## méliuz

# **1Q22** Operational Preview



Belo Horizonte, April 13, 2022 - **Méliuz S.A. (B3: CASH3)** informs its shareholders and the market in general the preview of its operational results for the first quarter of 2022 (1Q22). The information disclosed in this report is preliminary, unaudited and subject to review.

### Shopping

#### GMV (gross merchandise volume)

We finished 1Q22 with a consolidated GMV<sup>1</sup> of R\$ 1.6 billion, 65% above 1Q21 when we reached R\$ 1.0 billion. Of those R\$ 1.6 billion, R\$ 1.3 billion refers to Méliuz, R\$ 194.9 million refers to international Shopping and R\$ 41.7 million to Promobit.



Méliuz's GMV, of R\$ 1.3 billion, was 59% higher when compared to the same period of the previous year, when we reached R\$ 0.8 billion. This significant increase in GMV was

 $<sup>^{\</sup>rm 1}$  Consolidated GMV: considers Brazil and international shopping.

achieved even with a slight reduction in the net take rate (commission received for sales generated to partners, less cashback costs associated with these sales) between the periods, which confirms the assertiveness of our strategy of strengthening and engaging our user base throughout 2021, bringing tangible results in volume at the beginning of 2022. Compared to 4Q21 GMV, the drop in GMV was already expected, as it happens in all years given the period of high seasonality referring to Black Friday and holidays.

#### Buyers

In terms of new buyers, we reached a growth of 61% when compared to 1Q21. In terms of the total number of buyers, we reached a growth of 61% in comparison to 1Q21. The oscillations referring to 4Q21 repeat the same seasonal behavior observed in previous years, due to Black Friday and end of year parties.



#### Méliuz Invoice

Offers activated in 1Q22 reached 6.6 million, an increase of 1,017% compared to 1Q21 and 23% compared to 4Q21. The number of users activating offers was 318 thousand users, 129% more than in the same period of the previous year. In this quarter, the volume of

records of items sold in the invoices was 33 million, an increase of 256% compared to 1Q21 and 11% compared to 4Q21.



<sup>&</sup>lt;sup>2</sup> Captured volume from records of items sold in invoices.

### **Financial services**

#### New financial products

We expect to complete the rollout of the new App in April and, therefore, we will gradually show the evolution of the main operational and financial indicators of each new product, as well as the level of interaction and engagement within the new platform.

Feedback received from users who are already using the new App has been encouraging. We are convinced that we have built a simple, secure and much more complete App for our users. Improvements and new functionalities will be constant throughout this year, which makes us confident in the gradual increase in user engagement and cross-selling between products within the platform.

#### Co-branded card

In 1Q22, the TPV amounted to R\$ 761 million, compared to R\$ 947 million in 4Q21 and R\$ 607 million in 1Q21. Due to the termination of the agreement regarding the co-branded credit card carried out in November 2021, there will be no more issuance of new cards. We ended the partnership with a total of 7.2 million co-branded cards requested.

### **User Base**

#### Total accounts

We ended 1Q22 with a total of 23.6 million accounts opened, a growth of 44% in relation to the same period of the previous year, when we reached 16.4 million. Compared to 4Q21, when we reached 22.4 million total accounts, we increased our base by 1.2 million.



In the last 12 months ended on March 31, 2022, we reached a total of 8.6 million active users. The number of active users grew by 1.5 million compared to the same period of the previous year (last 12 months ended March 31, 2021), when we reached 7.1 million active users, and had an already expected reduction of 800 thousand in comparison to 4Q21 (12 months ended December 31, 2021), due to the pause in marketing campaigns to acquire new customers for the co-branded credit card. The reduction in the number of active users did not impact the shopping performance, as this drop was more than offset by the growth in the number of new buyers and total buyers and, consequently, by the GMV growth, as mentioned above.

#### Visits in our platforms

In 1Q22, we reached 46 million App visits, an increase of 44% in comparison to 1Q21, when we reached 31.7 million accesses.

Website visits reached 19 million in 1Q22, a reduction of 14% in the annual comparison. We can observe a rising preference of users for using the App compared to other platforms, which corroborates our expectation of increased interaction and user engagement after the completion of the new App rollout.

Regarding the active plug-in in the browser, we reached 900 thousand active plug-ins at the end of 1Q22, a growth of 27% compared to 1Q21.



### Bankly

We ended 1Q22 with a total of 173 active customers and generated a TPV of R\$ 8.3 billion, a growth of 224% compared to 1Q21, when we generated R\$ 2.6 billion.



On March 31, we received the approval from the Central Bank for the change of Bankly control to Méliuz and, shortly, this approval will be submitted to the Méliuz shareholders' meeting. We will keep the market informed about any relevant information on the subject.