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Your strategy, our ecosystem.

Earnings Results

1Q23

 ri.infracommerce.com.br



For more information, call:
+55 11 3848.1313
+55 11 94009.7825





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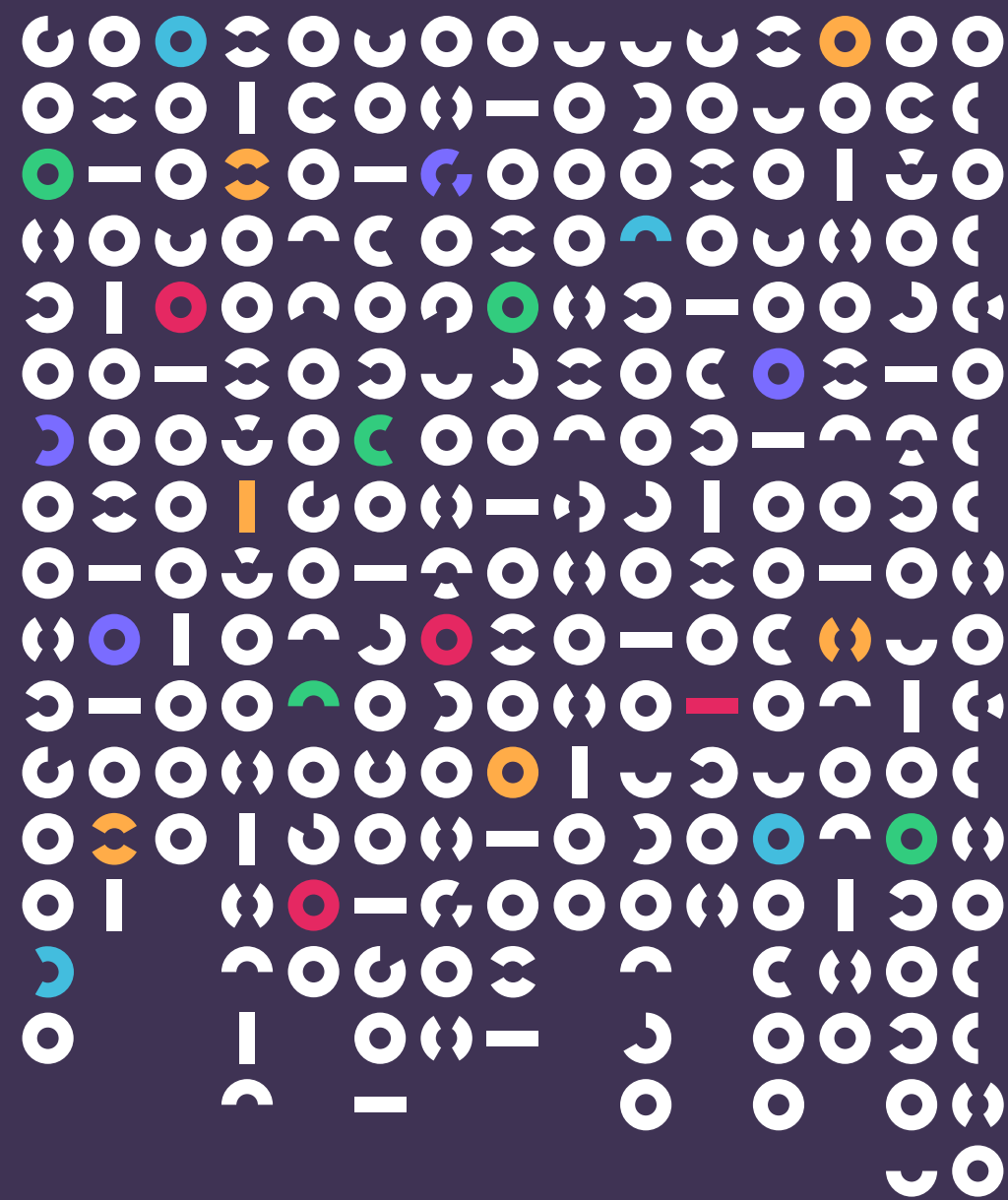
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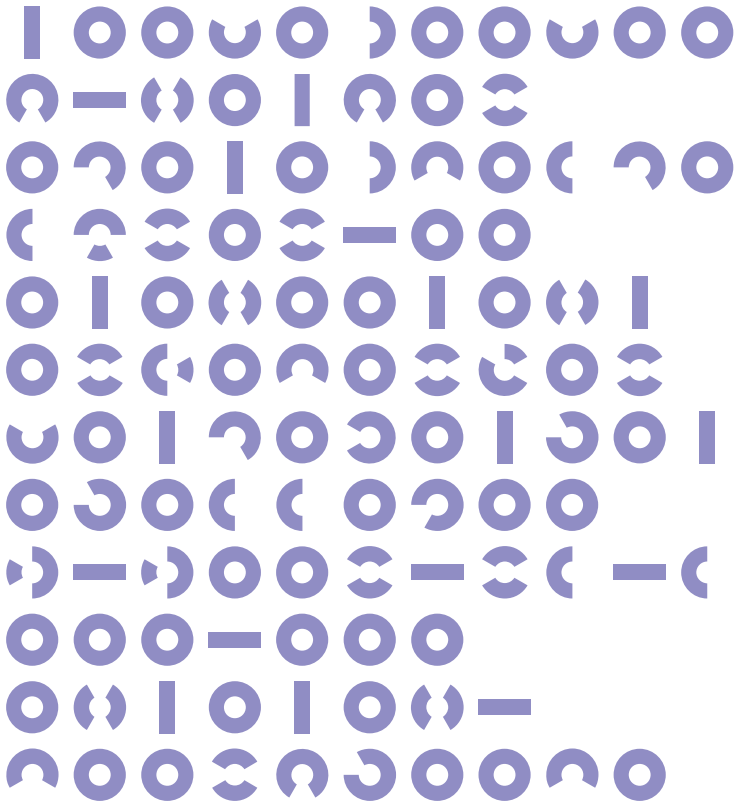
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The quarterly information was prepared in accordance with International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB), and in accordance with accounting practices adopted in Brazil (BR GAAP).

Highlights 1Q23




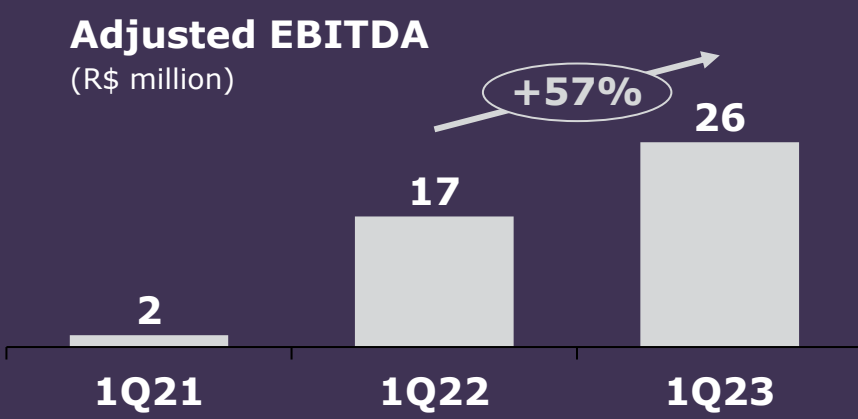
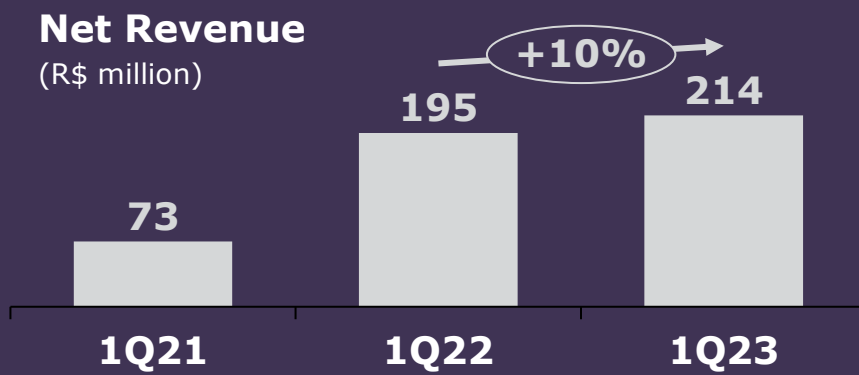


Infracommerce is the largest **White Label Digital Ecosystem**
100% Integrated






Highlights 1Q23




GMV

R\$ 3.3 billion
(vs R\$ 2.8 billion in 1Q22)



TPV

R\$ 1.2 billion
(+ 55.1% vs 1Q22)



Take Rate

6.4%
(vs 6.9% in 1Q22)



Employees

3,706



Processed Items

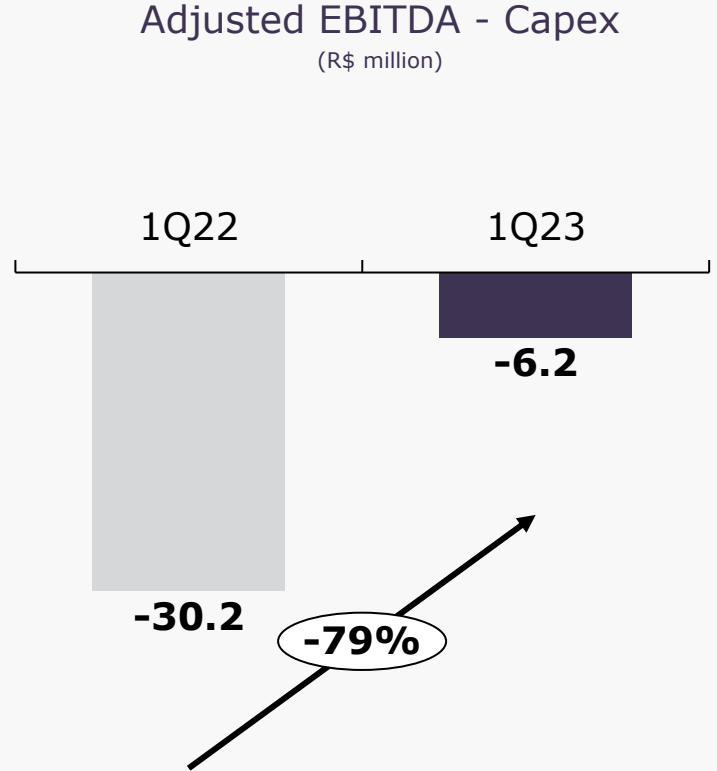
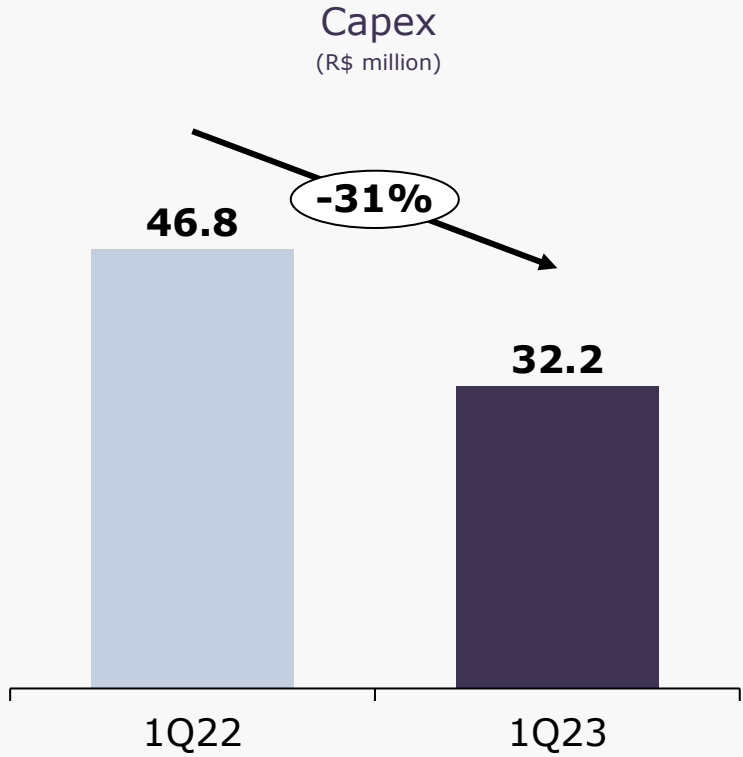
26.5 million in 1Q23



Number of Clients

669
(vs 572 in 1Q22)

On track with Adjusted EBITDA minus Capex guidance



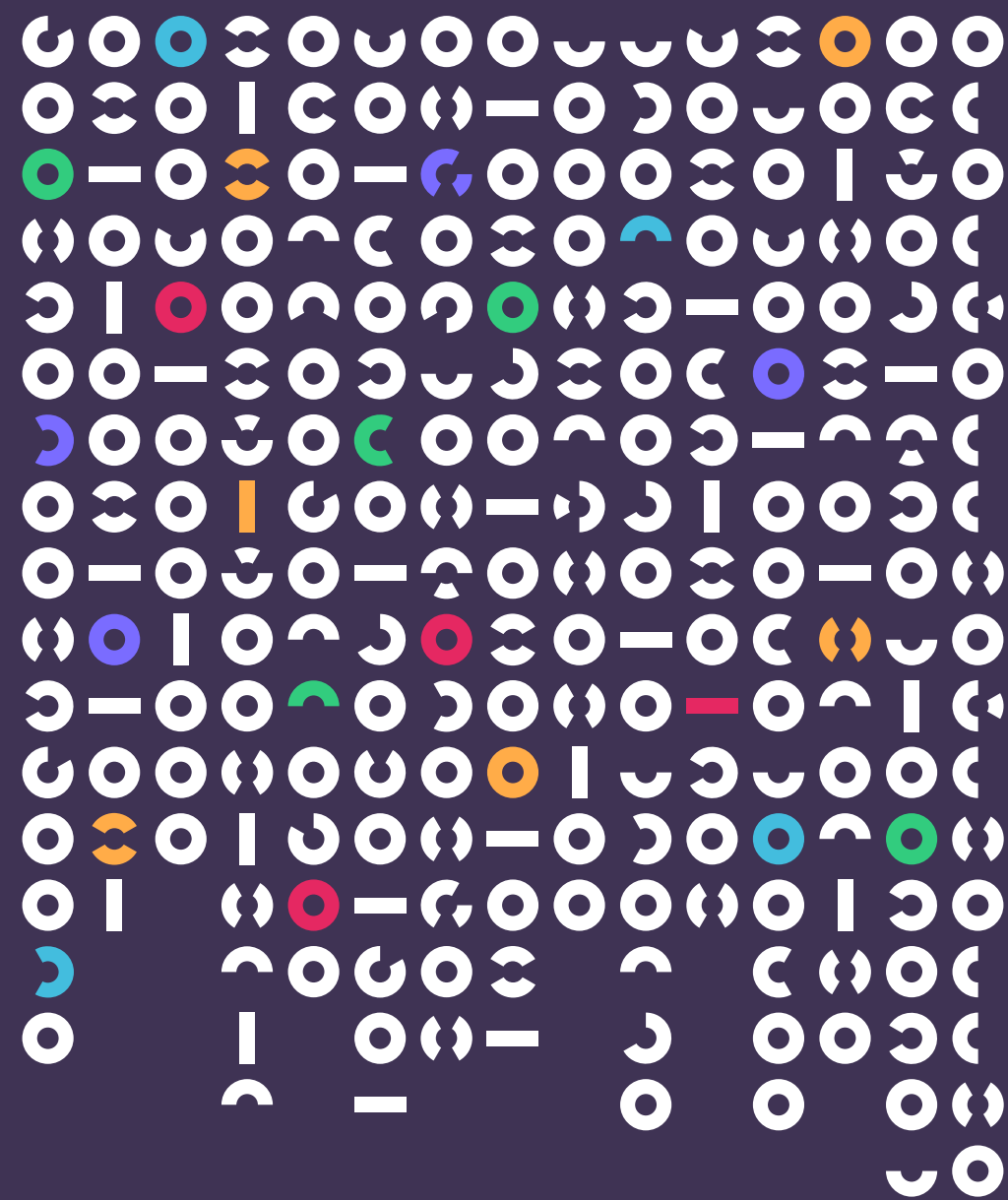
Evolution of profitability and cash generation



Since the IPO, we have delivered our strategic consolidation and break-even planning

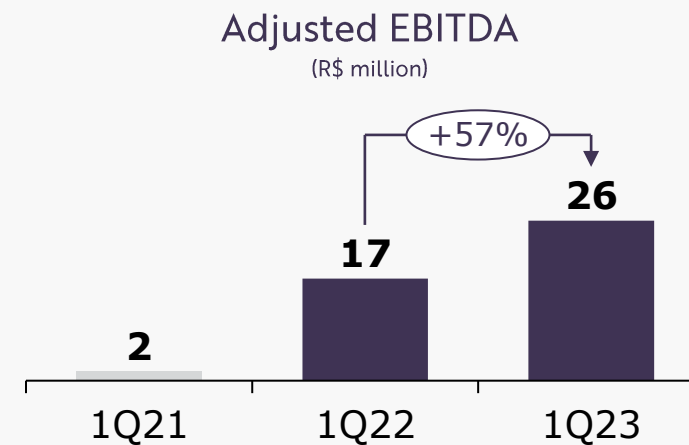
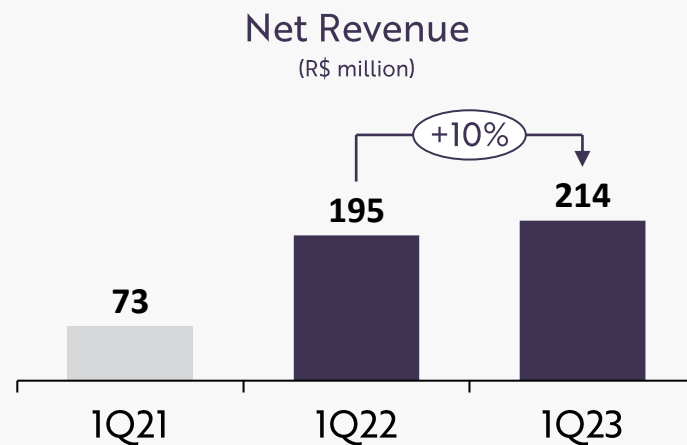
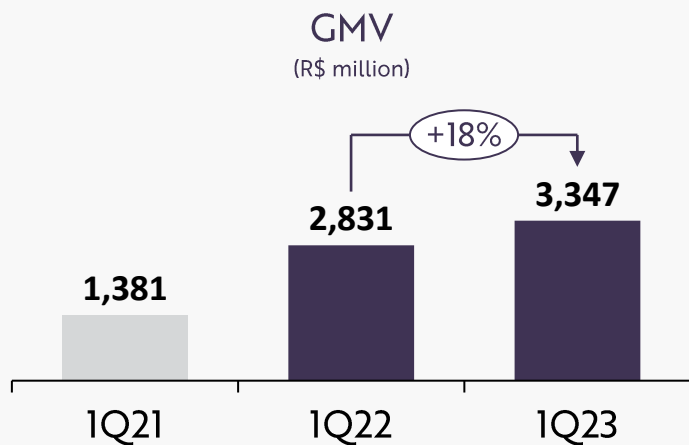


3Q23 Financial Performance





Financial Highlights 1Q23



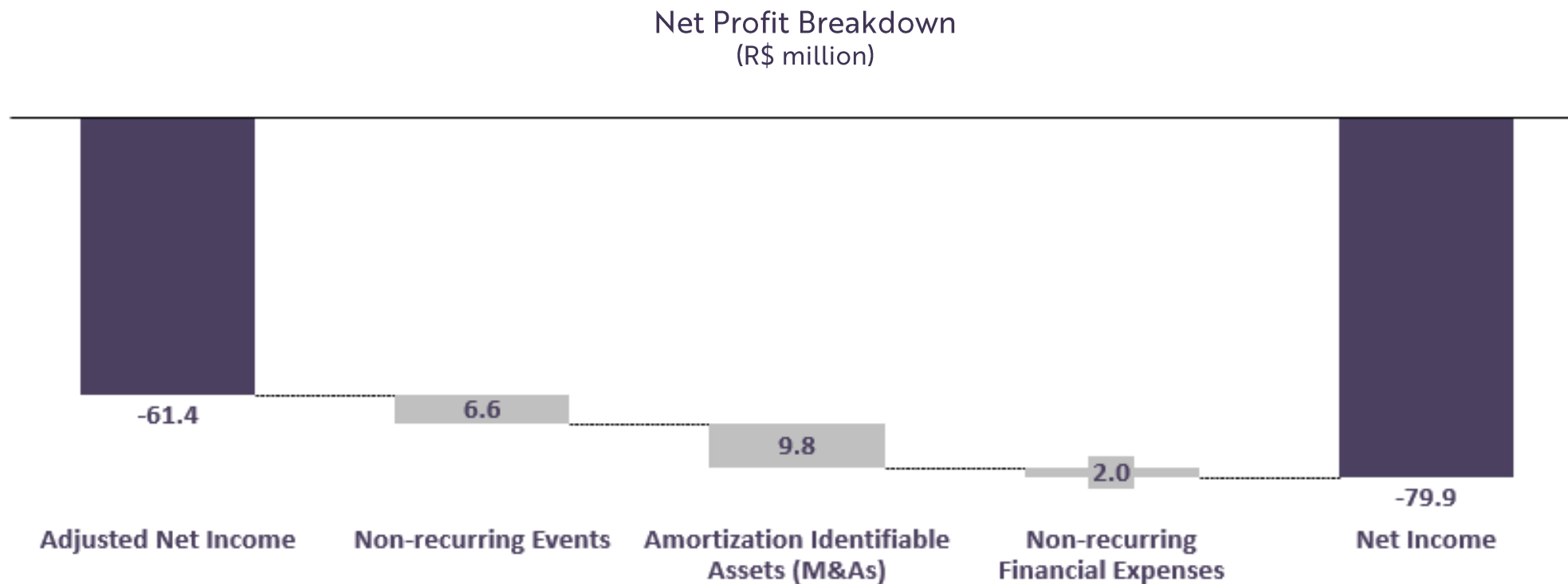
- **GMV** increased from R\$2,831 million in 1Q22 to **R\$3,347 million in 1Q23, an 18.1% YoY growth; vs 13% decrease in the e-commerce market (Neotrust)**
- **Growth in Net Revenue of 10% in 1Q23:**
 - **B2C: 7.2%**
 - **B2B: 29.6%**

 - **Brasil: 7.1%**
 - **Latam (ex-Brasil): 23.3%**

- **Adjusted EBITDA in the period was R\$26.0 million, which means an EBITDA margin of 12.2% compared to 8.5% in 1Q22**
 - Margin expansion, result of the progress in capturing synergies from the M&As and gains in productivity



Net Profit Breakdown

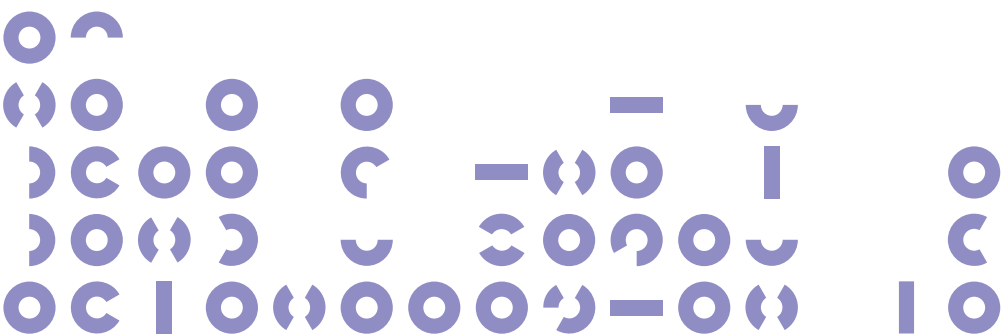
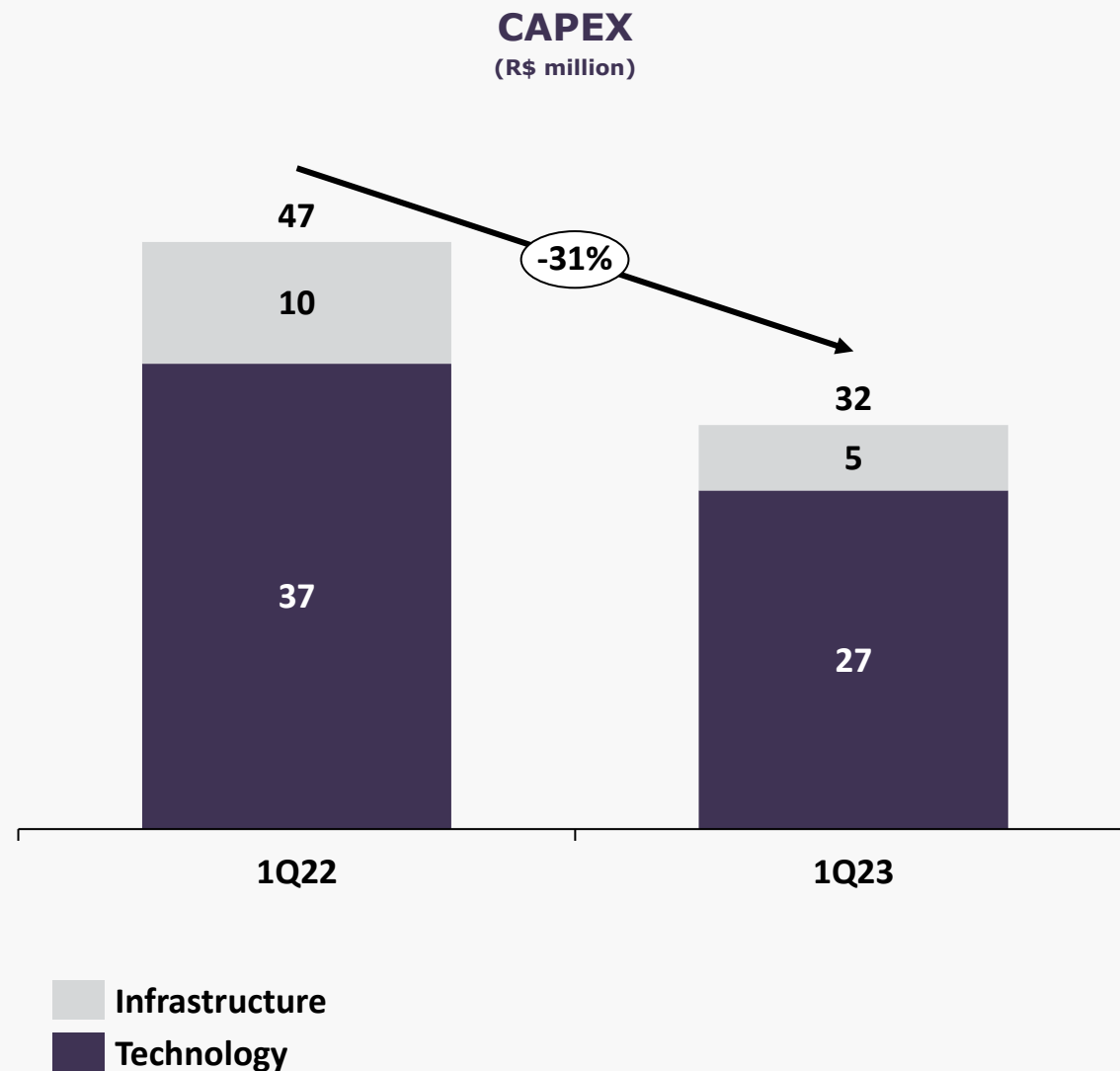


- **Non-recurring expenses:** subscription bonus related to Synapcom acquisition, accounting recognition of M&A earnout as compensation, stock option plan cost and M&A expenses
- **Goodwill amortization (non-cash):** amortization of identifiable assets from recent acquisitions related to brand, client base and softwares
- **Non-Recurring Financial Expenses:** restatement and bank financial cost related to the deferred M&A payments



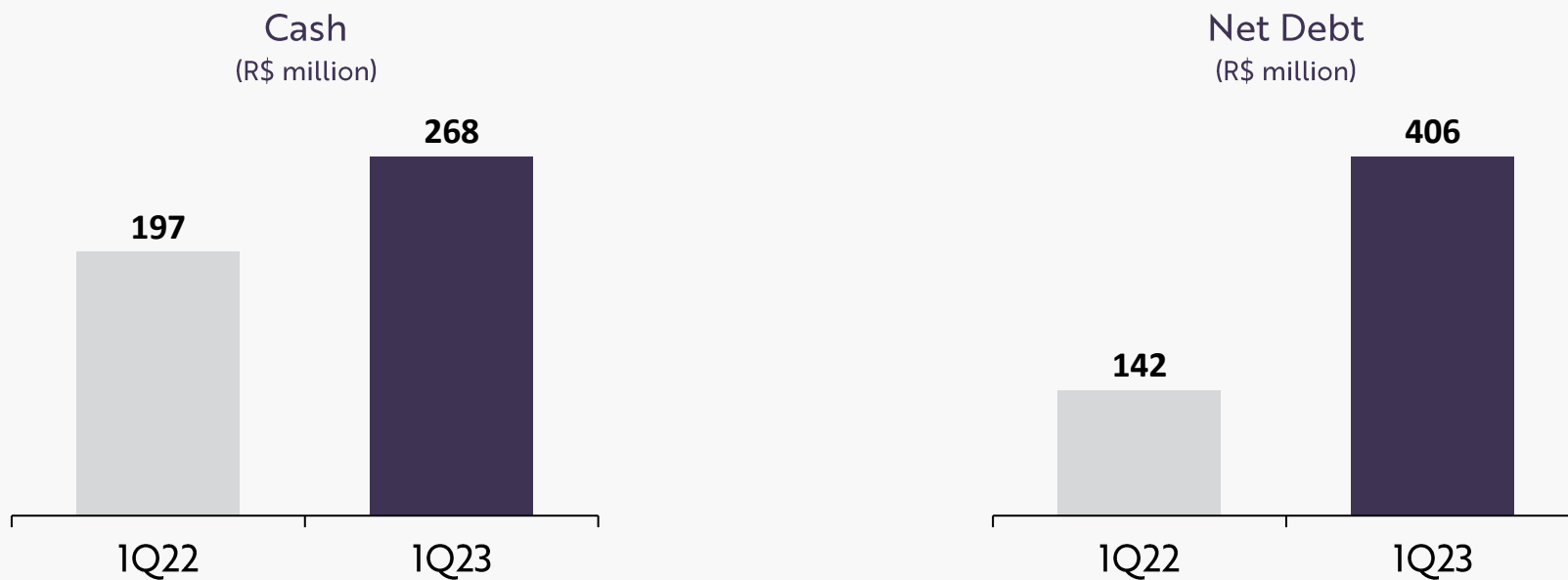
1Q23 Investments

- Investments in the technology of R\$27 million in 1Q23, a decrease of 27.3% over 1Q22, mainly for systems integrations and synergies capture.
- In the logistics infrastructure front, the investments were R\$5 million, a decrease of 46.5% over 1Q22
- In 2023, as already disclosed to the market, the investment volume should be reduced to levels close to maintenance. This movement is part of the Post Merger Integration and expense reduction





Cash and Debt



- The Company ended the quarter with a cash position of R\$267.7 million, an increase of 36.0% compared to 1Q22, due to the entry of amounts related to the loan taken out in March of this year.

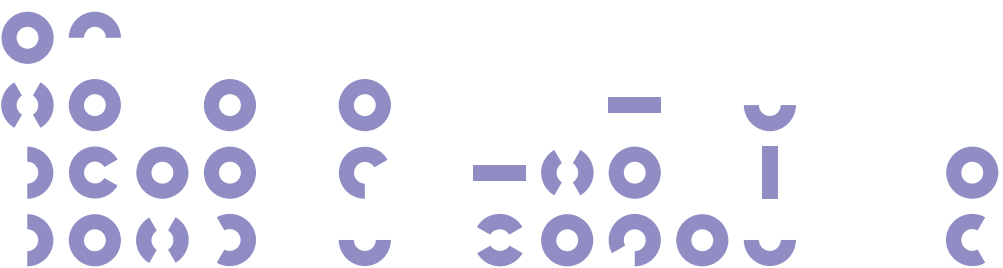


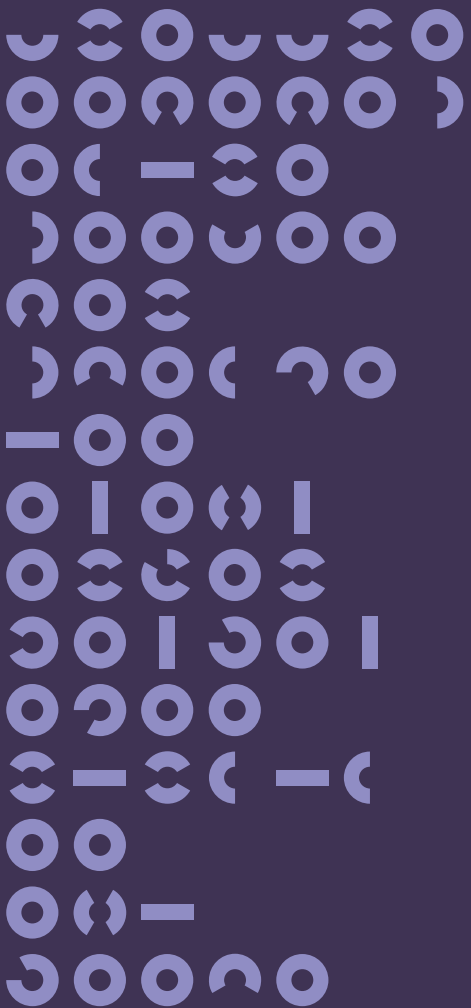
Break-even Project



Infracommerce started in May an important stage of the break-even project to readjust the structure and reduce expenses that are concentrated mostly in:

- M&As synergies acceleration
- Reprioritization of investments and projects with long payback
- Readjustment of the corporate structure to gain efficiency
- Focus on core business and monetization of the client's base

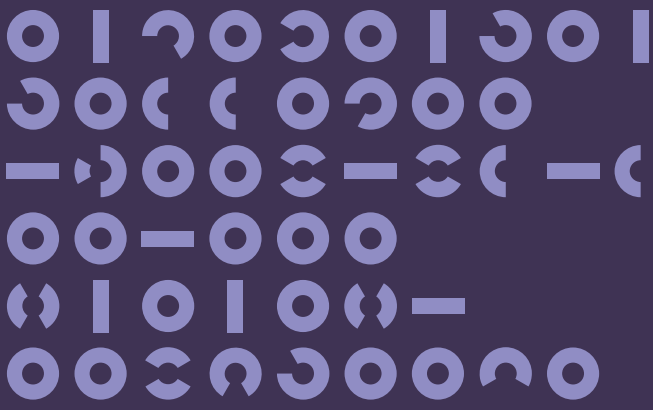




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- Infracommerce's Value Proposition is even stronger given the scale reached by the Company and the focus from the manufacturing brands to accelerate their more profitable channels
- Consistent organic growth in the same clients and the new client base
- M&A synergies and gains of scale with an EBITDA margin expansion
- Deeping the efficiency project should lead the company to generate cash and profitability more quickly



Thank you!



ri.infracommerce.com.br
investor@infracommerce.com.br

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