



Mobitech Teleconference

JV between Cosan and Porto Seguro

November 09, 2021

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Agenda



JV
Strategic Rational



Mobitech
Business Model



Q&A



JV Strategic Rational



Union of two of the largest business groups in Brazil, with an excellent track record in the relationship with its customers, vehicles and commercial partners, complementary businesses and winning DNA



Committed to Brazil's sustainable development, the Company invests in businesses dedicated to integrated logistics and the diversification of the Brazilian energy matrix



With a broad portfolio of solutions in the insurance, health, financial and services segments, it cares for and protects the live and asset of its customers and offers facilities so that they can live fully, peacefully and safely

Common ambition to transform the relationship of people and companies with their vehicles and be a protagonist in Mobility



Strategic Rational JV

Cosan and Porto Seguro join forces to reinvent the relationship between people & companies with vehicles and to change the experience of the **mobility journey of customers**



■ Consumer behavior is changing

- Market growing at an accelerated pace
- Segment with high potential for innovation and disruption
- New market trends both in light and heavy vehicles



■ A business model that was born, grows and thinks digital, simply, innovatively and sustainably

- Streamlined solutions that enchant and fidelize customers
- Operational efficiency as a lever to profitability
- Differentiated offering sustaining competitive advantages



■ Combining the DNA from partners

- Complementary ecosystems with high channel capillarity, sales forces, purchasing recurrence (B2B and B2C)
- Aligned values: *“we take care of people, the journey of customers and vehicles”*



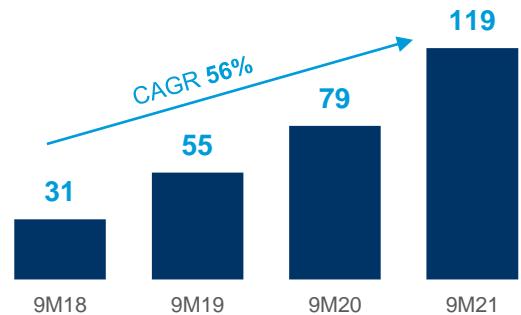
Mobitech Business Model



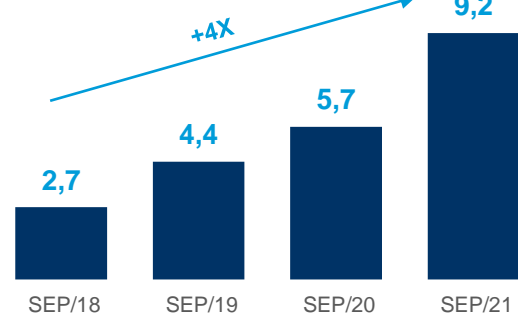
Starting point of operations is Carro Fácil vehicle subscription service

- **Carro Fácil has been growing more than 50% a year,** indicating an opportunity to expand the subscription model to meet growing customer demand

NET REVENUE
R\$ Million

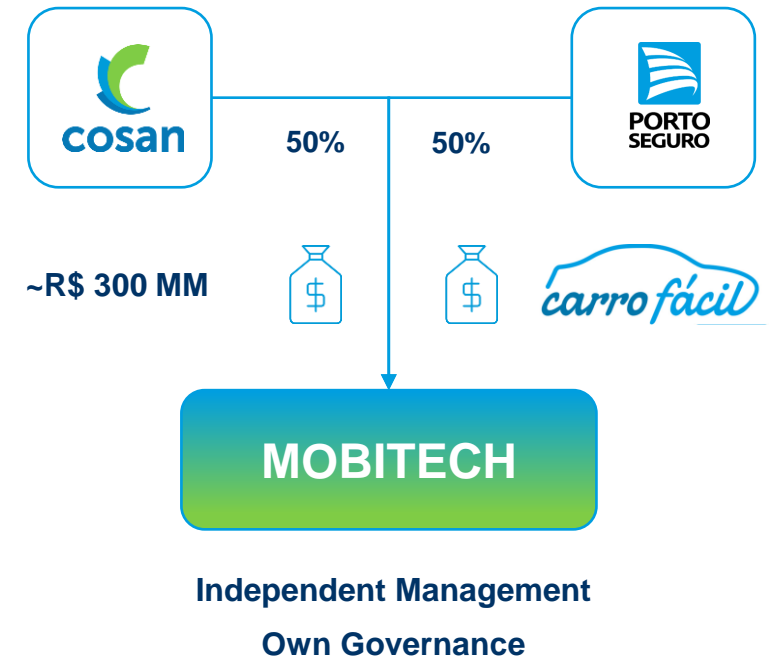


CUSTOMERS
'000 | End of quarter



- **Structure of the Transaction**

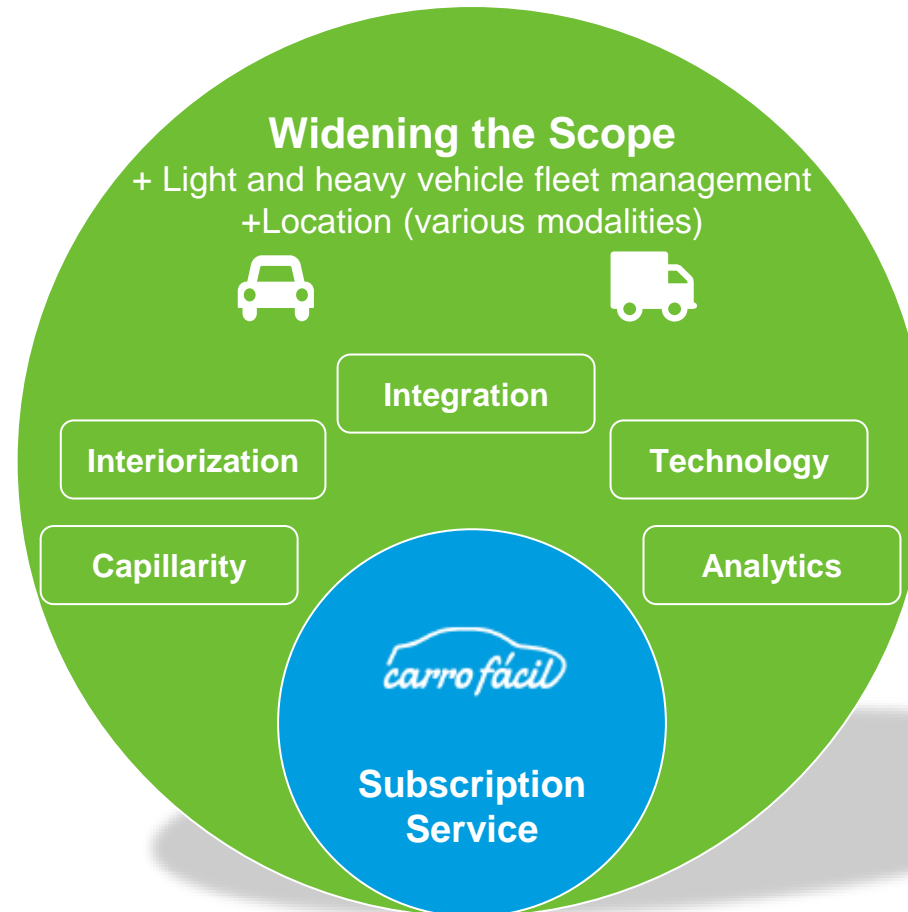
Shared Control JV





Mobitech Business Model

Expanding the offering of services to integrate four verticals: **subscription, light and heavy fleet management, among other modalities of vehicles rental**

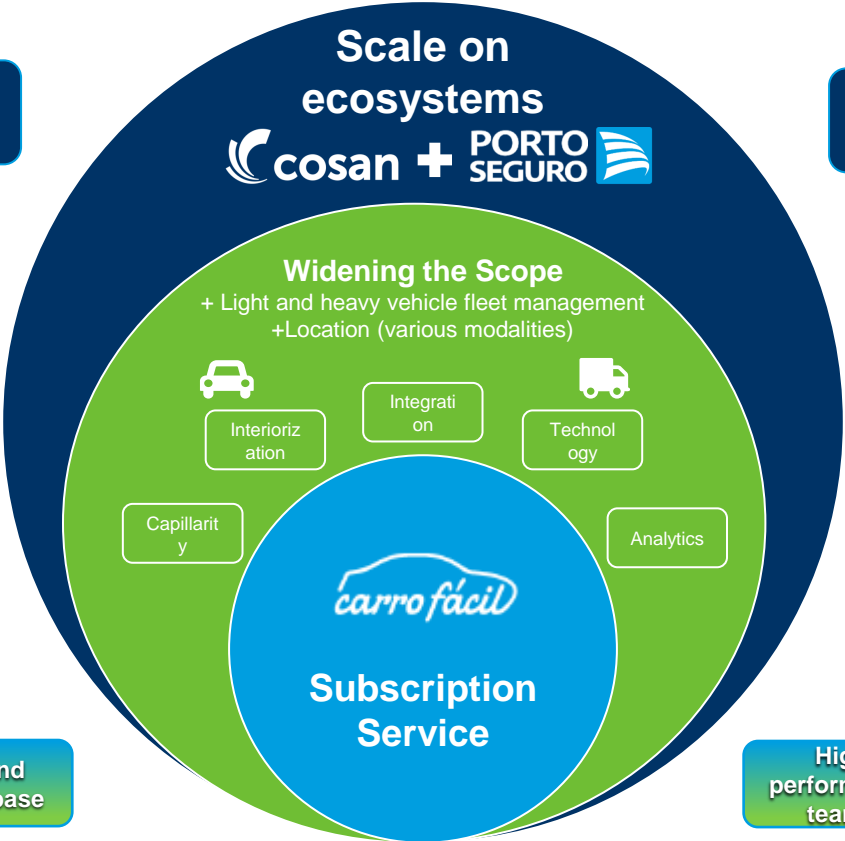
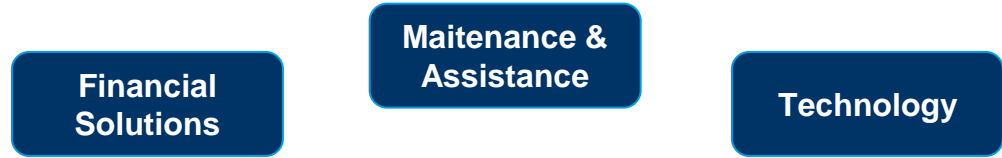




Mobitech Business Model



Integration with the shareholders' ecosystems will allow accelerated gains of scale and create an efficient and non-replicable operating model



R\$ 130 bln annual revenue under management	45k employees	7.3k gas stations	2k counties	14k km railway lines
1.3k stores	Comgás Virtual	150k Truck drivers	Renewables Offer	20k km distribution network
Moove @ 10 countries	80k lubs points of sale	13k Vehicles	R\$ 6 bln Shell BOX transactions	800k ha Agricultural land

5.8 mln of insured vehicles	78 mln digital assistances & 43 mln human assistances / year	R\$ 36 bln of transacted volume per year	+300 Automotive Centers
11 mln customers and 17 mln items covered	R\$ 20 bln total annual revenue	13.5k employees	35k independent brokers
12k service providers	1.2 mln residential services per year	2.1 mln of emergency services per toll booth per year	40% of the drives of services by WhatsApp (car and residence)

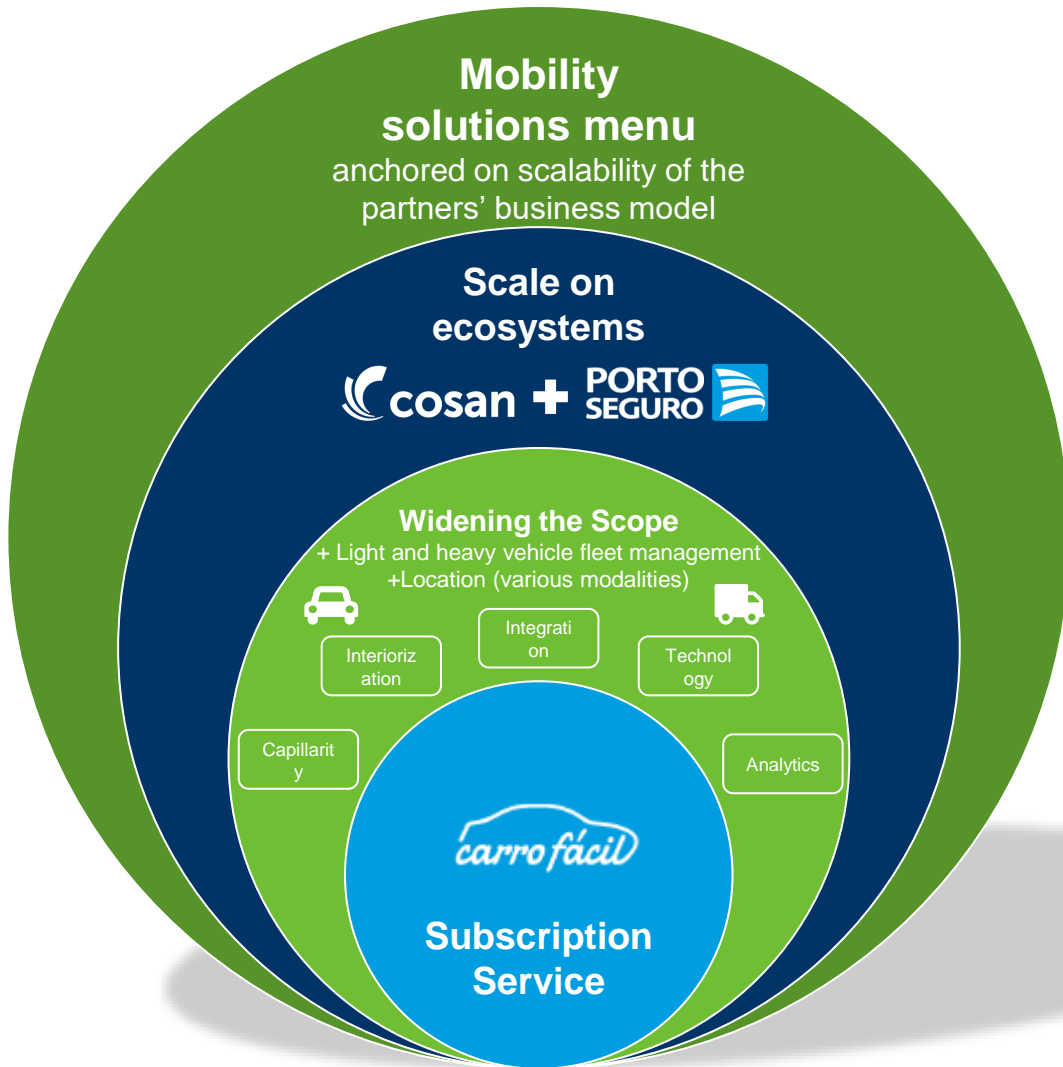
Partner of choice, Client-centered, Capillarity, Clients and suppliers base

High performance teams, Financial transactions volume, Low carbon intensity, High purchasing recurrency




Mobitech Business Model


Differentiated offering of innovative solutions in Mobility, focusing on customer experience



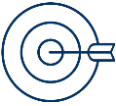
Strategic Drivers




Digital and Disruptive Experience
Born, grows and thinks digital




Customer Enchantment
Provide solutions to address customer pains



Efficiency and Simplicity
Excellence in Operation and Streamlined Customer Experience



Capillarity and Interiorization
Maximizing partner's channel platforms



Ecosystems Integration
Combining the DNAs from Cosan and Porto Seguro



Luis Henrique Guimarães
CEO



Roberto Santos
CEO

Q&A

Thank You.