

Webcast 1Q21

#soulinx

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LINX CORE | +12% YOY TOTAL RR

- ✚ **Delivery:** SR grew 302% vs 1Q20 | 114.2% larger customer base vs 1Q20
- ✚ **Hiper:** SR 36% higher vs 1Q20 | 27% larger Hiperadores base vs 1Q20
- ✚ **Pharma:** SR grew 16% vs 1Q20 | 39% higher customer activation vs 1Q20
- ✚ **Linx Franchisees:** 428 franchisees as of Mar/21 | 38% of new activations in 1Q21

LINX PAY | +10% YOY TOTAL RR

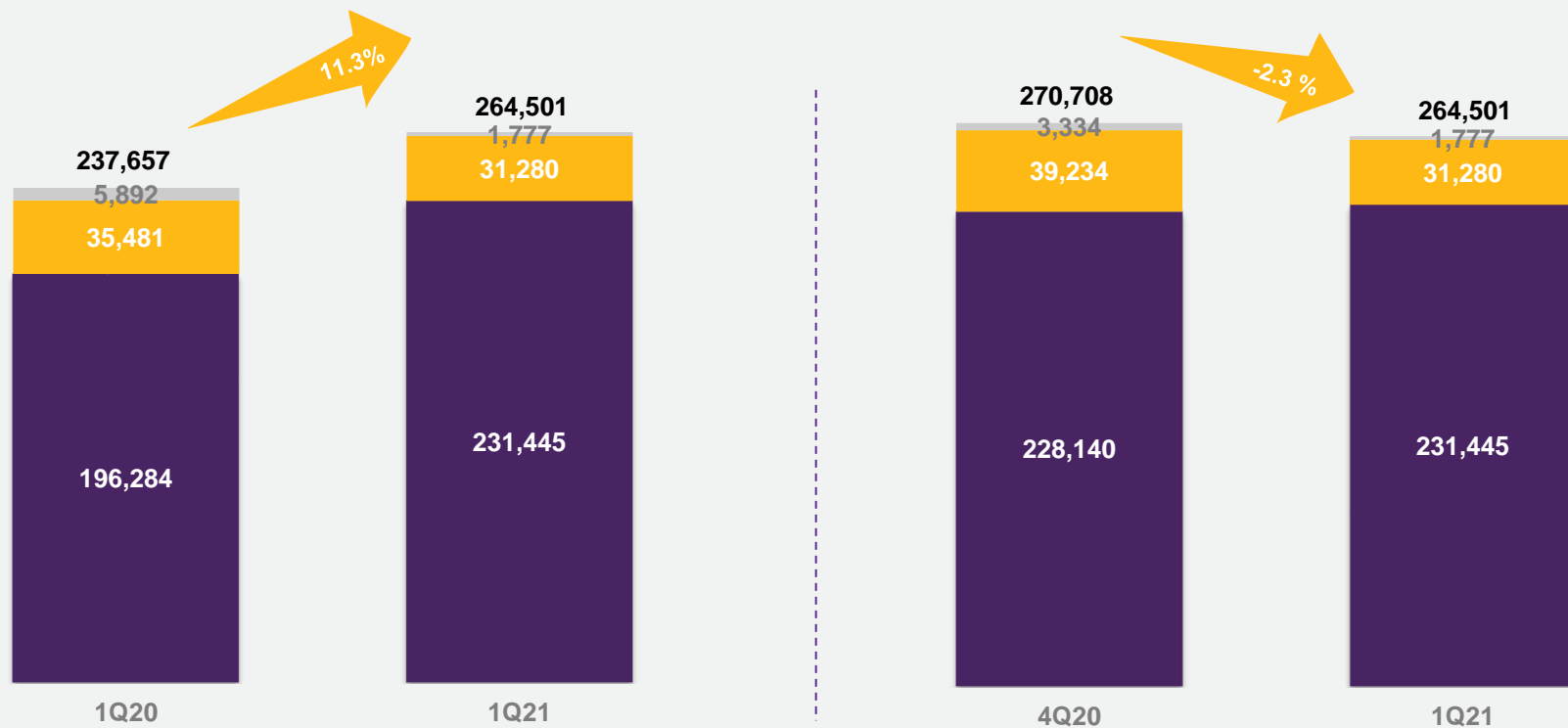
- ✚ **TEF:** 54% of the Linx Pay's SR | volume traded 30% higher vs 1Q20
- ✚ **Gateway:** 4.7 thousand clients using Linx's payment solution for e-commerce
- ✚ **QR Code and Pix:** more than 14,000 customers already integrated with Linx's ERP | 8% larger customer base vs Dec/20
- ✚ **TPV:** 2.2x higher vs 1Q20

LINX DIGITAL | +56% YOY TOTAL RR

- ✦ **Linx Commerce:** SR 109% higher vs 1Q20 | since Apr/20, we had the volume of a Black Friday every month
- ✦ **GMV:** platform volume 87% higher vs 1Q20
- ✦ **Linx Impulse:** SR grew 37% vs 1Q20 | 60% of Linx Digital's SR | ADS volume was 188% higher vs 1Q20
- ✦ **OMNI OMS:** 5 new clients in 1Q21 | 6,300 roll-out stores | 71% higher SR vs 1Q20
- ✦ **Partnerships:** average of 400 sellers publishing their inventories among the 4 partner marketplaces (ex. Hiper) in 1Q21
- ✦ **Linx Digital Partners:** agencies homologation for selling Linx Digital solutions, 38 partners in 1Q21

Gross Revenues

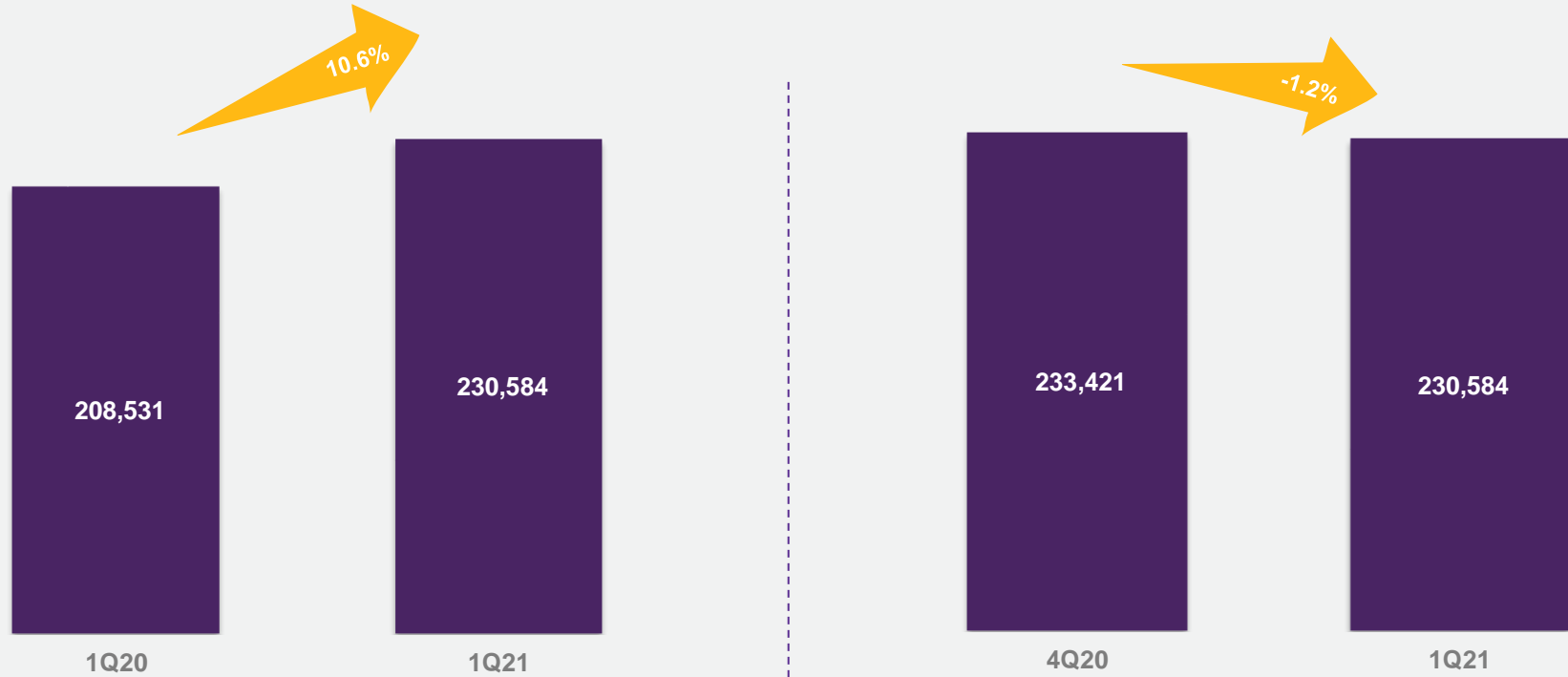
BRL '000



Subscription revenue Consulting service revenue Royalties Gross revenues

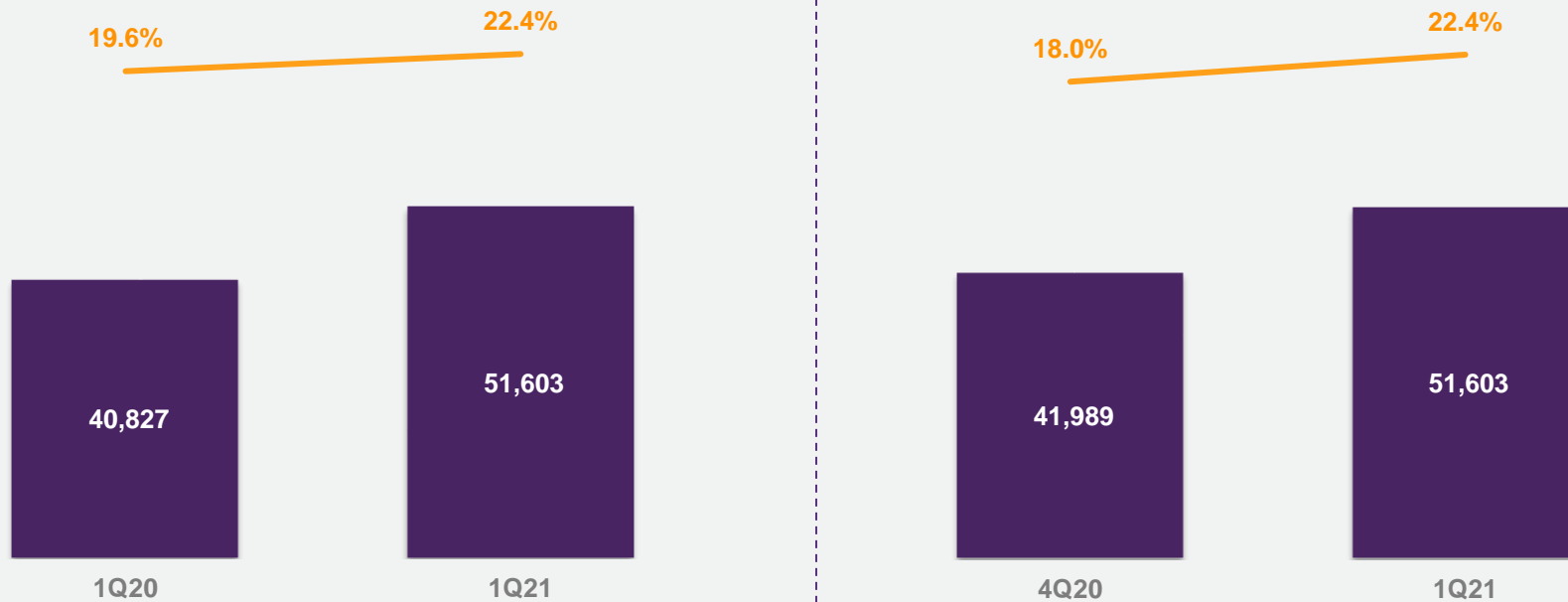
Net Revenues

BRL '000



Adjusted EBITDA

BRL '000



Adjusted EBITDA¹ Adjusted EBITDA margin¹ (%NOR)

1- Adjusted by non-recurring events, as shown on the next slide,

Adjusted EBITDA

BRL '000

BRL '000	1Q21	1Q20	YoY	4Q20	QoQ
EBITDA	46,304	37,344	24.0%	(18,058)	n.a.
Net Operating Revenues	230,584	208,531	10.6%	233,421	-1.2%
EBITDA Margin	20.1%	17.9%	220 bps	-7.7%	2790 bps
Stock options plan	2,938	-	n.a.	3,063	-4.1%
Anticipation and assignment of receivables ¹	2,144	1,294	65.7%	2,270	-5.6%
Stone Operation Expenses ²	305	-	n.a.	13,945	-97.8%
M&A expenses ³	147	825	-82.2%	-	n.a.
Net earn-out reversion ⁴	(235)	-	n.a.	6	n.a.
Linx Pay Unusual Operating Losses ⁵	-	-	n.a.	39,975	n.a.
NYSE IPO expenses ⁶	-	549	n.a.	788	n.a.
Organizational restructuring ⁷	-	816	n.a.	-	n.a.
Adjusted EBITDA	51,603	40,827	26.4%	41,989	22.9%
Adjusted EBITDA margin	22.4%	19.6%	290 bps	18.0%	440 bps

Breakdown of events:

1 – Impact of the anticipation and assignment of receivables offered by Linx Pay Hub, considering that this revenue is allocated to the Financial Result, below EBITDA.

2 – Legal and financial advisory expenses arising from STNE's proposal for Linx.

3 – Expenses related to the due diligence process of acquired companies.

4 – Of the total purchase price we pay for the acquired companies, a portion is paid through earn-outs, subject to the achievement of financial and operational goals. When these goals are not achieved by the acquired companies, there is a reversal of earn-out in the period.

5 – Unusual operating losses of Linx Pay Meios de Pagamento Ltda, as a consequence of the cancellation of atypical transactions by third parties in the use of machines sold by a Linx Pay commercial partner. Losses were fully accounted for in 1Q21.

6 – Expenses related to Linx's IPO on the NYSE and consultancy to adapt to SOX rules.

7 – Organizational restructuring carried out at the beginning of the year and in June 2020.



SOFTWARE QUE MOVE O VAREJO