

3Q21 RESULTS

November, 2021
Investor Relations



DISCLAIMER

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Cloud-based SaaS platform
Making supply chain ecosystem
smarter



Scalable



Resilient



Profitable



Global

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(IR)

3Q21 HIGHLIGHTS



ARR Growth and
Revenue **Record**



Acquisition of
ARKER, LETT and
Investment in
HORUS



Integration of
acquired
operations



Acceleration of
R&D projects in
innovation,
technology and
security



Intensification
of **GLOBAL**
presence



New
Technology
Board



FINANCIAL HIGHLIGHTS

3Q21

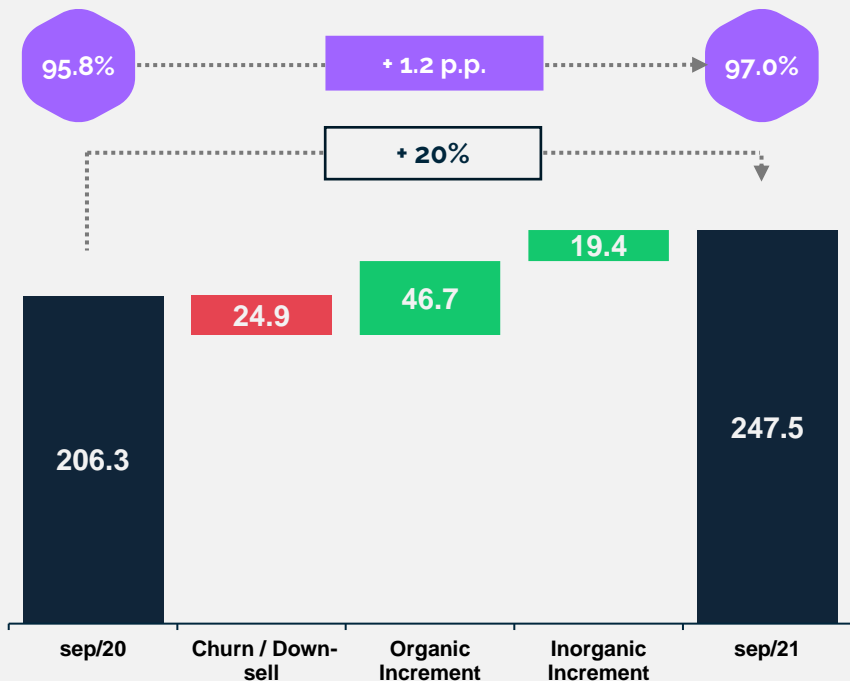
Financial Highlights | 3Q21 e 9M21



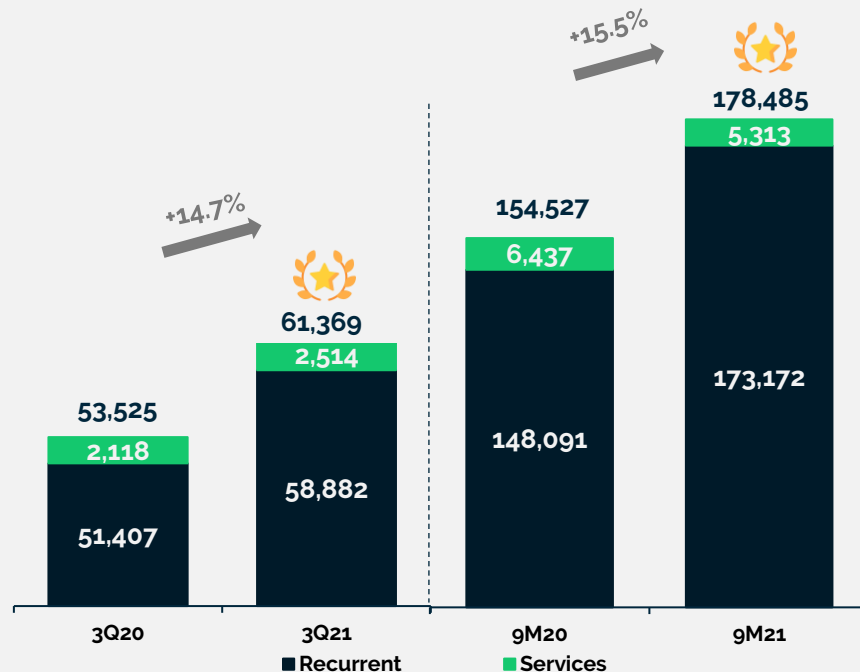
(in thousands of R\$ and %)

ARR Growth, high recurrence levels, and revenue record

ARR:



Revenue:



Historical record

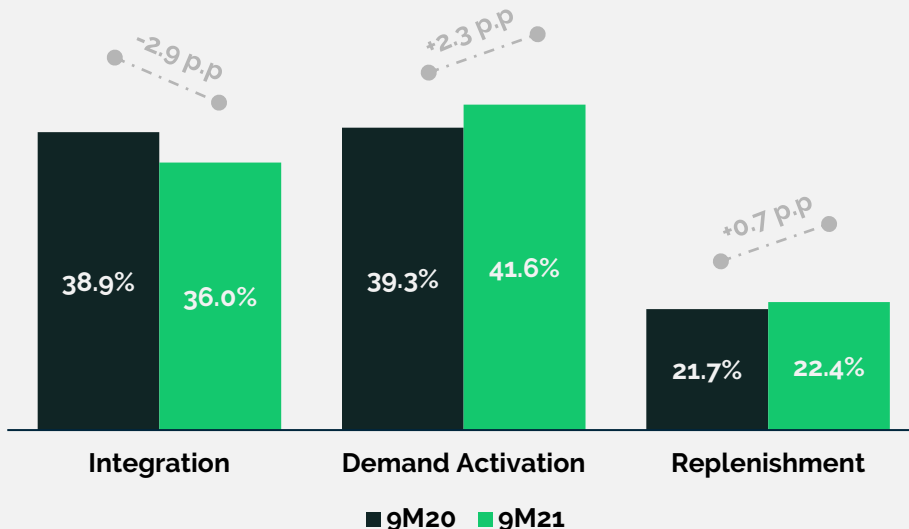
Financial Highlights | 3Q21 e 9M21

(in thousands of R\$ and %)

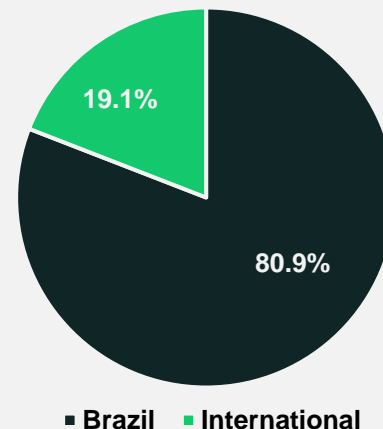
Revenue mix: **increased participation of Demand Activation and Replenishment offers**, which have higher average ticket and retention level.

International operations are growing at an accelerated pace

Offer breakdown:



Region breakdown:



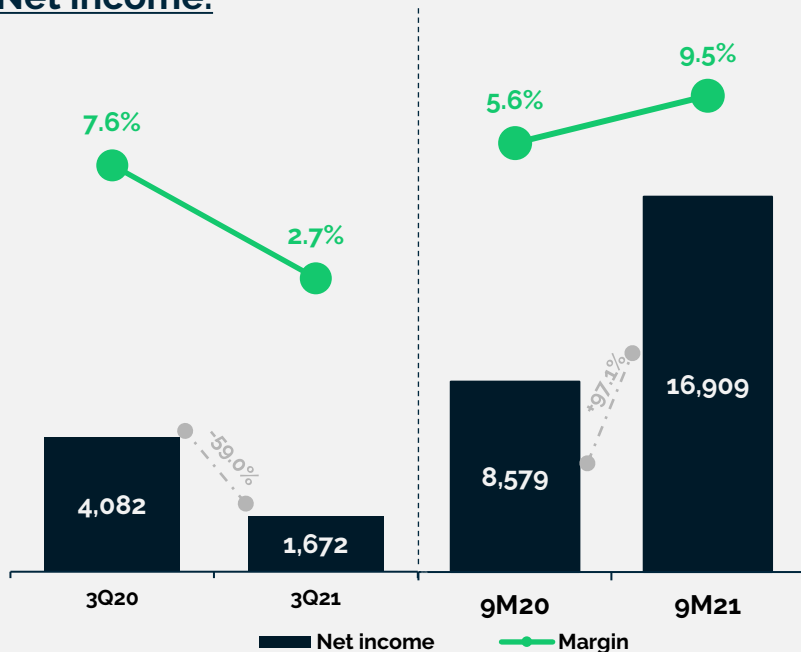
Financial Highlights | 3Q21 e 9M21



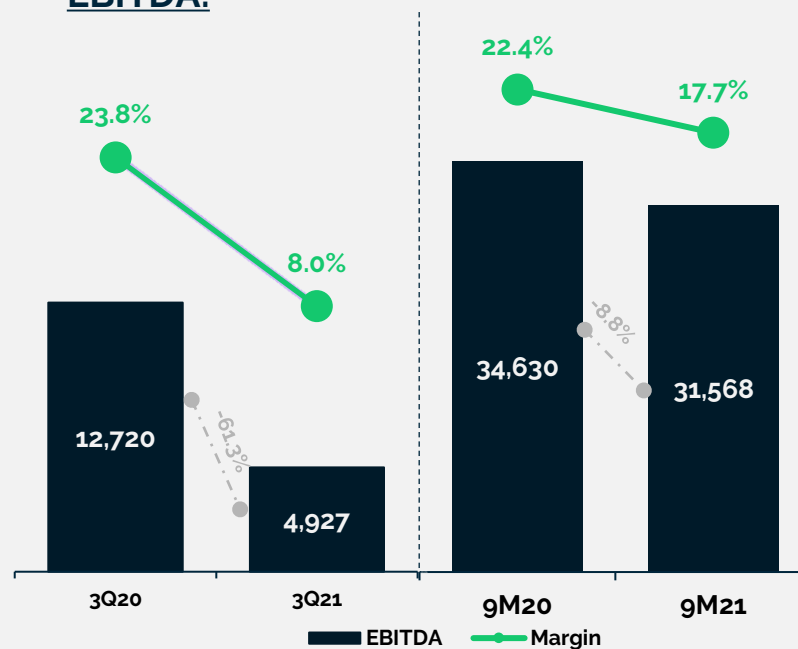
(in thousands of R\$ and %)

Synergy gains and operating efficiency resulting in **net income record** in the year

Net Income:



EBITDA:



Others Financial Highlights | 3Q21

+79.3%

R&D investments
(3Q21 vs. 3Q20)

**R\$ 325.0
million**

Cash/Equivalents

4.4X

Operating cash
conversion
(FCFF/EBITDA)

Next steps:

-  **M&A:** Focus on executing the acquisitions plan
-  **Go-to-Market:** Commercial strength to expand to new segments
-  **R&D:** Investments in technology and innovation to evolve the platform and launch new solutions, and strengthen cybersecurity
-  **Customer Success:** Focus on customer experience and satisfaction, maintaining high retention levels and enabling cross and up-sell opportunities with the customer journey within Neogrid portfolio
-  **Global Expansion:** new customers abroad and continuity of projects to create international operations mesh



Q&A



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Thank You!

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**Great
Place
To
Work.**

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