

Webcast

4T25



Índice Brasil 50 **IBRX 50**

Índice Carbono Eficiente **ICO2**

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

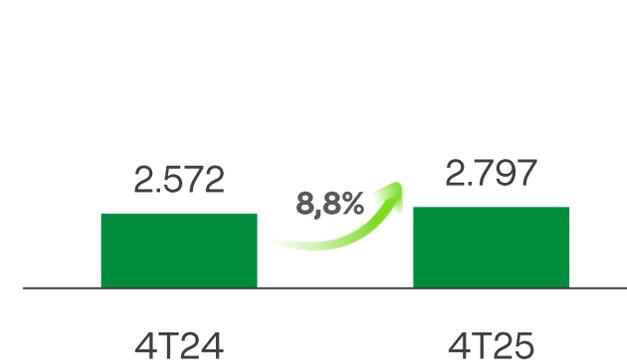
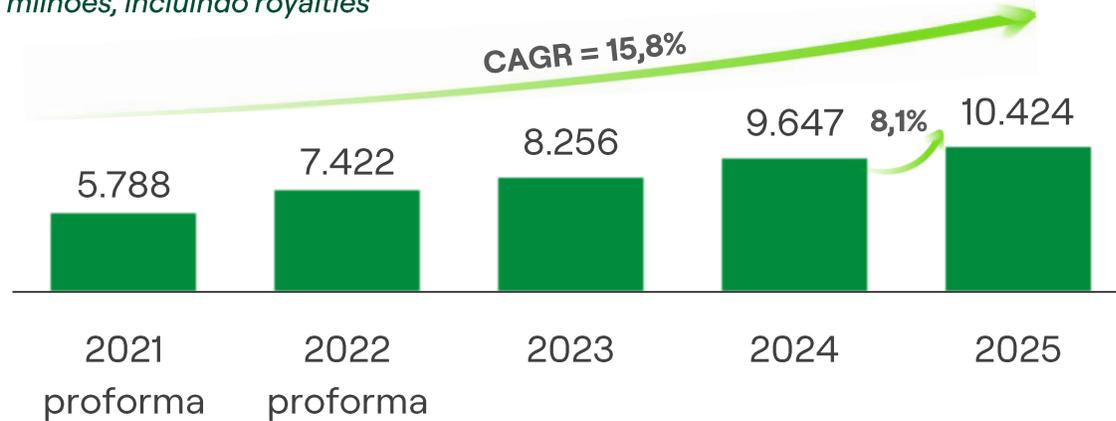
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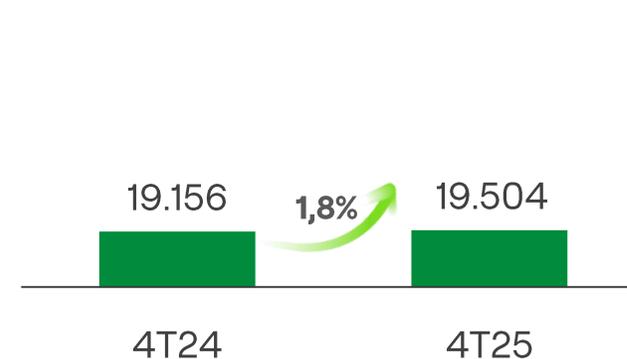
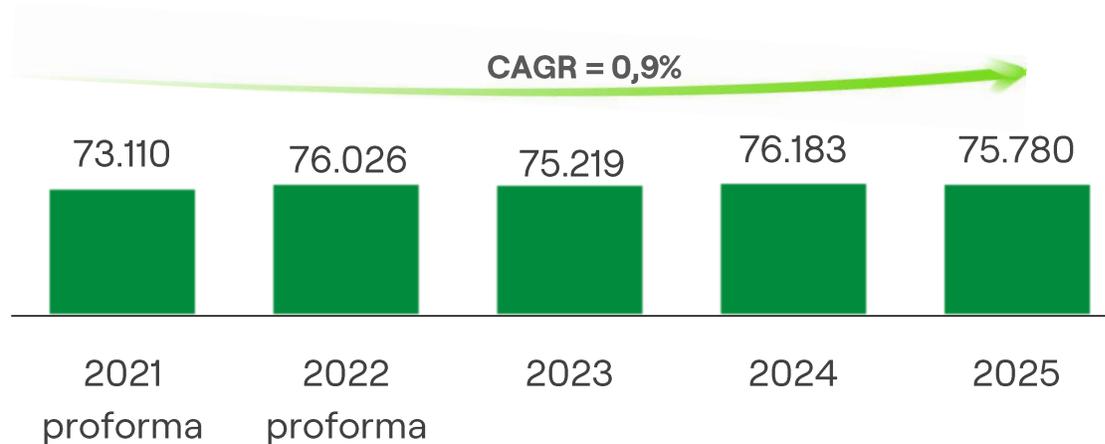
Receita Líquida – Aluguel de Carros

R\$ milhões, incluindo royalties



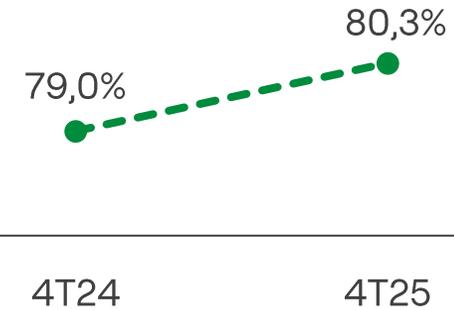
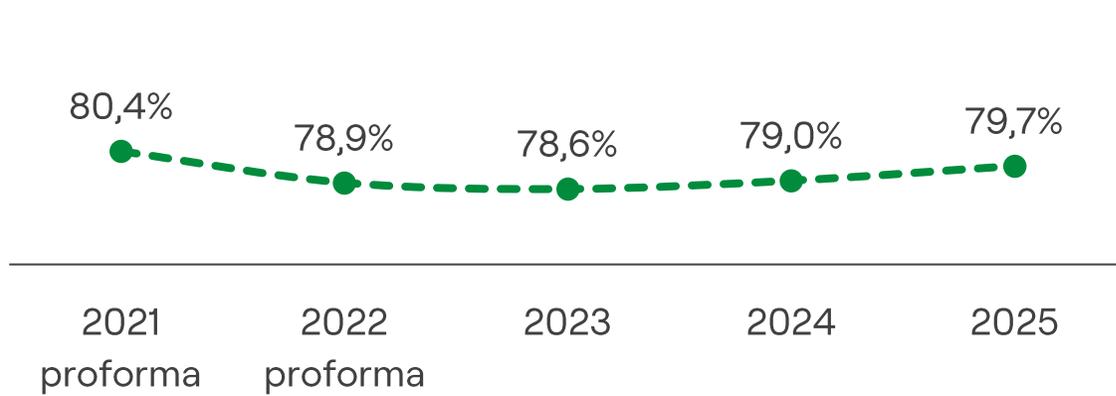
Número de Diárias – Aluguel de Carros

Em milhares



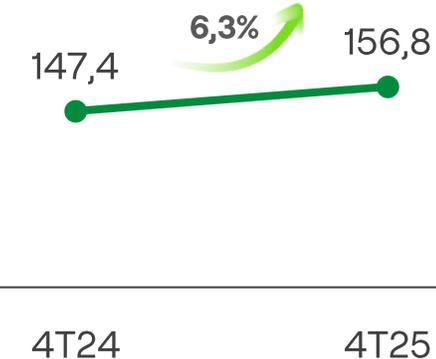
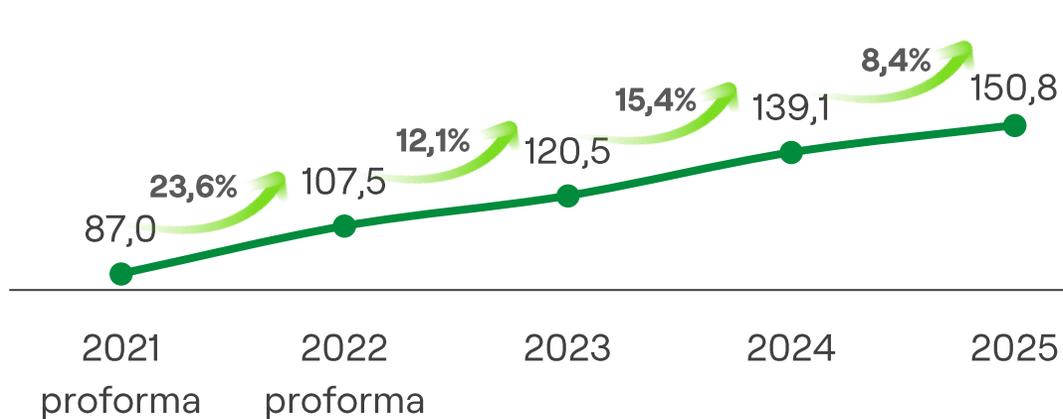
Taxa de Utilização – Aluguel de Carros

%



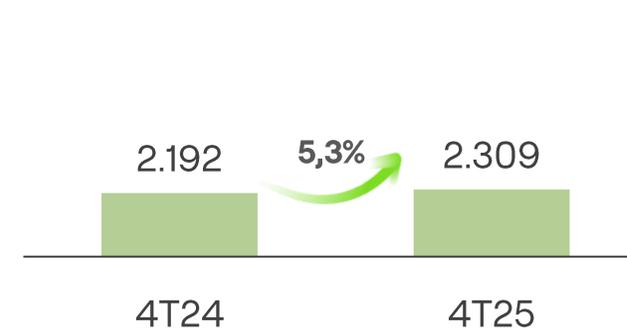
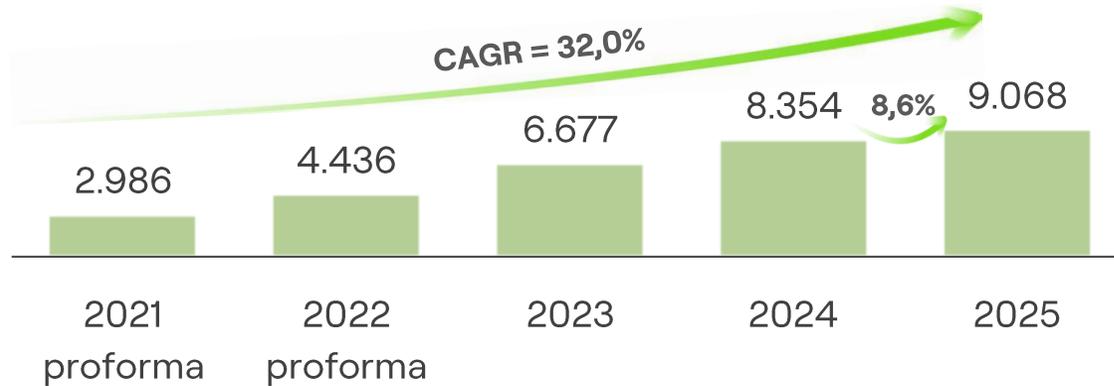
Diária Média – Aluguel de Carros

R\$



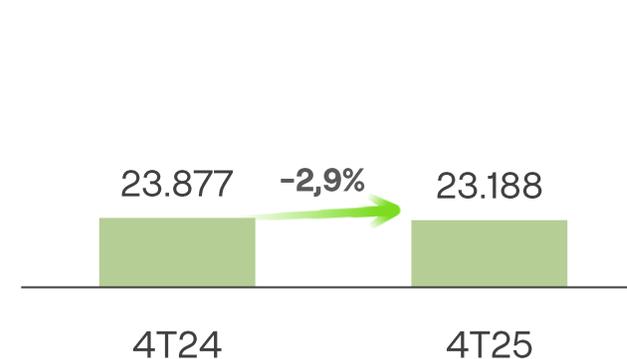
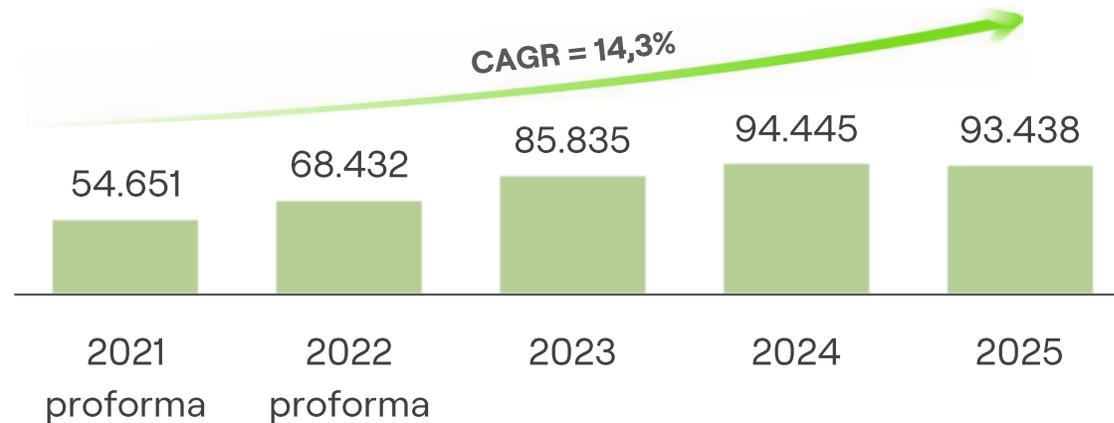
Receita Líquida – Gestão de Frotas

R\$ milhões, incluindo receitas de telemetria e outras iniciativas



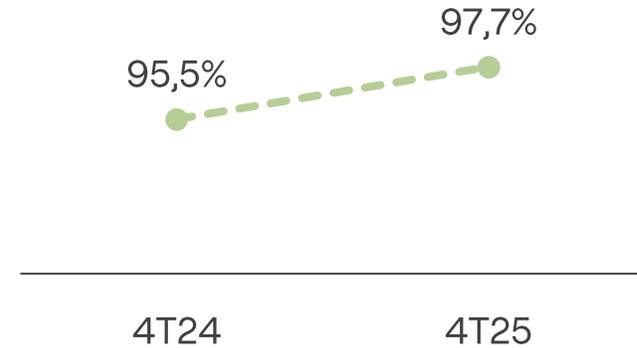
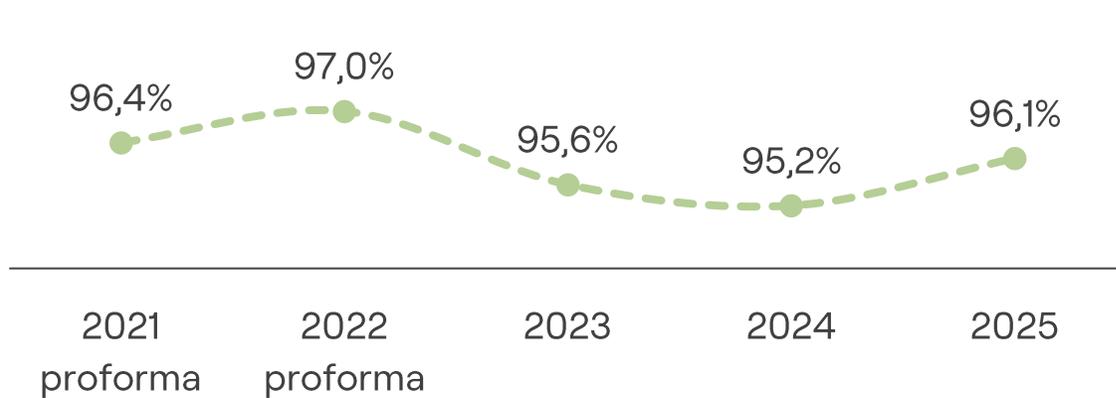
Número de Diárias – Gestão de Frotas

Em milhares



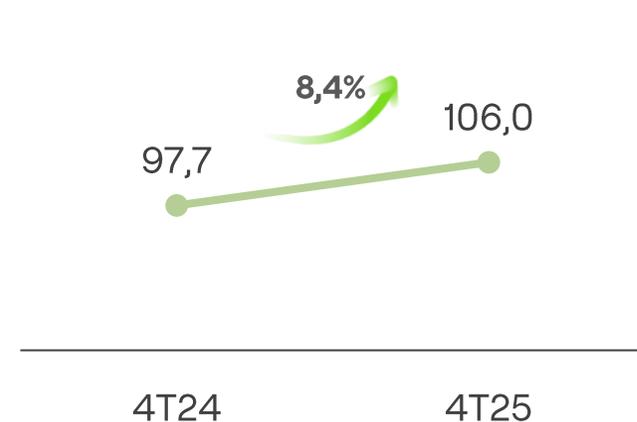
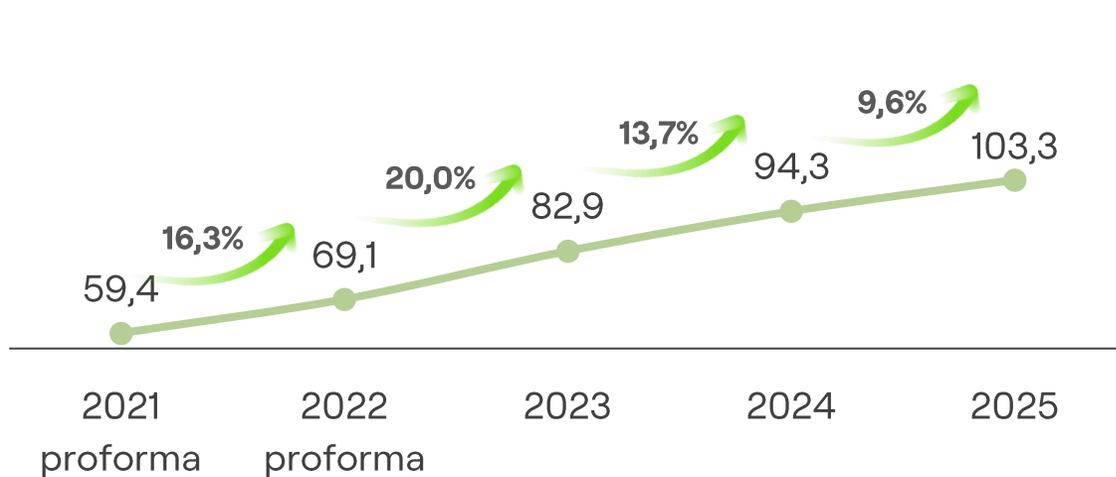
Taxa de Utilização – Gestão de Frotas

%



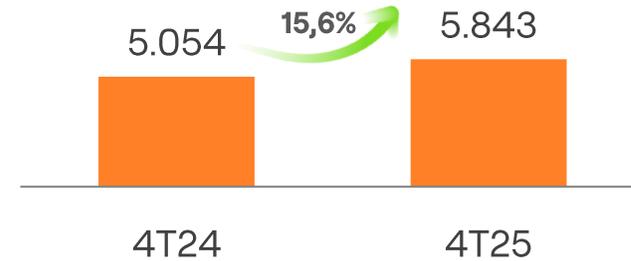
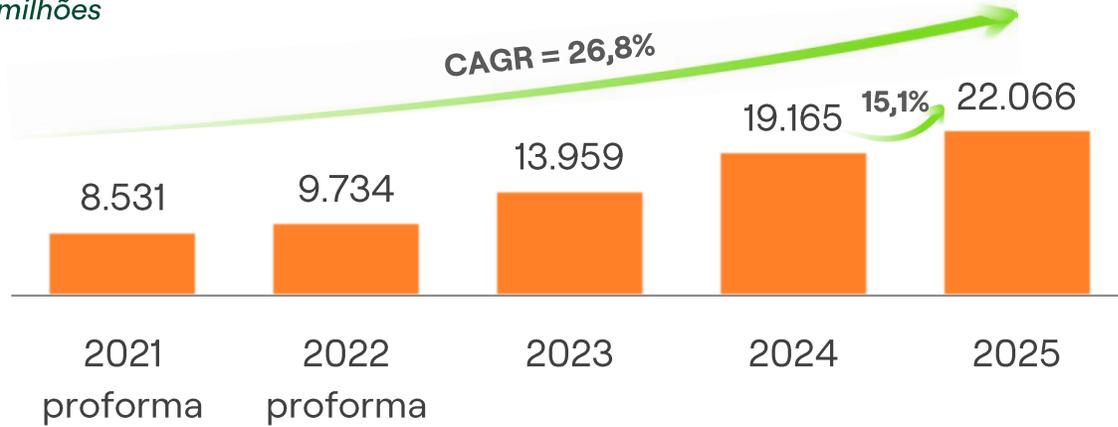
Diária Média – Gestão de Frotas

R\$



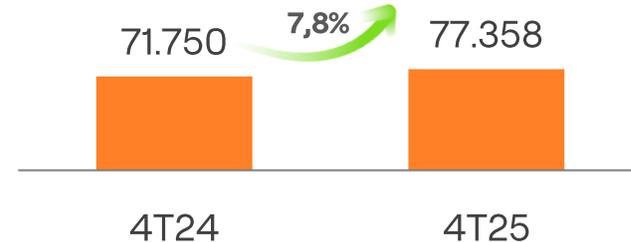
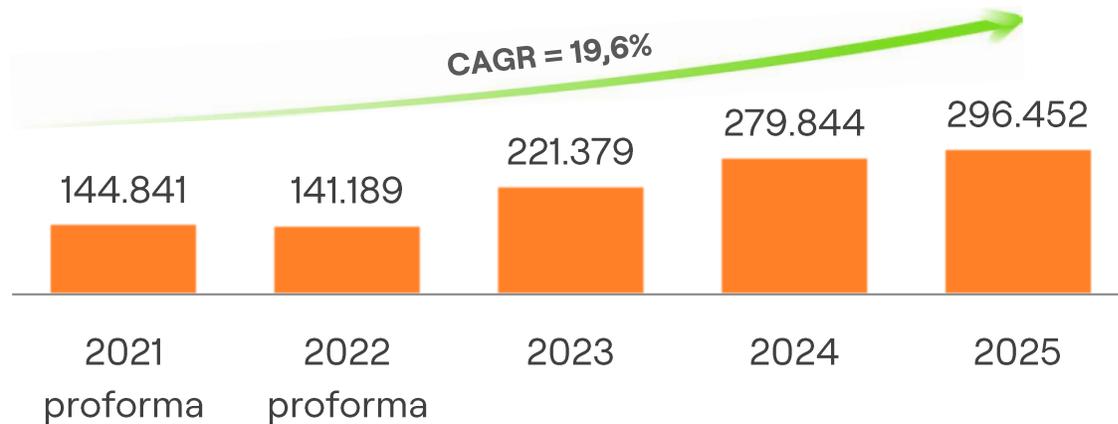
Receita Líquida - Seminovos

R\$ milhões



Carros vendidos - Seminovos

Quantidade

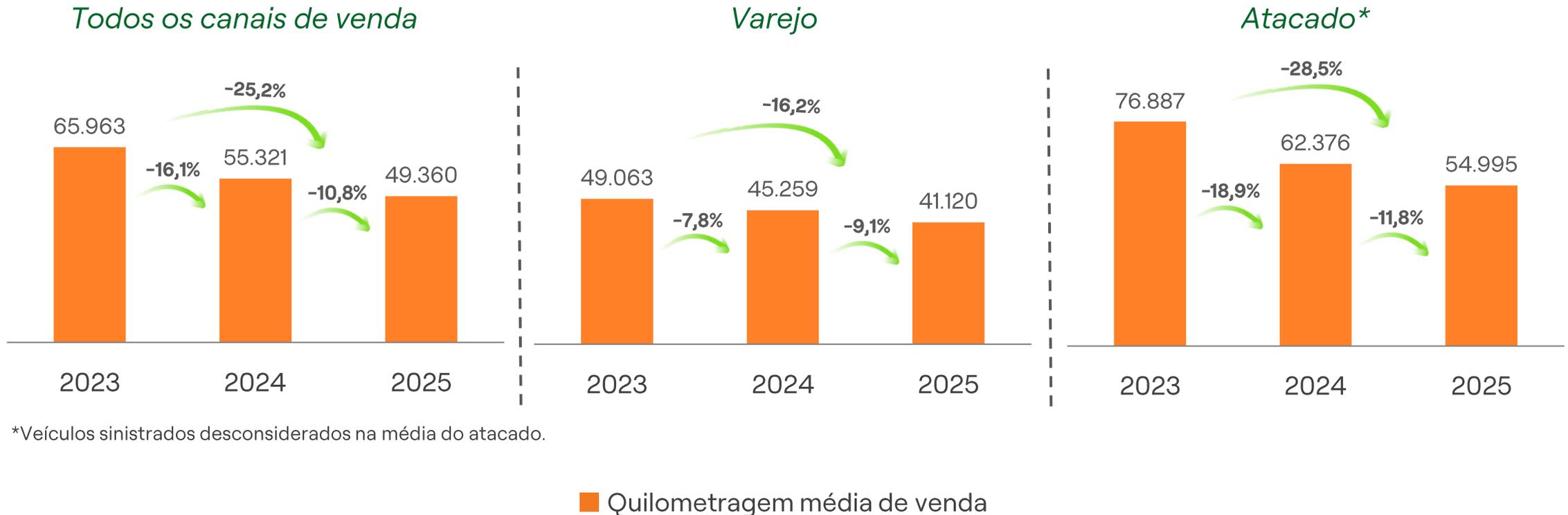


REDUÇÃO DE 25,2% NA QUILOMETRAGEM MÉDIA DO CARRO VENDIDO (2025 X 2023), REFLETINDO O AVANÇO NO PROCESSO DE REJUVENESCIMENTO DA FROTA



Quilometragem média de venda – Seminovos

Unidades



NO 4T25 FORAM ADICIONADOS 23,7 MIL CARROS À FROTA, RESULTANDO EM UM INVESTIMENTO LÍQUIDO DE R\$3,4 BILHÕES. NO ANO, A REDUÇÃO DA FROTA REFLETE A BUSCA POR GANHOS DE PRODUTIVIDADE



Compra e venda de carros

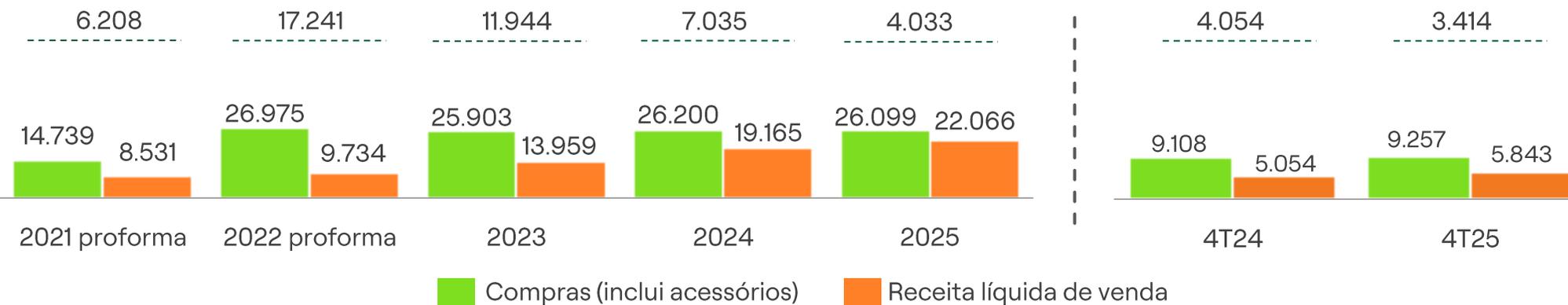
Quantidade*



* Não considera carros baixados por roubo ou sinistro.

Investimento líquido na frota

R\$ milhões

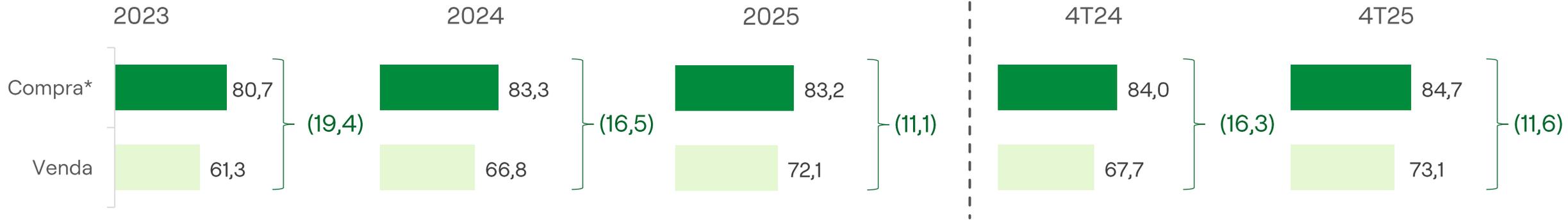


REDUÇÃO DO CAPEX DE RENOVAÇÃO EM AMBAS AS DIVISÕES DE 2024 PARA 2025 CONTRIBUINDO PARA A GERAÇÃO DE CAIXA



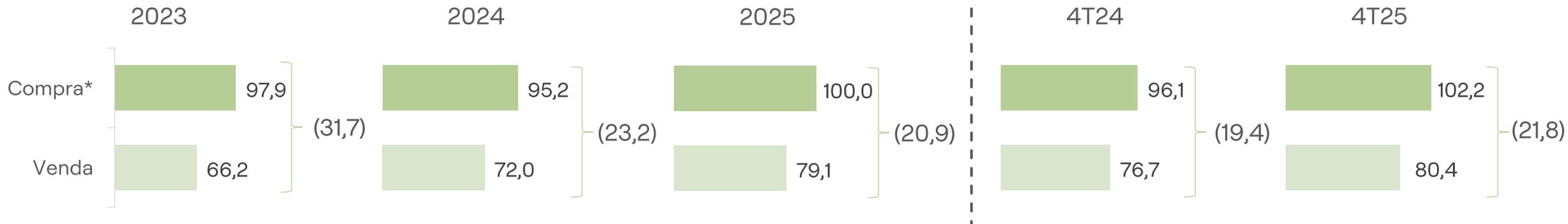
Preço médio de compra e venda – Aluguel de Carros

R\$ mil



Preço médio de compra e venda – Gestão de Frotas

R\$ mil



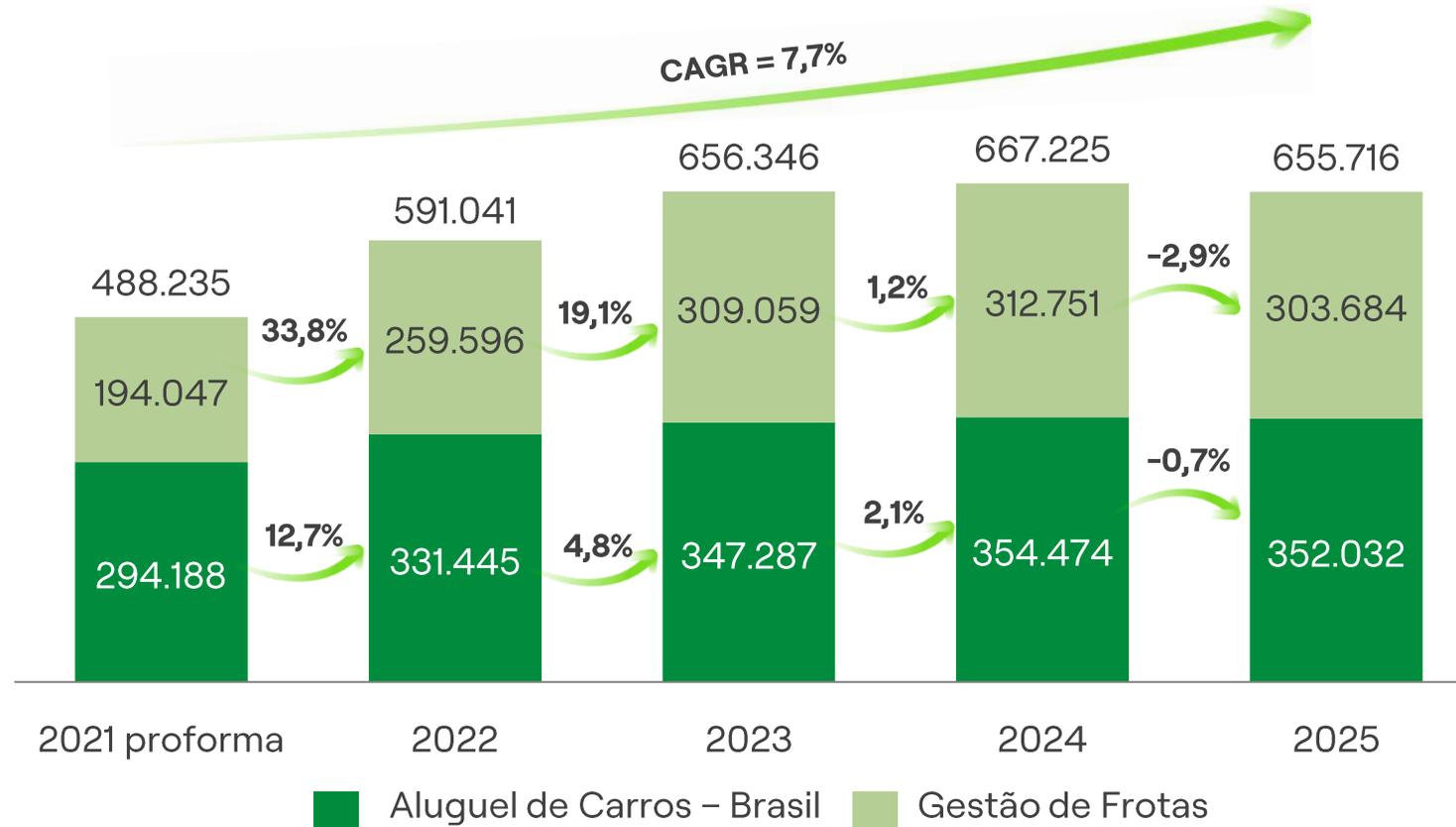
*Não considera acessórios

ENCERRAMOS O ANO COM 656 MIL CARROS NO BRASIL. A REDUÇÃO DE CERCA DE 12 MIL CARROS NO ANO REFLETE O AUMENTO DE PRODUTIVIDADE E O PROCESSO DE OTIMIZAÇÃO DO PORTFÓLIO DE CONTRATOS DE USO SEVERO



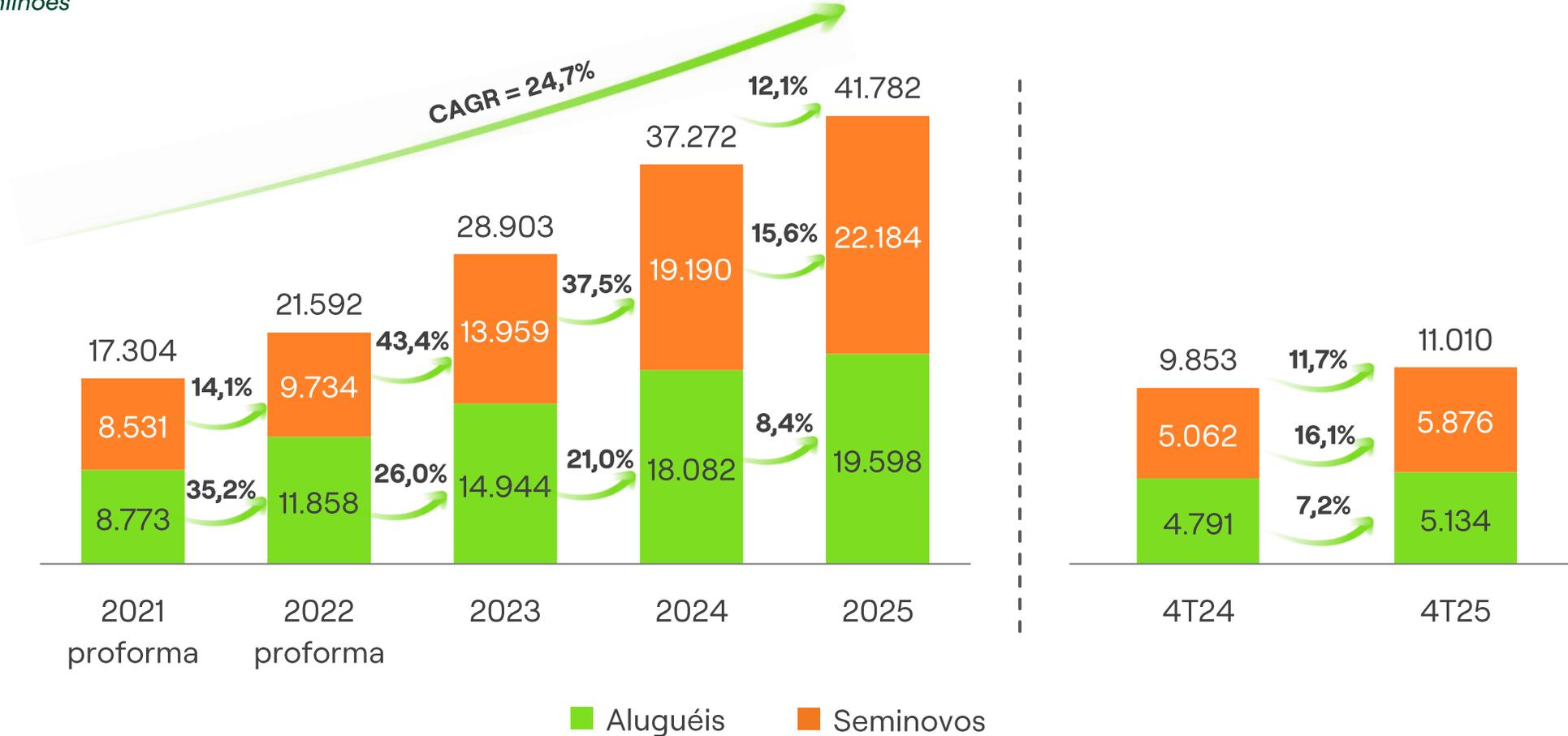
Frota final de período

Quantidade



Receita líquida consolidada

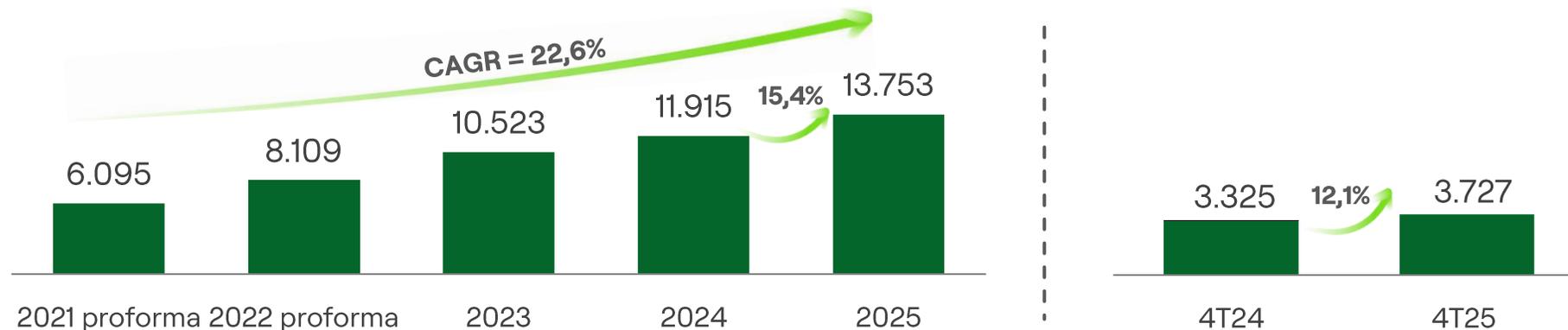
R\$ milhões



O EBITDA SOMOU R\$3,7 BILHÕES NO TRIMESTRE, AVANÇO DE 12,1%, COM FORTE AMPLIAÇÃO NAS MARGENS DE ALUGUEL. NO ANO, O EBITDA SOMOU R\$13,8 BILHÕES

EBITDA consolidado

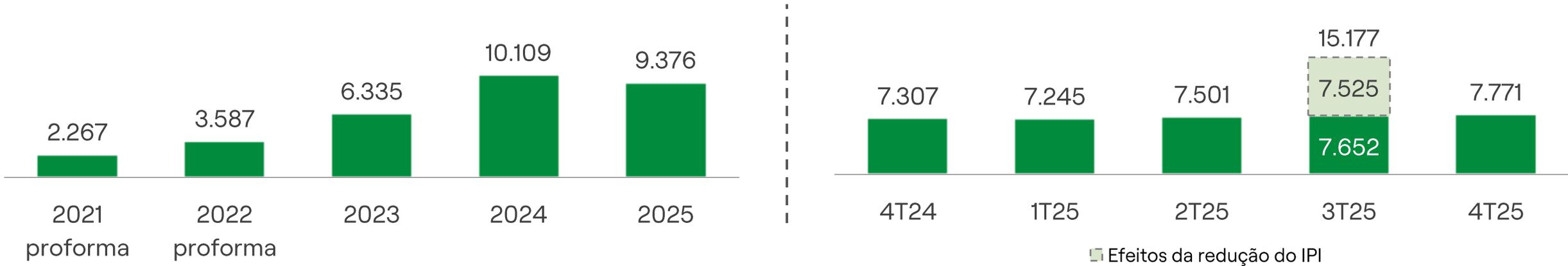
R\$ milhões



| Margem EBITDA | 2021 proforma | 2022 proforma | 2023 | 2024 | 2025 | 4T24 | 4T25 |
|---|---------------|---------------|-------|-------|-------|-------|-------|
| Aluguel de Carros Brasil e Franchising | 49,3% | 56,2% | 64,4% | 62,0% | 67,0% | 65,6% | 68,6% |
| Gestão de Frotas | 65,5% | 65,6% | 72,6% | 66,8% | 72,6% | 69,8% | 76,2% |
| Aluguel Consolidado | 54,8% | 59,7% | 68,1% | 64,2% | 69,6% | 67,5% | 72,0% |
| Aluguel Consolidado + México | 54,8% | 59,7% | 67,8% | 63,4% | 68,5% | 66,7% | 70,7% |
| Seminovos | 15,1% | 10,6% | 2,9% | 2,3% | 1,5% | 2,6% | 1,7% |
| Consolidado (sobre receitas de aluguel) | 69,5% | 68,4% | 70,4% | 65,9% | 70,2% | 69,4% | 72,6% |

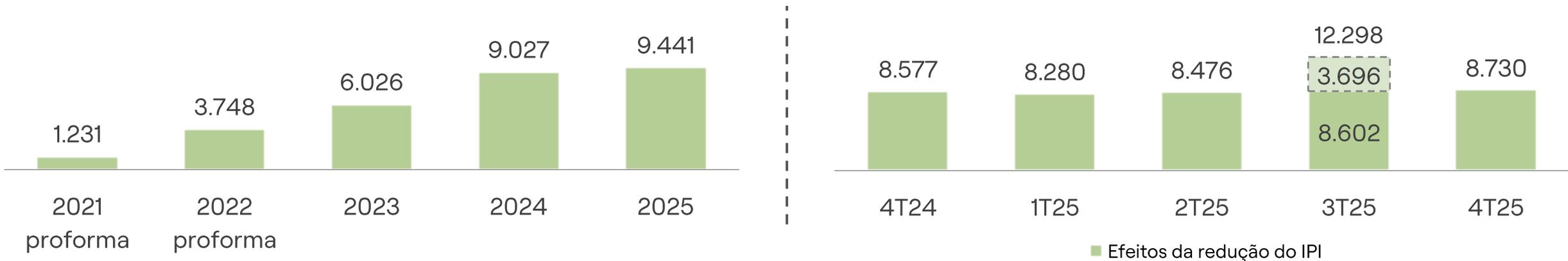
Depreciação média anualizada por carro – Aluguel de Carros

R\$ mil



Depreciação média anualizada por carro – Gestão de Frotas

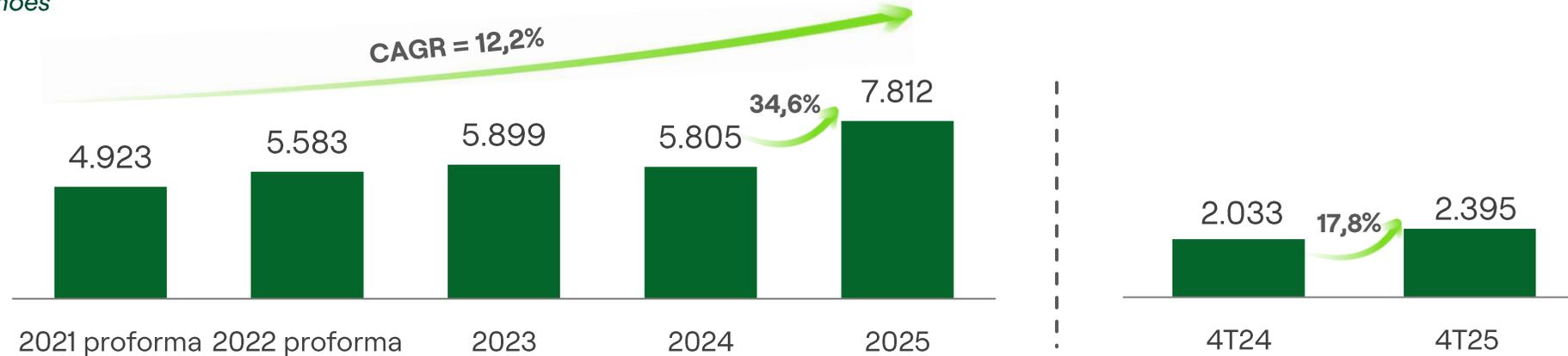
R\$ mil



R\$2,4 BILHÕES EM EBIT NO TRIMESTRE, AVANÇO DE 17,8% NA COMPARAÇÃO ANUAL, CONTRIBUINDO PARA A ENTREGA DE R\$7,8 BILHÕES EM EBIT NO ANO

EBIT consolidado

R\$ milhões



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

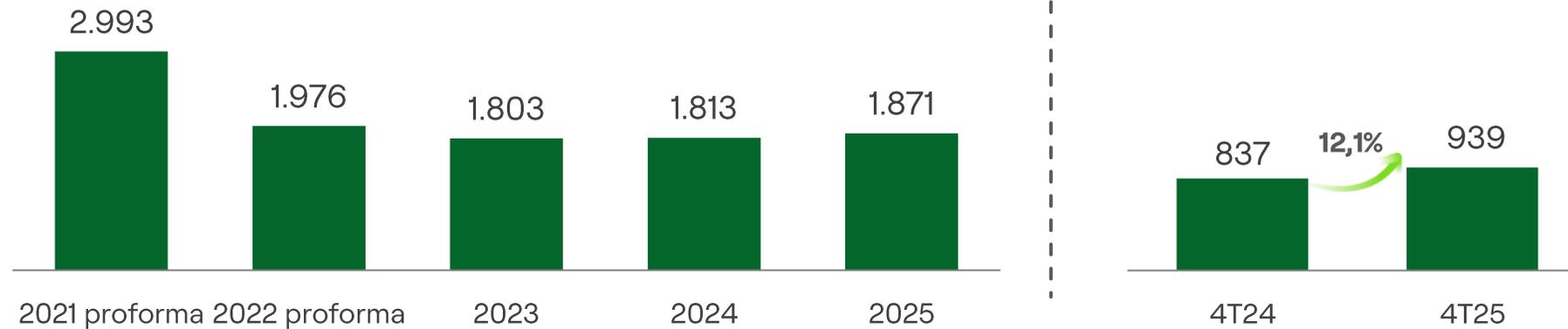
| Margem EBIT | 2021 proforma | 2022 proforma | 2023 | 2024 | 2025 | 4T24 | 4T25 |
|---|---------------|---------------|-------|-------|-------|-------|-------|
| Aluguel de Carros Brasil e Franchising | 54,9% | 46,7% | 33,9% | 29,3% | 38,0% | 43,3% | 45,5% |
| Gestão de Frotas | 58,5% | 47,7% | 47,3% | 37,5% | 44,5% | 43,6% | 51,3% |
| Consolidado (sobre receitas de aluguel) | 56,1% | 47,1% | 39,9% | 33,1% | 41,0% | 43,5% | 48,1% |
| Aluguel Consolidado + México | 56,1% | 47,1% | 39,5% | 32,1% | 39,9% | 42,4% | 46,6% |

R\$939 MILHÕES DE LUCRO LÍQUIDO NO TRIMESTRE, CRESCIMENTO DE 12,1% NA COMPARAÇÃO COM O 4T24. O LUCRO DO ANO FOI IMPACTADO PELA REDUÇÃO DO IPI E BAIXA DE PREJUÍZO FISCAL DA LOCAMERICA



Lucro líquido consolidado

R\$ milhões



| Reconciliação EBITDA x Lucro líquido | 2024 | 2025 | 2025 ajustado* | 4T24 | 4T25 | Var. R\$ | Var. % |
|---|---------------|---------------|----------------|--------------|--------------|------------|--------------|
| EBITDA Consolidado | 11.915 | 13.753 | 13.890 | 3.325 | 3.727 | 402 | 12,1% |
| Depreciação de carros | (5.610) | (5.413) | (4.621) | (1.173) | (1.193) | (20) | 1,7% |
| Depreciação e amortização de outros imobilizados | (524) | (573) | (573) | (136) | (149) | (14) | 10,0% |
| Amortização de mais valia | 24 | 45 | 45 | 16 | 9 | (7) | -42,9% |
| EBIT | 5.805 | 7.812 | 8.741 | 2.033 | 2.395 | 362 | 17,8% |
| Despesas financeiras, líquidas | (3.939) | (4.614) | (4.614) | (967) | (1.198) | (232) | 24,0% |
| Imposto de renda e contribuição social | (53) | (1.327) | (1.643) | (230) | (258) | (29) | 12,4% |
| Lucro líquido do período | 1.813 | 1.871 | 2.484 | 837 | 939 | 101 | 12,1% |
| IR e CSLL diferidos sobre prejuízo fiscal da Locamerica | - | - | 937 | - | - | - | - |
| Lucro líquido do período | 1.813 | 1.871 | 3.421 | 837 | 939 | 101 | 12,1% |

*Ajustado para os efeitos do IPI verde (Imposto sobre Produtos Industrializados) e pela baixa do prejuízo fiscal de Locamerica

Fluxo de caixa livre

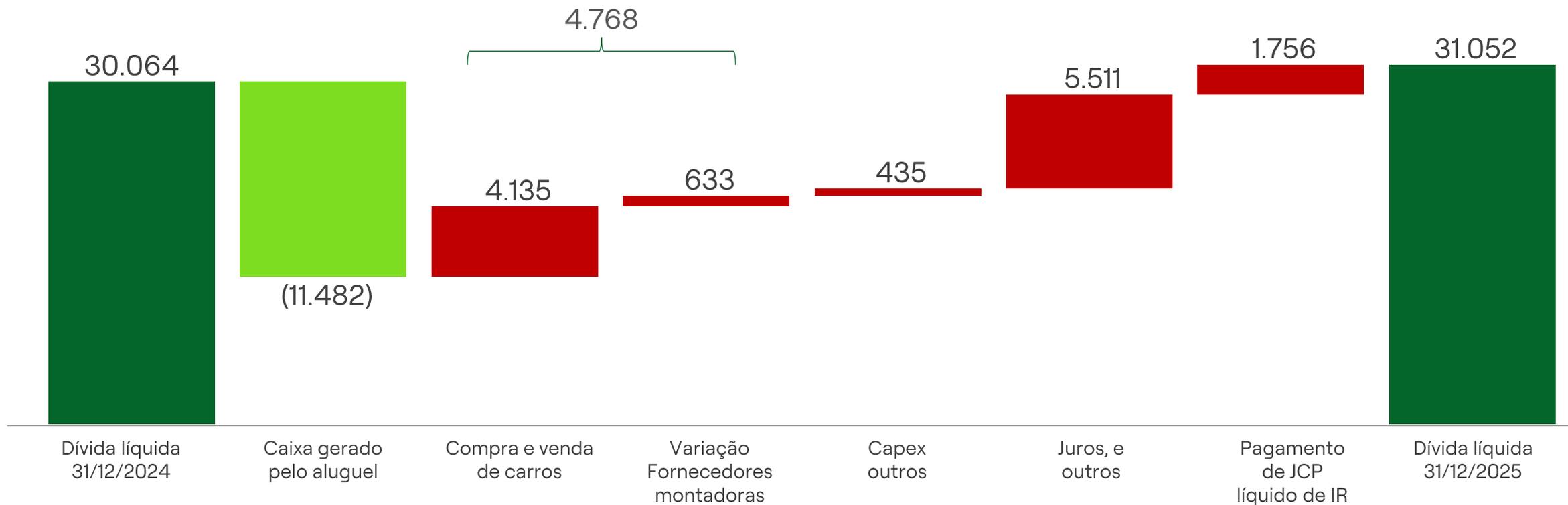
| Caixa livre gerado (R\$ milhões) | | 2021 | 2022 | 2023 | 2024 | 2025 |
|----------------------------------|--|---------|----------|----------|----------|----------|
| Operações | EBITDA | 3.698 | 6.589 | 10.523 | 11.915 | 13.753 |
| | Receita na venda dos carros líquida de impostos | (5.308) | (7.834) | (13.876) | (19.185) | (22.183) |
| | Custo depreciado dos carros baixados | 4.346 | 6.085 | 12.250 | 17.750 | 20.847 |
| | (-) Imposto de Renda e Contribuição Social | (307) | (83) | (130) | (488) | (477) |
| | Variação do capital de giro | (568) | (1.284) | (1.783) | (236) | (458) |
| | Caixa livre gerado pelas atividades de aluguel | 1.860 | 3.473 | 6.984 | 9.756 | 11.482 |
| Capex | Receita na venda dos carros líquida de impostos | 5.308 | 7.834 | 13.876 | 19.185 | 22.183 |
| | Investimento em carros | (7.656) | (22.539) | (25.950) | (26.297) | (26.319) |
| | Capex carros líquido | (2.348) | (14.705) | (12.074) | (7.112) | (4.135) |
| | Aumento (redução) na conta de fornecedores de carros | 289 | 3.918 | 2.587 | 1.086 | (633) |
| | Investimento líquido em frota | (2.059) | (10.787) | (9.487) | (6.027) | (4.768) |
| | Investimentos, outros imobilizados e intangíveis | (147) | (364) | (392) | (453) | (437) |
| | Caixa livre gerado (aplicado) antes de juros e outros | (346) | (7.679) | (2.895) | 3.276 | 6.277 |

O CAIXA GERADO PELO ALUGUEL FOI CONSUMIDO PELOS INVESTIMENTOS EM FROTA, PAGAMENTO DE JUROS E JCP, RESULTANDO EM R\$31,1 BILHÕES DE DÍVIDA LÍQUIDA AO FINAL DE 2025



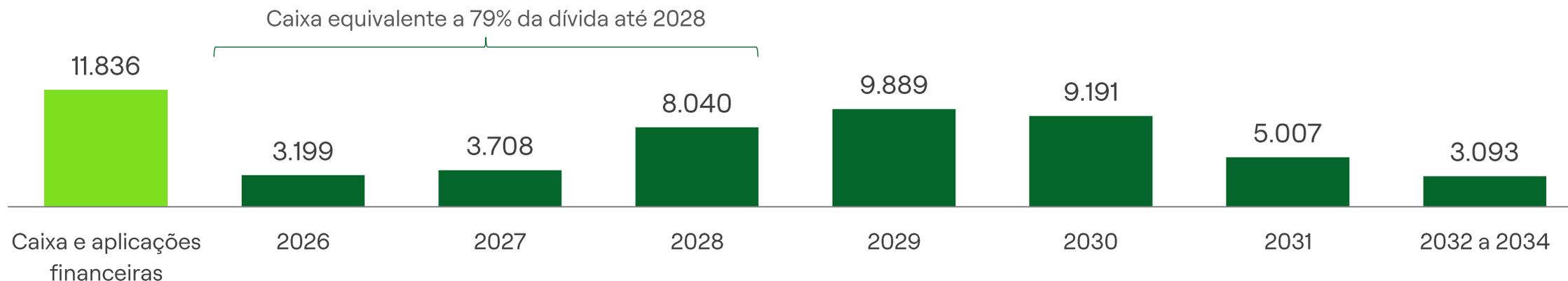
Movimentação da dívida líquida – em 31/12/2025

R\$ milhões



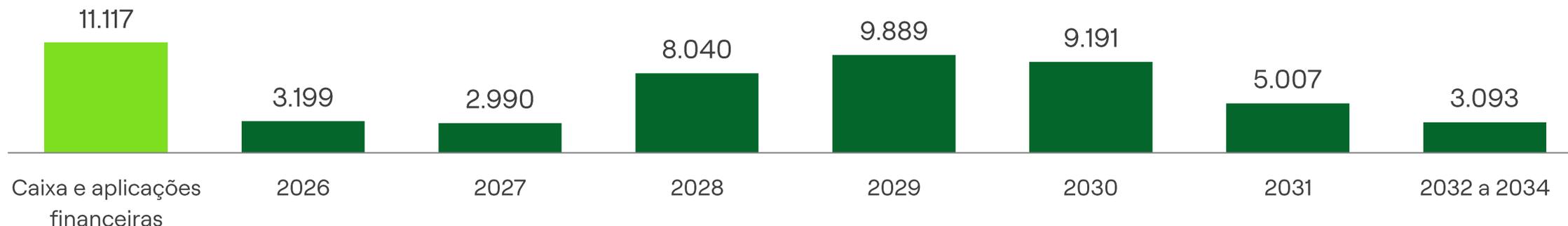
Perfil da dívida (principal) – em 31/12/2025

R\$ milhões



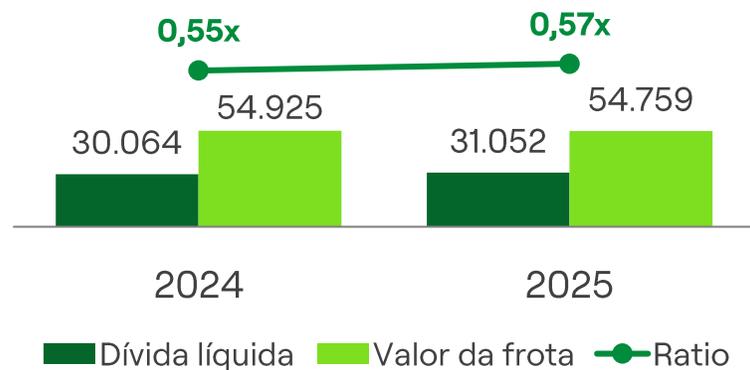
Proforma após liquidações e emissões até janeiro/2026

R\$ milhões



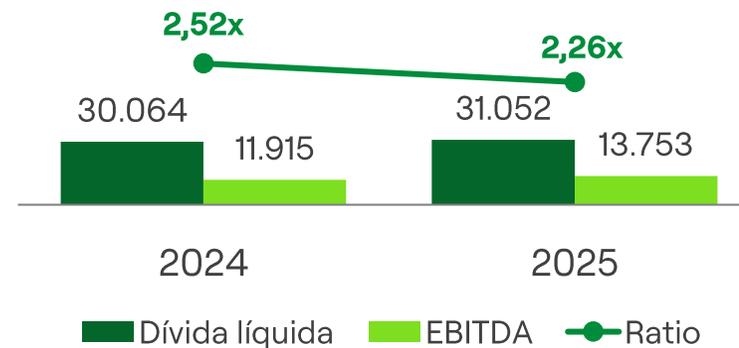
Dívida líquida vs valor da frota

R\$ milhões



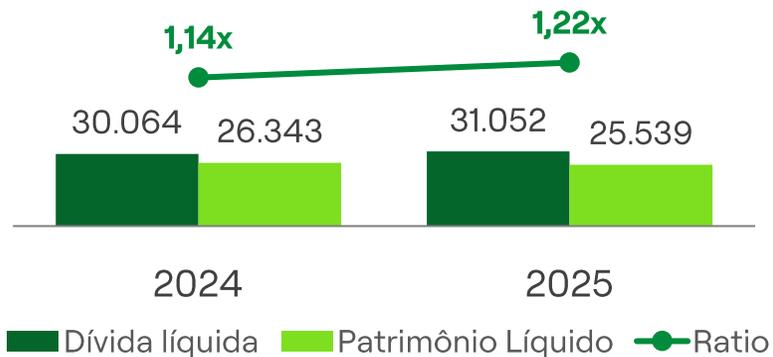
Dívida líquida vs EBITDA

R\$ milhões



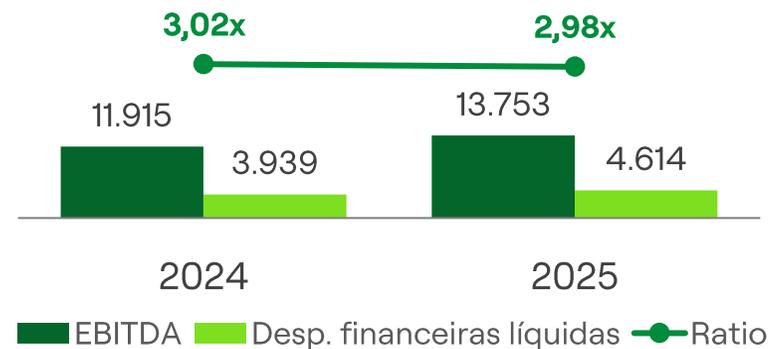
Dívida líquida vs Patrimônio Líquido

R\$ milhões



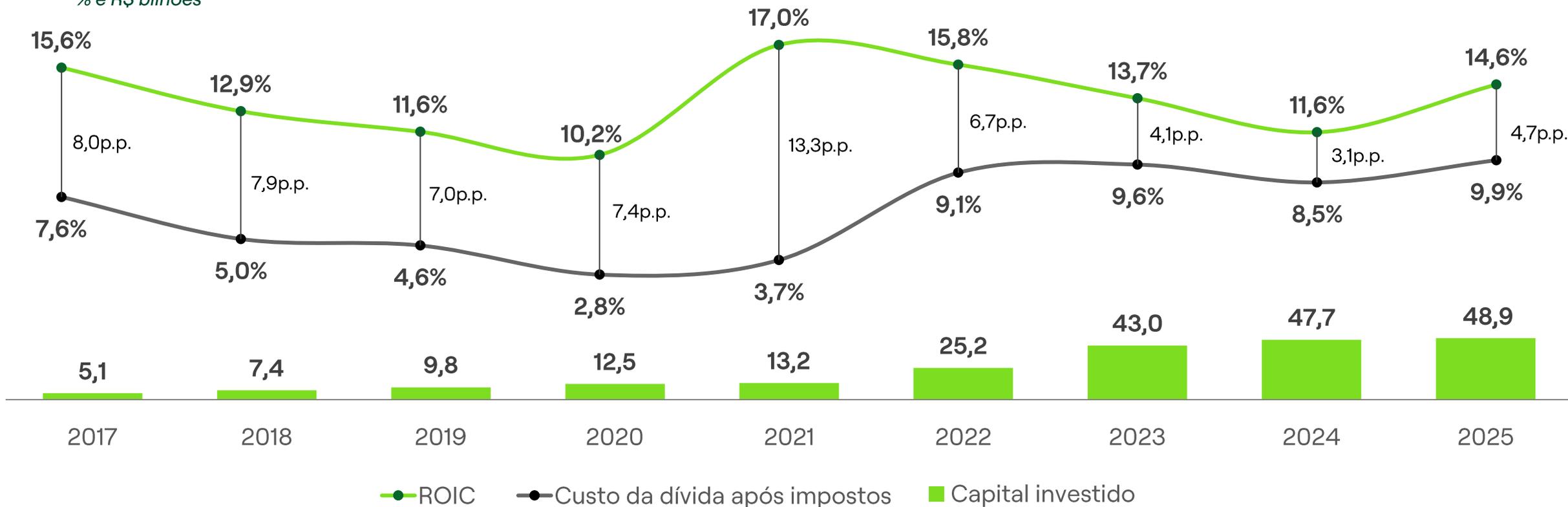
EBITDA vs Desp. Financeiras líquidas

R\$ milhões



Evolução do ROIC spread e base de capital

% e R\$ bilhões



ROIC calculado a partir de: $NOPAT = EBIT \times (1 - \text{taxa efetiva de IR})$; Capital Investido = Dívida Líquida + PL - Ágio

Base de Capital Localiza *stand-alone* até 30 de junho de 2022

No ROIC de 2025, foram desconsiderados os efeitos da baixa de créditos sobre prejuízo fiscal da Locamerica e os efeitos do IPI

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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Webcast

4Q25



Índice Brasil 50 **IBRX 50**

Índice Carbono Eficiente **ICO2**

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

OTCQX

IGPTW B3

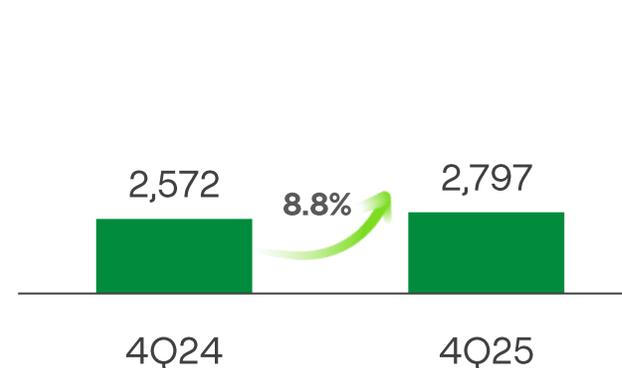
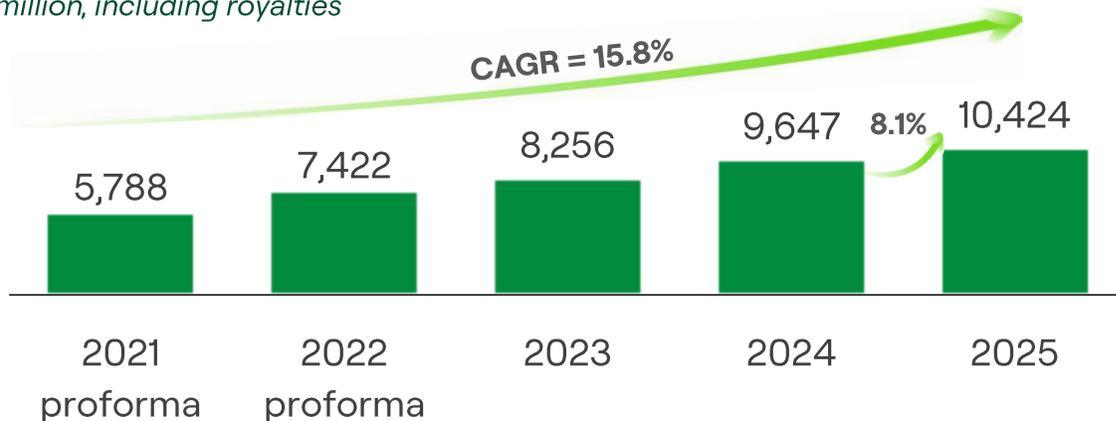
Localiza&CO

8.8% GROWTH IN NET REVENUE FOR THE QUARTER, DRIVEN BY A 1.8% INCREASE IN THE NUMBER OF RENTAL DAYS AND BY A HIGHER AVERAGE DAILY RATE



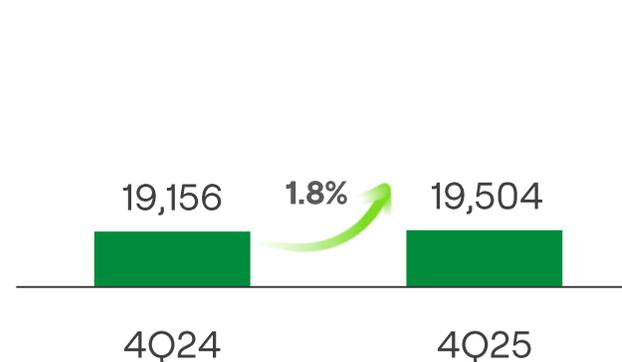
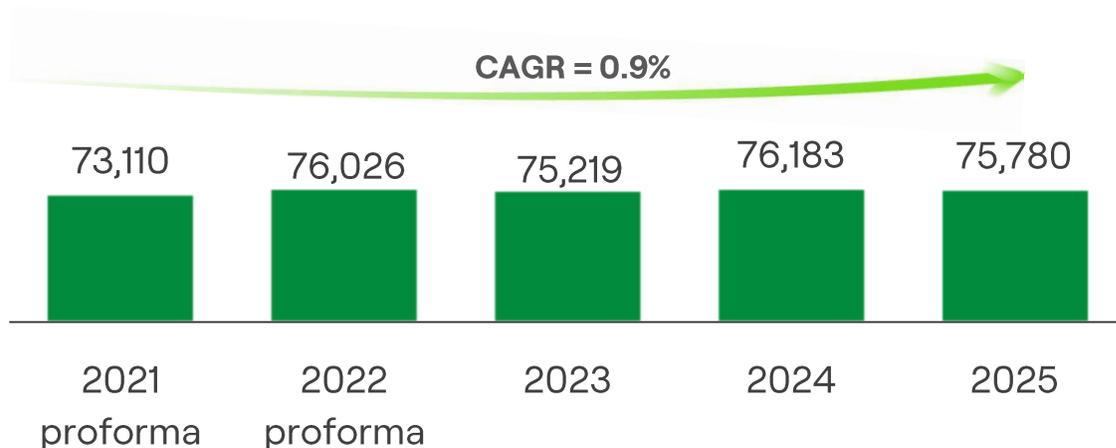
Net Revenue – Car Rental

R\$ million, including royalties



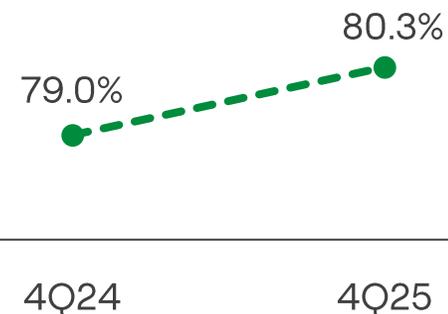
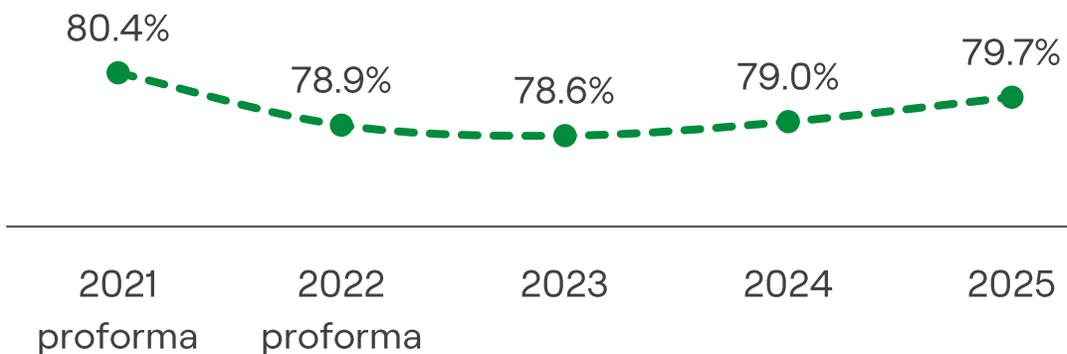
Rental Days – Car Rental

In thousands



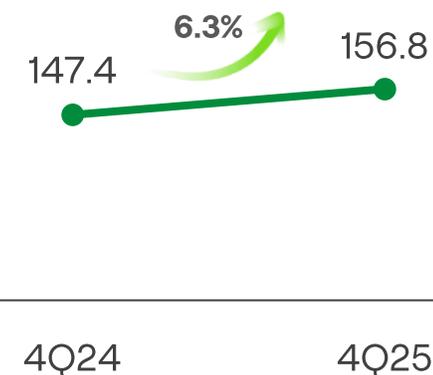
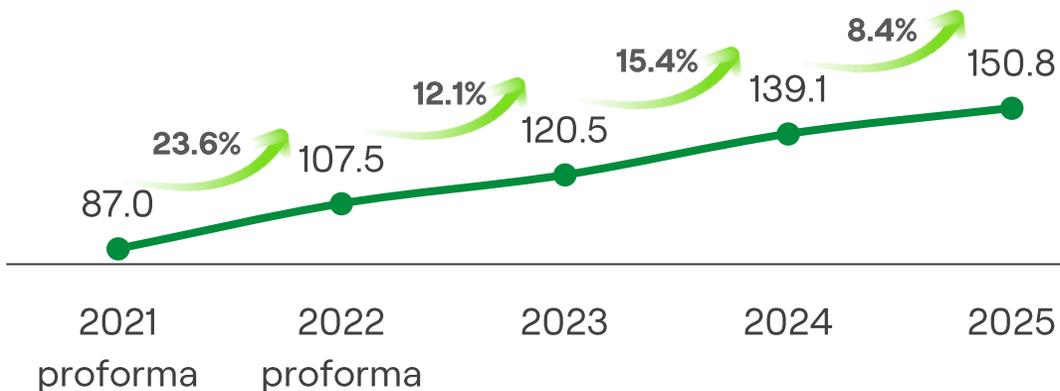
Utilization Rate – Car Rental

%



Rental Rate – Car Rental

R\$

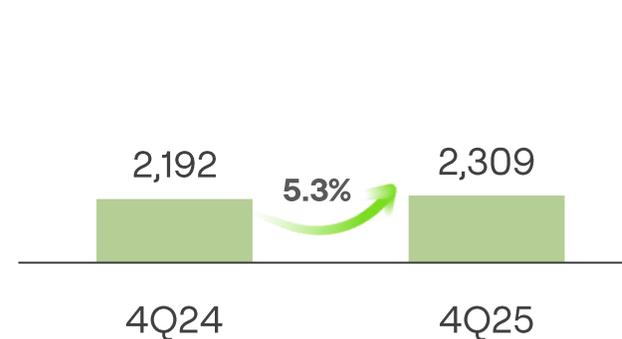
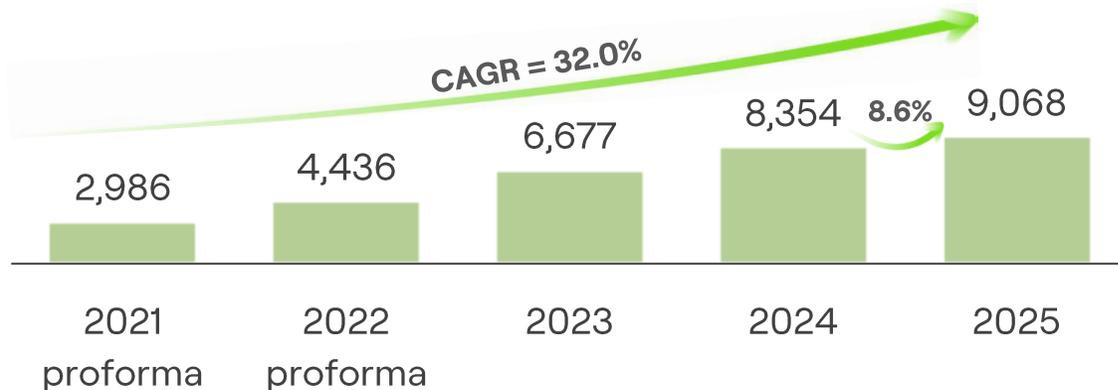


5.3% GROWTH IN NET REVENUE FOR THE QUARTER, WITH PROGRESS IN THE OPTIMIZATION OF THE SEVERE-USE PORTFOLIO REFLECTED IN THE NUMBER OF RENTAL DAYS



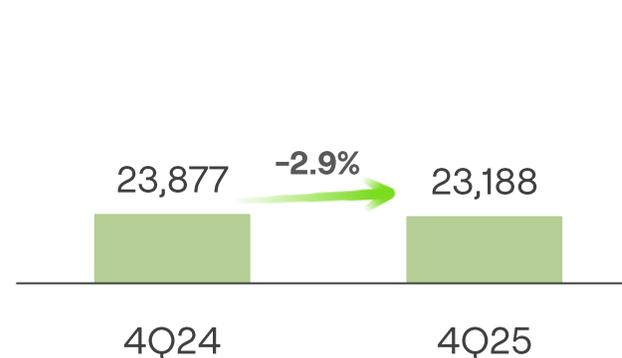
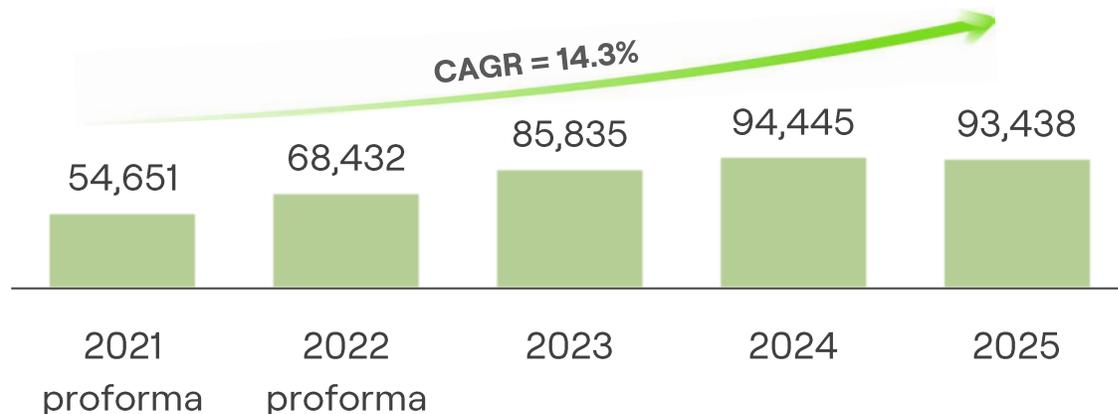
Net Revenue – Fleet Rental

R\$ million, including telematics and other initiatives



Rental Days – Fleet Rental

In thousands

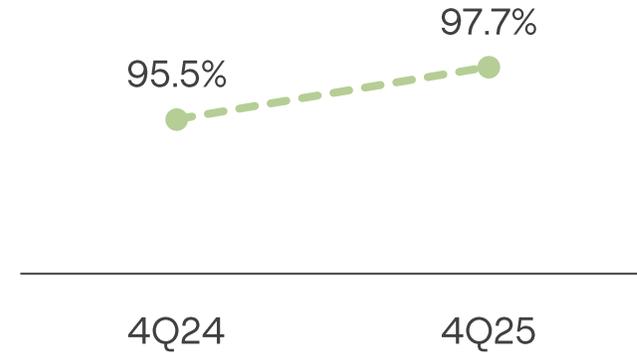
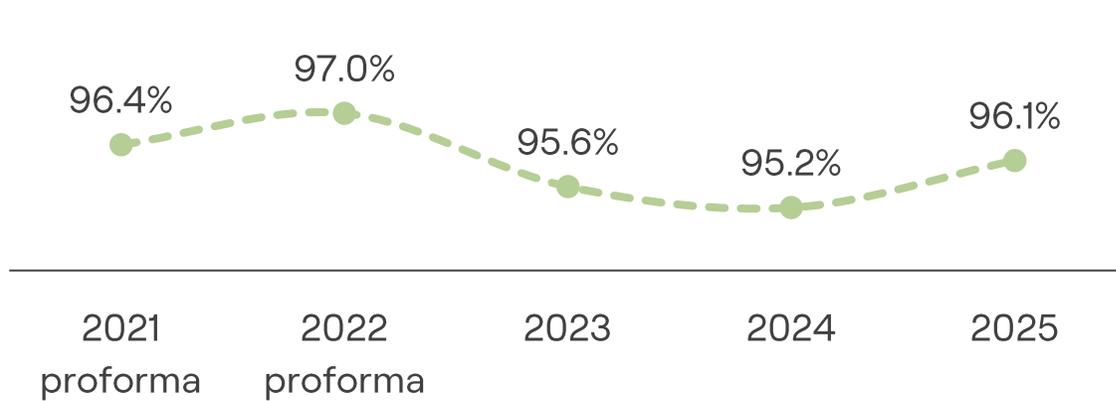


8.4% GROWTH IN THE AVERAGE DAILY RATE FOR THE QUARTER, WITH HIGHER UTILIZATION RATE



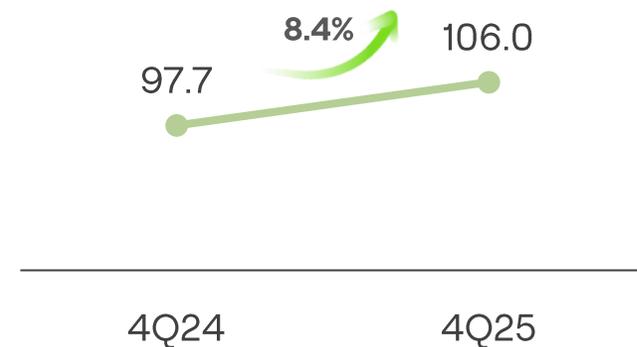
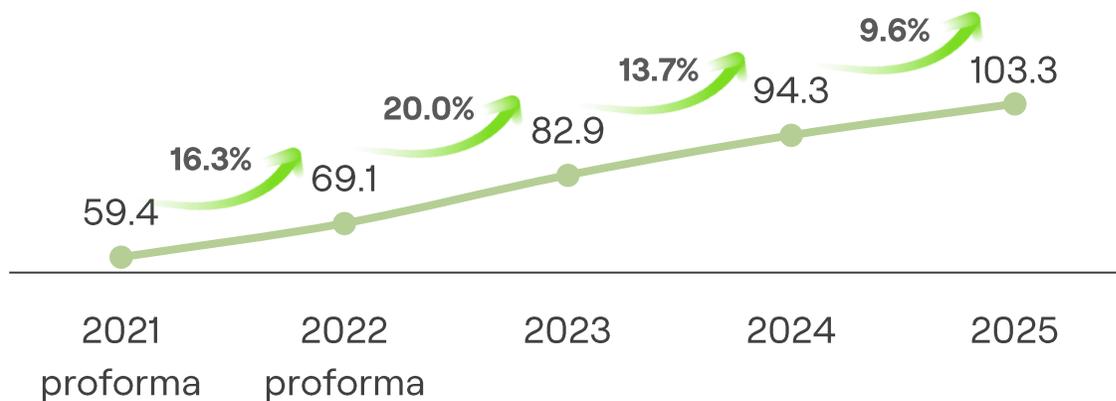
Utilization Rate – Fleet Rental

%



Rental Rate – Fleet Rental

R\$

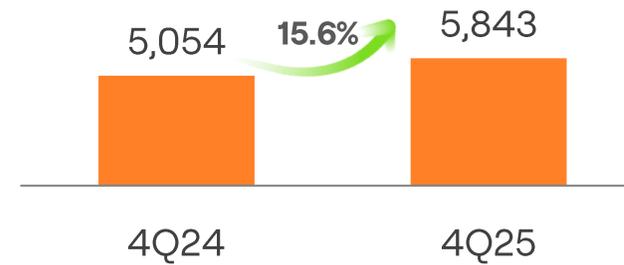
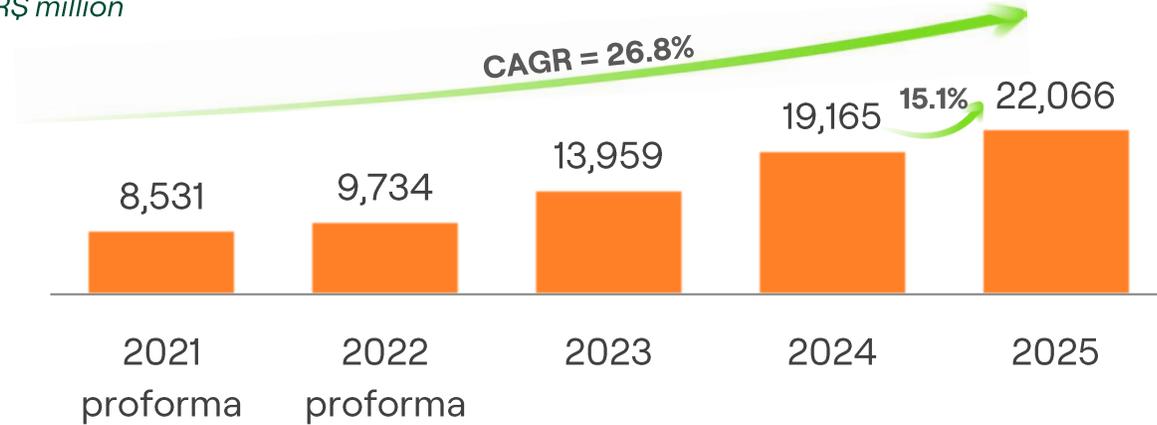


15.6% GROWTH IN NET REVENUE FROM SEMINOVOS, WITH A RECORD HIGH SALES VOLUMES IN 4Q25



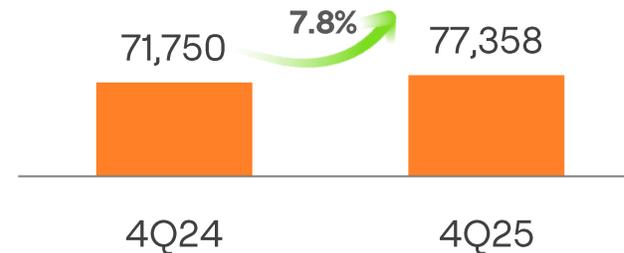
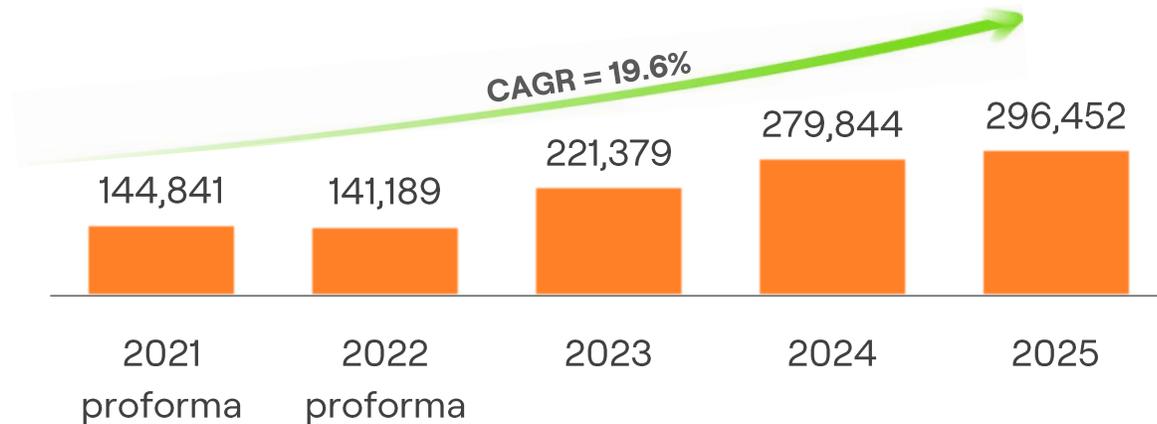
Net Revenue - Seminovos

R\$ million



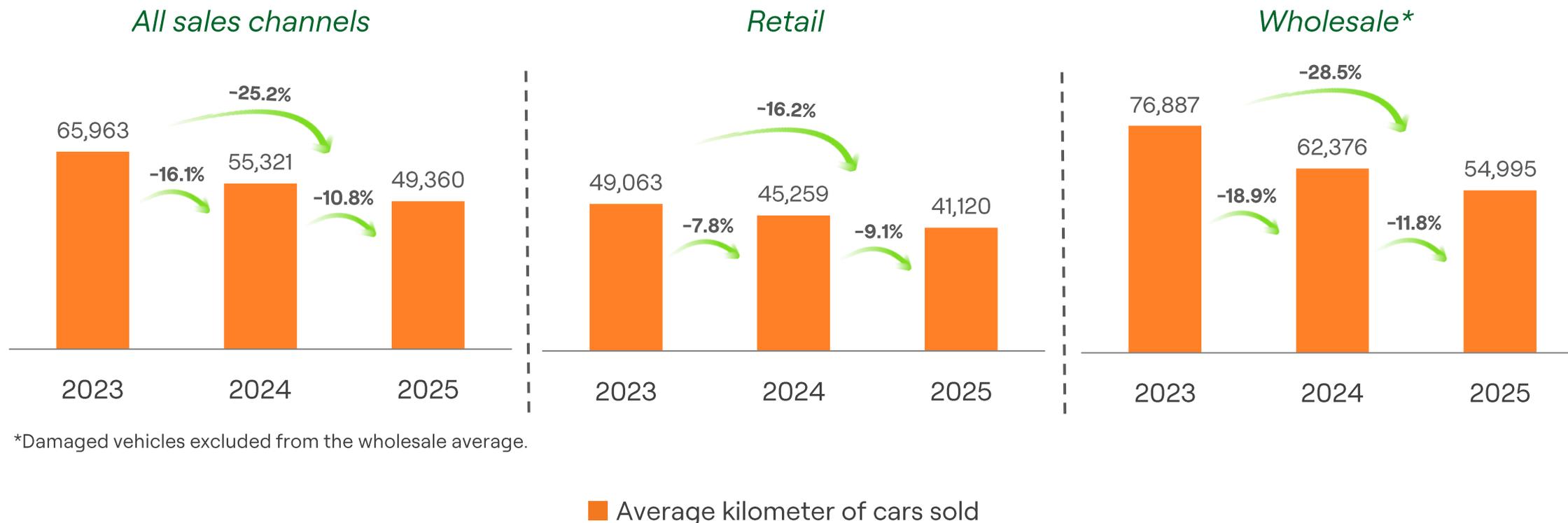
Cars sold - Seminovos

Quantity



Average kilometer of cars sold – Seminovos

Units

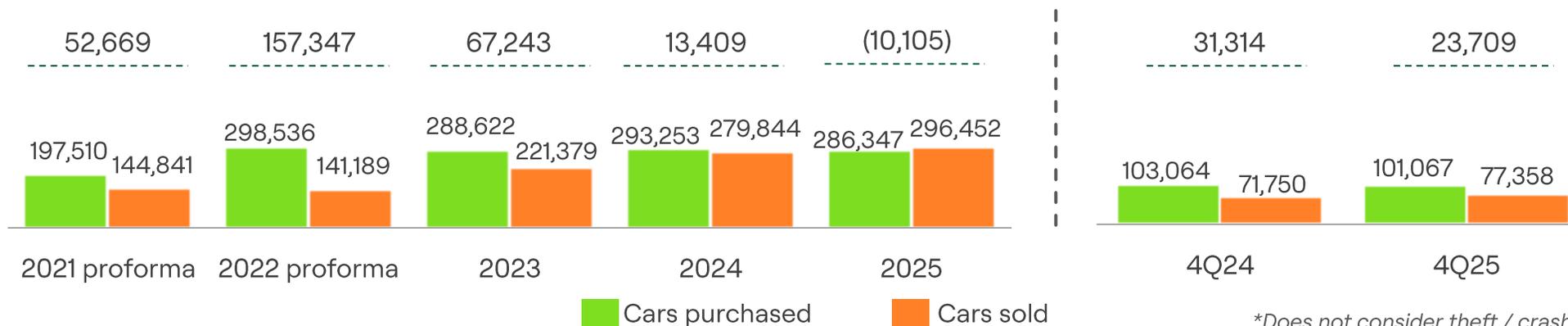


IN 4Q25, 23.7 THOUSAND CARS WERE ADDED TO THE FLEET, RESULTING IN A NET INVESTMENT OF R\$3.4 BILLION. FOR THE YEAR, THE FLEET REDUCTION REFLECTS THE PURSUIT OF PRODUCTIVITY GAINS



Car purchase and sales

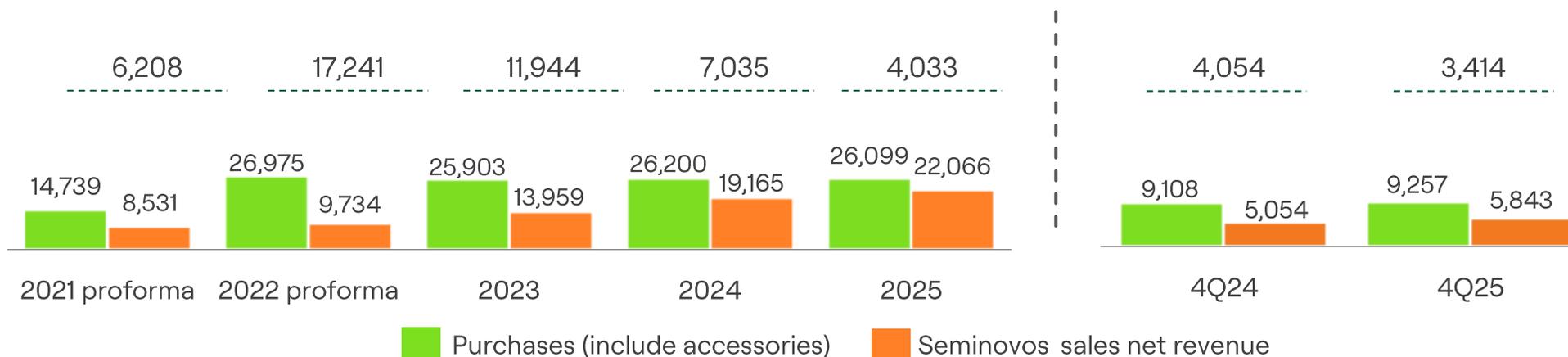
Quantity*



*Does not consider theft / crashed cars written of.

Net fleet investment

R\$ million

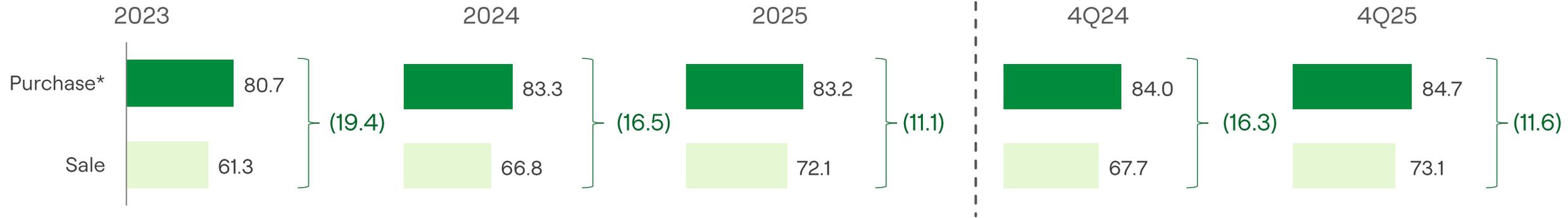


REDUCTION IN RENEWAL CAPEX IN BOTH DIVISIONS FROM 2024 TO 2025, CONTRIBUTING TO CASH GENERATION



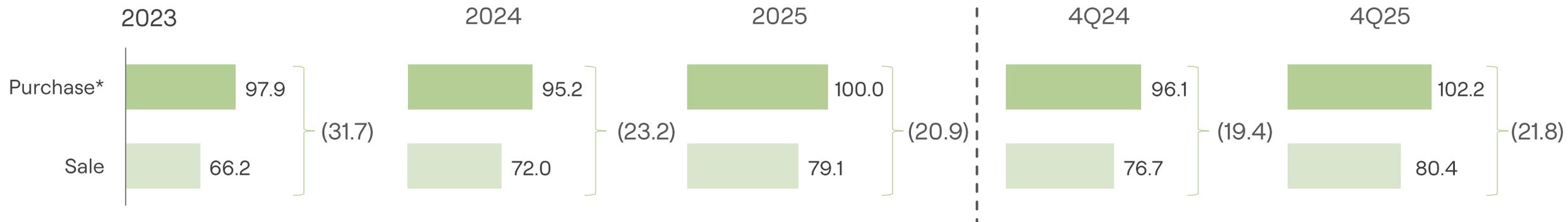
Average price of purchase and sale – Car Rental

R\$ thousand



Average price of purchase and sale – Fleet Rental

R\$ thousand



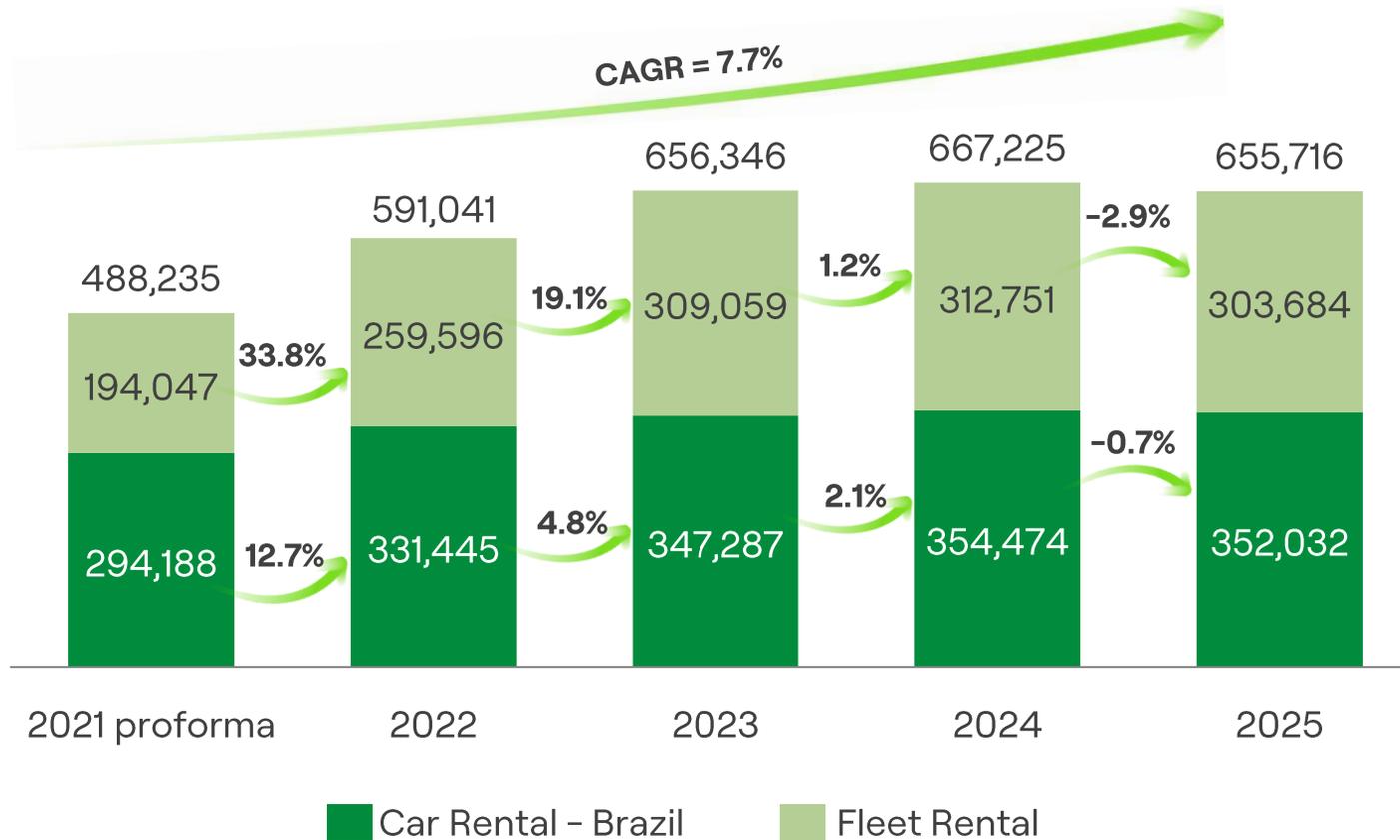
*Purchase price does not include accessories

WE ENDED THE YEAR WITH 656 THOUSAND CARS IN BRAZIL. THE REDUCTION OF AROUND 12 THOUSAND CARS DURING THE YEAR REFLECTS HIGHER PRODUCTIVITY AND THE OPTIMIZATION PROCESS OF THE SEVERE-USE CONTRACT PORTFOLIO



End of period fleet

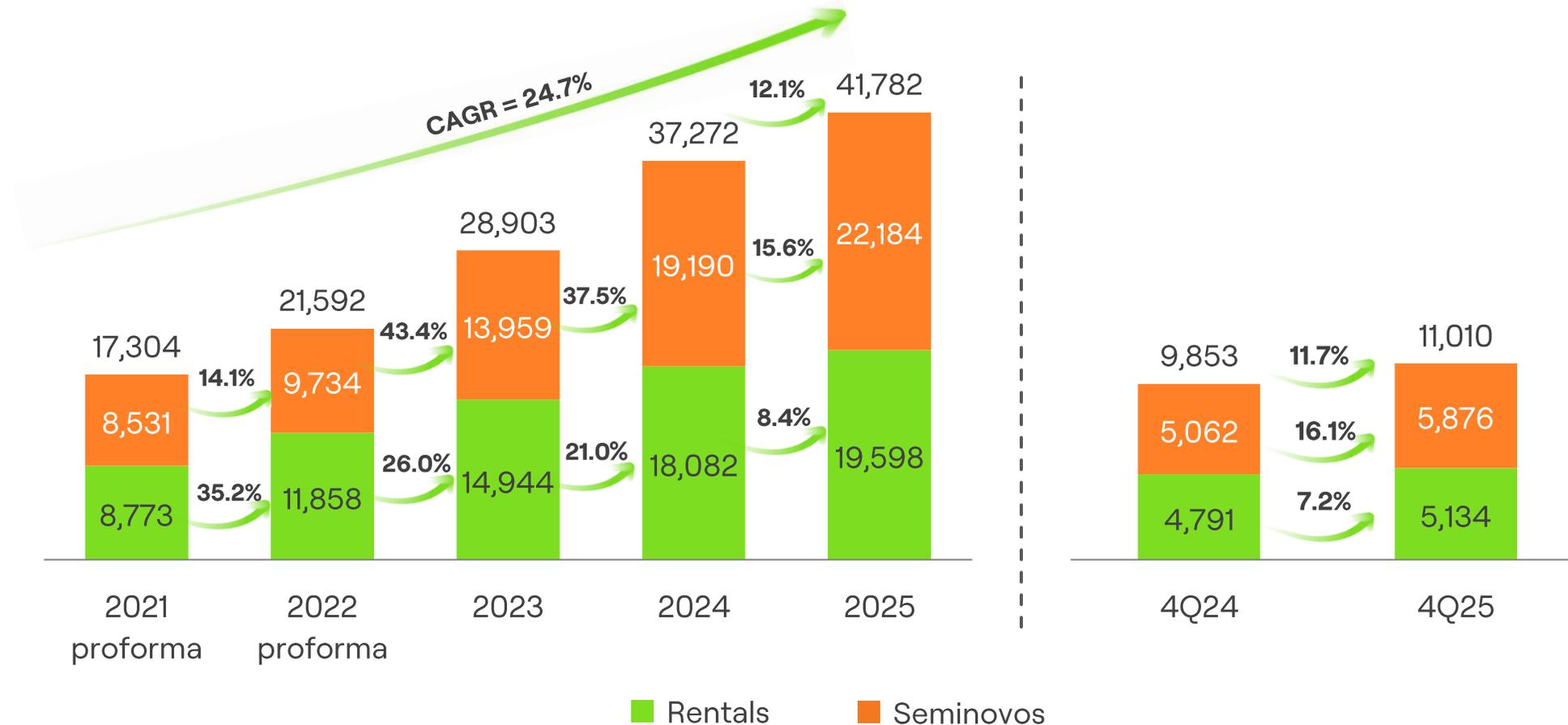
Quantity



NET REVENUE OF R\$11.0 BILLION IN THE QUARTER, WITH GROWTH IN RENTALS AND SEMINOVOS. WE ENDED THE YEAR WITH CONSOLIDATED REVENUE OF R\$41.8 BILLION

Consolidated Net Revenue

R\$ million

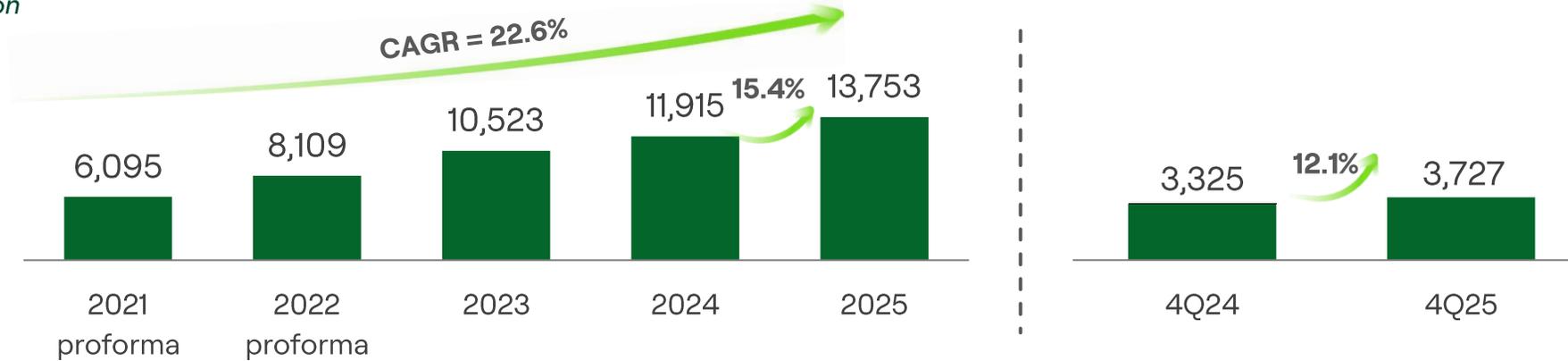


EBITDA TOTALED R\$3.7 BILLION IN THE QUARTER, AN INCREASE OF 12.1%, WITH STRONG EXPANSION IN RENTAL MARGINS. FOR THE YEAR, EBITDA TOTALED R\$13.8 BILLION



Consolidated EBITDA

R\$ million



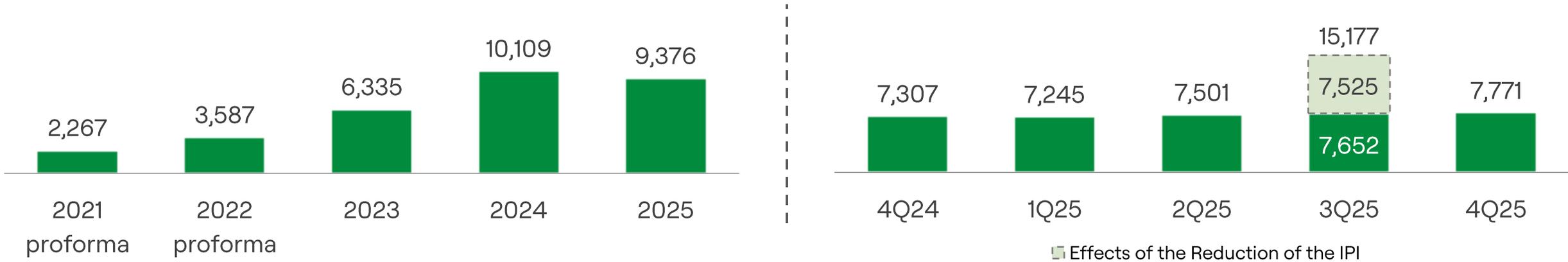
| EBITDA Margin | 2021 proforma | 2022 proforma | 2023 | 2024 | 2025 | 4Q24 | 4Q25 |
|-------------------------------------|---------------|---------------|-------|-------|-------|-------|-------|
| Car Rental Brazil and Franchising | 49.3% | 56.2% | 64.4% | 62.0% | 67.0% | 65.6% | 68.6% |
| Fleet Rental | 65.5% | 65.6% | 72.6% | 66.8% | 72.6% | 69.8% | 76.2% |
| Rental Consolidated | 54.8% | 59.7% | 68.1% | 64.2% | 69.6% | 67.5% | 72.0% |
| Rental Consolidated + Mexico | 54.8% | 59.7% | 67.8% | 63.4% | 68.5% | 66.7% | 70.7% |
| Seminovos | 15.1% | 10.6% | 2.9% | 2.3% | 1.5% | 2.6% | 1.7% |
| Consolidated (over rental revenues) | 69.5% | 68.4% | 70.4% | 65.9% | 70.2% | 69.4% | 72.6% |

DEPRECIATION IN LINE WITH THE COMPANY'S EXPECTATIONS FOR THE QUARTER, ACROSS BOTH RENTAL DIVISIONS



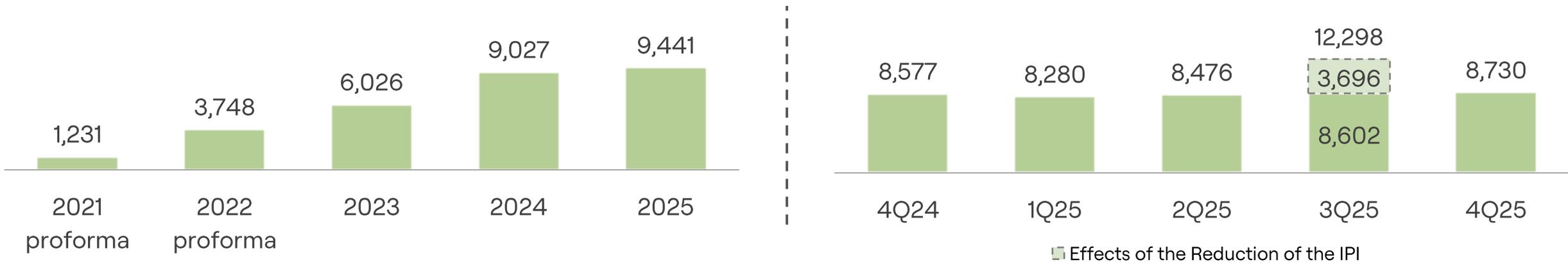
Average annualized depreciation per car – Car Rental

R\$ thousand



Average annualized depreciation per car – Fleet Rental

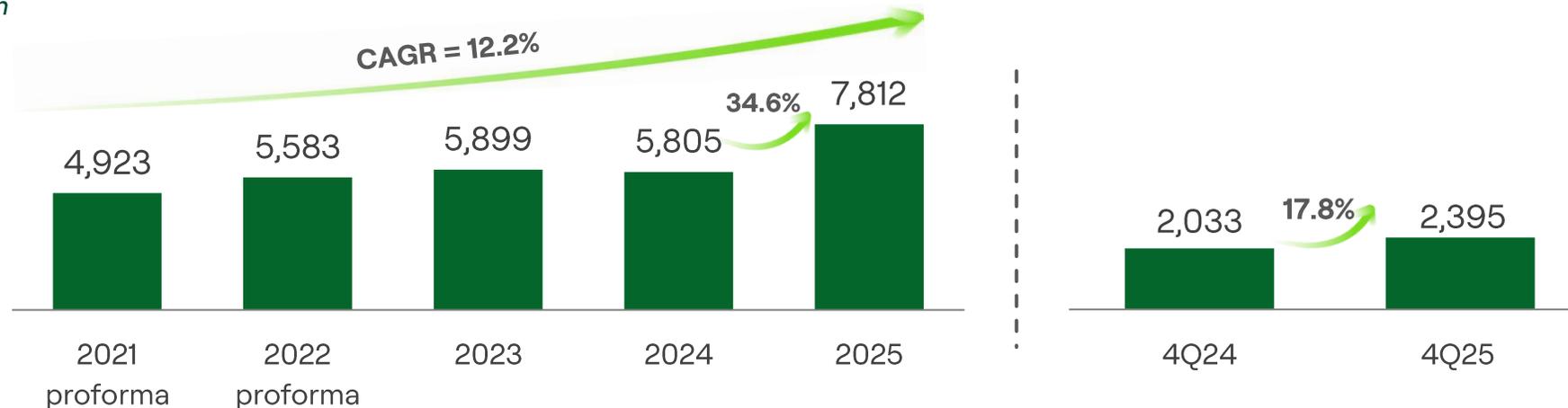
R\$ thousand



EBIT OF R\$2.4 BILLION IN THE QUARTER, A 17.8% INCREASE IN THE ANNUAL COMPARISON, CONTRIBUTING TO EBIT OF R\$7.8 BILLION FOR THE YEAR

Consolidated EBIT

R\$ million



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

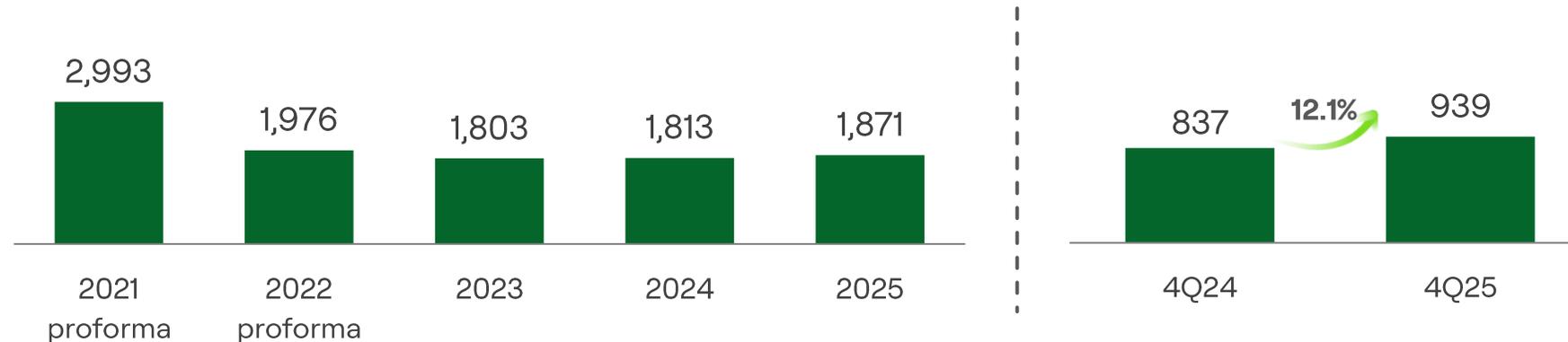
| EBIT Margin | 2021 proforma | 2022 proforma | 2023 | 2024 | 2025 | 4Q24 | 4Q25 |
|-------------------------------------|---------------|---------------|-------|-------|-------|-------|-------|
| Car Rental Brazil and Franchising | 54.9% | 46.7% | 33.9% | 29.3% | 38.0% | 43.3% | 45.5% |
| Fleet Rental | 58.5% | 47.7% | 47.3% | 37.5% | 44.5% | 43.6% | 51.3% |
| Consolidated (over rental revenues) | 56.1% | 47.1% | 39.9% | 33.1% | 41.0% | 43.5% | 48.1% |
| Rental Consolidated + Mexico | 56.1% | 47.1% | 39.5% | 32.1% | 39.9% | 42.4% | 46.6% |

R\$939 MILLION IN NET INCOME IN THE QUARTER, A 12.1% INCREASE COMPARED TO 4Q24. NET INCOME FOR THE YEAR WAS IMPACTED BY THE IPI REDUCTION AND THE WRITE-OFF OF LOCAMERICA'S TAX LOSS CARRYFORWARDS



Consolidated Net Income

R\$ million



| EBITDA x Net income reconciliation | 2024 | 2025 | 2025 Adjusted* | 4Q24 | 4Q25 | Var. R\$ | Var. % |
|--|---------------|---------------|-------------------|--------------|--------------|------------|--------------|
| Consolidated EBITDA | 11,915 | 13,753 | 13,890 | 3,325 | 3,727 | 402 | 12.1% |
| Cars depreciation | (5,610) | (5,413) | (4,621) | (1,173) | (1,193) | (20) | 1.7% |
| Other PP&E depreciation and amortization | (524) | (573) | (573) | (136) | (149) | (14) | 10.0% |
| Write up amortization | 24 | 45 | 45 | 16 | 9 | (7) | -42.9% |
| EBIT | 5,805 | 7,812 | 8,741 | 2,033 | 2,395 | 362 | 17.8% |
| Financial expenses, net | (3,939) | (4,614) | (4,614) | (967) | (1,198) | (232) | 24.0% |
| Income tax and social contribution | (53) | (1,327) | (1,643) | (230) | (258) | (29) | 12.4% |
| Net income of the period | 1,813 | 1,871 | 2,484 | 837 | 939 | 101 | 12.1% |
| Deferred income tax and social contribution on Locamerica's tax loss | - | - | 937 | - | - | - | - |
| Net income for the period | 1,813 | 1,871 | 3,421 | 837 | 939 | 101 | 12.1% |

Adjusted for the effects of the green IPI (Tax on Industrialized Products) and for the write-off of Locamerica's tax loss

STRONG PROGRESS IN FREE CASH FLOW GENERATION, WHICH TOTALLED R\$6.3 BILLION IN THE YEAR, AN INCREASE OF R\$3.0 BILLION COMPARED TO 2024



Free cash flow

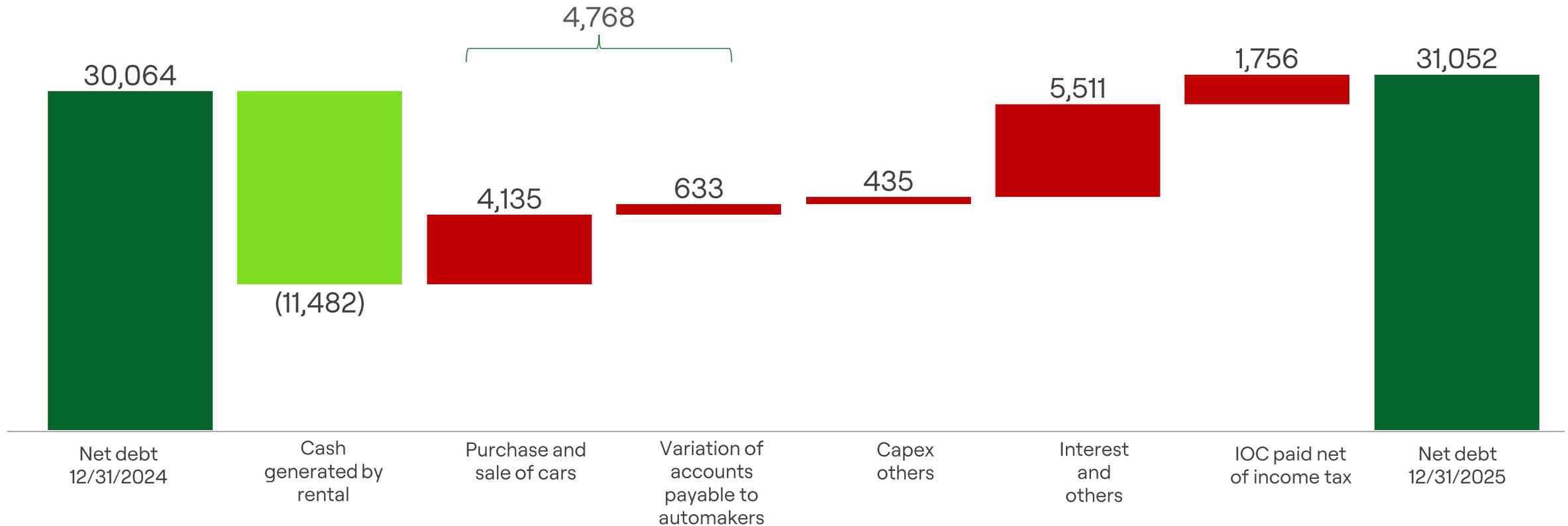
| Free cash flow (R\$ million) | | 2021 | 2022 | 2023 | 2024 | 2025 |
|------------------------------|---|---------|----------|----------|----------|----------|
| Operations | EBITDA | 3,698 | 6,589 | 10,523 | 11,915 | 13,753 |
| | Used car sale revenue, net of taxes | (5,308) | (7,834) | (13,876) | (19,185) | (22,183) |
| | Net book value of vehicles written-off | 4,346 | 6,085 | 12,250 | 17,750 | 20,847 |
| | (-) Income tax and social contribution | (307) | (83) | (130) | (488) | (477) |
| | Change in working capital | (568) | (1,284) | (1,783) | (236) | (458) |
| | Cash generated by rental operations | 1,860 | 3,473 | 6,984 | 9,756 | 11,482 |
| Capex | Used car sale revenue, net from taxes | 5,308 | 7,834 | 13,876 | 19,185 | 22,183 |
| | Fleet investment | (7,656) | (22,539) | (25,950) | (26,297) | (26,319) |
| | Net capex - cars | (2,348) | (14,705) | (12,074) | (7,112) | (4,135) |
| | Change in accounts payable to car suppliers | 289 | 3,918 | 2,587 | 1,086 | (633) |
| | Net investment in fleet | (2,059) | (10,787) | (9,487) | (6,027) | (4,768) |
| | Investment, property and intangible | (147) | (364) | (392) | (453) | (437) |
| | Free cash generated (applied) before interest and others | (346) | (7,679) | (2,895) | 3,276 | 6,277 |

CASH GENERATED BY RENTAL OPERATIONS WAS ALLOCATED TO FLEET INVESTMENTS, INTEREST PAYMENTS AND IOC, RESULTING IN NET DEBT OF R\$31.1 BILLION AS OF YE2025



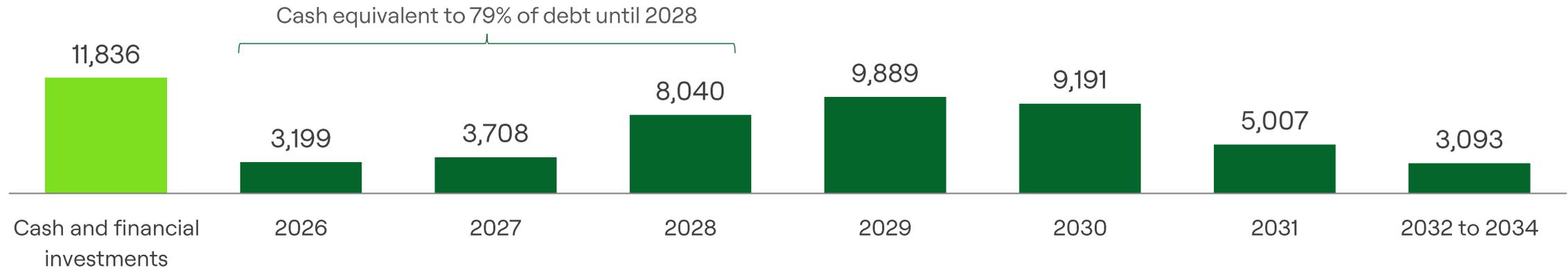
Change in net debet – as of 12/31/2025

R\$ million



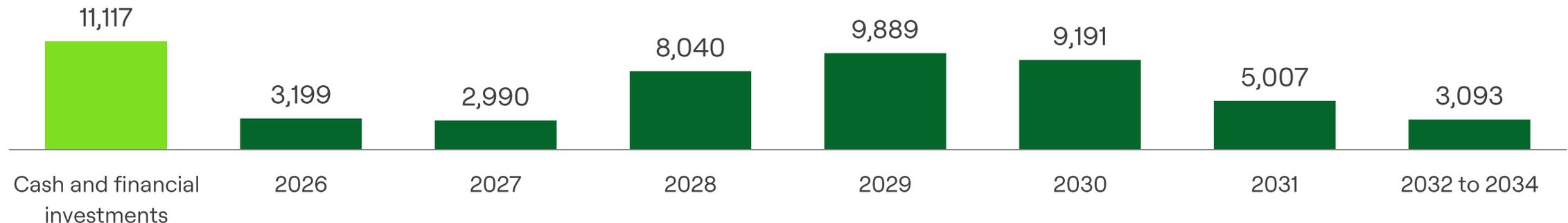
Debt maturity profile (principal) – as of 12/31/2025

R\$ million



Proforma after settlements and issuances through January/2026

R\$ million

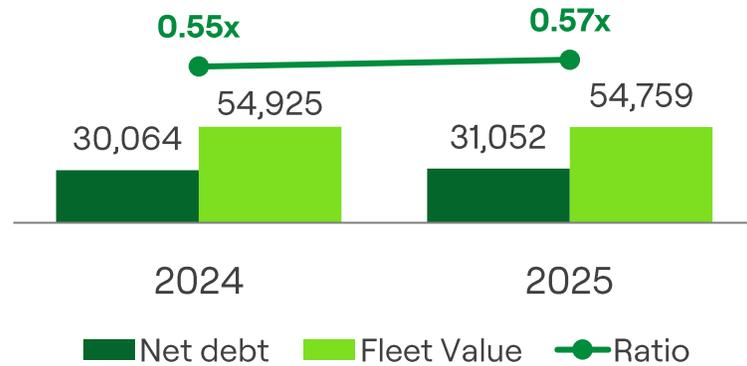


WE ENDED THE QUARTER WITH COMFORTABLE LEVERAGE METRICS, EVEN AFTER ADVANCING R\$2.2 BILLION IN PAYMENTS TO AUTOMAKERS



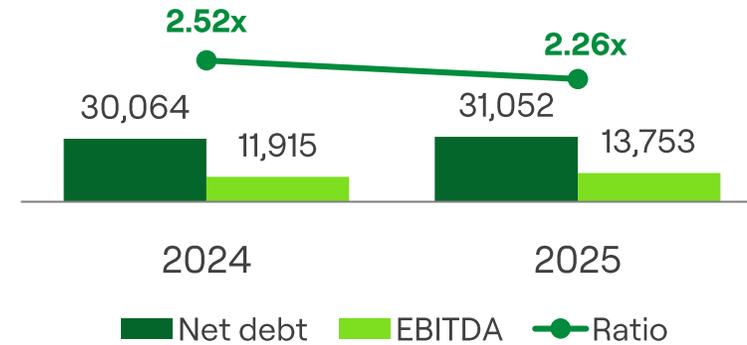
Net debt vs. Fleet value

R\$ million



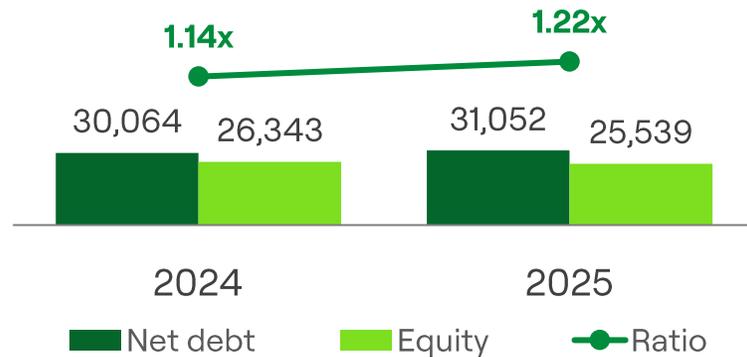
Net debt vs. EBITDA

R\$ million



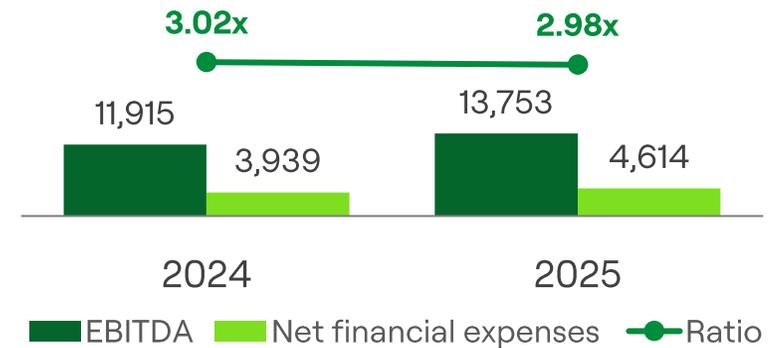
Net debt vs. Equity

R\$ million



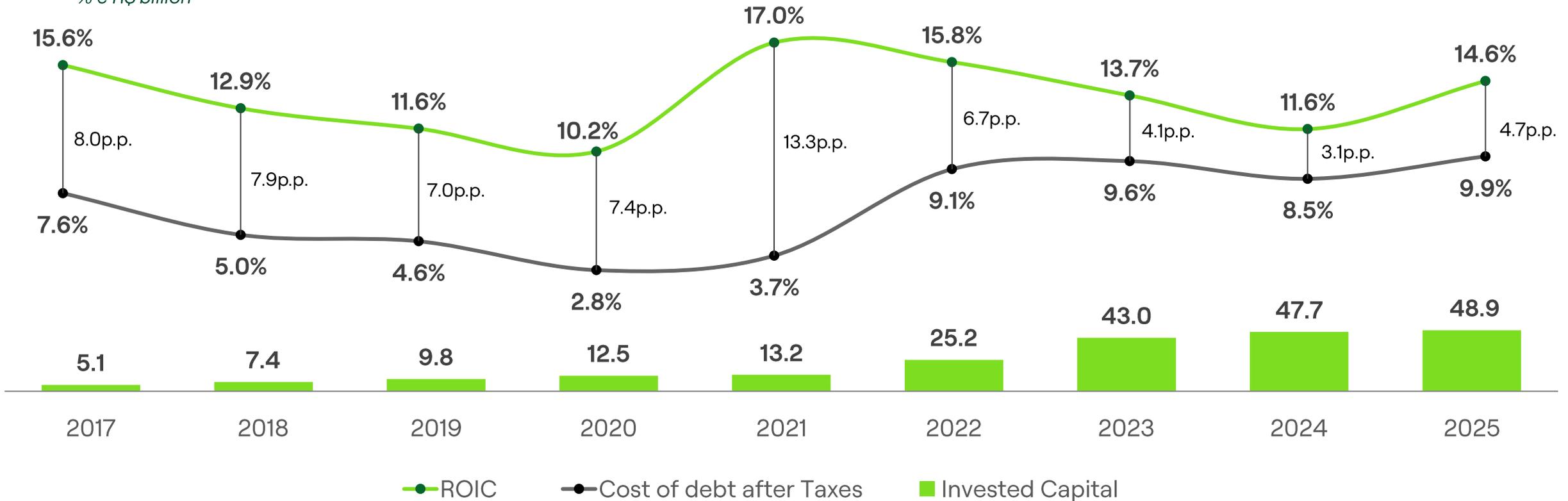
EBITDA vs. Net financial expenses

R\$ million



Evolution of ROIC spread and capital base

% e R\$ billion



ROIC calculated: $NOPAT = EBIT \times (1 - \text{effective income tax rate})$; Invested Capital = Net Debt + Equity - Goodwill

Invested capital of Localiza stand-alone until June 30th, 2022

In the 2025 ROIC, the effects of the write-off of Locamerica's tax loss carryforwards and the effects of the IPI were disregarded

Q&A

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