

1Q22

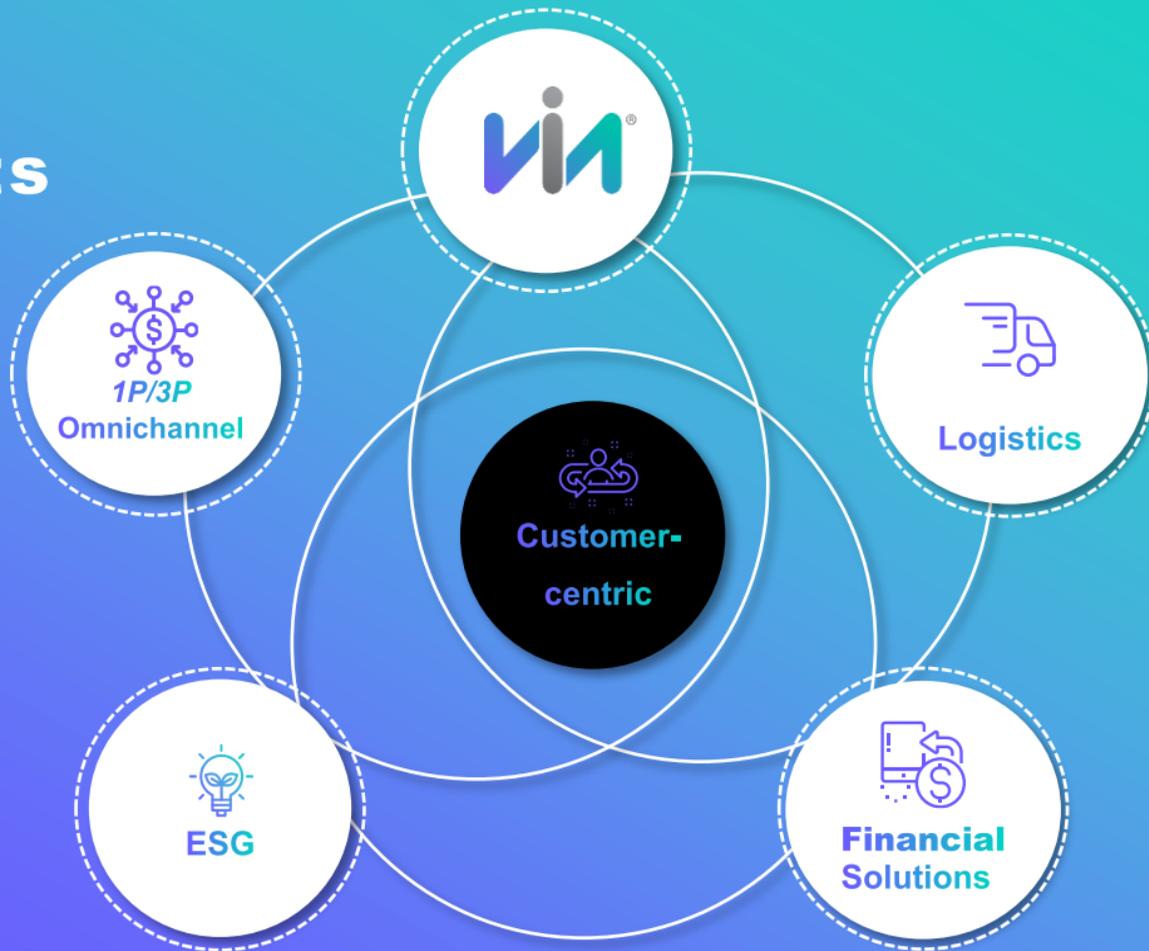
VIA RESULTS

Roberto Fulcherberguer
CEO

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1Q22 Results



TOTAL GROSS GMV

R\$10.7 bi

+3.3% y-o-y

1P OMNICHANNEL (1P ON & OFF)

R\$9.5 bi

+2.3% y-o-y

3P OMNICHANNEL

R\$1.2 bi

+12.0% y-o-y

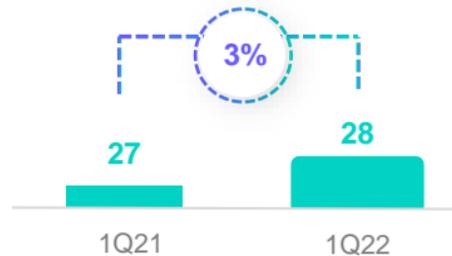
Multichannel customers' spending and frequency growth in 1Q22



Multichannel customer frequency at Via is 3x higher than the Company's average

3x

Active Customer Base Evolution *(in million)*



Active Users – MAU APP *(in million)*



Engagement 1Q22

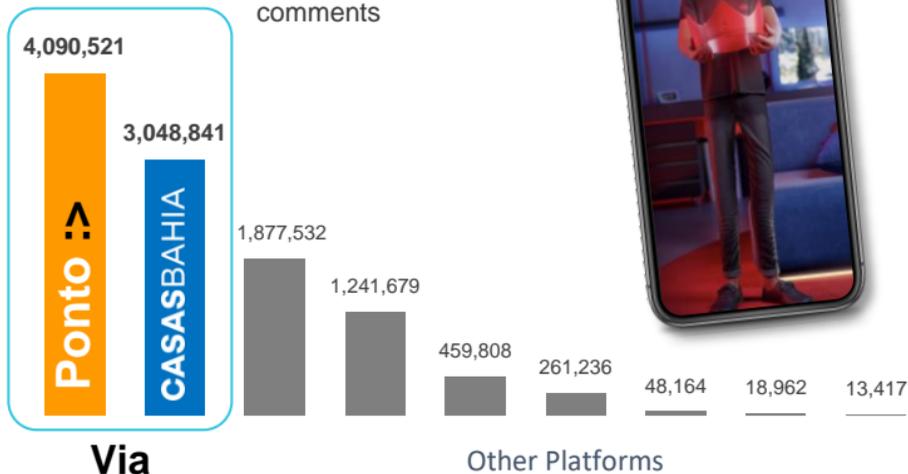


PONTO AND CASAS BAHIA

were the **leading brands** in number of posts and average engagement among peers



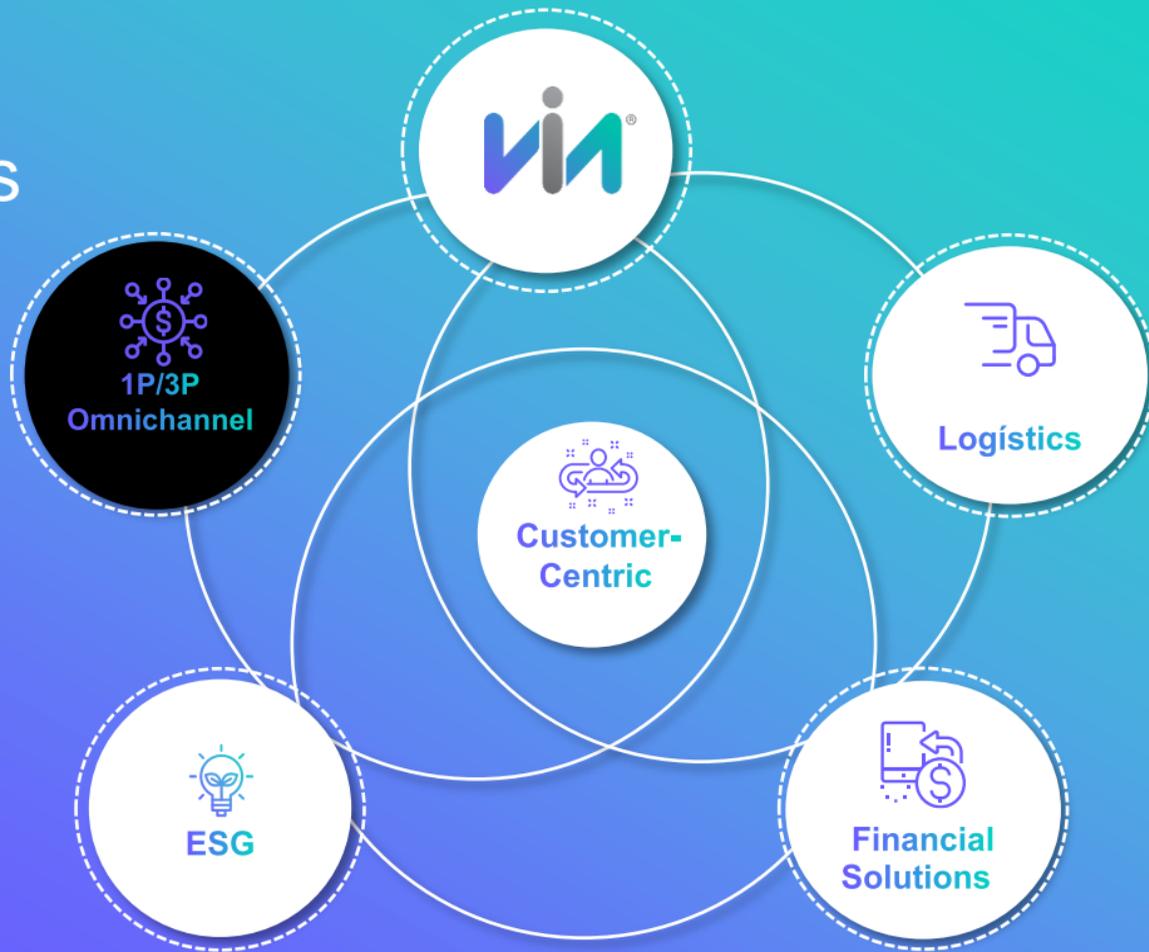
Engagement



Source: Socialbakers



1Q22 Results

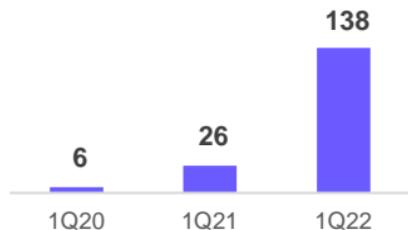


The Marketplace escalation

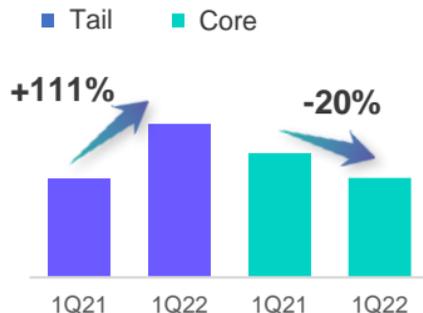
3P GMV – R\$ MM



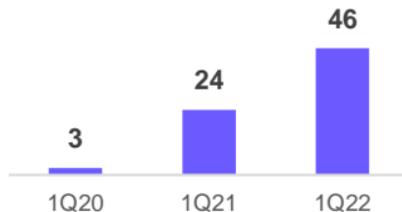
Sellers - thousand



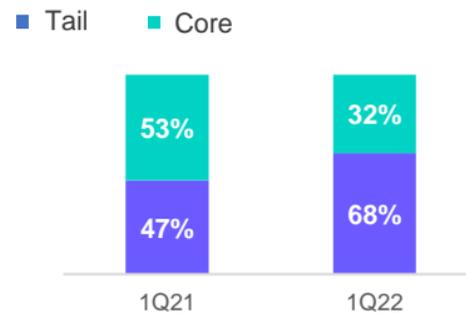
Orders



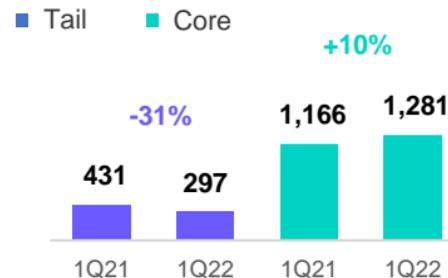
SKUs - MM



Orders Share



Average Ticket



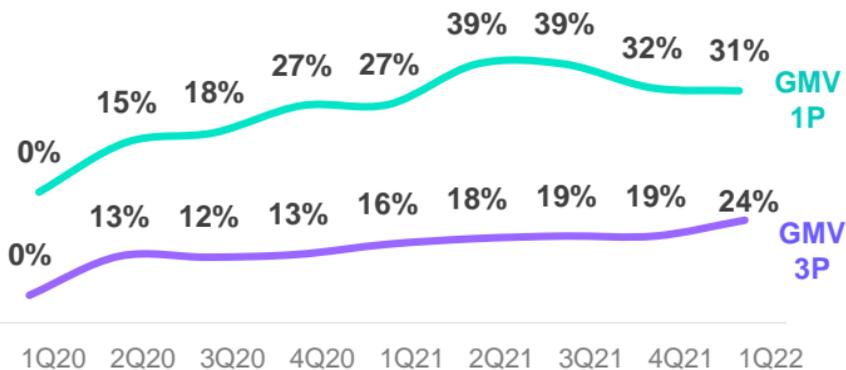
Online Salesperson

An omnichannel strength



+22,000
online salespersons

(%) Online Salesperson



(%) Online Salesperson

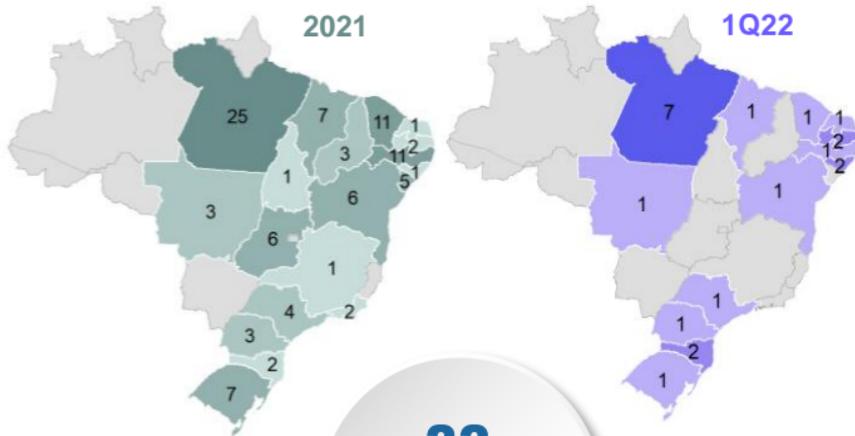
Online Sales
(R\$ billion)





Stores Expansion

Stores opening by state



22 stores
Inaugurated in 1Q22

ONLINE

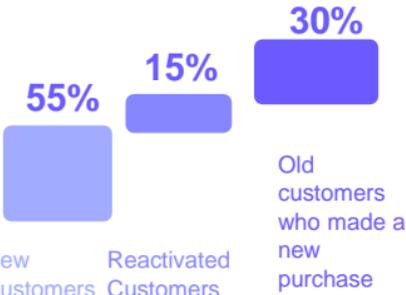
3x



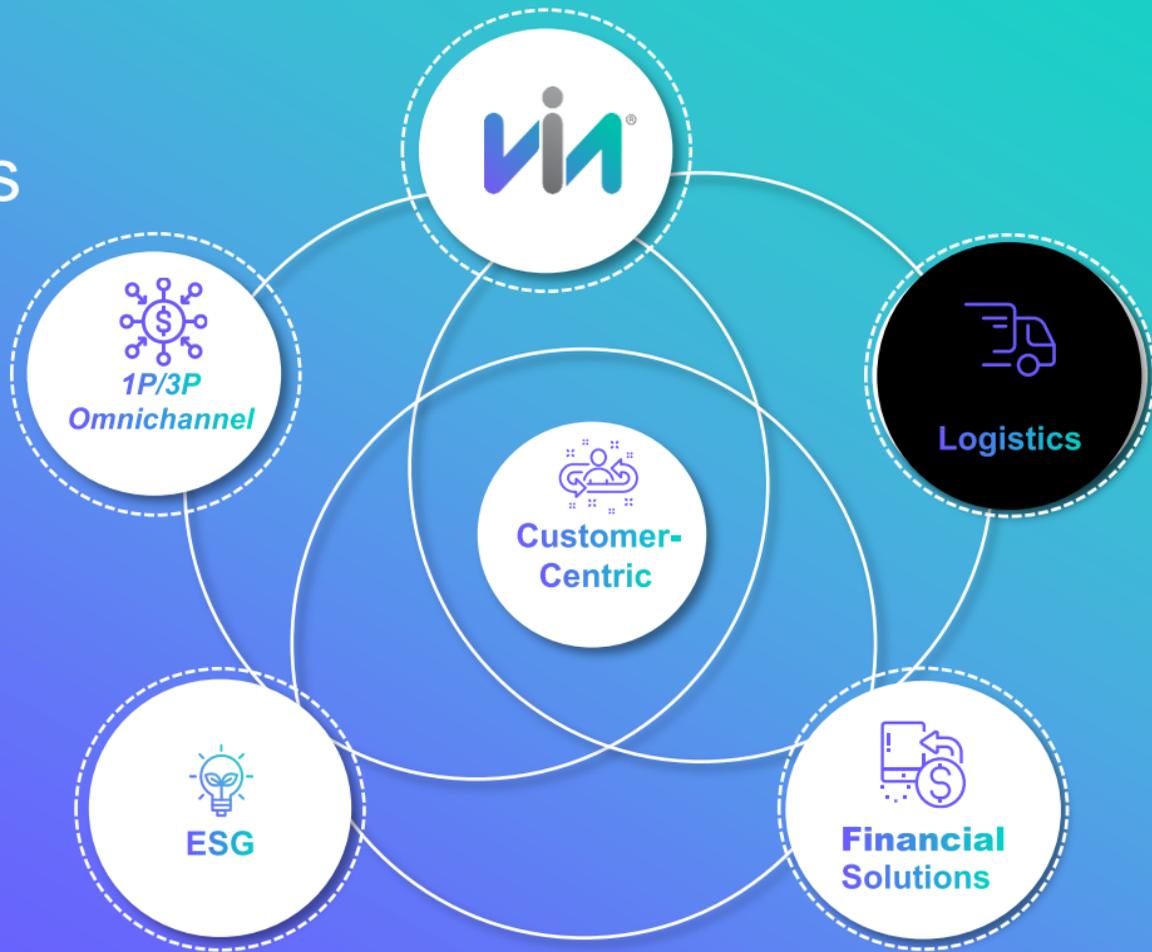
Online sales increase in new marketplaces where new stores were opened

OFFLINE

◀ New Stores Customers ▶



1Q22 Results

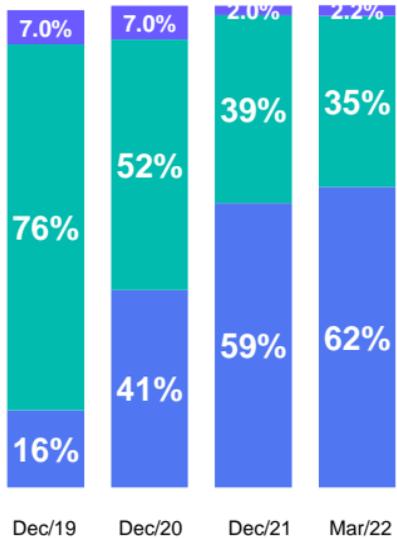


Logistics at omnichannel service



Omnichannel at logistics service

Logistics Network



● Own network ● Fractioned coverage ● Brazilian Postal Service

Cost by Delivery Type - (base 100)

Fractioned coverage



Own network



Average Delivery Time

Fractioned coverage



Own network

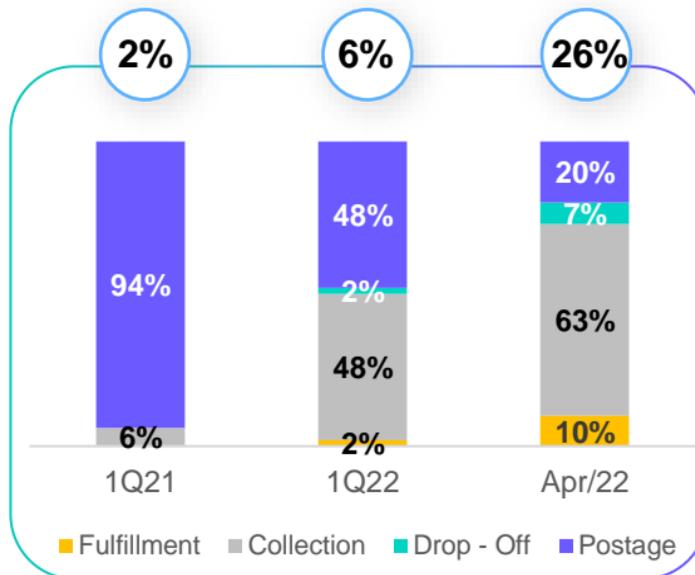


Envvias

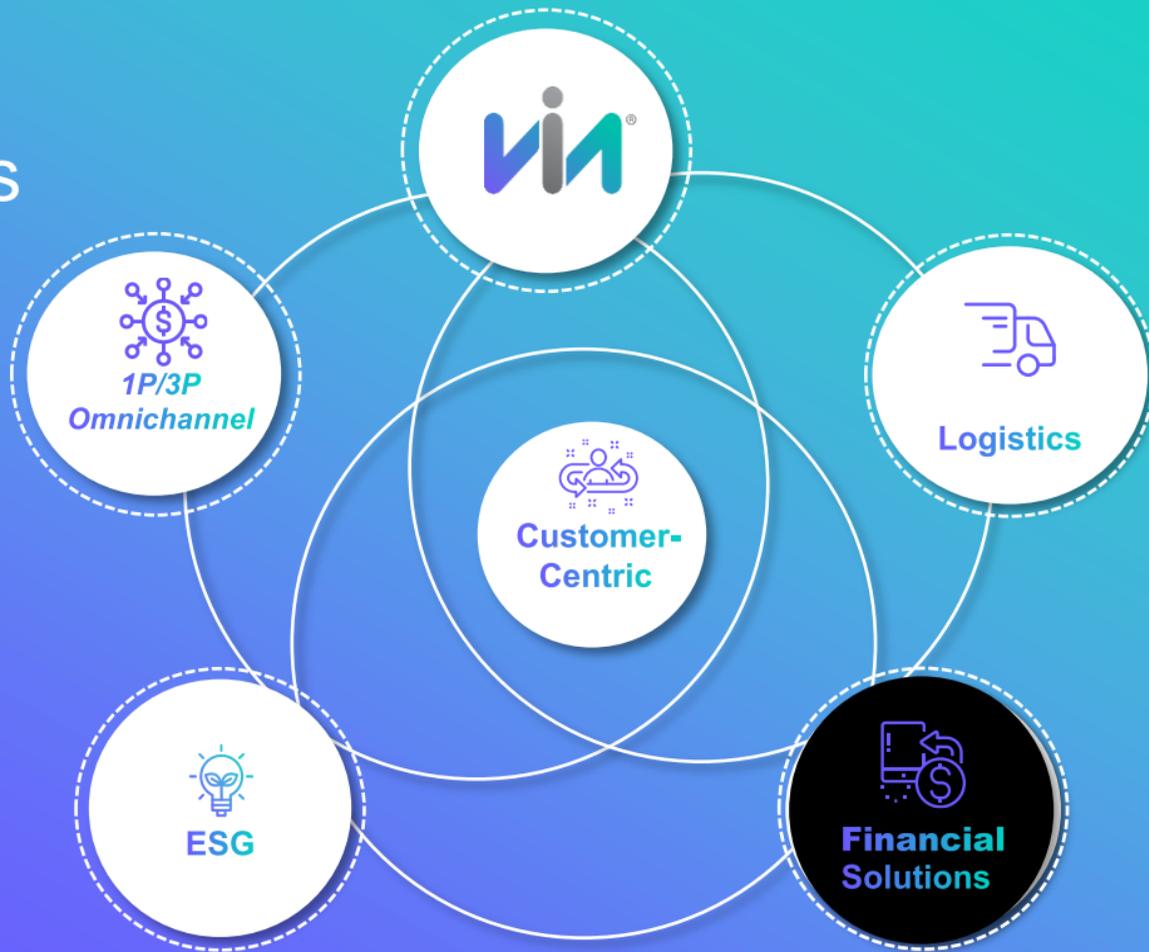
Postage and collection services for sellers began in 2021, in 2022 with CNT acquisition now include fulfillment

- 93% of active sellers have registered to use our services, an increase of +8 p.p. over 4Q21 and +88 p.p. over 1Q21;
- Envvias' share of total marketplace (3P) deliveries went from 2% in 1Q21 to 6.0% in 1Q22, and reached 26% in April/22;
- Envvias' share of collection went from 6% to 48% between 1Q22 and 1Q21, accounting for 63% of deliveries in April/22;
- The share of the Brazilian Postal Service in Envvias deliveries fell from 94% to 20%;
- Fulfillment already accounts for 10% of Envvias deliveries.

% over total 3P deliveries and Mix



1Q22 Results



FINANCIAL SOLUTIONS

André Calabro
banQi CEO

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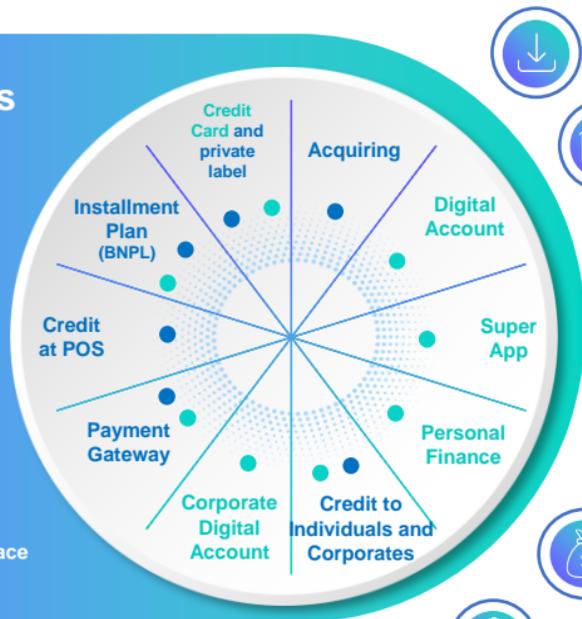


An initiative born in retail that has become a financial solutions platform



Growth fronts

- ✓ Full Digital Account
- ✓ Multiple Credit Offers
- ✓ Corporate Segment
- ✓ Casas Bahia Ecosystem
- ✓ Products & Services Marketplace



● ON-US ● OFF-US



12 MM customers (+33% YoY)



+ R\$11.3 billion TPV LTM (+27% YoY)



R\$5.2 billion in installment plans (+12% YoY)



R\$1.2 billion payment books paid via banQi app, **22%** of payment books receivables



4.9 MM banQi accounts (+2.4X YoY)



+R\$237 MM in personal loans



Recurrence | **~17x** in 360 days at banQi (+2.3X YoY)



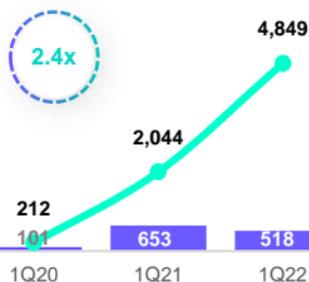
Quarter



YTD

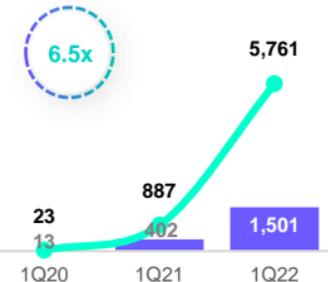
Account Opening

(# thousand)



Total Transactions

(R\$ million)



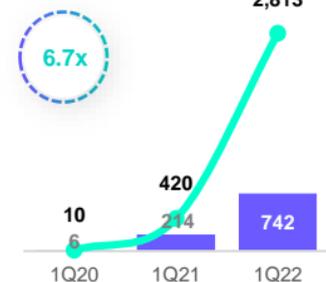
Transactions at Stores

(R\$ million)



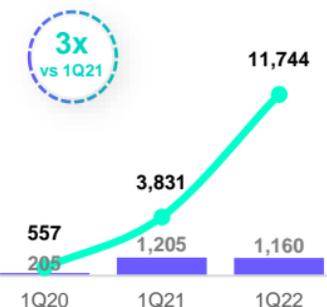
Total TPV

(R\$ million)



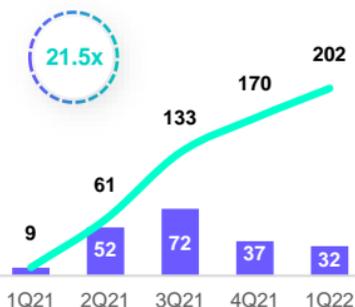
Downloads app

(# thousand)



banQi in e-commerce

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



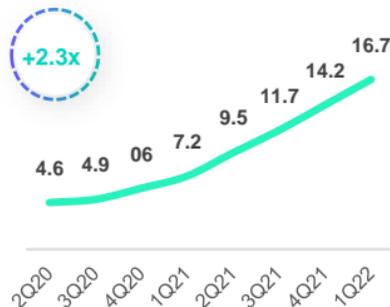
Payment books paid on the banQi app

(R\$ million)



banQi app frequency of use (360 days)

(360 days)



Installment Plan | Key indicators

Active Loan Portfolio Evolution

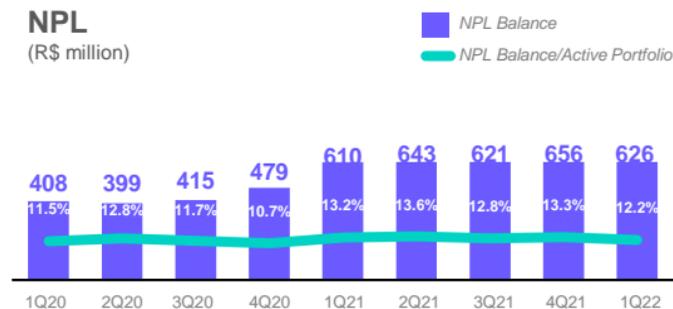
(R\$ million)



*Active Portfolio= Booklet Base ex-interest to be incurred

NPL

(R\$ million)



Coverage ratio over loan portfolio down by 1.1 p.p. vs. 4Q21, and down 1.0 p.p vs. 1Q21

Portfolio Loss

(R\$ million)



Loss
Loss / Active Portfolio

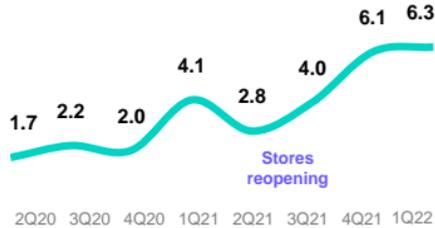
Loss level over portfolio improved by 0.4 p.p. vs. 4Q21, and loss absolute value also decreased by 8% q-o-q to R\$183 million

Digital CDC



Online
1P/3P

Digital CDC (%) on online sales



Digital CDC - Production



Unique and integrated ecosystem



CDC in the marketplace

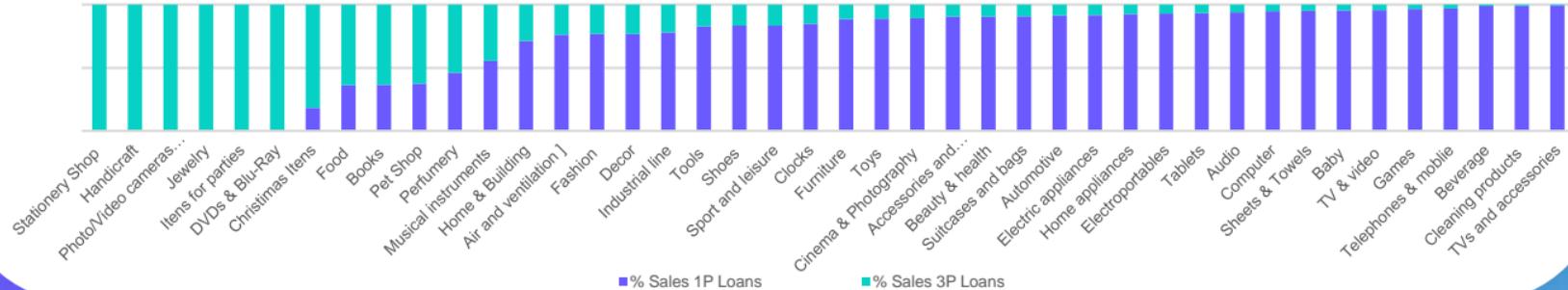


Accredited **Top sellers** already made sales



Accredited **73% of Sellers** already made sales

CDC complementing 1P and 3P categories

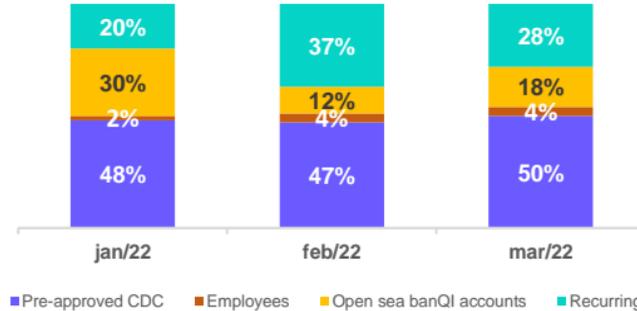


Personal Loan Evolution

Production – R\$ MM



Contract Mix



Gradual Evolution

- Jun/21: Initial opening of credit for CDC previously approved customers;
- Sep/21: Open-sea customers' continuous increase;
- Nov/21: Possibility of taking out a second loan;
- Apr/22: 2nd EP Offer Review

Performance by concession period – over 30



This year's deliveries

- CDC acceleration in Marketplace
- banQi Pague + PJ (Corporate Payment)
- banQi Pague + MEI (Micro-entrepreneur payment)

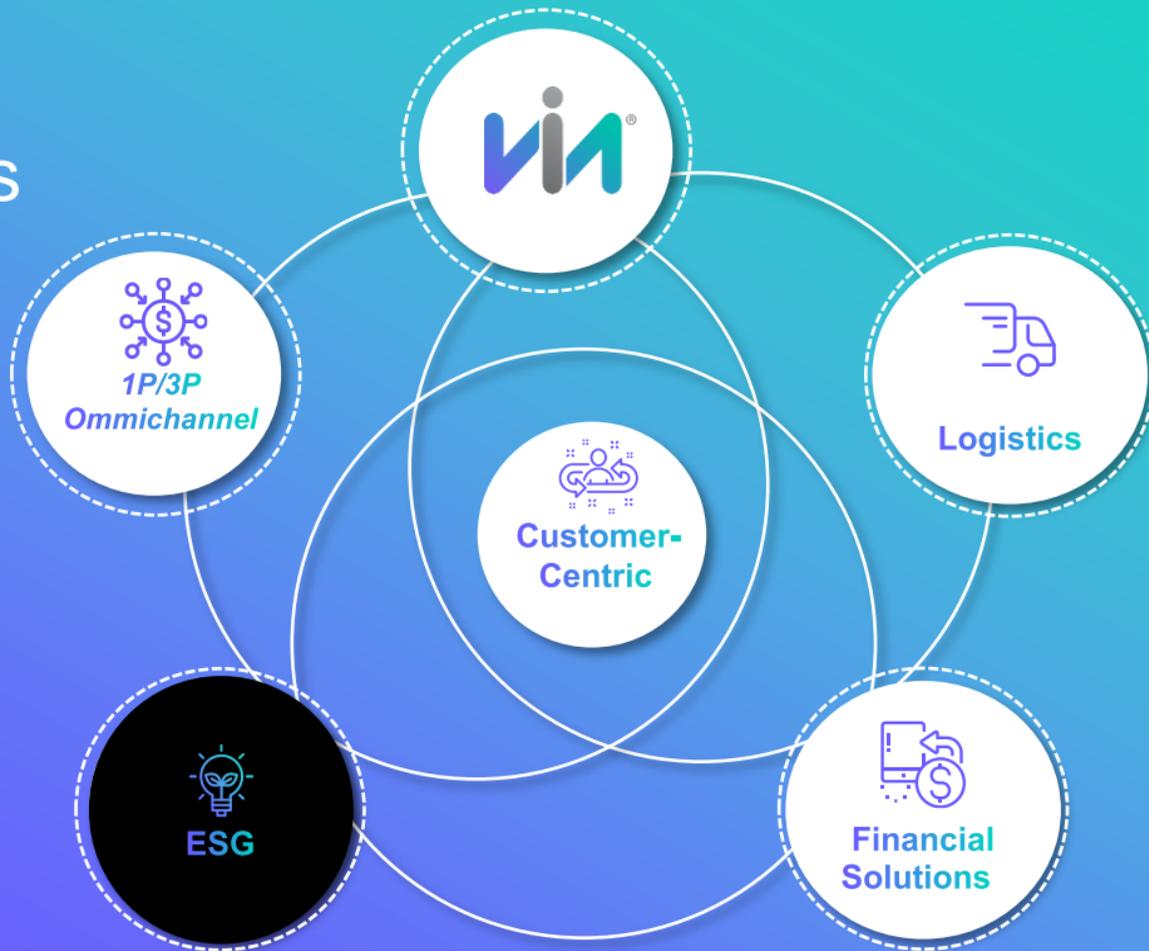


Our deliverable

- CaaS – Credit for third parties



1Q22 Results





ENVIRONMENTAL

ICO2B3

Emission reduction

In 1Q22, 10 last-mile electric vehicles run 92,000 kilometers, saving 43.2 tons of CO2 emission.



Via Recycling Program– REVIVA

One thousand tons of waste were destined to recycling, benefiting 12 partner cooperatives. With 500 collectors at stores, we collected over half-ton electro-electronics for disposal and recycling.



Social Marketplace

This is Via's sustainable products store, with items made by indigenous people, rural cooperatives, craftsmen and manufacturers who respect the environment. All transactions are zero carbon.



SOCIAL



The Foundation now composes the UN Global Compact Brazil Network, which engages businesses and organizations in line with SDG. We also renewed partnerships with the PROA Institute, Gerando Falcões and Junior Achievement RJ.



DIVERSITY



Award – São Paulo Diversity Seal

Via won the "São Paulo Diversity Seal", under the Adhesion category, a certificate issued by the São Paulo State Department of Economic Development.



Racial self-declaration

With racial self-declaration campaign, the percentage of non-declared people decreased from 23% to 19%. Nowadays, 40% of our staff are Black or Brown and 27% of them hold managerial or higher positions.

Our target is to have 45% of Black or Brown people in leadership positions by 2025.



GOVERNANCE



Diversity at the Board of Directors

In April 2022, the Company's Shareholders Meeting elected members to the Board of Directors for two-year term of office. Mrs. Claudia Woods was the highlight, the first woman to occupy a seat at our Board of Directors, since Via became a company without a controlling shareholder.

Financial Highlights

Orivaldo Padilha
CFO & IRO

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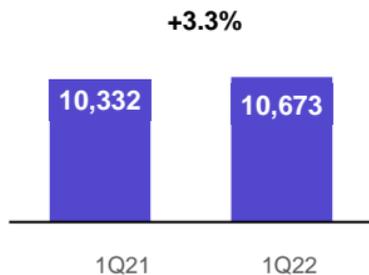


OPERATING RESULT

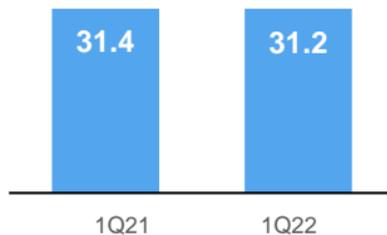
1Q22 x 1Q21



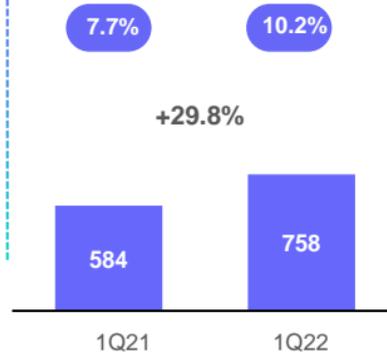
Gross GMV (R\$ MM)



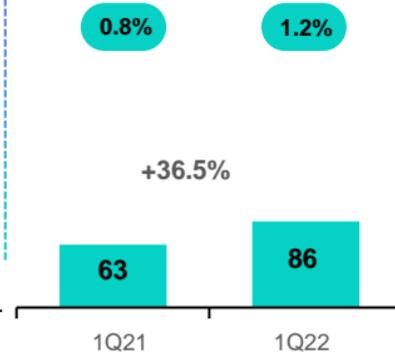
Gross Margin (%)



EBITDA (R\$ MM and % NS)

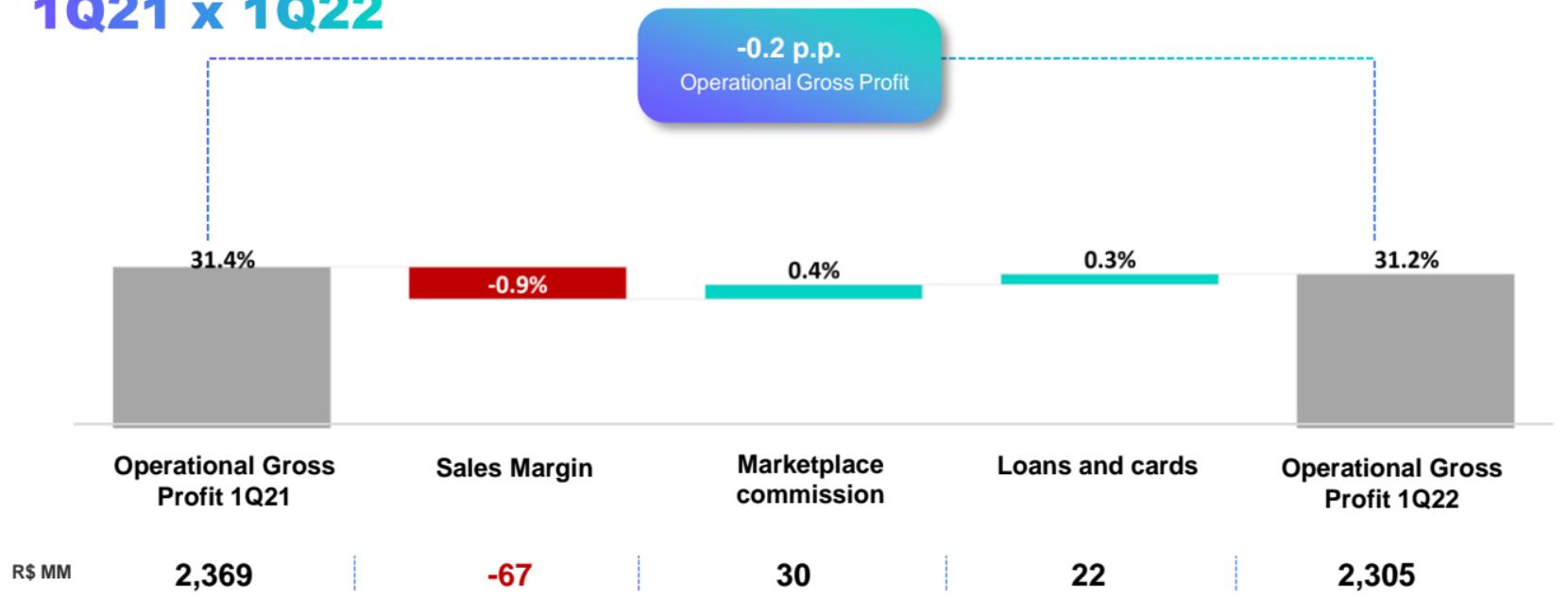


Net Income (R\$ MM and % NS)



OPERATIONAL P&L – GROSS PROFIT BRIDGE

1Q21 x 1Q22



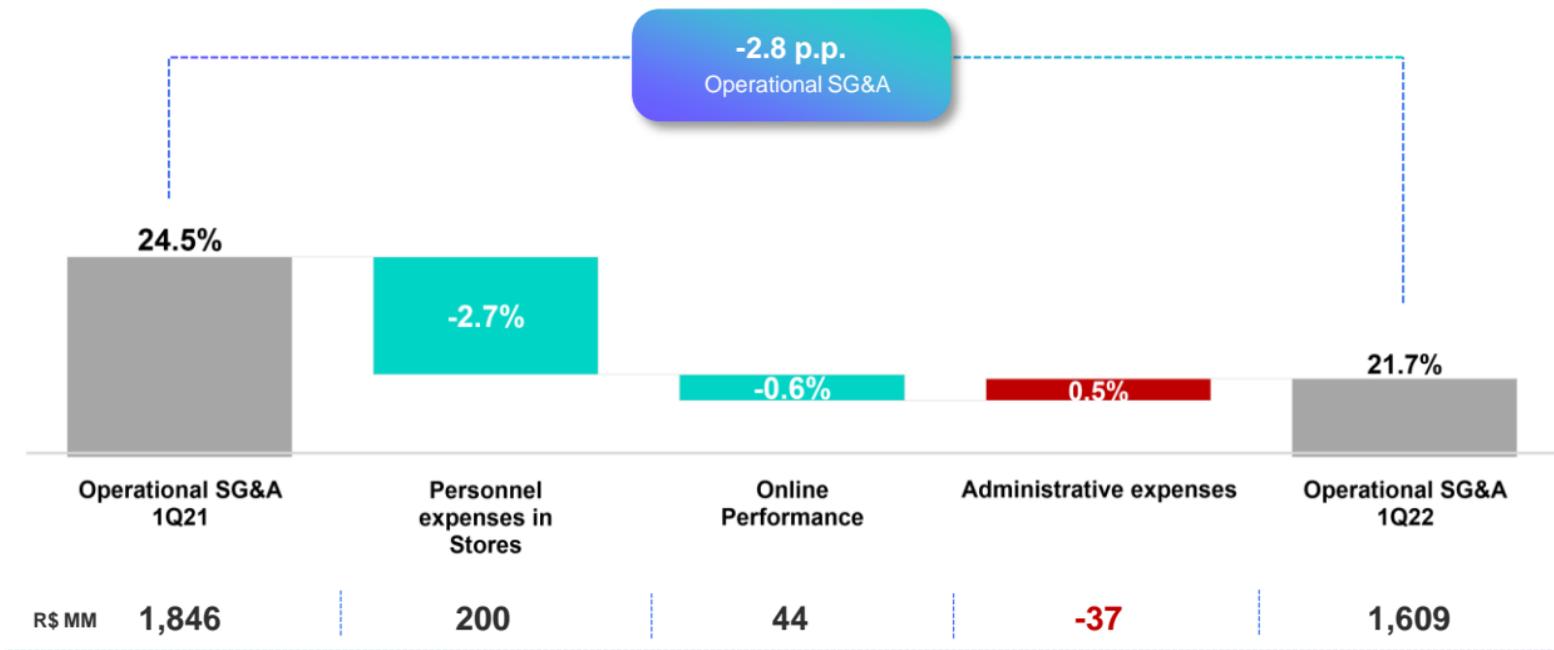
Commercial Margin

- Higher investments in price competitiveness offset by SG&A;

CDC and Cards / Marketplace Commission

- Greater CDC and cards penetration –R\$22 million gain;
- Marketplace commission: take rate increases from 7.3% to 9.6% (vs 1Q21).

OPERATIONAL P&L- EXPENSE BRIDGE 1Q21 x 1Q22



Personnel expenses - Stores

- Greater salesperson productivity gain and lower filing volume of new labor claims;

Online Performance

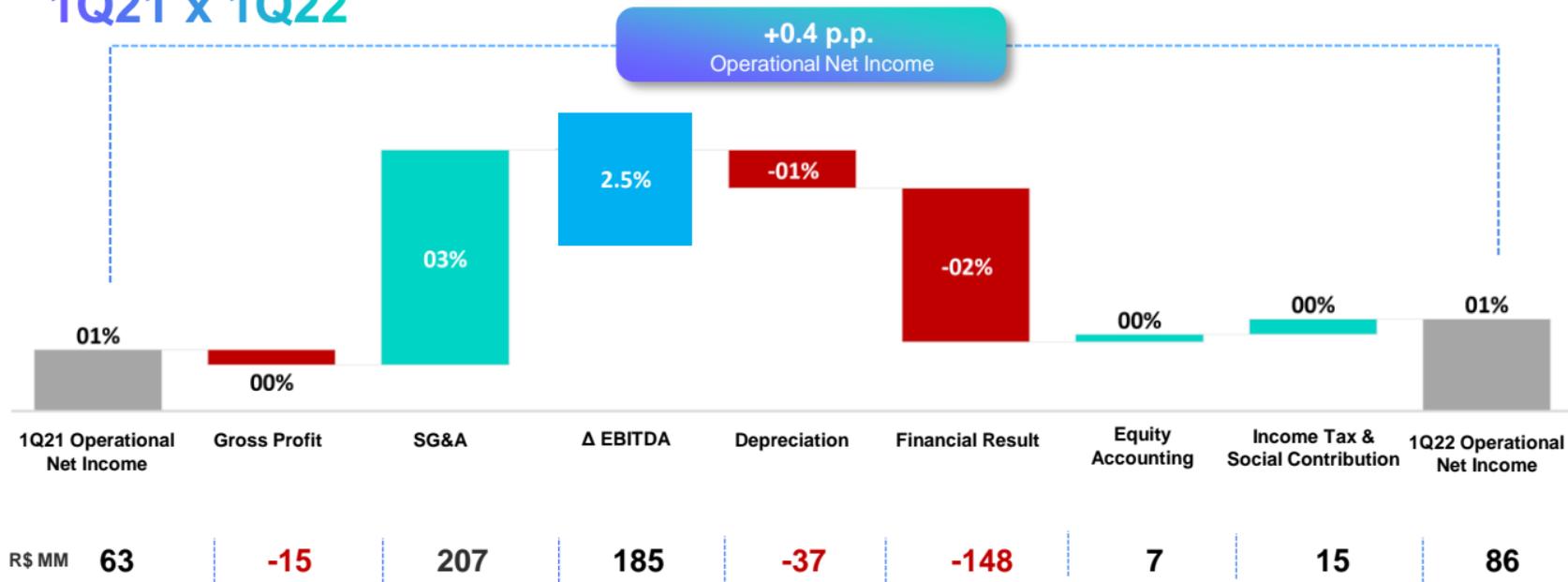
- Online performance productivity gain (less need for paid media);

Administrative Expenses

- Higher investment (Opex) in technology.

OPERATIONAL P&L - NET INCOME BRIDGE

1Q21 x 1Q22



SGA:

- 2.8 p.p. gain;

- **Operational EBITDA:** R\$758 million or 10.2% (+2.5 p.p. and + R\$185 million vs. 1Q21);
- Quarter marked by higher profitability to cope with high interest rates impact on financial expenses;

Financial Result:

- -2.0pp R\$-148 million;
- higher expenses referring to financial cost due to SELIC strong increase.

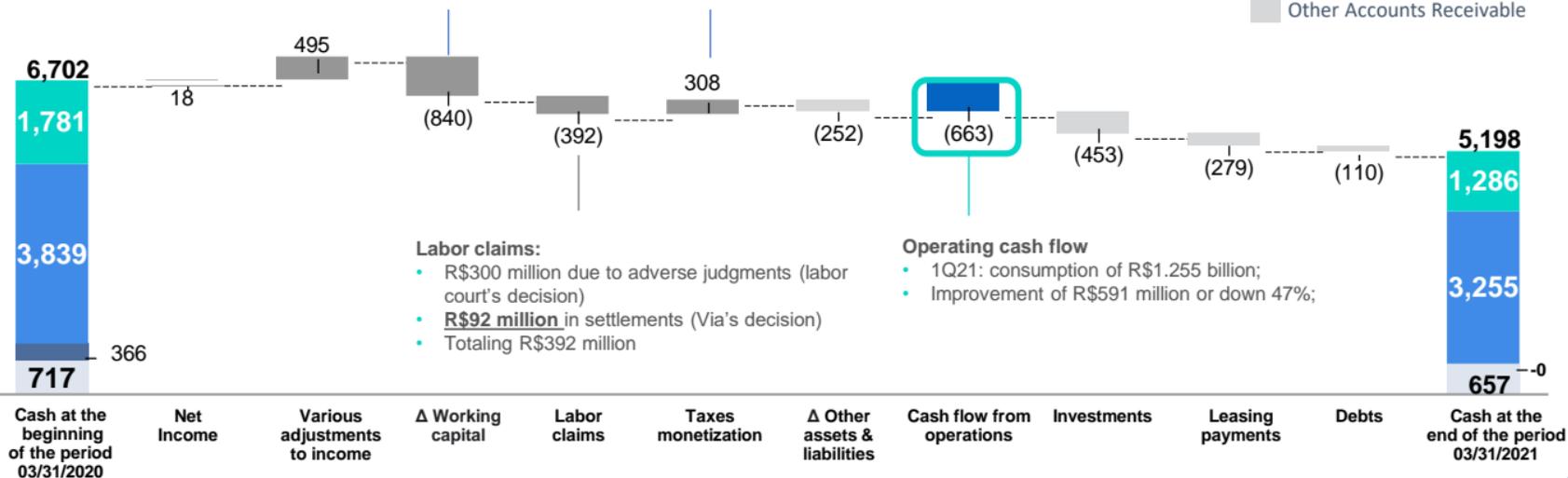
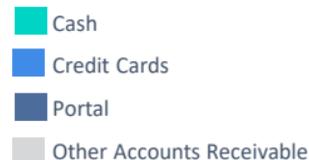
CASH FLOWS 1Q22 (R\$ MM)

Working Capital:

- R\$243 million Inventories reduction;
- R\$542 million Suppliers (usual seasonal effect 4Q vs. 1Q);
- R\$541 million CDC (usual seasonal effect 4Q vs. 1Q);

Monetization:

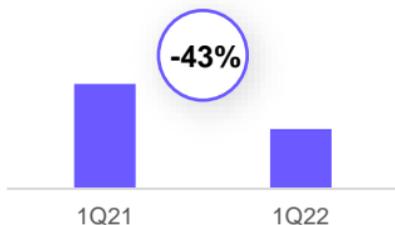
- tax monetization totaled R\$308 million.



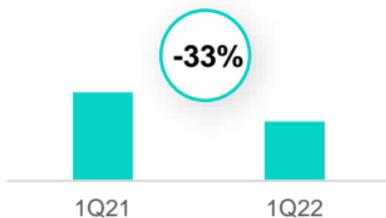
OVERALL INDICATORS

Labor Claims

New Lawsuits Filed



Employee Turnover



Aging

Of more expensive lawsuits (%)



1Q22 Results

Cash outflows:

- R\$300 million due to adverse judgments (labor court's decision);
- R\$92 million in settlements (Via's decision);
- Total cash outflow of R\$392 million.

1Q22 Expenses:

- Total inflow 43% lower than 2Q21.
- R\$56 million below 1Q21.

Outlook

(Material fact – Nov/21)

Estimate for 2022:

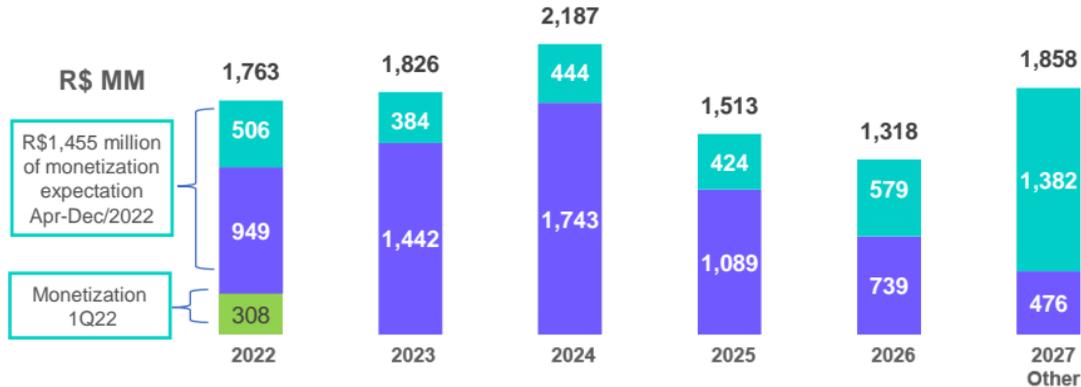
- Cash: between R\$1.5 and R\$2.0 billion;
- Results: between R\$0.9 and R\$1.0 billion;

Cash & Expenses in 1Q22 vs. 2022 Guidance:

- We are within guidance range.

CREDIT MONETIZATION

Monetization plan in line to cope with labor impact in 2022



Total credits

R\$ 6,438 federal and state taxes on sale
R\$ 3,256 federal taxes on income
 = Subtotal: R\$9.694
R\$ 463 unrecognized credits
 = Total: R\$10,157

- 1Q22 Monetization
- Monetization of federal and state taxes on sales
- Monetization of federal taxes on income

Monetization Strategy

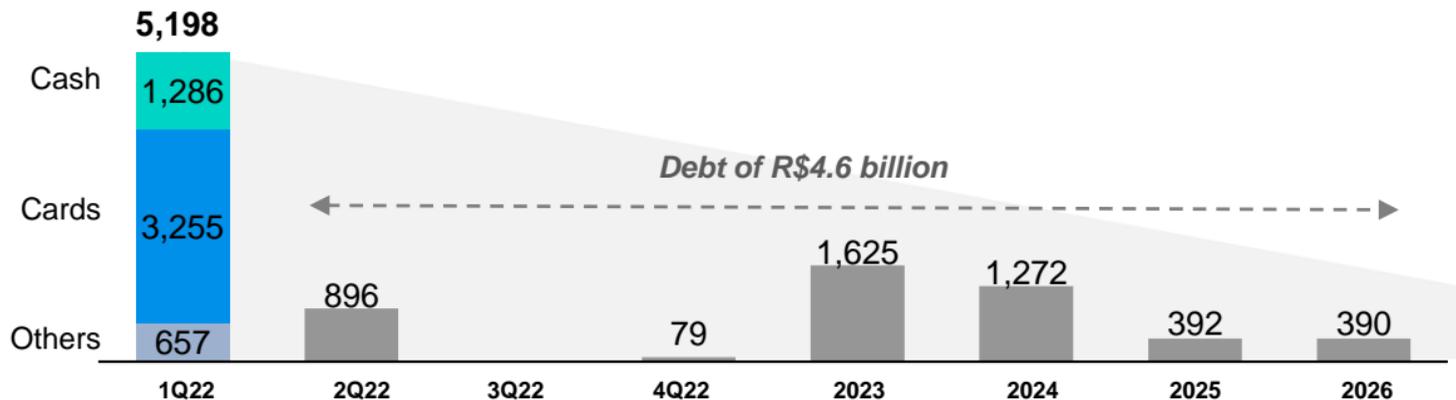
- Continued growth of revenue and profitability;
- Compliance with bureaucratic obligations to qualify credits (providing liquidity);
- Logistics-tax intelligence in the acquisition and storage of products;
- Artificial intelligence and algorithms applied, procurement/storage efficiency gains;
- Sale of credits, when feasible: (a) R\$200 million contract signed in January/22; (b) R\$300 million contract signed in March/22; Total– R\$500 million;

1Q22 Results

Monetization: R\$308 million

DEBT AND AMORTIZATION SCHEDULE

Debt amortization schedule



- In 1Q22, cash including non-discounted receivables totaled R\$5.2 billion
- R\$4.6 billion debt

Closing Remarks

Roberto Fulcherberguer
CEO

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What we are

A customer-centric open platform



Omnichannel

Pace of growth is maintained to expand to other markets, aiming at bringing new customers, reducing cost of service and boosting online sales, sale of services, loan grants and logistics services.



Logistics as a service (Laas)

Logistics “as a service” evolves and accelerates the offer of fulfillment & fullcommerce services.



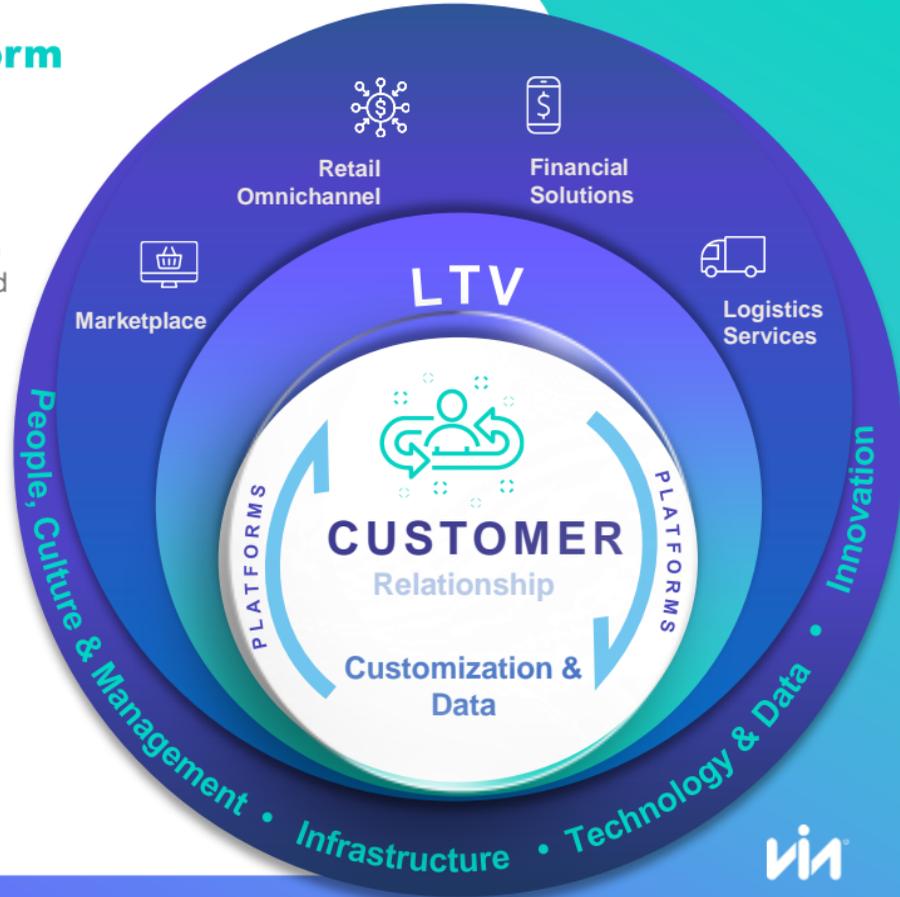
Credit as a service (caas)

Online credit penetration expands (1P & 3P) and partnerships are executed to bolster the direct-credit-to-consumer offer in other platforms.



Marketplace

Continuous growth, increased active customer base, higher recurrence and retro-feeding Via's ecosystem.



1Q22

APPENDIX

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1Q21 Reconciliation Accounting to Operating

	1Q22 Accounting		Legal expenses (legacy) ¹	1Q22 Operating	
	R\$MM	%NR		R\$MM	%NR
Gross GMV	10,673		-	10,673	
Gross Revenue	8,712		-	8,712	
Net Revenue	7,399		-	7,399	
Gross Profit	2,275	30.7%	30	2,305	31.2%
SG&A expenses	(1,664)	(22.5%)	55	(1,609)	(21.7%)
Adjusted EBITDA	673	9.1%	85	758	10.2%
Financial Result	(428)	(5.8%)	-	(428)	(5.8%)
EBIT	(42)	(0.6%)	103	61	0.8%
Inc. Tax & Social Cont.	60	0.8%	(35)	25	0.3%
Net Income	18	0.2%	68	86	1.2%

(1) It refers to labor expenses (legacy).



Investor Relations

Orivaldo Padilha
CFO & IRO

Luiz Rossato
Strategy, M&A & IR

Gabriel Succar
IR Manager

Daniel Morais
IR Specialist

Larissa Boness
IR Analyst

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