

Annual Impact Report 2023

VINCI IMPACT AND RETURN IV

VINP | Nasdaq Listed

FUND **VIR IV**



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ABOUT THE REPORT

In order to fulfill its pledge of transparency to investors, Vinci Partners is pleased to present the third annual report on the Vinci Impact and Return IV Fund (VIRIV). The report provides a summary of the Impact and Return strategy, of the Fund's performance in 2023, and the progress achieved by VIR IV's invested companies in the impact and ESG (Environmental, Social, and Governance) agenda.

Enjoy your reading!



MESSAGE FROM THE LEADERSHIP

"Greatness comes from character, and character is formed out of suffering...so I hope – you, Stanford's students – suffering and pain happens to you" Jensen Huang, founder and CEO of NVIDIA.

Dear reader, thank you for taking a few minutes of your time to read this letter. This is our third VIR IV Fund Impact Report and we have been working to evolve year after year, in part by incorporating the suggestions of many of you. We hope you see improvements, and as always, we look forward to and appreciate new suggestions.

As we have done in previous years, we use the opportunity of this letter to communicate our thoughts, worries, goals, and accomplishments of VIR IV beyond the topics of Impact.

The last few years have been challenging for the Private Equity fund industry in Brazil and around the world. Time of suffering, but time to form character, as Jensen Huang would say. On one side, we had the consequences of the "bubble/euphoria" of 2020 and 2021, "calm sea" where an active IPO market and low interest rates created many opportunities to sell companies. At the same time, investments were made at (in today's view) high prices and with overestimated growth prospects. In the last 18 months, the "sea" has changed drastically: sky-high interest rates, practically non-existent IPO market, great difficulty for funds to sell companies, lower growth, etc.

As we look back, these times of change are good to validate the Investment Strategy and the Principles that guide our actions. We believe that both are consistent and in line with the mandate we have established with our investors. And on execution: where do we need to correct and improve the route? What lessons should we learn after the "bubble"?

The turbulent sea we now face is the one that makes good sailors.





On the one hand, in 2022 we took the opportunity to sell Pro Infusion under excellent conditions. We also realized that we had to change the terms of an investment and managed to renegotiate them on much more favorable conditions than at first.

On the other hand, in 2023, we needed to adjust - reflect, learn, improve. This resulted in no new investments in the year. We raised our standards for new opportunities. One of our principles is that in our investment activity "the most important thing is quality, not quantity or speed of investment". We are not concerned with investing quickly; we are concerned with investing well. In the first two years of the Fund, we made 6 investments, among which we see excellent businesses and more challenging ones (either due to markets, companies or entrepreneurs that are more complex than we have initially assessed at the time of the investment, besides entry prices that, given the current market reality, could be seen as high). These are challenges that we are addressing and that we need to spend time to fix and improve, along with our entrepreneurs. In new opportunities, we understood that we could improve our investment process. The clarity of this need led us to be more cautious – partially impacting our speed of investing – leading us to discard two businesses in the due diligence phase during the year. There is already improvement in other potential deals as our pipeline has several advanced cases and we anticipate completing 2 to 4 new investments by 2024. Again, we do not "need to invest", but the opportunities in due diligence seem promising. Moreover, we are making follow-ons in invested companies. Not because they have negative motives (e.g., they require capital due to a poor financial situation), but because they are favorable opportunities to expand our involvement in businesses that we are familiar with and that can grow further. In summary, the storm, and the lessons of facing turbulent seas are making us even better sailors. It is with the pains and suffering that we have evolved.

In terms of Impact, 90% of the invested companies delivered or are delivering results in line with the fund's mandate (remember our strategy impact pillars: (i) investing in mediumsized companies, led by entrepreneurs, with limited access to capital and knowledge, and (ii) that have a positive impact on society and/or the environment generated in the activities they carry out and that, together with the Fund's entry, this impact is expanded and improved). That said, we are improving our processes to deliver more results at this front and better communicate this result. The improvements in this 2023 Impact Report were made based on this rationale.

It makes us very happy to know that our investment enables the construction of impact stories in all regions of Brazil. From the expansion of the number of lives impacted by the accessible and quality health services of Oeste Saúde, which began its expansion beyond the West of São Paulo and reached the Midwest. to the growth of DM, which enables access to credit to almost 2 million low-income customers. At DM, in addition to organic growth, we acquired and integrated UZE and FortBrasil, two companies in the Northeast that enabled the growth of our presence in the region, reaching almost 1 million customers. We are proud to associate with entrepreneurs who lead and believe in these stories. Measuring this impact and telling these stories is part of what we try to do further in this report.

It was also a year of adjustments in the team. Some people left, we incorporated others, but what makes me most satisfied is that the team has been consolidating, growing. Not only the investment team, but also the team of partners and Operating Partners. We continue to evolve in this aspect by incorporating new initiatives, including with the aid of artificial intelligence in the investment process.

Finally, I wanted to mention our permanent focus on having excellent governance. We want to be the best within our strategy in terms of Return, Impact and Governance, both to our investors and also to the entrepreneurs with whom we associate. This Governance materializes on several fronts. One of them is frequent and transparent communication with investors and entrepreneurs. Our investors know that we always communicate the "complete performance" of the invested companies, as well as what is going well and what is not. We are clear on the negative points, as well as on what we are doing to improve (not always as fast as we would like!). We are also doing our best to give investors the opportunity to meet with entrepreneurs. We have evolved a lot in our

governance in Impact as a team and with the invested, creating specific discussion forums.

Another aspect of Governance is the valuation of our invested companies in the Fund. We always try to be realistic, with a conservative bias. Proof of this realism is that in all our divestments. since Nordeste Empreendedor (the third fund in the strategy), the companies were sold at values above their marks. Will it always be like this? We cannot guarantee it. But the important thing is that the valuations are a reflection of a realistic view, since there are risks in investments in the real economy, especially in Brazil and in medium-sized companies. Understanding and pricing these risks leads to realistic marks. Do not expect "paper returns", but rather evaluate us for seeking to follow the agreed: giving back capital with good financial Returns, generating Impact, and with excellent Governance!

In summary: since the beginning of VIR IV, we understood that it was possible to deliver Return and positive Impact for society. 2023 was another step in this journey. We hope to continue consolidating our execution (the Strategy is quite consolidated), to be better (get it right more, make fewer mistakes) and to consistently present increasingly surprisingly good results.

A special thank you to the investors who trusted us, to the entrepreneurs who allowed us to enter "their homes", to the more than 2,500 direct employees who support the growth of our invested companies, and to the dozens of partners who are part of the backstage of VIR IV. Without you, none of this would be possible.

Pepe Pano Partner & Head of Impact & Return Vinci Partners

Click here to learn about our principles and strategies



VINCI PARTNERS



New York

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OUR OFFICES

Recife

Rio de Janeiro

São Paulo

Founded in 2009, Vinci Partners is an independent platform, and has positioned itself as a benchmark in alternative investments in Brazil. It has global operations and specializes in asset and equity management and in financial advisory services. Alternative investments stand out for its long-term orientation and, most notably, in liquid Private Markets. These include Private Equity, Infrastructure, and Real Estate funds, as well as certain Private Credit products.

Vinci Partners' activities are organized among the subsidiaries of the Vinci Group holding company, Vinci Partners Investimentos Ltda., and encompass five business segments: Private Markets (Private Equity; Infrastructure; Real Estate, and Credit); Liquid Strategies (Stocks and Multimarket); Investment Products and Solutions; Special Situations, and Financial Advisory Services.

Based in Rio de Janeiro, with additional offices in São Paulo, Recife, and New York, where its global operations started in 2011, Vinci Partners upholds robust and consistent values. The firm attracts top-tier professionals and strives to uphold a platform that is recognized and respected in the realm of alternative investments.

In this context, the ESG (Environmental, Social and Governance) agenda has permeated the company's investment and management process for over 12 years. The current portfolio has products that integrate ESG issues across its investment process, among which the Vinci Impact e Return IV (VIR IV), Vinci Energia Sustentável (VES), and Vinci Infraestrutura e Saneamento (VIAS) funds stand out.

392 INVESTMENT FUNDS/VEHICLES

R\$69 billion UNDER MANAGEMENT*

44 partners WITH COMPLEMENTARY EXPERIENCES

* Information base date: December/2023

EVOLUTION IN INVESTMENTS FOCUSED ON ESG AND IMPACT





ANNUAL IMPACT REPORT

anchor capital for the VIR IV fund

2018

Vinci Private Equity is awarded the **PRI "A" rating. BNDES** approves

2019

The Nordeste III fund now includes a measurement of development indicators in the invested companies

Engagement with the IDB for 2020 the implementation of WEPs -**Women Empowerment Principles**

VIR IV raises R\$1 billion and adheres to the Impact Principles.

Vinci creates an ESG Committee, chaired by independent officer Sonia Consiglio.

Neutralization of GHG emissions from administrative activities.

VIR IV chosen as Private Equity ESG Fund of the Year by Environmental Finance

2022

VIR IV announces its first disclosure statement of alignment with the Impact Principles and undertakes an independent verification

2021

Divestment of Pro Infusion awarded Deal of the Year at the LAVCA ESG Deal Award





VINCI IMPACT AND RETURN FUND IV



OUR REPORTS FROM PREVIOUS YEARS







ABOUT US

We are a diverse team, made up of "ordinary" people who try to do "outstanding" things by means of a clear vision and strategy, consistent principles, and unique execution which guide our pursuit of performance and results.

We value diversity in stories and thoughts.



AMÉRICO PEREIRA FILHO Vinci Recife



CEZAR ARAGÃO Vinci São Paulo



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ERIKA FIGUEIREDO Vinci Recife



HENRY DIAS Vinci São Paulo



JOSE PANO (PEPE)



KAREN FELIX Vinci Recife



WHAT WE DO

Financial return + Impact

We collaborate with entrepreneurs and unique companies to assist them in reaching new heights and pursuing liquidity.



The Vinci Impact and Return strategy aims to partner with entrepreneurs whose businesses can deliver both a return on investment and a positive societal impact. For this, we partner with good companies, led by distinguished entrepreneurs, who are in attractive markets and where impact is part of the "heart of the business." We currently invest through the Vinci Impact and Return IV Funds (VIR IV).

We associate ourselves with our entrepreneurs' dreams, bringing capital and the knowledge amassed in more than 20 years to collaborate in the companies' journey of growth and evolution. Through VIR IV investments, these companies can grow faster and better, reach new milestones, and expand their impact, solidifying their position and becoming appealing to potential buyers. This generates returns and liquidity for our investors.



HOW WE DO IT

OUR PRINCIPLES

Our aim is to be acknowledged by investors and entrepreneurs as the premier investment group for burgeoning companies within the Fund's targeted sectors in Brazil. Our goal is to be the ultimate partners for entrepreneurs, delivering the highest return, liquidity, and impact within the agreed-upon strategy and principles to our investors.

To achieve this perception, we adhere to seven guiding principles:

1. Preservation of capital

- 2. Reduction of the risk of the business model, stage, industry and *valuation*
- 3. Good cash flow generation
- 4. Focus on growth with low leverage
- 5. The shortest path to the liquidity
- 6. Partnership with the right entrepreneurs
- 7. Impact & ESG on the business model

OUR GOVERNANCE

Every team member is responsible for overseeing Impact and ESG issues. And with the companies, the governance of impact and ESG themes is aligned even before the investment is made.



Impact and ESG Plan built based on Impact and ESG Due Diligence



Appointment of a designated individual responsible for impact and ESG matters within each company



5.

The ESG and Impact committee / board of directors of invested companies monitor the Impact Plan and the key ESG indicators on a monthly basis

Annual review of the Impact and ESG Plan

Annual review of each

investment

OUR PRACTICES

We conduct thorough due diligence prior to making any investments

» 10+ steps to analyze the market, the company, the entrepreneur and the impact

We prioritize regular and transparent communication with investors – we consider it important to discuss all issues

- » Quarterly meetings with investors
- » Annual *investor day* attended by the entrepreneurs

We take a conservative approach when evaluating our investments

- » Annual revaluations conducted with conservative assumptions
- » Negative revaluations in cases of low performance (e.g., Verdfrut)

VIR IV INVESTOR SATISFACTION SURVEY

We are acknowledged by our investors for sharing beliefs and values that connect us to the history of our invested companies. We regularly conduct surveys to enhance our understanding of the investo satisfaction with our partnership. The latest one (on a scale of 0 to 10) had these results:

SATISFACTION WITH HOW COMMUNICATION IS MADE



REFERRAL OF THE INVESTMENT TO A FRIEND OR COLLEAGUE



VINC

WHERE WE DO IT

Investments from VIR IV drive the growth of businesses that not only create jobs, but also enhance people's quality of life and promote economic development in various regions, especially those outside the major urban hubs.

THE TRANSFORMATIVE POTENTIAL OF MID-SIZED COMPANIES

We believe that VIR IV investments in mid-sized companies contribute to reducing inequalities as businesses grow and develop.

As a result, the core of VIR IV investments and outcomes is closely aligned with the investment strategy in Mid-sized Companies (MC) and their potential to drive impact and returns through their growth.

WE INVEST CAPITAL AND KNOWLEDGE

We prioritize companies situated in less developed regions or outside major capital cities, which typically have limited access to capital and expertise.

This is the path through which VIR IV expands its contribution to generating impact, through local development and by improving the quality of life of the population in these locations.

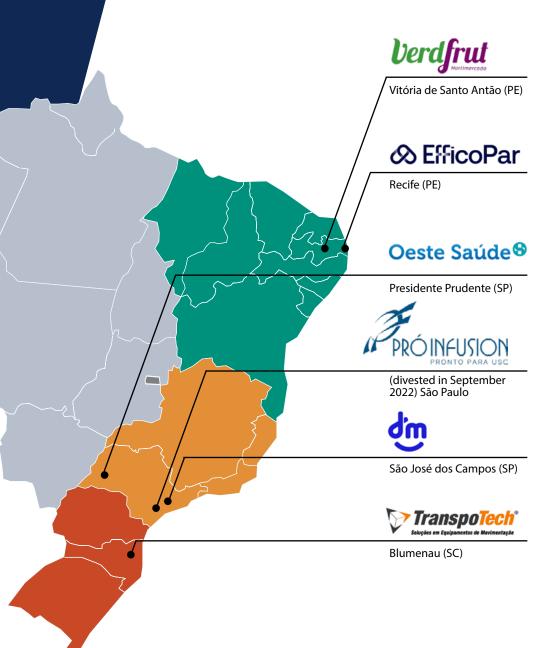






TAKING CAPITAL AND KNOWLEDGE TO COMPANIES OUTSIDE THE MAJOR CAPITALS

VIR IV ended 2023 with five companies on its portfolio: Oeste Saúde, TranspoTech, VerdFrut, DM, and Effico Participações (Efficopar).

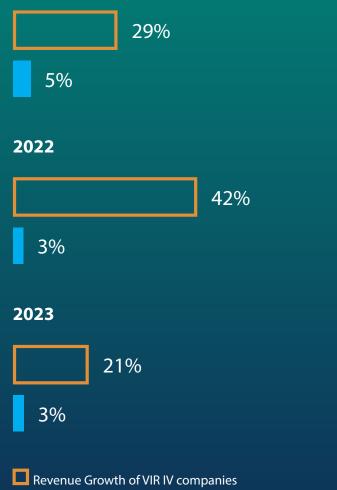




OUR INVESTMENTS CONTRIBUTE TO THE DEVELOPMENT OF THE COUNTRY

REVENUE GROWTH OF VIR IV COMPANIES VS. GDP GROWTH IN BRAZIL





GDP Growth



OUR IMPACT STRATEGY



We provide capital and knowledge to SMEs that have limited access to both, creating an impact on their business model.

SMEs: Entrepreneurs in less developed regions

RISKS

The VIR IV fund is the first financial investor In many cases, the VIR IV Fund is the only source of capital and knowledge

RISK MANAGEMENT

Proven business model

Sector focus

Low leverage

Predictable growth/"more of the same"

Deep due diligence in the entrepreneur's business

Valuations with a margin of safety

Governance and monitoring

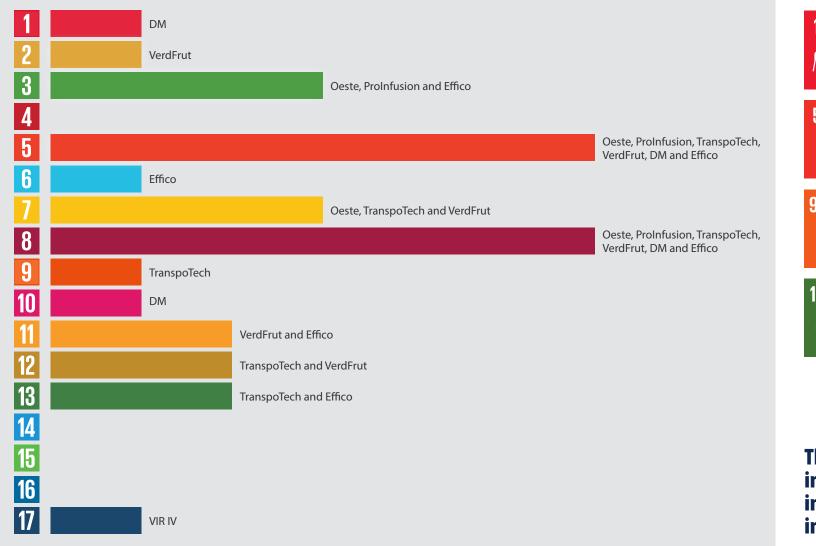
More return

More liquidity

More consistency



ALIGNMENT BETWEEN THE SUSTAINABLE DEVELOPMENT GOALS (SDGS) AND OUR FOCUS





The Sustainable Development Goals (SDGs) are interconnected and address the main challenges faced in Brazil and the world. The impact theses of the VIR IV investments connect with several of them.

VINCI IMPACT INDEX (VII)

Requirements measured pursuant to the five dimensions of the Impact Management Project



(IMP)

What impact is being generated?



Who benefits from this impact?



How big is the impact generated in terms of scale, duration, and depth?

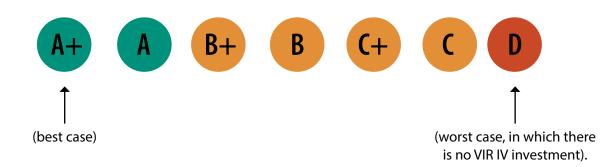
CONTRIBUTION

What do the company and the investment add to what already existed?



What is the risk of the expected impact not materializing?

A score is assigned to each of these dimensions, resulting in the Vinci Business Impact Index from the moment the VIR IV investment is made. The business' expected performance is also evaluated, and the set of analyses generates a score:





2023 IN FIGURES



2,7000 + DIRECT 0,7000 + JOBS 43%

OF CAPITAL COMMITTED TO 6 INVESTMENTS

%OF THTO IN

OF THE CAPITAL CALLED AMORTIZED TO INVESTORS

IN DIVIDENDS RECEIVED



OUR IMPACT AND ESG HIGHLIGHTS

OESTE SAÚDE

36,000

MEMBERS AND EXCELLENT NPS: 97

TRANSPOTECH

2,600

PIECES OF EQUIPMENT LEASED, MAINTAINING **70% OF THE FLEET ELECTRIC**

VERDFRUT

48

IN FV* PURCHASES MADE FROM SMALL FARMERS

DM

1.8 million + CUSTOMERS WITH ACCESS TO CREDIT

AND EXCELLENT NPS: 76

EFFICO



M³ OF RECLAIMED WATER AND 40,000+ **M³ OF SEWAGE VOLUME IDENTIFIED FOR** TREATMENT

*Fruits and vegetables



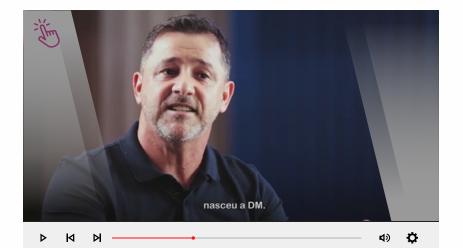


SOUR INVESTED COMPANIES





WE PARTNER WITH OUTSTANDING ENTREPRENEURS -LEARN MORE ABOUT OUR PARTNERS' STORIES





√) **Ö**



DENIS CORREIA, founder of DM

RICARDO ORIBKA, founder of TranspoTech

М

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⊳

GILBERTO SCHAPIRA, founder of ProInfusion



INCREASING ACCESS TO AFFORDABLE AND QUALITY HEALTHCARE

With the aim of providing access to quality healthcare to the middle- and low-income population, Oeste Saúde is one of the largest health insurance providers in the western region of the state of São Paulo, offering affordable corporate and individual plans to the population living in the regions where it operates. The operator has a presence in 35 cities, with own units in Presidente Prudente, Presidente Venceslau, Presidente Epitácio, Osvaldo Cruz, Dracena and Adamantina, all in the interior of the state of São Paulo, and in Pataguaçu, Nova Andradina and Campo Grande, Mato Grosso do Sul.

In 2023, Oeste opened two new units and acquired relevant clients who operate out of the sugar and alcohol industry and who, added, have more than 5,000 employees and dependents. This enabled the company to end the year with more than 36,000 lives in its portfolio, with a target of more than 50,000 by late 2025.

Oeste Saúde®

PROFILE A+ A B+ B C+ C VINCLIMPACT INDEX

C+ (2021) B (2022)

B (2023) VINCI IMPACT INDEX



SDG

HEALTH SECTOR

> PRESIDENTE PRUDENTE (SP) HEAD OFFICE

MARCH 2021

INVESTMENT DATE

R\$31 MILLION

INVESTMENT VALUE

EMISSIONS (IN TONS)

OESTE SAÚDE

20.80 tCO₂e

COPE 1

7.55 tCO₂e SCOPE 2

IMPACT THESIS

Increase in the supply of quality health services, through plans for classes B and C. 2. Company with little access to capital and expertise.





ANNUAL IMPACT REP

Prevention programs combat obesity and a sedentary lifestyle

OESTE SAÚDE

H VERDFR

COPAR

27

FOCUS ON SERVICE QUALITY

To maintain service quality and beneficiary satisfaction throughout an intense expansion process, Oeste Saúde regularly conducts surveys with its customers to assess its NPS (Net Promoter Score). Two indexes are used for this purpose: One for general care and another for medical care at the Specialties Medical Center. The company closed 2023 with an overall NPS of 86 and an NPS of 97 for its own medical care, both in the top satisfaction tier.

The performance is the outcome of significant investments in training the service team, alongside a governance structure established to assess feedback from detractors. Customer satisfaction and service quality are essential business topics that are discussed at every monthly meeting of the Board of Directors.

Oeste's health services reach 36,000 people in the interior of the states of São Paulo and Mato Grosso do Sul. The goal is to reach 50,000 by 2025.

PREVENTION PROGRAMS

The company further improved its disease prevention programs. Among the health issues addressed are obesity and a sedentary lifestyle, which, according to the 2019 National Health Survey (PNS), affect around 26 percent and 70 percent of the population, respectively. These are risk factors associated with the development of chronic diseases such as diabetes, high blood pressure and cardiovascular diseases. At Oeste Saúde, beneficiaries participating in this program get consultations with nutritionists or monitoring from endocrinologists at no cost, in addition to free gym memberships provided by the company. In addition to this program, Oeste Saúde also has specific programs for the elderly and for pregnant women.

These initiatives allow the company to obtain results in several spheres. They improve the quality of life of its customers (and their families) and strengthen the operator's financial health. Thus, in line with its social impact agenda, Oeste maintains a healthier portfolio while it reduces costs associated with emergency hospitalizations resulting from poorly managed chronic conditions, surgeries, and other procedures and situations that strain health insurance providers.



VERDFRU

28

GROWTH IN THE MIDWEST

Oeste Saúde has administrative and medical care units, including a Specialties Medical Center in Presidente Prudente (SP). This center now offers emergency and urgent care services for newborns, children and teens of up to 17 years of age.

In 2023, the operator expanded its operations in the Midwest through two new units, in Nova Andradina (MS) and in the capital Campo Grande (MS). Both are hybrid, with administrative and medical care in the same location and represent an important step for the company, which at the same time opens its first unit in a capital city, consolidating its expansion to another state. The movement brings Oeste closer to major customers in the region, in addition to expanding its medical network significantly, which will allow the expansion process to follow the same route in other cities.

CITIES SERVED 10+ institutions AND LOCAL ASSOCIATIONS SUPPORTED WITH SOCIAL INVESTMENT

Campo Grande (MS) gets the first own unit among Brazil's capital cities.

2 NEW UNITS IN 2023

TECH VERDFR

29

INFORMATION TECHNOLOGY AND SECURITY

Another highlight for Oeste Saúde in 2023 was its work in relation to the LGPD (General Data Protection Law), as the company handles sensitive information from its beneficiaries. In addition to specific training, a software was purchased to help the company protect itself. The LGPD came into effect in 2020 and sets rules for the processing of personal data by companies and organizations, imposing administrative and civil sanctions on those who fail to comply with its provisions. Non-compliance can damage the reputation of the offenders and result in fines. Furthermore, the company invested in technology, such as ERP, which enables the monitoring of information about the services provided, customer profiles, and claim ratios, among others.

SUPPORT FOR THE COMMUNITY

Oeste Saúde also engages with the communities where it operates by supporting and sponsoring initiatives that enhance people's quality of life. The company makes donations and sponsors different initiatives in institutions, including Santa Casa general hospitals in the western region of the state of São Paulo, in addition to local associations that serve the most socially and economically vulnerable population. In 2023, the company invested upwards of R\$23,000 in community support projects. *Learn more in Indicators*.

Surveys show top customer satisfaction



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TRANSPOTECH

MOVEMENT IN FAVOR OF THE ENVIRONMENT

TranspoTech is one of the largest companies in the forklift industry in Brazil and a leader in the South region. The company works to change the energy matrix of the Brazilian machinery and equipment sector by promoting sustainable technologies - electric forklifts - to its customers. The company closed the year 2023 with 72% of electrical equipment in its fleet. Apart from their zero CO2 emissions, electric forklifts also decrease negative impacts on workers' health by producing lower levels of noise and vibration. The company's progress in adhering to its ESG agenda was evidenced by its growth in 2023, with the fleet expanding to nearly 2,700 machines.

Since Vinci invested in the company, which is based in Blumenau (SC) in 2021, TranspoTech has doubled in size. To support this growth, a full revamp in operational structure was necessary. The company relocated its headquarters to the



PROFILE

B+ VINCLIMPACT INDEX

B (2021) B+ (2022) B+ (2023) VINCI IMPACT INDEX



SDG

RENTAL AND MAINTENANCE OF FORKLIFTS (70%+ ELECTRIC)

BLUMENAU (SC)

HEAD OFFICE

AUGUST 2021

INVESTMENT DATE

R\$108 MILLION

INVESTMENT VALUE



With the floor Ricardo Oribka, founder of TranspoTech **Click here to watch the video**



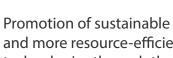
EMISSIONS

(IN TONS)

1.443,91 TCO,e

7,69 TCO,e SCOPE 2

IMPACT THESIS



and more resource-efficient technologies through the use of electric forklifts.

Company with little access to capital and expertise.



AR

31



former Jornal de Santa Catarina building, moving from Curitiba to properties with enhanced infrastructure.

In line with the Company's commitment to promoting sustainable technologies, the new workspace is equipped with photovoltaic panels for power generation. Therefore, all TranspoTech units are self-sufficient in energy, producing more than they consume.

HEADING TO THE WEST OF SANTA CATARINA

One of the company's highlights in 2023 was its organic growth to Chapecó, in the west of the state of in Santa Catarina, where it opened a new branch. This new unit's mission is to function as an operational center, to serve and prospect customers in the region. In addition to this geographic consolidation, the company became responsible for the exclusive distribution of forklifts, parts, and service provision in the region. Located in the western portion of the state, Chapecó is a business hub and the birthplace of TranspoTech. It was included in the Company's plans developed with Vinci.

ACCESS TO LONG-TERM CAPITAL: FIRST DEBENTURES

One of the objectives of the investment value creation plan was to enable TranspoTech to access capital on more favorable terms through top-tier institutions. In 2023, the company issued its first debentures, raising approximately R\$80 million, with a six-year term. The first fundraising will be fully directed toward increasing the fleet of rental forklifts.

100% of the units self-sufficient in energy.



R\$80 million RAISED IN THE 1ST ISSUE OF DEBENTURES



At TranspoTech, the presence of women in the workshops contributes to enhancing the work environment.

FEMALE MECHANICS PROJECT

TranspoTech's female mechanics project, called Women 4.0, trains and empowers women to pursue a career in forklift mechanics. The company ended 2023 with eight women hired, i.e., 2.5 percent of the company's total number of technicians, which, including men and women, adds up to 308 professionals. Males predominate in the forklift technical assistance segment. However, the company remains determined to promote change in this mentality and drive change on the market. A few surveys show the increase in the insertion of female labor in areas traditionally dominated by males, but also highlight the difficulties and challenges they face in these areas, particularly bias. In the case of TranspoTech, besides incorporating female workers, the presence of women in workshops or field services has enhanced the work climate and environment. This contribution is recognized by customers, who applaud both the quality of the women's service and the company's initiative.



TRANSPOTECH





WASTE MANAGEMENT

TranspoTech uses reverse logistics for waste management. No part is wasted or lost during technical assistance. The total amount from waste sales can be reversed in some employeerelated action, as long as authorized by the company. Various materials, such as wood and plastic, are shipped to specific disposal sites, such as selective collection points and points designated by city halls.

The company handles contaminated waste by segregating it and arranging for periodic collection by third-party companies responsible for its proper disposal. TranspoTech also implemented a water and oil segregation system to treat waste from the machines, with a specific internal area designated for collection. Insofar as reuse is concerned, battery filings are recycled internally for use in welding.

SUPPORT FOR THE COMMUNITY

In 2023, the company sponsored the Blumenau Parasport (SC) project, supporting athletes participating in the Paralympic Athletics World Cup in Paris, and the Pescar Project, a social and professional qualification program that aims to train young people in a situation of social vulnerability. Furthermore, the company took part in the Inclusion Rally, an event that gathers individuals with disabilities for social inclusion activities through sports. *Learn more in Indicators*.



VERDFRUT D

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VERDFRUT

PROMOTING HEALTH AND SUPPORTING SMALL FARMERS

For 27 years, the fruit and vegetable retail chain VerdFrut has been offering fresh, quality food with guaranteed origin to its customers in northeastern Brazil. To offer healthier products at its 20 stores in the states of Pernambuco, Paraíba, Rio Grande do Norte and Sergipe, a major part of the fruits and vegetables are grown by small regional farmers. The company also operates its own fruit and vegetable distribution center where products are selected daily to arrive in stores the following morning.

A family business that began at the Vitória de Santo Antão street market, in Pernambuco, VerdFrut ended 2023 positively, thanks to internal adjustments made with the participation of Vinci. The largest fruit and vegetable chain on the northeastern market, VerdFrut achieved a 14 percent growth in its revenue and opened new units in Aracaju (SE) and João Pessoa (PB). In 2023, the company's team grew by around 150 people, totaling 855 employees across the network – and this figure is expected to grow to 1,200 by late 2024. Since Vinci's Investment, in 2021, the company has grown its revenue by around 40 percent. During this period, VerdFrut managed to not only open new stores, but to transform them to be more efficient and profitable.



PROFILE

(A+ A B+ B C+ C VINCLIMPACT INDEX

B (2021) B (2022) B (2023)

VINCI IMPACT INDEX



SDG

FRUIT AND VEGETABLE RETAIL SECTOR

VITÓRIA DE SANTO ANTÃO (PE)

HEAD OFFICE

NOVEMBER 2021

INVESTMENT DATE

R\$61.5 MILLION INVESTMENT VALUE

IMPACT THESIS

Development of small regional fruit and vegetable farmers. 2. Promotion of healthy eating.



Company from the interior of the Northeast with little access to capital and expertise.



2,599.78 tCO₂e SCOPE 1

226.92 tCO₂e SCOPE 2



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REDUCING WASTE

The emphasis on efficiency in the work also encompassed measures for loss prevention and waste management, a particularly crucial concern in the fruit and vegetable (FV) industry, given the perishable nature of these products. In 2023, the company continued its efforts in processing nonstandard fruit and vegetables, creating products with higher added value, such as soups and frozen foods.

In the case of the other waste, 95 percent of the cardboard and paper generated in the company was destined to recycling. Another notable action is the collaboration between VerdFrut, Ambipar Triciclo and Coca-Cola to encourage PET bottle recycling. VerdFrut provides space at some of its stores for Ambipar to install recyclable material collectors, generally plastic and aluminum containers. The customers get cash credit corresponding to the amount put into the machine. The action has been encouraging the population who lives nearby VerdFrut units to segregate waste at home to deposit in these collectors.

OUR STORES







OF THE CARDBOARD AND PAPER GENERATED IN THE COMPANY WERE SENT FOR RECYCLING





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THE VALUE OF DIVERSITY

One of the things that VerdFrut is proud of is offering first job opportunities for many people, especially youngsters. Around 90 percent of the cashier staff, for example, got their first job there. When hiring these people, the company offers all possible training, qualifying a professional who is well aligned and inserted into its culture. Also in terms of hiring, with a focus on diversity, the company excels in creating a healthy and inclusive environment where representatives of minority groups feel welcomed. Currently, 7 percent of the professionals across the VerdFrut network identify themselves as LGBTQIA+.

SUPPORT FOR THE COMMUNITY

In addition to supporting family farming by sourcing fruits and vegetables from local farmers, who represent an average of 48 percent of total suppliers, the group also collaborates with organizations and support centers to expand its social initiatives. One of them led to the creation of the Troco Solidário (Solidary Change) program, which collected more than R\$200,000 last year. It consists of the customer donating the change they would get when paying for a purchase. The company conducted an internal campaign to promote this project and encourage the cashiers team to discuss with customers the importance of this initiative. The purpose is to allow the customers to feel at ease and safe to make the donation. To motivate the cashier team. the company rewarded employees who achieved the best results.

90% OF THE CASHIER TEAM GOT THEIR FIRST JOB AT VERDFRUT



VERDFRUT

DM

Ξ

DEMOCRATIZING ACCESS TO CREDIT

Since 2022, DM's mission has been to simplify and democratize access to credit for the low-income population. Classes D and E represent 80 percent of its customer base, and these customers also get support from the company through clear financial education. The credit services offered are designed for essential household purchases at supermarkets, pharmacies, and construction material stores. They also aim to inspire micro-entrepreneurs to grow their businesses.

The company started its operations as a private label credit card administrator, an industry in which it became the market leader. With the progress made in its business, in addition to its original product, the company began to offer a variety of financial solutions, a hybrid card, the DM Mastercard, the DM Personal Loan, the DM account, and the DM app, among others. As part of its strategy to expand its credit access services, in 2023, DM took a further step in this direction by acquiring 49.99 percent of FortBrasil, one of the leading companies in the store card (private label) market. With its headquarters in Fortaleza (CE) and 18 years of history, FortBrasil has distinguished itself in managing private label cards in Northeastern Brazil, particularly within major retailer networks. qu

PROFILE

A+ A B+ B C+ C (

C+ (2022) B (2023) VINCI IMPACT INDEX

5 fiber € 10 medicane 5 fiber 10 medicane 10 me

SDG

FINANCIAL SERVICES

SÃO JOSÉ DOS CAMPOS(SP) HEAD OFFICE

APRIL 2022

R\$100 MILLION INVESTMENT VALUE

With the floor, Denis Correia, founder of DM. Click here to watch the video



EMISSIONS

605.25 tCO₂e

17.37 tCO₂e SCOPE 2

IMPACT THESIS

To promote financial inclusion by providing responsible credit to low-income people.

DM

To promote productive microcredit for microentrepreneurs.

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Felicidade, Inclusão,

EFFICOPAR

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DM

GROWTH

By offering different credit solutions (private label credit cards, a hybrid card, the DM Mastercard, the DM Personal Loan, the DM account and the DM app, among others) in 2023, DM increased its credit portfolio by 120 percent compared to the previous year, reaching R\$2.1 billion, expanding its contribution to the financial inclusion of the low-income population. DM provides educational guidance to customers on responsible credit use during the application process and throughout their relationship. This approach has helped simplify access to credit, leading the company to close 2023 with over 1.2 million proposals sent via WhatsApp and upwards of 1.8 million customers.

1.8 million CUSTOMERS IN 4,600 CITIES

Sim

1.2 million PROPOSALS SENT VIA WHATSAPP

80% OF CUSTOMERS FROM CLASSES D AND E



EXCELLENCE IN CUSTOMER

In 2023, for the fourth consecutive year, DM took part in the Reclame AQUI Awards,

which acknowledge companies that excel in

has placed a high priority on the quality of its relationship with consumers. For over a decade,

DM has consistently received top ratings on

only company in the financial sector to rank

among the top 20 in Brazil. This achievement

SUPPORT FOR THE COMMUNITY

The socioeconomic inclusion DM promotes

allies the granting of credit to awareness. In

2023, by means of the Conta Aí program and in partnership with City Halls, the company

provided financial education to children and adolescents in public schools. The storytelling

program, which relies on employees from the

Volunteer Program, is backed by six books

published by DM.

the Reclame AQUI platform, making it the

earned it the RA1000 seal of approval.

customer service, securing 3rd place in the rankings. Since its inception, the company

SERVICE

EFFICOPAR

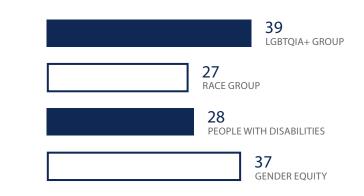
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DM

Through the Transbordamos Association, a non-profit organization dedicated to promoting the rights and dignity of the trans population in Brazil, DM positively impacted trans people in São José dos Campos (SP) by participating in campaigns aimed for the donation of personal hygiene items. Another donation campaign, conducted in partnership with the Dandara Center, was directed toward women who are victims of domestic violence.

Moreover, DM sponsored events, sports, and educational activities in the region, it donated to NGOs and hospitals, and promoted community development actions in São José dos Campos, an investment exceeding R\$1.5 million.

DM HAS FOUR AFFINITY GROUPS WITH 85 EMPLOYEES, INCLUDING ALLIES AND VOLUNTEERS:





DFRUT

EFFICOPAR

EFFICOPAR

ENHANCING THE EFFICIENCY OF BASIC SANITATION IN BRAZIL

Efficopar drives efficiency gains in the sanitation industry by offering engineering and technology services aimed at improving water distribution and sewage collection. Thus, the company helps combat waste and water resource contamination by providing services to water and sanitation operators, directly impacting the improvement of the population's quality of life. Established through the acquisition of Effico Saneamento, a company with over 18 years of experience in the industry, Efficopar provides services to the most important sanitation companies in Brazil, ranging from major state-owned companies to private entities.

Created in 2004, the company's portfolio includes services such as water loss control project management, hydraulic modeling and simulation with a focus on reducing losses, diagnosis of services in the sanitation commercial area, and acoustic leak detection.



PROFILE A+ A B+ B C+ C D VINCI IMPACT INDEX

B (2022) B (2023) VINCI IMPACT INDEX

3 Med Weither → ₩ 15 Eight F → ₩ 15 Eight F SDG

SANITATION EFFICIENCY SERVICES

SECTOR

RECIFE (PE)

HEAD OFFICE

OCTOBER 2022

INVESTMENT DATE

R\$55 MILLION

INVESTMENT VALUE



IMPACT THESIS

1. To expand access to water and basic sanitation.

To positively impact the environment, especially water resources, by reducing losses and contamination of city sanitation systems. Company from of the Northeast with little access to capital and expertise.





Janeiro.

Efficopar reduces waste and contributes to Brazil's water supply.

SUCCESSFUL ENTRY INTO THE RIO DE JANEIRO MARKET

The company currently holds approximately 40 contracts with both state-owned and private companies. One of them covers the project with Iguá Saneamento, a utility company that provides public water and sewage services in the state of Rio de Janeiro. The service began in 2022 and will impact 1.2 million people.

Efficopar was hired to provide the loss reduction service in the Barra da Tijuca and Jacarepaguá regions, in the capital city of Rio de Janeiro. This is an important and challenging project, which involves complex issues at both a technical and geographic (hilly regions) and a social level, as the area comprises around 100 favelas and urban communities. Securing this important project is part of a carefully planned and structured process with Vinci that aimed at enhancing the results and social impact of Efficopar's business.

GROWTH WITH QUALITY AND GOVERNANCE

In 2023, Efficopar invested heavily in the maturity of its processes. A restructuring process carried out in the second half of the year aimed to analyze existing contracts for potential risks. With Vinci's support, and based on a risk matrix, the company identified projects that were not meeting expectations, leading to the decision to discontinue them, a choice that impacted the company's revenue for the year. Nonetheless, the company posted a growth of 29 percent compared to 2022.

EFFICOPAR

This strategy is crucial for enhancing both the quality of the project portfolio and the processes for selecting new contracts and markets of interest. The initiative is expected to improve outcomes in both the short and medium term.



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IMPACTS OF CLIMATE CHANGE

As climate conditions worsen, projections indicate that several regions of Brazil will be more severely affected by drought and reduced rainfall. Water scarcity is directly linked to the availability of water in the affected regions. According to the IPCC (Intergovernmental Panel on Climate Change) report released in 2021, South America may experience a temperature increase greater than the global average, potentially intensifying extreme events such as droughts and floods. In Brazil, these projections are exacerbated by precarious and unequal access to water and basic sanitation, significantly impacting the quality of life and health, among other aspects of life, of the poorest and most underserved populations in vulnerable areas. Through its services, Efficopar aims to help ensure that more and better water reaches the population, and that sanitation systems move closer to universalization and maximum efficiency.

SUPPORT FOR THE COMMUNITY

In 2023, Efficopar was responsible for reducing more than 2.6 million cubic meters of water loss through services provided to Sabesp (São Paulo), Copasa (Minas Gerais), and Sanepar (Paraná), among others. This volume is equivalent to supplying four cities with 100,000 inhabitants each for one month.

Efficopar's social, economic, and environmental relevance is underscored by the water supply and sanitation scenario in Brazil. Data from the National Sanitation Information System (SNIS) for 2020 indicate that 84 percent of Brazilians had access to treated water supply services. However, this supply suffers losses of more than 40 percent by the time it reaches households. Regarding sanitary sewage, only 55 percent of the population had access to collection services, while 51 percent had some form of treatment.

Working to improve quality of life in Brazil **2.6 m³** VOLUME OF WATER RECLAIMED - EQUIVALENT TO THE SUPPLY OF 4 CITIES*/MONTH

EFFICOPAR

of 33.4 km³ VOLUME OF SEWER IDENTIFIED FOR REMOVAL AND TREATMENT

14 t REDUCTION OF BOD**

> *city with 100,000 inhabitants **Biochemical Oxygen Demand (BOD)



4 2023 INDICATORS

OESTE SAÚDE

Indicator	Measurement unit	2021	2022	2023
Total employees	No.	86	102	120
Total of female employees	No.	57	69	88
% of female employees	%	66.3%	68%	73.3%
Total of PWD employees	No.	0	0	3
% of PWD employees	%	0	0	2.5%
Total of employees over 60 years of age	No.	2	4	2
% of employees over 60 years of age	%	2.3%	3.9%	1.6%
Number of jobs created (since Vinci's entry in March/2021)	No.	19	16	18
Total salaries paid to workers in the year	R\$	2,542,083	3,891,485	5,392,224
Monthly average salaries paid to employees	R\$	2,463	3,179	3,745
Growth in total salaries paid to employees	%	15.3	53.1	38.6

Indicator	Measurement unit	2021	2022	2023
Turnover rate	%	6.1	4.6	3.8
Absenteeism rate	%	1.3	1.9	1.7
Work accidents	No.	0	1	2
Professional responsible for ESG	Yes/No	Yes	Yes	Yes
Gross revenue	R\$	61,547,517	72,066,876	80200162*
Net earnings	R\$	58,993,141	68,233,343	77298382*
# of elective appointments	No.	81,318	100,100	97,773
New business created	No.	2	1	1
New businesses created in low-income areas	No.	2	1	1
Number of beneficiaries in prevention programs	No.	80	206	206
KWh used from sources of renewable energy	KWh	0	93,353	93,077

* Values making reference to revenue until November/2023

ACTIVITIES TO SUPPORT COMMUNITY DEVELOPMENT

In 2023, Oeste supported communities by donating to the following institutions: Almofadas do Coração Group; Santa Filomena Home; Vila da Fraternidade; Abrigo Esperança; Social Solidarity Fund of Pirapuãzinho; Ribeirão Preto Blood Center; Pastor João Carlos Padilha State School, of Presidente Prudente; Action of Sisprime; Fissura Support Association; Lumen Et Fides, Alexandre Project, and the Christmas without Hunger Campaign organized by the Social Fund of Presidente Prudente. The actions conducted ranged from charity bingos and clothing donations to contributions to works and school material donations. Total value over the year added up to: R\$23,823.25



TRANSPOTECH

Indicator	Measurement unit	2021	2022	2023
Total employees	#	401	523	596
Total of female employees	#	76	115	130
% of female employees	%	18.9%	22%	21.8%
Total of PWD employees	#	6	12	15
% of PWD employees	%	1.5%	2.3%	2.5%
Total of employees over 60 years of age	#	3	5	4
% of employees over 60 years of age	%	0.7%	0.9%	0.7%
Number of jobs created (since Vinci's entry in August/2021)	#	10	122	73
Total salaries paid to workers in the year	R\$	14,898,798	17,815,347.	21,270,457
Monthly average salaries paid to employees	R\$	3,096	2,838	2,974
Growth in total salaries paid to employees	%	17.4%	19.6%	19.4%
Turnover rate	%	4.2%	4.4%	3.1%

Indicator	Measurement unit	2021	2022	2023
Absenteeism rate	%	2.8%	3.7%	2.04%
Work accidents	#	16	28	31
Professional responsible for ESG	Yes/No	Yes	Yes	Yes
Net earnings (in million)	R\$	107	174	204
Total number of forklifts	No.	1741	2289	2652
Number of electric forklifts	No.	1288	1607	1922
Number of gas forklifts	No.	513	682	730
% of electric forklifts	%	74%	70%	72%
Participants in the Women 4.0 project	No.	3	10	8

ACTIVITIES TO SUPPORT COMMUNITY DEVELOPMENT

Among other actions, the company sponsors:

Blumenau Parasports: Safira Sponsor of the Blumenau Parasports Program since 2018. Pescar Project organized by the Fritz Muller Foundation of Blumenau: Since 2020, the company has sponsored several young people from the Pescar Project, together with employees and the Fritz Müller Foundation. The project opened doors for young talents – three of the company's employees have already participated in the project. Through sponsorship, employees impart knowledge to young people and share their professional experience during meetings with participants.

Pomerode Zoo: TransporTech has been an "Animal Friendly Company" of the Pomerode Zoo since 2010.

Folkloric: Oktoberfest 2023 parade – support for the Folcorica Folklore Association.

Total sponsorship granted by the company: R\$78,300

VERDFRUT

Indicator	Measurement unit	2021	2022	2023
Total employees	#	680	799	855
Total of female employees	#	297	328	358
% of female employees	%	43.7%	41.1%	41.9%
Total of PWD employees	#	4	4	3
% of PWD employees	%	0.6%	0.5%	0.4%
Total of employees over 60 years of age	#	3	5	5
% of employees over 60 years of age	%	0.4%	0.6%	0.6%
Number of jobs created (since Vinci's entry in November/2021)	#	11	130	56
Total salaries paid to workers in the year	R\$	12,988,123	28,128,124	31,335,345
Monthly average salaries paid to employees	R\$	1,592	2,934	1,715
Growth in total salaries paid to employees	%	35.2%	116.6%	-41.5%
Turnover rate	%	3.9%		52.2%
Work accidents	#	N/D	N/D	9

Indicator	Measurement unit	2021	2022	2023
Professional responsible for ESG	Yes/No	Yes	Yes	Yes
Net earnings (in million)	R\$	156	204	232
Total employees from ethnic minority groups	#	54		114
% employees from ethnic minority groups	%	7.9%	0.0%	13.3%
Total of LGBTQIA+ employees	#	20	37	34
% of LGBTQIA+ employees	%	2.9%	4.6%	4.0%
Total of employees over 25 years of age	#	131	177	232
% of employees aged fewer than 25 years	%	19.3%	22.1%	27.1%
Total of employees on their first job	#	80	135	146
% of employees in their first job	%	11.8%	16.9%	17.1%
Net Promoting Score	NPS	88	67	65
% of small farmers in the value chain	%	26%	36%	41%

ACTIVITIES TO SUPPORT COMMUNITY DEVELOPMENT

In 2023, in partnership with organizations and support centers, Verdfrut implemented the Troco Solidário program, where customers could donate their change from purchases, raising a total of **R\$200,000** for local institutions that help people in need.



Indicator	Measurement unit	2021	2022	2023
Total employees	#	974	873	949
Total of female employees	#	692	574	597
% of female employees	%	71.0%	65.8%	62.9%
Total of PWD employees	#	33	38	34
% of PWD employees	%	3.4%	4.4%	3.6%
Total of employees over 60 years of age	#	4	3	5
% of employees over 60 years of age	%	0.4%	0.3%	0.5%
Number of jobs created (since Vinci's entry in April/2022)	#	NA	-74	284
Total salaries paid to workers in the year	R\$	32,792,849	41,903,312	43,886,272
Monthly average salaries paid to employees	R\$	3,229	4,132	4,040
Growth in total salaries paid to employees	%	36.9%	27.8%	4.7%
Turnover rate	%	4.7%	4.5%	4.6%
Work accidents	#	2	0	0
Professional responsible for ESG	Yes/No	Yes	Yes	Yes

Indicator	Measurement unit	2021	2022	2023
Net earnings (in million)	R\$	602,596,000	850,817,000	1,033,067,000
Total customers	#	1,630,612	1,585,606	2,549,897
Customers from classes D and E	#	1,291,445	1,255,800	1,969,644
% of customers from classes D and E	%	79.2%	79.2%	77.2%
Defaulting customers	#	1,366,504	1,434,888	2,013,809
% of defaulting customers	%	32.1%	30.3%	24.0%
Grievances received	#	2,609	3,071	3,279
Net Promoting Score	#	73.7	74.5	76.3
Customers with Financial Education	#	0	0	0
% of customers with Financial Education	%	0	0	0
Value of credit granted to small business entrepre- neurs	#	-	-	-
New business created	#	22	31	97
New businesses created in low-income areas	#	-	-	-
Waste Management	Selective collection from the building itself is used.			

ACTIVITIES TO SUPPORT COMMUNITY DEVELOPMENT

- 1. Sponsorships granted to events and sporting and educational activities. Value: **R\$809,000**
- 2. Donations made to hospitals and NGOs. Value: **R\$307,000**

 Other activities to encourage community development, the diversity program and reductions in carbon emissions. Value: R\$330,000

EFFICOPAR

Indicator	Measurement unit	2021*	2022*	2023*
Total employees	#	97	185	247
Total of female employees	#	26	31	68
% of female employees	%	26.8%	16.7%	27.5%
Total of PWD employees	#	0	0	0
% of PWD employees	%	0.0%	0.0%	0.0%
Total of employees over 60 years of age	#	3	1	4
% of employees over 60 years of age	%	3%	0.5%	1.6%
Number of jobs created (since Vinci's entry in October/2022)	#	0	84	146
Total salaries paid to workers in the year	R\$	2.5	4.9	8.7
Monthly average salaries paid to employees	R\$	2.2	2.2	4.8
Growth in total salaries paid to employees	%	N/A	89.0%	56.3%
Turnover rate	%	3%	3%	11.4%
Work accidents	#	3	3	5
Professional responsible for ESG	Yes/No	No	No	Yes
Net earnings (in million)	R\$	39	80	67.1

Water Management IndicatorsImage: Second second

* Consolidated results of the companies Effico, Techno, Lessloss, and Efficopar

ACTIVITIES TO SUPPORT COMMUNITY DEVELOPMENT

Women in Action Project: Empowering 40 women to confront different forms of violence, thereby enhancing their ability to exercise their rights in society. Action carried out in partnership with Cufa (Central Única de Favelas) and the Center for Integration and Citizenship of the Government of the State of São Paulo. Action: Conducting of workshops on health, aesthetics, employability and entrepreneurship.

Casa Zero Sponsorship Project: Social Center for Culture and Civic Responsibility that operates in the community of Pilar, in Recife (PE). Casa Zero develops programs related to income generation, to educational development, and to the promotion of culture and of various areas of knowledge. The company participates in the project by sponsoring the space.



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Gestão de Recursos

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ENGLISH TRANSLATION

Darrell Champlin

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