

2Q21 EARNINGS VIDEOCONFERENCE



AREZZO

SCHUTZ

ANACAPRI

ALEXANDRE
BIRMAN

FEVER

ALME

VANS
"OFF THE WALL"

Reserva

TROC

ZZ'MALL

Baw®

mySHOES

AGENDA

1. OPENING ANNOUNCEMENT
2. SALES PERFORMANCE
3. FINANCIAL HIGHLIGHTS
4. BUSINESS DIGITALIZATION AND OMNICHANNEL
5. AR&CO UPDATE
6. BAW ACQUISITION
7. VANS UPDATE
8. US OPERATION
9. NEW BRAND MY SHOES
10. TROC UPDATE
11. ORGANIC GROWTH
12. ESG
13. BRANDS OVERVIEW

OPENING ANNOUNCEMENT

OPENING ANNOUNCEMENT

- **RECOVERING SALES FOR ALL OF THE GROUP'S BRANDS, PARTICULARLY SINCE THE BRICK-AND-MORTAR STORES REOPENED**
 - 18% GROWTH IN JULY AND 28% IN AUGUST
- **CONSISTENT PROGRESS IN DIGITAL AND OMNI SALES**
 - ECOMMERCE GROWTH OF 254% VS 2Q19 AND 47% OF REVENUE FROM PHYSICAL STORES INFLUENCED BY DIGITAL TOOLS
- **SOLID RESULTS FROM RESERVA, PARTICULARLY ON FATHERS' DAY**
- **EXPANSION OF THE GROUP'S ADDRESSABLE MARKET THROUGH STRATEGIC PROJECTS SUCH AS BAMBINI, SCHUTZ APPAREL AND MY SHOES**
- **PROFITABILITY OF THE US OPERATION AND ADJUSTMENT OF SCHUTZ PRICING POSITION**
- **EXECUTION AND CONSISTENCY TOGETHER WITH SOLID FINANCIAL PERFORMANCE ENABLED THE PURSUE OF NEW CHALLENGES**

STRONG 2Q21 PERFORMANCE

AREZZO
& CO

R\$175M

**GROSS REVENUES
WEB COMMERCE**

62%

R\$706M

**CONSOLIDATED GROSS
REVENUES**

+710bps

GROSS MARGIN

R\$182M

**GROSS REVENUES
MULTIBRAND**

R\$143M

**GROSS REVENUES
AR&CO**

15,2%

**ADJUSTED
EBITDA MARGIN**

R\$84M

ADJUSTED EBITDA
EBITDA OF R\$213MM

R\$47M

ADJUSTED NET INCOME
NET INCOME OF R\$133MM

28%

**WEB COMMERCE
SHARE**

DIGITAL PROWESS

AREZZO
& CO

33%

**SALESPERSON APP SHARE
IN BRICK-AND-MORTAR
STORES SELL OUT**

62%

+292 K

**NEW CUSTOMERS CAPTURED
(+71,0% VS 2Q20)**

98%

**ON-TIME DELIVERY
(+5% FROM 2Q20)**

294.7 K

**REACTIVATED CUSTOMERS
(+123% FROM 2Q20)**

100%

**GROWTH IN STORE CLICK AND
COLLECT REVENUES VS 1Q21**

+25%

**REVENUES FROM HEAVY-USER
PURCHASES**

+3,2M

**ACTIVE CUSTOMERS IN
THE BASE**

34%

**TOTAL APP SHARE OF WEB
REVENUES
(+143% FROM 2Q20)**

SELL OUT RESULTS

2Q21

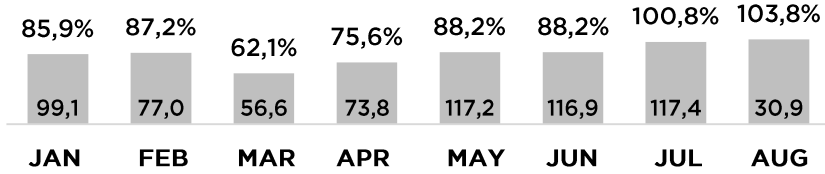
SELL-OUT PERFORMANCE ACCELERATION

OPEN AND CLOSED STORES + WEB CHANNEL

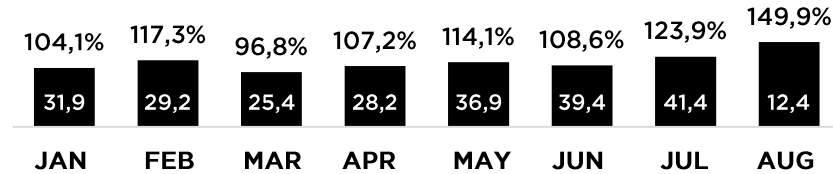
vs 2019

vs 2020

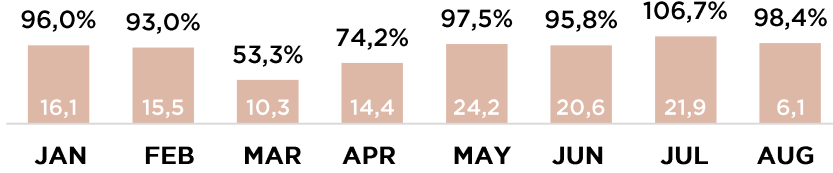
AREZZO



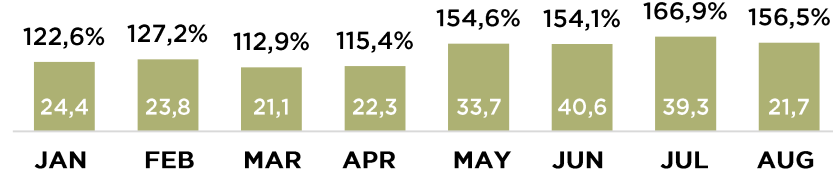
SCHUTZ



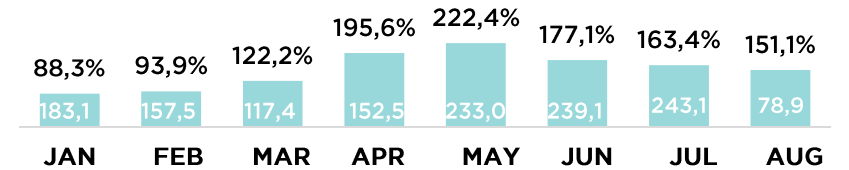
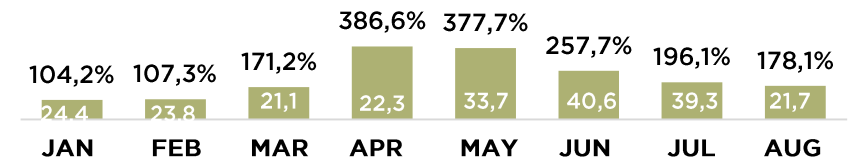
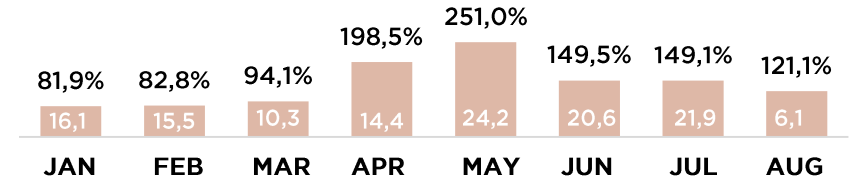
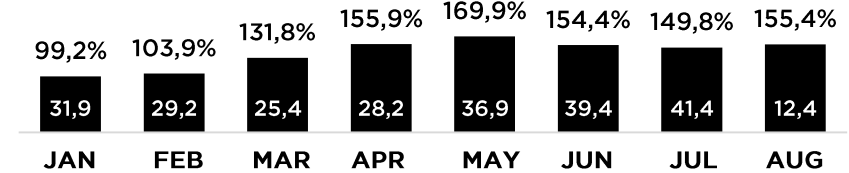
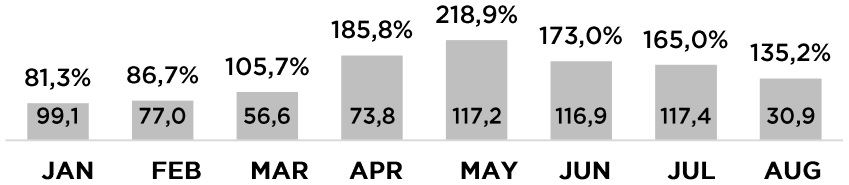
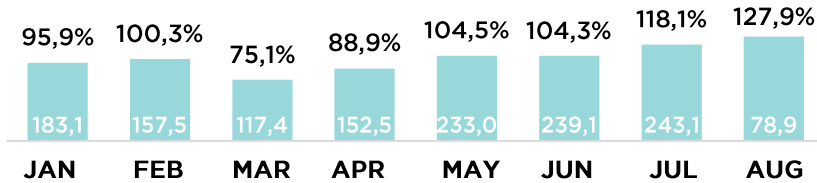
ANACAPRI



Reserva



AREZZO
& CO



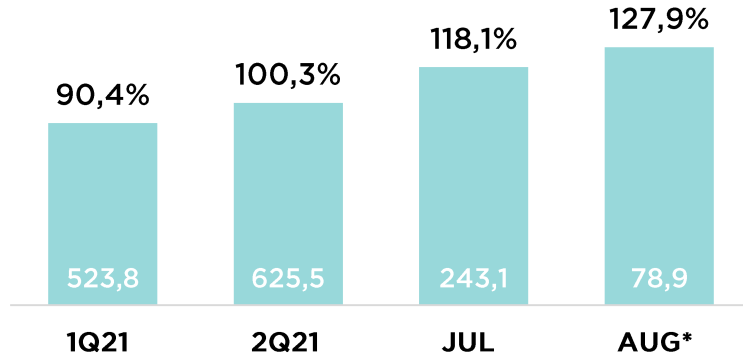
ACCELERATING PERFORMANCE IN JULY AND AUGUST

SHARES VS 2019

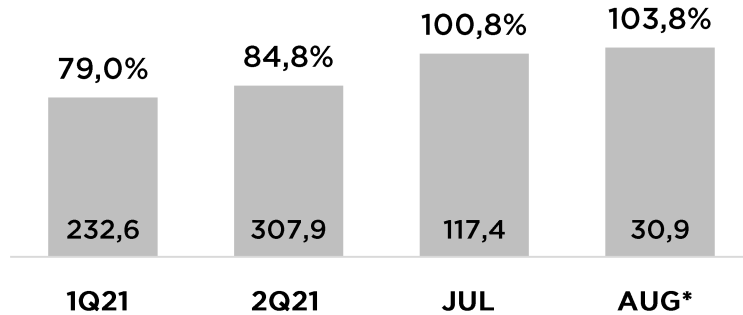
AREZZO
&CO

SELL OUT
R\$ M

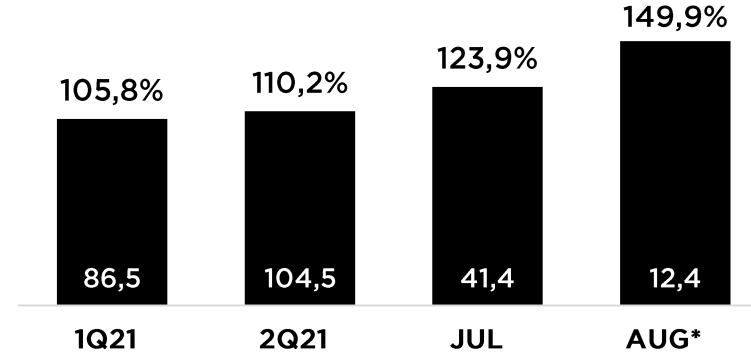
AREZZO
&CO



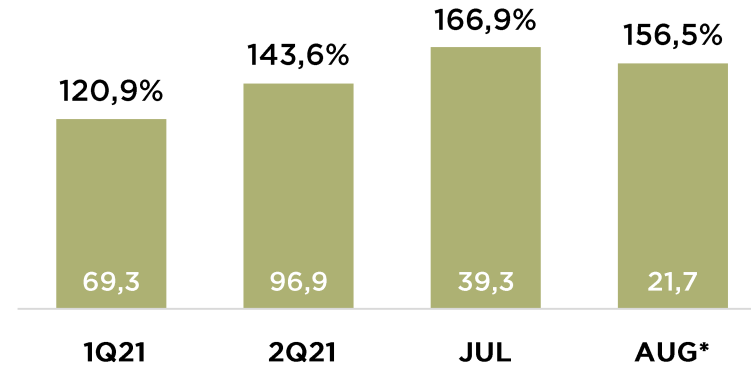
AREZZO



SCHUTZ



Reserva



SIGNIFICANT RESULTS EVOLUTION IN THE 3RD QUARTER

+18%

vs 19

AREZZO&CO + AR&CO
IN JULY

+28%

vs 19

AREZZO&CO + AR&CO
IN AUGUST

+67%

vs 19

AR&CO
IN JULY

+50%

vs 19

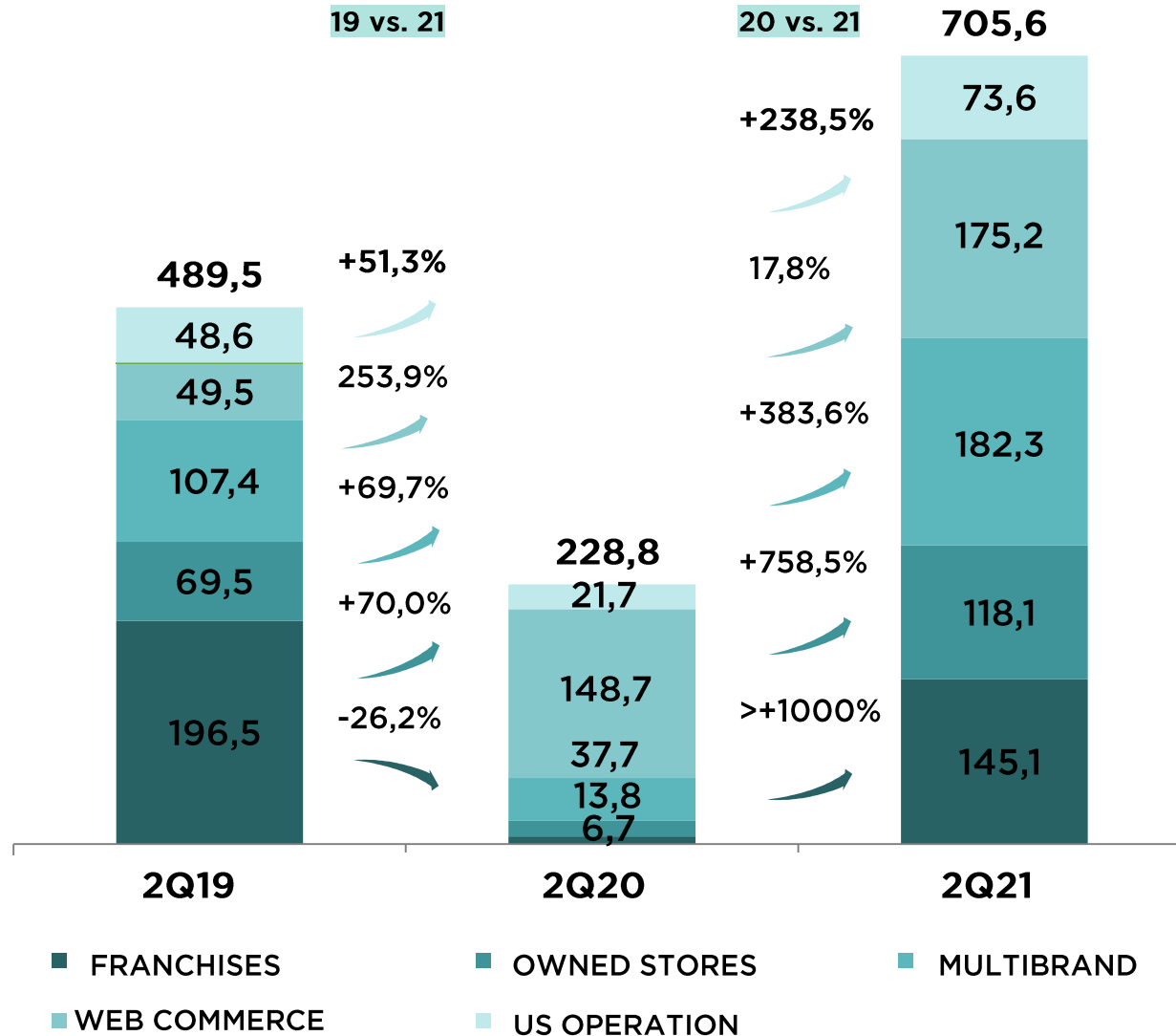
SCHUTZ BRAND
IN AUGUST

2Q21 FINANCIAL HIGHLIGHTS

2Q21 GROSS REVENUES

BY CHANNEL - DOMESTIC AND INTERNATIONAL MARKETS

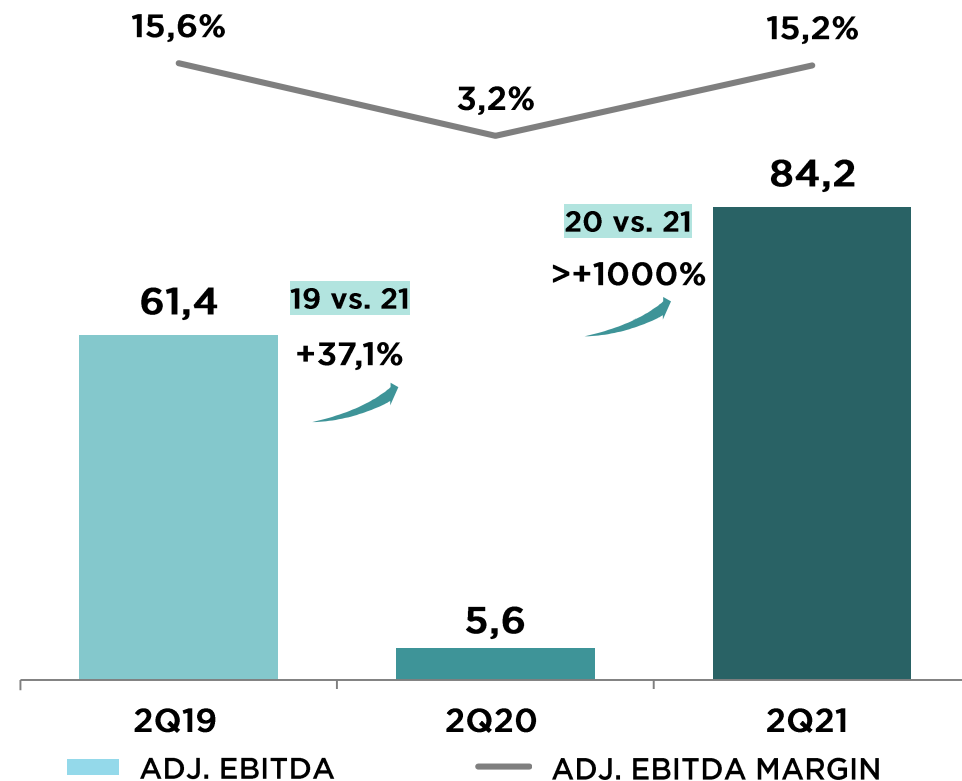
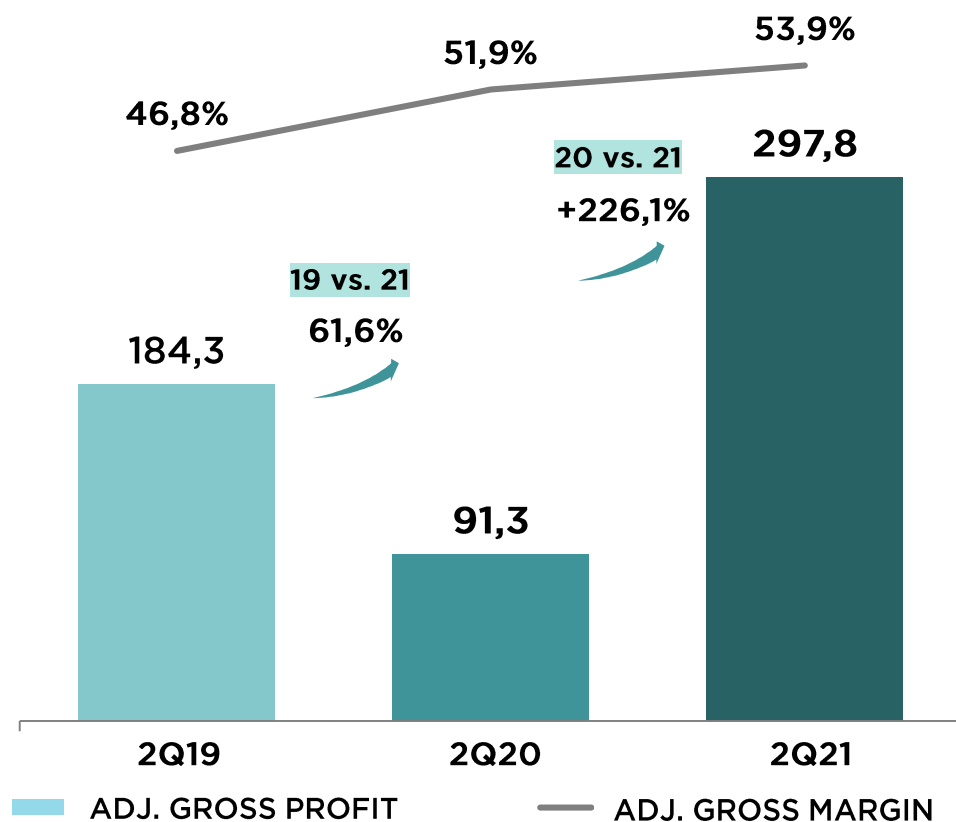
(R\$ M)



HIGHLIGHTS*

- R\$ 705.6 M IN GROSS REVENUES, UP **208.3%** FROM 2Q20 AND UP **44.2%** FROM 2Q19
- **17.8%** WEB COMMERCE GROWTH FROM 2Q20 AND **253.9%** FROM 2Q19, MAINTAINING A HIGH REVENUE LEVEL IN THE QUARTER : **R\$ 175.2 M**
- **383.6%** MULTIBRAND GROWTH FROM 2Q20 AND **69.7%** FROM 2Q19, MAINTAINING A HIGH REVENUE LEVEL IN THE QUARTER : **R\$ 182.3 M**

2Q21 GROSS PROFIT AND EBITDA (ADJUSTED)



HIGHLIGHTS

- **INCLUSION OF AR&CO, MAINLY DUE TO THE HIGHER MIX OF OWNED STORES (HIGHER GROSS MARGIN)**
- **INCREASED WEB COMMERCE SHARE ON THE CONSOLIDATED MIX (11.7% IN 2019 VS. 28.1% IN 2020)**

- **POSITIVE IMPACT FROM ASSERTIVE COLLECTIONS AND STRONG MARKETING CAMPAIGNS;**
- **POSITIVE IMPACT FROM THE (I) ADDITION OF AR&CO AND VANS BRAND, AND (II) THE US OPERATION'S POSITIVE EBITDA.**

BUSINESS DIGITALIZATION & OMNICHANNEL

DIGITAL PROWESS

R\$1.4 B

WEB + TECHNOLOGY REVENUES IN THE PAST 12 MONTHS

**AREZZO
&CO + AR&CO**

AMPLE OPPORTUNITY TO SCALE UP OUR DIGITAL ARSENAL

AREZZO&CO AND AR&CO DIGITAL REVENUES (EX- WEB)

AREZZO&CO

✓ **47.0%** OF BRICK-AND-MORTAR STORES' 2Q21

SELL OUT

AR&CO

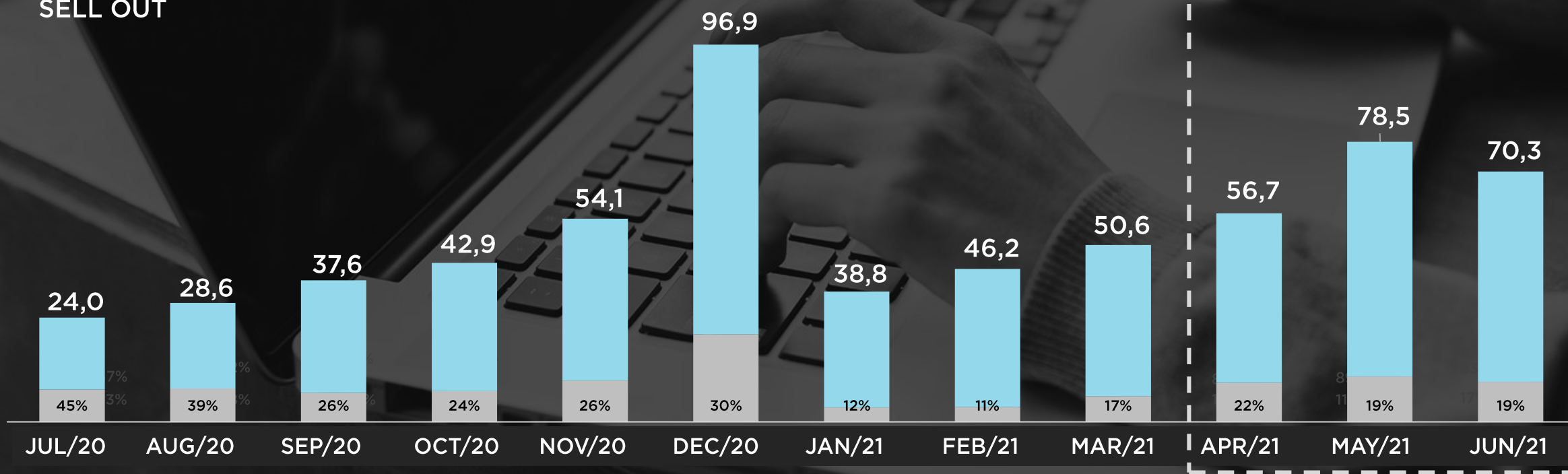
✓ **57.4%** OF BRICK-AND-MORTAR STORES' 2Q21

SELL OUT

REVENUES FROM DIGITAL TOOLS + SALESPERSON APP IN
THE LAST 12 MONTHS

R\$ 625.2 M

~~205 M IN 2Q21~~



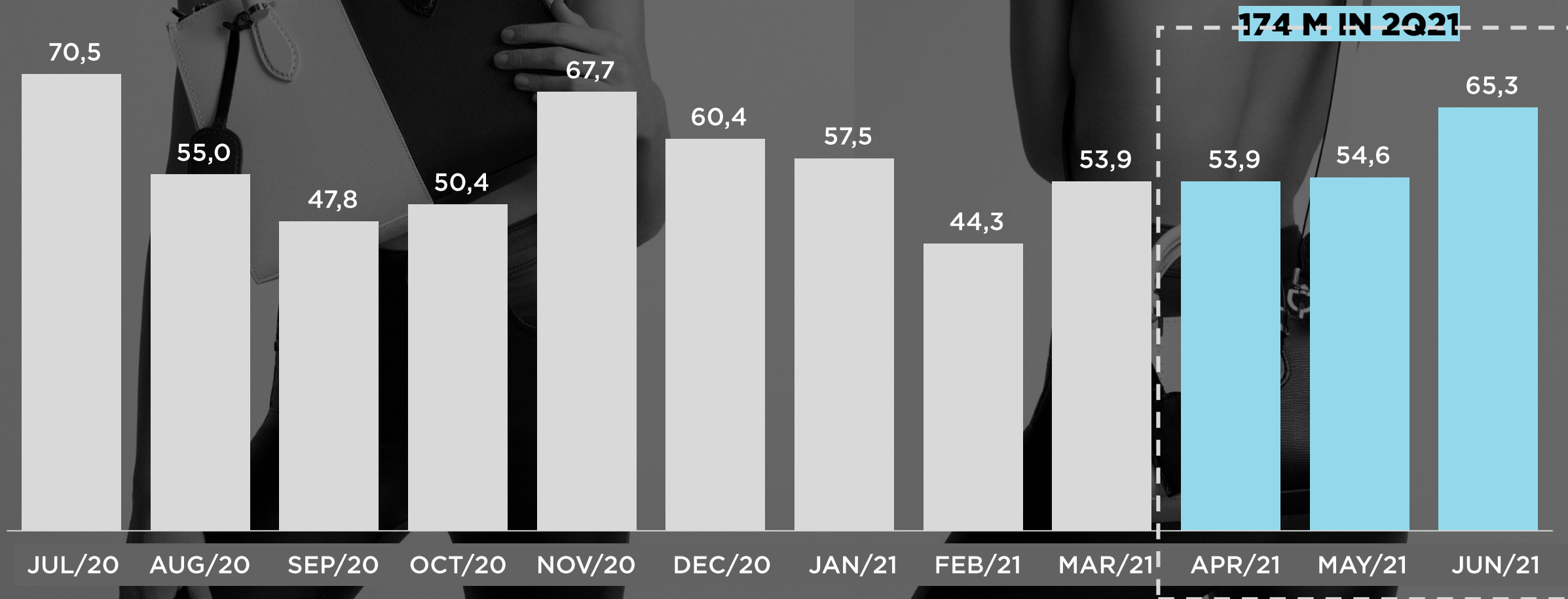
BUSINESS AND OPERATIONS DIGITALIZATION

MAINTAINING THE HIGH REVENUES LEVEL ATTAINED IN 2020

AREZZO
&CO

*E-COMMERCE REVENUES IN
THE LAST 12 MONTHS

R\$ 681.2 M



174 M IN 2021

RESULT: 47% OF SALES DRIVEN BY DIGITAL

SHARE OF BRICK-AND-MORTAR STORES' SELL OUT - 2Q21

**AREZZO
&CO**



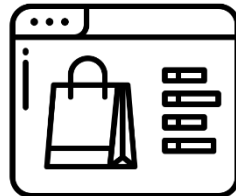
**SALESPERSON
APP**

32.7%



SALES LINK

4.2%



**INFINITE SHELF /
COUPON**

4.7%



**CLICK AND
COLLECT**

5.3%

TOTAL OMNICHANNEL:

SHARE OF SALES: 47.0%



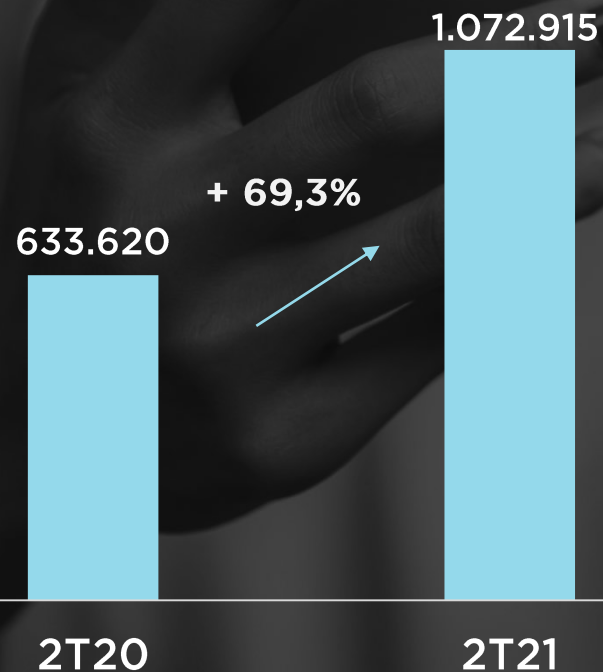
STRONG GROWTH IN THE DIGITAL CUSTOMER BASE

+ 903.4 K ACTIVE DIGITAL CUSTOMERS WITH PURCHASES IN THE LAST 12 MONTHS

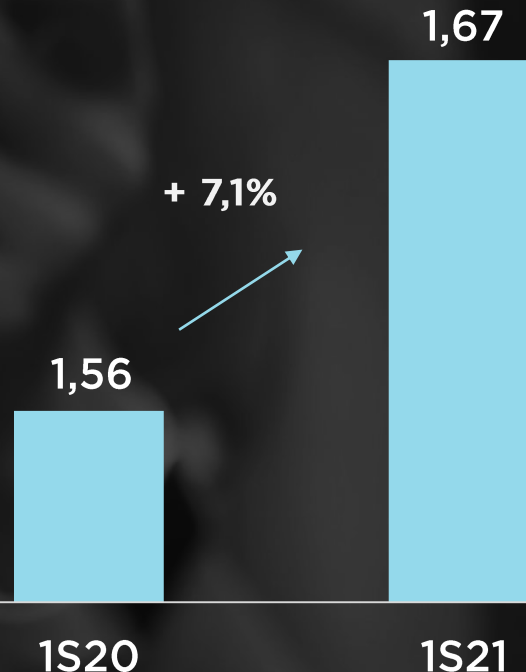
AVERAGE CUSTOMER FREQUENCY ABOVE PRE-PANDEMIC LEVELS

DIGITAL RELATIONSHIP LEVERAGED OMNI SALES

**WEB + OMNI
ACTIVE CUSTOMER BASE**



AVERAGE QUARTERLY SHOPPING FREQUENCY



32.7%

PHYSICAL STORES SALES WERE INFLUENCED BY DIGITAL CONTACTS - SALESPAERSON APP

NPS 82

MAINTAINING HIGH CUSTOMER SATISFACTION LEVELS

INTERACTIONS THAT CONNECT US

WE WERE BORN. ANALOGUES, DISCOVERING THE WORLD THROUGH TOUCH, INTERACTIVITY. WE PLAY, WE RUN AND BIT BY BIT, AT SOME TIME OF OUR EXISTENCE, WE DIGITALIZE.

WHAT IF THE BUILDING LEADED US TO OUR ORIGINS, WHERE THE TOUCH, THE SMELL AND TECHNOLOGICAL EVOLUTION CONNECTED US TO THE ESSENCE OF AREZZO&CO, FROM THE FOUNDATION TO THE DIGITALIZATION OF THE BUSINESS?

HUB IS A SPACE FOR COLLABORATION, IT IS A SPACE FOR CREATION. IT IS OPEN.

**IT'S FOR EVERYONE, ZZ HUB IS
OURS!**



ZZ HUB – GROUND FLOOR

GROUND FLOOR CO-CREATION CENTER

**AREZZO
&CO**



- APPROACH WITH UNIVERSITIES AND STARTUPS

- ATTRACTION AND RETENTION OF TALENT

- SPACES FOR EVENTS, COURSES AND INTEGRATION WITH STRATEGIC PARTNERS

- ECOSYSTEM AS A MEETING POINT OF CREATIVE AND RESTLESS MINDS

ZZ'MALL



NEW DIGITAL BUSINESS

ZZ MALL: 2Q RESULTS

AREZZO
&CO

68%

GMV GROWTH

23%

AVERAGE TICKET
GROWTH

35%

OF CLIENTS ARE NEW
AREZZO&CO CUSTOMERS

101%

INFLUENCER BASE
GROWTH (ZZ
INFLUENCERS)



NEW DIGITAL BUSINESS

ZZ MALL: MAIN INITIATIVES

01. GINGER

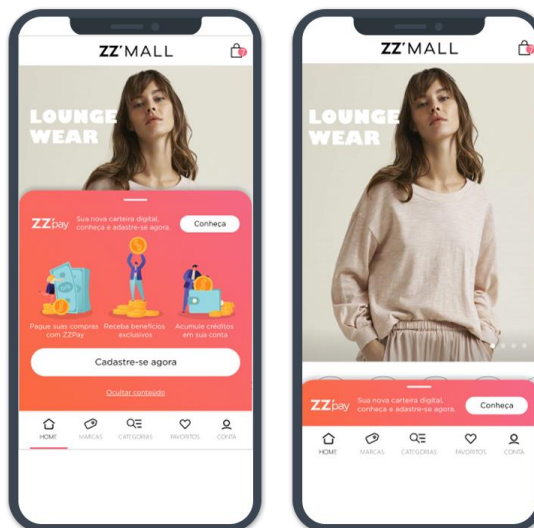
LAUNCH OF OUR FASHION DIRECTOR MARINA RUY BARBOSA'S BRAND, WITH EXCLUSIVE PRODUCTS FOR THE PLATFORM.

GINGER



02. LOYALTY

PHASE 1 WILL LAUNCH IN AUGUST WITH A CROSS-BRAND LOYALTY BUILDING MECHANISM BASED ON THE ZZ MALL APP, GENERATING BENEFITS AND CASHBACKS FOR END CUSTOMERS.



03. RESALE

PHASE 2 INTEGRATION WILL GO LIVE WITH THE INTEGRATION OF RESALE PRODUCTS.

ZZ'MALL +TROC

THIS WILL ENABLE USING A SINGLE CART TO SHOP FOR 1P, 3P AND RESALE ITEMS.

AR&CO UPDATE

SALES PERFORMANCE | FATHERS' DAY

96% GROWTH VS 20 AND 67% VS 19 IN JULY

**EMPHASIS ON E-COMMERCE'S
422%* GROWTH.**

**JULY: GROWTH OF 96% VS
20 AND 67% VS 19**

**AUGUST: GROWTH OF 78%
VS 20 AND 157% VS 19**

**STRONG MARKETING CAMPAIGN – “THE BEST THING ABOUT ME IS
YOU” – WITH INNOVATIVE ACTIONS SUCH AS THE “AMAZING
CHOCOLATE FABRIC”, A RESERVA CHOCOLATE STORE IN
PARTNERSHIP WITH THE KOPENHAGEN BRAND AND A YOUTUBE
LIVE PERFORMANCE BY ZECA PAGODINHO**



RESERVA SIMPLES

BRAZILIAN BASICS

CAMISETA
simples.[®]

- WITHOUT PRINTS AND IN 12 DIFFERENT COLORS, THE *SIMPLES* T-SHIRT WAS DESIGNED TO FIT EVERYONE
- AVAILABLE IN DIFFERENT CUTS AND SIZES (XXXP-XXXG), THE *SIMPLES* LINE OFFERS THE MARKET A MORE INCLUSIVE RANGE

SUBSCRIPTION

R\$ 24.99/MONTH

100%

CASHBACK*



*ANNUAL SUBSCRIPTION IN 12 INSTALLMENTS OF R\$ 24.99 - 3 MODELS PER YEAR, 1 UPON EXECUTION AND TWO MORE, ONE EVERY 5 MONTHS. AMOUNTS PAID CONVERT INTO CREDITS FOR MONTHLY PURCHASES.

RESERVA SIMPLES

BRAZILIAN BASICS

+14 MIL

ITEMS SOLD

R\$1.4 M

OF REVENUES

10%

**INCREASE IN
CUSTOMER
FREQUENCY**

+3.3 k

SUBSCRIPTIONS

30%

**OF CUSTOMERS MADE
PURCHASES AFTER SUBSCRIBING**

45%

**WITH AVERAGE TICKETS ABOVE
AVERAGE REGULAR CUSTOMERS.**

A diverse group of people, including men, women, and children, are posed in a studio setting. They are wearing various styles of denim clothing, such as jeans, jackets, and sweatshirts. The group is arranged in a way that suggests a family or a community. The background is a plain, light gray.

Reserva Jeans®

- **COMPETITIVE PRICE RANGE (R\$ 350 – R\$ 450) AND ENTRY PRICE;**
- **WIDE RANGE OF SKUs (80) – MEN'S, WOMEN'S AND CHILDREN'S;**
- **MANY WASHES AND CUTS;**
- **JEANS SWEATSHIRT -RESERVA EXCLUSIVE;**
- **SUSTAINABLE PRODUCTION PROCESS.**

RESERVA GO

- THE RESERVA FOOTWEAR LINE HAS EXCEEDED **21%** REPRESENTATIVENESS (VS APPROXIMATELY 10% PRE-ACQUISITION)
- REVENUES IN MAY AND JUNE HAVE SURPASSED **3-FIGURE** GROWTH
- LAUNCH OF THE “GO GIRL” CAMPAIGN – WOMEN’S SNEAKERS AND SLIPPERS LINE
- EXCELLENT SELL IN RESULTS (FRANCHISES AND MULTIBRAND)



LAUNCH OF THE NEW RESERVA APP

- **PILOT LAUNCH ON JULY 23**
- **LAUNCH ON AUGUST 15**
- **APP 100% DEVELOPED USING REACT TECHNOLOGY**
- **CHECKOUT SECURITY TECHNOLOGY**
- **EXPECTED 20% GROWTH IN RECURRING PURCHASES, AND EXPECTED CONVERSION RATE INCREASE**



BAW ACQUISITION

BAW CLOTHING ACQUISITION

- **A UNIQUE ENTREPRENEURIAL STORY IN THE BRAZILIAN DIGITAL ENVIRONMENT**
- **TOP 3 STREETWEAR BRAND IN AWARENESS IN BRAZIL - AFTER NIKE AND VANS**
- **100% ONLINE OPERATION WITH STRONG MARKETING STRATEGY BASED ON DIGITAL INFLUENCERS**
- **BAW WILL USE THE RESERVA GROUP'S SUPPLY CHAIN AND AREZZO&CO'S STRONG FOOTWEAR EXPERTISE**
- **BAW HAS CONTINUED TO PERFORM STRONGLY SINCE THE ACQUISITION - +60% IN JUNE AND SALES ACCELERATION IN JULY AND AUGUST**
- **CLOSING ON AUGUST 9**



BAW INTEGRATION HIGHLIGHTS

A group of five models (three women and two men) are posing on a dark metal industrial-style structure against a light, cloudy sky. They are wearing various Baw Clothing items: a black hoodie, a purple and red hoodie, a yellow crop top with 'Baw Clothing' text, a yellow and purple crop top with a patterned shirt, and a denim jacket. One man is wearing a purple bucket hat with 'Baw Clothing' on it. The models are in various poses, some sitting on the structure, others standing or leaning.

NEW DC

**SCHEDULED FOR EARLY
SEPTEMBER**

**BIGGER SPACE TO KEEP UP
WITH ACCELERATED
GROWTH**

FOOTWEAR

**CREATION OF BAW
SNEAKERS
COLLECTION
1ST DROP IN
OCTOBER**

**MODELING AND FIT
AWAITING APPROVAL**

**COLLECTION
STRATEGY PLANNING**

MULTIBRAND CHANNEL

**SELL IN STRATEGY DESIGN
UNDERWAY FOR CHANNEL
EXPANSION**

**FOCUS ON APPAREL AND
FOOTWEAR
USING THE RESERVA BRAND'S
CHANNEL STRENGTH**

TEMPLE STORE

**BAW'S FIRST B&M STORE
- FORMER
HEADQUARTERS**

**FEASIBILITY AND
PAYBACK STUDIES
COMPLETED**

**CONSTRUCTION SET TO
BEGIN IN SEPTEMBER**

FISCAL INCENTIVE

**STRUCTURING TO
SECURE THE BENEFIT
BY JAN/22 AT THE
LATEST**

VANS

UPDATE

VANS

QUARTER HIGHLIGHTS

GROWTH OF
150.9%
vs. 2Q20

26.8%
WEB-COMMERCE SHARE

APPAREL
18,7%

**AREZZO
&CO**

OPENINGS

- **THREE FRANCHISES IN 2Q20
(PORTO ALEGRE/RS,
FLORIANÓPOLIS/SC AND
BALNEÁRIO CAMBORIÚ/SC)**
- **TWO NEW OWNED STORES
IN AUGUST (BRASÍLIA/DF
AND PAULISTA AVENUE/SP)**

US

OPERATION

US OPERATION

- 2Q21 GROSS REVENUES OF
- **R\$ 73.6 M, +51.3%** VS 2019
- GROSS REVENUES
- **+93,3%** IN JUNE
- **+90.0%** IN JULY
- EBITDA BREAKEVEN MAINTAINED, WITH **R\$ 2.5 M** POSITIVE RESULT IN 2Q21

AREZZO
& CO

WEB-COMMERCE STRONG GROWTH

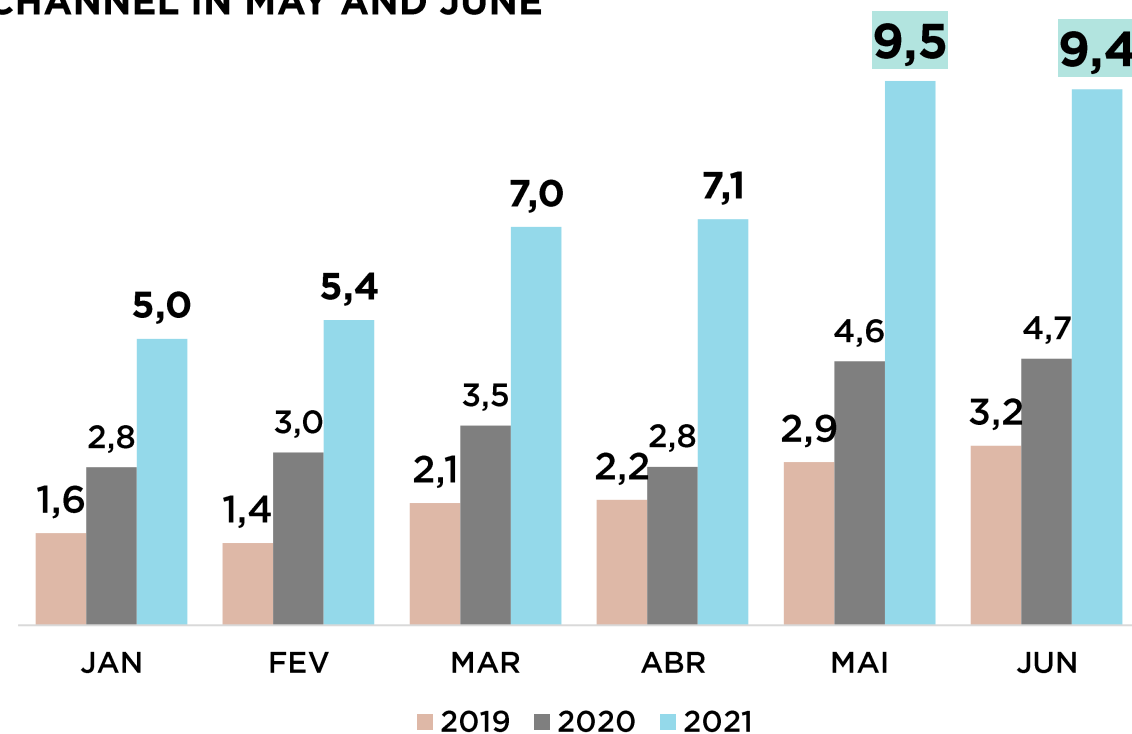
+201.7%

REAIS
VS 2Q19

+121.5%

DÓLARES
VS 2Q19

RECORD REVENUES ON SCHUTZ'S ONLINE CHANNEL IN MAY AND JUNE



A blurred background image of two women in sequined dresses walking on a city street at night, with bright lights and motion blur.

SCHUTZ USA

AREZZO
&CO

SALES PERFORMANCE ON THE WHOLESALE CHANNEL

GROWTH OF

113%

IN NUMBERS OF
DOORS VS. 2019

147

DOORS IN
TOTAL

77

NORDSTROM
STORES VS 26 IN
2019 (+196%)

NORDSTROM DATA - SELL IN

JULY: REVENUES

250%

HIGHER THAN THE SAME
PERIOD OF 2020

JULY YTD:

+87%

(IN USD)

NEW BRAND MYSHOES

MY SHOES ACQUISITION AND MERCADO LIVRE PARTNERSHIP

STRATEGIC RATIONALE AND NEXT STEPS

BRAND INACTIVE SINCE 2018, BUT WITH STRONG RECALL

NEW AVENUE GROWTH WITH PENETRATION INTO THE B- AND C+ CLASSES

DEVELOPMENT OF A PARTNERSHIP WITH MERCADO LIVRE FOR THE FASHION VERTICAL

MULTIBRAND CHAIN PENETRATION WITH A NEW PROFILE - SHOE STORES

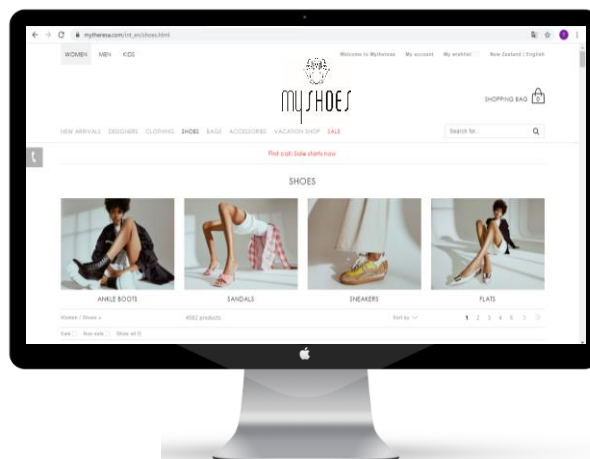
- ACTION IN REGIONAL TIERS WITH LOWER PER-CAPITA INCOME, WHERE AREZZO&CO'S MARKET SHARE IS LOWER
- FIRST MULTIBRAND SELL IN WITH EXCELLENT RESULTS
- LAUNCH IN SELL OUT CHANNELS: OCTOBER
- **SIGNIFICANT SALES AND RETURN IN THE FIRST YEAR OF OPERATIONS**



MY SHOES

SALES CHANNELS AND MARKETING STRATEGY

COMMERCIAL FOCUS ON E-COMMERCE AND MULTIBRAND
WITH THE DIGITAL CHANNEL AS ITS MAIN REVENUE SOURCES.



1 MARKETPLACE

- EXCLUSIVE MY SHOES VIRTUAL STORE OPERATED IN PARTNERSHIP WITH MERCADO LIVRE
- MELI FULFILLMENT

2 E-COMMERCE

- OWN BRAND WEBSITE
- SAME INVENTORY AVAILABLE ON MELI
- MELI FULFILLMENT

3 MULTIBRAND

CLOSING THE MKT SHARE GAP
IN SELECTED VENUES
THROUGH NEW CUSTOMERS

AREZZO&CO LOGISTICS

SIMARIA AS BRAND AMBASSADOR

- HIGH ADHERENCE BEFORE THE TARGET PUBLIC
- FULLY ALIGNED INTERESTS, WITH A PORTION OF HER COMPENSATION AS ROYALTIES ON SALES

ACTION FRONTS

E-COMMERCE VIA MERCADO LIVRE MKTPLACE

BEGINNING OF A BIG TRIAL WITH
MERCADO LIVRE

3-YEAR CONTRACT

POSSIBLE EXPANSION INTO NEW
CATEGORIES IN THE FUTURE

CLEARLY DEFINED RESPONSIBILITIES



UPDATE TROC

NEW COMMUNICATION STRATEGY

TROC

**AS A MILESTONE ALONG ITS PATH, TROC
ANNOUNCES BRAZILIAN FASHION ICON DUDU
BERTHOLINI AS CREATIVE DIRECTOR**

**TROC
MOTTO:**

**“THE MOST SUSTAINABLE
CLOTHING IS THE ONE
THAT IS ALREADY THERE”**

**WE FEATURE AMAZING WOMEN WHO
CONNECT IN DIFFERENT WAYS WITH
CIRCULAR FASHION :**

**LILIAN PACCE
MARINA DIAS
ANA PAULA XONGANI
YASMIN STEVAN
FLÁVIA CAVASOTTI**



2Q21 TROC HIGHLIGHTS



PROCESSED ITEMS

+720%

VS. 2Q20



GROSS GMV

+125%

VS. 2Q20



TAKE RATE

APPROX.

50%



AVERAGE ORDER
TICKET

+25%

VS. 2Q20



USERS

+162%

VS. 2Q20



30-DAY SELLABILITY
OF ITEMS COLLECTED

57%

AREZZO
&CO

+530

MILLION LITERS
OF WATER SAVED,

5

OUT OF THE 10 TOP-SELLING
BRANDS ARE THE GROUP'S

9.6

RECLAME AQUI SCORE
EXCELLENT RATING

NEW INITIATIVES

AREZZO
&CO

FOCUS ON PRODUCT OFFERINGS TO IMPROVE CONVERSION

RESALE AS A SERVICE (RAAS):

NEW BRANDS IN THE PORTFOLIO +
OTHERS BEING NEGOTIATED



TROC B&M STORE - OPENING IN SEPTEMBER



ITEM COLLECTION
AND SALES POINT

DAILY NOVELTIES:
TRAFFIC SOURCE +
FOMO +
RECURRENCE

TROC BAG



- **ITEM COLLECTION THROUGH BAG DISTRIBUTION AT SPECIFIC LOCATIONS**
- **INCLUDING SELECTED AREZZO AND SCHUTZ STORES**

ORGANIC GROWTH

AREZZO BAMBINI PROJECT

AREZZO
&CO

**LINE DÉBUT WITH THE MOTHERS' DAY CAMPAIGN –
EXCELLENT RESULTS**

**35% SELL THROUGH IN 15 DAYS (TWICE VS
AVERAGE)**

**15% OF REACTIVATED CUSTOMERS WHO HADN'T
SHOPPED IN MORE THAN ONE YEAR**

5% OF NEW CUSTOMERS

**“BACK TO SCHOOL” SELL IN PERFORMED ABOVE
EXPECTATIONS AND SALES BEGAN IN AUGUST**

**CHILDREN'S DAY AND HOLIDAY/SUMMER
VACATION COLLECTIONS, PROVIDING THE BRAND
WITH INCREMENTAL REVENUES**



SCHUTZ APPAREL PROJECT

SELL OUT SLATED FOR MAR/22 (WINTER COLLECTION)

RETAINER OF A DEDICATED DIRECTOR AND A TEAM WITH APPAREL EXPERTISE

LIFESTYLE DIRECTOR - CACÁ GARCIA

STRUCTURING AN INDEPENDENT STUDIO IN VILA OLÍMPIA - SP

RETAINER OF A SPECIAL CONSULTANCY FIRM TO STRUCTURE THE NEW SCHUTZ WEBSITE

SAME SOURCING STRUCTURE AND DISTRIBUTION HUB AS AR&CO



BRANDS SUMMER CAMPAIGN

AREZZO

**AREZZO
&CO**

AREZZO SPLASH - NEW SUMMER 2022 COLLECTION

A SUMMER WITH FRESH AND LIGHTNESS

THE TOUCH OF WATER WITH THE AIR

GOOD FEELINGS

BRUNA MARQUEZINE IS THE HEAT

THIS SUMMER WILL NOT BE THE SAME

A SIGH. A SPLASH, FRESH!



SCHUTZ

SUMMER 2022

**AREZZO
&CO**

TURN THE LIGHTS ON!

CAMPAIGN STARRED BY MARINA RUY BARBOSA, RENEWING THE SUCCESS PARTNERSHIP BETWEEN THE BRAND AND THE ACTRESS.

THE COLLECTION WITH MODELS THAT STRONGLY PORTRAY SCHUTZ'S DNA



SUMMER ANACAPRI

**AREZZO
&CO**

**INSPIRED BY ITALY AND THE
UNCOMPLICATED CLIMATE PRESENT IN
THE BRAND'S DNA AND IN THE
PERSONALITY OF SINGER MANU GAVASSI**

**THE CAMPAIGN, WHICH TAKES THE THEME
“MAKE IT EASY!”, CREATES A
CONTEMPORARY SUMMER CLIMATE, FULL
OF GOOD HUMOR AND LIGHTNESS**



ESG
ESG

2020 ANNUAL REPORT RELEASE

- **REPORT ACCORDING TO THE GRI ESSENTIAL STANDARD**
- **AREZZO&CO MORE AND MORE ALIGNED WITH SUSTAINABILITY PRINCIPLES**
- **THE ISSUE ADDRESSED THE MAIN HIGHLIGHTS OF EVERY COMPANY IN THE GROUP, INCLUDING RESERVA AND TROC, WHICH WERE ACQUIRED IN LATE 2020**



CO₂ EMISSIONS NEUTRALIZED IN 2019 AND 2020

SCOPES I AND II

**SUPPORT TO A
SOCIOENVIRONMENTAL
PROJECT FOR THE MOST
SEVERELY DEFORESTED
AREA IN THE AMAZON**

**INTERNATIONALLY
CERTIFIED CARBON
CREDITS**



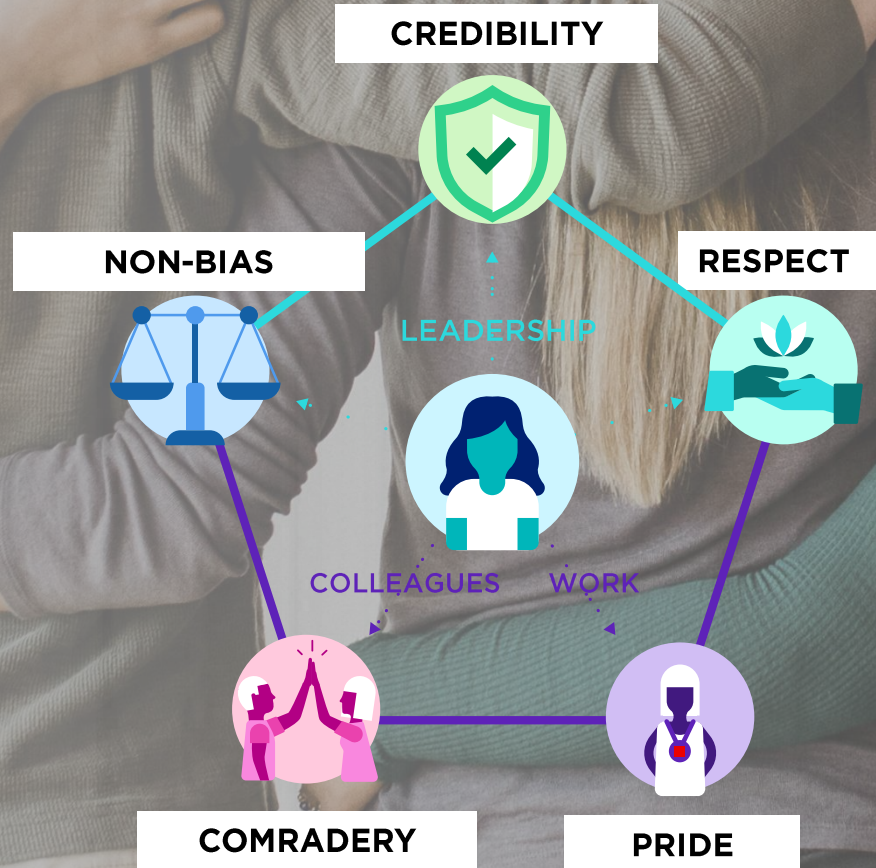
PEOPLE MANAGEMENT AND ORGANIZATIONAL CLIMATE

AREZZO
&CO

WORK
ENVIROMENT
SURVEY 2021

AREZZO&CO,
AR&CO AND TROC
NAMED AMONG THE
BEST COMPANIES
TO WORK FOR

Great
Place
To
Work®
Certificado
Jul/2021 - Jul/2022
BRASIL



ACTION PLAN 2020/2021

- LEADER DEVELOPMENT
- DAY OFF ON BIRTHDAY MONTH
- EXTENDED PATERNITY LEAVE
- 10% MEAL AND GROCERY VOUCHERS RAISE
- YEAR'S DEZZTAQUES (RECOGNITION HIGHLIGHT)
- FACTORY TEAM PROFIT SHARING
- DISCOUNTS FOR GROUP BRANDS
- CUSTOMER SERVICE CENTER TRAINING
- YEAREND LIVE SESSION
- CELEBRATORY DATES
- HALF-YEARLY PROFIT SHARING PAYMENT
- REINSTATEMENT OF THE SOMOZZÚNICOS COMMITTEE

DIVERSITY AND INCLUSIVENESS COMMITTEE

- **PURPOSE: TO FOSTER PLURAL CONVERSATIONS AS A MEANS TO MULTIPLY DIVERSITY AND INCLUSIVENESS**
- **MADE UP OF A MULTIDISCIPLINARY TEAM – PEOPLE FROM DIFFERENT AREAS THAT HAVE A CONNECTION WITH THE TOPIC**
- **ADDING REPRESENTATIVENESS TO THE COMMITTEE'S ACTIONS AND DELIVERIES**

SOMOZÚNICOS



Q&A

Q&A

THANK YOU!
#RUMOA2154