



GRUPOTECHNOS

2Q21 RESULTS



TECHNOS

Condor



mormai

-EURC-

FOSSIL

MICHAEL KORS

TOUCH

Allora

AGENDA



1. 2Q21 HIGHLIGHTS

Daniela Pires

2. 2Q21 RESULTS

Luís Ricardo

3. Evolution of the Turnaround

Luís Ricardo

4. Q&A



2Q21 HIGHLIGHTS



Net revenue
R\$75.6M

Net revenue increased by 329.2% compared to 2Q20

Sales Average price
R\$189

Sales Average price increased by 12,4% and sales volume increased by 243,7% compared to 2Q20

Gross margin
55,4%

Gross margin increased by 34.8p.p. and **gross profit** by 1.054.4% compared to 2Q20

SG&A
R\$24.6M

Increased by 17.2% compared to 2Q20

Adjusted EBITDA
R\$17.5M

The best performance since 2016

Net debt
R\$24.9M

Net Debt equivalent to 0.5X EBITDA Adjusted LTM

AGENDA



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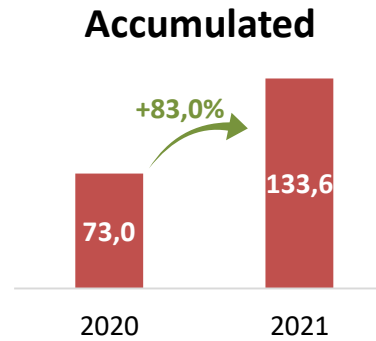
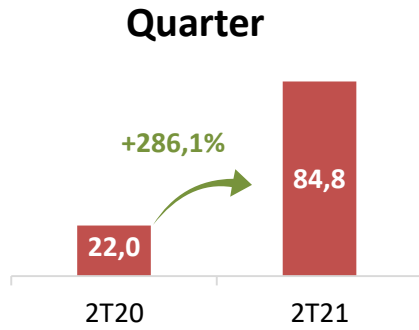
3. Evolution of the Turnaround
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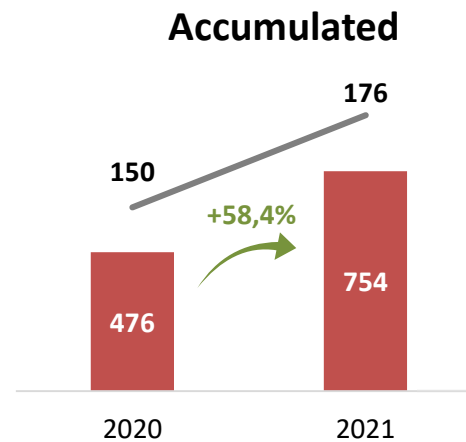
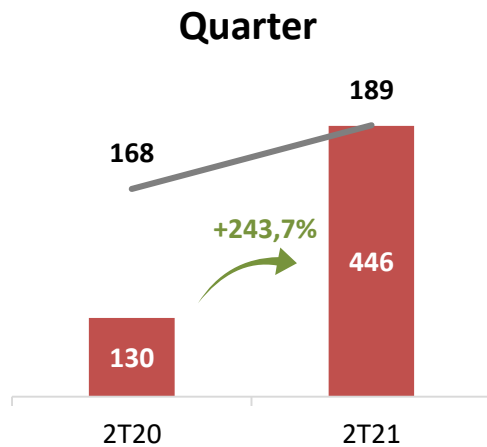
2Q21 RESULTS



Gross Revenue (R\$M)



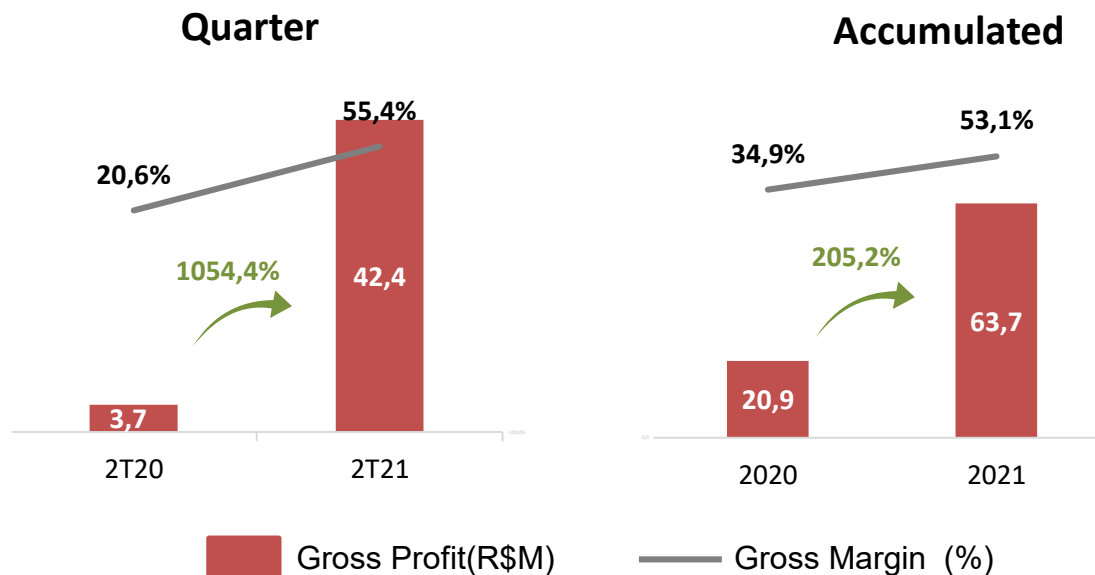
Volume of watches vs. Average price



2Q21 RESULTS



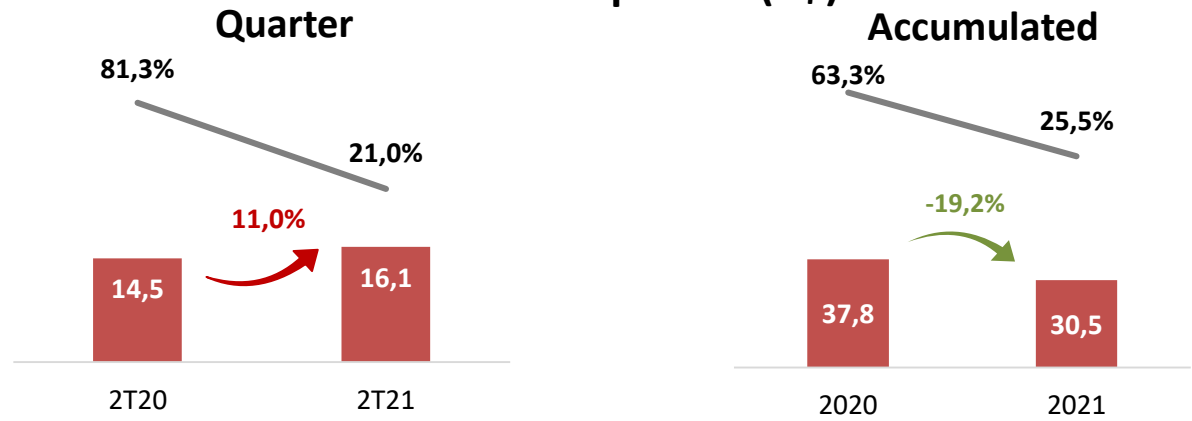
Gross Profit (R\$M) and Gross Margin



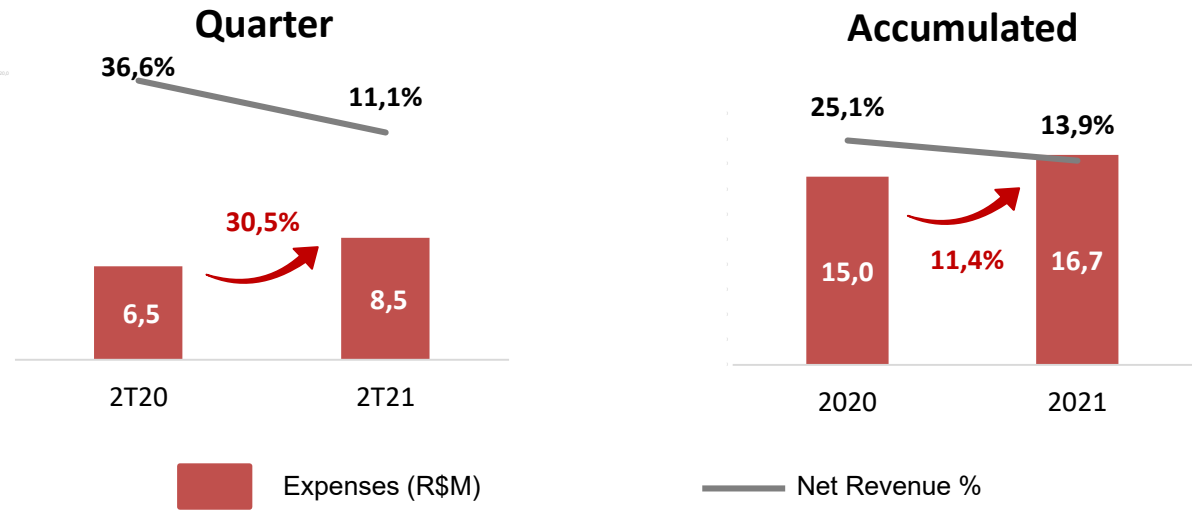
2Q21 RESULTS



Sales Expenses (R\$)



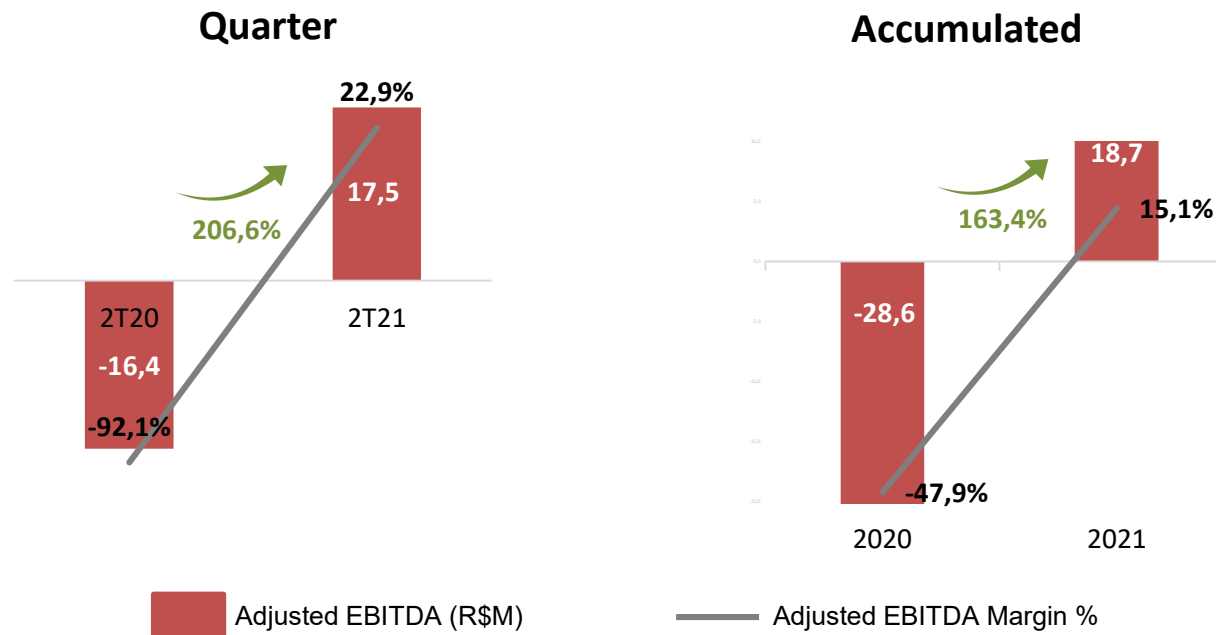
Administrative Expenses (R\$)



2Q21 RESULTS



Adjusted EBITDA (R\$M) and Adjusted EBITDA Margin (%)



2Q21 RESULTS



Working Capital

R\$ Million	2Q20	Days	2Q21	Days
(+) Accounts receivable	81,4	123	101,1	119
(+) Inventories	139,5	372	104,1	250
(-) Accounts payable	52,4	140	33,5	81
(=) Working capital	168,5	356	171,7	289



2Q21 RESULTS



Net cash

R\$ Million	2Q20	1Q21	2Q21
Gross debt	(129,8)	(137,7)	(136,5)
(-) Cash	68,1	105,9	111,6
(=) (Debt)/Net cash	(61,6)	(31,8)	(24,9)



- Decreased of R\$6.9M compared to March 31, 2021
- Compared to 2Q20, decreased of R\$38.6M Debt/Net Cash
- Redução de Dívida Líquida foi possível pela combinação da melhora de performance dos últimos 12 meses e as ações de preservação de caixa e redução de saídas.

AGENDA

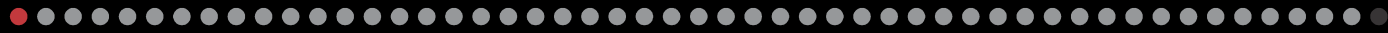


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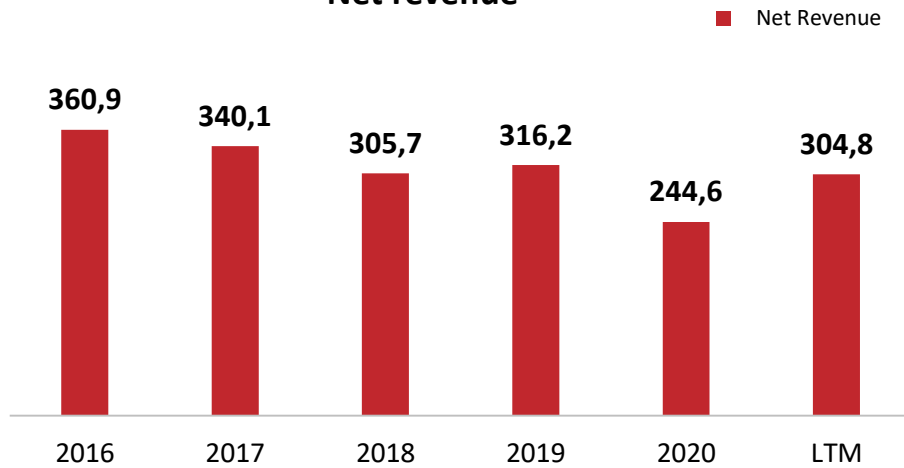
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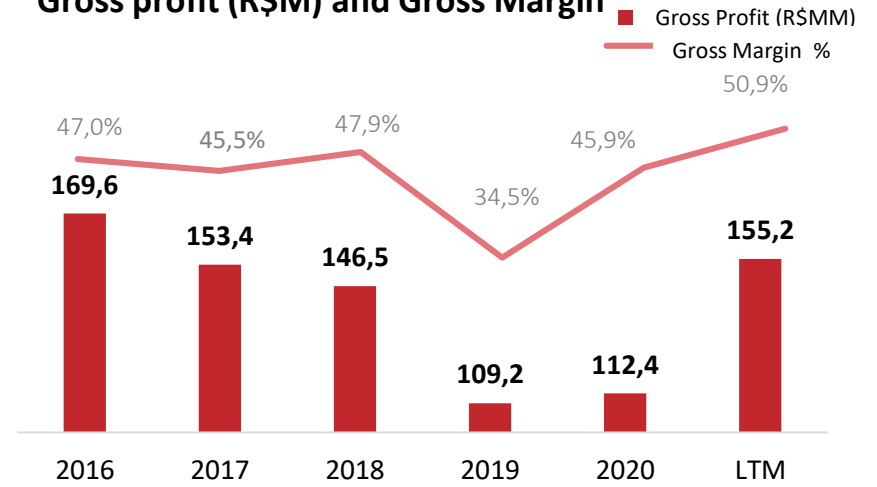


EVOLUTION OF THE TURNAROUND

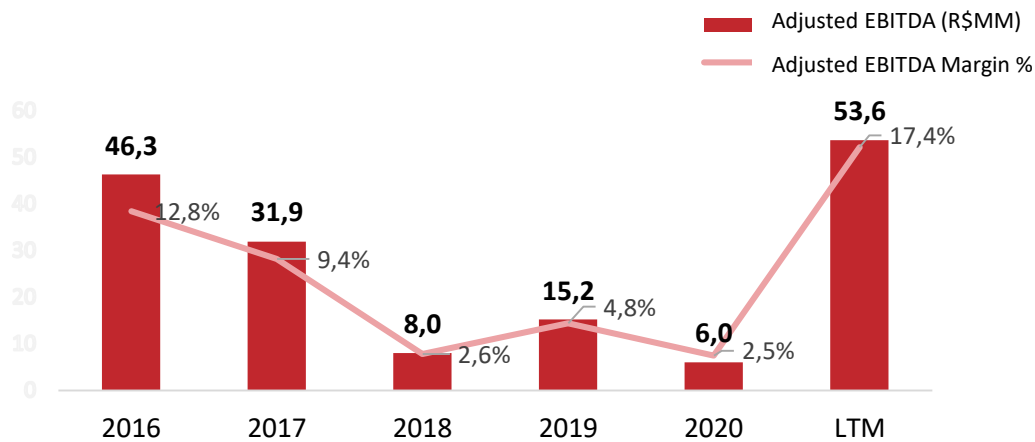
Net revenue



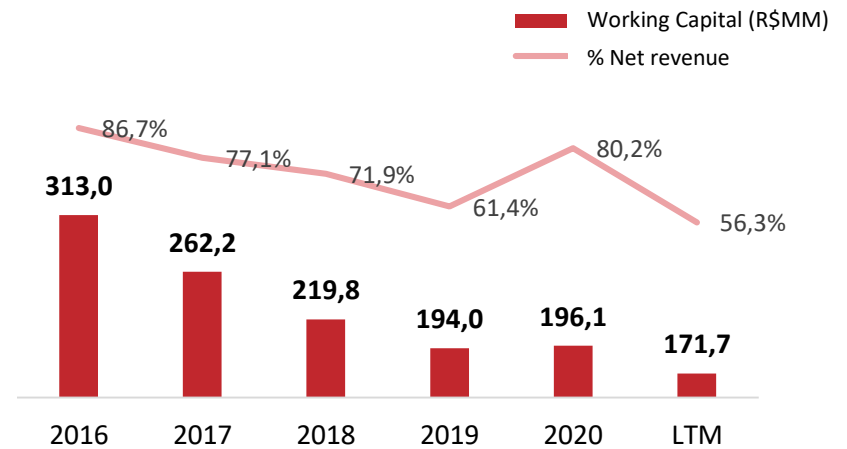
Gross profit (R\$M) and Gross Margin



Adjusted EBITDA and Adjusted EBITDA Margin



Working Capital and % Net revenue



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