



# 2Q21

## Results

# infra.commerce

 [ri.infracommerce.com.br](https://ri.infracommerce.com.br)  +55 11 3848.1313

# Disclaimer

This document may contain certain statements and information relating to Infracommerce CXAAS S.A., alone or together with the other companies in its economic group ("Company"), that reflect the current views and/or expectations, estimates or projections of the Company and its management with respect to its performance, its business and future events. Forward-looking statements include, without limitation, any statements that have a prediction, indication or estimate and projections about future results, performance or objectives, as well as words such as "believe", "anticipate", "expect", "estimate" and "project", among other words of similar meaning. Although the Company and its management believe that such forward-looking statements are based on reasonable assumptions, they are subject to risks, uncertainties and future events and are issued in light of information that is currently available as of the date they are issued. Such forward-looking statements speak only as of the date they are issued, and the Company undertakes no obligation to publicly update or revise them after the distribution of this document for any reason, including as a result of new information or future events.

Various factors, including the risks and uncertainties referred to above, may cause the forward-looking circumstances and events discussed in this document not to occur, and, as a result, the Company's future results may differ materially from those expressed in or suggested by these forward-looking statements. Forward-looking statements involve risks and uncertainties and are not guarantees of future events. Therefore, investors should not make any investment decision based on any forward-looking statements contained herein.

Market and competitive position information, including any market projections quoted throughout this document, has been obtained from internal research, market surveys, public domain information and corporate publications. While we have no reason to believe that any of this information or reports are inaccurate in any material respect, such information has not been independently verified. The Company is not responsible for the accuracy of such information.

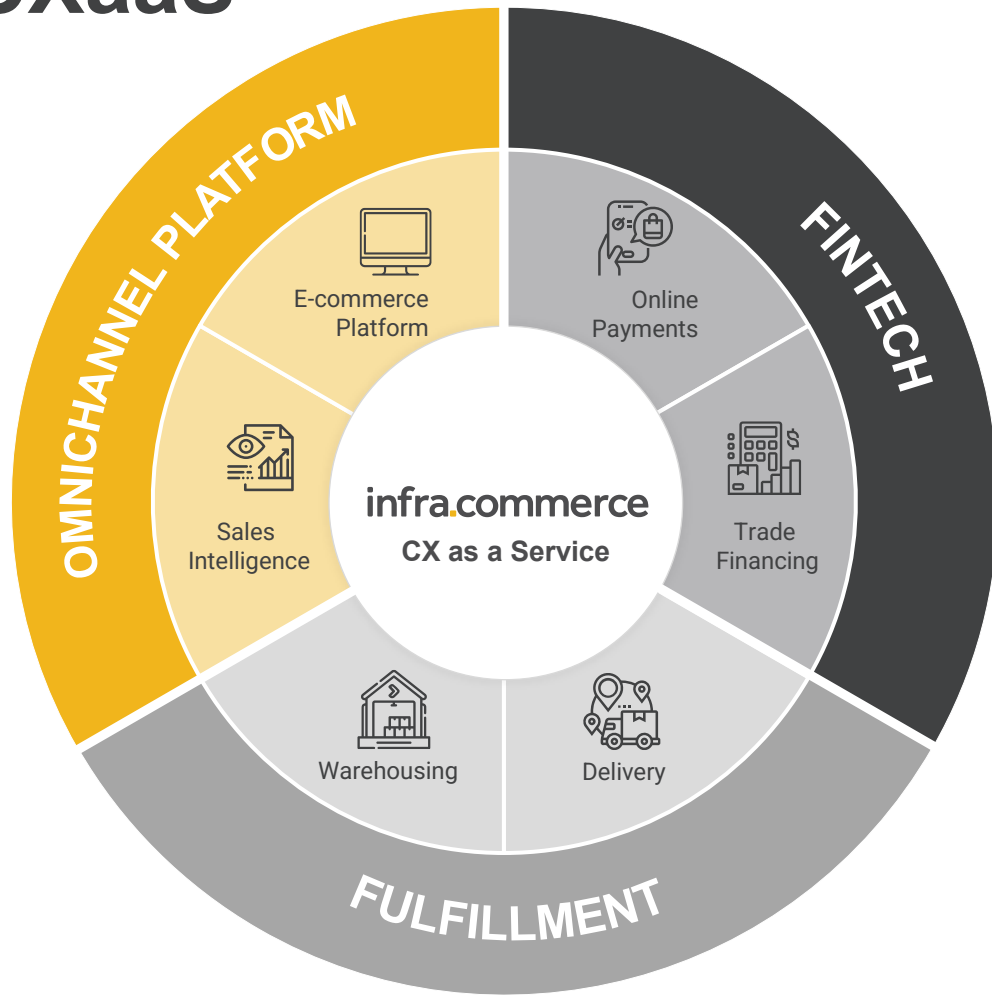
Certain percentages and other figures included in this document have been rounded to facilitate their presentation. The scales of the graphics of the results may appear in different proportions to optimize the presentation. Therefore, the figures and graphics presented may not represent the arithmetic 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).

# Second Quarter 2021 Overview

Kai Schoppen  
CEO

# Ecosystema Digital CXaaS



**infra.commerce** accelerates brand's digitalization...

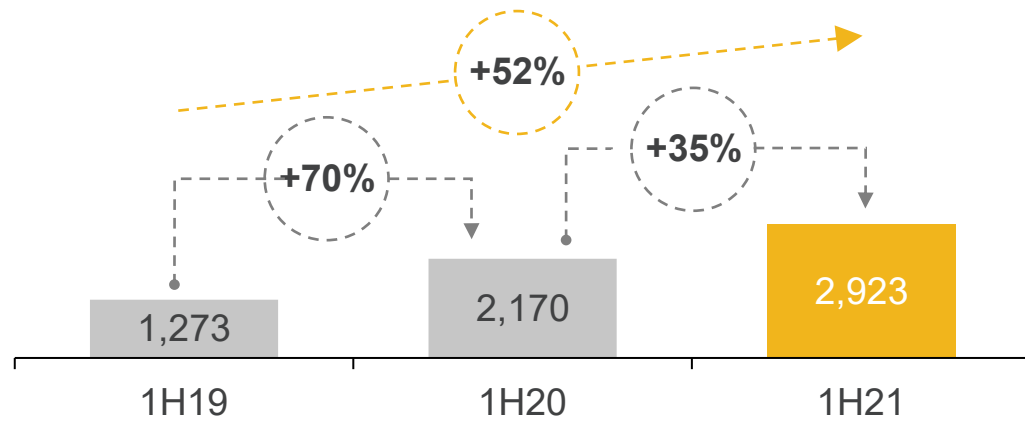
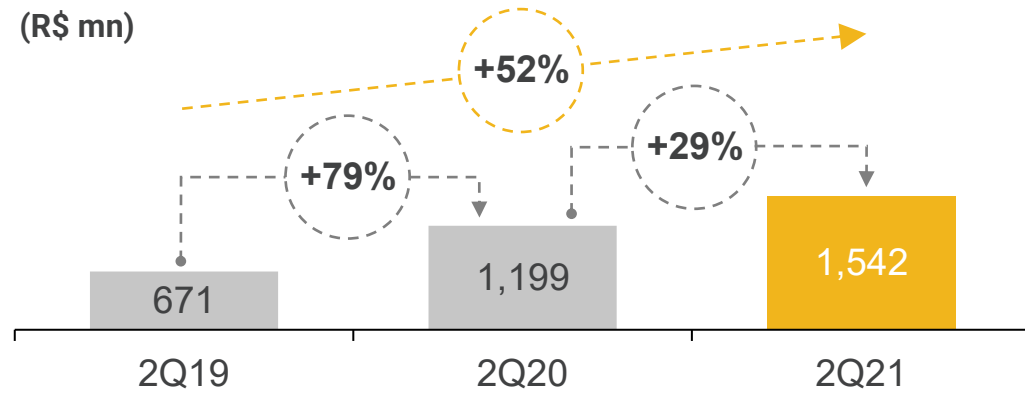
...by providing a complete set of **integrated digital solutions** at a multi-billion scale...

...for an **exceptional** customer experience.

# 2Q21 Financial Update

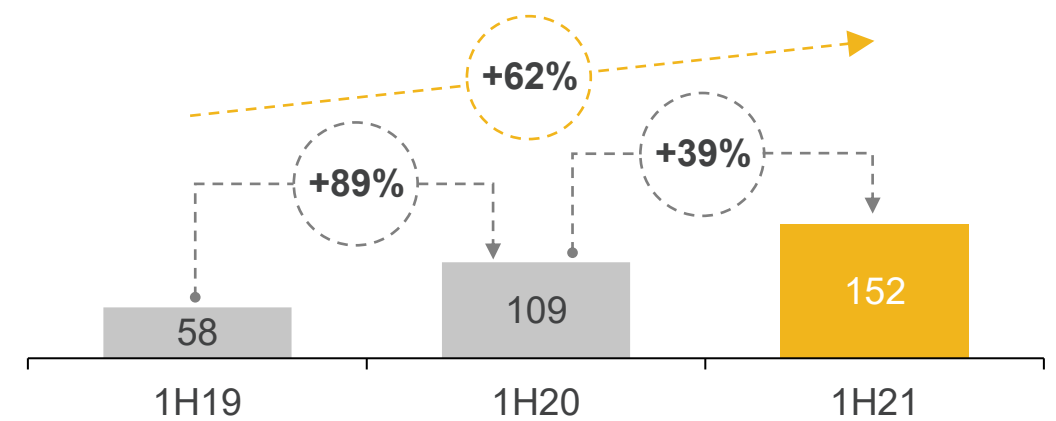
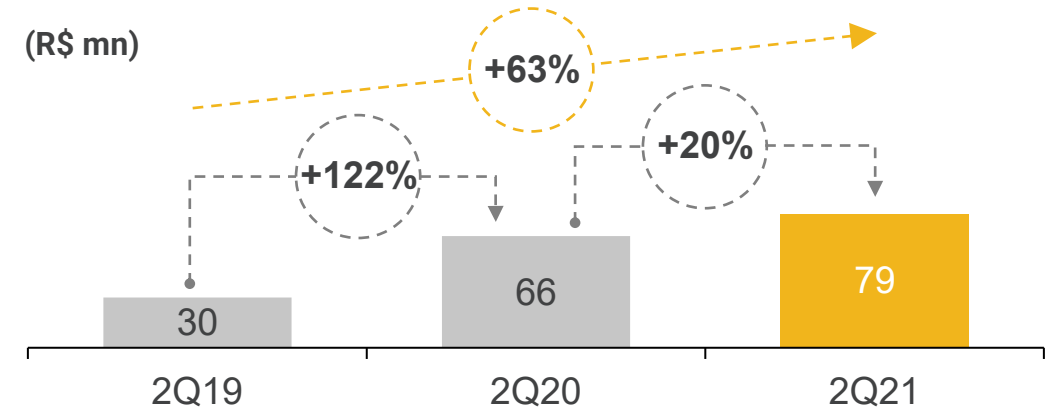
## GMV

(R\$ mn)



## NET REVENUE

(R\$ mn)



# 2Q21 Highlights



+21% TPV YoY

**R\$ 183M**



+19,5M shipped products

**+66% YoY**



**Summa and  
Tatix**  
acquisitions



Record of  
lead generation

**+126% YoY**



Total customers

**268**



**1,637**

#Infras

# Operational Performance



**Average *take rate* of 5.2% in 1H21, up from 5.0% in 1H20**

Validating our cross-sell strategy, especially in B2B



**Innovation in B2B solutions**

Virtual assistant with artificial intelligence and B2B hub, allowing us to remain at the leadership of this market segment



**Reduced customer concentration in 2Q21**

Top 2 customers accounted for 28% of net revenue vs. 33% in 2Q20



**Pier8 integration**

Accounting and back-office integration, moving clients to Infracommerce's main distribution center, and significant cost synergies and cross-sell opportunities

# Record of new clients

Strong organic growth potential



- Record of **268** customers in the ecosystem
- Record in lead generation, up **+126%** YoY
- Record **43 new clients** closed in the quarter and 63 in 1H21, reflecting investment in commercial area
- **Zero churn** at Infracommerce\* in 1H21



**AÉROPOSTALE**



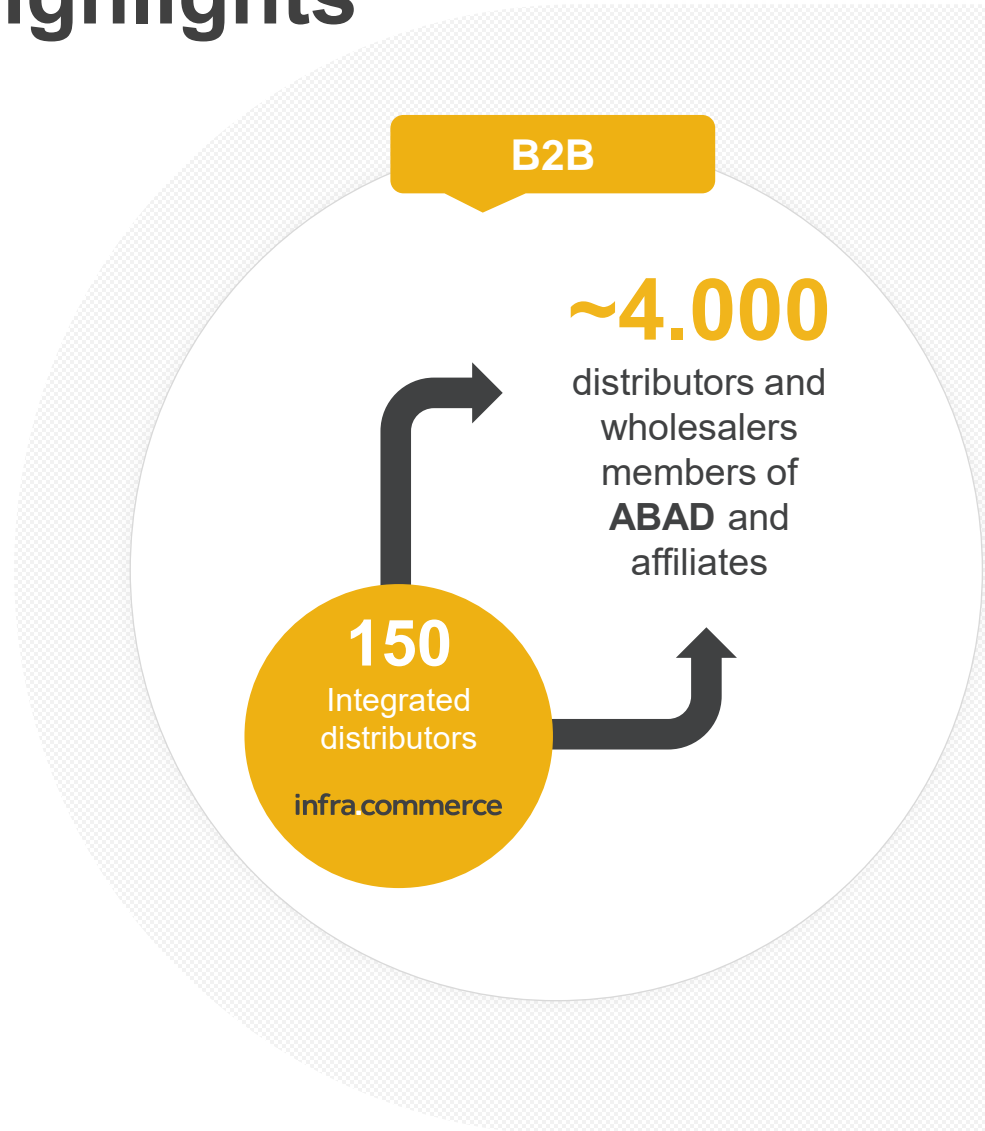


# B2B Omnichannel Platform Highlights

Historic partnership with ABAD, with potential to reach up to **4k distributors**



- ABAD - Brazilian Association of Wholesalers and Distributors of Industrialized Products - announced the creation of a marketplace to fulfill several small retailers and grocery stores
- Infracommerce will be responsible for the platform technology, enabling Abad's members to access a broad number of products from different brands and industries
- Partnership will be leveraged by our Fintech, with *credit as a service* and payment solutions



# Fulfillment Highlights



10% of the population with the alternative of

**Same Day Delivery**



**99%**

of orders delivered within 48 hours in São Paulo

**3**

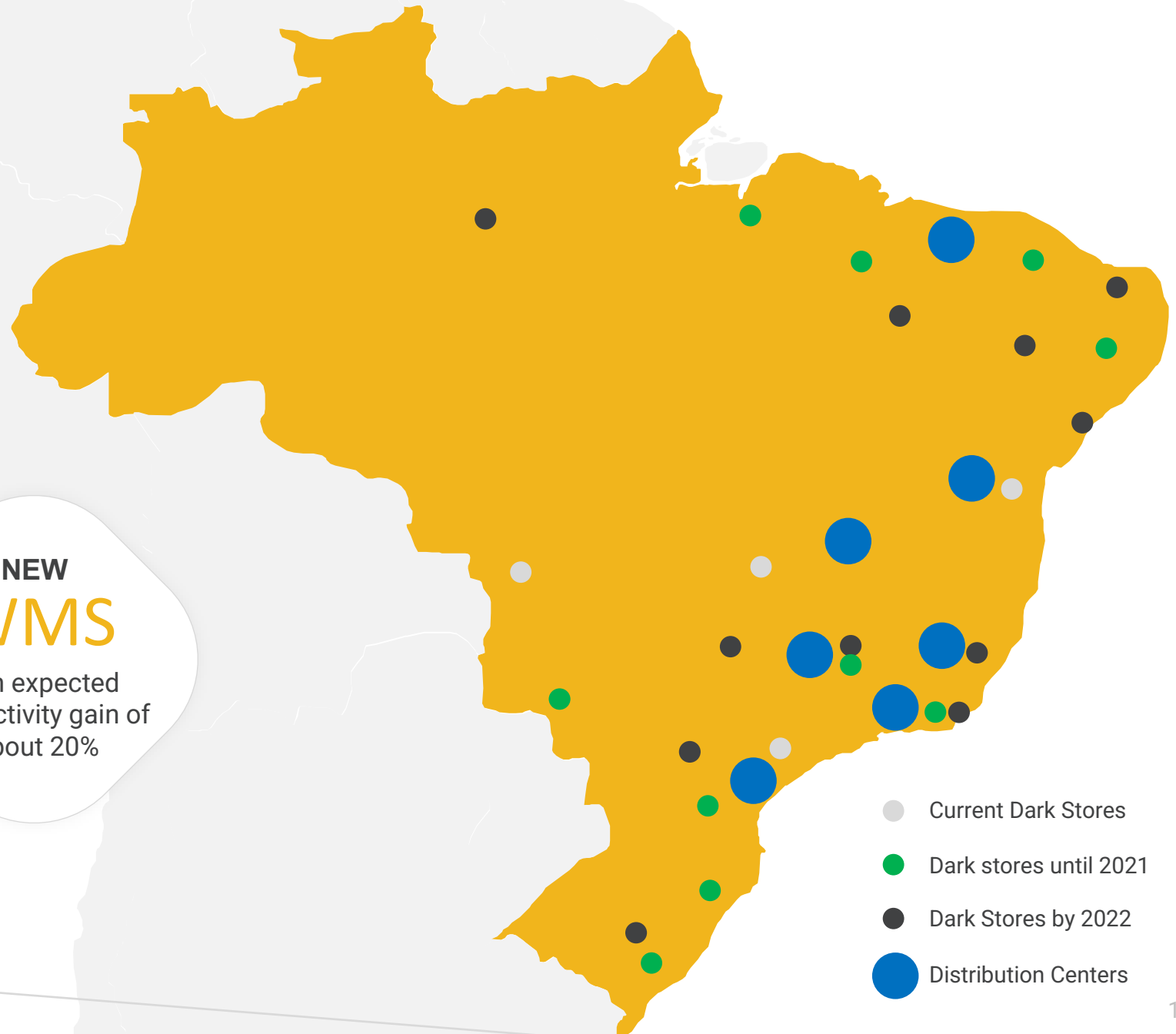
New DCs (Extrema, Salvador, Rio de Janeiro)

**NEW WMS**

with expected productivity gain of about 20%

**45'**

average dark stores delivery time



- Current Dark Stores
- Dark stores until 2021
- Dark Stores by 2022
- Distribution Centers

# Fintech Highlights



## LAUNCH OF FIRST EXCLUSIVE **FIDC**

- Focused on credit expansion and working capital of **thousands of small and medium retailers** of our B2B e-commerce customers
- Use of **Infracommerce proprietary Data Lake** with artificial intelligence for credit algorithm
- FIDC Warehouse pilot **presented potential of 15 to 25% increase** in GMV in participating customers



## Signed **CONTRACTS**

**6 customers in the quarter**  
on-platform / off-platform

**R\$500M**

FIDC transaction potential  
in the **first 12 months**

# M&A Highlights



- Seller Center proprietary platform company and software development
- Responsible for the implementation of more than 300 e-commerce projects
- Solutions in B2C and B2B
- Located in 15 countries
- +150 employees with over 120 software developers



- One of the main e-commerce players in Brazil, responsible for digitization projects of large industries
- Proprietary omnichannel technology, allowing "uberization" order process
- 42 customers like Sky, Mondelez, Uber, Ambev, Reckitt and Vivo
- +500 employees

With these acquisitions, Infracommerce's ARR increases to **R\$436 million** not considering the 43 new customers acquired in the quarter

**Second Quarter**

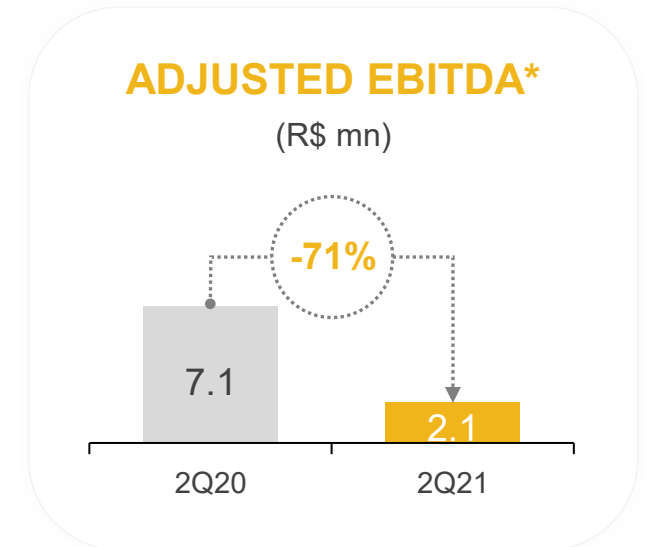
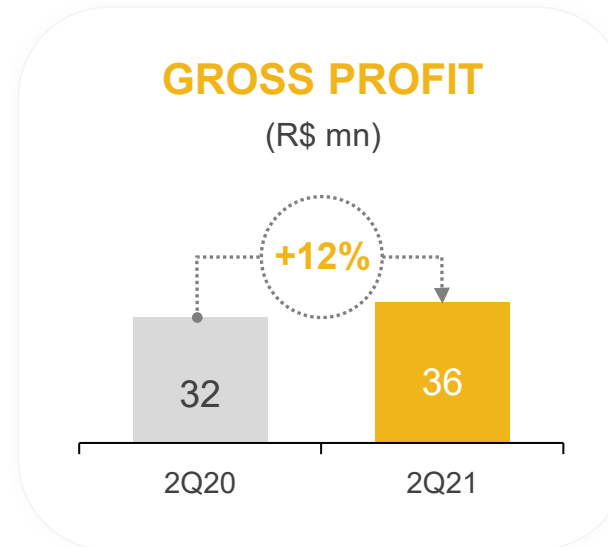
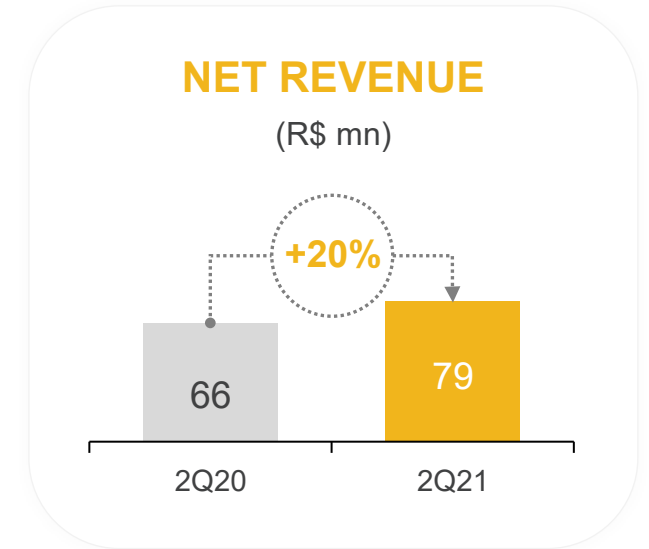
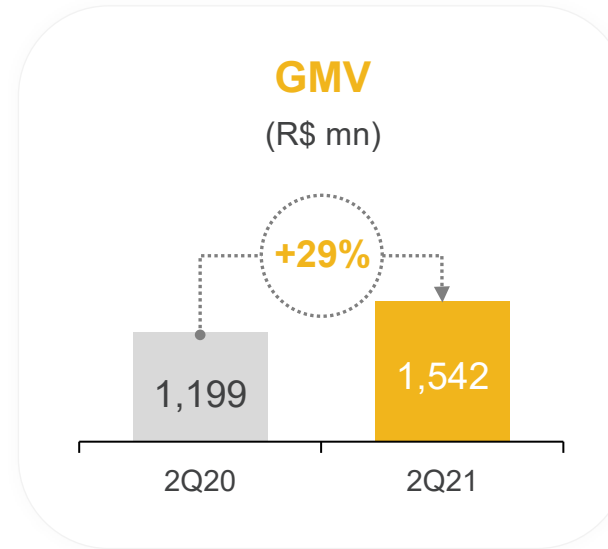
**2021**

**Financial Performance**

Raffael Quintas  
CFO

# 2Q21 Financial Highlights

- **29% YoY increase in GMV**, total of R\$1,542 million
- **Record net revenue of R\$79 million**, an increase of 20% YoY. In the first half of 2021, net revenue was R\$152 million, a year-to-date increase of 39%
- **Compound annual growth (CAGR) of 67%** in terms of net revenue, between 2Q19 and 2Q21
- **Gross profit of R\$36 million**, 12% higher than 2Q20, with a healthy margin of 46%
- **Adjusted EBITDA\* of R\$2.1 million**, which considers the expansion of key corporate areas for the IPO, and pre-operational expenses with the logistics and fintech grid

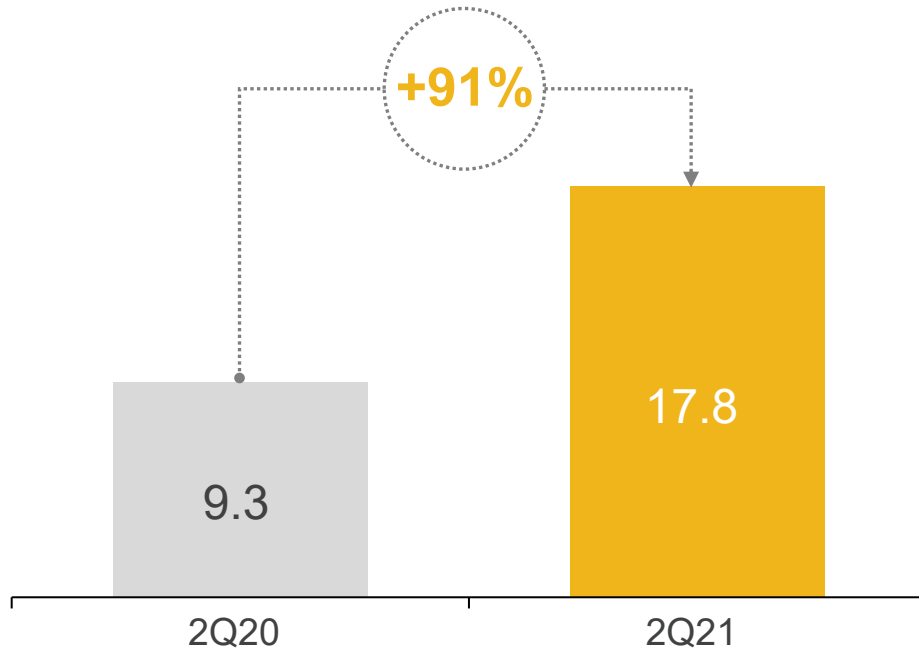


\* Adjusted EBITDA for non-recurring events totaling an expense of R\$7.3 million in 2Q21

# Capital Expenditure

## CAPEX

(R\$ mn)

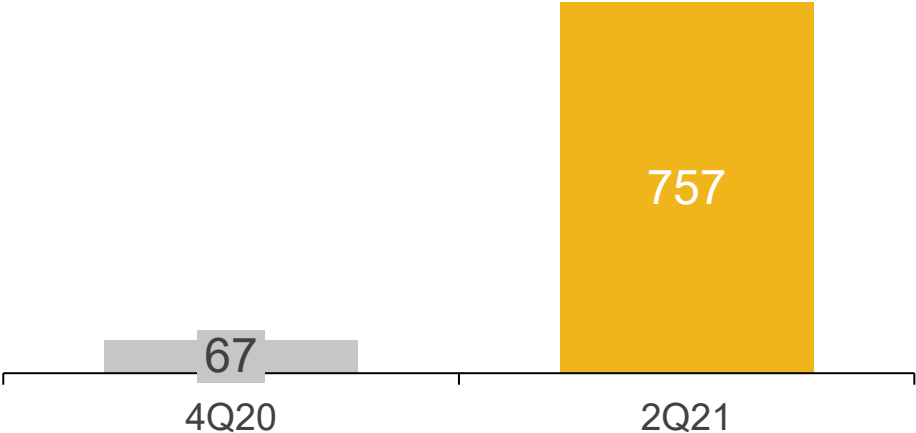


- Investment of **R\$12.8 million** in **technology** projects
- Investments of **R\$5.0 million** in **logistical grid**
  - DC opening in **Extrema, Rio de Janeiro** and **Salvador**
  - Opening of **dark stores**, **totaling 7** at the end of the quarter

# Strong Liquidity Position

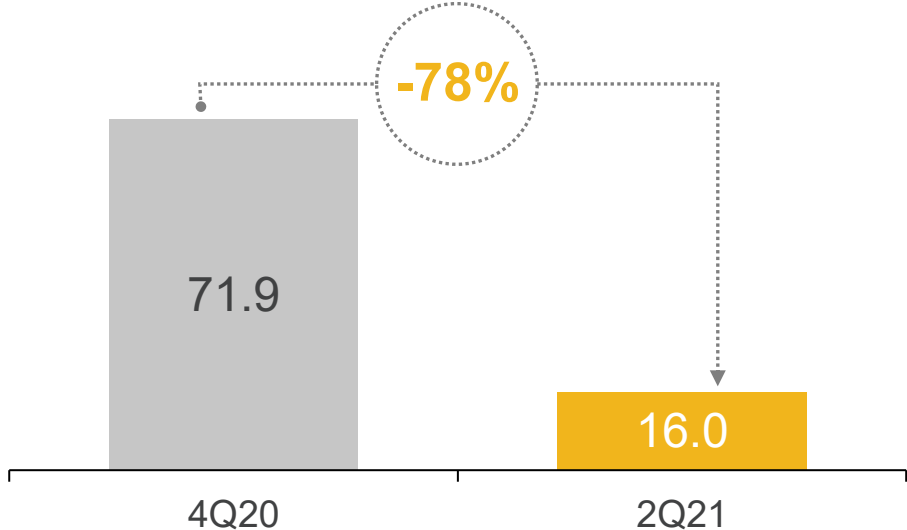
## CASH

(R\$ mn)



## GROSS DEBT

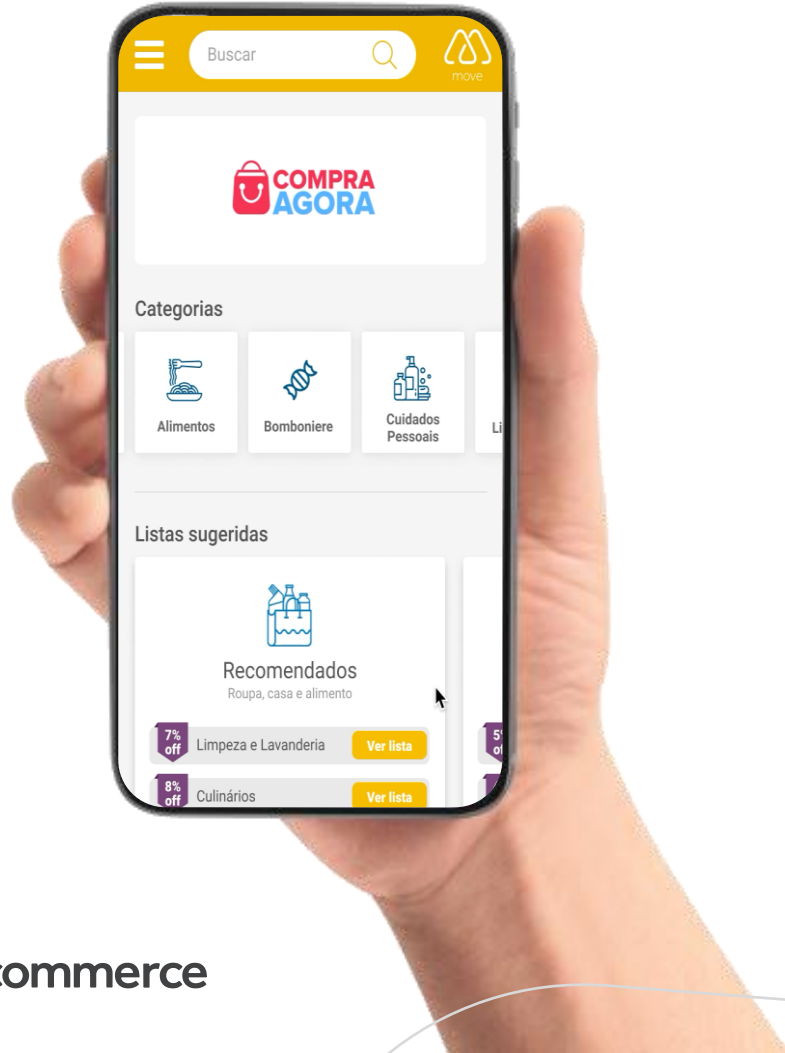
(R\$ mn)



Part of the **IPO** proceeds were used for **M&A and debt amortization**



# Executing on Our Growth Strategy



Solid growth, confirming the market digitization trends, accelerated by the pandemic



Record of new customer attraction and conversion, ensuring sustainable organic growth



Continuous expansion and innovation in two high potential verticals: B2B and fintech



Expansions of the CXaaS experience with investments in technology and logistics grid

# Thank You



**[ri.infracommerce.com.br](https://ri.infracommerce.com.br)**

+55 (11) 3848 1313 / [investor@infracommerce.com.br](mailto:investor@infracommerce.com.br)

**infra.commerce**