

RESULTS
PRESENTATION



3Q. 22



MESSAGE FROM MANAGEMENT





We had a quarter marked by improvements in profitability indicators, cost control and expense reduction, maintaining the accelerated pace of growth.

- Growth of **40% y/y in total GMV**, **60% y/y in Fashion category** and 58% y/y in Gross Billings.
- Growth of **42% y/y in Net Revenue** and **86% y/y in Gross Profit**.
- **241 thousand new buyers** and 149 thousand new sellers.
- **Gross margin grew 850 bps** y/y, reaching 35,9% in 3Q22.
- **1,77 million** products were **traded** in the quarter.
- **Gross Profit/Item** covered **98,8%** of operating expenses.
- **Adjusted EBITDA grew by 44% y/y** and 39% q/q.
- Cash burn improved significantly and we ended the quarter with a **strong liquidity position of R\$351 million**.





3T22 HIGHLIGHTS

STRATEGIC GUIDELINES

1. Biggest secondhand fashion community in Brazil:

We reached 2nd place in number of accesses in fashion and accessories category, with 11% Share of Traffic.

2. Conect people, products and brands:

Our investments in the platform (search, discovery and engagement) have increased community efficiency. The number of products traded grew +36% y/y against +8% y/y published products.

3. Promote trust, transparency and security:

New purchase evaluation system, in rollout: the seller will be evaluated by the buyer. 9 out of 10 transactions evaluated received the maximum score (5 stars).

4. Experience: operational quality and convenience:

The reputation and defect rate indicators have been continuously improving. We reached a score of 8.0 in september/22. Enjoei Pro released strong growth of 123% y/y . Expanding drop-off points.

5. Profitability:

Strong cost control and expense dilution. We launched tools for better control of commercial subsidies, and we continue to control costs of receivables prepayment.

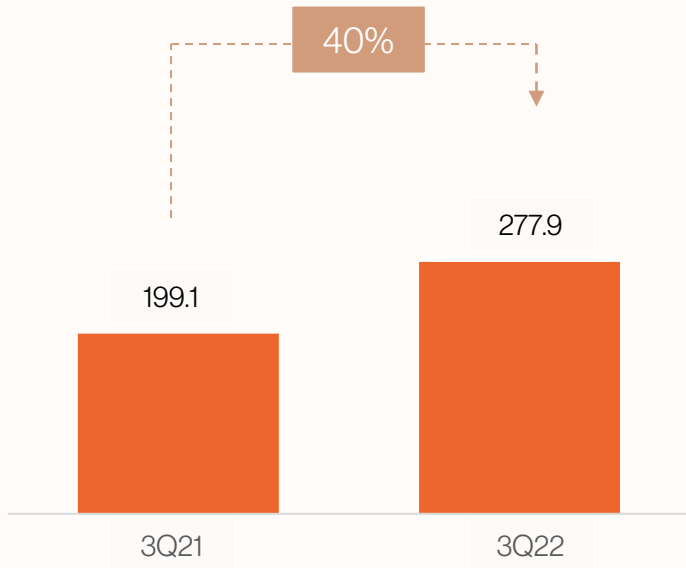




GMV & GROSS BILLINGS

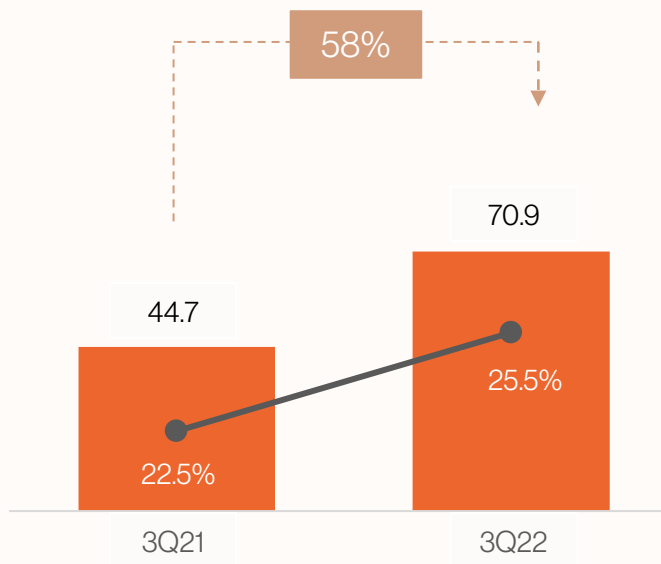
TOTAL GMV

In R\$ million



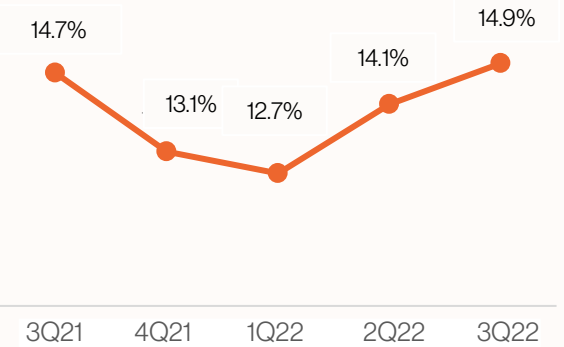
GROSS BILLINGS & TAKE RATE

In R\$ million



●—● Take Rate (Gross Billings/GMV)

NET TAKE RATE (Gross Revenue/GMV)

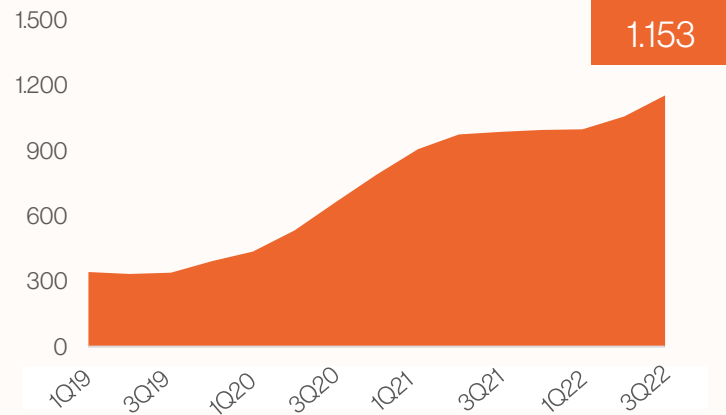




BUYERS

ACTIVE BUYERS

In thousand



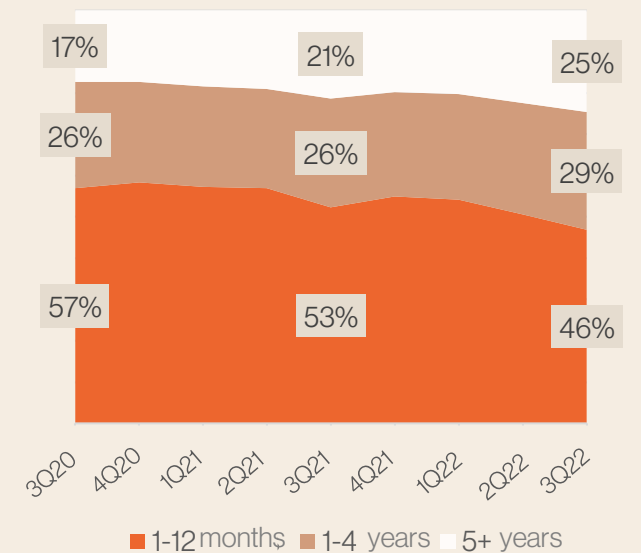
241 thousand new buyers in 3Q22

BUYER RECURRENCE

GMV COHORTS

period	3 months	6 months	9 months	12 months	15 months	18 months
2020 Q3	146%	176%	206%	234%	262%	288%
2020 Q4	141%	170%	195%	221%	245%	271%
2021 Q1	146%	174%	200%	226%	254%	279%
2021 Q2	138%	163%	187%	213%	237%	
2021 Q3	142%	170%	198%	225%		
2021 Q4	135%	161%	184%			
2022 Q1	138%	161%				
2022 Q2	141%					

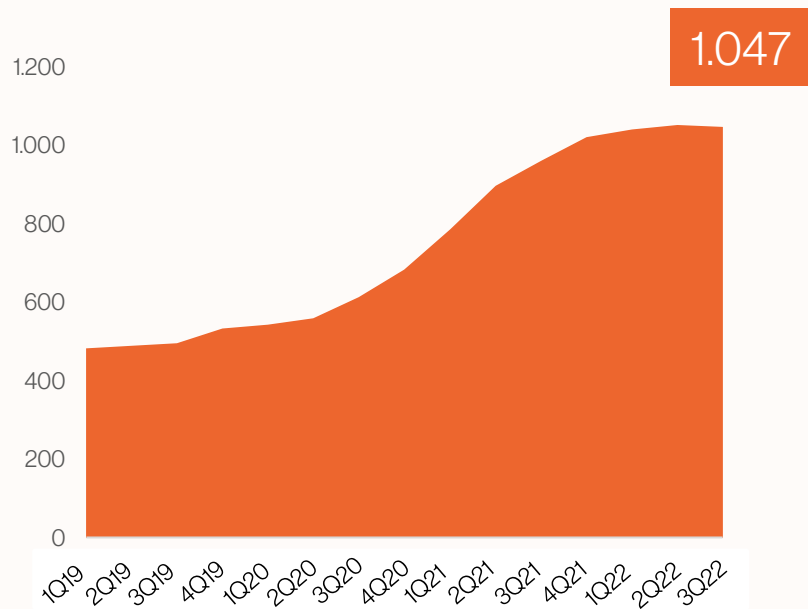
GMV BREAKDOWN By age of cohort



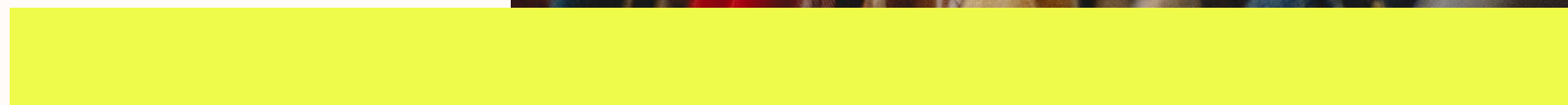
SELLERS

ACTIVE SELLERS

In thousand



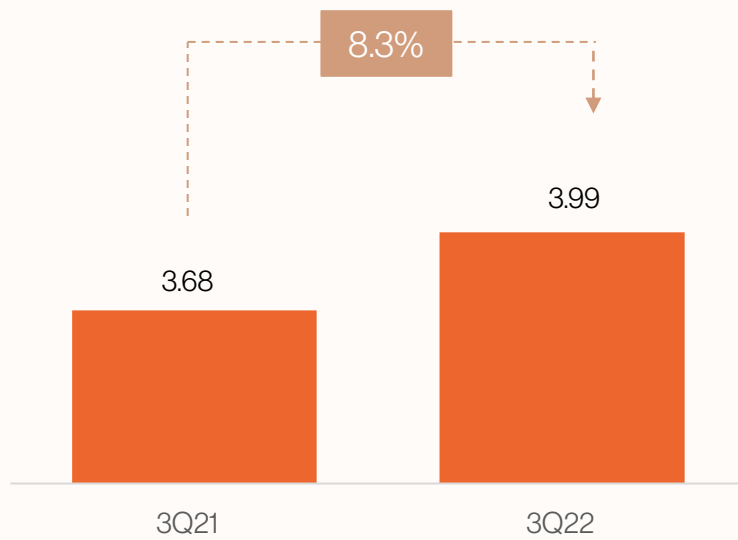
149 thousand new sellers in 3Q22



INVENTORY

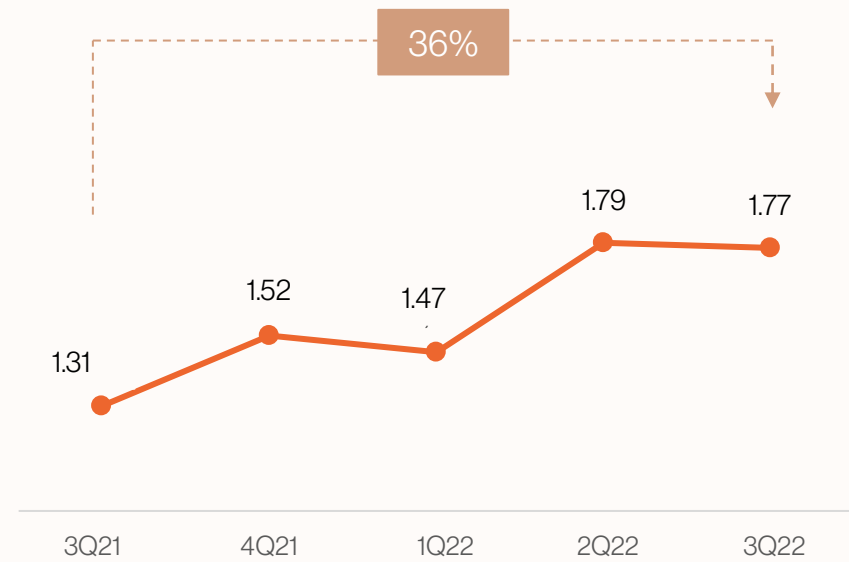
PRODUCTS LISTED

In million



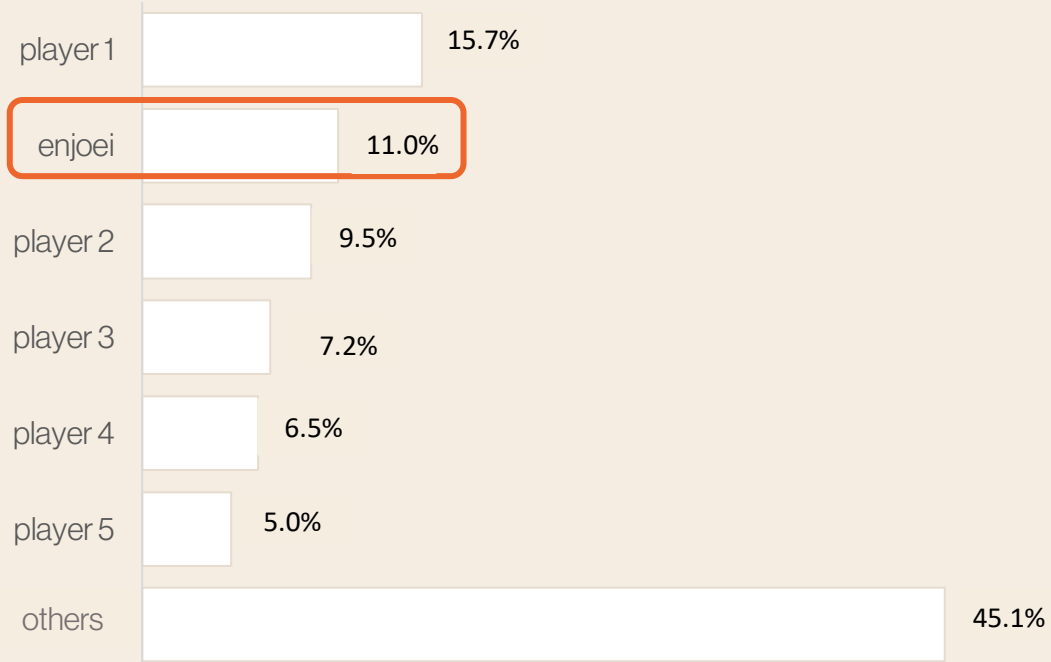
ITEMS NEGOTIATED

In million



AUDIENCE

MARKET SHARE IN NUMBER OF ACCESS – BRAZIL E-COMMERCE
(fashion & accessories category)¹



¹ E-commerce Conversion Report – October/22 (Ref September/22)

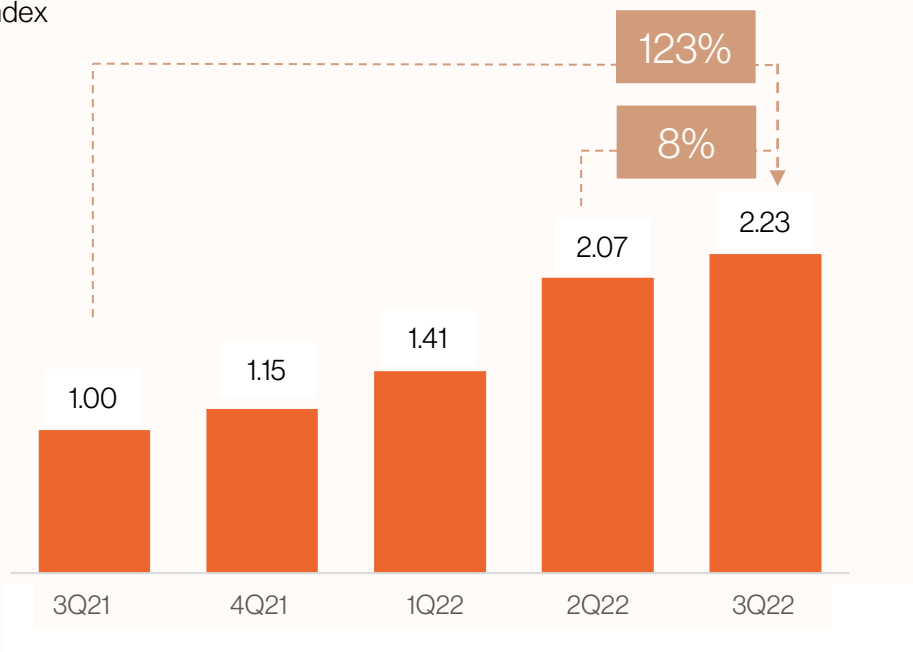


ENJOEI *PRO*

Strong growth and **higher coverage** in the home pick-up service

ENJOEI PRO GMV

Index



147 cities
served by the home pick-up
service



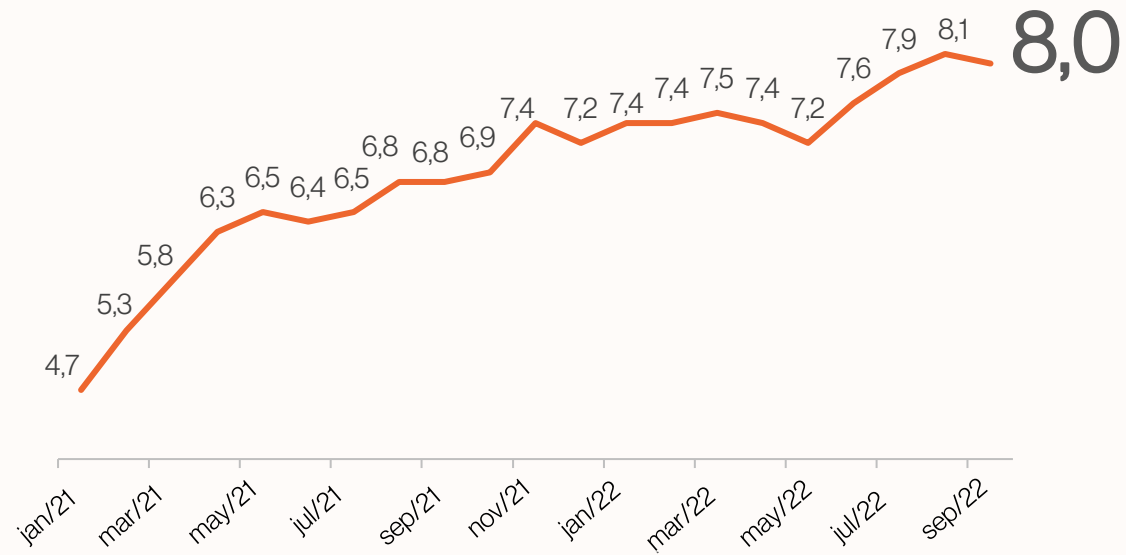


EXPERIENCE

company nominated for Reclame Aqui 2022 award

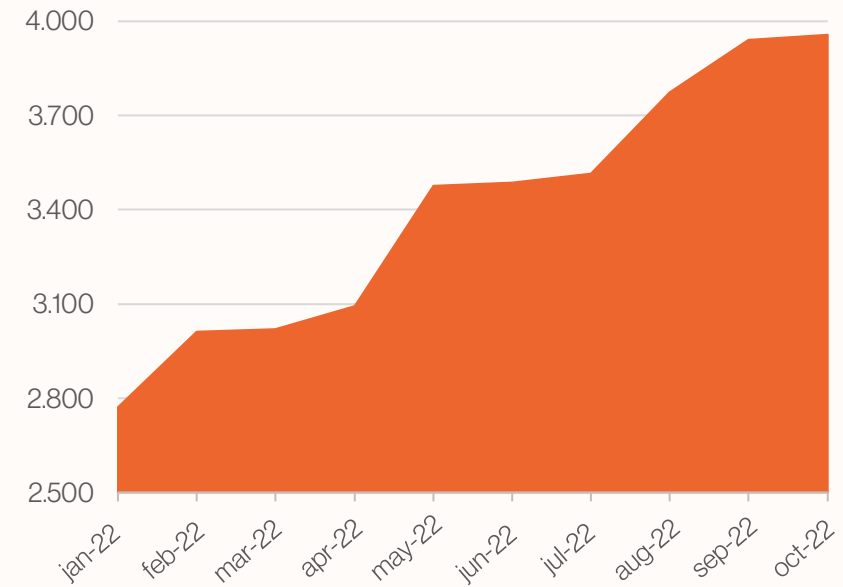
RECLAME AQUÍ

Monthly Score (Ref. Sep/22)



DROP OFF POINTS

of private logistics partners





RESTROSPECTIVE

we strengthen the buyer base, repeat purchase and seller base

- In 2021 we **increased the frequency of purchases**, kept the size of new crop buyers stable and **strengthened the seller base**.
- In 9M22
 - **We accelerate the entry of new buyers**, even with the reduction in marketing.
 - We have **increased product turnover** and number of items sold per seller.
 - We **increased the contribution margin** per item sold, improving LTV.



EXPECTATIONS & DIRECTIONS

4Q22 more balanced in GMV growth, with a positive outlook for profitability

- Deprioritization of non-fashion categories may reflect a more **weighted growth rate in GMV**, but still expressive in the Fashion category, with healthier transactions.
- Efficiency of advertising investments and expense controls, **focusing on cash preservation**.
- Investments to **increase inventory liquidity** and **increase the quantity and frequency of new published products**.



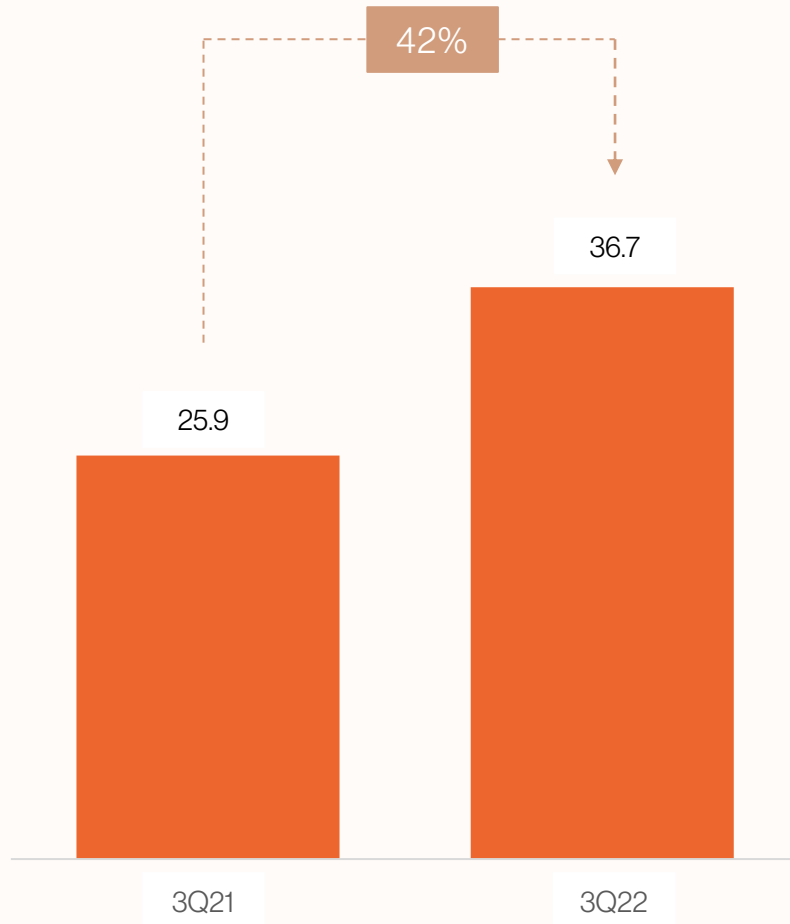
FINANCIAL RESULTS





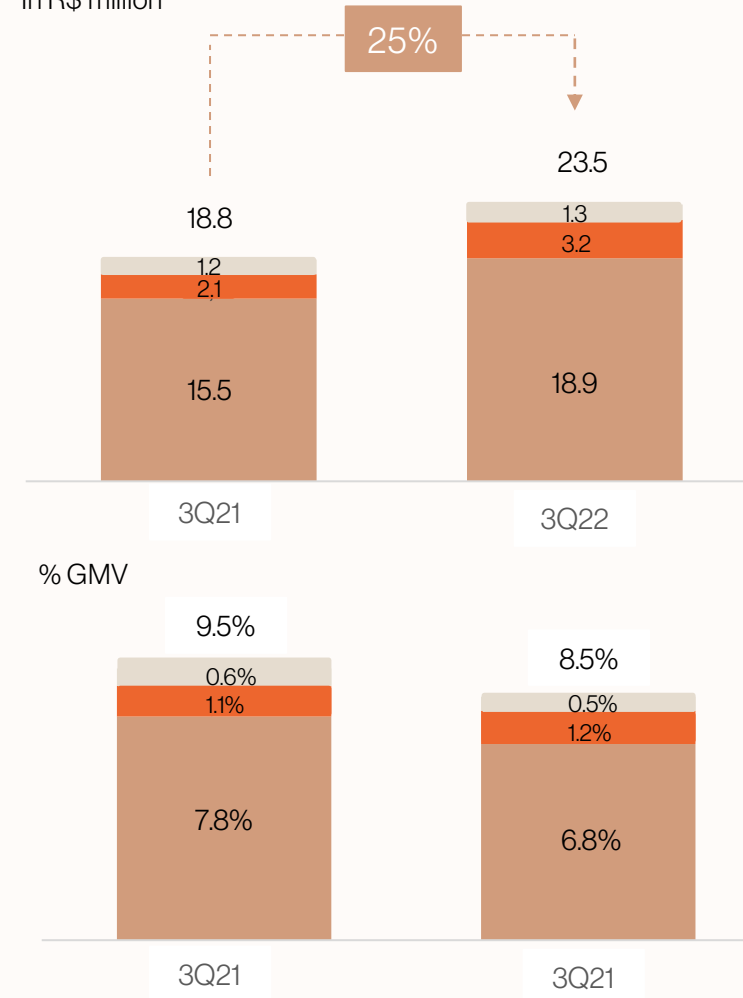
NET REVENUE

In R\$ million



COST OF SERVICES

In R\$ million

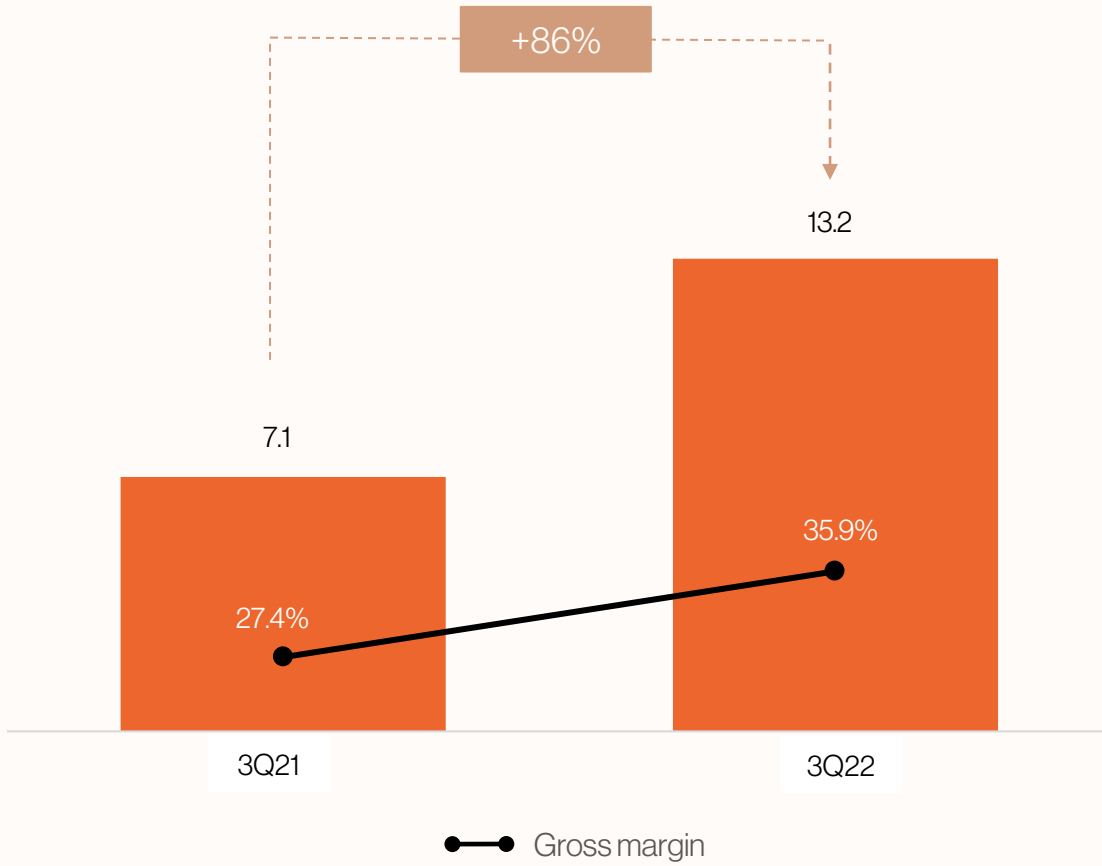


- Shipping/Logistics
- Transactions fee
- Tecnology



GROSS MARGIN

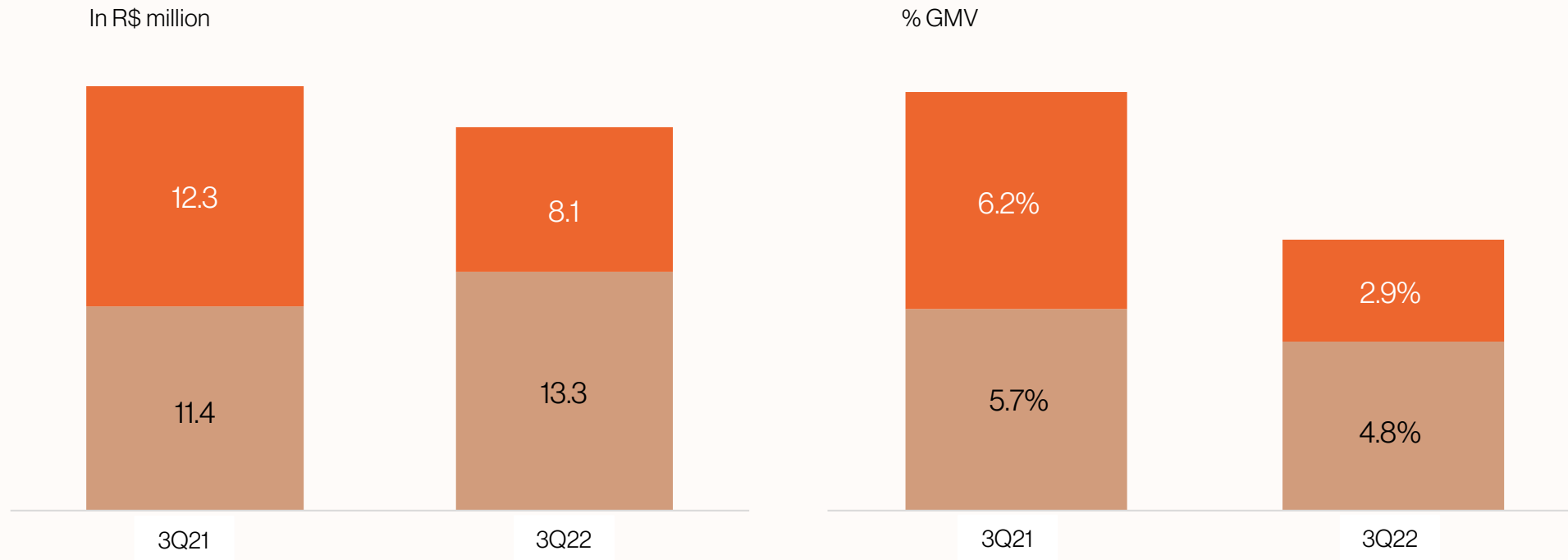
In R\$ million





OPERATIONAL EXPENSES

- General and Administrative (ex-stock option)
- Advertising/Marketing

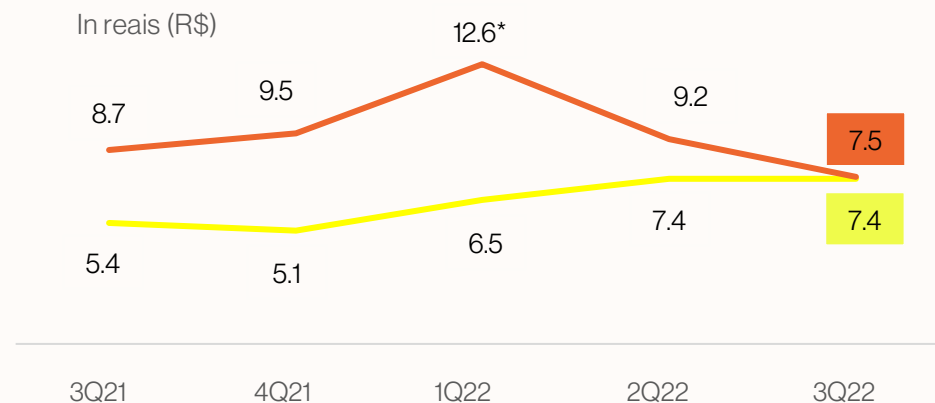
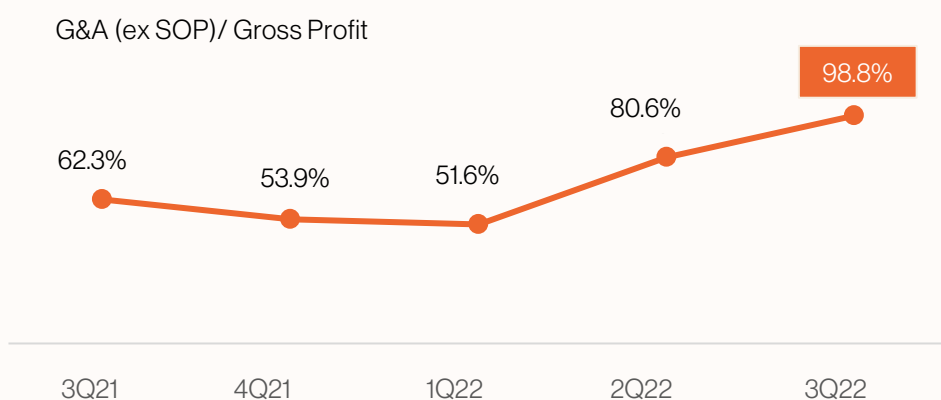




OPERATING EXPENSES BREAKDOWN

General and Administrative Expenses(R\$ 000')	3Q22	3Q21	HA (%)	2Q22	HA (%)
Share-based compensation plan (SOP)	(3,931)	(7,936)	-50%	(5,520)	-29%
Salaries and social charges	(8,902)	(6,818)	31%	(9,698)	-8%
Technology services	(3,127)	(2,304)	36%	(3,470)	-10%
Consulting e Outsourcing	(1,142)	(1,631)	-30%	(2,795)	-59%
Others	(170)	(654)	-74%	(528)	-68%
Total	(17,272)	(19,343)	-11%	(22,011)	-22%
Total ex-share-based compensation plan (SOP)	(13,341)	(11,407)	17%	(16,491)	-19%

G&A COVERAGE (ex-SOP)



— Gross Profit/Item — G&A (ex SOP)/Item

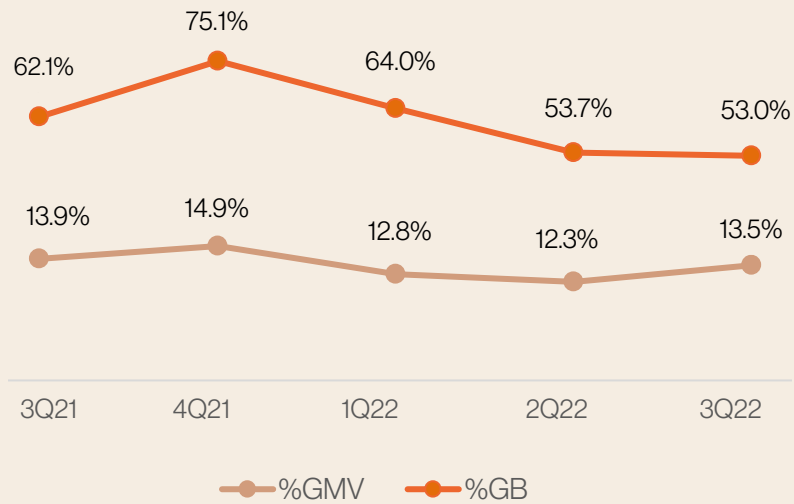
*Impacted by one-off strategic consulting expense





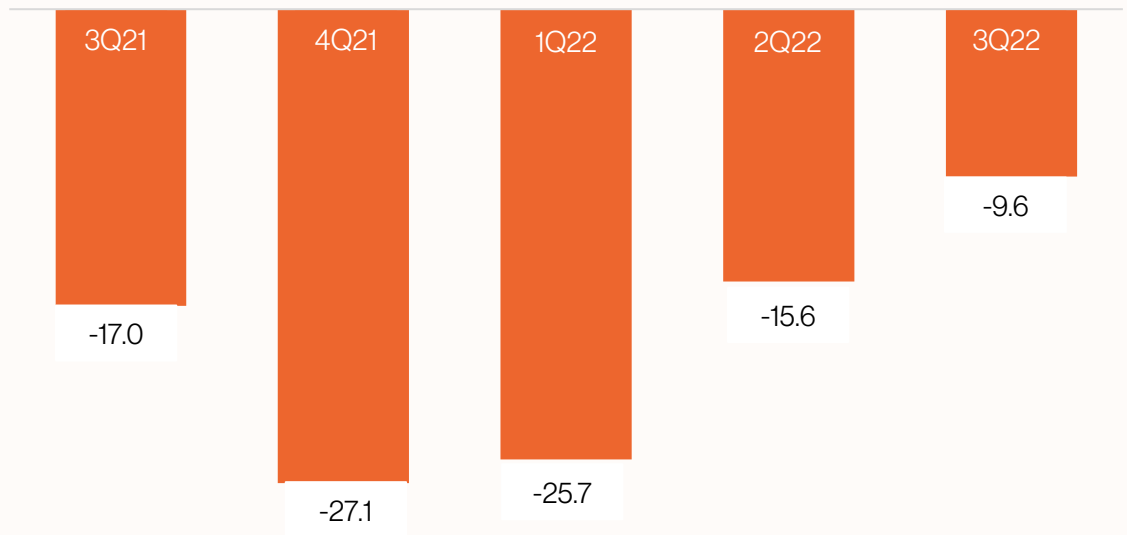
MARKETING + INCENTIVES

% GMV



ADJUSTED EBITDA¹

In R\$ million



Adjustments:

¹ Share-based compensation plan (SOP) of R\$3.9 million in 3Q22, R\$5.5 in 2Q22, R\$7.8 million in 1Q22, R\$7.3 in 4Q21, and R\$7.9 million in 3Q21, with no cash effect, and other non-recurring expenses referring to expenses incurred in M&As, of R\$500 thousand in 1Q22.



CASH AND CASH EQUIVALENTS

In R\$ Million	06/30/22	09/30/22	Δ abs
Cash and cash equivalents	335,1	321,7	-13,4
Linked financial investments	7,3	7,3	0
Receivable (immediate liquidity)	22,2	22,4	0,2
Total	364,6	351,4	-13,2





Q & A



ANA LU MCLAREN

Chairwoman board of Directors and
Director of Communication



TIÊ LIMA

CEO



GUILHERME ALMEIDA

CFO e IR Director