

Results Presentation 2Q21



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OTC Markets



Relatório de Sustentabilidade Unidas 2020



Unidas Positive Agenda: ESG Initiatives



We started our Warm Clothing 2021 campaign and promoted initiatives in line with the 2030 Agenda (ODS)

Unidas initiatives

Warm Winter Campaign 2021

More than **2,000 homeless people** were assisted with: Blanket, Hygiene Kit (toothbrush, toothpaste, soap, tampons, slippers) and snacks.



Ajudar o próximo deixa o coração e a vida mais quentinhos!
Campanha do Agasalho 2021

Preparamos uma forma prática e segura para você participar da nossa Campanha do Agasalho amparando pessoas em situação de rua. Veja como irá funcionar:

-  Você poderá participar doando um chinelo, item essencial para todas as pessoas. É só **clique aqui** e comprar um da CustomiZú, nossa loja parceira.
-  A cada chinelo comprado, a Unidas irá completar com um cobertor, itens de higiene (sabonete, álcool em gel e absorvente) e itens alimentícios (suco, biscoito e bolo). Assim, doaremos um kit completo!
-  A compra do chinelo poderá ser feita a partir de hoje (31/05), até o dia 07/06.
-  Ah! Os cachorrinhos das pessoas em situação de rua também serão lembrados! A Special Dog, nosso cliente parceiro, irá doar ração para completar cada um dos kits.

Caso tenha alguma dúvida, entre em contato por meio do e-mail rsct@unidas.com.br

Fazer o bem aquece o coração de quem é ajudado e também de quem ajuda. Participe!

Food Basket Distribution

+15,000 people received food baskets

There were more than **160 tons** of food



Vulnerability Assistance and Corporate Volunteering



+14 institutions in 2021
in 12 different states, **totaling 31**
4,030 people assisted just in 2021

+21,000 people assisted in 2021

+ 400 volunteers



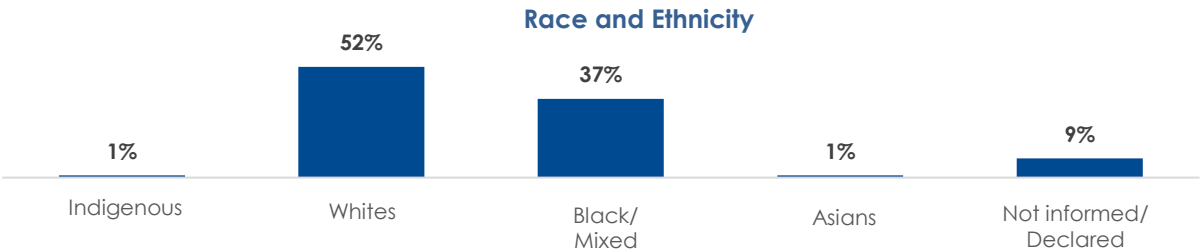
Unidas Positive Agenda: Indicators in ESG

Analysis of the Company's social profile and hours of training for leadership

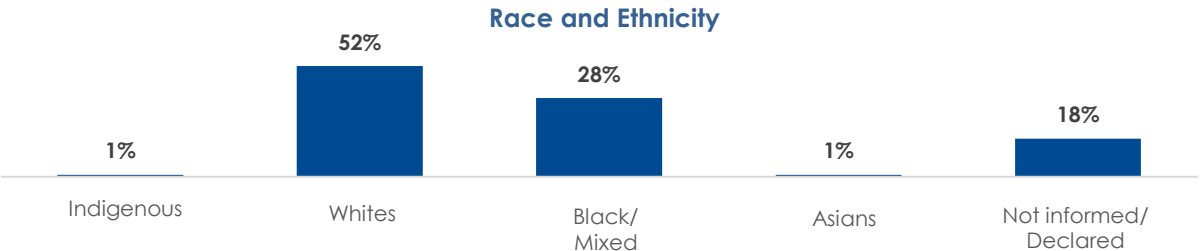


Indicators and Social Profile

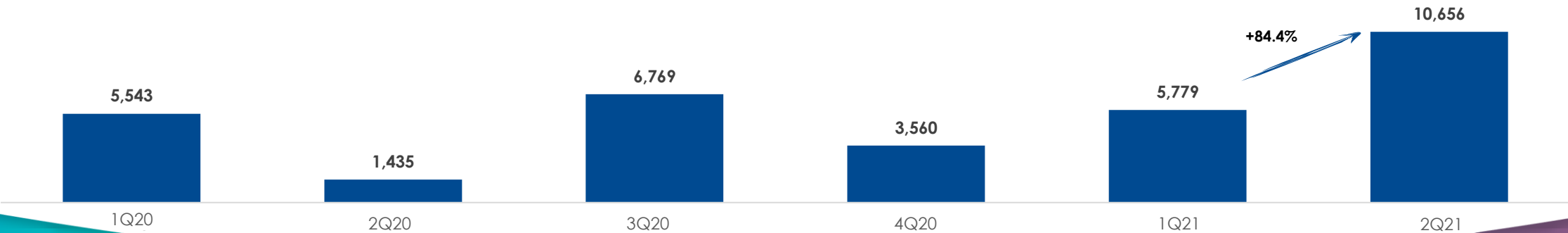
General Population Profile:



Population Profile Leaders:

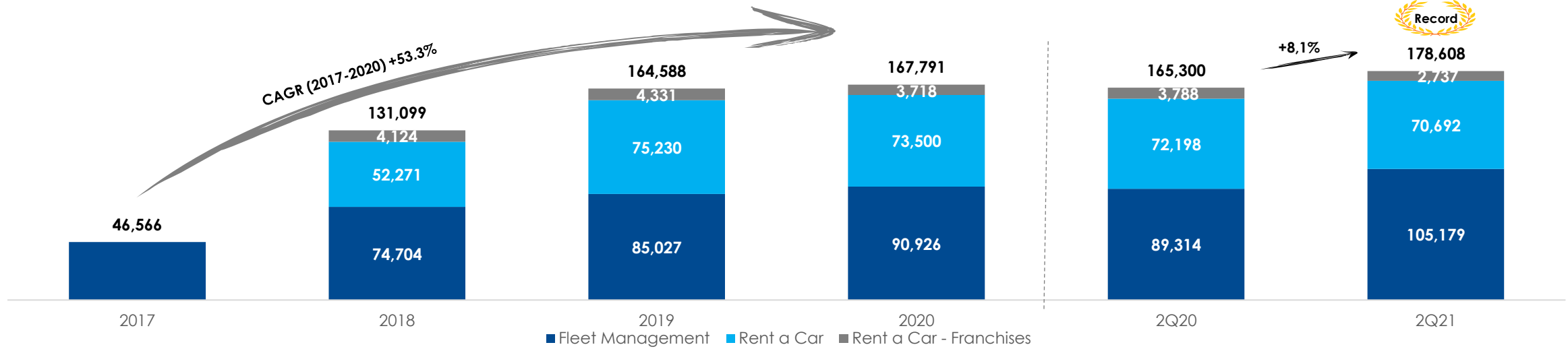


Hours of Leadership Training

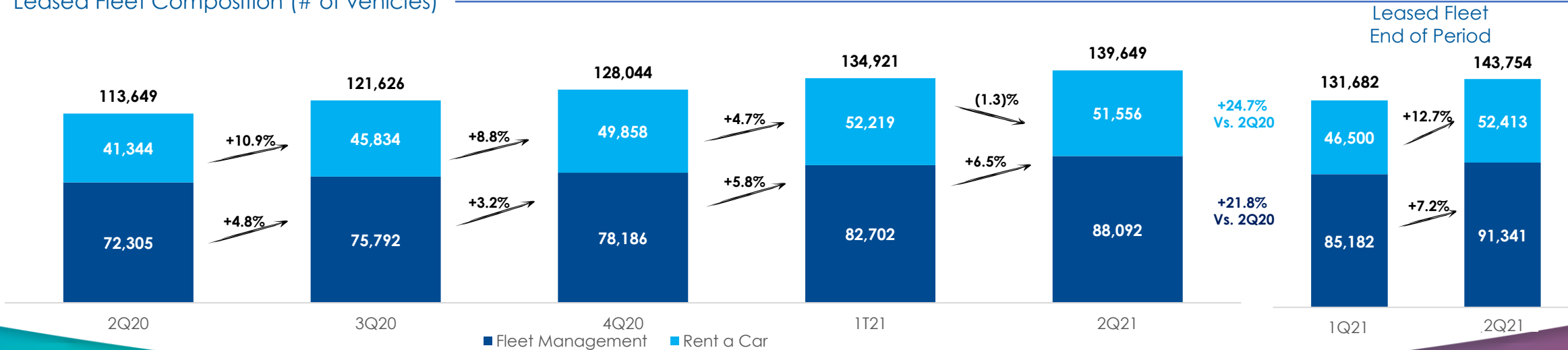




Fleet Composition (# of vehicles)



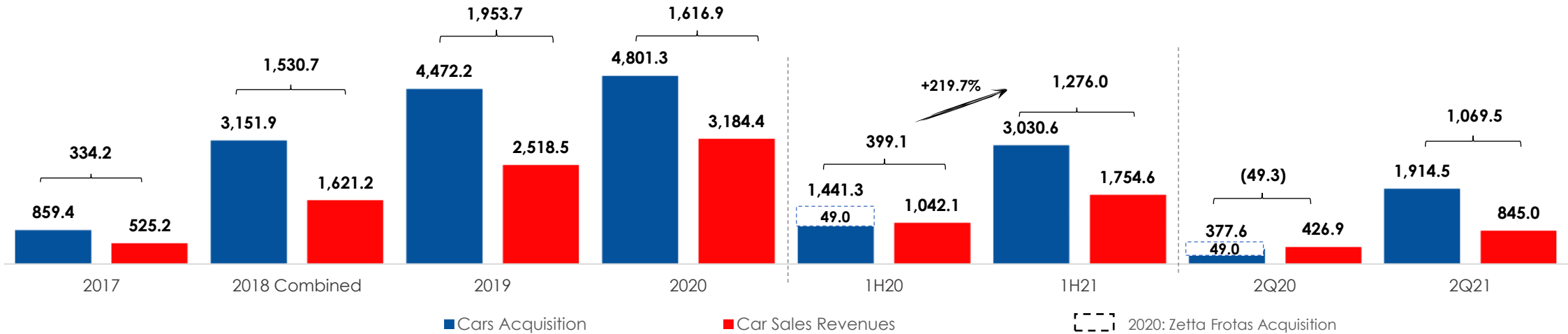
Leased Fleet Composition (# of vehicles)



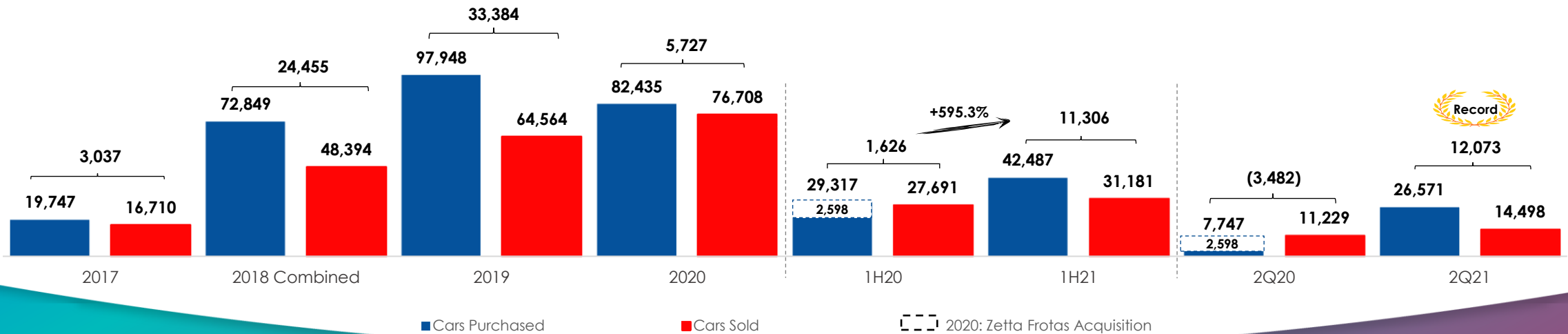
Investment in Fleets



Net Investment in Fleets (R\$ million)



Net Investment in Fleets (# of Vehicles)

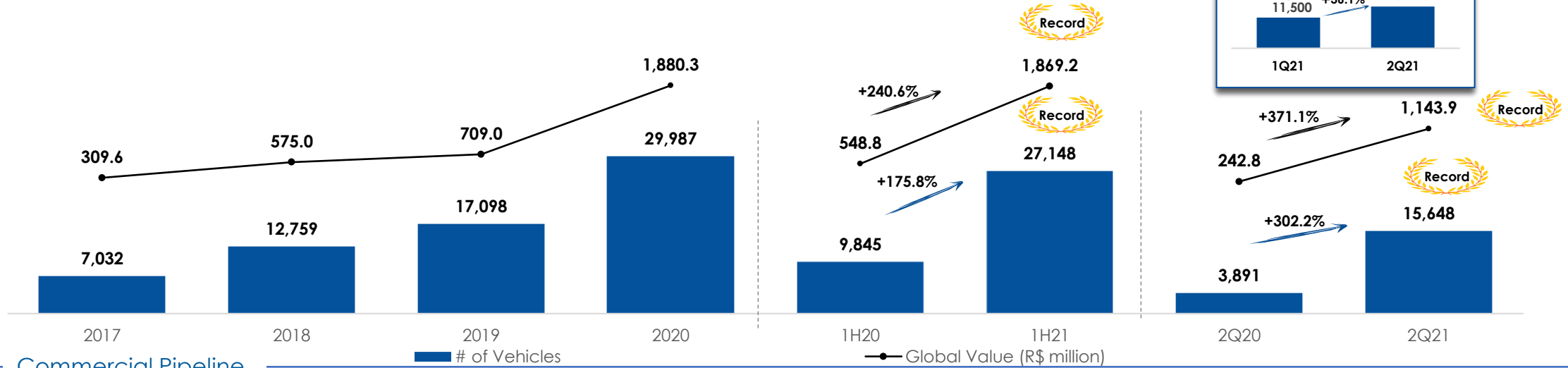


Fleet Management (1/2)

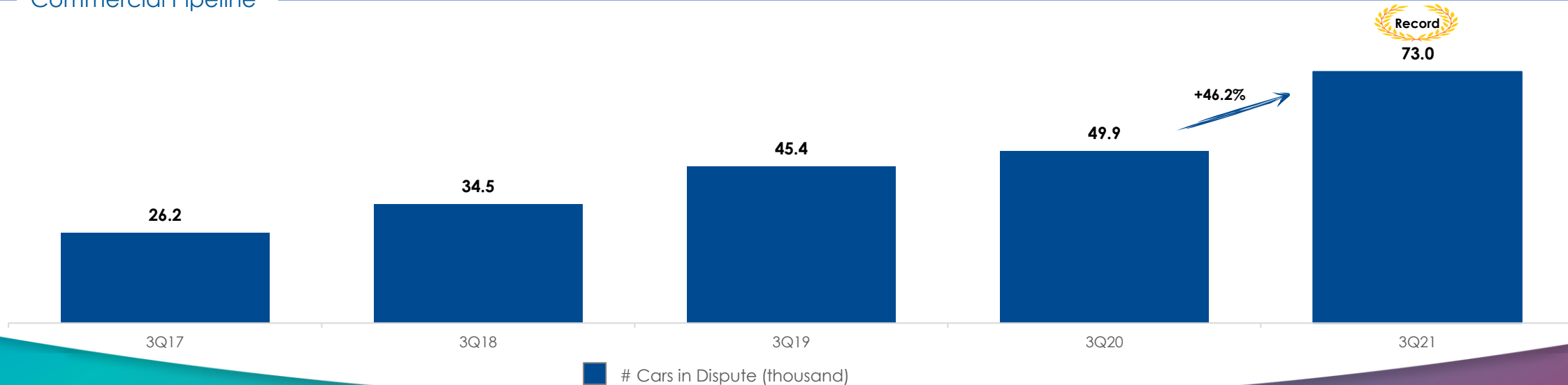
Global volume of new hires in 6 months of 2021 is already equivalent to the entire year of 2020.



New Contracts: Generation of Future Revenue¹



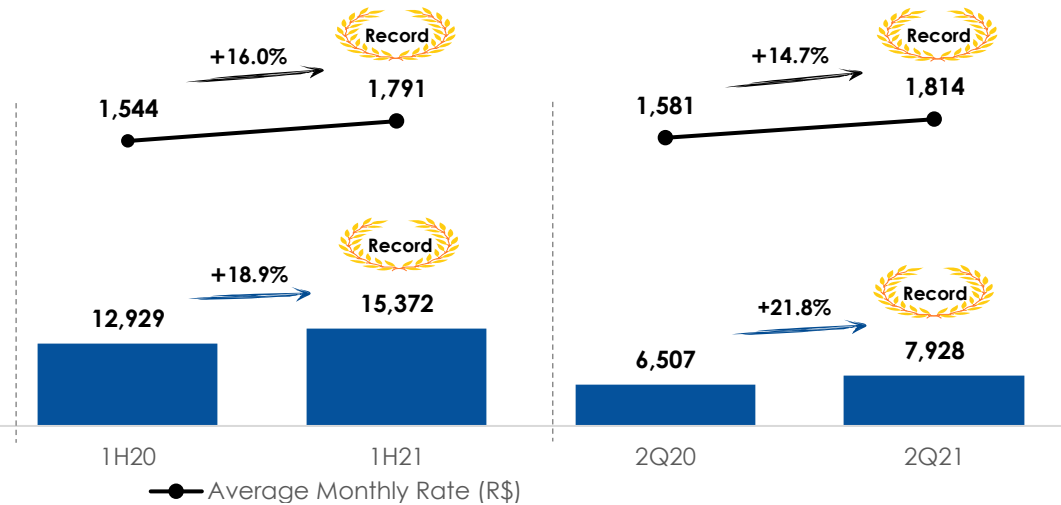
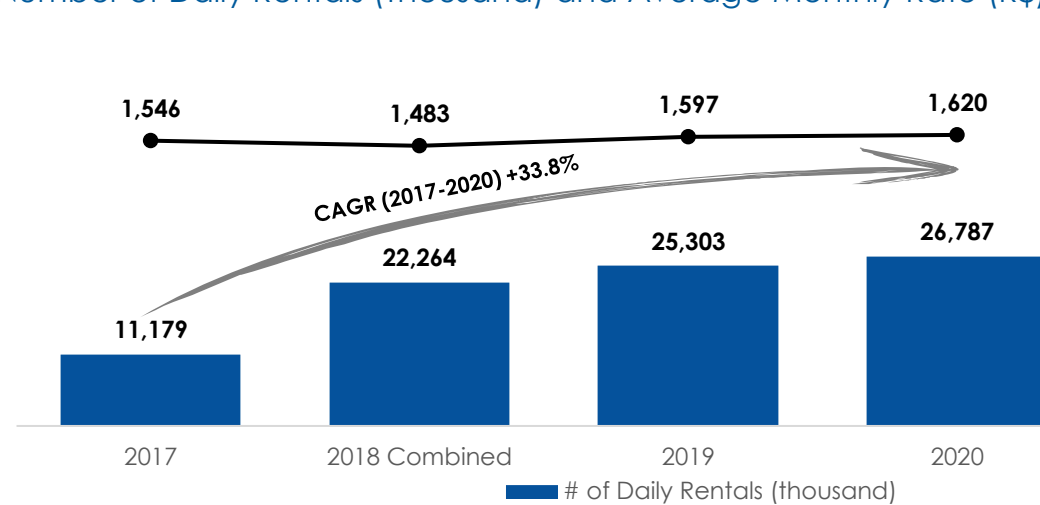
Commercial Pipeline



Fleet Management (2/2)

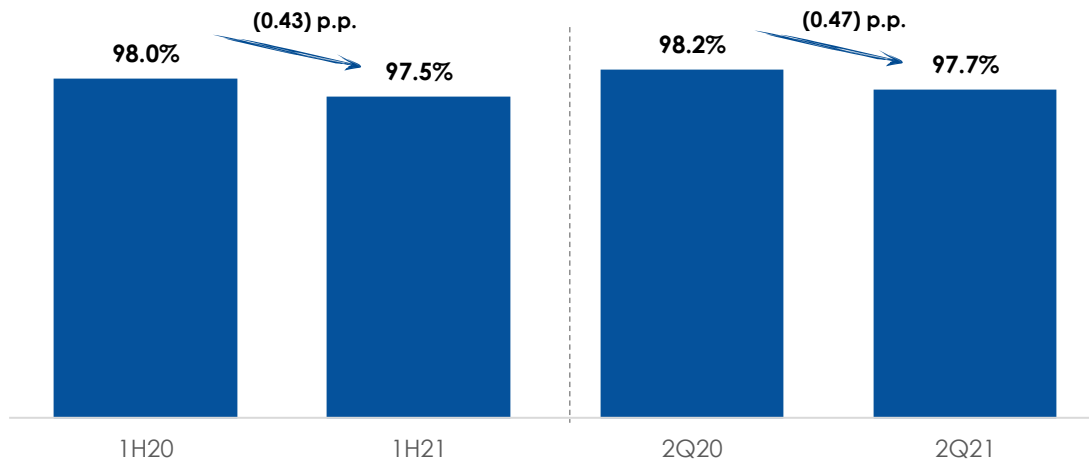


Number of Daily Rentals (Thousand) and Average Monthly Rate (R\$)

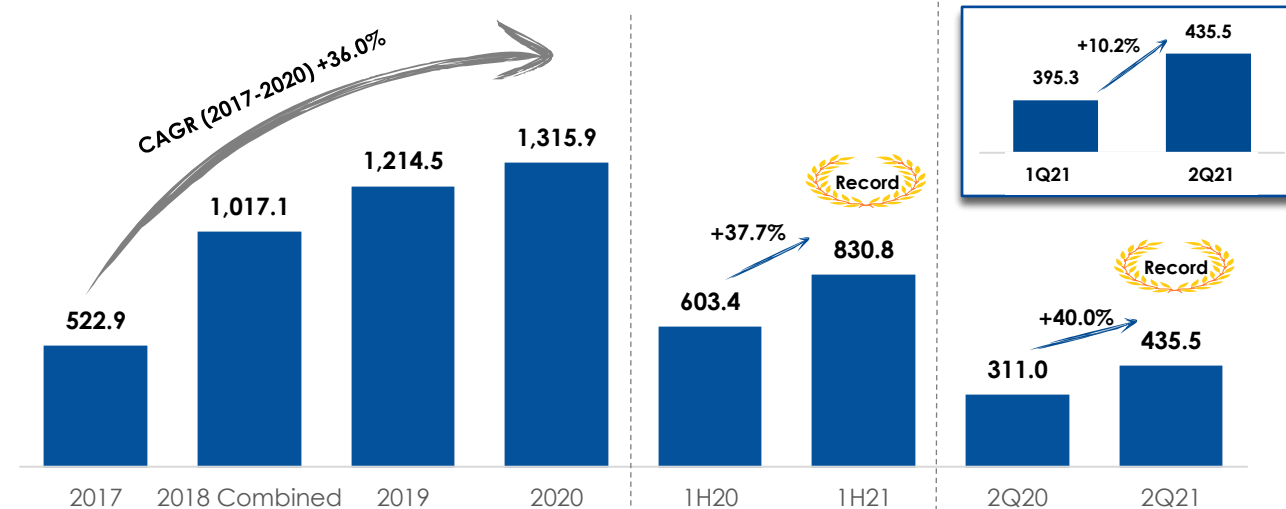


Occupancy Rate

(Rented Fleet as % of Operating Fleet)



Net Revenue from Fleet Management (R\$ Million)

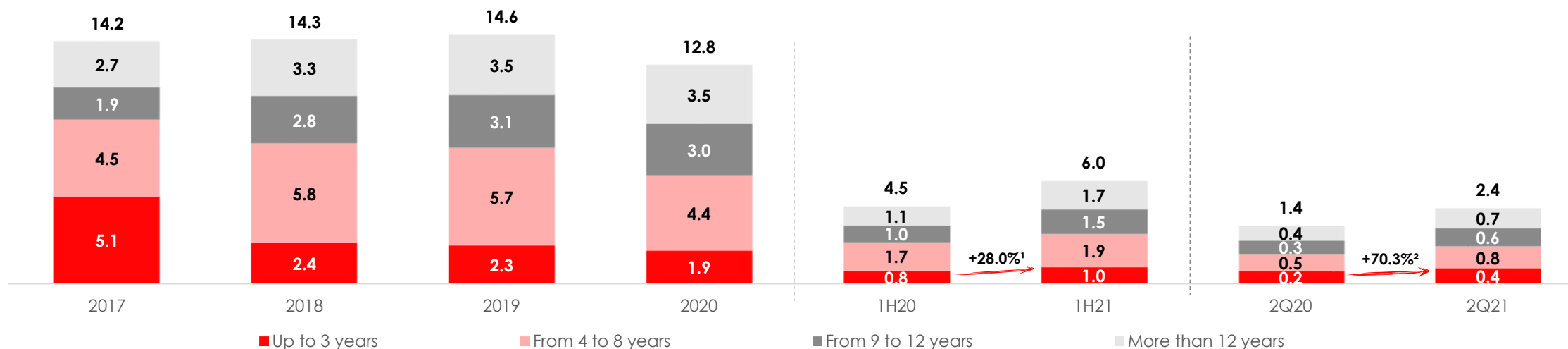


Used Cars (1/2)

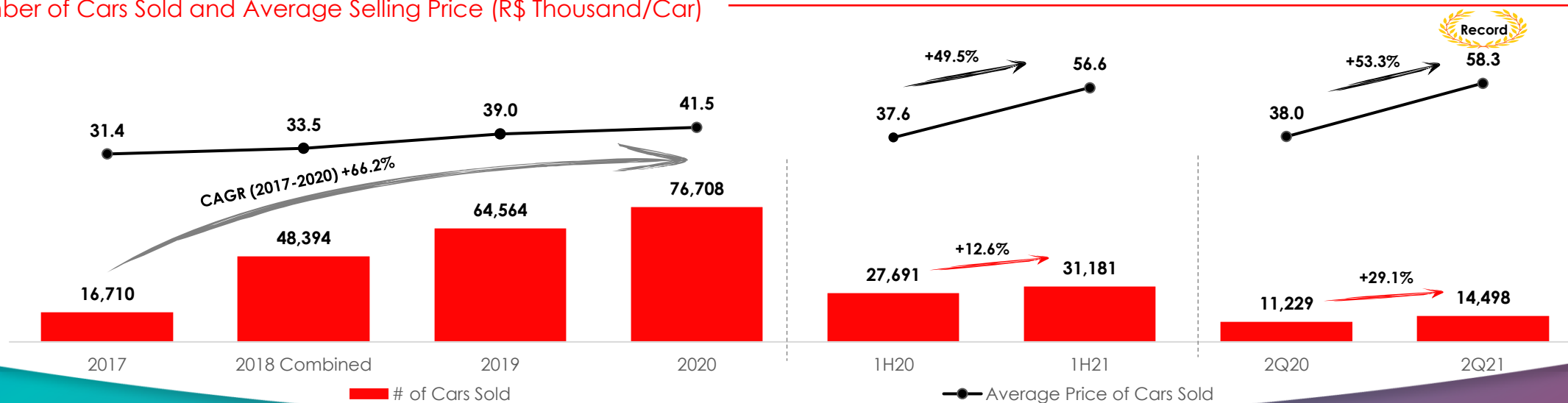


For another consecutive quarter, we posted a record average sale price of vehicles sold, reaching R\$58.3 thousand in 2Q21.

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



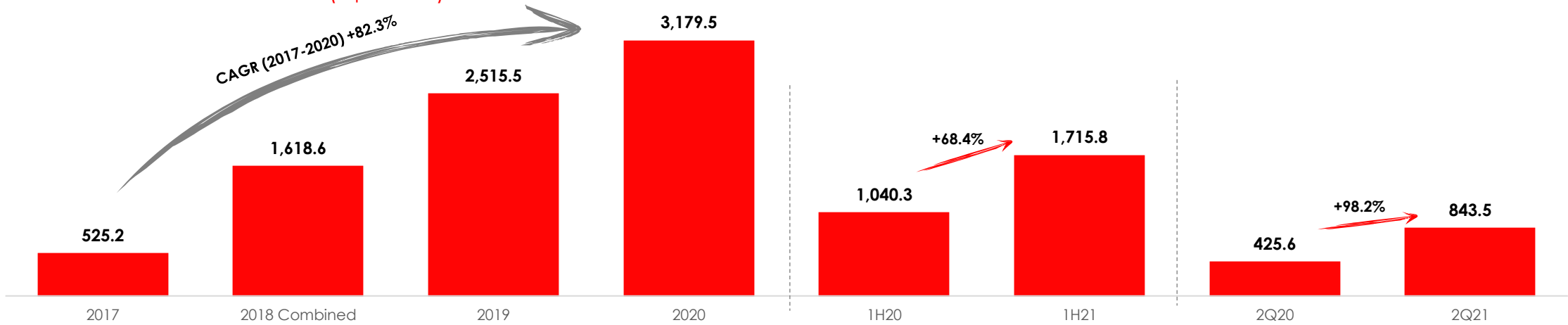
Number of Cars Sold and Average Selling Price (R\$ Thousand/Car)



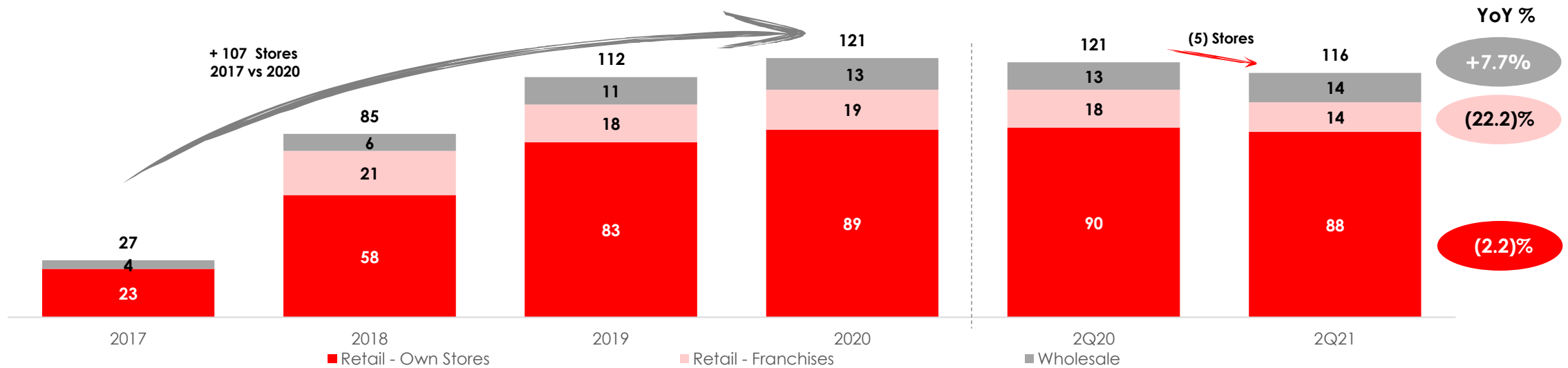
Used Cars (2/2)



Net Revenue from Used Cars (R\$ Million)



Number of Stores Used Cars

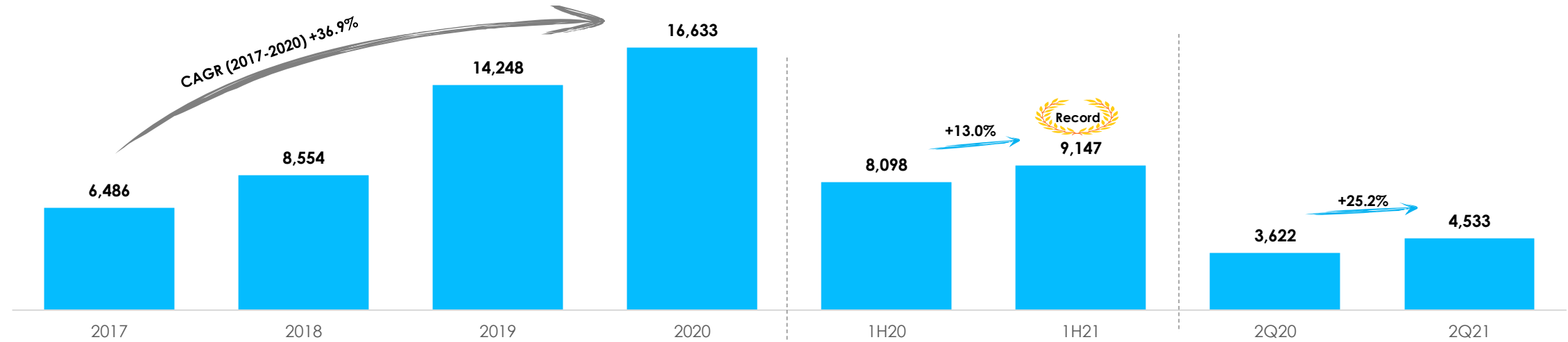


Rent a Car (1/2)



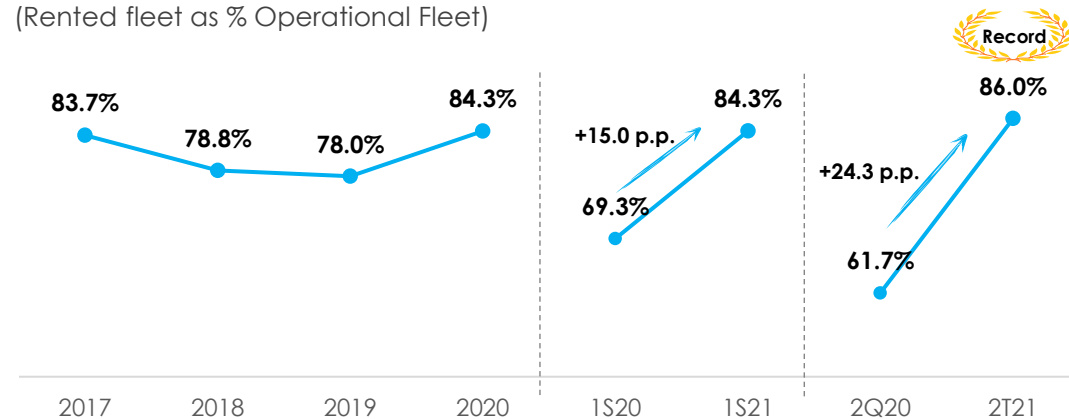
Fast-paced recovery in the Car Rental segment, with a record Occupancy Rate of 86% this quarter.

Number of Daily Rentals (Excluding Franchises, Thousand)

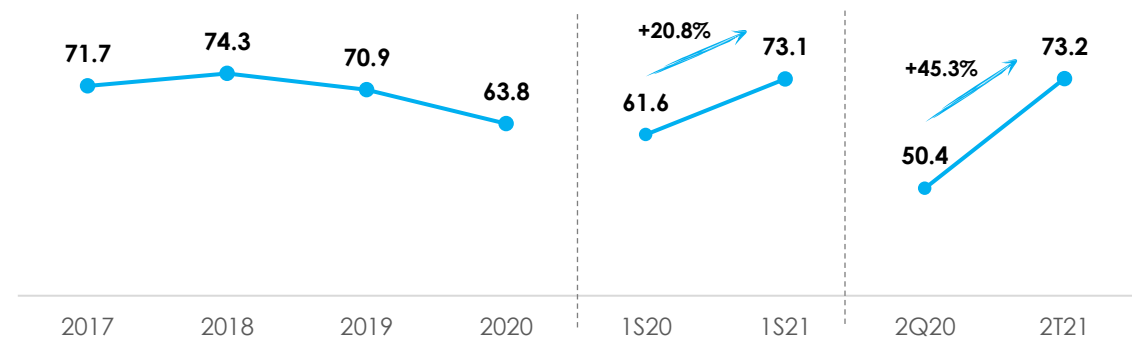


Occupancy Rate

(Rented fleet as % Operational Fleet)



Average Daily Price (R\$)

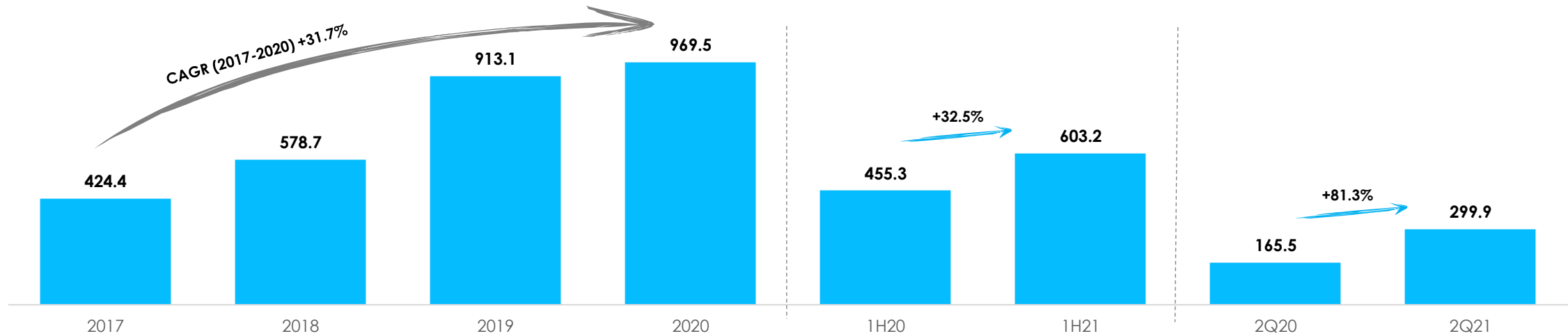


Rent a Car (2/2)

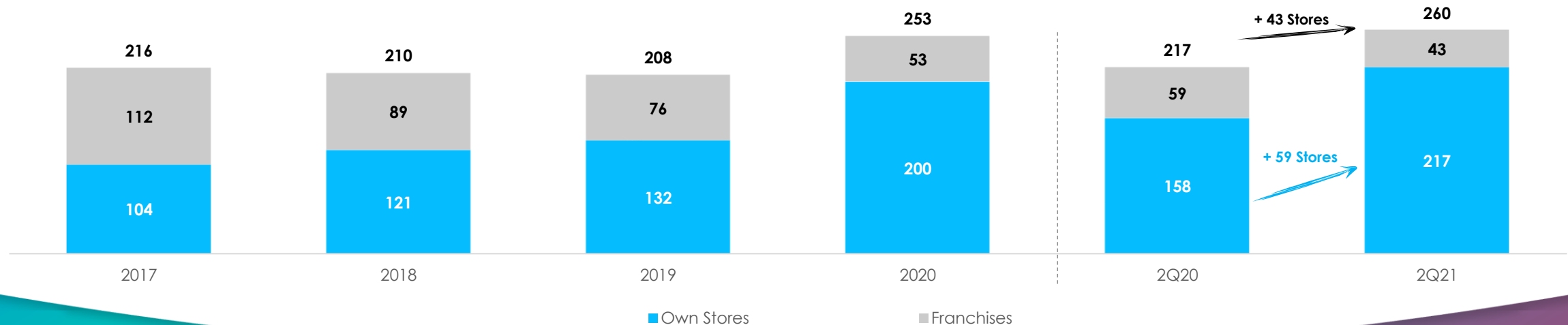


Expansion of the service network in order to capture all the pent-up demand.

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



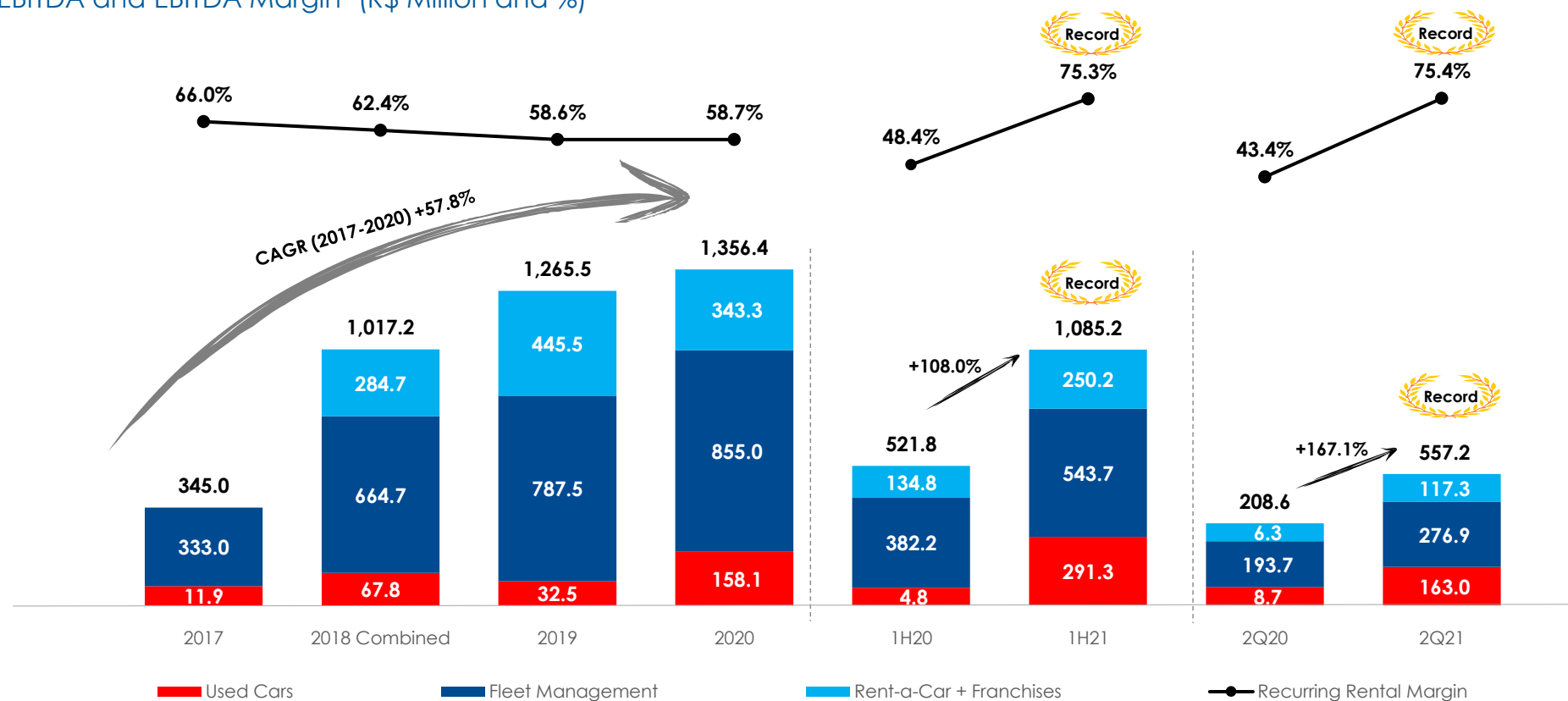
Number of Stores – Rent a Car



Recurring EBITDA



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

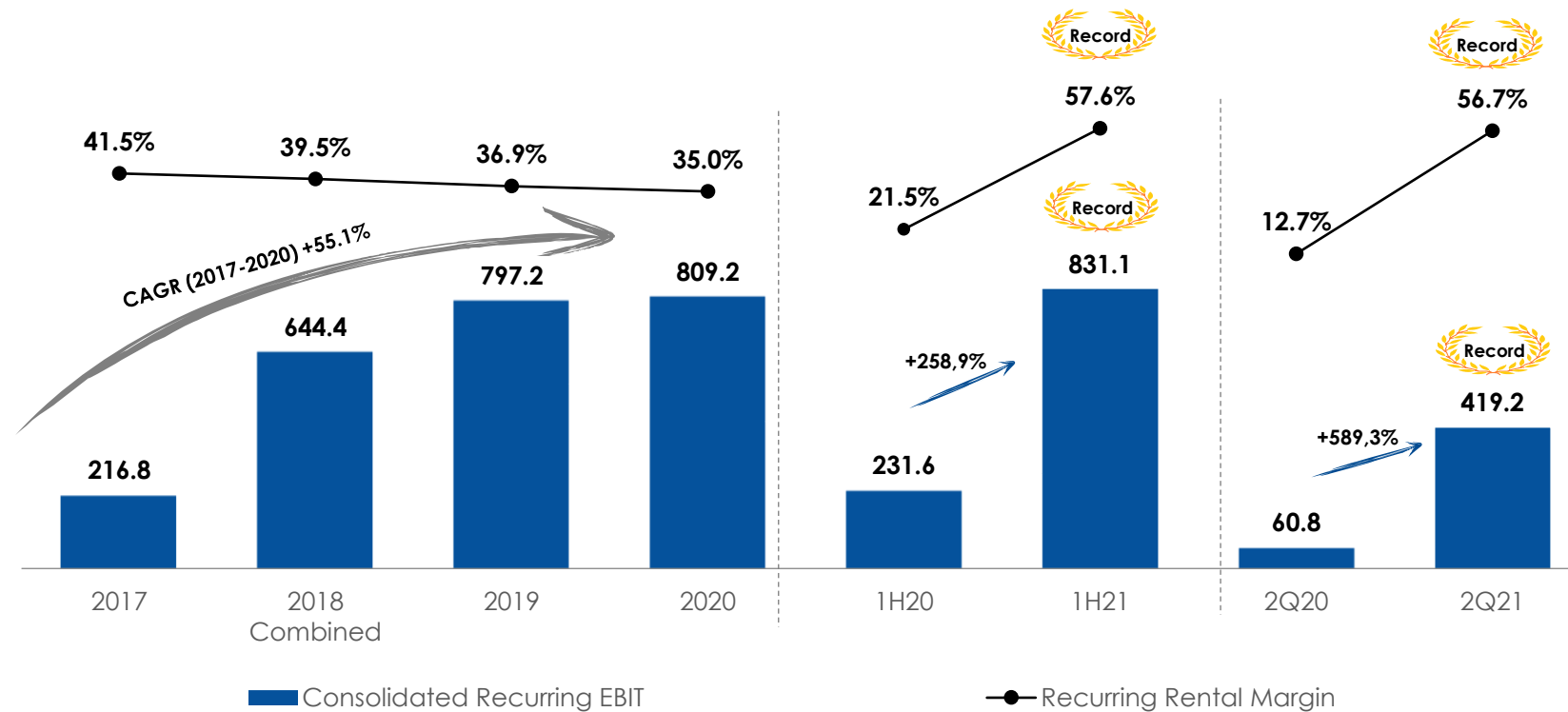


Recurring EBITDA	2017	2018 Combined	2019	2020	1H20	1H21	Var.	2Q20	2Q21	Var.
Fleet Management ¹	63.7%	65.4%	64.8%	65.0%	63.3%	65.4%	2.1 p.p.	62.3%	63.6%	1.3 p.p.
Rent-a-Car + Franchises ¹	-	46.3%	47.2%	34.5%	28.4%	40.9%	12.5 p.p.	3.7%	38.7%	35.0 p.p.
Rental ¹	63.7%	58.2%	57.1%	51.8%	48.0%	55.1%	7.1 p.p.	41.6%	53.4%	11.7 p.p.
Used Cars Sales ²	2.3%	4.2%	1.3%	5.0%	0.5%	16.6%	16.2 p.p.	2.0%	19.3%	17.3 p.p.
= Consolidated EBITDA ¹	66.0%	62.4%	58.6%	58.7%	48.4%	75.3%	26.8 p.p.	43.4%	75.4%	32.0 p.p.

Recurring EBIT



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

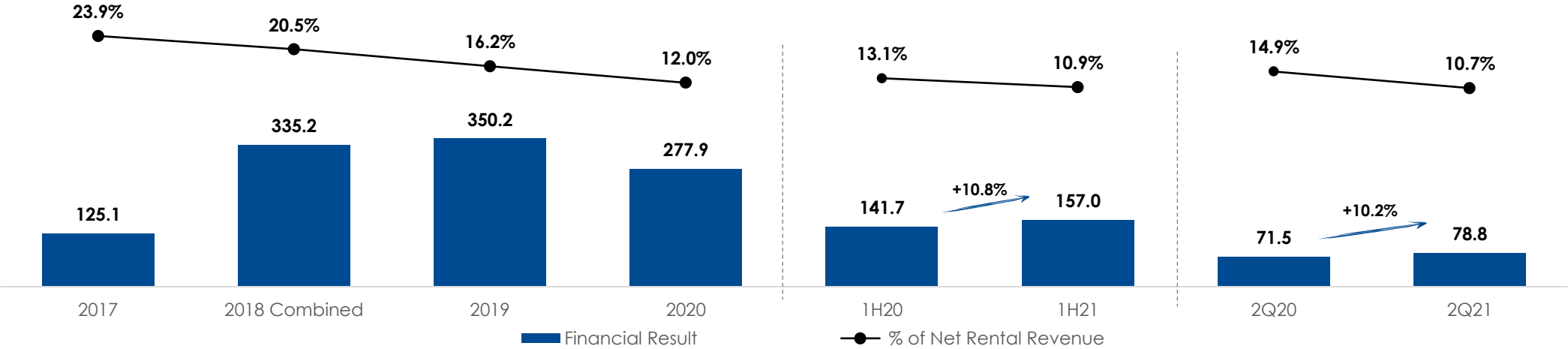


Recurring EBIT	2017	2018 Combined	2019	2020	1H20	1H21	Var.	2Q20	2Q21	Var.
Fleet Management ¹	41,5%	44,4%	41,8%	44,1%	36,6%	61,2%	24,5 p.p.	34,9%	60,1%	25,2 p.p.
Rent-a-Car + Franchises ¹	-	31,3%	30,7%	22,9%	2,2%	52,9%	50,7 p.p.	(28,2)%	51,9%	80,1 p.p.
= Consolidated EBIT ¹	41,5%	39,5%	36,9%	35,0%	21,5%	57,6%	36,1 p.p.	12,7%	56,7%	44,1 p.p.

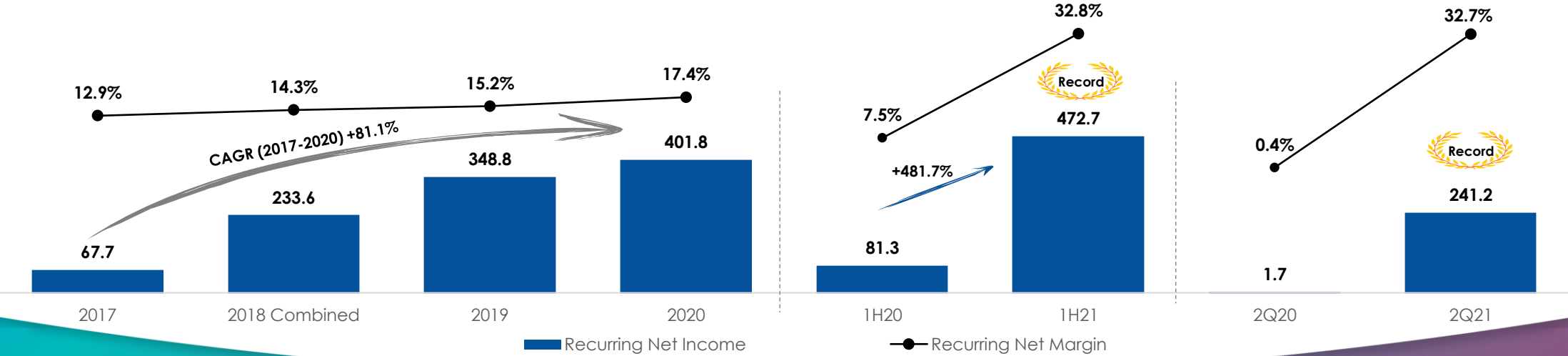
Financial Results and Net Income



Recurring Financial Results



Recurring Net Income

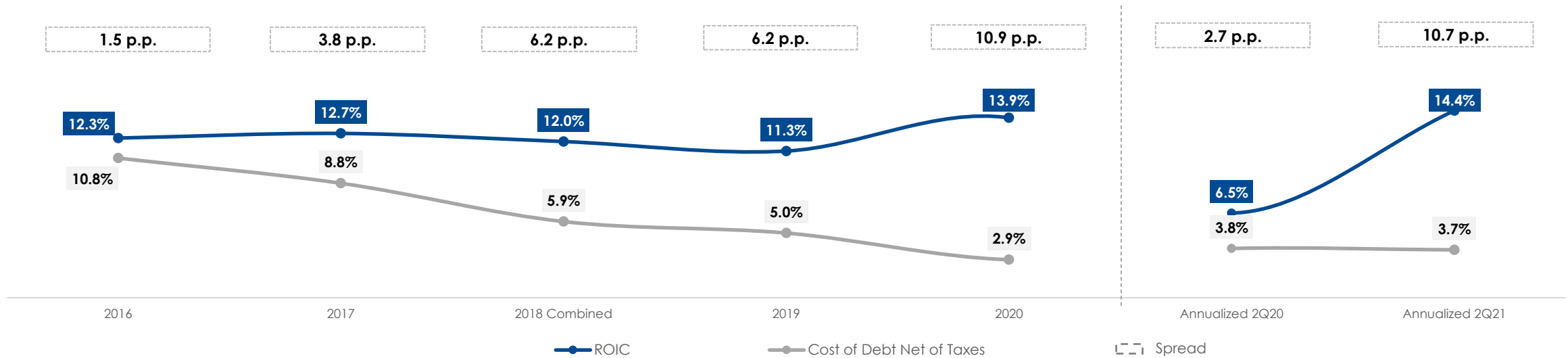


Capital Structure

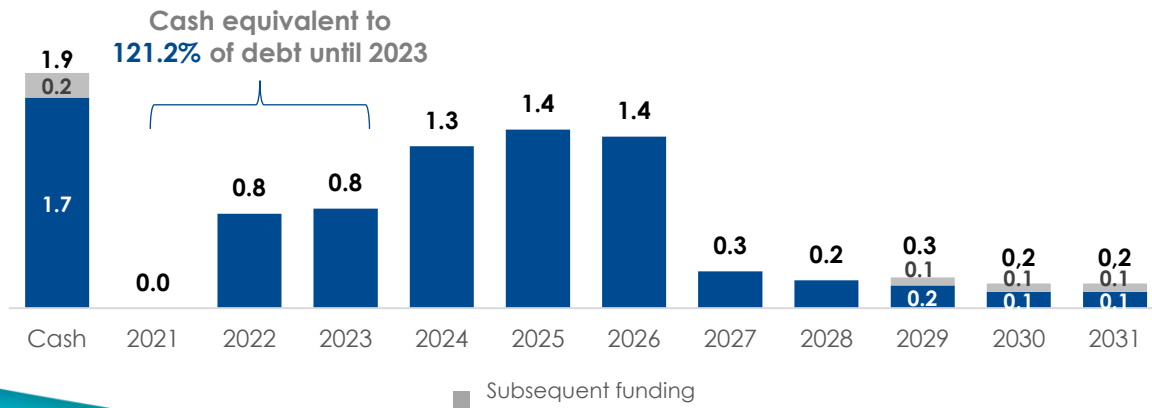
ROIC of 14.4%, with Spread ROIC / cost of debt of 10.7 p.p.



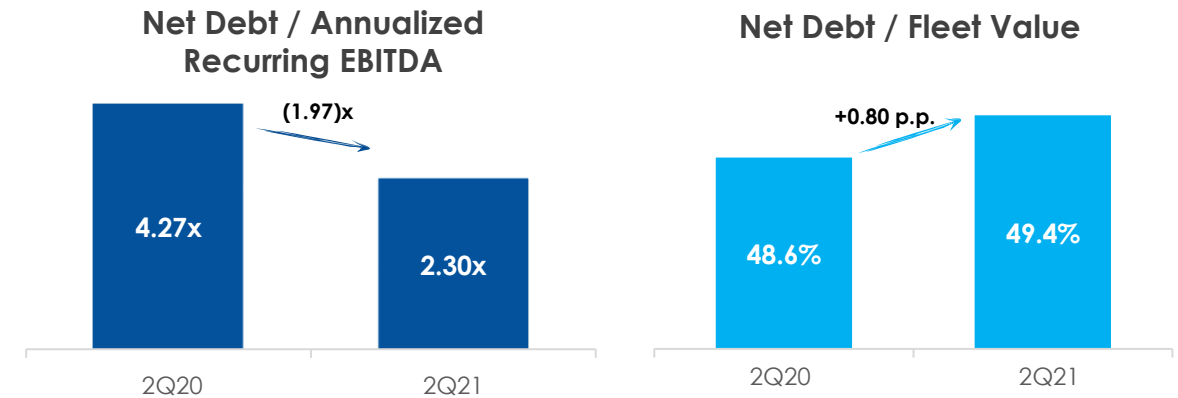
ROIC and Spread¹



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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