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4Q21 and 2021

***Earnings
Release***



The information contained herein has been prepared by MOVIDA and may include statements that represent expectations about future events or results. Information consists of beliefs and assumptions of the Company's management, as well as information currently available. Those forward-looking statements depend substantially on market conditions, government regulations, and operational factors may affect the future performance of MOVIDA and may lead to results that differ materially from those mentioned in these forward-looking statements.

The information is summarized and is not intended to be complete. Company shareholders and potential investors should always read this presentation together with the Quarterly Financial statements.

2021 AND 4Q21 HIGHLIGHTS



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Net Income

R\$819 | **R\$277**
million in 2021 | million on 4Q21

R\$1.1 bn
4Q21 annualized

Total EBITDA

R\$2.1 | **R\$777**
billion em 2021 | million on 4Q21

R\$3.1 bn
4Q21 annualized

Operational Fleet

127K | **150K**
Cars – Average Fleet 2021 | Cars – Average Fleet 4Q21

187K cars
Total Fleet 4Q21

Rental EBITDA

R\$1.5 | **R\$595**
billion in 2021 | million of 4Q21

R\$2.4 bn
4Q21 annualized

ROIC of **15.3%** and **ROE** of **29.0%** in 2021

SPREAD between **ROIC** and cost of debt after taxes of **10.2 p.p.**

NEW LEVEL OF GROWTH AND PROFITABILITY SUPPORTED BY A STRUCTURAL TRANSFORMATION AND MOVIDA'S ADHERENCE TO NEW CONSUMPTION HABITS

ISEB3

3rd consecutive year on the ISE B3 Portfolio – Only one in the industry!

ICO2B3

2nd consecutive year ICO Portfolio B3 – Transparency of emissions

CDP

CDP (Carbon Disclosure Project)
Best Position of the Industry!

FLEET GROWTH

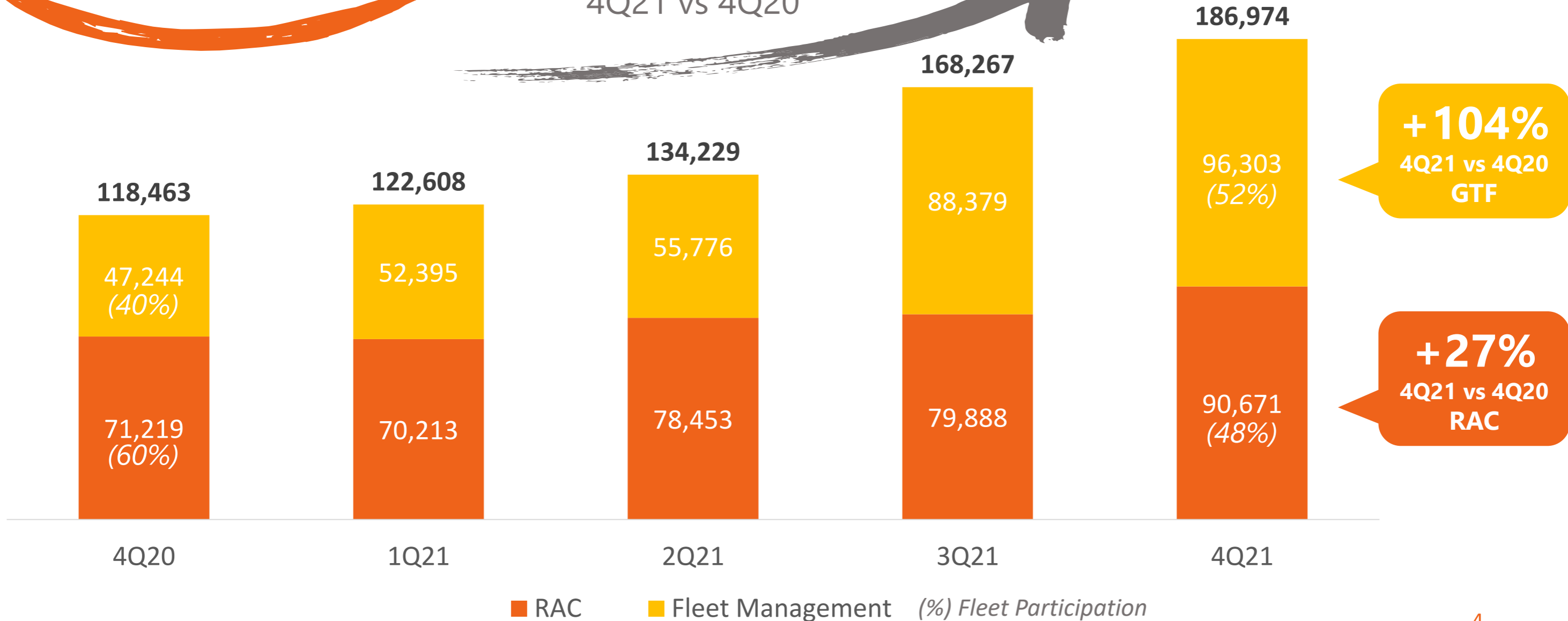
GROWTH STRATEGY WITH VALUE GENERATION



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GROWTH OF
68K CARS
IN ONE YEAR

+58%
4Q21 vs 4Q20



FAST AND EFFECTIVE ADAPTATION CAPACITY

RESULTS REFLECT THE FOCUS ON EXECUTION



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SUBJECTS

Prices Transformation



PRICING EFFICIENCY

Vehicle Supply



RIGHT PURCHASING DECISIONS IN 2021

Demand Trends



POSITIONING IN LINE WITH NEW CUSTOMER HABITS

Sales of Seminovos



YOUNGEST AND MOST DIVERSIFIED FLEET

RESULTS

- Average Daily RAC Ticket of **R\$119** on 4Q21
- Average Monthly Ticket of **R\$1.6 thousand** GTF on 4Q21

- **Strategic partnerships with the OEMs** enabled us to purchase 91K cars
- Signed **contracts with 9** car brands for 2022

- RAC daily volume growing **18%** in 2021
- Growth of 49K cars in 2021 in GTF
- Opening of **13** new RAC stores in 2021
- **Customer experience:** Tablet, Web Checkin, Movidá Cargo

- Average sales ticket of **R\$65K** on 4Q21
- Used car sales **EBITDA Margin** of 22% on the 4Q21
- **8** new stores opened in 2021
- Adaptation of **90%** of the stores to the new model

RATIONAL

- New tariffs make it **possible to invest** on a more premium mix and face the increase in interest rates

- Cars purchased throughout 2021 show **average appreciation of +16%*** (FIPE) over net PP&E

- **Customer focused positioning and innovation** makes it possible to capture the demand of new consumption habits

- **Stores and web site prepared** to a new fleet mix and strong sales volume

*Average FIPE in relation to the weighted residual value of the cars purchased in 2021 by the Company.

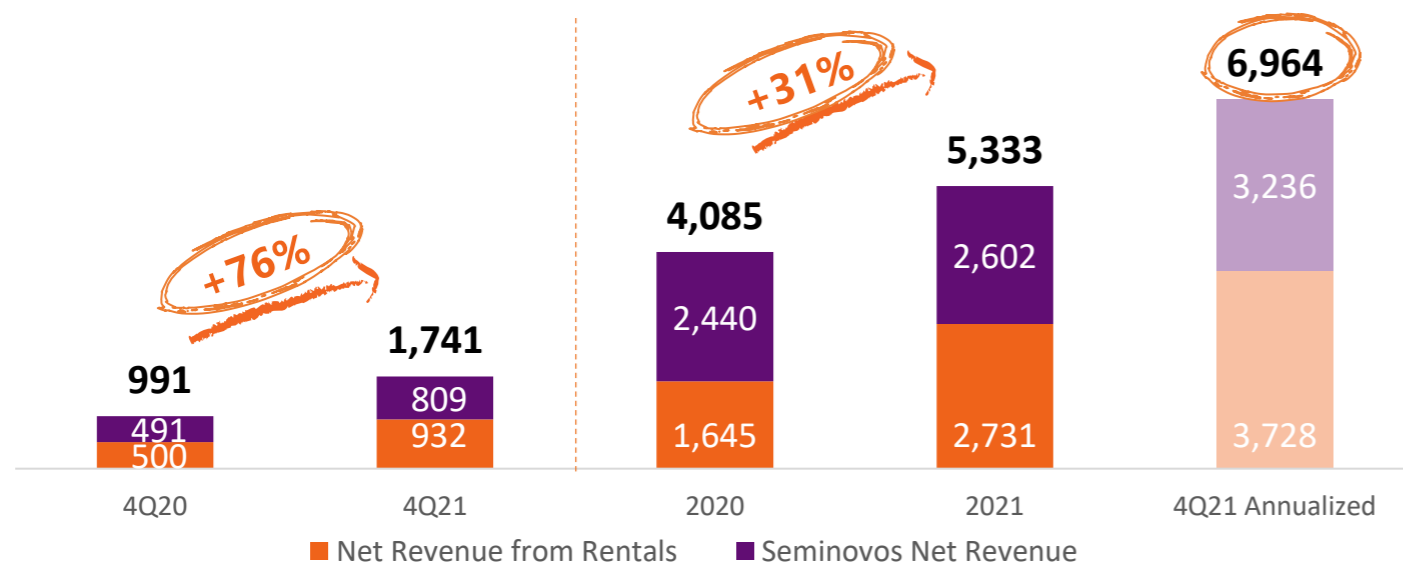
CONSOLIDATED RESULTS

NEW LEVEL OF PROFITABILITY ALLOWS ON GOING EXPANSION

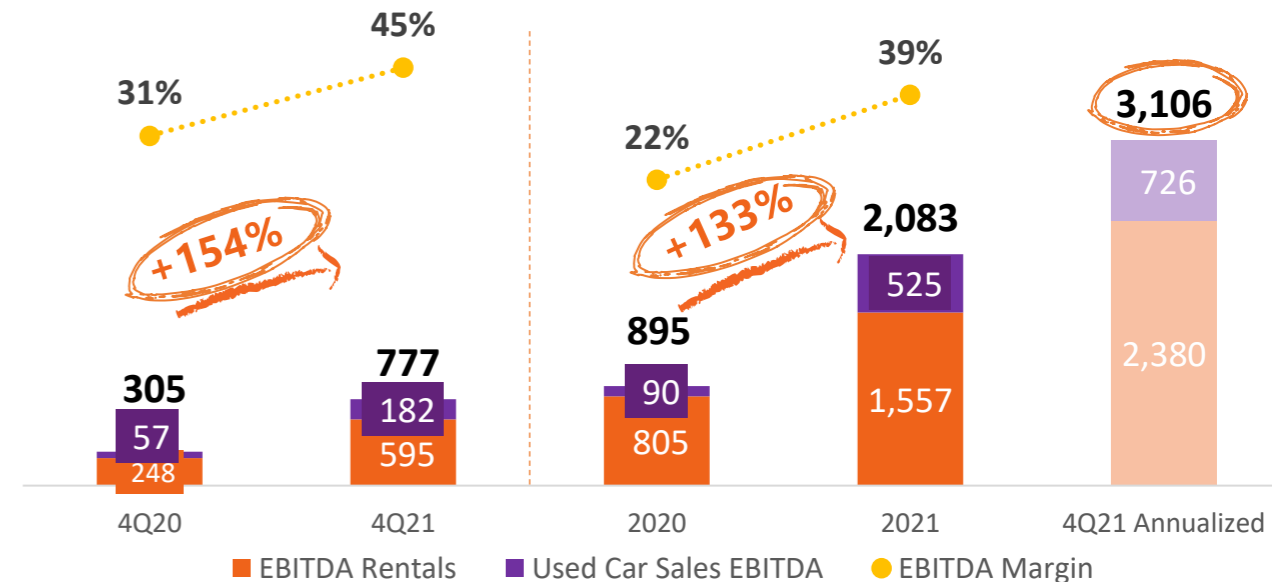


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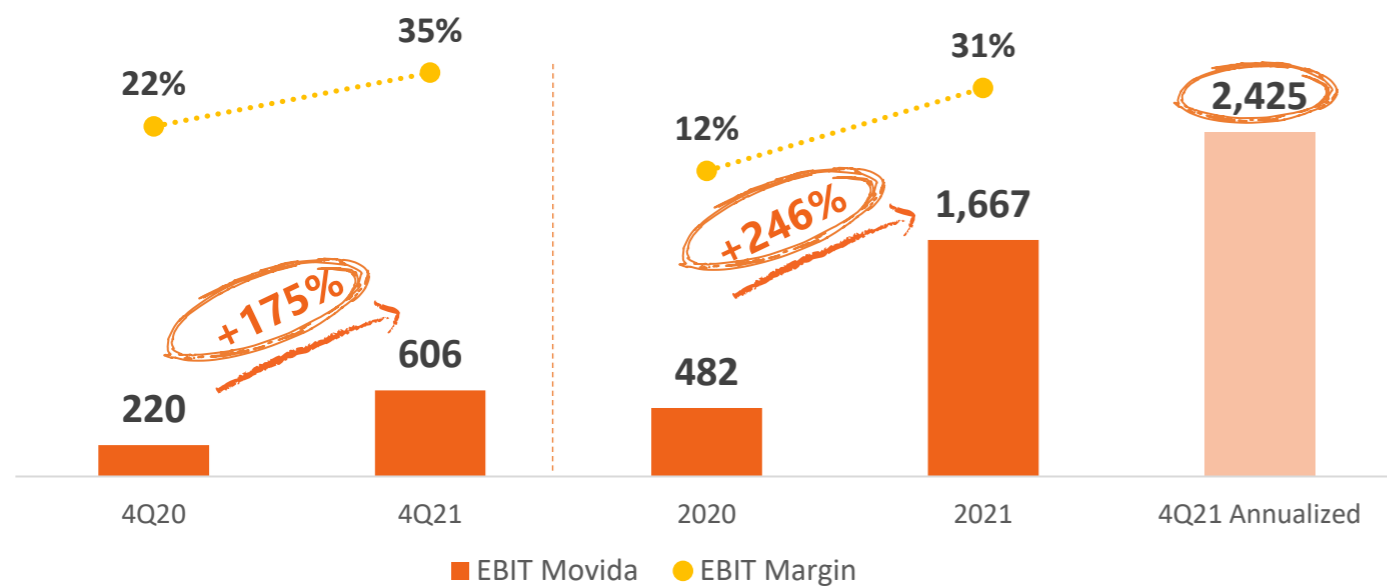
Net Revenue (R\$ million)



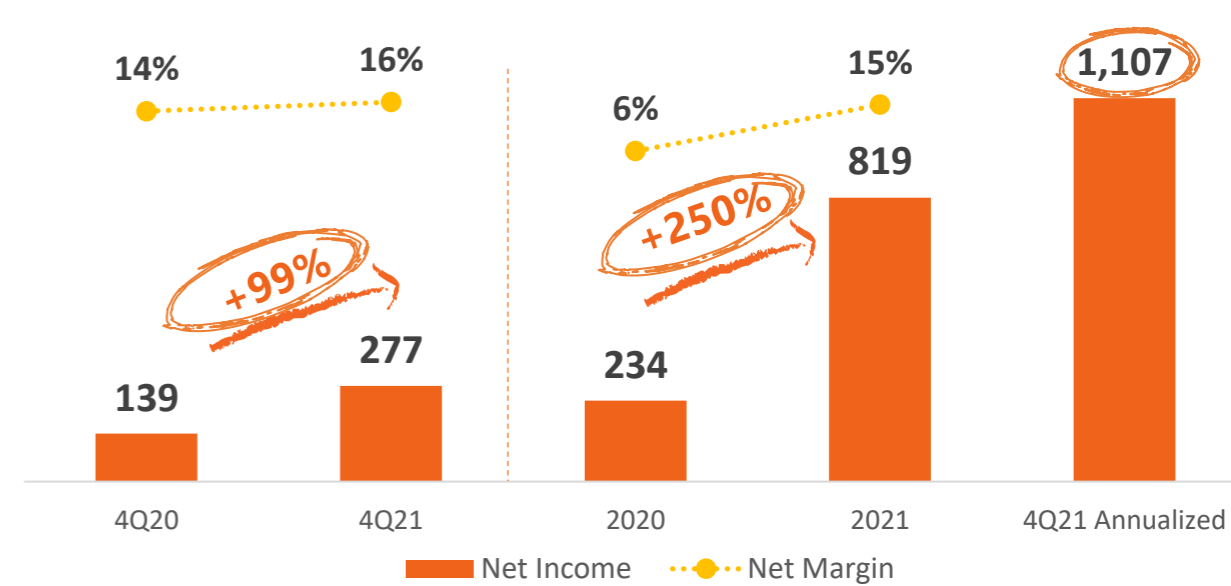
EBITDA (R\$ million)



EBIT (R\$ million)



Net Income (R\$ million)



CONSOLIDATION OF A NEW LEVEL

MARGIN GAINS IN ALL BUSINESSES



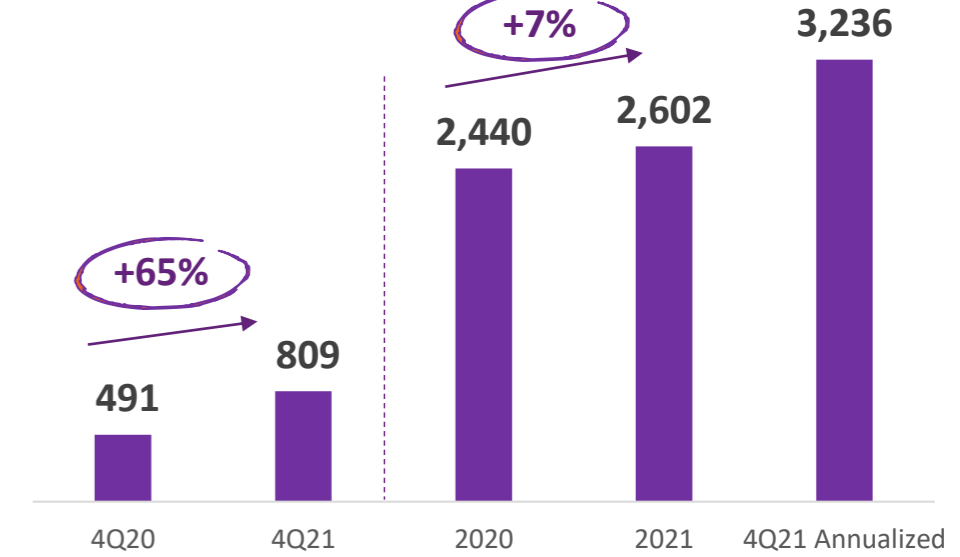
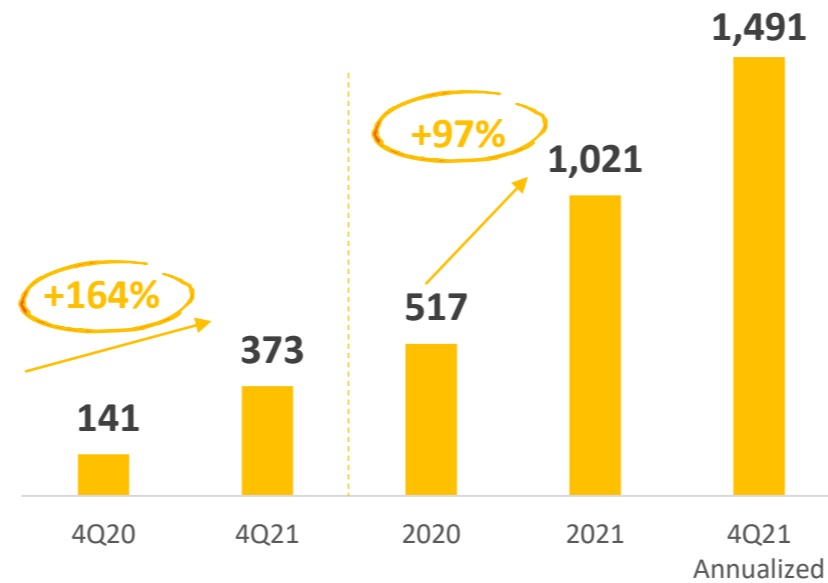
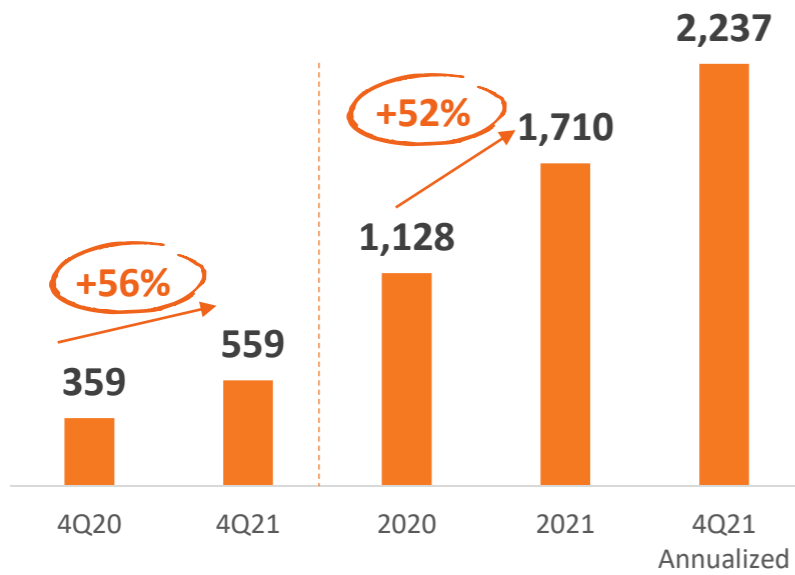
(R\$ million)

RAC

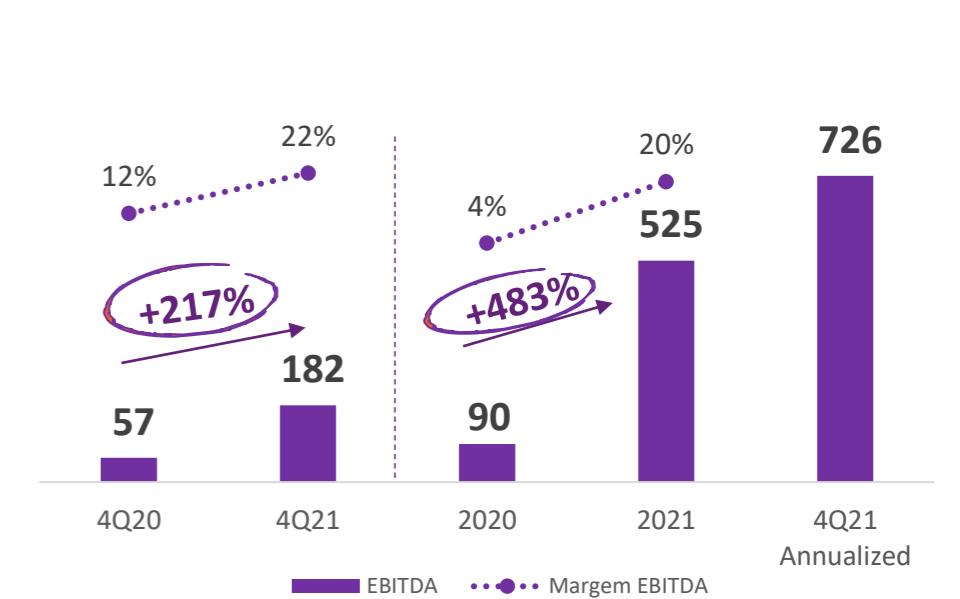
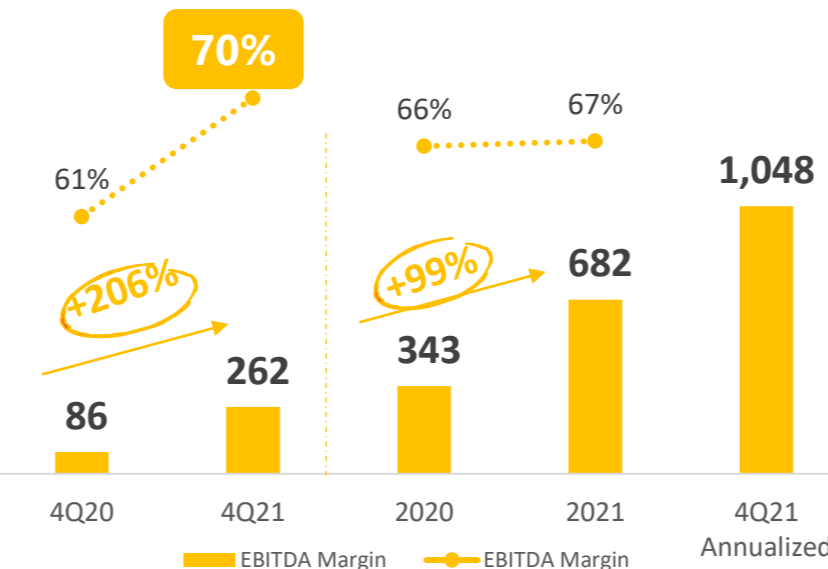
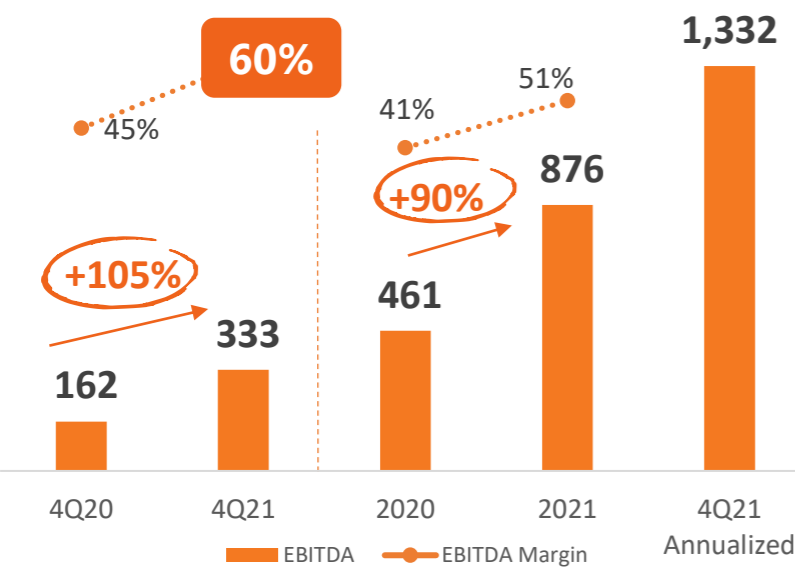
Fleet Management

Used Car Sales

Net Revenue



EBITDA



NEW PROFITABILITY LEVEL IN RENTALS

RESILIENCE AND GROWTH OF RENTAL SERVICES

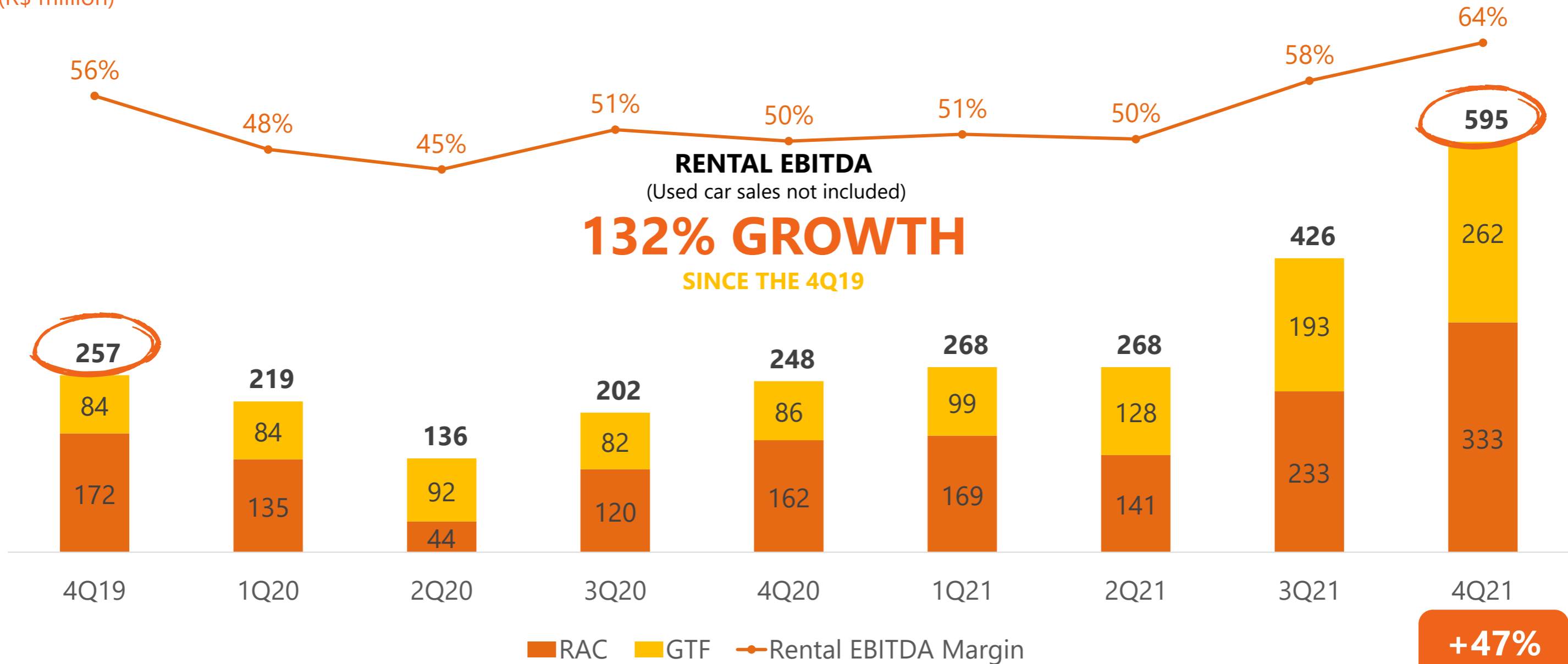
WITH OPERATIONAL RESULT EXPANSION PER CAR



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Rental EBITDA Evolution

(R\$ million)



+47%
4Q21 vs 4Q19

(R\$/unit)

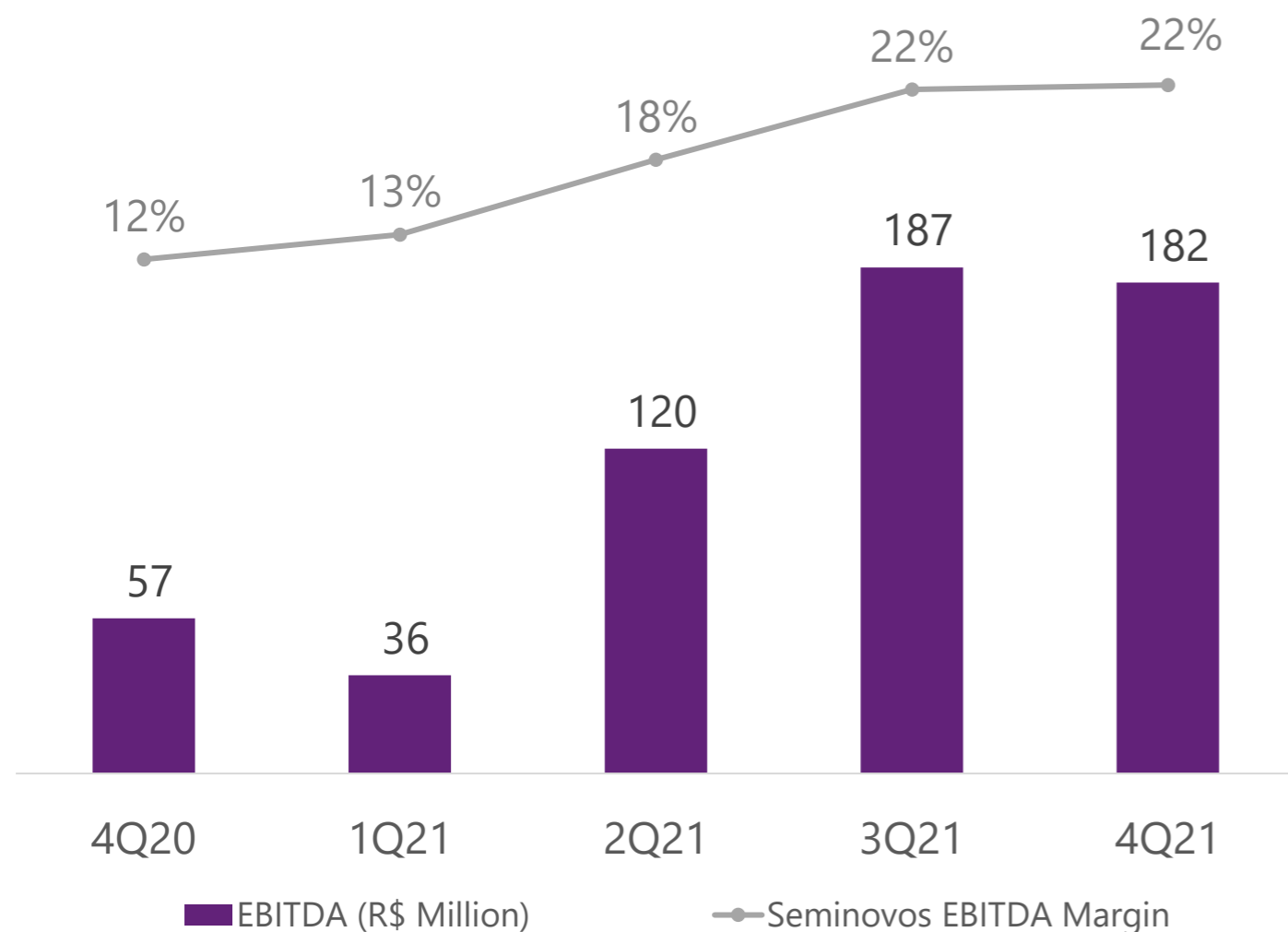
Rental EBITDA/Car (monthly average)	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21
	898	732	540	751	834	816	788	1,049	1,319

RESILIENCE OF THE BUSINESS IN ALL USED CAR SALES SCENARIOS



Used Car Sales Performance

In line with the market's dynamic



Annual Seminovos EBITDA Sensitivity analysis.

Higher volumes and average ticket transformation compensate margins variations

# Sold Cars (Thousand)	EBITDA Margin		
	20%	13%	5%
45	525	328	130
80	938	585	232
120	1	878	348

Sensitivity of increase in cars sold with variation of margins, considering average sales ticket in 4Q21

Note: Table considers constant average ticket versus 4Q21

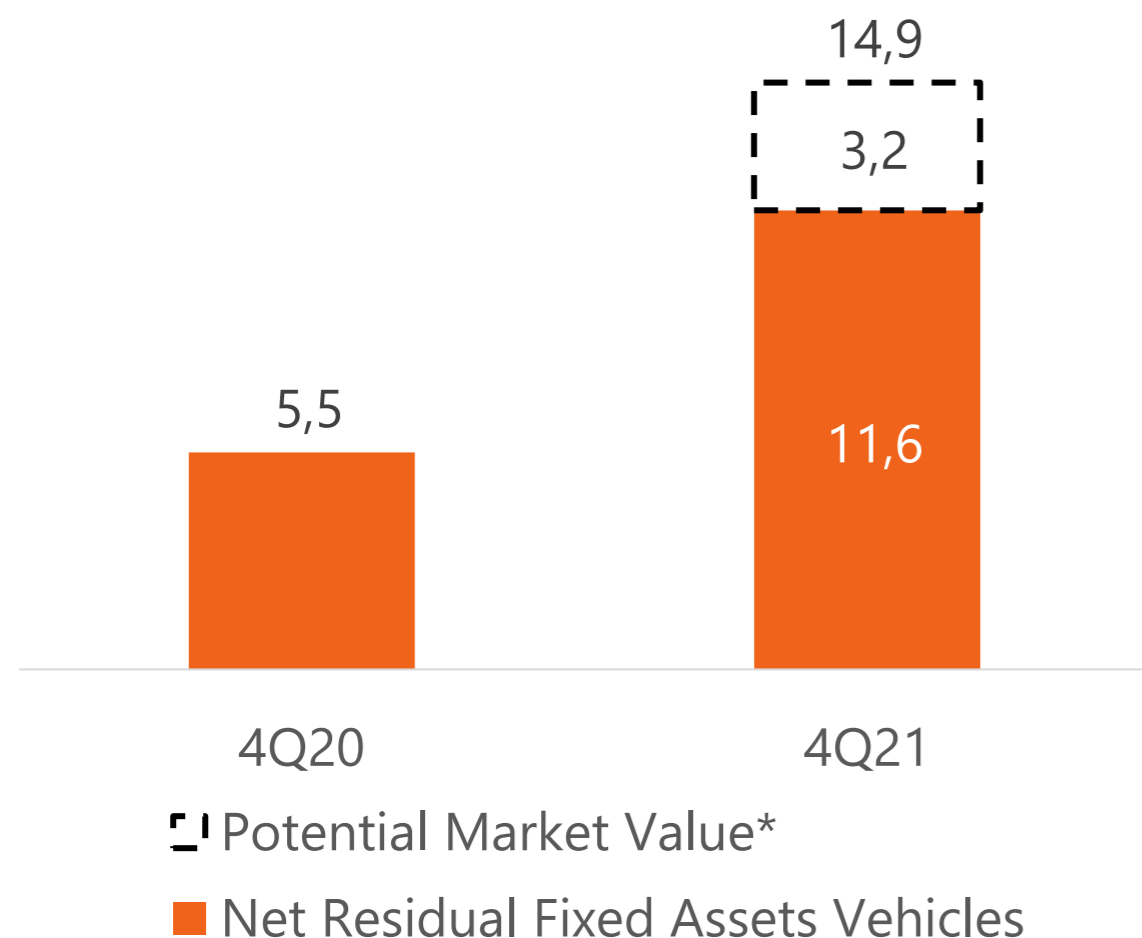
STRUCTURAL CHANGES SUPPORT THE VALUE OF THE ASSET BASE



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The asset base of R\$11.6 billion has a potential gain of R\$3.2 billion if converted to the market value of the FIPE table

Asset Value (R\$ billion)



- i Asset **price** rise is **structural**
- i The valuation **protects the Company** against interest rates increases and **covers 6.7x** the 2021 total net financial expenses
- i The **transformation in RAC tariffs, GTF share and efficiency gains** are already **facing the new average ticket for the purchase** of cars with greater resilience in the result

*Considers the average of the FIPE table weighted by the asset base at the end of 4Q21 (27.9%). Calculated based on residual property, plant and equipment of R\$11.6 billion.

Potential value does not reflect book value of assets

CASH AND DEBT SCHEDULE

SUPPORTING GROWTH FOR THE YEARS AHEAD



(R\$ million)

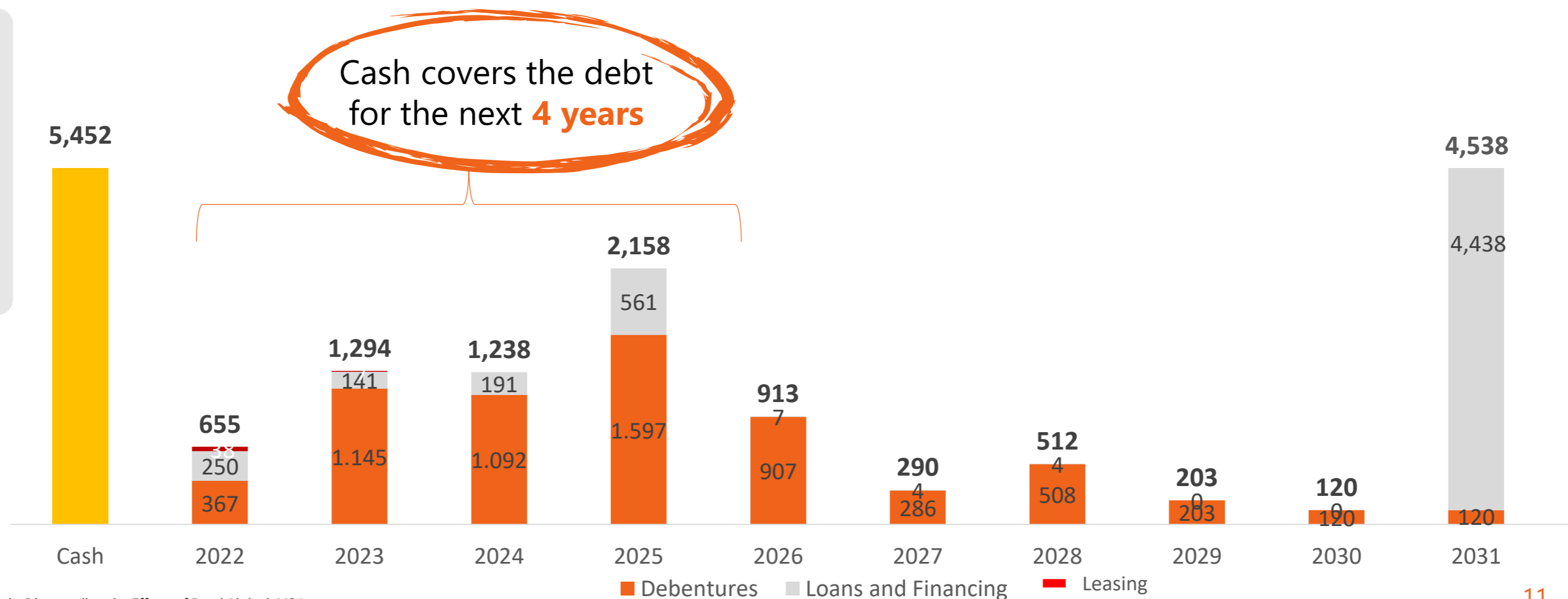
BROAD ACCESS TO THE MARKET IN BRAZIL AND ABROAD HAS ALLOWED TO EXTEND THE AMORTIZATION PROFILE

8.2 years

Average term of net debt on the 4Q21
2.4x longer than the 4Q20 (3.4 years)

	4Q20	3Q21	4Q21
Net Debt	2,606.0	3,727.6	6,586.0
Financial Leverage ²	2.7x	2.9x	2.9x

Debt Amortization Schedule



¹ Net Cash position and Debt Disregarding the Effects of Bond-Linked 4131

² The calculation of the Net Debt/EBITDA LTM indicator considers adjusted EBITDA for the calculation of covenants

MOVIDA COMPLETS 5 YEARS OF A LISTED COMPANY OVERCOMING THE COMMITMENTS



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INDICATOR	2016	2021 PROJECTED on the IPO Business Plan	2021 REAL	VAR. 2021 REAL X IPO PROJECTION
TOTAL FLEET	64 thousand	138 thousand	187 thousand	+52%
RAC'S OCCUPANCY RATE	72%	75%	81%	+6p.p
EBITDA MARGIN	RAC 34% Fleet Management 55% Used car sales -4% Consolidated ~ 15%	RAC 39% Fleet Management 64% Used cars 2% Consolidated ~ 17%	RAC 51% Fleet Management 67% Used car Sales 19% Consolidated ~ 39%	RAC +12p.p GTF +3p.p Used Cars +17p.p Total ~ 22p.p
NET PROFIT	R\$ 32 million	R\$ 512 million	R\$ 819 million	+60%
FLEET MANAGEMENT'S SHARE	24% 15,000 cars	30% 42,000 cars	52% 96,000 cars	+22p.p
FINANCIAL LEVERAGE AND AVERAGE NET DEBT TERM	Financial Leverage 3.4x Average term: 2.2 Years	Financial Leverage: 3.4x Average Term: 2.2 years	Financial Leverage: 2.9x Average Term: 8.2 years	Financial Leverage: -0.5x Average Term: +6.0 Years



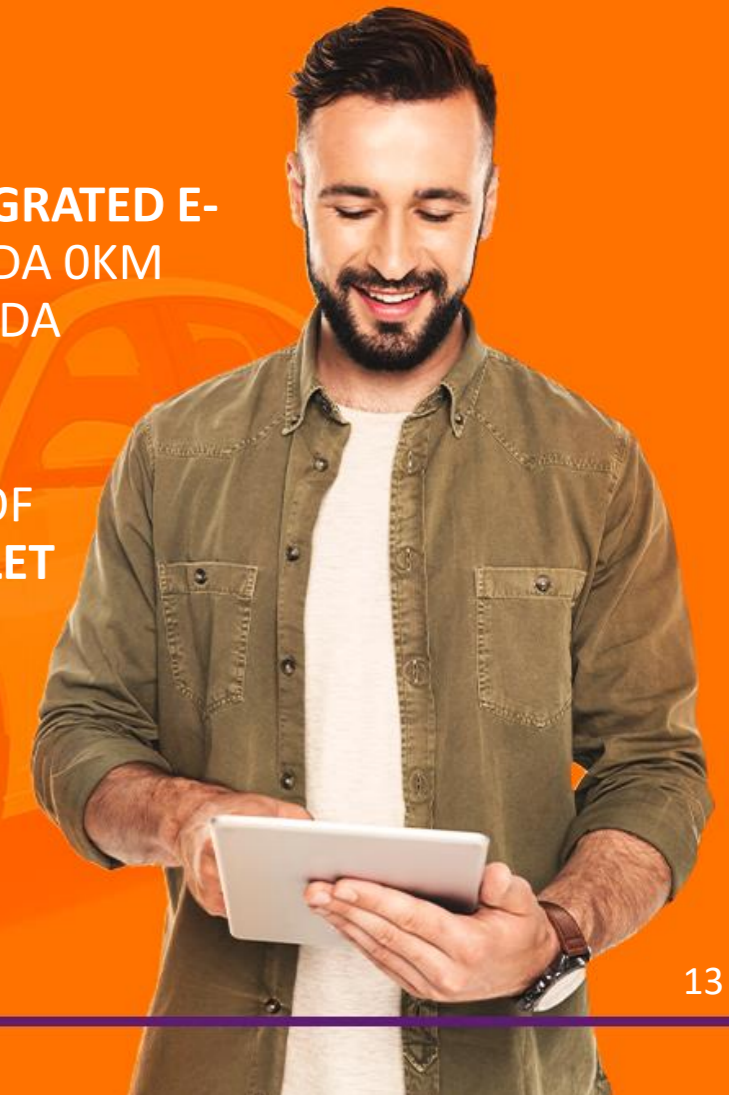
ESG HIGHLIGHTS

- 🌿 COP 26 – THE ONLY CORPORATE ONE OF THE INDUSTRY INVITED TO THE EVENT
- 🌿 1st **SUSTAINABILITY LINKED BOND** ISSUED BY THE **INDUSTRY IN THE WORLD** (U\$\$ MM) AND GREEN DEBENTURES IN BRAZIL (R\$350 MM);
- 🌿 RATING MSCI (ESG RATING) – **UPGRADE FROM A to AA**
- 🌿 **RENEWAL OF ISE B3 STAMP** – EVEN MORE SELECT THIS YEAR
- 🌿 **BIGGEST FLEET OF ELETRIC CARS IN BRAZIL – 630 CARS**



INNOVATION

- 🕒 **WEB CHECK IN – AGILITY THROUGHOUT THE STORE PROCESS**
- 🕒 **1st OF THE INDUSTRY TO ACCEPT “PIX” AND SEM PARAR SERVICE**
- 🕒 **LAUNCH OF 100% INTEGRATED E-COMMERCE FOR MOVIDA OKM AND SEMINOVOS MOVIDA**
- 🕒 **OPEN AND CLOSING OF CONTRACTS VIA TABLET**
- 🕒 **MOVIDA CARGO – PIONEER ON SERVING THE DELIVERY AND E-COMMERCE**



FOCUS ON THE CUSTOMER AND THE TRANSFORMATION OF CONSUMPTION HABITS FORM THE BASE OF GROWTH WITH SUSTAINABILITY AND PROFITABILITY



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PILLARS OF TRANSFORMATION

2021 DELIVERS

ACTIONS FOR 2022

Client satisfaction

Classified as “great” on the “Reclame aqui”

Continuous NPS improvement and individual revenue share

Stores expansion

Opening of 13 RAC stores and 8 Used car sales in 2021

Increase Capilarity – potential to enter 43 regional capitals*
(IBGE definition - area of influence over 100,000 inhabitants)

Strategic alliances with the OEM’s

Purchase of 91 Thousand cars in 2021 with the average ticket of R\$78 Thousand

Agreements for 2022 already signed with 9 brands

Increased revenue predictability

Share of GTF growth from 40% to 52% 4Q20 x 4Q21

Increase share in long term products – CS Frotas and ZeroKM

Profitability growth

Consolidated EBITDA margin of 31% on the 4Q20 to 45% on 4Q21

Dilute costs and expenses through new scale and constant discipline

Pricing transformation

R\$84 tariff on the 4Q20 to R\$119 on RAC

Continuing Yield Management strategy

Strong capital structure

Average term of net debt of 8 years, high liquidity and access to the local and external market

Keep the net debt/EBITDA stable

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THANK
YOU!

 **SIMPAR**
A GROUP COMPANY

Índice Brasil **IBRX** Índice Small Cap **SMLL** **ISEB3**

Índice de Consumo **ICON** Índice de Governança Corporativa Novo Mercado **IGC-NM**

MOVI
B3 LISTED NM

Índice Brasil Amplo BM&FBOVESPA **IBRA**

Índice de Governança Corporativa Trade **IGCT**

Índice de Ações com Tag Along Diferenciado **ITAG**

ICO2 B3