



Unidas Electrics, the
Unidas electric car fleet.

Results Presentation

1Q22



LCAM
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OTCMarkets



Unidas is the first company in Brazil to offer subscription electric scooters

Autonomy up to **180 kilometers**
with power storage of **3.000 Watts**

Available for Unidas Livre clients
in the metropolitan region of
São Paulo and **Recife**

**VOCÊ PASSOU
DE FASE**

Leve sua mobilidade a outro nível com a moto elétrica por assinatura Livre.

**You passed phase;
Take your mobility to another level with the Livre subscription electric motorcycle**

Economic simulation in São Paulo commute 20km/day¹

EV1 Sport
R\$ 0.30/day
R\$ 6.60/month

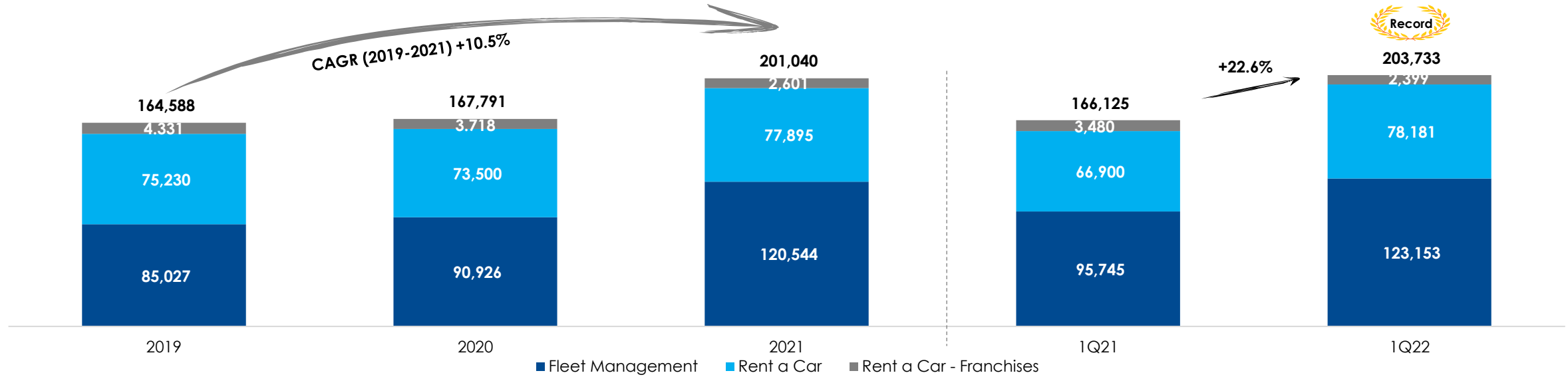
Public transportation
R\$ 4.40/day
R\$ 96.80/month

Scooter
R\$ 4.22/day
R\$ 92.84/month

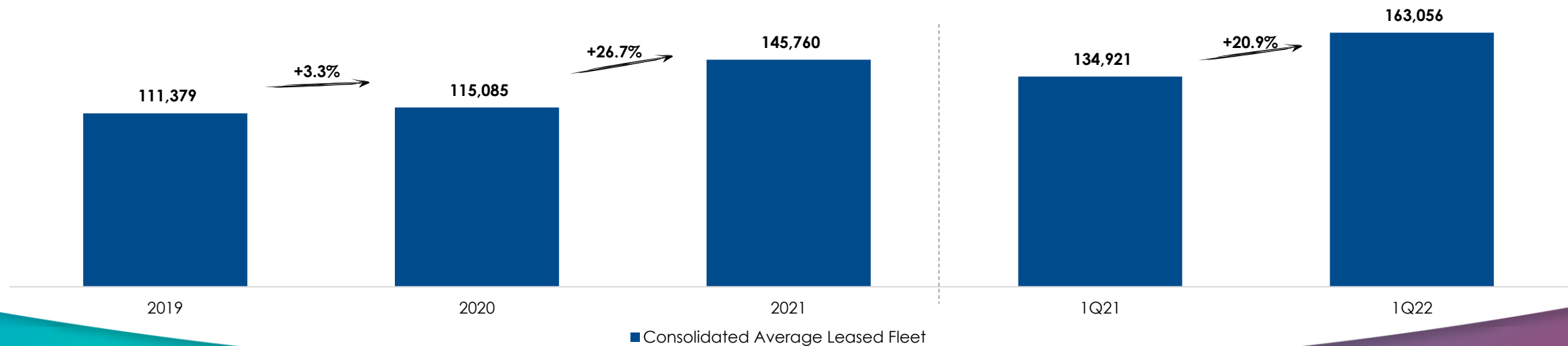
Car
R\$ 12.95/day
R\$ 284.90/month



Fleet Composition (# of vehicles)



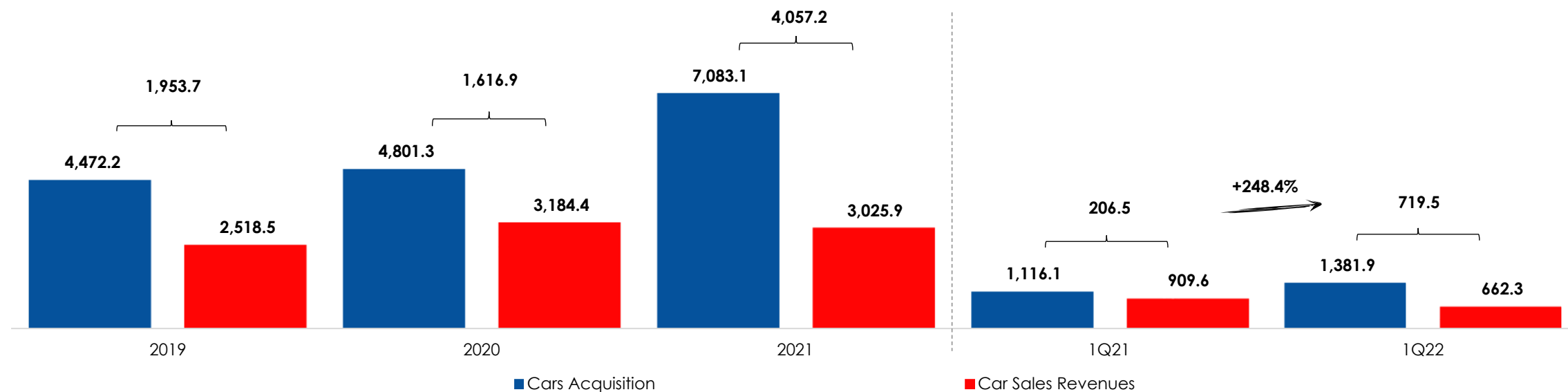
Leased Fleet Composition (# of vehicles)



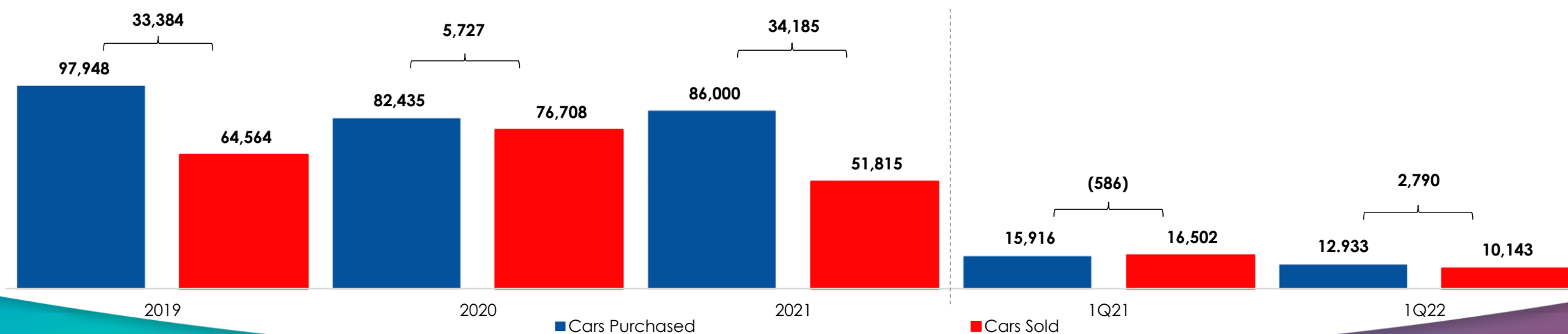
Investment in Fleets



Net Investment in Fleets (R\$ million)



Net Investment in Fleets (# of Vehicles)

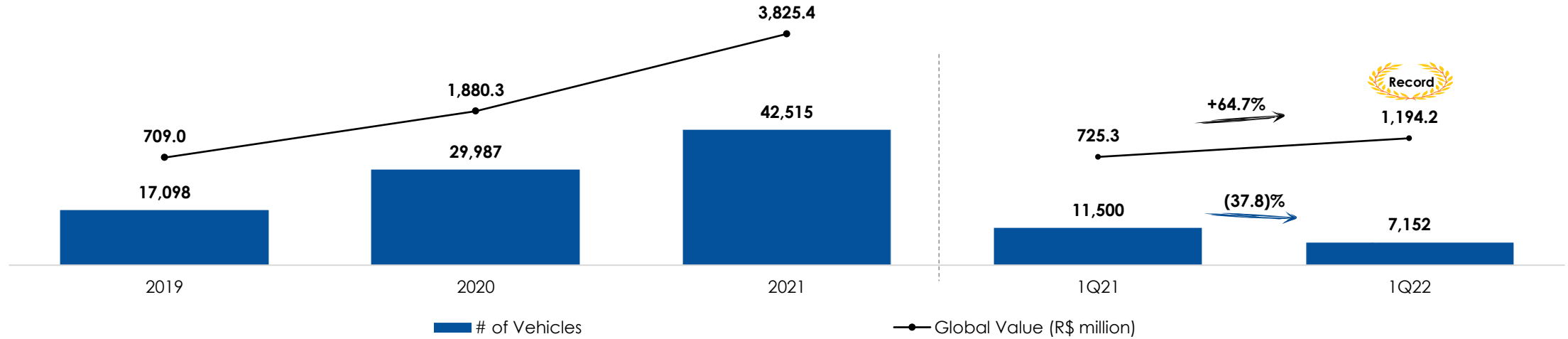


Fleet Management (1/2)

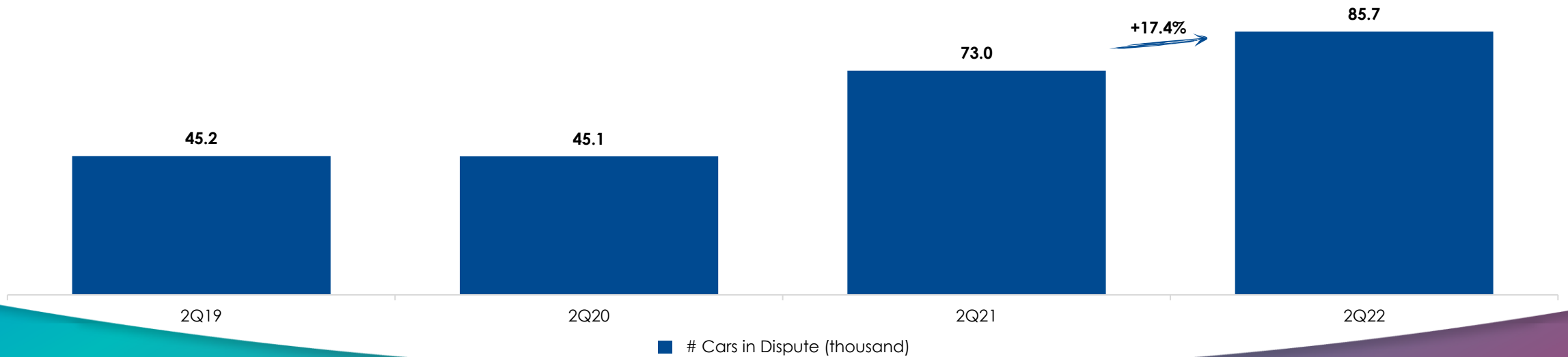
Record in New Contracts Global Volume. Highly heated demand, with a pipeline of 85,700 vehicles.



New Contracts: Generation of Future Revenue¹



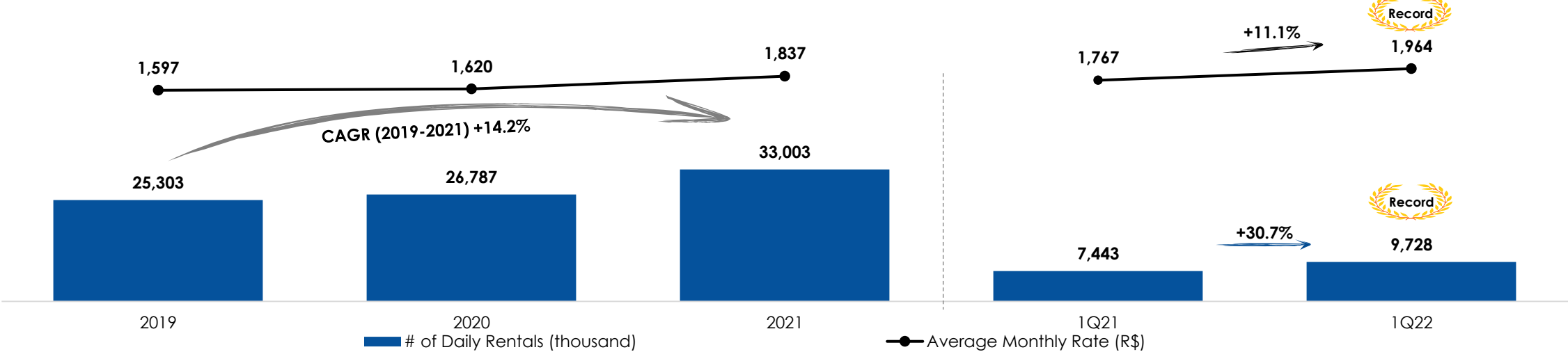
Commercial Pipeline



Fleet Management (2/2)

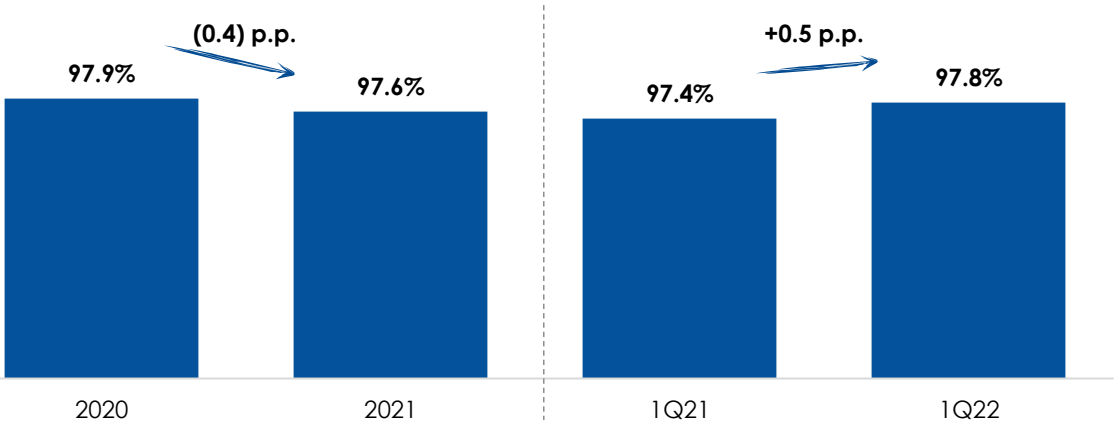


Number of Daily Rentals (Thousand) and Average Monthly Rate (R\$)

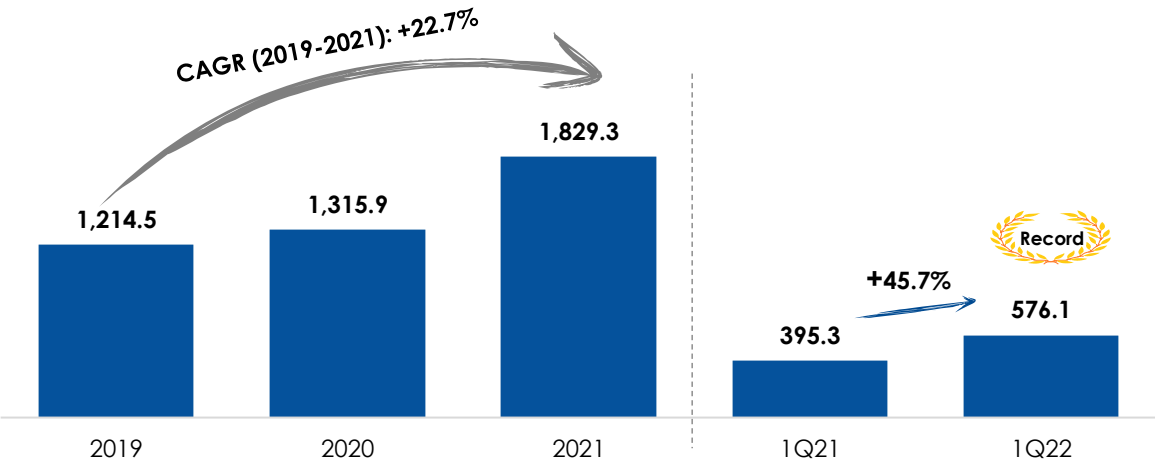


Occupancy Rate

(Rented Fleet as % of Operating Fleet)



Net Revenue from Fleet Management (R\$ Million)

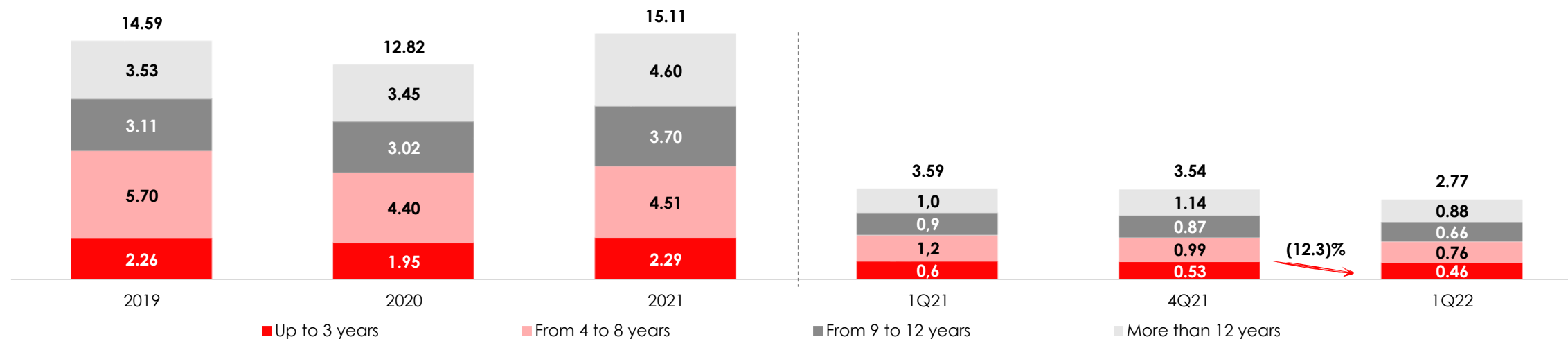


Used Cars (1/2)

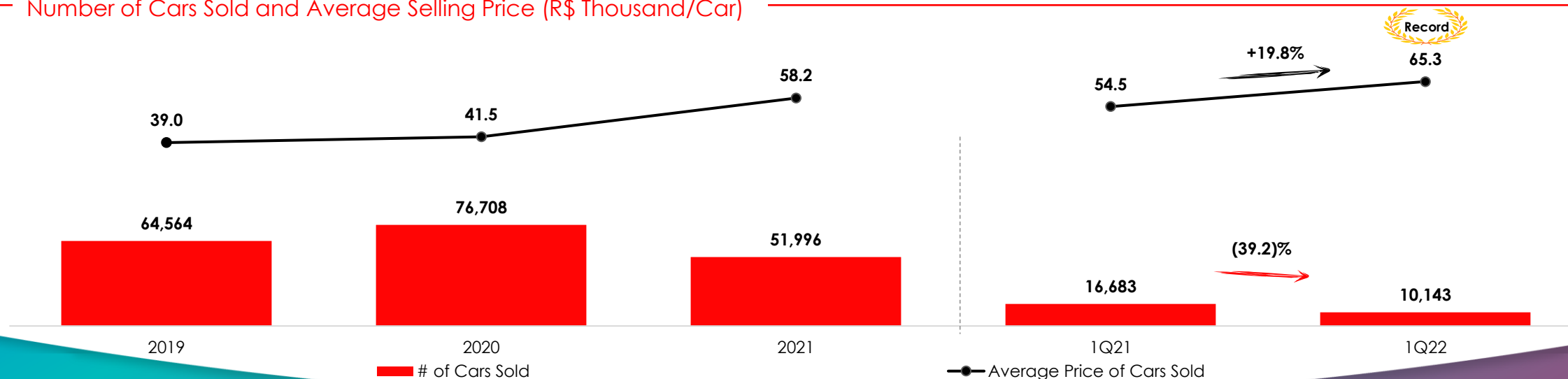


Record average sales price. Sales volume still impacted by lower vehicle deliveries of 0 km

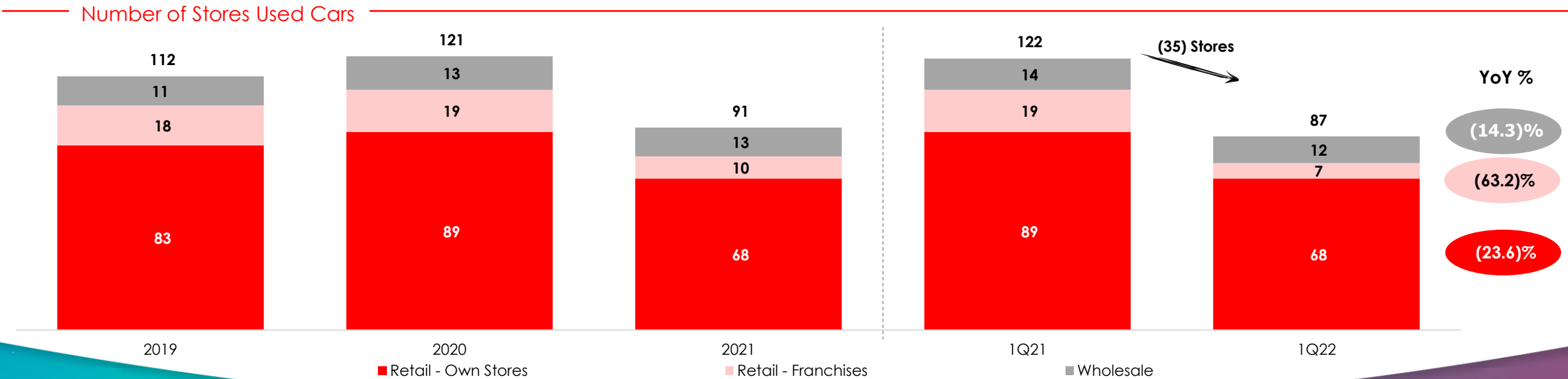
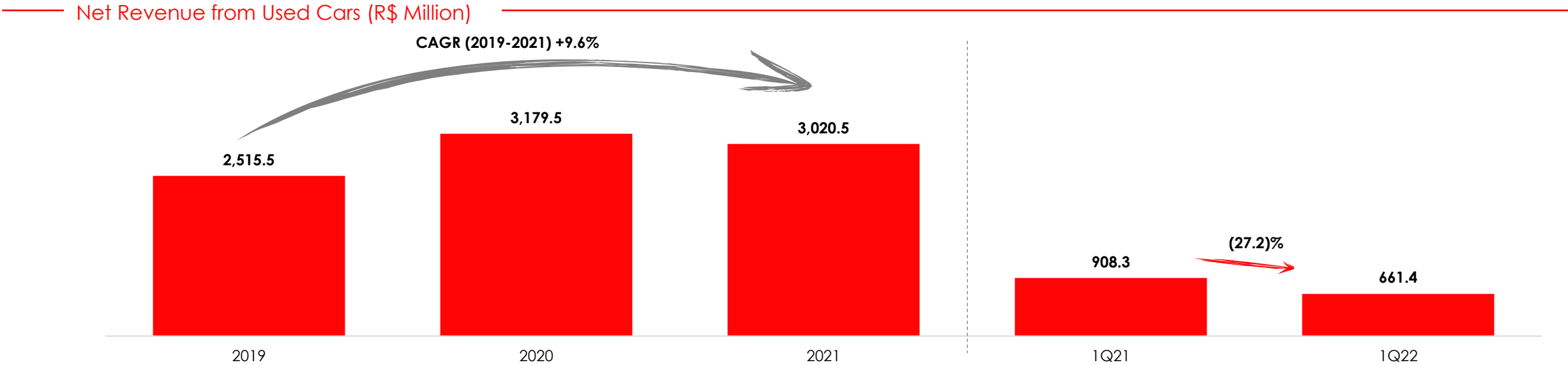
Used Cars Sales by Age in Brazil¹ (Cars and light commercial vehicles Millions of units)



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



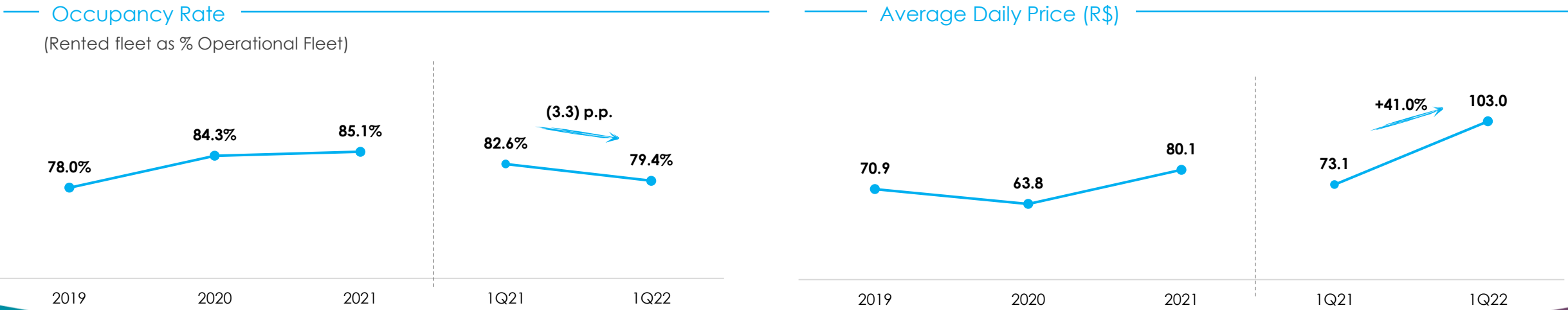
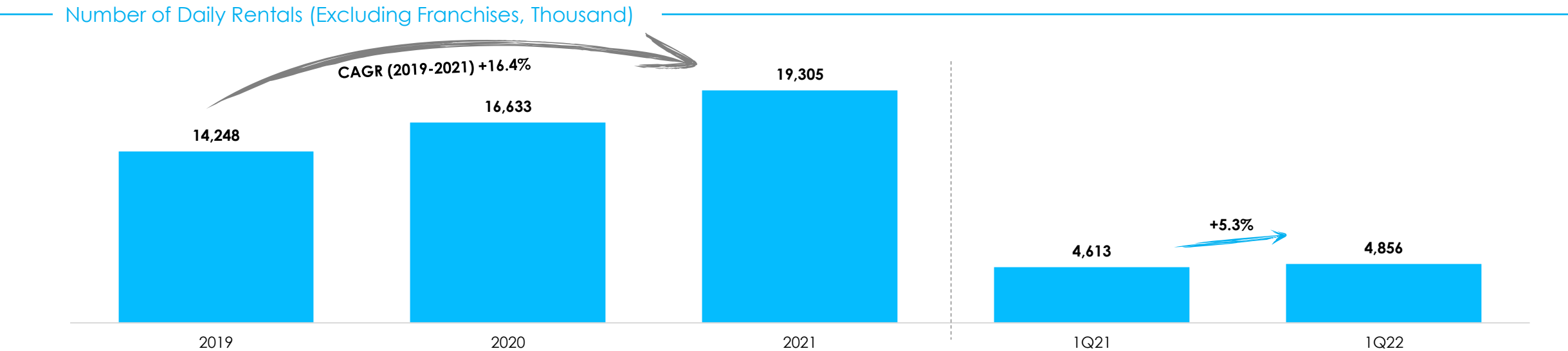
Used Cars (2/2)



Rent a Car (1/2)



RAC with expansion of 41.0% in the average daily rate.

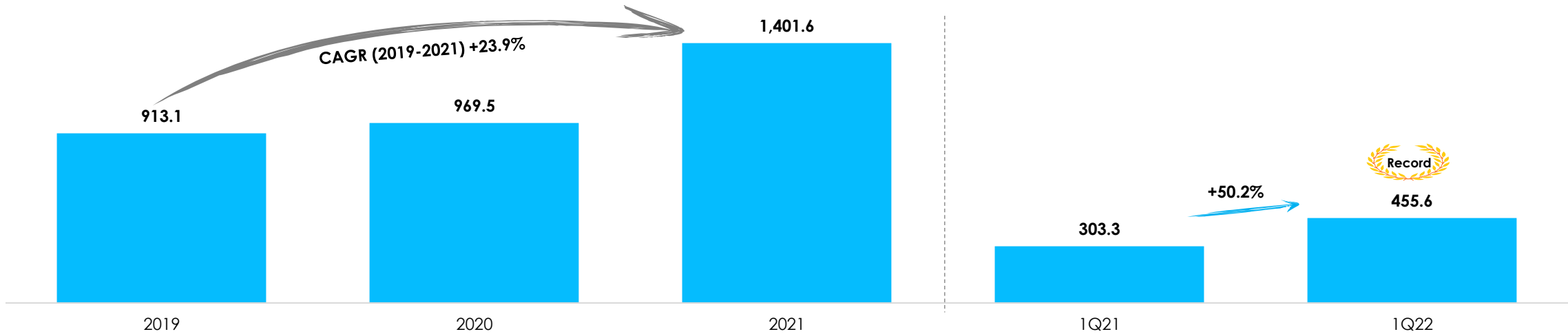


Rent a Car (2/2)

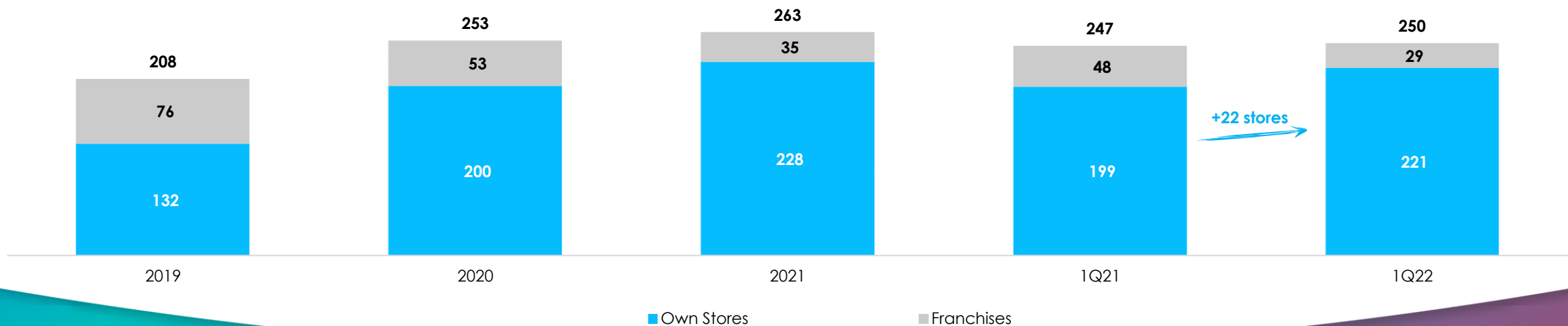


Record Net Revenue with an increase of 50.2% compared to the previous year.

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



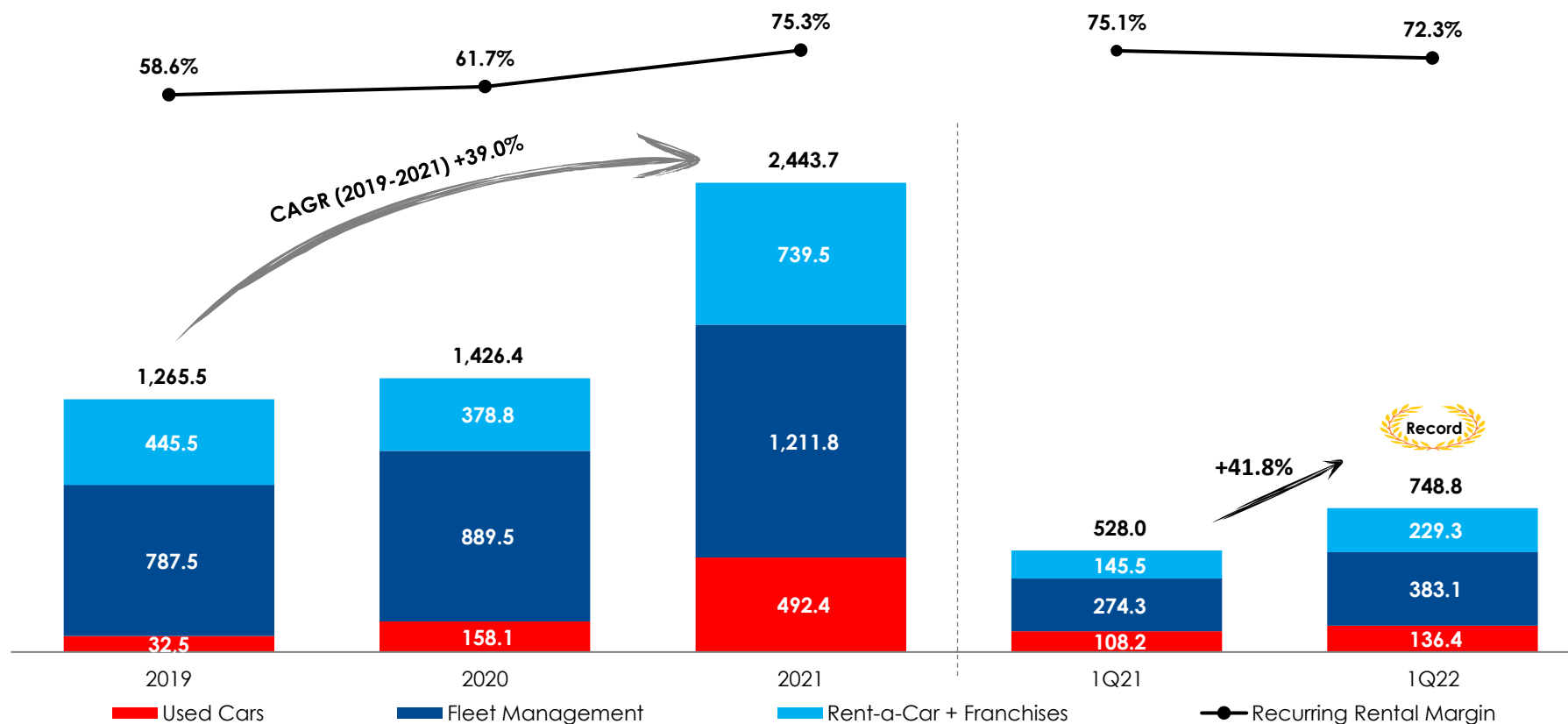
Number of Stores – Rent a Car



Recurring EBITDA



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

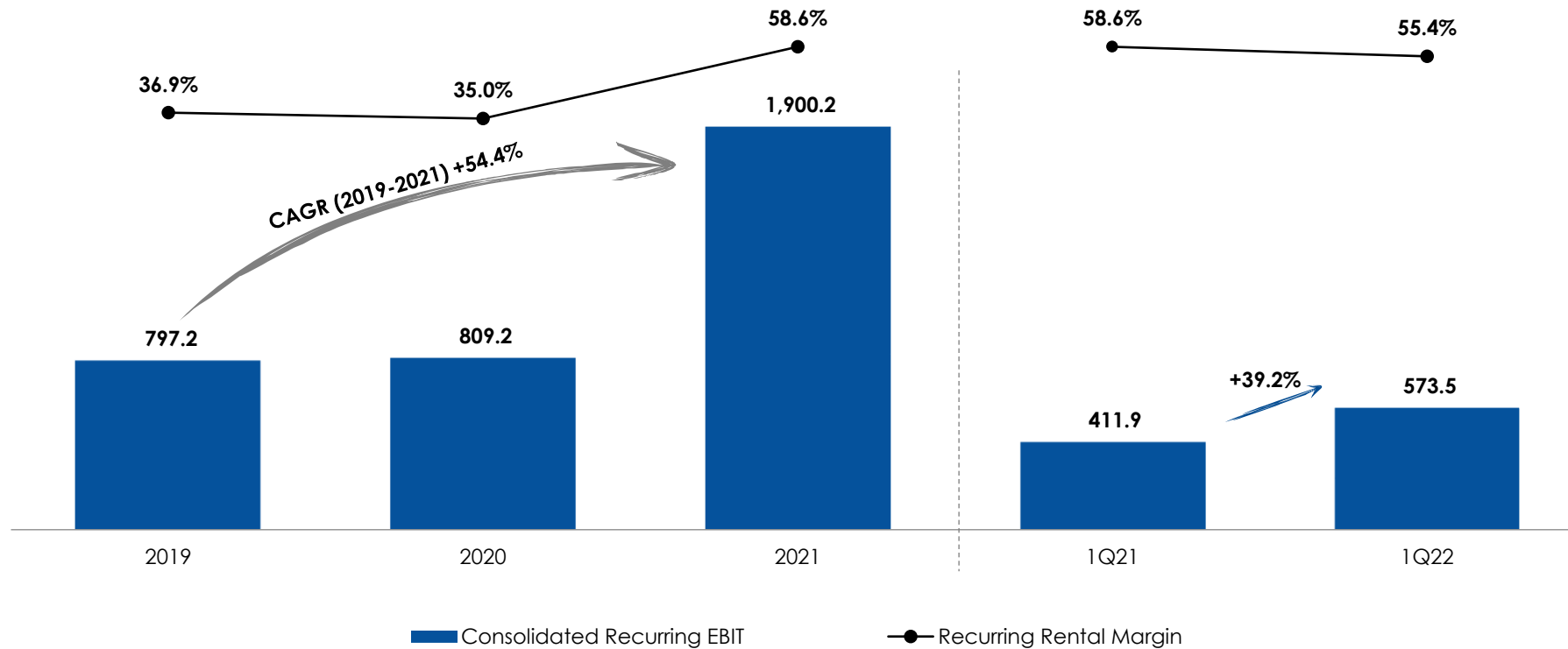


Adjusted EBITDA	2019*	2020	2021	1Q21	1Q22	Var.
Fleet Management ¹	64.8%	67.6%	66.2%	69.4%	66.5%	(2.9) p.p.
Rent-a-Car + Franchises ¹	47.2%	38.0%	52.2%	47.3%	50.0%	2.7 p.p.
Rental ¹	57.1%	54.9%	60.1%	59.7%	59.2%	(0.5) p.p.
Used Cars Sales ²	1.3%	5.0%	16.3%	11.9%	20.6%	8.7 p.p.
= Consolidated EBITDA¹	58.6%	61.7%	75.3%	75.1%	72.3%	(2.8) p.p.

Recurring EBIT



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

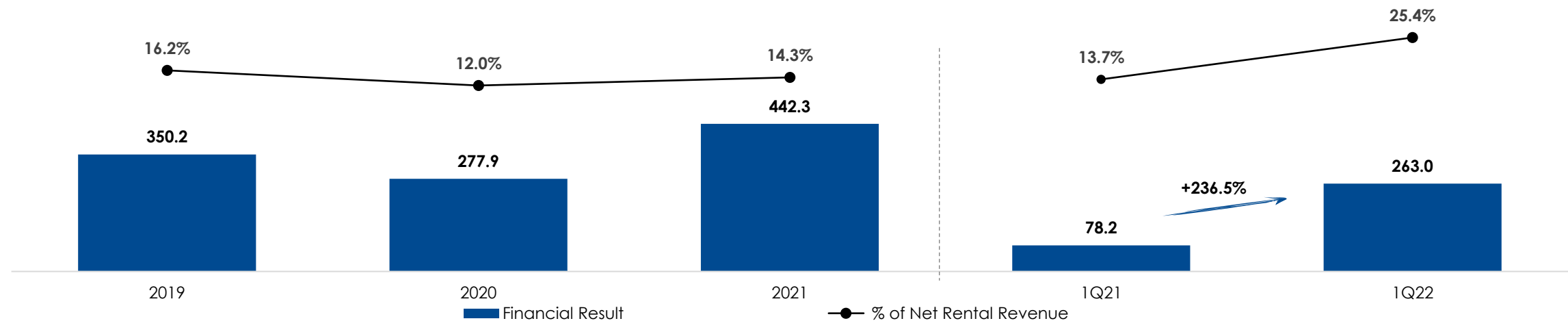


Adjusted EBIT	2019*	2020	2021	1Q21	1Q22	Var.
Fleet Management ¹	41.8%	44.1%	61.9%	62.3%	63.6%	1.2 p.p.
Rent-a-Car + Franchises ¹	30.7%	22.9%	54.2%	53.8%	45.0%	(8.8) p.p.
= Consolidated EBIT¹	36.9%	35.0%	58.6%	58.6%	55.4%	(3.2) p.p.

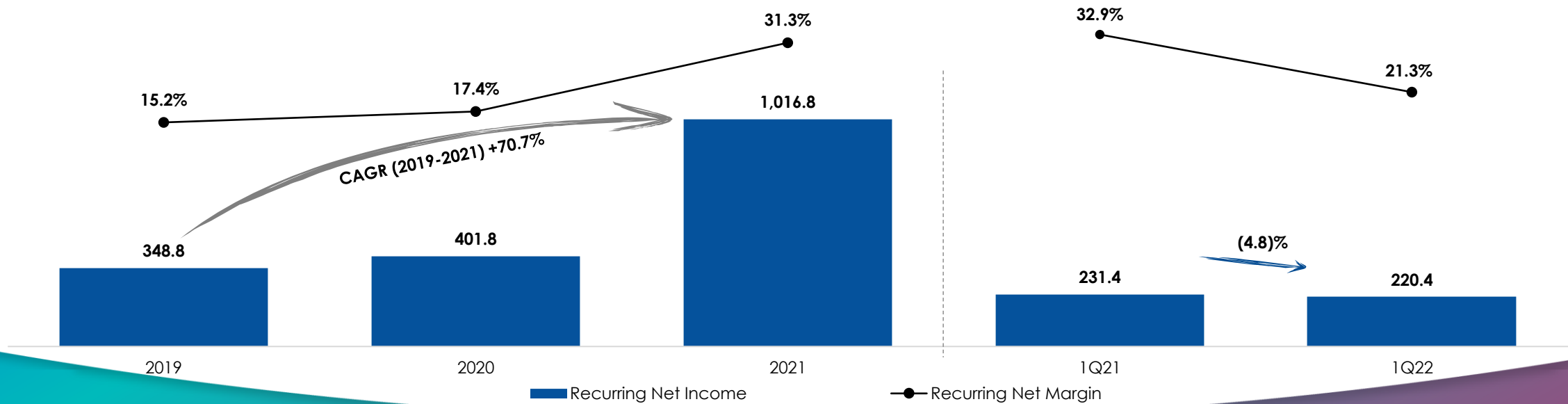
Financial Results and Net Income



Recurring Financial Results



Recurring Net Income

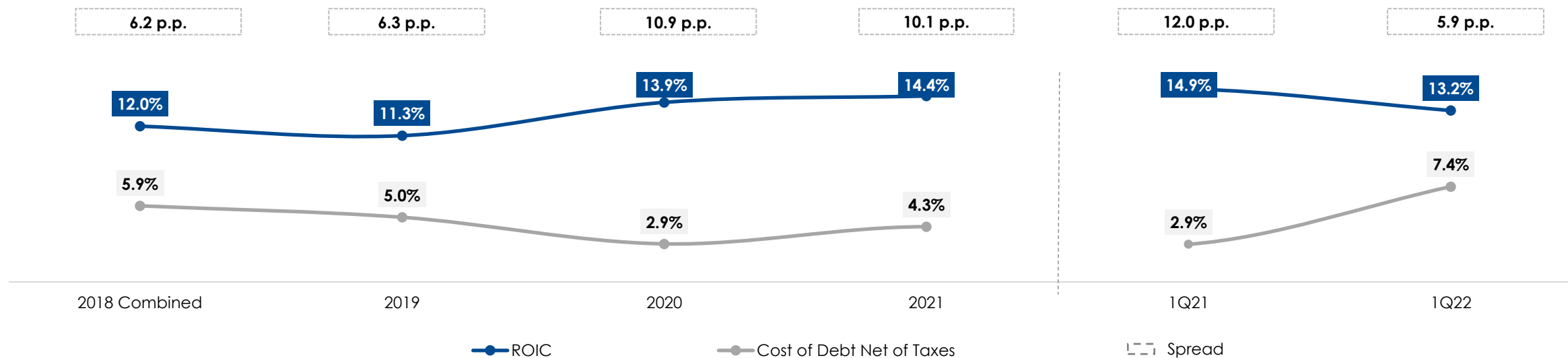


Capital Structure



ROIC of 13.2%, with a ROIC / Cost of Debt spread of 5.9 p.p. in 1Q22.

ROIC and Spread¹

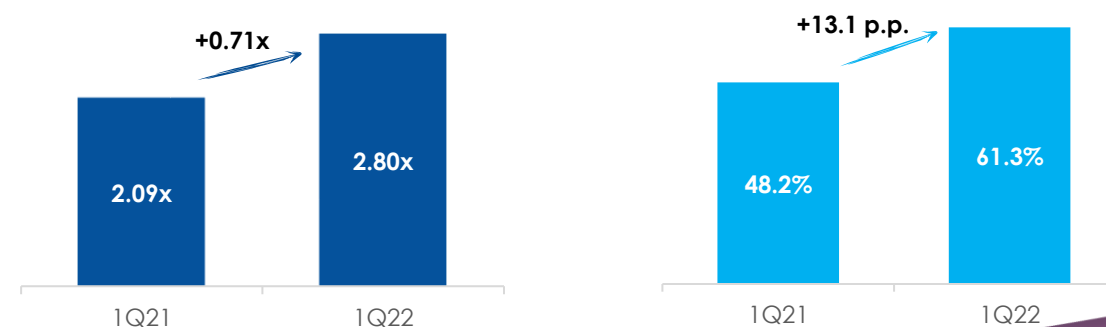


Principal Amortization Schedule on 03/31/2022 (R\$ Billion)

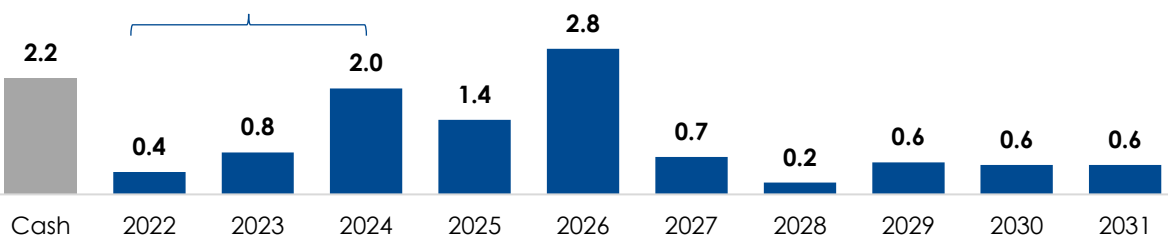
Covenants

Net Debt / Annualized Recurring EBITDA

Net Debt / Fleet Value



Cash equivalent to 68% of debt until 2024





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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