



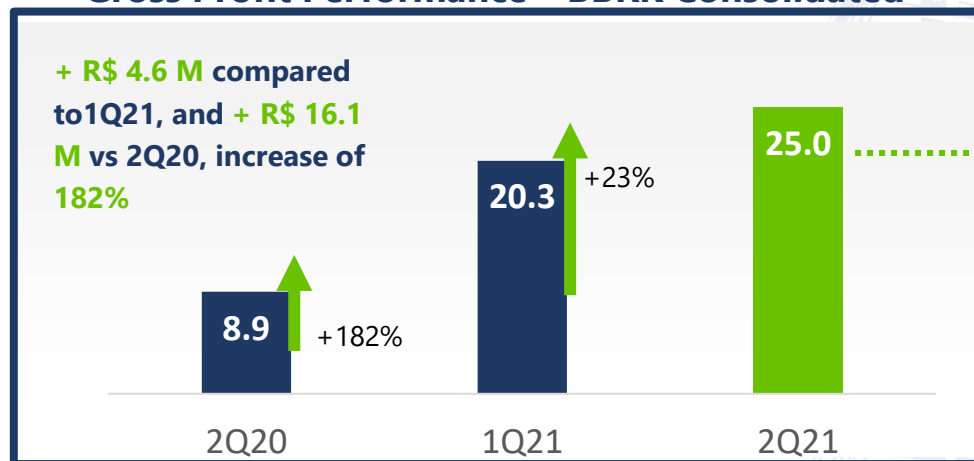
BrasilBrokers

Results 2Q **2021**



BrasilBrokers | Improvement in the sector's recovery, exceeding expectations for May and June 2021.

Gross Profit Performance – BBRK Consolidated



Highlights



Growth of 24% in Net Revenue

Increase in financial service, primary and secondary verticals.



Emphasize for the increase of the primary sector share para 28%

Credit 38%, secondary sector 24% and Rental 8%.

Operating impacts:



Credit: Increase of 16% in financed units, versus the first quarter of 2021 and 88% versus 2Q20.



Launches: Growth of 182% in launched units compared to 1Q21.



Secondary: 2Q21 presented increase of 9% in the average ticket value of units sold in comparison with 1Q21.

BrasilBrokers | *Highlights 2Q21*

Evolution of 45% in Gross Revenue consolidated compared to 1T21, reached R\$ 47 Millions

 **BrasilBrokers**

Gross Revenue Breakdown:

- **Credit:** 57%
- **Finished properties (secondary + rental)** 22%
- **Primary market:** 19%
- **Other revenues:** 2%

 No labor claims in this quarter.

credimorar
FINANCIAMENTOS 



Growth of 24% in Gross Revenue in 2Q21, compared to the 1Q21.



Products diversification



Credintegrados platform launch

 **desenrola**



2.2 thousands properties under management, maintained stable



Preparation to receive new business centers for expansion.

 **+ ABY**



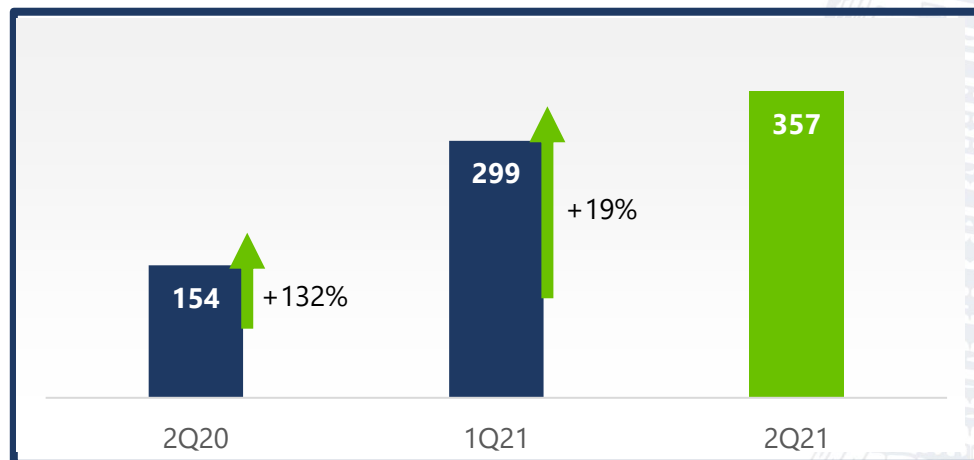
11% growth in the average ticket when compared with 1Q21 and 73% related to 2Q20.



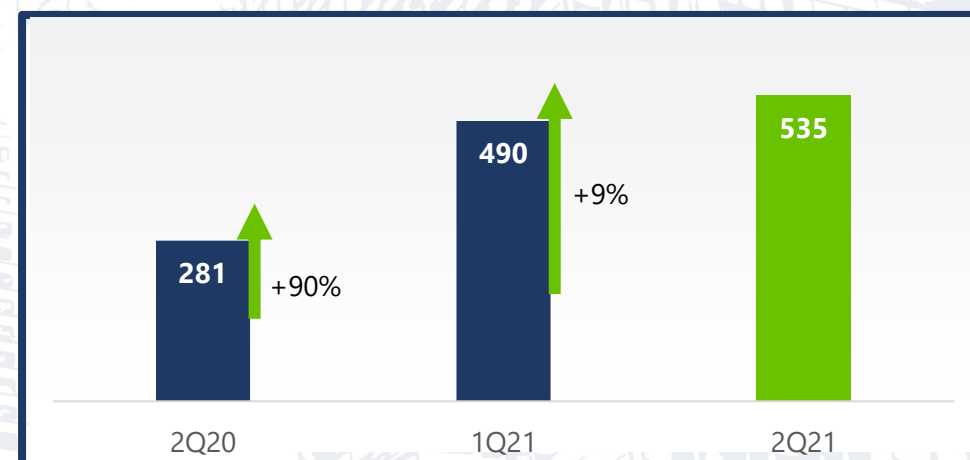
Gross revenue 24% higher in comparison to the 1Q21.

Growth of 18% in Net Revenue in 2Q21, due to the improvement in PSV and in the number of units sold that increased 19% e 9%, respectively, when compared to 1Q21.

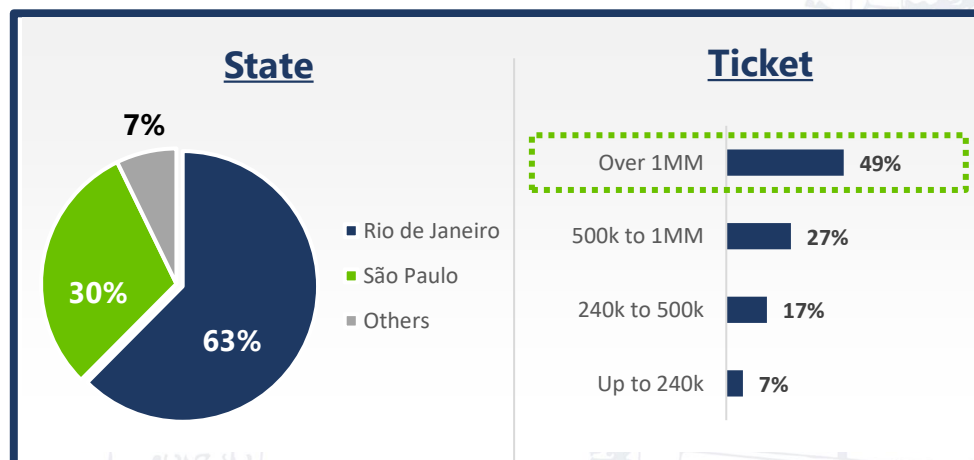
PSV - Secondary (R\$ Million)



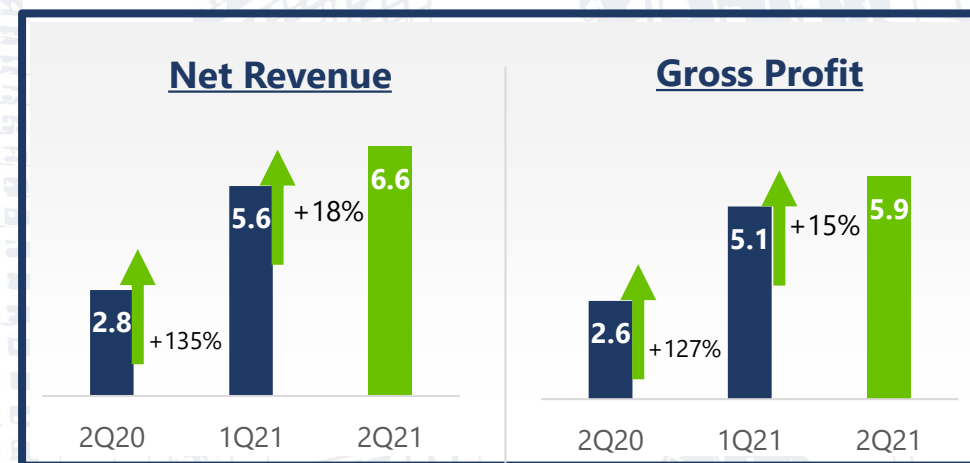
Units Sold





Sales Mix - 2Q21



Financial Results (R\$ Million)



Highlights

-  Level of 2.2 thousands properties under management maintained in this vertical. Reduction due to the transfer agreement in which transformed LI LIBORIO brand in a licensed of Brasil Brokers.
-  Gross Profit of R\$ 2 million maintaining the same level of the 1Q21 and higher 17% versus 2Q20.

Professional
Photos and 360º



Technology to
find the best
tenant



Owner's
exclusive area on
the site



Receipt in Day
(without
guarantor)



Digital Contract



Human and
Personalized
Service



Advice
Legal

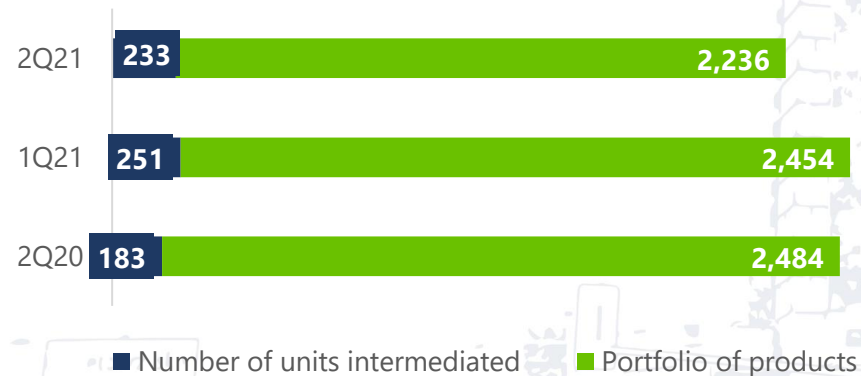


Modern,
dynamic and
responsive
website



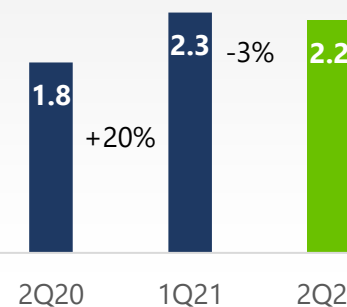
* Illustrative images, not exclusive to Desenrola.

Operational Breakdown

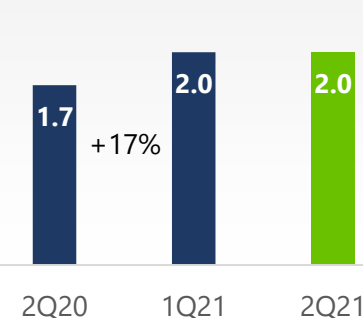


Financial Results (R\$ Million)

Net Revenue







Gross Profit



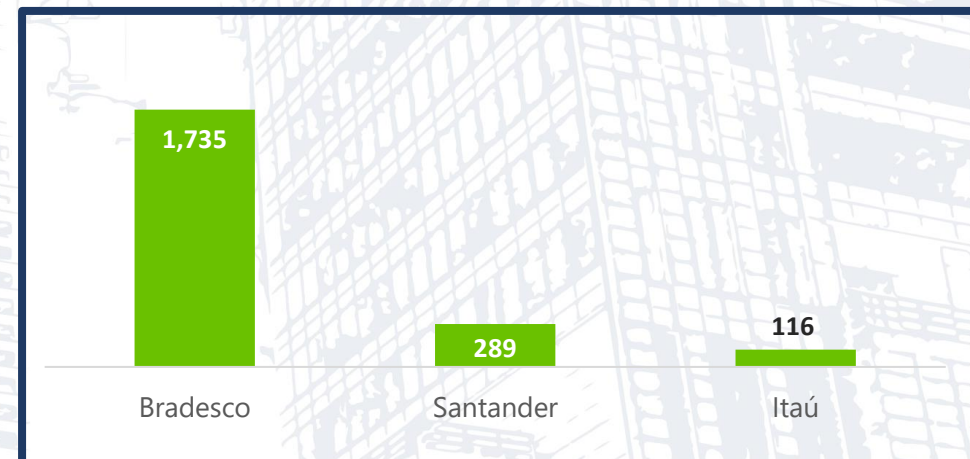


GFV financed reached more than R\$1 billion in 2Q21, resulting in a 17% of increase in Gross Profit compared to 1Q21.

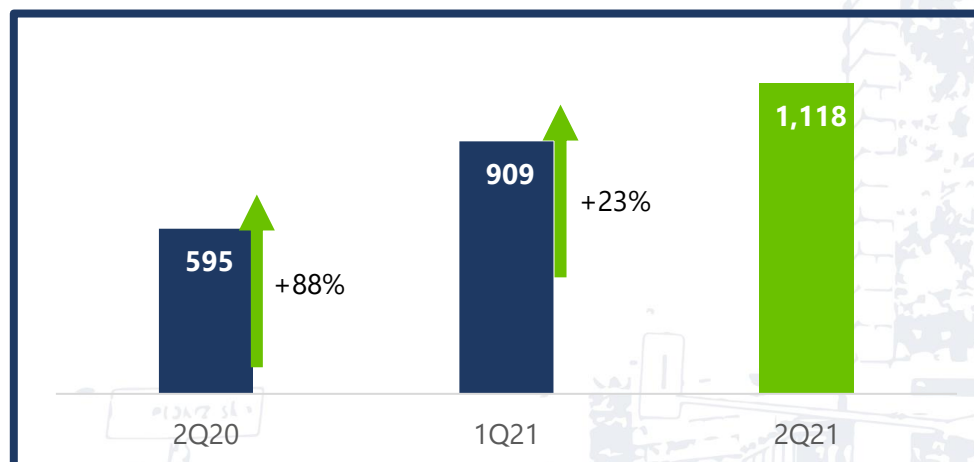
Highlights

-  Net Revenue increase of 25% in 2Q21 in relation to 1Q21.
-  Growth of 17% in Gross Profit versus 1Q21.
-  GFV financed higher 23% compared to 1Q21.
-  Consolidation in the segment with partnership in the main banks in the country.

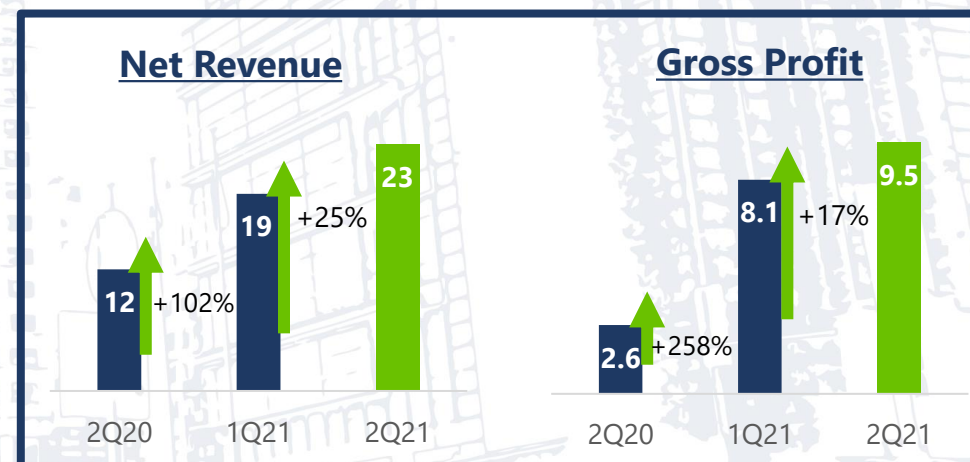
GFV Produced per partner 2Q21 (R\$ Million)



GFV Financed (R\$ Million)

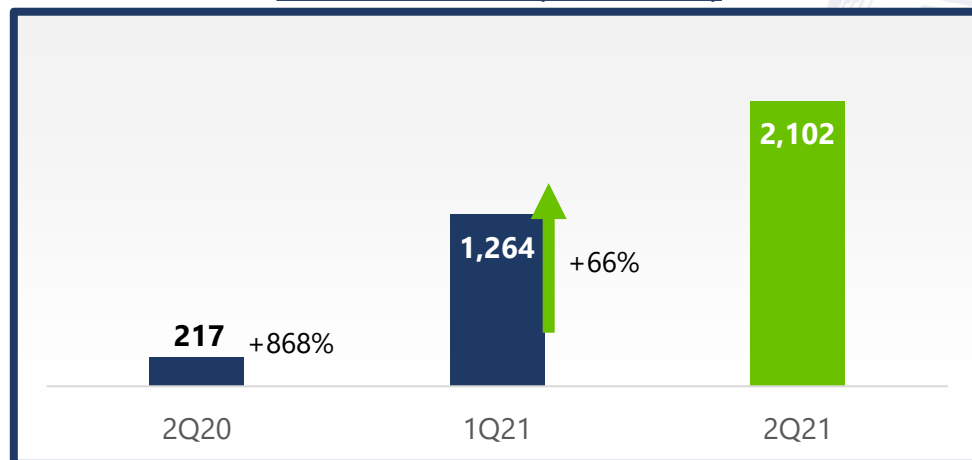


Financial Results (R\$ Million)

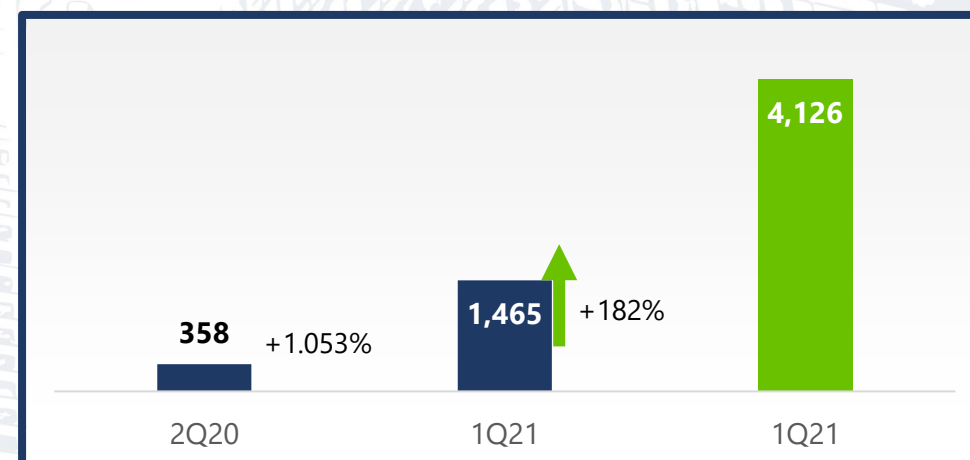


Significant increase of 182% in numbers of units launched versus the first quarter of 2021

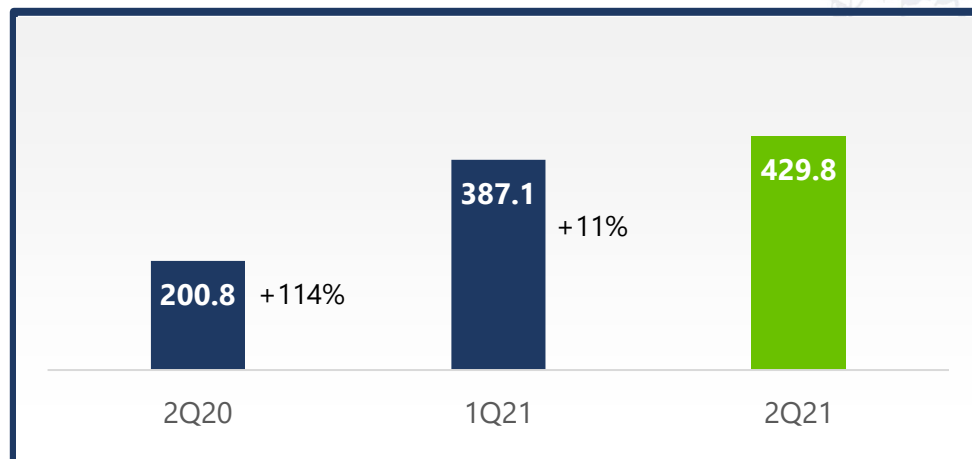
Launched PSV (R\$ Million)



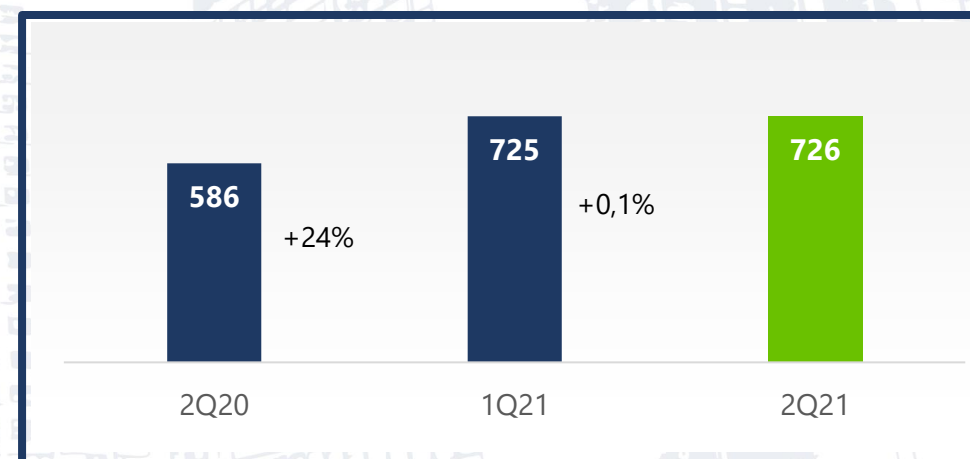
Units launched



Contracted PSV (R\$ Million)

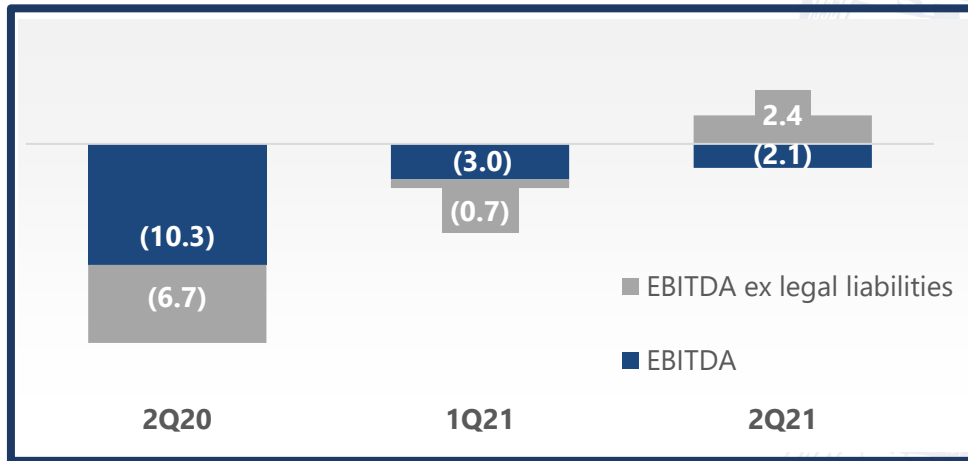


Units Sold






EBITDA ex legal liabilities of R\$ 2.4 million, best result performed since 1Q19.

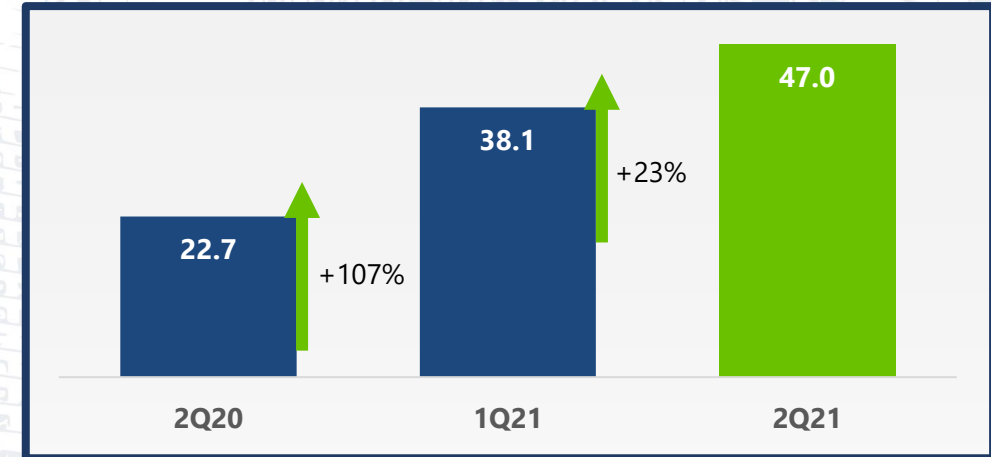
EBITDA (R\$ Million)



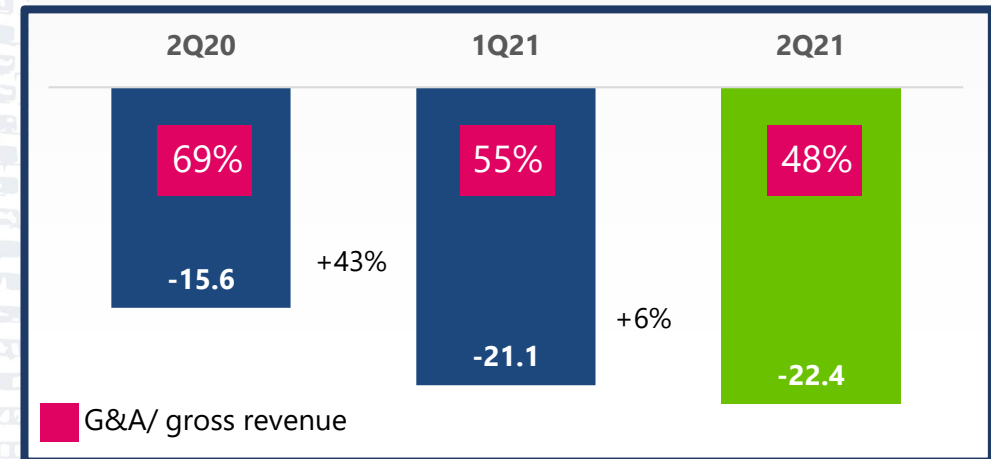
Highlights

-  Gross Revenue 23% better than 1Q21 and higher in compared to 2Q20.
-  Incredible improving in ratio Administrative expenses/ Gross Revenue, going from 69% to 48% in 2Q21 versus 2Q20.
-  EBITDA excluding legal liabilities positive in R\$ 2.4 million in 2Q21, best result performed since 1Q19.

Gross Revenue (R\$ Million)

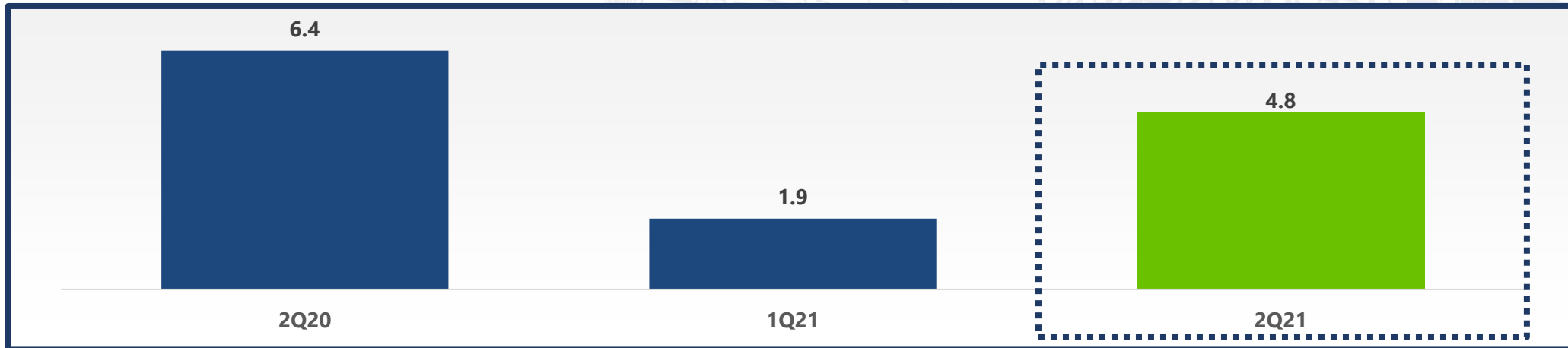


General and Administrative Expenses (R\$ Million)

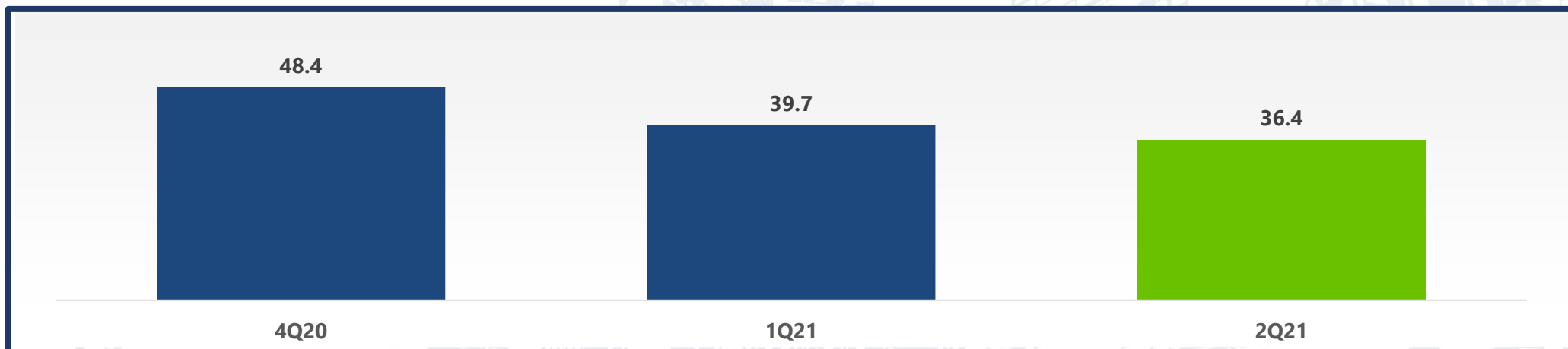


Operating cash growing in the quarter, totaling R\$ 4.8 million versus 1Q21.

Operating Generation (R\$ Million)

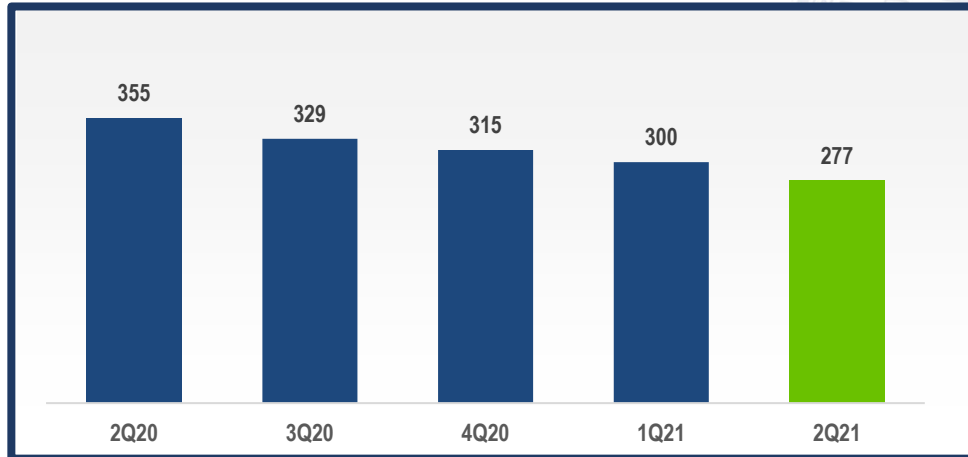


Cash Balance (R\$ Million)



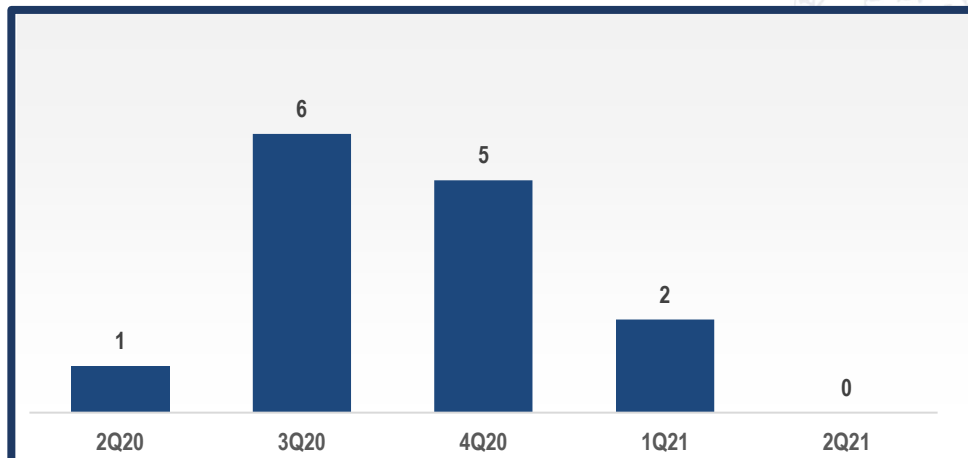
Great Evolution in the quarter, closing the second quarter of the year without any new lawsuits filed against the company.

Stock of labor lawsuits



Stock of labor lawsuits decreased 22% compared to 2Q20 and 8% in relation to 1Q21.

Entrada de novos processos trabalhistas



100% of decreased in comparison to 2Q20 and 1Q21.

Cultural Transformation



- Project of construction and consolidating of a unique culture: agile, collaborative, humanized, inclusive and totally focused to customer satisfaction.
- Participation of all the 6 companies that make part of the Group and all levels of the organization – 592 participants with 92% engagement of eligible.
- Implementation of a Management model to support culture, strategy and decision making – OKR.



Culture manifest

- ✓ Purpose
- ✓ Vision
- ✓ Values
- ✓ Behaviors

Structuring of the Social Responsibility Management System Policy - available for approval.

**ESG
Governance**

Structuring of the Diversity, Equality and Inclusion Policy - available for approval.

**ESG
Governance**

Structuring the Corporate Donation Policy - available for approval.

**ESG
Governance**

Partnership with the BEM RECYCLING institution - delivery of 800kg of unused paper for reprocessing.

**ESG
Environmental**

Partnership with the *Cooperativa de Trabalho dos Catadores de Lixo do Céu Azul* (work cooperative) for the correct disposal of materials technological: 02 UPSs, 02 battery bankers, 02 transformers, 01 stabilizer, 01 scrap bag of electronic devices already donated to the institution.

**ESG
Environmental**

Partnership with the NGO *Habitat para Humanidade Brasil* in the “The Future starts at home” project, in which the company contributes to the renovation of 10 homes for needy families in the Jardim Curitiba – GO community.

ESG
Social

Partnership with the NGO *Aldeias Infantis SOS Brasil* and start of the *Empreendeda Jovem* Project, which consists of the Qualification of 30 needy youth by BBRK Group employees who works as volunteers. Donation of 187 different books to young people and teenagers from the Morro do Banco community, Itanhangá, RJ, through the NGO *Aldeias Infantis SOS Brasil*.

ESG
Social

Internal Social Campaign to collect food and clothing - collection of 22,983 (twenty-two thousand, nine hundred and eighty-three) items, including: food, blankets, clothing, shoes and empty milk cartons box for making blankets (1,300 kg of food).

ESG
Social

Internal launch of the #Gigantesca Program to raise awareness of the sustainability, diversity and inclusion movement: 2 meetings already held.

ESG
Social

Donation of 8 office furniture in good conditions for domestic use for families living in the Morro do Banco community, in Itanhangá, RJ, through the NGO *Aldeias Infantis SOS Brasil*.

ESG
Social

GIGANTESCA – EVERYTHING FITS, IT JUST DOESN'T FIT PREJUDICE

It is a movement that aims to promote an inclusive culture and that understands that everyone should feel part of and have the freedom to be who they really are.

How it happens:

Gigantesca meetings: to discover together the existing diversities and the impacts they generate in our lives and business.

Target audience: All BBRK partners | Volunteers

Results:

- ✔ 417 Participants in First Meeting – *Gigantesca* Launch.
- ✔ 115 Participants – Unconscious Bias Conference.
- ✔ 1 Voluntary Support Group – 5 People *Gigantesca* Mkt.

Other Results:

- ✔ Engagement in posts on the Group's social networks (LinkedIn and Instagram) on the Gigantesca topic.
- ✔ Employees suggestions on other approaching topics.
- ✔ Debate group within the HR area in order to expand knowledge about its area through lectures given by themselves HR professionals.



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