



4Q20 Results

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Investor Relations

Presenters:



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DISCLAIMER

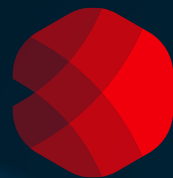
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In **2020** we kept on
relying on Technology
to overcome

challenges

to fulfill our purpose, to
put companies in the
rhythm of consumption





Neogrid

Cloud-based SaaS Platform

Making supply chain ecosystem **smarter**



Scalable



Resilient



Profitable



Global

With Neogrid, the

consumer

Is in the **core** of businessess

Allowing
Products
Always in...

right **place**

right **time**

right **amount**



History | EVOLUTION

Pré - IPO



Resilient

IPO



Raise of
R\$ 337 million
To boost
growth

4Q20



Consistent
results

1^a Post-IPO
acquisition




smarket

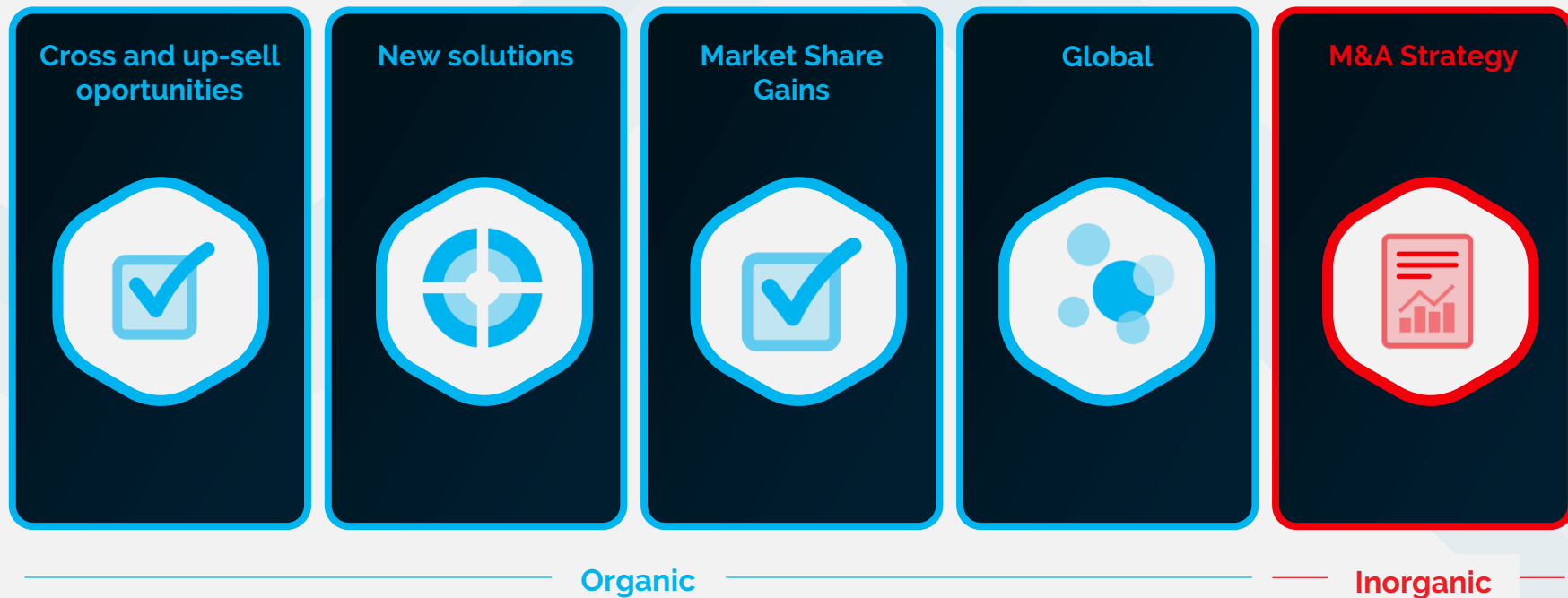
2021+



Growth Cycle

Organic and
Inorganic

Growth avenues



Highlights

Financials



4Q20 | 2020

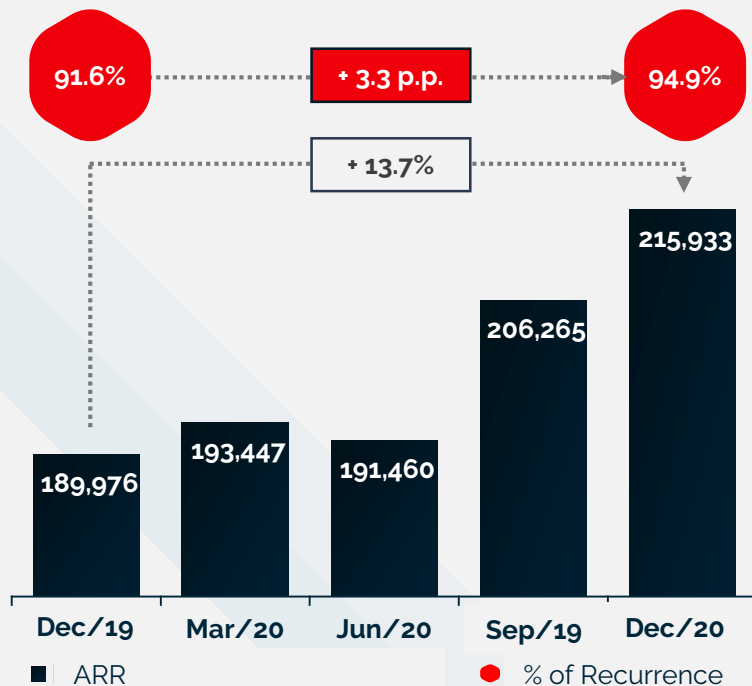


Financial Highlights | 4Q20 and 2020

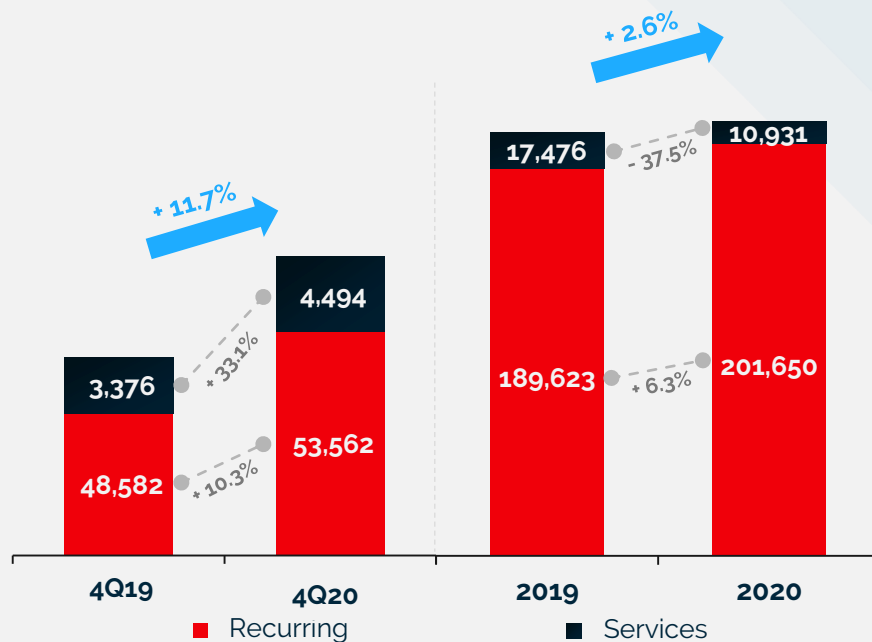
(in thousands of R\$ and %)

Important **ARR** growth and **subscription** model intensification

ARR:



Revenue:

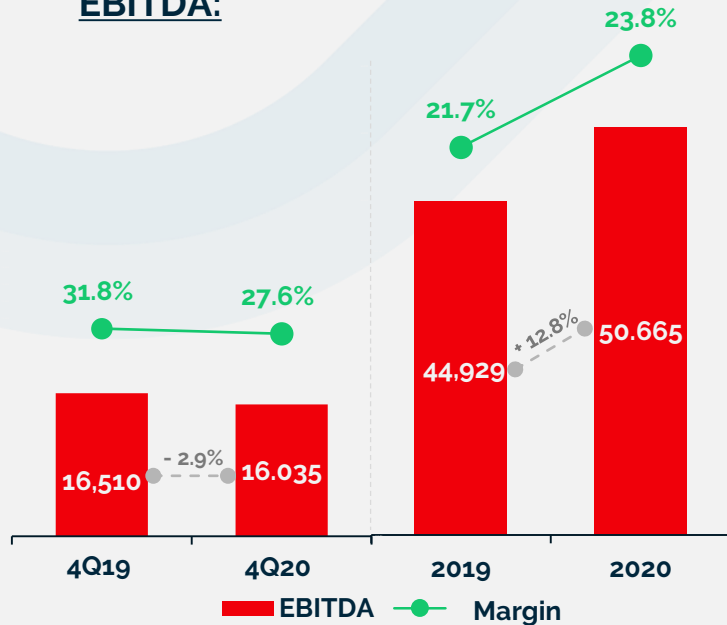


Financial Highlights | 4Q20 and 2020

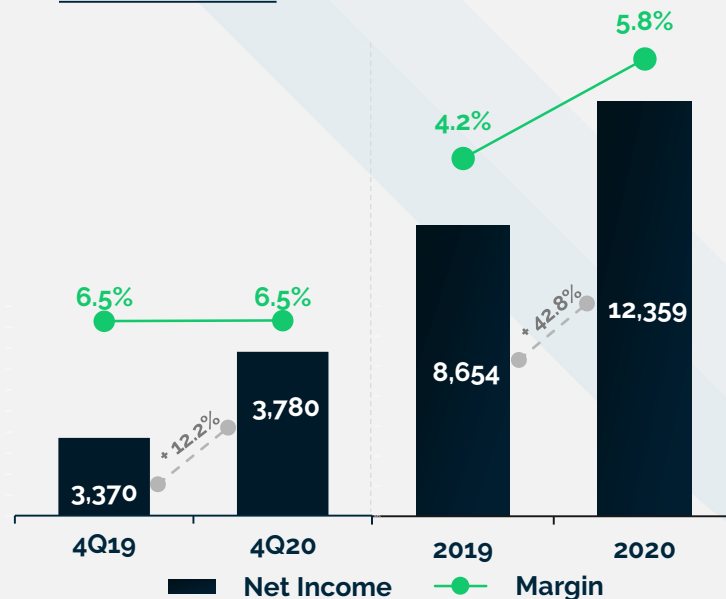
(in thousands of R\$ and %)

Sinergy and efficiency through SaaS solutions
integration in the Cloud

EBITDA:



Net Income:



Financial Highlights | 4Q20 and 2020

65.4%

Gross margin
(2020)

R\$ 365.6

million
Cash

1.1X

Op. Cash
conversion
(FCFF/EBITDA)

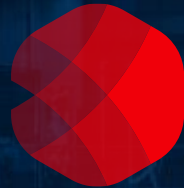




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Q&A

Thank You!



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