

Webcast 3Q20

#soulinx

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LINX CORE | +3% YOY TOTAL RR

- ✚ **Delivery App:** Total Recurring Revenue (RR) 3x higher vs 3Q19 | 3,800 active clients in Sep/20
- ✚ **Hiper:** Total RR grew 50% vs 9M19 | customer base 51% higher vs Sep/19 | 1,000 Hiperadores in Sep/20
- ✚ **Millennium:** SR 41% higher vs 9M19 | accelerated integration with Linx OMS customers (e.g. InBrands and Xiaomi)
- ✚ **Apparel:** new contracts signing 68% higher vs 2Q20 | activation of new clients 199% higher vs 2Q20
- ✚ **Linx Franchisees:** 381 franchisees in Sep/20, +47 franchisees in 3Q20 | 35% of 3Q20's new activations

LINX PAY | +72% YOY TOTAL RR

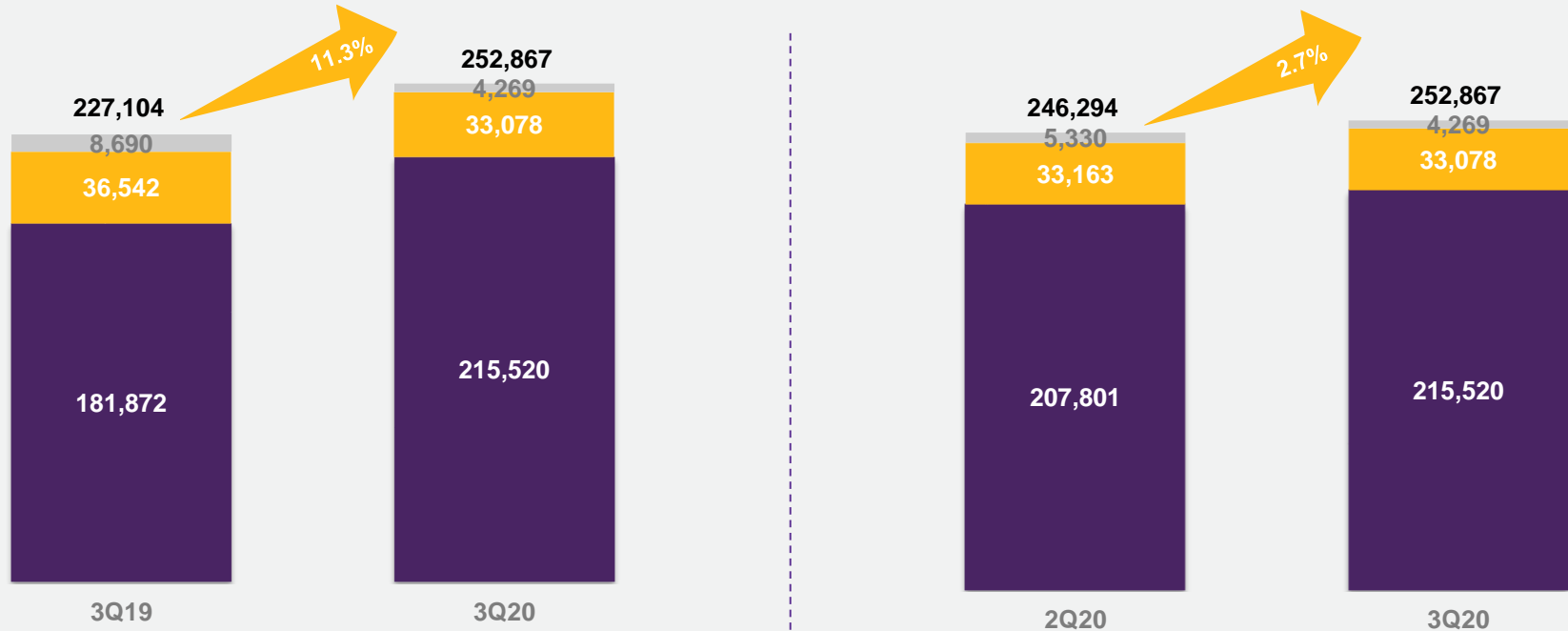
- ✚ **TEF:** 44% of Linx Pay's Total RR
- ✚ **Payment Link:** around 13,000 registered clients
- ✚ **Gateway:** Total RR 5x higher vs 2Q20 | 2,700 customers using a Linx e-commerce payment solution
- ✚ **QR Code:** 8,000 customers with the QR Code already integrated with Linx's ERP, 4x higher vs Dec/19
- ✚ **TPV:** 5x higher in the first 9 months of 2020 vs 9M19

LINX DIGITAL | +55% YOY TOTAL RR

- ✧ **Linx Commerce:** Total RR 2x higher vs 3Q19 | OMNI functions pilot project for the middle market
- ✧ **GMV:** platform volume 88% higher in 3Q20 vs 3Q19 | current volume above the pre-pandemic level (Mar/20)
- ✧ **Linx Impulse:** Total RR grew 19% vs 2Q20 | 66% of Linx Digital's Total RR | ADS volume was 204% higher vs 3Q19
- ✧ **OMNI OMS:** 20 clients in 3Q20 | 6,800 stores to roll-out | 8% of Linx Digital's Total RR
- ✧ **Pharmacies:** around 100 Linx Commerce customers with the possibility of integration into B2W's marketplace
- ✧ **Partnerships:** 326 retailers published inventories on marketplaces through signed partnerships (excluding Hiper)
- ✧ **Linx Digital Partners:** agencies homologation for selling Linx Digital solutions, 24 partners in 3Q20

Gross Revenues

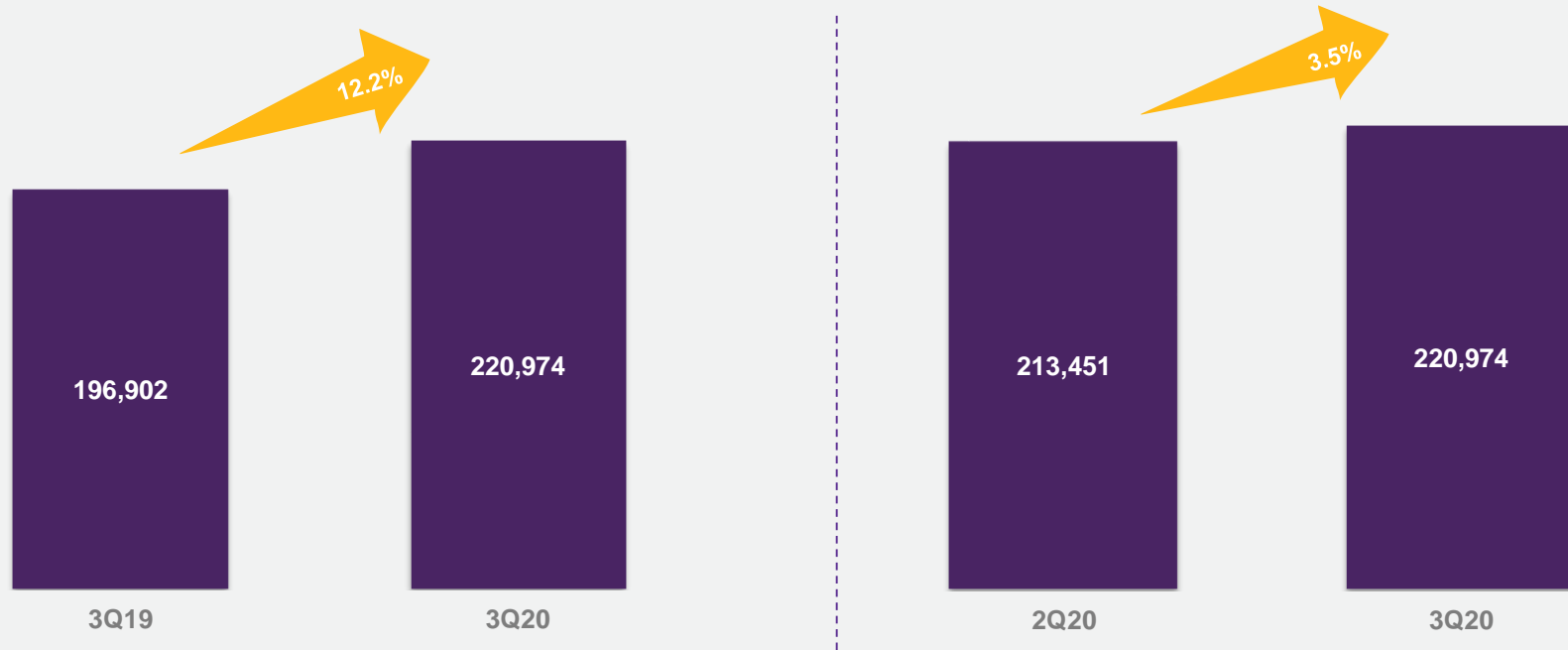
BRL '000



Subscription revenue Consulting service revenue Royalties Gross revenues

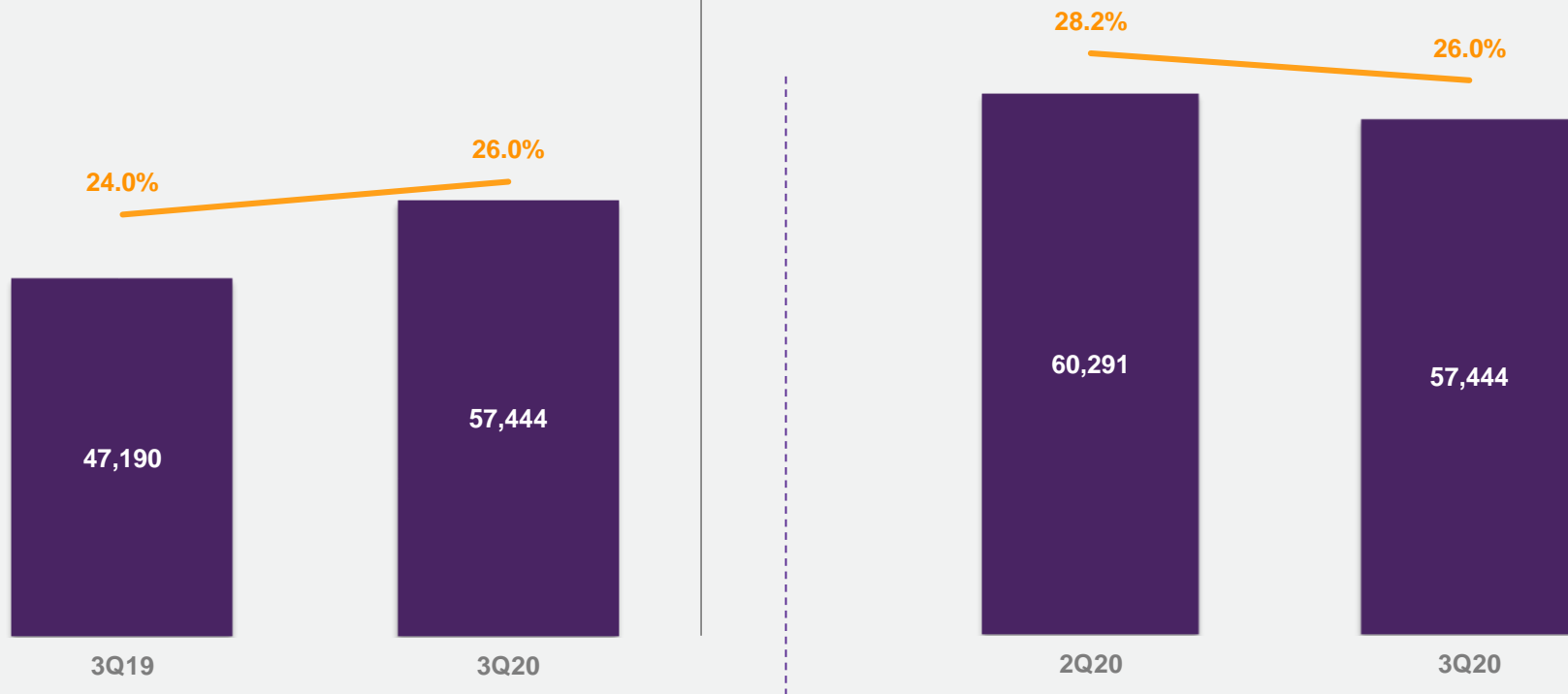
Net Revenues

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	3Q20	3Q19	YoY	2Q20	QoQ
EBITDA	44,635	40,117	11.3%	49,489	-9.8%
Net operating revenues	220,974	196,902	12.2%	213,451	3.5%
EBITDA margin	20.2%	20.4%	-20 bps	23.2%	-300 bps
Stone Operation Expenses ¹	6,689	-	n.a.	-	n.a.
Stock Option Plan	3,968	-	n.a.	3,063	29.6%
Anticipation and assignment of receivables ²	1,867	-	n.a.	1,588	17.6%
NYSE IPO expenses ³	552	5,005	-89.0%	883	-37.5%
M&A expenses ⁴	445	-	n.a.	1,030	-56.8%
Net earn-out reversion ⁵	(712)	-	n.a.	(1,037)	-31.4%
Organizational restructuring ⁶	-	-	n.a.	4,275	n.a.
Donation for the Salvando Vidas project ⁷	-	-	n.a.	1,000	n.a.
Write-off of Synthesis Brazil ⁸	-	2,069	n.a.	-	n.a.
Adjusted EBITDA	57,444	47,190	21.7%	60,291	-4.7%
Adjusted EBITDA margin	26.0%	24.0%	210 bps	28.2%	-230 bps

Breakdown of events:

1 – Legal and financial advisory expenses arising from STNE proposal for Linx.

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

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

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

5 – 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.

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

7 – Donation to the BNDES Salvando Vidas Project. The amount collected is applied to the front line of coping with the pandemic of COVID-19.

8 – The write-off refers to the closing of Synthesis Brasil's operation to transfer the respective tax ID to Linx Pay.



SOFTWARE QUE MOVE O VAREJO