Resultado
2T17 e 1S17

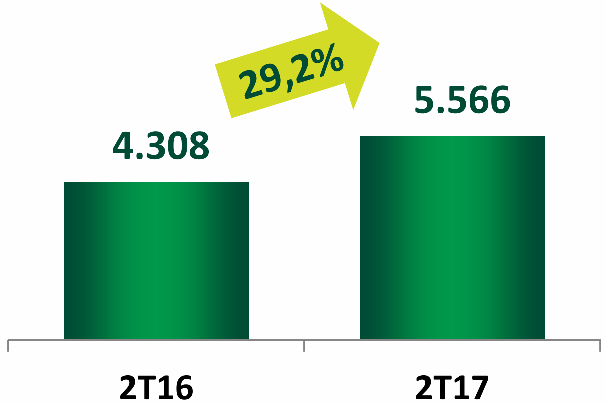
21 de Julho de 2017

151.750 carros

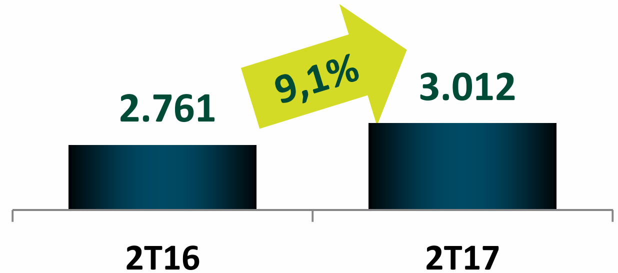
Localiza

Destaques Operacionais 2T17

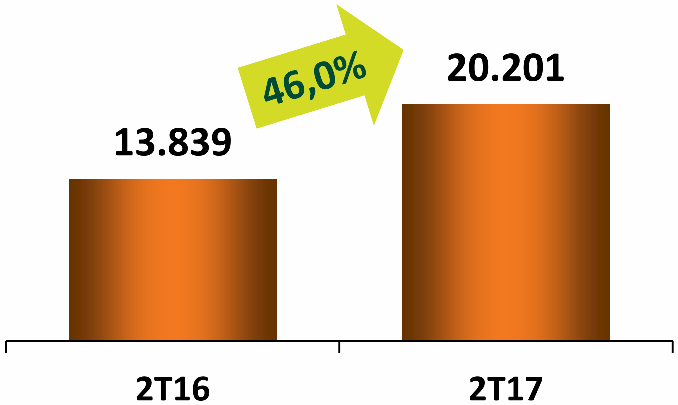
Número de diárias (mil)– Aluguel de Carros



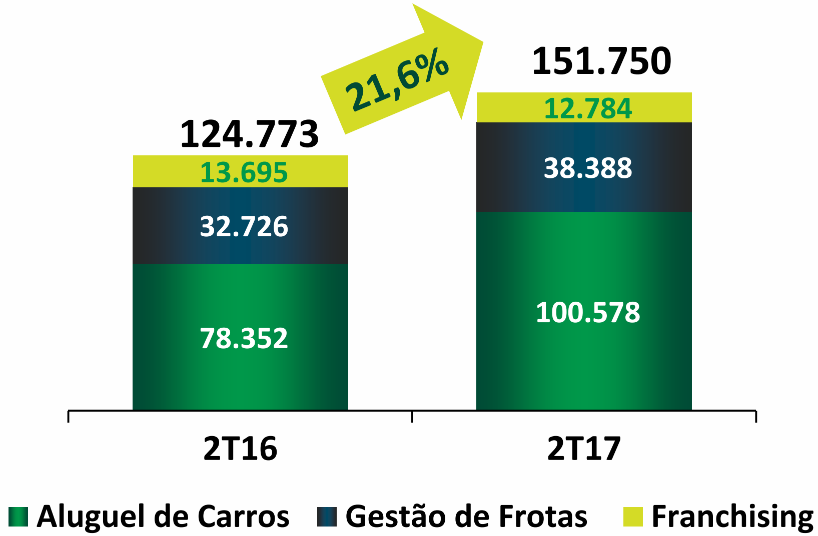
Número de diárias (mil)– Aluguel de Frotas



Número de carros vendidos



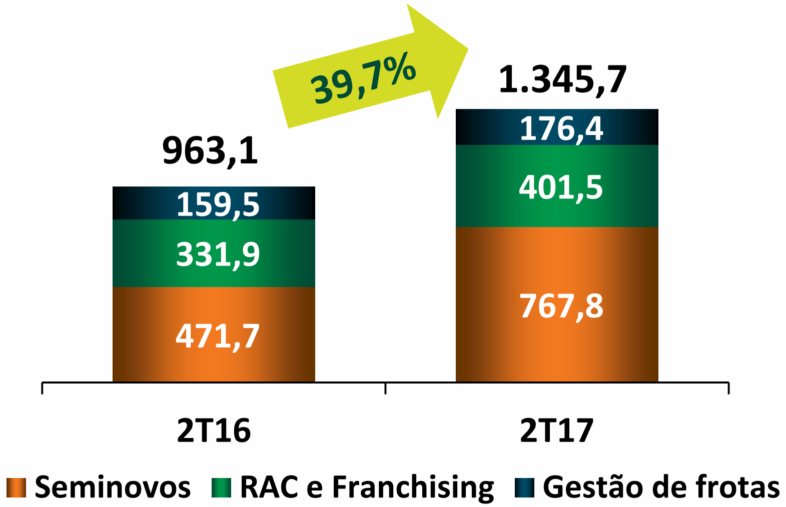
Frota de final de período



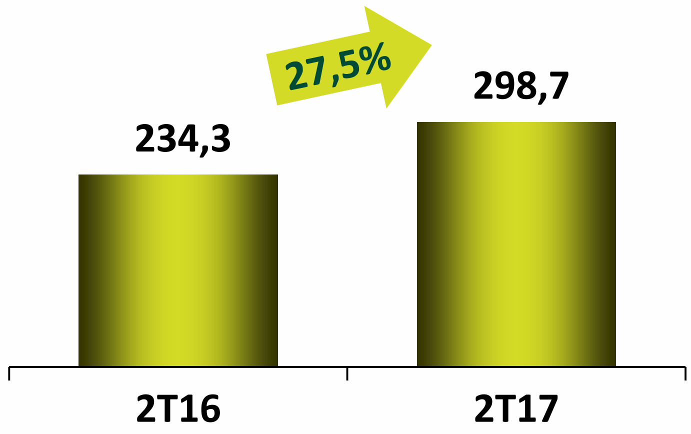
151.750 carros na frota em 30/06/2017

Destaques Financeiros 2T17

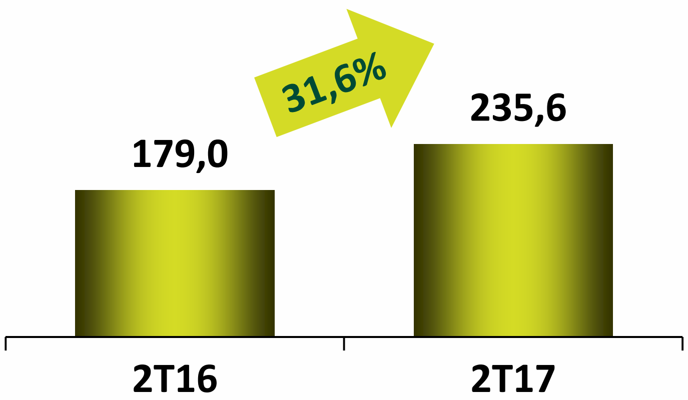
Receita líquida (R$ milhões)



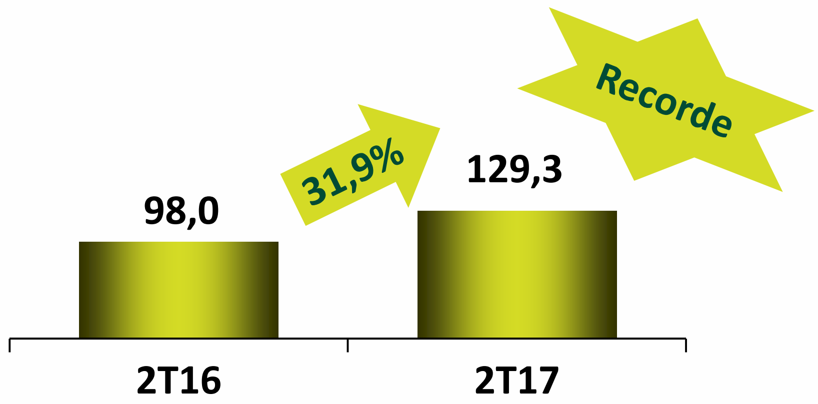
EBITDA (R$ milhões)



EBIT (R$ milhões)



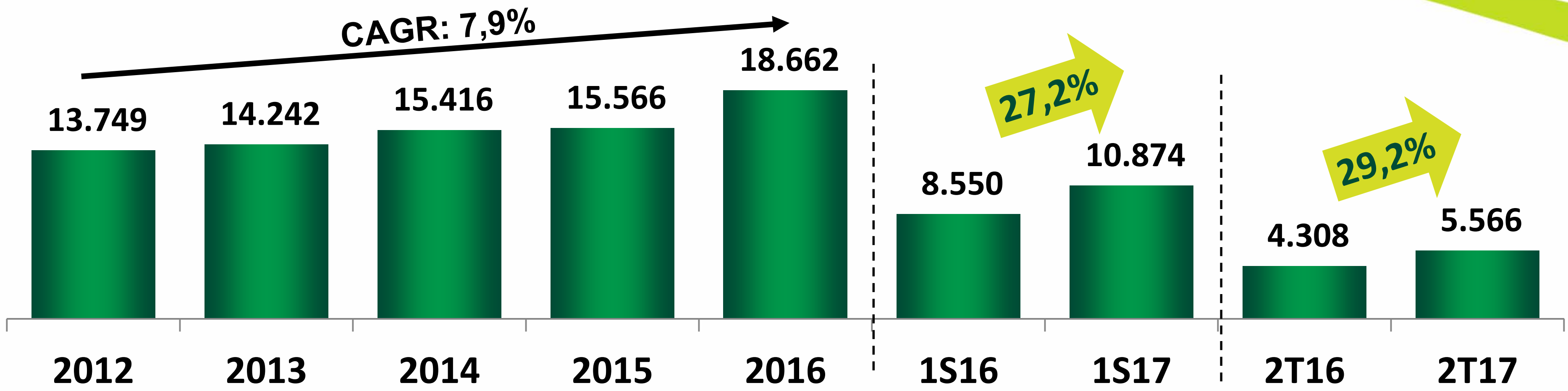
Lucro Líquido (R$ milhões)



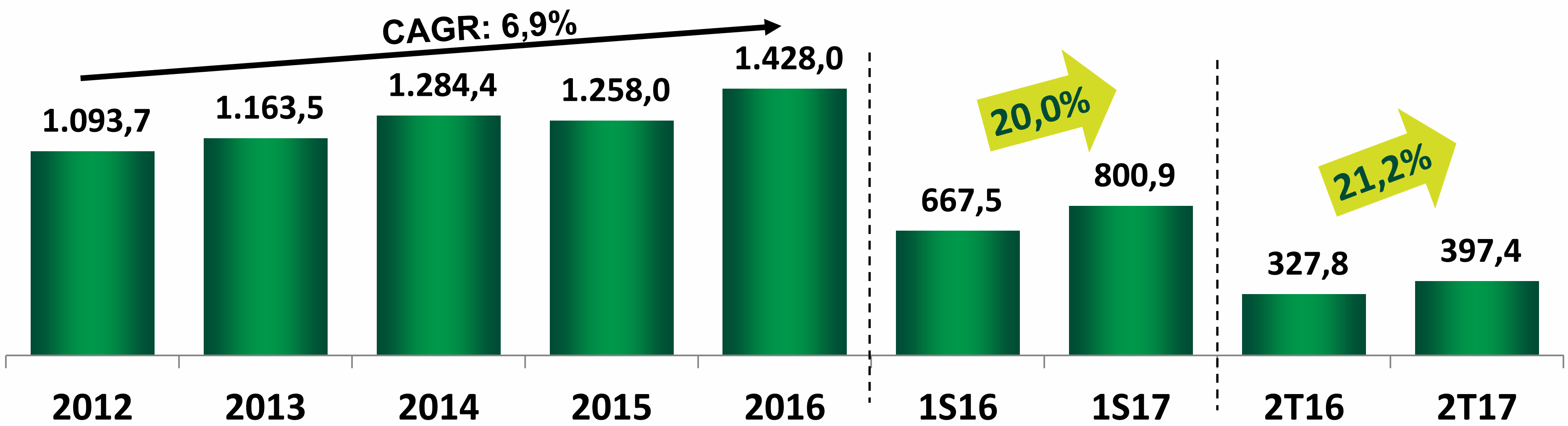
Lucro recorde de R$129,3 milhões no trimestre

Aluguel de Carros

Número de Diárias (mil)

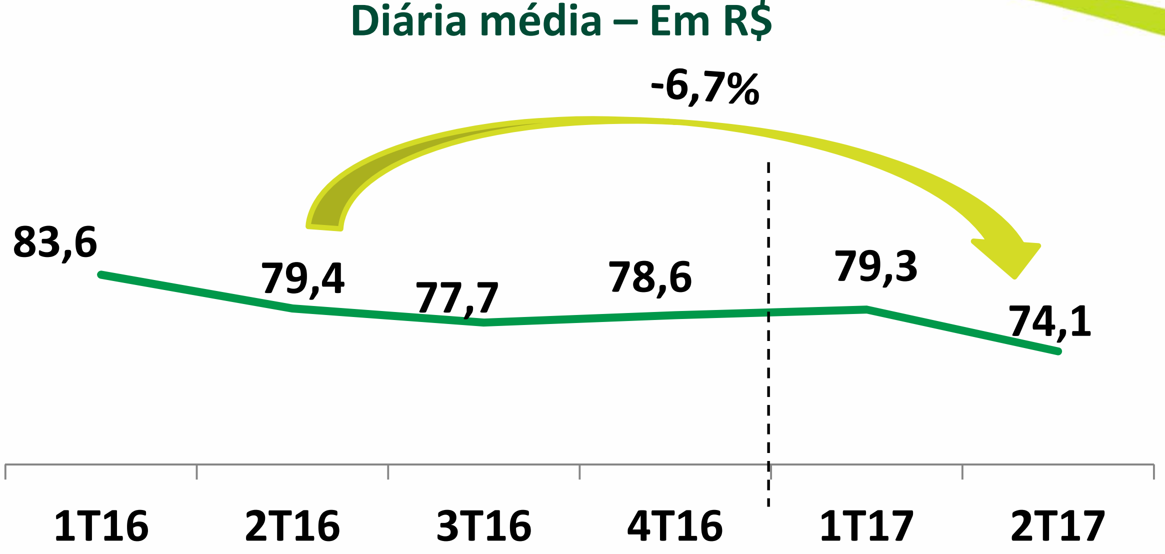


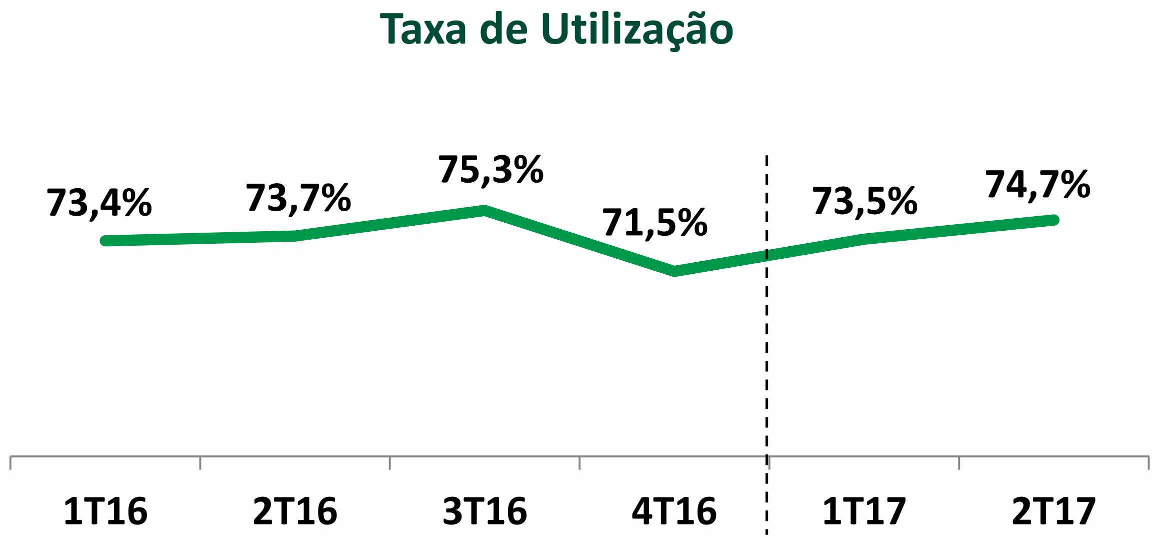
Receita líquida (R$ milhões)



Crescimento de 29,2% no volume do RAC e de 21,2% na receita líquida no 2T17

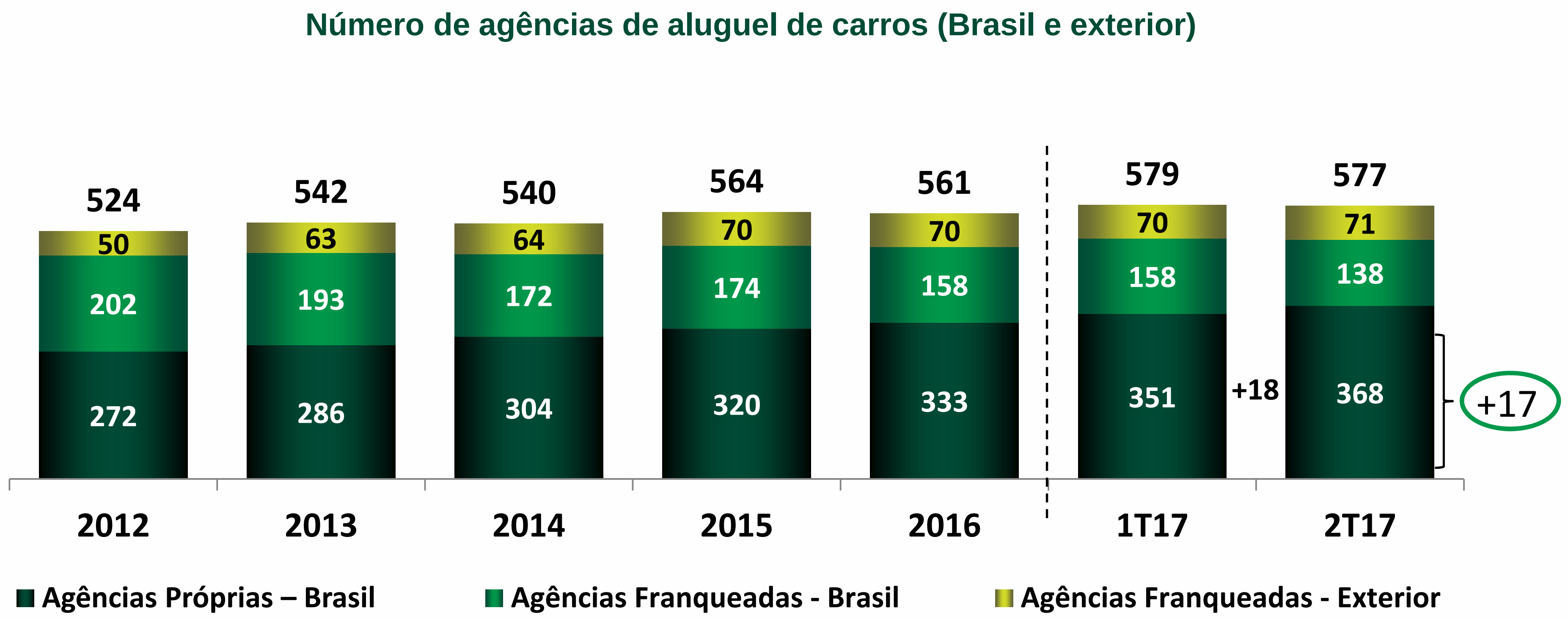
Aluguel de Carros





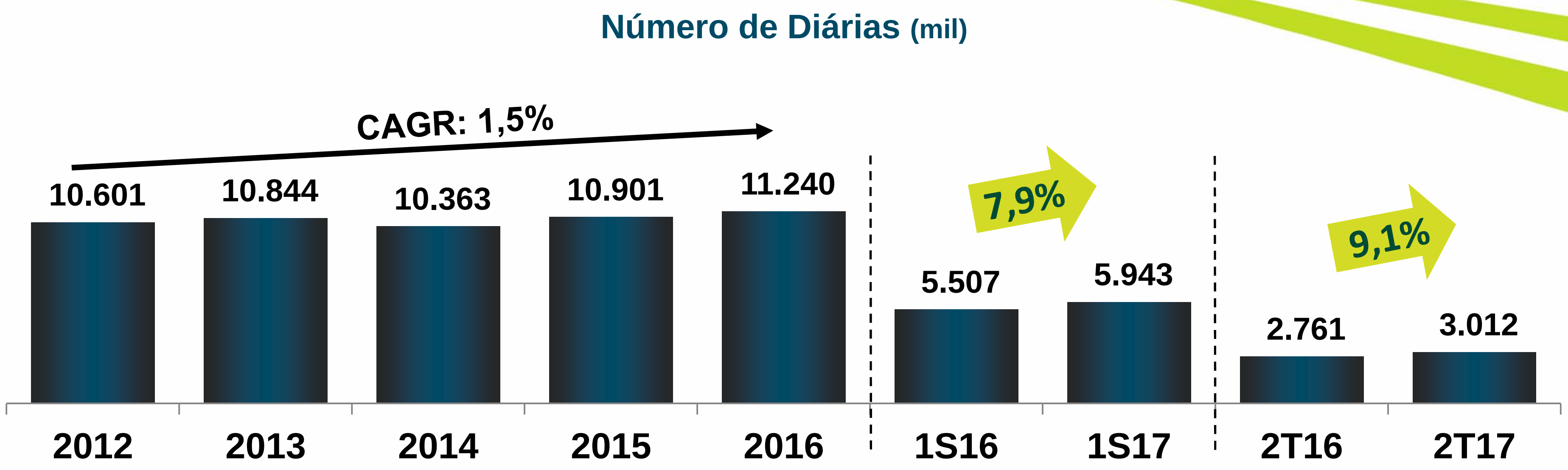
A queda da diária média foi compensada por controle de custos, ganho de produtividade e forte crescimento aumentando a rentabilidade.

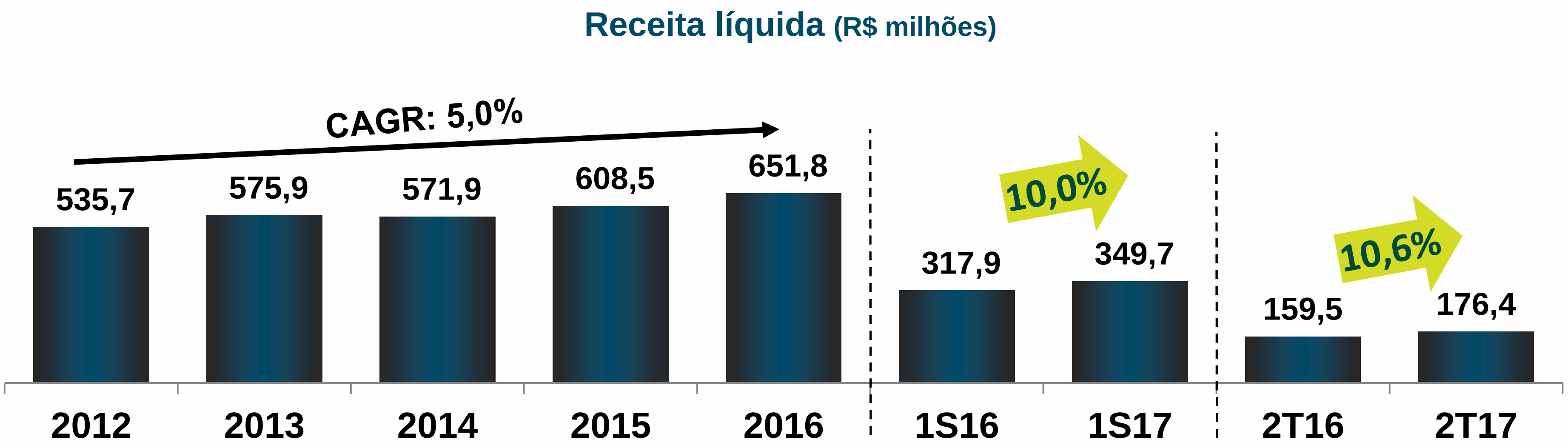
Evolução do número de agências - Aluguel de Carros



35 agências adicionadas à rede própria no 1S17

Gestão de Frotas

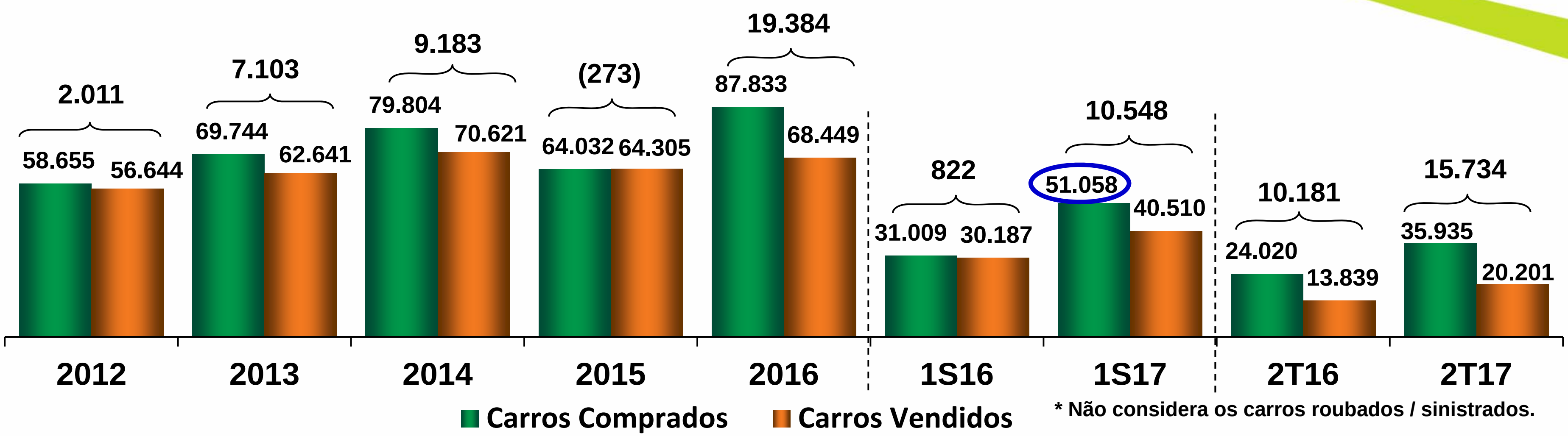




Crescimento de 9,1% no volume de diárias e de 10,6% na receita líquida no 2T17

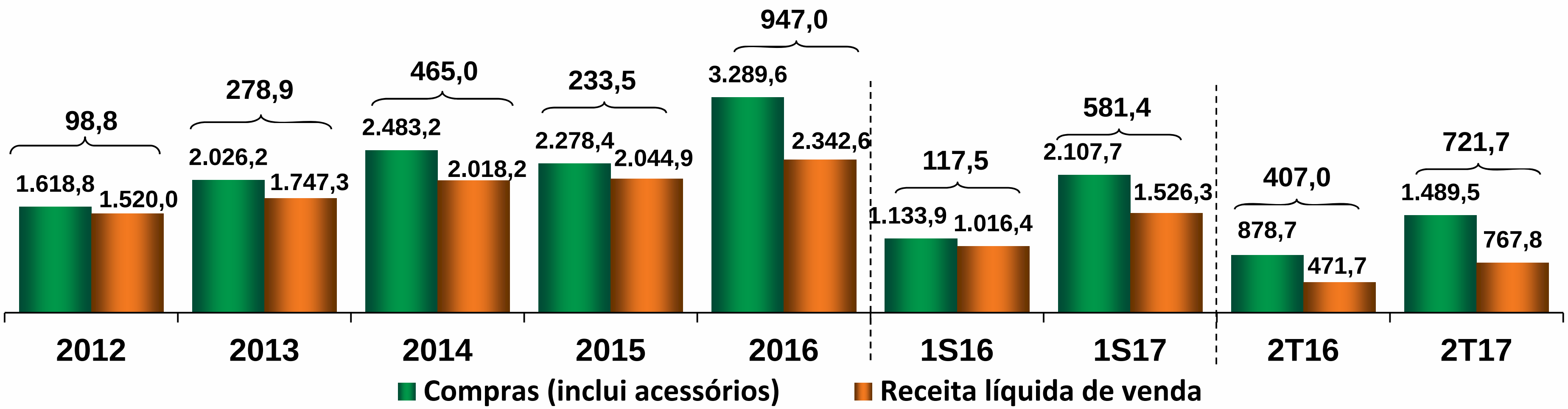
Investimento líquido

Aumento (redução) da frota * (quantidade)



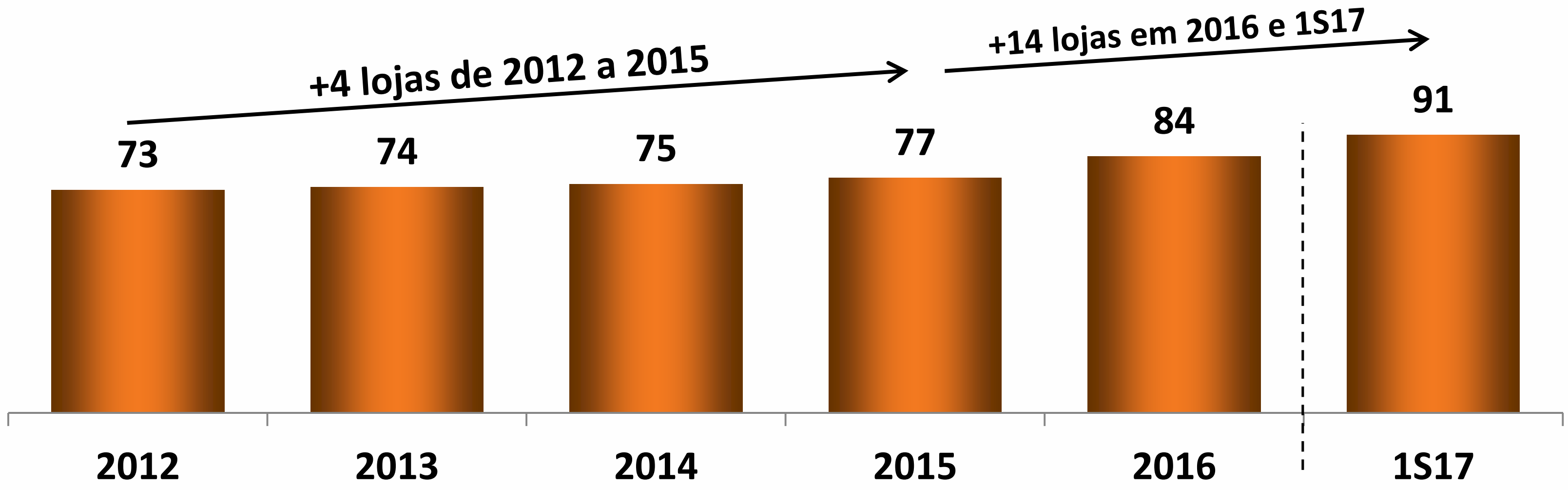
* Não considera os carros roubados / sinistrados.

Investimento líquido na frota (R$ milhões)



51.058 carros comprados no 1S17

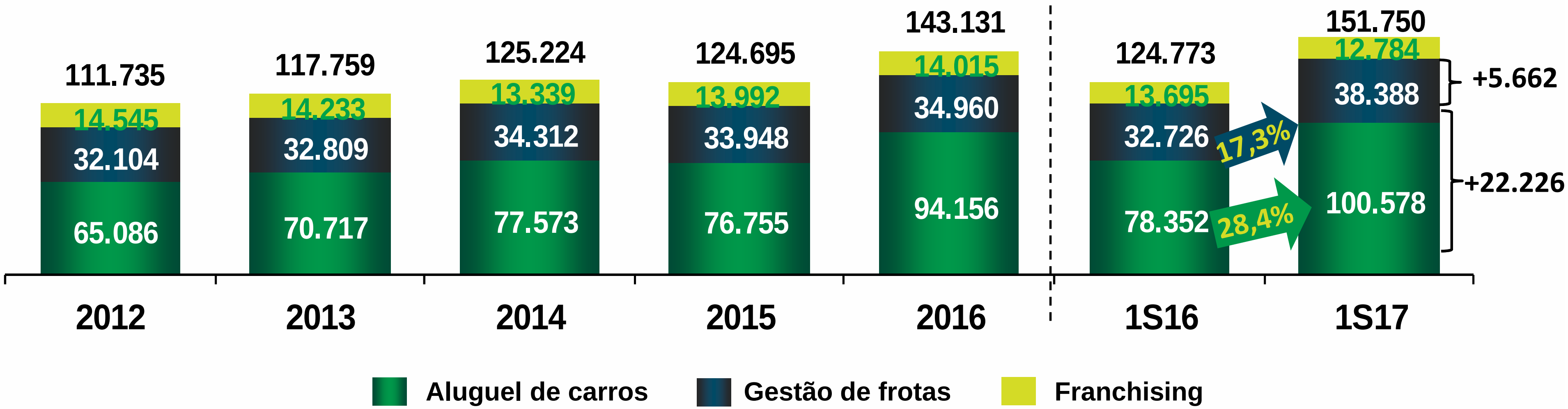
Expansão da rede de seminovos



Novas lojas serão adicionadas para suportar o forte crescimento do Aluguel de Carros

Frota de final de período

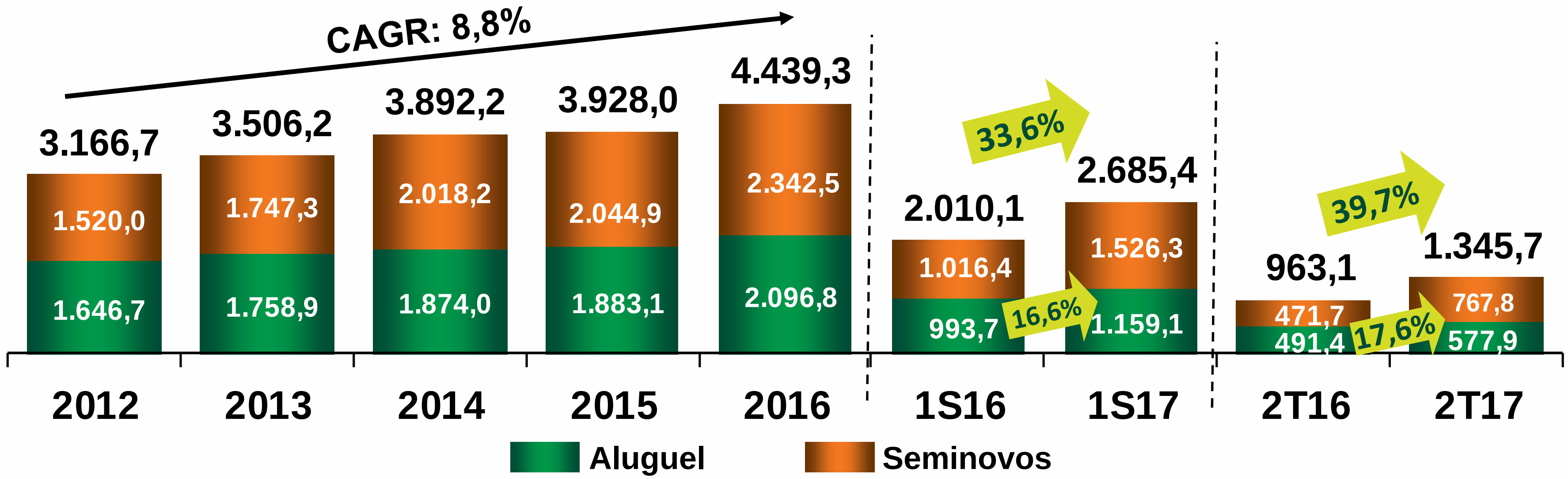
Quantidade



O aumento de 22.226 carros no RAC sem impactar a taxa de utilização

Receita líquida consolidada

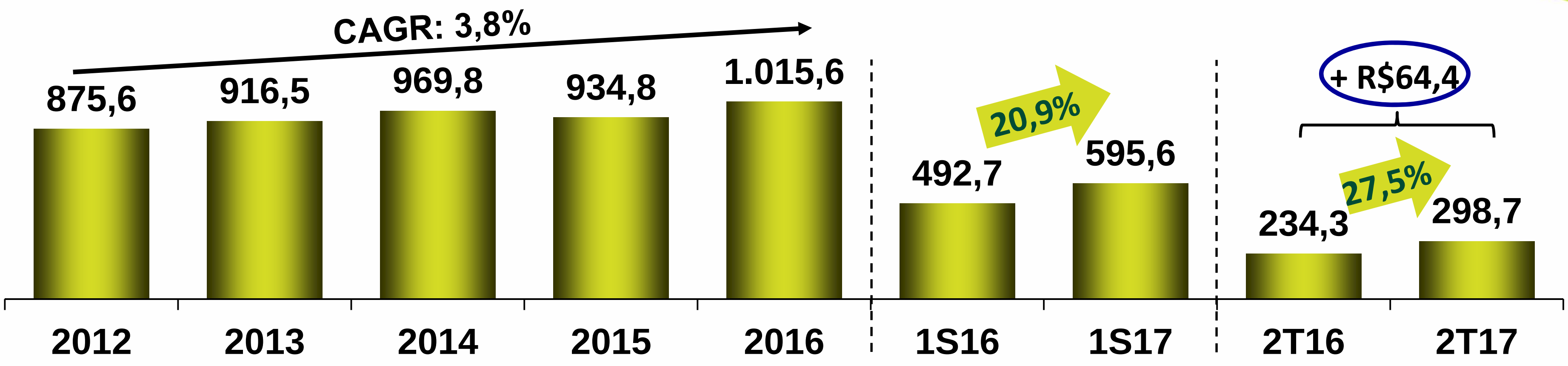
R$ milhões



Aumento de 39,7% na receita consolidada no 2T17

EBITDA consolidado

R$ milhões



Margem EBITDA:

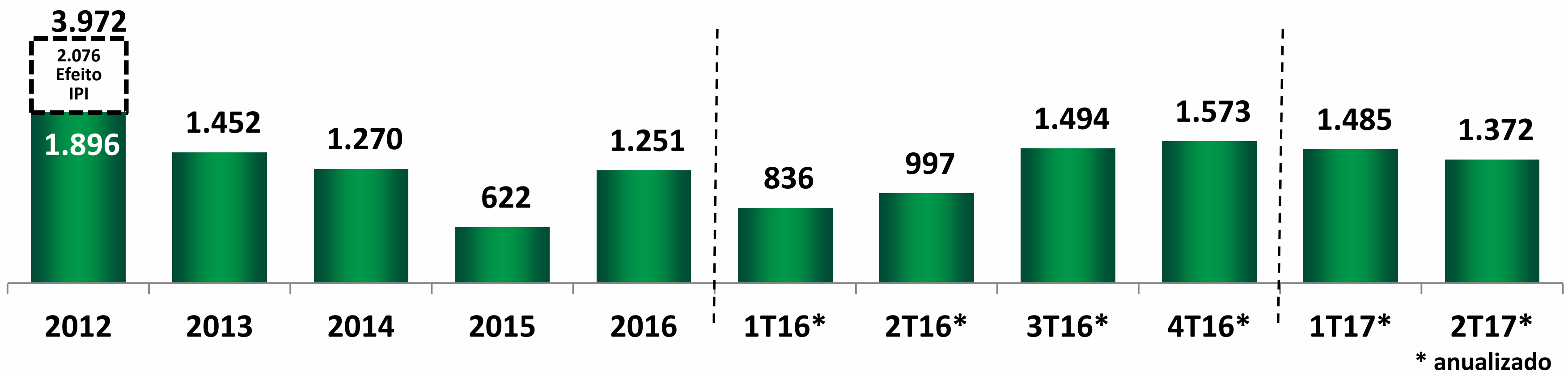
Divisões	2012	2013	2014*	2015	2016	1S16	1S17	2T16	2T17
Aluguel de carros	40,9%	36,8%	38,7%	31,8%	32,3%	33,1%	35,3%	31,6%	34,0%
Gestão de frotas	66,4%	65,5%	60,0%	62,2%	64,5%	64,8%	62,4%	65,0%	61,8%
Aluguel Consolidado	49,3%	46,5%	45,3%	41,7%	42,3%	43,3%	43,4%	42,6%	42,4%
Seminovos	4,2%	5,7%	6,0%	7,3%	5,5%	6,1%	6,0%	5,3%	7,0%

(*) A partir de 2014 as despesas do overhead passaram a ser apropriadas também para o Seminovos

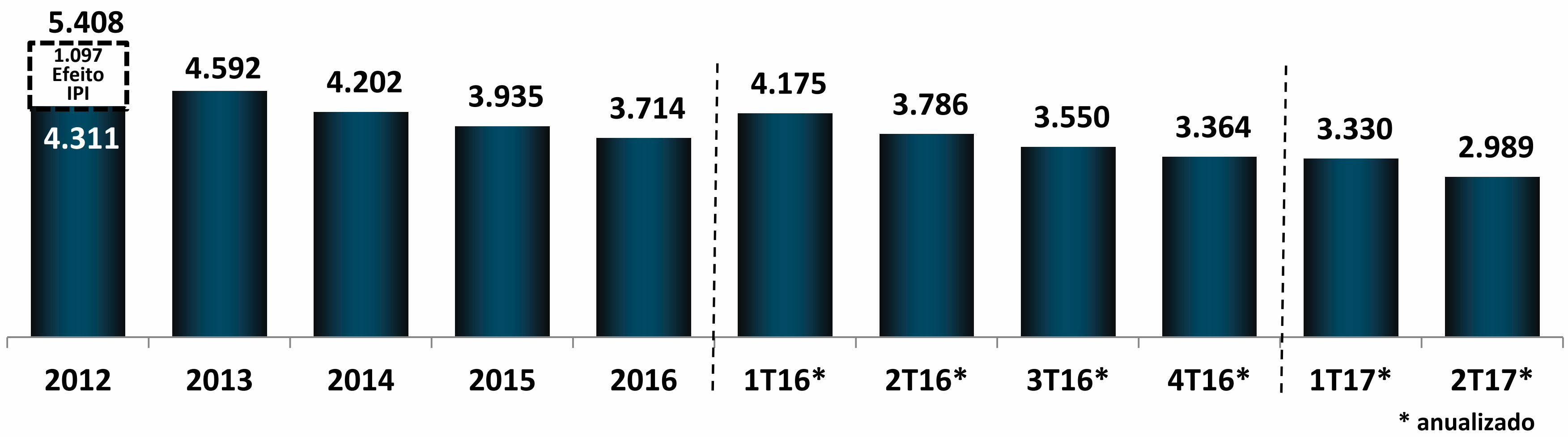
A margem EBITDA da Gestão de Frotas reflete o contexto de menores taxas de juros e de depreciação

Depreciação média por carro por ano - em R$

Aluguel de Carros



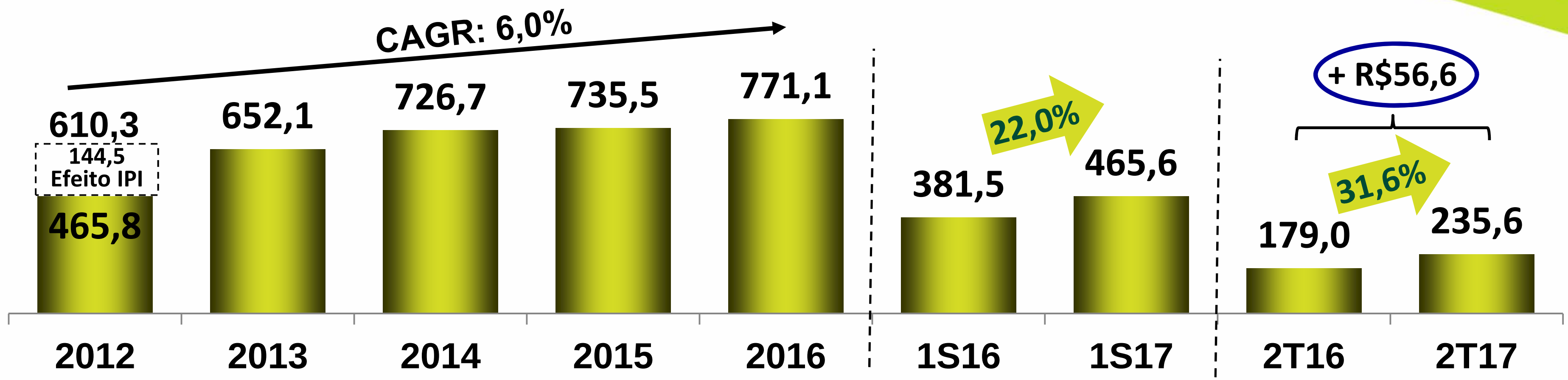
Gestão de Frotas



A queda na depreciação reflete a melhora na expectativa do valor de venda dos carros

EBIT consolidado

R$ milhões



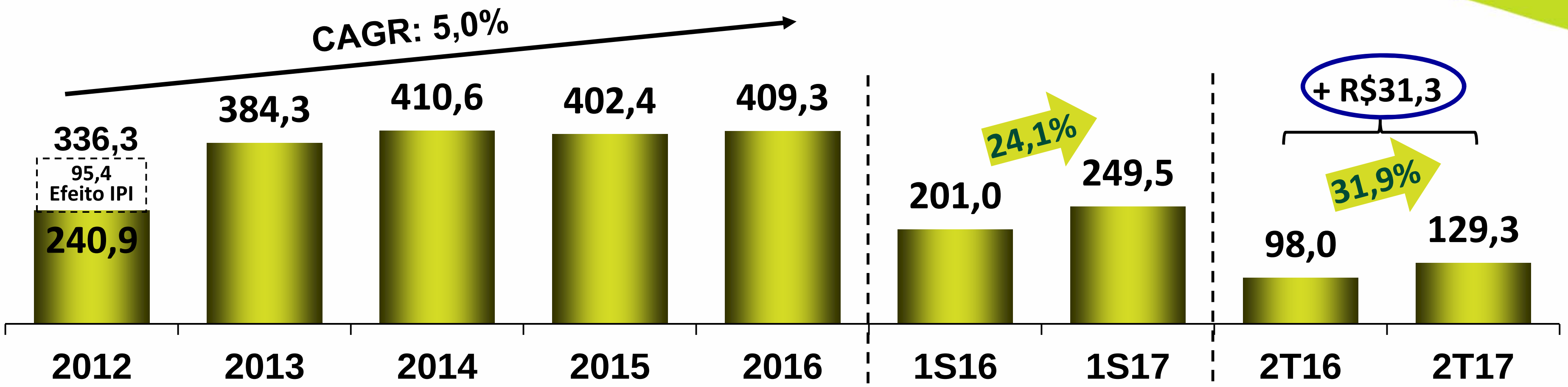
Margem EBIT calculada sobre as receitas de aluguel:

Divisões	2012	2013	2014	2015	2016	1S16	1S17	2T16	2T17
Aluguel de carros	23,7%	32,8%	36,2%	34,3%	30,2%	32,5%	34,9%	29,3%	35,1%
Gestão de frotas	36,9%	45,1%	44,3%	48,9%	51,2%	50,6%	52,4%	50,7%	54,0%
Consolidado	28,3%	37,1%	38,8%	39,1%	36,8%	38,4%	40,2%	36,4%	40,8%

Aumento nas margens de EBIT no Aluguel de Carros e Gestão de Frotas

Lucro líquido consolidado

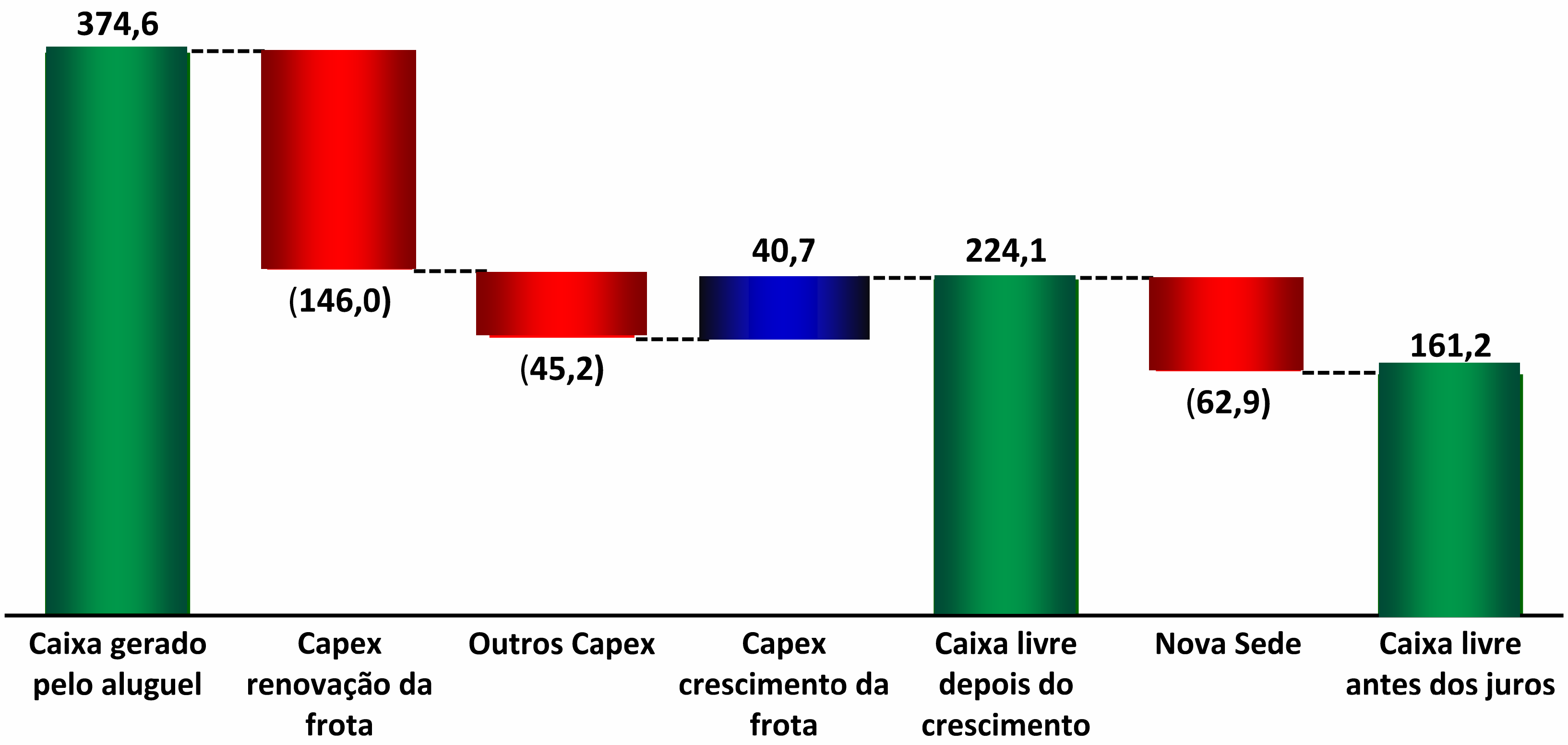
R$ milhões



Reconciliação EBITDA x lucro líquido	2012	2013	2014	2015	2016	1S16	1S17	Var. R$	Var. %	2T16	2T17	Var. R$	Var. %
EBITDA Consolidado	875,6	916,5	969,8	934,8	1.015,6	492,7	595,6	102,9	20,9%	234,3	298,7	64,4	27,5%
Depreciação de carros	(232,4)	(229,0)	(207,4)	(163,6)	(206,3)	(92,1)	(112,0)	(19,9)	21,6%	(45,8)	(54,1)	(8,3)	18,1%
Depreciação adicional de carros– efeito IPI	(144,5)	-	-	-	-	-	-	-	-	-	-	-	-
Depreciação e amortização de outros imobilizados	(32,9)	(35,4)	(35,7)	(35,7)	(38,2)	(19,1)	(18,0)	1,1	-5,8%	(9,5)	(9,0)	0,5	-5,3%
EBIT	465,8	652,1	726,7	735,5	771,1	381,5	465,6	84,1	22,0%	179,0	235,6	56,6	31,6%
Despesas financeiras, líquidas	(138,7)	(110,6)	(151,1)	(202,7)	(243,5)	(117,2)	(142,0)	(24,8)	21,2%	(49,5)	(67,2)	(17,7)	35,8%
Imposto de renda e contribuição social	(135,3)	(157,2)	(165,0)	(130,4)	(118,3)	(63,3)	(74,1)	(10,8)	17,1%	(31,5)	(39,1)	(7,6)	24,1%
Imposto de renda e contribuição social – efeito IPI	49,1	-	-	-	-	-	-	-	-	-	-	-	-
Lucro líquido do período	240,9	384,3	410,6	402,4	409,3	201,0	249,5	48,5	24,1%	98,0	129,3	31,3	31,9%

Aumento de 31,9% no lucro do 2T17

Fluxo de caixa livre



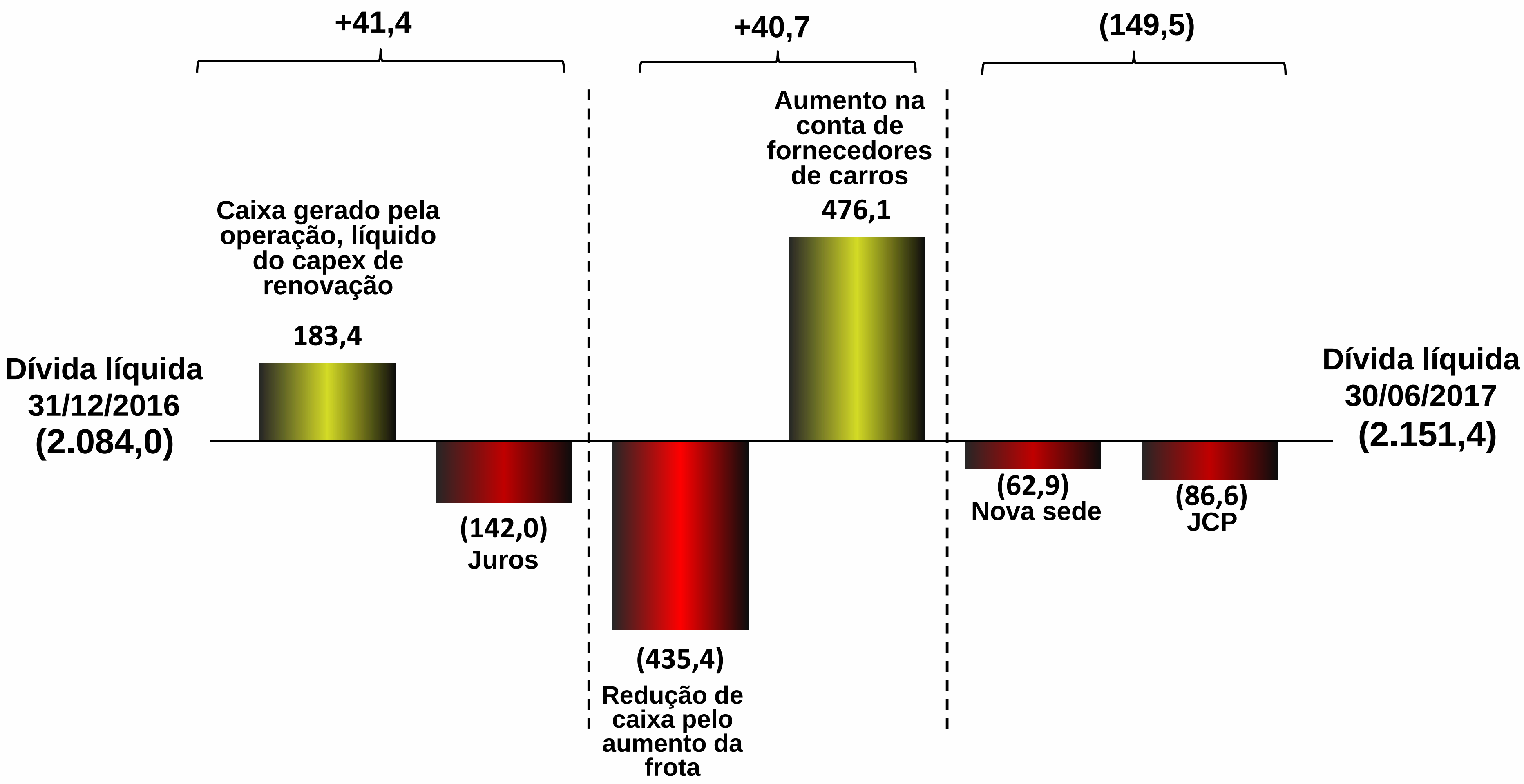
R$161,2 milhões de *free cashflow*

Fluxo de caixa livre

	Caixa livre gerado - R$ milhões	2012	2013	2014	2015	2016	1S17
Operações	EBITDA	875,6	916,5	969,8	934,8	1.015,6	595,6
	Receita na venda dos carros líquida de impostos	(1.520,0)	(1.747,3)	(2.018,2)	(2.044,9)	(2.342,5)	(1.526,3)
	Custo depreciado dos carros baixados	1.360,2	1.543,8	1.777,0	1.769,1	2.102,5	1.378,7
	(-) Imposto de Renda e Contribuição Social	(100,9)	(108,5)	(113,1)	(110,7)	(93,3)	(59,0)
	Variação do capital de giro	37,1	2,9	(27,1)	(30,0)	113,2	(14,4)
	Caixa livre gerado pelas atividades de aluguel	652,0	607,4	588,4	518,3	795,5	374,6
Capex - Renovação	Receita na venda dos carros líquida de impostos	1.520,0	1.747,3	2.018,2	2.036,3	2.342,5	1.526,3
	Investimento em carros para renovação da frota	(1.563,3)	(1.819,7)	(2.197,7)	(2.278,4)	(2.563,6)	(1.672,3)
	Investimento líquido para renovação da frota	(43,3)	(72,4)	(179,5)	(242,1)	(221,1)	(146,0)
	Renovação da frota – quantidade	56.644	62.641	70.621	64.032	68.449	40.510
	Investimentos, outros imobilizados e intangíveis	(77,8)	(47,5)	(46,3)	(29,7)	(42,2)	(45,2)
	Caixa gerado pela operação, líquido do capex de renovação	530,9	487,5	362,6	246,5	532,2	183,4
Capex - Crescimento	Investimento em carros	(55,5)	(209,4)	(286,8)	8,6	(726,0)	(435,4)
	Aumento (redução) na conta de fornecedores de carros	(116,9)	89,7	334,4	(121,2)	190,7	476,1
	Capex para crescimento da frota	(172,4)	(119,7)	47,6	(112,6)	(535,3)	40,7
	Aumento (redução) da frota – quantidade	2.011	7.103	9.183	(273)	19.384	10.548
	Caixa livre depois crescimento, antes dos juros e da nova sede	358,5	367,8	410,2	133,9	(3,1)	224,1
	Construção da nova sede	(2,4)	(6,5)	(148,3)	(30,7)	(84,4)	(62,9)
	Caixa livre gerado antes dos juros	356,1	361,3	261,9	103,2	(87,5)	161,2

Movimentação da dívida

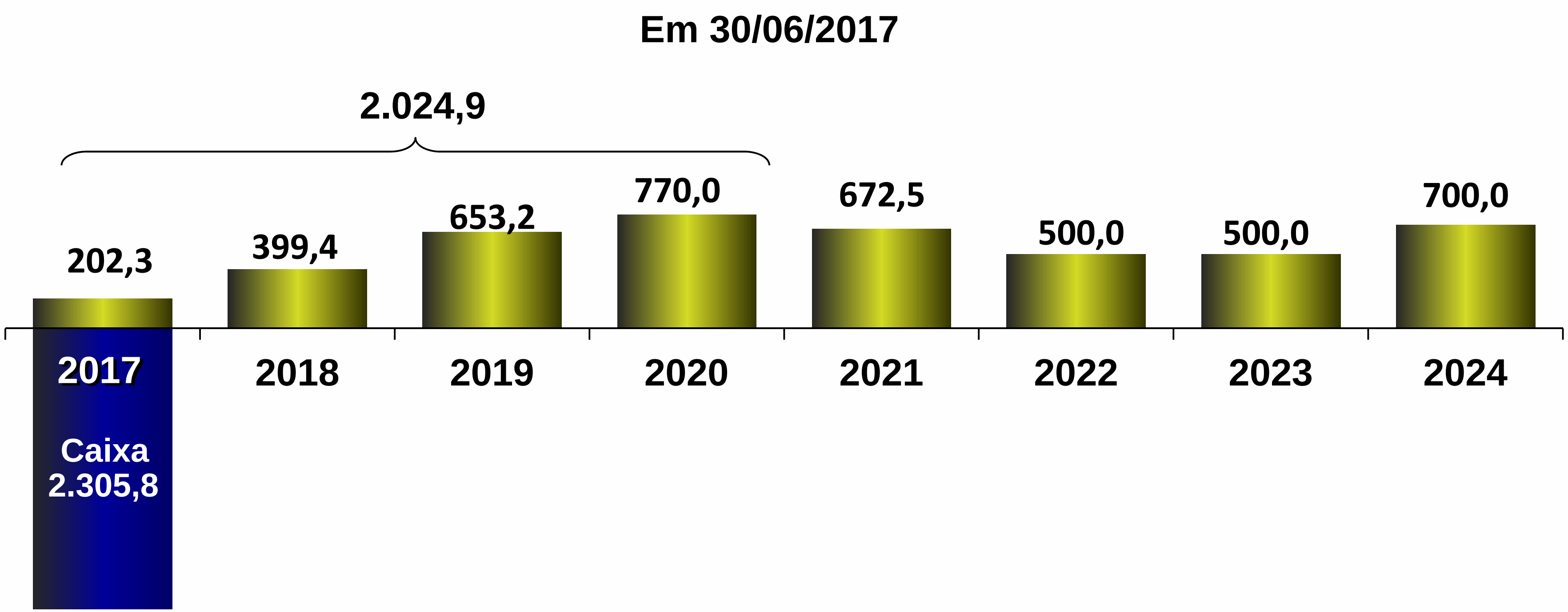
R$ milhões



O aumento da frota em 10.548 carros não impactou a dívida líquida

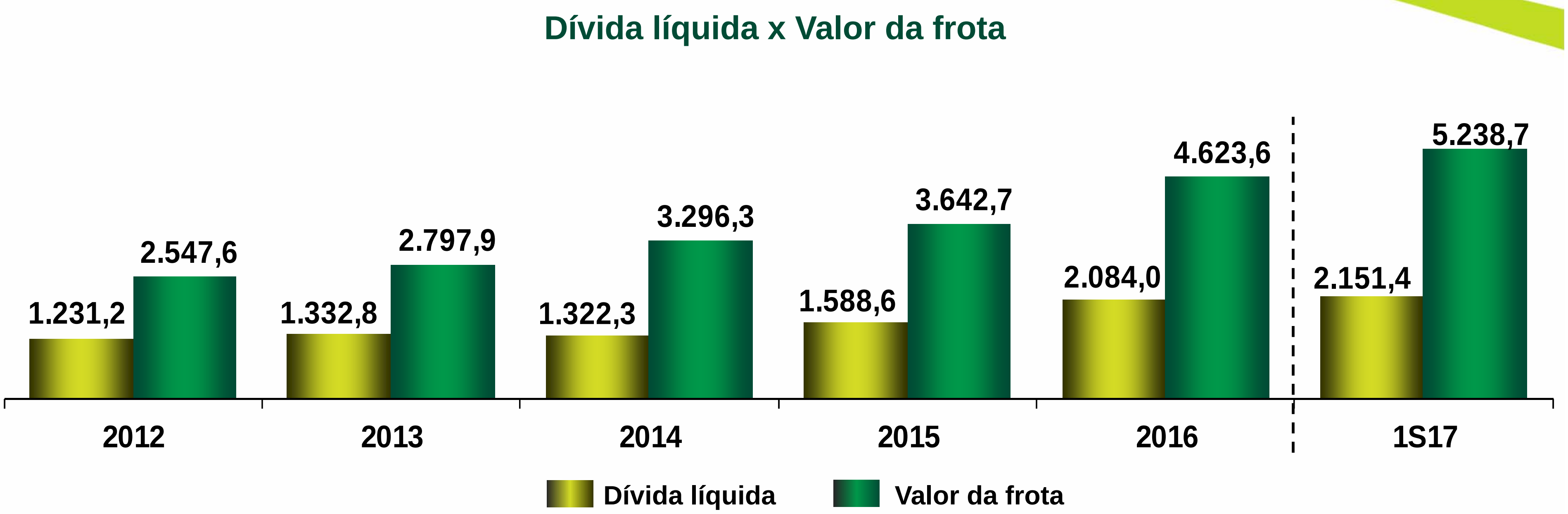
Perfil da Dívida (principal)

R$ milhões



Forte posição de caixa e confortável perfil de dívida

Dívida - *ratios*

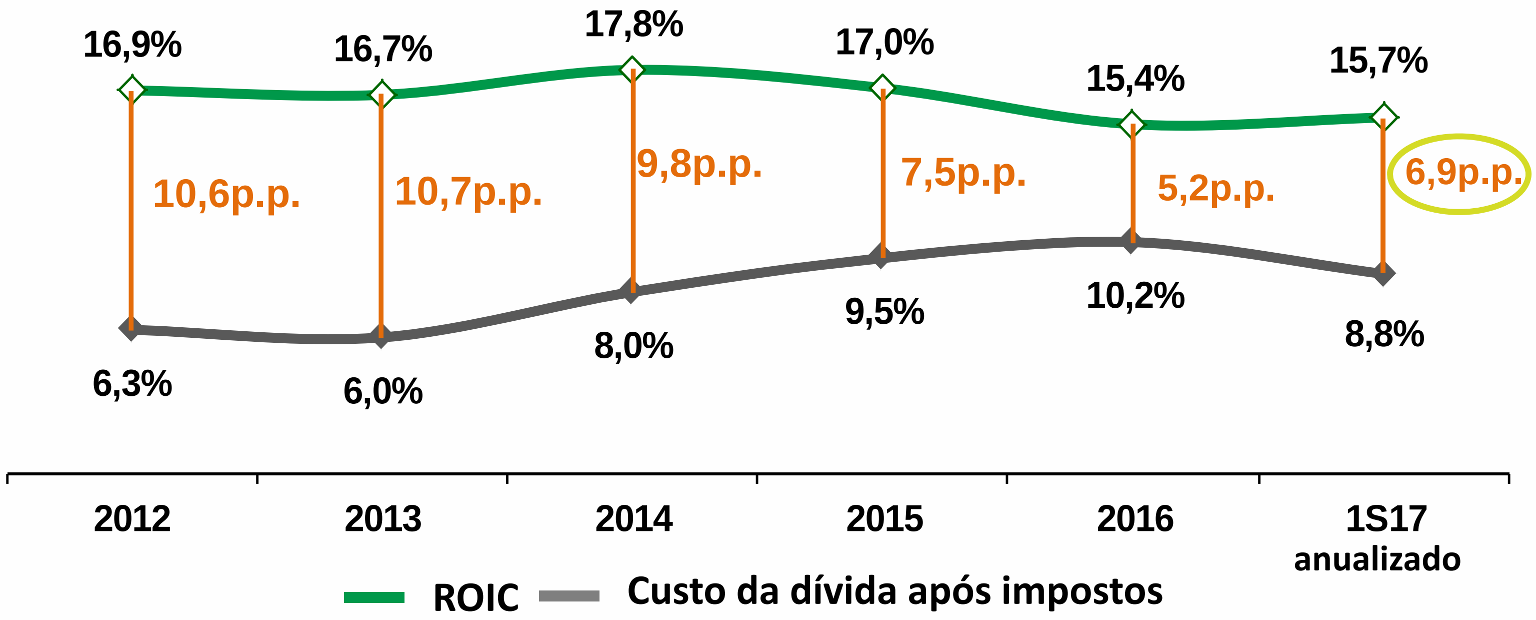


SALDOS EM FINAL DE PERÍODO	2012	2013	2014	2015	2016	1S17
Dívida líquida / Valor da frota	48%	48%	40%	44%	45%	41%
Dívida líquida / EBITDA(*)	1,4x	1,5x	1,4x	1,7x	2,1x	1,8x
Dívida líquida / Patrimônio líquido	0,9x	1,0x	0,8x	0,8x	0,9x	0,9x
EBITDA / Despesas financeiras líquidas	6,3x	8,3x	6,4x	4,6x	4,2x	4,2x

(*) anualizado

Baixo nível de alavancagem suporta a estratégia de crescimento

ROIC *versus* Custo da dívida após impostos



ROIC calculado considerando alíquota efetiva de IR/CS para cada ano

Compromisso com a geração de valor da Companhia

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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2Q17 and 1H17 Earnings Release

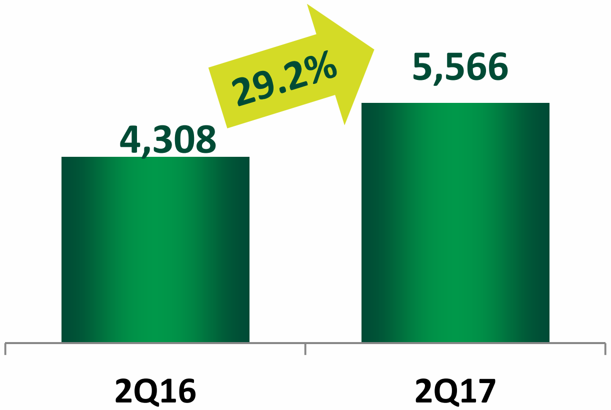
July 21, 2017

151,750 cars

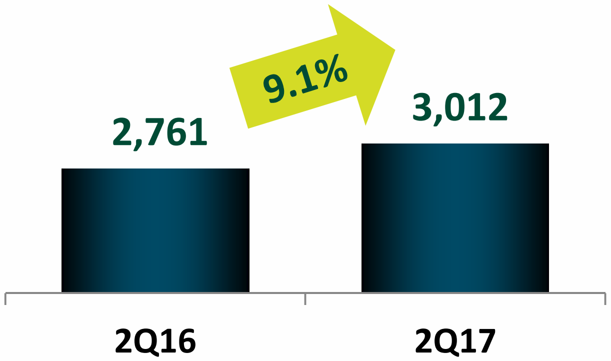
Localiza

2Q17 Operational Highlights

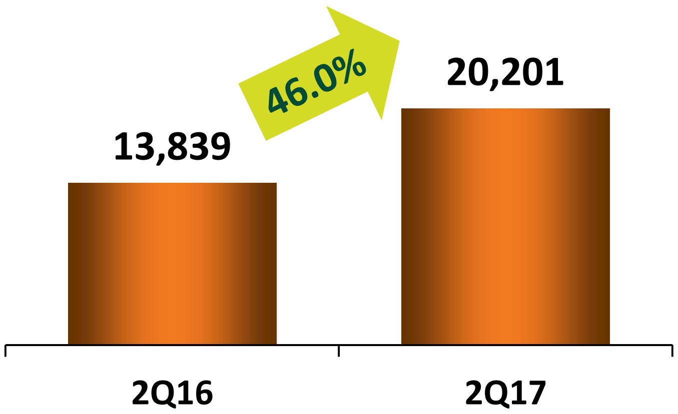
Rental days evolution (thousand)– Car Rental



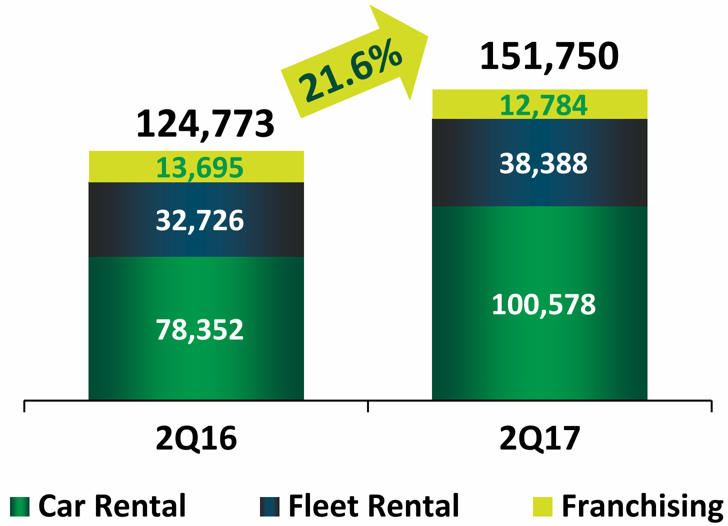
Rental days evolution (thousand)– Fleet Rental



Cars sold– consolidated



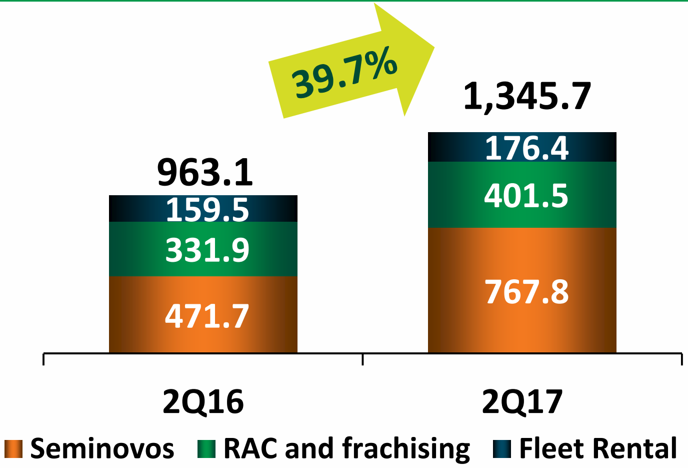
Fleet at end of the period



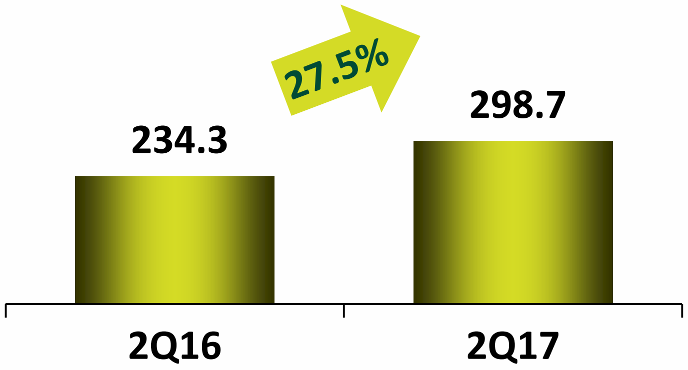
151,750 cars on 06/30/2017

2Q17 Financial Highlights

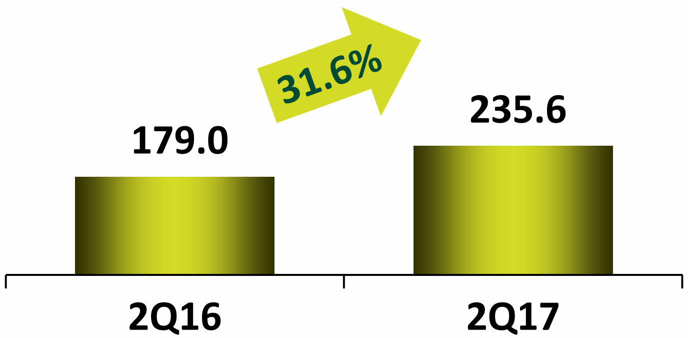
Net Revenues - (R$ million)



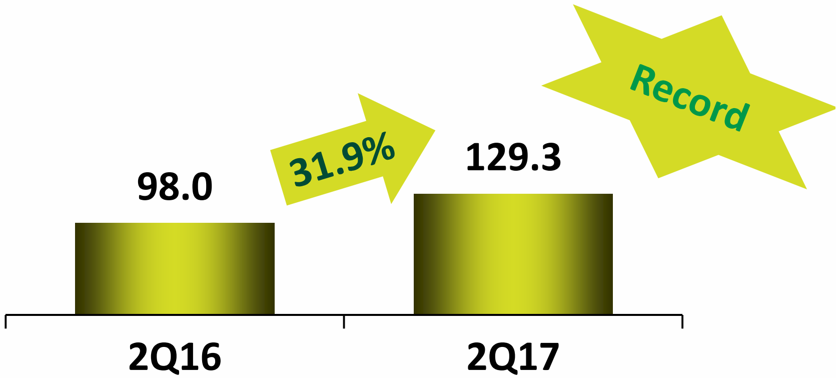
EBITDA - (R$ million)



EBIT (R$ milhões)

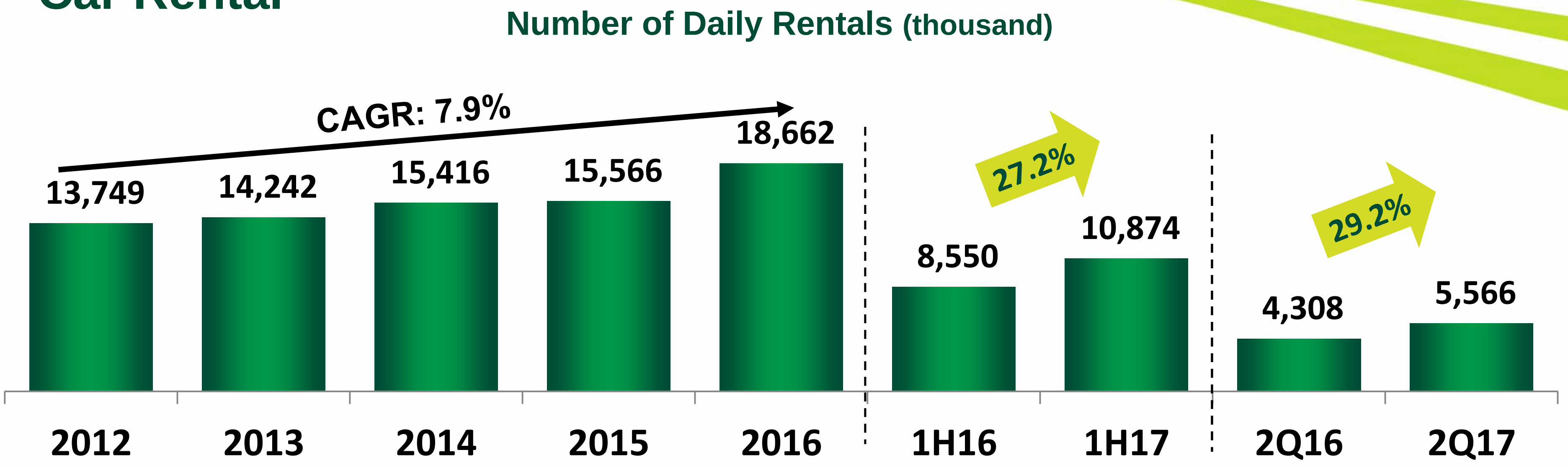


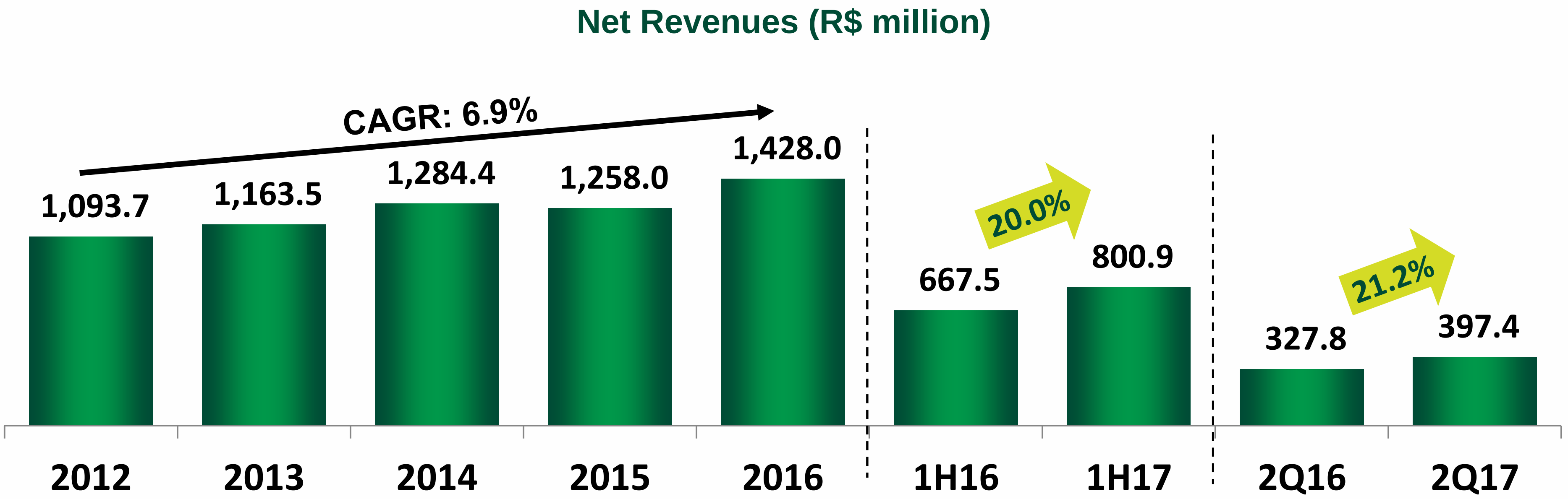
Net Income (R$ million)



Record profit of R$129.3 millions in the 2Q17

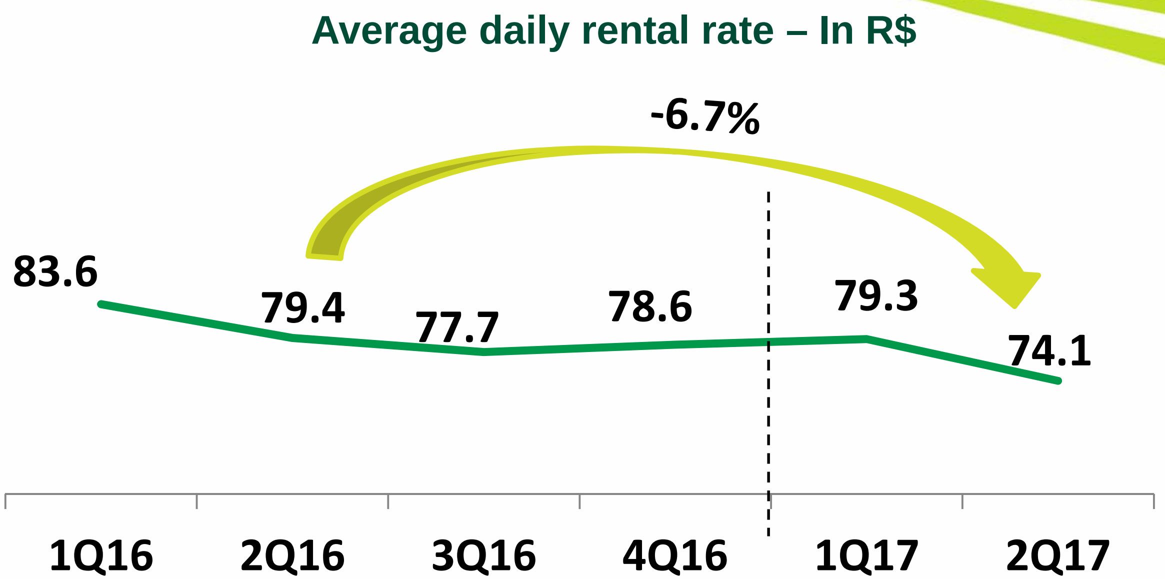
Car Rental

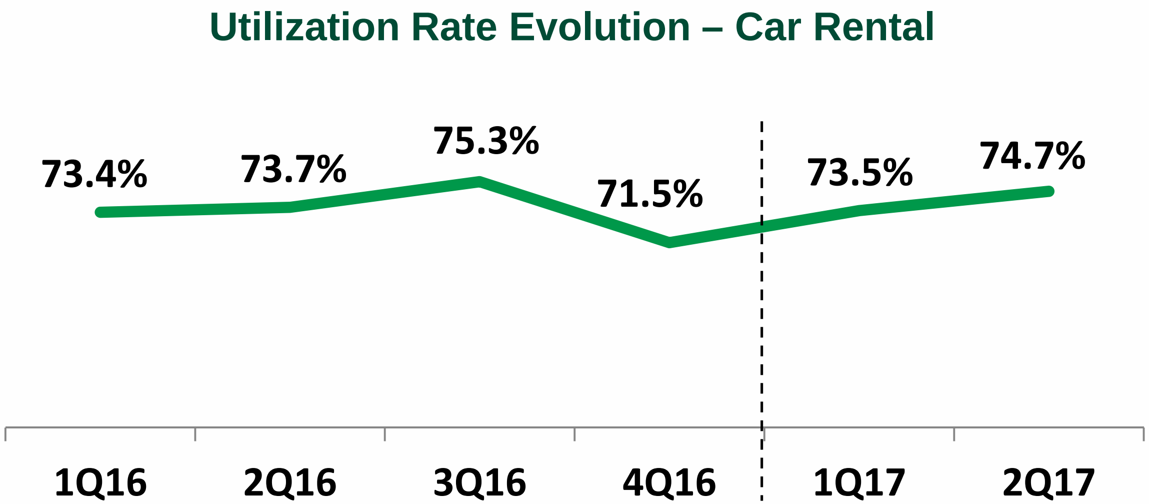




Growth of 29.2% in daily rentals and of 21.2% in net revenues in 2Q17

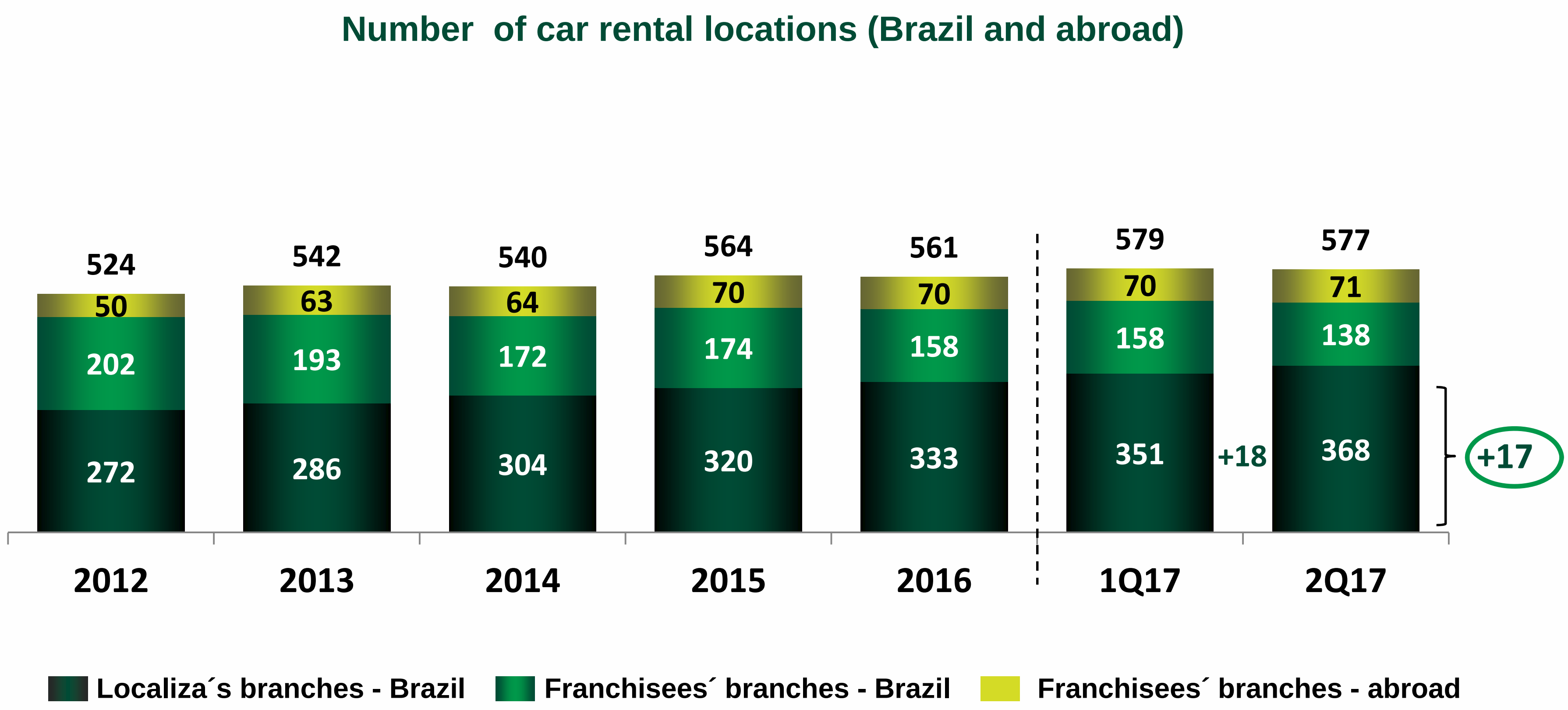
Car Rental





The average daily rental rate decrease was offset by cost control, productivity gains and strong growth, increasing profitability.

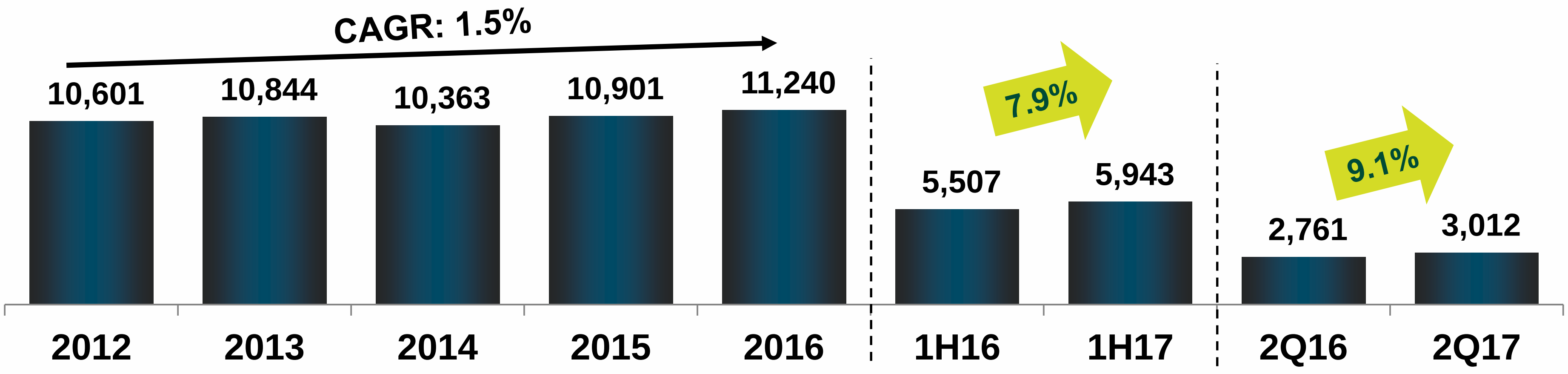
Car Rental network evolution



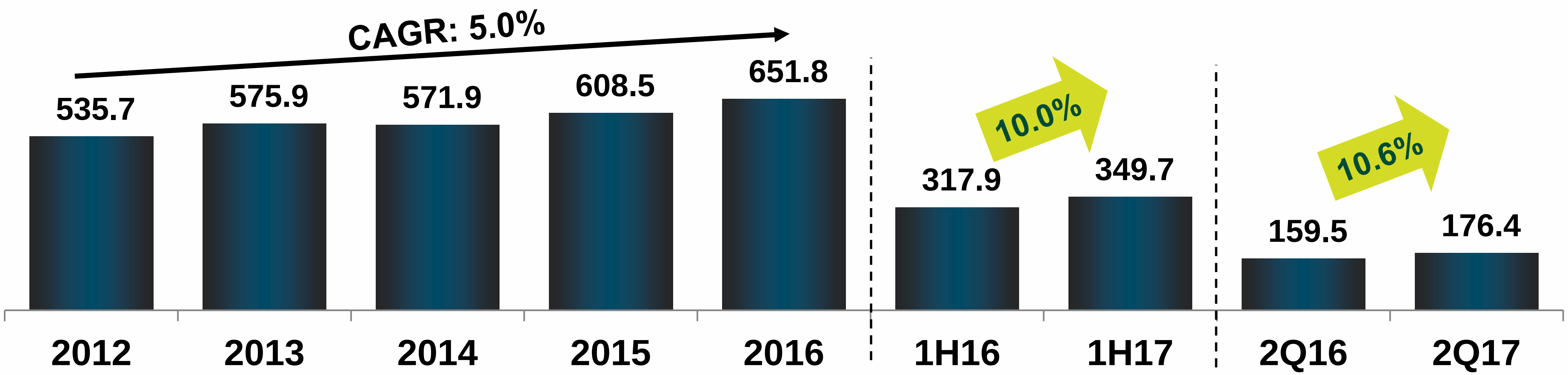
35 corporate branches were added to the network in 1H17

Fleet Rental

Number of Daily Rentals (thousand)



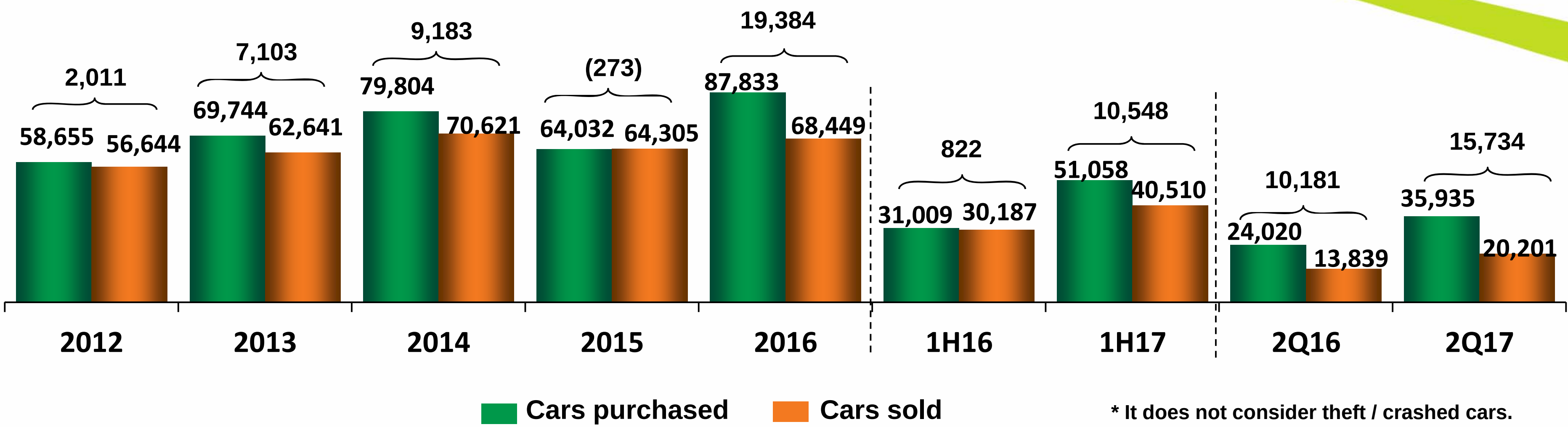
Net Revenues (R$ million)



9.1% growth in daily rentals and 10.6% growth in net revenues in 2Q17

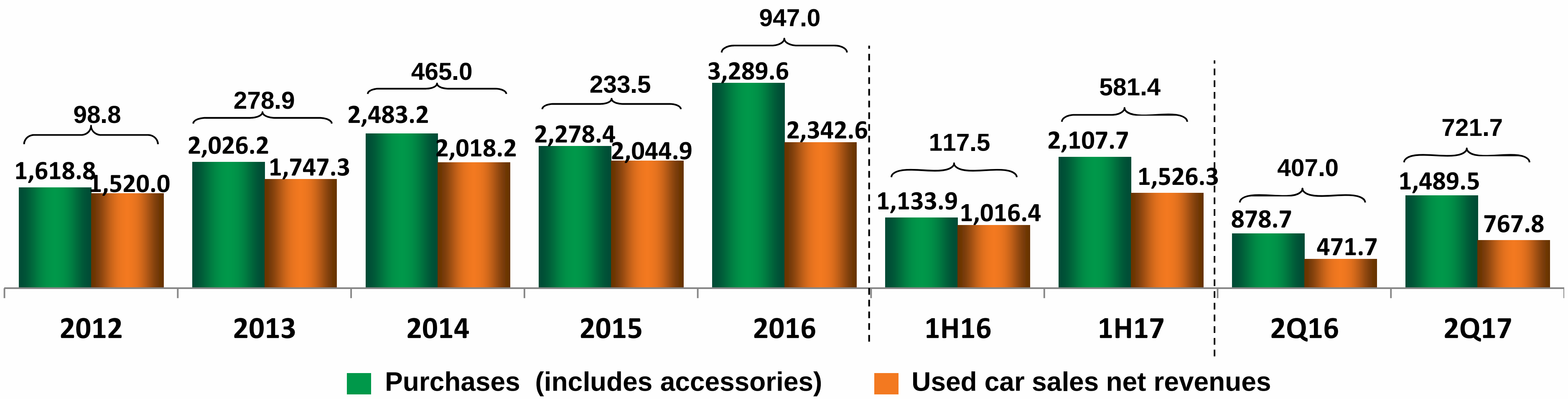
Net investment

Fleet Expansion (reduction)* (quantity)



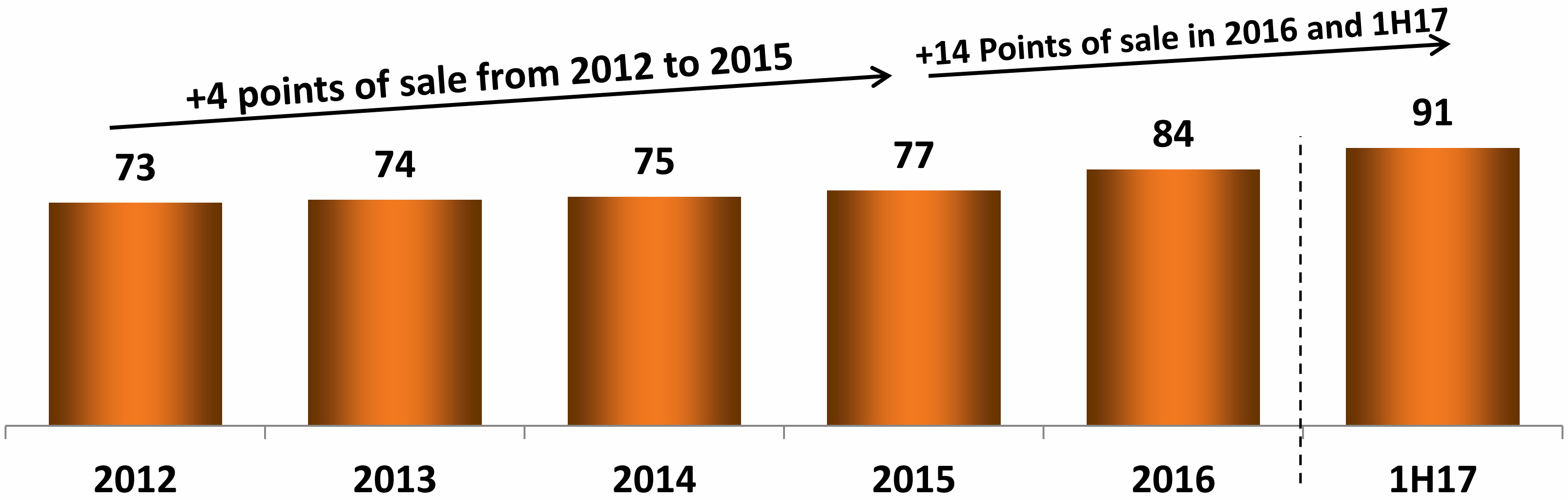
* It does not consider theft / crashed cars.

Net Investment in Fleet (R$ million)



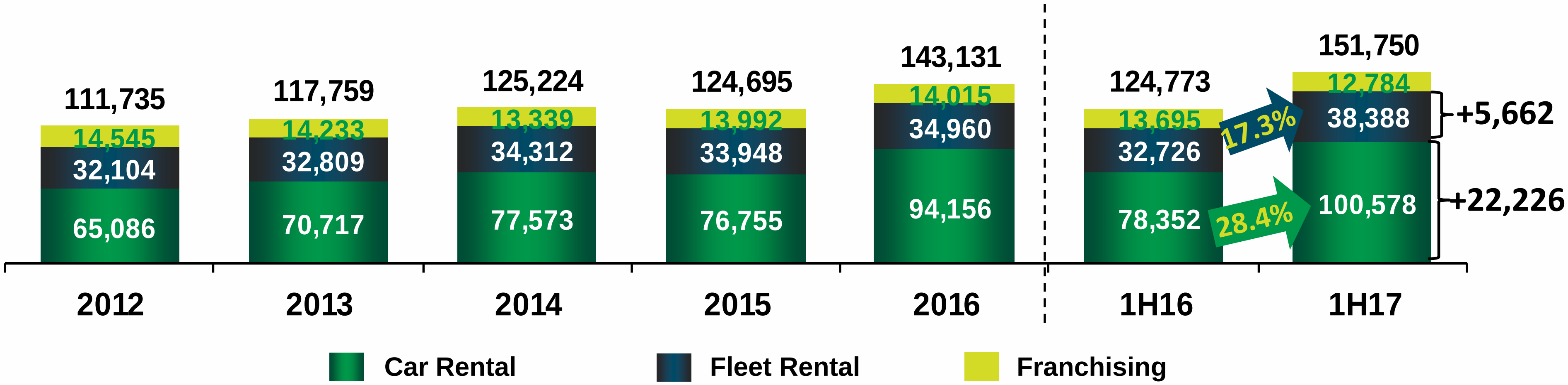
51,058 cars purchased in the 1H17

Number of points of sale



New points of sale will be added to support the strong growth of the Car Rental Division

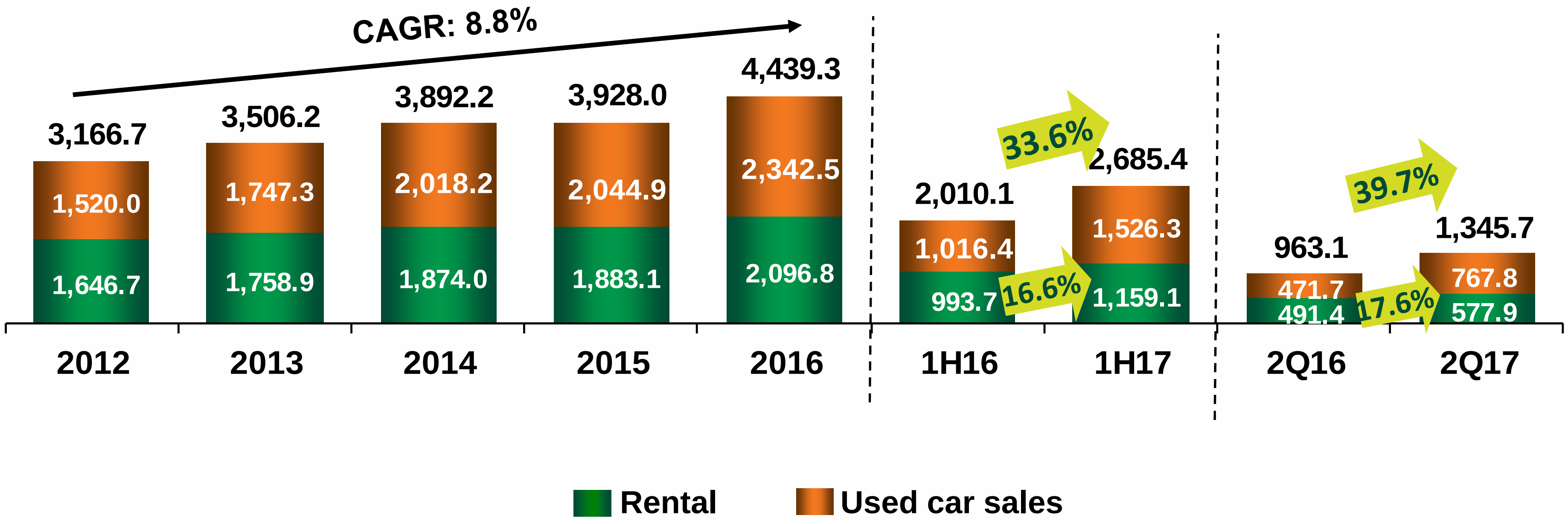
Period-end fleet
Quantity



Increase of 22,226 cars in the Car Rental Division without impacting the utilization rate

Consolidated net revenues

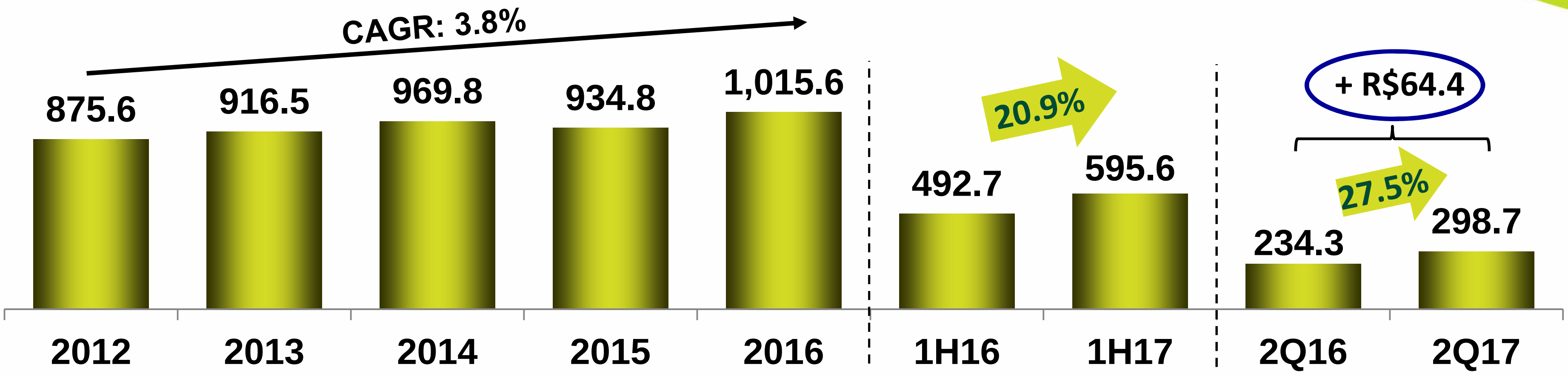
R$ million



39.7% increase in consolidated revenue in 2Q17

Consolidated EBITDA

R$ million



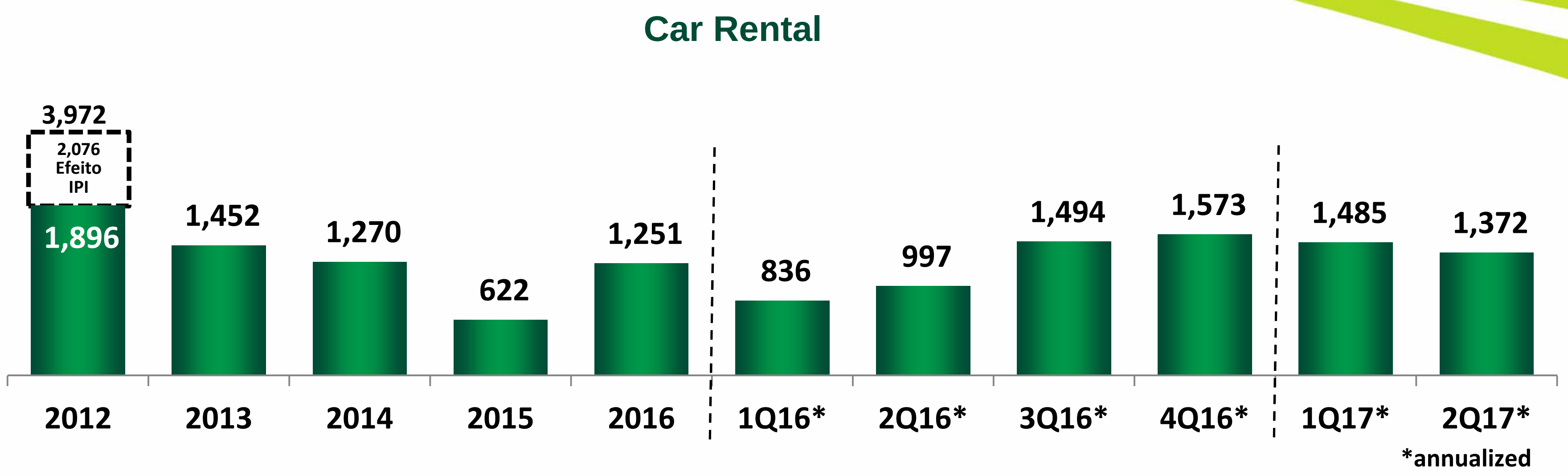
EBITDA margin:

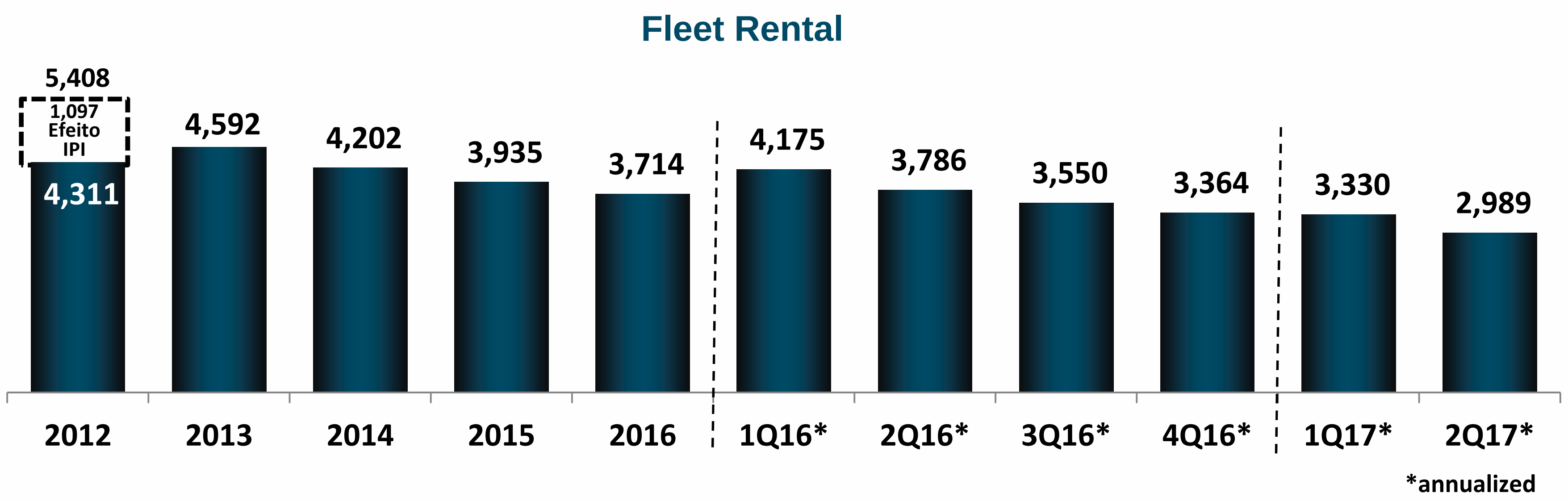
Divisions	2012	2013	2014*	2015	2016	1H16	1H17	2Q16	2Q17
Car Rental	40.9%	36.8%	38.7%	31.8%	32.3%	33.1%	35.3%	31.6%	34.0%
Fleet Rental	66.4%	65.5%	60.0%	62.2%	64.5%	64.8%	62.4%	65.0%	61.8%
Rental Consolidated	49.3%	46.5%	45.3%	41.7%	42.3%	43.3%	43.4%	42.6%	42.4%
Used Car Sales	4.2%	5.7%	6.0%	7.3%	5.5%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

(*) It considers the new appropriation criteria of the overhead, which is also appropriated to Seminovos.

The EBITDA margin of Fleet Rental reflects the context of lower basic interest rates and depreciation

Average depreciation per car (in R$)

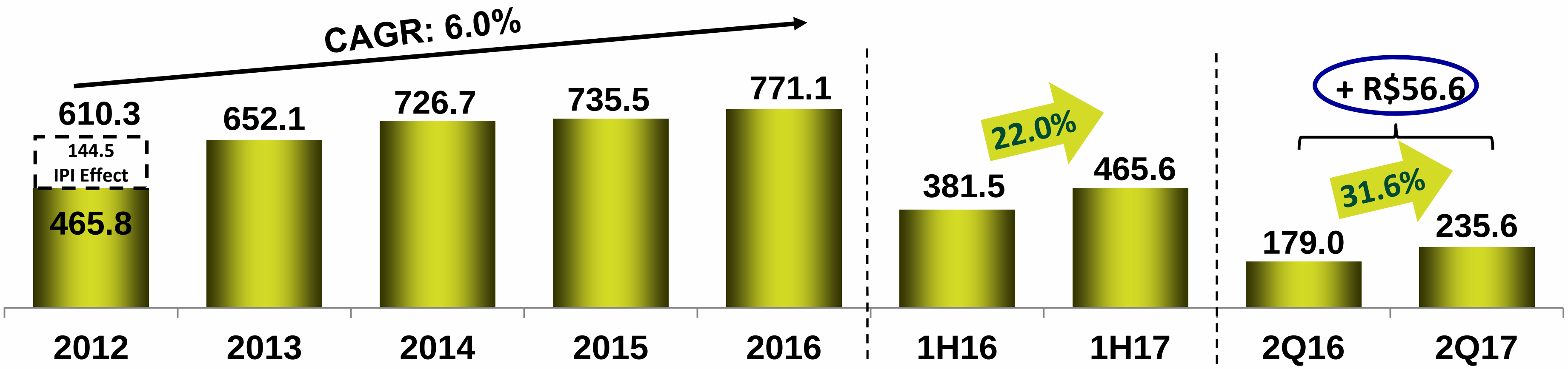




Depreciation is calculated based on the expectation of the future value of the car

Consolidated EBIT

R$ million

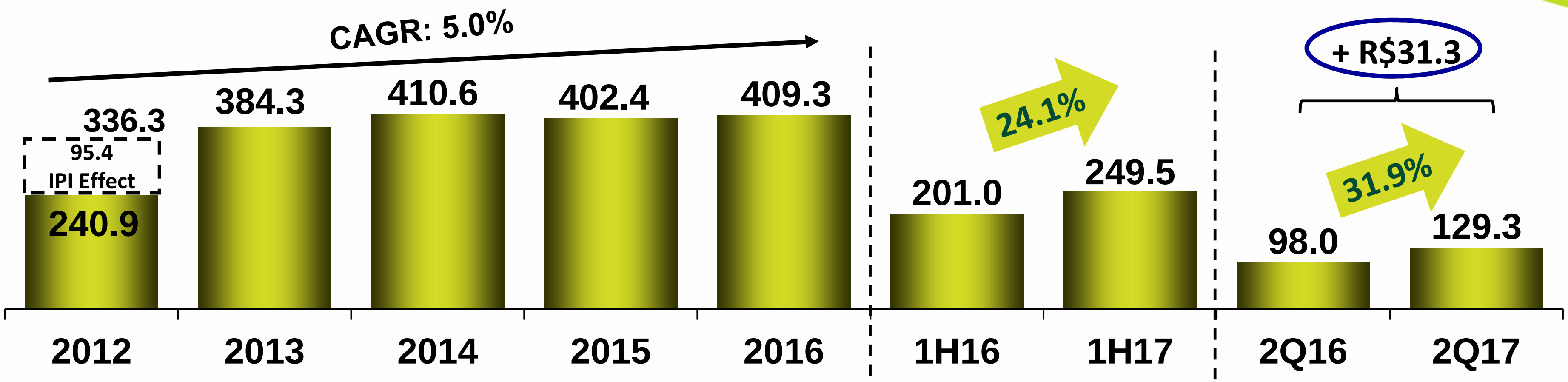


Divisions	2012	2013	2014	2015	2016	1H16	1H17	2Q16	2Q17
Car Rental	23.7%	32.8%	36.2%	34.3%	30.2%	32.5%	34.9%	29.3%	35.1%
Fleet Rental	36.9%	45.1%	44.3%	48.9%	51.2%	50.6%	52.4%	50.7%	54.0%
Consolidated	28.3%	37.1%	38.8%	39.1%	36.8%	38.4%	40.2%	36.4%	40.8%

EBIT Margin increase in the Car Rental and Fleet Rental Division

Consolidated net income

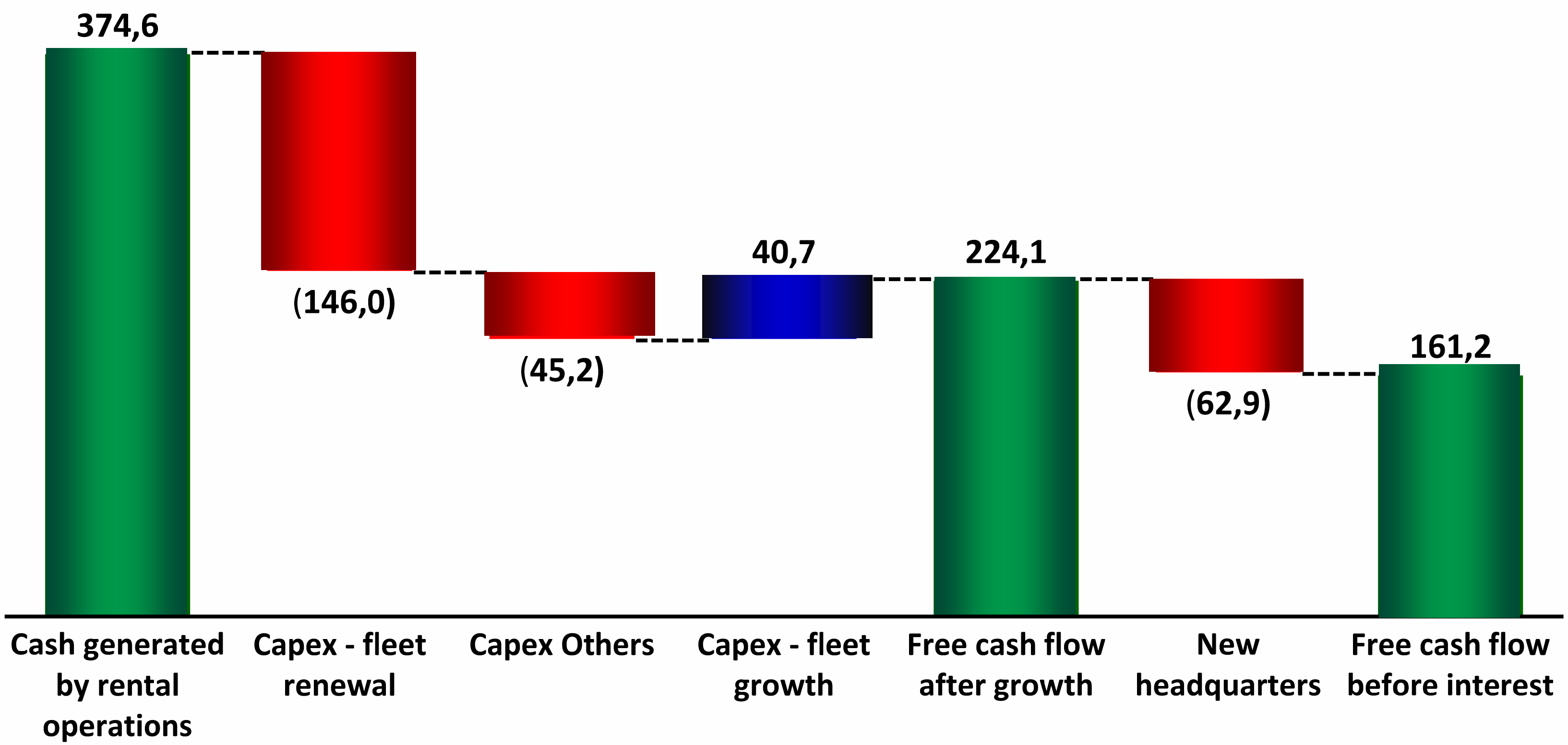
R$ million



Reconciliation EBITDA x Net income	2012	2013	2014	2015	2016	1H16	1H17	Var. R$	Var. %	2Q16	2Q17	Var. R$	Var. %
Consolidated EBITDA	875.6	916.5	969.8	934.8	1,015.6	492.7	595.6	102.9	20.9%	234.3	298.7	64.4	27.5%
Cars depreciation	(232.4)	(229.0)	(207.4)	(163.6)	(206.3)	(92.1)	(112.0)	(19.9)	21.6%	(45.8)	(54.1)	(8.3)	18.1%
Cars additional depreciation – IPI effect	(144.5)	-	-	-	-	-	-	-	-	-	-	-	-
Other property depreciation and amortization	(32.9)	(35.4)	(35.7)	(35.7)	(38.2)	(19.1)	(18.0)	1.1	-5.8%	(9.5)	(9.0)	0.5	-5.3%
EBIT	465.8	652.1	726.7	735.5	771.1	381.5	465.6	84.1	22.0%	179.0	235.6	56.6	31.6%
Financial expenses, net	(138.7)	(110.6)	(151.1)	(202.7)	(243.5)	(117.2)	(142.0)	(24.8)	21.2%	(49.5)	(67.2)	(17.7)	35.8%
Income tax and social contribution	(135.3)	(157.2)	(165.0)	(130.4)	(118.3)	(63.3)	(74.1)	(10.8)	17.1%	(31.5)	(39.1)	(7.6)	24.1%
Income tax and social contribution – IPI effect	49.1	-	-	-	-	-	-	-	-	-	-	-	-
Net income of the period	240.9	384.3	410.6	402.4	409.3	201.0	249.5	48.5	24.1%	98.0	129.3	31.3	31.9%

Growth of 31.9% of net income in the 2Q17

Free cash flow



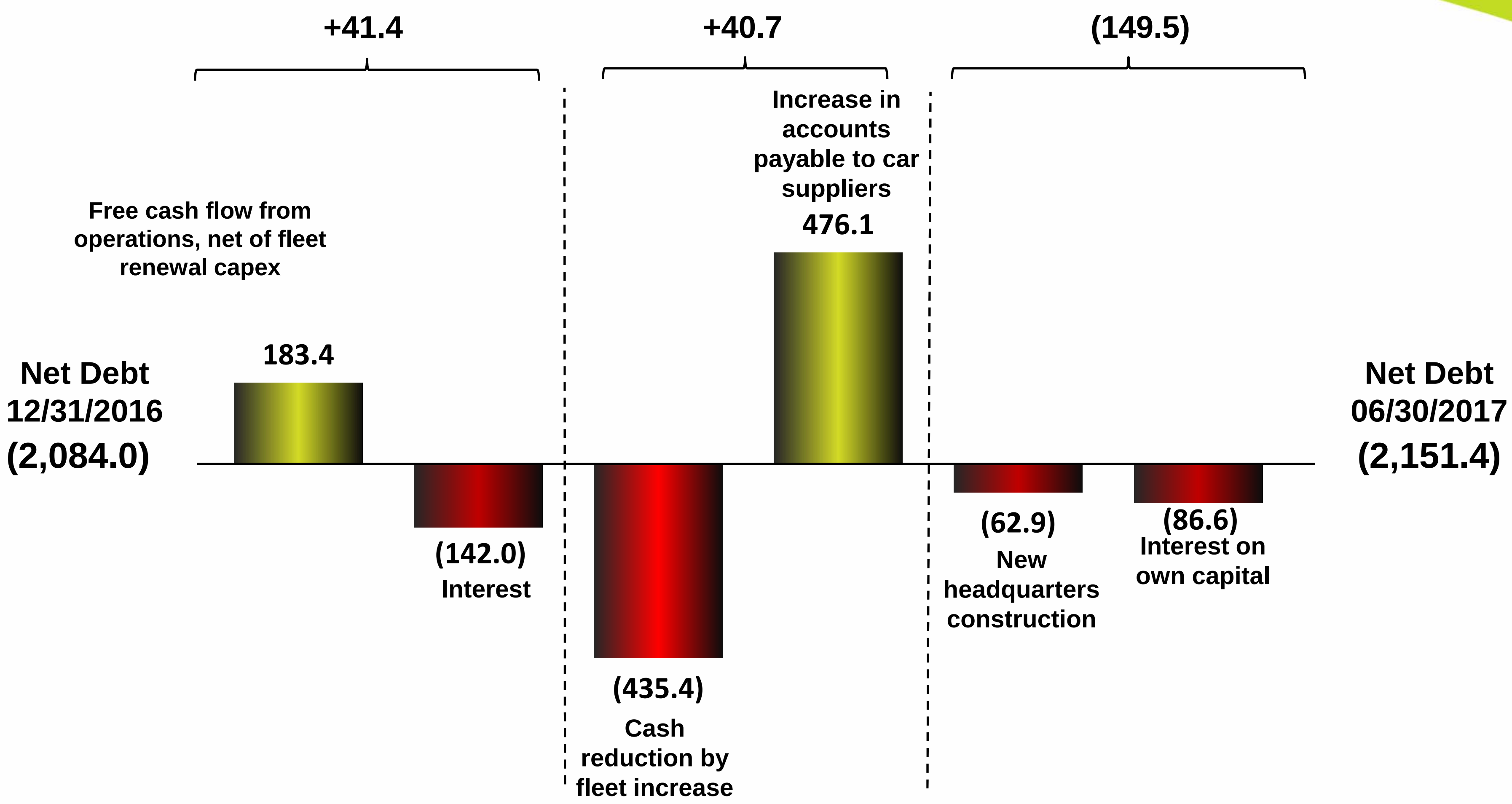
R$161.2 million of *free cash flow*

Free cash flow

	Free cash flow - R$ million	2012	2013	2014	2015	2016	1H17
Operations	EBITDA	875.6	916.5	969.8	934.8	1,015.6	595.6
	Used car sale revenue, net from taxes	(1,520.0)	(1,747.3)	(2,018.2)	(2,044.9)	(2,342.5)	(1,526.3)
	Depreciated cost of cars sold	1,360.2	1,543.8	1,777.0	1,769.1	2,102.5	1,378.7
	(-) Income tax and social contribution	(100.9)	(108.5)	(113.1)	(110.7)	(93.3)	(59.0)
	Change in working capital	37.1	2.9	(27.1)	(30.0)	113.2	(14.4)
	Cash generated by rental operations	652.0	607.4	588.4	518.3	795.5	374.6
Capex - Renewals	Used car sale revenue, net from taxes	1,520.0	1,747.3	2,018.2	2,036.3	2,342.5	1,526.3
	Fleet renewal investment	(1,563.3)	(1,819.7)	(2,197.7)	(2,278.4)	(2,563.6)	(1,672.3)
	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
Capex - Growth	Fleet growth (investment)	(55.5)	(209.4)	(286.8)	8.6	(726.0)	(435.4)
	Change in accounts payable to car suppliers	(116.9)	89.7	334.4	(121.2)	190.7	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

Changes in net debt

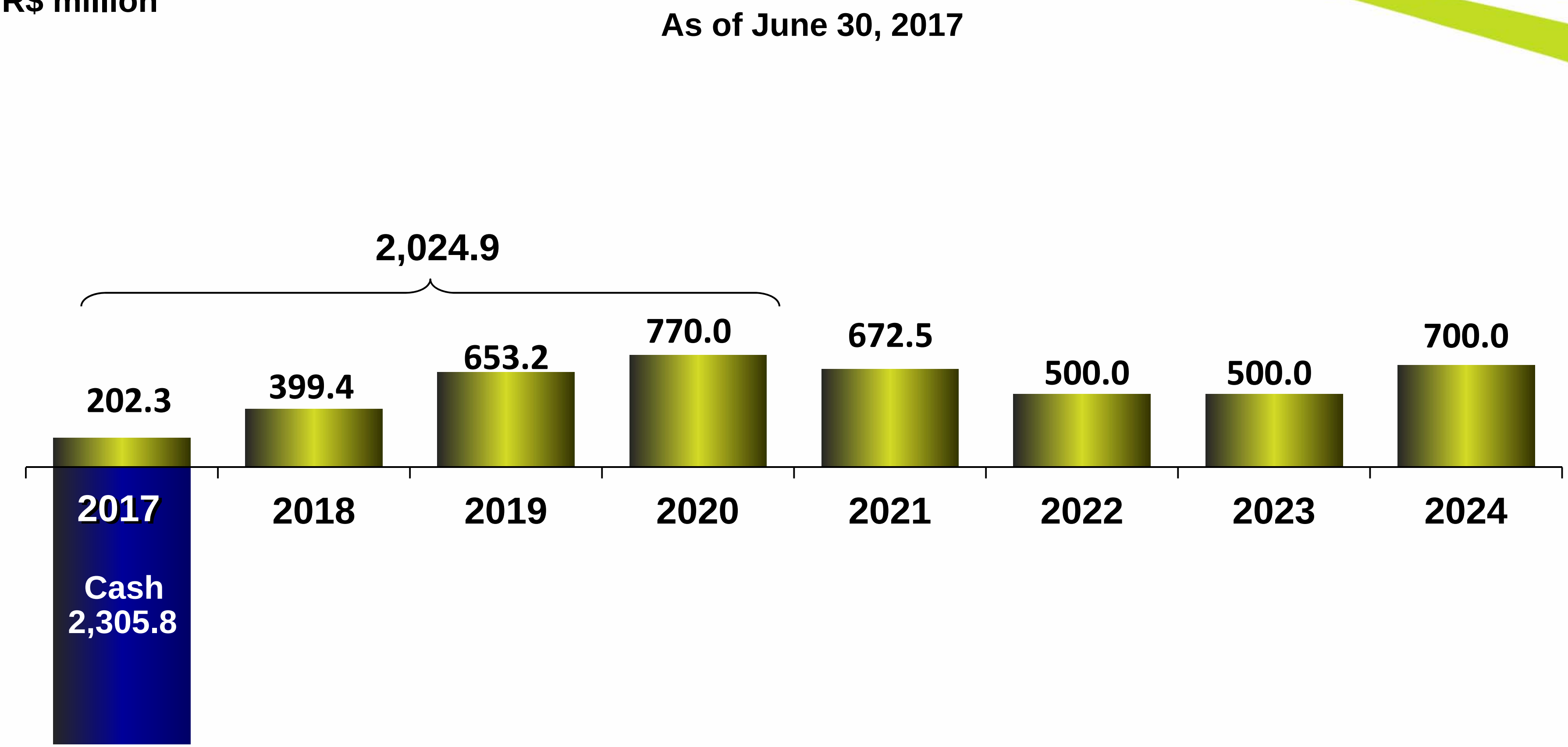
R$ million



Fleet increase of 10,548 cars with no impact in the net debt

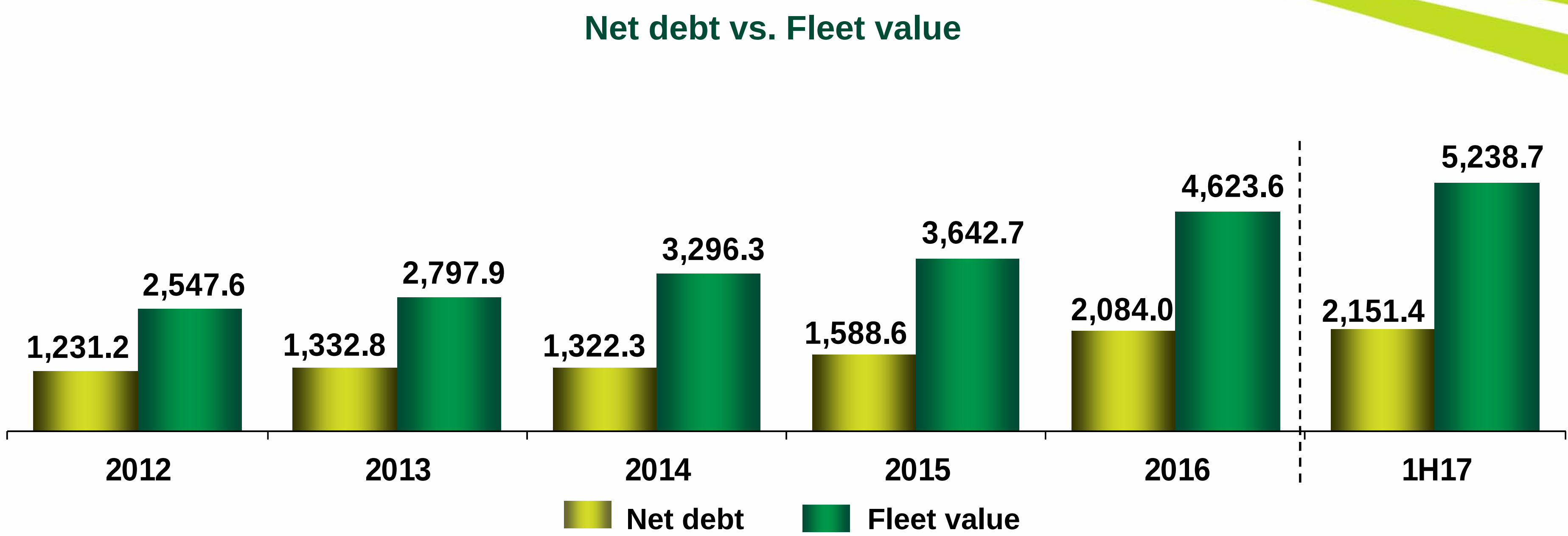
Debt maturity profile (principal)

R$ million



Comfortable debt profile and strong cash position

Debt - ratios

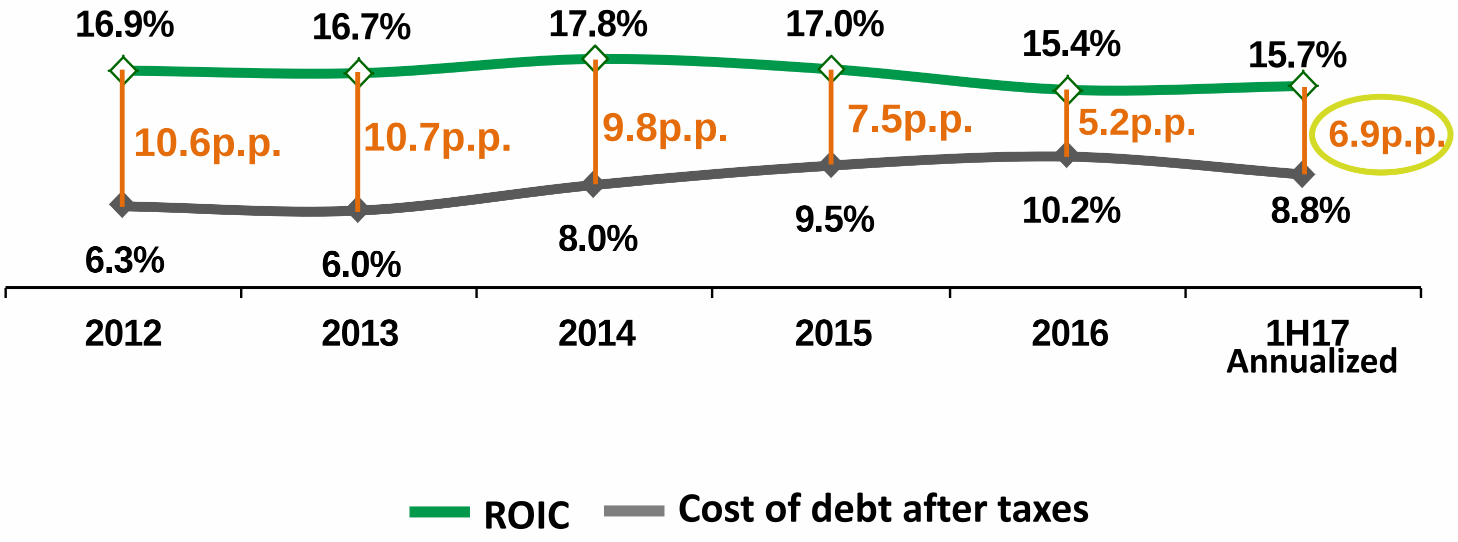


BALANCE AT THE END OF PERIOD	2012	2013	2014	2015	2016	1H17
Net debt / Fleet value	48%	48%	40%	44%	45%	41%
Net debt / EBITDA(*)	1.4x	1.5x	1.4x	1.7x	2.1x	1.8x
Net debt / Equity	0.9x	1.0x	0.8x	0.8x	0.9x	0.9x
EBITDA / Net financial expenses	6.3x	8.3x	6.4x	4.6x	4.2x	4.2x

(*)Annualized

Low leverage supports growth targets

ROIC *versus* cost of debt after taxes



ROIC considered effective income tax rate

Localiza is committed to value creation for its shareholders

Thank You!

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