## EARNINGS RELEASE

 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 second quarter of 2022, compared to the same period of 2021, unless specified otherwise.

## HIGHLIGHTS

## GROSS VOLUME

8.4 million pairs/pieces in 2Q22, an increase of 46.1\% compared to 2Q21, and of 14.8 million pairs/pieces in 6M22, an increase of $36.9 \%$ compared to 6M21.

## NET REVENUE

R\$ 656.8 million in 2Q22, an increase of $64.4 \%$ compared to 2Q21, a record revenue for a single quarter, and $R \$ 1,134.6$ million in 6M22, an increase of 59.5\% compared to 6M21.

## GROSS PROFIT

R\$ 236.2 million in 2Q22, an increase of $73.4 \%$ compared to 2Q21, and R\$ 404.3 million in 6M22, an increase of 66.8\% compared to 6M21.

O GROSS MARGIN
36.0\% in 2Q22, an increase of 1.9 p.p. compared to 2Q21, and $35.6 \%$ in 6 M 22 , an increase of 1.5 pp . in relation to the margin in 6M21.

O RECURRING NET INCOME FOR THE PERIOD
R\$ 95.0 million in 2Q22, an increase of 207.4\% compared to 2Q21, and R\$ 148.9 million in 6M22, an increase of $227.3 \%$ compared to 6M21.

O RECURRING EBITDA
R\$ 124.6 million in 2Q22, growth of 85.1\% compared to 2Q21, 19,0\% EBITDA Margin, and R\$208.1 million in 6M22, an increase of $98.9 \%$ compared to $6 \mathrm{M} 21,18,3 \%$ EBITDA Margin.

VULC3 Quote (6/30/2022]
R\$10.22

## Number of shares

Common:
245.756 .244

## Market value

R\$ 2.5 billion

## Investor Relations Wagner Dantas da Silva (CFO e DRI)

Earnings Videoconference:
29/07/2022 às 10h00 (Brasilia)

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Access in Portuguese
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# MESSAGE FROM MANAGEMENT 

Vulcabras, the largest sports brand manager in the country, reports another historic quarter with record sales and gross revenue accumulated in the last 12 months exceeding R\$ 2.7 billion. With revenues of R\$ 760 million, $60 \%$ higher than 2Q21, the Company has maintained consistent growth for eight consecutive quarters, thus registering the best quarter in its historical series. In addition to the record revenue, with a gross margin of $36.0 \%$ ( 1.9 p.p. above 2Q21), an EBITDA margin of $20.3 \%$ and a net margin of $15.8 \%$, the Company presents results that confirm the successful execution of its strategy focused on the sporting goods market.

With consumers more concerned with health, comfort and well-being in recent years, sporting goods have gained the Brazilian's daily life, expanding the moments of use. In this scenario, the strategic transformation that the Company began in 2018 gained speed. With a focus on the sports market and a vertical business model that has a modern sports footwear research and development center (the largest in Latin America] and factories with cutting-edge technology, able to produce the best technologies in the world, the Company grows each quarter, offering a mix of brands and an assortment of innovative products that allow it to meet the needs of all profiles of athletes and consumers, in all price ranges, expanding its offer through multi-brand retail and its own direct-toconsumer sales channels ..

## 2Q22 Highlights

In 2Q22, the Company maintained the strong pace of growth observed in previous quarters, in all brands and in all categories. Revenue growth in the Sports Shoes category was $56.5 \%$, with relevant highlights in the 3 brands:

Mizuno, the first footwear collection created and produced $100 \%$ by the Company had excellent market acceptance and reinforced the brand's growth potential in Brazil. Vulcabras' consumer knowledge and competence in developing and producing high-performance sports products allowed the creation of highly successful products that contributed to the quarter's results.

Olympikus, with the expansion of the portfolio including products for high performance in running, consolidated its presence in this segment. The Olympikus Corre Graphene, which has a technology developed at the Company's research and development center, brought to the market the first sneaker with a graphene propulsion plate in the world, which has already won a podium in the marathons of São Paulo, Rio de Janeiro and Porto Alegre, attesting to the performance of the product in high performance tests. Along with Corre 2 and Corre Vento, the brand consolidates its presence in high-performance racing with innovative technologies.

Under Armour, following the growth of the Basketball category in Brazil in recent years, has expanded its operations beyond training and running and has been investing to connect with this audience and expand its presence in the national market. In addition to the models by star Stephen Curry, this quarter the Buzzer model was launched, being $100 \%$ developed and produced by Vulcabras. The model has had very positive sales results, expanding its participation in the basketball community and increasing brand awareness in the country.

The apparel and accessories category showed a $153.1 \%$ increase in revenue compared to the same period in 2021, following a strong pace of growth in all brands, with actions aimed at improving the assortment and availability of parts.

E-commerce maintained the trend of accelerated expansion, with growth of $121.4 \%$ in 2Q22 compared to 2Q21. The robust result of the channel is due to the strong expansion of sales of the three brands operated by Vulcabras, supported by the investments made in 2021 to build the distribution center located in Extrema (MG), dedicated to the operation of direct sales to the consumer.

In the foreign market, results are equally positive, with growth of $107 \%$ compared to the same period in 2021, mainly due to sales of Olympikus footwear.

All indicators show that the Company's growth has remained constant, demonstrating a resilient business model. In recent years, Vulcabras has transformed itself and mapped avenues of growth that has guided the Company's planning. Focusing on Sporting goods made it possible to gain synergy in operations and evolve not only in revenue, but also in margins.

The scenario for the second half of the year remains positive with portfolios of all brands already built and with growth potential, pointing to the continuity of positive results.


## CONSOLIDATED PERFORMANCE

| RS Milion | 2022 | 2021 | $\begin{array}{\|c\|} \hline \text { VAR } \\ 2 \mathrm{a} 22 \mathrm{vs} \\ 2 \mathrm{a} 21 \end{array}$ | 6M22 | 6M21 | VAR 6M22 vs 6M21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Volume ( milion pairs and tens) | 8.4 | 5.7 | 46.1\% | 14.8 | 10.8 | 36.9\% |
| Gross Operating Revenue | 759.7 | 475.6 | 59.7\% | 1,309.1 | 847.3 | 54.5\% |
| Net Revenue | 656.8 | 399.4 | 64.4\% | 1,134.6 | 711.3 | 59.5\% |
| Domestic Market | 586.0 | 365.2 | 60.5\% | 997.8 | 645.7 | 54.5\% |
| Foreign Market | 70.8 | 34.2 | 107.0\% | 136.8 | 65.6 | 108.6\% |
| Gross profit | 236.2 | 136.2 | 73.4\% | 404.3 | 242.4 | 66.8\% |
| Gross margin \% | 36.0\% | 34.1\% | 1.9 p.p. | 35.6\% | 34.1\% | 1.5 p.p. |
| Operation Expenses | 131.8 | 89.8 | 46.8\% | 237.6 | 172.6 | 37.7\% |
| EBITDA | 133.4 | 102.7 | 29.9\% | 216.9 | 140.0 | 54.9\% |
| EBITDA Margin | 20.3\% | 25.7\% | -5.4 p.p. | 19.1\% | 19.7\% | -0.6 p.p. |
| EBITDA - recurring | 124.6 | 67.3 | 85.1\% | 208.1 | 104.6 | 98.9\% |
| EBITDA Margin recurring | 19.0\% | 16.9\% | 2.1 p.p. | 18.3\% | 14.7\% | 3.6 p.p. |
| Net Income | 103.8 | 91.5 | 13.4\% | 157.7 | 106.1 | 48.6\% |
| Net Income recurring | 95.0 | 30.9 | 207.4\% | 148.9 | 45.5 | 227.3\% |

## CROSS VOLUME

In 2Q22 gross volume billed totaled 8.4 million pairs/pieces, an increase of $46.1 \%$ compared to the 5.7 million pairs/pieces in 2Q21.

The Athletic footwear and apparel categories continued to show excellent performance in 2Q22 and presented robust growth when compared to the same period of the previous year.

When comparing the periods, the highlights were the following;
(i) In Athletic Footwear there was growth of $26.8 \%$ in 2 Q22 against the volume sold in 2 Q21, with the three brands posting increases. The highlights were the expressive growth of the Mizuno and Under Armour brands, which continue at an accelerated pace of expansion.
(ii) In Apparel and Accessories there was an increase of $107.8 \%$ with strong expansion in the three brands.
(iii) $66.5 \%$ increase in Other Footwear and Other category, with growth in all subcategories [slippers, boots and women's footwear). As of this quarter, the volume of women's footwear sold at the branch abroad began to be consolidated in Other Footwear and Other.

GROSS VOLUME OF PAIRS AND PIECES/THOUSAND - 2Q22 VS 2 Q21


In the 6 M 22 , gross volume totaled 14.8 million pairs/pieces, an increase of $36.9 \%$ compared to the total of 10.8 million pairs/pieces in the 6 M 21 .

## GROSS VOLUME OF PAIRS AND PIECES/THOUSAND - 6M22 VS 6M21




In 2Q22, net revenue was R\$ 656.8 million, marking an increase of $64.4 \%$ over the R\$ 399.4 million in 2Q21, the Company's new record revenue in a single quarter.

In the 2nd quarter of 2022, the Company maintained the strong pace of growth observed in previous quarters and all brands continued to be highly demanded. Despite the difficulties faced by the Global economy, the Brazilian sporting goods retail presented a satisfactory performance in 2Q22. Retail sales on the main commemorative dates of the period, Mother's Day and Valentine's Day, showed good sales performance and allowed the normalization of inventories throughout the chain.

Athletic Footwear revenue increased by $56.5 \%$ in 2Q22 over the same period in 2021. The increase in revenue in 2Q22 compared to 2Q21 is due to the excellent performance of all brands, especially Mizuno sneakers, which continued to show an accelerated pace of growth.

The Apparel and Accessories category increased by 153.1\% over 2Q21 with all brands posting expressive growth. The apparel and accessories category represents an important avenue of growth and has been meeting expectations, with growth above the average of the other categories.

The Other Footwear and Other category increased by $72.5 \%$ over 2 Q21. The revenue growth in this category is due to the positive performance in all subcategories of this group.

NET REVENUE BY CATEGORY - 2Q22 VS 2Q21

| RS Million | 2 Q 22 | Share <br> $\%$ | 2 Q 21 | Share <br> $\%$ | Var. \% <br> $2 \mathrm{Q} 22 / 2 \mathrm{Q} 21$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Athletic footwear | 532.2 | $81.0 \%$ | 340.1 | $85.2 \%$ | $56.5 \%$ |
| Apparel and Accessories | 70.1 | $10.7 \%$ | 27.7 | $6.9 \%$ | $153.1 \%$ |
| Other footwear and other <br> (1) | 54.5 | $8.3 \%$ | 31.6 | $7.9 \%$ | $72.5 \%$ |
| Total Net Revenue | $\mathbf{6 5 6 . 8}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{3 9 9 . 4}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{6 4 . 4 \%}$ |



Athletic footwear
Apparel and Accessories
Other footwear and other (1)

$$
\square 2 Q 21 \quad \square 2 Q 22
$$

In the 6 M 22 , net revenue totaled $\mathrm{R} \$ 1,134.6$ million, $59.5 \%$ higher than in the 6 M 21 , when it was R\$ 711.3 million.

## NET REVENUE BY CATEGORY - 6M22 VS 6M21

| R\$ Million | 6M22 | Share \% | 6M21 | Share \% | $\begin{gathered} \text { Var. \% } \\ \text { 6M22/6M21 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Athletic footwear | 922.7 | 81.3\% | 598.5 | 84.1\% | 54.2\% |
| Apparel and Accessories | 118.9 | 10.5\% | 47.7 | 6.7\% | 149.3\% |
| Other footwear and other (1) | 93.0 | 8.2\% | 65.1 | 9.2\% | 42.9\% |
| Total Net Revenue | 1,134.6 | 100.0\% | 711.3 | 100.0\% | 59.5\% |



Athletic footwear
47.7

Apparel and Accessories
${ }^{1}$ Slippers, boots, women footwear and shoes components.


## NET OPERATING REVENUE: MARKEIS

Net revenue in 2Q22 in the domestic market totaled R\$ 586.0 million, an increase of 60.5\% compared to 2Q21, when it was R\$ 365.2 million. In the foreign market, net revenue in 2Q22 totaled RS 70.8 million, an increase of 107.0\% compared to the R\$ 34.2 million in 2Q21.

In the domestic market, when compared to 2Q21, the increase is chiefly due to the increase in the categories of Athletic footwear, apparel and accessories.

Direct sales to the foreign market presented significant growth when compared to 2Q21. The Olympikus footwear and slippers categories were responsible for the robust sales growth compared to 2 Q21 revenue.

In the sales of the Peru branch, revenue growth was also observed in relation to the same period of the previous year.

NET REVENUE BY MARKET - 2Q22 VS 2 Q21

| RS Million | $2 Q 22$ | Share <br> $\%$ | 2 Q 21 | Share <br> $\%$ | Var. \% <br> 2 Q22/2Q21 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Domestic Market | 586.0 | $89.2 \%$ | 365.2 | $91.4 \%$ | $60.5 \%$ |
| Foreign Market | 70.8 | $10.8 \%$ | 34.2 | $8.6 \%$ | $107.0 \%$ |
| Total Net Revenue | 656.8 | $100.0 \%$ | 399.4 | $100.0 \%$ | $64.4 \%$ |

MARKET SHARE - 2Q22


In the 6M22, net revenue in the domestic market totaled $\mathrm{R} \$ 997.8$ million, an increase of $54.5 \%$ compared to the 6 M 21 when it was R $\$ 645.7$ million. In the foreign market, net revenue in the 1st half of 2022 was R $\$ 136.8$ million, an increase of $108.6 \%$ compared to the R $\$ 65.6$ million in the same period of the previous year.

| RS Million | 6 M22 | Share <br> $\%$ | 6 M 21 | Share <br> $\%$ | Var. $\%$ <br> $6 \mathrm{M} 22 / 6 \mathrm{M} 21$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Domestic Market | 997.8 | $87.9 \%$ | 645.7 | $90.8 \%$ | $54.5 \%$ |
| Foreign Market | 136.8 | $12.1 \%$ | 65.6 | $9.2 \%$ | $108.6 \%$ |
| Total Net Revenue | $\mathbf{1 , 1 3 4 . 6}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{7 1 1 . 3}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{5 9 . 5 \%}$ |



Domestic Market

■ Foreign Market

## --commerce

In 2Q22, e-commerce with the Company's brands continued the growth trend and grew by 121.4\% compared to the same period of the previous year.

The robust growth of this channel is due to the strong growth of sales of the three brands operated by the Company. As a share of revenue, e-commerce represented $4.2 \%$ in 2Q22, up 1.0 p.p. compared to $3.2 \%$ in 2Q21.

In 6M22, e-commerce grew by 165.6\% in relation to the same period of the previous year. As a share of revenue, e-commerce represented $4.5 \%$ in 6 M 22 , up 1.8 p.p. compared to $2.7 \%$ in 6M21.

## In 6M22, e-commerce grew by $165.6 \%$ in relation to the same period of the previous year.

NET REVENUE AND NOR PARTICIPATION


## COST OF GOODS SOLD [COGS]

In 2Q22, as a percentage of net sales revenue, cost of goods sold represented $64.0 \%$, compared to $65.9 \%$ in the same period in 2021.

During the 2nd quarter of 2022, the Company's factories operated at full occupancy. The predictability of production plans due to the robust order backlog helped to maintain production efficiency at planned levels.

Continuing pressure on costs due to the impact of high inflation rates, which mainly affect labor costs, and the persistence of increases in the prices of some raw materials, were still felt in 2Q22. The increase in logistics costs also continues to affect the costs of imported items for resale, affecting mainly the clothing and accessories category.

In the six months of 2022, as a percentage of net sales revenue, cost of sales represented $64.4 \%$, compared to $65.9 \%$ in the same period in 2021.

COST OF GOODS SOLD (\% COGS/NOR)



6M21
6M22

## GROSS PROFIT

Gross profit in 2Q22 was R\$ 236.2 million, an increase of $73.4 \%$ compared to the R $\$ 136.2$ million in 2Q21. Gross margin was $36.0 \%$ in 2Q22, 1.9 p.p. above the $34.1 \%$ in 2Q21.

The evolution of 1.9 p.p. in the gross margin of 2Q22, compared to the same period last year, is the result of synergies and scale gains on a relevant growth in the volumes of shoes produced, added to better efficiencies captured in the production of the new models of Mizuno shoes, $100 \%$ developed by Vulcabras and much more adhering to the Company's modern production processes. The ability to pass on the pressure that eventual increases in raw material prices and other costs exert on the final cost of the products produced, was also fundamental for maintaining the evolution of the gross margin.

Gross profit in 6M22 was R\$ 404.3 million, an increase of $66.8 \%$ compared to the R $\$ 242.4$ million in 6 M 21 . The margin in 6 M 22 was $35.6 \%$, 1.5 p.p. higher than in 6 M 21 , when it was $34.1 \%$.

## Gross profit in 2022 was RS 236.2 million, an increase of $73.4 \%$ compared to the same period last year.

GROSS PROFIT AND GROSS MARGIN



Selling and advertising expenses in 2Q22 totaled R\$99.7 million, an increase of $61.6 \%$ compared to 2Q21.

Selling expenses (excluding advertising expenses) increased by $61.5 \%$ in 2 Q 22 , compared to selling expenses in 2Q21. R\$ 75.4 million were recorded in 2Q22, against R\$ 46.7 million in 2Q21. As a share of revenue, selling expenses (excluding advertising expenses) accounted for $11.5 \%$ in 2Q22, compared to $11.7 \%$ in 1Q21, a decrease of 0.2 p.p. compared to the same period of the previous year.

The behavior of variable expenses remained within the normal range, presenting nominal growth due to the expansion of revenue. In fixed selling expenses, despite the nominal increase, there was a reduction in the relative share due to the capture of synergies with the growth of all brands.

In 6M22, selling expenses (excluding advertising expenses) totaled R\$ 137.4 million, an increase of $51.5 \%$ over the R\$ 90.7 million in 6M21. The share of selling expenses over net revenue decreased by 0.7 p.p. compared to 6 M 21 , reaching $12.1 \%$ and $12.8 \%$ in 6 M 22 and 6 M 21 , respectively.

## SELLING EXPENSES (excluding advertising expenses)


$\square$ Selling Expenses $\quad$ \% of Net Revenue


## GENERAL AND ADMINISTRATIVE EXPENSES

General and administrative expenses totaled R\$ 32.1 million in 2 Q22, an increase of $13.8 \%$ compared to 2 Q21. As a percentage of net revenue, there was a reduction of 2.2 p.p. from $7.1 \%$ in 2 Q 21 to $4.9 \%$ in 2 Q 22 .

In 6 M 22 , compared to the same period of 2021, there was an increase of $6.3 \%$ in general and administrative expenses, from $\mathrm{R} \$ 55.2$ million to R\$58.7 million in 6M22.When comparing the percentage of net revenue, there is a decrease of $2.6 \mathrm{p} . \mathrm{p}$. in 6 M 22 in relation to the equivalent period of 2021.

GENERAL AND ADMINISTRATIVE EXPENSES


## OTHER NET OPERATING INCOME (EXPENSES)

In 2Q22, Other Net Operating Income (Expenses) resulted in an income of R\$7.9 million, compared to an income of R\$ 37.9 million in 2Q21.

## OTHER NET OPERATING INCOME (EXPENSES)

| R\$ Million | $2 \mathrm{Q22}$ | 2 Q 21 | Var. \% <br> 2Q22/2Q21 | 6 M 22 | 6 M 21 | Var. \% <br> $6 \mathrm{M} 22 / 6 \mathrm{M} 21$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Other Net Operating <br> Income (Expenses) | 7.9 | 37.9 | $-79.2 \%$ | 9.9 | 36.9 | $-73.2 \%$ |

In 6M22, compared to the same period in 2021, there was a reduction of $73.2 \%$, resulting in $\mathrm{R} \$ 9.9$ million in 2022, compared to $\mathrm{R} \$ 36.9$ million in 2021.

## NET FINANCIAL INCOME [EXPENSES]

In 2Q22, the Company reported a net financial expense of $\mathrm{R} \$ 8.2$ million, compared to the same period in 2021, when it reported a net financial income of $\mathrm{R} \$ 17.7$ million.

Comparing 2Q22 versus 2Q21, the main variations were observed in the increase in interest paid, due to the increase in interest rates over the last few months, and in the foreign exchange gain due to the depreciation of the Real during this quarter.

Comparing the six-month periods, the net financial income (expenses) changed from a financial income equivalent to R\$ 11.9 million in 6 M 21 to a financial expense of $\mathrm{R} \$ 17.9$ million in 6 M 22 .

## NET FINANCIAL INCOME (EXPENSES)

| RS Million | 2022 | 2021 | $\begin{gathered} \text { Var. \% } \\ \text { 2a22/2021 } \end{gathered}$ | 6M22 | 6M21 | $\begin{gathered} \text { Var. \% } \\ \text { 6M22/6M21 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Capital structure | -14.1 | -7.6 | 85.5\% | -24.5 | -14.3 | 71.3\% |
| Operating | -3.1 | -10.9 | -71.6\% | -5.2 | -12.6 | -58.7\% |
| Exchange differences | -9.6 | -7.8 | 23.1\% | -18.5 | -13.5 | 37.0\% |
| Financial Costs | -26.8 | -26.3 | 1.9\% | -48.2 | -40.4 | 19.3\% |
| Capital structure | 5.9 | 1.2 | 391.7\% | 9.8 | 2.4 | 308.3\% |
| Operating | 2.7 | 40.1 | -93.3\% | 6.0 | 42.2 | -85.8\% |
| Exchange differences | 10.0 | 2.7 | 270.4\% | 14.5 | 7.7 | 88.3\% |
| Financial Income <br> Net Financial Income | 18.6 $-8,2$ | $44.0$ <br> 17.7 | $\begin{gathered} -57.7 \% \\ -146.3 \% \end{gathered}$ | $\begin{gathered} 30.3 \\ -17.9 \end{gathered}$ | $\begin{aligned} & 52.3 \\ & 11.9 \end{aligned}$ | $\begin{gathered} -42.1 \% \\ -250.3 \% \end{gathered}$ |

## NET INCOME

Net income in 2Q22 was R\$ 103.8 million, an increase of $13.4 \%$ over the income of $R \$ 91.5$ million in 2Q21. The net margin reached $15.8 \%$ in 2 Q22, a decrease of 7.1 p.p. compared to $22.9 \%$ in 2 Q21.
|NET INCOME AND NET MARGIN


In 2Q22 and 2Q21 some "non-recurring" events impacted the Company's net income. In the comparison of Recurring Net Income, the growth in 2Q22 was $207.4 \%$ when compared to the R\$ 30.9 million in 2Q21. For a better understanding, the amounts and respective effects of each of these events on net income for the quarter and accumulated in the period are shown below.

| RS Million | 2022 | 2 C 21 | $\begin{gathered} \text { Var. \% } \\ \text { 2e22/2@21 } \end{gathered}$ | 6M22 | 6M21 | $\begin{gathered} \text { Var. \% } \\ \text { 6M22/6M21 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Income | 103.8 | 91.5 | 13.4\% | 157.7 | 106.1 | 48.6\% |
| (-) Main Pis/Cofins Credit | 0.0 | -28.6 | N/A | 0.0 | -28.6 | N/A |
| [-] Pis/Cofins Credit update | 0.0 | -38.9 | N/A | 0.0 | -38.9 | N/A |
| (-) Pis/Cofins on Pis/Cofins Credit update | 0.0 | 1.8 | N/A | 0.0 | 1.8 | N/A |
| (-) IRPJ / CSLL on credit update of recognized Pis/Cofins | 0.0 | 5.1 | N/A | 0.0 | 5.1 | N/A |
| (-) Undue IR/CSLL on recognized tax credits | -8.8 | 0.0 | N/A | -8.8 | 0.0 | N/A |
| Adjusted Net Income | 95.0 | 30.9 | 207.4\% | 148.9 | 45.5 | 227.3\% |
| Adjusted Net Income Margin | 14.5\% | 7.7\% | 6.8 p.p. | 13.1\% | 6.4\% | 6.7 p.p. |

The improvement in the net margin of 2 Q 22 is due to the gain in gross profit due to the better operating performance and also to the greater dilution of operating expenses due to the significant growth in revenues.


Net income in 6 M 22 was R\$ 157.7 million, an increase of $48.6 \%$ over the income in the same period of the previous year. The net margin in 6M22 vs. 6M21 was reduced by 1.0 p.p., from $14.9 \%$ in 6 M 21 to $13.9 \%$ in 2022.

In the comparison of Recurring Net Income, the growth in 6M22 was $227.3 \%$ when compared to the adjusted income obtained in 6M21, which was R\$ 45.5 million.

## RECURRING NET INCOME AND NET MARGIN



In 2Q22, EBITDA totaled R\$ 133.4 million, an increase of $29.9 \%$ against the R\$ 102.7 million in 2Q21. EBITDA margin decreased by 5.4 p.p., reaching $20.3 \%$ in 2Q22 against $25.7 \%$ in 2Q21.

## EBITDA AND EBITDA MARGIN



In 2Q22 and 2Q21 some "non-recurring" events impacted the Company's EBITDA. In the comparison of recurring EBITDA, the result obtained in 2Q22 of R\$ 124.6 million represented a growth of $85.1 \%$ when compared to the R\$ 67.3 million in 2Q21. For a better understanding, the amounts and respective effects of each of these events on EBITDA for the quarter and accumulated for the period are shown below.

| RS Million | 2022 | 2021 | $\left.\begin{array}{\|c\|} \text { Var. \% } \\ 2 \mathrm{Q} 22 / 2 \mathrm{C} 21 \end{array} \right\rvert\,$ | 6M22 | 6M21 | $\begin{array}{\|c\|} \text { Var. \% } \\ \text { 6M22/6M21 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Income | 133,4 | 102,7 | 29,9\% | 216,9 | 140,0 | 54,9\% |
| (-) Main Pis/Cofins Credit | 0,0 | -28,6 | N/A | 0,0 | -28,6 | N/A |
| [-] Pis/Cofins Credit update | 0,0 | 1,8 | N/A | 0,0 | 1,8 | N/A |
| (-) Pis/Cofins on Pis/Cofins Credit update | 0,0 | -8,6 | N/A | 0,0 | -8,6 | N/A |
| [-] IRP] / CSLL on credit update of recognized Pis/Cofins | -8,8 | 0,0 | N/A | -8,8 | 0,0 | N/A |
| Recurring EBITDA | 124,6 | 67,3 | 85,1\% | 208,1 | 104,6 | 98,9\% |
| Recurring EBITDA Margin | 19,0\% | 16,9\% | 2,1 p.p. | 18,3\% | 14,7\% | 3,6 p.p. |

The robust increase in sales, combined with the improvement in operating margins and the strict control over operating expenses, resulted in a significant increase in EBITDA.

EBITDA in 6M22 was R\$ 216.9 million, $54.9 \%$ higher than the result in the same period of the previous year. The EBITDA margin in 6 M 22 vs . 6 M 21 was reduced by 0.6 p.p., from $19.7 \%$ in 6 M 21 to $19.1 \%$ in 2022.

In the comparison of Recurring EBITDA, the growth in 6M22 was $98.9 \%$ when compared to the recurring EBITDA obtained in 6M21, which was R\$ 104.6 million. The recurring EBITDA margin in 6 M 22 vs. 6 M 21 increased by 3.6 p.p., from 14.7\% in 6M21 to 18.3\% in 2022.



## ROIC (RETURN ON INVESTED CAPITAL]

Annualized return on invested capital - ROIC1- reached 23.0\% in 2Q22 - LTM (last twelve months ended 06/30/2022], an increase of 1.6 pp. over the $21.4 \%$ obtained at $12 / 31 / 2021$.

| ROIC | 2019 | 2020 | 2021 | 2022 |
| :---: | :---: | :---: | :---: | :---: |
| Net Income for the period (LTM) | 143.1 | 31.5 | 313.8 | 365.5 |
| [+] Net Financial Income (LTM) | [5.1] | 0.1 | (12.5) | 17.4 |
| NOPAT | 138.0 | 31.6 | 301.3 | 382.9 |
| Invested Capital |  |  |  |  |
| Loans and Financing | 43.1 | 311.6 | 361.3 | 300.3 |
| [-] Cash and cash equivalents | [62.2) | [158.6) | (114.6) | (105.7) |
| (-) Financial Investments | (2.8) | [90.5) | [10.3) | [10.7] |
| [+] Related Parties | 16.9 | 17.6 | 18.0 | 18.2 |
| (+) Equity | 1,087.4 | 1,125.4 | 1,356.6 | 1,511.6 |
| Invested Capital | 1,082.4 | 1,205.5 | 1,611.0 | 1,713.7 |
| Average invested capital for the period ${ }^{(1)}$ | 1,014.6 | 1,144.0 | 1,408.2 | 1,662.4 |
| Annualized ROIC (2) | 13.6\% | 2.8\% | 21.4\% | 23.0\% |

Annualized adjusted return on invested capital (Adjusted ROIC3) reached 27.1\% in 2Q22-LTM (last twelve months ended 06/30/2022], an increase of 1.1 pp over the $26.0 \%$ obtained at 12/31/2021.

| ADJUSTED ROIC | 2019 | 2020 | 2021 | 2 O 22 |
| :---: | :---: | :---: | :---: | :---: |
| Net Income for the period (LTM) | 143.1 | 31.5 | 313.8 | 365.5 |
| [+] Net Financial Income (LTM) | [5.1) | 0.1 | (12.5) | 17.4 |
| (-) Equity Results (LTM) | (0.3) | 2.0 | (3.1) | (5.6) |
| NOPAT (Adjusted) | 137.7 | 33.6 | 298.2 | 377.3 |
| Invested Capital |  |  |  |  |
| Loans and Financing | 43.1 | 311.6 | 361.3 | 300.3 |
| (-) Cash and cash equivalents | (62.2) | [158.6] | (114.6) | (105.7) |
| (-) Financial Investments | (2.8) | [90.5] | [10.3) | [10.7] |
| (+) Related Parties | 16.9 | 17.6 | 18.0 | 18.2 |
| (-) Goodwill on acquisition | [198.2] | [198.2] | (198.2) | (198.2) |
| [-] Investment in subsidiary | [62.0) | [60.0) | [69.4] | [71.7) |
| (+) Equity | 1,087.4 | 1,125.4 | 1,356.6 | 1,511.6 |
| Total Adjusted Invested Capital | 822.2 | 947.3 | 1,343.4 | 1,443.8 |
| Average adjusted invested capital for the period ${ }^{(1)}$ | 754.5 | 884.8 | 1,145.4 | 1,393.6 |
| Adjusted Annualized ROIC ${ }^{3}$ | 18.3\% | 3.8\% | 26.0\% | 27.1\% |

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 income (loss) plus net financial income less equity and the result from discontinued operations), divided by average Adjusted Invested Capita for the period. 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 investment in non-controlled companies.

## CAPEX (CAPITAL EXPENDITURES)

In 2Q22, RS 31.4 million were invested in property, plant and equipment and intangible assets. R\$ 30.8 million were invested in property, plant and equipment, an increase of $71.1 \%$ compared to 2 Q21. The investment in intangible assets in 2Q22 was of R\$ 0.6 million.

In another quarter, the Company continued to invest in the modernization of its industrial park. The investments made in this quarter are mainly due to the physical expansion of the industrial park in Ceará, to accommodate the increase in the park of rectilinear looms for the production of Knit uppers.

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

| RS Million | 2022 | 2 C 21 | $\begin{gathered} \text { Var. \% } \\ \text { 2@22/2021 } \end{gathered}$ | 6M22 | 6M21 | Var. \% 6M22/6M21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Molds | 9.0 | 9.1 | -1.1\% | 16.0 | 22.0 | -27.3\% |
| Machinery and equipment | 7.2 | 3.2 | 125.0\% | 21.9 | 28.0 | -21.8\% |
| Industrial facilities | 6.6 | 1.1 | 500.0\% | 8.3 | 4.2 | 97.6\% |
| Others | 8.0 | 4.6 | 73.9\% | 24.4 | 10.7 | 128.0\% |
| Property, plant and equipment | 30.8 | 18.0 | 71.1\% | 70.6 | 64.9 | 8.8\% |
| Software | 0.6 | 0.8 | -25.0\% | 1.4 | 2.0 | -30.0\% |
| Intangible assets | 0.6 | 0.8 | -25.0\% | 1.4 | 2.0 | -30.0\% |
| Total | 31.4 | 18.8 | 67.0\% | 72.0 | 66.9 | 7.6\% |

## CASH FLOW

The variation in cash in 6M22 was negative by R\$8.6 million. The variation presented was essentially due to the following events:
(i) EBITDA of R\$ 216.9 million;
(ii) Increase in the need for working capital of $\mathrm{R} \$ 64.2$ million;
(iii) Decrease in bank liabilities by R\$ 61.0 million;
[iv] Variation between Long-Term Assets/Liabilities of $\mathrm{R} \$ 11.1$ million,
(v) Investments in property, plant and equipment and intangible assets of $\mathrm{R} \$ 71.0$ million,

## CASH FLOW - 6M22



## CASH FLOW - CASH



## NET DEBT

At 06/30/2022, the Company had a net debt of R\$ 183.9 million, $22.2 \%$ lower than at $12 / 31 / 2021$.
The decrease in debt was due to cash generation as a result of the expressive result for the period.

## NET DEBT

| RS Million | 12/31/2020 | 12/31/2021 | 06/30/2022 | Var. \% <br> $06 / 30 / 2022 ~ v s ~$ <br> $12 / 31 / 2021$ |
| :--- | :---: | :---: | :---: | :---: |
| Loans and Financing | 311.6 | 361.3 | 300.3 | $-16.9 \%$ |
| Cash and cash equivalents | 158.6 | 114.6 | 105.7 | $-7.8 \%$ |
| Financial investments | 90.5 | 10.3 | 10.7 | $\mathbf{3 . 9 \%}$ |
| Net Debt | $\mathbf{6 2 . 5}$ | $\mathbf{2 3 6 . 4}$ | $\mathbf{1 8 3 . 9}$ | $\mathbf{- 2 2 . 2 \%}$ |

## DEBT AND LEVERAGE



WORKING CAPITAL AND FINANCIAL CYCLE


## SUSTAINABILITY

Vulcabras's commitment to the environment is present in its day to day, and especially in its production process. Since January 2022, 100\% of our footwear are produced with wind energy, in a 13 -year agreement which will avoid the emission of 15,600 tons of CO 2 in the atmosphere, equivalent to the planting of 67,000 trees.

In addition to the energy matrix, the company continually invests to offer the Brazilian population products starting from R $\$ 169.90$ (Olympikus brand). They have a concept of circular economy from the product's conception up to its production, thus making the access to sustainable products more popular.

> The EVA new using up to $19 \%$ less new inputs in its composition

In its research and development center, in Parobé, Rio Grande do Sul, the Company develops, tests and promotes new technologies which significantly reduce material losses and residue generation in its production processes, whether by using new raw materials, or state-of-the-art equipment.

One example is the EVA formulations, which from the start, are planned to receive in their composition EVA residues at the same proportion in which they generate the polymer's residue in the production process, allowing the Company to reuse $100 \%$ of the EVA residues in the production, maintaining the material's full quality. In 2021 alone, more than 685.27 tons of EVA were reused in the production process.

In the second quarter of 2022, the Company brought yet another innovation to its portfolio. Aiming at increasingly reducing the use of virgin materials, the Company has developed the ELEVA foam. The new EVA, present in the new releases of the running line of the Olympikus brand in this quarter, promotes maximum lightness and energy return for the athlete, using up to $19 \%$ less new inputs in its composition, in addition to receiving up to $100 \%$ reused EVA from the factories' own production process in its composition.

This way, Vulcabras confirms its commitment to offer all the Brazilians a high-tech product, manufactured with sustainable foundations.

## BRAND MANAGEMENT

In 2Q22, the brands that make up Vulcabras' portfolio continued the excellent performance, following the trend seen in the first three months of 2022, thus making the first half of the year of consolidation of its strategies.

Mizuno, with which had an incredible market recovery, marked its place of reference in the high performance segment by launching the Mizuno Wave Skyrise 3 and being the official sponsor of a 100 km ultra marathon. In addition, it brought to the Brazilian market the third and final model of the brand's successful partnership with Japanese designer Hajime Sorayama.

Olympikus continued its consolidation in the running segment by completing its Familia Corre, which already included the Olympikus Corre Grafeno and Olympikus Corre Vento models, and in the second quarter also started to count on the Olympikus Corre 2. In addition, Corre Grafeno was on the podium of the São Paulo International Marathon, being worn by today's greatest elite athletes, reinforcing its high performance.

Under Armour was present in Basketball and training. In basketball, the brand brought important releases, such as the new colors of the Under Armour Curry Flow 9, and the Under Armour Buzzer, which was $100 \%$ created and produced by Vulcabras. The training and running categories also saw launches with Under Armour Tribase Cross and Under Armour HOVR Way, respectively.

In the second quarter, Mizuno regained its place of reference in the high-performance running segment with the launches of the Mizuno Skyrise 3 model and the iconic Wave Prophecy Sorayama from the Wave Prophecy line, enshrined within the brand's sportstyle line.

## Consecrated partnership

The Wave Prophecy Sorayama series, the developed by Japanese artist Hajime Sorayama, reached its third and final color in the month of May. After the silver and metallic black versions, the sneaker is also now available in gold color. The futuristic design reminiscent of the Sexy Robots series, produced by Sorayama since 1978, has been applied to the iconic Mizuno sole - INFINITY WAVE - with the upper constructed from a transparent resin, resulting in a translucent effect. This unprecedented series has gained immense attention around the world. Unlike the first two colorways, this latest edition has a specification that takes advantage of the transparent texture, where the entire foot can be seen. Sales price: R\$1,899.99.

To celebrate this moment, the brand brought together the main names in the sneaker market at the Guadalupe Store, in São Paulo [SP], to get to know the model first hand.

## High running performance

In the second quarter, Mizuno focused much of its efforts on the high running performance segment. The brand has launched the Mizuno Wave Skyrise 3, which is part of the brand's maximum cushioning category. It features Mizuno Enerzy technology in the midsole, combined with the construction of Mizuno Wave technology, which provides greater stability and cushioning.

On the inner part of the sole is the Mizuno Enerzy Core technology that provides a soft sensation with every step throughout the run. The air-injected rubber compound is considered the softest, most energyreturning material ever developed by the brand. On the sole is the X10 technology, a rubber compound with carbon that provides greater resistance to the region, and the "Flex Groove" concept, which channels with a special design to provide flexibility to the shoe in the forefoot, and provides a much smoother step transition.

The upper is constructed of Engineered Mesh with great breathability and a foam reinforcement in the collar, which helps with comfort. A feature of Mizuno's performance shoes is the stiffness of the heel counter, which makes the heel more stable, preventing twisting during the step. Sales price: R\$799.99.

To mark the launch of Mizuno Wave Skyrise 3 in Brazil, the brand was the official sponsor of the Insane Runners Experience, a 100 km race that took place in Minas Gerais at the end of May. At the time, a group of 34 people, including athletes and influencers, tested and approved the new Skyrise.


## For fast runs

The Mizuno Wave Aero 20 R has reached its 20th version completely renewed. The model, which is sold again in Brazil after a period of only being available abroad, is light, has great response and stability. This is Mizuno's second release in the speed category with a new proposal for sensation during the race.

The shoe has Mizuno Enerzy Lite technology in the midsole, which provides lightness and high energy return combined with Mizuno Wave technology, in the Nylon Plate version reinforced with Fiberglass throughout the sole extension, a differential that guarantees more response and greater stability without compromising damping.

The front part of the sole contains G3 technology, composed of PU with a design that leaves the step softer. The rear cleat has X10 technology, a mixture of rubber and carbon, which, like the G3, guarantees more durability and grip.

The upper of the Mizuno Wave Aero 20 R is made in one piece, in a "bootie" format with Smooth Strech Woven technology, fabric with elastane that has the right measure to provide comfort and stability to the feet during the race. Sales price: R\$ 999.99.

The first half of 2022 was a historic period for Olympikus, when it consolidated its position in the running category by launching three innovative models for the brand. In the first quarter, as already announced, the brand launched the world's first running shoe with a graphene plate, the Olympikus Corre Grafeno, and the Corre Vento, the brand's lightest running shoe. In the second quarter, the brand continued its robust schedule of product launches and participation in major events, such as the São Paulo Marathon, the Porto Alegre Marathon, as well as the announcement of new destinations for its proprietary race, Bota Pra Correr.

## Familia Corre

In early April, Olympikus completed its Familia Corre - which already had the Olympikus Corre Grafeno and Olympikus Corre Vento with the arrival of the Olympikus Corre 2. The model's evolution process relied not only on a team of sports specialists, but also on the support of the Biomechanics Laboratory of USP, one of Brazil's most recognized university, to carry out several tests

With 42 grams less than the previous edition, the model provides even more cushioning and comfort to reach maximum performance in the practice of sport, whether in daily runs, long training sessions or marathons. The Corre 2's midsole features the new Eleva technology, already present in previous releases of the family, which explores the expansion limit of EVA to achieve maximum response, promoting greater durability.

Technologies such as Gripper and Gripper plus (non-slip rubbers) are also present in the model and bring as their main attribute the increase in softness, providing abrasion resistance and stability in the face of the landing of the step. Oxitec brings a monofilament technology with elastane that provides lightness and greater thermal comfort. The insole we find Ortholite, which helps to circulate air between strides providing greater breathability for the feet during the race.

Corre2 was developed entirely by Brazilian professionals, with technology $100 \%$ developed in the country. Further reinforcing the Brazilian roots of its creation, the new sole design was inspired by the bed of the São Francisco River, idea of one of its cocreators, the athlete Wellington Cipó. Sales price: RS 499.99.

## Casa do Corre

Reinforcing the investment and relevance in the running market in the country, Olympikus inaugurated the Casa do Corre, activation space for runners at Parque Villa Lobos in São Paulo (SP). Inaugurated on April 2, the initiative aimed to introduce Familia Corre and promote various sports activities before the 26th São Paulo International Marathon, which took place on April 10 and had Olympikus as a major sponsor.

Casa do Corre featured exhibitions, free training sessions, lectures, post-workout recovery, biomechanical assessments, recording of podcasts, among other attractions. Every morning the Casa opened its doors to running advisors and offered guided training sessions for park visitors. Several groups of runners passed by, tested our products and were able to make the purchase, on the spot, through our e-commerce.

It was also the stage for the launch of the Olympikus Apparel collection, in a fashion show that was attended by customers, media professionals and fashion and running influencers.


## Podiums with Corre Grafeno

The São Paulo International Marathon, which took place in the city of São Paulo in April, of the success not only of Olympikus Corre Grafeno but also of Olympikus as a whole, as a Brazilian brand launching high performance Brazilian products with unprecedented technology in the world. Corre Grafeno was worn by nine out of the ten athletes who made it to the podium, including champions Tilahun Abebaw Nigussie (men) and Kebebush Yisma Zewoldemariam (women).

At the Porto Alegre International Marathon, which took place in June, six athletes took to the podium wearing the Corre Grafeno. In the Half Marathon there were two victories, Daniel Chaves was the winner in the men's category and Jéssica Ladeira won in the women's division. In the marathon, an African one-two for the women, with Ethiopian Etalem Terefe Tesfaw in first and Kenyan Janete Cheruto Masai in second.

## Day to day run

With the singer Iza at the forefront of the campaign, Olympikus also brought the technology of its running shoes to everyday life. It did so with the Olympikus Reverso, , a model launched at the end of June for those looking for style and comfort in everyday life. Its upper is made of knit fabric using HYPERSOX technology, its monofilament structure with elastane provides lightness and greater breathability. The sole is extremely light and has the new Eleva+ technology, which in addition to comfort and cushioning, provides the trampoline effect, absorbing the impact of the stride and transforming this energy into impulsion.

The Gripper Technology, a non-slip rubber, guarantees greater grip and safety for your step. The upper with Hypersox technology in a sock shape, makes the material light and flexible, easier to put on and with a perfect fit to the foot. The Midsole with Eleva+, Olympikus exclusive technology, exploits the expansion limit of EVA to achieve maximum response, providing the trampoline effect, by absorbing the impact of the stride and transforming this energy into impulsion. This EVA is light and low in density, ensuring less deformation and maintaining comfort and durability. Sales price: $\mathrm{R} \$ 349.99$.


In the second quarter of 2022, Under Armour - a global brand, that is reference in innovation and creation of sports apparel, footwear and accessories - brought great news to its main areas of activity. The period was marked by the strong movement of local products, produced by Vulcabras, and by the brand's already established partnerships with basketball player Stephen Curry and actor The Rock.


## Basketball

Counting on all the innovation and expertise of Vulcabras, Under Armour launched the Under Armour Buzzer, a basketball shoe created and developed by the Company. With an upper made with resistant threads and molded fabric on the heel that ensures the fit and does not allow slipping on the inside, the Buzzer also bets on a more modern look and a variety of colors (black, green, gray and white), with the aim to adding value to the footwear. The model has an exclusive design and also offers a lace with a drier touch, which allows greater stability of the feet during changes of direction so common in basketball, whether high performance or not. Sales price: R\$449,99.

In June, to mark the launch, Under Armour started to support the Centauro Streetopia Open, one of the most relevant movements in national independent basketball. The link with the tournament is part of the Buzzer launch strategy, which will have its big moment in July with an exhibition game promoted by the brand between Amigos do Ninja \& Amigos do Fê Medeiros.

Another great moment to basketball in the period was the arrival to the Brazilian market of three new colors of Curry Flow 9, a collaboration made between the Curry Brand - a line by basketball star Stephen Curry - and the classic show Sesame Street. Continuing on the strategy already adopted at launch, the brand used the Drop Clock as a great teaser, a timer that was available both digitally and physically inside partner stores with a countdown until the new color was revealed. Sales price: R\$1,099.99.

The arrival of the colors to the market was gradual throughout the months of April, May and June, and that's why Under Armour developed a diversified strategy for the dissemination of each one of them. Besides the exclusive sale of exclusive sale of the new colors on the brand's website, each style was on sale with a selected partner, in addition to specific actions with influencers.


## Training

The training category won a $100 \%$ national version, fully developed by Vulcabras. The Under Armour Tribase Cross was created to be the foundation of every athlete's training as it has Tribase ${ }^{\mathrm{TM}}$ technology, which guarantees the necessary stability for the safest exercises. In addition, it has a midsole composed of Micro $\mathbf{G}^{\circledR}$ foam that gives great propulsion to the athlete during use. Sales price: R\$ 499. 99.

The brand also brought to the Brazilian market the Under Armour Project Rock 4, a new high-performance training shoe that was developed in partnership with actor and brand ambassador Dwayne Johnson (The Rock). Hovr technology ensures cushioning and is present throughout the midsole, while the upper is made of Energy Web mesh fabric that guarantees breathability. The sole features Tribase technology, which maximizes ground control with flexibility, and the side with TPU straps provides the stability needed for training. Sales price: R\$ 999.99.



## BALANCE SHEET

| BALANCESHEET (CONSOLDATED) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| RS millions |  |  |  |  |  |
| ASSETS | 06/30/2022 | 12/31/2021 | LIABILITIES | 06/30/2022 | 12/31/2021 |
| Cash and cash equivalents | 105,653 | 114,635 | Suppliers | 147,323 | 78,006 |
| Trade accounts receivable | 688,549 | 616,275 | Loans and financing | 211,184 | 291,497 |
| Inventories | 583,939 | 493,497 | Taxes payable | 7,678 | 8,944 |
| Recoverable taxes | 30,306 | 46,852 | Salaries and vacation payable | 61,951 | 45,618 |
| Income tax and social contribution | 13,476 | 7,073 | Provisions | 17,948 | 22,488 |
| Amounts receivable for disposal of operation | 3,850 | 3,850 | Lease liability | 8,379 | 7,129 |
| Other accounts receivable | 14,373 | 17,115 | Commissions payable | 18,114 | 14,305 |
|  |  |  | Other accounts payable | 27,270 | 24,337 |
|  |  |  | Dividends payable | 0 | 4 |
|  |  |  | Deferred income tax and social contribution | 2,576 | 2,576 |
| CURRENT ASSETS | 1,440,146 | 1,299,297 | CURRENT LIABILITIES | 502,423 | 494,904 |
| Interest earning bank deposits | 10,693 | 10,312 | Loans and financing | 89,090 | 69,753 |
| Trade accounts receivable | 7,047 | 3,631 | Loans with related parties | 18,242 | 18,041 |
| Recoverable taxes | 71,798 | 63,099 | Provisions | 41,826 | 37,390 |
| Deferred income tax and social contribution | 477 | 493 | Deferred taxes on revaluation of PP\&E | 2,210 | 2,272 |
| Judicial deposits | 16,873 | 16,005 | Lease liability | 13,157 | 12,650 |
| Amounts receivable for disposal of operation | 0 | 1,720 | Other accounts payable | 3,311 | 3,665 |
| Other accounts receivable | 2,146 | 2,208 |  |  |  |
| Assets held for sale | 194 | 194 |  |  |  |
| LONG-TERM ASSETS | 109,228 | 97,662 | NON-CURRENT LIABILITIES | 167,836 | 143,771 |
| Investments | 71,682 | 69,408 |  |  |  |
| Investment property | 4 | 5 |  |  |  |
| Right to use | 18,880 | 17,442 |  |  |  |
| Property, plant and equipment (PP\&E) | 332,777 | 302,337 |  |  |  |
| Intangible assets | 209,166 | 209,086 |  |  |  |
|  | 632,509 | 598,278 |  |  |  |
| NON-CURRENT ASSETS | 741,737 | 695,940 | LIABILITIES | 670,259 | 638,675 |
|  |  |  | Capital | 1,106,717 | 1,106,717 |
|  |  |  | Revaluation reserves | 4,290 | 4,410 |
|  |  |  | Capital reserves | 3,965 | 4,731 |
|  |  |  | Legal reserve | 15,692 | 15,692 |
|  |  |  | Unrealized profit reserves | 201,927 | 201,927 |
|  |  |  | Equity valuation adjustments | 20,855 | 22,744 |
|  |  |  | Accumulated profits (losses) | 157,842 | 0 |
|  |  |  | Shareholders' equity attributable to controllers | 1,511,288 | 1,356,221 |
|  |  |  | Non-controlling interests | 336 | 341 |
|  |  |  | SHAREHOLDERS' EQUITY | 1,511,624 | 1,356,562 |
| TOTAL ASSETS | 2,181,883 | 1,995,237 | TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | 2,181,883 | 1,995,237 |

## STATEMENT OF INCOME

| INCOME STATEMENT (CONSOLIDATED) | 2Q22 | 2Q21 | VAR (\%) | 6M22 | 6M21 | VAR (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In thousands of Reais |  |  |  |  |  |  |
| Net Revenue | 656,808 | 399,412 | 64.4\% | 1,134,558 | 711,298 | 59.5\% |
| Cost of sales | -420,640 | -263,176 | 59.8\% | -730,249 | -468,930 | 55.7\% |
| Gross Profit | 236,168 | 136,236 | 73.4\% | 404,309 | 242,368 | 66.8\% |
| Gross Margin | 36.0\% | 34.1\% | 1.9 p.p. | 35.6\% | 34.1\% | 1.5 p.p. |
| Sales expenses | -97,759 | -71,099 | 37.5\% | -174,698 | -125,374 | 39.3\% |
| Expected losses for loan losses | -1,971 | 9,421 | -120.9\% | -4,164 | 7,942 | -152.4\% |
| General and Administratives expenses | -32,088 | -28,207 | 13.8\% | -58,698 | -55,207 | 6.3\% |
| Other net operating income (expenses) | 7,945 | 37,914 | -79.0\% | 9,904 | 36,891 | -73.2\% |
| Equity in net income of subsidiaries | 1,422 | 55 | 2485.5\% | 1,422 | -1,082 | -231.4\% |
| Net Income before net financial income and taxes | 113,717 | 84,320 | 34.9\% | 178,075 | 105,538 | 68.7\% |
| Financial income | 18,548 | 43,946 | -57.8\% | 30,192 | 52,283 | -42.3\% |
| Financial Expenses | $-26,832$ | $-26,296$ | 2.0\% | -48,150 | -40,336 | 19.4\% |
| Net financial Income | -8,284 | 17,650 | -146.9\% | -17,958 | 11,947 | -250.3\% |
| Net Income before taxes | 105,433 | 101,970 | 3.4\% | 160,117 | 117,485 | 36.3\% |
| Deferred income tax and social contribution | -1,675 | -10,465 | -84.0\% | -2,378 | -11,378 | -79.1\% |
| Net Income | 103,758 | 91,505 | 13.4\% | 157,739 | 106,107 | 48.7\% |
| Net Income Margin | 15.8\% | 22.9\% | -7.1 p.p. | 13.9\% | 14.9\% | -1.0 p.p. |
| Income (loss) attributable to: |  |  |  |  |  |  |
| Controlling shareholders | 103,743 | 91,500 |  | 157,722 | 106,108 |  |
| Non-controlling shareholders | 15 | 5 |  | 17 | -1 |  |
| Net Income | 103,758 | 91,505 |  | 157,739 | 106,107 |  |
| Earnings (loss) per share |  |  |  |  |  |  |
| Earnings per common share - basic | 0.4221 | 0.3723 |  | 0.6418 | 0.4318 |  |
| Earnings per common share - diluted | 0.4213 | 0.3675 |  | 0.6405 | 0.4262 |  |

## Number of shares at end of the year

Outstanding common shares
Outstanding common shares with a dilution effec $\dagger$

245,756,244 245,756,346
246.235 .847 248,986,346

245,756,244 245,756,346
246.235 .847 248,986,346

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

| Cash flows from operating activities |  |  |
| :---: | :---: | :---: |
| Net Income for the period | 157,739 | 106,107 |
| Adjustments for: |  |  |
| Depreciation and amortization | 38,862 | 34,519 |
| Provision for impairment losses in inventory | 1,975 | 4,136 |
| Interest on provisioned leases | 2,084 | 819 |
| Net value of written off tangible and intangible assets | 6,073 | 5,209 |
| Income from financial investments | -492 | -1,084 |
| Provision for contingency losses | 2,587 | 4,597 |
| Equity in net income of subsidiaries | -1,422 | 1,082 |
| Transaction with share-based payments | -766 | 783 |
| Estimated loss from allowance for doubtful accounts | 4,164 | -7,942 |
| Financial charges and exchange-rate change recognized in income (loss) | 19,025 | 12,695 |
| Current Tax | 2,378 | 11,378 |
| Minority Interest | -17 | 1 |
| Gain or loss on lease termination | 0 | -13 |
| Gain on settlement of pre-existing relationship | 0 | -13,980 |
| Recovery of PIS and COFINS on ICMS | -2,573 | -67,506 |
| Tax overpayment - SELIC | -8,792 | 0 |
| Adjusted Income for the period | 220,825 | 90,801 |

## Changes in assets and liabilities

| Account Receivable | $-78,401$ | 77,263 |
| :--- | ---: | ---: |
| Inventories | $-92,417$ | $-262,525$ |
| Recoverable taxes | 12.809 | $-7,155$ |
| Other accounts receivable | 2,804 | -973 |
| Judicial deposits | $-1,605$ | 1,988 |
| Suppliers | 65,774 | 74,894 |
| Commissions payable | 3,809 | $-7,989$ |
| Taxes and social contributions | 4,594 | $-6,701$ |
| Salaries and vacations payable | 16,333 | 14,121 |
| Other accounts payable | 2,574 | 10,428 |
| Provisions | $-1,954$ | $-4,411$ |
| Receivables for sale of operation | 1,720 | 1,720 |
| Deferred taxes | -46 | 58 |


| Interest paid | $-23,399$ | $-12,227$ |
| :--- | ---: | ---: |
| Payment of lease interest | $-1,123$ | $-1,101$ |
| Taxes paid on profit | $-7,769$ | $-2,242$ |
|  | $-\mathbf{3 2 , 2 9 1}$ | $\mathbf{- 1 5 , 5 7 0}$ |

## STATEMENT OF CASH FLOWS

| Demonstração de Fluxo de Caixa (Método Indireto) | 6M22 | 6M21 |
| :---: | :---: | :---: |
| RS Milhöes |  |  |
| Net Cash Flow provided by (used in) operating activities | 124,528 | -34,051 |
| Cash flow from investing activities |  |  |
| Acquisitions of property, plant and equipment | -69,671 | -63,726 |
| Financial Investiments | 111 | 1,395 |
| Funds from disposal of property, plant and equipment | 453 | 1,072 |
| Acquisitions of intangible assets | -1,358 | -2,002 |
| Payment for acquisition of subsidiary | 0 | -37,273 |
| Net Cash Flow used in investing activities | -70,465 | -100,534 |
| Cash flow from financing activities |  |  |
| Loans obtained - Principal | 153,831 | 190,000 |
| Payment of loans obtained - Principal | -212,329 | -124,493 |
| Loans with related parties | 0 | 192 |
| Payment of financial lease liabilities | -5,595 | -4,554 |
| Dividends and interest on equity paid | -4 | 0 |
| Net Cash Flow used in financing activities | -64,097 | 61,145 |
| Increase (decrease) in cash and cash equivalents | -10,034 | -73,440 |
| Cash and cash equivalents at beginning of the period | 114,635 | 158,552 |
| Effect from translation of foreign investees | 1,052 | -373 |
| Cash and cash equivalents at end of the period | 105,653 | 84,739 |
| Increase (decrease) in cash and cash equivalents | -10,034 | -73,440 |

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

INSTITUTIONAL

Vulcabras has been operating in the Brazilian footwear sector for 70 years and during this period it has consolidated itself as the largest sports footwear industry in the country becoming the manager of leading brands in their respective segments, such as Olympikus, national champion in tennis sales, Under Armour, one of the world's largest brands of clothing, footwear and sports accessories, and Mizuno, the performance brand that believes in the value of sport and supports the journey of everyone who gives their best, regardless of who they are, level and type of sport.

Founded in July 1952 with the incorporation of the company Industrial Brasileira de Calçados Vulcanizados SA, in São Paulo, it manufactured leather shoes with vulcanized rubber soles, and one of its first icons was the Vulcabras 752, whose name was a reference to the month and year of the company's foundation. In 1973 we started the production of sports brands in Brazil and since then we have specialized in delivering technology in shoes for the democratization of sports performance.

The shoes produced by the Company are found in stores throughout Brazil, with an extensive commercial team that serves more than 10,000 customers nationwide and in South American countries, in e-commerce and the brands' own stores. There are more than 800 new models designed and developed per year in the largest technology and development center for sports shoes in Latin America, located in Parobé - RS.

The products are made in two modern factories located in the Northeast region of Brazil, in Horizonte/CE and Itapetinga/BA. The company's administrative center, is located in Jundiai - SP, in addition to a Logistics Distribution Center for the E-commerce Channel located in Extrema - MG. These five units in Brazil directly employ more 17,000 workers. There is also a branch with a distribution center in Peru.

The Company works with a portfolio diversification strategy, constantly seeking innovation and improvement.


## INDEPENDENT AUDIT

In accordance with CVM Instruction 381/03, Vulcabras S.A. informs that since $01 / 01 / 2022$, it has appointed "ERNST \& YOUNG Auditores Independentes $S / S$ " to audit its individual and consolidated financial statements.

For the review services of June 30, 2022 (2Q22), fees of approximately R\$ 195.9 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 07/28/2022, declares that it has reviewed, discussed and agreed with the accounting information for the second quarter of 2022 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

André de Camargo Bartelle
Pedro Bartelle
Paulo Sérgio da Silva
Octávio Ferreira de Magalhães

Chairman

1st Vice Chairman
2nd Vice Chairman
Independent Member
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 <br> 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



