INVESTOR RELATIONS PRESENTATION

2Q23

1. COMPANY OVERVIEW
2. MAIN BUSINESS DIVISIONS
3. COMPETITIVE ADVANTAGES
4. FINANCIALS

Localiza&co

BECOMING THE BIGGEST CAR RENTAL COMPANY IN LATAM

PHASE I: PATH TO LEADERSHIP

PHASE II: EXPANSION

PHASE III: BUILDING UP SCALE

PHASE IV: DIGITAL TRANSFORMATION

1973
Founded in Belo Horizonte with 6 VW beetles

1979
Expansion to 11 capital cities

Market leader in 1981

1983
Franchising Strategy

1991
Seminovos' creation

1992
Internationalization through Franchising

1997
DL&J Private Equity firm purchases 1/3 of the Company
Market Cap US$150mm

1999
Expansion strategy by adjacencies: Fleet Rental

2005
IPO with a Market Cap of US$295mm

2014
Beginning of digital transformation

2019
Follow-on R$1.8bn

2020
Merger Announcement: Locamerica
Subscription car launch – Meoo

2021
Localiza Zarp

2022
Closing Merger with Locamerica – jul/22
Lauch of new corporate Brand

Market Cap of US$14.0bn in june/23

6 *(1973)*	1,970 *(1983)*	5,080 *(1993)*	24,700 *(2003)*	118,000 *(2013)*	587.424 *(2Q23)*

Localiza&co

BIG NUMBERS – 2Q23

We create a
+ positive future

587K
End of period fleet

+ 57K
Cars Purchased

+ 52K
Cars sold

697
Locations in Brazil and Latin America

195
Seminovos' Stores

+18K
Employees in Latin America

RENT3

+ R$67Bn
Market Cap. (June/2023)

+ R$6.8Bn
Net Revenues

8.0 p.p.
ROIC – KD after tax (5-year average)

OUR COMPANY IS IN CONTINUOUS AND CONSISTENT EVOLUTION MOVEMENT BECAUSE WE NEVER STOP LOOKING AT THE ESSENTIAL: OUR **CUSTOMERS**, OUR **EMPLOYEES**, OUR **RESULTS**

AND THESE ARE THE PILLARS OF OUR CORPORATE CULTURE

Principles we share

Customer
is our **passion**

People
who **inspire** and **transform**

Results
exceptionality drives us

Atittudes that make the integration

Humility	Trust	Collaboration
We are curious, we ask questions and we are always learning	We act with transparency, empathy and an open mind	We build together with simplicity, combining the very best of each other, and we have fun along the way

We act **ethically in all of our relationships**

1. COMPANY OVERVIEW
2. MAIN BUSINESS DIVISIONS
3. COMPETITIVE ADVANTAGES
4. FINANCIALS

Localiza&co

BUSINESS PLATFORM

Localiza Rent a Car

- 306,870 cars
- 697 Locations in Brazil and Latin America

Localiza Fleet Rental

- 280,554 cars in the fleet, including light vehicles, subscription cars, heavy vehicles, agro and special.

Customer Centricity

Platform Synergies:

Bargaining Power
Cost reduction
Cross Selling

seminovos Localiza

- 36.7% sold to final consumers
- 195 stores in 96 cities in Brazil

Localiza New Initiatives

- Over 10 thousand automotive workshops as partners and 15 thousand Localiza+ active clients;
- Telemetry solutions to optimize fleet management;
- Corporate travel platform with VOLL;
- Mexico expansion.

Fonte: divulgação de resultados 1T23

BUSINESS PLATFORM – CAR RENTAL

Individuals

Short- and long-term rental for individuals, in and out of airports

Zarp

Mobility solutions for app drivers

Companies

Short- and long-term rentals for individuals associated with corporations

Replacement

Replacement rental car for several insurance companies in Brazil

BUSINESS PLATFORM – FLEET RENTAL

Fleet Rental

Fleet rental and outsourcing solution for SMEs, as well as large corporations.

Localiza Meoo

Subscription car, democratizing new car access without purchase costs

Agro

Pickups and Off-Roads, bringing solutions for agribusiness

Heavy vehicles

Rental of heavy vehicles with a duration of 12 to 84 months, bringing productivity and operational solutions.

Special Vehicles

Best-in-class for adaptation and customization of special vehicles.

BUSINESS PLATFORM – SEMINOVOS

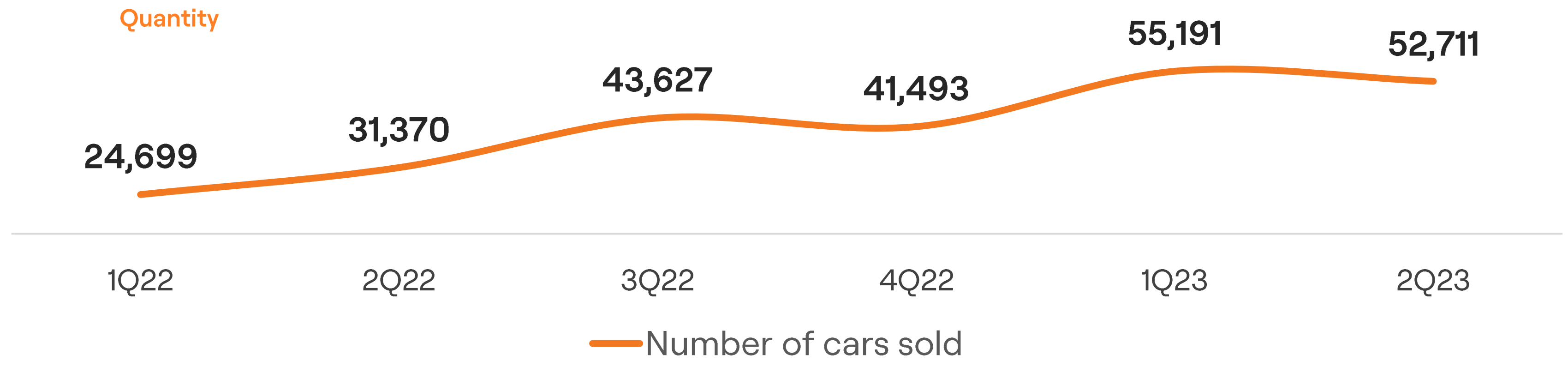
Support area

Support area to optimize asset turnover, reducing dependence for intermediaries

Sales channels

Retail sales, reaching the end consumer, and through a number of wholesale partners

Evolution of sales



localiza&co

COMPETITIVE ADVANTAGES

Raising money

Better credit rating and financing conditions

Buying cars

Main buyer in the sector and differentiated relationship with automakers

Selling cars

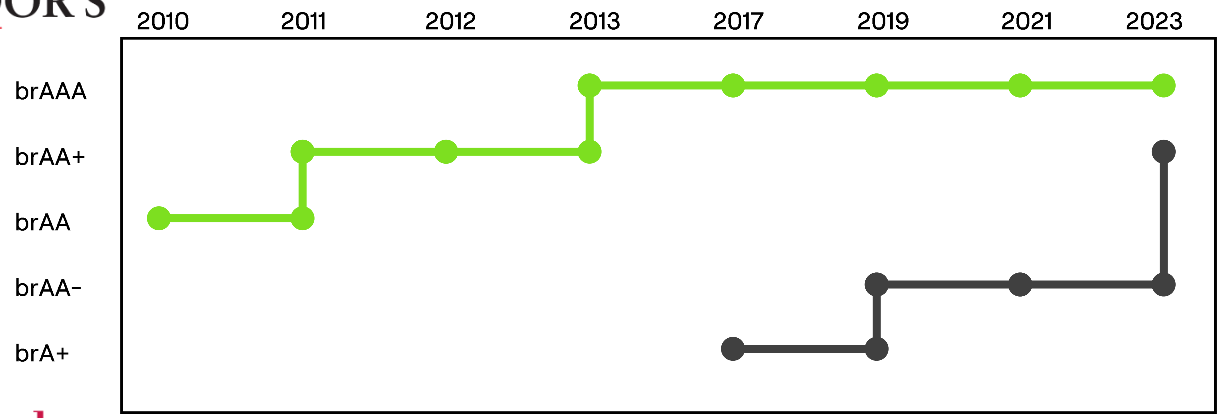
Great capillarity and sales with better conditions

Renting cars

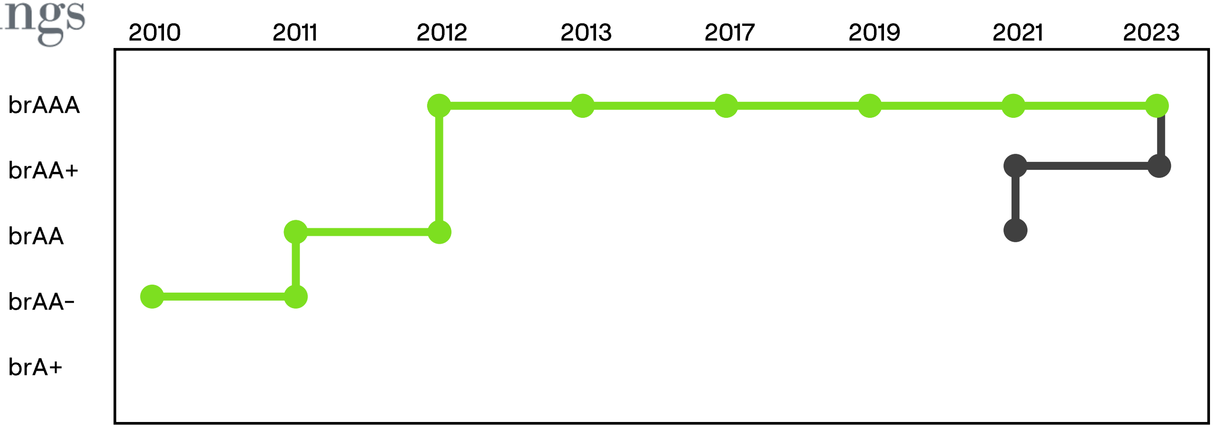
Top of Mind Company technology and market leader

Best credit rating in the industry

STANDARD & POOR'S

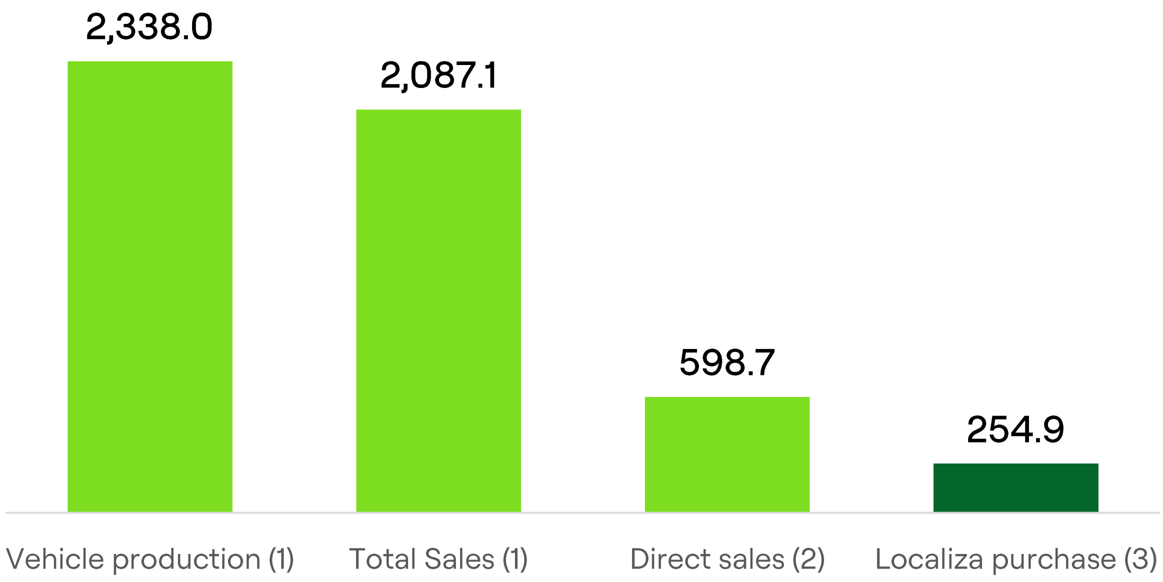


Fitch Ratings

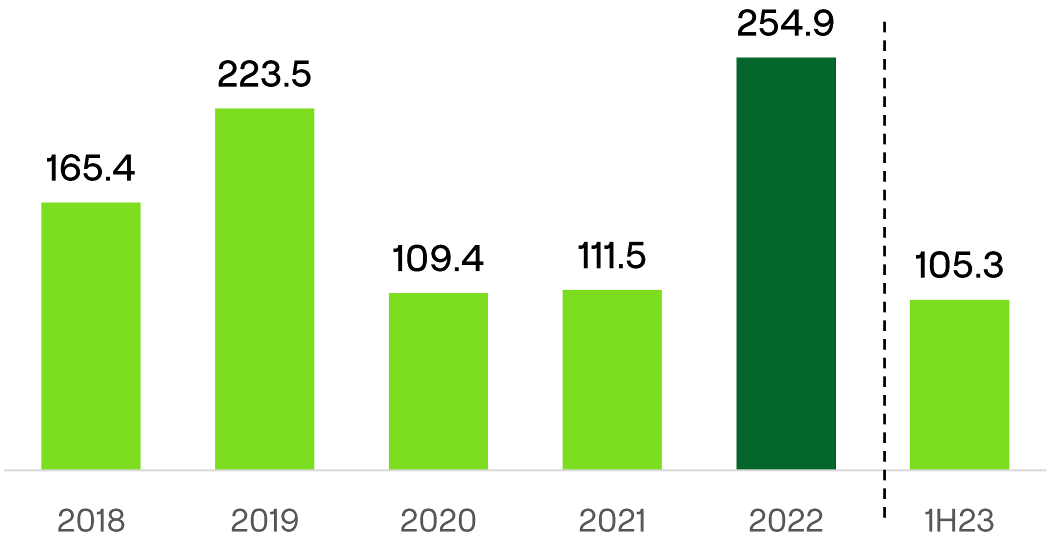


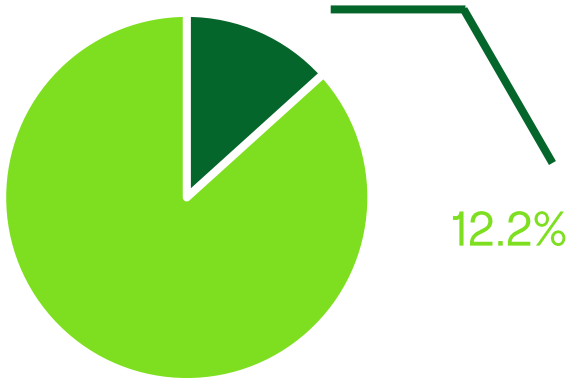
Sources: Standard & Poor's, Fitch Ratings

Distinguished relationship with automakers (2022)



Largest car buyer





12.2% Share in OEMs' sales

Operational Excellence in Purchasing

- Quality control of delivered cars
- Car licensing
- Shipping tracking
- Logistics management optimization

Source: (1) ANFAVEA 2023 yearbook; (2) ABLA 2023 yearbook; (3) Company Data

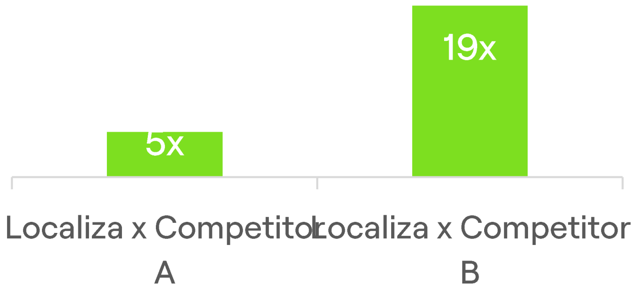
Brand Knowledge

Most Known Brand[1]

88% | 94%

of the respondents know Localiza

2017 | 2022



Leadership in all segments

Convenience with:

Localiza FAST

Proximity and capillarity
(agências Brazil)

with
612 branches
525 operated by Localiza

vs
250 branches
Competitor A [2]

181 branches
Competitor B [2]

Closer to our clients

Source: (1) Quantitative research N=1600 respondents, EM 2.4% and CI 95;
(2) Publicly available information at the competitor's website

Customer Experience | Digital Journey

NPS in zone of excellence

- Connected fleet
- Mobile Solutions
- Driver´s area

Risk Management

- Excellence in credit and default through IoT
- Driver behavior with incentives for good use
- Default rate well below the national retail

Localiza meoo

The best subscription car according to Estadão.

PRÊMIO ESTADÃO 2022 MELHOR SERVIÇO DE CARROS POR ASSINATURA

Tudo meoo

… a Benefits Club full of advantages to enjoy every day…

re invente seu jeito de ter carro

Car Purchase X **Car Subscription**

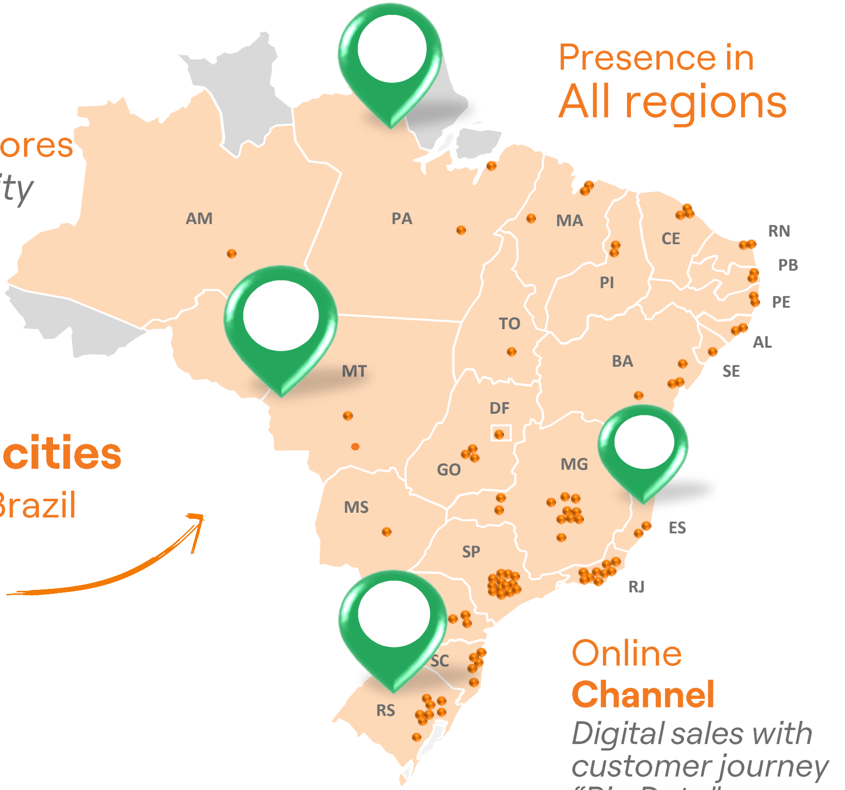
Car Purchase		Car Subscription
Purchase price:	BRL138 thousand	R$138 thousand invested with 11.5% yield R$33 thousand
Sale price: *32% Depreciation (2 years)	BRL94 thousand*	Total in 2 years: BRL 171 thousand
Taxes + License.:	BRL19 thousand	24 monthly payments: BRL 74 thousand
Insurance + Maint.:	BRL12 thousand	
Total in cash: R$63 thousand		Total in cash: R$97 thousand

SELLING CARS

More productivity and market know-how to estimate the asset residual value and to price the rental

195 Used Car Stores
Strong capilarity

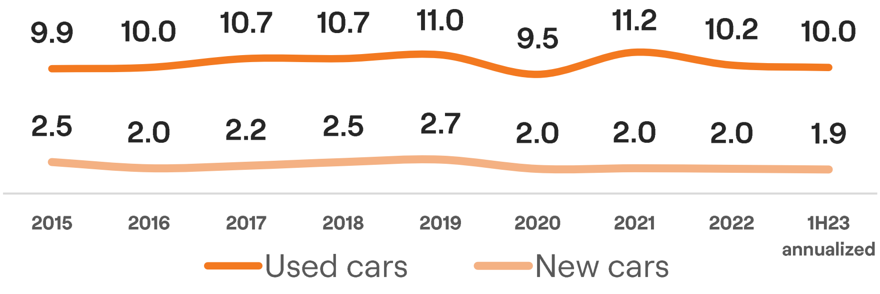
Presence in
All regions



95 cities
in Brazil

Online
Channel
Digital sales with customer journey "Big Data"

Huge market to be explored[1]



Big data

Best understanding of costumer preference
Pricing estimate
- Depreciation /+ Residual Value
Input for car purchase

Sales final consumer

Lower depreciation
Loyalty of costumers, generating recurrency and recommendation

Source: (1) Fenabrave

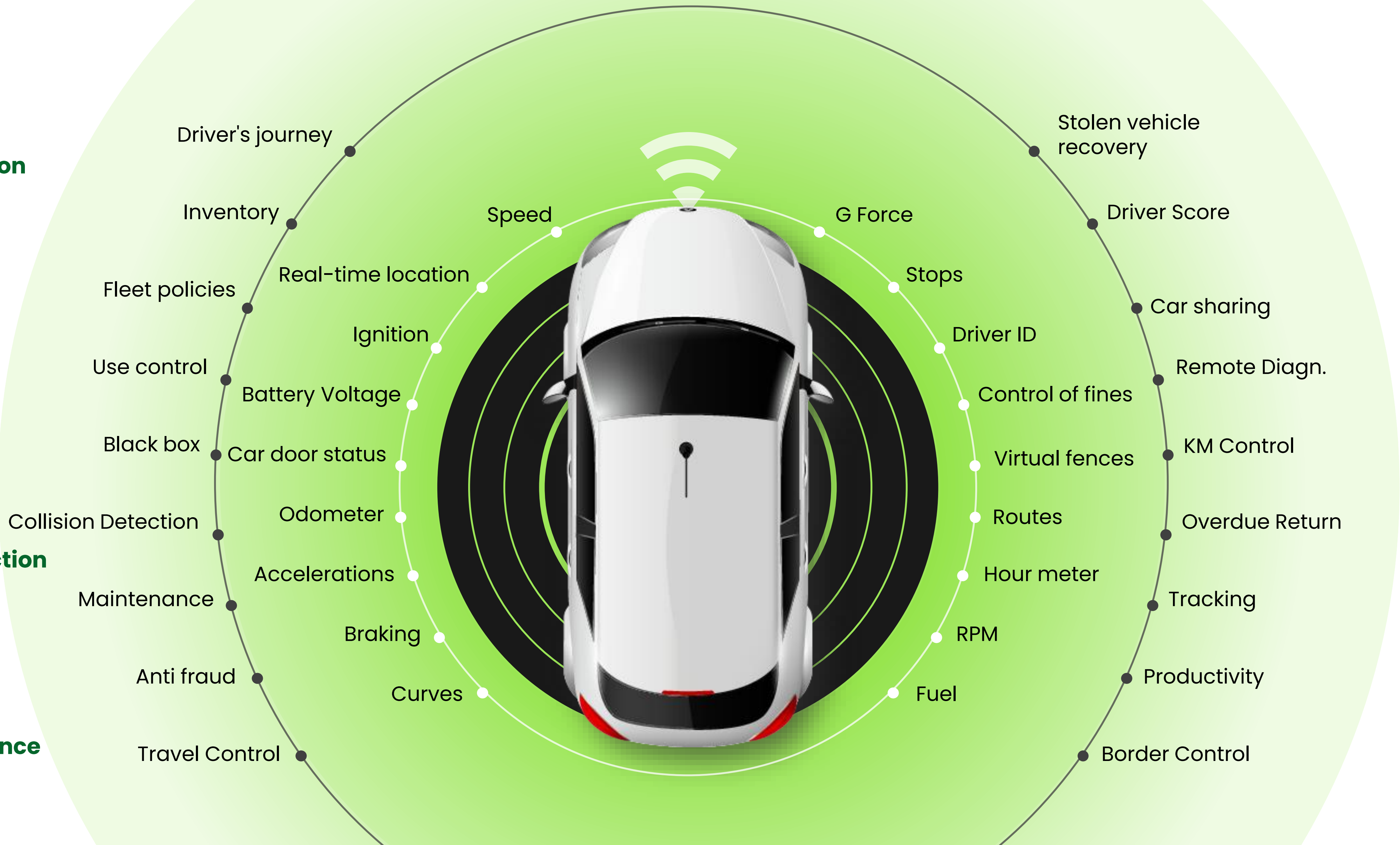
TELEMETRY

Value creation

Fleet Rental

Asset protection

User experience



Emergency services

Logistics

Automation

Self service rental

LOCALIZA LABS

Digital in the way of operating the business

Technology and Data Science

Digital to delight our customers and employees

Digital journey

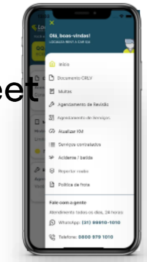
Localiza Car Rental

Localiza Meoo

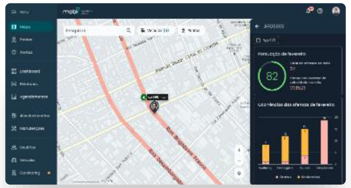
Localiza Fast

Localiza Seminovos

Localiza Fleet Rental



ZARP



Mobi7

Localiza +

ESG

ENVIRONMENTAL

- **99%** of Localiza's fleet is **bi-fuel (flex)**
- 100% **internally fueled with ethanol**
- **Recommendation of** refueling with **ethanol**
- Possibility of reimbursement only for refueling with this fuel
- **5 million kWh** of **clean energy** generated
- **56% renewable energy** consumption
- Compensation of **scopes 1 and 2**[1]
- **Gold seal** for the 2nd year of the GHG protocol
- Maintenance on **B3's ICO2**
- Launch of **Neutraliza,** product aimed at offsetting customer emissions **(scope3)**
- Advances in **waste management** with a focus on **reverse logistics and valuation**
- 67% of RAC **interior washes performed dry**
  - **95% water savings** when compared to conventional washing technique

Awards and ratings

MSCI: A
Sustainalytics: Low Risk
– Ranked 3rd out of 384 companies in Transportation

SOCIAL

- **Best Companies for Women** to Work For
- **Women in Leadership** Award
- **94% favorability** in terms of **diversity and inclusion**[2]
- Consolidated **diversity and inclusion program**
- Maintenance on the **B3 IGPTW ETF**[3]
- Maintenance in the **TEVA Index**[4] (ticker **ELAS11**)
- **Best places for LGBTI+** people to work
- Instituto Localiza supported **49 projects** with **+12,000 people impacted**

GOVERNANCE

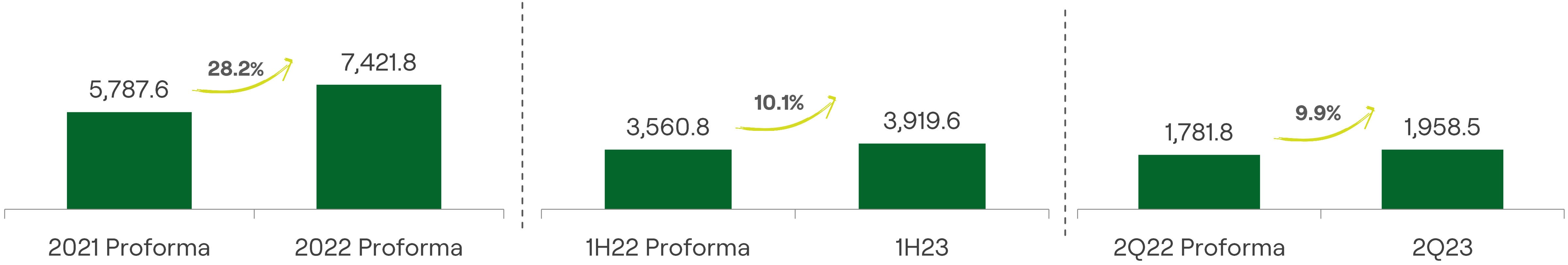
- New role of **leading independent director on the Board of Directors**, reinforcing independence
- **CEO and Board engagement agenda with** our investors for **ESG topics**
- Updating the **Sustainability Policy**
- Continuous improvement of performance indicators using **UN and SASB references**

Notes:
1 Referring to 2020
2 In the climate survey
3 Which brings together companies that invest in the work environment with the best practices in human resources
4 Which brings together companies with more women in leadership positions

CAR RENTAL

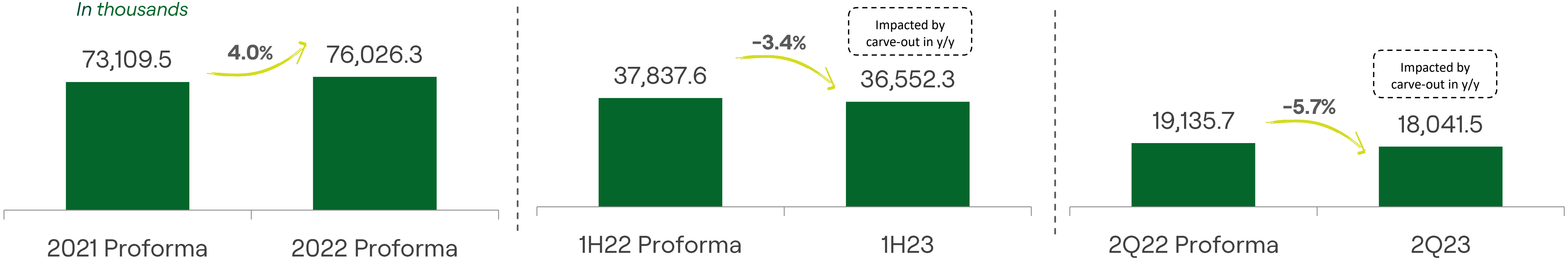
Net Revenue

R$ million, including royalties

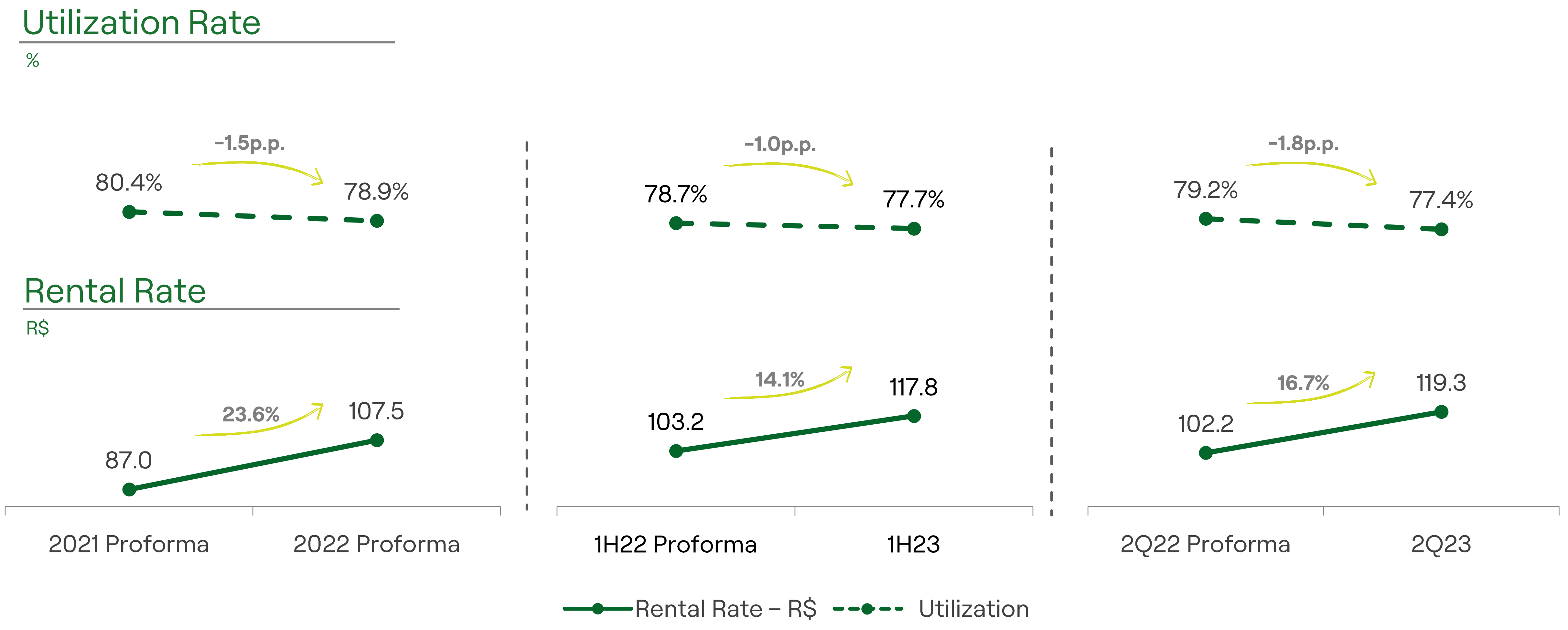


Rental days

In thousands



NET REVENUE GROWTH IN THE ANNUAL COMPARISON, EVEN WITH THE CARVE-OUT IMPACTING THE RENTAL VOLUMES

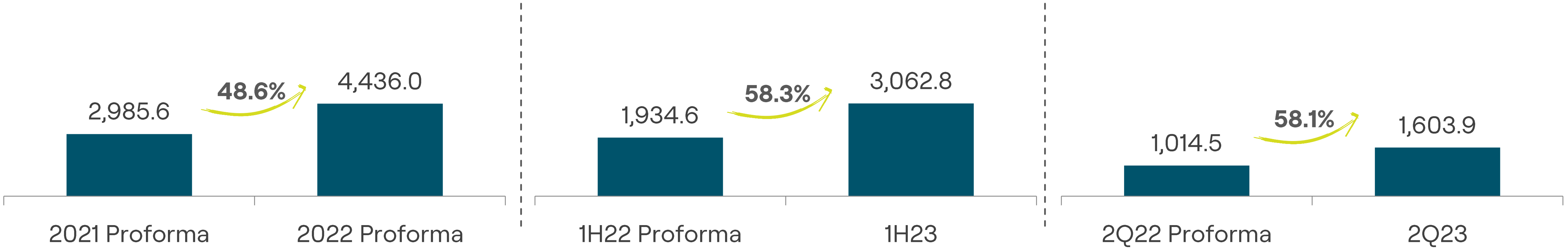


STRONG YOY GROWTH IN THE AVERAGE RENTAL RATE, REFLECTING MIX AND PRICE MANAGEMENT

FLEET RENTAL

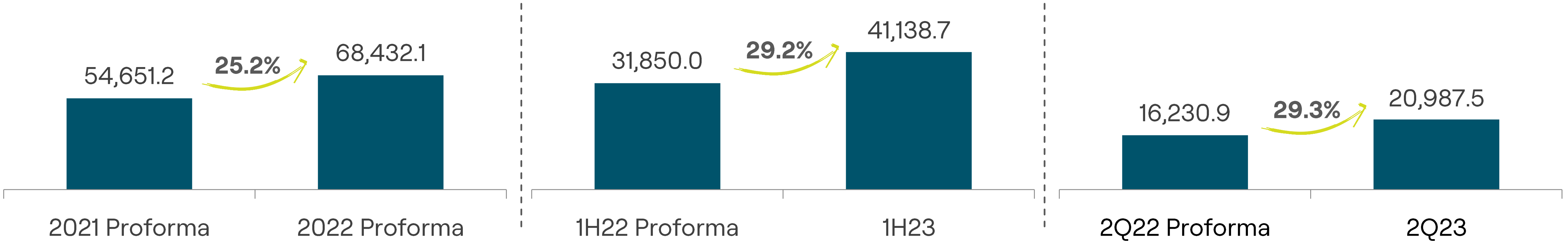
Net Revenue

R$ million, including new initiatives' revenues



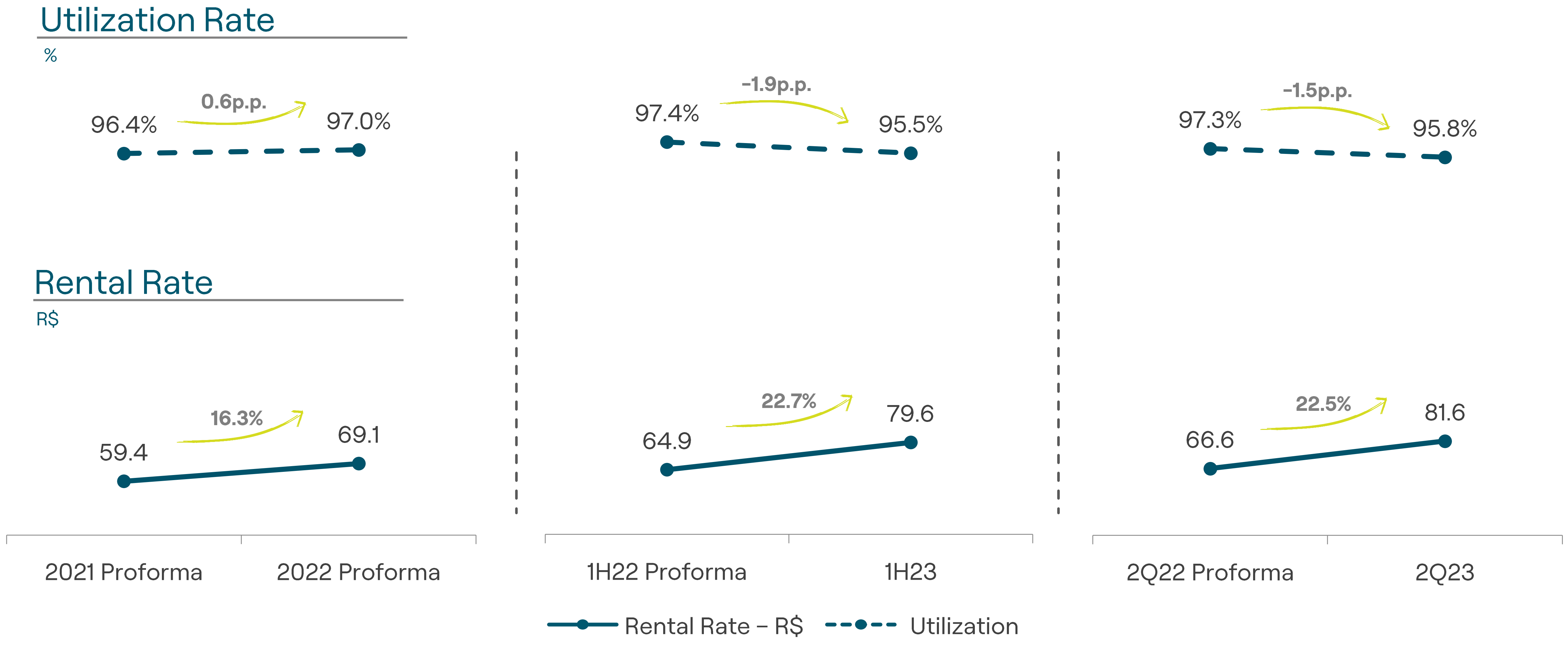
Rental Days

In thousands



STRONG INCREASE IN REVENUE, DUE TO THE COMBINED EFFECT OF VOLUME GROWTH AND CAPTURING HIGHER PRICES IN NEW CONTRACTS

FLEET RENTAL

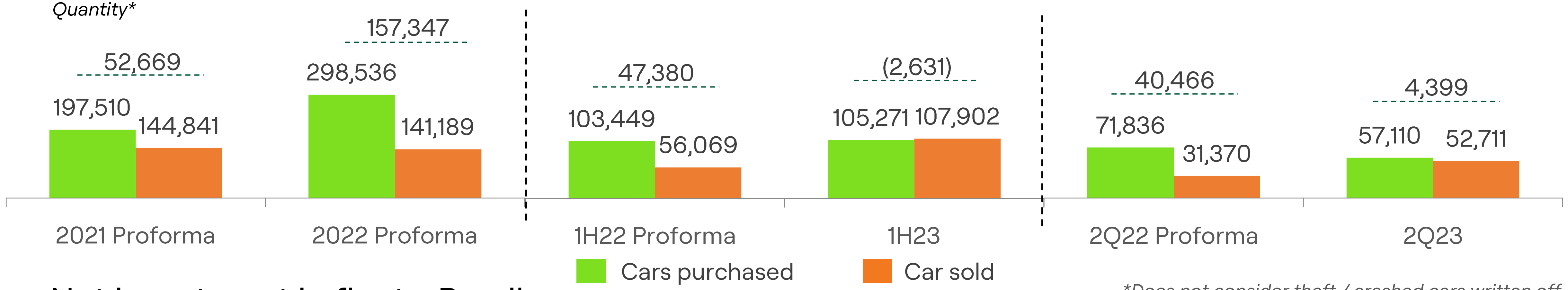


INCREASE IN AVERAGE RATE, REFLECTING NEW CONTRACTS PRICED IN A CONTEXT OF MORE EXPENSIVE CARS AND HIGHER INTEREST CURVE

NET INVESTMENT

Car purchase and sales - Brazil

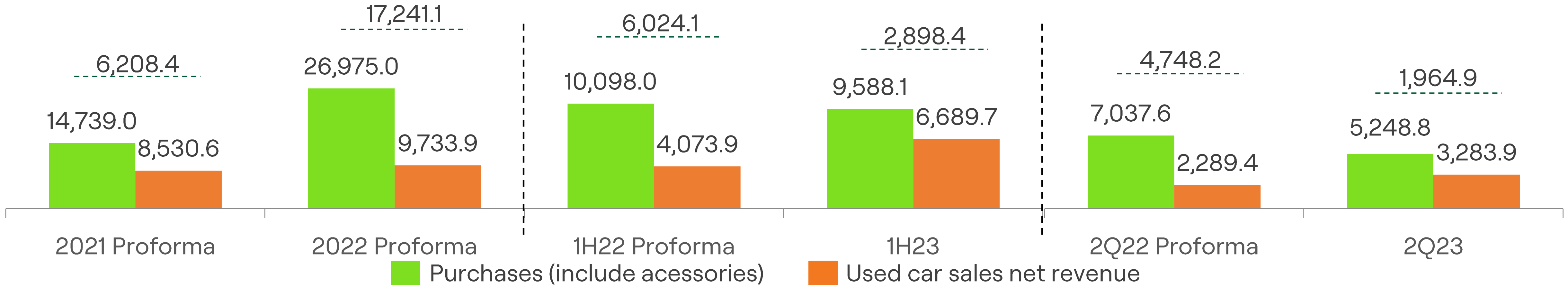
*Quantity**



**Does not consider theft / crashed cars written off.*

Net investment in fleet - Brazil

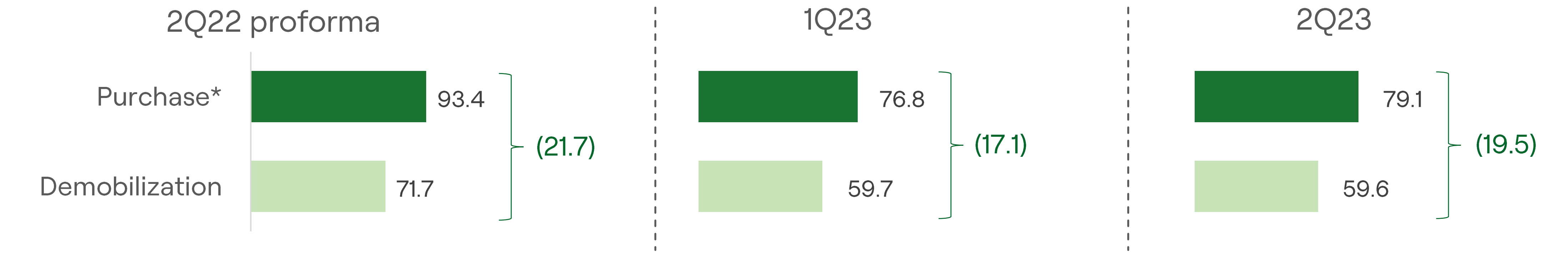
R$ million



THE EXPECTATION OF A REDUCTION IN CAR PRICES, AFTER THE ANNOUNCEMENT OF THE PROVISIONAL MEASURE, RESULTED IN THE DECELERATION OF THE CARS PURCHASE AND SALE. IN THE QUARTER. AT THE END OF JUNE, THE COMPANY RESUMED PURCHASING CARS WITH BETTER CONDITIONS

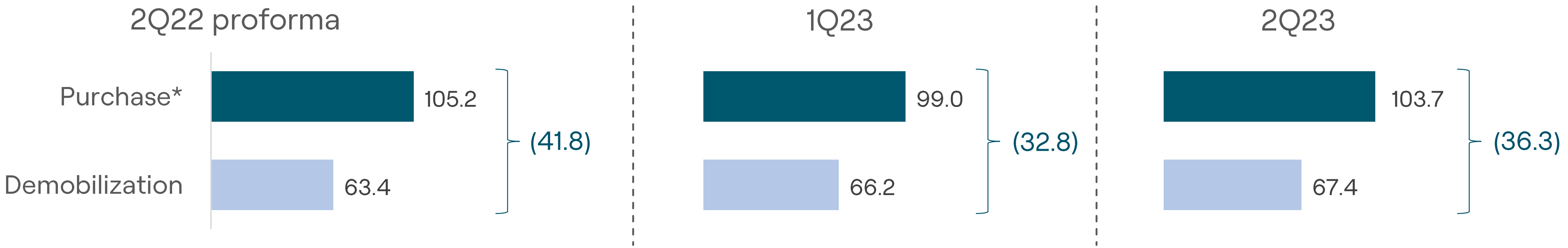
Average price of purchase and demobilization - Car Rental

R$ thousand



Average price of purchase and demobilization - Fleet Rental

R$ thousand

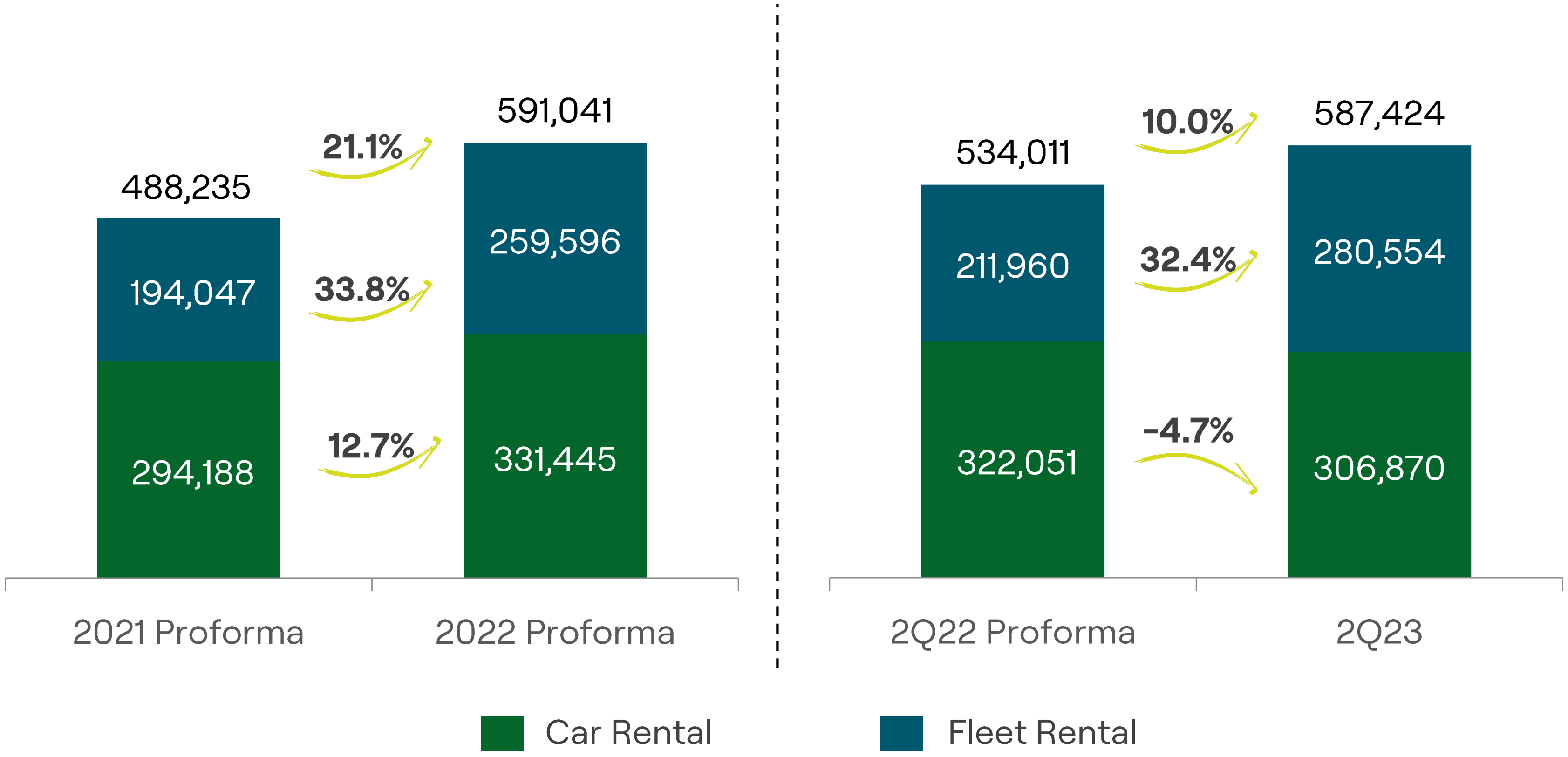


*Purchase price does not include accessories

WITH THE ANNOUNCEMENT OF THE MEASURE, THE COMPANY PRIORITIZED THE PURCHASE OF CARS OVER R$120 THOUSAND IN THE MONTHS OF MAY AND JUNE, IMPACTING THE AVERAGE PURCHASE PRICE IN THE SEQUENTIAL COMPARISON

END OF PERIOD FLEET

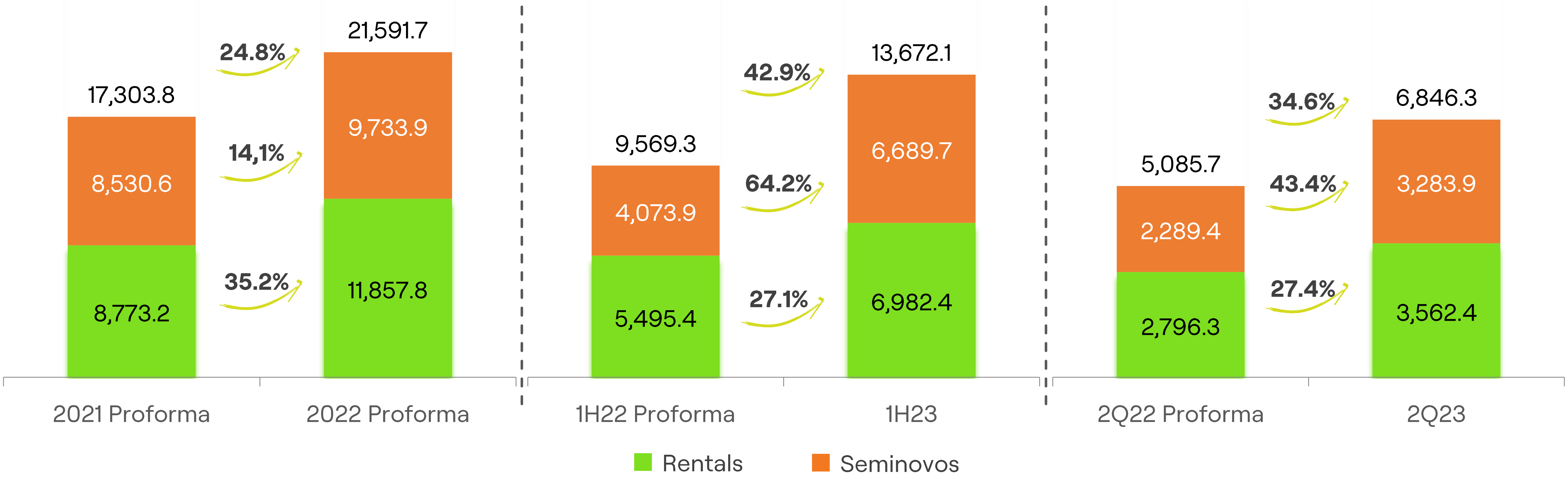
Quantity



GROWTH OF 10.0% IN THE END OF PERIOD FLEET IN THE ANNUAL COMPARISON, WITH IMPROVEMENT IN GLOBAL FLEET UTILIZATION

CONSOLIDATED NET REVENUE

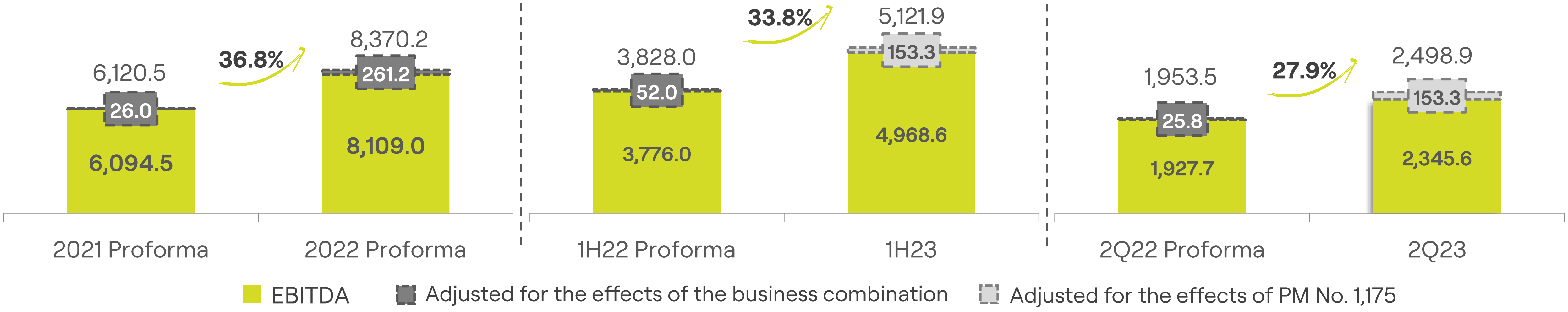
R$ million



STRONG GROWTH IN CONSOLIDATED NET REVENUE, ADVANCING 34.6% IN THE QUARTER AND 42.9% IN THE SEMESTER

CONSOLIDATED ADJUSTED EBITDA

R$ million



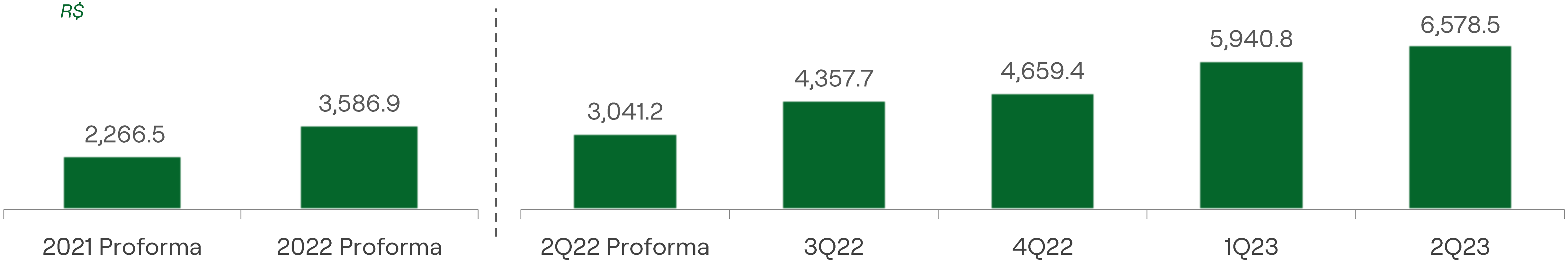
EBITDA Margin:	2021 proforma adjusted*	2022 proforma adjusted*	1H22 proforma adjusted*	1H23 adjusted**	2Q22 proforma adjusted*	1Q23	2Q23 adjusted**
Car Rental and Franchising	49.6%	57.6%	55.1%	65.3%	55.2%	66.1%	64.5%
Fleet Rental	65.7%	67.9%	65.5%	72.7%	65.0%	76.2%	69.5%
Rental Consolidated	55.1%	61.5%	58.8%	68.5%	58.8%	70.4%	66.8%
Seminovos	15.1%	11.2%	14.7%	5.0%	13.6%	6.4%	3.7%
Consolidated (over rental revenues)	69,8%	70.6%	69.7%	73,4%	69.9%	76.7%	70.1%

*Adjusted for One-offs related to the integration expenses and the discontinuity of operations
**Adjusted for the effects of PM No. 1,175

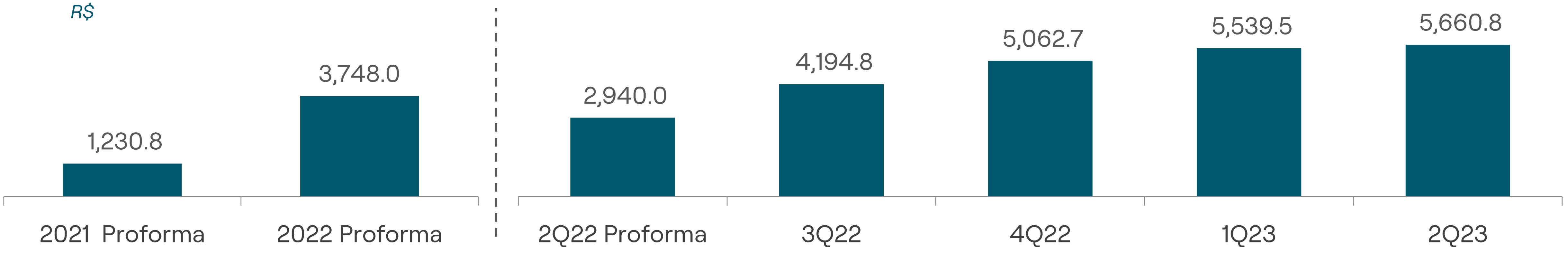
IN 2Q23, CONSOLIDATED ADJUSTED EBITDA REACHED R$2.5 BILLION,
GROWING 27.9% IN THE QUARTER AND 33.8% IN THE SEMESTER

AVEREGE ANNUALIZED DEPRECIATION PER CAR

Car Rental



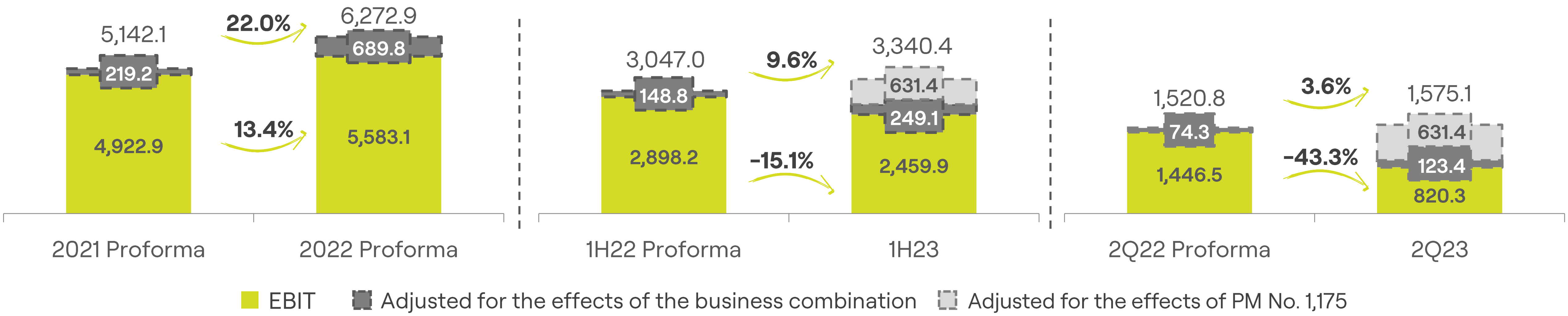
Fleet Rental



THE HIGHER SEQUENTIAL DEPRECIATION REFLECTS THE REPLACEMENT OF CARS FULLY DEPRECIATED BY NEW CARS

CONSOLIDATED ADJUSTED EBIT

R$ million



EBIT margins include Seminovos and is calculated over the rental revenues:

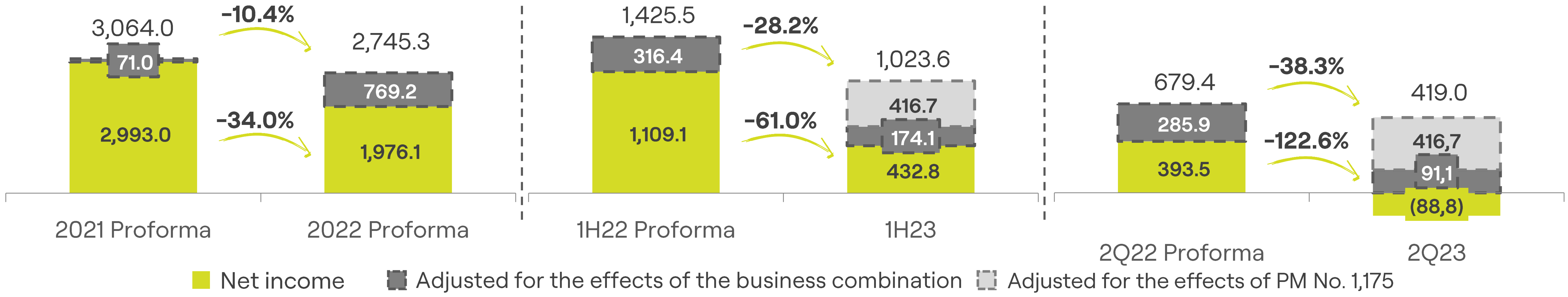
EBIT Margin:	2021 proforma adjusted*	2022 proforma adjusted*	1H22 proforma adjusted*	1H23 adjusted**	2Q22 proforma adjusted*	2Q23 adjusted**
Car Rental and Franchising	55.2%	49.2%	51.1%	42.0%	50.4%	38.6%
Fleet Rental	65.3%	59.0%	63.4%	55.3%	61.3%	51.1%
Consolidated (over rental revenues)	58.6%	52.9%	55.4%	47.8%	54.4%	44.2%

*Adjusted for One-offs related to integration expenses, in addition to the amortization of fleet and customer relationship write up;
** Adjusted for the amortization of fleet and customer relationship write up and for the Provisional Measure's effect.

ADJUSTED EBIT OF R$1.6 BILLION IN THE QUARTER, GROWING 3.6% IN THE QUARTER AND 9.6% IN THE SEMESTER

CONSOLIDATED ADJUSTED NET INCOME

R$ million



EBITDA x Net income reconciliation	2021 proforma	2022 proforma	Var. R$	Var. %	1H22 proforma	1H23	Var. R$	Var. %	1Q23	2Q23	Var. R$	Var. %
Consolidated EBITDA	6,120.5	8,370.2	2,249.7	36.8%	3,828.0	5,121.9	1,293.9	33.8%	1,953.5	2,498.9	545.4	27.9%
Cars depreciation	(672.6)	(1,762.0)	(1,089.4)	162.0%	(614.8)	(1,577.1)	(962.3)	156.5%	(350.6)	(813.6)	(463.0)	132.1%
Other PP&E depreciation and amortization	(305.8)	(335.3)	(29.5)	9.6%	(166.2)	(204.4)	(38.2)	23.0%	(82.1)	(110.2)	(28.1)	34.2%
Equity equivalence result		0.2			0.1	-	(0.1)	0.0%	-	-	-	-
EBIT	5,142.1	6,272.9	1,130.8	22.0%	3,047.0	3,340.4	293.4	9.6%	1,520.8	1,575.1	54.3	3.6%
Financial expenses, net	(785.0)	(2,726.0)	(1,941.0)	247.3%	(1,094.8)	(2,167.2)	(1,072.4)	98.0%	(604.1)	(1,097.3)	(493.2)	81.6%
Income tax and social contribution	(1,293.1)	(801.8)	491.3	-38.0%	(526.8)	(149.6)	377.2	-71.6%	(237.3)	(58.8)	178.5	-75.2%
Adjusted net income of the period	**3,064.0**	**2,745.3**	**(318.7)**	**-10.4%**	**1,425.5**	**1,023.6**	**(401.9)**	**-28.2%**	**679.4**	**419.0**	**(260.5)**	**-38.3%**

IN 2Q23, NET INCOME ADJUSTED TOTALED R$419.0 MILLION,
MAINLY IMPACTED BY THE INCREASE IN DEPRECIATION AND INTEREST

FREE CASH FLOW

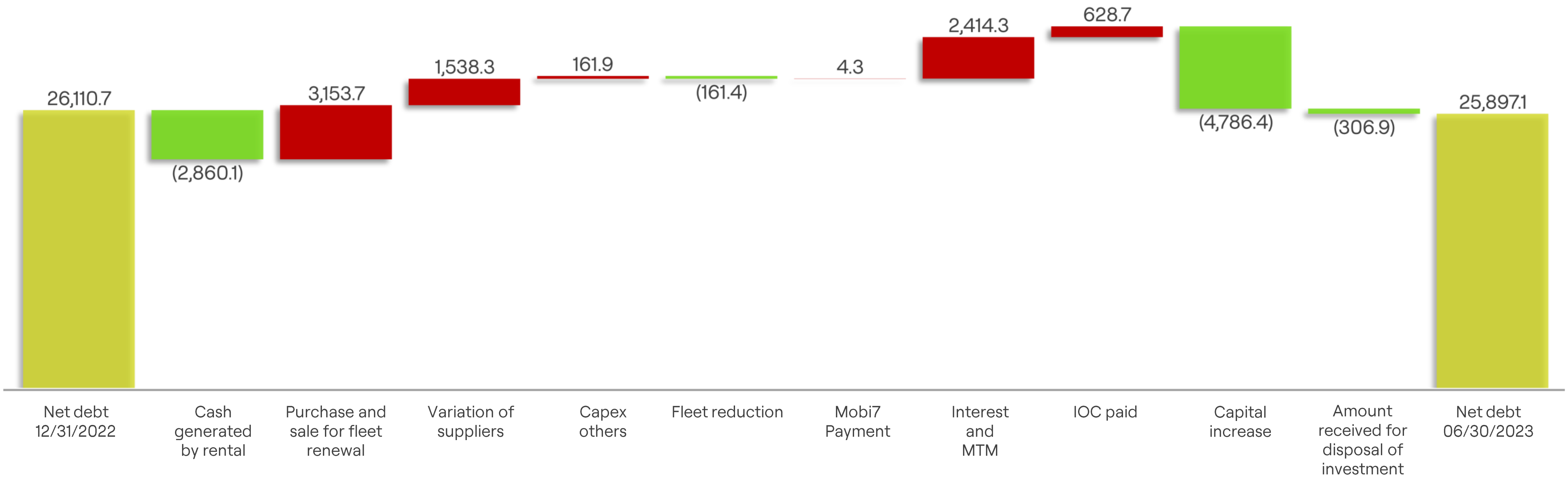
	Free cash flow (R$ million)	2020 actual	2021 actual	2022 actual	1H23
Operations	EBITDA	2,468.1	3,697.5	6,589.2	4,968.6
	Used car sale revenue, net of taxes	(6,109.1)	(5,308.0)	(7,833.6)	(6,618.5)
	Net book value of vehicles written-off	5,599.9	4,346.0	6,085.3	5,635.4
	(-) Income tax and social contribution	(250.1)	(307.1)	(83.4)	(32.2)
	Change in working capital	91.6	(568.3)	(1,284.3)	(1,093.2)
	Cash generated by rental operations	1,800.4	1,860.1	3,473.2	2,860.1
Capex renewal	Used car sale revenue, net from taxes – fleet renewal	4,886.9	5,308.0	7,833.6	6,457.1
	Fleet renewal investment	(5,524.1)	(6,366.9)	(9,902.5)	(9,610.8)
	Change in accounts payable to car suppliers for fleet renewal	(466.6)	(282.6)	1,619.6	(374.0)
	Net investment for fleet renewal	(1,103.8)	(1,341.5)	(449.3)	(3,527.7)
	Fleet renewal – quantity	109,379	92,845	118,538	107,902
Investment, property and intangible		(108.0)	(143.4)	(352.8)	(161.9)
Free cash flow from operations, before fleet increase or reduction		588.6	375.2	2,671.1	(829.5)
Capex Growth	(Investment) / Divestment in cars for fleet growth	1,222.2	(1,289.0)	(12,636.4)	161.4
	Change in accounts payable to car suppliers	(522.5)	571.6	2,298.3	(1,164.3)
	Net investment for fleet growth	699.7	(717.4)	(10,338.1)	(1,002.9)
	Fleet increase / (reduction) – quantity	(26,111)	18,665	136,391	(2,631)
Free cash flow after growth		1,288.3	(342.2)	(7,667.0)	(1,832.4)
Other invest.	Acquisitions - except fleet value	(7.9)	(3.6)	(11.5)	(4.3)
Free cash generated (applied) before interest and others		1,280.4	(345.8)	(7,678.5)	(1,836.7)

For the FCF, short term financial investments were considered cash

STRONG GENERATION OF OPERATING CASH, CONSUMED BY THE INCREASE IN CAPEX FOR RENEWAL AND REDUCTION OF ACCOUNTS PAYABLE TO CAR SUPPLIERS

As of 06/30/2023

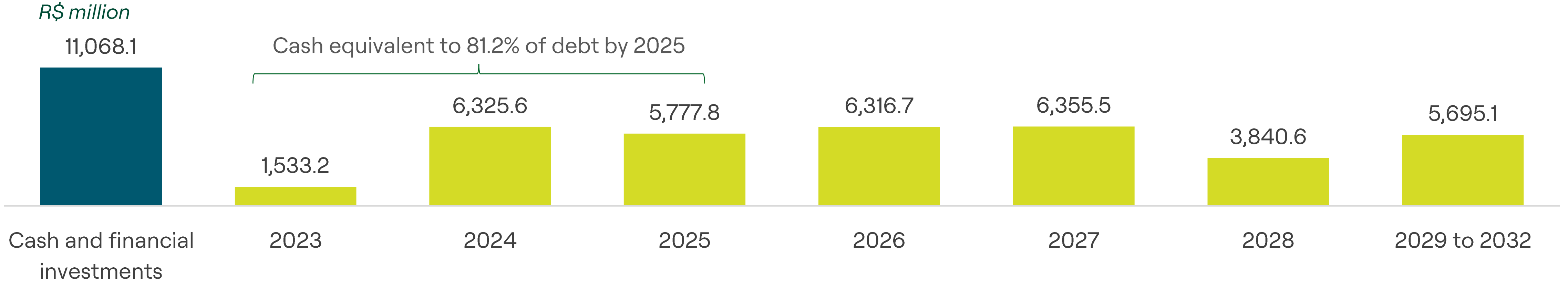
R$ million



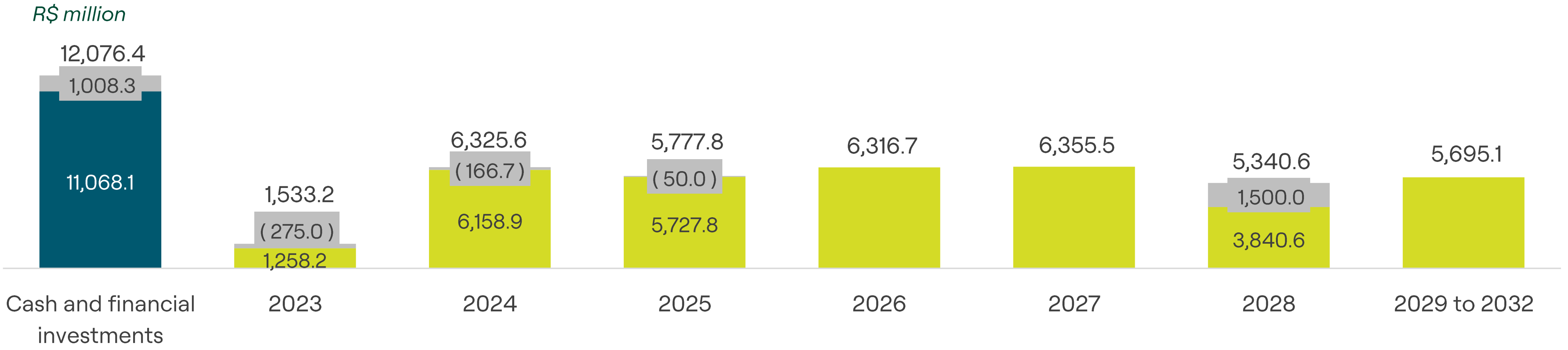
THE COMPANY ENDED THE SEMESTER WITH A NET DEBT OF R$25 BILLION

DEBT MATURITY PROFILE (PRINCIPAL)

As of 06/30/2023



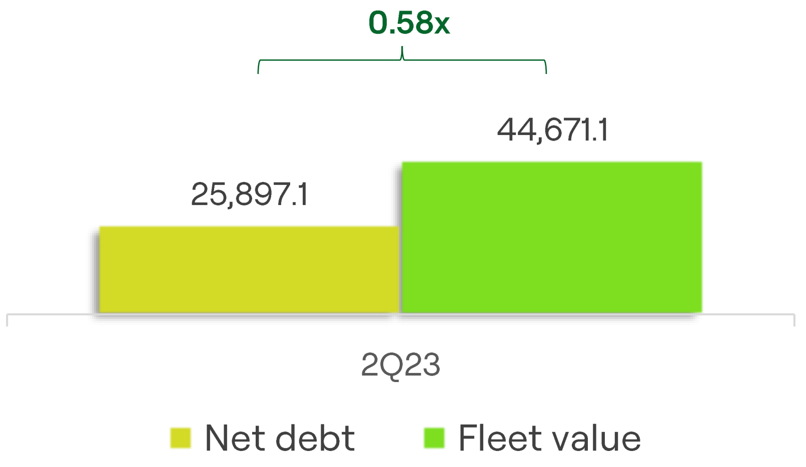
Proforma after issuances and amortizations in Jul/23



THE COMPANY ENDED THE SEMESTER WITH R$11.1 BILLION IN CASH, MAINTAINING ACTIVE DEBT PROFILE MANAGEMENT

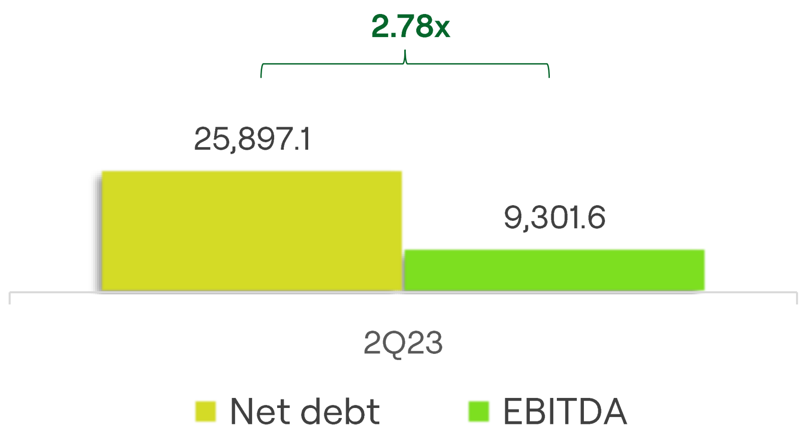
Net debt vs. Book value

R$ million



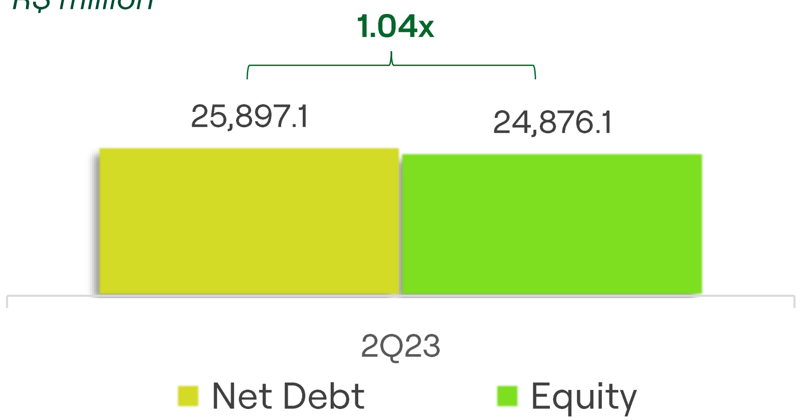
Net debt vs. EBITDA LTM

R$ million



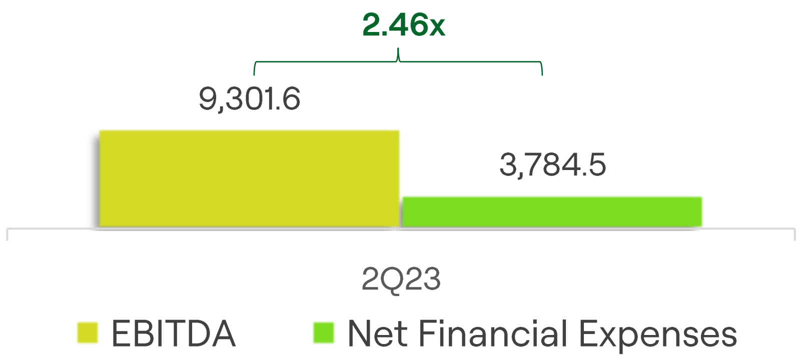
Net debt vs. Equity

R$ million



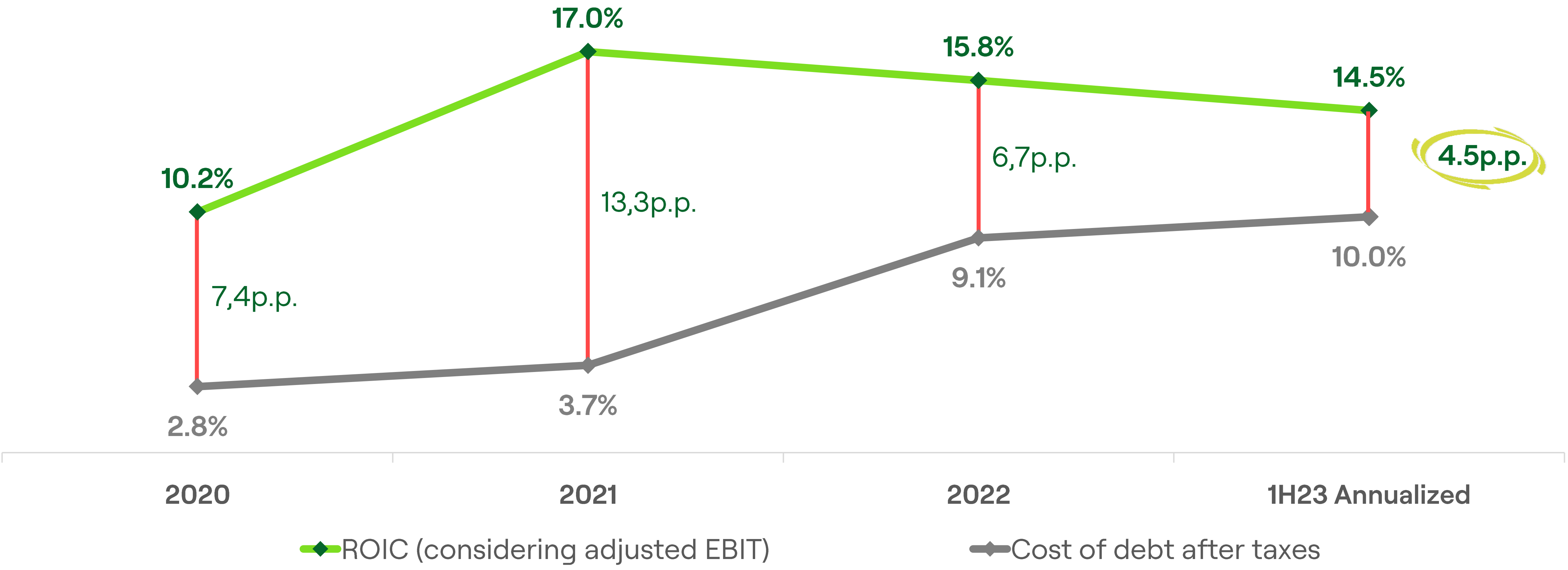
EBITDA vs. Net financial expenses LTM

R$ million



COMFORTABLE DEBT RATIOS

ROIC VERSUS COST OF DEBT AFTER TAXES



ROIC 2Q23 annualized ROIC calculated from:
Nopat = EBIT x (1 - Effective Tax Rate); Invested Capital = Total fleet + working capital

ANNUALIZED ROIC OF 14.5%, WITH A SPREAD OF 4.5P.P.

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Website: ri.localiza.com
E-mail: ri@localiza.com
Phone: +55 31 3247-7024

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Thank you!

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