

EARNINGS RELEASE 2Q20



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BRASIL
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OTCQX

Localiza

Dear Investors,

The second quarter of 2020 brought unprecedented challenges to society. The pandemic restricted mobility, directly impacting our business. Even during this period, we have not given up being protagonists and making our choices towards a better path, generating value for all our stakeholders.

Our teams, that inspire and transform, have been challenged and proved to be even more creative, agile and open to changes. Thanks to a solid culture, based on values and principles that take place in the daily routine of employees, we have maintained effective management and extraordinary results in the current context, that bring us perspectives of a resumption of our growth trajectory.

We took care of our team, our customers and operations. Among several initiatives, we have reinvented how to serve, so that the customer could perceive the smile behind the masks and acrylic walls. We also reinforced the car hygiene measures to ensure everyone's safety. Even during this difficult moment, we maintained NPS at high levels.

In addition, we took care of our partners and of the community around us. Reinforcing our role as a company committed to citizenship, we compromise to contribute with R\$10 million in initiatives to support the healthcare system, with hospital infrastructure and equipment, in actions with the most impacted small and medium businesses and also with more vulnerable citizens.

Given the context of restricted mobility, our results were impacted, but on a smaller scale than one could imagine.

The **Car Rental** division had its average rented fleet reduced by 8.0%, from 117 thousand cars in 2Q19 to around 108 thousand cars in 2Q20. The average rental rate also decreased due to extraordinary discounts and a change in the segment mix, resulting in a 30.2% lower net revenue compared to 2Q19. **Seminovos** was strongly impacted by mobility restriction measures and the temporary closing of all stores during most of April. In the quarter, 19,736 cars were sold, down 40.4% over the same period last year. On the other hand, the **Fleet Rental** division proved to be resilient in the crisis, presenting a growth of more than 14% in rented fleet volume, compared to the same quarter of the previous year.

After the initial impact of the social distance measures in April, we resumed activities at most of our branches and stores. Today, of the 529 **Car Rental** branches in Brazil, 393 are open and of the 125 **Seminovos'** stores, 124 are operating.

In May, we reversed the downward trend in volumes in the **Car Rental** division and by the end of June we returned to the level of 120 thousand rented cars, the same level as in June 2019. In addition, the average rental rate per segment had a relevant recovery throughout the quarter. In **Seminovos** we also saw a recovery in sales volumes month after month, with more than 11 thousand cars sold in June, reinforcing our perception that we are gradually returning business to normality.

From a financial point of view, we revisited our cost and expense matrix and made an effort to adjust our operations to the new reality. We had to make difficult decisions, but we are sure that our agility and human approach with which we are dealing with the challenges has further strengthened our culture. We were fast with the cash reinforcement measures and fulfilled all our commitments to suppliers, closing the quarter with approximately R\$3.0 billion in cash and approximately R\$500 million in payables to OEMs. In addition, we were protagonists in the creation of a debenture repurchase program, having already generated results within this quarter.

We reprioritized investments, emphasizing the development of the customer experience, new products and mobility solutions, opening new avenues of growth, always with the intensive use of data and technologies. We are increasingly a digital Company. Looking ahead, we remain optimistic about the future and investing in our team and the skills necessary for a new mobility context.

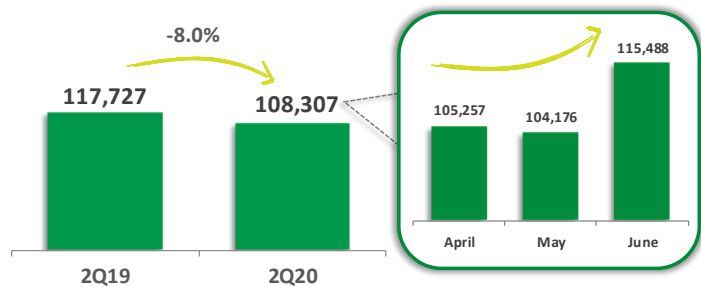
We also had a significant change in our Board with the departure of Director José Galló, after 10 years of history with us, and the entry of Director Irlau Machado. Galló leaves an important legacy for our Board and Company. We are excited about Irlau's entry and with the experience and skills he will bring.

We reinforce our commitment to the theme of sustainability, present for years in our strategic intentions, that has gained new fronts. From the materiality matrix, we have matured and advanced in initiatives with key indicators. In this quarter, we published the third sustainability report, based on the best practices of the Global Reporting Initiative (GRI), with significant advances in the environmental, social and governance pillars. We are aware of the challenges and that we have a lot to evolve, but confident that we are on the right path.

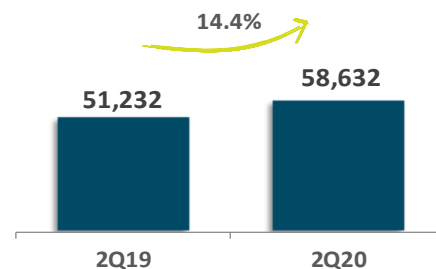
We will continue to lead the main movements through innovative solutions; generating value for our entire business platform, cultivating long-term relationships and being exemplary at leaving a legacy in promoting a more just and responsible society.

2Q20 OPERATING HIGHLIGHT

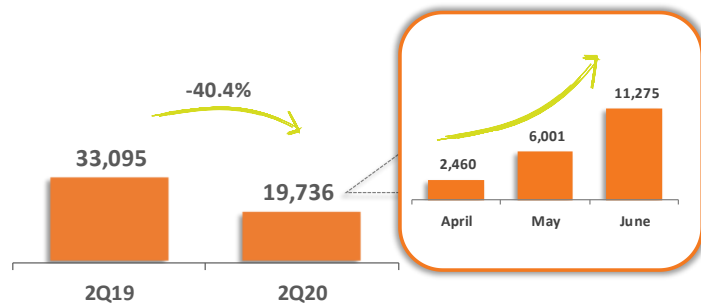
Average rented fleet – Car Rental



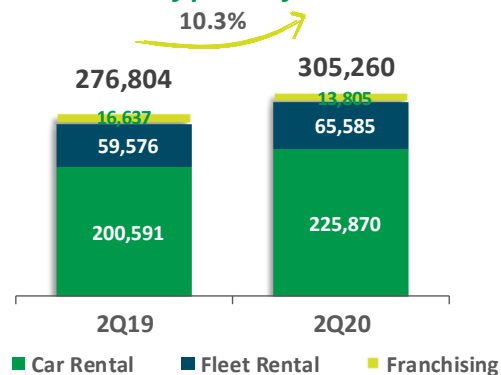
Average rented fleet – Fleet Rental



Cars sold

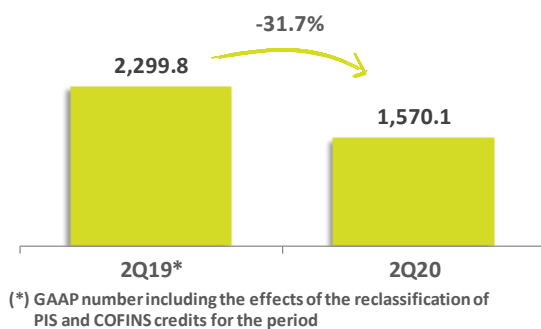


End of period fleet

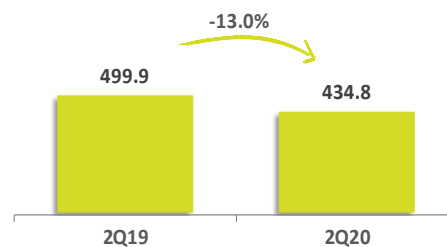


2Q20 FINANCIAL HIGHLIGHT

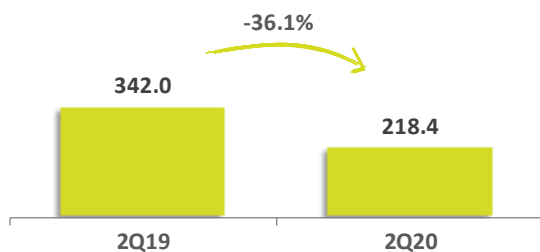
Net revenues (R\$ millions)



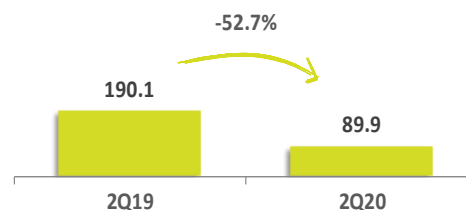
EBITDA (R\$ millions)



EBIT (R\$ millions)

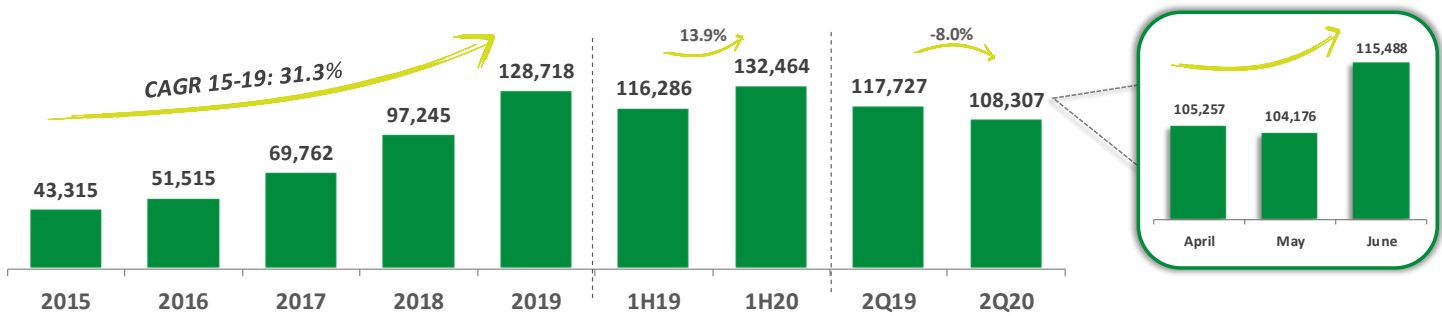


Net Income (R\$ millions)

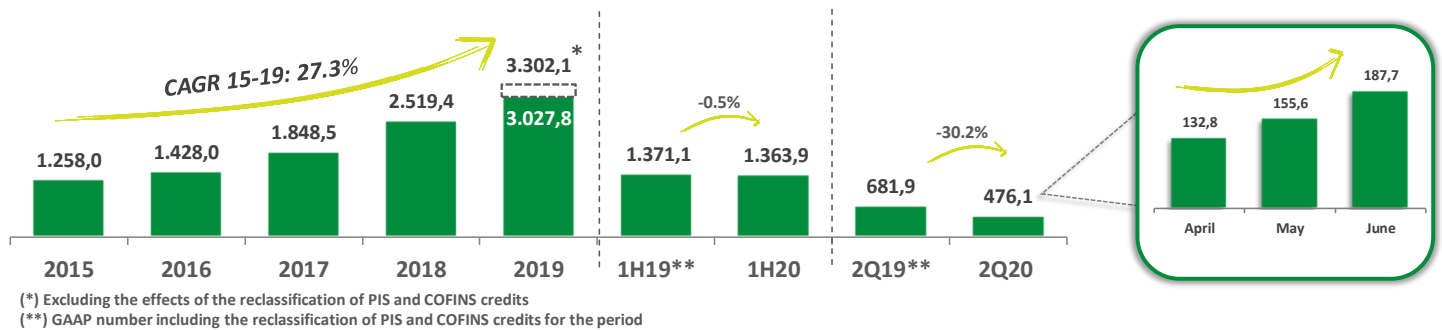


1 - Rent a Car

Average rented fleet



Net revenues (R\$ million)

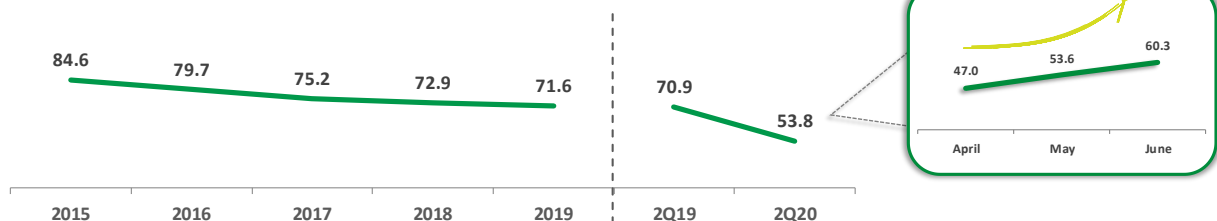


In 2Q20, the **Car Rental** division's average rented fleet decreased 8.0% versus 2Q19. In the same period, net revenues reduced 30.2% mainly due to the 24.0% decrease in the average rental rate, as result of the additional discounts and mix changes.

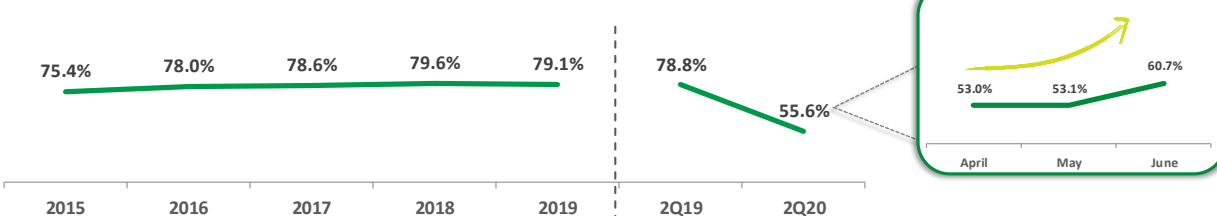
In 1H20, there was an increase of 13.9% in the average fleet and a decrease of 0.5% in the revenue of this division, due to the 13.1% decrease in the average rental rate.

After the initial impacts of mobility restrictions, which resulted in tariff reductions in the most affected segments, we started in May to gradually reduce discount levels. In comparison with April, June showed growth of 9.7% in the average rented fleet, 28.3% in average tariffs and 7.7 percentage points in the utilization rate.

Average rental rate (in R\$)

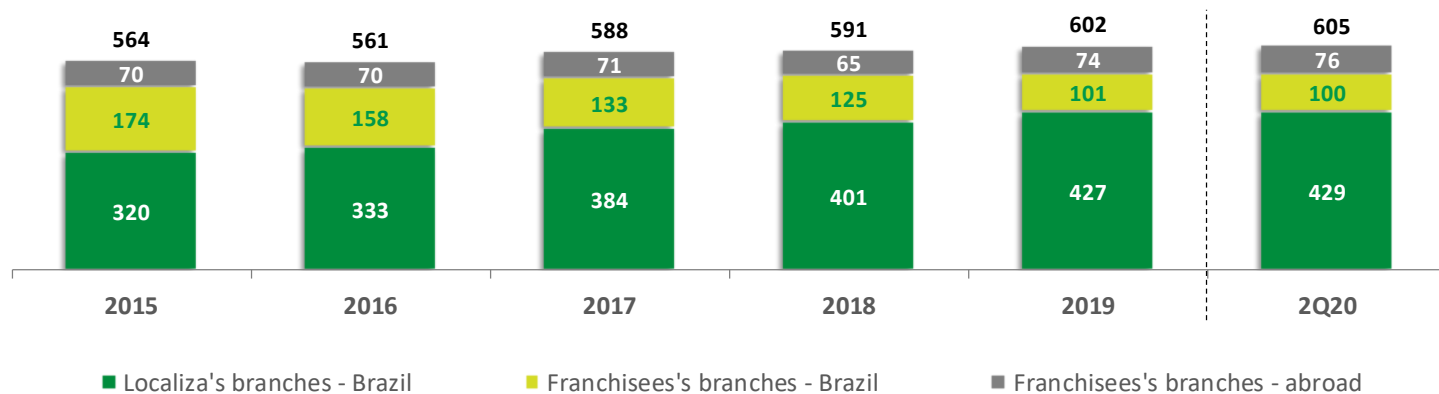


Utilization rate (%)



1.1 - Distribution network

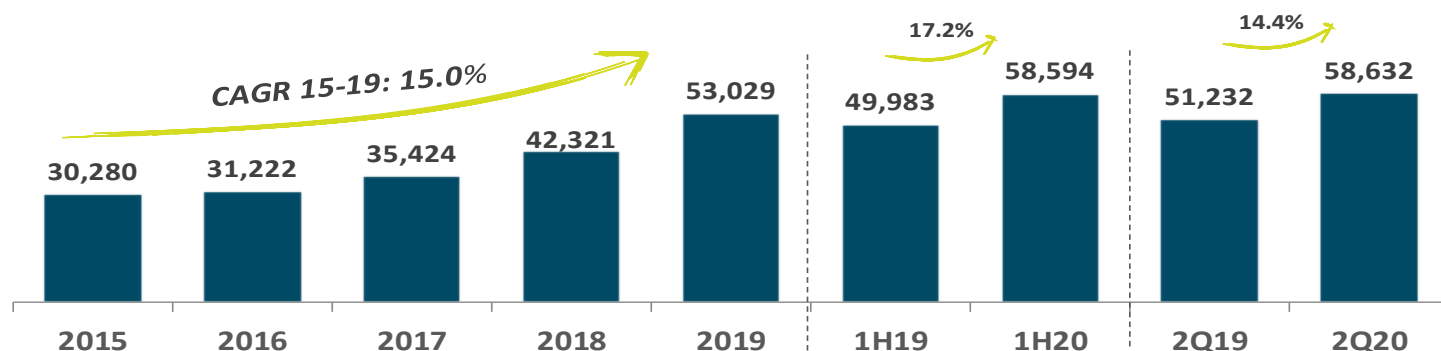
Number of car rental locations - Brazil and abroad



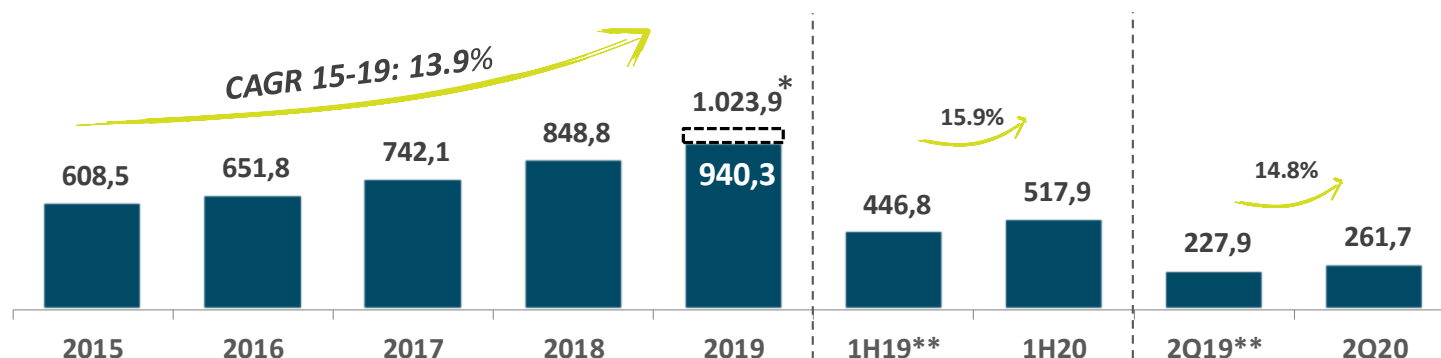
Localiza closed the first half of 2020 with 605 rental locations, being 529 in Brazil and 76 in 5 other South American countries.

2 – Fleet Rental

Average rented fleet



Net revenues (R\$ million)



(*) Excluding the effects of the reclassification of PIS and COFINS credits

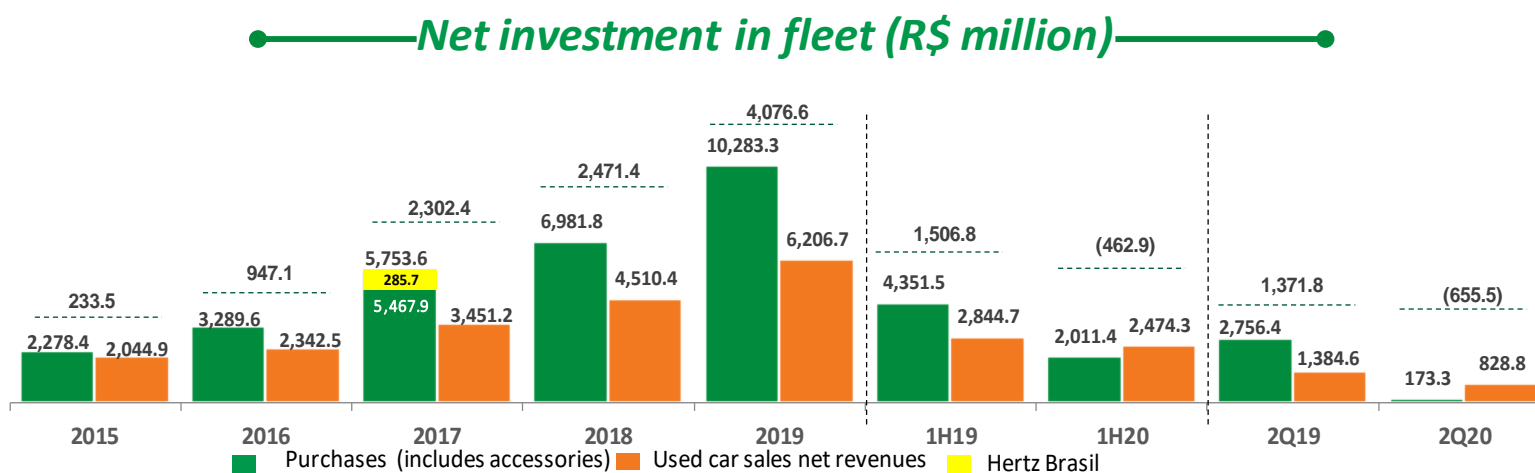
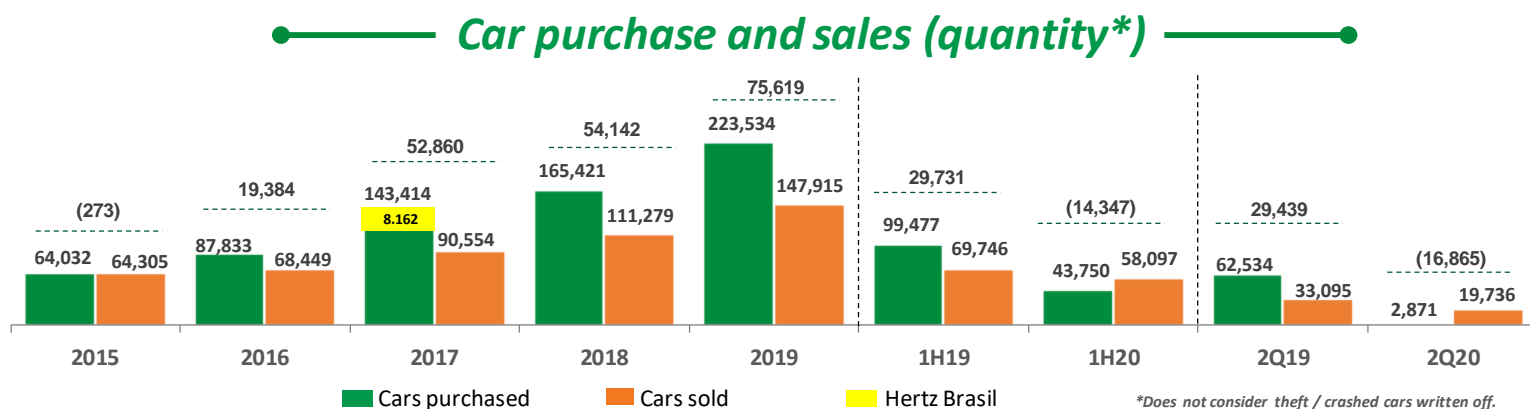
(**) GAAP number including the reclassification of PIS and COFINS credits for the period

In 2Q20, the **Fleet Rental** division registered a 14.4% increase in the average rented fleet and 14.8% in net revenues, compared to the same period of the prior year, with the average rental rate practically stable YoY. In 1H20, there was an increase of 17.2% in the average rented fleet and 15.9% in the revenue of this division.

As we mentioned in the last earnings release, the **Fleet Rental** division proved to be resilient to the crisis. We had a reduction in the entry of new contracts during the months of April and May, but in June we already saw a resumption of negotiations.

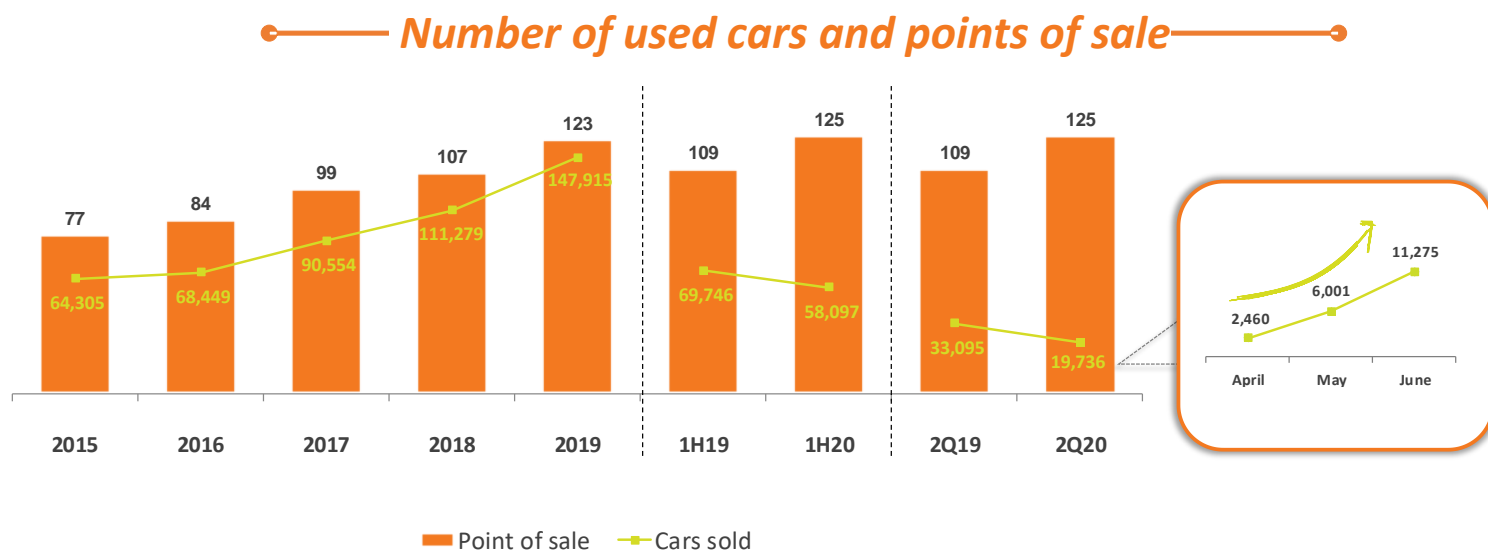
3 - Fleet

3.1 – Net investment in the fleet



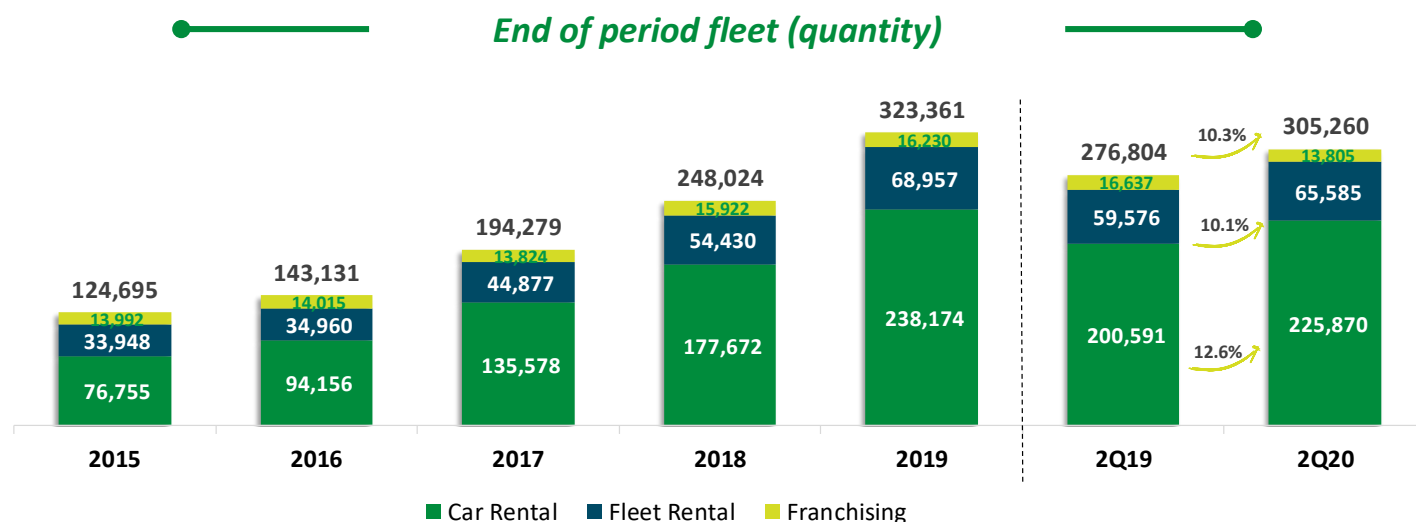
Due to the drop in volumes in the **Car Rental** division and as a mean to adjust the utilization rate of the fleet, we reduced the level of car purchases and kept the sale respecting the restrictions of operations in each city. 19,736 cars were sold, and 2,871 cars were purchased in 2Q20, resulting in a reduction of 16,865 cars in the fleet and a cash generation, before the change in supplier payables balance, of R\$655.5 million.

4 – Seminovos – Number of points of sale



The month of April was impacted by the temporary closing of all **Seminovos** stores at the end of March. With the gradual reopening of stores, sales volumes recovered significantly. In 2Q20, we made some adjustments to our network and ended June with 125 **Seminovos** stores in 86 cities in Brazil.

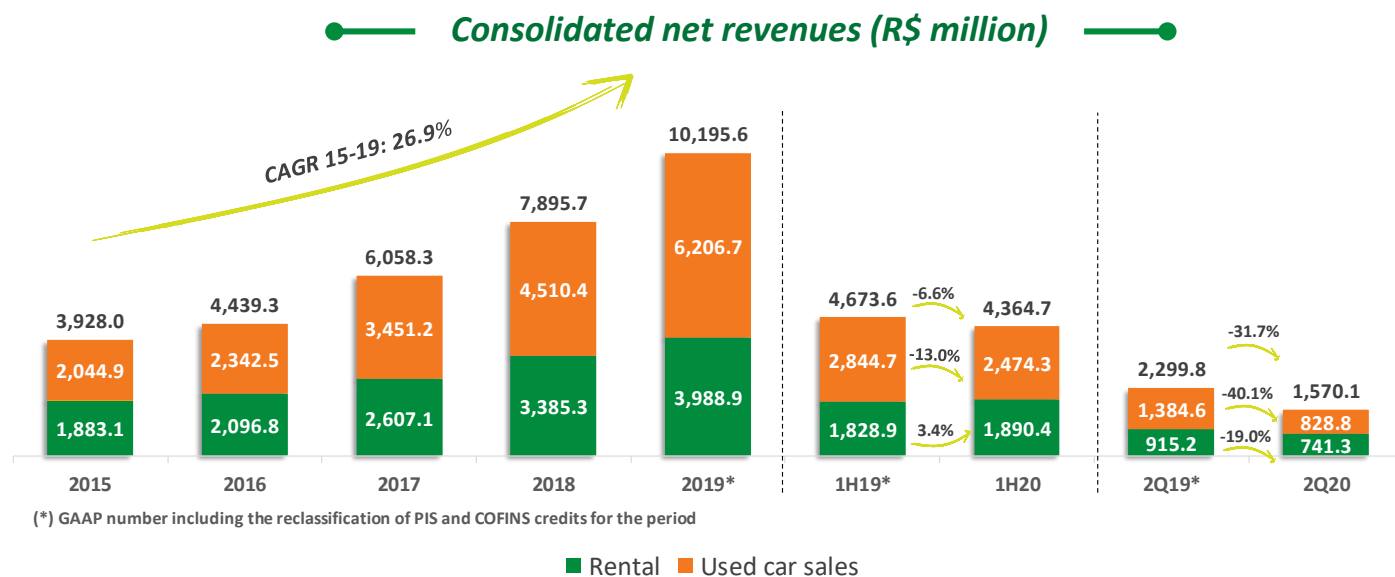
5 – End of period fleet



Localiza System (including franchisees) has 305,260 cars, representing an increase of 10.3% over the same period the previous year and a 5.6% reduction compared to the end of 2019.

The fleet will be adjusted according to the rental demand and the pace of car sales, as a mean to optimize capital allocation.

6 – Net revenues - consolidated

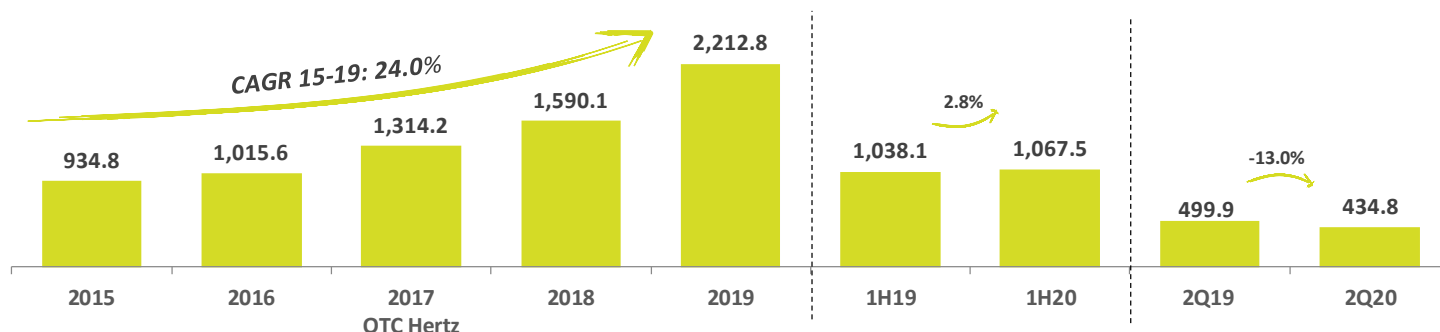


In 2Q20, consolidated net revenues decreased 31.7% compared to 2Q19. Net rental revenues decreased 19.0%, with a 30.2% reduction in the **Car Rental** division and a 14.8% growth in the **Fleet Rental** division. **Seminovos** net revenues in 2Q20 decreased 40.1%, compared to the same period last year, due to a 40.4% decrease in the volumes of cars sold.

In 1H20, consolidated net revenues decreased 6.6% when compared to 1H19. Net rental revenues increased by 3.4%, with a 0.5% decrease in the **Car Rental** division and a 15.9% increase in the **Fleet Rental** division. **Seminovos** net revenues in 1H20 decreased 13.0% when compared to the same period of the previous year, with a 16.7% reduction in the volumes of cars sold.

7 - EBITDA

Consolidated EBITDA (R\$ million)



EBITDA margin:

Activities	2015	2016	2017*	2018	2019**	1H19**	1H20	2Q19**	2Q20
Car Rental	31.8%	32.3%	34.9%	35.9%	45.5%	46.4%	49.7%	43.9%	53.2%
Fleet Rental	62.2%	64.5%	61.9%	64.0%	67.7%	68.8%	75.9%	65.2%	81.4%
Rental Consolidated	41.7%	42.3%	42.6%	43.0%	50.9%	52.0%	56.9%	49.3%	63.1%
Used Car Sales	7.3%	5.5%	5.9%	3.0%	3.0%	3.1%	-0.3%	3.5%	-4.0%

(*) 2017 adjusted by the one-time costs incurred (OTC) - Hertz Brasil acquisition and Franchisees incorporation

(**) EBITDA margin calculated based on the GAAP number including the reclassification of PIS and COFINS credits for the period, in the Car Rental and Fleet Rental divisions

In 2Q20, consolidated EBITDA totaled R\$434.8 million, 13.0% lower than the same period of the previous year.

In this quarter, the Company reversed the provision related to the difference in PIS and COFINS credits on depreciation, in the regime of 1/48 versus 1/60, which had been booked since 2017, in the amount of R\$126.3 million. This reversal considers the change in the scenario of the law suits in which the Company is a party, with the second ruling favorable to the right to appropriate PIS and COFINS credits related to the depreciation of its vehicles available for rental, at the annual rate of 25%.

On the other hand, EBITDA in the quarter was impacted by extraordinary costs resulting from the technology incident, staff adjustment and donations to support the pandemic, which totaled approximately R\$38.9 million.

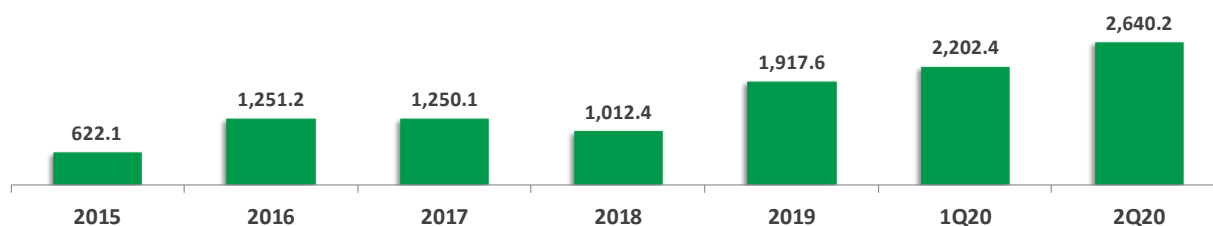
In the **Car Rental** division, the EBITDA margin was 53.2% in 2Q20, an increase of 9.3p.p. compared to 2Q19, impacted by the reversal of the provision for PIS and COFINS credits in the amount of R\$103.4 million.

In the **Fleet Rental** division, the EBITDA margin was 81.4% in 2Q20, an increase of 16.2 pp. when compared to 2Q19, impacted by the reversal of the provision for PIS and COFINS in the amount of R\$22.9 million.

Seminovos EBITDA margin was -4.0% in 2Q20, impacted by the drop in sales and the consequent non-dilution of fixed costs, in addition to the extraordinary costs with the staff adjustment. The margins recovered throughout the quarter, from -21.5% in April to -7.6% in May, reaching 1.5% in June.

8 - Depreciation

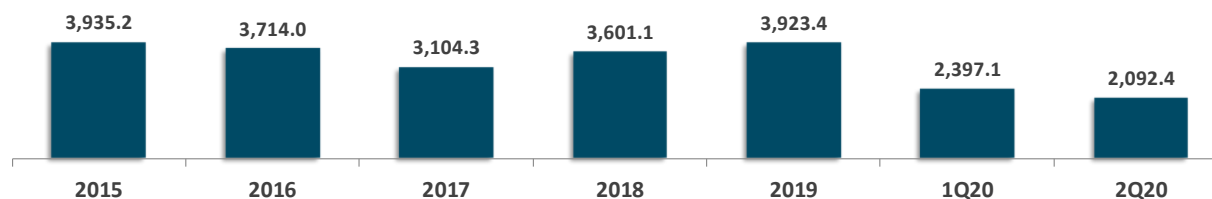
8.1 – Average annualized depreciation per car (R\$) - Rent a Car



Depreciation is calculated by the difference between the purchase price of the car and the estimated selling price at the end of its useful life, net of estimated costs and expenses to sell.

In 2Q20, the Company observed stability in the prices of cars sold, however, given the temporary closure of stores and the reduction in sales volumes, the expenses with the **Seminovos** operation increased in percentage terms compared to the sale price. Considering the effects of the pandemic and the gradual resumption of sales volumes, the Company revisited the assumption of estimated sales costs and expenses until the end of the year, which resulted in an increase in depreciation compared to 1Q20.

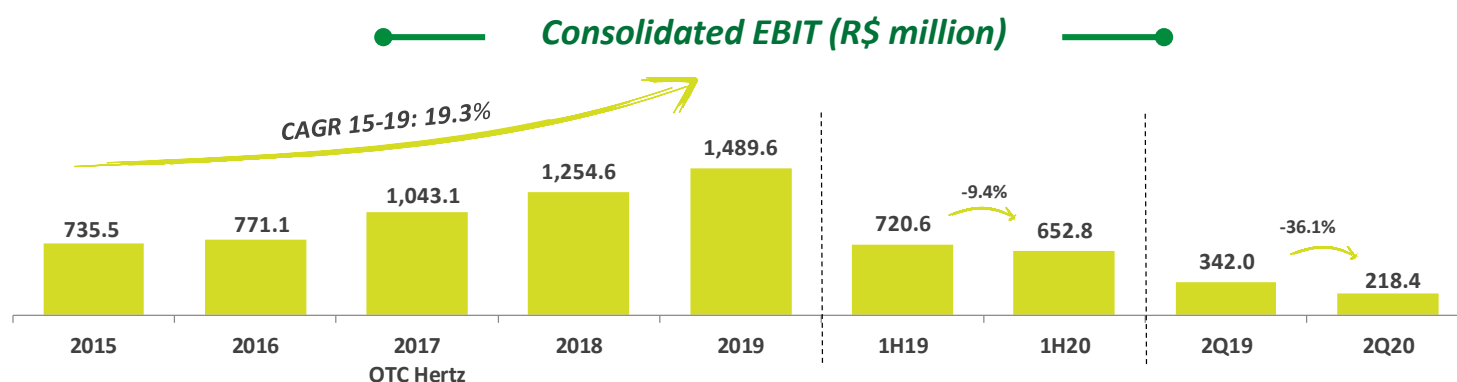
8.2 – Average annualized depreciation per car (R\$) - Fleet Rental



In the **Fleet Rental** division, the average depreciation per car in 2Q20 was R\$2,092.4. We remind you that since last quarter we have changed the depreciation method from SOYD to linear. In the transition period, the average depreciation is benefited due to the cars that were already 100% depreciated before the end of their operational life and the entry of new cars with lower depreciation in the first year, compared to the SOYD method⁽¹⁾.

⁽¹⁾ SOYD: Sum-of-the-Years'-Digits – method of calculating depreciation by adding the sum of the years' digits.

9 - EBIT



EBIT margins include used car sales results, but is calculated over the rental revenues:

	2015	2016	2017*	2018	2019**	1H19**	1H20	2Q19 **	2Q20
Car Rental	34.3%	30.2%	35.5%	33.2%	33.6%	36.2%	23.2%	34.3%	8.4%
Fleet Rental	48.9%	51.2%	51.4%	48.6%	49.1%	49.0%	64.3%	46.4%	67.9%
Consolidated	39.1%	36.8%	40.0%	37.1%	37.3%	39.4%	34.5%	37.4%	29.5%

(*) 2017 adjusted by the one-time costs (OTC) incurred - Hertz Brasil acquisition and Franchisees incorporation

(**) EBIT margin calculated based on the GAAP number including the reclassification of PIS and COFINS credits for the period

Consolidated EBIT in 2Q20 totaled R\$218.4 million, representing a decrease of 36.1% compared to 2Q19.

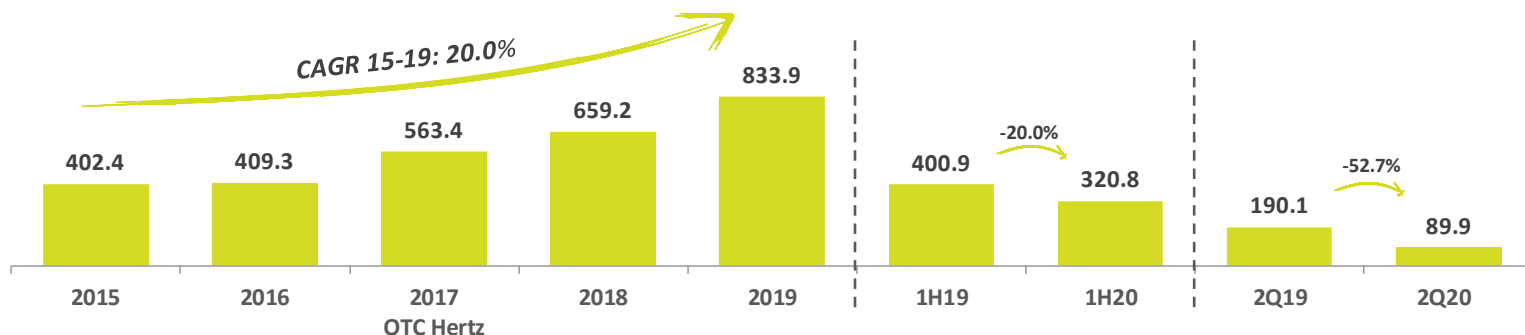
In 2Q20, the EBIT margin of the **Car Rental** division, was 8.4%, representing a reduction of 25.9p.p. compared to 2Q19, reflecting the aforementioned effects of lower revenue, leading to a loss of scale and an increase in depreciation.

In the **Fleet Rental** division, the EBIT margin totaled 67.9%, an increase of 21.5p.p. compared to 2Q19. The improvement in the margin in this division is due to the increase in EBITDA and the drop in the average depreciation per car, as a result of the change in the depreciation method from SOYD⁽¹⁾ to straight-line.

⁽¹⁾ SOYD: Sum-of-the-Years'-Digits – method of calculating depreciation by adding the sum of the years' digits.

10 - Consolidated net income

Consolidated net income (R\$ million)



Reconciliation EBITDA x Net income	2015	2016	2017*	2018	2019	1H19	1H20	Var. R\$	Var. %	2Q19	2Q20	Var. R\$	Var. %
Consolidated EBITDA	934.8	1,015.6	1,314.2	1,590.1	2,212.8	1,038.1	1,067.5	29.4	2.8%	499.9	434.8	(65.1)	-13.0%
Cars depreciation	(163.6)	(206.3)	(232.0)	(291.6)	(551.5)	(235.1)	(320.7)	(85.6)	36.4%	(118.0)	(167.5)	(49.5)	41.9%
Other property depreciation and amortization	(35.7)	(38.2)	(39.1)	(43.9)	(171.7)	(82.4)	(94.0)	(11.6)	14.1%	(39.9)	(48.9)	(9.0)	22.6%
EBIT	735.5	771.1	1,043.1	1,254.6	1,489.6	720.6	652.8	(67.8)	-9.4%	342.0	218.4	(123.6)	-36.1%
Financial expenses, net	(202.7)	(243.5)	(315.0)	(368.9)	(409.8)	(203.0)	(254.9)	(51.9)	25.6%	(97.9)	(127.3)	(29.4)	30.0%
Income tax and social contribution	(130.4)	(118.3)	(164.7)	(226.5)	(245.9)	(116.7)	(77.1)	39.6	-33.9%	(54.0)	(1.2)	52.8	-97.8%
Net income of the period	402.4	409.3	563.4	659.2	833.9	400.9	320.8	(80.1)	-20.0%	190.1	89.9	(100.2)	-52.7%

(*) 2017 adjusted by the one-time costs incurred - Hertz Brasil acquisition and Franchisees incorporation

Net income in 2Q20 was R\$89.9 million, representing a decrease of 52.7% over 2Q19, as a result of:

(-) R\$65.1 million decrease in EBITDA;

(-) R\$58.5 million increase in depreciation;

(-) R\$29.4 million higher net financial expenses, mainly due to the increase in the average balance of net debt in the quarter, partially offset by the lower interest rate; and

(+) R\$52.8 million reduction in income tax and social contribution.

The composition of net income by rental and sales is shown below:

	2015	2016	2017*	2018	2019	1H19	1H20	2Q19	2Q20
Car Rental + franchising	292.5	346.5	483.5	642.0	959.5	444.2	446.9	212.4	146.9
Fleet Rental	285.7	325.8	351.0	401.4	489.8	237.8	263.9	115.5	122.6
Used Car Sales	(175.8)	(263.0)	(271.1)	(384.2)	(615.4)	(281.1)	(390.0)	(137.8)	(179.6)
Consolidated	402.4	409.3	563.4	659.2	833.9	400.9	320.8	190.1	89.9

(*) 2017 adjusted by the one-time costs incurred – Hertz Brasil acquisition and Franchises in incorporation.

11 – Free cash flow (FCF)

Free cash flow - R\$ million		2015	2016	2017	2018	2019	1H20
Operations	EBITDA	934,8	1.015,7	1.314,2*	1.590,1	2.212,8	1.067,5
	Used car sale revenue, net from taxes	(2.044,9)	(2.342,6)	(3.451,2)	(4.510,4)	(6.206,7)	(2.474,3)
	Depreciated cost of cars sold	1.769,1	2.102,5	3.106,6	4.198,5	5.863,6	2.369,5
	(-) Income tax and social contribution	(110,7)	(93,3)	(108,3)	(131,2)	(146,1)	(112,3)
	Change in working capital	(30,0)	(40,8)	(47,9)	(117,4)	(268,9)	(129,2)
Cash generated by rental operations		518,3	641,5	813,4	1.029,6	1.454,7	721,2
Capex - renewal	Used car sale revenue, net from taxes – fleet renewal	2.036,3	2.342,6	3.451,2	4.510,4	6.206,7	1.863,0
	Fleet renewal investment	(2.278,4)	(2.563,6)	(3.660,9)	(4.696,7)	(6.804,6)	(2.011,4)
	Change in accounts payable to car suppliers for fleet renewal	(25,4)	219,8	227,6	250,1	468,7	(1.088,8)
	Net investment for fleet renewal	(267,5)	(1,2)	17,9	63,8	(129,2)	(1.237,2)
Fleet renewal – quantity		64.032	68.449	90.554	111.279	147.915	43.750
Investment, property and intangible		(29,7)	(40,9)	(28,8)	(42,8)	(70,0)	(42,7)
Free cash flow from operations, before growth		221,1	599,4	802,5	1.050,6	1.255,5	(558,7)
Capex - Growth	(Investment) / Divestment in cars for fleet growth	8,6	(726,0)	(1.807,0)	(2.285,1)	(3.478,7)	611,3
	Change in accounts payable to car suppliers for fleet growth	(23,9)	26,8	168,7	509,4	23,6	(943,4)
	Acquisition of Hertz and franchisees (fleet value)	-	-	(285,7)	-	(105,5)	-
	Net investment for fleet growth	(15,3)	(699,2)	(1.924,0)	(1.775,7)	(3.560,6)	(332,1)
	Fleet increase / (reduction) – quantity	(273)	19.384	52.860	54.142	75.619	(14.347)
Free cash flow after growth		205,8	(99,8)	(1.121,5)	(725,1)	(2.305,0)	(890,8)
Capex - non-recurring	Acquisitions and franchisees acquisition- except fleet value	-	-	(121,5)	-	(18,2)	(7,9)
	New headquarters construction and furniture	(30,7)	(85,7)	(146,2)	-	-	-
Free cash generated before the cash effects of discounts and anticipation of payables to suppliers		175,1	(185,5)	(1.389,2)	(725,1)	(2.323,2)	(898,7)
Cash effects of receivables and anticipation of payables to suppliers (**)		(71,9)	98,0	88,3	(113,2)	(131,8)	342,7
Free cash flow before interest		103,2	(87,5)	(1.300,9)	(838,3)	(2.455,0)	(556,0)

In the free cash flow, short-term financial assets were considered as cash.

(*) 2017 adjusted by one-time costs incurred - Hertz Brasil acquisition and franchisees incorporation.

(**) Discount of credit card receivables and anticipation of accounts payable were demonstrated in a different line so that the Free Cash Flow From Operations considered only the contractual terms, reflecting the Company's operation.

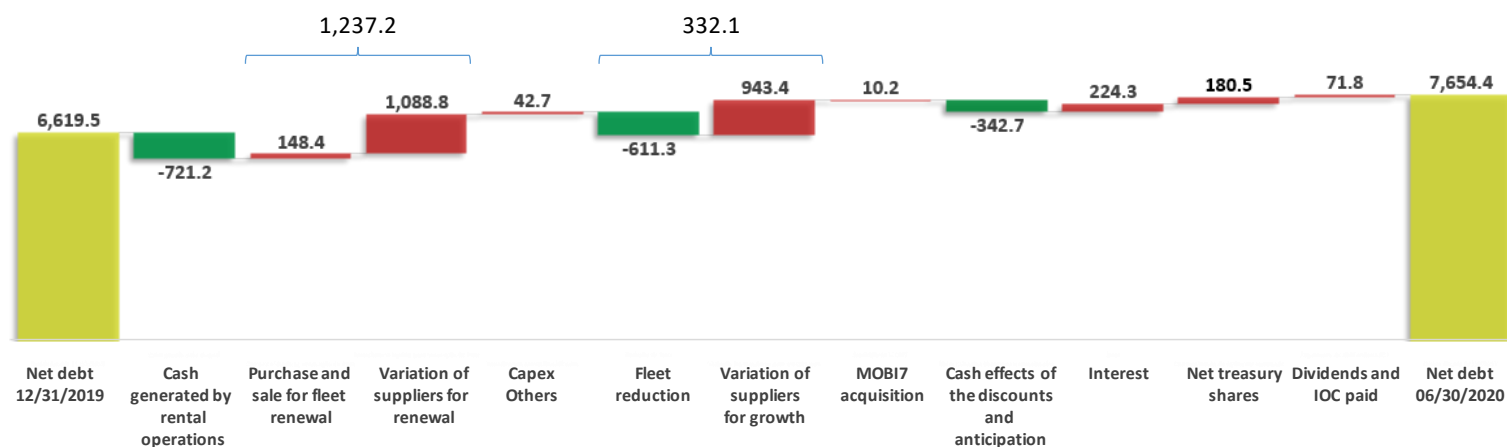
In 1H20, the Company consumed R\$558.7 million in cash before growth, due to the reduction of the suppliers account for fleet renewal by R\$1,088.8 million.

Despite the reduction of the fleet by 14,347 cars, there was a consumption of R\$332.1 million for growth, due to the payment for purchases made in previous quarters.

The automakers account payable, which ended 2019 with a balance of R\$2,407.5 million, presented in 2Q20 a balance of R\$525.8 million.

12 – Net debt

12.1 – Change in net debt – R\$ million

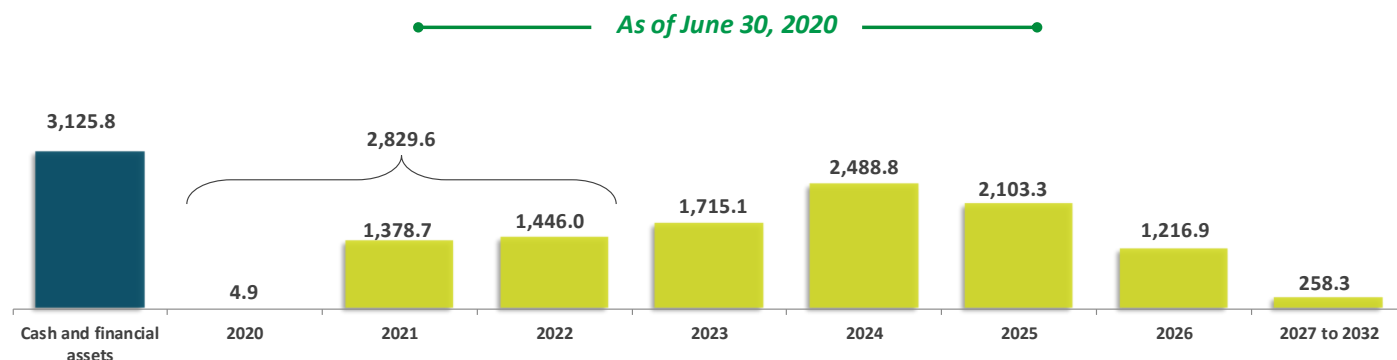


On 06/30/2020, net debt totaled R\$7.7 billion, an increase of 15.6%, or R\$1.0 billion, due to the movements previously explained.

12.2 – Debt maturity profile – R\$ million

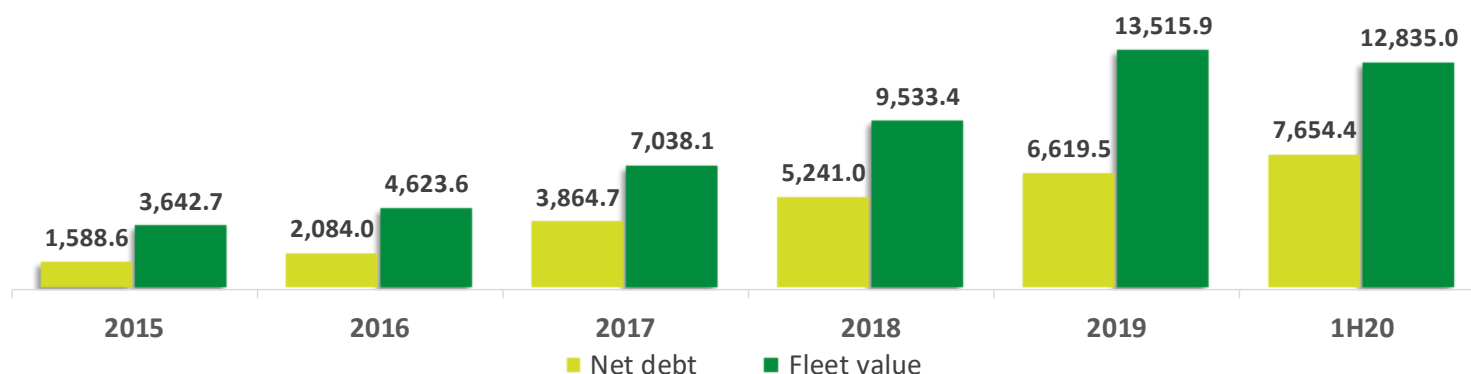
Debt	Issuance	Contract rate	2020	2021	2022	2023	2024	2025 to 2032	Total
Debentures 11th Issuance	12/12/2016	111.50% CDI	-	-	487.5	-	-	-	487.5
Debentures 12th Issuance	5/15/2017	107.25% CDI	-	-	-	-	700.0	-	700.0
Debentures 13th Issuance - 1st serie	12/15/2017	109.35% CDI	-	-	434.5	434.5	-	-	869.0
Debentures 13th Issuance - 2nd serie	12/15/2017	111.30% CDI	-	-	-	-	108.1	108.1	216.2
Debentures 14th Issuance - 1st serie	9/18/2018	107.90% CDI	-	-	-	-	200.0	-	200.0
Debentures 14th Issuance - 2nd serie	9/18/2018	112.32% CDI	-	-	-	-	174.1	548.1	722.2
Debentures 15th Issuance	4/15/2019	107.25% CDI	-	-	-	-	-	968.9	968.9
Debentures 16th Issuance	11/29/2019	CDI + 1.05%	-	-	-	-	333.3	666.7	1,000.0
Debentures 5th Issuance of Localiza Fleet	7/31/2018	112.00% CDI	-	-	-	-	-	300.0	300.0
Debentures 6th Issuance of Localiza Fleet	12/21/2018	110.40% CDI	-	-	-	-	400.0	-	400.0
Debentures 7th Issuance of Localiza Fleet	7/29/2019	109.00% CDI	-	-	-	100.0	100.0	100.0	300.0
Debentures 8th Issuance of Localiza Fleet	2/12/2020	CDI + 1.00%	-	-	-	333.3	333.3	333.3	999.9
Promissory Notes - 7th Issuance	9/24/2019	108.00% CDI	-	500.0	-	-	-	-	500.0
Foreign currency loan with swap	-	Several	-	773.1	215.0	465.0	-	250.0	1,703.1
Real State Receivables Certificate (CRI)	2/26/2018	99.00% CDI	4.3	5.6	9.0	12.3	15.0	303.5	349.7
Working Capital / Others	-	Several	0.6	100.0	300.0	370.0	125.0	-	895.6
Interest accrued	-	-	168.1	-	-	-	-	-	168.1
Cash and cash equivalents on 06/30/2020	-	-	(3,125.8)	-	-	-	-	-	(3,125.8)
Net debt	-	-	(2,952.8)	1,378.7	1,446.0	1,715.1	2,488.8	3,578.6	7,654.4

12.3 – Debt profile – R\$ million



The Company ended 1H20 with a strong cash position of R\$3,125.8 million.

12.4 – Debt ratios – R\$ million

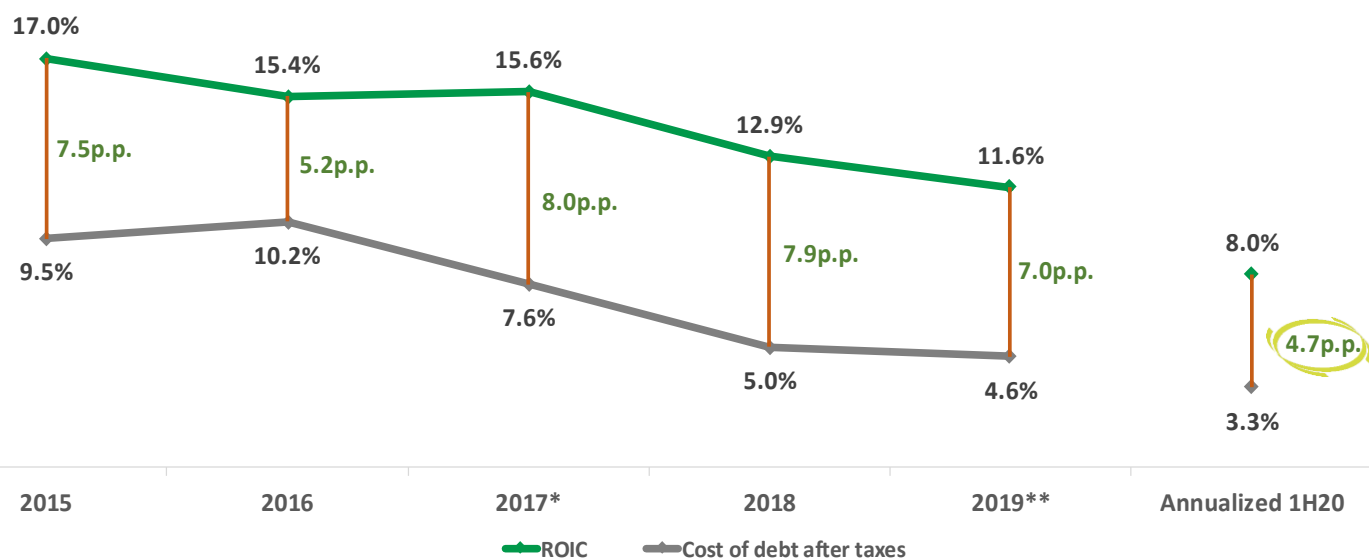


BALANCE AT THE END OF PERIOD	2015	2016	2017	2018	2019	1H20
Net debt / Fleet value	44%	45%	55%	55%	49%	60%
Net debt / annualized EBITDA	1.7x	2.1x	2.9x	3.3x	3.0x	3.6x
Net debt / Equity	0.8x	0.9x	1.5x	1.7x	1.2x	1.4x
EBITDA / Net financial expenses	4.6x	4.2x	4.2x	4.3x	5.4x	4.2x

Our leverage measured by Net Debt / annualized EBITDA peaked in May due to the timeline of OEMs payables. As of June, we started to generate cash from car sales exceeding the amounts disbursed to automakers.

For the purpose of covenants, we ended the quarter with a Net Debt / LTM EBITDA ratio of 3.4x.

13 – Spread (ROIC minus cost of debt after taxes)



ROIC considered each year's effective income tax and social contribution rate

* 2017 adjusted by the one-time costs incurred - Hertz Brasil acquisition and Franchisees incorporation

** GAAP number including the reclassification of PIS and COFINS credits for the period

VALUE GENERATION IN AN EXTREMELY ADVERSE SCENARIO

14 – Dividends and interest on capital (IOC)

2019 interest on capital were approved as follow:

Nature	Reference period	Approval date	Shareholding position date	Payment date	Gross amount (R\$ million)	Gross amount per Share(*) (R\$)
IOC	2019	03/21/2019	03/26/2019	05/20/2019	69.2	0.091823
IOC	2019	06/18/2019	06/24/2019	08/16/2019	75.5	0.099983
IOC	2019	09/04/2019	09/09/2019	11/08/2019	74.6	0.098744
IOC	2019	12/12/2019	12/17/2019	02/14/2020	71.8	0.094993
Total					291.1	

(*) Adjusted by the share bonus approved in the Board of Directors meeting held on 12/12/2019.

2020 interest on capital were approved as follow:

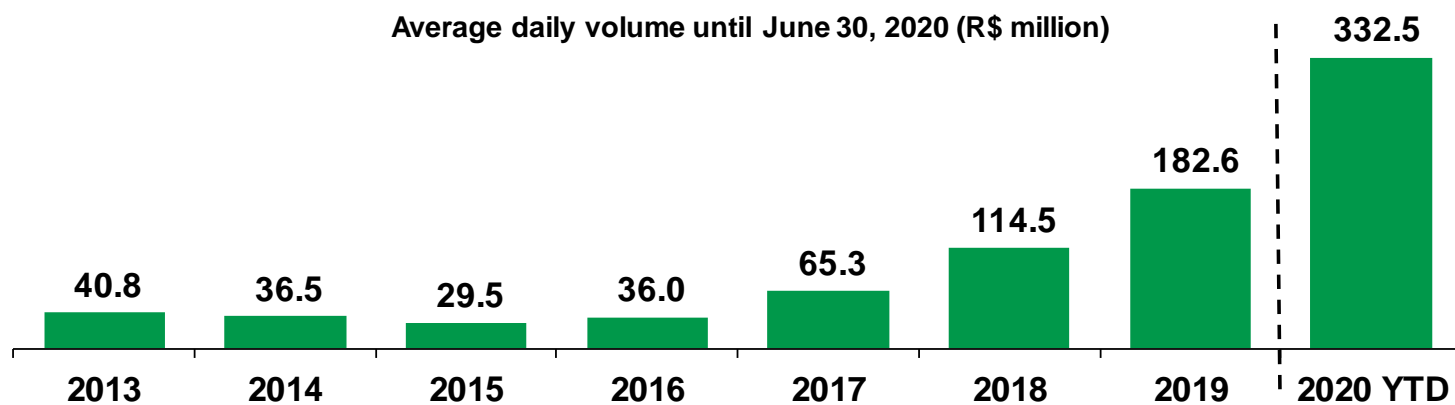
Nature	Reference period	Approval date	Shareholding position date	Payment date	Gross amount (R\$ million)	Gross amount per Share (R\$)
IOC	2020	03/10/2020	03/13/2020	01/05/2021	67.0	0.089006
IOC	2020	06/18/2020	06/23/2020	04/05/2021	64.8	0.086217
Total					131.8	

15 – RENT3

Up to June 30, 2020, the average daily traded volume of RENT3 was R\$332.5 million, 82.1% higher than the average volume of 2019.

Under the ADR level I program, the Company had 7,268,197 ADRs as of June 30, 2020.

Since January 2020, Localiza integrates the Carbon Efficiency Index, ICO2.



16 – Results per division

16.1 –Table 1 – Car Rental – R\$ million

CAR RENTAL RESULTS	2015	2016	2017	2017 adjusted	2018	2019 without IFRS 16 and without reclassification of PIS/COFINS credits	Var.	2019	1H19 with reclassification of PIS/COFINS credits	1H20	Var.	2Q19 with reclassification of PIS/COFINS credits	2Q20	Var.
Car rental gross revenues, net of discounts and cancellations	1,316.9	1,486.9	1,898.7	1,898.7	2,570.8	3,345.6	30.1%	3,345.6	1,514.7	1,508.3	-0.4%	753.5	527.6	-30.0%
Taxes on revenues (*)	(58.9)	(58.9)	(50.2)	(50.2)	(51.4)	(43.5)	-15.4%	(317.8)	(143.6)	(144.4)	0.6%	(71.8)	(51.5)	-28.1%
Car rental net revenues	1,258.0	1,428.0	1,848.5	1,848.5	2,519.4	3,302.1	31.1%	3,027.8	1,371.1	1,363.9	-0.5%	681.9	476.1	-30.2%
Car rental costs	(618.1)	(707.4)	(926.4)	(926.4)	(870.7)	(1,476.2)	25.3%	(1,105.5)	(494.6)	(474.1)	-4.1%	(260.7)	(179.0)	-31.3%
Gross profit	639.9	720.6	922.1	977.8	1,341.3	1,825.9	36.1%	1,922.3	876.5	889.8	1.5%	421.2	297.1	-29.5%
Operating expenses (SG&A)	(239.9)	(258.8)	(347.2)	(347.2)	(437.3)	(543.6)	24.3%	(543.6)	(240.2)	(211.5)	-11.9%	(121.7)	(43.6)	-64.2%
Other assets depreciation and amortization	(22.3)	(23.9)	(23.6)	(23.6)	(26.6)	(30.8)	15.8%	(106.7)	(50.3)	(58.8)	16.9%	(23.6)	(30.6)	29.7%
Operating profit before financial results and taxes (EBIT)	377.7	437.9	551.3	621.9	877.4	1,251.5	42.6%	1,272.0	586.0	619.5	5.7%	275.9	222.9	-19.2%
Financial expenses, net	(2.0)	(1.4)	(5.3)	(5.3)	(23.7)	(12.6)	-46.8%	(42.8)	(20.0)	(23.5)	17.5%	(6.4)	(11.5)	79.7%
Income tax and social contribution	(89.9)	(95.9)	(123.4)	(138.9)	(218.3)	(282.1)	29.2%	(279.4)	(127.2)	(151.0)	18.7%	(59.3)	(64.6)	8.9%
Net income for the period	285.8	340.6	422.6	477.7	635.4	956.8	50.6%	949.8	438.8	445.0	1.4%	210.2	146.8	-30.2%
Net Margin	22.7%	23.9%	22.9%	25.8%	25.2%	29.0%	3.8 p.p.	31.4%	32.0%	32.8%	0.6 p.p.	30.8%	30.8%	0.0 p.p.
EBITDA	400.0	461.8	574.9	645.5	904.0	1,282.3	41.8%	1,378.7	636.3	678.3	6.6%	299.5	253.5	-15.4%
EBITDA Margin	31.8%	32.3%	31.1%	34.9%	35.9%	38.8%	2.9 p.p.	45.5%	46.4%	49.7%	3.3 p.p.	43.9%	53.2%	9.3 p.p.

USED CAR SALES RESULTS (SEMINOVOS)	2015	2016	2017	2017 adjusted	2018	2019 without IFRS 16 and without reclassification of PIS/COFINS credits	Var.	2019	1H19 with reclassification of PIS/COFINS credits	1H20	Var.	2Q19 with reclassification of PIS/COFINS credits	2Q20	Var.
Gross revenues, net of discounts and cancellations	1,679.2	1,997.8	2,990.0	2,990.0	3,919.2	5,479.6	39.8%	5,479.6	2,519.1	2,079.7	-17.4%	1,238.3	665.3	-46.3%
Taxes on revenues	(2.5)	(2.7)	(4.9)	(4.9)	(7.4)	(13.8)	86.5%	(13.8)	(5.7)	(4.0)	-29.8%	(2.9)	(0.8)	-72.4%
Net revenues	1,676.7	1,995.1	2,985.1	2,985.1	3,911.8	5,465.8	39.7%	5,465.8	2,513.4	2,075.7	-17.4%	1,235.4	664.5	-46.2%
Book value of cars sold and preparation for sale	(1,396.3)	(1,727.5)	(2,603.2)	(2,603.2)	(3,542.5)	(5,040.5)	42.3%	(5,037.8)	(2,318.0)	(1,954.8)	-15.7%	(1,128.2)	(641.3)	-43.2%
Gross profit	280.4	267.6	381.9	381.9	369.3	425.3	15.2%	428.0	195.4	120.9	-38.1%	107.2	23.2	-78.4%
Operating expenses (SG&A)	(178.8)	(176.8)	(220.0)	(220.0)	(269.6)	(349.4)	29.6%	(300.2)	(133.1)	(146.5)	10.1%	(70.6)	(57.9)	-18.0%
Cars depreciation	(38.9)	(87.8)	(117.7)	(117.7)	(131.7)	(332.8)	152.7%	(332.8)	(127.5)	(251.7)	97.4%	(65.8)	(135.2)	105.5%
Other assets depreciation and amortization	(8.9)	(9.1)	(9.7)	(9.7)	(10.2)	(8.4)	-17.6%	(50.5)	(25.1)	(25.7)	2.4%	(12.9)	(13.0)	0.8%
Operating profit (loss) before financial results and taxes (EBIT)	53.9	(6.1)	34.5	34.5	(42.2)	(265.3)	526.7%	(255.9)	(90.3)	(303.0)	235.5%	(42.1)	(182.9)	334.4%
Financial expenses, net	(138.4)	(174.4)	(229.9)	(229.9)	(266.5)	(247.7)	-7.1%	(264.5)	(120.4)	(183.4)	52.3%	(50.3)	(91.3)	81.5%
Income tax and social contribution	17.6	37.2	43.9	43.9	77.5	116.8	50.7%	115.8	45.6	166.5	265.1%	19.5	126.2	547.2%
Net loss for the period	(66.9)	(143.3)	(151.5)	(151.5)	(231.2)	(396.2)	71.4%	(404.2)	(165.1)	(319.9)	93.8%	(72.9)	(148.0)	103.0%
Net Margin	-4.0%	-7.2%	-5.1%	-5.1%	-5.9%	-7.2%	-1.3 p.p.	-7.4%	-6.6%	-15.4%	-8.8 p.p.	-5.9%	-22.3%	-16.4 p.p.
EBITDA	101.6	90.8	161.9	161.9	99.7	75.9	-23.9%	127.8	62.3	(25.6)	-141.1%	36.6	(34.7)	-194.8%
EBITDA Margin	6.1%	4.6%	5.4%	5.4%	2.5%	1.4%	-1.1 p.p.	2.3%	2.5%	-1.2%	-3.7 p.p.	3.0%	-5.2%	-8.2 p.p.

CAR RENTAL TOTAL FIGURES	2015	2016	2017	2017 adjusted	2018	2019 without IFRS 16 and without reclassification of PIS/COFINS credits	Var.	2019	1H19 with reclassification of PIS/COFINS credits	1H20	Var.	2Q19 with reclassification of PIS/COFINS credits	2Q20	Var.
Car rental gross revenues, net of discounts and cancellations	1,316.9	1,486.9	1,898.7	1,898.7	2,570.8	3,345.6	30.1%	3,345.6	1,514.7	1,508.3	-0.4%	753.5	527.6	-30.0%
Car sales for fleet renewal - gross revenues, net of discounts and cancellations	1,679.2	1,997.8	2,990.0	2,990.0	3,919.2	5,479.6	39.8%	5,479.6	2,519.1	2,079.7	-17.4%	1,238.3	665.3	-46.3%
Total gross revenues	2,996.1	3,484.7	4,888.7	4,888.7	6,490.0	8,825.2	36.0%	8,825.2	4,033.8	3,588.0	-11.1%	1,991.8	1,192.9	-40.1%
Taxes on revenues	(58.9)	(58.9)	(50.2)	(50.2)	(51.4)	(43.5)	-15.4%	(317.8)	(143.6)	(144.4)	0.6%	(71.8)	(51.5)	-28.1%
Car sales for fleet renewal	(2.5)	(2.7)	(4.9)	(4.9)	(7.4)	(13.8)	86.5%	(13.8)	(5.7)	(4.0)	-29.8%	(2.9)	(0.8)	-72.4%
Car rental revenues - net revenues	1,258.0	1,428.0	1,848.5	1,848.5	2,519.4	3,302.1	31.1%	3,027.8	1,371.1	1,363.9	-0.5%	681.9	476.1	-30.2%
Car sales for fleet renewal - net revenues	1,676.7	1,995.1	2,985.1	2,985.1	3,911.8	5,465.8	39.7%	5,465.8	2,513.4	2,075.7	-17.4%	1,235.4	664.5	-46.2%
Total net revenues	2,934.7	3,423.1	4,833.6	4,833.6	6,431.2	8,767.9	36.3%	8,493.6	3,884.5	3,438.6	-11.5%	1,917.3	1,140.6	-40.5%
Direct costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Car rental	(618.1)	(707.4)	(926.4)	(926.4)	(870.7)	(1,476.2)	25.3%	(1,105.5)	(494.6)	(474.1)	-4.1%	(260.7)	(179.0)	-31.3%
Car sales for fleet renewal	(1,396.3)	(1,727.5)	(2,603.2)	(2,603.2)	(3,542.5)	(5,040.5)	42.3%	(5,037.8)	(2,318.0)	(1,954.8)	-15.7%	(1,128.2)	(641.3)	-43.2%
Gross profit	920.3	988.2	1,304.0	1,359.7	1,710.6	2,251.2	31.6%	2,356.3	1,071.9	1,010.7	-5.7%	528.4	320.3	-39.4%
Operating expenses (SG&A)	(239.9)	(258.8)	(347.2)	(347.2)	(437.3)	(543.6)	24.3%	(543.6)	(240.2)	(211.5)	-11.9%	(121.7)	(43.6)	-64.2%
Car rental	(178.8)	(176.8)	(220.0)	(220.0)	(269.6)	(349.4)	29.6%	(300.2)	(133.1)	(146.5)	10.1%	(70.6)	(57.9)	-18.0%
Car sales for fleet renewal	(38.9)	(87.8)	(117.7)	(117.7)	(131.7)	(332.8)	152.7%	(332.8)	(127.5)	(251.7)	97.4%	(65.8)	(135.2)	105.5%
Other assets depreciation and amortization	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Car rental	(22.3)	(23.9)	(23.6)	(23.6)	(26.6)	(30.8)	15.8%	(106.7)	(50.3)	(58.8)	16.9%	(23.6)	(30.6)	29.7%
Car sales for fleet renewal	(8.8)	(9.1)	(9.7)	(9.7)	(10.2)	(8.4)	-17.6%	(50.5)	(25.1)	(25.7)	2.4%	(12.9)	(13.0)	0.8%
Operating profit before financial results and taxes (EBIT)	431.6	431.8	585.8	656.4	835.2	986.2	18.1%	1,016.5	495.7	316.5	-36.2%	233.8	40.0	-82.9%
Financial expenses, net	(140.4)	(175.8)	(235.2)	(235.2)	(290.2)	(260.3)	-10.3%	(307.3)	(140.4)	(206.9)	47.4%	(56.7)	(102.8)	81.3%
Income tax and social contribution	(72.3)	(58.7)	(79.5)	(95.0)	(140.8)	(165.3)	17.4%	(163.6)	(81.6)	15.5	-119.0%	(39.8)	61.6	-254.8%
Net income for the period	218.9	197.3	271.1	326.2	404.2	560.6	38.7%	545.6	273.7	125.1	-54.3%	137.3	(1.2)	-100.9%
Net margin	7.5%	5.8%	5.6%	6.7%	6.3%	6.4%	0.1 p.p.	6.4%	7.0%	3.8%	-3.4 p.p.	7.2%	-0.1%	-7.3 p.p.
EBITDA	501.6	552.6	736.8	807.4	1,003.7	1,358.2	35.3%	1,506.5	698.6	652.7	-6.6%	336.1	218.8	-34.9%
EBITDA margin	17.1%	16.1%	15.2%	16.7%	15.6%	15.5%	-0.1 p.p.	17.7%	18.0%	19.0%	1.0 p.p.	17.5%	19.2%	1.7 p.p.

OPERATING DATA	2015	2016	2017	2017	2018	2019	Var.	2019	1H19	1H20	Var.	2Q19	2Q20	Var.
Average operating fleet	62,513	70,185	94,194	94,194	130,058	173,649	33.5%	173,649	157,085	208,221	32.6%	160,928	204,931	27.3%
Average rented fleet	43,315	51,515	69,762	69,762	97,245	128,718	32.4%	128,718	116,286	132,464	13.9%	117,727	108,307	-8.0%
Average operating fleet age (in months)	7.4	7.9	6.5	6.5	7.2	7.0	-2.8%	7.0	7.2	8.6	19.4%	7.0	9.5	35.7%
End of period fleet	76,755	94,156	135,578	135,578	177,672	238,174	34.1%	238,174	200,591	225,870	12.6%	200,591	225,870	12.6%
Number of rental days - in thousands	15,566.1	18,662.4	25,263.6	25,263.6	35,284.5	46,745.9	32.5%	46,745.9	20,913.8	23,967.0	14.6%	10,636.0	9,799.5	-7.9%
Average daily rental revenues per car (R\$)	84.56	79.67	75.16	75.16	72.86	71.57	-1.8%	71.57	72.43	62.93	-13.1%	70.85	53.84	-24.0%
Annualized average depreciation per car (R\$)	622.1	1,251.2	1,250.1	1,250.1	1,012.4	1,917.6	89.4%	1,917.6	1,623.1	2,417.9	49.0%	1,635.1	2,640.2	61.5%
Utilization rate (Does not include cars in preparation and decommissioning)	75.4%	78.0%	78.6%	78.6%	79.6%	79.1%	-0.5 p.p.	79.1%	79.3%	66.9%	-12.4 p.p.	78.8%	55.6%	-23.2 p.p.
Number of cars purchased	52,343	76,071	114,966	114,966	139,273	192,292	38.1%	192,292	85,619	36,085	-57.9%	54,106	1,142	-97.9%
Number of cars sold	52,508	57,596	76,901	76,901	94,945	128,677	35.5%	128,677	61,094	48,636	-20.4%	29,395	15,860	-46.0%
Average sold fleet age (in months)	14.9	16.8	14.3	14.3	14.7	15.2	3.4%	15.2	15.5	16.2	4.5%	15.1	16.8	11.3%
Average total fleet	72,169	80,765	107,997	107,997	150,045	201,791	34.5%	201,791	181,009	233,432	29.0%	190,580	233,417	22.5%
Average value of total fleet - R\$ million	2,205.9	2,790.2	4,100.6	4,100.6	6,005.7	8,652.7	44.1%	8,652.7	7,577.7	10,387.8	37.1%	8,039.3	10,342.3	28.6%
Average value per car in the period - R\$ thousand	30.6	34.5	38.0	38.0	40.0	42.9	7.3%	42.9	41.9	44.5	6.2%	42.2	44.3	5.0%

16.2 – Table 2 – Fleet Rental – R\$ million

FLEET RENTAL RESULTS	2015	2016	2017	2017 adjusted	2018	2019 without IFRS 16 and without reclassification of PIS/COFINS credits	Var.	2019	1H19 with reclassification of PIS/COFINS credits	1H20	Var.	2Q19 with reclassification of PIS/COFINS credits	2Q20	Var.
Fleet rental gross revenues, net of discounts and cancellations	619.6	664.1	757.4	757.4	857.8	1,039.1	21.1%	1,039.1	493.7	572.1	15.9%	251.7	289.0	14.8%
Taxes on revenues (*)	(11.1)	(12.3)	(15.3)	(15.3)	(9.0)	(15.2)	68.9%	(98.8)	(46.9)	(54.2)	15.6%	(23.8)	(27.3)	14.7%
Fleet rental net revenues	608.5	651.8	742.1	742.1	848.8	1,023.9	20.6%	940.3	446.8	517.9	15.9%	227.9	261.7	14.8%
Fleet rental costs	(189.3)	(193.7)	(220.4)	(220.1)	(245.9)	(304.1)	23.7%	(220.5)	(103.7)	(101.4)	-2.2%	(58.6)	(48.0)	-18.1%
Gross profit	419.2	458.1	521.7	522.0	602.9	719.8	19.4%	719.8	343.1	416.5	21.4%	169.3	213.7	26.2%
Operating expenses (SG&A)	(40.7)	(37.9)	(65.4)	(62.3)	(59.6)	(83.6)	40.3%	(83.2)	(35.5)	(23.3)	-34.4%	(20.8)	(0.8)	-96.2%
Other assets depreciation and amortization	(2.2)	(2.9)	(3.5)	(3.5)	(4.9)	(5.3)	8.2%	(5.7)	(2.8)	(3.8)	35.7%	(1.4)	(2.1)	50.0%
Operating profit before financial results and taxes (EBIT)	376.3	417.3	452.8	456.2	538.4	630.9	17.2%	630.9	304.8	389.4	27.8%	147.1	210.8	43.3%
Financial expenses, net	(0.1)	(1.1)	(1.6)	(1.6)	(0.5)	(0.6)	20.0%	(0.7)	(0.3)	(0.3)	0.0%	0.7	(0.2)	-128.6%
Income tax and social contribution	(90.5)	(90.4)	(102.8)	(103.6)	(136.5)	(143.5)	5.1%	(140.3)	(66.7)	(125.2)	87.7%	(32.3)	(88.0)	172.4%
Net income for the period	285.7	325.8	348.4	351.0	401.4	486.8	21.3%	489.9	237.8	263.9	11.0%	115.5	122.6	6.1%
Net Margin	47.0%	50.0%	46.9%	47.3%	47.3%	47.5%	0.2 p.p.	52.1%	53.2%	51.0%	-2.2 p.p.	50.7%	46.8%	-3.9 p.p.
EBITDA	378.5	420.2	456.3	459.7	543.3	636.2	17.1%	636.6	307.6	393.2	27.8%	148.5	212.9	43.4%
EBITDA Margin	62.2%	64.5%	61.5%	61.9%	64.0%	62.1%	-1.9 p.p.	67.7%	68.8%	75.9%	7.1 p.p.	65.2%	81.4%	16.2 p.p.

USED CAR SALES RESULTS (SEMINOVOS)	2015	2016	2017	2017 adjusted	2018	2019 without IFRS 16 and without reclassification of PIS/COFINS credits	Var.	2019	1H19 with reclassification of PIS/COFINS credits	1H20	Var.	2Q19 with reclassification of PIS/COFINS credits	2Q20	Var.
Gross revenues, net of discounts and cancellations	368.6	347.8	466.5	466.5	599.5	742.4	23.8%	742.4	331.9	398.8	20.2%	149.5	164.1	9.8%
Taxes on revenues	(0.4)	(0.4)	(0.4)	(0.4)	(0.9)	(1.5)	66.7%	(1.5)	(0.6)	(0.2)	-66.7%	(0.3)	0.2	-166.7%
Net revenues	368.2	347.4	466.1	466.1	598.6	740.9	23.8%	740.9	331.3	398.6	20.3%	149.2	164.3	10.1%
Book value of cars sold and preparation for sale	(286.7)	(279.4)	(392.1)	(392.1)	(525.9)	(650.2)	23.6%	(650.1)	(291.9)	(357.2)	22.4%	(129.6)	(152.0)	17.3%
Gross profit	81.5	68.0	74.0	74.0	72.7	90.7	24.8%	90.8	39.4	41.4	5.1%	19.6	12.3	-37.2%
Operating expenses (SG&A)	(33.6)	(31.0)	(32.7)	(32.7)	(36.6)	(41.4)	13.1%	(35.0)	(14.5)	(23.8)	64.1%	(7.2)	(10.4)	44.4%
Cars depreciation	(124.7)	(118.5)	(114.3)	(114.3)	(159.9)	(218.7)	36.8%	(218.7)	(107.6)	(69.0)	-35.9%	(52.2)	(32.3)	-38.1%
Other assets depreciation and amortization	(2.0)	(1.8)	(1.7)	(1.7)	(1.7)	(1.5)	-11.9%	(6.7)	(3.1)	(4.9)	58.1%	(1.5)	(2.8)	86.7%
Operating profit (loss) before financial results and taxes (EBIT)	(78.8)	(83.3)	(74.7)	(74.7)	(125.5)	(170.9)	36.2%	(169.6)	(85.8)	(56.3)	-34.4%	(41.3)	(33.2)	-19.6%
Financial expenses, net	(63.8)	(68.7)	(80.0)	(80.0)	(79.0)	(100.2)	25.9%	(102.3)	(63.1)	(47.6)	-24.6%	(42.3)	(24.1)	-43.0%
Income tax and social contribution	33.7	32.3	35.1	35.1	52.0	61.7	18.7%	60.6	32.9	33.8	2.7%	18.7	25.7	37.4%
Net loss for the period	(108.9)	(119.7)	(119.6)	(119.6)	(153.1)	(209.4)	36.8%	(211.3)	(116.0)	(70.1)	-39.6%	(64.9)	(31.6)	-51.3%
Net Margin	-29.6%	-34.5%	-25.7%	-25.7%	-25.6%	-28.3%	-2.7 p.p.	-28.5%	-35.0%	-17.6%	17.4 p.p.	-43.5%	-19.2%	24.3 p.p.
EBITDA	47.9	37.0	41.3	41.3	36.1	49.3	36.6%	55.8	24.9	17.6	-29.3%	12.4	1.9	-84.7%
EBITDA Margin	13.0%	10.7%	8.9%	8.9%	6.0%	6.7%	0.7 p.p.	7.5%	7.5%	4.4%	-3.1 p.p.	8.3%	1.2%	-7.1 p.p.

FLEET RENTAL TOTAL FIGURES	2015	2016	2017	2017 adjusted	2018	2019 without IFRS 16 and without reclassification of PIS/COFINS credits	Var.	2019	1H19 with reclassification of PIS/COFINS credits	1H20	Var.	2Q19 with reclassification of PIS/COFINS credits	2Q20	Var.
Fleet rental gross revenues, net of discounts and cancellations	619.6	664.1	757.4	757.4	857.8	1,039.1	21.1%	1,039.1	493.7	572.1	15.9%	251.7	289.0	14.8%
Car sales for fleet renewal - gross revenues, net of discounts and cancellations	368.6	347.8	466.5	466.5	599.5	742.4	23.8%	742.4	331.9	398.8	20.2%	149.5	164.1	9.8%
Total gross revenues	988.2	1,011.9	1,223.9	1,223.9	1,457.3	1,781.5	22.2%	1,781.5	825.6	970.9	17.6%	401.2	453.1	12.9%
Taxes on revenues	(11.1)	(12.3)	(15.3)	(15.3)	(9.0)	(15.2)	68.9%	(98.8)	(46.9)	(54.2)	15.6%	(23.8)	(27.3)	14.7%
Fleet rental (*)	(0.4)	(0.4)	(0.4)	(0.4)	(0.9)	(1.5)	66.7%	(1.5)	(0.6)	(0.2)	-66.7%	(0.3)	0.2	-166.7%
Car sales for fleet renewal	608.5	651.8	742.1	742.1	848.8	1,023.9	20.6%	940.3	446.8	517.9	15.9%	227.9	261.7	14.8%
Car sales for fleet renewal - net revenues	368.2	347.4	466.1	466.1	598.6	740.9	23.8%	740.9	331.3	398.6	20.3%	149.2	164.3	10.1%
Total net revenues (**)	976.7	999.2	1,208.2	1,208.2	1,447.4	1,764.8	21.9%	1,681.2	778.1	916.5	17.8%	377.1	426.0	13.0%
Direct costs	(189.3)	(193.7)	(220.4)	(220.1)	(245.9)	(304.1)	23.7%	(220.5)	(103.7)	(101.4)	-2.2%	(58.6)	(48.0)	-18.1%
Fleet rental	(189.3)	(193.7)	(220.4)	(220.1)	(245.9)	(304.1)	23.7%	(220.5)	(103.7)	(101.4)	-2.2%	(58.6)	(48.0)	-18.1%
Car sales for fleet renewal	(286.7)	(279.4)	(392.1)	(392.1)	(525.9)	(650.2)	23.6%	(650.1)	(291.9)	(357.2)	22.4%	(129.6)	(152.0)	17.3%
Gross profit	500.7	526.1	595.7	596.0	675.6	810.5	20.0%	810.6	382.5	457.9	19.7%	188.9	226.0	19.6%
Operating expenses (SG&A)	(40.7)	(37.9)	(65.4)	(62.3)	(59.6)	(83.6)	40.3%	(83.2)	(35.5)	(23.3)	-34.4%	(20.8)	(0.8)	-96.2%
Fleet rental	(33.6)	(31.0)	(32.7)	(32.7)	(36.6)	(41.4)	13.1%	(35.0)	(14.5)	(23.8)	64.1%	(7.2)	(10.4)	44.4%
Car sales for fleet renewal	(124.7)	(118.5)	(114.3)	(114.3)	(159.9)	(218.7)	36.8%	(218.7)	(107.6)	(69.0)	-35.9%	(52.2)	(32.3)	-38.1%
Cars depreciation	(2.0)	(1.8)	(1.7)	(1.7)	(1.7)	(1.5)	-11.9%	(6.7)	(3.1)	(4.9)	58.1%	(1.5)	(2.8)	86.7%
Other assets depreciation and amortization	(2.2)	(2.9)	(3.5)	(3.5)	(4.9)	(5.3)	8.2%	(5.7)	(2.8)	(3.8)	35.7%	(1.4)	(2.1)	50.0%
Fleet rental	(2.0)	(1.8)	(1.7)	(1.7)	(1.7)	(1.5)	-11.8%	(6.7)	(3.1)	(4.9)	58.1%	(1.5)	(2.8)	86.7%
Car sales for fleet renewal	(2.0)	(1.8)	(1.7)	(1.7)	(1.7)	(1.5)	-11.8%	(6.7)	(3.1)	(4.9)	58.1%	(1.5)	(2.8)	86.7%
Operating profit before financial results and taxes (EBIT)	297.5	334.0	378.1	381.5	412.9	460.0	11.4%	461.3	219.0	333.1	52.1%	105.8	177.6	67.9%
Financial expenses, net	(63.9)	(69.8)	(81.6)	(81.6)	(80.1)	(100.8)	25.8%	(103.0)	(63.4)	(47.9)	-24.4%	(41.6)	(24.3)	-41.6%
Income tax and social contribution	(56.8)	(58.1)	(67.7)	(67.7)	(84.5)	(81.8)	-3.2%	(79.7)	(33.8)	(91.4)	170.4%	(13.6)	(62.3)	358.1%
Net income for the period	176.8	206.1	228.8	231.4	248.3	277.4	11.7%	278.6	121.8	193.8	59.1%	50.6	91.0	79.8%
Net margin	18.1%	20.6%	18.9%	19.2%	17.2%	15.7%	-1.5 p.p.	16.6%	15.7%	21.1%	5.4 p.p.	13.4%	21.4%	8.0 p.p.
EBITDA	426.4	457.2	497.6	501.0	579.4	685.5	18.3%	692.4	332.5	410.8	23.5%	160.9	214.8	33.5%
EBITDA margin	43.7%	45.8%	41.2%	41.5%	40.0%	38.8%	-1.2 p.p.	41.2%	42.7%	44.8%	2.1 p.p.	42.7%	50.4%	7.7 p.p.

OPERATING DATA	2015	2016	2017	2017 adjusted	2018	2019	Var.	2019	1H19	1H20	Var.	2Q19	2Q20	Var.
Average operating fleet	31,676	31,908	36,804	36,804	44,404	55,726	25.5%	55,726	52,112	61,439	17.9%	53,041	61,686	16.3%
Average rented fleet	30,280	31,222	35,424	35,424	42,321	53,029	25.3%	53,029	49,983	58,594	17.2%	51,232	58,632	14.4%
Average operating fleet age (in months)	16.7	18.0	18.1	18.1	15.1	15.1	0.0%	15.1	15.3	16.1	5.2%	15.3	16.8	9.8%
End of period fleet	33,948	34,960	44,877	44,877	54,430	68,957	26.7%	68,957	59,576	65,585	10.1%	59,576	65,585	10.1%
Rented Fleet	207	145	94	94	57	32	-43.9%	32	38	27	-28.9%	38	27	-28.9%
Managed Fleet	10,900.9	11,240.0	12,752.7	12,752.7	15,235.7	19,090.5	25.3%	19,090.5	8,996.9	10,546.9	17.2%	4,610.9	5,276.8	14.4%
Number of rental days - in thousands	56.08	58.23	58.77	58.77	55.62	53.92	-3.1%	53.92	54.45	53.51	-1.7%	54.12	53.86	-0.5%
Average daily rental revenues per car (R\$)	3,935.2	3,714.0	3,104.3	3,104.3	3,601.1	3,923.4	9.0%	3,923.4	4,128.0	2,244.1	-45.6%	3,936.4	2,092.4	-46.8%
Annualized average depreciation per car (R\$)	98.4%	98.9%	98.2%	98.2%	96.8%	96.6%	-0.2 p.p.	96.6%	97.2%	96.6%	-0.6 p.p.	97.9%	96.4%	-1.5 p.p.
Utilization rate (Does not include cars in preparation and decommissioning) (**)	11,689	11,762	20,286	20,286	26,148	31,242	19.5%	31,242	13,858	7,665	-44.7%	8,428	1,729	-79.5%
Number of cars purchased	11,797	10,853	13,653	13,653	16,334	19,238	17.8%	19,238	8,652	9,461	9.4%	3,700	3,876	4.8%
Number of cars sold	33.4	31.4	31.8	31.8	31.2	28.6	-8.3%	28.6	28.7	28.7	0.0%	28.7	29.3	2.1%
Average sold fleet age (in months)	33,446	33,436	39,605	39,605	48,776	61,374	25.8%	61,374	56,184	66,487	18.3%	57,678	66,976	16.1%
Average total fleet	1,067.1	1,130.4	1,482.5	1,482.5	1,943.1	2,520.6	29.7%	2,520.6	2,285.6	2,885.6	26.3%	2,353.0	2,895.0	

16.3 – Table 3 – Franchising – R\$ million

FRANCHISING RESULTS	2015	2016	2017	2018	2019 without IFRS 16 and without reclassification of PIS/COFINS credits	Var.	2019	1H19 with reclassification of PIS/COFINS credits	1H20	Var.	2Q19 with reclassification of PIS/COFINS credits	2Q20	Var.
Gross revenues	17.8	18.0	17.6	18.1	21.8	20.4%	21.8	11.6	9.0	-22.4%	5.7	3.7	-35.1%
Taxes on revenues (*)	(1.2)	(1.0)	(1.1)	(1.0)	(1.0)	0.0%	(1.0)	(0.6)	(0.4)	-33.3%	(0.3)	(0.2)	-33.3%
Net revenues	16.6	17.0	16.5	17.1	20.8	21.6%	20.8	11.0	8.6	-21.8%	5.4	3.5	-35.2%
Costs	(9.2)	(9.7)	(8.9)	(9.6)	(8.3)	-13.5%	(6.5)	(3.6)	(4.0)	11.1%	(2.2)	(2.3)	4.5%
Gross profit	7.4	7.3	7.6	7.5	12.5	66.7%	14.3	7.4	4.6	-37.8%	3.2	1.2	-62.5%
Operating expenses (SG&A)	(0.6)	(1.5)	(1.8)	(0.5)	(0.4)	-20.0%	(0.4)	(0.4)	(0.6)	50.0%	(0.3)	-	-100.0%
Other assets depreciation and amortization	(0.4)	(0.5)	(0.6)	(0.5)	(0.3)	-40.0%	(2.1)	(1.1)	(0.8)	-27.3%	(0.5)	(0.4)	-20.0%
Operating profit before financial results and taxes (EBIT)	6.4	5.3	5.2	6.5	11.8	81.5%	11.8	5.9	3.2	-45.8%	2.4	0.8	-66.7%
Financial expenses, net	1.6	2.1	1.8	1.3	0.5	-61.5%	0.5	0.8	(0.1)	-112.5%	0.4	(0.2)	-150.0%
Income tax and social contribution	(1.3)	(1.5)	(1.2)	(1.2)	(2.8)	133.3%	(2.6)	(1.3)	(1.2)	-7.7%	(0.6)	(0.5)	-16.7%
Net income for the period	6.7	5.9	5.8	6.6	9.5	43.9%	9.7	5.4	1.9	-64.8%	2.2	0.1	-95.5%
Net Margin	40.4%	34.7%	35.2%	38.6%	45.7%	7.1 p.p.	46.6%	49.1%	22.1%	-27.0 p.p.	40.7%	2.9%	-37.8 p.p.
EBITDA	6.8	5.8	5.8	7.0	12.1	72.9%	13.9	7.0	4.0	-42.9%	2.9	1.2	-58.6%
EBITDA Margin	41.0%	34.1%	35.2%	40.9%	58.2%	17.3 p.p.	66.8%	63.6%	46.5%	-17.1 p.p.	53.7%	34.3%	-19.4 p.p.

(*) In 4Q19, PIS and COFINS credits were reclassified, which were recorded as credits in the rental income tax line and started to be recorded in the rental cost line.

16.4 – Table 4 – Consolidated – R\$ million

CONSOLIDATED RESULTS	2015	2016	2017	2017 adjusted	2018	2019 without IFRS 16 and without reclassification of PIS/COFINS credits	Var.	2019	1H19 with reclassification of PIS/COFINS credits	1H20	Var.	2Q19 with reclassification of PIS/COFINS credits	2Q20	Var.
Car rental gross revenues, net of discounts and cancellations	1,316.9	1,486.9	1,898.7	1,898.7	2,570.8	3,345.6	30.1%	3,345.6	1,514.7	1,508.3	-0.4%	753.5	527.6	-30.0%
Franchising gross revenues, net of discounts and cancellations	17.8	18.0	17.6	17.6	18.1	21.8	20.4%	21.8	11.6	9.0	-22.4%	5.7	3.7	-35.1%
Car Rental and Franchising total gross revenues, net of discounts and cancellations	1,334.7	1,504.9	1,916.3	1,916.3	2,588.9	3,367.4	30.1%	3,367.4	1,526.3	1,517.3	-0.6%	759.2	531.3	-30.0%
Fleet Rental gross revenues, net of discounts and cancellations	619.6	664.1	757.4	757.4	857.8	1,039.1	21.1%	1,039.1	493.7	572.1	15.9%	251.7	289.0	14.8%
Car and Fleet Rentals and Franchising total gross revenues	1,954.3	2,169.0	2,673.7	2,673.7	3,446.7	4,406.5	27.8%	4,406.5	2,020.0	2,089.4	3.4%	1,010.9	820.3	-18.9%
Taxes on revenues - Car and Fleet Rentals and Franchising (*)	(71.2)	(72.2)	(66.6)	(66.6)	(61.4)	(59.7)	-2.8%	(417.6)	(191.1)	(199.0)	4.1%	(95.7)	(79.0)	-17.5%
Car and Fleet Rentals and Franchising net revenues	1,883.1	2,096.8	2,607.1	2,607.1	3,385.3	4,346.8	28.4%	3,988.9	1,828.9	1,890.4	3.4%	915.2	741.3	-19.0%
Car sales gross revenues	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Car sales for fleet renewal - Car Rental, net of discounts and cancellations	1,679.2	1,997.8	2,990.0	2,990.0	3,919.2	5,479.6	39.8%	5,479.6	2,519.1	2,079.7	-17.4%	1,238.3	665.3	-46.3%
Car sales for fleet renewal - Fleet Rental, net of discounts and cancellations	368.6	347.8	466.5	466.5	599.5	742.4	23.8%	742.4	331.9	398.8	20.2%	149.5	164.1	9.8%
Car sales for fleet renewal - total gross revenues (*)	2,047.8	2,345.6	3,456.5	3,456.5	4,518.7	6,222.0	37.7%	6,222.0	2,851.0	2,478.5	-13.1%	1,387.8	829.4	-40.2%
Taxes on revenues - Car sales for fleet renewal	(2.9)	(3.1)	(5.3)	(5.3)	(8.3)	(15.3)	84.3%	(15.3)	(6.3)	(4.2)	-33.3%	(3.2)	(0.6)	-81.3%
Car sales for fleet renewal - net revenues	2,044.9	2,342.5	3,451.2	3,451.2	4,510.4	6,206.7	37.6%	6,206.7	2,844.7	2,474.3	-13.0%	1,384.6	828.8	-40.1%
Total net revenues	3,928.0	4,439.3	6,058.3	6,058.3	7,895.7	10,553.5	33.7%	10,195.6	4,673.6	4,364.7	-6.6%	2,299.8	1,570.1	-31.7%
Direct costs and expenses:	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Car rental	(618.1)	(707.4)	(926.4)	(870.7)	(1,178.1)	(1,476.2)	25.3%	(1,106.5)	(494.6)	(474.1)	-4.1%	(260.7)	(179.0)	-31.3%
Franchising	(9.2)	(9.7)	(8.9)	(8.9)	(9.6)	(8.3)	-13.5%	(6.5)	(3.6)	(4.0)	11.1%	(2.2)	(2.3)	4.5%
Total Car rental and Franchising	(627.3)	(717.1)	(935.3)	(879.6)	(1,187.7)	(1,484.5)	25.0%	(1,112.0)	(498.2)	(478.1)	-4.0%	(262.9)	(181.3)	-31.0%
Fleet Rental	(189.3)	(193.7)	(220.4)	(220.1)	(245.9)	(304.1)	23.7%	(220.5)	(103.7)	(101.4)	-2.2%	(58.6)	(48.0)	-18.1%
Total Car and Fleet Rentals and Franchising	(816.6)	(910.8)	(1,155.7)	(1,099.7)	(1,433.6)	(1,788.6)	24.8%	(1,332.5)	(601.9)	(579.5)	-3.7%	(321.5)	(229.3)	-28.7%
Car sales for fleet renewal - Car rental	(1,396.3)	(1,727.5)	(2,603.2)	(2,603.2)	(3,542.5)	(5,040.5)	42.3%	(5,037.8)	(2,318.0)	(1,954.8)	-15.7%	(1,128.2)	(641.3)	-43.2%
Car sales for fleet renewal - Fleet Rental	(286.7)	(279.4)	(392.1)	(392.1)	(525.9)	(650.2)	23.6%	(650.1)	(291.9)	(357.2)	22.4%	(129.6)	(152.0)	17.3%
Total Car sales for fleet renewal (book value) and preparation for sale	(1,683.0)	(2,006.9)	(2,995.3)	(2,995.3)	(4,068.4)	(5,690.7)	39.9%	(5,687.9)	(2,609.9)	(2,312.0)	-11.4%	(1,257.8)	(793.3)	-36.9%
Total costs	(2,499.6)	(2,917.7)	(4,151.0)	(4,095.0)	(5,502.0)	(7,479.3)	35.9%	(7,020.4)	(3,211.9)	(2,891.5)	-10.0%	(1,579.3)	(1,022.6)	-35.2%
Gross profit	1,428.4	1,521.6	1,907.3	1,963.3	2,393.7	3,074.2	28.4%	3,175.2	1,461.8	1,473.2	0.8%	720.5	547.5	-24.0%
Operating expenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Advertising, promotion and selling:	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Car rental	(127.9)	(148.6)	(199.6)	(193.3)	(285.8)	(357.4)	25.1%	(357.4)	(157.1)	(212.1)	35.0%	(77.3)	(102.4)	32.5%
Franchising	(0.6)	(0.6)	(1.1)	(1.1)	(1.1)	0.1	0.0%	0.1	(0.2)	(0.6)	200.0%	(0.2)	(0.1)	0.0%
Total car rental and Franchising	(128.5)	(149.2)	(200.7)	(194.4)	(286.9)	(357.3)	25.0%	(357.3)	(157.3)	(212.7)	35.2%	(77.5)	(102.5)	32.3%
Fleet Rental	(18.2)	(14.0)	(18.8)	(18.8)	(27.7)	(36.0)	30.0%	(36.0)	(16.3)	(18.8)	15.3%	(9.8)	(9.4)	-4.1%
Car sales for fleet renewal	(191.1)	(191.6)	(232.3)	(232.3)	(279.5)	(357.1)	27.8%	(357.1)	(134.5)	(152.7)	13.5%	(70.5)	(59.7)	-15.3%
Total advertising, promotion and selling	(337.8)	(354.8)	(451.9)	(445.9)	(593.0)	(750.4)	26.9%	(694.5)	(308.1)	(384.2)	24.7%	(157.8)	(171.6)	8.7%
General, administrative and other expenses	(155.8)	(151.2)	(215.3)	(203.6)	(210.6)	(267.9)	27.3%	(267.9)	(115.6)	(21.5)	-81.4%	(62.8)	58.9	-193.8%
Total Operating expenses	(493.6)	(506.0)	(667.1)	(649.1)	(803.6)	(1,018.4)	26.7%	(962.4)	(423.7)	(405.7)	-4.2%	(220.6)	(112.7)	-48.9%
Depreciation expenses:	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cars depreciation:	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Car rental	(38.9)	(87.8)	(117.7)	(117.7)	(131.7)	(332.8)	152.7%	(332.8)	(127.5)	(251.7)	97.4%	(65.8)	(135.2)	105.5%
Fleet Rental	(124.7)	(118.5)	(114.3)	(114.3)	(159.9)	(218.7)	36.8%	(218.7)	(107.6)	(69.0)	-35.9%	(52.2)	(32.3)	-38.1%
Total cars depreciation expenses	(163.6)	(206.3)	(232.0)	(232.0)	(291.6)	(551.5)	89.1%	(551.5)	(235.1)	(320.7)	36.4%	(118.0)	(167.5)	41.9%
Other assets depreciation and amortization	(35.7)	(38.2)	(39.1)	(39.1)	(43.9)	(46.3)	5.5%	(46.3)	(82.4)	(94.0)	14.1%	(39.9)	(48.9)	22.6%
Total depreciation and amortization expenses	(199.3)	(244.5)	(271.1)	(271.1)	(335.5)	(597.8)	78.2%	(723.2)	(317.5)	(414.7)	30.6%	(157.9)	(216.4)	37.0%
Operating profit before financial results and taxes (EBIT)	735.5	771.1	969.1	1,043.1	1,254.6	1,458.0	16.2%	1,489.6	720.6	652.8	-9.4%	342.0	218.4	-36.1%
Financial expenses, net:	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Expense	(370.1)	(445.5)	(511.9)	(511.9)	(536.8)	(591.2)	10.1%	(630.0)	(315.9)	(308.8)	-2.2%	(157.8)	(145.7)	-7.7%
Income	167.4	202.0	196.9	196.9	167.9	230.6	37.3%	220.2	112.9	53.9	-52.3%	59.9	18.4	-69.3%
Financial (expenses) revenues, net	(202.7)	(243.5)	(315.0)	(315.0)	(368.9)	(360.6)	-2.2%	(409.8)	(203.0)	(254.9)	25.6%	(97.9)	(127.3)	30.0%
Income before tax and social contribution	532.8	527.6	654.1	728.1	885.7	1,097.4	23.9%	1,079.8	517.6	397.9	-23.1%	244.1	91.1	-62.7%
Income tax and social contribution	(130.4)	(118.3)	(148.4)	(164.7)	(226.5)	(249.9)	10.3%	(245.9)	(116.7)	(77.1)	-33.9%	(54.0)	(1.2)	-97.8%
Net income for the period	402.4	409.3	505.7	563.4	659.2	847.5	28.6%	833.9	400.9	320.8	-20.0%	190.1	89.9	-52.7%
EBITDA	934.8	1,015.6	1,240.2	1,314.2	1,590.1	2,055.8	29.3%	2,212.8	1,038.1	1,067.5	2.8%	499.9	434.8	-13.0%
EBIT	735.5	771.1	969.1	1,043.1	1,254.6	1,458.0	16.2%	1,489.6	720.6	652.8	-9.4%	342.0	218.4	-36.1%
Consolidated EBIT Margin (calculated over rental revenues)	39.1%	36.8%	37.2%	40.0%	37.1%	33.5%	-3.5 p.p.	37.3%	39.4%	34.5%	-4.9 p.p.	37.4%	29.5%	-7.9 p.p.
Car and Fleet Rentals and Franchising EBITDA	785.3	887.8	1,037.0	1,111.0	1,454.3	1,930.6	32.8%	2,029.2	950.9	1,075.5	13.1%	450.9	467.6	3.7%
EBITDA Margin	41.7%	42.3%	39.8%	42.6%	43.0%	44.4%	1.4 p.p.	50.9%	52.0%	56.9%	4.9 p.p.	49.3%	63.1%	13.8 p.p.
Used Car Sales (Seminovos) EBITDA	149.5	127.7	203.2	203.2	135.8	125.2	-7.8%	183.6	87.2	(8.0)	-109.2%	49.0	(32.8)	-166.9%
EBITDA Margin	7.3%	5.5%	5.9%	5.9%	3.0%	2.0%	-1.0 p.p.	3.0%	3.1%	-0.3%	-3.4 p.p.	3.5%	-4.0%	-7.5 p.p.

(*) In 4Q19, PIS and COFINS credits were reclassified, which were recorded as credits in the rental income tax line and started to be recorded

16.5 – Table 5 – Operating data

SELECTED OPERATING DATA	2015	2016	2017	2018	2019	Var.	1H19	1H20	Var.	2Q19	2Q20	Var.
Average operating fleet:												
Car Rental	62,513	70,185	94,194	130,058	173,649	33.5%	157,085	208,221	32.6%	160,928	204,931	27.3%
Fleet Rental	31,676	31,908	36,804	44,404	55,726	25.5%	52,112	61,439	17.9%	53,041	61,686	16.3%
Total	94,189	102,093	130,998	174,462	229,375	31.5%	209,197	269,660	28.9%	213,969	266,617	24.6%
Average rented fleet:												
Car Rental	43,315	51,515	69,762	97,245	128,718	32.4%	116,286	132,464	13.9%	117,727	108,307	-8.0%
Fleet Rental	30,280	31,222	35,424	42,321	53,029	25.3%	49,983	58,594	17.2%	51,232	58,632	14.4%
Total	73,595	82,737	105,186	139,566	181,747	30.2%	166,269	191,058	14.9%	168,959	166,939	-1.2%
Average age of operating fleet (months)												
Car Rental	7.4	7.9	6.5	7.2	7.0	-2.8%	7.2	8.6	19.4%	7.0	9.5	35.7%
Fleet Rental	16.7	18.0	18.1	15.1	15.1	0.0%	15.3	16.1	5.2%	15.3	16.8	9.8%
Average age of total operating fleet	10.6	11.0	9.8	9.3	9.0	-3.2%	9.3	-	-100.0%	9.1	-	-100.0%
Fleet at end of period:												
Car Rental	76,755	94,156	135,578	177,672	238,174	34.1%	200,591	225,870	12.6%	200,591	225,870	12.6%
Fleet Rental	33,948	34,960	44,877	54,430	68,957	26.7%	59,576	65,585	10.1%	59,576	65,585	10.1%
Total	110,703	129,116	180,455	232,102	307,131	32.3%	260,167	291,455	12.0%	260,167	291,455	12.0%
Managed fleet at end period - Fleet Rental	207	145	94	57	32	-43.9%	38	27	-28.9%	38	27	-28.9%
Fleet investment (R\$ million) (does not include accessories)												
Car Rental	1,773.1	2,782.2	4,581.8	5,785.2	8,802.1	52.1%	3,720.5	1,590.6	-57.2%	2,378.1	57.4	-97.6%
Fleet Rental	502.0	503.4	881.5	1,189.2	1,472.6	23.8%	627.3	417.3	-33.5%	376.5	114.4	-69.6%
Total	2,275.1	3,285.6	5,463.3	6,974.4	10,274.7	47.3%	4,347.8	2,007.9	-53.8%	2,754.6	171.8	-93.8%
Number of rental days (in thousands):												
Car Rental - Total	15,815.8	18,864.8	25,494.0	35,514.6	47,029.0	32.4%	21,058.3	24,097.5	14.4%	10,712.7	9,851.8	-8.0%
Rental days for Fleet Rental replacement service	(249.7)	(202.4)	(230.4)	(230.1)	(283.0)	23.0%	(144.6)	(130.5)	-9.8%	(76.8)	(52.4)	-31.8%
Car Rental - Net	15,566.1	18,662.4	25,263.6	35,284.5	46,745.9	32.5%	20,913.7	23,967.0	14.6%	10,635.9	9,799.4	-7.9%
Fleet Rental	10,900.9	11,240.0	12,752.7	15,235.7	19,090.5	25.3%	8,996.9	10,546.9	17.2%	4,610.9	5,276.8	14.4%
Total	26,467.0	29,902.4	38,016.3	50,520.2	65,836.5	30.3%	29,910.6	34,513.9	15.4%	15,246.8	15,076.2	-1.1%
Annualized average depreciation per car (R\$)												
Car Rental	622.1	1,251.2	1,250.1	1,012.4	1,917.6	89.4%	1,623.1	2,417.9	49.0%	1,635.1	2,640.2	61.5%
Fleet Rental	3,935.2	3,714.0	3,104.3	3,601.1	3,923.4	9.0%	4,128.0	2,244.1	-45.6%	3,936.4	2,092.4	-46.8%
Total	1,736.3	2,020.9	1,771.0	1,671.2	2,405.2	43.9%	2,247.1	2,378.3	5.8%	2,205.5	2,513.5	14.0%
Average annual gross revenues per operating car (R\$ thousand)												
Car Rental	21.1	21.2	20.2	19.8	19.3	-2.5%	19.1	13.2	-30.9%	18.5	9.3	-49.7%
Fleet Rental	19.3	20.5	20.4	19.1	18.5	-3.2%	18.5	16.6	-10.3%	18.5	16.6	-10.3%
Average daily rental (R\$)												
Car Rental (*)	84.56	79.67	75.16	72.86	71.57	-1.8%	72.43	62.93	-13.1%	70.85	53.84	-24.0%
Fleet Rental	56.08	58.23	58.77	55.62	53.92	-3.1%	54.45	62.93	15.6%	54.12	53.84	-0.5%
Utilization rate (does not include cars in preparation and decommissioning):												
Car Rental	75.4%	78.0%	78.6%	79.6%	79.1%	-0.5 p.p.	79.3%	66.9%	-12.4 p.p.	78.8%	55.6%	-23.2 p.p.
Fleet Rental	98.4%	98.9%	98.2%	96.8%	96.6%	-0.2 p.p.	97.2%	96.6%	-0.6 p.p.	97.9%	96.4%	-1.5 p.p.
Number of cars purchased - consolidated (**)	64,032	87,833	135,252	165,421	223,534	35.1%	99,477	43,750	-56.0%	62,534	2,871	-95.4%
Average price of cars purchased (R\$ thsd) - consolidated	35.53	37.41	40.39	42.16	45.96	9.0%	43.71	45.90	5.0%	44.05	59.84	35.8%
Numbers of cars sold - consolidated	64,305	68,449	90,554	111,279	147,915	32.9%	69,746	58,097	-16.7%	33,095	19,736	-40.4%
Average price of cars sold (R\$ thsd) (***) - consolidated	28.54	31.23	35.38	37.86	39.80	5.1%	38.76	39.73	2.5%	39.58	38.56	-2.6%

(*) Not included the rentals for Fleet Rental Division.

(**) Does not include cars from Hertz Brazil in 2017

(***) Net of SG&A expenses related to the sale of cars decommissioned for fleet renewal.

17 – Consolidated financial statements – IFRS – R\$/million

ASSETS	2015	2016	2017	2018	2019 without IFRS 16	2019	1H20
CURRENT ASSETS:							
Cash and cash equivalents	1,385.1	1,692.3	1,338.2	2,175.3	2,220.1	2,220.1	2,880.3
Financial assets	-	-	1,275.7	267.5	610.8	610.8	245.5
Trade accounts receivable	486.1	424.5	585.1	1,016.5	1,274.7	1,274.7	698.9
Derivative financial instruments - swap	-	2.2	-	-	-	-	118.2
Other current assets	102.6	115.0	128.6	182.7	246.8	246.8	344.3
Decommissioning cars to fleet renewal	31.8	8.8	103.4	51.8	141.7	141.7	173.5
Total current assets	2,005.6	2,242.8	3,431.0	3,693.8	4,494.1	4,494.1	4,460.7
NON CURRENT ASSETS:							
Long-term assets:							
Marketable securities	-	-	-	-	-	-	-
Derivative financial instruments - swap	45.6	7.4	16.7	2.8	18.2	18.2	396.2
Trade accounts receivable	4.7	3.2	4.7	3.8	1.8	1.8	1.5
Escrow deposit	52.9	60.1	83.1	96.3	114.6	114.6	112.7
Deferred income tax and social contribution	-	-	42.0	42.2	32.4	32.4	28.5
Investments in restricted accounts	-	-	40.6	43.0	22.3	22.3	22.7
Other non current assets	0.1	0.1	0.7	0.1	0.1	0.1	0.1
Total long-term assets	103.3	70.8	187.8	188.2	189.4	189.4	561.7
Property and equipment							
Cars	3,610.9	4,614.8	6,934.7	9,481.6	13,374.1	13,374.1	12,661.5
Right of use	-	-	-	-	-	625.0	626.9
Other	314.1	405.8	549.3	550.3	570.5	570.5	593.3
Intangible:							
Software and others	67.1	61.1	52.8	47.8	49.9	49.9	47.0
Goodwill on acquisition of investments	22.0	22.0	30.6	30.7	90.0	90.0	109.5
Total non current assets	4,117.4	5,174.5	7,755.2	10,298.6	14,273.9	14,898.9	14,599.9
TOTAL ASSETS	6,123.0	7,417.3	11,186.2	13,992.4	18,768.0	19,393.0	19,060.6

LIABILITIES AND SHAREHOLDERS' EQUITY	2015	2016	2017	2018	2019 without IFRS 16	2019	1H20
CURRENT LIABILITIES:							
Trade accounts payable	690.6	910.9	1,331.7	2,202.6	2,565.4	2,565.4	636.3
Social and labor obligations	85.6	95.0	109.2	135.0	161.8	161.8	160.9
Loans, financing and debentures	422.4	654.6	537.2	616.6	144.3	144.3	745.7
Lease liability	-	-	-	-	-	116.0	133.6
Derivative financial instruments - swap	-	-	6.8	18.7	26.8	26.8	46.8
Income tax and social contribution	28.3	23.0	31.3	41.1	58.7	54.6	29.1
Dividends and interest on own capital	29.3	39.7	36.4	42.6	63.4	63.4	114.5
Other current liabilities	99.9	118.5	181.5	282.8	390.0	390.0	230.1
Total current liabilities	1,356.1	1,841.7	2,234.1	3,339.4	3,410.4	3,522.3	2,097.0
NON CURRENT LIABILITIES:							
Loans, financing and debentures	2,596.9	3,131.3	5,940.5	7,029.4	9,235.1	9,235.1	10,440.3
Lease liability	-	-	-	-	-	526.8	521.7
Derivative financial instruments - swap	-	-	10.8	21.9	62.3	62.3	61.8
Provisions	68.3	63.1	126.5	148.8	207.2	207.2	89.3
Deferred income tax and social contribution	141.6	171.9	219.7	297.3	352.7	352.7	340.5
Restricted Obligations	-	-	40.6	43.1	22.5	22.5	22.9
Other non current liabilities	18.5	12.3	13.3	18.0	16.6	16.6	26.1
Total non current liabilities	2,825.3	3,378.6	6,351.4	7,558.5	9,896.4	10,423.2	11,502.6
Total liabilities	4,181.4	5,220.3	8,585.5	10,897.9	13,306.8	13,945.5	13,599.6
SHAREHOLDERS' EQUITY:							
Capital	976.7	976.7	1,500.0	1,500.0	4,000.0	4,000.0	4,000.0
Expenses with share issues	-	-	-	-	(43.1)	(43.1)	(43.1)
Treasury Shares	-	-	-	-	-	-	(188.3)
Capital Reserves	35.9	34.0	94.9	125.0	163.2	163.2	175.9
Earnings Reserves	929.0	1,186.3	1,005.8	1,469.5	1,341.1	1,327.4	1,516.5
Total shareholders' equity	1,941.6	2,197.0	2,600.7	3,094.5	5,461.2	5,447.5	5,461.0
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	6,123.0	7,417.3	11,186.2	13,992.4	18,768.0	19,393.0	19,060.6

18 – Consolidated financial statements – Income statements - R\$/million

STATEMENT OF INCOME	2015	2016	2017	2017 adjusted	2018	2019 without IFRS 16 and without reclassification of PIS/COFINS credits	2019	1H20
Total net revenues	3,928.0	4,439.3	6,058.3	6,058.3	7,895.7	10,553.5	10,195.6	4,364.7
COSTS AND EXPENSES:								
Direct costs	(2,499.6)	(2,917.7)	(4,151.0)	(4,095.0)	(5,502.0)	(7,479.3)	(7,020.4)	(2,891.5)
Selling, general, administrative and other expenses	(493.6)	(506.0)	(667.1)	(649.1)	(803.6)	(1,018.4)	(962.4)	(405.7)
Cars depreciation	(163.6)	(206.3)	(232.0)	(232.0)	(291.6)	(551.5)	(551.5)	(320.7)
Other assets depreciation and amortization	(35.7)	(38.2)	(39.1)	(39.1)	(43.9)	(46.3)	(171.7)	(94.0)
Total costs and expenses	(3,192.5)	(3,668.2)	(5,089.2)	(5,015.2)	(6,641.1)	(9,095.5)	(8,706.0)	(3,711.9)
Income before financial results and taxes (EBIT)	735.5	771.1	969.1	1,043.1	1,254.6	1,458.0	1,489.6	652.8
FINANCIAL EXPENSES, NET	(202.7)	(243.5)	(315.0)	(315.0)	(368.9)	(360.6)	(409.8)	(254.9)
Income before taxes	532.8	527.6	654.1	728.1	885.7	1,097.4	1,079.8	397.9
INCOME TAX AND SOCIAL CONTRIBUTION								
Current	(94.8)	(88.0)	(119.4)	(135.7)	(139.8)	(183.7)	(180.7)	(85.4)
Deferred	(35.6)	(30.3)	(29.0)	(29.0)	(86.7)	(66.2)	(65.2)	8.3
	(130.4)	(118.3)	(148.4)	(164.7)	(226.5)	(249.9)	(245.9)	(77.1)
Net income	402.4	409.3	505.7	563.4	659.2	847.5	833.9	320.8

19 – Statements of Cash Flows – R\$/million

CONSOLIDATED CASH FLOW	2015	2016	2017	2017 adjusted	2018	2019 without IFRS 16	2019	1H20
CASH FLOWS FROM OPERATING ACTIVITIES:								
Net income	402.4	409.3	505.7	563.4	659.2	847.5	833.9	320.8
Adjustments to reconcile net income and cash and cash equivalents provided by operating activities:								
Depreciation and amortization	199.3	244.5	271.1	271.1	335.5	597.9	723.1	414.8
Net book value of vehicles written off	1,769.1	2,102.5	3,106.6	3,106.6	4,198.5	5,863.6	5,863.6	2,369.5
Deferred income tax and social contribution	35.6	30.3	29.1	29.1	86.7	65.2	65.2	(8.3)
Interest on loans, financing, debentures and swaps of fixed rates	406.6	438.1	476.2	476.2	529.8	552.9	552.9	273.6
Lease interest	-	-	-	-	-	-	49.40	30.60
Other	17.3	26.9	81.7	81.7	87.8	103.6	103.6	(83.4)
(Increase) decrease in assets:								
Trade receivable	(36.6)	56.8	(151.8)	(151.8)	(489.0)	(275.9)	(275.9)	546.7
Purchases of cars (see supplemental disclosure below)	(2,399.6)	(3,098.9)	(5,052.4)	(5,052.4)	(6,113.7)	(9,941.4)	(9,941.4)	(3,893.1)
Escrow deposits	(15.3)	(7.2)	(17.5)	(17.5)	(13.1)	(17.9)	(17.9)	1.9
Taxes recoverable	(5.2)	(6.0)	2.6	2.6	3.4	(1.6)	(1.6)	(21.2)
Prepaid expenses	0.0	0.0	2.7	2.7	1.3	(4.9)	(4.9)	(80.8)
Other assets	(1.3)	(3.6)	(8.8)	(8.8)	(71.9)	(44.7)	(44.7)	16.6
Increase (decrease) in liabilities:								
Accounts payable (except car manufacturers)	(16.7)	29.6	(4.8)	(4.8)	3.1	21.0	21.0	(47.8)
Social and labor obligations	(0.5)	9.4	7.5	7.5	25.8	26.8	26.8	(1.1)
Income tax and social contribution	94.8	88.0	119.4	135.7	139.8	184.7	180.7	85.4
Insurance premium	4.4	8.6	19.3	19.3	37.0	23.2	23.2	(109.0)
Other liabilities	5.9	(19.5)	40.1	40.1	60.1	52.0	52.0	(71.6)
Cash provided by (used in) operating activities	460.2	308.8	(573.3)	(499.3)	(519.7)	(1,948.0)	(1,791.0)	(256.4)
Income tax and social contribution paid	(110.7)	(93.3)	(108.3)	(108.3)	(131.2)	(146.1)	(146.1)	(112.3)
Interest on loans, financing and debentures paid	(352.9)	(442.3)	(485.7)	(485.7)	(424.7)	(562.2)	(562.2)	(195.2)
Lease interest paid	-	-	-	-	-	-	(53.5)	(16.2)
Financial assets	-	-	(1,275.8)	(1,275.8)	1,008.2	(343.4)	(343.4)	365.3
Net cash provided by (used in) operating activities	(3.4)	(226.8)	(2,443.1)	(2,369.1)	(67.4)	(2,999.7)	(2,896.2)	(214.8)
CASH FLOWS FROM INVESTING ACTIVITIES:								
(Investments) withdraw in marketable securities	92.6	-	-	-	-	-	-	-
Acquisition of investment, goodwill and fair value surplus	-	-	(333.2)	(333.2)	-	(123.7)	(123.7)	(7.9)
Purchases of other property and equipment and addition of intangible assets	(153.0)	(126.6)	(175.0)	(175.0)	(42.8)	(70.0)	(70.0)	(42.7)
Net cash provided by (used in) investing activities	(60.4)	(126.6)	(508.2)	(508.2)	(42.8)	(193.7)	(193.7)	(50.6)
CASH FLOWS FROM FINANCING ACTIVITIES:								
Loans and financings:								
Proceeds	747.1	266.3	950.1	950.1	742.8	1,351.5	1,351.5	1,250.3
Repayment	(368.4)	(297.9)	(510.1)	(510.1)	(518.5)	(930.2)	(930.2)	(10.0)
Debentures								
Proceeds	496.8	943.4	2,626.9	2,626.9	1,690.7	2,283.7	2,283.7	988.6
Repayment	(668.0)	(105.0)	(355.0)	(355.0)	(815.0)	(975.0)	(975.0)	(979.7)
Lease liability:								
Proceeds	-	-	-	-	-	-	-	-
Repayment	-	-	-	-	-	-	(103.5)	(70.5)
Capital Increase	-	-	-	-	-	1,821.6	1,821.6	-
Treasury shares (acquired)/ sold	(27.5)	(25.0)	2.1	2.1	3.20	2.6	2.6	(180.5)
Expenses with issuance of shares.	-	-	-	-	-	(65.3)	(65.3)	-
Exercise of stock options with treasury shares, net	18.0	18.2	50.1	50.1	16.4	25.1	25.1	0.80
Dividends paid	(44.7)	(1.0)	-	-	-	(7.2)	(7.2)	-
Interest on own capital	(94.6)	(138.4)	(166.9)	(166.9)	(172.3)	(268.6)	(268.6)	(71.8)
Net cash provided by (used in) financing activities	58.7	660.6	2,597.2	2,597.2	947.3	3,238.2	3,134.7	925.6
NET CASH FLOW PROVIDED (USED) IN THE YEAR	(5.1)	307.2	(354.1)	(280.1)	837.1	44.8	44.8	660.2
Cash flow without incurred one-time costs Hertz and franchisees	-	-	-	(74.0)	-	-	-	-
NET CASH FLOW PROVIDED (USED) IN THE YEAR AFTER ONE TIME COSTS	(5.1)	307.2	(354.1)	(354.1)	837.1	44.8	44.8	660.2
CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR	1,390.2	1,385.1	1,692.3	1,692.3	1,338.2	2,175.3	2,175.3	2,220.1
CASH AND CASH EQUIVALENTS AT END OF YEAR	1,385.1	1,692.3	1,338.2	1,338.2	2,175.3	2,220.1	2,220.1	2,880.3
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(5.1)	307.2	(354.1)	(354.1)	837.1	44.8	44.8	660.2
Supplemental disclosure of cash flow information:								
Cash paid during the period for cars acquisition								
Cars acquisition in the year/period - renewal	(2,278.4)	(2,563.6)	(3,660.9)	(3,660.9)	(4,696.7)	(6,804.6)	(6,804.6)	(2,011.4)
Cars acquisition in the year/period - growth	-	(726.0)	(1,807.0)	(1,807.0)	(2,285.1)	(3,478.7)	(3,478.7)	0.0
Suppliers - automakers:								
Balance at the end of the year	591.3	782.0	1,197.5	1,197.5	2,065.6	2,407.5	2,407.5	525.8
Balance at the beginning of the year	(712.5)	(591.3)	(782.0)	(782.0)	(1,197.5)	(2,065.6)	(2,065.6)	(2,407.5)
Cash paid for cars purchased	(2,399.6)	(3,098.9)	(5,052.4)	(5,052.4)	(6,113.7)	(9,941.4)	(9,941.4)	(3,893.1)

20 – Glossary and other information

- **Adjusted:** financials have been recalculated to exclude the impact of incurred one-time costs related with the acquisition of Hertz Brazil and the integration of 20 franchised branches in 2017.
- **Average Rented Fleet:** In the car rental division it is the number of daily rentals in the period divided by the number of days in the period. In the Fleet Rental is the actual number of cars rented.
- **CAGR:** Compounded annual growth rate.
- **CAPEX:** Capital expenditure.
- **Carrying Cost of Cash:** Consists of the cost to maintain minimum cash position. This is the difference between the average rate of fundraising and the average rate of investment.
- **Car depreciation:** Depreciation is calculated based on the expectation of the future sale price net of the selling expenses. The amount to be depreciated is the positive difference between the acquisition price of the vehicle and its estimated residual value. Depreciation is calculated as long as the assets' estimated residual value does not exceed its accounting value. Depreciation is recognized during the estimated life cycle of each asset. In the Car Rental division, depreciation method used is linear. In the Fleet Rental division, depreciation is recorded according to the sum of the years' digits (SOYD) method, which better reflects the consumption pattern of the economic benefits that decrease during the cars' useful life. The residual value is the estimated sale price net of the estimated selling expense.
- **Depreciated cost of used cars sales (book value):** consists of the acquisition value of vehicles, depreciated up to the date of sale, less the technical discount. The **technical discount** is the discount given to the buyer for any required repairs that were not made. These repair costs are recorded as a charge to operating costs and as a credit to cost of cars sold.
- **EBITDA:** EBITDA is the net income of the period, added by the income tax, net financial expenses, depreciation, amortization and exhaustions, as defined by CVM instruction 527/12.
- **EBITDA Margin:** EBITDA divided by the net revenues.
- **EBIT:** EBIT is the net income of the period added by the income tax and net financial expenses.
- **EBIT Margin:** EBIT divided by the rental net revenues.
- **IFRS 16:** As of January 1, 2019, all companies had to adapt to the new rules of IFRS 16. Lessees now have to recognize the assets of the rights over leased assets and the liabilities of future payments for medium or long-term leases, including operating leases. The major impact we had was on the real estate lease agreements of our locations and stores.
- **Operating Fleet:** Includes the cars in the fleet from the licensing until they become available for sale.
- **Net debt:** Short and long term debts +/- the results from the swap operations, net of the cash, cash equivalents and short term financial investments. The "net debt" term is a Company's measure and cannot be compared with similar terms used by other companies.
- **Net Investment in cars:** capital investment in cars acquisition, net of the revenues from selling decommissioned cars.
- **NOPAT:** Net operating profit after tax.
- **One-time costs (OTC):** non-recurring costs and expenses related to the acquisition of Hertz Brazil's operations and the integration of 20 franchised branches.
- **Reclassification of PIS and COFINS credits** - In order to better reflect the nature of its operating costs, Localiza performed the reclassification of PIS and COFINS credits for the years ended December 31, 2019. The credits were reclassified in the income statement by division and consolidated, from the income tax heading to the cost heading.
- **ROIC:** Return on invested capital.
- **Swap:** Financial transactions carried out to hedge exchange rate and interest rate risks.
- **Utilization Rate:** It is the number of rental days of the period divided by the fleet available for rental multiplied by the number of days of the period and therefore, it does not include cars being prepared or being decommissioned.

21 – 2Q20 Results Conference Call

Date: Thursday, July 30, 2020.

Portuguese (with simultaneous translation to English)

12:00 p.m. (BR time)

11:00 a.m. (Eastern time)

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This release contains summarized information, with no intention of being complete and must not be considered by shareholders or potential investors as an investment recommendation. Information on Localiza, its activities, its economic and financial situation and the inherent risks associated with its business, as well its financial statements, can be obtained from Localiza's website (www.localiza.com/ri).