

2Q21
Earnings Release

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

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

2Q21 HIGHLIGHTS

Record for all
indicators

Total Fleet of **134 thousand** cars

Total Net Revenue: **R\$1,2 billion**

EBITDA: **R\$388 million** +157% vs. 2Q20

Net Profit: **R\$174 million** +6.589% vs. 2Q20

ROE and ROIC of **19,4%** and **11,4%**

Cash of **R\$ 3,4 billions**

New S&P Rating: **AA+**

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CSBRASIL
FROTAS

Movida and CS Frotas 2Q21 (Pró-forma)

Total Fleet of **159 thousand** cars

Total Net Revenue: **R\$1,4 billion**

EBITDA: **R\$464 million** +207% vs. 2Q20

Net Profit: **R\$198 million** +7.515% vs. 2Q20

ROE and ROIC of **19,8%** e **11,6%**

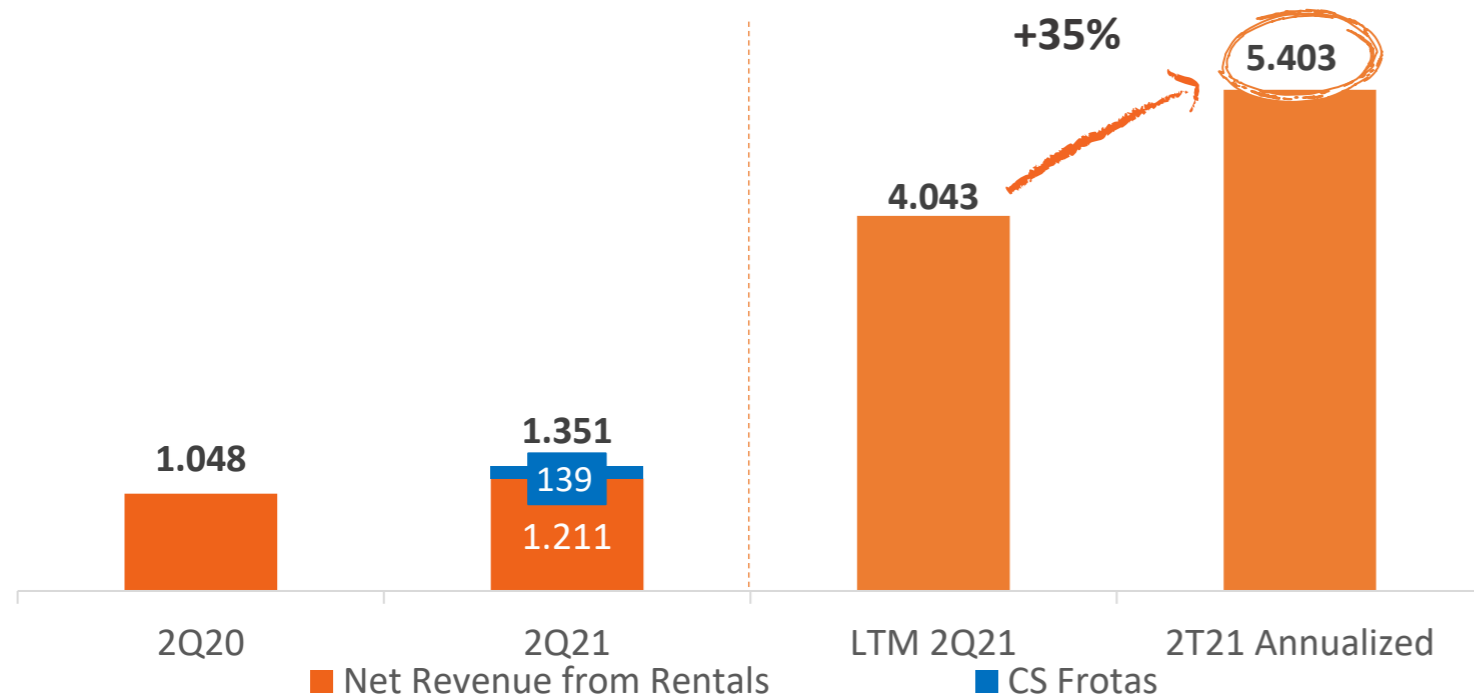
Cash of **R\$ 3,6 billions**

CONSOLIDATED RESULTS

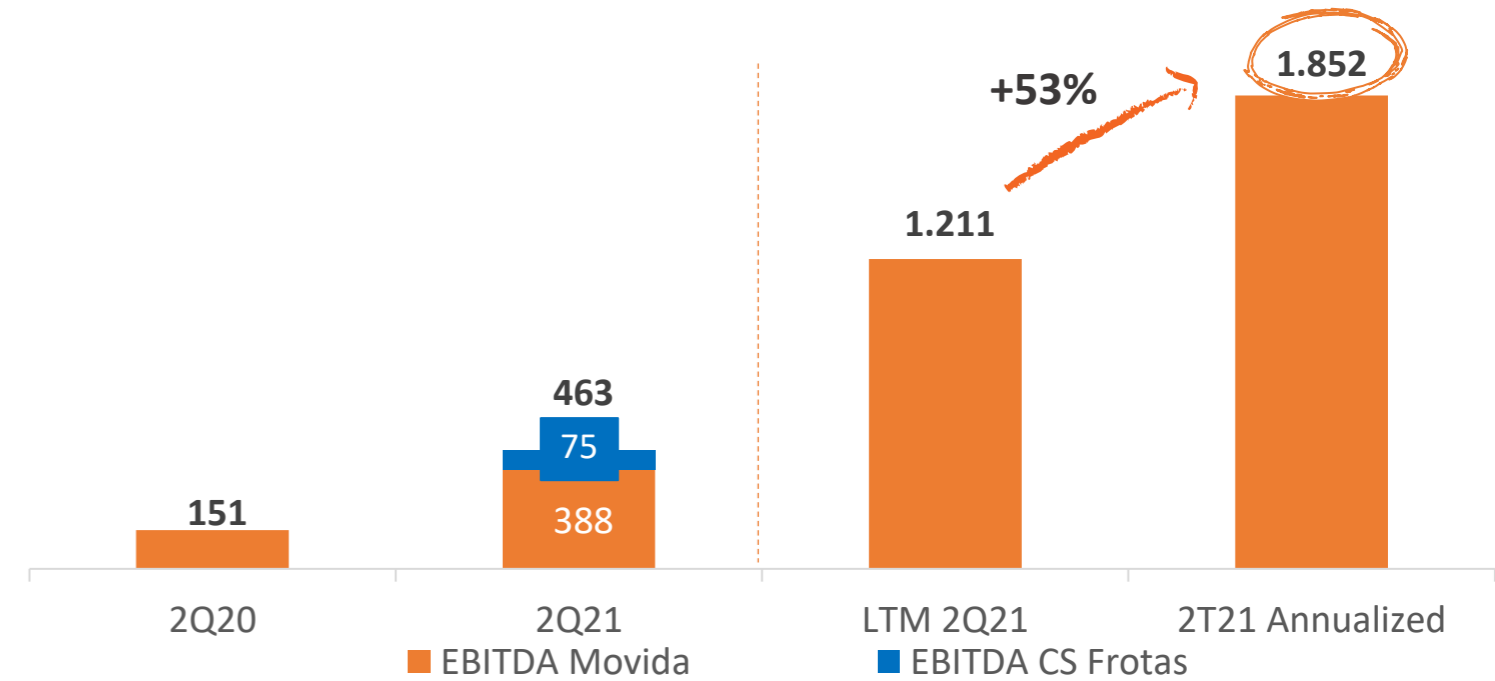
MOVIDA AND CS FROTAS TOGETHER CREATE BASE FOR A NEW GROWTH CYCLE WITH PROFITABILITY



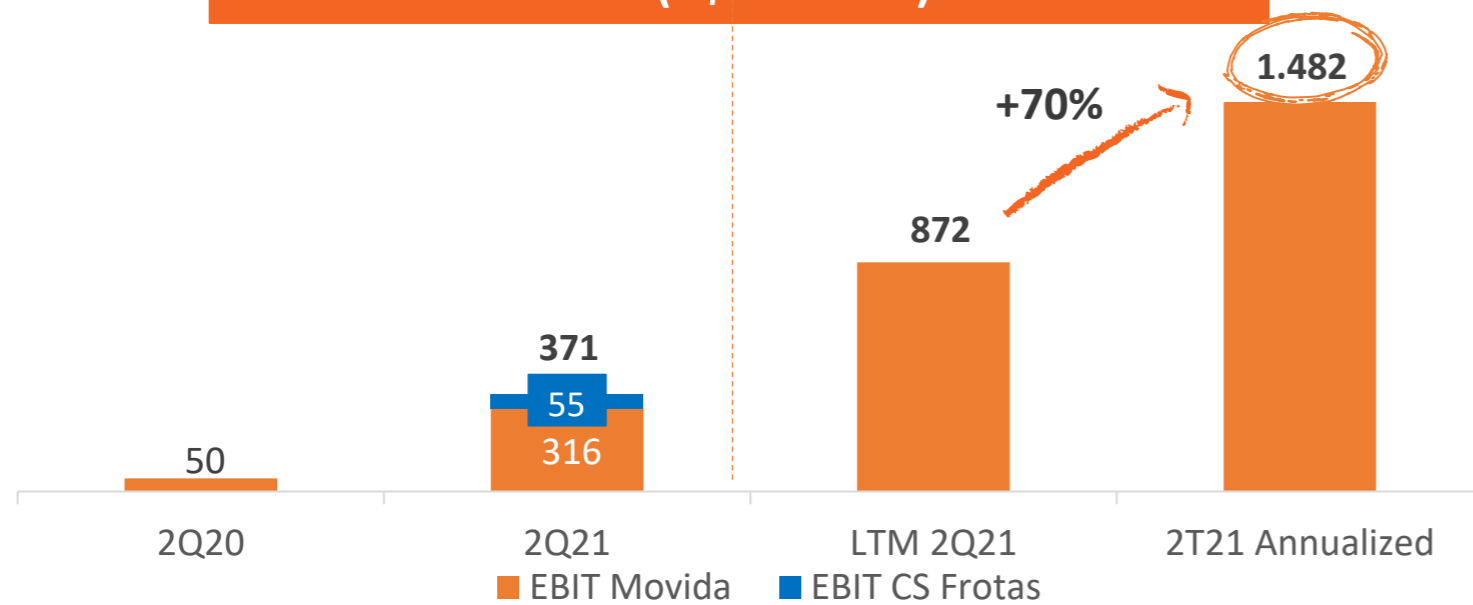
Net Revenue (R\$ millions)



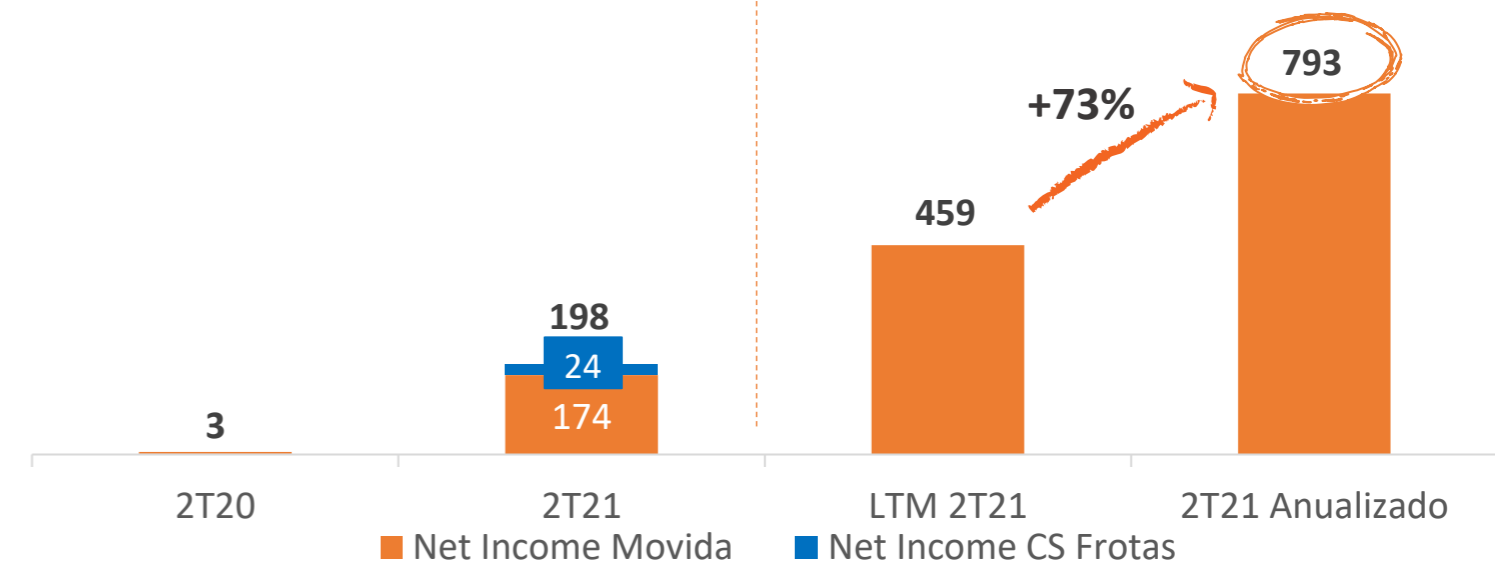
EBITDA (R\$ millions)



EBIT (R\$ millions)



Net Income (R\$ millions)



WHAT IS CS FROTAS: FLEET MANAGEMENT FOCUSED ON THE PUBLIC SECTOR AND MIXED ECONOMY COMPANIES



Among the 6 largest Fleet Management Companies in Brazil

Operational Fleet growth of 42%, well above the Market Average of 4%

Lease focused on driverless light fleet

Presence throughout the whole Brazilian territory

Largest public fleet and mixed capital outsourcing company

Governance recognized for best industry practices


EGM on July 26 **unanimously approved the business combination** with CS Frotas in a transaction with the **highest level of Governance.**

Operational and Financial Highlights


~18 Thousand⁽¹⁾
Frota Operacional
2T21


R\$ 452mm
Total Net Revenue
2T21 LTM


43%
EBIT Rental Margin
2T21 LTM

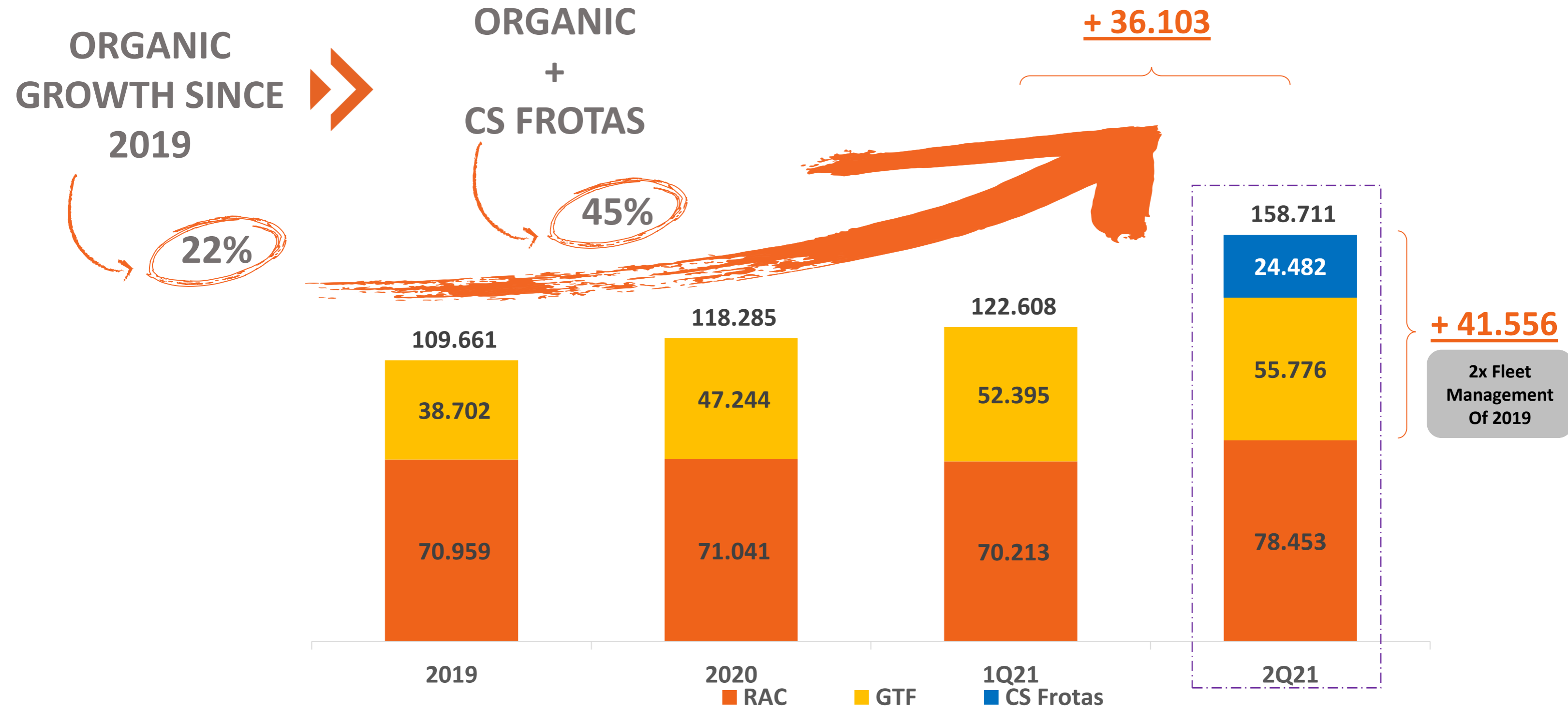

14%
ROIC
2T21 Annualized


91%
Tax Renovation of Contracts
LTM

Note: (1) Equivalent to the total (accounted) fleet of CS Frotas in 2Q21 of ~24K

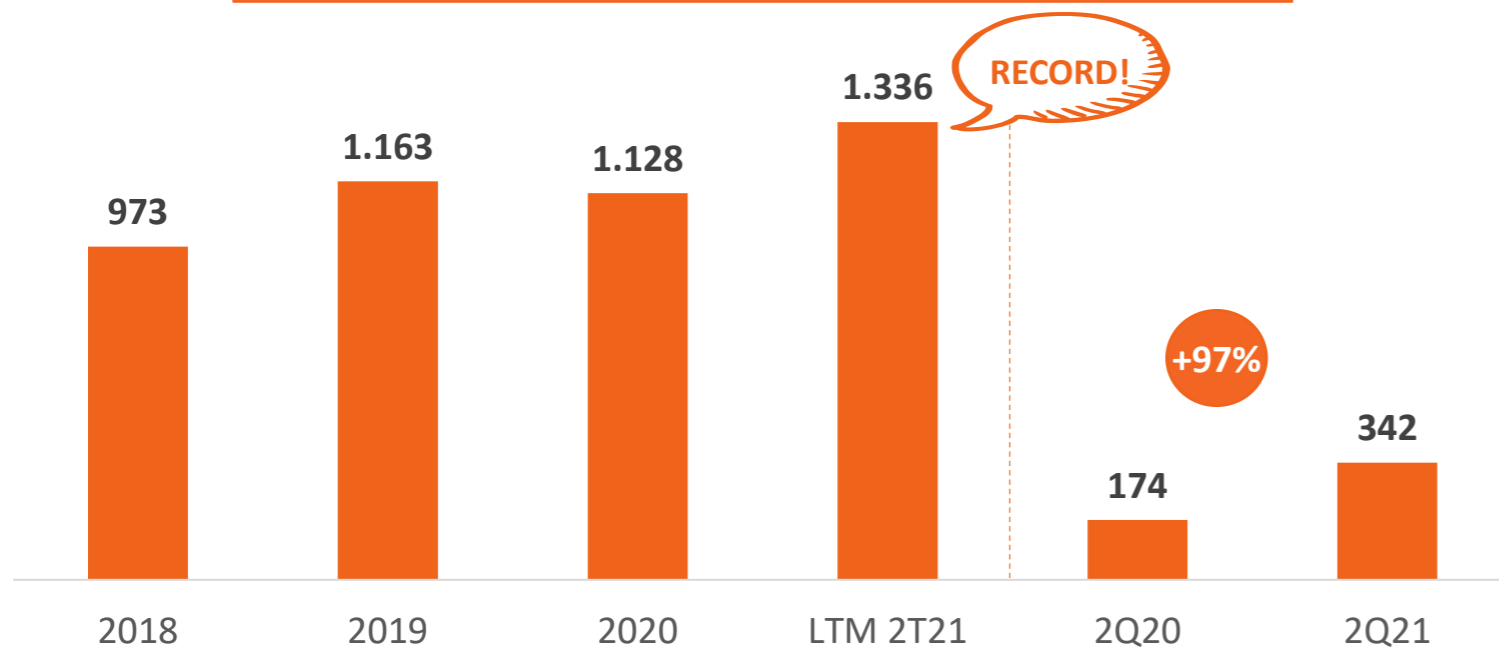
FLEET AND REVENUE EVOLUTION

COMPANY THAT GROWS THE MOST SINCE THE BEGINNING OF THE PANDEMIC

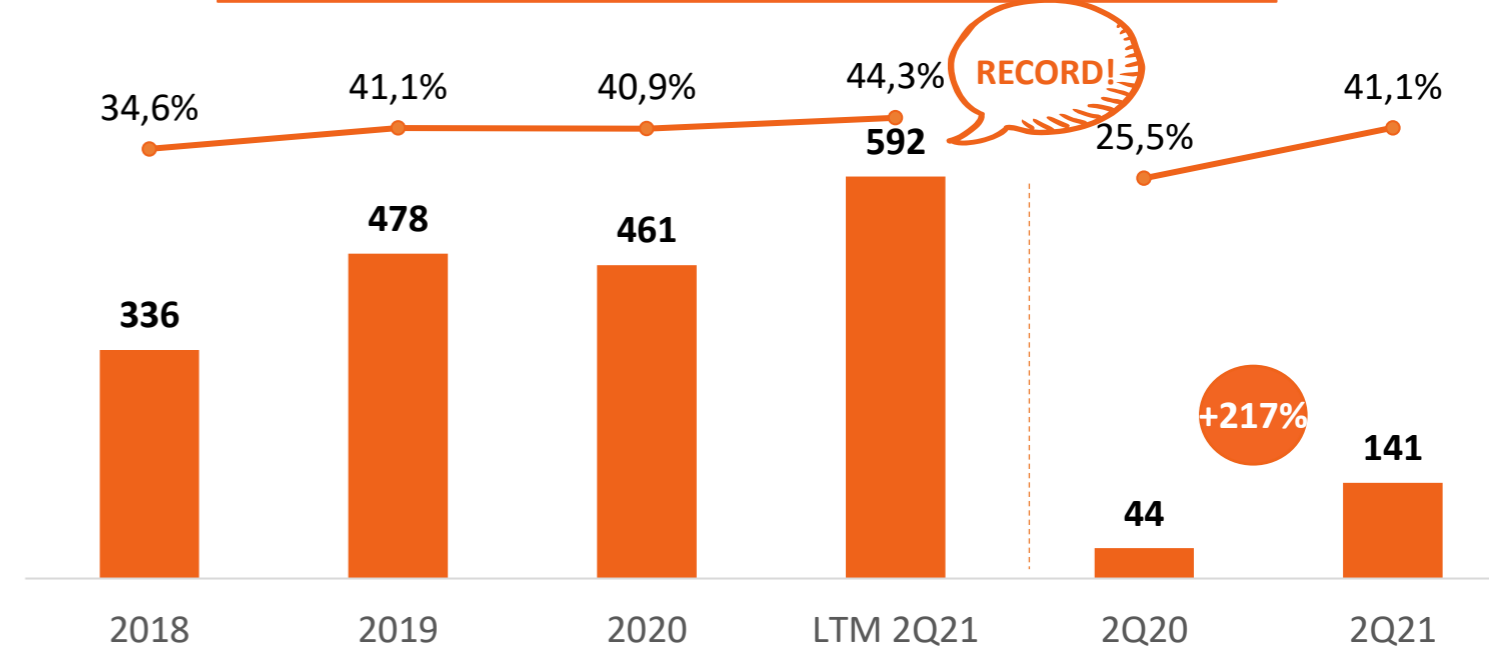




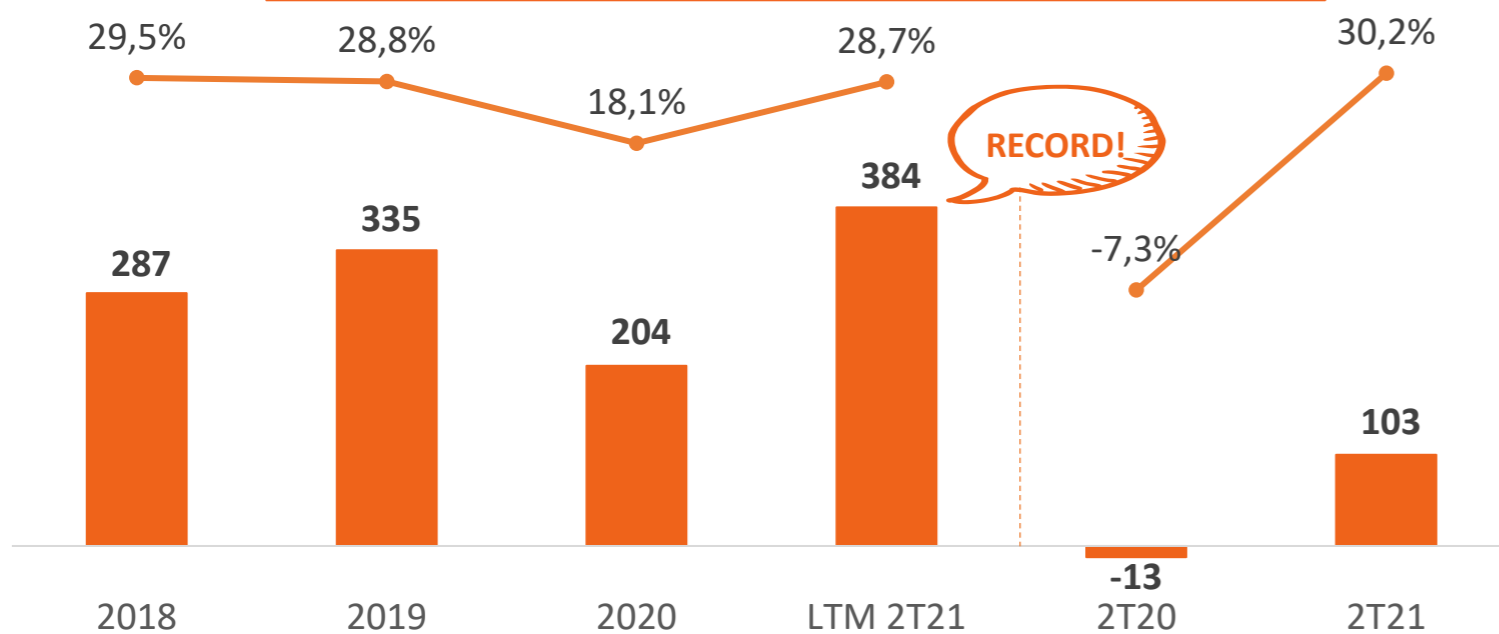
Net Revenue (R\$ million)



EBITDA (R\$) e EBITDA Margin



EBIT (R\$) e Margin EBIT



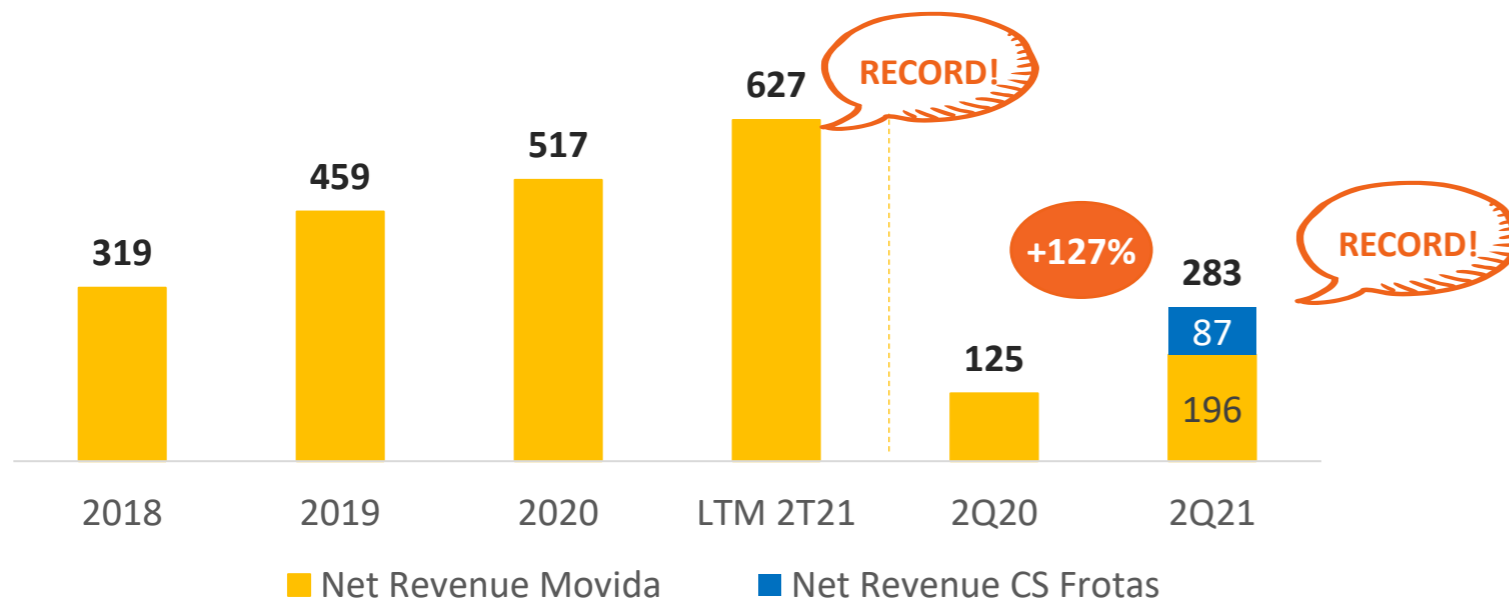
- Average monthly Gross Revenue of **R\$ 2.059**, **record** in 12 months;
- Record number of daily rates (LTM) of **18.8 million**;
- Ex-depreciation cost at 570/car, **in line** with other years.

FLEET MANAGEMENT

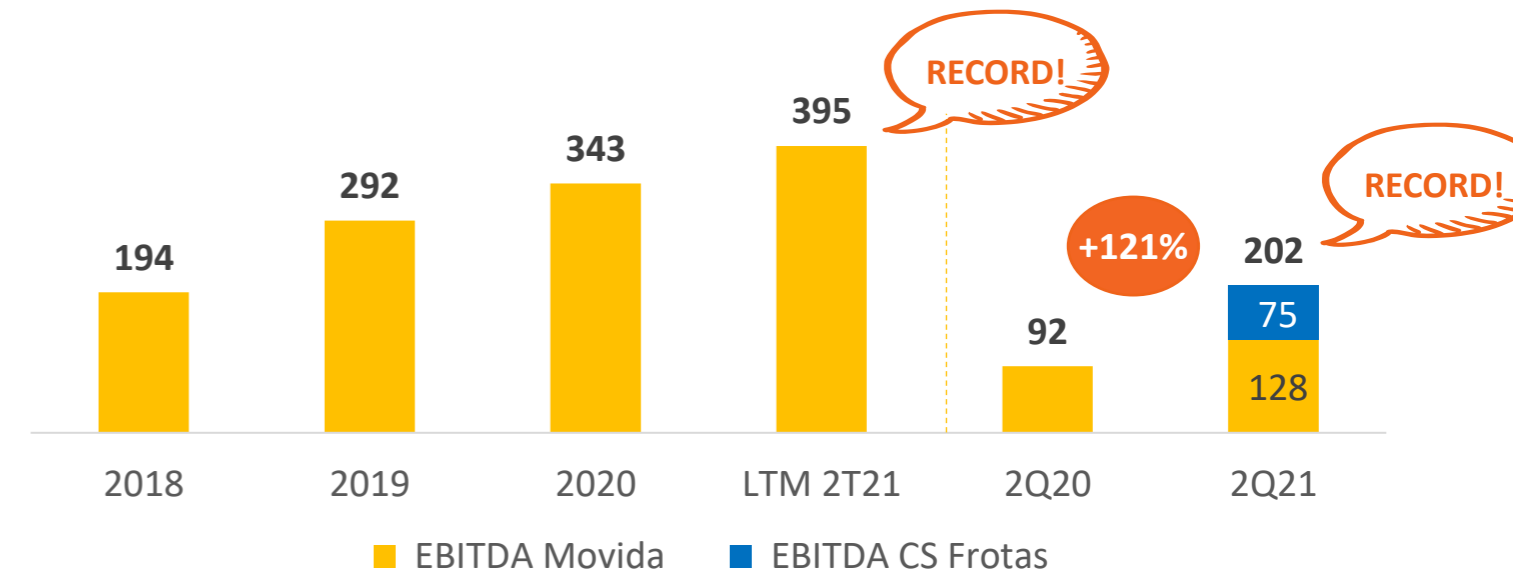
COMBINATION TAKES A FLEET TO 80 THOUSAND CARS



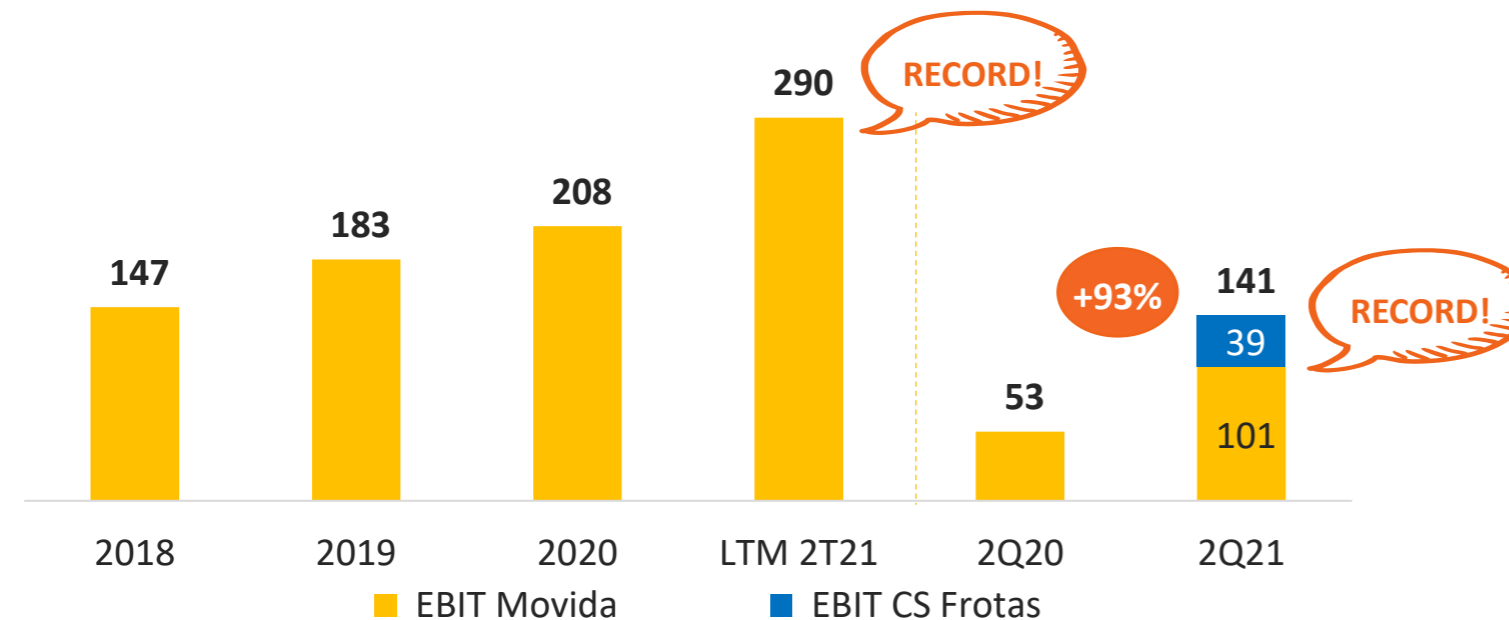
Net Revenue (R\$ million)



EBITDA (R\$)



EBIT (R\$)



MOVIDA

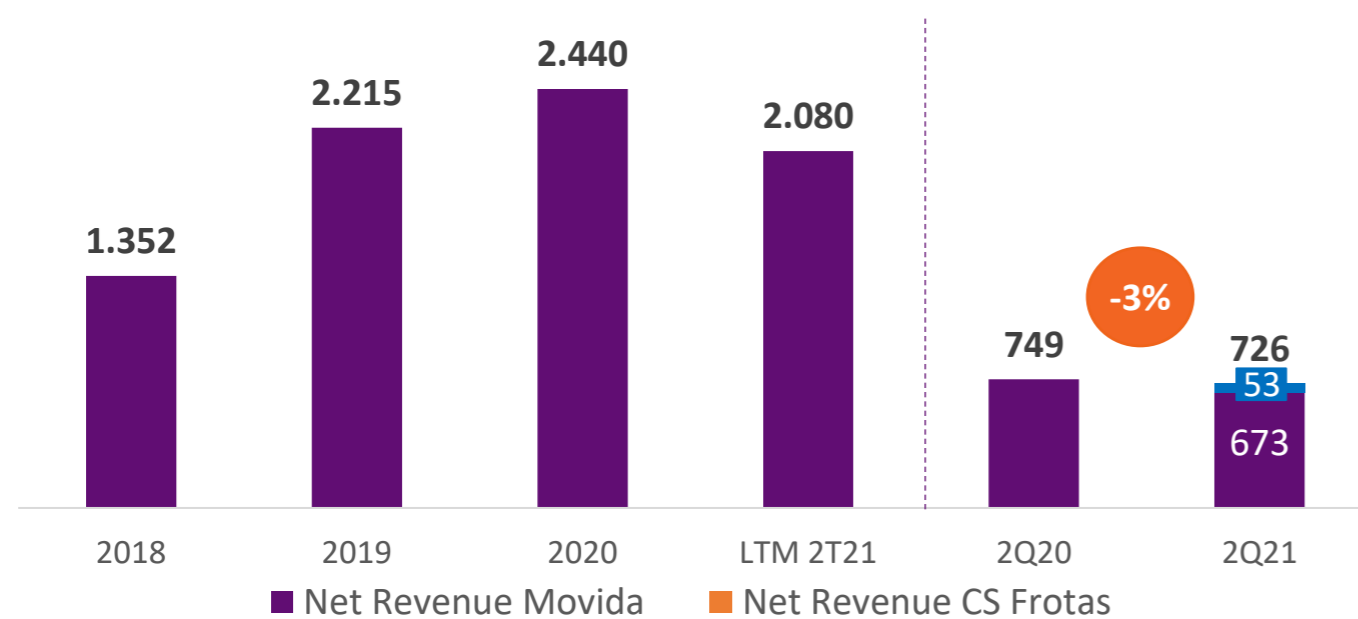
- Average monthly Gross Revenue of **R\$ 1,309**;
- Number of daily rents of **4.6 million**, record in a quarter;
- Ex- depreciation cost of **R\$287/car**, in line with other years;
- EBITDA margin of **65,1%**;
- EBIT margin of **51,7%**.

USED CAR SALES

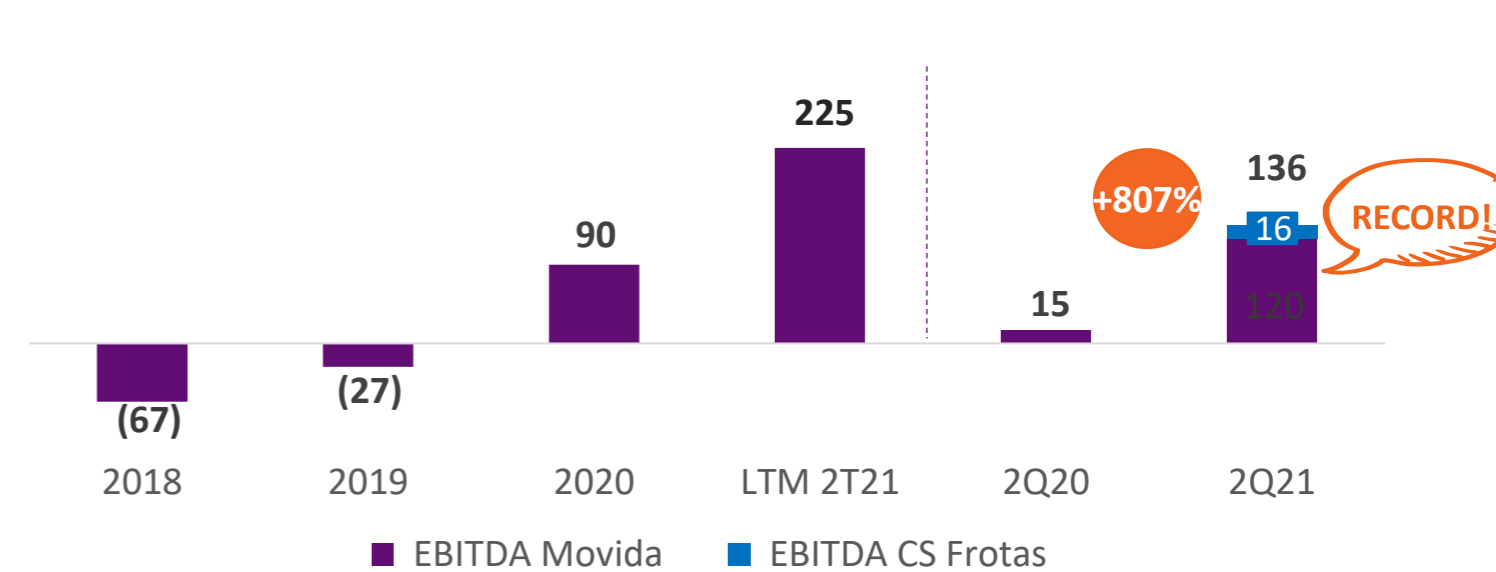
CONSTANT EVOLUTION WITH DILUTION OF EXPENSES



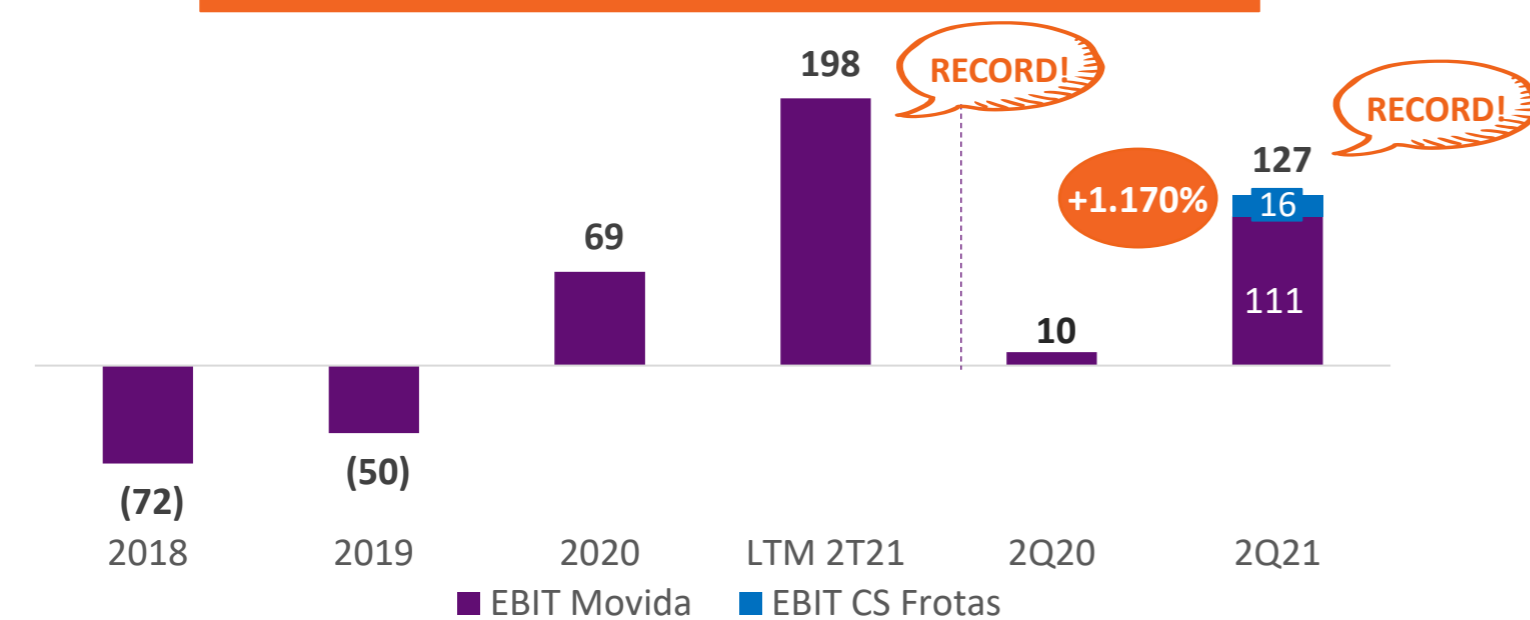
Net Revenue (R\$ million)



EBITDA (R\$)



EBIT (R\$)



MOVIDA

- Highest average ticket ever registred, R\$ 54,576;
- Highest gross margin recorded, 24%;
- 12.462 cars sold;
- EBITDA margin of 17,8%;
- EBIT margin of 16,4%.

CASH AND DEBT SCHEDULE



AMORTIZATION AND LEVERAGE PROFILE POSITIVELY IMPACTED WITH STRONG OPERATING RESULT

Movida and CS Frotas together brings more previsibility of EBITDA

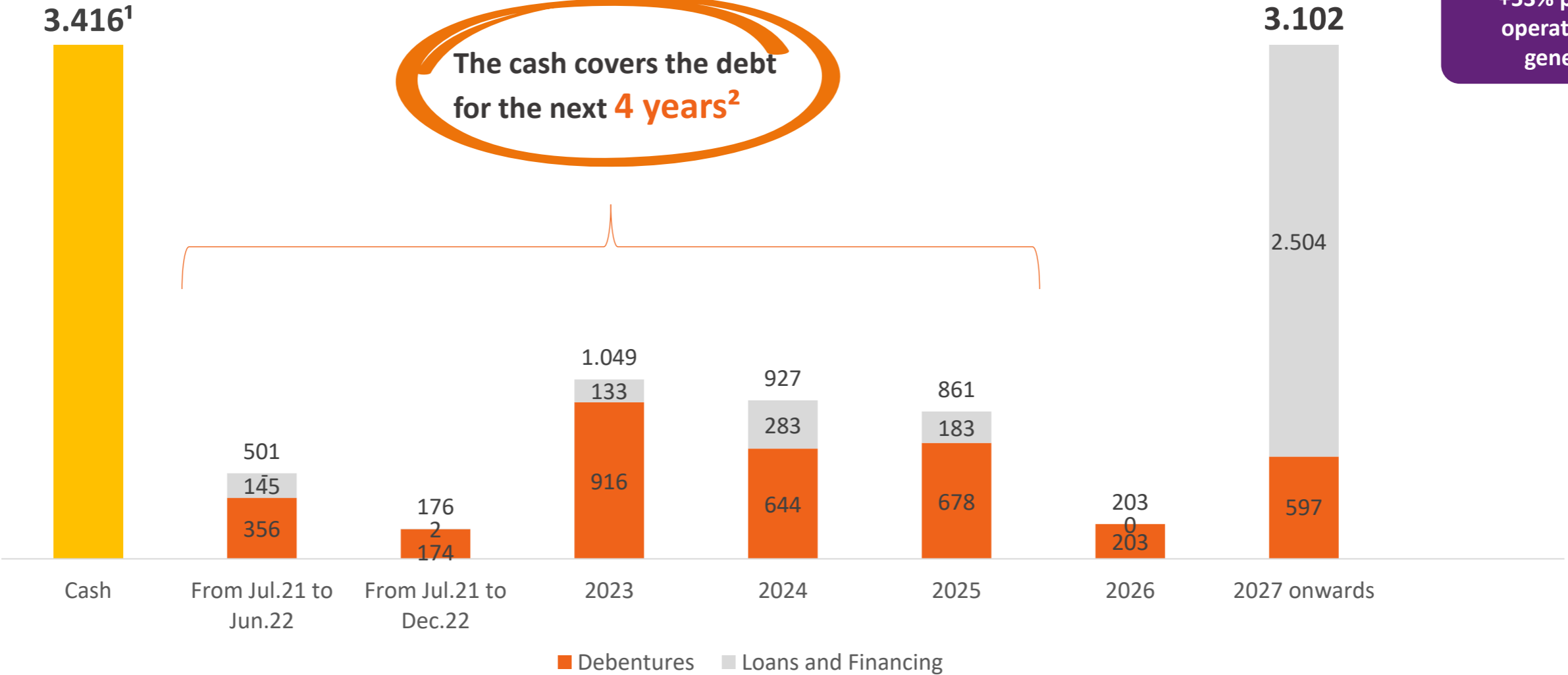
(R\$ million)

	LTM 2T21	2T21 ANNUALIZED
EBITDA Movida and CS Frotas	1.211	1.852

+53% potential operating cash generation

The cash covers the debt for the next 4 years²

Amortization Schedule



¹Net cash and debt position disregards the effects of 4131 linked to the bond.

²Cálculo considering a 4 year period such as the end of June 2025.

IMPROVEMENT OF THE CREDIT PROFILE OF THE COMBINED COMPANY





Fleet Management Resilience Improves Credit Profile



Wider Access and Greater Interest of the Capital Market

Growth of the Fleet (2020 vs 2019)

	GTF	RAC
Market ⁽¹⁾	+4%	(6%)
	+22%	0%
	+42%	n.a.



Greater representation of Fleet Management coming from the transaction, adding **greater predictability of revenue and EBITDA**



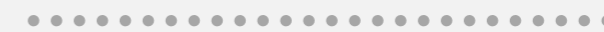
Having one of the most competitive ROIC's in the industry, CS Frotas adds **resilience to the combined company**



Combined leverage reduction vs. Current levels.

CS Frotas

Potential to finance growth with cheaper and more diversified credit options in the capital markets.



Movida

Moved increased business relevance within the SIMPAR Group, potentially improving credit ratings.

Nota: (1) Considering Localiza and Unidas

OPERATING SYNERGIES UNLOCKED WITH THE TRANSACTION MOVIDA AND CS FROTAS



USED CAR PLATFORM FOR ASSET SALES (MOVIDA SEMINOVOS)

CS Frotas to benefit from Movida's used-car retail platform for asset sales

Sale of ~63 thousand additional vehicles in the following 5 years with B2C margins (~10% higher)

Potential annual synergies of ~R\$20 million



IMPLANTATION AND MAINTANCE⁽¹⁾

Sharing of affiliated workshops, operating structures, manufacturing teams and procurement processes

Reduction of operating costs, which annually is R\$ 453 million⁽²⁾

Potential annual synergies of ~R\$10 to 15 million



FLEXIBLE IN FLEET ALOCATION⁽³⁾

Utilization of a unified, centralized asset base

Lower implementation time and greater competitiveness in bids and commercial flexibility and leverage with suppliers due to the mix of vehicles of the combined company

Higher ROIC



ADMINISTRATIVE EXPENSES

Administrative expenses and systems development

Economies of scale in administrative expenses, which annually is R\$ 405 million⁽²⁾

Potential annual savings of ~R\$4 million

Annual synergies ~R\$ 40 million, leading to increase in ROIC, competitiveness, and growth capacity

NOTE: (1) The Company already exercises some of these synergies, such as the purchase of vehicles and tires; (2) Consider it as na expense of the combined company (pre-synergies); (3) Average price per car of R\$71,000 from CS Frotas

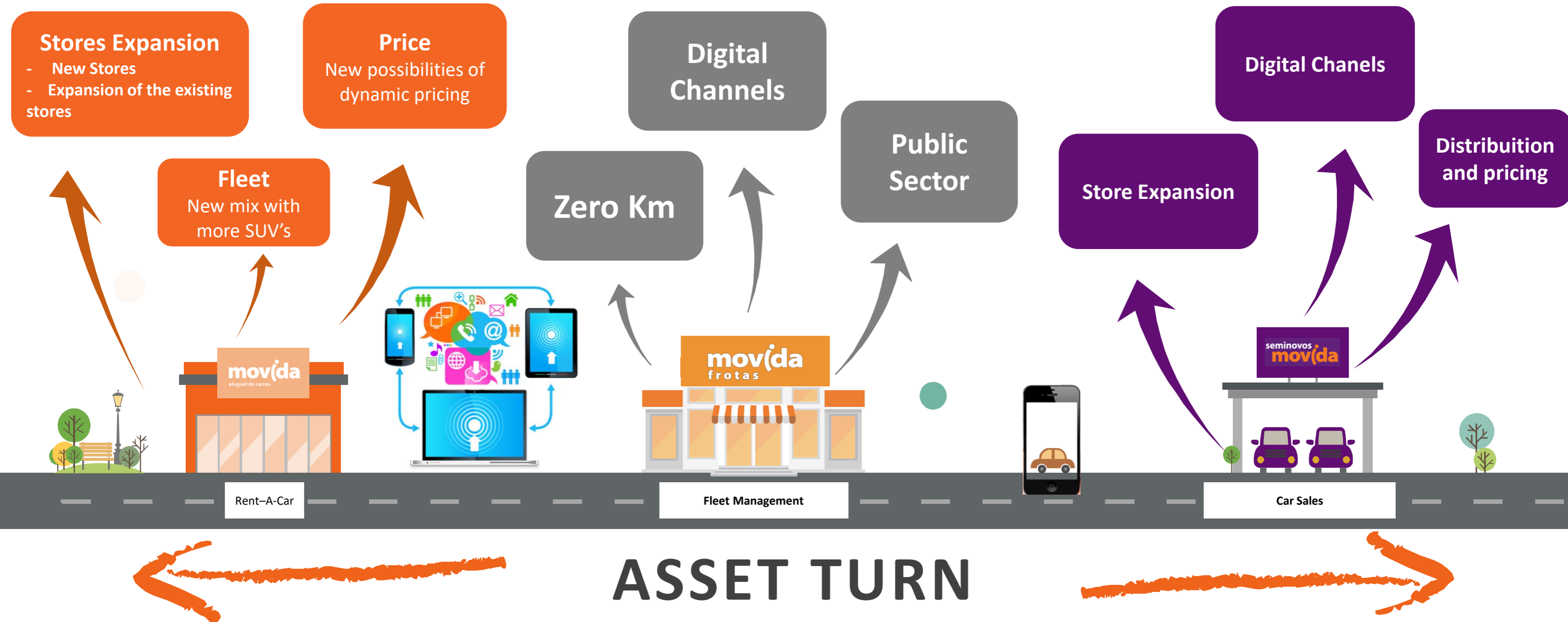
COMING SOON...

NEW STAGE WITH NEW GROWTH AVENUES AND PROFITABILITY



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MERGER WITH CS FROTAS ANTICIPATES GROWTH AND RENTABILITY



RAC

- Growth from 453 to 575 cars/stores
(122 cars x 150 stores = **18.300 cars**)
- Future Opening of 107 new store (575 cars x 107 = **61.525 cars**)
- New sales channels
~5-10 thousand cars/months

Fleet Management

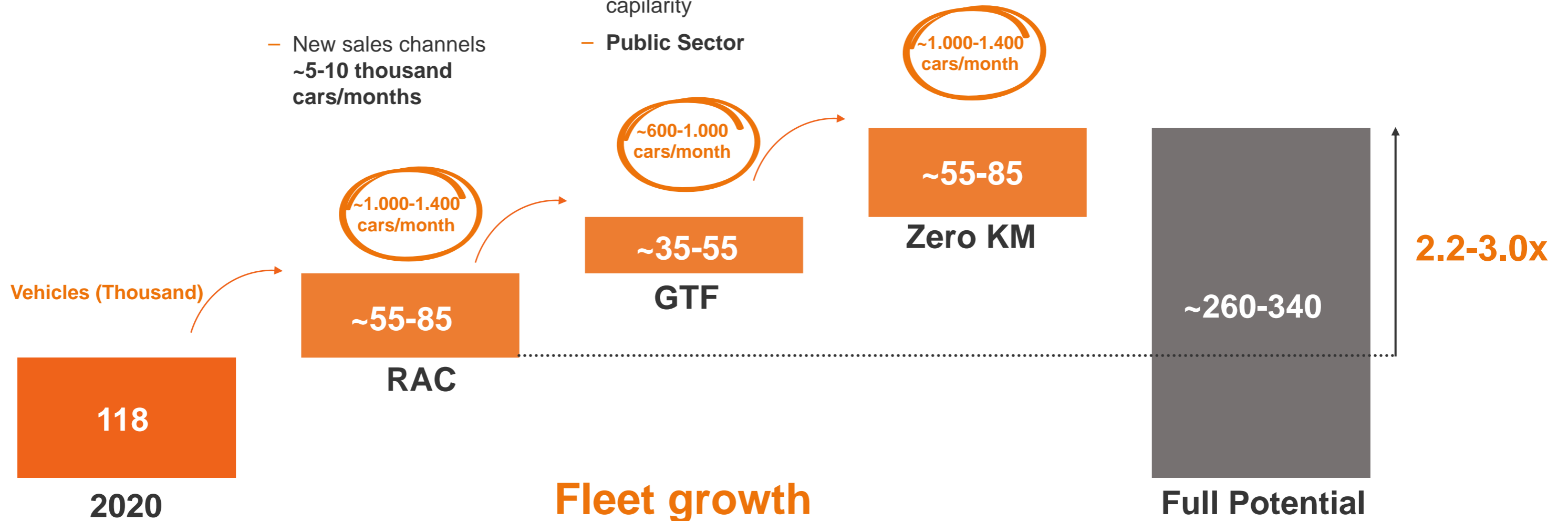
- New Expansion of our commercial team
- Development of new sales channels
- More range and capilarity
- **Public Sector**

ZERO KM

- Inovative value proposition
- Optional services

USED CAR SALES 2.0

- Omnichannel
- Raising of 33 sold cars/monthly/store
- Future opening of 53 stores



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Baixe o app
e alugue

MOVIDA.COM.BR
0800 606 8686



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**

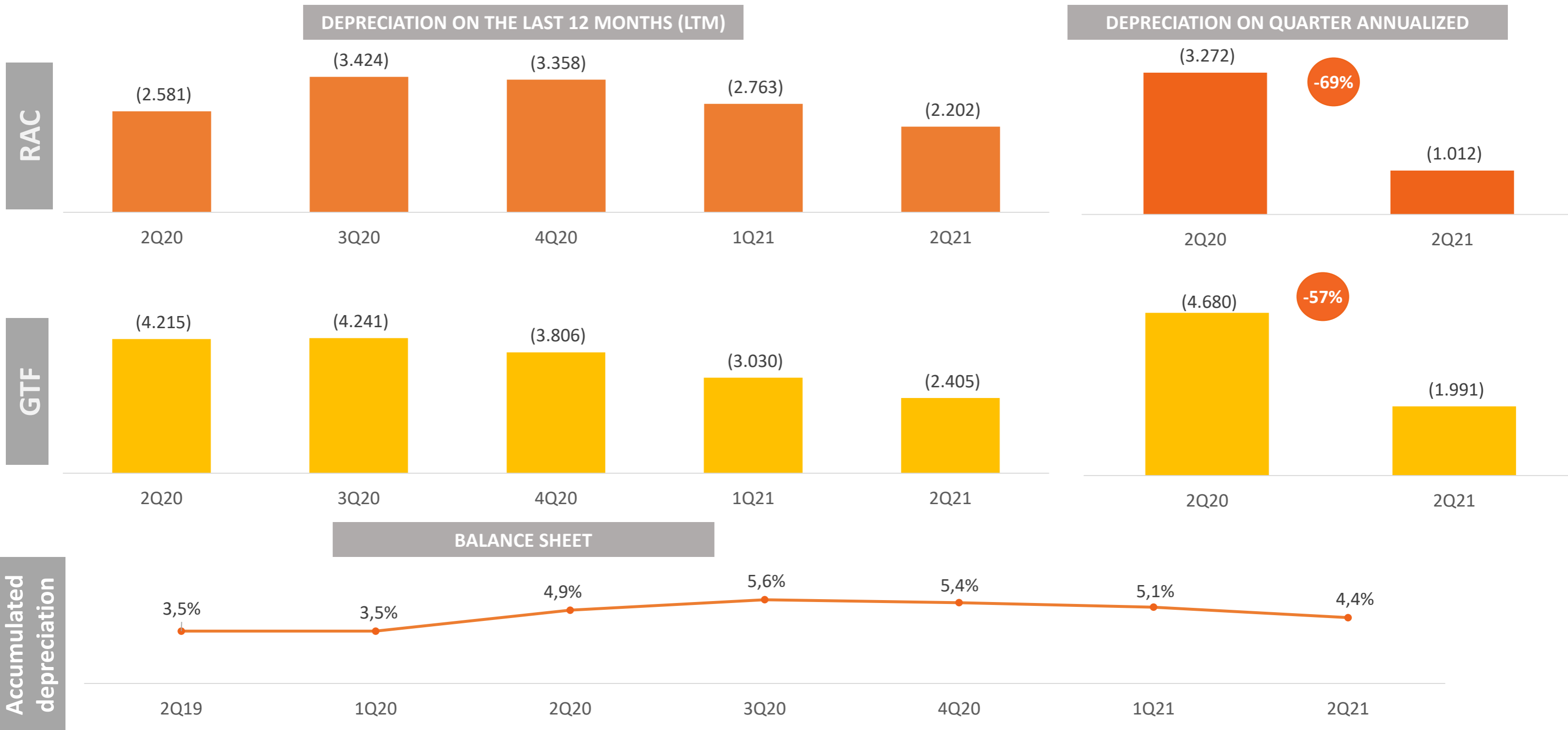
Índice de Ações com Tag Along Diferenciado **ITAG**

ICO2 B3

ATTACHMENTS

DEPRECIATION PER OPERATIONAL CAR (IN R\$)

STRONG REDUCTION ON 2T21



*Total accumulated Depreciation/ Vehicle Cost (NE DFs – Fixed Assets)

CASH FLOW

STRONG CASH GENERATION



(R\$ milhões)

Cash Generation (R\$ million)	2T20 LTM	2T21 LTM	Var. 2T21 LTM x 2T20 LTM (R\$)	Var. 2T21 LTM x 2T20 LTM (%)
EBITDA	827	1.211	385	47%
Change in Working Capital	(86)	(80)	6	-7%
Cost of sale of assets used in lease and services rendered	2.298	1.719	(579)	-25%
Renewal Capex	(2.342)	(2.220)	122	-5%
Non cash items	204	124	(81)	-40%
Cash Flow from Operations	900	754	(146)	-16%
Net financial expenses	(191)	(218)	(28)	15%
(-) Taxes	(21)	(31)	(10)	49%
(-) Dividends and interest on capital paid	(90)	(34)	56	-63%
(-) Other Capex	(81)	(80)	1	-1%
Cash Flow Before Expansion	517	391	(126)	-24%
(-) Expansion Capex	(1.014)	(1.699)	(685)	68%
(-) Acquisition of investments by company purchase	-	(16)	(16)	n.a.
(+) Acquired's assumed cash	-	4	4	n.a.
(+/-) Debt/Equity/Cash	458	3.850	3.391	740%
Cash Generation	(39)	2.529	2.568	6646%

Notes: 1) The composition between renewal Capex and Expansion Capex is estimated using the same proportion of the Company's accrual Capex, presented in the Earnings Release (Fundamentals and spreadsheets on the Investor Relations web-site); 2: "Non-cash items": Includes write off of assets and liabilities and difference in EBITDA from accrual to cash; 3: "Other Capex" Related to IT, stores and other projects and 4) "Debt/EquityCash": Includes issues, funding, bonds and securities and accrual interest difference for cash.