



infra
commerce

Your strategy, our ecosystem.

Company Presentation

3Q22

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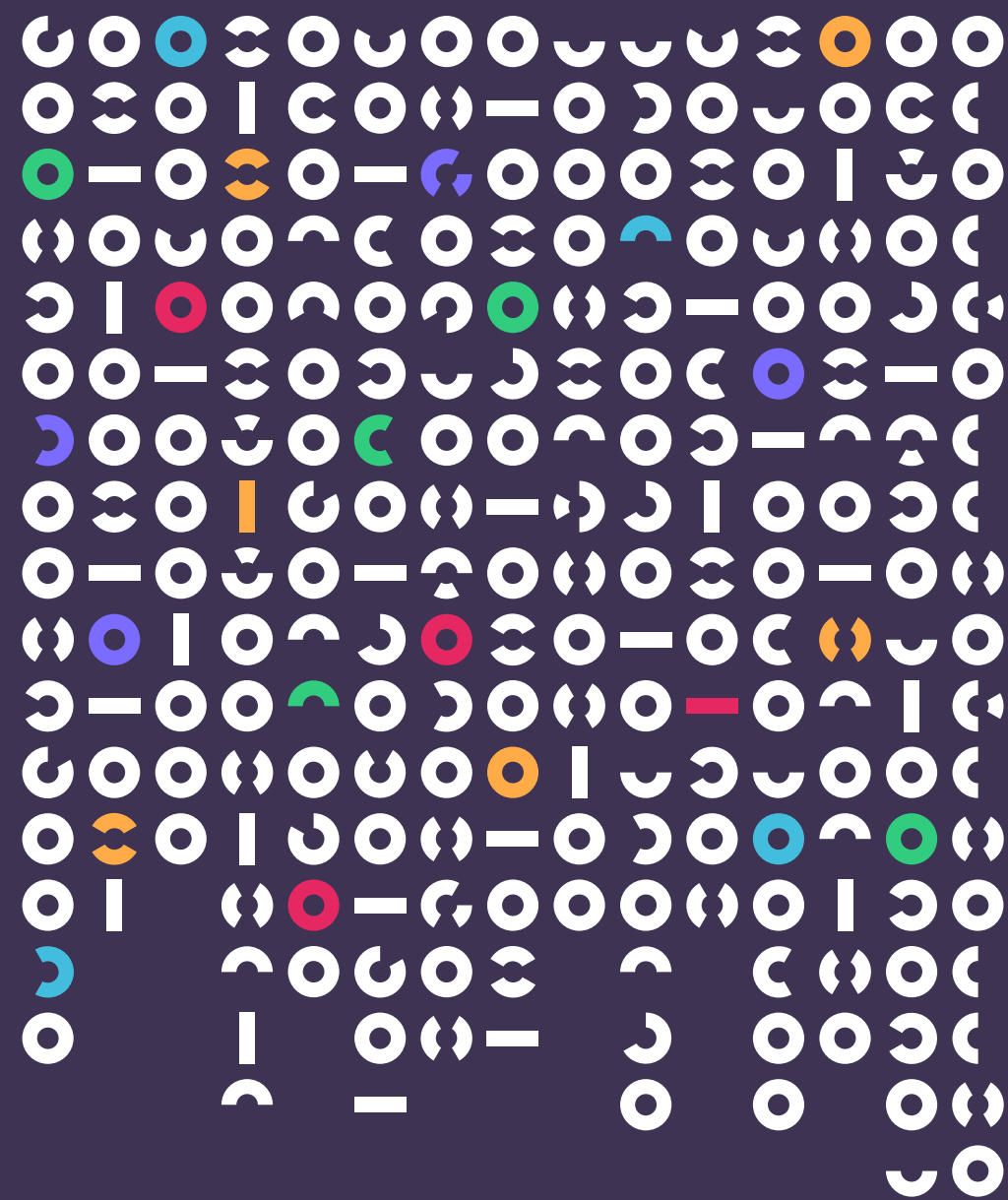
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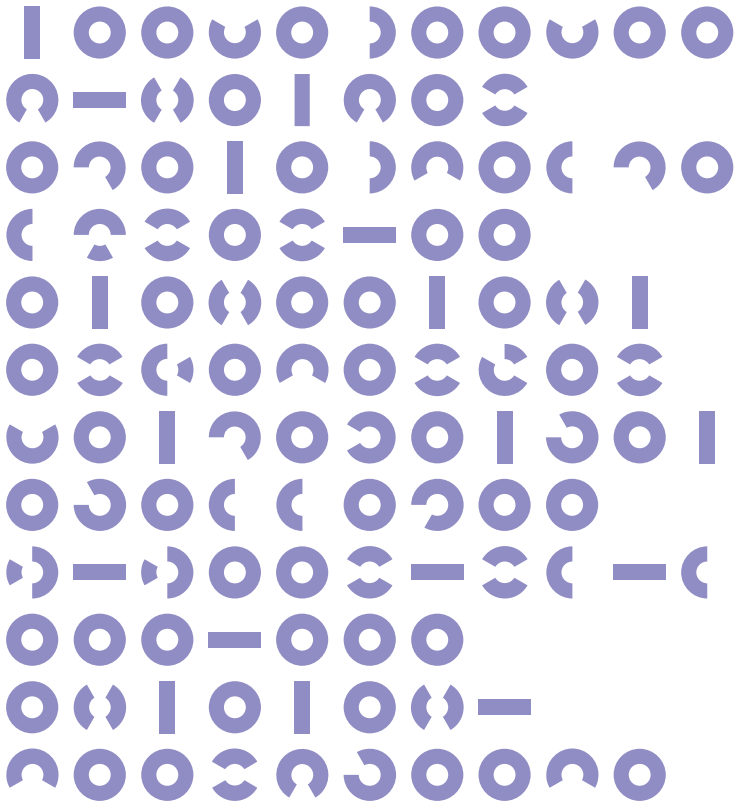
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Certain percentages and other figures included in this document have been rounded to facilitate their presentation. The scales of the graphics of the results may appear in different proportions to optimize the presentation. Therefore, the figures and graphics presented may not represent the arithmetic sum and the appropriate scale of the figures that precede them, and may differ from those presented in the financial statements.

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).

3Q22 Overview





infra.digital

- Digital Marketing Strategy
- Marketing de Performance
- CRO, CRM
- Customer Care
- Seller Care
- Assisted Sale
- Key Account
- Content Execution
- Customer Success
- Platform Support



infra.shop

- E-Commerce Platforms
- Add-On E-Commerce
- Commerce Backoffice
- Marketplace Out Integrator
- Marketplace In Add-on
- APPs
- POS



infra.log

- Multi Warehouse fulfillment
- Delivery hub
- Dark Stores



infra.data

- Consumer intelligence
- Supply intelligence
- Data Lake as a Service
- Business Intelligence
- Consumer Insights



infra.pay

- Trade finance
- E-commerce payments
- Omnipayments
- Anti-fraud system



infra.commerce

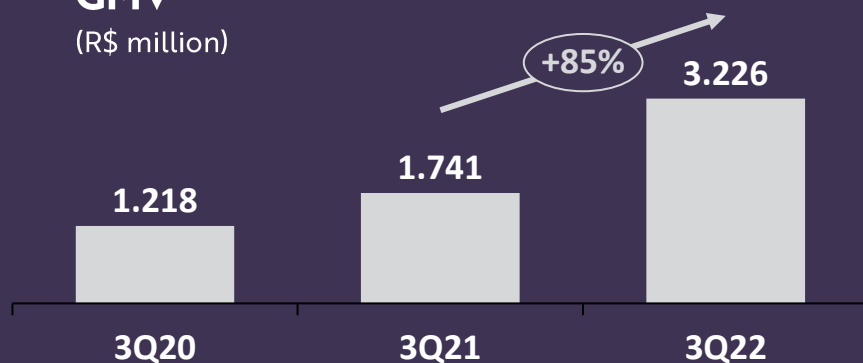
Infracommerce is the biggest **White Label Digital Ecosystem** 100% Integrated



Highlights 3Q 2022

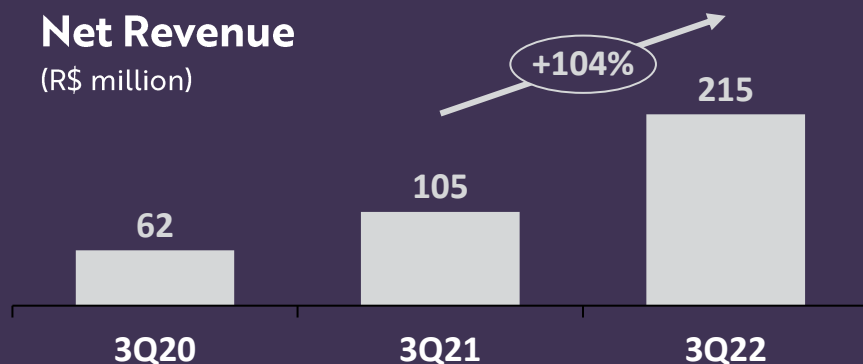
GMV

(R\$ million)



Net Revenue

(R\$ million)



Adjusted EBITDA

R\$ 24.6 million
(vs R\$ 4.4 million in 3Q21)



TPV

R\$ 883.4 million
(+ 220.4% vs 3Q21)



Take Rate

6.7%
(vs 6.0% in 3Q21)



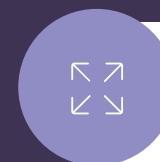
Organic Growth

24%
(3Q22 versus 3Q21)



Processed Items

29.3 million in 3Q22



Number of Clients

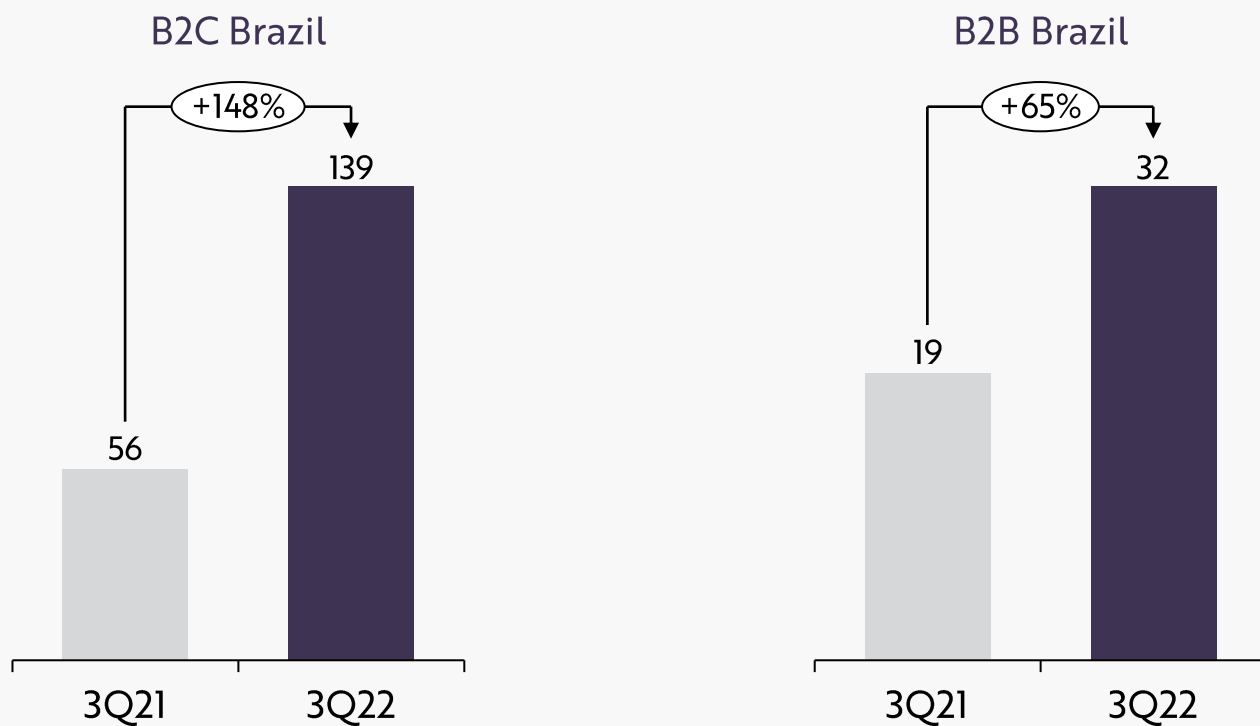
628
(vs 433 in 3Q21)



Solid Growth in all Business Units

Net Revenue

(R\$ million)



Sample of new clientes for the 3Q22



GUERLAIN



IGUATEMI 365



50 new contracts

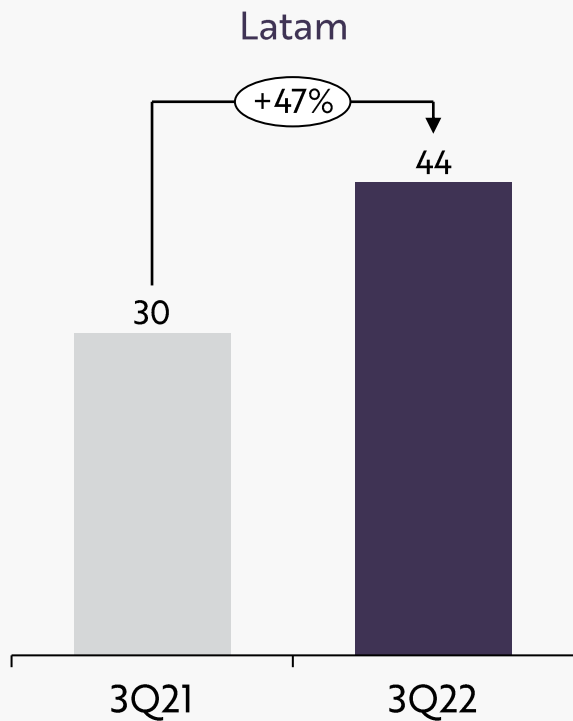
Churn of clients that represents
0,4% in Revenue



The Latam operations has been growing continuously, highlighting one more contract with Nike

Net Revenue

(R\$ million)



Examples of cross-Latam clients





ESG – Developing our ESG goals

 Governance  Environmental  Social

- **Infra Code Academy**

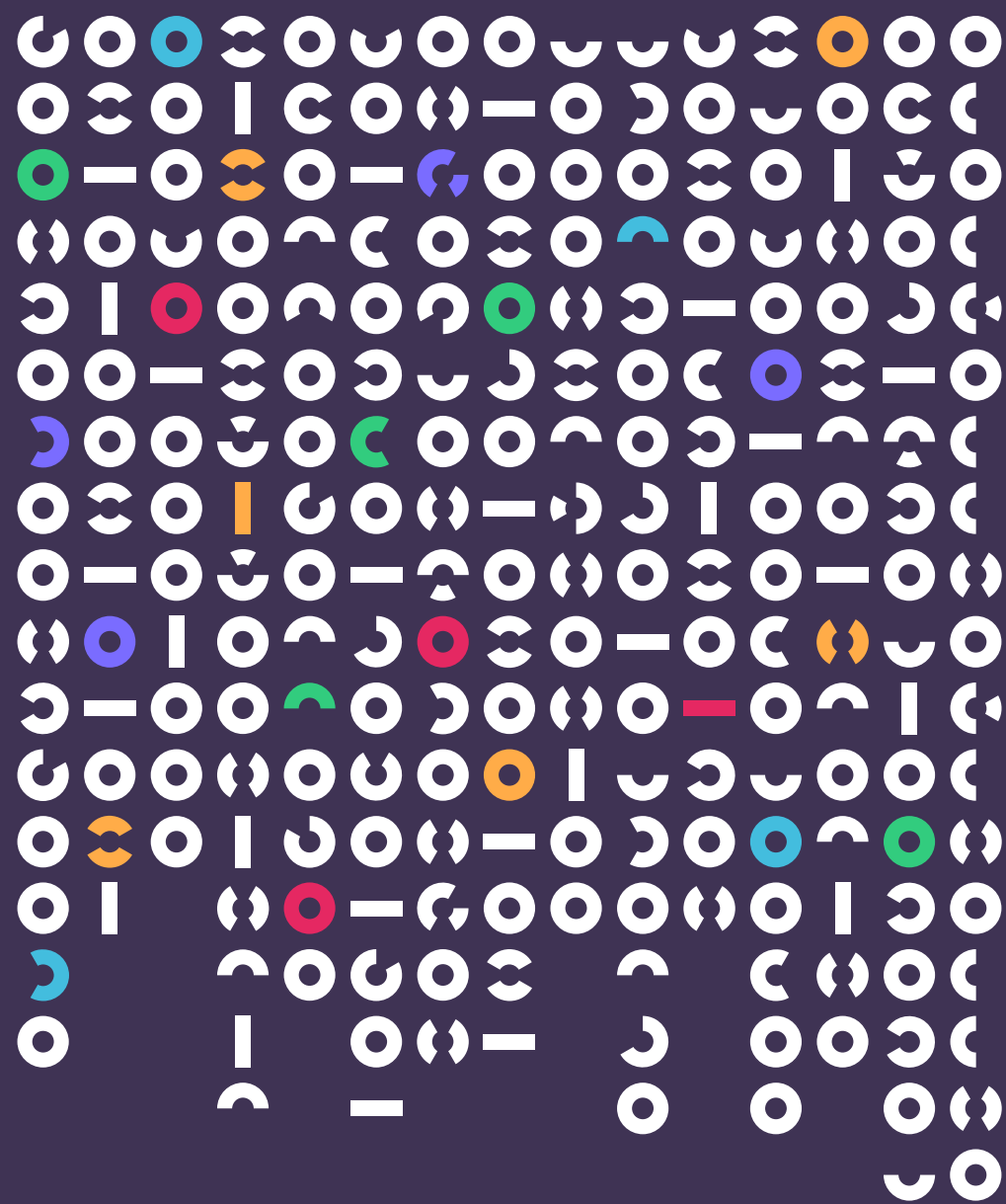
- Goal: promote technical development of sac, logistics, telesales, and transport professionals for front-end technology software skills.
- Opportunity: professional qualification, opportunity to migrate to tech area and fill Infracommerce's job vacancies.
- Benefits: professional development, quality of life improvement, and reducing the gaps between demand and supply of tech employees.



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A C A D E M Y

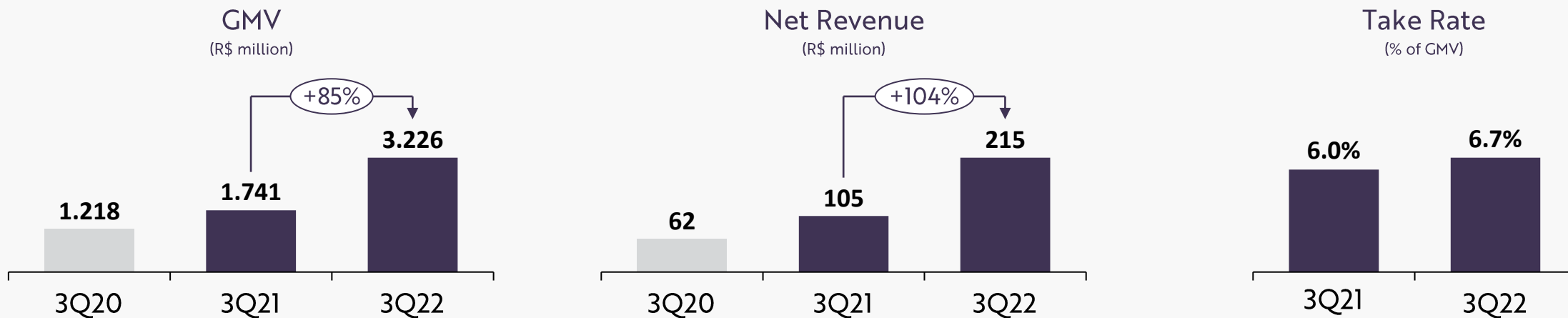
- **Diversity Program** – we have started the program with the launch of attracting women in tech.
- **Solidarity Infra Kids** – partnership with the Salve Quebrada Institute, which had the participation of more than 40 volunteer employees, in action with children in the social vulnerability of Marcos Freire Community.
- **ESG Contracts** – we have included ESG issues in the clauses of contracts with customers and suppliers, such as human rights: diversity, repudiation of child labor and slavery, issues to combat climate change, and others.

3Q22 Financial Performance





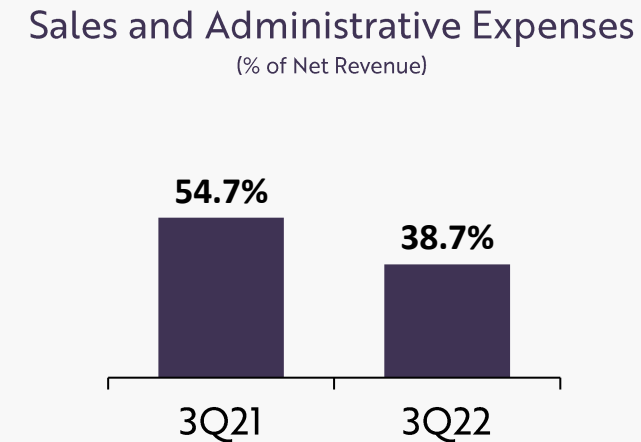
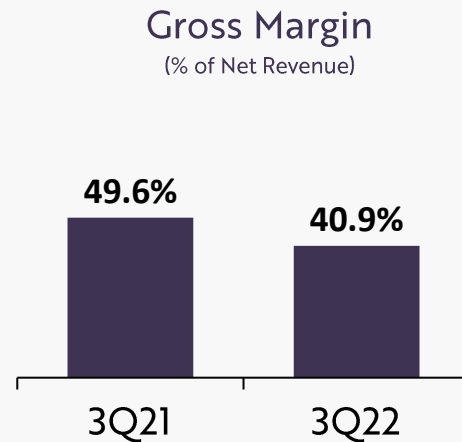
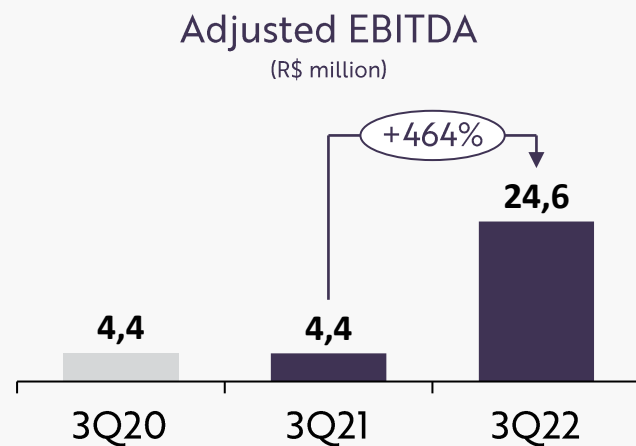
Financial Highlights 3Q22



- GMV increased from R\$1,741 million in 3Q21 to R\$3,226 million in 3Q22; - a 85% YoY growth
- Net Revenue of R\$215 million in 3Q22, a growth of 104% compared to the R\$105 million of 3Q21 (organic growth of 23% higher than the e-commerce sector)
- Take Rate grew from 6.0% to 6.7%, based on (1) cross-sell of new services; (2) increase in the share of B2C in total sales given the acquired companies profile; and (3) B2C revenue growth



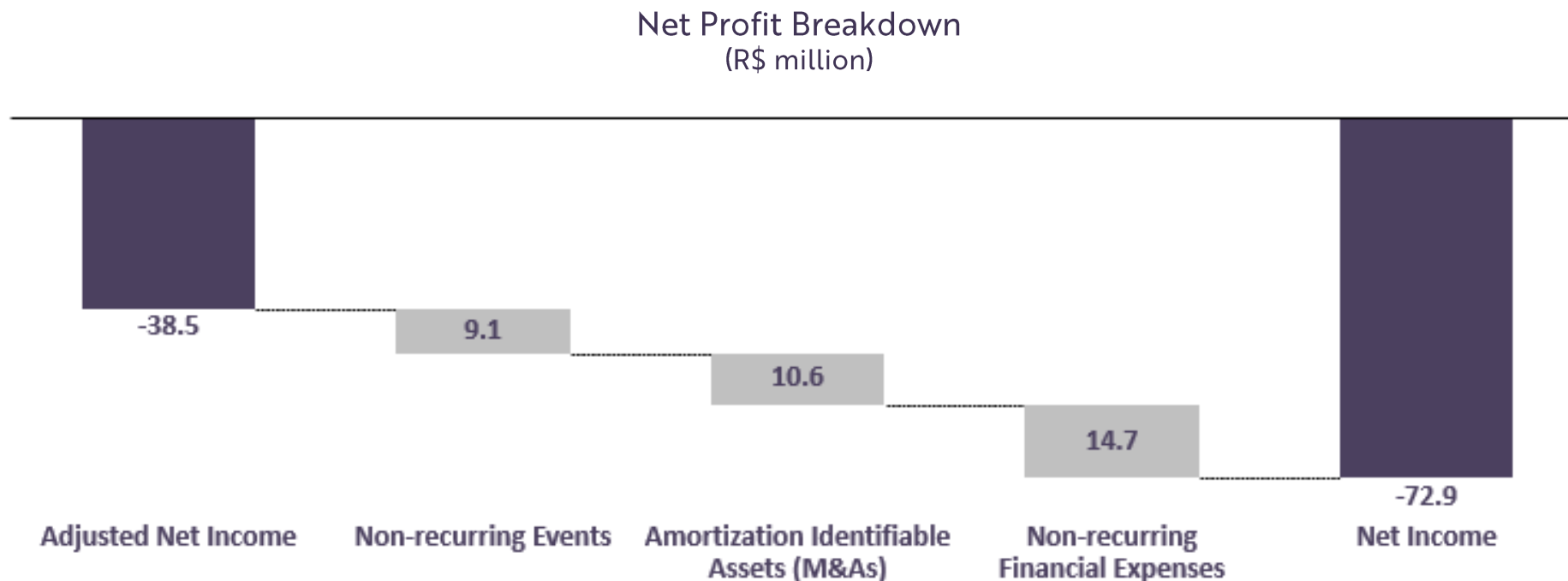
Operational Highlights 3Q22



- Adjusted EBITDA of R\$24.6 million in 3Q22, which results in an adjusted EBITDA margin of 11.4% compared to 4.1% in 3Q21
 - Margin expansion resulted from synergies from the M&As
 - Strong revenue growth which helps to dilute SG&A expenses that don't grow at the same pace
- Gross profit presented a reduction mainly due to the increase in B2C proportion. The lower margin in B2C, versus B2B, is related to more services in the fulfillment and payment verticals compared to platform and BI which is the main revenue source of the B2B segment
- The percentage of SG&A over sales decreased by 16 p.p., from 54.7% in 3Q21 to 38.7% in 3Q22, and is the main EBITDA increase lever. This improvement is a trend that follows synergies capture, efficiency gains, and fixed cost dilution.



Net Profit Breakdown

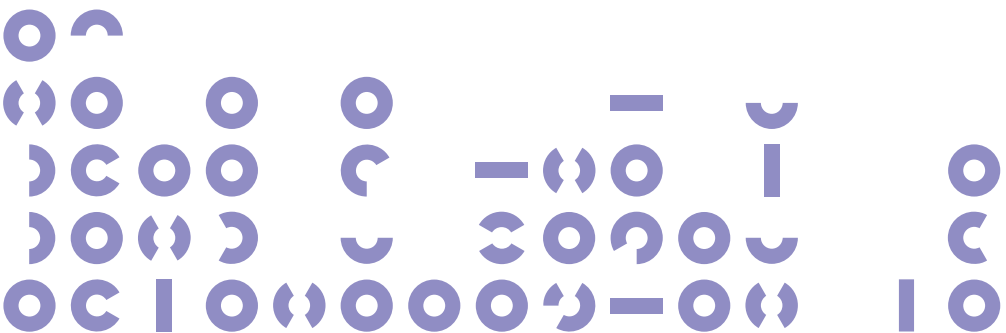
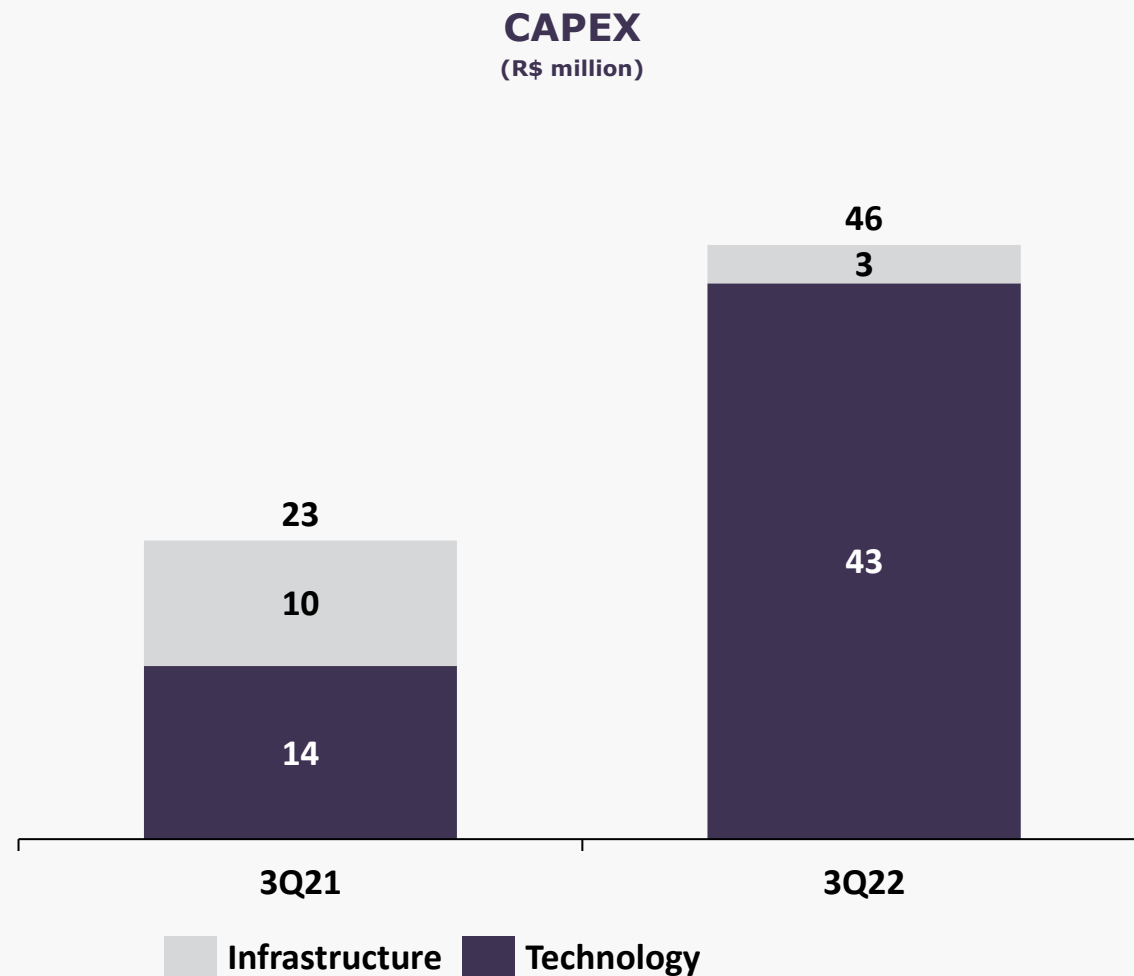


- **Non-recurring expenses:** subscription bonus related to Synapcom acquisition, earnout future installments, and benefit of anticipating earnout installments, stock option plan cost, M&A expenses
- **Goodwill amortization (non-cash):** amortization of identifiable assets from recent acquisitions related to client base and brand
- **Non-Recurring Financial Expenses:** interest related to credit letters and additional financial cost related to the deferred M&A payments



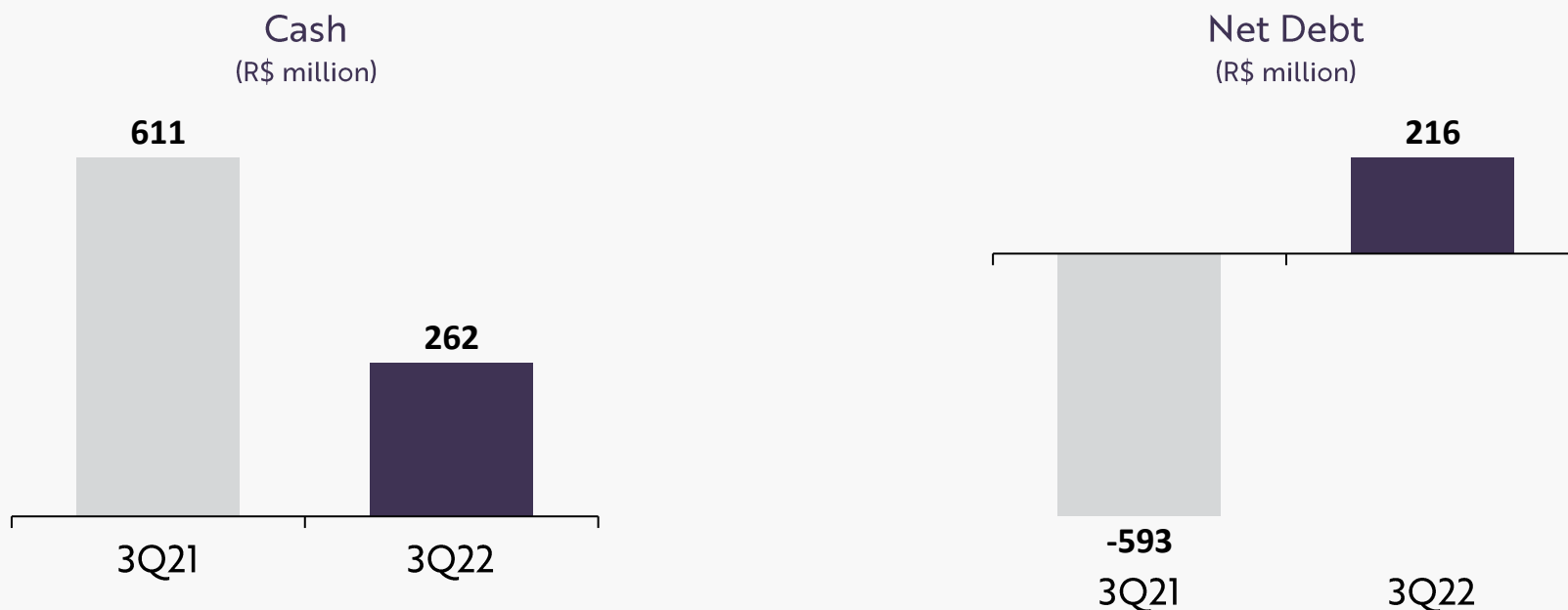
Investments 3Q22

- Investments in the technology of R\$43,4 million in 3Q22, an increase of 221% over 3Q21, mainly for the development of our omnichannel platform,
- In the infrastructure front, the investments were R\$3.0 million, a decrease of 70% over 3Q21, due to investments in expansion and verticalization of our warehouses being concentrated in the previous quarters.





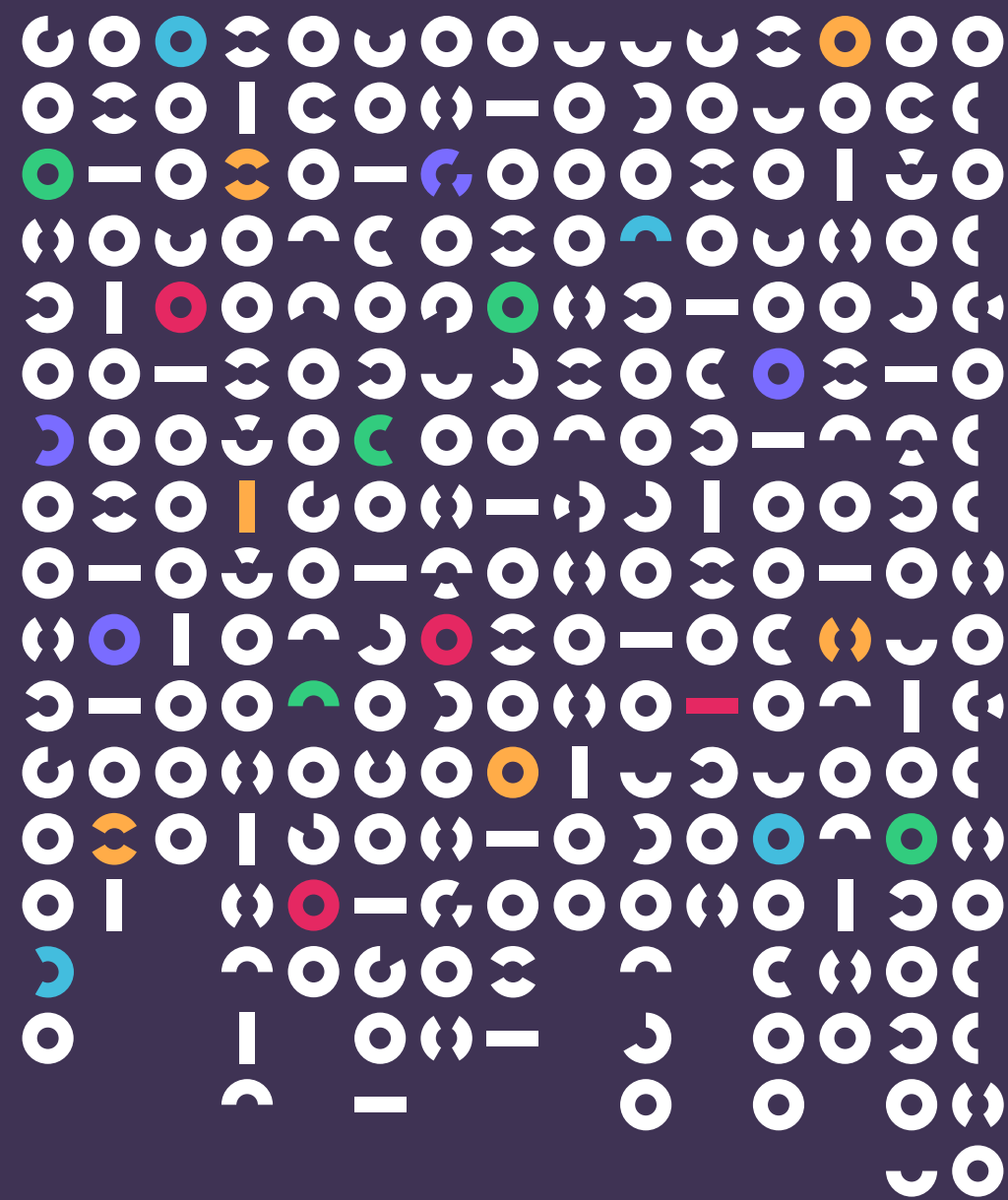
Cash and Net Debt



Cash and net debt do not yet incorporate the total amounts of the capital increase, which only R\$234.0 million, of the R\$400.8 million, was incorporated until September 30. The difference (R\$166.8 million) entered the Company's cash on October 4

- Part of the resources of the capital increase was faced with the partial payment of deferred installments of M&As, in the amount of R\$121.6 million
- Renegotiation with the banks is in progress for the approval of a total credit of R\$480 million, in good conditions, as a result of the better liquidity conditions with the capital increase

3Q22 Strategics Progresses



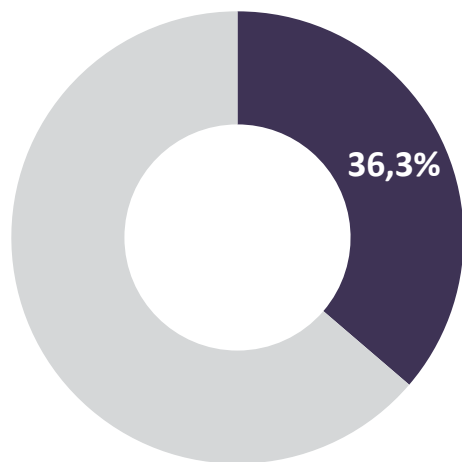


Acquisition Synergies

Estimated Synergies

R\$ 60 – R\$ 80 MILLIONS

100% Completed Activities



Remain synergies are mainly concentrated in the:

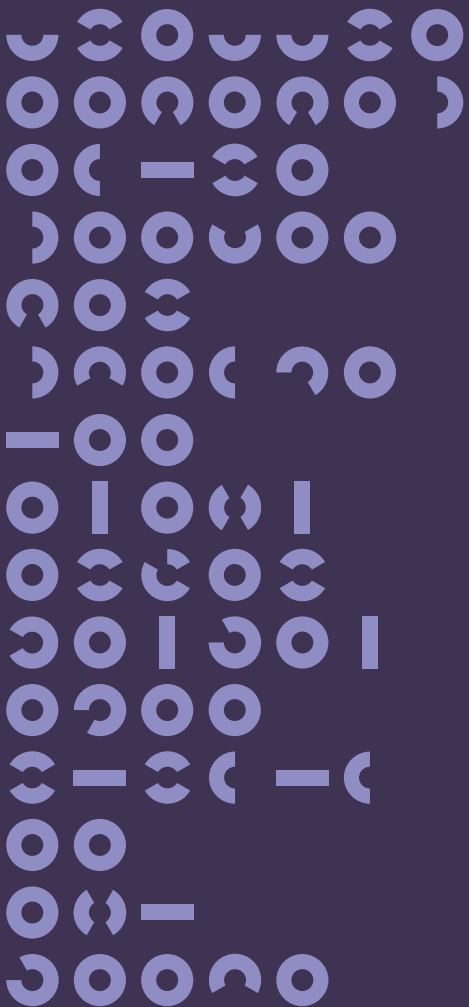
- Unification of systems and tools;
- Decrease of costs in the support team and optimization of systems – focus on evolution and maintenance (reduction in opex and capex);
- Increase in productivity - SAC system, transport management, and logistics process as *picking and packing*;
- DCs consolidation – reduction in rental costs and (cleaning, security, monitoring, and others).

Quarter's Partnership with Aliexpress

Full-Commerce solution for Brazilian brands to use Infracommerce's sales ecosystem on Aliexpress:

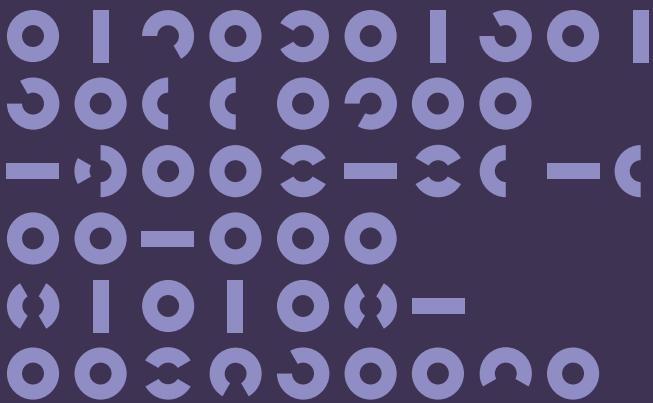
Business models

- **Brands connection:** Add brands as direct sellers in Aliexpress
- **Fulfillment:** support local sellers and future cross border
- **Master Sellers**



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- Infracommerce's Value Proposition is even stronger given the scale reached by the Company and the focus from the manufacturing brands to accelerate their direct-to-consumer digital channels
- Consistent organic growth, above market figures, in the same clients and the new client base
- M&A synergies and gains of scale initiating an expressive EBITDA margin expansion
- Solid cash position to sustain growth and delivery of the business plan



Thank you!

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