

# Intelbras R\$ 1.13bn | US\$ 210mm Initial Public Offering


Citi acted as Global Coordinator

Priced on February 2<sup>nd</sup> 2021

intelbras

## Transaction Summary

Assumes BRL / USD: 5.3875

|                      |   |
|----------------------|---|
| Issuer               | Intelbras S.A.  |
| Exchange / "Ticker"  | B3 / "INTB3"  |
| Offering Structure   | ICVM 400 IPO, with intl. sales under Rule 144A and Reg S  |
| Shares Issued        | 72mm Shares (Base Offering)   |
| Offering Size        | R\$ 1,134mm (Base Offering)   |
| Primary / Secondary  | 64% Primary / 36% Secondary (Base Offering)   |
| Market Cap @ IPO     | R\$ 5.2bn / US\$ 1.0mm  |
| Greenshoe            | 15% of base deal: R\$170mm (c. US\$ 37mm), 100% secondary   |
| Price (filing range) | R\$ 15.75 (R\$ 15.25 - R\$ 19.25)   |
| Selling Shareholder  | Freitas Family  |
| Use of Proceeds      | M&A, industrial capacity, Haas / SaaS and internal projects   |
| Lock-up Period       | 180 days  |
| Joint Bookrunners    |  BTG, Santander and Itau BBA |
| Launch / Pricing     | 13-Jan-21 / 02-Feb-21 (14-business day global roadshow)   |

## Execution Highlights

- Citi successfully priced its **3<sup>rd</sup> Equity Transaction** in 2021 acting as **Senior Active Bookrunner**
- Extensive marketing efforts, with a large number of 1x1 meetings and additional group events
  - Pilot Fishing: **49** interactions / Investor Education: **+100** interactions
  - Targeted **14-day global roadshow** (Brazil, US, Europe)
- Strong interest from Brazilian and global institutional investors
  - Offering **2.2x oversubscribed**, with high quality and long-only conversions across all regions

## Company Overview

- **Leading ecosystem of tech solutions** and **leading producer** of electronic security cameras and communication devices
- Present in app. 98% of Brazilian municipalities<sup>(1)</sup>, and exports its products internationally
- **+40 years of successful track-record** - since its foundation in 1976, it has grown its portfolio to include products and solutions for electronic security, access controls, networks, communication, energy and solar energy
- **Efficient and strong distribution channel** with +80,000 Resellers and Retailers, 370 Distributors, 14 Service Channels and 350 Technical Assistance throughout Brazil
- Intelbras S.A.'s **qualified team with extensive experience** in its business sectors combined with an efficient and lean structure focused on the client
- In recent years, Intelbras S.A. has strengthened its business ties with one of the world leaders in electronic security, technology company Zhejiang Dahua Technology Co. Ltd, which has been its business partner for more than 10 years

## Summary Investment Thesis

- **Unparalleled distribution capillarity** in Brazil and access to a strong sales platform
- **Robust product portfolio** supported by an in-house innovation machine and global strategic partnerships
- **Unmatched leadership position** in a variety of segments, being one of the largest players in LatAm in the security segment
- **Unique brand awareness** with **consistent and well established positioning** over the competitive landscape
- Solid operational and financial track-record combined with a **superior M&A expertise**
- Sound organizational structure with a **client-centric approach**

(1) Considers only municipalities with potential to acquire electronic products.