



sequoia

Earnings Presentation

3Q22

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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3Q22 Highlights

Armando Marchesan Neto
Founder & CEO

3Q22 Financial and Operating Highlights

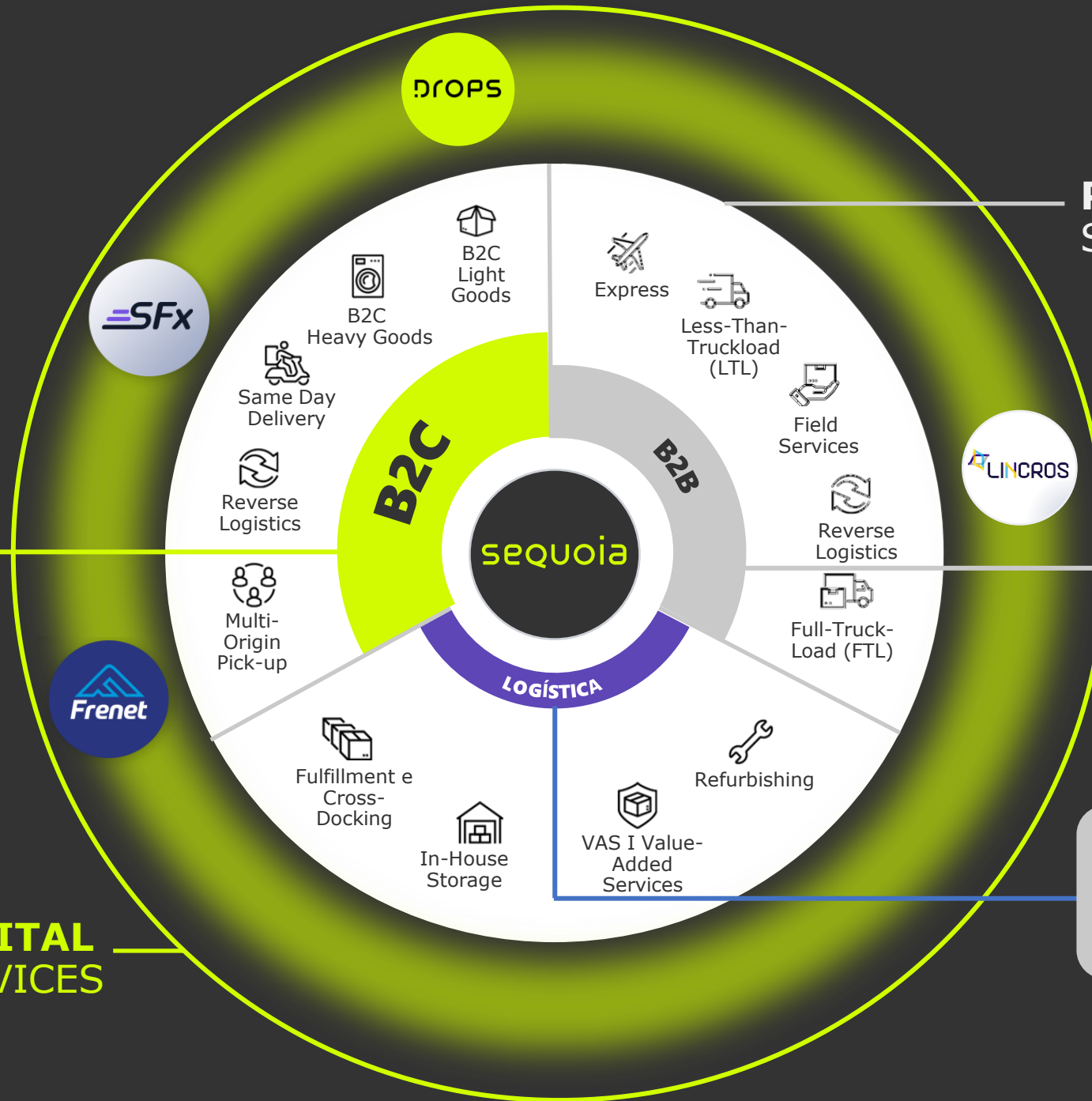
- Number of **ORDERS** totaled **20.8 MILLIONS, INCREASING 65.1%**
 - **B2C REACHES 19.2 MILLION ORDERS, 72.0% INCREASE**
- **GROSS REVENUE** reached **R\$ 538.2 MILLION, GROWING ORGANICALLY 20.7%**
 - Highlight for the **B2C GROWTH** which reached **R\$ 343.6 MILLION, ORGANIC INCREASE** of **30.7%**
 - Result supported by the **STRONG PERFORMANCE** of the category of light goods (up to 3Kg) and **LOWER GROWTH** of **HEAVY GOODS ITEMS** with **HIGHER ADDED VALUE**
- **TRANSPORTED GMV** of **R\$ 10.5 BILLION, DECREASING 17.9%** due to **LOWER DEMAND** for **HIGHER ADDED VALUE PRODUCTS**
- **EBITDA** amounted for **R\$ 67.4 MILLION, GROWING 19.8%**. **EBITDA MARGIN** reached **14.9%** in line with previous year
- **LEVERAGE RATIO REDUCES AND REACHES 1.7X** in **3Q22, A HEALTHY LEVEL**, and reflects the **ASSET LIGHT STRATEGY BENEFIT**, with a **44.3% ROIC**

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

66%¹

DIGITAL SERVICES



PHYSICAL SERVICES

26%¹

8%¹

Note: (1) 3Q22 LTM Gross Revenue
(2) Phygital = Physical + Digital



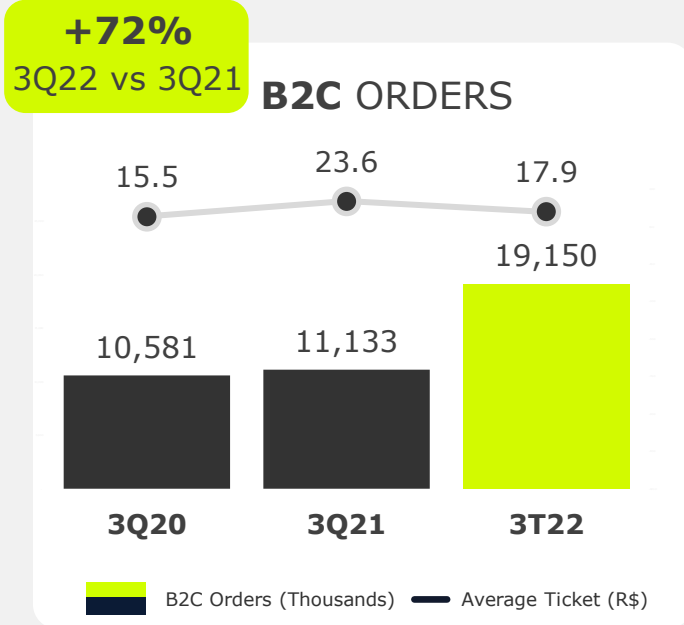
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OPERATING HIGHLIGHTS

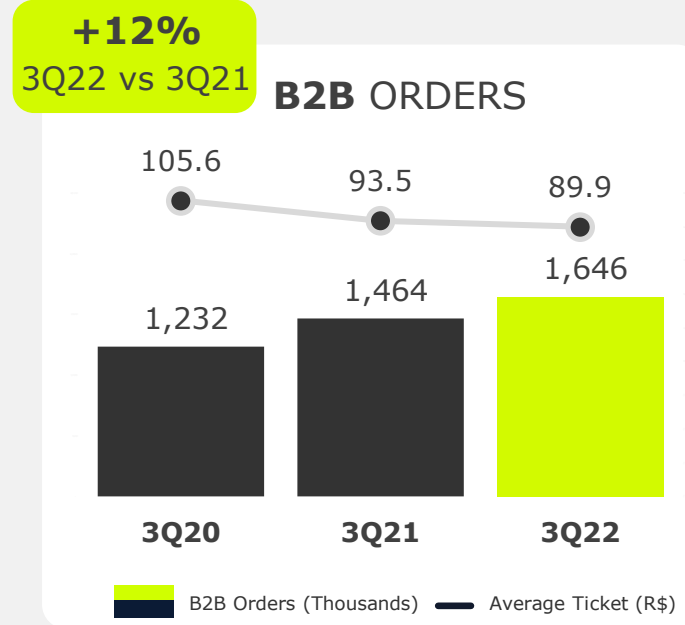
Bruno Henrique Souza
COO

Operating Data

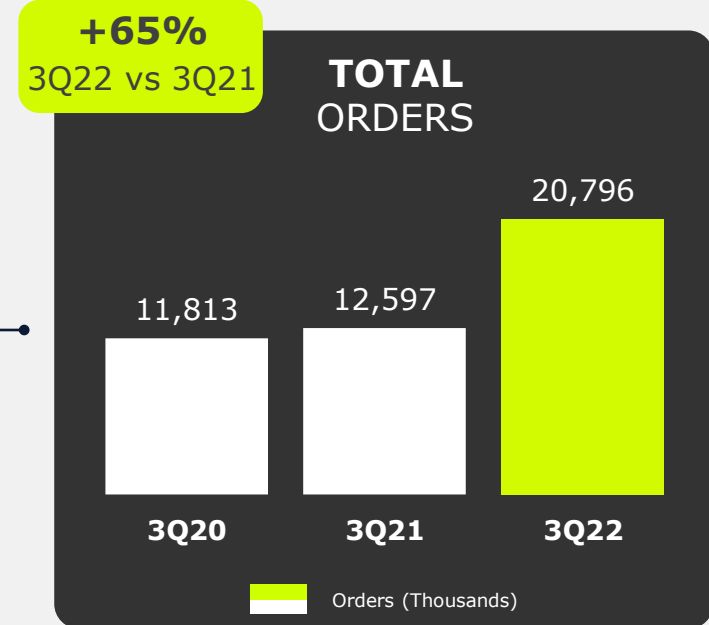
Strong annual growth and maintenance of the historic level achieved in the previous quarter



- Orders keep high volume.
- Lower average ticket due to strong growth in Light goods vs. low growth of Heavy goods



- Orders with annual and quarterly growth.
- Decrease in the average ticket due to reduction in GMV transported (lower demand for high added value products)



Operating Ecosystem Highlights

Complete Solution

Serving all Market Complexities

First Mile

400k packages daily
22,000 SMB (3PL)
644 Cities

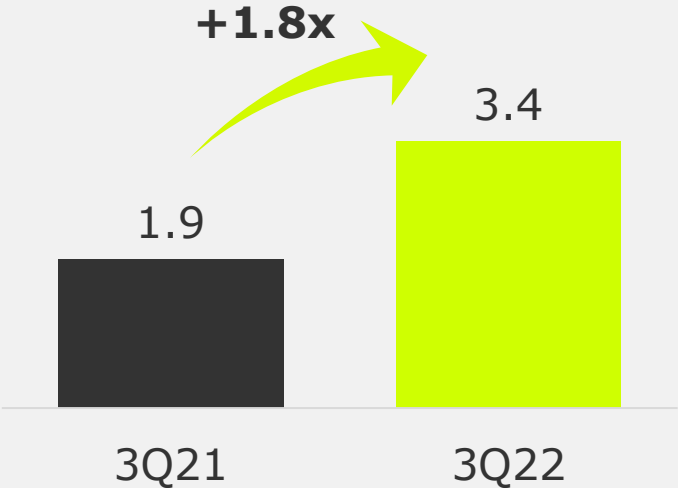
Sorting

300k packages daily
17 Distribution Centers
463 Hubs

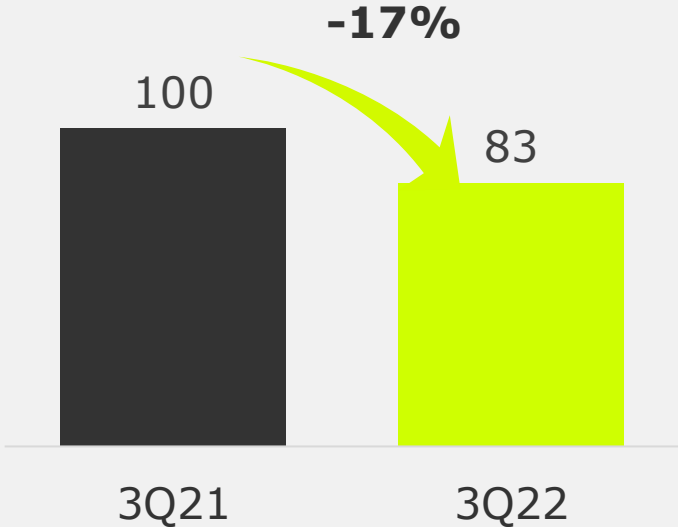
Last Mile

300k packages daily
4,260 Cities
94% GDP Coverage

Orders by Headcount¹ (,000)



Freight cost /order² (Base 100)



(1) Considers operational headcount of 5,189 employees. (2) Evolution of the average unit cost of the B2C segment. Considers light B2C shipping cost and order volume.



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3Q22 RESULTS

Fernando Stucchi
CFO & IRO

3Q22 HIGHLIGHTS

EBITDA

GROSS
REVENUE



R\$ **538.2** MM



+21%
YoY

GROSS
PROFIT



R\$ **85.6** MM



+20%
YoY

18.9%
Margin
-20 bps
YoY

EBITDA



R\$ **67.4** MM



+20%
YoY

14.9%
Margin
-10 bps
YoY

ADJUSTED
EBITDA¹



R\$ **67.7** MM



+17%
YoY

15.0%
Margin

ADJUSTED
NET INCOME²



R\$ **8.6** MM

ROIC

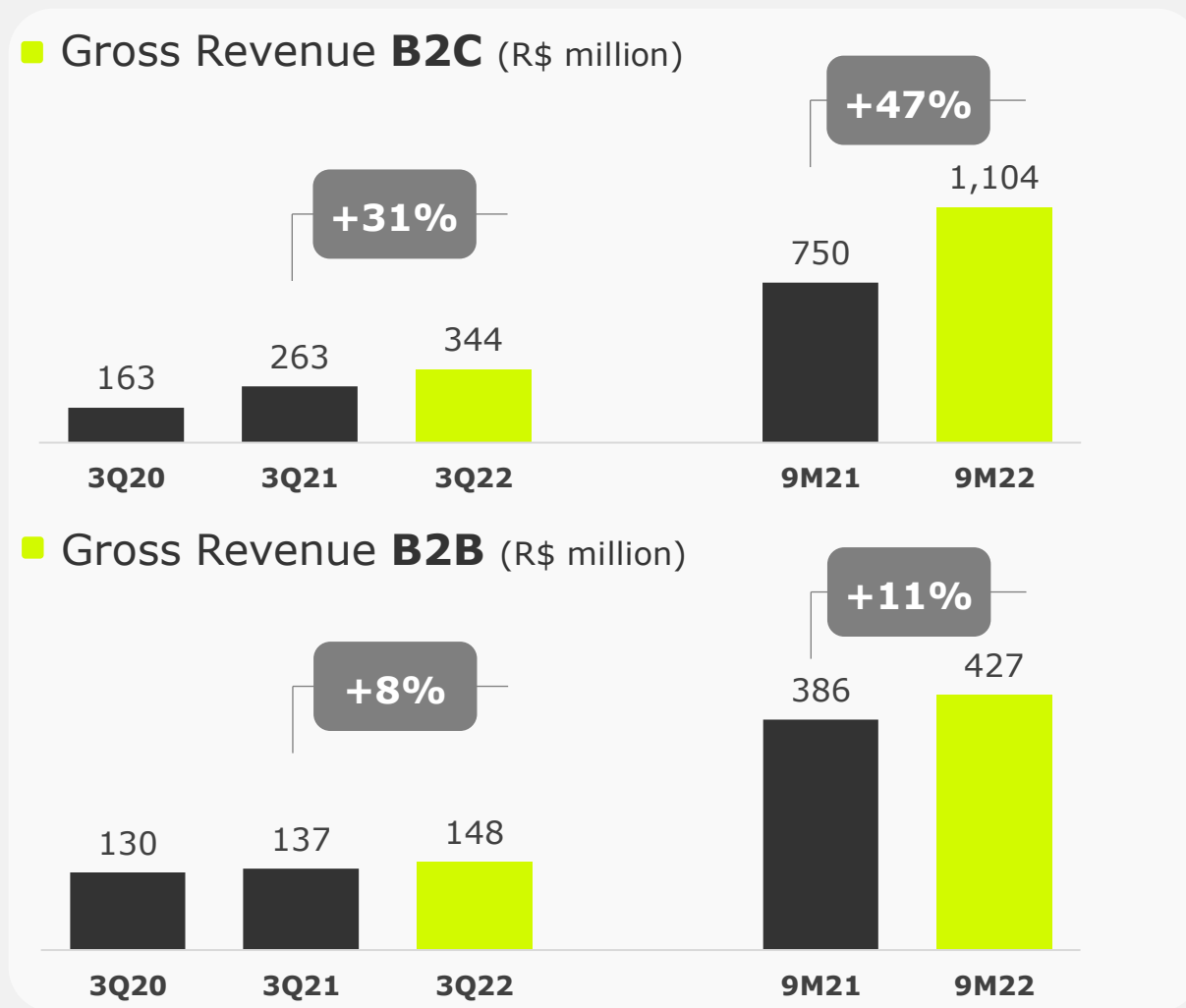
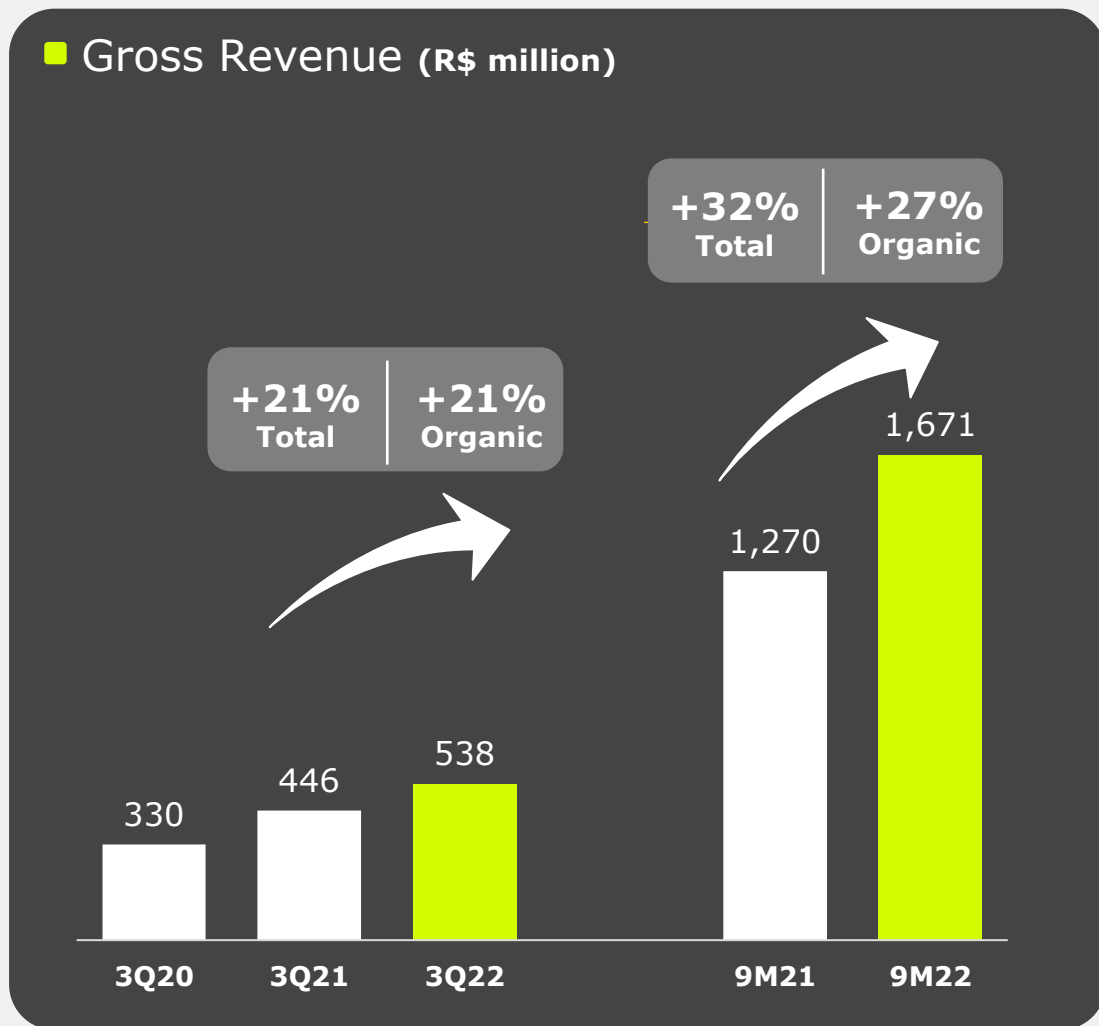


44.3%

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

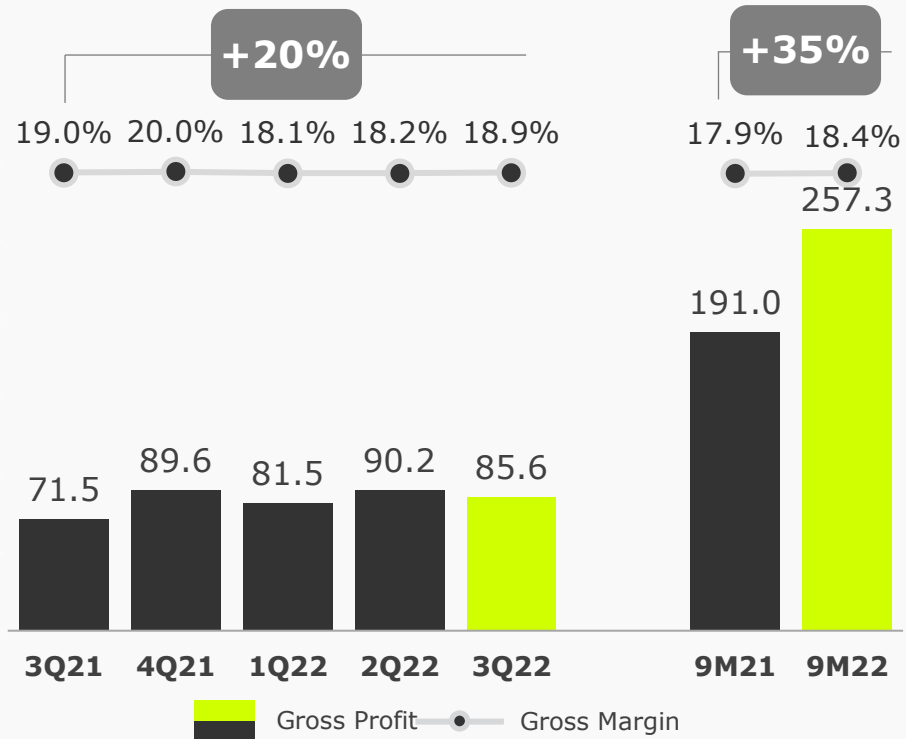
(2) Excludes goodwill amortization and non-recurring income/expenses.

Operating Revenue

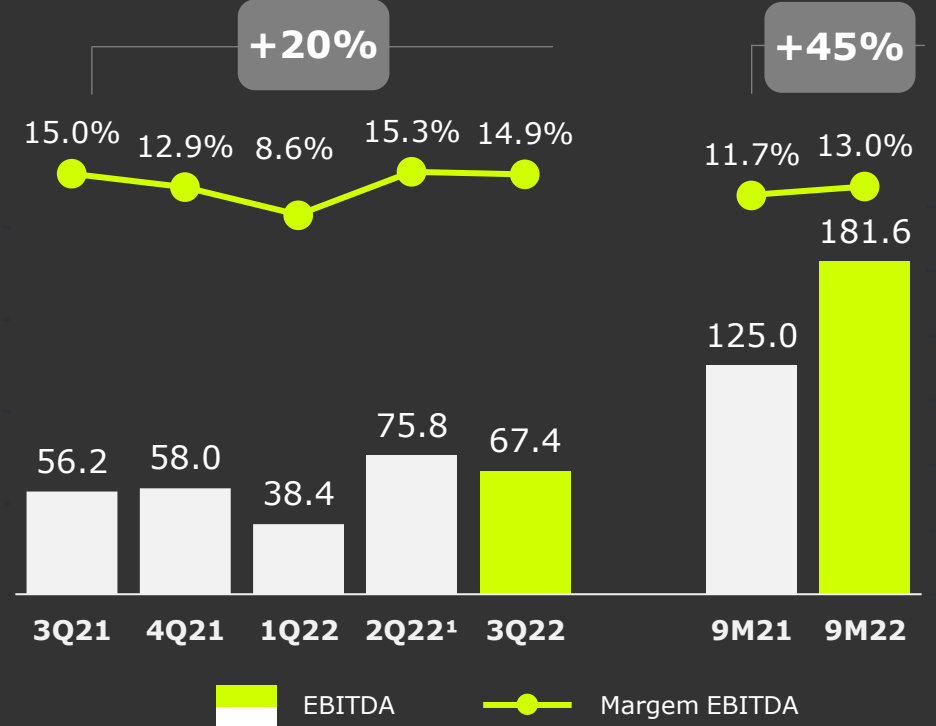


Profitability

Gross Profit & Margin (R\$ million)

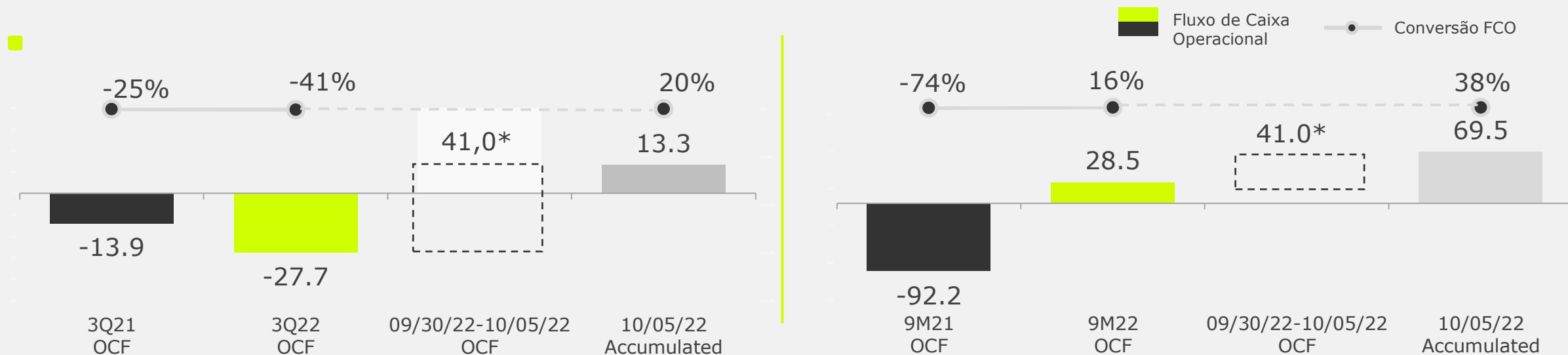


EBITDA & Margin (R\$ million)



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

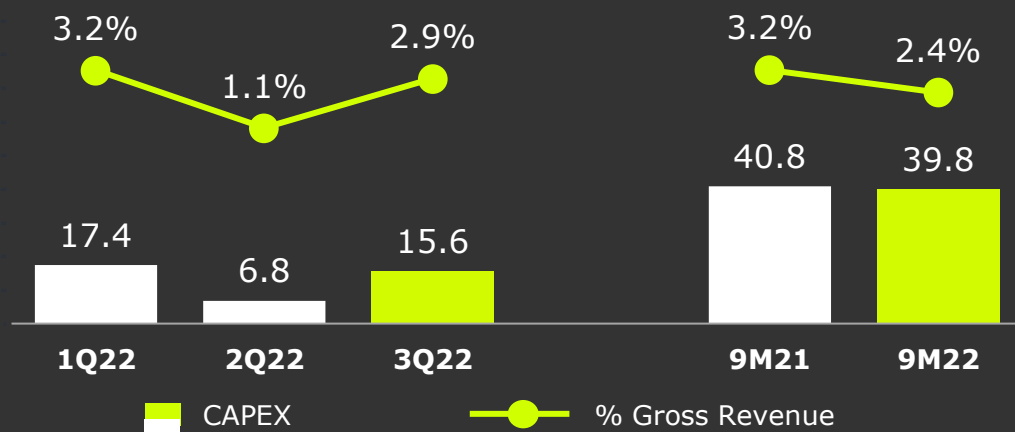
Cash Flow & Indebtedness



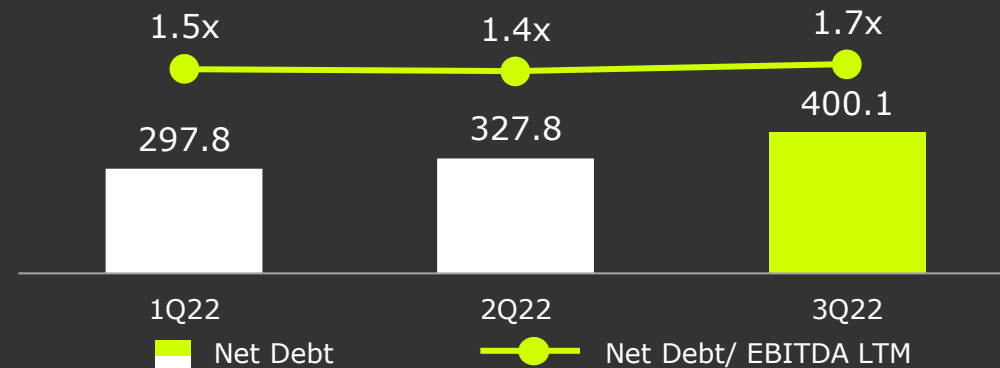
* Operating Cash Flow from 09/30/22 e 10/05/22, major impact in Accounts Receivables. Cash inflow forecasted to Sept/22 although collected in Oct/22.

CAPEX and Indebtedness

CAPEX (R\$ million)



Indebtedness (R\$ million)





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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

ESG Agenda | Commitments

Sequoia is at the forefront of ESG in the logistics industry



EMISSION +
WASTE



MOBILITY



COMMUNITY



PARTNER
DRIVERS

Main Public Commitments until 2025

Emission reduction with targets adhering to the Paris Agreement

- By 2022, adhesion to the CDP and alignment with the Science Based Targets initiative (SBTi)
- By 2024, establish a Climate Resilience Plan
- By 2025, offer low emission or offset in 100% of deliveries
- By 2025, zero landfill in our own operations

Engage in local forums and offer alternative, less polluting modes

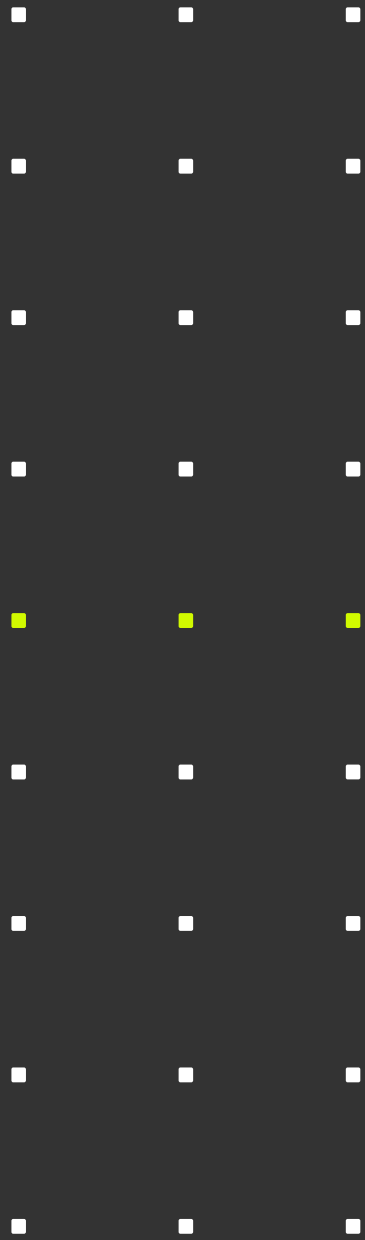
- By 2025, 15% of our own fleet with clean energy
- By 2025, 40% coverage of Drops (PUDOs) in denser urban areas

Create impact assessment bases on the Sequoia ecosystem with a focus on employees, sellers and partners

- By 2023, modeling the Human Development Index (HDI) for employees and surrounding communities
- By 2024, expand Sequoia Seeds Internship Program
- By 2025, train 25% of small sellers and partners on management and sustainability topics

Establish a single safety standard and model to assess working conditions

- By 2023, modeling the Human Development Index (HDI) of drivers and couriers
- By 2024, establish a Positive Social Impact Program
- By 2025, establish a single last mile road safety standard



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THANK YOU

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