## 2Q17

## $151,750_{\text {cars }}$

## Fleet as of 06/30/2017:

## 151,750 cars

Operational Highlights
Rental days - Car Rental (thousands)


Rental days - Fleet Rental (thousands)


Financial Highlights


Number of Daily Rentals (thousand)


Net Revenues ( $\mathrm{R} \$$ million)


In 2Q17, daily rentals volume on the Rent a Car Division increased by $29.2 \%$ and net revenues increased by $21.2 \%$, reflecting the $6.7 \%$ decrease on the average daily rate, when compared to 2 Q 17 .

In 1 H 17 , net revenues increased by $20.0 \%$ due to the $27.2 \%$ increase in the daily rentals volume, compensated by the $6.0 \%$ decrease on the average daily rate when compared to 1 H 16 .

The company's strategy focused on cost control, productivity and accelerated growth increased profitability, which supported the drop on the average daily rate.


The quarter's $74.7 \%$ utilization rate is a consequence of the Company's initiatives regarding: (i) price management to stimulate demand; (ii) mix of segments; and (iii) improvement on fleet logistics. Localiza's criteria to measure utilization rate include the transportation period from the auto manufacturer to the rental location, as well as the rental period and the decommissioning of the cars.

## 1.1 - Distribution network

Number of car rental locations (Brazil and abroad)


In 1 H 17 , the corporate location network grew by 35 branches, jumping from 333 as of December 31, 2016 to 368 on June 30, 2017. In 2Q17, the new locations added to the network were franchisees outlets that were bought in the beginning of June and their impact on the Company's results will only be seen next quarter.

In the end of June, 2017, Localiza System was composed by 577 locations spread throughout Brazil and 6 other countries in South America.

## 2 - Fleet Rental

Number of Daily Rentals (thousand)


Net Revenues (R\$ million)


In 2Q17, the Fleet Rental Division showed a $9.1 \%$ growth on daily rentals and a 10.6\% growth in revenues, due primarily to the $2.1 \%$ increase in the average rental rate when compared to 2 Q16.

In 1 H 17 , net revenues on this Division increased by $10.0 \%$, due to the $7.9 \%$ increase in daily rentals volume and the $3.0 \%$ increase on the average rental rate. The lower increase on the average daily rate reflects the new contracts signed in a scenario of lower depreciation and basic interest rate.

## 3 - Fleet

## 3.1 - Net investment in the fleet



Net Investment in Fleet (R\$ million)


In 2Q17, Localiza purchased 35,935 cars and sold 20,201 cars, resulting in an increase of 15,734 cars in its fleet and a net investment of $R \$ 721.7$ million.
Average price of cars purchased ( $\mathrm{R} \$$ thousand)
Consolidated


The increase in the average price of purchased cars is a result of the purchasing mix of cars with higher added value and the increase in the price suggested by the auto makers. The increase in the average selling price in the Rent a Car Division is due primarily to the selling mix, the lower age of cars sold, reduced by 3.5 months, as well as the lower availability of cars for sale.

## 4 - Seminovos

## Number of Stores <br> (Brazil)



In June 30, 2017, the Seminovos car sale network was comprised of 91 stores distributed throughout 59 cities in Brazil.

New stores will be added to the Seminovos network in order to support fleet renewal as a result of the strong growth in the Rent a Car Division.

## 5 - End of period fleet

## End of Period Fleet (quantity)



On June 30, 2017, Localiza's fleet was comprised of 151,750 cars, including 12,784 cars owned by our franchisees.

6 - Net revenues - consolidated

Consolidated net revenues ( $\mathrm{R} \$$ million)


In 2Q17, consolidated net revenues grew 39.7\% when compared to 2Q16. Net revenues from the rental divisions increased 17.6\%, which reflects a $21.2 \%$ growth on the Rent a Car Division and 10.6\% growth on the Fleet Rental Division.

Seminovos car sales saw its net revenues increase by $62.8 \%$ in 2 Q 17 when compared to 2 Q 16 , due to the $46.0 \%$ growth on the sales volume and the $11.5 \%$ increase in the average price of cars sold.

## Consolidated EBITDA (R\$ million)



EBITDA margin:

| Divisions | 2012 | 2013 | $2014^{*}$ | 2015 | 2016 | 1 H16 | 1 H17 | 2 Q16 | 2 Q17 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Car Rental | $40.9 \%$ | $36.8 \%$ | $38.7 \%$ | $31.8 \%$ | $32.3 \%$ | $33.1 \%$ | $35.3 \%$ | $31.6 \%$ | $34.0 \%$ |
| Fleet Rental | $66.4 \%$ | $65.5 \%$ | $60.0 \%$ | $62.2 \%$ | $64.5 \%$ | $64.8 \%$ | $62.4 \%$ | $65.0 \%$ | $61.8 \%$ |
| Rental Consolidated | $49.3 \%$ | $46.5 \%$ | $45.3 \%$ | $41.7 \%$ | $42.3 \%$ | $43.3 \%$ | $43.4 \%$ | $42.6 \%$ | $42.4 \%$ |
| Used Car Sales | $4.2 \%$ | $5.7 \%$ | $6.0 \%$ | $7.3 \%$ | $5.5 \%$ | $6.1 \%$ | $6.0 \%$ | $5.3 \%$ | $7.0 \%$ |

${ }^{*}$ ) From 2014 on, it considers the new appropriation criteria of the overhead, which is also appropriated to Seminovos.

In 2Q17, consolidated EBITDA totaled $\mathrm{R} \$ 298.7$ million, a $27.5 \%$ increase over the same period last year.
The Rent a Car Division EBITDA margin was 34.0 \% in 2Q17, which represents a 2.4 p.p. growth when compared to 2 Q 16 . This improvement is due primarily to the growth in the business volume, cost control, productivity and economies of scale.

The Fleet Rental Division showed an EBITDA margin of $61.8 \%$ in 2Q17, a 3.2p.p. decrease when compared to 2Q16. The lower EBITDA margin reflects the drop of the basic interest rates as well as lower depreciation.

Seminovos showed an EBITDA margin of 7.0\%, a 1.7p.p. increase over 2Q16.

## Average depreciation per car (R\$) - Car Rental



In 2Q17, the Rent a Car Division showed an average annualized depreciation per car of $\mathrm{R} \$ 1,371.8$, a $\mathrm{R} \$ 113.0$ decrease over 1Q17, reflecting the Company's expectations regarding sale prices and selling costs.

Depreciation is calculated based on the future expectations of future sale price net of the average discounts and selling costs.

## 8.2 - Fleet Rental

## Average depreciation per car (R\$) - Fleet Rental



In 2Q17, the Fleet Rental Division showed an average annualized depreciation per car of R\$2,988.6, a $10.3 \%$ decrease over 1Q17.

Due to the longer operational cycle, car depreciation in this Division is benefited by the increases in new car prices throughout its useful life.

Consolidated EBIT (R\$ million)


EBIT margin calculated over rental revenues:

| Divisions | 2012 | 2013 | 2014 | 2015 | 2016 |  | 1 H 16 | 1 H 17 |  | 2 Q 16 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Car Rental | $23.7 \%$ | $32.8 \%$ | $36.2 \%$ | $34.3 \%$ | $30.2 \%$ |  | $32.5 \%$ | $34.9 \%$ | $29.3 \%$ | $35.1 \%$ |
| Fleet Rental | $36.9 \%$ | $45.1 \%$ | $44.3 \%$ | $48.9 \%$ | $51.2 \%$ | $50.6 \%$ | $52.4 \%$ | $50.7 \%$ | $54.0 \%$ |  |
| Consolidated | $28.3 \%$ | $37.1 \%$ | $38.8 \%$ | $39.1 \%$ | $36.8 \%$ | $38.4 \%$ | $40.2 \%$ | $36.4 \%$ | $40.8 \%$ |  |

Consolidated EBIT increased 31.6\% when compared to 2Q16.
The Rent a Car Division showed EBIT margin of $35.1 \%$, which represents a $5.8 \mathrm{p} . \mathrm{p}$ increase over 2Q16.

The Fleet Rental Division showed EBIT margin of 54.0\%, which represents a 3.3p.p increase over 2Q16.

## 10 - Consolidated net income

## Consolidated net income ( $\mathbf{R} \$$ million)



Record quarterly net income of $\mathrm{R} \$ 129.3$ million, a 31.9\% increase over 2Q16, reflecting:

- $\mathrm{R} \$ 64.4$ million increase in EBITDA;

Partially offset by:

- $\mathrm{R} \$ 8.3$ million increase in car depreciation due to fleet growth and increase in the average depreciation per car within the Rent a Car Division; and
- $\mathrm{R} \$ 17.7$ million increase on net interest expense, due to the increase in average net debt, which resulted from investments in fleet expansion, partially compensated by the drop in the basic interest rates.


## 11 - Free cash flow (FCF)



|  | Free cash flow - R\$ million | 2012 | 2013 | 2014 | 2015 | 2016 | 1H17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | EBITDA | 875.6 | 916.5 | 969.8 | 934.8 | 1,015.6 | 595.6 |
|  | Used car sale revenue, net from taxes Depreciated cost of cars sold <br> (-) Income tax and social contribution Change in working capital | $\begin{array}{r} (1,520.0) \\ 1,360.2 \\ (100.9) \\ 37.1 \end{array}$ | $\begin{array}{r} (1,747.3) \\ 1,543.8 \\ (108.5) \\ 2.9 \end{array}$ | $\begin{array}{r} (2,018.2) \\ 1,777.0 \\ (113.1) \\ (27.1) \end{array}$ | $\begin{array}{r} (2,044.9) \\ 1,769.1 \\ (110.7) \\ (30.0) \end{array}$ | $\begin{array}{r} (2,342.5) \\ 2,102.5 \\ (93.3) \\ 113.2 \end{array}$ | $\begin{array}{r} (1,526.3) \\ 1,378.7 \\ (59.0) \\ (14.4) \end{array}$ |
|  | Cash generated by rental operations | 652.0 | 607.4 | 588.4 | 518.3 | 795.5 | 374.6 |
|  | Used car sale revenue, net from taxes Fleet renewal investment | $\begin{array}{r} 1,520.0 \\ (1,563.3) \end{array}$ | $\begin{array}{r} 1,747.3 \\ (1,819.7) \end{array}$ | $\begin{array}{r} \hline 2,018.2 \\ (2,197.7) \end{array}$ | $\begin{array}{r} 2,036.3 \\ (2,278.4) \end{array}$ | $\begin{array}{r} 2,342.5 \\ (2,563.6) \end{array}$ | $\begin{array}{r} 1,526.3 \\ (1,672.3) \end{array}$ |
|  | Net investment for fleet renewal | (43.3) | (72.4) | (179.5) | (242.1) | (221.1) | (146.0) |
|  | Fleet renewal - quantity | 56,644 | 62,641 | 70,621 | 64,032 | 68,449 | 40,510 |
| Investment, other property and intangibles investments |  | (77.8) | (47.5) | (46.3) | (29.7) | (42.2) | (45.2) |
| Free cash flow from operations, net of fleet renewal capex |  | 530.9 | 487.5 | 362.6 | 246.5 | 532.2 | 183.4 |
|  | Fleet growth (investment) <br> Change in accounts payable to car suppliers | (55.5) <br> (116.9) | (209.4) <br> 89.7 | (286.8) <br> 334.4 |  | (726.0) <br> 190.7 | (435.4) <br> 476.1 |
|  | Fleet growth | (172.4) | (119.7) | 47.6 | (112.6) | (535.3) | 40.7 |
|  | Fleet increase / (reduction) - quantity | 2,011 | 7,103 | 9,183 | (273) | 19,384 | 10,548 |
| Free cash flow after growth, and before interest and new HQ |  | 358.5 | 367.8 | 410.2 | 133.9 | (3.1) | 224.1 |
| New headquarters construction |  | (2.4) | (6.5) | (148.3) | (30.7) | (84.4) | (62.9) |
| Free cash flow before interest |  | 356.1 | 361.3 | 261.9 | 103.2 | (87.5) | 161.2 |

## 12 - Debt

## 12.1 - Change in debt - R\$ million


12.2 - Debt maturity profile at June 30, 2017 - Principal - R\$ million


| Debt | Contract rate | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Debentures 6th Issuance | CDI + 0.95\% pa | 30.0 | 120.0 | 120.0 | - | - | - | - | - | 270.0 |
| Debentures 7th Issuance | 110.95\% CDI | 37.5 | 75.0 | 75.0 | 100.0 | 100.0 | - | - | - | 387.5 |
| Debentures 8th Issuance | 109.5\% CDI | - | - | 250.0 | 250.0 | - | - | - | - | 500.0 |
| Debentures 9th Issuance | 113.2\% CDI | - | - | 50.0 | 150.0 | 300.0 | - | - | - | 500.0 |
| Debentures 10th Issuance | 113.9\% CDI | - | - | - | 100.0 | 100.0 | - | - | - | 200.0 |
| Debentures 11th Issuance | 111.5\% CDI | - | - | - | - | - | 500.0 | - | - | 500.0 |
| Debentures 12th Issuance | 107.25\% CDI | - | - | - | - | - | - | - | 700.0 | 700.0 |
| Debentures 3rd Issuance of Localiza Fleet | 107.0\% CDI | - | - | - | - | - | - | 500.0 | - | 500.0 |
| CCBI - New headquarters | 98.8\% CDI | - | - | 47.5 | 95.0 | 47.5 | - | - | - | 190.0 |
| Working Capital / Others | Several | 134.8 | 204.4 | 110.7 | 75.0 | 125.0 | - | - | - | 649.9 |
| Interest accrued and paid | - | 59.8 | - | - | - | - | - | - | - | 59.8 |
| Cash and cash equivalents on 06/30/2017 | - | $(2,305.8)$ | - | - | - | - | - | - | - | $(2,305.8)$ |
| Net debt | - | $(2,043.7)$ | 399.4 | 653.2 | 770.0 | 672.5 | 500.0 | 500.0 | 700.0 | 2,151.4 |

Net debt vs. Fleet value


| BALANCE AT THE END OF PERIOD | 2012 | 2013 | 2014 | 2015 | 2016 | $1 H 17$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Net debt / Fleet value | $48 \%$ | $48 \%$ | $40 \%$ | $44 \%$ | $45 \%$ | $41 \%$ |
| Net debt / EBITDA(*) | $1.4 x$ | $1.5 x$ | $1.4 x$ | $1.7 x$ | $2.1 x$ | $1.8 x$ |
| Net debt / Equity | $0.9 x$ | $1.0 x$ | $0.8 x$ | $0.8 x$ | $0.9 x$ | $0.9 x$ |
| EBITDA / Net financial expenses | $6.3 x$ | $8.3 x$ | $6.4 x$ | $4.6 x$ | $4.2 x$ | $4.2 x$ |

The Company continues to present comfortable debt ratios.

## 13 - Spread (ROIC minus cost of debt after taxes)

## SPREAD



- ROIC Cost of debt after taxes

ROIC considered effective income tax rate
2012 ROIC was calculated excluding additional fleet depreciation that was treated as an equity loss since it relates to extraordinary non-recurring event caused by external factors (IPI tax reduction for new cars), following the concepts recommended by Stern Value Management.

## 14 - Dividends and interest on capital (IOC)

2016 dividends and interest on capital were approved as follow:

| Nature | Reference period | Approval date | Shareholding position date | Payment date | Gross amount (R\$ million) | Gross amount per share (R\$) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| IOC | 2016 | 03/17/2016 | 03/31/2016 | 05/12/2016 | 35.4 | 0.170149 |
| IOC | 2016 | 06/23/2016 | 06/30/2016 | 08/17/2016 | 36.8 | 0.176597 |
| IOC | 2016 | 09/29/2016 | 09/30/2016 | 11/23/2016 | 33.0 | 0.158655 |
| Dividends | 2015 | 04/29/2016 | 04/29/2016 | 05/20/2016 | 1.0 | 0.005004 |
| IOC | 2016 | 12/15/2016 | 12/22/2016 | 02/08/2017 | 46.7 | 0.224468 |
|  |  |  |  | Total | 152.9 |  |

2017 interest on capital were approved as follow:

| Nature | Reference period | Approval date | Shareholding position date | $\begin{aligned} & \text { Payment } \\ & \text { date } \\ & \hline \end{aligned}$ | Gross amount ( $\mathrm{R} \$$ million) | Gross amount per share (R\$) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| IOC | 2017 | 03/08/2017 | 03/15/2017 | 05/02/2017 | 39.9 | 0.191612 |
| IOC | 2017 | 06/30/2017 | 07/06/2017 | 08/24/2017 | 39.2 | 0.178614 |
|  |  |  |  | Total | 79.1 |  |

## 15 - RENT3

On June 30, 2017, the Company had 222,383,070 issued shares, 2,739,926 of which were treasury shares.

Within is ADR level I Program, the Company had $7,815,963$ issued ADRs on June 30, 2017, compared to 6,868,001 on December 31, 2016.

In the year, RENT3 average daily trading volume was R $\$ 57.5$ million.
Average daily volume - Until June 30, 2017 (R\$ million)


## About Localiza's financial information:

The financial information is audited and presented in millions of Brazilian Reais, unless where otherwise stated, and is based on financial information prepared in accordance with International Financial Reporting Standards (IFRS).

## 16 - Results per division

## 16.1-Table 1 - Car Rental - R\$ million

| CAR RENTAL RESULTS | 2012 | 2013 | 2014 | 2015 | 2016 | Var. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Car rental gross revenues (*) Taxes on revenues | $\begin{array}{r\|} \hline 1,132.3 \\ (38.6) \\ \hline \end{array}$ | $\begin{array}{r\|} \hline 1,208.4 \\ (44.9) \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,352.1 \\ (67.7) \\ \hline \end{array}$ | $\begin{array}{r} 1,316.9 \\ (58.9) \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,486.9 \\ (58.9) \\ \hline \end{array}$ | $\begin{array}{r} 12.9 \% \\ 0.0 \% \\ \hline \end{array}$ |
| Car rental net revenues Car rental costs | $\begin{array}{r} \hline 1,093.7 \\ (476.6) \\ \hline \end{array}$ | $\begin{array}{r} 1,163.5 \\ (536.9) \\ \hline \end{array}$ | $\begin{gathered} 1,284.4 \\ (577.3) \\ \hline \end{gathered}$ | $\begin{array}{r} 1,258.0 \\ (618.1) \\ \hline \end{array}$ | $\begin{gathered} 1,428.0 \\ (707.4) \\ \hline \end{gathered}$ | $\begin{aligned} & \hline 13.5 \% \\ & 14.4 \% \\ & \hline \end{aligned}$ |
| Gross profit <br> Operating expenses (SG\&A) <br> Other assets depreciation and amortization | $\begin{array}{r} \hline 617.1 \\ (170.2) \\ (19.9) \\ \hline \end{array}$ | $\begin{array}{r} \hline \mathbf{6 2 6 . 6} \\ (197.9) \\ (22.2) \\ \hline \end{array}$ | $\begin{array}{r} 707.1 \\ (209.7) \\ (22.2) \\ \hline \end{array}$ | $\begin{array}{r} \hline 639.9 \\ (239.9) \\ (22.3) \\ \hline \end{array}$ | $\begin{array}{r} 720.6 \\ (258.8) \\ (23.9) \\ \hline \end{array}$ | $\begin{array}{r} 12.6 \% \\ 7.9 \% \\ 7.2 \% \\ \hline \end{array}$ |
| Operating profit before financial results and taxes (EBIT) Financial expenses, net Income tax and social contribution | $\begin{array}{r} \hline 427.0 \\ (2.7) \\ (123.8) \\ \hline \end{array}$ | $\begin{array}{r} 406.5 \\ (1.3) \\ (119.5) \\ \hline \end{array}$ | $\begin{array}{r} \hline 475.2 \\ (1.5) \\ (136.2) \\ \hline \end{array}$ | $\begin{array}{r} 377.7 \\ (2.0) \\ (89.9) \end{array}$ | $\begin{array}{r} 437.9 \\ (1.4) \\ (95.9) \\ \hline \end{array}$ | $\begin{array}{r} \hline 15.9 \% \\ -30.0 \% \\ 6.7 \% \\ \hline \end{array}$ |
| Net income for the period Net Margin EBITDA <br> EBITDA Margin | $\begin{aligned} & 300.5 \\ & 27.5 \% \\ & 446.9 \\ & 40.9 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & 285.7 \\ & 24.6 \% \\ & 428.7 \\ & 36.8 \% \end{aligned}$ | $\begin{aligned} & 337.5 \\ & 26.3 \% \\ & 497.4 \\ & 38.7 \% \end{aligned}$ | $\begin{aligned} & 285.8 \\ & 22.7 \% \\ & 400.0 \\ & 31.8 \% \end{aligned}$ | $\begin{aligned} & 340.6 \\ & 23.9 \% \\ & 461.8 \\ & 32.3 \% \end{aligned}$ | $\begin{array}{r} 19.2 \% \\ \text { 1.2p.p. } \\ \text { 15.5\% } \\ \text { 0.5p.p. } \end{array}$ |


| 1H16 | 1H17 | Var. | 2Q16 | 2Q17 | Var. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 696.8 | 833.0 | 19.5\% | 342.1 | 412.2 | 20.5\% |
| (29.3) | (32.1) | 9.6\% | (14.3) | (14.8) | 3.5\% |
| 667.5 | 800.9 | 20.0\% | 327.8 | 397.4 | 21.2\% |
| (324.6) | (381.4) | 17.5\% | (164.2) | (191.6) | 16.7\% |
| 342.9 | 419.5 | 22.3\% | 163.6 | 205.8 | 25.8\% |
| (122.2) | (136.7) | 11.9\% | (60.1) | (70.6) | 17.5\% |
| (11.9) | (10.9) | -8.4\% | (5.9) | (5.5) | -6.8\% |
| 208.8 | 271.9 | 30.2\% | 97.6 | 129.7 | 32.9\% |
| (0.8) | (0.8) | 0.0\% | (0.4) | (0.5) | 25.0\% |
| (49.0) | (61.7) | 25.9\% | (23.9) | (29.9) | 25.1\% |
| 159.0 | 209.4 | 31.7\% | 73.3 | 99.3 | 35.5\% |
| 23.8\% | 26.1\% | 2.3p.p. | 22.4\% | 25.0\% | 2.6p.p. |
| 220.7 | 282.8 | 28.1\% | 103.5 | 135.2 | 30.6\% |
| 33.1\% | 35.3\% | 2.2p.p. | 31.6\% | 34.0\% | 2.4p.p. |


| USED CAR SALES RESULTS (SEMINOVOS) | 2012 | 2013 | 2014 | 2015 | 2016 | Var. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross revenues (*) | 1,253.6 | 1,486.1 | 1,671.4 | 1,679.2 | 1,997.8 | 19.0\% |
| Taxes on revenues | (3.3) | (3.1) | (3.5) | (2.5) | (2.7) | 8.0\% |
| Net revenues | 1,250.3 | 1,483.0 | 1,667.9 | 1,676.7 | 1,995.1 | 19.0\% |
| Book value of cars sold | $(1,068.5)$ | $(1,271.9)$ | $(1,428.4)$ | $(1,396.3)$ | $(1,727.5)$ | 23.7\% |
| Gross profit | 181.8 | 211.1 | 239.5 | 280.4 | 267.6 | -4.6\% |
| Operating expenses (SG\&A) | (125.6) | (138.7) | (160.7) | (178.8) | (176.8) | -1.1\% |
| Cars depreciation | (212.7) | (85.8) | (78.1) | (38.9) | (87.8) | 125.7\% |
| Other assets depreciation and amortization | (11.5) | (11.7) | (11.3) | (8.8) | (9.1) | 3.4\% |
| Operating profit (loss) before financial results and taxes (EBIT) | (168.0) | (25.1) | (10.6) | 53.9 | (6.1) | -111.3\% |
| Financial expenses, net | (92.6) | (76.6) | (106.3) | (138.4) | (174.4) | 26.0\% |
| Income tax and social contribution | 83.1 | 30.3 | 33.2 | 17.6 | 37.2 | 111.4\% |
| Net loss for the period | (177.5) | (71.4) | (83.7) | (66.9) | (143.3) | 114.2\% |
| Net Margin | -14.2\% | -4.8\% | -5.0\% | -4.0\% | -7.2\% | -3.2p.p. |
| EBITDA | 56.2 | 72.4 | 78.8 | 101.6 | 90.8 | -10.6\% |
| EBITDA Margin | 4.5\% | 4.9\% | 4.7\% | 6.1\% | 4.6\% | -1.5p.p. |


| 1H16 | 1H17 | Var. |
| :---: | :---: | :---: |
| 830.0 | 1,342.7 | 61.8\% |
| (1.0) | (1.9) | 90.0\% |
| 829.0 | 1,340.8 | 61.7\% |
| (707.2) | $(1,165.6)$ | 64.8\% |
| 121.8 | 175.2 | 43.8\% |
| (79.5) | (104.1) | 30.9\% |
| (29.7) | (58.5) | 97.0\% |
| (4.4) | (4.6) | 4.5\% |
| 8.2 | 8.0 | -2.4\% |
| (82.4) | (104.2) | 26.5\% |
| 15.6 | 21.5 | 37.8\% |
| (58.6) | (74.7) | 27.5\% |
| -7.1\% | -5.6\% | 1.5p.p. |
| 42.3 | 71.1 | 68.1\% |
| 5.1\% | 5.3\% | 0.2p.p. |


| 2 Q 16 | 2 Q 17 | Var. |
| ---: | ---: | ---: |
| 393.8 | 664.0 | $68.6 \%$ |
| $(0.6)$ | $(1.0)$ | $66.7 \%$ |
| $\mathbf{3 9 3 . 2}$ | $\mathbf{6 6 3 . 0}$ | $\mathbf{6 8 . 6 \%}$ |
| $(335.6)$ | $(570.0)$ | $69.8 \%$ |
| 57.6 | 93.0 | $\mathbf{6 1 . 5 \%}$ |
| $(40.6)$ | $(52.4)$ | $29.1 \%$ |
| $(16.2)$ | $(28.4)$ | $75.3 \%$ |
| $(2.3)$ | $(2.3)$ | $0.0 \%$ |
| $(1.5)$ | 9.9 | $-\mathbf{7 6 0 . 0 \%}$ |
| $(34.7)$ | $(48.6)$ | $40.1 \%$ |
| 8.9 | 8.9 | $0.0 \%$ |
| $\mathbf{( 2 7 . 3 )}$ | $(29.8)$ | $9.2 \%$ |
| $-6.9 \%$ | $-4.5 \%$ | $\mathbf{2 . 4 p . p .}$ |
| $\mathbf{1 7 . 0}$ | $\mathbf{4 0 . 6}$ | $\mathbf{1 3 8 . 8 \%}$ |
| $\mathbf{4 . 3 \%}$ | $\mathbf{6 . 1 \%}$ | $\mathbf{1 . 8 p . p}$. |


| CAR RENTAL TOTAL FIGURES | 2012 | 2013 | 2014 | 2015 | 2016 | Var. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Car rental gross revenues (*) | 1,132.3 | 1,208.4 | 1,352.1 | 1,316.9 | 1,486.9 | 12.9\% |
| Car sales for fleet renewal - gross revenues (*) | 1,253.6 | 1,486.1 | 1,671.4 | 1,679.2 | 1,997.8 | 19.0\% |
| Total gross revenues (*) | 2,385.9 | 2,694.5 | 3,023.5 | 2,996.1 | 3,484.7 | 16.3\% |
| Taxes on revenues |  |  |  |  |  |  |
| Car rental | (38.6) | (44.9) | (67.7) | (58.9) | (58.9) | 0.0\% |
| Car sales for fleet renewal | (3.3) | (3.1) | (3.5) | (2.5) | (2.7) | 8.0\% |
| Car rental revenues - net revenues | 1,093.7 | 1,163.5 | 1,284.4 | 1,258.0 | 1,428.0 | 13.5\% |
| Car sales for fleet renewal - net revenues | 1,250.3 | 1,483.0 | 1,667.9 | 1,676.7 | 1,995.1 | 19.0\% |
| Total net revenues | 2,344.0 | 2,646.5 | 2,952.3 | 2,934.7 | 3,423.1 | 16.6\% |
| Direct costs |  |  |  |  |  |  |
| Car rental | (476.6) | (536.9) | (577.3) | (618.1) | (707.4) | 14.4\% |
| Car sales for fleet renewal | $(1,068.5)$ | $(1,271.9)$ | $(1,428.4)$ | $(1,396.3)$ | (1,727.5) | 23.7\% |
| Gross profit | 798.9 | 837.7 | 946.6 | 920.3 | 988.2 | 7.4\% |
| Operating expenses (SG\&A) |  |  |  |  |  |  |
| Car rental | (170.2) | (197.9) | (209.7) | (239.9) | (258.8) | 7.9\% |
| Car sales for fleet renewal | (125.6) | (138.7) | (160.7) | (178.8) | (176.8) | -1.1\% |
| Cars depreciation | (212.7) | (85.8) | (78.1) | (38.9) | (87.8) | 125.7\% |
| Other assets depreciation and amortization |  |  |  |  |  |  |
| Car rental | (19.9) | (22.2) | (22.2) | (22.3) | (23.9) | 7.2\% |
| Car sales for fleet renewal | (11.5) | (11.7) | (11.3) | (8.8) | (9.1) | 3.4\% |
| Operating profit before financial results and taxes (EBIT) | 259.0 | 381.4 | 464.6 | 431.6 | 431.8 | 0.0\% |
| Financial expenses, net | (95.3) | (77.9) | (107.8) | (140.4) | (175.8) | 25.2\% |
| Income tax and social contribution | (40.7) | (89.2) | (103.0) | (72.3) | (58.7) | -18.8\% |
| Net income for the period | 123.0 | 214.3 | 253.8 | 218.9 | 197.3 | -9.9\% |
| Net margin | 5.2\% | 8.1\% | 8.6\% | 7.5\% | 5.8\% | -1.7p.p. |
| EBITDA | 503.1 | 501.1 | 576.2 | 501.6 | 552.6 | 10.2\% |
| EBITDA margin | 21.5\% | 18.9\% | 19.5\% | 17.1\% | 16.1\% | -1.0p.p. |


| 1H16 | 1 H 17 | Var. |
| ---: | ---: | ---: |
| 696.8 | 833.0 | $19.5 \%$ |
| 830.0 | $1,342.7$ | $61.8 \%$ |
| $1,526.8$ | $2,175.7$ | $42.5 \%$ |
| $(29.3)$ | $(32.1)$ | $9.6 \%$ |
| $(1.0)$ | $(1.9)$ | $90.0 \%$ |
| 667.5 | 800.9 | $20.0 \%$ |
| 829.0 | $1,340.8$ | $61.7 \%$ |
| $1,496.5$ | $2,141.7$ | $43.1 \%$ |
|  |  |  |
| $(324.6)$ | $(381.4)$ | $17.5 \%$ |
| $(707.2)$ | $(1,165.6)$ | $64.8 \%$ |
| 464.7 | 594.7 | $28.0 \%$ |
|  |  |  |
| $(122.2)$ | $(136.7)$ | $11.9 \%$ |
| $(79.5)$ | $(104.1)$ | $30.9 \%$ |
| $(29.7)$ | $(58.5)$ | $97.0 \%$ |
|  |  |  |
| $(11.9)$ | $(10.9)$ | $-8.4 \%$ |
| $(4.4)$ | $(4.6)$ | $4.5 \%$ |
| 217.0 | 279.9 | $29.0 \%$ |
| $(83.2)$ | $(105.0)$ | $26.2 \%$ |
| $(33.4)$ | $(40.2)$ | $20.4 \%$ |
| 10.4 | 134.7 | $34.2 \%$ |
| $6.7 \%$ | $6.3 \%$ | $-0.4 p . p$. |
| 263.0 | 353.9 | $34.6 \%$ |
| $17.6 \%$ | $16.5 \%$ | $-1.1 \mathrm{p} . \mathrm{p}$. |


| 2Q16 | 2Q17 | Var. |
| :---: | :---: | :---: |
| 342.1 | 412.2 | 20.5\% |
| 393.8 | 664.0 | 68.6\% |
| 735.9 | 1,076.2 | 46.2\% |
| (14.3) | (14.8) | 3.5\% |
| (0.6) | (1.0) | 66.7\% |
| 327.8 | 397.4 | 21.2\% |
| 393.2 | 663.0 | 68.6\% |
| 721.0 | 1,060.4 | 47.1\% |
| (164.2) | (191.6) | 16.7\% |
| (335.6) | (570.0) | 69.8\% |
| 221.2 | 298.8 | 35.1\% |
| (60.1) | (70.6) | 17.5\% |
| (40.6) | (52.4) | 29.1\% |
| (16.2) | (28.4) | 75.3\% |
| (5.9) | (5.5) | -6.8\% |
| (2.3) | (2.3) | 0.0\% |
| 96.1 | 139.6 | 45.3\% |
| (35.1) | (49.1) | 39.9\% |
| (15.0) | (21.0) | 40.0\% |
| 46.0 | 69.5 | 51.1\% |
| 6.4\% | 6.6\% | 0.2p.p. |
| 120.5 | 175.8 | 45.9\% |
| 16.7\% | 16.6\% | -0.1p.p. |


| OPERATING DATA | 2012 | 2013 | 2014 | 2015 | 2016 | Var. | 1H16 | 1H17 | Var. | 2Q16 | 2Q17 | Var. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average operating fleet | 53,548 | 59,094 | 61,525 | 62,513 | 70,185 | 12.3\% | 64,670 | 81,931 | 26.7\% | 65,150 | 82,850 | 27.2\% |
| Average rented fleet | 37,932 | 39,475 | 42,999 | 43,315 | 51,515 | 18.9\% | 47,604 | 60,704 | 27.5\% | 48,036 | 61,900 | 28.9\% |
| Average operating fleet age (in months) | 7.8 | 7.2 | 7.2 | 7.4 | 7.9 | 6.8\% | 8.7 | 6.9 | -20.7\% | 8.8 | 7.1 | -19.3\% |
| End of period fleet | 65,086 | 70,717 | 77,573 | 76,755 | 94,156 | 22.7\% | 78,352 | 100,578 | 28.4\% | 78,352 | 100,578 | 28.4\% |
| Number of rental days - in thousands | 13,748.8 | 14,241.7 | 15,416.0 | 15,566.1 | 18,662.4 | 19.9\% | 8,550.2 | 10,874.0 | 27.2\% | 4,307.9 | 5,565.5 | 29.2\% |
| Average daily rental revenues per car (R\$) | 82.36 | 84.85 | 87.71 | 84.56 | 79.67 | -5.8\% | 81.49 | 76.61 | -6.0\% | 79.41 | 74.07 | -6.7\% |
| Annualized average depreciation per car (R\$) | 3,972.4 | 1,452.4 | 1,270.0 | 622.1 | 1,251.2 | 101.1\% | 917.0 | 1,427.7 | 55.7\% | 996.8 | 1,371.8 | 37.6\% |
| Utilization rate | 70.8\% | 66.8\% | 69.9\% | 69.3\% | 73.4\% | 4.1p.p. | 73.6\% | 74.1\% | 0.5p.p. | 73.7\% | 74.7\% | 1.0p.p. |
| Number of cars purchased | 47,623 | 58,826 | 64,908 | 52,343 | 76,071 | 45.3\% | 26,133 | 41,984 | 60.7\% | 21,010 | 30,466 | 45.0\% |
| Number of cars sold | 46,115 | 52,759 | 57,578 | 52,508 | 57,596 | 9.7\% | 24,216 | 34,959 | 44.4\% | 11,394 | 17,102 | 50.1\% |
| Average sold fleet age (in months) | 15.7 | 15.3 | 14.4 | 14.9 | 16.8 | 12.8\% | 16.9 | 14.8 | -12.4\% | 17.2 | 13.7 | -20.3\% |
| Average total fleet | 60,773 | 68,251 | 70,982 | 72,169 | 80,765 | 11.9\% | 72,642 | 91,153 | 25.5\% | 74,984 | 95,297 | 27.1\% |
| Average value of total fleet - R \$ million | 1,595.9 | 1,776.8 | 1,963.8 | 2,205.9 | 2,790.2 | 26.5\% | 2,440.1 | 3,392.0 | 39.0\% | 2,542.7 | 3,594.6 | 41.4\% |
| Average value per car in the period - R \$ thsd | 26.3 | 26.0 | 27.7 | 30.6 | 34.5 | 12.7\% | 33.6 | 37.2 | 10.7\% | 33.9 | 37.7 | 11.2\% |

[^0]
## 16.2 - Table 2 - Fleet Rental - R\$ million

| FLEET RENTAL RESULTS | 2012 | 2013 | 2014 | 2015 | 2016 | Var. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fleet rental gross revenues (*) Taxes on revenues | $\begin{gathered} 552.4 \\ (16.7) \\ \hline \end{gathered}$ | $\begin{gathered} 592.8 \\ (16.9) \\ \hline \end{gathered}$ | $\begin{gathered} 589.5 \\ (17.6) \\ \hline \end{gathered}$ | $\begin{gathered} 619.6 \\ (11.1) \\ \hline \end{gathered}$ | $\begin{array}{r} 664.1 \\ (12.3) \\ \hline \end{array}$ | $\begin{array}{r} 7.2 \% \\ 10.8 \% \\ \hline \end{array}$ |
| Fleet rental net revenues <br> Fleet rental costs | $\begin{gathered} \hline 535.7 \\ (146.3) \\ \hline \end{gathered}$ | $\begin{gathered} \hline 575.9 \\ (161.1) \\ \hline \end{gathered}$ | $\begin{gathered} \hline 571.9 \\ (190.8) \\ \hline \end{gathered}$ | $\begin{gathered} \hline 608.5 \\ (189.3) \\ \hline \end{gathered}$ | $\begin{gathered} \hline 651.8 \\ (193.7) \\ \hline \end{gathered}$ | $\begin{aligned} & \hline 7.1 \% \\ & 2.3 \% \\ & \hline \end{aligned}$ |
| Gross profit <br> Operating expenses (SG\&A) <br> Other assets depreciation and amortization | $\begin{array}{r} 389.4 \\ (33.5) \\ (1.1) \\ \hline \end{array}$ | $\begin{array}{r} 414.8 \\ (37.5) \\ (1.1) \\ \hline \end{array}$ | $\begin{array}{r} 381.1 \\ (38.1) \\ (1.1) \\ \hline \end{array}$ | $\begin{array}{r} 419.2 \\ (40.7) \\ (2.2) \end{array}$ | $\begin{array}{r} 458.1 \\ (37.9) \\ (2.9) \end{array}$ | $\begin{array}{r} \hline 9.3 \% \\ -6.9 \% \\ 31.8 \% \end{array}$ |
| Operating profit before financial results and taxes (EBIT) <br> Financial expenses, net <br> Income tax and social contribution | $\begin{array}{r} 354.8 \\ (0.5) \\ (104.3) \\ \hline \end{array}$ | $\begin{array}{r} 376.2 \\ (0.1) \\ (111.4) \\ \hline \end{array}$ | $\begin{array}{r} 341.9 \\ (0.2) \\ (99.2) \end{array}$ | $\begin{array}{r} 376.3 \\ (0.1) \\ (90.5) \\ \hline \end{array}$ | $\begin{array}{r} 417.3 \\ (1.1) \\ (90.4) \end{array}$ | $\begin{array}{r} 10.9 \% \\ 1000.0 \% \\ -0.1 \% \\ \hline \end{array}$ |
| Net income for the period <br> Net Margin <br> EBITDA <br> EBITDA Margin | $\begin{aligned} & 250.0 \\ & 46.7 \% \\ & 355.9 \\ & 66.4 \% \end{aligned}$ | $\begin{aligned} & 264.7 \\ & 46.0 \% \\ & 377.3 \\ & 65.5 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & 242.5 \\ & 42.4 \% \\ & 343.0 \\ & 60.0 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & 285.7 \\ & 47.0 \% \\ & 378.5 \\ & 62.2 \% \end{aligned}$ | $\begin{aligned} & 325.8 \\ & 50.0 \% \\ & 420.2 \\ & 64.5 \% \end{aligned}$ | $\begin{array}{r} \hline 14.0 \% \\ \text { 3.0p.p. } \\ \text { 11.0\% } \\ \text { 2.3p.p. } \end{array}$ |
|  |  |  |  |  |  |  |
| USED CAR SALES RESULTS (SEMINOVOS) | 2012 | 2013 | 2014 | 2015 | 2016 | Var. |
| Gross revenues (*) <br> Taxes on revenues | $\begin{array}{r} 270.2 \\ (0.5) \\ \hline \end{array}$ | $\begin{array}{r} \hline 264.6 \\ (0.3) \\ \hline \end{array}$ | $\begin{array}{r} 350.8 \\ (0.5) \\ \hline \end{array}$ | $\begin{array}{r} 368.6 \\ (0.4) \\ \hline \end{array}$ | $\begin{array}{r} 347.8 \\ (0.4) \\ \hline \end{array}$ | $\begin{gathered} \hline-5.6 \% \\ 0.0 \% \\ \hline \end{gathered}$ |
| Net revenues Book value of cars sold | $\begin{array}{r} 269.7 \\ (237.3) \\ \hline \end{array}$ | $\begin{gathered} \hline 264.3 \\ (214.1) \\ \hline \end{gathered}$ | $\begin{array}{r} 350.3 \\ (276.3) \\ \hline \end{array}$ | $\begin{gathered} 368.2 \\ (286.7) \\ \hline \end{gathered}$ | $\begin{array}{r} \hline 347.4 \\ (279.4) \\ \hline \end{array}$ | $\begin{gathered} -5.6 \% \\ -2.5 \% \\ \hline \end{gathered}$ |
| Gross profit <br> Operating expenses (SG\&A) <br> Cars depreciation <br> Other assets depreciation and amortization | $\begin{gathered} 32.4 \\ (25.1) \\ (164.2) \end{gathered}$ | $\begin{array}{r} 50.2 \\ (23.4) \\ (143.2) \end{array}$ | $\begin{array}{r} 74.0 \\ (32.6) \\ (129.3) \\ (0.6) \\ \hline \end{array}$ | $\begin{array}{r} 81.5 \\ (33.6) \\ (124.7) \\ (2.0) \\ \hline \end{array}$ | $\begin{array}{r} 68.0 \\ (31.0) \\ (118.5) \\ (1.8) \end{array}$ | $\begin{array}{r} \hline-16.6 \% \\ -7.7 \% \\ -5.0 \% \\ -10.0 \% \\ \hline \end{array}$ |
| Operating profit (loss) before financial results and taxes (EBIT) Financial expenses, net Income tax and social contribution | $\begin{gathered} \hline(156.9) \\ (43.8) \\ 59.9 \\ \hline \end{gathered}$ | $\begin{gathered} \hline(116.4) \\ (34.0) \\ 44.7 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \mathbf{( 8 8 . 5 )} \\ (44.9) \\ 38.4 \\ \hline \end{gathered}$ | $\begin{gathered} \mathbf{( 7 8 . 8 )} \\ (63.8) \\ 33.7 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \mathbf{( 8 3 . 3 )} \\ (68.7) \\ 32.3 \end{gathered}$ | $\begin{array}{r}\text { 5.7\% } \\ 7.7 \% \\ -4.2 \% \\ \hline\end{array}$ |
| Net loss for the period Net Margin <br> EBITDA <br> EBITDA Margin | $\begin{gathered} \hline(140.8) \\ -52.2 \% \\ 7.3 \\ 2.7 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline(105.7) \\ -40.0 \% \\ 26.8 \\ 10.1 \% \end{gathered}$ | $\begin{gathered} \hline(95.0) \\ -27.1 \% \\ 41.4 \\ 11.8 \% \\ \hline \end{gathered}$ | $\begin{array}{c\|} \hline(108.9) \\ -29.6 \% \\ 47.9 \\ 13.0 \% \\ \hline \end{array}$ | $\begin{gathered} \hline(119.7) \\ -34.5 \% \\ 37.0 \\ 10.7 \% \\ \hline \end{gathered}$ | $\begin{array}{r} \text { 9.9\% } \\ -4.9 p . p . \\ -22.8 \% \\ -2.3 p . p . \end{array}$ |


| 1 H 16 | 1 H 17 | Var. |
| ---: | ---: | ---: |
| 323.3 | 358.3 | $10.8 \%$ |
| $(5.4)$ | $(8.6)$ | $59.3 \%$ |
| 317.9 | 349.7 | $10.0 \%$ |
| $(93.2)$ | $(105.7)$ | $13.4 \%$ |
| 224.7 | 244.0 | $8.6 \%$ |
| $(18.7)$ | $(25.9)$ | $38.5 \%$ |
| $(1.4)$ | $(1.4)$ | $0.0 \%$ |
| 204.6 | 216.7 | $5.9 \%$ |
| $(0.9)$ | $(0.2)$ | $(0.78)$ |
| $(46.1)$ | $(49.3)$ | $6.9 \%$ |
| 157.6 | 167.2 | $6.1 \%$ |
| $49.6 \%$ | $47.8 \%$ | $-1.8 p . p$. |
| 206.0 | 218.1 | $5.9 \%$ |
| $64.8 \%$ | $62.4 \%$ | $-2.4 p . p$. |


| 2Q16 | 2 Q 17 | Var. |
| ---: | ---: | ---: |
| 162.4 | 180.5 | $11.1 \%$ |
| $(2.9)$ | $(4.1)$ | $41.4 \%$ |
| 159.5 | 176.4 | $10.6 \%$ |
| $(46.4)$ | $(54.3)$ | $17.0 \%$ |
| 113.1 | 122.1 | $8.0 \%$ |
| $(9.4)$ | $(13.1)$ | $39.4 \%$ |
| $(0.7)$ | $(0.7)$ | $0.0 \%$ |
| 103.0 | 108.3 | $5.1 \%$ |
| $(0.8)$ | $(0.1)$ | $-87.5 \%$ |
| $(25.0)$ | $(25.1)$ | $0.4 \%$ |
| 77.2 | 83.1 | $7.6 \%$ |
| $48.4 \%$ | $47.1 \%$ | $-1.3 p . p$. |
| 103.7 | 109.0 | $5.1 \%$ |
| $65.0 \%$ | $61.8 \%$ | $-3.2 p . p$. |


| $1 H 16$ | $1 H 17$ | Var. |
| ---: | ---: | ---: |
| 187.5 | 185.6 | $-1.0 \%$ |
| $(0.1)$ | $(0.1)$ | $0.0 \%$ |
| 187.4 | 185.5 | $-1.0 \%$ |
| $(149.9)$ | $(150.5)$ | $0.4 \%$ |
| 37.5 | 35.0 | $-6.7 \%$ |
| $(17.8)$ | $(14.1)$ | $-20.8 \%$ |
| $(62.4)$ | $(53.5)$ | $-14.3 \%$ |
| $(1.1)$ | $(0.8)$ | $-27.3 \%$ |
| $(43.8)$ | $(33.4)$ | $-23.7 \%$ |
| $(34.3)$ | $(38.0)$ | $10.8 \%$ |
| 17.0 | 16.2 | $-4.7 \%$ |
| $(61.1)$ | $\mathbf{( 5 5 . 2})$ | $-9.7 \%$ |
| $-32.6 \%$ | $-29.8 \%$ | $2.8 p . p$. |
| 19.7 | 20.9 | $6.1 \%$ |
| $10.5 \%$ | $11.3 \%$ | $0.8 p . p$. |


| 2Q16 | 2Q17 | Var. |
| :---: | :---: | :---: |
| 78.6 | 104.9 | 33.5\% |
| (0.1) | (0.1) | 0.0\% |
| 78.5 | 104.8 | 33.5\% |
| (62.7) | (84.0) | 34.0\% |
| 15.8 | 20.8 | 31.6\% |
| (7.9) | (7.8) | -1.3\% |
| (29.6) | (25.7) | -13.2\% |
| (0.5) | (0.4) | -20.0\% |
| (22.2) | (13.1) | -41.0\% |
| (14.1) | (18.1) | 28.4\% |
| 8.9 | 7.3 | -18.0\% |
| (27.4) | (23.9) | -12.8\% |
| -34.9\% | -22.8\% | 12.1p.p. |
| 7.9 | 13.0 | 64.6\% |
| 10.1\% | 12.4\% | 2.3p.p. |


| FLEET RENTAL TOTAL FIGURES | 2012 | 2013 | 2014 | 2015 | 2016 | Var. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fleet rental gross revenues (*) | 552.4 | 592.8 | 589.5 | 619.6 | 664.1 | 7.2\% |
| Car sales for fleet renewal - gross revenues (*) | 270.2 | 264.6 | 350.8 | 368.6 | 347.8 | -5.6\% |
| Total gross revenues (*) | 822.6 | 857.4 | 940.3 | 988.2 | 1,011.9 | 2.4\% |
| Taxes on revenues |  |  |  |  |  |  |
| Fleet rental | (16.7) | (16.9) | (17.6) | (11.1) | (12.3) | 10.8\% |
| Car sales for fleet renewal | (0.5) | (0.3) | (0.5) | (0.4) | (0.4) | 0.0\% |
| Fleet rental - net revenues | 535.7 | 575.9 | 571.9 | 608.5 | 651.8 | 7.1\% |
| Car sales for fleet renewal - net revenues | 269.7 | 264.3 | 350.3 | 368.2 | 347.4 | -5.6\% |
| Total net revenues (**) | 805.4 | 840.2 | 922.2 | 976.7 | 999.2 | 2.3\% |
| Direct costs |  |  |  |  |  |  |
| Fleet rental | (146.3) | (161.1) | (190.8) | (189.3) | (193.7) | 2.3\% |
| Car sales for fleet renewal | (237.3) | (214.1) | (276.3) | (286.7) | (279.4) | -2.5\% |
| Gross profit | 421.8 | 465.0 | 455.1 | 500.7 | 526.1 | 5.1\% |
| Operating expenses (SG\&A) |  |  |  |  |  |  |
| Fleet rental | (33.5) | (37.5) | (38.1) | (40.7) | (37.9) | -6.9\% |
| Car sales for fleet renewal | (25.1) | (23.4) | (32.6) | (33.6) | (31.0) | -7.7\% |
| Cars depreciation | (164.2) | (143.2) | (129.3) | (124.7) | (118.5) | -5.0\% |
| Other assets depreciation and amortization |  |  |  |  |  |  |
| Fleet rental | (1.1) | (1.1) | (1.1) | (2.2) | (2.9) | 31.8\% |
| Car sales for fleet renewal | - | - | (0.6) | (2.0) | (1.8) | -10.0\% |
| Operating profit before financial results and taxes (EBIT) | 197.9 | 259.8 | 253.4 | 297.5 | 334.0 | 12.3\% |
| Financial expenses, net | (44.3) | (34.1) | (45.1) | (63.9) | (69.8) | 9.2\% |
| Income tax and social contribution | (44.4) | (66.7) | (60.8) | (56.8) | (58.1) | 2.3\% |
| Net income for the period | 109.2 | 159.0 | 147.5 | 176.8 | 206.1 | 16.6\% |
| Net margin | 13.6\% | 18.9\% | 16.0\% | 18.1\% | 20.6\% | 2.5p.p. |
| EBITDA | 363.2 | 404.1 | 384.4 | 426.4 | 457.2 | 7.2\% |
| EBITDA margin | 45.1\% | 48.1\% | 41.7\% | 43.7\% | 45.8\% | 2.1p.p. |


| 1 H 16 | 1 H 17 | Var. |
| ---: | ---: | ---: |
| 323.3 | 358.3 | $10.8 \%$ |
| 187.5 | 185.6 | $-1.0 \%$ |
| 510.8 | 543.9 | $6.5 \%$ |
|  |  |  |
| $(5.4)$ | $(8.6)$ | $59.3 \%$ |
| $(0.1)$ | $(0.1)$ | $0.0 \%$ |
| 317.9 | 349.7 | $10.0 \%$ |
| 187.4 | 185.5 | $-1.0 \%$ |
| 505.3 | 535.2 | $5.9 \%$ |
|  |  |  |
| $(93.2)$ | $(105.7)$ | $13.4 \%$ |
| $(149.9)$ | $(150.5)$ | $0.4 \%$ |
| 262.2 | 279.0 | $6.4 \%$ |
|  |  |  |
| $(18.7)$ | $(25.9)$ | $38.5 \%$ |
| $(17.8)$ | $(14.1)$ | $-20.8 \%$ |
| $(62.4)$ | $(53.5)$ | $-14.3 \%$ |
|  |  |  |
| $(1.4)$ | $(1.4)$ | $0.0 \%$ |
| $(1.1)$ | $(0.8)$ | $(0.3)$ |
| 160.8 | 183.3 | $14.0 \%$ |
| $(35.2)$ | $(38.2)$ | $8.5 \%$ |
| $(29.1)$ | $(33.1)$ | $13.7 \%$ |
| 96.5 | 112.0 | $16.1 \%$ |
| $19.1 \%$ | $20.9 \%$ | $1.8 p . p$. |
| 225.7 | 239.0 | $5.9 \%$ |
| $44.7 \%$ | $44.7 \%$ | $0.0 p . p$. |


| 2Q16 | 2Q17 | Var. |
| ---: | ---: | ---: |
| 162.4 | 180.5 | $11.1 \%$ |
| 78.6 | 104.9 | $33.5 \%$ |
| 241.0 | 285.4 | $18.4 \%$ |
|  |  |  |
| $(2.9)$ | $(4.1)$ | $41.4 \%$ |
| $(0.1)$ | $(0.1)$ | $0.0 \%$ |
| 159.5 | 176.4 | $10.6 \%$ |
| 78.5 | 104.8 | $33.5 \%$ |
| $\mathbf{2 3 8 . 0}$ | $\mathbf{2 8 1 . 2}$ | $18.2 \%$ |
|  |  |  |
| $(46.4)$ | $(54.3)$ | $17.0 \%$ |
| $(62.7)$ | $(84.0)$ | $34.0 \%$ |
| $\mathbf{1 2 8 . 9}$ | $\mathbf{1 4 2 . 9}$ | $10.9 \%$ |
|  |  |  |
| $(9.4)$ | $(13.1)$ | $39.4 \%$ |
| $(7.9)$ | $(7.8)$ | $-1.3 \%$ |
| $(29.6)$ | $(25.7)$ | $-13.2 \%$ |
|  |  |  |
| $(0.7)$ | $(0.7)$ | $0.0 \%$ |
| $(0.5)$ | $(0.4)$ | $(0.2)$ |
| $\mathbf{8 0 . 8}$ | $\mathbf{9 5 . 2}$ | $\mathbf{1 7 . 8 \%}$ |
| $(14.9)$ | $(18.2)$ | $22.1 \%$ |
| $(16.1)$ | $(17.8)$ | $10.6 \%$ |
| $\mathbf{4 9 . 8}$ | 59.2 | $18.9 \%$ |
| $\mathbf{2 0 . 9 \%}$ | $\mathbf{2 1 . 1 \%}$ | $\mathbf{0 . 2 p . p .}$ |
| $\mathbf{1 1 1 . 6}$ | $\mathbf{1 2 2 . 0}$ | $\mathbf{9 . 3 \%}$ |
| $\mathbf{4 6 . 9 \%}$ | $\mathbf{4 3 . 4 \%}$ | $\mathbf{- 3 . 5 p . p}$. |


| OPERATING DATA | 2012 | 2013 | 2014 | 2015 | 2016 | Var. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average operating fleet | 30,357 | 31,188 | 30,778 | 31,676 | 31,908 | 0.7\% |
| Average rented fleet | 29,444 | 30,121 | 28,787 | 30,280 | 31,222 | 3.1\% |
| Average operating fleet age (in months) | 16.8 | 18.6 | 18.0 | 16.7 | 18.0 | 7.8\% |
| End of period fleet |  |  |  |  |  |  |
| Rented Fleet | 32,104 | 32,809 | 34,312 | 33,948 | 34,960 | 3.0\% |
| Managed Fleet | 162 | 30 | 267 | 207 | 145 | -30.0\% |
| Number of rental days - in thousands | 10,600.7 | 10,843.7 | 10,363.3 | 10,900.9 | 11,240.0 | 3.1\% |
| Average daily rental revenues per car (R\$) | 51.59 | 53.83 | 56.16 | 56.08 | 58.23 | 3.8\% |
| Annualized average depreciation per car (R\$) | 5,408.2 | 4,592.3 | 4,202.1 | 3,935.2 | 3,714.0 | -5.6\% |
| Utilization rate | 97.0\% | 96.6\% | 93.5\% | 95.6\% | 97.9\% | 2.3p.p. |
| Number of cars purchased | 11,032 | 10,918 | 14,896 | 11,689 | 11,762 | 0.6\% |
| Number of cars sold | 10,529 | 9,882 | 13,043 | 11,797 | 10,853 | -8.0\% |
| Average sold fleet age (in months) | 31.8 | 32.4 | 35.1 | 33.4 | 31.4 | -6.0\% |
| Average total fleet | 31,688 | 32,488 | 32,686 | 33,446 | 33,436 | 0.0\% |
| Average value of total fleet - R \$ million | 886.3 | 887.3 | 943.3 | 1,067.1 | 1,130.4 | 5.9\% |
| Average value per car in the period - $\mathrm{R} \$$ thsd | 28.0 | 27.3 | 28.9 | 31.9 | 33.8 | 6.0\% |


| 1H16 | 1H17 | Var. | 2Q16 | 2Q17 | Var. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 31,375 | 33,915 | 8.1\% | 31,270 | 34,441 | 10.1\% |
| 30,593 | 33,014 | 7.9\% | 30,680 | 33,471 | 9.1\% |
| 17.7 | 19.1 | 7.9\% | 17.9 | 19.3 | 7.8\% |
| 32,726 | 38,388 | 17.3\% | 32,726 | 38,388 | 17.3\% |
| 140 | 103 | -26.4\% | 140 | 103 | -26.4\% |
| 5,506.6 | 5,942.6 | 7.9\% | 2,761.1 | 3,012.4 | 9.1\% |
| 57.83 | 59.58 | 3.0\% | 58.00 | 59.23 | 2.1\% |
| 3,981.3 | 3,156.7 | -20.7\% | 3,786.2 | 2,988.6 | -21.1\% |
| 97.5\% | 97.3\% | -0.2p.p. | 98.2\% | 97.2\% | -1.0p.p. |
| 4,876 | 9,074 | 86.1\% | 3,010 | 5,469 | 81.7\% |
| 5,971 | 5,551 | -7.0\% | 2,445 | 3,099 | 26.7\% |
| 31.6 | 30.5 | -3.5\% | 31.6 | 29.0 | -8.2\% |
| 32,589 | 36,211 | 11.1\% | 32,517 | 37,049 | 13.9\% |
| 1,084.4 | 1,280.8 | 18.1\% | 1,089.0 | 1,327.8 | 21.9\% |
| 33.3 | 35.4 | 6.3\% | 33.5 | 35.8 | 6.9\% |

## 16.3 - Table 3 - Franchising - R\$ million

| FRANCHISING RESULTS | 2012 | 2013 | 2014 | 2015 | 2016 | Var. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross revenues(*) | 18.3 | 20.6 | 18.7 | 17.8 | 18.0 | 1.1\% |
| Taxes on revenues | (1.0) | (1.1) | (1.0) | (1.2) | (1.0) | -16.7\% |
| Net revenues | 17.3 | 19.5 | 17.7 | 16.6 | 17.0 | 2.4\% |
| Costs | (7.9) | (8.1) | (7.8) | (9.2) | (9.7) | 5.4\% |
| Gross profit | 9.4 | 11.4 | 9.9 | 7.4 | 7.3 | -1.4\% |
| Operating expenses (SG\&A) | (0.1) | (0.1) | (0.7) | (0.6) | (1.5) | 150.0\% |
| Other assets depreciation and amortization | (0.4) | (0.4) | (0.5) | (0.4) | (0.5) | 25.0\% |
| Operating profit before financial results and taxes (EBIT) | 8.9 | 10.9 | 8.7 | 6.4 | 5.3 | -17.2\% |
| Financial expenses, net | 0.9 | 1.4 | 1.8 | 1.6 | 2.1 | 31.3\% |
| Income tax and social contribution | (1.1) | (1.3) | (1.2) | (1.3) | (1.5) | 15.4\% |
| Net income for the period | 8.7 | 11.0 | 9.3 | 6.7 | 5.9 | -11.9\% |
| Net Margin | 50.3\% | 56.4\% | 52.5\% | 40.4\% | 34.7\% | -5.7p.p. |
| EBITDA | 9.3 | 11.3 | 9.2 | 6.8 | 5.8 | -14.7\% |
| EBITDA Margin | 53.8\% | 57.9\% | 52.0\% | 41.0\% | 34.1\% | -6.9p.p. |


| 1H16 | 1H17 | Var. |
| :---: | ---: | ---: |
| 8.9 | 9.0 | $1.1 \%$ |
| $(0.6)$ | $(0.5)$ | $-16.7 \%$ |
| 8.3 | 8.5 | $2.4 \%$ |
| $(3.6)$ | $(4.7)$ | $30.6 \%$ |
| 4.7 | 3.8 | $-19.1 \%$ |
| $(0.7)$ | $(1.1)$ | 0.57 |
| $(0.3)$ | $(0.3)$ | $0.0 \%$ |
| 3.7 | 2.4 | $-35.1 \%$ |
| 1.2 | 1.2 | $0.0 \%$ |
| $(0.8)$ | $(0.8)$ | $0.0 \%$ |
| 4.1 | 2.8 | $-31.7 \%$ |
| $49.4 \%$ | $32.9 \%$ | $-16.5 p . p$. |
| 4.0 | 2.7 | $-32.5 \%$ |
| $48.2 \%$ | $31.8 \%$ | -16.4 p.p. |


| 2Q16 | 2Q17 | Var. |
| :---: | :---: | :---: |
| 4.4 | 4.4 | 0.0\% |
| (0.3) | (0.3) | 0.0\% |
| 4.1 | 4.1 | 0.0\% |
| (1.6) | (2.4) | 50.0\% |
| 2.5 | 1.7 | -32.0\% |
| (0.3) | (0.8) | 166.7\% |
| (0.1) | (0.1) | 0.0\% |
| 2.1 | 0.8 | -61.9\% |
| 0.5 | 0.1 | -80.0\% |
| (0.4) | (0.3) | -25.0\% |
| 2.2 | 0.6 | -72.7\% |
| 53.7\% | 14.6\% | -39.1p.p. |
| 2.2 | 0.9 | -59.1\% |
| 53.7\% | 22.0\% | -31.7p.p. |

${ }^{*}$ ) Gross revenues are net of discounts and cancellations.

## 16.4 - Table 4 - Consolidated - R\$ million

| CONSOLIDATED RESULTS | 2012 | 2013 | 2014 | 2015 | 2016 | Var. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Car rental gross revenues (*) | 1,132.3 | 1,208.4 | 1,352.1 | 1,316.9 | 1,486.9 | 12.9\% |
| Franchising gross revenues (*) | 18.3 | 20.6 | 18.7 | 17.8 | 18.0 | 1.1\% |
| Car Rental and Franchising total gross revenues (*) | 1,150.6 | 1,229.0 | 1,370.8 | 1,334.7 | 1,504.9 | 12.8\% |
| Fleet Rental gross revenues (*) | 552.4 | 592.8 | 589.5 | 619.6 | 664.1 | 7.2\% |
| Car and Fleet Rentals and Franchising total gross revenues (*) | 1,703.0 | 1,821.8 | 1,960.3 | 1,954.3 | 2,169.0 | 11.0\% |
| Taxes on revenues - Car and Fleet Rentals and Franchising | (56.3) | (62.9) | (86.3) | (71.2) | (72.2) | 1.4\% |
| Car and Fleet Rentals and Franchising net revenues | 1,646.7 | 1,758.9 | 1,874.0 | 1,883.1 | 2,096.8 | 11.3\% |
| Car sales gross revenues |  |  |  |  |  |  |
| Car sales for fleet renewal - Car Rental (*) | 1,253.6 | 1,486.1 | 1,671.4 | 1,679.2 | 1,997.8 | 19.0\% |
| Car sales for fleet renewal - Fleet Rental (*) | 270.2 | 264.6 | 350.8 | 368.6 | 347.8 | -5.6\% |
| Car sales for fleet renewal - total gross revenues (*) | 1,523.8 | 1,750.7 | 2,022.2 | 2,047.8 | 2,345.6 | 14.5\% |
| Taxes on revenues - Car sales for fleet renewal | (3.8) | (3.4) | (4.0) | (2.9) | (3.1) | 6.9\% |
| Car sales for fleet renewal - net revenues | 1,520.0 | 1,747.3 | 2,018.2 | 2,044.9 | 2,342.5 | 14.6\% |
| Total net revenues | 3,166.7 | 3,506.2 | 3,892.2 | 3,928.0 | 4,439.3 | 13.0\% |
| Direct costs and expenses: |  |  |  |  |  |  |
| Car rental | (476.6) | (536.9) | (577.3) | (618.1) | (707.4) | 14.4\% |
| Franchising | (7.9) | (8.1) | (7.8) | (9.2) | (9.7) | 5.4\% |
| Total Car rental and Franchising | (484.5) | (545.0) | (585.1) | (627.3) | (717.1) | 14.3\% |
| Fleet Rental | (146.3) | (161.1) | (190.8) | (189.3) | (193.7) | 2.3\% |
| Total Car and Fleet Rentals and Franchising | (630.8) | (706.1) | (775.9) | (816.6) | (910.8) | 11.5\% |
| Car sales for fleet renewal - Car rental | $(1,068.5)$ | $(1,271.9)$ | $(1,428.4)$ | $(1,396.3)$ | $(1,727.5)$ | 23.7\% |
| Car sales for fleet renewal - Fleet Rental | (237.3) | (214.1) | (276.3) | (286.7) | (279.4) | -2.5\% |
| Total Car sales for fleet renewal (book value) | $(1,305.8)$ | $(1,486.0)$ | $(1,704.7)$ | $(1,683.0)$ | $(2,006.9)$ | 19.2\% |
| Total costs | (1,936.6) | $(2,192.1)$ | $(2,480.6)$ | $(2,499.6)$ | $(2,917.7)$ | 16.7\% |
| Gross profit | 1,230.1 | 1,314.1 | 1,411.6 | 1,428.4 | 1,521.6 | 6.5\% |
| Operating expenses |  |  |  |  |  |  |
| Advertising, promotion and selling: |  |  |  |  |  |  |
| Car rental | (93.3) | (103.5) | (117.8) | (127.9) | (148.6) | 16.2\% |
| Franchising | (0.1) | (0.1) | (0.8) | (0.6) | (0.6) | 0.0\% |
| Total car rental and Franchising | (93.4) | (103.6) | (118.6) | (128.5) | (149.2) | 16.1\% |
| Fleet Rental | (11.6) | (14.4) | (15.1) | (18.2) | (14.0) | -23.1\% |
| Car sales for fleet renewal | (150.6) | (162.1) | (172.3) | (191.1) | (191.6) | 0.3\% |
| Total advertising, promotion and selling | (255.6) | (280.1) | (306.0) | (337.8) | (354.8) | 5.0\% |
| General, administrative and other expenses | (98.9) | (117.5) | (135.8) | (155.8) | (151.2) | -3.0\% |
| Total Operating expenses | (354.5) | (397.6) | (441.8) | (493.6) | (506.0) | 2.5\% |
| Depreciation expenses: |  |  |  |  |  |  |
| Cars depreciation: |  |  |  |  |  |  |
| Car rental | (212.7) | (85.8) | (78.1) | (38.9) | (87.8) | 125.7\% |
| Fleet Rental | (164.2) | (143.2) | (129.3) | (124.7) | (118.5) | -5.0\% |
| Total cars depreciation expenses | (376.9) | (229.0) | (207.4) | (163.6) | (206.3) | 26.1\% |
| Other assets depreciation and amortization | (32.9) | (35.4) | (35.7) | (35.7) | (38.2) | 7.0\% |
| Total depreciation and amortization expenses | (409.8) | (264.4) | (243.1) | (199.3) | (244.5) | 22.7\% |
| Operating profit before financial results and taxes (EBIT) | 465.8 | 652.1 | 726.7 | 735.5 | 771.1 | 4.8\% |
| Financial expenses, net: |  |  |  |  |  |  |
| Expense | (199.3) | (187.1) | (276.4) | (370.1) | (445.5) | 20.4\% |
| Income | 60.6 | 76.5 | 125.3 | 167.4 | 202.0 | 20.7\% |
| Financial (expenses) revenues, net | (138.7) | (110.6) | (151.1) | (202.7) | (243.5) | 20.1\% |
| Income before tax and social contribution | 327.1 | 541.5 | 575.6 | 532.8 | 527.6 | -1.0\% |
| Income tax and social contribution | (86.2) | (157.2) | (165.0) | (130.4) | (118.3) | -9.3\% |
| Net income for the period | 240.9 | 384.3 | 410.6 | 402.4 | 409.3 | 1.7\% |
| EBITDA | 875.6 | 916.5 | 969.8 | 934.8 | 1,015.6 | 8.6\% |
| EBIT | 465.8 | 652.1 | 726.7 | 735.5 | 771.1 | 4.8\% |
| Consolidated EBIT Margin | 28.3\% | 37.1\% | 38.8\% | 39.1\% | 36.8\% | -2.3p.p. |
| Car and Fleet Rentals and Franchising EBITDA | 812.1 | 817.3 | 849.6 | 785.3 | 887.8 | 13.1\% |
| EBITDA Margin | 49.3\% | 46.5\% | 45.3\% | 41.7\% | 42.3\% | 0.6p.p. |
| Used Car Sales (Seminovos) EBITDA | 63.5 | 99.2 | 120.2 | 149.5 | 127.7 | -14.6\% |
| EBITDA Margin | 4.2\% | 5.7\% | 6.0\% | 7.3\% | 5.5\% | -1.8p.p. |


| 1H16 | 1H17 | Var. |
| :---: | :---: | :---: |
| 696.8 | 833.0 | 19.5\% |
| 8.9 | 9.0 | 1.1\% |
| 705.7 | 842.0 | 19.3\% |
| 323.3 | 358.3 | 10.8\% |
| 1,029.0 | 1,200.3 | 16.6\% |
| (35.3) | (41.2) | 16.7\% |
| 993.7 | 1,159.1 | 16.6\% |
| 830.0 | 1,342.7 | 61.8\% |
| 187.5 | 185.6 | -1.0\% |
| 1,017.5 | 1,528.3 | 50.2\% |
| (1.1) | (2.0) | 81.8\% |
| 1,016.4 | 1,526.3 | 50.2\% |
| 2,010.1 | 2,685.4 | 33.6\% |
| (324.6) | (381.4) | 17.5\% |
| (3.6) | (4.7) | 30.6\% |
| (328.2) | (386.1) | 17.6\% |
| (93.2) | (105.7) | 13.4\% |
| (421.4) | (491.8) | 16.7\% |
| (707.2) | $(1,165.6)$ | 64.8\% |
| (149.9) | (150.5) | 0.4\% |
| (857.1) | $(1,316.1)$ | 53.6\% |
| $(1,278.5)$ | $(1,807.9)$ | 41.4\% |
| 731.6 | 877.5 | 19.9\% |
| (65.8) | (84.8) | 28.9\% |
| (0.2) | (0.7) | 2.50 |
| (66.0) | (85.5) | 29.5\% |
| (7.1) | (9.3) | 31.0\% |
| (90.1) | (109.4) | 21.4\% |
| (163.2) | (204.2) | 25.1\% |
| (75.7) | (77.7) | 2.6\% |
| (238.9) | (281.9) | 18.0\% |
| (29.7) | (58.5) | 97.0\% |
| (62.4) | (53.5) | -14.3\% |
| (92.1) | (112.0) | 21.6\% |
| (19.1) | (18.0) | -5.8\% |
| (111.2) | (130.0) | 16.9\% |
| 381.5 | 465.6 | 22.0\% |
| (217.1) | (249.6) | 15.0\% |
| 99.9 | 107.6 | 7.7\% |
| (117.2) | (142.0) | 21.2\% |
| 264.3 | 323.6 | 22.4\% |
| (63.3) | (74.1) | 17.1\% |
| 201.0 | 249.5 | 24.1\% |
| 492.7 | 595.6 | 20.9\% |
| 381.5 | 465.6 | 22.0\% |
| 38.4\% | 40.2\% | 1.8p.p. |
| 430.7 | 503.6 | 16.9\% |
| 43.3\% | 43.4\% | 0.1p.p. |
| 62.0 | 92.0 | 48.4\% |
| 6.1\% | 6.0\% | -0.1p. |


| 2Q16 | 2Q17 | Var. |
| :---: | :---: | :---: |
| 342.1 | 412.2 | 20.5\% |
| 4.4 | 4.4 | 0.0\% |
| 346.5 | 416.6 | 20.2\% |
| 162.4 | 180.5 | 11.1\% |
| 508.9 | 597.1 | 17.3\% |
| (17.5) | (19.2) | 9.7\% |
| 491.4 | 577.9 | 17.6\% |
| 393.8 | 664.0 | 68.6\% |
| 78.6 | 104.9 | 33.5\% |
| 472.4 | 768.9 | 62.8\% |
| (0.7) | (1.1) | 57.1\% |
| 471.7 | 767.8 | 62.8\% |
| 963.1 | 1,345.7 | 39.7\% |
| (164.2) | (191.6) | 16.7\% |
| (1.6) | (2.4) | 50.0\% |
| (165.8) | (194.0) | 17.0\% |
| (46.4) | (54.3) | 17.0\% |
| (212.2) | (248.3) | 17.0\% |
| (335.6) | (570.0) | 69.8\% |
| (62.7) | (84.0) | 34.0\% |
| (398.3) | (654.0) | 64.2\% |
| (610.5) | (902.3) | 47.8\% |
| 352.6 | 443.4 | 25.8\% |
| (31.7) | (42.8) | 35.0\% |
| (0.1) | (0.6) | 500.0\% |
| (31.8) | (43.4) | 36.5\% |
| (3.6) | (4.5) | 25.0\% |
| (44.8) | (55.5) | 23.9\% |
| (80.2) | (103.4) | 28.9\% |
| (38.1) | (41.3) | 8.4\% |
| (118.3) | (144.7) | 22.3\% |
| (16.2) | (28.4) | 75.3\% |
| (29.6) | (25.7) | -13.2\% |
| (45.8) | (54.1) | 18.1\% |
| (9.5) | (9.0) | -5.3\% |
| (55.3) | (63.1) | 14.1\% |
| 179.0 | 235.6 | 31.6\% |
| (104.9) | (120.5) | 14.9\% |
| 55.4 | 53.3 | -3.8\% |
| (49.5) | (67.2) | 35.8\% |
| 129.5 | 168.4 | 30.0\% |
| (31.5) | (39.1) | 24.1\% |
| 98.0 | 129.3 | 31.9\% |
| 234.3 | 298.7 | 27.5\% |
| 179.0 | 235.6 | 31.6\% |
| 36.4\% | 40.8\% | 4.3p.p. |
| 209.4 | 245.1 | 17.0\% |
| 42.6\% | 42.4\% | -0.2p.p. |
| 24.9 | 53.6 | 115.3\% |
| 5.3\% | 7.0\% | 1.7p.p. |

(*) Gross revenues are net of discounts and cancellations.
16.5 - Table 5 - Operating data

| SELECTED OPERATING DATA | 2012 | 2013 | 2014 | 2015 | 2016 | Var. | 1H16 | 1H17 | Var. | 2Q16 | 2Q17 | Var. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average operating fleet: |  |  |  |  |  |  |  |  |  |  |  |  |
| Car Rental | 53,548 | 59,094 | 61,525 | 62,513 | 70,185 | 12.3\% | 64,670 | 81,931 | 26.7\% | 65,150 | 82,850 | 27.2\% |
| Fleet Rental | 30,357 | 31,188 | 30,778 | 31,676 | 31,908 | 0.7\% | 31,375 | 33,915 | 8.1\% | 31,270 | 34,441 | 10.1\% |
| Total | 83,905 | 90,282 | 92,303 | 94,189 | 102,093 | 8.4\% | 96,045 | 115,846 | 20.6\% | 96,420 | 117,291 | 21.6\% |
| Average rented fleet: |  |  |  |  |  |  |  |  |  |  |  |  |
| Car Rental | 37,932 | 39,475 | 42,999 | 43,315 | 51,515 | 18.9\% | 47,604 | 60,704 | 27.5\% | 48,036 | 61,900 | 28.9\% |
| Fleet Rental | 29,444 | 30,121 | 28,787 | 30,280 | 31,222 | 3.1\% | 30,593 | 33,014 | 7.9\% | 30,680 | 33,471 | 9.1\% |
| Total | 67,376 | 69,596 | 71,786 | 73,595 | 82,737 | 12.4\% | 78,197 | 93,718 | 19.8\% | 78,716 | 95,371 | 21.2\% |
| Average age of operating fleet (months) |  |  |  |  |  |  |  |  |  |  |  |  |
| Car Rental | 7.8 | 7.2 | 7.2 | 7.4 | 7.9 | 6.8\% | 8.7 | 6.9 | -20.7\% | 8.8 | 7.1 | -19.3\% |
| Fleet Rental | 16.8 | 18.6 | 18.0 | 16.7 | 18.0 | 7.8\% | 17.7 | 19.1 | 7.9\% | 17.9 | 19.3 | 7.8\% |
| Average age of total operating fleet | 11.0 | 11.1 | 10.0 | 10.6 | 11.0 | 3.8\% | 11.7 | 10.7 | -8.5\% | 11.8 | 10.8 | -8.5\% |
| Fleet at end of period: |  |  |  |  |  |  |  |  |  |  |  |  |
| Car Rental | 65,086 | 70,717 | 77,573 | 76,755 | 94,156 | 22.7\% | 78,352 | 100,578 | 28.4\% | 78,352 | 100,578 | 28.4\% |
| Fleet Rental | 32,104 | 32,809 | 34,312 | 33,948 | 34,960 | 3.0\% | 32,726 | 38,388 | 17.3\% | 32,726 | 38,388 | 17.3\% |
| Total | 97,190 | 103,526 | 111,885 | 110,703 | 129,116 | 16.6\% | 111,078 | 138,966 | 25.1\% | 111,078 | 138,966 | 25.1\% |
| Managed fleet at end period - Fleet Rental | 162 | 30 | 267 | 207 | 145 | -30.0\% | 140 | 103 | -26.4\% | 140 | 103 | -26.4\% |
| Fleet investment (R\$ million) |  |  |  |  |  |  |  |  |  |  |  |  |
| Car Rental | 1,227.2 | 1,634.5 | 1,909.1 | 1,773.1 | 2,782.2 | 56.9\% | 923.6 | 1,709.8 | 85.1\% | 744.8 | 1,241.1 | 66.6\% |
| Fleet Rental | 386.4 | 389.7 | 571.2 | 502.0 | 503.4 | 0.3\% | 208.8 | 396.3 | 89.8\% | 133.2 | 247.5 | 85.8\% |
| Total | 1,613.6 | 2,024.2 | 2,480.3 | 2,275.1 | 3,285.6 | 44.4\% | 1,132.4 | 2,106.0 | 86.0\% | 878.0 | 1,488.6 | 69.5\% |
| Number of rental days (In thousands): |  |  |  |  |  |  |  |  |  |  |  |  |
| Car Rental - Total | 13,886.3 | 14,414.7 | 15,696.2 | 15,815.8 | 18,864.8 | 19.3\% | 8,663.9 | 10,993.6 | 26.9\% | 4,371.3 | 5,632.0 | 28.8\% |
| Rental days for Fleet Rental replacement senvice | (137.5) | (173.0) | (280.2) | (249.7) | (202.4) | -18.9\% | (113.7) | (119.6) | 5.2\% | (63.4) | (66.5) | 4.9\% |
| Car Rental - Net | 13,748.8 | 14,241.7 | 15,416.0 | 15,566.1 | 18,662.4 | 19.9\% | 8,550.2 | 10,874.0 | 27.2\% | 4,307.9 | 5,565.5 | 29.2\% |
| Fleet Rental | 10,600.7 | 10,843.7 | 10,363.3 | 10,900.9 | 11,240.0 | 3.1\% | 5,506.6 | 5,942.6 | 7.9\% | 2,761.1 | 3,012.4 | 9.1\% |
| Total | 24,349.5 | 25,085.4 | 25,779.3 | 26,467.0 | 29,902.4 | 13.0\% | 14,056.8 | 16,816.6 | 19.6\% | 7,069.0 | 8,577.9 | 21.3\% |
| Annualized average depreciation per car ( R \$) |  |  |  |  |  |  |  |  |  |  |  |  |
| Car Rental | 3,972.4 | 1,452.4 | 1,270.0 | 622.1 | 1,251.2 | 101.1\% | 917.0 | 1,427.7 | 55.7\% | 996.8 | 1,371.8 | 37.6\% |
| Fleet Rental | 5,408.2 | 4,592.3 | 4,202.1 | 3,935.2 | 3,714.0 | -5.6\% | 3,981.3 | 3,156.7 | -20.7\% | 3,786.2 | 2,988.6 | -21.1\% |
| Total | 4,491.9 | 2,537.1 | 2,247.7 | 1,736.3 | 2,020.9 | 16.4\% | 1,918.0 | 1,933.9 | 0.8\% | 1,901.5 | 1,846.6 | -2.9\% |
| Average annual revenues per operating car (R\$ thousand) |  |  |  |  |  |  |  |  |  |  |  |  |
| Car Rental | 20.4 | 19.7 | 20.9 | 20.1 | 20.3 | 1.0\% | 20.7 | 19.7 | -4.8\% | 20.2 | 19.2 | -5.0\% |
| Fleet Rental | 17.5 | 18.2 | 18.3 | 18.9 | 20.1 | 6.3\% | 20.0 | 20.4 | 2.0\% | 20.1 | 20.2 | 0.5\% |
| Average daily rental (R\$) |  |  |  |  |  |  |  |  |  |  |  |  |
| Car Rental (**) | 82.36 | 84.85 | 87.71 | 84.56 | 79.67 | -5.8\% | 81.49 | 76.61 | -6.0\% | 79.41 | 74.07 | -6.7\% |
| Fleet Rental | 51.59 | 53.83 | 56.16 | 56.08 | 58.23 | 3.8\% | 57.83 | 59.58 | 3.0\% | 58.00 | 59.23 | 2.1\% |
| Utilization rate: |  |  |  |  |  |  |  |  |  |  |  |  |
| Car Rental | 70.8\% | 66.8\% | 69.9\% | 69.3\% | 73.4\% | 4.1p.p. | 73.6\% | 74.1\% | 0.5p.p. | 73.7\% | 74.7\% | 1.0p.p. |
| Fleet Rental | 97.0\% | 96.6\% | 93.5\% | 95.6\% | 97.9\% | 2.3p.p. | 97.5\% | 97.3\% | -0.2p.p. | 98.2\% | 97.2\% | -1.0p.p. |
| Number of cars purchased - consolidated | 58,655 | 69,744 | 79,804 | 64,032 | 87,833 | 37.2\% | 31,009 | 51,058 | 64.7\% | 24,020 | 35,935 | 49.6\% |
| Average price of cars purchased ( R \$ thsd) - consolidated | 27.51 | 29.02 | 31.08 | 35.53 | 37.41 | 5.3\% | 36.52 | 41.25 | 13.0\% | 36.55 | 41.42 | 13.3\% |
| Numbers of cars sold - consolidated | 56,644 | 62,641 | 70,621 | 64,305 | 68,449 | 6.4\% | 30,187 | 40,510 | 34.2\% | 13,839 | 20,201 | 46.0\% |
| Average price of cars sold (R\$ thsd) (*) - consolidated | 24.24 | 25.36 | 25.90 | 28.54 | 31.23 | 9.4\% | 30.48 | 34.81 | 14.2\% | 30.64 | 35.08 | 14.5\% |

(*) $^{*}$ Net of SG\&A expenses related to the sale of cars deactivated for fleet renewal.
${ }^{(* *)}$ Not included the rentals for Fleet Rental Division.

## 17 - Consolidated financial statements - IFRS - R\$/million

| ASSETS | 2012 | 2013 | 2014 | 2015 | 2016 | 1H17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CURRENT ASSETS: |  |  |  |  |  |  |
| Cash and cash equivalents | 823.9 | 1,010.7 | 1,390.2 | 1,385.1 | 1,692.3 | 2,305.8 |
| Trade accounts receivable | 361.1 | 408.3 | 459.6 | 486.1 | 424.5 | 399.0 |
| Derivative financial instruments - swap | - | - | - | - | 2.2 | - |
| Other current assets | 50.0 | 57.9 | 94.6 | 102.6 | 115.0 | 156.8 |
| Decommissioning cars to fleet renewal | 13.3 | 16.5 | 18.3 | 31.8 | 8.8 | 24.6 |
| Total current assets | 1,248.3 | 1,493.4 | 1,962.7 | 2,005.6 | 2,242.8 | 2,886.2 |
| NON CURRENT ASSETS: |  |  |  |  |  |  |
| Long-term assets: |  |  |  |  |  |  |
| Marketable securities | - | - | 92.5 | - | - | - |
| Derivative financial instruments - swap | - | - | - | 45.6 | 7.4 | 13.0 |
| Trade accounts receivable | 4.0 | 7.1 | 3.2 | 4.7 | 3.2 | 3.2 |
| Escrow deposit | 23.0 | 38.1 | 41.9 | 52.9 | 60.1 | 68.6 |
| Deferred income tax and social contribution | 24.5 | 32.4 | - | - | - | - |
| Other non current assets | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 1.8 |
| Total long-term assets | 51.6 | 77.7 | 137.7 | 103.3 | 70.8 | 86.6 |
| Property and equipment |  |  |  |  |  |  |
| Cars | 2,534.3 | 2,781.4 | 3,278.0 | 3,610.9 | 4,614.8 | 5,214.1 |
| Other | 171.0 | 166.1 | 203.9 | 314.1 | 405.8 | 500.0 |
| Intangible: |  |  |  |  |  |  |
| Software | 36.2 | 47.3 | 60.3 | 67.1 | 61.1 | 56.9 |
| Goodwill on acquisition of investments | 4.5 | 12.3 | 22.0 | 22.0 | 22.0 | 22.0 |
| Total non current assets | 2,797.6 | 3,084.8 | 3,701.9 | 4,117.4 | 5,174.5 | 5,879.6 |
| TOTAL ASSETS | 4,045.9 | 4,578.2 | 5,664.6 | 6,123.0 | 7,417.3 | 8,765.8 |


| LIABILITIES AND SHAREHOLDERS' EQUITY | 2012 | 2013 | 2014 | 2015 | 2016 | 1H17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CURRENT LIABILITIES: |  |  |  |  |  |  |
| Trade accounts payable | 356.2 | 460.5 | 828.4 | 690.6 | 910.9 | 1,339.1 |
| Social and labor obligations | 53.2 | 73.9 | 86.3 | 85.6 | 95.0 | 93.7 |
| Loans, financing and debentures | 210.1 | 275.4 | 300.9 | 422.4 | 654.6 | 425.9 |
| Derivative financial instruments - swap | - | - | - | - | - | 2.8 |
| Income tax and social contribution | 26.0 | 35.2 | 41.3 | 28.3 | 23.0 | 22.3 |
| Dividends and interest on own capital | 18.7 | 53.1 | 59.2 | 29.3 | 39.7 | 33.4 |
| Other current liabilities | 70.0 | 78.6 | 82.3 | 99.9 | 118.5 | 126.6 |
| Total current liabilities | 734.2 | 976.7 | 1,398.4 | 1,356.1 | 1,841.7 | 2,043.8 |
| NON CURRENT LIABILITIES: |  |  |  |  |  |  |
| Loans, financing and debentures | 1,845.0 | 2,068.1 | 2,411.6 | 2,596.9 | 3,131.3 | 4,037.3 |
| Derivative financial instruments - swap | - | - | - | - | - | 4.2 |
| Provisions | 35.2 | 50.9 | 69.9 | 68.3 | 63.1 | 76.1 |
| Deferred income taxand social contribution | 76.8 | 111.8 | 106.0 | 141.6 | 171.9 | 187.7 |
| Other non current liabilities | 30.0 | 29.5 | 23.2 | 18.5 | 12.3 | 11.0 |
| Total non current liabilities | 1,987.0 | 2,260.3 | 2,610.7 | 2,825.3 | 3,378.6 | 4,316.3 |
| Total liabilities | 2,721.2 | 3,237.0 | 4,009.1 | 4,181.4 | 5,220.3 | 6,360.1 |
| SHAREHOLDERS' EQUITY: |  |  |  |  |  |  |
| Capital | 601.7 | 976.7 | 976.7 | 976.7 | 976.7 | 1,500.0 |
| Capital Reserves | 48.0 | 30.2 | 40.4 | 35.9 | 34.0 | 72.2 |
| Earnings Reserves | 675.0 | 334.3 | 638.4 | 929.0 | 1,186.3 | 833.5 |
| Total shareholders' equity | 1,324.7 | 1,341.2 | 1,655.5 | 1,941.6 | 2,197.0 | 2,405.7 |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | 4,045.9 | 4,578.2 | 5,664.6 | 6,123.0 | 7,417.3 | 8,765.8 |

18 - Consolidated financial statements - Income statements and reconciliations - R\$/million

| STATEMENT OF INCOME | 2012 | 2013 | 2014 | 2015 | 2016 | 1H17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total net revenues | 3,166.7 | 3,506.2 | 3,892.2 | 3,928.0 | 4,439.3 | 2,685.4 |
| COSTS AND EXPENSES: |  |  |  |  |  |  |
| Direct costs | $(1,936.6)$ | $(2,192.1)$ | $(2,480.6)$ | $(2,499.6)$ | $(2,917.7)$ | $(1,807.9)$ |
| Selling, general, administrative and other expenses | (354.5) | (397.6) | (441.8) | (493.6) | (506.0) | (281.9) |
| Cars depreciation | (376.9) | (229.0) | (207.4) | (163.6) | (206.3) | (112.0) |
| Other assets depreciation and amortization | (32.9) | (35.4) | (35.7) | (35.7) | (38.2) | (18.0) |
| Total costs and expenses | $(2,700.9)$ | (2,854.1) | $(3,165.5)$ | $(3,192.5)$ | $(3,668.2)$ | $(2,219.8)$ |
| Income before financial results and taxes (EBIT) | 465.8 | 652.1 | 726.7 | 735.5 | 771.1 | 465.6 |
| FINANCIAL EXPENSES, NET | (138.7) | (110.6) | (151.1) | (202.7) | (243.5) | (142.0) |
| Income before taxes | 327.1 | 541.5 | 575.6 | 532.8 | 527.6 | 323.6 |
| INCOME TAX AND SOCIAL CONTRIBUTION |  |  |  |  |  |  |
| Current | (106.5) | (130.1) | (139.5) | (94.8) | (88.0) | (58.3) |
| Deferred | 20.3 | (27.1) | (25.5) | (35.6) | (30.3) | (15.8) |
|  | (86.2) | (157.2) | (165.0) | (130.4) | (118.3) | (74.1) |
| Net income | 240.9 | 384.3 | 410.6 | 402.4 | 409.3 | 249.5 |

## 19 - Statements of Cash Flows - R\$/million

| CONSOLIDATED CASH FLOW | 2012 | 2013 | 2014 | 2015 | 2016 | 1H17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CASH FLOWS FROM OPERATING ACTVIIIES: |  |  |  |  |  |  |
| Net income | 240.9 | 384.3 | 410.6 | 402.4 | 409.3 | 249.5 |
| Adjustments to reconcile net income and cash and cash equivalents provided by operating activities: |  |  |  |  |  |  |
| Depreciation and amortization | 409.8 | 264.4 | 243.2 | 199.3 | 244.5 | 130.0 |
| Net book value of vehicles written off | 1,360.2 | 1,543.8 | 1,777.0 | 1,769.1 | 2,102.5 | 1,378.7 |
| Deferred income tax and social contribution | (20.3) | 27.1 | 25.5 | 35.6 | 30.3 | 15.8 |
| Other | 21.8 | 33.7 | 32.0 | 17.3 | 26.9 | 21.1 |
| (Increase) decrease in assets: |  |  |  |  |  |  |
| Trade receivable | (14.6) | (54.7) | (49.9) | (36.6) | 56.8 | 22.5 |
| Purchases of cars (see supplemental disclosure below) | $(1,735.7)$ | (1,939.4) | (2,150.2) | $(2,399.6)$ | $(3,098.9)$ | $(1,631.6)$ |
| Escrow deposits | 0.7 | (15.1) | (5.7) | (15.3) | (7.2) | (8.5) |
| Taxes recoverable | (11.4) | (20.3) | (43.4) | (5.2) | (6.0) | (0.8) |
| Prepaid expenses | - | - | - | - | - | (47.1) |
| Other assets | 8.5 | 6.1 | (5.7) | (1.3) | (3.6) | 6.3 |
| Increase (decrease) in liabilities: |  |  |  |  |  |  |
| Accounts payable (except car manufacturers) | (15.6) | 14.6 | 33.5 | (16.7) | 29.6 | (47.9) |
| Social and labor obligations | (5.5) | 20.7 | 12.4 | (0.5) | 9.4 | (1.3) |
| Income tax and social contribution | 106.5 | 130.1 | 139.5 | 94.8 | 88.0 | 58.3 |
| Interest on loans, financing, debentures and sw aps of fixed rates | 195.9 | 181.6 | 281.7 | 406.6 | 438.1 | 244.0 |
| Insurance premium | 15.8 | 4.0 | (0.6) | 4.4 | 8.6 | 12.6 |
| Other liabilities | 16.0 | 1.1 | (5.4) | 5.9 | (19.5) | (6.7) |
| Cash provided by (used in) operating activities | 573.0 | 582.0 | 694.5 | 460.2 | 308.8 | 394.9 |
| Income tax and social contribution paid | (100.9) | (108.5) | (113.1) | (110.7) | (93.3) | (59.0) |
| Interest on loans, financing and debentures paid(*) | (190.6) | (152.0) | (328.0) | (352.9) | (442.3) | (253.6) |
| Net cash provided by (used in) operating activities | 281.5 | 321.5 | 253.4 | (3.4) | (226.8) | 82.3 |
| CASH FLOWS FROM INVESTING ACTVIIIES: (Investments) withdraw in marketable securities | - | - | (92.6) | 92.6 | - |  |
| Acquisition of investment, goodw ill and fair value surplus | - | (12.5) | (14.4) | - | - | - |
| Purchases of other property and equipment and addition of intangible assets | (80.8) | (41.5) | (87.3) | (153.0) | (126.6) | (108.1) |
| Net cash provided by (used in) investing activities | (80.8) | (54.0) | (194.3) | (60.4) | (126.6) | (108.1) |
| CASH FLOWS FROM FINANCING ACTVIIIES: |  |  |  |  |  |  |
| Loans and financings: |  |  |  |  |  |  |
| Proceeds | 125.9 | 112.6 | 499.1 | 747.1 | 266.3 | 134.3 |
| Repayment | (359.9) | (129.4) | (490.4) | (368.4) | (297.9) | (352.0) |
| Debentures |  |  |  |  |  |  |
| Proceeds | 300.2 | 496.3 | 497.3 | 496.8 | 943.4 | 1,195.7 |
| Repayment | (90.6) | (220.7) | (90.8) | (668.0) | (105.0) | (287.5) |
| Treasury shares acquired |  | (36.8) |  | (27.5) | (25.0) | - |
| Exercise of stock options with treasury shares, net | 21.9 | 12.8 | 5.5 | 18.0 | 18.2 | 35.4 |
| Dividends paid | (26.3) | (255.1) | (38.6) | (44.7) | (1.0) | - |
| Interest on own capital | (59.0) | (60.4) | (61.7) | (94.6) | (138.4) | (86.6) |
| Net cash provided by (used in) financing activities | (87.8) | (80.7) | 320.4 | 58.7 | 660.6 | 639.3 |
| NET CASH FLOW PROVIDED (USED) IN THE YEAR | 112.9 | 186.8 | 379.5 | (5.1) | 307.2 | 613.5 |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR | 711.0 | 823.9 | 1,010.7 | 1,390.2 | 1,385.1 | 1,692.3 |
| CASH AND CASH EQUIVALENTS AT END OF YEAR | 823.9 | 1,010.7 | 1,390.2 | 1,385.1 | 1,692.3 | 2,305.8 |
| INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | 112.9 | 186.8 | 379.5 | (5.1) | 307.2 | 613.5 |
| Supplemental disclosure of cash flow information: |  |  |  |  |  |  |
| Cash paid during the period for cars acquisition |  |  |  |  |  |  |
| Cars acquisition in the year/period - renew al | (1,563.3) | $(1,819.7)$ | $(2,197.7)$ | $(2,278.4)$ | $(2,563.6)$ | (1,672.3) |
| Cars acquisition in the year/period - growth | (55.5) | (209.4) | (286.9) | - | (726.0) | (435.4) |
| Suppliers - automakers: |  |  |  |  |  |  |
| Balance at the end of the year | 288.4 | 378.1 | 712.5 | 591.3 | 782.0 | 1,258.2 |
| Balance at the beginning of the year | (405.3) | (288.4) | (378.1) | (712.5) | (591.3) | (782.1) |
| Cash paid for cars purchased | $(1,735.7)$ | (1,939.4) | (2,150.2) | $(2,399.6)$ | $(3,098.9)$ | $(1,631.6)$ |

(*) In $^{*} 2014, \mathrm{R} \$ 90.0$ million interest was paid due to the settlement of one operation. The interest was accrued over many years.

## 20 - Glossary and other information

- CAGR: Compounded average growth rate.
- CAPEX: Capital expenditure.
- Car depreciation: Depreciation is calculated based on the expectation of the future sale price net of average discount and selling cost. The amount to be depreciated is the positive difference between the acquisition price of the vehicle and its estimated residual value. Depreciation is calculated as long as the assets' estimated residual value does not exceed its accounting value. Depreciation is recognized during the estimated life cycle of each asset. In the Car Rental Division, depreciation method used is linear. In the Fleet Rental Division, depreciation is recorded according to the sum of the years' digits (SOYD) method, which better reflects the consumption pattern of the economic benefits that decrease during the cars' useful life. The residual value is the estimated sale price net of the estimated selling expense.
- Depreciated cost of used cars sales (book value): consists of the acquisition value of vehicles, depreciated up to the date of sale, less the technical discount. The technical discount is the discount given to the buyer for any required repairs that were not made. These repair costs are recorded as a charge to operating costs and as a credit to cost of cars sold.
- EBITDA: EBITDA is the net income of the period, added by the income tax, net financial expenses, depreciation, amortization and exhaustions, as defined by CVM instruction 527/12.
- EBITDA Margin: EBITDA divided by the net revenues.
- EBIT: EBIT is the net income of the period added by the income tax and net financial expenses.
- EBIT Margin: EBIT divided by the net revenues.
- IPI tax: Tax over industrialized products. In May, 2012 Government announced an IPI tax exemption valid initially up to August, 2012, however, successively extended in 2012. In 2013 IPI tax for compact cars was increased to $2 \%$ and was kept at this level until December 2014. On January 1, 2015 the tax was fully reinstated. Those measures aim at incentivizing the automotive industry by stimulating demand, since the tax reduction tends to be passed on to the final consumer.
- Net debt: Short and long term debts minus cash and cash equivalents. The "net debt" term is a Company's measure and cannot be compared with similar terms used by other companies.
- Net (Divestment) Investment in cars: capital investment in cars acquisition, net of the revenues from selling decommissioned cars.
- NOPAT: Net operating profit after tax.
- Average Rented Fleet: In the car rental division it is the number of daily rentals in the period divided by the number of days in the period.
- Operating Fleet: Operating fleet is comprised by the cars that are at the rental locations, either rented or not, under maintenance, as well as cars in transit from OEMs to car rental locations and those being prepared for sale, and not yet delivered to the Seminovos stores.
- Utilization Rate: It is the number of rental days of the period divided by the operating fleet. It is a Company's measure and cannot be compared with similar terms used by other companies.
- ROIC: Return on invested capital.


## 21 - 2Q17 Results Conference Call

Date: Friday, July 21, 2017.
Portuguese (with simultaneous translation to English) 12:00 p.m. (BR time)
11:00 a.m. (Eastern time)
Dial-in Phone Numbers
Participants in Brazil: +55 (11) 3193-1001 / +55 (11) 2820-4001
Participants in other countries: +1 786 924-6977 / +1 888 700-0802
Code: Localiza
Replay: +55 (11) 3193-1012 / +55 (11) 2820-4012
Portuguese code: 1908159\#
English code: 9617364\#
Replay available from July 21 to July 27, 2017.

For further investor relations information, please visit the investor relations section of the website at www.localiza.com/ir. IR Contact: (55 31) 3247-7024 - ri@localiza.com. Interface information: +55 (31)3211-7520.

This release contains summarized information, with no intention of being complete and must not be considered by shareholders or potential investors as an investment recommendation. Information on Localiza, its activities, its economic and financial situation and the inherent risks associated with its business, as well its financial statements, can be obtained from Localiza's website (www.localiza.com/ir).


[^0]:    ${ }^{(*)}$ Gross revenues from car rental and car sales for fleet renewal are net of discounts and cancellations.

