



3Q21

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).

3Q21

Overview

KAI SCHOPPEN

CEO



3Q21 Highlights

Solid business performance...

- Record of **433 clients** in the ecosystem, vs 64 in 3Q20
- **43 new clients** in the quarter
- **+63% QoQ** increase in sales lead generation
- **0.2% churn rate** in 3Q21
- **Infrapay B2B** recently launched a 'brAA-' FIDC, and ended September 2021 with **11 clients On and Off-platform**
- **Modularization of solutions offering**, increasing commercial flexibility and TAM, with greater penetration in large and medium clients



(new DC in Brazil and full flag ship store in Chile)



(dark stores expansion)



(dark stores expansion)



Investment in the commercial area with a 50% increase in the sales team

...with **strong** results...

2021 3rd Quarter

GMV
R\$1.7 billion
+43% YoY

Net Revenue
+70% YoY
Total of R\$105 million

TPV
R\$276 million
+107% YoY

433
Clients
Vs 64 in 3Q20

2,445
#Infras
~500 in tech

+18%
Take rate
increase



... excellent
operational performance...



23 million items delivered in 3Q21, +88% YoY



61% of orders delivered in less than 48 hours

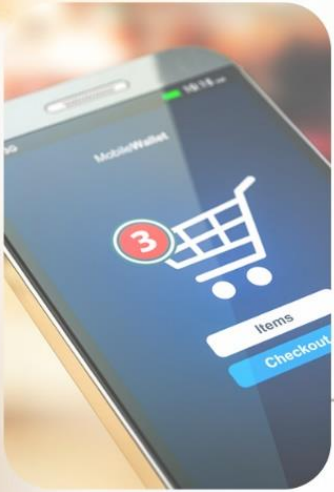


Total of **11 DCs and 10 dark stores** in the quarter, aligned with our CXaaS strategy

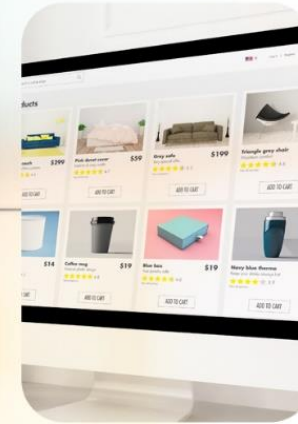


Exceptional dark stores results:

- In October, one of our largest clients registered 43% of the orders in Sao Paulo and 56% of the orders in Salvador already delivered by the dark stores, showing the consumer preference for ultra fast delivery
- Best NPS among all the client's channels (graded 74% by final consumer)

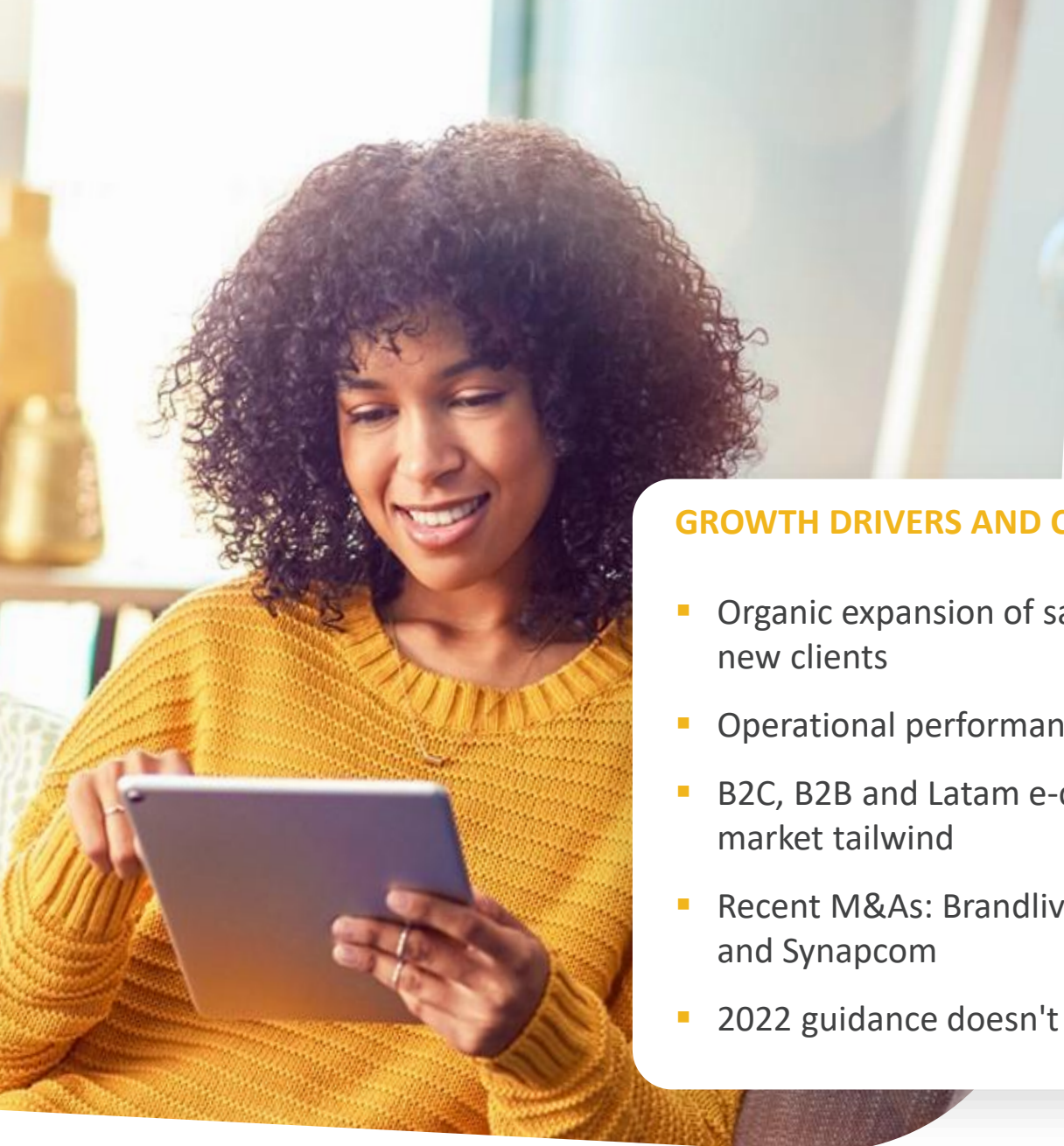


...evolving on the tech platform...



- ✔ **Omnipayments Go** live adding autonomy and technology to split payments
- ✔ **B2B platform – Go live** of a new agribusiness client and entering in the pet and medical care sectors
- ✔ Starting the implementation of the **B2B Platform** in the first client outside of Brazil





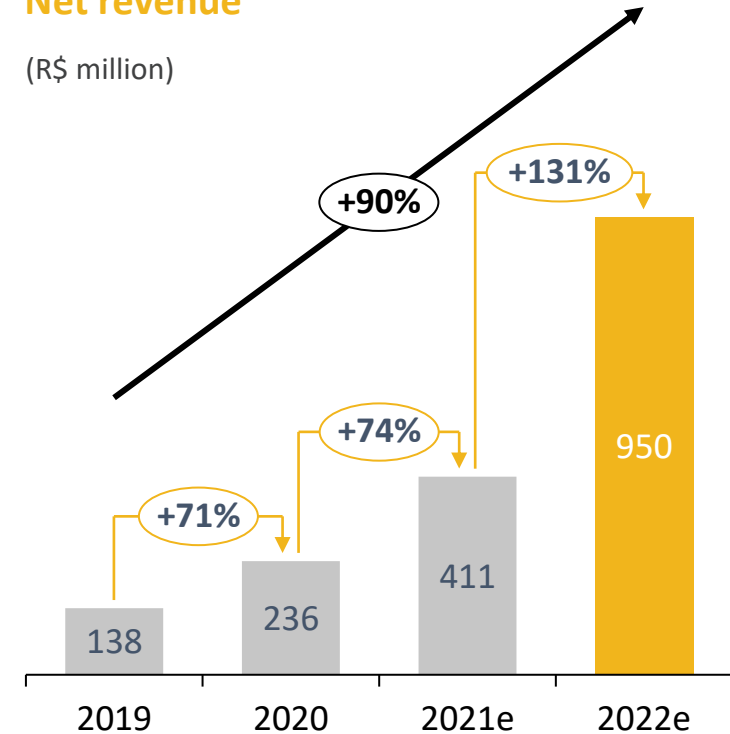
... with M&As, Infracommerce reaches a disruptive level in 2022 (4.0x larger than 2020)

GROWTH DRIVERS AND CONSIDERATIONS

- Organic expansion of same clients and new clients
- Operational performance
- B2C, B2B and Latam e-commerce market tailwind
- Recent M&As: Brandlive, Summa, Tatix and Synapcom
- 2022 guidance doesn't consider M&As

Net revenue

(R\$ million)



3Q21

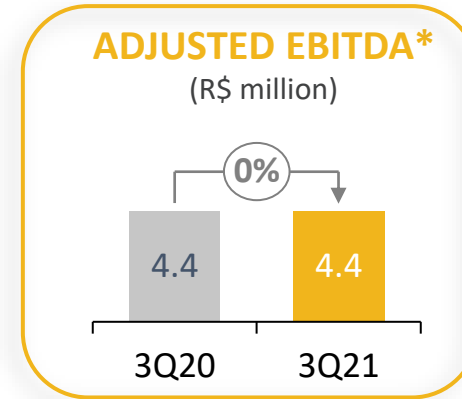
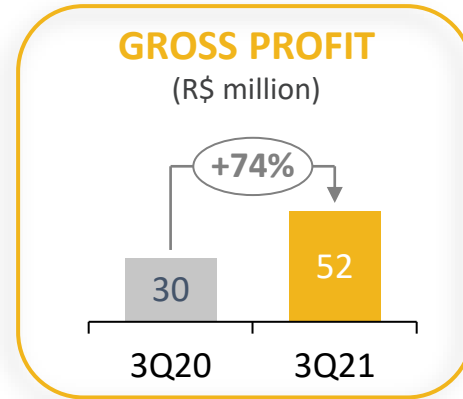
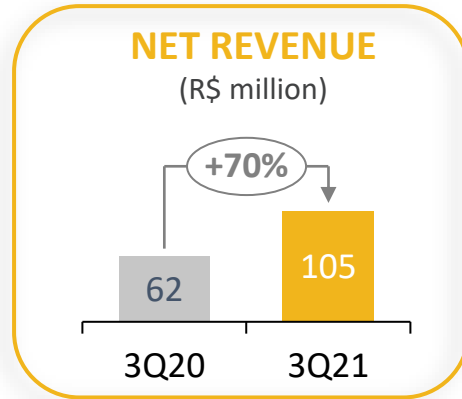
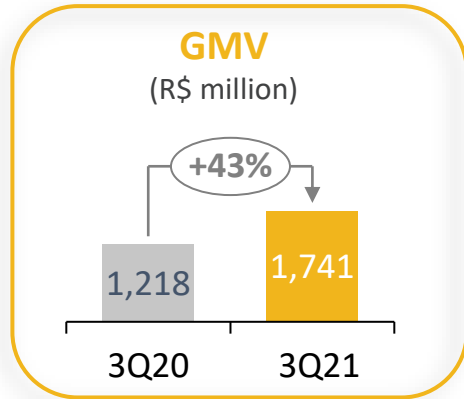
Financial Performance

RAFFAEL QUINTAS

CFO



Financial Highlights – 3Q21

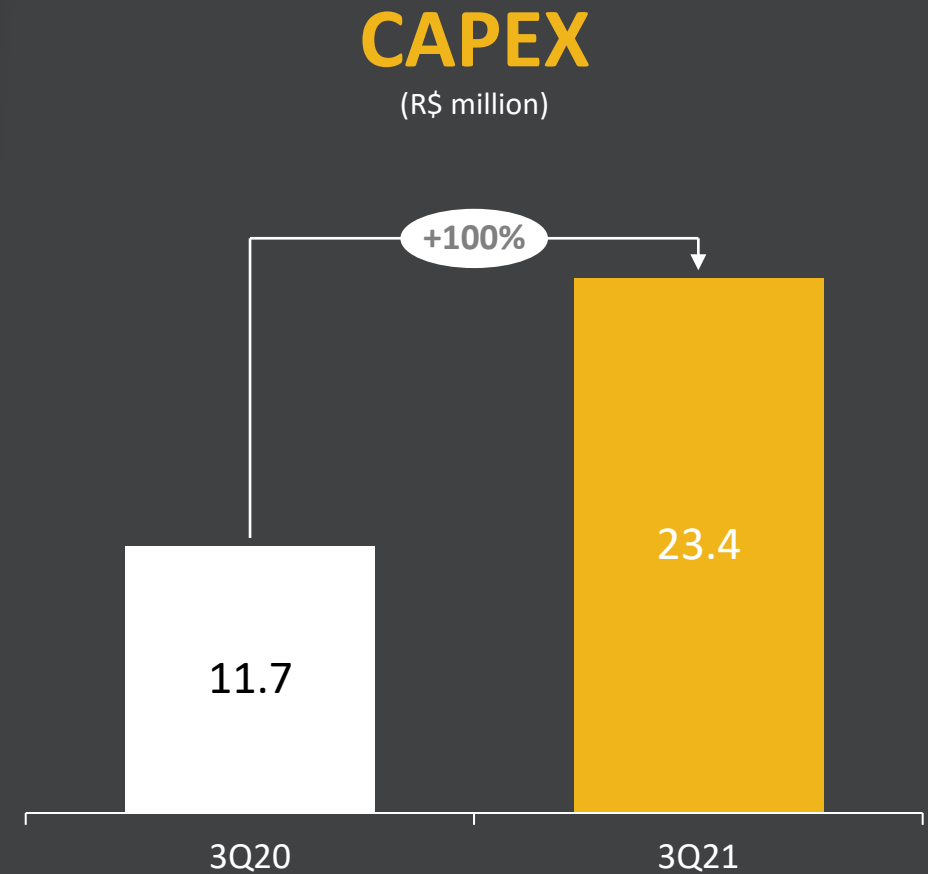


- **GMV increase of 43% YoY** to R\$1.7 billion, as a result of an expansion in number of transactions
- Record Net Revenue of R\$105 million, equivalent to a 70% growth YoY, being 87% from B2C and 48%* from B2B. **Total CAGR of 62%** between 3Q19 and 3Q21
- Gross Profit of R\$52 million, 74% higher than the same period of last year, reaching a **Gross Margin of 50%**, a 1.2 p.p. increase versus 3Q20
- **Adjusted EBITDA* of R\$4.4 million** for 3Q21, about the same of what we've registered last year. That number was impacted by the significant investment made on the logistical grid expansion and omnichannel solution, in addition to the creation of new areas to enhance our corporate governance



Capex

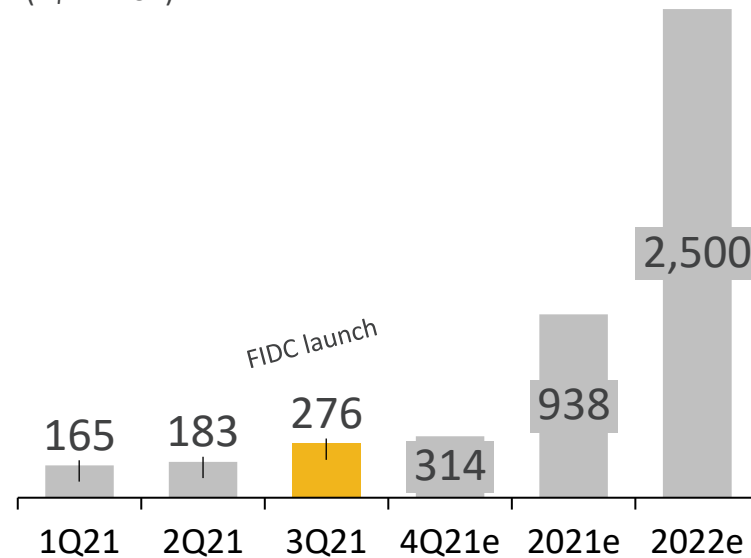
- Investment of **R\$13.5 million** on the continuous improvement of our **omnichannel platform**
- Investment of **R\$9.8 million** to expand our **logistical grid** with the objective of offering more options to our clients and contribute to improve their conversion rate:
 - Launch of three new warehouses (Fortaleza, Extrema and Salvador), **ending the quarter with 11 in total**
 - **3 new dark stores**, reaching 10 in total by the end of the quarter.



Fintech: Ecosystem of Payment Solutions

TPV

(R\$ million)

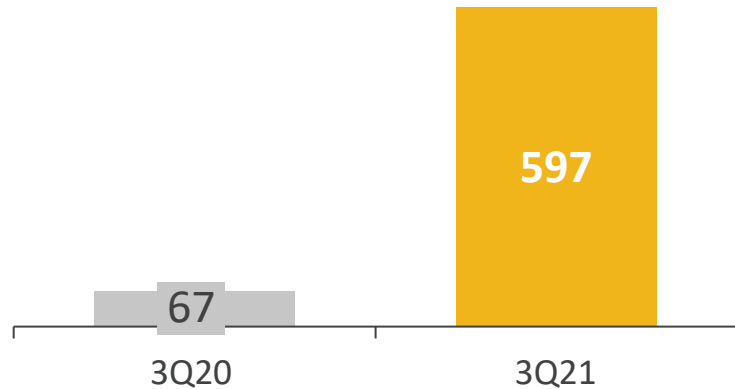


- With omnipayments, we expanded our e-commerce payment options in order to be 100% omnichannel
- Infrapay B2B offers trade finance for small retailers based on artificial intelligence...
- ... combining transactional data with financial data using customer scoring algorithm
- Infrapay credit contributes to boost the wholesalers revenue by 15% to 25% in this initial phase, with delinquencies rates below 0.5%
- Austin announced our FIDC rating of brAA-

Strong Liquidity Position

CASH

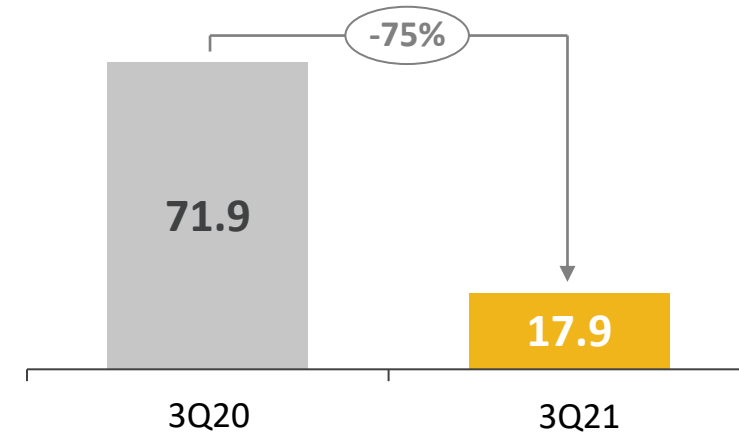
(R\$ million)



Do not consider a Bond equivalent to R\$250 million, recently approved by the Board, that will be issued by the end of November, in order to enhance our cash position

GROSS DEBT

(R\$ million)



Reduction according to the use of proceeds presented during the IPO

GUIDANCE

2021 and 2022

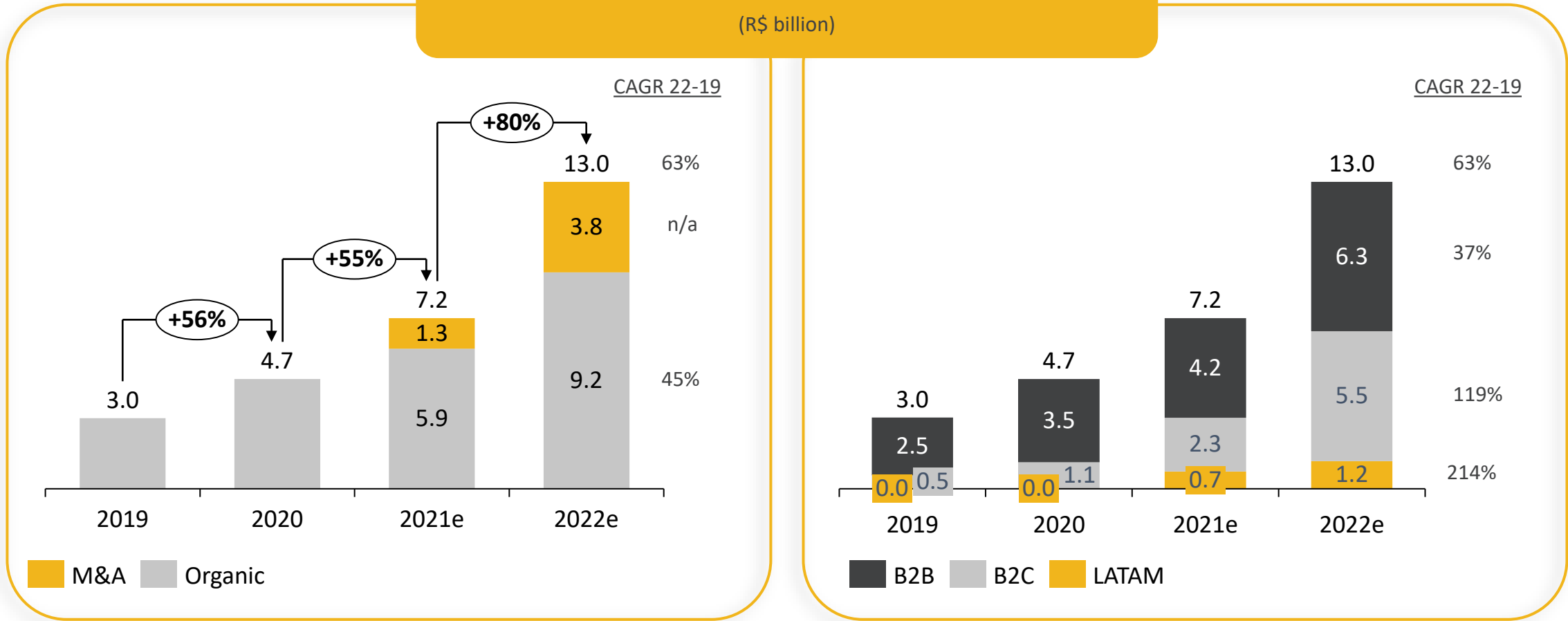
FABIO BORTOLOTTI
IRO



Preparing Ecosystem to GMV Increases

GMV*

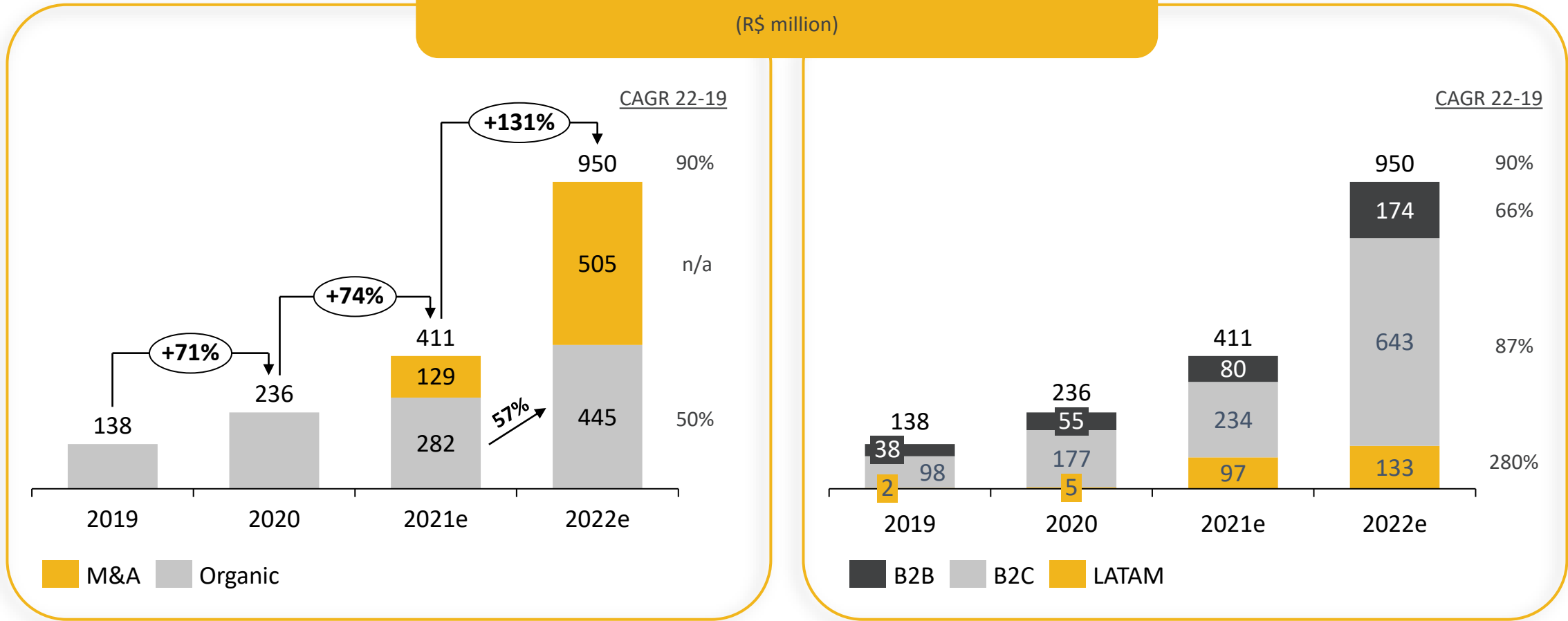
(R\$ billion)



New Revenue Patamar: Prepared to the new Cycle

NET REVENUE

(R\$ million)

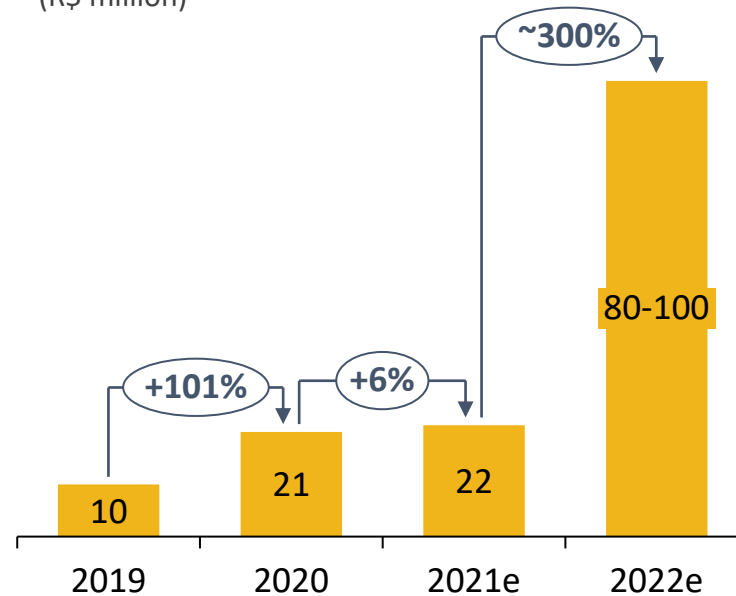


Synergies Captures

Results in Positive Operational Performance

EBITDA

(R\$ million)



RECENTE ACQUISITIONS SYNERGIES

- Fixed cost dilution, mainly in technology
- Variable cost reduction per order through economy of scale and suppliers' renegotiation – e.g.: freight and acquirers
- Consolidation of logistical grid – e.g.: incorporation of two Pier8's DC
- Administrative structure optimization

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- Strong growth aligned with the tailwind of the market increasing digitalization and Infracommerce's differentiated value proposition
- Organic growth boosted by innovation, new products, technology, modularization and client base expansion
- Record in attraction and conversion of new clients
- Consolidated leadership position in B2C after M&As
- Solid growth in B2B, propelled by unexplored TAM and our innovative solutions
- Great opportunity of expansion in Latin America
- Ecosystem evolution, strengthened by the solutions offering modularization
- Sophistication of the B2B offering through the fintech solutions
- Post merger integration with Summa and Tatix with positive results that will be further leverage after Synapcom's transaction closing

Thank you



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