# Plascar

# PLASCAR DISCLOSES EARNINGS RELEASE AS AT DECEMBER 31th. 2019.

Quotation (12/31/19) PLAS3 - R\$ 7.45 (\*)

Market value at 12/31/19 – (MARKET CAP BOVESPA) R\$ 92.6 million external finish of motor vehicles, light and heavy, present in the markets (OEM's), serving automakers in Brazil, announces its 2019 results. The Company's operational and financial information, except when otherwise indicated, is consolidated and monetary values are expressed in Reais.

Jundiaí, SP, March 3, 2020 – Plascar Participações Industriais S.A. (Bovespa: PLAS3), company active in the Brazilian market of parts and parts related to the internal and

Non-recurring accounting event and increased production volume, combined with positive effects of restructuring, boosted Plascar's financial performance, generating a strong increase in EBITDA in 2019.

The Company records a rise in revenue and improvement of operating margin, also showing a significant improvement in liquidity indices, mainly due to the success in the renegotiation of certain liabilities.

The year 2020 should also be marked by the challenges of restructuring, with the continued search for increased production volume and strengthening of cash generation.

#### Performance Table of 2019:

#### EBITDA of R\$ 67,1 million (Margin 16.5%).

#### - Net revenue of R\$ 407,6 million.

#### Gross Margin of 7.7% (R\$ 31,3 million).

Plascar	Performance for the Period		
Amounts in R\$ thousand	2019 2018		Var %
Gross sales	492,084	433,046	13.6%
Net revenue	407,550	346,821	17.5%
Gross profit	31,303	10,883	187.6%
Gross margin %	7.7%	3.1%	4.6p.p.
EBITDA (1)	67,051	(85,090)	178.8%
EBITDA margin %	16.5%	-24.5%	41.0p.p.
Reported Net Loss(2)	(6,825)	(257,254)	97.3%

#### Elimination of non-current itens:

Adjusted Net Loss (2)	(144.771)	(196.780)	
Atualization of credit of ICMS bc PIS-COFINS	<b>(</b> 76.961)	-	
Adjusted EBITDA (1)	6.066	(24.616)	
Others	6.342	16.390	
Impairment Provision (Nota 12a)	17.955	44.084	
Elimination of the net effect of the ICMS bc PIS-COFINS(Note 8) (85.282)			

Number of shares (\*) Common: 12,425 M

#### **Investor Relations**

Rua Wihelm Winter, nº 300 – Sala 01 – Distrito Industrial - Jundiaí – SP – CEP 13213-000

#### **Board of Directors**

Paulo Silvestri Andrew C. de Araújo Edson F. Menezes Rui Chammas Paulo Zimath

#### **Supervisory Board**

Antonio Farina Cleidir Donizete de Freitas Charles Dimetrius Popoff

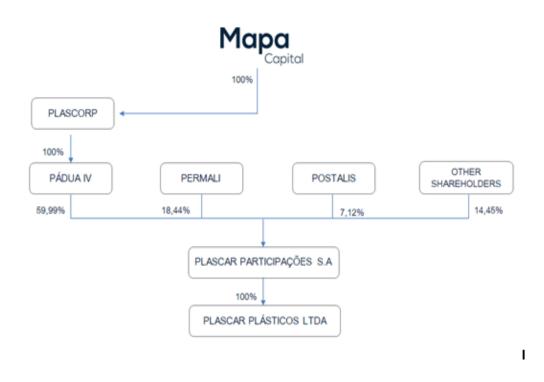
Website: www.plascargroup.com

#### **IR Contact**

Paulo Silvestri Chairman of the Board of Directors and Chief Investor Relations Officer. paulo.silvestri@plascargroup.com Phone:(11) 2152-5201 **History** The Company began its activities in October 1963 in Jundiaí, São Paulo State, manufacturing rubber products. From 1973 it began to operate in the automotive market, and in the mid-80s, after several mergers, the Company enhanced its manufacturing activities through a growth and modernization program, and became a leader in the market of plastic parts for the automotive industry.

#### Corporate Structure

After the completion of the Company's financial restructuring on January 31, 2019, Plascar S.A.'s controlling interest is now held by Padua IV S.A., with 59.99% interest in its capital; Permali do Brasil Indústria e Comércio Ltda. holds 18.44%, Postalis Instituto de Seguridade Social dos Correios e Telégrafos holds 7.12%, and other individual shareholders own 14.45%.



#### Operating Performance

According to data from the Brazilian Association of Motor Vehicle Manufacturers (ANFAVEA), in 2019 vehicle production increased by 2.3% over 2018. The increase in the Company's net revenue was 17.5% in the compared periods, reaching a gross margin of 7.7%.

	SOURCE: ANFÁVEA – BRASIL			
AUTOMOTIVE INDUSTRY SCENARIO	2018	2019	VAR. %	
VEHICLE PRODUCTION	2,880	2,945	2.3%	
VEHICLE SALES	2,566	2,788	8.6%	

#### Vehicle production is up 2.3% in 2019, the best result since 2014

In 2019 vehicle production grew 2.3%, according to the National Association of Motor Vehicle Manufacturers (Anfavea). There were 2.94 million units manufactured, in a sum that considers the segments of automobiles, light commercial vehicles, trucks and buses. It is the highest annual volume since 2014, the first year before the economic crisis, when automakers produced 3.15 million vehicles.

It is the third consecutive year of growth. The advance, since 2018, has been driven only by increased demand in the domestic market. in 2019 sales to the Brazilian consumer grew 8.6%, to 2.79 million units. Most of the market expansion was driven by the corporate client, such as rental companies, rural producers and fleet owners in general, who buy directly from the automakers, without going through the dealership and, with this, get more advantageous discounts.

The advance in production was not only greater because of the drop in sales to other countries, which occurred for the second year in a row. With the crisis in Argentina, the main destination for Brazilian vehicle exports, the volume sold abroad fell 31.9% in 2019, to 428.2 thousand units, the lowest level since 2015, when exports totaled 416.9 thousand units.

In the last month of the year, the factories produced 170.5 thousand units, down 3.9% in relation to the same month of 2018 and 25% in comparison with November. In the domestic market, 262.6 thousand units were sold, an increase of 12% compared to the same month of the previous year and 8.4% over the result of November. In exports, there were 29 thousand sales, down 8.5% compared to December 2018 and 8.6% compared to November.

#### **Projection**

The Anfavea estimates that vehicle production should reach 3.16 million units in 2020, an increase of 7.3% in relation to the result of 2019. The estimate is that sales to the Brazilian consumer increase 9.4% to 3.05 millions; exports should drop 11% in exports, to 381 thousand units.

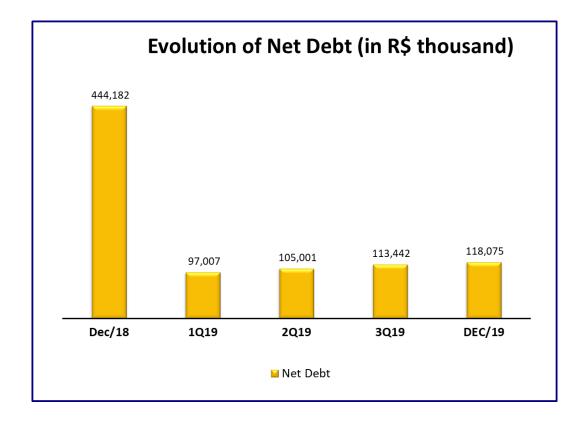
For the association, domestic demand will be driven by GDP growth estimated at 2.5%, inflation under control and basic interest rates at the lowest level in history, which favor vehicle financing. "There is still more room for the CDC rate to fall," said Anfavea President Luiz Carlos Moraes.

Regarding the foreign market, Moraes points out that Argentina, the main destination for vehicle exports, does not show signs of recovery in the short term. "The new government is still starting and there is nothing new to indicate a resumption in 2020," he said.

#### Company Restructuring

On December 13th, 2018, the restructuring of the Company's debt was approved according to the Extraordinary General Meeting.

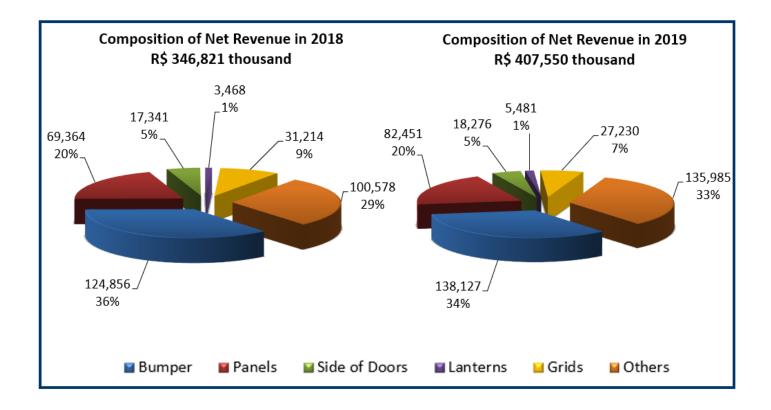
On January 31th, 2019, in accordance with the Notice to Shareholders and Material Fact disclosed to the market, the Company's capital was increased with the payment by means of credits held against Plascar Ltda by private subscription, in the amount of R \$ 449,483, upon the issue 7,455,251 common shares, acquired by the company Pádua IV SA, thus concluding the Company's restructuring process.



Plascar's restructuring process started in 2019 is expected to be continued in 2020, with the closure of accumulated liabilities negotiations over the past few years and with increased revenues, with the aim of bringing the Company to a sustainable level in cash generation terms

PLASCAR			
Gross Revenue			
2019	R\$	492,084	
2018	R\$	433,046	
Variation (%)	13.6%		

PLASCAR				
Net Revenue				
2019	R\$	407,550		
2018	R\$	346,821		
Variation (%)	17.5%			



Gross P&L vs. Gross Margin %	In 2019, the gross margin was 7.7% positive against 3.1% positive in 2018.
EBITDA in R\$ vs. EBITDA%	EBITDA in 2019 totaled R  67,051 thousand. The EBITDA margin was 16.5% in 2019 against a negative 24.5% in 2018.
	The net loss amounted to R  6,825 thousand in 2019, in the same period of 2018 it added a loss of R  257,254.
Human Resources	Despite the economic adversities in the country, the Company continued to invest in the professional development of its employees, with approximately 53.55 hours of education and training per employee (in the last 12 months), focused on SENAI learning courses, internships, in addition to internal training, with technical and operational development. The Company ended 2019 with 1,801 employees (1,793 in 2018).
Disclaimer	We make forward-looking statements that are subject to risks and uncertainties. Such statements are based on a critical assessment of our management and information to which the Company currently has access. Forward-looking statements include information about our current intentions or expectations, as well as those of the members of the Board of Directors and Directors of the Company.
	Forward-looking statements and information are not guarantees of performance. They involve risks, uncertainties and assumptions because they refer to future events, therefore depending on circumstances that may or may not occur. Future results and the creation of value for shareholders may differ significantly from those expressed or suggested by the statements regarding the future. Many of the factors that will determine these results and values are beyond our ability to control or predict.

## Credit Exclusion of ICMS from the calculation basis of PIS / COFINS - Accounting record transit on trial

The Company informs that, in 2010, it issued a Writ of Mandamus in order to exclude ICMS from the PIS and COFINS calculation bases. In September 2017, the Company obtained a favorable decision at first instance and, in October 2019, it obtained a new favorable sentence in appeal (STF). At the same act, the process became final. In view of this, the Company initiated a procedure to collect amounts unduly paid as from 2005 and claim their respective reimbursement. The Company has reliably calculated and measured the respective amounts.

At August 19th, 2019, the Company had a favorable sentence for the use of the ICMS in tax notes for credit calculation.

In the fourth quarter of 2019, based on the opinion and report prepared by its advisors, the Company recorded the amount of R\$ 179,069 in the caption of taxes to be recovered in the balance sheet to offset against current taxes administered by the Brazilian Federal Revenue in future periods. The principal amount of the credits, net of lawyers' success fees, was recognized as other operating income and the monetary restatement was recognized in the financial income item in the income statement for the period.

The approval and qualification of R\$ 123,396 related to part of the referred credit with the Federal Revenue of Brazil for future tax compensation, occurred on January 3, 2020, and the remaining amount of the credit in the amount of R\$ 55,673, will be subject to analysis by the Federal Revenue of Brazil for refund or future compensation of taxes previously paid in installments.

From the reported balance of tax liabilities (note 24), the Company offset in January 2020 the approximate amount of R \$ 22,959.

#### Subsequent event

The Company completed in January 2020, the renegotiation of its late rent debt, the balance of which of December 31, 2019 was R\$ 126 million, recorded under the heading "other liabilities" in the current company.

With the conclusion of this negotiation, the updated debt was split, with a shortage of more than one year to start payments. The balance was transferred to non-current liabilities in January 2020 and will be disclosed in the first quarter of 2020.

### Assets

#### Summarized financial statements

#### Statement of financial position

(In thousands of reais)	Individual		Consolidated		
Current assets	12/31/2019	12/31/2018	12/31/2019	12/31/2018	
Cash and cash equivalents	29	-	17,383	303	
Trade accounts receivable	-	-	26,062	12,326	
Inventories	-	-	44,439	34,497	
Taxes recoverable	-	-	51,844	807	
Other assets	17	16	2,389	6.906	
Total current assets	46	16	142,117	54,839	
Noncurrent assets	12/31/2019	12/31/2018	12/31/2019	12/31/2018	
Taxes recoverable	-	-	132,957	2,800	
Judicial deposits	-	-	4,792	4,778	
Investment property			8,542	-	
Property, plant and equipment in operation	7	7	307,193	358,154	
Right-of-use assets			35,766	-	
Other	-	-	115	12,685	
Total noncurrent assets	7	7	489.365	378.417	
Total assets	53	23	631.482	433.256	

## Liabilities and equity

Statement of finance al position				
(In thousands of reais)	Individual		Consolidated	
Current liabilities	12/31/2019	12/31/2018	12/31/2019	12/31/2018
Loans and financing	-	-	35,296	444,485
Lease liabilities	-	-	17,562	-
Trade accounts payable	-	-	22,313	23,730
Taxes payable	35	17	47,145	42,721
Payroll, vacation pay and social charges payable	-	-	56,932	42,077
Advances from customers	-	-	20,785	96,348
Related parties	-	-	6,160	2,232
Provision for capital deficiency	-	504,388	-	-
Other liabilities			114,864	112,726
Total current liabilities	35	504,405	321,057	764,319
Noncurrent liabilities	12/31/2019	12/31/2018	12/31/2019	12/31/2018
Contingencies	-	-	7,395	5,940
Related parties	11,554	9,923	-	-
Provision for capital deficiency	60,667	-	-	-
Loans and financing	-	-	100,162	-
Lease liabilities			42,736	-
Payroll, vacation pay and social	_	_	15,017	5,047
charges payable			10,017	5,047
Deferred income and social contribution taxes	-	-	18,501	16,827
Taxes payable	-	-	116,286	110,346
Other accounts payable			82,531	45,638
Total noncurrent liabilities	72,221	9,923	382,628	183,798
Equity	-			
Capital	931,455	481,972	931,455	481,972
Equity adjustments	405	1,158	405	1,158
Accumulated losses	(1.004,063)	(997,435)	(1.004,063)	(997,435)
Attributed to noncontrolling interest	(72,203)	(514,305)	(72,203)	(514,305)
Noncontrolling interest		-		(556)
Total equity	(72,203)	(514,305)	(72,203)	(514,861)
Total liabilities and equity	53	23	631,482	433,256

# Statements of profit or loss for the years ended December 31,2019 and 2018 (In thousands of reais)

(in the deal de en reale,					
	Individual		Consolidated		
	12/31/2019	12/31/2018	12/31/2019	12/31/2018	
Net operating revenue	<u>-</u>	-	407,550	346,821	
Cost of goods sold	-	-	(376,247)	(335,938)	
Gross profit	-	-	31,303	10,883	
Operating expenses and income					
Selling expenses	-	-	(19,726)	(20,353)	
General and administrative expenses	(1,639)	(1,219)	(62,989)	(72,417)	
Equity pickup	(5,207)	(256,027)	-	-	
Other operating income/(expenses), net	-	-	57,791	(43,743)	
Operating income (expenses)	(6,846)	(257,246)	(24,924)	(136,513)	
Operating income before finance income (costs)	(6,846)	(257,246)	6,379	(125,630)	
Finance income (costs)					
Finance income	39	-	84,861	2,788	
Finance costs	(18)	(8)	(96,391)	(130,929)	
	21	(8)	(11,530)	(128,141)	
Income (loss) before income and social contribution taxes	(6,825)	(257,254)	(5,151)	(253,771)	
Income and social contribution taxes					
Deferred	-	-	(1,674)	(3,765)	
	-	-	(1,674)	(3,765)	
Net loss for the period	(6,825)	(257,254)	(6,825)	(257,536)	
Loss attributable to:					
Noncontrolling interest	-	-	-	(282)	
Controlling interest	-	-	(6,825)	(257,254)	
			(6,825)	(257,536)	
		_	(0,023)	(201,000	

Statements of cash flows for the years ended December 30, 2019 and 2018 (In thousands of reais)

(In thousands of reals)	Indivi	dual	Consolidated		
Cash flows from operating activities	12/31/2019	12/31/2018	12/31/2019	12/31/2018	
Loss for the period before taxes	(6,825)	(257,254)	(5,151)	(253,771)	
Adjustments to reconcile net income to cash	from (used in) or	perating activities	:		
Depreciation (Note 12)	-	-	41,469	40,348	
Amortization (Note 13)	-	-	19,082	-	
Loss and disposal of PP&E goods	-	-	186	221	
Provision for loss of PP&E (Note 12)	-	-	17,955	44,084	
Interest and currency changes, net	-	-	61,071	124,407	
Net tax credit recognized (Note 8)	-	-	(168,067)	-	
Provision for judicial deposits (Note 17b)	-	-	9,947	2,334	
Shareholder's Equity income (Note 11)	5,207	256,027	-	-	
Constitution (reversal of provision for					
adjustment of inventories to market value				(( ()	
And obsolescence (Note 7)	-	-	(3,485)	(1,084)	
Constitution (reversal of allowance for			(5.407)	700	
doubtful accounts (Note 6 and 22))	-	-	(5,167)	789	
Other	-	-	-	(1,840)	
(Increase) decrease of asset accounts:					
Receivable trade accounts			(8,568)	13,518	
Inventories	-	-			
Recoverable taxes	-	-	(6,457)	5,412	
Judicial Deposits	-	-	(54) (14)	(1)	
Other net assets accounts	-	-	8,544	(84)	
Increase (decrease)in liabilities accounts:	-	-	0,044	(04)	
Suppliers	_	_	(969)	(27,650)	
Payroll obligations and social charges	-	-	17,919	9,579	
Customer advances	-	-	(6,159)	(4,134)	
Taxes and contributions, Payable	16	(4)	5,830	(15,207)	
Provision for contingencies (payments) (Note	10	( ')			
17, b)	-	-	(8,492)	(6,030)	
Other net liabilities accounts	-	-	15,880	68,698	
Interest paid			(13,923)	-	
Net cash from (used in) operating activities	(1,602)	(1,231)	(28,623)	(411)	
Cash flows from investing activities					
Acquisition of PP&E (Note 12,b)	-	-	(8,649)	(3,117)	
Net cash used in investing activities		·	(8,649)	(3,117)	
			(0,010)	(0,111)	
Cash flows from financing activities Capture of loans and financing					
Payment of loans and financing (principal			(12 561)	(10 524)	
And interest) Capture of loans	-	-	(12,561) 66,582	(10,534) 11,064	
Net Increase in loans receivable from	-	-	00,382	11,064	
Related parties	1,631	1,220	331	2,173	
Net cash used in financing activities	1,631	1,220	54,352	2,703	
Net cash asca in manoing activities	1,001		04,002	2,700	
	29	(11)	17.080	(825)	
Net increase in Cash and Equivalents		()		()	
Cash and Equivalents at the beginning			000	4 400	
Of the period	-	11	303	1,128	
Cash and Equivalents at the end of the year	29	-	17,383	303	
,					