



Earnings Release

4Q17 and 2017



In 2017, our team set audacious goals for growth, value creation, customer satisfaction and brand positioning, even in an adverse macroeconomic scenario in a very competitive environment. The team embraced the challenge, innovated and achieved impressive results:

- **We grew generating value.** Our fleet reached 194 thousand cars (including franchisees), with 27.1% increase in rental days (RAC + Fleet) and we sold more than 90 thousand cars. We increased our distribution by 51 corporate rental locations and 15 Seminovos stores. Our net revenues increased 36.5% and net income grew 37.6% as a result of our focus on operational excellence. The spread between ROIC and the cost of debt reached 8.0 p.p. and RENT3 was the 35th most traded share in B3 (Brazilian Stock Exchange) in 2017.
- **Localiza has expanded its unquestionable leadership in quality and service** thanks to our employees' strong culture of customer focus and passion for serving. Localiza won several awards throughout the year, such as the best car rental company by Folha de São Paulo and Época Reclame Aqui awards, the latest for the third consecutive year.
- **Localiza was one of the five Brazilian brands that appreciated the most in 2017**, reaching the 24th place among the most valuable brands in Brazil by Interbrand Ranking. Localiza Fidelidade, Latin America's largest car rental loyalty program, has reached 7.6 million participants and has distributed more than 2.3 million free rental days to its members. We have reached 1.5 million fans on Facebook, the biggest fanpage of the category in the world.
- **We are moving forward in innovation and digital transformation.** The innovation was important in all segments of Localiza with significant improvements in the customer experience. We also invested in the digitization of internal processes, increasing our productivity to gain scale while also increasing control during the accelerated growth process.
- **We have successfully conducted the integration of Hertz's operations in Brazil.** Two months after the acquisition, Car Rental, Fleet Rental and Seminovos (used car sales) operations were fully integrated, ensuring business continuity and maintaining the highest standard of excellence in the relationships with our customers. By the end of 2017 our network of corporate and franchised locations, as well as all our reservation channels, already exhibited the new Localiza Hertz brand. At the same time, we have moved forward in the long-term strategic partnership with The Hertz Corporation, making reservations worldwide through our reservation channels and displaying the Localiza brand at major international airports.

All these results would not have been possible without the enormous commitment, sense of urgency, passion to serve and ownership mindset of our more than 7,700 employees. In the context of rapid evolution and transformation of technology, Localiza continues to invest in the development of its employees to weather future challenges, meeting the expectations of our customers.

We closed 2017 satisfied with the achieved results in key aspects of the business, which makes us even more motivated for a 2018 that begins with a more positive economic scenario, despite the uncertainties of an election year. What does not change, regardless of the environment, is our clear vocation for sustainable growth and position to continue to expand our market leadership.

We appreciate the trust of our customers, employees, investors, suppliers and partners and reaffirm our determination to write another chapter of growth and superior results in 2018.

Eugênio Mattar – CEO

Major highlights of 2017: another year of strong growth with profitability

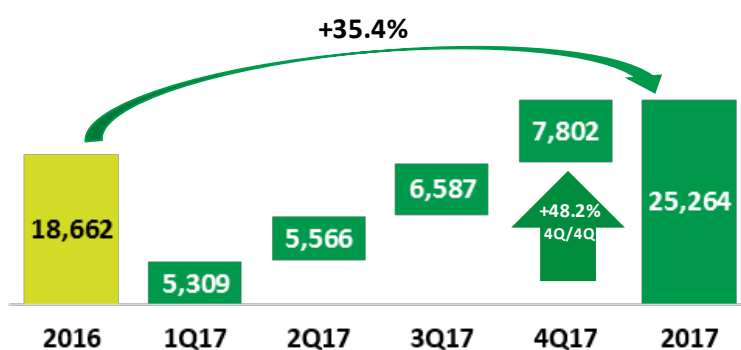
- ✓ 36.5% growth of net revenues, reaching R\$ 6.1 billion;
- ✓ End-of-period fleet totaling 194,279 cars in the Localiza system;
- ✓ Net income of R\$563.4 million, an increase of 37.6%;
- ✓ Hertz Brazil acquisition and integration of operations.

Integration Hertz Brazil and Franchised Locations

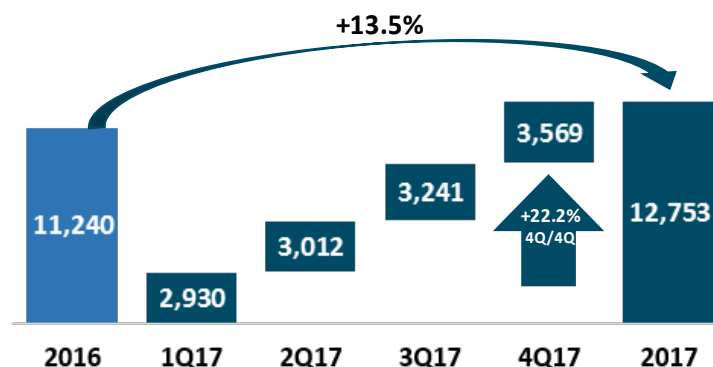
In order to preserve the comparability of the results herein with previous periods, **we are presenting the 4Q17 and 2017 indexes (EBITDA, EBIT and Net Income) adjusted by the costs and non-recurring expenses (one-time costs) related to the integration of the Hertz Brazil operation and the incorporation of 20 franchised car rental locations.**

Operational Highlights

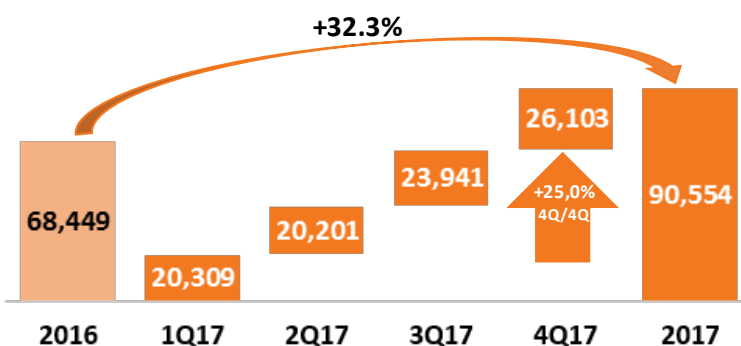
of rental days – Car Rental (thousands)



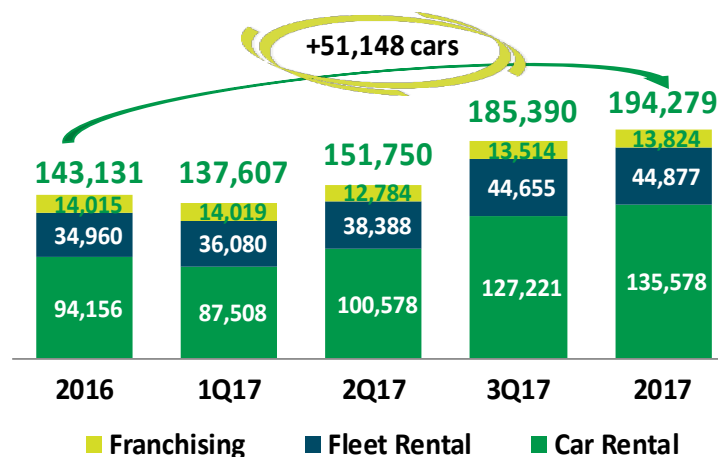
of rental days – Fleet Rental (thousands)



Cars Sold

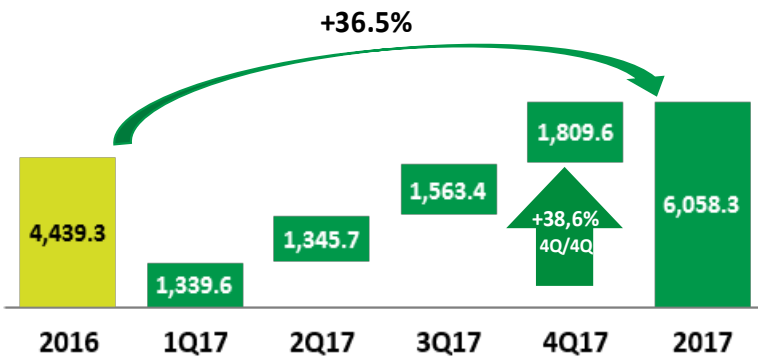


End of period fleet

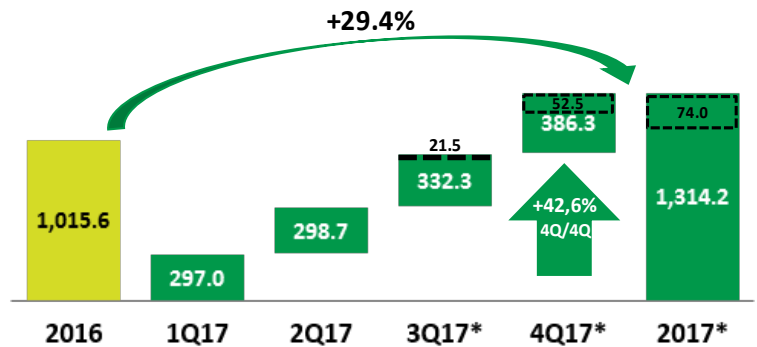


Consolidated financial Highlights

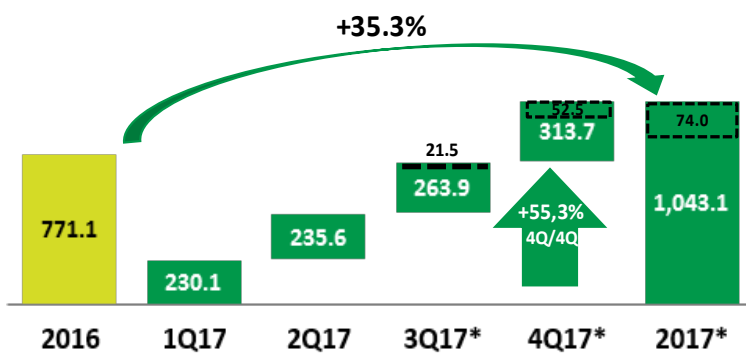
Net revenues (R\$ millions)



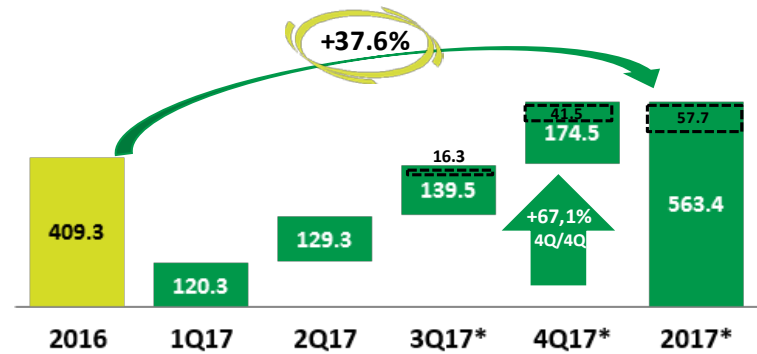
EBITDA (R\$ millions)



EBIT (R\$ millions)



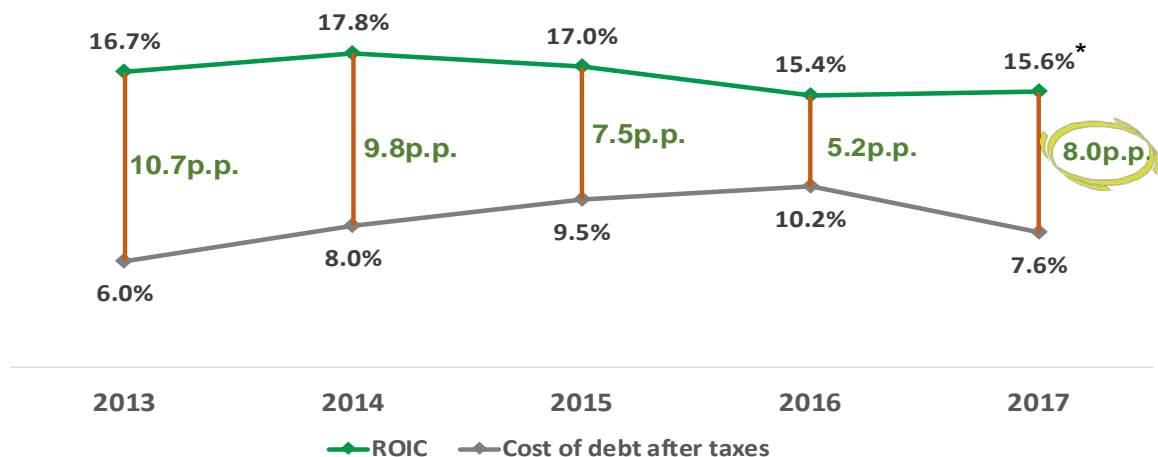
Net Income (R\$ millions)



*Adjusted by the one-time cost

□ One-time costs incurred - Hertz Brasil acquisition and Franchisees incorporation

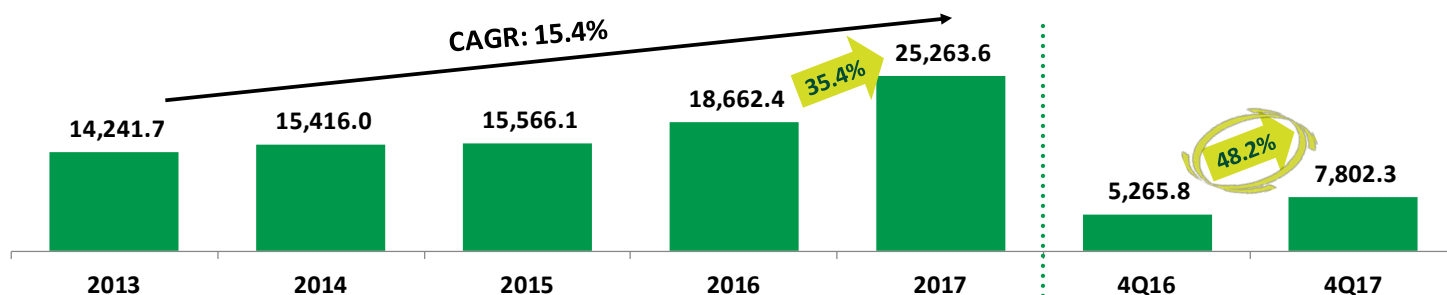
Spread



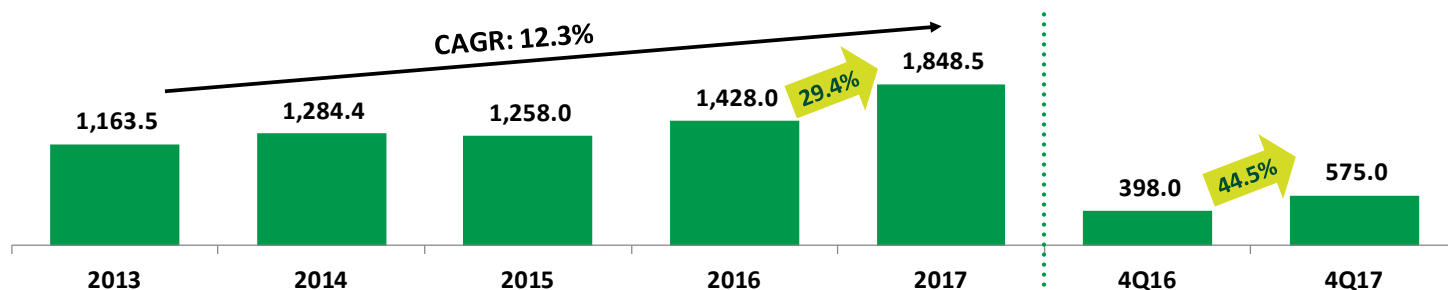
(*)Adjusted by the one-time costs incurred - Hertz Brasil acquisition and Franchisees incorporation
ROIC considered each year's effective income tax rate

1 - Rent a Car

Number of daily rentals (thousand)



Net revenues (R\$ million)

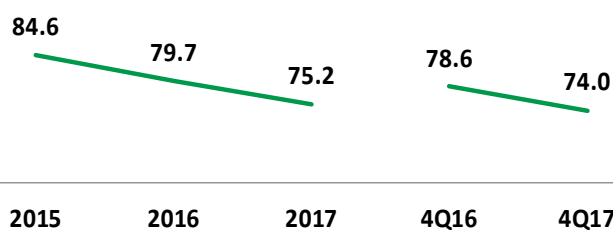


In 4Q17, the volume of daily rental of the **Car Rental Division** grew 48.2% in relation to 4Q16. Net revenues increased 44.5%, as a consequence of 5.8% reduction in the average rental rate.

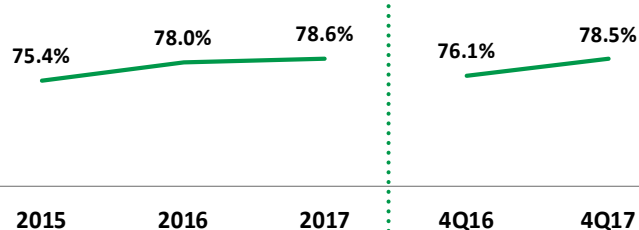
In 2017, net revenue increased 29.4% due to 35.4% increase in volumes and 5.8% reduction in the average rental rate, when compared to 2016.

The lower average rental rate reflects the yield and utilization management strategies as well as changes in the mix of segments.

Average daily rate (in R\$)



Operating fleet utilization rate (%)



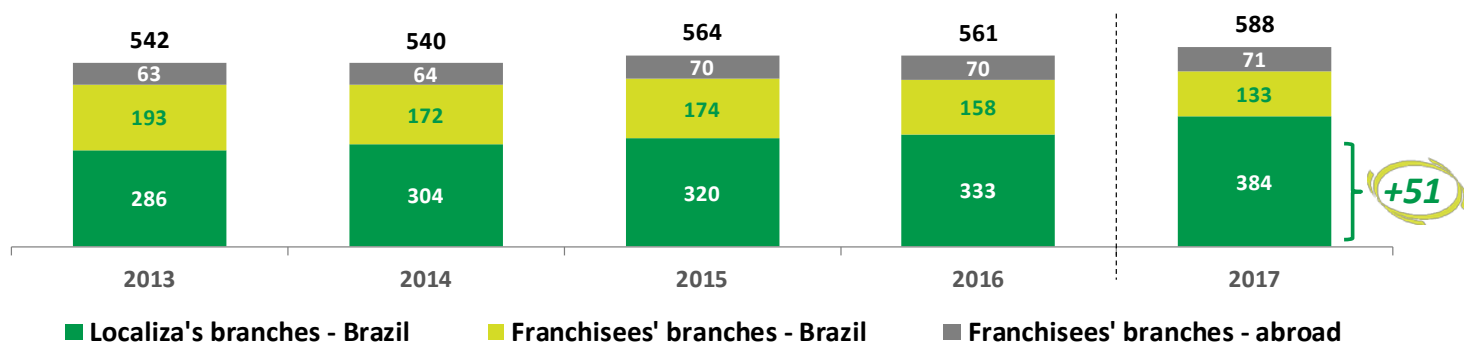
In 2016, the Company implemented the dynamic price management system to stimulate demand. The lower average rates were offset by higher volumes and increased fleet utilization rate.

This quarter, the Company changed the utilization rate calculus to reflect only the period in which the cars were available for rental in the rental locations and therefore it does not include cars on preparation and decommissioning. This new form of calculation facilitates comparison with peers. In this new methodology, the utilization rate of 4Q17 was 78.5%, a 2.4p.p. increase in relation to 4Q16.

1 - Rent a Car

1.1 - Distribution network

Number of car rental locations Brazil and abroad

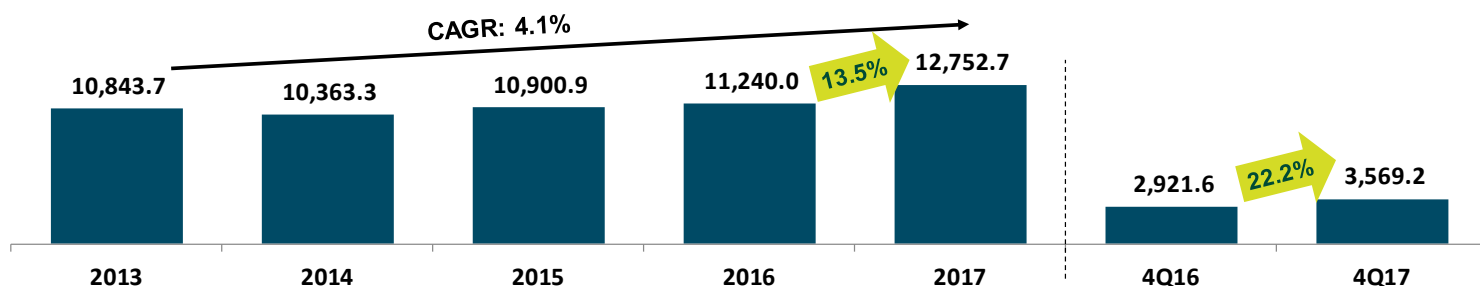


In 2017, Localiza's corporate locations network was expanded by 51 branches, going from 333 on 12/31/2016 to 384 on 12/31/2017. The new locations include the franchises that were incorporated throughout 2017 and 7 locations that belonged to Hertz Brazil, which began operating as Localiza Hertz.

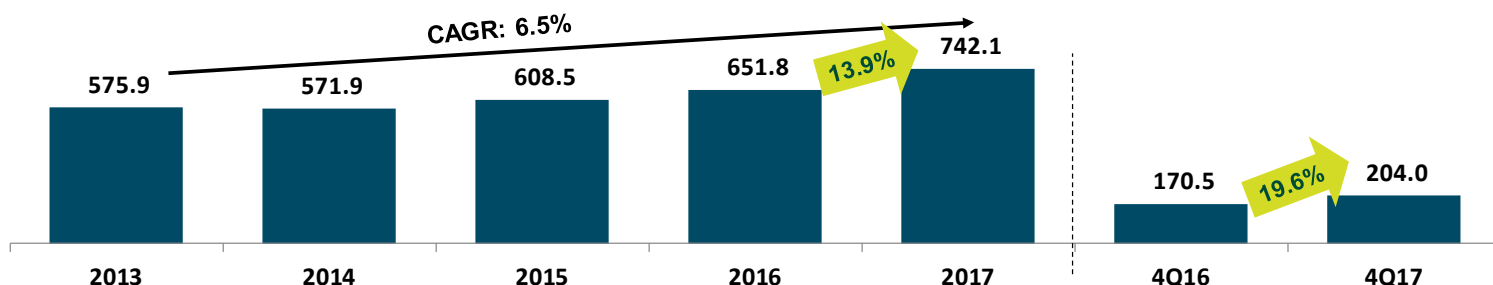
At the end of 2017, Localiza System had 588 branches, 517 in Brazil and 71 in 6 other South American countries.

2 – Fleet Rental

Number of daily rentals (thousand)



Net revenues (R\$ million)



In 4Q17, the **Fleet Rental Division** registered a 22.2% increase in volumes and 19.6% in revenue compared to the same period of the previous year, as a consequence of the 2.6% reduction in the average daily rate.

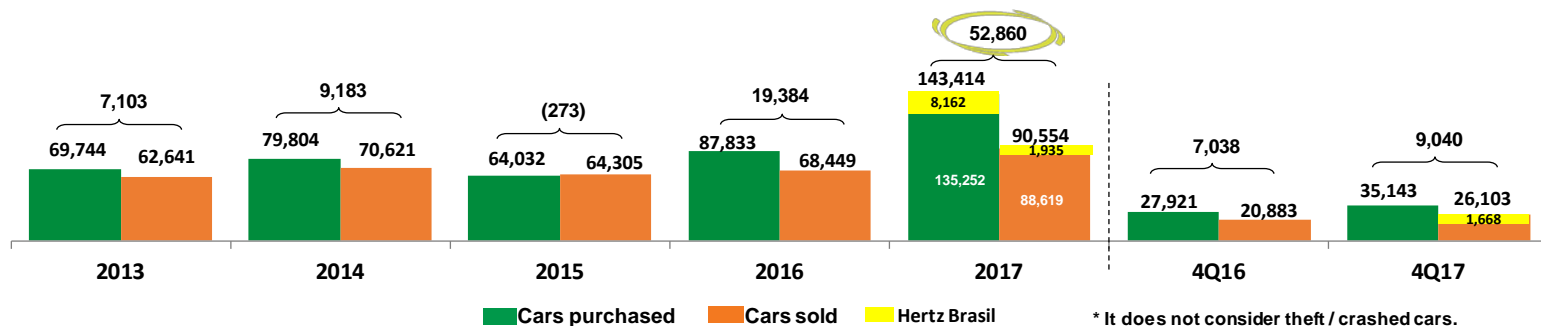
The lower rental rate of this division mainly reflects the pricing of new contracts in a context of lower depreciation and interest rates, in addition to the entry of Hertz Brazil contracts with lower average price.

In 2017, net revenues from this Division grew 13.9% in line with the 13.5% increase in volumes.

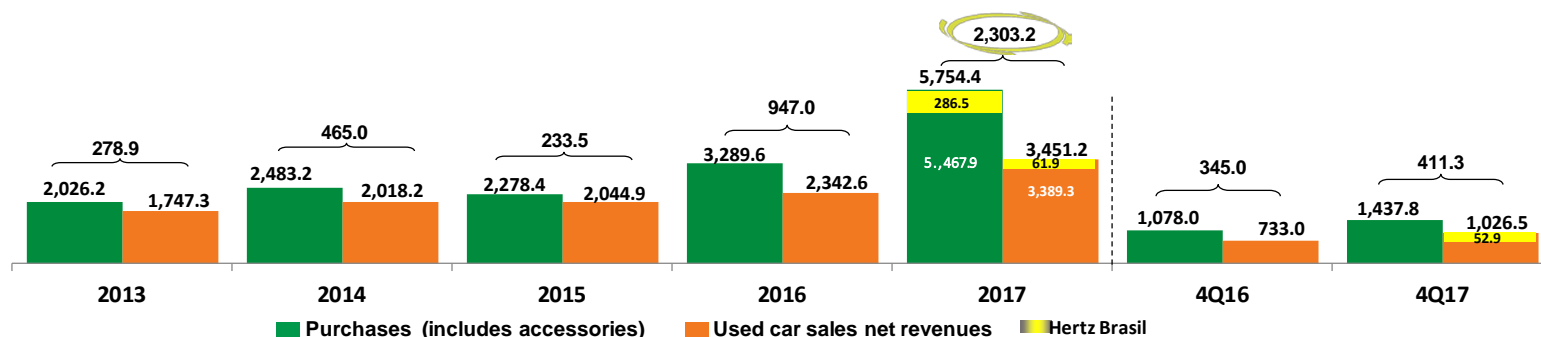
3 - Fleet

3.1 – Net investment in the fleet

Fleet (reduction) expansion* (quantity)



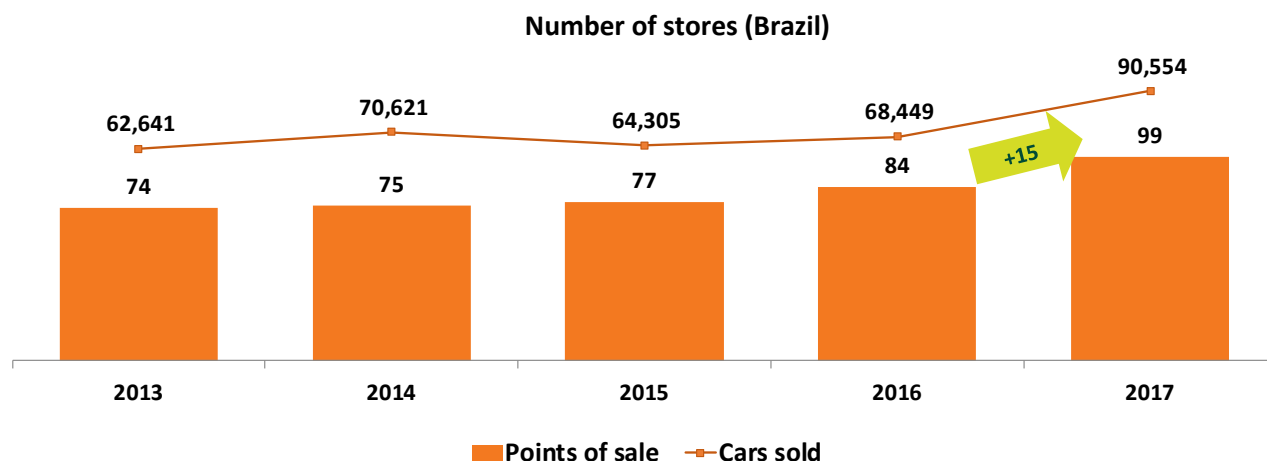
Net investment in fleet (R\$ million)



In 4Q17, 35,143 cars were purchased and 26,103 were sold, resulting in an increase of 9,040 cars in the fleet. The net investment was R\$411.3 million.

In the year, the addition to the fleet totaled 52,860 cars, 172.7% higher than in 2016, reflecting a net investment of R\$2,303.2 million, including the fleet resulting from the acquisition of Hertz Brasil.

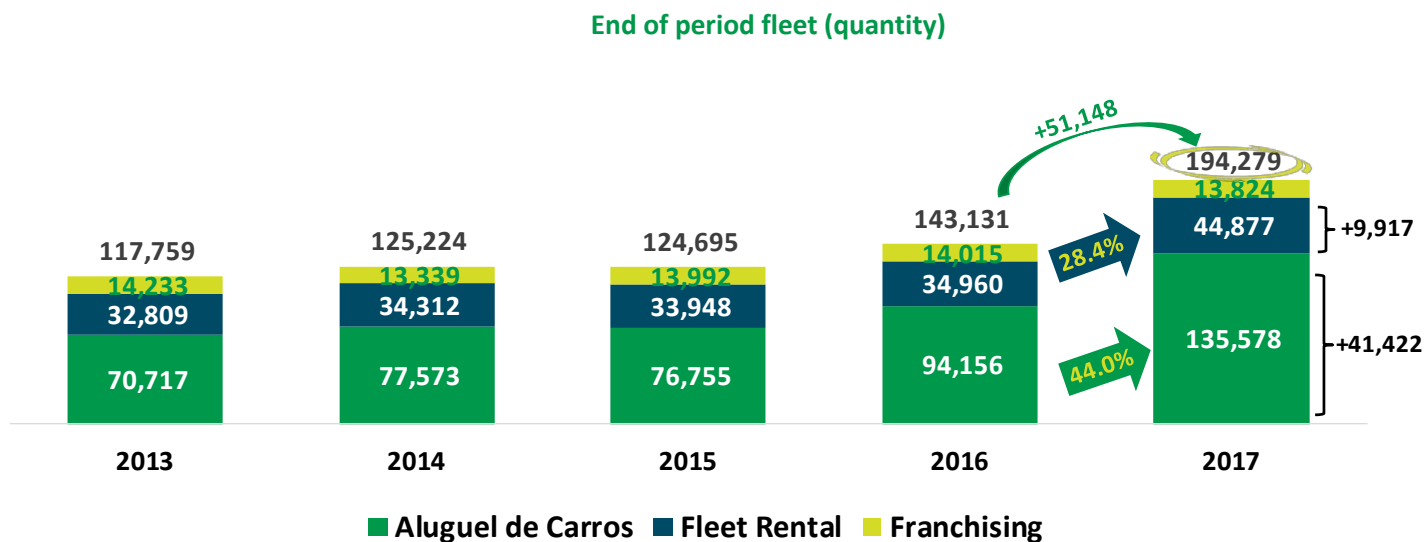
4 – Seminovos



On 12/31/2017, **Seminovos** network was comprised of 99 stores distributed in 65 cities in Brazil. During the year, 90,554 cars were sold, representing a growth of 32.3% compared to 2016.

Due to strong growth in Localiza's two business divisions, 15 stores were added to the network in 2017 to support the need for fleet renewal in the coming years.

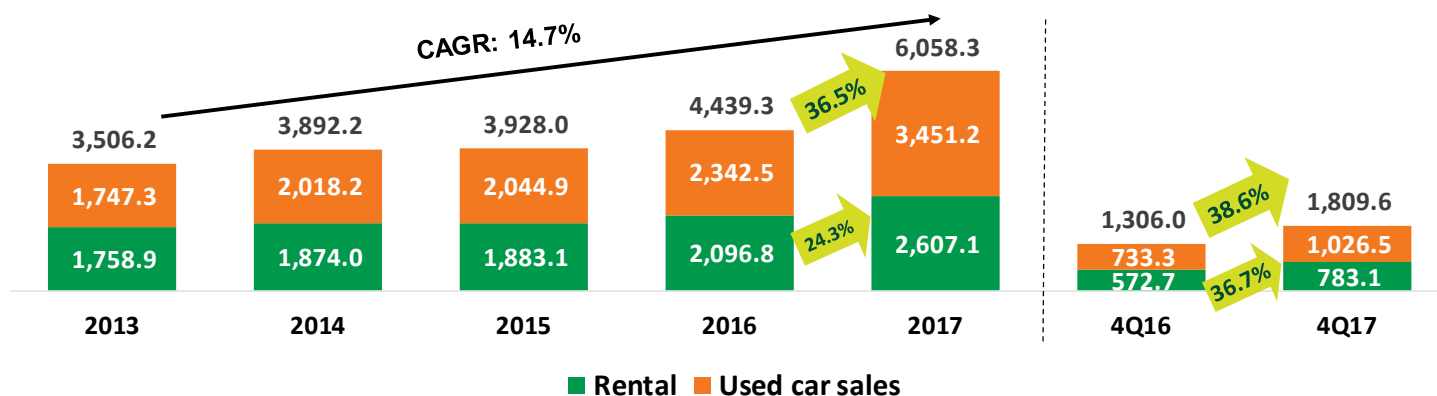
5 – End of period fleet



As of 12/31/2017, the consolidated fleet consisted of 194,279 cars, including 13,824 cars from franchisees. In 2017, Localiza's fleet grew 51.1 thousand cars, being 41.4 cars in the **Car Rental Division** and 9.9 thousand cars in the **Fleet Rental Division**.

6 – Net revenues - consolidated

Consolidated net revenues (R\$ million)



In 4Q17, consolidated net revenues grew 38.6% when compared to 4Q16. Net revenues from rental operations increased 36.7%, being 44.5% in the **Car Rental Division** and 19.6% in the **Fleet Rental Division**.

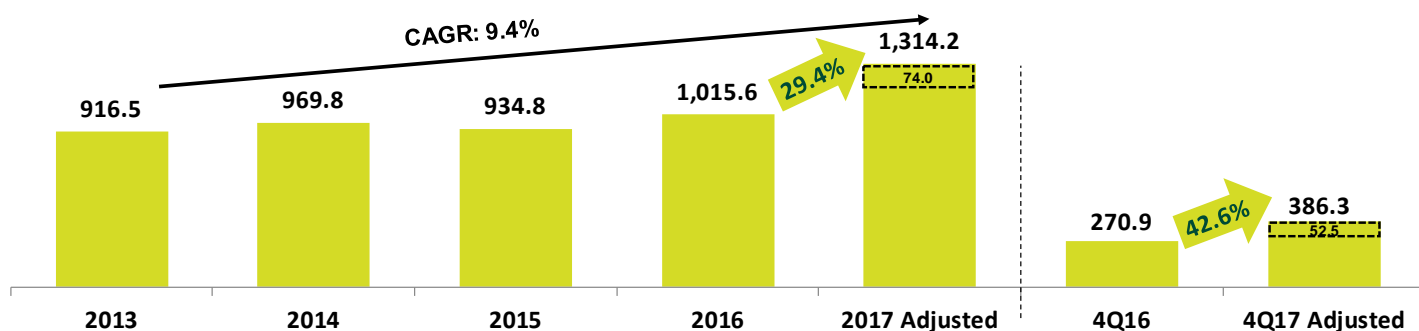
Seminovos net revenues in 4Q17 grew 40.0% when compared to 4Q16, due to 25.0% increase in sales volume and 12.0% increase in the average price of cars sold.

In 2017, consolidated net revenues grew 36.5% compared to 2016. Net revenues from rental operations increased 24.3%, being 29.4% in the Car Rental Division and 13.9% in the Fleet management.

Seminovos net revenues in 2017 grew 47.3% compared to 2016, due to a 32.3% increase in sales volumes and a 11.4% increase in the average price of cars sold.

7 - EBITDA

Consolidated EBITDA (R\$ million)



One-time costs incurred - Hertz Brasil acquisition and Franchisees incorporation

EBITDA margin:

Divisions	2013	2014*	2015	2016	2017	4Q16	4Q17
Car Rental	36.8%	38.7%	31.8%	32.3%	34.9%**	31.5%	36.6%**
Fleet Rental	65.5%	60.0%	62.2%	64.5%	61.9%**	63.8%	59.8%**
Rental Consolidated	46.5%	45.3%	41.7%	42.3%	42.6%**	40.8%	42.7%**
Used Car Sales	5.7%	6.0%	7.3%	5.5%	5.9%	5.0%	5.1%

(*) From 2014 on, it considers the new ap.p.ropriation criteria of the overhead, which is also ap.p.ropriated to Seminovos.

(**) Adjusted by the one-time costs incurred – Hertz Brasil acquisition and Franchisees incorporation

In 4Q17, consolidated adjusted EBITDA totaled R\$386.3 million, 42.6% higher than the same period of the previous year.

The adjusted EBITDA margin of the **Car Rental Division** was 36.6% in 4Q17, an increase of 5.1 p.p. compared to 4Q16, mainly due to the gain in scale, despite the lower average rental rates.

In the **Fleet Rental Division**, EBITDA margin was 59.8% in 4Q17, lower by 4.0 p.p. when compared to 4Q16. The lower EBITDA margin reflects the lower price of the new contracts of this Division, due to lower interest rates and depreciation, in addition to the entry of Hertz Brazil contracts with lower average rate.

Seminovos EBITDA margin in 4Q17 was 5.1%, roughly stable when compared to 4Q16.

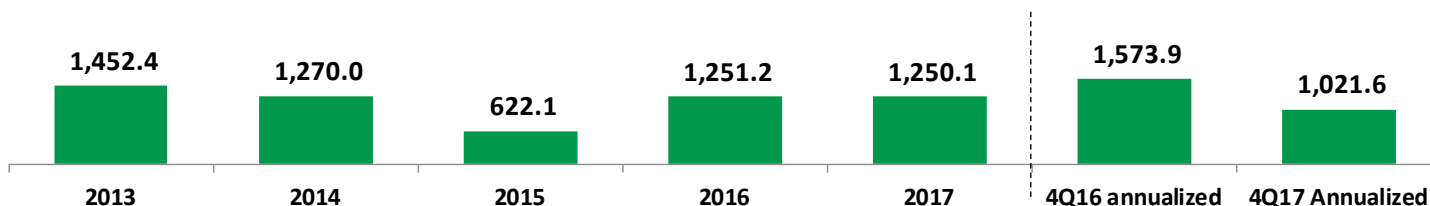
Non-recurrent effects:

In 4Q17, Localiza recorded R\$52.5 million in non-recurring costs (one-time costs), being R\$49.1 million in the result of the **Car Rental Division** and R\$3.4 million in the **Fleet Rental Division**, related to the acquisition of Hertz Brazil operations and the integration of 3 franchised locations. For comparison purposes, we present the 4Q17 and 2017 EBITDA adjusted to the non-recurring expenses.

8 - Depreciation

8.1 – Rent a Car

Average depreciation per car (R\$) – RAC

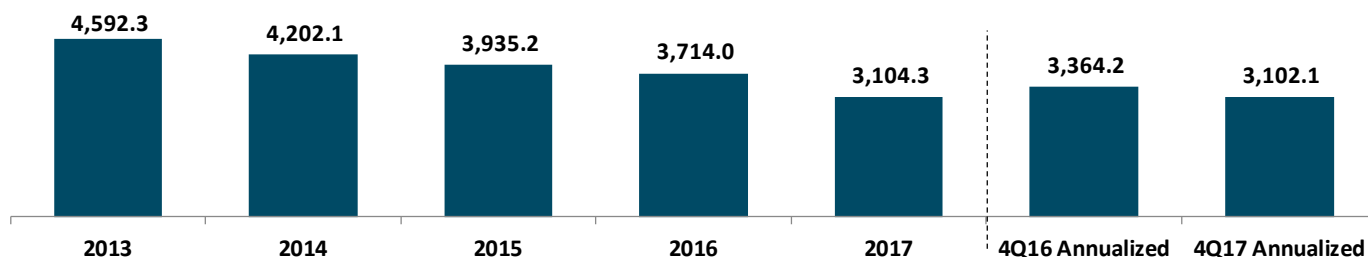


The annualized average depreciation of 4Q17 was R\$1,021.6, lower by R\$552.3 compared to 4Q16. The decrease in depreciation reflects the Company's efficiency in the purchase and sale of cars and the increase in the average sale price.

In 2017, the annualized average depreciation per car in the **Car Rental Division** was R\$1,250.1 stable compared to the average of 2016.

8.2 – Fleet Rental

Average depreciation per car (R\$) – Fleet Rental

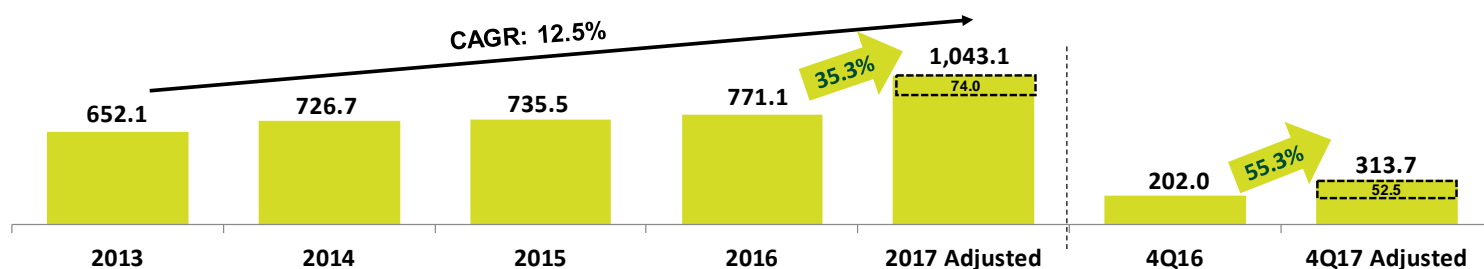


In the **Fleet Rental Division** the annualized average depreciation per car in 2017 was R \$ 3,104.3, a reduction of R\$609.7 in comparison with the average depreciation of 2016.

Due to the longer cycle, the depreciation of the cars in this division benefits from the increase in new car prices that occurs throughout the car's operating life.

9 - EBIT

Consolidated EBIT (R\$ million)



EBIT margin calculated over rental revenues:

Divisions	2013	2014	2015	2016	2017	4Q16	4Q17
Car Rental	32.8%	36.2%	34.3%	30.2%	35.5%*	28.4%	37.2%*
Fleet Rental	45.1%	44.3%	48.9%	51.2%	51.4%*	52.4%	48.1%*
Consolidated	37.1%	38.8%	39.1%	36.8%	40.0%*	35.3%	40.1%*

(*) Adjusted by the one-time costs incurred – Hertz Brasil acquisition and Franchisees incorporation

Adjusted consolidated EBIT for 4Q17 reached R\$313.7 million, a 55.3% increase when compared to 4Q16, due to a 42.6% increase in EBITDA and a decrease in average depreciation per car.

The adjusted EBIT margin of 4Q17 of the **Car Rental Division** was 37.2%, representing an increase of 8.8 p.p. when compared to 4Q16, reflecting the improvement in the EBITDA margin and lower annualized average depreciation per car by R\$552.3 in the quarter.

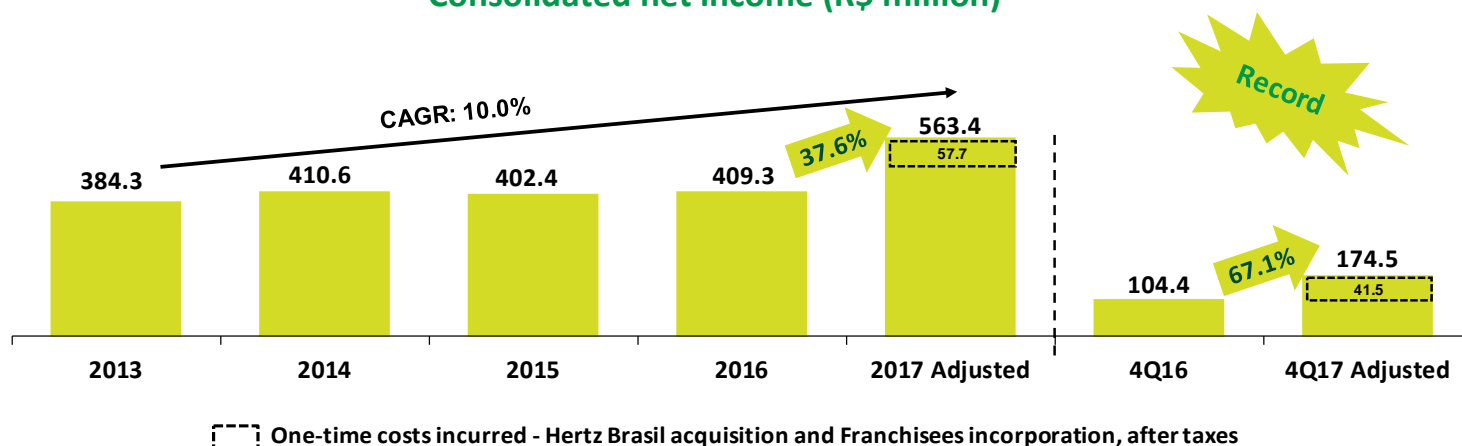
The adjusted EBIT margin of the **Fleet Rental Division** in 4Q17 was 48.1%, a reduction of 4.3p.p. in relation to 4Q16, reflecting the lower EBITDA margin.

Non-recurrent effects:

In 4Q17, Localiza recorded R\$52.5 million in non-recurring costs (one-time costs), being R\$49.1 million in the result of the **Car Rental Division** and R\$3.4 million in the **Fleet Rental Division**, related to the acquisition of Hertz Brazil operations and the integration of 3 franchised locations. For comparison purposes, we present the 4Q17 and 2017 EBITDA adjusted to the non-recurring expenses.

10 - Consolidated net income

Consolidated net income (R\$ million)



Reconciliation EBITDA x Net income	2013	2014	2015	2016	2017*	Var. R\$	Var. %	4Q16	4Q17*	Var. R\$	Var. %
Consolidated EBITDA	916.5	969.8	934.8	1,015.6	1,314.2	298.6	29.4%	270.9	386.3	115.4	42.6%
Cars depreciation	(229.0)	(207.4)	(163.6)	(206.3)	(232.0)	(25.7)	12.5%	(59.5)	(61.8)	(2.3)	3.9%
Other property depreciation and amortization	(35.4)	(35.7)	(35.7)	(38.2)	(39.1)	(0.9)	2.4%	(9.4)	(10.8)	(1.4)	14.9%
EBIT	652.1	726.7	735.5	771.1	1,043.1	272.0	35.3%	202.0	313.7	111.7	55.3%
Financial expenses, net	(110.6)	(151.1)	(202.7)	(243.5)	(315.0)	(71.5)	29.4%	(72.7)	(93.6)	(20.9)	28.7%
Income tax and social contribution	(157.2)	(165.0)	(130.4)	(118.3)	(164.7)	(46.4)	39.2%	(24.9)	(45.6)	(20.7)	83.1%
Net income of the period	384.3	410.6	402.4	409.3	563.4	154.1	37.6%	104.4	174.5	70.1	67.1%

(*) Adjusted by the one-time costs incurred – Hertz Brasil acquisition and Franchisees incorporation

The adjusted net income of 4Q17 totaled R\$174.4 million, an increase of 67.1% over 4Q16 due to:

(+) R\$115.4 million EBITDA increase;

(-) R\$2.3 million increase in depreciation, due to 38.2% increase in the average operating fleet, partially offset by the reduction in average depreciation per car;

(-) R\$20.9 million increase in net financial expenses, being: i) R\$6.3 million due to the increase in the average net debt partially offset by the decrease in the basic interest rate; and ii) R\$14.6 million referring to the monetary update of provisions.

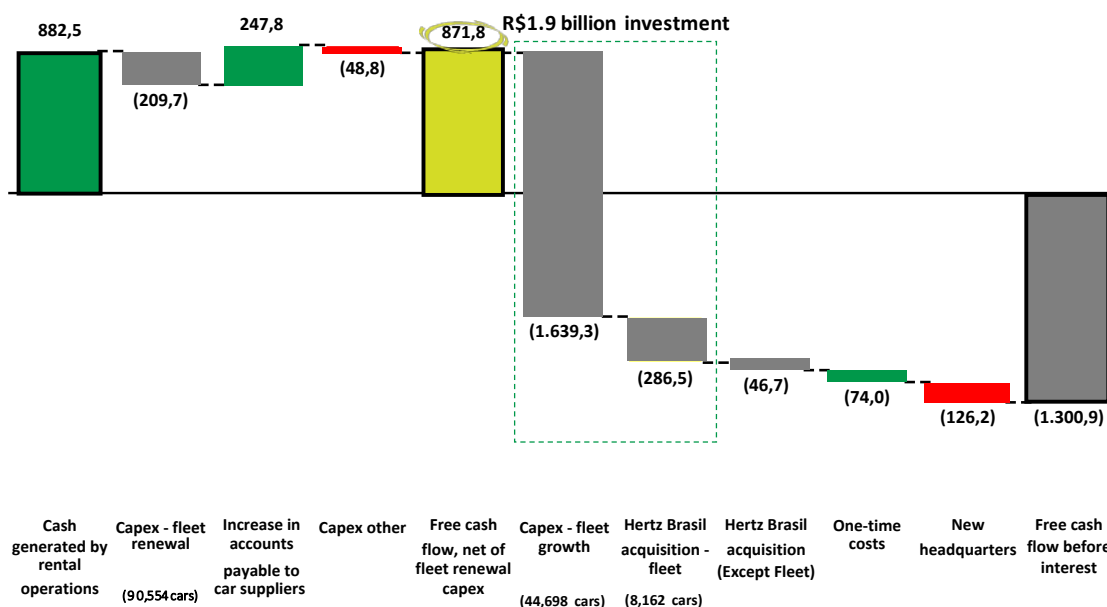
(-) R\$20.7 million in income tax.

In 2017, adjusted net income was R\$563.4 million, an increase of 37.6%.

Non-recurrent effects:

In 4Q17, Localiza recorded R\$41.5 million in non-recurring costs (one-time costs), after income tax and social contribution, being R\$38.9 million in the result of the **Car Rental** and R\$2.6 million in the **Fleet Rental** Divisions, related to the acquisition of the Hertz Brazil operations and the integration of 3 franchised locations. For comparison purposes, we present the net income of 4Q17 and 2017 adjusted to non-recurring expenses.

11 – Free cash flow (FCF)



Free cash flow - R\$ million		2013	2014	2015	2016	2017
Operations	EBITDA	916.5	969.8	934.8	1,015.6	1,314.2*
	Used car sale revenue, net from taxes	(1,747.3)	(2,018.2)	(2,044.9)	(2,342.5)	(3,451.2)
	Depreciated cost of cars sold	1,543.8	1,777.0	1,769.1	2,102.5	3,106.6
	(-) Income tax and social contribution	(108.5)	(113.1)	(110.7)	(93.3)	(108.3)
	Change in working capital	2.9	(27.1)	(30.0)	113.2	21.2
	Cash generated by rental operations	607.4	588.4	518.3	795.5	882.5
Capex - renewal	Used car sale revenue, net from taxes	1,747.3	2,018.2	2,036.3	2,342.5	3,451.2
	Fleet renewal investment	(1,819.7)	(2,197.7)	(2,278.4)	(2,563.6)	(3,660.9)
	Change in accounts payable to car suppliers renewal	144.3	120.0	(75.4)	174.1	247.8
	Net investment for fleet renewal	71.9	(59.5)	(317.5)	(47.0)	38.1
	Fleet renewal – quantity	62,641	70,621	64,032	68,449	90,554
Investment, other property and intangible		(47.5)	(46.3)	(29.7)	(42.2)	(48.8)
Free cash flow from operations, before growth		631.8	482.6	171.1	706.3	871.8
Capex - Growth	Fleet growth investment	(209.4)	(286.8)	8.6	(726.0)	(1,807.0)
	Change in accounts payable to car suppliers - growth	(54.6)	214.4	(45.8)	16.6	167.7
	Hertz Brasil acquisition - fleet					(286.5)
	Fleet growth capex	(264.0)	(72.4)	(37.2)	(709.4)	(1,925.8)
	Fleet increase / (reduction) – quantity	7,103	9,183	(273)	19,384	52,860
Free cash flow after growth, and before interest and new HQ		367.8	410.2	133.9	(3.1)	(1,054.0)
Capex - non-recurring	Hertz Acquisition (Except Fleet)	-	-	-	-	(46.7)
	Incurred one-time costs effect	-	-	-	-	(74.0)
	New headquarters construction and furniture	(6.5)	(148.3)	(30.7)	(84.4)	(126.2)
Free cash flow before interest		361.3	261.9	103.2	(87.5)	(1,300.9)

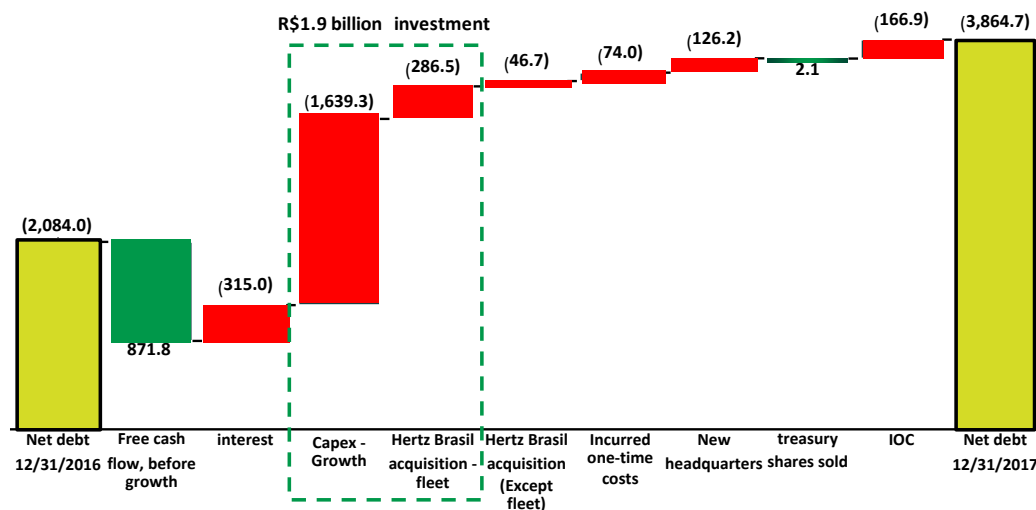
(*) Adjusted by one-time costs incurred - Hertz Brasil acquisition and Franchisees incorporation

This quarter, the free cash flow was adjusted to distribute the change in accounts payable to car suppliers between renewal capex and fleet growth capex. Such adjustment was retroacted to maintain a comparative basis.

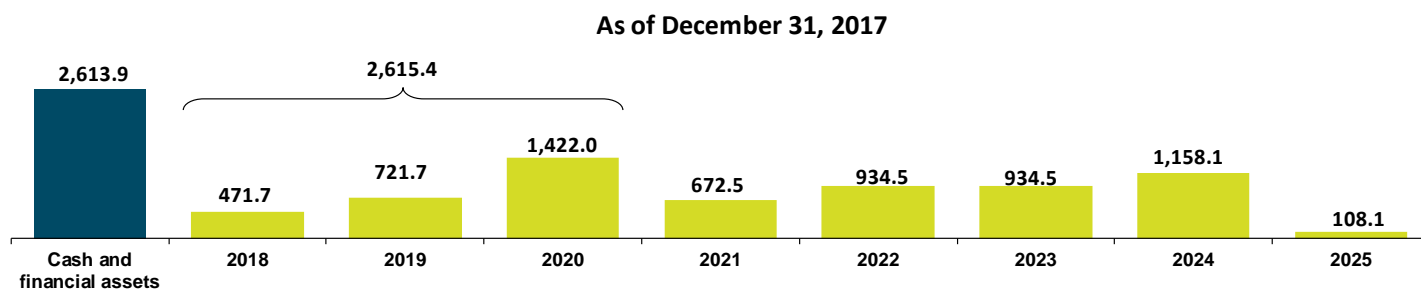
In 2017, the Company continued to present strong cash generation before growth of R\$871.8 million, destined to the fleet growth.

12 – Debt

12.1 – Change in debt – R\$ million



12.2 – Debt maturity profile – Principal – R\$ million



Cash balance of R\$2.6 billion is more the sufficient to fund fleet growth and short term debt maturity.

12.3 – Debt profile

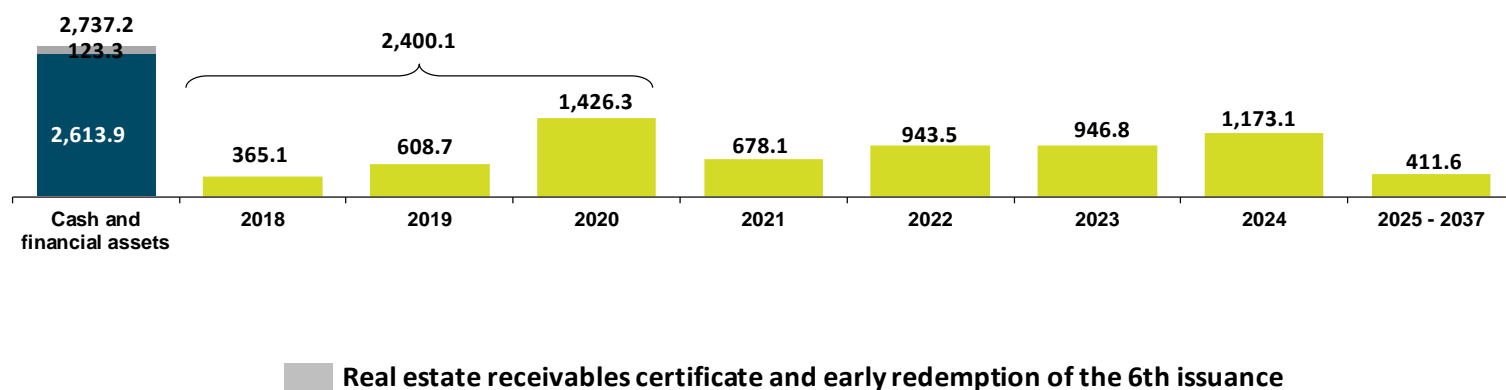
Debt	Issuance	Contract rate	2018	2019	2020	2021	2022	2023	2024	2025	Total
Debentures 6th Issuance	10/15/2012	CDI + 0.95% pa	120.0	120.0	-	-	-	-	-	-	240.0
Debentures 7th Issuance	09/30/2013	110.95% CDI	75.0	75.0	100.0	100.0	-	-	-	-	350.0
Debentures 8th Issuance	09/10/2014	109.5% CDI	-	250.0	250.0	-	-	-	-	-	500.0
Debentures 9th Issuance	04/30/2015	113.2% CDI	-	50.0	150.0	300.0	-	-	-	-	500.0
Debentures 10th Issuance	01/08/2016	113.9% CDI	-	-	100.0	100.0	-	-	-	-	200.0
Debentures 11th Issuance	12/12/2016	111.5% CDI	-	-	-	-	500.0	-	-	-	500.0
Debentures 12th Issuance	05/15/2017	107.25% CDI	-	-	-	-	-	-	700.0	-	700.0
Debentures da 13th Issuance - 1st serie	12/15/2017	109.35% CDI	-	-	-	-	434.5	434.5	-	-	869.0
Debentures da 13th Issuance - 2nd serie	12/15/2017	111.30% CDI	-	-	-	-	-	-	108.1	108.1	216.2
Debentures 3rd Issuance of Localiza Fleet	05/05/2017	107.0% CDI	-	-	-	-	-	500.0	-	-	500.0
Debentures 4th Issuance of Localiza Fleet	10/02/2017	CDI + 0.30%	-	-	-	-	-	-	350.0	-	350.0
Promissory notes 3th issuance	09/29/2017	CDI + 0.40%	-	-	650.0	-	-	-	-	-	650.0
CCBI – New headquarters	06/18/2014	98.8% CDI	-	47.5	95.0	47.5	-	-	-	-	190.0
Working Capital / Others	-	Several	276.7	179.2	77.0	125.0	-	-	-	-	657.9
Interest accrued and paid	-	-	55.5	-	-	-	-	-	-	-	55.5
Cash and cash equivalents on 12/31/2017	-	-	(2,613.9)	-	-	-	-	-	-	-	(2,613.9)
Net debt	-	-	2,086.7	721.7	1,422.0	672.5	934.5	934.5	1,158.1	108.1	3,864.7

12.4 – Debt maturity profile - Principal – Proforma - R\$ million

The pro forma chart reflects the following transactions completed on February 26, 2018:

- Real Estate Receivables Certificate (CRI) offer in the total amount of R\$370.0 million, maturing on November 21, 2037, with redemption option by the holders of the certificates on November 21, 2024 and remuneration of 99.0% of the CDI.
- Prepayment of the 6th Issuance of Debentures, in the amount of R\$240.0 million, plus R\$6.7 million of interest incurred.

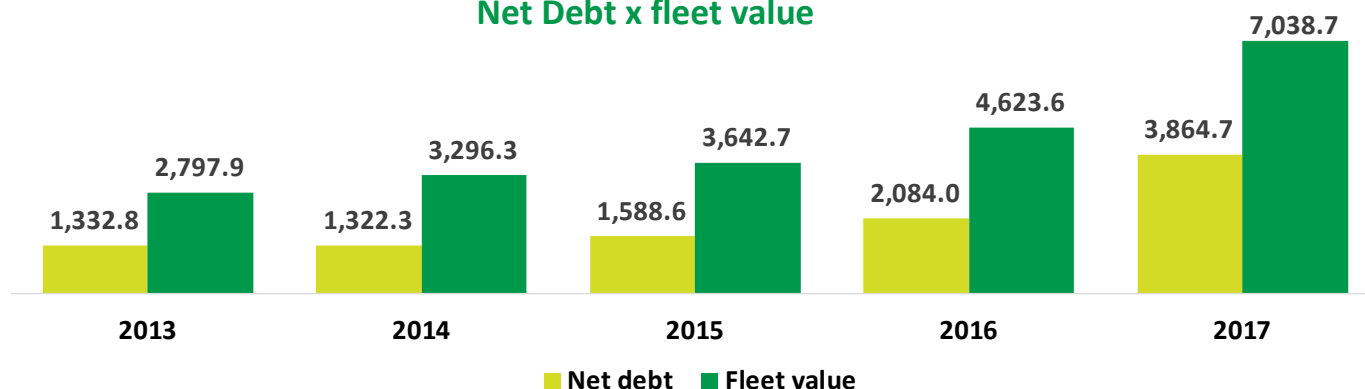
Proforma after Real Estate Receivables Certificate (CRI) issuance and early redemption of the 6th issuance



Comfortable debt profile and cash position to support growth

12.5 – Debt ratios

Net Debt x fleet value



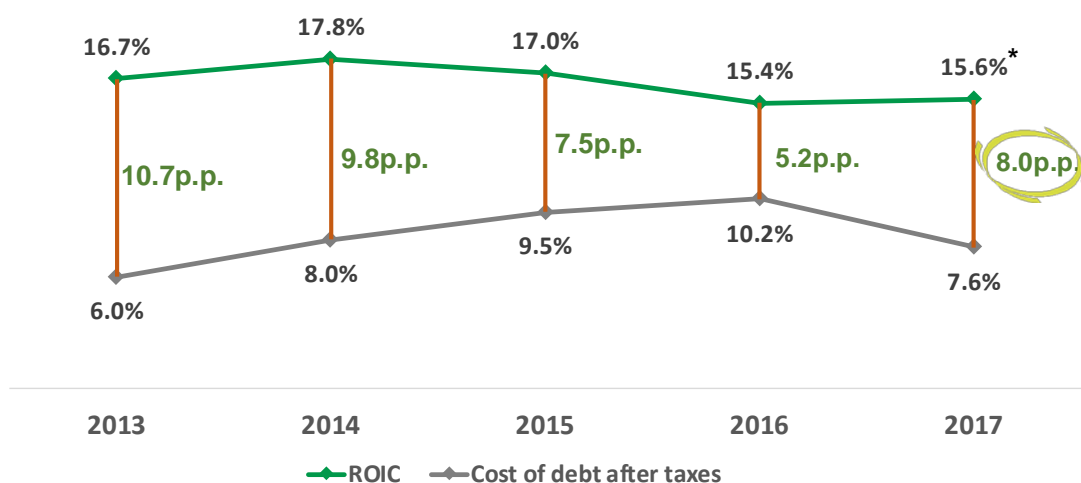
BALANCE AT THE END OF PERIOD	2013	2014	2015	2016	2017
Net debt / Fleet value	48%	40%	44%	45%	55%
Net debt / EBITDA	1.5x	1.4x	1.7x	2.1x	2.9x
Net debt / Equity	1.0x	0.8x	0.8x	0.9x	1.5x
EBITDA / Net financial expenses	8.3x	6.4x	4.6x	4.2x	4.2x

Comfortable leverage even with strong growth

Localiza is always evaluating ways to improve cost and debt duration and in 2017 the Company raised R\$3.3 billion in debentures and promissory notes. Of this total, R\$1.1 billion was raised in 4Q17.

Most of the net addition of the fleet occurred by the end of 3Q17, with payment in 4Q17, reflecting in the debt ratios. Investments in fleet growth have already impacted the net debt of the year and will generate EBITDA in the coming quarters.

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



(*)Adjusted by the one-time costs incurred - Hertz Brasil acquisition and Franchisees incorporation
ROIC considered each year's effective income tax rate

Focus on value creation to shareholders

14 – Dividends and interest on capital (IOC)

2016 dividends and interest on capital were approved as follow:

Nature	Reference period	Approval date	Shareholding position date	Payment date	Gross amount (R\$ million)	Gross amount per share (R\$)
IOC	2016	03/17/2016	03/31/2016	05/12/2016	35.4	0,054016
IOC	2016	06/23/2016	06/30/2016	08/17/2016	36.8	0,056063
IOC	2016	09/29/2016	09/30/2016	11/23/2016	33.0	0,050365
Dividends	2015	04/29/2016	04/29/2016	05/20/2016	1.0	0,001587
IOC	2016	12/15/2016	12/22/2016	02/08/2017	46.7	0,071257
Total					152.9	

2017 interest on capital were approved as follow:

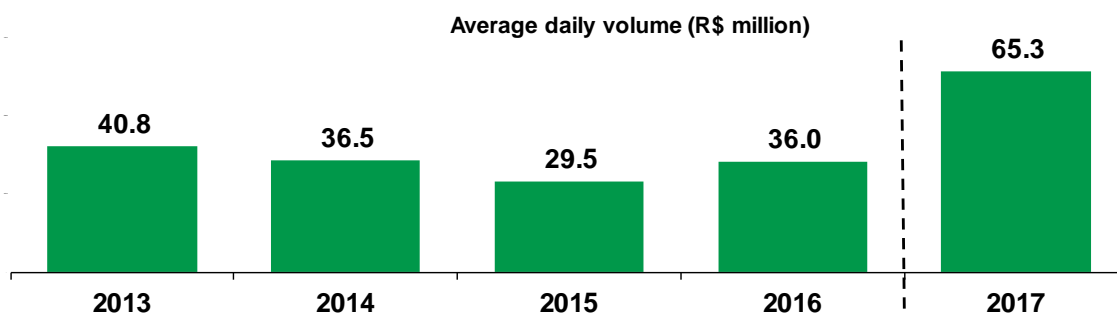
Nature	Reference period	Approval date	Shareholding position date	Payment date	Gross amount (R\$ million)	Gross amount per share (R\$)
IOC	2017	03/08/2017	03/15/2017	05/02/2017	39.9	0,060829
IOC	2017	06/30/2017	07/06/2017	08/24/2017	39.2	0,059539
IOC	2017	09/13/2017	09/22/2017	11/07/2017	41.0	0,062161
IOC	2017	12/07/2017	12/14/2017	01/31/2018	42.8	0,064746
Total					162.9	

(*)For comparative purposes, the amount of IOC and dividend per share was adjusted considering the stock dividend approved by the Extraordinary Shareholders' Meeting of April 25, 2017 and the stock Split approved by the Extraordinary Shareholders' Meeting of November 22, 2017.

15 – RENT3

On 11/22/2017, the stock split of the Company was approved by the Extraordinary Shareholders' Meeting, in the proportion of 3 for each 1 existing common share. The shares were credited to shareholders on 11/28/2017. On 12/31/2017, the Company had 667,149,210 outstanding shares, of which 6,752,346 shares were held in treasury.

Under the ADR Level I program, the Company had 19,173,432 ADRs issued as of 12/31/2017. In 2017, the average daily traded volume of RENT3 was R\$65.3 million.



16 – Reconciliation of financial results

About Localiza's financial information: The financial information below is audited and presented in millions of Brazilian Reais (BRL), unless otherwise stated, and is based on financial information prepared in accordance with International Financial Reporting Standards (IFRS).

4Q17 financial results were impacted in R\$48.0 million by incurred one-time costs resulting from the acquisition of Hertz Brazil on 09/01/2017 and in an additional R\$4.5 million, resulting from the integration of 3 franchised locations. In order to preserve the comparability of the financials herein presented to previous periods, we have decided to present the 4Q17 and 2017 financials (EBITDA, EBIT and Net Income) adjusted by the one-time costs.

We have indicated in the table below the one-time costs that have been incurred, resulting from the acquisition of Hertz Brazil and franchisees integration:

	R\$ million		
ONE-TIME COSTS	3Q17 Incurred	4Q17 Incurred	2017 Total
RAC costs:			
Hertz: rebrand, structure and networking reduction	(2.1)	(36.4)	(38.5)
Franchise integration	(12.7)	(4.5)	(17.2)
RAC - Total Costs	(14.8)	(40.9)	(55.7)
Fleet Rental costs:			
Hertz: structure and networking reduction	-	(0.3)	(0.3)
Fleet Rental total costs	0.0	(0.3)	(0.3)
SG&A:			
Hertz: rebrand, structure and RAC networking reduction	(6.7)	(8.2)	(14.9)
Hertz: rebrand, structure and Fleet Rental networking reduction	-	(3.1)	(3.1)
Total SG&A	(6.7)	(11.3)	(18.0)
Total One-time Costs	(21.5)	(52.5)	(74.0)

	R\$ million		
RESULTADO CONSOLIDADO	4Q17 consolidated	One-off	4Q17 Ajusted
Total net revenues	1,809.6	-	1,809.6
Total costs and SG&A	(1,475.8)	52.5	(1,423.3)
EBITDA	333.8	52.5	386.3
Depreciation	(72.6)	-	(72.6)
EBIT	261.2	52.5	313.7
Financial expenses, net	(93.6)	-	(93.6)
Income tax and social contribution	(34.6)	(11.0)	(45.6)
Net income	133.0	41.5	174.5

17 – Results per division

17.1 –Table 1 – Car Rental adjusted – R\$ million

In order to preserve the comparability of this quarter's financials to previous periods, we present the **Rent a Car Division** results with 4Q17 and 2017 **adjusted by the one-time costs** (non-recurring costs and expenses related to the acquisition of Hertz Brazil on 09/01/2017 and the integration of 20 franchised branches).

CAR RENTAL RESULTS	2013	2014	2015	2016	2017 Adjusted	Var.	4Q16	4Q17 Adjusted	Var.
Car rental gross revenues (*)	1,208.4	1,352.1	1,316.9	1,486.9	1,898.7	27.7%	413.8	577.7	39.6%
Taxes on revenues (**)	(44.9)	(67.7)	(58.9)	(58.9)	(50.2)	-14.8%	(15.8)	(2.7)	-82.9%
Car rental net revenues	1,163.5	1,284.4	1,258.0	1,428.0	1,848.5	29.4%	398.0	575.0	44.5%
Car rental costs	(536.9)	(577.3)	(618.1)	(707.4)	(870.7)	23.1%	(199.1)	(252.0)	26.6%
Gross profit	626.6	707.1	639.9	720.6	977.8	35.7%	198.9	323.0	62.4%
Operating expenses (SG&A)	(197.9)	(209.7)	(239.9)	(258.8)	(332.3)	28.4%	(73.4)	(112.5)	53.3%
Other assets depreciation and amortization	(22.2)	(22.2)	(22.3)	(23.9)	(23.6)	-1.3%	(5.9)	(6.5)	10.2%
Operating profit before financial results and taxes (EBIT)	406.5	475.2	377.7	437.9	621.9	42.0%	119.6	204.0	70.6%
Financial expenses, net	(1.3)	(1.5)	(2.0)	(1.4)	(5.3)	278.6%	(0.4)	(4.2)	950.0%
Income tax and social contribution	(119.5)	(136.2)	(89.9)	(95.9)	(138.9)	44.8%	(22.2)	(41.3)	86.0%
Net income for the period	285.7	337.5	285.8	340.6	477.7	40.3%	97.0	158.5	63.4%
Net Margin	24.6%	26.3%	22.7%	23.9%	25.8%	1.9 p.p.	24.4%	27.6%	3.2 p.p.
EBITDA	428.7	497.4	400.0	461.8	645.5	39.8%	125.5	210.5	67.7%
EBITDA Margin	36.8%	38.7%	31.8%	32.3%	34.9%	2.6 p.p.	31.5%	36.6%	5.1 p.p.

USED CAR SALES RESULTS (SEMINOVOS)	2013	2014	2015	2016	2017 Adjusted	Var.	4Q16	4Q17 Adjusted	Var.
Gross revenues (*)	1,486.1	1,671.4	1,679.2	1,997.8	2,990.0	49.7%	650.3	876.2	34.7%
Taxes on revenues	(3.1)	(3.5)	(2.5)	(2.7)	(4.9)	81.5%	(1.1)	(1.8)	63.6%
Net revenues	1,483.0	1,667.9	1,676.7	1,995.1	2,985.1	49.6%	649.2	874.4	34.7%
Book value of cars sold and preparation for sale	(1,271.9)	(1,428.4)	(1,396.3)	(1,727.5)	(2,603.2)	50.7%	(570.1)	(770.0)	35.1%
Gross profit	211.1	239.5	280.4	267.6	381.9	42.7%	79.1	104.4	32.0%
Operating expenses (SG&A)	(138.7)	(160.7)	(178.8)	(176.8)	(220.0)	24.4%	(51.5)	(62.6)	21.6%
Cars depreciation	(85.8)	(78.1)	(38.9)	(87.8)	(117.7)	34.1%	(31.8)	(29.6)	-6.9%
Other assets depreciation and amortization	(11.7)	(11.3)	(8.8)	(9.1)	(9.7)	6.6%	(2.3)	(2.5)	8.7%
Operating profit (loss) before financial results and taxes (EBIT)	(25.1)	(10.6)	53.9	(6.1)	34.5	-665.6%	(6.5)	9.7	-249.2%
Financial expenses, net	(76.6)	(106.3)	(138.4)	(174.4)	(229.9)	31.8%	(53.3)	(68.0)	27.6%
Income tax and social contribution	30.3	33.2	17.6	37.2	43.9	18.0%	11.1	12.2	9.9%
Net loss for the period	(71.4)	(83.7)	(66.9)	(143.3)	(151.5)	5.7%	(48.7)	(46.1)	-5.3%
Net Margin	-4.8%	-5.0%	-4.0%	-7.2%	-5.1%	2.1 p.p.	-7.5%	-5.3%	2.2 p.p.
EBITDA	72.4	78.8	101.6	90.8	161.9	78.3%	27.6	41.8	51.4%
EBITDA Margin	4.9%	4.7%	6.1%	4.6%	5.4%	0.8 p.p.	4.3%	4.8%	0.5 p.p.

CAR RENTAL TOTAL FIGURES	2013	2014	2015	2016	2017 Adjusted	Var.	4Q16	4Q17 Adjusted	Var.
Car rental gross revenues (*)	1,208.4	1,352.1	1,316.9	1,486.9	1,898.7	27.7%	413.8	577.7	39.6%
Car sales for fleet renewal - gross revenues (*)	1,486.1	1,671.4	1,679.2	1,997.8	2,990.0	49.7%	650.3	876.2	34.7%
Total gross revenues (*)	2,694.5	3,023.5	2,996.1	3,484.7	4,888.7	40.3%	1,064.1	1,453.9	36.6%
Taxes on revenues	(44.9)	(67.7)	(58.9)	(58.9)	(50.2)	-14.8%	(15.8)	(2.7)	-82.9%
Car rental(**)	(3.1)	(3.5)	(2.5)	(2.7)	(4.9)	81.5%	(1.1)	(1.8)	63.6%
Car sales for fleet renewal	(3.1)	(3.5)	(2.5)	(2.7)	(4.9)	81.5%	(1.1)	(1.8)	63.6%
Car rental revenues - net revenues	1,163.5	1,284.4	1,258.0	1,428.0	1,848.5	29.4%	398.0	575.0	44.5%
Car sales for fleet renewal - net revenues	1,483.0	1,667.9	1,676.7	1,995.1	2,985.1	49.6%	649.2	874.4	34.7%
Total net revenues	2,646.5	2,952.3	2,934.7	3,423.1	4,833.6	41.2%	1,047.2	1,449.4	38.4%
Direct costs	(536.9)	(577.3)	(618.1)	(707.4)	(870.7)	23.1%	(199.1)	(252.0)	26.6%
Car rental	(536.9)	(577.3)	(618.1)	(707.4)	(870.7)	23.1%	(199.1)	(252.0)	26.6%
Car sales for fleet renewal	(1,271.9)	(1,428.4)	(1,396.3)	(1,727.5)	(2,603.2)	50.7%	(570.1)	(770.0)	35.1%
Gross profit	837.7	946.6	920.3	988.2	1,359.7	37.6%	278.0	427.4	53.7%
Operating expenses (SG&A)	(197.9)	(209.7)	(239.9)	(258.8)	(332.3)	28.4%	(73.4)	(112.5)	53.3%
Car rental	(197.9)	(209.7)	(239.9)	(258.8)	(332.3)	28.4%	(73.4)	(112.5)	53.3%
Car sales for fleet renewal	(138.7)	(160.7)	(178.8)	(176.8)	(220.0)	24.4%	(51.5)	(62.6)	21.6%
Cars depreciation	(85.8)	(78.1)	(38.9)	(87.8)	(117.7)	34.1%	(31.8)	(29.6)	-6.9%
Other assets depreciation and amortization	(22.2)	(22.2)	(22.3)	(23.9)	(23.6)	-1.3%	(5.9)	(6.5)	10.2%
Car rental	(22.2)	(22.2)	(22.3)	(23.9)	(23.6)	-1.3%	(5.9)	(6.5)	10.2%
Car sales for fleet renewal	(11.7)	(11.3)	(8.8)	(9.1)	(9.7)	6.6%	(2.3)	(2.5)	8.7%
Operating profit before financial results and taxes (EBIT)	381.4	464.6	431.6	431.8	656.4	52.0%	113.1	213.7	88.9%
Financial expenses, net	(77.9)	(107.8)	(140.4)	(175.8)	(235.2)	33.8%	(53.7)	(72.2)	34.5%
Income tax and social contribution	(89.2)	(103.0)	(72.3)	(58.7)	(95.0)	61.8%	(11.1)	(29.1)	162.2%
Net income for the period	214.3	253.8	218.9	197.3	326.2	65.3%	48.3	112.4	132.7%
Net margin	8.1%	8.6%	7.5%	5.8%	6.7%	0.9 p.p.	4.6%	7.8%	3.2 p.p.
EBITDA	501.1	576.2	501.6	552.6	807.4	46.1%	153.1	252.3	64.8%
EBITDA margin	18.9%	19.5%	17.1%	16.1%	16.7%	0.6 p.p.	14.6%	17.4%	2.8 p.p.

(*) Gross revenues from car rental and car sales for fleet renewal are net of discounts and cancellations.

(**) On the yearly income statement, the Company has reclassified the amount relative to the 2017 provision over the difference between PIS and Cofins credits, which became classified as SG&A, as per Note 14 of the Financial Statements

17 – Results per division

17.1.1 –Table 1.1 – Car Rental – R\$ million

CAR RENTAL RESULTS	2013	2014	2015	2016	2017	Var.	4Q16	4Q17	Var.
Car rental gross revenues (*)	1,208.4	1,352.1	1,316.9	1,486.9	1,898.7	27.7%	413.8	577.7	39.6%
Taxes on revenues (**)	(44.9)	(67.7)	(58.9)	(58.9)	(50.2)	-14.8%	(15.8)	(2.7)	-82.9%
Car rental net revenues	1,163.5	1,284.4	1,258.0	1,428.0	1,848.5	29.4%	398.0	575.0	44.5%
Car rental costs	(536.9)	(577.3)	(618.1)	(707.4)	(926.4)	31.0%	(199.1)	(292.9)	47.1%
Gross profit	626.6	707.1	639.9	720.6	922.1	28.0%	198.9	282.1	41.8%
Operating expenses (SG&A)	(197.9)	(209.7)	(239.9)	(258.8)	(347.2)	34.2%	(73.4)	(120.7)	64.4%
Other assets depreciation and amortization	(22.2)	(22.2)	(22.3)	(23.9)	(23.6)	-1.3%	(5.9)	(6.5)	10.2%
Operating profit before financial results and taxes (EBIT)	406.5	475.2	377.7	437.9	551.3	25.9%	119.6	154.9	29.5%
Financial expenses, net	(1.3)	(1.5)	(2.0)	(1.4)	(5.3)	278.6%	(0.4)	(4.2)	950.0%
Income tax and social contribution	(119.5)	(136.2)	(89.9)	(95.9)	(123.4)	28.7%	(22.2)	(31.1)	40.1%
Net income for the period	285.7	337.5	285.8	340.6	422.6	24.1%	97.0	119.6	23.3%
Net Margin	24.6%	26.3%	22.7%	23.9%	22.9%	-1.0 p.p.	24.4%	20.8%	-3.6 p.p.
EBITDA	428.7	497.4	400.0	461.8	574.9	24.5%	125.5	161.4	28.6%
EBITDA Margin	36.8%	38.7%	31.8%	32.3%	31.1%	-1.2 p.p.	31.5%	28.1%	-3.4 p.p.

USED CAR SALES RESULTS (SEMINOVOS)	2013	2014	2015	2016	2017	Var.	4Q16	4Q17	Var.
Gross revenues (*)	1,486.1	1,671.4	1,679.2	1,997.8	2,990.0	49.7%	650.3	876.2	34.7%
Taxes on revenues	(3.1)	(3.5)	(2.5)	(2.7)	(4.9)	81.5%	(1.1)	(1.8)	63.6%
Net revenues	1,483.0	1,667.9	1,676.7	1,995.1	2,985.1	49.6%	649.2	874.4	34.7%
Book value of cars sold and preparation for sale	(1,271.9)	(1,428.4)	(1,396.3)	(1,727.5)	(2,603.2)	50.7%	(570.1)	(770.0)	35.1%
Gross profit	211.1	239.5	280.4	267.6	381.9	42.7%	79.1	104.4	32.0%
Operating expenses (SG&A)	(138.7)	(160.7)	(178.8)	(176.8)	(220.0)	24.4%	(51.5)	(62.6)	21.6%
Cars depreciation	(85.8)	(78.1)	(38.9)	(87.8)	(117.7)	34.1%	(31.8)	(29.6)	-6.9%
Other assets depreciation and amortization	(11.7)	(11.3)	(8.8)	(9.1)	(9.7)	6.6%	(2.3)	(2.5)	8.7%
Operating profit (loss) before financial results and taxes (EBIT)	(25.1)	(10.6)	53.9	(6.1)	34.5	-665.6%	(6.5)	9.7	-249.2%
Financial expenses, net	(76.6)	(106.3)	(138.4)	(174.4)	(229.9)	31.8%	(53.3)	(68.0)	27.6%
Income tax and social contribution	30.3	33.2	17.6	37.2	43.9	18.0%	11.1	12.2	9.9%
Net loss for the period	(71.4)	(83.7)	(66.9)	(143.3)	(151.5)	5.7%	(48.7)	(46.1)	-5.3%
Net Margin	-4.8%	-5.0%	-4.0%	-7.2%	-5.1%	2.1 p.p.	-7.5%	-5.3%	2.2 p.p.
EBITDA	72.4	78.8	101.6	90.8	161.9	78.3%	27.6	41.8	51.4%
EBITDA Margin	4.9%	4.7%	6.1%	4.6%	5.4%	0.8 p.p.	4.3%	4.8%	0.5 p.p.

CAR RENTAL TOTAL FIGURES	2013	2014	2015	2016	2017	Var.	4Q16	4Q17	Var.
Car rental gross revenues (*)	1,208.4	1,352.1	1,316.9	1,486.9	1,898.7	27.7%	413.8	577.7	39.6%
Car sales for fleet renewal - gross revenues (*)	1,486.1	1,671.4	1,679.2	1,997.8	2,990.0	49.7%	650.3	876.2	34.7%
Total gross revenues (*)	2,694.5	3,023.5	2,996.1	3,484.7	4,888.7	40.3%	1,064.1	1,453.9	36.6%
Taxes on revenues	(44.9)	(67.7)	(58.9)	(58.9)	(50.2)	-14.8%	(15.8)	(2.7)	-82.9%
Car rental (**)	(3.1)	(3.5)	(2.5)	(2.7)	(4.9)	81.5%	(1.1)	(1.8)	63.6%
Car sales for fleet renewal	1,163.5	1,284.4	1,258.0	1,428.0	1,848.5	29.4%	398.0	575.0	44.5%
Car rental revenues - net revenues	1,483.0	1,667.9	1,676.7	1,995.1	2,985.1	49.6%	649.2	874.4	34.7%
Car sales for fleet renewal - net revenues	2,646.5	2,952.3	2,934.7	3,423.1	4,833.6	41.2%	1,047.2	1,449.4	38.4%
Total net revenues	2,646.5	2,952.3	2,934.7	3,423.1	4,833.6	41.2%	1,047.2	1,449.4	38.4%
Direct costs	(536.9)	(577.3)	(618.1)	(707.4)	(926.4)	31.0%	(199.1)	(292.9)	47.1%
Car rental	(1,271.9)	(1,428.4)	(1,396.3)	(1,727.5)	(2,603.2)	50.7%	(570.1)	(770.0)	35.1%
Car sales for fleet renewal	837.7	946.6	920.3	988.2	1,304.0	32.0%	278.0	386.5	39.0%
Operating expenses (SG&A)	(197.9)	(209.7)	(239.9)	(258.8)	(347.2)	34.2%	(73.4)	(120.7)	64.4%
Car rental	(138.7)	(160.7)	(178.8)	(176.8)	(220.0)	24.4%	(51.5)	(62.6)	21.6%
Car sales for fleet renewal	(85.8)	(78.1)	(38.9)	(87.8)	(117.7)	34.1%	(31.8)	(29.6)	-6.9%
Cars depreciation	(22.2)	(22.2)	(22.3)	(23.9)	(23.6)	-1.3%	(5.9)	(6.5)	10.2%
Other assets depreciation and amortization	(11.7)	(11.3)	(8.8)	(9.1)	(9.7)	6.6%	(2.3)	(2.5)	8.7%
Operating profit before financial results and taxes (EBIT)	381.4	464.6	431.6	431.8	585.8	35.7%	113.1	164.6	45.5%
Financial expenses, net	(77.9)	(107.8)	(140.4)	(175.8)	(235.2)	33.8%	(53.7)	(72.2)	34.5%
Income tax and social contribution	(89.2)	(103.0)	(72.3)	(58.7)	(79.5)	35.4%	(11.1)	(18.9)	70.3%
Net income for the period	214.3	253.8	218.9	197.3	271.1	37.4%	48.3	73.5	52.2%
Net margin	8.1%	8.6%	7.5%	5.8%	5.6%	-0.2 p.p.	4.6%	5.1%	0.5 p.p.
EBITDA	501.1	576.2	501.6	552.6	736.8	33.3%	153.1	203.2	32.7%
EBITDA margin	18.9%	19.5%	17.1%	16.1%	15.2%	-0.9 p.p.	14.6%	14.0%	-0.6 p.p.

OPERATING DATA	2013	2014	2015	2016	2017	Var.	4Q16	4Q17	Var.
Average operating fleet	59,094	61,525	62,513	70,185	94,194	34.2%	80,814	115,727	43.2%
Average rented fleet	39,475	42,999	43,315	51,515	69,762	35.4%	57,747	85,440	48.0%
Average operating fleet age (in months)	7.2	7.2	7.4	7.9	6.5	-17.7%	6.5	5.9	-9.2%
End of period fleet	70,717	77,573	76,755	94,156	135,578	44.0%	94,156	135,578	44.0%
Number of rental days - in thousands	14,241.7	15,416.0	15,566.1	18,662.4	25,263.6	35.4%	5,265.8	7,802.3	48.2%
Average daily rental revenues per car (R\$)	84.85	87.71	84.56	79.67	75.16	-5.7%	78.58	74.04	-5.8%
Annualized average depreciation per car (R\$)	1,452.4	1,270.0	622.1	1,251.2	1,250.1	-0.1%	1,573.9	1,021.6	-35.1%
Utilization rate (Does not include cars in preparation and decommissioning)	-	-	75.4%	78.0%	78.6%	0.6 p.p.	76.1%	78.5%	2.4 p.p.
Number of cars purchased	58,826	64,908	52,343	76,071	114,966	51.1%	25,139	30,285	20.5%
Number of cars sold	52,759	57,578	52,508	57,596	76,901	33.5%	18,337	21,696	18.3%
Average sold fleet age (in months)	15.3	14.4	14.9	16.8	14.3	-14.9%	17.0	13.9	-18.2%
Average total fleet	68,251	70,982	72,169	80,765	107,997	33.7%	94,172	134,302	42.6%
Average value of total fleet - R\$ million	1,776.8	1,963.8	2,205.9	2,790.2	4,100.6	47.0%	3,374.2	5,143.5	52.4%
Average value per car in the period - R\$ thsd	26.0	27.7	30.6	34.5	38.0	10.1%	35.8	38.3	7.0%

(*) Gross revenues from car rental and car sales for fleet renewal are net of discounts and cancellations.

(**) On the yearly income statement, the Company has reclassified the amount relative to the 2017 provision over the difference between PIS and Cofins credits, which became classified as SG&A, as per Note 14 of the Financial Statements

17.2 – Table 2 – Fleet Rental adjusted– R\$ million

In order to preserve the comparability of this quarter's financials to previous periods, we present the **Fleet Rental Division** results with 4Q17 and 2017 **adjusted by the one-time costs** (non-recurring costs and expenses related to the acquisition of Hertz Brazil on 09/01/2017).

FLEET RENTAL RESULTS	2013	2014	2015	2016	2017 Adjusted	Var.	4Q16	4Q17 Adjusted	Var.
Fleet rental gross revenues (*)	592.8	589.5	619.6	664.1	757.4	14.0%	174.3	206.2	18.3%
Taxes on revenues (**)	(16.9)	(17.6)	(11.1)	(12.3)	(15.3)	24.4%	(3.8)	(2.2)	-42.1%
Fleet rental net revenues	575.9	571.9	608.5	651.8	742.1	13.9%	170.5	204.0	19.6%
Fleet rental costs	(161.1)	(190.8)	(189.3)	(193.7)	(220.1)	13.6%	(51.4)	(61.3)	19.3%
Gross profit	414.8	381.1	419.2	458.1	522.0	13.9%	119.1	142.7	19.8%
Operating expenses (SG&A)	(37.5)	(38.1)	(40.7)	(37.9)	(62.3)	64.4%	(10.4)	(20.7)	99.0%
Other assets depreciation and amortization	(1.1)	(1.1)	(2.2)	(2.9)	(3.5)	20.7%	(0.8)	(1.2)	50.0%
Operating profit before financial results and taxes (EBIT)	376.2	341.9	376.3	417.3	456.2	9.3%	107.9	120.8	12.0%
Financial expenses, net	(0.1)	(0.2)	(0.1)	(1.1)	(1.6)	45.5%	-	(0.1)	100.0%
Income tax and social contribution	(111.4)	(99.2)	(90.5)	(90.4)	(103.6)	14.6%	(20.6)	(25.6)	24.3%
Net income for the period	264.7	242.5	285.7	325.8	351.0	7.7%	87.3	95.1	8.9%
Net Margin	46.0%	42.4%	47.0%	50.0%	47.3%	-2.7 p.p.	51.2%	46.6%	-4.6 p.p.
EBITDA	377.3	343.0	378.5	420.2	459.7	9.4%	108.7	122.0	12.2%
EBITDA Margin	65.5%	60.0%	62.2%	64.5%	61.9%	-2.6 p.p.	63.8%	59.8%	-4.0 p.p.

USED CAR SALES RESULTS (SEMINOVOS)	2013	2014	2015	2016	2017 Adjusted	Var.	4Q16	4Q17 Adjusted	Var.
Gross revenues (*)	264.6	350.8	368.6	347.8	466.5	34.1%	84.2	152.3	80.9%
Taxes on revenues	(0.3)	(0.5)	(0.4)	(0.4)	(0.4)	0.0%	(0.1)	(0.2)	100.0%
Net revenues	264.3	350.3	368.2	347.4	466.1	34.2%	84.1	152.1	80.9%
Book value of cars sold and preparation for sale	(214.1)	(276.3)	(286.7)	(279.4)	(392.1)	40.3%	(68.3)	(131.3)	92.2%
Gross profit	50.2	74.0	81.5	68.0	74.0	8.8%	15.8	20.8	31.6%
Operating expenses (SG&A)	(23.4)	(32.6)	(33.6)	(31.0)	(32.7)	5.5%	(6.4)	(10.7)	67.2%
Cars depreciation	(143.2)	(129.3)	(124.7)	(118.5)	(114.3)	-3.5%	(27.7)	(32.2)	16.2%
Other assets depreciation and amortization	-	(0.6)	(2.0)	(1.8)	(1.7)	-5.6%	(0.3)	(0.5)	66.7%
Operating profit (loss) before financial results and taxes (EBIT)	(116.4)	(88.5)	(78.8)	(83.3)	(74.7)	-10.3%	(18.6)	(22.6)	21.5%
Financial expenses, net	(34.0)	(44.9)	(63.8)	(68.7)	(80.0)	16.4%	(19.4)	(21.7)	11.9%
Income tax and social contribution	44.7	38.4	33.7	32.3	35.1	8.7%	7.1	9.4	32.4%
Net loss for the period	(105.7)	(95.0)	(108.9)	(119.7)	(119.6)	-0.1%	(30.9)	(34.9)	12.9%
Net Margin	-40.0%	-27.1%	-29.6%	-34.5%	-25.7%	8.8 p.p.	-36.7%	-22.9%	13.8 p.p.
EBITDA	26.8	41.4	47.9	37.0	41.3	11.6%	9.4	10.1	7.4%
EBITDA Margin	10.1%	11.8%	13.0%	10.7%	8.9%	-1.8 p.p.	11.2%	6.6%	-4.6 p.p.

FLEET RENTAL TOTAL FIGURES	2013	2014	2015	2016	2017 Adjusted	Var.	4Q16	4Q17 Adjusted	Var.
Fleet rental gross revenues (*)	592.8	589.5	619.6	664.1	757.4	14.0%	174.3	206.2	18.3%
Car sales for fleet renewal - gross revenues (*)	264.6	350.8	368.6	347.8	466.5	34.1%	84.2	152.3	80.9%
Total gross revenues (*)	857.4	940.3	988.2	1,011.9	1,223.9	21.0%	258.5	358.5	38.7%
Taxes on revenues									
Fleet rental (**)	(16.9)	(17.6)	(11.1)	(12.3)	(15.3)	24.4%	(3.8)	(2.2)	-42.1%
Car sales for fleet renewal	(0.3)	(0.5)	(0.4)	(0.4)	(0.4)	0.0%	(0.1)	(0.2)	100.0%
Fleet rental - net revenues	575.9	571.9	608.5	651.8	742.1	13.9%	170.5	204.0	19.6%
Car sales for fleet renewal - net revenues	264.3	350.3	368.2	347.4	466.1	34.2%	84.1	152.1	80.9%
Total net revenues (**)	840.2	922.2	976.7	999.2	1,208.2	20.9%	254.6	356.1	39.9%
Direct costs									
Fleet rental	(161.1)	(190.8)	(189.3)	(193.7)	(220.1)	13.6%	(51.4)	(61.3)	19.3%
Car sales for fleet renewal	(214.1)	(276.3)	(286.7)	(279.4)	(392.1)	40.3%	(68.3)	(131.3)	92.2%
Gross profit	465.0	455.1	500.7	526.1	596.0	13.3%	134.9	163.5	21.2%
Operating expenses (SG&A)									
Fleet rental	(37.5)	(38.1)	(40.7)	(37.9)	(62.3)	64.4%	(10.4)	(20.7)	99.0%
Car sales for fleet renewal	(23.4)	(32.6)	(33.6)	(31.0)	(32.7)	5.5%	(6.4)	(10.7)	67.2%
Cars depreciation	(143.2)	(129.3)	(124.7)	(118.5)	(114.3)	-3.5%	(27.7)	(32.2)	16.2%
Other assets depreciation and amortization									
Fleet rental	(1.1)	(1.1)	(2.2)	(2.9)	(3.5)	20.7%	(0.8)	(1.2)	50.0%
Car sales for fleet renewal	-	(0.6)	(2.0)	(1.8)	(1.7)	-5.6%	(0.3)	(0.5)	66.7%
Operating profit before financial results and taxes (EBIT)	259.8	253.4	297.5	334.0	381.5	14.2%	89.3	98.2	10.0%
Financial expenses, net	(34.1)	(45.1)	(63.9)	(69.8)	(81.6)	16.9%	(19.4)	(21.8)	12.4%
Income tax and social contribution	(66.7)	(60.8)	(56.8)	(58.1)	(68.5)	17.9%	(13.5)	(16.2)	20.0%
Net income for the period	159.0	147.5	176.8	206.1	231.4	12.3%	56.4	60.2	6.7%
Net margin	18.9%	16.0%	18.1%	20.6%	19.2%	-1.4 p.p.	22.2%	16.9%	-5.3 p.p.
EBITDA	404.1	384.4	426.4	457.2	501.0	9.6%	118.1	132.1	11.9%
EBITDA margin	48.1%	41.7%	43.7%	45.8%	41.5%	-4.3 p.p.	46.4%	37.1%	-9.3 p.p.

(*) Gross revenues from fleet rental and car sales for fleet renewal are net of discounts and cancellations.

(**) On the yearly income statement, the Company has reclassified the amount relative to the 2017 provision over the difference between PIS and Cofins credits, which became classified as SG&A, as per Note 14 of the Financial Statements

17.2.1 – Table 2.1 – Fleet Rental – R\$ million

FLEET RENTAL RESULTS							4Q16	4Q17	Var.
Fleet rental gross revenues (*)	592.8	589.5	619.6	664.1	757.4	14.0%	174.3	206.2	18.3%
Taxes on revenues (***)	(16.9)	(17.6)	(11.1)	(12.3)	(15.3)	24.4%	(3.8)	(2.2)	-42.1%
Fleet rental net revenues	575.9	571.9	608.5	651.8	742.1	13.9%	170.5	204.0	19.6%
Fleet rental costs	(161.1)	(190.8)	(189.3)	(193.7)	(220.4)	13.8%	(51.4)	(61.6)	19.8%
Gross profit	414.8	381.1	419.2	458.1	521.7	13.9%	119.1	142.4	19.6%
Operating expenses (SG&A)	(37.5)	(38.1)	(40.7)	(37.9)	(65.4)	72.6%	(10.4)	(23.8)	128.8%
Other assets depreciation and amortization	(1.1)	(1.1)	(2.2)	(2.9)	(3.5)	20.7%	(0.8)	(1.2)	50.0%
Operating profit before financial results and taxes (EBIT)	376.2	341.9	376.3	417.3	452.8	8.5%	107.9	117.4	8.8%
Financial expenses, net	(0.1)	(0.2)	(0.1)	(1.1)	(1.6)	45.5%	-	(0.1)	100.0%
Income tax and social contribution	(111.4)	(99.2)	(90.5)	(90.4)	(102.8)	13.7%	(20.6)	(24.8)	20.4%
Net income for the period	264.7	242.5	285.7	325.8	348.4	6.9%	87.3	92.5	6.0%
Net Margin	46.0%	42.4%	47.0%	50.0%	46.9%	-3.1 p.p.	51.2%	45.3%	-5.9 p.p.
EBITDA	377.3	343.0	378.5	420.2	456.3	8.6%	108.7	118.6	9.1%
EBITDA Margin	65.5%	60.0%	62.2%	64.5%	61.5%	-3.0 p.p.	63.8%	58.1%	-5.7 p.p.

USED CAR SALES RESULTS (SEMINOVOS)							4Q16	4Q17	Var.
Gross revenues (*)	264.6	350.8	368.6	347.8	466.5	34.1%	84.2	152.3	80.9%
Taxes on revenues	(0.3)	(0.5)	(0.4)	(0.4)	(0.4)	0.0%	(0.1)	(0.2)	100.0%
Net revenues	264.3	350.3	368.2	347.4	466.1	34.2%	84.1	152.1	80.9%
Book value of cars sold and preparation for sale	(214.1)	(276.3)	(286.7)	(279.4)	(392.1)	40.3%	(68.3)	(131.3)	92.2%
Gross profit	50.2	74.0	81.5	68.0	74.0	8.8%	15.8	20.8	31.6%
Operating expenses (SG&A)	(23.4)	(32.6)	(33.6)	(31.0)	(32.7)	5.5%	(6.4)	(10.7)	67.2%
Cars depreciation	(143.2)	(129.3)	(124.7)	(118.5)	(114.3)	-3.5%	(27.7)	(32.2)	16.2%
Other assets depreciation and amortization	-	(0.6)	(2.0)	(1.8)	(1.7)	-5.6%	(0.3)	(0.5)	66.7%
Operating profit (loss) before financial results and taxes (EBIT)	(116.4)	(88.5)	(78.8)	(83.3)	(74.7)	-10.3%	(18.6)	(22.6)	21.5%
Financial expenses, net	(34.0)	(44.9)	(63.8)	(68.7)	(80.0)	16.4%	(19.4)	(21.7)	11.9%
Income tax and social contribution	44.7	38.4	33.7	32.3	35.1	8.7%	7.1	9.4	32.4%
Net loss for the period	(105.7)	(95.0)	(108.9)	(119.7)	(119.6)	-0.1%	(30.9)	(34.9)	12.9%
Net Margin	-40.0%	-27.1%	-29.6%	-34.5%	-25.7%	8.8 p.p.	-36.7%	-22.9%	13.8 p.p.
EBITDA	26.8	41.4	47.9	37.0	41.3	11.6%	9.4	10.1	7.4%
EBITDA Margin	10.1%	11.8%	13.0%	10.7%	8.9%	-1.8 p.p.	11.2%	6.6%	-4.6 p.p.

FLEET RENTAL TOTAL FIGURES							4Q16	4Q17	Var.
Fleet rental gross revenues (*)	592.8	589.5	619.6	664.1	757.4	14.0%	174.3	206.2	18.3%
Car sales for fleet renewal - gross revenues (*)	264.6	350.8	368.6	347.8	466.5	34.1%	84.2	152.3	80.9%
Total gross revenues (*)	857.4	940.3	988.2	1,011.9	1,223.9	21.0%	258.5	358.5	38.7%
Taxes on revenues	(16.9)	(17.6)	(11.1)	(12.3)	(15.3)	24.4%	(3.8)	(2.2)	-42.1%
Fleet rental (***)	(0.3)	(0.5)	(0.4)	(0.4)	(0.4)	0.0%	(0.1)	(0.2)	100.0%
Car sales for fleet renewal	(0.3)	(0.5)	(0.4)	(0.4)	(0.4)	0.0%	(0.1)	(0.2)	100.0%
Fleet rental - net revenues	575.9	571.9	608.5	651.8	742.1	13.9%	170.5	204.0	19.6%
Car sales for fleet renewal - net revenues	264.3	350.3	368.2	347.4	466.1	34.2%	84.1	152.1	80.9%
Total net revenues (**)	840.2	922.2	976.7	999.2	1,208.2	20.9%	254.6	356.1	39.9%
Direct costs	(161.1)	(190.8)	(189.3)	(193.7)	(220.4)	13.8%	(51.4)	(61.6)	19.8%
Fleet rental	(161.1)	(190.8)	(189.3)	(193.7)	(220.4)	13.8%	(51.4)	(61.6)	19.8%
Car sales for fleet renewal	(214.1)	(276.3)	(286.7)	(279.4)	(392.1)	40.3%	(68.3)	(131.3)	92.2%
Gross profit	465.0	455.1	500.7	526.1	595.7	13.2%	134.9	163.2	21.0%
Operating expenses (SG&A)	(37.5)	(38.1)	(40.7)	(37.9)	(65.4)	72.6%	(10.4)	(23.8)	128.8%
Fleet rental	(37.5)	(38.1)	(40.7)	(37.9)	(65.4)	72.6%	(10.4)	(23.8)	128.8%
Car sales for fleet renewal	(23.4)	(32.6)	(33.6)	(31.0)	(32.7)	5.5%	(6.4)	(10.7)	67.2%
Cars depreciation	(143.2)	(129.3)	(124.7)	(118.5)	(114.3)	-3.5%	(27.7)	(32.2)	16.2%
Other assets depreciation and amortization	(1.1)	(1.1)	(2.2)	(2.9)	(3.5)	20.7%	(0.8)	(1.2)	50.0%
Fleet rental	(1.1)	(1.1)	(2.2)	(2.9)	(3.5)	20.7%	(0.8)	(1.2)	50.0%
Car sales for fleet renewal	-	(0.6)	(2.0)	(1.8)	(1.7)	-5.6%	(0.3)	(0.5)	66.7%
Operating profit before financial results and taxes (EBIT)	259.8	253.4	297.5	334.0	378.1	13.2%	89.3	94.8	6.2%
Financial expenses, net	(34.1)	(45.1)	(63.9)	(69.8)	(81.6)	16.9%	(19.4)	(21.8)	12.4%
Income tax and social contribution	(66.7)	(60.8)	(56.8)	(58.1)	(67.7)	16.5%	(13.5)	(15.4)	14.1%
Net income for the period	159.0	147.5	176.8	206.1	228.8	11.0%	56.4	57.6	2.1%
Net margin	18.9%	16.0%	18.1%	20.6%	18.9%	-1.7 p.p.	22.2%	16.2%	-6.0 p.p.
EBITDA	404.1	384.4	426.4	457.2	497.6	8.8%	118.1	128.7	9.0%
EBITDA margin	48.1%	41.7%	43.7%	45.8%	41.2%	-4.6 p.p.	46.4%	36.1%	-10.3 p.p.

OPERATING DATA							4Q16	4Q17	Var.
Average operating fleet	31,188	30,778	31,676	31,908	36,804	15.3%	32,993	41,569	26.0%
Average rented fleet	30,121	28,787	30,280	31,222	35,424	13.5%	32,461	39,658	22.2%
Average operating fleet age (in months)	18.6	18.0	16.7	18.0	18.1	0.6%	18.4	16.7	-9.2%
End of period fleet									
Rented Fleet	32,809	34,312	33,948	34,960	44,877	28.4%	34,960	44,877	28.4%
Managed Fleet	30	267	207	145	94	-35.2%	145	94	-35.2%
Number of rental days - in thousands	10,843.7	10,363.3	10,900.9	11,240.0	12,752.7	13.5%	2,921.6	3,569.2	22.2%
Average daily rental revenues per car (R\$)	53.83	56.16	56.08	58.23	58.77	0.9%	58.82	57.27	-2.6%
Annualized average depreciation per car (R\$)	4,592.3	4,202.1	3,935.2	3,714.0	3,104.3	-16.4%	3,364.2	3,102.1	-7.8%
Utilization rate (Does not include cars in preparation and decommissioning) (**)	-	-	98.4%	98.9%	98.2%	-0.8 p.p.	99.5%	98.0%	-1.5 p.p.
Number of cars purchased	10,918	14,896	11,689	11,762	20,286	72.5%	2,782	4,858	74.6%
Number of cars sold	9,882	13,043	11,797	10,853	13,653	25.8%	2,546	4,407	73.1%
Average sold fleet age (in months)	32.4	35.1	33.4	31.4	31.8	1.3%	31.5	32.9	4.4%
Average total fleet	32,488	32,686	33,446	33,436	39,605	18.5%	34,709	44,701	28.8%
Average value of total fleet - R\$ million	887.3	943.3	1,067.1	1,130.4	1,482.5	31.1%	1,199.7	1,796.5	49.7%
Average value per car in the period - R\$ thsd	27.3	28.9	31.9	33.8	37.4	10.7%	34.6	40.2	16.2%

(*) Gross revenues from fleet rental and car sales for fleet renewal are net of discounts and cancellations.

(**) The 2015 utilization rate was calculated only on the basis of the fourth quarter of 2015.

(***) On the yearly income statement, the Company has reclassified the amount relative to the 2017 provision over the difference between PIS and Cofins credits, which became classified as SG&A, as per Note 14 of the Financial Statements

17.3 – Table 3 – *Franchising* – R\$ million

FRANCHISING RESULTS	2013	2014	2015	2016	2017	Var.	4Q16	4Q17	Var.
Gross revenues(*)	20.6	18.7	17.8	18.0	17.6	-2.2%	4.5	4.5	0.0%
Taxes on revenues	(1.1)	(1.0)	(1.2)	(1.0)	(1.1)	10.0%	(0.3)	(0.4)	33.3%
Net revenues	19.5	17.7	16.6	17.0	16.5	-2.9%	4.2	4.1	-2.4%
Costs	(8.1)	(7.8)	(9.2)	(9.7)	(8.9)	-8.2%	(4.2)	(1.8)	-57.1%
Gross profit	11.4	9.9	7.4	7.3	7.6	4.1%	-	2.3	100.0%
Operating expenses (SG&A)	(0.1)	(0.7)	(0.6)	(1.5)	(1.8)	20.0%	(0.3)	(0.4)	33.3%
Other assets depreciation and amortization	(0.4)	(0.5)	(0.4)	(0.5)	(0.6)	20.0%	(0.1)	(0.1)	0.0%
Operating profit before financial results and taxes (EBIT)	10.9	8.7	6.4	5.3	5.2	-1.9%	(0.4)	1.8	-550.0%
Financial expenses, net	1.4	1.8	1.6	2.1	1.8	-14.3%	0.4	0.4	0.0%
Income tax and social contribution	(1.3)	(1.2)	(1.3)	(1.5)	(1.2)	-20.0%	(0.3)	(0.3)	0.0%
Net income for the period	11.0	9.3	6.7	5.9	5.8	-1.7%	(0.3)	1.9	-733.3%
Net Margin	56.4%	52.5%	40.4%	34.7%	35.2%	0.5 p.p.	-7.1%	46.3%	53.4 p.p.
EBITDA	11.3	9.2	6.8	5.8	5.8	0.0%	(0.3)	1.9	-733.3%
EBITDA Margin	57.9%	52.0%	41.0%	34.1%	35.2%	1.1 p.p.	-7.1%	46.3%	53.4 p.p.

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

17.4 – Table 4 – Consolidated adjusted – R\$ million

In order to preserve the comparability of this quarter's financials to previous periods, we present the Consolidated Results with 4Q17 and 2017 **adjusted by the one-time costs** (non-recurring costs and expenses related to the acquisition of Hertz Brasil on 09/01/2017 and the integration of 20 franchised branches).

CONSOLIDATED RESULTS	2013	2014	2015	2016	2017 Adjusted	Var.	4Q16	4Q17 Adjusted	Var.
Car rental gross revenues (*)	1,208.4	1,352.1	1,316.9	1,486.9	1,898.7	27.7%	413.8	577.7	39.6%
Franchising gross revenues (*)	20.6	18.7	17.8	18.0	17.6	-2.2%	4.5	4.5	0.0%
Car Rental and Franchising total gross revenues (*)	1,229.0	1,370.8	1,334.7	1,504.9	1,916.3	27.3%	418.3	582.2	39.2%
Fleet Rental gross revenues (*)	592.8	589.5	619.6	664.1	757.4	14.0%	174.3	206.2	18.3%
Car and Fleet Rentals and Franchising total gross revenues (*)	1,821.8	1,960.3	1,954.3	2,169.0	2,673.7	23.3%	592.6	788.4	33.0%
Taxes on revenues - Car and Fleet Rentals and Franchising (**)	(62.9)	(86.3)	(71.2)	(72.2)	(66.6)	-7.8%	(19.9)	(5.3)	-73.4%
Car and Fleet Rentals and Franchising net revenues	1,758.9	1,874.0	1,883.1	2,096.8	2,607.1	24.3%	572.7	783.1	36.7%
Car sales gross revenues									
Car sales for fleet renewal - Car Rental (*)	1,486.1	1,671.4	1,679.2	1,997.8	2,990.0	49.7%	650.3	876.2	34.7%
Car sales for fleet renewal - Fleet Rental (*)	264.6	350.8	368.6	347.8	466.5	34.1%	84.2	152.3	80.9%
Car sales for fleet renewal - total gross revenues (*)	1,750.7	2,022.2	2,047.8	2,345.6	3,456.5	47.4%	734.5	1,028.5	40.0%
Taxes on revenues - Car sales for fleet renewal	(3.4)	(4.0)	(2.9)	(3.1)	(5.3)	71.0%	(1.2)	(2.0)	66.7%
Car sales for fleet renewal - net revenues	1,747.3	2,018.2	2,044.9	2,342.5	3,451.2	47.3%	733.3	1,026.5	40.0%
Total net revenues	3,506.2	3,892.2	3,928.0	4,439.3	6,058.3	36.5%	1,306.0	1,809.6	38.6%
Direct costs and expenses:									
Car rental	(536.9)	(577.3)	(618.1)	(707.4)	(870.7)	23.1%	(199.1)	(252.0)	26.6%
Franchising	(8.1)	(7.8)	(9.2)	(9.7)	(8.9)	-8.2%	(4.2)	(1.8)	-57.1%
Total Car rental and Franchising	(545.0)	(585.1)	(627.3)	(717.1)	(879.6)	22.7%	(203.3)	(253.8)	24.8%
Fleet Rental	(161.1)	(190.8)	(189.3)	(193.7)	(220.1)	13.6%	(51.4)	(61.3)	19.3%
Total Car and Fleet Rentals and Franchising	(706.1)	(775.9)	(816.6)	(910.8)	(1,099.7)	20.7%	(254.7)	(315.1)	23.7%
Car sales for fleet renewal - Car rental	(1,271.9)	(1,428.4)	(1,396.3)	(1,727.5)	(2,603.2)	50.7%	(570.1)	(770.0)	35.1%
Car sales for fleet renewal - Fleet Rental	(214.1)	(276.3)	(286.7)	(279.4)	(392.1)	40.3%	(68.3)	(131.3)	92.2%
Total Car sales for fleet renewal (book value) and preparation for sale	(1,486.0)	(1,704.7)	(1,683.0)	(2,006.9)	(2,995.3)	49.3%	(638.4)	(901.3)	41.2%
Total costs	(2,192.1)	(2,480.6)	(2,499.6)	(2,917.7)	(4,095.0)	40.4%	(893.1)	(1,216.4)	36.2%
Gross profit	1,314.1	1,411.6	1,428.4	1,521.6	1,963.3	29.0%	412.9	593.2	43.7%
Operating expenses									
Advertising, promotion and selling:									
Car rental	(103.5)	(117.8)	(127.9)	(148.6)	(193.3)	30.1%	(46.1)	(56.7)	23.0%
Franchising	(0.1)	(0.8)	(0.6)	(0.6)	(1.1)	83.3%	(0.2)	(0.1)	-50.0%
Total car rental and Franchising	(103.6)	(118.6)	(128.5)	(149.2)	(194.4)	30.3%	(46.3)	(56.8)	22.7%
Fleet Rental	(14.4)	(15.1)	(18.2)	(14.0)	(18.8)	34.3%	(3.5)	(5.4)	54.3%
Car sales for fleet renewal	(162.1)	(172.3)	(191.1)	(191.6)	(232.3)	21.2%	(52.7)	(67.6)	28.3%
Total advertising, promotion and selling	(280.1)	(306.0)	(337.8)	(354.8)	(445.5)	25.6%	(102.5)	(129.8)	26.6%
General, administrative and other expenses	(117.5)	(135.8)	(155.8)	(151.2)	(203.6)	34.7%	(39.5)	(77.1)	95.2%
Total Operating expenses	(397.6)	(441.8)	(493.6)	(506.0)	(649.1)	28.3%	(142.0)	(206.9)	45.7%
Depreciation expenses:									
Cars depreciation:									
Car rental	(85.8)	(78.1)	(38.9)	(87.8)	(117.7)	34.1%	(31.8)	(29.6)	-6.9%
Fleet Rental	(143.2)	(129.3)	(124.7)	(118.5)	(114.3)	-3.5%	(27.7)	(32.2)	16.2%
Total cars depreciation expenses	(229.0)	(207.4)	(163.6)	(206.3)	(232.0)	12.5%	(59.5)	(61.8)	3.9%
Other assets depreciation and amortization	(35.4)	(35.7)	(35.7)	(38.2)	(39.1)	2.4%	(9.4)	(10.8)	14.9%
Total depreciation and amortization expenses	(264.4)	(243.1)	(199.3)	(244.5)	(271.1)	10.9%	(68.9)	(72.6)	5.4%
Operating profit before financial results and taxes (EBIT)	652.1	726.7	735.5	771.1	1,043.1	35.3%	202.0	313.7	55.3%
Financial expenses, net:									
Expense	(187.1)	(276.4)	(370.1)	(445.5)	(511.9)	14.9%	(115.8)	(131.0)	13.1%
Income	76.5	125.3	167.4	202.0	196.9	-2.5%	43.1	37.4	-13.2%
Financial (expenses) revenues, net	(110.6)	(151.1)	(202.7)	(243.5)	(315.0)	29.4%	(72.7)	(93.6)	28.7%
Income before tax and social contribution	541.5	575.6	532.8	527.6	728.1	38.0%	129.3	220.1	70.2%
Income tax and social contribution	(157.2)	(165.0)	(130.4)	(118.3)	(164.7)	39.2%	(24.9)	(45.6)	83.1%
Net income for the period	384.3	410.6	402.4	409.3	563.4	37.6%	104.4	174.5	67.1%
EBITDA	916.5	969.8	934.8	1,015.6	1,314.2	29.4%	270.9	386.3	42.6%
EBIT	652.1	726.7	735.5	771.1	1,043.1	35.3%	202.0	313.7	55.3%
Consolidated EBIT Margin (calculated over rental revenues)	37.1%	38.8%	39.1%	36.8%	40.0%	3.2 p.p.	35.3%	40.1%	4.8 p.p.
Car and Fleet Rentals and Franchising EBITDA	817.3	849.6	785.3	887.8	1,111.0	25.1%	233.9	334.4	43.0%
EBITDA Margin	46.5%	45.3%	41.7%	42.3%	42.6%	0.3 p.p.	40.8%	42.7%	1.9 p.p.
Used Car Sales (Seminovos) EBITDA	99.2	120.2	149.5	127.7	203.2	59.1%	37.0	51.9	40.3%
EBITDA Margin	5.7%	6.0%	7.3%	5.5%	5.9%	0.4 p.p.	5.0%	5.1%	0.1 p.p.

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

(**)On the yearly income statement, the Company has reclassified the amount relative to the 2017 provision over the difference between PIS and Cofins credits, which became classified as SG&A, as per Note 14 of the Financial Statements

17.4.1 – Table 4 – Consolidated – R\$ million

CONSOLIDATED RESULTS	2013	2014	2015	2016	2017	Var.	4Q16	4Q17	Var.
Car rental gross revenues (*)	1,208.4	1,352.1	1,316.9	1,486.9	1,898.7	27.7%	413.8	577.7	39.6%
Franchising gross revenues (*)	20.6	18.7	17.8	18.0	17.6	-2.2%	4.5	4.5	0.0%
Car Rental and Franchising total gross revenues (*)	1,229.0	1,370.8	1,334.7	1,504.9	1,916.3	27.3%	418.3	582.2	39.2%
Fleet Rental gross revenues (*)	592.8	589.5	619.6	664.1	757.4	14.0%	174.3	206.2	18.3%
Car and Fleet Rentals and Franchising total gross revenues (*)	1,821.8	1,960.3	1,954.3	2,169.0	2,673.7	23.3%	592.6	788.4	33.0%
Taxes on revenues - Car and Fleet Rentals and Franchising (**)	(62.9)	(86.3)	(71.2)	(72.2)	(66.6)	-7.8%	(19.9)	(5.3)	-73.4%
Car and Fleet Rentals and Franchising net revenues	1,758.9	1,874.0	1,883.1	2,096.8	2,607.1	24.3%	572.7	783.1	36.7%
Car sales gross revenues									
Car sales for fleet renewal - Car Rental (*)	1,486.1	1,671.4	1,679.2	1,997.8	2,990.0	49.7%	650.3	876.2	34.7%
Car sales for fleet renewal - Fleet Rental (*)	264.6	350.8	368.6	347.8	466.5	34.1%	84.2	152.3	80.9%
Car sales for fleet renewal - total gross revenues (*)	1,750.7	2,022.2	2,047.8	2,345.6	3,456.5	47.4%	734.5	1,028.5	40.0%
Taxes on revenues - Car sales for fleet renewal	(3.4)	(4.0)	(2.9)	(3.1)	(5.3)	71.0%	(1.2)	(2.0)	66.7%
Car sales for fleet renewal - net revenues	1,747.3	2,018.2	2,044.9	2,342.5	3,451.2	47.3%	733.3	1,026.5	40.0%
Total net revenues	3,506.2	3,892.2	3,928.0	4,439.3	6,058.3	36.5%	1,306.0	1,809.6	38.6%
Direct costs and expenses:									
Car rental	(536.9)	(577.3)	(618.1)	(707.4)	(926.4)	31.0%	(199.1)	(292.9)	47.1%
Franchising	(8.1)	(7.8)	(9.2)	(9.7)	(8.9)	-8.2%	(4.2)	(1.8)	-57.1%
Total Car rental and Franchising	(545.0)	(585.1)	(627.3)	(717.1)	(935.3)	30.4%	(203.3)	(294.7)	45.0%
Fleet Rental	(161.1)	(190.8)	(189.3)	(193.7)	(220.4)	13.8%	(51.4)	(61.6)	19.8%
Total Car and Fleet Rentals and Franchising	(706.1)	(775.9)	(816.6)	(910.8)	(1,155.7)	26.9%	(254.7)	(356.3)	39.9%
Car sales for fleet renewal - Car rental	(1,271.9)	(1,428.4)	(1,396.3)	(1,727.5)	(2,603.2)	50.7%	(570.1)	(770.0)	35.1%
Car sales for fleet renewal - Fleet Rental	(214.1)	(276.3)	(286.7)	(279.4)	(392.1)	40.3%	(68.3)	(131.3)	92.2%
Total Car sales for fleet renewal (book value) and preparation for sale	(1,486.0)	(1,704.7)	(1,683.0)	(2,006.9)	(2,995.3)	49.3%	(638.4)	(901.3)	41.2%
Total costs	(2,192.1)	(2,480.6)	(2,499.6)	(2,917.7)	(4,151.0)	42.3%	(893.1)	(1,257.6)	40.8%
Gross profit	1,314.1	1,411.6	1,428.4	1,521.6	1,907.3	25.3%	412.9	552.0	33.7%
Operating expenses									
Advertising, promotion and selling:									
Car rental	(103.5)	(117.8)	(127.9)	(148.6)	(199.6)	34.3%	(46.1)	(61.3)	33.0%
Franchising	(0.1)	(0.8)	(0.6)	(0.6)	(1.1)	83.3%	(0.2)	(0.1)	-50.0%
Total car rental and Franchising	(103.6)	(118.6)	(128.5)	(149.2)	(200.7)	34.5%	(46.3)	(61.4)	32.6%
Fleet Rental	(14.4)	(15.1)	(18.2)	(14.0)	(18.8)	34.3%	(3.5)	(5.4)	54.3%
Car sales for fleet renewal	(162.1)	(172.3)	(191.1)	(191.6)	(232.3)	21.2%	(52.7)	(67.6)	28.3%
Total advertising, promotion and selling	(280.1)	(306.0)	(337.8)	(354.8)	(451.8)	27.3%	(102.5)	(134.4)	31.1%
General, administrative and other expenses	(117.5)	(135.8)	(155.8)	(151.2)	(215.3)	42.4%	(39.5)	(83.8)	112.2%
Total Operating expenses	(397.6)	(441.8)	(493.6)	(506.0)	(667.1)	31.8%	(142.0)	(218.2)	53.7%
Depreciation expenses:									
Cars depreciation:									
Car rental	(85.8)	(78.1)	(38.9)	(87.8)	(117.7)	34.1%	(31.8)	(29.6)	-6.9%
Fleet Rental	(143.2)	(129.3)	(124.7)	(118.5)	(114.3)	-3.5%	(27.7)	(32.2)	16.2%
Total cars depreciation expenses	(229.0)	(207.4)	(163.6)	(206.3)	(232.0)	12.5%	(59.5)	(61.8)	3.9%
Other assets depreciation and amortization	(35.4)	(35.7)	(35.7)	(38.2)	(39.1)	2.4%	(9.4)	(10.8)	14.9%
Total depreciation and amortization expenses	(264.4)	(243.1)	(199.3)	(244.5)	(271.1)	10.9%	(68.9)	(72.6)	5.4%
Operating profit before financial results and taxes (EBIT)	652.1	726.7	735.5	771.1	969.1	25.7%	202.0	261.2	29.3%
Financial expenses, net:									
Expense	(187.1)	(276.4)	(370.1)	(445.5)	(511.9)	14.9%	(115.8)	(131.0)	13.1%
Income	76.5	125.3	167.4	202.0	196.9	-2.5%	43.1	37.4	-13.2%
Financial (expenses) revenues, net	(110.6)	(151.1)	(202.7)	(243.5)	(315.0)	29.4%	(72.7)	(93.6)	28.7%
Income before tax and social contribution	541.5	575.6	532.8	527.6	654.1	24.0%	129.3	167.6	29.6%
Income tax and social contribution	(157.2)	(165.0)	(130.4)	(118.3)	(148.4)	25.4%	(24.9)	(34.6)	39.0%
Net income for the period	384.3	410.6	402.4	409.3	505.7	23.6%	104.4	133.0	27.4%
EBITDA	916.5	969.8	934.8	1,015.6	1,240.2	22.1%	270.9	333.8	23.2%
EBIT	652.1	726.7	735.5	771.1	969.1	25.7%	202.0	261.2	29.3%
Consolidated EBIT Margin (calculated over rental revenues)	37.1%	38.8%	39.1%	36.8%	37.2%	0.4 p.p.	35.3%	33.4%	-2.0 p.p.
Car and Fleet Rentals and Franchising EBITDA	817.3	849.6	785.3	887.8	1,037.0	16.8%	233.9	281.9	20.5%
EBITDA Margin	46.5%	45.3%	41.7%	42.3%	39.8%	-2.5 p.p.	40.8%	36.0%	-4.8 p.p.
Used Car Sales (Seminovos) EBITDA	99.2	120.2	149.5	127.7	203.2	59.1%	37.0	51.9	40.3%
EBITDA Margin	5.7%	6.0%	7.3%	5.5%	5.9%	0.4 p.p.	5.0%	5.1%	0.1 p.p.

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

(**)On the yearly income statement, the Company has reclassified the amount relative to the 2017 provision over the difference between PIS and Cofins credits, which became classified as SG&A, as per Note 14 of the Financial Statements

17.5 – Table 5 – Operating data

SELECTED OPERATING DATA	2013	2014	2015	2016	2017	Var.	4Q16	4Q17	Var.
Average operating fleet:									
Car Rental	59,094	61,525	62,513	70,185	94,194	34.2%	80,814	115,727	43.2%
Fleet Rental	31,188	30,778	31,676	31,908	36,804	15.3%	32,993	41,569	26.0%
Total	90,282	92,303	94,189	102,093	130,998	28.3%	113,807	157,296	38.2%
Average rented fleet:									
Car Rental	39,475	42,999	43,315	51,515	69,762	35.4%	57,747	85,440	48.0%
Fleet Rental	30,121	28,787	30,280	31,222	35,424	13.5%	32,461	39,658	22.2%
Total	69,596	71,786	73,595	82,737	105,186	27.1%	90,208	125,098	38.7%
Average age of operating fleet (months)									
Car Rental	7.2	7.2	7.4	7.9	6.5	-17.7%	6.5	5.9	-9.2%
Fleet Rental	18.6	18.0	16.7	18.0	18.1	0.6%	18.4	16.7	-9.2%
Average age of total operating fleet	11.1	10.0	10.6	11.0	9.8	-10.9%	10.0	8.7	-13.0%
Fleet at end of period:									
Car Rental	70,717	77,573	76,755	94,156	135,578	44.0%	94,156	135,578	44.0%
Fleet Rental	32,809	34,312	33,948	34,960	44,877	28.4%	34,960	44,877	28.4%
Total	103,526	111,885	110,703	129,116	180,455	39.8%	129,116	180,455	39.8%
Managed fleet at end period - Fleet Rental	30	267	207	145	94	-35.2%	145	94	-35.2%
Fleet investment (R\$ million)									
Car Rental	1,634.5	1,909.1	1,773.1	2,782.2	4,581.8	64.7%	951.3	1,215.4	27.8%
Fleet Rental	389.7	571.2	502.0	503.4	881.5	75.1%	125.0	220.9	76.7%
Total	2,024.2	2,480.3	2,275.1	3,285.6	5,463.3	66.3%	1,076.3	1,436.3	33.4%
Number of rental days (In thousands):									
Car Rental - Total	14,414.7	15,696.2	15,815.8	18,864.8	25,494.0	35.1%	5,313.7	7,861.4	47.9%
Rental days for Fleet Rental replacement service	(173.0)	(280.2)	(249.7)	(202.4)	(230.4)	13.8%	(47.9)	(59.1)	23.4%
Car Rental - Net	14,241.7	15,416.0	15,566.1	18,662.4	25,263.6	35.4%	5,265.8	7,802.3	48.2%
Fleet Rental	10,843.7	10,363.3	10,900.9	11,240.0	12,752.7	13.5%	2,921.6	3,569.2	22.2%
Total	25,085.4	25,779.3	26,467.0	29,902.4	38,016.3	27.1%	8,187.4	11,371.5	38.9%
Annualized average depreciation per car (R\$)									
Car Rental	1,452.4	1,270.0	622.1	1,251.2	1,250.1	-0.1%	1,573.9	1,021.6	-35.1%
Fleet Rental	4,592.3	4,202.1	3,935.2	3,714.0	3,104.3	-16.4%	3,364.2	3,102.1	-7.8%
Total	2,537.1	2,247.7	1,736.3	2,020.9	1,771.0	-12.4%	2,092.9	1,571.4	-24.9%
Average annual revenues per operating car (R\$ thousand)									
Car Rental	19.7	20.9	20.1	20.3	19.4	-4.4%	19.6	19.2	-2.0%
Fleet Rental	18.2	18.3	18.9	20.1	19.9	-1.0%	20.4	19.2	-5.8%
Average daily rental (R\$)									
Car Rental (**)	84.85	87.71	84.56	79.67	75.16	-5.7%	78.58	74.04	-5.8%
Fleet Rental	53.83	56.16	56.08	58.23	58.77	0.9%	58.82	57.27	-2.6%
Utilization rate (Does not include cars in preparation and decommissioning):									
Car Rental	-	-	75.4%	78.0%	78.6%	0.6 p.p.	76.1%	78.5%	2.4 p.p.
Fleet Rental	-	-	98.4%	98.9%	98.2%	-0.8 p.p.	99.5%	98.0%	-1.5 p.p.
Number of cars purchased - consolidated (***)	69,744	79,804	64,032	87,833	135,252	54.0%	27,921	35,143	25.9%
Average price of cars purchased (R\$ thsd) - consolidated	29.02	31.08	35.53	37.41	40.39	8.0%	38.55	40.87	6.0%
Numbers of cars sold - consolidated	62,641	70,621	64,305	68,449	90,554	32.3%	20,883	26,103	25.0%
Average price of cars sold (R\$ thsd) (*) - consolidated	25.36	25.90	28.54	31.23	35.38	13.3%	32.40	36.59	12.9%

(*) Net of SG&A expenses related to the sale of cars decommissioned for fleet renewal.

(**) Not included the rentals for Fleet Rental Division.

(***) Does not include cars from Hertz Brazil

18 – Consolidated financial statements – IFRS – R\$/million

ASSETS	2013	2014	2015	2016	2017
CURRENT ASSETS:					
Cash and cash equivalents	1,010.7	1,390.2	1,385.1	1,692.3	1,338.2
Financial assets	-	-	-	-	1,275.7
Trade accounts receivable	408.3	459.6	486.1	424.5	585.1
Derivative financial instruments - swap	-	-	-	2.2	-
Other current assets	57.9	94.6	102.6	115.0	128.6
Decommissioning cars to fleet renewal	16.5	18.3	31.8	8.8	103.4
Total current assets	1,493.4	1,962.7	2,005.6	2,242.8	3,431.0
NON CURRENT ASSETS:					
Long-term assets:					
Marketable securities	-	92.5	-	-	-
Derivative financial instruments - swap	-	-	45.6	7.4	16.7
Trade accounts receivable	7.1	3.2	4.7	3.2	4.7
Escrow deposit	38.1	41.9	52.9	60.1	83.1
Deferred income tax and social contribution	32.4	-	-	-	42.0
Investments in restricted accounts	-	-	-	-	40.6
Other non current assets	0.1	0.1	0.1	0.1	0.7
Total long-term assets	77.7	137.7	103.3	70.8	187.8
Property and equipment					
Cars	2,781.4	3,278.0	3,610.9	4,614.8	6,934.7
Other	166.1	203.9	314.1	405.8	549.3
Intangible:					
Software and others	47.3	60.3	67.1	61.1	52.8
Goodwill on acquisition of investments	12.3	22.0	22.0	22.0	30.6
Total non current assets	3,084.8	3,701.9	4,117.4	5,174.5	7,755.2
TOTAL ASSETS	4,578.2	5,664.6	6,123.0	7,417.3	11,186.2

LIABILITIES AND SHAREHOLDERS' EQUITY	2013	2014	2015	2016	2017
CURRENT LIABILITIES:					
Trade accounts payable	460.5	828.4	690.6	910.9	1,331.7
Social and labor obligations	73.9	86.3	85.6	95.0	109.2
Loans, financing and debentures	275.4	300.9	422.4	654.6	537.2
Derivative financial instruments - swap	-	-	-	-	6.8
Income tax and social contribution	35.2	41.3	28.3	23.0	31.3
Dividends and interest on own capital	53.1	59.2	29.3	39.7	36.4
Other current liabilities	78.6	82.3	99.9	118.5	181.5
Total current liabilities	976.7	1,398.4	1,356.1	1,841.7	2,234.1
NON CURRENT LIABILITIES:					
Loans, financing and debentures	2,068.1	2,411.6	2,596.9	3,131.3	5,940.5
Derivative financial instruments - swap	-	-	-	-	10.8
Provisions	50.9	69.9	68.3	63.1	126.5
Deferred income tax and social contribution	111.8	106.0	141.6	171.9	219.7
Restricted Obligations	-	-	-	-	40.6
Other non current liabilities	29.5	23.2	18.5	12.3	13.3
Total non current liabilities	2,260.3	2,610.7	2,825.3	3,378.6	6,351.4
Total liabilities	3,237.0	4,009.1	4,181.4	5,220.3	8,585.5
SHAREHOLDERS' EQUITY:					
Capital	976.7	976.7	976.7	976.7	1,500.0
Capital Reserves	30.2	40.4	35.9	34.0	94.9
Earnings Reserves	334.3	638.4	929.0	1,186.3	1,005.8
Total shareholders' equity	1,341.2	1,655.5	1,941.6	2,197.0	2,600.7
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	4,578.2	5,664.6	6,123.0	7,417.3	11,186.2

19 – Consolidated financial adjusted statements – Income statements - R\$/million

In order to preserve the comparability of this quarter's financials to previous periods, we present the Financial Statements with **2017 adjusted by the one-time costs** (non-recurring costs and expenses related to the acquisition of Hertz Brasil on 09/01/2017 and the integration of 20 franchised branches).

STATEMENT OF INCOME	2013	2014	2015	2016	2017	2017 Adjusted
Total net revenues	3,506.2	3,892.2	3,928.0	4,439.3	6,058.3	6,058.3
COSTS AND EXPENSES:						
Direct costs	(2,192.1)	(2,480.6)	(2,499.6)	(2,917.7)	(4,151.0)	(4,095.0)
Selling, general, administrative and other expenses	(397.6)	(441.8)	(493.6)	(506.0)	(667.1)	(649.1)
Cars depreciation	(229.0)	(207.4)	(163.6)	(206.3)	(232.0)	(232.0)
Other assets depreciation and amortization	(35.4)	(35.7)	(35.7)	(38.2)	(39.1)	(39.1)
Total costs and expenses	(2,854.1)	(3,165.5)	(3,192.5)	(3,668.2)	(5,089.2)	(5,015.2)
Income before financial results and taxes (EBIT)	652.1	726.7	735.5	771.1	969.1	1,043.1
FINANCIAL EXPENSES, NET	(110.6)	(151.1)	(202.7)	(243.5)	(315.0)	(315.0)
Income before taxes	541.5	575.6	532.8	527.6	654.1	728.1
INCOME TAX AND SOCIAL CONTRIBUTION						
Current	(130.1)	(139.5)	(94.8)	(88.0)	(119.4)	(135.7)
Deferred	(27.1)	(25.5)	(35.6)	(30.3)	(29.0)	(29.0)
	(157.2)	(165.0)	(130.4)	(118.3)	(148.4)	(164.7)
Net income	384.3	410.6	402.4	409.3	505.7	563.4

20 – Statements of Cash Flows – R\$/million

CONSOLIDATED CASH FLOW	2013	2014	2015	2016	2017	2017 Adjusted
CASH FLOWS FROM OPERATING ACTIVITIES:						
Net income	384.3	410.6	402.4	409.3	505.7	563.4
Adjustments to reconcile net income and cash and cash equivalents provided by operating activities:						
Depreciation and amortization	264.4	243.2	199.3	244.5	271.1	271.1
Net book value of vehicles written off	1,543.8	1,777.0	1,769.1	2,102.5	3,106.6	3,106.6
Deferred income tax and social contribution	27.1	25.5	35.6	30.3	29.1	29.1
Other	33.7	32.0	17.3	26.9	81.7	81.7
(Increase) decrease in assets:						
Trade receivable	(54.7)	(49.9)	(36.6)	56.8	(151.8)	(151.8)
Purchases of cars (see supplemental disclosure below)	(1,939.4)	(2,150.2)	(2,399.6)	(3,098.9)	(5,052.4)	(5,052.4)
Escrow deposits	(15.1)	(5.7)	(15.3)	(7.2)	(17.5)	(17.5)
Taxes recoverable	(20.3)	(43.4)	(5.2)	(6.0)	2.6	2.6
Prepaid expenses	0.0	0.0	0.0	0.0	2.7	2.7
Other assets	6.1	(5.7)	(1.3)	(3.6)	(8.8)	(8.8)
Increase (decrease) in liabilities:						
Accounts payable (except car manufacturers)	14.6	33.5	(16.7)	29.6	(4.8)	(4.8)
Social and labor obligations	20.7	12.4	(0.5)	9.4	7.5	7.5
Income tax and social contribution	130.1	139.5	94.8	88.0	119.4	135.7
Interest on loans, financing, debentures and swaps of fixed rates	181.6	281.7	406.6	438.1	476.2	476.2
Insurance premium	4.0	(0.6)	4.4	8.6	19.3	19.3
Other liabilities	1.1	(5.4)	5.9	(19.5)	40.1	40.1
Cash provided by (used in) operating activities	582.0	694.5	460.2	308.8	(573.3)	(499.3)
Income tax and social contribution paid	(108.5)	(113.1)	(110.7)	(93.3)	(108.3)	(108.3)
Interest on loans, financing and debentures paid(*)	(152.0)	(328.0)	(352.9)	(442.3)	(485.7)	(485.7)
Financial assets	-	-	-	-	(1,275.8)	(1,275.8)
Net cash provided by (used in) operating activities	321.5	253.4	(3.4)	(226.8)	(2,443.1)	(2,369.1)
CASH FLOWS FROM INVESTING ACTIVITIES:						
(Investments) withdraw in marketable securities	0.0	(92.6)	92.6	0.0	0.0	0.0
Acquisition of investment, goodwill and fair value surplus	(12.5)	(14.4)	0.0	0.0	(333.2)	(333.2)
Purchases of other property and equipment and addition of intangible assets	(41.5)	(87.3)	(153.0)	(126.6)	(175.0)	(175.0)
Net cash provided by (used in) investing activities	(54.0)	(194.3)	(60.4)	(126.6)	(508.2)	(508.2)
CASH FLOWS FROM FINANCING ACTIVITIES:						
Loans and financings:						
Proceeds	112.6	499.1	747.1	266.3	950.1	950.1
Repayment	(129.4)	(490.4)	(368.4)	(297.9)	(510.1)	(510.1)
Debentures						
Proceeds	496.3	497.3	496.8	943.4	2,626.9	2,626.9
Repayment	(220.7)	(90.8)	(668.0)	(105.0)	(355.0)	(355.0)
Treasury shares (acquired)/ sold	(36.8)	0.0	(27.5)	(25.0)	2.1	2.1
Exercise of stock options with treasury shares, net	12.8	5.5	18.0	18.2	50.1	50.1
Dividends paid	(255.1)	(38.6)	(44.7)	(1.0)	0.0	0.0
Interest on own capital	(60.4)	(61.7)	(94.6)	(138.4)	(166.9)	(166.9)
Net cash provided by (used in) financing activities	(80.7)	320.4	58.7	660.6	2,597.2	2,597.2
NET CASH FLOW PROVIDED (USED) IN THE YEAR	186.8	379.5	(5.1)	307.2	(354.1)	(280.1)
Cash flow without incurred one-time costs Hertz and franchisees	-	-	-	-	-	(74.0)
NET CASH FLOW PROVIDED (USED) IN THE YEAR AFTER ONE TIME COSTS	186.8	379.5	(5.1)	307.2	(354.1)	(354.1)
CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR	823.9	1,010.7	1,390.2	1,385.1	1,692.3	1,692.3
CASH AND CASH EQUIVALENTS AT END OF YEAR	1,010.7	1,390.2	1,385.1	1,692.3	1,338.2	1,338.2
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	186.8	379.5	(5.1)	307.2	(354.1)	(354.1)
Supplemental disclosure of cash flow information:						
Cash paid during the period for cars acquisition						
Cars acquisition in the year/period - renewal	(1,819.7)	(2,197.7)	(2,278.4)	(2,563.6)	(3,660.9)	(3,660.9)
Cars acquisition in the year/period - growth	(209.4)	(286.9)	0.0	(726.0)	(1,807.0)	(1,807.0)
Suppliers - automakers:						
Balance at the end of the year	378.1	712.5	591.3	782.0	1,197.5	1,197.5
Balance at the beginning of the year	(288.4)	(378.1)	(712.5)	(591.3)	(782.0)	(782.0)
Cash paid for cars purchased	(1,939.4)	(2,150.2)	(2,399.6)	(3,098.9)	(5,052.4)	(5,052.4)

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

21 – Glossary and other information

- **Adjusted:** financials have been recalculated to exclude the impact of incurred one-time costs related with the acquisition of Hertz Brazil and the integration of 20 franchised branches.
- **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. In the Fleet Rental is the actual number of cars rented.
- **CAGR:** Compounded annual growth rate.
- **CAPEX:** Capital expenditure.
- **Car depreciation:** Depreciation is calculated based on the expectation of the future sale price net of the selling expenses. 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 rental net revenues.
- **Net debt:** Short and long term debts +/- the results from the swap operations, net of the cash, cash equivalents and short term financial investments. 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.
- **One-time costs:** non-recurring costs and expenses related to the acquisition of Hertz Brazil's operations and the integration of 20 franchised branches.
- **Operating Fleet:** Includes the cars in the fleet from the licensing until they become available for sale.
- **Utilization Rate:** It is the number of rental days of the period divided by the fleet available for rental multiplied by the number of days of the period and therefore, it does not include cars being prepared or being decommissioned.
- **ROIC:** Return on invested capital.

22 – 4Q17 Results Conference Call

Date: Thursday, March 8, 2018.

Portuguese (with simultaneous translation to English)

12:00 p.m. (BR time)

10:00 a.m. (Eastern time)

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