

**EARNINGS RELEASE**

**3Q21**

**VULCABRAS**

**BUILDING  
A BETTER COUNTRY  
THROUGH SPORTS.**

Jundiaí, November 9, 2021

**V**ulcabras S.A. (B3: VULC3) announces today its results for the third quarter of 2021(3Q21). The Company's operational and financial information is presented based on consolidated figures and in millions of reais, prepared in accordance with accounting practices adopted in Brazil and international financial reporting standards (CPC 21 AND IAS 34). The data in this report refers to the performance in the third quarter of 2021, compared to the same period of 2020, unless specified otherwise.

## HIGHLIGHTS

### Gross Volume

**7.5 million** pairs/pieces in 3Q21, a decrease of **4.9%** compared to 3Q20 and of 18.3 million pairs/pieces in 9M21, an increase of **18.7%** compared to 9M20.

### Net Revenue

**R\$ 535.9 million** in 3Q21, an increase of **40.0%** compared to 3Q20 and of **49.1%** compared to 3Q19. In 9M21, revenue was **R\$ 1,247.2 million**, an increase of **73.2%** compared to 9M20 and of **26.5%** compared to 9M19.

### Gross Profit

**R\$ 193.2 million** in 3Q21, an increase of **47.7%** compared to 3Q20, and **R\$ 435.6 million** in 9M21, an increase of **85.9%** compared to 9M20.

### Gross Margin

**36.1%** in 3Q21, an increase of **1.9 p.p.** compared to 3Q20, and **34.9%** in 9M21, an increase of **2.4 p.p.** in relation to the margin in 9M20.

### Net Income

**R\$ 126.5 million** in 3Q21, an increase of **191.5%** compared to the income of **R\$ 43.4 million** in 3Q20, and **R\$ 232.6 million** in 9M21, an increase of **R\$ 255.6 million** in contrast to the loss of **R\$ 23.0 million** in 9M20

### EBITDA

**R\$ 138.9 million** in 3Q21, an increase of **109.8%** compared to **R\$ 66.2 million** in 3Q20 and **R\$ 279.0 million** in 9M21, an increase of **626.6%** compared to 9M20.

Early distribution of dividends in the amount of **R\$ 86 million**.

> **VULC3 Quote (9/30/2021)**  
R\$ 10,61

> **Number of shares**  
Common: 245.756.244

> **Market value**  
R\$ 2.6 billion

> **Investor Relations**  
Wagner Dantas da Silva (CFO and IRO)

**Vulcabras IR website**  
<http://vulcabrasri.com>

> **Conference call**  
11/10/2021 at 10 am (Brasilia)

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# > MESSAGE FROM MANAGEMENT

**V**ulcabras announces its financial results for the 3rd quarter of 2021 with record revenues and net income. Even in a macroeconomic scenario of high volatility, inflationary pressure and political instability that directly impacted consumption, the measures taken recently by the company achieved high performance rates for the second consecutive quarter. Since the beginning of the year, Vulcabras has focused its strategy on simplifying and consolidating its portfolio, thus fully focusing on the sports segment.

Net revenue was R\$535.9 million, an increase of 40.0% compared to the same period in 2020. Revenue growth was leveraged by the sports footwear category, which recorded an increase of 66.3%. Both Olympikus and Under Armour posted relevant growth compared to the same quarter of the previous year. In addition, we had an increase in revenue from the sale of Mizuno shoes in full during this period.

Net income for the 3rd quarter was R\$126.5 million, the highest quarterly income in the Company's history, and represented an increase of 191.5% over the result of R\$43.4 million in 3Q20. The net margin reached 23.6% in 3Q21, an increase of 12.3 p.p., compared to 11.3% achieved in 3Q20.

“  
**The result represents the best performance in the company's history.**

Pedro Bartelle

”

EBITDA was R\$ 138.9 million, an increase of 109.8%, against the R\$ 66.2 million obtained in 3Q20. The EBITDA margin increased 8.6 p.p., reaching 25.9% in 3Q21, against 17.3% in 3Q20. In this quarter, Vulcabras announced the anticipated distribution of dividends from accumulated profits throughout the 1st semester in the amount of R\$ 86 million.

It is important to highlight that Mizuno has shown growth compared to the previous year since its arrival at Vulcabras. For 2022, expectations are even greater,

when we will have the models developed by Vulcabras in production, maximizing synergy with other brands.

Our strategy of focusing on the sports segment, expanding the portfolio of brands, together with the modernization investments made in recent years has already brought important results and gives us the prospect of reaching new records for all the brands in the group.

For next year, Vulcabras will strengthen other categories, such as apparel, and the e-commerce channel, seeking to meet the growth of the sports lifestyle and wellness, behavior trends accelerated by the pandemic.

## COMMITMENT TO SUSTAINABILITY

This quarter the company committed to using clean energy in 100% of its production. As of October 2021, the manufacturing units located in Itapetinga (BA) and in Horizonte (CE) will be supplied by one of the largest wind energy complexes in the world, the Rio do Vento, in Rio Grande do Norte. With the demand for clean energy contracted for the next 13 years, it is estimated that this new supply profile will avoid the release of 15 thousand tons of CO2 annually into the atmosphere, equivalent to the planting of 67 thousand trees.

The result of this quarter confirms the strength of our brands and our winning business model, which give us certainty in the continuation of growing results, maximizing the creation of value for our shareholders and consumers.

# > CONSOLIDATED PERFORMANCE

R\$ Million	3Q21	3Q20	VAR 3Q21 vs 3Q20	9M21	9M20	VAR 9M21 vs 9M20
<b>Gross Volume ( million pairs and tens )</b>						
Volume	7.515	7.903	-4,9%	18.330	15.439	18,7%
<b>Net Revenue</b>	<b>535,9</b>	<b>382,9</b>	<b>40,0%</b>	<b>1247,2</b>	<b>720,2</b>	<b>73,2%</b>
Domestic Market	498,0	357,8	39,2%	1143,7	652,8	75,2%
Foreign Market	37,9	25,1	51,0%	103,5	67,4	53,6%
<b>Gross profit</b>	<b>193,2</b>	<b>130,8</b>	<b>47,7%</b>	<b>435,6</b>	<b>234,3</b>	<b>85,9%</b>
Gross margin %	36,1%	34,2%	1,9 p.p.	34,9%	32,5%	2,4 p.p.
<b>Operation Expenses</b>	<b>75,9</b>	<b>82,2</b>	<b>-7,7%</b>	<b>211,6</b>	<b>251,9</b>	<b>-16,0%</b>
<b>EBITDA</b>	<b>138,9</b>	<b>66,2</b>	<b>109,8%</b>	<b>279,0</b>	<b>38,4</b>	<b>626,6%</b>
EBITDA Margin	25,9%	17,3%	8,6 p.p.	22,4%	5,3%	17,1 p.p.
<b>EBITDA - recurring</b>	<b>102,4</b>	<b>66,2</b>	<b>54,7%</b>	<b>207,1</b>	<b>74,8</b>	<b>176,9%</b>
EBITDA Margin Adjusted	19,1%	17,3%	1,8 p.p.	16,6%	10,4%	6,2 p.p.
<b>Net Income</b>	<b>126,5</b>	<b>43,4</b>	<b>191,5%</b>	<b>232,6</b>	<b>-23,0</b>	<b>-1111,3%</b>
<b>Net Income - adjusted</b>	<b>73,6</b>	<b>43,4</b>	<b>69,6%</b>	<b>119,1</b>	<b>13,4</b>	<b>788,8%</b>



# > GROSS VOLUME

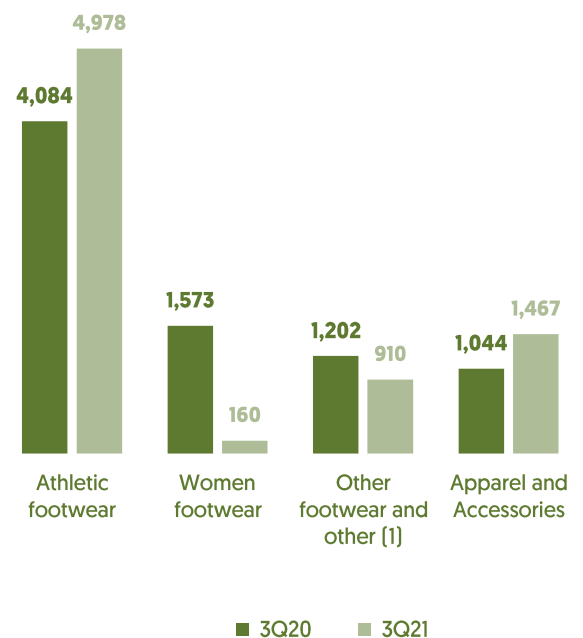
In 3Q21 gross volume totaled 7.5 million pairs/pieces, decrease of 4.9% compared to the 7.9 million pairs/pieces in 3Q20.

The performance of volumes sold in 3Q21 was very positive for all brands. It is worth mentioning that in this quarter sales of footwear and apparel with the Mizuno brand were present since the beginning of the period and that in the same period of the previous year the Mizuno brand was not part of the Company's portfolio. In this quarter, there was also no sale of women's footwear in the domestic and foreign markets due to licensing of the Azaleia brand, and that the sale of this type of shoes was maintained only in the Peru and Colombia subsidiaries.

The sports, footwear and apparel categories presented great performance. In comparison with the same period in 2020, the following considerations were highlighted; (i) in Athletic Footwear, there was a growth of 21.9%, due to the positive performance of the Olympikus and Under Armour brands, and also the addition of Mizuno's sales volume; (ii) a decrease of 89.8% in Women's Footwear, due to the discontinuance of business in the domestic and foreign markets; (iii) reduction of 24.3% in Other Footwear and Others, (iv) increase of 40.5% in Apparel and Accessories, due to the expansion recorded with the Olympikus brand and also the addition of Mizuno's sales volume.

## GROSS VOLUME OF PAIRS AND PIECES/THOUSAND - 3Q21 VS 3Q20

Pairs and itens (thousand)	3Q21	Share. %	3Q20	Share. %	Var. % 3Q21/3Q20
Athletic footwear	4.978	66,2%	4.084	51,7%	21,9%
Women footwear	160	2,1%	1.573	19,9%	-89,8%
Other footwear and other (1)	910	12,2%	1.202	15,2%	-24,3%
Apparel and Accessories	1.467	19,5%	1.044	13,2%	40,5%
Total	7.515	100,0%	7.903	100,0%	-4,9%

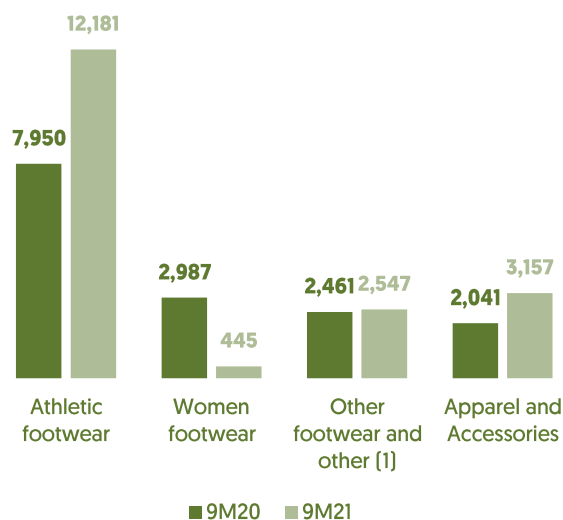


<sup>1</sup> Chinelos, botas e componentes para calçados.

In the nine months of 2021, gross volume totaled 18.3 million pairs/pieces, an increase of 18.7% compared to the total of 15.4 million pairs/pieces in the nine months of 2020.

#### GROSS VOLUME OF PAIRS AND PIECES/THOUSAND - 9M21 VS 9M20

Pares e peças (Mil)	9M21	Share. %	9M20	Share. %	Var. % 9M21/9M20
Athletic footwear	12.181	66,5%	7.950	51,5%	53,2%
Women footwear	445	2,4%	2.987	19,3%	-85,1%
Other footwear and other (1)	2.547	13,9%	2.461	16,0%	3,5%
Apparel and Accessories	3.157	17,2%	2.041	13,2%	54,7%
Total	18.330	100,0%	15.439	100,0%	18,7%



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## NET OPERATING REVENUE CATEGORY

In 3Q21, net revenue was R\$ 535.9 million, an increase of 40.0% over the R\$ 382.9 million in 3Q20 and of 49.1% over the R\$ 359.4 million in 3Q19.

Optimism for the resumption of business has been noticed since the beginning of 3Q21. With the advance of vaccination against Covid-19 and the decrease in the number of cases and deaths caused by the disease, there was a relaxation of isolation measures and, consequently, the resumption of retail activities, which encouraged the consumer and caused the demand for the Company's products to remain high.

Athletic Footwear revenue increased by 66.3% in 3Q21 over the same period in 2020 and by 72.9% over 3Q19. Both revenues from Olympikus footwear and Under Armour footwear grew in relation to the same quarter of the previous year, in addition to the increase in revenue from the sale of Mizuno footwear.

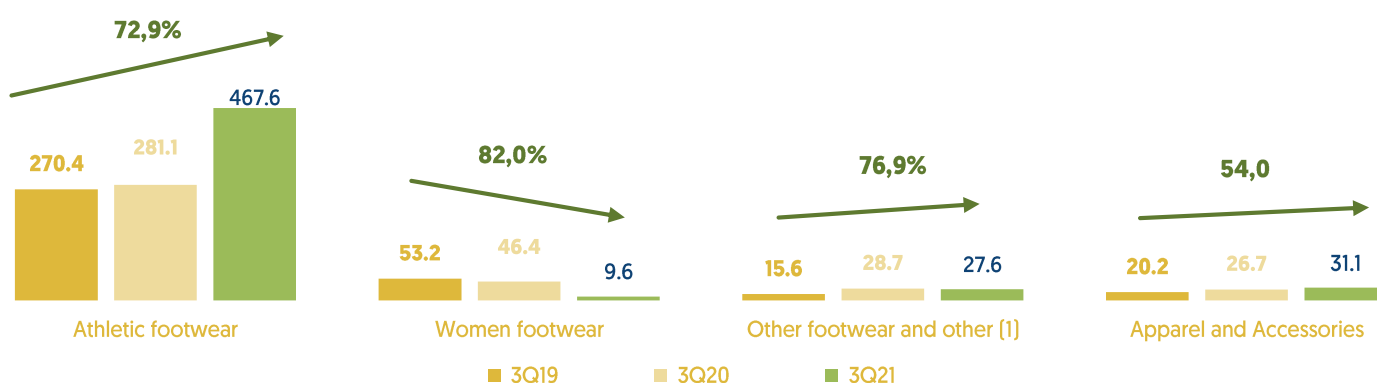
The Women Footwear category decreased by 79.3% compared to the same period in 2020 and by 82.0% over 3Q19. This is due to the interruption in sales of women's footwear due to the licensing of the brand. The only channel that presented revenue in this category and that will continue to be active was that of foreign branches.

The Apparel and Accessories category increased by 16.5% compared to 3Q20 and by 54.0% over 3Q19. When comparing the period with the previous year, there was an increase in revenue from the Olympikus brand and an increase in sales due to the sale of products with the Mizuno brand.

The Other Footwear and Others category decreased by 3.8% compared to the same quarter of 2020 and increased by 76.9% compared to 3Q19.

## NET REVENUE BY CATEGORY – 3Q21VS 3Q20 AND 3Q21 VS 3Q19

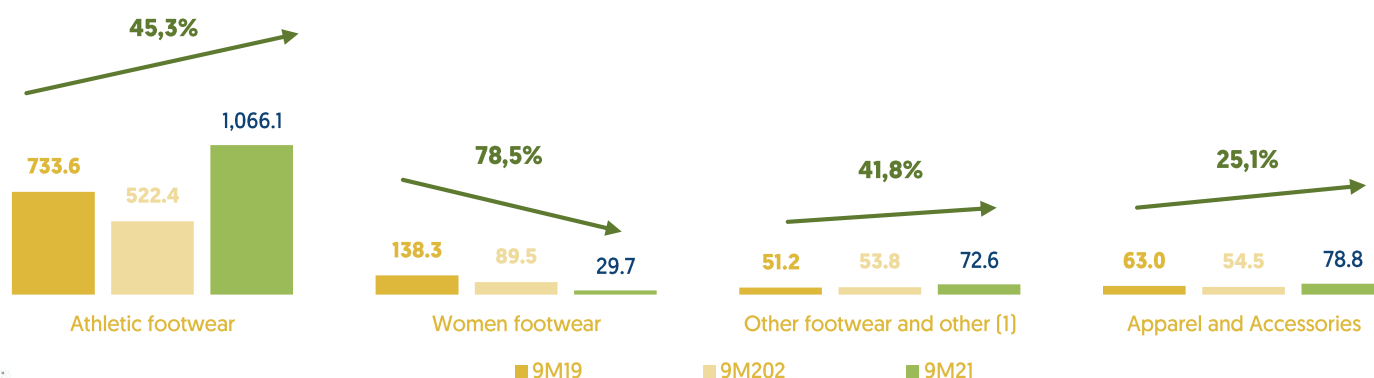
R\$ Million	3Q21	Share. %	3Q20	Share. %	3Q19	Share. %	Var. % 3Q21/3Q20	Var. % 3Q21/3Q19
Athletic footwear	467,6	87,3%	281,1	73,4%	270,4	75,2%	66,3%	72,9%
Women footwear	9,6	1,8%	46,4	12,1%	53,2	14,8%	-79,3%	-82,0%
Other footwear and other (1)	27,6	5,1%	28,7	7,5%	15,6	4,3%	-3,8%	76,9%
Apparel and Accessories	31,1	5,8%	26,7	7,0%	20,2	5,7%	16,5%	54,0%
<b>Total Net Revenue</b>	<b>535,9</b>	<b>100,0%</b>	<b>382,9</b>	<b>100,0%</b>	<b>359,4</b>	<b>100,0%</b>	<b>40,0%</b>	<b>49,1%</b>



In the nine months of 2021, net revenue totaled R\$ 1,247.2 million, 73.2% higher than in the nine months of 2020, when it was R\$ 720.2 million, and an increase of 26.5% compared to the R\$ 986.1 million in 9M19.

## NET REVENUE BY CATEGORY – 9M21VS 9M20 AND 9M21 VS 9M19

R\$ Million	9M21	Share. %	9M20	Share. %	9M19	Share. %	Var. % 9M21/9M20	Var. % 9M21/9M19
Athletic footwear	1.066,1	85,5%	522,4	72,5%	733,6	74,4%	104,1%	45,3%
Women footwear	29,7	2,4%	89,5	12,4%	138,3	14,0%	-66,8%	-78,5%
Other footwear and other (1)	72,6	5,8%	53,8	7,5%	51,2	5,2%	34,9%	41,8%
Apparel and Accessories	78,8	6,3%	54,5	7,6%	63,0	6,4%	44,6%	25,1%
<b>Total Net Revenue</b>	<b>1.247,2</b>	<b>100,0%</b>	<b>720,2</b>	<b>100,0%</b>	<b>986,1</b>	<b>100,0%</b>	<b>73,2%</b>	<b>26,5%</b>



<sup>1</sup> Chinelos, botas e componentes para calçados.

# > NET OPERATING REVENUE

## MARKETS

**N**et revenue in 3Q21 in the domestic market totaled R\$ 498.0 million, an increase of 39.2% compared to 3Q20, when it was R\$ 357.8 million, and of 49.3% over the R\$ 333.5 million in 3Q19. In the foreign market, net revenue in 3Q21 totaled R\$ 37.9 million, an increase of 51.0% compared to the R\$ 25.1 million in 3Q20 and of 46.3% over the R\$ 25.9 million in 3Q19.

In the domestic market, when compared to 3Q20, the increase is due to the increase in the sports, footwear and apparel categories, and the reduction in revenue from women's footwear and other footwear and others.

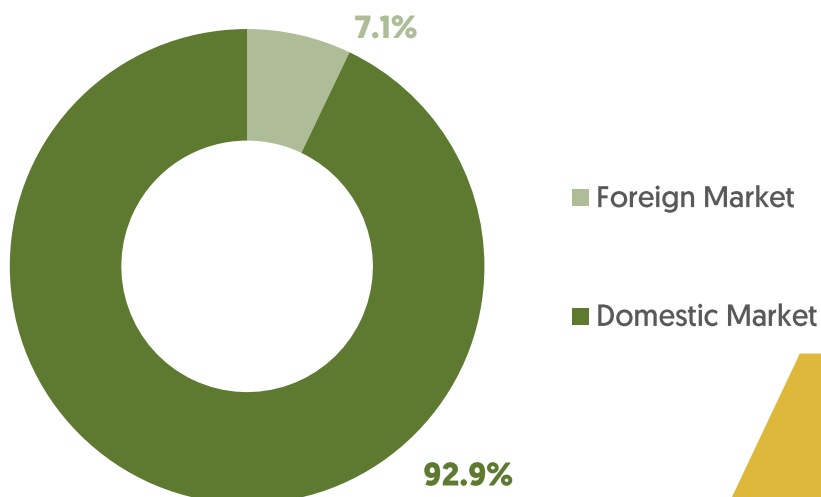
Direct sales to the foreign market showed robust growth when compared to 3Q21, despite the halt in sales of women's footwear. The Olympikus footwear category expanded with the reopening of the Latin American markets and the export of Olympikus slippers to Argentina was also started.

In sales from foreign branches (Peru and Colombia), there was an increase in revenue compared to the same period of the previous year, but a slow recovery was still observed, with gradual openings of trade throughout 3Q21.

### NET REVENUE BY MARKET – 3Q21 VS 3Q20 and 3Q21 VS 3Q19

R\$ Million	3Q21	Share. %	3Q20	Partic. %	3Q19	Share. %	Var. % 3Q21/3Q20	Var. % 3Q21/3Q19
Domestic Market	498,0	92,9%	357,8	93,4%	333,5	92,8%	39,2%	49,3%
Foreign Market	37,9	7,1%	25,1	6,6%	25,9	7,2%	50,4%	46,3%
Total Net Revenue	535,9	100,0%	382,9	100,0%	359,4	100,0%	40,0%	49,1%

### MARKET SHARE - 3Q21



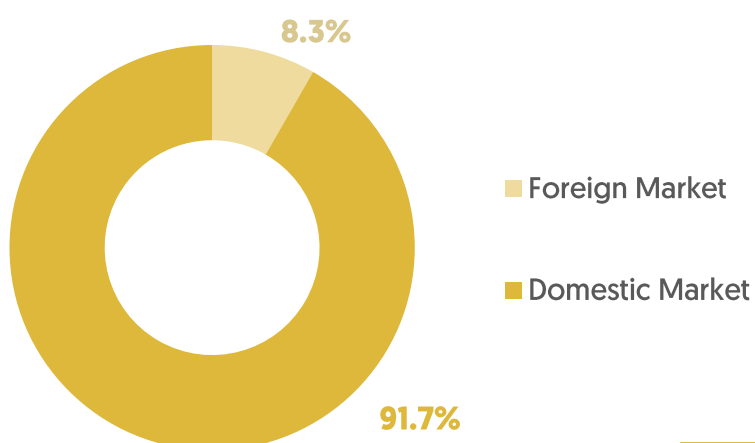
In the 9M21, net revenue in the domestic market totaled R\$ 1,143.7 million, an increase of 75.2% compared to 9M20, when it was R\$ 652.8 million, and of 25.8% when compared to 9M19.

In the foreign market, net revenue in 9M21 was R\$ 103.5 million, up 53.6% compared to the R\$ 67.4 million in 9M20. Compared to the nine months of 2019, the growth was 34.4% over the R\$ 77.0 million reported.

### NET REVENUE BY MARKET – 9M21 VS 9M20 and 9M21 VS 9M19

R\$ Million	9M21	Share. %	9M20	Share. %	9M19	Share. %	Var. % 9M21/9M20	Var. % 9M21/9M19
Domestic Market	1.143,7	91,7%	652,8	90,6%	909,1	92,2%	75,2%	25,8%
Foreign Market	103,5	8,3%	67,4	9,4%	77,0	7,8%	53,6%	34,4%
Total Net Revenue	1.247,2	100,0%	720,2	100,0%	986,1	100,0%	73,2%	26,5%

### MARKET SHARE - 9M21





# > E-COMMERCE

In 3Q21, e-commerce with the Company's brands continued the expansion trend, but at a more moderate pace and grew by 2.4% compared to the same period of the previous year, and growth of 242.9% compared to 3T19.

The slowdown in the pace of growth in this channel is due to the Company's strategy of prioritizing the positioning of its brands as opposed to an online market fostered by aggressive discounts.

Comparing the accumulated figures for the periods, in 9M21 there was growth of 5.0% compared to 9M20 and of 197.5% compared to 9M19. As a share of revenue, e-commerce represented 2.9% in 9M21, down 1.9 pp. compared to 4.8% in 9M20 and growth of 1.7 p.p compared to 1.2% in 9M19.



## NET REVENUE AND NOR PARTICIPATION

R\$ Million	3T21	3T20	3T19	Var. % 3T21/3T20	Var. % 3T21/3T19	9M21	9M20	9M19	Var. % 9M21/9M20	Var. % 9M21/9M19
<b>E-comm total Net Revenue</b>	16,8	16,4	4,9	2,4%	242,9%	36,0	34,3	12,1	5,0%	197,5%
<b>Share Net Revenue</b>	3,1%	4,3%	1,4%	-1,2 p.p.	1,7 p.p.	2,9%	4,8%	1,2%	-1,9 p.p.	1,7 p.p.

# > COST OF GOODS SOLD (COGS)

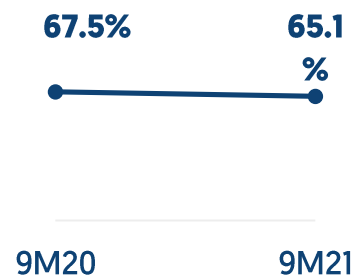
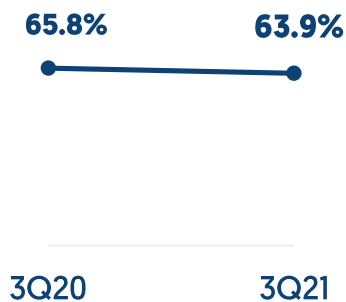
In 3Q21, as a percentage of net sales revenue, cost of goods sold represented 63.9%, compared to 65.8% in the same period in 2020.

Since the beginning of 3Q21, the Company's factories have operated at full occupancy. During this quarter, the introduction of the production of Mizuno footwear continued. It should be noted that the products in this collection have not yet been developed by the Company, which brought occasional difficulties and caused a few obstacles in the production rate. However, with the continuation of the production of these models, the problems were being alleviated and the production of Mizuno footwear was gaining scale. With the high demand and the consequent increase in the order backlog, greater predictability was allowed for production plans, which allowed for an increase in manufacturing efficiency. As a negative point in the quarter, it is worth highlighting the continued pressure on costs due to the impact of the increase in the prices of some raw materials.

In the nine months of 2021, as a percentage of net sales revenue, cost of sales represented 65.1%, compared to 67.5% in the same period in 2020.



## COST OF GOODS SOLD (% COGS/NOR)



# > GROSS PROFIT

**G**ross profit in 3Q21 was R\$ 193.2 million, an increase of 47.7% compared to the R\$ 130.8 million in 3Q20. Gross margin was 36.1% in 3Q21, 1.9 pp. above the 34.2% in 3Q20.

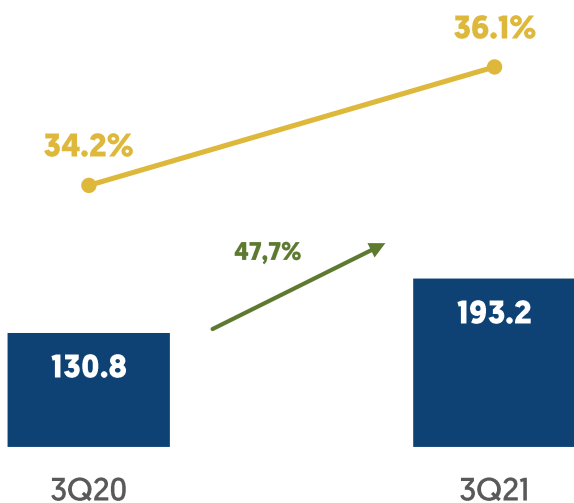
The positive impact on costs due to the large volume sold and the high demand for the Company's products led to a significant improvement in the gross margin, despite the negative impact due to the increase in the prices of some raw materials and the specific problems with the introduction of Mizuno footwear.

For the 3rd consecutive quarter, the gross margin grew in relation to the previous period, thus maintaining the upward trend.

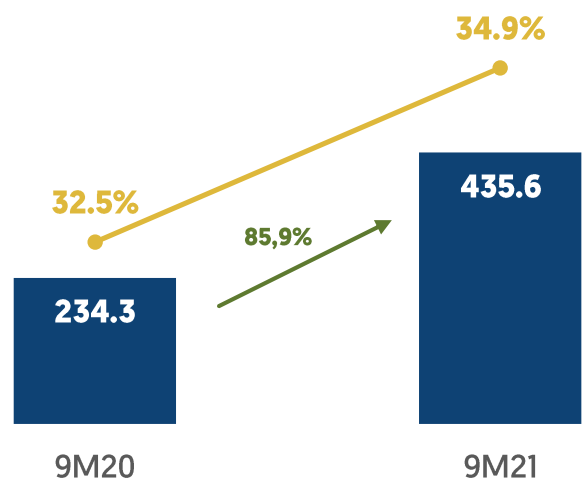
In 9M21, gross profit was R\$ 435.6 million, an increase of 85.9% compared with the R\$ 234.3 million in 9M20. The margin in 9M21 was 34.9%, 2.4 p.p. higher than the 32.5% margin obtained in 9M20.



## GROSS PROFIT AND GROSS MARGIN



■ Gross profit —●— Gross margin %



■ Gross profit —●— Gross margin %



# > SELLING AND ADVERTISING EXPENSES

**S**elling and advertising expenses in 3Q21 totaled R\$ 79.8 million, an increase of 45.1% compared to 3Q20.

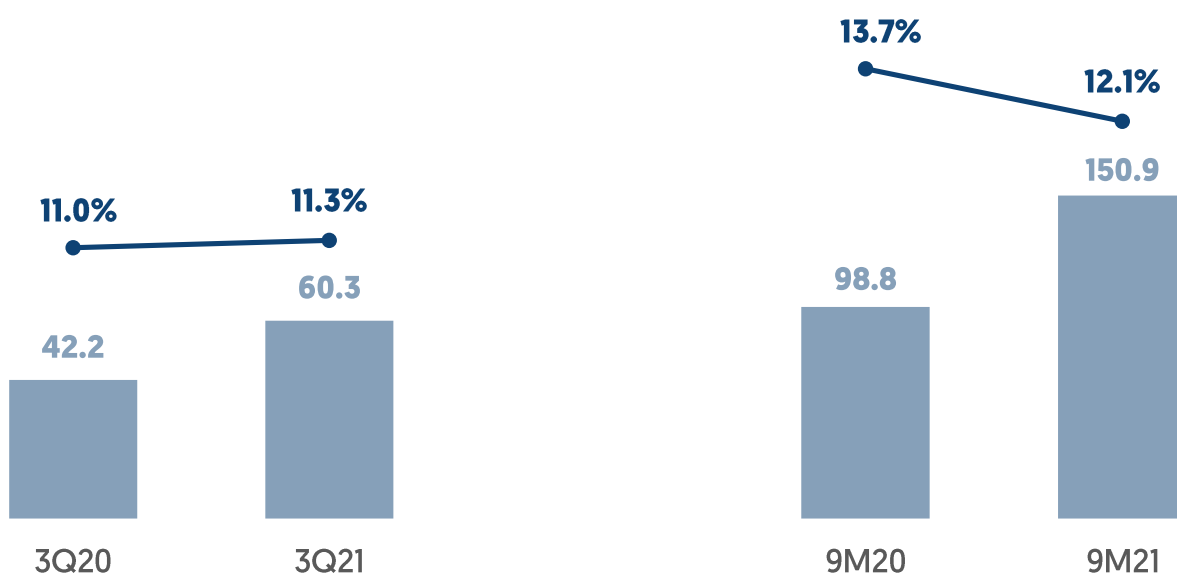
Selling expenses (excluding advertising expenses) increased by 42.9% % in 3Q21, compared to expenses in 3Q20. R\$ 60.3 million were recorded in 3Q21, against R\$ 42.2 million in 3Q20. As a share of revenue, selling expenses (excluding advertising expenses) accounted for 11.3% in 3Q21, compared to 11.0% in 3Q20, an increase of 0.3 pp. compared to 3Q20.

In the quarter comparison, there was an increase in all expenses compared to 3Q20, due to the robust growth in revenue, which increases the volume of variable expenses with commissions, freight and royalties.

The exception was the line item “Allowance for doubtful accounts”, which presented a reversal of allowance in the amount of R\$ 4.7 million due to a change in the expectation of loss of a customer whose court-supervised reorganization process was approved.

In 9M21, selling expenses (excluding advertising expenses) were R\$ 150.9 million, an increase of 52.7% compared to the R\$ 98.8 million in 9M20. The share of selling expenses over net revenue decreased by 1.6 p.p compared to 9M20, reaching 12.1% and 13.7% in 2021 and 2020, respectively.

## SELLING EXPENSES (excluding advertising expenses)



■ Selling Expenses —●— % of Net Revenue

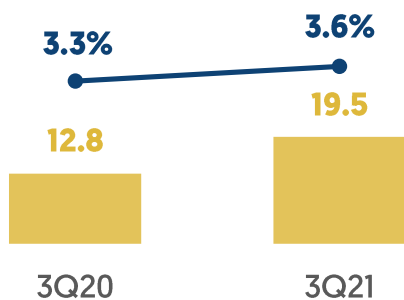
■ Selling Expenses —●— % of Net Revenue

In 3Q21, advertising and marketing expenses totaled R\$ 19.5 million, an increase of 52.3% over the R\$ 12.8 million in 3Q20.

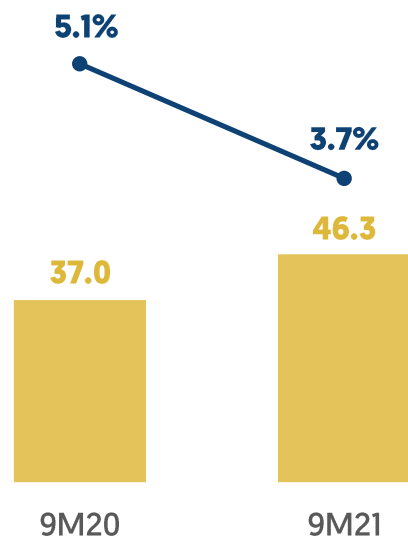
The share of advertising and marketing expenses over net revenue represented 3.6% in 3Q21, compared to 3.3% in 3Q20, an increase of 0.3 p.p. In 3Q21, despite the distancing restrictions still in force, over the months of July to September there was a return of some field actions, which focused on reinforcing point-of-sale materials for better product exposure and also the occurrence of some sponsored events, albeit in a very restricted way.

In 9M21, advertising and marketing expenses totaled R\$ 46.3 million, an increase of 25.1% in comparison with 9M20, when they totaled R\$ 37.0 million.

#### ADVERTISING AND MARKETING EXPENSES



■ Advertising Expenses    ● % of Net Revenue



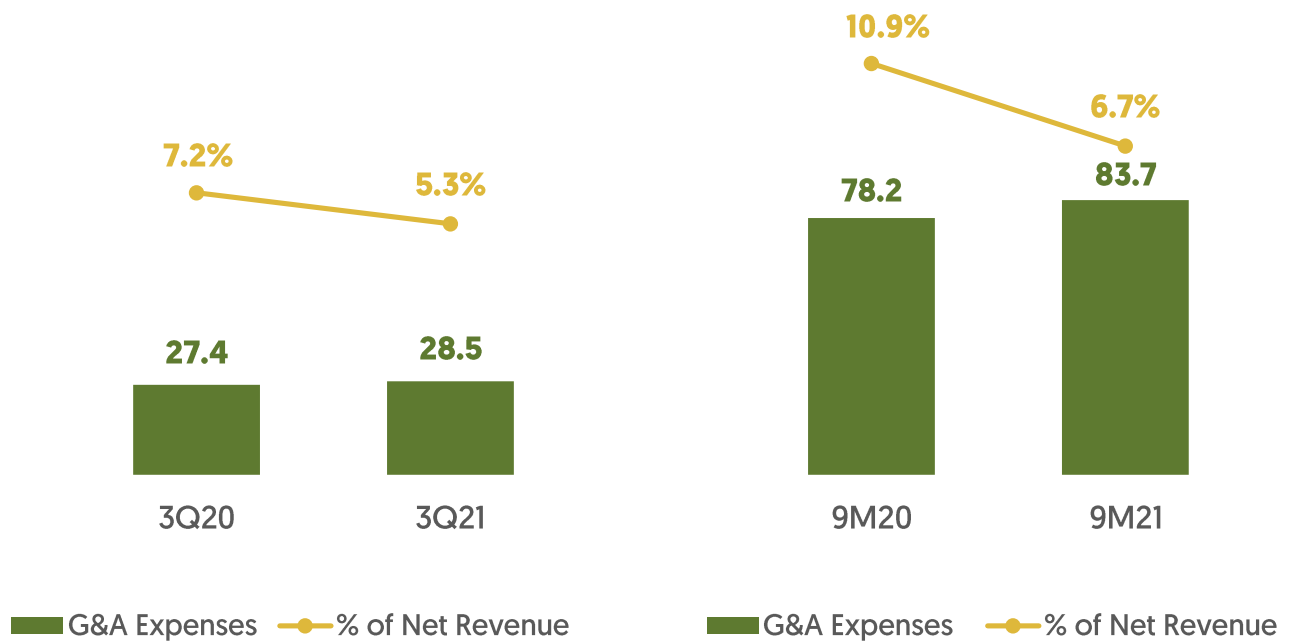
■ Advertising Expenses    ● % of Net Revenue

# > GENERAL AND ADMINISTRATIVE EXPENSES

**A**dministrative expenses totaled R\$ 28.5 million in 3Q21, an increase of 4.0% compared to 3Q20. As percentage of net revenue, there was a reduction of 1.9 p.p, from 7.2% in 3Q20 to 5.3% in 3Q21. In the quarter, there was an increase in personnel, IT/telecommunications expenses, which were partially offset by reductions in third-party services.

In 9M21, compared to the same period of 2020, there was an increase of 7.0% in general and administrative expenses, from R\$ 78.2 million to R\$ 83.7 million. When comparing the percentage of net revenue, there is a decrease of 4.2 p.p. in 9M21 in relation to the equivalent period of 2020.

## GENERAL AND ADMINISTRATIVE EXPENSES



# > OTHER NET OPERATING INCOME (EXPENSES)

In 3Q21, Other Net Operating Income (Expenses) resulted in an income of R\$ 32.4 million, compared to an income of R\$ 0.2 million in 3Q20.

Other Income/Expenses in 3Q21 was impacted by the following events: (i) recognition of non-recurring revenue from Pis/Cofins credits and, (ii) increase in provisions for labor claims due to the change in the procedural stage due to some court proceedings.

The non-recurring event recognized in 3Q21, in the amount of R\$36.5 million, refers to the

uncontroversial amount of the Pis/Cofins credit recovery action on the ICMS basis filed by the subsidiary Vulcabras Ceará. The amount recognized was composed of: (i) recognition of R\$37.4 million, relating to the principal amount and; (ii) Pis/Cofins debit arising from the financial update on the Pis/Cofins credit recognized in the amount of R\$0.9 million..

In the nine months of 2021, revenue of R\$69.3 million was recorded, compared to an expense of R\$37.9 million in the nine months of 2020.

## OTHER NET OPERATING INCOME (EXPENSES)

R\$ Million	3Q21	3Q20	Var. % 3Q21/3Q20	9M21	9M20	Var. % 9M21/9M20
Other Net Operating Income (Expenses)	32,4	0,2	16.100,00%	69,3	-37,9	-282,8%

# > NET FINANCIAL INCOME (EXPENSES)

In 3Q21, the Company reported a net financial income of R\$ 11.1 million, compared to the same period in 2020, when it reported a net financial expense of R\$ 3.7 million. In the comparison between 3Q21 and 3Q20, the main variations were observed in the increase in interest paid, due to the expansion of indebtedness over the past few months, and also the recognition of financial gain in 3Q21.

In 3Q21, there was also the recognition of a “non-recurring” gain due to the recognition of R\$ 18.8 million in financial income, related to the monetary adjustment of the credit related to the PIS/COFINS on ICMS lawsuit.

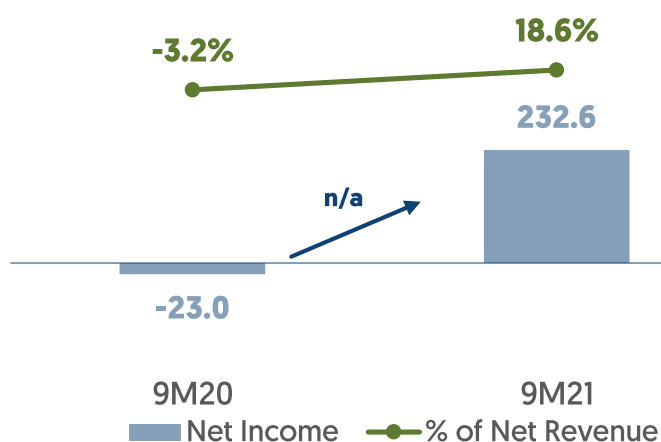
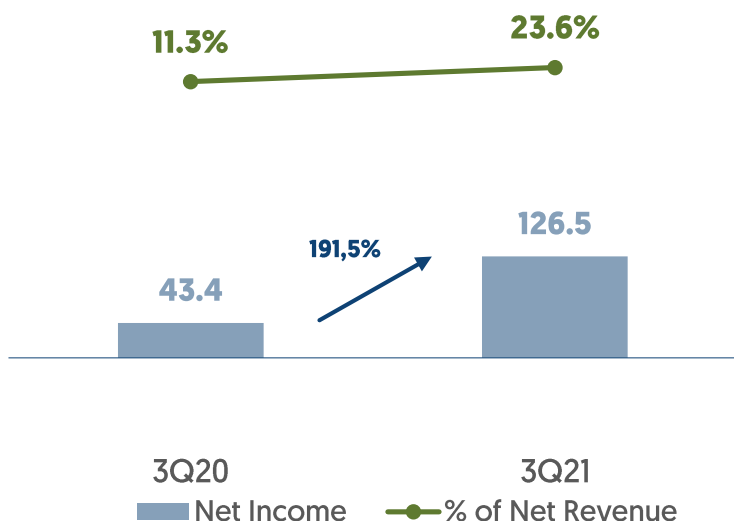
Comparing the nine-month periods, the financial result changed from a financial expense of R\$ 0.5 million in 9M20 to a financial income of R\$ 23.0 million in 9M21.

R\$ Million	3Q21	3Q20	Var. % 3Q21/3Q20	9M21	9M20	Var. % 9M21/9M20
Capital structure	-8,5	-5,6	51,8%	-22,8	-12,0	90,0%
Operating	-5,0	-1,4	257,1%	-17,6	-4,4	300,0%
Exchange differences	-5,4	-5,5	-1,8%	-18,8	-16,2	16,0%
<b>Financial Costs</b>	<b>-18,9</b>	<b>-12,5</b>	<b>51,2%</b>	<b>-59,2</b>	<b>-32,6</b>	<b>81,6%</b>
Capital structure	2,5	1,6	56,3%	4,8	3,9	23,1%
Operating	23,3	1,9	1126,3%	65,5	4,7	1293,6%
Exchange differences	4,2	5,3	-20,8%	11,9	23,5	-49,4%
<b>Financial Income</b>	<b>30,0</b>	<b>8,8</b>	<b>240,9%</b>	<b>82,2</b>	<b>32,1</b>	<b>156,1%</b>
<b>Net Financial Income</b>	<b>11,1</b>	<b>-3,7</b>	<b>-400,0%</b>	<b>23,0</b>	<b>-0,5</b>	<b>-4700,0%</b>

# > NET INCOME

**N**et income in 3Q21 was R\$ 126.5 million, an increase of 191.5% over the income of R\$ 43.4 million in 3Q20. The net margin reached 23.6% in 3Q21, an increase of 12.3 p.p. compared to 11.3% in 3Q20.

## NET INCOME AND NET MARGIN



In this quarter, the company recorded a non-recurring net gain of R\$53.0 million, related to a favorable decision in one of its actions to exclude ICMS from the PIS and COFINS calculation basis.

In addition to the amounts already recognized, the Company still has lawsuits on the same issue in progress, totaling approximately R\$264 million in amounts updated up to 09/30/21.

Net income in 9M21 was R\$ 232.6 million, R\$ 255.6 million higher than the income in the same period of the previous year. In the comparison between 9M21 and 9M20, net margin increased by 21.8 p.p., from [-3.2%] in 9M20 to 18.6% in 9M21.

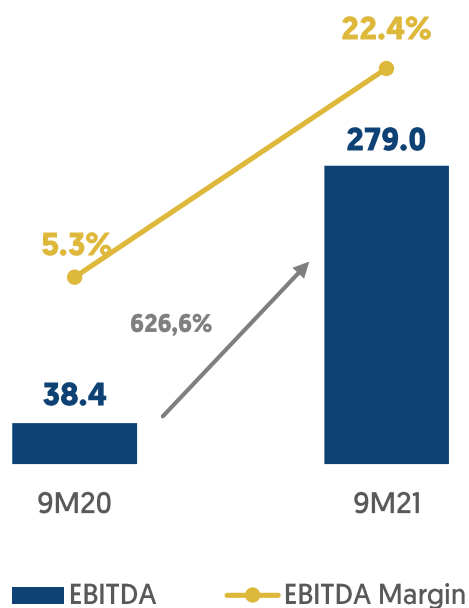
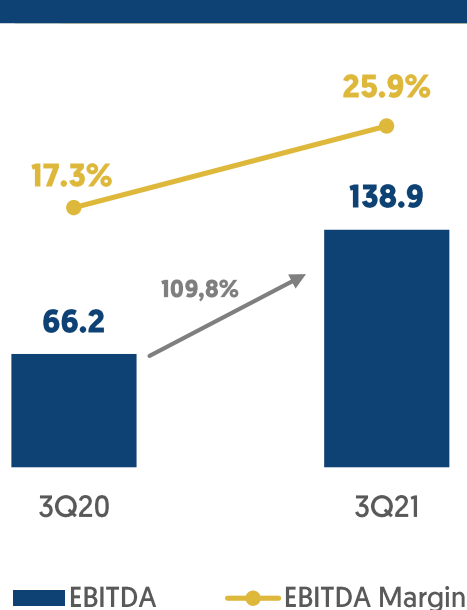
For better understanding, the amount and the respective effect of this event on Net Income for the quarter and accumulated in the period are shown below.

R\$ Million	3Q21	3Q20	Var. % 3Q21/3Q20	9M21	9M20	Var. % 9M21/9M20
Net Income	126,5	43,4	192%	232,6	-23,0	-1111%
(-) Main Pis/Cofins Credit	-37,4	0,0	N/A	-66,0	0,0	N/A
(-) Pis/Cofins Credit update	-18,8	0,0	N/A	-57,6	0,0	N/A
(-) Pis/Cofins on Pis/Cofins Credit update	0,9	0,0	N/A	2,7	0,0	N/A
(-) PECLD reversal	0,0	0,0	N/A	-8,6	0,0	N/A
(-) Discount granted for the sale of PECLD	0,0	0,0	N/A	8,6	0,0	N/A
(-) IRPJ/CSLL on recognized Pis/Cofins credit	2,3	0,0	N/A	7,4	0,0	N/A
-) Expenses due to the effects of Covid-19	0,0	0,0	N/A	0,0	36,4	N/A
Ajusted Net Income	73,6	43,4	69,6%	119,1	13,4	788,8%
Ajusted Net Income Margin	13,7%	11,3%	2,4 p.p.	9,5%	1,9%	7,6 p.p.

# > EBITDA

In 3Q21, EBITDA totaled R\$ 138.9 million, an increase of 109.8%, against the R\$ 66.2 million in 3Q20. EBITDA margin increased by 8.6 pp., reaching 25.9% in 3Q21, against 17.3% in 3Q20.

## EBITDA<sup>1</sup> – 3Q21 VS. 3Q20 | 9M21 VS 9M20



In 3Q21, a “non-recurring” event impacted the Company’s EBITDA. For a better understanding, the amount and respective effect of this event on EBITDA for the quarter and accumulated for the period is shown below.

R\$ Million	3T21	3T20	Var. % 3T21/3T20	9M21	9M20	Var. % 9M21/9M20
<b>EBITDA</b>	<b>138,9</b>	<b>66,2</b>	<b>109,8%</b>	<b>279,0</b>	<b>38,4</b>	<b>626,6%</b>
(-) Main Pis/Cofins Credit	-37,4	0,0	N/A	-66,0	0,0	N/A
(-) Pis/Cofins on Pis/Cofins Credit update	0,9	0,0	N/A	2,7	0,0	N/A
(-) PECLD reversal	0,0	0,0	N/A	-8,6	0,0	N/A
(-) Expenses due to the effects of Covid-19	0,0	0,0	N/A	0,0	36,4	N/A
<b>EBITDA (Adjusted)</b>	<b>102,4</b>	<b>66,2</b>	<b>54,7%</b>	<b>207,1</b>	<b>74,8</b>	<b>176,9%</b>
<b>EBITDA Margin (Adjusted)</b>	<b>19,1%</b>	<b>17,3%</b>	<b>1,8 p.p.</b>	<b>16,6%</b>	<b>10,4%</b>	<b>6,2 p.p.</b>

(1) EBITDA: Earnings before interest, taxes, depreciation and amortization. Em português LAJIDA: Lucro antes dos juros, impostos, depreciação e amortização.

In 9M21, EBITDA totaled R\$ 279.0 million, an increase of 626.6% over the R\$ 38.4 million in 9M20. The EBITDA margin increased by 17.1 p.p. reaching 22.4% in 2021.

# ROIC (RETURN ON INVESTED CAPITAL)

**A**nnualized return on invested capital – ROIC<sup>1</sup>– reached 19.5% in 9M21 - LTM (last twelve months ended 9/30/2021), an increase of 16.7 p.p. over the 2.8% obtained 12/31/2020.

ROIC	2018	2019	2020	9M21
Net Income for the period (LTM)	152,1	143,1	31,5	287,2
(+) Net Financial Income (LTM)	6,2	(5,1)	0,1	(23,4)
<b>NOPAT</b>	<b>158,3</b>	<b>138,0</b>	<b>31,6</b>	<b>263,8</b>
<b>Invested Capital</b>				
Loans and Financing	60,0	43,1	311,6	370,3
(-) Cash and cash equivalents	(68,6)	(62,2)	(158,6)	(71,8)
(-) Financial Investments	(2,5)	(2,8)	(90,5)	(88,4)
(+) Related Parties	16,3	16,9	17,6	17,9
(+) Equity	941,5	1.087,4	1.125,4	1.274,8
<b>Invested Capital</b>	<b>946,7</b>	<b>1.082,4</b>	<b>1.205,5</b>	<b>1.502,8</b>
<b>Average invested capital for the period (1)</b>	<b>864,3</b>	<b>1.014,6</b>	<b>1.144,0</b>	<b>1.354,2</b>
<b>Annualized ROIC (2)</b>	<b>18,3%</b>	<b>13,6%</b>	<b>2,8%</b>	<b>19,5%</b>

Annualized adjusted return on invested capital (Adjusted ROIC<sup>3</sup>) was 24.0% in 3Q21 - LTM (last twelve months ended 9/30/2021), an increase of 19.3 pp compared to 3.8% at 12/31/2020.

ADJUSTED ROIC	2018	2019	2020	9M21
Net Income for the period (LTM)	152,1	143,1	31,5	287,2
(+) Net Financial Income (LTM)	6,2	(5,1)	0,1	(23,4)
(-) Gain by advantageous acquisition (LTM)	(13,6)	–	–	–
(-) Equity Results (LTM)	(1,8)	(0,3)	2,0	(2,0)
<b>NOPAT (Adjusted)</b>	<b>142,9</b>	<b>137,7</b>	<b>33,6</b>	<b>261,8</b>
<b>Invested Capital</b>				
Loans and Financing	60,0	43,1	311,6	370,3
(-) Cash and cash equivalents	(68,6)	(62,2)	(158,6)	(71,8)
(-) Financial Investments	(2,5)	(2,8)	(90,5)	(88,4)
(+) Related Parties	16,3	16,9	17,6	17,9
(-) Goodwill on acquisition	(198,2)	(198,2)	(198,2)	(198,2)
(-) Investment in subsidiary	(61,8)	(62,0)	(60,0)	(68,2)
(+) Equity	941,5	1.087,4	1.125,4	1.274,8
<b>Total Adjusted Invested Capital</b>	<b>686,7</b>	<b>822,2</b>	<b>947,3</b>	<b>1.236,4</b>
<b>Average adjusted invested capital for the period (1)</b>	<b>615,2</b>	<b>754,5</b>	<b>884,8</b>	<b>1.091,9</b>
<b>Adjusted Annualized ROIC 3</b>	<b>23,2%</b>	<b>18,3%</b>	<b>3,8%</b>	<b>24,0%</b>

ROIC: Return on invested capital.

(1) Average invested capital at the end of this period and the end of the previous year.

(2) ROIC calculation: NOPAT for the last 12 months divided by the average invested capital.

(3) Adjusted ROIC is a non-accounting measure calculated by dividing Adjusted NOPAT (defined as net profit (loss) plus net financial income less equity and the result from discontinued operations, divided by the average Adjusted Invested Capital. Adjusted Invested Capital is defined as the sum of own capital (equity) and Net Debt (as defined below), less goodwill recorded in intangible assets and investments in non-controlled companies.

# > CAPEX (CAPITAL EXPENDITURES)

In the third quarter of 2021, R\$ 24.4 million were invested in property, plant and equipment and intangible assets. The amount of R\$ 24.2 million was invested in property, plant and equipment, a reduction of 8.0% compared to 3Q20. The investment in intangible assets in 3Q21 was R\$ 0.2 million. The investments made in this quarter are due to the support of the Company's operations, mainly with the growth in investments in molds and dies to support the start-up of production of the new footwear collections.

The amount of R\$ 0.2 million was invested in intangible assets in 3Q21, mainly in the acquisition of software licenses.

In 9M21, the amount invested in property, plant and equipment totaled R\$ 89.0 million. In intangible assets, the amount invested in 9M21 totaled R\$ 2.2 million.

## ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT AND INTANGIBLE ASSETS

R\$ Million	3Q21	3Q20	Var. % 3Q21 / 3Q20	9M21	9M20	Var. % 9M21 / 9M20
Molds	6,4	4,7	36,2%	28,4	16,6	71,1%
Machinery and equipment	13,4	14,0	-4,3%	41,3	25,2	63,9%
Industrial facilities	3,1	6,8	-54,4%	7,3	13,3	-45,1%
Others	1,3	0,8	62,5%	12,0	2,4	400,0%
<b>Property, plant and equipment</b>	<b>24,2</b>	<b>26,3</b>	<b>-8,0%</b>	<b>89,0</b>	<b>57,5</b>	<b>54,8%</b>
Software	0,2	0,4	-50,0%	2,2	1,8	22,2%
<b>Intangible assets</b>	<b>0,2</b>	<b>0,4</b>	<b>-50,0%</b>	<b>2,2</b>	<b>1,8</b>	<b>22,2%</b>
<b>Total</b>	<b>24,4</b>	<b>26,7</b>	<b>-8,6%</b>	<b>91,2</b>	<b>59,3</b>	<b>53,8%</b>

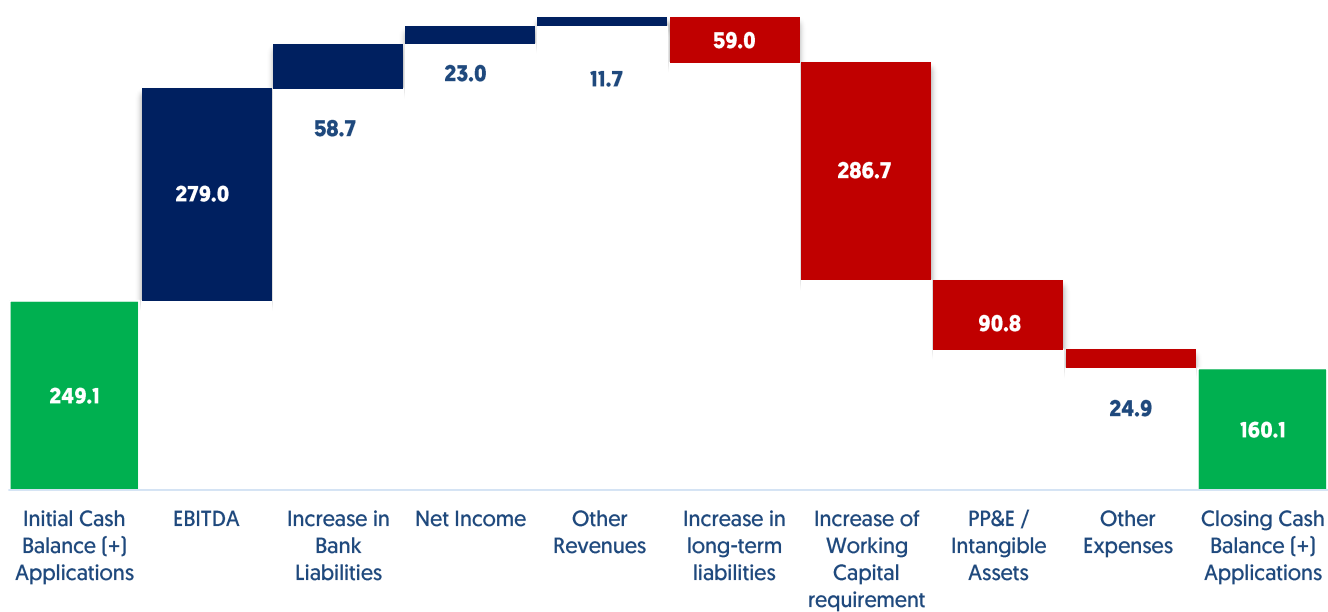


# > CASH FLOW

The variation in cash in the period was R\$ 89.0 million. The variation presented was essentially due to the following events: (i) EBITDA of R\$ 279.0 million; (ii) an increase in bank liabilities of R\$ 58.7 million; (iii) an increase in long-term liabilities of R\$ 59.0 million; (iv) investments in property, plant and equipment and intangible assets of R\$ 90.8 million, and (v) an increase in the need for working capital of R\$ 286.7 million.



## CASH FLOW – 3Q21



# > NET DEBT

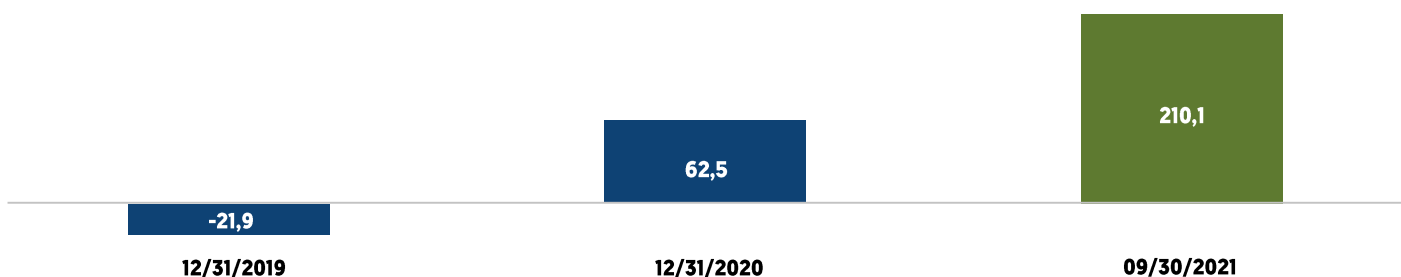
**A**t the end of 3Q21, the Company had a net debt of R\$ 210.1 million, R\$ 147.6 million higher than at 12/31/2020.

The increase in net debt is due to the significant increase in working capital due to the increase in inventories of finished products, mainly due to the receipt of Mizuno brand products and also to the increase in inventories of some strategic raw materials that continue to show volatility in supply and price. Since the beginning of the pandemic, the Company has maintained its financial discipline and has sought to reinforce its cash using pre-approved credit lines.

## NET DEBT

R\$ Milhões	12/31/2019	12/31/2020	09/30/2021	Var% 09/30/2021 – 12/31/2020
Loans and Financing	43,1	311,6	370,3	18,8%
Cash and cash equivalents	62,2	158,6	71,8	-54,7%
Financial investments	2,8	90,5	88,4	-2,3%
<b>Net Debt</b>	<b>(21,9)</b>	<b>62,5</b>	<b>210,1</b>	<b>236,2%</b>

## NET DEBT EVOLUTION



## GROSS DEBT PER CURRENCY

R\$ Million	12/31/2020	09/30/2021	Var% 09/30/2021 – 12/31/2020
Local currency	285,1	361,6	26,8%
Foreign currency	26,5	8,7	-67,2%
<b>Total Loans and Financing</b>	<b>311,6</b>	<b>370,3</b>	<b>18,8%</b>

# > SUSTAINABILITY

In September Vulcabras officially announced its major commitment to sustainability – from October 2021 onwards, its manufacturing units will be supplied with wind energy. Located in Itapetinga (BA) and Horizonte (CE), the plants will be supplied by one of the largest wind energy complexes in the world, Rio do Vento, in Rio Grande do Norte. Operated by Casa dos Ventos, the complex will have a total installed capacity of 1,038 MW.

The contract signed between Vulcabras and Casa dos Ventos, in the amount of R\$150 million, provides for the supply of clean energy for a minimum period of 13 years. The company will supply the entirety of Vulcabras' consumption, equivalent to an average of 7 megawatts (MW), and which, in this new supply profile prevents the release of 15 thousand tons of CO<sub>2</sub> into the atmosphere annually, equivalent to the planting of 67 thousand trees. "This is a historic moment in Vulcabras' journey, one of whose values is to think about tomorrow. The partnership with Casa dos Ventos confirms this value of ours, and shows that Vulcabras is not only concerned with being sustainable, but also with taking this result to all Brazilians", says Pedro Bartelle, CEO of Vulcabras.

To mark this important moment in the history of Vulcabras, Olympikus launched Corre 1 Eco, sustainable version of the best running shoes ever made by the brand. Created in 2018 and launched the first time in 2019 after several researches and trend studies with running experts, the model was developed by engineers, designers, masters in biomechanics and professional and amateur athletes with technology to provide even more performance when it comes to running. Made by Brazilian runners for Brazilian runners. Produced with recycled and renewable components, Corre 1 Eco uses materials such as EVA Verde, which is produced from sugar cane and is present in the sole and insole of the shoes. Moreover, the upper is made with polyester threads recycled from plastic bottles and on the sole there are also special rubbers extracted from the rubber tree.

## WIND ENERGY ADVANTAGES

- > is renewable and has low environmental impact in its installation and operation
- > wind farms do not emit CO<sub>2</sub>
- > one of the best cost-effective energy tariffs
- > Wind energy production coexists with other activities and allows the landowner to continue with plantations or animal husbandry
- > The generation of employment, payment of leases to landowners, the possibility of coexistence of agricultural and livestock activities with wind farms, among other reasons, collaborate with the fixation of people in the countryside and consequent training of local labor.

Source: ABEEólica – Brazilian Wind Energy Association

# > BRAND MANAGEMENT

In addition to innovation, a factor that is always present in Vulcabras' portfolio, sustainability was a major theme at the Company during the period in question. The Company announced its commitment to produce, starting in October 2021, all of its shoes using 100% of clean energy. The impact of the announcement was symbolized by the launch of the first sustainable running shoe by Olympikus, but it is worth remembering that Mizuno and Under Armor will also have their shoes made with wind energy coming directly from one of the largest wind farms in the world, Rio do Vento, located in Rio Grande do Norte.

See below for details of the actions taken by the brands



## MIZUNO

The third quarter of 2021 brought together two important stories for the brand: the arrival of new colors for the iconic Wave Prophecy X and Wave Creation 22 models,

as well as the launch of the brand's new line of running performance shoes, all containing the revolutionary Mizuno technology Energy.

### NEW PROPHECY AND CREATION COLORS

In late 2020 and early 2021, Mizuno launched new versions of the iconic Wave Prophecy X and Wave Creation 22 models, respectively. Historical shoes of the brand and always a success in sales, the two models gained new colors in July.

To publicize the arrival of more options on the market, the brand communicated the launches in a special way in e-commerce ([www.mizuno.com.br](http://www.mizuno.com.br)) and posted special content about the models on Mizuno's social networks in Brazil.

MIZUNO WAVE  
CREATION 22 MENOS IMPACTO?  
SÓ NA LUA.

4 NOVAS  
CORES



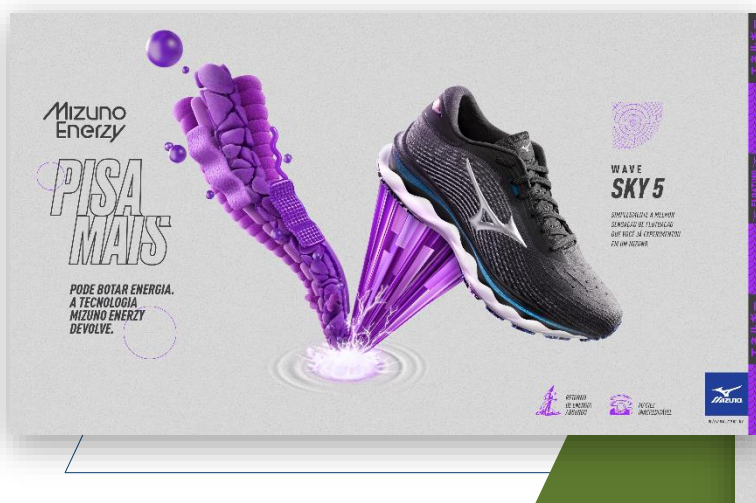




## RUNNING PERFORMANCE LAUNCHES – MIZUNO ENERGY TECHNOLOGY

The months of August and September concentrated all communication and trade marketing efforts to announce the launch of an extremely important campaign, which aimed to reinforce the brand's image and connection with the running public.

Four novelties in the running performance line were launched, bringing to the market solutions with different profiles to meet the needs of all types of runners. Containing the revolutionary MIZUNO ENERGY technology, the brand introduced the new Wave Sky 5, Wave Prorunner 25, Wave Sky Neo 2 and Wave Prorunner Neo 2.





After an intense two year work of research and development at Mizuno's laboratories in Japan, the brand recently brought to the market the best technology ever developed for performance products, which is divided into two parts, the Mizuno Energy, located in the EVA, and the Mizuno Energy Core, air-injected rubber that is located on the inside of some models of the brand. Compared to regular EVA (EVA U4IC), both provide up to 293% more softness and 56% more energy feedback.

### WAVE SKY 5

The new WAVE SKY 5 is lighter and gives you a racing experience of supremacy, feeling like you're floating with every stride. In addition to relying on MIZUNO ENERGY technology, the model brings a big novelty compared to the previous version: the presence of the MIZUNO ENERGY CORE technology on the inside of the shoe, providing absurd softness during the run. The model was made for runners looking for maximum cushioning and fluidity while running.



### WAVE PRORUNNER 25

One of Mizuno's most beloved and traditional models, being the most sold by the brand in the world, the WAVE PRORUNNER 25 arrives with incredible updates for those looking for propulsion combined with performance. Its engineering mesh upper is soft, breathable and flexible; the midsole already has the MIZUNO ENERGY technology, which offers maximum cushioning and energy return. Another cushioning technology is the Bio Nylon Wave Plate, which provides propulsion and stability during the run.



The revolutionary technology is the main highlight of the four new models, a mix of evolutions from established Mizuno franchises, such as the Wave Sky and the Wave Prorunner, with new versions of the "Neo" models – which start from the basis of their original versions with characteristics that further increase softness and propulsion during running.

Learn a little more about the models:



### WAVE SKY NEO 2

WAVE SKY NEO 2 has a Wave Knit upper, which fits the feet perfectly, giving the feeling of running as if you were not wearing any shoes. The combination of MIZUNO ENERGY and MIZUNO ENERGY CORE technologies will take your running to the next level, providing cushioning and energy return like never before. Another differential is its X10 sole, with a rubber and carbon compound that gives greater grip and durability to run for many kilometers.



### WAVE PRORUNNER NEO 2

The new WAVE PRORUNNER NEO 2 is revamped: lighter, its spandex one-piece upper – Monofilament Mesh – provides better fit to the feet for a high-powered run. The shoe also has the MIZUNO ENERGY technology in its midsole, ensuring softness and maximum cushioning, in addition to the Bio Nylon Wave Plate. Another differential is its G3 PU-based resin sole with a translucent effect, located in the middle to the toes for greater grip and lighter weight.



In the Trade Marketing area, as part of the initial efforts to activate the campaign, intense trade marketing work was carried out to reinforce the brand's presence at the point of sale and communicate the launches on extremely strategic store fronts in the market. The work was carried out both for specialized customers with a strong connection with the running public, such as Velocitá, Proccorrer, Sport Tennis, FreeCorner, YouCan stores, among others, as well as for sports market giants, such as Centauro, World Tennis, Bayard and Decathlon.

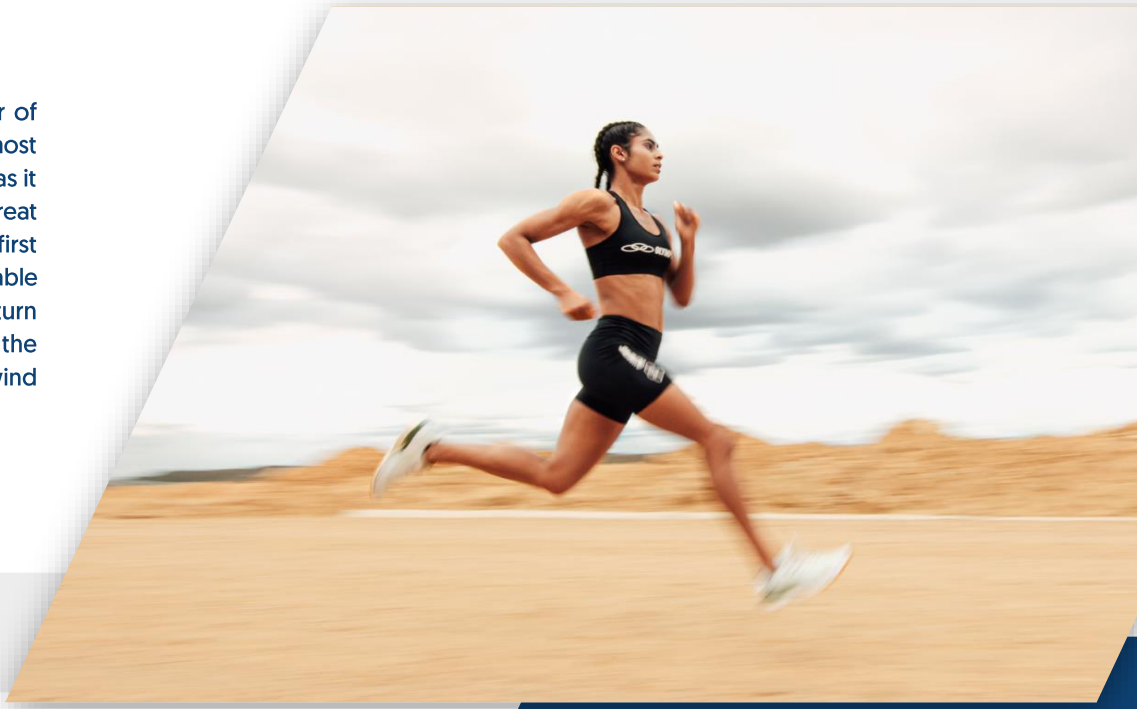
Also as part of efforts to strengthen the brand's presence both at the point of sale and with the running audience, a training session was held so that consumers and the Velocitá partner community could test the launches at first hand.

The action, held at the end of September, was attended by more than 40 guests and was a success. The runners had the opportunity to watch a presentation about the technology and then put the new models to the test in an 8km training session that left Velocitá's Moema store, in São Paulo, into the iconic Ibirapuera Park.



# OLYMPIKUS

For Olympikus, the third quarter of 2021 was perhaps one of the most important in the brand's history, as it brought to the market a great innovation – the brand's first sneaker made with renewable materials, in addition to the return of Bota Pra Correr against the backdrop one of the largest wind farms in the world. See below:



## CORRE1ECO

Olympikus, the largest sports brand in the country, presented the Corre1 Echo, the ecological version of the best running shoe ever made by the brand. Created in 2018 and launched the first time in 2019 after several researches and trend studies with running experts, the model was developed by engineers, designers, masters in biomechanics and professional and amateur athletes with technology to provide even more performance when it comes to running. Made by Brazilian runners for Brazilian runners.

Symbol of the moment of transformation of the brand that brings the commitment to help reduce climate change on the planet, the Corre1 Eco is a limited edition that represents the first model using responsible materials of Olympikus history. Produced with recycled and renewable components, the product uses materials such as EVA Verde, which is produced from sugar cane and is present in the sole and insole of the shoes. For each pair produced from the model, 10 plastic bottles are recycled.





## MANIFESTO OLYMPIKUS

For the official announcement of the 100% clean energy initiative in all Olympikus sneakers from October 2021, the brand developed a manifesto video recorded at Parque Rio do Vento and establishing Corre 1 Eco as the definitive symbol of this history - [https://www.instagram.com/tv/CTQdIKTpqLe/?utm\\_source=ig\\_web\\_copy\\_link](https://www.instagram.com/tv/CTQdIKTpqLe/?utm_source=ig_web_copy_link).

The video was broadcast on online and offline platforms, including Instagram and Facebook, and also on TV, totaling more than 115 million impacts. External media will also be explored at points of sale and out of home with urban fixtures in the vicinity of parks in São Paulo and Porto Alegre.



[https://www.instagram.com/tv/CTQdIKTpqLe/?utm\\_source=ig\\_web\\_copy\\_link](https://www.instagram.com/tv/CTQdIKTpqLe/?utm_source=ig_web_copy_link).

## BOTA PRA CORRER RIO DO VENTO

After the success of the three debut competitions, in 2019, Olympikus resumed the Bota pra Correr project in September, at the Rio do Vento Wind Power Complex (RN), which allows participants to get to know Brazil while running. The run was disputed by six teams of six participants each, in a total of 16km, with a route on the premises of the Rio do Vento Wind Power Complex. The team race epitomizes the message that Olympikus wants to convey: that everyone needs to play their part in the fight against global warming.

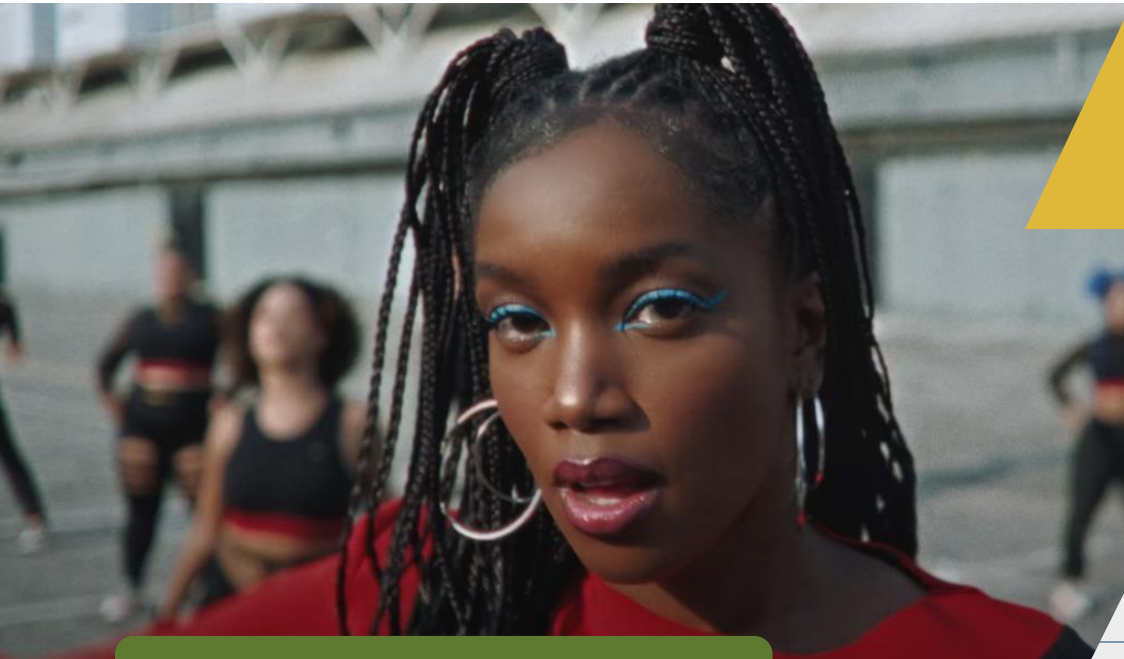
Previously held in Jalapão, Pantanal and Alter do Chão, Bota pra Correr brought together opinion makers, customers and fans of the brand at the Rio do Vento Wind Power Complex for a more than special announcement: from 2022 onwards, Vulcabras, the largest brands and sporting goods manager in the country, will start using clean energy in the manufacture of 100% of Olympikus shoes.



<https://www.instagram.com/p/CT4fp2-gAAY/>



## CHALLENGE IZA



<https://www.instagram.com/tv/CTnckfqDITK/>

The singer IZA, an ambassador for Olympikus, released the single “Gueto” during the period and Olympikus participated in the promotion with a special action. A cultural dance contest was launched on the singer's social networks, where those chosen were part of the official choreographic dance video. And Olympikus was part of this challenge, linking it to the launch of the CS2 sneaker, which can reach new audiences thanks to the high visibility of Iza.

The opportunity was another step in the construction of the brand's lifestyle pillar, entering the dance conversation in a genuine way and with authority, from Iza. It is worth remembering that she, in addition to having more than 15 million followers on her social networks, was elected in 2021 by the Most Influential Celebrities survey, carried out by Ipsos, as the most influential Brazilian celebrity of the year.

# UNDER ARMOUR

The third quarter of 2021 for Under Armor – a global brand, a reference in innovation and creation of sports-oriented apparel, footwear and accessories – was marked by important launches and activations in the running segment and the brand's entry into an important market player, the Authentic Feet.

## AUTHENTIC FEET – ALMA MATER

At the end of June, Under Armor accomplished a great achievement of starting to trade within the Afeet Group. The group's first brand to receive the brand's products was ArtWalk with the arrival of Curry 8 with a major brand positioning activation within the so-called Energy Space, a space dedicated to brand activations within Oscar Freire's ArtWalk.

In August, Under Armor started to market its products also through Authentic Feet, the group's oldest brand that focuses on sports lifestyle. The brand's arrival took place with the Alma Mater collection, which features versatile and dynamic pieces that offer the best technology for athletes, who live the city intensely, to achieve maximum performance.

To support the launch, the brand locally produced exclusive content from the collection for Authentic Feet to use on its social networks and had a paid media plan to further boost the launch.







## FLOW VELOCITI WIND

In August, the UA Flow Velociti Wind, the lightest and fastest sneaker by Under Armour, arrived in Brazil. Representing the brand's latest chapter in innovation, the shoe interrupts the design of a traditional running shoe by completely eliminating the rubber sole and introducing the UA Flow cushioning system, considerably reducing its weight compared to a traditional running shoe and providing the sensation of flying on asphalt.

UA Flow is a unique, grippy, supportive foam composite that eliminates the rubber sole. The model also has the UA Warp solution, an innovative leather that adapts perfectly to the human form to improve the efficiency of the shoe without interfering with the natural movement of the foot.

To drive the launch, in addition to working with a robust content plan for the brand's and customers' social networks, Under Armour invited some influencers and opinion makers from the running segment to go to the stores of two important strategic customers - Bayard and Procorrer.

At the site, guests were able to learn more about the product, in addition to producing content for their social networks from within the stores, which also had MPDV materials and a showcase for the launch.



## MACHINA 2

The period was also marked by the arrival of the UA HOVR Machina 2, fitted with HOVR cushioning technology and Pebax propulsion plates, designed for long-distance runners who need to expend less energy on each stride. The shoe also has a built-in chip that connects via Bluetooth with the MapMyRun app.

The launch had a robust content plan on the brand's and Netshoes and Miami Store customers' social networks.



# > ATTACHMENTS

## BALANCE SHEET

### BALANCE SHEET (CONSOLIDATED)

R\$ millions

ASSETS	09/30/2021	12/31/2020	LIABILITIES	09/30/2021	12/31/2020
Cash and cash equivalents	71,753	158,552	Suppliers	136,539	62,457
Financial Investments	78,355	80,949	Loans and financing	290,863	127,894
Trade accounts receivable	587,797	574,104	Taxes payable	10,654	11,938
Inventories	573,826	256,924	Salaries and vacation payable	62,540	30,105
Recoverable taxes	82,116	18,330	Provisions	23,689	22,021
Income tax and social contribution	5,012	5,108	Lease liability	9,147	8,343
Amounts receivable for disposal of operation	3,440	3,440	Commissions payable	14,311	16,121
Other accounts receivable	10,588	13,478	Other accounts payable	24,318	26,296
			Dividends payable	86,015	0
<b>CURRENT ASSETS</b>	<b>1,412,887</b>	<b>1,110,885</b>	<b>CURRENT LIABILITIES</b>	<b>658,076</b>	<b>305,175</b>
Interest earning bank deposits	10,013	9,594	Loans and financing	79,416	183,735
Trade accounts receivable	3,631	0	Loans with related parties	17,932	17,632
Recoverable taxes	62,677	6,787	Provisions	37,927	34,542
Deferred income tax and social contribution	1,246	1,359	Deferred taxes on revaluation of PP&E	2,304	2,406
Judicial deposits	14,166	15,080	Lease liability	13,673	10,187
Amounts receivable for disposal of operation	2,580	5,160	Other accounts payable	183	183
Other accounts receivable	2,767	2,702			
Assets held for sale	194	194			
<b>LONG-TERM ASSETS</b>	<b>97,274</b>	<b>40,876</b>	<b>NON-CURRENT LIABILITIES</b>	<b>151,435</b>	<b>248,685</b>
Investments	68,244	59,999			
Investment property	5	2,121			
Right to use	19,646	15,145			
Property, plant and equipment (PP&E)	276,954	241,311			
Intangible assets	209,348	208,917			
	<b>574,197</b>	<b>527,493</b>			
<b>NON-CURRENT ASSETS</b>	<b>671,471</b>	<b>568,369</b>	<b>LIABILITIES</b>	<b>809,511</b>	<b>553,860</b>
			Capital	1,106,717	1,106,717
			Revaluation reserves	4,472	4,670
			Capital reserves	4,288	3,034
			Equity valuation adjustments	22,702	21,114
			Accumulated losses	136,356	-10,457
			<b>Equity attributable to controlling shareholders</b>	<b>1,274,535</b>	<b>1,125,078</b>
			<b>Non-controlling interests</b>	<b>312</b>	<b>316</b>
			<b>SHAREHOLDERS' EQUITY</b>	<b>1,274,847</b>	<b>1,125,394</b>
<b>TOTAL ASSETS</b>	<b>2,084,358</b>	<b>1,679,254</b>	<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>2,084,358</b>	<b>1,679,254</b>

The accompanying notes are an integral part of these financial statements.

## STATEMENT OF INCOME

INCOME STATEMENT (CONSOLIDATED)	3Q21	3Q20	VAR (%)	9M21	9M20	VAR (%)
<b>In thousands of Reais</b>						
<b>Net Revenue</b>	<b>535,873</b>	<b>382,856</b>	<b>40.0%</b>	<b>1,247,171</b>	<b>720,173</b>	<b>73.2%</b>
Cost of sales	-342,663	-252,089	35.9%	-811,593	-485,882	67.0%
<b>Gross Profit</b>	<b>193,210</b>	<b>130,767</b>	<b>47.8%</b>	<b>435,578</b>	<b>234,291</b>	<b>85.9%</b>
<b>Gross Margin</b>	<b>36.1%</b>	<b>34.2%</b>	<b>1.9 p.p.</b>	<b>34.9%</b>	<b>32.5%</b>	<b>2.4 p.p.</b>
Sales expenses	-84,368	-52,914	59.4%	-209,742	-124,878	68.0%
Expected losses for loan losses	4,564	-2,063	-321.2%	12,506	-10,955	-214.2%
General and Administratives expenses	-28,451	-27,441	3.7%	-83,658	-78,207	7.0%
Other net operating income (expenses)	32,399	251	12808.0%	69,290	-37,885	-282.9%
Equity in net income of subsidiaries	2,990	240	1145.8%	1,908	-2,133	-189.5%
<b>Net Income before net financial income and taxes</b>	<b>120,344</b>	<b>48,840</b>	<b>146.4%</b>	<b>225,882</b>	<b>-19,767</b>	<b>-1242.7%</b>
Financial income	29,989	8,783	241.4%	82,272	32,134	156.0%
Financial Expenses	-18,944	-12,506	51.5%	-59,280	-32,586	81.9%
<b>Net financial Income</b>	<b>11,045</b>	<b>-3,723</b>	<b>-396.7%</b>	<b>22,992</b>	<b>-452</b>	<b>-5186.7%</b>
<b>Net Income before taxes</b>	<b>131,389</b>	<b>45,117</b>	<b>191.2%</b>	<b>248,874</b>	<b>-20,219</b>	<b>-1330.9%</b>
Deferred income tax and social contribution	-4,877	-1,706	185.9%	-16,255	-2,810	478.5%
<b>Net Income</b>	<b>126,512</b>	<b>43,411</b>	<b>191.4%</b>	<b>232,619</b>	<b>-23,029</b>	<b>-1110.1%</b>
<b>Net Income Margin</b>	<b>23.6%</b>	<b>11.3%</b>	<b>12.3 p.p.</b>	<b>18.7%</b>	<b>-3.2%</b>	<b>21.9 p.p.</b>
<b>Income (loss) attributable to:</b>						
Controlling shareholders	126,522	43,419		232,630	-22,959	
Non-controlling shareholders	-10	-8		-11	-70	
<b>Net Income</b>	<b>126,512</b>	<b>43,411</b>		<b>232,619</b>	<b>-23,029</b>	
<b>Earnings (loss) per share</b>						
Earnings per common share - basic	0.5148	0.1768		0.9466	-0.0934	
Earnings per common share - diluted	0.5082	0.1751		0.9343	-0.0926	
<b>Number of shares at end of the year</b>						
Outstanding common shares	245,756,244	245,756,346		245,756,244	245,756,346	
Outstanding common shares with a dilution effect	248,986,244	248,016,346		248,986,244	248,016,346	

The accompanying notes are an integral part of these financial statements.



## STATEMENT OF CASH FLOWS

CASH FLOW STATEMENT (INDIRECT METHOD)	9M21	9M20
<b>In thousands of Reals</b>		
<b>Cash flows from operating activities</b>		
<b>Net Income for the period</b>	<b>232,619</b>	<b>-23,029</b>
<b>Adjustments for:</b>		
Depreciation and amortization	53,095	58,125
Change in the provision for impairment losses in inventory	4,467	16,871
Interest on provisioned leases	1,287	3,990
Net value of written off tangible and intangible assets	9,262	4,929
Income from financial investments	-2,421	-558
Change in provision for contingency losses	9,932	4,733
Equity in net income of subsidiaries	-1,908	2,133
Transaction with share-based payments	1,254	1,097
Estimated loss from allowance for doubtful accounts	-12,506	10,955
Loss on sale of subsidiary	0	2,356
Financial charges and exchange-rate change recognized in income (loss)	21,859	14,326
Current Tax	16,255	0
Deferred taxes	0	-468
Minority Interest	11	70
Profit from a bargain purchase	-14	0
Gain on settlement of pre-existing relationship	-13,980	0
Recovery of PIS and COFINS without ICMS	-123,650	0
<b>Ajusted Income for the period</b>	<b>195,562</b>	<b>95,530</b>
<b>Changes in assets and liabilities</b>		
Account Receivable	0	0
Inventories	-3,506	-24,067
Recoverable taxes	-316,457	-86,245
Other accounts receivable	4,070	-9,465
Judicial deposits	2,851	-353
Suppliers	1,972	-992
Commissions payable	126,526	42,735
Taxes and social contributions	-1,810	333
Salaries and vacations payable	-2,590	2,020
Other accounts payable	32,270	335
Provisions	-9,900	7,730
Prepaid expenses	-5,937	-3,311
Receivables for sale of operation	0	5,458
Deferred taxes	2,580	0
	11	0
	<b>-169,920</b>	<b>-65,822</b>
Interest paid	-16,807	-3,350
Payment of lease interest	-1,571	-1,580
Taxes paid on profit	-14,359	-2,037
	<b>-32,737</b>	<b>-6,967</b>
<b>Net Cash Flow provided by (used in) operating activities</b>	<b>-7,095</b>	<b>22,741</b>
<b>Cash flow from investing activities</b>		
Acquisitions of property, plant and equipment	-87,864	-56,361
Payment for acquisition of subsidiary	-43,610	0
Financial Investments	4,596	-101,076
Resource from the sale of subsidiary, net of cash in the consolidated	0	-4,122
Funds from disposal of property, plant and equipment	1,152	717
Acquisitions of intangible assets	-2,208	-1,841
<b>Net Cash Flow used in investing activities</b>	<b>-127,934</b>	<b>-101,076</b>
<b>Cash flow from financing activities</b>		
Loans obtained - Principal	190,000	280,202
Payment of loans obtained - Principal	-133,950	-15,375
Loans with related parties	300	0
Payment of financial lease liabilities	-7,206	-7,732
Mutuals with related parties	0	523
<b>Net Cash Flow used in financing activities</b>	<b>49,144</b>	<b>257,618</b>
<b>Increase (decrease) in cash and cash equivalents</b>	<b>-85,885</b>	<b>117,676</b>
<b>Cash and cash equivalents at beginning of the period</b>	<b>158,552</b>	<b>62,164</b>
Effect from translation of foreign investees	-914	-1,629
<b>Cash and cash equivalents at end of the period</b>	<b>71,753</b>	<b>178,211</b>
<b>Increase (decrease) in cash and cash equivalents</b>	<b>-85,885</b>	<b>117,676</b>

The accompanying notes are an integral part of these financial statements.

# > INSTITUTIONAL

**V**ulcabras has been operating in the Brazilian footwear sector for more than six decades; The Company uses all the knowledge already acquired together with the constant search for innovation, to bring to the Brazilian consumer the best proposal for technologically developed products and fashion icons. During this period, the Company consolidated itself as the largest athletic footwear industry in Brazil and has become a leading brand manager in its respective segments, such as Olympikus, the national sneaker sales champion, Under Armor, one of the largest major apparel, footwear and athletic accessories brand in the world, and Mizuno, the brand that believes in the value of sports and supports the journey of all who give their best regardless of who they are, level and type of sport.

This expertise began in July 1952, with the establishment of Companhia Industrial Brasileira de Calçados Vulcanizados S.A., in São Paulo, a manufacturer of leather shoes with vulcanized rubber soles; Vulcabras 752 was one of its first icons, the name of which is in reference to the month and year of the Company's foundation.

Vulcabras' business model also ensures significant competitiveness, which results in better services to customers. The Company masters all production process stages, from research to production, as well as from marketing to sale to retailers.

The shoes produced are found in stores all over Brazil, with a wide commercial team that serves more than 10,000 customers in the national territory and in more than 20 countries, especially in South America. Consumers can also find Olympikus, Under Armour and Mizuno on their online channels.

There are more than 800 new models per year, designed and developed in one of the largest centers for footwear technology and development in Latin America, located in the municipality of Parobé in the Rio Grande do Sul State. The products are made in two modern factories located in Brazil's Northeast region; namely, in the cities of Horizonte in the Ceará State, and Itapetinga in the Bahia State. The Company's administrative centers are located in the city of Jundiaí-SP and in the city of São Paulo-SP, in addition to a logistics distribution center for the e-commerce channel located in the city of Extrema-MG. These six units in Brazil directly employ more than 16,600 workers. There are also two branches and distribution centers in Peru and Colombia.

Besides mastering this process, Vulcabras also knows how to transform itself. With these values in tune with its day-to-day operations, the Company is working on a strategy of portfolio diversification and expansion of its base in South America. The focus is on business continuity, constantly seeking innovation and refinement.



# > INDEPENDENT AUDIT

## INDEPENDENT AUDITORS

In accordance with CVM Instruction 381/03, Vulcabras S.A. informs that since 01/01/2017, it has appointed “KPMG Auditores Independentes” to audit its individual and consolidated financial statements.

For the review services of September 30, 2021 (3Q21), fees of approximately R\$ 190,6 thousand were disbursed.

## BOARD STATEMENT

Pursuant to article 25, paragraph 1, item 5 of CVM Instruction 480/09, the Board of Directors, in a meeting held on 11/09/2021, declares that it has reviewed, discussed and agreed with the accounting information for the third quarter of 2021 of Vulcabras S.A. and the independent auditors’ report on the individual and consolidated financial information.





# > MANAGEMENT

## MEMBERS OF THE BOARD OF DIRECTORS

**Pedro Grendene Bartelle**  
Chairman

**André de Camargo Bartelle**  
1st Vice Chairman

**Pedro Bartelle**  
2nd Vice Chairman

**Hector Nunez**  
Independent Member

**Octávio Ferreira de Magalhães**  
Independent Member

## MEMBERS OF THE BOARD OF EXECUTIVE OFFICERS

**Pedro Bartelle**  
Chief Executive Officer

**Rafael Carqueijo Gouveia**  
Superintendent-Director

**Wagner Dantas da Silva**  
Chief Financial and Administrative  
Officer and Investor Relations Officer

**Flávio de Carvalho Bento**  
Chief Industrial Officer

**Evandro Saluar Kollet**  
Chief Product Development and  
Technology Officer

**Márcio Kremer Callage**  
Chief Marketing Officer

**Rodrigo Miceli Piazer**  
Chief Supply Officer







## EARNINGS RELEASE

# 3Q 21

**VULCABRAS**

BUILDING  
A BETTER COUNTRY  
THROUGH SPORTS.

