

Institutional Presentation

stoneco

1Q24

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Agenda

- 1** Stone at a glance
- 2** Our numbers
- 3** Our opportunity

Agenda

- 1** Stone at a glance
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Our mission

Financial and software solutions

with the **best service**
in the industry

Micro, small and medium
businesses

To serve Brazilian entrepreneurs,
transforming their **dreams into results.**

Helping them **better manage**
and grow their business

Our journey

2012

Our Foundation



We Disrupted payments in Brazil

Modern Technology
Differentiated Sales
Superior Service

Expansion Phase

Revolutionized SMB Services



We entered an attractive underserved market segment

Underserved Merchants
Difficult to Reach
Large Profit Pool

Expanded to Micro Merchants



Leveraging the strength of our SMB platform

Completely Digital
Low Cost-to-Serve
Attractive Pricing

Today

A leading player in Payments and POS/ERP

11%

Market Share¹ in Payments

Acquired Brazil's
#1 Retail Software
Linx

A leading payments disruptor for Brazilian MSMBs²

Leading Market Share
Best product-market fit
Targeted offerings for specific client segments

With a Broad Suite of Solutions



Added financial services

+ Banking & Credit

Expanded Software Solutions

POS/ERP for multiple verticals and segments

Future

Unified Commerce Value Proposition



End-to-End value proposition for MSMBs

Scalable Platform
Massive Distribution
Local Support
Integrated Solutions adapted to the needs of each segment

Our offerings



Financial Services

88% of Revenue¹



Goal:

To be the best financial operating system for Brazilian merchants



Micro + SMBs (MSMBs²)

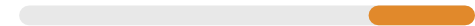


Payments + Banking + Credit



Software

12% of Revenue¹



Goal:

To be the best workflow tool for Brazilian merchants and help them to sell more through multiple channels





Integrated POS and ERP solutions for strategic verticals



Digital + Omnichannel Solutions

Our positioning

	TPV	HOW CLIENTS SEE US	OUR POSITIONING
Large	> R\$ 2MM per month		<ul style="list-style-type: none">○ Opportunistic approach○ Focus on efficiency
SMB	R\$ 100k - 2MM per month		<ul style="list-style-type: none">○ All-in-one solution○ Superior service differentiation○ Software as an edge for more mature clients
	R\$ 15k – 100k per month		
Micro	Up to R\$ 15k per month		<ul style="list-style-type: none">○ Simple and easy-to-use solutions○ Digital business model○ Low cost for the client, good economics for us

Our competitive advantages

Tech-enabled Distribution

- +99% of Brazil's GDP covered
- Go beyond the Hub with lower CAC

Superior Client Service

- 1-business-day delivery for SMBs and 3-day for Micro clients
- Less than 5 seconds pick-up time
- Consistently ranked #1 in client satisfaction¹ in Brazil

Comprehensive Merchant Platform

- Single Payments, Banking and Credit Platform
- Vertical value propositions through software integrations
- Stone Platform allows multiple value propositions at scale

Our platform: build once, use many

Unified platforms are crucial for us to win and gain operating leverage

Brand

stone

ton

pagar.me


Stone Embedded

...

Unified Platforms

Experience

Account

User Interface

Hardware

Product

Payments

Banking

Credit

Operations

Sales

Logistics

Client Service

Pricing

Internal

Data

Fraud & Security

Infrastructure

Our management

Seasoned executives at the leadership team



Pedro Zinner
Chief Executive
Officer



André Monteiro
Risk



Carolina da Costa
Impact &
Sustainability



Diego Salgado
Treasury



Fabio Kapitanovas
People & Operations



Lia Matos
Strategy & Marketing



Marcus Fontoura
Technology



Mateus Biselli
Small and Medium
Merchant Business



Mateus Scherer
Chief Financial &
Investor Relations
Officer



Sandro Bassili
Software



Tatiana Malamud
Legal & Compliance



Victor Lino
Micro Merchants
Business



Vinícius Carrasco
Economist &
Regulatory Affairs

Board of Directors and Committees

After the AGM approval on April 23, 2024

BOARD OF DIRECTORS

Board of Directors¹

Mauricio Luis Luchetti*

CHAIRPERSON

Gilberto Caldart*

VICE-CHAIRMAN

José Alexandre Scheinkman*

Diego Fresco Gutierrez*

Luciana Ibiapina Lira Aguiar*

Silvio José Moraes*

Thiago Dos Santos Piau

* INDEPENDENT MEMBERS

COMMITTEES

People and Compensation

Mauricio Luis Luchetti

CHAIRPERSON

Silvio José Moraes

Thiago Dos Santos Piau

Audit

Diego Fresco Gutierrez

CHAIRPERSON

Luciana Ibiapina Lira Aguiar

Silvio José Moraes

Risk

Luciana Ibiapina Lira Aguiar

CHAIRPERSON

Gilberto Caldart

José Alexandre Scheinkman

Finance

Silvio José Moraes

CHAIRPERSON

Diego Fresco Gutierrez

Thiago Dos Santos Piau

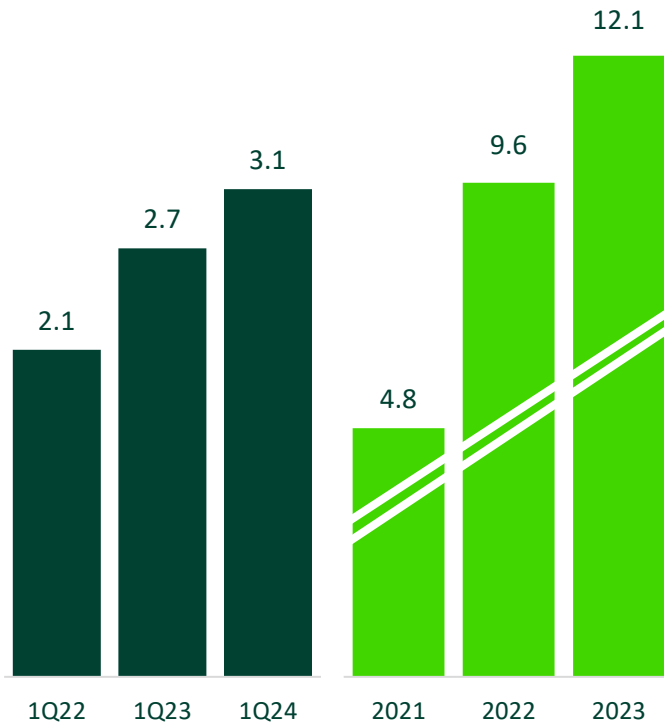
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Balancing Profitability & Growth

Total Revenue

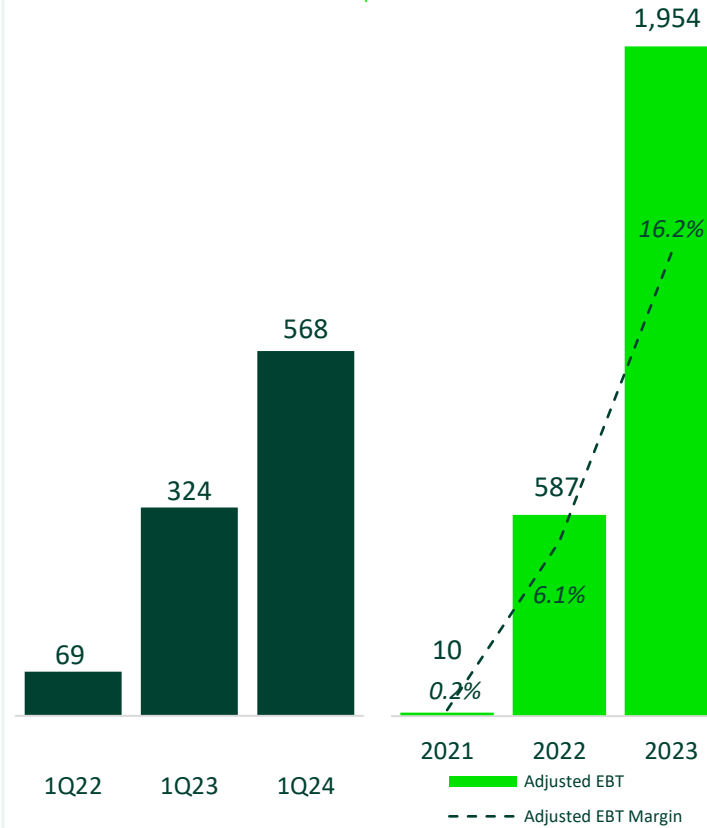
R\$bn



Strong Growth

Adjusted EBT¹

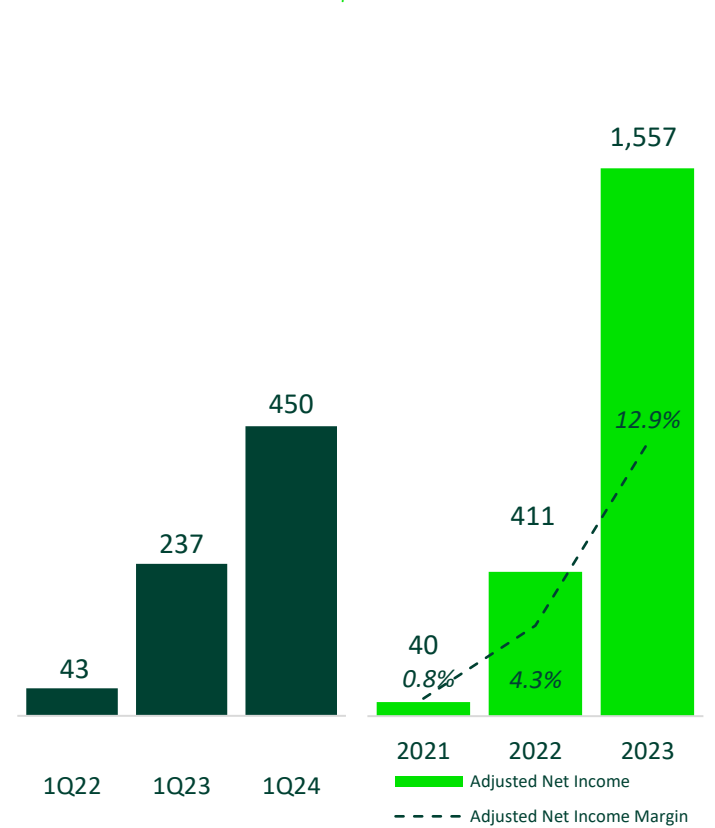
R\$m



Increasing Profitability

Adjusted Net Income¹

R\$m



Improving Earnings

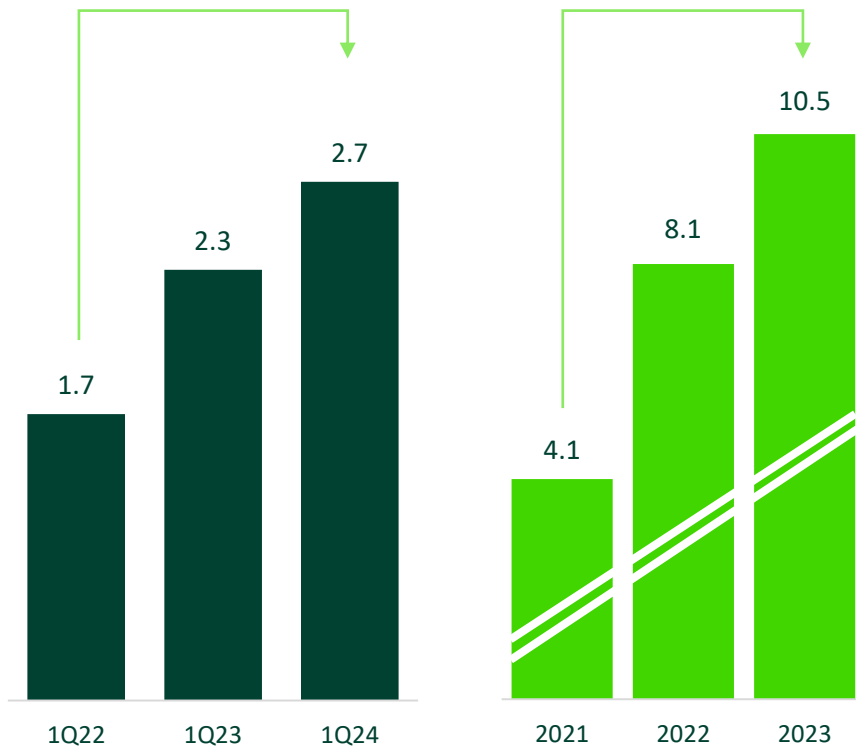
Financial Services - Revenue growth with margin expansion

Financial Services Revenue

R\$bn

+25%
CAGR

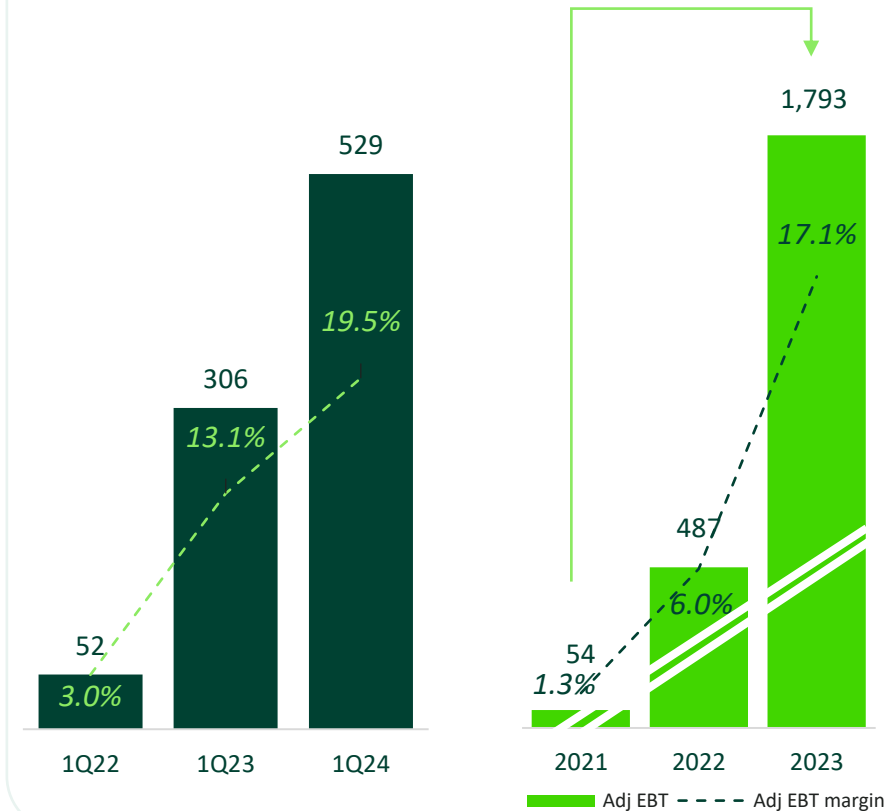
+60%
CAGR



Financial Services Adjusted EBT¹

R\$mn

+476%
CAGR

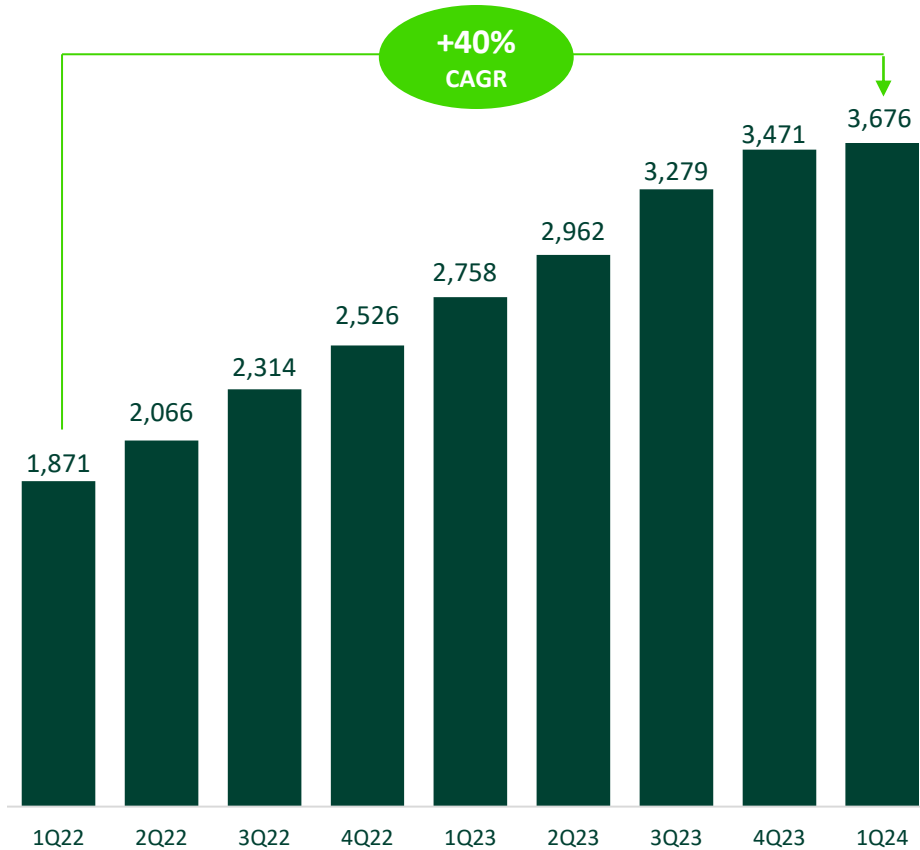


Note 1. Please refer to our earnings release for adjustments to net income per profit and loss line.

Financial Services - Reaching More Clients

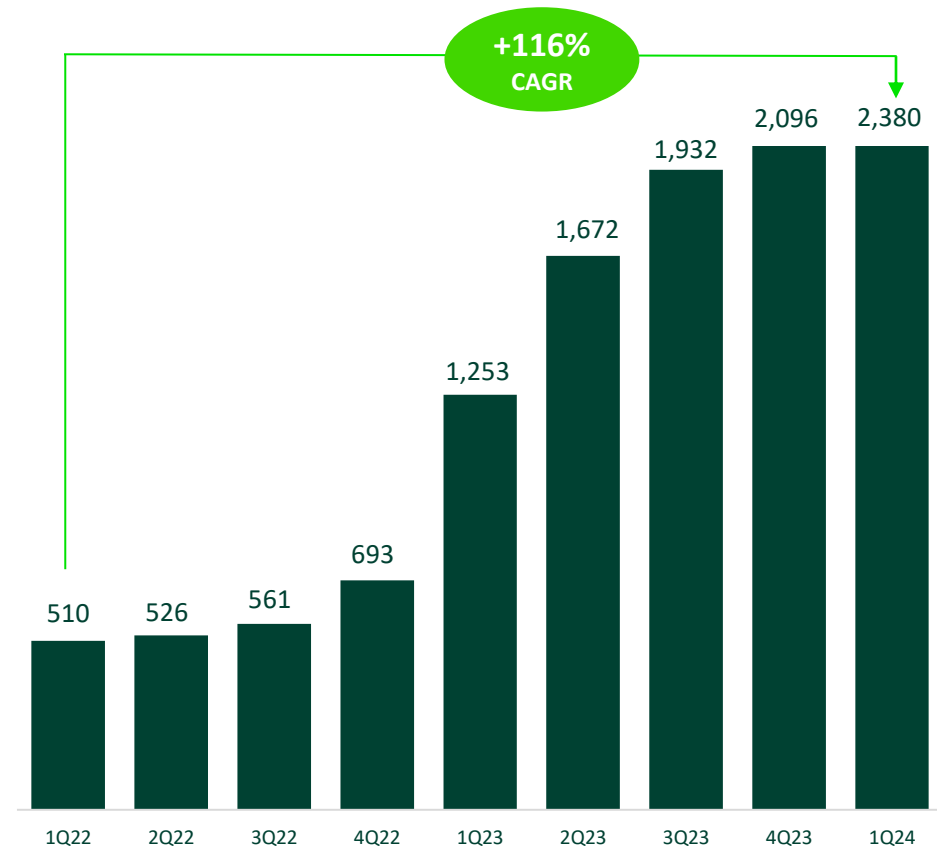
MSMB Payment Client Base¹

MSMB Payments Total Active Clients ('000)



MSMB Banking Client Base²

MSMB Banking Total Active Clients ('000)



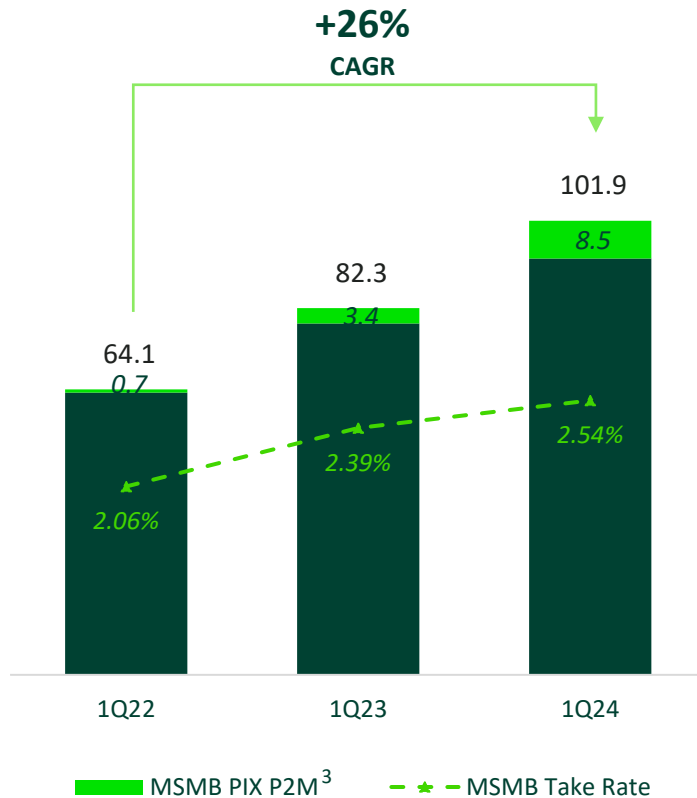
Note 1: "Active Payments Clients" refer to merchants that have completed at least one electronic payment transaction with us within the preceding 90 days, except for TON product which considers 365 days. Excludes overlap. Does not include clients that use only TapTon.

Note 2: Clients who have transacted at least R\$1 in the past 30 days. Does not include clients of Pagar.me and Ton clients who do not have the full banking solution "Super Conta Ton".

Financial Services - Increased engagement

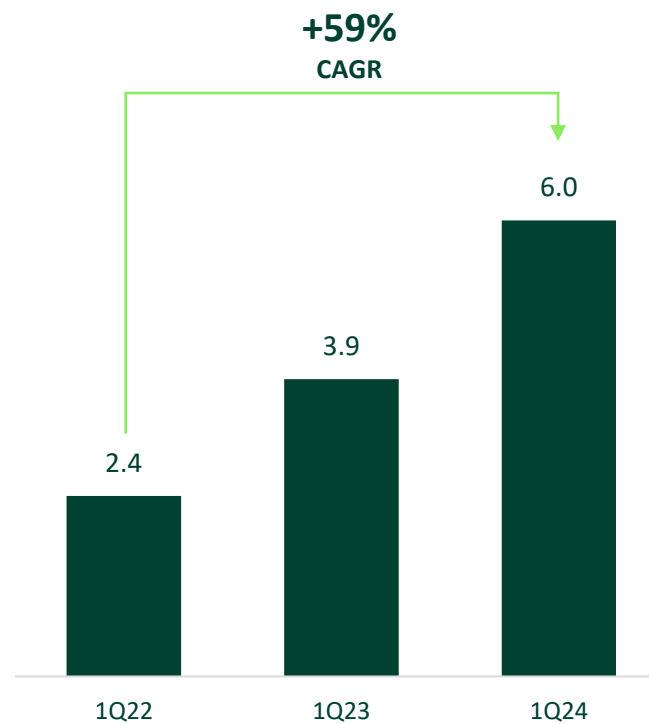
Payments

MSMB TPV¹ (R\$bn) and MSMB Take Rate² (%)



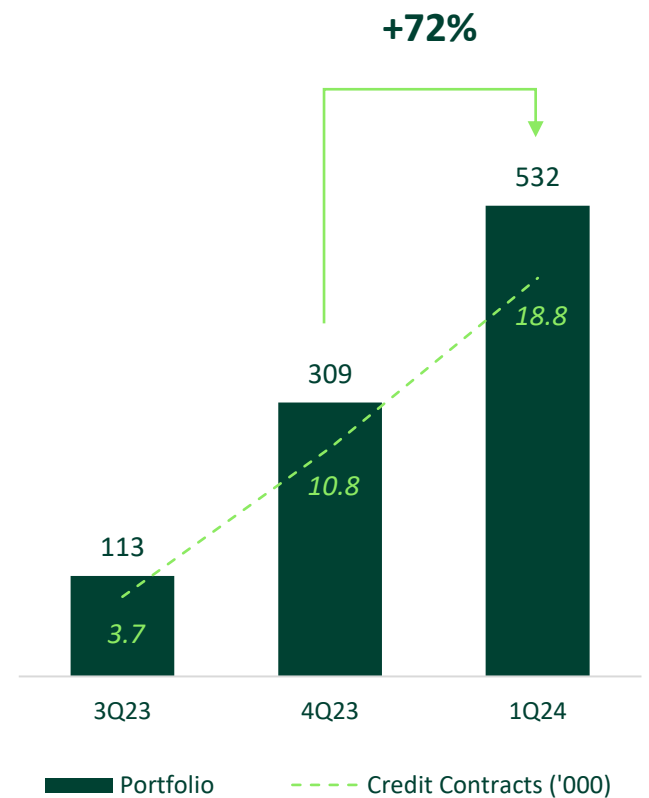
Banking

Client deposits⁴ (R\$mn)



Credit

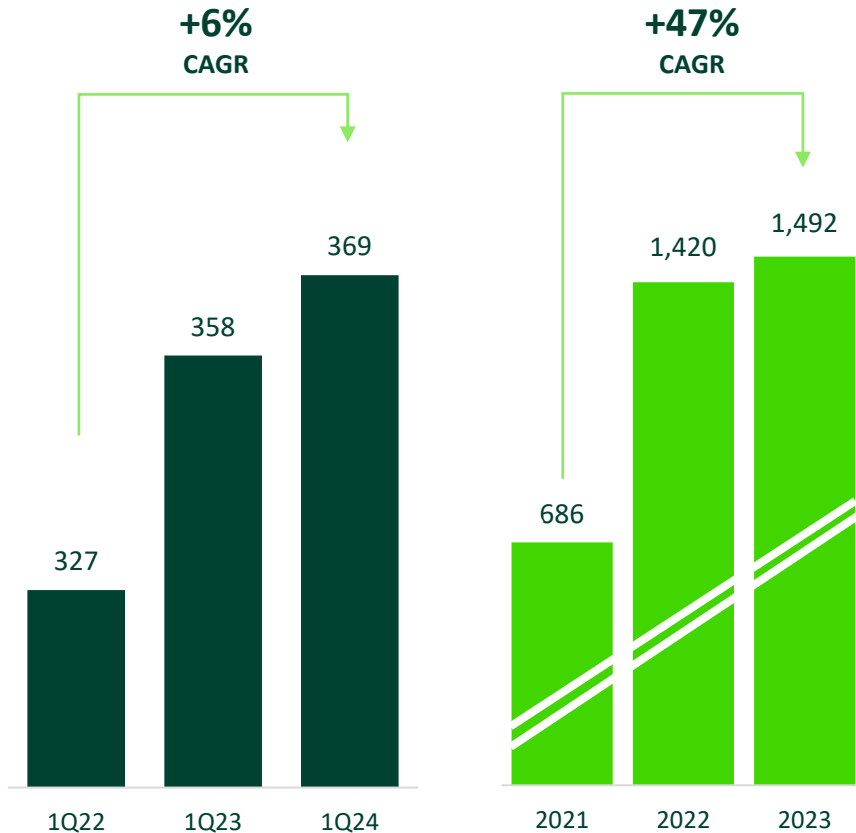
Working Capital Portfolio⁵ (R\$mn)



Software - Efficiency gains leading to better margins

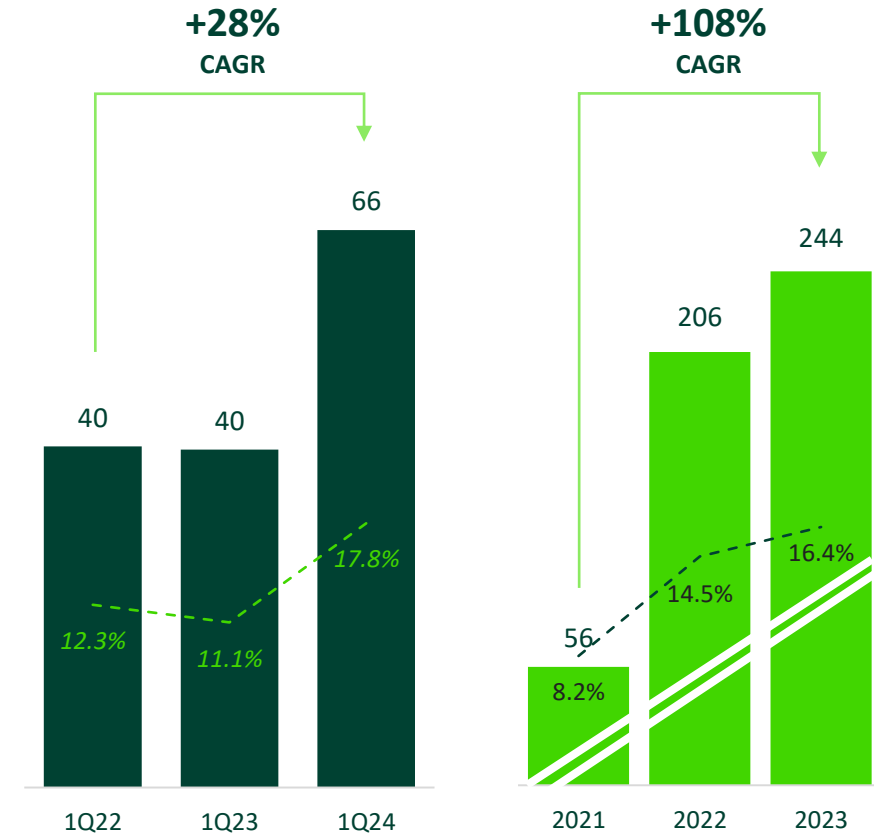
Software Revenue

R\$mn



Software Adjusted EBITDA¹

R\$mn



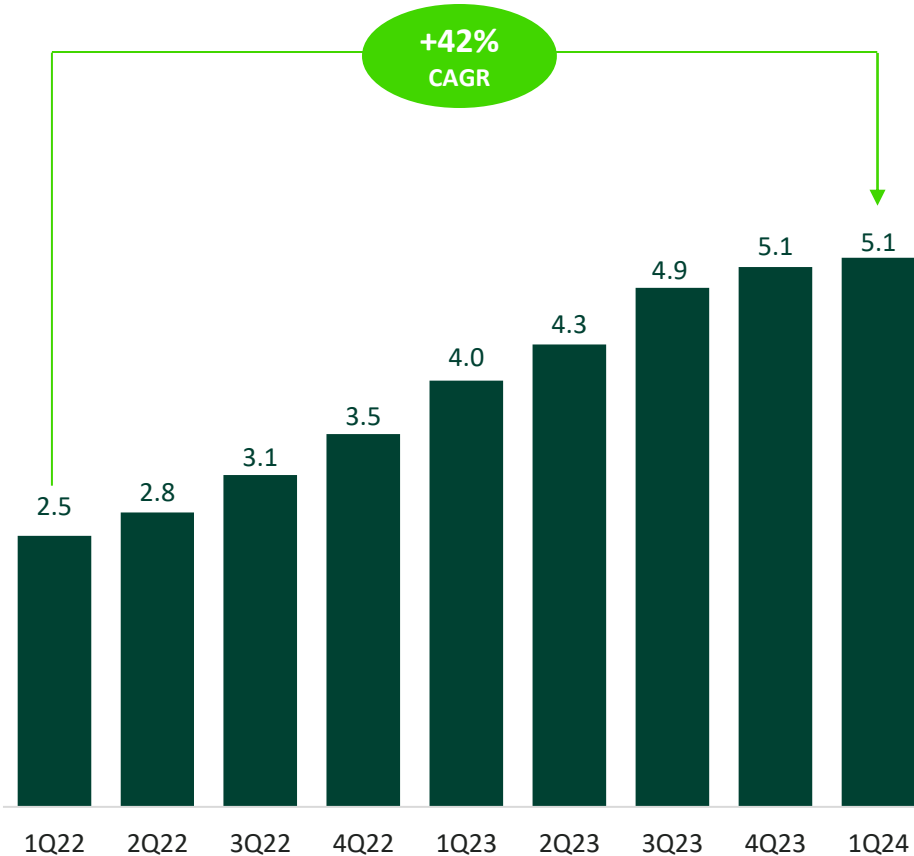
Note 1. Adjusted EBITDA and Adjusted EBITDA Margin are non-IFRS financial metrics adjusted by the same items as Adjusted Net Income, as applicable. Please refer to the appendix for details on the adjustments.

Strong Cash Generation and Balance Sheet

Adjusted Net Cash¹ Position

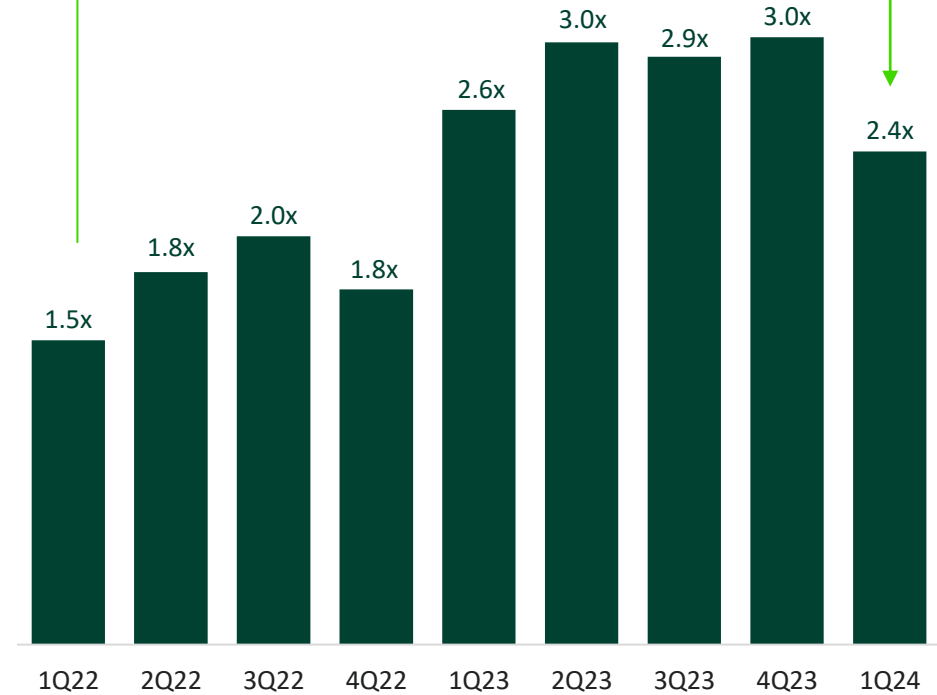
R\$bn

+42%
CAGR



Cash/Short-Term Debt Ratio²

+62%



Note 1. Adjusted Net Cash is a non-IFRS financial metric and consists of the following items: (i) Adjusted Cash: Cash and cash equivalents, Short-term investments, Accounts receivable from card issuers, Financial assets from banking solution and Derivative financial instrument; minus (ii) Adjusted Debt: Obligations with banking customers, Accounts payable to clients, Loans and financing, Obligations to FIDC quota holders and Derivative financial instrument. Please refer to our earnings release for historical metrics. **Note 2.** Cash considers the sum of Cash & cash equivalents and short-term Investments, while Short-term debt considers the sum of loans and financing and obligations to FIDC senior quota holders.

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Huge and diverse opportunity

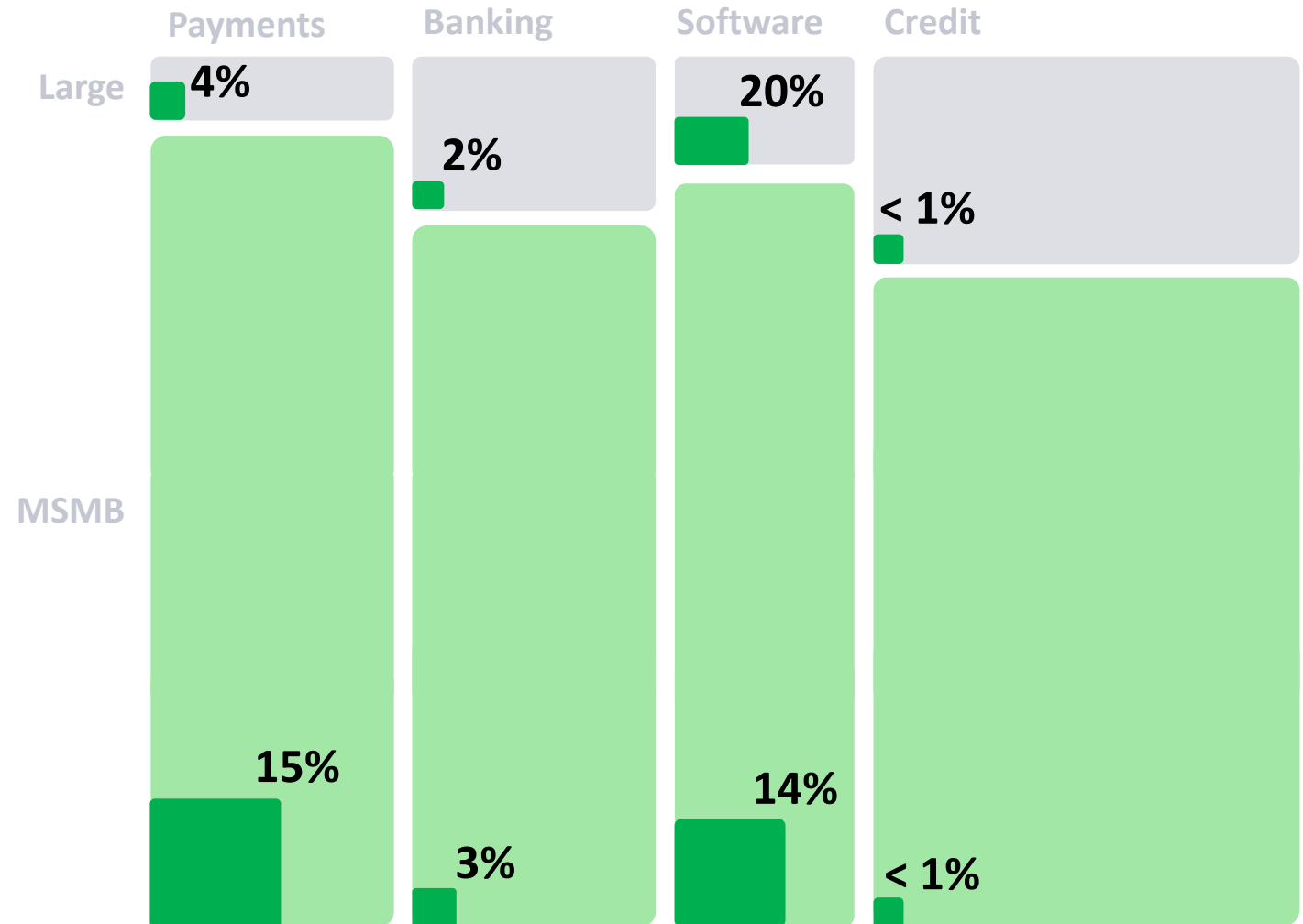
Addressable Market¹: ~R\$ 100 Bn

 **8x TAM expansion**

Big and **unpenetrated** TAM

Diversification of the business

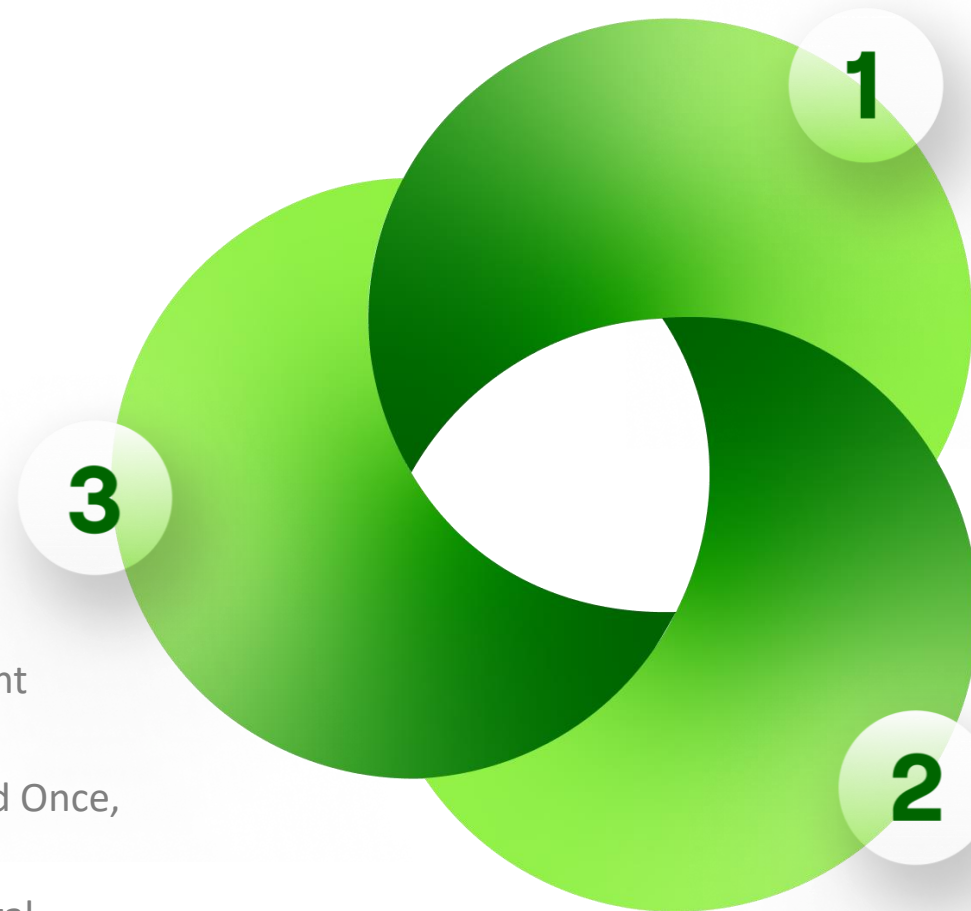
Still **huge opportunity** ahead



Our Strategic Priorities

SCALE THROUGH PLATFORMS

- Foundational assets: distribution, logistics, client service and brand
- Stone Tech Platform: Build Once, use many
- Scale with little incremental investment



WIN IN THE MSMB MARKET

- True distribution powerhouse allowing multiple segment reach
- Attractive financial services opportunity in our installed Software Base
- Sustained best service in the market

DRIVE ENGAGEMENT

- More levers to build price bundles
- Scale working capital solutions to monetize further
- Software as a differentiator

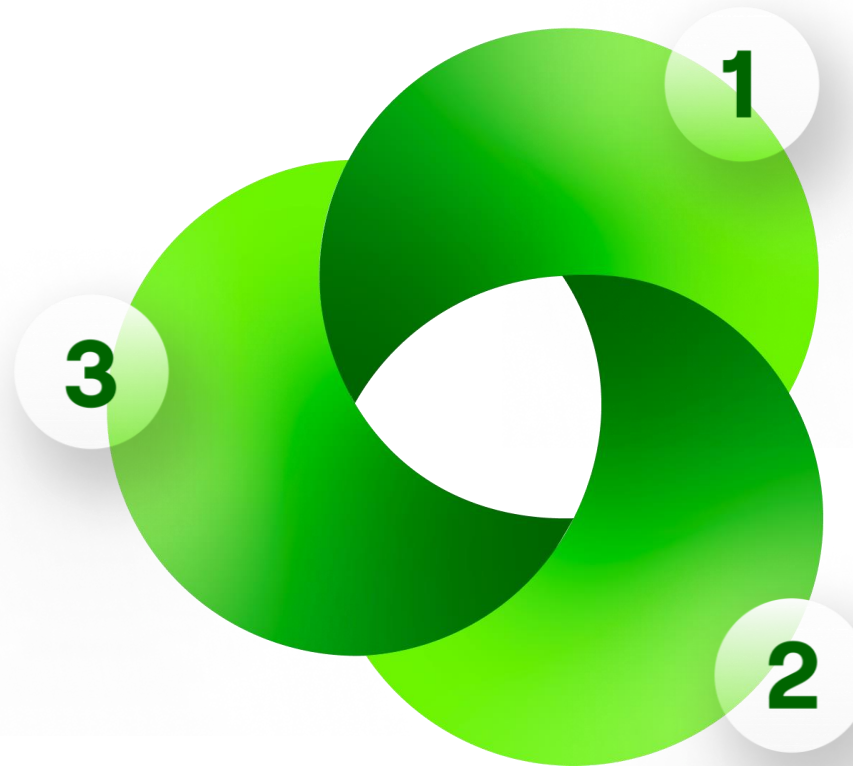
From Strategy to Finance

SCALE THROUGH
PLATFORMS

Gain operational leverage

Net Income

Adm. Expenses



WIN IN THE
MSMB MARKET

Grow the base

MSMB TPV

Client Deposits

DRIVE ENGAGEMENT

Monetize

MSMB Take Rate

Credit Portfolio

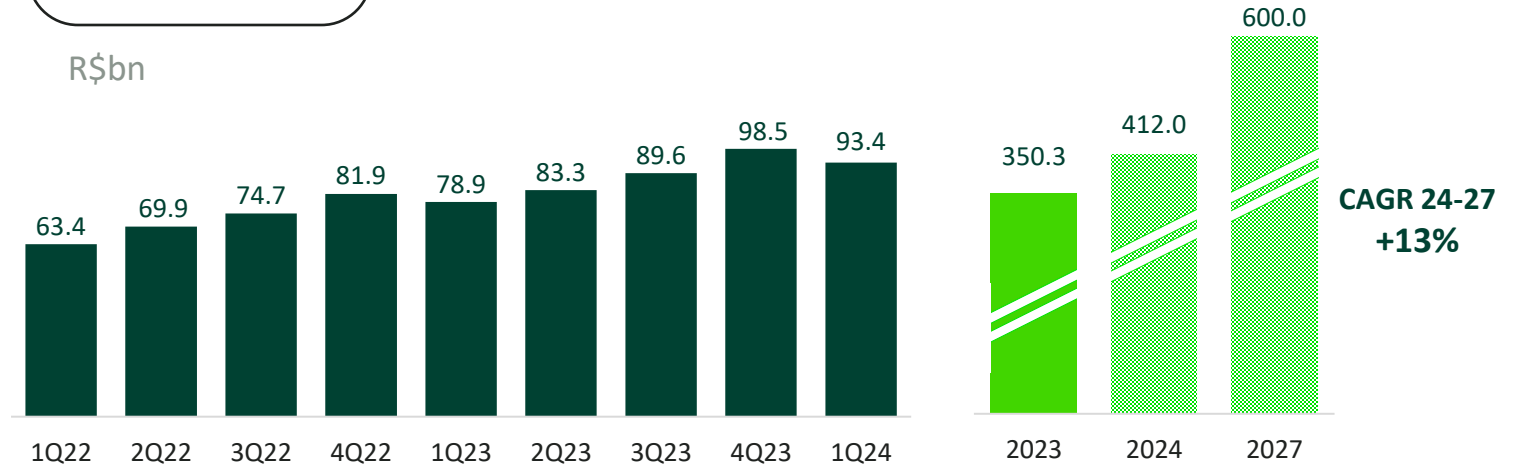
1

Grow the base

Our guidance metrics

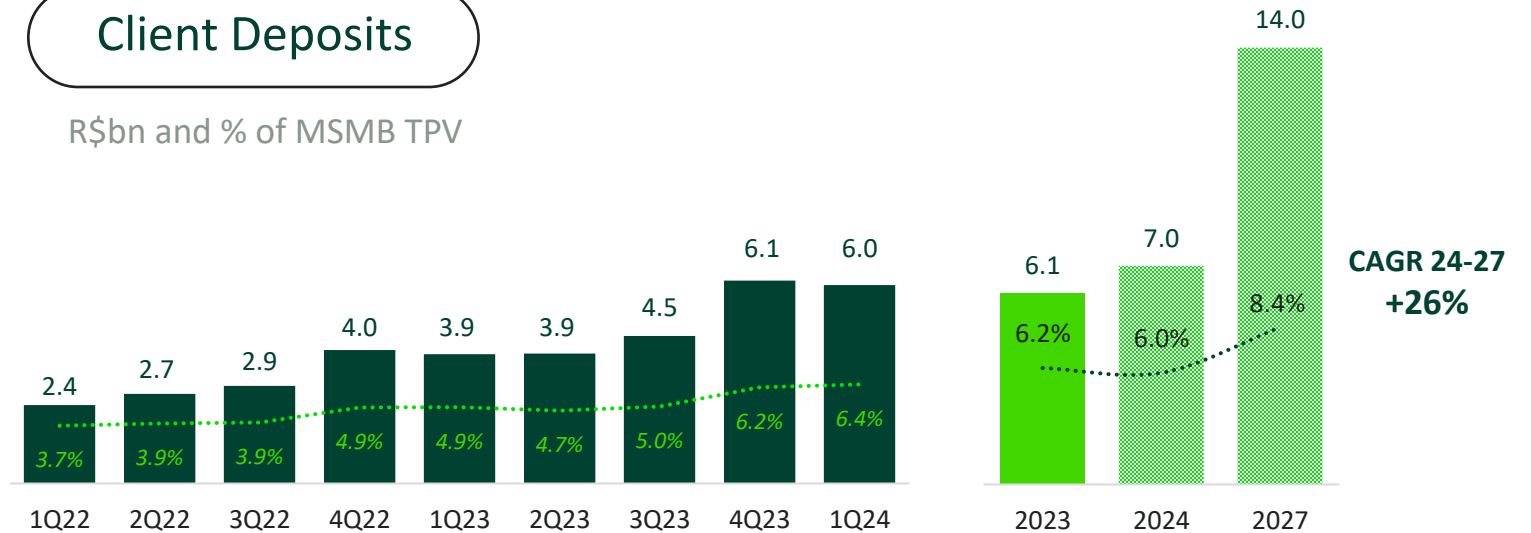
MSMB TPV

R\$bn



Client Deposits

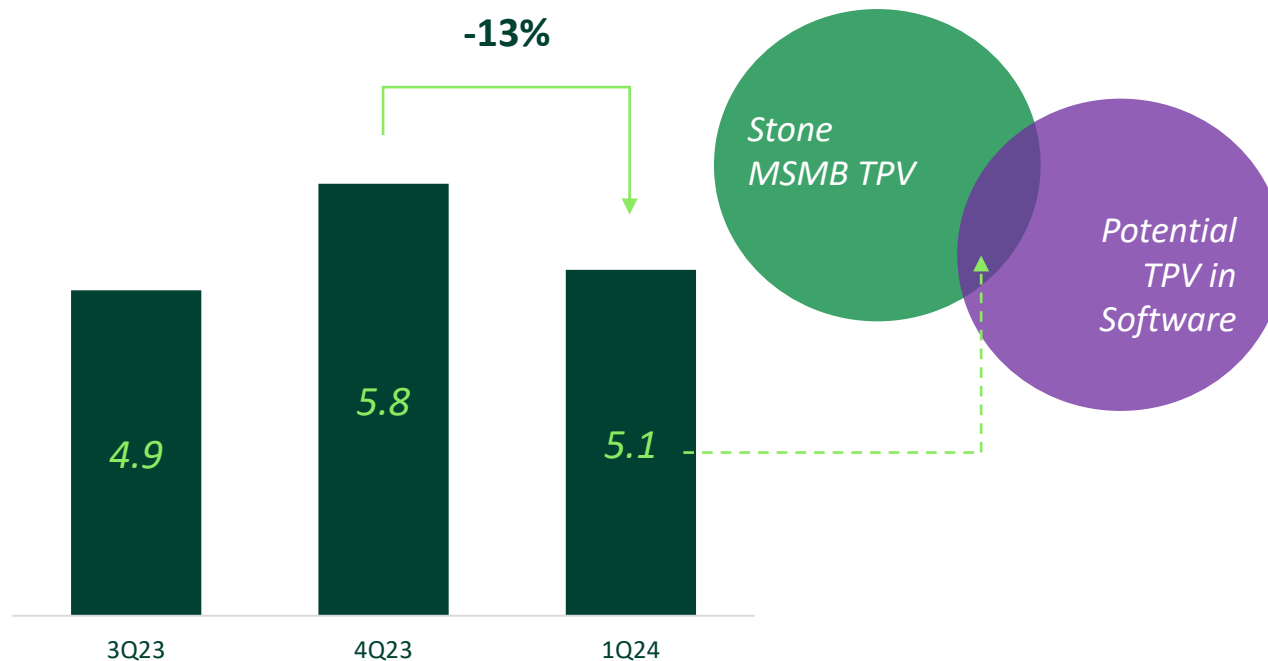
R\$bn and % of MSMB TPV



Software – Unlock value through the creation of bundles

MSMB TPV Overlap¹

R\$bn



- ✓ Our **strategic focus** regarding software is to cross-sell financial services to clients from priority verticals
- ✓ **Unique software assets** with strong presence in the medium segment will support TPV growth
- ✓ **Efforts in 2024** will be focused on two verticals: Gas Station and Retail

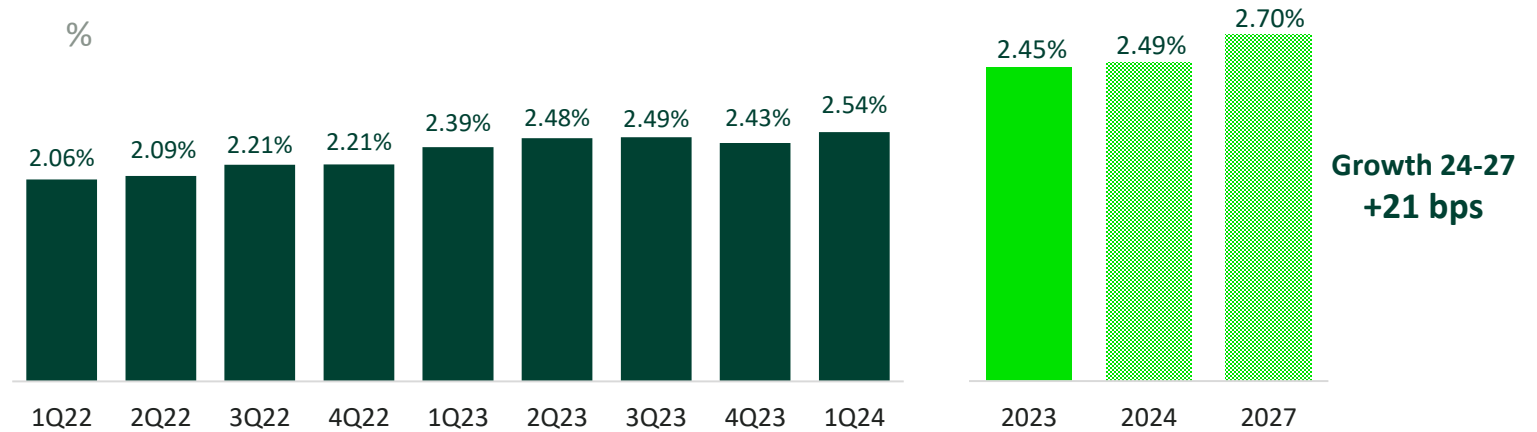
2

Monetize

Our guidance metrics

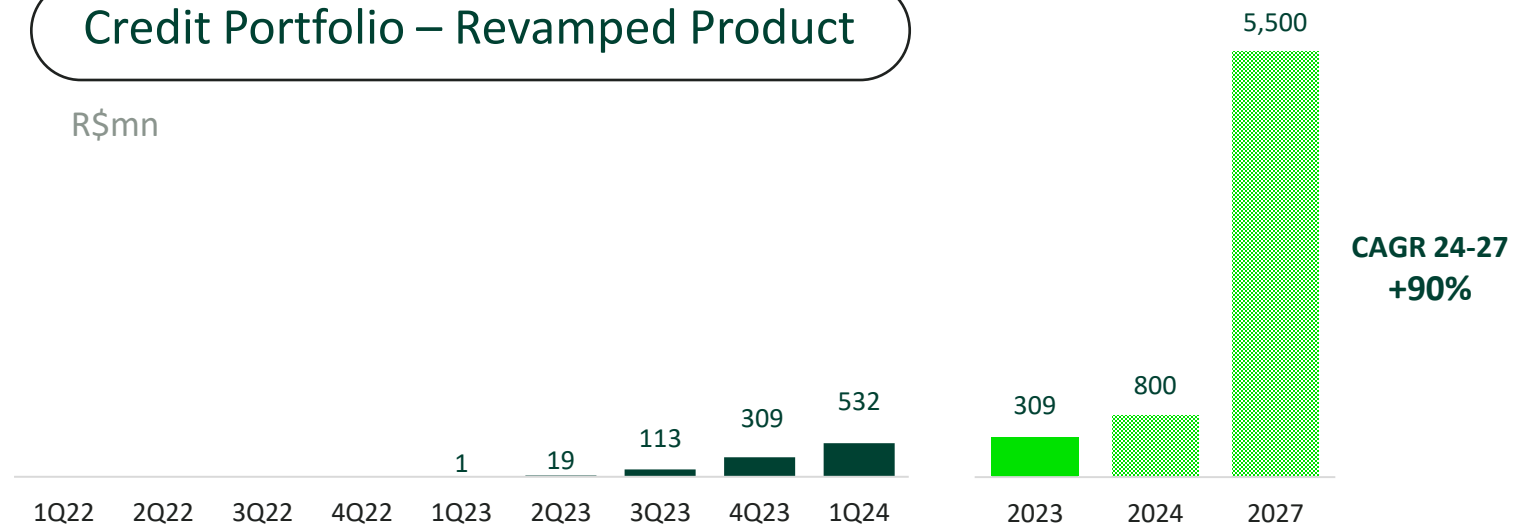
MSMB Take Rate¹

%



Credit Portfolio – Revamped Product

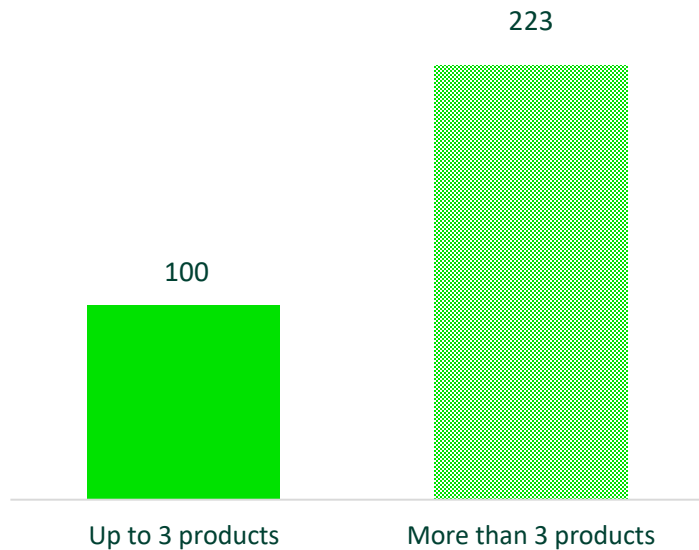
R\$m



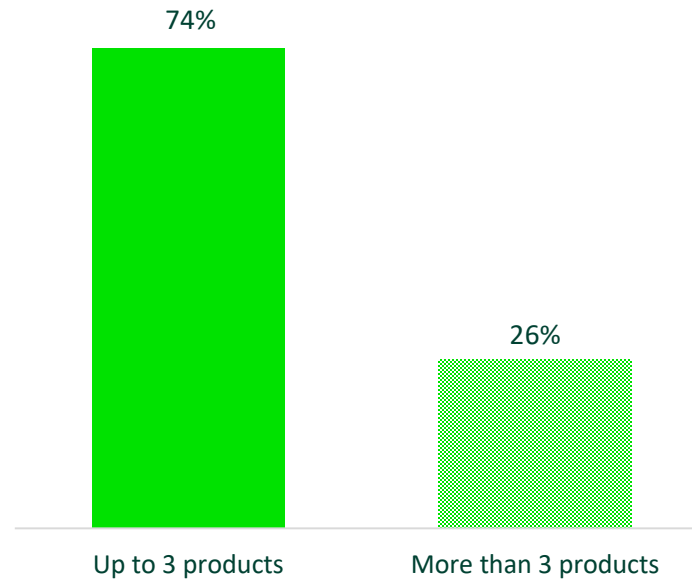
Note 1. The take rate calculation does not include MSMB PIX P2M volumes.

Build and price bundles

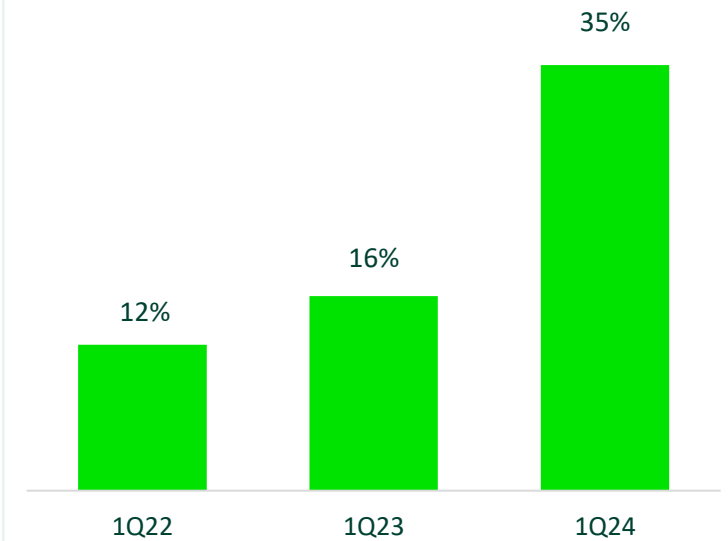
Net ARPAC¹ by number of products used



Share of clients by number of products used



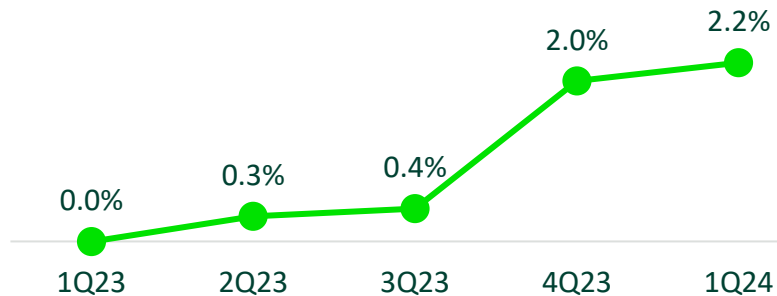
% of clients with +3 products by sales cohort



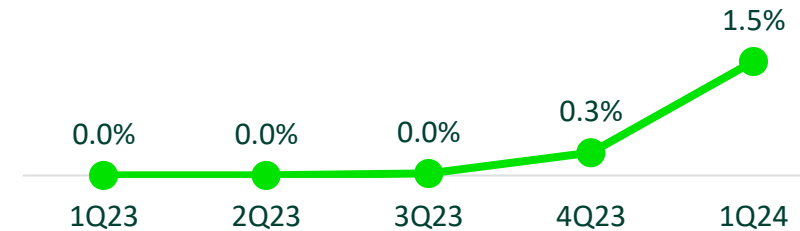
The **more products** our clients use, the **higher** their **monetization** and there's a **sizeable opportunity to improve engagement**.

Revamped capability to deploy credit

NPL 15-90 Portfolio



NPL over 90 Portfolio



We are being cautious in our approach to credit and have **positive early signs overall** with low NPL Ratio for the portfolio.

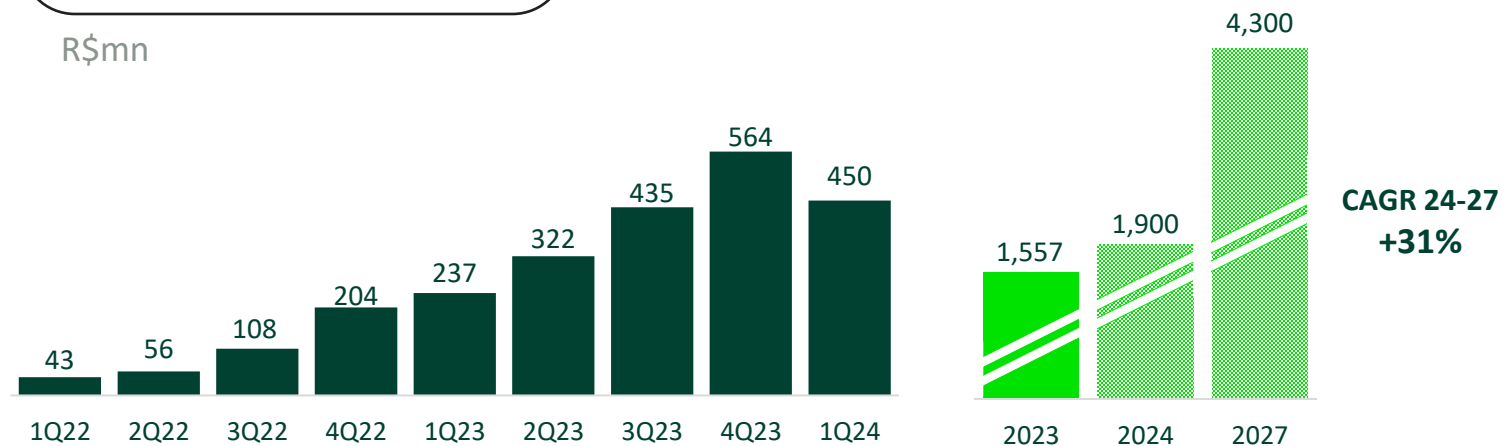
3

Gain Operational Leverage

Our guidance metrics

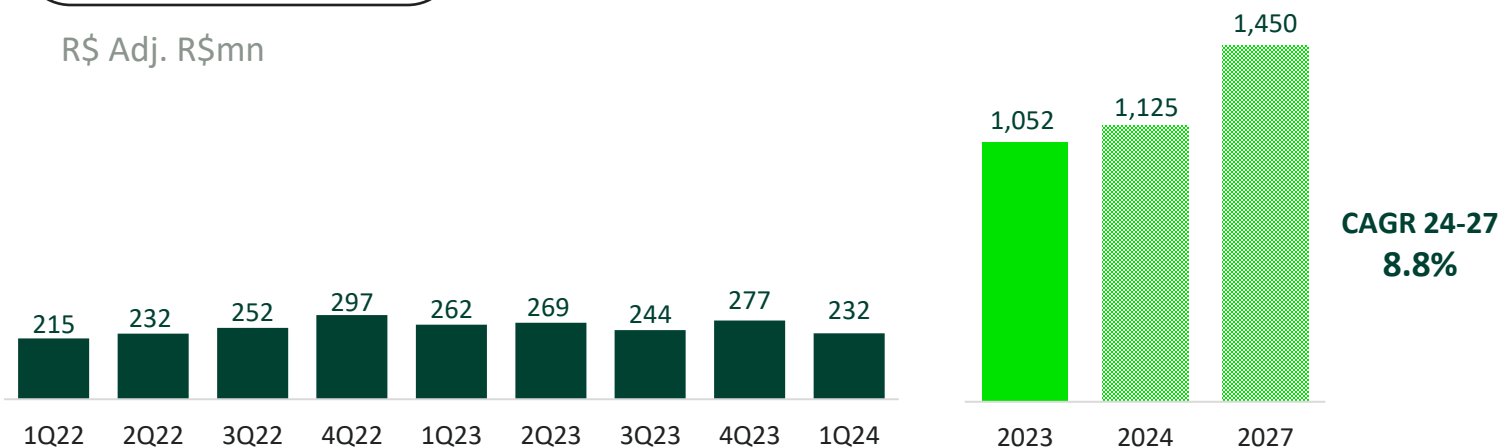
Adjusted Net Income¹

R\$m



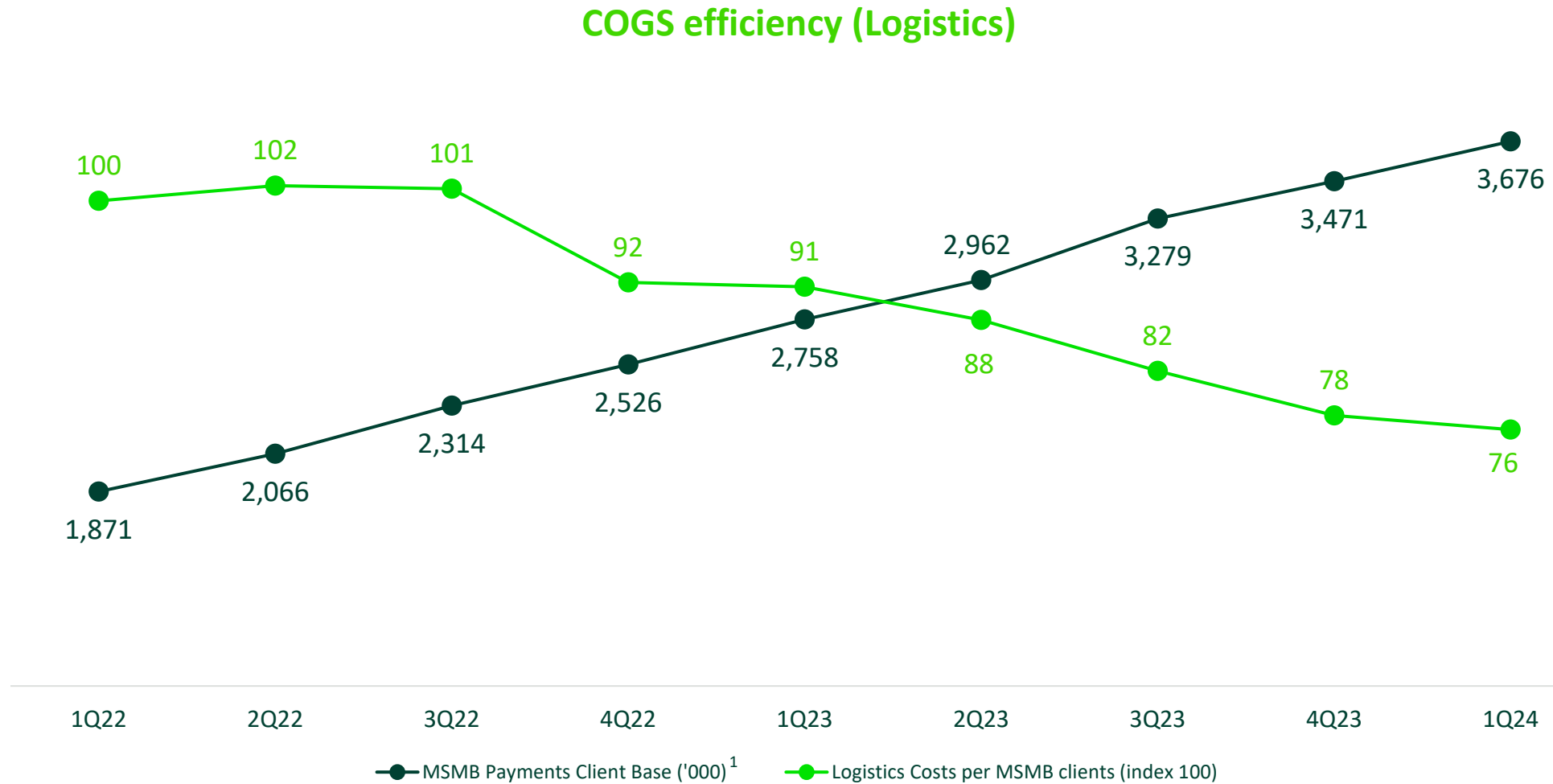
Adm. Expenses

R\$ Adj. R\$m



Note 1. Adjusted Net Income is a non-IFRS financial measure. Please see the appendix for a reconciliation of this non-IFRS financial measure to the most directly comparable IFRS financial measure. Please refer to our earnings release for adjustments to net income per profit and loss line.

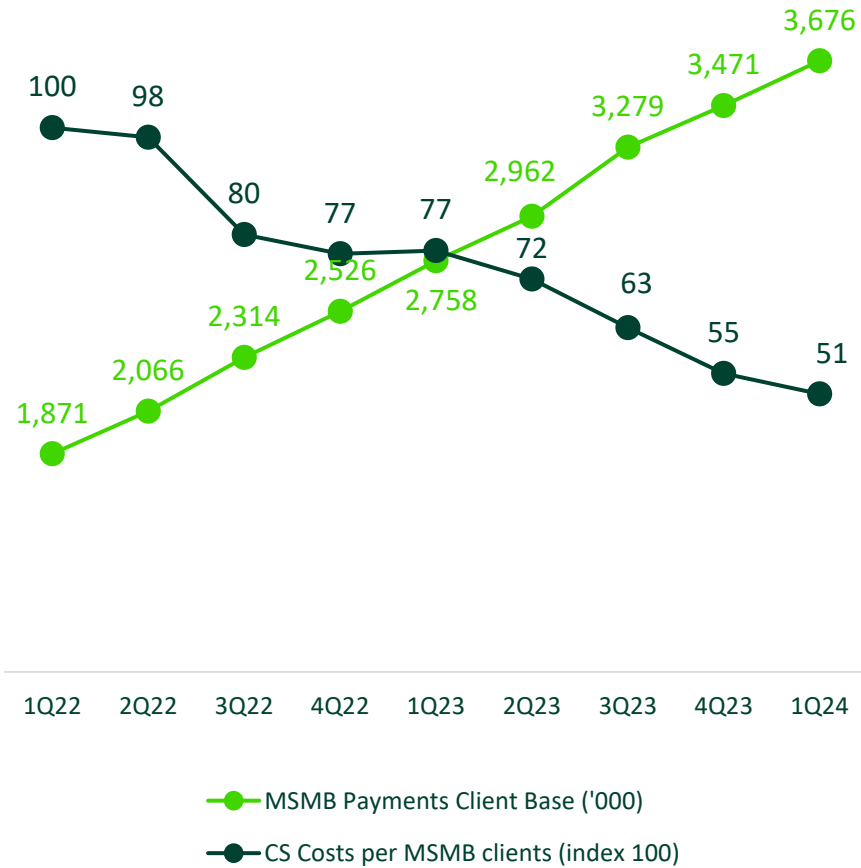
Foundational assets: our logistics platform



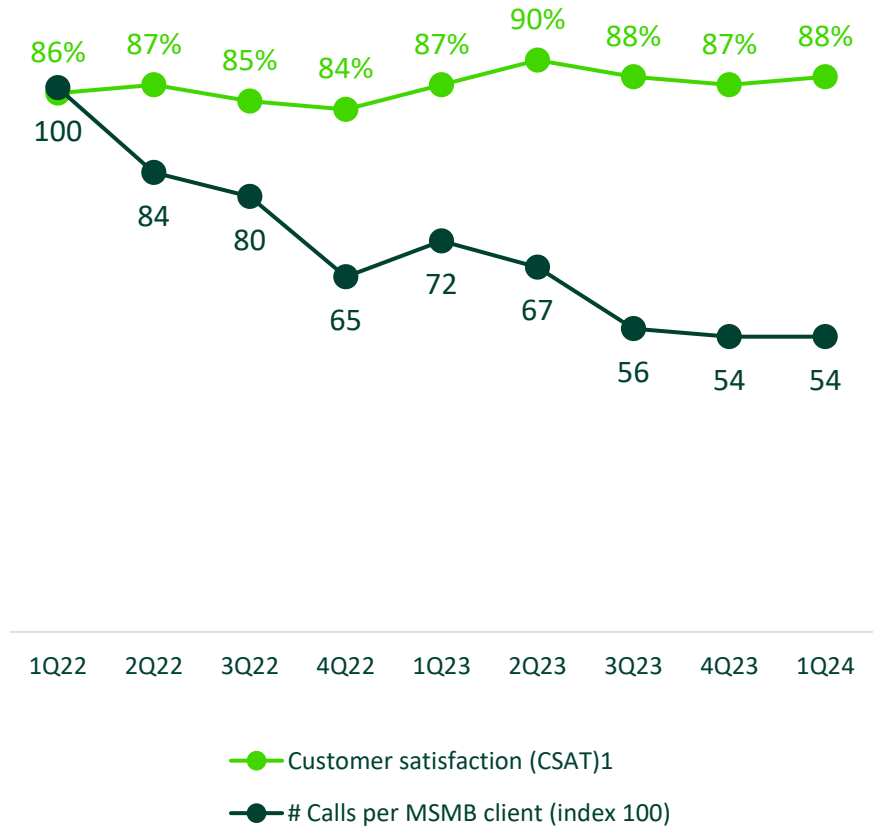
Note 1: "Active Clients" refer to merchants that have completed at least one electronic payment transaction in the past 90 days, except for TON product which considers 365 days. Excludes overlap. Does not include clients that use only TapTon.

Foundational assets: our client service platform

COGS efficiency (Client Service)



Calls per client vs client satisfaction



Our Guidance - translating opportunity into results

	2023	Δ% y/y	2024	Δ% y/y	1Q24	Δ% y/y	2027	CAGR 24-27
MSMB TPV (R\$bn)	350	+21%	> 412	> +18%	93	+18%	> 600	13%
Client Deposits (R\$bn)	6.1	+52%	> 7.0	> +14%	6.0	+53%	> 14.0	26%
GROWTH ↑								
Credit Portfolio (R\$bn)	0.3	n.a.	> 0.8	> +2.6x	0.5	n.m.	> 5.5	90%
MSMB Take Rate (%)	2.45%	+30bps	> 2.49%	> +4bps	2.54%	+15bps	> 2.70%	-
MONETIZATION ↑								
Adj Net Income (R\$bn)	1.6	+3.8x	> 1.9	> +22%	0.45	+90%	> 4.3	31%
Adj Adm Expenses (R\$bn)	1.052	+6%	< 1.125	< +7%	0.23	-12%	< 1.450	8.8%
EFFICIENCY ↑								

**1Q24 performance was on track
to deliver our guidance**

Appendix - Statement of Consolidates Profit and Loss

Refer to investors.stone.co to have access to our Financial Spreadsheet with complete Historical Operational and Financial metrics

Statement of Profit or Loss (R\$mn)	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2022	2023	Δ% y/y
Net revenue from transaction activities and other services	554.9	606.9	677.8	777.8	733.1	840.1	868.5	868.1	749.8	2,617.4	3,309.8	26.5%
Net revenue from subscription services and equipment rental	432.2	437.8	426.4	464.6	445.1	457.3	463.4	459.1	456.7	1,760.9	1,825.0	3.6%
Financial income	949.8	1,105.0	1,251.6	1,331.6	1,375.0	1,462.6	1,620.9	1,770.8	1,741.1	4,638.0	6,229.3	34.3%
Other financial income	133.4	154.4	152.7	132.1	158.4	194.8	187.0	150.7	137.3	572.6	691.0	20.7%
Total revenue and income	2,070.3	2,304.1	2,508.4	2,706.1	2,711.7	2,954.8	3,139.9	3,248.7	3,084.9	9,588.9	12,055.0	25.7%
Cost of services	(674.4)	(626.2)	(671.3)	(698.0)	(721.3)	(685.3)	(773.5)	(802.7)	(809.9)	(2,669.8)	(2,982.8)	11.7%
<i>Provision for expected credit losses¹</i>	<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>	<i>(3.7)</i>	<i>(19.0)</i>	<i>(39.2)</i>	<i>(44.4)</i>	<i>n.a.</i>	<i>(61.9)</i>	<i>n.a.</i>
Administrative expenses	(238.2)	(272.0)	(283.9)	(327.2)	(298.0)	(303.9)	(278.3)	(308.6)	(257.0)	(1,121.4)	(1,188.9)	6.0%
Selling expenses	(383.7)	(335.9)	(385.4)	(406.1)	(389.9)	(411.9)	(442.4)	(454.0)	(529.7)	(1,511.2)	(1,698.3)	12.4%
Financial expenses. net	(708.2)	(954.7)	(940.3)	(911.5)	(923.6)	(1,073.8)	(1,058.9)	(943.1)	(896.5)	(3,514.7)	(3,999.5)	13.8%
Mark-to-market on equity securities designated at FVPL	(323.0)	(527.1)	111.5	(114.5)	30.6	0.0	0.0	0.0	0.0	(853.1)	30.6	n.m.
Other operating income (expense), net	(31.8)	(70.3)	(91.3)	(109.0)	(101.5)	(56.7)	(82.6)	(0.3)	(108.1)	(302.5)	(241.2)	(20.3%)
Gain (loss) on investment in associates	(0.7)	(1.3)	(1.2)	(0.3)	(1.0)	(0.8)	(0.6)	(1.7)	0.3	(3.6)	(4.2)	16.4%
Profit before income taxes	(289.8)	(483.4)	246.5	139.4	306.8	422.3	503.5	738.2	484.0	(387.3)	1,970.8	n.m.
Income tax and social contribution	(23.2)	(5.9)	(49.4)	(60.6)	(81.1)	(115.1)	(92.2)	(82.0)	(110.4)	(139.1)	(370.4)	166.3%
Net income for the period	(313.0)	(489.3)	197.1	78.8	225.7	307.2	411.3	656.2	373.6	(526.4)	1,600.4	n.m.
Adjusted Net Income	42.6	55.8	108.3	203.8	236.6	322.0	435.1	563.8	450.4	410.5	1,557.5	279.4%

Note 1. In 2Q23, credit revenues were recognized net of provision for expected credit losses in Financial Income. From 3Q23 onwards, provision for expected losses is allocated in Cost of services.

Appendix - Adjusted Net Income Reconciliation and EPS (Non-IFRS)

Refer to investors.stone.co to have access to our Financial Spreadsheet with complete Historical Operational and Financial metrics

Net Income Bridge (R\$m) ¹	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2022	2023
Net income (loss) for the period	(313.0)	(489.3)	197.1	78.8	225.7	307.2	411.3	656.2	373.6	(526.4)	1,600.4
Amortization of fair value adjustment ²	24.9	46.5	32.2	35.0	33.7	35.7	38.8	(15.8)	12.3	138.6	92.4
Mark-to-market related to the investment in Banco Inter ³	403.6	527.1	(111.5)	114.5	(30.6)	0.0	0.0	0.0	0.0	853.1	(30.6)
Other expenses ⁴	10.8	(14.4)	(0.9)	(13.4)	14.1	(11.0)	2.4	(84.2)	71.3	(17.8)	(78.6)
Tax effect on adjustments	(3.1)	(14.2)	(8.5)	(11.1)	(6.3)	(10.0)	(17.5)	7.6	(6.8)	(36.9)	(26.1)
Adjusted net income	42.6	55.8	108.3	203.8	236.6	322.0	435.1	563.8	450.4	410.5	1,557.5
IFRS basic EPS (R\$) ⁵	(1.01)	(1.56)	0.65	0.25	0.72	0.98	1.30	2.10	1.21	(1.67)	5.09
Adjusted diluted EPS (as reported - R\$) ⁶	(1.01)	(1.56)	0.35	0.63	0.73	0.98	1.32	1.76	1.42	1.34	4.85
Basic Number of Shares (mn of shares)	310.3	312.2	312.4	312.6	312.7	313.1	313.8	310.7	309.1	311.9	312.6
Weighted Average Diluted Number of Shares (as reported - mn of shares)	310.3	312.2	323.9	324.6	324.9	326.9	326.9	318.4	316.1	311.9	319.3

Note 1. Adjusted Net Income is a non-IFRS financial measure. Please see the appendix for a reconciliation of this non-IFRS financial measure to the most directly comparable IFRS financial measure. Please refer to our earnings release for adjustments to net income per profit and loss line. **Note 2.** Related to acquisitions. Consists of expenses resulting from the changes of the fair value adjustments as a result of the application of the acquisition method. **Note 3.** In 1Q23, we have sold our stake in Banco Inter. **Note 4.** Consists of the fair value adjustment related to associates call option, earn-out and earn-out interests related to acquisitions, loss of control of subsidiaries, reversal of litigation of Linx and divestment of assets. **Note 5.** Calculated as Net income attributable to owners of the parent (Net Income reduced by Net Income attributable to Non-Controlling interest) divided by basic number of shares. For more details on calculation, please refer to Note 16 of our Consolidated Financial Statements, December 31, 2023. **Note 6.** Calculated as Adjusted Net income attributable to owners of the parent (Adjusted Net Income reduced by Adjusted Net Income attributable to Non-Controlling interest) divided by diluted number of shares.



Thank you

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investors@stone.co