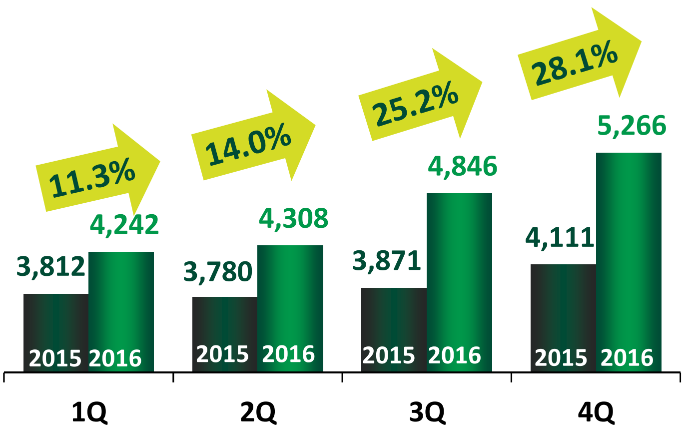
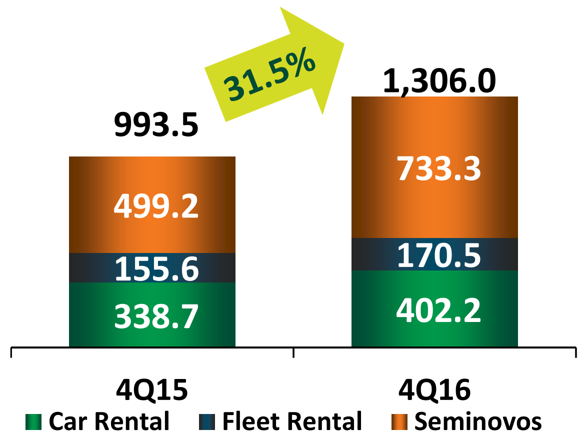
4Q16 and 2016 Earnings Release

4Q16 and 2016 Highlights

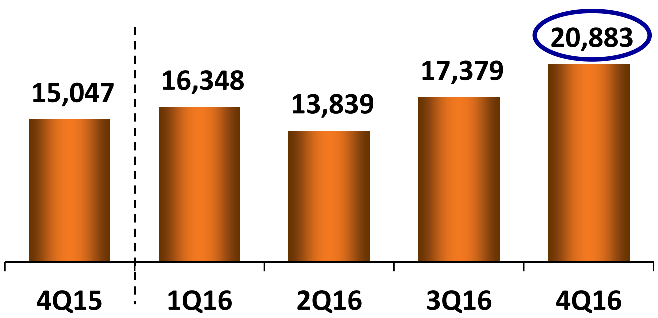
Rental days – Car Rental (Thousand)



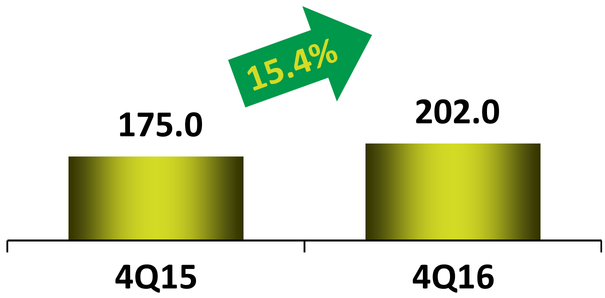
Net revenues (R$ million)



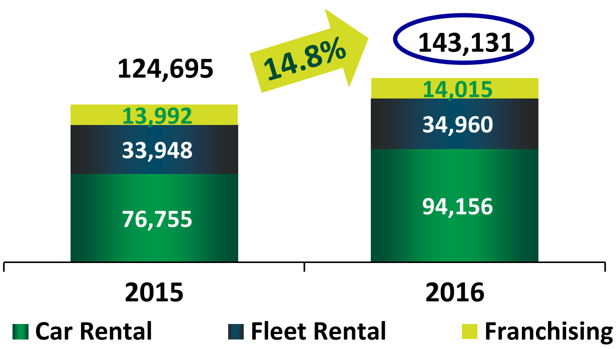
Number of cars sold



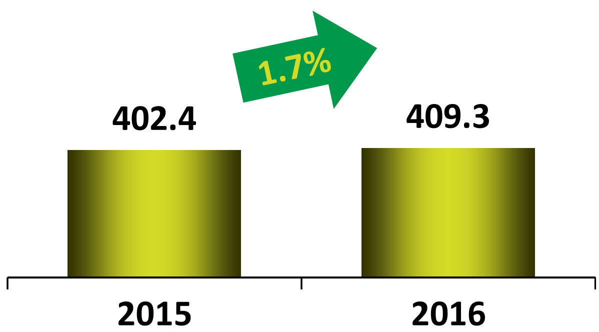
EBIT (R$ million)



Fleet at the end of the year

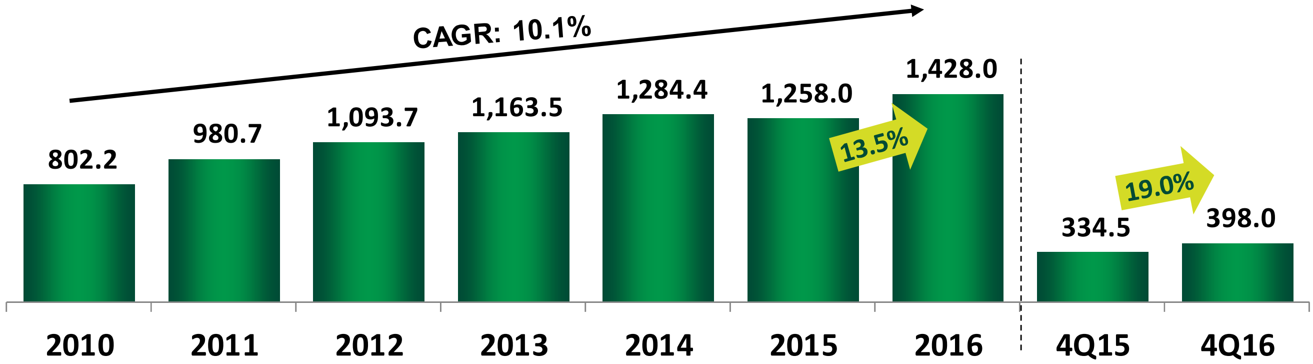


Net Income (R$ million)

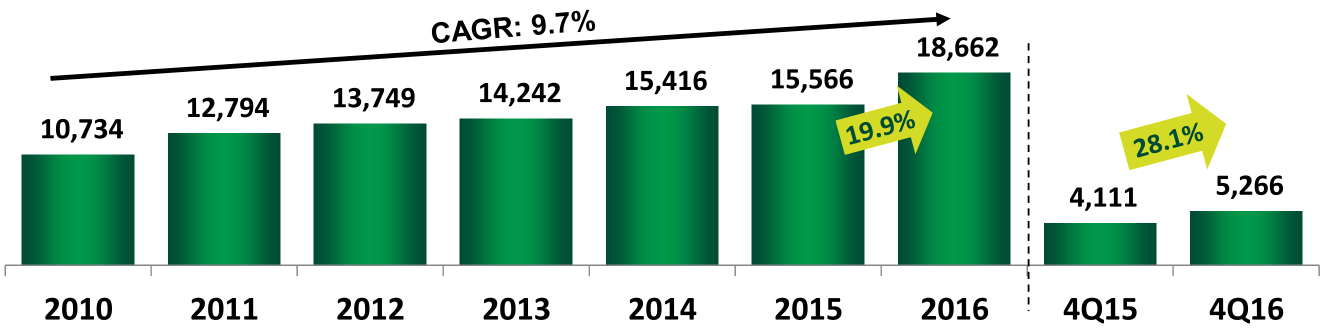


1 – Car Rental

Net Revenues (R$ million)



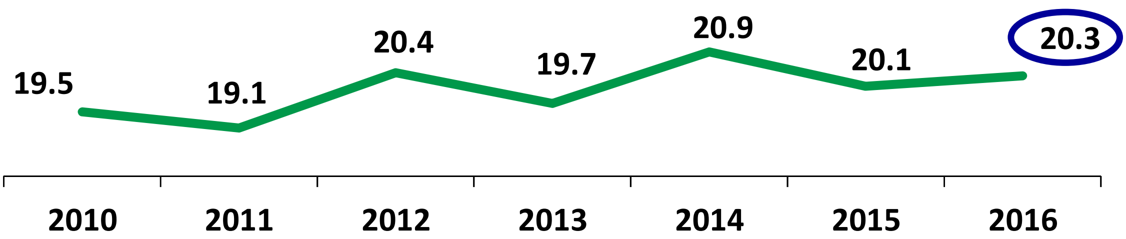
Number of Daily Rentals (thousand)



In 4Q16, **Car Rental Division's** net revenues grew 19.0% when compared with 4Q15 due to an increase of 28.1% in daily rentals that was partially offset by a 7.7% decrease in the average rental rate.

In 2016, **Car Rental Division's** net revenues grew 13.5% due to an increase of 19.9% in daily rental volume which was partially offset by a 5.8% decrease in the average rental rate.

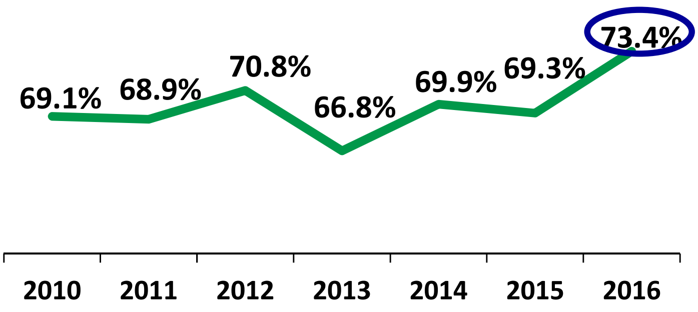
Average annual revenues per operating car
Car Rental (R$ thousand)



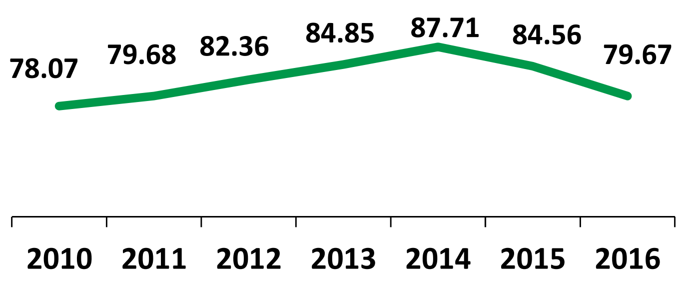
The average annual revenues per operating car were practically stable when compared with 2015, due to the increase of the fleet utilization rate, which offset the drop of 5.8% in the average rental rate.

1.1 – Car Rental

Utilization Rate Evolution Car Rental



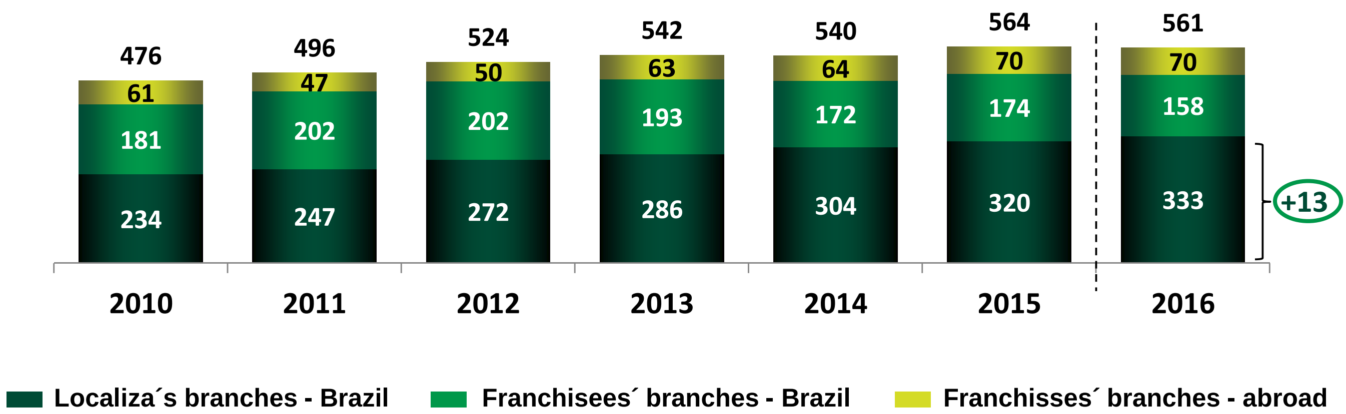
Average daily rental rate evolution Car Rental- In R$



The utilization rate in 2016 was 73.4%, the highest since 2010.
The increase in the utilization rate is a result of the Company's initiative to manage its rates in order to stimulate demand, the mix of segments and of improvement in the fleet management.

1.2 – Distribution network

Number of car rental locations (Brazil and abroad)

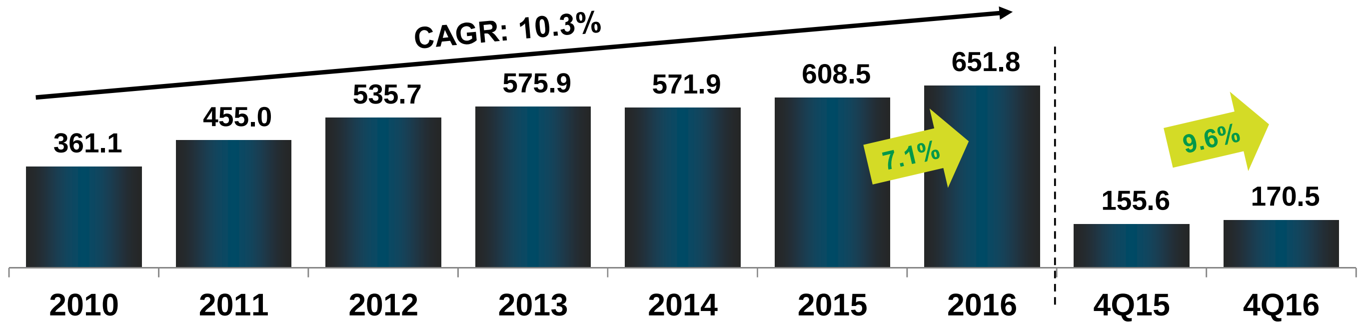


In 2016 the number of corporate branches was increased by 13 locations, from 320 in the end of 2015 to 333 in the end of 2016.

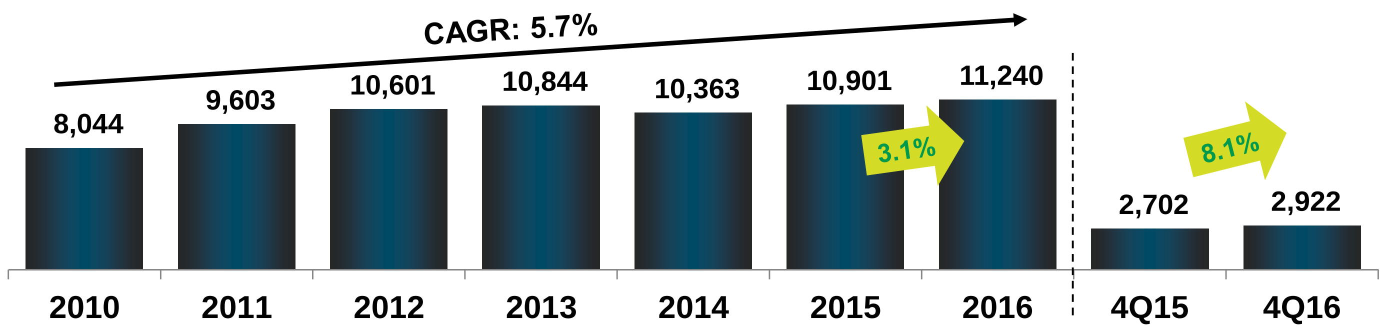
Therefore, as of December 31, 2016, Localiza's system totaled 561 locations in Brazil and in 6 other South American countries.

2 – Fleet Rental

Net Revenues (R$ million)



Number of Daily Rentals (thousand)

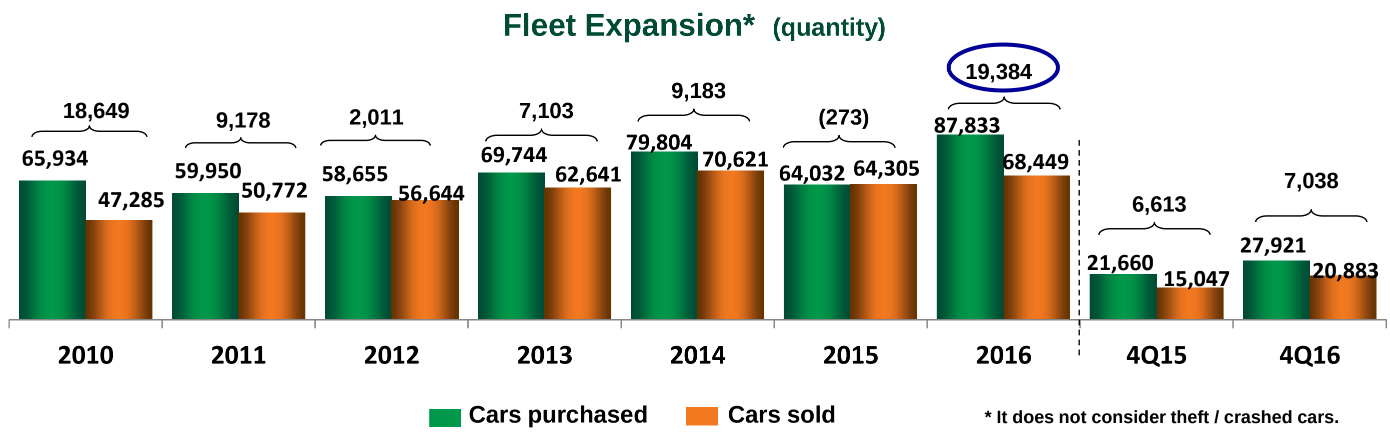


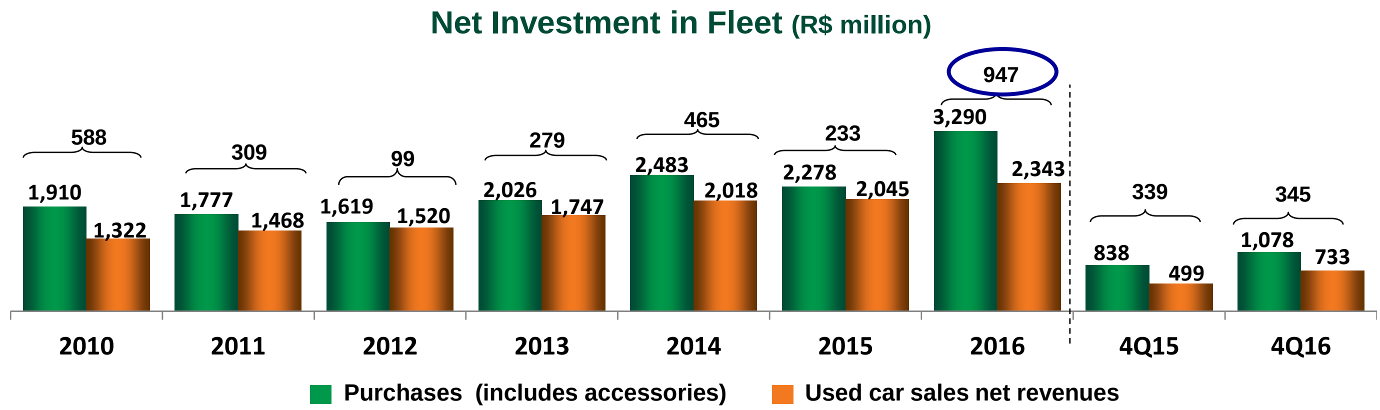
In 4Q16, **Fleet Rental Division's** net revenues presented a growth of 9.6% when compared with 4Q15, due to 8.1% growth in volume and 2.6% in the average daily rental rate.

In 2016, net revenues on this Division grew 7.1% due to a 3.1% growth in volume and a 3.8% increase in the average daily rental rate.

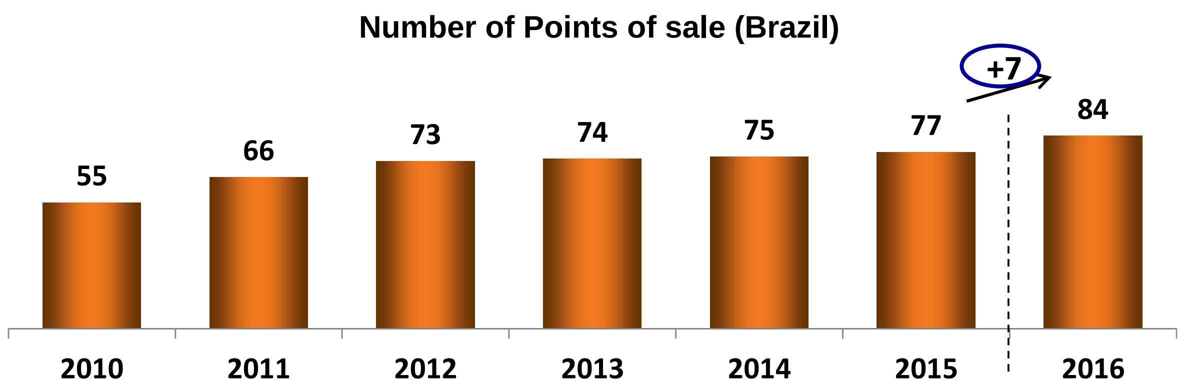
3 – Fleet

3.1 – Net investment in the fleet





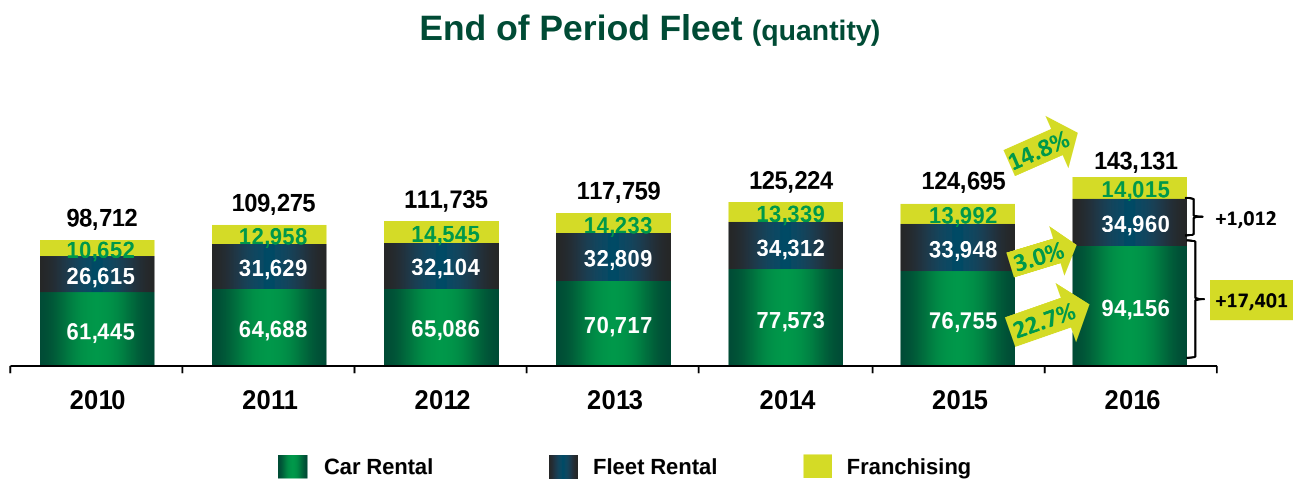
3.2 – Seminovos



As of 12/31/2016, **Seminovos** had 84 stores distributed across 53 Brazilian cities, an increase of 7 stores in relation to 2015. Most stores quickly reach the looked-for sales volume in 3 months, a smaller part takes up to 6 months to reach the expected volume.

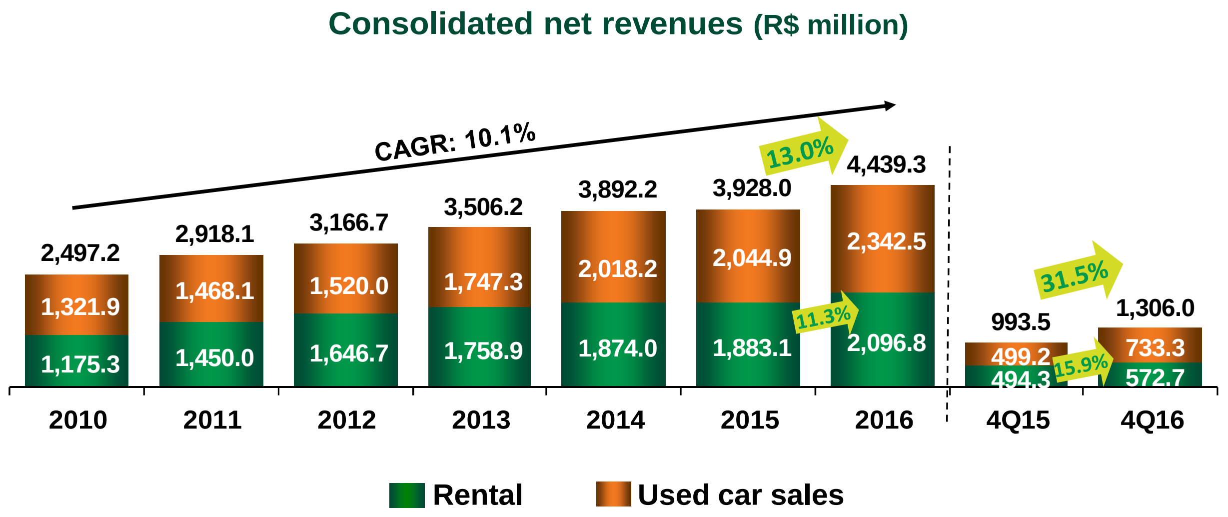
News stores shall be opened, to support the fleet renewal, due to the strong growth of the **Car Rental Division's.**

4 – End of period fleet



The fleet of the **Car Rental Division** grew 17,401 cars in 2016. The increase of the fleet in 22.7%, higher than the 19.9% increase in daily rentals volume, was to support the peak of demand in summer vacations.

5 – Net revenues - consolidated

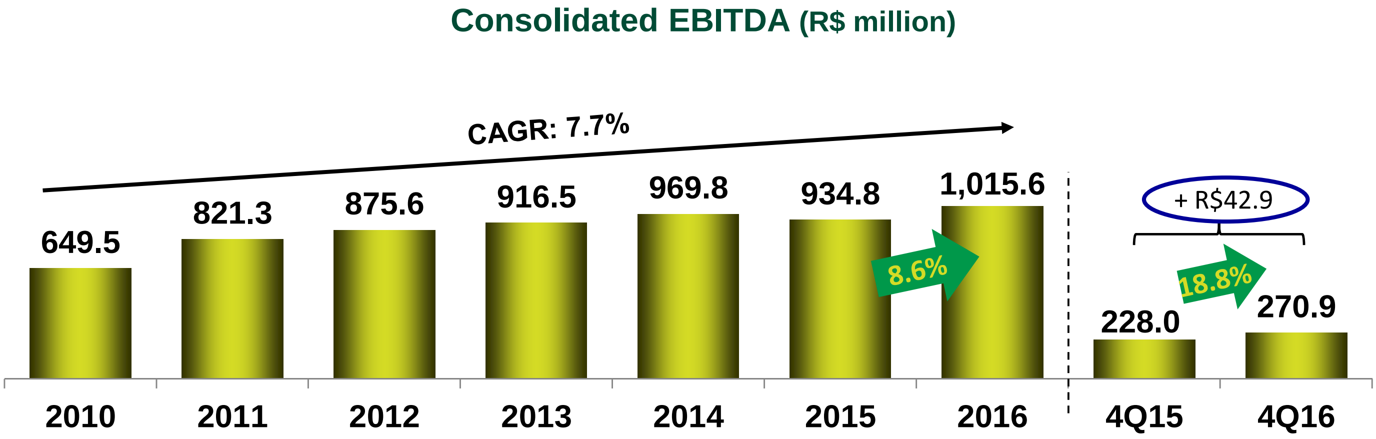


In 4Q16, consolidated net revenues grew 31.5% when compared with 4Q15.

Rental revenues grew 15.9%, being 19.0% growth in the **Car Rental Division's** revenue and 9.6% increase in the **Fleet Rental Division's** revenue.

Net revenue from **Seminovos** in 4Q16 increased 46.9% when compared with 4Q15, due to an increase of 38.8% in the volume of cars sold and 5.9% in the average car sales price.

6 – EBITDA



Divisions	2010*	2011*	2012	2013	2014**	2015	2016	4Q15	4Q16
Car Rental	45.3%	46.9%	40.9%	36.8%	38.7%	31.8%	32.3%	30.2%	31.5%
Fleet Rental	68.0%	68.6%	66.4%	65.5%	60.0%	62.2%	64.5%	64.0%	63.8%
Rental Consolidated	52.3%	53.8%	49.3%	46.5%	45.3%	41.7%	42.3%	40.8%	40.8%
Used Car Sales	2.6%	2.8%	4.2%	5.7%	6.0%	7.3%	5.5%	5.2%	5.0%

(*) Up to 2011, accessories and freight of new cars were recorded as permanent assets and depreciated over the cars' useful life. From 2012 on, such values have been registered directly in the cost line, reducing EBITDA and depreciation costs.
(**) It considers the new appropriation criteria of the overhead, which is also appropriated to Seminovos.

In 4Q16, consolidated EBITDA totaled R$270.9 million, 18.8% higher than the same period last year.

In 2016, EBITDA grew 8.6% compared with 2015.

In the **Car Rental Division**, the EBITDA margin was 31.5% in 4Q16, an increase of 1.3 p.p in relation to the 4Q15. This increase is mainly due to the growth of daily rental volume and consequent gains of scale of operating expenses (SG&A).

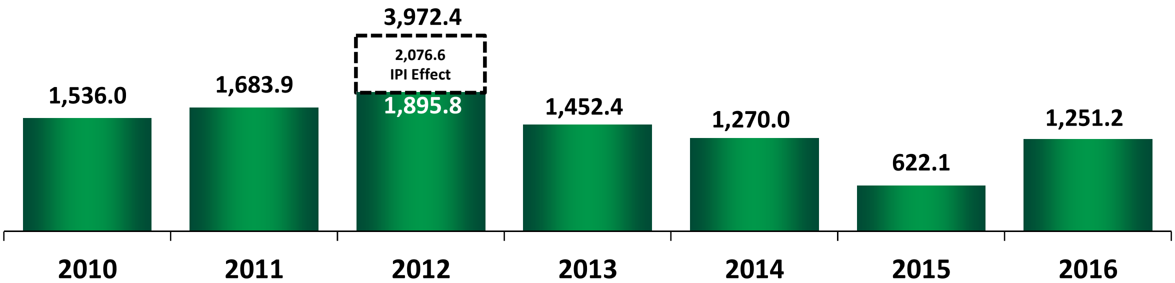
In the **Fleet Rental Division**, EBITDA margin was 63.8% in 4Q16, practically stable in relation to the 4Q15.

Seminovos EBITDA margin was 5.0% in 4Q16.

7 – Depreciation

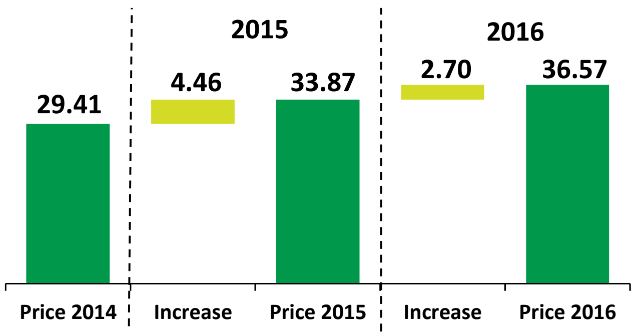
7.1 – Car Rental

Average depreciation per car (R$) – Car Rental



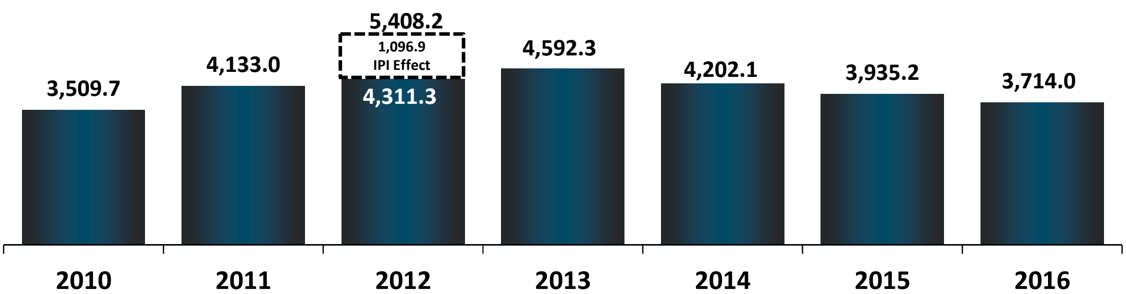
2016 average depreciation per car in the **Car Rental Division** was R$1,251.2, R$629.1 higher, mainly due to the lower increase in new car prices (shown in the graph bellow), which reflects in lower increase in Seminovos' car sale prices. In 4Q16, the deprecition was R$1,573.9 per car, returning to historical levels.

Average price of cars purchased
Car Rental (R$ Thousand)



7.2 – Fleet Rental

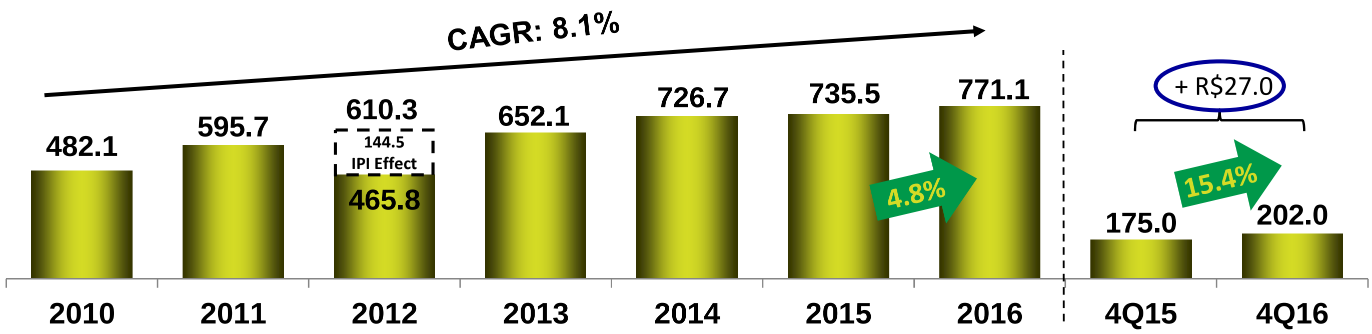
Average depreciation per car (R$) – Fleet Rental



In the **Fleet Rental Division,** average depreciation per car in 2016 totaled R$3,714.0, a 5.6% decrease comparing with 2015's depreciation. Due to the longer cycle, the car depreciation of this division benefits from the increase in new cars price, which ocurrs during the car's useful life.

8 – EBIT

Consolidated EBIT (R$ million)



EBIT margin calculated on rental revenues:

Divisions	2010	2011	2012	2013	2014	2015	2016	4Q15	4Q16
Car Rental	38.5%	38.8%	23.7%	32.8%	36.2%	34.3%	30.2%	28.7%	28.4%
Fleet Rental	46.2%	45.6%	36.9%	45.1%	44.3%	48.9%	51.2%	49.9%	52.4%
Consolidated	41.0%	41.1%	28.3%	37.1%	38.8%	39.1%	36.8%	35.4%	35.3%

Consolidated EBIT increased 15.4% in the 4Q16 when compared with 4Q15.

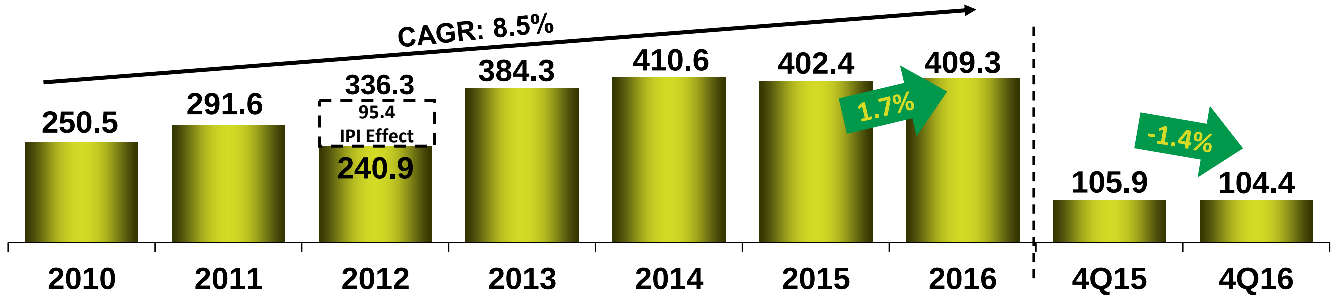
In the accumulated of 12 months, EBIT grew 4.8% compared with the previous year.

The EBIT margin of the **Car Rental Division** in 4Q16 was 28.4%, practically stable when compared with 4Q15, even with the increase of the depreciation per car in R$809.5 in the 4Q15 to R$1,573.9 in the 4Q16 as mentioned in the item 7.1.

The EBIT margin of the **Fleet Rental Division** in the 4Q16 was 52.4%, a 2.5 p.p increase when compared to the same period of the previous year, due to the decrease in the average depreciation that was R$3,979.2 in 4Q15 to R$3,364.2 in 4Q16.

9 – Consolidated net income

Consolidated net income (R$ million)



Reconciliation EBITDA x Net income	2010	2011	2012	2013	2014	2015	2016	Var. R$	Var. %	4Q15	4Q16	Var. R$	Var. %
Consolidated EBITDA	649.5	821.3	875.6	916.5	969.8	934.8	1,015.6	80.8	8.6%	228.0	270.9	42.9	18.8%
Cars depreciation	(146.3)	(201.5)	(232.4)	(229.0)	(207.4)	(163.6)	(206.3)	(42.7)	26.1%	(44.0)	(59.5)	(15.5)	35.2%
Cars additional depreciation – IPI effect	-	-	(144.5)	-	-	-	-	-	-	-	-	-	-
Other property depreciation and amortization	(21.1)	(24.1)	(32.9)	(35.4)	(35.7)	(35.7)	(38.2)	(2.5)	7.0%	(9.0)	(9.4)	(0.4)	4.4%
EBIT	482.1	595.7	465.8	652.1	726.7	735.5	771.1	35.6	4.8%	175.0	202.0	27.0	15.4%
Financial expenses, net	(130.1)	(179.0)	(138.7)	(110.6)	(151.1)	(202.7)	(243.5)	(40.8)	20.1%	(43.5)	(72.7)	(29.2)	67.1%
Income tax and social contribution	(101.5)	(125.1)	(135.3)	(157.2)	(165.0)	(130.4)	(118.3)	12.1	-9.3%	(25.6)	(24.9)	0.7	-2.7%
Income tax and social contribution – IPI effect	-	-	49.1	-	-	-	-	-	-	-	-	-	-
Net income of the period	250.5	291.6	240.9	384.3	410.6	402.4	409.3	6.9	1.7%	105.9	104.4	(1.5)	-1.4%

Net income reached R$104.4 million in 4Q16, a 1.4% decrease compared with 4Q15, mainly due to:

- R$42.9 million increase in EBITDA;

Offset by:

- R$15.9 million increase in depreciation; and
- R$29.2 million increase of net financial expenses, due to: (i) an increase in the average net debt due to the increase in the fleet; and (ii) a reversion of R$9.9 million of swap mark to market, which positively impacted the 4Q15.

In 2016, net income reached R$409.3 million, representing a 1.7% increase when compared with the previous year, due to:

- R$80.8 million increase in EBITDA;
- R$12.1 reduction of income tax and social contribution, due to the R$41.1 million increase in interest on capital approved in 2016.

Offset by:

- R$45.2 million increase in depreciation; and
- R$40.8 million increase of net financial expenses, mainly as a result of the increase in average net debt, due to the fleet increase.

10 – Free cash flow (FCF)

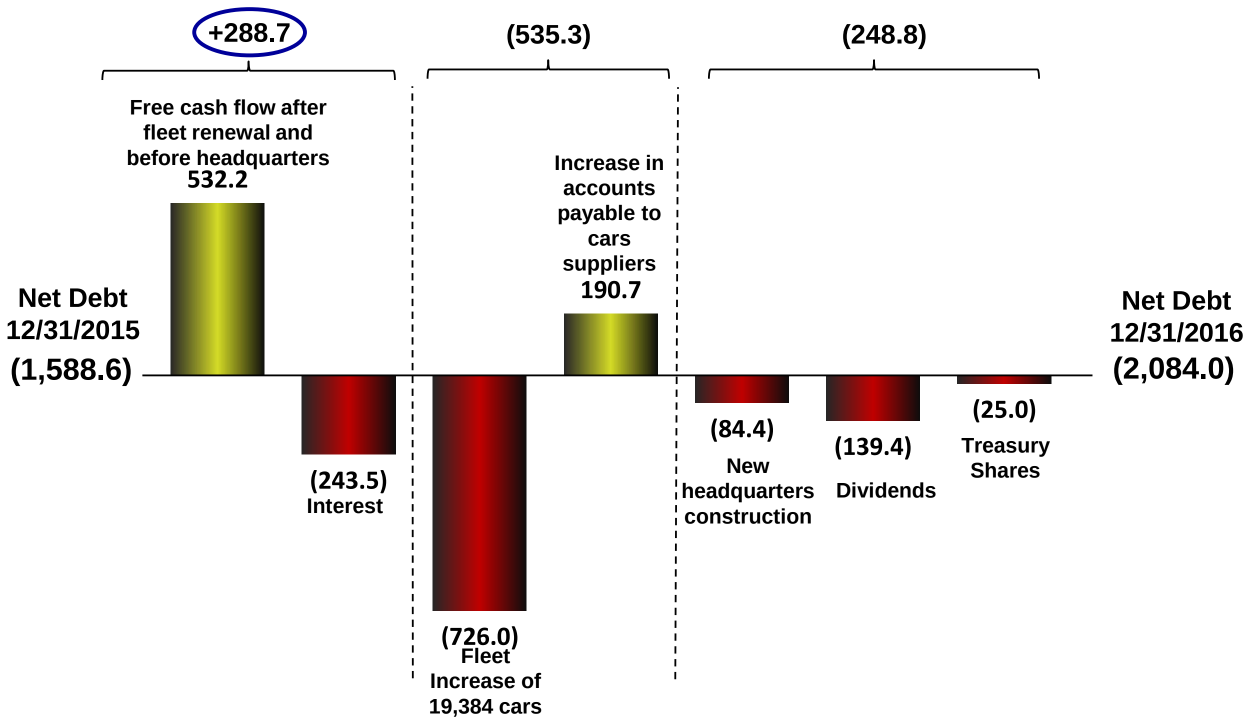
	Free cash flow - R$ million	2010	2011	2012	2013	2014	2015	2016
Operations	EBITDA	649.5	821.3	875.6	916.5	969.8	934.8	1,015.6
	Used car sale revenue, net from taxes	(1,321.9)	(1,468.1)	(1,520.0)	(1,747.3)	(2,018.2)	(2,044.9)	(2,342.5)
	Depreciated cost of cars sold (*)	1,203.2	1,328.6	1,360.2	1,543.8	1,777.0	1,769.1	2,102.5
	(-) Income tax and social contribution	(57.8)	(83.0)	(100.9)	(108.5)	(113.1)	(110.7)	(93.3)
	Change in working capital	54.5	(83.9)	37.1	2.9	(27.1)	(30.0)	113.2
	Cash generated by rental operations	527.5	514.9	652.0	607.4	588.4	518.3	795.5
Capex - Renewals	Used car sale revenue, net from taxes	1,321.9	1,468.1	1,520.0	1,747.3	2,018.2	2,036.3	2,342.5
	Fleet renewal investment	(1,370.1)	(1,504.5)	(1,563.3)	(1,819.7)	(2,197.7)	(2,278.4)	(2,563.6)
	Net investment for fleet renewal	(48.2)	(36.4)	(43.3)	(72.4)	(179.5)	(242.1)	(221.1)
	Fleet renewal – quantity	47,285	50,772	56,644	62,641	70,621	64,032	68,449
	Investment, other property and intangibles	(50.6)	(59.9)	(77.8)	(47.5)	(46.3)	(29.7)	(42.2)
	Free cash flow from operations, net of fleet renewal capex	428.7	418.6	530.9	487.5	362.6	246.5	532.2
Capex - Growth	Fleet growth (investment)	(540.3)	(272.0)	(55.5)	(209.4)	(286.8)	8.6	(726.0)
	Change in accounts payable to car suppliers	111.3	32.7	(116.9)	89.7	334.4	(121.2)	190.7
	Net investment for fleet growth	(429.0)	(239.3)	(172.4)	(119.7)	47.6	(112.6)	(535.3)
	Fleet increase / (reduction) – quantity	18,649	9,178	2,011	7,103	9,183	(273)	19,384
	Free cash flow after growth, and before interest and new HQ	(0.3)	179.3	358.5	367.8	410.2	133.9	(3.1)
	New headquarters construction	(0.5)	(3.1)	(2.4)	(6.5)	(148.3)	(30.7)	(84.4)
	Free cash flow before interest	(0.8)	176.2	356.1	361.3	261.9	103.2	(87.5)

(*) without the technical discounts reduction up to 2010 (see Glossary)

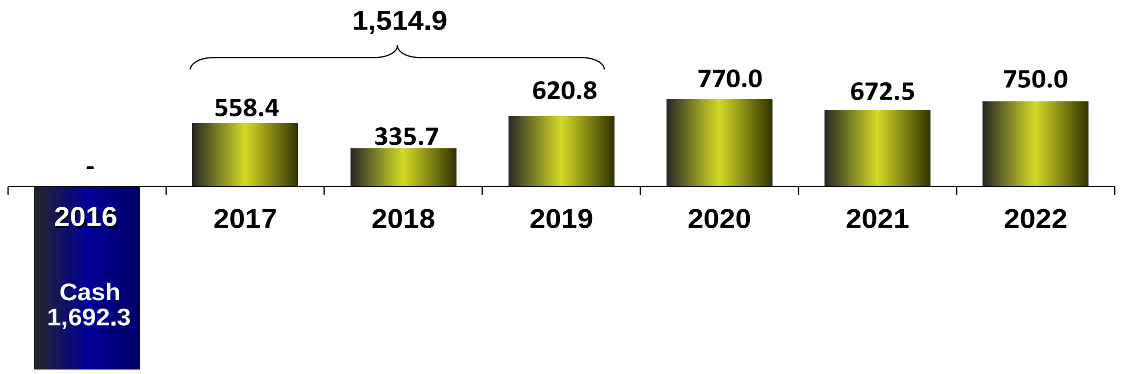
The R$532.2 million cash generated by the rental operations after the net capex to renew the fleet was used to increase the fleet in 19,384 cars having the amount of R$ 535.3 million being invested.

11 – Debt

11.1 – Change in debt – R$ million



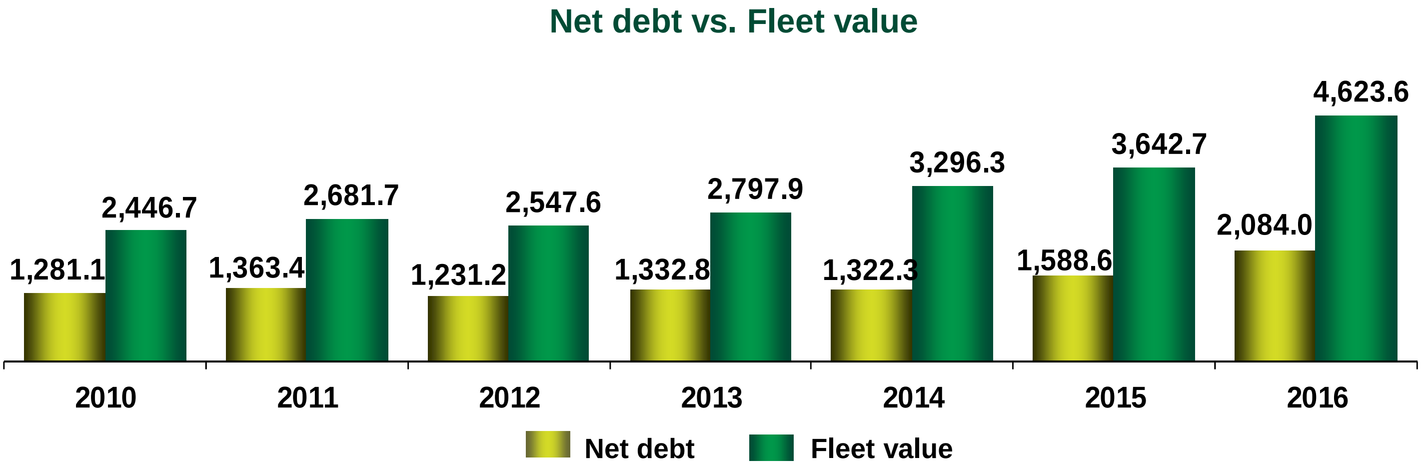
11.2 – Debt maturity profile at December 31, 2016 – Principal – R$ million



Debt	Contract rate	2017	2018	2019	2020	2021	2022	Total
Debentures 6th Issuance	CDI + 0.95% pa	30.0	120.0	120.0	-	-	-	270.0
Debentures 7th Issuance	110.95% CDI	75.0	75.0	75.0	100.0	100.0	-	425.0
Debentures 8th Issuance	109.5% CDI	-	-	250.0	250.0	-	-	500.0
Debentures 9th Issuance	113.2% CDI	-	-	50.0	150.0	300.0	-	500.0
Debentures 10th Issuance	113.9% CDI	-	-	-	100.0	100.0	-	200.0
Debentures 11th Issuance	111.5% CDI	-	-	-	-	-	500.0	500.0
Debentures 2nd Issuance	106.8% CDI	-	-	-	-	-	250.0	250.0
CCBI – New headquarters	98.8% CDI	-	-	47.5	95.0	47.5	-	190.0
Foreign currency loan with *SWAP*	105.5% CDI	225.0	-	-	-	-	-	225.0
Working Capital / Others	Several	228.4	140.7	78.3	75.0	125.0	-	647.4
Interest accrued and paid	-	68.9	-	-	-	-	-	68.9
Cash and cash equivalents on 12/31/2016	-	(1,692.3)	-	-	-	-	-	(1,692.3)
Net debt	-	(1,065.0)	335.7	620.8	770.0	672.5	750.0	2,084.0

Confortable debt profile and cash position to support the growth

11.3 – Debt ratios

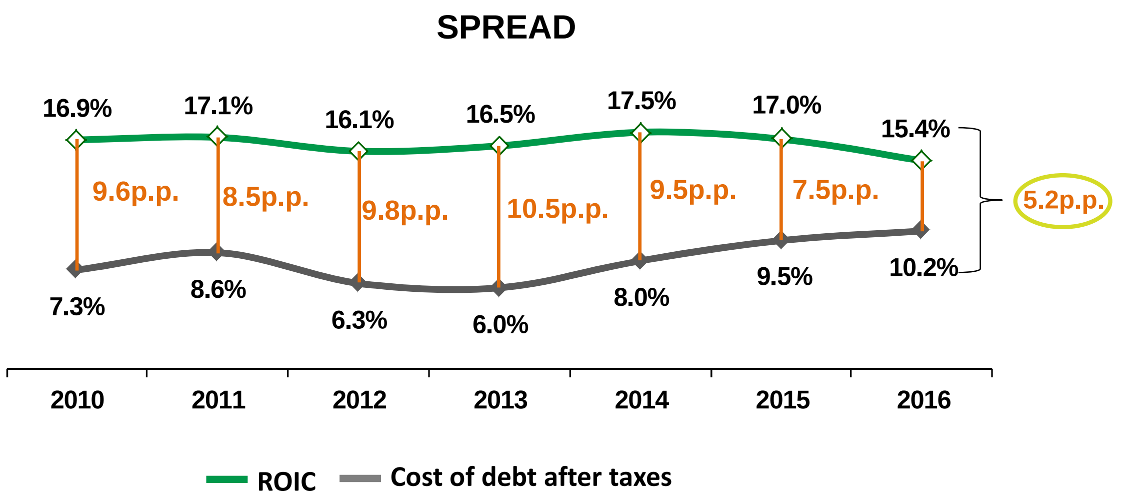


BALANCE AT THE END OF PERIOD	2010(*)	2011	2012	2013	2014	2015	2016
Net debt / Fleet value	52%	51%	48%	48%	40%	44%	45%
Net debt / EBITDA	2.0x	1.7x	1.4x	1.5x	1.4x	1.7x	2.1x
Net debt / Equity	1.4x	1.2x	0.9x	1.0x	0.8x	0.8x	0.9x
EBITDA / Net financial expenses	5.0x	4.6x	6.3x	8.3x	6.4x	4.6x	4.2x

(*) 2010 ratios based on USGAAP financial statements

The Company continue to present comfortable levels of leverage.

12 – Spread (ROIC minus cost of debt after taxes)



2010 to 2014 ROIC considered income tax rate of 30% and 24.5% from 2015 on

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

5.2 p.p spread in line with the short term Company's strategy and the downtrend in interest rates

13 – Dividends and interest on capital (IOC)

2015 dividends and interest on capital were approved as follow:

Nature	Reference period	Approval date	Shareholding position date	Payment date	Gross amount (R$ million)	Gross amount per share (R$)
IOC	2015	03/19/2015	03/31/2015	05/14/2015	22.3	0.107094
IOC	2015	06/25/2015	06/30/2015	08/20/2015	25.8	0.123396
IOC	2015	09/30/2015	09/30/2015	11/19/2015	29,5	0.141816
IOC	2015	12/10/2015	12/30/2015	01/28/2016	33.2	0.159480
Dividends	2014	04/28/2015	04/30/2015	05/21/2015	44.7	0.214031
				Total	**155.5**	

2016 dividends and interest on capital were approved as follow:

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

The interest on capital deliberated for 2016, net of withholding income tax, represented a distribution of 33.5% of net income after the legal reserve being retained.

14 – RENT3

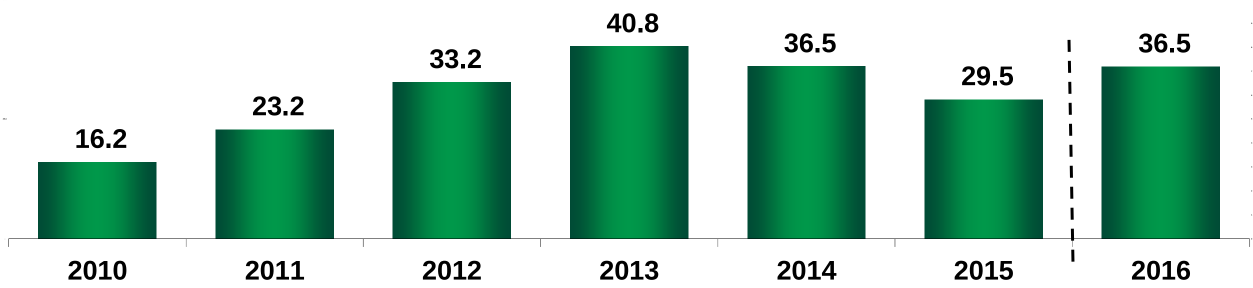
On 12/31/2016, the Company had 211,793,400 issued shares, being 3,692,636 held in treasury.

There were 6,868,001 level 1 ADRs issued as of December 31, 2016, compared with 7,096,361 on December 31, 2015.

In 2016, ADTV of RENT3 was R$36.5 million.

In the end of 2016, RENT3 was included in index IBrX 50.

Average daily volume - Until December 30, 2016 (R$ million)



15 – Subsequent Events – Hertz Brazil Acquisition

Localiza and its controlled company Localiza Fleet S.A. **("Localiza Fleet")** entered, on December 5, 2016, into a Purchase and Sale Agreement with The Hertz Corporation **("Hertz Corp")** and some of its subsidiaries, in which Localiza Fleet will assume the Brazilian operations of Hertz Corp through the purchase of 99.99% of the quotas of Car Rental Systems do Brasil Locação de Veículos Ltda. **("Hertz Brazil").**

The Hertz Brazil acquisition is estimated at R$337 million, which corresponds to the sum of the company's equity and debt, which will be settled after the transaction's closing. The final price will be defined based on Hertz Brazil's balance sheet on the closing of the transaction.

By virtue of this acquisition, Localiza Fleet will assume a fleet of approximately 9,200 cars from Hertz Brazil, which includes about 3,700 cars in the fleet rental division and about 5,500 cars in the car rental division – and a network of 42 locations, of which 16 located at airports and 26 located outside airports. Such distribution network does not include franchised locations.

As part of the strategic alliance between the two companies, Localiza and Hertz Corp will establish a global and long-term agreement through:

• a Brand Cooperation Agreement which includes, among other, the use of the combined brand "Localiza Hertz" in Brazil and the use by Hertz of "Localiza" brand in the main airports in USA and Europe that have a significant flow of Brazilian clients; and
• a Referral Agreement that establishes the rules for the exchange of inbound and outbound reservations between Localiza and Hertz Corp.

The Brand Cooperation Agreement and the Referral Agreement will have a term of 20 years and may be renewed for additional 20 years at the discretion of the parties.

Through the Referral Agreement, Localiza clients will be served globally (except for South America) through the Hertz network and the customers from Hertz clients will be served in Brazil through the Localiza network.

The transaction does not include the acquisition of any stake in Hertz Corp by Localiza or in Localiza by Hertz Corp. Localiza will continue to operate its businesses in a totally independent and autonomous way.

The alliance will also include the exchange of new technologies, know-how and executives between the two companies.

The conclusion of the transaction is subject to the approval of Brazilian Administrative Council for Economic Defense (CADE). During the transaction analysis, the companies will continue to operate independently.

About Localiza's financial information:

The financial information is audited and presented in million of Brazilian Reais, unless where otherwise stated, and from 2011 on, is based on financial information prepared in accordance with International Financial Reporting Standards (IFRS), with reconciliation to the financial information in USGAAP. The financial information from 2010 is presented in accordance with USGAAP and, for the purpose of comparison with IFRS figures, net revenues are presented net of taxes on revenue.

16 – Results per division

16.1 –Table 1 – Car Rental – R$ million

CAR RENTAL RESULTS	2010	2011	2012	2013	2014	2015	2016	Var.	4Q15	4Q16	Var.
Car rental gross revenues (*)	838.0	1,019.4	1,132.3	1,208.4	1,352.1	1,316.9	1,486.9	12.9%	349.9	413.8	18.3%
Taxes on revenues	(35.8)	(38.7)	(38.6)	(44.9)	(67.7)	(58.9)	(58.9)	0.0%	(15.4)	(15.8)	2.6%
Car rental net revenues (**)	**802.2**	**980.7**	**1,093.7**	**1,163.5**	**1,284.4**	**1,258.0**	**1,428.0**	**13.5%**	**334.5**	**398.0**	**19.0%**
Car rental costs	(317.8)	(382.7)	(476.6)	(536.9)	(577.3)	(618.1)	(707.4)	14.4%	(163.4)	(199.1)	21.8%
Gross profit	**484.4**	**598.0**	**617.1**	**626.6**	**707.1**	**639.9**	**720.6**	**12.6%**	**171.1**	**198.9**	**16.2%**
Operating expenses (SG&A)	(121.1)	(137.7)	(170.2)	(197.9)	(209.7)	(239.9)	(258.8)	7.9%	(70.2)	(73.4)	4.6%
Other assets depreciation and amortization	(15.2)	(17.0)	(19.9)	(22.2)	(22.2)	(22.3)	(23.9)	7.2%	(5.6)	(5.9)	5.4%
Operating profit before financial results and taxes (EBIT)	**348.1**	**443.3**	**427.0**	**406.5**	**475.2**	**377.7**	**437.9**	**15.9%**	**95.3**	**119.6**	**25.5%**
Financial expenses, net	(1.0)	(1.9)	(2.7)	(1.3)	(1.5)	(2.0)	(1.4)	-30.0%	(0.6)	(0.4)	-33.3%
Income tax and social contribution	(101.0)	(135.4)	(123.8)	(119.5)	(136.2)	(89.9)	(95.9)	6.7%	(18.2)	(22.2)	22.0%
Net income for the period	**246.1**	**306.0**	**300.5**	**285.7**	**337.5**	**285.8**	**340.6**	**19.2%**	**76.5**	**97.0**	**26.8%**
Net Margin	**30.7%**	**31.2%**	**27.5%**	**24.6%**	**26.3%**	**22.7%**	**23.9%**	**1.2p.p.**	**22.9%**	**24.4%**	**1.5p.p.**
EBITDA	**363.3**	**460.3**	**446.9**	**428.7**	**497.4**	**400.0**	**461.8**	**15.5%**	**100.9**	**125.5**	**24.4%**
EBITDA Margin	**45.3%**	**46.9%**	**40.9%**	**36.8%**	**38.7%**	**31.8%**	**32.3%**	**0.5p.p.**	**30.2%**	**31.5%**	**1.3p.p.**

USED CAR SALES RESULTS (SEMINOVOS)	2010	2011	2012	2013	2014	2015	2016	Var.	4Q15	4Q16	Var.
Gross revenues (*)	1,104.7	1,244.7	1,253.6	1,486.1	1,671.4	1,679.2	1,997.8	19.0%	397.2	650.3	63.7%
Taxes on revenues	(3.6)	(3.6)	(3.3)	(3.1)	(3.5)	(2.5)	(2.7)	8.0%	(0.6)	(1.1)	83.3%
Net revenues (**)	**1,101.1**	**1,241.1**	**1,250.3**	**1,483.0**	**1,667.9**	**1,676.7**	**1,995.1**	**19.0%**	**396.6**	**649.2**	**63.7%**
Book value of cars sold	(980.0)	(1,092.0)	(1,068.5)	(1,271.9)	(1,428.4)	(1,396.3)	(1,727.5)	23.7%	(334.2)	(570.1)	70.6%
Gross profit	**121.1**	**149.1**	**181.8**	**211.1**	**239.5**	**280.4**	**267.6**	**-4.6%**	**62.4**	**79.1**	**26.8%**
Operating expenses (SG&A)	(89.0)	(119.1)	(125.6)	(138.7)	(160.7)	(178.8)	(176.8)	-1.1%	(46.7)	(51.5)	10.3%
Cars depreciation	(65.9)	(86.4)	(212.7)	(85.8)	(78.1)	(38.9)	(87.8)	125.7%	(12.9)	(31.8)	146.5%
Other assets depreciation and amortization	(5.1)	(6.1)	(11.5)	(11.7)	(11.3)	(8.8)	(9.1)	3.4%	(2.1)	(2.3)	9.5%
Operating profit (loss) before financial results and taxes (EBIT)	**(38.9)**	**(62.5)**	**(168.0)**	**(25.1)**	**(10.6)**	**53.9**	**(6.1)**	**-111.3%**	**0.7**	**(6.5)**	**-1028.6%**
Financial expenses, net	(86.1)	(121.9)	(92.6)	(76.6)	(106.3)	(138.4)	(174.4)	26.0%	(30.0)	(53.3)	77.7%
Income tax and social contribution	28.1	58.0	83.1	30.3	33.2	17.6	37.2	111.4%	6.6	11.1	68.2%
Net loss for the period	**(96.9)**	**(126.4)**	**(177.5)**	**(71.4)**	**(83.7)**	**(66.9)**	**(143.3)**	**114.2%**	**(22.7)**	**(48.7)**	**114.5%**
Net Margin	**-8.8%**	**-10.2%**	**-14.2%**	**-4.8%**	**-5.0%**	**-4.0%**	**-7.2%**	**-3.2p.p.**	**-5.7%**	**-7.5%**	**-1.8p.p.**
EBITDA	**32.1**	**30.0**	**56.2**	**72.4**	**78.8**	**101.6**	**90.8**	**-10.6%**	**15.7**	**27.6**	**75.8%**
EBITDA Margin	**2.9%**	**2.4%**	**4.5%**	**4.9%**	**4.7%**	**6.1%**	**4.6%**	**-1.5p.p.**	**4.0%**	**4.3%**	**0.3p.p.**

CAR RENTAL TOTAL FIGURES	2010	2011	2012	2013	2014	2015	2016	Var.	4Q15	4Q16	Var.
Car rental gross revenues (*)	838.0	1,019.4	1,132.3	1,208.4	1,352.1	1,316.9	1,486.9	12.9%	349.9	413.8	18.3%
Car sales for fleet renewal - gross revenues (*)	1,104.7	1,244.7	1,253.6	1,486.1	1,671.4	1,679.2	1,997.8	19.0%	397.2	650.3	63.7%
Total gross revenues (*)	1,942.7	2,264.1	2,385.9	2,694.5	3,023.5	2,996.1	3,484.7	16.3%	747.1	1,064.1	42.4%
Taxes on revenues											
Car rental	(35.8)	(38.7)	(38.6)	(44.9)	(67.7)	(58.9)	(58.9)	0.0%	(15.4)	(15.8)	2.6%
Car sales for fleet renewal	(3.6)	(3.6)	(3.3)	(3.1)	(3.5)	(2.5)	(2.7)	8.0%	(0.6)	(1.1)	83.3%
Car rental revenues - net revenues (**)	802.2	980.7	1,093.7	1,163.5	1,284.4	1,258.0	1,428.0	13.5%	334.5	398.0	19.0%
Car sales for fleet renewal - net revenues (**)	1,101.1	1,241.1	1,250.3	1,483.0	1,667.9	1,676.7	1,995.1	19.0%	396.6	649.2	63.7%
Total net revenues (**)	**1,903.3**	**2,221.8**	**2,344.0**	**2,646.5**	**2,952.3**	**2,934.7**	**3,423.1**	**16.6%**	**731.1**	**1,047.2**	**43.2%**
Direct costs											
Car rental	(317.8)	(382.7)	(476.6)	(536.9)	(577.3)	(618.1)	(707.4)	14.4%	(163.4)	(199.1)	21.8%
Car sales for fleet renewal	(980.0)	(1,092.0)	(1,068.5)	(1,271.9)	(1,428.4)	(1,396.3)	(1,727.5)	23.7%	(334.2)	(570.1)	70.6%
Gross profit	**605.5**	**747.1**	**798.9**	**837.7**	**946.6**	**920.3**	**988.2**	**7.4%**	**233.5**	**278.0**	**19.1%**
Operating expenses (SG&A)											
Car rental	(121.1)	(137.7)	(170.2)	(197.9)	(209.7)	(239.9)	(258.8)	7.9%	(70.2)	(73.4)	4.6%
Car sales for fleet renewal	(89.0)	(119.1)	(125.6)	(138.7)	(160.7)	(178.8)	(176.8)	-1.1%	(46.7)	(51.5)	10.3%
Cars depreciation	(65.9)	(86.4)	(212.7)	(85.8)	(78.1)	(38.9)	(87.8)	125.7%	(12.9)	(31.8)	146.5%
Other assets depreciation and amortization											
Car rental	(15.2)	(17.0)	(19.9)	(22.2)	(22.2)	(22.3)	(23.9)	7.2%	(5.6)	(5.9)	5.4%
Car sales for fleet renewal	(5.1)	(6.1)	(11.5)	(11.7)	(11.3)	(8.8)	(9.1)	3.4%	(2.1)	(2.3)	9.5%
Operating profit before financial results and taxes (EBIT)	**309.2**	**380.8**	**259.0**	**381.4**	**464.6**	**431.6**	**431.8**	**0.0%**	**96.0**	**113.1**	**17.8%**
Financial expenses, net	(87.1)	(123.8)	(95.3)	(77.9)	(107.8)	(140.4)	(175.8)	25.2%	(30.6)	(53.7)	75.5%
Income tax and social contribution	(72.9)	(77.4)	(40.7)	(89.2)	(103.0)	(72.3)	(58.7)	-18.8%	(11.6)	(11.1)	-4.3%
Net income for the period	**149.2**	**179.6**	**123.0**	**214.3**	**253.8**	**218.9**	**197.3**	**-9.9%**	**53.8**	**48.3**	**-10.2%**
Net margin	**7.8%**	**8.1%**	**5.2%**	**8.1%**	**8.6%**	**7.5%**	**5.8%**	**-1.7p.p.**	**7.4%**	**4.6%**	**-2.8p.p.**
EBITDA	**395.4**	**490.3**	**503.1**	**501.1**	**576.2**	**501.6**	**552.6**	**10.2%**	**116.6**	**153.1**	**31.3%**
EBITDA margin	**20.8%**	**22.1%**	**21.5%**	**18.9%**	**19.5%**	**17.1%**	**16.1%**	**-1.0p.p.**	**15.9%**	**14.6%**	**-1.3p.p.**

OPERATING DATA	2010	2011	2012	2013	2014	2015	2016	Var.	4Q15	4Q16	Var.
Average operating fleet	42,903	51,285	53,548	59,094	61,525	62,513	70,185	12.3%	63,775	80,814	26.7%
Average rented fleet	29,646	35,348	37,932	39,475	42,999	43,315	51,515	18.9%	45,277	57,747	27.5%
Average operating fleet age (in months)	6.3	6.8	7.8	7.2	7.2	7.4	7.9	6.8%	7.7	6.5	-15.6%
End of period fleet	61,445	64,688	65,086	70,717	77,573	76,755	94,156	22.7%	76,755	94,156	22.7%
Number of rental days - in thousands	10,734.3	12,794.3	13,748.8	14,241.7	15,416.0	15,566.1	18,662.4	19.9%	4,110.8	5,265.8	28.1%
Average daily rental revenues per car (R$)	78.07	79.68	82.36	84.85	87.71	84.56	79.67	-5.8%	85.11	78.58	-7.7%
Annualized average depreciation per car (R$)	1,536.0	1,683.9	3,972.4	1,452.4	1,270.0	622.1	1,251.2	101.1%	809.5	1,573.9	94.4%
Utilization rate	69.1%	68.9%	70.8%	66.8%	69.9%	69.3%	73.4%	4.1p.p.	71.1%	71.5%	0.4p.p.
Number of cars purchased	54,320	46,746	47,623	58,826	64,908	52,343	76,071	45.3%	17,635	25,139	42.6%
Number of cars sold	39,658	42,843	46,115	52,759	57,578	52,508	57,596	9.7%	11,844	18,337	54.8%
Average sold fleet age (in months)	15.0	13.7	15.7	15.3	14.4	14.9	16.8	12.8%	16.1	17.0	5.6%
Average total fleet	49,950	59,678	60,773	68,251	70,982	72,169	80,765	11.9%	75,857	94,172	24.1%
Average value of total fleet - R$ million	1,344.2	1,620.9	1,595.9	1,776.8	1,963.8	2,205.9	2,790.2	26.5%	2,463.7	3,374.2	37.0%
Average value per car in the period - R$ thsd	26.9	27.2	26.3	26.0	27.7	30.6	34.5	12.7%	32.5	35.8	10.2%

(*) Gross revenues from car rental and car sales for fleet renewal are net of discounts and cancellations.
(**) For comparability with the financial information presented in accordance with IFRS from 2011 on, net revenues from car rental and car sales for fleet renewal of 2010, which are presented in USGAAP, are net of taxes on revenues.

16.2 – Table 2 – Fleet Rental – R$ million

FLEET RENTAL RESULTS	2010	2011	2012	2013	2014	2015	2016	Var.	4Q15	4Q16	Var.
Fleet rental gross revenues (*)	374.5	472.9	552.4	592.8	589.5	619.6	664.1	7.2%	157.9	174.3	10.4%
Taxes on revenues	(13.4)	(17.9)	(16.7)	(16.9)	(17.6)	(11.1)	(12.3)	10.8%	(2.3)	(3.8)	65.2%
Fleet rental net revenues (**)	**361.1**	**455.0**	**535.7**	**575.9**	**571.9**	**608.5**	**651.8**	**7.1%**	**155.6**	**170.5**	**9.6%**
Fleet rental costs	(94.7)	(117.8)	(146.3)	(161.1)	(190.8)	(189.3)	(193.7)	2.3%	(45.3)	(51.4)	13.5%
Gross profit	**266.4**	**337.2**	**389.4**	**414.8**	**381.1**	**419.2**	**458.1**	**9.3%**	**110.3**	**119.1**	**8.0%**
Operating expenses (SG&A)	(20.8)	(25.1)	(33.5)	(37.5)	(38.1)	(40.7)	(37.9)	-6.9%	(10.7)	(10.4)	-2.8%
Other assets depreciation and amortization	(0.7)	(0.7)	(1.1)	(1.1)	(1.1)	(2.2)	(2.9)	31.8%	(0.6)	(0.8)	33.3%
Operating profit before financial results and taxes (EBIT)	**244.9**	**311.4**	**354.8**	**376.2**	**341.9**	**376.3**	**417.3**	**10.9%**	**99.0**	**107.9**	**9.0%**
Financial expenses, net	(0.4)	(0.7)	(0.5)	(0.1)	(0.2)	(0.1)	(1.1)	1000.0%	-	-	1.00
Income tax and social contribution	(71.3)	(95.8)	(104.3)	(111.4)	(99.2)	(90.5)	(90.4)	-0.1%	(21.3)	(20.6)	-3.3%
Net income for the period	**173.2**	**214.9**	**250.0**	**264.7**	**242.5**	**285.7**	**325.8**	**14.0%**	**77.7**	**87.3**	**12.4%**
Net Margin	**48.0%**	**47.2%**	**46.7%**	**46.0%**	**42.4%**	**47.0%**	**50.0%**	**3.0p.p.**	**49.9%**	**51.2%**	**1.3p.p.**
EBITDA	**245.6**	**312.1**	**355.9**	**377.3**	**343.0**	**378.5**	**420.2**	**11.0%**	**99.6**	**108.7**	**9.1%**
EBITDA Margin	**68.0%**	**68.6%**	**66.4%**	**65.5%**	**60.0%**	**62.2%**	**64.5%**	**2.3p.p.**	**64.0%**	**63.8%**	**-0.2p.p.**

USED CAR SALES RESULTS (SEMINOVOS)	2010	2011	2012	2013	2014	2015	2016	Var.	4Q15	4Q16	Var.
Gross revenues (*)	221.3	227.7	270.2	264.6	350.8	368.6	347.8	-5.6%	102.7	84.2	-18.0%
Taxes on revenues	(0.5)	(0.7)	(0.5)	(0.3)	(0.5)	(0.4)	(0.4)	0.0%	(0.1)	(0.1)	0.0%
Net revenues (**)	**220.8**	**227.0**	**269.7**	**264.3**	**350.3**	**368.2**	**347.4**	**-5.6%**	**102.6**	**84.1**	**-18.0%**
Book value of cars sold	(201.4)	(197.5)	(237.3)	(214.1)	(276.3)	(286.7)	(279.4)	-2.5%	(81.1)	(68.3)	-15.8%
Gross profit	**19.4**	**29.5**	**32.4**	**50.2**	**74.0**	**81.5**	**68.0**	**-16.6%**	**21.5**	**15.8**	**-26.5%**
Operating expenses (SG&A)	(17.1)	(18.1)	(25.1)	(23.4)	(32.6)	(33.6)	(31.0)	-7.7%	(11.1)	(6.4)	-42.3%
Cars depreciation	(80.4)	(115.1)	(164.2)	(143.2)	(129.3)	(124.7)	(118.5)	-5.0%	(31.1)	(27.7)	-10.9%
Other assets depreciation and amortization	(0.1)	-	-	-	(0.6)	(2.0)	(1.8)	-10.0%	(0.6)	(0.3)	-50.0%
Operating profit (loss) before financial results and taxes (EBIT)	**(78.2)**	**(103.7)**	**(156.9)**	**(116.4)**	**(88.5)**	**(78.8)**	**(83.3)**	**5.7%**	**(21.3)**	**(18.6)**	**-12.7%**
Financial expenses, net	(43.0)	(56.3)	(43.8)	(34.0)	(44.9)	(63.8)	(68.7)	7.7%	(13.4)	(19.4)	44.8%
Income tax and social contribution	43.6	49.0	59.9	44.7	38.4	33.7	32.3	-4.2%	7.7	7.1	-7.8%
Net loss for the period	**(77.6)**	**(111.0)**	**(140.8)**	**(105.7)**	**(95.0)**	**(108.9)**	**(119.7)**	**9.9%**	**(27.0)**	**(30.9)**	**14.4%**
Net Margin	**-35.1%**	**-48.9%**	**-52.2%**	**-40.0%**	**-27.1%**	**-29.6%**	**-34.5%**	**-4.9p.p.**	**-26.3%**	**-36.7%**	**-10.5p.p.**
EBITDA	**2.3**	**11.4**	**7.3**	**26.8**	**41.4**	**47.9**	**37.0**	**-22.8%**	**10.4**	**9.4**	**-9.6%**
EBITDA Margin	**1.0%**	**5.0%**	**2.7%**	**10.1%**	**11.8%**	**13.0%**	**10.7%**	**-2.3p.p.**	**10.1%**	**11.2%**	**1.1p.p.**

FLEET RENTAL TOTAL FIGURES	2010	2011	2012	2013	2014	2015	2016	Var.	4Q15	4Q16	Var.
Fleet rental gross revenues (*)	374.5	472.9	552.4	592.8	589.5	619.6	664.1	7.2%	157.9	174.3	10.4%
Car sales for fleet renewal - gross revenues (*)	221.3	227.7	270.2	264.6	350.8	368.6	347.8	-5.6%	102.7	84.2	-18.0%
Total gross revenues (*)	595.8	700.6	822.6	857.4	940.3	988.2	1,011.9	2.4%	260.6	258.5	-0.8%
Taxes on revenues											
Fleet rental	(13.4)	(17.9)	(16.7)	(16.9)	(17.6)	(11.1)	(12.3)	10.8%	(2.3)	(3.8)	65.2%
Car sales for fleet renewal	(0.5)	(0.7)	(0.5)	(0.3)	(0.5)	(0.4)	(0.4)	0.0%	(0.1)	(0.1)	0.0%
Fleet rental - net revenues (**)	361.1	455.0	535.7	575.9	571.9	608.5	651.8	7.1%	155.6	170.5	9.6%
Car sales for fleet renewal - net revenues (**)	220.8	227.0	269.7	264.3	350.3	368.2	347.4	-5.6%	102.6	84.1	-18.0%
Total net revenues (**)	**581.9**	**682.0**	**805.4**	**840.2**	**922.2**	**976.7**	**999.2**	**2.3%**	**258.2**	**254.6**	**-1.4%**
Direct costs											
Fleet rental	(94.7)	(117.8)	(146.3)	(161.1)	(190.8)	(189.3)	(193.7)	2.3%	(45.3)	(51.4)	13.5%
Car sales for fleet renewal	(201.4)	(197.5)	(237.3)	(214.1)	(276.3)	(286.7)	(279.4)	-2.5%	(81.1)	(68.3)	-15.8%
Gross profit	**285.8**	**366.7**	**421.8**	**465.0**	**455.1**	**500.7**	**526.1**	**5.1%**	**131.8**	**134.9**	**2.4%**
Operating expenses (SG&A)											
Fleet rental	(20.8)	(25.1)	(33.5)	(37.5)	(38.1)	(40.7)	(37.9)	-6.9%	(10.7)	(10.4)	-2.8%
Car sales for fleet renewal	(17.1)	(18.1)	(25.1)	(23.4)	(32.6)	(33.6)	(31.0)	-7.7%	(11.1)	(6.4)	-42.3%
Cars depreciation	(80.4)	(115.1)	(164.2)	(143.2)	(129.3)	(124.7)	(118.5)	-5.0%	(31.1)	(27.7)	-10.9%
Other assets depreciation and amortization											
Fleet rental	(0.7)	(0.7)	(1.1)	(1.1)	(1.1)	(2.2)	(2.9)	31.8%	(0.6)	(0.8)	33.3%
Car sales for fleet renewal	(0.1)	-	-	-	(0.6)	(2.0)	(1.8)	-10.0%	(0.6)	(0.3)	(0.5)
Operating profit before financial results and taxes (EBIT)	**166.7**	**207.7**	**197.9**	**259.8**	**253.4**	**297.5**	**334.0**	**12.3%**	**77.7**	**89.3**	**14.9%**
Financial expenses, net	(43.4)	(57.0)	(44.3)	(34.1)	(45.1)	(63.9)	(69.8)	9.2%	(13.4)	(19.4)	44.8%
Income tax and social contribution	(27.7)	(46.8)	(44.4)	(66.7)	(60.8)	(56.8)	(58.1)	2.3%	(13.6)	(13.5)	-0.7%
Net income for the period	**95.6**	**103.9**	**109.2**	**159.0**	**147.5**	**176.8**	**206.1**	**16.6%**	**50.7**	**56.4**	**11.2%**
Net margin	**16.4%**	**15.2%**	**13.6%**	**18.9%**	**16.0%**	**18.1%**	**20.6%**	**2.5p.p.**	**19.6%**	**22.2%**	**2.6p.p.**
EBITDA	**247.9**	**323.5**	**363.2**	**404.1**	**384.4**	**426.4**	**457.2**	**7.2%**	**110.0**	**118.1**	**7.4%**
EBITDA margin	**42.6%**	**47.4%**	**45.1%**	**48.1%**	**41.7%**	**43.7%**	**45.8%**	**2.1p.p.**	**42.6%**	**46.4%**	**3.8p.p.**

OPERATING DATA	2010	2011	2012	2013	2014	2015	2016	Var.	4Q15	4Q16	Var.
Average operating fleet	22,916	27,858	30,357	31,188	30,778	31,676	31,908	0.7%	31,301	32,993	5.4%
Average rented fleet	22,343	26,676	29,444	30,121	28,787	30,280	31,222	3.1%	30,024	32,461	8.1%
Average operating fleet age (in months)	15.9	15.8	16.8	18.6	18.0	16.7	18.0	7.8%	16.8	18.4	9.5%
End of period fleet											
Rented Fleet	26,615	31,629	32,104	32,809	34,312	33,948	34,960	3.0%	33,948	34,960	3.0%
Managed Fleet	331	234	162	30	267	207	145	-30.0%	207	145	-30.0%
Number of rental days - in thousands	8,043.8	9,603.4	10,600.7	10,843.7	10,363.3	10,900.9	11,240.0	3.1%	2,702.1	2,921.6	8.1%
Average daily rental revenues per car (R$)	46.27	48.83	51.59	53.83	56.16	56.08	58.23	3.8%	57.31	58.82	2.6%
Annualized average depreciation per car (R$)	3,509.7	4,133.0	5,408.2	4,592.3	4,202.1	3,935.2	3,714.0	-5.6%	3,979.2	3,364.2	-15.5%
Utilization rate	97.5%	95.8%	97.0%	96.6%	93.5%	95.6%	97.9%	2.3p.p.	95.9%	98.4%	2.5p.p.
Number of cars purchased	11,614	13,204	11,032	10,918	14,896	11,689	11,762	0.6%	4,025	2,782	-30.9%
Number of cars sold	7,627	7,929	10,529	9,882	13,043	11,797	10,853	-8.0%	3,203	2,546	-20.5%
Average sold fleet age (in months)	28.4	32.8	31.8	32.4	35.1	33.4	31.4	-6.1%	31.3	31.5	0.8%
Average total fleet	24,049	29,308	31,688	32,488	32,686	33,446	33,436	0.0%	33,965	34,709	2.2%
Average value of total fleet - R$ million	696.7	842.2	886.3	887.3	943.3	1,067.1	1,130.4	5.9%	1,115.4	1,199.7	7.6%
Average value per car in the period - R$ thsd	29.0	28.7	28.0	27.3	28.9	31.9	33.8	6.0%	32.8	34.6	5.5%

(*) Gross revenues from fleet rental and car sales for fleet renewal are net of discounts and cancellations.
(**) For comparability with the financial information presented in accordance with IFRS from 2011 on, net revenues from fleet rental and car sales for fleet renewal of 2010, which are presented in USGAAP, are net of taxes on revenues.

16.3 – Table 3 – *Franchising* – R$ million

FRANCHISING RESULTS	2010	2011	2012	2013	2014	2015	2016	Var.	4Q15	4Q16	Var.
Gross revenues(*)	12.8	15.1	18.3	20.6	18.7	17.8	18.0	1.1%	4.5	4.5	0.0%
Taxes on revenues	(0.8)	(0.8)	(1.0)	(1.1)	(1.0)	(1.2)	(1.0)	-16.7%	(0.3)	(0.3)	0.0%
Net revenues (**)	**12.0**	**14.3**	**17.3**	**19.5**	**17.7**	**16.6**	**17.0**	**2.4%**	**4.2**	**4.2**	**0.0%**
Costs	(5.5)	(6.8)	(7.9)	(8.1)	(7.8)	(9.2)	(9.7)	5.4%	(2.5)	(4.2)	68.0%
Gross profit	**6.5**	**7.5**	**9.4**	**11.4**	**9.9**	**7.4**	**7.3**	**-1.4%**	**1.7**	**-**	**-100.0%**
Operating expenses (SG&A)	(0.3)	-	(0.1)	(0.1)	(0.7)	(0.6)	(1.5)	150.0%	(0.3)	(0.3)	-
Other assets depreciation and amortization	-	(0.3)	(0.4)	(0.4)	(0.5)	(0.4)	(0.5)	25.0%	(0.1)	(0.1)	0.0%
Operating profit before financial results and taxes (EBIT)	**6.2**	**7.2**	**8.9**	**10.9**	**8.7**	**6.4**	**5.3**	**-17.2%**	**1.3**	**(0.4)**	**-130.8%**
Financial expenses, net	0.4	1.8	0.9	1.4	1.8	1.6	2.1	31.3%	0.5	0.4	-20.0%
Income tax and social contribution	(0.9)	(0.9)	(1.1)	(1.3)	(1.2)	(1.3)	(1.5)	15.4%	(0.4)	(0.3)	-25.0%
Net income for the period	**5.7**	**8.1**	**8.7**	**11.0**	**9.3**	**6.7**	**5.9**	**-11.9%**	**1.4**	**(0.3)**	**-121.4%**
Net Margin	**47.5%**	**56.6%**	**50.3%**	**56.4%**	**52.5%**	**40.4%**	**34.7%**	**-5.7p.p.**	**33.3%**	**-7.1%**	**-40.4p.p.**
EBITDA	**6.2**	**7.5**	**9.3**	**11.3**	**9.2**	**6.8**	**5.8**	**-14.7%**	**1.4**	**(0.3)**	**-121.4%**
EBITDA Margin	**51.7%**	**52.4%**	**53.8%**	**57.9%**	**52.0%**	**41.0%**	**34.1%**	**-6.9p.p.**	**33.3%**	**-7.1%**	**-40.4p.p.**

(*) Gross revenues are net of discounts and cancellations.

(**) For comparability with the financial information presented in accordance with IFRS from 2011 on, net revenues of 2010, which are presented in USGAAP, are net of taxes on revenues.

16.4 – Table 4 – Consolidated – R$ million

CONSOLIDATED RESULTS	2010	2011	2012	2013	2014	2015	2016	Var.	4Q15	4Q16	Var.
Car rental gross revenues (*)	838.0	1,019.4	1,132.3	1,208.4	1,352.1	1,316.9	1,486.9	12.9%	349.9	413.8	18.3%
Franchising gross revenues (*)	12.8	15.1	18.3	20.6	18.7	17.8	18.0	1.1%	4.5	4.5	0.0%
Car Rental and Franchising total gross revenues (*)	850.8	1,034.5	1,150.6	1,229.0	1,370.8	1,334.7	1,504.9	12.8%	354.4	418.3	18.0%
Fleet Rental gross revenues (*)	374.5	472.9	552.4	592.8	589.5	619.6	664.1	7.2%	157.9	174.3	10.4%
Car and Fleet Rentals and Franchising total gross revenues (*)	1,225.3	1,507.4	1,703.0	1,821.8	1,960.3	1,954.3	2,169.0	11.0%	512.3	592.6	15.7%
Taxes on revenues - Car and Fleet Rentals and Franchising	(50.0)	(57.4)	(56.3)	(62.9)	(86.3)	(71.2)	(72.2)	1.4%	(18.0)	(19.9)	10.6%
Car and Fleet Rentals and Franchising net revenues (**)	**1,175.3**	**1,450.0**	**1,646.7**	**1,758.9**	**1,874.0**	**1,883.1**	**2,096.8**	**11.3%**	**494.3**	**572.7**	**15.9%**
Car sales gross revenues											
Car sales for fleet renewal - Car Rental (*)	1,104.7	1,244.7	1,253.6	1,486.1	1,671.4	1,679.2	1,997.8	19.0%	397.2	650.3	63.7%
Car sales for fleet renewal - Fleet Rental (*)	221.3	227.7	270.2	264.6	350.8	368.6	347.8	-5.6%	102.7	84.2	-18.0%
Car sales for fleet renewal - total gross revenues (*)	1,326.0	1,472.4	1,523.8	1,750.7	2,022.2	2,047.8	2,345.6	14.5%	499.9	734.5	46.9%
Taxes on revenues - Car sales for fleet renewal	(4.1)	(4.3)	(3.8)	(3.4)	(4.0)	(2.9)	(3.1)	6.9%	(0.7)	(1.2)	71.4%
Car sales for fleet renewal - net revenues (**)	**1,321.9**	**1,468.1**	**1,520.0**	**1,747.3**	**2,018.2**	**2,044.9**	**2,342.5**	**14.6%**	**499.2**	**733.3**	**46.9%**
Total net revenues (**)	**2,497.2**	**2,918.1**	**3,166.7**	**3,506.2**	**3,892.2**	**3,928.0**	**4,439.3**	**13.0%**	**993.5**	**1,306.0**	**31.5%**
Direct costs and expenses:											
Car rental	(317.8)	(382.7)	(476.6)	(536.9)	(577.3)	(618.1)	(707.4)	14.4%	(163.4)	(199.1)	21.8%
Franchising	(5.5)	(6.8)	(7.9)	(8.1)	(7.8)	(9.2)	(9.7)	5.4%	(2.5)	(4.2)	68.0%
Total Car rental and Franchising	(323.3)	(389.5)	(484.5)	(545.0)	(585.1)	(627.3)	(717.1)	14.3%	(165.9)	(203.3)	22.5%
Fleet Rental	(94.7)	(117.8)	(146.3)	(161.1)	(190.8)	(189.3)	(193.7)	2.3%	(45.3)	(51.4)	13.5%
Total Car and Fleet Rentals and Franchising	(418.0)	(507.3)	(630.8)	(706.1)	(775.9)	(816.6)	(910.8)	11.5%	(211.2)	(254.7)	20.6%
Car sales for fleet renewal - Car rental	(980.0)	(1,092.0)	(1,068.5)	(1,271.9)	(1,428.4)	(1,396.3)	(1,727.5)	23.7%	(334.2)	(570.1)	70.6%
Car sales for fleet renewal - Fleet Rental	(201.4)	(197.5)	(237.3)	(214.1)	(276.3)	(286.7)	(279.4)	-2.5%	(81.1)	(68.3)	-15.8%
Total Car sales for fleet renewal (book value)	(1,181.4)	(1,289.5)	(1,305.8)	(1,486.0)	(1,704.7)	(1,683.0)	(2,006.9)	19.2%	(415.3)	(638.4)	53.7%
Total costs	(1,599.4)	(1,796.8)	(1,936.6)	(2,192.1)	(2,480.6)	(2,499.6)	(2,917.7)	16.7%	(626.5)	(893.1)	42.6%
Gross profit	**897.8**	**1,121.3**	**1,230.1**	**1,314.1**	**1,411.6**	**1,428.4**	**1,521.6**	**6.5%**	**367.0**	**412.9**	**12.5%**
Operating expenses											
Advertising, promotion and selling:											
Car rental	(62.6)	(79.5)	(93.3)	(103.5)	(117.8)	(127.9)	(148.6)	16.2%	(35.3)	(46.1)	30.6%
Franchising	(0.3)	(0.1)	(0.1)	(0.1)	(0.8)	(0.6)	(0.6)	0.0%	(0.2)	(0.2)	-
Total car rental and Franchising	(62.9)	(79.6)	(93.4)	(103.6)	(118.6)	(128.5)	(149.2)	16.1%	(35.5)	(46.3)	30.4%
Fleet Rental	(9.8)	(10.5)	(11.6)	(14.4)	(15.1)	(18.2)	(14.0)	-23.1%	(3.4)	(3.5)	2.9%
Car sales for fleet renewal	(98.1)	(129.0)	(150.6)	(162.1)	(172.3)	(191.1)	(191.6)	0.3%	(52.2)	(52.7)	1.0%
Total advertising, promotion and selling	(170.8)	(219.1)	(255.6)	(280.1)	(306.0)	(337.8)	(354.8)	5.0%	(91.1)	(102.5)	12.5%
General, administrative and other expenses	(77.5)	(80.9)	(98.9)	(117.5)	(135.8)	(155.8)	(151.2)	-3.0%	(47.9)	(39.5)	-17.5%
Total Operating expenses	(248.3)	(300.0)	(354.5)	(397.6)	(441.8)	(493.6)	(506.0)	2.5%	(139.0)	(142.0)	2.2%
Depreciation expenses:											
Cars depreciation:											
Car rental	(65.9)	(86.4)	(212.7)	(85.8)	(78.1)	(38.9)	(87.8)	125.7%	(12.9)	(31.8)	146.5%
Fleet Rental	(80.4)	(115.1)	(164.2)	(143.2)	(129.3)	(124.7)	(118.5)	-5.0%	(31.1)	(27.7)	-10.9%
Total cars depreciation expenses	(146.3)	(201.5)	(376.9)	(229.0)	(207.4)	(163.6)	(206.3)	26.1%	(44.0)	(59.5)	35.2%
Other assets depreciation and amortization	(21.1)	(24.1)	(32.9)	(35.4)	(35.7)	(35.7)	(38.2)	7.0%	(9.0)	(9.4)	4.4%
Total depreciation and amortization expenses	(167.4)	(225.6)	(409.8)	(264.4)	(243.1)	(199.3)	(244.5)	22.7%	(53.0)	(68.9)	30.0%
Operating profit before financial results and taxes (EBIT)	**482.1**	**595.7**	**465.8**	**652.1**	**726.7**	**735.5**	**771.1**	**4.8%**	**175.0**	**202.0**	**15.4%**
Financial expenses, net:											
Expense	(168.3)	(239.3)	(199.3)	(187.1)	(276.4)	(370.1)	(445.5)	20.4%	(84.4)	(115.8)	37.2%
Income	38.2	60.3	60.6	76.5	125.3	167.4	202.0	20.7%	40.9	43.1	5.4%
Financial (expenses) revenues, net	(130.1)	(179.0)	(138.7)	(110.6)	(151.1)	(202.7)	(243.5)	20.1%	(43.5)	(72.7)	67.1%
Income before tax and social contribution	**352.0**	**416.7**	**327.1**	**541.5**	**575.6**	**532.8**	**527.6**	**-1.0%**	**131.5**	**129.3**	-1.7%
Income tax and social contribution	(101.5)	(125.1)	(86.2)	(157.2)	(165.0)	(130.4)	(118.3)	-9.3%	(25.6)	(24.9)	-2.7%
Net income for the period	**250.5**	**291.6**	**240.9**	**384.3**	**410.6**	**402.4**	**409.3**	**1.7%**	**105.9**	**104.4**	**-1.4%**
EBITDA	649.5	821.3	875.6	916.5	969.8	934.8	1,015.6	8.6%	228.0	270.9	18.8%
EBIT	482.1	595.7	465.8	652.1	726.7	735.5	771.1	4.8%	175.0	202.0	15.4%
Consolidated EBIT Margin	**41.0%**	**41.1%**	**28.3%**	**37.1%**	**38.8%**	**39.1%**	**36.8%**	**-2.3p.p.**	**35.4%**	**35.3%**	**-0,1p.p.**
Car and Fleet Rentals and Franchising EBITDA	615.1	779.9	812.1	817.3	849.6	785.3	887.8	13.1%	201.9	233.9	15.8%
EBITDA Margin	**52.3%**	**53.8%**	**49.3%**	**46.5%**	**45.3%**	**41.7%**	**42.3%**	**0.6p.p.**	**40.8%**	**40.8%**	**0.0p.p.**
Used Car Sales (Seminovos) EBITDA	34.4	41.4	63.5	99.2	120.2	149.5	127.7	-14.6%	26.1	37.0	41.8%
EBITDA Margin	**2.6%**	**2.8%**	**4.2%**	**5.7%**	**6.0%**	**7.3%**	**5.5%**	**-1.8p.p.**	**5.2%**	**5.0%**	**-0.2p.p.**

(*) Gross revenues are net of discounts and cancellations.

(**) For comparability with the financial information presented in accordance with IFRS from 2011 on, net revenues of 2010, which are presented in USGAAP, are net of taxes on revenues.

16.5 – Table 5 – Operating data

SELECTED OPERATING DATA	2010	2011	2012	2013	2014	2015	2016	Var.	4Q15	4Q16	Var.
Average operating fleet:											
Car Rental	42,903	51,285	53,548	59,094	61,525	62,513	70,185	12.3%	63,775	80,814	26.7%
Fleet Rental	22,916	27,858	30,357	31,188	30,778	31,676	31,908	0.7%	31,301	32,993	5.4%
Total	65,819	79,143	83,905	90,282	92,303	94,189	102,093	8.4%	95,076	113,807	19.7%
Average rented fleet:											
Car Rental	29,646	35,348	37,932	39,475	42,999	43,315	51,515	18.9%	45,277	57,747	27.5%
Fleet Rental	22,343	26,676	29,444	30,121	28,787	30,280	31,222	3.1%	30,024	32,461	8.1%
Total	51,989	62,024	67,376	69,596	71,786	73,595	82,737	12.4%	75,301	90,208	19.8%
Average age of operating fleet (months)											
Car Rental	6.3	6.8	7.8	7.2	7.2	7.4	7.9	6.8%	7.7	6.5	-15.6%
Fleet Rental	15.9	15.8	16.8	18.6	18.0	16.7	18.0	7.8%	16.8	18.4	9.5%
Average age of total operating fleet	9.6	9.9	11.0	11.1	10.0	10.6	11.0	3.8%	10.8	10.0	-7.4%
Fleet at end of period:											
Car Rental	61,445	64,688	65,086	70,717	77,573	76,755	94,156	22.7%	76,755	94,156	22.7%
Fleet Rental	26,615	31,629	32,104	32,809	34,312	33,948	34,960	3.0%	33,948	34,960	3.0%
Total	88,060	96,317	97,190	103,526	111,885	110,703	129,116	16.6%	110,703	129,116	16.6%
Managed fleet at end period - Fleet Rental	331	234	162	30	267	207	145	-30.0%	207	145	-30.0%
Fleet investment (R$ million)											
Car Rental	1,476.1	1,306.2	1,227.2	1,634.5	1,909.1	1,773.1	2,782.2	56.9%	684.2	951.3	39.0%
Fleet Rental	411.3	439.9	386.4	389.7	571.2	502.0	503.4	0.3%	152.5	125.0	-18.1%
Total	1,887.4	1,746.1	1,613.6	2,024.2	2,480.3	2,275.1	3,285.6	44.4%	836.7	1,076.3	28.6%
Number of rental days (In thousands):											
Car Rental - Total	10,818.8	12,907.7	13,886.3	14,414.7	15,696.2	15,815.8	18,864.8	19.3%	4,166.1	5,313.7	27.5%
Rental days for Fleet Rental replacement service	(84.6)	(113.4)	(137.5)	(173.0)	(280.2)	(249.7)	(202.4)	-18.9%	(55.3)	(47.9)	-13.4%
Car Rental - Net	10,734.3	12,794.3	13,748.8	14,241.7	15,416.0	15,566.1	18,662.4	19.9%	4,110.8	5,265.8	28.1%
Fleet Rental	8,043.8	9,603.4	10,600.7	10,843.7	10,363.3	10,900.9	11,240.0	3.1%	2,702.1	2,921.6	8.1%
Total	18,778.1	22,397.7	24,349.5	25,085.4	25,779.3	26,467.0	29,902.4	13.0%	6,812.9	8,187.4	20.2%
Annualized average depreciation per car (R$)											
Car Rental	1,536.0	1,683.9	3,972.4	1,452.4	1,270.0	622.1	1,251.2	101.1%	809.5	1,573.9	94.4%
Fleet Rental	3,509.7	4,133.0	5,408.2	4,592.3	4,202.1	3,935.2	3,714.0	-5.6%	3,979.2	3,364.2	-15.5%
Total	2,223.2	2,546.0	4,491.9	2,537.1	2,247.7	1,736.3	2,020.9	16.4%	1,853.0	2,092.9	12.9%
Average annual revenues per operating car (R$ thousand)											
Car Rental	19.5	19.1	20.4	19.7	20.9	20.1	20.3	1.1%	20.8	19.6	-5.9%
Fleet Rental	16.2	16.2	17.5	18.2	18.3	18.9	20.1	6.5%	19.5	20.4	4.5%
Average daily rental (R$)											
Car Rental (**)	78.07	79.68	82.36	84.85	87.71	84.56	79.67	-5.8%	85.11	78.58	-7.7%
Fleet Rental	46.27	48.83	51.59	53.83	56.16	56.08	58.23	3.8%	57.31	58.82	2.6%
Utilization rate:											
Car Rental	69.1%	68.9%	70.8%	66.8%	69.9%	69.3%	73.4%	4.1p.p.	71.1%	71.5%	0.4p.p.
Fleet Rental	97.5%	95.8%	97.0%	96.6%	93.5%	95.6%	97.9%	2.3p.p.	95.9%	98.4%	2.5p.p.
Number of cars purchased - consolidated	65,934	59,950	58,655	69,744	79,804	64,032	87,833	37.2%	21,660	27,921	28.9%
Average price of cars purchased (R$ thsd) - consolidated	28.63	29.13	27.51	29.02	31.08	35.53	37.41	5.3%	38.63	38.55	-0.2%
Numbers of cars sold - consolidated	47,285	50,772	56,644	62,641	70,621	64,305	68,449	6.4%	15,047	20,883	38.8%
Average price of cars sold (R$ thsd) (*) - consolidated	25.80	26.30	24.24	25.36	25.90	28.54	31.23	9.4%	29.38	32.40	10.3%

(*) Recalculated as from 2010 to include additional revenues, net of SG&A expenses related to the sale of cars deactivated for fleet renewal.
(**) Not included the rentals for Fleet Rental Division.

17 – Consolidated financial statements – IFRS – R$/million

ASSETS	2010	2011	2012	2013	2014	2015	2016
CURRENT ASSETS:							
Cash and cash equivalents	415.7	711.0	823.9	1,010.7	1,390.2	1,385.1	1,692.3
Trade accounts receivable	274.8	353.4	361.1	408.3	459.6	486.1	424.5
Derivative financial instruments - swap	-	-	-	-	-	-	2.2
Other current assets	40.7	54.1	50.0	57.9	94.6	102.6	115.0
Decommissioning cars to fleet renewal	20.1	29.0	13.3	16.5	18.3	31.8	8.8
Total current assets	**751.3**	**1,147.5**	**1,248.3**	**1,493.4**	**1,962.7**	**2,005.6**	**2,242.8**
NON CURRENT ASSETS:							
Long-term assets:							
Marketable securities	-	-	-	-	92.5	-	-
Derivative financial instruments - swap	-	-	-	-	-	45.6	7.4
Trade accounts receivable	-	-	4.0	7.1	3.2	4.7	3.2
Escrow deposit	24.8	25.0	23.0	38.1	41.9	52.9	60.1
Deferred income tax and social contribution	24.0	19.8	24.5	32.4	-	-	-
Other non current assets	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total long-term assets	**48.9**	**44.9**	**51.6**	**77.7**	**137.7**	**103.3**	**70.8**
Property and equipment							
Cars	2,427.4	2,652.7	2,534.3	2,781.4	3,278.0	3,610.9	4,614.8
Other	114.9	141.7	171.0	166.1	203.9	314.1	405.8
Intangible:							
Software	7.7	18.3	36.2	47.3	60.3	67.1	61.1
Goodwill on acquisition of investments	4.5	4.5	4.5	12.3	22.0	22.0	22.0
Total non current assets	**2,603.4**	**2,862.1**	**2,797.6**	**3,084.8**	**3,701.9**	**4,117.4**	**5,174.5**
TOTAL ASSETS	**3,354.7**	**4,009.6**	**4,045.9**	**4,578.2**	**5,664.6**	**6,123.0**	**7,417.3**

LIABILITIES AND SHAREHOLDERS' EQUITY	2010	2011	2012	2013	2014	2015	2016
CURRENT LIABILITIES:							
Trade accounts payable	443.0	488.7	356.2	460.5	828.4	690.6	910.9
Social and labor obligations	58.0	58.7	53.2	73.9	86.3	85.6	95.0
Loans, financing and debentures	233.7	130.9	210.1	275.4	300.9	422.4	654.6
Income tax and social contribution	22.7	32.5	26.0	35.2	41.3	28.3	23.0
Dividends and interest on capital	40.2	38.3	18.7	53.1	59.2	29.3	39.7
Other current liabilities	36.1	44.7	70.0	78.6	82.3	99.9	118.5
Total current liabilities	**833.7**	**793.8**	**734.2**	**976.7**	**1,398.4**	**1,356.1**	**1,841.7**
NON CURRENT LIABILITIES:							
Loans, financing and debentures	1,463.1	1,943.5	1,845.0	2,068.1	2,411.6	2,596.9	3,131.3
Provisions	42.5	30.1	35.2	50.9	69.9	68.3	63.1
Deferred income tax and social contribution	81.6	92.4	76.8	111.8	106.0	141.6	171.9
Other non current liabilities	35.1	29.2	30.0	29.5	23.2	18.5	12.3
Total non current liabilities	**1,622.3**	**2,095.2**	**1,987.0**	**2,260.3**	**2,610.7**	**2,825.3**	**3,378.6**
Total liabilities	**2,456.0**	**2,889.0**	**2,721.2**	**3,237.0**	**4,009.1**	**4,181.4**	**5,220.3**
SHAREHOLDERS' EQUITY:							
Capital	601.7	601.7	601.7	976.7	976.7	976.7	976.7
Capital Reserves	12.0	19.0	48.0	30.2	40.4	35.9	34.0
Earnings Reserves	273.9	499.8	675.0	334.3	638.4	929.0	1,186.3
Valuation adjustments to equity	11.1	0.1	-	-	-	-	-
Total shareholders' equity	**898.7**	**1,120.6**	**1,324.7**	**1,341.2**	**1,655.5**	**1,941.6**	**2,197.0**
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	**3,354.7**	**4,009.6**	**4,045.9**	**4,578.2**	**5,664.6**	**6,123.0**	**7,417.3**

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

STATEMENT OF INCOME	2010 USGAAP	2011 IFRS	2012 IFRS	2013 IFRS	2014 IFRS	2015 IFRS	2016 USGAAP	Reclassifications	2016 IFRS
Total net revenues	**2,497.2**	**2,918.1**	**3,166.7**	**3,506.2**	**3,892.2**	**3,928.0**	**4,514.6**	**(75.3)** (a)	**4,439.3**
COSTS AND EXPENSES:									
Direct costs	(1,599.4)	(1,796.8)	(1,936.6)	(2,192.1)	(2,480.6)	(2,499.6)	(2,917.7)	-	(2,917.7)
Taxes on revenues	-	-	-	-	-	-	(75.3)	75.3 (a)	-
Selling, general, administrative and other expenses	(248.3)	(300.0)	(354.5)	(397.6)	(441.8)	(493.6)	(506.0)	-	(506.0)
Cars depreciation	(146.3)	(201.5)	(376.9)	(229.0)	(207.4)	(163.6)	(206.3)	-	(206.3)
Other assets depreciation and amortization	(21.1)	(24.1)	(32.9)	(35.4)	(35.7)	(35.7)	(38.2)	-	(38.2)
Total costs and expenses	(2,015.1)	(2,322.4)	(2,700.9)	(2,854.1)	(3,165.5)	(3,192.5)	(3,743.5)	75.3	(3,668.2)
Income before financial results and taxes (EBIT)	**482.1**	**595.7**	**465.8**	**652.1**	**726.7**	**735.5**	**771.1**	**-**	**771.1**
FINANCIAL EXPENSES, NET	(130.1)	(179.0)	(138.7)	(110.6)	(151.1)	(202.7)	(243.5)	-	(243.5)
Income before taxes	**352.0**	**416.7**	**327.1**	**541.5**	**575.6**	**532.8**	**527.6**	**-**	**527.6**
INCOME TAX AND SOCIAL CONTRIBUTION									
Current	(80.2)	(106.2)	(106.5)	(130.1)	(139.5)	(94.8)	(88.0)	-	(88.0)
Deferred	(21.3)	(18.9)	20.3	(27.1)	(25.5)	(35.6)	(30.3)	-	(30.3)
	(101.5)	(125.1)	(86.2)	(157.2)	(165.0)	(130.4)	(118.3)	-	(118.3)
Net income	**250.5**	**291.6**	**240.9**	**384.3**	**410.6**	**402.4**	**409.3**	**-**	**409.3**

(a) Refers to reclassification of taxes on revenues to specific account.

Shareholder's equity Reconciliation	Dec 31, 2015	Dec 31, 2016
Shareholders' equity - IFRS	**1,941.6**	**2,197.0**
Dividends proposed	1.0	-
Goodwill, net of income tax and social contribution	21.8	21.8
Shareholders' equity - USGAAP	**1,964.4**	**2,218.8**

19 – Statements of Cash Flows – R$/million

CONSOLIDATED CASH FLOW	2010 USGAAP	2011 IFRS	2012 IFRS	2013 IFRS	2014 IFRS	2015 IFRS	2016 IFRS
CASH FLOWS FROM OPERATING ACTIVITIES:							
Net income	250.5	291.6	240.9	384.3	410.6	402.4	409.3
Adjustments to reconcile net income and cash and cash equivalents provided by operating activities:							
Depreciation and amortization	167.4	225.6	409.8	264.4	243.2	199.3	244.5
Net book value of vehicles written off	1,214.3	1,328.6	1,360.2	1,543.8	1,777.0	1,769.1	2,102.5
Deferred income tax and social contribution	21.3	18.9	(20.3)	27.1	25.5	35.6	30.3
Other	6.7	2.7	21.8	33.7	32.0	17.3	26.9
(Increase) decrease in assets:							
Trade receivable	(63.3)	(81.3)	(14.6)	(54.7)	(49.9)	(36.6)	56.8
Purchases of cars (see supplemental disclosure below)	(1,799.1)	(1,743.8)	(1,735.7)	(1,939.4)	(2,150.2)	(2,399.6)	(3,098.9)
Escrow deposits	(1.6)	0.6	0.7	(15.1)	(5.7)	(15.3)	(7.2)
Taxes recoverable	(7.0)	(15.9)	(11.4)	(20.3)	(43.4)	(5.2)	(6.0)
Other assets	(4.2)	10.7	8.5	6.1	(5.7)	(1.3)	(3.6)
Increase (decrease) in liabilities:							
Accounts payable (except car manufacturers)	39.2	13.0	(15.6)	14.6	33.5	(16.7)	29.6
Social and labor obligations	27.9	0.7	(5.5)	20.7	12.4	(0.5)	9.4
Income tax and social contribution	78.3	106.2	106.5	130.1	139.5	94.8	88.0
Interest on loans, financing, debentures and swaps of fixed rates	161.4	231.0	195.9	181.6	281.7	406.6	438.1
Insurance premium	(10.0)	2.6	15.8	4.0	(0.6)	4.4	8.6
Other liabilities	20.8	(17.0)	16.0	1.1	(5.4)	5.9	(19.5)
Cash provided by operating activities	**102.6**	**374.2**	**573.0**	**582.0**	**694.5**	**460.2**	**308.8**
Income tax and social contribution paid	(57.8)	(83.0)	(100.9)	(108.5)	(113.1)	(110.7)	(93.3)
Interest on loans, financing and debentures paid	(169.6)	(237.0)	(190.6)	(152.0)	(328.0)	(352.9)	(442.3)
Net cash provided by operating activities	**(124.8)**	**54.2**	**281.5**	**321.5**	**253.4**	**(3.4)**	**(226.8)**
CASH FLOWS FROM INVESTING ACTIVITIES:							
(Investments) withdraw in marketable securities	-	-	-	-	(92.6)	92.6	-
Acquisition of investment, goodwill and fair value surplus	-	-	-	(12.5)	(14.4)	-	-
Purchases of other property and equipment and addition to intangible assets	(51.1)	(63.0)	(80.8)	(41.5)	(87.3)	(153.0)	(126.6)
Net cash provided by (used in) investing activities	**(51.1)**	**(63.0)**	**(80.8)**	**(54.0)**	**(194.3)**	**(60.4)**	**(126.6)**
CASH FLOWS FROM FINANCING ACTIVITIES:							
Loans and financings:							
Proceeds	427.9	288.1	125.9	112.6	499.1	747.1	266.3
Repayment	(408.9)	(404.5)	(359.9)	(129.4)	(490.4)	(368.4)	(297.9)
Debentures							
Proceeds	370.0	500.0	300.2	496.3	497.3	496.8	943.4
Repayment	(222.1)	-	(90.6)	(220.7)	(90.8)	(668.0)	(105.0)
Treasury shares acquired	-	-	-	(36.8)	-	(27.5)	(25.0)
Exercise of stock options with treasury shares, net	-	-	21.9	12.8	5.5	18.0	18.2
Dividends paid	(6.1)	(23.3)	(26.3)	(255.1)	(38.6)	(44.7)	(1.0)
Interest on capital	(28.8)	(56.2)	(59.0)	(60.4)	(61.7)	(94.6)	(138.4)
Net cash provided by (used in) financing activities	**132.0**	**304.1**	**(87.8)**	**(80.7)**	**320.4**	**58.7**	**660.6**
NET CASH FLOW PROVIDED (USED) IN THE YEAR	**(43.9)**	**295.3**	**112.9**	**186.8**	**379.5**	**(5.1)**	**307.2**
CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR	459.6	415.7	711.0	823.9	1,010.7	1,390.2	1,385.1
CASH AND CASH EQUIVALENTS AT END OF YEAR	415.7	711.0	823.9	1,010.7	1,390.2	1,385.1	1,692.3
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	**(43.9)**	**295.3**	**112.9**	**186.8**	**379.5**	**(5.1)**	**307.2**
Supplemental disclosure of cash flow information:							
Cash paid during the period to:							
Statement of the cash paid for cars acquisition							
Cars acquisition in the year/period - renewal	(1,370.1)	(1,504.5)	(1,563.3)	(1,819.7)	(2,197.7)	(2,278.4)	(2,563.6)
Cars acquisition in the year/period - growth	(540.3)	(272.0)	(55.5)	(209.4)	(286.9)	-	(726.0)
Suppliers - automakers:							
Balance at the end of the year	372.6	405.3	288.4	378.1	712.5	591.3	782.0
Balance at the beginning of the year	(261.3)	(372.6)	(405.3)	(288.4)	(378.1)	(712.5)	(591.3)
Cash paid for cars purchased	(1,799.1)	(1,743.8)	(1,735.7)	(1,939.4)	(2,150.2)	(2,399.6)	(3,098.9)

20 – Glossary and other information

• **CAGR:** Compounded average growth rate.

• **CAPEX:** Capital expenditure.

• **Car depreciation:** the amount to be depreciated is the positive difference between the acquisition price of the vehicle and its estimated residual value. Depreciation is calculated as long as the assets' estimated residual value does not exceed its accounting value. Depreciation is recognized during the estimated life cycle of each asset. In the Car Rental Division, depreciation method used is linear. In the Fleet Rental Division, depreciation is recorded according to the sum of the years' digits (SOYD) method, which better reflects the consumption pattern of the economic benefits that decrease during the cars' useful life. The residual value is the estimated sale price net of the estimated selling expense.

• **Depreciated cost of used cars sales (book value):** consists of the acquisition value of vehicles, depreciated up to the date of sale, less the technical discount. The **technical discount** is the discount given to the buyer for any required repairs that were not made. These repair costs are recorded as a charge to operating costs and as a credit to cost of cars sold.

• **EBITDA:** EBITDA is the net income of the period, added by the income tax, net financial expenses, depreciation, amortization and exhaustions, as defined by CVM instruction 527/12.

• **EBITDA Margin:** EBITDA divided by the net revenues.

• **EBIT:** EBIT is the net income of the period added by the income tax and net financial expenses.

• **EBIT Margin:** EBIT divided by the net revenues.

• **IPI tax:** Tax over industrialized products. In May, 2012 Government announced an IPI tax exemption valid initially up to August, 2012, however, successively extended in 2012. In 2013 IPI tax for compact cars was increased to 2% and was kept at this level until December 2014. On January 1, 2015 the tax was fully reinstated. Those measures aim at incentivizing the automotive industry by stimulating demand, since the tax reduction tends to be passed on to the final consumer.

• **Net debt:** Short and long term debts minus cash and cash equivalents. The "net debt" term is a Company's measure and cannot be compared with similar terms used by other companies.

• **Net (Divestment) Investment in cars:** capital investment in cars acquisition, net of the revenues from selling decommissioned cars.

• **NOPAT:** Net operating profit after tax.

• **Average Rented Fleet:** In the car rental division it is the number of daily rentals in the period divided by the number of days in the period.

• **Operating Fleet:** Operating fleet is comprised by the cars that are at the rental locations, either rented or not, under maintenance, as well as cars in transit from OEMs to car rental locations and those being prepared for sale, and not yet delivered to the Seminovos stores.

• **Utilization Rate:** It is the number of rental days of the period divided by the operating fleet. It is a Company's measure and cannot be compared with similar terms used by other companies.

• **ROIC:** Return on invested capital.

21 – 4Q16 and 2016 Results Conference Call

Date: Monday, February 6, 2017.

Portuguese (with simultaneous translation to English)
12:00 p.m. (BR time)
09:00 a.m. (Eastern time)
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