

Q2

VIA RESULTS

Roberto Fulcherberguer
CEO

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onde, quando
e como quiser.



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Q2 Highlights



Omnichannel

- Same-Store Sales +11.8%
- Market share gain in core 1P
- 3P revenue growth of 101% and operation reached break-even



Logistics

- Marketplace deliveries (3P) made by Envvias already represent 37% (July/22)
- Fulfillment reached 16% of Envvias orders



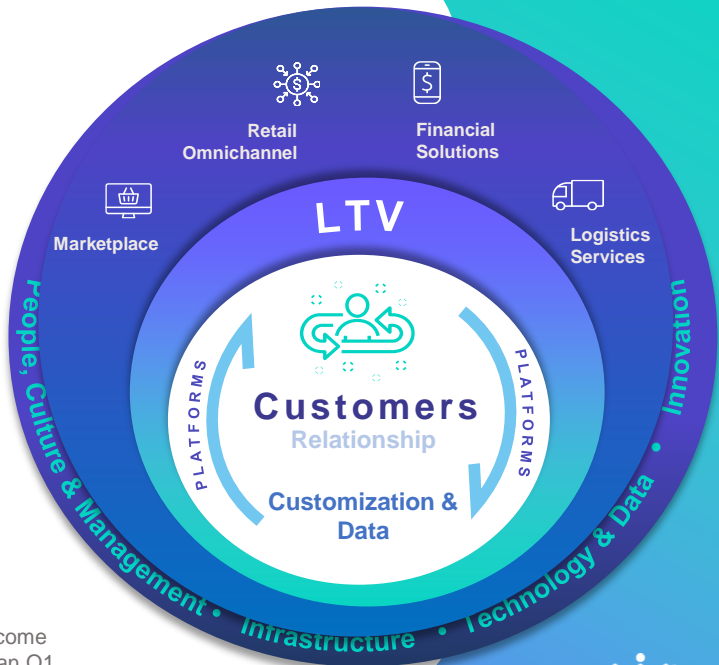
Financial solutions

- Via's all-time largest installment plan (CDC) portfolio (R\$ 5.6 billion) and delinquency under control
- 1-year anniversary of our personal loan product (R\$ 329 million) with no increase in delinquency



Profitability

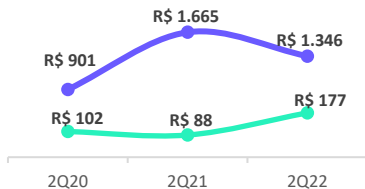
- EBITDA margin of 9.8%
- 8 consecutive quarters of positive operational net income
- Operational cash generation, R\$ 1.3 billion better than Q1



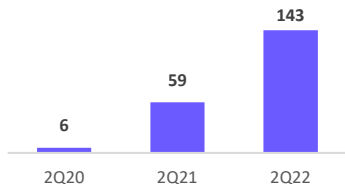
The Marketplace progress

3P GMV and Revenue – R\$ MM

■ GMV ■ Revenue

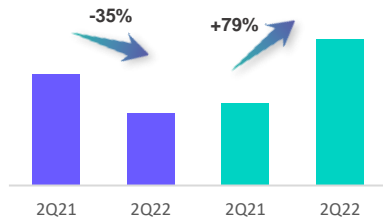


Sellers - Thousand

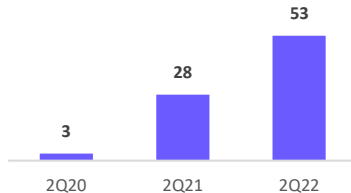


Orders

■ Core* ■ Long Tail

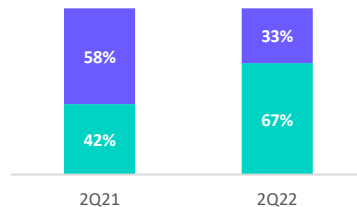


SKUs - MM



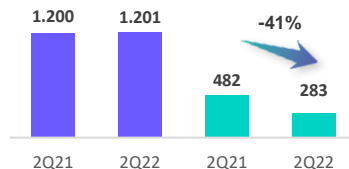
Orders

■ Core* ■ Long Tail



Average Ticket - R\$

■ Core* ■ Long Tail



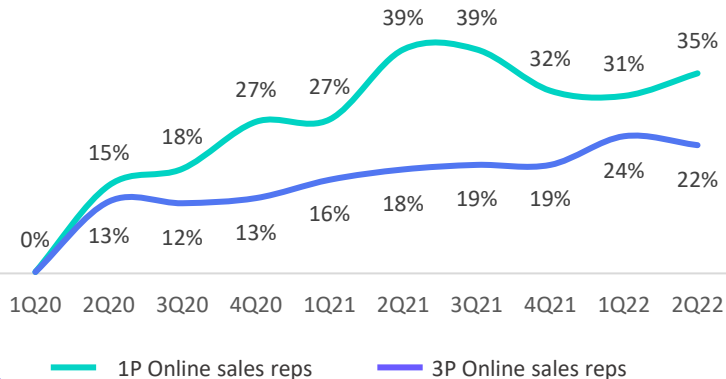
*Considers (i) Mobile, (ii) Furniture, (iii) Small Appliances, (iv) Large Domestic Appliances, (v) TVs / Video

Online sales reps

An omnichannel strength

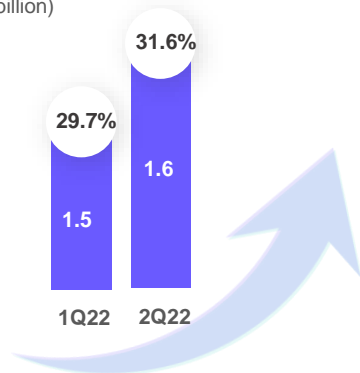


(%) of Online GMV by sales reps



Online sales reps

(%) of Online sales
(R\$ billion)



32 physical store openings in H1



LOGISTICS

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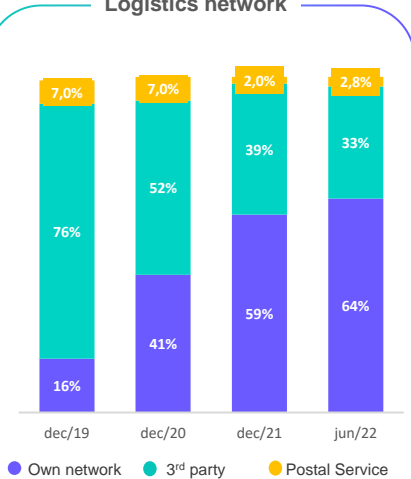
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Logistics for omnichannel



Omnichannel for logistics

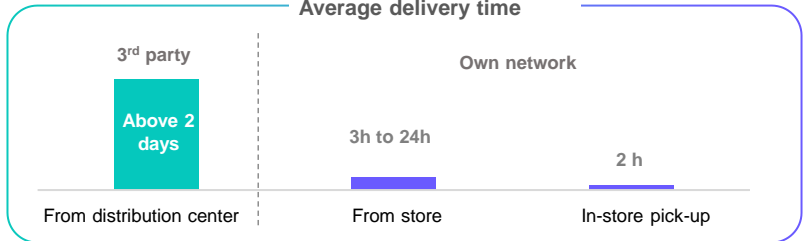
Logistics network



Cost of service (base 100)



Average delivery time

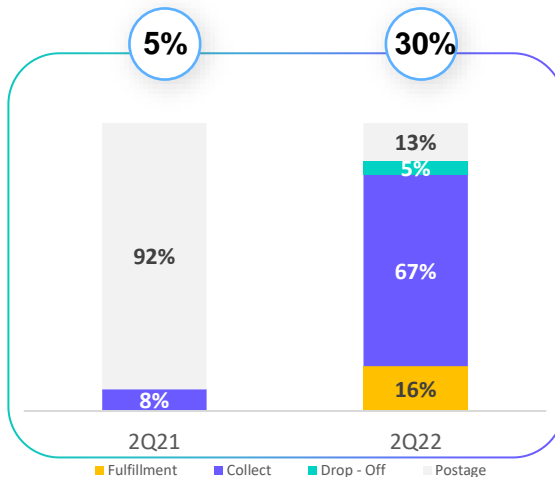


Envvias

Posting and collection services for sellers began in 2021, fulfillment in Jan 2022

- Volume of deliveries soared +670% y/y;
- Envvias deliveries as % of total deliveries in the 3P went from 5% in 2Q21 to 30% in 2Q22 and reached 37% in July, 2022;
- Collection as a share of all Envvias went from 8% to 67% between 2Q22 and 2Q21;
- The share of the Brazilian Postal Service in Envvias fell from 92% to 13% yoy;
- Fulfillment already accounts for 16% of Envvias deliveries vs. 2% in 1Q22.

3P deliveries by mode



FINANCIAL SOLUTIONS

André Calabro

banQi CEO

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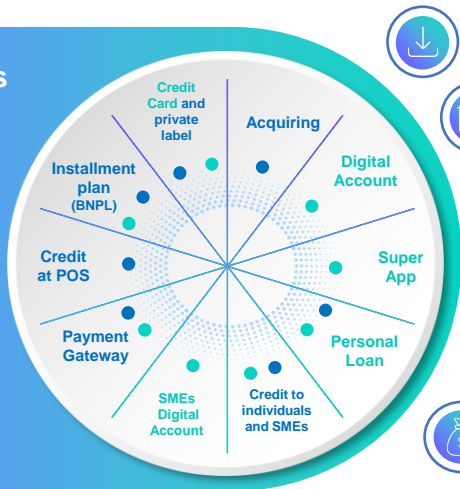
Sozinhos, pensamos grande. Com você, pensamos gigante.

Financial Solutions Platform on and off Via's ecosystem continues to expand



Growth fronts

- Full Digital Account
- Multiple Credit Offering
- SMEs
- Casas Bahia Ecosystem
- Marketplace Shopping Space



● ON-US ● OFF-US



12 MM customers (+32% y/y)



+ R\$ 11.7 billion TPV accumulated (+21% y/y)



R\$ 5.6 billion in installment plans (+18% y/y)



R\$ 1.5 billion of installment plans paid via banQi app, **20%** of receivables



+R\$ 329 MM in personal loans granted



Quarter



Accumulated

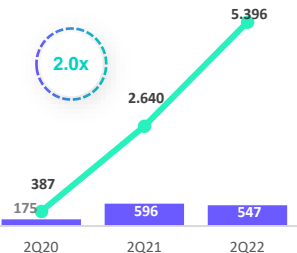


2Q22 x 2Q21 Chg.

New Accounts

(# 000)

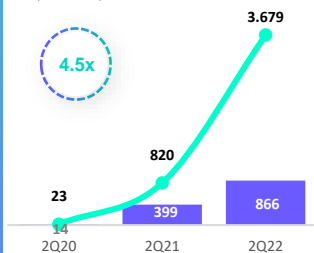
2.0x



Total TPV

(R\$ million)

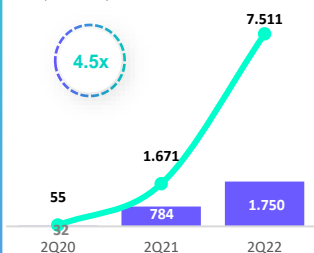
4.5x



Total Transactions

(R\$ million)

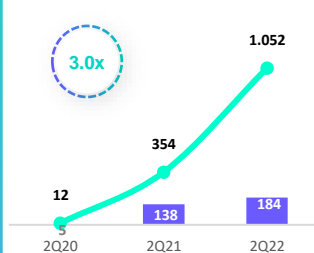
4.5x



Store Transactions

(R\$ million)

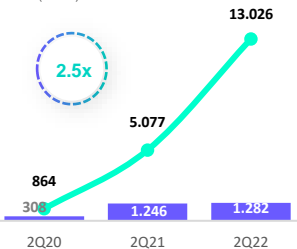
3.0x



App Downloads

(# 000)

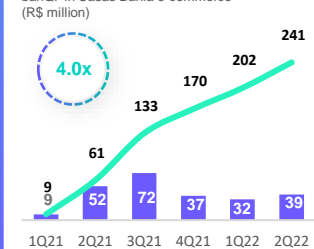
2.5x



banQi in e-commerce

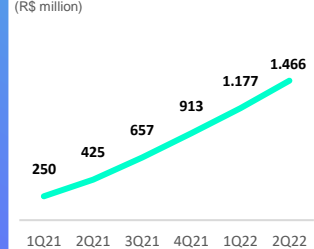
banQi in Casas Bahia e-commerce
(R\$ million)

4.0x



Installment plan paid via banQi app

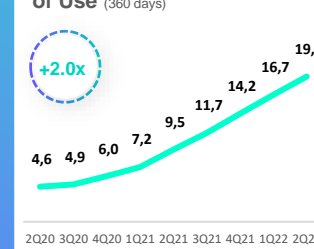
(R\$ million)



banQi App Frequency of Use

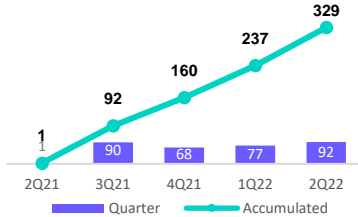
(360 days)

+2.0x



1-year anniversary of the **Personal Loan product**

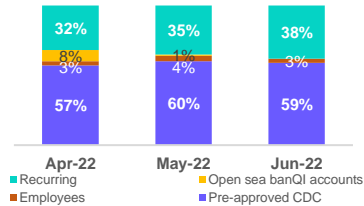
Production (R\$ million)



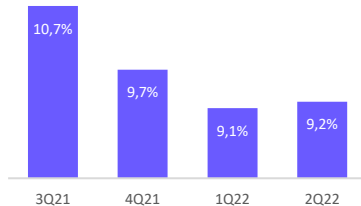
Gradual Evolution

- Jun/21: soft opening for installment plan pre-approved customers;
- Sep/21: Open-sea customers' continuous increase;
- Nov/21: Possibility of taking out a second loan;
- Apr/22: 2nd Personal Loan offer review;
- Apr/22: Offer Review for installment plan pre-approved customers.

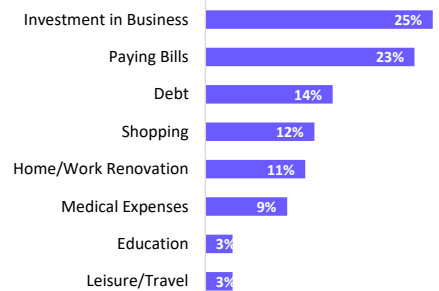
Mix



Performance by Period – over 30



Customer drivers for contracting Loans



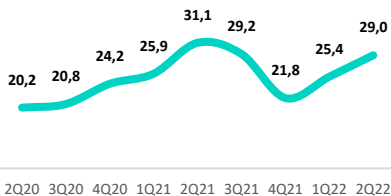


1P/3P

In-Store Installment Plans

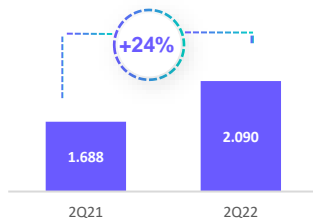
In-store Installment plan

(% of offline sales)



In-Store Installment Plan – Production

(R\$ million)



Highlights



2nd Largest quarter ever



Sales increase
+R\$ 402 MM vs 2Q21



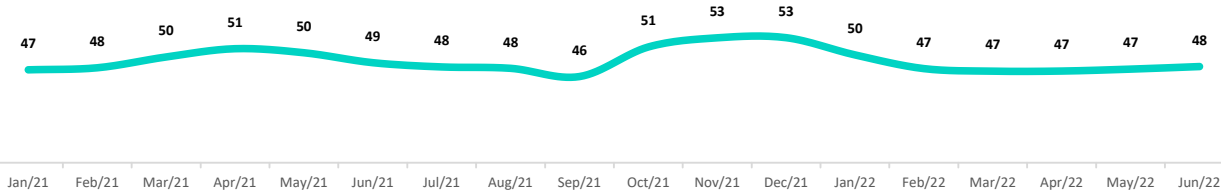
Increase in the active portfolio
762 MM vs 2Q21



+ 3.6 p.p. increase as % of offline sales vs. 1Q22

Customer Recurrence – In-store Installment Plan

(% of recurring customer over 24 months)



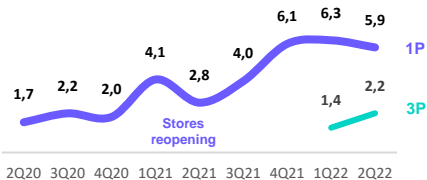
Digital Installment Plan



1P/3P
Online

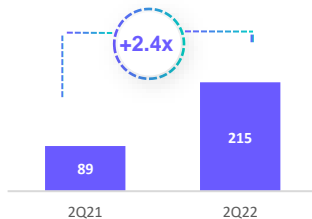
Digital Installment Plan

(% on online sales)



Digital Installment Plan – Production

(R\$ million)



Installment Plan in the marketplace



Qualified **sellers** already operational



76% of qualified **sellers** already made sales

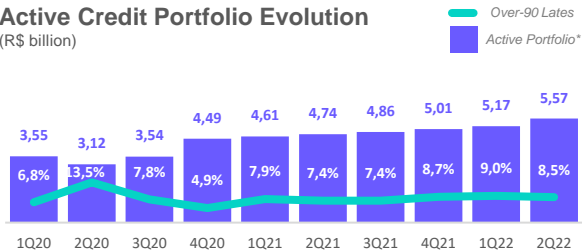
Complementing 1P and 3P categories



Installment Plans | KPIs

Active Credit Portfolio Evolution

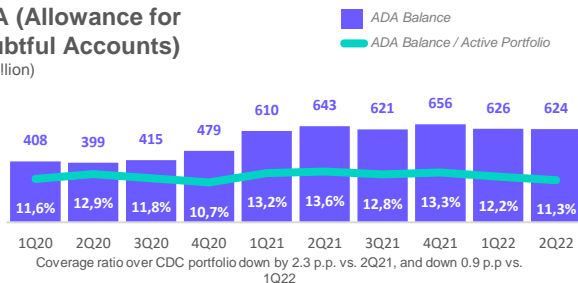
(R\$ billion)



*Active Portfolio = Payment book base ex-interest to be incurred

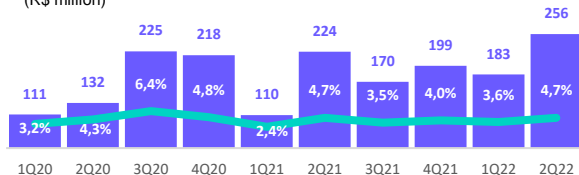
ADA (Allowance for Doubtful Accounts)

(R\$ billion)



Portfolio Loss

(R\$ million)



Loss

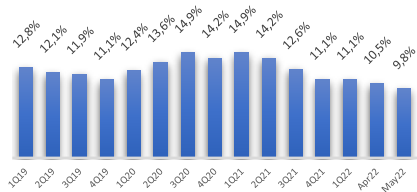
Loss / Active Portfolio

In 2Q22 loss level over active portfolio came in line with 2Q21. Higher level than 1Q22 given year seasonality.

Installment Plan | Macroeconomic Indicators

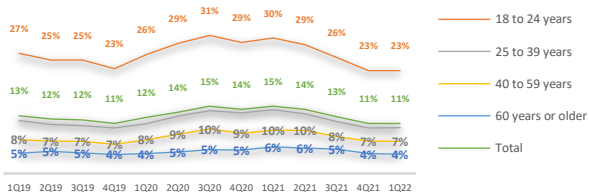
Unemployment

(Source: IBGE)

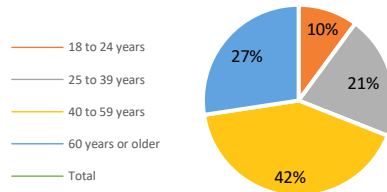


Unemployment by Age

(Source: IBGE)

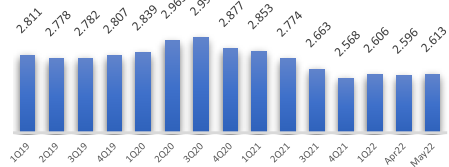


Via Customers – Installment Plan



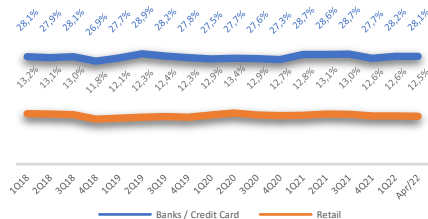
Average Income R\$

(Source: IBGE)



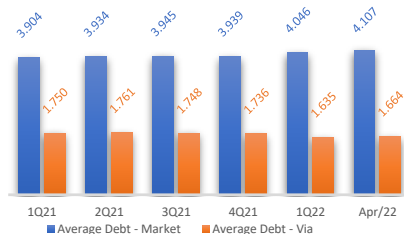
Delinquency by Sector

(Source: Serasa)



Average Debt – Defaulting Customers

(Source: Serasa and Via)



ESG

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ENVIRONMENTAL

ICO2B3

Emission reduction

- Q2: 10 electric vehicles in the fleet for last-mile deliveries
- 78,500 km covered
- 37 tons of CO2 emission were saved



Via Recycling Program – REVIVA

- One thousand metric tons of waste sent for recycling
- 12 partner cooperatives were benefited, also reducing environmental impact
- 500 electronics drop-off points distributed at group stores
- More than one metric ton of electronics sent for disposal and recycling



Social Marketplace

- Casas Bahia now offers free freight in its sustainable e-commerce, in partnership with Pangeia
- This initiative intends to support the development of small producers, such as Amazon native people, rural and forestry cooperatives and artisans



SOCIAL



- Via renewed partnerships that foment job and income generation for micro entrepreneurs: *G10 Favelas, Instituto Donas de Si and Instituto Jô Clemente*
- Via launched *Gincana Agente+* to encourage employees to volunteer and engage with the Winter and Food Campaigns



- Financial education course, in partnership with B3, freely available on Via Investor Relations website.
- Classes are divided into five modules that promote dynamic and complete learning





DIVERSITY



Digital accessibility

- Hand Talk, a sign-language communication platform on websites and apps of *Casas Bahia*, *Ponto* and *Extra.com.br*, including *Via IR*, *Via Carreiras* (Careers) and *Via Marketplace*



Recognition – BR Equity Seal

- One of the best places for LGBTQIAP+ people work for according to the *Equidade BR2022* survey developed by Human Rights Campaign (HRC)
- This seal is an equality global program at workplace



GOVERNANCE



Business Pact for Integrity and Anticorruption

- Adhesion to the Business Pact for Integrity and Anticorruption coordinated by Instituto Ethos
- With this initiative, we reinforce our commitment to anticorruption, ethics, transparency and integrity practices for all those who have a relationship with the Company

Financial Highlights

Padilha
CFO & IRO

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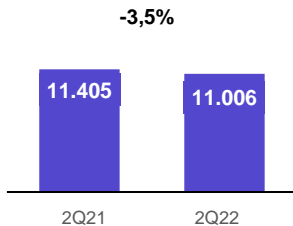


OPERATING RESULT

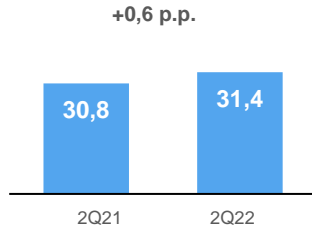
2Q22 x 2Q21



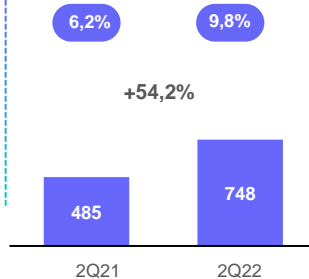
Gross GMV (R\$ MM)



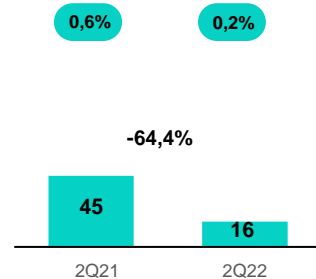
Gross Margin (%)



EBITDA (R\$ MM and % NS)

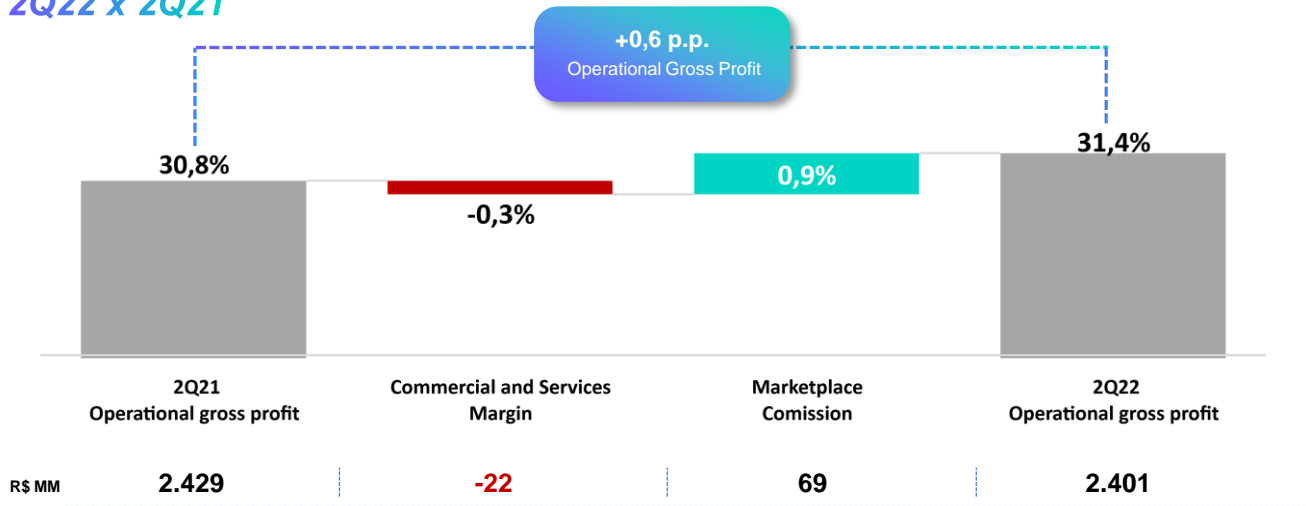


Net Income (R\$ MM and % NS)



Operational Income Statement – Gross Profit

2Q22 x 2Q21



Commercial and Services Margin

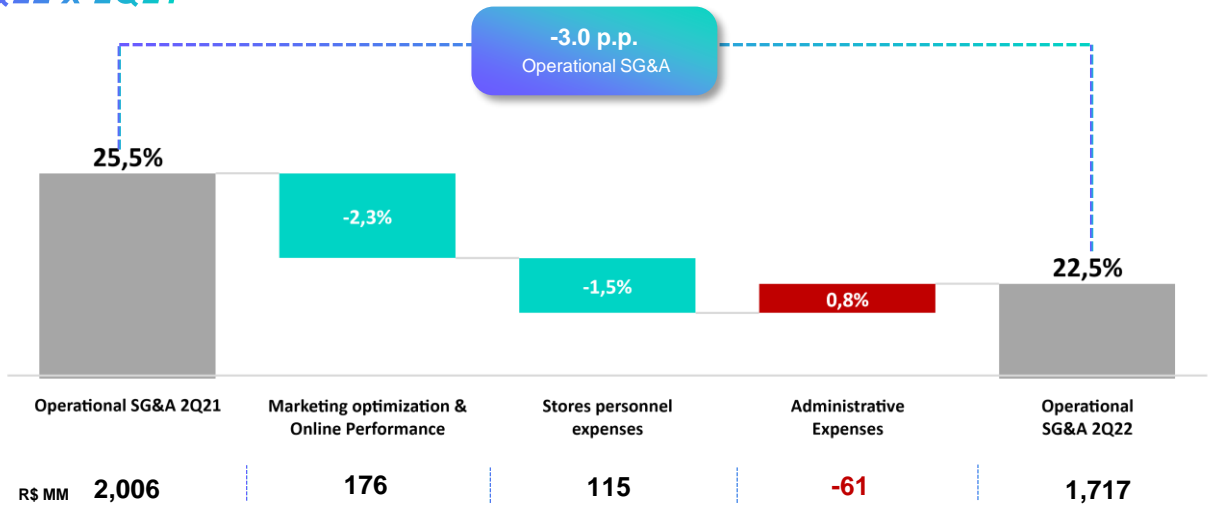
- Stability in the commercial margin and gains in Services;

Marketplace Commission

- Marketplace commission: take rate increases from 5.3% to 13.2% (vs 2Q21).

Operational Income Statement – Expense Bridge

2Q22 x 2Q21



Marketing Optimization & Online Performance

- Marketing productivity gain and online performance (lesser need of paid media);

Personnel expenses - Stores

- Sales reps higher productivity gain and lower volume of new labor claims;

Administrative expenses

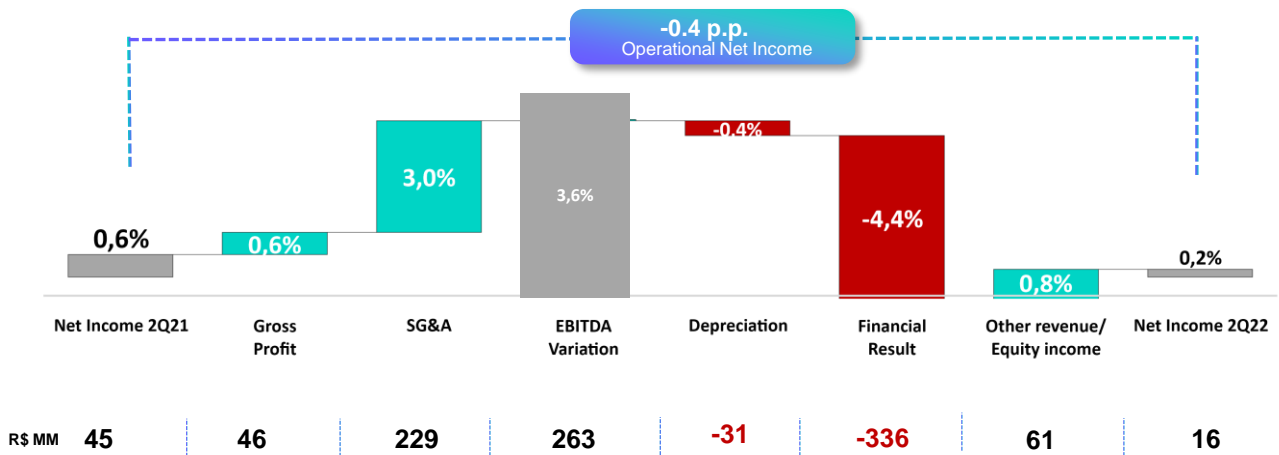
- Higher spend with IT personnel.

Operational Income Statement – Net Income Bridge

2Q22 x 2Q21



-0.4 p.p.
Operational Net Income



SG&A

- 3.0 p.p. gain

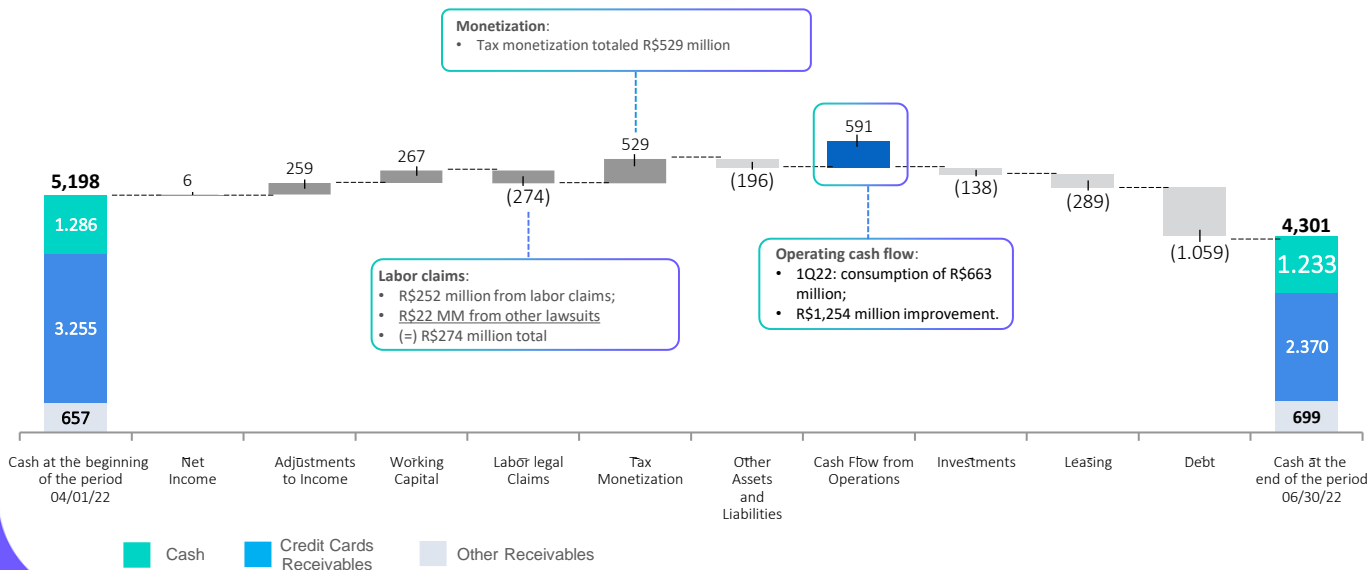
Operational EBITDA

- R\$748 million and 9.8% margin (R\$+263 million and +3.6 p.p. vs 2Q21);
- Quarter marked by higher profitability to cope with high interest rates impact on financial expenses;

Financial Result:

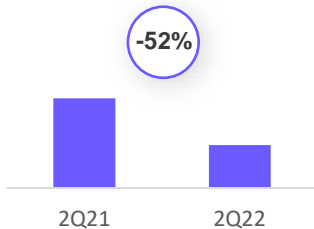
- -4.4 p.p. and R\$-336 million;
- higher expenses related to financial cost given SELIC base rate increase.

Cash Flow 2Q22 (R\$ MM)

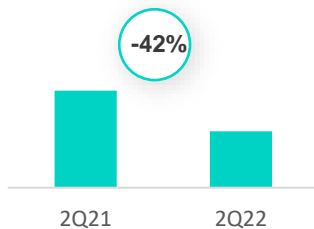


Labor Claims

Lawsuits Filed

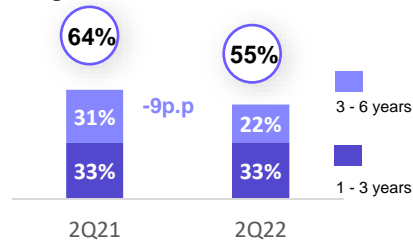


Payments



Aging

High ticket as % of total claims



Action Plan/Strategy

Operational improvements:

- Reinforced litigation team;
- Improved defense measures;
- Defense at any stage of lawsuit;
- Improve line of defense with eventual partial defense;
- Act proactively to settle expensive lawsuits depending on discount.

2Q22 Results

Cash outflows:

- R\$169 million due to adverse convictions (labor court's decision);
- R\$83 million in settlements (Via's decision);
- Total cash outflow of R\$252 million.

2Q22 Expenses:

- Total inflow of claims 52% lower than 2Q21.
- R\$192 million below 2Q21.

Outlook

(Material fact - Nov/21)

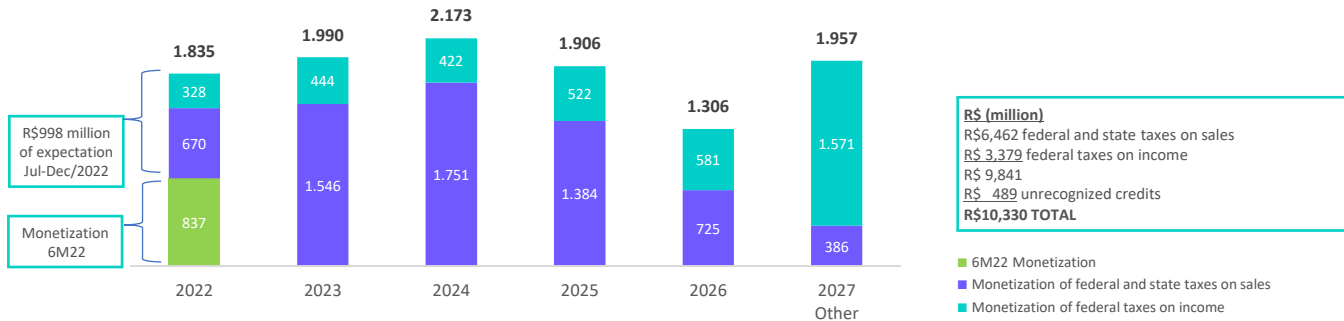
Estimated impact in 2022:

- Cash: between R\$1.5 and R\$2.0 billion;
- Results: between R\$0.9 and R\$1.0 billion;

Cash & Expenses in 6M22 vs. 2022 Guidance:

- Within guidance.

Tax Credits Monetization Plan



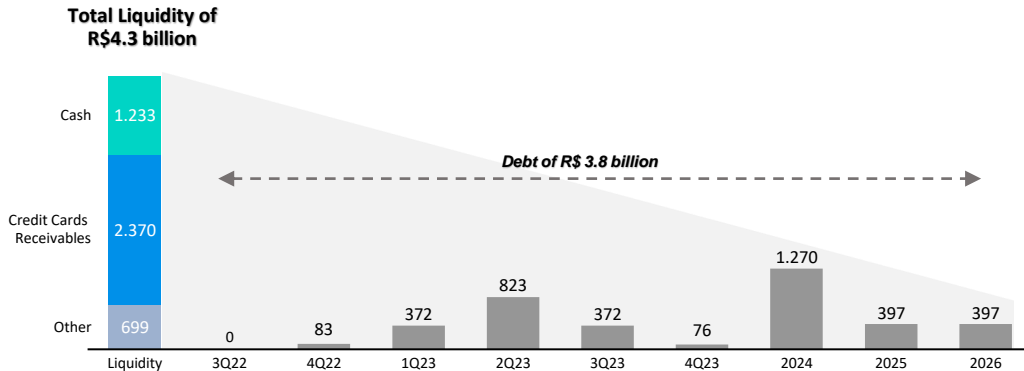
Monetization Strategy

- Grow revenue and profitability;
- Comply with bureaucratic obligations to qualify credits (provide liquidity);
- AI and algorithms applied, procurement/storage efficiency gains;
- Sale of credits, when feasible.

6M22 Results

- Monetization 1Q22 R\$308 million
- Monetization 2Q22 R\$529 million

Debt and Amortization Schedule



- In 2Q22, cash including un-discounted receivables totaled R\$4.3 billion
- Debt of R\$3.8 billion
- Payment of the 5th issue of bonds (CDI cost+ 4.25% p.a.) and process to issue CRI concluded in August, raising R\$ 400 million
- Via's average cost lowered from CDI+2.5% p.a. to CDI+2.1% p.a.

Note: graph excludes CRI issue, since it was concluded in 3Q22

Closing Remarks

Roberto Fulcherberguer
CEO

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Focus on sustainable growth and profitability

	2Q19	2Q22	Growth 2Q19 vs. 2Q22
Total GMV LTM (R\$ billion)	31,7	44,5	+40% ↑↑↑
online GMV (%)	19%	50%	+31 p.p. ↑↑↑
Sellers 3P (thousand)	5	143	+29 X ↑↑↑
SKUs 3P (million)	2,0	53,0	+27 X ↑↑↑
Installment Plan Portfolio (R\$ billion)	3,5	5,6	+60% ↑↑↑
24 hours deliveries (%)	7%	40%	+33 p.p. ↑↑↑
NPS	70	77	+7 p.p. ↑↑↑

7.041



Investor Relations

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