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Master of Ceremony: Good morning to all, and welcome to Neogrid's first quarter 2021 results disclosure webinar. Before introducing myself and presenting the entire Neogrid team present here with us, I point out that for those who need simultaneous translation we have this tool available here below on our platform.

I'm Vanessa Cochi, journalist and host, and it's a privilege to be with you here this morning. And I will then present the Neogrid team composed of the CEO, Eduardo Ragasol, CFO Thiago Grechi, and RI manager Thomas Black. We will start our presentation shortly, and upon completion of the presentation, we will open the Q&A section, and you will all be able to join our conversation by sending your questions through the Q&A chat or the Company's IR channels.

We emphasize that the information contained in this presentation and any statements that may be made during the conference, regarding Neogrid's business prospects, projections and operational and financial goals, are the beliefs and assumptions of the Company's Management, as well as in information currently available. Future considerations are not guarantees of performance. They involve risks, uncertainties, and assumptions, as they refer to future events and therefore depend on circumstances that may or may not occur. Investors should understand that general economic conditions, market conditions and other operating factors may affect Neogrid's future performance and may lead to results that differ materially from those expressed in such future considerations. That said, I want to invite Mr. Eduardo Ragasol now to begin his presentation. Ragasol, good morning and welcome.

Eduardo Ragasol: Good morning to everyone, thank you so much for being with us and connected today and it will be a pleasure to present to you our results of the first quarter 2020 and 2021. In the highlights I would like to mention results that we calculated in the quarter which is a record for the company in terms of revenue and net income, whose details we will cover further up ahead. But in addition to the excellent results that fortunately shows us that we are following the right path, I share with you other very important advances that we will promote in this period. Which are fundamental to the achievements we will see over the course of the period.

In the innovation and technology industry, we have increased our investments in research and development with project acceleration. We have a project that is critical for the company that calls itself four years in a. This project is the acceleration of the new technological platform that will take our mesh to another level. Our information network has to travel in the cloud and has to be built into the most modern technology. So, in four years in one we are accelerating the development of the company's technology platform, which could have taken four years, but we are doing in one year, an acceleration plan to leave a fundamental technological platform for all our solutions to be in the latest and most modern technology. With this we have become more agile, we improve our offerings and services and with this level of excellence, less dependent on external support, freeing up resources to advance in the development of new solutions and expansion of our platform.

We also invest in the harmonization of data captured at the retailer's point of sale. We have built an increasingly fluid data lake with more and more depth. This supply chain ecosystem is becoming increasingly connected because of our services at the three fundamental ends: manufacturers, retailers and connected distributors to avoid disruption always synchronizing at the pace of the consumer.

In this quarter we were also engaged in integrating the operations of our latest acquisition, which is Smarket. Smarket is an expert in activating promotions at the point of sale. We apply our expertise, of 14 acquisitions, to extract the maximum value

of this acquisition. We will be integrating products, technology, and leaving a growing operation that will be adding organic growth to our future.

Switching to the next slide, let's remember the five fundamentals for Neogrid's growth. We have cross and up sell opportunities, which will always be linked to our go to Market strategy, which is identification of new verticals, we now have more than 7 verticals, and in these 7 verticals we have clearly identified the three links of the chain (manufacturer, retail and distributor) and focusing on this array of opportunities we are increasing and increasing our MRR, which you will see now with Thiago. These gains are also showing market share gains. Our acquisition of Smarket also brings competitiveness benefits to this scheme. And we're focusing a lot on global expansion. We have good news about international, this business expansion is being effective gaining new customers and doing the cross sell and up sell within our international operations which bring really very good results for the Company.

And of course, let's keep our growth engine inorganic. The use of investors' capital is being well applied and will be applied to the organic growth of the company later. Then we will also have good news, in the sense, of a solid pipeline of inorganic growth.

And now I'm going to invite Thiago to explain, in much more detail, first a little more about our business model and a little more about our financial results for this first quarter. Thank you very much. Come on, Thiago.

Thiago Grechi: Good morning to all. I will start my presentation here by addressing a question that is recurring in our meetings and in our communication channels. Obviously, our customers, which are the industries, retailers understand the problems that Neogrid solutions help solve. But we wanted to show in a very simple way to the gentlemen who are watching, especially investors, that this Neogrid solution helps our customers on a day-to-day life. So, imagine that way a consumer, to the we are consumers and all of us at some point went to the supermarket, to our favorite store. I'll use my example, I have a small son, and I've had to go out at night to buy the milk he drinks, which he consumes, and arriving at the supermarket I have not found. So, moving to the next slide, when that happens, it happened to me and it can happen to each of you, we as consumers were disappointed. But the harsh reality for the industry and retail, is that this consumer makes a decision, and the decision he makes, often, is to give up the purchase and when he does, both retail and the industry have lost the sale. A decision also that he can make is to buy a product of another brand, and in this case the industry lost the sale. Or he can go to another store, buy the product he wants, and in that case the retailer ends up losing the sale. So in short, if the final consumer didn't buy anyone sold. And the consumer is disappointed, because he lost his time going to the store, the retailer lost the sale, and the industry loses the sale.

Moving to slide 7, Neogrid's solutions act intelligently from real demand, putting the consumer at the center of the business, ensuring that the products are on time, in the right place, and in the right amount. Without shortages, ensuring the sale of products and without excesses which maintains the levels of adequate inventories, thus improving and releasing the cash flow of retailers and industries.

Moving to slide 8, and now getting more into the financial highlights of the first quarter of 2021 I'd like to start by talking, initially, of the moment we're at today. We are presenting the first quarter of 2021, and it is our first quarter after our IPO. Remembering that our IPO was in the second half of December and our first presentation of results, also showed results last year and here yes, we have our first presentation of results already with some effects of the IPO.

So, I start by talking here, in the first quarter of our ARR totaled R\$228 million. We had an increase of 18%, and organic expansion was 16% and the addition of Smarkets' revenue contributed 2p.p. The recurrence level of our SaaS contracts was

96.7%, here also a growth of 0.9 p.p. The high recurrence is a reflection of the Company's strategy in this intensification of the subscription model for our offerings, from these advances and improvements that we made on our platform and in our offer model.

When we look at consolidated revenue in the first quarter of 2021, this grew 15.2% totaling R\$58 million. Here we have already recorded an all-time record of revenue at Neogrid.

Moving now to slide 10, and already talking a little about the Company's profitability, we had 16.9% growth in EBITDA, this totaled R\$14.3 million in the first quarter of 2021. The margin also grew, and the advance was around 0.4p.p. It is important to highlight that the EBITDA margin and the % revenue growth, when we combine and add the two, this reaches 40%, showing that we also have a good balance between profitability and the expansion of the Company's operations.

Speaking now a little of the net profit, this was also a historic record for Neogrid. We had R\$6.3 million, an important growth of 117% when compared to the first quarter of 2020. Net margin was 10.9%, growing 5.2 p.p. compared to the same period in 2020. This efficiency that the Company is demonstrating in the results vin, mainly, of four points. The first is the technological advances and the improvement that we have promoted in the technological environment on our platform, is more harmonious, agile and efficient and this delivers less need for support and a greater gain of scale of the Company. The second, which is this maintenance of a good mix of revenues with international contracts, these today represent around 20% of the Company's revenues and a good part of the costs related to these revenues, we maintain here in Brazil. The third point, which are gained from the reduction of expenses that was allowed due to this new normal and these new work practices, mainly in commercial and administrative, supports and etc. that we are managing to do remotely and much more efficiently, obviously, always respecting all the measures of COVID but also bringing a gain to the company's margin. Finally, the fourth point reflects more on net income and EBITDA, but it is a lower financial pressure of the Company, with this IPO fundraising, it was a possibility for us to better organize this and have a better financial result in the Company.

Moving to the next slide 11, there are four indicators that we'd like to highlight here. The first refers to the gross margin which was 67.7%, which shows a small reduction of 1.7 p.p. compared to the first quarter of 2020. But this is mainly due to the additional costs that have incurred more significantly in the last year and in recent months, for the completion of the migration we are promoting to the cloud. A second important indicator, and here as shown by Ragasol, we increased by 43% in the first quarter of this year compared to last year, our investments in R&D. This is part of our strategy, including discussed pre-IPO, and is part of the allocation of resources precisely the acceleration that we will make in investments in technology, which will guarantee the future of the Company. A fourth point is our cash, which we continue with a robust position of R\$ 350 million, with an advance in liquidity, obviously due to the IPO, but we also continue with an operating cash generation in the Company, which in this quarter was around 4% of our EBITDA. Well now I would like to return the word to Eduardo Ragasol, to leave a final message and then we will open for questions and answers. Thank you very much.

Eduardo Ragasol: Thank you very much Thiago. And here I want to talk to you, our investors, about the company's commitments. The company has its first fundamental commitment to its customers, customers are the most important of Neogrid, because we are a company focused on the customer and focused on customer satisfaction and effectively on the transformation of data and effective actions to improve the operations of our customers, both in retail, distributor and manufacturer, synchronizing the supply chain at the pace of the consumer, reducing inventories and avoiding disruption. This is our most fundamental mission of Neogrid. We are committed to it making investments in technology, artificial intelligence, on all platforms to consolidate this position in the market. The second fundamental commitment is also with our employees, fostering and creating leaders who are focused on our mission. These leaders are really committed to

delivering this value to our customers. We are always remaining as a Great Place to Work, this research for us is key to making sure we are all working in the right direction. Because this direction will bring consistent, solid and sustainable results for our future, and this future is for you our investors who are Neogrid's third fundamental commitment, creating value for our investors, through both organic growth, which is fortunately supported by this customer satisfaction in Brazil and internationally, and with the function of inorganic growth. These two legs of the company create conditions for sustainable growth now and for the future. We are at your disposal to answer all your questions. Thank you very much for your presence with us and we are at your disposal.

Master of Ceremony: Very well. The presentation with Neogrid's first quarter 2021 results was completed. We now go to the questions we receive through our RI channels and also through the chat of our platform.

Section for Q&A

Master of Ceremony: Let's ask our first question. It's from Luis Lima, Kinea, he wants to know the following:

Q: "Can we expect more ARR growth this year as seen in 1Q21? "

A (Eduardo Ragasol): Vanessa thank you very much. Good morning to everyone at our webinar and thank you for being with us again. I'm grateful for the question, too. In the strategy of Go to Market has been extremely solid and the expansion of the market from Neogrid's point of view, made by a good segmentation, we have a segmentation made in seven verticals plus two specials that I will explain to you, and within these 7 verticals we have three links of the supply chain. It has manufacturers, distributors and retailers mapped in all these 7 verticals and in our commercial area, attacking every link of this matrix, each space of this segmentation matrix. So, to give an example, we are very well known as a company with fast moving consumer goods, but we have expanded our market to meet fastmoving consumer goods, pharma, agro, fashion, electro, building materials, pet and especially e-commerce and finance are two, let's say, special segments, because they don't have the same dynamics as traditional retail, as traditional commerce. But we're focusing on these 9 verticals, where at the tip of them there are clearly manufacturers, retailers and distributors as Neogrid's target customers. So, our commercial area is with products, services and offers specific to these segments. With this Neogrid's market is much larger and much broader with unbelievable potential, inside and outside Brazil, because also our international operations are beginning to give good results with this same connection strategy and with Neogrid's entire philosophy of avoiding disruption, creating opportunities for greater inventory turnover and greater operational efficiency for our customers. Recording results both in Europe and USA as now we are also starting some activity in Mexico and here in Brazil, obviously. So, our growth strategy is sustainable, just as we saw in the first quarter, we expect to give great news to you each quarter.

Master of Ceremony: Great Ragasol. We have a second question submitted by Eric Huang of Eleven Financial:

Q: "How is the integration with Smarket into Neogrid after the acquisition?"

A (Eduardo Ragasol): Wonder. Our philosophy in the integrations of companies, in this mandate that we have of inorganic growth is very simple. The first priority we will have is to create growth value in the acquired company, so Smarket's operations have been autonomously, but with a very clear synergy and we are already implementing first administrative, second commercial and market tech. Neogrid's sales machine, with all the links I've already described in this segmentation strategy, will send these proposals to the retail market and starting with retail in the 7 segments we are already serving. So Neogrid's sales machine will take Smarket's products to launch into a much larger market. So, the first question is contribution to Smarket's growth. Then another layer of, let's say, in another stage of integration we will analyze the synergies of products

and technologies. But bringing them in parallel so as not to disrupt Smarket's operations and, yes, create value with growth by leveraging Neogrid's growth machine. This will generate very positive results for Smarket and, of course, for Neogrid. Only then our strategy of integrating the entire inorganic operation first has a very clear priority: value creation. Foster the value of the acquired company, and that's what we're doing with Smarket, so I'm talking and today is happening this commercial synergy.

Master of Ceremony: Great! Let's then now to the third question that was sent by Victor Ricciutti of UBSBB.

Q: "We saw positive EBITDA margin expansion in the quarter, but with lower growth than in the fourth quarter, what can we expect for 2021?"

A (Thiago Grechi): Thank you Vanessa and thank you Victor there for the question. So, I think Victor, if we look at Neogrid's history, the expansion of profitability is now even at the same level as the fourth quarter, the margin that ended up getting a little smaller, when we compared it to the fourth quarter. But that's also a bit of a feature of Neogrid. If we look a little in history, as I said, we can see that always the third and fourth quarters end up having a slightly higher profitability until they accelerate that the business, usually have here in Brazil to grow a little more in the last two quarters. Although, of course, we are a recurring revenue company, it has this very flat but always has a small increase in the business level basically in the last two quarters. So, when we look expansion, it is in a good expansion also now when we compared with last year and this difference is a little when we like the fourth quarter, by these characteristics that I spoke, but it continues to grow and is on a growth trajectory as we are showing.

Master of Ceremony: And we have a question that was asked by several participants, which is as follows:

Q: "How is the M&A pipeline and new product development?"

A (Thiago Grechi): Well, the pipeline Ragasol I think has already answered a part and helped a little bit of the response using the acquisition of Smarket right. We have a very strong commitment there to bring, obviously, all these synergies of this strategy to bring acquisitions that bring a lot of synergy. We see these questions and we have received a lot of these questions in our IR channels and because we have a cash amount, and much of that amount, it is clear that it will be allocated for acquisitions. We know that and we have a super robust pipeline to accomplish that. We have mapped a very large group of companies, and we have talked with a very large group, it is in the process of M&A with other companies. Now, as I've been saying for a long time, we have a very important track record of acquisitions at Neogrid and know the pains of an acquisition and need, as Ragasol spoke very well, to capture all synergies. So, we will always do this with a lot of responsibility and so that we can capture all these synergies that an acquisition brings. So, the staff can be very aware that we are working very acquisitions, working very hard to bring these companies, but that they come to Neogrid and add value to Neogrid as a whole and also to these Companies.

The second point about new products, our roadmap is very consistent for the next few periods. We have been launching some improvements, some features almost every moment, there are new products within this track that should be launched later this year, or next year. So, within this strategy we also intensified a lot, as the results show, investments in R&D, we increased more than 40%, as I said, of Investments in R&D when compared to last year, also for this acceleration and so that we can be putting new offers on the market in the coming periods.

Master of Ceremony: The Adriano Pessoa he wants to know:

Q: "In relation to administrative expenses, does it have an expressive volume, as far as what are you referring to?"

A (Thiago Grechi): Thanks for the question Adriano. Well, first of all, when we look at administrative expenses as a whole, they are in a descending, they have been reducing in the last quarters. Second, when we look at the comparable, we imagine that it is at an appropriate level when we consider that Neogrid is now an Open Company and has all the of governance that an open Company requires, and when we look at comparable, not only here as out there, but we are also at a super adequate level. And when we look at the trend of recent years, we have been able to make a reduction in these expenses. This is very much the result of a restructuring that we have done in our systems and our processes, a restructuring that we have made from the point of view of the administrative point of view of our global business. We maintain a very strong global operation, 20% of our revenue continues to come from the international market. However, all this administrative part, we have basically supported here in Brazil, using minimally some resources out there. So, all this restructuring has caused us, from an administrative revenue point of view, to decrease in recent quarters, even though we have become a publicly based Company. And looking at the comparatives, we have at the level and it seems appropriate.

Master of Ceremony: And look at this, the question of Karina Martins of Citi, a little echo the question, of course, the pandemic that we have been living for more than a year and then it says the following:

Q: "Until then, in the second quarter, have you noticed an impact on sales because of the worsening pandemic? Do you need to renegotiate the contracts?"

A (Thiago Grechi): Well, at the beginning of the year, obviously, it was an expectation of the market as a whole, no one expected, in such an aggressive way, this wave of the pandemic mainly in February and March. For us who are in the South arrived a little earlier, we obviously like everyone else, felt it, until we were returning in a more expressive way to the office, some customers began to suffer a little these impacts. But unlike last year, I think things are a little quieter and we haven't had such a widespread closure and we haven't had as many renegotiation requests as we had last year also understanding that operations are happening, and customers have somehow migrated their operations so that they are working in this new normal right. So now the process is flowing better. Except for a few specific cases, we didn't feel as much as last year. From the point of view of sales, we had at the beginning of them in January and February, two months a little weaker, but March has already recovered well, and we are with good levels, including in April, so we have already closed before here. Obviously, how everyone felt it, but we're getting out in a slightly better way than in the same period last year.

Master of Ceremony: Cassius Oak asks:

Q: "What is the expectation of growth in the international market and how much of the revenue comes from overseas operations?"

A (Thiago Grechi): I answer the beginning and then Ragasol can complement because he has been working on it a lot. Today basically revolves around 20%, depends a lot on the exchange rate mainly. We have in recent years decreased a little, but this year we have achieved, early in the beginning, when we look at the same revenue in dollars (without considering exchange), good levels of sale and growth of the international, so that minimally, we can maintain this 20% share, maybe even grow a little, causing international revenue to help us raise our level of growth a little. I don't know if Ragasol would like to complement it.

Eduardo Ragasol: Yes. The international's commercial strategy is very important for us, because the good results brought from outside Brazil also bring the advantage of the currency, the dollar and the euro which are strong currencies, which

create a good synergy and good results for the company as a whole. So, our international Go to Market strategy is very much based on what I explained when we left the financial market. That is, the good practices of Brazil putting Neogrid for several international customers a solution that can homologate outside Brazil. So, the multinational clients that are well served in Brazil, saw our growth engines outside Brazil. So, we have good examples there, two of them being very solid Boehringer, on the one hand, not only signed a contract with us, has passed the tests and our solutions will connect distributors in more than 30 countries and Kraft is also making a contract with us to activate our solutions in North America and Europe. So because of the good relationship we have in Brazil, for services rendered to them here within Brazil, Neogrid now takes its solutions outside Brazil. This strategy is already bringing good results. We will maintain it, of course, because we know the positive impact that this creates for the company as a whole.

Master of Ceremony: Well, we answer the questions sent by our chat and the IR channels. We're nearing the end of our presentation. Thiago Grechi, you would like to make your final considerations, and then I also step into Ragasol to be able to close our contact in this webinar of disclosure of the results of the first quarter of 2021 of Neogrid.

Thiago Grechi: Just thank everyone for their presence and say that our Company's IR channels are open to any other questions, we will be open to responding to our investors. Thank you and a good day, everyone.

Master of Ceremony: Ragasol?

Eduardo Ragasol: Thank you very much Vanessa. Thank you all for your trust in the Company and we are committed to maintaining your trust in good hands and with good results. We are more than 800 employees, and we are focused on creating value starting with the customer and closing with you. So, we thank you very much for your trust and I reiterate that the channels are open to maintain in this communication and this always dynamic dialogue between you and Neogrid. Thank you, Vanessa, for your driving here, thank you Thiago and Thank you all.

Master of Ceremony: I thank you for your trust and invitation to be here again with you. And I will reinforce again that our IR channels are available to answer the questions of all of you who accompany us, investors, even after our presentation be sure to contact us. We are then nearing the end of our webinar to release Neogrid's first quarter 2021 results. We appreciate the presence of all of you, we wish you a great week and see you soon.