Earnings Release

1Q23

UMA EMPRESA DO GRUPO

SIMPAR

Disclaimer

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This presentation has been summarized and is not intended to be complete. The Company's shareholders and potential investors must read this presentation always accompanied by the Quarterly Information.

Movida consolidated

1Q23: Revenue of R$2,7 billion (+43% a/a) with continuous evolution in all business segments and focus on operational efficiency

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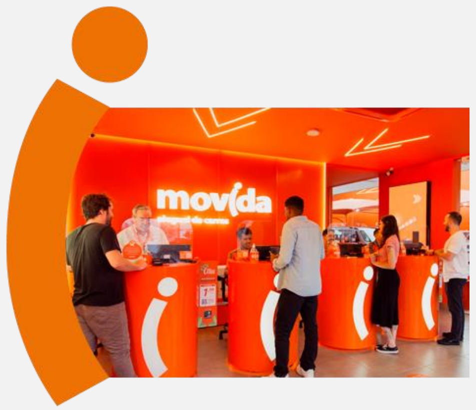
Consolidated

Total fleet
213 K ↑ +11.0% (1Q23 vs 1Q22)

Net revenue
R$2.7 bi ↑ +41.9% (1Q23 vs 1Q22)

EBITDA
R$875 mm ↑ +1.4% (1Q23 vs 1Q22)

Net Income
R$21 mm ↓ -91.9% (1Q23 vs 1Q22)



RAC

Total fleet
98 K ↑ +1.9% (1Q23 vs 1Q22)

Net revenue
R$701 mm ↑ +26.9% (1Q23 vs 1Q22)

EBITDA
R$ 427 mm ↑ +14.5% (1Q23 vs 1Q22)

Total Occupancy Rate*
69,3% ↑ +7.1pp (1Q23 vs 1Q22)

GTF

Total fleet
115 K ↑ +20.2% (1Q23 vs 1Q22)

Net revenue
R$539mm ↑ +42.1% (1Q23 vs 1Q22)

EBITDA
R$ 362mm ↑ +26.7% (1Q23 vs 1Q22)

Backlog
R$ 2.6 bi ↑ +24.2% (1Q23 vs 1Q22)

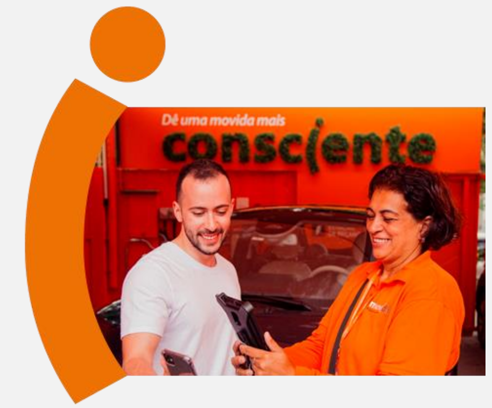
Used Cars Sales

Cars Sold
20 K ↑ +28.8% (1Q23 vs 1Q22)

Net revenue
R$1,5 bi ↑ +50.3% (1Q23 vs 1Q22)

EBITDA
R$86 mm ↓ -57.8% (1Q23 vs 1Q22)

Average price
R$75 K ↑ +16.5% (1Q23 vs 1Q22)



ESG

Recognized as one of the companies most sustainable in the word

By the S&P yearbook

Leader in the transport ranking in América Latina

S&P Global Sustainable1

*Rented Fleet/Total Fleet (measured daily)

Discipline in Execution

Focus on the creation of value through liability management, car supply adjustment, and a new structure in 1Q23

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Financial Management

Early settlement of **R$2.2 billion**

- **R$1.7 billion** in local debt
- **R$503 million** referring to bonds (US $97 million)

Reduction of the supplier line by **R$1.2 billion** in relation to the 4Q22.

Robust cash position **R$ 3.9 billion**

Fleet Efficiency

Reduction of 13.3 thousand cars in RAC compared to 4Q22

- Combined with the maintenance of net revenue and **expansion of EBITDA** compared to 4Q22

~R$1.0 billion in the release of invested capital

Productivity Gains

Increase of **5.3 p.p**. in the **total occupancy rate** *(from 64.0% in 4Q22 to **69.3%** in 1Q23)*

Increase of **1.8 p.p**. in the **operational occupancy rate** *(from 76.6% in 4Q22 to **78.4%** in 1Q23)*

Internal Governance

Enhanced pricing and car purchase proprietary technologies due to new market conditions, **assuring the optimum level of profitability of new investments**

19 ongoing priority projects with intensive use of technology to strengthen the control and productivity processes with deliveries in the next **180 days**

Efficiency Gain in Asset Turnover

Optimization of invested capital to generate value in the operation

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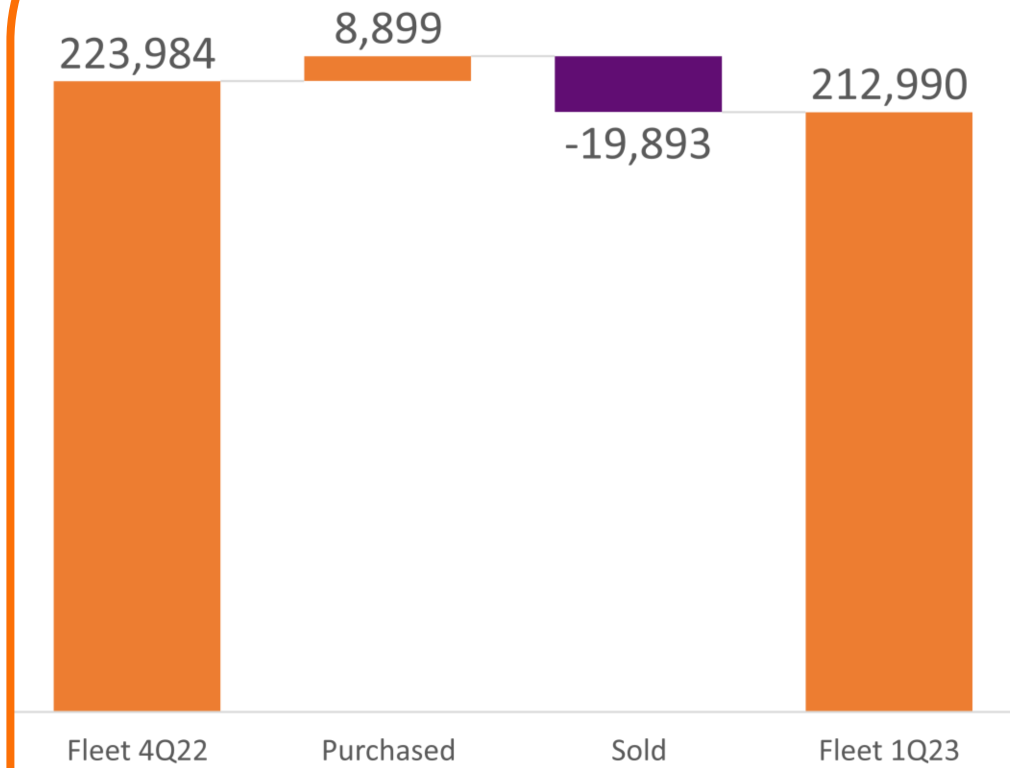
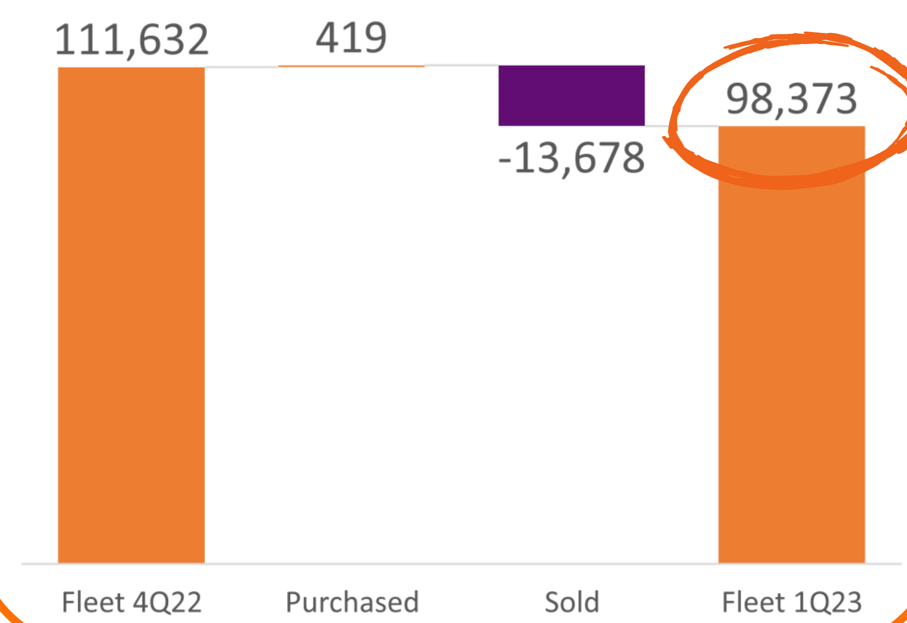
TOTAL

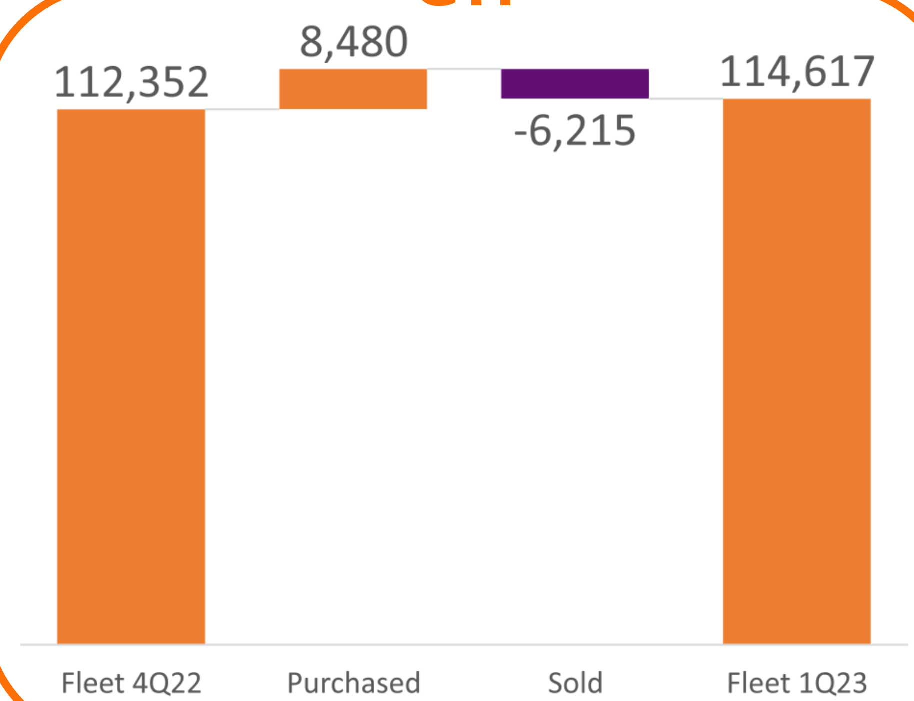


Reduction of 11k cars

RAC

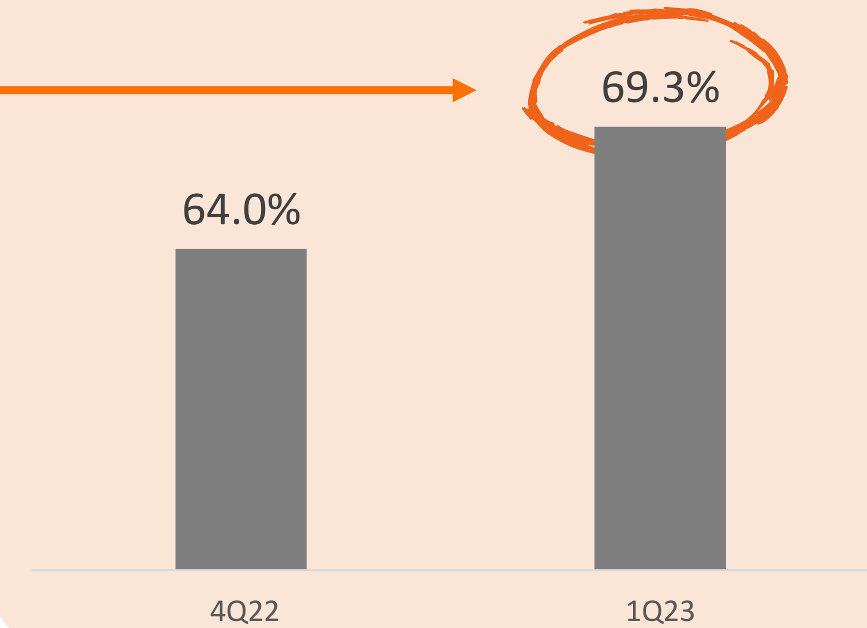


GTF



TOTAL OCCUPANCY RATE RAC

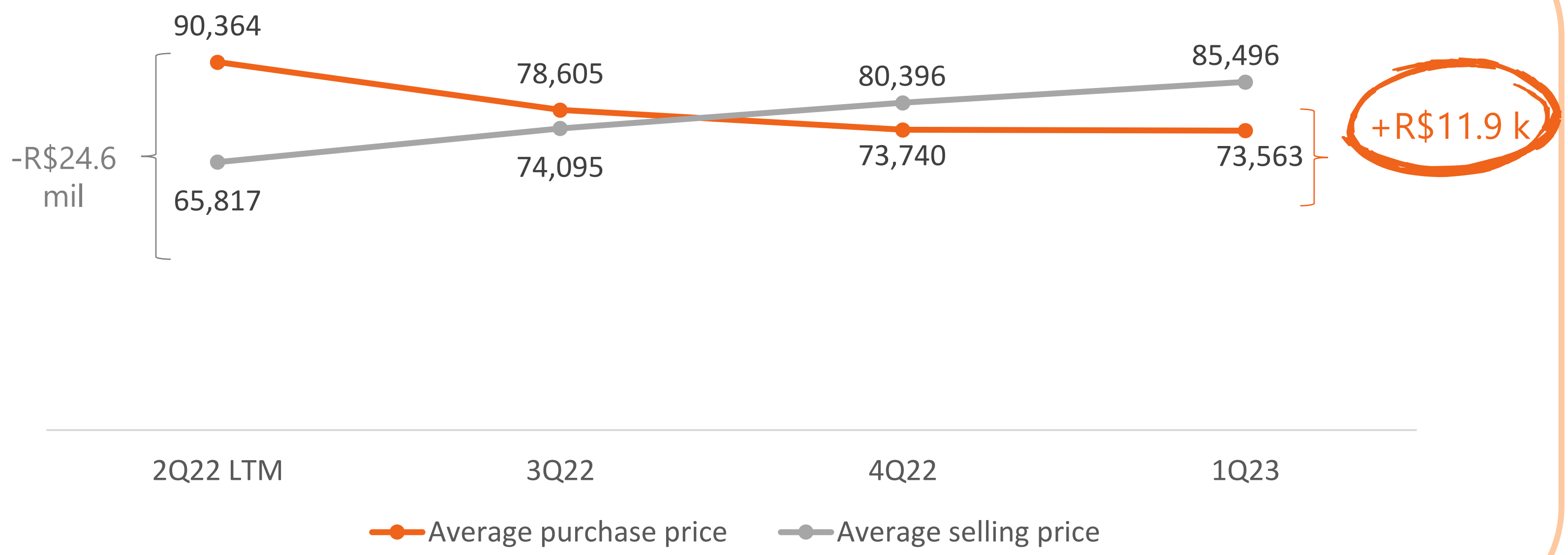
Gain from 5,3 p.p. of productivity!



Evolution in the purchase and sale price

Car mix transition mainly in the RAC segment promotes farovable dynamics for cash flow and a new cycle of profitability

RAC



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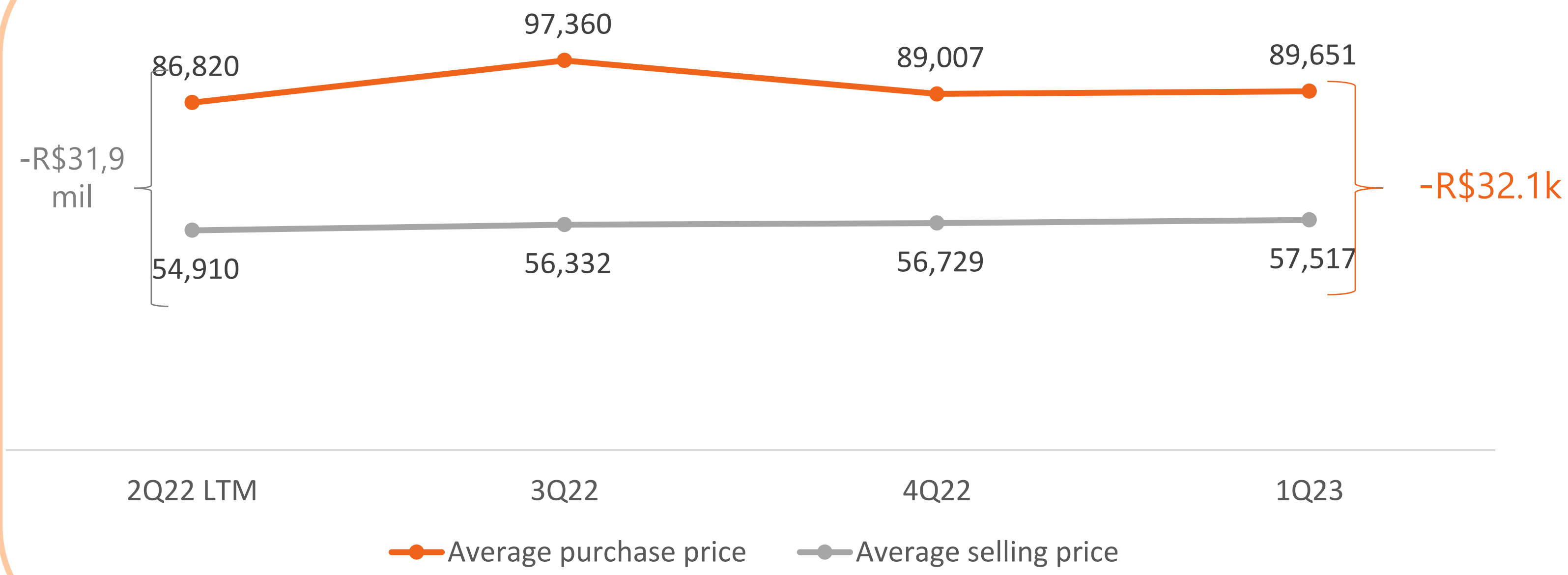
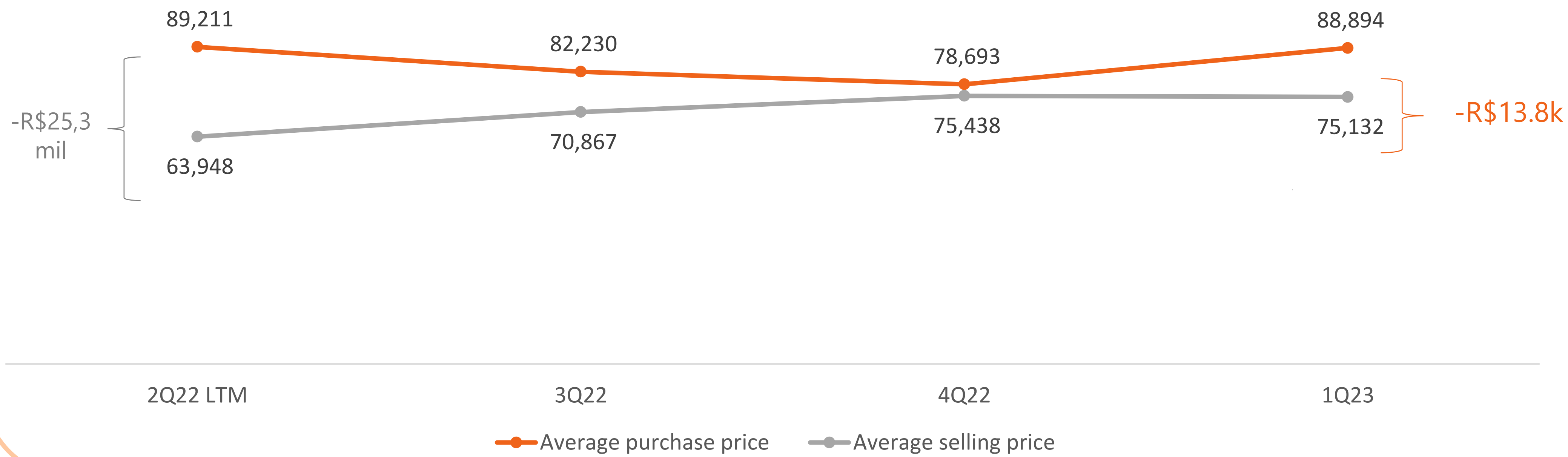


Consolidated



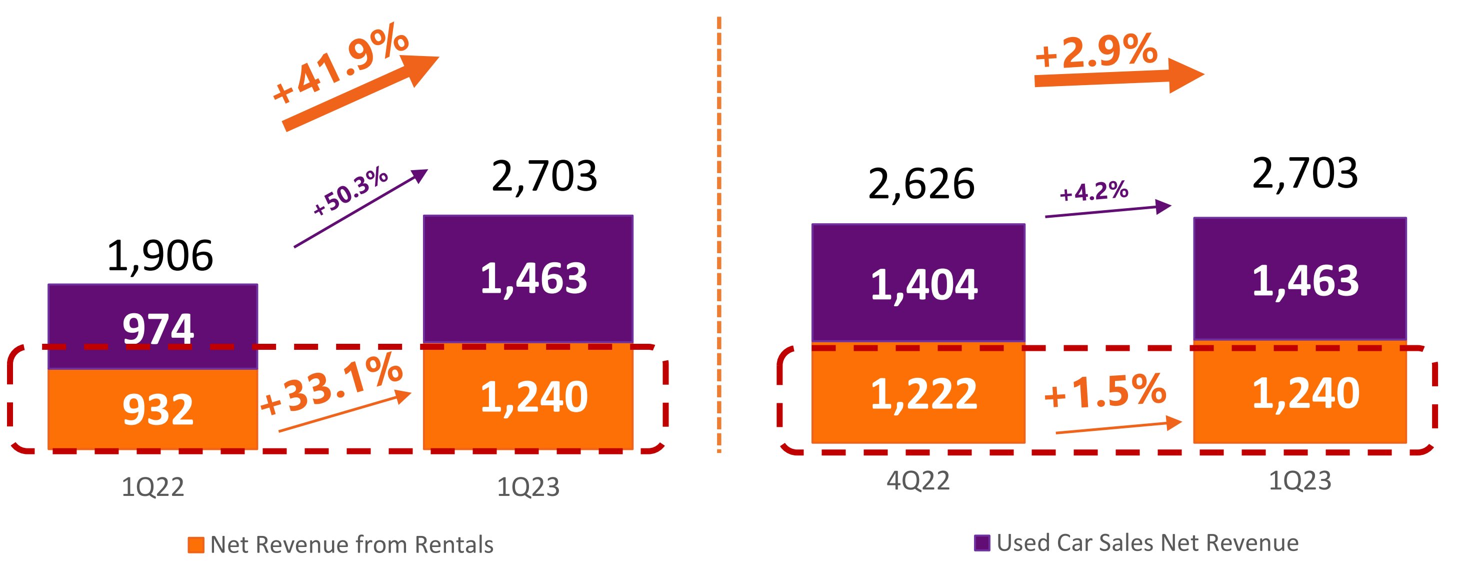
Adequacy of the fleet mix in line with strategic planning with **negative net CAPEX of R$700 million** in the quarter

(sales volume greater than purchase volume)

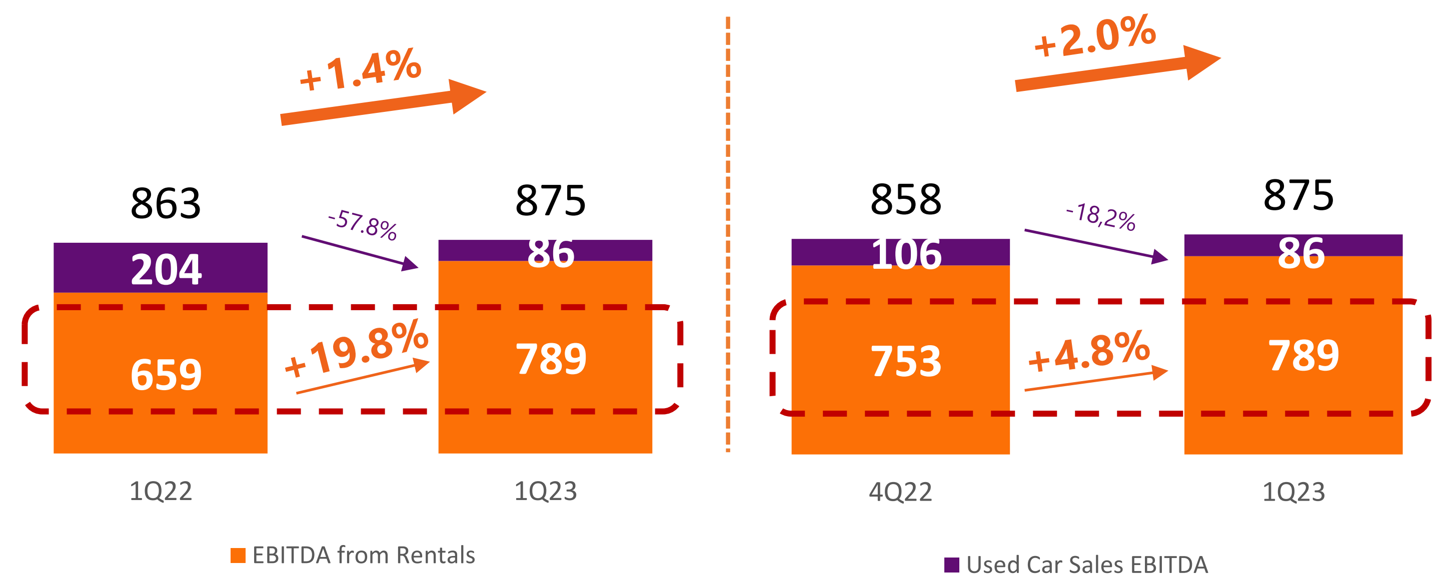
Consolidated results

Solid growth in net revenue and EBITDA in leasing surpasses the normalization of used cars results

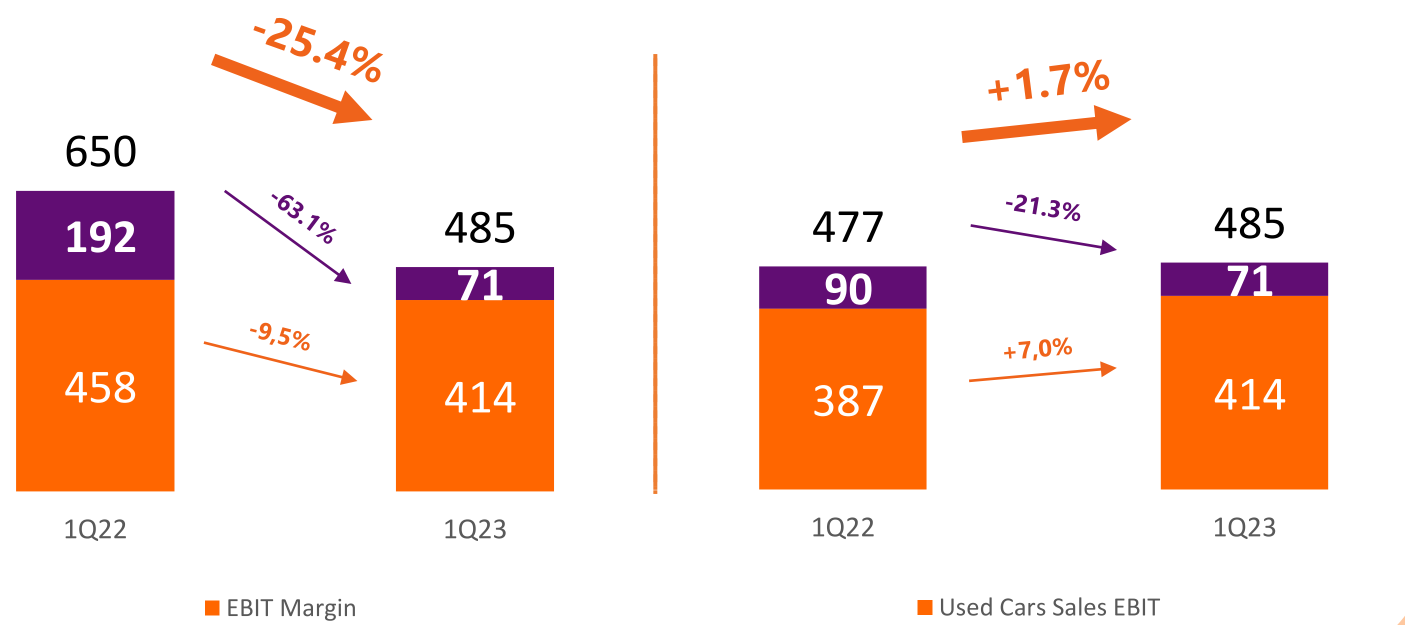
Net Revenue (R$ million)



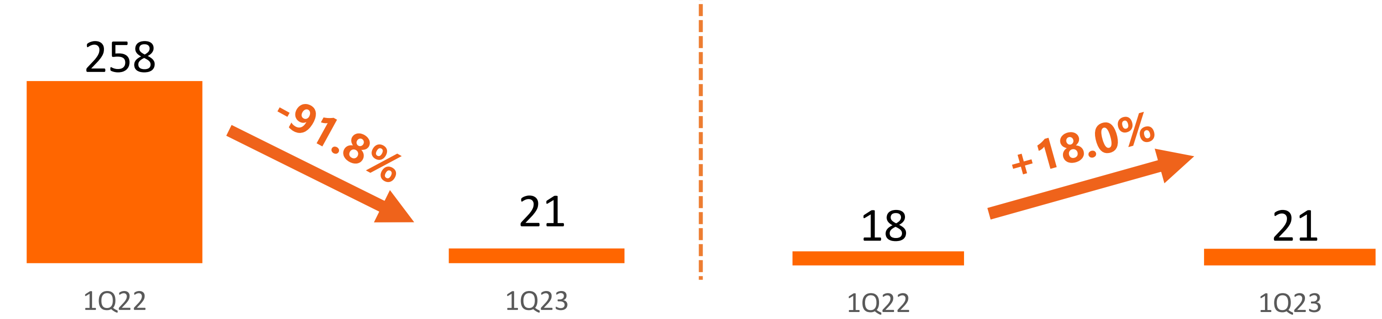
EBITDA (R$ million)



EBIT (R$ million)



Net Income (R$ million)



Depreciação

Stabilization on the depreciation rate in the RAC and transition of the fleet mix in the GTF

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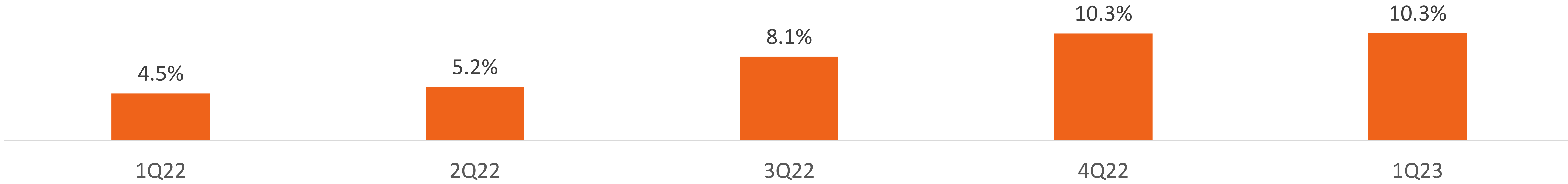
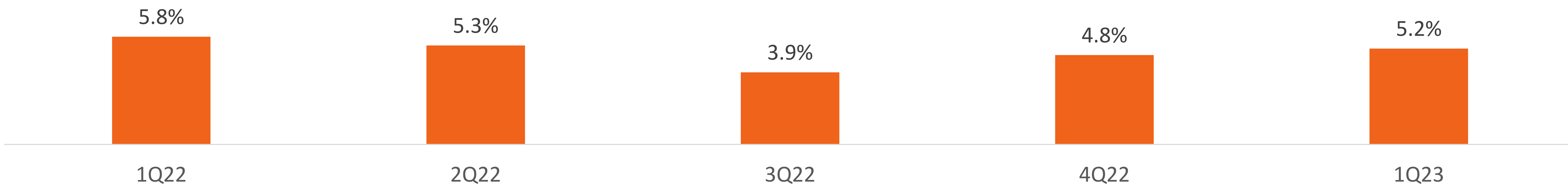
Annualized quarterly depreciation/ Average gross fixed assets (% a.a.)

RAC



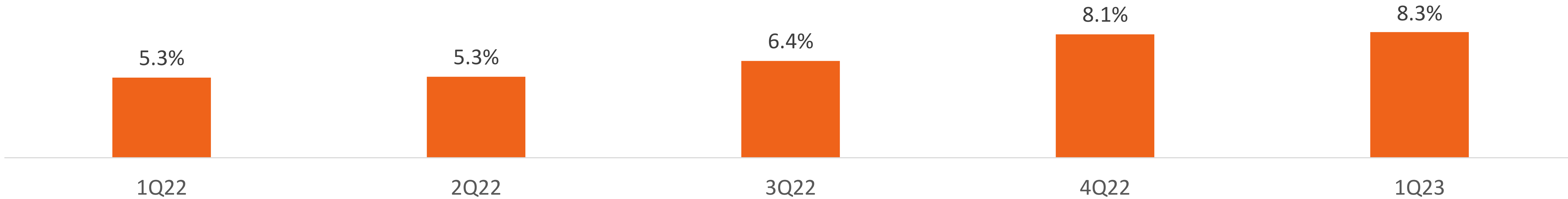
Annualized quarterly depreciation / Average gross fixed assets (% a.a.)

GTF



Annualized quarterly depreciation / Average gross fixed assets (% a.a.)

TOTAL



*PS: Quarterly annualized depreciation = fleet depreciation in the quarter * 4*
Average gross PP&E = (gross PP&E in the quarter + gross PP&E in the previous quarter)/2

Rent-a-Car

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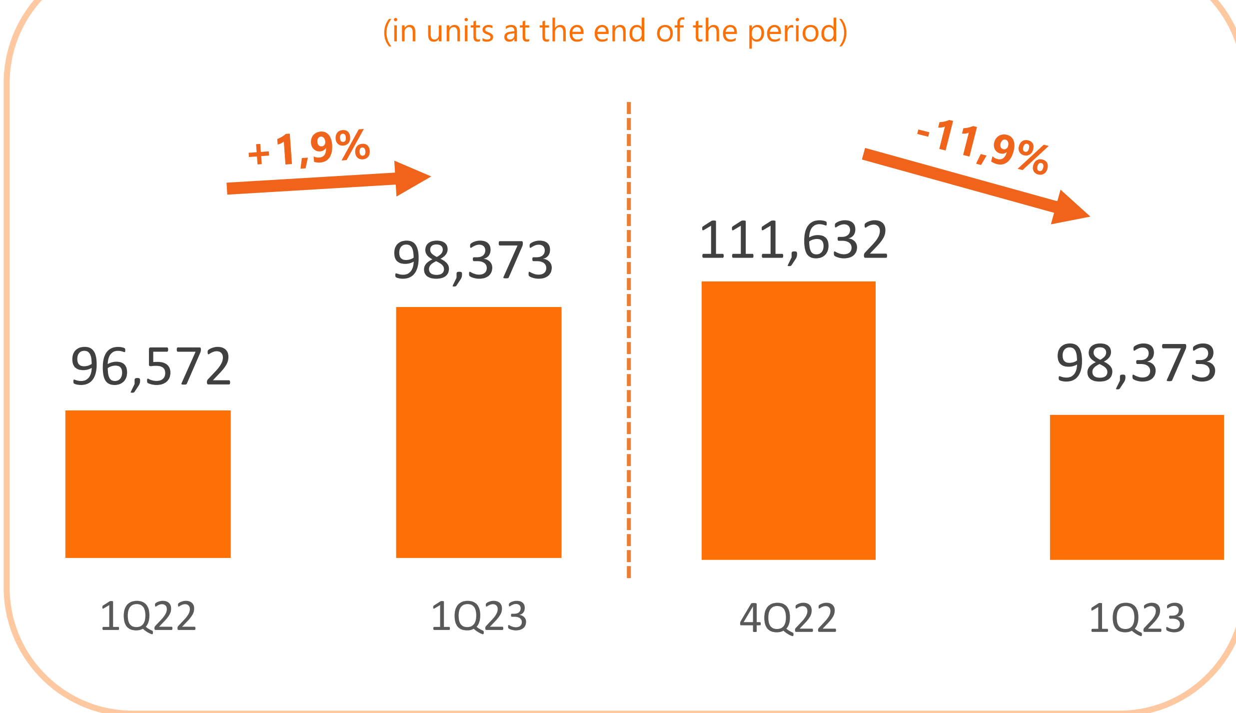
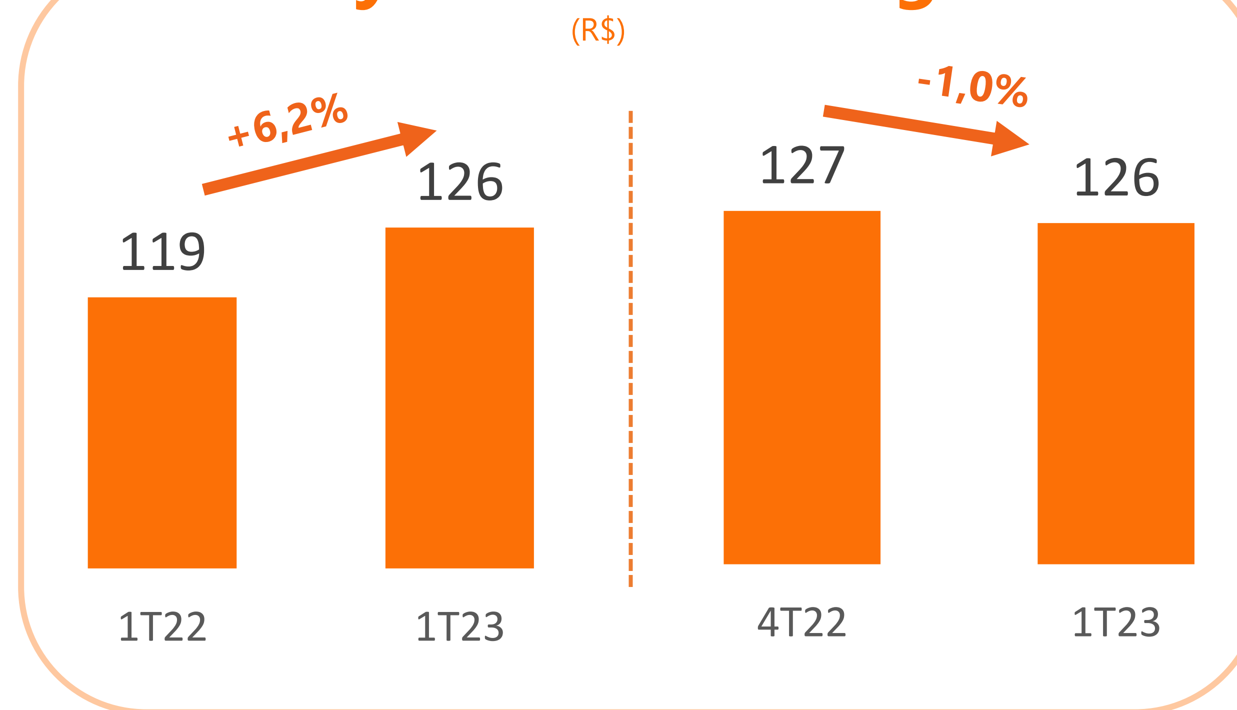
Rent-a-car

Fleet optmization and efficiency gains to increase profitability

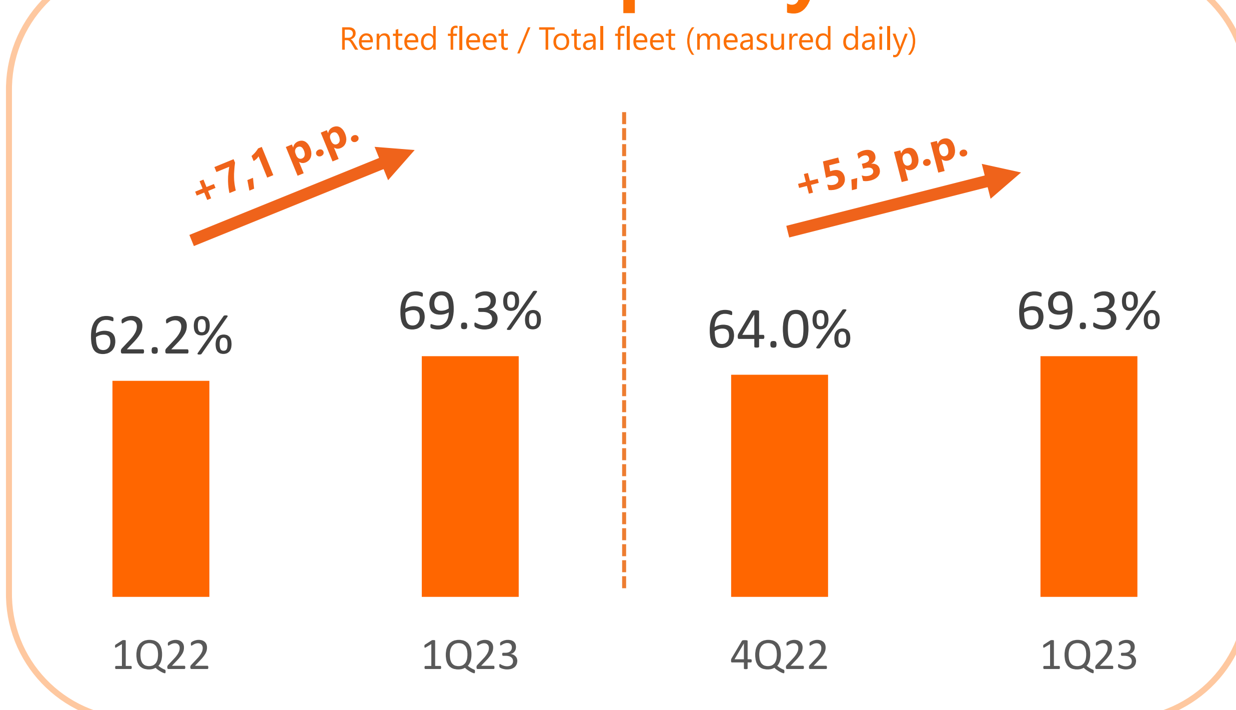
Fleet



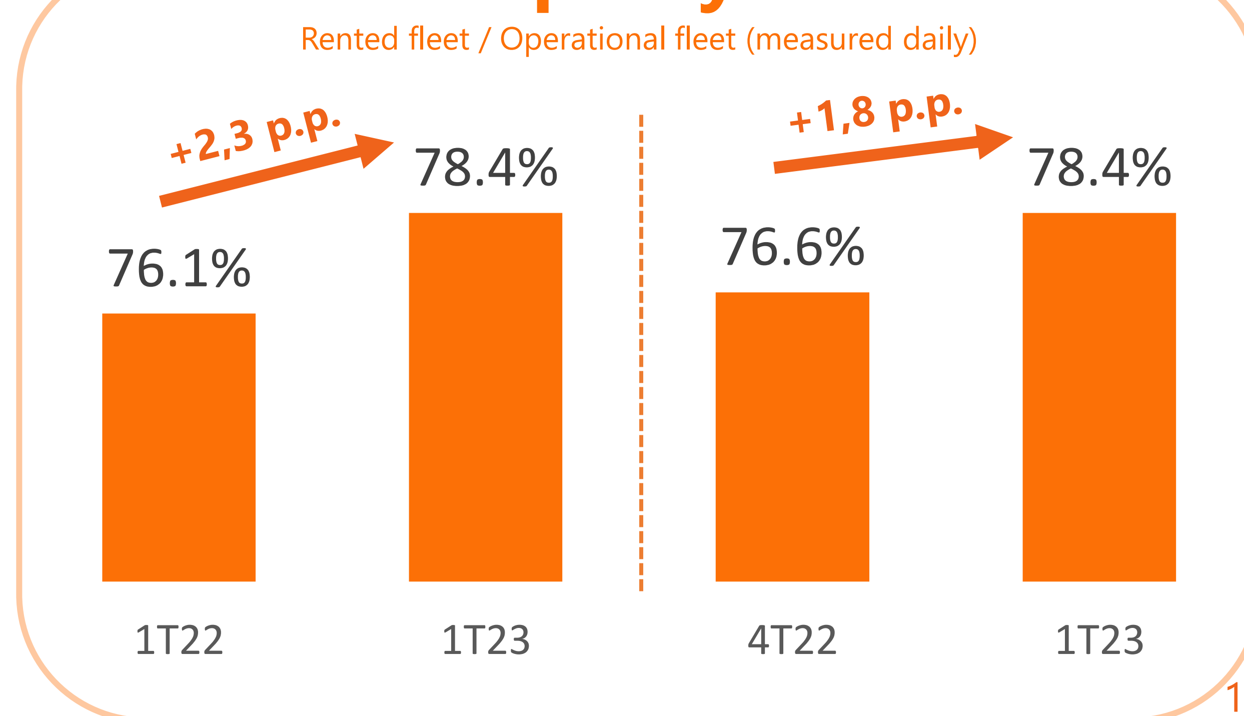
Daily Rentals Average



Total Occupancy Rate



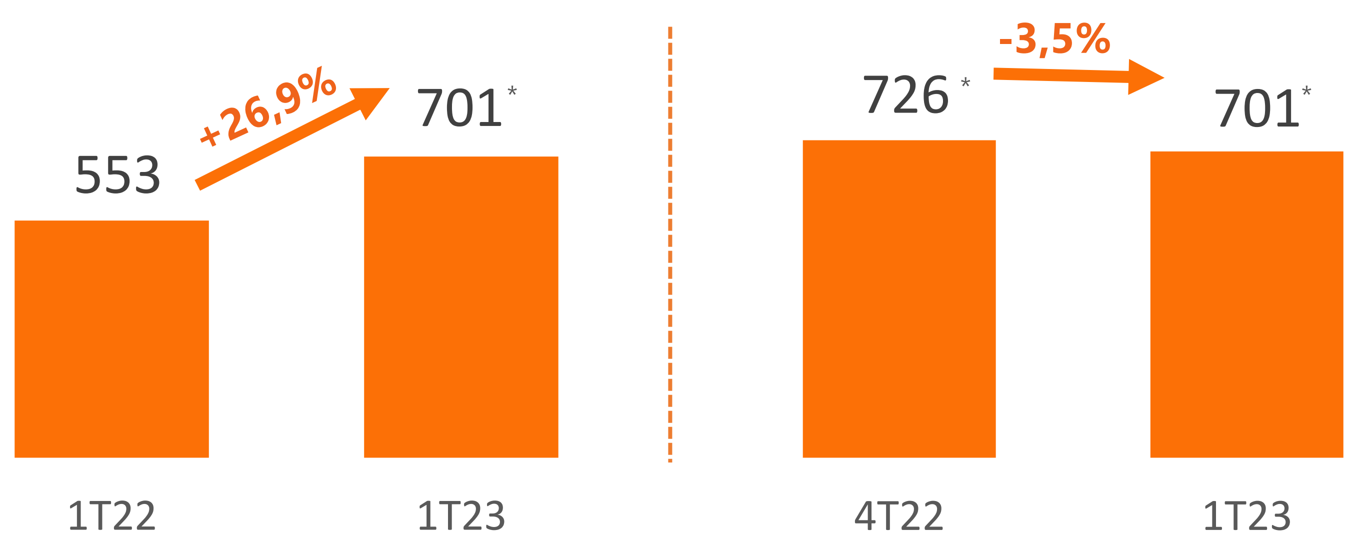
Occupancy Rate



Rent-a-car

Accelerating revenue and EBITDA

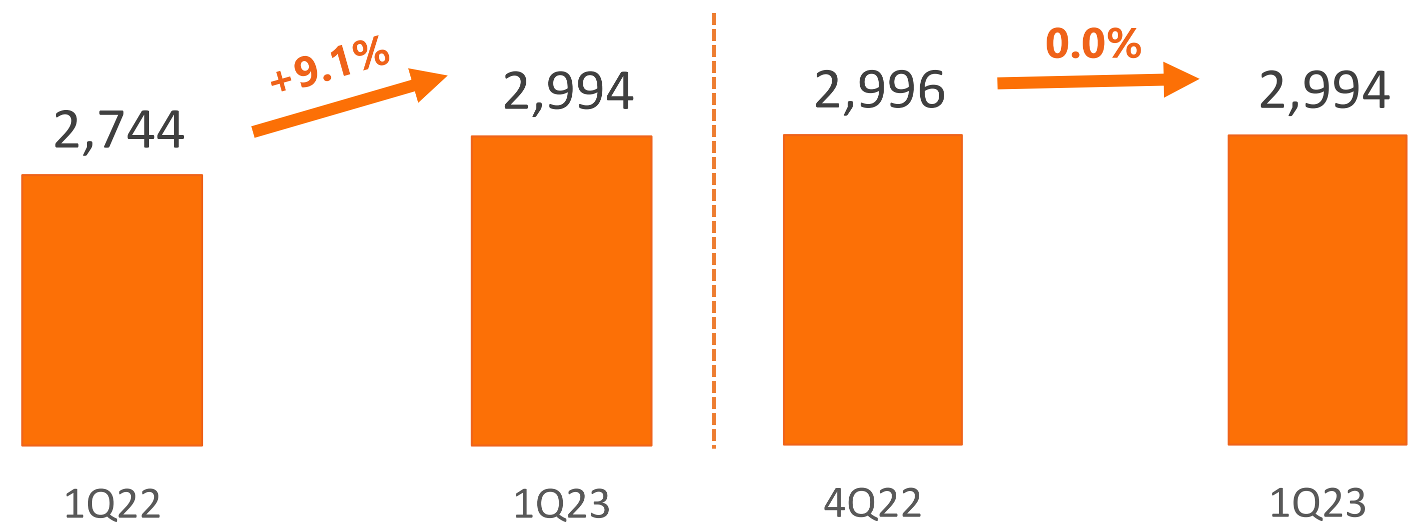
Net Revenue (R$ milion)



*Considers net revenue from the Portugal operation (Drive on Holidays) of R$44 million in 4Q22 and R$14 million in 1Q23

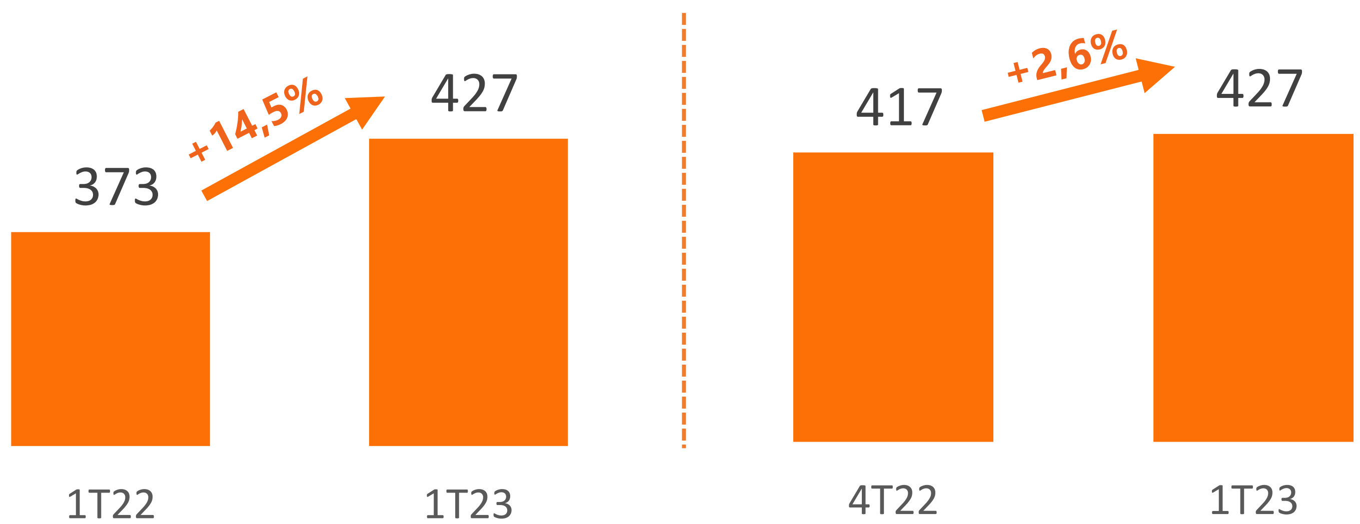
Revenue per car

Gross monthly average per operating fleet (R$)



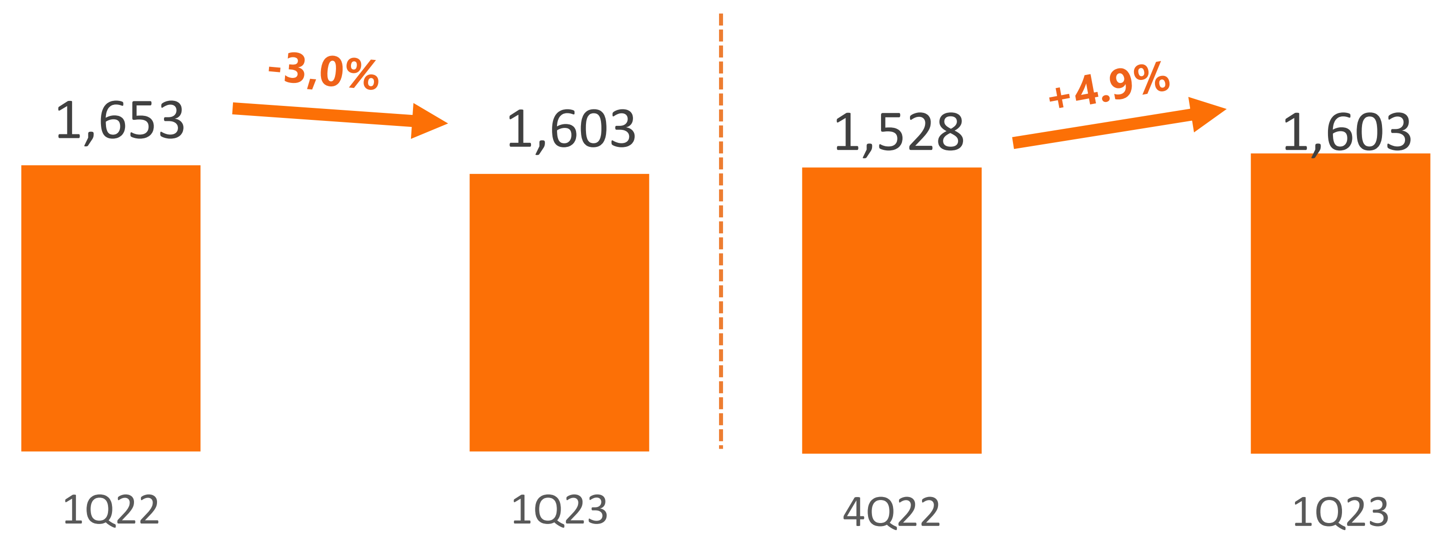
*Revenue per car excluding the operation in Portugal (Drive on Holidays) was R$2,835 in 4Q22 and R$2,940 in 1Q23

EBITDA (R$ million)



EBITDA per car

Monthly average per operating fleet (R$)



PS: The numbers consider the collection of fines and breakdowns as cost reductions, which before 1Q23 were considered revenues. Historical data has been adjusted for comparability.

Fleet Management and Outsourcing

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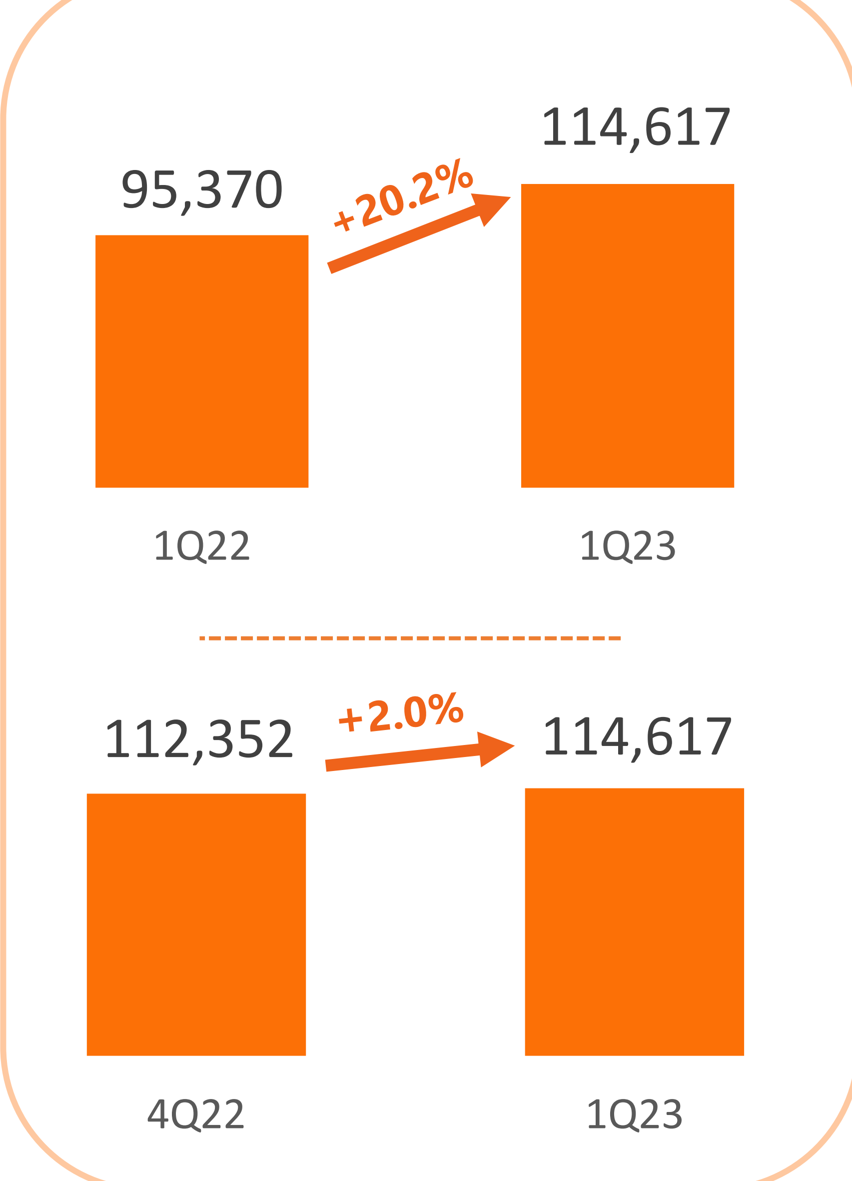
frotas

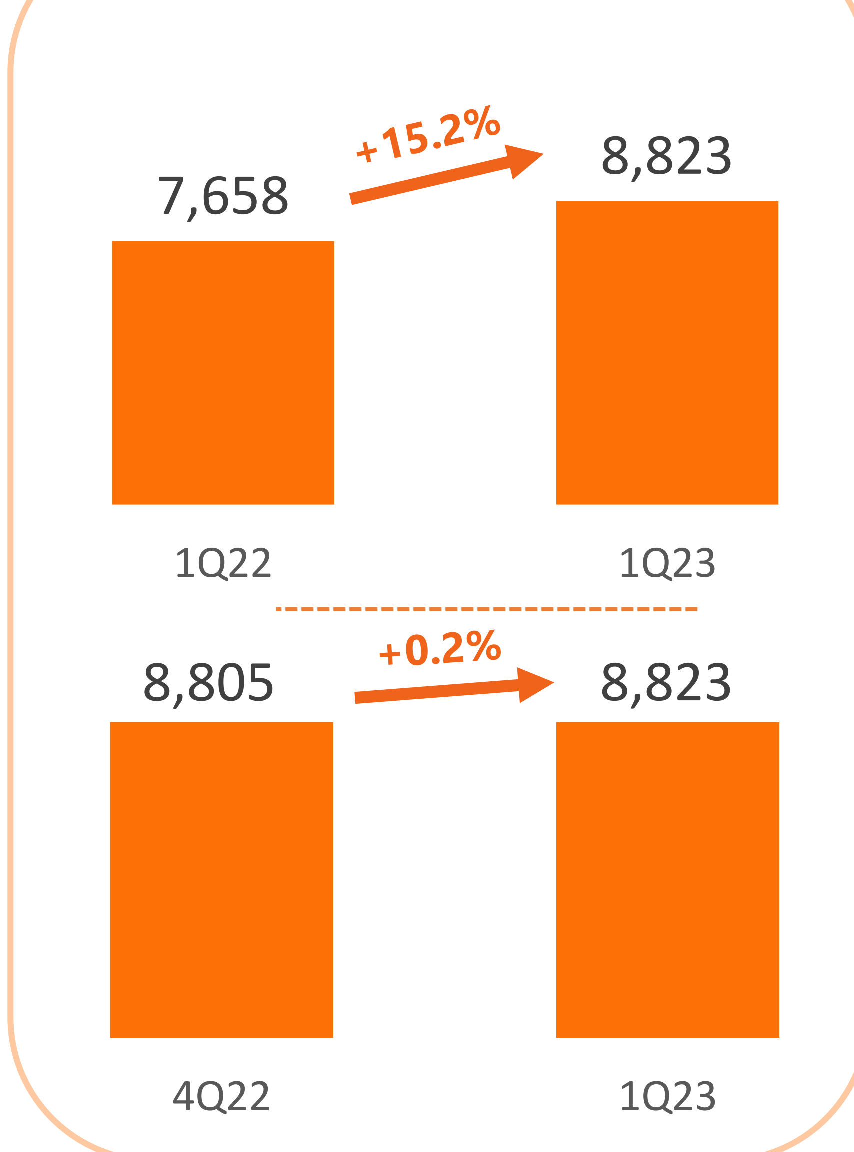
Fleet management and outsourcing

Growth in long-term contracts guaranteed expansion of results in the coming periods

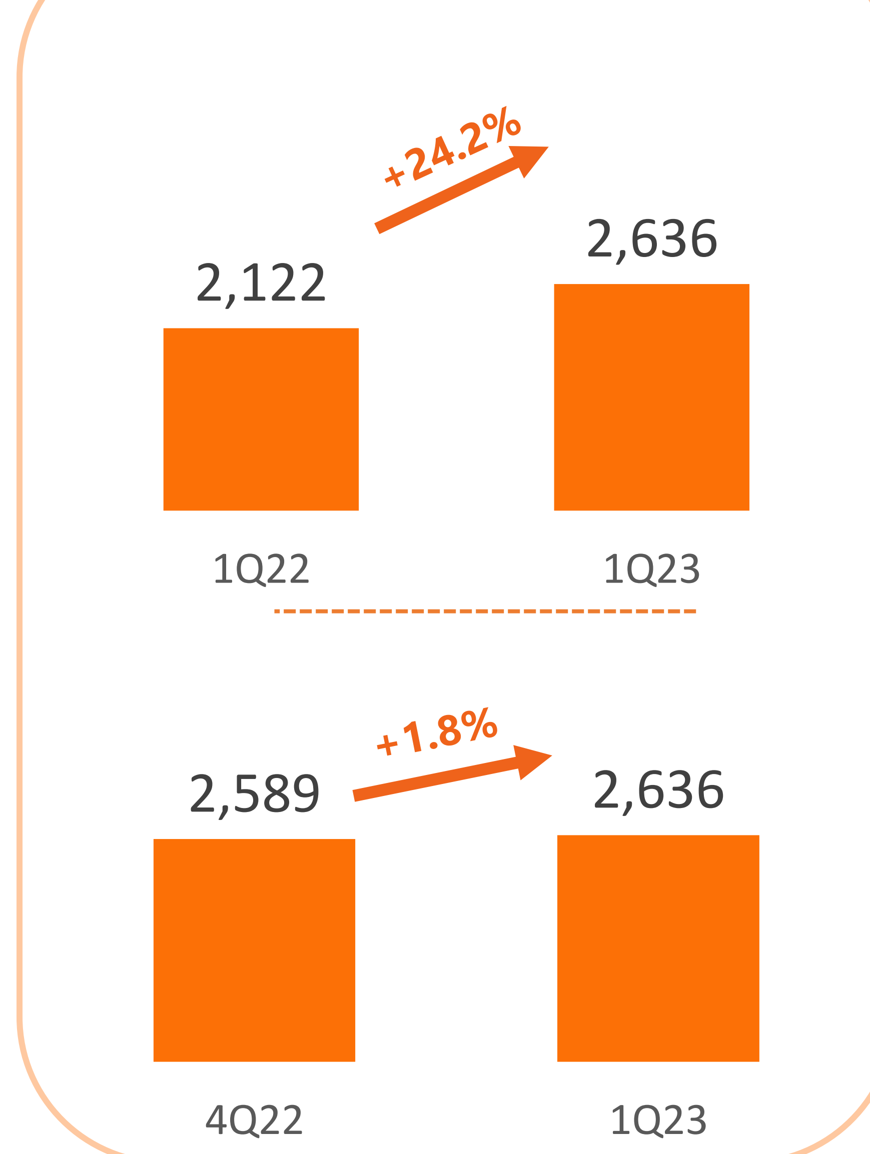
Fleet



Daily Volume
(Thousands)



Revenue Backlog
(Thousands)



Fleet management and outsourcing

Acceleration in revenue and EBITDA, bringing more resilience and predictability to the consolidated results

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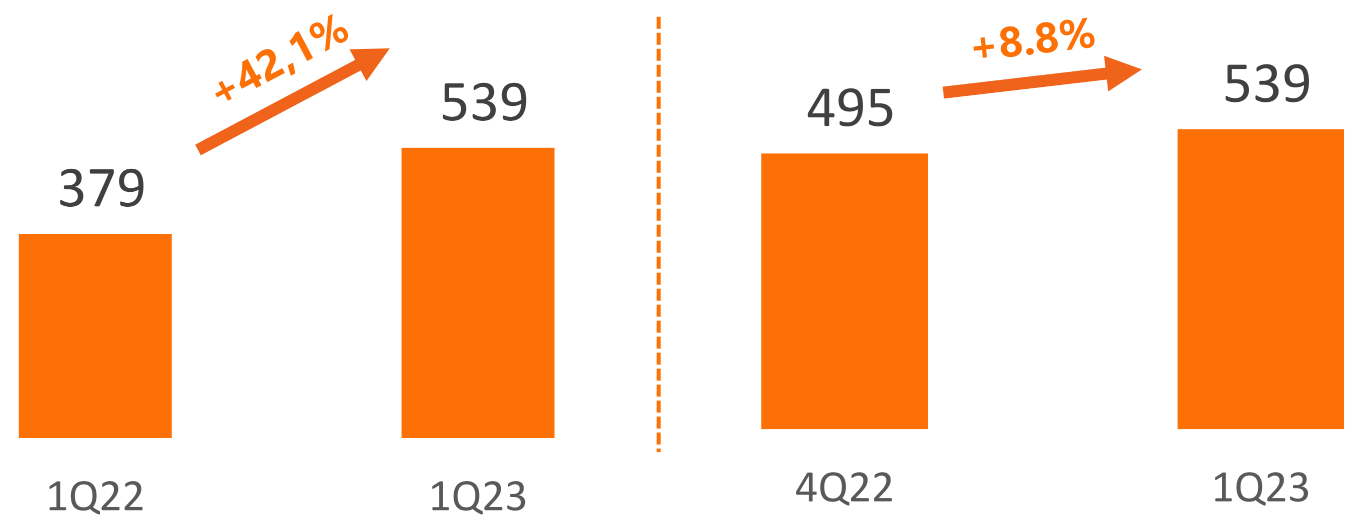
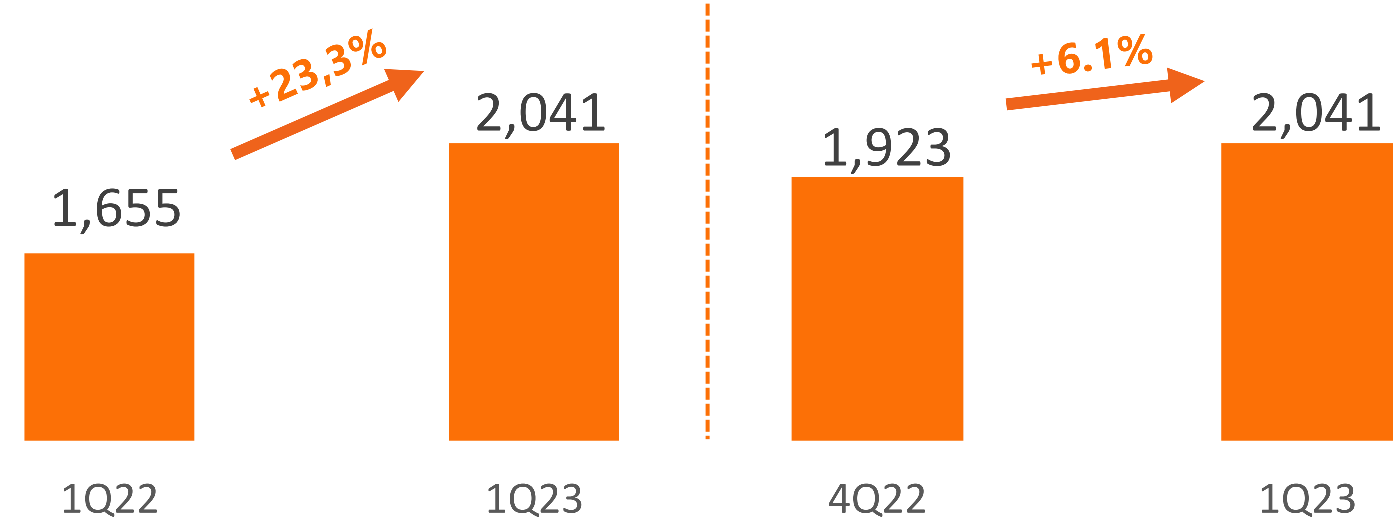
Net Revenue (R$ milhões)

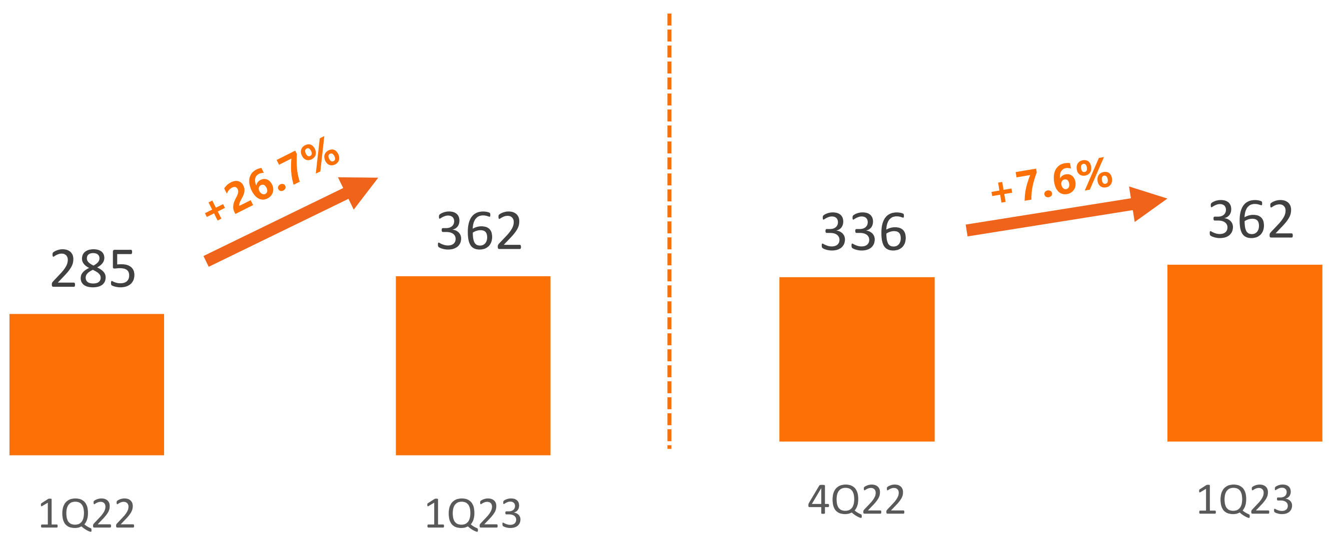


Revenue per car

Monthly average per operating fleet (R$)

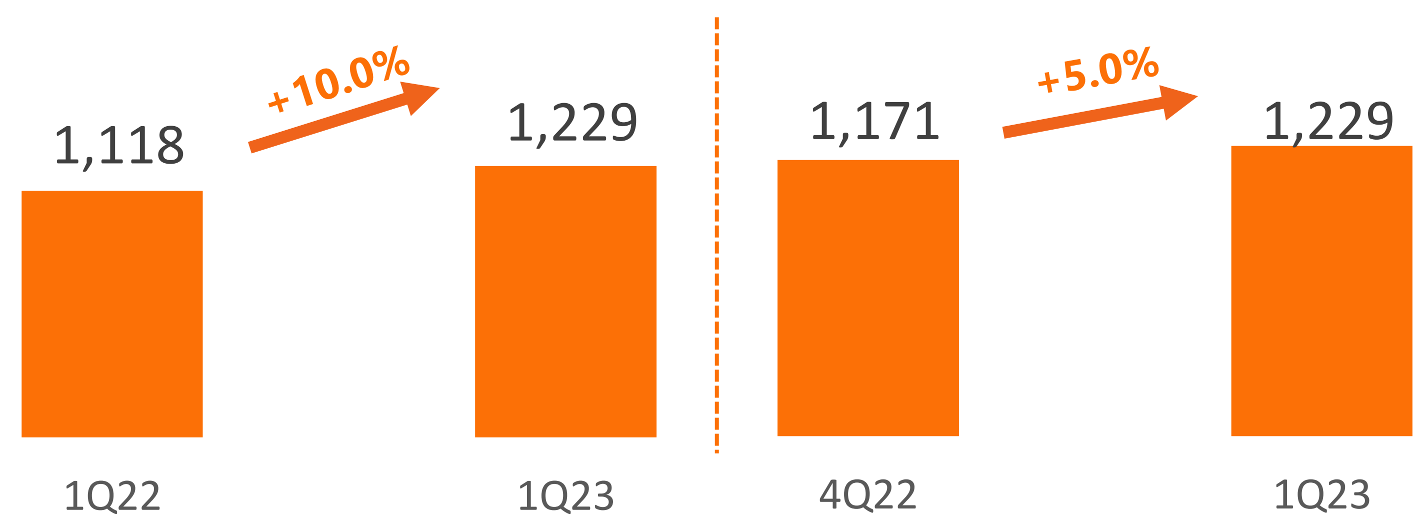


EBITDA (R$ million)



EBITDA per car

Monthly average per operating fleet (R$)



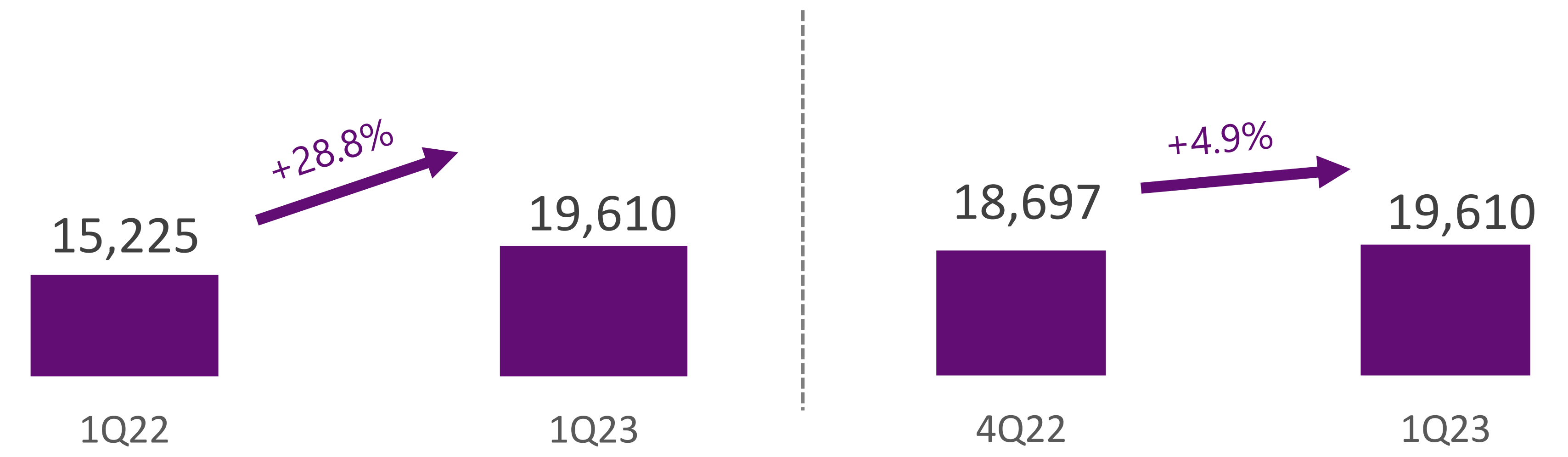
Used Cars Sales

seminovos movida

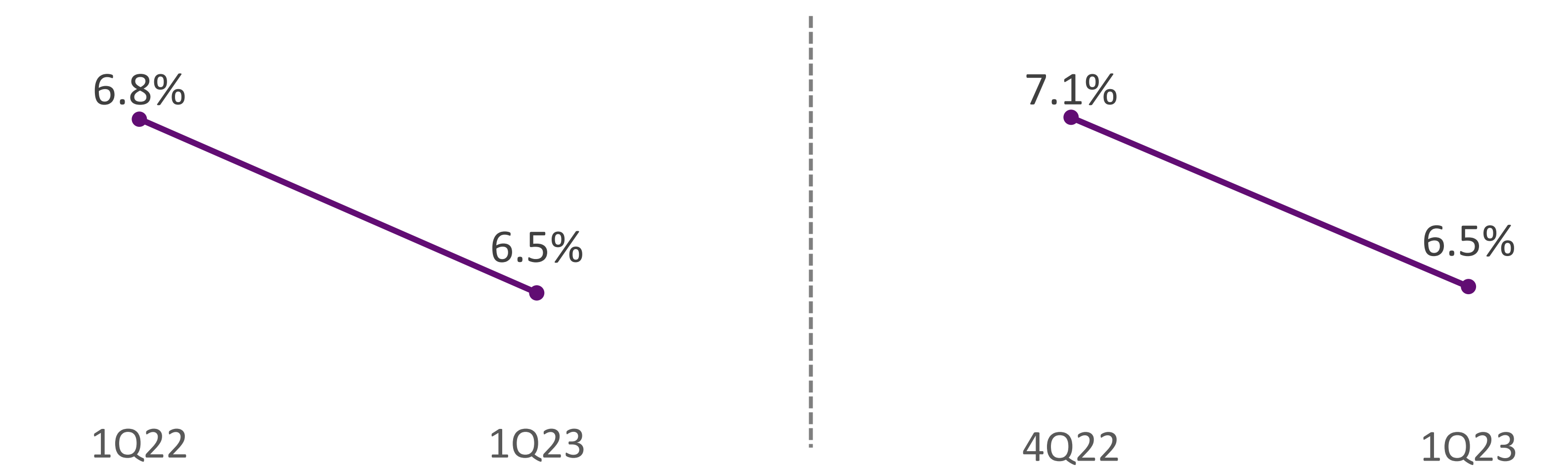
Used car sales

Higher car sales volume with efficiency gains and expense dilution

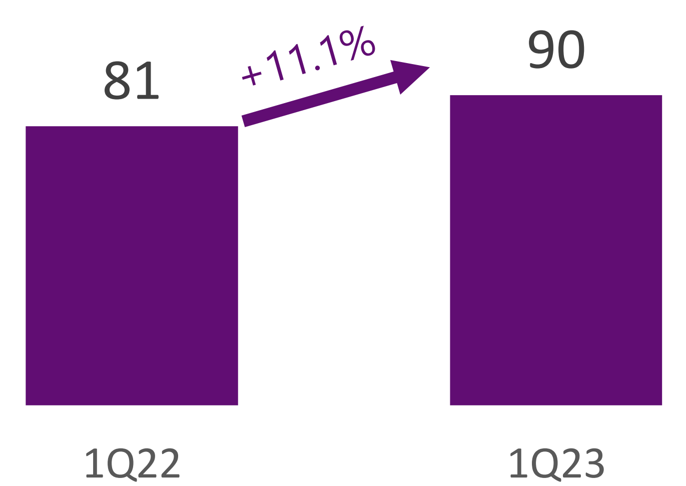
Cars Sold



SG&A/Revenue



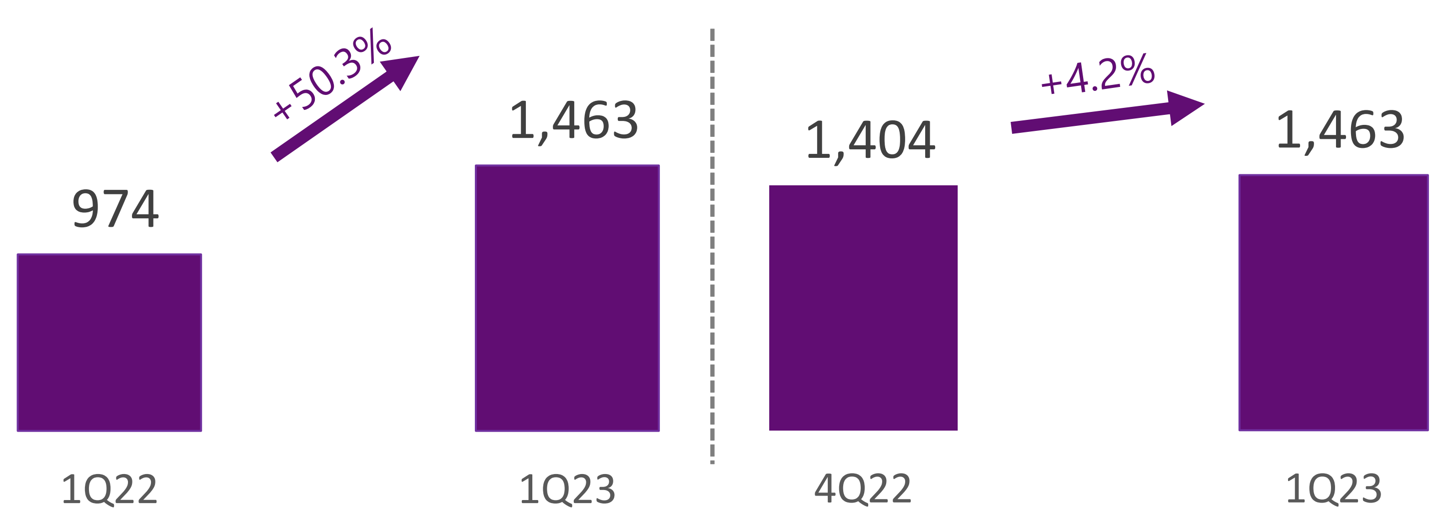
Stores



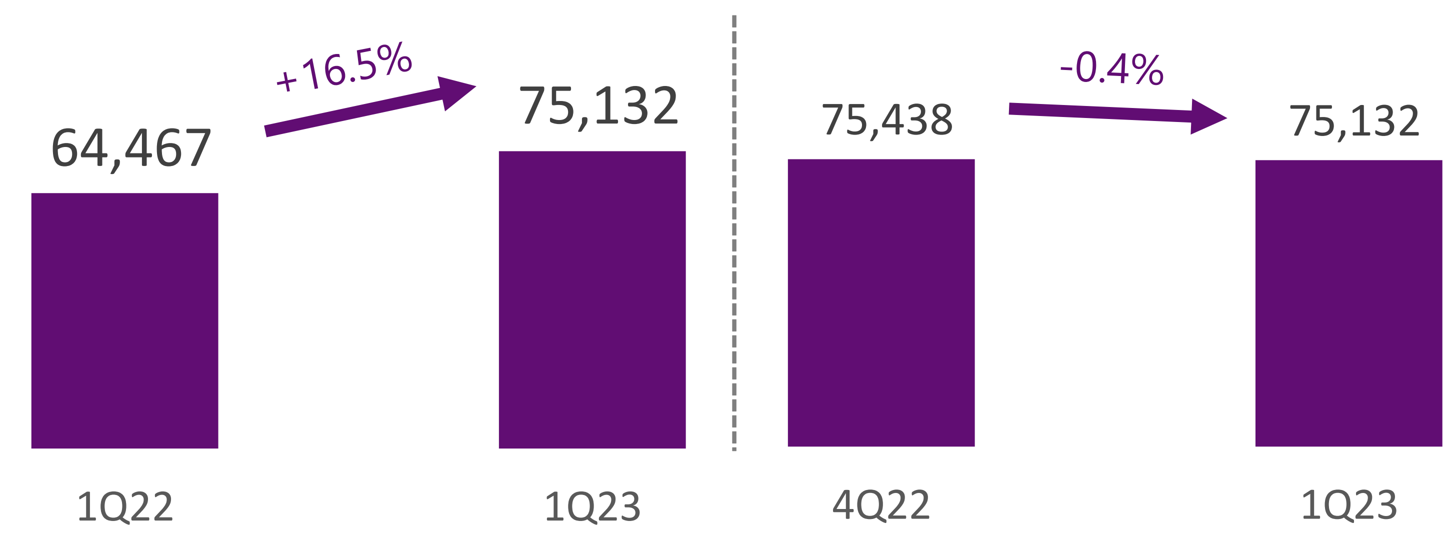
Seminovos

Revenue growth with na increase in the average car ticket and margin close to normalization

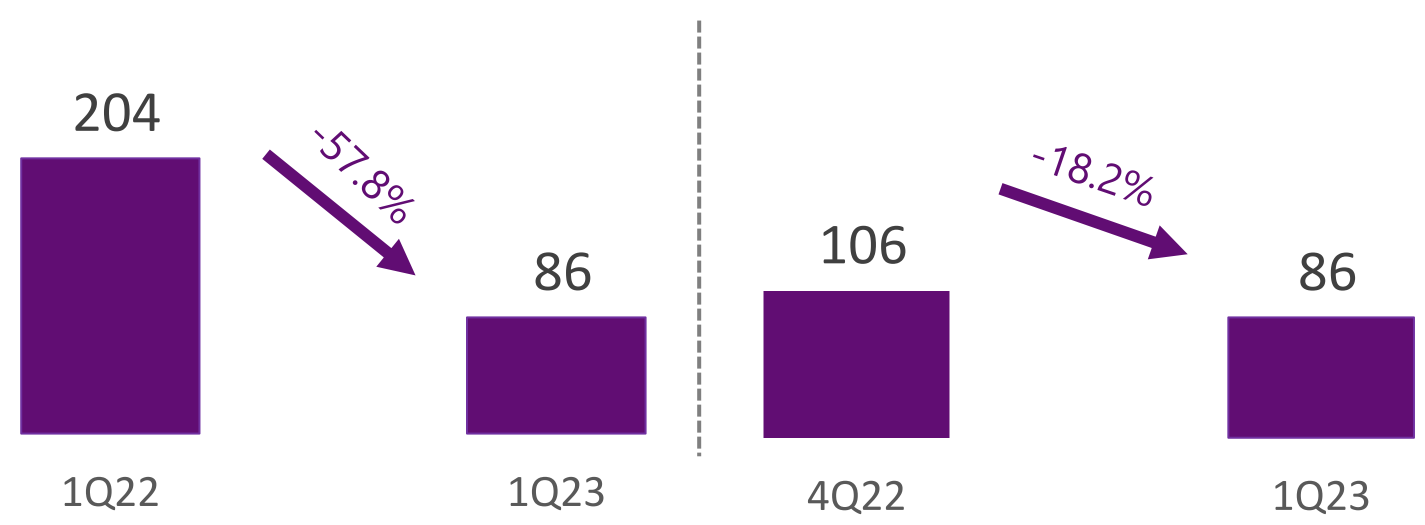
Net revenue (R$ milhões)



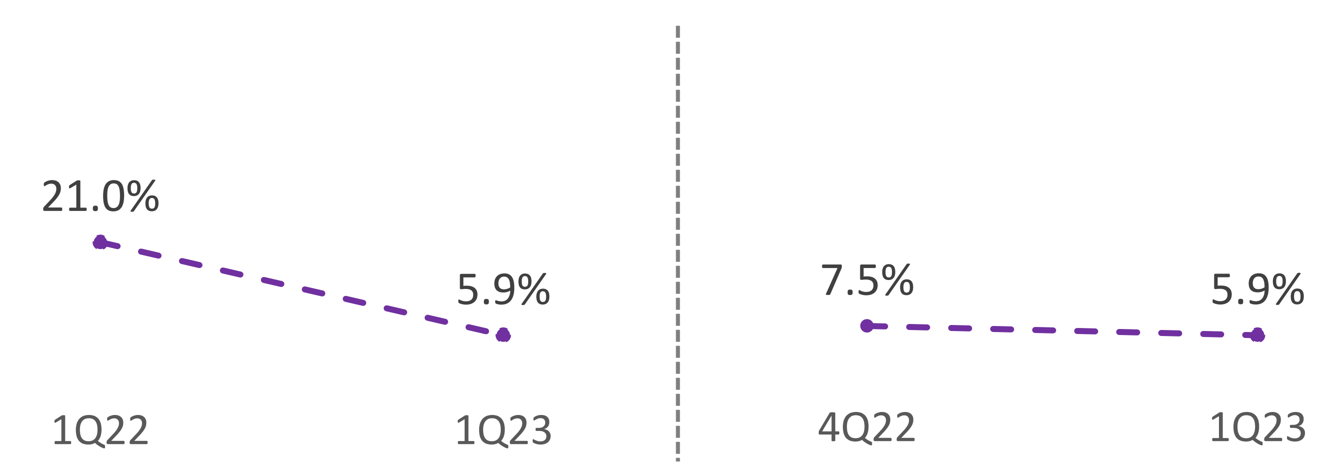
Average ticket for the car sold



EBITDA (R$ million)



Margin EBITDA



Balance sheet and capital structure

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Net debt and leverage

Reduction of gross debt and leverage stability in 2.9x

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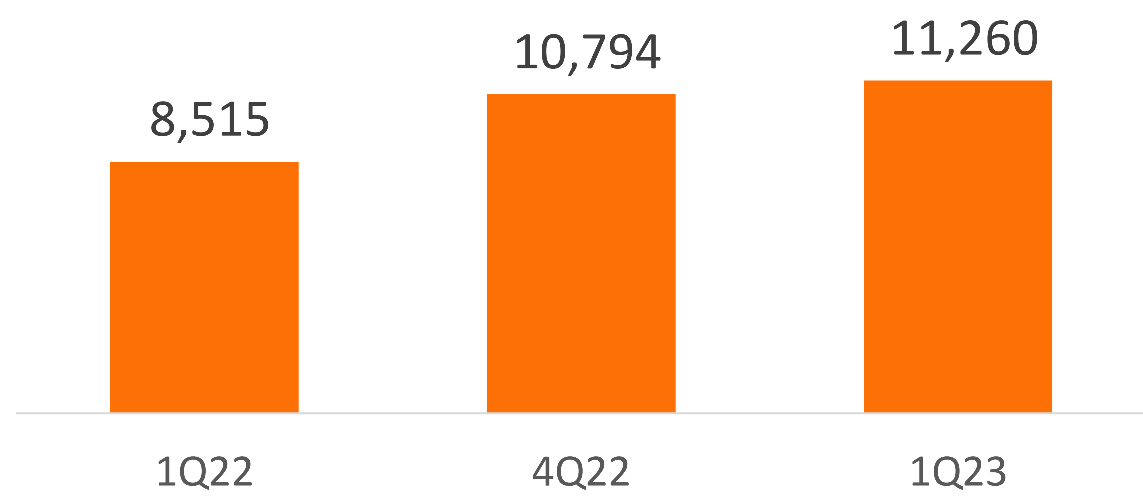
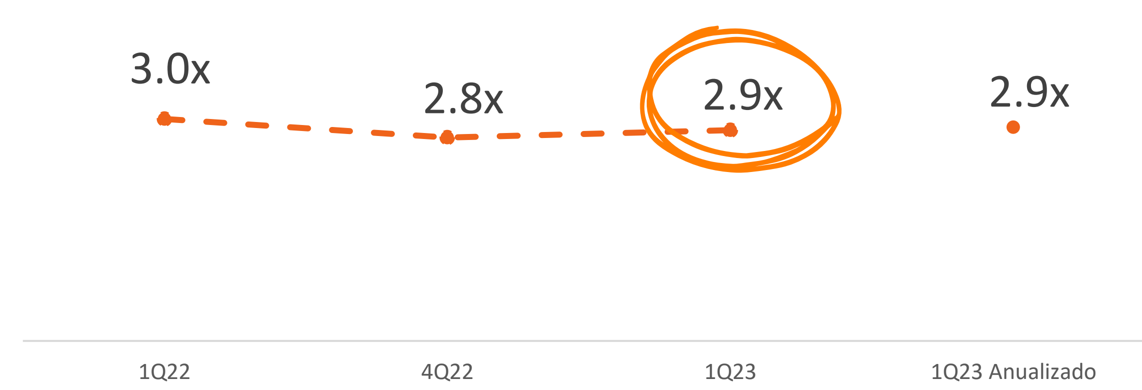
Net debt | R$ million



Leverage (Net Debt / EBITDA)



Financial Management | R$ million

Loans and Financing (R$ million)	1Q22	4Q22	1Q23	Q/Q Chg. (%)	YoY Chg. (%)
Gross debt	14.165	17.622	15.183	-13,8%	7,2%
Cash	5.651	6.828	3.923	-42,5%	-30,6%
Net debt	**8.515**	**10.794**	**11.260**	**4,3%**	**32,2%**
Suppliers	1.726	2.265	1.063	-53,1%	-38,4%
Net debt + Suppliers	**10.240**	**13.059**	**12.324**	**-5,6%**	**20,3%**

Decrease of
R$736 milion

Covenants

Leverage Indicators	1Q22	4Q22	1Q23	Covenants
Net Debt / EBITDA	3.0x	2.8x	2.9x	Up to 3.5x
EBITDA/Net Financial Expense	4.3x	2.4x	2.2x	Higher than 1,5x

Cash and amortization schedule

High cash liquidity and negative net capex enabled acceleration in liability management to generate value for shareholders

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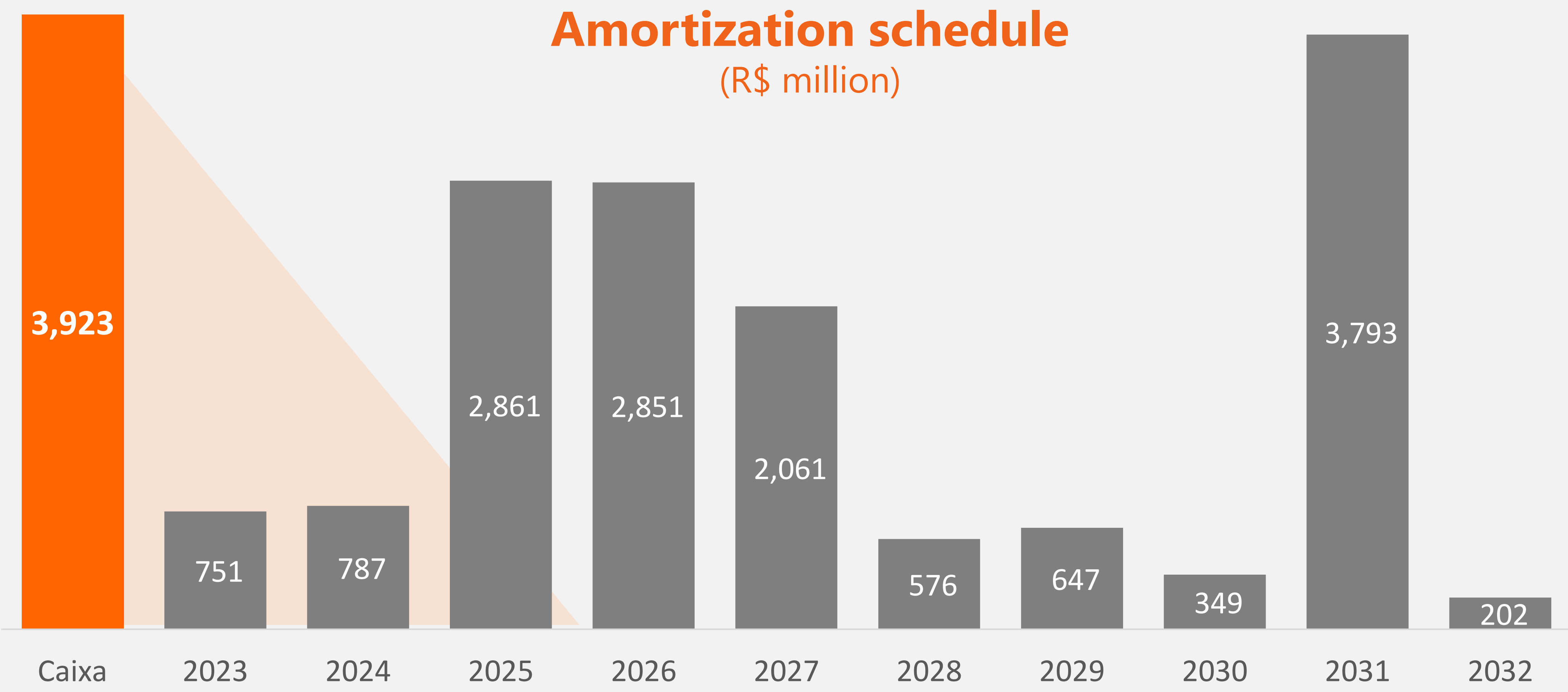


New capture

Unique Structure in the Company

Average cost in **CDI + 1,65%** a.a.

Opportunity to **reduce the cost of debt** company average

Management of Passive 1Q23:

Prepayment of R$2.2 billion

- **1,7 billon:** In local debts with maturities in 2023, 2024 and 2025
- **503 mm:** In bonds (USD 97 million)
- **Reduction in the cost of transporting boxes**

Current cash position covers gross debt through mid **2025**

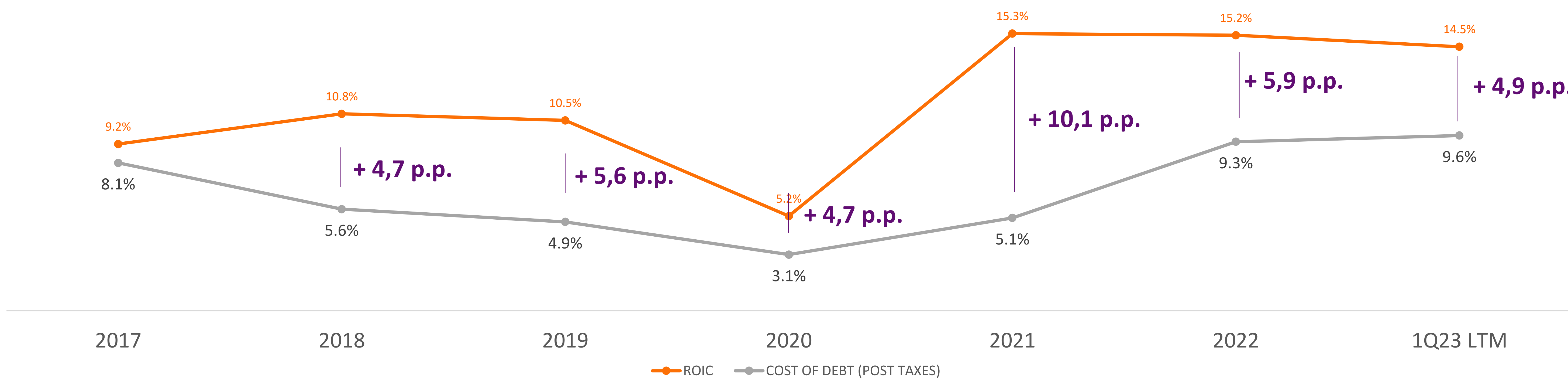
Average term of net debt of **5,6 years**

'AAA(bra)' local FitchRatings

ROIC

Scale gains enabled the expansion to a new level of return

ROIC x Cost of debt



Closing remarks

Gains in operational efficiency and productivity and discipline in capital allocation

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ACTIONS IN 1Q23

Early settlement .... **R$2.2 bi**

Readjustment of RAC fleet (13 thousand cars) .... **R$1.0 bi**

Net debt reduction +suppliers .... **R$736 mm**

Reduction of used car sale inventory .... **R$272 mm**

Increase in total occupancy rate (69.3%) .... **+5.3 p.p.**

Change in the RAC fleet mix
(sale price vs purchase price) .... **R$+11.9 k/car**

NEXT STEPS

- Continuous evaluation to **reduce the average cost of debt** combined with new repurchases.
- **More granular decision making** for buying and selling the cars - maximize the capital invested by increasing occupancy rates
- **Selectivity in adding** long-term contracts with expanding car numbers and **yields** - increasing share of total fleet bringing **higher total return**
- New tools for **operational efficiency** management through intensive use of technology - 19 projects in progress
- **Continuous adjustment of the fleet mix** promoting profitability and cash generation
- moover: **Brand launch** to **dedicatedly serve** app drivers with life-extending cars – maximize invested capital

S&P Global Sustainable1

Structuring actions successfully integrated with discipline over the last few months make the **new sustainable growth cycle viable**

Empresa B Certificada

Thank you!

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