



sequoia

Earnings Presentation

2Q22

ri.sequoialog.com.br

Disclaimer



The statements in this document related to business prospects, forecasts on operating and financial results and those related to Sequoia's growth outlook are merely forecasts and, as such, are based solely on the Executive Board's estimates on the future of the business. These estimates substantially depend on market conditions, the Brazilian economy, the segment and international markets and, therefore, are subject to changes without prior notice. All variations presented here are calculated based on balances in thousands of reais, as well as rounding. This performance report includes accounting and non-accounting data such as operating, pro forma financial and projections based on the Company's management expectations. Non-accounting data were not subject to review by the Company's independent auditors.



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2Q22 Highlights

Armando Marchesan Neto
Founder & CEO

2Q22 Financial and Operating Highlights

- **TRANSPORTED GMV** of **R\$ 12.6 BILLION, INCREASING 12.9%**
- Number of **ORDERS** totaled **20.9 MILLIONS, INCREASING 89.7%**
 - **B2C REACHES** once more a **HISTORIC MARK** of **19.3 MILLION ORDERS, 101.9% INCREASE**
- **GROSS REVENUE** reached **R\$ 594.9 MILLION, GROWING 36.2%**
 - Highlight for the **STRONG B2C GROWTH** which reached **R\$ 399.7 MILLION, INCREASE** of **55.5%**
- **EBITDA** amounted for **R\$ 75.8 MILLION, GROWING 58.3%. EBITDA MARGIN** reached **15.3% IMPROVING** by **230 BPS**
- **EBITDA ADJUSTED** by nonrecurring effects reached **R\$ 61.7 MILLION** showing **GROWTH** of **33.7%. ADJUSTED EBITDA MARGIN** was **12.4%**
- **LEVERAGE RATIO REDUCES AND REACHES 1.4X** in **2Q22, A HEALTHY LEVEL**, and reflects the **ASSET LIGHT STRATEGY BENEFIT**, with a **43.8% ROIC**
- **INORGANIC GROWTH** continues to be a **STRATEGIC PILLAR**, with a **MORE SELECTIVE PIPELINE** in the short term and **INCREASED OPPORTUNITIES** in the medium term
- **SEQUOIA** awarded as one of **BRASIL'S MOST INNOVATIVE COMPANIES** at the **13TH POSITION AMONG 100 COMPANIES** by the 100+ innovative in the usage of IT survey
- **SEQUOIA BECAME PART OF THE PORTFOLIO OF THE TEVA WOMEN IN LEADERSHIP STOCKS INDEX¹ (ELAS11)**, considering the **OUTSTANDING PARTICIPATION OF WOMEN IN THE COMPANY'S GOVERNANCE**

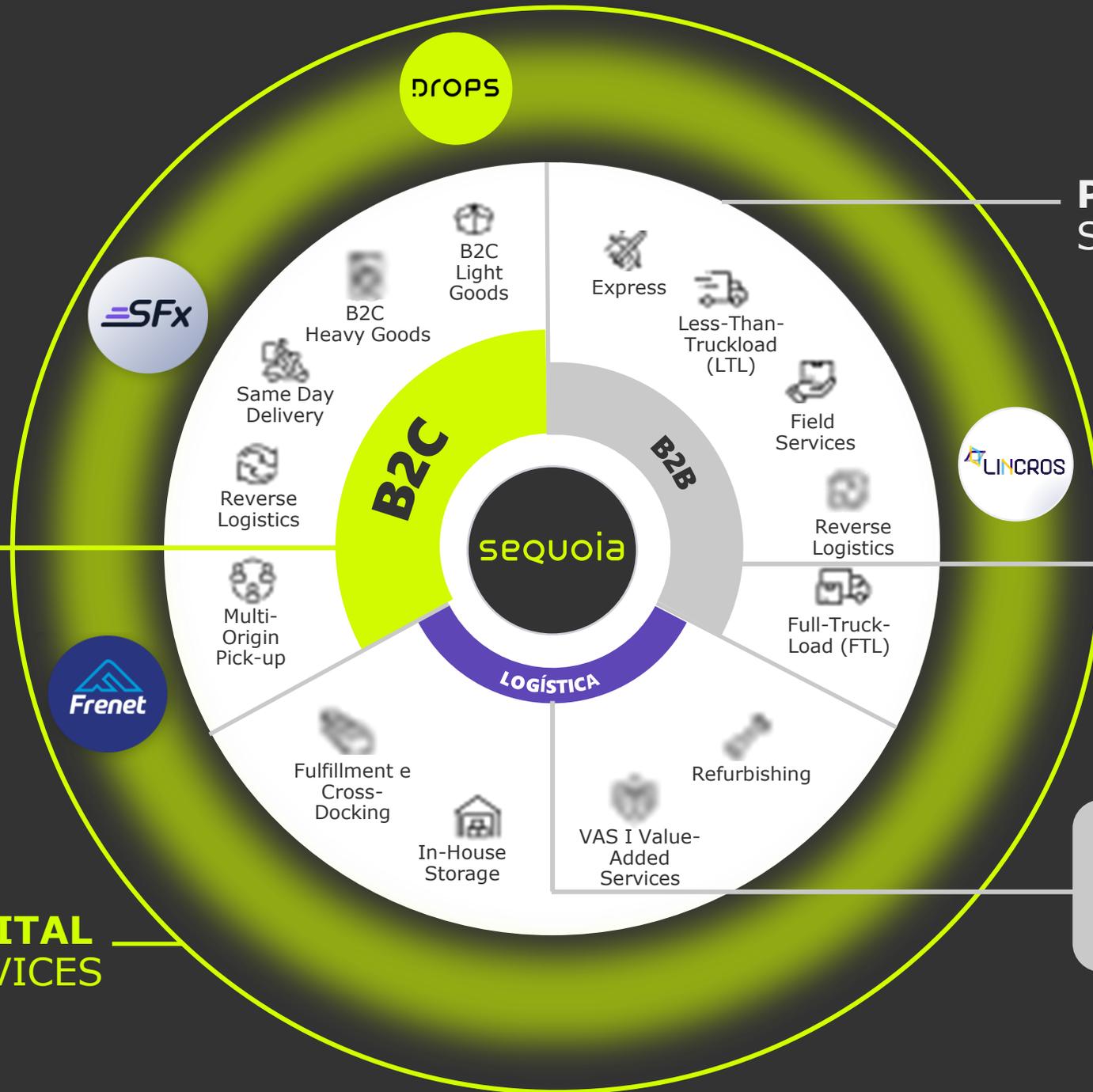
(1) Index developed by Teva Indices, being the first index in Brazil that selects companies with the greatest representation of women in governance. Portfolio composed of 66 companies out of 343 evaluated.

Integrated PHYGITAL² services ecosystem to support market penetration

Portfolio with highly scalable one-stop-shop solutions for +4,000 customers of all sizes and segments

64%¹

DIGITAL SERVICES



PHISICAL SERVICES

27%¹

9%¹

Note: (1) 2Q22 LTM Gross Revenue
(2) Phygital = Physical + Digital



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OPERATING HIGHLIGHTS

Bruno Henrique Souza
COO

Operating Ecosystem Highlights

Pick-up in

642 cities
22,000 points

Pick-up & Drop Off Points

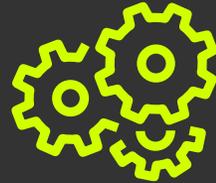
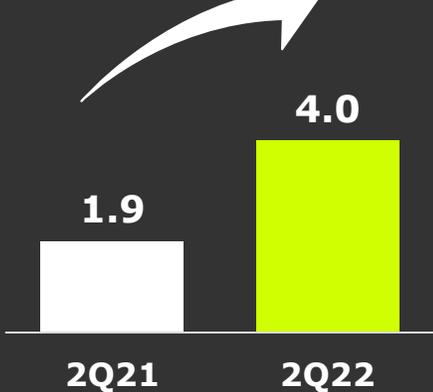
382 cities
1,500 PUDOs

7,515¹

Employees
in 2Q22

**Orders by
Headcount² (,000)**

+2x



SEQUOIA



We remain focused in the national expansion, operational coverage and entry in new segments

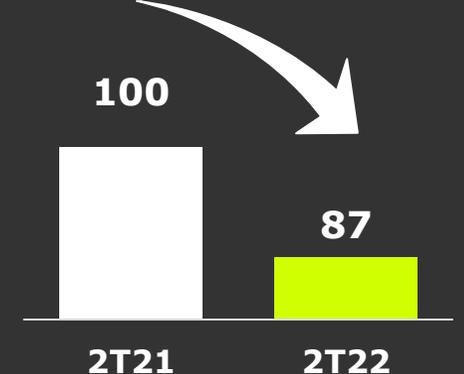


71.7 M

Orders delivered
in 2Q22 LTM
(+56% vs 2Q21 LTM)

**Freight cost
/order³ (Base 100)**

-13%



**Deliveries in
4,260
cities**
(94% of GDP)



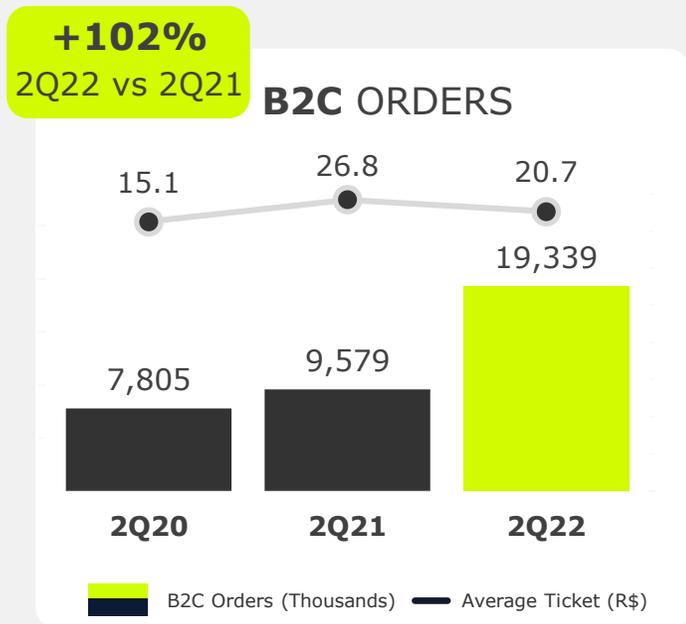
(1) Considers full time employees and third parties' employees.

(2) Considers operational headcount of 5,189 employees.

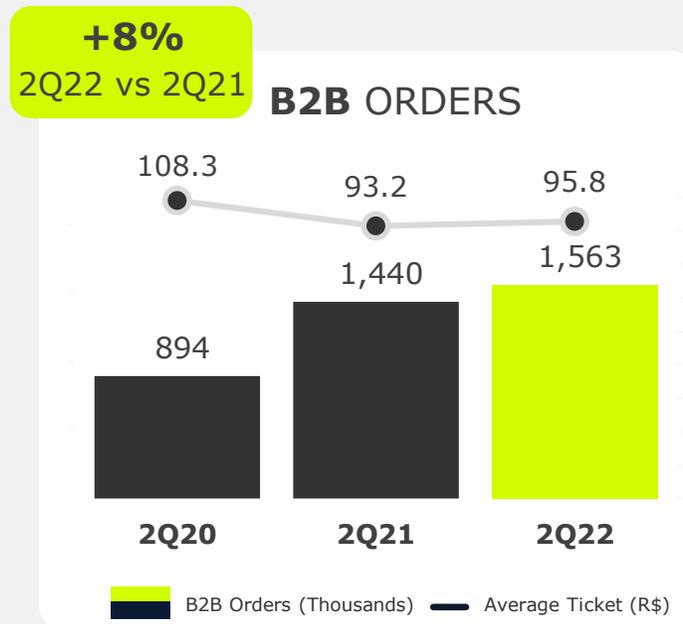
(3) Evolution of the average unit cost of the B2C segment. Considers light B2C shipping cost and order volume.

Operating Data

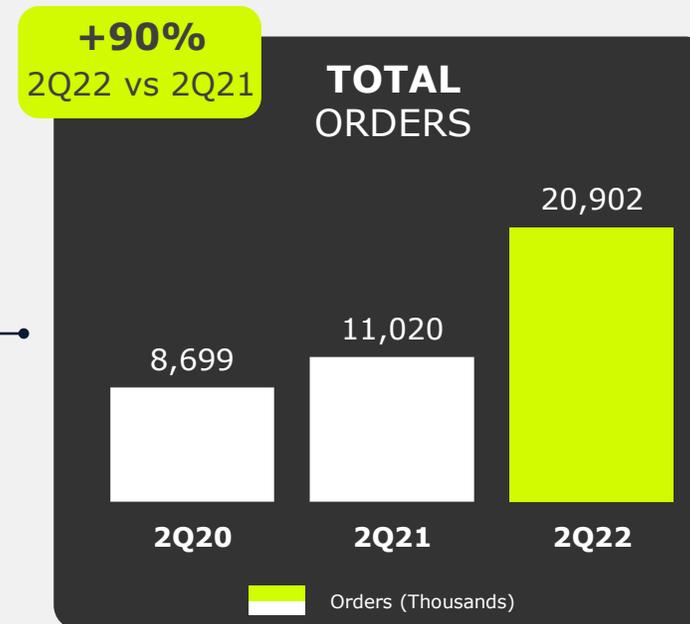
Another record-high quarter in Number of Orders – With strong performance from SFx



- Strong acceleration of the B2C segment
- Average ticket R\$ 20.7 (2Q22) vs. R\$ 19.9 (1Q22), increase of 4%

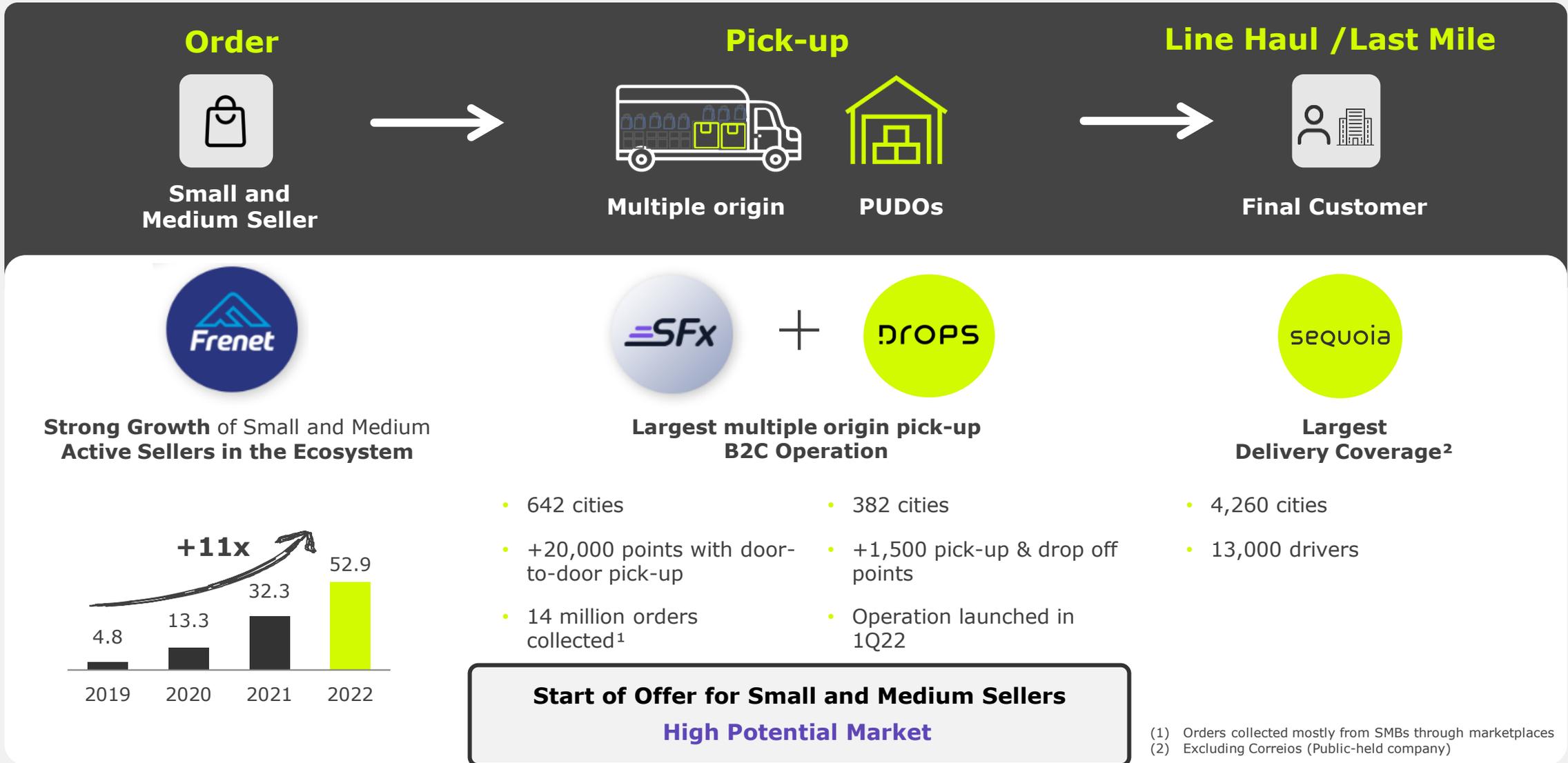


- Average ticket R\$ 95.8 (2Q22) vs. R\$ 91.3 (1Q22), increase of 5%



Integrated Ecosystem

Small and Medium Sellers Service Model





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2Q22 RESULTS

Fernando Stucchi
CFO & IRO

2Q22 HIGHLIGHTS

EBITDA

GROSS
REVENUE



R\$ **594.9** MM



+36%
YoY

GROSS
PROFIT



R\$ **90.2** MM



+45%
YoY

18.2%
Margin

+130 bps
YoY

EBITDA



R\$ **75.8** MM



+58%
YoY

15.3%
Margin

+230 bps
YoY

ADJUSTED
EBITDA¹



R\$ **61.7** MM



+34%
YoY

12.4%
Margin

ADJUSTED
NET INCOME²



R\$ **7.8** MM

ROIC

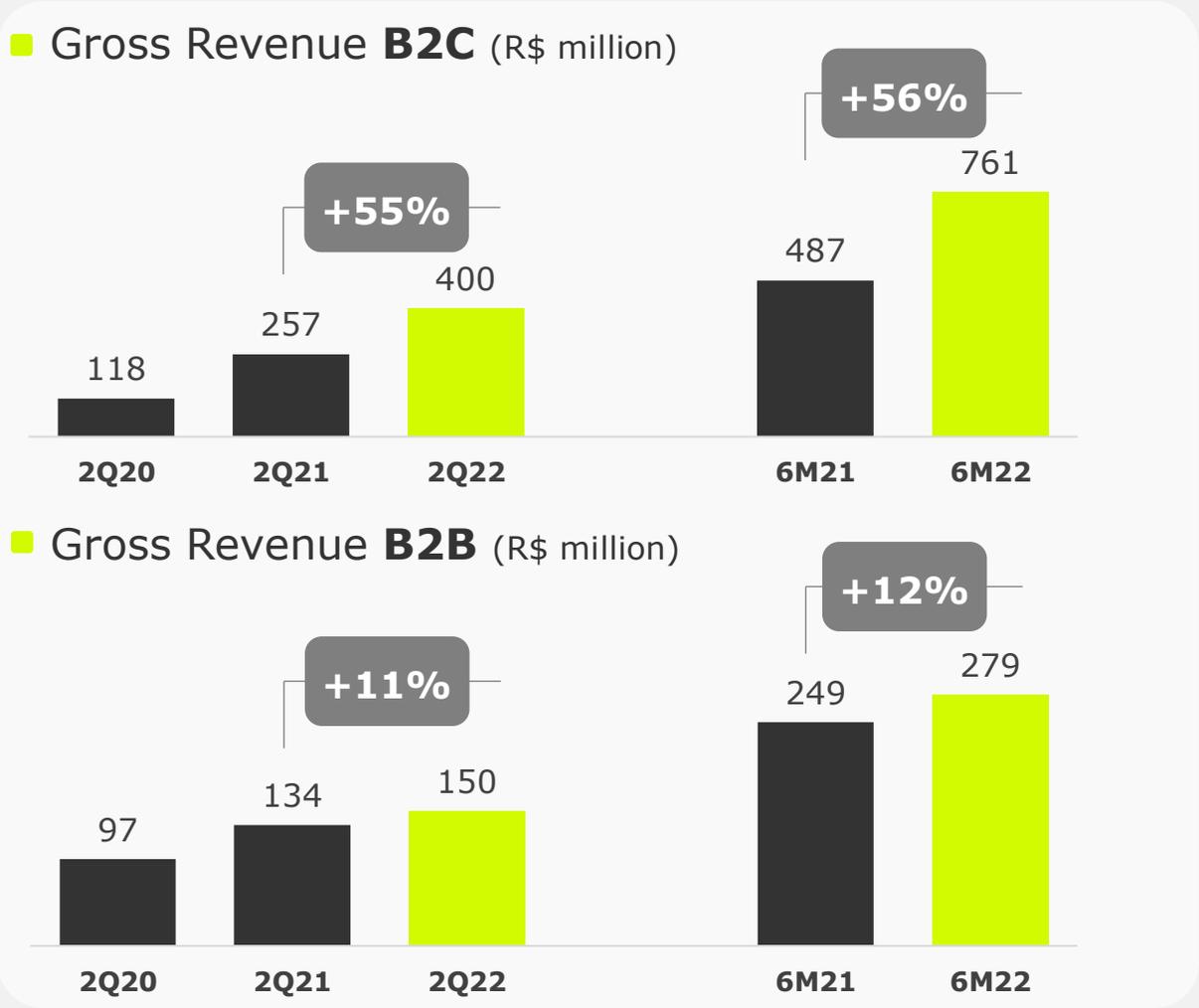
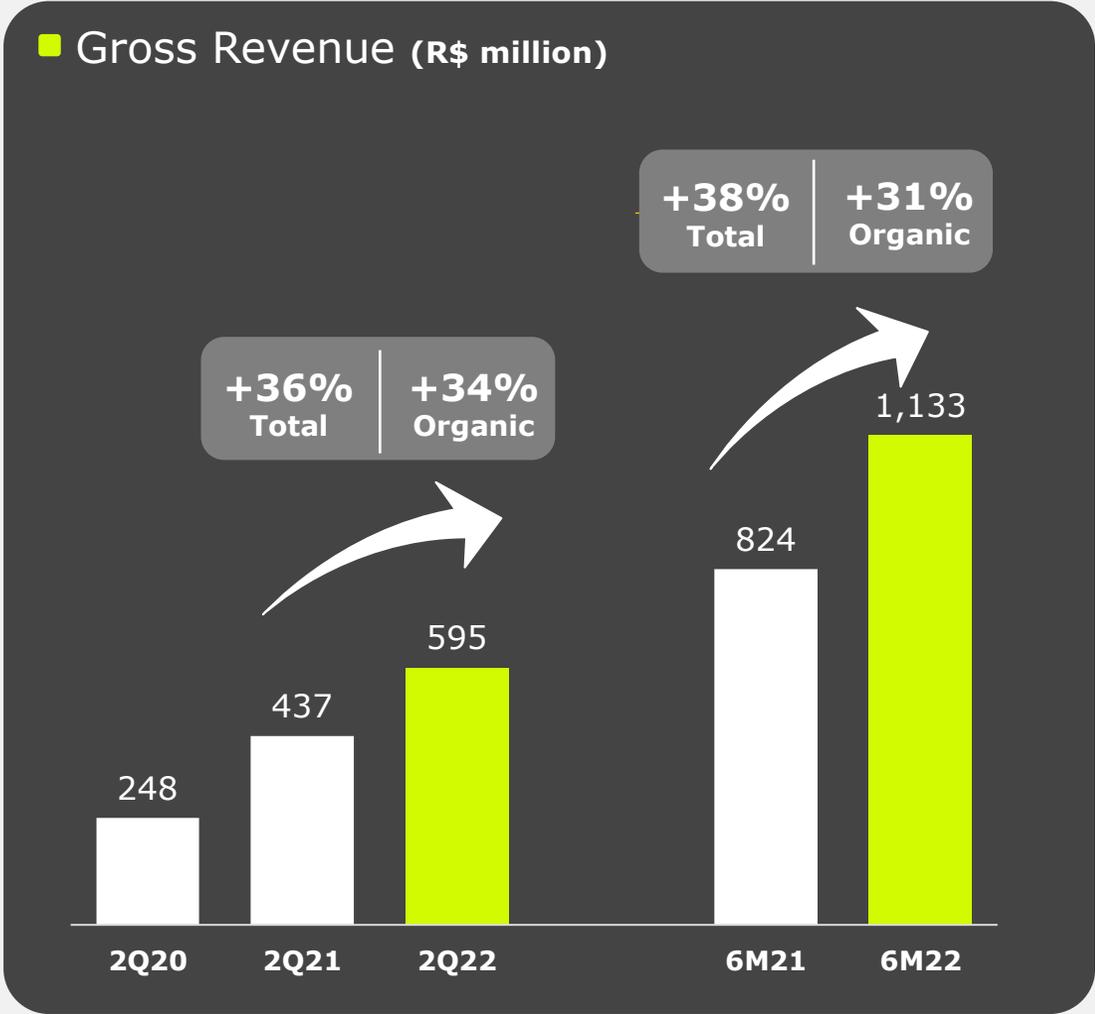


43.8%

(1) Excludes non-recurring expenses with other non-recurring income/expenses.

(2) Excludes goodwill amortization and non-recurring income/expenses.

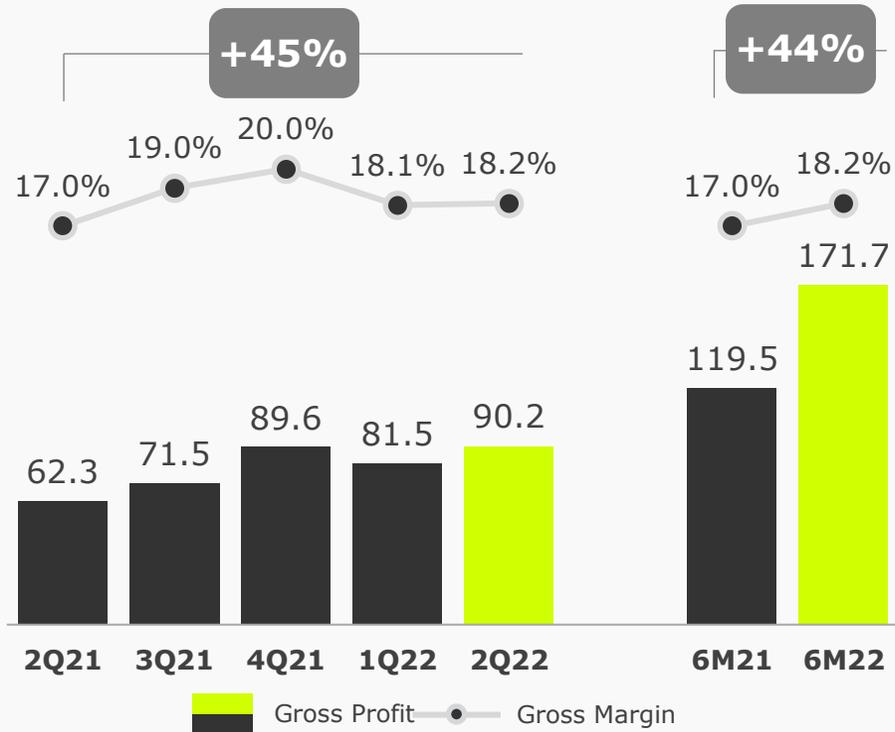
Operating Revenue



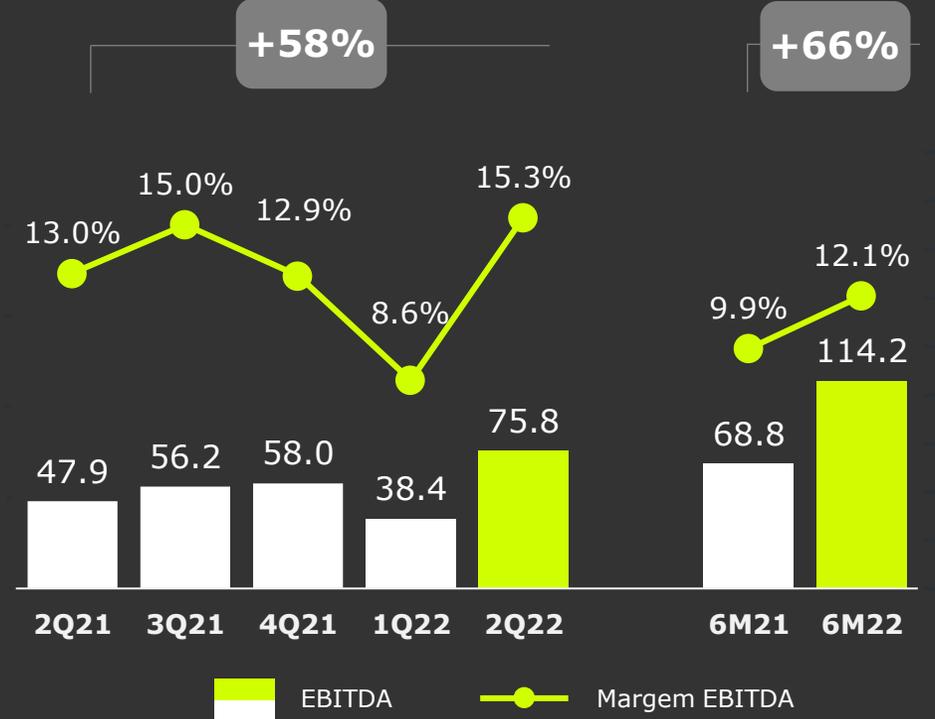
Profitability

Strong EBITDA Margin Expansion

Gross Profit & Margin (R\$ million)



EBITDA & Margin (R\$ million)

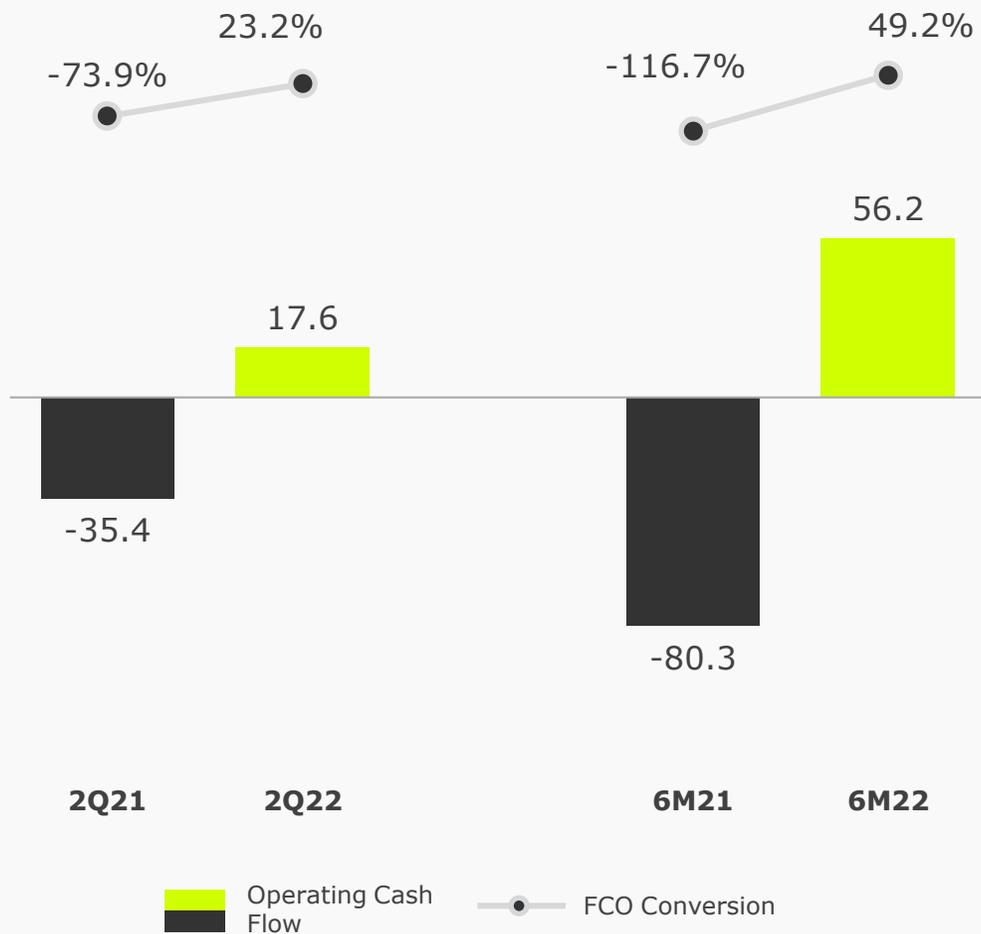


Higher margins as a result of greater dilution of costs in the quarter; EBITDA impacted by positive non-recurring effect in 2Q22¹

(1) Sale of minority interest in Uello Tecnologia S.A., with a non-recurring positive effect of R\$14.1 million in 2Q22

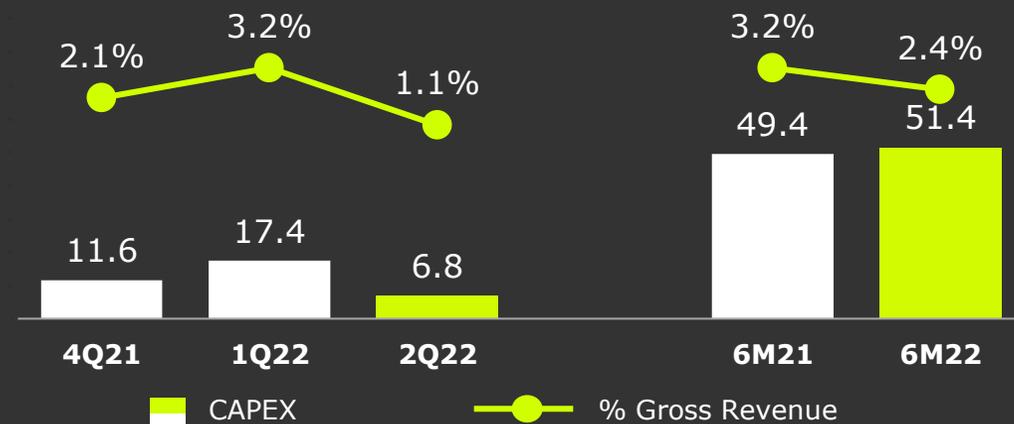
Cash Flow & Indebtedness

Operating Cash Flow

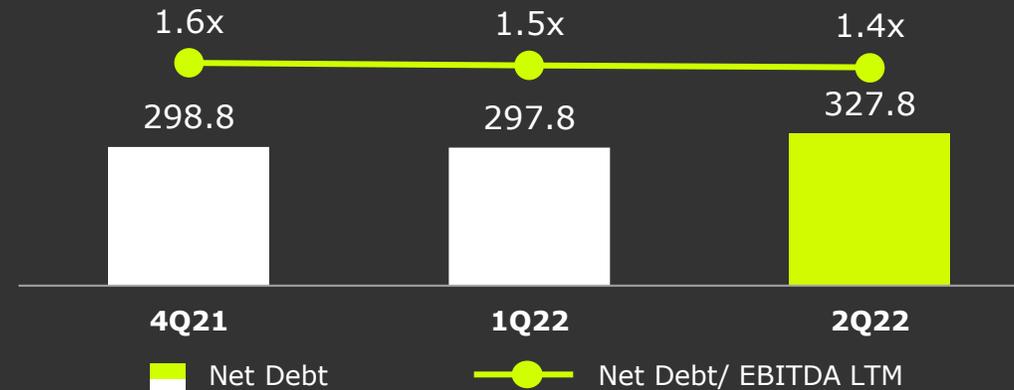


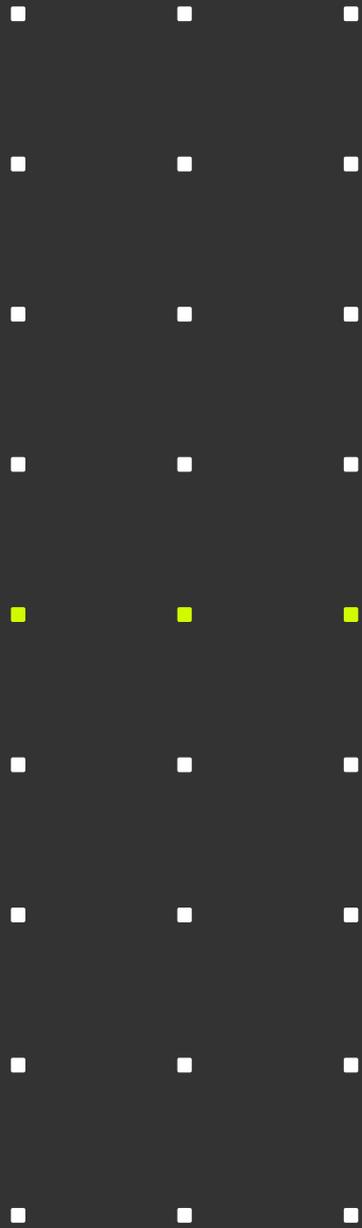
CAPEX and Indebtedness

CAPEX (R\$ million)



Indebtedness (R\$ million)





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THANK YOU

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