



RESULTS  
PRESENTATION

20Q. 22





# MESSAGE FROM MANAGEMENT

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Dear investors,

In our last earnings release, it was already possible to observe the positive effects of our growth strategy with greater profitability and we continued this path in 2Q22. We had significant improvements, such as sales growth, customer base and purchase frequency increase, cost of acquisition reduction, take rate increase, cost dilution, contribution margin and gross profit improvements.

## Biggest secondhand fashion community in Brazil

In June, we continued among the 3 largest e-commerce destinations in the "fashion and accessories" category, and our app was the second most downloaded in the fashion category<sup>1</sup>, consolidating our position as absolute leaders in the secondhand market in Brazil.

In this quarter, following our strategic planning, we directed our marketing investments to the fashion category and guided our incentives towards buyers at the beginning of their journey, while strengthening the profitability of frequent and more advanced users.

We reached 1.06 million active buyers and added 224 thousand new buyers to our customer base, an all-time high of users added in a quarter, while continuing to increase transactions per user, by 8% YoY.

On the sellers' side, 164 thousand new stores were added in the period and 4 million items were listed in 2Q22.

## Our priority is to grow with efficiency

GMV grew 47% compared to the same period of the previous year, and by 52.7% in the fashion category for the same period. In June, this same category grew by 78% versus June 2021, reaching 80% of sales.

Focusing on the fashion category, we are able to guide our investments towards a universe that has more frequent users, with higher retention and profitability, therefore strengthening the effectiveness of our growth.

Our active buyer base increased despite the reduction in performance marketing investments, which fell by 13% YoY, and the reduction in total advertising expenses, down by 29% YoY. In addition, total marketing and incentives expenses as a percentage of GMV continued to dilute, by 3.3 p.p. compared to last year. The reduction in marketing expenses, combined with higher profitability and recurrence, corresponds to lower acquisition costs and accelerates return on investment.

It is also worth mentioning that our Take Rate ended the quarter at 22.9%, increasing by 2.9 p.p. compared to the previous quarter, and with an upward trend in the period, reaching 24.6% in June 2022.

Likewise, Enjoei PRO, which has a higher take rate, also continues to evolve. In this quarter, our GMV grew by 118% YoY, and by 46% over the previous quarter, increasing its relevance within Enjoei.

Gross contribution margin has been reporting consistent advancements in recent quarters, with a positive variation of 12.4 p.p. YoY and up by 4.2 p.p. QoQ, reaching 35.4%. As a result, gross profit increased 118% compared to the same quarter of the previous year.

Adjusted EBITDA also had a strong improvement in the quarter, up by 18% YoY and 39% QoQ.

In addition, our cash position remains robust and we are committed to continuing to increase the efficiency of the operation, improving the dynamics of cash consumption while we follow our strategic plan.



# MESSAGE FROM MANAGEMENT

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## Trajectory, context and next steps.

In 2021, we strengthened and accelerated our customer base, especially on the seller side. In addition, the liquidity promoted on the platform over the past year has helped sellers to sell faster, with more options for carriers, drop-off points and buyers in closer regions. This cycle enhances recurrence on both sides and increases profitability.

When we increase the number of active sellers:

- we negotiated better freight rates and new drop-off points opening, increasing the coverage of the user base;
- we reduce the distance between buyers and sellers without unbalancing supply and demand, increasing the profitability of the transaction;

Increasing the size and frequency of buyer's base, we continue to strengthen liquidity for sellers, generating more GMV and revenue per seller. We believe that an ample base of loyal customers with a good experience is the key to our value creation.

Our objective is to continue balancing the payback, strengthening the profitability of our base, while we grow and execute our strategic planning.

## Corporate Governance

Our management model focused on results is moving forward, following our strategic planning and the highest standards of corporate governance.

Enjoei is a company based on sustainable model. Regarding ESG best practices, we have applied for CDP (Carbon Disclosure Project) and in November we will publish our first report about circular economy in Brazil.

We remain insurgents and conscious, adapting to the macro challenges but without giving up our ambitions.



# HIGHLIGHTS

## 2Q22

+47% YoY  
TOTAL GMV

R\$300.2

million

(R\$205 million in 2Q21)

+44% YoY  
GROSS BILLINGS

R\$68.7

million

(R\$48 million in 2Q21)

+42% YoY  
NET REVENUE

R\$37.5

million

(R\$26 million in 2Q21)

+118% YoY  
GROSS PROFIT

R\$ 13.3

million

(R\$6,1 million in 2Q21)

+16% YoY  
ACTIVE SELLERS

1.044

million

(898 thousand in 2Q21)

+8% YoY  
ACTIVE BUYERS

1.059

million

(977 thousand in 2Q21)

NEW SELLERS

164

thousand

(215 thousand in 2Q21)

NEW BUYERS

224

thousand

(181 thousand in 2Q21)

+0.9% YoY  
ITEMS LISTED

4.0

million

(3.9 million in 2Q21)



# GMV

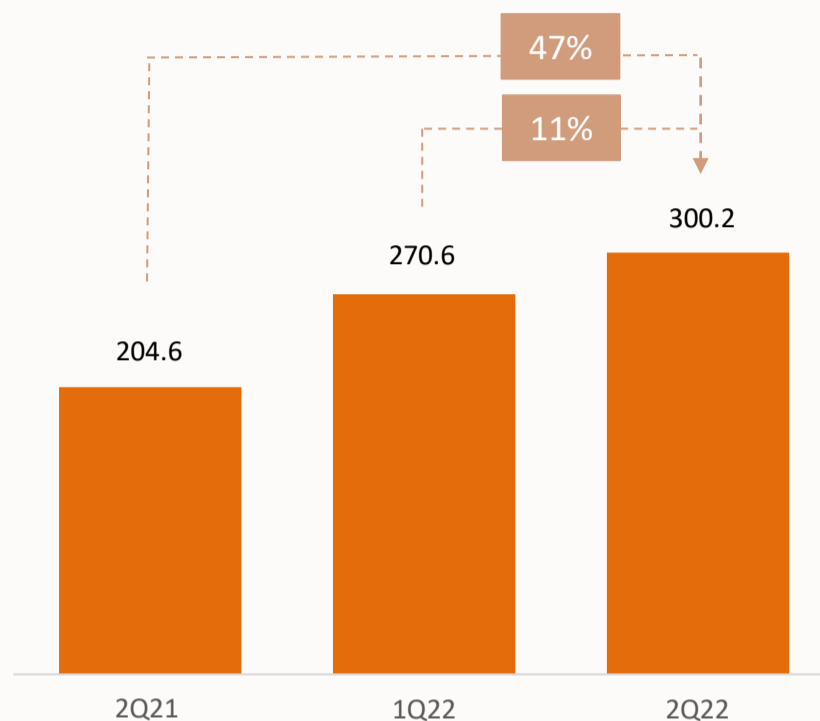
Total GMV reached R\$300.2 million in 2Q22, up by 47% over 2Q21 and 11% higher than the previous quarter.

This significantly strong result demonstrates the platform's ability to capture new transactions at a faster pace than the average rate of e-commerce and retail peers, confirming the power of Enjoei.

In the period, the platform's transaction volume also increased, due to a higher number of new buyers, maintaining the efficiency of the investments in marketing and incentives in terms of GMV.

## TOTAL GMV

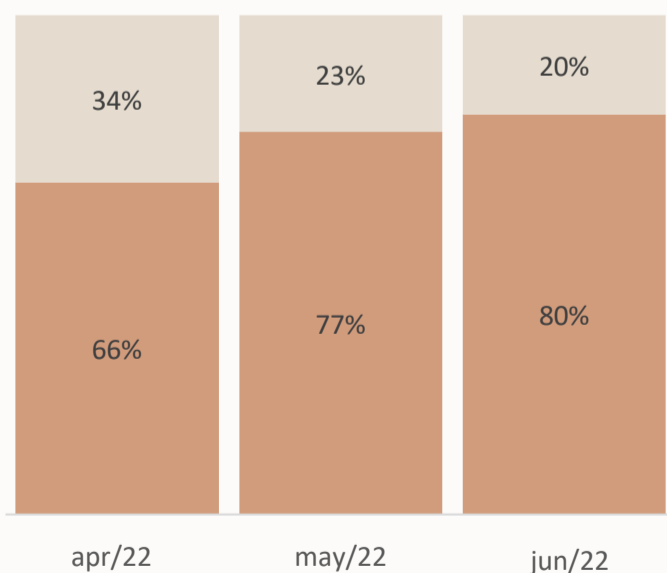
in R\$ million



## GMV BY CATEGORY

% Total

■ Fashion ■ Not fashion



This quarter, the platform focused on the Fashion category (women, men, and children). It is in this category that we have our "right to win", with healthier transactions in terms of take rate, margins and customer recurrence.

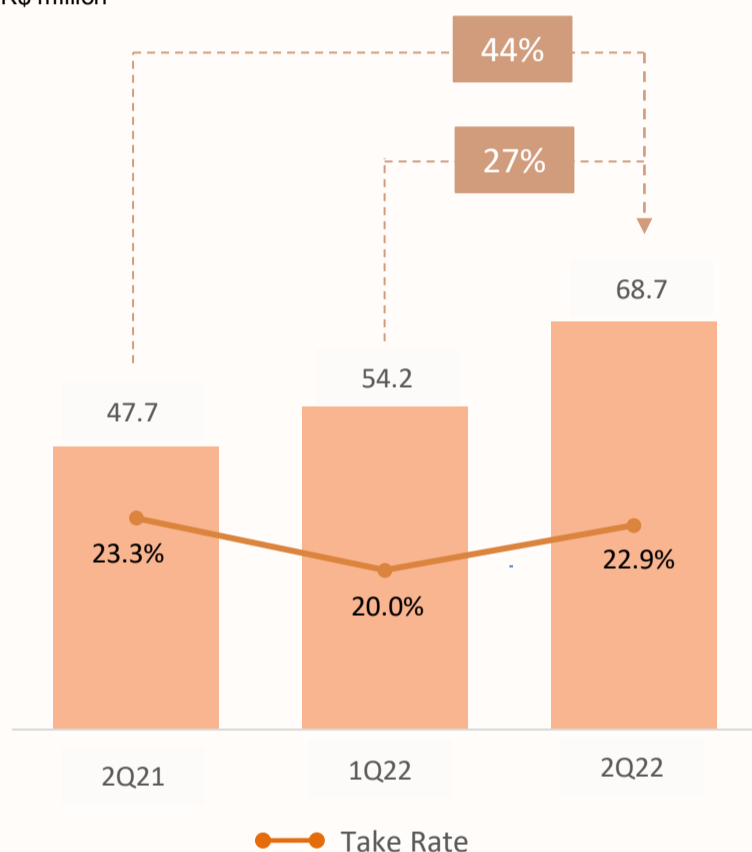
As a result, we ended 2Q22 with an average of 74% of GMV in Fashion, compared to 61% in 1Q22. In June, we reached an 80% share in this category, reducing the average ticket per transaction in the period (fashion items have lower average prices than electronics, decoration, etc.), implying that GMV growth was positively driven by the accentuated growth in number of transactions.



# GROSS BILLINGS & TAKE RATE

## GROSS BILLINGS & TAKE RATE

in R\$ million



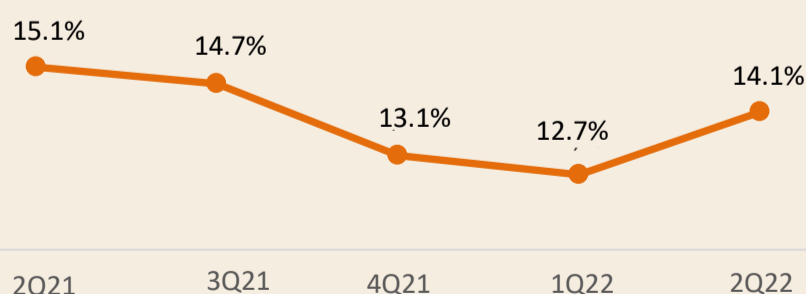
Gross Billings increased 44% over 2Q21 and was 27% higher than in the previous quarter, growing at a faster pace than GMV in the period, capturing the combined effects of the new commercial policy, implemented in January/22, as well as the effect and adjustment to the new average ticket resulting from the higher share of the Fashion category, where take rate per transaction is higher.

We ended 2Q22 with a take rate of 22.9%, up by 2.9 p.p. over the amount recorded in 1Q22 and reaching 24.6% in the month of June, demonstrating an upward movement during the quarter.

## INCENTIVES

In 2Q22, we balanced investments towards incentives to acquire new buyers, which totaled 8.8% of GMV in the quarter. On the other hand, the “net” take rate (gross revenue/GMV) had an upward trend, ending the quarter at 14.1%, versus 12.7% in the previous quarter.

Net Take Rate  
(Gross Revenue/GMV)

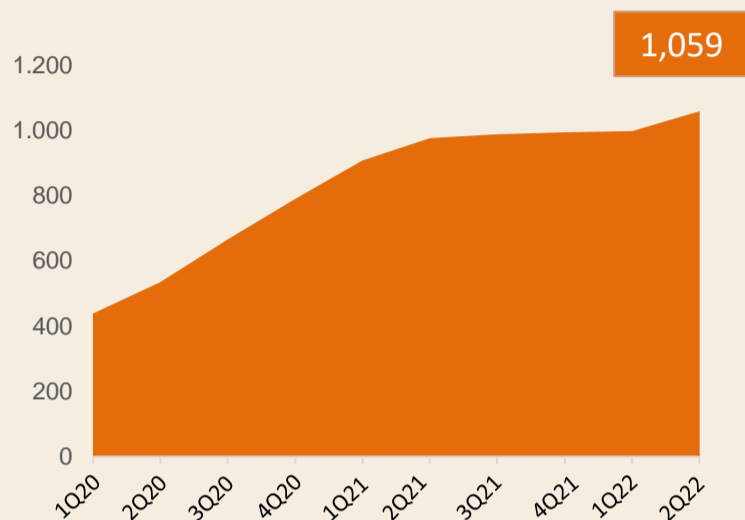




# BUYERS

## BUYERS ACTIVE

In thousands



**224** thousand  
additional buyers

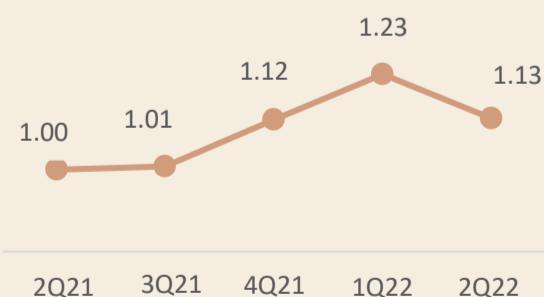
We added 224 thousand new buyers to the community in 2Q22, experiencing the platform and new consumption habits, versus 178 thousand in 1Q22 and 181 thousand in 2Q21, increasing by 26% YoY and 24% QoQ. This strong performance results from the investments made towards the start of the journey. Thus, total active buyers totaled 1.059 million users in 2Q22 (+8.4% YoY and 6.1% QoQ).

## RECURRING BUYERS

PERIOD	3 Months	6 Months	9 Months	12 Months	15 Months	18 Months
2019 Q3	154%	185%	213%	246%	279%	310%
2019 Q4	145%	176%	209%	241%	271%	303%
2020 Q1	145%	179%	208%	238%	269%	298%
2020 Q2	151%	182%	210%	241%	270%	296%
2020 Q3	146%	176%	206%	234%	262%	288%
2020 Q4	141%	170%	195%	221%	245%	271%
2021 Q1	146%	174%	200%	226%	254%	
2021 Q2	138%	163%	187%	213%		
2021 Q3	142%	170%	198%			
2021 Q4	135%	161%				
2022 Q1	138%					

GMV cohorts varied in the periods, reaching 138% in 3 months, 161% in 6 months and 198% in 9 months.

GMV per buyer  
(index)



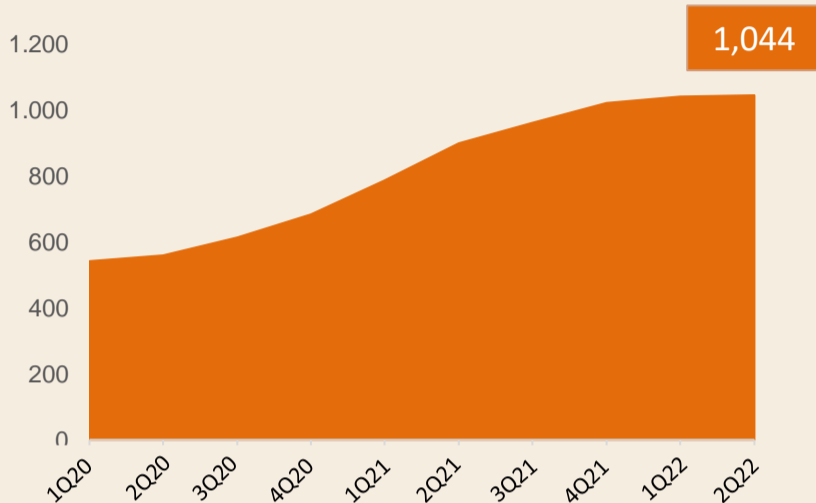
In 2Q22, GMV per buyer grew by 13% YoY and fell by 9% QoQ, reflecting the combination of the increase in number of transactions per buyer and the higher share of the Fashion category in the platform's GMV.



# SELLERS

## SELLERS ACTIVE

In thousands



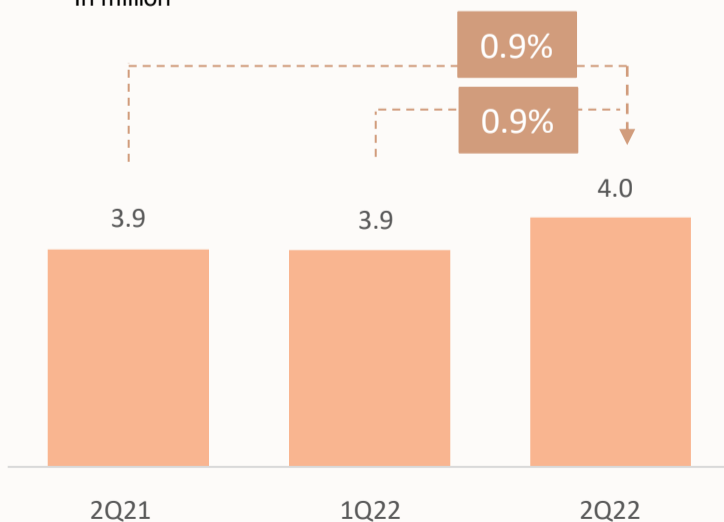
**164** thousand  
additional sellers

In this quarter, we welcomed 164 thousand new sellers to our platform, against 189 thousand in 1Q22, reflecting the new investment cycle, with greater focus on increasing the platform's liquidity. As a result, the number of active sellers remained stable in the comparison between quarters, reaching 1.044 million users and up by 16% YoY, demonstrating the excellent retention of older sellers at Enjoei.

# INVENTORY

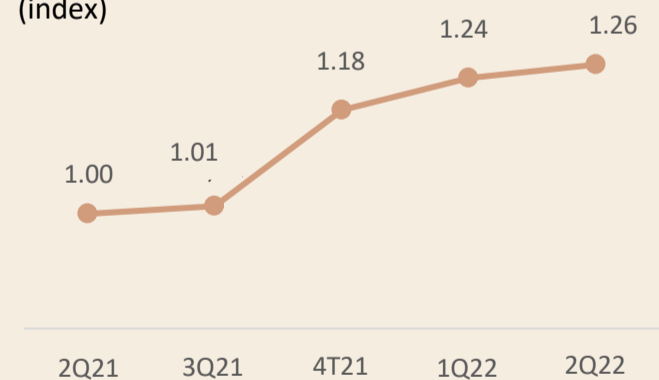
## LISTED PRODUCTS

In million



The number of items listed on the platform totaled 4.0 million, stable in relation to 1Q22 and reflecting the increase in new products listed per active user

## GMV by seller (index)



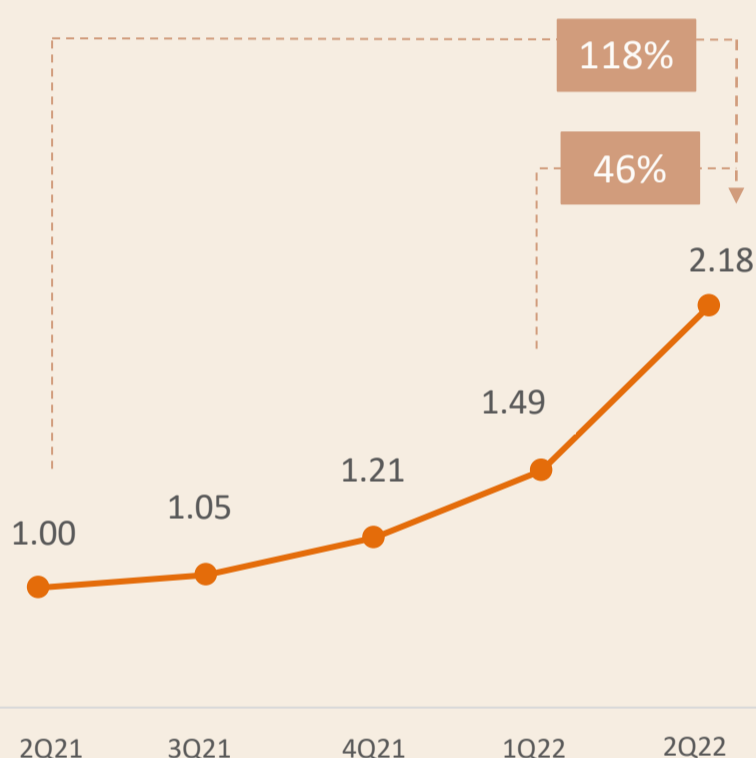
GMV per seller continued an upward trend in 2Q22, growing 1.9% QoQ and 25.9% YoY, indicating that the increase in number of transactions per seller outweighed the effects caused by the reduction in average ticket.

# ENJOEI *PRO*

*leaped 118% YoY and 46% QoQ in GMV*

## GMV ENJOEI *PRO*

By index



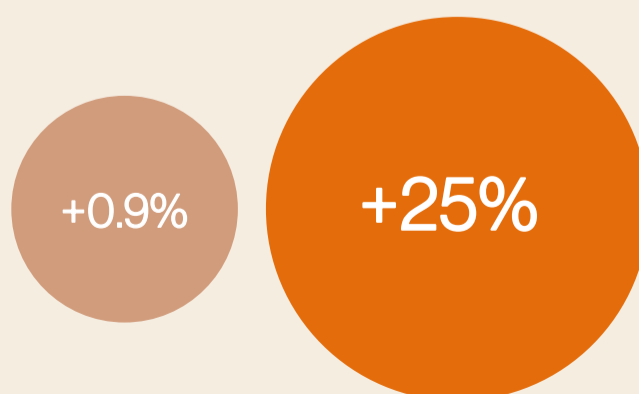
GMV for Enjoei *PRO* grew 118% YoY and 46% QoQ in 2Q22, due to several initiatives and a lot of discipline in the development of this business unit.

As a result, we increased Enjoei *PRO*'s share in the platform's total GMV, in line with our business plan.



## UPLOADS ENJOEI *PRO* vs. ENJOEI

2Q22 vs 1Q22



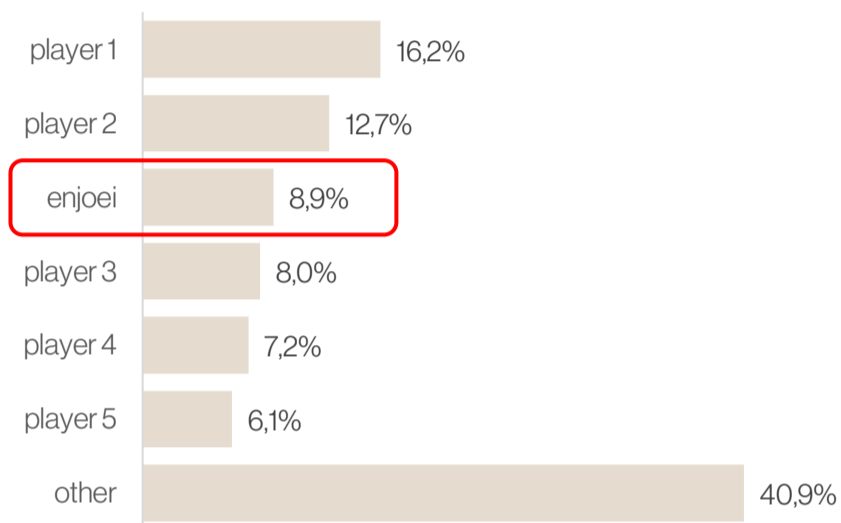
- Enjoei
- Enjoei *PRO*

In terms of inventory, Enjoei *PRO* recorded a growth of 22% YoY and 25% QoQ in listed products in 2Q22, higher than the platform's average pace.

# AUDIENCE

## Market Share in number of access

E-commerce Brazil (fashion & accessories category)<sup>1</sup>



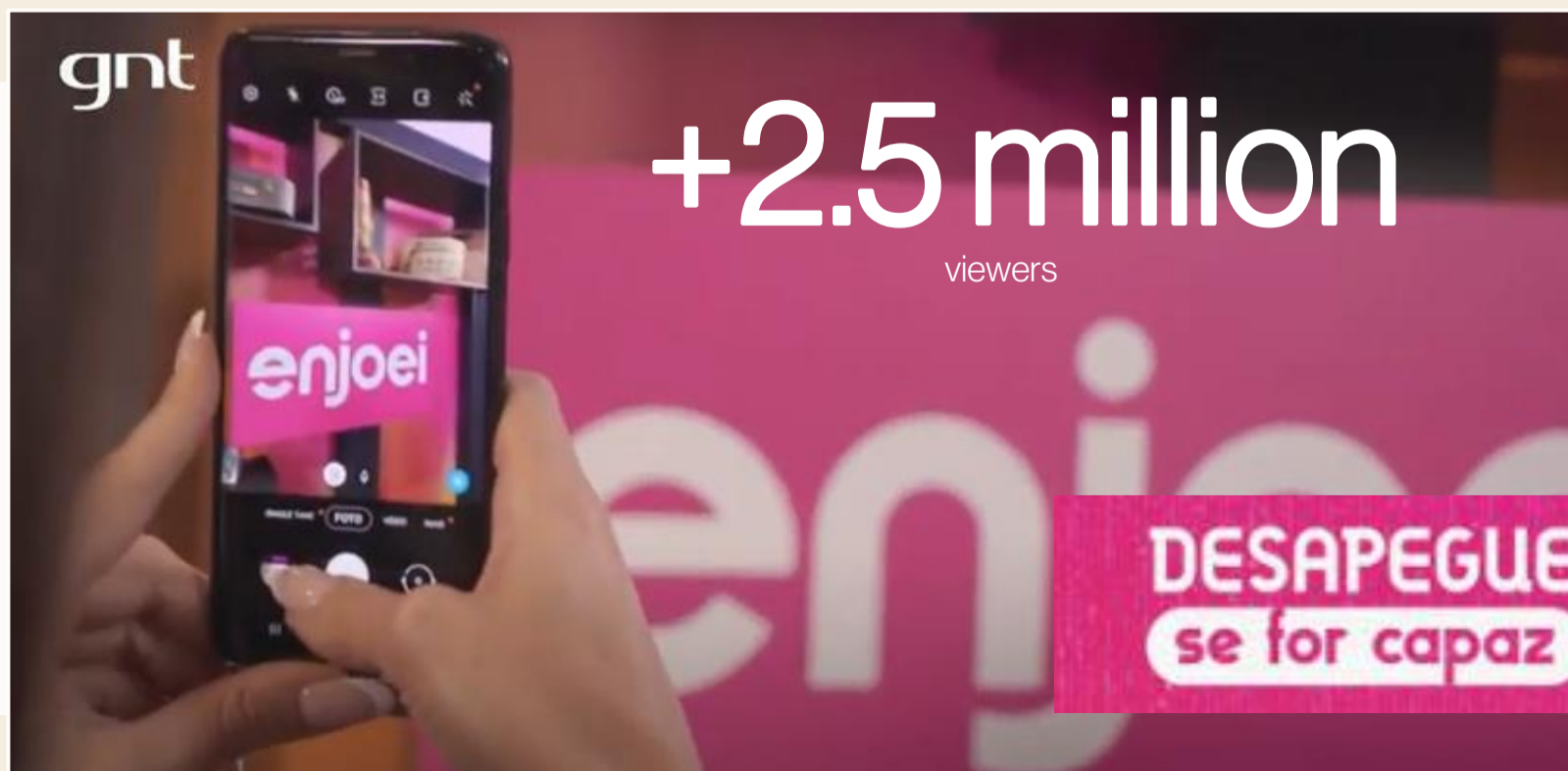
A super community: TOP 3 in the Market Share ranking in number of access, according to the “E-commerce Sectors in Brazil – July/22” report published by Conversion.

Even with lower investments in marketing in the quarter, the platform maintained a stable and relevant position in access in the category, competing with players in the new products segment.

<sup>1</sup>E-commerce Sectors in Brazil – July/22 (Re: June/22)

## “desapegue se for capaz”

We reached over 2.5 million viewers during the months of May, June and July/22 as the official sponsor of the TV program “Desapegue se for capaz” (*Detach and let go, if you can*), presented by Sabrina Sato and broadcast on GNT.



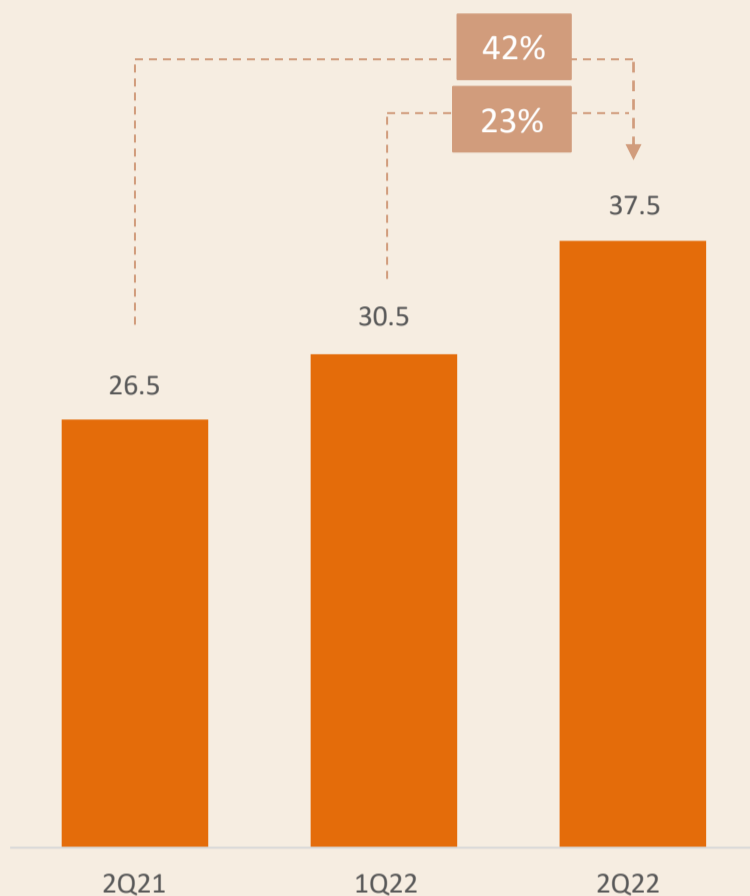


# FINANCIAL *RESULTS*



## NET REVENUE

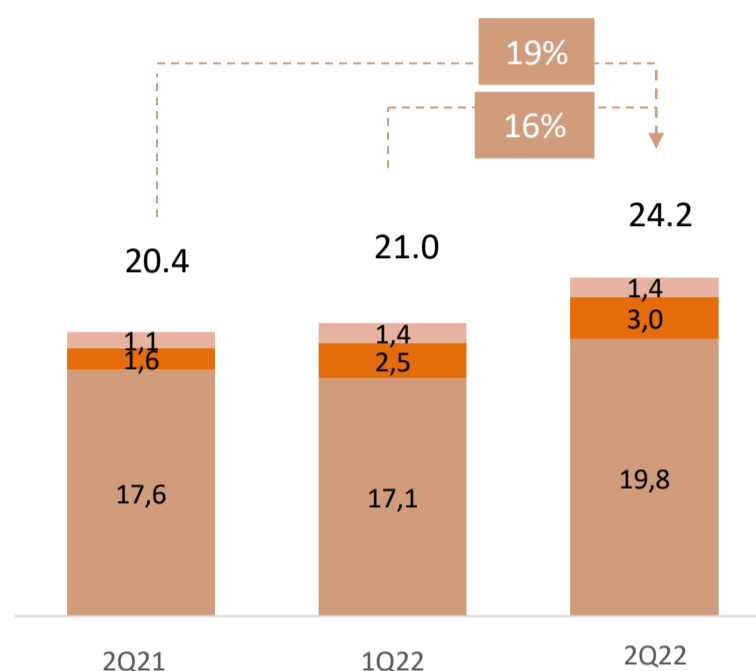
in R\$ million



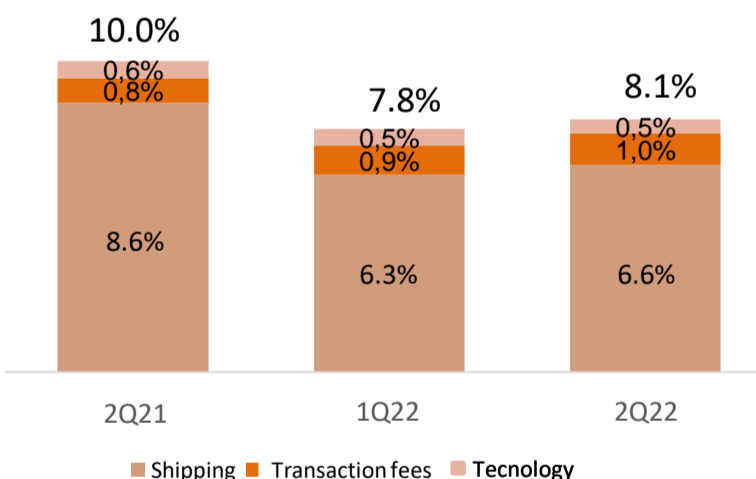
Net Revenue reached R\$37.5 million in 2Q22, increasing by 42% YoY and 23% QoQ and in line with the growth in Gross Billings in the same period.

## COST OF SERVICES

in R\$ million



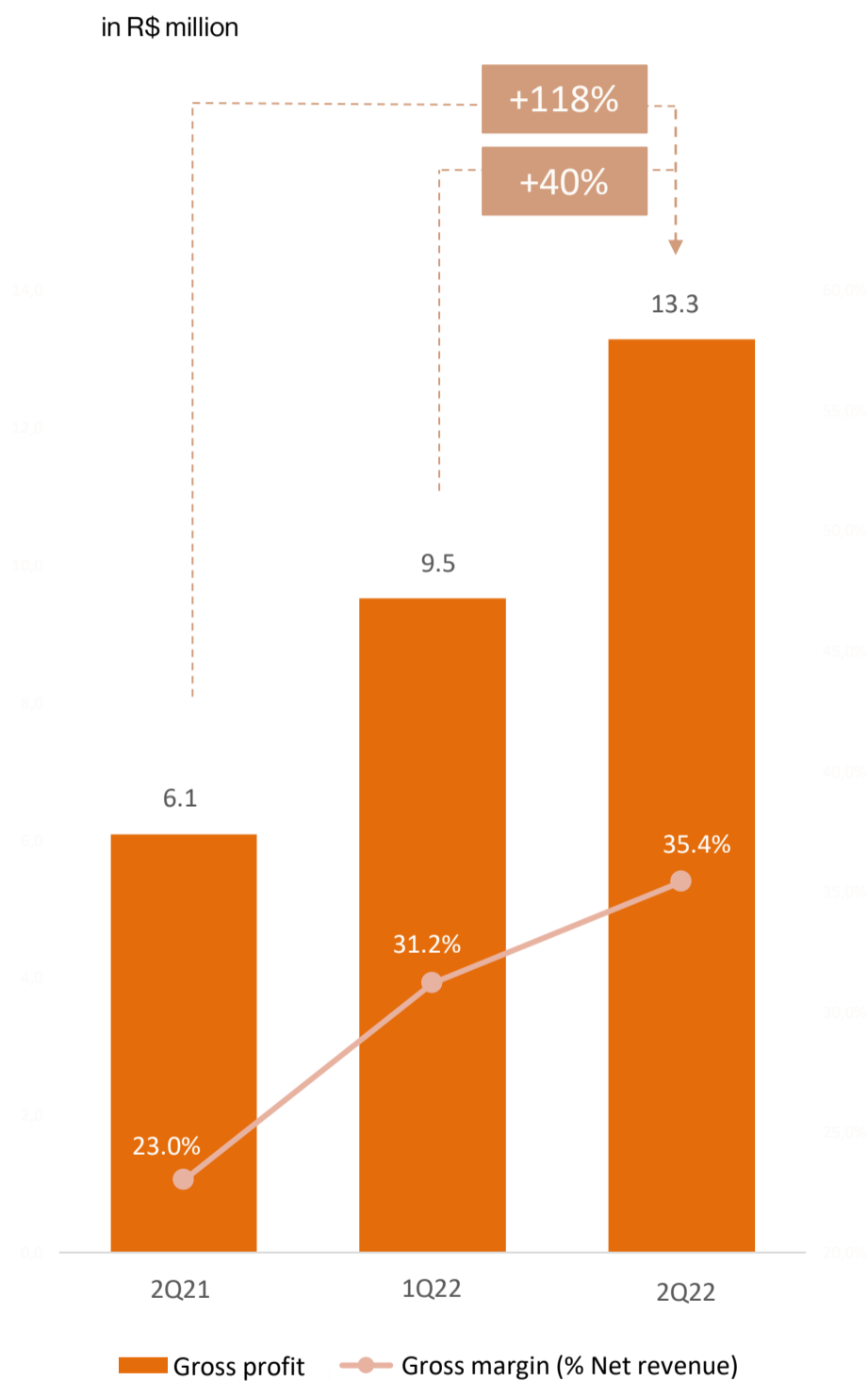
% GMV



Cost of services ended 2Q22 at R\$24.2 million (19% YoY and 16% QoQ), with a more efficient growth rate, increasing less than Net Revenue, thus contributing to the improvement in Gross Margin in the quarter.

As a percentage of GMV, Cost of Services reached 8.1%, compared to 10.0% in 2Q21 and 7.8% in 1Q22. Even with the drop in average ticket, due to the greater share of the “fashion” category, we had a small variation in freight/GMV, which continued its trajectory and gain in efficiency per transaction, that is, when comparing freight cost per unit, we had recurring reductions in this line, which fell by 5.3% against 1Q22, demonstrating the Company’s increasing efficiency arising from a higher network and greater diversification among logistics partners.

## GROSS PROFIT



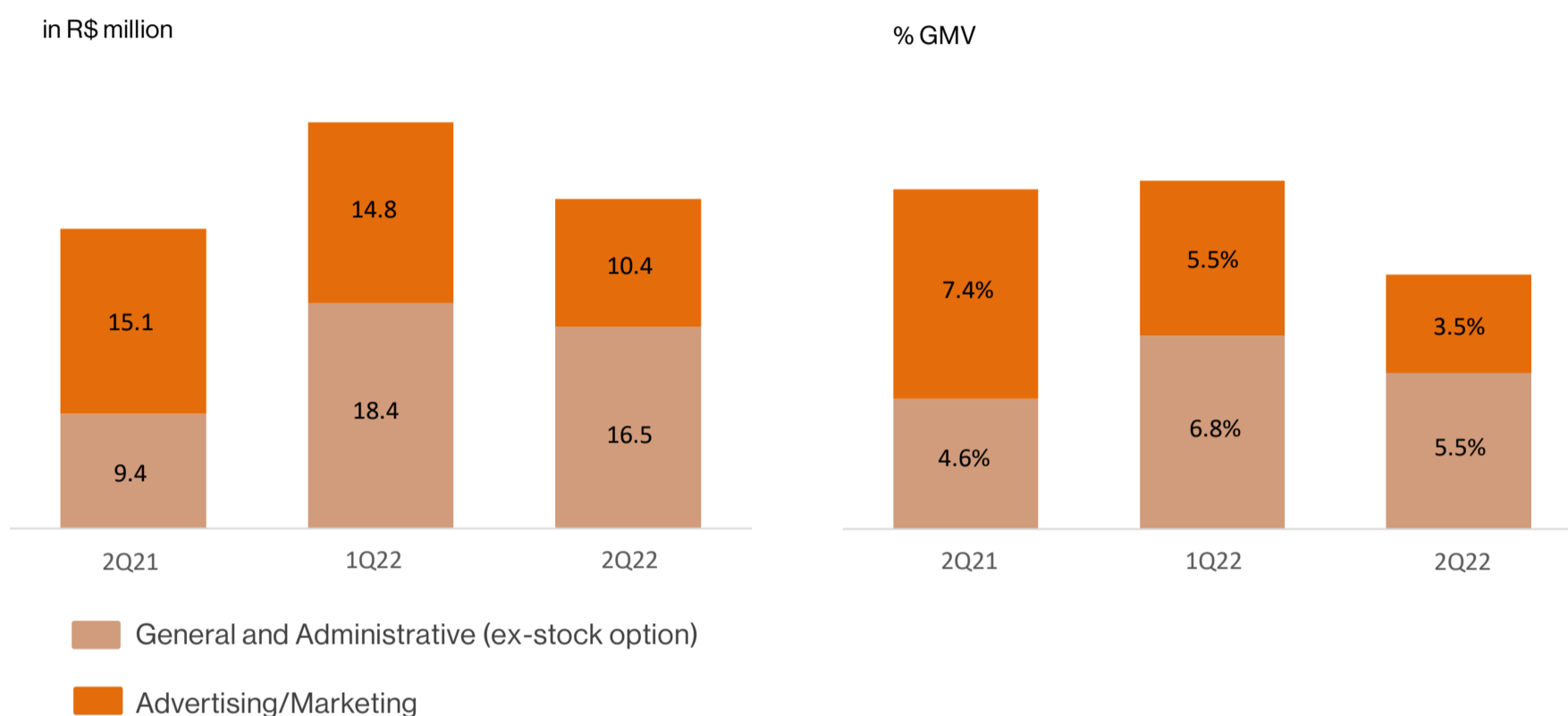
Gross Profit grew significantly in 2Q22, by 118% YoY and 40% QoQ, reaching R\$13.3 million. This reflects the increase in revenue due to higher GMV and take rate, combined with greater efficiency in transaction costs.

As a result, Gross Margin reached 35.4% in 2Q22, up by 12.4 p.p. from 2Q21 and 4.2 p.p. higher than the previous quarter.



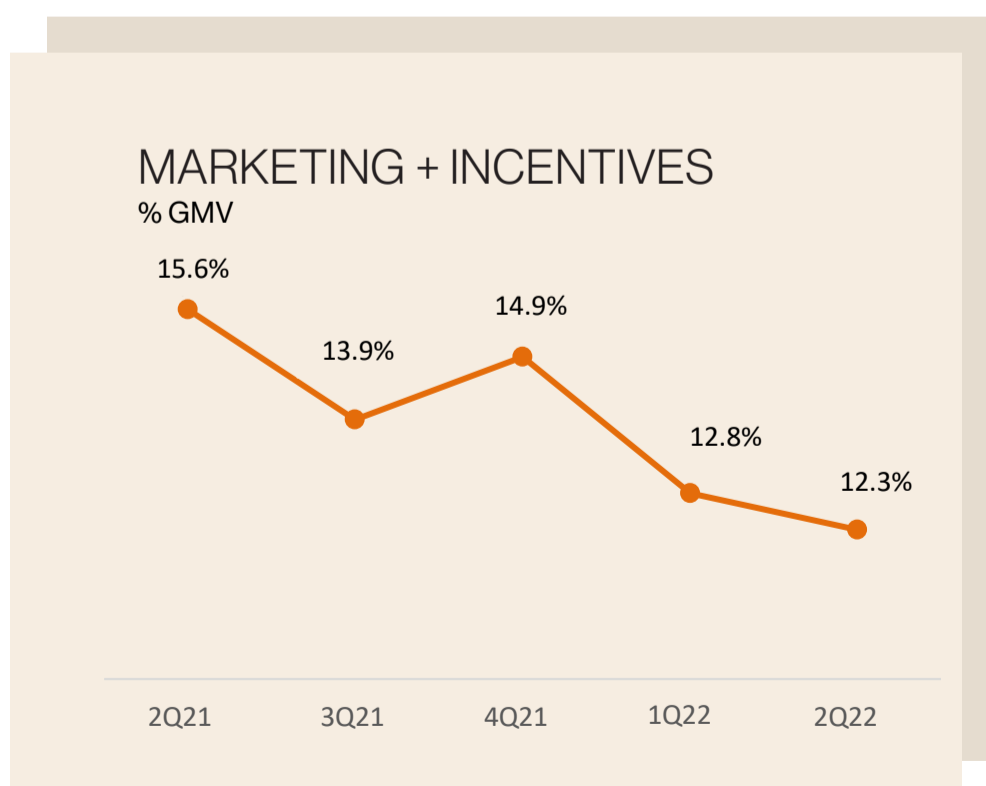
General and Administrative expenses (excluding the share-based compensation plan), totaled R\$16.5 million in 2Q22, up by 75% YoY and down by 11% QoQ. In the quarterly comparison, the salaries and charges line increased due to collective bargaining and provisions since headcount remained stable. As a percentage of GMV, G&A reached 5.5%, against 6.8% in the previous quarter and 4.6% in 2Q21.

## OPERATIONAL EXPENSES



Marketing expenses totaled R\$10.5 million in 2Q22, down by 31% YoY and by 29% compared to the previous quarter. As a percentage of GMV, marketing and advertising expenses represented 3.5% in 2Q22, versus 5.5% in 1Q22 and 7.4% in 2Q21.

Considering the balance between investments in marketing and incentives, we have a combined effect that continues to deliver efficiency in relation to GMV, in which the platform's total transaction volume has been growing at a faster pace than investments in user acquisition and/or retention. In other words, investments in marketing and incentives changed from 15.6% of GMV in 2Q21, to 12.8% in 1Q22 and 12.3% in 2Q22.



NOTE: The share-based compensation plan (SOP) has accounting recognition but, despite being allocated to G&A expenses, does not have a cash effect, considering that on the date the options are exercised, a capital increase is carried out for each Program. Therefore, as we understand that the share-based compensation plan is not an operating expense and does not burn the Company's cash, we excluded this line when analyzing the evolution of General and Administrative Expenses and EBITDA. More information on the exercise calendar, amounts granted, strike dates and other data can be found in Item 13 of the Reference Form.

## OPERATING EXPENSES *BREAKDOWN*

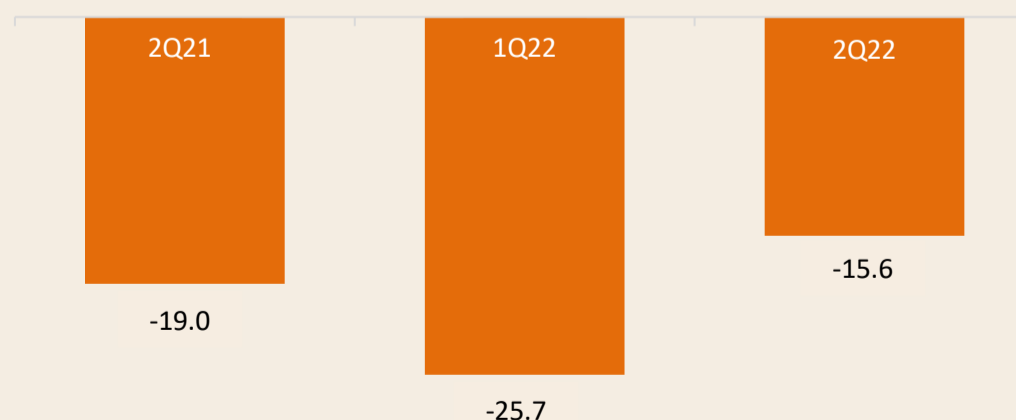
General and Administrative Expenses (R\$ thousand)	2Q22	2Q21	Var. (%)	1Q22	Var. (%)
Share-based compensation plan	(5,520)	(12,105)	-54%	(7,806)	-29%
Salaries and social charges	(9,698)	(5,185)	87%	(8,206)	18%
Technology services	(3,470)	(1,945)	78%	(3,628)	-4%
Consulting and outsourcing	(2,795)	(1,453)	92%	(6,098)	-54%
Others	(528)	(819)	-36%	(506)	4%
<b>Total</b>	<b>(22,011)</b>	<b>(21,507)</b>	<b>2%</b>	<b>(26,244)</b>	<b>-16%</b>
<b>Total, ex. share-based compensation plan</b>	<b>(16,491)</b>	<b>(9,402)</b>	<b>75%</b>	<b>(18,438)</b>	<b>-11%</b>

Advertising/Marketing Expenses (R\$ thousand)	2Q22	2Q21	HA (%)	1Q22	HA (%)
Offline Media (branding)	(1,102)	(5,135)	-79%	(3,742)	-71%
Online Media (performance)	(9,252)	(9,714)	-5%	(10,642)	-13%
Others	(94)	(253)	-63%	(386)	-75%
<b>Total</b>	<b>(10,448)</b>	<b>(15,102)</b>	<b>-31%</b>	<b>(14,770)</b>	<b>-29%</b>

Adjusted EBITDA in 2Q22, excluding the share-base compensation plan, reached -R\$15.6 million, against -R\$25.7 million in the previous quarter and -R\$19.0 million in 2Q21, showing a consistent reduction in operating losses over the recent periods as the Company captures the effects the improvement in Gross Margin and dilution of expenses.

## ADJUSTED *EBITDA*<sup>1</sup>

in R\$ million



Adjustments:

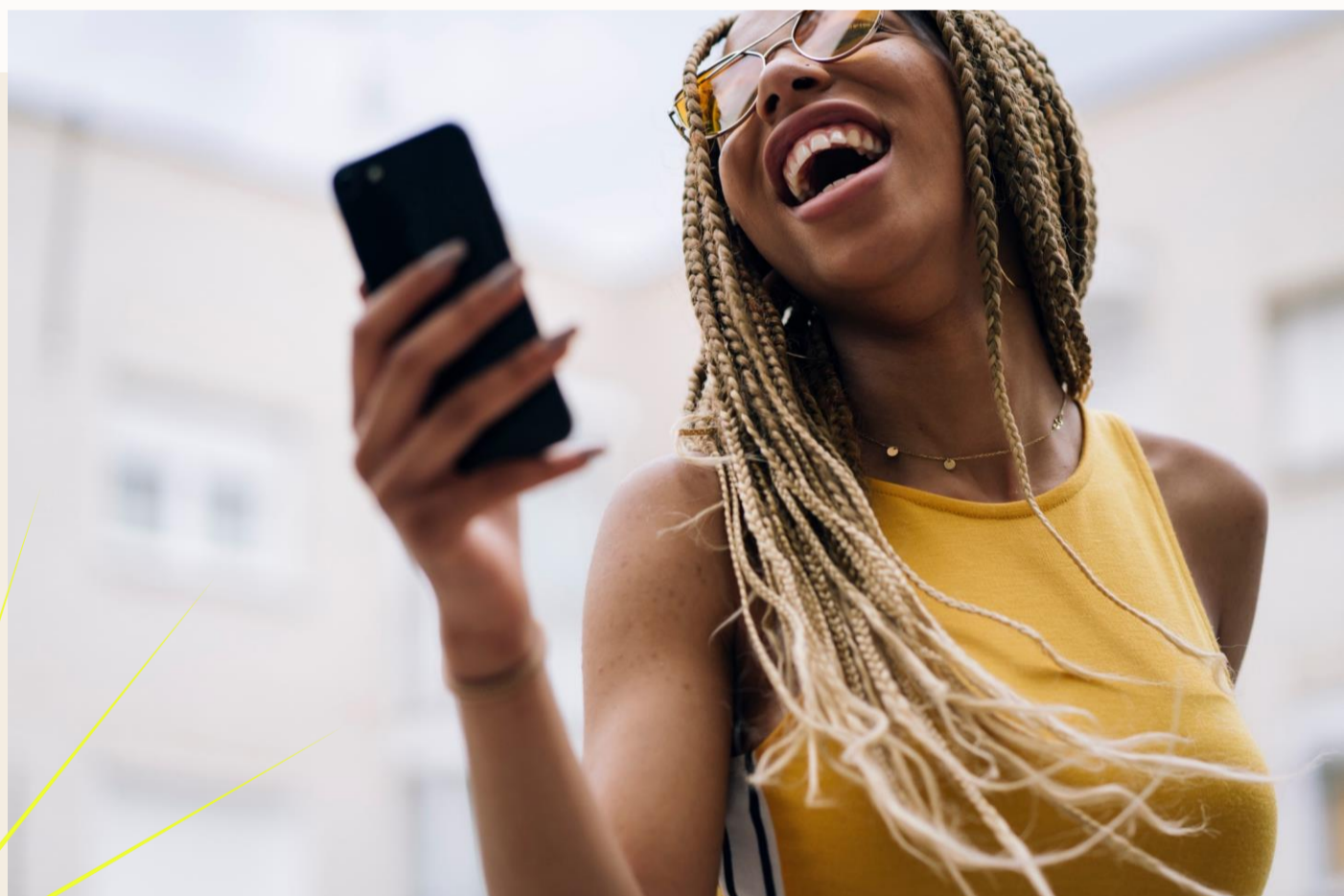
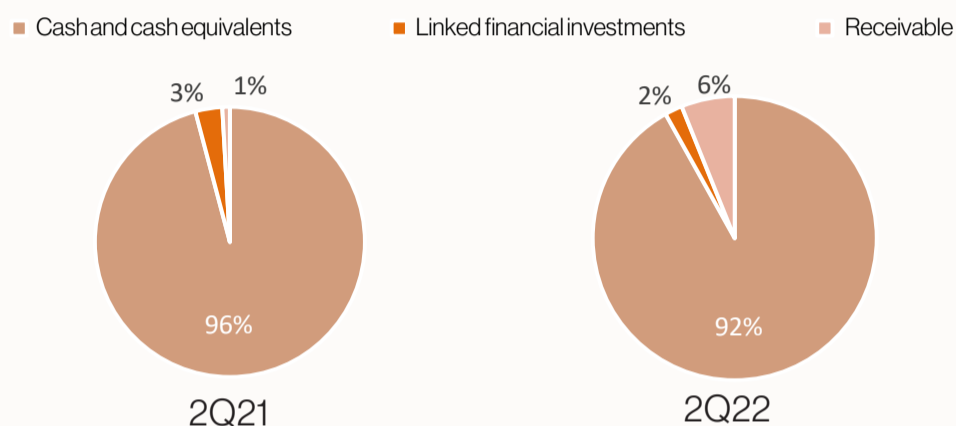
<sup>1</sup> Share-based compensation plan of R\$5.5 million in 2Q22, R\$7.8 in 1Q22 and R\$12.1 million in 2Q22, with no cash effect.

## CASH AND CASH EQUIVALENTS

in R\$ Million	06/30/22
Cash and cash equivalents	335.1
Linked financial investments	7.3
Receivable (immediate liquidity)	22.2
<b>Total</b>	<b>364.6</b>

The balance of the Company's cash and cash equivalents, financial investments, and receivables ended 2Q22 at R\$364.6 million.

It is worth mentioning that the "Receivable" account, which has immediate liquidity, increased in recent quarters as the Company chose to stop anticipating Enjoei's share in forward sales. As a result, the Receivable line increased from 1% of total cash and cash equivalents in 2Q21, to 6% in 2Q22.



APPENDIX 1:  
Income Statements – 2Q22 vs. 2Q21

R\$ thousand	2Q22	VA	2Q21	VA	HA (%)	HA (abs)
Gross revenue	42,239	113%	30,846	117%	37%	11,393
Deductions from revenue (taxes, returns, rebates)	(4,720)	-13%	(4,395)	-17%	7%	(325)
Net revenue	37,519	100%	26,451	100%	42%	11,068
Cost of services	(24,234)	-65%	(20,365)	-77%	19%	(3,869)
<b>Gross profit</b>	<b>13,285</b>	<b>35%</b>	<b>6,086</b>	<b>23%</b>	<b>118%</b>	<b>7,199</b>
<i>Gross margin</i>	<i>35.4%</i>	<i>-</i>	<i>23.0%</i>	<i>-</i>	<i>12.4 p.p.</i>	<i>-</i>
Advertising expenses	(10,448)	-28%	(15,102)	-57%	-31%	4,654
General and administrative	(22,011)	-59%	(21,507)	-81%	2%	(504)
Depreciation and amortization	(4,229)	-11%	(2,157)	-8%	96%	(2,072)
Other net operating income (expenses)	(1,926)	-5%	(566)	-2%	240%	(1,360)
Operating (revenue) expenses	(38,614)	-103%	(39,332)	-149%	-2%	718
<b>Operating loss before financial result</b>	<b>(25,329)</b>	<b>-68%</b>	<b>(33,246)</b>	<b>-126%</b>	<b>-24%</b>	<b>7,917</b>
Financial revenue	10,165	27%	4,150	16%	145%	6,015
Financial expense	(2,927)	-8%	(944)	-4%	210%	(1,983)
Net financial result	7,238	19%	3,206	12%	126%	4,032
<b>Loss before income and social contribution taxes</b>	<b>(18,091)</b>	<b>-48%</b>	<b>(30,040)</b>	<b>-114%</b>	<b>-40%</b>	<b>11,949</b>
Income tax and social contribution	-	0%	-	0%	-	-
<b>Loss for the period</b>	<b>(18,091)</b>	<b>-48%</b>	<b>(30,040)</b>	<b>-114%</b>	<b>-40%</b>	<b>11,949</b>
<b>EBITDA Reconciliation</b>						
<b>CVM Instruction 527</b>						
Operating loss before financial result	(25,329)	-68%	(33,246)	-126%	-24%	7,917
Depreciation and amortization	4,229	11%	2,157	8%	96%	2,072
EBITDA	(21,100)	-56%	(31,089)	-118%	-32%	9,989
Stock option compensation plan (SOP)	5,520	15%	12,105	46%	-54%	(7,806)
<b>ADJUSTED EBITDA</b>	<b>(15,580)</b>	<b>-42%</b>	<b>(18,984)</b>	<b>-72%</b>	<b>-18%</b>	<b>3,404</b>

## APPENDIX 2: Balance Sheet

R\$ thousand	06/30/2022	12/31/2021	HA (%)	HA (abs)
<b>Current assets</b>				
Cash and cash equivalents	335,070	382,542	-12%	(47,472)
Linked financial investments	7,302	9,193	-21%	(1,891)
Receivables	22,223	16,001	39%	6,222
Taxes recoverable	9,242	7,690	20%	1,552
Advances	3,385	719	371%	2,666
Prepaid expenses	2,831	2,400	18%	431
Related parties	1,166	-	-	1,166
Other assets	101	160	-37%	(59)
<b>Total current assets</b>	<b>381,320</b>	<b>418,705</b>	<b>-9%</b>	<b>(37,385)</b>
<b>Non-current assets</b>				
Linked financial investments	333	333	0%	-
Related parties	-	110	-100%	(110)
Fixed assets	9,017	10,580	-15%	(1,563)
Intangible assets	54,408	42,567	28%	11,841
<b>Total non-current assets</b>	<b>63,758</b>	<b>53,590</b>	<b>19%</b>	<b>10,168</b>
<b>Total assets</b>	<b>445,078</b>	<b>472,295</b>	<b>-6%</b>	<b>(27,217)</b>
<b>R\$ thousand</b>				
	<b>06/30/2022</b>	<b>12/31/2021</b>	<b>HA (%)</b>	<b>HA (abs)</b>
<b>Current liabilities</b>				
Suppliers	18,552	20,066	-8%	(1,514)
Labor and social security obligations	15,258	9,171	66%	6,087
Tax obligations	424	347	22%	77
Advances from clients	4,952	2,597	91%	2,355
Other payables	7,120	5,088	40%	2,032
Leasing	1,508	2,148	-30%	(640)
<b>Total current liabilities</b>	<b>47,814</b>	<b>39,417</b>	<b>21%</b>	<b>8,397</b>
<b>Non-current liabilities</b>				
Leasing	4,425	5,605	-21%	(1,180)
Provision for contingencies	2,927	2,712	8%	215
<b>Total non-current liabilities</b>	<b>7,352</b>	<b>8,317</b>	<b>-12%</b>	<b>(965)</b>
<b>Equity</b>				
Share capital	591,775	591,506	0%	269
Advance for future capital increase	974	-	-	974
Capital reserves	70,935	57,610	23%	13,325
Accumulated losses	(273,772)	(224,555)	22%	(49,217)
<b>Total equity</b>	<b>389,912</b>	<b>424,561</b>	<b>-8%</b>	<b>(34,649)</b>
<b>Total liabilities and equity</b>	<b>445,078</b>	<b>472,295</b>	<b>-6%</b>	<b>(27,217)</b>

## APPENDIX 3: Cash Flow Statement

R\$ thousand	06/30/2022	12/31/2021	HA (%)	HA (abs)
<b>From operating activities</b>				
Net loss for the period	(49,217)	(61,815)	-20%	12,598
<b>Adjustments for:</b>				
Depreciation and amortization	8,071	4,100	97%	3,971
Net write-off and adjustments to fixed and intangible assets	88	408	-78%	(320)
Provision for contingencies	215	-	-	215
Share-based compensation plan	13,325	30,790	-57%	(17,465)
Chargeback loss forecast	76	72	6%	4
Interest expenses	198	178	11%	20
	(27,244)	(26,267)	4%	(977)
<b>Decrease (increase) in assets</b>				
Linked financial investments	1,891	1,754	8%	137
Receivables	(6,298)	(4,162)	51%	(2,136)
Advances	(2,484)	(2,491)	0%	7
Taxes recoverable	(1,552)	(1,738)	-11%	186
Related parties	(1,056)	(7,123)	-85%	6,067
Prepaid expenses	(431)	-	-	(431)
Others	59	(415)	-114%	474
<b>Decrease (increase) in liabilities</b>				
Suppliers	(1,934)	2,305	-184%	(4,239)
Labor obligations	6,087	5,676	7%	411
Tax obligations	77	(612)	-113%	689
Advances of receivables	-	(4,698)	-100%	4,698
Advances from clients	2,355	-	-	2,355
Other payables	2,032	145	1301%	1,887
<b>Net cash used in operating activities</b>	<b>(28,498)</b>	<b>(37,626)</b>	<b>-24%</b>	<b>9,128</b>
<b>Cash flow from investing activities</b>				
Acquisition of fixed assets	(406)	(821)	-51%	415
Acquisition of intangible assets	(18,446)	(13,973)	32%	(4,473)
<b>Net cash used in investing activities</b>	<b>(18,852)</b>	<b>(14,794)</b>	<b>27%</b>	<b>(4,058)</b>
<b>Cash flow from financing activities</b>				
Capital increase	269	1,265	-79%	(996)
(-) Share issue expenses	-	(1,132)	-100%	1,132
Lease payment	(1,365)	(515)	165%	(850)
Advances	974	-	-	974
<b>Net cash (used) generated in financing activities</b>	<b>(122)</b>	<b>(382)</b>	<b>-68%</b>	<b>260</b>
Increase (decrease) in cash and cash equivalents, net	(47,472)	(52,802)	-10%	(5,330)
<b>Cash and cash equivalents</b>				
Beginning of period	382,542	486,707	-21%	(104,165)
End of period	335,070	433,905	-23%	(98,835)
<b>Increase (decrease) in cash and cash equivalents, net</b>	<b>(47,472)</b>	<b>(52,802)</b>	<b>-10%</b>	<b>5,330</b>



## DEFINITIONS

### GMV

The definition of GMV represents the total transaction value, paid in BRL, for the purchase of products or services provided and carried out successfully, through the payment methods offered in the platform at the time of checkout. Transactions that are immediately rejected for any reason by payment processing institutions are not considered to be successful. Transactions that may subsequently be rejected by the platform as a result of security checks after confirmation of payment, or by refund to users, which may occur in cases of exercising the right to withdraw from the purchase and/or service provided, are not removed from the calculation. Transactions above values considered outside the consumption standard in relation to the product categories of the platform are removed from the GMV calculation.

### Gross Billings

Gross Billings correspond to the portion of GMV retained by Enjoei in transactions on our platform and may be expressed as a percentage by the Take Rate.

*GMV and Gross Billings are non-accounting measures according to the accounting practices adopted in Brazil (BR GAAP) or International Financial Reporting Standards (IFRS), issued by the International Accounting Standard Board (IASB), and, therefore, do not have a standard meaning and may not correspond to measures with similar nomenclature disclosed by other companies.*

### EBITDA

EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) is a non-accounting measurement prepared by Enjoei, in line with CVM Instruction 527/2012.

### New buyer

New buyer refers to the user who made a first purchase on the platform within the indicated period, or who made purchases after 18 months of inactivity.

### Active buyer

Active buyer refers to the user who has made at least one purchase in the last 12 months.

### New seller

New seller refers to the user who made a first listing on the platform.

### Active seller

Active seller refers to the user who has published at least one product on the platform in the last 12 months.



## 2Q22 EARNINGS CONFERENCE CALL

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Friday, August 12, 2022

3:00 p.m. (Brasília)

4:00 p.m. (New York)

[Click here](#) to register for the Webcast via Zoom.

(In Portuguese with simultaneous translation into English)

For dial-in connections, please register using the link above and dial the number sent to you by email.