



## **Contents**

- **3** Message from Management
- 4 | About the Report
- 6 Movida: Quality and Innovation
- **14** | Corporate Governance
- 21 | Movida Financial and Economic Performance 2018
- 24 | Social Performance
- **27** | Environmental Performance
- **33** | GRI Content Index
- **38** | Credits and Corporate Information

## MESSAGE FROM MANAGEMENT

We value profitability always related with the best possible customer experience, care for society and respect for the environment. Our motivation is based on each achievement and the power of our business in order to continue changing the cities in which we operate, thus contributing to the construction of a better place

GRI 102-14

So that we continue on a path of dialogue and transparency with our stakeholders and one which is in line with our sustainability guidelines, we are pleased to present our first Movida Sustainability Report. We are the only car rental company in the country that offers multiplatform urban mobility solutions, with a fleet of over 95,000 cars and have a total of 251 stores consisting of 187 car rental stores and 64 used car stores. Founded in 2006 and acquired by JSL in 2013, we are a company that values the customer and the quality of the service we provide, and work hard to always surprise and offer the best experience possible.

We are passionate about valuing life and respecting people and for this reason we offer enriching mobility experiences that are aimed at solving society's main social and environmental challenges, with the greater purpose of reinforcing conscientious capitalism.

We have the newest, most diversified and technological fleet in the market, and offer innovative solutions for all kinds of mobility requirements, such as cars, tricycles and electric bikes.

We ended 2018 with record EBITDA and net income of R\$482 million and R\$160 million, respectively, with a net margin of 13.5%. We are now a more mature company, ready for a new cycle of growth and with reinforced structure, processes and controls. This is a victory of our team, who are ever more committed to the purpose of serving with joy. In 2018, we implemented Workplace, which is a tool that highlights our innovation DNA and streamlines the communication process, ensuring the cultural alignment of our thousands of employees - who are our most precious asset.

Although we underwent major restructurings and made significant breakthroughs in 2018, we retained our simplicity, our sense of

playfulness and focus on the customer. The application of advanced technologies is one of the relevant points of the operations, which by means of the expansion of the Yield Managements team and the increase in the use of statistical tools developed in Python language, enabled evolution price modeling as a whole. On the Car Rental front, the fleet's growth totaled 11%, and gains in operating efficiency resulted in a 19% increase in revenue in 2018, which allowed us to maintain the rate of increase in occupancy, which totaled 77.8% in the last guarter of the year, associated with the growth in the average daily rate.

The car rental market remains heated, which has allowed us even greater selectivity in our growth. Gross revenue totaled R\$2.7 billion, driven by the 28% increase in revenues from services - which totaled R\$1.4 billion. At the end of the year we had roughly 93,000 cars in our total fleet, out of which 63,000 were in Car Rental and 30,000 in GTF — Fleet Management Outsourcing, an annual growth of 22%. The GTF fleet registered a 58% growth in the year, in line with our strategy for a greater contribution from this business unit to the consolidated result. Other technological references are the implementation of systems such as SAP for all business lines, the agile method, assistance via totem and tablet, as well as new means such as prepayment, Apple Pay and Samsung Pay. As a result, we generated higher demand flows, which in the last quarter of 2018 showed an increase of about 198% in the mobile channel and 49% in the number of organic visits to our site, differentiated initiatives which contribute to Movida's success.

Movida Labs comes on top of the efforts regarding matters about the company's digital culture, as it enables a number of training and innovation projects. One example of how we are expanding our network is the partnership with E-Moving, which provides electric bikes for rental. In this sense, Movida looks at the issue of mobility through a

number of prisms, offering cars, bicycles and trikkes both for individuals as well as for the corporate segment. In addition to facilitating travel, we encourage the use of intelligence in the mobility chain, such as that which occurs with the use of the application developed with ENEL, which provides employees with a customized solution that optimizes travel by adding a number of cooperation modals.

The year 2018 was also the stage for the development of new products such as Movida Zero Km Premium, which came about in response to the growing demand from individuals for differentiated cars and service, a niche which was identified by means of the audience analysis of Movida MensalFlex, which is also growing at a rapid pace. Carbon Free for GTF was another important element this year, and was a decisive factor in the renewal of a number of clients. such as L'Oréal with its 100% Green Fleet project, a product which earned us an award as a Company with Sustainable Process/Product from Frotas & Fretes Verdes in 2018.

Our customers are our main reason for evolving and their perception of Movida became even more positive in 2018. This was proven by the various awards that we had the honor to receive over the course of the year - with highlight going to the one from the newspaper Estadão, which recognized us as the company with the best services in our industry. We also joined the select list "The 2018 BCG Local" Dynamos," in which the Boston Consulting Group (BCG) lists 50 high performing companies in emerging markets, which includes just four Brazilian companies. In addition, our Net Promoter Score (NPS) showed an improvement in 2018, demonstrating the satisfaction of the more than 2.5 million people who we have in our base.

The administrative reinforcement and the brand reconstruction that we carried out at Seminovos Movida generated a new cycle for the business line, which ranged from changing the brand's color to restructuring the pricing and distribution methodologies. This resulted in a 27% increase in the volume of cars sold in the fourth quarter of 2018 by comparison with the third quarter of the same year, posting a total figure of 10,000 cars sold.

We revised our institutional identity and, among the elements, there was the definition of our Beliefs, Values, Purpose and Vision at the start of 2019, so as to show all of our stakeholders what we believe to, in order for us to move in the same direction, respecting the environment, people and ensuring the continuation of our business.

We are working to get Movida certified as a B Company and in 2018 we signed up to the Business Pact for Integrity and Against Corruption of the Ethos Institute of Business and Social Responsibility. In addition, we set up a project with Gerando Falcões, an organization which helps young people from underprivileged communities to enter the job market.

We have also evolved in our purpose to transform not just urban mobility but also our own environment. In early 2019, we set up an area dedicated to Sustainability in order to increase the focus on improving the performance of our social and environmental indicators and indices.

We value profitability but always in conjunction with the best possible customer experience, care for society and respect for the environment. Our motivation is based on each achievement and on our business' ability to continue transforming the cities in which we operate, helping to build a better place.

And even better than presenting these concrete results, is the reinforcement of our trend in terms of constantly making progress,



which should continue for the next few years. We would like to thank everyone who follows and supports our steps, which have led us to register a roughly 2.5-fold increase in our earnings in the year. Together, we will make Movida the Company that sets a new level, delivering a lot more than just cars!

Our first sustainability report follows this moment of evolution, and it is with great enthusiasm that we invite everyone to learn about our practices in relation to this subject.

Hope you enjoy your reading! Thank you very much, Renato Horta Franklin - CEO



## **ABOUT THE REPORT**

GRI 102-46, GRI 102-47, GRI 102-50, GRI 102-52, GRI 102-53, GRI 102-54, 102-56

Movida is pleased to present its first Sustainability Report, providing the public with its environmental, social, economic-financial and organizational profile information for the year 2018. On account of the publication date, a number of important information items for 2019 were also included. This report was drafted in accordance with the Global Reporting Initiative, GRI - Standards: essential option.

This report will be issued on an annual basis and the company has chosen not to submit this document to external verification. The financial figures reported in the Financial Economic Performance Chapter are part of Movida's Management Report, which is audited by KPMG Auditores Independentes.

To guide the content of this report, Movida has defined four strategic themes, aligned with its business and with global agendas in relation to the question of sustainability: Innovation, Portfolio, Urban **Mobility and Climate Change.** 



Contacts related to the Movida 2018 Sustainability Report can be made via the email comunicacaointerna@movida.com.br, our relationship channel. And the Report can be viewed or downloaded on the website: www.movida.com.br

## STRATEGIC THEMES

GRI 102-44, GRI 102-46, GRI 102-47, GRI 103-1

The first Movida sustainability report follows the company's progress and maturity with regard to this theme, so for this first reporting cycle the company has internally defined, together with senior management, the strategic themes and respective GRI indicators - that are the most relevant ones for its Sustainability Report, which are listed in the table below.

The first exercise in identifying and constructing the strategic themes defined to guide the report took into account the impacts of Movida's operating activities on the environment and on society. It also took into account the connection between these respective impacts and the Sustainable

Development Goals - SDG, which were launched by the United Nations in 2015.

After defining the strategic themes, the GRI indicators that are appropriate and relevant to Movida's business were listed. Based on this process, the set of indicators reported in this report was established.

Movida is committed to undertake a broad consultation process with its relationship groups next year in order to develop its Materiality Matrix.

GRI 103-1

Material Topics	Stakeholders impacted	Correlation GRI Standards	Correlation with Sustainable Development Goals- SDG
Innovation: Movida's initiatives that ensure the company's constant innovation.	Employees Investors Customers	There is no corresponding GRI indicator	9 POTESTIA NOVACAO ENVACASTORIONA
<b>Portfolio</b> : line of products and services in the Car Rental, Fleet Management and Fleet Outsourcing and Used Vehicles pillars.	Employees Investors Customers	GRI 102-2, GRI 102-6	9 PODSTRA NOVACAO 11 CENARSE SUSTRAVIAVES SUSTRAVIAVES
<b>Urban Mobility</b> : Movida's actions to promote urban mobility for society.	Employees Investors Customers Society	There is no corresponding GRI indicator	11 COMMENTACES SOUTHARDES SOUTHAR
<b>Climate Change</b> : Movida's actions aimed at reducing the greenhouse gas emissions from its car rental and fleet management and fleet outsourcing businesses.	Employees Investors Customers Society	GRI 302-1, GRI 305-1, GRI 305-2, GRI 305-3, GRI 305-6	13 ACÁCCONTRA A MODACA GIGAL DO SIM

Message from Movida Financial and Movida: Social Environmental Credits and Corporate **About the Report GRI Content Index Quality and Innovation Corporate Information Economic Performance 2018** Performance Management Performance Governance



## MOVIDA: QUALITY AND INNOVATION







Founded in 2006 and acquired by the JSL Group in 2013, Movida is a young brand that offers innovative, technological solutions, which is focused on the relationship with its customers and which occupies a prominent position as one of the largest companies in the car rental industry in Brazil.

Incorporated as Movida Participações S.A. in October 2014, with its headquarters in the city of São Paulo, it currently includes the Rent a Car (RAC), Fleet Management and Outsourcing (GTF) business units and the sale of used vehicles by Seminovos Movida.

Movida successfully completed its IPO process in 2017. The R\$600 million that was raised strengthened the capital structure to continue investing in its growth and also helped with the development of the Company's governance, structures and maturity.

With a presence in every Brazilian state, in December 2018 the company had a total fleet of 92,875 vehicles, of which 63,177 were in the Car Rental segment and 29,698 in the GTF segment. It also had 186 Car Rental stores and 64 Seminovos Movida owned stores, through which low mileage vehicles with just a few years of use are sold.

Helping to boost its value chain, since 2017 Movida has implemented Movida Labs - an innovative project that selects startups companies, with bold proposals to co-create and turn opportunities into innovative mobility solutions. All the companies are assessed by the Commercial, IT, HR, Financial, Marketing and Operations areas. This is the case with Lady Driver, the first company in Brazil to offer a private transport service that only uses female drivers, in addition to Flapper, the first private aviation marketplace in Brazil. The project also selected, for example, Bunee.io, a faster, smarter, proactive

platform for recruiting programmers. Movida will also work in partnership with Trackage, which offers intelligent real-time monitoring solutions; Easy Crédito, an online platform which helps its clients in obtaining access to credit and other financial products; QueroQuitar, where it is possible to locate, negotiate, and settle debt over the Internet; and Sambatech, which offers online video solutions.

Thinking about its contribution to society, in 2018, a project was created with the Gerando Falcões, a social organization which helps young people from poor communities to enter the iob market.

In addition to this, Movida is working to get certification as a B Company, where the concept of success is based on social entrepreneurship and whose results and operations are of interest to the public. The B System's mission is to construct an ecosystem to strengthen companies that use market power as a force for good, in order to solve social and environmental problems. The company is certified to the extent that it identifies the improvement in not just only the economic, but also the social and environmental impact of its business.

#### Movida: a digital company

Movida was born as a digital company and has developed a number of actions designed to promote excellence in the level of service, make innovations available to customers and invest in urban mobility, offering a variety of sustainable solutions that go beyond car rental, such as assistance via tablets and totems in the stores.

#### **WhatsApp**

Movida was a pioneer in launching the feature of renting a car via WhatsApp and also using the application for customer support in relation to car rental and at Seminovos Movida.



#### **Application and Mobile Site**

On the Mobile Site, the customer can book a car, find out about promotions and locate Movida stores, as well as being able to and can prepay the booking with a discount. Movida was the first Brazilian car rental company to offer this option on its own booking portal, providing greater convenience for the customer and increasing the operation's predictability.













#### **QR Code**

The company also pioneered a tool so that customers can simply and quickly pick up their car in all of the company's stores by presenting an QR Code that is automatically generated at the time of booking.

#### **I-Move**

With the creation in 2018 of a mobility multi-platform, I-Move, Movida becomes the only car rental company in the country that offers multiple solutions for urban mobility apart from cars.

Movida Trikke is a new product that provides electric tricycles for leasing and electric bike rentals based on a strategic alliance with E-Moving, the country's largest electric bike rental startup. The new possibilities allow customers to interact with the city in a more sustainable, healthier and less polluting way.

By further diversifying its products and services, Movida reinforces car rental as an urban mobility solution and shows that the company is highly connected to the new times, where use gains ground over ownership.

#### **Movida Kids**

An application aimed especially at those who are not yet allowed to drive. Movida Kids offers simple fun games for children, related to the universe of cars and technology, which stimulate creativity and help them develop their abilities. In addition to being entertaining, the new games also help children learn about traffic laws.

#### **Management Tools**

Technology continues to be the main ally in Movida's progress, with the expansion in the use of the already installed vehicle tracking structure. The use of these tools makes intelligent management possible by means through the deployment of connected cars that will enable the company to increase the range of services offered. In addition, Movida is constantly investing in sophisticated Customer Relationship Management (CRM), pricing and yield management tools using big data and artificial intelligence.

#### Movida Move Você

With the Movida Move Você loyalty program - https://www.movidamovevoce.com.br/- the customer turns their rentals into points that can be redeemed for Movida daily rentals, products or services. The customer-focused program was designed for the purpose of providing the best car rental experience.

In 2018, the redesign of the Movida Move Você loyalty program featured a differentiated accumulation mechanism that includes three new categories and other new features such as the use of gamification with a view to boosting the relationship with the customers.

### Multimodal platform: the best transport option

Starting in 2019, Movida becomes the first car rental company to take part in a multimodal platform that makes recommendations to the user in terms of the best travel option for making their journey. This application, which was developed by Enel in partnership with Mobicity, innovates by connecting multiple modals of transport in a single location, taking into account information such as travel time and cost per kilometer. In addition, it offers an integrated view of mobility both for business travel which is paid for by the company or reimbursed, as well as for journeys of a personal nature by means of a car-pool program and a ride-sharing program for commuting between home and work. It also provides reports that help the company's mobility management, with indicators that demonstrate the savings generated.

In the initial stage, the application will be available to Enel's 2,500 employees in São Paulo. At present, more than 335,000 administrative trips are made each month in 2,158 vehicles, consisting of 250 light cars and 12,153 taxi rides. The expectation is that the new system will reduce fleet idleness by 25% and increase travel sharing by 18%, reducing the number of cars in circulation by 5% and saving roughly R\$1.2 million in the cost of trips each year, minimizing emissions and bringing people closer together.

The major highlight is that the platform was built with a market view, meaning that all the architecture and source code will be available so that other companies can purchase the app from Mobicity, which is the developer startup, and in this way make the same solution available to their employees and partners.



**About the Report** 

Movida: **Quality and Innovation** 

Corporate Governance

Movida Financial and **Economic Performance 2018** 

Social Performance Environmental Performance

**GRI Content Index** 

**Credits and Corporate Information** 

## **MOVIDA EVOLUTION IN NUMBERS**

Set up in São Paulo **Acquisition of Movida by** 



Serving is in our DNA (1st) Company in GTF in 1989);

Largest inbound logistics company in the automotive industry;

Expertise in buying and selling with major automakers;

Nationwide presence.



2<sup>nd</sup> largest player in **Brazil Premium Market** 

• 52,723 **Stores** 

241 **Service** outlets

75,860 Cars













29 **Service** outlets

2,400 Cars

82 **Service** outlets

36,875 Cars

242 Service outlets

64,223 Cars

250 Service outlets

92,875 Cars

Message from Management

**About the Report** 

**Quality and Innovation** 

Corporate Governance

Movida Financial and **Economic Performance 2018** 

Social Performance Environmental Performance

**GRI Content Index** 

Credits and **Corporate Information** 

## BELIEFS, VALUES AND STRATEGIC VISION

At the start of 2019, Movida revised its entire institutional identity, showing its stakeholders its way of managing business and inserting sustainability as a core value.

Some of the key elements of Movida's institutional identity are its Beliefs, Values and Strategic Vision, and through these, the company demonstrates what it believes in and how these purposes are put into practice in its business.

We are committed to participating in the global effort to stabilize greenhouse gas emissions in the atmosphere, we seek to provide mobility experiences which are in alignment with the transition to a low carbon economy.

We want - and need - to be profitable, but not at any cost. We work hard to always surprise and deliver the best experience possible. And our motivation is that with each success strengthens us to continue transforming the world, helping to construct a much better place!



#### **OUR BELIEFS - WHAT WE BELIEVE IN**

- □ In the importance of knowing the Customer well in order to serve them better with services that exceed their expectations;
- ☐ In people, in the strength of their transformative capacity assuming responsibility in order to achieve results:
- □ In work that provides people with dignity, makes dreams come true and builds a society for good;
- □ In observing the commitments made and in professional competence to consolidate Movida's positive image;
- In the wisdom of simplicity to be and to do things;
- ☐ In the legitimate pursuit of economic and financial results and in their fundamental importance for the sustainable development of the company, of people and of society:
- □ In Ethics, basing relationships on truth, justice, and honesty;
- □ In the strength of family tradition, as a reference, and in the boldness of innovation in order to construct the future.

We are passionate about valuing life and respecting people, contributing to a fairer and more sustainable s ociety, providing rewarding mobility experiences that are designed to solve society's main social and environmental challenges.

The word Movida brings to mind movement, energy, interaction, development.



#### **VALUES**

- DEVOTION TO SERVING: Differentiated service ensuring the continuous relationship with the **CUSTOMER.**
- INNOVATION: Boldness and simplicity, with quality, to provide the CUSTOMER with the latest features.
- **□** PEOPLE: They make the difference in our business.
- □ PASSION: Energy, commitment and joy in a natural way!
- PROFIT: Indispensable for growth and the continuation of the business
- SUSTAINABILITY: Eco-friendly, economically viable, socially fair and culturally diverse attitudes.

We believe that conscientious capitalism is indeed possible and can be a really positive force, both for economic reasons as well as for social good and the environment.



## MOVIDA'S AWARDS AND **RECOGNITION IN 2018**

#### 1st place in the Estadão Best Services Award 2018 - Car Rental Category

This ranking is a partnership between the newspaper O Estado de São Paulo and BlendNew Research - HSR, which interviewed more than 6,000 people who actually used car rental services. Movida was named in the survey as the car rental company with the best customer services in Brazil.

#### The 2018 BCG Local Dynamos

Movida achieved global recognition as one of the 50 top performing companies in emerging markets, making it on to the Boston Consulting Group's (BCG) "The 2018 BCG Local Dynamos" list as a company of excellence in urban mobility services.

#### 2018 Quality Award - APIMEC

Movida received the 2018 Quality Award from the Association of Capital Market Analysts and Investment Professionals (APIMEC) which recognizes the best assessed public meetings each year in the Association.

#### Frotas & Fretes Verdes Award 2018

Due to the launch of Carbon Free for Fleet Management and Outsourcing - GTF, Movida was awarded by Frotas & Fretes Verdes as a Company with Sustainability in Process/Product.

#### **Best Destinations Award 2018**

Movida received the Best Destinations Award in the best car rental company category.

#### Frost & Sullivan Award

Movida received the 2018 Customer Value Leadership Award from Frost & Sullivan (a US based business consulting, research and market analysis company) as a prominent company in the Brazilian car rental and fleet rental markets.

# **MOVIDA BUSINESS AND** MARKET OF OPERATION

#### **Car Rental**

https://www.movida.com.br/



https://www.facebook.com/MovidaRentaCar/



https://www.instagram.com/movidaalugueldecarros/

Leasing of light vehicles, with daily, monthly and annual options for individuals and legal entities, with a new vehicle fleet, in excellent condition and low mileage, providing agility and technological facilities for the customers.

Movida prioritizes appreciation of provision of services and offers a series of differentials to all of its customers.

#### Differentials and innovations: Car Rental

- A new and complete fleet
- An intuitive website for car rental
- Mobile: convenience for booking a car via app, finding out about promotions, or finding Movida service outlets, which is available for Android, IOS, and Windows Phone
- Car rental and customer service via WhatsApp
- Customized service for companies
- 24-hour assistance throughout the whole of Brazil
- Daily rate for 27 Hours: an extra 3 hours free of charge on the day of the vehicle's return
- Luxury vehicles available for rental
- Pre-payment for customers on the reservation portal, offering greater comfort and convenience.
- Movida Monthly Flex: rentals starting from 30 days upwards to individuals, catering to those who do not want to worry



## 2018: 186 Movida Car Rental stores in Brazil's major cities and airports.

With a nationwide presence and an extensive referenced network for vehicle maintenance, Movida has a fleet of 30 thousand cars.

about buying, selling or maintaining a car.

- Movida National Monthly Flex: makes it possible to use the car throughout the whole of Brazil
- Movida Trikke: rental of electric tricycles in Rio de Janeiro
- E-Moving: rental of electric bikes in São Paulo
- Movida Bagging: luggage packaging
- Movida Kids: an app for kids with fun, educational car-related games that teach about good traffic practices
- Movida Connect: accessories for charging cellphones
- Carbon Free rental: offsetting of CO<sub>2</sub> emissions generated during the rental period
- Youth Rental: car rental for young people aged between 19 and 21 years and with a permanent Brazilian Driver's License
- Movida Wi-Fi: 4G for up to five devices, plus access to Waze (GPS) and Movida's app
- Movida Move Você: loyalty program that makes it possible to earn points and exchange them for Movida products.
- Movida Sem Parar: electronic payment solution for toll charges and parking charges installed in your fleet
- Movida Express: facility in relation to picking up and dropping off the car directly on the G2 floor of Congonhas Airport's VIP parking in São Paulo

#### **Fleet Management and Outsourcing** (GTF)

https://www.movidafrotas.com.br/

Fleet Management and Outsourcing offers car rentals with long term contracts, usually for periods of more than 12 months, to corporate customers.

This service includes the study of vehicle fleet size for customers, acquisition and rental as well as the maintenance and replacement of damaged vehicles. For the management of these activities, online documentation support and management reports are available, providing transparency and agility.

Movida provides its customers with a customized service with advanced technology and support from its own network, which includes a number of contractual types, including among others: aggregate services such as corrective and preventive maintenance, insurance, tire replacement, replacement vehicles for maintenance periods, the option to purchase the vehicle at the end of the contract and fleet customization with a lot of possibilities in terms of makes and models of vehicles...

#### Differentials and innovations: Fleet **Management and Outsourcing**

- Dedicated account executive
- 24-hour service
- Tailor-made project and corporate finance study
- Unification of expenses: maintenance, insurance and documentation
- Carbon Free rental: offsetting of CO<sub>2</sub> emissions generated during the rental period
- Movida Premium: the rental of luxury vehicles from a number of brands such as Audi, Jaquar, BMW, Mini, Land Rover and Porsche.
- E-Moving: electric bike rental
- Car Sharing application: fleet management tool that provides records of the drivers, vehicles, travel reports, etc..



• Movida Sem Parar: electronic payment solution for toll charges and parking charges installed in your fleet

#### **Seminovos Movida**

https://www.movidaseminovos.com.br/



https://www.facebook.com/seminovos.movida



https://www.instagram.com/seminovosmovida/

Specializing in the sale of revised used vehicles with a guarantee regarding the origin and low mileage, Seminovos Movida has 64 stores throughout Brazil.

Differentials and innovations: Seminovos Movida • Revised used cars with a low mileage;

- Guarantee regarding the origin;

wide variety of models.

- Mix of colors and models at all the stores:
- Wide range of car models; • Down payment in 10 installments on the card (limited to R\$10,000);
- Fast financing with installments appropriate to each profile

From the retirement of the rental assets, which occurs starting

from twelve months from the acquisition, the vehicles are sold

at the Seminovos Movida brand's own outlets, which offers a

- Online Credit: Online financing on Movida's website, generating pre-approved credit for clients.
- Service via WhatsApp



In 2018, Seminovos Movida was the most searched for brand in its segment<sup>1</sup>.

1. According to Google Trends.

## **CORPORATE GOVERNANCE**



Movida adheres to the best corporate governance practices in the market and values transparency and accessibility to information for all its stakeholders. It also has corporate mechanisms which are designed to ensure that the company remains in compliance with laws and regulations, acting preventively by means of effective risk monitoring and proper management of the internal processes.

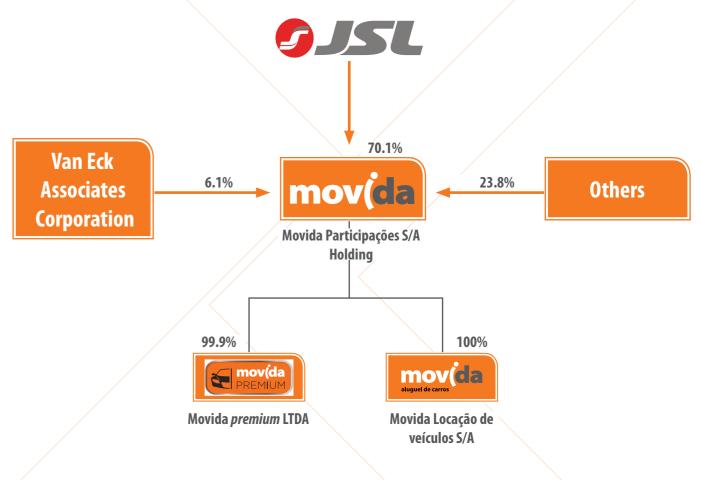
It has a Board of Directors and an Executive Board supported by a Fiscal Council, which was installed at the request of the minority shareholders, and a Finance Committee together with an Ethics and Compliance Committee, the purpose of which is to monitor the compliance of the operations with laws, internal policies and ethical standards, enabling a continuous improvement of processes and the Company's continuity, which reports directly to the Board of Directors. The Finance Committee supports the Board of Directors in relation to the analysis and decisions regarding matters related to the finance areas.

The People, Management and Customers Committee and the Sustainability and Audit Committees are being set up, with completion scheduled to take place before the end of 2019.

In 2017, Movida obtained registration of its public offering by the CVM (Brazilian Securities Commission) and began trading its shares on the B3's Novo Mercado<sup>2</sup> segment, the segment with the highest level of corporate governance of the Brazilian stock exchange. Being part of this list attests to Movida's differentiated standard, as it increases shareholders' rights, improves the quality of the information provided and promotes agility in relation to the resolution of conflicts.

Note: A brief description of the CV of each of the directors and executive officers on the Board of Directors, the Fiscal Council and the Executive Board can be found on Movida's Investor Relations website: https://ri.movida.com.br/conteudo\_pt.asp?idioma=0&conta=28&tipo=62518

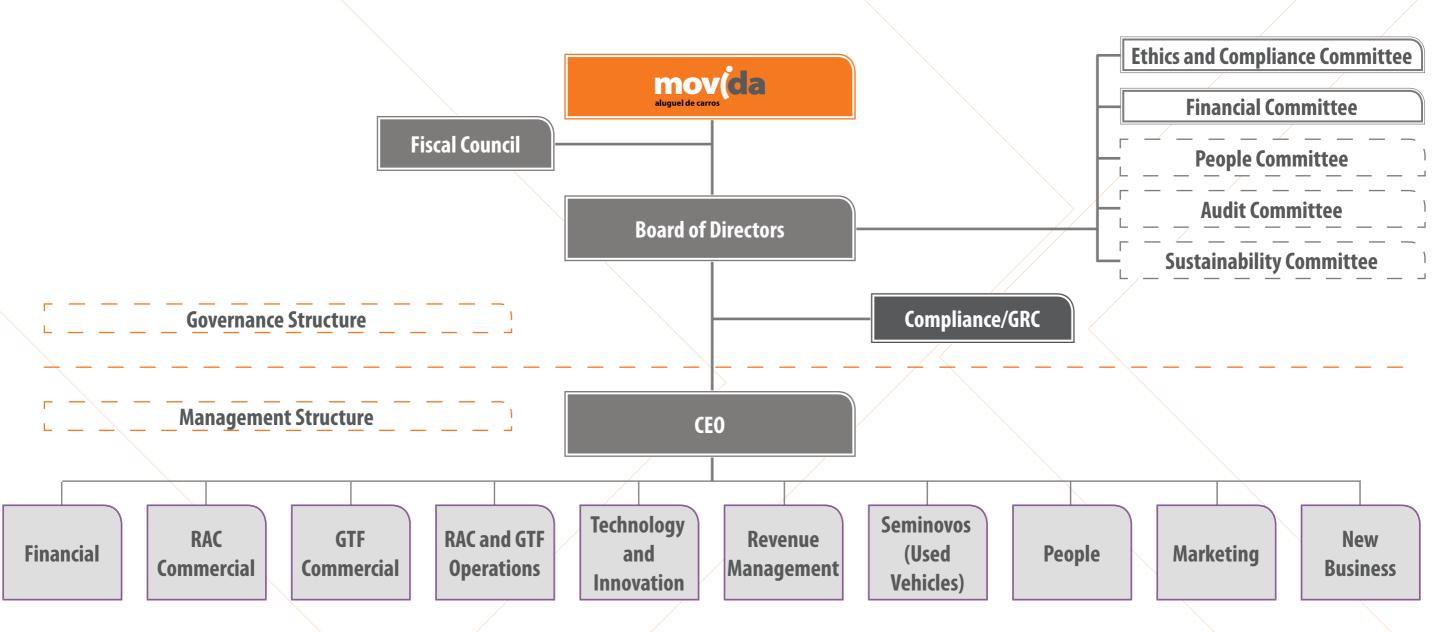
## SHAREHOLDING STRUCTURE



Base date: Dec 31, 2018

<sup>2.</sup> Novo Mercado is the Bovespa segment comprising those companies that are committed to the highest level of corporate governance. For more information, check out: http://www.bmfbovespa.com.br

## MOVIDA ORGANIZATION CHART



Note: base structure as of December 31, 2018.

## **MOVIDA COMPLIANCE PROGRAM**



Movida has a Compliance Program in place to strengthen its values and reinforce the importance of ethics, transparency and compliance with the laws in its business.

The Program focuses on compliance in the company's operations, by means of compliance with laws, internal standards and an ethical and transparent operation. In order to structure the program and ensure its effectiveness, the GRCA (Risk Management, Internal Controls, Compliance and Audit) Office was created. It reports directly to the Board of Directors and to the Ethics and Compliance Committee, therefore guaranteeing the independence required in order to carry out its operations and achieve its objectives, with the main ones being the following: (i) to identify the risks exposed by the company and ensure that the procedures and controls provide for the business' continuity and security, (ii) to ensure the implementation of processes, procedures, controls, fraud prevention and audits, (iii) to guarantee a healthy, consolidated, secure environment which is true to the company's missions, (iv) to generate action plans for unified improvements, (v) to make employees and third parties aware.

Upon being hired, all new Movida employees receive training regarding Movida's Code of Conduct and the Anti-Corruption Policy that covers interaction with the Public Authorities, Public Bidding Processes, Donations and Sponsorships, Freebies, Gifts, Entertainment and Hospitality.

2018 saw the start of the second training cycle regarding the Compliance Program, which is being applied to all employees and, following the same lines as the first one, includes modules that contain teaching material and the application of a test at the end of each module. The training includes content in relation to the Code of Conduct, the Whistleblower Channel, the Anti-Corruption Law and the Company's Anti-Corruption Policies together with a specific module regarding the Risk Management Policy.

In addition to the training courses above, there are specific programs for a number of areas according to their activities and risk mapping, such as for example: the commercial area, public tenders, the purchasing department and others.

The company also uses other communication channels to transmit knowledge about the Compliance Program to the employees in the form of a guiz containing clarifications and questions, fortnightly communications via the corporate email and "weekly dialogues" carried out by managers with their teams.

Movida requires that third parties with whom it has a relationship adhere to the standards of the Compliance Program. In order to standardize the third party management process, a number of actions were defined such as screening in the procurement process by an assessment of items such as the national register of legal entities, certificate of good standing regarding Social Security, national registry of punished companies (CEIS and CENEP) and research on slave labor lists, among others.

GRI 205-2

#### Total number and percentage of governance body members trained in anti-corruption policies and procedures, broken down by region.

Region	Total members of governance body, by region	Total governance body members, by region, who received training	Percentage of governance body members, by region, who received training (%)
Midwest	47	45	96%
Northeast	92	89	97%
North	23	22	96%
Southeast	430	408	95%
South	77	73	95%
TOTAL	669	637	95%

#### Total number and percentage of employees trained in anti-corruption policies and procedures, broken down by region.

Region	Total employees, by region	Total employees, by region, who received training	Percentage of employees, by region, who received training (%)
Midwest	222	187	84%
Northeast	423	312	74%
North	125	113	90%
Southeast	2,197	1,731	79%
South	358	262	73%
TOTAL	3,325	2,605	78%

#### Total number and percentage of employees trained in anti-corruption policies and procedures, broken down by functional category.

Functional category	Total employees, by functional category	Total employees, by functional category, who received training	Percentage of employees, by functional category, who received training (%)
Administrative	1,050	895	85%
Apprentices	92	55	60%
Commercial	413	307	74%
Trainees	15	12	80%
Executives	325	295	91%
Maintenance	2	2	100%
Drivers	11	10	91%
Operational	1,417	1029	73%
TOTAL	3,325	2,605	78%

Note: The number of employees in this indicator corresponds to a date prior to December 31, 2018 and therefore differs from that reported in the GRI 102-8 indicator.

#### **Movida Code of Conduct**

GRI 102-16

The start of 2019 saw the launch of the Movida Car Rental Code of Conduct, which is applicable to all of the Group's Companies and which is comprised of a set of systematic quidelines that portray the values of the aforesaid companies.

The Code of Conduct addresses the ethical issues that should be followed by all of Movida's stakeholders: employees, third parties, partners, business consultants and customers. The Code covers management practices and includes factors related to the in-house work environment, safety, harassment or conflicts of interest. It also presents issues such as information integrity and legislation, setting out the organization's position in relation to matters such as corruption, relationships with public agents, preferential treatment for suppliers, child labor and forced labor and bullying, along with others. It is an essential instrument for providing guidance regarding how to act, and is designed to prevent actions that violate the legislation that is in force, the Company's policies and interpretations that violate ethical and moral aspects.

Any questions regarding the Code can be clarified with the Company's Compliance Area by means of the communication channels mentioned in the document.

To access Movida's Code of Conduct, please check out the website: https://www.movida.com.br/codigo\_de\_ conduta.pdf

In addition to having the Code of Conduct, Movida follows the human rights and labor guidelines based on the Human Relations Policy. The policy establishes the Company's position as being against child labor, forced labor, discrimination and guarantees freedom of association and collective bargaining.

#### Whistleblower Channel

The Whistleblower Channel is a tool of the Compliance Program, which is made available so that employees, third parties, service providers and customers can report omissions, irregularities or any fact that contravenes the current legislation and the rules and conducts described in the Code of Conduct, other internal policies and rules of the Company or any activity, employee, shareholders and other stakeholders.

The channel is outsourced and the whistleblower receives a protocol number upon making the accusation, ensuring the protection of their good faith and their anonymity if they do not wish to identify themselves.

The channel's workflow ensures impartiality in the investigation of complaints and the absence of conflict of interest in relation to members of senior management and the GRCA - Risk Management, Internal Controls, Compliance and Audit area.

The channel is available 24/7 and contact can be made through the following means:

- website https://www.contatoseguro.com.br/movida;
- Telephone: 0800-726-7111;
- Email: canaldedenuncia@movida.com.br.

## RISK MANAGEMENT AT MOVIDA

In order to prevent and mitigate potential impacts, financial, reputational and environmental losses Movida manages businessrelated risks based on targets and action plans.

The JSL Group's Corporate Risk Management, Compliance and Audit Office is responsible for monitoring Movida's risks, for the risk management organizational structure and reports directly to the Board of Directors, to the CEO and to the Ethics and Compliance Committee. This office is divided into the following work fronts:



- Compliance: leads the work of monitoring the compliance risks with the aim of mitigating and preventing them, providing guidance for employees and third parties.
- Risk management: leads the work of monitoring risks and the effectiveness of the internal controls for the purpose of mitigating such risks;
- Internal Audit: monitors complaints, indications of fraud or instances of noncompliance with the Company's internal policies.

2018 saw the launch of the Risk Management Policy, in accordance with the requirements of the Novo Mercado, and the Risk Management, Internal Controls and Compliance Committee was set up.

In addition, the Related Party Policy is designed to ensure that all decisions where there is a potential conflict of interest involving the Company are made in the interests of the Company and its

shareholders, and moreover, are conducted under market conditions and uphold the best corporate governance practices, with the proper transparency.

As a result of the Self-Assessment of Risks with all of the business managers, which was completed in 2018, the risks involved in the operation were identified and are classified into three pillars: Tolerance, Probability and

Following the risk identification process with the respective tolerance, probability and impact insights, the Risk Management area calculates the real or natural risk, ensuring the absence of any action that management may take to alter the likelihood of occurrence or impact. Two criteria were used to do this: their probability of occurrence and the impact that it will have on the company.

Based on the assessment of a risk considered as a threat, the probability level and impact are determined by means of a 3x3 matrix, in which rows and columns are used to determine the criticality of the risk, which may be Low, Medium or High. This procedure for calculating the real risk was developed taking into account the assessments made with the managers and executive officer. The next step is to map the controls that aim to mitigate the



occurrence of risks based on a number of actions: process mapping; drafting of the flow chart; identification of controls to mitigate the risks, design test of the controls, tests of the effectiveness of the controls identified, formalization in the GRC System, the identification of "GAPs" and the suggestion of improvements and the creation and implementation of action plans.

The internal processes, procedures and controls allow management and the other managers involved to manage the financial risks - liquidity, market and credit, strategic, operational, compliance, disclosure, image, legal, social and environmental risks in accordance with the policies and the limits established by the Company, including those approved by the Board of Directors, in pursuit of an environment of business continuity and sustainability.



For example, as part of risk management Movida monitors the regulatory changes in relation to air emissions and physical hazards. The fleet's low average age is one of the factors that can help the company be awarded new contracts, as it is capable of reducing the customers' indirect emissions. There are also initiatives that are focused on increasing energy efficiency, such as offsetting vehicle GHG emissions via the Carbon Free Program, and leasing vehicles such as bicycles and electric tricycles.

# **ASSOCIATIONS OR PARTNER ENTITIES**

Movida participates in or has partnerships with a number of associations and entities that are relevant and strategic for its sector:

- ABRACORP (Brazilian Association of Corporate Travel Agencies);
- ABLA (Brazilian Association of Car Rental Companies);
- ABAV (Brazilian Association of Travel Agencies);
- WTM World Travel Market event for the global travel industry;
- FESTURIS Gramado International Tourism Fair.

As part of the JSL Group, Movida has become a signatory to the Ethos Institute's Business Pact for Integrity and Against Corruption, which is a voluntary commitment made by both private sector companies as well as public sector ones, which is designed to unite them in promoting a more upstanding and ethical market, with a view to reducing the various different corruption practices. By becoming a signatory to the Pact, companies assume a obligation to disclose Brazil's anti-corruption legislation to their employees and stakeholders, prioritizing the transparency of information and collaborating with investigations, when necessary.





## FINANCIAL AND ECONOMIC PERFORMANCE 2018



#### **2018 Highlights**

- Record net income of R\$160 million in 2018 with a 143% growth
- Return Over Invested Capital (ROIC) of 10.7%, or 5.1 percentage points greater than the cost of debt of 5.6%
- A 47.6% increase in EBITDA, which posted a record figure of R\$482 million
- An 8.5 percentage point increase in the EBITDA margin for Car Rental, which totaled 39.9%
- A 49.2% growth in the GTF volume, which totaled 7.6 million daily rentals

#### **Gross Revenue**

In 2018, Movida reported total gross revenue of R\$2.7 billion, up 5.0% against 2017. In order to support the growth of its operations, the Company invested R\$2.4 billion in the year, of which R\$693 million was for business expansion - R\$690 million in the fleet and R\$2.8 million in new service outlets, in addition to R\$1.6 billion in fleet renewal.

Gross Revenue (R\$ thousand)	2017	2018	Var. 2017x2018
RAC (Rent a Car)	903,172	997,279	10.4%
GTF (Fleet Management Outsourcing)	231,278	365,556	58.1%
Seminovos (Used Vehicles)	1,452,365	1,354,353	-6.70%
TOTAL	2,586,815	2,717,188	5.0%

The expansion of the Car Rental operation reflects investment in the period to increase the fleet, seeking scale gains by maintaining the geographical coverage that had already been built in previous years. The GTF operation was positively affected by the fleet's growth and readjustment of the contract for a light use administrative profile. In 2018, 35,811 used vehicles were sold as part of the process of renewing the fleet acquired in the previous year, with an average increase in the selling price of 3.2% versus 2017, coming out to a figure of R\$37,819 in 2018. This growth is based on the increase in the scale, quality and variety of assets, the growth in retail, and the strengthening of the Seminovos Movida brand.

#### **Net Revenue**

Movida's Total Net Revenue was R\$2.5 billion, which is a 2.9% increase in YoY terms. The car rental market remains heated, which has allowed Movida an even greater selectivity in growth.

#### Costs

The Company's costs totaled R\$1.7 billion in 2018, broken down between R\$439 million in costs for services provided and R\$1.3 billion of residual value of the assets sold. Total costs were down 5.0%, below the 2.9% growth in the Company's net revenue, which resulted in a 4.6 percentage point increase in gross margin. Total gross profit for 2018 was R\$807 million, with a gross margin<sup>3</sup> of 68.0%.

#### **Net Income and EBITDA**

In 2018, Movida's net income totaled R\$160 million, which is a 143.% increase against 2017.

Movida's EBITDA totaled R\$481.7 million, which was a marked 47.6% increase over the previous year, while the EBITDA Margin from services totaled 40.6%, an 8.5 percentage point growth in relation to 2017. Performance in services was the main factor behind this result, bearing in mind that in 2018 there was a consolidation of important operational improvements. Evolution in processes, dilution of the contracted structure and GTF's greater percentage share of revenue all helped boost consolidated margins by comparison with the previous year.

Income Statement (R\$ thousand)	2017	2018	Var. 2018x2017
Consolidated			
Gross Revenue	2,586,815	2,717,188	5.0%
Deductions	118,823	178,599	50.3%
Net Revenue	2,467,983	2,538,539	2.9%
Net Revenue from Services	1,017,908	1,186,366	16.5%
Net Revenue from Sales of Assets	1,450,076	1,352,223	-6.7%
Cost	1,823,113	1,731,963	-5.0%

EBT Margin<sup>1</sup> and Net Margin<sup>1</sup>: Over Net Revenue from Services EBT Margin<sup>2</sup> and Net Margin<sup>2</sup>: Over Total Net Revenue

3. Over Net Revenue from Services

Income Statement (R\$ thousand)	2017	2018	Var. 2018x2017		
Gross Profit	644,870	806,626	25.1%		
Gross Margin <sup>1</sup>	63.4%	68.0%	+ 4.6 p,p		
Gross Margin <sup>2</sup>	26.1%	31.8%	+ 5.7 p,p		
Administrative Expenses	392,762	426,899	8.7%		
EBITDA	326,310	481,738	47.6%		
EBITDA Margin <sup>1</sup>	32.1%	40.6%	+8.5p,p		
EBITDA Margin <sup>2</sup>	13.2%	19.0%	+5.8 p,p		
EBIT	252,180	379,727	50.6%		
EBIT Margin <sup>1</sup>	24.8%	32.0%	+7.2 p,p		
EBIT Margin <sup>2</sup>	10.2%	15.0%	+4.8 p,p		
Financial Result	161,795	172,785	6.8%		
Financial Expenses	217,682	219,136	0.7%		
Financial Income	55,887	46,351	-17.1%		
EBT	90,313	206,942	129.1%		
EBT Margin <sup>1</sup>	8.9%	17.4%	+ 8.5 p,p		
EBT Margin <sup>2</sup>	3.7%	8.2%	+4.5 p,p		
Net Income	65,743	159,756	143.2%		
Net Margin <sup>1</sup>	6.5%	13.5%	+7.0 p,p		
Net Margin <sup>2</sup>	2.7%	6.3%	+3.6 p,p		
EBT Margin¹ and Net Margin¹: Over Net Revenue from Services EBT Margin² and Net Margin²: Over Total Net Revenue					

#### **Investments**

Movida invested R\$2.4 billion in the year, of which R\$693 million for business expansion - R\$690 million in the fleet and R\$2.8 million in new service outlets, in addition to R\$1.6 billion in fleet renewal.

98% of Movida's investments were targeted at the fleet and the Company has a high degree of flexibility to postpone the renewal of its assets, on account of the fleet's low average age, or to monetize the value of the assets due to their high liquidity.

#### **Economic Value Generated and Distributed**

GRI 201-1

In 2018, the value added distributed totaled R\$839 million, which represents a 5.7% growth compared to the previous year. R\$209 million was distributed for the payment of staff and charges, R\$164 million for the payment of Federal, Municipal and State taxes and R\$306 million for the payment of interest, financial expenses and rents.

#### **Positive indirect economic impacts**

GRI 203-2

Movida cares for the capillarity of its services, and accordingly its stores are built in urban centers and outlying areas, benefiting people of all social classes and generating employment and income in these regions.

In terms of positive environmental impacts, the Carbon Free Program provides for offsetting greenhouse gas emissions by means of the planting of trees; dry cleaning for fleet vehicles, which results in lower water consumption and does not entail the generation of contaminant effluents; improvements for urban mobility, provided by the provision of alternative vehicles such as electric bikes and tricycles.

For more information about Movida's financial results, check out: https://ri.movida.com.br/download\_arquivos. asp?id\_arquivo=9786013E-69C8-483C-A1FE-7CBDEF862F7D



## INTERNAL AUDIENCE

Constantly practicing innovation, this year Movida implemented Workplace, which is a Facebook tool that streamlines the communication process, making it more interactive and secure, bringing all the employees at the service outlets (Car Rental and Used Cars), closer, and generating improvements in management and ensuring an alignment in terms of culture and information.

Movida values the growth of its employees and regards their development and the stimulation of creativity as being essential for the presentation of differentiated solutions that contribute to the dynamics of the provision of services.

At the end of 2018, Movida had 3,578 own employees, most of whom were working in the Southeast Region (65%), with 61% of these being men and 39% being women.

Out of the total number of own employees, 94% were hired on a permanent basis and 6% under a temporary contract. In addition, 96% have a full-time contract and 4% a part-time contract. 100% of Movida's employees are covered by collective bargaining agreements.

The energy, friendliness and dedication of its employees are Movida's main competitive advantage and are essential values in order for the company to continue to achieve its goals. The trainee program was launched in 2018, with the hiring of 14 young professionals spread across the Company's various areas, in addition to the continuation of the Young Talents Program.

There was also a review of the leadership assessment process, with the formalization of feedback and a mutual development agreement between leaders and teams.

#### Own employees by employment contract and gender (GRI 102-8)

	2018			
	Permanent	Temporary		
Male	2,051	116		
Female	1,297	114		
Total	3,348	230		
iotai	3,57	8		

#### Own employees by type of employment and gender (GRI 102-8)

	2018			
	Full-Time	Part-Time		
Male	2,109	58		
Female	1,323	88		
Total	3,432	146		
Total	3,578			

#### \* ferramenta do Facebook

#### Own employees by employment contract and region (GRI 102-8)

			2018	
			Permanent	Temporary
Midwest			237	7
Northeast			400	31
North			156	14
Southeast	>/	/	2,179	156
South			376	22
Total			3,578	

In 2018, 2,200 employees were hired and 1,538 dismissed, which represents a rate of % for new hires and a turnover rate of %.

#### New employee hires and employee turnover by age bracket, gender and region (GRI 401-1)

,				
	Total number of new employees hired	New hires rate (%)	Total number of employees dismissed	Turnover rate (%)
Gender				
Male	1,382	6.02	972	4.24
Female	818	5.27	566	3.65
Total	2,200	11.30	1,538	7.88
Age bracket				
25 or less	724	6.67	405	3.73
Between 26 and 34	832	5.44	630	4.12
Between 35 and 44	496	5.21	398	4.18
Between 45 and 54	133	5.49	90	3.71
55 or more	15	4.03	15	4.03
Total	2,200	26.84	1,538	19.78

#### New employee hires and employee turnover by age bracket, gender and region (GRI 401-1)

	Total number of new employees hired	New hires rate (%)	Total number of employees dismissed	Turnover rate (%)
Region				
Midwest	178	6.62	145	5.39
Northeast	241	5.22	188	4.08
North	88	4.73	62	3.33
Southeast	1,460	5.86	951	3.82
South	233	5.32	192	4.38
Total	2,200	27.75	1,538	21.00



#### **Employees qualified to provide a** good service to the customer

Movida shares with its employees the culture of working for the customer and is well aware that the more skilled and creative its professionals are, the better the service will be. Therefore, the Company created the Movida Academy, which offers distance learning courses using technology and videos, in an interactive and engaging way.

In addition to general training courses, there are specific modules for each activity, such as customer service, from the start of the contract to the return of the vehicle, preparation of the service outlets and leadership, in addition to the institutional integration that is carried out with the newly hired employees.

In 2018, 126 new distance Jearning courses were launched, with a 90% adherence of those in operational positions and in 2019 the focus will be on leadership development, as well as an intensification in face-to-face training courses.

#### **Health and safety**

GRI 403-1, GRI 403-2, GRI 403-3

Movida has health and safety as priority values and considers them to be the responsibility of the entire company.

Movida's operations are not characterized as high-risk activities. Nevertheless, the employees are trained in relation to safety by means of prevention programs, educational campaigns and training courses.

There were no injuries, occupational diseases or days lost at Movida in 2018. As for absenteeism, in 2018 the rate was 2.00%.

Collaborating so that the safety system ensures quality for the employees, Movida has a Fire Brigade, a Health and Safety Committee - SESMT (Specialized Health Service) and a Workplace Safety and Occupational Health Committee, in addition to the CIPA (Internal Accident Prevention Committee), in which 100% of the employees are represented. For those operations where there is no requirement to set up a CIPA, a representative is appointed who has been trained using the same CIPA training model.

#### Health and safety of own employees, by gender - GRI 403-2

	2018			
	Total	Men	Women	
Injury rate	0.00	0.00	0.00	
Occupational disease rate	0.00	0.00	0.00	
Days lost rate	0.00	0.00	0.00	
Absenteeism rate	2.00	1.27	0.73	
Number of deaths	0	0	0	

#### Health and safety of own employees, by region - GRI 403-2

		2018							
	Total	Southeast	South	North	Northeast	Midwest			
Injury rate	0.00	0.00	0.00	0.00	0.00	0.00			
Occupational disease rate	0.00	0.00	0.00	0.00	0.00	0.00			
Days lost rate	0.00	0.00	0.00	0.00	0.00	0.00			
Absenteeism rate	2.00	1.17	0.27	0.10	0.30	0.15			
Number of deaths	0	0	0	0	0	0			

# ENVIRONMENTAL PERFORMANCE









Movida's strategy is to develop its activities in an environmentally sustainable way, with controlled risks and greater efficiency than the market.

The company has initiatives that focus on mitigating the impact of its operations on the environment, such as controlling water and energy consumption, solid waste generation and greenhouse gas emissions, encouraging its employees to get involved and be aware in relation to actions linked to the efficient use of materials and resources.

The average age of Movida's total fleet is low, which contributes to greater safety for customers, lower maintenance costs and a lower environmental impact on account of the lower greenhouse gas emissions.

The search for innovation and tools that optimize the monitoring of environmental impacts and increase the company's environmental performance culminated in the development of the Environmental Data Collection System for controlling the consumption of natural resources and materials of all of Movida's physical facilities, which is expected to be concluded in 2019.

In line with the strategy to reduce consumption of natural resources, all indicators and targets related to the mapped environmental aspects and impacts are undergoing a review process that will be approved and disclosed to our stakeholders in 2019.



# GREENHOUSE GAS EMISSIONS AND CARBON FREE PROGRAM

GRI 305-1, GRI 305-2, GRI 305-3, GRI 305-6, GRI 103-2, GRI 103-3, Material topic: Climate Change

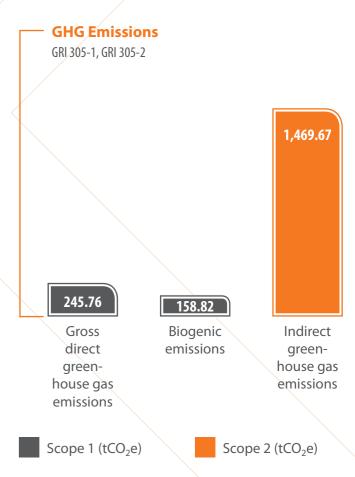
Movida draws up its inventory of greenhouse gas emission based on the GHG Protocol methodology. All of the company units and operations were taken into account in the inventory: Movida stores; the administrative headquarters in the city of Mogi das Cruzes, in the State of São Paulo, and Movida's corporate office in São Paulo.

Movida's operations are in a constant process of development, innovation and expansion, seeking to minimize their emissions, improving data collection and the methodology for calculating their emissions for the next few years. At the same time, the Company is evaluating initiatives to reduce emissions, such as for example, solar energy at Movida stores.

Last year, Movida emitted 1,715.43  $tCO_2e$ , of which 245.76  $tCO_2e$  relates to direct emissions (Scope 1) and 1,469.67  $tCO_2e$  to indirect emissions (Scope 2). Movida does not measure Scope 3 emissions (other indirect emissions).

As for direct and indirect biogenic emissions, the total was  $158.82 \text{ tCO}_2\text{e}$ .

With regard to GHG emissions - Greenhouse Gases, there were 234,178.95 Kg of  $CO_2$ , 120.38 Kg of  $CH_4$  and 28.76 Kg of  $N_2O$  under Scope 1 and 1,469,673.33 Kg of  $CO_2$  under Scope 2.



#### Operational Limit of Movida's Emissions Inventory

#### SCOPE 1

#### SCOPE 2

For the inventory, emissions related to the following items were taken into account: stationary sources (the cafeteria's kitchen gas and energy generators); movable sources (vehicles supporting Movida's operation, such as vans that take customers from the airport to the store, vehicles that transport cars, executive officers' cars, etc.); fugitive emissions (air conditioning).

Emissions accounted for based on the generation of electricity acquired or consumed by the company; purchased or brought onto the company's premises. Under this scope, emissions that occur physically at the place where electricity is generated are accounted for. For the inventory, emissions related to energy consumption were taken into account.

#### **Carbon Free Program - Car Rental**

Movida carries out a number of rentals every day throughout Brazil and, since the company's foundation, has adopted a sustainable posture in relation to its business and has encouraged conscious consumption. One example of this philosophy is the Carbon Free Program, which makes it possible to offset pollutant emissions resulting from rentals by means of planting trees, thus reducing the impact of climate change.

Since 2011, all of Movida's customers have been invited to take part in the program by paying a token fee equivalent to the daily rental rate upon vehicle rental. Each contribution is also matched by a direct financial participation from Movida, which shares the responsibility. After the vehicle has been returned, a specialized company analyzes the distance traveled and calculates the carbon emissions, which results in the number of trees to be planted. The growth of the trees can be tracked via the Internet at Movida's website, https://movida.com.br/carbon-free/.

In 2018, more than 90,000 square meters were reforested by means of the planting of 11,383 seedlings, contributing to CO<sub>2</sub> sequestration. Planting is carried out by means of a partnership that has been set up with the Fundação SOS Mata Atlântica.

The NGO SOS Mata Atlântica acts in the promotion of public policies for the conservation of the Atlantic Forest by means of the monitoring of the biome, production of studies, demonstrative projects, dialogue with public and private sectors, improvement in environmental legislation, communication and the involvement of society in favor of clean water, enhancement of parks and reserves, protection of the sea and restoration of the forest. The Fundação SOS Matar Atlântica facilitates the technical stages of planting. The NGO is a reference in relation to forest restoration in Brazil and is responsible for more than 40 million seedlings that have been planted under reforestation programs.

Customer engagement is critical to the success of the initiative and could make a difference to Brazil's most endangered forest.

Individuals still stand out among the main users of the Carbon Free program, but there is a growing number of companies that have sought this option. Therefore, in 2018, the Carbon Free program was launched for Fleet Management and Outsourcing - GTF.

The direct offsets are derived from the consumption of fossil fuels under Carbon Free rentals during the period from January 1, 2017 to December 31, 2017. The calculation to define the number of seedlings is carried out taking into account the information regarding the fuel mix used in the Flex Fuel vehicles and is based on international protocols from competent bodies, such as the Brazilian GHG Protocol Program, GVces, IPCC and WRI/WBCSD. The survey indicated the total carbon equivalent to be offset.







The calculation of the CO<sub>2</sub> emissions of your rental is



The quantity of CO<sub>2</sub> emitted is translated into a number of trees



The trees are planted in Brazilian territory



You track the growth and the planting of the trees via the internet



## CARBON FREE PROGRAM FROM THE START

**Trees Planted** 514 Area (m²) 2,500

Carbon offset carbon (tCO<sub>2</sub>e) 74.83

**Trees Planted** 2,780

Area (m<sup>2</sup>) 24,358

Carbon offset carbon (tCO<sub>2</sub>e) 463.30

**Trees Planted** 1,175

> Area (m<sup>2</sup>) 7,048

**Carbon offset** carbon (tCO2e)

195.78

**Trees Planted** 3,773

Area (m²) 17,761

Carbon offset carbon (tCO<sub>2</sub>e)

583.93

**Trees Planted** 11,383

Area (m<sup>2</sup>)

68,296

Carbon offset carbon (tCO<sub>2</sub>e)

1,897.10

**Trees Planted** 2,711 Area (m<sup>2</sup>)

25,000

**Carbon offset** carbon (tCO<sub>2</sub>e) 417.1

**Trees Planted** 2,200 Area (m<sup>2</sup>)

13,000

**Carbon offset** carbon (tCO2e) **Trees Planted** 3,772

Area (m<sup>2</sup>)

17,761 **Carbon offset** 

carbon (tCO<sub>2</sub>e) 583.93

**Trees Planted** 7,828 Area (m<sup>2</sup>)

46,252

**Carbon offset** carbon (tCO2e) 1,304.66 *Note: The figures include* Car Rental data. In 2010 the Program was not in place. The trees planted in the years mentioned refer to offsetting of the GHG emissions generated in

#### **Carbon Free Program - Fleet Management and Outsourcing**

The success of the Carbon Free Program was so positive that the initiative became one of the criteria for acquiring and renewing a Fleet Management contract. Currently, one of every five companies that outsource their fleet with Movida subscribe to the program.

One of the examples in 2018 was the fleet outsourcing carried out by the company L'OREAL. About 1,000 vehicles rented by the company, in addition to having Flex engines, are part of the Carbon Free Program, resulting in the offsetting of 100% of the CO<sub>2</sub> emissions by means of reforestation. This Movida project for L'OREAL won the Frotas & Fretes Verdes Award of 2018.

Movida sends fleet outsourcing customers a report on a monthly basis with the figures in terms of emissions generated, the number of seedlings that will be planted for proper offsetting and other indicators for the company's management.

• It is possible to monitor the development of the seedlings via the hot site www.movida.com.br/carbon-free

## Results of the LÓREAL Project that began in November 2018



Number of vehicles used: 879 vehicles (173 in **November + 706 in December)**;



Amount of GHG emissions generated: 149.43 tons of CO<sub>2</sub>e (29.41 tCO<sub>2</sub>e November + 120.02 tCO<sub>2</sub>e December);



Number of seedlings to be planted during 2019: 1,046 (205 seedlings for November and 841 seedlings for December)

## **ENERGY EFFICIENCY**

GRI 302-1



Movida monitors and manages consumption of energy from the national interconnected system. In 2018, total energy consumption was 11,958,854.43 KWh for all of Movida's physical facilities (Movida's brick and mortar stores, office and administrative headquarters).

Movida has made investments in order to optimize electricity consumption in all of its operating activities. To this end, in 2018 it began a study for the implementation of renewable energy for all of its brick and mortar stores. The idea is that the company has 100% of its stores supplied by renewable energy, coming from sources such as solar farms, for example. This implementation is expected to lead to a 20% reduction in the current cost of each of Movida's energy bill, in addition to the commitment to minimize environmental impact.

#### **Electricity Consumption (KWh)**

	2018	
Electricity		11,958,854.43
Fuel Consumpti	on (KJ)	
Non-renewable		2018
Gasoline		32,750,400.95
Renewable		2018
Ethanol		121,551,850.06

Message from Management

**About the Report** 

Movida: **Quality and Innovation** 

Corporate Governance

Movida Financial and **Economic Performance 2018** 

Social Performance **Environmental** Performance

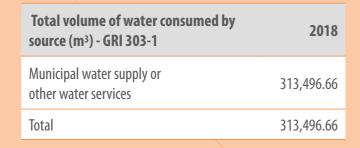
## WATER

GRI 303-1

Movida monitors and manages consumption of water from municipal water services. In 2018, total consumption of water from these sources was 313,496.66 m<sup>3</sup>, for all of Movida's physical facilities (Movida's brick and mortar stores, office and administrative headquarters).

In order to reduce water consumption in its activities, Movida has been replacing the conventional car wash process with the "dry cleaning" process at its stores. This type of cleaning stands out as a sustainable alternative to avoid wasting water at all of the company's stores.

In 2018, Movida achieved savings of 33,615 m<sup>3</sup> of water and at the present time 41 stores already have this type of cleaning. The company's intention is to increase the number of stores that will be working with this cleaning model over the next few years.







41 stores already adopt dry cleaning in its activities



Savings of 33,615 m3 of water in 2018 by dry cleaning

## WASTE

GRI 306-4

Movida carries out environmentally sound management of solid waste generated by its operational activities, being responsible for the segregation, storage, transportation and environmentally appropriate final disposal.

Movida is well aware that the improper disposal of waste can cause damage to the environment, and to the lives and health of the population and, consequently, result in the application of sanctions in the administrative (warning, fine and embargo, for example) and criminal spheres, in addition to the responsibility to repair the damage caused in the civil sphere.

The class I waste generated by Movida is managed by customers who carry out maintenance on vehicles and machines and assume responsibility for the proper transportation and disposal of the aforesaid waste.

Therefore, all hazardous waste resulting from vehicle maintenance and operation activities, such as lubricating oils, is properly earmarked for recycling. This process is carried out by a duly approved customer of the company, who collects the used lubricating oil, refines it and afterwards sends it to be reused in other third-party production processes.

With regard to the monitoring of solid waste monitoring, henceforth Movida will report quantitative information based on the implementation of the Environmental Data Collection System for controlling the consumption of natural resources and solid waste generation for all of Movida's physical facilities, which is to be concluded in 2019.

Message from Management Movida Financial and Movida: Social Environmental Credits and Corporate About the Report **GRI Content Index** Corporate Information **Quality and Innovation Economic Performance 2018** Performance Governance Performance

## GRI CONTENT INDEX

GRI Standards	Disclosure		Observations	Page of the report	Omission
GRI 101: FOUNDATIONS 20	)16				
GENERAL CONTENT					
	ORGANIZATIONAL P	ROFILE			
	GRI 102-1	Name of the organization.		// 7	
	GRI 102-2	Activities, brands, products and services.		7,12	
	GRI 102-3	Location of the organization's headquarters.		7,37	
	GRI 102-4	Location of the organization's operations.		7,12	
	GRI 102-5	Ownership and legal form.		7	
	GRI 102-6	Markets served.		7,12	
	GRI 102-7	Scale of the organization.		7	
GRI 102: General Disclosures 2016	GRI 102-8	Information on employees and other workers.		25	Movida does not have the data regarding outsourced employees. Therefore, the response for this indicator does not detail the situation of this stakeholder.
	GRI 102-9	Supply chain.	Movida has a diversified chain of suppliers such as: fuels, lubricants, tires, automotive parts, light and heavy vehicles.		
	GRI 102-10	Significant changes to the organization and its supply chain.	In 2018, the Company's private capital increase was fully approved. 49,929,428 new common, registered, book-entry shares with no par value were subscribed. The Company's paid-in capital is now made up of 263,421,014 common shares.	12, 15	
	GRI 102-11	Precautionary Principle or approach.		19	
	GRI 102-12	External Initiatives.		20	
	GRI 102-13	Membership of associations.		20	

Movida Financial and Economic Performance 2018 Message from Management Movida: Quality and Innovation Corporate Governance Social Performance Environmental About the Report Performance

GRI Standards	Disclosure		Observations		Page of the report	Omission
	STRATEGY					
	GRI 102-14	Statement from senior decision-maker.			3	
	ETHICS AND INTEGRIT	Υ				
	GRI 102-16	Values, principles, standards and norms of behavior.			10, 18	
	GOVERNANCE					
	GRI 102-18	Governance structure.			15, 16	
	STAKEHOLDER ENGAG	SEMENT				
	GRI 102-40	List of stakeholder groups.				Information not available. Movida intends to consult with stakeholders during the next reporting cycle.
	GRI 102-41	Collective bargaining agreements.			25	
CDI 102	GRI 102-42	ldentifying and selecting stakeholders.				Information not available. Movida intends to consult with stakeholders during the next reporting cycle.
GRI 102: General Disclosures 2016	GRI 102-43	Approach to stakeholder engagement.				Information not available. Movida intends to consult with stakeholders during the next reporting cycle.
	GRI 102-44	Key topics and concerns raised.			5	
	REPORTING PRACTICE				·	
	GRI 102-45	Entities included in the consolidated financial statements.	Movida Locação de Veículos S.A. Movida Participações S.A. Movida Locação de Veículos Premium Ltda.			
	GRI 102-46	Defining report content and topic boundaries.				
	GRI 102-47	List of material topics.			5	
	GRI 102-48	Restatements of information.	This is the first Sustainability Report published b	y Movida.	5	
	GRI 102-49	Changes in reporting.	This is the first Sustainability Report published b	y Movida.		
	GRI 102-50	Reporting period.				
	GRI 102-51	Date of most recent report.	This is the first Sustainability Report published b	y Movida.	5	

Credits and Corporate Information

**GRI Content Index** 

Movida Financial and Economic Performance 2018 Message from Management Movida: Quality and Innovation Corporate Governance Social Performance Environmental About the Report **GRI Content Index** Performance

Credits and Corporate Information

GRI Standards	Disclosure	Observations	1	Page of the report	Omission
	GRI 102-52	Reporting cycle.		5	
	GRI 102-53	Contact point for questions regarding the report.		5, 37	
GRI 102: General Disclosures 2016	GRI 102-54	Claims of reporting in accordance with the GRI Standards.		5	
centeral biscrosures 2010	GRI 102-55	GRI content index.		33	
	GRI 102-56	External assurance.		5	
MATERIAL TOPICS					
PORTFOLIO					
	GRI 103-1	Explanation of the material topic and its Boundary.		5	
GRI 103: MANAGEMENT APPROACH 2016	GRI 103-2	The management approach and its components.		12	
All Honell 2010	GRI 103-3	Evaluation of the management approach .		12	
GRI 102: General	GRI 102-2	Activities, brands, products and services.		7, 12	
Disclosures 2016	GRI 102-6	Markets served.		7, 12	,
CLIMATE CHANGES				`	
	GRI 103-1	Explanation of the material topic and its Boundary.		5	
GRI 103: MANAGEMENT APPROACH 2016	GRI 103-2	The management approach and its components.		28	
All FROACH 2010	GRI 103-3	Evaluation of the management approach.		28	
	GRI 305-1	Direct (Scope 1) GHG emissions.		28	
CDI 205 EMICCIONE 2016	GRI 305-2	Energy indirect (Scope 2) GHG emissions.		28	
GRI 305: EMISSIONS 2016	GRI 305-3	Other indirect (Scope 3) GHG emissions.		28	
	GRI 305-6	Emissions of ozone-depleting substances (ODS)".		28	
GRI 302: ENERGY 2016	GRI 302-1	Energy consumption within the organization.		31	
URBAN MOBILITY					
	GRI 103-1	Explanation of the material topic and its Boundary.		5	
GRI 103: MANAGEMENT APPROACH 2016	GRI 103-2	The management approach and its components.		7	
APPKUACH 2016	GRI 103-3	Evaluation of the management approach.		7	

Credits and Corporate Information Message from Management Movida: Quality and Innovation Movida Financial and Economic Performance 2018 Corporate Social Environmental About the Report **GRI Content Index** Performance Performance Governance

<b>GRI Standards</b>	Disclosure		Observations	Page of the report	Omission
INOVATION					
	GRI 103-1	Explanation of the material topic and its Boundary.		5	
GRI 103: MANAGEMENT APPROACH 2016	GRI 103-2	The management approach and its components.		7, 12	
	GRI 103-3	Evaluation of the management approach.		7, 12	
SPECIFIC INDICATORS					
ECONOMIC SERIES					
	GRI 201-1	Direct economic value generated and distributed.		23	
GRI 201: ECONOMIC PER- FORMANCE 2016	GRI 201-2	Financial implications and other risks and opportunities due to climate change.		19	
GRI 203: INDIRECT ECO- NOMIC IMPACTS 2016	GRI 203-2	Significant indirect economic impacts.		23	
	GRI 205-1	Operations assessed for risks related to corruption.		17	
GRI 205: ANTI-CORRUP- TION 2016	GRI 205-2	Communication and training about anti-corruption policies and procedures.		17	
	GRI 205-3	Confirmed incidents of corruption and actions taken.	In 2018 no incidents of corruption were identified in Movida.	17	
GRI 206 ANTI-COMPETI- TIVE BEHAVIOR 2016	GRI 206-1	Legal actions for anti-competitive behavior, anti-trust and monopoly practices.	In 2018, Movida S.A and its subsidiaries are not the defendants in any corruption-related legal cases.		
ENVIRONMENTAL SERIES	`				· ·
GRI 303: WATER 2016	GRI 303-1	Total water withdrawal, by source.		32	
GRI 306: EFFLUENTS AND WASTE 2016	GRI 306-4	Transport of hazardous waste.		32	
GRI 307: ENVIRONMENTAL COMPLIANCE 2016	GRI 307-1	Non-compliance with environmental laws and/or regulations.	In 2018, Movida did not pay any fines for non-compliance with environmental laws and regulations, however it has administrative appeals pending decisions in the respective bodies.		

Credits and Corporate Information Message from Management Movida Financial and Economic Performance 2018 Movida: Corporate Social Environmental **About the Report GRI Content Index Quality and Innovation** Performance Performance Governance

GRI Standards	Disclosure		Observations	Page of the report	Omission
SOCIAL SERIES					
GRI 401: EMPLOYMENT 2016	GRI 401-1	New employee hires and employee turnover.		25	
	GRI 403-1	Occupational health and safety management system.		26	
GRI 403: OCCUPATIONAL HEALTH AND SAFETY 2016	GRI 403-2	Hazard identification, risk assessment, and incident investigation.		26	
	GRI 403-3	Political contributions.		26	
GRI 415: PUBLIC POLICY 2016	GRI 415-1	Total amount of financial contributions to political parties.	Movida did not make any donations to political parties in 2018.		
GRI 417: MARKETING AND LABELING 2016	GRI-417-3	Incidents of non-compliance concerning marketing communications.	Movida respects and complies with all the current rules and processes regarding advertising, promotion and sponsorship. In 2018 there were no cases of non-compliance with regulations or voluntary codes related to marketing communications, including advertising, promotion and sponsorship.		

Message from Management

**About the Report** 

Movida: **Quality and Innovation** 

Corporate Governance

Movida Financial and **Economic Performance 2018** 

Social Performance Environmental Performance

**GRI Content Index** 

**Credits and Corporate Information** 

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