



sequoia

Earnings Presentation

1Q22

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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1Q22 Highlights

Armando Marchesan Neto
Founder & CEO

1Q22 Financial and Operating Highlights

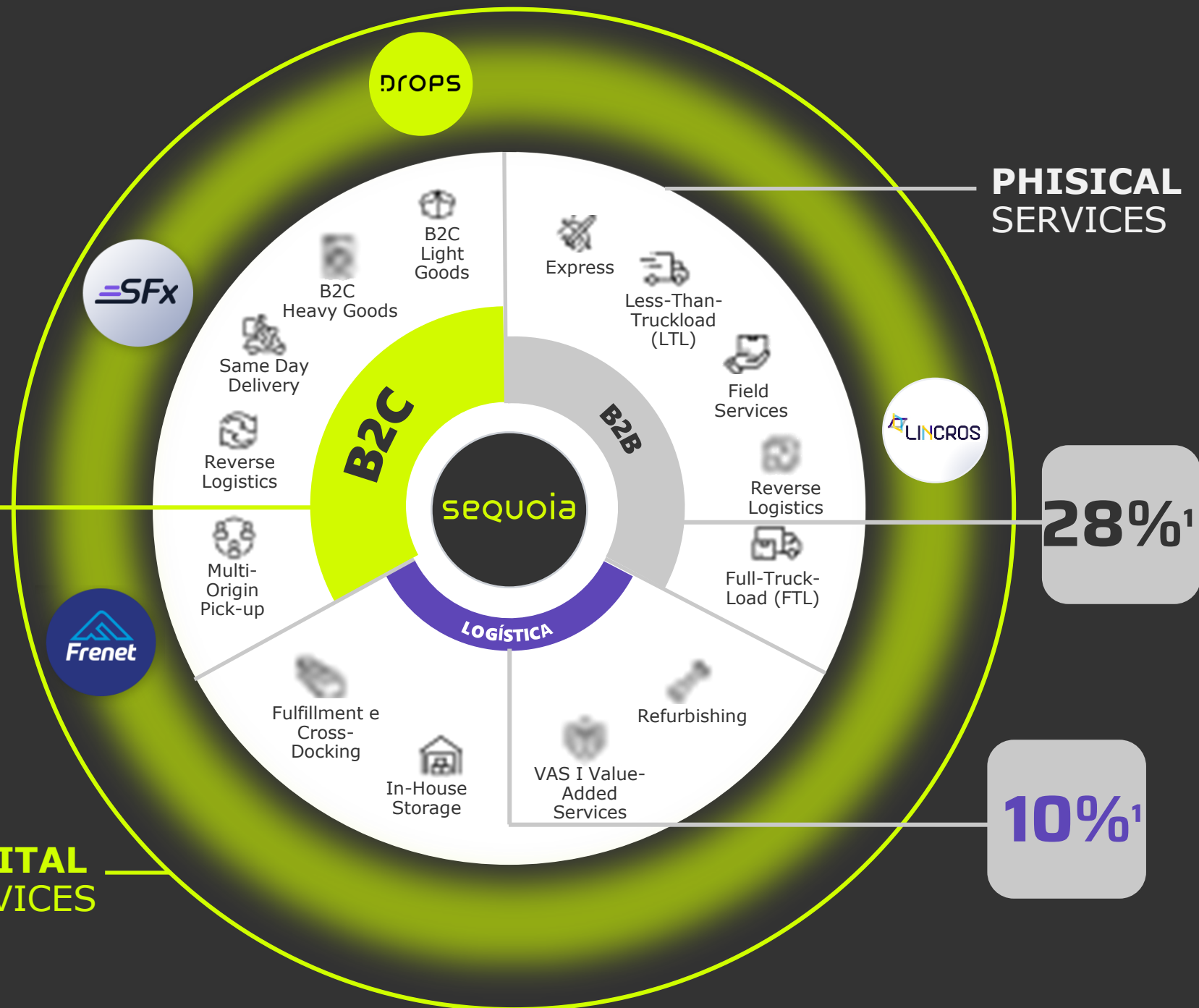
- **TRANSPORTED GMV** of **R\$ 11.3 BILLION, INCREASING 16.6%**
- Number of **ORDERS** totaled **19.6 MILLIONS, INCREASING 81.3%**
 - **B2C REACHES** once more **A HISTORIC MARK** of **18.1 MILLION** orders, an **87.7% INCREASE**
- **GROSS REVENUE** reached **R\$ 538.1 MILLION, GROWING 39.0%**
 - Highlight for the **STRONG B2C GROWTH** which reached **R\$ 360.9 MILLION, AN INCREASE OF 57.0%**
- **EBITDA** amounted for **R\$ 38.4 MILLIONS, GROWING 83.5%. EBITDA MARGIN** reached **8.6% IMPROVING** by **2.2 P.P**
- **ADJUSTED EBITDA** was **R\$ 46.7 MILLION** showing **GROWTH** of **52.4%. ADJUSTED EBITDA MARGIN** was **10.4%, IMPROVING** by **1.0 P.P.**
- **LEVERAGE RATIO REACHED 1.5X** in **1Q22, A HEALTHY LEVEL**, and reflects the **ASSET LIGHT STRATEGY BENEFIT**, with a **37,3% ROIC** in the period, growing **2.9X**
- **2022 GENERAL SHAREHOLDER'S MEETING** elected the maintenance of the **BOARD OF DIRECTORS WITH 6 OUT OF THE 7 MEMBERS INDEPENDENT** and the **INSTALATION OF THE FISCAL COUNCIL** that will take office from May/22

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

62%¹

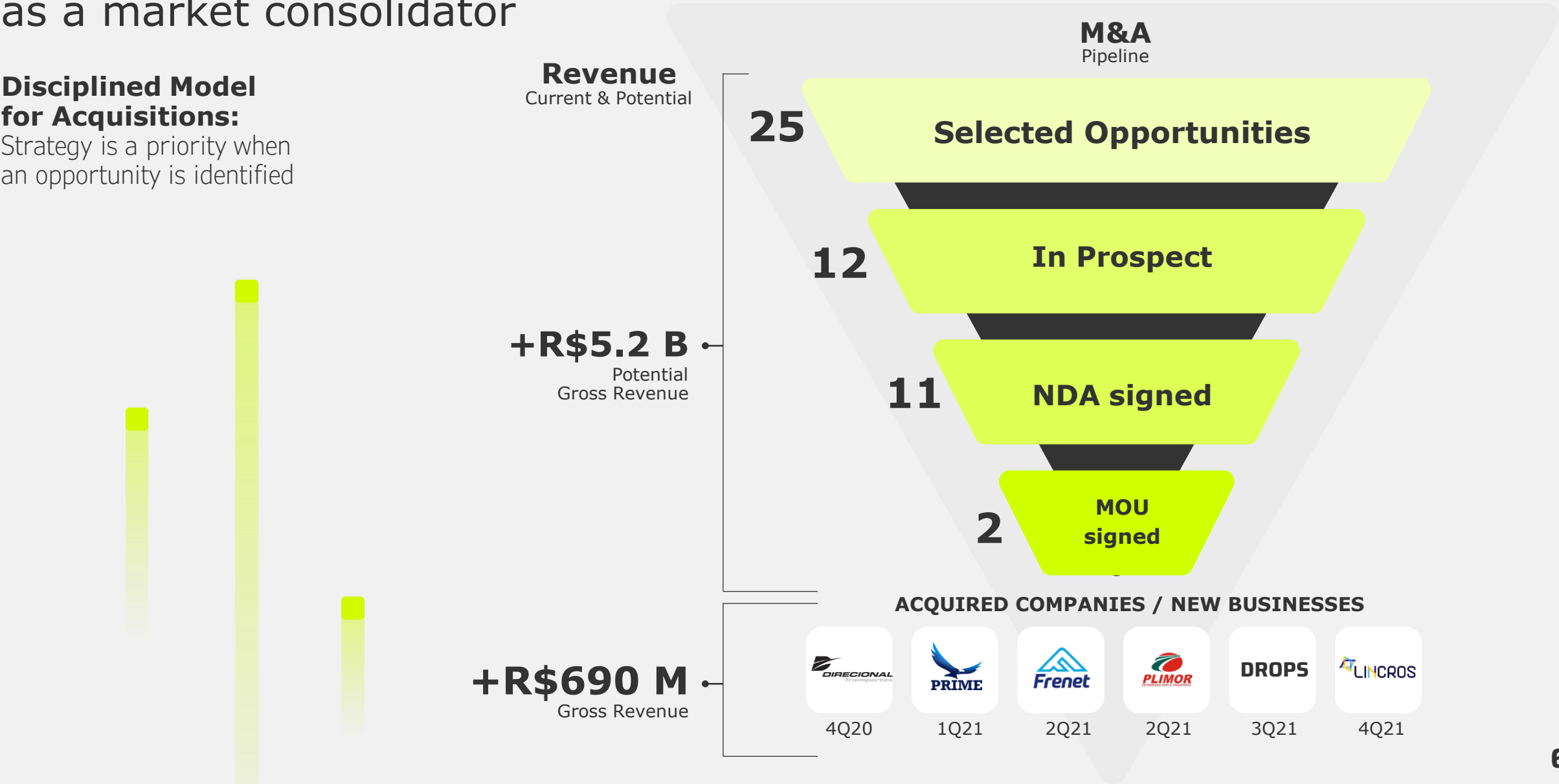
**DIGITAL
SERVICES**



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

Sequoia is strengthening its position as a market consolidator

Disciplined Model for Acquisitions:
Strategy is a priority when an opportunity is identified



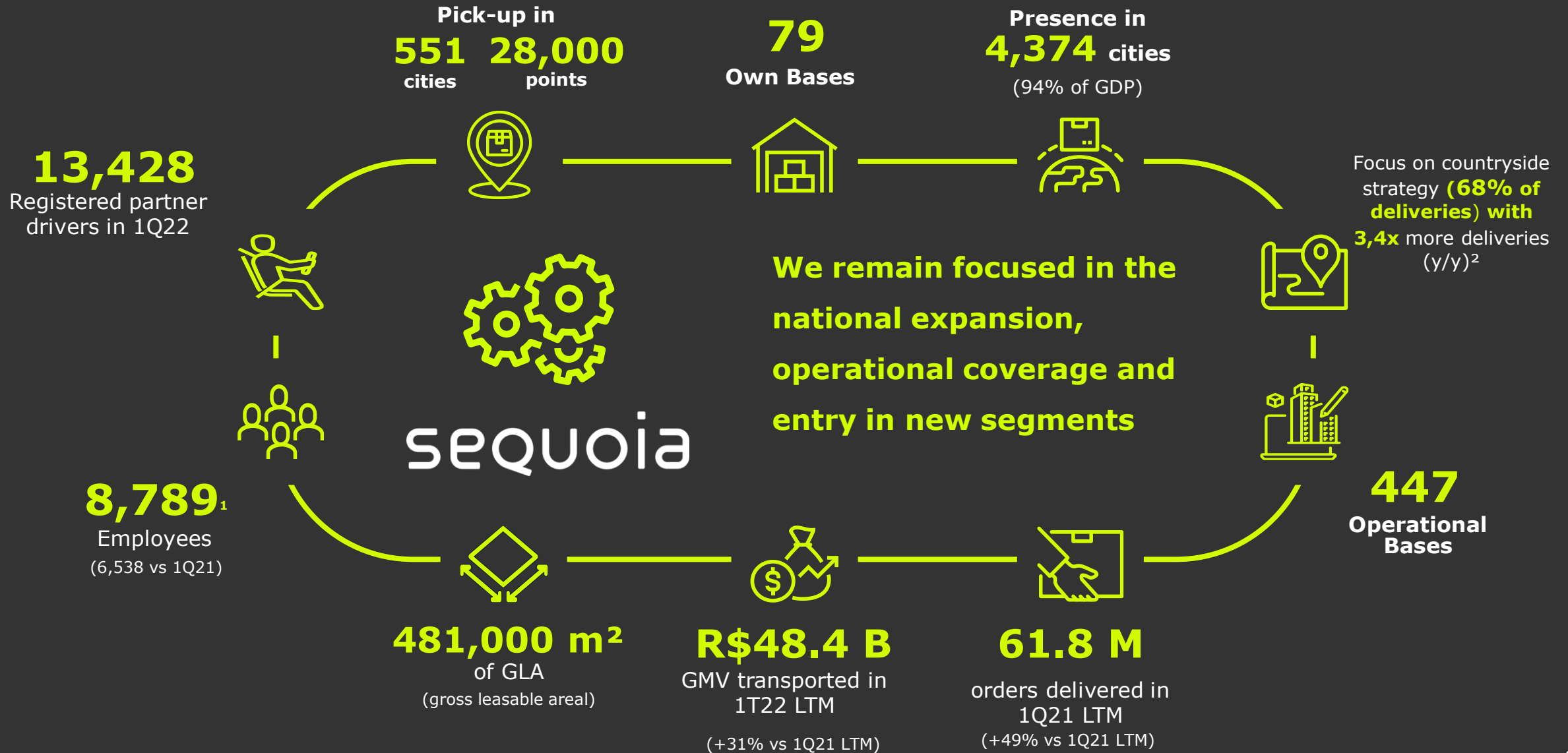


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OPERATING HIGHLIGHTS

Bruno Henrique Souza
COO

Evolving operating ecosystem

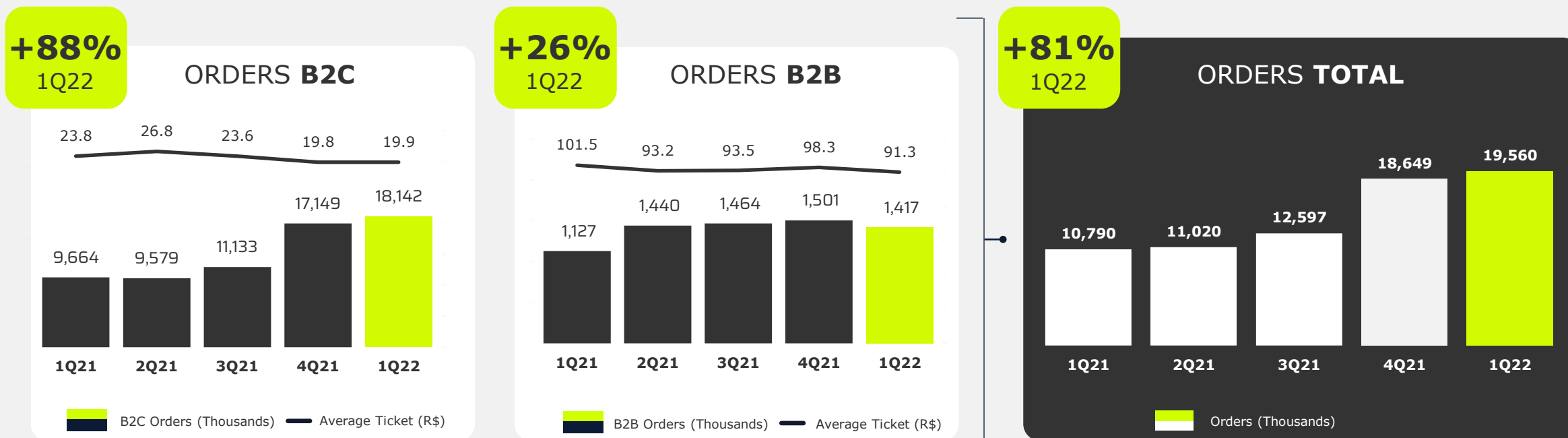


(1) Considers full time employees and third parties' employees.

(2) Considers 1Q22 vs. 1Q21 growth in the countryside in the B2C light goods segment.

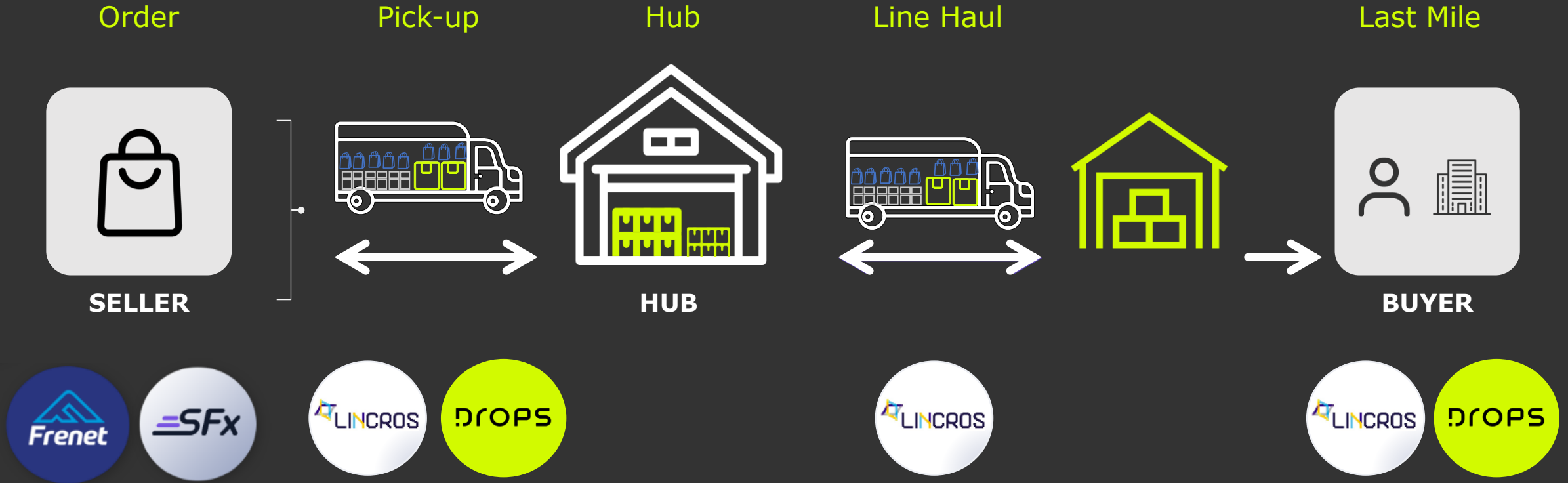
Operating Data

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



Strong acceleration of the B2C segment **compared to 1Q21**, SFX reaches more than **11 million Orders**.

Integrated ecosystem – Digital Solution Synergies



- More than 32,000 Active Sellers
- Multi-origin Pick-up

- Tracking APP, First Mile Routing
- Pick-up Points

- Tower of Control
- Freight Audit

- Last Mile Routing
- Reverse Logistics
- Pick-up for Buyers



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1Q22 RESULTS

Fernando Stucchi
CFO & IRO

1Q22 HIGHLIGHTS

EBITDA

GROSS REVENUE



R\$ **538.1** MM



+39%
YoY

GROSS PROFIT



R\$ **81.5** MM



+42%
YoY

18.1%
Margin

EBITDA



R\$ **38.4** MM



+83%
YoY

8.6%
Margin
+2.2 p.p.
YoY

ADJUSTED EBITDA¹



R\$ **46.7** MM



+52%
YoY

10.4%
Margin

ADJUSTED NET INCOME²



R\$ **(4.6)** MM

ROIC



37.3%

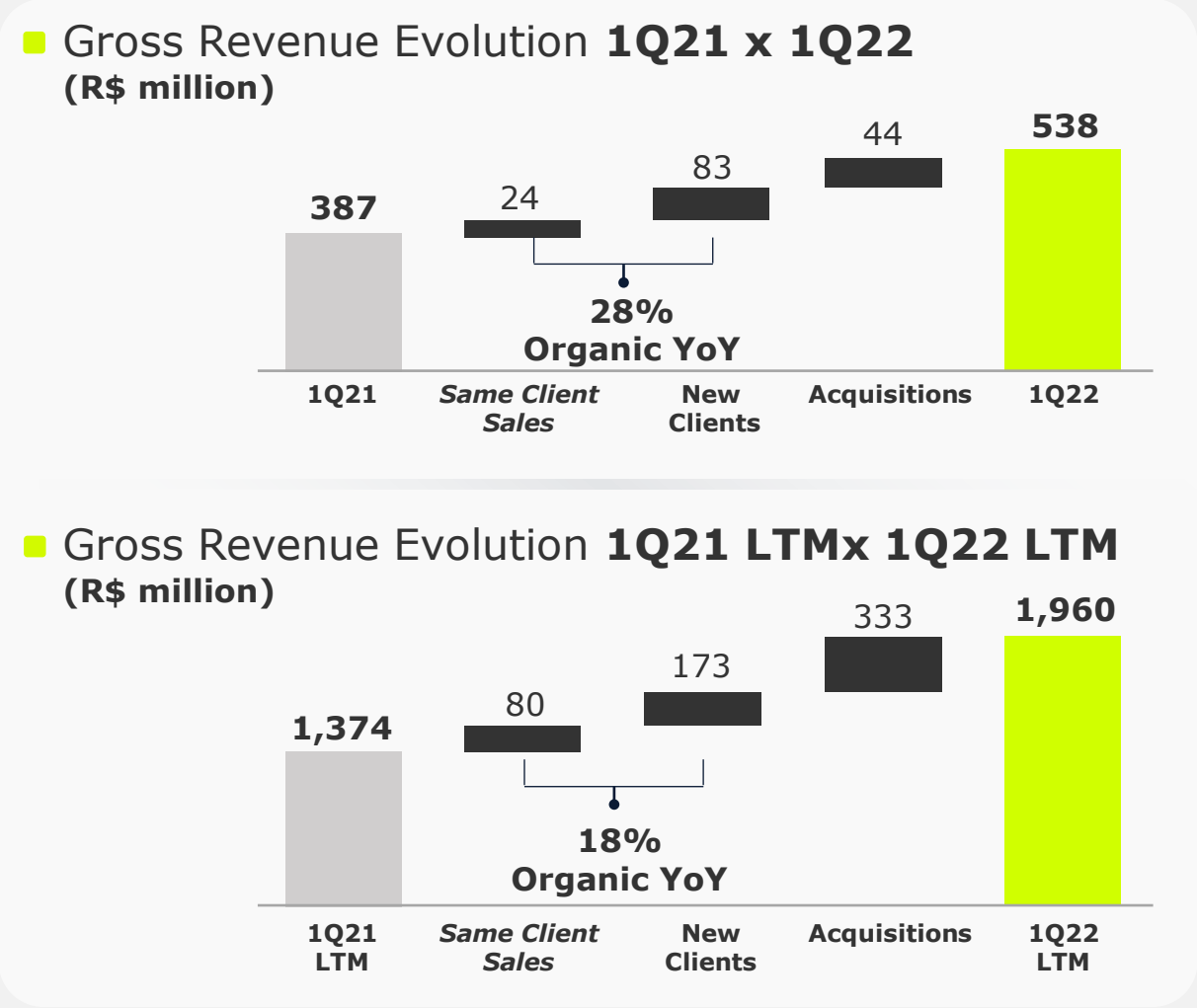
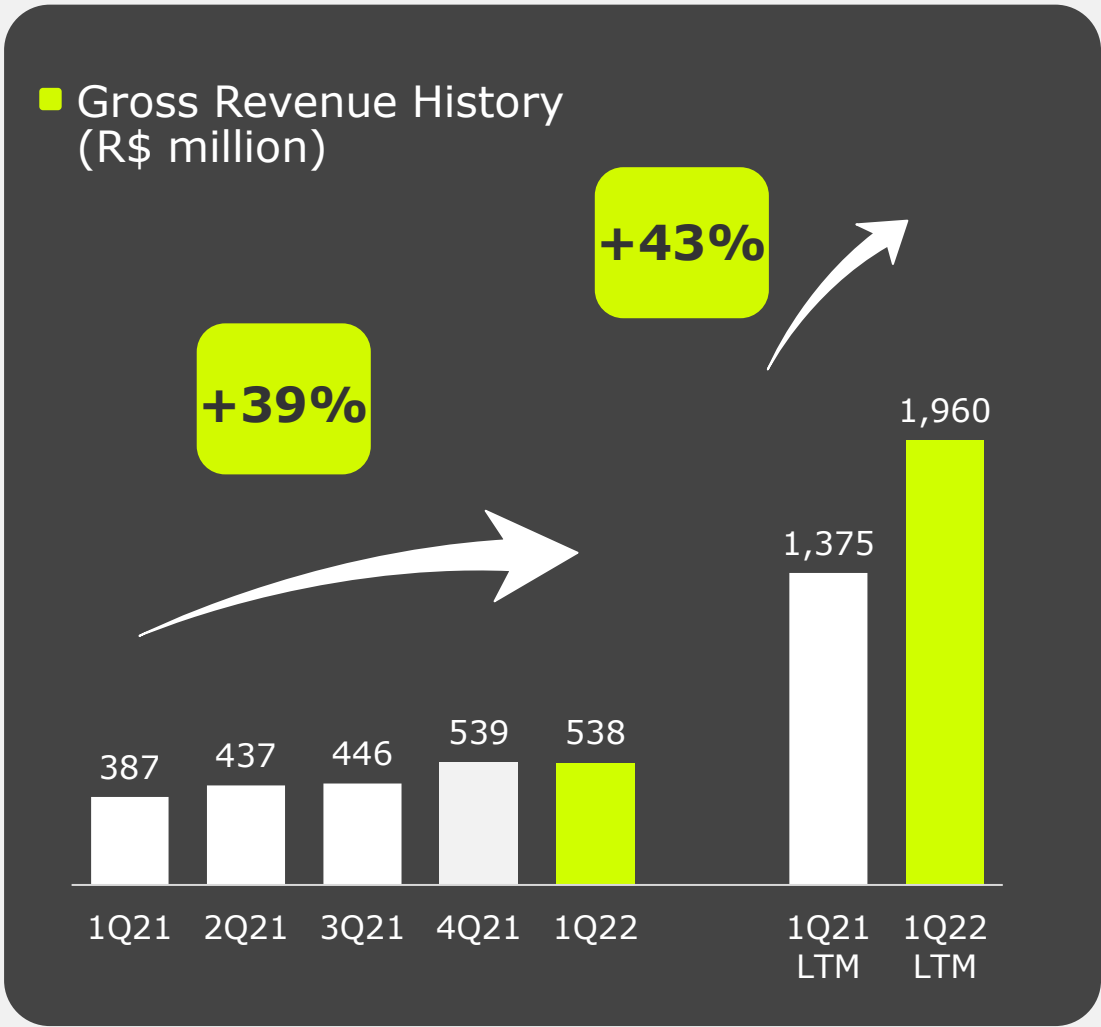


+2.9 p.p.
YoY

(1) Excludes non-recurring expenses with: (i) mergers and acquisitions; and (ii) other income/expenses.

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

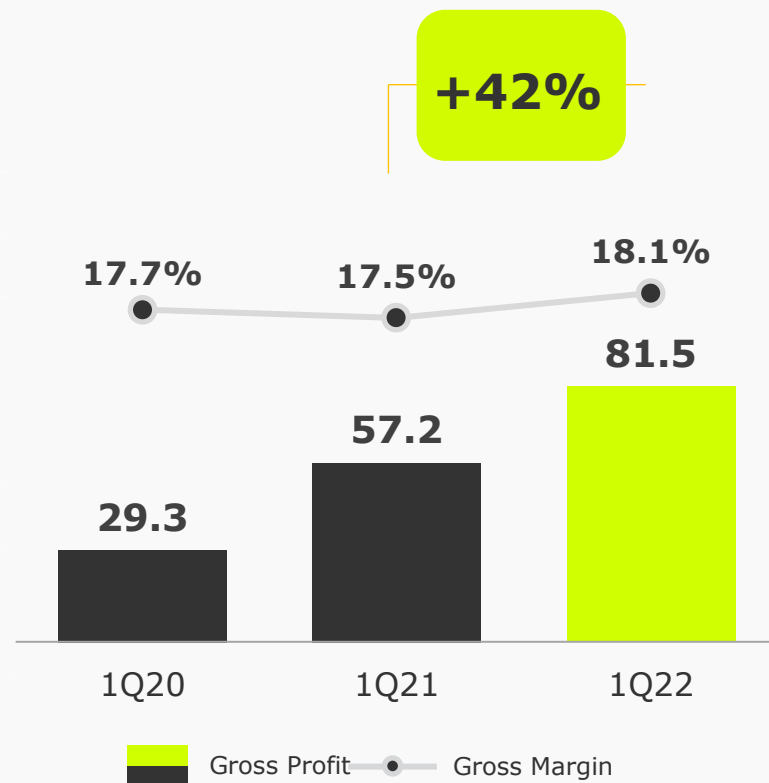
Operating Revenue



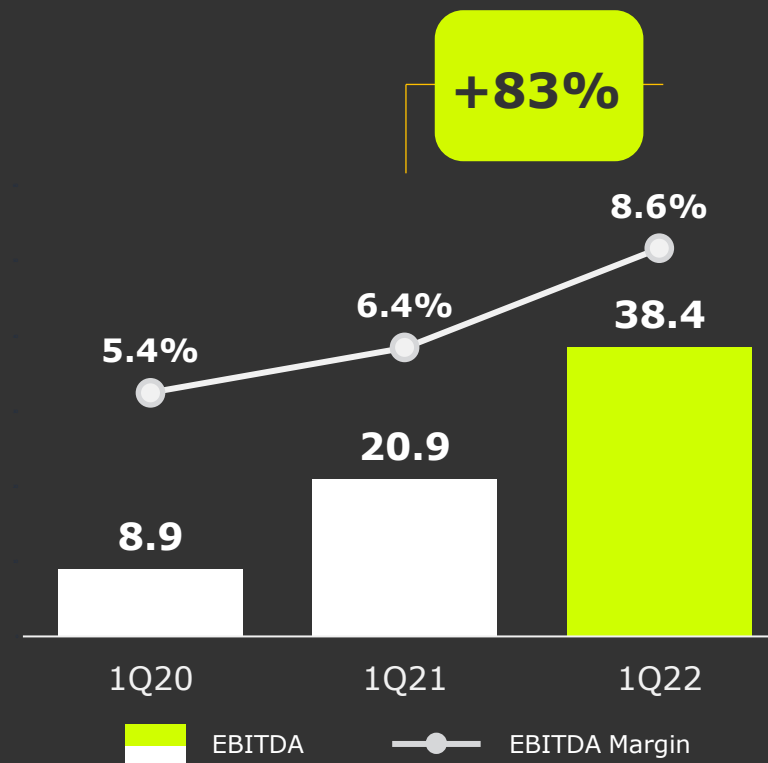
Profitability

Strong EBITDA Margin Expansion

Gross Profit (R\$ million)



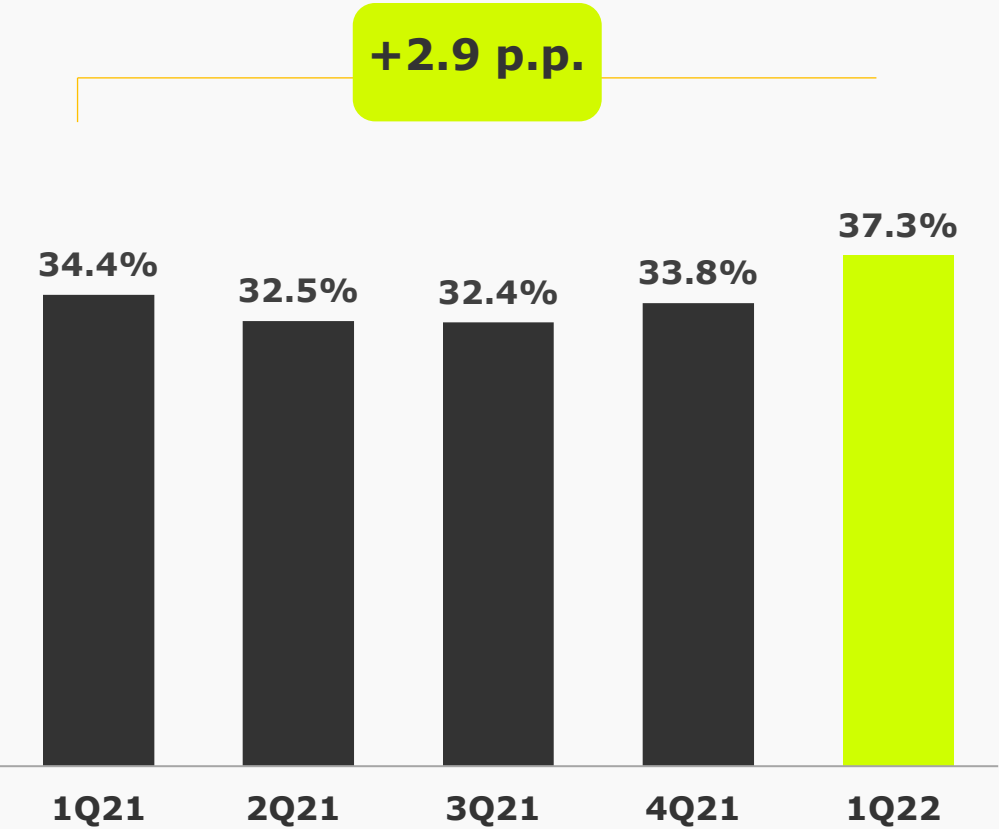
EBITDA (R\$ million)



Seasonality between quarters, **B2B and Logistics** with **lower activity** in 1Q

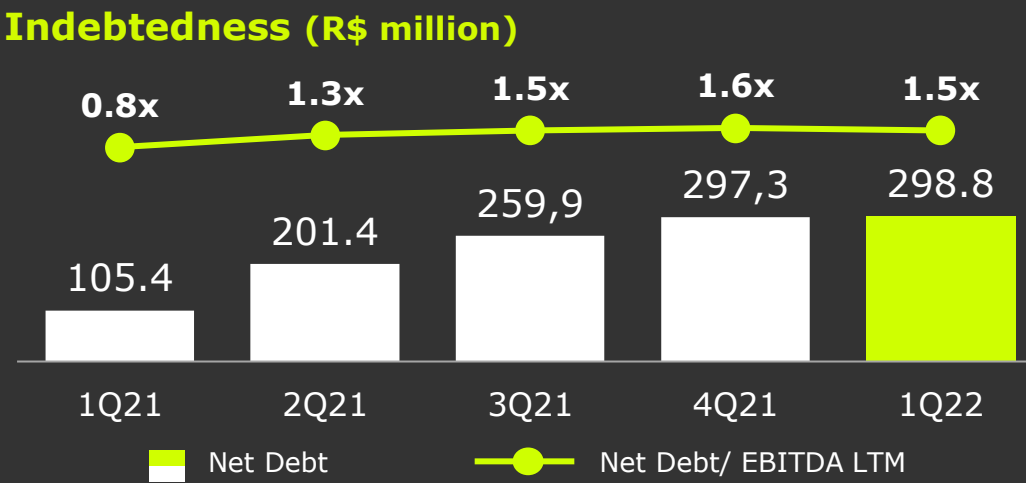
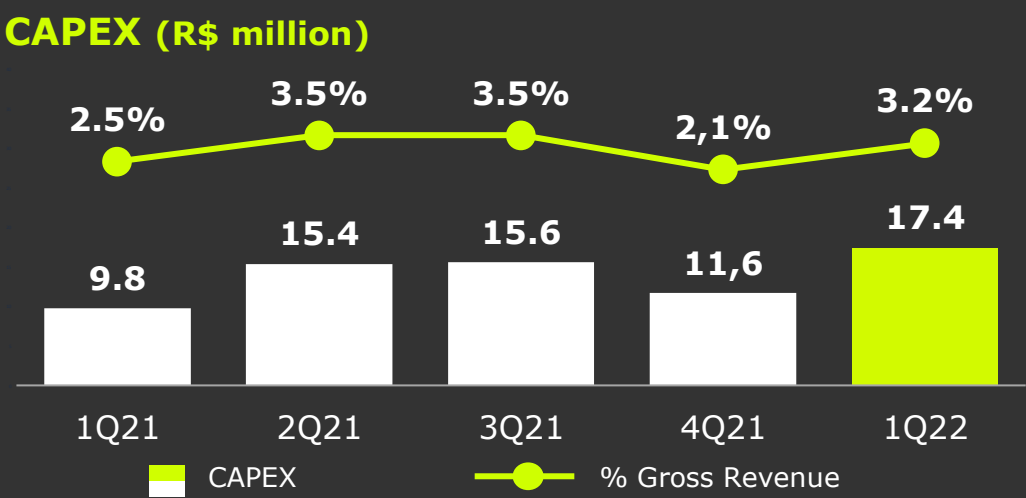
CAPEX and Indebtedness

■ ROIC LTM¹



Generation of R\$20M in operating cash in line with the effect of seasonality between periods

■ CAPEX and Indebtedness



(1) Considers the sum of Adjusted EBITDA for non-recurring LTM and average between initial and final periods to calculate Invested Capital



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HR & ESG

Diná Ribeiro Carvalho
HR & Sustainability Officer

ESG Agenda | Priorities

Sequoia is at the forefront of ESG in the logistics industry



EMISSION +
WASTE

**PURSUING
CARBON
NEUTRALITY**



MOBILITY

**IMPROVE
SUSTAINABLE
URBAN MOBILITY
IN PRIORITY
CITIES**



COMMUNITY

**INCREASE HUMAN
DEVELOPMENT IN
THE SEQUOIA'S
ECOSYSTEM**



PARTNER
DRIVERS

**ENSURE SAFETY,
DEVELOPMENT
AND FAIR WORK
TO DRIVERS**

2030 AMBITION

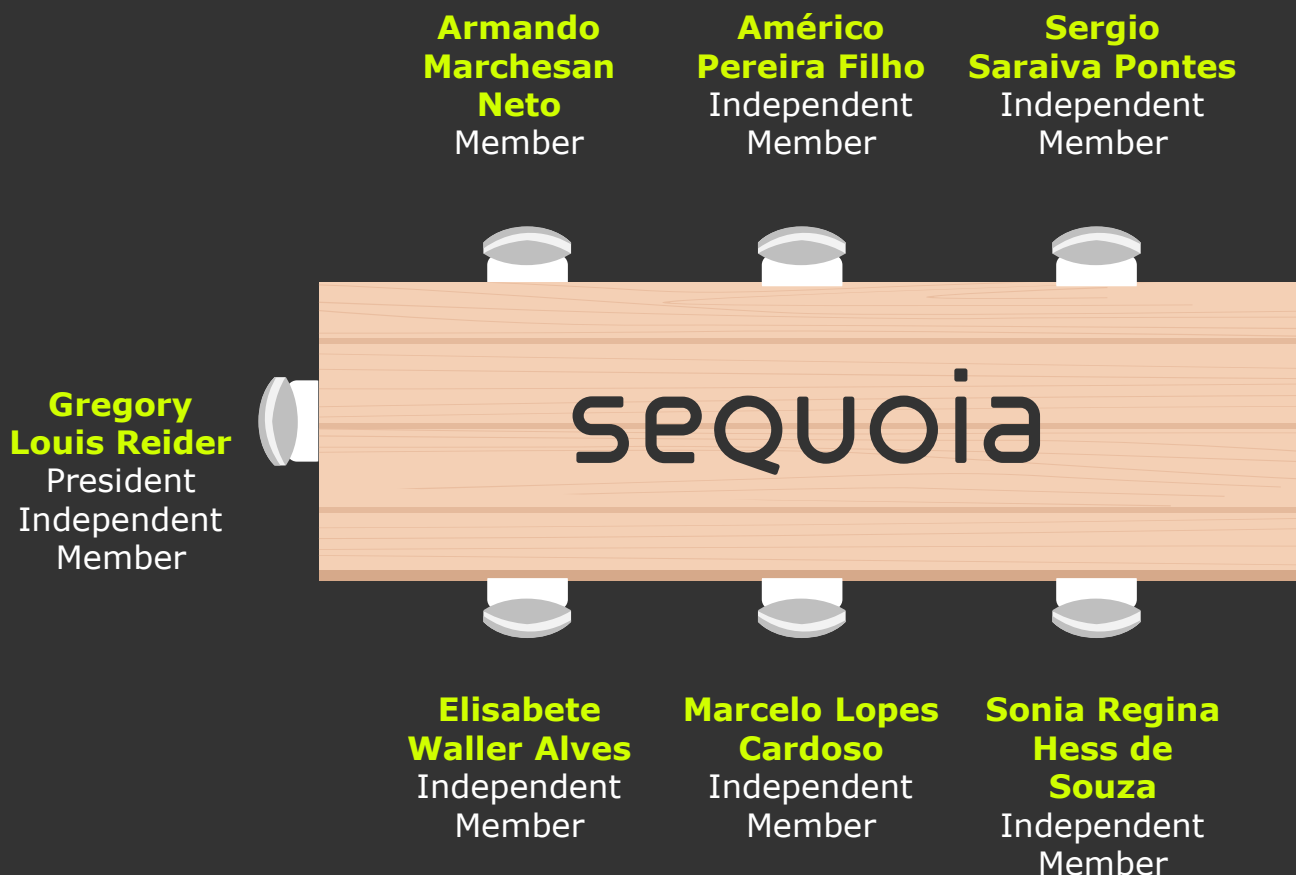
Electric fleet implementation



- First stage of the Company's commitment to neutralize carbon emissions
- Pilot project with electric vehicle
- Expected start of the operational phase in the coming months, in the city of São Paulo

Senior and experienced board of directors

Best-in-class corporate governance
6 out of 7 board members are independent



**Senior team with reliable
experience in different sectors**

Business



HR and ESG

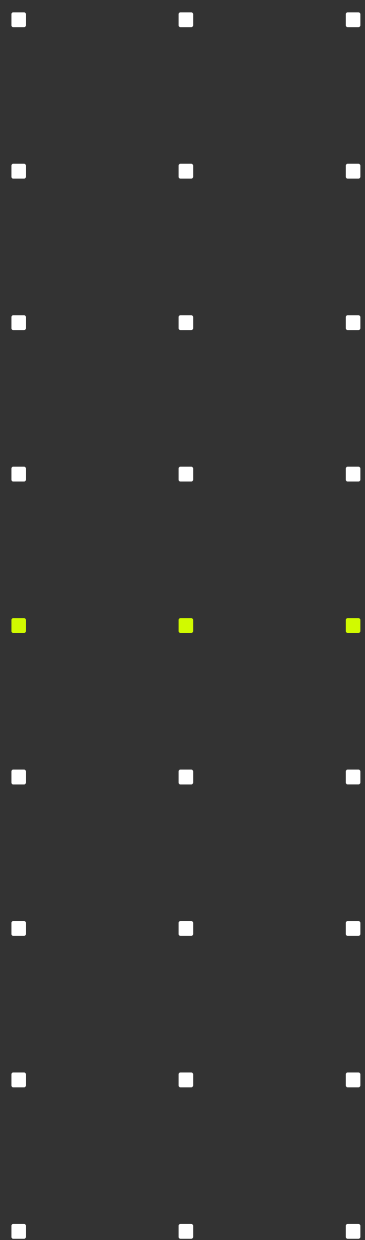


Tech



Financial & Strategy





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THANK YOU

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