

4Q20 and FY2020 Results



Metalfrio | **Solutions**

March 9th, 2021

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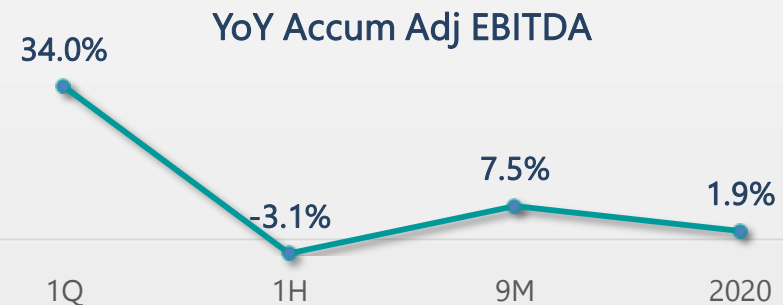
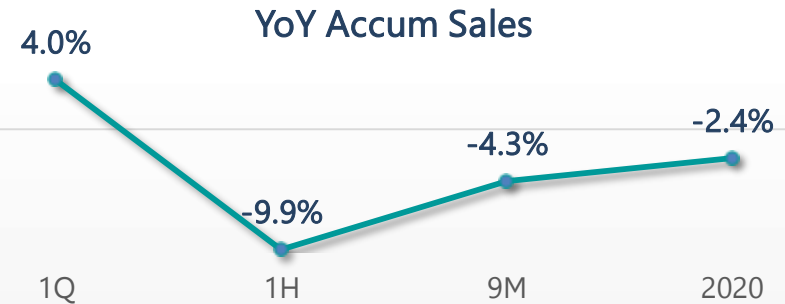
4Q20 and 2020 Highlights

Million Reais	4 Q20	4 Q19	%Var	2020	2019	%var.
Revenues	386.6	374.8	3.1	1,445.2	1,480.8	(2.4)
Gross Profit	63.9	66.9	(4.5)	252.2	249.0	1.3
Operational Profit	14.7	56.6	(74.0)	72.6	129.0	(43.7)
Adjusted EBITDA	37.0	42.2	(12.2)	151.3	148.5	1.9
Net Profit	17.4	23.7	(26.6)	(140.1)	47.4	nm

- 4Q20 net revenues up 3.1% to R\$386.6 million versus prior year period; full year revenues marginally down 2.4% to R\$1,445.2 million
- Services increased by 8.5% to R\$241.5 million for the full year and now account for 16.7% of net revenue versus 15.0% in 2019
- Adjusted EBITDA of R\$37.0 million in 4Q20 was 12.2% lower vs 4Q19; full year adjusted EBITDA of R\$151.3 million, 1.9% higher than prior year and at historical high level
- Net Profit of R\$17.4 million in 4Q20; full year Net Loss of R\$140.1 million, versus profit of R\$47.4 million in 2019, owing mainly to non-cash foreign exchange variation losses.

2020 COVID-19 Impact

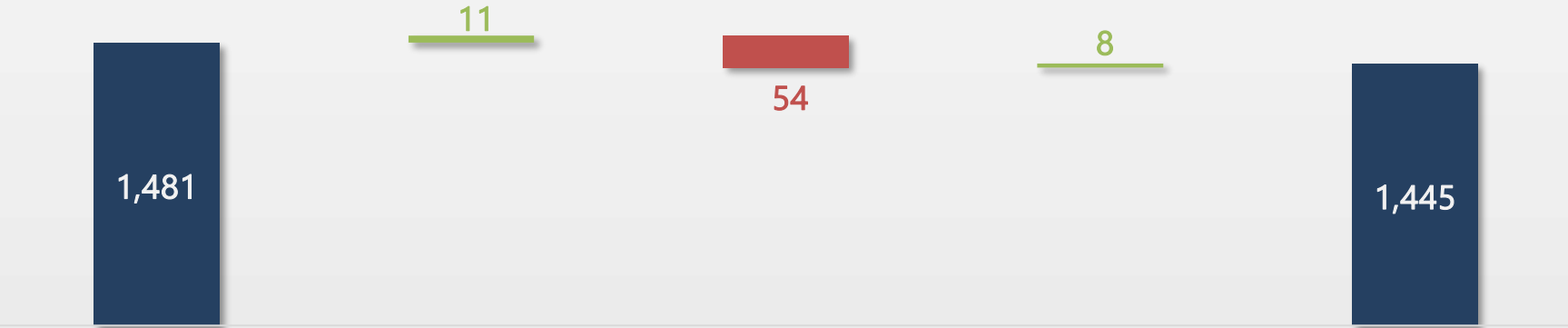
- **1Q20**
jan-feb: excellent start
mar: first impact observed in EMEA
- **2Q20** as lockdown measures are imposed across the globe, results were severely impacted
- **3Q20** EMEA market start to experience a rebound in sales since the beginning of the quarter and South America experienced a improvement at the end of the period
- **4Q20** South America experienced a good full quarter in a regular market conditions. Central & North Americas experienced first improvements in Dec



Net Revenue



■ South America ■ Central & North America ■ EMEA



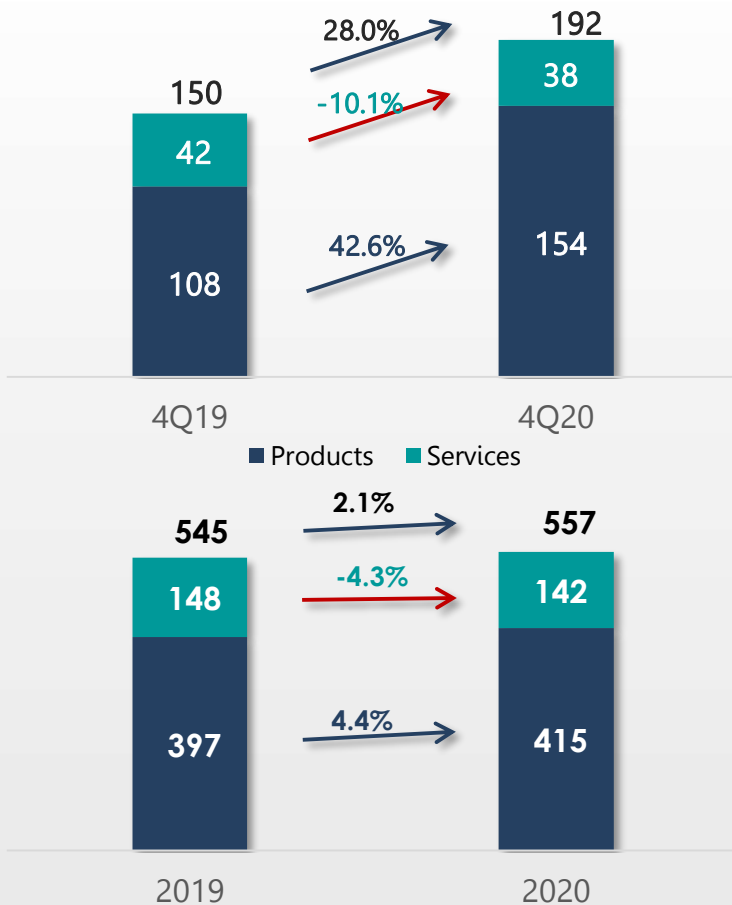
2019 South America Central and North America EMEA 2020

Values in R\$ MM

South America (SA)



Sales (R\$ million):



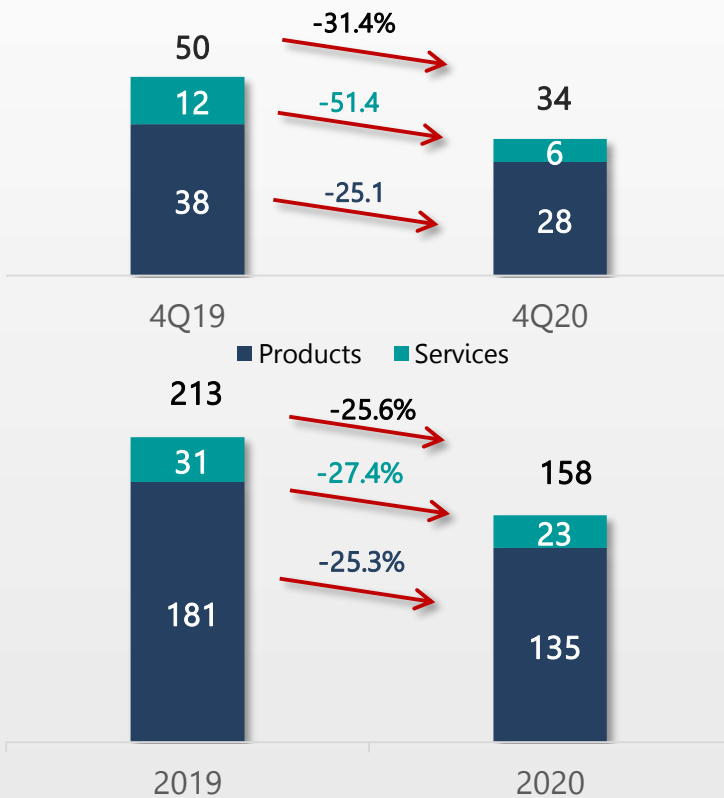
Highlights:

- Revenues up by 28.0% vs. 4Q20, with the resumption of market recovery;
- Consistent market-share gains in the middle market;
- Transition of Refurbishment facility to our own premises;
- Services share of Net Revenues above 25%.

Central and North America (CNA)



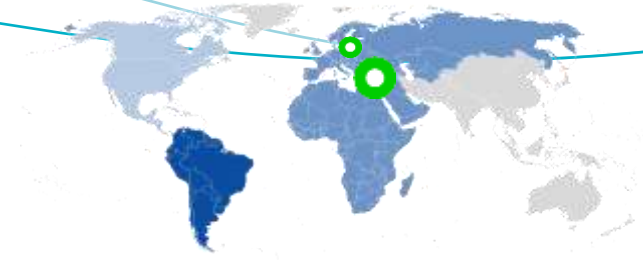
Sales (R\$ million):



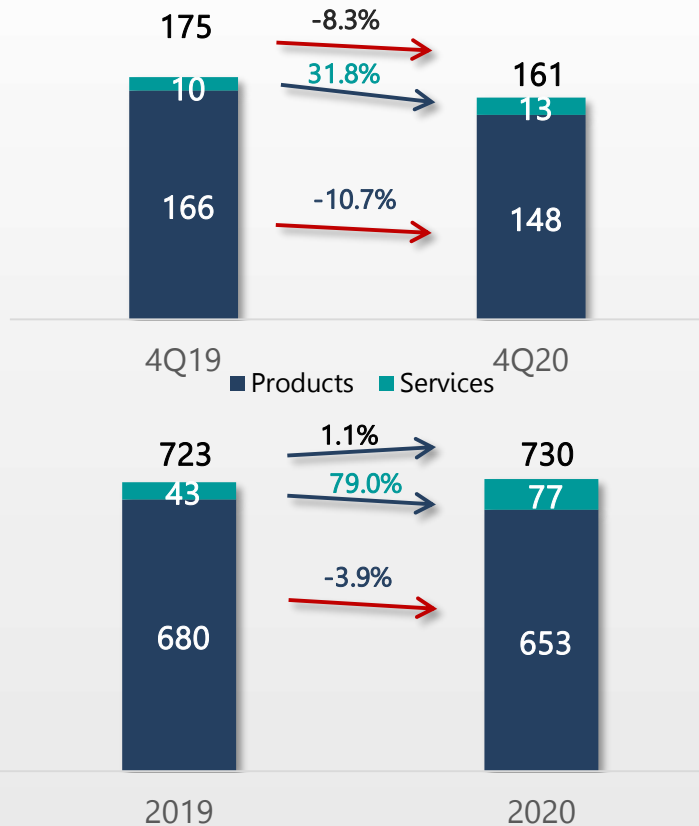
Highlights:

- Revenues decreased by 31.4% vs. 4Q19, as the region continued to be affected by COVID-19
- Service performance was also impacted by nationwide lockdown and the reduction of activity-related services

Europe, Middle East and Africa (EMEA)



Sales (R\$ million):



Highlights:

- Sales decreased 8.3% vs 4Q19, as European markets began to see new lockdown measures
- Good level of exports to new markets in the distributor channel
- Services performing well, with growth of 31.8% in the quarter and 79.0% for full year with activities in upgrading beer units at the newly established refurbishment centre

Segment

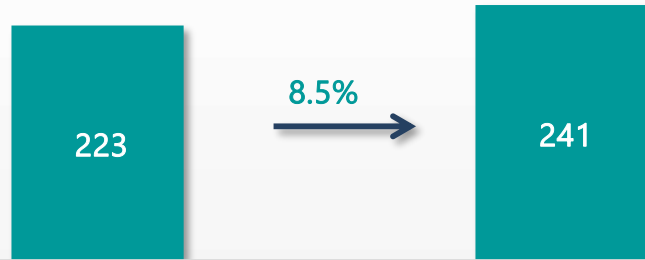
Values in R\$ MM

Net Revenues

- Services
- Products
- Gross Mg.



Gross Profit



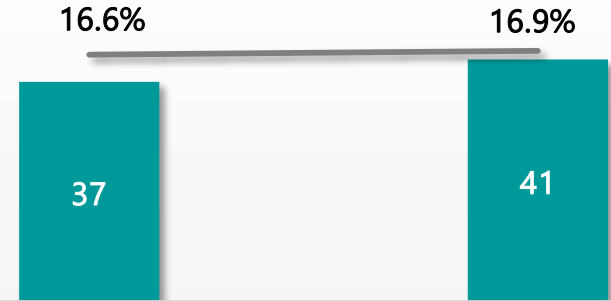
2019

2020



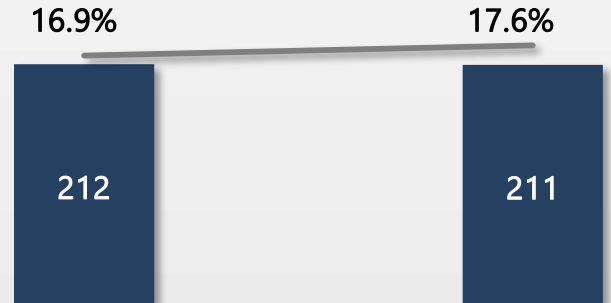
2019

2020



2019

2020



2019

2020

Initiatives

Innovation & Customization



Customers Diversification & New Channels



Services Expansion

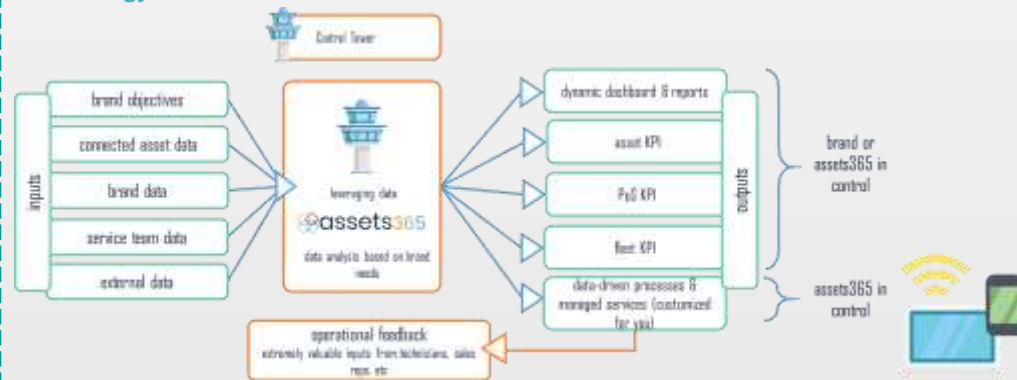
Life Cycle



IoT Development

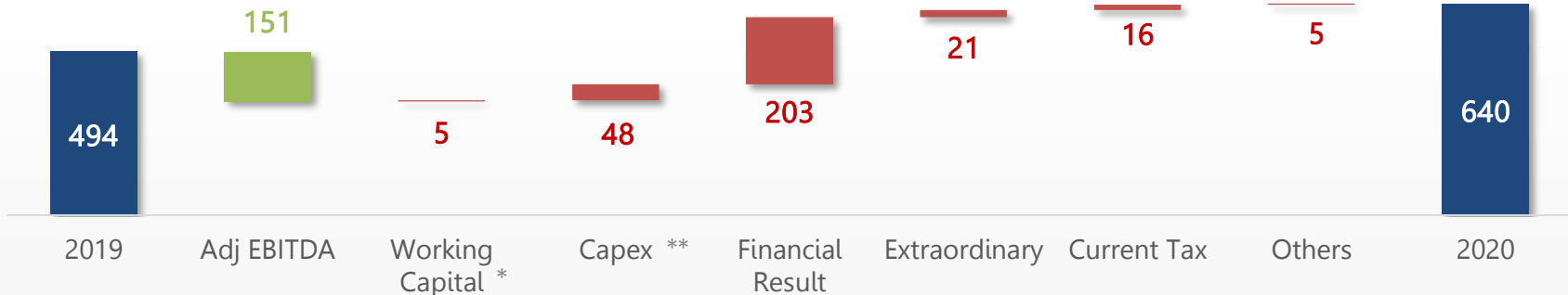


Technology — based Cold Solutions Provider to Global Consumer Brands



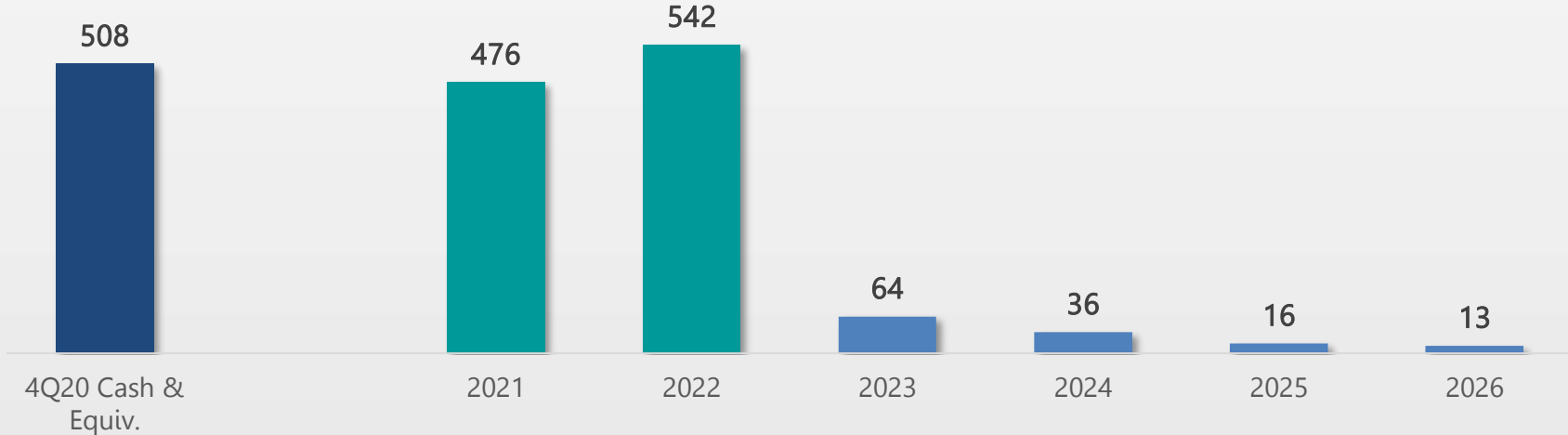
Debt

Net Debt



* Working Capital = (AR+Inv-AP from balance sheet)
 ** Tangible Capex

Gross Debt Repayment Schedule



Liquidity / Net Debt

LIQUIDITY INDICATORS (R\$ mn)	4 Q19	1Q20	2Q20	3Q20	4 Q20	Chg. 4 Q20/ 4 Q19	Chg. 4 Q20/ 4 Q19
Cash and equivalents, bonds and securities	536.4	406.4	379.4	437.4	508.3	- 28.1	- 28.1
Short term debt (ST)	653.4	746.8	840.3	822.1	476.0	- 177.4	- 177.4
Long term debt (LT)	376.8	402.4	419.3	434.4	672.0	295.3	295.3
USD denominated debt	29.7	37.1	38.4	71.4	55.8	26.1	26.1
BRL denominated debt	478.5	467.4	488.9	519.9	505.7	27.2	27.2
Euro denominated debt	467.7	615.7	656.2	614.5	572.6	104.9	104.9
TRY denominated debt	0.0	0.0	55.9	50.7	14.0	14.0	14.0
MXN denominated debt	54.3	29.1	20.3	0.0	0.0	- 54.3	- 54.3
Gross debt	1030.2	1149.3	1259.6	1256.5	1148.1	117.9	117.9
Net cash / (Net debt)	- 493.8	- 742.9	- 880.2	- 819.1	- 639.7	- 146.0	- 146.0
Shareholders' equity (Equity)	127.3	57.3	46.5	- 2.4	12.8	- 114.5	- 114.5
Cash and equiv. / ST debt	0.8x	0.5x	0.5x	0.5x	11x	n/a	n/a
ST debt / (ST + LT)	63.4%	65.0%	66.7%	65.4%	415%	n/a	n/a

Outlook

- Ready for 2021
 - Competitiveness in Turkish Plant
 - Strong evolution in the Brazilian service market
- Smart Solutions
 - New points of sale in non-traditional channels
 - New forms of interaction at the point of sale (POS)
- Wide Coverage
 - Innovative Products
 - Services for a wide selection of equipment beyond coolers and freezers
- Growth with scale
 - Broad service portfolio enabling a uniquely integrated range of solution
 - Extensive organic growth and expansion of addressable market
- Strong Fundamentals

Strategic Priorities

Metalfrío is committed to delivering long-term shareholder value through its key strategic priorities:

- Innovation & multi-channel approach
- Geographic spread
- Service & Full Service Rental
- Connectivity
- Margin Expansion
 - Cost Optimization
 - Higher value added products and services
 - Operating leverage
- Deleverage
 - Financial discipline – working capital and capital allocation
 - Improvement in operational performance

Thank you!



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