

results
presentation

4Q22

MESSAGE FROM MANAGEMENT

enjoie!

2022 highlights

- **Total GMV grew by 32% y/y** and Fashion GMV grew by 42% y/y in 2022
- **Take Rate increased 6.8 p.p.** in 4Q22 vs 4Q21, reaching 26.7%
- **Gross Profit rose 75% y/y** in 2022 and 64% y/y in 4Q22 vs 4Q21
- **Gross Margin increased 10,9 p.p.** in 4Q22 vs 4Q21, reaching 37.1%
- **Gross Profit covered 110% of G&A** in 4Q22

net revenue
2022

139 mi

(R\$106 million in 2021)

gross profit
2022

49 mi

(R\$27.7 million in 2021)

gross margin
4Q22

37,1%

(26.2% in 4Q21)

G&A coverage
by gross profit 4Q22

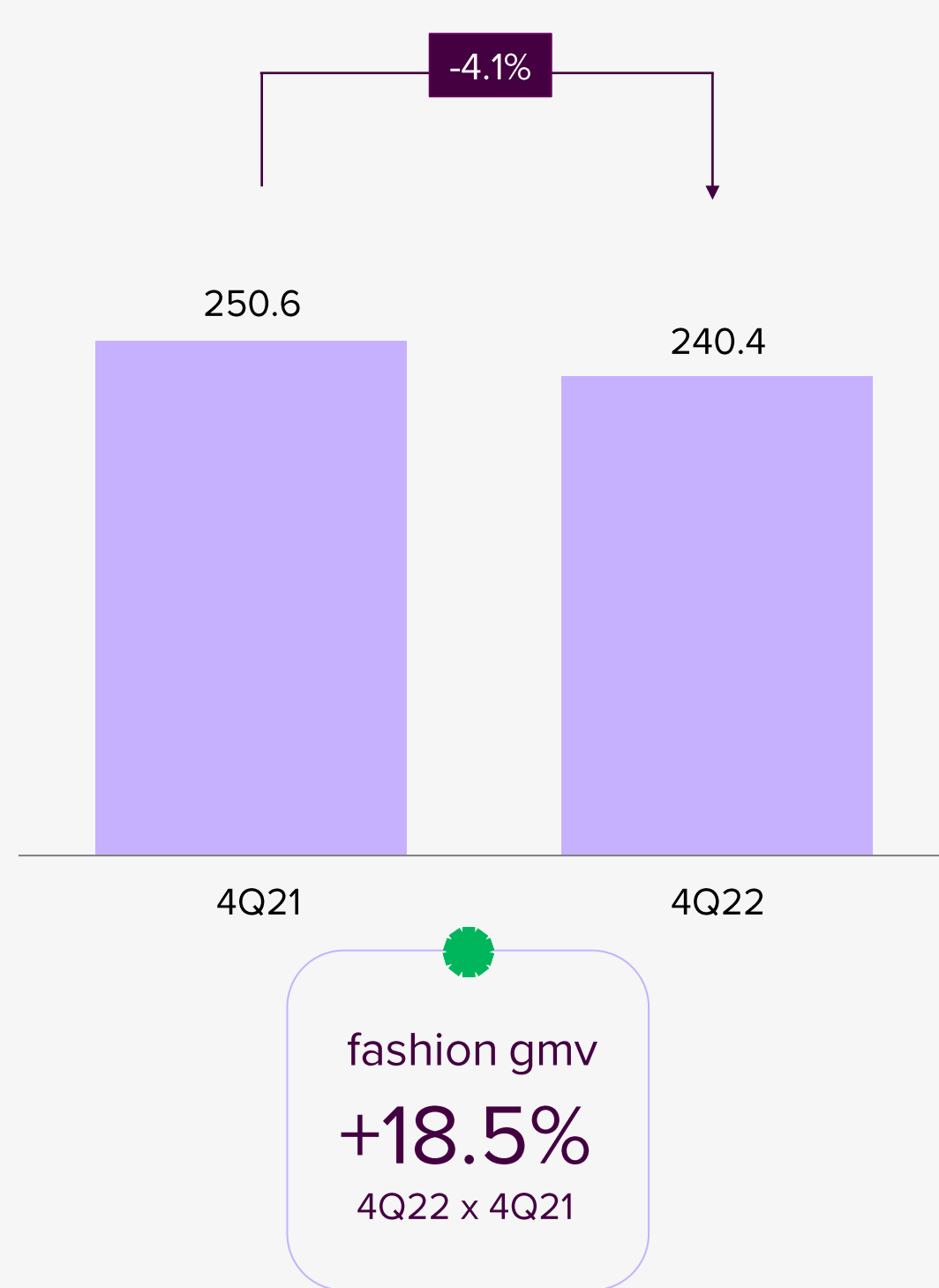
110%

(56% in 4Q21)



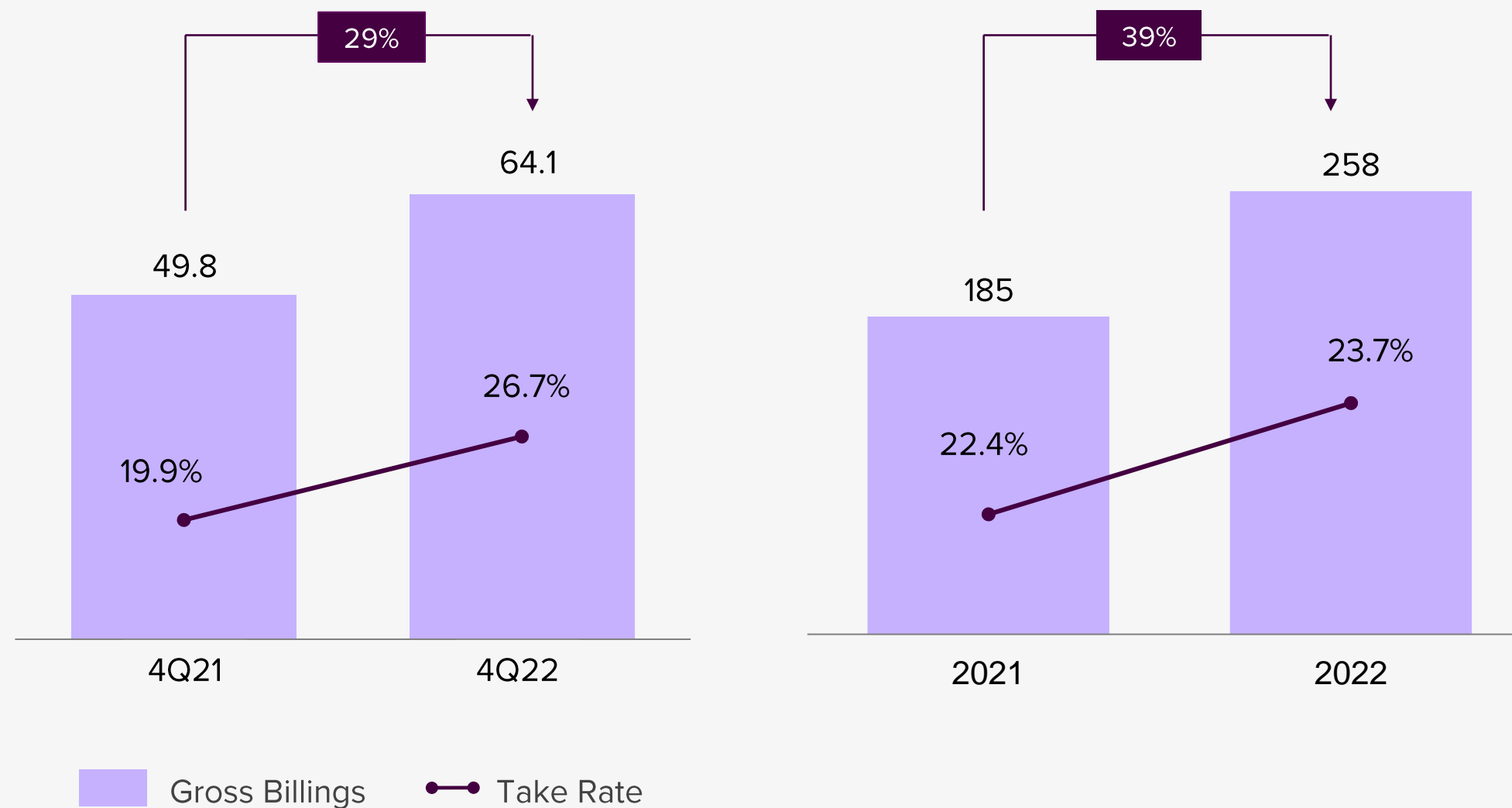
total gmv

(in R\$ million)



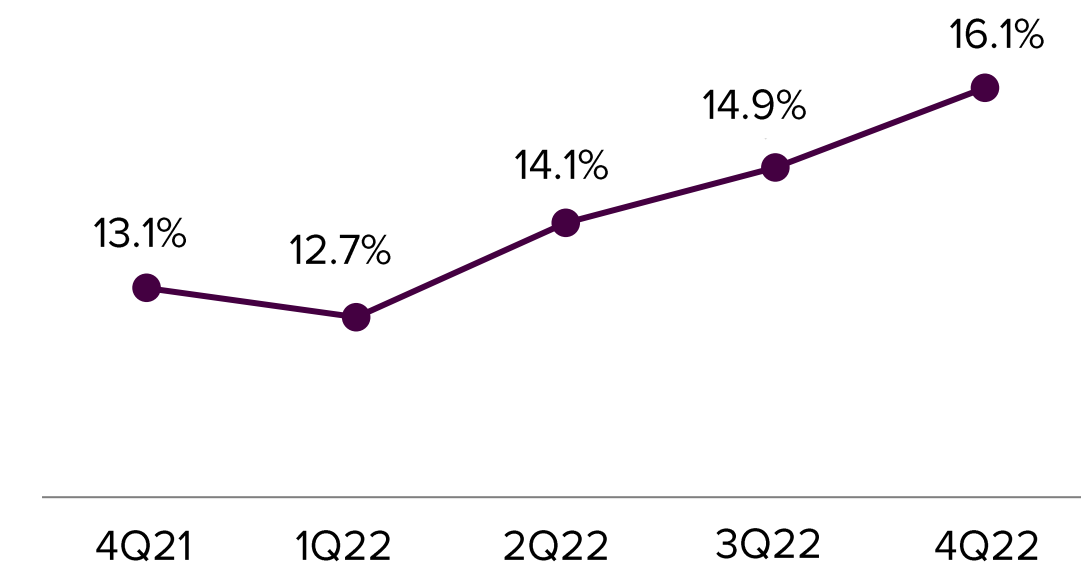
gross billings & take rate

(in R\$ million)



net take rate

(gross revenue / gmv)



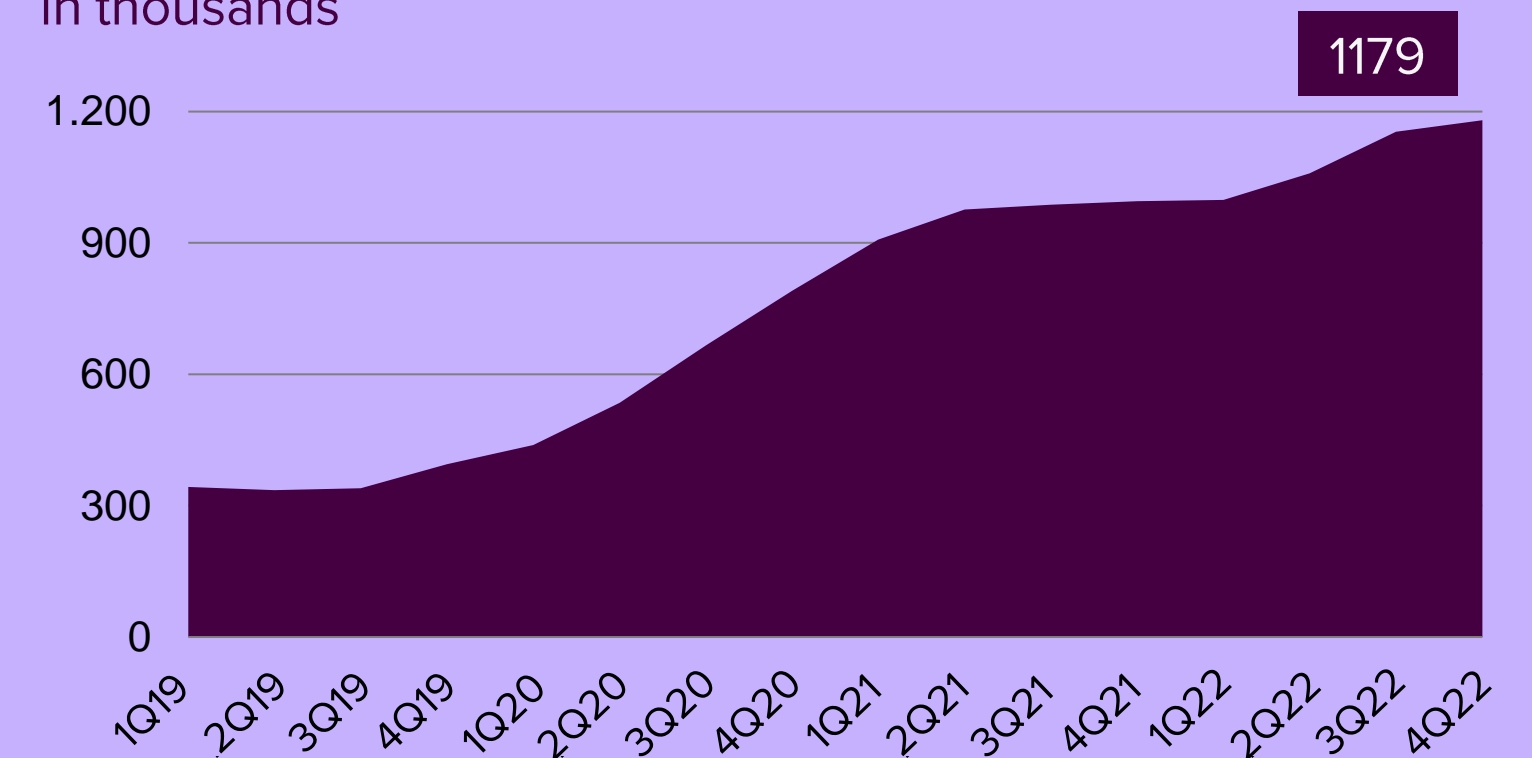
buyers

new buyers

2022K

active buyers

in thousands



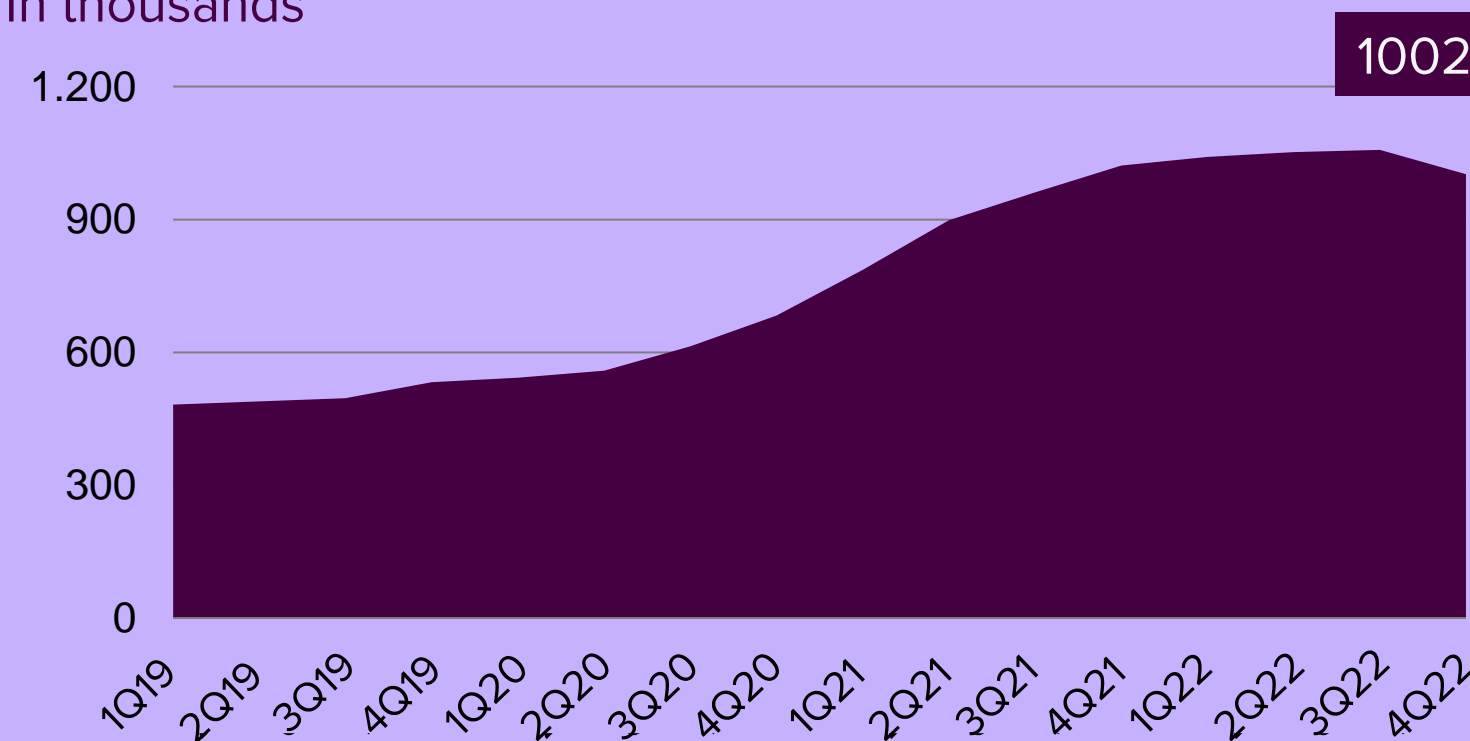
sellers

new sellers

136_K

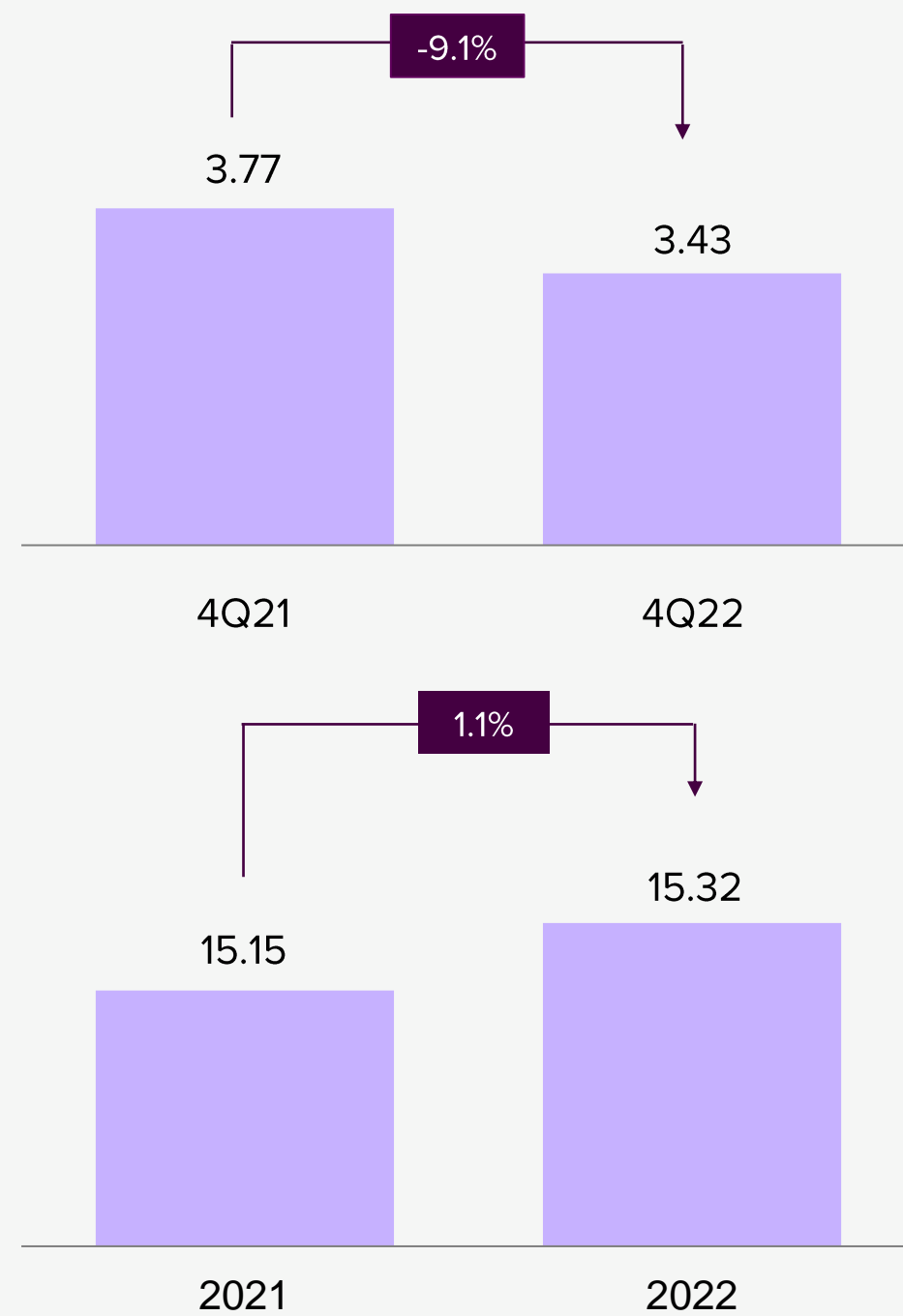
active sellers

in thousands

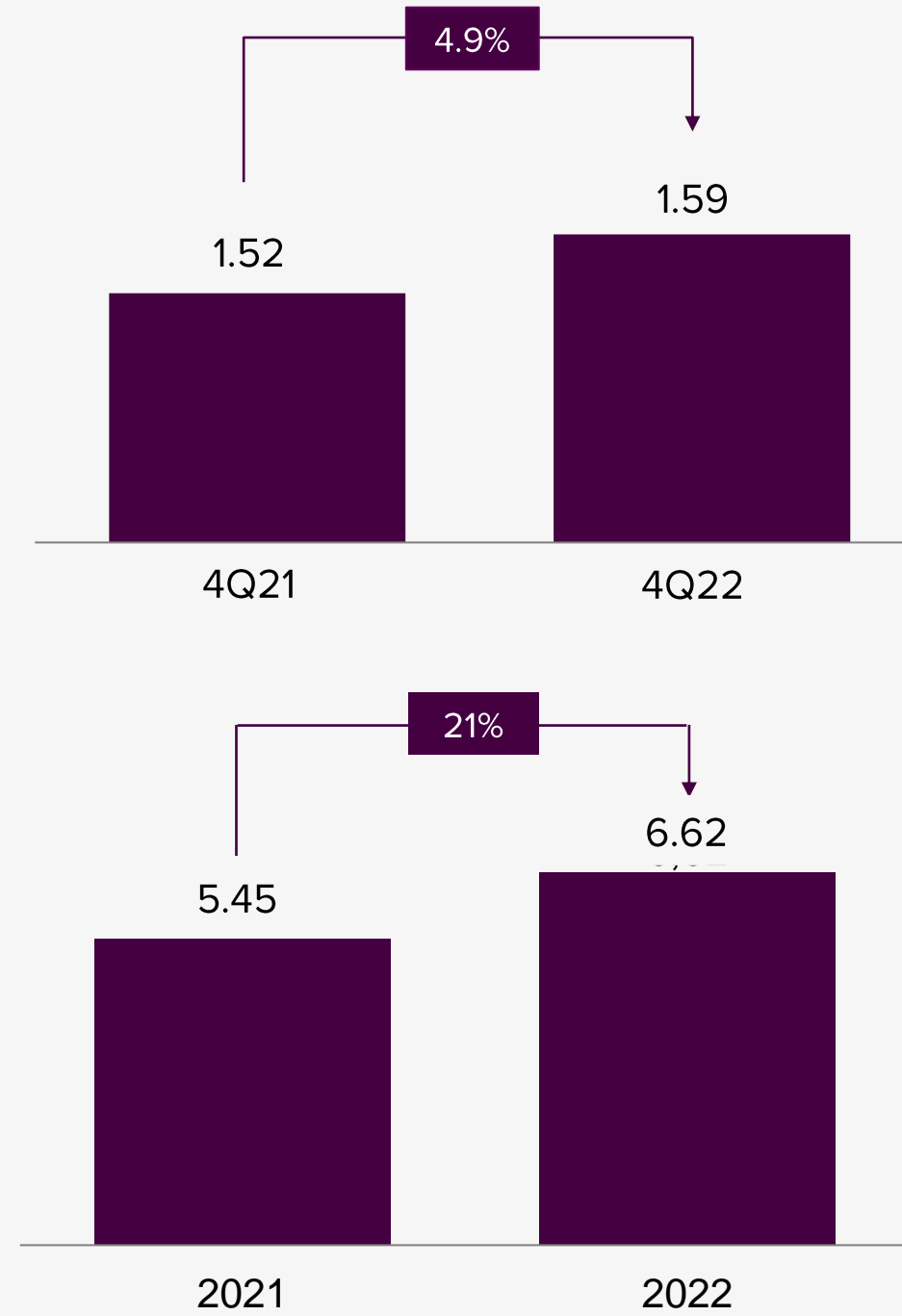


inventory

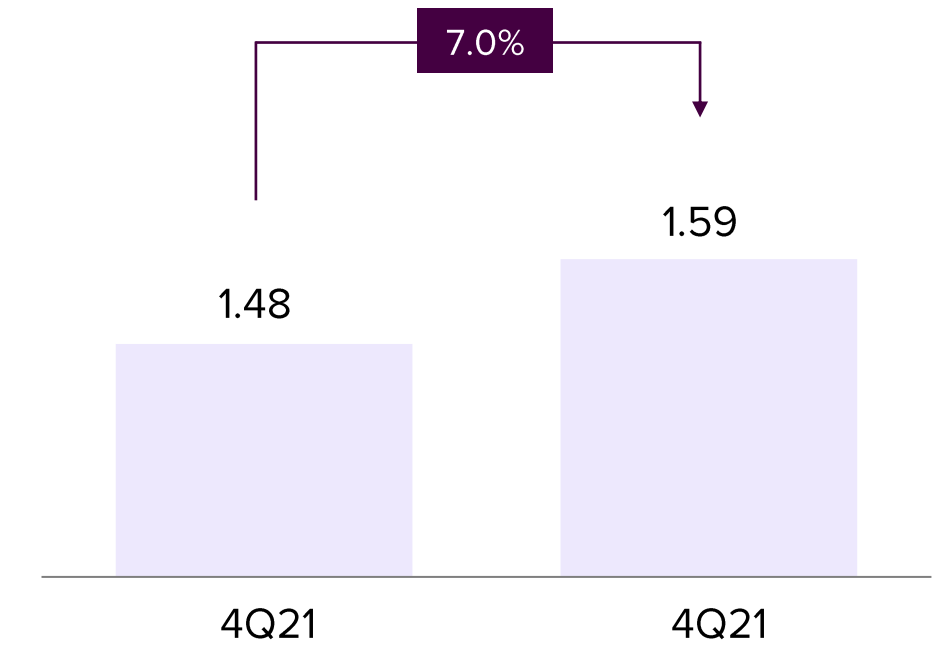
products listed
in million



items traded
in million



items traded
by active seller



ENJOEI PRO

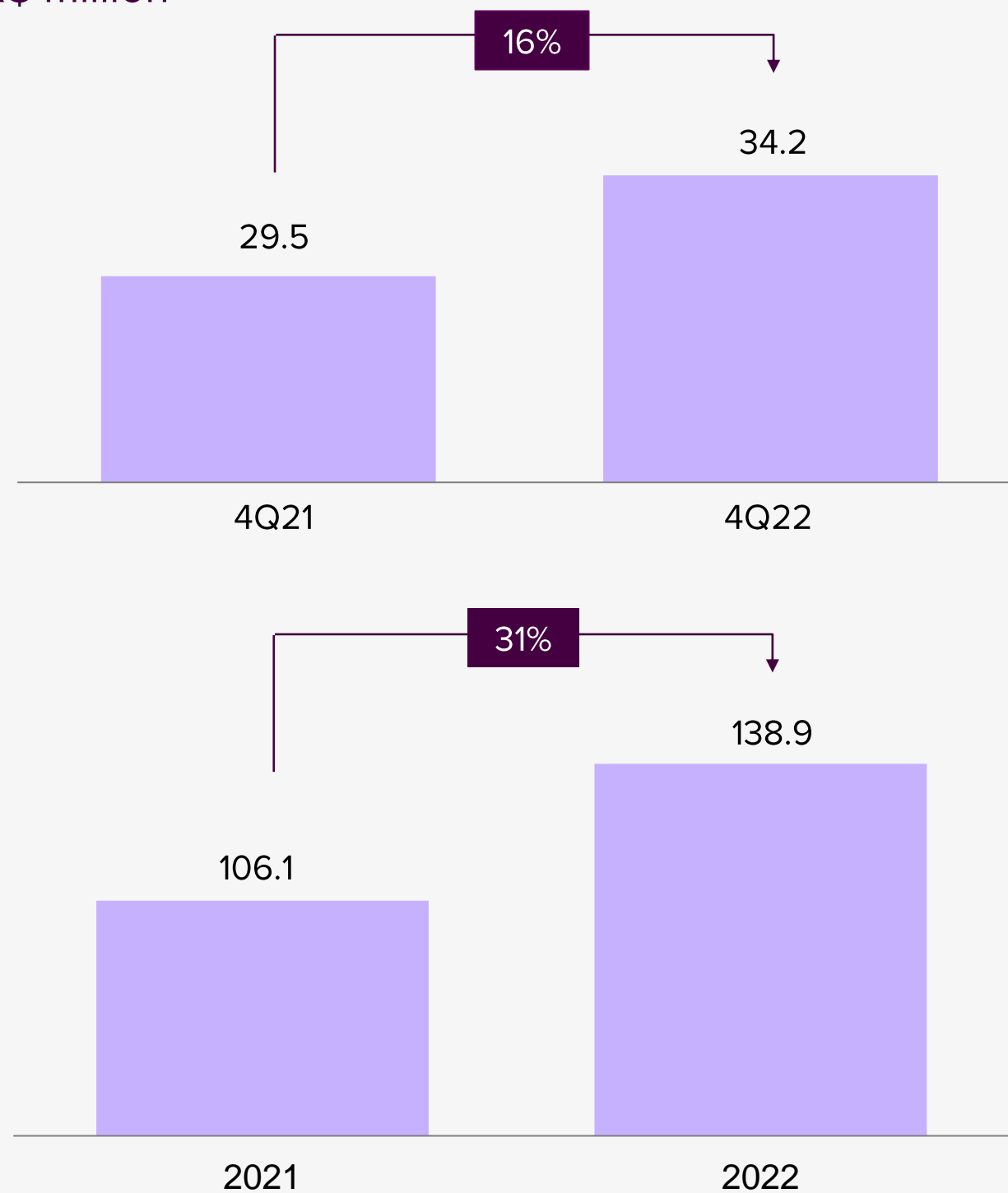
In 4Q22, Enjoei PRO's GMV grew by 86% y/y, that is, above that recorded by Enjoei's consolidated results, increasing its share in the total volume traded on the platform. In terms of inventory, the growth was 79% YoY. Also in 4Q22, we made investments in Enjoei Pro's studios to improve the quality of product images and increase the productivity of items registration.

CUSTOMER SERVICE

Throughout 2022, we continued to present consistent improvements in customer service by reducing the average time of first response by 25%, increased by 35% the total rate of resolutions in up to 48 hours, were rated as "good" on Reclame Aqui (a Brazilian customer advocacy website) and reduced our defect rate by 27%.

net revenue

in R\$ million



cost of services

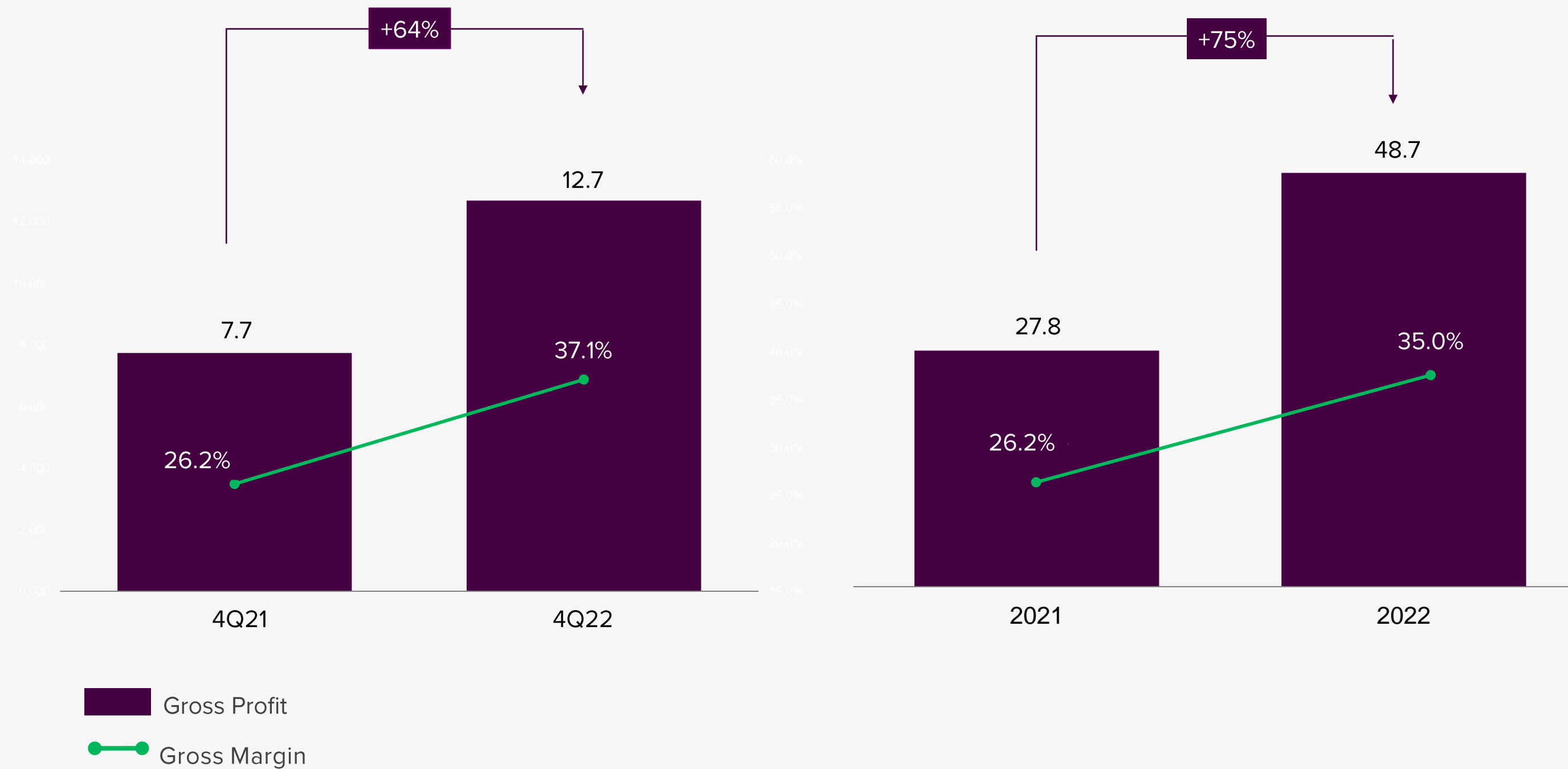
in R\$ million



- Shipping/Logistics
- Transactions fee
- Tecnology

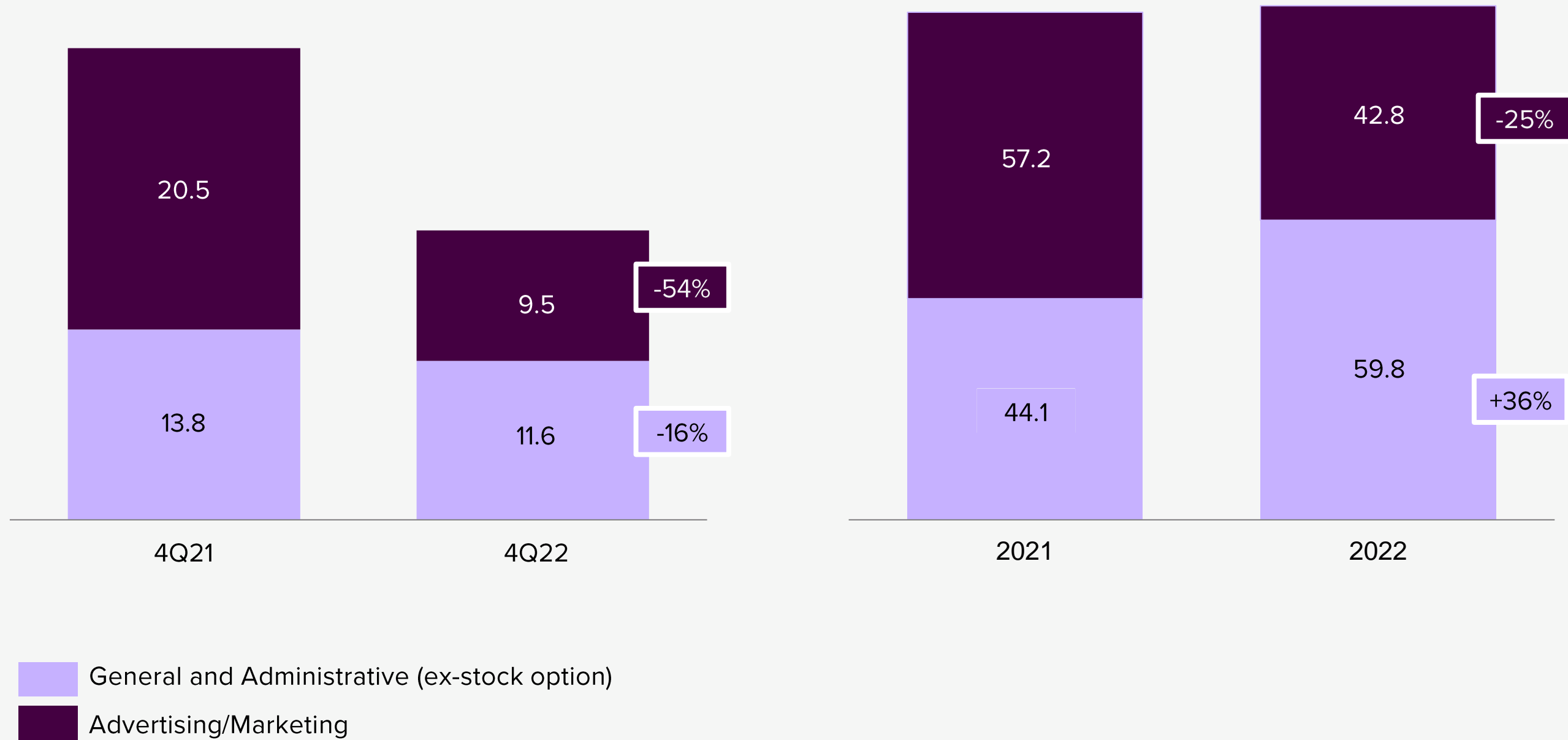
gross profit

in R\$ million



operational expenses

in R\$ million

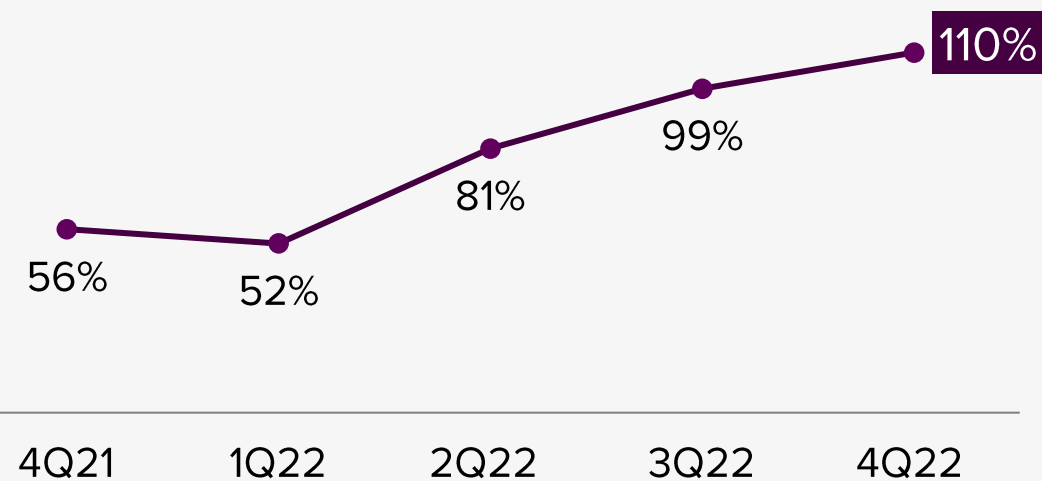


g&a expenses

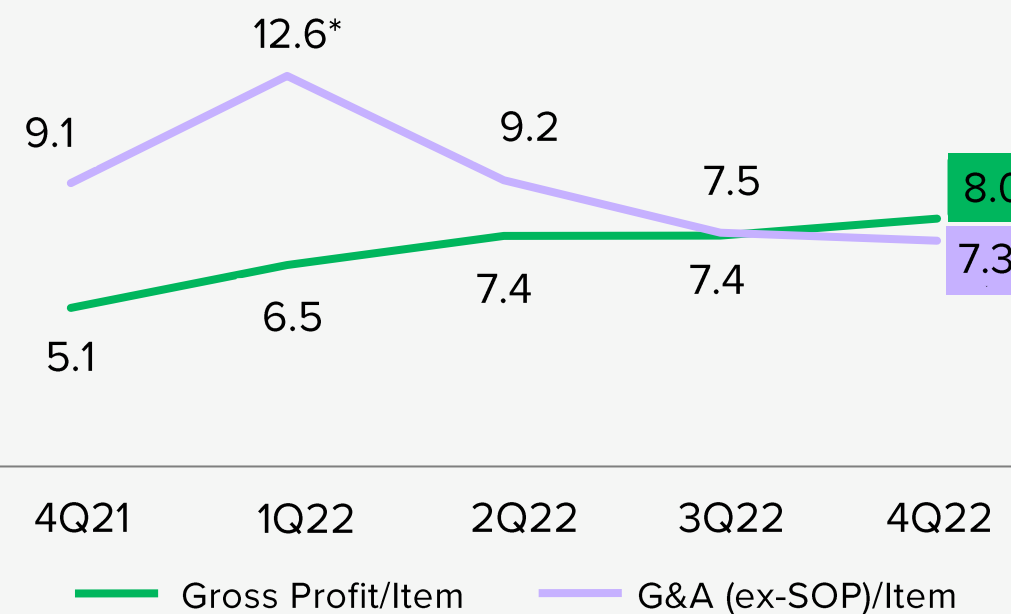
General and Administrative Expenses (R\$ 000')	4Q22	4Q21	AH (%)	2022	2021	AH (%)
Share-based compensation plan (SOP)	(4.281)	(7.344)	-42%	(21.538)	(46.070)	-53%
Salaries and social charges	(6.763)	(7.052)	-4%	(33.569)	(25.349)	32%
Tecnology services	(2.405)	(3.136)	-23%	(12.630)	(9.005)	40%
Consulting and outsourcing	(1.822)	(2.780)	-34%	(11.857)	(6.964)	70%
Others	(566)	(1000)	-43%	(1.770)	(2.666)	-34%
Total	(15.837)	(21.312)	-26%	(81.364)	(90.054)	-10%
Total ex-share-based compensation plan (SOP)	(11.556)	(13.968)	-17%	(59.826)	(43.984)	36%

g&a coverage by gross profit

G&A (ex-SOP) / Gross Profit



In R\$

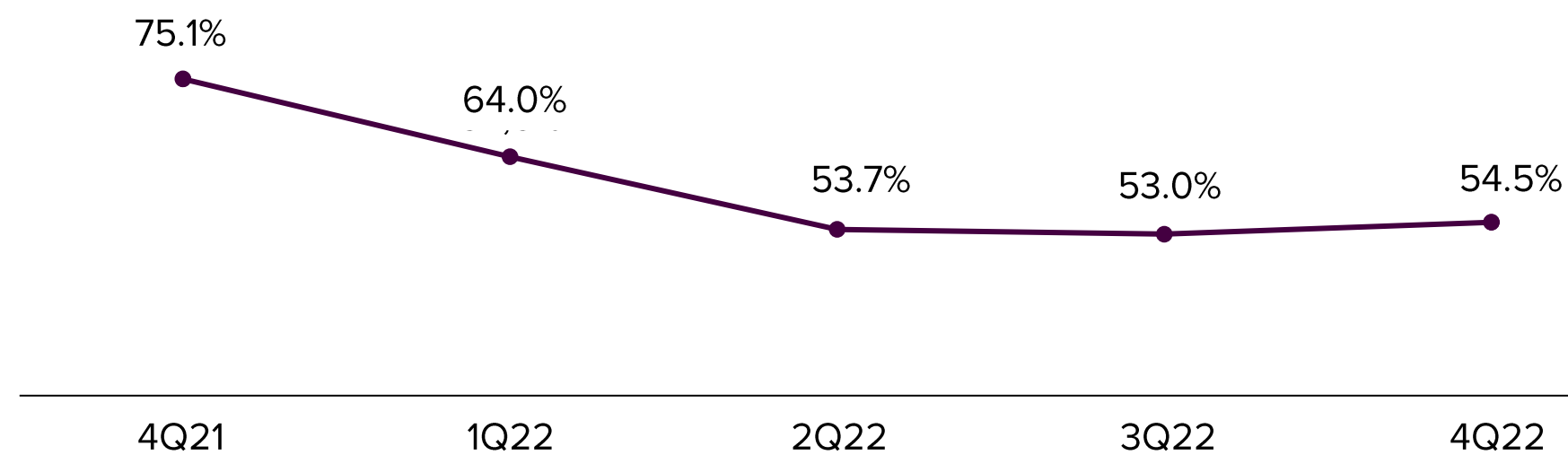


*Impacted by one-off strategic consulting expense

advertising expenses

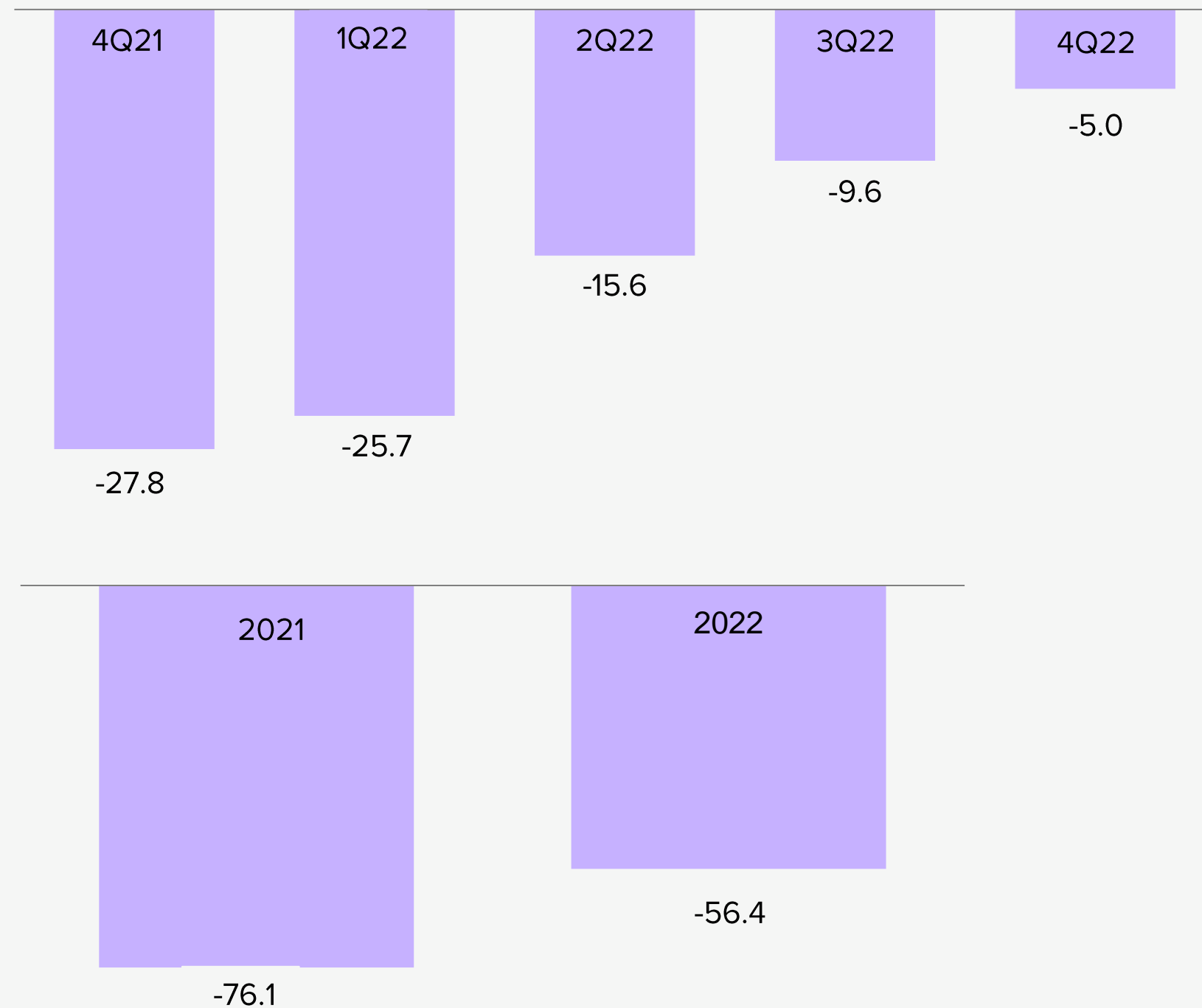
Marketing expenses (R\$ thousands)	4Q22	4Q21	AH (%)	2022	2021	AH (%)
Offline Media (branding)	387	(7.980)	-105%	(3.984)	(21.390)	-81%
Online Media (performance)	(9.975)	(10.316)	-3,3%	(38.249)	(32.312)	18%
Others	109	(2.161)	-105%	(556)	(3.495)	-84%
Total	(9.479)	(20.457)	-54%	(42.789)	(57.197)	-25%

marketing+incentives % gross billings



adjusted ebitda

in R\$ million



cash and cash equivalents

In R\$ Million	30/09/22	31/12/2022	Δ abs
Cash and cash equivalents	321.7	309.1	-12.6
Receivable (immediate liquidity)	22.4	20.8	-1.6
Total	344.1	329.9	-14.2

EBITDA Adjustments: Share-based compensation plan (SOP) of R\$4.2 million in 4Q22, R\$3.9 million in 3Q22, R\$5.5 million in 2Q22, R\$7.8 million in 1Q22, and R\$7.3 million in 4Q21, with no cash effect and reversal of other non-recurring expenses of R\$1.4 million in 4Q21, referring to the write-off of fixed assets due to the renovation in the city of Barueri (SP).

Q&a



ANA LU MCLAREN

Chairwoman board of Directors



TIÊ LIMA

CEO



GUILHERME ALMEIDA

CFO and IR Director