

São Paulo, Brazil, November, 13th 2020 - Metalfrio Solutions S.A. (FRIO3) (“Metalfrio”), the world’s leading cold solutions provider to global consumer brands, announces its results for the third quarter of 2020 (“3Q20”) and first nine months of 2020 (“9M20”). Financial and operational information given is in accordance with international accounting standards (IFRS), in Brazilian Reals (R\$). Comparisons are with the third quarter of 2019 (“3Q19”) and first nine months of 2019 (“9M19”) or as indicated.

3Q20 and 9M20 Highlights

- ❄ 3Q20 net revenues up 10.1% to R\$341.0 million versus prior year period; first nine months down 4.3% to R\$1.1 billion
- ❄ 3Q20 services net sales decreased by 10.9% to R\$58.8 million, versus prior year period; first nine months increased by 16.4% to R\$185.4 million
- ❄ Gross Profit of R\$56.6 million in 3Q20, up 25.5% versus prior year period, with a 200 basis points margin improvement; first nine months up 3.5% to R\$188.4 million
- ❄ Adjusted EBITDA of R\$33.3 million in 3Q20 versus R\$22.7 million, up 46.7% versus prior year period, with margin up 250 basis points; first nine months adjusted EBITDA of R\$114.3 million, 7.5% higher than prior year period
- ❄ Net Loss of R\$37.5 million in 3Q20, versus R\$10.3 million prior year loss owing mostly to non-cash FX losses and mark-to-market investments; first nine months Net Loss of R\$157.5 million, versus Net Profit of R\$23.7 million in prior year period

Commenting on the results, President & CEO Petros Diamantides said:

“Metalfrio continued to perform well, consistent with the strength of its disruptive business model, its market-leading geographic presence and its relentless focus on cost. All of these however, could not have been achieved without the extraordinary level of engagement and determination we see - every day - from our team who continue to find new ways to deliver and adapt to changing market conditions.

The third quarter performance was driven by the normalization of orders that together with the fast adaptation of the sales mix to emerging opportunities across geographies and segments, led to revenue growth. At the same time, the continued optimization of the cost structure led to positive EBITDA and margin development. As a result, despite the market conditions seen during the year, our first nine months delivered an overall increase in Adjusted EBITDA, with sales only modestly down. The reported net loss was attributable to volatile currency markets impacting financial expenses through mostly non-cash FX losses.

We are uniquely placed to benefit from the global economic recovery and importantly, beyond, given the depth of the Metalfrio business portfolio in terms of geographies, product range, point of sale IoT solutions, asset management and full rental services .We are strongly committed to further enhance our client partnerships and continue to tirelessly work towards value creation for our stakeholders. Recent improvements in our short-term debt shall allow us to further optimize our capital structure as we return to our deleveraging trajectory”

<i>(R\$ million)</i>	<i>3Q20</i>	<i>3Q19</i>	<i>% Var</i>	<i>9M20</i>	<i>9M19</i>	<i>% Var</i>
Net Revenues	341.0	309.7	10.1	1,058.7	1,105.9	(4.3)
Gross Profit	56.6	45.1	25.5	188.4	182.1	3.5
<i>Gross Margin</i>	<i>16.6%</i>	<i>14.6%</i>		<i>17.8%</i>	<i>16.5%</i>	
Op. Profit	13.3	12.6	6.0	57.9	72.4	(20.0)
Adj. EBITDA	33.3	22.7	46.8	114.3	106.4	7.5
<i>Adj. EBITDA Margin</i>	<i>9.8%</i>	<i>7.3%</i>		<i>10.8%</i>	<i>9.6%</i>	

Outlook

Whilst the shape and timing of any global economic recovery remains uncertain, easing of lock-down measures in some markets towards the end of the second quarter and into the third quarter led to a partial resumption of deferred orders in immediate consumption channels and increased exports to new markets in Africa, Middle East and South America. This together with ongoing good conditions in future consumption channels, demonstrates the resilience of the food and beverage consumer industry, to which Metalfrío is directly correlated. Additionally, the Company's ability to respond and adapt rapidly to the dynamic environment has reinforced the strength of its close relationships with global and regional customers, suppliers and partners, underpinned by its market-leading range of multi-channel innovative solutions.

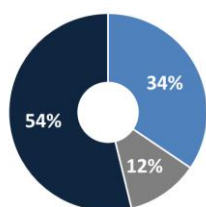
As Metalfrío continues to move closer towards the end-consumer and therefore more aligned with the positive long-term growth trends of its customers, the quality of its growing earnings stream is expected to continue increasing, driven by the following key elements:

- Innovation & multi-channel approach:**
Metalfrío's track recording in delivering value-building innovation throughout its range of coolers and freezers serving multi-channels and consumer categories has enabled the Company to address the rapid changes in consumer demand behaviour.
- Geographic spread:**
With sales to over 80 countries, Metalfrío has the broadest geographic footprint amongst its peers, enabling it to meet the requirements of its global food & beverage consumer customers. This diversity has ensured that it has been able to offset declines in some countries through tapping into pockets of demand in other markets.
- Service & Rental:**
LifeCycle delivers an unrivalled after-sales solution, to ensure optimal asset performance, of particular importance in the current challenging times. The Rental offering is also establishing itself as a credible alternative to outright "ownership and operating" framework for an increasing number of customers. In addition to diversifying Metalfrío's earnings stream, Services ensure close and regular communication with customers, invaluable in fostering and maintaining strong relationships as well as more recurrent revenues.
- Connectivity:**
Metalfrío's disruptive business model continues to evolve, now encompassing IoT technology (Connectivity), unique in the industry, where it is able to generate invaluable, data-driven

insights in areas such as asset tracking, equipment health, environmental impact as well as consumer behavior trends uniquely integrated into its service infrastructure to deliver appropriate follow-up actions at the point-of-sale. This market leadership was further reinforced in early November with the completion of the acquisition of *Assets365*, an IoT solutions provider based in the UK.

Metalrio has demonstrated its ability to adapt to the new market reality and expects to see continuation of the third quarter momentum through to year end whilst it anticipates a modest rebound in 2021. In addition, it expects to see continued growth in its Services segment, which accounted for 17.5% of total revenues in the first nine months of 2020, compared to 14.4% in the same period last year, demonstrating the ongoing diversification of the Company's earnings stream.

Net Revenue



- South America
- Central & North America
- EMEA

Consolidated Net Revenues increased 10.1% in 3Q20 to R\$341.0 million, owing mainly to the partial resumption of deferred orders together with deliveries to new markets. For the nine months, revenues fell 4.3% to R\$1,058.7 million as a result of government-led lockdowns around the world impacting immediate consumption and on-trade channels, which impacted second quarter revenues.

Services continued to support and diversify Metalrio's revenue base, growing 16.4% in the nine months (representing 17.5% of consolidated revenues in 9M20 versus 14.4% last year).

(R\$ million)	9M20			9M19			Δ %		
	Products	Service	Total	Products	Service	Total	Products	Service	Total
South America	260.7	104.2	364.9	287.5	106.4	393.9	-9.3	-2.1	-7.4
Central and North America	107.1	17.1	124.2	145.1	19.6	164.6	-26.2	-12.8	-24.6
Europe, Middle East and Africa	505.5	64.2	569.6	514.1	33.3	547.4	-1.7	92.8	4.1
TOTAL	873.3	185.4	1058.7	946.7	159.3	1105.9	-7.8	16.4	-4.3

South America

Revenues for the third quarter declined 6.9%, representing a strong sequential improvement from the minus 34.3% recorded in the second quarter. This was largely as a result of an early stage recovery in the Brazilian market near the end of the quarter, from the sharp COVID-led contraction (with the timing of developments lagging Europe) in the previous quarter. It is important to note that despite the reduction in key account placements, Metalrio has leveraged its nationwide distributor network to capture localized demand.

During the quarter, Refurbishment operations begun to be transferred from an in-plant customer facility to our own premises in Tres Lagoas which will enable growth in new accounts as well as efficiency gains. This relocation process, led to a 22.1% fall in Service revenues in the third quarter, and will continue into the fourth quarter until the relocation is complete. For the nine

months Services represented 28.5% of total sales, similar to the same period last year, highlighting its importance in this region.

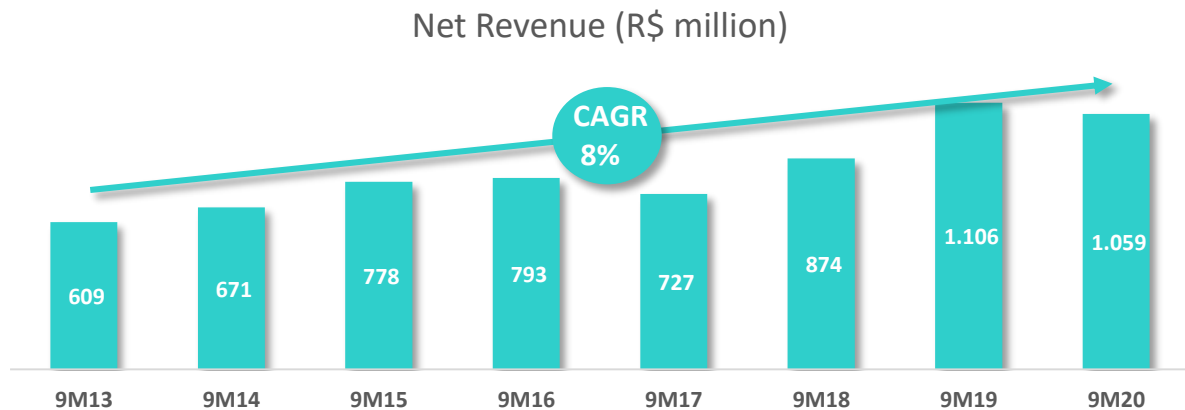
Central & North America

The third quarter saw a continuation of the highly challenging, COVID-19 related business conditions seen in the previous quarter, with sales down 38.5%. Services revenue fell 44.2% in the quarter affected by activity level-linked contracts, in line with the previous quarter, and related to the abrupt reduction in cooler orders and associated activities. For the nine months, revenues were down 24.6%, partially mitigated by a strong first quarter together with favourable exchange rate developments.

Europe Middle East and Africa (EMEA)

Revenues in this region increased 47.6% in the third quarter, as European markets began opening up earlier than in other regions from COVID-19 lockdowns, leading to the partial resumption of deferred orders. In addition, a good level of exports was achieved to new markets in the region as well as increased sales in the distributor channel, contributing to a good quarter.

In the nine months, revenues rose 4.1%, despite the negative impact of COVID-19, benefitting from a strong operational focus, close relationship with global key accounts and our ability to continue expanding into new markets and channels. For the nine months Services increased 92.8% albeit from a small comparable base owing to strong activity in upgrading beer units at the new refurbishment facility. Services now represent 11.3% of total revenues in the region, up from 6.1% in the same period last year.



Gross Profit & Gross Margin

Gross Profit increased 25.5% in the third quarter on a 10.1% increase in sales resulting in a 200 basis points expansion to a gross margin of 16.6%. In the nine months Gross Profit rose by 3.5%, with sales down 4.3% in the period, highlighting the ongoing focus on costs, with gross margin increasing 130 basis points to 17.8%.

By segment, Products saw an increase in gross profit of 25.5% to R\$49.3 million in the third quarter and a fall in gross profit of 5.1% to R\$154.5 million in the nine months, with a margin expansion of 140bps to 17.5% in the third quarter and an increase of 50bps to 17.7% in the nine months. Gross Profit in Services increased 25.5% in the third quarter and 76.6% in the nine months, to R\$7.2 million and R\$33.9 million versus the respective prior year periods, with a margin expansion of 360bps and of 620bps to 12.3% and 18.3% respectively.

Operating Expenses (SG&A)

SG&A expenses fell 1.7% in the third quarter, with improvements in all regions, owing to lower administrative expenses, which together with the effect of positive operating leverage led to an overall 160 basis points improvement as a percentage of sales.

In the nine months, SG&A increased 2.3%, driven by slightly higher sales expenses, with General & Administration expenses flat. Together with negative operating leverage, SG&A expenses as a percentage of sales deteriorated by 80 basis points versus last year.

EBITDA & EBITDA Margin

Adjusted EBITDA increased 46.7% in the third quarter to R\$33.3 million, driven by a strong sales growth compared to the prior year comparable period. The operating leverage effect combined with good cost discipline led to a 250 basis points improvement in EBITDA margin to 9.8%.

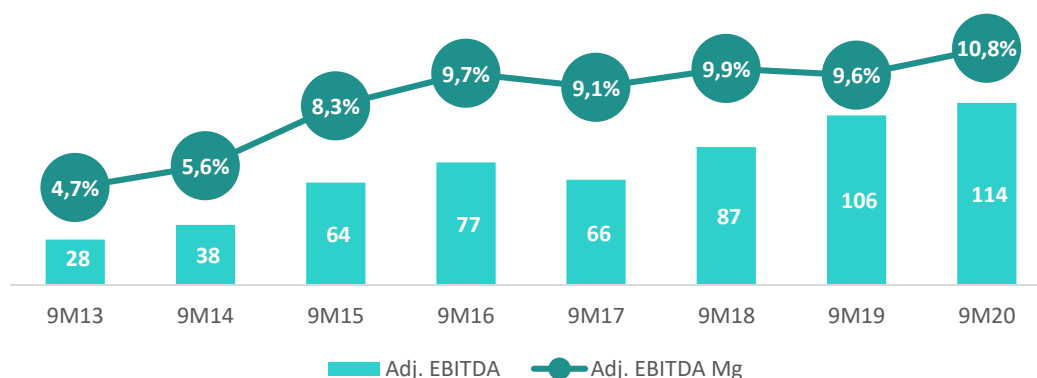
In the nine month period, Adjusted EBITDA was up 7.5%, despite the effects of Covid-19, with an Adjusted EBITDA margin of 10.8%, representing a 120 basis points increase compared to the same period last year.

Reconciliation of consolidated EBITDA and Adjusted EBITDA

Consolidated EBITDA (R\$ million)	3Q19	4Q19	1Q20	2Q20	3Q20	3Q20 vs 3Q19
Operating result	12.6	56.6	30.9	13.7	13.3	6.0%
Depreciation and amortization	9.4	11.0	13.6	13.9	13.7	46.3%
EBITDA	23.8	69.5	44.6	27.5	27.0	13.5%
Layoffs (i)	0.9	0.0	0.0	0.0	0.0	
Other extraordinary (expenses)/ income (ii)	-2.0	-27.3	0.0	9.0	6.2	
Adjusted EBITDA	22.7	42.1	44.6	36.5	33.3	46.7%

- i. Layoffs: The adjustment refers to restructuring charges related to efficiency projects, where certain positions were consolidated allowing further headcount reduction.
- ii. Extraordinary one-time income in 4Q19 is related to a tax installment agreement from prior years, in 2Q20 is related to extraordinary expenses due to COVID-19, and in 3Q20 is mainly related to extraordinary expenses due to COVID-19 and a provision to shut-down the Indonesian operation.

Adjusted EBITDA (R\$ million) / Adj EBITDA margin



Financial Result

Net financial items continued to be impacted by the volatility in the financial markets owing to the COVID-19 pandemic. As a result of the devaluation in our operational currencies against the USD and the Euro, as well as the devaluation of USD against Euro, net financial items recorded a loss of R\$48.8 million (most of these expenses being non-cash) in the third quarter versus a loss of R\$21.4 million in the same period last year. Beyond the effect of currency impact in the nine months, mark-to-market adjustments to some financial investments also negatively impacted the financial result, leading to a loss of R\$208.9 million in 9M20 versus a loss of R\$44.5 million in the previous year.

FINANCIAL RESULT (R\$ million)	2Q19	2Q20	Var. 20/19	9M19	9M20	Var.20/19
Result with cash investments	4.4	2.1	-53.2%	10.7	10.5	-1.6%
Securities market Value Change	2.1	0.0	0.0%	21.0	0.0	-100.0%
Other financial income	0.1	0.1	-36.7%	0.4	0.2	-48.1%
Interest and Other Income	6.6	2.1	-67.9%	32.1	10.7	-66.5%
Interest on loans and financing	-15.4	-16.8	9.4%	-40.9	-38.8	-5.2%
Securities market Value Change	0.0	-1.3	nm	0.0	-34.4	nm
Other financial expenses	-11.9	-4.4	-63.5%	-33.5	-30.7	-8.3%
Interest and Other Expenses	-27.3	-22.5	-17.6%	-74.4	-103.9	39.6%
Hedge Operations Result	-5.5	1.3	nm	-14.6	0.4	-102.5%
Net FX Variation	5.0	-29.7	-700.1%	12.5	-116.1	nm
Net Financial Result	-21.2	-48.8	129.8%	-44.5	-208.9	369.9%

Net Profit/Loss

As a result of a significant adverse exchange rate developments, the third quarter reported a Net Loss after tax of R\$37.5 million versus prior year comparable period Net Loss of R\$10.3 million, and a nine month Net Loss of R\$156.8 million versus a Net Profit of R\$23.7 million in the prior year comparable period.

Working Capital

In 3Q20 working capital less financial assets and liabilities reached R\$361.3 million, an increase of R\$92.4 million vs. R\$268.9 million in the prior year. The operational cash cycle at the end of 3Q20 was 69 days, 6 days higher when compared to 3Q19.

Despite the evolution of our working capital against prior quarter, the rebound of sales, which were at first impacted by COVID-19, brought our accounts receivable to higher levels in the quarter with inventory and accounts payable reaching normalized levels for the period.

WORKING CAPITAL (R\$ million)	3Q19	4Q19	1Q20	2Q20	3Q20	Chg. 3Q20/ 3Q19	Chg. 3Q20/ 4Q19
Current assets:							
Cash and equivalents, bonds and securities	387.0	536.4	406.4	379.4	437.4	50.5	-99.0
Accounts receivable	271.2	256.0	371.4	394.9	325.8	54.6	69.9
Inventory	299.3	245.3	380.7	351.1	296.9	-2.4	51.6
Other	101.9	126.9	160.5	156.3	147.6	45.7	20.8
A) Total	1059.4	1164.5	1319.0	1281.8	1,207.8	148.4	43.3
B) Current assets (less fin. assets)	672.5	628.1	912.6	902.4	770.4	97.9	142.3
Current liabilities:							
Accounts payable	308.9	342.1	466.5	338.6	305.9	-3.1	-36.3
ST debt	594.1	653.4	746.8	840.3	822.1	227.9	168.6
Other	94.7	93.5	96.6	105.1	103.0	8.3	9.5
C) Total	997.7	1089.0	1310.0	1284.0	1230.9	233.1	141.9
D) Current liabilities (less fin. liab.)	403.6	435.6	563.1	443.7	408.8	5.2	-26.7
Working capital (B-D)	268.9	192.5	349.5	458.7	361.6	92.7	169.0
Days of receivables	66	52	72	90	72	6	20
Days of inventory	102	72	111	114	94	-8	22
Days of suppliers	105	100	136	110	97	-8	-3
Cash cycle	63	23	47	94	69	6	46
Current liquidity (A/C)	1.1x	1,1x	1x	1x	1x	n/a	n/a

Accounts Receivable

Accounts receivable from customers, at R\$325.8 million at the end of 3Q20, increased R\$54.6 million when compared to 3Q19 (R\$271.2 million) and increased R\$69.9 million when compared to 4Q19 (R\$256.0 million). Receivables in terms of days were up 6 days when compared to 3Q19, at 66 days and up 20 days when compared to 52 days in the end of 4Q19.

Inventories

Inventories at R\$296.9 million at the end of 3Q20 were down R\$2.4 when compared to 3Q19 (R\$299.3 million) and up R\$51.6 million when compared to 4Q19. Inventory in number of days was 94 days at the end of 3Q20, down 8 days when compared to 3Q19 (102 days) but 22 days higher when compared to 72 days at the end of 4Q19.

Accounts Payable

Supplier outstanding payables were down R\$3.1 million at R\$305.9 million at the end of 3Q20, vs. R\$308.9 million at the end of 3Q19 and were also down when compared to 4Q19 (R\$342.1 million). Payables days at 97 were 8 days lower when compared to 105 days 3Q19 and 3 days lower when compared to 4Q19 (100 days).

Investments

Fixed assets

In 3Q20 net property, plant and equipment was R\$261.7 million, R\$56.2 million higher than 3Q19 (R\$244.4 million) and R\$13.1 million versus 4Q19. The increase in Net PP&E versus 3Q19 is mainly due to the timing of an extensive automation upgrade of one of our lines in Turkey and the acquisition of an adjacent land parcel for future plant expansion in Turkey.

Intangible assets

Total intangible assets increased R\$8.3 million, reaching R\$168.0 million vs. R\$164.1 million in 3Q19 and R\$3.9 million versus 4Q19.

FIXED ASSETS (R\$ million)	3Q19	4Q19	1Q20	2Q20	3Q20	Chg. 3Q20/ 3Q19	Chg. 3Q20/ 4Q19
Net PP&E	244.4	248.6	270.0	272.2	261.7	+56.2	+13.1
Intangibles	164.1	164.1	168.4	169.1	168.0	+8.3	+3.9
Total	408.5	412.7	438.4	441.3	429.7	+64.5	+17

Capitalization and Liquidity

In 3Q20 cash and cash equivalents (including marketable securities) were R\$437.4 million, compared to R\$387.0 million in 3Q19. Gross debt at the end of 3Q20 was R\$1,256.5 million compared with R\$976.1 million in 3Q19.

Net debt in 3Q20 increased to R\$819.1 million compared to R\$589.1 million in 3Q19, mostly impacted by Financial items and the change of the seasonality due to the Covid-19. Sequentially, Net Debt was down R\$61.1 million versus R\$880.2 million in 2Q20.

LIQUIDITY INDICATORS (R\$ million)	3Q19	4Q19	1Q20	2Q20	3Q20	Chg. 3Q20/ 3Q19	Chg. 3Q20/ 4Q19
Cash and equivalents, bonds and securities	387.0	536.4	406.4	379.4	437.4	50.5	-99.0
Short term debt (ST)	594.1	653.4	746.8	840.3	822.1	227.9	168.6
Long term debt (LT)	382.0	376.8	402.4	419.3	434.4	52.5	57.7
USD denominated debt	21.2	29.7	37.1	38.4	71.4	50.1	41.7
BRL denominated debt	531.9	478.5	467.4	488.9	519.9	-12.0	41.4
Euro denominated debt	421.3	467.7	615.7	656.2	614.5	193.2	146.8
TRY denominated debt	1.6	0.0	0.0	55.9	50.7	49.1	50.7
MXN denominated debt	0.0	54.3	29.1	20.3	0.0	0.0	-54.3
Gross debt	976.1	1,030.2	1,149.3	1,259.6	1,256.5	280.4	226.3
Net cash / (Net debt)	-589.1	-493.8	-742.9	-880.2	-819.1	-229.9	-325.3
Shareholders' equity	122.9	127.3	57.3	46.5	-2.4	-125.3	-129.7
Cash and equiv. / ST debt	0.7x	0.8x	0.5x	0.5x	0.5x	n/a	n/a
ST debt / (ST + LT)	60.9%	63.4%	65.0%	66.7%	65.4%	n/a	n/a
Net cash (Net debt) / Equity	-4.8x	-3.9x	-13x	-18.9x	335.5x	n/a	n/a
Net debt / (Net debt + Equity)	82.7%	79.5%	92.8%	95.0%	100.3%	n/a	n/a

In 3Q20, short term debt was R\$822.1 million, up from R\$594.1 million in the prior year, with long term debt also up when compared at the same time last year at R\$434.4 million. Short term debt as a percentage of total debt was up to 65.4%, up from 60.9% at the same period last year.

During October and November, Metafrio has been able to successfully commence the extension of the short term loans in Brazil.

Shareholder equity

Shareholder equity in 3Q20 was -R\$2.4 million, which compares to R\$122.9 million at the same period last year.

**CONFERENCE CALL – 3Q20 – Metalfrio
November 16th 2020**

Português

10h00 (Horário de Brasília)

08h00 (US- EST)

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Other Information

Management Statement

In accordance with article 25 of Instruction 480/2009 of the CVM (Brazilian Securities Commission – Comissão de Valores Mobiliários), the Company's Management states it has discussed, revised and agreed with the Independent Auditor's Opinion and with the accounting statements relative to the business by September 30th, 2020.

Relationship with external auditors

In accordance with Instruction 381/2003 of the CVM (Brazilian Securities Commission – Comissão de Valores Mobiliários), we report that in 2020 we did not hire our Independent Auditors for services not related to external auditing.

The Company policy for hiring independent auditing services assures there are no conflicts of interests, loss of independency or objectivity for services eventually rendered by independent auditors not related to external auditing.

Commitment Clause

The Company, its shareholders, administrators and members of its Tax Board, if installed, are responsible for solving, through arbitration, any and every dispute or controversy that might arise among them, related or resulting, specially, of application, validity, effectiveness, interpretation, violation and its effects, of provisions set forth in the Business Corporation Act, the Company's Bylaws, in the rules edited by CMN, by the Central Bank of Brazil and by CVM, as well as in other rules applicable to operation of general capital markets, besides those included in the Regulation of *Novo Mercado*, Agreement for Participation in *Novo Mercado* and Arbitration Regulation.

Disclaimer

Information in this report on performance that is not directly derived from the financial statements, such as, for example, information on the market, quantities produced and sold, production capacity, and the calculation of EBITDA and adjusted EBITDA has not been revised by our external auditors.

We make forward-looking statements that are subject to risks and uncertainties. These statements are based on our Management's beliefs and assumptions and information to which the company currently has access. Forward-looking statements include information about our present intentions, beliefs or expectations, and those of the members of the company's Board of Directors, and Executive Officers. Reservations in relation to statements and information about the future also include information about possible or presumed operational results, and also statements that are preceded, followed by or include the words "believe", "may", "will",

“continue”, “expect”, “forecast”, “intend”, “plan”, “estimate”, or similar expressions. Statements and information about the future are not guarantees of performance. They involve risks, uncertainties and suppositions because they refer to future events, and thus depend on circumstances which may or may not occur. Future results and the creation of value for stockholders may differ significantly from those expressed or suggested by forward-looking statements. Many of the factors that will determine these results and amounts are beyond Metalfrio’s capacity to control or forecast.

Segments Breakdown

3Q	Net Revenues			Net Rev Share*		Gross Profit			Gross Margin		
	2020	2019	Δ%	2020	2019	2020	2019	Δ%	2020	2019	Δ%
Consolidated	341,0	309,7	10,1%	100,0%	100,0%	56,6	45,1	25,5%	16,6%	14,6%	2,0%
+ Products	282,2	243,8	15,8%	82,8%	78,7%	49,3	39,3	25,5%	17,5%	16,1%	1,3%
+ Service	58,8	66,0	-10,9%	17,2%	21,3%	7,2	5,8	25,5%	12,3%	8,8%	3,6%
South America	111,7	119,9	-6,9%	32,7%	38,7%	10,9	14,9	-27,1%	9,8%	12,5%	-2,7%
+ Products	80,4	79,7	0,8%	72,0%	66,5%	8,8	11,0	-19,6%	11,0%	13,8%	-2,8%
+ Service	31,3	40,2	-22,1%	28,0%	33,5%	2,1	4,0	-47,9%	6,6%	9,9%	-3,3%
Central & North America	36,4	59,1	-38,5%	10,7%	19,1%	0,7	6,9	-90,0%	1,9%	11,7%	-9,8%
+ Products	32,2	51,5	-37,6%	88,4%	87,2%	-1,1	6,3	-117,4%	-3,4%	12,3%	-15,7%
+ Service	4,2	7,6	-44,2%	11,6%	12,8%	1,8	0,6	194,1%	42,4%	8,0%	34,3%
EMEA	193,0	130,7	47,6%	56,6%	42,2%	45,0	23,2	93,9%	23,3%	17,7%	5,6%
+ Products	169,7	112,6	50,7%	87,9%	86,2%	41,6	22,0	89,1%	24,5%	19,5%	5,0%
+ Service	23,3	18,1	28,6%	12,1%	13,8%	3,4	1,2	183,8%	14,5%	6,6%	7,9%

9M	Net Revenues			Net Rev Share**		Gross Profit			Gross Margin		
	2020	2019*	Δ%	2020	2019*	2020	2019*	Δ%	2020	2019*	Δ%
Consolidated	1.058,7	1.105,9	-4,3%	100,0%	100,0%	188,4	182,1	3,5%	17,8%	16,5%	1,3%
+ Products	873,3	946,7	-7,8%	82,5%	85,6%	154,5	162,9	-5,1%	17,7%	17,2%	0,5%
+ Service	185,4	159,3	16,4%	17,5%	14,4%	33,9	19,2	76,6%	18,3%	12,1%	6,2%
South America	364,9	393,9	-7,4%	34,5%	35,6%	52,5	53,0	-0,9%	14,4%	13,4%	0,9%
+ Products	260,7	287,5	-9,3%	71,5%	73,0%	38,5	42,9	-10,3%	14,8%	14,9%	-0,2%
+ Service	104,2	106,4	-2,1%	28,5%	27,0%	14,0	10,1	38,8%	13,5%	9,5%	4,0%
Central & North America	124,2	164,6	-24,6%	11,7%	14,9%	4,2	15,3	-72,7%	3,4%	9,3%	-6,0%
+ Products	107,1	145,1	-26,2%	86,3%	88,1%	-2,2	10,9	-120,0%	-2,0%	7,5%	-9,6%
+ Service	17,1	19,6	-12,8%	13,7%	11,9%	6,4	4,4	45,0%	37,4%	22,5%	14,9%
EMEA	569,6	547,4	4,1%	53,8%	49,5%	131,7	113,8	15,8%	23,1%	20,8%	2,3%
+ Products	505,5	514,1	-1,7%	88,7%	93,9%	118,2	109,1	8,4%	23,4%	21,2%	2,2%
+ Service	64,2	33,3	92,8%	11,3%	6,1%	13,5	4,7	187,8%	21,0%	14,1%	6,9%

* As per new understanding of this segmentation

** Region as % of Consolidated and Segments as % of Region

Consolidated Income Statement – 3rd Quarter

(R\$ Mn)	3Q20	% Revenues	3Q19	% Revenues	Var. 3Q20 vs. 3Q19 (%)
NET REVENUES	341.0	100.0%	309.7	100.0%	10.1%
Cost of goods	(284.5)	-83.4%	(264.7)	-85.4%	7.5%
GROSS PROFIT	56.6	16.6%	45.1	14.6%	25.5%
OPERATING INCOMES (EXPENSES)					
Selling expenses	(29.2)	-8.6%	(27.8)	-9.0%	4.8%
Administrative and general expenses	(15.5)	-4.6%	(17.6)	-5.7%	-11.9%
Other operating income	1.5	0.4%	12.9	4.2%	-88.8%
RESULTS BEFORE NET FINANCIAL	13.3	3.9%	12.6	4.1%	6.0%
NET FINANCIAL RESULT	(48.8)	-14.3%	(21.4)	-6.9%	128.5%
Financial expenses	(33.0)	-9.7%	(38.0)	-12.3%	-13.1%
Financial income	13.9	4.1%	11.7	3.8%	19.0%
Net exchange variation	(29.7)	-8.7%	5.0	1.6%	nm
RESULTS BEFORE TAXES	(35.5)	-10.4%	(8.8)	-2.8%	303.1%
INCOME AND SOCIAL CONTRIB. TAXES					
Current	(3.6)	-1.1%	(1.0)	-0.3%	272.6%
Deferred	1.6	0.5%	(0.5)	-0.2%	-438.6%
NET RESULT FOR THE PERIOD	(37.5)	-11.0%	(10.3)	-3.3%	265.2%

Consolidated Income Statement – 9 months

(R\$ Mn)	2020	% Revenues	2019	% Revenues	Var. 2020 vs. 2019 (%)
NET REVENUES	1,058.7	100.0%	1,105.9	100.0%	-4.3%
Cost of goods	(870.3)	-82.2%	(923.9)	-83.5%	-5.8%
GROSS PROFIT	188.4	17.8%	182.1	16.5%	3.5%
OPERATING INCOMES (EXPENSES)					
Selling expenses	(88.2)	-8.3%	(86.1)	-7.8%	2.4%
Administrative and general expenses	(51.8)	-4.9%	(50.8)	-4.6%	2.1%
Other operating income	9.5	0.9%	27.2	2.5%	-65.1%
RESULTS BEFORE NET FINANCIAL	57.9	5.5%	72.4	6.5%	-20.0%
NET FINANCIAL RESULT	(208.9)	-19.7%	(44.5)	-4.0%	369.9%
Financial expenses	(123.1)	-11.6%	(108.9)	-9.9%	13.0%
Financial income	30.3	2.9%	52.0	4.7%	-41.6%
Net exchange variation	(116.1)	-11.0%	12.5	1.1%	nm
RESULTS BEFORE TAXES	(151.0)	-14.3%	27.9	2.5%	nm
INCOME AND SOCIAL CONTRIB. TAXES					
Current	(11.9)	-1.1%	(13.6)	-1.2%	-12.6%
Deferred	5.5	0.5%	9.4	0.9%	nm
NET RESULT FOR THE PERIOD	(157.5)	-14.9%	23.7	2.1%	nm

Consolidated Balance Sheet

ASSETS (R\$ mn)	3Q20	4Q19	LIABILITIES, NON-CONTROLLING INTEREST AND SHAREHOLDERS' EQUITY (R\$ mn)	3Q20	4Q19
CURRENT ASSETS			CURRENT LIABILITIES		
Cash and cash equivalents	130.2	240.1	Accounts payable to suppliers	305.9	342.1
Marketable securities	307.2	296.3	Loans and financing	822.1	653.4
Trade accounts receivable	325.8	256.0	Tax payable	12.5	11.8
Related parties	19.1	7.1	Payroll and related charges	25.9	20.6
Loans to related parties	0.3	-	Other provisions	41.1	36.0
Inventories	296.9	245.3	Lease liability	7.5	3.3
Recoverable taxes	76.9	81.4	Accounts payable on derivatives	-	13.1
Recoverable income tax and social c	12.9	10.7	Other accounts payable	15.9	8.7
Accounts receivable on derivatives	1.4	-	Total current liabilities	1,230.9	1,089.0
Other accounts receivable	37.3	27.6			
Total current assets	1,208.1	1,164.5	NON-CURRENT		
NON-CURRENT			Loans and financing	434.4	376.8
Long-term receivables:			Taxes payable	1.4	1.6
Deferred taxes	32.8	27.4	Provision for risks	12.9	8.2
Recoverable taxes	30.1	22.2	Lease liability	3.7	7.9
			Other accounts payable	20.6	16.7
Investments	0.6	0.6	Total non-current liabilities	473.0	411.1
Property, plant and equipment	261.7	248.6	SHAREHOLDERS' EQUITY		
Intangible assets	168.0	164.1	Capital	244.0	244.0
Total non-current	493.3	462.8	Capital reserve	2.7	2.7
			Profit reserve	0.0	0.1
TOTAL	1,701.4	1,627.3	Equity valuation adjustments	(64.6)	(93.2)
			Capital transaction between shareholders	(69.3)	(69.3)
			Accumulated profits (losses)	(187.3)	(27.5)
				(74.4)	56.8
			Non-controlling interest	71.9	70.5
			Total Shareholders' equity	(2.4)	127.3
			TOTAL	1,701.4	1,627.3

Consolidated Cash Flow – 9M20

(R\$ mn)	9M20	9M19
CASH FLOWS FROM OPERATING ACTIVITIES		
Result for the Period	(157.5)	34.0
Reconciliation of the result for the period to net cash generated by (used in) operating activities:		
Depreciation and amortization	41.2	32.2
Provision for risks	5.5	3.3
Other provisions	20.9	28.6
Provision for losses (gains) on derivatives	(0.4)	14.6
Allowance for expected credit loss	2.6	2.7
Provision of actuarial law	6.9	2.5
Exchange Differences	233.8	7.7
Interest on borrowings	40.0	37.8
Residual value of fixed and intangible assets disposed of	6.7	1.2
Advantageous purchase gain	-	(2.1)
Deferred income tax and social contribution	(5.5)	(9.4)
	<u>194.3</u>	<u>142.8</u>
(Increase) decrease in assets:		
Current:		
Trade receivables	(64.3)	(104.4)
Inventories	(51.6)	(76.9)
Taxes recoverable	2.3	(41.8)
Receivables from related parties	(12.0)	-
Other receivables	(9.7)	(10.3)
Noncurrent:		
Taxes recoverable	(8.0)	0.1
	<u>(143.2)</u>	<u>(233.3)</u>
<i>Increase (decrease) in liabilities:</i>		
Current:		
Trade payables	(71.0)	25.3
Taxes payable	1.9	10.2
Payroll and related charges	5.3	1.5
Current Other payables	7.2	0.5
Contingency Payments	(0.7)	(3.7)
Derivative Gain and Loss	(15.8)	(26.3)
Noncurrent:		
Taxes payables	(0.2)	(0.4)
Non-Current Other payables	(3.1)	(6.3)
	<u>(76.4)</u>	<u>0.9</u>
Other Cash Flow From Operating Activities:		
Income tax and social contribution payments	(1.2)	(1.2)
	<u>(1.2)</u>	<u>(1.2)</u>
Net cash generated by (used in) operating activities	<u>(26.4)</u>	<u>(90.9)</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Additions to property, plant and equipment	(29.7)	(44.8)
Additions to intangible assets	(7.3)	(10.1)
Capital increase in subsidiaries	-	(0.6)
Marketable securities	(10.9)	72.4
Loans to related parties	(0.3)	-
Net cash generated by (used in) investing activities	<u>(48.2)</u>	<u>16.9</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
New borrowings	919.7	496.5
Payment of principal	(930.0)	(413.2)
Payment of interest	(37.3)	(36.1)
Lease Liability	(5.5)	(4.9)
Interest from lease liability	(0.5)	0.4
Dividends payment	(6.6)	-
Payment / Receipt of Derivatives	(14.1)	(62.4)
Net cash (used in) generated by financing activities	<u>(74.3)</u>	<u>(19.6)</u>
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	<u>(149.0)</u>	<u>(93.6)</u>
CASH AND CASH EQUIVALENTS		
At the end of the period	130.2	92.7
Effects Of Exchange On Cash And Cash Equivalents	39.1	8.3
At the beginning of the period	240.1	178.0
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	<u>(149.0)</u>	<u>(93.6)</u>