

1Q21

Results

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The quarterly information was prepared in accordance with International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB), and in accordance with accounting practices adopted in Brazil (BR GAAP).

First Quarter 2021

Overview

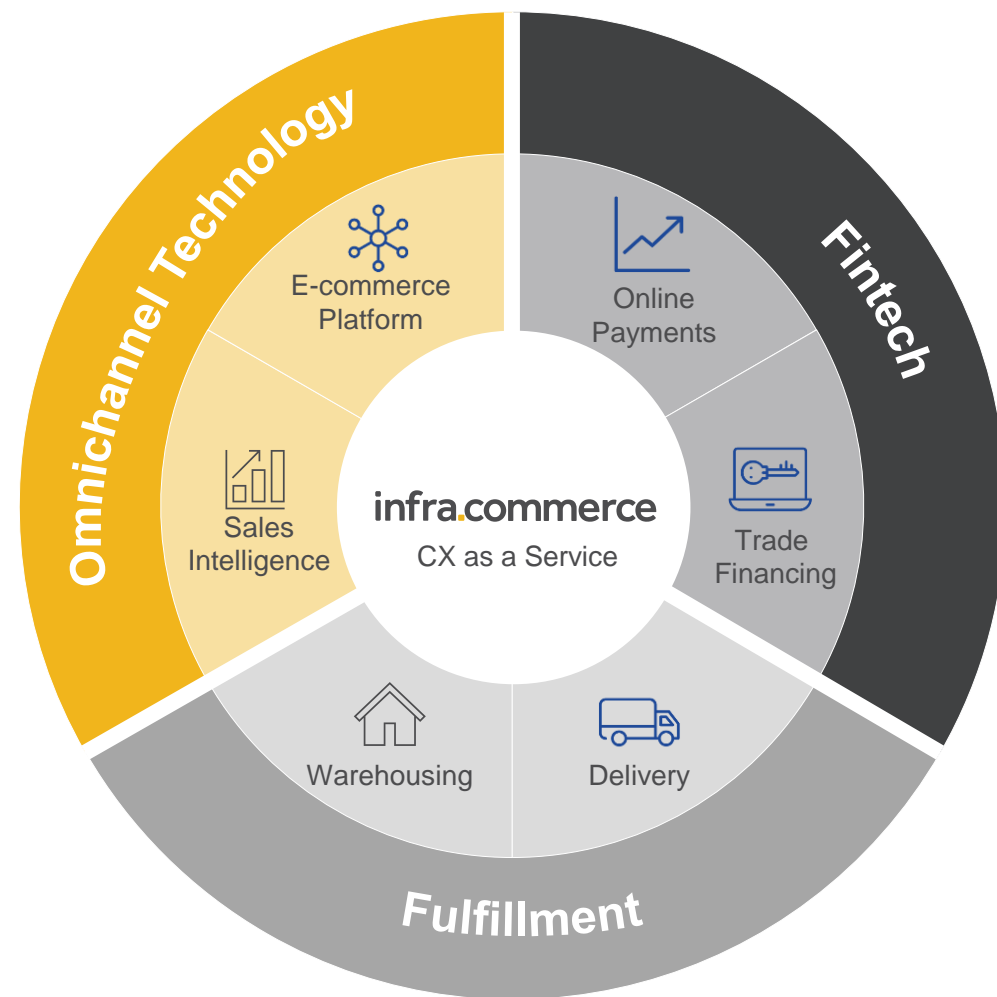
Kai Schoppen
CEO

infra.commerce enables brands to win in the digital economy...

...by providing a complete set of integrated digital solutions at a multi-billion scale...

...for an exceptional customer experience

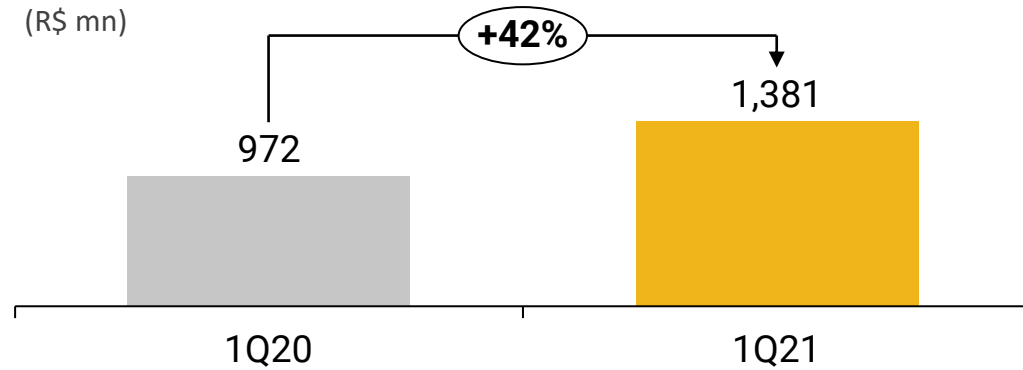
CXaaS Digital Ecosystem



1Q21 Highlights

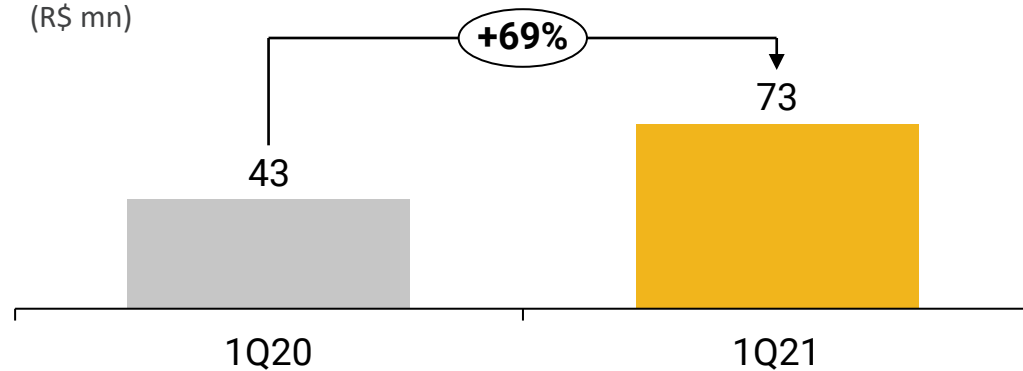
GMV

(R\$ mn)



Net Revenue

(R\$ mn)



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* Net of fees, does not consider potential proceeds from the greenshoe (up to R\$130M)



+65% TPV YoY

R\$ 132M



14.3M products shipped

+49% YoY



Gross Margin

46%



Adjusted EBITDA

R\$ 1.5M



IPO*

R\$ 831M



Total Clients

239

1Q21 Business Update



B2C continues to **accelerate growth**

Revenue increase of **83%** YoY



Solid performance from B2B

Growth of **50%** of client base during 1Q21



Increased **revenue generation** from clients

Average take rate of 5.3%, **up 20%** YoY



Continuous **reduction in client concentration** in 1Q21

Top 2 customers accounted for **28%** of net revenue vs 42% in 1Q20



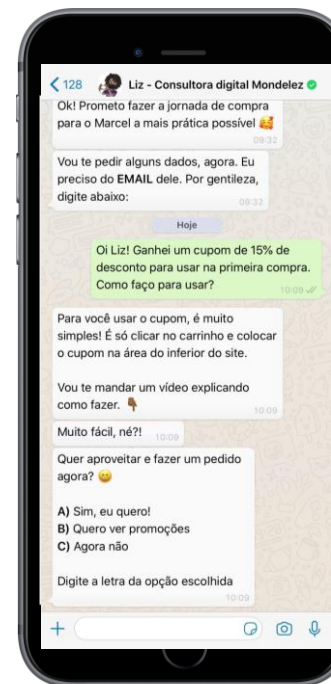
Support to **#PANELACHEIASALVA** movement

Website **development** – project raised +R\$55million

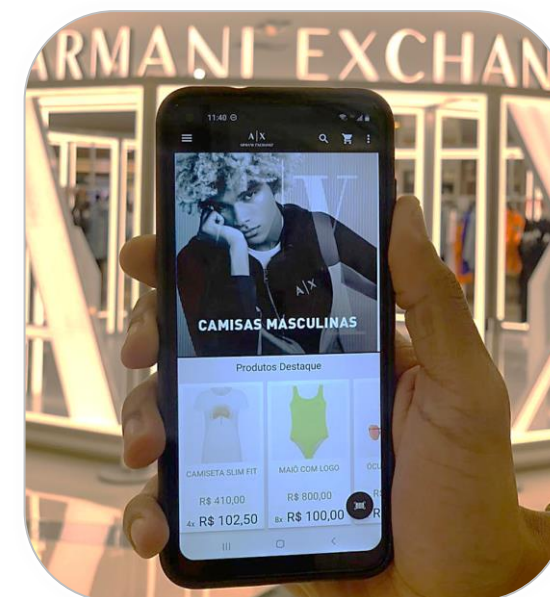
Recent Achievements

- **Significant customer base expansion** – from 52 clients in 1Q20 to 239 in 1Q21, accelerated with recent M&As
- **Infra.shop B2B platform launch of two innovative modules** – WhatsApp sales and B2B hub
- **Launch of first Guide Shop for Armani Exchange @Morumbi** Shopping Center (São Paulo) with omnichannel technology, fulfillment and fintech solutions
- **Set of new standard for fast delivery in SP** – same day delivery for orders received before 2pm*
- **Leader in innovative payment solution adoption** – Pix in Infra.shop B2B marketplace platform in addition to B2C stores launched in December 2020

B2B WhatsApp



Guide Shop



M&A Update

Acquisition of majority stake at the leading CXaaS enabler in Argentina, Colombia, Chile and Peru

Brandlive serves more than 40 large and medium brands like Samsung, Havaianas, Topper, Carter's and Asics

This acquisition further strengthens our leadership position in Latin America, enabling the cross-selling in same clients in multiple countries



First Quarter 2021

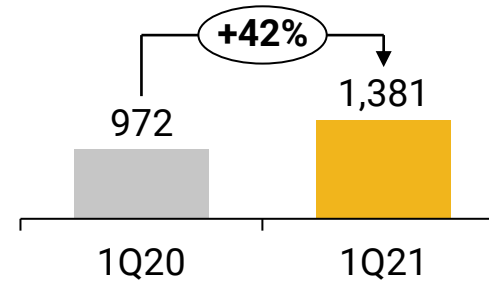
Financial Performance

Raffael Quintas
CFO

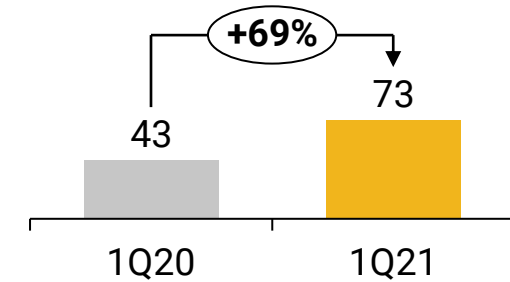
1Q21 Financial Highlights

- **42% GMV increase YoY**, total of R\$1,381 million
- **Net revenue growth of 69% YoY**, with a 31% increase in B2B and 83% in B2C
- **Gross profit of R\$34 million, 60% up**, with a healthy margin of 46%
- **Adjusted EBITDA of R\$1.5 million, increase of 21% YoY**

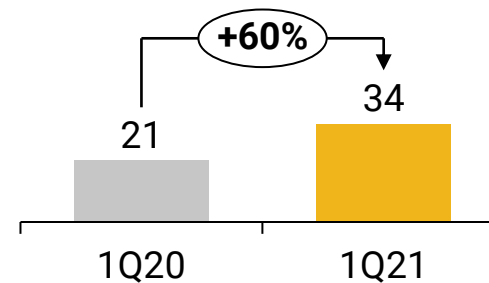
GMV
(R\$ mn)



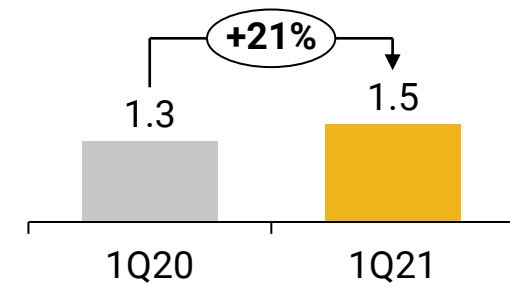
Net Revenue
(R\$ mn)



Gross Profit
(R\$ mn)



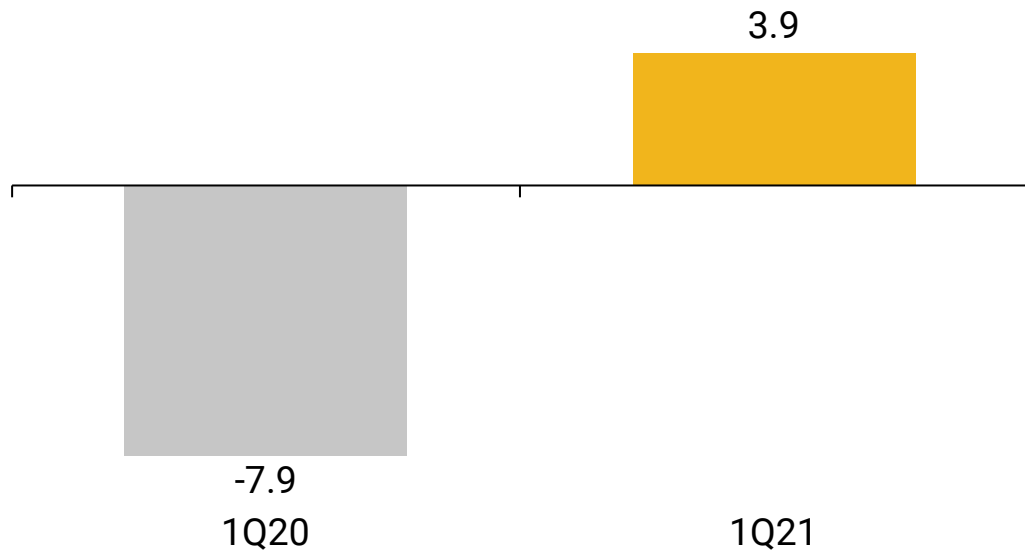
Adjusted EBITDA
(R\$ mn)



1Q21 Financial Highlights

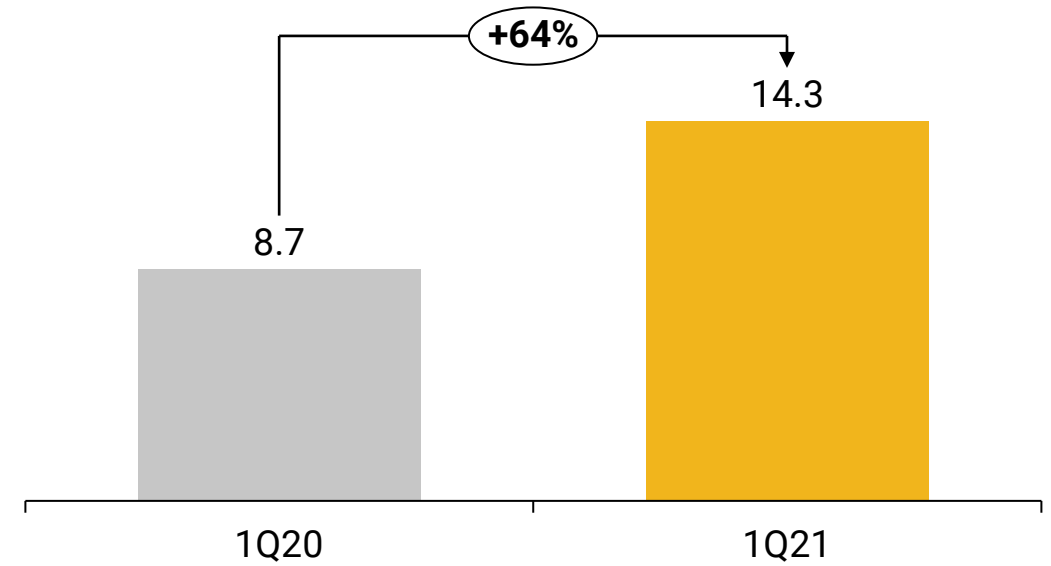
Net Income

(R\$ mn)



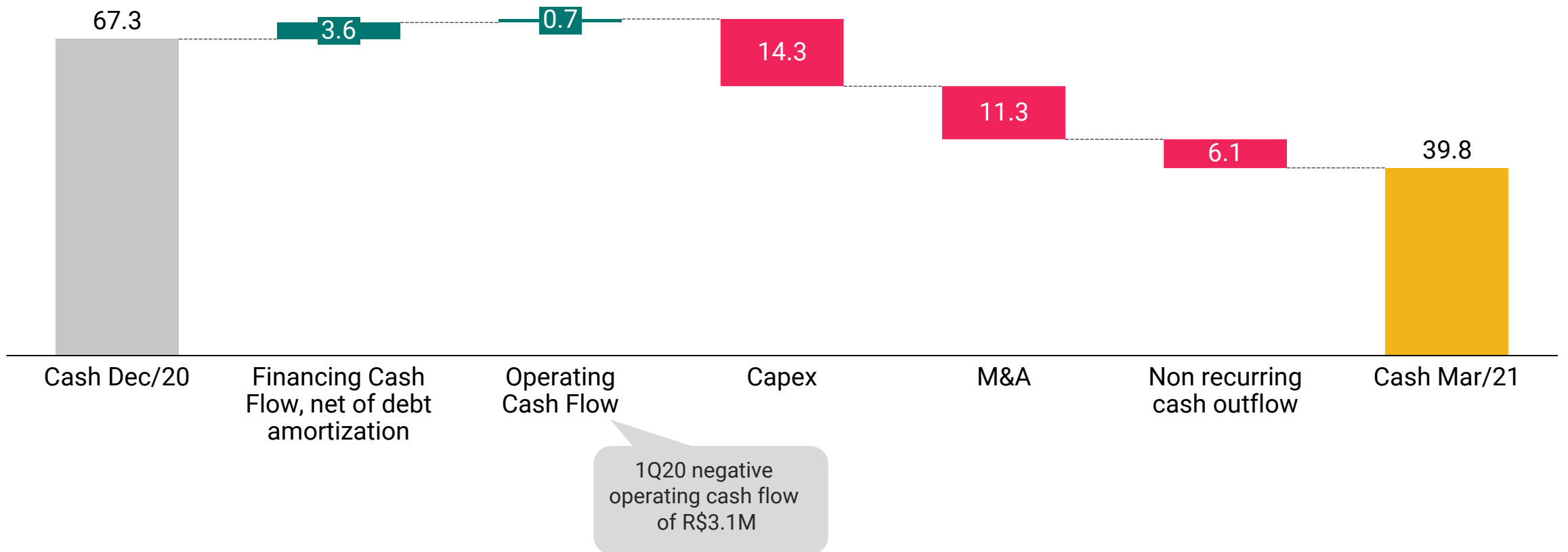
Capex

(R\$ mn)



1Q21 Cash Balance

(R\$ mn)

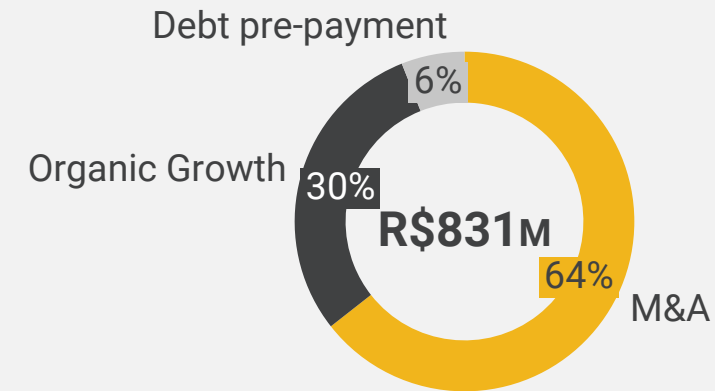


Conclusion of Infracommerce's IPO



- Total base offer of R\$870 million:
 - R\$831 million of net proceeds to Infracommerce
 - R\$16.00 per common share
 - Primary green shoe of R\$130 million
- Listed in Novo Mercado segment of B3, the highest level of corporate governance of the Brazilian stock exchange
- Based on CVM Rule 476

Use of Proceeds



Accelerate growth via M&A

Strategic acquisitions to further enhance technology and consolidate the market

Organic Growth

Investments in Capex / R&D and Cash surplus

Debt pre-payment

Infracommerce Investment Highlights



1. Business model propelled by digitalization and disintermediation megatrends

2. Powerful combination of high-growth and proven profitability

3. Scalable business model with potential upsides from gains of scale

4. Clear growth strategy ahead

Thank You



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