



Seu pet center de estimação

DE GATO,
ENTENDO EU.

VIDEO CONFERENCE RESULTS 2Q21

AUGUST 10TH, 2021



CHICO,
CEO CANSEI
DE SER GATO

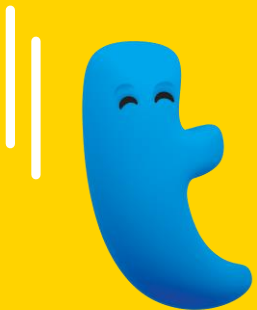


Seu pet center de estimação

CENTRO VETERINÁRIO
seres Nosso
instinto
é cuidar.



CANSEI DE
SER GATO



DISCLAIMER

The statements contained in this document regarding outlooks for the business, forecasts of operations, financial results, and growth outlooks for Petz are mere projections. They are solely based on the expectations of management regarding the future of the business. These expectations substantially depend on market conditions, performance of Brazilian economy, the industry and international markets. Therefore expectations are subject to change without prior notice. All changes presented herein are calculated based on figures in thousands of reais, as well as rounded numbers.

This performance report includes accounting and non-accounting data, such as operational, pro-forma financial data, and forecasts based on management's expectations. Non-accounting data was not reviewed by the company's independent auditors.

AGENDA

01

Message from
Management

02

2Q21 and 1H21
Results

03

Q&A



MESSAGE FROM MANAGEMENT

Sergio Zimmerman
Founder & CEO

Entry in the North - “Petz” & “Seres” brands in the 5 regions of Brazil



7

openings and
2 new states
in 2Q21

35

openings in
LTM

RECORD

143

stores¹ in total
in 18 states

Expansion plan:

Our store opening plan for 2021, until now, remains in line with expectations

Delays in construction and in the process of obtaining licenses to operate

X

Robust backlog of new stores with commercial points already contracted



Seres Vet Center:

After 2Q21, opening of 2 hospitals in July, reaching 12 hospitals in 9 states

¹ In 2021, the Company closed down the operations of the units Convivas, Rio de Janeiro and Granja Viana, in São Paulo. More information available in the 2Q21 Earnings Release (page 9).

Gross Revenue Highlights



Challenging COVID-19
pandemic scenario



Solid comparison base

+R\$2bi LTM Revenues

Highlights: Digital and Seres Veterinary Center

RECORD
R\$181MM

Digital Gross Revenue in 2Q21

+85% yoy

~50%

Seres Veterinary

Center yoy growth in 2Q21

Digital Plataforma



>30% Digital Penetration for the first time ever in a quarter



86% Omnichannel Ratio, a new record (vs. 85% in 1Q21 and 76% in 2Q20)

60% App share in Digital sales (growth of almost 180% yoy)



+4x Customers with offers activated through "Minhas Ofertas" program

96% Sales shipped through the Ship from Store up to 1 business day



Accelerating the Ecosystem Journey



CANSEI DE
SER GATO

**One of the largest
digital platforms of
exclusive content and
products for cats
in Brazil**



zee.dog

**The most
disruptive Pet
platform in the
world**

CANSEI DE
SER GATO

- Humorous and educational content production
- Differentiated exclusive product
- Qualified Audience



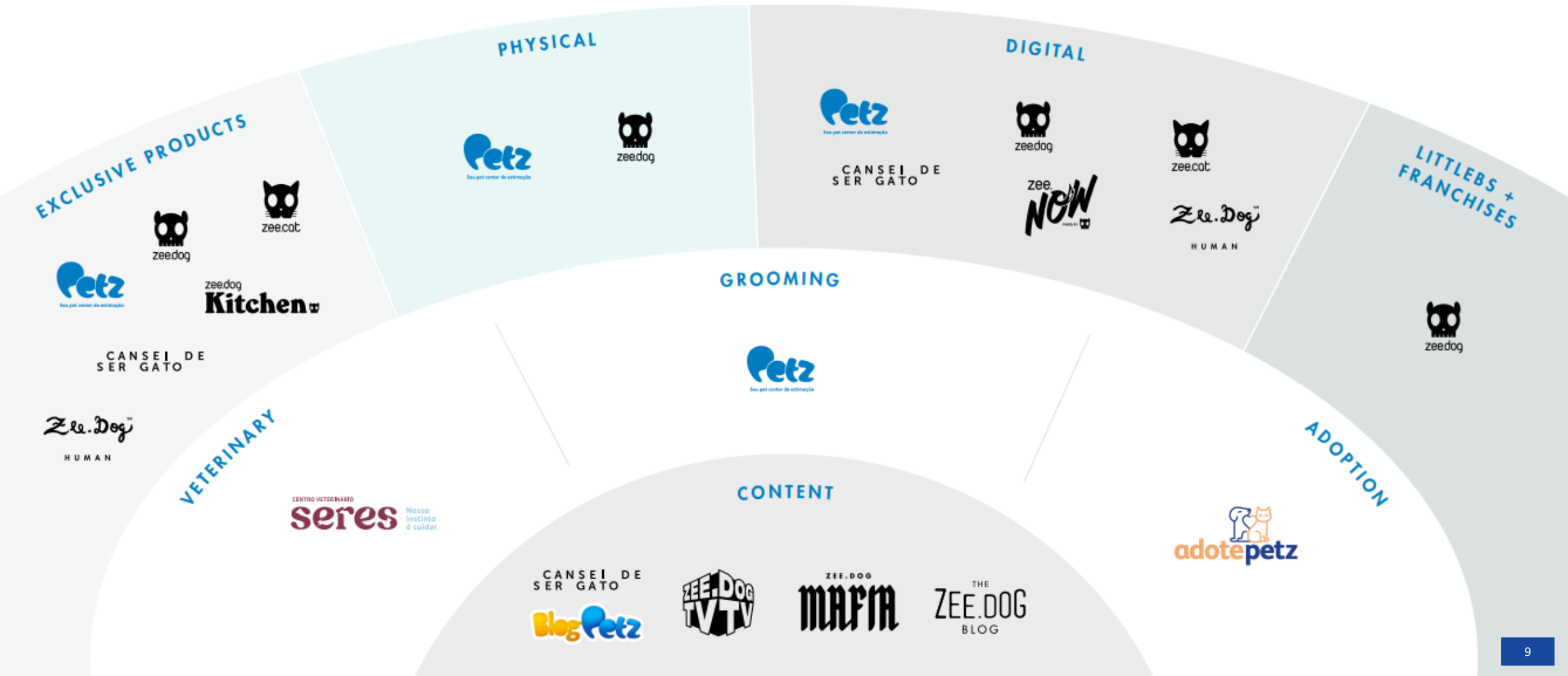
zee.dog

- Branding and lifestyle expertise
- Exclusive product, sourcing and technology
- Benchmark express delivery
- Access to Brazilian LittleBs and international Pet market (+45 countries)



- Largest and most integrated Pet ecosystem in Brazil (143 stores in 18 states)
- Benchmark Omnichannel platform
- Focus on execution and operational and financial performance

Grupo Petz new ecosystem



People and Culture & ESG



+45 companies together for the commitment of **10,000 new leadership positions** for black professionals and training for **3 million people** by **2030**



Partnership between **Adote Petz** and **Editora MOL**:
More than 1 million copies sold in our platforms since 2017



New independent member of the Board of Directors:
Mr. Irlau Machado Filho (Current CEO of Grupo NotreDame Intermédica)

2021 LatAm Executive Team (Small Caps in Retail sector)

- **1st place IR Program & Team**
- **1st place Best CEO** (Sergio Zimerman)
- **1st place Best CFO** (Diogo Bassi)
- **1st place Crisis Mgmt** COVID-19
- **1st place Best IR Professional** (Matheus Nascimento)
- **2nd Place ESG Disclosure**

Institutional Investor

2Q21 AND 1H21 RESULTS

Diogo Bassi
CFO & IRO

2Q21 and 1H21 Highlights (1/2)



TOTAL GROSS REVENUES (TGR)

2Q21

R\$598.0 MM

+57.5% yoy

SSS +36.6% yoy

1H21

R\$1,135.5 MM

+55.2% yoy

SSS +35.3% yoy



DIGITAL

R\$181.2 MM

+85.0% yoy

30.3% TGR

R\$336.8 MM

+133.4% yoy

29.7% TGR



OMNICHANNEL RATIO

86.0%

of Digital Gross Revenue

85.4%

of Digital Gross Revenue

2Q21 and 1H21 Highlights (2/2)



GROSS PROFIT

2Q21

R\$239.6 MM

+54.5% yoy

40.1% TGR



ADJUSTED EBITDA

1H21

R\$56.2 MM

+50.3% yoy

9.4% TGR



NET INCOME

R\$21.6 MM

+109.0% yoy

3.6% TGR

R\$454.8 MM

+54.6% yoy

40.1% TGR

R\$96.4 MM

+44.1% yoy

8.5% TGR

R\$33.1 MM

+11.4% yoy

2.9% TGR

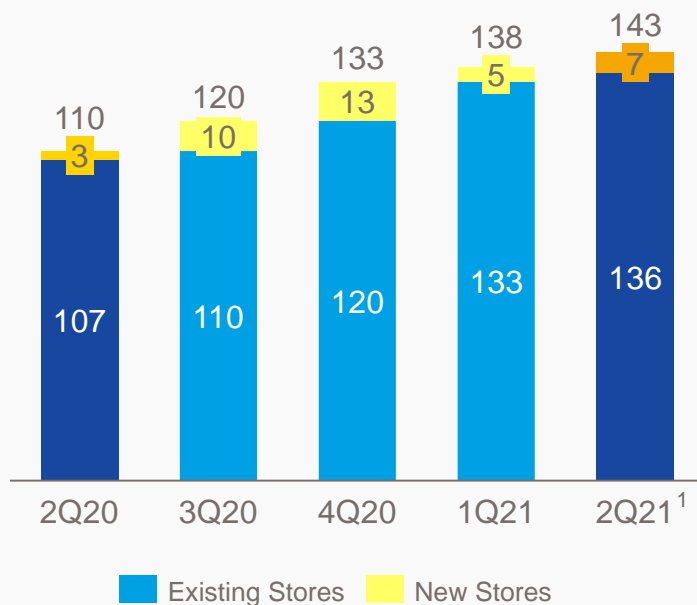
Store Portfolio



Entry into the North – presence of “Petz” and “Seres” brands in all 5 regions of Brazil

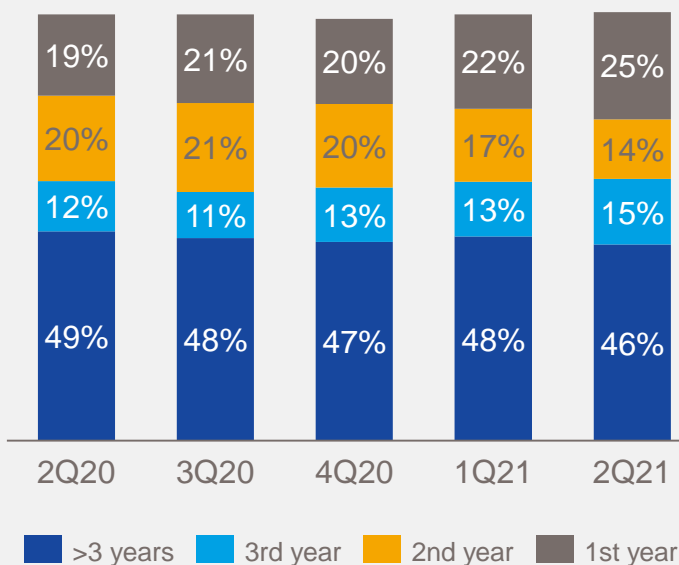
Number of Stores

Existing Stores, Openings



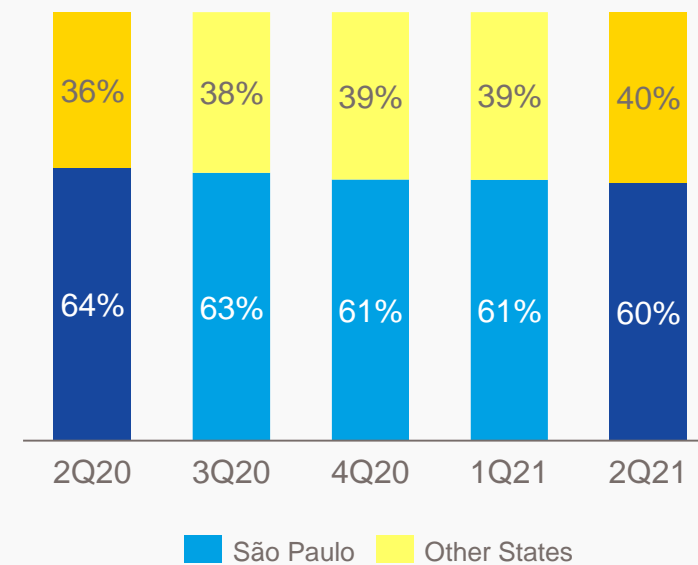
Distribution by Age

% of total stores



Store Mix in São Paulo & Other States

% of total stores



35 Store openings
LTM

54% of the stores have yet
to complete 3 years
in operation

40% of the stores located
outside São Paulo

¹ In 2Q21, the Company closed down the operations of the units Convivas, Rio de Janeiro and Granja Viana, in São Paulo. More information available in the 2Q21 Earnings Release (page 9).

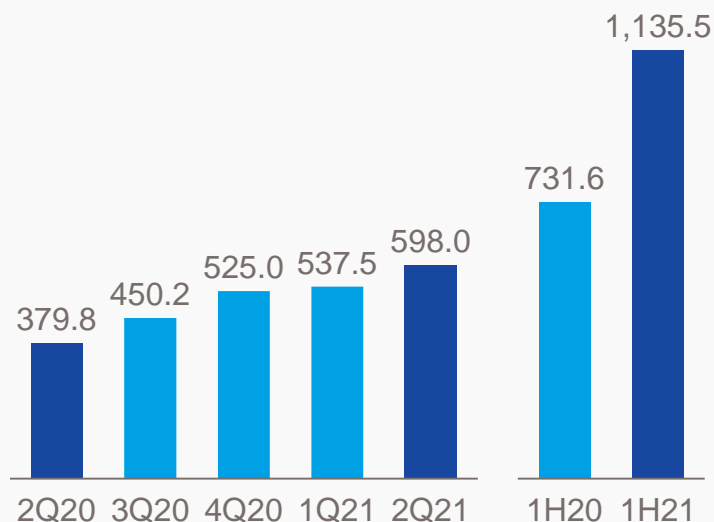
Sales Performance



Growth acceleration vs. 1Q21 - Digital and Seres Veterinary Centers Sales boosting Total Gross Revenue

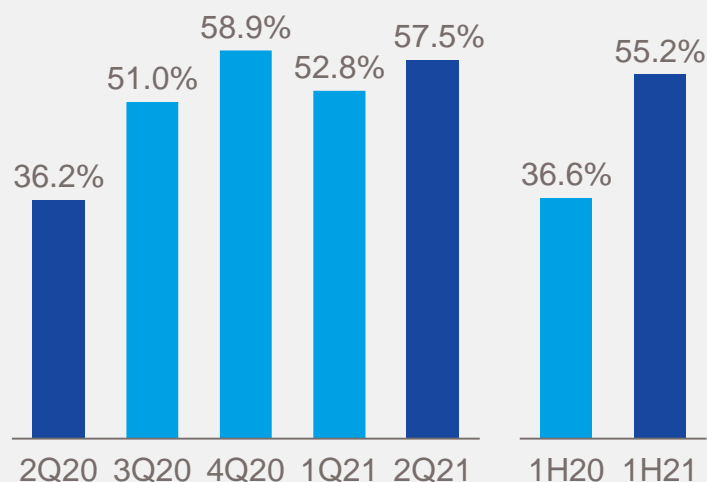
Total Gross Revenue

R\$ million



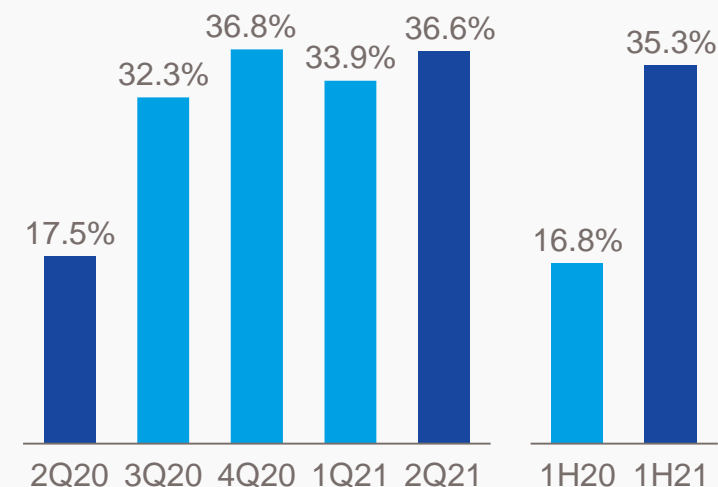
Total Gross Revenue Growth

% Change, yoy



Same-Store-Sales Growth

% Change, yoy



+56%

Product Gross Revenue yoy growth in 2Q21

+85%

Digital sales yoy growth in 2Q21

+46%

Product Gross Revenue from B&M yoy growth in 2Q21

~50%

Seres Vet Centers Revenue yoy growth in 2Q21

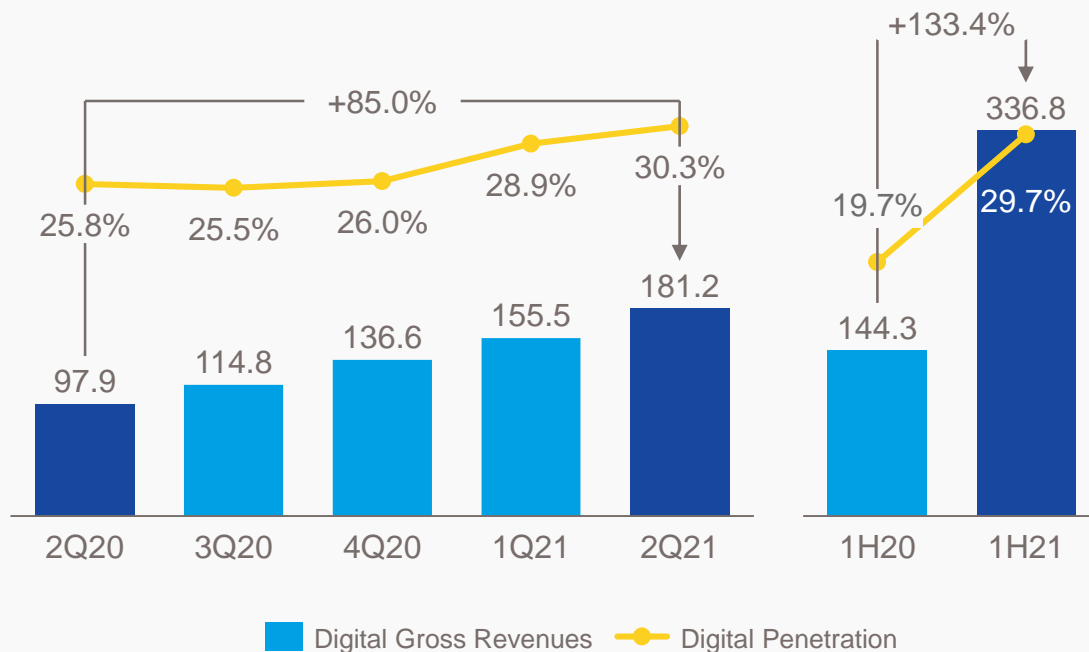
Digital Platform

Digital sales surpassing 30% in a quarter for the first time in history

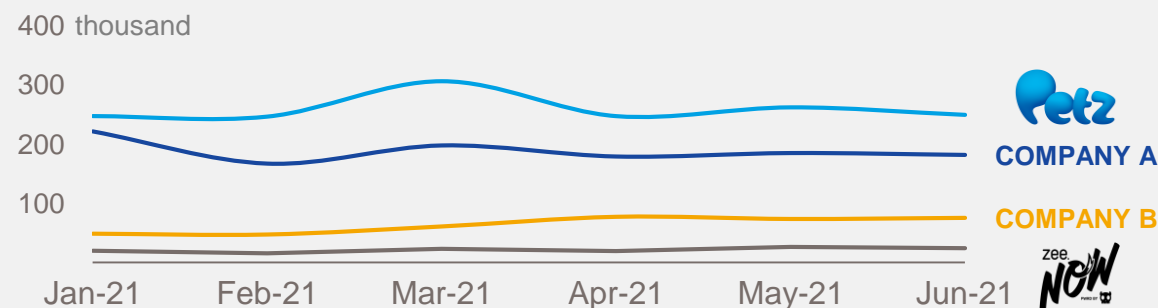


Digital Gross Revenue and Penetration

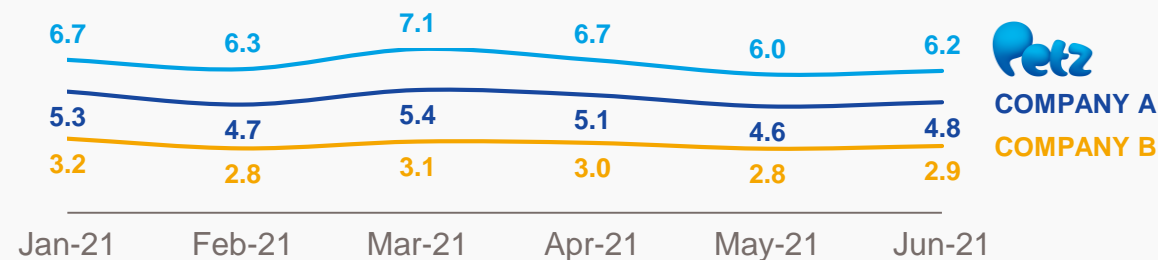
R\$ million, % Total Gross Revenue



#1 Leader in number of app downloads¹



#1 Leader in website access¹



¹ Source: Similar Web on July 20, 2021.

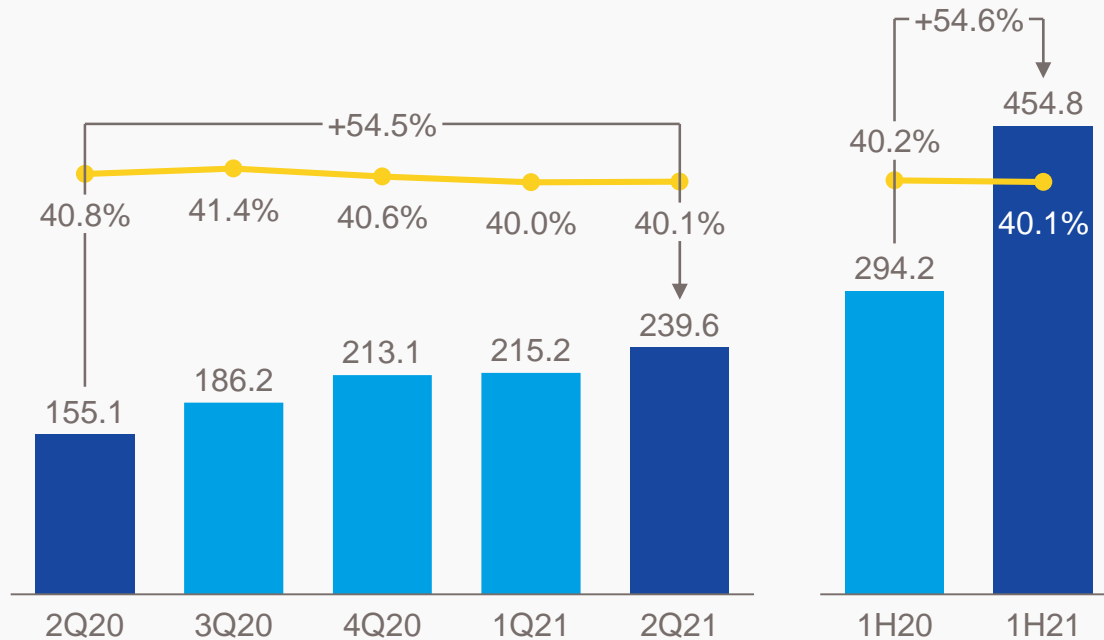
Accelerated Growth with Strong Profitability



Sequential flat Gross Margin, with Adjusted EBITDA growing above 50%, despite higher Digital Penetration

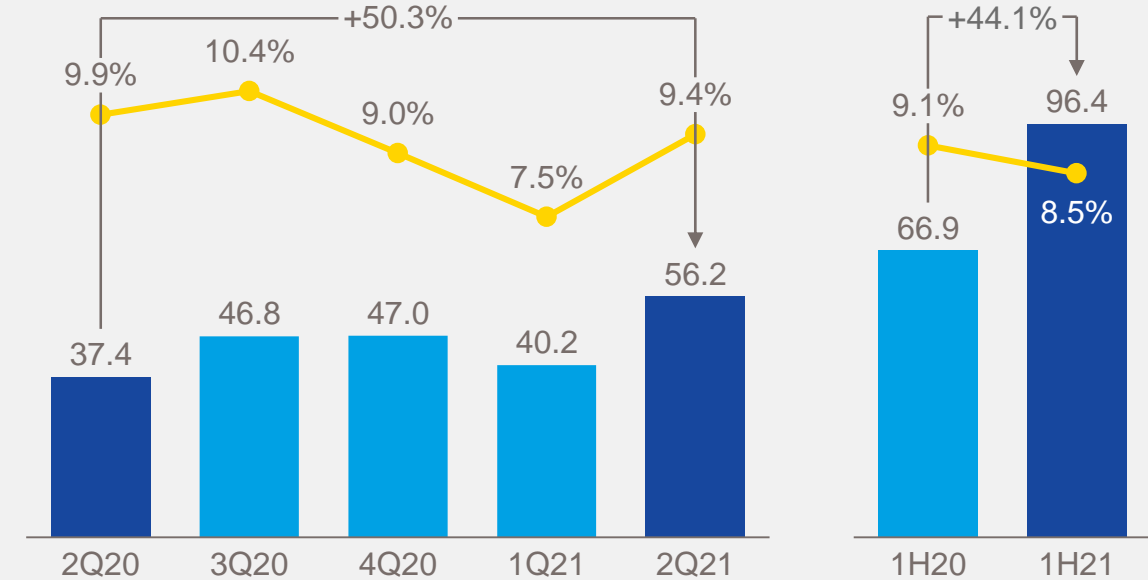
Gross Profit

R\$ million, % Total Gross Revenue



Adjusted EBITDA

R\$ million, % Total Gross Revenue



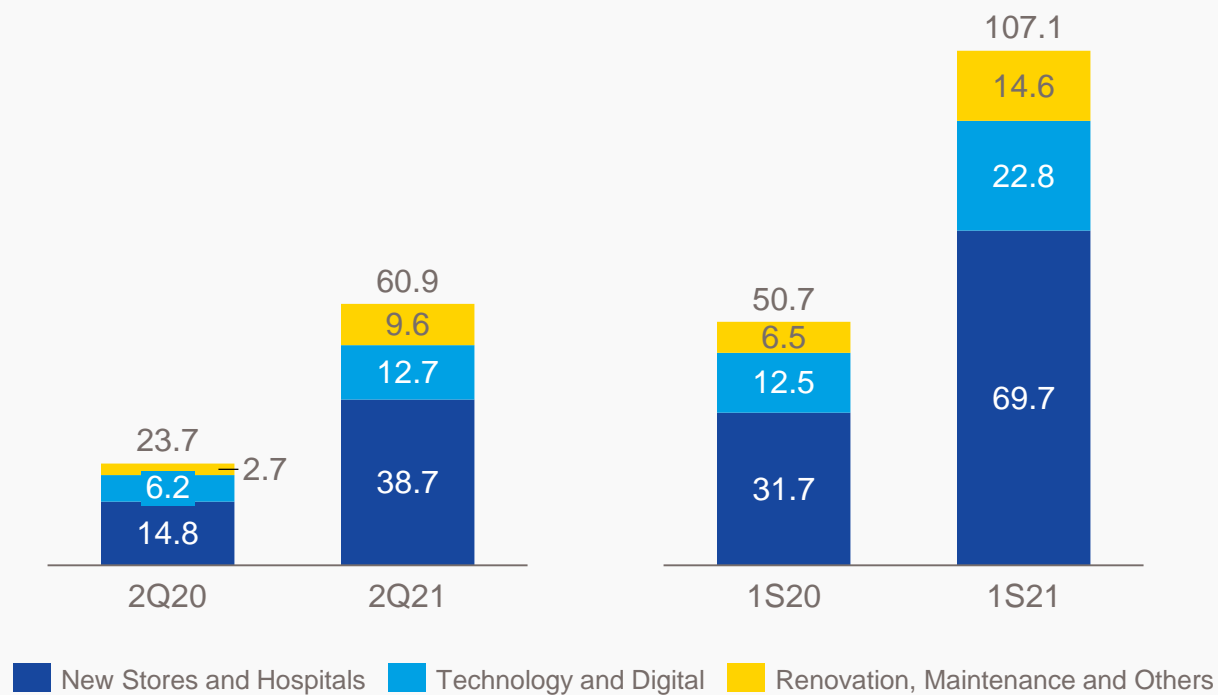
Investments and Indebtedness

Accelerating investments with comfortable leverage



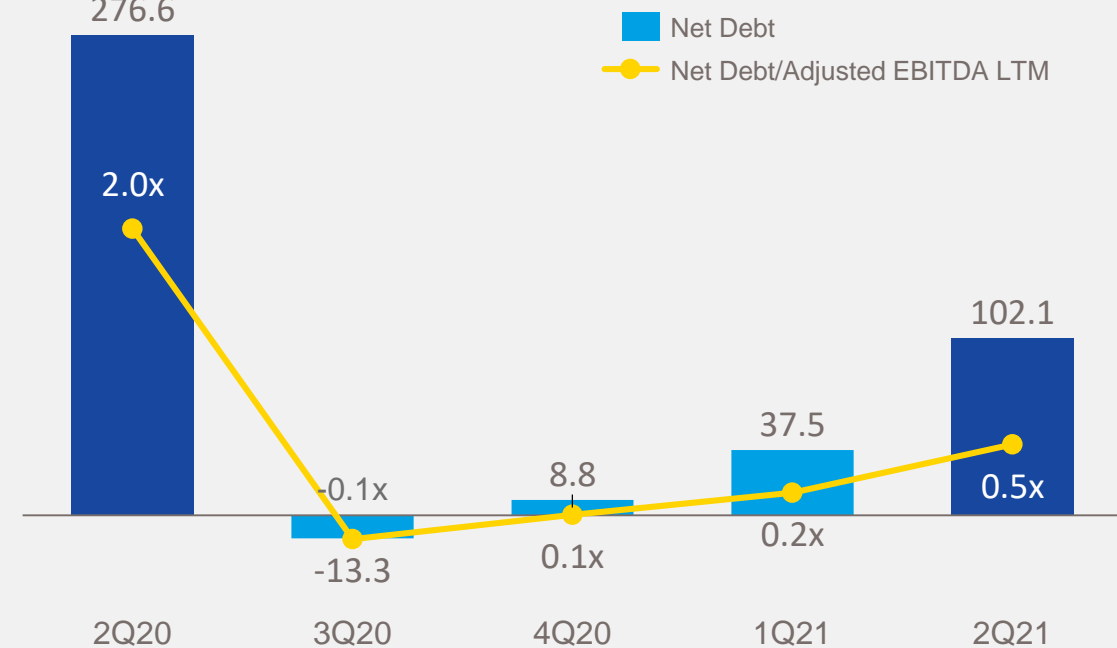
Investments

R\$ million



Net Debt (Cash) & Leverage

R\$ million, x





PETZ
B3 LISTED NM

IBRA B3 IGC B3 ITAG B3 IGCT B3

IGC-NM B3 ICON B3 SMLL B3



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