



# Neogrid

We are a Company that provides  
**Software as a Service (“SaaS”),**  
**data and technology**  
solutions to address the main  
challenges of the supply chain

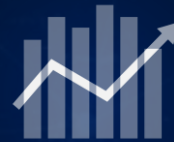
Our key **competitive advantages** are:



**Scalability**



**Resiliency**



**Profitability**

7+ thousand clients  
worldwide



Offices in **3 COUNTRIES**  
And business partners all over **Brasil,**  
**Japan, Mexico and Canada.**

With partners  
from many  
segments  
throughout **THE**  
**CHAIN**

- **MANUFACTURERS**
- **RETAIL**
- **FINANCIAL INSTITUTIONS**
- **DISTRIBUTORS**
- **GOVERNMENT**



Combined with  
**21 years**  
Of experience in many  
businessess

and the expertise of  
**+ 700**  
professionals

**Great  
Place  
To  
Work®**

## Social Responsibility:

**We put the community in line with education.**

The educational program *TOCfE (TOC for Education)* created by Miguel Abuhab, chairman and founder of Neogrid, is **changing the way the children of Joinville Interact with the world.**

*TOCfE* transforms not only students, but also educators and its surroundings to build a better society

[www.tocfe.com.br](http://www.tocfe.com.br)





# How we got here







How do we address  
Supply Chain  
**main challenges?**



AI



Allowing Collaboration  
between retailers,  
manufacturers and  
distributors



Turning data in  
strategic actions



Providing end-to-  
end solutions

# Business Network + Technology Platform



## INTEGRATION

Management and data sharing to synchronize products, sales, logistics, finance and fiscal documents

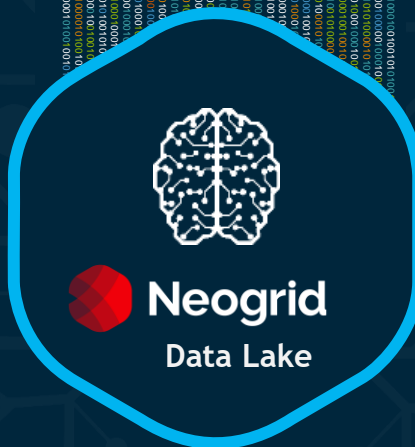
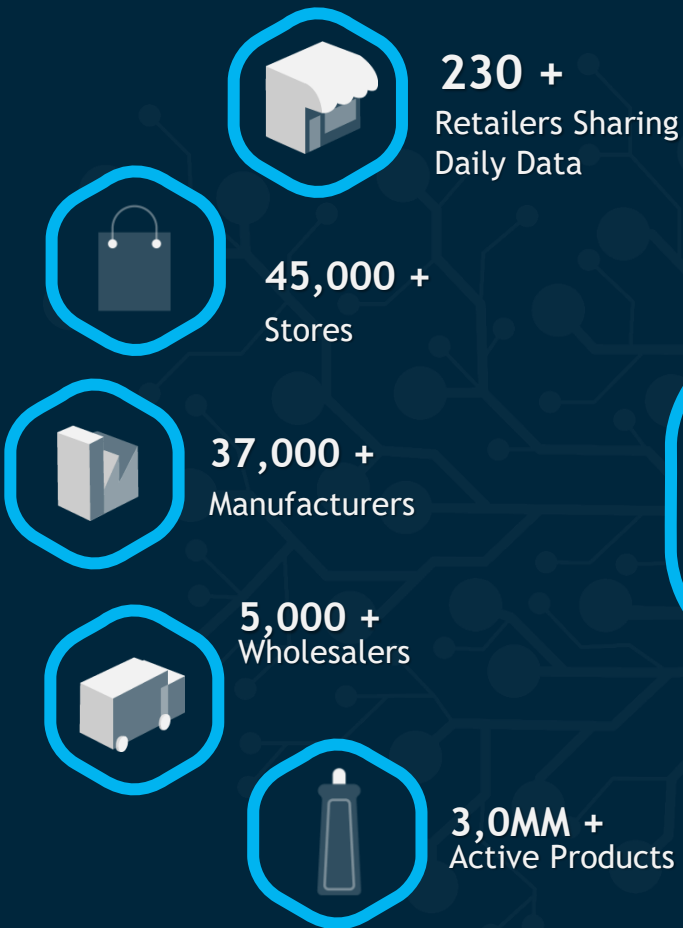
## DEMAND ACTIVATION

- Visibility of large retail networks, local retailers and distributors
- SKU performance benchmarking
- Field Sales team info feed
- Trade marketing and point of sale management

## REPLENISHMENT

Inventories planning and replenishment  
VMI | DRP | S&OP | Urgent PO

Neogrid's network-based  
business model creates an  
even bigger asset and  
market opportunity...



**1 Petabyte +**  
of data

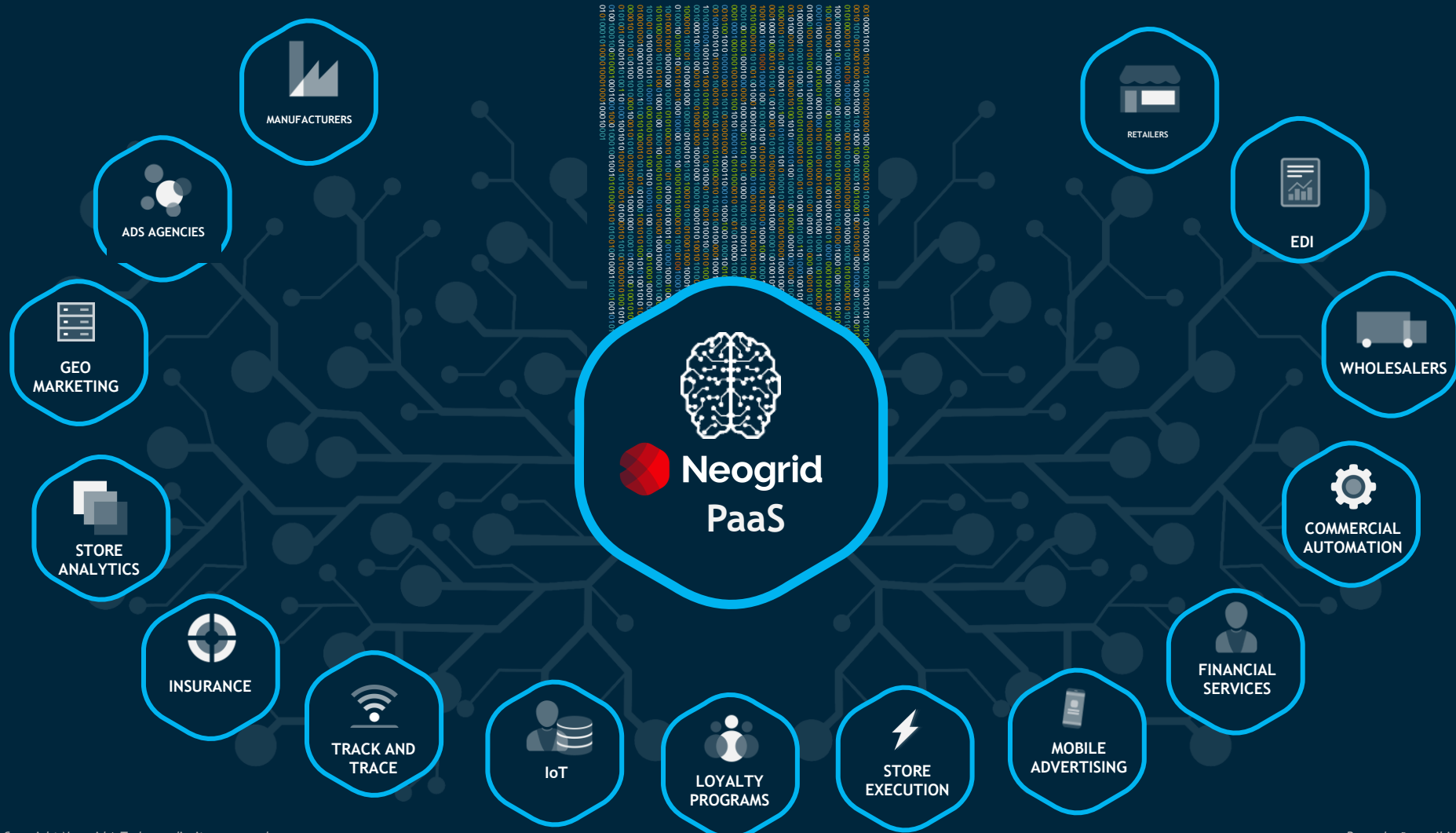
**100 Terabytes +**  
Analytical data

**1.5 million +**  
documents processed  
daily

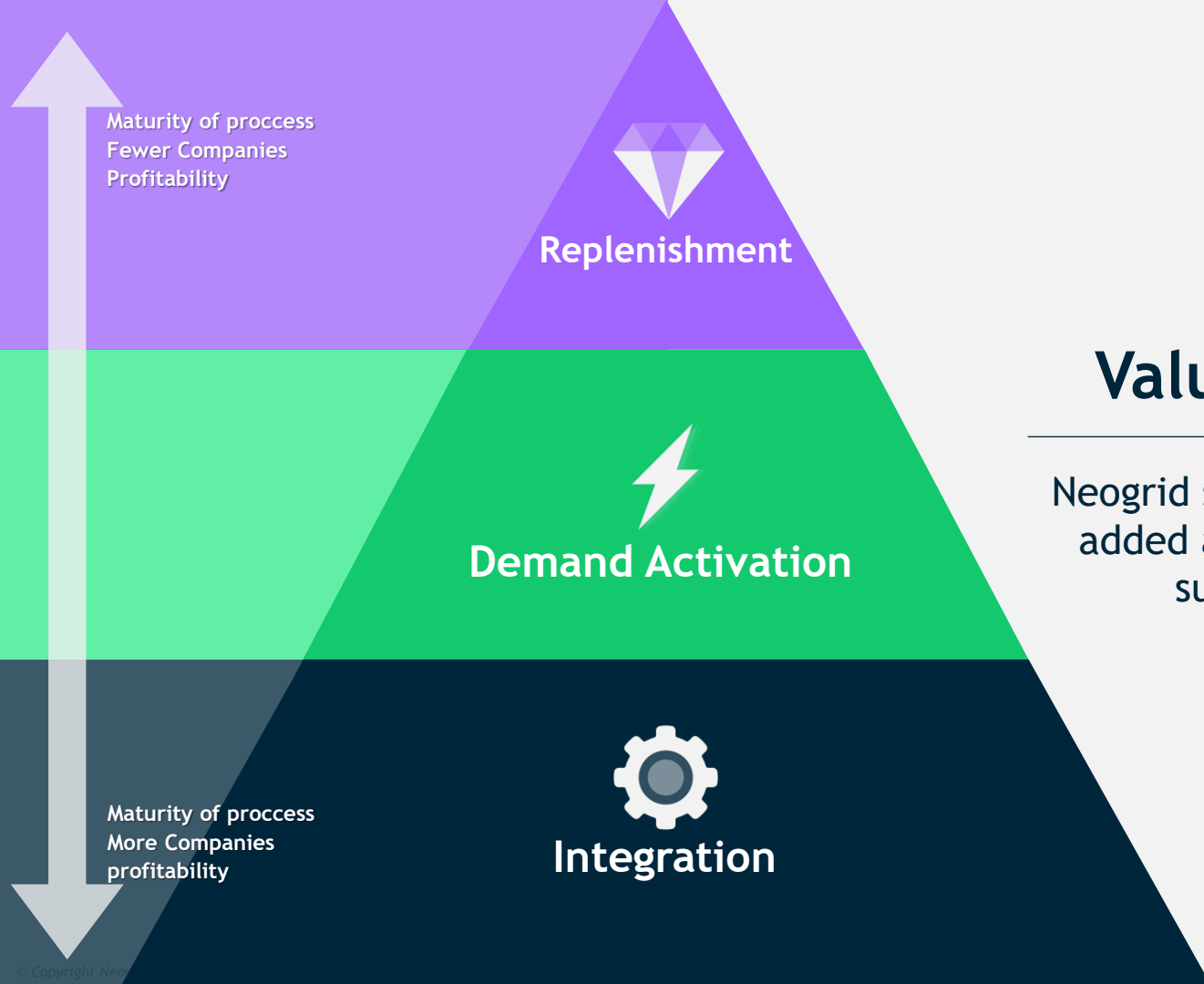
**90 billion +**  
KPIs processed daily



Data that can serve our core solutions and clients as well as many others through a PaaS business model...







## Value generation

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Neogrid solutions have high value added and great impact in the supply chain results

# RESPONSABILITY

## reliable IT structure

Multi Cloud Ready  
Architecture



Cloud based Platform

Partnership with  
Microsoft

Maximum information  
safety

Availability of  
solutions

# Neogrid's compelling metrics



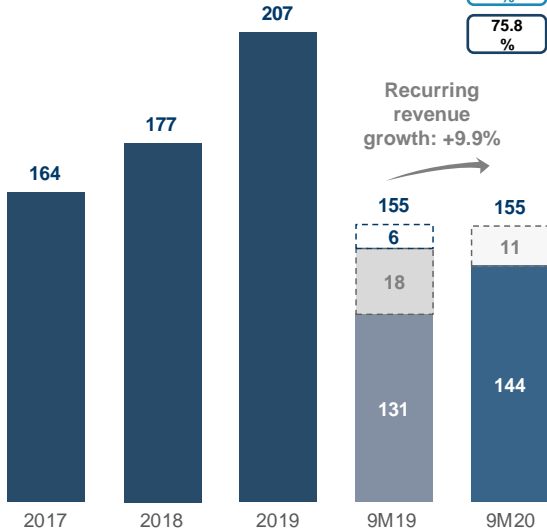
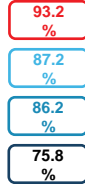
## Net revenue (R\$ M)

CAGR 17 – 19: 12.5%

🇯🇵 Japan

■ Setup and others

Recurring revenue (%)

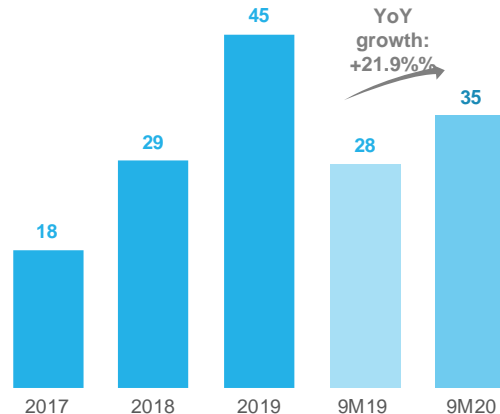
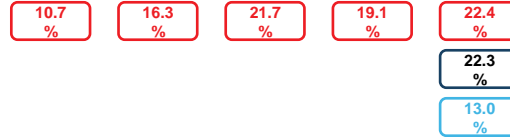


Recurring revenue growth: +9.9%

## EBITDA and EBITDA margin (R\$ M, %)

CAGR 17 – 19: 59.9%

EBITDA margin (%)



YoY growth: +21.9%

**93%**  
recurring revenue  
(9M20)

**66%**  
gross margin  
(9M20)



**73%**  
FCF conversion  
(3Q20LTM)

**9x**  
LTV/CAC  
(Sep. 20)



# Sustainable long-term growth outlook

## Our growth avenues

Cross and up-sell  
opportunity



New solutions  
and verticals



Market share  
gains



Increase global  
penetration



Complement  
platform through  
acquisitions

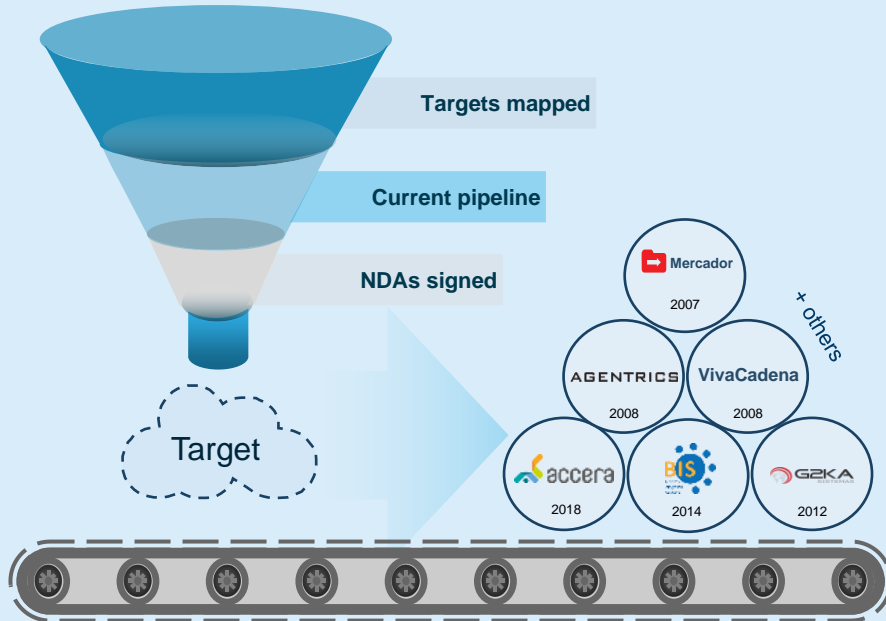


Organic

Inorganic

# Successful M&A track record underpins inorganic growth strategy

13 companies acquired since foundation<sup>(1)</sup>



## Our M&A strategy



### Segment Consolidation

Focus on our 3 core solutions to consolidate market segments and increase number of connections



### Portfolio Complementarity

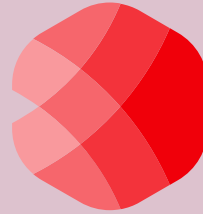
New solutions that can benefit from Neogrid's data platform



### Capabilities Acquisition

New Technologies for the Platform (AI, Big Data, API, Integration, Data Quality)

Neogrid's  
Tech  
Platform





**Neogrid**

**Thank you!**