



mov(ida

»» 2Q24

Earnings Release

This material has been prepared by MOVIDA and may contain forward-looking statements regarding future events or results. Such information reflects the beliefs and assumptions of the Company's management and is based on currently available information. Forward-looking statements are subject to, among other things, market conditions, government regulations, industry performance and the Brazilian economy. Operating data may affect MOVIDA's future performance and may lead to results that are materially different from those expressed in such forward-looking statements.

This presentation is summarized and does not purport to be complete. The Company's shareholders and potential investors must read this presentation in conjunction with the Quarterly Information.

Net profit and ROIC combined with new operating level show beginning of a cycle of value creation for shareholders

Net Revenue

Consolidated

All time high!

R\$ 3,436 bn

Rental

R\$ 1,608 bn  +30.3%

EBITDA

Consolidated

All time high!

R\$ 1,149 bn

Rental

R\$ 1,125 bn  +41.8%

EBIT

Variations 2Q24 vs 2Q23

Consolidated

All time high!

R\$ 654 mn

Rental

R\$ 648 mn  +53.8%

¹EBIT adjusted for the negative impact of R\$27 million from the effects of the climate disaster in Rio Grande do Sul

Fleet

Total

246 k

Operating (Average)

213 k  +14.0%

Adjusted Net Profit²

R\$ 80 mn²

 +R\$96 mn

Net Profit

R\$ 43 mm

 +R\$60 mm

Annualized ROIC

11.7%

 +3.7 p.p

VS. 2023

²Net income adjusted by: a) In 2Q24, excluding the negative after-tax effects of: i) R\$20 million from the impact of the climate disaster in Rio Grande do Sul; ii) R\$15 million after the expiration of the swap contracts related to the foreign bond operation, which will be recognized in the results on a monthly basis until the expiration of the bond contract. The cash effect of this operation took place in Nov/23, and the recognition in the income statement of this amount, recorded in "other comprehensive income" in shareholders' equity, is included in financial expenses; iii) R\$ 3 million from the prepayment and repurchase of debt securities; and b) in 2Q23, it excludes the negative net effect of the bond repurchase operations on the financial expenses of the period (R\$ 2 million after tax).

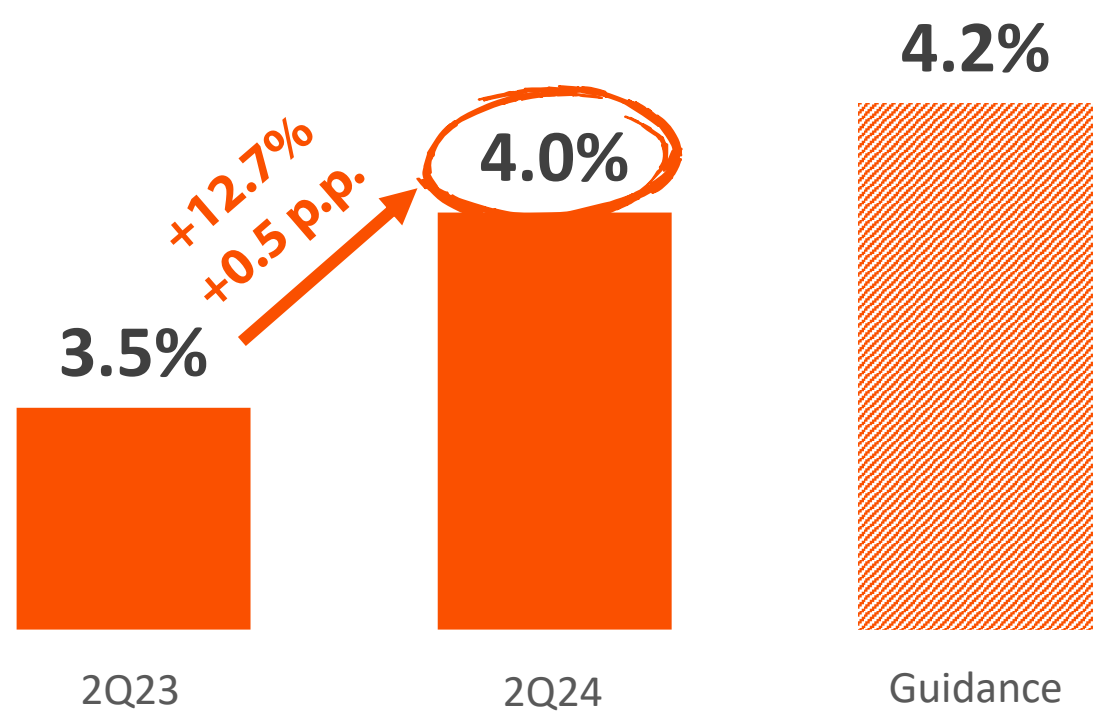


RAC : Beginning of the repricing of the average daily rates and yield ¹



The continued evolution of the “short term (daily)” rate and the “medium term (monthly)” rate create **higher average** daily rates with an immediate impact on profitability

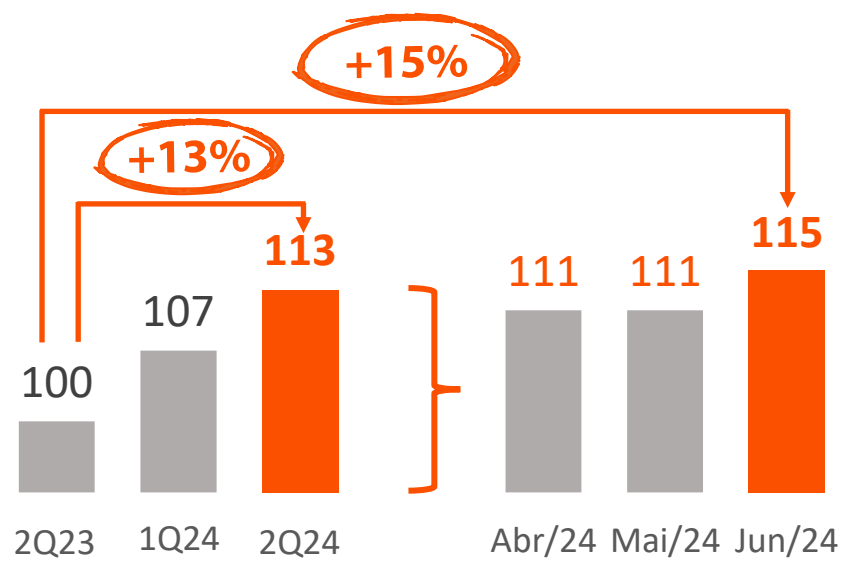
Yield (% p.m.)



Participation in the daily volume	2Q23	2Q24	% Var 2Q23 2Q24
Short Term (Daily)	38%	35%	- 3 p.p.
Long Term (Monthly)	62%	65%	+ 3 p.p.

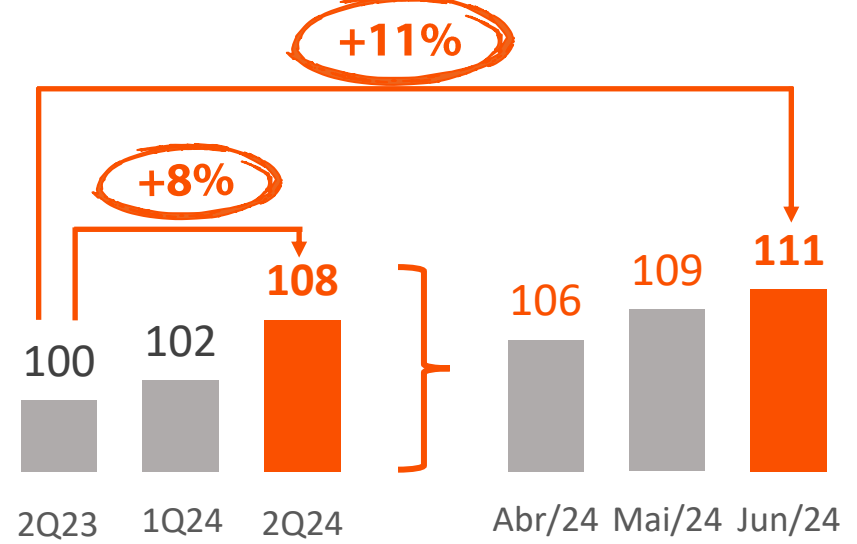
Average price per day (index base hundred)

Short term (Daily)

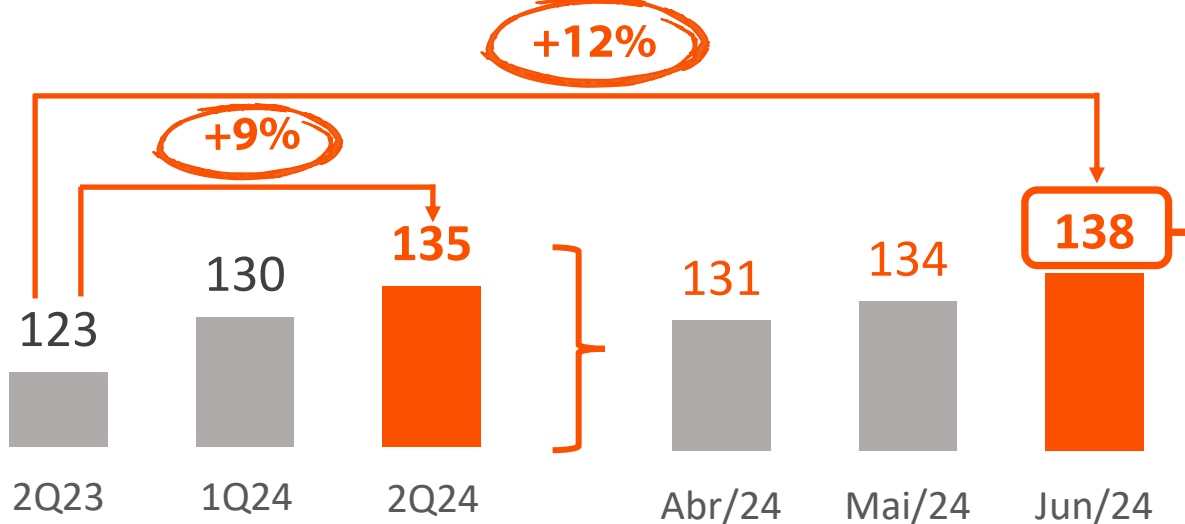


Long term (Monthly)

(contracts of up to 1 year generated in stores)



Consolidated (in R\$)



New price level will impact the results of coming quarters

¹ Indicators consider the average acquisition ticket of the average operating fleet. NOTE: Guidance for 2024 disclosed by the Company via Material Fact of 04/12/2024.

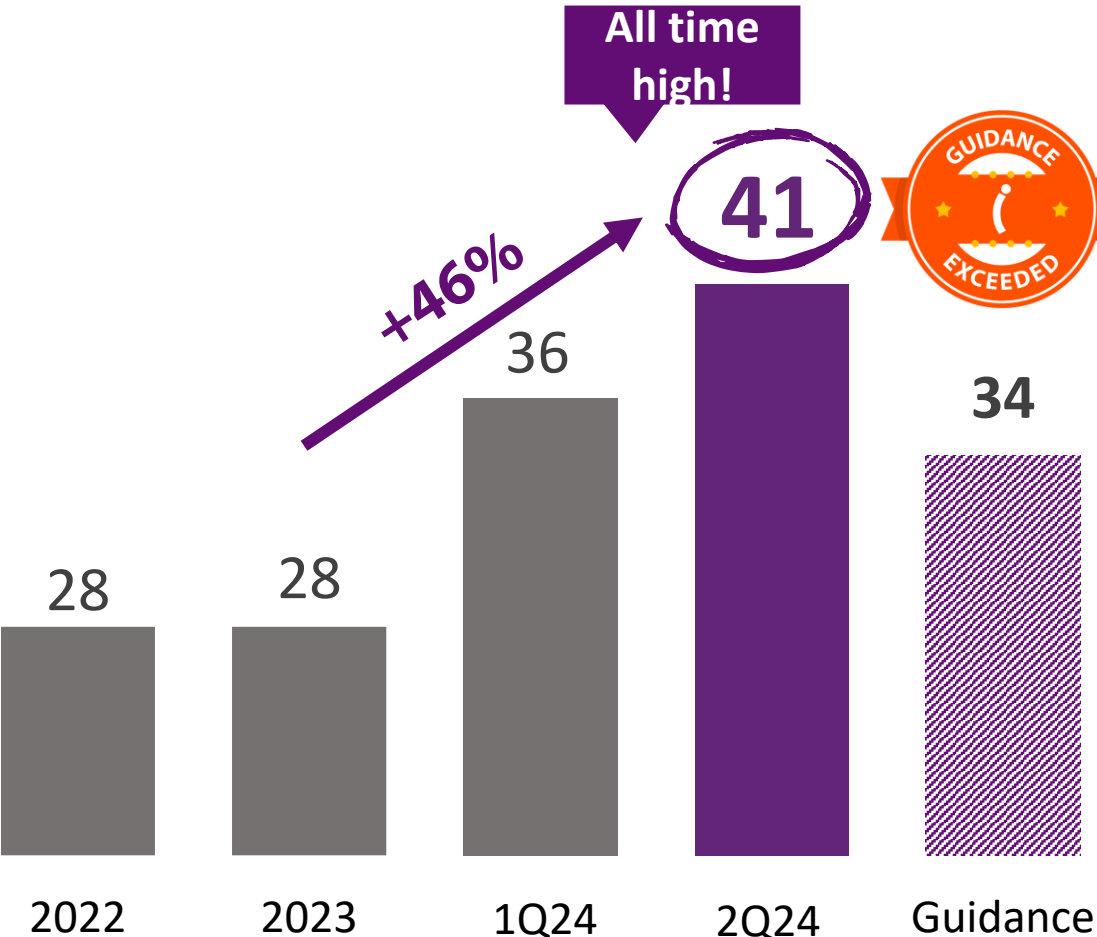


Productivity gain in Used Cars Sales at levels above the annual guidance



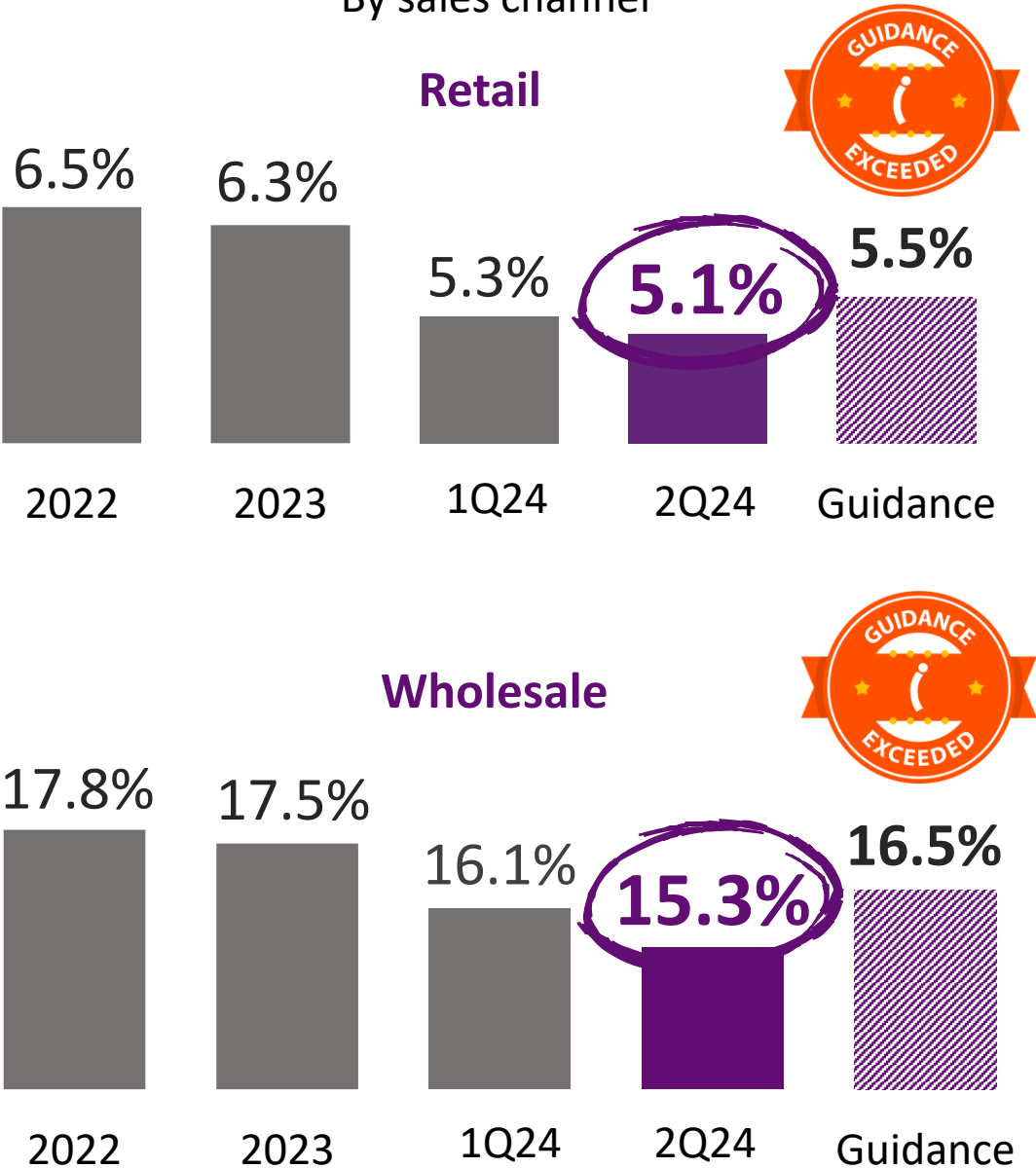
Greater productivity per store and dilution of fixed costs

Retail sales by store (monthly)



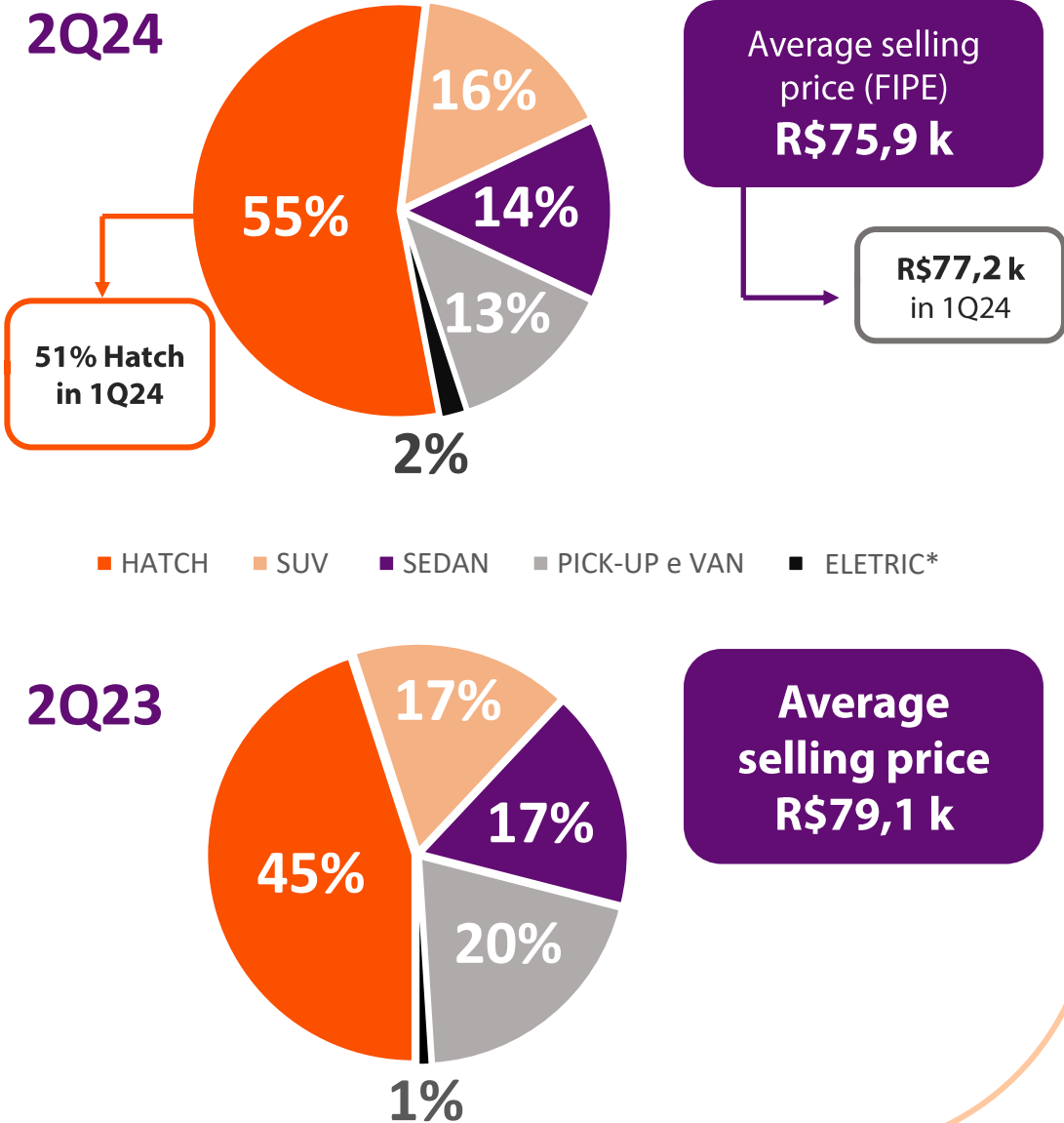
Improvement in the pricing and distribution model

FIPE Discount By sales channel



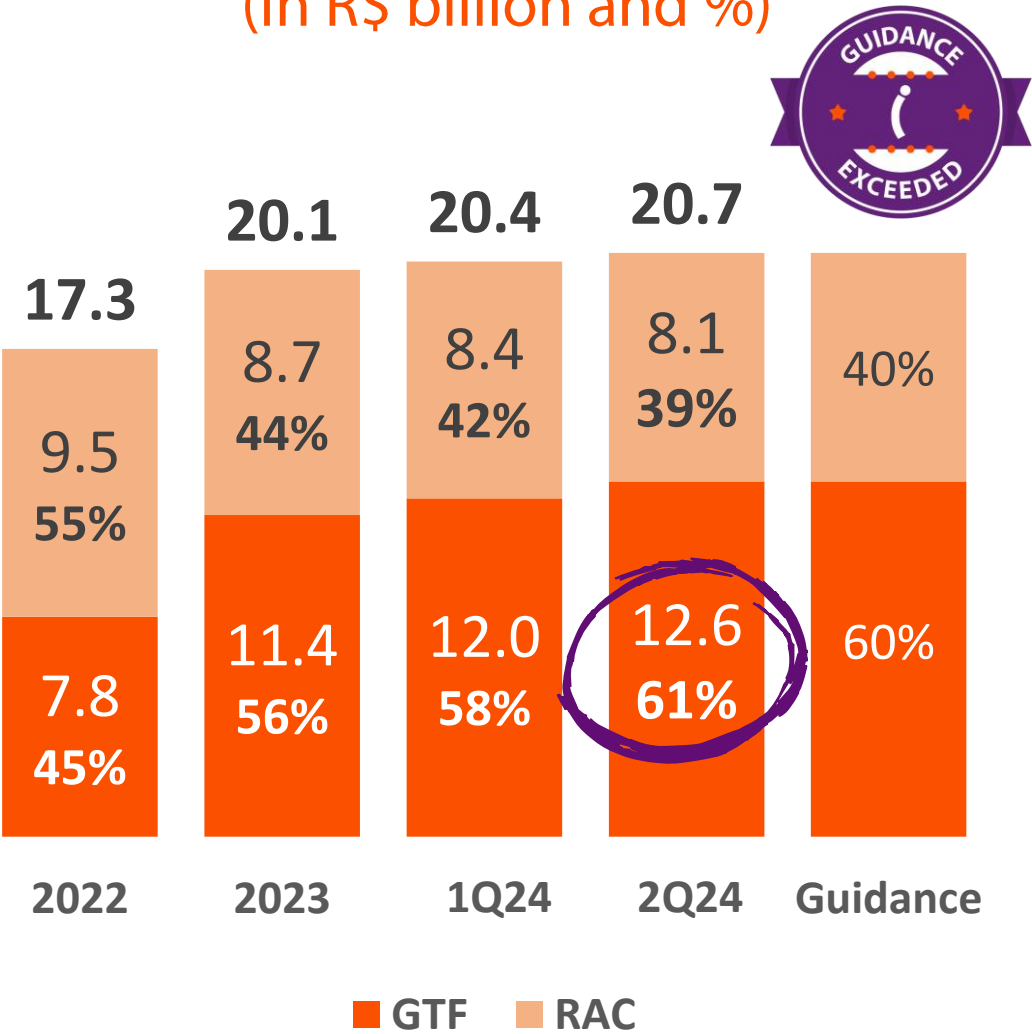
Greater liquidity in the car profile

Inventory profile (Inventory's percentage by category)

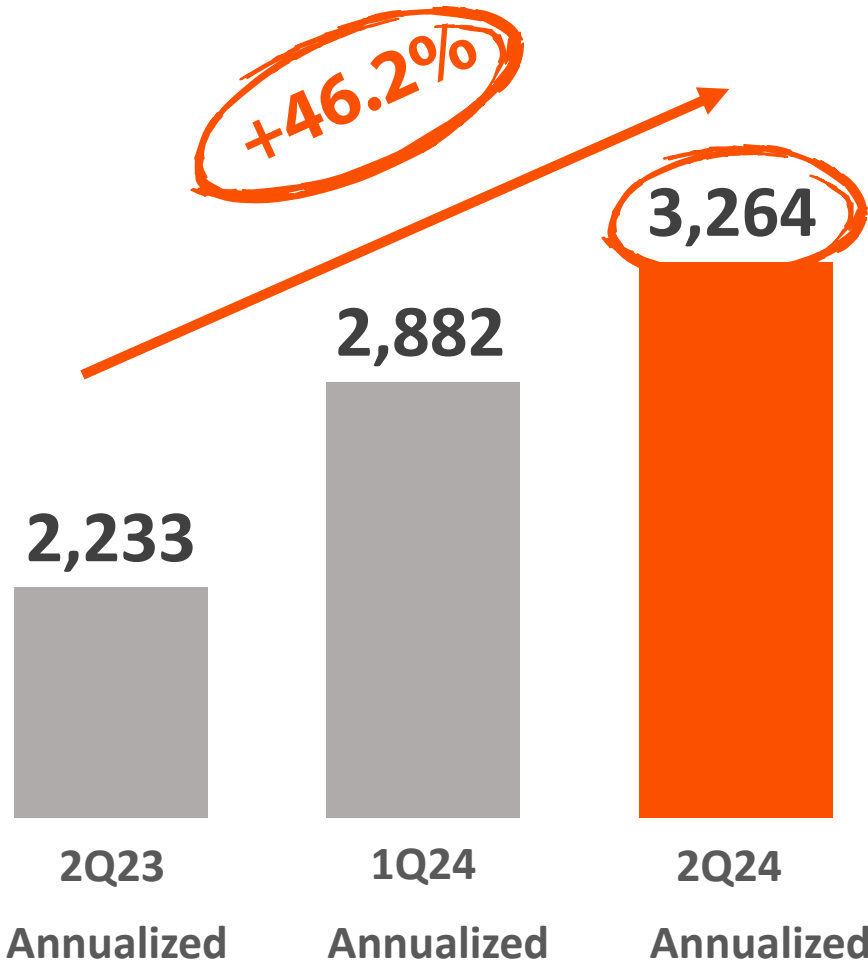


* We have 249 electric cars in stock and 49 electric cars in the company's operational fleet. NOTE: Guidance for 2024 disclosed by the Company via Material Fact of 04/12/2024.

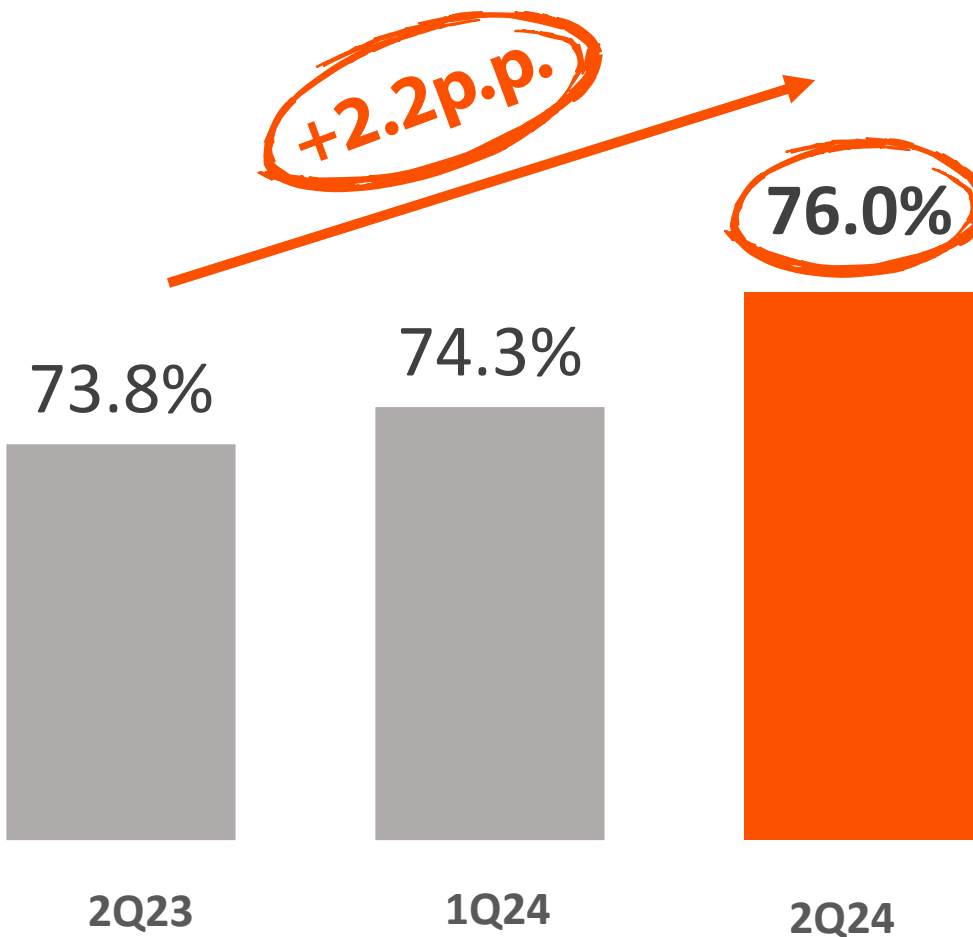
Gross fixed assets¹
(In R\$ billion and %)



Annualized net rental revenue from GTF
(R\$ million)



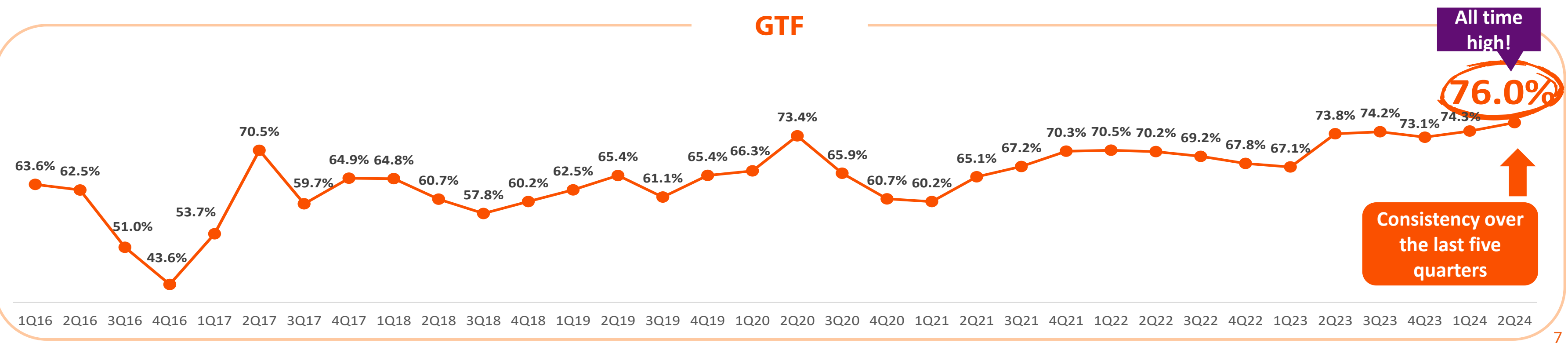
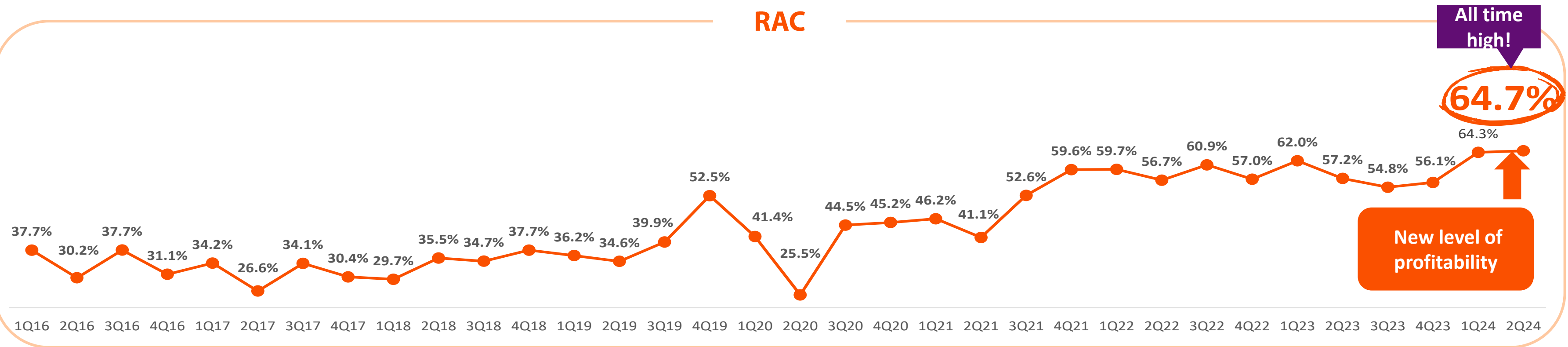
EBITDA Margin
(%)



Greater proportion of GTF in capital allocation drives returns with greater stability and predictability of results and cash generation

¹Does not include Portugal. NOTE: Guidance for 2024 disclosed by the Company in a Material Fact dated April 12, 2024.

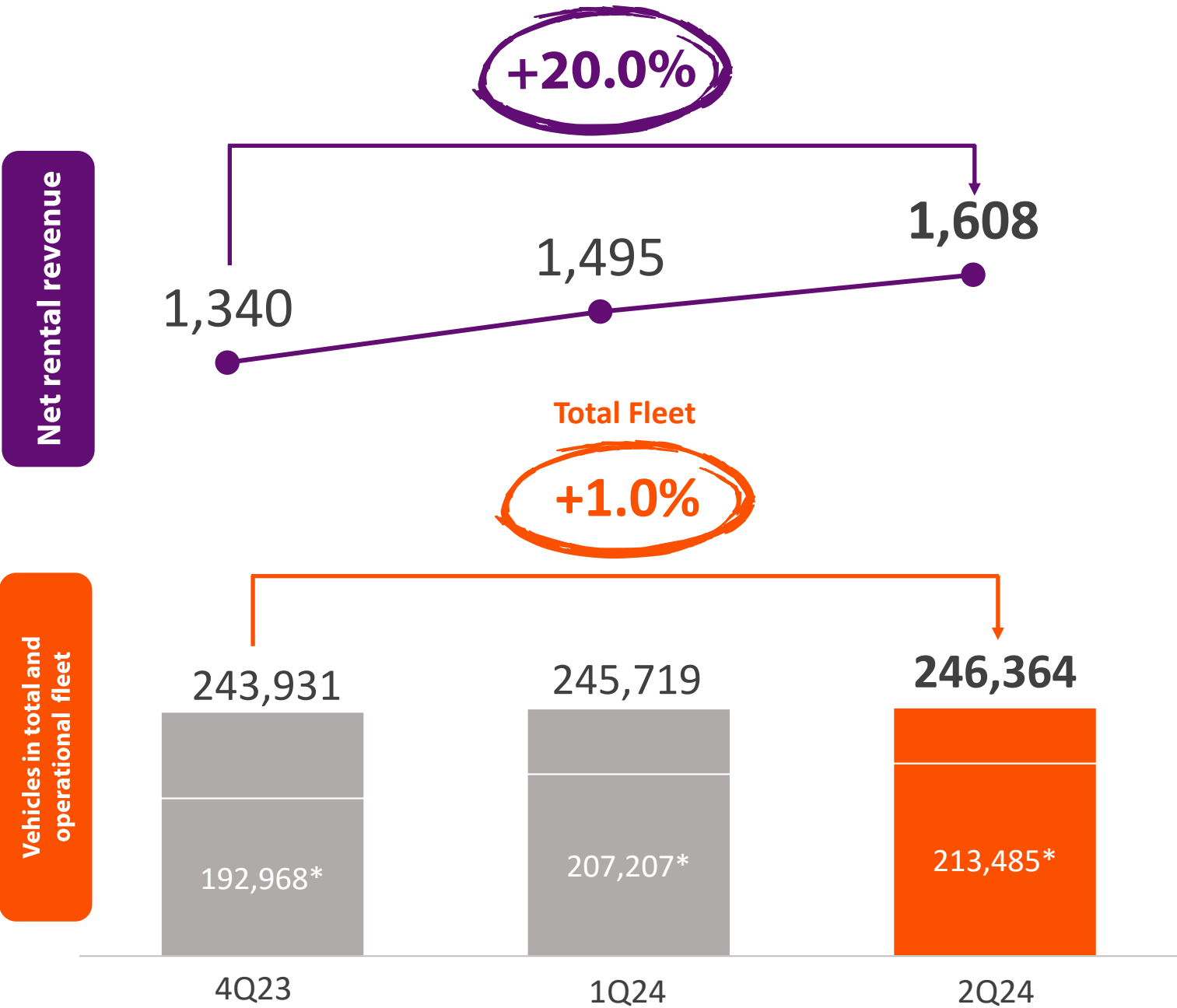
EBITDA Margin evolution



Revenue growth with stable fleet shows efficiency and productivity gains

Consolidated

(Net rental revenue R\$ million and final period total fleet)

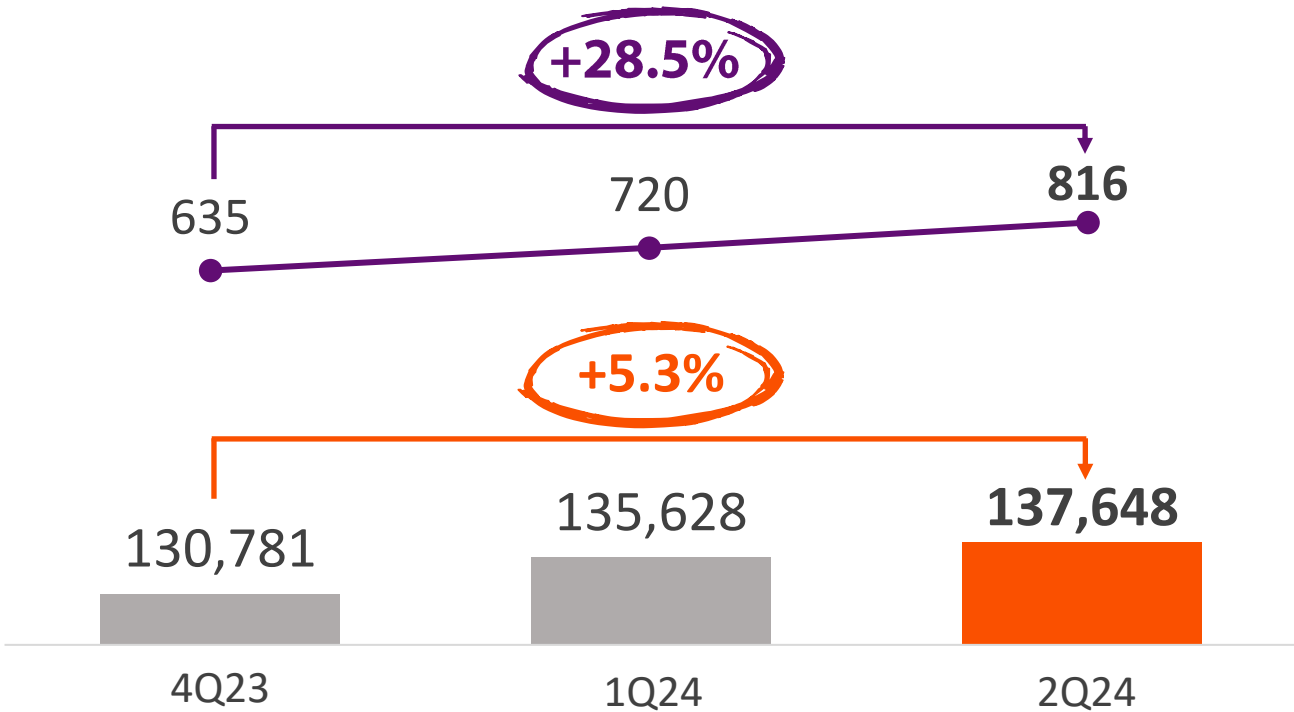


Net rental revenue

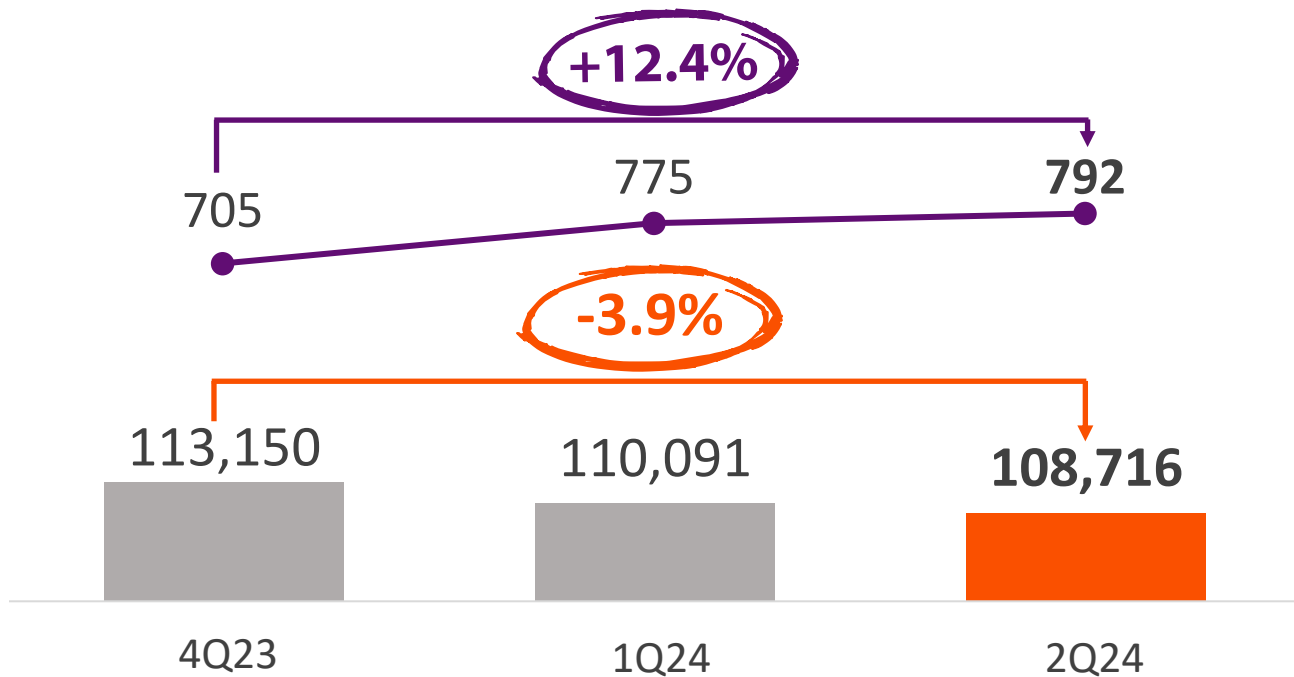
Vehicles in total and operational fleet

*Average operating fleet

GTF



RAC

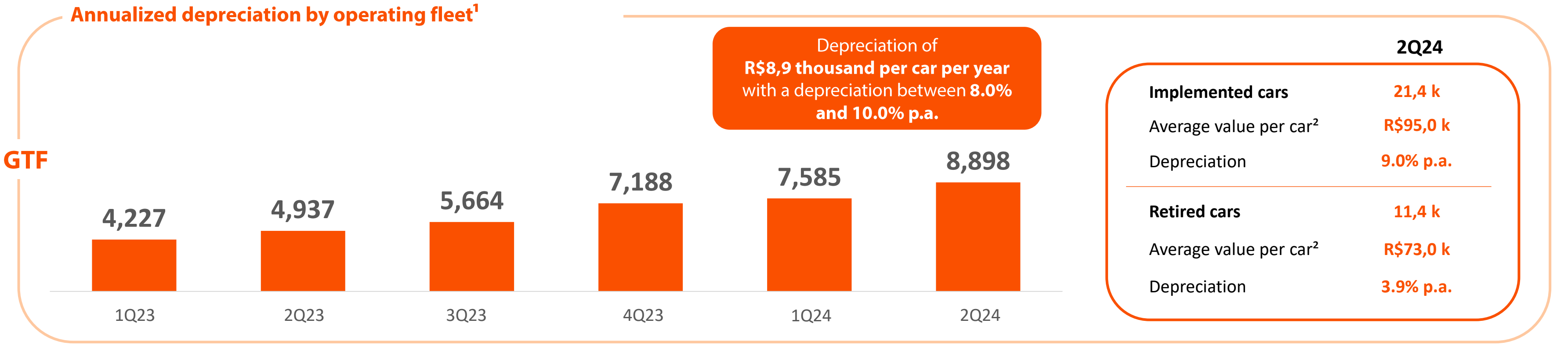
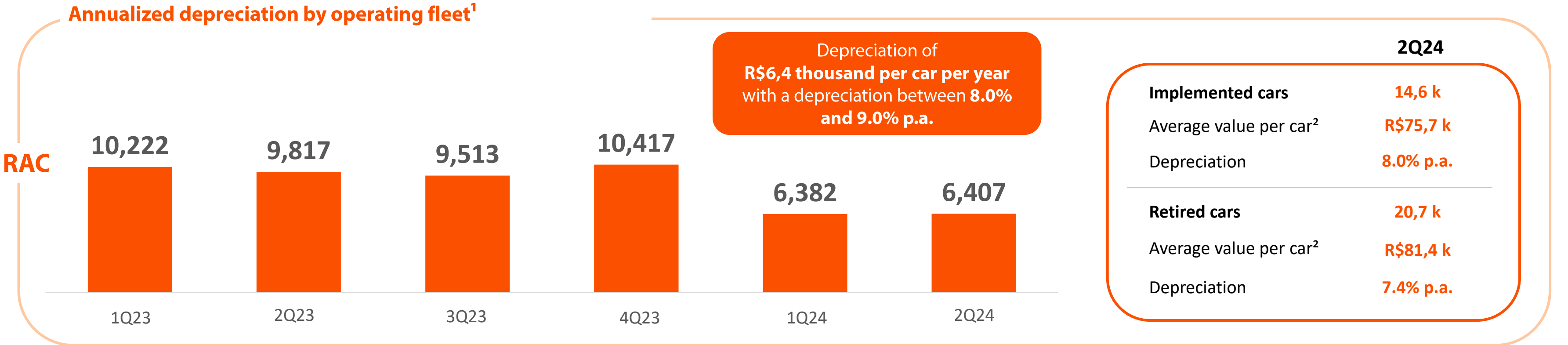


NOTE: Includes Portugal's operating fleet.

Depreciation

RAC: Decrease in RAC depreciation per car due to improved fleet mix

GTF: stabilized GTF depreciation rate on new cars reflecting contract renewals.



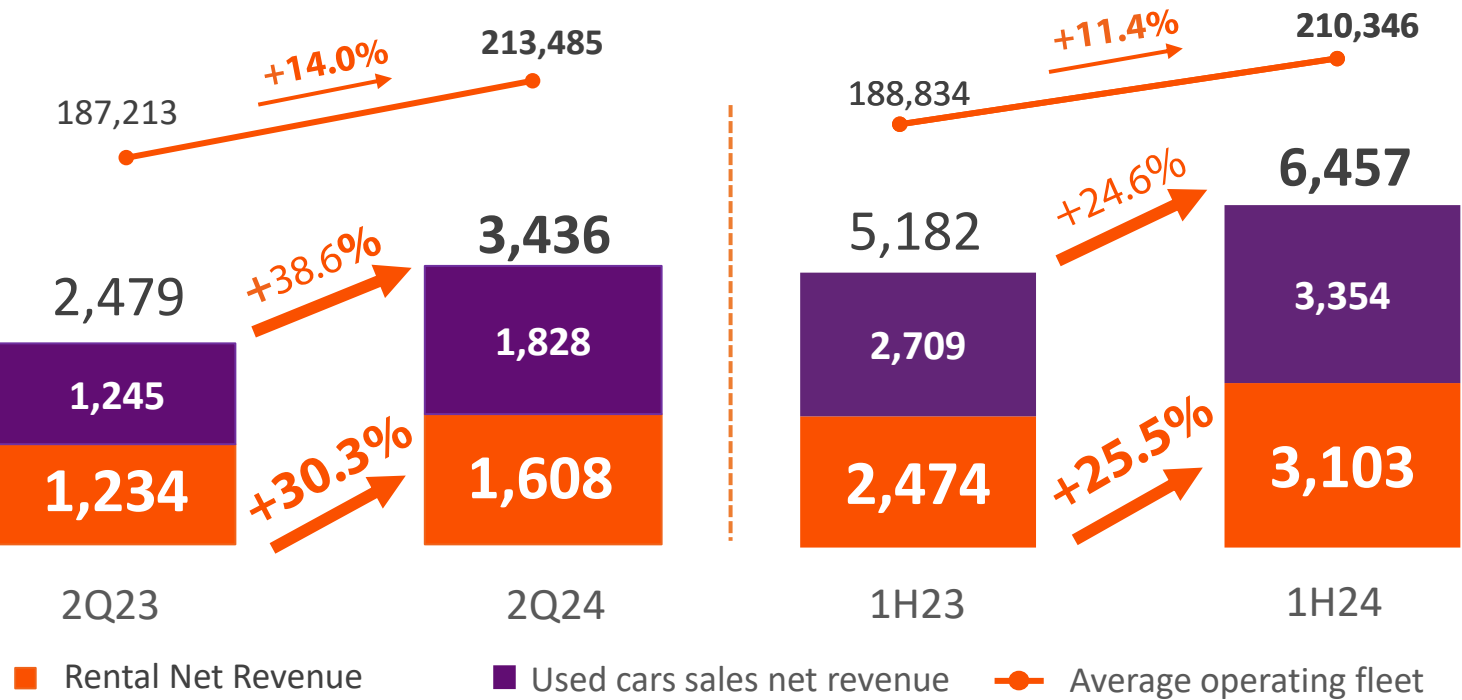
¹Depreciation per operating fleet = fleet depreciation for the quarter * 4 / average operating fleet. Includes gross fixed assets. .

Consolidated results

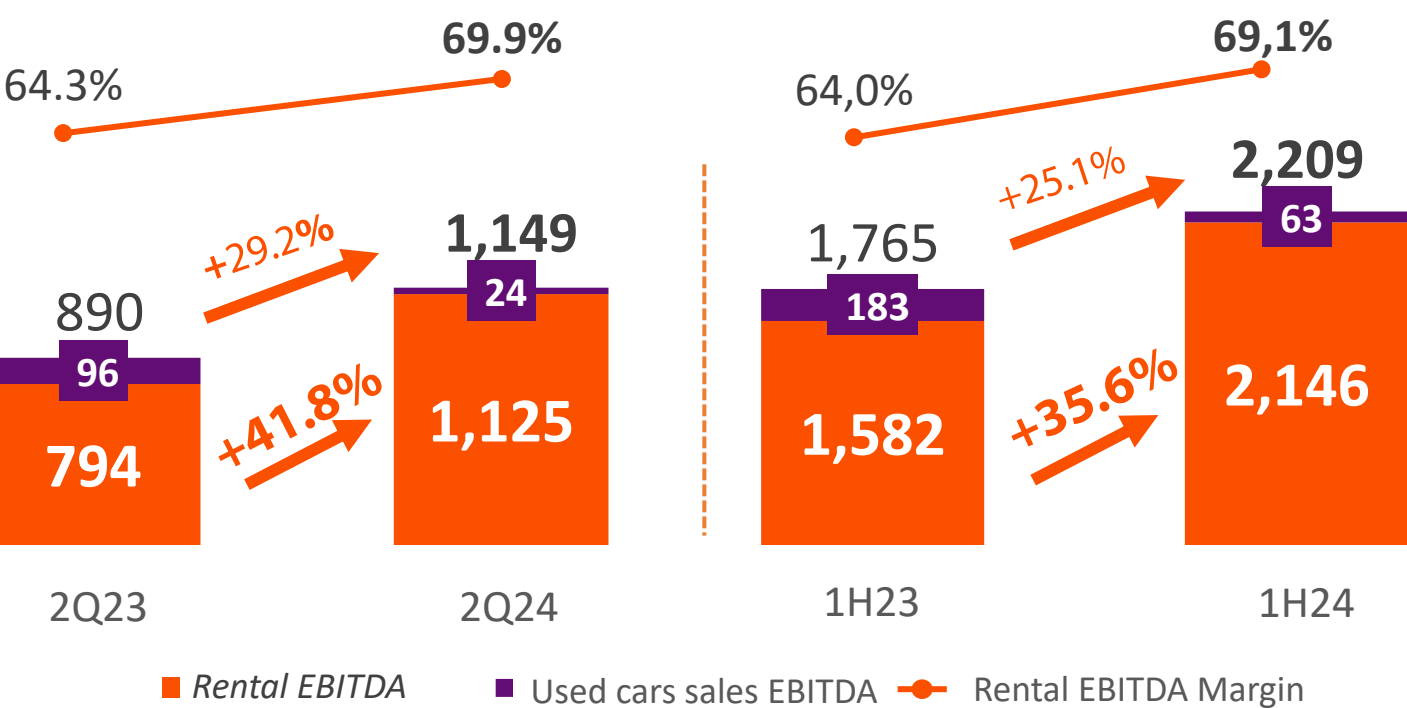
Revenue, EBITDA and EBIT growing faster than fleet representing a significant improvement in profitability and return



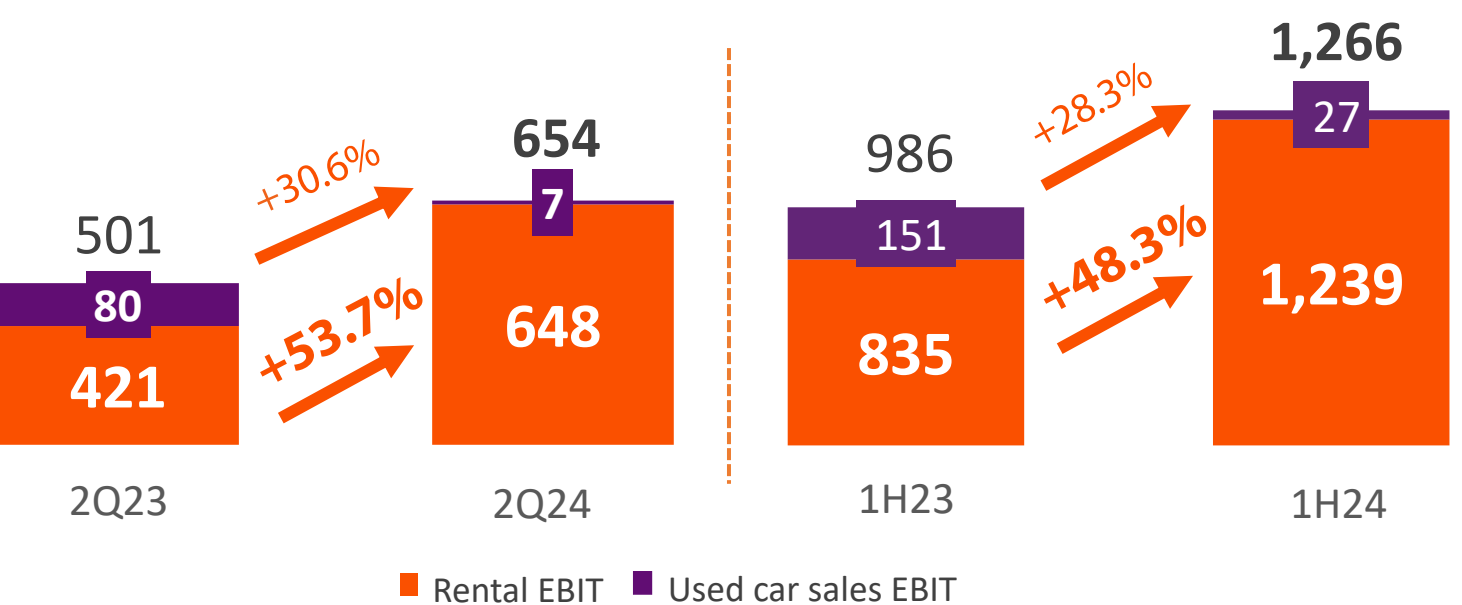
Net Revenue (R\$ million)



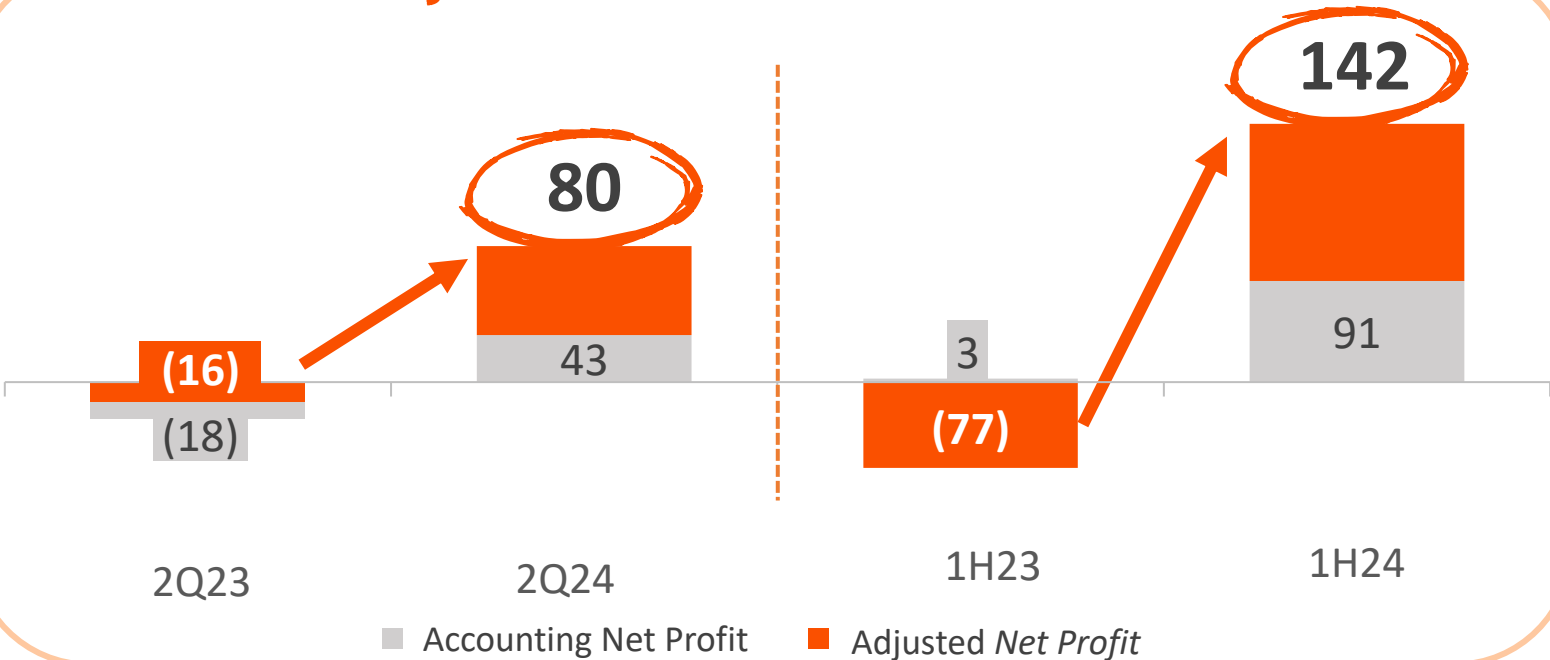
EBITDA (R\$ million) and EBITDA Margin (%)



EBIT (R\$ million)¹



Adjusted Net Profit (R\$ million)²



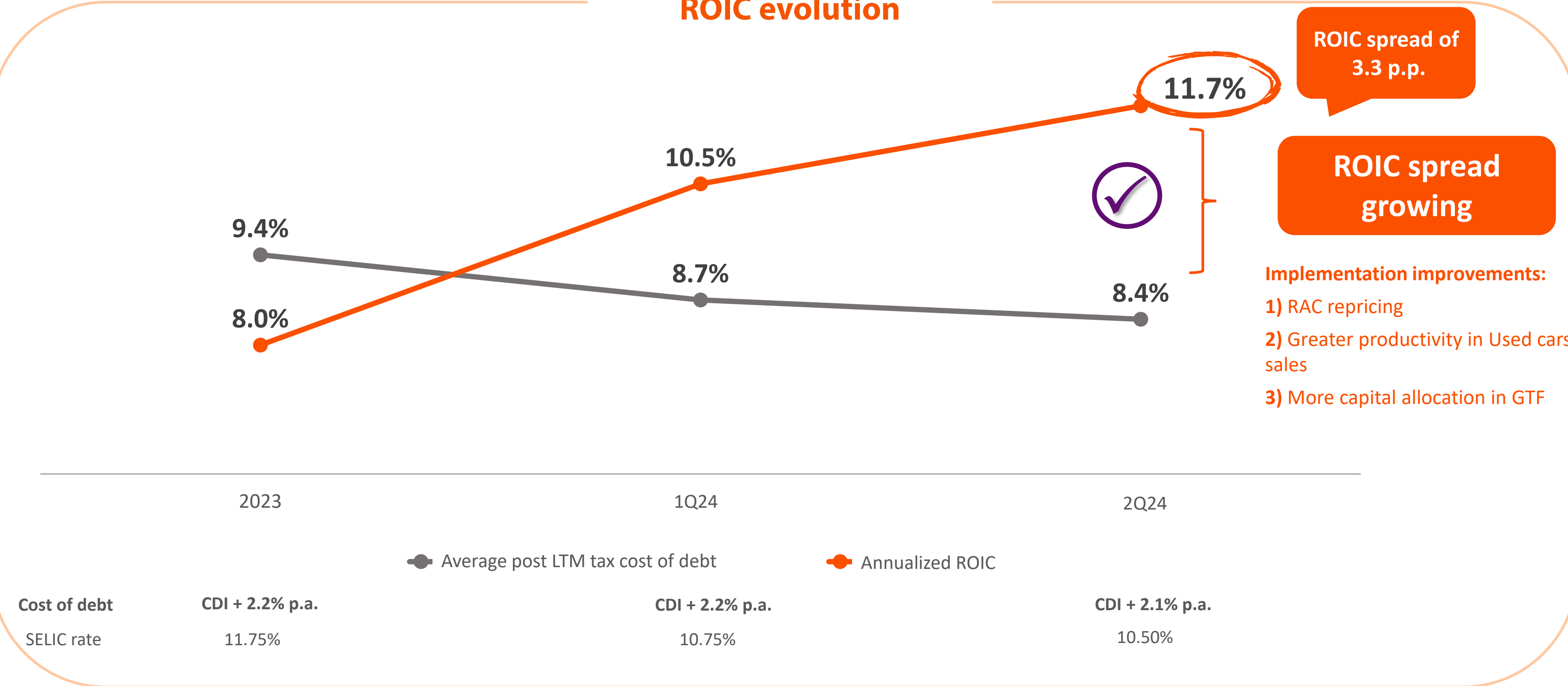
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2Q24 ROIC continues to grow, sustainable ROIC spread expected after implementation of ongoing actions



ROIC evolution



NOTE: Excludes non-recurring impairment effects in 2023, using a 34% corporate tax rate. Does not annualize the non-recurring effect of the bonus reversal in 1Q24. Excludes the non-recurring impact of the climate disaster in Rio Grande do Sul in 2Q24. 1Q24 ROIC and 2Q24 ROIC considers the accumulated effective tax rate for the period.

Fleet Management And Outsourcing

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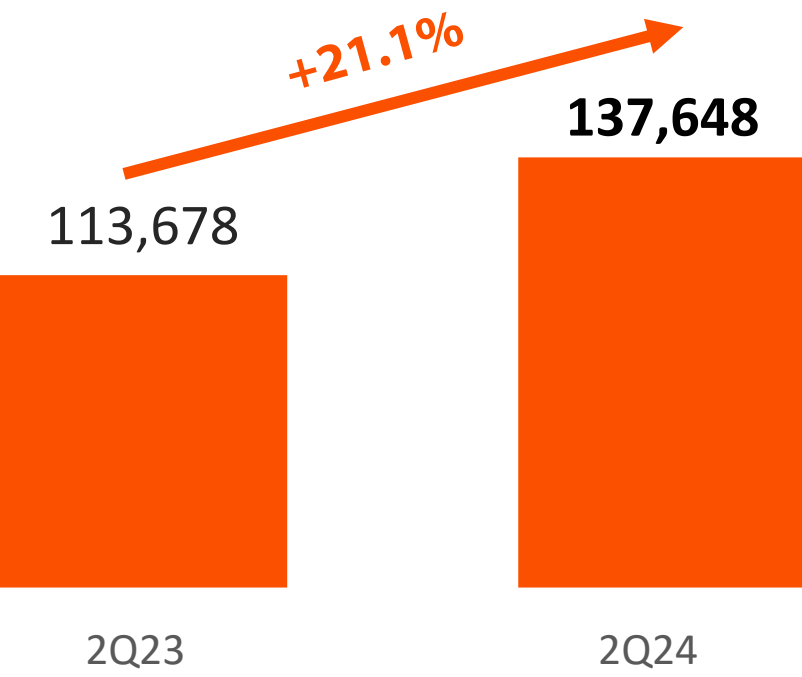
aluguel de carros



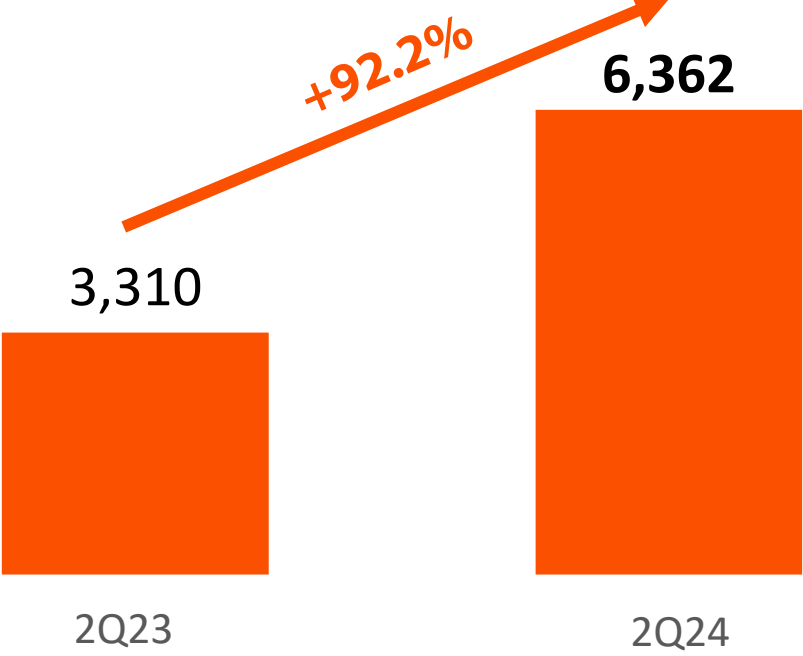
GTF: Increased share of long-term contracts ensures expansion and predictability of consolidated results in future periods



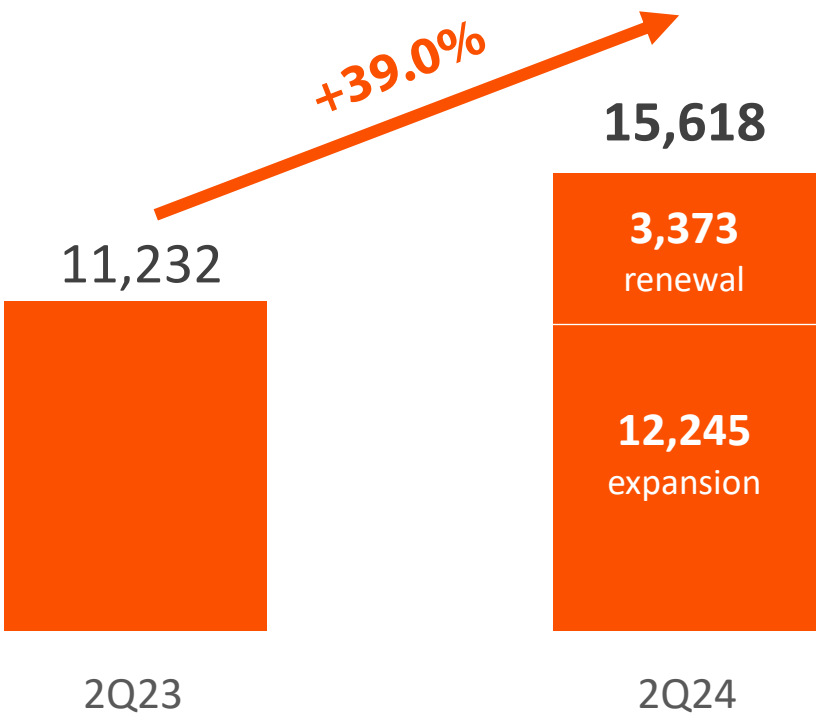
Total Fleet



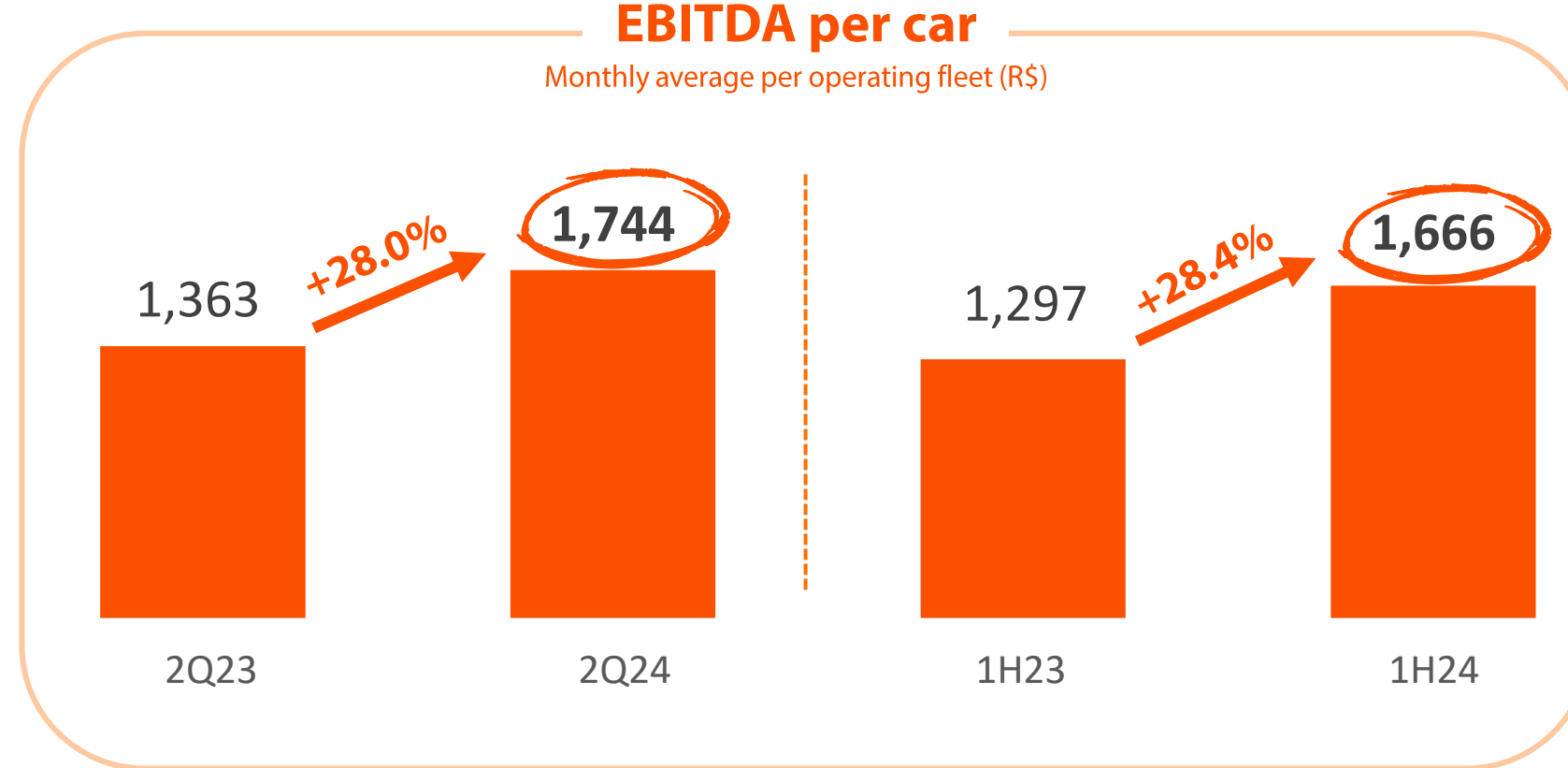
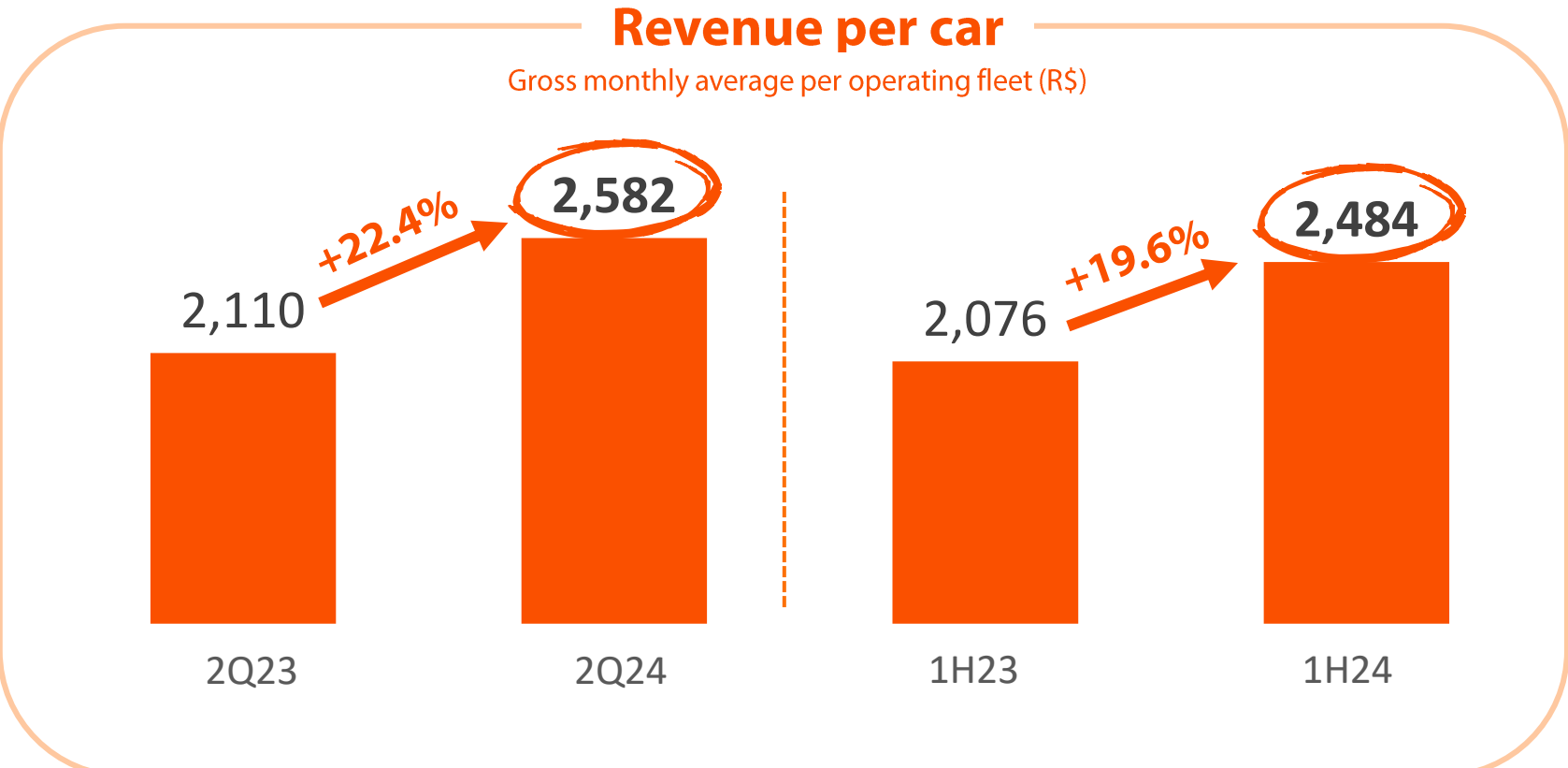
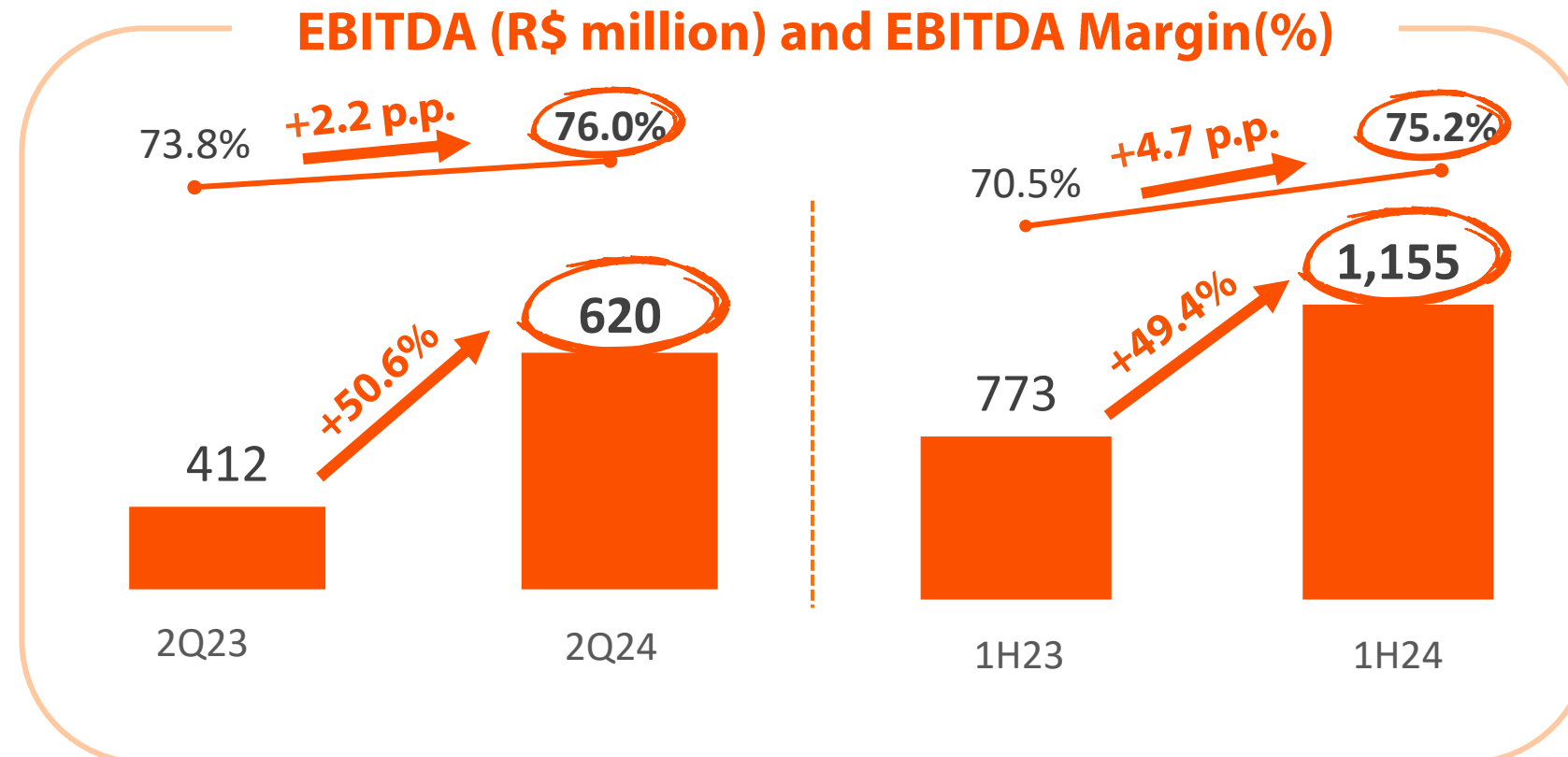
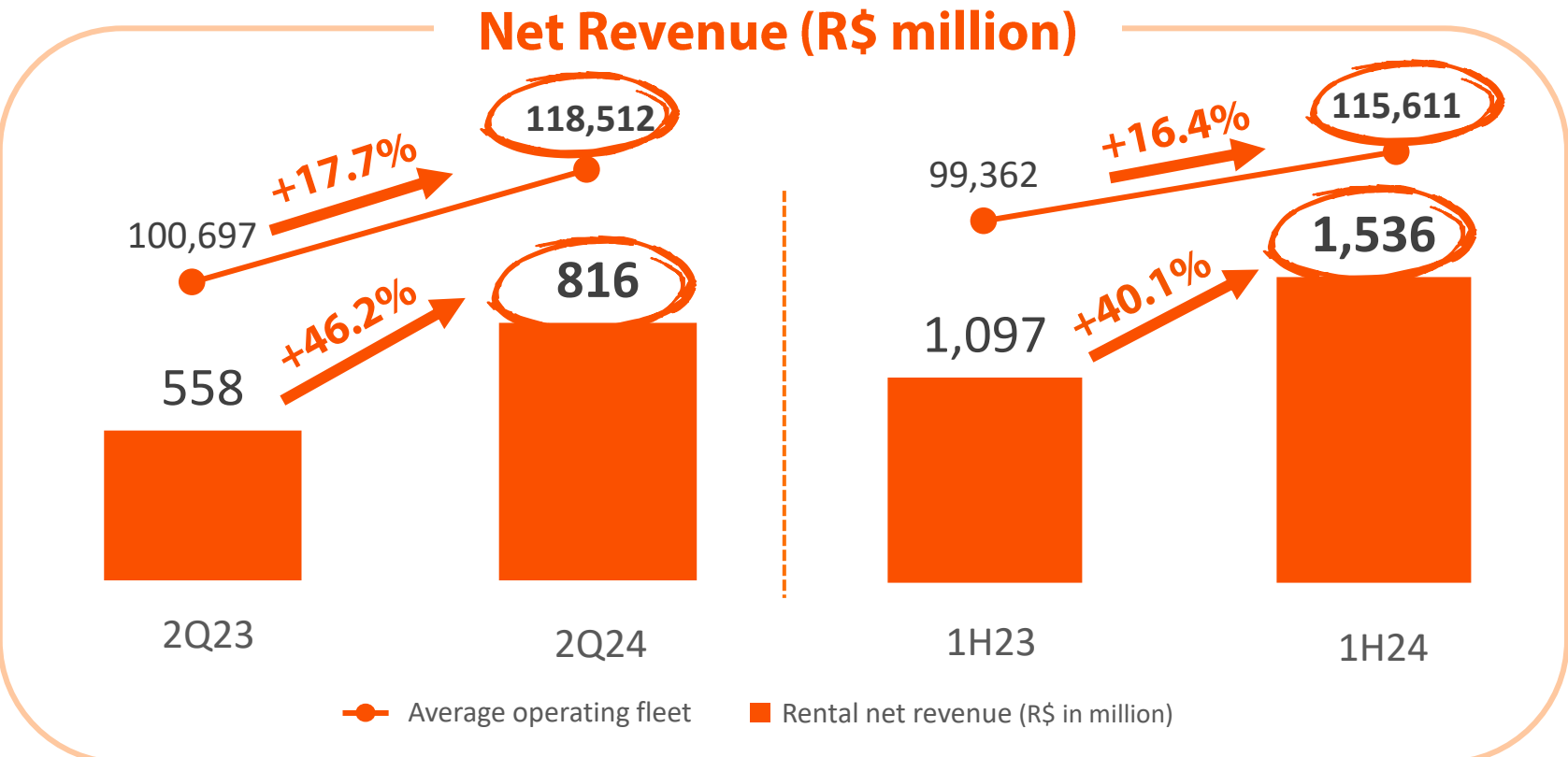
Revenue Backlog
(R\$ million)



Cars to be deployed



GTF: Acceleration in revenue and EBITDA brings more predictability to consolidated results



Rent-A-Car **mov(da)** aluguel de carros

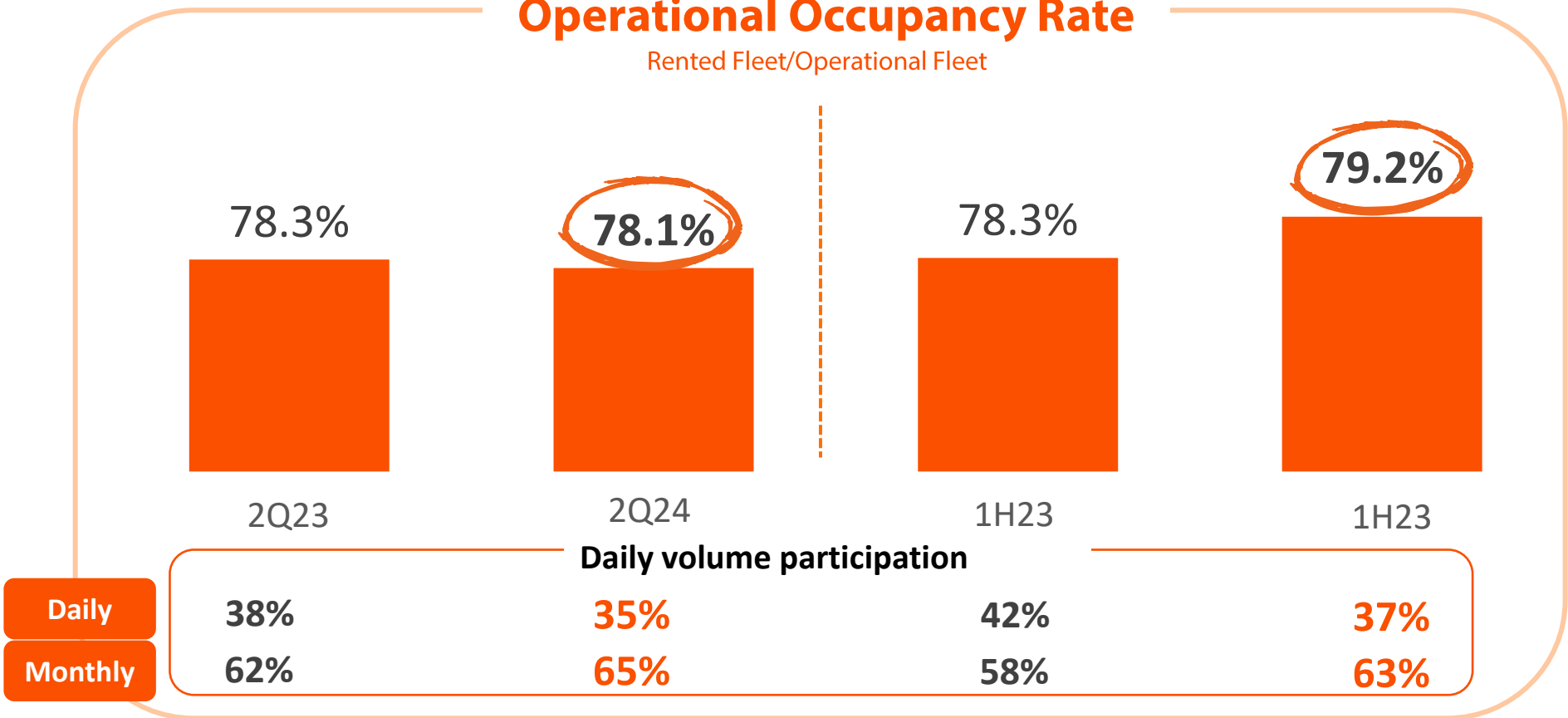


RAC: Increased yield by optimizing invested capital and repricing daily rates



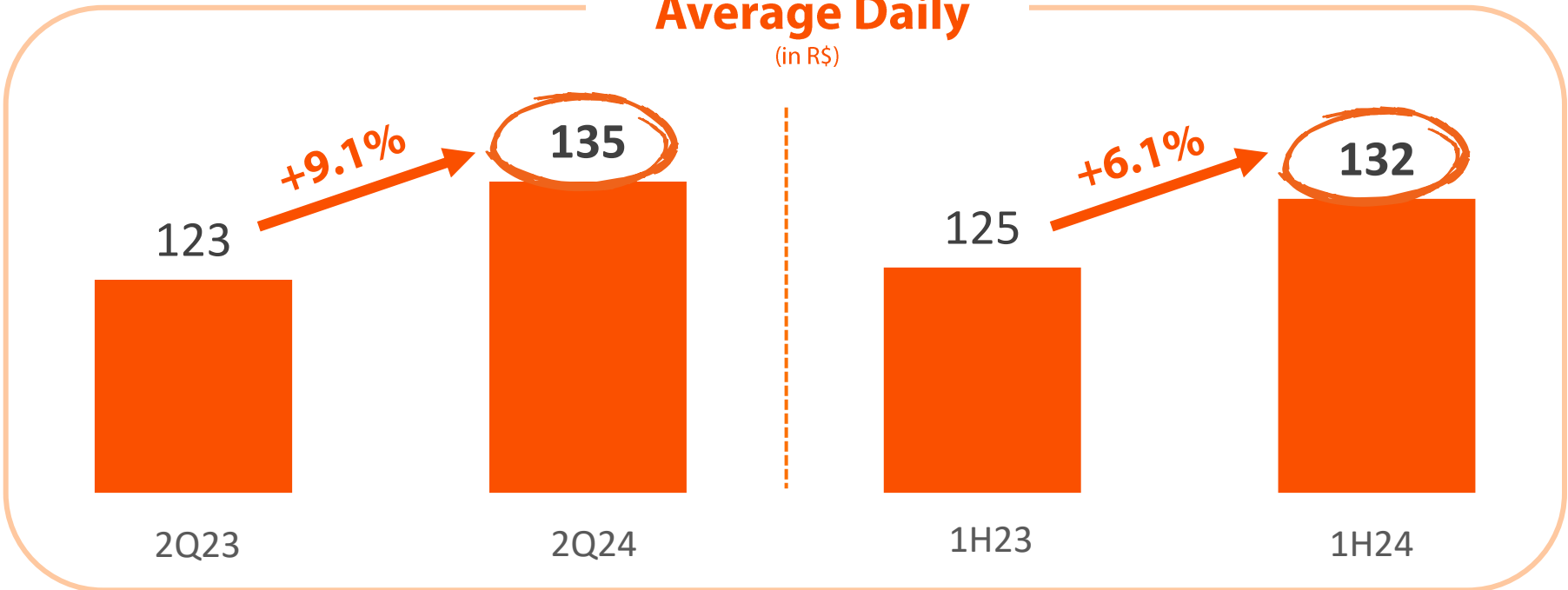
Operational Occupancy Rate

Rented Fleet/Operational Fleet

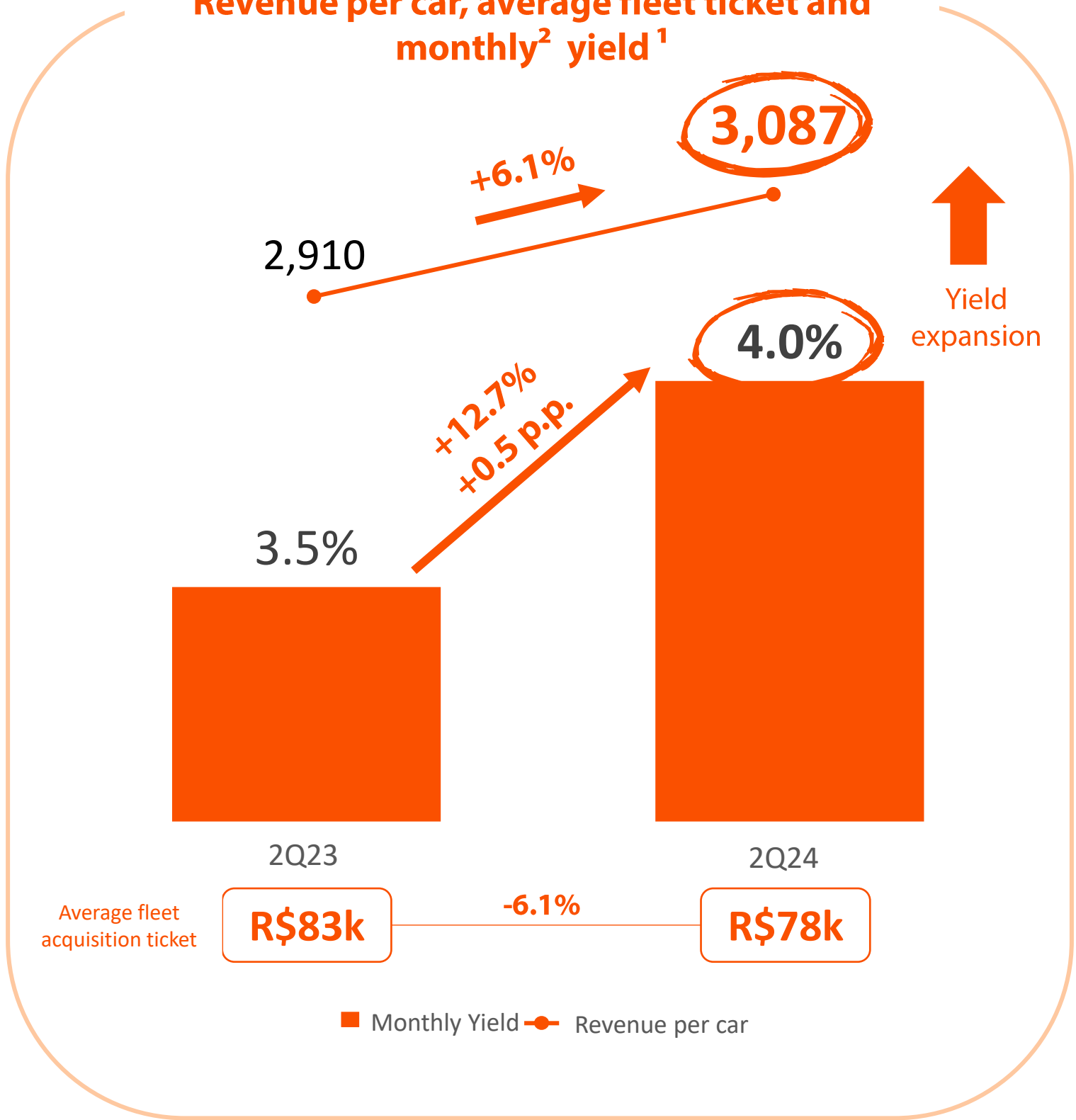


Average Daily

(in R\$)



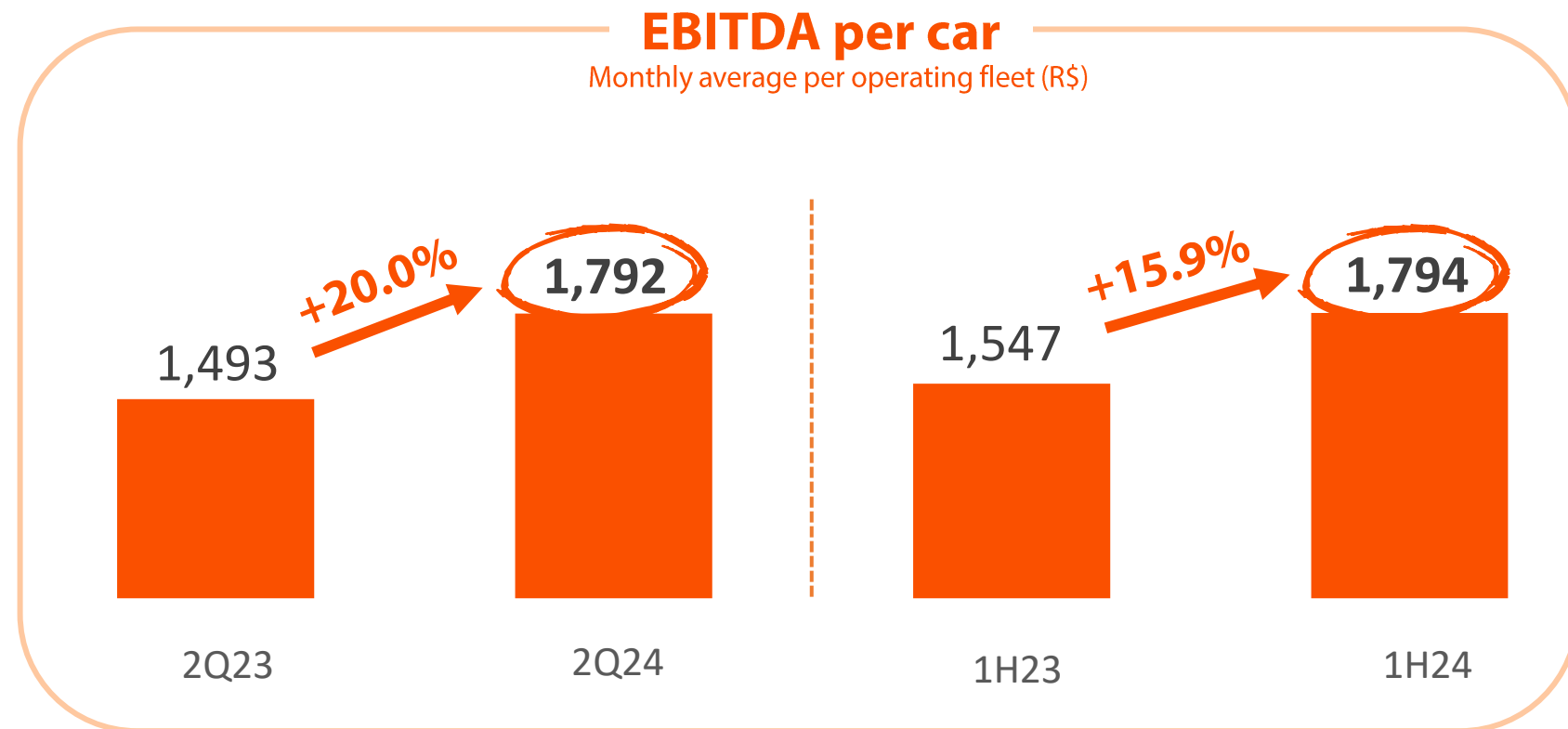
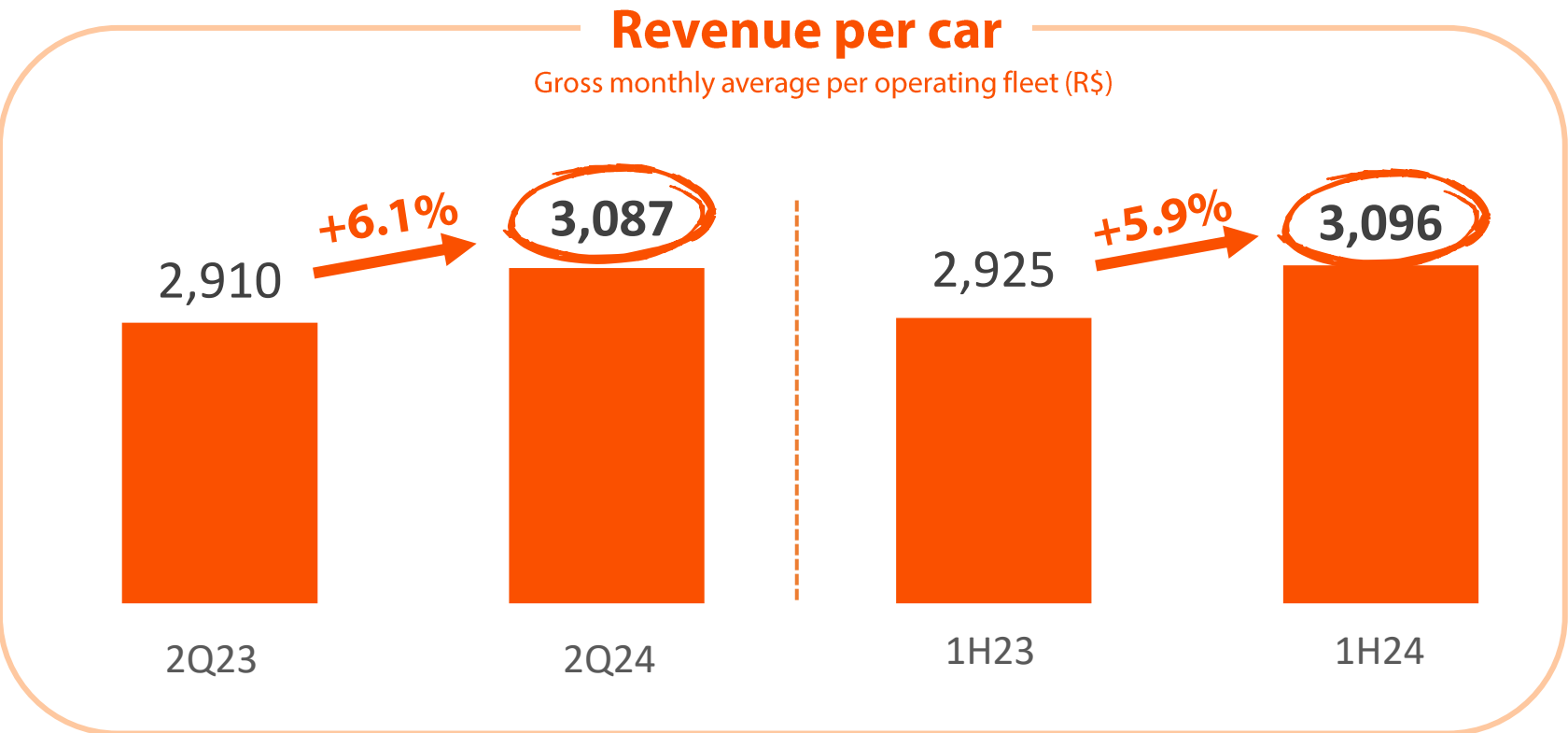
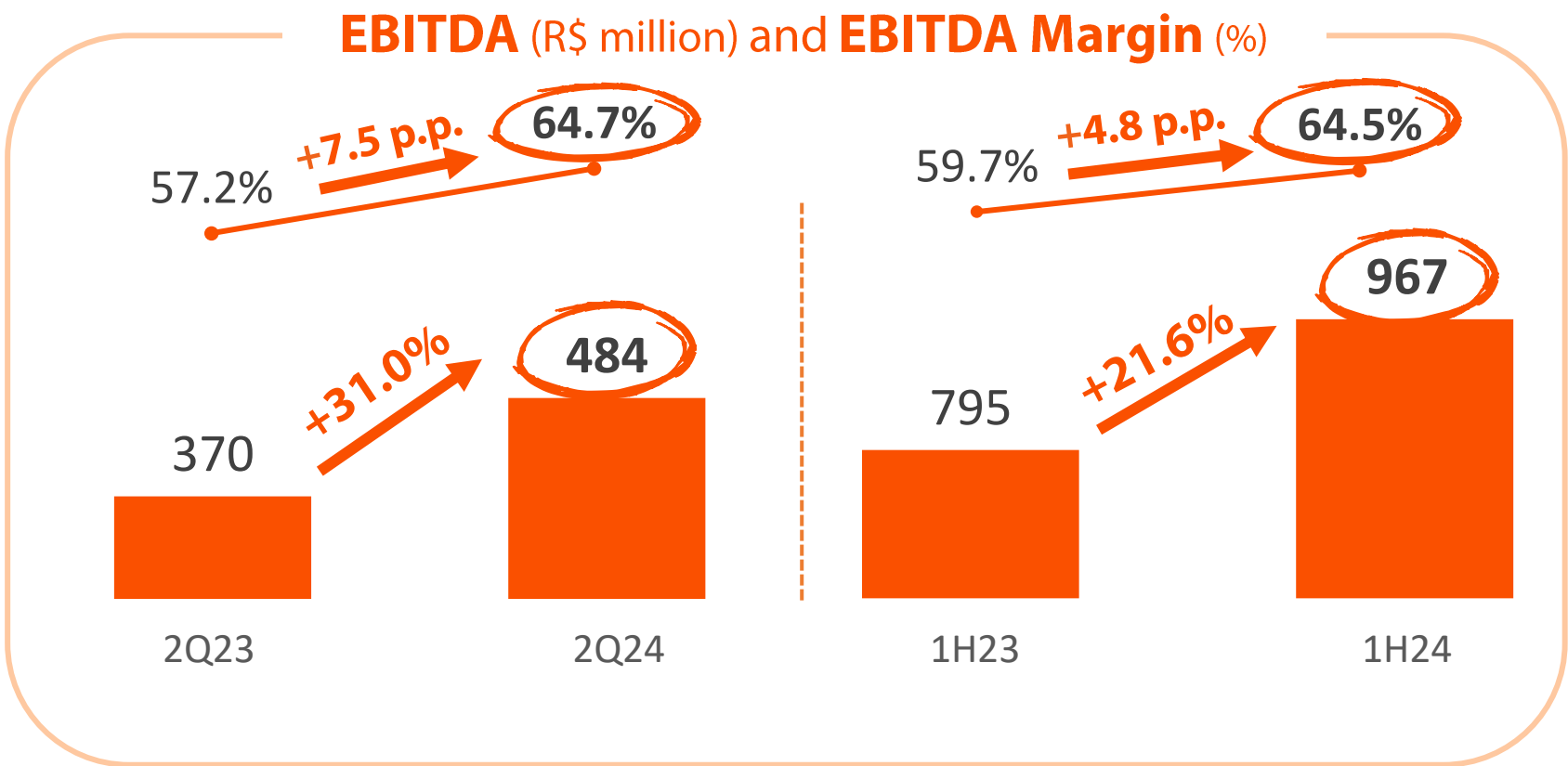
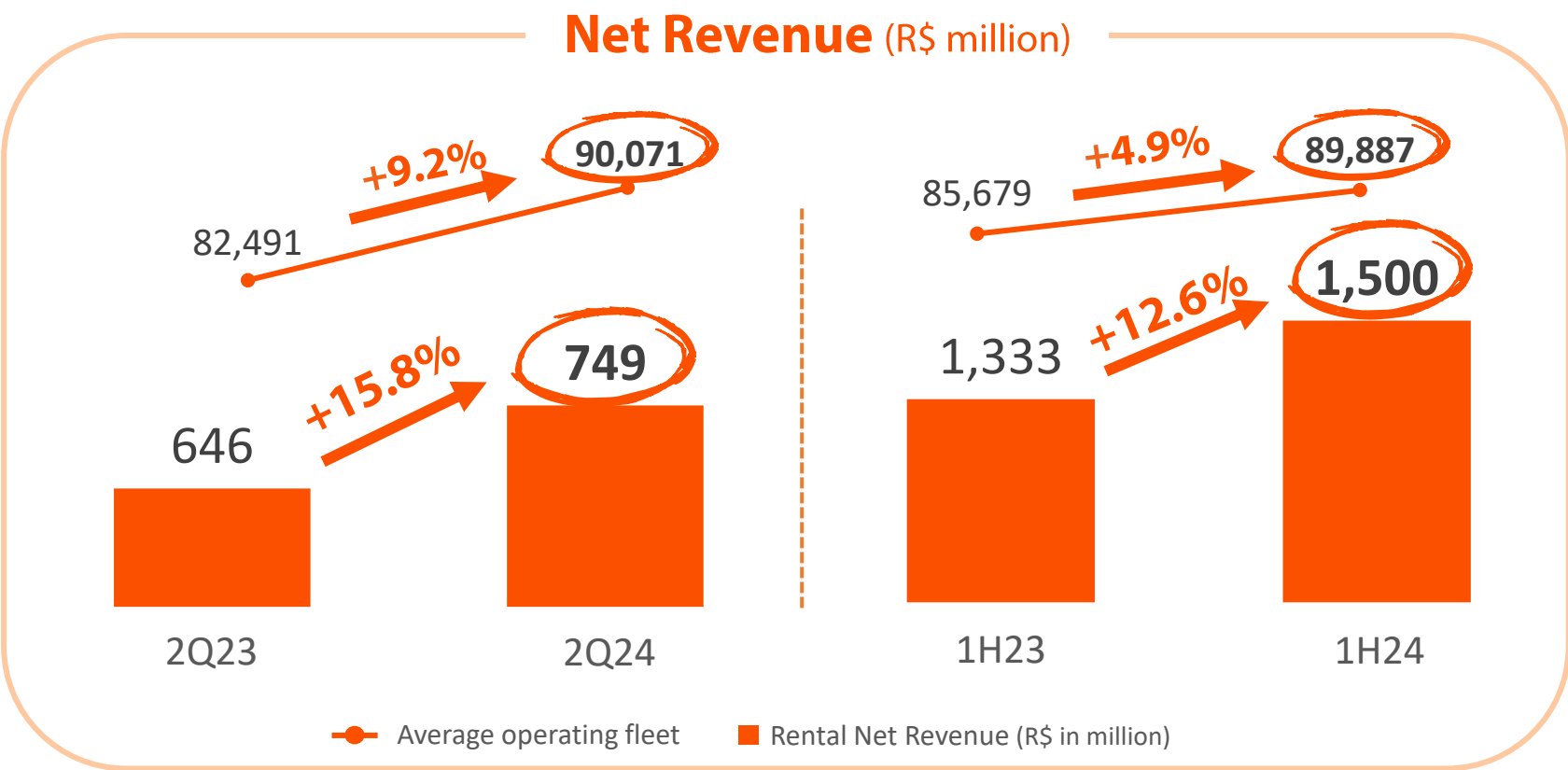
Revenue per car, average fleet ticket and monthly² yield¹



¹Considers only Brazil operation.

²Yield calculated by dividing the monthly revenue per operating car by the average fleet acquisition ticket in RAC

RAC: Revenue and EBITDA expansion with levels exceeding fleet growth as a result of a focus on profitability



NOTE: Includes Brazilian operations only.

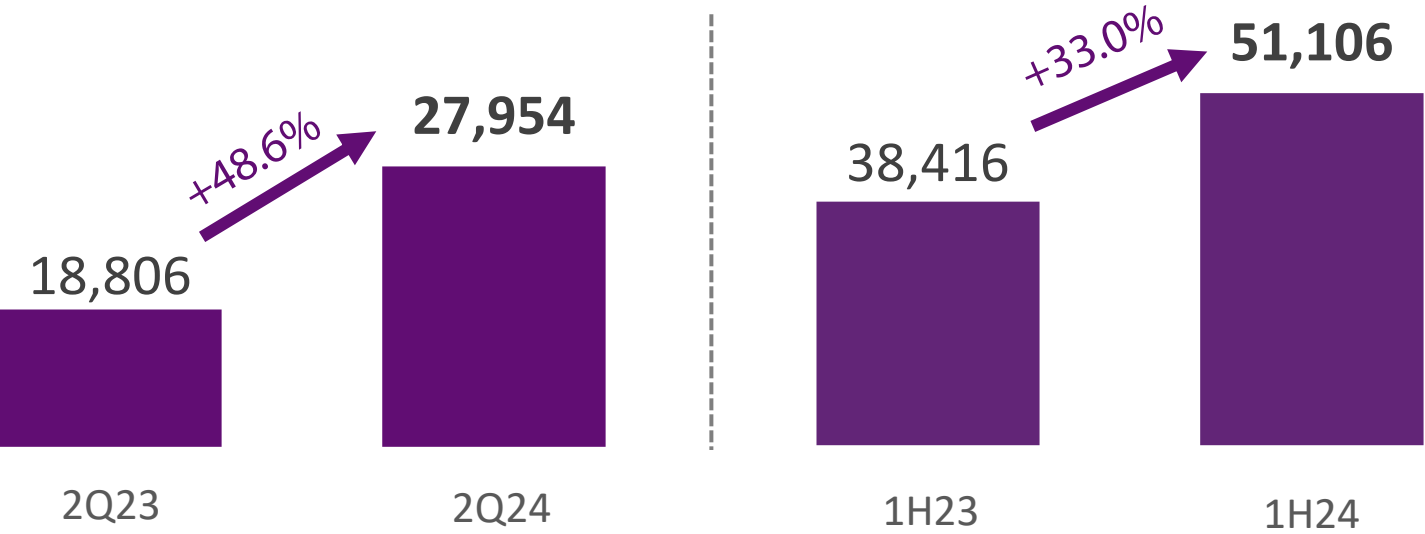
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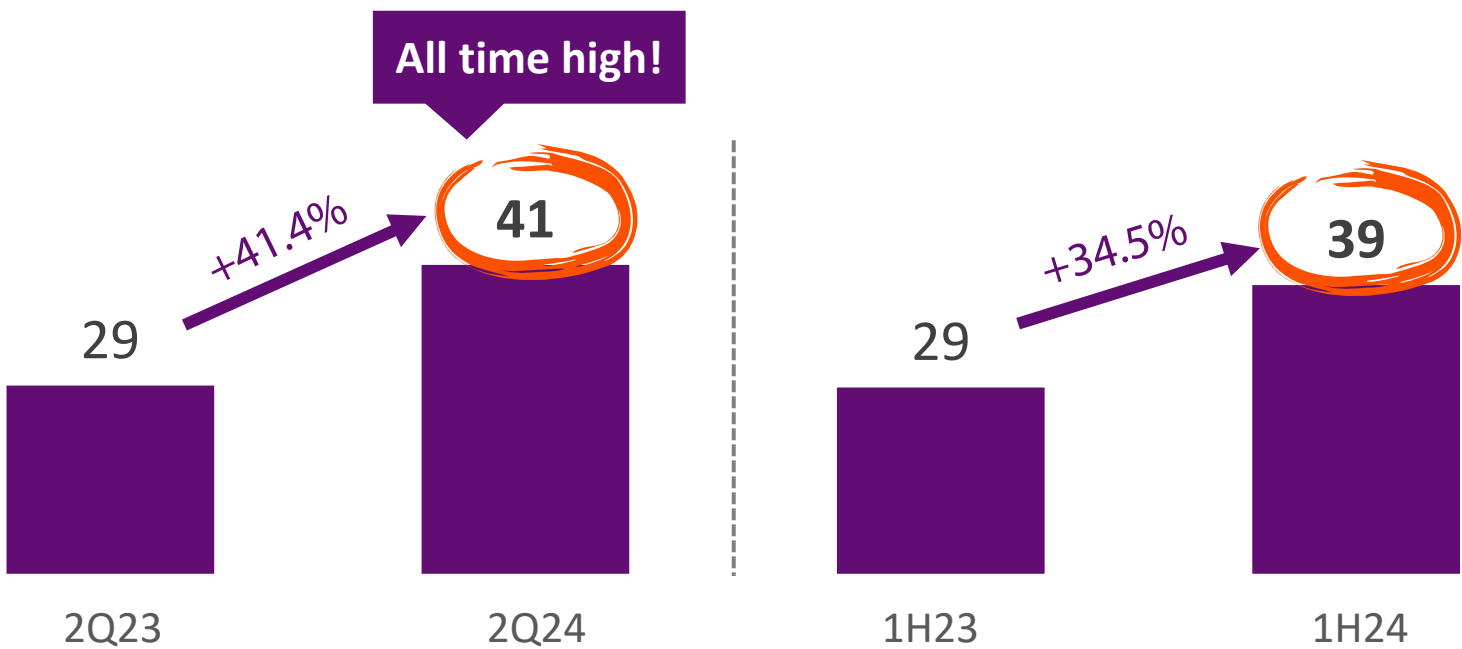
Used Cars Sales: Higher car sales volume with all-time high retail productivity per store and appropriate depreciation policy reflected in more normalized margins



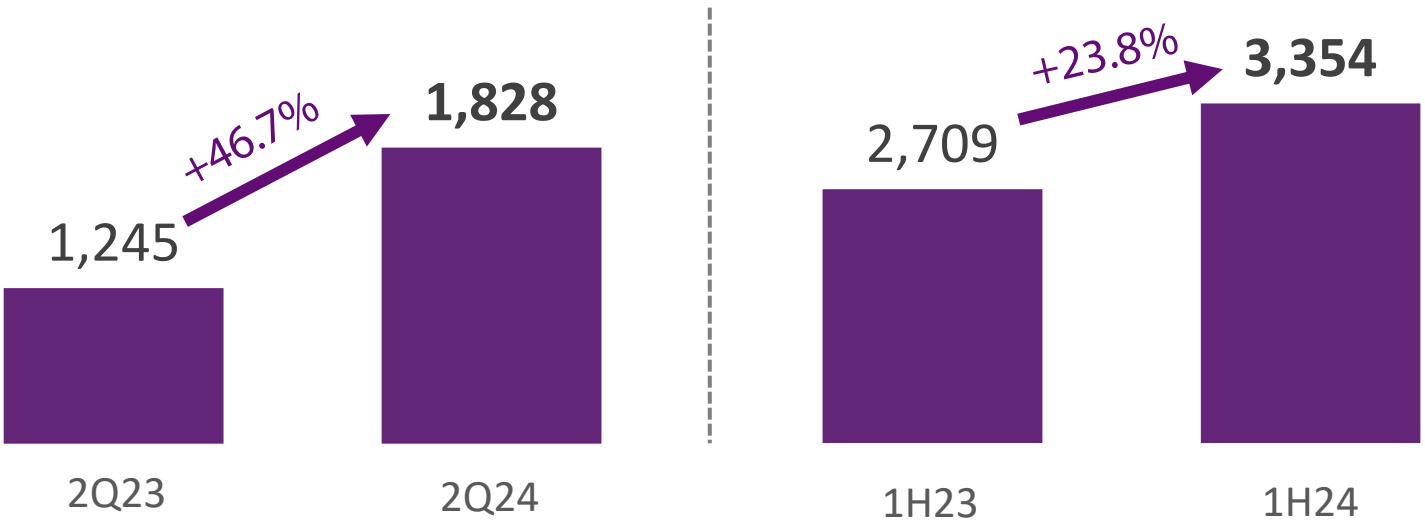
Cars Sold



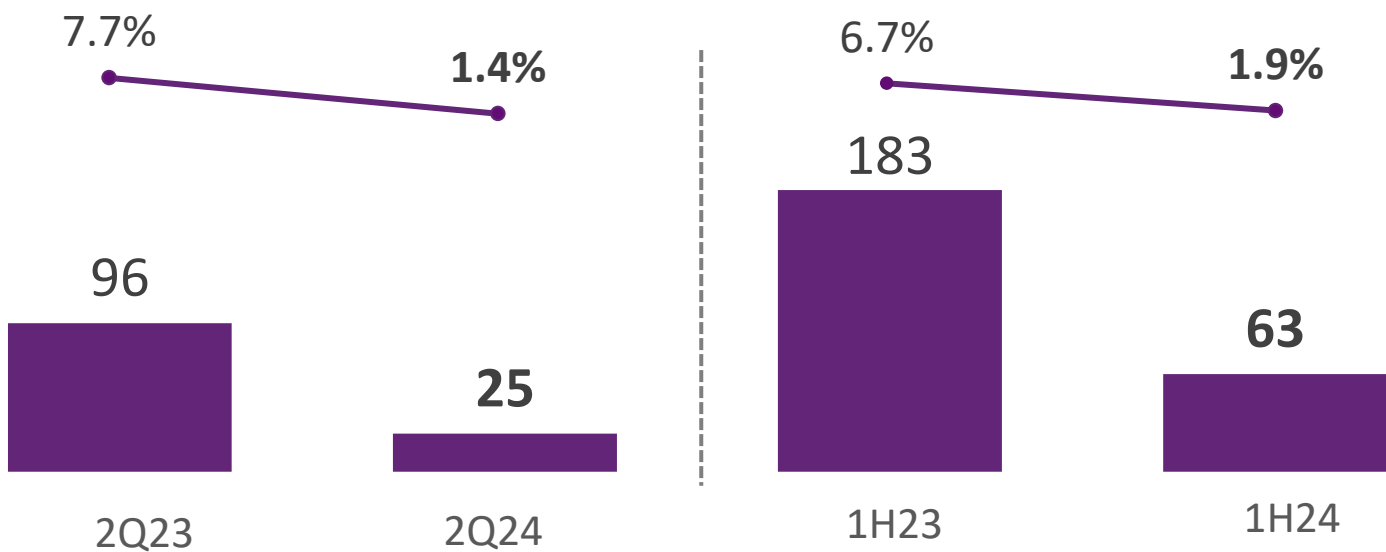
Sales per store (retail cars per month)



Net Revenue (R\$ million)



EBITDA (R\$ million) and EBITDA Margin (%)



Balance Sheet and Capital Structure

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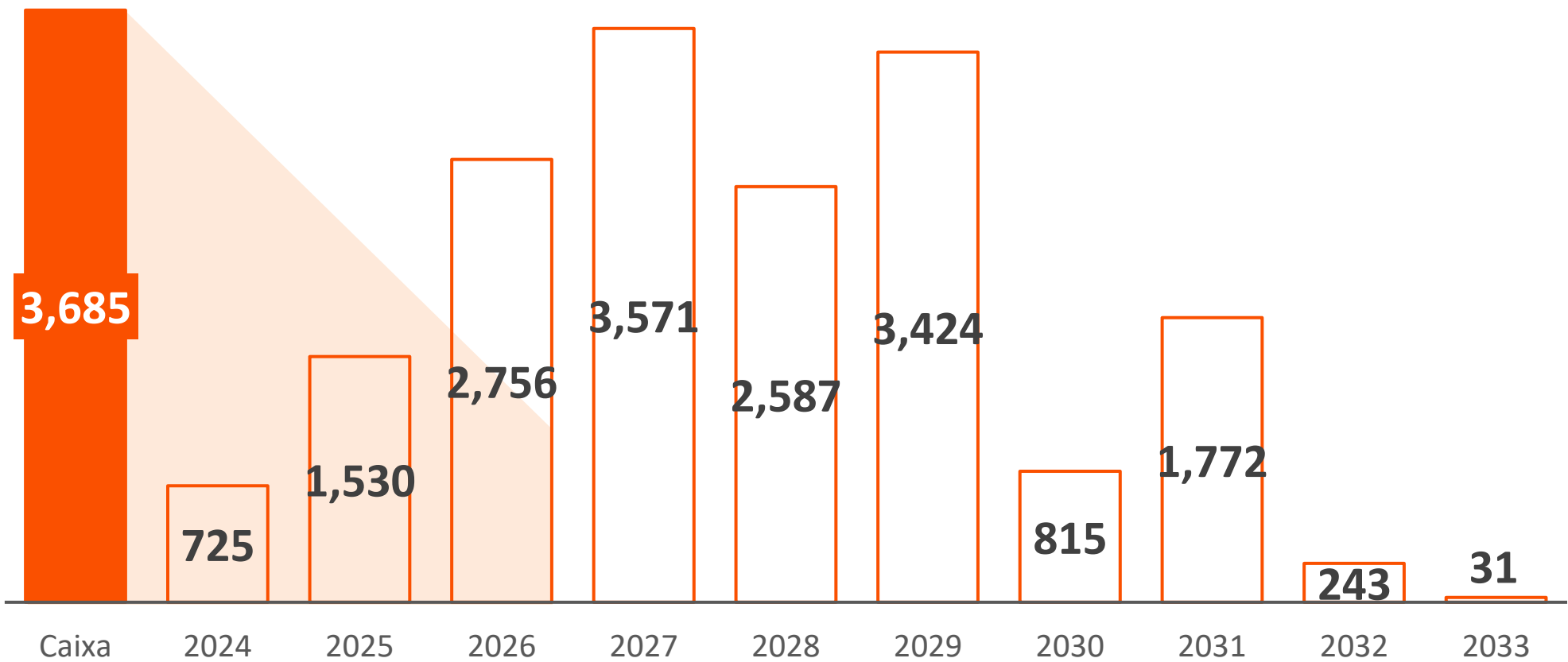


Significant improvement in debt profile by extending maturities and reducing average cost contributes to value creation



Pro forma debt maturity schedule¹

(pro forma considers the operation carried out in July 2024)



100%
of
Unsecured
debt

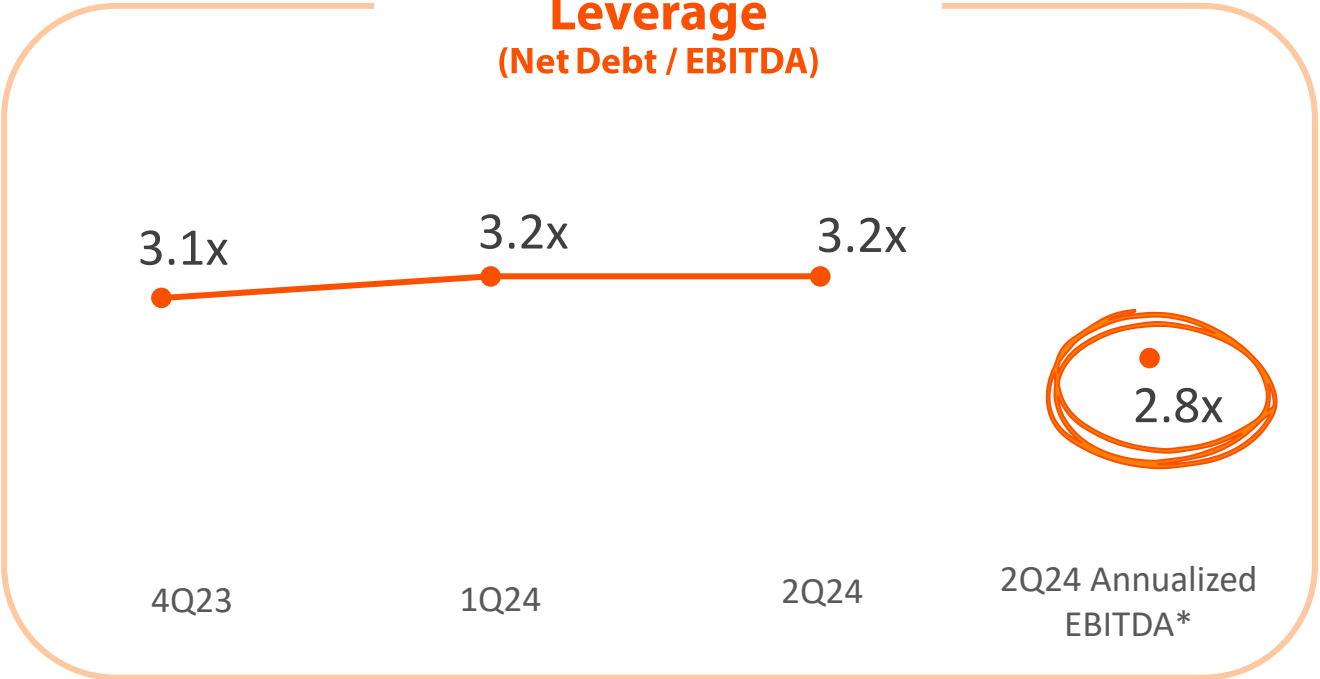
Cash
R\$3.7 bi

Maturity in
2025
R\$1.5 bi

Average
cost of debt
CDI + **2.1%** a.a.

Average
debt maturity
4.2 years

Leverage (Net Debt / EBITDA)



Financial management | (R\$ million)

Debt (R\$ million)	4Q23	1Q24	2Q24	Var% vs. 4Q23	Var% vs. 1Q24
Gross Debt	14,988	15,838	17,104	14.1%	8.0%
Cash	2,999	3,210	3,685	22.9%	14.8%
Net Debt	11,989	12,628	13,419	11.9%	6.3%
Suppliers	4,751	4,073	3,642	-23.3%	-10.6%
Net Debt + Suppliers	16,740	16,701	17,061	1.9%	2.2%

¹Pro forma considers liability management carried out in July 2024
* Net Debt 2Q24 / Annualized 2Q24 EBITDA (*4).

New phase with assertive management across all pillars of the asset cycle to create sustainable value



Consistency in the evolution of results

1

New phase of recovery of RAC rates

✓

Improvement in Yield from 3.5% to 4.0% p.m. in 2Q24

----->

Continued **price recovery** to reach 4.2% guidance

2

Prioritizing capital allocation in GTF

✓

61% of gross fixed assets dedicated to long-term contracts

-->

Capture in the result in the coming quarters

3

Productivity gain in Used Cars

✓

41 cars sold per retail store and reduction in FIPE discount

-->

Improved mix of cars in inventory with **greater liquidity**

4

Debt profile enables value creation

✓

Lower level of debt costs of ~CDI + 2.1% p.a.

----->

Deleveraging based on operating cash generation

5

Sequential growth in net income

✓

Net profit from R\$61 million in 1Q24 to **R\$80 million in 2Q24**

-->

Increase in revenue per car and **cost/expense reductions**

Focus on increasing profitability

	<div>Giro dos Investimentos</div> <div>Revenue</div> <div>Invested Capital</div>	X	<div>Operational margin</div> <div>NOPLAT</div> <div>Revenue</div>	=	<div>Return on Capital</div> <div>ROIC</div>
2Q24 annualized	0.87x	X	13.4%	=	11.7%
2023	0.69x	X	11.6%	=	8.0%
	+26.3%		+1.8 p.p.		+ 3.7 p.p.

Evolution of **all pillars of value creation**, with growth in margins and turnover, combined with **conservative management of the capital structure** and **discipline in marginal allocation**.

THANK YOU!

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» **ri@movida.com.br | +55 11 3528-1103**