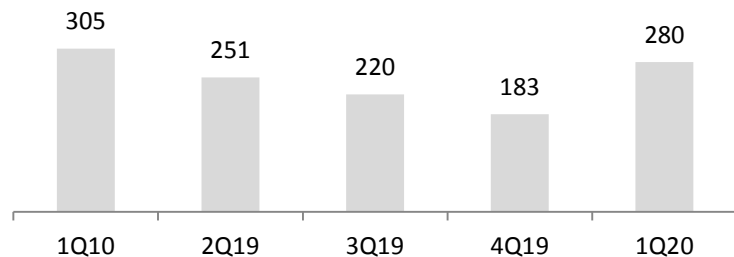
In addition, the Company's personnel expenses were adjusted to reflect the new operating conditions resulting from the pandemic, such as reduced working hours, layoff of contracts, release of people in risk groups, among others.

The company keeps a daily monitoring of its operations and has been adopting all the measures and protocols necessary to preserve the integrity and health of its 25,000 employees and reinforces its commitment to support Brazilian society through its essential activities, being certain that this challenging moment will be overcome.

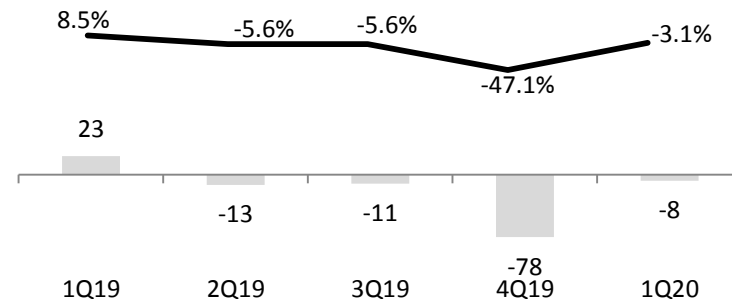
# Highlights of the Period



## Total Revenue (R\$M)

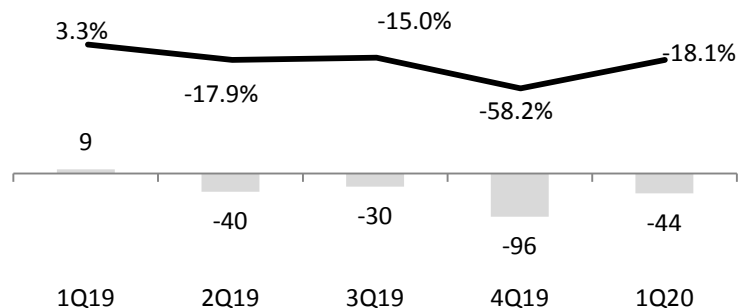


## Gross Income\* (R\$M) and Margin (%)

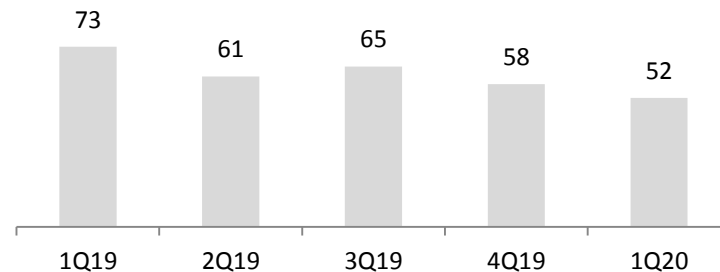


\*Ex, depreciation and amortization

## EBITDA (R\$M) and Margin (%)



## Cash and Equivalents (R\$M)



Note: The consolidated interim quarterly information from 1Q20 includes the balances and transactions of ETS and its subsidiaries.

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