



GRUPOTECHNOS

1Q22 RESULTS



TECHNOS

Condor



mormaii

EURC

FOSSIL

MICHAEL KORS

TOUCH

Allora

# SCHEDULE



**1. Destaques do Trimestre**  
Daniela Pires

**2. Resultados Financeiros**  
Luís Ricardo

**3. Evolução Financeira**  
Luís Ricardo

**4. Q&A**

# 1Q22 HIGHLIGHTS



**Net Revenue**  
R\$62,3M

Growth of 43,4% of  
**Net Revenue** versus 1Q21

**Sales average  
price**  
R\$182

Increase of 4,7% on **sales  
average price** and 40% on  
**volume** versus 1Q21

**Gross margin**  
51,3%

Growth of 2,4p.p on **gross  
margin** and 50,4% on  
**gross profit** versus 1Q21

**SG&A**  
R\$27,5M

Increase of 21,2%, on  
**SG&A expenses** versus o  
1Q21

**Adjusted EBITDA**  
R\$8,6M

Increase of 583,1% on  
**Adjusted EBITDA** and 10,9p.p  
on **adjusted EBITDA margin**  
versus 1Q21

**Net Debt**  
R\$42,7M

**Dívida Líquida**  
0,6x Adjusted EBITDA

# SCHEDULE



**1. 1Q22 HIGHLIGHTS**  
Daniela Pires

**2. 1Q22 RESULTS**  
Luís Ricardo

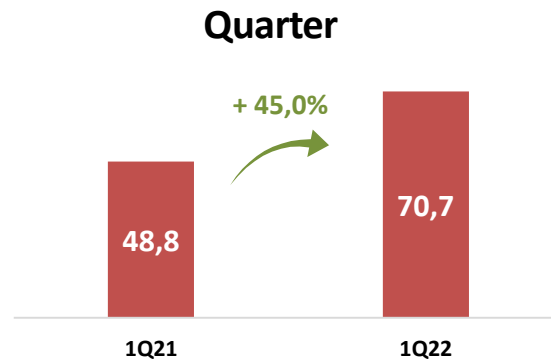
**3. Financials Evolution**  
Luís Ricardo

**4. Q&A**

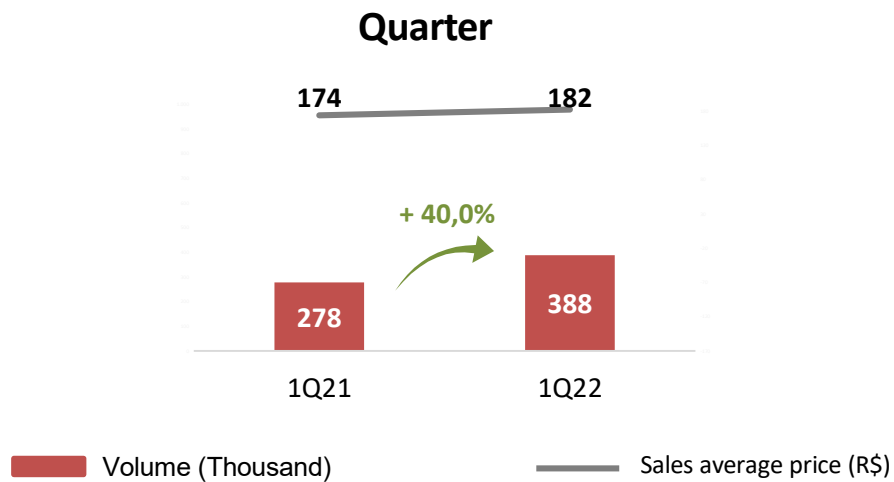
# 1Q22 RESULTS



## Gross Revenue (R\$M)



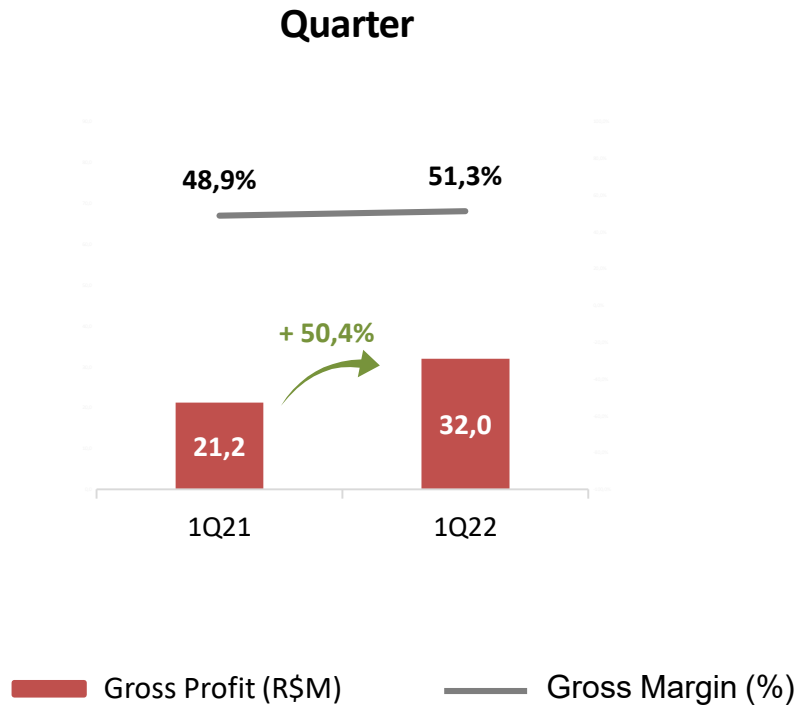
## Volume and Sales average price



# 1Q22 RESULTS



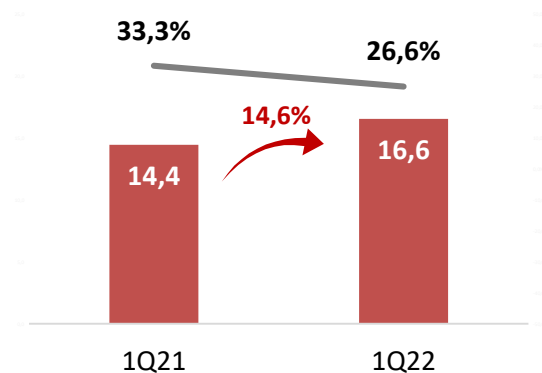
## Gross Profit (R\$M) and Gross Margin



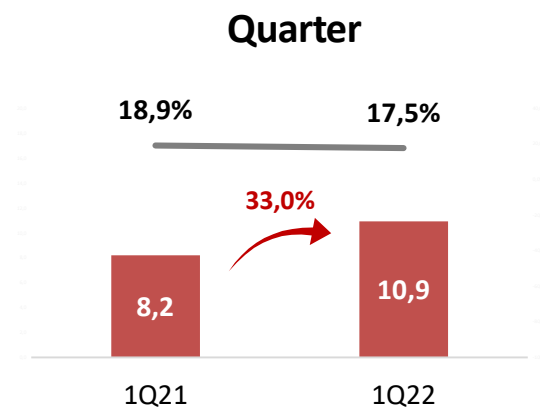
# 1Q22 RESULTS



## Sales Expenses (R\$) Quarter



## Administrative Expenses (R\$) Quarter



Expenses(R\$M)

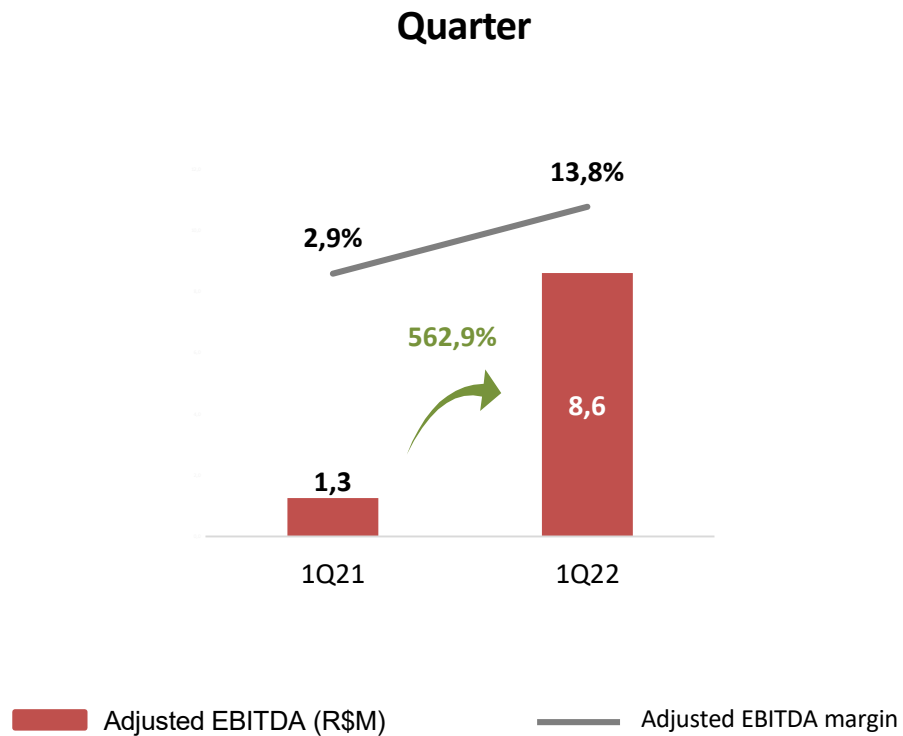
% of Net Revenue



# 1Q22 RESULTS



## Adjusted EBITDA (R\$M) e Adjusted EBITDA Margin (%)





# 1Q22 RESULTS



## Working Capital

R\$ millions	1Q21	Days	1Q22	Days
(+) Accounts receivables	97,8	143	123,0	133
(+) Inventories	91,1	253	126,1	289
(-) Accounts payables	26,5	74	46,7	107
<b>(=) Working Capital</b>	<b>162,4</b>	<b>322</b>	<b>202,4</b>	<b>315</b>



# 1Q22 RESULTS



## Cash and Net debt

R\$ millions	1Q21	4Q21	1Q22
Net Debt	(137,7)	(133,7)	(130,8)
(-) Cash	105,9	97,3	88,1
(=) (Debt)/Cash net	(31,8)	(36,4)	(42,7)



- Net debt for the quarter increased R\$ **6.4** million versus the position of 4Q21, due to the payment of dividends of R\$ **6.0** million
- Compared to the first quarter of 2021, net debt increased R\$ **10.9** million, mainly due to the investment of a portion of the cash balance in rebuilding of inventories, as well as dividends paid in 2022

# SCHEDULE



**1. 1Q22 HIGHLIGHTS**  
Daniela Pires

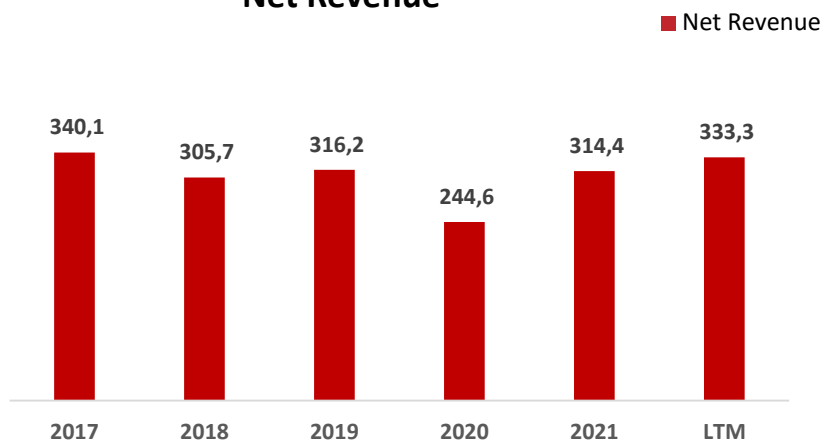
**2. 1Q22 RESULTS**  
Luís Ricardo

**3. Financials Evolution**  
Luís Ricardo

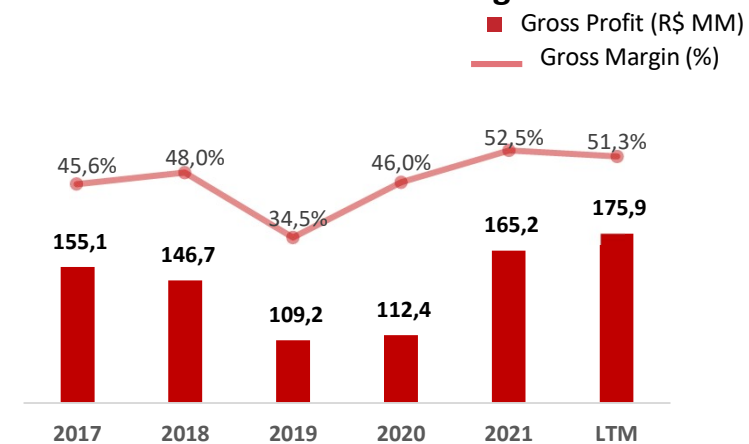
**4. Q&A**

# Financials Evolution

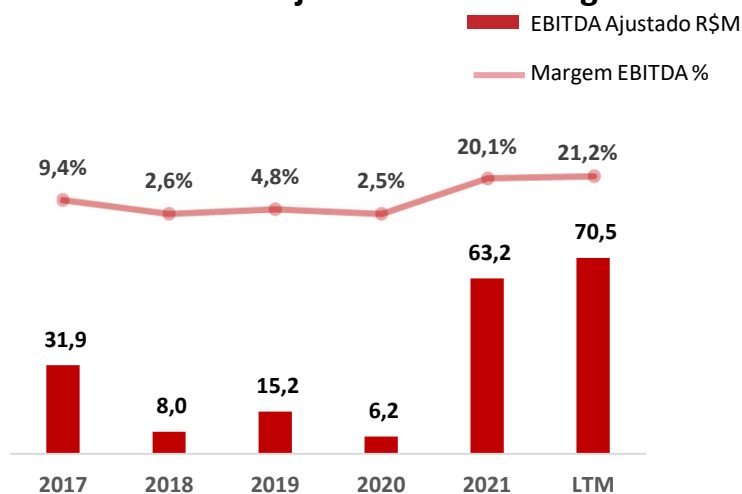
## Net Revenue



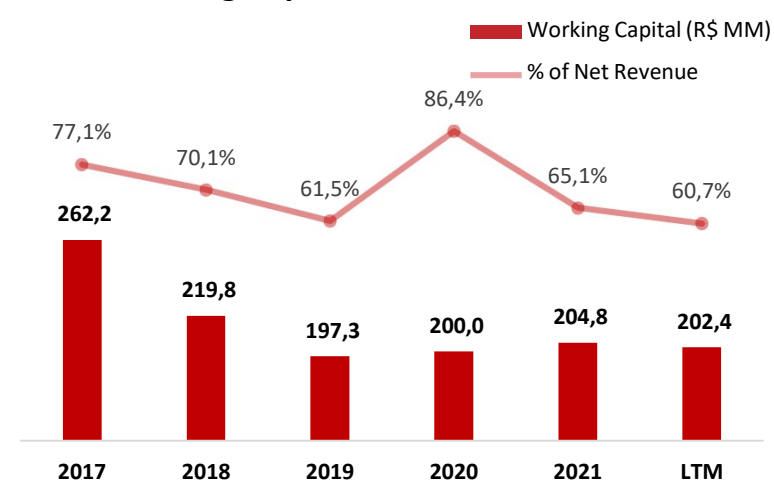
## Gross Profit and Gross Margin



## Adjusted EBITDA and Adjusted EBITDA Margin



## Working Capital and % of Net Revenue



# SCHEDULE



## 1. 1Q22 HIGHLIGHTS

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