

*3Q20 Earnings  
Release*

**AV**



*é pra ser*  
**movida**  
*com saúde*



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The information is summarized and does not purport to be complete. The Company's shareholders and potential investors should read this presentation always jointly with the Quarterly Financial Statements

## 3Q20 HIGHLIGHTS

CONSOLIDATED

Fleet: Growth of **3,011** cars  
vs. 2Q20

Net Revenue: **R\$1.0 billion**  
+3.6% vs. 3Q19

GROWTH!

EBITDA: **R\$213.2 million**

EBITDA Margin from Rentals: 54.0%

Net Income: **R\$37.2 million**

Net Margin from Rentals: 9.4%

**mov(da)**  
aluguel de carros

(R\$ million)

RAC

Occupancy Rate: **82.7%**

RECORD!

Monthly cost per car: **R\$455**

-22% vs. 3Q19

FLEET MANAGEMENT

RECORD!

EBITDA per car: **R\$850/month**

Monthly cost per car : **R\$285**

-16% vs. 3Q19

USED CARS SALES

RECORD!

Average Ticket: **R\$45.3 thousand**

+13% vs. 3Q19





## ANOTHER IMPORTANT STEP TOWARDS ELETRIC MOBILITY

### 100% ELETRIC

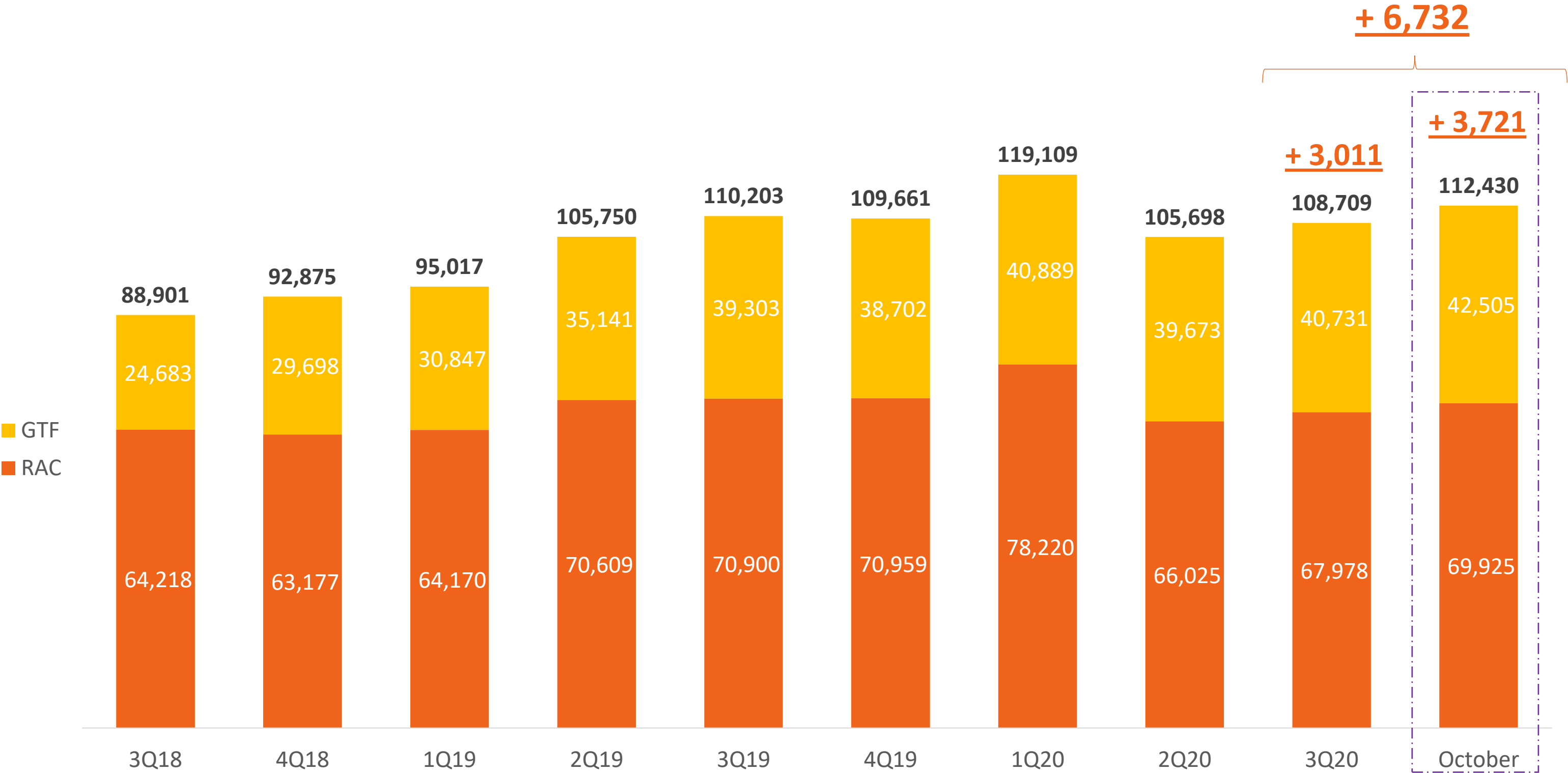
#### **Exclusive partnership**

between Movida and Nissan to promote electric cars market evolution in Brazil

Nissan LEAF is an iconic car  
**Nissan Intelligent Mobility**  
Brand awareness in order to change the way cars are conducted and integrated to the society

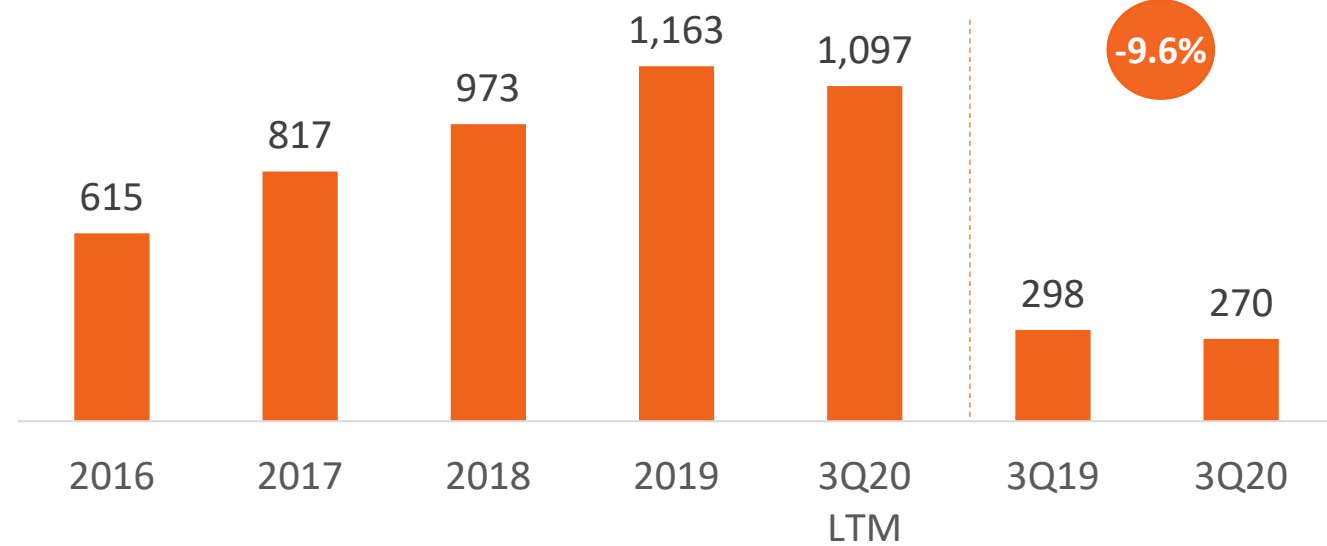


- ✓ **50 cars** for rental in the main service centers
- ✓ **Corporate and individual** rentals, for short and long term
- ✓ **Intelligent Mobility**
- ✓ **Zero Carbon Emission**

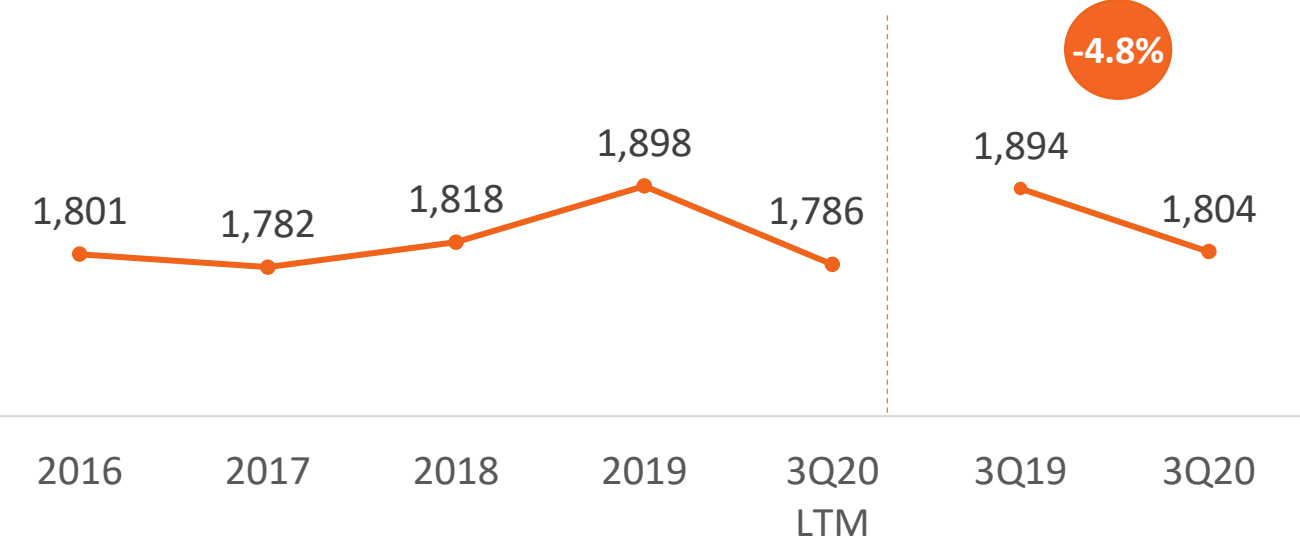




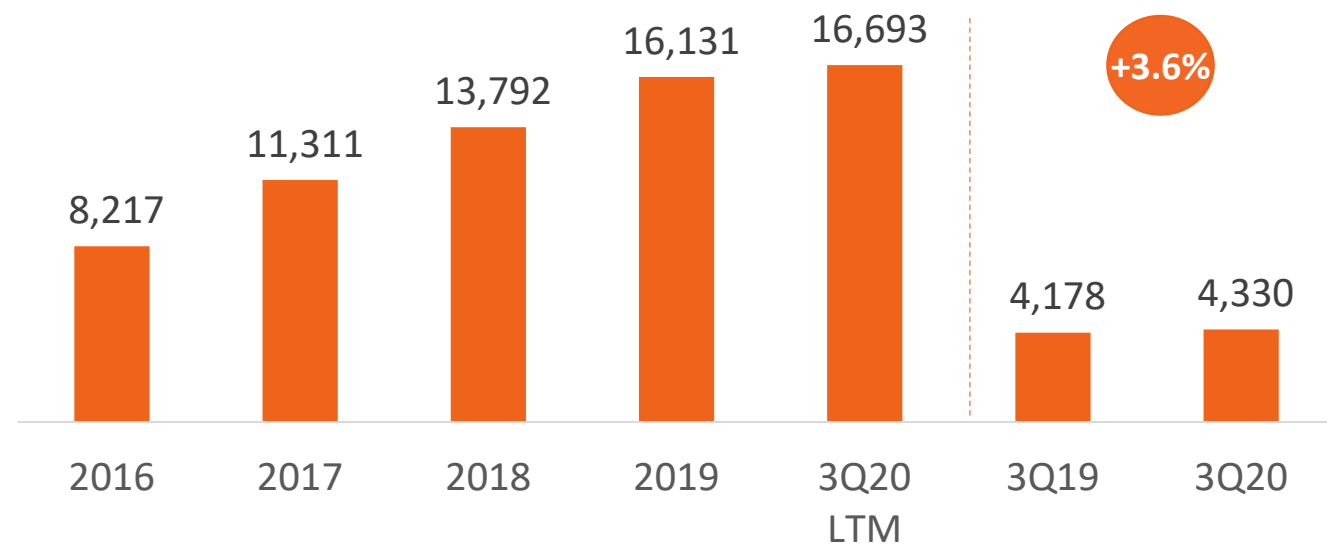
### Net Revenue (R\$ million)



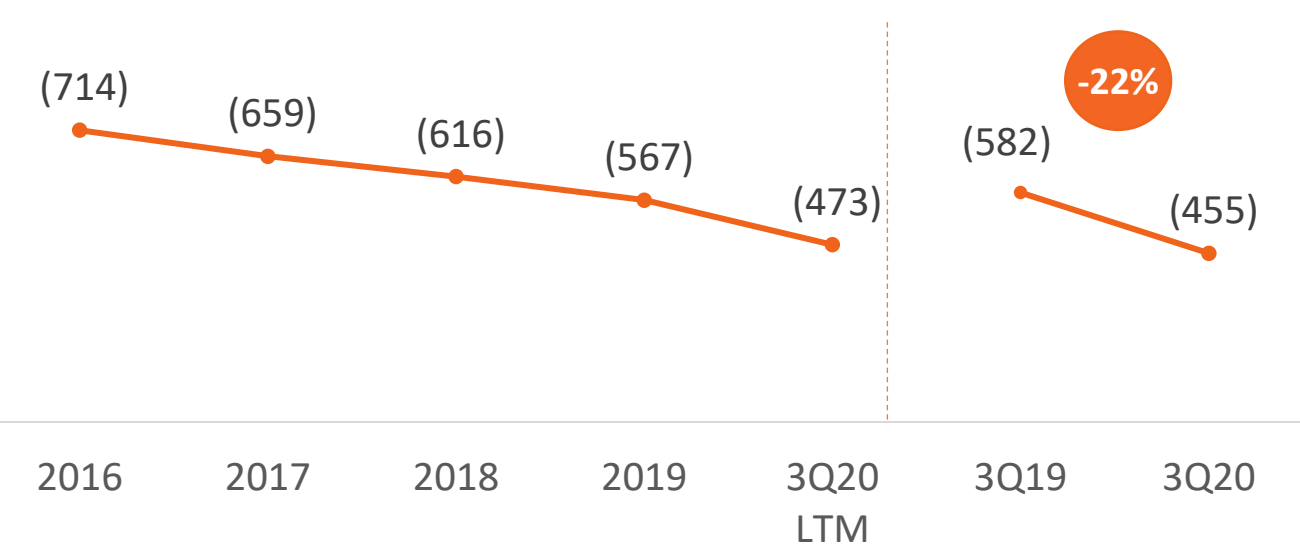
### Average monthly Gross Revenue per car (R\$)



### Number of Daily Rentals (thousands)

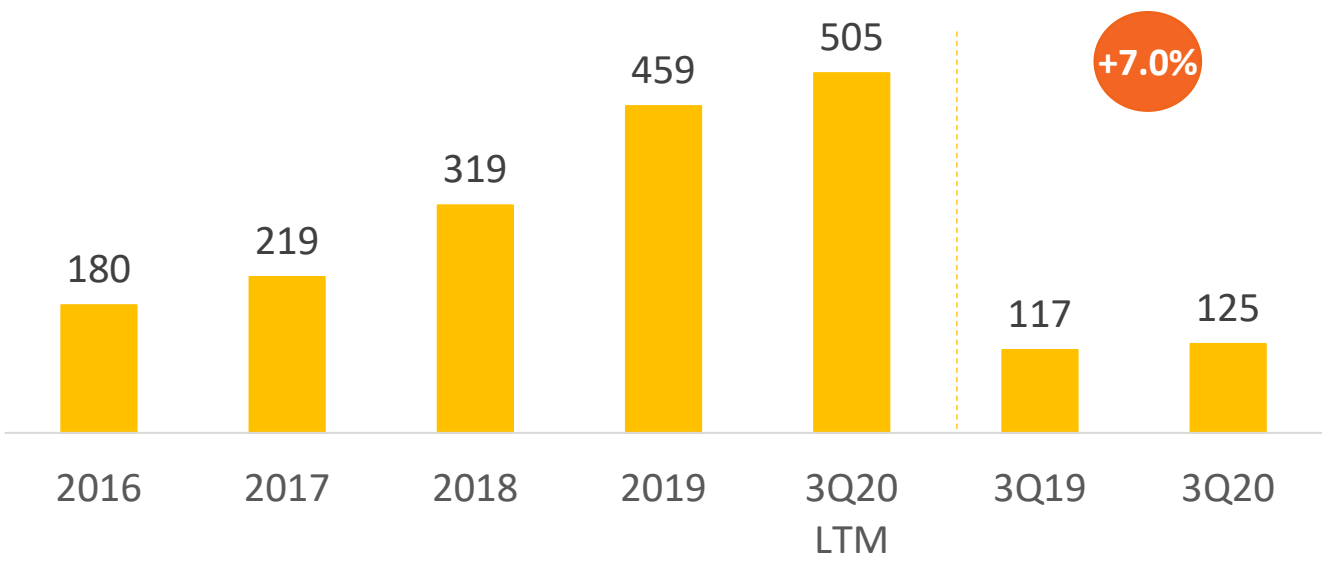


### Monthly Cost (ex-depreciation) per car<sup>1</sup> (R\$)

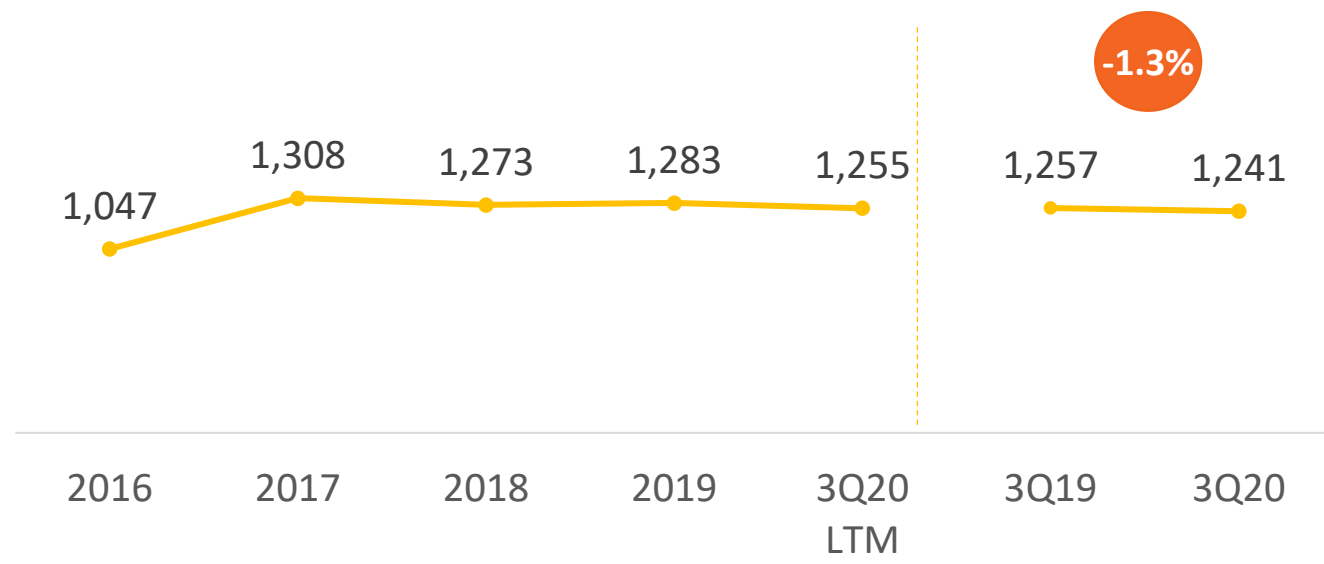


<sup>1</sup> Average Operational fleet

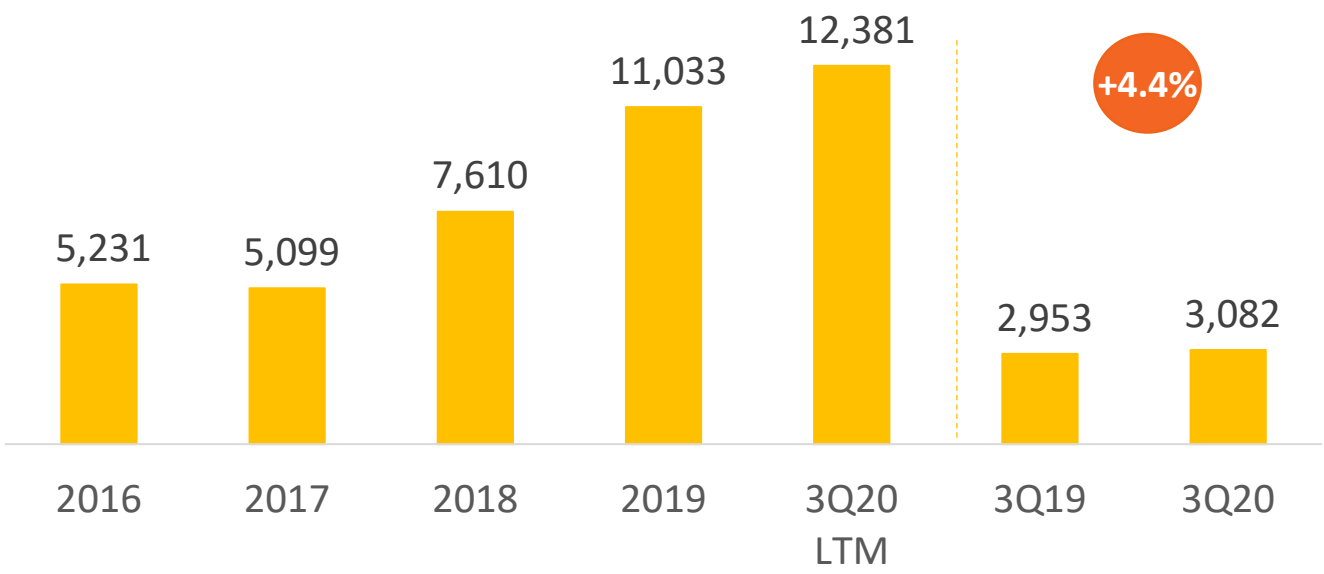
Net Revenue (R\$ million)



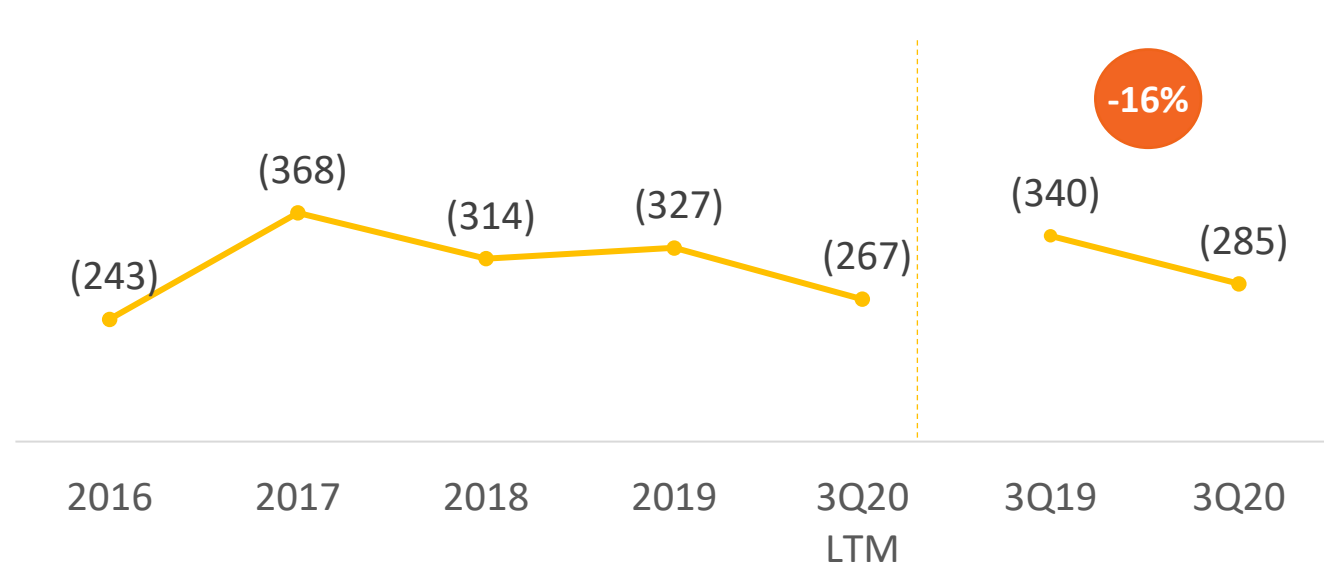
Average monthly Net Revenue per car (R\$)



Number of Daily Rentals (thousands)



Monthly Cost (ex-depreciation) per car<sup>1</sup> (R\$)



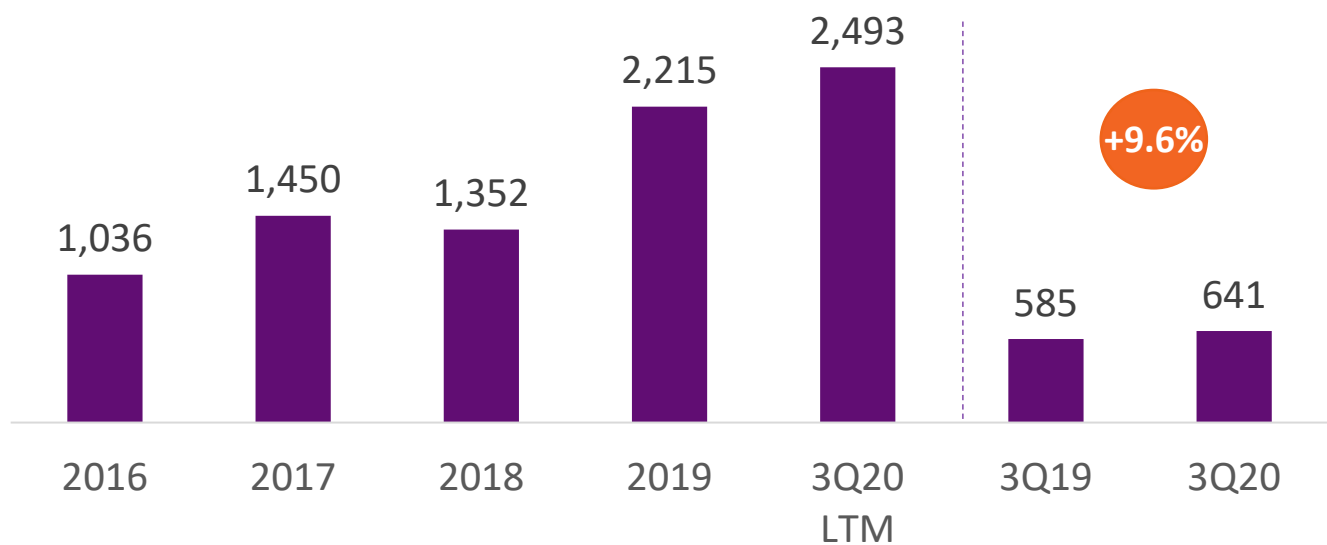
<sup>1</sup> Average Operational fleet

# USED CARS SALES (SEMINOVOS)

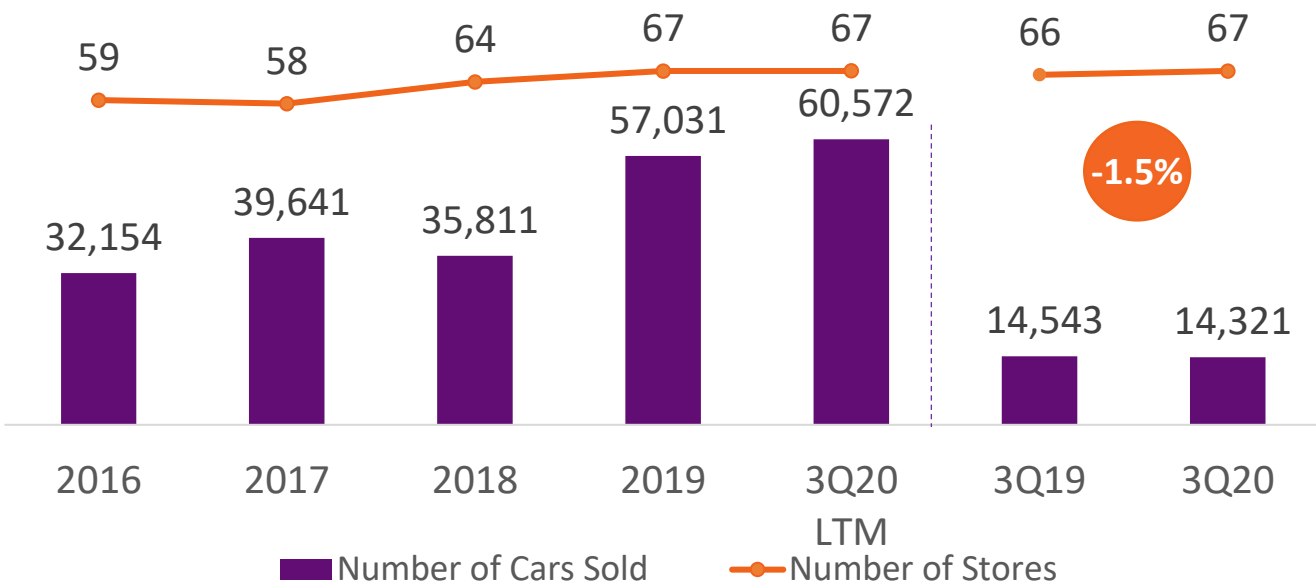


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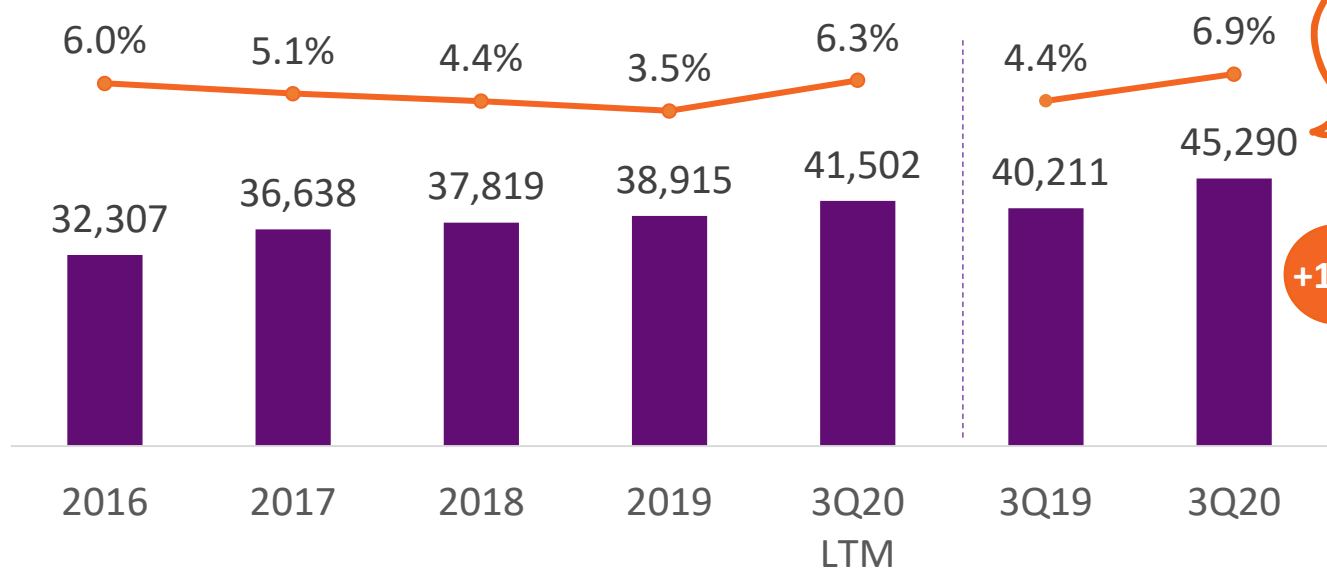
## Net Revenue (R\$ million)



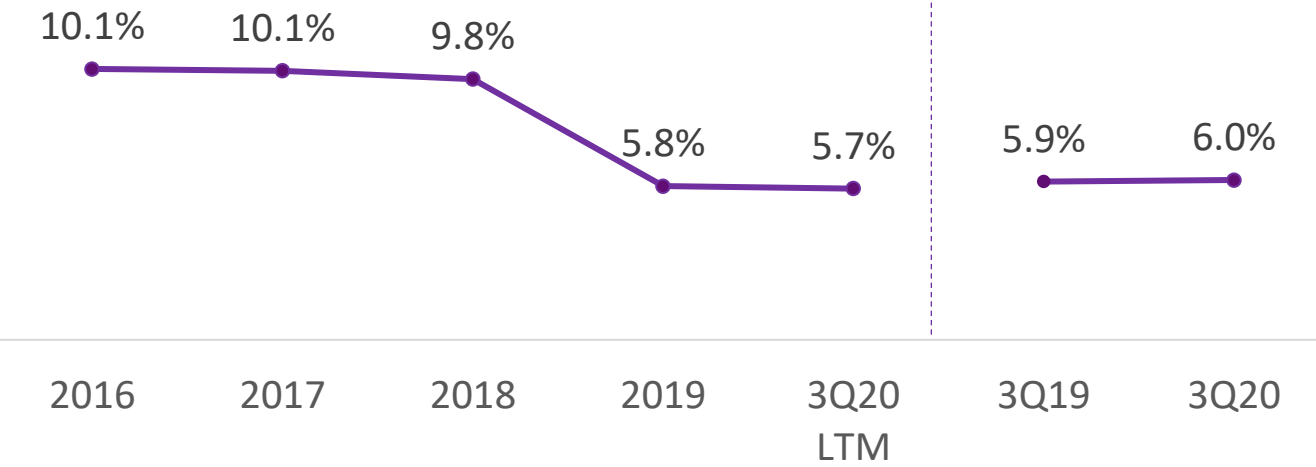
## Volume of cars sold (number)



## Average Ticket (R\$) and Gross Margin (%)



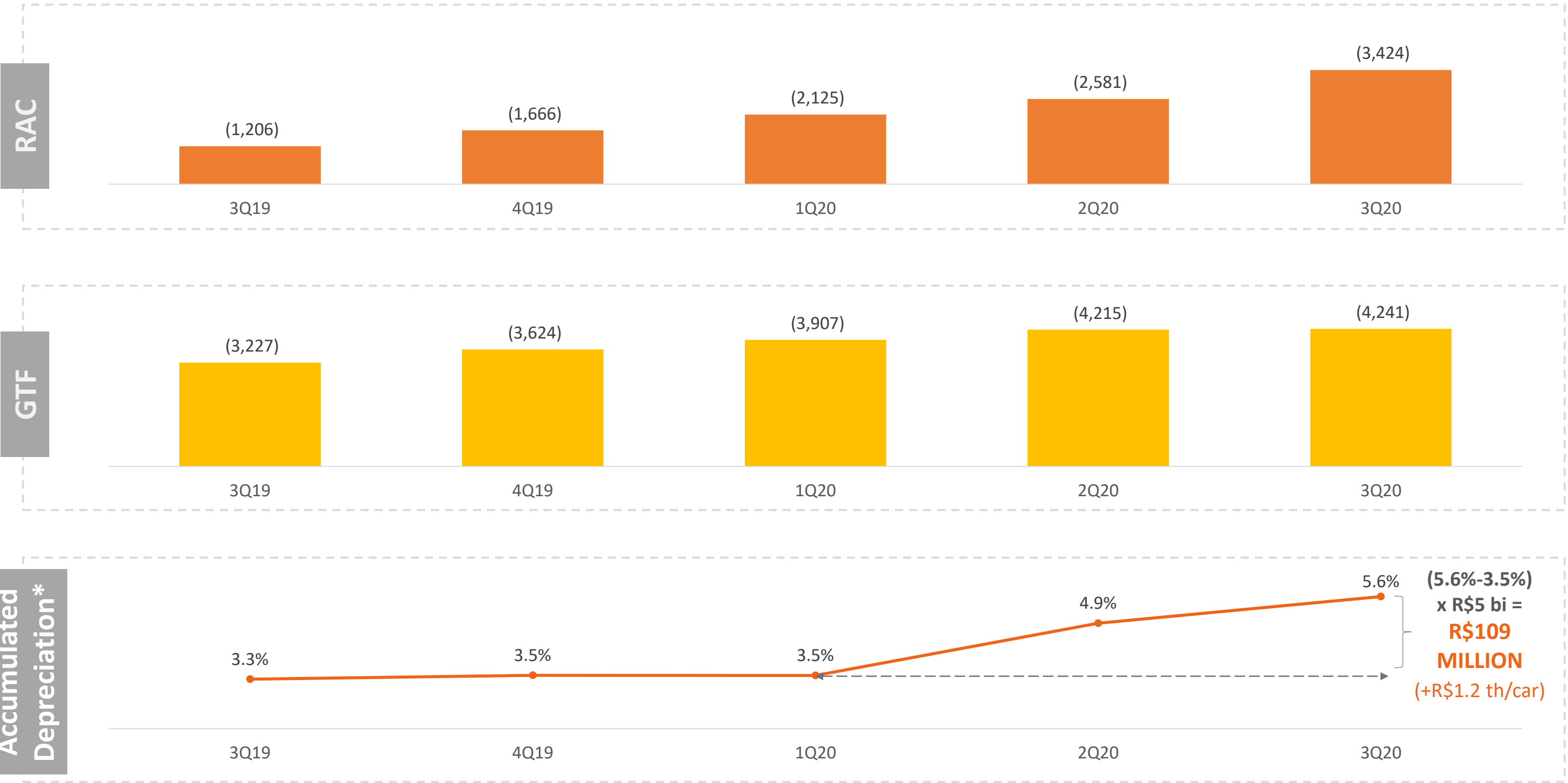
## SG&A / Net Revenues (%)





# LTM DEPRECIATION PER OPERATIONAL CAR

(in R\$)

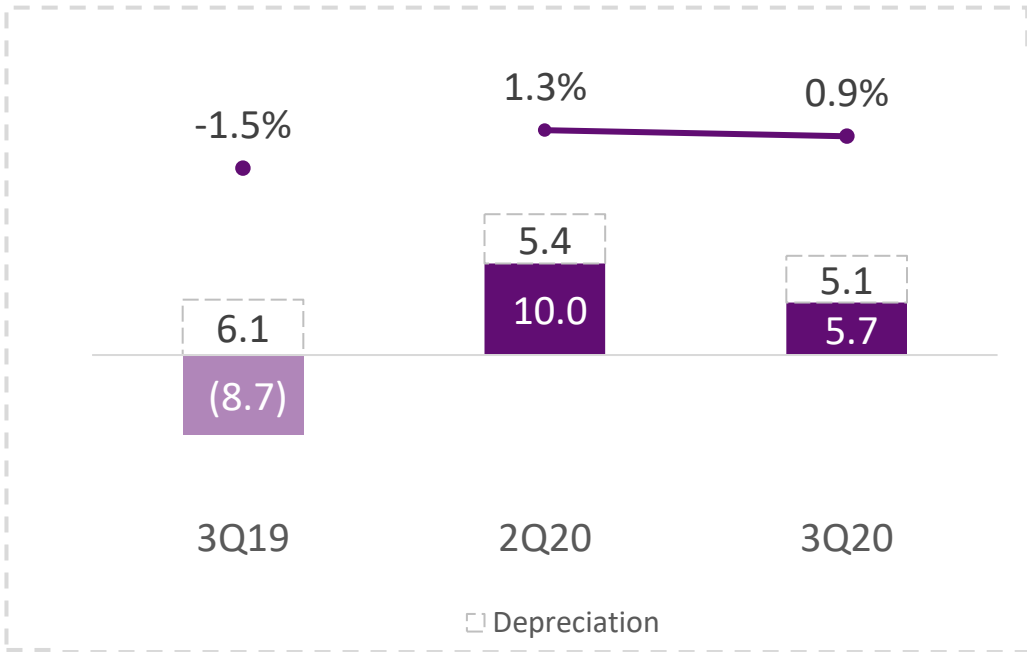
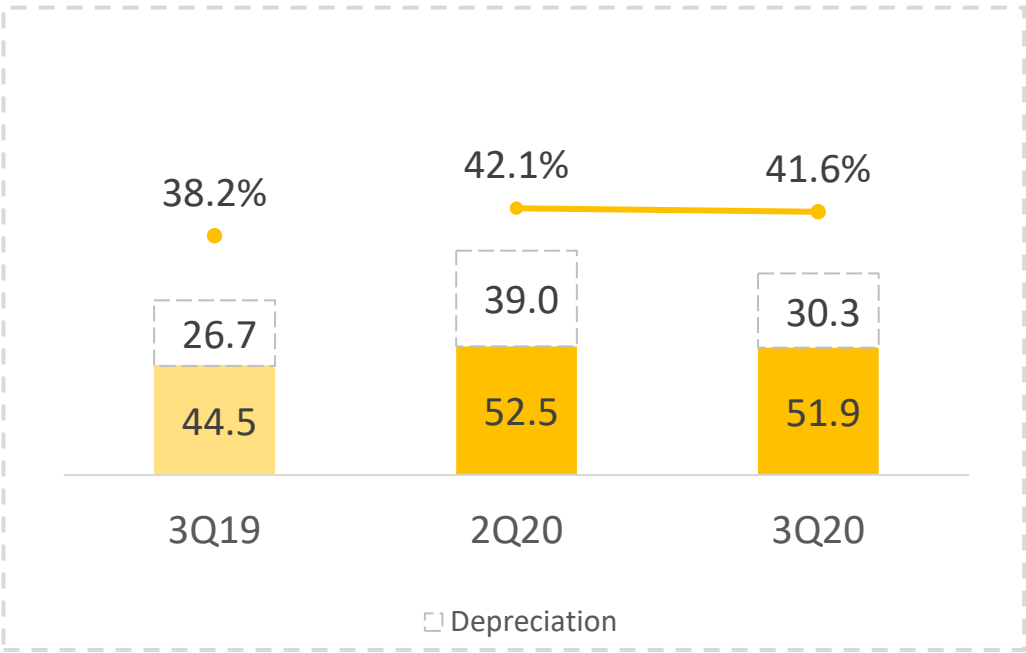
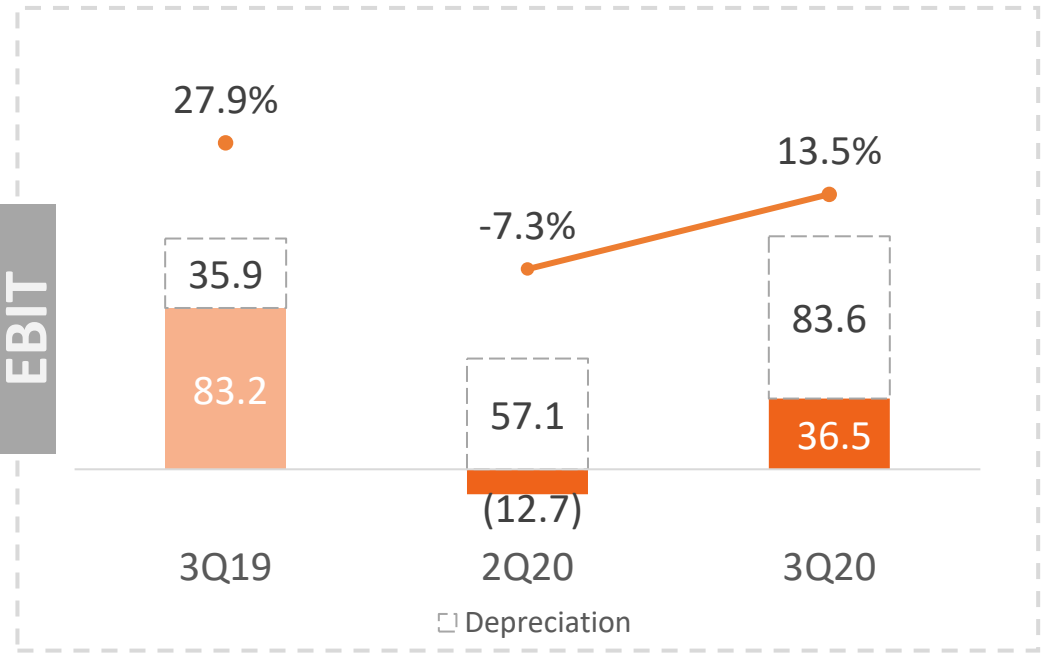
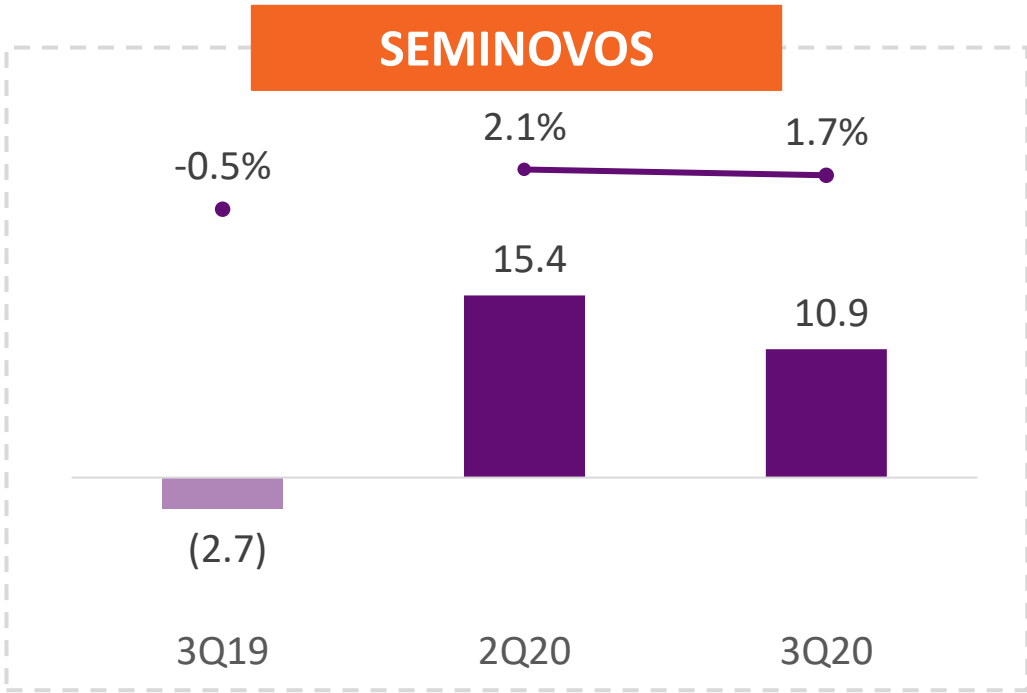
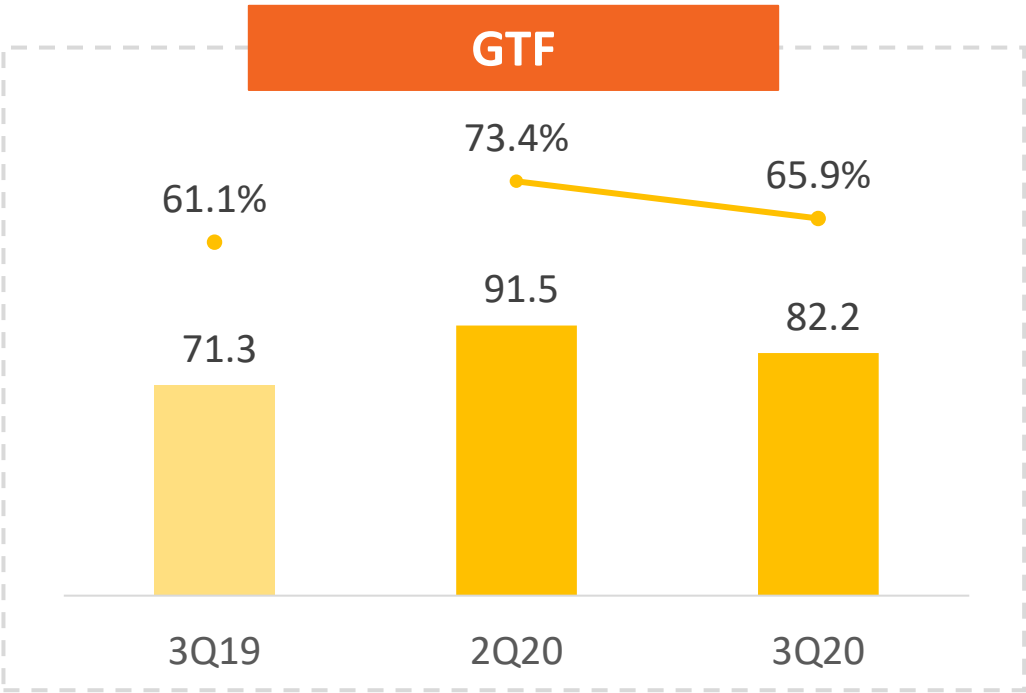
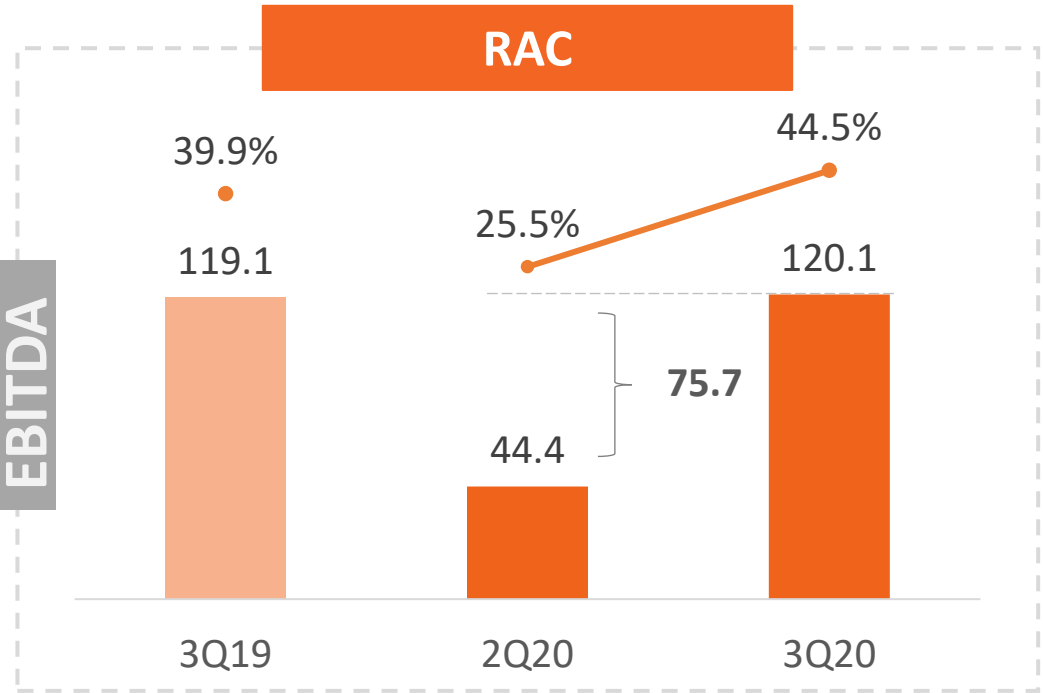


\*Accumulated Depreciation / Cost of Vehicle (Financial Statement– Property and Equipment)

# 3Q20 RESULTS



In R\$ million and margin (%)

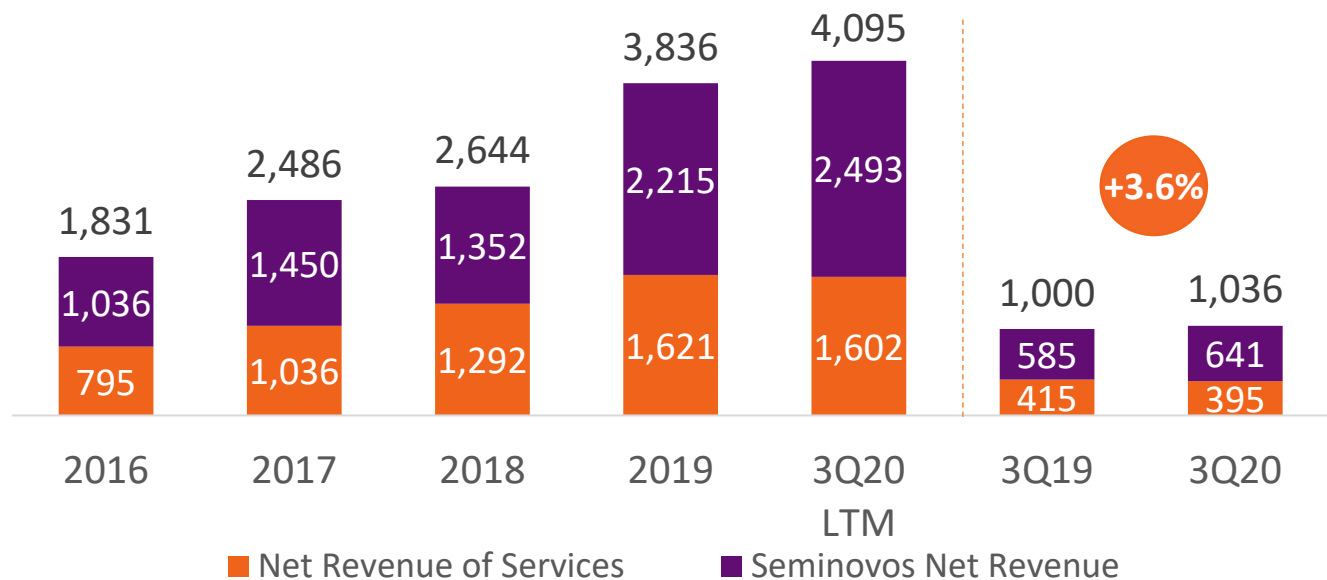


# CONSOLIDATED RESULTS

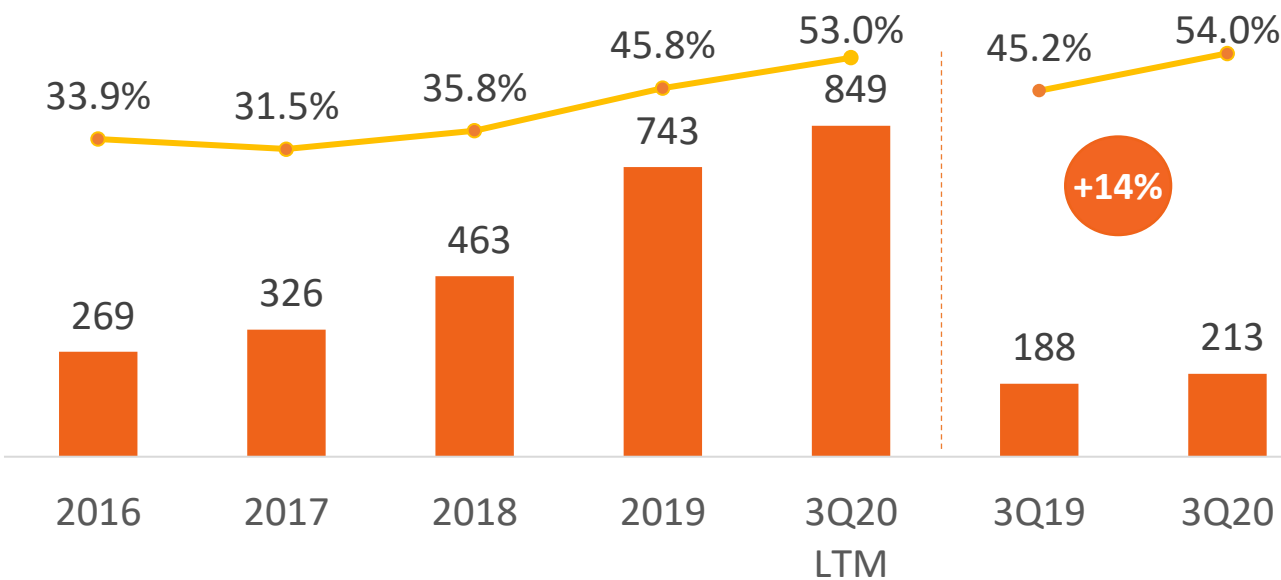


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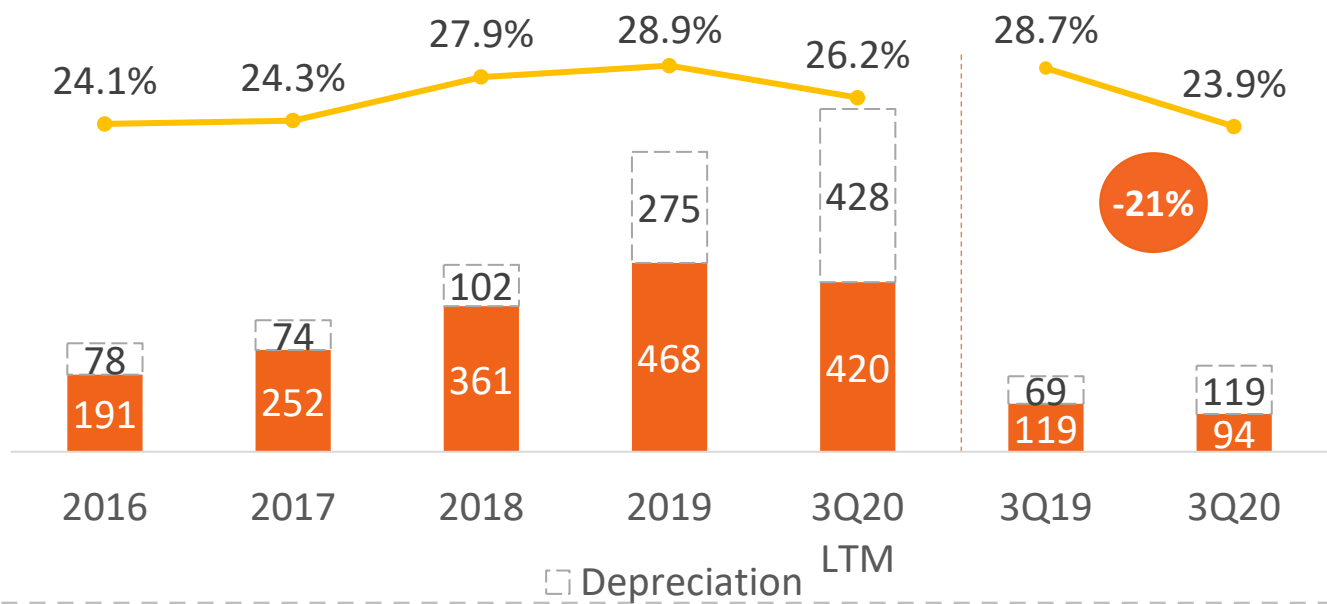
## Net Revenue (R\$ million)



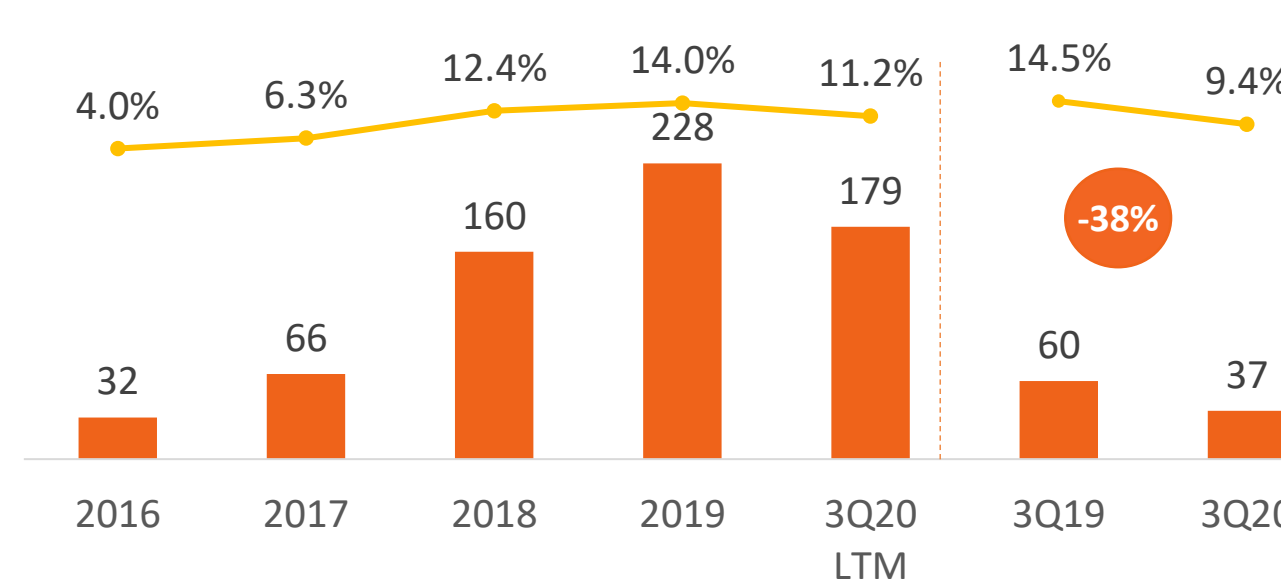
## EBITDA (R\$ million) and Margin (%)

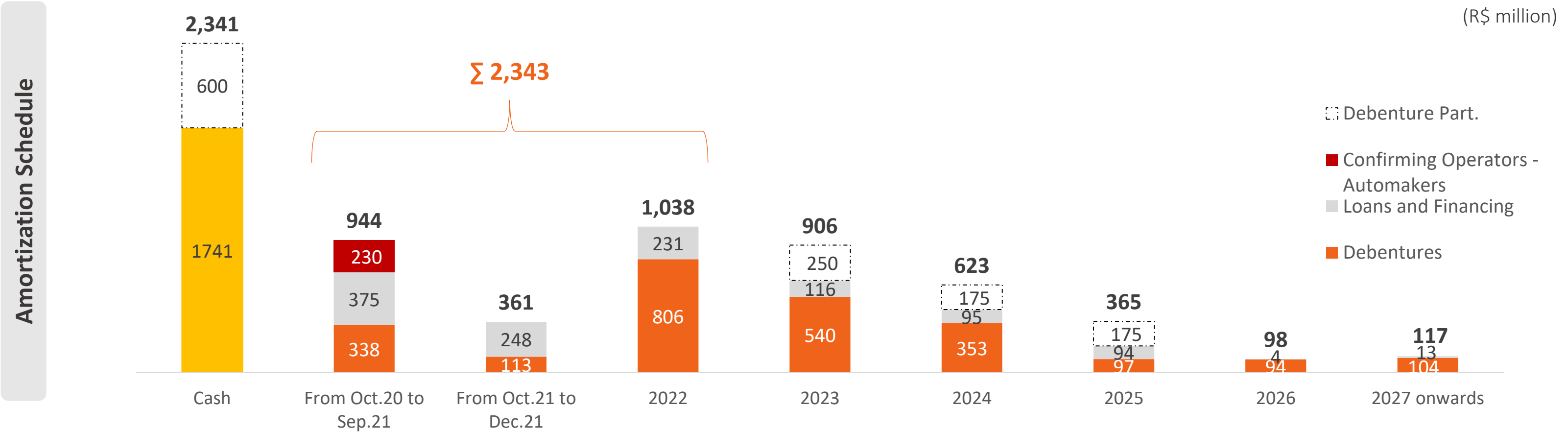


## EBIT (R\$ million) and Margin (%)

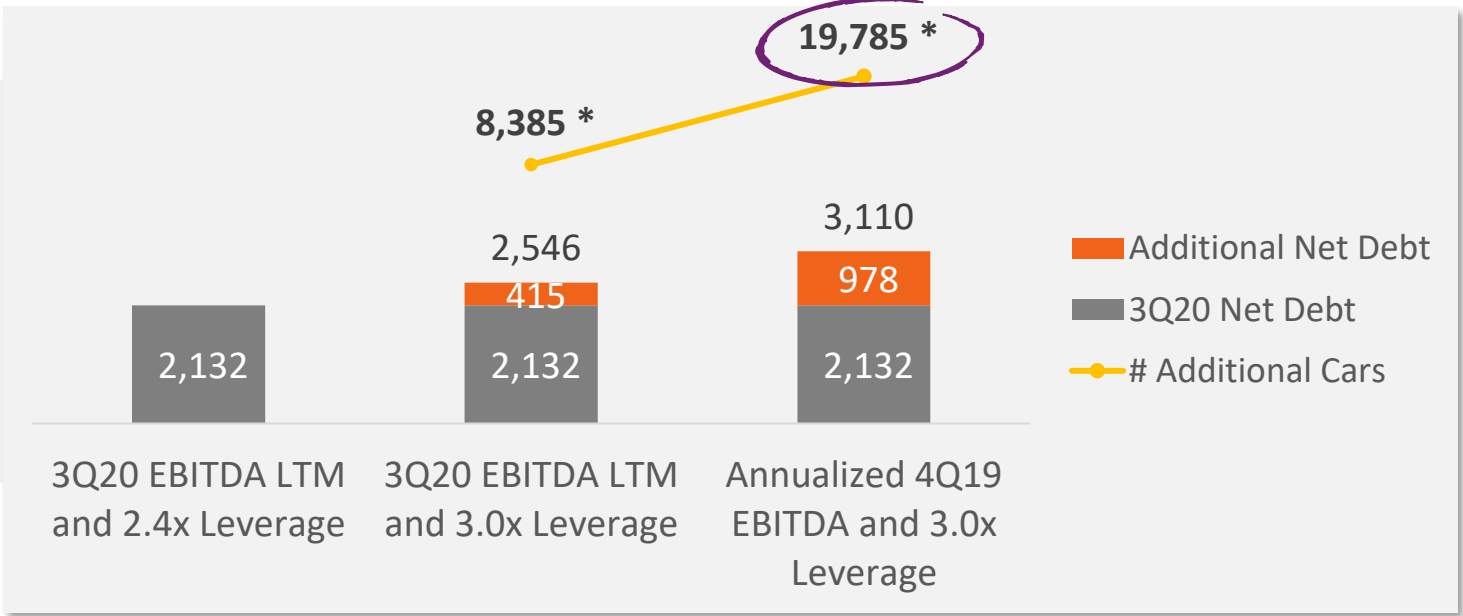


## Net Income (R\$ million) and Margin (%)



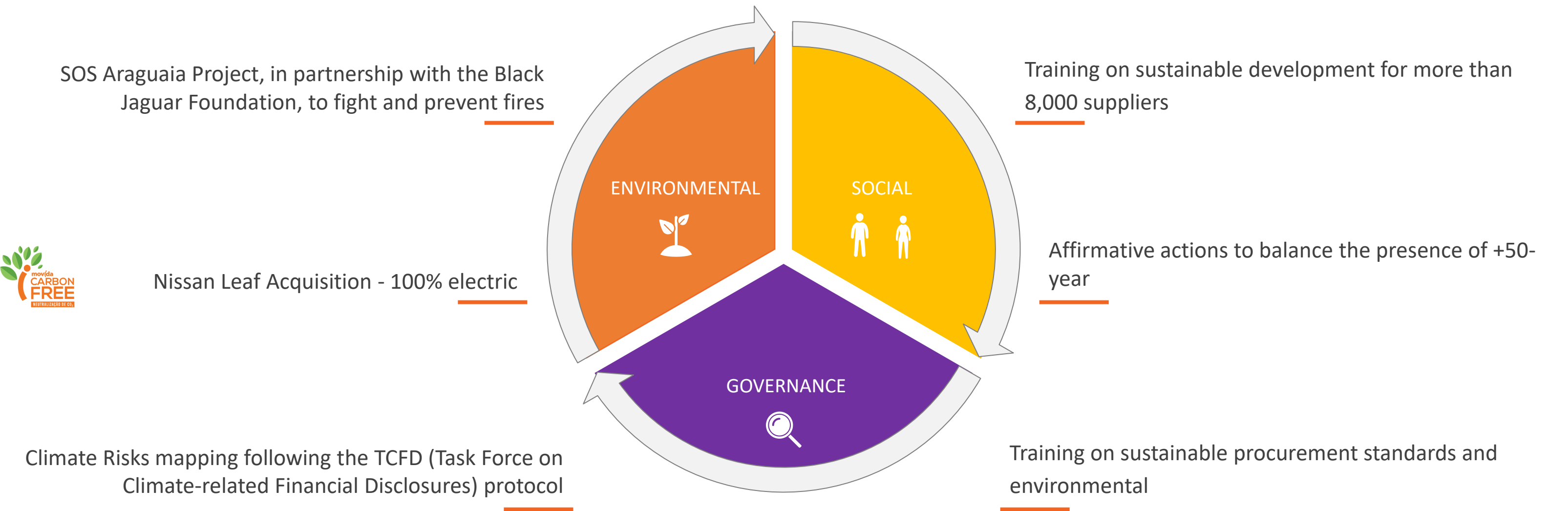


Debt Ratios	3Q19	3Q20
Net Debt / Net Fixed Assets	0.3x	0.4x
Net Debt / LTM EBITDA	2.3x	2.4x
Net Debt / Equity	0.7x	1.0x
EBITDA / Net Interest	4.3x	4.9x
EBIT / Net Interest	2.7x	2.2x



\*Considers last twelve months average price of cars bought to calculate the number of cars





**SOS Araguaia - How it works:** Creation of new and reinforcing of existing firebreaks. In addition to the support of water trucks for the immediate combat of fire outbreaks and the damping down and turning over stage



Human capital over 55 years of age reached 4% in 3Q20 vs. 1% in 2Q20

We invite everyone to learn more and support the project by visiting <https://www.sos-araguaia.fund/>



## SOMA

### *Sistema Organizado de Moradia Acessível* (Organized System of Accessible Living)

- Mixed usage buildings in São Paulo city center
- Private initiatives contributing as partners



# OCTOBER PRELIMINARY DATA - REVENUE

## Unaudited



(R\$ million)

Rent-a-Car (RAC)	3Q20 Montlhy Average	October/20	Chg. Oct/20 vs Avg 3Q20
Net Revenue	90.0	108.3	20.4%
Fleet Management (GTF)	3Q20 Montlhy Average	October/20	Chg. Oct/20 vs Avg 3Q20
Net Revenue	41.6	43.6	4.7%
Services (RAC+GTF)	3Q20 Montlhy Average	October/20	Chg. Oct/20 vs Avg 3Q20
Net Rentals Revenue	131.6	151.9	15.5%
Used Cars Sales (SEMINOVOS)	3Q20 Montlhy Average	October/20	Chg. Oct/20 vs Avg 3Q20
Net Revenue	213.6	195.4	-8.5%
Depreciation	3Q20 Montlhy Average	October/20	Chg. Oct/20 vs Avg 3Q20
Fleet Depreciation	(32.5)	(25.5)	-21.7%

# OCTOBER PRELIMINARY DATA - OPERATIONAL

## Unaudited



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Rent-a-Car (RAC)	3Q20 Monthly Average	October/20	Chg. Oct/20 vs Avg 3Q20
Total Fleet (EoP)	67,978	69,925	2.9%
Number of Daily Rentals (thousand)	1,443	1,582	9.6%
Occupancy Rate (%)	82.7%	86.0%	+3.4 p.p
Average Daily Rental (R\$)	70.3	77.6	10.4%
Fleet Management (GTF)	3Q20 Monthly Average	October/20	Chg. Oct/20 vs Avg 3Q20
Total Fleet (EoP)	40,731	42,505	4.4%
Number of Daily Rentals (thousand)	1,027	1,074	4.6%
Services (RAC+GTF)	3Q20 Monthly Average	October/20	Chg. Oct/20 vs Avg 3Q20
Total Fleet (EoP)	108,709	112,430	3.4%
Used Cars Sales (SEMINOVOS)	3Q20 Monthly Average	October/20	Chg. Oct/20 vs Avg 3Q20
Number of Cars Sold (amount)	4,774	4,041	-15.3%
Average Price of Sold Cars (R\$)	45,290	48,477	7.0%

NEW  
RECORD!

NEW  
RECORD!





*Flexibilidade é ter um carro por assinatura mensal onde você estiver.*



*Viaje de forma segura. Alugue um carro e dê uma movida nas férias.*



- APP LOTSALE NEW!
- DELIVERY SEMINOVOS NEW!
- DIGITAL B2B GTF NEW!
- MOVIDA ZERO KM NEW!
- MOVIDA CARGO NEW!
- DIGITAL B2B RAC
- CORPORATE
- APP DRIVERS
- MONTHLY PRODUCTS
- URBAN MOBILITY
- LOCAL TOURISM





NEW CYCLE OF GROWTH



Improving  
KPIs

- Revenue per car R\$1.8 thousand
- Cost per car -22% y/y
- EBITDA Margin +4.6p.p. y/y



Strong operations  
with focus on the  
client

- Web check-in
- Implantation and maintenance

- Revenue per car R\$1.2 thousand
- Cost per car -16% y/y
- EBITDA Margin +4.8p.p. y/y

- Scale
- Efficient conversion

- Average Price of Sold Cars R\$45.3 thousand
- Stable SG&A/Revenues y/y
- EBITDA Margin +2.2p.p. y/y

- Demobilization
- Asset turnover

RAC (Rent-a-Car)

GTF (Fleet Management)

SEMINOVOS (Used Cars Sales)

FUNDAMENTAL PRESERVED WITH HIGH DEMAND

# mov(ida)

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