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# 4Q21 | 2021 Results

March 29, 2022

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## Springs Global: EBITDA of R\$ 213 million in 2021, 63% higher yoy

São Paulo, March 29<sup>th</sup>, 2022 - Springs Global Participações S.A. (Springs Global), a company in the Home & Decoration segment, leader in bedding, tabletop and bath products, reported in the fourth quarter of 2021 (4Q21), net revenue of R\$ 451.8 million, totaling R\$ 1,720.7 million in 2021, surpassing by 21.0% the value achieved in 2019. Gross margin reached 35.5% and EBITDA margin was 12.4% in 2021.

The highlights of Springs Global's performance in 2021 were:

Resumption of sales in physical stores: 23% growth in sell-out revenue from Artex and MMartan physical stores chains and 15% growth in revenue from bed, table and bath items for multi-brands

We opened seven Artex franchise stores, in addition to a Casa Moisés flagship store, with the objective of strengthening the brand, whose products are offered in the MMartan store chain

E-commerce sales continued at levels similar to 2020, which suggests that many consumers have adopted the habit of online shopping

New product categories accounted for around 20% of e-commerce sales and 7% of sell-out sales, with sales starting in physical stores, without expanding their size, through the use of infinite shelf technology

Complete phygital experience, with options for "Pick up in store", "Delivery from store", "Infinite shelf" and "Remote service"

For the 8<sup>th</sup> consecutive year, our brands occupy the top positions of the Época ReclameAqui Award, in the Bed, Table and Bathroom category: 1st place – Santista, 2nd place – Artex and 3rd place – MMartan

NPS above 80 for the brands Santista, Artex and MMartan, in direct sales to consumers (B2C)

4.9 million followers on social networks at the end of 2021, and 1<sup>st</sup> and 2<sup>nd</sup> places in Google search results in more than a thousand terms related to the home wellness category

Launch of pillows with Persono technology, in limited edition exclusively in online stores

Incredible Places to Work Award 2021, promoted by Fundação Instituto de Administração (FIA) and UOL

*The financial and operational information presented in this release, except when otherwise indicated, is in accordance with accounting policies adopted in Brazil, which are in accordance with international accounting standards (International Financial Reporting Standards – IFRS).*





# Consolidated Performance

## 2021: Continuity of the verticalization and category expansion strategy

While the year 2020 was marked by strong growth in e-commerce sales, due to restrictions on physical commerce, in 2021, with the advancement of vaccination, there was a return of consumers to physical stores, resulting in increased sales, even when compared to pre-pandemic levels in 2019, both in the wholesale business segment and in physical stores in the retail business segment. E-commerce sales continued at levels similar to 2020, which suggests that many consumers have adopted the habit of online shopping.

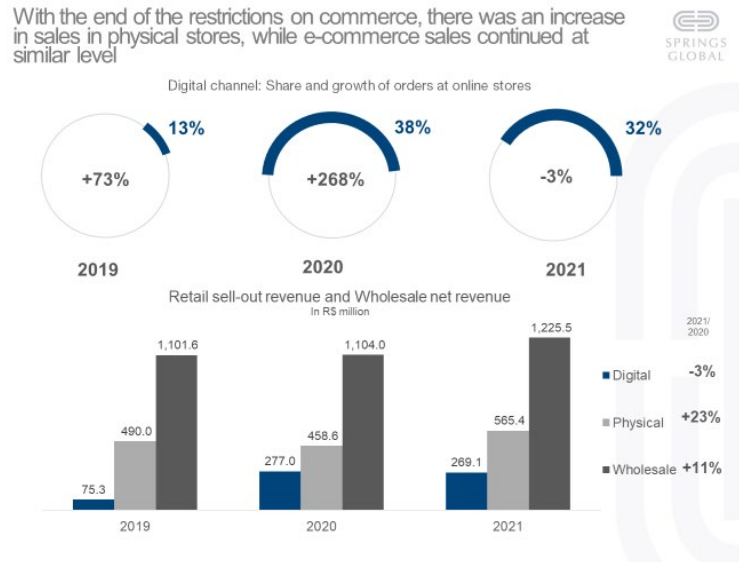


Chart 1 – Evolution of revenue, in R\$ million

### Be a customer-centric company

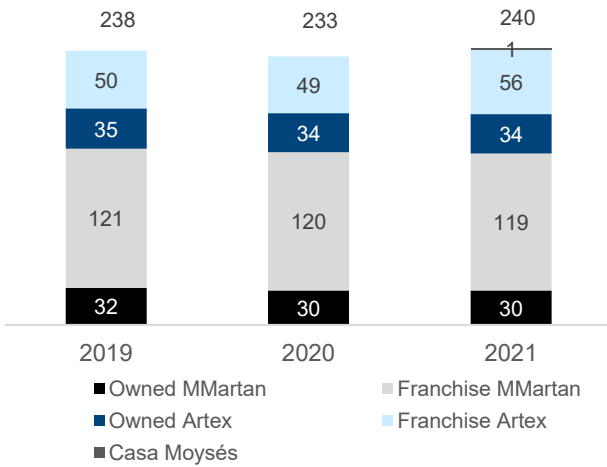
We believe in the importance of omnichannel and that is why we have invested in technology in recent years aiming to offer our retail customers a complete “phygital” experience, where consumers can choose the channel they prefer at each stage of their purchase journey. On the one hand, the physical store is an important place for product experimentation, providing a connection with all of the consumers' senses, offering humanized service, with a team trained in textile and decor knowledge, and therefore providing a better experience with the brand. On the other hand, the virtual store allows a great expansion of assortment, content offering, personalization and segmentation.

With this conviction, we resumed our physical store expansion plan, mainly in Artex stores, which currently have less geographic coverage and a larger target market, when compared to the MMartan store chain, using the franchise model, which requires less capital employed by the Company. In 2021, we opened seven Artex franchised stores, in addition to a Casa Moysés flagship store, with the goal of strengthening the brand, whose products are offered in the MMartan store chain.

Our proprietary technology provides full integration among the various channels, with a unified view of the inventories of the distribution centers and the physical stores, allowing sales with shorter delivery times and logistical costs, through the “Pick up in store” or “Delivery from store” functionalities, and a greater offering of products in the physical stores, through the “Infinite Shelf” functionality, in which the customer can select and buy a product that is not physically available in the store inventory and receive it at home.

Additionally, we increased the productivity of our sales force, who continued to make digital sales during idle periods in the stores, through leads received from our CRM (Customer Relationship Management) system, using artificial intelligence, based on segmentation and previous purchases, and therefore more likely to convert.

Our brands occupy three first positions of the 2021 ReclameAqui award, with Santista brand winning 1<sup>st</sup> place for the 8<sup>th</sup> consecutive year. We are rated RA1000, the highest in terms of satisfaction and customer service, in ReclameAqui, for our brands - Santista, Artex and MMartan. The excellent reputation of our brands, built over decades, has given our customers the confidence they needed at a time when they were forced to migrate their analog habits to the digital world and are now embracing our products in new categories.



Char 2 – Evolution of physical stores

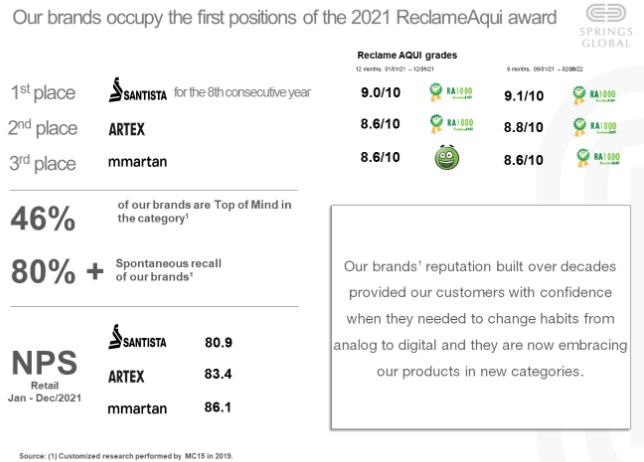


Figure 1 – Brand satisfaction scores

### Grow the retail share in our revenue

In 2021, we accelerated the offering of products in categories such as rugs, box beds, furniture, decorative objects, lamps, pajamas, among others, in all brands, including the offering of these items in physical stores, leveraging the infinite shelf functionality, without the need for physical inventory in the store. The strategy is to maximize the physical store's inventory, investing in an intelligent display of products, with the replacement of bedding, tabletop and bath products with a lower turnover, by a higher turnover category, improving the store's profitability. New product categories accounted for approximately 20% of e-commerce sales and 7% of sell-out sales in 2021.

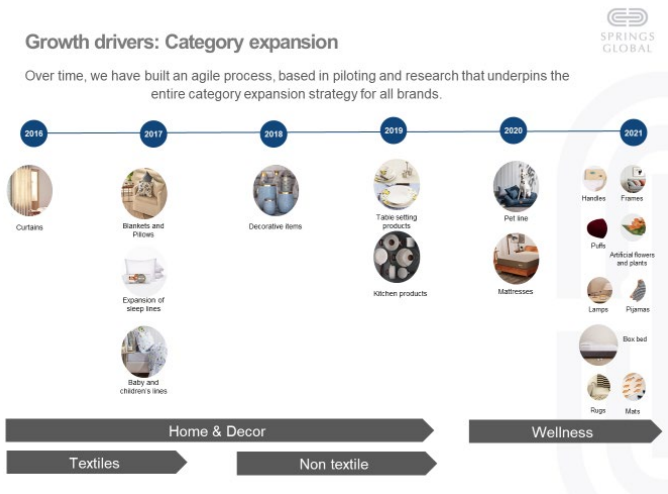
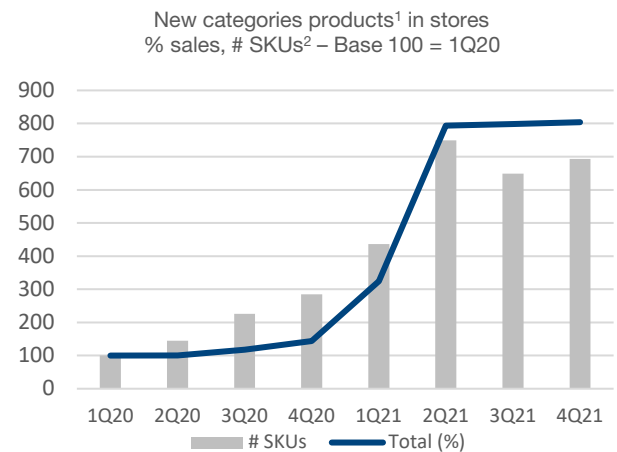


Figure 2 – Evolution of category expansion



<sup>1</sup> Beyond bedding, tabletop and bath products

<sup>2</sup> # Stock Keeping Unit, indicates the quantity of stock items with distinct characteristics

Chart 3 – Evolution of category expansion

The strategy of expanding our product categories enables the increase of our potential market by approximately seven times, compared to the bedding, tabletop, and bath products market, contributing to our target to reach more than 50% of revenue in Retail in the coming years. The retail share in our revenue increased from 23% in 2019 to almost 30% in 2020 and 2021. The revenue from the retail business unit presented a yoy growth of 14.9% in 2021, versus yoy growth of 34.3% in 2020, with deceleration in the second half, when we prioritized profitability, in the face of a more challenging scenario, in view of the reduction in purchasing power, mainly of the lower income customers, due to the inflation of essential items, simultaneously with an increase in product costs, mainly, due to higher costs of raw materials, inputs and energy. In addition, challenges in the global supply chain, such as the lack of containers, have limited the supply of some product lines.



Addressable market expansion by more than 7 times

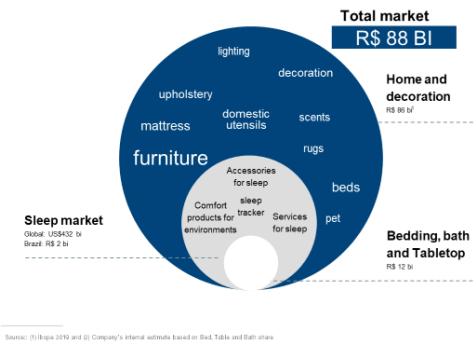


Figure 3 – Home wellness addressable market

Growth of the retail share in our revenue

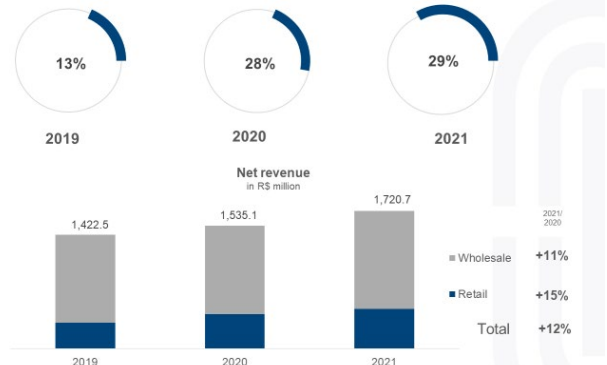


Chart 4 – Evolution of revenue per business unit

In line with the trend of fashion for home, we launch capsule collections, with coordinated and complementary items, which allows us to enter a scenario of composition for the entire home, with a theme as a reference (storytelling), which leverage the average ticket, increase purchase frequency and contribute to brand awareness. Our fully integrated supply chain and flexible production technology are competitive advantages that enable greater launch speed and production adjustments according to demand, the result of investments in technology in the industry, in recent years, with sophisticated and unique equipment in the Americas, which allow us to accelerate the launch of quality products.

In order to support storytelling, we build collaborations and partnerships with brands that adhere to our positioning, which allow consumers to identify with the brands, bringing them lifestyle and enhancing their shopping experiences. In addition to working from the positioning and branding point of view, we reach new customer segments with this strategy. In 2021, we had partnerships with BBB 21 and Hello Kitty with the Artex brand and Amir Slama with the MMartan brand.

The content offering is a strategic way to establish a connection with consumers for brands that intend to be a reference in their segment. In addition to home and decoration, we are already a reference in home wellness, whether on Google, in partnership with influencers or with our own audience, which totaled 4.9 million followers on social networks at the end of 2021. Our brands appeared in the 1st and 2nd places in Google search results, and the recently launched Persono brand appears in Google's quick answers bubble with terms highly relevant in the sleep industry.

Greater engagement and delight of our customers

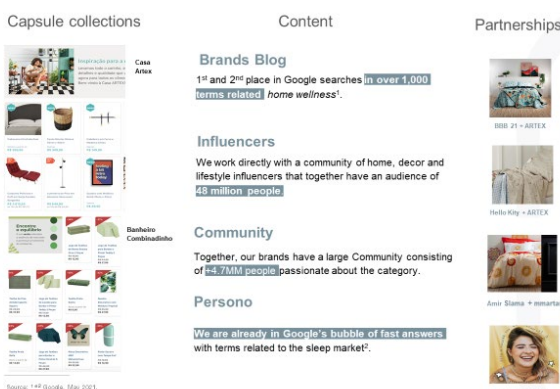


Figure 4 – Strategies in Retail business unit

The Persono brand's purpose is to improve the quality of life through sleep

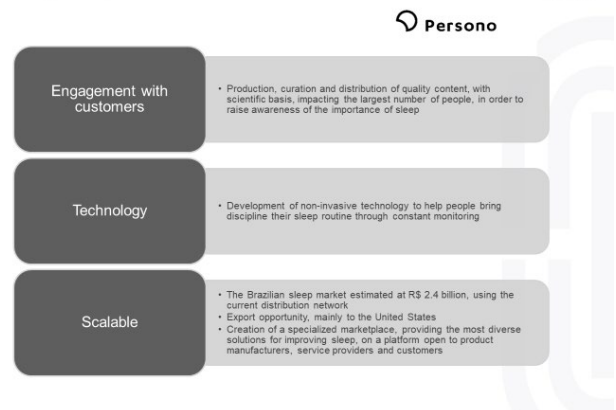


Figure 5 – New brand Persono

The Persono brand was launched in 2020 with the purpose of providing access to products and services that enable people to better understand and bring discipline to their sleep routine, resulting in a healthier and more productive life. In 2021, Persono brand was one of the sponsors of the Brazilian Olympic Committee (COB), contributing to the sleep quality of the Brazilian athletes and, consequently, to their performance. In the last quarter of 2021, we launched pillows with built-in Persono technology. The edition is limited and sales are exclusive to our online stores. The Persono Sense sensor is built into the pillow's inner layers and, through sleep classification algorithms, monitors three sleep parameters, without friction, that is, without direct connection to the person's body: regularity, quality, and quantity.

Persono opens a new avenue of growth for Springs Global, with the Brazilian sleep market estimated at R\$2.4 billion, in addition to the opportunity to export, mainly to the United States. Furthermore, the sleep application allows us to communicate with our consumers with high frequency and relevance, enabling the anticipation of trends and greater assertiveness in the offer of products and services.

### Value our culture

As important as our external customers, are our internal customers, our employees. In 2021, we maintained prevention measures and offered wellness programs in order to prioritize the physical and mental health of our employees, in addition to encouraging personal and professional development, through formal training and content offering, on our own platform or through partners.

The recognition of our respect and care for our employees is evidenced by the award received in 2021: Incredible Places to Work Award, promoted by Fundação Instituto de Administração (FIA) and UOL, which recognizes Brazilian companies that provide healthy, pleasant and productive environments for employees.

### Maximize shareholders' investment

Net revenue reached R\$ 1,720.7 million in 2021, 12.1% and 21.0% higher than 2020 and 2019, respectively. Retail sell-out<sup>(a)</sup> gross revenue reached R\$ 834.5 million in 2021, with a yoy growth of 13,4%.

Cost of goods sold (COGS) was R\$ 1,109.8 million in 2021, representing 64.5% of net revenue, versus 67.0% in 2020 and 68.4% in 2019.

Despite the adversities in the last two years - in 2020, the uncertainty of the pandemic with the closure of trade, interruption of production and devaluation of the real and, in 2021, the problems of the global supply chain and inflation, with an impact on raw material prices and inputs - we managed to increase our gross profit and operating cash generation, measured by EBITDA<sup>(b)</sup>.

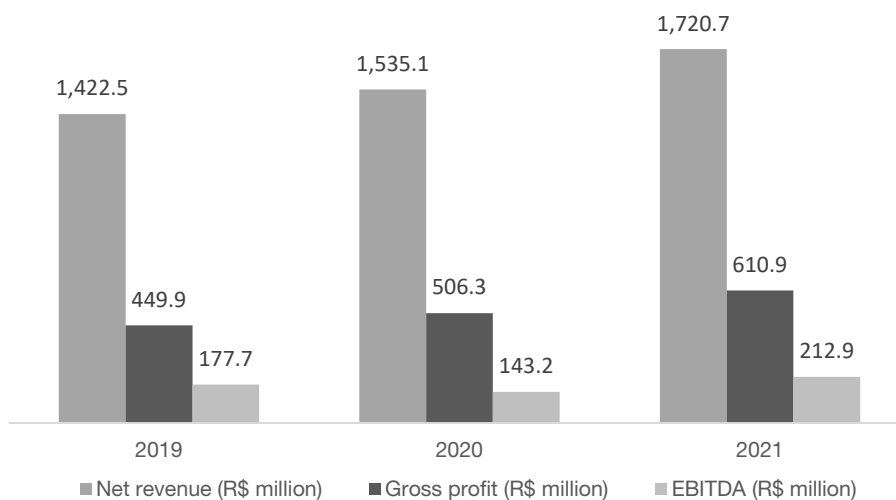


Chart 5 – Financial indicators, in R\$ million

We direct our production capacity towards the most value-added products and strategic customers, with a higher volume supply to the Retail business segment, compared to historical levels, due to higher costs and import

deadlines, related to the lack of containers. The Bedding, Tabletop and Bath<sup>(c)</sup> and PPE<sup>(d)</sup> line was responsible for 55.3% of 2021 revenue, and intermediate products<sup>(e)</sup> for 15.9%. The Retail revenue contributed 28.8% of total revenue in 2021.

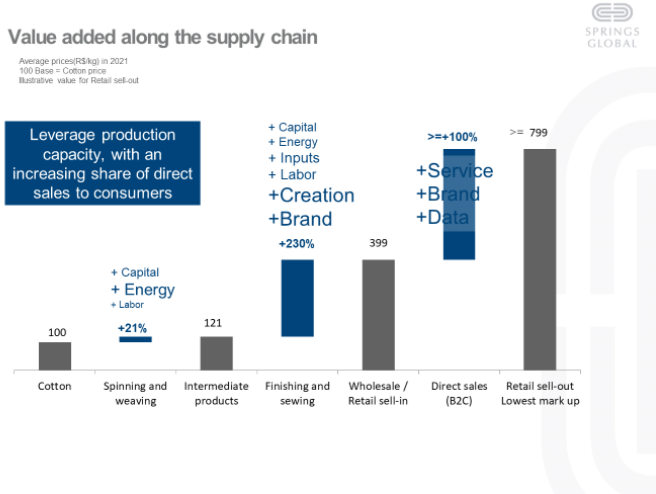


Chart 6 – Value added along the supply chain

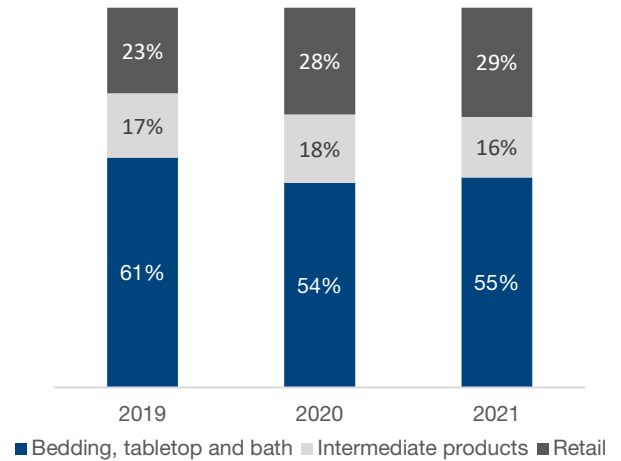


Chart 7– Revenue per product line

Capital expenditures (Capex) totaled R\$ 36.5 million in 2021, versus R\$ 68.7 million in 2020. While in 2020, the main investments were focused on: (i) expansion and improvements in distribution centers, (ii) equipment to produce personal protection products for the health care industry, and (iii) digital and industrial technology; the main investment in 2021 was working capital, aimed at (i) building up inventories to expand the portfolio of products related to the home wellness market in the retail segment, including possible advances to suppliers, and (ii) replenishing of the inventory of bedding, tabletop and bath products, in the wholesale segment, to better service our customers in terms of time and product mix. The working capital needs amounted to R\$ 747.8 million at the end of 2021, 4.1% superior yoy.

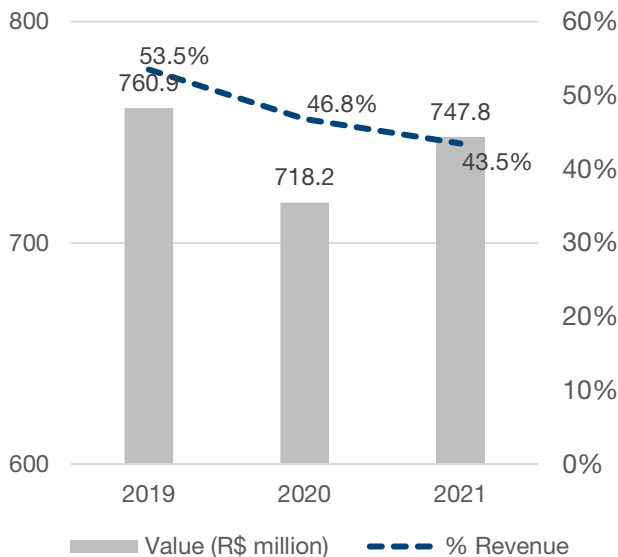


Chart 8 – Working capital, at the end of the period

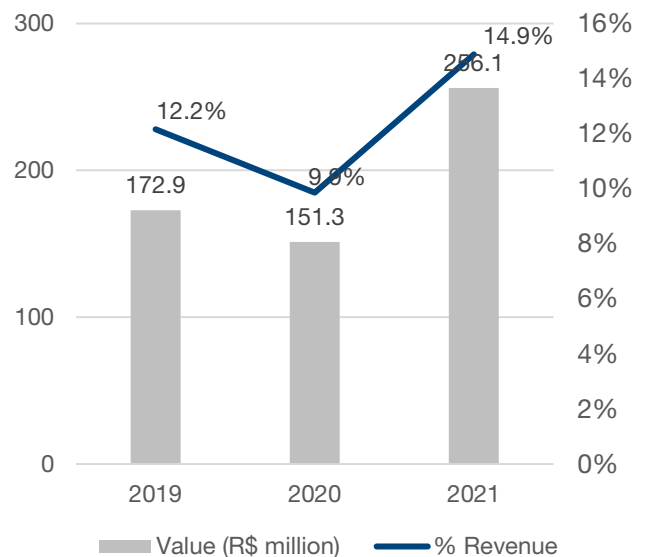


Chart 9 – Finished goods inventory, at the end of the period



in R\$ million	4Q21	4Q20	in R\$ million	4Q21	4Q20
<b>Assets</b>			<b>Liabilities and Equity</b>		
<b>Current assets</b>			<b>Current liabilities</b>		
Cash and cash equivalents	199.8	168.8	Loans and financing	433.9	522.5
Accounts receivable	448.9	509.1	Debentures	16.5	91.1
Inventories	517.7	403.7	Suppliers	258.9	206.1
Others	314.7	138.1	Others	356.1	116.4
<b>Total Current assets</b>	<b>1,481.1</b>	<b>1,364.2</b>	<b>Total Current liabilities</b>	<b>1,065.5</b>	<b>1,095.1</b>
<b>Noncurrent assets</b>			<b>Noncurrent liabilities</b>		
<b>Long-term assets</b>			Loans and financing		
Investment properties	459.9	405.0	Debentures	142.0	0.0
Property, plant and equipment	578.6	635.4	Others	584.8	110.3
Right-of-use assets	183.7	204.6	<b>Noncurrent liabilities</b>	<b>1,140.3</b>	<b>963.9</b>
Intangible assets	94.1	97.1	<b>Equity</b>	<b>990.4</b>	<b>1,105.7</b>
<b>Total Noncurrent assets</b>	<b>1,715.1</b>	<b>1,800.6</b>	<b>Total liabilities and equity</b>	<b>3,196.2</b>	<b>3,164.8</b>
<b>Total assets</b>	<b>3,196.2</b>	<b>3,164.8</b>			

Table 1 – Summary of Balance Sheet, considering original maturities of these loans

Our net debt<sup>(f)</sup> was R\$ 779.3 million as of December 31, 2021, versus R\$ 782.4 million as of December 31, 2020. The Company had a free cash flow<sup>(g)</sup> of R\$ 40.2 million in 2021, positively impacted by the use of R\$ 61.2 million in tax recovery credit, partially offset by the increase of R\$ 29.6 million in working capital.

The Company recognized R\$ 208.9 million in tax recovery in 2018, which was enabled and started to be compensated in 2019. We still have credits totaling R\$ 105.7 million in our balance sheet, which will continue to be converted to cash, reducing net debt, during 2022 and the following year.

The financial result was an expense of R\$ 265.6 million in 2021, negatively impacted by higher financial expenses, mainly related the increase of the Selic rate in the last twelve months, from 2.0% in December 31, 2020 to 9.25% in December 31, 2021. We had a net loss of R\$ 153.6 million in the continuing operations in 2021, with an improvement of R\$ 100.4 million yoy.

At the end of 2021, our leverage, as measured by net debt/EBITDA, was equal to 3.6x<sup>1</sup>, versus 5.4x in 2020, and 3.9x in 2019. The Company continues to negotiate the sale of assets to accelerate deleveraging.

In 2021 we promoted the extension of the average term of Company's debt, through the issuance of simple debentures, in the total amount of R\$ 160.0 million, with 10-year-term. Additionally, we improved our current liquidity ratio, from 1.2 at the end of 2020 to 1.4 at the end of 2021.

<sup>1</sup> Adding to EBITDA, the non-recurring expenses of R\$ 4.6 million related to the application for registration of the Initial Public Offering of AMMO Varejo S.A. The Company and its subsidiary Coteminas S.A. obtained a waiver of compliance on their financial indices on a date subsequent to the 2021 year-end date, maintaining the original maturities of these loans.

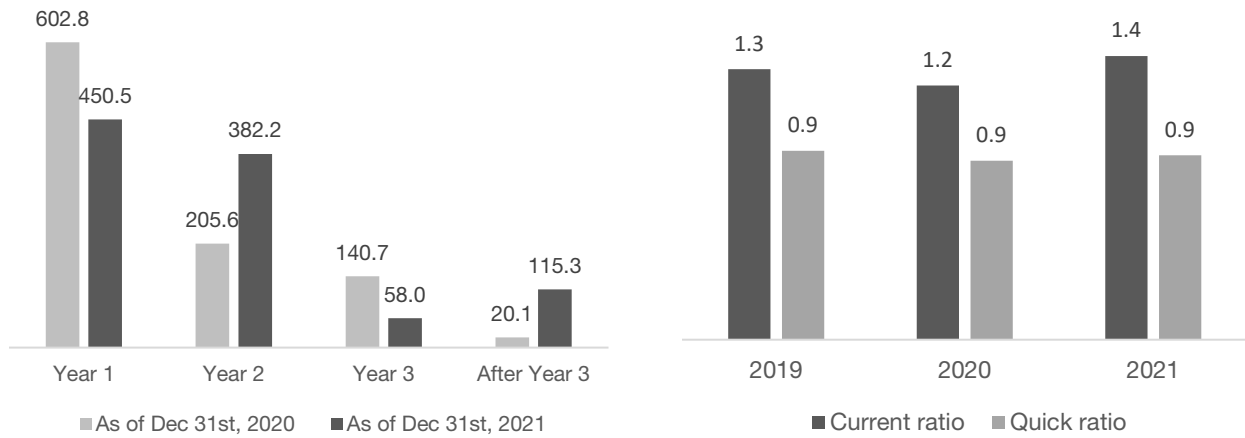


Chart10 – Debt amortization schedule

Chart 11 – Liquidity ratios

The Company's investment properties were valued at R\$ 459.9 million at the end of 2021, and include (i) the Commercial complex in São Gonçalo do Amarante (R\$ 325.0 million); (ii) the residential complex in São Gonçalo do Amarante (R\$ 47.0 million); (iii) the real estate in Montes Claros (R\$ 57.6 million); and (iv) the real estate in Acreúna (R\$ 30.4 million), which was vacated and transferred to Investment properties in 2021, with no impact on the Company's results.

The commercialization of the outlet, which was suspended in 2020 due to the pandemic, was resumed in 2021. The start of its operation is expected in the third quarter of 2022. The outlet, when totally contracted and occupied, should expand rental revenue, when combined with revenue from the waste treatment contract, through our waste treatment plant, located at the Commercial Complex, will expand our total revenue of the properties located in São Gonçalo do Amarante, RN, to approximately R\$ 30 million per year.

Springs Global's Board of Directors approved a partnership, through a financial swap, for the development of a residential project in the real estate Residential Complex, located next to the Commercial Complex, in São Gonçalo do Amarante, RN. The funds will be directed towards reducing the Company's financial leverage. The launch of the first stage of the residential project will occur in the second quarter of this year.

## Trends and opportunities in the coming years

### *- Growth of e-commerce*

The COVID-19 pandemic has accelerated changes and created new behavior trends for our consumers. We noticed an increase in our consumers' preference for online shopping, mainly as a result of social isolation and physical stores operational restrictions and the increase in sales of mobile devices for the millennial generation. The trend is that e-commerce penetration for home and decoration products will continue to grow in Brazil, considering that it is low when compared to other countries or other categories.

### *- Market consolidation*

The COVID-19 pandemic also accelerated the process of closing small and medium-sized retailers, which were already suffering from fiercer competition from large retailers due to scale gains and the digitalization process. It is estimated that around 8,500 points of sale were closed in 2020. Physical stores, with 170 thousand points of sale, represent 95% of sales in the Home and Decoration category.

We believe that we can play a leading role in this process of market consolidation, significantly expanding the network of stores, especially Artex brand stores, based on the traditional model, with the majority being franchised stores, or new business and distribution models, such as light franchises, dark stores, door-to-door, live shopping, which will contribute to increased sales, a better customer shopping experience, or to reduce costs and delivery times.

The light franchise focuses on smaller municipalities, which do not have a traditional physical store, with low investment and high scalability, acting more as a showcase and enhancing the use of multichannel, such as the infinite shelf resource, while the dark store aims to be closer to the consumer and provide agility in delivery, with reduced costs of implementation and operationalization; both models supported by multichannel.

### *- Appreciation of the home and enhancement of wellness*

Furthermore, we have noticed that our consumers have increased their connection with their home in times of isolation and home office and have expanded the concept of wellness, prioritizing homes that offer quality of life.

The fragmentation of the market, without a strong brand presence in the home and decoration and wellness segments, facilitates the expansion of our product portfolio in these categories and our positioning as a reference, mainly considering that our brands are already noted and recognized in these categories and that we are already a reference in content.

In addition to the benefit of revenue growth, with a significant increase in the addressable market, the expanded offering of categories allows for greater frequency of purchases and greater CLTV (Customer Lifetime Value), and, consequently, better efficiency in the cost of acquiring customers. Additionally, there is a better perception of the brand positioning, in which customers not only recognize them, but expect them to offer home and decoration products.

We have developed proprietary technology for the marketplace, enabling sales through the 3P model, where the sale of product is handled directly by the supplier, in certain product categories, with greater volume, such as furniture and mattresses, or low average ticket, such as housewares and decoration items. We will soon begin sales of products carefully selected by our product and branding team.

Finally, we will continue the development of proprietary technology related to the Persono brand, with sleep products and services, with the growth in the number of users and sales opportunities abroad.

Over the next few years, the Company intends to continue investing on several fronts to support its growth, such as (i) working capital, to purchase products for the expansion of categories and investment in marketing; (ii) technology; (iii) logistics; and (iv) growth in distribution channels.

In 2022 we will continue our trajectory of transforming Springs Global into becoming the largest, the best and the most digital vertically integrated company in the Home & Decoration segment in the Americas. The growth of our Retail business unit, through the expansion of categories and of sales channels, supported by our competitive advantages - integrated supply chain, strong brands and proprietary technology, will leverage Springs Global's growth.



## 4Q21 Consolidated Performance

Net revenue reached R\$ 451.8 million in 4Q21, 21.0% higher than 4Q19 and 14,7% lower than 4Q20.

Revenues from the Bedding, Tabletop and Bath line amounted to R\$ 226.7 million in 4Q21, 19,4% above the value recorded in 4Q19 and 22.6% below the value recorded in 4Q20, with higher average price compensating the lower sales volume. Revenues from intermediate products were R\$ 91.4 million in 4Q21, 67.1% higher than 4Q19 and 11.4% lower yoy. Retail sell-out gross revenue reached R\$ 133.6 million, stable yoy and with a growth of 3.8% compared to the same period of 2019.

Retail sell-out gross revenue reached R\$ 227.6 million in 4Q21, 40.2% higher than 4Q19 and 4.5% lower yoy. Between years, physical stores sales were stable and there was a 16.7% decrease in e-commerce sales. The e-commerce share was 23.9% in 4Q21, versus 17.1% in 4Q19 and 27.4% in 4Q20.

COGS was R\$ 301.1 million in 4Q21, with a yoy decrease of 16.1%, mainly due to the effect of lower sales volume. COGS represented 66.4% of net revenue in 4Q21, versus 67.7% and 64.7% in the same period of 2020 and 2019, respectively. Selling expenses reached R\$ 95.1 million in 4Q21, 4.9% lower yoy. General and administrative expenses (G&A) amounted to R\$ 39.1 million in 4Q21, 5.8% higher yoy.

"Other, net" was net income of R\$ 17.8 million in 4Q21, compared to net income of R\$ 14.7 million in 4Q20, due to the variation in fair value of investment properties and the reclassification of the idle costs due to the pandemic, accumulated in the first nine months of 2020, from item "other, net" to "cost of goods sold".

The financial result was an expense of R\$ 80.0 million in 4Q21, with a yoy increase of R\$ 26.1 million in financial expenses – interest expenses and charges, mainly due to increase in Selic rate.

In the last quarter of 2021, gross profit totaled R\$ 150.7 million, with gross margin of 33.4%. EBITDA reached R\$ 61.0 million in 4Q21, with EBITDA margin of 13.5%.





# Performance per business unit

## Performance of the business units

Springs Global presents its results segregated in the following business units: (a) Wholesale, and (b) Retail.

### Wholesale

Net revenue from the Wholesale business unit totaled R\$ 1,225.5 million in 2021, with an increase of 11.0% and 11.2% compared to 2020 and 2019, respectively.

COGS totaled R\$ 879.0 million in 2021, 7.2% and 8.7% higher than 2020 and 2019, respectively. The average cost of good sold was higher yoy, in spite of the higher utilization rate and the resulting dilution of conversion costs, which are fixed, mainly due to the higher costs of raw material, inputs and energy.

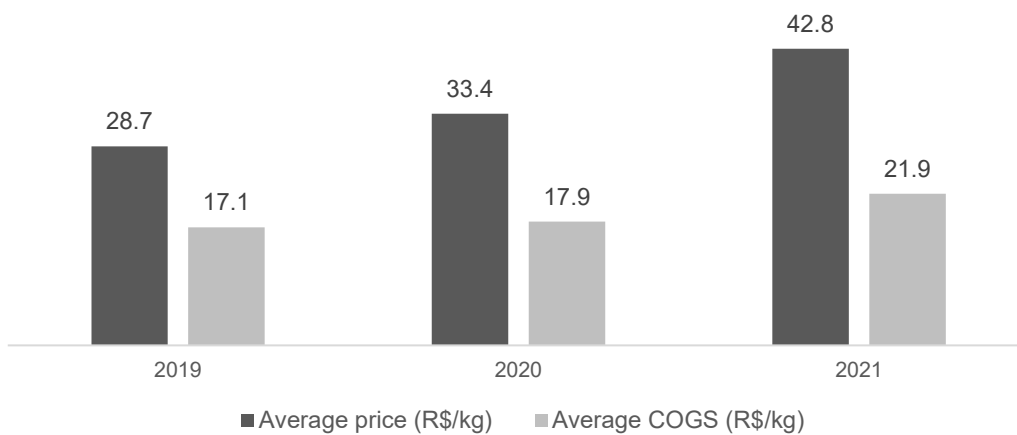


Chart 12 – Evolution of average price and unit cost in the Wholesale business unit

Gross profit reached R\$ 346.5 million, 21.9% and 18.2% higher than the values reported in 2020 and 2019, respectively. Gross margin was 28.3% in 2021, with an increase of 2.5 p.p. yoy and of 1.7 p.p. compared to 2020 and 2019, respectively. SG&A expenses amounted to R\$ 254.0 million, representing 20.7% of revenue, versus 21.3% in 2020.

EBITDA was R\$ 169.4 million in 2021, 39.4% and 24.8% superior than 2020 and 2019, respectively. EBITDA margin was 13.8% in 2021, versus 11.0% in 2020 and 12.3% in 2019.

In 4Q21, net revenue reached R\$ 318.2 million, versus R\$ 396.1 million in 4Q20 and R\$ 244.5 million in 4Q19. 4Q20 revenue was positively impacted by the reopening of stores after the first wave of the COVID-19 pandemic and by the reestablishment of inventory level and retail sales.

Gross margin was 25.5% in 4Q21, stable yoy, and EBITDA margin was 15.7%. EBITDA totaled R\$ 49.9 million in 4Q21, versus R\$ 68.7 million in 4Q20 and R\$ 39.9 million in 4Q19.



## Retail

The sell-out revenue from the Retail business unit amounted to R\$ 834.5 million in 2021, 13.4% and 47.6% higher than 2020 and 2019, respectively. After the end of the restrictions on physical stores and the advances in the vaccination, there was a transfer of sales from e-commerce to physical stores, which presented sales growth of 23.3% yoy. E-commerce revenue totaled R\$ 269.1 million, representing 32.2% of our Retail sell-out revenue, with a decrease of 2.9% yoy, however 3.6 times the value obtained in 2019.

Net revenue totaled R\$ 495.2 million in 2021, 14.9% and 54.3% higher than 2020 and 2019, respectively.

At the end of 2021, we had 240 stores, of which 65 were owned and 175 franchises, versus 233 at the end of 2020. In 2021, we launched a Casa Moysés own store and opened seven Artex franchise stores, five of which in 4Q21.

In October 2021, we launched the pillow with built-in Persono technology, with limited edition and exclusive sales on our online stores.

COGS totaled R\$ 230.8 million in 2021 and gross profit reached R\$ 264.4 million, 19.1% and 68.7% higher than 2020 and 2019, respectively. There was gross margin expansion, from 48.8% in 2019, to 51.5% in 2020 and 53.4% in 2021.

SG&A expenses amounted to R\$ 232.5 million, equivalent to 47.0% of net revenue, versus 48.3% in 2020 and 47.3% in 2019. Other net expenses, mainly related to the application for registration of the Initial Public Offering of AMMO Varejo S.A. and, therefore, non-recurring, totaled R\$ 4.3 million in 2021.

EBITDA plus the non-recurring expenses related to the application for registration of the Initial Public Offering of AMMO Varejo S.A. reached R\$ 61.9 million in 2021, versus R\$ 37.4 million in 2020, and R\$ 40.8 million in 2019. EBITDA margin was 12.5% in 2021, excluding non-recurring expenses, versus 8.7% in 2020 and 12.7% in 2019.

In 4Q21, net revenue totaled R\$ 133.6 million, stable yoy and with a growth of 3.8% compared to 4Q19, with gross margin of 52.0%. The sell-out revenue reached R\$ 227.6 million in 4Q21, 4.5% lower yoy, however, with a growth of 40.2% compared to the same period of 2019. SG&A totaled R\$ 62.5 million, 7.0% higher yoy. EBITDA was R\$ 12.2 million, with EBITDA margin of 9.2%.

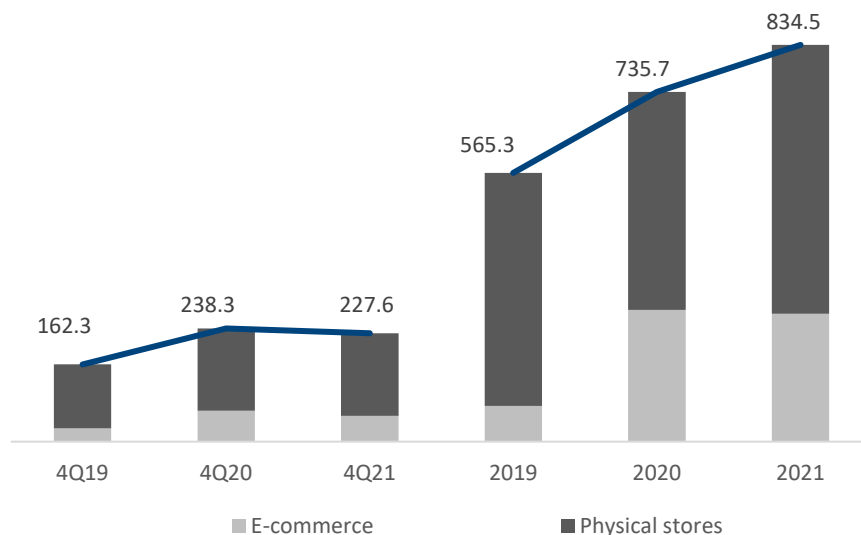


Chart 13 – Retail sell-out revenue, in R\$ million

## Share performance

Springs Global's shares, traded on the B3 under the ticker SGPS3, decreased by 33.7% in 4Q21, underperforming the IBOVESPA and the Small Cap indexes in the same period. The daily average financial volume of our shares was R\$ 0.6 million in 4Q21, versus R\$ 0.8 million in 3Q21 and R\$ 1.1 million in 4Q20. Springs Global had a market cap of R\$ 245.5 million, with share price of R\$ 4.91, on December 31, 2021.

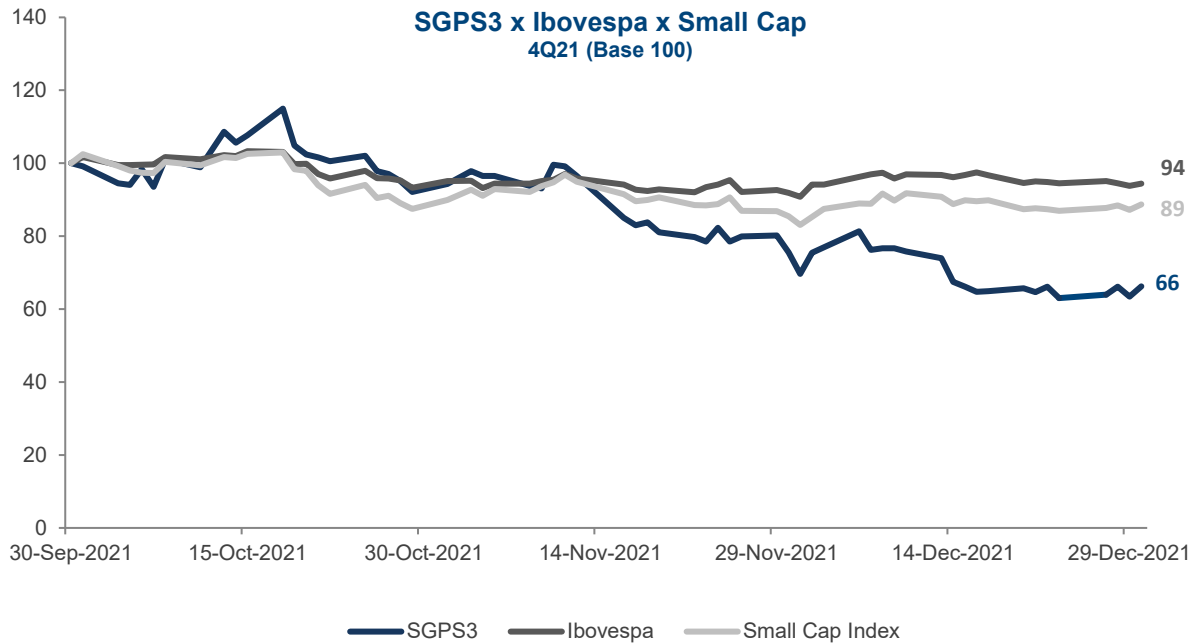


Chart 14 – Performance of SGPS3 share price





# Financial indicators

## Tables

Table 2 – Net revenue by business unit

in R\$ million	4Q21	%	4Q20	%	4Q19	%	(A)/(B)	(A)/(C)	2021	%	2020	%	2019	%	(D)/(E)	(D)/(F)
	(A)		(B)		(C)		%	%	(D)		(E)		(F)		%	%
Wholesale	318.2	70%	396.1	75%	244.5	66%	(19.7%)	30.1%	1,225.5	71%	1,104.0	72%	1,101.6	77%	11.0%	11.2%
Retail	133.6	30%	133.5	25%	128.7	34%	0.1%	3.8%	495.2	29%	431.1	28%	320.9	23%	14.9%	54.3%
<b>Total net revenue</b>	<b>451.8</b>	<b>100%</b>	<b>529.6</b>	<b>100%</b>	<b>373.2</b>	<b>100%</b>	<b>(14.7%)</b>	<b>21.0%</b>	<b>1,720.7</b>	<b>100%</b>	<b>1,535.1</b>	<b>100%</b>	<b>1,422.5</b>	<b>100%</b>	<b>12.1%</b>	<b>21.0%</b>

Table 3 – Net revenue by product line

Product Lines	Net Revenue (R\$ million)					Volume (tons)					Average price (R\$/Kg)				
	4Q21	4Q20	4Q19	(A)/(B)	(A)/(C)	4Q21	4Q20	4Q19	(D)/(E)	(D)/(F)	4Q21	4Q20	4Q19	(G)/(H)	(G)/(I)
	(A)	(B)	(C)	%	%	(D)	(E)	(F)	%	%	(G)	(H)	(I)	%	%
Bedding, tabletop and bath	226.7	292.9	189.8	(22.6%)	19.4%	5,000	7,663	7,291	(34.8%)	(31.4%)	45.3	38.2	26.0	18.6%	74.2%
Intermediate products	91.4	103.2	54.7	(11.4%)	67.1%	5,845	7,818	5,085	(25.2%)	14.9%	15.6	13.2	10.8	18.5%	45.4%
Retail	133.6	133.5	128.7	0.1%	3.8%										
<b>Total</b>	<b>451.8</b>	<b>529.6</b>	<b>373.2</b>	<b>(14.7%)</b>	<b>21.0%</b>	<b>10,845</b>	<b>15,481</b>	<b>12,376</b>	<b>(29.9%)</b>	<b>(12.4%)</b>	<b>41.7</b>	<b>34.2</b>	<b>30.2</b>	<b>21.8%</b>	<b>38.1%</b>

Product Lines	Net Revenue (R\$ million)					Volume (tons)					Average price (R\$/Kg)				
	2021	2020	2019	(A)/(B)	(A)/(C)	2021	2020	2019	(D)/(E)	(D)/(F)	2021	2020	2019	(G)/(H)	(G)/(I)
	(A)	(B)	(C)	%	%	(D)	(E)	(F)	%	%	(G)	(H)	(I)	%	%
Bedding, tabletop and bath	952.0	827.4	861.4	15.1%	10.5%	20,574	21,367	26,807	(3.7%)	(23.3%)	46.3	38.7	32.1	19.5%	44.0%
Intermediate products	273.4	276.6	240.2	(1.2%)	13.8%	19,589	24,531	22,674	(20.1%)	(13.6%)	14.0	11.3	10.6	23.8%	31.7%
Retail	495.2	431.1	320.9	14.9%	54.3%										
<b>Total</b>	<b>1,720.7</b>	<b>1,535.1</b>	<b>1,422.5</b>	<b>12.1%</b>	<b>21.0%</b>	<b>40,163</b>	<b>45,898</b>	<b>49,481</b>	<b>(12.5%)</b>	<b>(18.8%)</b>	<b>42.8</b>	<b>33.4</b>	<b>28.7</b>	<b>28.1%</b>	<b>49.0%</b>

Table 4 – Cost of goods sold (COGS) and Selling, General and Administrative expenses (SG&A)

in R\$ million	4Q21	%	4Q20	%	4Q19	%	(A)/(B)	(A)/(C)	2021	%	2020	%	2019	%	(D)/(E)	(D)/(F)
	(A)		(B)		(C)		%	%	(D)		(E)		(F)		%	%
Materials	173.8	57.7%	194.7	54.3%	123.8	51.3%	(10.7%)	40.4%	573.8	51.7%	531.0	51.6%	494.5	50.8%	8.1%	16.0%
Conversion costs and others	110.8	36.8%	147.3	41.1%	103.0	42.7%	(24.8%)	7.6%	472.9	42.6%	433.7	42.2%	418.1	43.0%	9.0%	13.1%
Depreciation	16.5	5.5%	16.4	4.6%	14.7	6.1%	0.6%	12.2%	63.1	5.7%	64.0	6.2%	60.0	6.2%	(1.4%)	5.2%
<b>COGS</b>	<b>301.1</b>	<b>100.0%</b>	<b>358.7</b>	<b>100.0%</b>	<b>241.5</b>	<b>100.0%</b>	<b>(16.1%)</b>	<b>24.7%</b>	<b>1,109.8</b>	<b>100.0%</b>	<b>1,028.8</b>	<b>100.0%</b>	<b>972.6</b>	<b>100.0%</b>	<b>7.9%</b>	<b>14.1%</b>
<b>COGS, % Revenues</b>	<b>66.4%</b>		<b>67.7%</b>		<b>64.7%</b>		<b>(1.3 p.p.)</b>	<b>1.7 p.p.</b>	<b>64.5%</b>		<b>67.0%</b>		<b>68.4%</b>		<b>(2.5 p.p.)</b>	<b>(3.9 p.p.)</b>
Sales expenses	95.1	70.9%	100.0	73.0%	63.1	70.5%	(4.9%)	50.7%	368.1	72.8%	335.4	72.6%	267.3	69.8%	9.7%	37.7%
General and administrative expenses	39.1	29.1%	36.9	27.0%	26.4	29.5%	5.8%	47.8%	137.7	27.2%	126.5	27.4%	115.7	30.2%	8.8%	19.0%
<b>SG&amp;A</b>	<b>134.1</b>	<b>100.0%</b>	<b>136.9</b>	<b>100.0%</b>	<b>89.5</b>	<b>100.0%</b>	<b>(2.0%)</b>	<b>49.8%</b>	<b>505.8</b>	<b>100.0%</b>	<b>461.9</b>	<b>100.0%</b>	<b>383.0</b>	<b>100.0%</b>	<b>9.5%</b>	<b>32.1%</b>
<b>SG&amp;A, % Revenues</b>	<b>29.6%</b>		<b>25.9%</b>		<b>24.0%</b>		<b>3.7 p.p.</b>	<b>5.6 p.p.</b>	<b>29.4%</b>		<b>30.1%</b>		<b>26.9%</b>		<b>(0.7 p.p.)</b>	<b>2.5 p.p.</b>

Table 5 – Reconciliation of EBITDA

in R\$ million	4Q21	4Q20	4Q19	(A)/(B)	(A)/(C)	2021	2020	2019	(D)/(E)	(D)/(F)
	(A)	(B)	(C)	%	%	(D)	(E)	(F)	%	%
Income (loss)	(53.5)	(18.3)	(23.7)	191.9%	125.9%	(153.6)	(320.9)	45.7	(52.1%)	(435.9%)
(+) Income and social contribution taxes from continuing operations	7.9	0.8	(3.9)	882.8%	(302.6%)	(0.9)	72.3	(0.6)	(101.2%)	55.3%
(+) Income and social contribution taxes from discontinued operations	-	-	-	n.a.	n.a.	-	-	82.7	n.a.	(100.0%)
(+) Financial results from continuing operations	80.0	53.4	54.5	49.7%	46.6%	265.6	230.8	225.0	15.1%	18.1%
(+) Financial results from discontinued operations	-	-	-	n.a.	n.a.	-	-	3.8	n.a.	(100.0%)
(+) Depreciation and amortization from continuing operations	26.7	24.1	11.0	10.9%	142.6%	101.7	94.1	92.7	8.2%	9.8%
(+) Depreciation and amortization from discontinued operations	-	-	-	n.a.	n.a.	-	-	1.8	n.a.	(100.0%)
(-) Equity in affiliate	-	0.0	7.2	n.a.	(100.0%)	-	11.3	7.2	(100.0%)	(100.0%)
(-) Impairment of investment in affiliate	-	-	-	n.a.	n.a.	-	42.9	-	(100.0%)	n.a.
<b>EBITDA</b>	<b>61.0</b>	<b>59.9</b>	<b>45.1</b>	<b>1.8%</b>	<b>35.2%</b>	<b>212.9</b>	<b>130.4</b>	<b>458.3</b>	<b>63.3%</b>	<b>(53.5%)</b>
<b>Continuing operations</b>										
Income (loss)	(53.5)	(18.3)	(23.7)	n.a.	n.a.	(153.6)	(320.9)	45.7	n.a.	n.a.
(-) Result from discontinued operations	-	12.8	9.3	(100.0%)	(100.0%)	-	67.0	(185.1)	(100.0%)	(100.0%)
(+) Income and social contribution taxes from continuing operations	7.9	0.8	(3.9)	n.a.	n.a.	(0.9)	72.3	(0.6)	n.a.	n.a.
(+) Financial results from continuing operations	80.0	53.4	54.5	49.7%	46.6%	265.6	230.8	225.0	15.1%	18.1%
(+) Depreciation and amortization from continuing operations	26.7	24.1	11.0	10.9%	142.6%	101.7	94.1	92.7	8.2%	9.8%
<b>EBITDA from continuing operations</b>	<b>61.0</b>	<b>72.7</b>	<b>47.2</b>	<b>(16.1%)</b>	<b>29.1%</b>	<b>212.9</b>	<b>143.2</b>	<b>177.7</b>	<b>48.7%</b>	<b>19.8%</b>
<b>Discontinued operations</b>										
Result from discontinued operations	-	(12.8)	(9.3)	(100.0%)	(100.0%)	-	(67.0)	185.1	(100.0%)	(100.0%)
(+) Income and social contribution taxes from discontinued operations	-	-	-	n.a.	n.a.	-	-	82.7	n.a.	(100.0%)
(+) Financial results from discontinued operations	-	-	-	n.a.	n.a.	-	-	3.8	n.a.	(100.0%)
(+) Depreciation and amortization from discontinued operations	-	-	-	n.a.	n.a.	-	-	1.8	n.a.	(100.0%)
(-) Equity in affiliate	-	-	7.2	n.a.	(100.0%)	-	11.3	7.2	(100.0%)	(100.0%)
(-) Impairment of investment in affiliate	-	-	-	n.a.	n.a.	-	42.9	-	(100.0%)	n.a.
<b>EBITDA from discontinued operations</b>	<b>-</b>	<b>(12.8)</b>	<b>(2.1)</b>	<b>(100.0%)</b>	<b>(100.0%)</b>	<b>-</b>	<b>(12.8)</b>	<b>280.6</b>	<b>(100.0%)</b>	<b>(100.0%)</b>
<b>EBITDA</b>	<b>61.0</b>	<b>59.9</b>	<b>45.1</b>	<b>1.8%</b>	<b>35.2%</b>	<b>212.9</b>	<b>130.4</b>	<b>458.3</b>	<b>63.3%</b>	<b>(53.5%)</b>

Table 5 – EBITDA per business unit and EBITDA margin

in R\$ million	4Q21	4Q20	4Q19	(A)/(B)	(A)/(C)	2021	2020	2019	(D)/(E)	(D)/(F)
	(A)	(B)	(C)	%	%	(D)	(E)	(F)	%	%
Wholesale	49.9	68.7	39.9	(27.4%)	25.1%	169.4	121.5	135.7	39.4%	24.8%
Retail	12.2	17.2	20.6	(29.1%)	(40.8%)	57.4	37.4	40.8	53.5%	40.7%
Non-allocated expenses	(1.2)	(13.2)	(13.3)	(90.9%)	(91.0%)	(13.9)	(15.7)	1.2	(11.5%)	n.a.
<b>EBITDA from continuing operations (i)</b>	<b>61.0</b>	<b>72.7</b>	<b>47.2</b>	<b>(16.1%)</b>	<b>29.1%</b>	<b>212.9</b>	<b>143.2</b>	<b>177.7</b>	<b>48.7%</b>	<b>19.8%</b>
<b>EBITDA from discontinued operations (ii)</b>	<b>-</b>	<b>(12.8)</b>	<b>(2.1)</b>	<b>(100.0%)</b>	<b>(100.0%)</b>	<b>-</b>	<b>(12.8)</b>	<b>280.6</b>	<b>(100.0%)</b>	<b>(100.0%)</b>
<b>EBITDA (i) + (ii)</b>	<b>61.0</b>	<b>59.9</b>	<b>45.1</b>	<b>1.8%</b>	<b>35.2%</b>	<b>212.9</b>	<b>130.4</b>	<b>458.3</b>	<b>63.3%</b>	<b>(53.5%)</b>
<i>EBITDA Margin %</i>	<i>13.5%</i>	<i>11.3%</i>	<i>12.1%</i>	<i>2.1 p.p.</i>	<i>1.4 p.p.</i>	<i>12.4%</i>	<i>8.5%</i>	<i>32.2%</i>	<i>3.9 p.p.</i>	<i>(19.8 p.p.)</i>

Table 6 – Financial Results

in R\$ million	4Q21	4Q20	(A)/(B)	2021	2020	(C)/(D)
	(A)	(B)	%	(C)	(D)	%
Financial income	10.2	3.8	168.5%	29.6	24.9	19.3%
Financial expenses - interests	(59.5)	(33.4)	78.3%	(169.1)	(124.0)	36.4%
Financial expenses - bank charges and others	(26.7)	(21.3)	25.3%	(108.9)	(88.2)	23.5%
Interest on leasing	(3.7)	(3.1)	19.4%	(13.6)	(13.9)	(2.5%)
<b>Financial results, ex-exchange variations</b>	<b>(79.6)</b>	<b>(53.9)</b>	<b>47.6%</b>	<b>(261.9)</b>	<b>(201.2)</b>	<b>30.2%</b>
Exchange rate variations, net	(0.3)	0.5	(167.4%)	(3.7)	(29.6)	(87.4%)
<b>Financial results</b>	<b>(80.0)</b>	<b>(53.4)</b>	<b>49.7%</b>	<b>(265.6)</b>	<b>(230.8)</b>	<b>15.1%</b>

Table 7 – Working Capital

in R\$ million	4Q21	3Q21	4Q20	(A)/(B)	(A)/(C)
	(A)	(B)	(C)	%	%
Accounts receivable	448.9	468.2	509.1	(4.1%)	(11.8%)
Inventories	517.7	486.8	403.7	6.4%	28.3%
Advances to suppliers	40.1	36.3	11.6	10.6%	246.4%
Suppliers	(258.9)	(247.0)	(206.1)	4.8%	25.6%
<b>Working capital</b>	<b>747.8</b>	<b>744.2</b>	<b>718.2</b>	<b>0.5%</b>	<b>4.1%</b>



Table 8 – Indebtedness

in R\$ million	4Q21	3Q21	4Q20	(A)/(B)	(A)/(C)
	(A)	(B)	(C)	%	%
Loans and financing	847.3	828.8	878.1	2.2%	(3.5%)
- Domestic currency	793.2	775.1	818.6	2.3%	(3.1%)
- Foreign currency	54.2	53.7	59.5	0.8%	(9.0%)
Debentures	158.6	158.1	91.1	0.3%	74.1%
<b>Total debt</b>	<b>1,005.9</b>	<b>986.9</b>	<b>969.2</b>	<b>1.9%</b>	<b>3.8%</b>
Cash and marketable securities	(226.6)	(272.3)	(186.8)	(16.8%)	21.3%
<b>Net debt</b>	<b>779.3</b>	<b>714.6</b>	<b>782.4</b>	<b>9.1%</b>	<b>(0.4%)</b>

Table 9 – Main indicators - Wholesale business unit

in R\$ million	4Q21	3Q21	4Q20	4Q19	(A)/(B)	(A)/(C)	(A)/(D)
	(A)	(B)	(C)	(D)	%	%	%
Net revenue	318.2	330.5	396.1	244.5	(3.7%)	(19.7%)	30.1%
(-) COGS	(237.0)	(233.9)	(295.1)	(170.3)	1.3%	(19.7%)	39.2%
Gross profit	81.2	96.6	101.0	74.2	(15.9%)	(19.6%)	9.4%
<b>Gross Margin %</b>	<b>25.5%</b>	<b>29.2%</b>	<b>25.5%</b>	<b>30.3%</b>	<b>(3.7 p.p.)</b>	<b>0.0 p.p.</b>	<b>(4.8 p.p.)</b>
(-) SG&A	(68.0)	(64.2)	(73.1)	(38.3)	5.9%	(7.0%)	77.5%
(+/-) Others	19.4	(4.9)	24.4	(11.9)	n.a.	(20.5%)	n.a.
Operational result	32.6	27.5	52.3	24.0	18.5%	(37.7%)	35.8%
(+) Depreciation and Amortization	17.3	17.0	16.4	15.9	1.8%	5.5%	8.8%
EBITDA	49.9	44.5	68.7	39.9	12.1%	(27.4%)	25.1%
<b>EBITDA Margin %</b>	<b>15.7%</b>	<b>13.5%</b>	<b>17.3%</b>	<b>16.3%</b>	<b>2.2 p.p.</b>	<b>(1.7 p.p.)</b>	<b>(0.6 p.p.)</b>

in R\$ million	2021	2020	2019	(A)/(B)	(A)/(C)
	(A)	(B)	(C)	%	%
Net revenue	1,225.5	1,104.0	1,101.6	11.0%	11.2%
(-) COGS	(879.0)	(819.7)	(808.4)	7.2%	8.7%
Gross profit	346.5	284.3	293.2	21.9%	18.2%
<b>Gross Margin %</b>	<b>28.3%</b>	<b>25.8%</b>	<b>26.6%</b>	<b>2.5 p.p.</b>	<b>1.7 p.p.</b>
(-) SG&A	(254.0)	(235.2)	(216.9)	8.0%	17.1%
(+/-) Others	9.9	8.7	(5.5)	13.8%	n.a.
Operational result	102.4	57.8	70.8	77.2%	44.6%
(+) Depreciation and Amortization	67.0	63.7	64.9	5.2%	3.2%
EBITDA	169.4	121.5	135.7	39.4%	24.8%
<b>EBITDA Margin %</b>	<b>13.8%</b>	<b>11.0%</b>	<b>12.3%</b>	<b>2.8 p.p.</b>	<b>1.5 p.p.</b>

Table 10 – Main indicators - Retail business unit

in R\$ million	4Q21 (A)	3Q21 (B)	4Q20 (C)	4Q19 (D)	(A)/(B) %	(A)/(C) %	(A)/(D) %
Net revenue	133.6	123.1	133.5	128.7	8.5%	0.1%	3.8%
(-) COGS	(64.2)	(58.0)	(63.5)	(71.2)	10.7%	1.1%	(9.8%)
Gross profit	69.4	65.1	70.0	57.5	6.6%	(0.9%)	20.7%
<b>Gross Margin %</b>	<b>52.0%</b>	<b>52.9%</b>	<b>52.4%</b>	<b>44.7%</b>	<b>(0.8 p.p.)</b>	<b>(0.4 p.p.)</b>	<b>7.4 p.p.</b>
(-) SG&A	(62.5)	(55.6)	(58.4)	(48.1)	12.4%	7.0%	29.9%
(+/-) Others	(2.7)	(1.8)	(0.9)	6.8	50.0%	200.0%	n.a.
Operational result	4.2	7.7	10.7	16.2	(45.5%)	(60.7%)	(74.1%)
(+) Depreciation and Amortization	8.0	8.2	6.5	4.4	(2.4%)	23.1%	81.8%
EBITDA	12.2	15.9	17.2	20.6	(23.3%)	(29.1%)	(40.8%)
<b>EBITDA Margin %</b>	<b>9.2%</b>	<b>12.9%</b>	<b>12.9%</b>	<b>16.0%</b>	<b>(3.7 p.p.)</b>	<b>(3.7 p.p.)</b>	<b>(6.8 p.p.)</b>
Number of stores	240	234	233	238	2.6%	3.0%	0.8%
Owned Mmartan and Casa Moisés	31	31	30	32	0.0%	3.3%	(3.1%)
Franchise MMartan	119	118	120	121	0.8%	(0.8%)	(1.7%)
Owned Artex	34	34	34	35	0.0%	0.0%	(2.9%)
Franchise Artex	56	51	49	50	9.8%	14.3%	12.0%
Gross Revenue sell-out	227.6	207.7	238.3	162.3	9.6%	(4.5%)	40.2%
Physical stores	173.2	148.2	173.0	134.5	16.9%	0.2%	28.8%
E-commerce sales	54.4	59.4	65.3	27.8	(8.5%)	(16.7%)	95.4%
Share of e-commerce (%)	23.9%	28.6%	27.4%	17.1%	<b>(4.7 p.p.)</b>	<b>(3.5 p.p.)</b>	<b>6.7 p.p.</b>

in R\$ million	2021 (A)	2020 (B)	2019 (C)	(A)/(B) %	(A)/(C) %
Net revenue	495.2	431.1	320.9	14.9%	54.3%
(-) COGS	(230.8)	(209.1)	(164.2)	10.4%	40.6%
Gross profit	264.4	222.0	156.7	19.1%	68.7%
<b>Gross Margin %</b>	<b>53.4%</b>	<b>51.5%</b>	<b>48.8%</b>	<b>1.9 p.p.</b>	<b>4.6 p.p.</b>
(-) SG&A	(232.5)	(208.4)	(151.7)	11.6%	53.3%
(+/-) Others	(4.3)	(1.9)	12.5	126.3%	n.a.
Operational result	27.6	11.7	17.5	135.9%	57.7%
(+) Depreciation and Amortization	29.8	25.7	23.3	16.0%	27.9%
EBITDA	57.4	37.4	40.8	53.5%	40.7%
<b>EBITDA Margin %</b>	<b>11.6%</b>	<b>8.7%</b>	<b>12.7%</b>	<b>2.9 p.p.</b>	<b>(1.1 p.p.)</b>
Number of stores	240	233	238	3.0%	0.8%
Owned Mmartan and Casa Moisés	31	30	32	3.3%	(3.1%)
Franchise MMartan	119	120	121	(0.8%)	(1.7%)
Owned Artex	34	34	35	0.0%	(2.9%)
Franchise Artex	56	49	50	14.3%	12.0%
Gross Revenue sell-out	834.5	735.7	565.3	13.4%	47.6%
Physical stores	565.4	458.6	490.0	23.3%	15.4%
E-commerce sales	269.1	277.0	75.3	(2.9%)	257.5%
Share of e-commerce (%)	32.2%	37.7%	13.3%	<b>(5.4 p.p.)</b>	<b>18.9 p.p.</b>

## Glossary

(a) Sell-out revenue – Revenue from sales channel to the end customers.

(b) EBITDA – EBITDA is a non-accounting measurement which we prepare and which is reconciled with our financial statement in accordance with CVM Instruction no 527, when applicable. We have calculated our EBITDA (usually defined as earnings before interest, tax, depreciation and amortization) as net earnings before financial results, the effect of depreciation of our plants, equipment and other permanent assets and the amortization of intangible assets. EBITDA is not a measure recognized under BR GAAP, IFRS or US GAAP. It is not significantly standardized and cannot be compared to measurements with similar names provided by other companies. We have reported EBITDA because we use it to measure our performance. EBITDA should not be considered in isolation or as a substitute for "net income" or "operating income" as indicators of operational performance or cash flow, or for the measurement of liquidity or debt repayment capacity.

(c) Bedding, Tabletop and Bath ("CAMEBA") line – includes bed sheets and pillow cases, sheet sets, tablecloths, towels, rugs and bath accessories.

(d) Personal protective equipment (PPE) – personal protective products for the health care industry, made of non-woven fabric, such as surgical masks and gowns, hair and foot protectors.

(e) Intermediate products – yarns and fabrics, in their natural state or dyed and printed, sold to small and medium-sized clothing, knitting and weaving companies.

(f) Net debt – Gross debt minus cash and marketable securities.

(g) Free cash flow - Net cash provided by operating activities after interest and taxes minus net cash used in investing activities, according to the Cash Flow Statement.

## Balance sheet

in R\$ million	4Q21	3Q21	4Q20
<b>Assets</b>			
<b>Current assets</b>	<b>1,481.1</b>	<b>1,505.5</b>	<b>1,364.2</b>
Cash and cash equivalents	199.8	179.7	168.8
Marketable securities	19.2	85.1	16.3
Accounts receivable	448.9	468.2	509.1
Financial leases receivable	17.6	17.1	16.2
Inventories	517.7	486.8	403.7
Advances to suppliers	40.1	36.3	11.6
Recoverable taxes	76.6	74.0	65.0
Cash holdback amount	-	-	20.8
Other receivables	28.3	28.9	29.0
Assets held for sale	132.9	129.5	123.7
<b>Noncurrent assets</b>	<b>1,715.1</b>	<b>1,750.6</b>	<b>1,800.6</b>
<b>Long-term assets</b>	<b>398.7</b>	<b>437.9</b>	<b>458.4</b>
Marketable securities	7.6	7.6	1.7
Receivable - clients	16.3	18.1	25.2
Related parties	123.5	113.6	70.3
Advances to suppliers	25.2	50.9	42.1
Financial leases receivable	97.0	96.3	96.7
Recoverable taxes	29.1	48.3	101.9
Deferred taxes	20.0	19.6	18.8
Property, plant and equipment held for sale	15.5	17.3	16.7
Escrow deposits	8.4	10.3	10.7
Others	55.9	55.9	74.3
<b>Permanent</b>	<b>1,316.3</b>	<b>1,312.7</b>	<b>1,342.2</b>
Investment properties	459.9	405.5	405.0
Property, plant and equipment	578.6	603.1	635.4
Right-of-use assets	183.7	209.3	204.6
Intangible assets	94.1	94.7	97.1
<b>Total assets</b>	<b>3,196.2</b>	<b>3,256.1</b>	<b>3,164.8</b>



## Balance sheet (continued)

in R\$ million	4Q21	3Q21	4Q20
<b>Liabilities<sup>2</sup></b>			
<b>Current liabilities</b>	<b>1,065.5</b>	<b>1,108.7</b>	<b>1,095.1</b>
Loans and financing	433.9	505.9	522.5
Debentures	16.5	16.6	91.1
Suppliers	258.9	247.0	206.1
Taxes	29.8	30.5	38.1
Payroll and related charges	88.3	106.8	94.5
Government concessions	41.1	31.3	27.7
Leases payable	65.4	69.0	64.4
Other payables	131.6	101.7	50.6
<b>Noncurrent liabilities</b>	<b>1,140.3</b>	<b>1,124.4</b>	<b>963.9</b>
Loans and financing	413.4	322.9	355.6
Debentures	142.0	141.5	-
Leases payable	260.4	282.6	281.3
Related parties	0.8	1.4	-
Government concessions	54.4	62.7	53.2
Employee benefit plans	129.4	131.6	131.7
Miscellaneous accruals	13.8	13.1	13.4
Deferred taxes	86.9	75.2	85.0
Other obligations	39.1	93.3	43.7
<b>Equity</b>	<b>990.4</b>	<b>1,023.0</b>	<b>1,105.7</b>
Capital	1,860.3	1,860.3	1,860.3
Capital reserves	79.4	79.4	79.4
Assets and liabilities valuation adjustment	126.2	113.8	113.8
Cumulative translation adjustment	(159.8)	(168.4)	(185.7)
Accumulated deficit	(915.6)	(862.1)	(762.0)
<b>Total liabilities and equity</b>	<b>3,196.2</b>	<b>3,256.1</b>	<b>3,164.8</b>

<sup>2</sup> Presented differently from the Financial Statements, maintaining the original maturities of the debts which the Company and its subsidiary Coteminas S.A. obtained a waiver of their financial covenants from financial institutions on a date after the end of the year 2021.

## Income Statement

in R\$ million	4Q21	3Q21	4Q20	4Q19	(A)/(B)	(A)/(C)	(A)/(D)
	(A)	(B)	(C)	(D)	%	%	%
Gross revenues	615.0	623.0	680.1	506.7	(1.3%)	(9.6%)	21.4%
<b>Net revenues</b>	<b>451.8</b>	<b>453.6</b>	<b>529.6</b>	<b>373.2</b>	<b>(0.4%)</b>	<b>(14.7%)</b>	<b>21.0%</b>
<b>Cost of goods sold</b>	<b>(301.1)</b>	<b>(291.9)</b>	<b>(358.7)</b>	<b>(241.5)</b>	<b>3.1%</b>	<b>(16.1%)</b>	<b>24.7%</b>
<i>% of net sales</i>	<i>66.6%</i>	<i>64.4%</i>	<i>67.7%</i>	<i>64.7%</i>	<i>2.3 p.p.</i>	<i>(1.1 p.p.)</i>	<i>1.9 p.p.</i>
Materials	(173.8)	(155.1)	(194.7)	(123.8)	12.1%	(10.7%)	40.4%
Conversion costs and others	(110.8)	(120.9)	(147.3)	(103.0)	(8.4%)	(24.8%)	7.6%
Depreciation	(16.5)	(15.9)	(16.4)	(14.7)	3.8%	0.6%	12.2%
<b>Gross profit</b>	<b>150.7</b>	<b>161.7</b>	<b>170.9</b>	<b>131.7</b>	<b>(6.8%)</b>	<b>(11.8%)</b>	<b>14.4%</b>
<i>% Gross Margin</i>	<i>33.4%</i>	<i>35.6%</i>	<i>32.3%</i>	<i>35.3%</i>	<i>(2.3 p.p.)</i>	<i>1.1 p.p.</i>	<i>(1.9 p.p.)</i>
<b>SG&amp;A</b>	<b>(134.1)</b>	<b>(124.8)</b>	<b>(136.9)</b>	<b>(89.5)</b>	<b>7.5%</b>	<b>(2.0%)</b>	<b>49.8%</b>
<i>% of net sales</i>	<i>29.7%</i>	<i>27.5%</i>	<i>25.9%</i>	<i>24.0%</i>	<i>2.2 p.p.</i>	<i>3.8 p.p.</i>	<i>5.7 p.p.</i>
Selling expenses	(95.1)	(91.6)	(100.0)	(63.1)	3.8%	(4.9%)	50.7%
<i>% of net sales</i>	<i>21.0%</i>	<i>20.2%</i>	<i>18.9%</i>	<i>16.9%</i>	<i>0.9 p.p.</i>	<i>2.2 p.p.</i>	<i>4.1 p.p.</i>
General and administrative expenses	(39.1)	(33.2)	(36.9)	(26.4)	17.6%	5.8%	47.8%
<i>% of net sales</i>	<i>8.6%</i>	<i>7.3%</i>	<i>7.0%</i>	<i>7.1%</i>	<i>1.3 p.p.</i>	<i>1.7 p.p.</i>	<i>1.6 p.p.</i>
<b>Others, net</b>	<b>17.8</b>	<b>(7.1)</b>	<b>14.7</b>	<b>(5.9)</b>	<b>n.a.</b>	<b>21.5%</b>	<b>n.a.</b>
<i>% of net sales</i>	<i>3.9%</i>	<i>(1.6%)</i>	<i>2.8%</i>	<i>(1.6%)</i>	<i>5.5 p.p.</i>	<i>1.2 p.p.</i>	<i>5.5 p.p.</i>
<b>Income (loss) from operations</b>	<b>34.3</b>	<b>29.8</b>	<b>48.6</b>	<b>29.1</b>	<b>15.2%</b>	<b>(29.4%)</b>	<b>18.0%</b>
<i>% of net sales</i>	<i>7.6%</i>	<i>6.6%</i>	<i>9.2%</i>	<i>7.8%</i>	<i>1.0 p.p.</i>	<i>(1.6 p.p.)</i>	<i>(0.2 p.p.)</i>
Financial result	(80.0)	(66.1)	(53.4)	(54.5)	21.0%	49.7%	46.6%
<b>Profit (loss) before taxes</b>	<b>(45.6)</b>	<b>(36.3)</b>	<b>(4.8)</b>	<b>(25.5)</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>
Income and social contribution taxes	(7.9)	2.0	(0.8)	3.9	n.a.	n.a.	n.a.
<b>Net result from continuing operations</b>	<b>(53.5)</b>	<b>(34.3)</b>	<b>(5.6)</b>	<b>(21.6)</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>
<b>Net result from discontinued operations</b>	<b>-</b>	<b>-</b>	<b>(12.8)</b>	<b>(2.1)</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>
<b>Net income (loss)</b>	<b>(53.5)</b>	<b>(34.3)</b>	<b>(18.3)</b>	<b>(23.7)</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>
<i>% of net sales</i>	<i>(11.8%)</i>	<i>(7.6%)</i>	<i>(3.5%)</i>	<i>(6.3%)</i>	<i>(4.3 p.p.)</i>	<i>(8.4 p.p.)</i>	<i>(5.5 p.p.)</i>

in R\$ million	2021	2020	2019	(A)/(B)	(A)/(C)
	(A)	(B)	(C)	%	%
Gross revenues	2,397.0	2,019.8	1,911.1	18.7%	25.4%
<b>Net revenues</b>	<b>1,720.7</b>	<b>1,535.1</b>	<b>1,422.5</b>	<b>12.1%</b>	<b>21.0%</b>
<b>Cost of goods sold</b>	<b>(1,109.8)</b>	<b>(1,028.8)</b>	<b>(972.6)</b>	<b>7.9%</b>	<b>14.1%</b>
<i>% of net sales</i>	<i>64.5%</i>	<i>67.0%</i>	<i>68.4%</i>	<i>(2.5 p.p.)</i>	<i>(3.9 p.p.)</i>
Materials	(573.8)	(531.0)	(494.5)	8.1%	16.0%
Conversion costs and others	(472.9)	(433.7)	(418.1)	9.0%	13.1%
Depreciation	(63.1)	(64.0)	(60.0)	(1.4%)	5.2%
<b>Gross profit</b>	<b>610.9</b>	<b>506.3</b>	<b>449.9</b>	<b>20.7%</b>	<b>35.8%</b>
<i>% Gross Margin</i>	<i>35.5%</i>	<i>33.0%</i>	<i>31.6%</i>	<i>2.5 p.p.</i>	<i>3.9 p.p.</i>
<b>SG&amp;A</b>	<b>(505.8)</b>	<b>(461.9)</b>	<b>(383.0)</b>	<b>9.5%</b>	<b>32.1%</b>
<i>% of net sales</i>	<i>29.4%</i>	<i>30.1%</i>	<i>26.9%</i>	<i>(0.7 p.p.)</i>	<i>2.5 p.p.</i>
Selling expenses	(368.1)	(335.4)	(267.3)	9.7%	37.7%
<i>% of net sales</i>	<i>21.4%</i>	<i>21.9%</i>	<i>18.8%</i>	<i>(0.5 p.p.)</i>	<i>2.6 p.p.</i>
General and administrative expenses	(137.7)	(126.5)	(115.7)	8.8%	19.0%
<i>% of net sales</i>	<i>8.0%</i>	<i>8.2%</i>	<i>8.1%</i>	<i>(0.2 p.p.)</i>	<i>(0.1 p.p.)</i>
<b>Others, net</b>	<b>6.0</b>	<b>4.8</b>	<b>18.1</b>	<b>25.1%</b>	<b>(66.6%)</b>
<i>% of net sales</i>	<i>0.4%</i>	<i>0.3%</i>	<i>1.3%</i>	<i>0.0 p.p.</i>	<i>(0.9 p.p.)</i>
<b>Income from operations</b>	<b>111.2</b>	<b>49.1</b>	<b>85.0</b>	<b>126.3%</b>	<b>30.7%</b>
<i>% of net sales</i>	<i>6.5%</i>	<i>3.2%</i>	<i>6.0%</i>	<i>3.3 p.p.</i>	<i>0.5 p.p.</i>
Financial result	(265.6)	(230.8)	(225.0)	15.1%	18.1%
<b>Profit (loss) before taxes</b>	<b>(154.4)</b>	<b>(181.7)</b>	<b>(139.9)</b>	<b>n.a.</b>	<b>n.a.</b>
Income and social contribution taxes	0.9	(72.3)	0.6	n.a.	n.a.
<b>Net result from continued operations</b>	<b>(153.6)</b>	<b>(254.0)</b>	<b>(139.4)</b>	<b>n.a.</b>	<b>n.a.</b>
<b>Net result from discontinued operations</b>	<b>-</b>	<b>(67.0)</b>	<b>185.1</b>	<b>n.a.</b>	<b>n.a.</b>
<b>Net income (loss)</b>	<b>(153.6)</b>	<b>(320.9)</b>	<b>45.7</b>	<b>n.a.</b>	<b>n.a.</b>
<i>% of net sales</i>	<i>(8.9%)</i>	<i>(20.9%)</i>	<i>3.2%</i>	<i>12.0 p.p.</i>	<i>(12.1 p.p.)</i>

## Cash Flow Statement

in R\$ million	4Q21	4Q20	2021	2020
<b>Cash flows from operating activities</b>				
Net income (loss) for the period	(53.5)	(18.3)	(153.6)	(320.9)
<b>Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities</b>				
Depreciation and amortization	26.7	24.1	101.7	94.1
Equity in affiliate	-	-	-	11.3
Change in fair value of investment properties	(23.5)	(5.3)	(23.5)	(5.3)
Provision for expected loss on doubtful accounts	2.0	-	2.0	2.7
Income and social contribution taxes	7.9	0.8	(0.9)	72.3
Impairment adjustment	0.5	0.0	0.5	43.0
Result on disposal of property, plant and equipment	0.1	0.1	4.0	(1.6)
Renegotiation of leases	0.2	(0.0)	(1.6)	(5.7)
Exchange rate variations	0.3	(0.5)	3.7	29.6
Monetary variation	2.0	8.1	14.3	15.3
Bank charges and interests, net	73.4	42.6	232.7	170.8
Interest on leases	3.7	3.1	13.6	13.9
	<b>39.7</b>	<b>54.5</b>	<b>192.8</b>	<b>119.3</b>
<b>Changes in assets and liabilities</b>				
Marketable securities	65.8	(28.7)	(8.9)	105.4
Accounts receivable	5.5	(105.7)	19.6	(31.7)
Inventories	(31.3)	(2.1)	(116.9)	(20.1)
Advances to suppliers	(3.8)	27.9	(2.2)	55.6
Recoverable taxes	16.6	-	61.2	91.7
Cash holdback amount	-	3.0	20.8	(7.3)
Suppliers	10.1	54.7	50.1	44.8
Others	(35.2)	(15.0)	17.8	7.3
<b>Net cash provided by (used in) operating activities</b>	<b>67.5</b>	<b>(11.4)</b>	<b>234.4</b>	<b>364.9</b>
Interest paid on loans	(26.4)	(17.2)	(83.0)	(68.3)
Commissions and bank charges paid on loans	(6.9)	(6.1)	(25.3)	(36.7)
Income and social contribution taxes received (paid)	(0.0)	(0.1)	(0.3)	(0.1)
<b>Net cash provided by (used in) operating activities after interest and taxes</b>	<b>34.1</b>	<b>(34.8)</b>	<b>125.9</b>	<b>259.8</b>
<b>Cash flows from investing activities</b>				
Investment properties	(0.5)	(0.2)	(0.9)	(0.9)
Property, plant and equipment	(8.3)	(19.4)	(36.5)	(68.7)
Intangibles	-	2.0	-	(0.7)
Proceeds from sales of property, plant and equipment	1.1	3.2	10.4	19.4
Loans between related parties	(7.2)	(6.9)	(58.6)	(37.5)
<b>Net cash provided by (used in) investing activities</b>	<b>(14.8)</b>	<b>(21.3)</b>	<b>(85.7)</b>	<b>(88.3)</b>
<b>Cash flows from financing activities</b>				
Proceeds from new loans, net of prepaid fees	115.6	115.2	479.5	483.0
Repayment of loans	(104.9)	(81.0)	(456.1)	(598.5)
Repayment of leases	(11.4)	(11.3)	(41.3)	(35.9)
<b>Net cash provided by (used in) financing activities</b>	<b>(0.7)</b>	<b>22.9</b>	<b>(17.9)</b>	<b>(151.3)</b>
Effect of exchange rate changes on cash and cash equivalents of foreign subsidiaries	1.5	(3.1)	8.6	(3.3)
<b>Increase (decrease) in cash and cash equivalents</b>	<b>20.1</b>	<b>(36.4)</b>	<b>31.0</b>	<b>16.9</b>
<b>Cash and cash equivalents:</b>				
At the beginning of the period	179.7	169.0	168.8	151.9
At the end of the period	199.8	168.8	199.8	168.8



*This press release may include declarations about Springs Global's expectations regarding future events or results. All declarations based upon future expectations, rather than historical facts, are subject to various risks and uncertainties.*

*These risks and uncertainties include factors related to the following: the Company's business strategy, the international and the Brazilian economies, technology, financial strategy, developments in the textile and retail sectors, market conditions, among others. To obtain further information on factors that may give rise to results different from those forecasted by Springs Global, please consult the reports filed with the Brazilian Comissão de Valores Mobiliários (CVM, equivalent to U.S. "SEC").*





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### **About Springs Global | B3: SGPS3**

A Springs Global is a leading company in Americas in bedding, tabletop and bath products, with traditional and leading brands in the segments in which it operates, strategically positioned to target customers of different socioeconomic profiles. Springs Global operates vertically integrated plants, with high degree of automation and flexibility, located in Brazil and Argentina.

### **Conference call**

Date: 03/30/2022

Time: 11am São Paulo time / 10 am New York time / 3 pm London time

### **In Portuguese:**

+55 11 3181-8565 / +55 11 4090-1621

### **In English:**

+1 844 204-8942 (Toll free) / +1 412 717-9627

Password: Springs Global

To access the webcast in English [click here](#) or access the website

<http://www.springs.com/ri>.

### **Investor Relations**

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