

3Q21 and 9M21

VIA RESULTS

Roberto Fulcherberguer
CEO

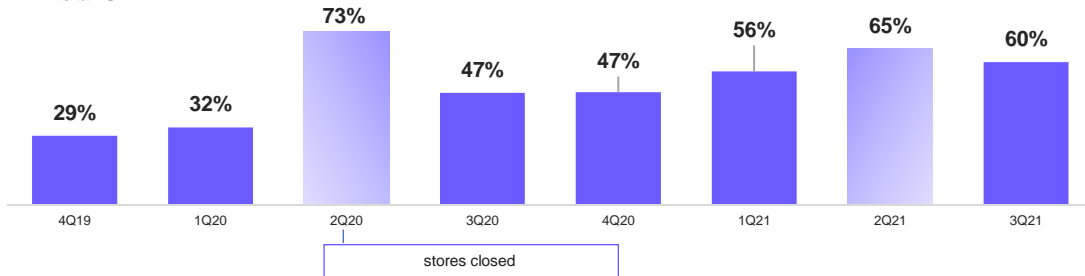
Para você,
onde, quando
e como quiser.



Highlights

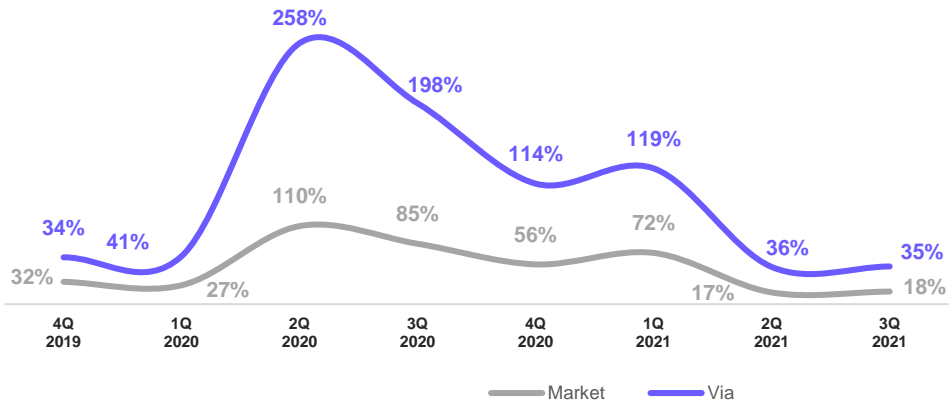
| | 3Q21 | Δ vs.3Q20 | 9M21 | Δ vs.9M20 |
|--------------|--------------------|------------------|--------------------|------------------|
| GMV | R\$ 11.1 bn | +6% | R\$ 32.8 bn | +25% |
| 1P ON | R\$ 3.9 bn | +10% | R\$ 12.6 bn | +29% |
| 3P ON | R\$ 2.0 bn | +133% | R\$ 4.7 bn | +111% |

Digital sales share of total GMV



Online Performance

Eight consecutive quarters of share gains



(1) Source: Compre & Confie.

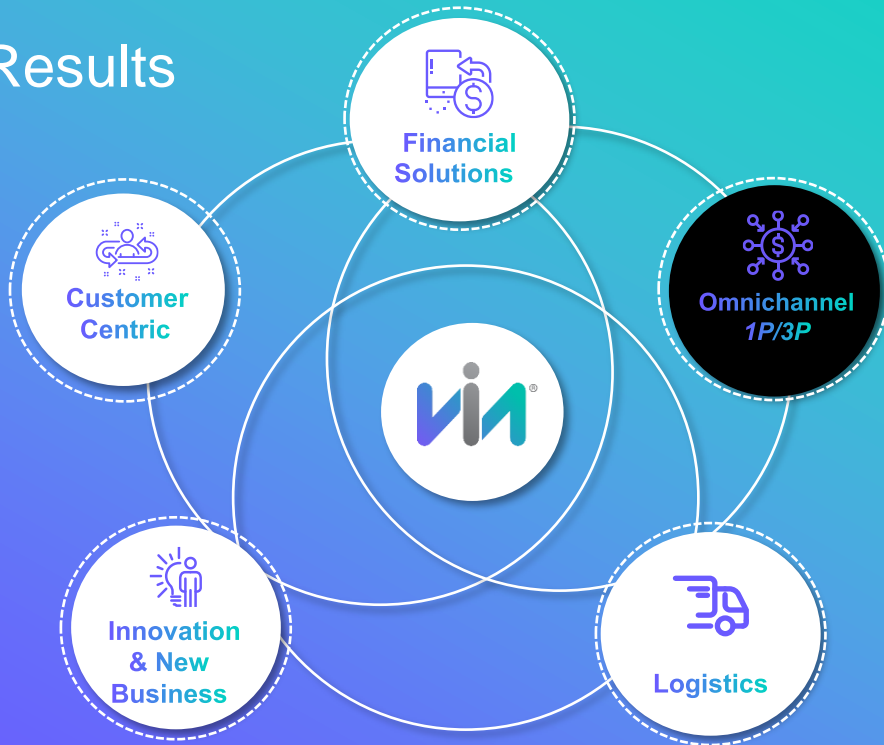
Our Share
3Q21 vs. 3Q20



3Q21 Results



3Q21 Results

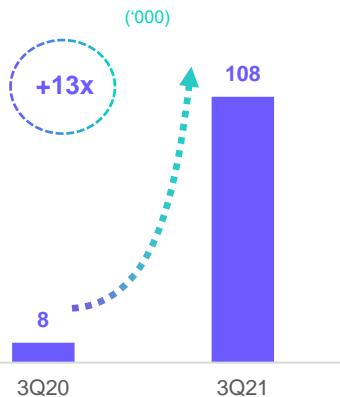




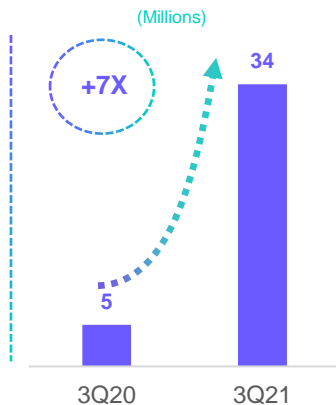
Omnichannel
1P/3P

The escalation of the Marketplace

Number of sellers



SKU Evolution



GMV Evolution R\$ millions



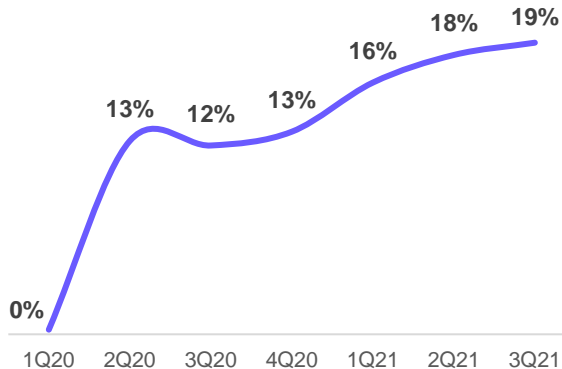


Omnichannel
1P/3P

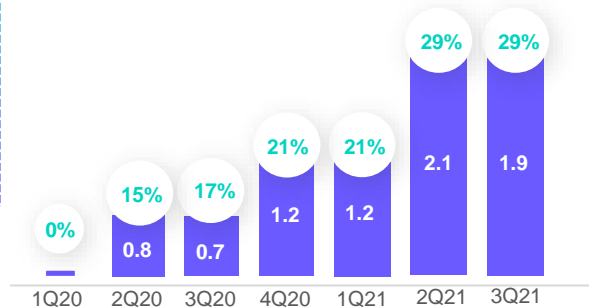
Online Salesperson

An omnichannel strength

Online Salesperson Share (%) – 3P GMV



Online Salesperson Share (%) – Digital Sales GMV* (R\$ billions)



1P, 3P and Click & Collect

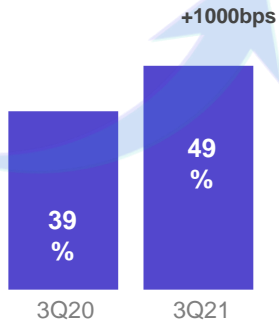


Omnichannel
1P/3P

Tail is becoming increasingly important

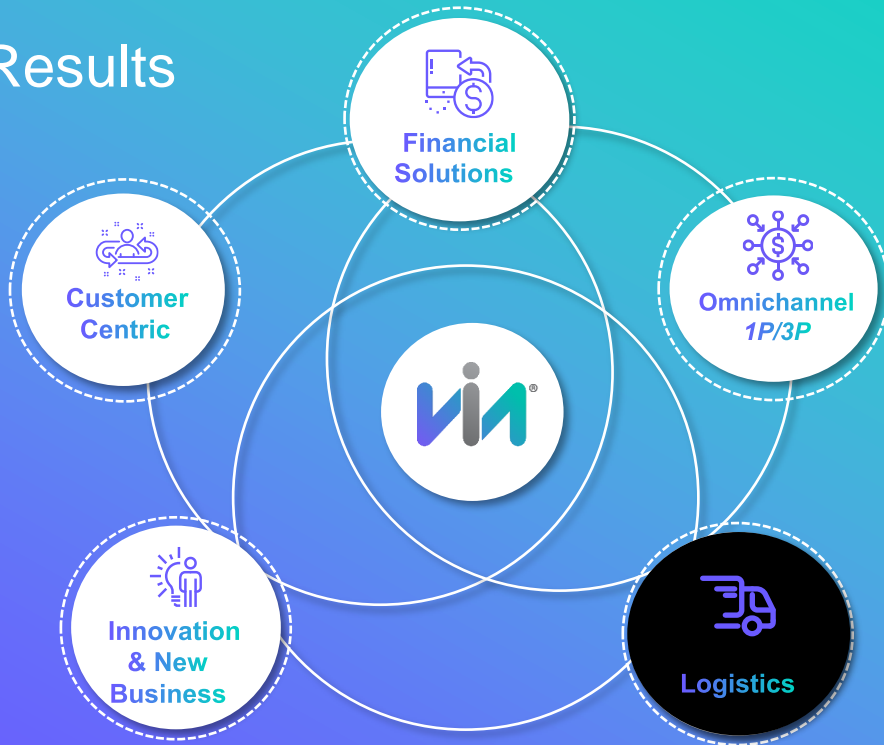


Number of Long-tail Purchasing Customers



- Higher rate recurrence
- Larger base customer
- Lower transaction costs
- Greater loyalty

3Q21 Results

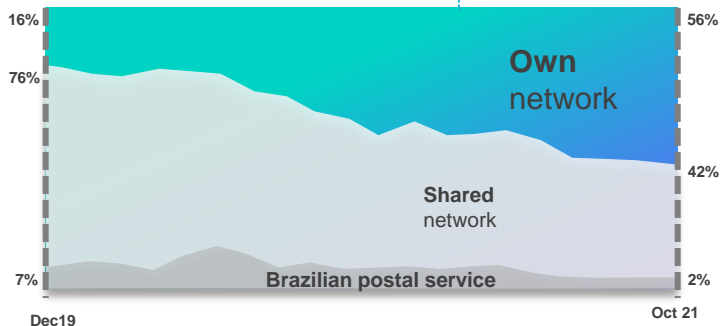


Logistics making progress, with customer centricity



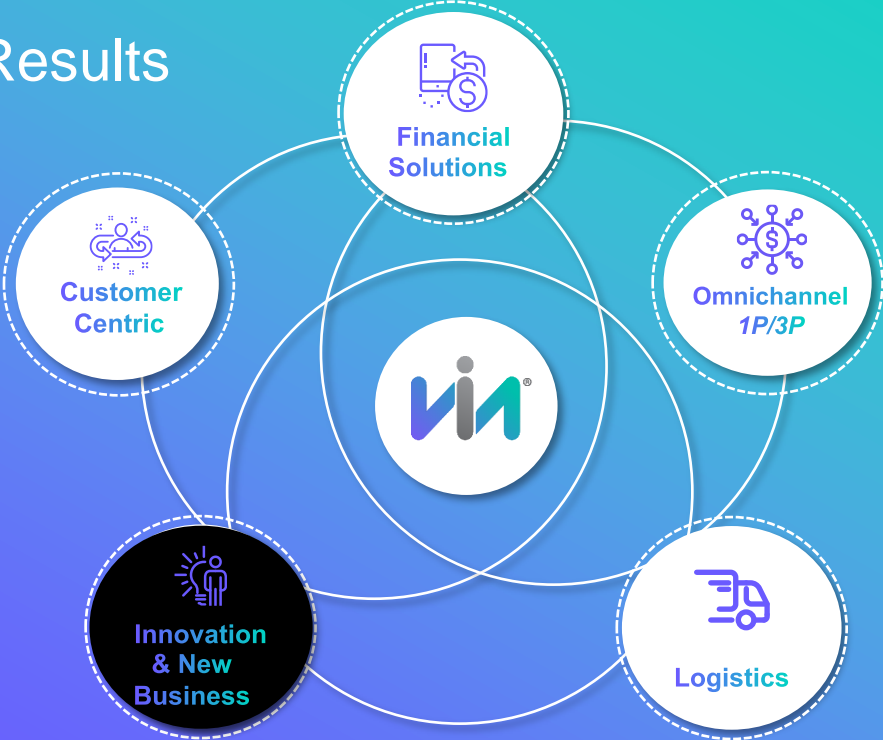
Logistics

- Own logistics reaching 56% of deliveries, up from 16% at the end of 2019
- Option to exchange products purchased on the website at the stores
- 100 stores enabled as drop-off points for marketplace
- 75% of heavy deliveries via Asaplog



- Same-day delivery (SDD) represents up to 15% of sales in 65 cities and 14 states.
- We already deliver more than 40% of all orders of light and heavy products in Brazil within 24 hours.
- Total logistics cost (YTD) lower than in 2020 as a % of Net Sales despite an increase in the share of digital sales.

3Q21 Results





GOPUBLIC

Gopublic offers a modular, adaptable whitelabel Software as a Service (SaaS) solution ecosystem to facilitate payments and the credit journey.



POUPA CERTO

Poupa Certo is a financial education and management platform that offers customized financial education journey in a fully digital experience supported by gamification strategies.



BYEBNK

Byebnk is a cryptocurrency investment management platform. It is expanding its operations in order to enable its customers/users to invest in traditional assets through tokenization (transformation of financial assets into cryptocurrency).



UFFA

Uffa is a marketplace that provides customers with a positive journey towards solving financial problems, whether they are negotiating a debt or applying for credit.



Innovation & New Businesses

VIA NEXT

Powered by
DISTRITO

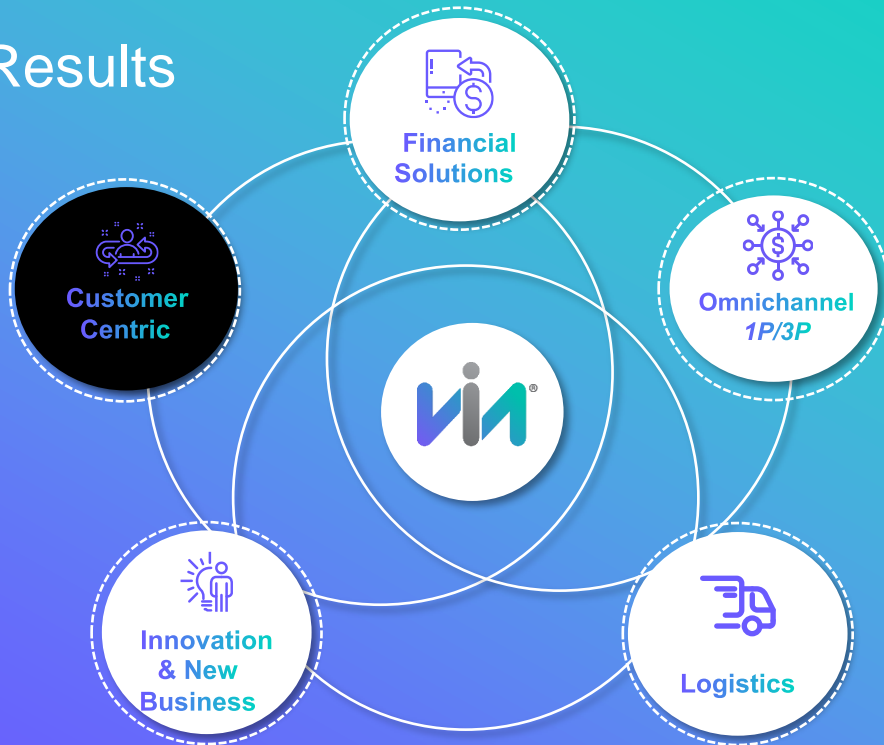
FINTECH

RETAILTECH

LOGTECH

MARTECH

3Q21 Results



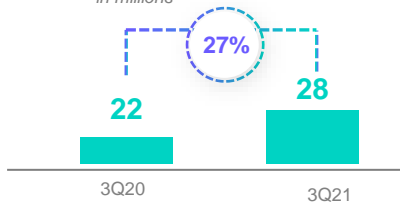


Customer
Centric

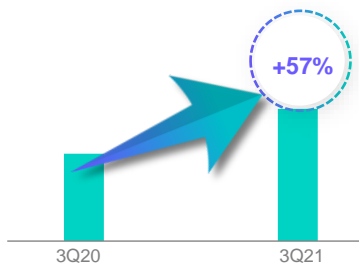
Fronts to increase LTV

Evolution of the Active Customer Base

in millions

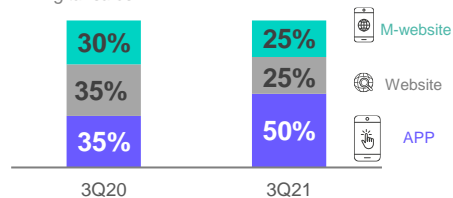


Average revenue per user in the app - ARPU



Share by type of access

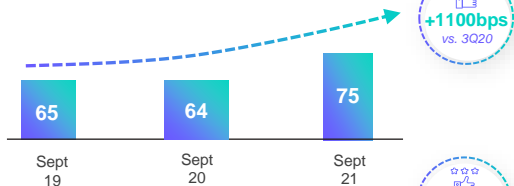
Digital sales



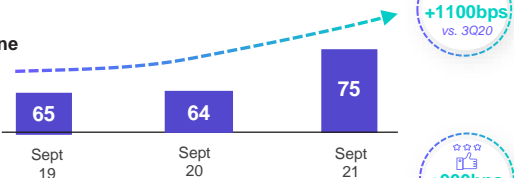
Active Users - MAU



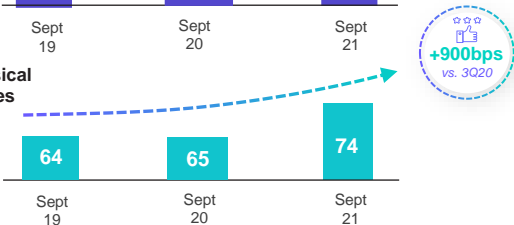
Improvements in the customer experience – NPS and ReclameAqui



Online

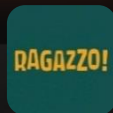


Physical Stores



ReclameAQUI

| | | RATING 2020 | RATING 1Q20 | RATING 2Q21 | RATING 3Q21 | |
|-----------------|--------------|-------------|-------------|-------------|-------------|--------|
| 1P Online | Casas Bahia | 6.7 | 7.2 | 7.6 | 7.7 | Good |
| | Ponto | 6.8 | 7.5 | 7.9 | 8 | Great |
| | Extra.com.br | 6.9 | 7.3 | 7.9 | 7.7 | Good |
| 3P Online | Casas Bahia | 7.1 | 7.5 | 8 | 8.1 | Great |
| | Ponto | 7.4 | 7.7 | 8.2 | 8.0 | Great |
| | Extra.com.br | 7.1 | 7.7 | 8.1 | 8.1 | Great |
| Physical Stores | Casas Bahia | 7.2 | 7.3 | 7.5 | 7.6 | Good |
| | Ponto | 8.9 | 8.9 | 8.9 | 8.9 | RA1000 |
| | Bartira | | | | | RA1000 |



Our 2021 Black Friday will be Phygital



BLACK FRIDAY



CASASBAHIA



MOBILITY

100% of salespeople with SALE and PAYMENT devices in the palm of their hands



PRODUCT COLLECTION

Stores with a new product collection journey



CALL ME ON WHATSAPP

Direct with salespeople
CDC Sales with Insurance and Services



MARKETPLACE

Increased assortment and more 3P categories complementing the 1P offer

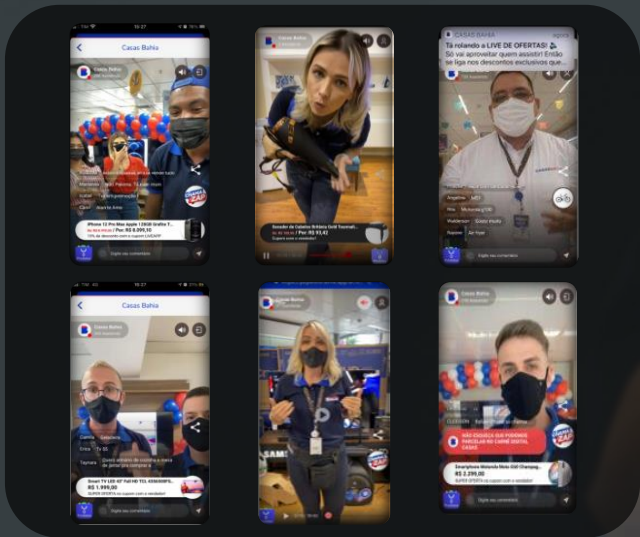


PIX AND BANQI

New forms of payment for stores



Live commerce sessions featuring our talents will our differential in this Black



Via's logistics prepared for Black



Customers want shorter delivery times



New customers



Increase in online sales driven by the pandemic

ASAP^{LOGS}

Expansion of our own network



Sharing of Asaplog's intelligence routes



Change in collection, taking productivity into account

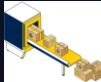


Last-mile transport

How to deal with all this complexity in operations?



Automating internal processes

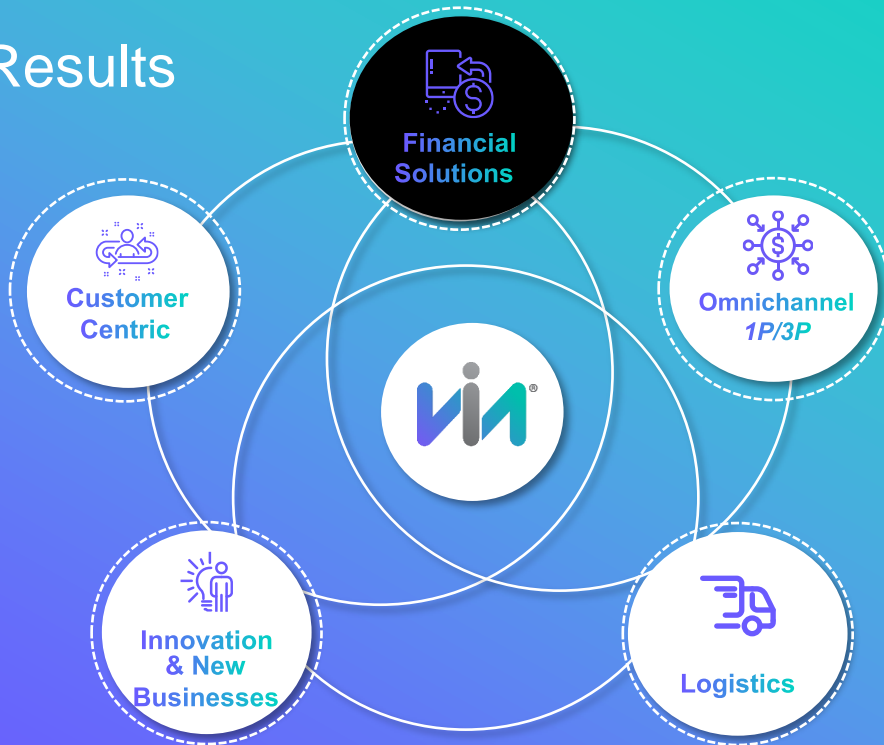


Defining continuous and fast separation and outbound flows at DCs



Reducing error frequency

3Q21 Results



FINANCIAL SOLUTIONS

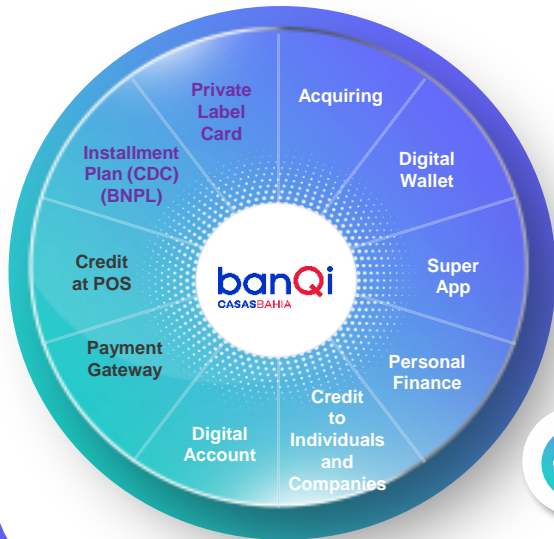
ANDRÉ CALABRO

banQi CEO

Para você,
onde, quando
e como quiser.



An initiative born in retail that has become the largest Financial Solutions platform



banQi will be the main vehicle that will consolidate all the Financial Solutions initiatives in order to create additional value for Via's Ecosystem.



Strategic Drivers



COMPLETED

Direct Credit Company
Payment Institution

IN PROGRESS

Acquiring (FIDCs)
Investments/partnerships with Fintechs



Value Proposition - banQi

banQi promotes inclusion in Brazil by offering its customers appropriate financial services using intuitive technology, transparency and accurate information.

More than an app, it is a platform that offers recognition, capacity building and education, credit options and consumer support services.



Customer support

Several options for the purchase of products and services, including credit support



Free digital account

To control your budget, make payments and feel secure to take care of your money



Credit offer

Approval rate and several credit lines for different needs



Clear and intuitive app

App with a journey focused on the user, with clear and simple language



MEI/ PJ account

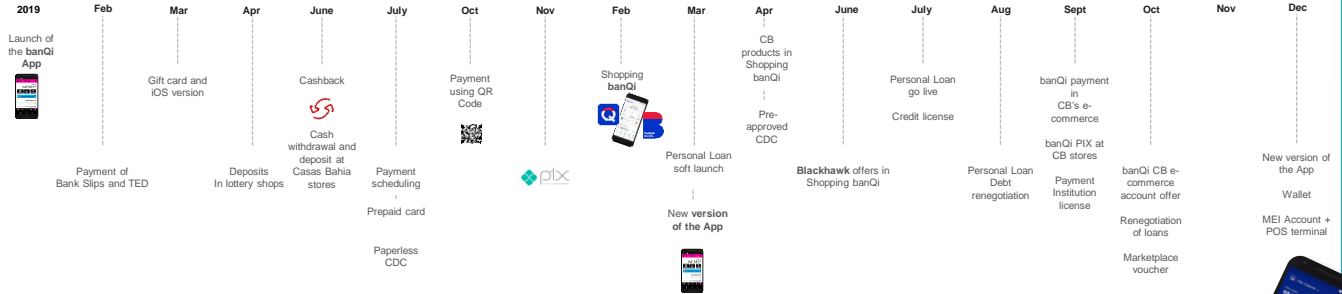
Corporate account customized for Brazilians, with Payment Method Solutions (Celer) and credit offer to support business decisions.

Accelerated development of banQi



2020

2021





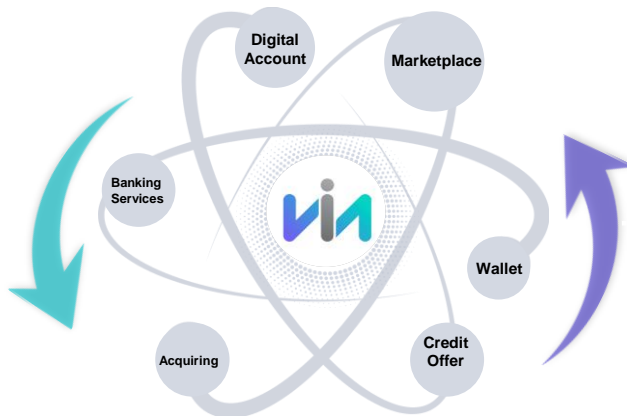
Financial
Solutions

Creation of Value for Via's Ecosystem

Allowing us to go beyond retail

INDEPENDENT

- Full Digital Account
- Multiple Credit Offers for individuals and small and medium enterprises, in addition to Via's customer base
- Personal Finance Management Platform, Open Banking and Off-us Data
- Other Financial Services (Investments, Insurance)



CONNECTED

- Payment solutions, digital account and credit offer for sellers and logistics suppliers
- Simplification of the customer journey at our stores (Kiosks, Pix)
- Proprietary 1P and 3P gateways to reduce transaction cost
- Casas Bahia's Marketplace connected to banQi Marketplace

BENEFITS FOR VIA'S ECOSYSTEM

Increase in the active customer base

Low customer acquisition cost (CAC)

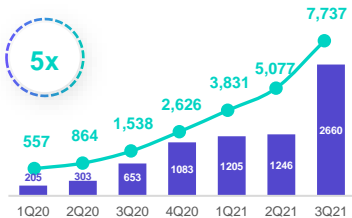
Reduction in transaction costs

Higher recurrence rate

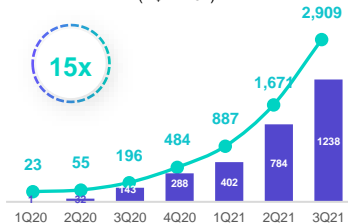
LTV growth

Greater customer and seller loyalty

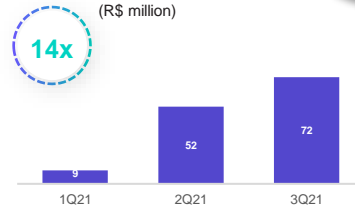
App downloads ('000)



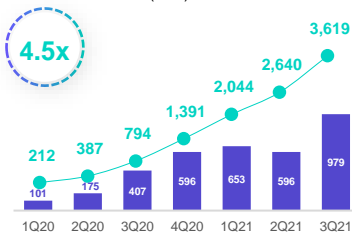
Total transactions (R\$ million)



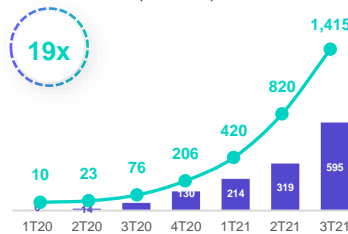
banQi in Casas Bahia's e-commerce (R\$ million)



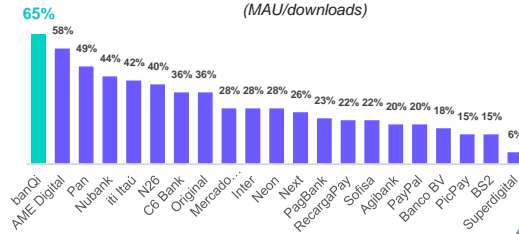
Accounts opened ('000)



TPV (R\$ million)



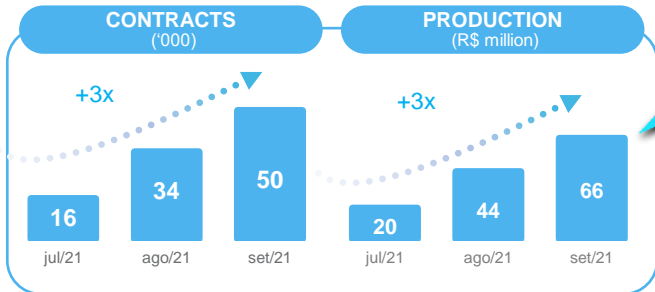
Engagement - banQi vs. other Fintechs and Neobanks in the Brazilian market* (MAU/downloads)



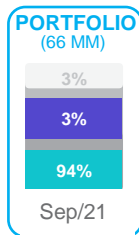
*Source: BofA Global Research



BanQi | Personal Loan



Credit portfolio growth with **quality**, 93% of customers are paying on time.



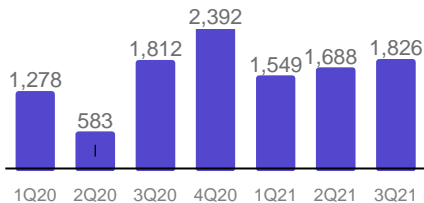
>30 days
Up to 30 days
On time

CDC | Sustainable growth and high recurrence



Financial Solutions

PRODUCTION (R\$ million)

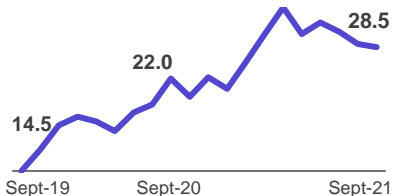


Increase in sales
+R\$138 MM vs.
2Q21



+38%
production in
the YTD
comparison

CDC SHARE IN STORES (%)

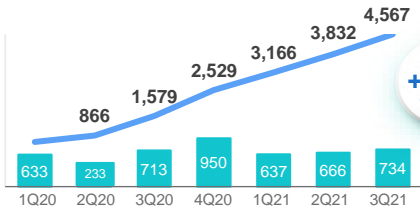


Share growth
to 28.5%



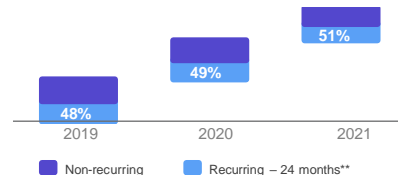
15.6 MM+ pre-
approved
customers

NEW CUSTOMERS (‘000)



+ 2.8x
vs. 3Q20

NUMBER OF ACTIVE CUSTOMERS AND RECURRENCE



** CPFs (individual taxpayer's ID) that made two or more purchases using installments in the last two years.

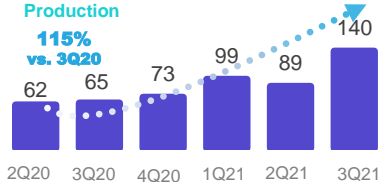


Financial Solutions

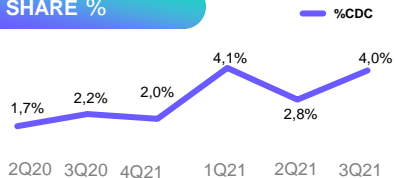
CDC – Digital | Escalation in Brazil

PRODUCTION (R\$ million)

+ R\$530 MM Production
115% vs. 3Q20



SHARE %



CDC Share of online sales (1P - Casas Bahia)
Weighted quarterly rate.



+ 30 MM customers with digital credit offers.



Open sea solution.



Growing trend for the next quarters.

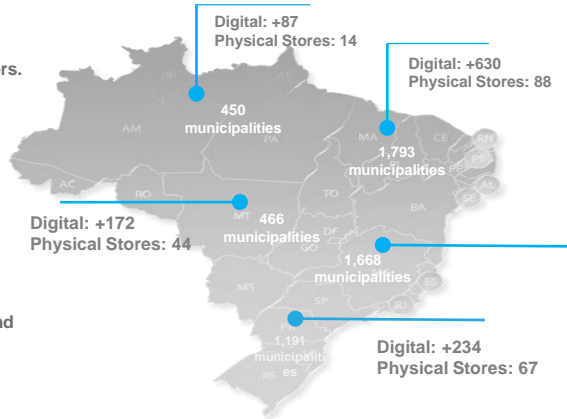


Expansion beyond physical stores.

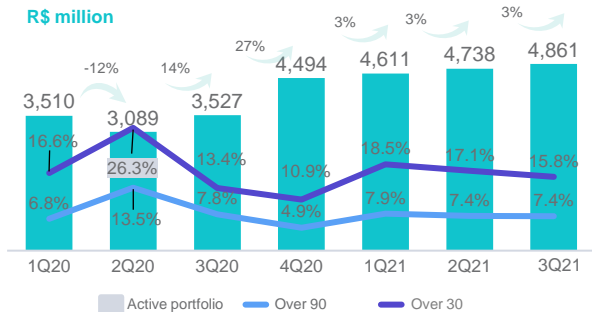


Seller loyalty.

Sale in 2100+ municipalities without physical stores



EVOLUTION OF THE ACTIVE CREDIT PORTFOLIO



R\$1.3 bn in the portfolio vs. 3Q20

Delinquency vs. 2Q21

-130bps over 30
stable over 90

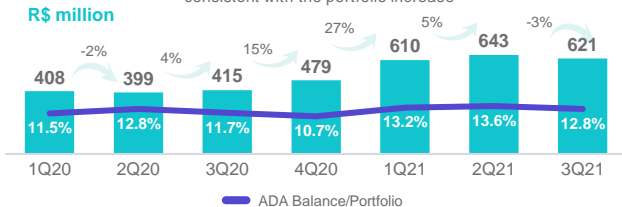


Delinquency vs. 3Q20

+240bps over 30
stable over 90

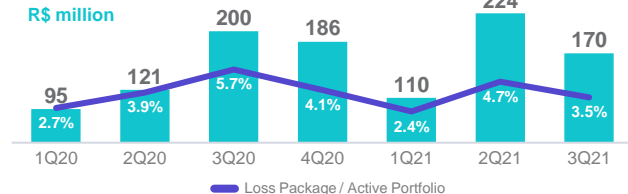
ALLOWANCE FOR DOUBTFUL ACCOUNTS - ADA

The coverage rate of the CDC portfolio was higher than in the same period last year, consistent with the portfolio increase



LOSS ON PORTFOLIO

The result of the expenses is in line with the increase in the need for coverage on the Active Portfolio (ADA).



Important Deliveries in 3Q21



- **banQi** currency in Casas Bahia's e-commerce
- Simplified **banQi account** offer in Casas Bahia's e-commerce journey
- **PIX payment available at physical stores and e-commerce in all the banners**
- Payment **link** for over 300,000 ASAPLog deliverers
- **banQi Rewards** Program
- banQi MVP Wallet, possibility to pay using third-party cards in **Shopping banQi**
- New **banQi APP** UX
- **Digital CDC** for Marketplace sales



Update on Labor Claims

Orivaldo Padilha
CFO and IRO

Para você,
onde, quando
e como quiser.

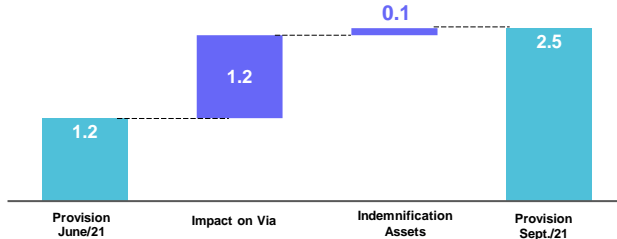


Labor Liabilities | Vision of financial impact



Change in the Provision in 3Q21

Consolidated (R\$ billion)



1

Filings

- Faster pace of lawsuit filing in 2021 compared to 2019-20 (from 22 months to 9 months).
- Increase in ambulance chaser activity (50% of new lawsuits in 2021/5,000+ processes).

2

Higher average ticket

- Change in the profile of awards: more expensive, long-standing lawsuits, also related to senior positions.
- Remaining effects of structural dismissals (older and more costly).

3

Adjustments to the provisioning model

- To reflect the change in portfolio profile and capture average ticket variations, we improved the provisioning model, including new variables in modeling, such as state, length of service, term (lawsuit aging), etc.

Diagnosis and Action Plan

A specialized advisory firm conducted a full diagnosis and drew up an action plan that is already underway.

DATA & VOLUME

Through analyses made on legal bases it was possible to identify

1. key historical operational offenders and
2. deficiencies in legal management;

PRELIMINARY UNDERSTANDING + VISITS

Sampling reading of complaints and in loco visits allowed to identify and understand in detail Via's potential weaknesses/current operational gaps;

ACTION PLAN DESIGN

We prioritized the work fronts responsible for building and implementing solutions to:

1. Eliminate the weaknesses / current operational gaps
2. Improve legal management;
3. Define a new accounting policy for better risk estimates



- **Improvement of the structure** and the way the Company conducts processes
- **Creation of a Committee** to monitor labor claims vs. action plan and weekly performance. Participation of CEO, CFO, COO and CHRO + GC at the committee.
- **Reinforcement of the Corporate Governance**

Action plan



Action Plan

1. Eliminate the weaknesses / current operational gaps

- All of which have been mapped;
- All of which represent solutions by 4Q21;

2. Improve the management of legal claims:

- Reinforcement of the structure and legal team;
- Improve defense capacity (specialization of defense teams; more efficient theses; hiring of new external law firms; improve defense capacity; and combat ambulance chasers (specialized review for ambulance chasers), etc.)
- New technologies;
- Improve the settlement strategy (when it is advantageous);

3. Define a new accounting policy for better risk estimates

Cash and Results Impact Projection*



Outlook

1. A large share of these lawsuits had already been liquidated, but we still have a past to be resolved. There are many cases in Superior Courts, which cost 32% more than in 2019 and 2020.
2. Below we provide our estimated cash impact and earnings range for 4Q21 and the next few years

| R\$ Billion | 4Q21 | 2022 | 2023 | 2024... |
|-------------|-----------|-----------|-----------|-----------|
| Cash | 0.3 – 0.4 | 1.5 – 2.0 | 0.6 – 0.7 | 0.3 – 0.4 |
| Results | 0.1 – 0.2 | 0.9 – 1.0 | 0.5 – 0.6 | 0.3 – 0.4 |

*These projections must be analyzed together with the Material Fact disclosed on this date

Update on **Monetization of Tax Credits**

Para você,
onde, quando
e como quiser.



Tax credits and monetization:

Tax Credits

- The Company has tax credits at the current amount of R\$9.5 billion [Notes to interim financial information 8 and 16]. These credits were accumulated by Via's natural operation in the last years. There are also amounts from several lawsuits with favorable decisions.
- Most of these amounts refer to Via's past.

Monetization of Tax Credits

- It is very complex to manage such substantial amounts. Having the legal right to the credits is not enough. In order for monetization to be possible (for the credits to become cash), a series of bureaucratic tax requirements have to be met. This is the groundwork that is systematically done to make the amounts available in the shortest time possible.
- Via structured its internal intelligence in order to enable the monetization of all these credits;
 - ✓ The main assumption is continuous growth in revenue and profitability;
 - ✓ One of the main actions is related to logistics-tax intelligence in product distribution;
 - ✓ There is a series of other actions designed to generate legal compensation flows;
- The credit monetization plan is periodically accompanied by the Company and reviewed by its Auditors.



Schedule of monetization of tax credits

| R\$ Million | | | | | | | |
|--------------|--------------|----------------|---------------|---------------|---------------------|----------------------------------|--------------|
| Periods | ICMS | PIS AND COFINS | IRPJ AND CSLL | Others (Prev) | Deferred Income Tax | Losses Supervisor Not Recognized | Total |
| 3M 2021 | 107 | 126 | 8 | 32 | 149 | - | 422 |
| 2022 | 482 | 729 | 41 | 107 | 472 | - | 1.831 |
| 2023 | 639 | 896 | 41 | 34 | 313 | - | 1.923 |
| 2024 | 810 | 361 | 40 | 15 | 343 | - | 1.569 |
| 2025 | 846 | 17 | 107 | - | 355 | 459 | 1.784 |
| 2026 | 649 | - | - | - | 1,249 | - | 1.898 |
| 2027 | 104 | - | - | - | - | - | 104 |
| Total | 3,637 | 2,129 | 237 | 188 | 2,881 | 459 | 9,531 |

Monetization of Tax Credits offsets the cash impact

- In the last few quarters, the amounts disbursed on labor claims are practically equivalent to the monetized tax credit amounts – at a ratio of around 1:1;
- We believe this ratio will remain stable in 2022;
- Starting in 2023, this ratio should be more favorable at approximately 1:3.5 - each real spent on labor lawsuits should be compensated by more than R\$3.50 in monetization of tax credits.

Monetization of Tax Credits offsets the cash impact

The heatmap shows a list of the estimated monetization of tax credits in 2021-2026 vs. disbursements relating to labor claims during the same period.

| | | Labor Expenses | | | | | | | | | | | | | | | | | | | | |
|--------------|-------|----------------|-------|-------|-------|-------|-------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| | | 0% | 10% | 20% | 30% | 40% | 50% | 60% | 70% | 80% | 90% | 100% | 110% | 120% | 130% | 140% | 150% | 160% | 170% | 180% | 190% | 200% |
| Monetization | 0% | | | | | | | | | | | | | | | | | | | | | |
| | 10% | 3,52 | 1,76 | 1,17 | 0,88 | 0,70 | 0,59 | 0,50 | 0,44 | 0,39 | 0,35 | 0,32 | 0,29 | 0,27 | 0,25 | 0,23 | 0,22 | 0,21 | 0,20 | 0,19 | 0,18 | |
| | 20% | 7,04 | 3,52 | 2,35 | 1,76 | 1,41 | 1,17 | 1,01 | 0,88 | 0,78 | 0,70 | 0,64 | 0,59 | 0,54 | 0,50 | 0,47 | 0,44 | 0,41 | 0,39 | 0,37 | 0,35 | |
| | 30% | 10,56 | 5,28 | 3,52 | 2,64 | 2,11 | 1,76 | 1,51 | 1,32 | 1,17 | 1,06 | 0,96 | 0,88 | 0,81 | 0,75 | 0,70 | 0,66 | 0,62 | 0,59 | 0,56 | 0,53 | |
| | 40% | 14,08 | 7,04 | 4,69 | 3,52 | 2,82 | 2,35 | 2,01 | 1,76 | 1,56 | 1,41 | 1,28 | 1,17 | 1,08 | 1,01 | 0,94 | 0,88 | 0,83 | 0,78 | 0,74 | 0,70 | |
| | 50% | 17,60 | 8,80 | 5,87 | 4,40 | 3,52 | 2,93 | 2,51 | 2,20 | 1,96 | 1,76 | 1,60 | 1,47 | 1,35 | 1,26 | 1,17 | 1,10 | 1,04 | 0,98 | 0,93 | 0,88 | |
| | 60% | 21,12 | 10,56 | 7,04 | 5,28 | 4,22 | 3,52 | 3,02 | 2,64 | 2,35 | 2,11 | 1,92 | 1,76 | 1,62 | 1,51 | 1,41 | 1,32 | 1,24 | 1,17 | 1,11 | 1,06 | |
| | 70% | 24,64 | 12,32 | 8,21 | 6,16 | 4,93 | 4,11 | 3,52 | 3,08 | 2,74 | 2,46 | 2,24 | 2,05 | 1,90 | 1,76 | 1,64 | 1,54 | 1,45 | 1,37 | 1,30 | 1,23 | |
| | 80% | 28,16 | 14,08 | 9,39 | 7,04 | 5,63 | 4,69 | 4,02 | 3,52 | 3,13 | 2,82 | 2,56 | 2,35 | 2,17 | 2,01 | 1,88 | 1,76 | 1,66 | 1,56 | 1,48 | 1,41 | |
| | 90% | 31,68 | 15,84 | 10,56 | 7,92 | 6,34 | 5,28 | 4,53 | 3,96 | 3,52 | 3,17 | 2,88 | 2,64 | 2,44 | 2,26 | 2,11 | 1,98 | 1,86 | 1,76 | 1,67 | 1,58 | |
| | 100% | 35,20 | 17,60 | 11,73 | 8,80 | 7,04 | 5,87 | 5,03 | 4,40 | 3,91 | 3,52 | 3,20 | 2,93 | 2,71 | 2,51 | 2,35 | 2,20 | 2,07 | 1,96 | 1,85 | 1,76 | |
| | 110% | 38,72 | 19,36 | 12,91 | 9,68 | 7,74 | 6,45 | 5,53 | 4,84 | 4,30 | 3,87 | 3,52 | 3,23 | 2,98 | 2,77 | 2,58 | 2,42 | 2,28 | 2,15 | 2,04 | 1,94 | |
| | 120% | 42,24 | 21,12 | 14,08 | 10,56 | 8,45 | 7,04 | 6,03 | 5,28 | 4,69 | 4,22 | 3,84 | 3,52 | 3,25 | 3,02 | 2,82 | 2,64 | 2,48 | 2,35 | 2,22 | 2,11 | |
| | 130% | 45,76 | 22,88 | 15,25 | 11,44 | 9,15 | 7,63 | 6,54 | 5,72 | 5,08 | 4,58 | 4,16 | 3,81 | 3,52 | 3,27 | 3,05 | 2,86 | 2,69 | 2,54 | 2,41 | 2,29 | |
| | 140% | 49,28 | 24,64 | 16,43 | 12,32 | 9,86 | 8,21 | 7,04 | 6,16 | 5,48 | 4,93 | 4,48 | 4,11 | 3,79 | 3,52 | 3,29 | 3,08 | 2,90 | 2,74 | 2,59 | 2,46 | |
| | 150% | 52,80 | 26,40 | 17,60 | 13,20 | 10,56 | 8,80 | 7,54 | 6,60 | 5,87 | 5,28 | 4,80 | 4,40 | 4,06 | 3,77 | 3,52 | 3,30 | 3,11 | 2,93 | 2,78 | 2,64 | |
| | 160% | 56,32 | 28,16 | 18,77 | 14,08 | 11,26 | 9,39 | 8,05 | 7,04 | 6,26 | 5,63 | 5,12 | 4,69 | 4,33 | 4,02 | 3,75 | 3,52 | 3,31 | 3,13 | 2,96 | 2,82 | |
| | 170% | 59,84 | 29,92 | 19,95 | 14,96 | 11,97 | 9,97 | 8,55 | 7,48 | 6,65 | 5,98 | 5,44 | 4,99 | 4,60 | 4,27 | 3,99 | 3,74 | 3,52 | 3,32 | 3,15 | 2,99 | |
| | 180% | 63,35 | 31,68 | 21,12 | 15,84 | 12,67 | 10,56 | 9,05 | 7,92 | 7,04 | 6,34 | 5,76 | 5,28 | 4,87 | 4,53 | 4,22 | 3,96 | 3,73 | 3,52 | 3,33 | 3,17 | |
| | 190% | 66,87 | 33,44 | 22,29 | 16,72 | 13,37 | 11,15 | 9,55 | 8,36 | 7,43 | 6,69 | 6,08 | 5,57 | 5,14 | 4,78 | 4,46 | 4,18 | 3,93 | 3,72 | 3,52 | 3,34 | |
| 200% | 70,39 | 35,20 | 23,46 | 17,60 | 14,08 | 11,73 | 10,06 | 8,80 | 7,82 | 7,04 | 6,40 | 5,87 | 5,41 | 5,03 | 4,69 | 4,40 | 4,14 | 3,91 | 3,70 | 3,52 | | |

Flow of disbursements relating to legal claims based on the best current estimates

3Q21 and 9M21 FINANCIAL PERFORMANCE

Orivaldo Padilha

CFO and IRO

Para você,
onde, quando
e como quiser.



3Q21 Reconciliation: Accounting to Operating

| | 3Q21 Accounting | | Legal and labor claims ¹ | Tax credits ² | 3Q21 Operating | |
|------------------------|-----------------|----------------|-------------------------------------|--------------------------|----------------|--------------|
| | R\$MM | %NR | | | R\$MM | %NR |
| GMV BRUTO | 11,075 | | - | - | 11,075 | |
| Receita Bruta | 8,674 | | - | - | 8,674 | |
| Receita Líquida | 7,349 | | - | - | 7,349 | |
| Lucro Bruto | 2,165 | 29.5% | (116) | - | 2,281 | 31.0% |
| Disp. Vendas e Adm. | (2,562) | (34.9%) | (887) | (8) | -1,667 | (22.7%) |
| EBITDA Ajustado | (342) | (4.7%) | (1,003) | (8) | 669 | 9.1% |
| Resultado Financeiro | (251) | (3.4%) | 31 | - | -282 | (3.8%) |
| LAIR | (1,424) | (19.4%) | (1,498) | (8) | 82 | 1.1% |
| IR & CS | 786 | 10.7% | 509 | 258 | 19 | 0.3% |
| Lucro Líquido | (638) | (8.7%) | (989) | 250 | 101 | 1.4% |

⁽¹⁾ Impact of labor claims (R\$271 million in 3Q21 / R\$1.227 million adjustment to the provision for labor claims)

⁽²⁾ Income tax and social contribution credits on Selic on tax credits (R\$258 million)

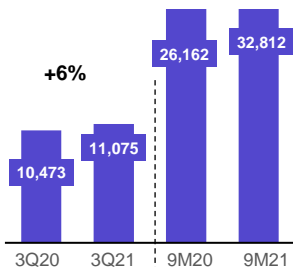
Operating Result

3Q21 vs. 3Q20 and 9M21 vs. 9M20

GMV (R\$ MM)



+25%

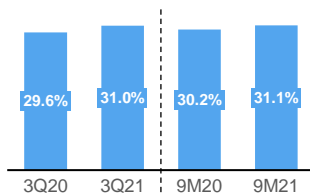


Gross Margin (%)



+150bps

+90bps

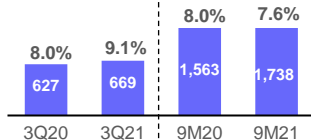


EBITDA (R\$ MM and % NR)



+7%

+11%



Net Income (R\$ MM and % NR)

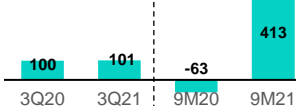


1.3%

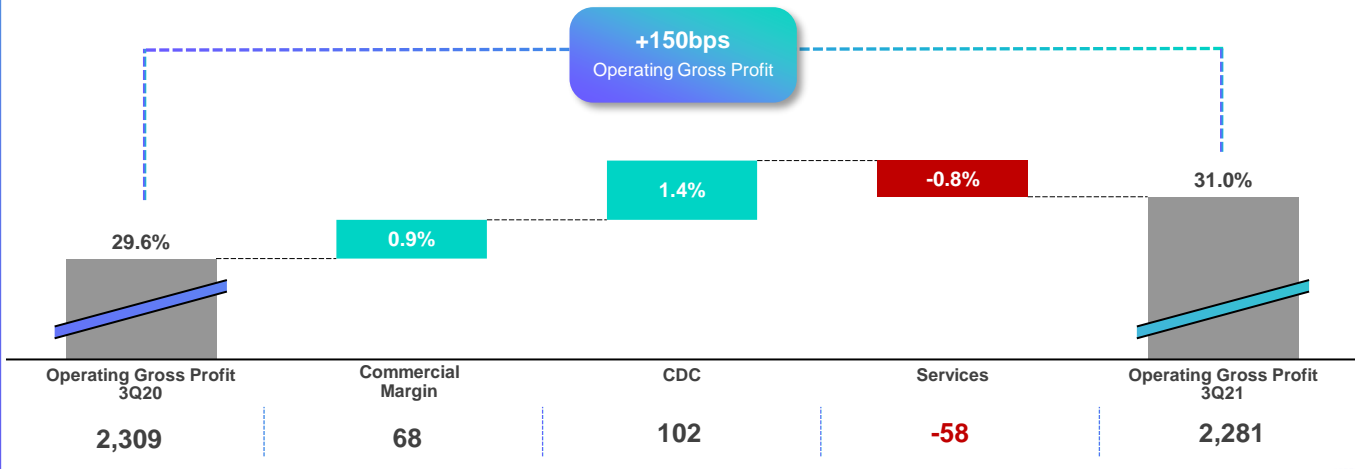
1.4%

-0.3%

1.8%



GROSS PROFIT BRIDGE – 3RD QUARTER – 2020 vs. 2021



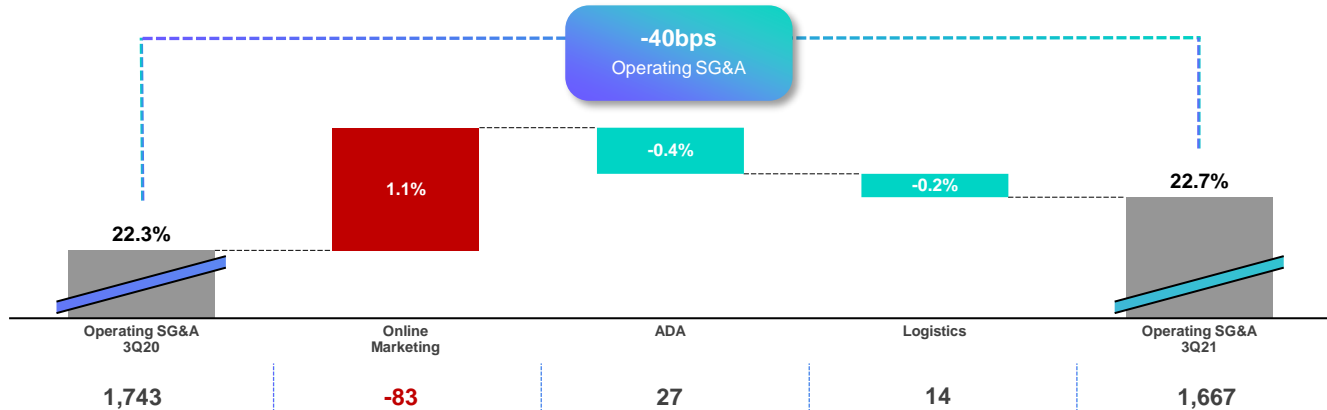
Commercial Margin

- Positive impact (DIFAL);
- Commercial negotiation, including the recent policy of increased inventory

CDC + Cards / services / freight / assembly

- Increased CDC penetration – R\$102 million;
- Lower service share – R\$58 million loss;

EXPENSE BRIDGE – 3RD QUARTER – 2020 vs. 2021



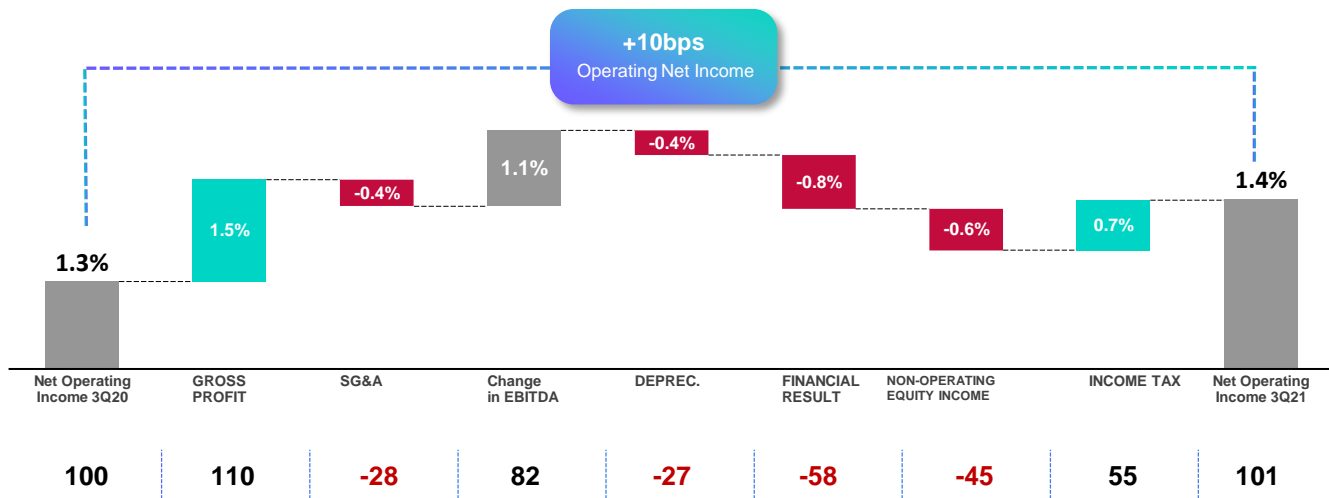
Boosting Digital Businesses

- Higher investments in 1P and 3P marketing

ADA / Logistics

- CDC ADA: increase in CDC penetration vs. improvement in the delinquency rate;
- Logistics: productivity gains (last mile with a greater focus on the omnichannel strategy).

NET INCOME BRIDGE – 3RD QUARTER – 2020 vs. 2021

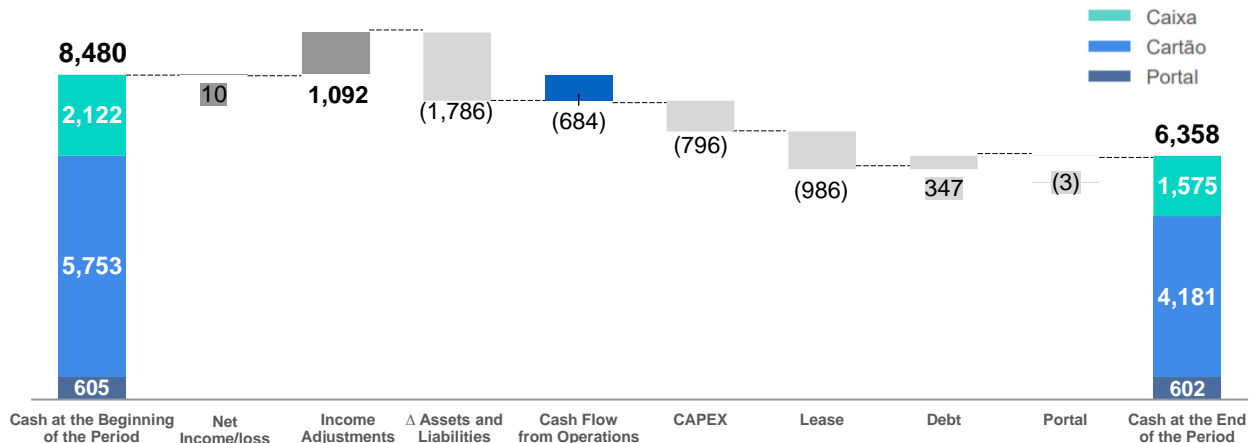


Gross margin: 150bps gain;
SGA: 40bps loss

EBITDA: +110bps, with a R\$82.0 million gain in 3Q21 vs. 3Q20

Depreciation: reflects investments and low dilution;
Financial Result: higher volume of CDCI (Direct Consumer Credit with Intervention) and credit card receivables discount, reflecting the increase in the interest rate.

Managerial cash flow - last 12 months (R\$ MM)

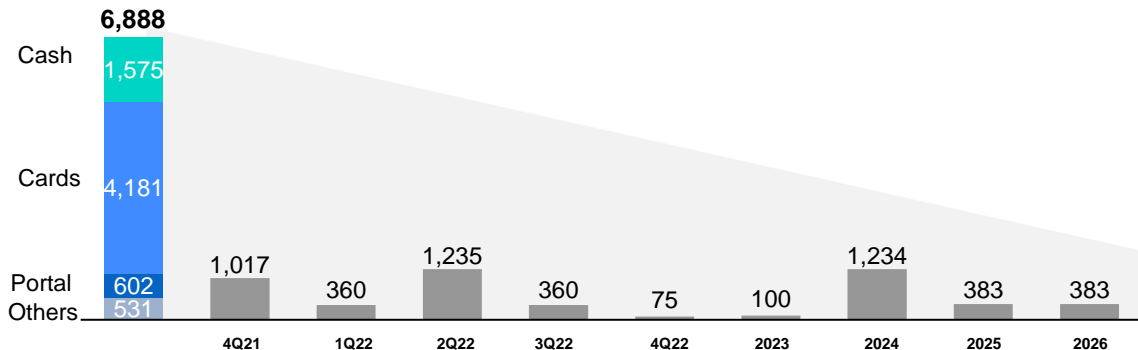


Δ Assets and Liabilities

- Higher investment in Working Capital: R\$1,624 million;
- Balance of the payment of labor claims and monetization of tax credits: R\$93 million (positive);
- Other assets and liabilities: R\$255 million.

Extended debt profile after the debenture issue

Debt amortization schedule



R\$ million

| | 3Q20 | 4Q20 | 1Q21 | 2Q21 | 3Q21 |
|----------------------------|------|------|------|------|------|
| Short-term Debt/Total Debt | 46% | 60% | 66% | 74% | 58% |
| Long-term Debt/Total Debt | 54% | 40% | 34% | 26% | 42% |

Closing Remarks

Roberto Fulcherberguer
CEO

Para você,
onde, quando
e como quiser.



- Today's Via is committed to governance, results and financial inclusion.
- We affirm that 2021 is the year of the marketplace and we gained scale in record time, receiving over 100,000 sellers and 34 million SKUs on our platforms.
- The resumption of growth has been playing an essential role to improve our omnichannel strategy.
- At Via, logistics is much more than physical - it is also technology and systemic integration, supporting the operation as a whole.
- The growth strategy continues to follow the ESG plan and principles.
- The financial solutions will play an increasingly leading role in Via's Ecosystem.
- We continue to grow faster than the market in terms of online GMV, in line with our ambition to reach a minimum market share of 20% in 2025.
- Everything we do, in all areas, follows the guiding principle of our strategy: the customer is at the center of our Company.

Disclaimer

This presentation may contain forward-looking statements. Such information may reflect not only historical facts, but also the wishes and expectations of the Company's management. Actual results and performance may differ materially from forward-looking statements due to a large number of risks and uncertainties, including but not limited to those risks described in the Reference Form filed on the Company's Investor Relations website and with the CVM.

The statements contained in this report concerning the Company's business outlook, market potential and the Company's growth are mere forecasts and were based on Management's beliefs, intentions and expectations regarding the Company's future. These expectations are highly dependent on market changes, economic performance of the Brazilian economy, industry and international markets, and are therefore subject to change.

This report is currently up-to-date, and Via is under no obligation to update it to reflect new information and/or future events.

7.041



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