



SOMOS
CVC CORP



Results Presentation - 3Q22

November 09, 2022

Disclaimer

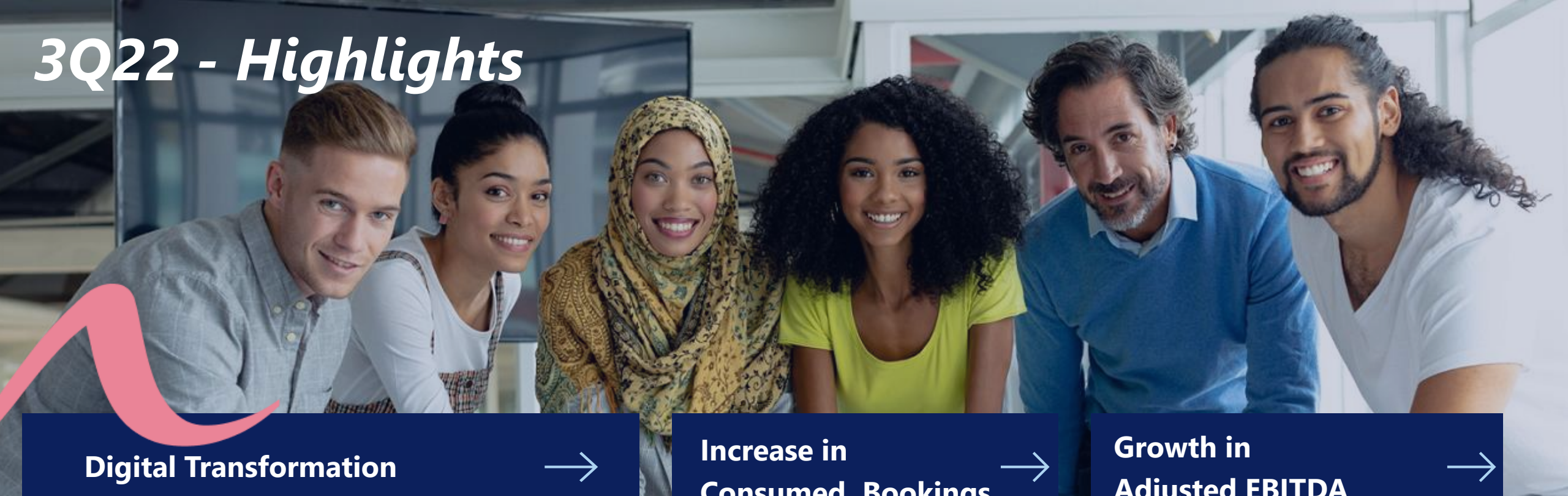
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Highlights CVC Corp



3Q22 - Highlights



Digital Transformation →

- **R\$ 62 million invested in 3Q22** (R\$ 166 million in 9M22)
- Complete roll-out of the new **B2C Platform** for customer relationships
- Launch of the **Loyalty Program – Clube CVC**
- **Öner Travel** Purchase Intent
- Credit Marketplace (up to 24 installments with interest)

Increase in Consumed Bookings →

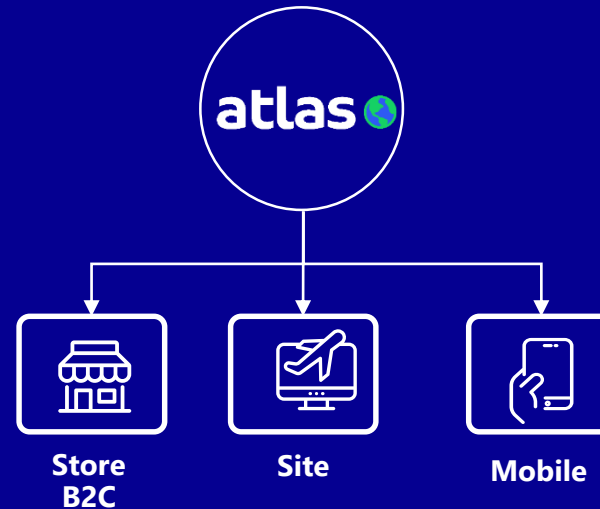
- **+61% compared to 3Q21**
- **International** in continuous recovery
- Record for **Cruise Season 22/23**

Growth in Adjusted EBITDA →

- **R\$72 million in 3Q22** best quarter since 3Q19
- **Operating Leverage**

Platform that enhances our Omnichannel

It concentrates all channels of the CVC brand and allows a "seamless" experience in the navigation between digital and physical channels




Exchange of systems on several fronts:

- ✓ Pricing
- ✓ Payment
- ✓ Sales
- ✓ Product Inventory
- ✓ Channel Management

 *Active platform across the CVC network*  *Available on all channels*  *Fluid experience*

 *+6,000 sellers*

 *Boosts cross sell and upsell*

 *+ agility*

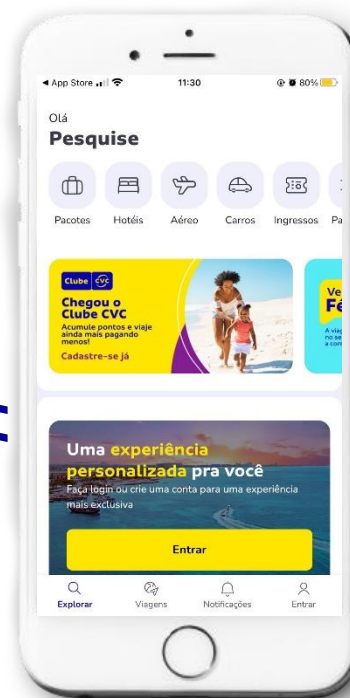
Recognition – Top of Mind

CVC elected for the 12th consecutive year
the **Top of Mind** Travel Agency



New CVC App, more modern and working with Atlas

New App Minha CVC



Top of Mind award winner
in the Tourism App category



Loyalty Program

Launched in October, the Clube CVC Loyalty Program is live on the CVC website and will hit stores in early 2023



Basic Plan is **Free** to accumulate points

Multibandeira Program



+options at the time of redemption, airlines and hotels



+1,100 stores covered, owned and **franchised**

Transfer of **points** with banks (coming soon)

Subscription plan to accelerate the accumulation of points



Accumulate **1,000 points** every month

Points received **do not expire**

Exclusive redemption **promotions**





Financing Center

Credit Marketplace

+ **security** and – **bureaucracy** in hiring, done by cell phone

+**transparency** and **agility** in the purchase of travel

+**payment options** for customers

Payment in up to **24 fixed installments**

Benefits **Working Capital**

Increases **competitiveness**

- **risks involved** for CVC Corp



Results CVC Corp



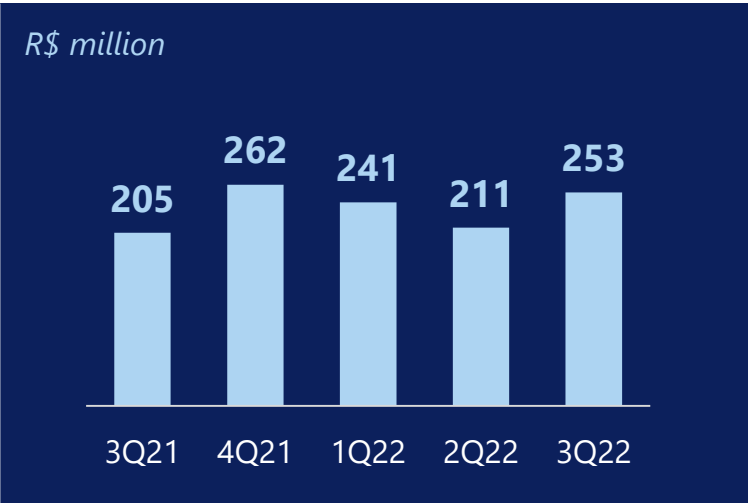
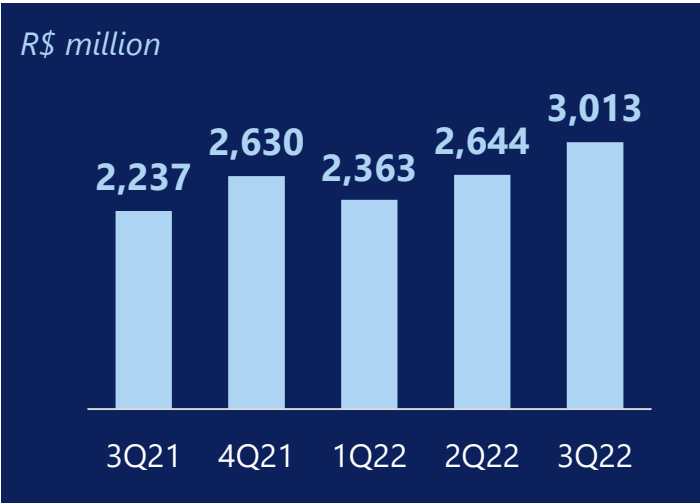
Performance by Country

Consumed Bookings

Net Revenue

Take Rate

Brazil



3Q21

2Q22

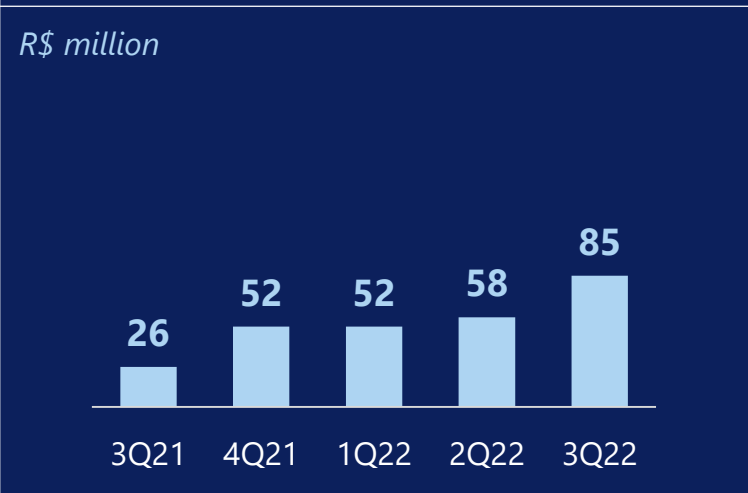
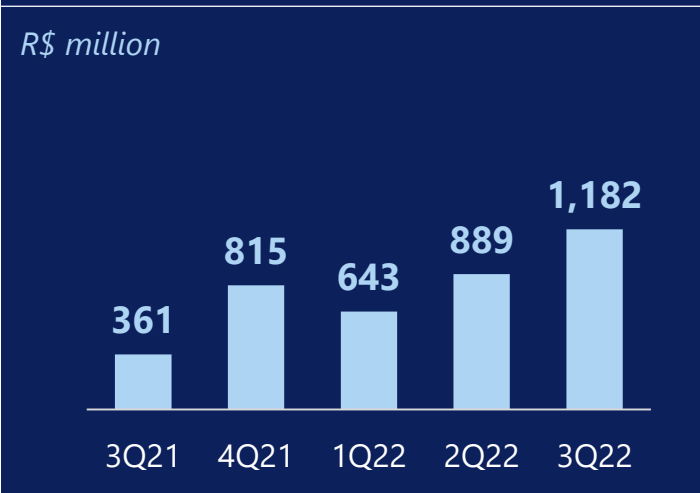
3Q22

9.2%

8.0%

8.4%

Argentina



3Q21

2Q22

3Q22

7.1%

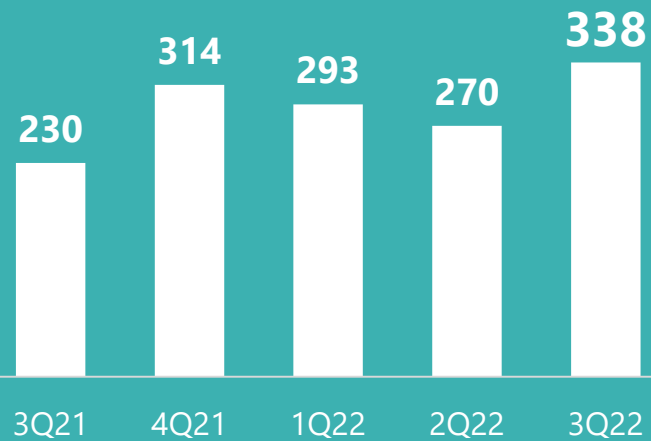
6.6%

7.2%

Financial Performance

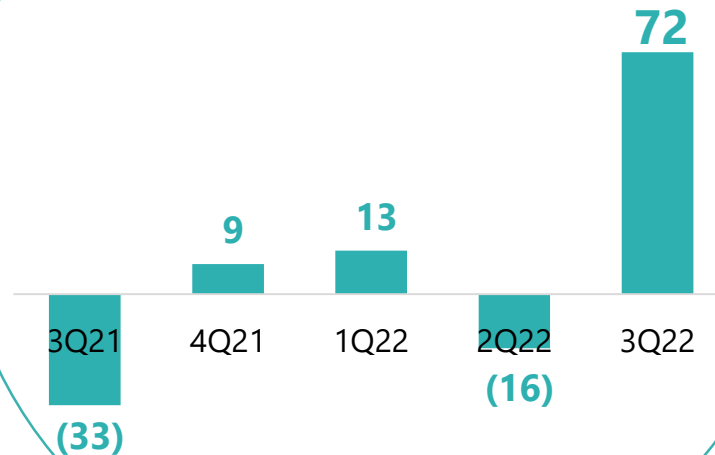
Net Revenue

R\$ million



Adjusted EBITDA

R\$ million



- **Consumed Bookings:** +61% vs 3Q21 (+19% vs 2Q22), per July holiday season and international reheating
- **Take Rate:** **8.0%** in 3Q22, -0.9 p.p. vs 3Q21 due to greater mix of international and greater share of B2C and Argentina; **increase of 0.4 p.p. compared to 2Q22**
- **Operating Expenses:** +15% vs 3Q21 (Consumed Bookings +61%), showing operating leverage
- **EBITDA: R\$72 million in 3Q22**, best result since 3Q19

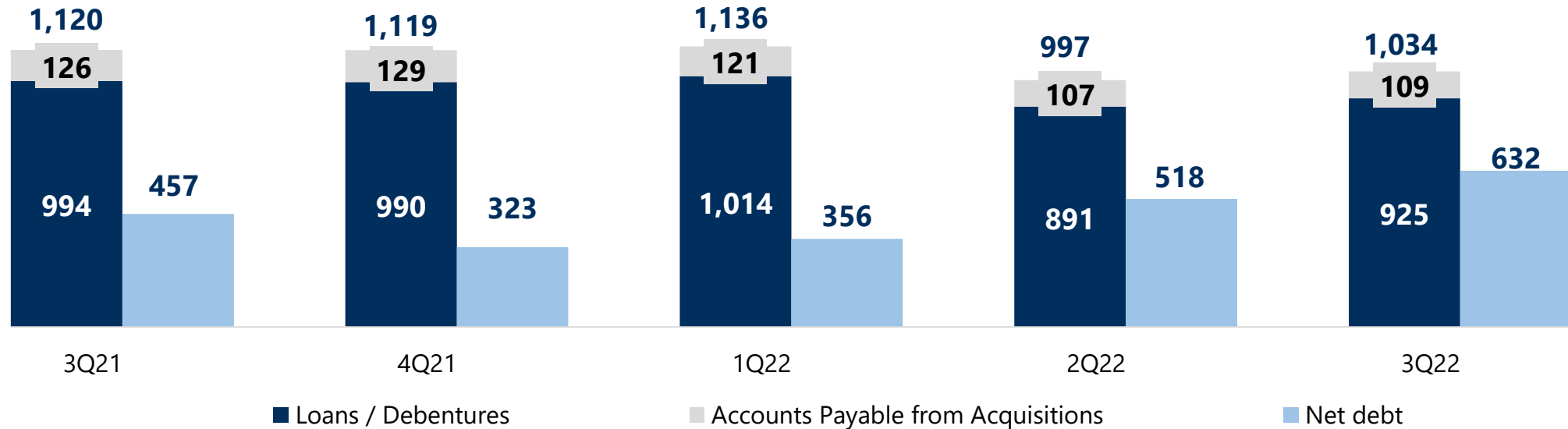
Cash Flow

- Greater balance of Operating Cash Flow due to EBITDA recovery
- In 3Q22, the Company prepaid receivables totaling R\$566 million (R\$242 million in 2Q22)
- Capex still at high levels due to deliveries expected by the end of the year

<i>R\$ million</i>	3Q22	3Q21
Net Loss before taxes and social contribution	(70.5)	(80.6)
Non-cash Items	179.0	57.8
Variation in working capital	(90.2)	(110.3)
Net Cash Flow from Operations	18.3	(133.1)
Net Cash Flow invested in Investments activities - Capex	(61.8)	(26.8)
Debtures and loans	-	(197.5)
Capital Increase	-	448.6
Payment of interest	(15.7)	(23.2)
Others	(20.5)	(2.4)
Net Cash Flow from Financing activities	(36.2)	225.5
Exchange-rate change and cash equivalents	2.5	14.0
Cash flow in the period	(77.2)	79.6
Cash balance in the beginning of the period	479.5	583.9
Cash balance in the end of the period	402.4	663.5

Indebtedness

Debt Composition
R\$ million

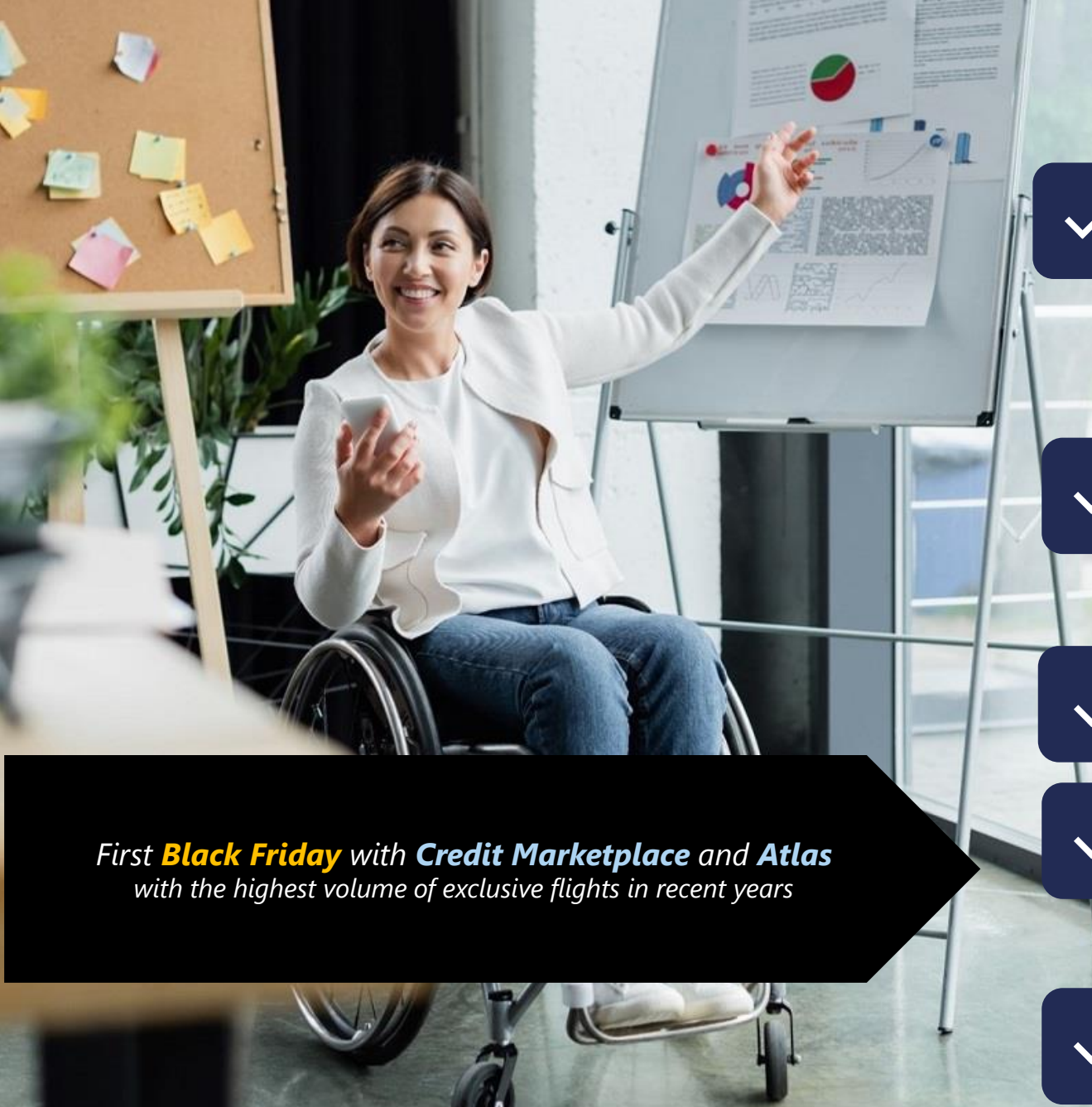


- *The Company continues to evaluate improvements in the Capital Structure in order to sustain the expected growth in the coming periods*



Flight Plan CVC Corp





First **Black Friday** with **Credit Marketplace** and **Atlas**
with the highest volume of exclusive flights in recent years

Flight Plan



Consolidating as the first Brazilian Turistech

Oriented to Innovate

Clube CVC to loyal the costumer
31 million costumers in the CRM, of which more than 11 million are in the engine of influence

Investing in the convergence of online and offline channels, offering the best personalized recommendations



4Q: Execution of Strategic Fronts

The unification of B2B platforms - will facilitate being a "one stop shop" for agencies, due to the simplicity of using the platform.



Biggest Cruise Season in the last 10 years¹

9 vessels, 184 itineraries, +780 thousand beds in 6 months (+ 47% compared to the 530 thousand offered in 2019/2020)



Go-to-market

1. Market: 2023 to a strong start
2. Relevance of our brands and distribution
3. Greater execution capacity and new tools/platforms



We remain focused on continuing to grow sustainably and profitably

¹Source: Associação Brasileira de Cruzeiros Marítimos (CLIA)
At the link: <https://abremar.com.br/guia-clia-brasil/>



Q&A

Para fazer uma pergunta, por favor, digite *1 (asterisco-um).
Para retirar a pergunta da lista, digite *2 (asterisco-dois).

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