



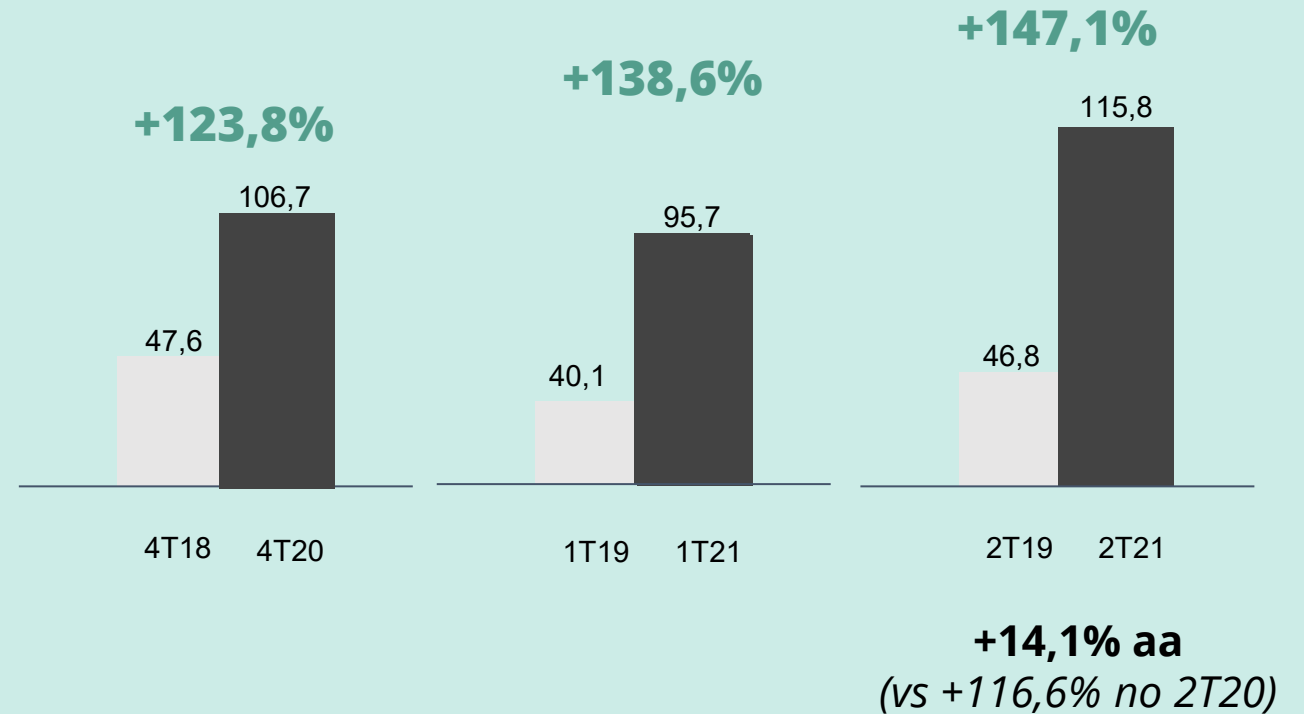
WESTWING

APRESENTAÇÃO DE RESULTADOS 2T21

GMV segue com crescimento acelerado



Evolução do GMV (em milhões)

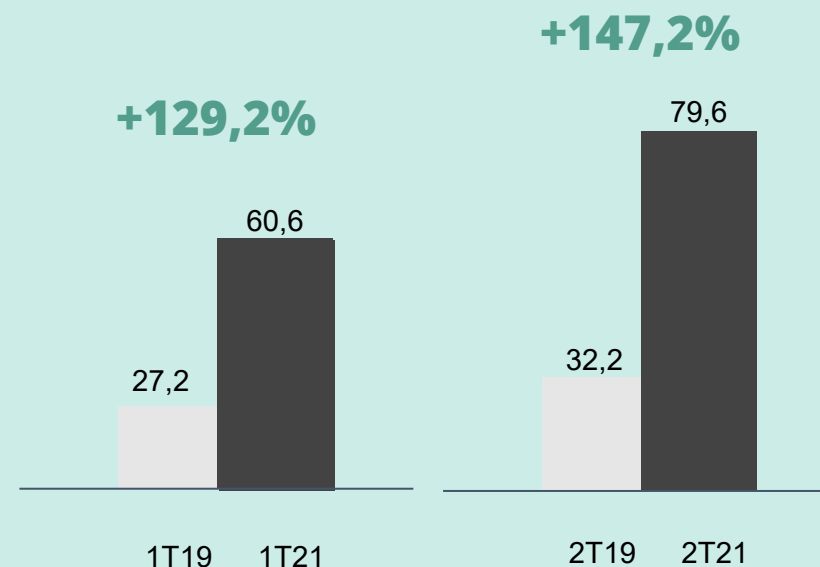


Freshness:

+43,7% aa em novos fornecedores vs 2T20

Receita Líquida com **aceleração de mesma magnitude**

Evolução Receita Líquida (em milhões)



+50,5% aa
(vs +64,2% no 2T20)

... com crescimento de margem bruta de 1,1pp vs 1T21

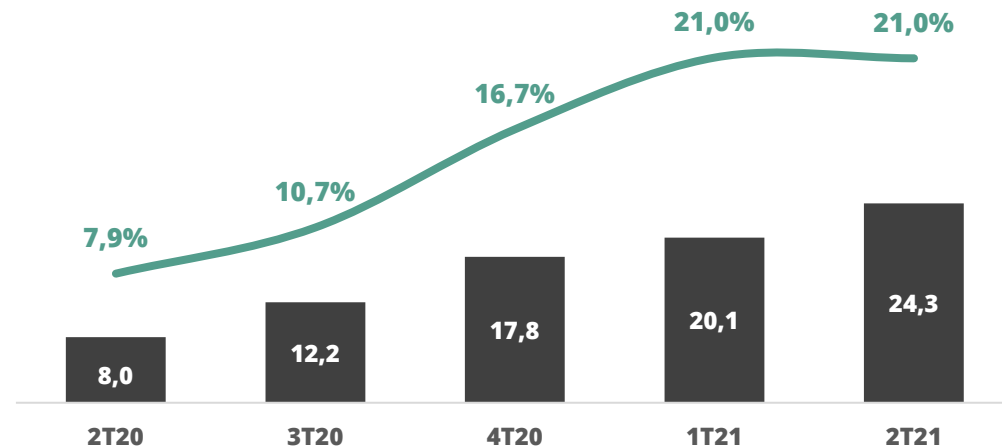
WESTWING*now*

O GMV do Now foi 3x maior comparado ao 2T20

- +55% de SKUs;
- Lançamento Cozinha, Infantil e Pet;
- 75% dos SKUs com Next Day Delivery na grande São Paulo.

Evolução WestwingNow

(R\$ milhões e % GMV total)

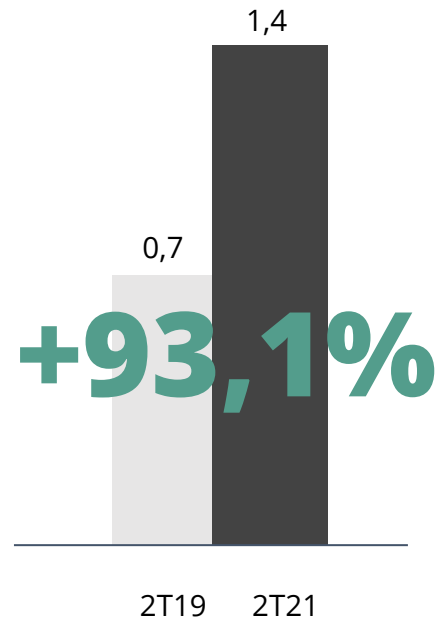


Galeria



A Galeria teve um crescimento de **+93,1%** vs 2T19 (SSS)

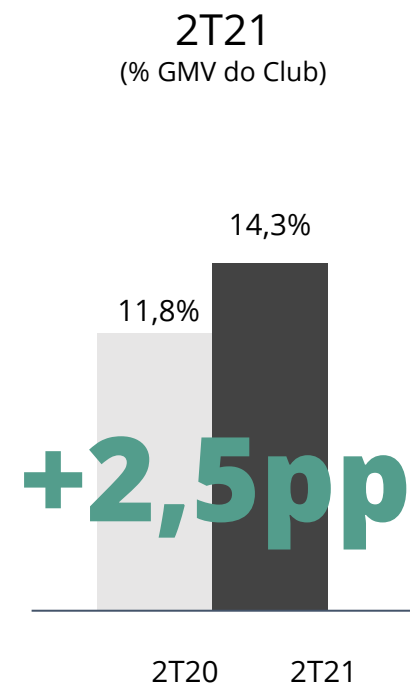
GMV 2T21 vs 2T19
(em milhões)



- Grande impacto da prateleira infinita do Now
- Possibilidade de abertura de até 5 novas unidades ainda em 2021

Em *lifestyle*, destaque para **alimentos&bebidas, saúde&beleza e infantil**

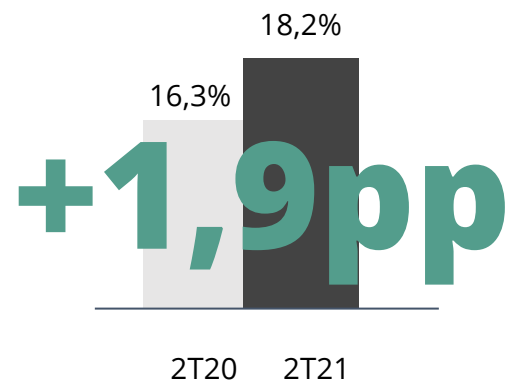
- +500 novos fornecedores entre 2020 e 2021
- Aumento de engajamento e recorrência
- Aprox. 30% dos clientes compraram *lifestyle*;
- Clientes de alto valor: aprox. 50% compraram *lifestyle*.



Private Label continuou avançando

- +133,3% de novas coleções vs 2T20

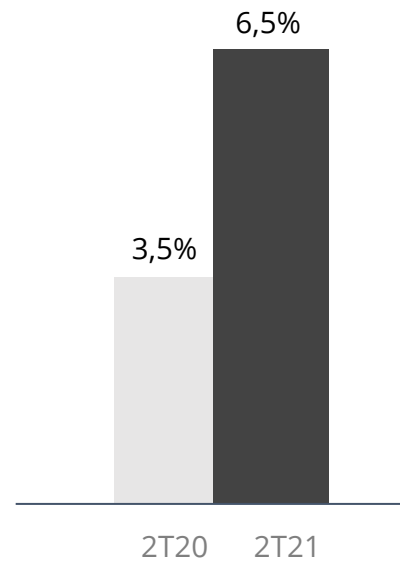
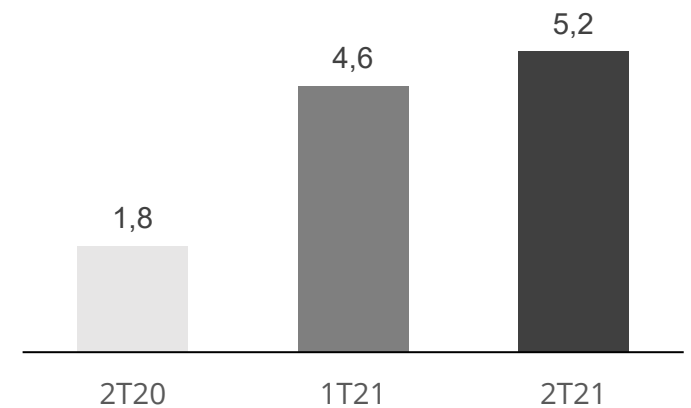
2T21
(% GMV Club + Now)



Estratégia de aumento do **investimento em marketing** evoluindo gradualmente

2T21

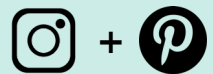
(% Receita)

**Evolução Investimentos Marketing**
(R\$ milhões)

Com **contínuo avanço**
em **marketing**
orgânico via redes
sociais...

+145 influenciadores vs 2T20

+121% vídeos veiculados vs 2T20



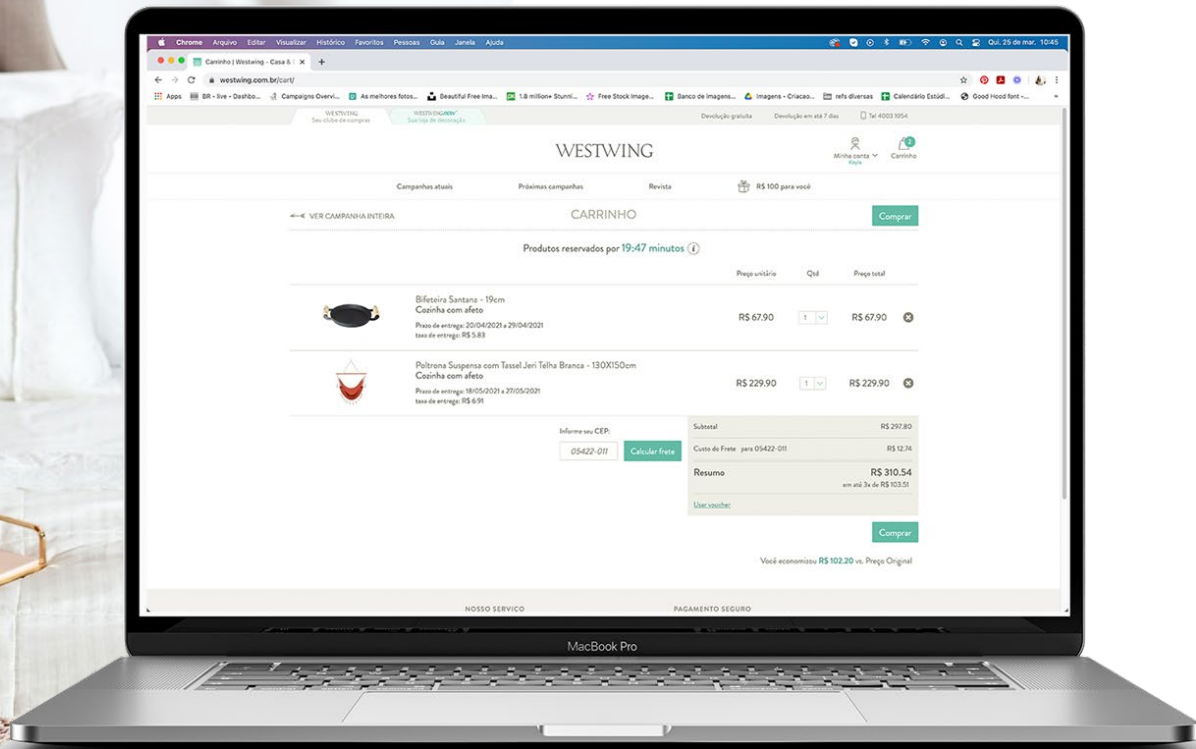
+30% de seguidores vs 2T20



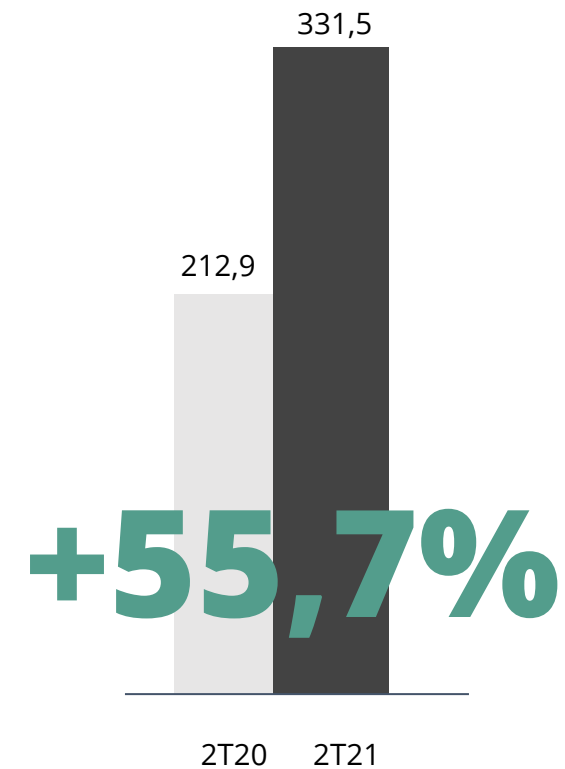
Vanessa da Mata & Westwing:
Lançamento do primeiro *clip-commerce* do Brasil



... impactando
positivamente os
clientes



Evolução Compradores Ativos
(mil compradores)

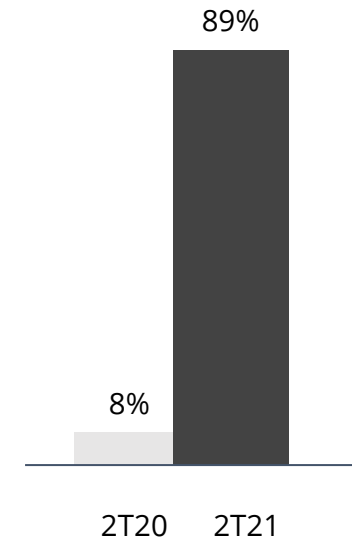


Avanços importantes em nossa operação logística

- Redução em 2 dias úteis no prazo de entrega para a operação como um todo;
- Para pedidos do Now: 44% entregue em até 48h e 19% em até 24h;
- 75% dos SKUS com Next Day Delivery na grande São Paulo.



Westlog: % entregas
da Grande São Paulo



Lançamos um
novo HUB no RJ em julho

entregas **mais rápidas**
e **melhor nível de serviço** na cidade

Excelência em nível de serviço

Reconquista do selo
RA1000, 12 MESES
nível máximo do
Reclame Aqui



**Consolidando ainda mais nossa excelência em
serviço para os nossos clientes.**

O selo de 6 meses havia sido reconquistado no trimestre anterior

WESTWING WESTWING *now* 



Aproximadamente
2,5 mil cestas básicas
distribuídas
nacionalmente

Financials:

RECEITA LÍQUIDA

Melhoria de Margem Bruta vs 1T21

RECEITA LÍQUIDA

MARGEM BRUTA

DESPESAS OPERACIONAIS

SG&A

% RECEITA

MARKETING

% RECEITA

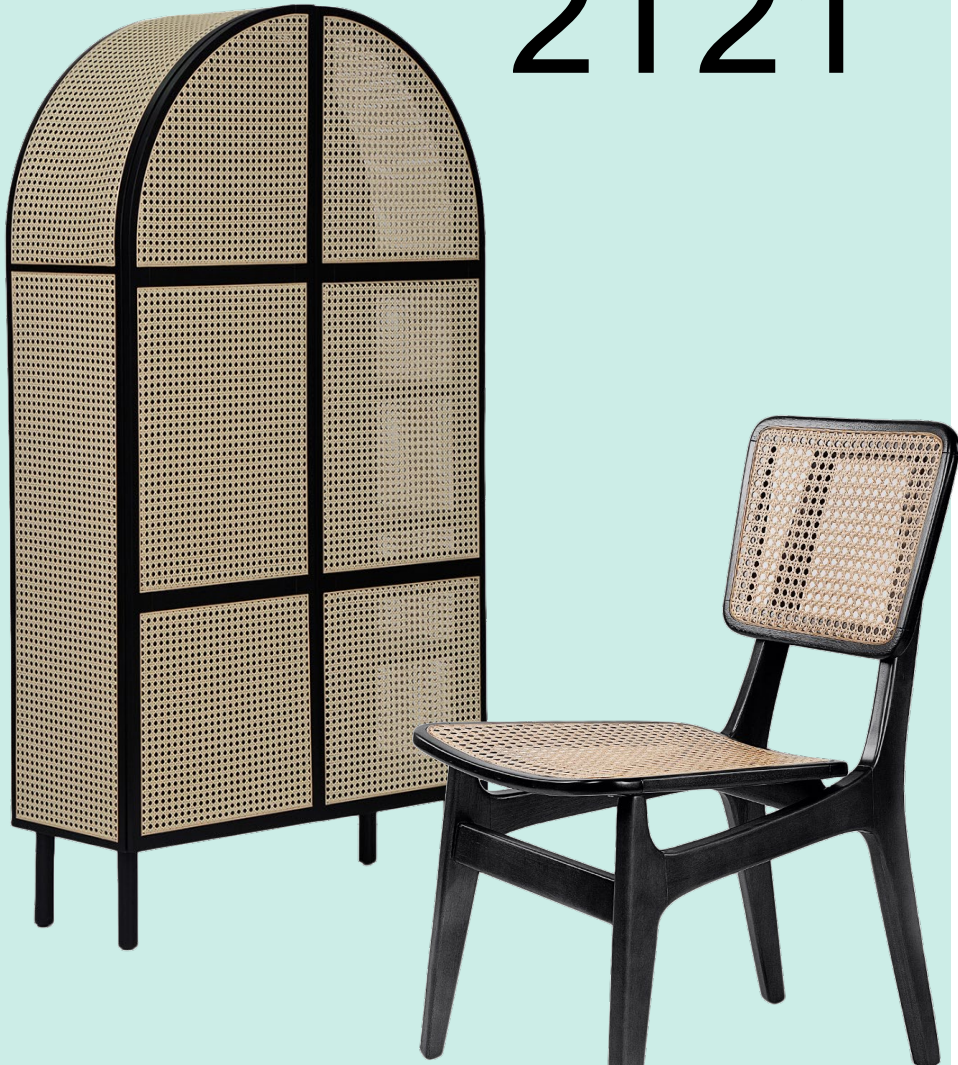
EBITDA AJUSTADO

LUCRO LÍQUIDO

2T20	2T21	Var. (%)
52.874	79.601	50,5%
47,2%	46,9%	-0,3 p.p.
22.741	45.667	100,8%
8.358	17.753	112,4%
15,8%	22,3%	+6,5 p.p.
1.827	5.188	184,0%
3,5%	6,5%	+3,1 p.p.
2.959	-3.279	n.s.
15.831	597	n.s.

Destques

2T21

**14% aa**
147 % YO2Y

Crescimento GMV

+43,7% # novos fornecedores**50,5%** Crescimento Receita
Liquida aa (R\$79,6 mn)**+1,9pp** *Private Label* no GMV**205%** Triplicando vs 2T20
21% do GMV total**+2,5pp** *Lifestyle* no GMV do Club**+1,1pp** Margem Bruta vs 1T21**89%** Westlog: % entregas
da Grande São Paulo
vs 8% no 1T20**+55,7%** Compradores ativos**RA 1000**
12 meses ReclameAqui

Q&A

OBRIGADO!

ri@westwing.com.br

ri.westwing.com.br





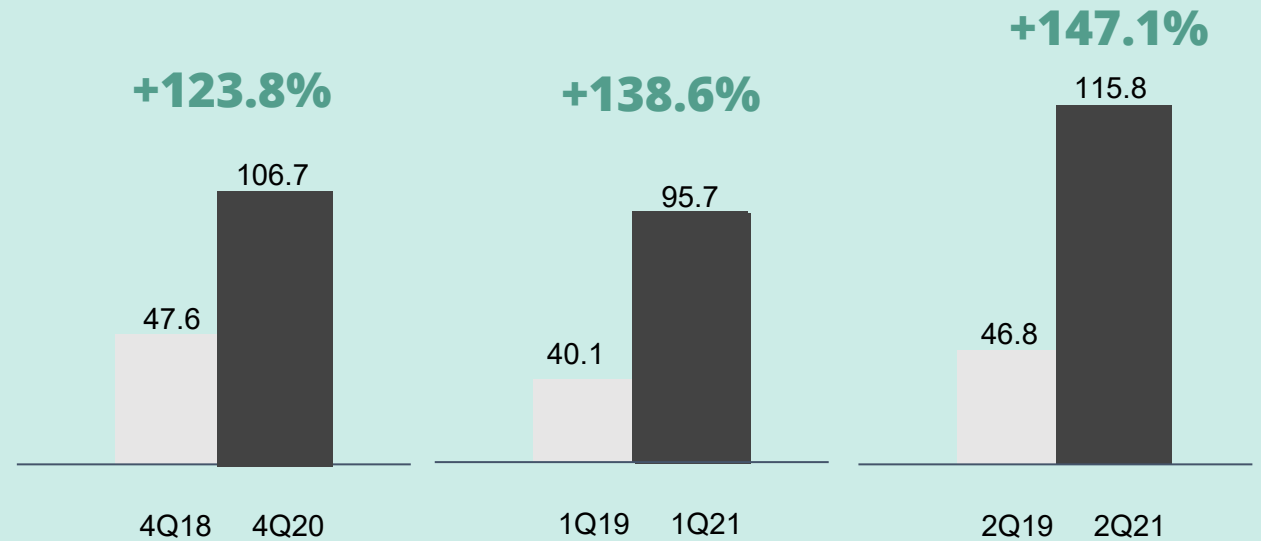
WESTWING

2Q21 RESULTS PRESENTATION

GMV continues with accelerated growth



2Q21 GMV Acceleration (in million)



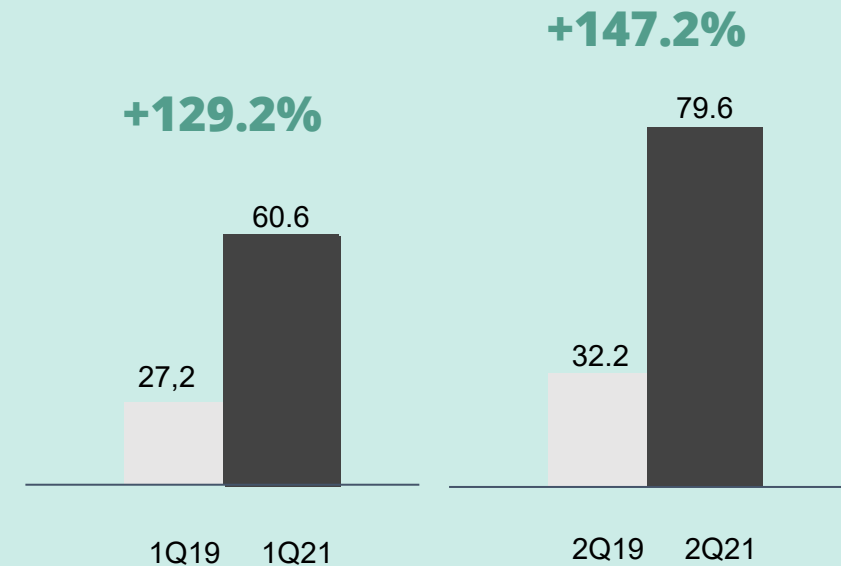
Freshness:

+43.7% y/y of new prospected suppliers

And the Net Revenue had and acceleration of equal magnitude



Net Revenue Evolution
(millions)



+50,5% aa
(vs +64.2% in 2Q20)

... with an increase of 110bps in Gross Margin vs 1Q21

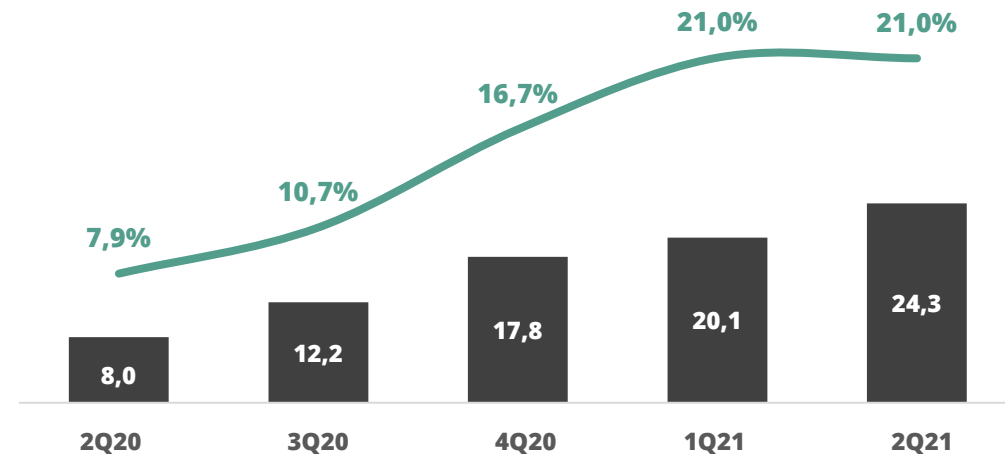
WESTWING*now*

The GMV is 3x bigger compared to 2Q20

- +55% available SKU's during the quarter;
- Launch of Kitchen, Pet and Children categories;
- 75% of Next Day Delivery in the greater São Paulo.

WestwingNow Evolution

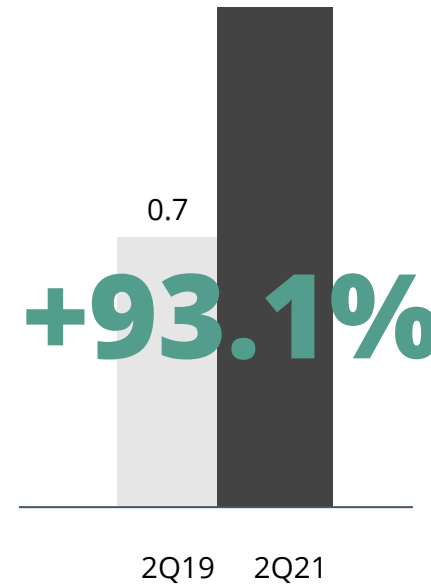
(R\$ millions and % total GMV)



Gallery

The Gallery
increased by **93.1% vs.**
2Q19 (SSS)

Gallery's GMV 2Q21
vs. 2Q19
(million)

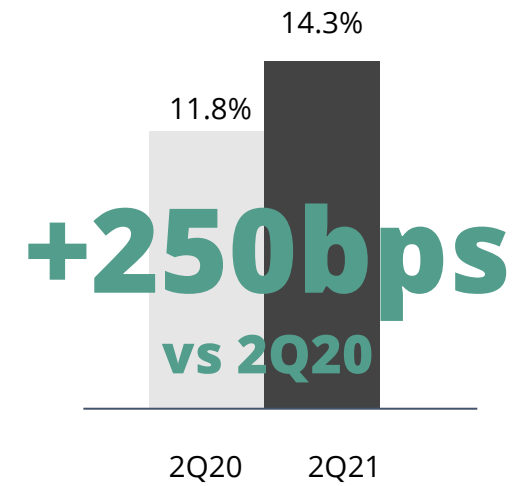


- Highly impacted by Now's infinite aisle
- We expect to open up to 5 new stores in 2021

Lifestyle: food&beverages, beauty&health and children were the highlights

2Q21
(% Club's GMV)

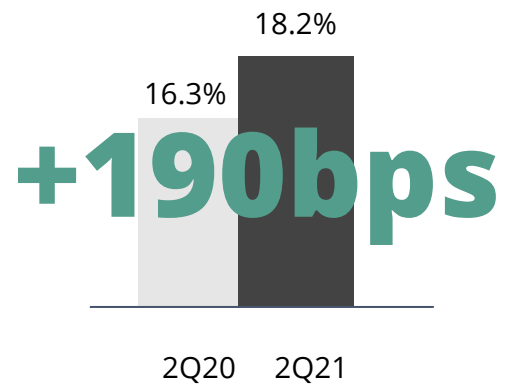
- +500 new suppliers between 2020 and 2021
- Engagement and recurrence encrease
- Aprox. 30% of the clientes bought lifestyle
- High value clientes: aprox. 50% bought lifestyle



Private Label continues growing

- +133,3% new collections vs 2020

2T21
(% GMV Club + Now)



Marketing investment increase strategy is gradually evolving

2Q21
(% Income)

3.5%

6.5%

2Q20 2Q21

**Marketing Investment
Evolution**
(R\$ million)

1,8

4,6

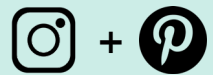
5,2

2Q20 1Q21 2Q21

With a **continuous evolution** in **organic marketing** through our social medias

+145 influencers vs 2Q20

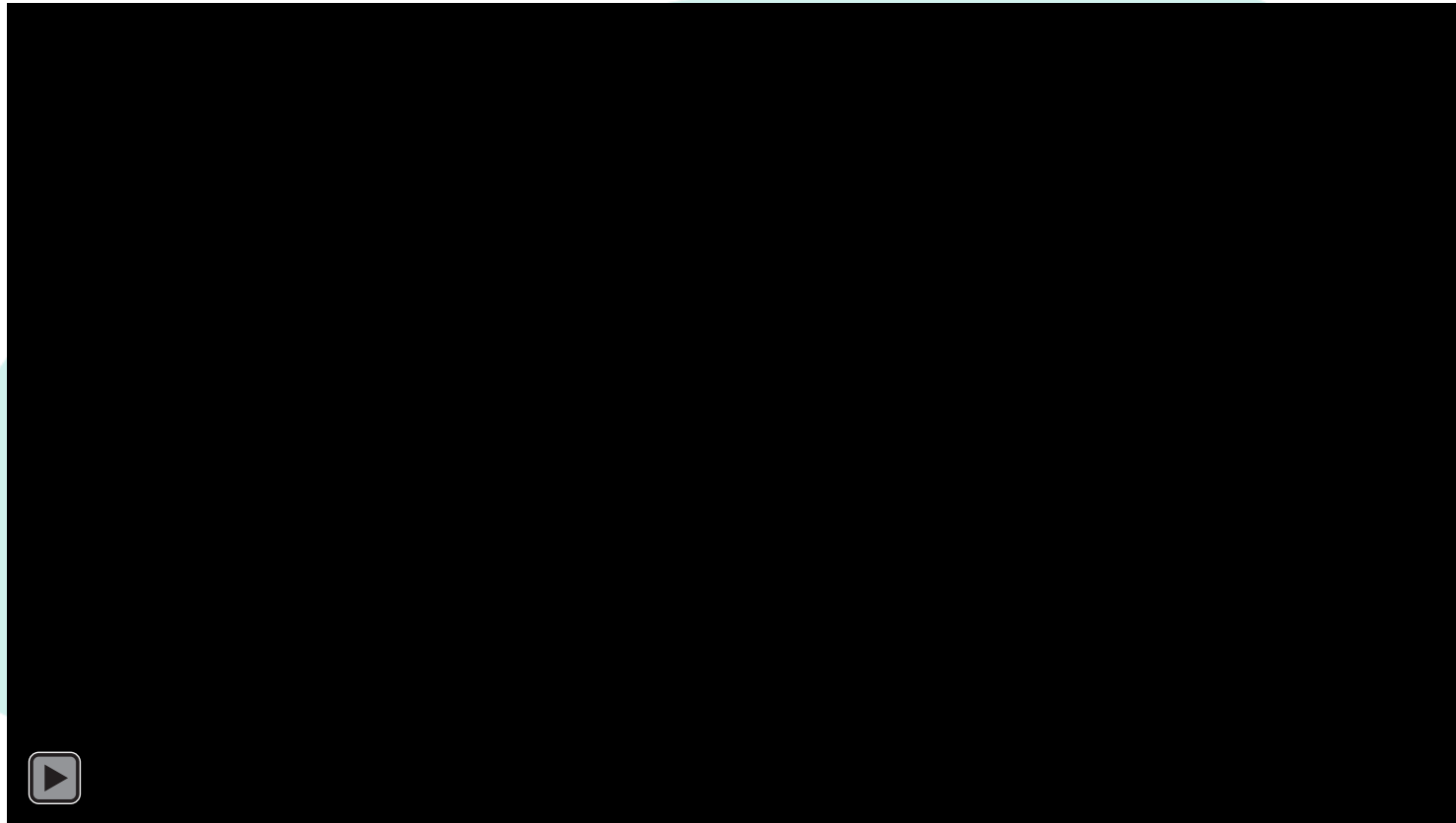
+121% posted vídeos



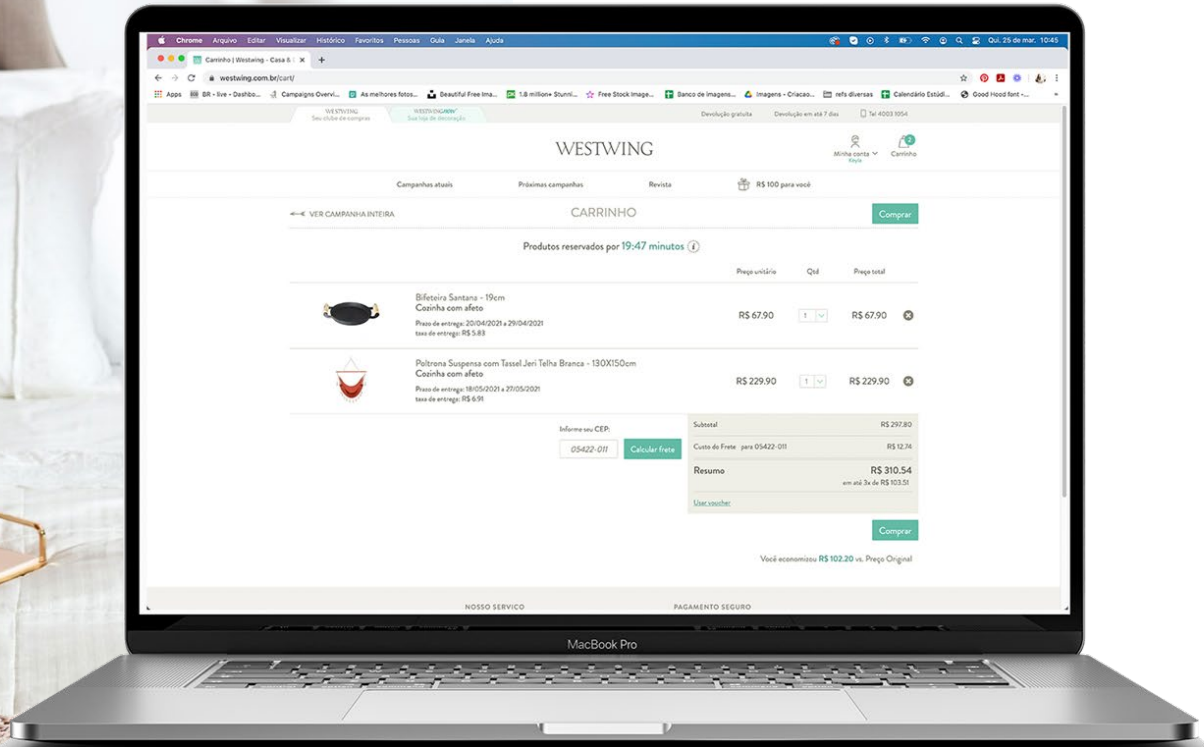
+30% followers vs 2Q20



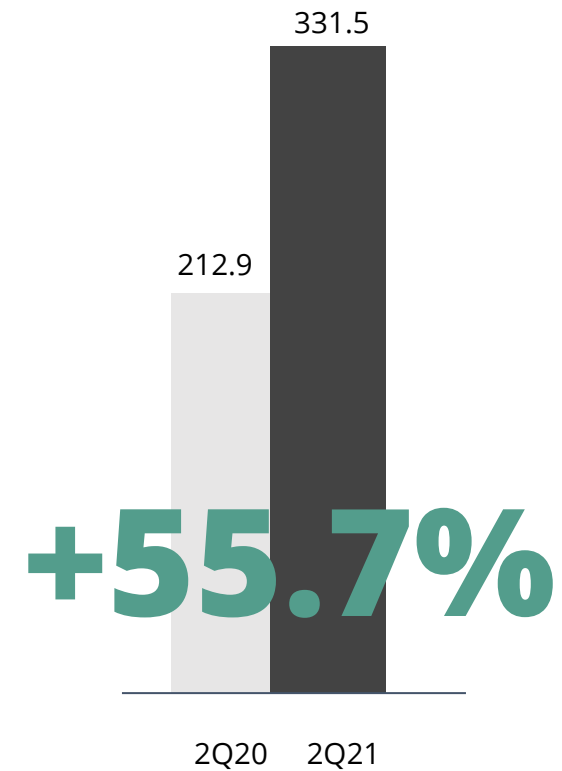
Vanessa da Mata & Westwing:
We launch of the first Brazilian clip-commerce



... **positively**
impacting
customers



Active Buyers Evolution
(Thousand buyers)

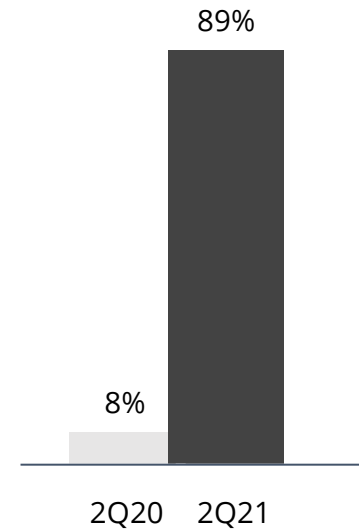


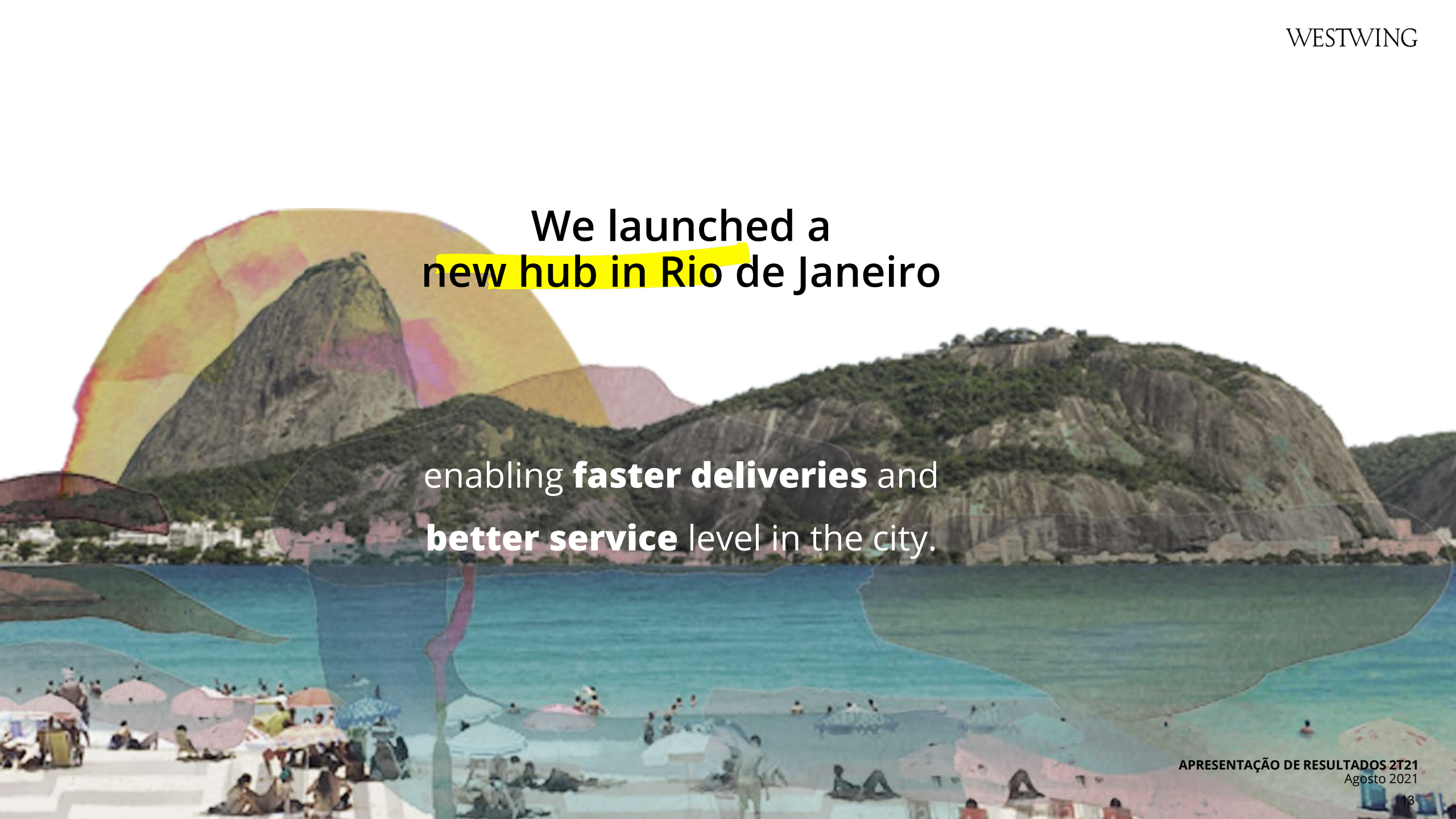
Another period of **important progress** in logistics operations

- Reduce in 2 business days the delivery time of the entire Company's operation;
- Now's orders: 44% delivered within 48h and 19% delivered with 24h;
- 75% of SKU's with Next Day Delivery in greater the São Paulo area



Westlog: % of Greater São Paulo deliveries





We launched a
new hub in Rio de Janeiro

enabling **faster deliveries** and
better service level in the city.

Service level excellence

Reconquest of
RA1000 12 months
seal, highest level of the
Reclame Aqui
website



Consolidating the excellence in service level
to our clients

We had already conquered the 6 months seal in the last quarter

WESTWING WESTWING *now* 



Approximately
**2.5 thousand basic
food baskets** were
donated



Financials:

Net Revenue

Improvement of Gross Margin vs 2Q21

	2Q20	2Q21	Chg.%
NET REVENUE	52.874	79.601	50.50%
GROSS MARGIN	47.20%	46.90%	-30bps
OPERATING EXPENSES	22.741	45.667	100.80%
SG&A	8.358	17.753	112.40%
% NET REVENUE	15.80%	22.30%	+650bps
MARKETING	1.827	5.188	184.00%
% NET REVENUE	3.50%	6.50%	+310bps
ADJUSTED EBITDA	2.959	-3.279	n.s.
NET INCOME (LOSS)	15.831	597.000	n.s.

Highlights 2Q21



14.1% yy
147.1% GMV growth
YO2Y

+43.7% # new suppliers

50.5% Net Revenue growth
y/y (R\$79,6 mm)

+190bps *Private Label in the GMV*

205% Tripling vs 2Q20
21% of total GMV

+250bps *Lifestyle in Club's GMV*

+110bps Gross Margin vs 1Q21

89% Westlog: % in greater
São Paulo area
vs 8% in 1Q20

+55.7% Active Buyers

RA 1000
12 months ReclameAqui

Q&A

OBRIGADO!

ri@westwing.com.br

ri.westwing.com.br

