



# Earnings Release

## 4Q21 and 2021



[B]<sup>3</sup> BRASIL BOLSA BALCÃO

NOVO MERCADO BM&FBOVESPA

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Localiza



Dear customers, employees, shareholders, and all the stakeholders,

I would like to open this letter with a reflection on our role as conscientious citizens, aware of our place in the world. We are experiencing an accelerated sociocultural transformation that directly impacts the way we live, relate, and do business. In the last two years, with the advent of the new coronavirus pandemic, we have witnessed a significant increase in discussions that seek to encourage people and companies to have a more human, empathetic, and supportive perspective. The invitation that emerges for companies, is to deepen the discussions on how to leave a positive legacy for the planet and for the people, by generating value for their stakeholders. And we also cannot forget, the urgency of taking systemic actions on the climate change agenda, to leave a healthy world for future generations.

At Localiza, these discussions are directly reflected in our strategy, after all, sustainability is at the heart of our corporate purpose and the Company has been standing out on important fronts of conscious use of natural resources, such as reducing and offsetting our CO2 emissions, efficient waste management and adoption of solar energy in stores and branches. We made significant progress in the last year, and we also turned our attention to initiatives that value the plurality of our team, welcoming our employees and bringing more diversity to the Company. 2021 is an important milestone in our history: in September we launched the Instituto Localiza, which supports organizations, from all over Brazil, responsible for promoting entrepreneurship and education in socially vulnerable young people. At the end of last year, the results of our first public notice were released, which will benefit, in 2022, 24 organizations from all over Brazil, directly reaching more than eight thousand people.

Sustainability also speaks about consistency in decision making, always aiming to generate value for the Company's stakeholders. In this way, in 2021 we managed our business with efficiency, resilience, and agility, continuously presenting solid and historic results. Even living in an adverse context of the global automotive industry due to the lack of semiconductors for cars production, we look carefully at our processes; we increased our efficiency in capital allocation; we accelerated our technology investments; we optimized costs; we opened new growth avenues; and we launched new solutions, always faithful to our purpose of building the future of sustainable mobility.

Since our foundation, we have worked with a long-term vision. As part of the movement to prepare the Company for responsible and sustainable growth, in 2012 we started a succession plan for the executive board, which allowed us to bring in new skills and expand our vision of the market, culminating in my transition to the Chairman of the Board of Directors in April 2021. For the first time in our history, the Company would be led by a non-founding executive. Our Board entrusted Bruno Lasansky with the position of Localiza CEO. With us as executive since the end of 2016, Bruno is a brilliant professional, who lives our culture daily and has all the skills to continue generating extraordinary results. Almost a year after the transition, we are confident with the choice made, its results and Bruno's leadership.

In 2021, we also created a reference managing shareholder program. Through this initiative, shares representing up to 2.5% of the Company's capital stock will be granted, over the next 20 years, with 10-year vesting, to leading executives, based on performance and behaviors that we believe are vital for the continuity of the transformation and construction process of the sustainable mobility future.

After the announcement made in 2020, another big step this year was the approval by CADE of the combination of businesses between Localiza and Unidas. The deal conclusion is subject to the approval of the buyer of the remedy by the antitrust authority, in addition to the fulfillment of other commitments

assumed. In a scenario of numerous growth opportunities for the mobility sector, we believe that the combined company will create a mobility platform, with the potential to offer increasingly innovative solutions, guaranteeing greater access for the population and companies to car rental, in addition to provide better user experience and convenience to customers.

We have a big dream and we have been building our capabilities so that, this year, we can take another important step towards our goals. We started 2022 stronger and ready to accelerate our growth, always creating value for our stakeholders and society.

**Eugenio Mattar** – Board Chair

Dear shareholders, customers, employees, and all the stakeholders,

In 2021, Localiza achieved significant results, both in its financial performance and in the development of skills to build the future of sustainable mobility.

The **Car Rental** Division's net revenue totaled more than R\$4,395.4 million, an annual growth of almost 40%. In addition, we brought a record level of new contracts in the **Fleet Rental** Division, not yet reflected in rented cars due to the new car delivery backlog. In **Seminovos**, the average price of cars sold increased 26.5% compared to 2020, demonstrating the flexibility and competence of Localiza **Seminovos**. The customers delight, measured by the NPS (Net Promoter Score), remained at the level of excellence in all divisions and continues to be a great differential for Localiza. In the last quarter, we received the ReclameAqui award for the 7<sup>th</sup> consecutive time in **Car Rental** and 5<sup>th</sup> consecutive time in **Seminovos**, another example of our service's high quality. ROIC (Return on Invested Capital) was 17%, a spread of 13p.p. over the after-tax cost of debt, and a record net income above R\$2 billion, evidencing the Company's resilience and adaptability. With rising interest rates and rising volatility, we were quick to raise R\$3.8 billion with an average term of 6.1 years, increasing Localiza's debt cost advantage and entering 2022 with the lowest leverage ratio in the sector, 1.9x net debt/EBITDA, maintaining our AAA by the rating agencies.

In 2021, the availability of new cars continued to be impacted by the unfolding of the pandemic and the lack of production inputs, mainly semiconductors. In this scenario, we worked on pricing, fleet utilization and were very diligent in capital allocation, prioritizing more profitable segments, while also looking to our valued, long-term relationships with customers and partners. We have evolved our maintenance processes to manage costs and maintain high standards of excellence, even with an older fleet. Car theft and default costs were impacted in the second half of 2021 due to a higher risk environment. To mitigate this effect, we incorporated new processes and technology that, at the beginning of 2022, put us at levels comparable to those of 2019 in terms of theft and default. The challenges imposed by the pandemic and the lack of vehicles will certainly leave a legacy of new processes and practices at Localiza that will help us maintain high performance and productivity in the coming years.

### ***Building the future of sustainable mobility***

The execution of our strategy of innovation and growth with value creation made strong progress. We launched the Zarp Localiza brand, a differentiated rental value proposition for app drivers, with a modern and low-cost branch concept, in addition to the use of proprietary technology to create competitive advantages in the segment. We continue to accelerate in our subscription car model: the Localiza Meoo website is already the most accessed in its category, with a delightful experience, and we also launched a new app, which brings the best evaluation in the sector.

Our digital transformation, led by Localiza Labs, our technology and analytics team, had another year of substantial results. We are modernizing our technology stack to gain speed and scalability. The number of deploys per day, or code changes in our digital products, increased by 130% between 2019 and 2021, bringing much more agility and learning, increasing productivity, which allows us to generate value and test new solutions in the mobility ecosystem. We have also made progress in the customer experience, for example, the Company's main applications have excellent customer ratings in app stores, such as Google Play.

We also transformed the management of our operation, with digital solutions for supply, washing, fleet movement, fines management and fleet return, among others, which will enable productivity gains and increase customer delight. In the last quarter, we launched new solutions that will allow us to increase

additional revenues and reduce the no-show rate in 2022 in the **Car Rental** Division. We surpassed 180 thousand connected cars, creating a differential in the management of our fleet, and allowing cost reduction through proprietary IoT (internet of things). The convenience of Localiza FAST, our 100% digital rental, is already present in 45 major agencies and this year has seen triple-digit growth in the number of daily rentals.

Another major highlight of the year was the CADE's approval of the business combination with Unidas, still subject to conditions and pending final approval. If approved, we believe that the Combined Company will be in a unique position, allowing us to offer the best mobility solutions for customers, in addition to generating value for shareholders. Following all legal and antitrust protocols, we are planning the integration so that the Combined Company leverages the best of each of the companies and manages to capture important synergies to advance in expanding our scale and scope.

We also had important achievements in our ESG agenda, which was accelerated in 2021 with structuring projects aimed at reducing carbon emissions. We continue to neutralize scopes 1 and 2 and, for the first year, we disclose scope 3 emissions, with a complete and audited greenhouse gas inventory, which received the gold seal of the GHG Protocol. Our Diversity and Inclusion Program continues to engage our employees and we were honored at the end of the year with the National Award from Aberje (Brazilian Association of Business Communication) in the Diversity category. Sustainability is a fundamental part of the Company's strategy and, in 2022, we will continue to work to reduce and neutralize our carbon footprint and promote an increasingly diverse and inclusive environment.

After a robust multi-year process, in April 2021, we took an important step in the Company's history. Eugenio took over as Executive Chairman of the Board and I as Localiza's CEO, continuing our strategy and following the best corporate governance practices, supported by an active board with great knowledge of the business.

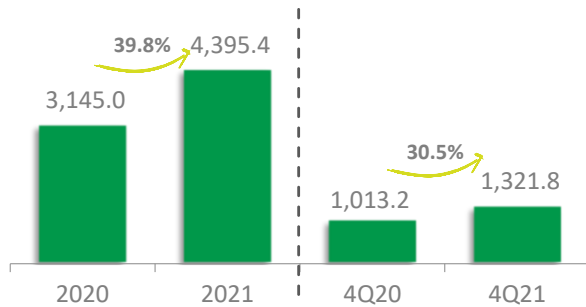
All these results were only possible thanks to the dedication, commitment, and very high engagement of Localiza's Team, to which I would like to deeply thank. Our culture, based on passion for the customers, people who inspire and transform and extraordinary results, continues strong and sustained in more than 48 years of achievements.

Localiza begins 2022 prepared and capitalized to continue taking advantage of the growth opportunities which will face and further expand its role in the market. We are very confident in our ability to execute with excellence and continue to generate value for shareholders, customers, employees and all our stakeholders.

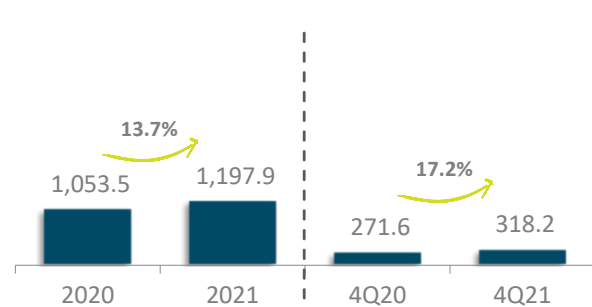
**Bruno Lasansky** – CEO

## OPERATING AND FINANCIAL HIGHLIGHTS

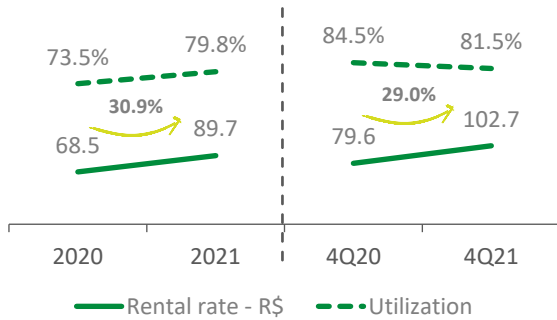
Revenue – Car Rental  
R\$ million



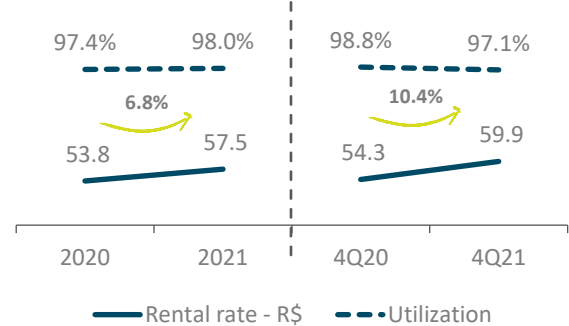
Revenue – Fleet Rental  
R\$ million



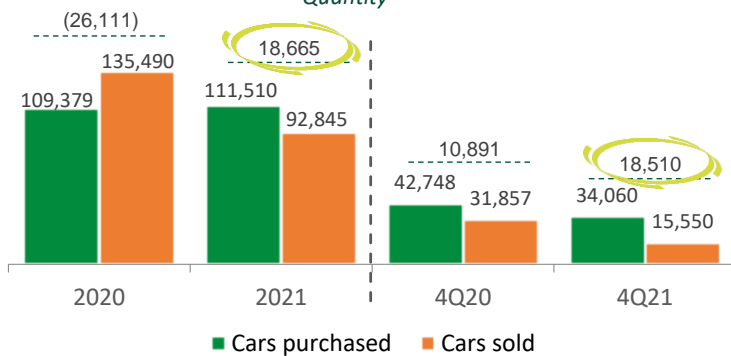
Average rental rate (in R\$) and Utilization rate (%)  
Car Rental



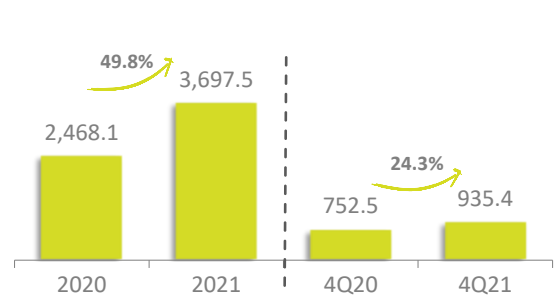
Average rental rate (in R\$) and Utilization rate (%)  
Fleet Rental



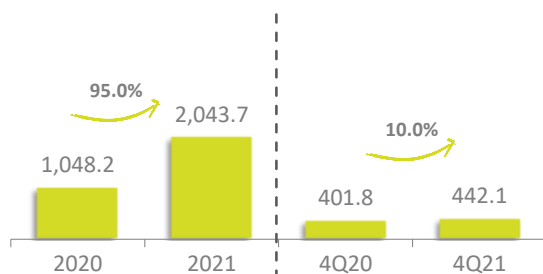
Car purchase and sales  
Quantity



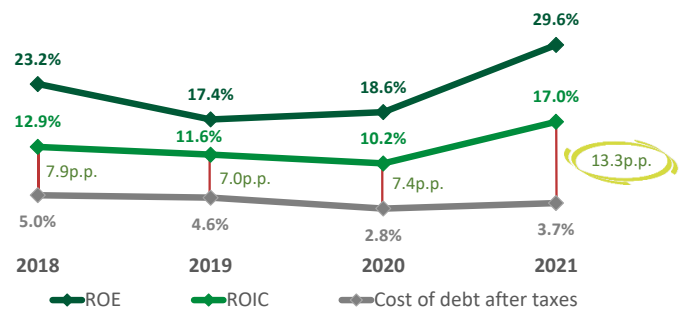
EBITDA  
R\$ million



Net income  
R\$ million



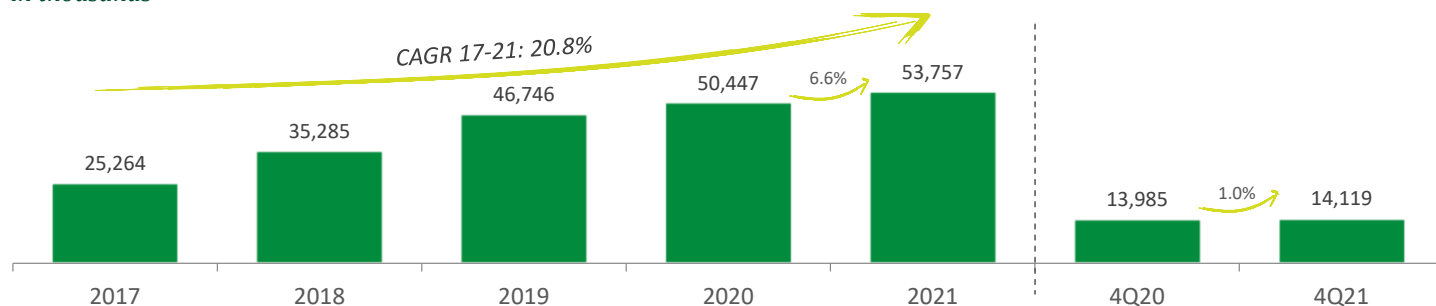
ROE and ROIC



# 1 - Rent a Car

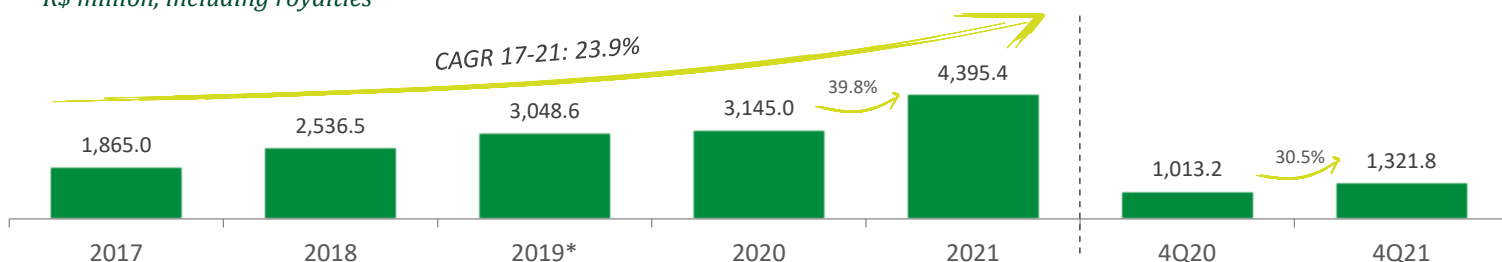
## Number of rental days

in thousands



## Net revenues

R\$ million, including royalties

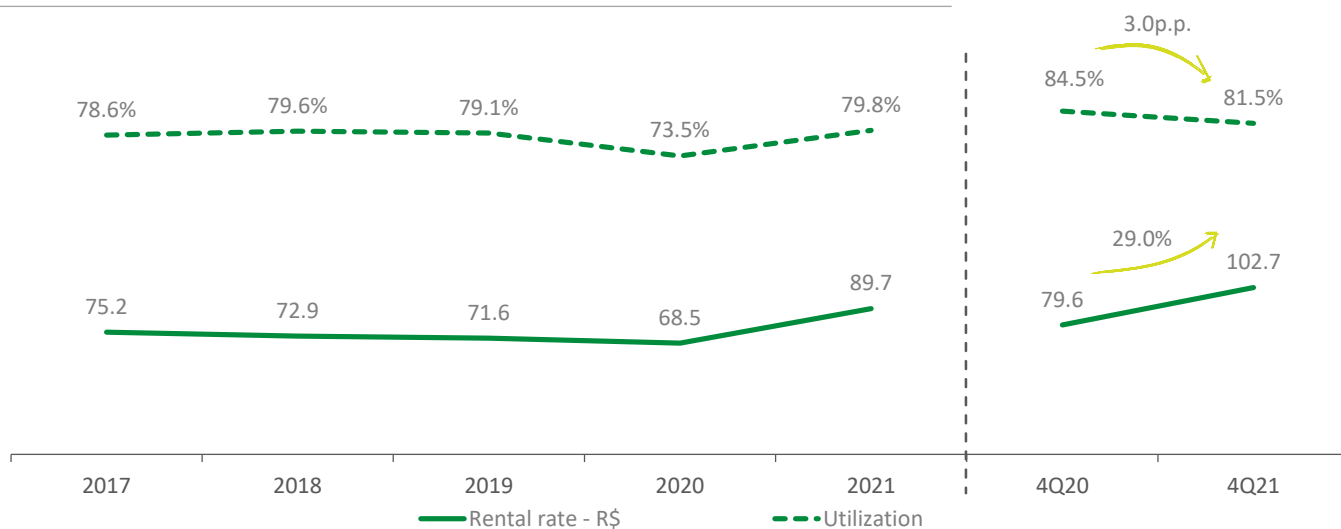


(\*) From 2019 the Company began to record PIS and COFINS credits in SG&A. Before, those credits were recorded as a reduction of sales taxes.

In 2021, efficient tariffs and mix management compensated the smaller growth rate, in a context of restricted car supply. As a result, we presented a 39.8% growth in net revenue for the **Car Rental** division, a percentage above the CAGR of the last five years, with a growth of 6.6% in volume and 30.9% in the average rental rate, compared to the last year.

In 4Q21, net revenue increased 30.5%. The fleet utilization rate was maintained at a high level, above 81%, even with the expansion of short-term segments share in the mix, and the average rental rate increment, which reached R\$102.7, an increase of 29.0% compared to 4Q20.

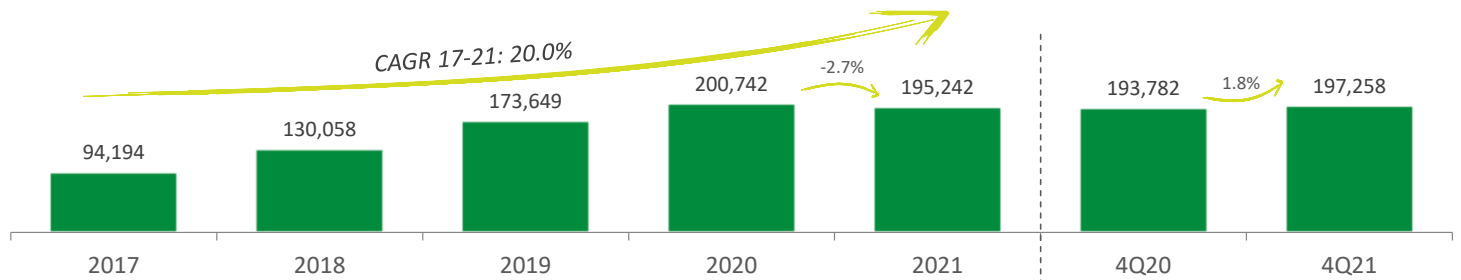
## Average rental rate (in R\$) and Utilization rate (%)



# 1 – Rent a Car

## Average Operating Fleet

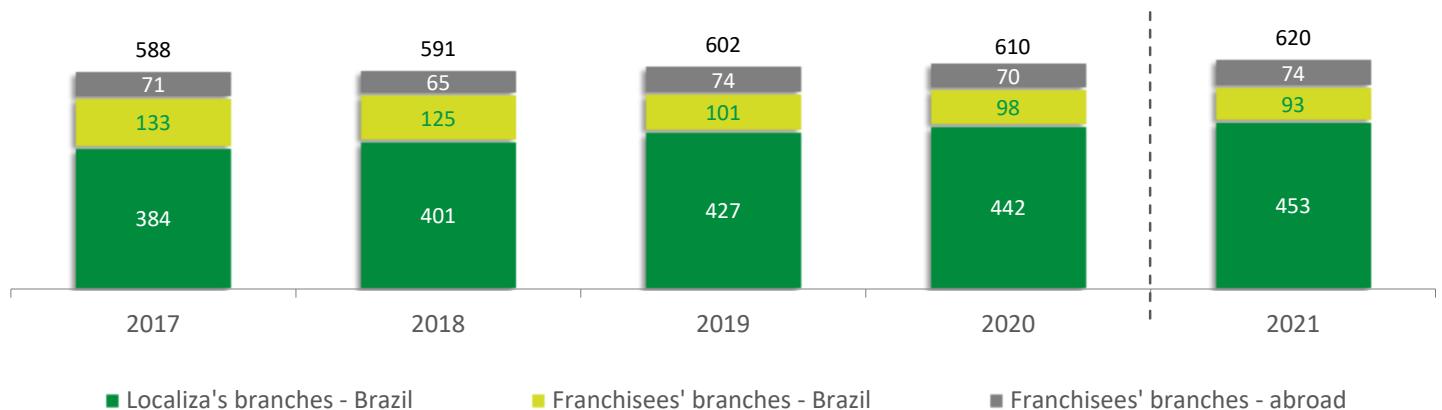
Quantity



In 4Q21, we showed progress in the operating fleet, with a growth of 1.8% compared to the same period of the previous year. This growth reflects a stronger purchasing quarter, with around 23,000 cars purchased in the **Car Rental** Division, combined with the extension of the car's useful life in this division. Still in the context of new cars supply restriction, expected for 1H22, we will continue to actively manage the level of decommissioning, pricing, and fleet utilization, aiming to increase volumes with value generation.

## 1.1 - Distribution network

### Number of car rental locations - Brazil and abroad



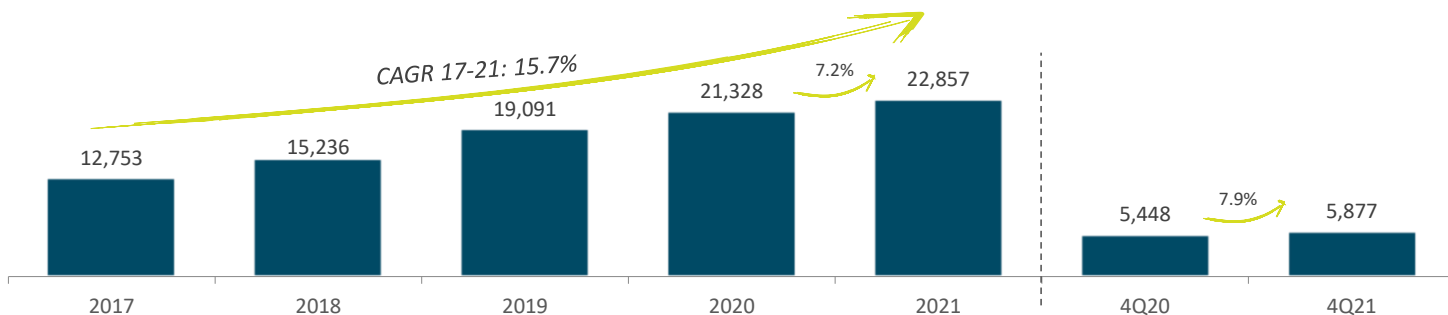
Localiza ended 2021 with 620 rental locations, with selective expansion of the network in 10 branches throughout the year, being 546 in Brazil and 74 in 4 other South American countries. In Brazil, Localiza's network was expanded by 11 branches, including 10 Zarp branches, increasing convenience for our customers, app drivers, and preparing the Company for the growth resumption.



## 2 – Fleet Rental

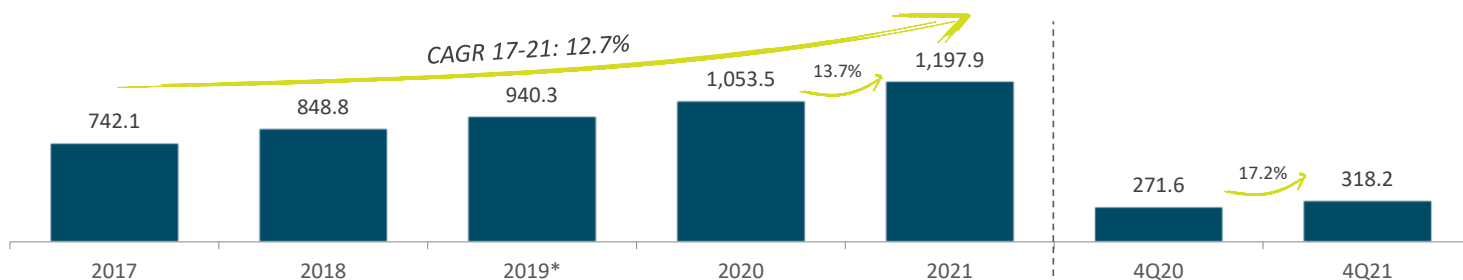
### Number of rental days

in thousands



### Net revenues

R\$ million



(\*) From 2019 the Company began to record PIS and COFINS credits in SG&A. Before, those credits were recorded as a reduction of sales taxes.

In 4Q21, **Fleet Rental** Division registered 7.9% increase in the number of rental days and 17.2% in net revenue, compared to the same period of the prior year, with the average rental rate 10.4% higher. In 2021, there was an increase of 7.2% in the daily rate and 13.7% in the revenue of this division.

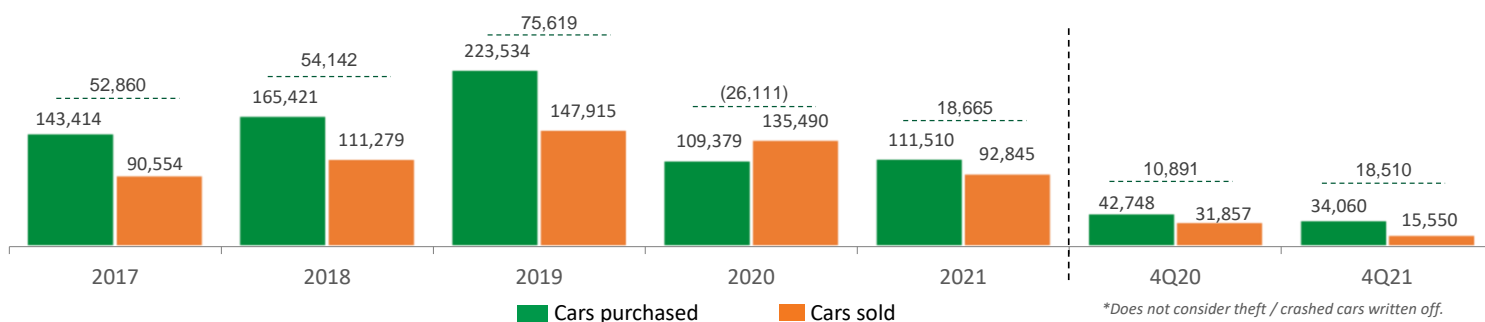
The number of new rental contracts in this division has been increasing, but not fully reflected yet in the average rented fleet due to the delivery backlog, above 20 thousand cars.

## 3 - Fleet

### 3.1 – Net investment in the fleet

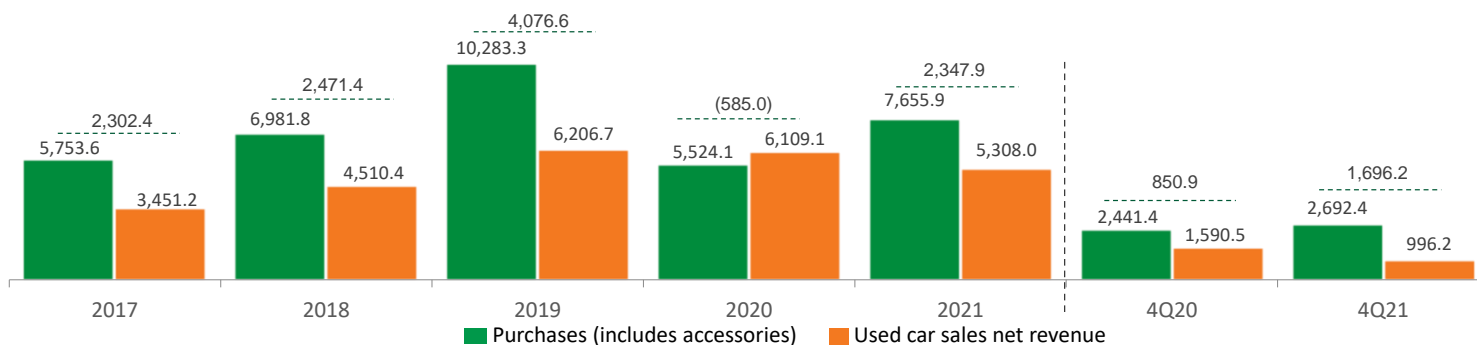
#### Car purchase and sales

quantity\*



#### Net investment in fleet

R\$ million



In 4Q21, we added 18,510 cars to the fleet, even with car production still impacted by the shortage of semiconductors. 34,060 cars were purchased, and 15,550 cars were sold.

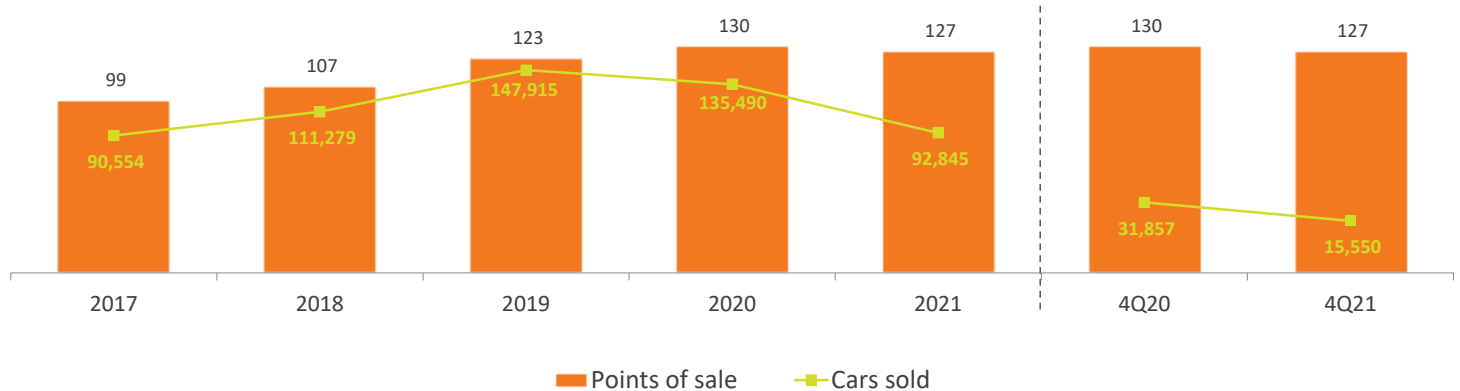
In the year, 111,510 cars were purchased, and 92,845 cars were sold, resulting in an increase of 18,665 cars in the fleet and a net investment of R\$2,347.9 million.

In 4Q21, the average price of cars sold increased by 28.2% compared to 4Q20, reflecting the increases in new car prices, passed on to **Seminovos**.

	2017	2018	2019	2020	2021	Var. %	4Q20	4Q21	Var. %
Average price of cars sold (R\$ thousand)	38.2	40.6	42.1	45.2	57.2	26.5%	50.0	64.1	28.2%

## 4 – Seminovos

### Number of points of sale and cars sold



In 4Q21, we reduced the **Seminovos** structure by 5 stores compared to 132 stores in 3Q21, ending the year with 127 points of sale, in 85 cities in Brazil.

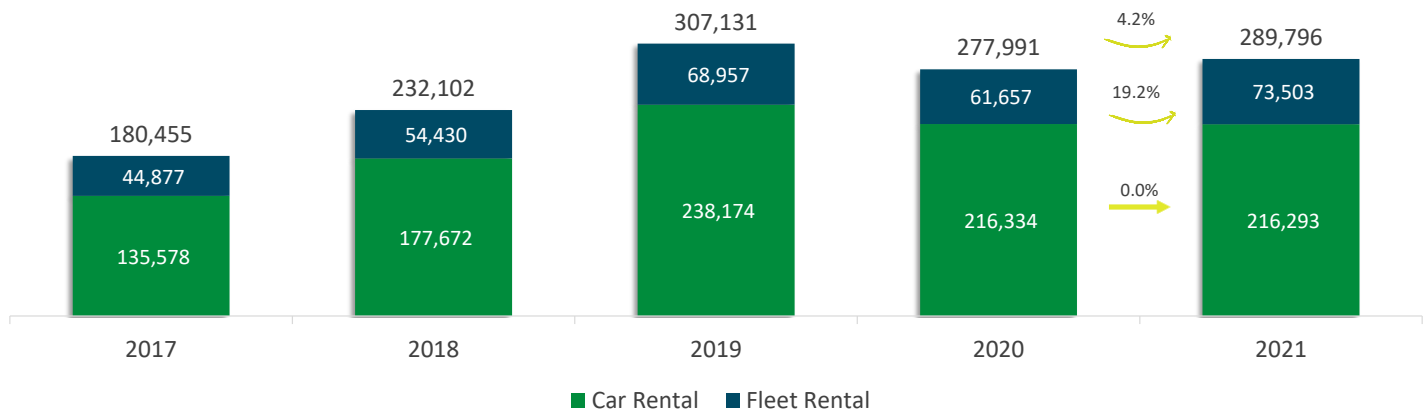
Throughout the year, we adjusted the fleet demobilization to the volumes of car purchases, to end 2021 with the addition of 18 thousand cars to the fleet. We are becoming more efficient in the maintenance of older cars, as well as in the allocation of these by segment, according to mileage.

With a long-term view, we will keep our structure prepared to accelerate the pace of fleet renewal, which will be gradually expanded as purchase volumes increase, which should occur progressively throughout the year.

## 5 – End of period fleet

### End of period fleet

quantity

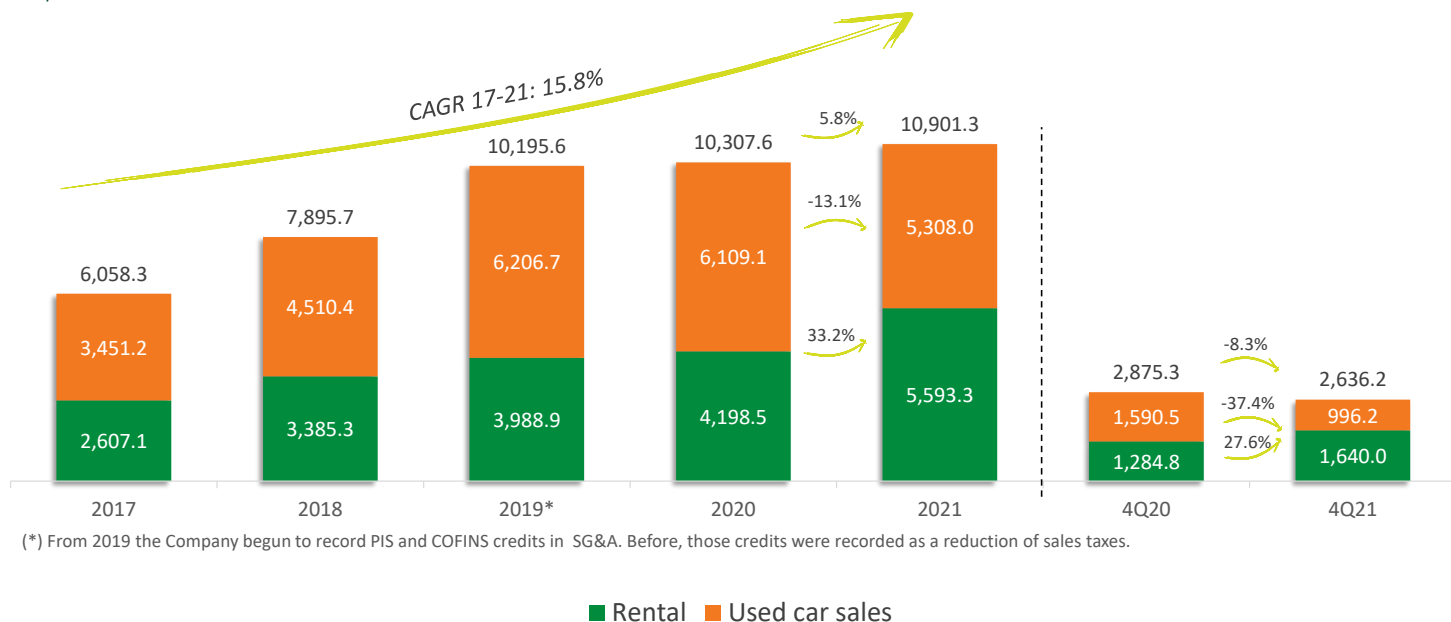


In 2021, the end of period fleet increased 4.2% versus the end of 2020, with fleet unchanged in the **Car Rental** Division and a 19.2% expansion in **Fleet Rental** Division.

## 6 – Consolidated net revenues

### Consolidated net revenues

R\$ million



In 4Q21, net rental revenues increased 27.6%, being 30.5% in **Car Rental** and 17.2% in **Fleet Rental** Division. The revenue growth is explained by the acceleration in volume and the higher average rental rate, aiming to equalize the Company's level of return, in a context of increasing new car prices and fleet costs (maintenance, parts, depreciation), in addition to the increase in interest rates. Due to the lower cars decommissioning, in this quarter the sales volume of **Seminovos** was reduced by 51.2%, in the annual comparison, which was partially offset by the 28.2% increase in the price charged, resulting in a reduction of 37.4% in **Seminovos** net revenue. As a result, consolidated net revenue decreased by 8.3% in 4Q21 compared to the same quarter of the previous year.

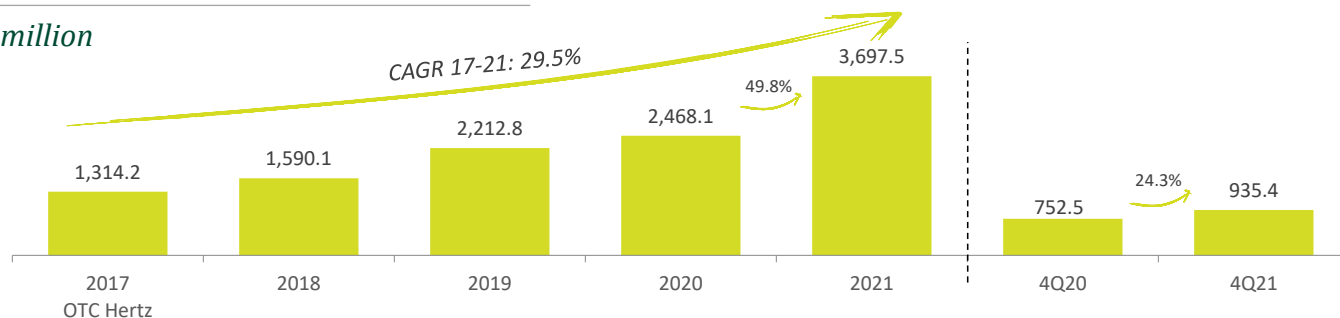
In 2021, consolidated net revenue increased by 5.8% when compared to the previous year. Net rental revenue increased by 33.2%, with a growth of 39.8% in the **Car Rental** Division and 13.7% in the **Fleet Rental** Division. **Seminovos** net revenue decreased by 13.1% when compared to 2020, explained by the 31.5% reduction in the volume of cars sold and the 26.5% increase in the average price of cars sold in the year.



## 7 - EBITDA

### Consolidated EBITDA

R\$ million



#### EBITDA margin:

	2017*	2018	2019**	2020	2021	4Q20	4Q21
Car Rental and Franchising	34.9%	35.9%	45.7%	45.3%	49.0%	41.2%	46.6%
Fleet Rental	61.9%	64.0%	67.7%	72.4%	61.9%	64.5%	57.6%
Rental Consolidated	42.6%	43.0%	50.9%	52.1%	51.8%	46.1%	48.8%
Used Car Sales	5.9%	3.0%	3.0%	4.6%	15.1%	10.1%	13.6%
Consolidated (over rental revenue)	50.4%	47.0%	55.5%	58.8%	66.1%	58.6%	57.0%

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

(\*\*) From 2019, 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 2021, consolidated EBITDA totaled R\$3,697.5 million, 49.8% higher YoY. In the **Car Rental** Division, EBITDA margin was 49.0% in 2021, a growth of 3.7p.p. YoY. The **Fleet Rental** Division presented a margin of 61.9%, 10.5p.p. lower YoY.

In 4Q21, consolidated EBITDA totaled R\$935.4 million, 24.3% higher than the same period of the previous year. In the **Car Rental** Division, EBITDA margin was 46.6% in 4Q21, an increase of 5.4p.p. compared to 4Q20. The **Fleet Rental** Division presented a margin of 57.6% in 4Q21, a reduction of 6.9p.p. compared to the same period of the previous year. The reduction in the **Fleet Rental** Division's margins in the quarter and in the year are explained by the increase in maintenance, fleet mobilization costs, provision for profit sharing, marketing efforts and new initiatives.

In **Seminovos**, the EBITDA margin was 13.6% in 4Q21, 3.5p.p. higher than the same period last year, especially due to the increase in new car prices, passed on to **Seminovos**, even in a context of a 51.2% reduction in the number of cars sold.

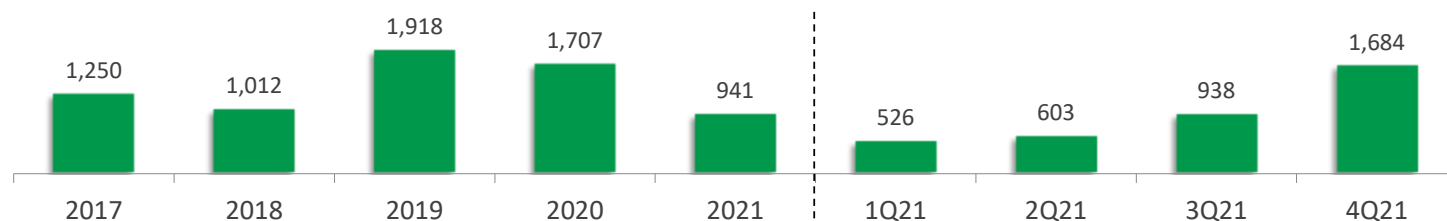
We had some additional costs and expenses that impacted margins, among which we highlight for 4Q21:

- Costs and expenses of approximately R\$12 million (R\$19 million in the year) associated with the merger process with Unidas
- Increase in maintenance costs due to the lengthening of the fleet's useful life, which impacted the average age of the car sold by 8 months in **Car Rental**, and 5 months in **Fleet Rental**
- Increase in the cost of theft in **Car Rental** when compared to historical levels. The greater use of telemetry and data science improved fraud prevention and cars recovery, so that, in early 2022, these costs are already at levels comparable to 2019
- Increase in **Fleet Rental** marketing and advertising expenses, especially associated with Localiza Meoo
- Increase in provision for profit sharing due to the higher ROIC generated in the year
- Increase in costs and expenses for advances in technology and new initiatives in the mobility ecosystem

## 8 - Depreciation

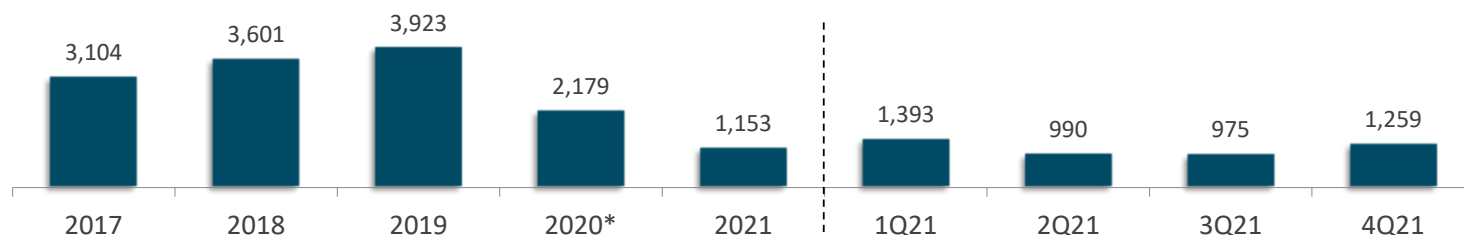
Depreciation is calculated using the straight-line method, considering the difference between the purchase price of the car and the estimated selling price at the end of its useful life, net of estimated costs and expenses to sell it. The estimated selling price is reassessed quarterly, so the book value of the cars reflects market prices.

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



In 2021, the Company reduced the car sales pace extending their useful life. Lower sales volumes have a direct impact on depreciation, since the sale estimate cost is one of the variables that make up the calculation. We expect sales volume to remain low throughout 1H22, contributing to the growth resumption. In 4Q21, around 23 thousand cars were purchased for this division, which already carries depreciation levels closer to normalized and impacts the average annualized depreciation, which totaled R\$1,684 in 4Q21 and R\$941 in the year.

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



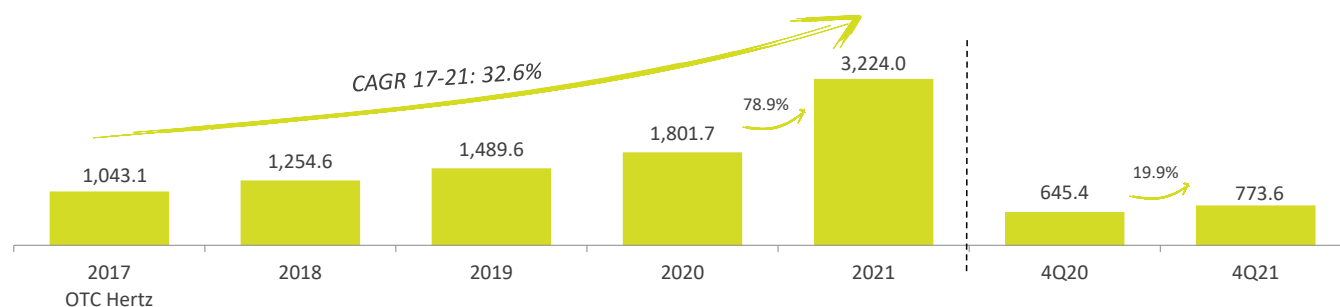
\*Since 2020, the Company began depreciating the Fleet Rental cars using the linear method opposed to the SOYD (Sum-of-the-years' digits)

In the **Fleet Rental** division, the average depreciation per car in 4Q21 was R\$1,259 and R\$1,153 in 2021, explained by the same items mentioned above. However, as the pace of fleet renewal in this division is lower, the progression is slower.

## 9 - EBIT

### Consolidated EBIT

R\$ million



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

	2017*	2018	2019**	2020	2021	4Q20	4Q21
Car Rental and Franchising	35.2%	33.2%	33.7%	35.1%	54.7%	46.7%	43.9%
Fleet Rental	51.4%	48.6%	49.1%	66.4%	68.4%	63.4%	60.7%
Consolidated	40.0%	37.1%	37.3%	42.9%	57.6%	50.2%	47.2%

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

(\*\*) From 2019, 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 the year, consolidated EBIT increased 78.9%, reaching R\$3,224.0 million.

Consolidated EBIT in 4Q21 totaled R\$773.6 million, representing an increase of 19.9% YoY.

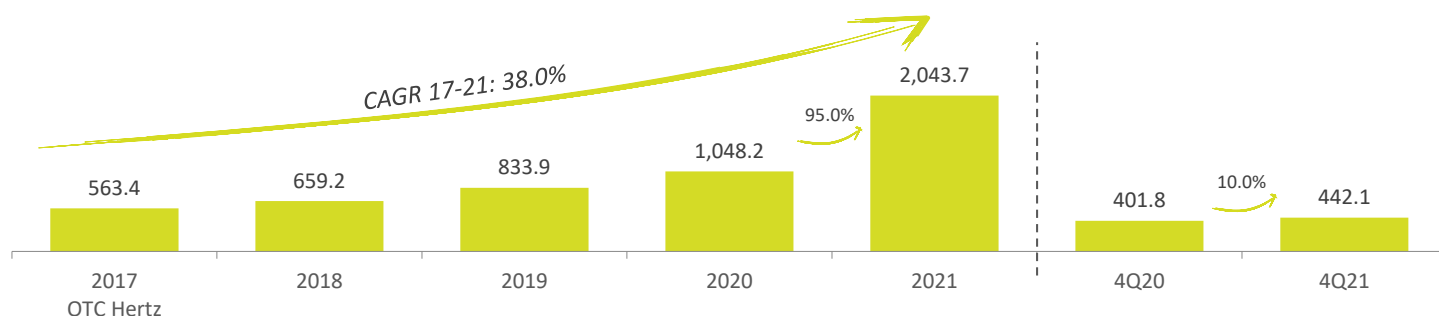
In 4Q21, the EBIT margin of the **Car Rental** division, was 43.9%, representing a decrease of 2.8p.p. YoY and reflecting an increase of approximately R\$1,000 per car in average annualized depreciation compared to the same period last year. In the **Fleet Rental** division, the EBIT margin totaled 60.7%, a decrease of 2.7p.p. YoY, mainly reflecting lower EBITDA margin, as explained above, partially offset by lower depreciation per car.

As the fleet renewal cycle returns to normal levels, we expect an increase in depreciation and a reduction in the **Seminovos** EBITDA margin to be offset by the growth in rental revenues and the normalization of maintenance costs, as well as the increase in efficiency and dilution of the platform's fixed costs.

## 10 - Consolidated net income

### Consolidated net income

R\$ million



EBITDA x Net income reconciliation	2017*	2018	2019	2020	2021	Var. R\$	Var. %	4Q20	4Q21	Var. R\$	Var. %
Consolidated EBITDA	1,314.2	1,590.1	2,212.8	2,468.1	3,697.5	1,229.4	49.8%	752.5	935.4	182.9	24.3%
Cars depreciation	(232.0)	(291.6)	(551.5)	(473.0)	(255.1)	217.9	-46.1%	(57.3)	(103.4)	(46.1)	80.5%
Other property depreciation and amortization	(39.1)	(43.9)	(171.7)	(193.4)	(218.4)	(25.0)	12.9%	(49.8)	(58.4)	(8.6)	17.3%
EBIT	1,043.1	1,254.6	1,489.6	1,801.7	3,224.0	1,422.3	78.9%	645.4	773.6	128.2	19.9%
Financial expenses, net	(315.0)	(368.9)	(409.8)	(374.4)	(320.9)	53.5	-14.3%	(65.0)	(156.0)	(91.0)	140.0%
Income tax and social contribution	(164.7)	(226.5)	(245.9)	(379.1)	(859.4)	(480.3)	126.7%	(178.6)	(175.5)	3.1	-1.7%
<b>Net income of the period</b>	<b>563.4</b>	<b>659.2</b>	<b>833.9</b>	<b>1,048.2</b>	<b>2,043.7</b>	<b>995.5</b>	<b>95.0%</b>	<b>401.8</b>	<b>442.1</b>	<b>40.3</b>	<b>10.0%</b>

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

In the year, the Company presented a record net income of R\$2,043.7 million, a growth of 95.0% YoY.

Net income in 4Q21 was R\$442.1 million, representing an increase of 10.0% YoY, resulting from:

(+) R\$182.9 million increase in EBITDA;

(-) R\$54.7 million increase in depreciation;

(-) R\$91.0 million addition in net financial expenses, mainly due to the increase in the average CDI and higher average debt balance; and

(+) R\$3.1 million decrease in income tax and social contribution, due to the lower effective tax rate.



## 11 – Free cash flow (FCF)

Free cash flow (R\$ million)		2017	2018	2019	2020	2021
Operations	EBITDA	1,314.2*	1,590.1	2,212.8	2,468.1	3,697.5
	Used car sale revenue, net of taxes	(3,451.2)	(4,510.4)	(6,206.7)	(6,109.1)	(5,308.0)
	Net book value of vehicles written-off	3,106.6	4,198.5	5,863.6	5,599.9	4,346.0
	(-) Income tax and social contribution	(108.3)	(131.2)	(146.1)	(250.1)	(307.1)
	Change in working capital	21.1	(339.1)	(250.3)	91.6	(568.3)
<b>Cash generated by rental operations</b>		<b>882.4</b>	<b>807.9</b>	<b>1,473.3</b>	<b>1,800.4</b>	<b>1,860.1</b>
Capex - renewal	Used car sale revenue, net from taxes – fleet renewal	3,451.2	4,510.4	6,206.7	4,886.9	5,308.0
	Fleet renewal investment	(3,660.9)	(4,696.7)	(6,804.6)	(5,524.1)	(6,366.9)
	Change in accounts payable to car suppliers for fleet renewal	247.7	313.2	373.7	(466.6)	(282.6)
	<b>Net investment for fleet renewal</b>	<b>38.0</b>	<b>126.9</b>	<b>(224.2)</b>	<b>(1,103.8)</b>	<b>(1,341.5)</b>
Fleet renewal – quantity		90,554	111,279	147,915	109,379	92,845
Investment, property and intangible		(28.8)	(42.8)	(70.0)	(108.0)	(143.4)
<b>Free cash flow from operations, before fleet increase or reduction</b>		<b>891.6</b>	<b>892.0</b>	<b>1,179.1</b>	<b>588.6</b>	<b>375.2</b>
Capex - Growth	(Investment) / Divestment in cars for fleet growth	(1,807.0)	(2,285.1)	(3,478.7)	1,222.2	(1,289.0)
	Change in accounts payable to car suppliers for fleet growth	167.7	554.9	(31.9)	(522.5)	571.6
	Acquisition of Hertz and franchisees (fleet value)	(285.7)	-	(105.5)	0.0	-
	<b>Net investment for fleet growth</b>	<b>(1,925.0)</b>	<b>(1,730.2)</b>	<b>(3,616.1)</b>	<b>699.7</b>	<b>(717.4)</b>
Fleet increase / (reduction) – quantity		52,860	54,142	75,619	(26,111)	18,665
<b>Free cash flow after growth</b>		<b>(1,033.4)</b>	<b>(838.2)</b>	<b>(2,437.0)</b>	<b>1,288.3</b>	<b>(342.2)</b>
Other invest.	Acquisitions - except fleet value	(121.5)	-	(18.2)	(7.9)	(3.6)
	New headquarters construction and furniture	(146.2)	-	-	-	-
<b>Free cash generated (applied) before interest and others</b>		<b>(1,301.1)</b>	<b>(838.2)</b>	<b>(2,455.2)</b>	<b>1,280.4</b>	<b>(345.8)</b>

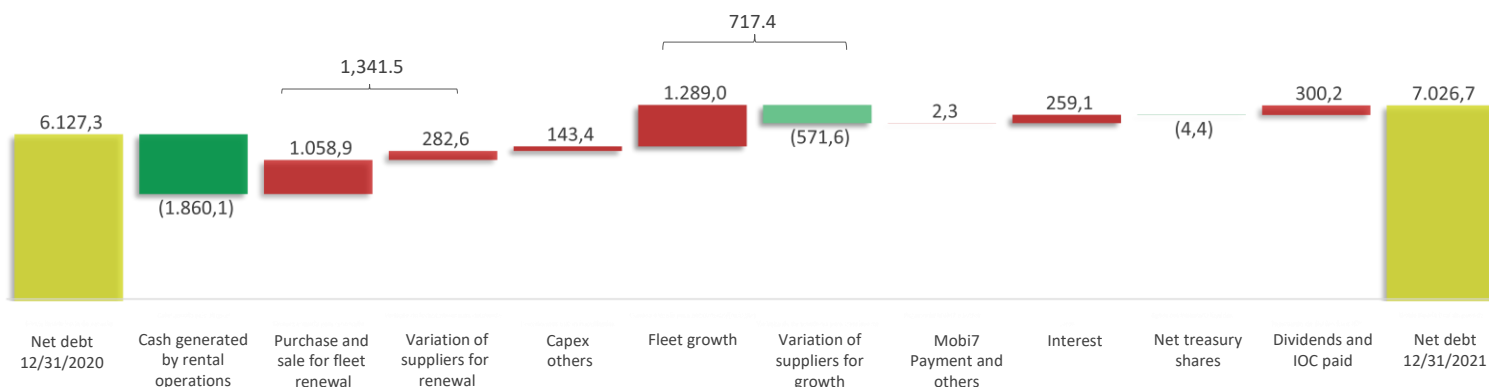
In the free cash flow, short-term financial assets were considered as cash.

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

In 2021, the Company had a cash consumption of R\$342.2 million after growth, mainly explained by the change in working capital, and the increased renewal capex per car, resulting from the higher new car price and from the more premium mix of car purchased compared to the mix sold, in a context of lower car production and imbalances between demand and supply.

## 12 – Net debt

### 12.1 – Change in net debt – R\$ million



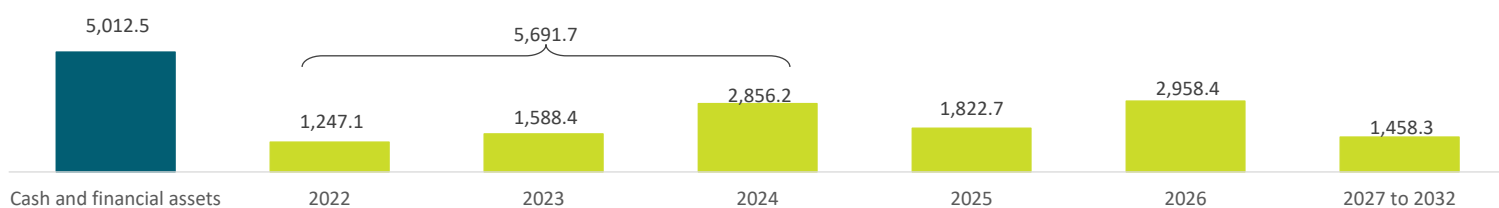
On 12/31/2021, net debt totaled R\$7,026.7 million, an increase of 14.7%, or R\$899.4 million compared to 12/31/2020.

### 12.2 – Debt maturity profile – R\$ million

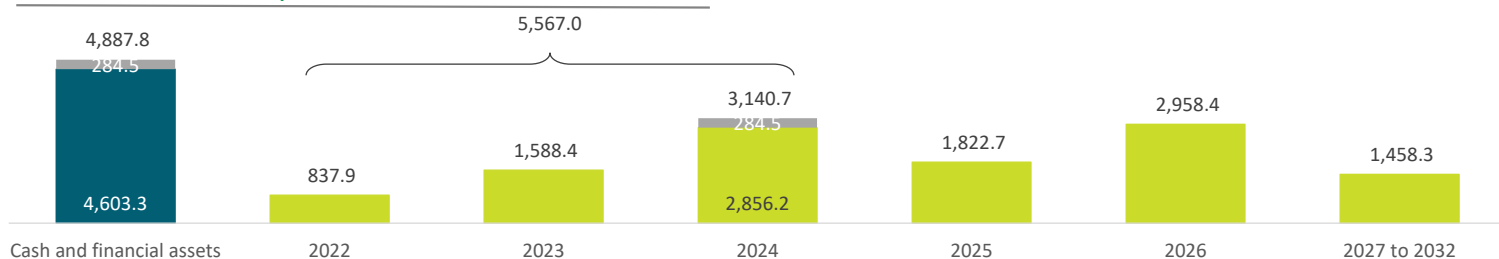
Debt	Issuance	Contract rate	2021	2022	2023	2024	2025	2026	2027 to 2032	Total
Debentures 11th Issuance	12/12/2016	111,50% CDI	-	409.2	-	-	-	-	-	409.2
Debentures 12th Issuance	5/15/2017	107,25% CDI	-	-	-	678.5	-	-	-	678.5
Debentures 13th Issuance - 1st serie	12/15/2017	109,35% CDI	-	306.2	306.2	-	-	-	-	612.4
Debentures 13th Issuance - 2nd serie	12/15/2017	111,30% CDI	-	-	-	94.1	94.1	-	-	188.2
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	-	-	-	111.2	111.2	222.5	-	444.9
Debentures 15th Issuance	4/15/2019	107,25% CDI	-	-	-	-	377.4	377.4	-	754.8
Debentures 16th Issuance	11/29/2019	CDI + 1,05%	-	-	-	333.3	333.3	333.3	-	999.9
Debentures 17th Issuance	4/7/2021	IPCA + 5,47%	-	-	-	-	-	-	1,200.0	1,200.0
Debentures 18th Issuance	10/5/2021	CDI + 1,15%	-	-	-	-	-	1,500.0	-	1,500.0
Debentures 5th Issuance of Localiza Fleet	7/31/2018	112,00% CDI	-	-	-	-	202.4	-	-	202.4
Debentures 6th Issuance of Localiza Fleet	12/21/2018	110,40% CDI	-	-	-	310.1	-	-	-	310.1
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	2/17/2020	CDI + 1,00%	-	-	333.3	333.3	333.3	-	-	999.9
Debentures 9th Issuance of Localiza Fleet	10/8/2021	CDI + 1,30%	-	-	-	-	-	500.0	-	500.0
Foreign currency loan with swap	-	Several	-	215.0	465.0	454.8	250.0	-	-	1,384.8
Real State Receivables Certificate (CRI)	2/26/2018	99,00% CDI	-	9.0	12.3	15.0	20.1	25.1	258.3	339.8
Working Capital / Others	-	Several	-	307.8	371.6	225.9	0.7	0.0	-	906.0
Interest accrued	-	-	108.3	-	-	-	-	-	-	108.3
Cash and cash equivalents on 12/31/2021	-	-	(5,012.5)	-	-	-	-	-	-	(5,012.5)
<b>Net debt</b>	-	-	<b>(4,904.2)</b>	<b>1,247.2</b>	<b>1,588.4</b>	<b>2,856.2</b>	<b>1,822.5</b>	<b>2,958.3</b>	<b>1,458.3</b>	<b>7,026.7</b>

## 12.3 – Debt profile – R\$ million

As of 12/31/2021

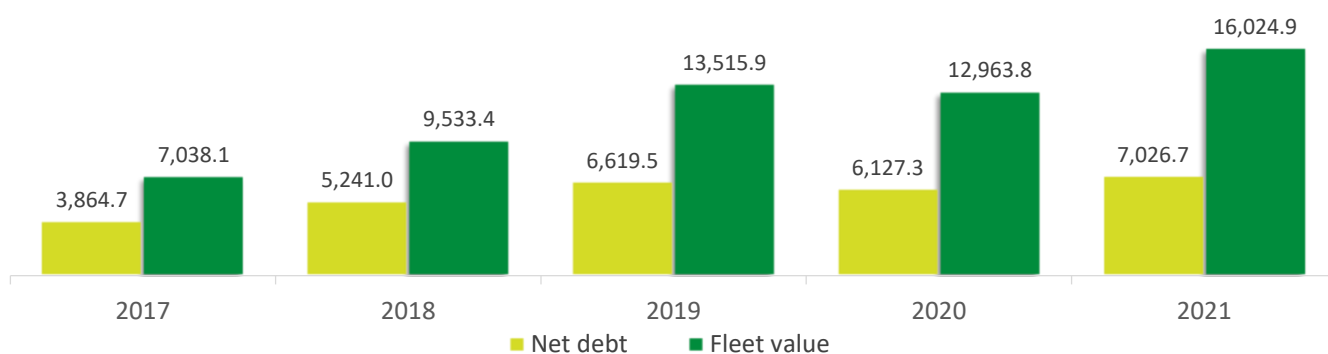


Proforma after Jan/22 issuances and settlement



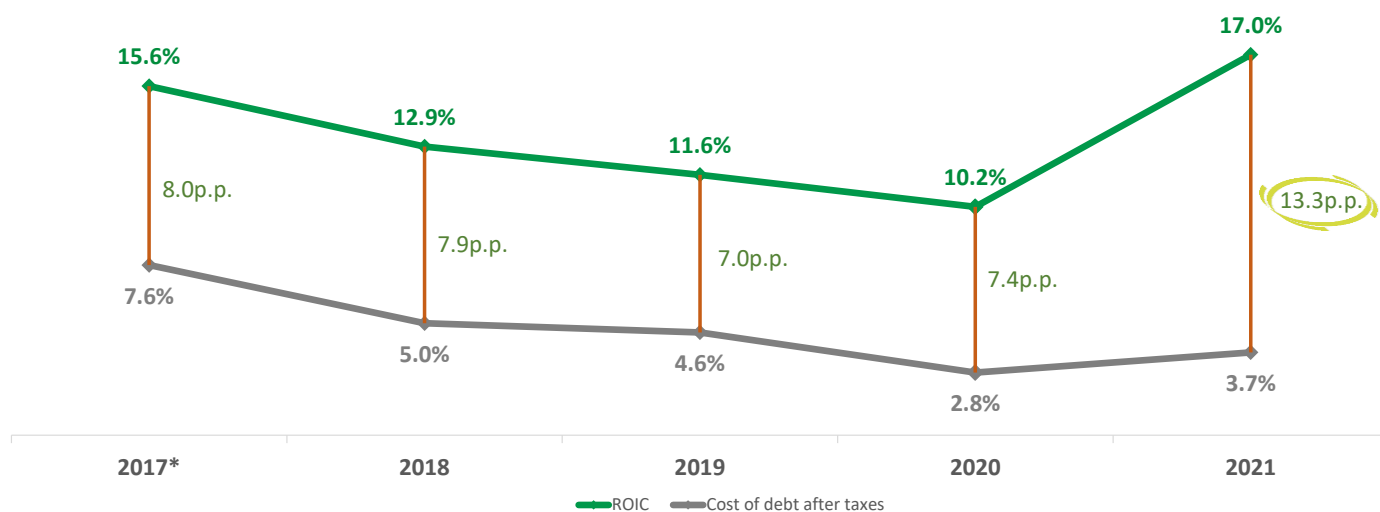
The Company ended the quarter with a cash balance of R\$5,012.5 million. In January, we had a pro forma cash position of R\$4,887.8 million.

## 12.4 – Debt ratios – R\$ million



BALANCE AT THE END OF PERIOD	2017	2018	2019	2020	2021
Net debt/Fleet value (book value)	55%	55%	49%	47%	44%
Net debt/EBITDA	2.9x	3.3x	3.0x	2.5x	1.9x
Net debt/Equity	1.5x	1.7x	1.2x	1.0x	0.9x
EBITDA/Net financial expenses	4.2x	4.3x	5.4x	6.6x	11.5x

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



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

ROE considered LTM net income divided by the average Equity of the period

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

### STRONG VALUE GENERATION

## 14 – Dividends and interest on capital (IOC)

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	09/15/2020	67.0	0.089006
IOC	2020	06/18/2020	06/23/2020	10/15/2020	64.8	0.086217
IOC	2020	09/04/2020	09/10/2020	11/05/2020	65.6	0.087345
IOC	2020	12/10/2020	12/15/2020	02/05/2021	63.8	0.084906
Dividends	2020	04/27/2021	04/30/2021	05/21/2021	18.1	0.024111
<b>Total</b>					<b>279.3</b>	

2021 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	2021	03/24/2021	03/29/2021	05/21/2021	63.7	0.084795
IOC	2021	06/24/2021	06/29/2021	08/20/2021	72.4	0.096195
IOC	2021	09/24/2021	09/29/2021	11/22/2021	82.1	0.109203
IOC	2021	12/14/2021	12/17/2021	02/11/2022	97.2	0.129163
<b>Total</b>					<b>315.4</b>	

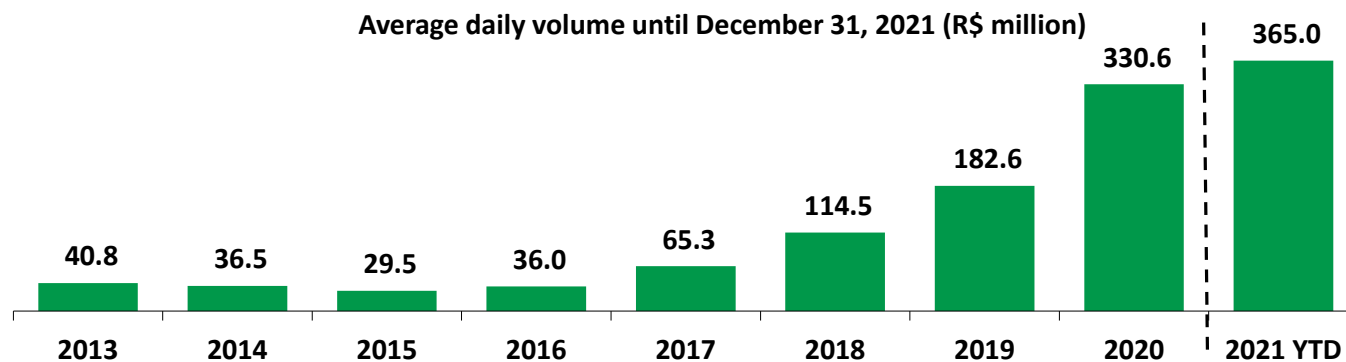
In 2021, Management proposed for deliberation at the Annual Shareholders' Meeting the complementary payment of dividends to shareholders in the amount of R\$206.2 million, considering that the amount distributed through IOC in 2021 did not reach a mandatory minimum of 25% of net profit.



## 15 – RENT3

Up to December 31, 2021, RENT3 average daily traded volume was R\$365.0 million, 10.4% higher than the average volume traded in 2020. Under the ADR level I program, the Company had 6,213,975 ADRs as of December 31, 2021.

At the beginning of 2022, the Company entered the IGPTW B3 Index. The index represents a theoretical portfolio of assets based on the national ranking of the best companies to work for, published by Great Place to Work (GPTW).



For Localiza, being sustainable means being an ethical and respected company that works in an innovative way to generate a positive impact. In 4Q21, we continued to advance our ESG strategy.

In the Environmental pillar, we selected a REDD+ project (reductions in greenhouse gas emissions - GHG and increase in forest carbon stocks) to be used to offset the GHG emissions of our operation (scopes 1 and 2) and evolved in the reduction strategies of emissions. In addition, we continue to advance in the solar energy generation project at our branches. In 4Q21, we generated more than 950,000 kWh of clean energy, which corresponds to an increase of 50% compared to the same period of the previous year.

In Social, the Instituto Localiza selected the winners from its project “Juventude em Movimento”. Of the 444 applicants, 24 projects from 14 states were selected, in addition to one on a nationwide coverage. Together, the projects have the potential to impact 8 thousand young people with technical and professional training activities and productive inclusion in activities that are synergistic with the Localiza ecosystem, such as tourism, technology, and culture.

Still on the social side, we joined the Business Coalition for Racial and Gender Equality, an initiative of the Ethos Institute, the Center for the Study of Labor Relations and Inequalities (CEERT) and the Institute for Human Rights and Business (IHRB). We were also recognized in the national first position of the ABERJE Award for Diversity and Inclusion with the case: “Localiza Culture in Transformation: Diversity makes the difference”.

In Governance, we highlight the monitoring, by the Board of Directors, through the Governance and Sustainability Committee, of actions and initiatives related to the topic, as well as the KPIs included in the management contract of our employees and the C-level. Still on the subject, after an annual audit process, we maintained the ISO 37001 certification, which reinforces the quality of our actions in the fight against corruption.

# 17 – Results per division

## 17.1 –Table 1 – Car Rental – R\$ million

CAR RENTAL RESULTS	2017	2017 adjusted	2018	2019 without IFRS 16 and without reclassification of PIS/COFINS credits	2019	2020	2021	Var.	4Q20	4Q21	Var.
Car rental and franchising gross revenues, net of discounts and cancellations	1,916.3	1,916.3	2,588.9	3,367.4	3,367.4	3,475.2	4,851.3	39.6%	1,119.1	1,458.3	30.3%
Taxes on revenues (*)	(51.3)	(51.3)	(52.4)	(44.5)	(318.8)	(330.2)	(455.9)	38.1%	(105.9)	(136.5)	28.9%
<b>Car rental net revenues</b>	<b>1,865.0</b>	<b>1,865.0</b>	<b>2,536.5</b>	<b>3,322.9</b>	<b>3,048.6</b>	<b>3,145.0</b>	<b>4,395.4</b>	<b>39.8%</b>	<b>1,013.2</b>	<b>1,321.8</b>	<b>30.5%</b>
Car rental and franchising costs	(935.3)	(879.6)	(1,187.7)	(1,484.5)	(1,112.0)	(1,124.3)	(1,406.9)	25.1%	(381.0)	(472.2)	23.9%
<b>Gross profit</b>	<b>929.7</b>	<b>985.4</b>	<b>1,348.8</b>	<b>1,838.4</b>	<b>1,936.6</b>	<b>2,020.7</b>	<b>2,988.5</b>	<b>47.9%</b>	<b>849.6</b>	<b>849.6</b>	<b>34.4%</b>
Operating expenses (SG&A)	(349.0)	(334.1)	(437.8)	(544.0)	(544.0)	(595.4)	(832.6)	39.8%	(215.0)	(233.2)	8.5%
Other assets depreciation and amortization	(24.2)	(24.2)	(27.1)	(31.1)	(108.8)	(120.7)	(142.6)	18.1%	(30.6)	(38.9)	27.1%
<b>Operating profit before financial results and taxes (EBIT)</b>	<b>556.5</b>	<b>627.1</b>	<b>883.9</b>	<b>1,263.3</b>	<b>1,283.8</b>	<b>1,304.6</b>	<b>2,013.3</b>	<b>54.3%</b>	<b>386.6</b>	<b>577.5</b>	<b>49.4%</b>
Financial expenses, net	(3.5)	(3.5)	(22.4)	(12.1)	(42.3)	(43.3)	(47.9)	10.6%	(9.1)	(12.7)	39.6%
Income tax and social contribution	(124.6)	(140.1)	(219.5)	(284.9)	(282.0)	(348.7)	(583.2)	67.2%	(118.5)	(161.2)	36.0%
<b>Net income for the period</b>	<b>428.4</b>	<b>483.5</b>	<b>642.0</b>	<b>966.3</b>	<b>959.5</b>	<b>912.6</b>	<b>1,382.2</b>	<b>51.5%</b>	<b>259.0</b>	<b>403.6</b>	<b>55.8%</b>
<b>Net Margin</b>	<b>23.0%</b>	<b>25.9%</b>	<b>25.3%</b>	<b>29.1%</b>	<b>31.5%</b>	<b>29.0%</b>	<b>31.4%</b>	<b>2.4 p.p.</b>	<b>25.6%</b>	<b>30.5%</b>	<b>4.9 p.p.</b>
<b>EBITDA</b>	<b>580.7</b>	<b>651.3</b>	<b>911.0</b>	<b>1,294.4</b>	<b>1,392.6</b>	<b>1,425.3</b>	<b>2,155.9</b>	<b>51.3%</b>	<b>417.2</b>	<b>616.4</b>	<b>47.7%</b>
<b>EBITDA Margin</b>	<b>31.1%</b>	<b>34.9%</b>	<b>35.9%</b>	<b>39.0%</b>	<b>45.7%</b>	<b>45.3%</b>	<b>49.0%</b>	<b>3.7 p.p.</b>	<b>41.2%</b>	<b>46.6%</b>	<b>5.4 p.p.</b>

USED CAR SALES RESULTS (SEMINOVOS)	2017	2017 adjusted	2018	2019 without IFRS 16 and without reclassification of PIS/COFINS credits	2019	2020	2021	Var.	4Q20	4Q21	Var.
Gross revenues, net of discounts and cancellations	2,990.0	2,990.0	3,919.2	5,479.6	5,479.6	5,150.7	4,413.3	-14.3%	1,386.5	799.8	-42.3%
Taxes on revenues	(4.9)	(4.9)	(7.4)	(13.8)	(13.8)	(10.0)	(5.2)	-48.0%	(3.5)	(1.0)	-71.4%
<b>Net revenues</b>	<b>2,985.1</b>	<b>2,985.1</b>	<b>3,911.8</b>	<b>5,465.8</b>	<b>5,465.8</b>	<b>5,140.7</b>	<b>4,408.1</b>	<b>-14.3%</b>	<b>1,383.0</b>	<b>798.8</b>	<b>-42.2%</b>
Book value of cars sold and preparation for sale	(2,603.2)	(2,603.2)	(3,542.5)	(5,040.5)	(5,037.8)	(4,629.7)	(3,416.2)	-26.2%	(1,150.7)	(612.8)	-46.7%
<b>Gross profit</b>	<b>381.9</b>	<b>381.9</b>	<b>369.3</b>	<b>425.3</b>	<b>428.0</b>	<b>511.0</b>	<b>991.9</b>	<b>94.1%</b>	<b>232.3</b>	<b>186.0</b>	<b>-19.9%</b>
Operating expenses (SG&A)	(220.0)	(220.0)	(269.6)	(349.4)	(300.2)	(316.1)	(360.7)	14.1%	(101.3)	(86.0)	-15.1%
Cars depreciation	(117.7)	(117.7)	(131.7)	(332.8)	(332.8)	(342.6)	(183.7)	-46.4%	(29.6)	(83.0)	180.4%
Other assets depreciation and amortization	(9.7)	(9.7)	(10.2)	(8.4)	(50.5)	(54.3)	(56.1)	3.3%	(14.8)	(13.8)	-6.8%
<b>Operating profit (loss) before financial results and taxes (EBIT)</b>	<b>34.5</b>	<b>34.5</b>	<b>(42.2)</b>	<b>(265.3)</b>	<b>(255.5)</b>	<b>(202.0)</b>	<b>391.4</b>	<b>-293.8%</b>	<b>86.6</b>	<b>3.2</b>	<b>-96.3%</b>
Financial expenses, net	(229.9)	(229.9)	(266.5)	(247.7)	(264.5)	(261.9)	(212.3)	-18.9%	(43.9)	(110.0)	150.6%
Income tax and social contribution	43.9	43.9	77.5	116.8	115.8	158.7	(54.6)	-134.4%	(12.9)	30.6	-337.2%
<b>Net income (loss) for the period</b>	<b>(151.5)</b>	<b>(151.5)</b>	<b>(231.2)</b>	<b>(396.2)</b>	<b>(404.2)</b>	<b>(305.2)</b>	<b>124.5</b>	<b>-140.8%</b>	<b>29.8</b>	<b>(76.2)</b>	<b>-357.7%</b>
<b>Net Margin</b>	<b>-5.1%</b>	<b>-5.1%</b>	<b>-5.9%</b>	<b>-7.2%</b>	<b>-7.4%</b>	<b>-5.9%</b>	<b>8.7 p.p.</b>	<b>-9.5%</b>	<b>2.2%</b>	<b>-11.7 p.p.</b>	<b>-9.9%</b>
<b>EBITDA</b>	<b>161.9</b>	<b>161.9</b>	<b>99.7</b>	<b>75.9</b>	<b>127.8</b>	<b>194.9</b>	<b>631.2</b>	<b>223.9%</b>	<b>131.0</b>	<b>100.0</b>	<b>-23.7%</b>
<b>EBITDA Margin</b>	<b>5.4%</b>	<b>5.4%</b>	<b>2.5%</b>	<b>1.4%</b>	<b>2.3%</b>	<b>3.8%</b>	<b>14.3%</b>	<b>10.5 p.p.</b>	<b>9.5%</b>	<b>12.5%</b>	<b>3.0 p.p.</b>

CAR RENTAL TOTAL FIGURES	2017	2017 adjusted	2018	2019 without IFRS 16 and without reclassification of PIS/COFINS credits	2019	2020	2021	Var.	4Q20	4Q21	Var.
Car rental and franchising gross revenues, net of discounts and cancellations	1,916.3	1,898.7	2,588.9	3,367.4	3,367.4	3,475.2	4,851.3	39.6%	1,119.1	1,458.3	30.3%
Car sales for fleet renewal - gross revenues, net of discounts and cancellations	2,990.0	2,990.0	3,919.2	5,479.6	5,479.6	5,150.7	4,413.3	-14.3%	1,386.5	799.8	-42.3%
Total gross revenues	4,906.3	4,888.7	6,508.1	8,847.0	8,847.0	8,625.9	9,264.6	7.4%	2,505.6	2,258.1	-9.9%
Taxes on revenues	(51.3)	(50.2)	(52.4)	(44.5)	(318.8)	(330.2)	(455.9)	38.1%	(105.9)	(136.5)	28.9%
Car rental and franchising(*)	(4.9)	(4.9)	(7.4)	(13.8)	(13.8)	(10.0)	(5.2)	-48.0%	(3.5)	(1.0)	-71.4%
Car sales for fleet renewal	1,865.0	1,848.5	2,536.5	3,322.9	3,048.6	3,145.0	4,395.4	39.8%	1,013.2	1,321.8	30.5%
Car sales for fleet renewal - net revenues	2,985.1	2,985.1	3,911.8	5,465.8	5,465.8	5,140.7	4,408.1	-14.3%	1,383.0	798.8	-42.2%
<b>Total net revenues</b>	<b>4,850.1</b>	<b>4,833.6</b>	<b>6,448.3</b>	<b>8,788.7</b>	<b>8,514.4</b>	<b>8,285.7</b>	<b>8,803.5</b>	<b>6.2%</b>	<b>2,396.2</b>	<b>2,120.6</b>	<b>-11.5%</b>
Direct costs	(935.3)	(870.7)	(1,187.7)	(1,484.5)	(1,112.0)	(1,124.3)	(1,406.9)	25.1%	(381.0)	(472.2)	23.9%
Car rental	(2,603.2)	(2,603.2)	(3,542.5)	(5,040.5)	(5,037.8)	(4,629.7)	(3,416.2)	-26.2%	(1,150.7)	(612.8)	-46.7%
Car sales for fleet renewal	(935.3)	(870.7)	(1,187.7)	(1,484.5)	(1,112.0)	(1,124.3)	(1,406.9)	25.1%	(381.0)	(472.2)	23.9%
<b>Gross profit</b>	<b>1,311.6</b>	<b>1,359.7</b>	<b>1,718.1</b>	<b>2,263.7</b>	<b>2,364.6</b>	<b>2,531.7</b>	<b>3,980.4</b>	<b>57.2%</b>	<b>864.5</b>	<b>1,035.6</b>	<b>19.8%</b>
Operating expenses (SG&A)	(349.0)	(332.3)	(437.8)	(544.0)	(544.0)	(595.4)	(832.6)	39.8%	(215.0)	(233.2)	8.5%
Car rental	(220.0)	(220.0)	(269.6)	(349.4)	(300.2)	(316.1)	(360.7)	14.1%	(101.3)	(86.0)	-15.1%
Car sales for fleet renewal	(117.7)	(117.7)	(131.7)	(332.8)	(332.8)	(342.6)	(183.7)	-46.4%	(29.6)	(83.0)	180.4%
Other assets depreciation and amortization	(24.2)	(23.6)	(27.1)	(31.1)	(108.8)	(120.7)	(142.6)	18.1%	(30.6)	(38.9)	27.1%
Car rental	(9.7)	(9.7)	(10.2)	(8.4)	(50.5)	(54.3)	(56.1)	3.3%	(14.8)	(13.8)	-6.8%
Car sales for fleet renewal	(9.7)	(9.7)	(10.2)	(8.4)	(50.5)	(54.3)	(56.1)	3.3%	(14.8)	(13.8)	-6.8%
<b>Operating profit before financial results and taxes (EBIT)</b>	<b>591.0</b>	<b>656.4</b>	<b>841.7</b>	<b>998.0</b>	<b>1,028.3</b>	<b>1,102.6</b>	<b>2,404.7</b>	<b>118.1%</b>	<b>473.2</b>	<b>580.7</b>	<b>22.7%</b>
Financial expenses, net	(233.4)	(235.2)	(288.9)	(259.8)	(306.8)	(305.2)	(347.7)	-14.7%	(53.0)	(122.7)	131.5%
Income tax and social contribution	(80.7)	(95.0)	(142.0)	(168.1)	(166.2)	(190.0)	(637.8)	235.7%	(131.4)	(130.6)	-0.6%
<b>Net income for the period</b>	<b>276.9</b>	<b>326.2</b>	<b>410.8</b>	<b>570.1</b>	<b>553.3</b>	<b>607.4</b>	<b>1,506.7</b>	<b>148.1%</b>	<b>327.4</b>	<b>327.4</b>	<b>13.4%</b>
<b>Net margin</b>	<b>5.7%</b>	<b>6.7%</b>	<b>6.4%</b>	<b>6.5%</b>	<b>6.5%</b>	<b>7.3%</b>	<b>17.1%</b>	<b>9.8 p.p.</b>	<b>12.1%</b>	<b>15.4%</b>	<b>3.3 p.p.</b>
<b>EBITDA</b>	<b>742.6</b>	<b>807.4</b>	<b>1,010.7</b>	<b>1,370.3</b>	<b>1,520.4</b>	<b>1,620.2</b>	<b>2,787.1</b>	<b>72.0%</b>	<b>548.2</b>	<b>716.4</b>	<b>30.7%</b>
<b>EBITDA margin</b>	<b>15.3%</b>	<b>16.7%</b>	<b>15.7%</b>	<b>15.6%</b>	<b>17.9%</b>	<b>19.6%</b>	<b>31.7%</b>	<b>12.1 p.p.</b>	<b>22.9%</b>	<b>33.8%</b>	<b>10.9 p.p.</b>

CAR RENTAL OPERATING DATA	2017	2017	2018	2019	2019	2020	2021	Var.	4Q20	4Q21	Var.
Average operating fleet	94,194	94,194	130,058	173,649	173,649	200,742	195,242	0.0%	193,782	197,258	1.8%
Average rented fleet	69,762	69,762	97,245	128,718	128,718	140,151	151,686	8.2%	156,615	157,844	0.8%
Average operating fleet age (in months)	6.5	6.5	7.2	7.0	7.0	10.0	13.9	39.0%	11.6	15.4	32.8%
End of period fleet	135,578	135,578	177,672	238,174	238,174	216,334	216,293	0.0%	216,334	216,293	0.0%
Number of rental days - in thousands (net of fleet replacement service)	25,263.6	25,263.6	35,284.5	46,745.9	46,745.9	50,446.5	53,756.6	6.6%	13,985.2	14,119.1	1.0%
Average daily rental revenues per car (R\$)	75.16	75.16	72.86	71.57	71.57	68.52	89.71	30.9%	79.63	102.69	29.0%
Annualized average depreciation per car (R\$)	1,250.1	1,250.1	1,210.6	1,917.6	1,917.6	1,706.8	941.1	-44.9%	611.6	1,683.8	175.3%
Utilization rate (Does not include cars in preparation and decommissioning)	78.6%	78.6%	79.6%	79.1%	79.1%	73.5%	79.8%	6.3 p.p.	84.5%	81.5%	-3.0 p.p.
Number of cars purchased	114,966	114,966	139,273	192,292	192,292	92,801	83,382	-10.1%	37,415	22,937	-38.7%
Number of cars sold	76,901	76,901	94,945	128,677	128,677	113,346	76,906	-32.1%	27,636	12,319	-55.4%
Average sold fleet age (in months)	14.3	14.3	14.7	15.2	15.2	16.9	21.9	29.6%	17.5	25.2	44.0%
Average total fleet	107,997	107,997	150,045	201,791	201,791	221,895	209,172	-5.7%	210,880	212,410	0.7%
Average value of total fleet - R\$ million	4,100.6	4,100.6	6,005.7	8,652.7	8,652.7	9,951.6	10,592.7	6.4%	9,705.4	11,467.5	18.2%
Average value per car in the period - R\$ thsd	38.0	38.0	40.0	42.9	42.9	44.8	50.6	12.9%	46.0	54.0	17.4%

(\*) 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.

## 17.2 – Table 2 – Fleet Rental – R\$ million

FLEET RENTAL RESULTS	2017	2017 adjusted	2018	2019 without IFRS 16 and without reclassification of PIS/COFINS credits	2019	2020	2021	Var.	4Q20	4Q21	Var.
Fleet rental gross revenues, net of discounts and cancellations	757.4	757.4	857.8	1,039.1	1,039.1	1,163.7	1,325.2	13.9%	300.0	352.2	17.4%
Taxes on revenues (*)	(15.3)	(15.3)	(9.0)	(15.2)	(98.8)	(110.2)	(127.3)	15.5%	(28.4)	(34.0)	19.7%
<b>Fleet rental net revenues</b>	<b>742.1</b>	<b>742.1</b>	<b>848.8</b>	<b>1,023.9</b>	<b>940.3</b>	<b>1,053.5</b>	<b>1,197.9</b>	<b>13.7%</b>	<b>271.6</b>	<b>318.2</b>	<b>17.2%</b>
Fleet rental costs	(220.4)	(220.1)	(245.9)	(304.1)	(220.5)	(221.5)	(315.6)	42.5%	(69.2)	(87.6)	26.6%
<b>Gross profit</b>	<b>521.7</b>	<b>522.0</b>	<b>602.9</b>	<b>719.8</b>	<b>719.8</b>	<b>832.0</b>	<b>882.3</b>	<b>6.0%</b>	<b>202.4</b>	<b>230.6</b>	<b>13.9%</b>
Operating expenses (SG&A)	(65.4)	(62.3)	(59.6)	(83.6)	(83.2)	(69.7)	(141.2)	102.6%	(27.1)	(47.3)	74.5%
Other assets depreciation and amortization	(3.5)	(3.5)	(4.9)	(5.3)	(5.7)	(8.4)	(8.3)	-1.2%	(2.2)	(2.3)	4.5%
<b>Operating profit before financial results and taxes (EBIT)</b>	<b>452.8</b>	<b>456.2</b>	<b>538.4</b>	<b>630.9</b>	<b>630.9</b>	<b>753.9</b>	<b>732.8</b>	<b>-2.8%</b>	<b>173.1</b>	<b>181.0</b>	<b>4.6%</b>
Financial expenses, net	(1.6)	(1.6)	(0.5)	(0.6)	(0.7)	(0.5)	(0.5)	0.0%	(0.1)	(0.1)	0.0%
Income tax and social contribution	(102.8)	(103.6)	(136.5)	(143.5)	(140.3)	(228.1)	(213.6)	-6.4%	(50.6)	(51.3)	1.4%
<b>Net income for the period</b>	<b>348.4</b>	<b>351.0</b>	<b>401.4</b>	<b>486.8</b>	<b>489.9</b>	<b>525.3</b>	<b>518.7</b>	<b>-1.3%</b>	<b>122.4</b>	<b>129.6</b>	<b>5.9%</b>
<b>Net Margin</b>	<b>46.9%</b>	<b>47.3%</b>	<b>47.3%</b>	<b>47.5%</b>	<b>52.1%</b>	<b>49.9%</b>	<b>43.3%</b>	<b>-6.6 p.p.</b>	<b>45.1%</b>	<b>40.7%</b>	<b>-4.4 p.p.</b>
<b>EBITDA</b>	<b>456.3</b>	<b>459.7</b>	<b>543.3</b>	<b>636.2</b>	<b>636.6</b>	<b>762.3</b>	<b>741.1</b>	<b>-2.8%</b>	<b>175.3</b>	<b>183.3</b>	<b>4.6 p.p.</b>
<b>EBITDA Margin</b>	<b>61.5%</b>	<b>61.9%</b>	<b>64.0%</b>	<b>62.1%</b>	<b>67.7%</b>	<b>72.4%</b>	<b>61.9%</b>	<b>-10.5 p.p.</b>	<b>64.5%</b>	<b>57.6%</b>	<b>-6.9 p.p.</b>

USED CAR SALES RESULTS (SEMINOVOS)	2017	2017 adjusted	2018	2019 without IFRS 16 and without reclassification of PIS/COFINS credits	2019	2020	2021	Var.	4Q20	4Q21	Var.
Gross revenues, net of discounts and cancellations	466.5	466.5	599.5	742.4	742.4	969.2	900.7	-7.1%	207.9	197.6	-5.0%
Taxes on revenues	(0.4)	(0.4)	(0.9)	(1.5)	(1.5)	(0.8)	(0.8)	0.0%	(0.4)	(0.2)	-50.0%
<b>Net revenues</b>	<b>466.1</b>	<b>466.1</b>	<b>598.6</b>	<b>740.9</b>	<b>740.9</b>	<b>968.4</b>	<b>899.9</b>	<b>-7.1%</b>	<b>207.5</b>	<b>197.4</b>	<b>-4.9%</b>
Book value of cars sold and preparation for sale	(392.1)	(392.1)	(525.9)	(650.2)	(650.1)	(832.0)	(659.3)	-20.8%	(165.1)	(137.8)	-16.5%
<b>Gross profit</b>	<b>74.0</b>	<b>74.0</b>	<b>72.7</b>	<b>90.7</b>	<b>90.8</b>	<b>136.4</b>	<b>240.6</b>	<b>76.4%</b>	<b>42.4</b>	<b>59.6</b>	<b>40.6%</b>
Operating expenses (SG&A)	(32.7)	(32.7)	(36.6)	(41.4)	(35.0)	(50.8)	(71.2)	40.2%	(13.4)	(23.8)	77.6%
Cars depreciation	(114.3)	(114.3)	(159.9)	(218.7)	(218.7)	(130.4)	(71.4)	-45.2%	(27.7)	(20.4)	-26.4%
Other assets depreciation and amortization	(1.7)	(1.7)	(1.7)	(1.5)	(6.7)	(10.0)	(11.4)	14.0%	(2.2)	(3.4)	54.5%
<b>Operating profit (loss) before financial results and taxes (EBIT)</b>	<b>(74.7)</b>	<b>(74.7)</b>	<b>(125.5)</b>	<b>(170.9)</b>	<b>(169.6)</b>	<b>(54.8)</b>	<b>86.6</b>	<b>-258.0%</b>	<b>(0.9)</b>	<b>12.0</b>	<b>-1433.3%</b>
Financial expenses, net	(60.0)	(60.0)	(79.6)	(100.2)	(102.3)	(68.7)	(80.2)	-12.4%	(11.9)	(33.2)	179.0%
Income tax and social contribution	35.1	35.1	52.0	61.7	60.6	39.0	18.0	-120.5%	3.4	6.4	88.2%
<b>Net income (loss) for the period</b>	<b>(119.6)</b>	<b>(119.6)</b>	<b>(153.1)</b>	<b>(209.4)</b>	<b>(211.3)</b>	<b>(84.5)</b>	<b>18.4</b>	<b>-121.8%</b>	<b>(9.4)</b>	<b>(14.8)</b>	<b>57.4%</b>
<b>Net Margin</b>	<b>-25.7%</b>	<b>-25.7%</b>	<b>-25.6%</b>	<b>-28.3%</b>	<b>-28.5%</b>	<b>-8.7%</b>	<b>2.0%</b>	<b>10.7 p.p.</b>	<b>-4.5%</b>	<b>-7.5%</b>	<b>-3.0 p.p.</b>
<b>EBITDA</b>	<b>41.3</b>	<b>41.3</b>	<b>36.1</b>	<b>49.3</b>	<b>55.8</b>	<b>85.6</b>	<b>169.4</b>	<b>97.9%</b>	<b>29.0</b>	<b>35.8</b>	<b>23.4%</b>
<b>EBITDA Margin</b>	<b>8.9%</b>	<b>8.9%</b>	<b>6.0%</b>	<b>6.7%</b>	<b>7.5%</b>	<b>8.8%</b>	<b>18.8%</b>	<b>10.0 p.p.</b>	<b>14.0%</b>	<b>18.1%</b>	<b>4.1 p.p.</b>

FLEET RENTAL TOTAL FIGURES	2017	2017 adjusted	2018	2019 without IFRS 16 and without reclassification of PIS/COFINS credits	2019	2020	2021	Var.	4Q20	4Q21	Var.
Fleet rental gross revenues, net of discounts and cancellations	757.4	757.4	857.8	1,039.1	1,039.1	1,163.7	1,325.2	13.9%	300.0	352.2	17.4%
Car sales for fleet renewal - gross revenues, net of discounts and cancellations	466.5	466.5	599.5	742.4	742.4	969.2	900.7	-7.1%	207.9	197.6	-5.0%
<b>Total gross revenues</b>	<b>1,223.9</b>	<b>1,223.9</b>	<b>1,457.3</b>	<b>1,781.5</b>	<b>1,781.5</b>	<b>2,132.9</b>	<b>2,225.9</b>	<b>4.4%</b>	<b>507.9</b>	<b>549.8</b>	<b>8.2%</b>
Taxes on revenues	(15.3)	(15.3)	(9.0)	(15.2)	(98.8)	(110.2)	(127.3)	15.5%	(28.4)	(34.0)	19.7%
Fleet rental (*)	(0.4)	(0.4)	(0.9)	(1.5)	(1.5)	(0.8)	(0.8)	0.0%	(0.4)	(0.2)	-50.0%
Car sales for fleet renewal	(0.4)	(0.4)	(0.9)	(1.5)	(1.5)	(0.8)	(0.8)	0.0%	(0.4)	(0.2)	-50.0%
<b>Fleet rental - net revenues</b>	<b>742.1</b>	<b>742.1</b>	<b>848.8</b>	<b>1,023.9</b>	<b>940.3</b>	<b>1,053.5</b>	<b>1,197.9</b>	<b>13.7%</b>	<b>271.6</b>	<b>318.2</b>	<b>17.2%</b>
Car sales for fleet renewal - net revenues	466.1	466.1	598.6	740.9	740.9	968.4	899.9	-7.1%	207.5	197.4	-4.9%
<b>Total net revenues (**)</b>	<b>1,208.2</b>	<b>1,208.2</b>	<b>1,447.4</b>	<b>1,768.1</b>	<b>1,681.2</b>	<b>2,021.9</b>	<b>2,097.8</b>	<b>3.8%</b>	<b>479.1</b>	<b>515.6</b>	<b>7.6%</b>
Direct costs	(220.4)	(220.1)	(245.9)	(304.1)	(220.5)	(221.5)	(315.6)	42.5%	(69.2)	(87.6)	26.6%
Fleet rental	(220.4)	(220.1)	(245.9)	(304.1)	(220.5)	(221.5)	(315.6)	42.5%	(69.2)	(87.6)	26.6%
Car sales for fleet renewal	(392.1)	(392.1)	(525.9)	(650.2)	(650.1)	(832.0)	(659.3)	-20.8%	(165.1)	(137.8)	-16.5%
<b>Gross profit</b>	<b>595.7</b>	<b>596.0</b>	<b>675.6</b>	<b>810.5</b>	<b>810.6</b>	<b>968.4</b>	<b>1,122.9</b>	<b>16.0%</b>	<b>244.8</b>	<b>290.2</b>	<b>18.5%</b>
Operating expenses (SG&A)	(65.4)	(62.3)	(59.6)	(83.6)	(83.2)	(69.7)	(141.2)	102.6%	(27.1)	(47.3)	74.5%
Fleet rental	(65.4)	(62.3)	(59.6)	(83.6)	(83.2)	(69.7)	(141.2)	102.6%	(27.1)	(47.3)	74.5%
Car sales for fleet renewal	(32.7)	(32.7)	(36.6)	(41.4)	(35.0)	(50.8)	(71.2)	40.2%	(13.4)	(23.8)	77.6%
Cars depreciation	(114.3)	(114.3)	(159.9)	(218.7)	(218.7)	(130.4)	(71.4)	-45.2%	(27.7)	(20.4)	-26.4%
Other assets depreciation and amortization	(1.7)	(1.7)	(1.7)	(1.5)	(6.7)	(10.0)	(11.4)	14.0%	(2.2)	(3.4)	54.5%
Fleet rental	(3.5)	(3.5)	(4.9)	(5.3)	(5.7)	(8.4)	(8.3)	-1.2%	(2.2)	(2.3)	4.5%
Car sales for fleet renewal	(1.7)	(1.7)	(1.7)	(1.5)	(6.7)	(10.0)	(11.4)	14.0%	(2.2)	(3.4)	54.5%
<b>Operating profit before financial results and taxes (EBIT)</b>	<b>378.1</b>	<b>381.5</b>	<b>412.9</b>	<b>460.0</b>	<b>461.3</b>	<b>699.1</b>	<b>819.4</b>	<b>17.2%</b>	<b>172.2</b>	<b>193.0</b>	<b>12.1%</b>
Financial expenses, net	(81.6)	(81.6)	(80.1)	(100.8)	(103.0)	(69.2)	(60.7)	-12.3%	(12.0)	(33.3)	177.5%
Income tax and social contribution	(67.7)	(68.5)	(84.5)	(81.8)	(79.7)	(189.1)	(221.6)	(44.9)	(47.2)	(44.9)	-4.9%
<b>Net income for the period</b>	<b>228.8</b>	<b>231.4</b>	<b>248.3</b>	<b>277.4</b>	<b>278.6</b>	<b>440.8</b>	<b>537.1</b>	<b>21.8%</b>	<b>113.0</b>	<b>114.8</b>	<b>1.6%</b>
<b>Net margin</b>	<b>18.9%</b>	<b>19.2%</b>	<b>17.2%</b>	<b>15.7%</b>	<b>16.6%</b>	<b>21.8%</b>	<b>23.6%</b>	<b>3.8 p.p.</b>	<b>23.6%</b>	<b>22.3%</b>	<b>-1.3 p.p.</b>
<b>EBITDA</b>	<b>497.6</b>	<b>501.0</b>	<b>579.4</b>	<b>685.5</b>	<b>692.4</b>	<b>847.9</b>	<b>910.5</b>	<b>7.4%</b>	<b>204.3</b>	<b>219.1</b>	<b>7.2%</b>
<b>EBITDA margin</b>	<b>41.2%</b>	<b>41.5%</b>	<b>40.0%</b>	<b>38.8%</b>	<b>41.2%</b>	<b>41.9%</b>	<b>43.4%</b>	<b>1.5 p.p.</b>	<b>42.6%</b>	<b>42.5%</b>	<b>-0.1 p.p.</b>

OPERATING DATA	2017	2017	2018	2019	2019	2020	2021	Var.	4Q20	4Q21	Var.
Average operating fleet	36,804	36,804	44,404	55,726	55,726	59,801	61,962	3.6%	58,017	64,750	11.6%
Total Average rented fleet	35,424	35,424	42,321	53,029	53,029	59,244	63,493	7.2%	60,530	65,295	7.9%
Average rented fleet	35,424	35,424	42,321	53,029	53,029	57,706	60,133	4.2%	56,858	62,141	9.3%
Average rented fleet - Car Rental fleet replacement	-	-	-	-	-	1,538	3,360	118.5%	3,672	3,154	-14.1%
Average operating fleet age (in months)	18.1	18.1	15.1	15.1	15.1	17.4	20.3	16.7%	19.1	20.6	7.9%
End of period fleet											
Rented Fleet	44,877	44,877	54,430	68,957	68,957	61,657	73,503	19.2%	61,657	73,503	19.2%
Managed Fleet	94	94	57	32	32	105	57	-45.7%	105	57	-45.7%
Number of rental days - in thousands	12,752.7	12,752.7	15,235.7	19,090.5	19,090.5	21,328.0	22,857.3	7.2%	5,447.7	5,876.6	7.9%
Average daily rental revenues per car (R\$)	58.77	58.77	55.62	53.92	53.92	53.81	57.49	6.9%	54.31	59.94	10.4%
Annualized average depreciation per car (R\$)	3,104.3	3,104.3	3,601.1	3,923.4	3,923.4	2,178.9	1,152.7	-47.1%	1,907.0	1,258.7	-34.0%
Utilization rate (Does not include cars in preparation and decommissioning) (**)(***)	98.2%	98.2%	96.8%	96.6%	96.6%	97.4%	98.0%	0.6 p.p.	98.8%	97.1%	-1.7 p.p.
Number of cars purchased	20,286	20,286	26,148	31,242	31,242	16,578	28,128	69.7%	5,333	11,123	108.6%
Number of cars sold	13,653	13,653	16,334	19,238	19,238	22,144	15,939	-28.0%	4,221	3,231	-23.5%
Average sold fleet age (in months)	31.8	31.8	31.2	28.6	28.6	28.9	31.8	10.0%	29.7	34.5	16.2%
Average total fleet	39,605	39,605	48,776	61,374	61,374	63,919	66,451	4.0%	60,940	70,722	16.1%
Average value of total fleet - R\$ million	1,482.5	1,482.5	1,943.1	2,520.6	2,520.6	2,812.1	3,070.7	19.9%	2,768.1	3,902.3	41.0%
Average value per car in the period - R\$ thsd	37.4	37.4	39.8	41.1	41.1	44.0	50.7	15.2%	45.4	55.2	21.6%

(\*) 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.

(\*\*) The 2015 utilization rate was calculated only on the basis of the fourth quarter of 2015.

(\*\*\*) Does not include replacement service from Car Rental



## 17.3 – Table 3 – Consolidated – R\$ million

CONSOLIDATED RESULTS	2017	2017 adjusted	2018	2019 without IFRS 16 and without reclassification of PIS/COFINS credits	2019	2020	2021	Var.	4Q20	4Q21	Var.
Car rental and franchising gross revenues, net of discounts and cancellations	1,916.3	1,916.3	2,588.9	3,367.4	3,367.4	3,475.2	4,851.3	39.6%	1,119.1	1,458.3	30.3%
Fleet Rental gross revenues, net of discounts and cancellations	757.4	757.4	857.8	1,039.1	1,039.1	1,163.7	1,325.2	13.9%	300.0	352.2	17.4%
Car and Fleet Rentals and Franchising total gross revenues	2,673.7	2,673.7	3,446.7	4,406.5	4,406.5	4,638.9	6,176.5	33.1%	1,419.1	1,810.5	27.6%
Taxes on revenues - Car and Fleet Rentals and Franchising (*)	(66.6)	(66.6)	(61.4)	(59.7)	(417.6)	(440.4)	(583.2)	32.4%	(134.3)	(170.5)	27.0%
<b>Car and Fleet Rentals and Franchising net revenues</b>	<b>2,607.1</b>	<b>2,607.1</b>	<b>3,385.3</b>	<b>4,346.8</b>	<b>3,988.9</b>	<b>4,198.5</b>	<b>5,593.3</b>	<b>33.2%</b>	<b>1,284.8</b>	<b>1,640.0</b>	<b>27.6%</b>
Car sales gross revenues											
Car sales for fleet renewal - Car Rental, net of discounts and cancellations	2,990.0	2,990.0	3,919.2	5,479.6	5,479.6	5,150.7	4,413.3	-14.3%	1,386.5	799.8	-42.3%
Car sales for fleet renewal - Fleet Rental, net of discounts and cancellations	466.5	466.5	599.5	742.4	742.4	969.2	900.7	-7.1%	207.9	197.6	-5.0%
Car sales for fleet renewal - total gross revenues (*)	3,456.5	3,456.5	4,518.7	6,222.0	6,222.0	6,119.9	5,314.0	-13.2%	1,594.4	997.4	-37.4%
Taxes on revenues - Car sales for fleet renewal	(5.3)	(5.3)	(8.3)	(15.3)	(15.3)	(10.8)	(6.0)	-44.4%	(3.9)	(1.2)	-69.2%
<b>Car sales for fleet renewal - net revenues</b>	<b>3,451.2</b>	<b>3,451.2</b>	<b>4,510.4</b>	<b>6,206.7</b>	<b>6,206.7</b>	<b>6,109.1</b>	<b>5,308.0</b>	<b>-13.1%</b>	<b>1,590.5</b>	<b>996.2</b>	<b>-37.4%</b>
<b>Total net revenues</b>	<b>6,058.3</b>	<b>6,058.3</b>	<b>7,895.7</b>	<b>10,553.5</b>	<b>10,195.6</b>	<b>10,307.6</b>	<b>10,901.3</b>	<b>5.8%</b>	<b>2,875.3</b>	<b>2,636.2</b>	<b>-8.3%</b>
Direct costs and expenses:											
Car rental and franchising	(935.3)	(879.6)	(1,187.7)	(1,484.5)	(1,112.0)	(1,124.3)	(1,406.9)	25.1%	(381.0)	(472.2)	23.9%
Fleet Rental	(220.4)	(220.1)	(245.9)	(304.1)	(220.5)	(221.5)	(315.6)	42.5%	(69.2)	(87.6)	26.6%
Total Car and Fleet Rentals and Franchising	(1,155.7)	(1,099.7)	(1,433.6)	(1,788.6)	(1,332.5)	(1,345.8)	(1,722.5)	28.0%	(450.2)	(559.8)	24.3%
Car sales for fleet renewal - Car rental	(2,603.2)	(2,603.2)	(3,542.5)	(5,040.5)	(5,037.8)	(4,629.7)	(3,416.2)	-26.2%	(1,150.7)	(612.8)	-46.7%
Car sales for fleet renewal - Fleet Rental	(392.1)	(392.1)	(525.9)	(650.2)	(650.1)	(832.0)	(659.3)	-20.8%	(165.1)	(137.8)	-16.5%
Total Car sales for fleet renewal (book value) and preparation for sale	(2,995.3)	(2,995.3)	(4,068.4)	(5,690.7)	(5,687.9)	(5,461.7)	(4,075.5)	-25.4%	(1,315.8)	(750.6)	-43.0%
Total costs	(4,151.0)	(4,095.0)	(5,502.0)	(7,479.3)	(7,020.4)	(6,807.5)	(5,798.0)	-14.8%	(1,766.0)	(1,310.4)	-25.8%
									0.0	0.0	0.0%
<b>Gross profit</b>	<b>1,907.3</b>	<b>1,963.3</b>	<b>2,393.7</b>	<b>3,074.2</b>	<b>3,175.2</b>	<b>3,500.1</b>	<b>5,103.3</b>	<b>45.8%</b>	<b>1,109.3</b>	<b>1,325.8</b>	<b>19.5%</b>
Operating expenses											
Advertising, promotion and selling:											
Car rental and franchising	(200.7)	(194.4)	(285.8)	(357.3)	(357.3)	(460.3)	(563.3)	22.4%	(127.1)	(149.7)	17.8%
Fleet Rental	(18.8)	(18.8)	(27.7)	(36.0)	(35.6)	(38.2)	(43.8)	119.9%	(10.5)	(29.2)	178.1%
Car sales for fleet renewal	(232.3)	(232.3)	(279.5)	(357.1)	(301.6)	(328.4)	(374.8)	14.1%	(102.5)	(91.8)	-10.4%
Total advertising, promotion and selling	(451.8)	(445.5)	(593.0)	(750.4)	(694.5)	(826.9)	(1,022.1)	23.6%	(240.1)	(270.7)	12.7%
General, administrative and other expenses	(215.3)	(203.6)	(210.6)	(268.0)	(267.9)	(205.1)	(383.7)	87.1%	(116.7)	(119.7)	2.6%
Total Operating expenses	(667.1)	(649.1)	(803.6)	(1,018.4)	(962.4)	(1,032.0)	(1,405.8)	36.2%	(356.8)	(390.4)	9.4%
Depreciation expenses:											
Cars depreciation:											
Car rental	(117.7)	(117.7)	(131.7)	(332.8)	(332.8)	(342.6)	(183.7)	-46.4%	(29.6)	(83.0)	180.4%
Fleet Rental	(114.3)	(114.3)	(159.9)	(218.7)	(218.7)	(130.4)	(71.4)	-45.2%	(27.7)	(20.4)	-26.4%
Total cars depreciation expenses	(232.0)	(232.0)	(291.6)	(551.5)	(551.5)	(473.0)	(255.1)	-46.1%	(57.3)	(103.4)	80.5%
Other assets depreciation and amortization	(39.1)	(39.1)	(43.9)	(46.3)	(171.7)	(193.4)	(218.4)	12.9%	(49.8)	(58.4)	17.3%
Total depreciation and amortization expenses	(271.1)	(271.1)	(335.5)	(597.8)	(723.2)	(666.4)	(473.5)	-28.9%	(107.1)	(161.8)	51.1%
<b>Operating profit before financial results and taxes (EBIT)</b>	<b>969.1</b>	<b>1,043.1</b>	<b>1,254.6</b>	<b>1,458.0</b>	<b>1,489.6</b>	<b>1,801.7</b>	<b>3,224.0</b>	<b>78.9%</b>	<b>645.4</b>	<b>773.6</b>	<b>19.9%</b>
Financial expenses, net:											
Expense	(511.9)	(511.9)	(536.8)	(591.2)	(630.0)	(512.4)	(576.9)	12.6%	(113.4)	(274.8)	142.3%
Income	196.9	196.9	167.9	230.6	220.2	138.0	256.0	85.5%	48.4	118.8	145.5%
Financial (expenses) revenues, net	(315.0)	(315.0)	(368.9)	(360.6)	(409.8)	(374.4)	(320.9)	-14.3%	(65.0)	(156.0)	140.0%
<b>Income before tax and social contribution</b>	<b>654.1</b>	<b>728.1</b>	<b>885.7</b>	<b>1,097.4</b>	<b>1,079.8</b>	<b>1,427.3</b>	<b>2,903.1</b>	<b>103.4%</b>	<b>580.4</b>	<b>617.6</b>	<b>6.4%</b>
Income tax and social contribution	(148.4)	(164.7)	(226.5)	(249.9)	(245.9)	(379.1)	(859.4)	126.7%	(178.6)	(175.5)	-1.7%
<b>Net income for the period</b>	<b>505.7</b>	<b>563.4</b>	<b>659.2</b>	<b>847.5</b>	<b>833.9</b>	<b>1,048.2</b>	<b>2,043.7</b>	<b>95.0%</b>	<b>401.8</b>	<b>442.1</b>	<b>10.0%</b>
EBITDA	1,240.2	1,314.2	1,590.1	2,055.8	2,212.8	2,468.1	3,697.5	49.8%	752.5	935.4	24.3%
EBIT	969.1	1,043.1	1,254.6	1,458.0	1,489.6	1,801.7	3,224.0	78.9%	645.4	773.6	19.9%
<b>Consolidated EBIT Margin (calculated over rental revenues)</b>	<b>37.2%</b>	<b>40.0%</b>	<b>37.1%</b>	<b>33.5%</b>	<b>37.3%</b>	<b>42.9%</b>	<b>57.6%</b>	<b>14.7 p.p.</b>	<b>50.2%</b>	<b>47.2%</b>	<b>-3.1 p.p.</b>
Car and Fleet Rentals and Franchising EBITDA	1,037.0	1,111.0	1,454.3	1,930.6	2,029.2	2,187.6	2,897.0	32.4%	592.5	799.7	35.0%
<b>EBITDA Margin</b>	<b>39.8%</b>	<b>42.8%</b>	<b>43.0%</b>	<b>44.4%</b>	<b>50.9%</b>	<b>52.1%</b>	<b>51.8%</b>	<b>-0.3 p.p.</b>	<b>46.1%</b>	<b>48.8%</b>	<b>2.7 p.p.</b>
Used Car Sales (Seminovos) EBITDA	203.2	203.2	135.8	125.2	163.6	280.5	800.6	165.4%	160.0	135.8	-15.1%
<b>EBITDA Margin</b>	<b>5.9%</b>	<b>5.9%</b>	<b>3.0%</b>	<b>2.0%</b>	<b>3.0%</b>	<b>4.6%</b>	<b>15.1%</b>	<b>10.5 p.p.</b>	<b>10.1%</b>	<b>13.6%</b>	<b>3.5 p.p.</b>

(\*)In 4Q19, PIS and COFINS credits were reclassified, which were recorded as credits in the rental income

## 18 – Table 4 – Operating data

SELECTED OPERATING DATA	2017	2018	2019	2020	2021	Var.	4Q20	4Q21	Var.
<b>Average operating fleet:</b>									
Car Rental	94,194	130,058	173,649	200,742	195,242	-2.7%	193,782	197,258	1.8%
Fleet Rental	36,804	44,404	55,726	59,801	61,962	3.6%	58,017	64,750	11.6%
Total	130,998	174,462	229,375	260,543	257,204	-1.3%	251,799	262,008	4.1%
<b>Average rented fleet:</b>									
Car Rental	69,762	97,245	128,718	140,151	151,686	8.2%	156,615	157,844	0.8%
Fleet Rental	35,424	42,321	53,029	59,244	63,493	7.2%	60,530	65,295	7.9%
Total	105,186	139,566	181,747	199,395	215,179	7.9%	217,145	223,139	2.8%
<b>Average age of operating fleet (months)</b>									
Car Rental	6.5	7.2	7.0	10.0	13.9	39.0%	11.6	15.4	32.8%
Fleet Rental	18.1	15.1	15.1	17.4	20.3	16.7%	19.1	20.6	7.9%
Average age of total operating fleet	9.8	9.3	9.0	11.7	15.5	32.5%	13.4	16.8	25.4%
<b>Fleet at end of period:</b>									
Car Rental	135,578	177,672	238,174	216,334	216,293	0.0%	216,334	216,293	0.0%
Fleet Rental	44,877	54,430	68,957	61,657	73,503	19.2%	61,657	73,503	19.2%
Total	180,455	232,102	307,131	277,991	289,796	4.2%	277,991	289,796	4.2%
Managed fleet at end period - Fleet Rental	94	57	32	105	57	-45.7%	105	57	-45.7%
<b>Fleet investment (R\$ million) (does not include accessories)</b>									
Car Rental	4,581.8	5,785.2	8,802.1	4,541.9	5,625.1	23.8%	2,091.6	1,849.8	-11.6%
Fleet Rental	881.5	1,189.2	1,472.6	975.7	2,022.1	107.2%	348.3	840.6	141.4%
Total	5,463.3	6,974.4	10,274.7	5,517.6	7,647.2	38.6%	2,439.9	2,690.5	10.3%
<b>Number of rental days (In thousands):</b>									
Car Rental - Total	25,494.0	35,514.6	47,029.0	51,286.4	55,358.0	7.9%	14,408.5	14,522.0	0.8%
Rental days for Fleet Rental replacement service	(230.4)	(230.1)	(283.0)	(839.9)	(1,601.4)	90.7%	(423.3)	(402.8)	-4.8%
Car Rental - Net	25,263.6	35,284.5	46,745.9	50,446.5	53,756.6	6.6%	13,985.2	14,119.2	1.0%
Fleet Rental	12,752.7	15,235.7	19,090.5	21,328.0	22,857.3	7.2%	5,447.7	5,876.6	7.9%
Total	38,016.3	50,520.2	65,836.5	71,774.5	76,613.9	6.7%	19,432.9	19,995.8	2.9%
<b>Annualized average depreciation per car (R\$)</b>									
Car Rental	1,250.1	1,012.4	1,917.6	1,706.8	941.1	-44.9%	611.6	1,683.8	175.3%
Fleet Rental	3,104.3	3,601.1	3,923.4	2,178.9	1,152.7	-47.1%	1,907.0	1,258.7	-34.0%
Total	1,771.0	1,671.2	2,405.2	1,815.2	992.0	-45.4%	910.1	1,578.7	73.5%
<b>Average annual gross revenues per operating car (R\$ thousand)</b>									
Car Rental	20.2	19.8	19.3	17.3	24.7	42.8%	20.7	27.0	30.4%
Fleet Rental	20.4	19.1	18.5	19.2	21.2	10.5%	18.4	19.5	6.0%
<b>Average daily rental (R\$)</b>									
Car Rental (*)	75.16	72.86	71.57	68.52	89.71	30.9%	79.63	102.69	29.0%
Fleet Rental	58.77	55.62	53.92	53.81	57.49	6.8%	54.31	59.94	10.4%
<b>Utilization rate (does not include cars in preparation and decommissioning):</b>									
Car Rental	78.6%	79.6%	79.1%	73.5%	79.8%	6.3 p.p.	84.5%	81.5%	-3.0 p.p.
Fleet Rental	98.2%	96.8%	96.6%	97.4%	98.0%	0.6 p.p.	98.8%	97.1%	-1.7 p.p.
<b>Number of cars purchased - consolidated (**)</b>	135,252	165,421	223,534	109,379	111,510	1.9%	42,748	34,060	-20.3%
<b>Average price of cars purchased (R\$ thsd) - consolidated</b>	40.39	42.16	45.96	50.45	68.58	35.9%	57.08	78.99	38.4%
<b>Numbers of cars sold - consolidated</b>	90,554	111,279	147,915	135,490	92,845	-31.5%	31,857	15,550	-51.2%
<b>Average price of cars sold (R\$ thsd) (***) - consolidated</b>	35.38	37.86	39.80	42.46	52.63	24.0%	46.50	57.35	23.3%

(\*) 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.

## 19 – Consolidated financial statements – IFRS – R\$ million

ASSETS	2017	2018	2019 without IFRS 16	2019	2020	2021
<b>CURRENT ASSETS:</b>						
Cash and cash equivalents	1,338.2	2,175.3	2,220.1	2,220.1	2,586.4	444.1
Financial assets	1,275.7	267.5	610.8	610.8	1,380.2	4,565.4
Trade accounts receivable	585.1	1,016.5	1,274.7	1,274.7	1,107.5	1,310.4
Derivative financial instruments - swap	-	-	-	-	154.3	89.6
Other current assets	128.6	182.7	246.8	246.8	300.7	351.3
Decommissioning cars to fleet renewal	103.4	51.8	141.7	141.7	40.5	182.0
<b>Total current assets</b>	<b>3,431.0</b>	<b>3,693.8</b>	<b>4,494.1</b>	<b>4,494.1</b>	<b>5,569.6</b>	<b>6,942.8</b>
<b>NON CURRENT ASSETS:</b>						
Long-term assets:						
Financial assets	-	-	-	-	-	3.0
Derivative financial instruments - swap	16.7	2.8	18.2	18.2	353.0	448.1
Trade accounts receivable	4.7	3.8	1.8	1.8	2.0	2.7
Escrow deposit	83.1	96.3	114.6	114.6	113.7	121.8
Deferred income tax and social contribution	42.0	42.2	32.4	32.4	24.4	24.3
Investments in restricted accounts	40.6	43.0	22.3	22.3	44.9	46.1
Other non current assets	0.7	0.1	0.1	0.1	0.1	286.3
<b>Total long-term assets</b>	<b>187.8</b>	<b>188.2</b>	<b>189.4</b>	<b>189.4</b>	<b>538.1</b>	<b>932.3</b>
Property and equipment						
Cars	6,934.7	9,481.6	13,374.1	13,374.1	12,923.3	15,842.9
Right of use	-	-	-	625.0	624.5	736.0
Other	549.3	550.3	570.5	570.5	633.5	715.0
Intangible:						
Software and others	52.8	47.8	49.9	49.9	46.7	37.6
Goodwill on acquisition of investments	30.6	30.7	90.0	90.0	105.4	105.4
<b>Total non current assets</b>	<b>7,755.2</b>	<b>10,298.6</b>	<b>14,273.9</b>	<b>14,898.9</b>	<b>14,871.5</b>	<b>18,369.2</b>
<b>TOTAL ASSETS</b>	<b>11,186.2</b>	<b>13,992.4</b>	<b>18,768.0</b>	<b>19,393.0</b>	<b>20,441.1</b>	<b>25,312.0</b>

LIABILITIES AND SHAREHOLDERS' EQUITY	2017	2018	2019 without IFRS 16	2019	2020	2021
<b>CURRENT LIABILITIES:</b>						
Trade accounts payable	1,331.7	2,202.6	2,565.4	2,565.4	1,661.0	2,059.3
Social and labor obligations	109.2	135.0	161.8	161.8	218.5	276.1
Loans, financing and debentures	537.2	616.6	144.3	144.3	1,615.0	1,884.8
Lease liability	-	-	-	116.0	130.2	157.0
Derivative financial instruments - swap	6.8	18.7	26.8	26.8	66.4	9.1
Income tax and social contribution	31.3	41.1	58.7	54.6	117.6	9.0
Dividends and interest on own capital	36.4	42.6	63.4	63.4	72.4	288.8
Other current liabilities	181.5	282.8	390.0	390.0	415.3	300.4
<b>Total current liabilities</b>	<b>2,234.1</b>	<b>3,339.4</b>	<b>3,410.4</b>	<b>3,522.3</b>	<b>4,296.4</b>	<b>4,984.5</b>
<b>NON CURRENT LIABILITIES:</b>						
Loans, financing and debentures	5,940.5	7,029.4	9,235.1	9,235.1	8,882.7	10,548.3
Lease liability	-	-	-	526.8	532.5	635.2
Derivative financial instruments - swap	10.8	21.9	62.3	62.3	37.2	134.7
Provisions	126.5	148.8	207.2	207.2	158.6	163.6
Deferred income tax and social contribution	219.7	297.3	352.7	352.7	412.1	1,147.9
Restricted Obligations	40.6	43.1	22.5	22.5	45.4	47.0
Other non current liabilities	13.3	18.0	16.6	16.6	23.6	33.7
<b>Total non current liabilities</b>	<b>6,351.4</b>	<b>7,558.5</b>	<b>9,896.4</b>	<b>10,423.2</b>	<b>10,092.1</b>	<b>12,710.4</b>
<b>Total liabilities</b>	<b>8,585.5</b>	<b>10,897.9</b>	<b>13,306.8</b>	<b>13,945.5</b>	<b>14,388.5</b>	<b>17,694.9</b>
<b>SHAREHOLDERS' EQUITY:</b>						
Capital	1,500.0	1,500.0	4,000.0	4,000.0	4,000.0	4,000.0
Expenses with share issues	-	-	(43.1)	(43.1)	(43.1)	(43.1)
Treasury Shares	-	-	-	-	(175.5)	(162.1)
Capital Reserves	94.9	125.0	163.2	163.2	174.9	203.0
Earnings Reserves	1,005.8	1,469.5	1,341.1	1,327.4	2,096.3	3,618.4
Equity Valuation Adjustment	-	-	-	-	-	0.9
<b>Total shareholders' equity</b>	<b>2,600.7</b>	<b>3,094.5</b>	<b>5,461.2</b>	<b>5,447.5</b>	<b>6,052.6</b>	<b>7,617.1</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>11,186.2</b>	<b>13,992.4</b>	<b>18,768.0</b>	<b>19,393.0</b>	<b>20,441.1</b>	<b>25,312.0</b>

## 20 – Consolidated financial statements – Income statements - R\$ million

STATEMENT OF INCOME	2017	2017 adjusted	2018	2019 without IFRS 16 and without reclassification of PIS/COFINS credits	2019	2020	2021
<b>Total net revenues</b>	<b>6,058.3</b>	<b>6,058.3</b>	<b>7,895.7</b>	<b>10,553.5</b>	<b>10,195.6</b>	<b>10,307.6</b>	<b>10,901.3</b>
COSTS AND EXPENSES:							
Direct costs	(4,151.0)	(4,095.0)	(5,502.0)	(7,479.3)	(7,020.4)	(6,807.5)	(5,798.0)
Selling, general, administrative and other expenses	(667.1)	(649.1)	(803.6)	(1,018.4)	(962.4)	(1,032.0)	(1,405.8)
Cars depreciation	(232.0)	(232.0)	(291.6)	(551.5)	(551.5)	(473.0)	(255.1)
Other assets depreciation and amortization	(39.1)	(39.1)	(43.9)	(46.3)	(171.7)	(193.4)	(218.4)
Total costs and expenses	(5,089.2)	(5,015.2)	(6,641.1)	(9,095.5)	(8,706.0)	(8,505.9)	(7,677.3)
<b>Income before financial results and taxes (EBIT)</b>	<b>969.1</b>	<b>1,043.1</b>	<b>1,254.6</b>	<b>1,458.0</b>	<b>1,489.6</b>	<b>1,801.7</b>	<b>3,224.0</b>
FINANCIAL EXPENSES, NET							
	(315.0)	(315.0)	(368.9)	(360.6)	(409.8)	(374.4)	(320.9)
<b>Income before taxes</b>	<b>654.1</b>	<b>728.1</b>	<b>885.7</b>	<b>1,097.4</b>	<b>1,079.8</b>	<b>1,427.3</b>	<b>2,903.1</b>
INCOME TAX AND SOCIAL CONTRIBUTION							
Current	(119.4)	(135.7)	(139.8)	(183.7)	(180.7)	(311.7)	(124.0)
Deferred	(29.0)	(29.0)	(86.7)	(66.2)	(65.2)	(67.4)	(735.4)
	(148.4)	(164.7)	(226.5)	(249.9)	(245.9)	(379.1)	(859.4)
<b>Net income</b>	<b>505.7</b>	<b>563.4</b>	<b>659.2</b>	<b>847.5</b>	<b>833.9</b>	<b>1,048.2</b>	<b>2,043.7</b>

## 21 – Statements of Cash Flows – R\$ million

CONSOLIDATED CASH FLOW	2017	2017 adjusted	2018	2019 without IFRS 16	2019	2020	2021
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>							
Net income	505.7	563.4	659.2	847.5	833.9	1,048.2	2,043.7
Adjustments to reconcile net income and cash and cash equivalents provided by operating activities:							
Depreciation and amortization	271.1	271.1	335.5	597.9	723.1	666.4	473.5
Net book value of vehicles written off	(344.6)	(344.6)	(311.9)	(343.1)	(343.1)	(509.3)	(962.0)
Deferred income tax and social contribution	29.1	29.1	86.7	65.2	65.2	67.4	735.4
Interest on loans, financing, debentures and swaps of fixed rates	476.2	476.2	529.8	552.9	552.9	423.7	502.3
Lease interest	-	-	-	-	49.40	59.60	61.80
Other	81.7	81.7	87.8	103.6	103.6	9.3	73.8
(Increase) decrease in assets:							
Trade receivable	(151.8)	(151.8)	(489.0)	(275.9)	(275.9)	118.8	(248.1)
Purchases of cars (see supplemental disclosure below)	(5,052.4)	(5,052.4)	(6,113.7)	(9,941.4)	(9,941.4)	(6,513.3)	(7,366.9)
Escrow deposits	(17.5)	(17.5)	(13.1)	(17.9)	(17.9)	0.9	(8.1)
Taxes recoverable	2.6	2.6	3.4	(1.6)	(1.6)	11.5	(266.9)
Prepaid expenses	2.7	2.7	1.3	(4.9)	(4.9)	(7.9)	(11.6)
Other assets	(8.8)	(8.8)	(71.9)	(44.7)	(44.7)	(44.7)	85.1
Increase (decrease) in liabilities:							
Accounts payable (except car manufacturers)	(4.8)	(4.8)	3.1	21.0	21.0	84.2	109.3
Social and labor obligations	7.5	7.5	25.8	26.8	26.8	56.5	57.7
Income tax and social contribution	119.4	135.7	139.8	184.7	180.7	311.7	124.0
Insurance premium	19.3	19.3	37.0	23.2	23.2	20.8	(93.2)
Other liabilities	40.1	40.1	60.1	52.0	52.0	13.4	(71.3)
<b>Cash provided by (used in) operating activities</b>	<b>(4,024.5)</b>	<b>(3,950.5)</b>	<b>(5,030.1)</b>	<b>(8,154.7)</b>	<b>(7,997.7)</b>	<b>(4,182.8)</b>	<b>(4,761.5)</b>
Revenue from the sale of decommissioned cars, net of taxes	3,451.2	3,451.2	4,510.4	6,206.7	6,206.7	6,109.2	5,308.0
Income tax and social contribution paid	(108.3)	(108.3)	(131.2)	(146.1)	(146.1)	(250.1)	(307.1)
Interest on loans, financing and debentures paid	(485.7)	(485.7)	(424.7)	(562.2)	(562.2)	(366.9)	(372.9)
Lease interest paid	-	-	-	-	(53.5)	(56.8)	(49.7)
Financial assets	(1,275.8)	(1,275.8)	1,008.2	(343.4)	(343.4)	(769.4)	(3,188.2)
<b>Net cash provided by (used in) operating activities</b>	<b>(2,443.1)</b>	<b>(2,369.1)</b>	<b>(67.4)</b>	<b>(2,999.7)</b>	<b>(2,896.2)</b>	<b>483.2</b>	<b>(3,371.4)</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>							
Acquisition of investment, goodwill and fair value surplus	(333.2)	(333.2)	-	(123.7)	(123.7)	(7.9)	(3.6)
Purchases of other property and equipment and addition of intangible assets	(175.0)	(175.0)	(42.8)	(70.0)	(70.0)	(108.0)	(143.4)
<b>Net cash provided by (used in) investing activities</b>	<b>(508.2)</b>	<b>(508.2)</b>	<b>(42.8)</b>	<b>(193.7)</b>	<b>(193.7)</b>	<b>(115.9)</b>	<b>(147.0)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>							
Loans and financings:							
Proceeds	950.1	950.1	742.8	1,351.5	1,351.5	1,250.2	3,098.0
Repayment	(510.1)	(510.1)	(518.5)	(930.2)	(930.2)	(15.0)	(1,395.8)
Debentures							
Proceeds	2,626.9	2,626.9	1,690.7	2,283.7	2,283.7	988.6	498.1
Repayment	(355.0)	(355.0)	(815.0)	(975.0)	(975.0)	(1,660.8)	(383.1)
Lease liability:							
Repayment	-	-	-	-	(103.5)	(119.2)	(144.0)
Capital Increase	-	-	-	1,821.6	1,821.6	-	-
Treasury shares (acquired)/ sold	2.1	2.1	3.20	2.6	2.6	(180.5)	4.4
Expenses with issuance of shares.	-	-	-	(65.3)	(65.3)	-	-
Exercise of stock options with treasury shares, net	50.1	50.1	16.4	25.1	25.1	4.80	(1.3)
Dividends paid	-	-	-	(7.2)	(7.2)	-	(18.1)
Interest on own capital	(166.9)	(166.9)	(172.3)	(268.6)	(268.6)	(269.1)	(282.1)
<b>Net cash provided by (used in) financing activities</b>	<b>2,597.2</b>	<b>2,597.2</b>	<b>947.3</b>	<b>3,238.2</b>	<b>3,134.7</b>	<b>(1.0)</b>	<b>1,376.1</b>
<b>NET CASH FLOW PROVIDED (USED) IN THE YEAR</b>	<b>(354.1)</b>	<b>(280.1)</b>	<b>837.1</b>	<b>44.8</b>	<b>44.8</b>	<b>366.3</b>	<b>(2,142.3)</b>
Cash flow without incurred one-time costs Hertz and franchisees	-	(74.0)	-	-	-	-	-
<b>NET CASH FLOW PROVIDED (USED) IN THE YEAR AFTER ONE TIME COSTS</b>	<b>(354.1)</b>	<b>(280.1)</b>	<b>837.1</b>	<b>44.8</b>	<b>44.8</b>	<b>366.3</b>	<b>(2,142.3)</b>
CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR	1,692.3	1,692.3	1,338.2	2,175.3	2,175.3	2,220.1	2,586.4
CASH AND CASH EQUIVALENTS AT END OF YEAR	1,338.2	1,338.2	2,175.3	2,220.1	2,220.1	2,586.4	444.1
<b>INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>(354.1)</b>	<b>(354.1)</b>	<b>837.1</b>	<b>44.8</b>	<b>44.8</b>	<b>366.3</b>	<b>(2,142.3)</b>
Supplemental disclosure of cash flow information:							
Cash paid during the period for cars acquisition							
Cars acquisition in the year/period - renewal	(3,660.9)	(3,660.9)	(4,696.7)	(6,804.6)	(6,804.6)	(5,524.1)	(6,366.9)
Cars acquisition in the year/period - growth	(1,807.0)	(1,807.0)	(2,285.1)	(3,478.7)	(3,478.7)	-	(1,289.0)
Suppliers - automakers:							
Balance at the end of the year	1,197.5	1,197.5	2,065.6	2,407.5	2,407.5	1,418.3	1,707.4
Balance at the beginning of the year	(782.0)	(782.0)	(1,197.5)	(2,065.6)	(2,065.6)	(2,407.5)	(1,418.4)
Cash paid for cars purchased	(5,052.4)	(5,052.4)	(6,113.7)	(9,941.4)	(9,941.4)	(6,513.3)	(7,366.9)

## 22 – 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 and Fleet Rental divisions, depreciation method used is linear. 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.
- **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:** 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.
- **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:** 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.
- **Royalties and integration fee:** Amount calculated on the amounts charged in the rental contracts, for the use of the brand and transfer of know-how, in addition to the fees related to the marketing campaigns conducted by Localiza Franchising; and amount paid by the franchisee shortly after signing the adhesion contract, corresponding to the concession to use the brand.
- **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.



## 23 – 4Q21 Webinar

**Date: Wednesday, February 23, 2022.**

**Portuguese (with simultaneous translation to English)**

**12pm (BRT) | 10am (EDT) | 3pm (BST)**

**Registration link:**

[https://tenmeetings.com.br/ten-events/#/webinar?evento=WebinarLocaliza4T21e2021\\_130](https://tenmeetings.com.br/ten-events/#/webinar?evento=WebinarLocaliza4T21e2021_130)

Replay available at [ri.localiza.com/en/](https://ri.localiza.com/en/) after the event

To access the results, please visit [Results Center](#).

*For further investor relations information, please visit the investor relations section of the website at [ri.localiza.com/en/](https://ri.localiza.com/en/). IR Contact: (55 31) 3247-7024 – [ri@localiza.com](mailto:ri@localiza.com)*

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