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Earnings Release

2Q22

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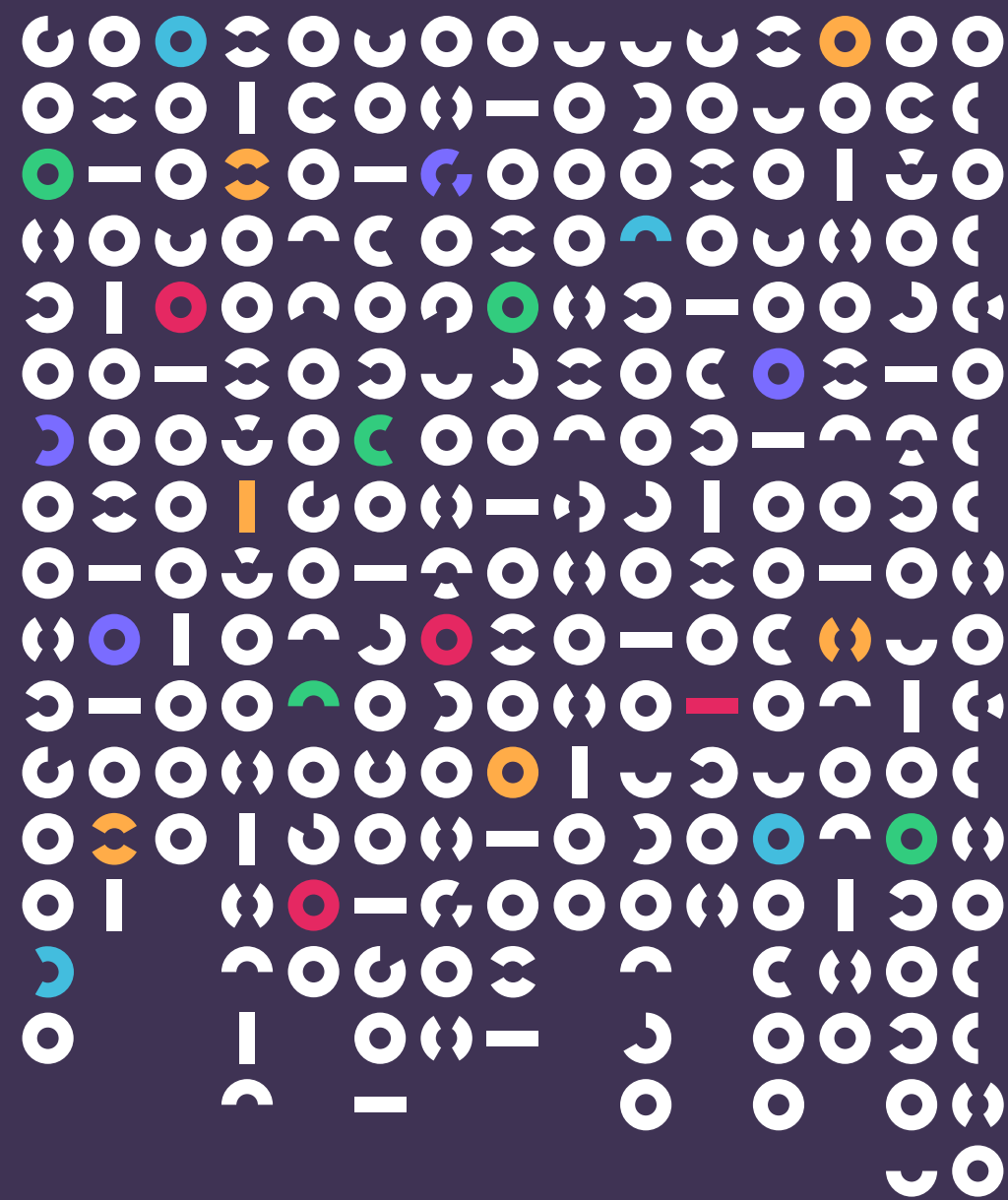
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Certain percentages and other figures included in this document have been rounded to facilitate their presentation. The scales of the graphics of the results may appear in different proportions to optimize the presentation. Therefore, the figures and 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).

2Q22 Overview

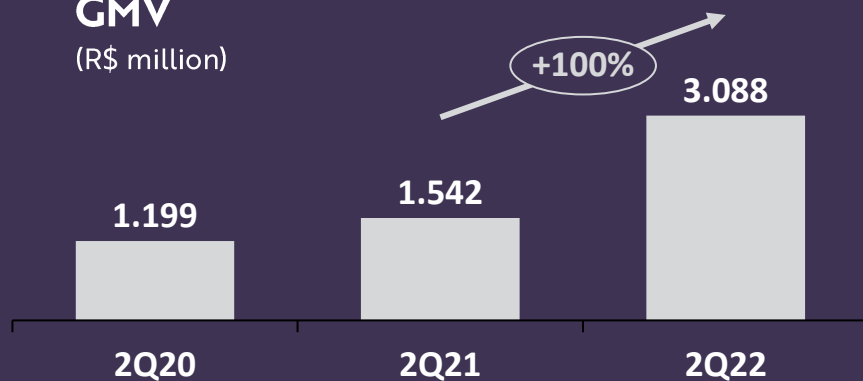




Highlights 2Q 2022

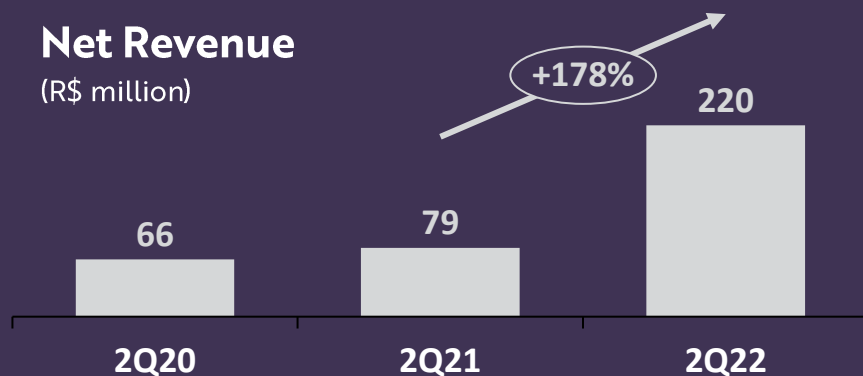
GMV

(R\$ million)



Net Revenue

(R\$ million)



Adjusted EBITDA

R\$ 18.8 million
(vs R\$ 2.1 million in 2Q21)



TPV

R\$ 828.7 million
(+ 352.5% vs 2Q21)



Take Rate

7.1%
(vs 5.1% in 2Q21)



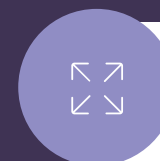
Organic Growth

46%
(2Q22 versus 2Q21)



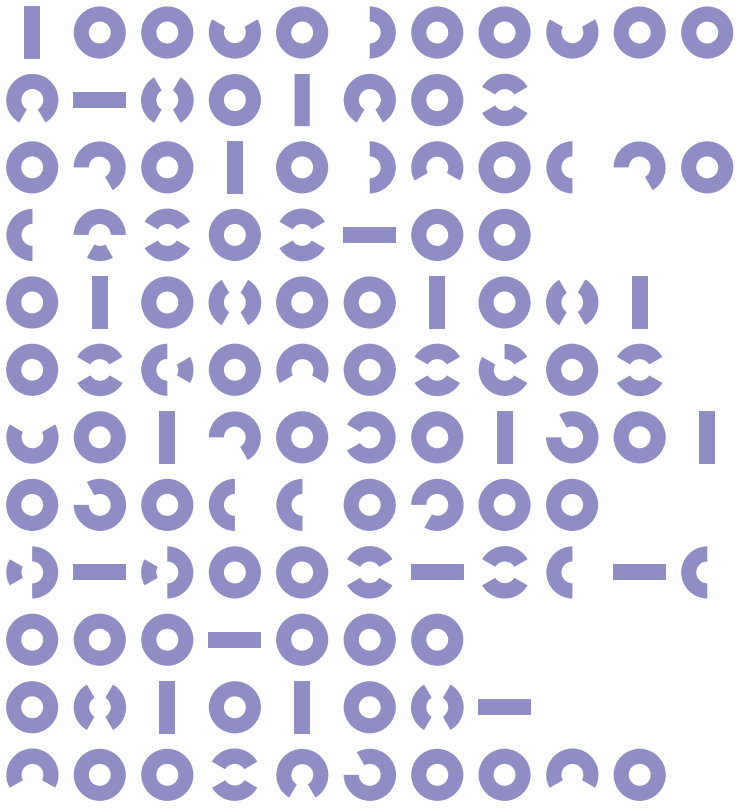
Processed Items

Record of
27.5 million in 2Q22



Number of Clients

597
(vs 268 in 2Q21)




infra.log

Delivery hub
Multi-Warehouse fulfillment
Dark Stores


infra.pay

Infrapay credit
Cashback B2B
Omnipayments
Trade finance B2B


infra.data

BI
AI Algorithms
Behavioral Targeting
Inventory
Management


infra.shop

B2B and B2C platform
Marketplace In and Out
iHub - Seller Center
Omnichannel solutions
Stock broker
Order Management


infra.digital

UX
Multichannel support
CRM
E-commerce execution

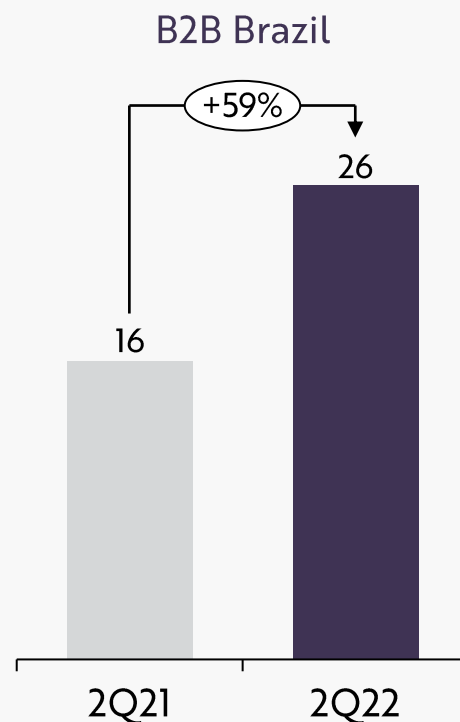
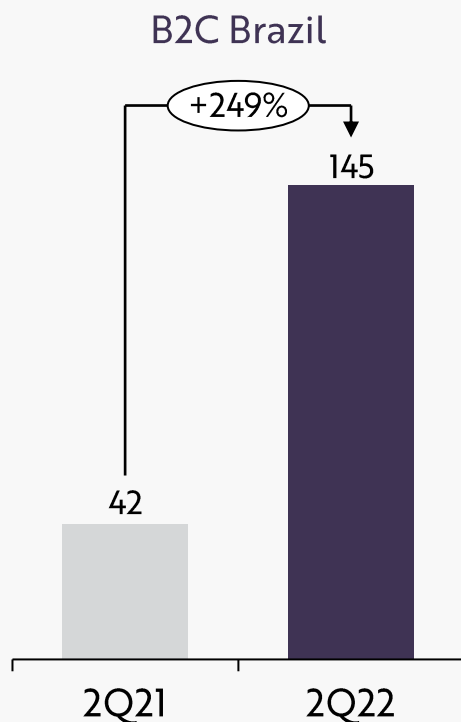
Infracommerce is a
**White Label Digital
Ecosystem** 100%
Integrated



Solid Growth in all Business Units

Net Revenue

(R\$ million)



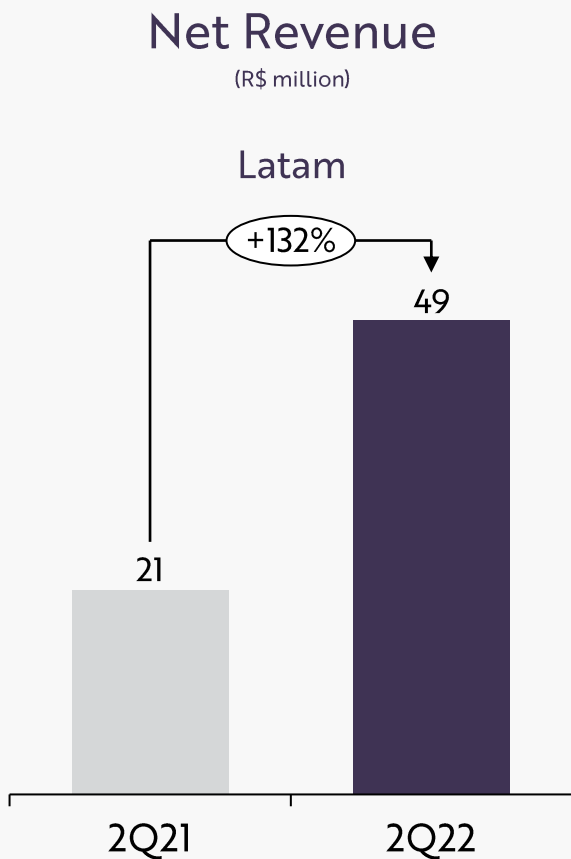
Sample of new clientes for the 2Q22



62 new contracts
Churn of 0,4% in Revenue



The latam operations has been growing continuously, **driven by the growing interest in the cross- latam offer**



Exemplos de cross-Latam clients





Private Capital Increase

- As informed yesterday in the Shareholders Notice and Material Fact, the board of directors approved in the same date, a Private Capital Increase with those terms:
 - Maximum value at R\$400.8 million
 - Issuance price of R\$ 5.01 considering the VWAP over the last 60 days
 - 30 days of preference rights
 - Capital Increase anchored by the funds Engadin, Nucleo, Compass and Megeve
 - Use of proceeds will be used to optimize Infracommerce's capital structure

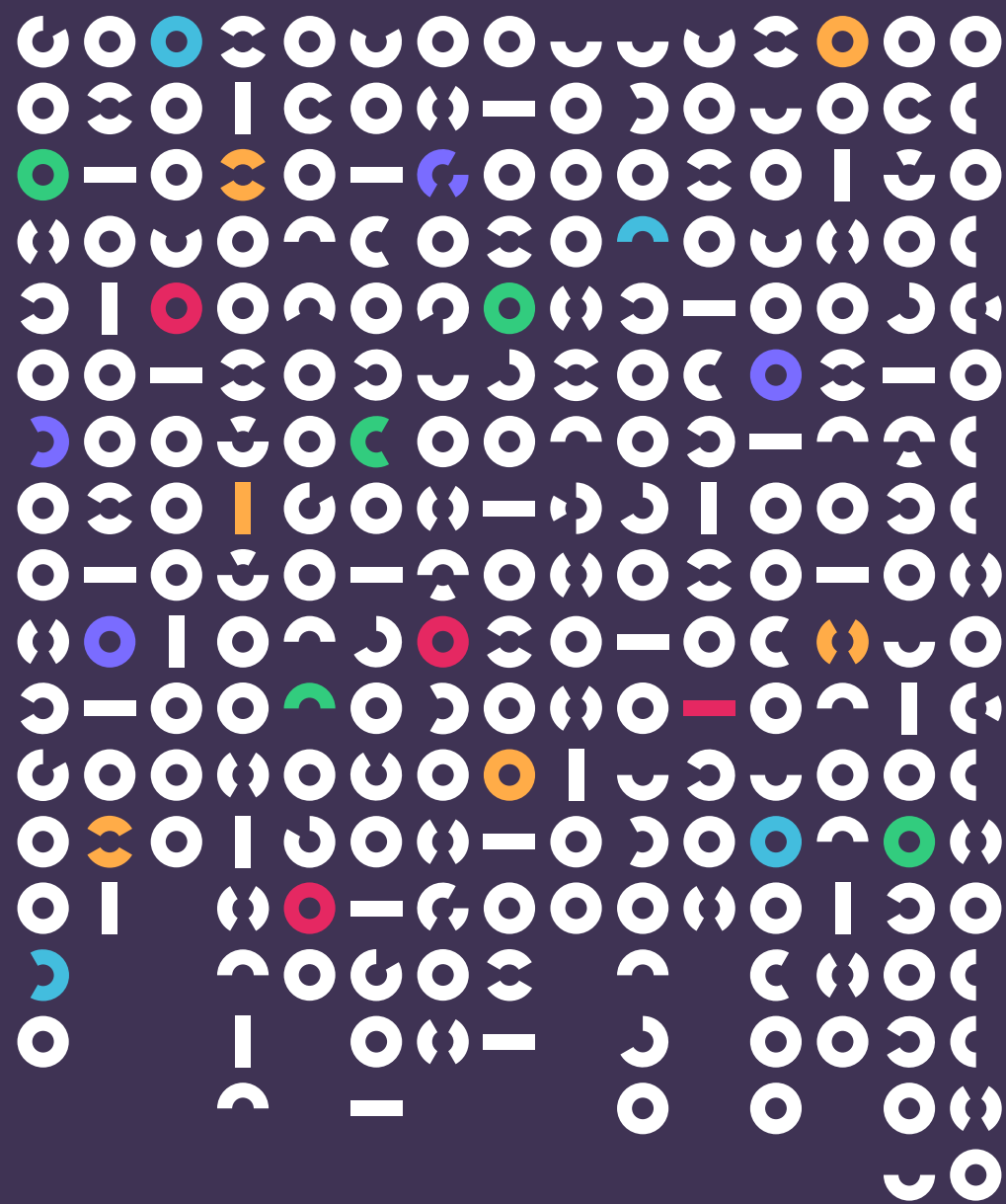


ESG – Continuing our ESG agenda

- In partnership with our packaging suppliers, we increased the percentage of **recycled material to 65% used in our cardboard boxes**, without compromising the integrity of the transported products. This initiative reduced around 42 tons of paper in the year, equivalent to 462 trees
- **Certified by GPTW for the third consecutive year**
- We became signatories to the **Rede Brasil do Pacto Global, an initiative of the United Nations (UN)**
- We completed the **Materiality Survey with our stakeholders**, aiming to bring a multilateral view of Infracommerce
- We structured our **People Committee** and the Company's Fiscal Council was approved
- Infracommerce's new administrative headquarters in a building certified as a **LEED Gold Green Building by USGBC (United States Green Building Council)**

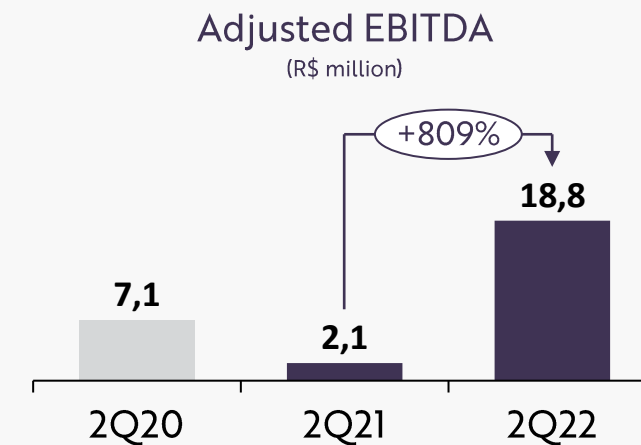
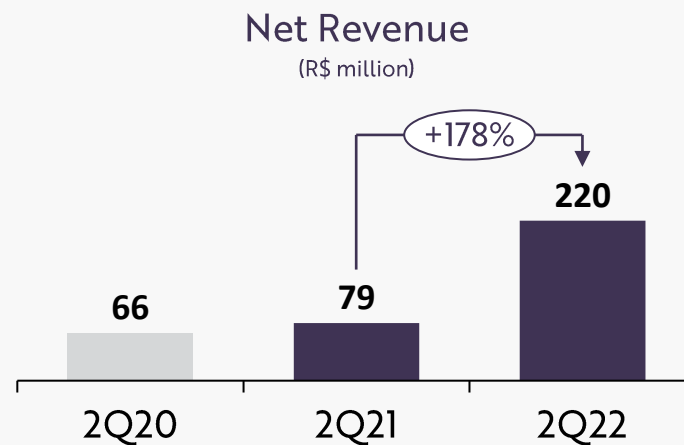
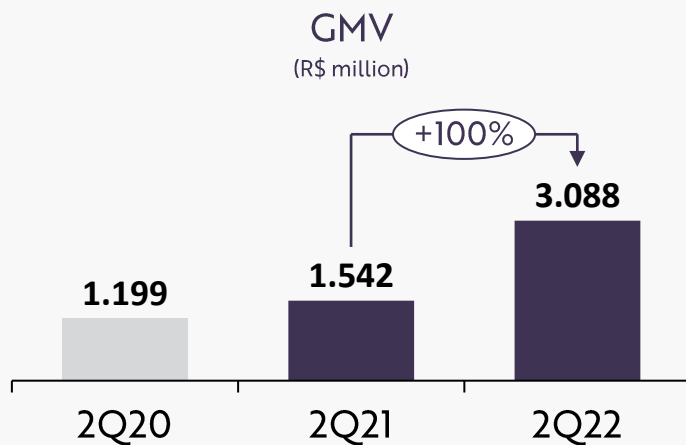


2Q22 Financial Performance





Financial Highlights 2Q22

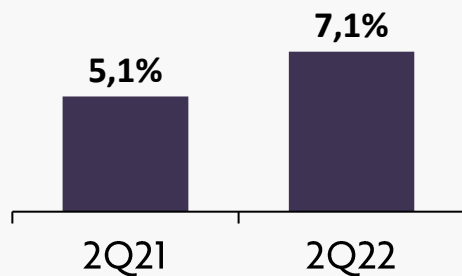


- GMV increased from R\$1.542 million in 2Q21 to R\$3.088 million in 2Q22; - a 100% YoY growth
- Net Revenue of R\$220 million in 2Q22, growth of 178% compared to the R\$79 million of 2Q21 (organic growth of 46% higher than the ecommerce sector of -3.3%¹)
- Adjusted EBITDA of R\$18,8 million in 2Q22, which results in an adjusted EBITDA margin of 8,5% compared to 2,6% in 2Q21.
 - Margin expansion resulted from synergies from the M&As, and economies of scale with an overall SG&A dilution
 - Non-recurring expenses in 2Q22 totaled R\$3.3 million and involved non-cash M&A earnouts registered as compensation, non-cash subscription bonus from the Synapcom Acquisition and non-cash stock option provisions

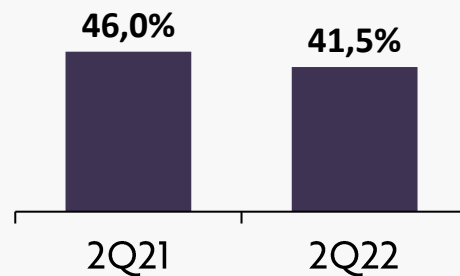


Operational Highlights 2Q22

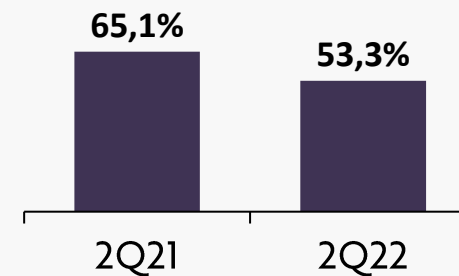
Take Rate
(% of GMV)



Gross Margin
(% of Net Revenue)



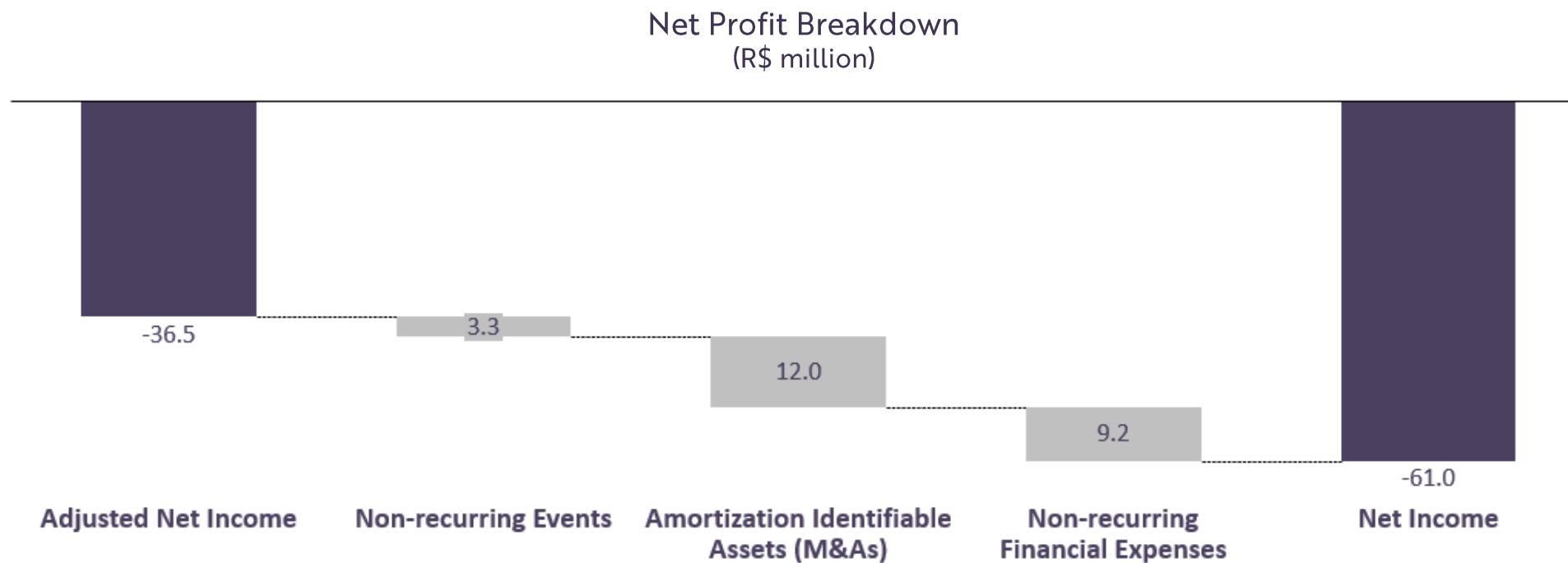
Sales and Administrative Expenses
(% of Net Revenue)



- Take Rate grew from 5,1% to 7,1%, based on (1) cross-sell of new services and (2) increase in the share of B2C in total sales given the acquired companies profile
- 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 11.8 p.p., from 65.1% in 2Q21 to 53.3% in 2Q22 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

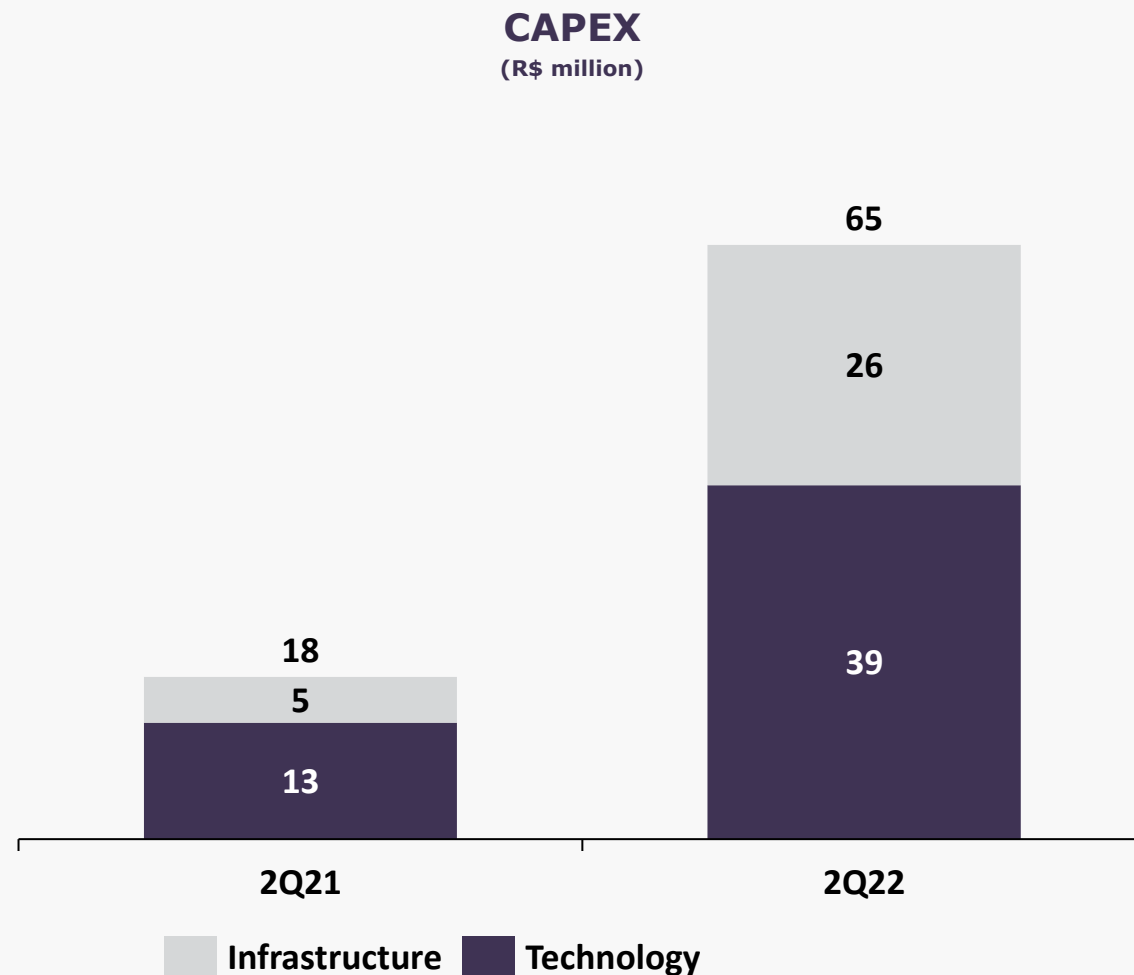
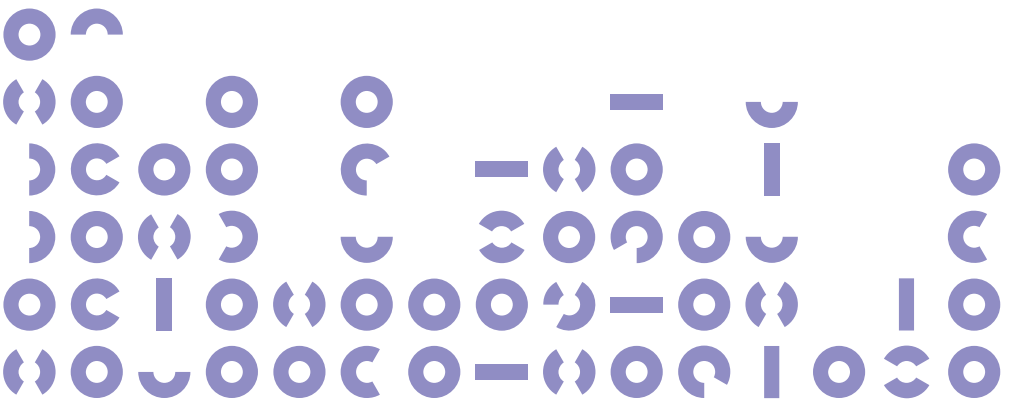


- **Non-recurring expenses: (non-cash):** subscription bonus related to Synapcom acquisition, earnout future installments classified as remuneration in accounting, stock option plan cost, M&A expenses (this last one the only with cash impact)
- **Goodwill amortization (non-cash):** amortization of identifiable 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



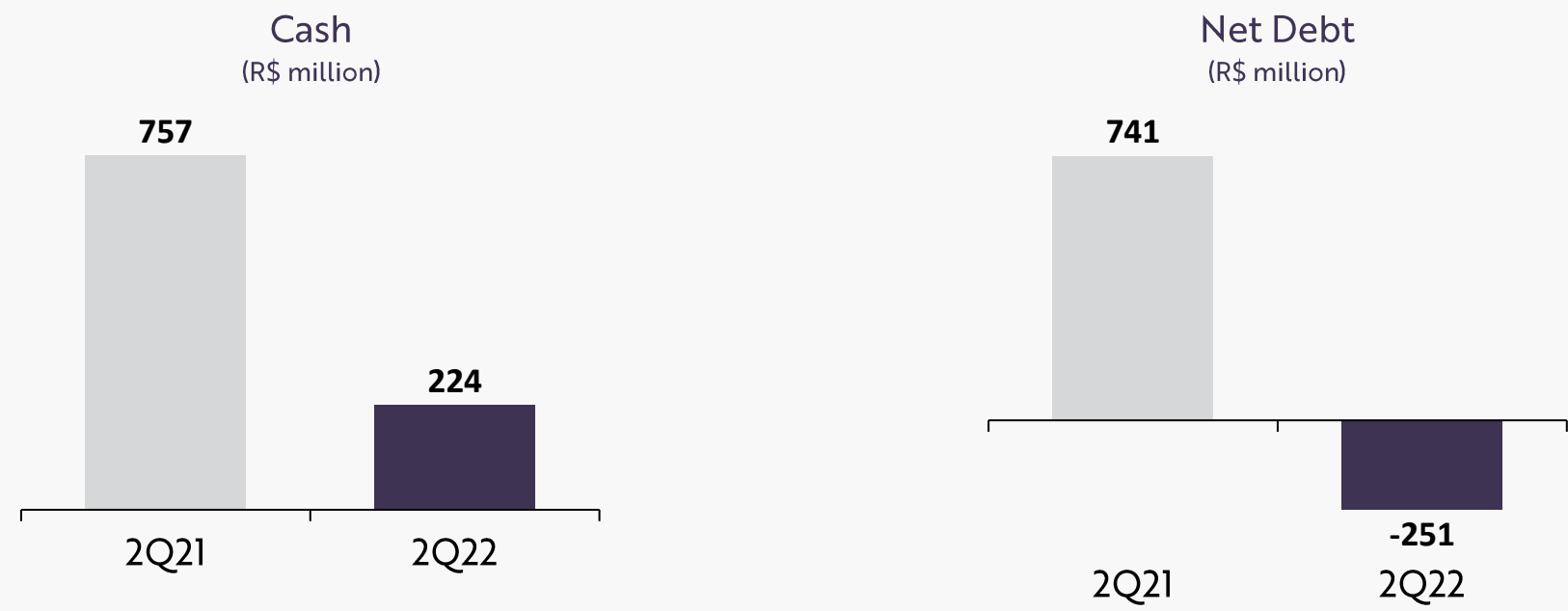
Investments 2Q22

- Investments in technology of R\$38.8 million in 2Q22, increase of 203.7% over 2Q21, mainly for the development of our omnichannel platform
- In the infrastructure front, the investments were R\$26.3 million, up from R\$21.3 million in 2Q21, mainly related to the consolidation of the distribution centers and automation to improve productivity
- We have idle capacity to absorb the growth without further investments in opening new Distribution Centers

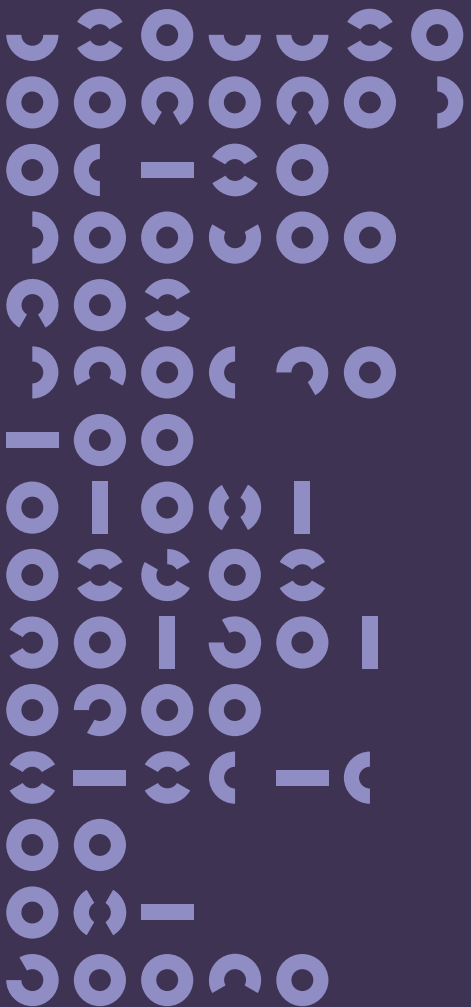




Cash and Net Debt

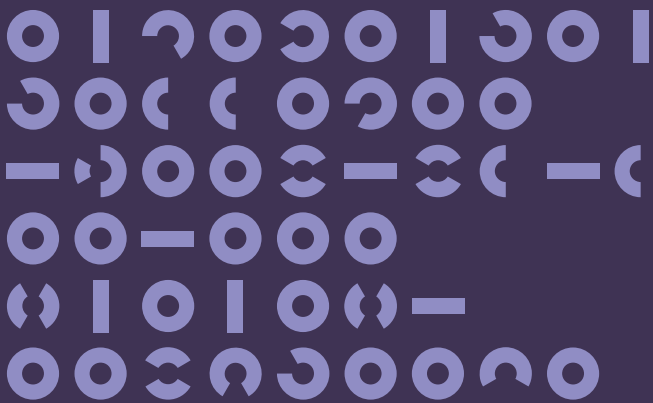


The Capital Increase announced will contribute significantly with the liquidity and the Company's capital structure



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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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