

Grendene is one of the world's largest footwear producer, 17,000 employees, installed production capacity of 250 million pairs/year. Gross revenues of R\$ 2,086.1 million and 97.1 million pairs sold in 9M23 (Gross revenues of R\$2,181.9 mn and 104.6 million pairs sold in 9M22).

Localization

Grendene has 10 footwear factories, distributed in the state of Ceará, in the cities of Sobral (6), Fortaleza (2), Crato (1), and the state of Rio Grande do Sul in the city of Farroupilha (1), and one PVC plant and 2 DC (Distribution Center) in Sobral/CE and Fortaleza/CE, one molding unit in Farroupilha/RS, and two conceptual stores: "Galeria Melissa" and "Rider Spaces" located in São Paulo, as well as a "Clube Melissa" franchise network.

Competitive advantages

- Verticalization (mold-making and PVC) and in-house technology.
- Scale, efficiency, speed, and versatility in production.
- Brands with strong personality, and wide recognition; products that are benchmarks in the footwear sector.
- Innovation in product, and distribution; concentrated use of media; and globalization of our own proprietary brands.
- Speed and flexibility in increase of installed capacity, for non-significant investment.
- Solid capital structure.
- Listed on the Novo Mercado at the B3.
- Good payer of dividends.



Products

- Grendene produces footwear oriented to domestic market and exports, in the feminine, masculine, kids and mass consumption segments (Income group: A, B, C, D and E).
- New products/year 1,806 in 2022.
- World presence: more than 100 countries.

Main footwear brands

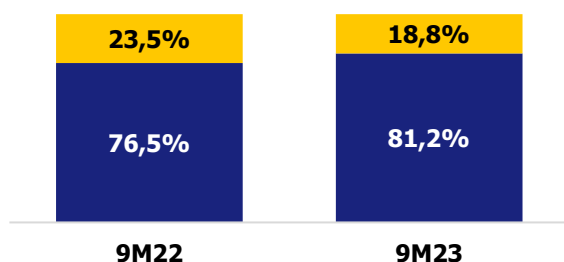
- **Own brands:** Melissa, Rider, Grendha, Ipanema, Zaxy, Cartago, Pega Forte, Grendene Kids.
- **Third-party brands and licensings:** Azaleia, Mormaii, Disney, Mattel, Warner, Marvel, Maurício de Sousa, Universal, Nintendo, NetFlix, Viacom among others.

Main Financial and Economic Indicators

(R\$ mn)	2021	2022	Change, %, 2022/2021	9M22	9M23	Change, %, 9M23/9M22
Gross Revenues	2,847.2	3,119.9	9.6%	2,181.9	2,086.1	(4.4%)
Domestic	2,160.9	2,379.5	10.1%	1,669.5	1,692.9	1.4%
Exports	686.3	740.4	7.9%	512.4	393.2	(23.3%)
Net Sales	2,342.5	2,512.7	7.3%	1,749.0	1,672.8	(4.4%)
Gross Profit	1,030.1	1,007.8	(2.2%)	657.6	721.1	9.7%
Gross margin	44.0%	40.1%	(3.9 p.p.)	37.6%	43.1%	5.5 p.p.
Recurring EBIT	415.6	284.9	(31.5%)	152.7	225.8	47.8%
Recurring EBIT margin	17.7%	11.3%	(6.4 p.p.)	8.8%	13.5%	4.7 p.p.
Recurring EBITDA	506.6	378.6	(25.3%)	222.5	298.1	33.9%
Recurring EBITDA margin	21.6%	15.1%	(6.5 p.p.)	12.9%	17.8%	4.9 p.p.
Recurring Net profit	541.8	613.1	13.2%	403.9	404.7	0.2%
Recurring Net margin	23.1%	24.4%	1.3 p.p.	23.4%	24.2%	0.8 p.p.
Sales Volume (million pairs)	154.0	148.2	(3.8%)	104.6	97.1	(7.2%)

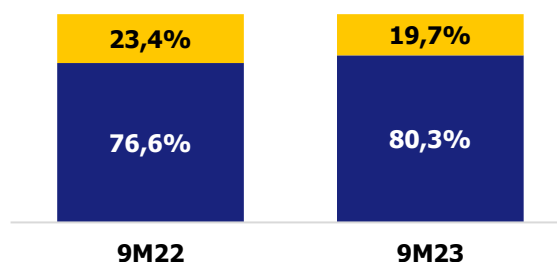
Gross sales revenue – Market %

■ Domestic market ■ Exports



Sales volume – Market %

■ Domestic market ■ Exports



Stock Capital

- Capital paid-in R\$1,231,301,604.46, on September 30, 2023.
- Registered shares: 902,160,000 common shares.
- Stock price: R\$6.70 per share on September 30, 2023.

Headquarters

Av. Pimentel Gomes, 214, Expectativa, Sobral, CE, 62040-125, Brazil
Telephone: (5588) 3613-1001

Administrative office

Av. Pedro Grendene, 131, Volta Grande, Farroupilha, RS, 95180-052, Brazil
Telephone: (5554) 2109-9000 / Fax: (5554) 2109-9988

Investor relations

Telephone: (5554) 2109-9022 / Email: dri@grendene.com.br

Warning

Information in this Fact Sheet may contain statements about expected future conditions. It reflects the current perception and outlook of the company's management on the development of the business, based on expected developments in the macroeconomic environment, industry conditions, the company's performance and financial results. Any changes in such expectations and factors may cause results to be materially different from those currently expected and would reflect several risks and uncertainties.