



Results Presentation - 2Q23

August 9, 2023

Disclaimer

Certain statements contained herein are forward looking statements based on Management's current estimates regarding future performance that may result in material differences regarding results in the future, performance and events. These prospects include future results that may be affected by historical results and investments.

In fact, actual results, performances or events may differ materially from those expressed or implied by the forward-looking statements, as a result of several factors, such as the general and economic conditions in Brazil and other countries, interest rate and exchange rate levels, future rescheduling or prepayment of debt denominated in foreign currencies, changes in laws and regulations and general competitive factors (on a global, regional or national basis).

Highlights

Crédito: Panrotas – Rodrigo Vieira

Leverages for tourism growth



- (-) Positive inflationary scenario – IPCA and industry
- (+) Increase in capacity (ASK)
- (+) PMS¹ indicates a growing volume of tourist activities
- (+) Hotel occupancy rate at 2019 levels with average ticket increase (+21%)

Growth projected in Brazilian tourism revenues in 2023 points out a study by Fecomércio



CVC Sales Convention 2023 Led by Fábio Godinho



Sell

Sell more

Sell much more

- **+1,300** participants *in loco*
- Rapprochement of master franchisees and franchisees
- Realignment between profitability - franchisor and franchisees and opening of new stores
- Focus on partnership with strategic suppliers and pricing
- Prioritize core businesses: product, marketing, sales and post-sales operations

Public Offer (*Follow-on*)

- Fundraising of **R\$ 550 million**
- Issuance of **166 million of shares**
- Pricing **R\$ 3.30/share**

Warrants¹

- Issuance of **83 million of warrants** (1 subscription warrant for each 2 shares subscribed in the offering)
- **Exercise Date:** 11/21/2023
- **Exercise Price:** the average of the closing prices of the Shares at B3 in the 15 days preceding the Exercise Date, with a discount of 10%



Former founders reinvest in the Company

In the context of the Public Offer, the CVC former founder, subscribed the amount equivalent to R\$100 million in shares, through GJP FIA

¹ We recommend the complete reading of the Material Fact of 06/22/2026 about the Pricing of the Offer, available on the Company and CVM website

Management Team to deliver CVC Corp's disciplined growth strategy with focus on profitability





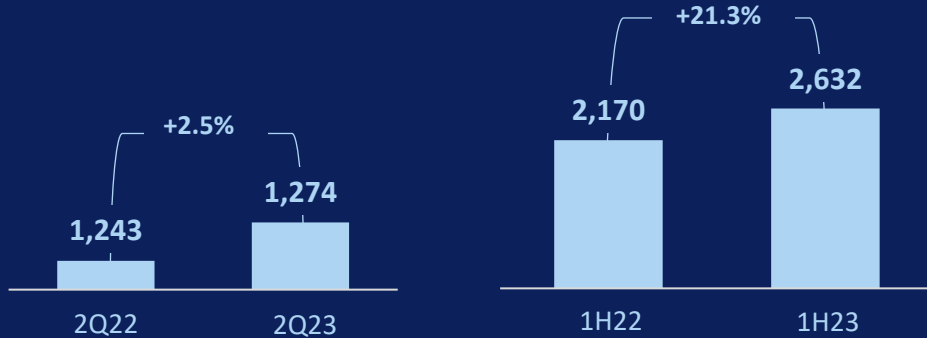
CVC Corp Results



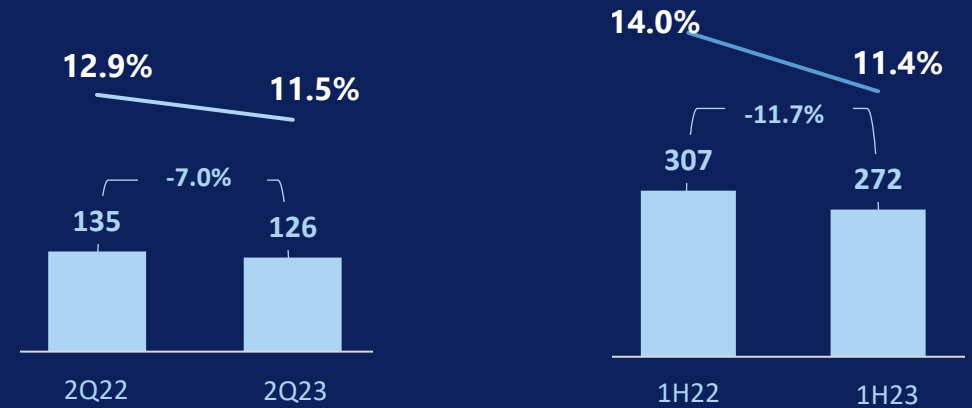
Brazil Operations Performance – B2C

R\$ million

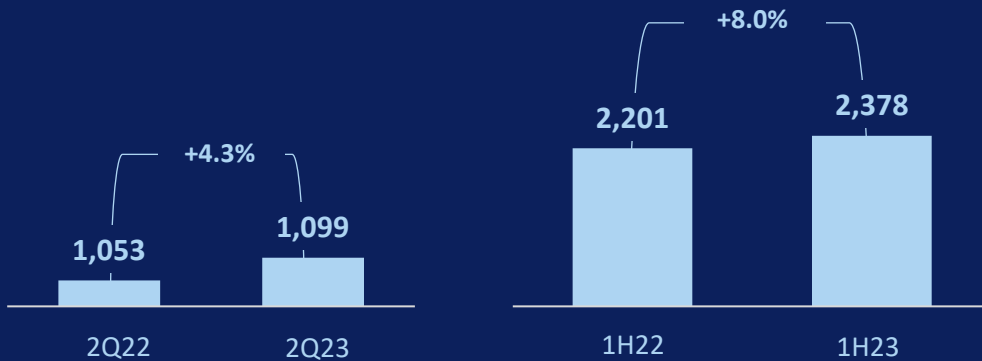
Bookings



Net Revenue and Take Rate (%)



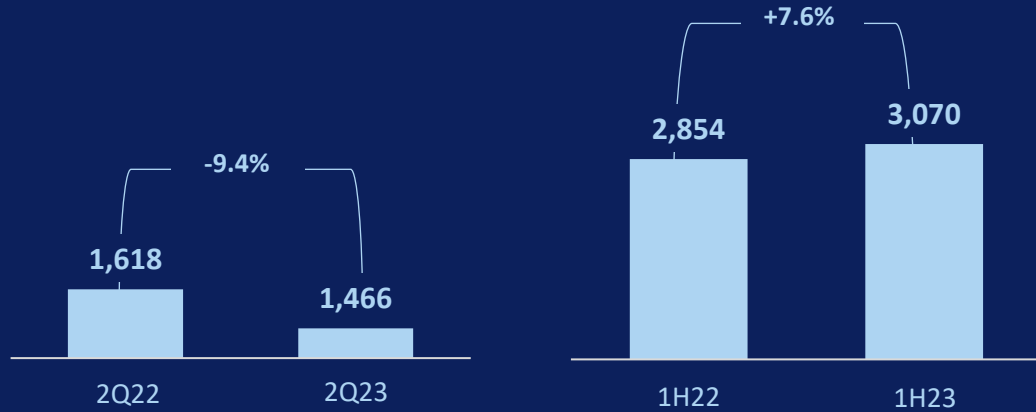
Consumed Bookings



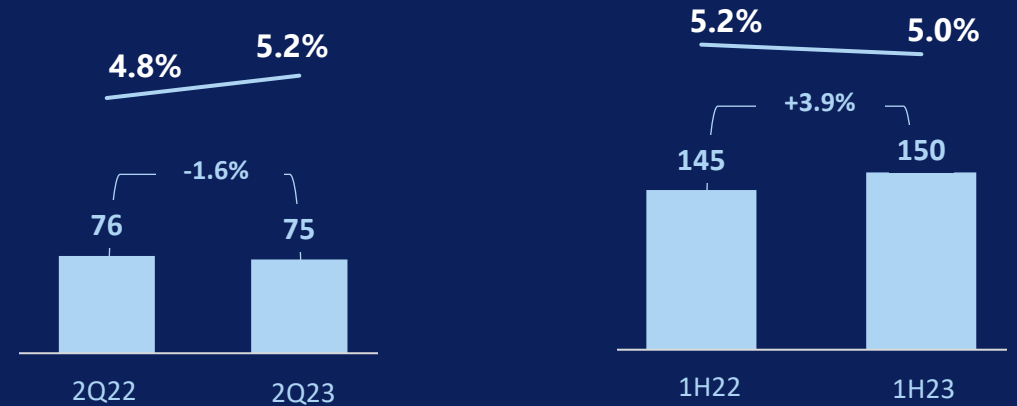
Brazil Operations Performance– B2B

R\$ million

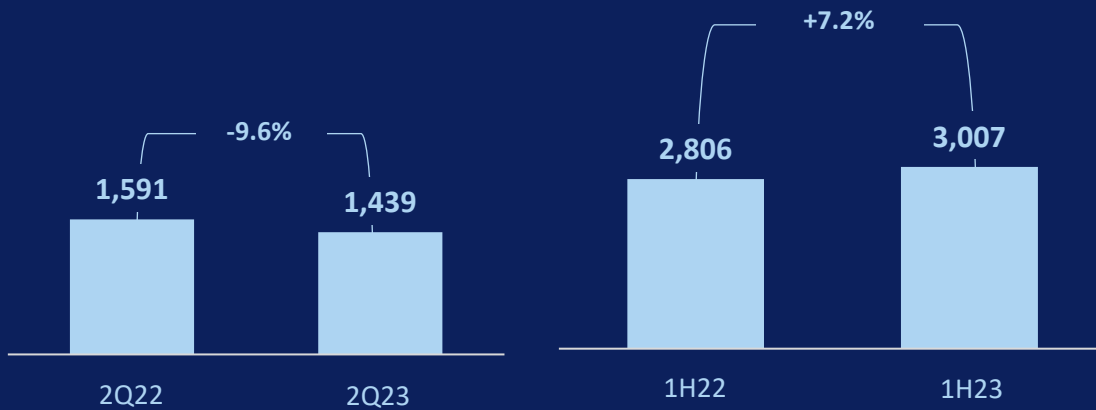
Bookings



Net Revenue and Take Rate (%)



Consumed Bookings

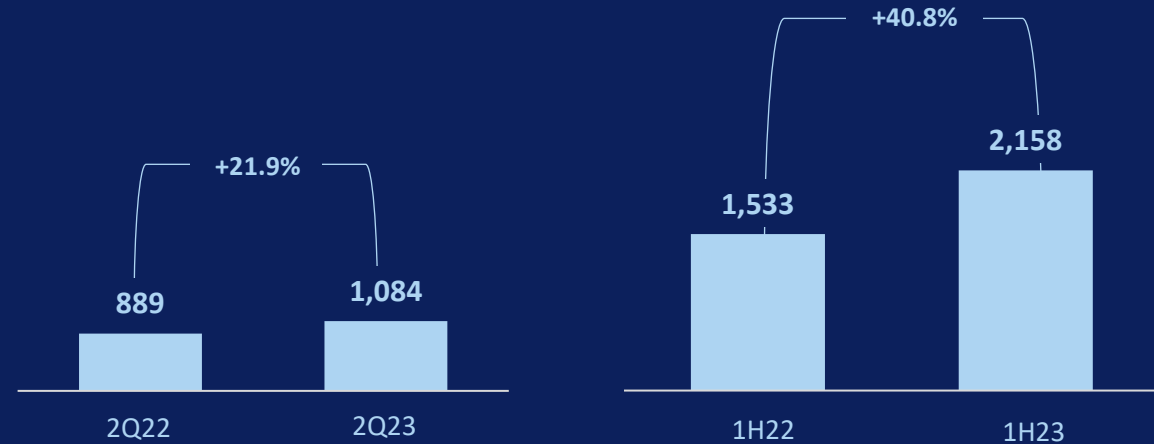


Operations Performance in Argentina

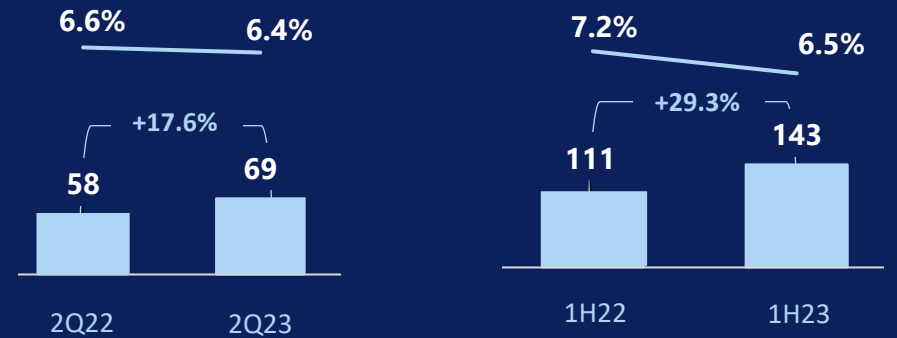
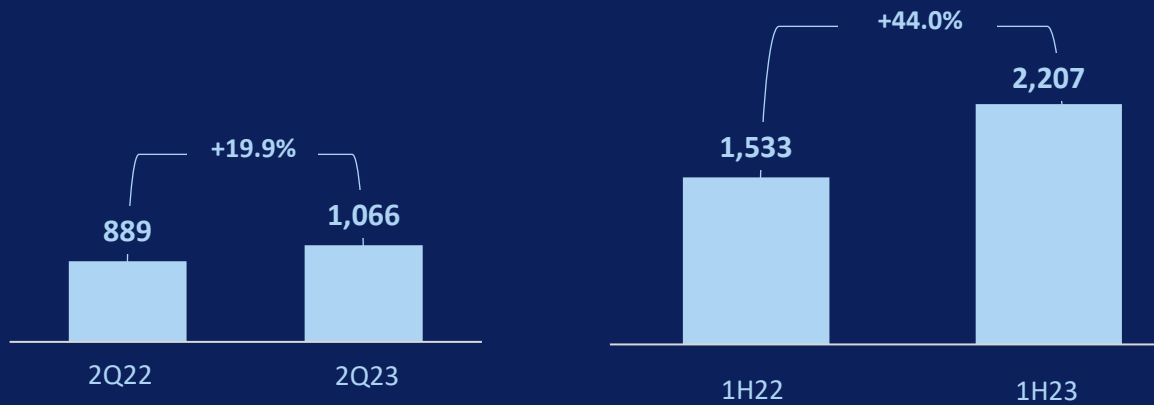
Net Revenue and Take Rate (%)

R\$ million

Bookings



Consumed Bookings

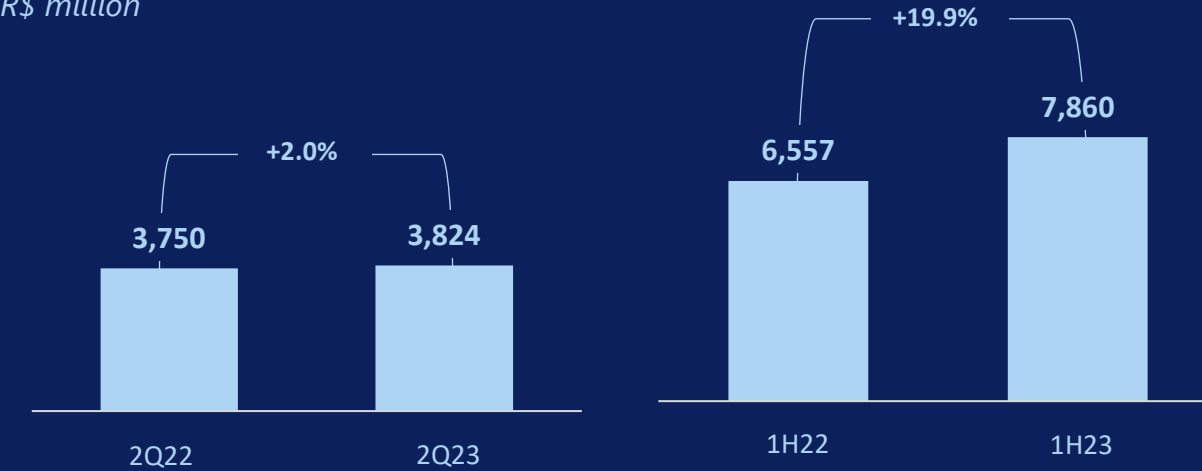


CVC Corp Operations Performance

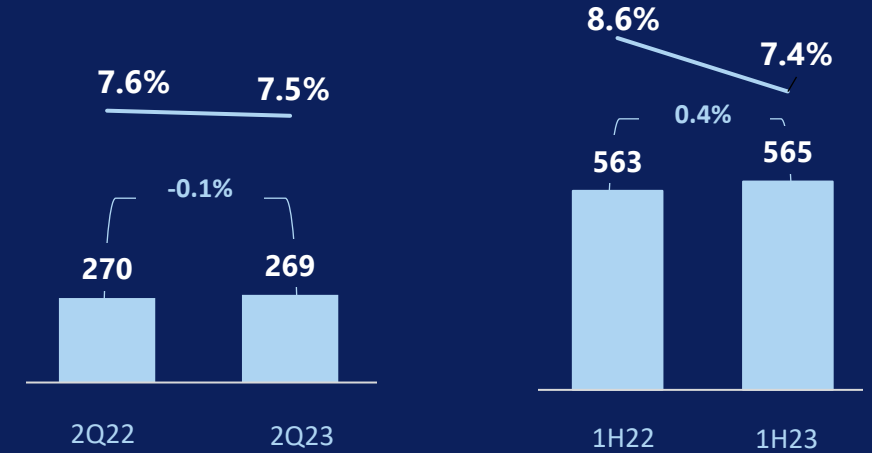
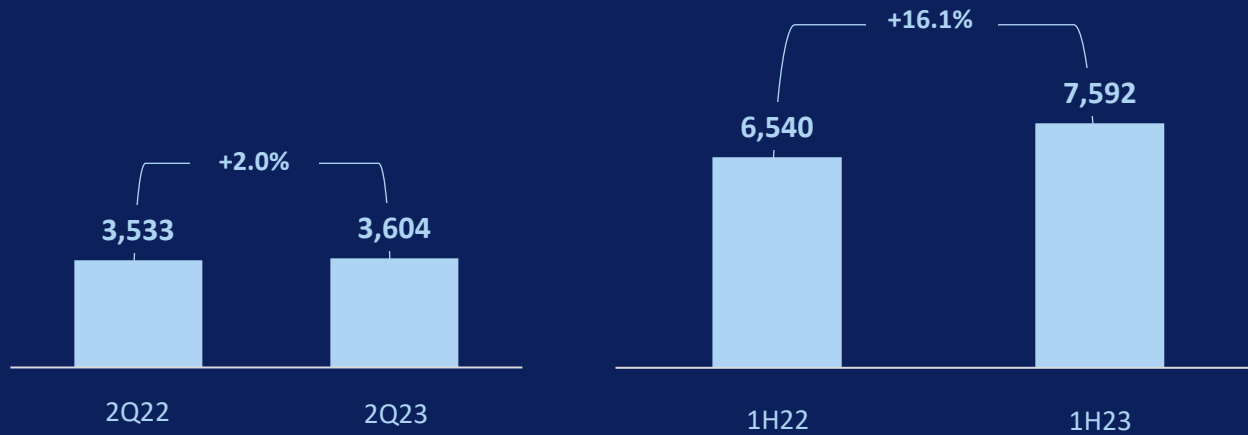
Net Revenue and Take Rate (%)

R\$ million

Bookings

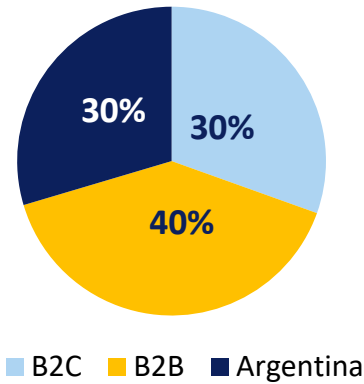


Consumed Bookings

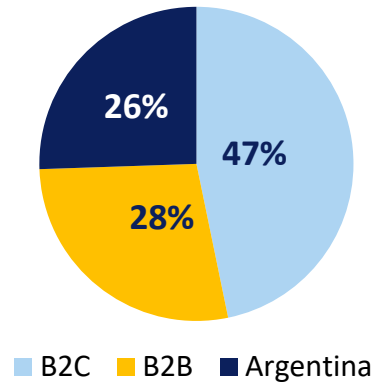


Financial and Operational Performance

Consumed Bookings per Business Unit (%)



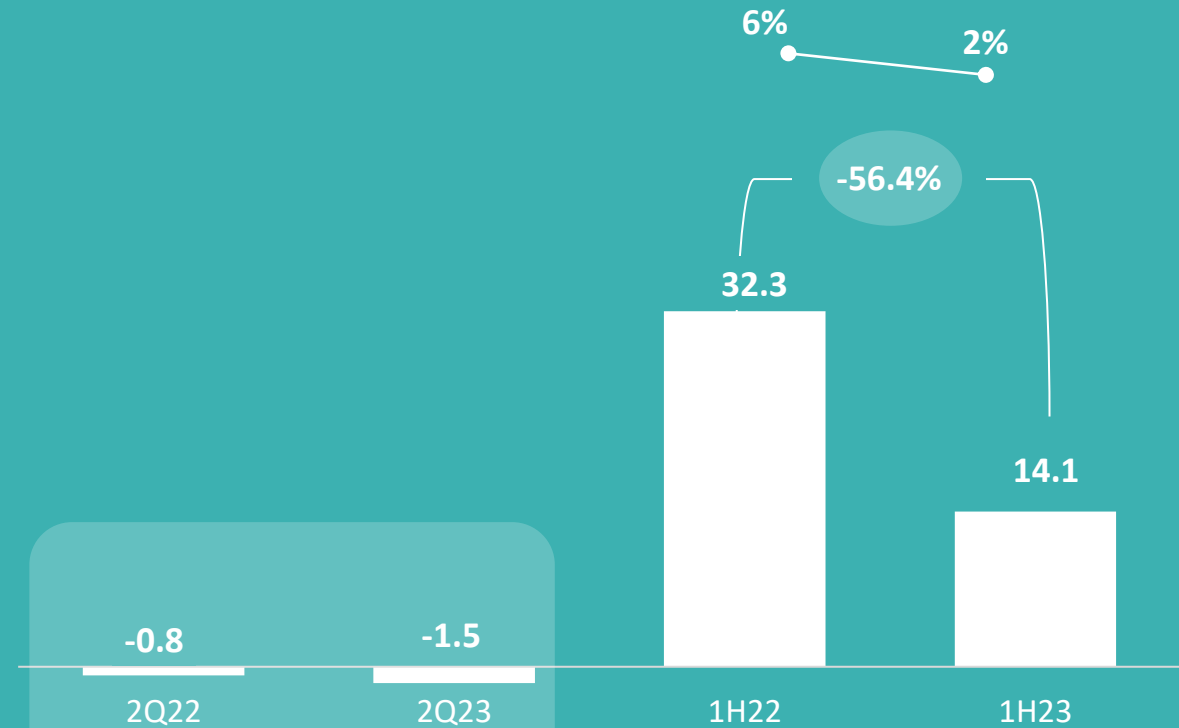
Revenue per Business Unit (%)



EBITDA and EBITDA Margin

R\$ million and %

● EBITDA Margin



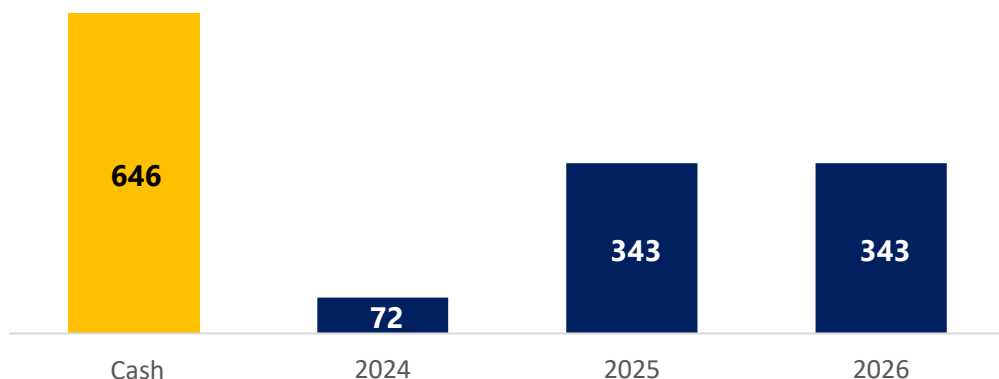
Debentures Reprofiled

**Debenture Holders General Meeting
Held on April 6, 2023**

- ✔ Realization of the liquidity event: **R\$ 550 MM**
- Expected to carry out in the coming months a tender offer of at least **R\$ 75 MM**
- CDI Rate + 5.5% p.y.

Expected amortization schedule

R\$ million



Cash

R\$ million

Cash Balance 1Q23	426.2
(-) Operational Activities	(64.4)
(-) Capex	(28.6)
(-) Debt Amortization	(124.4)
(-) Interest Payment	(63.7)
(+) Capital Increase	521.8
(-) Others	(20.8)
Cash Balance 2Q23	646.1



Flight Plan 2H23/2024

Disciplined Growth Strategy, Focused on Efficiency and Profitability



Expansion in Sales + Stores

Focus on product/pricing, increase of SSS (Same-Store Sales), opening of new stores.



Improve the Mix and Increase in Take Rate

Improve the product mix by prioritizing the most profitable ones and with less need for working capital.



Opex Reduction – expenses

Reduction of fixed expenses in the back-office, preserving areas essential to the business - products, sales, marketing and post-sales.



Capital Structure

Reinforcement of working capital and reduction of leverage



Q&A

To ask a question, please type *1 (asterisk-one).
To remove the question from the list, type *2 (asterisk-two).

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CVC CORP



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