

VIVARA

EARNINGS

3Q23 • RELEASE

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Vivara Participações S.A. (B3: VIVA3), Latin America's largest jewelry chain, announces its results for the third quarter of 2023 (3Q23).

Vivara posted REVENUE of R\$581.2 million, up 20.7%, driven by the 14.8% increase in the Jewelry category and the significant growth in Life category, which increased 37.3% year on year, accounting for 32.8% of total sales.

In the period, the Company registered ADJUSTED EBITDA of R\$88.6 million and ADJUSTED EBITDA MARGIN of 19.4%, up 110 bps from 3Q22.

3Q23 | HIGHLIGHTS

R\$ 581.2 million Gross Revenue
(net of returns) | +20.7% vs 3Q22

+62.6% Digital Sales
vs 3Q22

R\$ 190.7 million Revenue from Life category | +37.3% vs 3Q22 and 32.8% share of total sales in 3Q23

+14.8% sales growth of Jewelry category

+76.6% sales from omnichannel initiatives

+12.3% Same Store Sales (SSS)

+18 New Stores in 3Q23
Totaling 254 Vivara stores and 98 Life stores

R\$ 88.6 million Adjusted EBITDA
+23.6% vs 3Q22 and Adjusted EBITDA Margin of 19.4%, +110 bps vs 3Q22

R\$ 76.5 million Net Income
+12.3% vs 3Q22





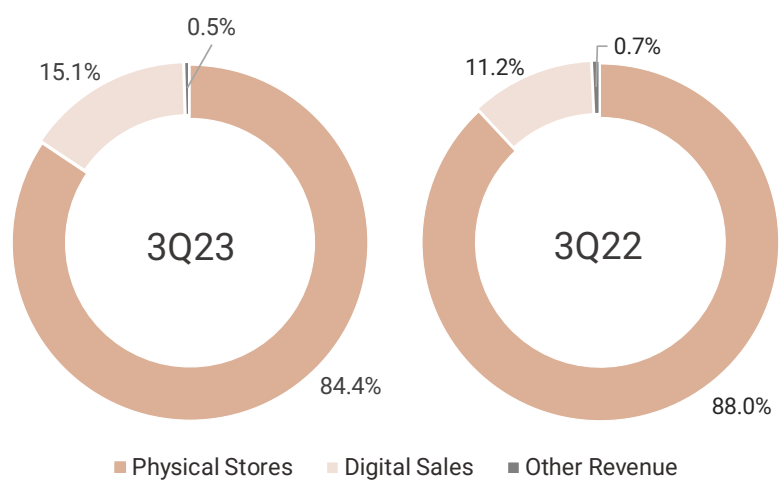
3Q23 | GROSS REVENUE BY CHANNEL (Net of Returns)

Gross Revenue, net of returns, in 3Q23 reached R\$581.2 million, up 20.7% from 3Q22, due to (i) the 18.3% increase in sales area in the last 12 months, and (ii) the 12.3% growth in same store sales (SSS), including digital sales. Net revenue in the period was R\$457.3 million, up 16.4% from 3Q22.

Note that the 40.0% increase in Deductions from Revenue was mainly due to the reclassification of two taxes, which until March 2023 were registered as “Taxes and Duties,” under Selling Expenses, broken down as follows: (i) R\$3.6 million state tax linked to the Manaus Free Trade Zone compensation plan, which includes the allocation of 1.0% of gross revenue from industry, through the subsidiary Conipa, to the Amazonas State University (UEA), pursuant to Law 2,826/2003; and (ii) R\$4.6 million related to the difference in the ICMS tax rate (DIFAL). The reclassification was made since 2Q23, without any change in the classification of the number reported in previous periods.

Apart from the effect of reclassification, the presumed tax liability generated by industry affected the comparability of deductions. Traditionally, the third quarter concentrates the highest sales volume of products from industry for retail in order to supply the stores for the year-end season. However, this year, due to the migration of the plant, the transfer of inventories was distributed over the previous months. In 3Q23, presumed tax liability corresponded to 7.8% of Gross Revenue (Net of returns), compared to 10.5% in 3Q22. Presumed tax liability is deducted from ICMS expenses.

Revenue per chanel (R\$, 000)	3Q23	3Q22	?? 23vs22	SSS	9M23	9M22	?? 23vs22	SSS
Gross Revenue (net of return)	581,241	481,376	20.7%	12.3%	1,770,835	1,479,518	19.7%	14.2%
Physical Stores	490,512	423,833	15.7%	6.1%	1,496,583	1,295,711	15.5%	8.8%
Vivara Stores	399,135	374,791	6.5%	2.8%	1,223,817	1,162,405	5.3%	2.9%
Life Stores	83,240	41,302	101.5%	38.1%	247,829	108,198	129.1%	70.4%
Kioks	8,137	7,740	5.1%	11.4%	24,937	25,108	-0.7%	12.4%
Digital Sales	88,040	54,149	62.6%	100.6%	263,106	173,873	51.3%	76.5%
Others	2,689	3,393	-20.8%	na	11,147	9,934	12.2%	na
Deductions	(123,930)	(88,500)	40.0%	na	(361,988)	(279,828)	29.4%	na
Net Revenue	457,311	392,876	16.4%	na	1,408,847	1,199,690	17.4%	na
SSS (physical stores)	6.1%	14.3%	na	na	8.8%	31.4%	na	na
SSS (physical stores + digital)	12.3%	10.4%	na	na	14.2%	21.4%	na	na

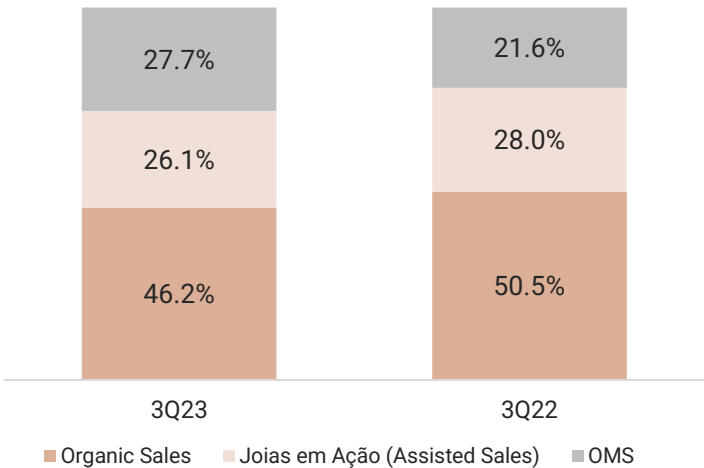


This quarter, sales growth was once again driven by the volume of items sold, which increased 12.5% from 3Q22. The 7.3% increase in the Company's average price reflects the effectiveness of the product strategy and due compliance with the pricing policy.

Digital sales grew 62.6% in the quarter, accounting for 15.1% of total sales, 380 bps higher than in the same quarter last year. The healthy performance by the digital channel reflects the improvements obtained from the migration of the e-commerce platform in the second half of 2022, and the omnichannel initiatives, which, through OMS sales, grew 109.1%. between the periods.

DIGITAL Sales

Digital sales came to R\$88.0 million, up 62.6% from 3Q22, accounting for 15.1% of total sales. This result primarily reflects: (i) the better operating indicators of the new platform, implemented in 2H22; and (ii) the higher share of omnichannel sales, with OMS sales accounting for 27.7% of digital sales, and the “Joias em Ação” assisted sales program, which accounted for 26.1% of total digital sales in the period.

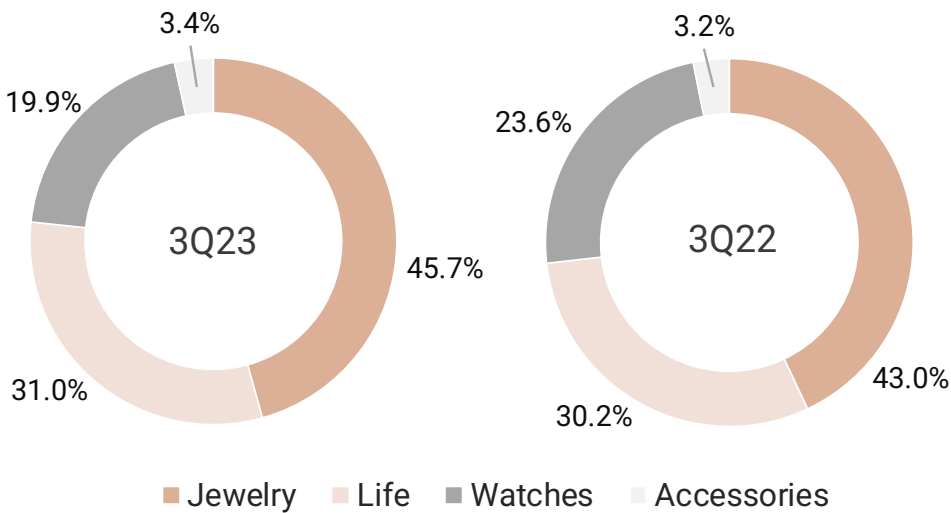


OMS sales, i.e., sales captured by e-commerce and invoiced by stores, accounted for 27.7% of digital sales last quarter, up 610 bps from 3Q22, reflecting the Company's investments to enable the stores function as hubs, thus offering customers greater convenience while increasing upsell opportunities by integrating the journeys.

In 3Q23, revenue from the “Joias em Ação” program increased 51.5%, a significant growth compared to the same period last year, accounting for 26.1% of total digital sales. This format continues to drive the performance of the Jewelry category, which corresponds to 66.8% of total revenue from this format, followed by the Life category with 22.1%.

Considering both formats mentioned above, total sales through omnichannel initiatives (OMS sales and “Joias em Ação” program) grew 76.6% between the periods.

In 3Q23, the Jewelry category was the top performer in digital sales, expanding its share by 270 bps, reflecting the higher share of “Joias em Ação”. The Life category increased its share of the channel by 80 bps, mainly due to the compatibility of its average ticket to online shopping, the broader assortment of products, which increasingly reduces the dependence on a single type of product, and by the successful communication and marketing strategy.



3Q23 | GROSS REVENUE BY CHANNEL (Net of Returns) (Cont.)

Physical Stores

In 3Q23, the Company registered sales revenue of R\$490.5 million at physical stores, an increase of 15.7% year on year. Same Store Sales (SSS) at physical stores alone increased 6.1%, mainly driven by stand-alone Life brand stores.

Breakdown by Business (R\$, 000)				3Q23	3Q22	Δ% 23vs22	9M23	9M22	Δ% 23vs22
Vivara	Number of stores			254	237	17	254	237	17
	Store rollouts			2	5	-3	11	3	8
	Sales area (m²)			23,410	21,771	7.5%	23,410	21,771	7.5%
	Gross revenue (net of return)			399,135	374,791	6.5%	1,223,817	1,162,405	5.3%
	Sales per m²			17,050	17,215	-1.0%	52,277	53,393	-2.1%
Life	Number of stores			98	56	42	98	56	42
	Store rollouts			14	13	1	26	10	16
	Sales area (m²)			7,208	4,070	77.1%	7,208	4,070	77.1%
	Gross revenue (net of return)			83,240	41,302	101.5%	247,829	108,198	129.1%
	Sales per m²			11,549	10,148	13.8%	34,384	26,584	29.3%
Kiosk	Number of kiosks			20	22	-2	20	22	-2
	Store rollouts			-1	2	-3	-1	-3	2
	Sales area (m²)			131	143	-8.4%	131	143	-8.4%
	Gross revenue (net of return)			8,137	7,740	5.1%	24,937	25,108	-0.7%
	Sales per m²			62,114	54,126	14.8%	190,358	175,581	8.4%
Total	Points of sales			372	315	57	372	315	57
	Store rollouts			15	20	-5	36	10	26
	Sales area (m²)			30,749	25,984	18.3%	30,749	25,984	18.3%
	Gross revenue (net of return)			490,512	423,833	15.7%	1,496,583	1,295,711	15.5%
	Sales per m²			15,952	16,311	-2.2%	48,671	49,866	-2.4%

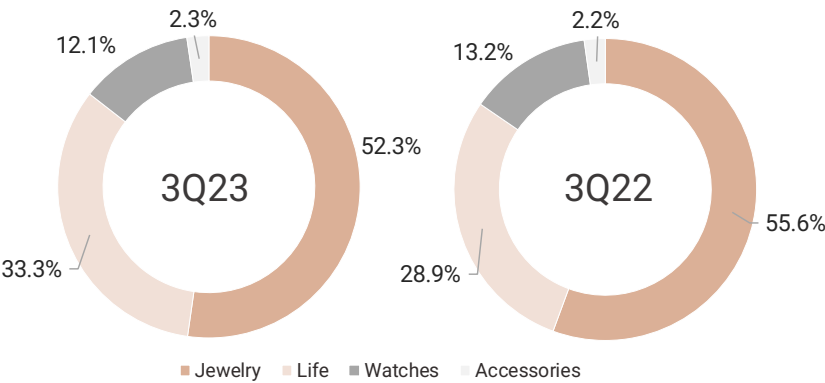
The decline in consolidated revenue per m² reflects: (i) the 63 Vivara stores inaugurated after 2020, whose productivity is lower than that of legacy stores; (ii) the 42 Life brand stores inaugurated in the last 12 months (42.9% of total stores in this format); and (iii) the reduction in number of kiosks by converting them into stores.

Vivara stores, which totaled 254 at the end of the period, registered Gross Revenue (net of returns) of R\$399.1 million in 3Q23, accounting for 81.4% of revenue from physical stores. The 7.5% increase in sales area reflects the addition of 17 Vivara stores in the last 12 months.

Stand-alone Life brand stores registered Gross Revenue (net of returns) of R\$83.2 million, up 101.5% from 3Q22, mainly reflecting the strong store expansion strategy, which expanded the sales area by 77.1% in the last 12 months.

Sales by category – Physical Stores

As for sales by category at Physical Stores, the Life brand's share of sales increased 440 bps, while Jewelry and Watches categories decreased 330 bps and 110 bps, respectively, directly reflecting the accelerated expansion of Life stores in the last 12 months and the increase in digital sales between the periods.



3Q23 | GROSS REVENUE BY CHANNEL (Net of Returns) (Cont.)

VIVARA Stores



Vivara stores, which totaled 254 at the end of the period, registered Gross Revenue (net of returns) of R\$399.1 million in 3Q23, up 6.5% from 3Q22, with Same Store Sales (SSS) of 2.8%. Note that sales at Vivara stores are impacted by omnichannel initiatives, with the allocation of revenue from assisted sales to digital sales. In terms of Phygital sales, which allocates digital sales to stores assisted by the sales force, growth registered at Vivara stores was 9.1%, with SSS of 5.2%.

The Jewelry category registered consolidated growth of 14.8% in the period. The Life category grew 0.9% in the period, due to the opening of new stand-alone Life stores in malls where the company operates both channels.

The cannibalization resulting from the addition of new stand-alone Life stores remains at healthy levels. In 3Q23, the sales of Life products within the 93 Vivara stores at malls where the Company has both channels declined 300 bps in relation to 3Q22 and 290 bps in 9M23.

Note that despite the reduction in Life brand's share of sales, total revenue from this group of stores increased 1.1% in 3Q23 compared to 3Q22.

LIFE Stores

With the strong expansion of stand-alone Life stores in recent years, the share of Life in revenue from physical stores increased significantly, currently accounting for 17.0%, up 730 bps from 3Q22. The revenue growth is explained by: (i) the opening of 42 new stand-alone Life stores in the last 12 months; (ii) the 38.1% growth in SSS of Life stores above the average of total stores; (iii) the diversification of portfolio, increasing the assortment and bringing fashion trends to the brand's products; and (iv) the right communication and marketing strategy.

At the end of the quarter, revenue from 18 mature Life stores grew 34.3% from the same period last year. These mature stores registered average revenue of R\$6.2 million in the last 12 months (LTM) ended in September.

Moreover, the 15 Life stores inaugurated in 2021, which have not yet matured, registered average revenue LTM of R\$5.4 million.

In 3Q23, Life stores accounted for a significant share of 43.6% of total sales, a significant 140 bps increase year on year.



3Q23 | GROSS REVENUE BY CHANNEL (Net of Returns) (Cont.)

PHYGITAL AND THE OMNICHANNEL STRATEGY

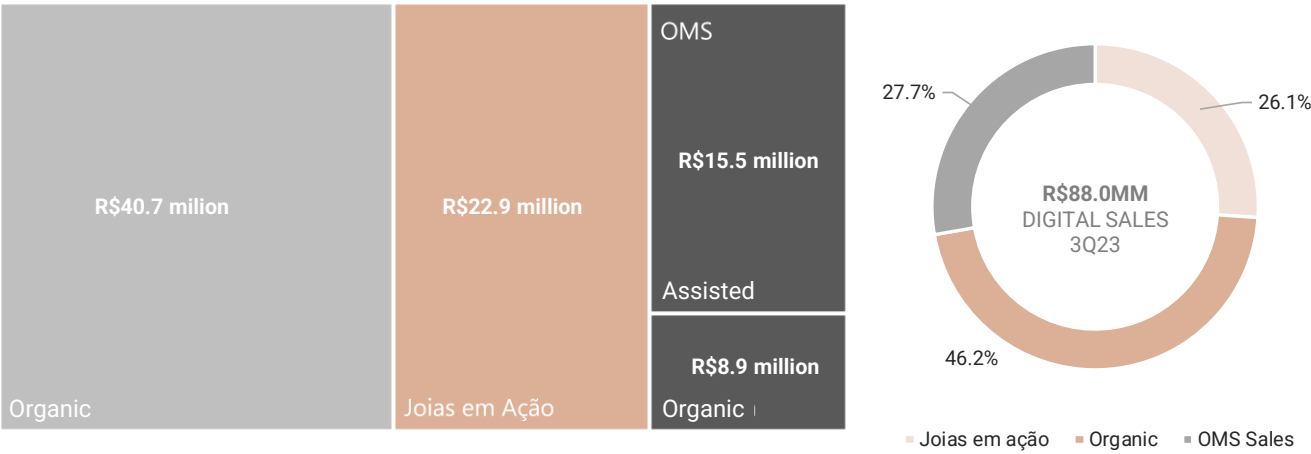
To illustrate how the omnichannel strategy changes the revenue dynamic per channel, below are the definitions and revenue allocation premises:

COMPOSITION OF DIGITAL SALES

“Joias em Ação” – assisted sales conducted by salespeople remotely, invoiced and shipped by e-commerce;
Organic – sales with no assistance from salespeople, are invoiced and shipped by e-commerce;
OMS Sales – sales captured by the e-commerce platform and invoiced and/or shipped by the store, considering the best management of inventory. OMS sales may or may not be assisted.

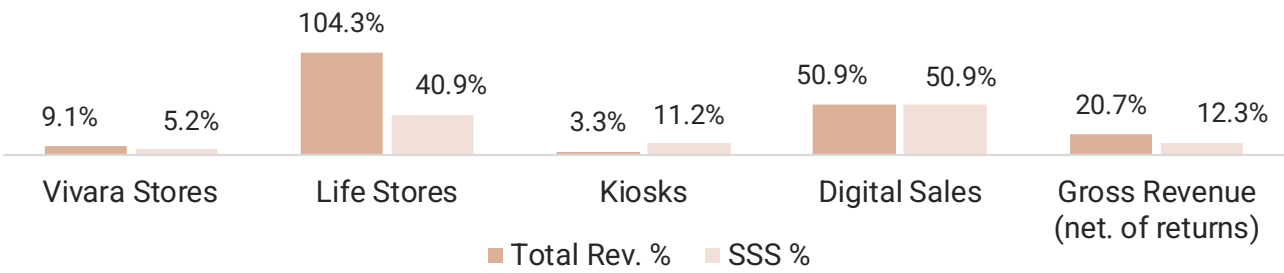
The Company believes that the separation and allocation premises adequately reflect the nature of each sale. However, it also understands the importance of sharing the comfort of the internal view that omnichannel changes the dynamics between channels without changing the individual profitability of each.

Sales through omnichannel initiatives, which correspond to the sum of “Joias em Ação” and OMS sales, increased 76.6% in 3Q23 compared to 3Q22.



PHYGITAL VISION

In the integrated analysis of channels, and for the purpose of setting the targets and compensation of salespeople, the Company managerially allocates assisted sales from both “Joias em Ação” and assisted OMS sales to each the physical store of each salesperson, thus creating a phygital revenue view.



The omnichannel strategy has increasingly been consolidating its niche in Vivara's business model, with the sales force reaping the benefits of the investments made, to offer greater convenience to our customers.

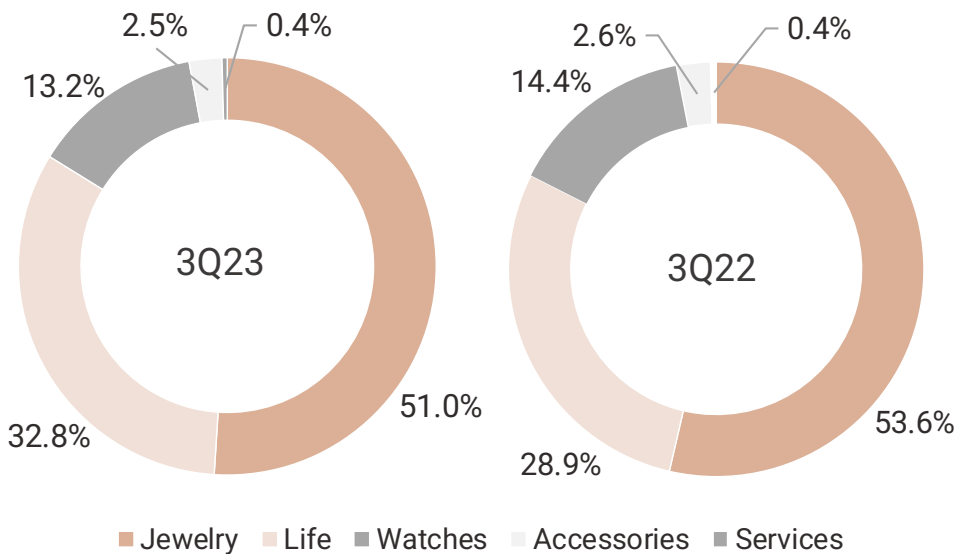
3Q23 | GROSS REVENUE BY CATEGORY (Net of Returns)

As for sales mix, the quarterly highlight was the Life category, which generated sales revenue of R\$190.7 million, up 37.3% from 3Q22, and increasing its share of total sales by 380 bps. This performance is mainly due to the addition of 42 new stand-alone Life stores in the last 12 months, as well as the strong growth of mature stores and the accelerated maturation curve of stores inaugurated in the last 24 months.

The Life brand continues to reduce its dependence on a single line of products by launching different collections based on fashion trends. As evident since mid-2022, collections continue to expand their share of sales.

In 3Q23, the Vivara brand, focused on the Jewelry category, showed an acceleration of growth compared to the immediately previous quarters. Revenue from Jewelry category increased 14.8% in the period, driven by its line of wedding and solitaire rings and the higher share of the “Joias em Ação” program.

The Vivara brand launched several products and campaigns in 3Q23: in August, the brand launched the Vivara You collection, a mix of more casual, versatile and modern products that participate in more of the customers' shopping moments. In September, the brand launched an innovative campaign on betrothals, featuring actress Isis Valverde and its line of wedding and solitaire rings.



Revenue per product (R\$, 000)	3Q23	3Q22	Δ% 23vs22	9M23	9M22	Δ% 23vs22
Gross Revenue (net of return)	581,241	481,376	20.7%	1,770,835	1,479,518	19.7%
Jewelry	296,452	258,144	14.8%	903,046	808,706	11.7%
Life	190,725	138,882	37.3%	603,386	436,833	38.1%
Watches	76,982	69,528	10.7%	214,312	194,176	10.4%
Accessories	14,798	12,708	16.4%	42,873	33,517	27.9%
Services	2,283	2,114	8.0%	7,218	6,286	14.8%
Revenue Deductions	(123,930)	(88,500)	40.0%	(361,988)	(279,828)	29.4%
Net Revenue	457,311	392,876	16.4%	1,408,847	1,199,690	17.4%

VIVARA



3Q23 | GROSS PROFIT AND GROSS MARGIN

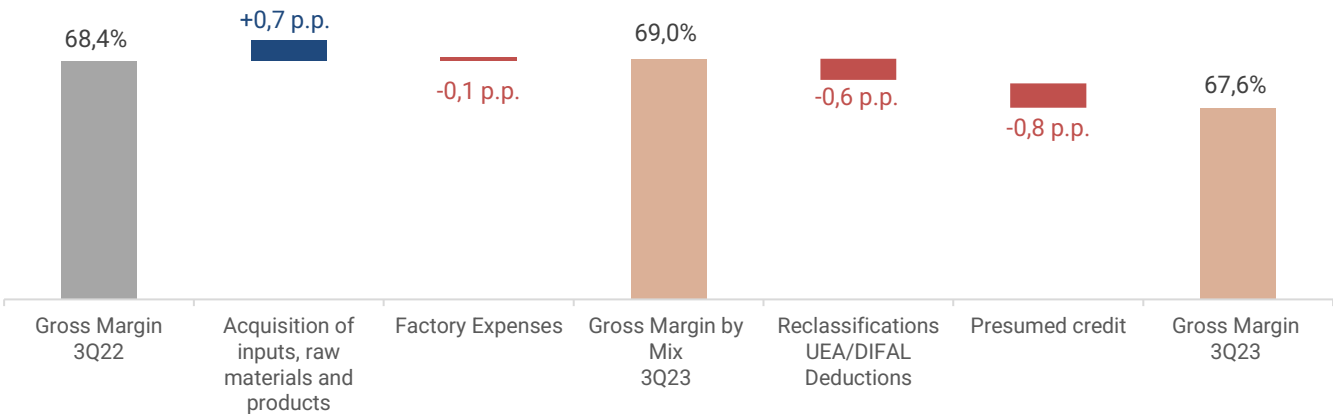
Gross Profit (R\$, 000) and Gross Margin (%)	3Q23	3Q22	Δ% 23vs22	9M23	9M22	Δ% 23vs22
Net Revenue	457,311	392,876	16.4%	1,408,847	1,199,690	17.4%
Total costs	(148,269)	(124,054)	19.5%	(437,122)	(385,609)	13.4%
Acquisition of input, raw materials and products	(128,956)	(107,851)	19.6%	(379,718)	(337,722)	12.4%
% Net Revenue	-28.2%	-27.5%	-75 bps	-27.0%	-28.2%	120 bps
Factory Expenses	(19,313)	(16,203)	19.2%	(57,404)	(47,886)	19.9%
% Net Revenue	-4.2%	-4.1%	-10 bps	-4.1%	-4.0%	-8 bps
Personal	(15,631)	(12,806)	22.1%	(46,207)	(38,434)	20.2%
% Net Revenue	-3.4%	-3.3%	-16 bps	-3.3%	-3.2%	-8 bps
Factory expenses	(1,895)	(1,837)	3.2%	(6,075)	(5,428)	11.9%
% Net Revenue	-0.4%	-0.5%	5 bps	-0.4%	-0.5%	2 bps
Depreciation	(1,786)	(1,559)	14.5%	(5,122)	(4,024)	27.3%
% Net Revenue	-0.4%	-0.4%	1 bps	-0.4%	-0.3%	-3 bps
Gross profit	309,042	268,822	15.0%	971,725	814,081	19.4%
Gross margin %	67.6%	68.4%	-80 bps	69.0%	67.9%	110 bps

Gross Profit in 3Q23 totaled R\$309.0 million, up 15.0% year on year, with Gross Margin of 67.6%.

The Company's gross profitability continues to capture the effects of the increasing share of Life share in total sales. However, in the Vivara brand, with the Jewelry category, a mix effect was observed, which generated a loss in the category's margin, mainly due to the higher share of wedding rings and commercial items, which have marginally lower margins than collections. The jewelry mix effect partially neutralized Life's share gain.

Note that 2023 has been an year of operational adjustments, marked by the migration of the plant and, consequently, an increase in imports. Hence, the 70 bps increase in Gross Margin due to the dilution of Costs of Acquisition of Inputs and Raw Materials was neutralized by the following: (i) the reclassification of R\$8.2 million in tax expenses, previously booked under "Taxes and Fees" in Selling Expenses, and which, since 2Q23, are being deducted from revenue, reducing margin in the period by 60 bps; and (ii) the lower presumed tax liability, which is traditionally concentrated in the third quarter but, exceptionally this year, was distributed during the previous months to mitigate any risk of interruption in supplies to stores during the year-end season, during the plant migration period.

Gross Margin Composition



From a structural viewpoint, note that the Company continues to register healthy margins across all categories and reap the benefits of the sales mix. As such, efficient inventory management combined with the appropriate pricing strategy were crucial for mitigating the impact caused by the migration of the production unit, once again underscoring the Company's capacity to optimize portfolio and manage costs.

3Q23 | OPERATING EXPENSES

Operating Expenses (R\$, 000)	3Q23	3Q22	Δ% 23vs22	9M23	9M22	Δ% 23vs22
Operating Expenses	(208,196)	(176,104)	18.2%	(635,042)	(532,187)	19.3%
Operating Expenses/Net Revenue (%)	-45.5%	-44.8%	-70 bps	-45.1%	-44.4%	-71 bps
Selling Expenses	(162,238)	(130,214)	24.6%	(482,772)	(394,476)	22.4%
Selling Expenses/Net Revenue (%)	-35.5%	-33.1%	-233 bps	-34.3%	-32.9%	-139 bps
General and Administrative Expenses	(45,958)	(45,890)	0.1%	(152,270)	(137,712)	10.6%
Expenses/Net Revenue (%)	-10.0%	-11.7%	163 bps	-10.8%	-11.5%	67 bps
Other Operating Expenses	18,464	244	7464.3%	17,830	(6,292)	383.4%
Total Operating Expenses	(189,731)	(175,860)	7.9%	(617,212)	(538,479)	14.6%

Operating Expenses (SG&A) in the quarter reached R\$208.2 million, corresponding to 45.5% of Revenue, down 70 bps year on year.

Selling Expenses increased 24.6%, up 233 bps from the same period last year, mainly due to: (i) higher Personnel Expenses resulting from the accelerated organic expansion; (ii) expenses with Third-Party Services, related to store maintenance; and (iii) the increase in Marketing Expenses.

Apart from the impacts related to operational expansion, Personnel Expenses, reported here, were affected by the reclassification of expenses previously booked under General and Administrative Expenses, as follows: (i) R\$6.8 million, related to "Personnel" expenses of areas directly related to the operation, such as logistics and sales recovery; and (ii) R\$2.0 million, related to the agreement with outsourced professionals at stores and logistics services. On the other hand, taxes related to the difference in the ICMS rate (DIFAL), amounting to R\$3.6 million, and the state tax linked to the Manaus Free Trade Zone (UEA) compensation plan, amounting to R\$4.6 million, are now included in "Deductions from Revenue", positively impacting the "Taxes and Fees" line, compared to the same period last year.

General and Administrative Expenses was diluted by 160 bps on net revenue, though in line with the previous year. Personnel expenses in the quarter were affected by non-recurring events, as follows: (i) R\$4.1 million of extraordinary plant bonus; and (ii) R\$3.4 million of termination of employment agreements with executive officers. The Company's healthy performance in controlling and managing administrative expenses is the result of an ongoing project to review the organizational structure and corporate processes. As explained earlier, the reclassification of expenses mentioned in the previous paragraph benefited Personnel Expenses under G&A by R\$8.8 million.

Note that these changes do not affect operating indicators and better reflect the nature of each of the expenses.

Other Operating Expenses (Revenue) in 3Q23 include revenue of R\$13.6 million from extemporaneous PIS/Cofins tax credits.



3Q23 | ADJUSTED EBITDA AND ADJUSTED EBITDA MARGIN

EBITDA Reconciliation (R\$, 000)	3Q23	3Q22	Δ% 23vs22	9M23	9M22	Δ% 23vs22
Net Income	76,539	68,127	12.3%	225,094	203,101	10.8%
Net margin (%)	16.7%	17.3%	-60 bps	16.0%	16.9%	-95 bps
(+) Income and Social Contribution Taxes	1,381	(17,792)	107.8%	4,044	(40,024)	110.1%
(+) Financial Result	9,299	12,812	-27.4%	32,550	33,057	-1.5%
(+) Depreciation and Amortization	33,878	31,373	8.0%	97,948	83,492	17.3%
Total EBITDA	121,097	94,521	28.1%	359,636	279,626	28.6%
(-) Rental expense (IFRS16)	(26,393)	(22,810)	15.7%	(77,081)	(64,627)	19.3%
(+) Non-recurring effect	(6,093)	-	na	(3,485)	8,081	-143.1%
Adjusted EBITDA	88,611	71,710	23.6%	279,070	223,080	25.1%
Adjusted EBITDA Margin (%)	19.4%	18.3%	112 bps	19.8%	18.6%	121 bps

Non-recurring effects excluded from Adjusted EBITDA in 9M22: (i) R\$5.5 million in Success Fee for the elimination of tax risks in tax-deficiency notices related to the clearance of goods imported between 2012 and 2014; and (ii) \$2.6 million referring to the constitution of an additional provision for DIFAL, for the year 2021.

Non-recurring effects excluded from Adjusted EBITDA in 9M23: (i) non-recurring expenses with lawyers, (ii) the success in eliminating tax risks from infraction notices between 2012 and 2014 and (iii) due to untimely expenses, arising from last year's M&A project and in 3Q23 relating to (i) extraordinary factory bonus and (ii) costs related to the resignation of a board member.

In 3Q23, the Company recorded Adjusted EBITDA of R\$88.6 million, with Adjusted EBITDA Margin of 19.4%, up 110 bps from 3Q22. The 23.6% growth reflects the brisk sales pace and optimum inventory mix across all categories, as well as strict budgetary control, combined with the accelerated expansion of stores in the last 2 years, with 26.8% of the stores in maturation. EBITDA for the period was adjusted by the rental expense of contracts classified by IFRS/16, as well as by non-recurring effects, as follows: (i) R\$ 4.1 million in extraordinary factory bonus, (ii) R\$ 3, 4 million from resignation of board members and (iii) R\$ 13.6 million from extemporaneous PIS/Cofins credits.

Adjusted EBITDA margin benefited from operating leverage resulting from General and Administrative Expenses. The combination of brisk sales pace and dilution of General and Administrative Expenses more than offset the impact of higher Selling Expenses resulting from the strong expansion of physical stores during the period and lower Gross Margin.

3Q23 | NET INCOME AND NET MARGIN

EBITDA Reconciliation and Net Income (R\$'000)	3Q23	3Q22	Δ% 23vs22	9M23	9M22	Δ% 23vs22
Adjusted EBITDA	88,611	71,710	23.6%	292,701	223,080	31.2%
Adjusted EBITDA Margin (%)	19.4%	18.3%	112 bps	20.8%	18.6%	218 bps
(-) Rental expense (IFRS16)	26,393	22,810	15.7%	77,081	64,627	19.3%
(-) Non-recurring effects	6,093	-	-	(10,146)	(8,081)	25.6%
(+) Depreciation and Amortization	(33,878)	(31,373)	8.0%	(97,948)	(83,492)	17.3%
(+) Financial Result	(9,299)	(12,812)	-27.4%	(32,550)	(33,057)	-1.5%
(+) Income and Social Contribution Taxes	(1,381)	17,792	-107.8%	(4,044)	40,024	-110.1%
Net Income	76,539	68,127	12.3%	225,094	203,101	10.8%
Net Income Margin (%)	16.7%	17.3%	-60 bps	16.0%	16.9%	-95 bps

The Company registered Net Income of R\$76.5 million in the quarter, up 12.3% from 3Q22, and Net Margin of 16.7%. The pressure on net margin in the period is mainly due to the normalization of Deferred Taxes and the difference in the presumed credit level between the periods, due to the rebalancing of Conipa's production.

3Q23 | CAPEX

Investments (R\$, 000)	3Q23	3Q22	Δ% 23vs22	9M23	9M22	Δ% 23vs22
Total Capex	48,097	51,263	-6.2%	139,391	106,447	30.9%
New Stores	22,872	25,996	-12.0%	49,868	48,963	1.8%
Reforms and Maintenance	4,051	4,881	-17.0%	25,697	17,061	50.6%
Factory	9,872	1,722	473.1%	31,187	6,757	361.5%
Systems/IT	9,052	10,067	-10.1%	22,060	20,101	9.7%
Others	2,251	8,596	-73.8%	10,578	13,564	-22.0%
CAPEX/Net Revenue (%)	10.5%	13.0%	-253 bps	9.9%	8.9%	102 bps

In 3Q23, investments totaled R\$48.1 million, down 6.2% from 3Q22, explained by: (i) the increase in investments in the construction of the new plant; (ii) the inauguration of 4 Vivara stores and 14 Life stores in the quarter; and (iii) investments in IT systems, mainly the second phase of the SAP implementation project.

3Q23 | DEBT

Net Debt (R\$, 000)	9M23	2022	Δ %
Gross Debt	274,382	225,157	21.9%
Short Term	141,777	116,970	21.2%
Long Term	132,604	108,186	22.6%
Cash and cash equivalents and Securities	206,834	382,867	-46.0%
Net Debt	(67,548)	157,710	-142.8%
Adjusted EBITDA LTM (<i>last twelve months</i>)	457,092	401,082	14.0%
Net Debt/Adjusted EBITDA	- 0.1x	0.4x	na

In 3Q23, Gross Debt increased 21.9% in relation to December 2022. Net cash in the period decreased 142.8%, due to higher working capital allocation and higher investments during the period.

3Q23 | CASH GENERATION

Cash Flow (R\$, 000)	3Q23	3Q22	Δ% 23vs22	9M23	9M22	Δ% 23vs22
Net Income	76,539	68,127	12.3%	225,094	203,101	10.8%
(+/-) Income and Social Contribution Taxes/Others	(7,961)	(2,086)	281.6%	16,307	(8,292)	296.7%
Adjusted Net Income	68,578	66,042	3.8%	241,402	194,809	23.9%
Working Capital	(81,806)	(90,462)	-9.6%	(224,594)	(257,716)	-12.9%
Trade receivables	44,432	44,919	-1.1%	104,360	85,285	22.4%
Inventories	(24,200)	(128,690)	-81.2%	(166,208)	(247,302)	-32.8%
Trade payables	(83,851)	20,147	-516.2%	(14,190)	30,115	-147.1%
Recoverable taxes	(9,959)	(15,152)	-34.3%	(27,149)	(29,971)	-9.4%
Taxes payable	(7,370)	(5,785)	27.4%	(72,893)	(62,960)	15.8%
Other assets and liabilities	(858)	(5,900)	-85.5%	(48,514)	(32,883)	47.5%
Cash from Management Operating Activities	(13,228)	(24,420)	-45.8%	16,808	(62,907)	126.7%
Capex	(48,098)	(51,264)	-6.2%	(139,391)	(106,447)	30.9%
Free Cash Generation	(61,325)	(75,684)	-19.0%	(122,583)	(169,354)	-27.6%

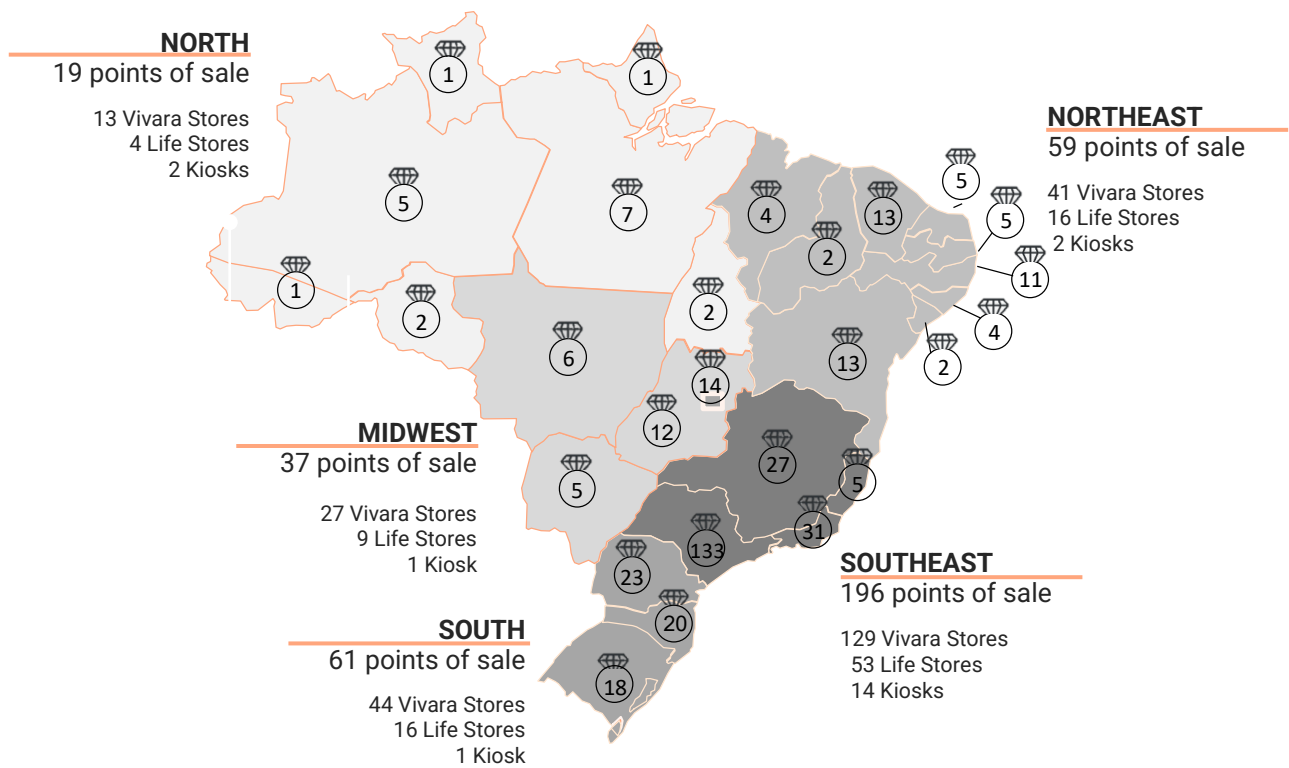
The Company consumed operating cash of R\$13.2 million, 45.8% less compared to 3Q22, mainly due to the redistribution of plant production during the previous months and, consequently, lower investments in inventories. Cash consumption, considering investments during the period, decreased R\$61.3 million, -19.0% from 3Q22.

The effect of reverse factoring transactions on the Company's cash flow in the quarter was -R\$38.8 million, as against R\$18.2 million in 3Q22. In 9M23, the effect on cash was -R\$17.2 million, as against -R\$37.2 million in 2022.

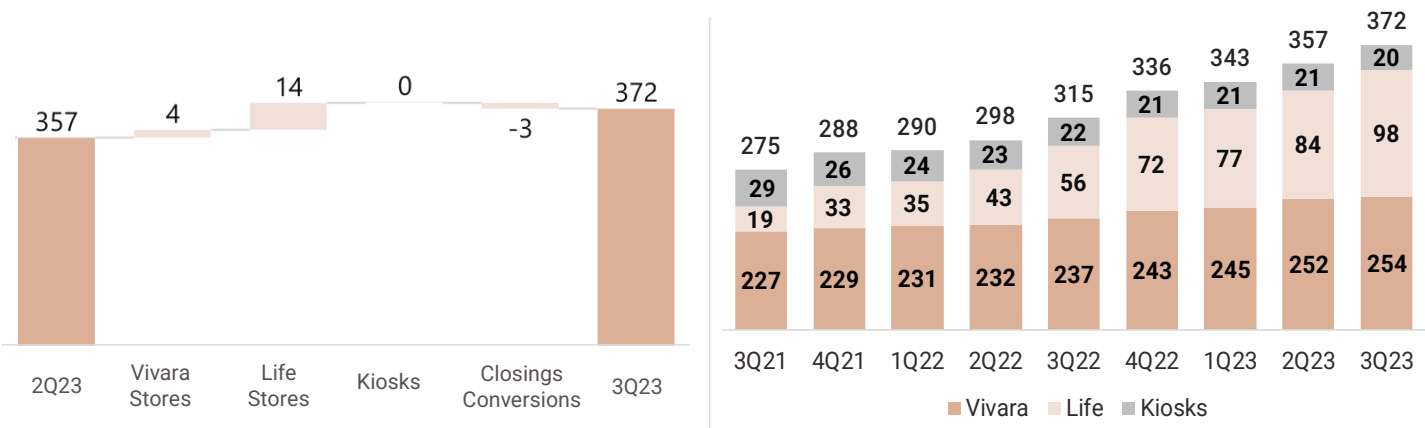
3Q23 | EXPANSION

At the end of September 2023, the Company had 372 points of sale in operation, adding 4 new Vivara stores and 14 new Life stores in the third quarter of the year, sustaining the accelerated expansion expected for the year. In 9M23, the Company opened 39 new stores: 13 Vivara and 26 Life.

Currently, 53% of Vivara stores are located in the Southeast region, though its units are present in all the regions of Brazil. Similarly, Life stores are present in all the regions of Brazil, though 54% are located in the Southeast region.



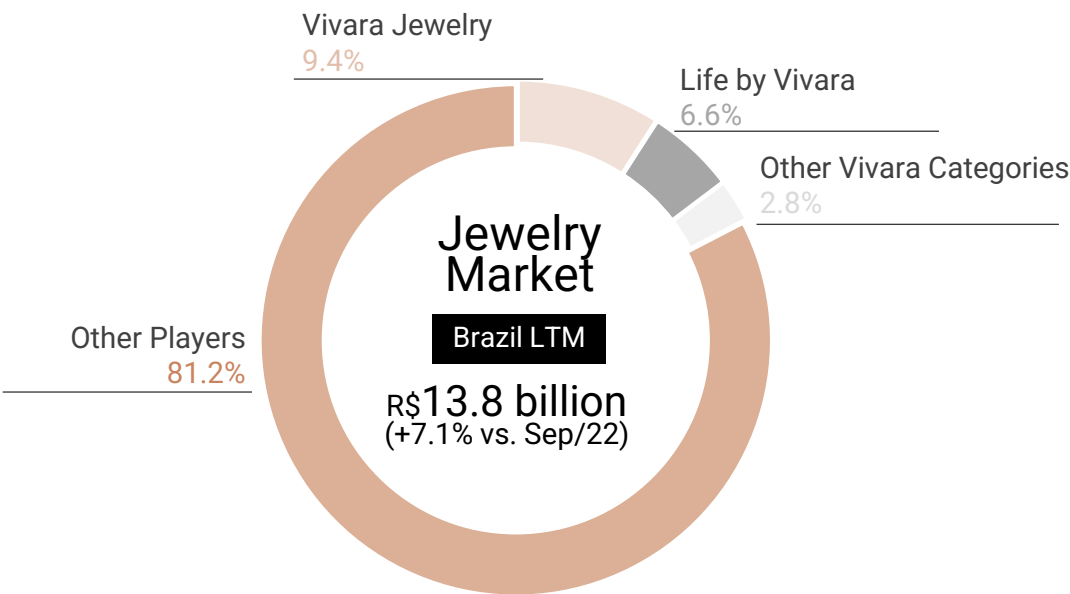
In all, the Company has 254 Vivara stores, 98 Life stores and 20 kiosks spread across Brazil, maintaining a constant - and accelerated - pace of growth in recent years.



3Q23 | OUTLOOK

- 2023 – The 3Q23 results underscore our confidence that we are prepared for the opportunities to continue delivering consistent results. Sales pace continues to match our expectations, with no signs of any slowdown. In October, we held our National Sales Convention, bringing together 430 people from stores for three days of immersion, training and content. The teams are engaged and 100% focused on the year’s most important quarter. The stores and the digital platform are well prepared, inventories at optimum levels, many launches to come, and support areas all set to support the sales force at stores and ensure the best experience in choosing the perfect gift.
- Manaus plant – We ended October with our Life and Watch plants stabilized. The new structure is already prepared to house the Jewelry plant by the end of the year, safely and without any interruptions in the process. We are confident of the opportunities and improvements the new plant can bring to the quality of products and efficiency to the production process.
- Expansion – The expectation for the final quarter of the year is the completion of the Company's biggest ever annual expansion plan. In October, we opened 8 stores, 5 of which were Life and 3 were Vivara. In November and December, we have a forecast of more than 15 stores to open, in line with the published guidance, of 55 to 65 stores for the year 2023. For 2024, we have already 24 concluded negotiations to continue with the strong pace of organic expansion of channels.
- Market Share – The Company ended 3Q23 with 18.8% share of Brazil's jewelry market, increasing 190 bps in relation to September 2022, with Vivara accounting for 9.4%, Life brand 6.6% and other categories 2.8%. This performance was driven by the remarkable growth of physical stores as part of the strong expansion plan, and successful launches of collections and products, combined with an efficient mix and pricing management. For 2023, the Company remains confident of retaining and expanding its market leadership while continuously reinforcing its strategic and growth projects.

MARKET SHARE



Source: Company. Considers Vivara's total revenue, not excluding watches and accessories. LTM September 2023.



3Q23 | STATEMENT OF INCOME

Financial Statements (R\$,000)	3Q23	3Q22	Δ% 23vs22	9M23	9M22	Δ% 23vs22
Sales Gross Revenue	713,003	585,182	21.8%	2,166,792	1,794,550	20.7%
Service Gross Revenue	2,283	2,114	8.0%	7,218	6,286	14.8%
Exchange and Return	(123,930)	(88,500)	40.0%	(361,988)	(279,828)	29.4%
Gross Revenue Deductions	(134,045)	(105,920)	26.6%	(403,175)	(321,318)	25.5%
Net Revenue	457,311	392,876	16.4%	1,408,847	1,199,690	17.4%
(-) Cost of Sold Goods	(146,483)	(122,495)	19.6%	(432,000)	(381,584)	13.2%
(-) Depreciation and Amortization	(1,786)	(1,559)	14.5%	(5,122)	(4,024)	27.3%
(=) Gross Profit	309,042	268,822	15.0%	971,725	814,081	19.4%
(-) Operating Expenses	(221,823)	(205,674)	7.9%	(710,037)	(617,947)	14.9%
Sales	(162,238)	(130,214)	24.6%	(482,772)	(394,476)	22.4%
Personal	(82,100)	(63,559)	29.2%	(242,993)	(190,892)	27.3%
Rentals and common area maintenance fees	(16,386)	(14,651)	11.8%	(50,768)	(42,980)	18.1%
Lease discounts	-	1,043	n.a	-	2,469	n.a
Freight	(7,601)	(8,213)	-7.5%	(24,646)	(21,299)	15.7%
Commission on credit cards	(11,575)	(9,423)	22.8%	(35,311)	(28,671)	23.2%
Outsourced services	(6,470)	(4,880)	32.6%	(17,682)	(12,152)	45.5%
Marketing/selling expenses	(25,863)	(20,371)	27.0%	(70,419)	(62,334)	13.0%
Other selling expenses	(12,241)	(10,160)	20.5%	(40,952)	(38,617)	6.0%
General and Administratives	(45,958)	(45,890)	0.1%	(152,270)	(137,712)	10.6%
Personal	(26,706)	(23,047)	15.9%	(80,527)	(68,634)	17.3%
Rentals and common area maintenance fees	(373)	(296)	25.7%	(670)	(921)	-27.3%
Outsourced services	(13,002)	(12,407)	4.8%	(46,363)	(45,800)	1.2%
Other General and Administratives expenses	(5,877)	(10,139)	-42.0%	(24,710)	(22,357)	10.5%
Depreciation and Amortization	(32,092)	(29,814)	7.6%	(92,826)	(79,468)	16.8%
Share of profit (loss) of subsidiaries	-	-	n.a	-	-	n.a
Other Operating Expenses (Revenues)	18,464	244	7464.3%	17,830	(6,292)	-383.4%
(=) Profit (Losses) Before Financial Results	87,219	63,147	38.1%	261,688	196,134	33.4%
(=) Financial Result	(9,299)	(12,812)	-27.4%	(32,550)	(33,057)	-1.5%
Financial Income (Expenses), net	15,698	10,533	49.0%	34,345	34,677	-1.0%
Finance costs, net	(24,997)	(23,344)	7.1%	(66,895)	(67,735)	-1.2%
(=) Operating Income	77,919	50,336	54.8%	229,139	163,077	40.5%
Income and Social Contribution Taxes	(1,381)	17,792	-107.8%	(4,044)	40,024	-110.1%
(=) Net Income	76,539	68,127	12.3%	225,094	203,101	10.8%

3Q23 | BALANCE SHEET

Balance Sheet (R\$, 000)	9M23	2022	Δ
CURRENT ASSETS			
Cash and cash equivalents	69,519	160,036	-56.6%
Securities	137,315	155,139	-11.5%
Trade receivables	558,869	663,797	-15.8%
Due from related parties	-	-	na
Inventories	876,445	709,712	23.5%
Recoverable taxes	75,213	55,870	34.6%
Prepaid expenses and other receivables	16,300	16,465	-1.0%
Derivatives	-	-	na
Total current assets	1,733,661	1,761,019	-1.6%
NONCURRENT ASSETS			
Securities	-	67,692	-100.0%
Escrow deposits	39,901	28,213	41.4%
Due from related parties	-	-	na
Deferred income tax and social contribution	245,944	199,153	23.5%
Derivatives	2,099	-	na
Recoverable taxes	207,131	181,693	14.0%
Investments	-	-	na
Property, plant and equipment	738,277	652,164	13.2%
Intangible assets	55,737	42,240	32.0%
Total noncurrent assets	1,289,090	1,171,155	10.1%
TOTAL ASSETS	3,022,751	2,932,174	3.1%
CURRENT LIABILITIES			
Suppliers	73,525	104,961	-30.0%
Suppliers Agreement	57,493	40,247	42.9%
Borrowings and financing	141,777	116,970	21.2%
Investments - equity deficiency	-	-	na
Due to related parties	-	-	na
Payroll and related taxes	93,053	92,338	0.8%
Taxes payable	58,279	111,870	-47.9%
Taxes in installments	-	-	na
Leases payable	18,942	19,766	-4.2%
Derivatives	4,086	672	508.1%
Leasing liabilities	70,193	59,546	17.9%
Interest on capital	2	2	-6.1%
Dividends payable	3	85,704	-100.0%
Other payables	59,394	94,179	-36.9%
Total current liabilities	576,747	726,255	-20.6%
NONCURRENT LIABILITIES			
Labor and social security obligations	-	-	na
Derivatives	-	1,814	-100.0%
Borrowings and financing	132,604	108,186	22.6%
Taxes in installments	-	-	na
Provision for civil, labor and tax risks	15,584	18,254	-14.6%
Leasing liabilities	416,522	415,097	0.3%
Other payables	4,694	4,616	1.7%
Total noncurrent liabilities	569,404	547,967	3.9%
EQUITY			
Capital	1,105,381	1,105,381	0.0%
Legal reserve	840,164	615,068	36.6%
Earnings reserves	-	-	na
Treasury Stocks	(24,176)	(14,694)	64.5%
Options Granted	8,272	5,238	57.9%
Retained earnings (accumulated losses)	(53,041)	(53,041)	0.0%
Total equity	1,876,600	1,657,952	13.2%
TOTAL LIABILITIES AND EQUITY	3,022,751	2,932,174	3.1%

3Q23 | CASH FLOW

Cash Flow (R\$, '000)	3Q23	3Q22	Δ% 23vs22	9M23	9M22	Δ% 23vs22
Net Income	76,539	68,127	12.3%	225,094	203,101	10.8%
Adjust of Net Income	36,250	33,730	7.5%	147,980	106,692	38.7%
Adjusted profit for the year	112,788	101,857	10.7%	373,074	309,793	20.4%
Increase (decrease) in operating assets and liabilities:						
Trade receivables	44,432	44,919	-1.1%	104,360	85,285	22.4%
Inventories	(24,200)	(128,690)	81.2%	(166,208)	(247,302)	32.8%
Trade payables	(83,851)	20,147	-516.2%	(14,190)	30,115	-147.1%
Recoverable taxes	(9,959)	(15,152)	34.3%	(27,149)	(29,971)	9.4%
Taxes payable	(7,370)	(5,785)	-27.4%	(72,893)	(62,960)	-15.8%
Other assets and liabilities	(858)	(5,900)	85.5%	(48,514)	(32,883)	-47.5%
Cash provided by operating activities	30,983	11,395	171.9%	148,480	52,077	185.1%
Income tax and social contribution paid	(11,504)	(10,792)	-6.6%	(31,630)	(29,923)	-5.7%
Paid interest on borrowing and financing	(7,703)	(3,452)	-123.2%	(19,551)	(17,817)	-9.7%
Interest paid on leasing liabilities	(15,625)	(10,235)	-52.7%	(36,855)	(29,932)	-23.1%
Net cash provided by operating activities	(3,849)	(13,084)	70.6%	60,443	(25,595)	336.2%
Treasury stocks	(4,995)	(3,963)	na	(11,112)	(14,694)	24.4%
Property, plant and equipment	(40,351)	(36,252)	-11.3%	(118,707)	(80,767)	-47.0%
Intangible assets	(7,747)	(15,012)	48.4%	(20,684)	(25,680)	19.5%
Others	8,793	20,197	-56.5%	85,516	92,144	-7.2%
Cash Flow from Investments	(44,299)	(35,030)	-26.5%	(64,987)	(28,997)	-124.1%
Interest on capital / Dividends paid	-	-	na	(85,701)	(70,889)	-20.9%
Borrowings and financings	50,000	(5,784)	964.5%	47,500	(61,127)	177.7%
Righ-of-use leases	(9,378)	(11,337)	17.3%	(43,636)	(37,312)	-16.9%
Others	(1,415)	1,959	-172.2%	(4,137)	-	na
Cash flow from financing activities	39,207	(15,161)	358.6%	(85,973)	(169,328)	49.2%
INCREASE (DECREASE) IN CASH AND CASH EQUIV.	(8,942)	(63,275)	85.9%	(90,517)	(223,920)	59.6%
Opening balance of cash and cash equivalents	78,460	164,942	-52.4%	160,036	325,588	-50.8%
Closing balance of cash and cash equivalents	69,519	101,668	-31.6%	69,519	101,668	-31.6%

NON-ACCOUNTING MEASURES

- **Adjusted EBITDA and Adjusted EBITDA Margin** - Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) is a non-accounting measure disclosed by the Company in compliance with CVM Instruction 527/12. The above calculation is adjusted to eliminate non-recurring effects from the result and, to improve comparison, the effects from the adoption of CPC 06/IFRS 16, which came into effect on January 1, 2019, are also excluded, with such adjustments resulting in Adjusted EBITDA. Non-recurring effects are characterized by one-time effects on the Company's result. Since these amounts are not a recurring portion of the result, the Company chooses to make the adjustment so that Adjusted EBITDA considers only recurring numbers. The Company uses Adjusted EBITDA as a measure of performance for managerial purposes and for comparisons with peers.
- **Net Debt** - The Net Debt shown here is the result of the sum of short- and long-term loans in Current Liabilities and Non-Current Liabilities of the Company, subtracted from the sum of Cash and Cash Equivalents and Securities under the Current Assets and Non-Current Assets of the Company.
- The Company believes that the **Net Debt/Adjusted EBITDA ratio** helps in assessing its leverage and liquidity. **LTM Adjusted EBITDA** is the sum of EBITDA in the Last Twelve Months and is also an alternative to operational cash generation.
- **Adjusted EBITDA, Net Debt, Net Debt/LTM Adjusted EBITDA and Operational Cash Generation** presented in this release are not profitability measures as per the accounting practices adopted in Brazil and do not represent the cash flow during the periods and, hence, should not be considered alternative measures to results or cash flows.
- **Operating Cash Generation** shown here is a managerial measurement, resulting from the cash flow from operating activities presented in the Statement of Cash Flow (adjusted by "Lease of Right-of-Use Assets," which, after the adoption of CPC 06 / IFRS 16, is booked in the Statement of Cash Flow under financing activities.

DISCLAIMER

The statements contained in this release related to the business outlook, operating and financial projections and growth prospects of Vivara S.A. are merely projections and as such are based exclusively on the expectations of the Company's management concerning the future of the business. Such forward-looking statements depend substantially on changes in market conditions, the performance of the Brazilian economy, the industry and international markets and are, therefore, subject to change without prior notice. All variations shown here are calculated based on numbers in thousands of reais, as well as rounded figures.

This report includes accounting and non-accounting data, such as pro forma operating and financial information and projections based on expectations of the Company's Management. Note that the non-accounting figures have not been reviewed by the Company's independent auditors.

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