Webcast

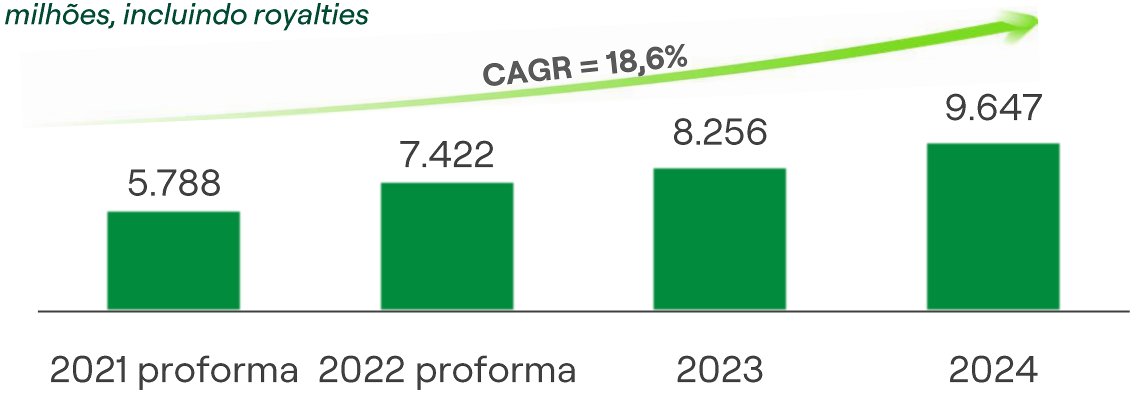
3T25

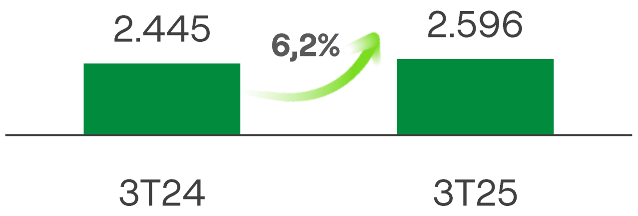
Localiza&co

CRESCIMENTO DE 6,2% NA RECEITA LÍQUIDA, NA COMPARAÇÃO ANUAL, RESULTADO DO AVANÇO DA DIÁRIA MÉDIA, EM LINHA COM A PRIORIZAÇÃO DE RECOMPOSIÇÃO DE PREÇOS

Receita Líquida – Aluguel de Carros

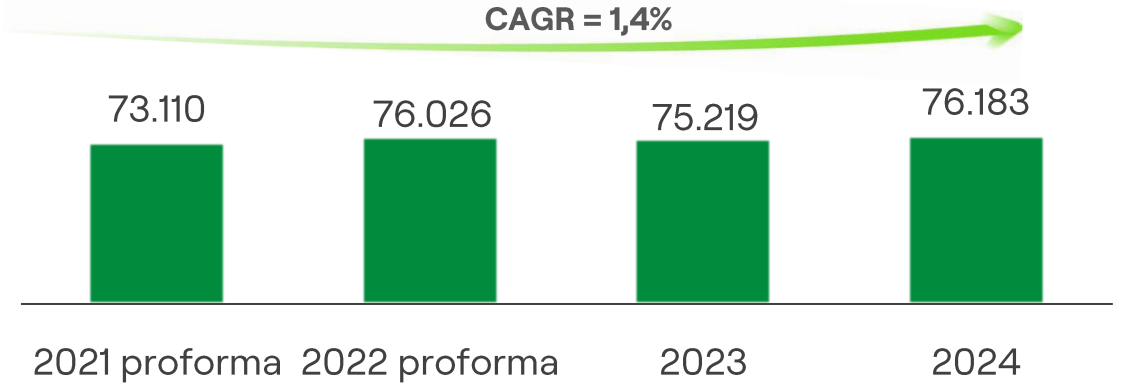
R$ milhões, incluindo royalties

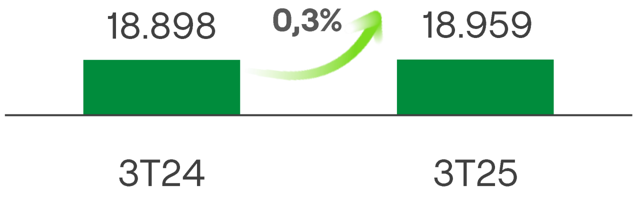




Número de Diárias – Aluguel de Carros

Em milhares





AUMENTO DA DIÁRIA MÉDIA E DA TAXA DE UTILIZAÇÃO NO TRIMESTRE, REFORÇANDO A GESTÃO EFICIENTE DA COMPANHIA EM PRECIFICAÇÃO E MIX

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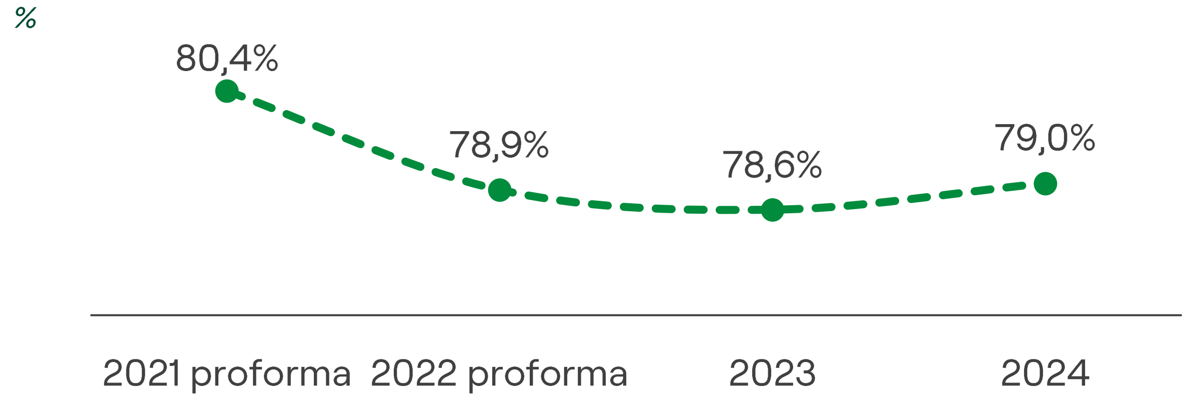
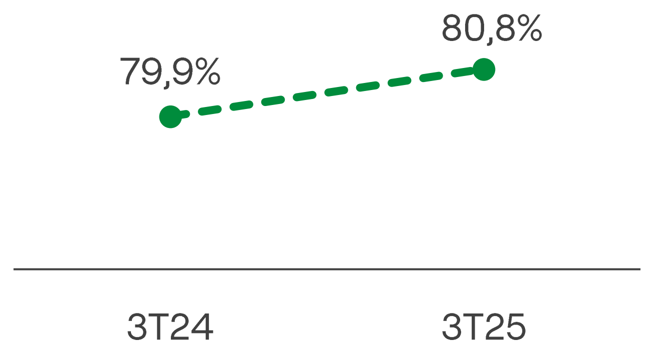
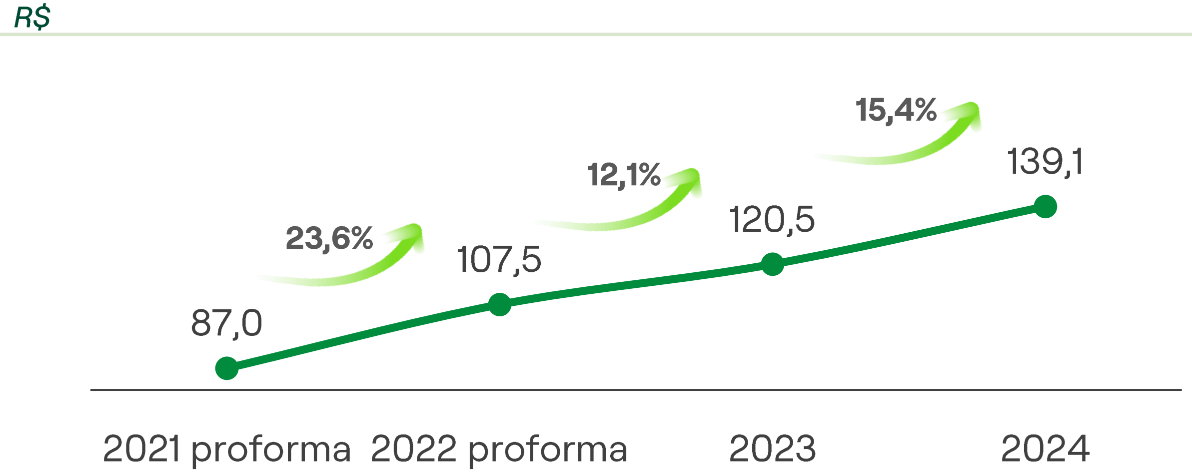
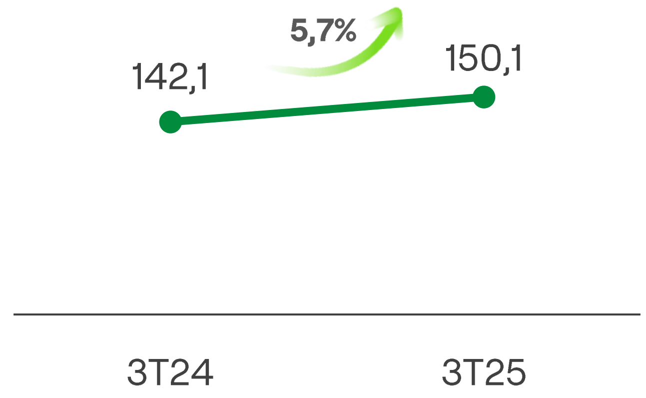
Taxa de Utilização – Aluguel de Carros





Diária Média – Aluguel de Carros



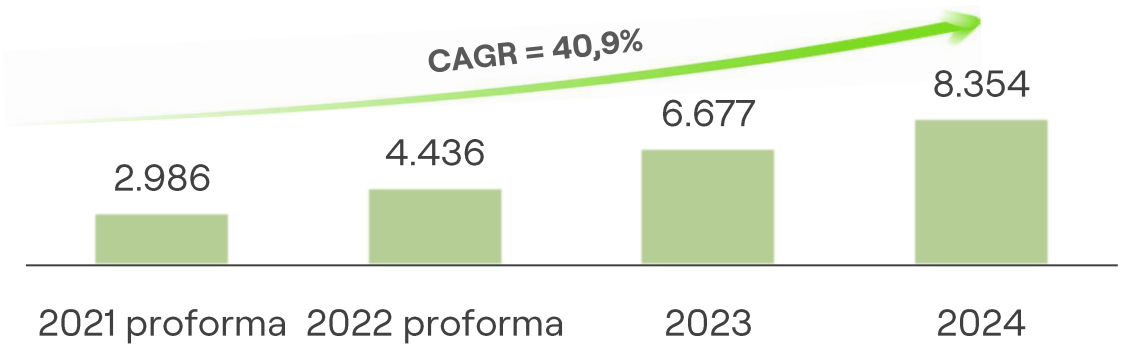


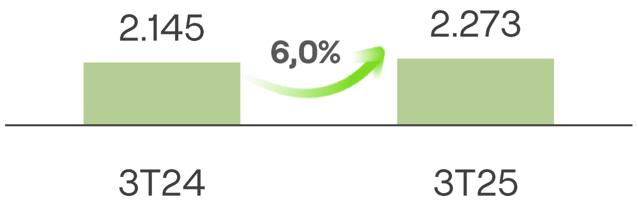
Dados referentes à operação Brasil

CRESCIMENTO DE 6,0% NA RECEITA LÍQUIDA DO TRIMESTRE NA COMPARAÇÃO ANUAL, COM AVANÇO NA DIÁRIA MÉDIA, MESMO COM REDUÇÃO DE CONTRATOS DE USO SEVERO

Receita Líquida – Gestão de Frotas

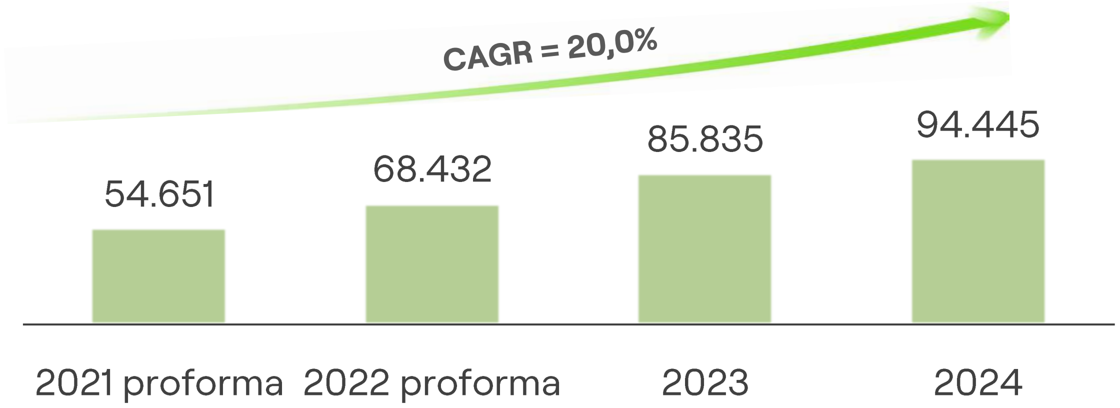
R$ milhões, incluindo receitas de telemetria e outras iniciativas

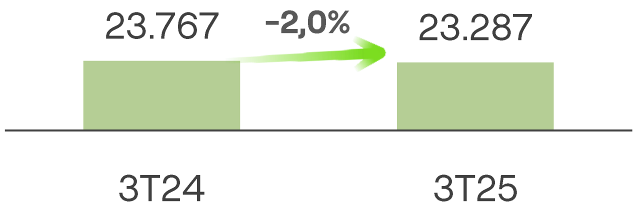




Número de Diárias – Gestão de Frotas

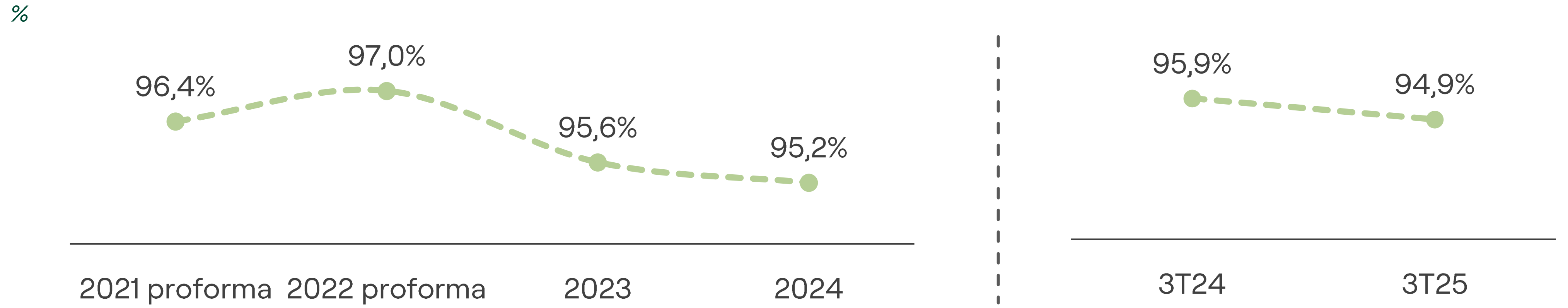
Em milhares



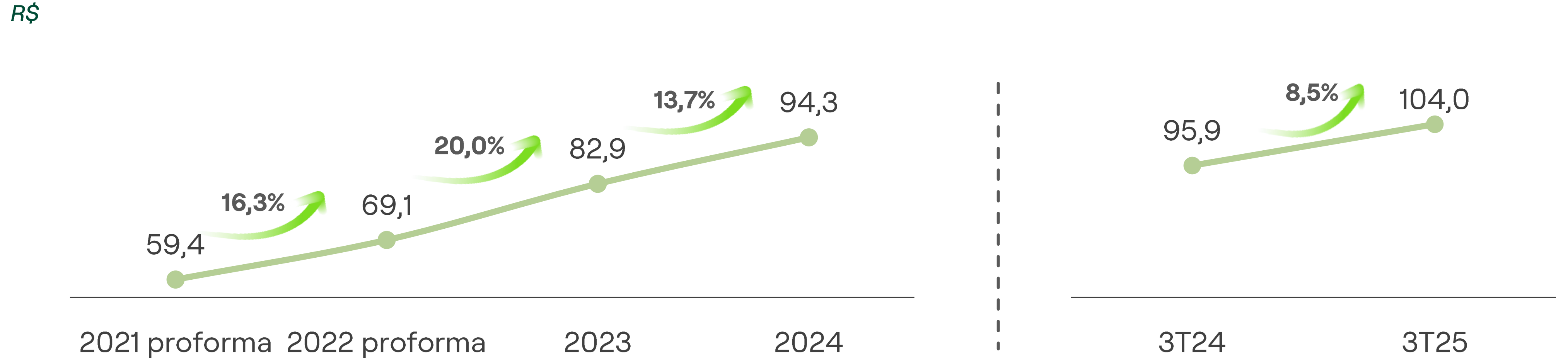


AVANÇO DE 8,7% NO TICKET MÉDIO, COM TAXA DE UTILIZAÇÃO DA FROTA EM NÍVEIS SAUDÁVEIS, MESMO EM CONTEXTO DE OTIMIZAÇÃO DE PORTFÓLIO

Taxa de Utilização – Gestão de Frotas



Diária Média – Gestão de Frotas

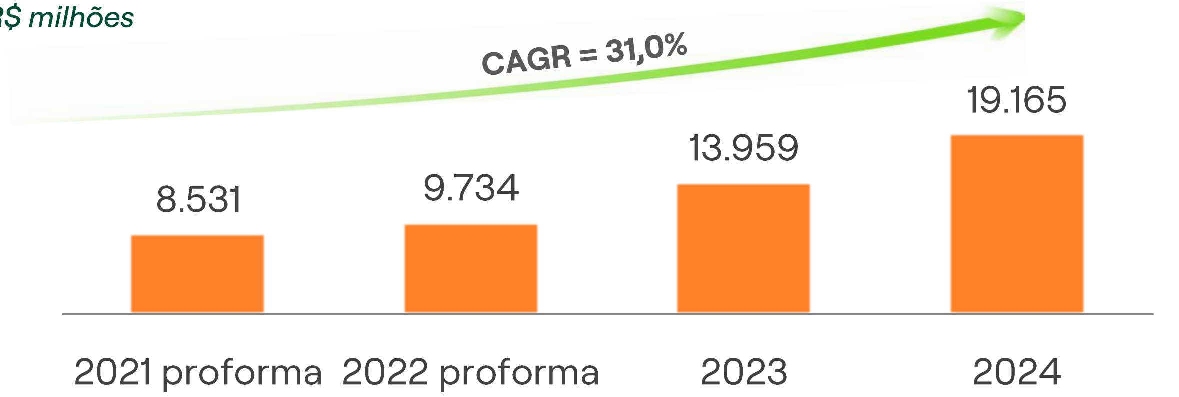


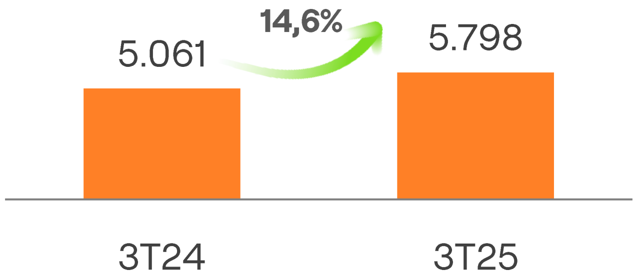
Dados referentes à operação Brasil

CRESCIMENTO DE 14,6% NA RECEITA LÍQUIDA DO TRIMESTRE, COM AMPLIAÇÃO DO VOLUME E PREÇO MÉDIO DE VENDA

Receita Líquida - Seminovos

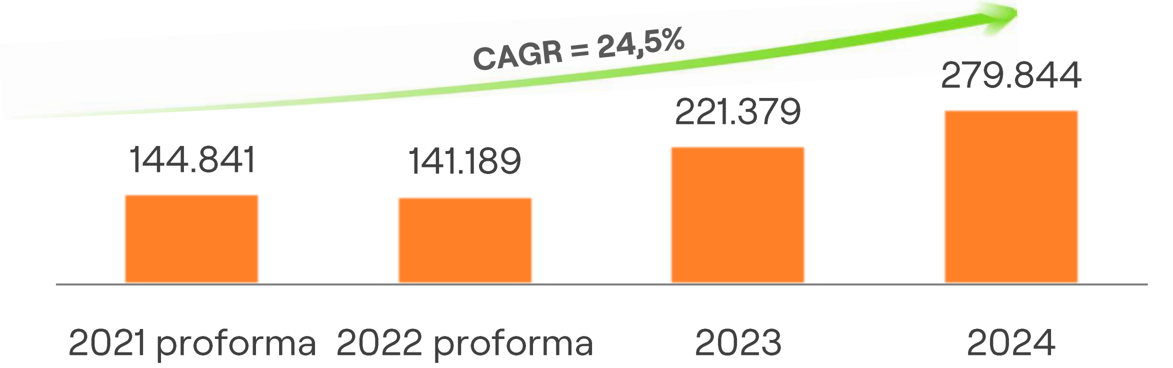
R$ milhões

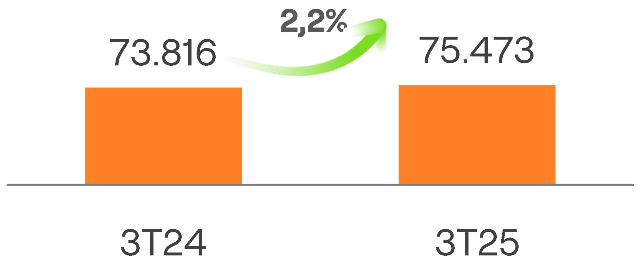




Carros vendidos - Seminovos

Quantidade



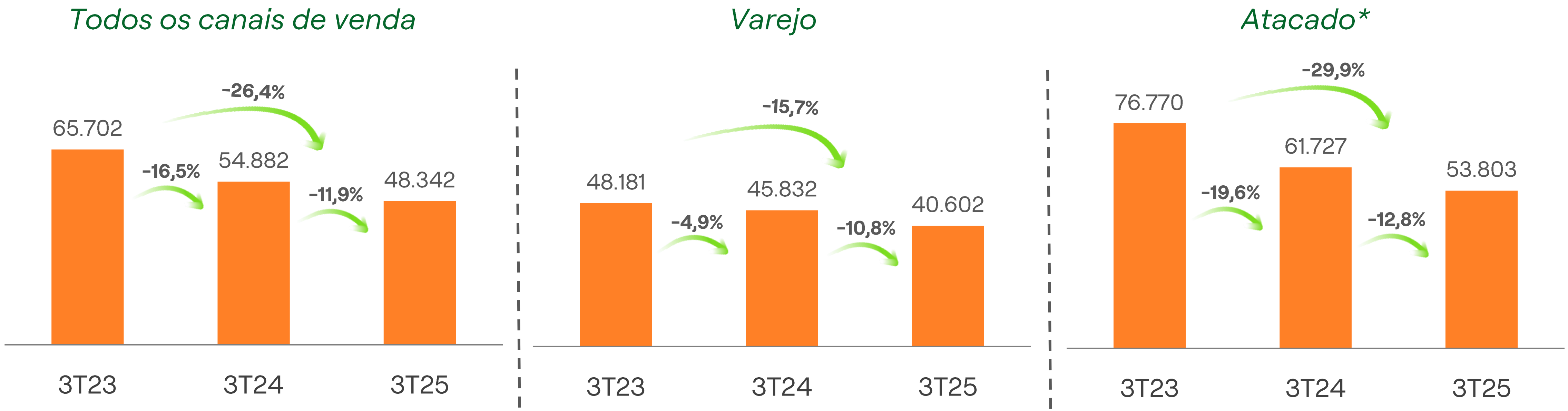


Dados referentes à operação Brasil

REDUÇÃO DE 26,4% NA QUILOMETRAGEM MÉDIA DO CARRO VENDIDO (3T25 X 3T23), REFLETINDO O AVANÇO NO PROCESSO DE REJUVENESCIMENTO DA FROTA

Quilometragem média de venda – Seminovos

Unidades



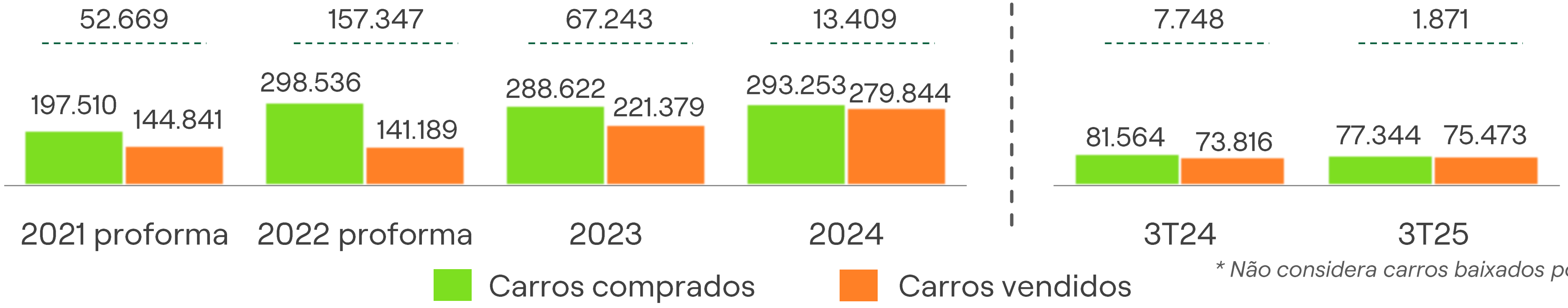
*Veículos sinistrados desconsiderados na média do atacado.

Quilometragem média de venda

RETOMADA DO RITMO DE VENDA, SUPERANDO 75 MIL CARROS NO TRIMESTRE. ADIÇÃO DE 1.871 CARROS, COM INVESTIMENTO LÍQUIDO DE R$1,1 BILHÃO

Compra e venda de carros

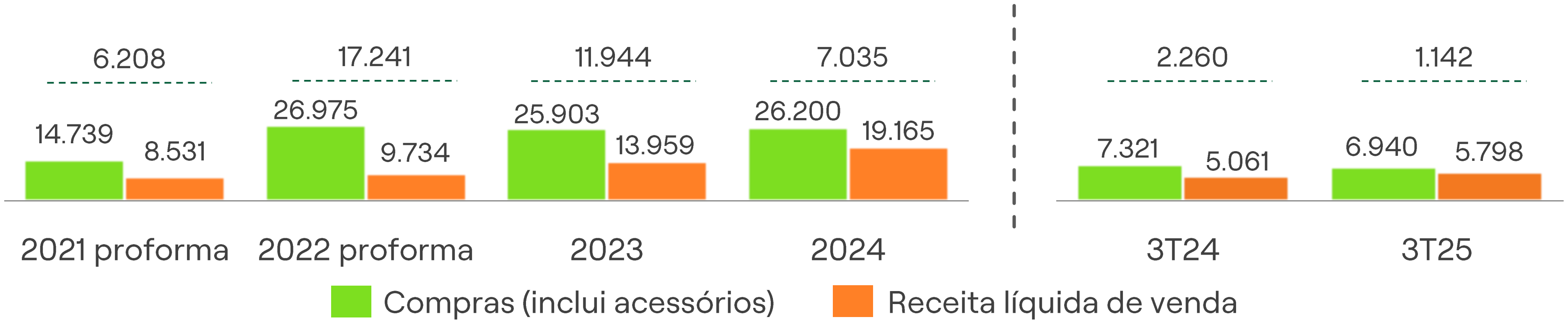
*Quantidade**



** Não considera carros baixados por roubo ou sinistro.*

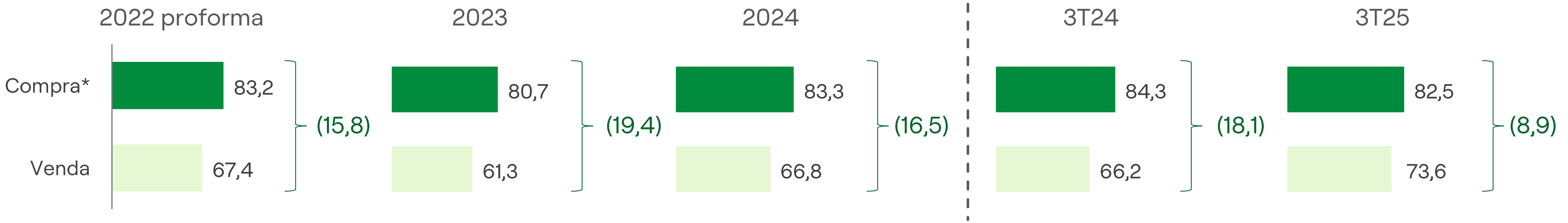
Investimento líquido na frota

R$ milhões



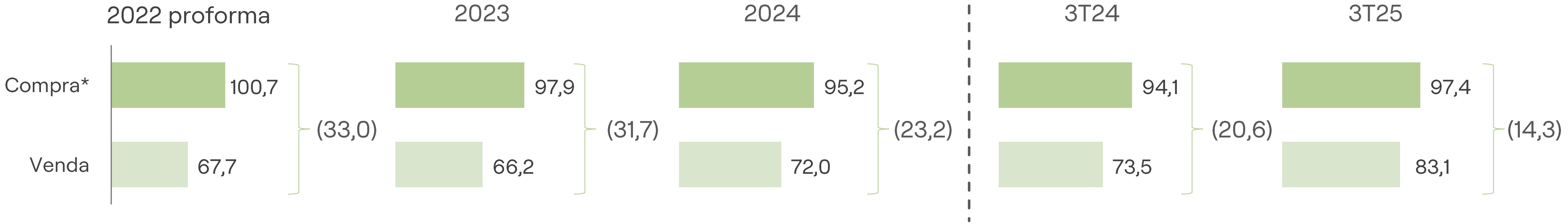
Preço médio de compra e venda – Aluguel de Carros

R$ mil



Preço médio de compra e venda – Gestão de Frotas

R$ mil



*Não considera acessórios

ENCERRAMOS O TRIMESTRE COM 632 MIL CARROS NO BRASIL E FROTA ESTÁVEL QUANDO COMPARADA AO 3T24

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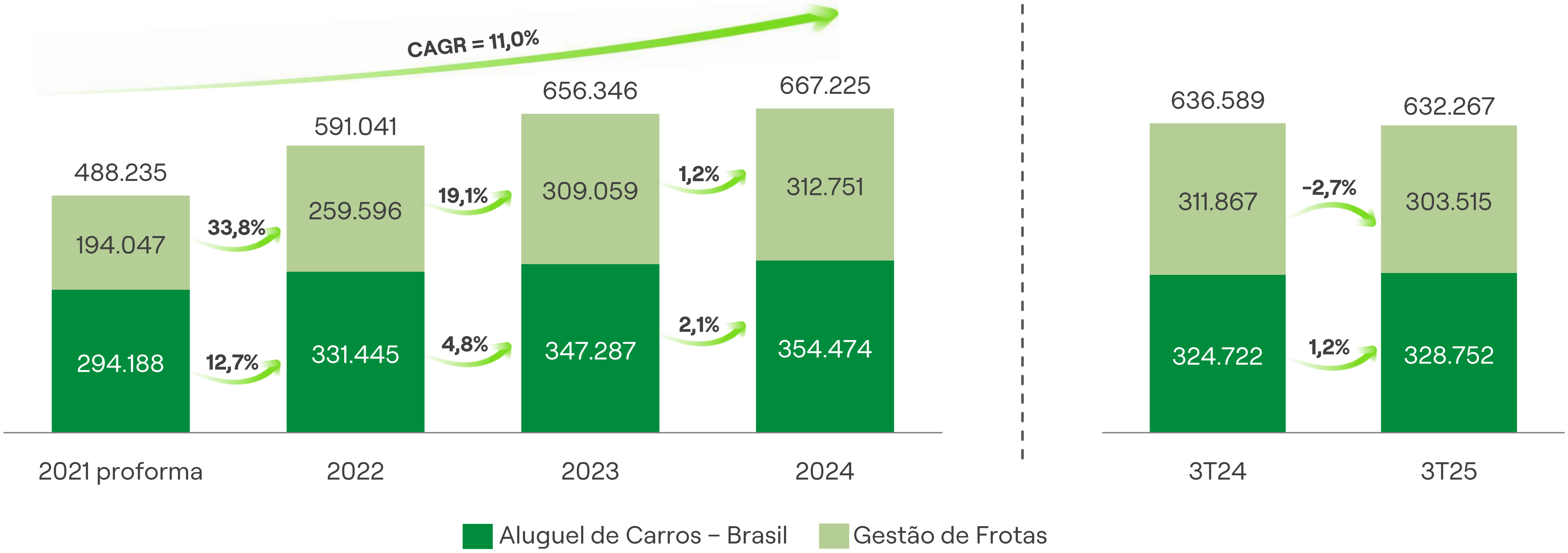
Frota final de período

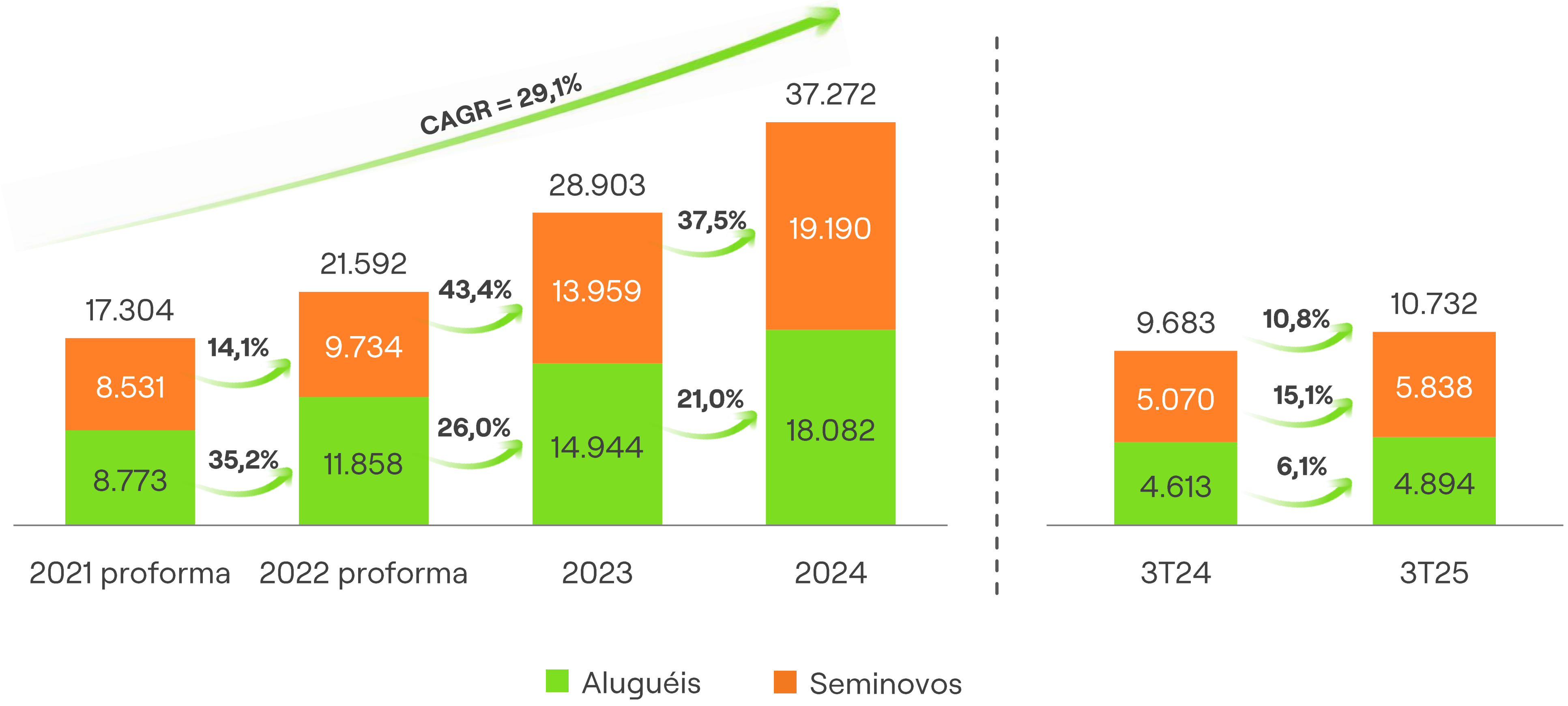
Quantidade



AVANÇO DE 10,8% NA RECEITA LÍQUIDA DO TRIMESTRE, NA COMPARAÇÃO COM O MESMO PERÍODO DO ANO PASSADO

Receita líquida consolidada

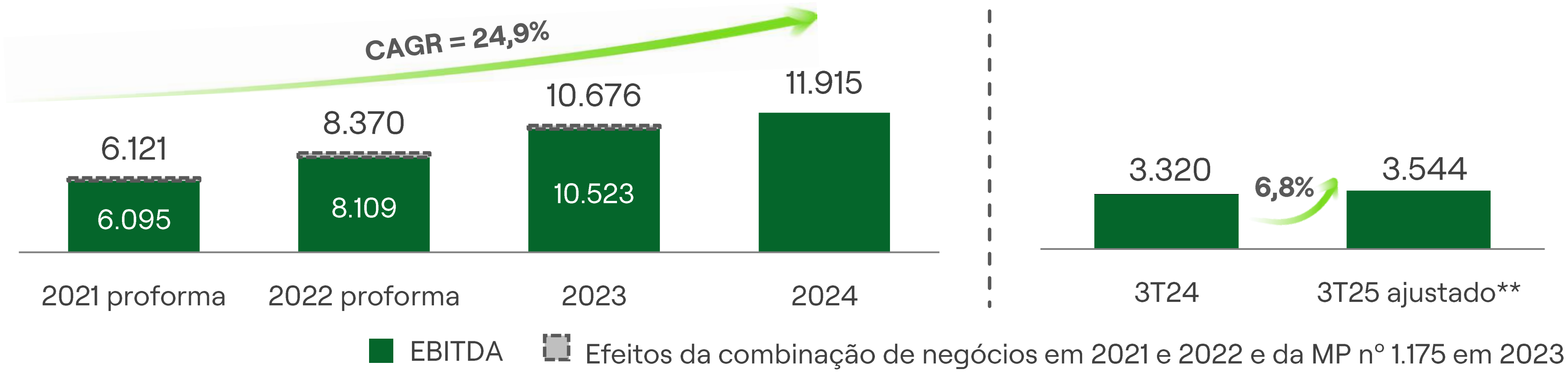
R$ milhões



O EBITDA AJUSTADO SOMOU R$3,5 BILHÕES NO TRIMESTRE, CRESCIMENTO DE 6,8% NA COMPARAÇÃO ANUAL, COM EXPANSÃO DAS MARGENS DE ALUGUEL

EBITDA consolidado

R$ milhões



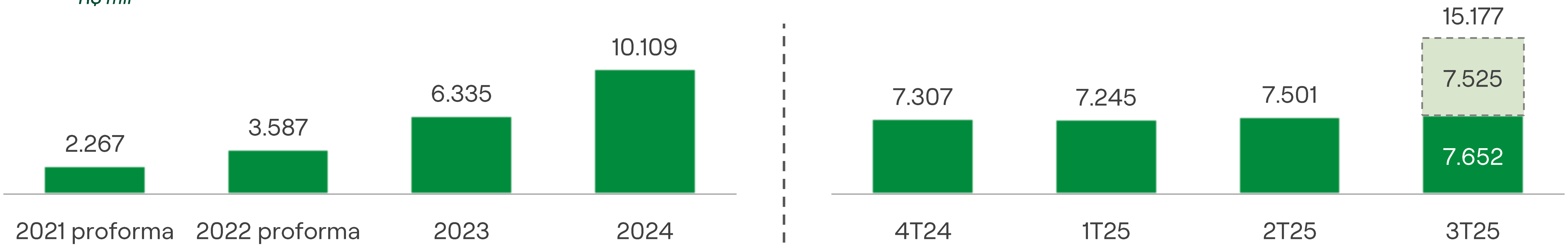
Margem EBITDA	2021 proforma ajustado*	2022 proforma ajustado*	2023	2024	3T24	3T25	3T25 ajustado**
Aluguel de Carros Brasil e Franchising	49,6%	57,6%	64,4%	62,0%	64,2%	67,3%	67,7%
Gestão de Frotas	65,7%	67,9%	72,6%	66,8%	69,9%	73,1%	73,4%
Aluguel Consolidado	55,1%	61,5%	68,1%	64,2%	66,9%	70,0%	70,4%
Aluguel Consolidado + México	55,1%	61,5%	67,8%	63,4%	66,2%	69,0%	69,3%
Seminovos	15,1%	11,2%	2,9%	2,3%	5,3%	0,5%	2,6%
Consolidado (sobre receitas de aluguel)	69,8%	70,6%	70,4%	69,8%	72,0%	69,6%	72,4%

*Ajustado para *One-offs* relacionados à gastos com integração em 2021 e 2022
* *Ajustado para os efeitos do IPI em R$137 no 3T25

DEPRECIAÇÃO SEQUENCIAL LEVEMENTE SUPERIOR, EM LINHA COM AS EXPECTATIVAS DA COMPANHIA, DESCONSIDERANDO-SE OS EFEITOS DA REDUÇÃO DO IPI

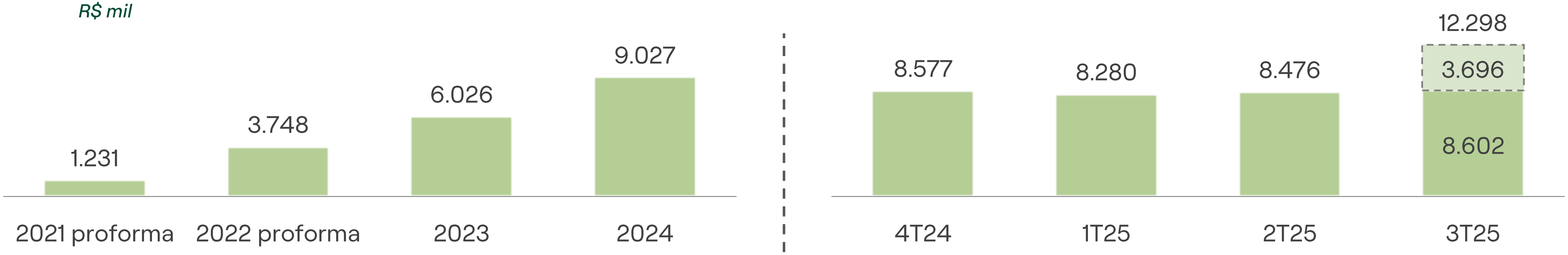
Depreciação média anualizada por carro - Aluguel de Carros

R$ mil



Depreciação média anualizada por carro – Gestão de Frotas

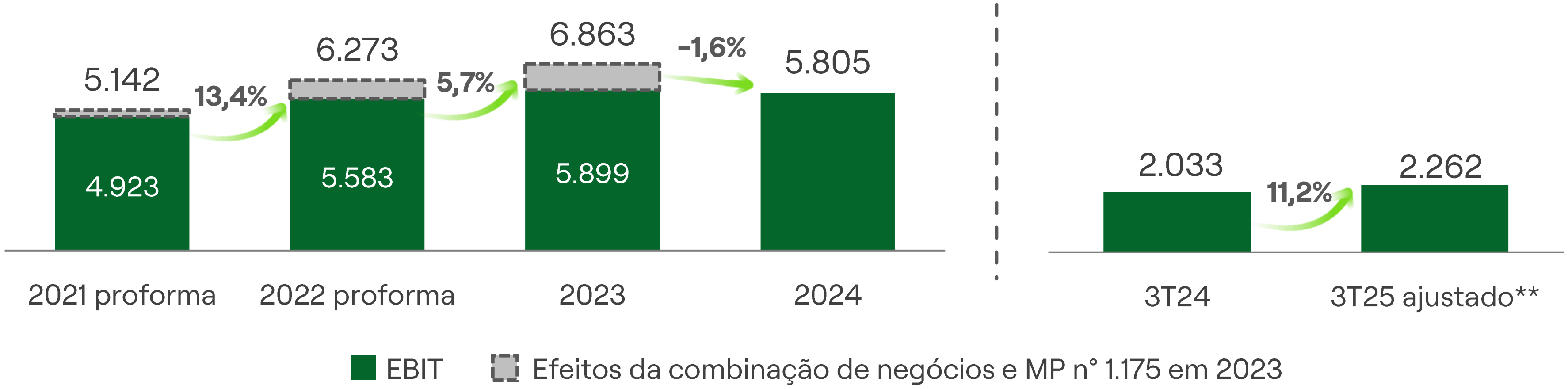
R$ mil



NO 3T25, O EBIT AJUSTADO SOMOU R$2,3 BILHÕES, AVANÇO DE 11,2% NA COMPARAÇÃO ANUAL

EBIT consolidado

R$ milhões



A Margem EBIT inclui o resultado da venda de Seminovos, mas é calculada sobre as receitas de aluguel:

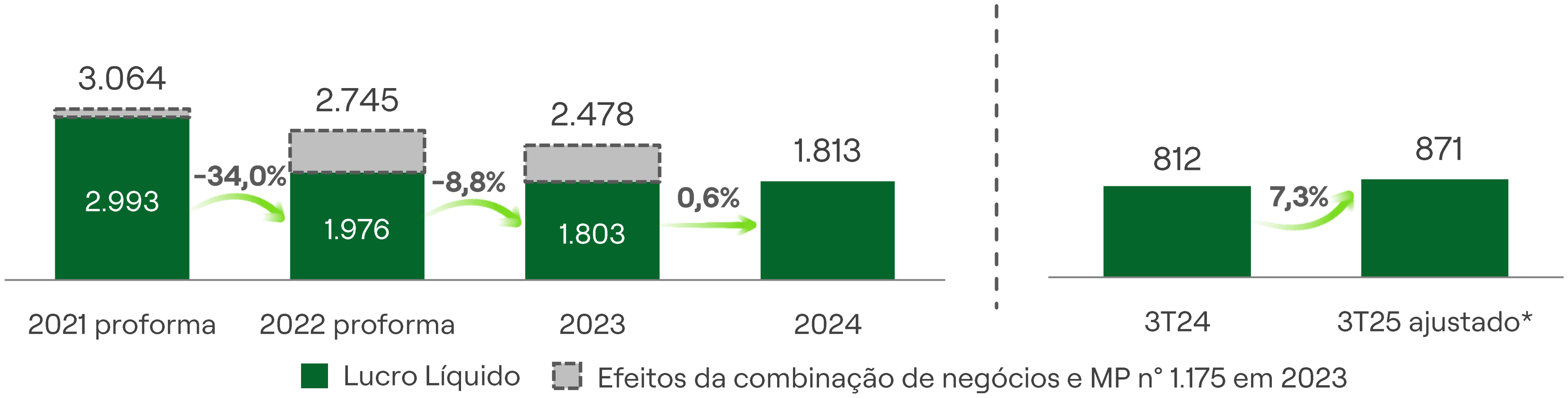
Margem EBIT	2021 proforma ajustado*	2022 proforma ajustado*	2023	2024	3T24	3T25	3T25 ajustado**
Aluguel de Carros Brasil e Franchising	55,2%	49,2%	33,9%	29,3%	44,8%	21,7%	45,8%
Gestão de Frotas	65,3%	59,0%	47,3%	37,5%	45,3%	35,7%	49,1%
Consolidado (sobre receitas de aluguel)	58,6%	52,9%	39,9%	33,1%	45,0%	28,3%	47,3%
Aluguel Consolidado + México	58,6%	52,9%	39,5%	32,1%	44,1%	27,2%	46,2%

*Ajustado para *One-offs* relacionados à gastos com integração

** Ajustado para os efeitos do IPI em R$929 no 3T25 e 9M25

Lucro líquido consolidado

R$ milhões



Reconciliação EBITDA x Lucro líquido	2023	2024	Var. R$	Var. %	3T24	3T25 ajustado*	Var. R$	Var. %	3T25
EBITDA Consolidado	**10.523**	**11.915**	**1.392**	**13,2%**	**3.320**	**3.544**	**224**	**6,8%**	**3.407**
Depreciação de carros	(3.845)	(5.610)	(1.765)	45,9%	(1.169)	(1.153)	17	-1,4%	(1.945)
Depreciação e amortização de outros imobilizados	(447)	(524)	(77)	17,3%	(132)	(144)	(12)	9,1%	(144)
Amortização de mais valia	(333)	24	357	-107,2%	15	15	-	-	15
EBIT	**5.899**	**5.805**	**(93)**	**-1,6%**	**2.033**	**2.262**	**229**	**11,2%**	**1.332**
Despesas financeiras, líquidas	(4.024)	(3.939)	86	-2,1%	(1.045)	(1.220)	(175)	16,8%	(1.220)
Imposto de renda e contribuição social	(71)	(53)	18	-25,1%	(176)	(170)	6	-3,3%	146
Lucro líquido do período	**1.803**	**1.813**	**10**	**0,6%**	**812**	**871**	**59**	**7,3%**	**258**

*Ajustado para os efeitos do IPI em R$613 no 3T25

NO ANO, A COMPANHIA GEROU R$8,2 BILHÕES COM AS OPERAÇÕES DE ALUGUEL, PARCIALMENTE CONSUMIDOS PELA REDUÇÃO DO CONTAS A PAGAR A MONTADORAS

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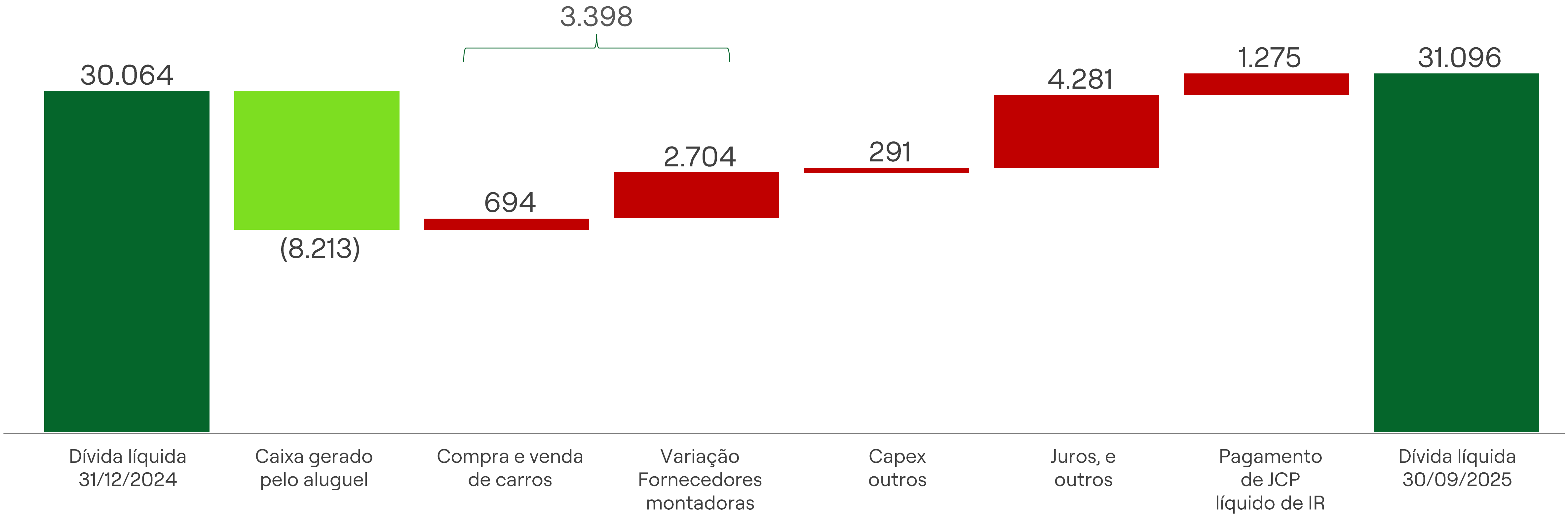
Fluxo de caixa livre

	Caixa livre gerado (R$ milhões)	2021	2022	2023	2024	9M25
Operações	**EBITDA**	**3.698**	**6.589**	**10.523**	**11.915**	**10.026**
Operações	Receita na venda dos carros líquida de impostos	(5.308)	(7.834)	(13.876)	(19.185)	(16.307)
Operações	Custo depreciado dos carros baixados	4.346	6.085	12.250	17.750	15.328
Operações	(-) Imposto de Renda e Contribuição Social	(307)	(83)	(130)	(488)	(457)
Operações	Variação do capital de giro	(568)	(1.284)	(1.783)	(236)	(377)
Operações	**Caixa livre gerado pelas atividades de aluguel**	**1.860**	**3.473**	**6.984**	**9.756**	**8.213**
Capex	Receita na venda dos carros líquida de impostos	5.308	7.834	13.876	19.185	16.307
Capex	Investimento em carros	(7.656)	(22.539)	(25.950)	(26.297)	(17.001)
Capex	**Capex carros líquido**	**(2.348)**	**(14.705)**	**(12.074)**	**(7.112)**	**(694)**
Capex	Aumento (redução) na conta de fornecedores de carros	289	3.918	2.587	1.086	(2.704)
Capex	**Investimento líquido em frota**	**(2.059)**	**(10.787)**	**(9.487)**	**(6.027)**	**(3.398)**
Capex	Investimentos, outros imobilizados e intangíveis	(147)	(364)	(392)	(453)	(291)
	Caixa livre gerado (aplicado) antes de juros e outros	**(346)**	**(7.679)**	**(2.895)**	**3.276**	**4.524**

O CAIXA GERADO PELO ALUGUEL FOI CONSUMIDO PELA REDUÇÃO DA CONTA DE MONTADORA, PAGAMENTO DE JUROS E JCP. R$31,1 BILHÕES DE DÍVIDA LÍQUIDA NO 3T25

Movimentação da dívida líquida – em 30/09/2025

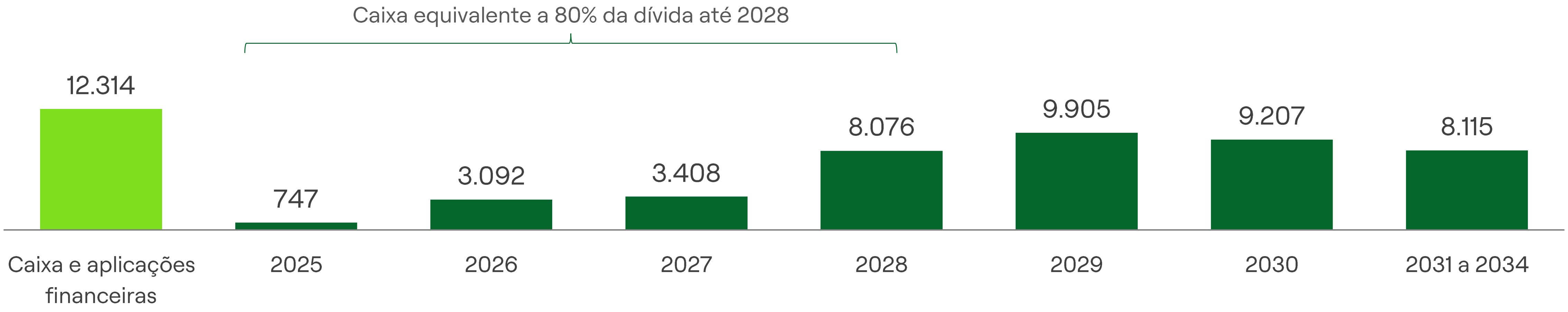
R$ milhões



ROBUSTA POSIÇÃO DE CAIXA DE R$12,3 BILHÕES E AVANÇO NA GESTÃO ATIVA DA DÍVIDA COM OBJETIVO DE REDUÇÃO DE CUSTO E AUMENTO DO DURATION

Perfil da dívida (principal) – em 30/09/2025

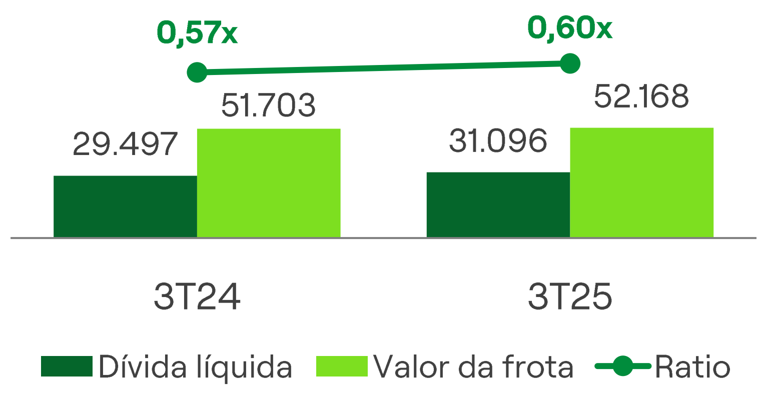
R$ milhões



ENCERRAMOS O TRIMESTRE COM CONFORTÁVEIS INDICADORES DE ALAVANCAGEM

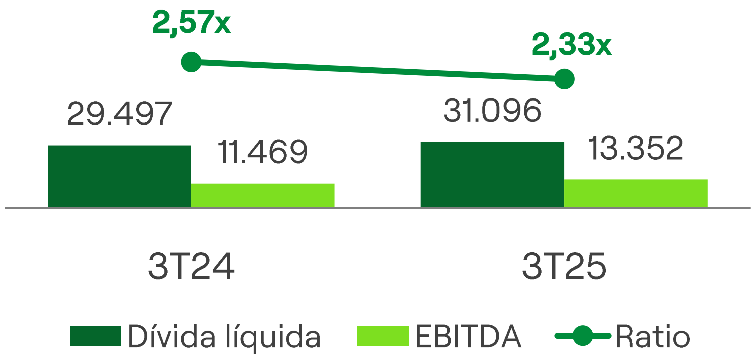
Dívida líquida vs valor da frota

R$ milhões



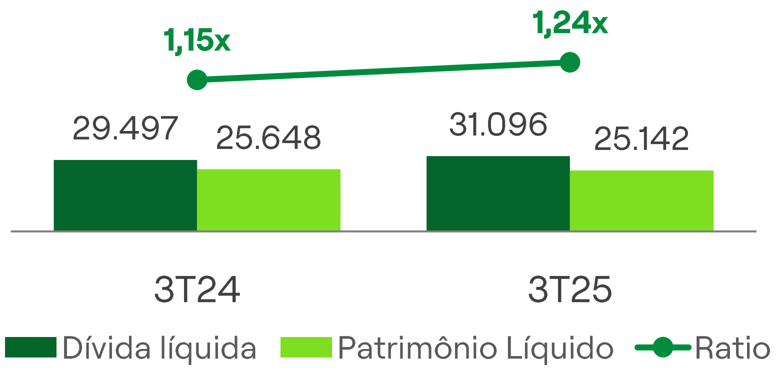
Dívida líquida vs EBITDA LTM

R$ milhões



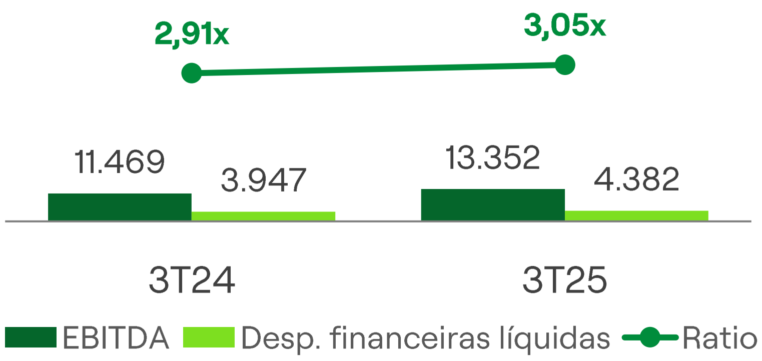
Dívida líquida vs Patrimônio Líquido

R$ milhões



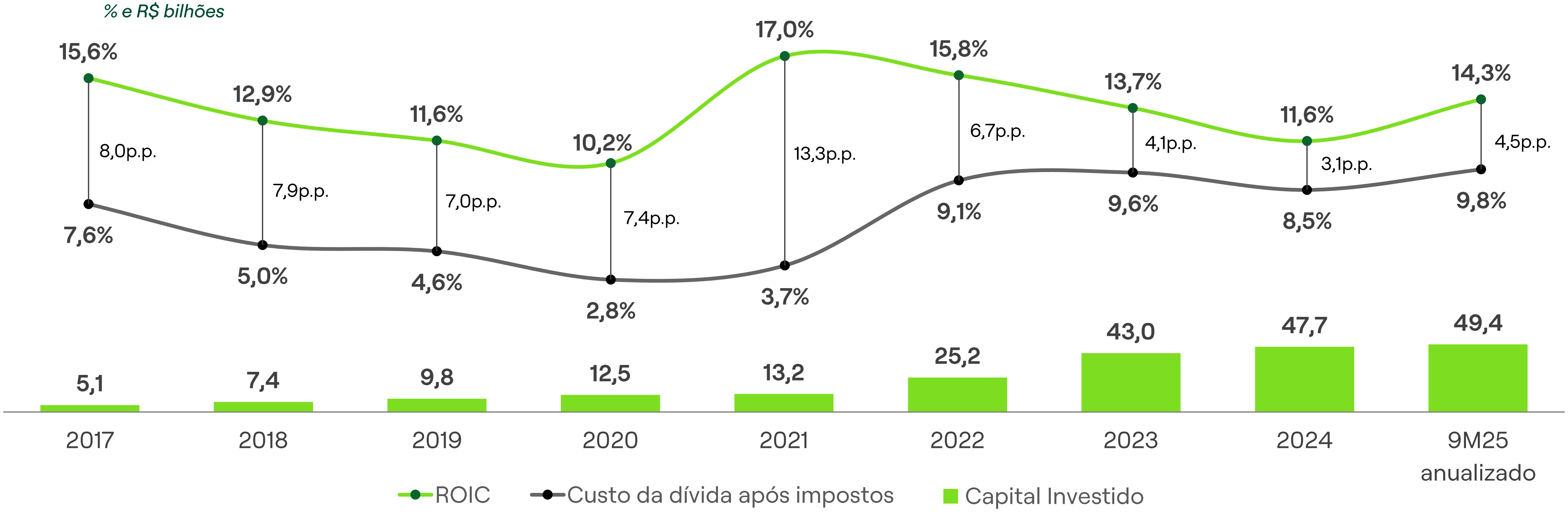
EBITDA LTM vs Desp. Financeiras líquidas LTM

R$ milhões



ROIC ANUALIZADO DE 14,3%, AVANÇO DE 2,7P.P. (VS. 2024), COM SPREAD DE 4,5P.P., REFLETINDO AS INICIATIVAS DE RECOMPOSIÇÃO DE PREÇO E GESTÃO DE CUSTOS

Evolução do ROIC spread e base de capital



ROIC calculado a partir de: NOPAT = EBIT X (1 - taxa efetiva de IR); Capital Investido = Dívida Líquida + PL – Ágio
Base de Capital Localiza *stand-alone* até 30 de junho de 2022
No ROIC dos 9M25, foram desconsiderados os efeitos da baixa de créditos sobre prejuízo fiscal da Locamerica e os efeitos do IPI

OBRIGADO!

Aviso – Informações e projeções

O material que se segue é uma apresentação de informações gerais de antecedentes da LOCALIZA na data da apresentação. Trata-se de informação resumida sem intenções de serem completas, que não devem ser consideradas por investidores potenciais como recomendação.

Esta apresentação contém declarações que não são garantias do desempenho futuro. Advertimos os investidores de que as referidas declarações e informações prospectivas estão e estarão, conforme o caso, sujeitas a muitos riscos, incertezas e fatores relativos às operações e aos ambientes de negócios da LOCALIZA e suas controladas, em virtude dos quais os resultados reais das empresas podem diferir de maneira relevante de resultados futuros expressos ou implícitos nas declarações e informações prospectivas.

Embora a LOCALIZA acredite que as expectativas e premissas contidas nas declarações e informações prospectivas sejam razoáveis e baseadas em dados atualmente disponíveis à sua administração, a LOCALIZA não pode garantir resultados ou acontecimentos futuros. A LOCALIZA isenta-se expressamente do dever de atualizar qualquer uma das declarações.

Esta apresentação não constitui oferta, convite ou solicitação de oferta de subscrição ou compra de quaisquer valores mobiliários. Nem esta apresentação nem qualquer coisa aqui contida constituem a base de um contrato ou compromisso de qualquer espécie.

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Telefone: 55 31 3247-7024

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3Q25

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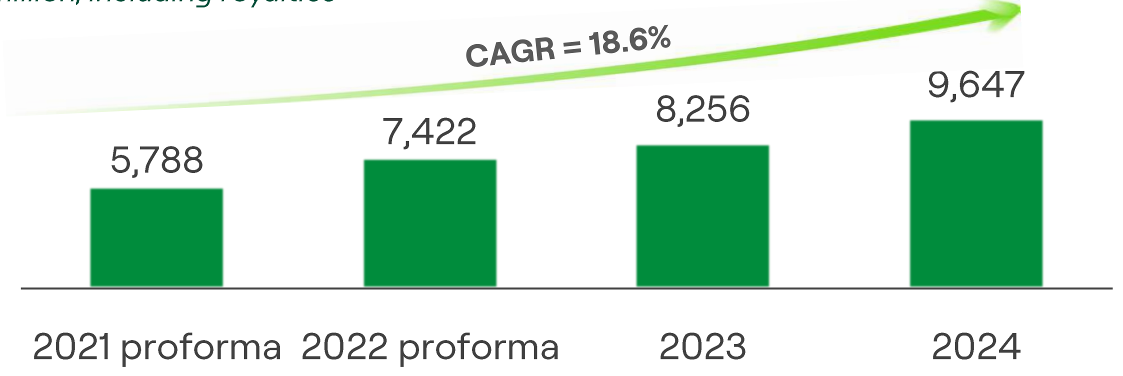
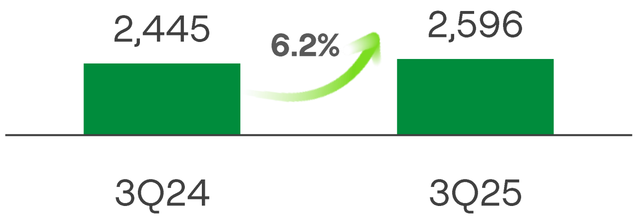
6.2% GROWTH IN NET REVENUE YEAR-OVER-YEAR, DRIVEN BY HIGHER AVERAGE DAILY RATE, IN LINE WITH PRICE RECOVERY PRIORITIZATION

Net Revenue – Car Rental

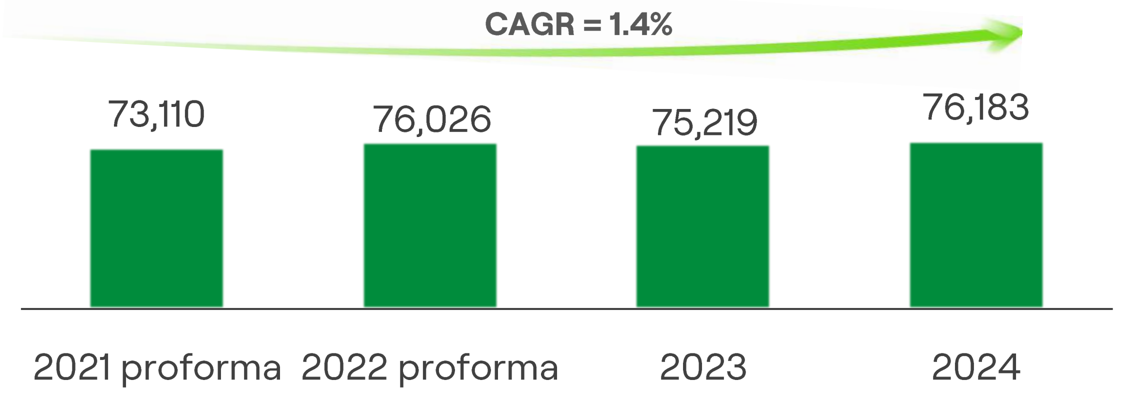
R$ million, including royalties

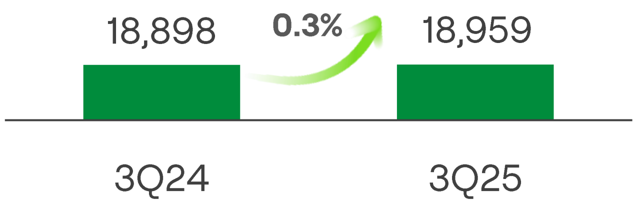




Rental Days – Car Rental

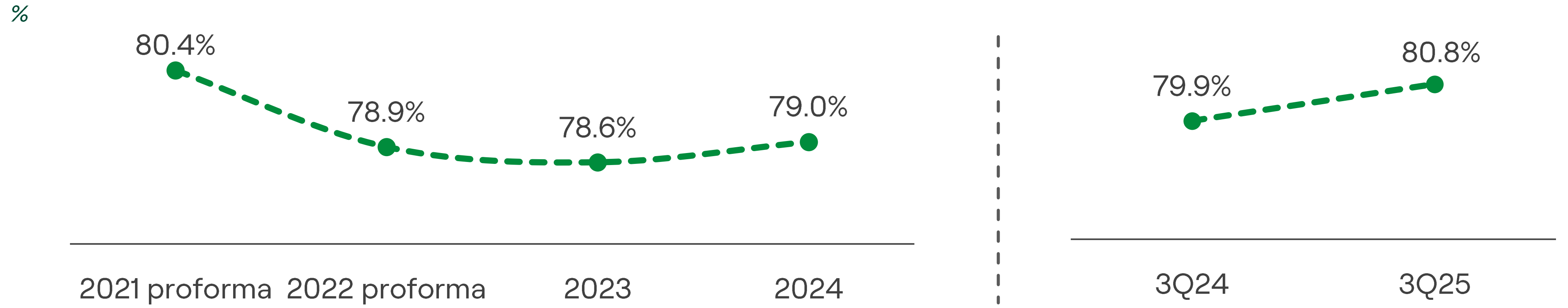
In thousands



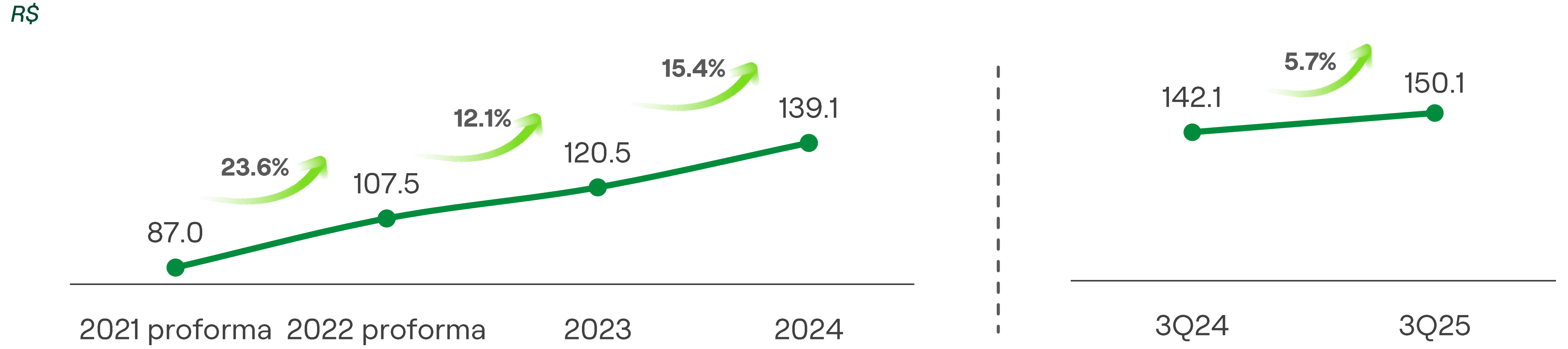


INCREASE IN AVERAGE DAILY RATE AND UTILIZATION RATE IN THE QUARTER, REINFORCING THE COMPANY'S EFFICIENT MANAGEMENT IN PRICING AND MIX

Utilization Rate – Car Rental



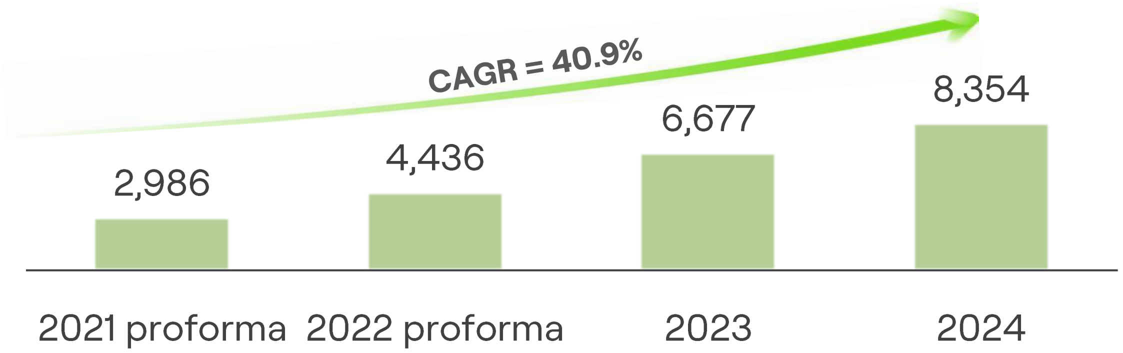
Rental Rate – Car Rental

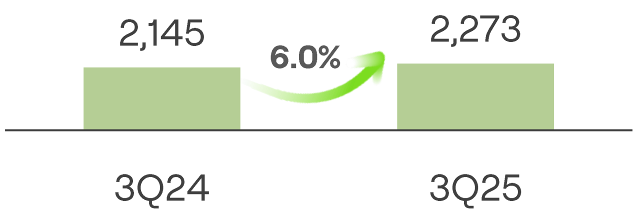


6.0% GROWTH IN QUARTERLY NET REVENUE YOY, WITH AVERAGE DAILY RATE INCREASING, EVEN IN A CONTEXT OF REDUCING SEVERE-USE CONTRACTS

Net Revenue – Fleet Rental

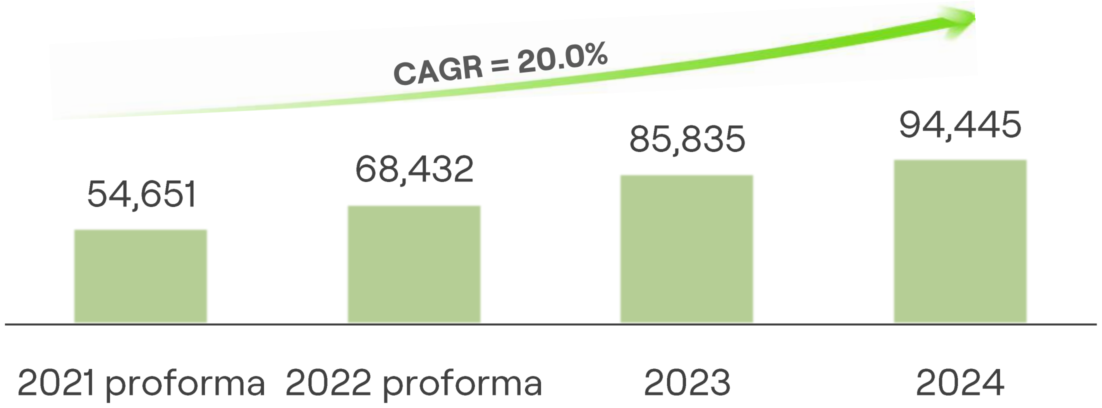
R$ million, including telematics and other initiatives

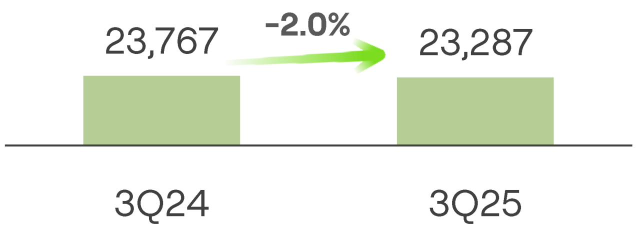




Rental Days – Fleet Rental

In thousands

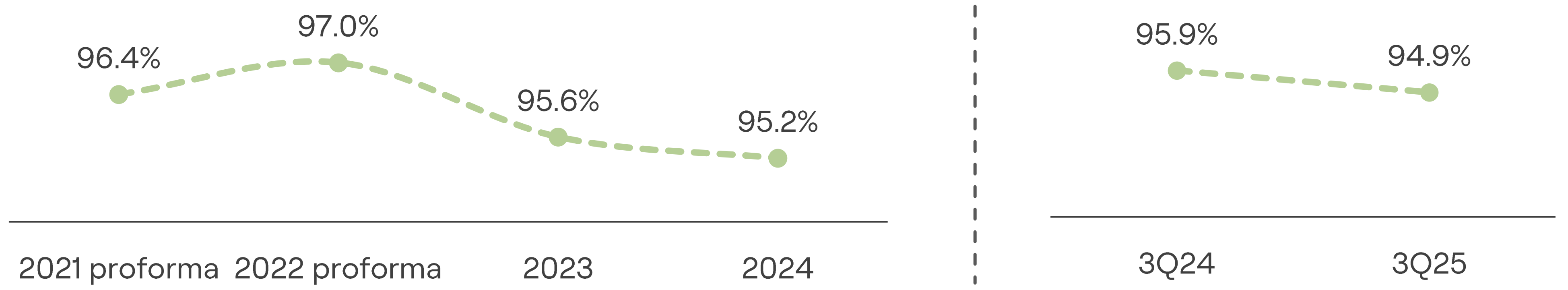




8.7% INCREASE IN AVERAGE TICKET WITH FLEET UTILIZATION RATE AT HEALTHY LEVELS, EVEN IN A CONTEXT OF PORTFOLIO OPTIMIZATION

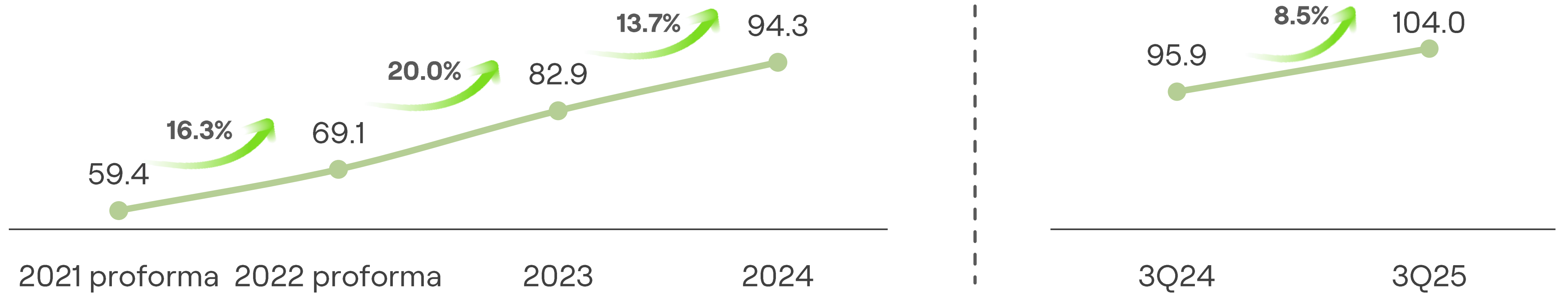
Utilization Rate – Fleet Rental

%



Rental Rate – Fleet Rental

R$



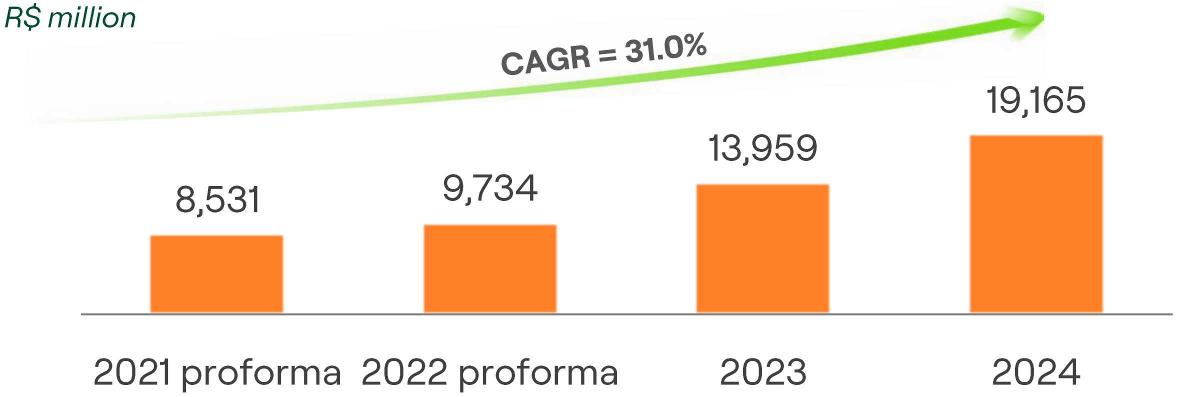
Data related to the Brazilian operation

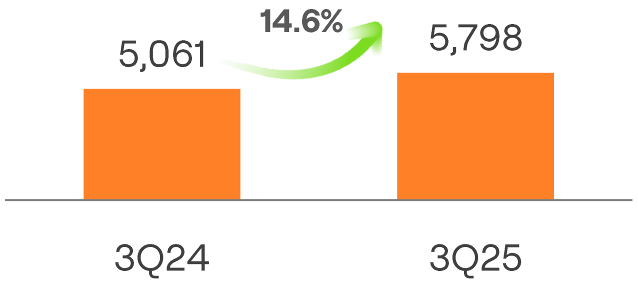
Classificação da Informação: PÚBLICA

14.6% GROWTH IN QUARTERLY NET REVENUE, DRIVEN BY AN INCREASE IN BOTH VOLUME AND AVERAGE SELLING PRICE

Net Revenue – Seminovos

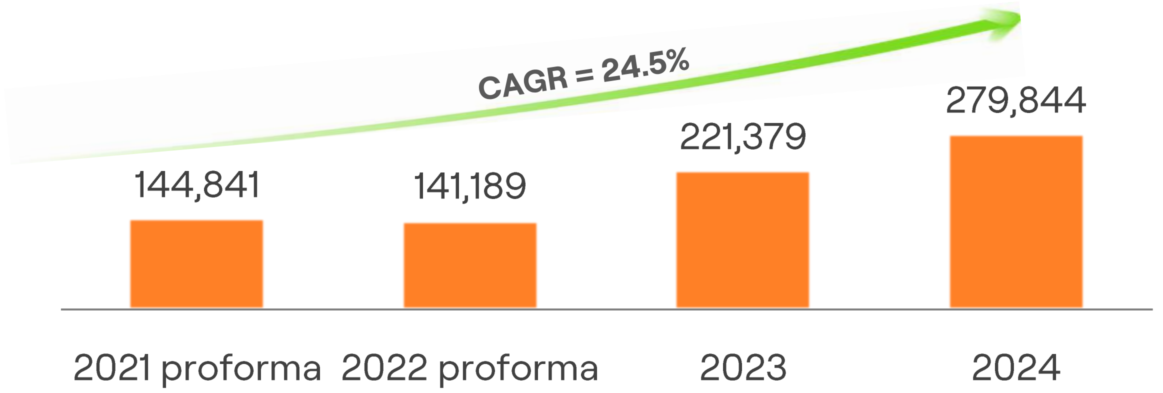
R$ million

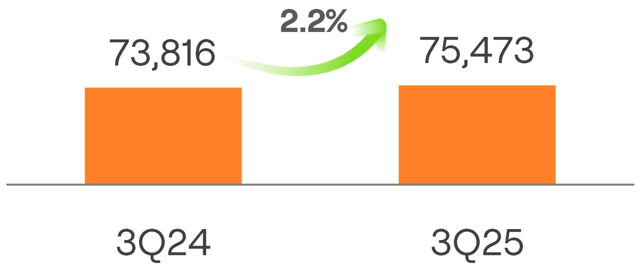




Cars sold – Seminovos

Quantity



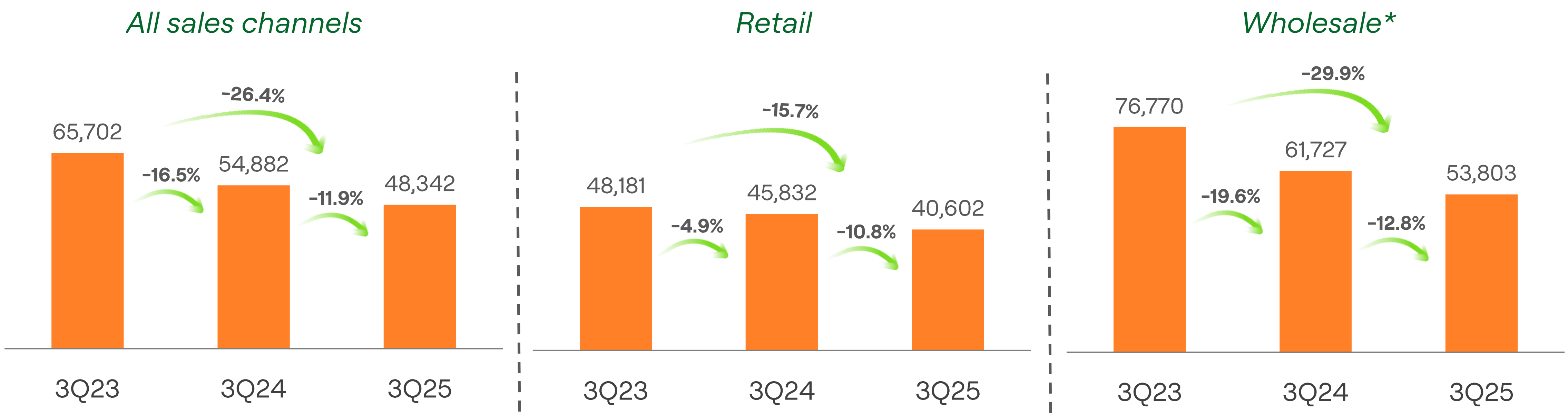


Data related to the Brazilian operation

26.4% REDUCTION IN THE AVERAGE MILEAGE OF CARS SOLD (3Q25 VS. 3Q23), REFLECTING PROGRESS IN THE FLEET REJUVENATION PROCESS

Average kilometer of cars sold – Seminovos

Units

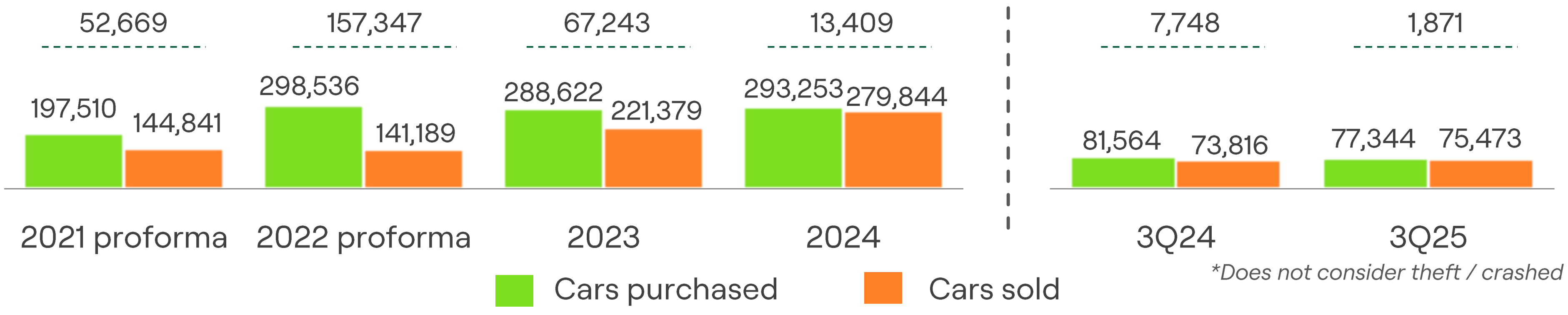


*Damaged vehicles disregarded in the wholesale average.

RESUMPTION OF SALES PACE, SURPASSING 75,000 CARS IN THE QUARTER.
ADDITION OF 1,871 CARS, WITH A NET INVESTMENT OF R$1.1 BILLION

Car purchase and sales

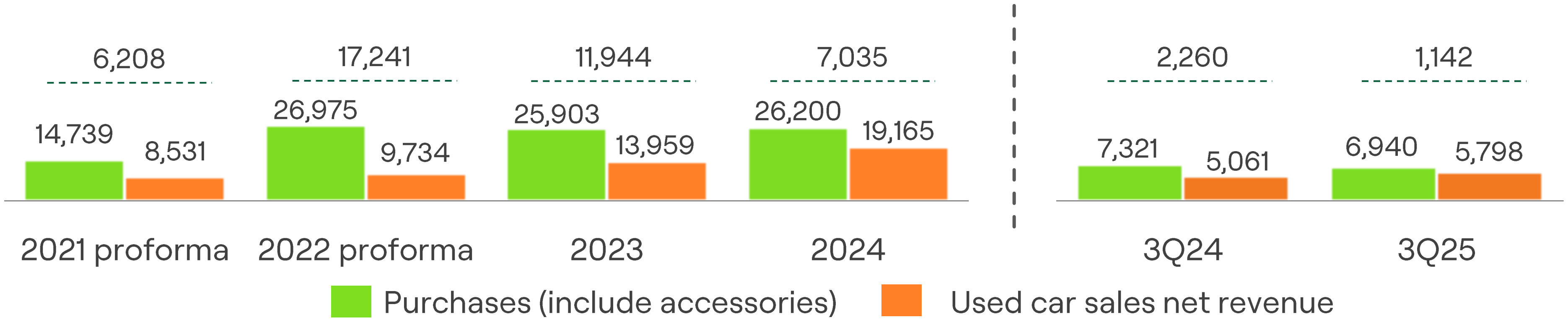
*Quantity**



*Does not consider theft / crashed cars written of.

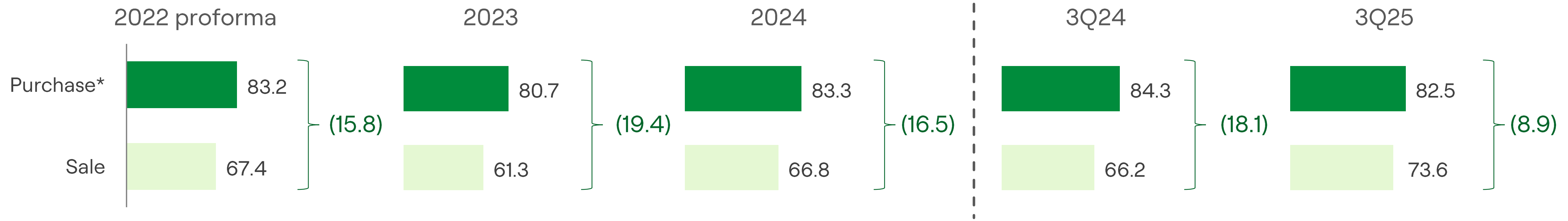
Net fleet investment

R$ million



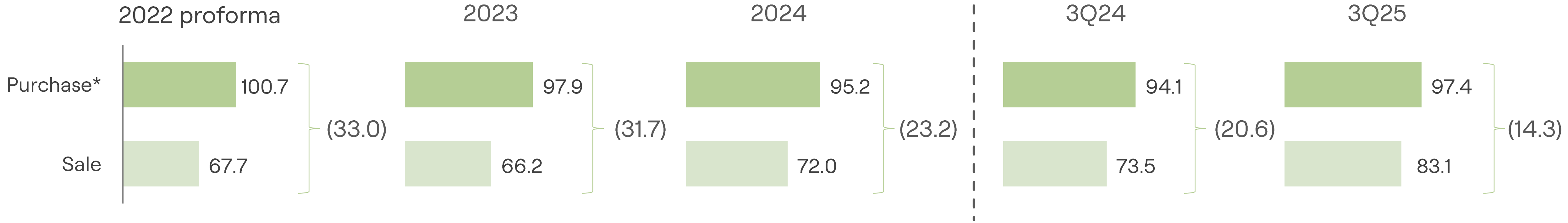
Average price of purchase and sale – Car Rental

R$ thousand



Average price of purchase and sale – Fleet Rental

R$ thousand



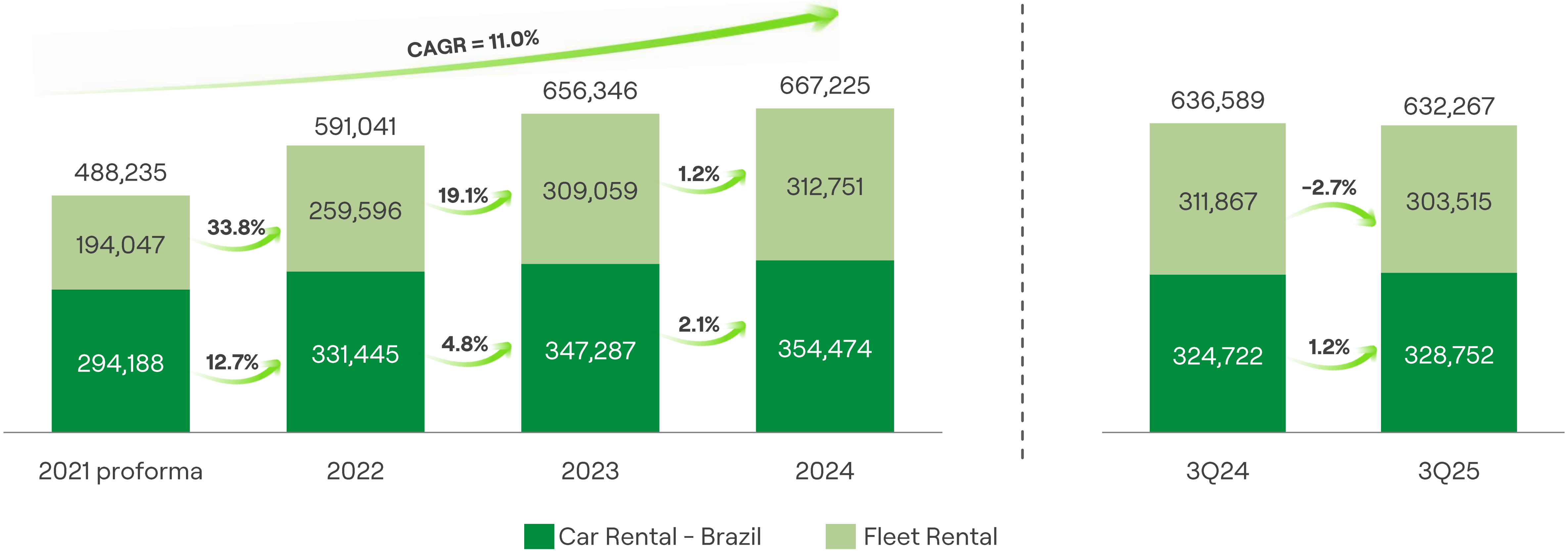
*Purchase price does not include accessories

Data related to the Brazilian operation

WE ENDED THE QUARTER WITH 632 THOUSAND CARS IN BRAZIL AND A STABLE FLEET COMPARED TO 3Q24

End of period fleet

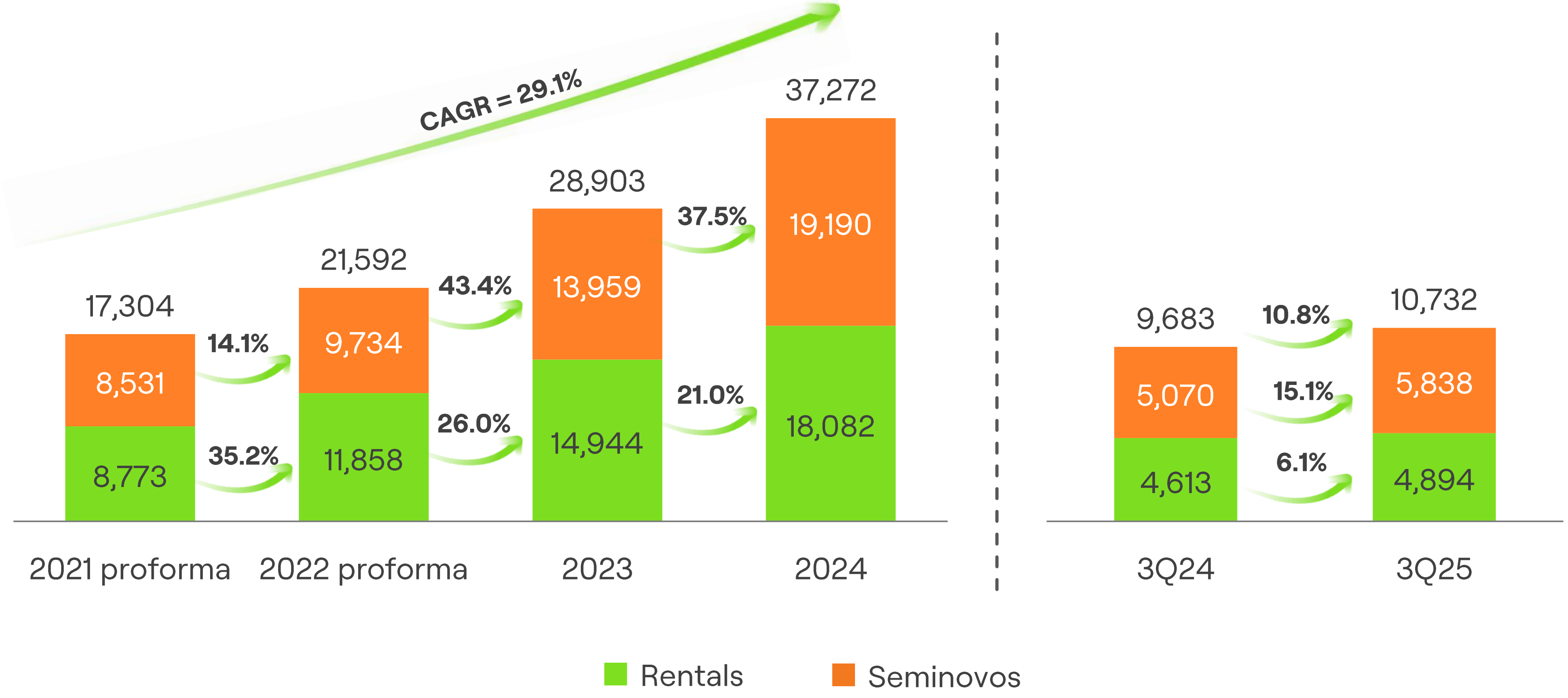
Quantity



10.8% INCREASE IN QUARTERLY NET REVENUE COMPARED TO THE SAME PERIOD LAST YEAR

Consolidated Net Revenue

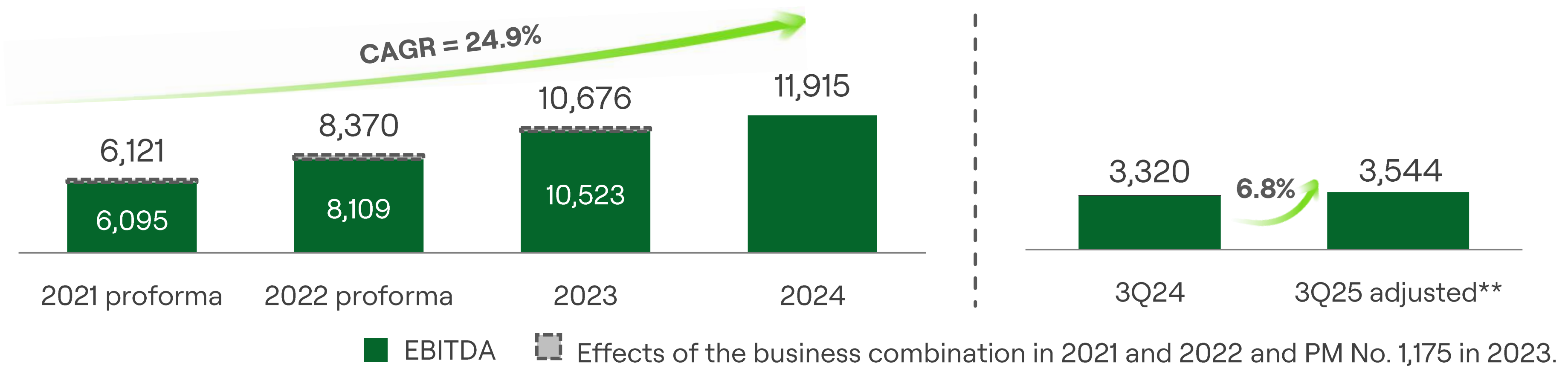
R$ million



ADJUSTED EBITDA TOTALED R$3.5 BILLION IN THE QUARTER, A 6.8% YOY INCREASE, WITH RENTAL MARGINS EXPANSION

Consolidated EBITDA

R$ million



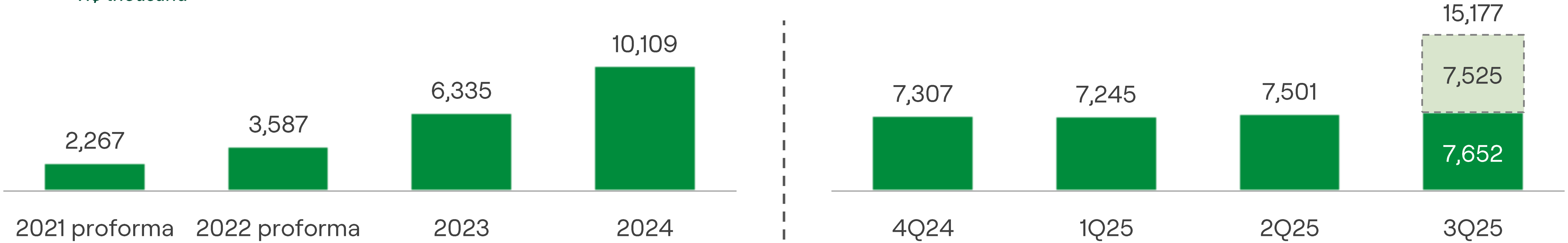
EBITDA Margin	2021 proforma adjusted*	2022 proforma adjusted*	2023	2024	3Q24	3Q25	3Q25 adjusted**
Car Rental Brazil and Franchising	49.6%	57.6%	64.4%	62.0%	64.2%	67.3%	67.7%
Fleet Rental	65.7%	67.9%	72.6%	66.8%	69.9%	73.1%	73.4%
Rental Consolidated	55.1%	61.5%	68.1%	64.2%	66.9%	70.0%	70.4%
Rental Consolidated + Mexico	55.1%	61.5%	67.8%	63.4%	66.2%	69.0%	69.3%
Seminovos	15.1%	11.2%	2.9%	2.3%	5.3%	0.5%	2.6%
Consolidated (over rental revenues)	69.8%	70.6%	70.4%	69.8%	72.0%	69.6%	72.4%

*Adjusted for one-offs related to integration expenses
**adjusted for IPI effects by R$137 in 3Q25

SEQUENTIAL DEPRECIATION SLIGHTLY HIGHER, IN LINE WITH THE COMPANY'S EXPECTATIONS FOR BOTH DIVISIONS, EXCLUDING THE EFFECTS OF THE IPI REDUCTION

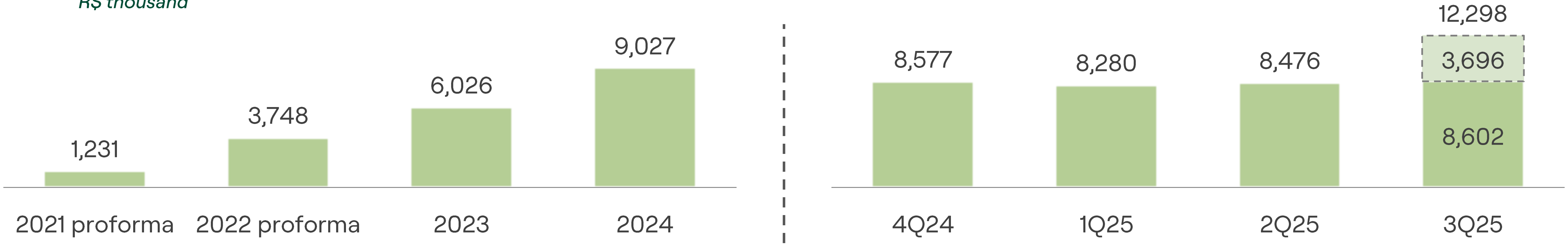
Average annualized depreciation per car – Car Rental

R$ thousand



Average annualized depreciation per car – Fleet Rental

R$ thousand

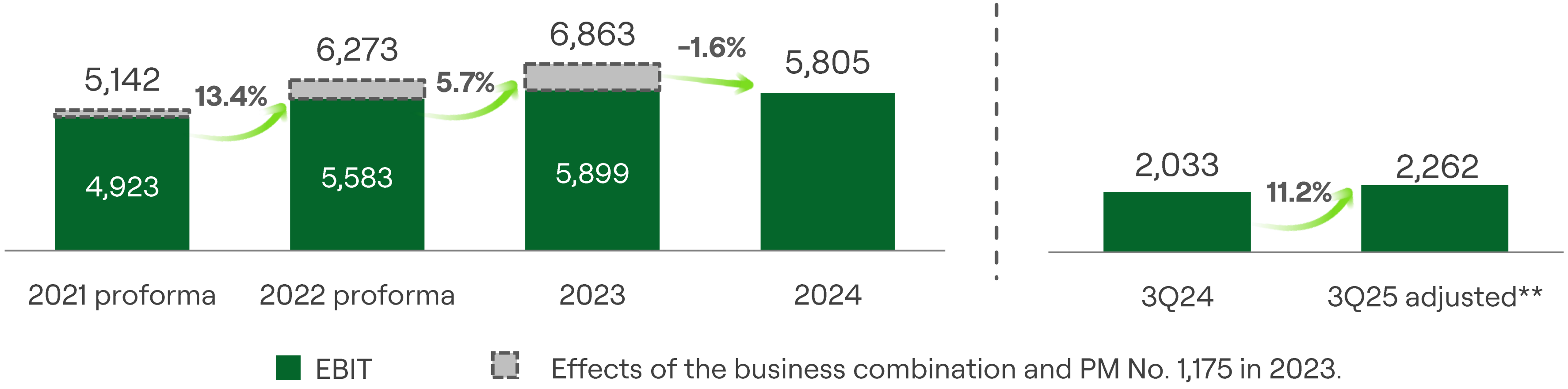


Data related to the Brazilian operation

Classificação da Informação: PÚBLICA

Consolidated EBIT

R$ million



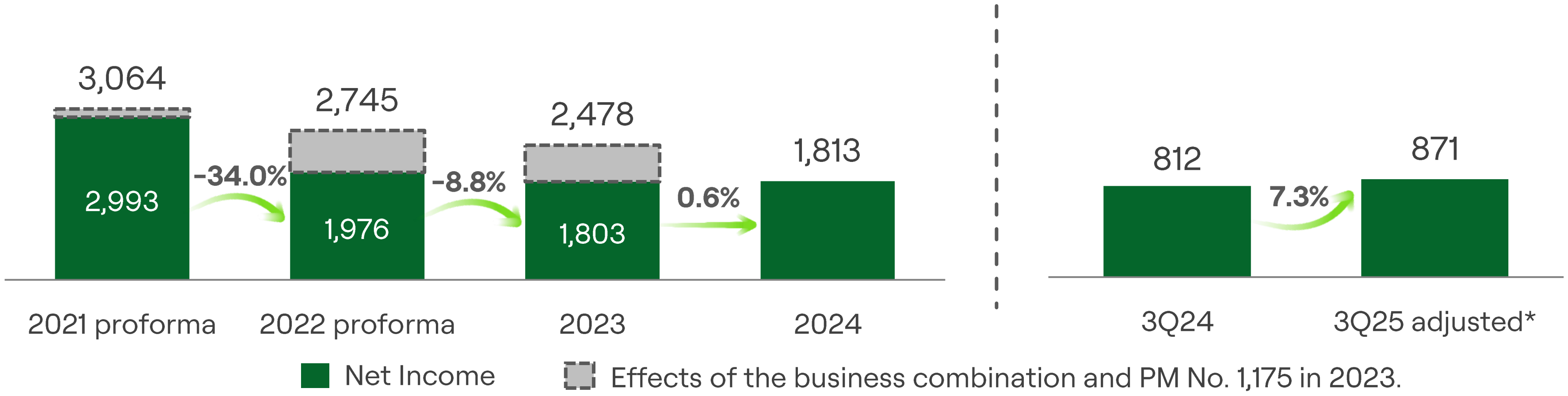
EBIT Margin includes the result of Seminovos and is calculated on rental revenues:

EBIT Margin	2021 proforma adjusted*	2022 proforma adjusted*	2023	2024	3Q24	3Q25	3Q25 adjusted**
Car Rental Brazil and Franchising	55.2%	49.2%	33.9%	29.3%	44.8%	21.7%	45.8%
Fleet Rental	65.3%	59.0%	47.3%	37.5%	45.3%	35.7%	49.1%
Consolidated (over rental revenues)	58.6%	52.9%	39.9%	33.1%	45.0%	28.3%	47.3%
Rental Consolidated + Mexico	58.6%	52.9%	39.5%	32.1%	44.1%	27.2%	46.2%

*Adjusted for one-offs related to integration expenses
**Adjusted for the effects of IPI by R$929 in 3Q25 and 9M25

Consolidated Net Income

R$ miillion



EBITDA x Net income reconciliation	2023	2024	Var. R$	Var. %	3Q24	3Q25 adjusted*	Var. R$	Var. %	3Q25
Consolidated EBITDA	**10,523**	**11,915**	**1,392**	**13.2%**	**3,320**	**3,544**	**224**	**6.8%**	**3,407**
Cars depreciation	(3,845)	(5,610)	(1,765)	45.9%	(1,169)	(1,153)	17	-1.4%	(1,945)
Other PP&E depreciation and amortization	(447)	(524)	(77)	17.3%	(132)	(144)	(12)	9.1%	(144)
Write up amortization	(333)	24	357	-107.2%	15	15	-	-	15
EBIT	**5,899**	**5,805**	**(93)**	**-1.6%**	**2,033**	**2,262**	**229**	**11.2%**	**1,332**
Financial expenses, net	(4,024)	(3,939)	86	-2.1%	(1,045)	(1,220)	(175)	16.8%	(1,220)
Income tax and social contribution	(71)	(53)	18	-25.1%	(176)	(170)	6	-3.3%	146
Net income for the period	**1,803**	**1,813**	**10**	**0.6%**	**812**	**871**	**59**	**7.3%**	**258**

*Adjusted for the effects of IPI in R$613 in the 3Q25

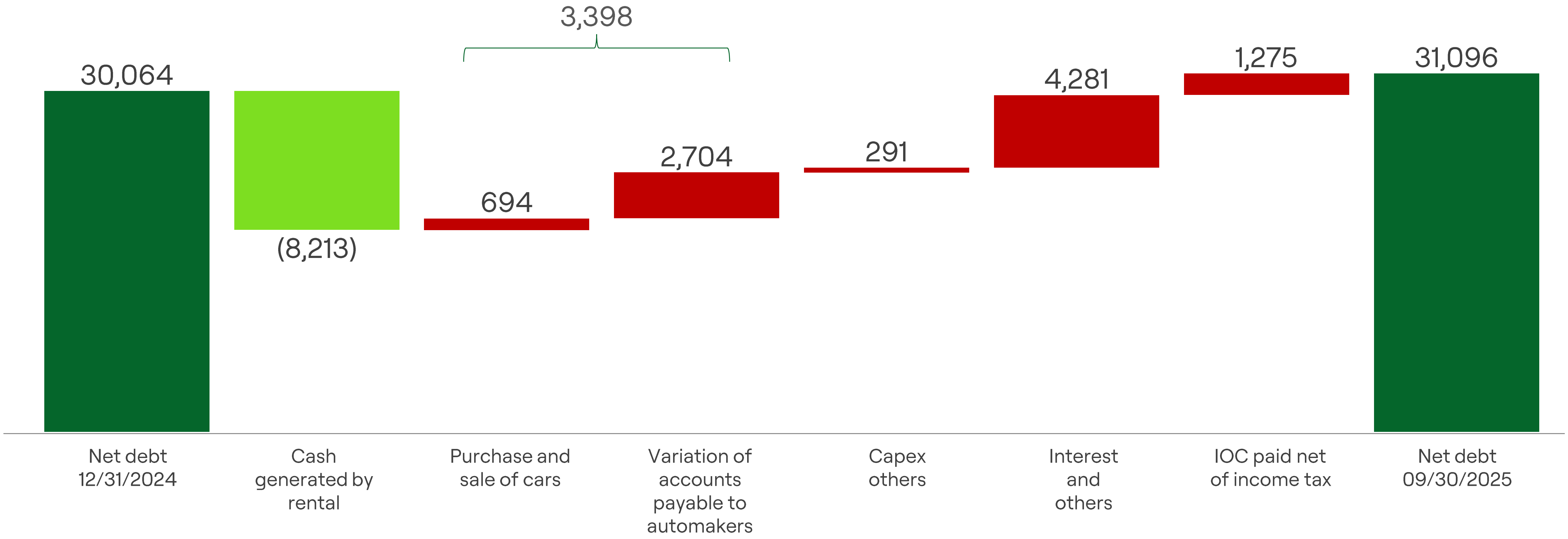
Free cash flow

	Free cash flow (R$ million)	2021	2022	2023	2024	9M25
Operations	**EBITDA**	**3,698**	**6,589**	**10,523**	**11,915**	**10,026**
	Used car sale revenue, net of taxes	(5,308)	(7,834)	(13,876)	(19,185)	(16,307)
	Net book value of vehicles written-off	4,346	6,085	12,250	17,750	15,328
	(-) Income tax and social contribution	(307)	(83)	(130)	(488)	(457)
	Change in working capital	(568)	(1,284)	(1,783)	(236)	(377)
	Cash generated by rental operations	**1,860**	**3,473**	**6,984**	**9,756**	**8,213**
Capex	Used car sale revenue, net from taxes	5,308	7,834	13,876	19,185	16,307
	Fleet investment	(7,656)	(22,539)	(25,950)	(26,297)	(17,001)
	Net capex - cars	**(2,348)**	**(14,705)**	**(12,074)**	**(7,112)**	**(694)**
	Change in accounts payable to car suppliers	289	3,918	2,587	1,086	(2,704)
	Net investment in fleet	**(2,059)**	**(10,787)**	**(9,487)**	**(6,027)**	**(3,398)**
	Investment, property and intangible	(147)	(364)	(392)	(453)	(291)
Free cash generated (applied) before interest and others		**(346)**	**(7,679)**	**(2,895)**	**3,276**	**4,524**

CASH GENERATED WAS CONSUMED BY THE REDUCTION OF THE OEM'S ACCOUNT, INTEREST PAYMENTS, AND IOC. NET DEBT TOTALED R$31.1 BILLION IN 3Q25

Change in net debet – as of 09/30/2025

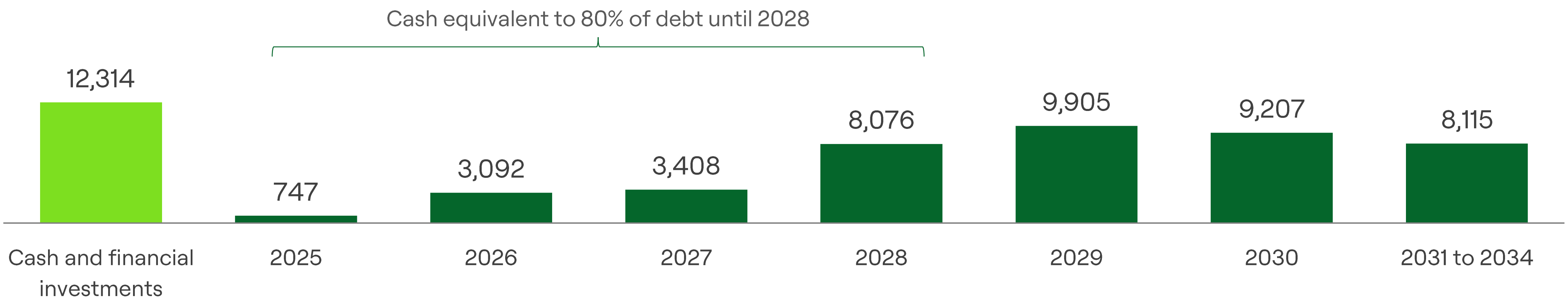
R$ million



ROBUST CASH POSITION OF R$12.3 BILLION AND PROGRESS IN ACTIVE DEBT MANAGEMENT AIMED AT REDUCING COST AND INCREASING DURATION

Debt maturity profile (principal) – as of 09/30/2025

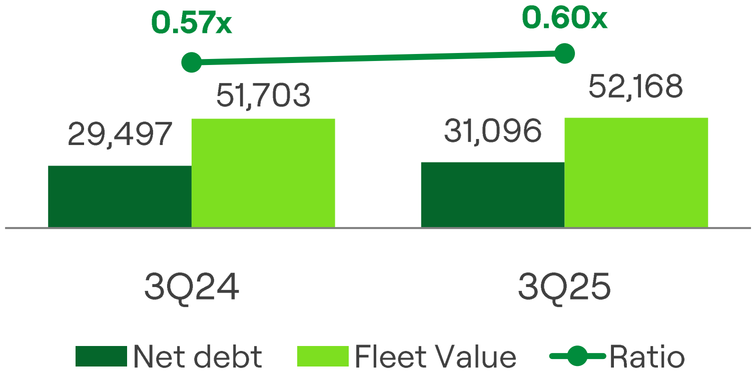
R$ million



WE ENDED THE QUARTER WITH COMFORTABLE DEBT RATIOS

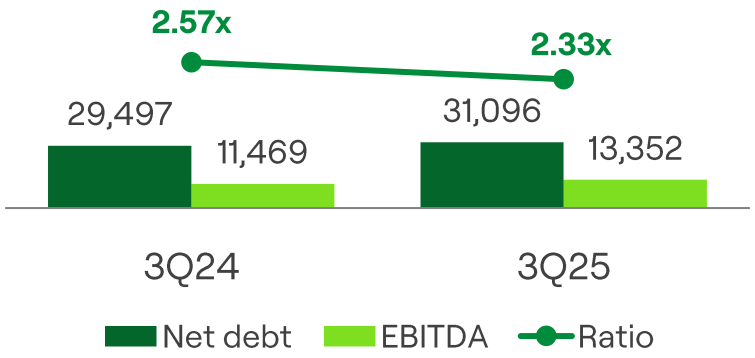
Net debt vs. Fleet value

R$ million



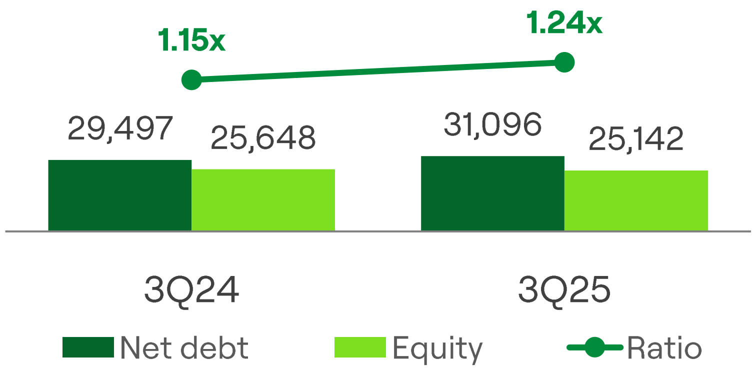
Net debt vs. EBITDA LTM

R$ million



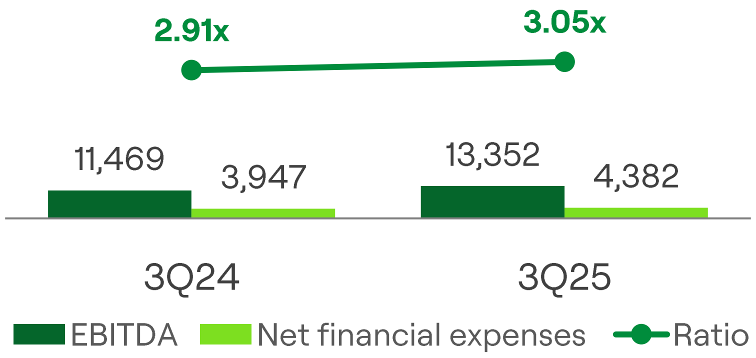
Net debt vs. Equity

R$ million



EBITDA LTM vs. Net financial expenses LTM

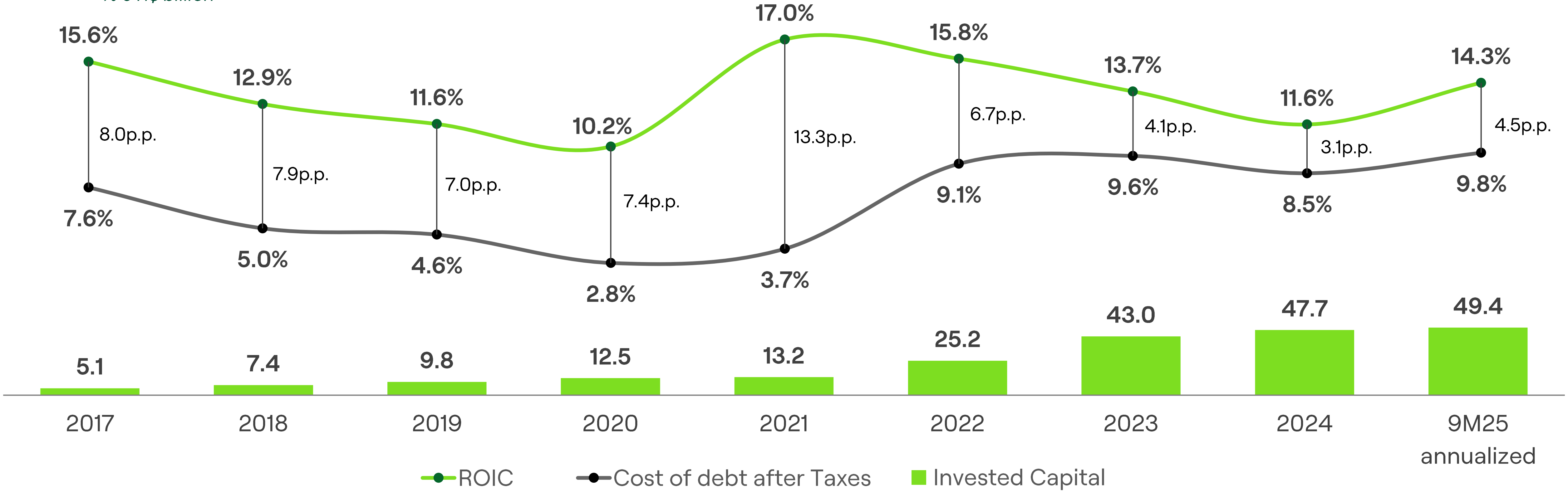
R$ million



ANNUALIZED ROIC OF 14.3%, AN INCREASE OF 2.7 P.P. (VS.2024), WITH A 4.5 P.P. SPREAD OVER KD, REFLECTING PRICE RECOVERY AND COST MANAGEMENT INITIATIVES

Evolution of ROIC spread and capital base

% e R$ billion



ROIC calculated: NOPAT = EBIT X (1 - effective income tax rate); Invested Capital = Net Debt + Equity – Goodwill
Invested capital of Localiza stand-alone until June 30th, 2022
In the 9M25 ROIC, the effects from the write-off of tax loss carryforward credits from Locamerica and the impacts of the IPI reduction were excluded

THANK YOU!

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