

Results Presentation

3Q21

Company that
evolve together,
It's always
recognized.



25th

Ranked in GPTW
Brasil 2021 survey

Best company to work for...

Unidas climbs 9 positions in the GPTW Brazil 2021, this achievement is the result of a lot of partnership, dedication and engagement of our employees.



**Great
Place
To
Work®**

2020 GPTW Brazil
34th position

Company went up
+9 positions



Among the biggest
and best companies
to work for in Brazil

Unidas is ranked 25th in 2021 GPTW Brazil



Initiatives and Recognition

We were certified, recognized and awarded this quarter.



Unidas Initiatives



EV 100

by THE CLIMATE GROUP



Brazilian company to join the international group:
The Climate Group and receive the **EV100** seal

EV100 Objectives:

- Neutral carbon until **2050**
- Fleet electrification by **2030**
- Implement electrified fleet by **2027**
- Installation of recharge points in your stores and partners

Unidas initiatives:



Recognition

**Brasil
50
2021**

Brand Finance Brazil 50th 2021

Unidas is for its 2nd consecutive year, among the 50th most valuable and strongest brands of 2021 in Brazil, according to British consultancy Brand Finance

Top 100 Open Corps da Open Startups 2021
1st place in the Top 5 Travel and Tourism 2021 category

Unidas was awarded 1st place in the Top 100 Companies and Startups 2021, in the Travel and Tourism category.

This achievement symbolizes **Unidas** close relationship and its investments in innovation, increasingly collaborative and diversified with the ecosystem of startups and companies in the country in the Travel and Tourism sector.



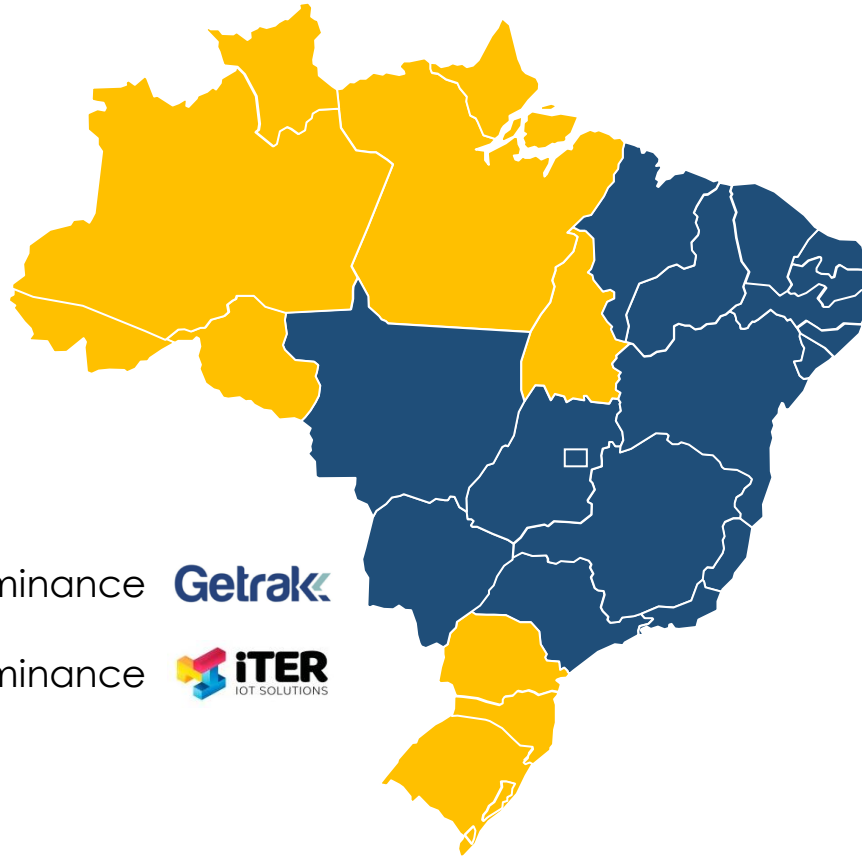
Getrak acquisition

Incorporation of the leading vehicle tracking company in Brazil with a solid and accelerated history of growth and national presence.



Complementary operations, expressive fleet in all regions, consolidation Brazil

Tracking and Telemetry



■ Predominance **Getrak**
■ Predominance **iTER**
IOT SOLUTIONS

M&A Getrak

- ✓ **+17** years in the telemetry market
- ✓ **1st** place in vehicle tracking in Brazil
- ✓ **Top 10** in vehicle tracking in the world
- ✓ **+1,025** customers in the portfolio

Business combination consolidates **the largest** tracking and telemetry player in the country

Getrak

+786k vehicles
+1,025 customers

+

+240k vehicles
+ 475 customers

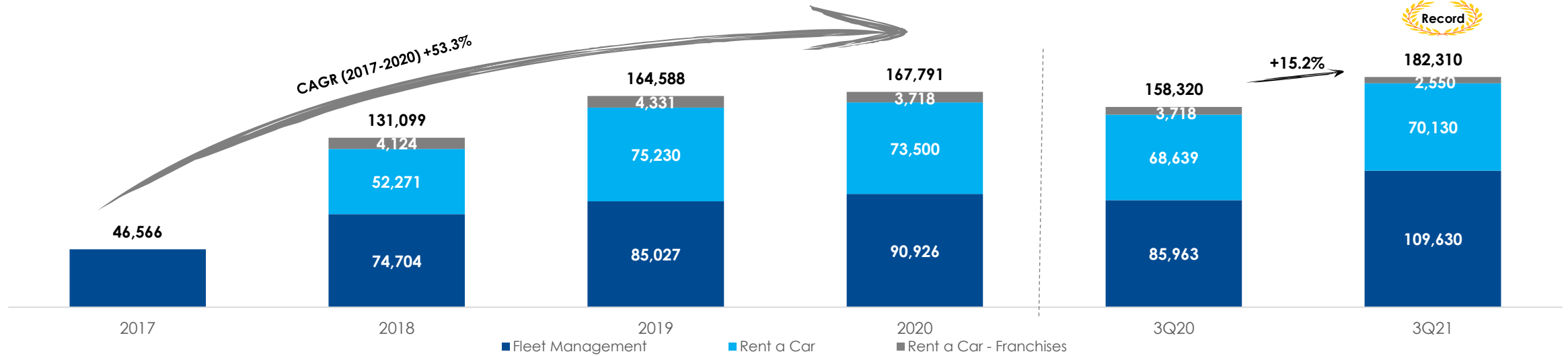


+1.1 mm
tracked vehicles
+ 1.5k customers

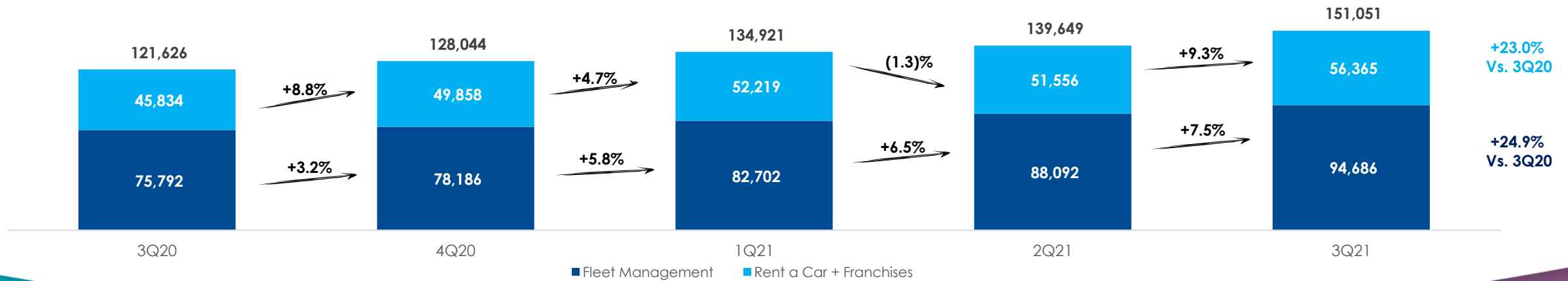




Fleet Composition (# of vehicles)



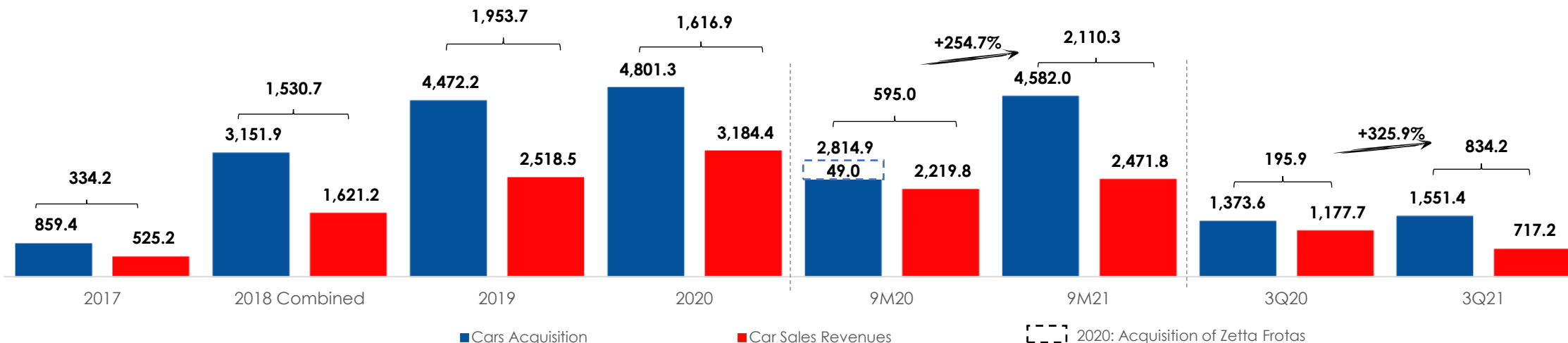
Leased Fleet Composition (# of vehicles)



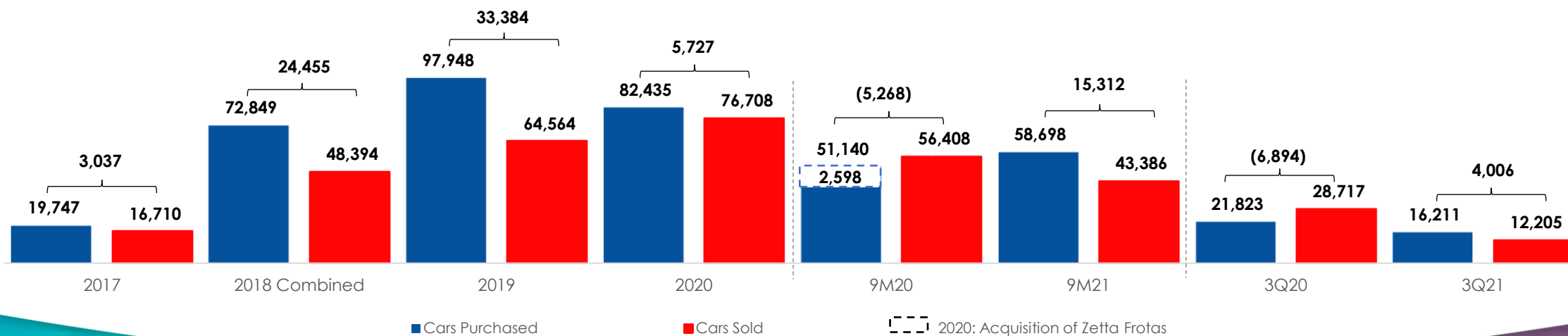
Investment in Fleets



Net Investment in Fleets (R\$ million)



Net Investment in Fleets (# of Vehicles)

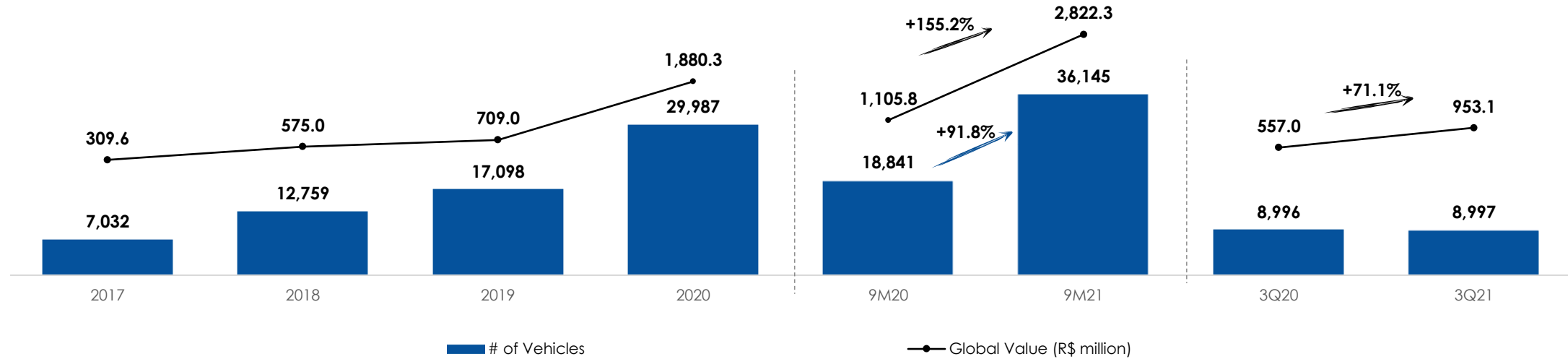


Fleet Management (1/2)

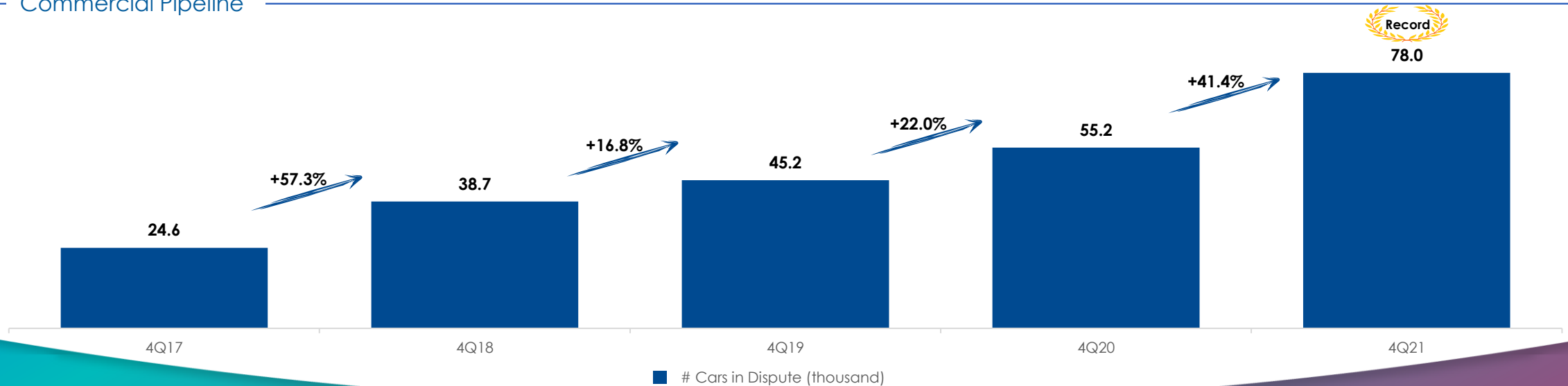


Global volume of new hires in the 9 months of 2021 is already equivalent to 1.5x a year in 2020.

New Contracts: Generation of Future Revenue¹



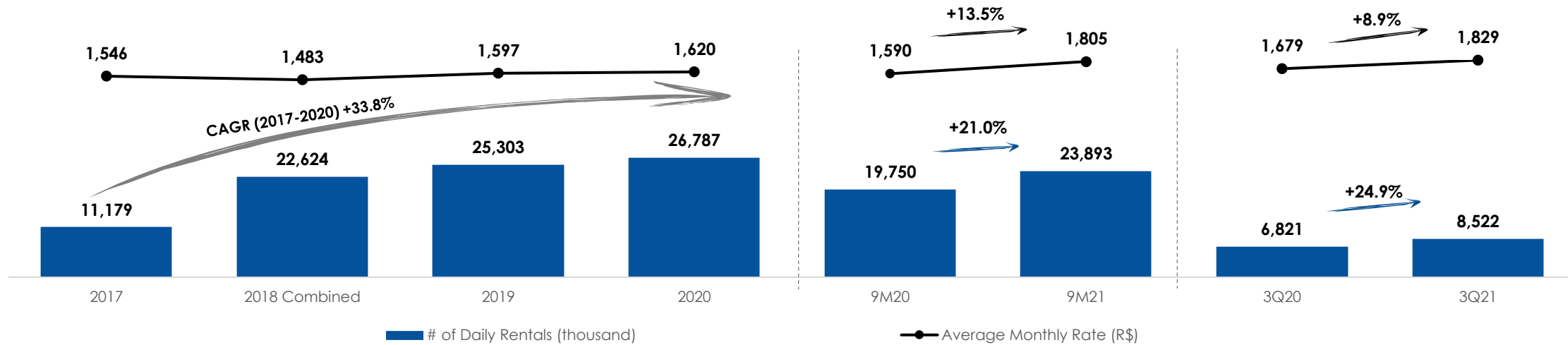
Commercial Pipeline



Fleet Management (2/2)

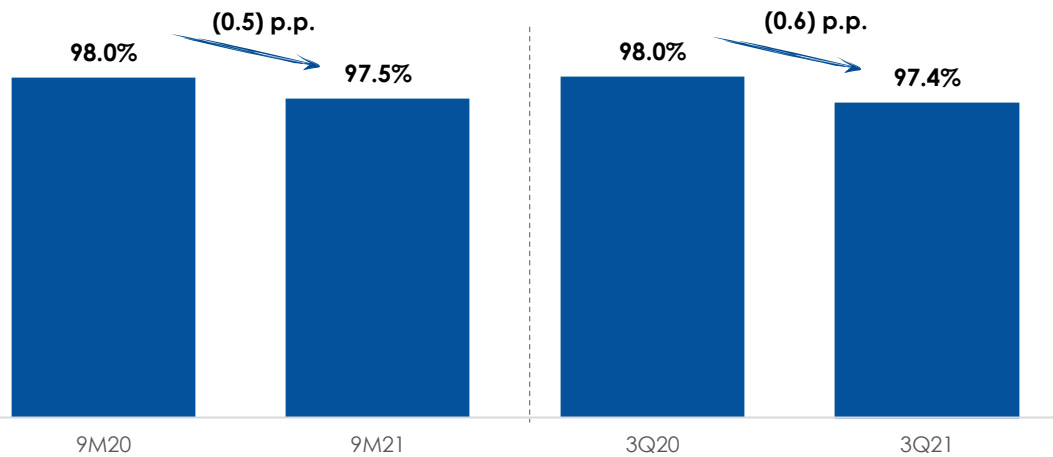


Number of Daily Rentals (Thousand) and Average Monthly Rate (R\$)



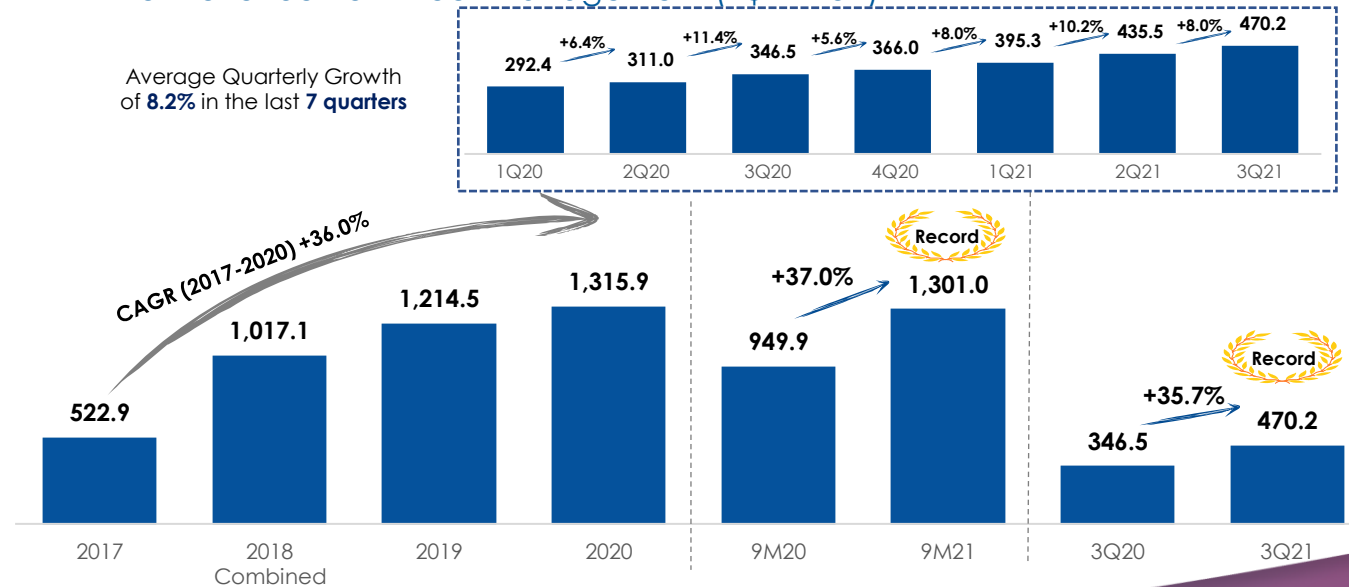
Occupancy Rate

(Rented Fleet as % of Operating Fleet)



Net Revenue from Fleet Management (R\$ Million)

Average Quarterly Growth of 8.2% in the last 7 quarters

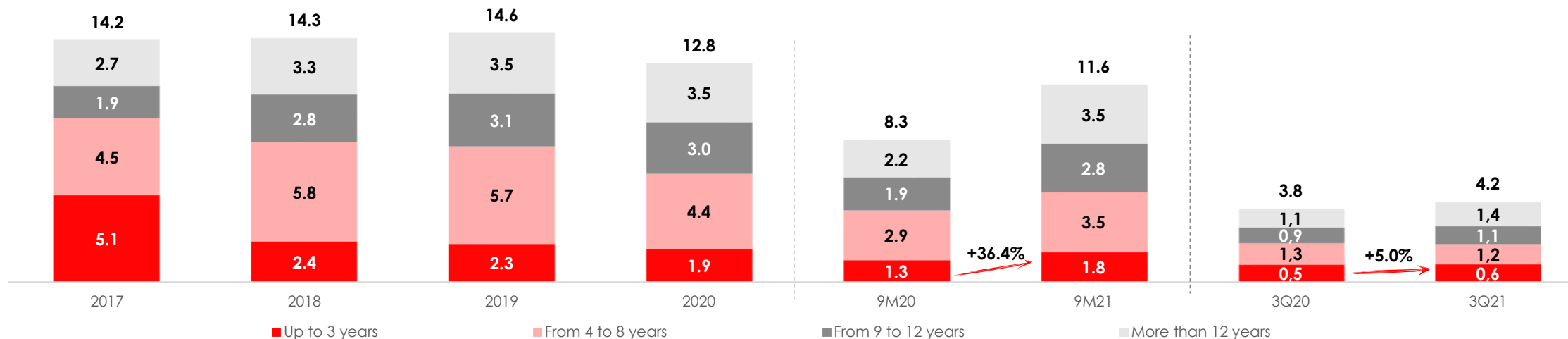


Used Cars (1/2)

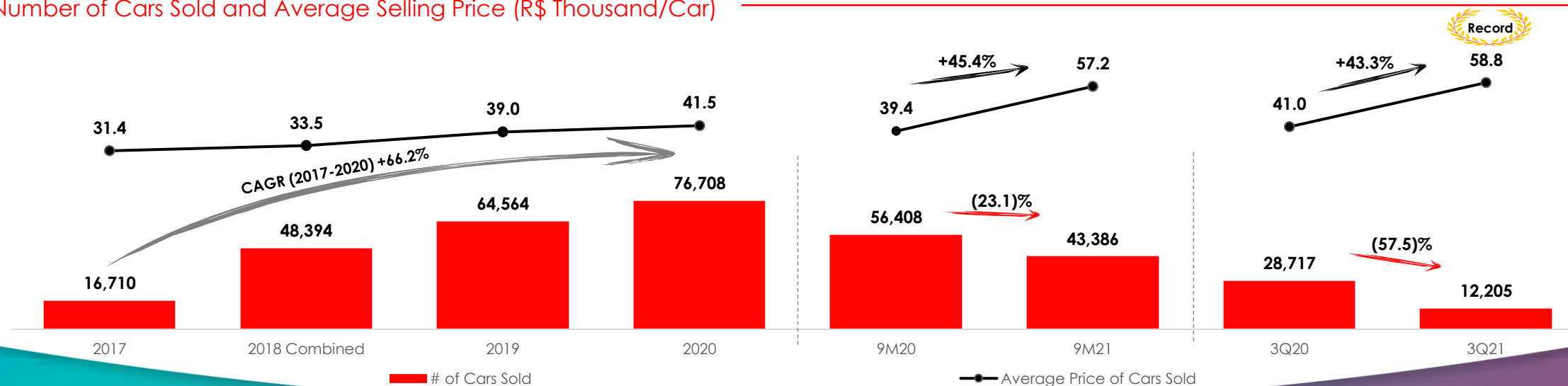


For another consecutive quarter, we posted a record average sale price of vehicles sold, reaching R\$58.8 thousand in 3Q21.

Used Cars Sales by Age in Brazil¹ (Cars and light commercial vehicles Millions of units)



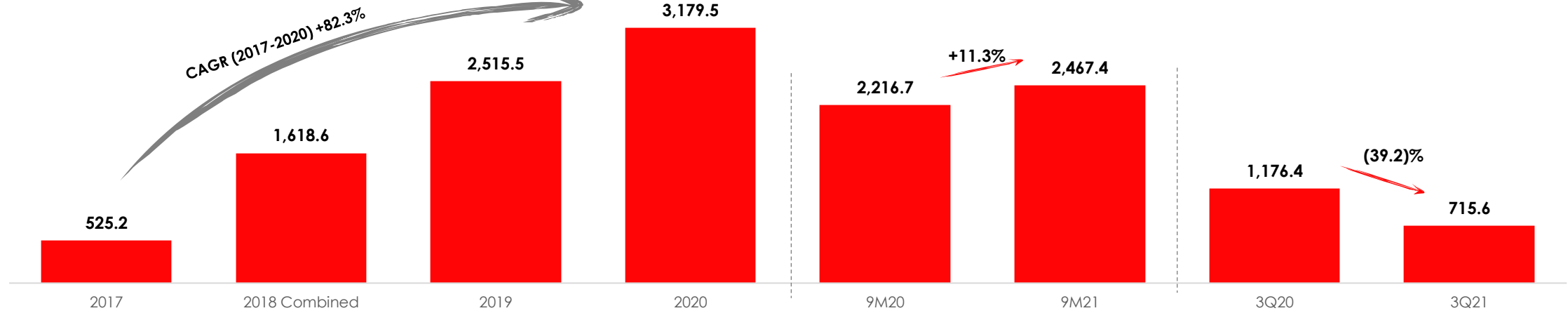
Number of Cars Sold and Average Selling Price (R\$ Thousand/Car)



Used Cars (2/2)

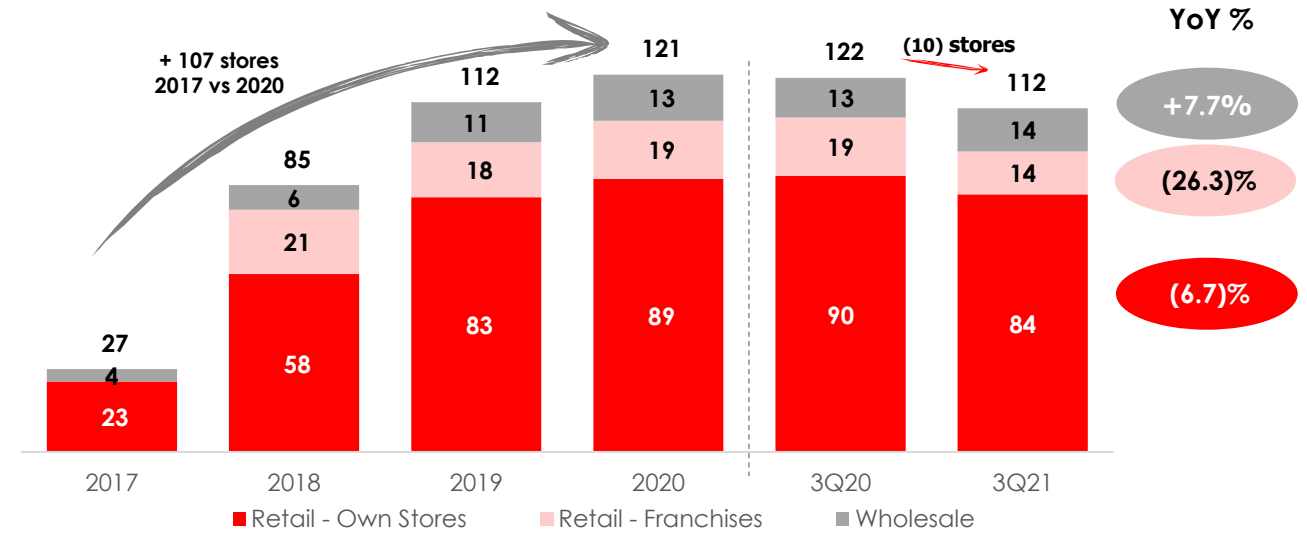
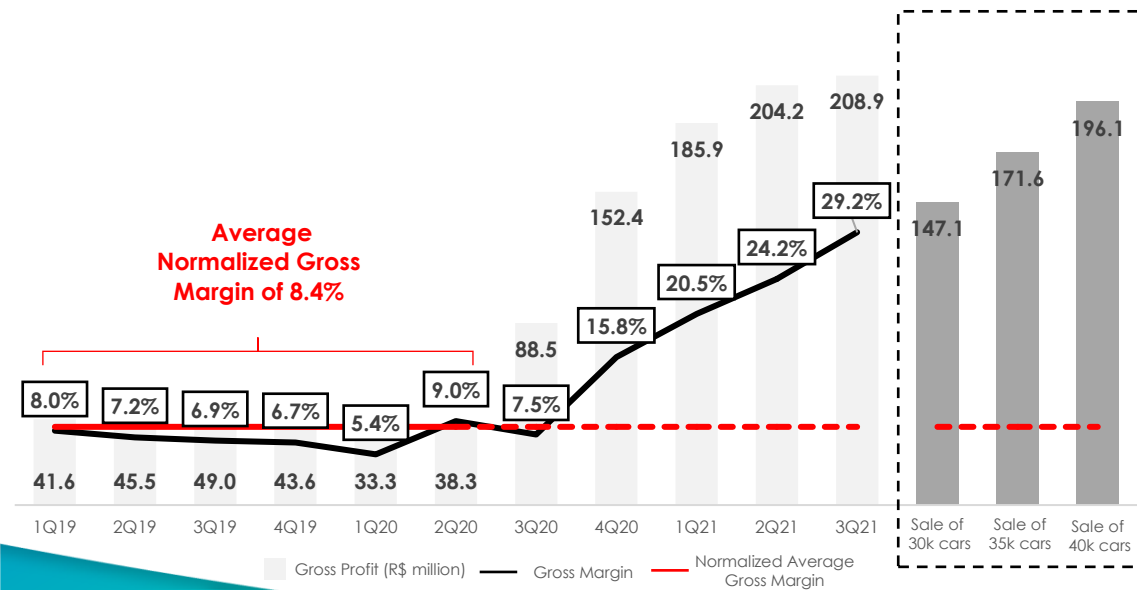


Net Revenue from Used Cars (R\$ Million)



Gross Profit (R\$ million) and Gross Margin (%)¹

Number of Stores Used Cars

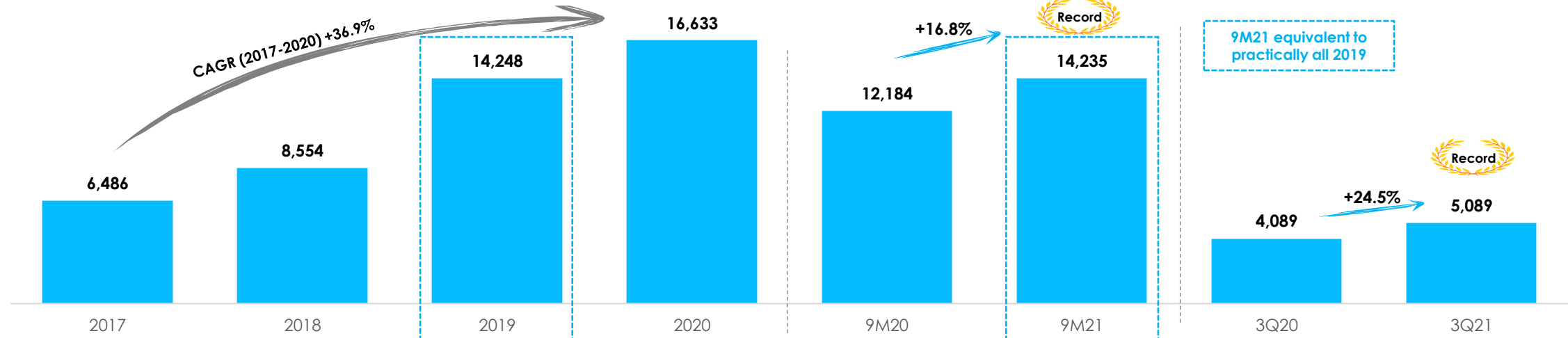


Rent a Car (1/2)



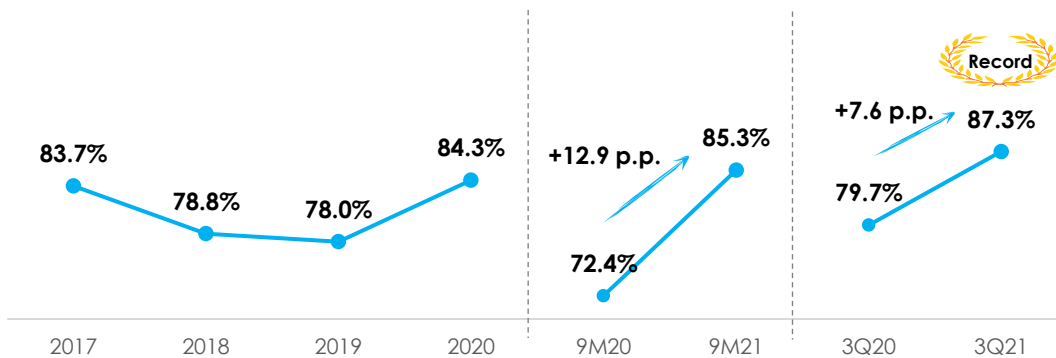
Rent a Car it's the highlight of the quarter with a record number of daily rentals and occupancy rate.

Number of Daily Rentals (Excluding Franchises, Thousand)

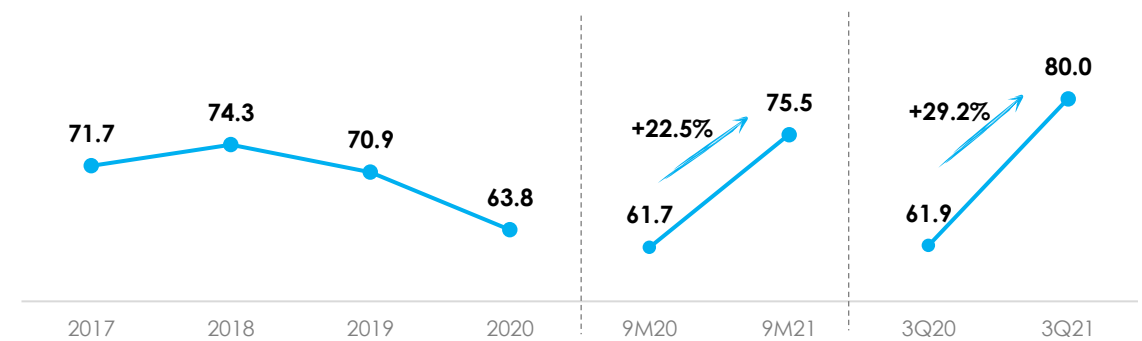


Occupancy Rate

(Rented fleet as % Operational Fleet)



Average Daily Price (R\$)

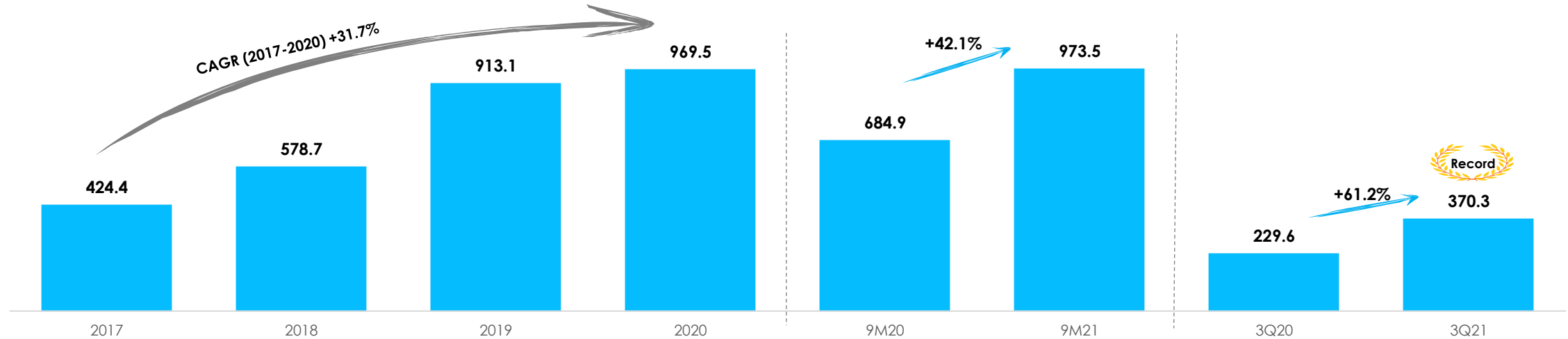


Rent a Car (2/2)

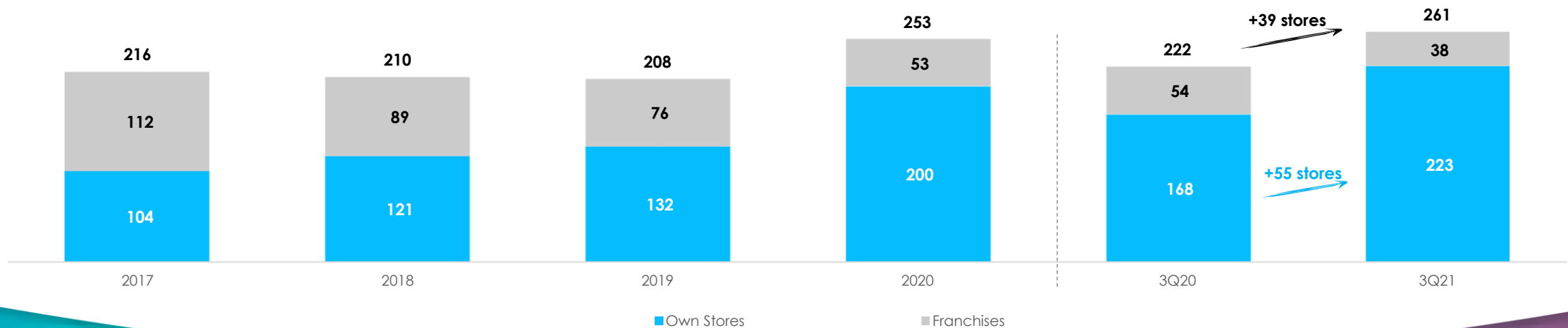


Positive highlight in net revenue in RAC, reaching a new record level

Net Revenue from Rent a Car (Excluding Franchises, R\$ Million)



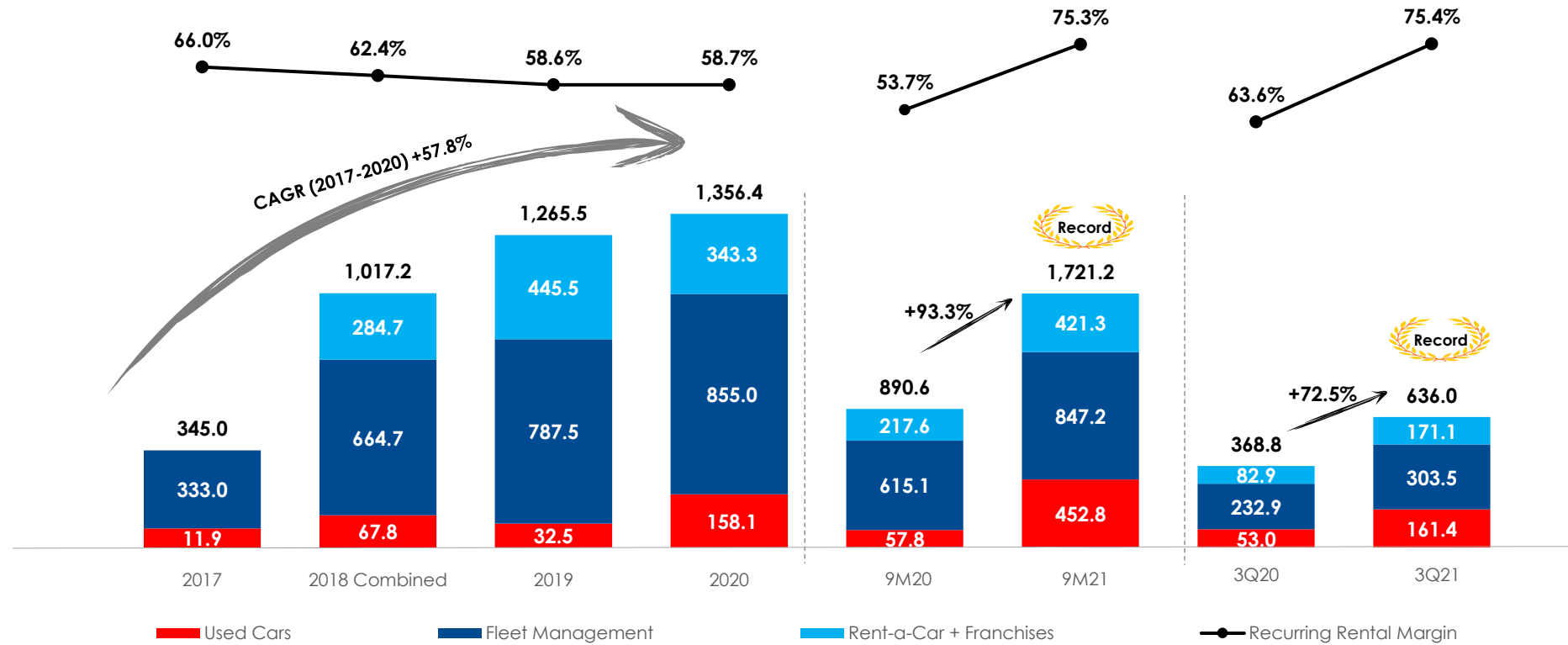
Number of Stores – Rent a Car



Recurring EBITDA



Recurring EBITDA and EBITDA Margin¹ (R\$ Million and %)

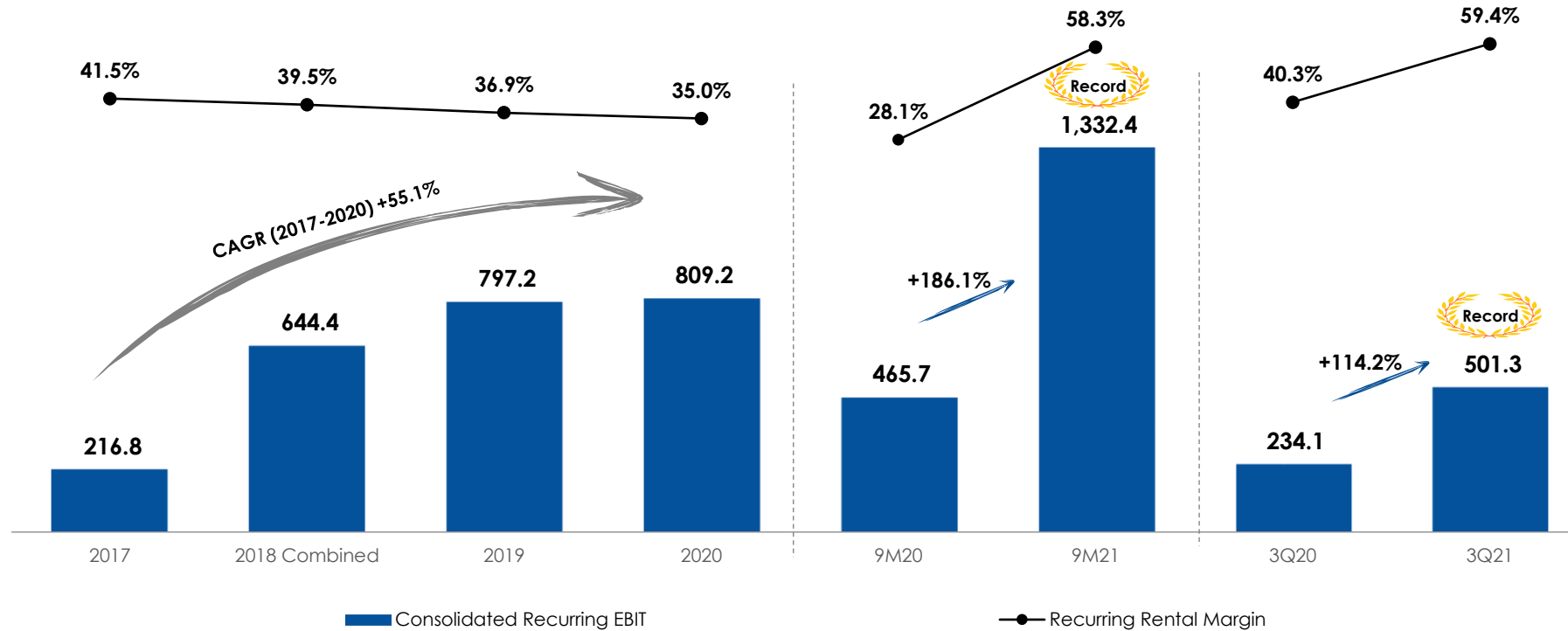


Recurring EBITDA	2017	2018 Combined	2019	2020	9M20	9M21	Var.	3Q20	3Q21	Var.
Fleet Management ¹	63.7%	65.4%	64.8%	65.0%	64.7%	65.1%	0.4 p.p.	67.2%	64.6%	(2.7) p.p.
Rent-a-Car + Franchises ¹	-	46.3%	47.2%	34.5%	30.8%	42.8%	12.0 p.p.	35.5%	45.8%	10.3 p.p.
Rental ¹	63.7%	58.2%	57.1%	51.8%	50.2%	55.5%	5.3 p.p.	54.4%	56.3%	1.8 p.p.
Used Cars Sales ²	2.3%	4.2%	1.3%	5.0%	2.6%	18.3%	15.7 p.p.	4.5%	22.6%	18.1 p.p.
= Consolidated EBITDA ¹	66.0%	62.4%	58.6%	58.7%	53.7%	75.3%	21.6 p.p.	63.6%	75.4%	11.8 p.p.

Recurring EBIT



Recurring Consolidated EBIT and EBIT Margin¹ (R\$ Million and %)

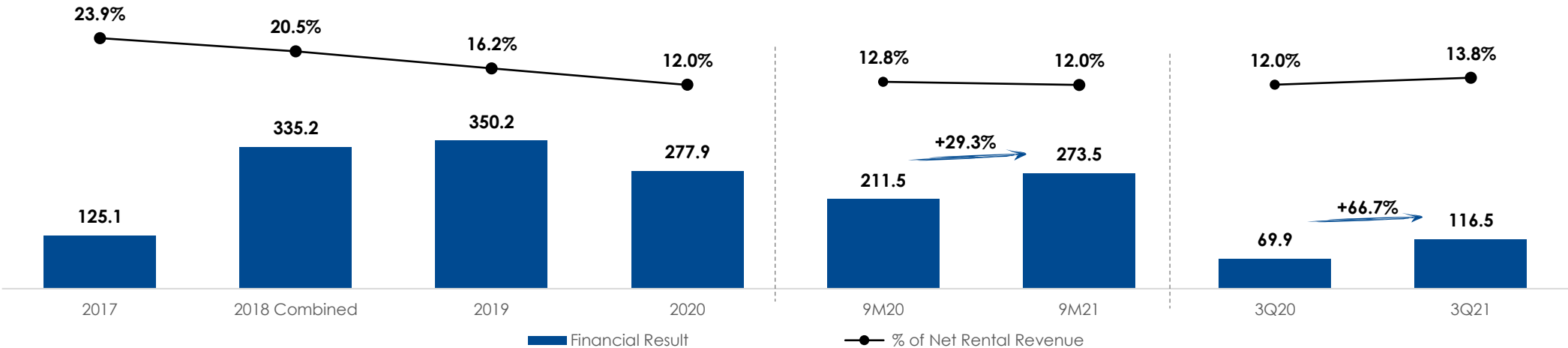


Recurring EBIT	2017	2018 Combined	2019	2020	9M20	9M21	Var.	3Q20	3Q21	Var.
Fleet Management ¹	41.5%	44.4%	41.8%	44.1%	41.9%	63.0%	21.1 p.p.	51.2%	66.4%	15.2 p.p.
Rent-a-Car + Franchises ¹	-	31.3%	30.7%	22.9%	9.5%	52.0%	42.5 p.p.	24.3%	50.6%	26.3 p.p.
= Consolidated EBIT ¹	41.5%	39.5%	36.9%	35.0%	28.1%	58.3%	30.2 p.p.	40.3%	59.4%	19.1 p.p.

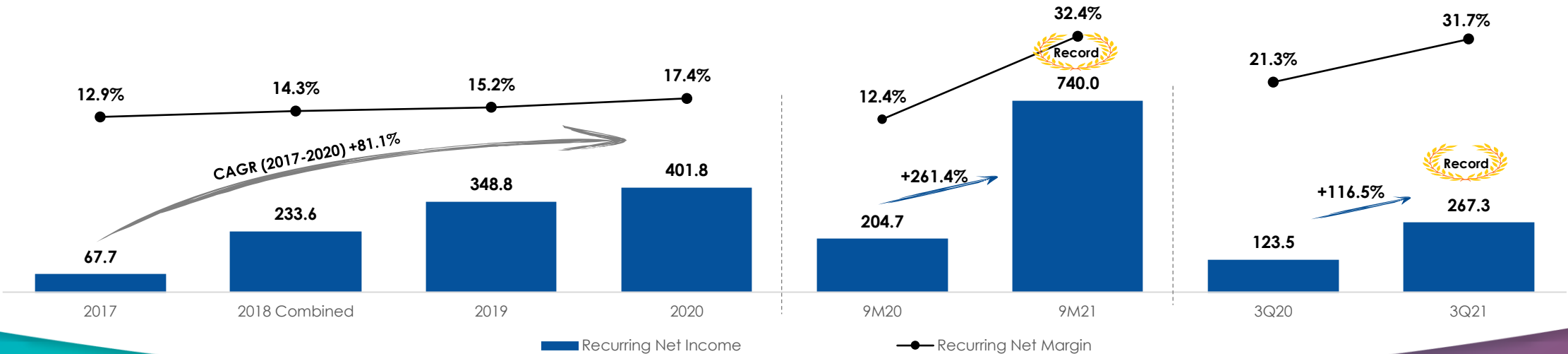
Financial Results and Net Income



Recurring Financial Results



Recurring Net Income

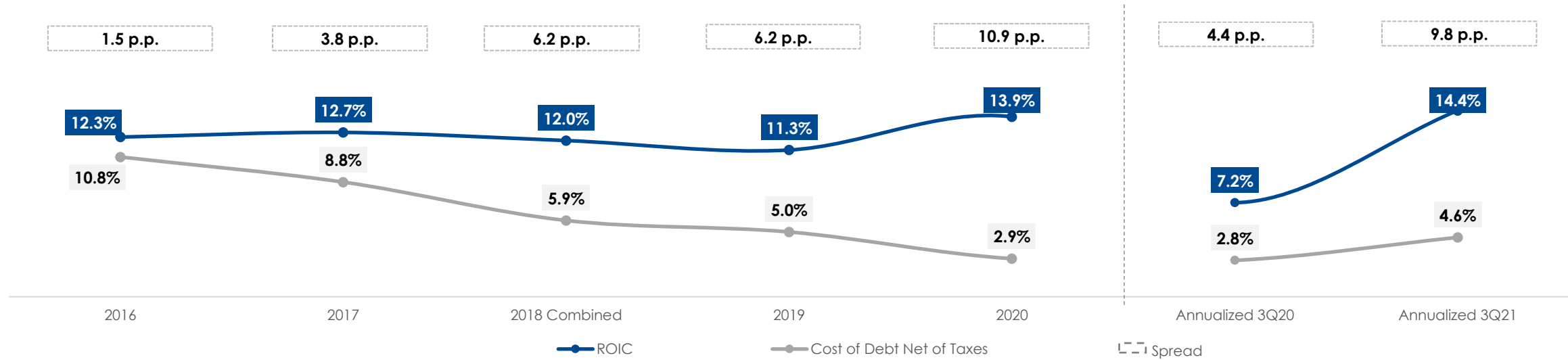


Capital Structure

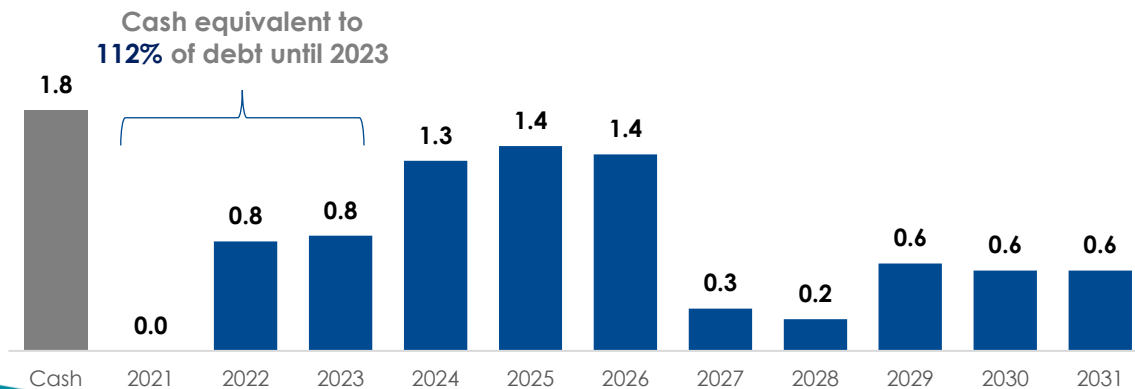
ROIC of 14.4%, with Spread ROIC / cost of debt of 9.8 p.p.



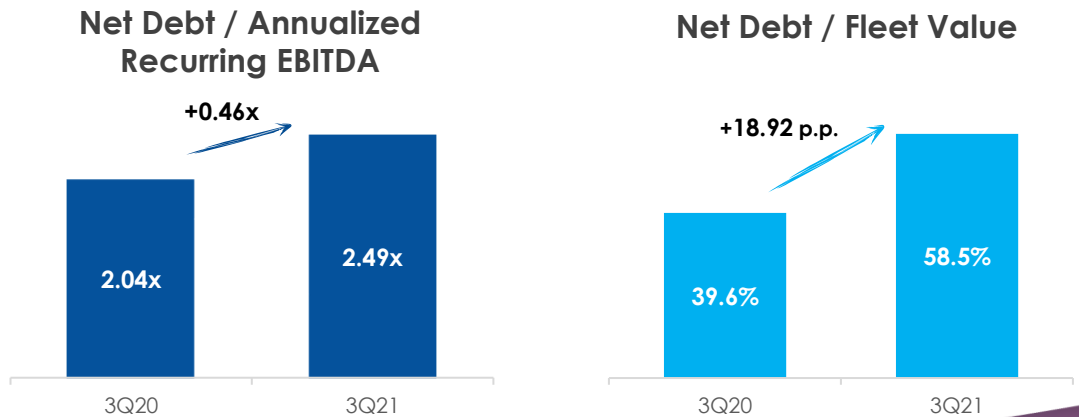
ROIC and Spread¹



Principal Amortization Schedule on 06/30/2021 (R\$ Billion)



Covenants





Q&A

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Legal Notice - The statements contained in this document related to business prospects, projections of operating and financial results and those related to Unidas' growth prospects are merely projections and, as such, are exclusively based on management's expectations of future business. These expectations depend, substantially, on market conditions, the performance of the Brazilian economy, the sector and international markets and, therefore, are subject to change without prior notice

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OTCMarkets