

CORPORATE
PRESENTATION
3Q22



CIELO MAKES FORWARD LOOKING STATEMENTS THAT ARE SUBJECT TO RISKS AND UNCERTAINTIES

Such statements are based on the Management's assumptions and surmises on the Company's best knowledge and information. Forward-looking statements include information about our current intentions, assumptions or expectations, as well as those of the members of the Company's Board of Directors and Board of Executive Officers.

Forward-looking statements also include information regarding our possible or assumed future operating results, as well as statements that are preceded or followed by or that include the words "believes", "may", "will", "continues", "expects", "anticipates", "intends", "plans", "estimates" or similar expressions.

Forward-looking statements and information are not guarantees of performance. They involve risks, uncertainties and assumptions, as they refer to future events and therefore depend on circumstances that may or may not occur. Future results and value creation for shareholders may differ materially from those expressed in or suggested by forward-looking statements. Many factors determining these results and values are beyond CIELO's ability to control and predict.

The Company's consolidated financial statements are presented in thousands of Brazilian Reais (R\$ thousand), in accordance with the Accounting Plan of the Institutions of the National Financial System (COSIF) and accounting practices adopted in Brazil.

Variation rates and sums contained in the tables and graphs are calculated before the rounding procedure.

INDEX

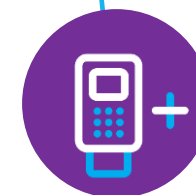
Acquiring Industry



Cielo at a Glance



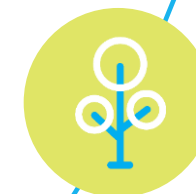
Our Business



Financial Highlights



ESG



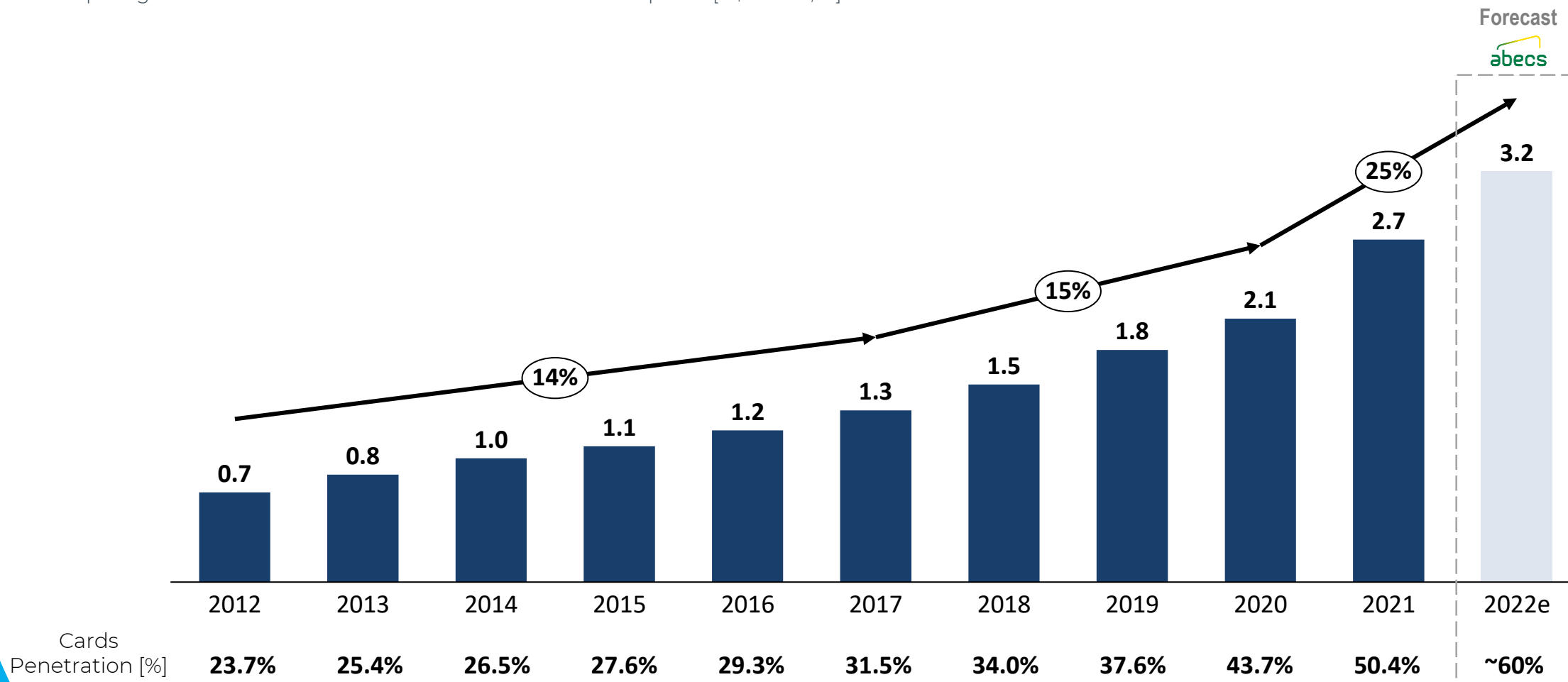
ACQUIRING INDUSTRY



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ACQUIRING MARKET PRESENTS STRONG GROWTH WITH RECENT RAMP UP; CARDS PENETRATION TO ACHIEVE 60% IN HOUSEHOLD CONSUMPTION BY 2022¹

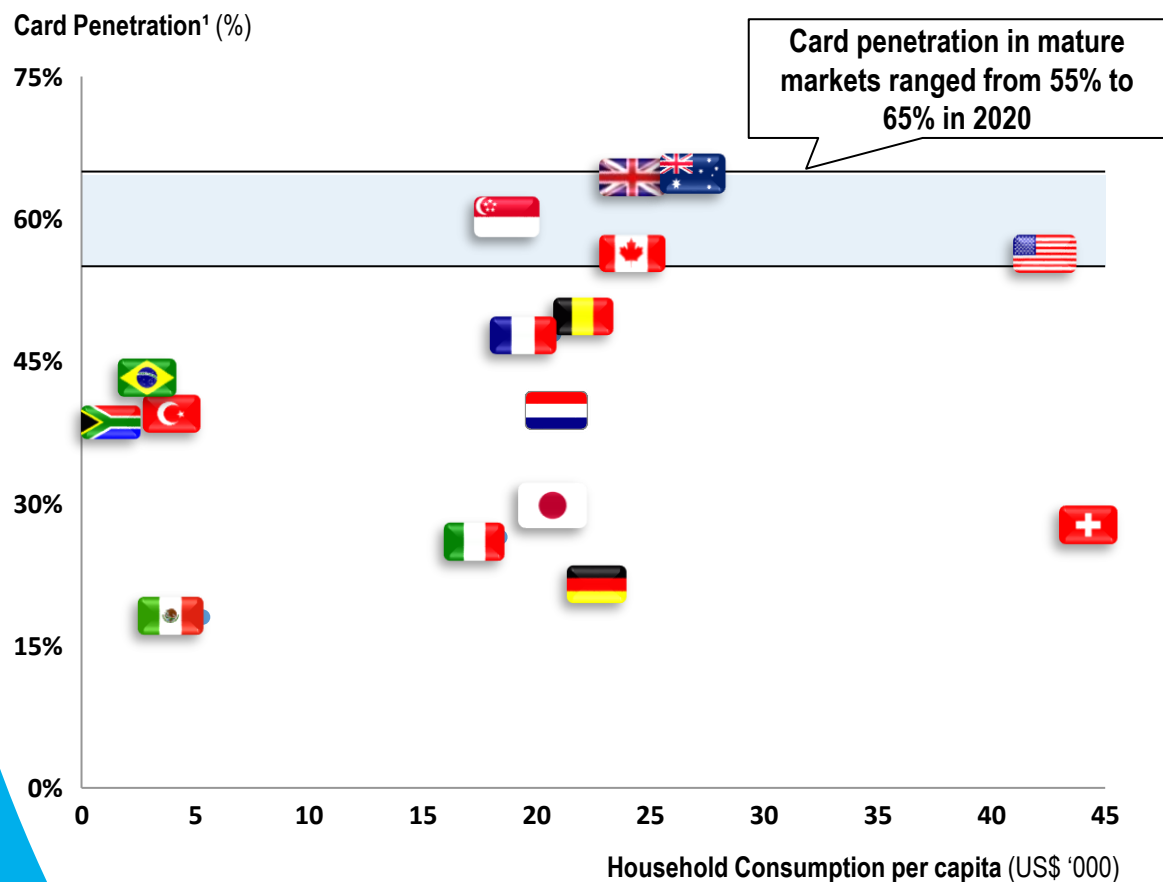
Acquiring TPV and Cards Penetration in Household Consumption² [R\$ billion, %]



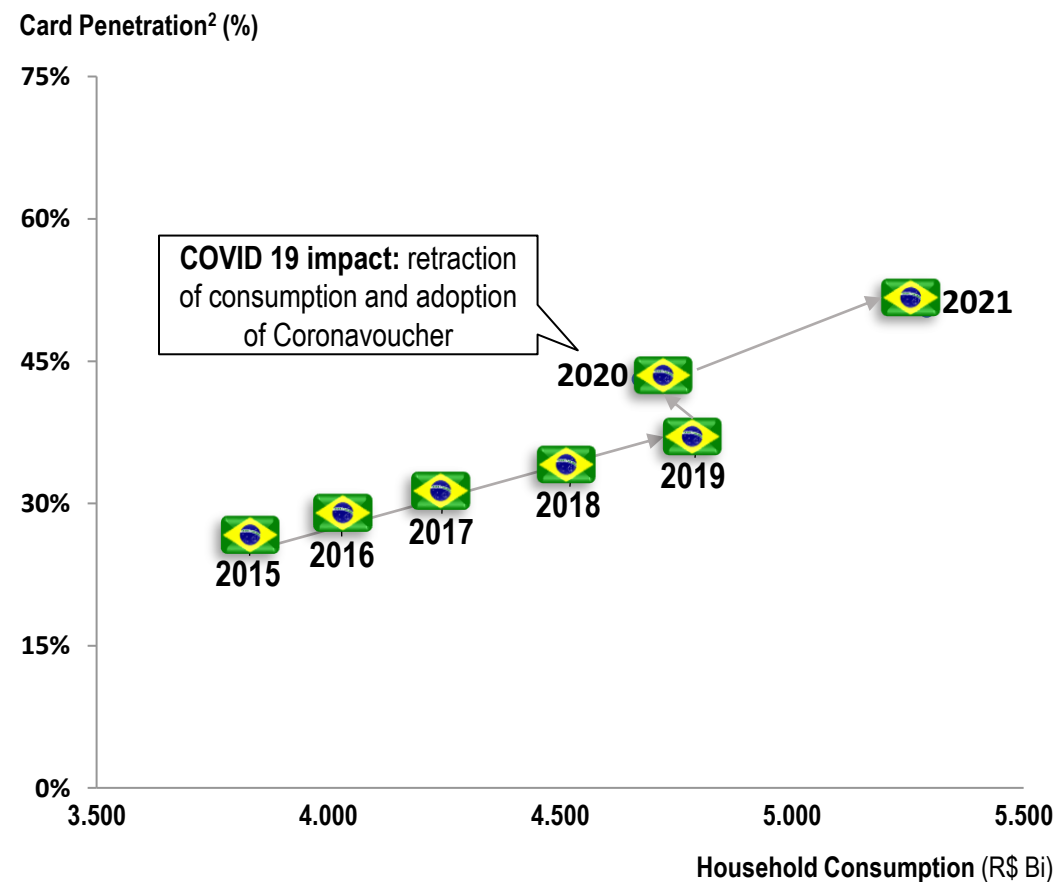
1. Brazilian Cards Association (ABECS) forecast; 2. In 2021, Cardmonitor changed the methodology for calculating the total acquiring market, adjusting backwards to 2020. As of 2020, Cardmonitor takes into account the total ABECS volume, adding volume transacted by Banricompras and foreigners' spending in Brazil, and excluding Brazilian spending abroad; Source: Ipeadata, CardMonitor

THERE IS STILL ROOM FOR BRAZIL TO EXPAND CARDS PENETRATION WHILE HOUSEHOLD CONSUMPTION INCREASES

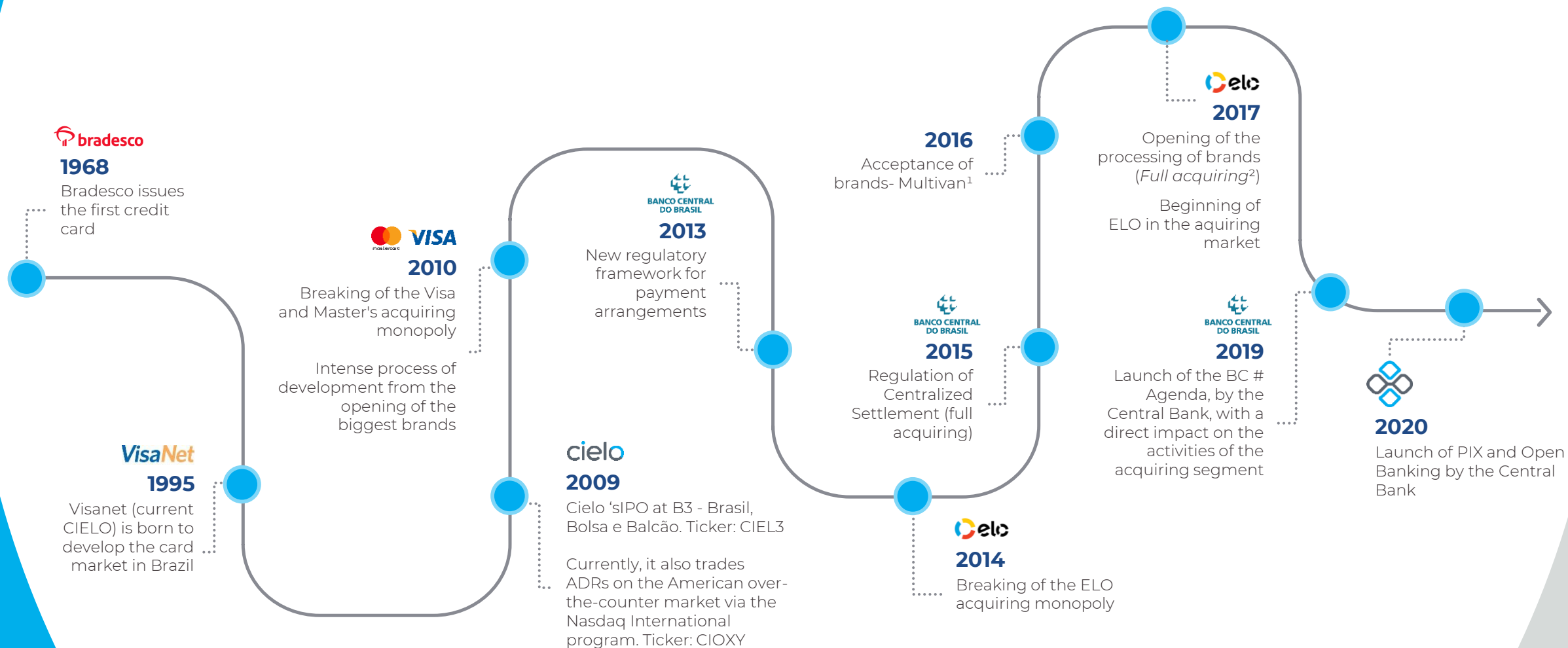
World (2020)



Brazil (2015-2021)



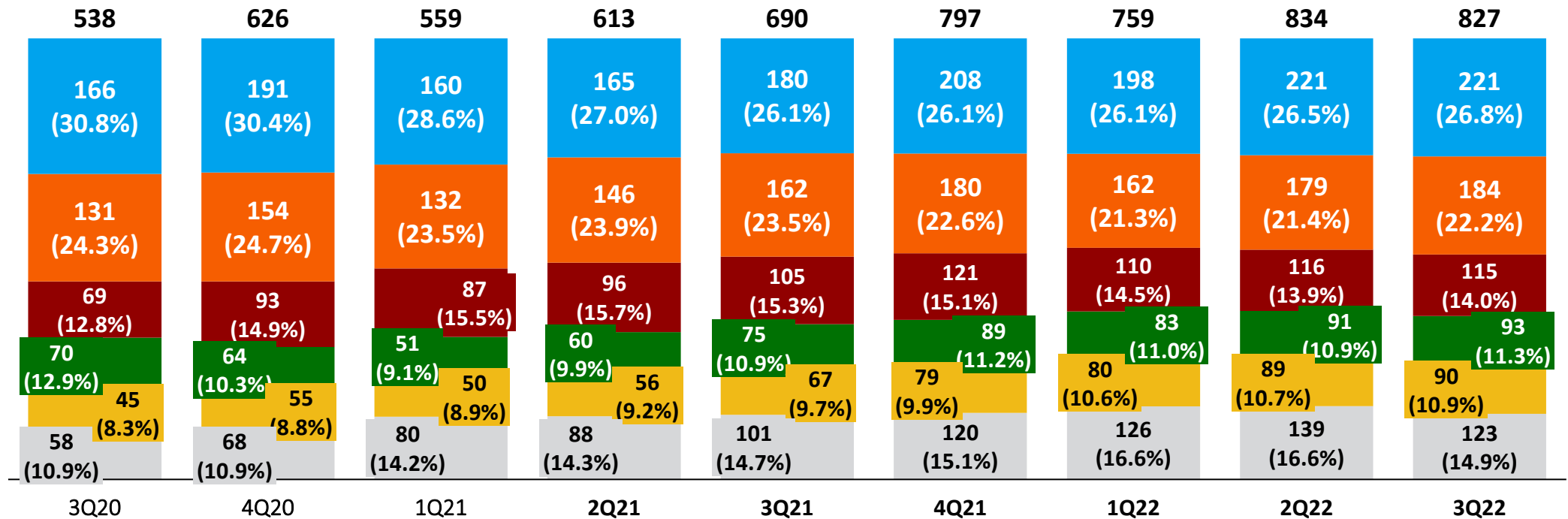
BIG TRANSFORMATIONS IN THE ACQUIRING MARKET OVER THE YEARS



¹ Multivan project made it possible to capture transactions of a specific brand, - exclusive processing by one acquirer - by another (ELO, HIPER), making commercial establishments not need to work with a specific acquirer to accept the brand. ² Full acquiring allowed the processing of brands that were previously exclusive by other acquirers (end of processing exclusivity).

CIELO GAINED +26 BPS OF MARKET SHARE IN 3Q22 (ABECS)

Market Share Abecs – TPV [R\$ Bi], share [%], share variation QoQ [bps]



Δ Share QoQ

cielo	↓ -85bps	↓ -34bps	↓ -181bps	↓ -165bps	↓ -90bps	↑ 7bps	↑ 2bps	↑ 34bps	↑ 26bps
rede	↓ -100bps	↑ 34bps	↓ -112bps	↑ 36bps	↓ -45bps	↓ -86bps	↓ -128bps	↑ 12bps	↑ 81bps
Getnet	↓ -21bps	↑ 212bps	↑ 64bps	↑ 20bps	↓ -46bps	↓ -15bps	↓ -67bps	↓ -55bps	↑ 6bps
stone	↑ 353bps	↓ -267bps	↓ -116bps	↑ 74bps	↑ 102bps	↑ 29bps	↓ -19bps	↓ -10bps	↑ 41bps
PagSeguro	↑ 96bps	↑ 50bps	↑ 12bps	↑ 25bps	↑ 49bps	↑ 21bps	↑ 67bps	↑ 13bps	↑ 23bps

Note: Abecs total market view (issuer view); considers Brazilian card spending in general, not just payments captured in Brazil; numbers may be rounded off;
Source: Corporate IR and Abecs;

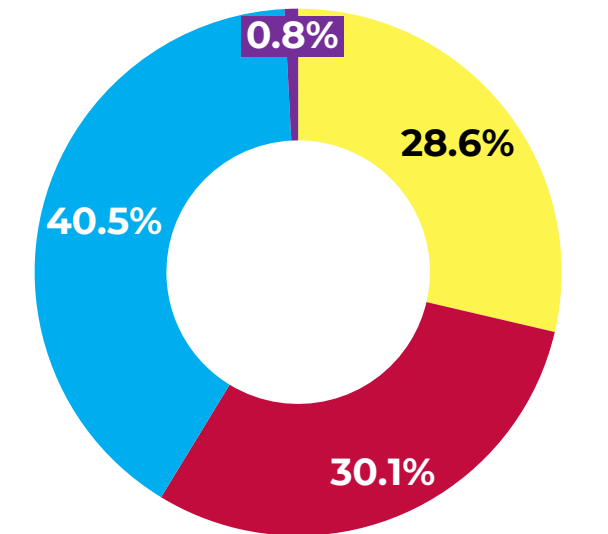
CIELO AT A GLANCE



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SOLID SHAREHOLDING COMPOSITION¹, WITH CONTROL OF **TWO OF THE LARGEST BANKS IN THE COUNTRY AND HIGHLY QUALIFIED BOARD OF DIRECTORS**

Base date: 09/30/2022



■ Banco do Brasil² ■ Outstanding
■ Bradesco³ ■ Treasury

COMPOSITION OF THE BOARD OF DIRECTORS

12 members



Six advisory committees of the Board of Directors and Fiscal Council

- Finance
- People and Compensation
- Corporate Governance
- Sustainability
- Audit
- Risks

¹ Total 2,716,815,061 common shares (CIEL3), listed on B3's Novo Mercado, at the end of 1Q22

² Through its subsidiary BB Elo Cartões Participações. ³ Through its subsidiary Quixaba

SINCE 1995, WE ARE LEADERS IN THE **PAYMENTS MARKET**

MAIN MILESTONES

1995 – Visanet is born, being the first acquirer in the Brazilian payments market, with exclusive sales under the Visa and Amex brands

2004 – We reach ½ million clients

2009 – Visanet becomes Cielo for the IPO on B3 - Brasil, Bolsa e Balcão. Ticker: CIEL3¹. The company repositioned itself in the market, expanding its service capacity and developing differentiation methods through new solutions

2010 – Cielo loses exclusivity with the Visa brand

2016 – Exclusion of bilateral agreements between merchant acquirers and card brands. In other words, Cielo starts to trade more than 80 card brands on its machines

STRATEGIC MOVEMENTS

2011 – Acquisition of Braspag

2014 – Creation of Cateno with Banco do Brasil

2018 – Total acquisition of Stelo

2020 – Sale of 40.95% interest in Orizon

2021 – Assignment of Rights Related to the Elo Platform

2021 – Sale of all shares of M4U

2022 – Sale of all shares of MerchantE

¹Currently, it also trades ADRs on the American over-the-counter market via the Nasdaq International program. Ticker: CIOXY

WE ARE A BRAZILIAN COMPANY, **LEADER IN THE ACQUIRING MARKET**

~30%

OF MARKET SHARE BR

Cielo is the biggest merchant acquirer and payment processor in Brazil and Latin America.
3Q22 Data

~8%

OF GDP

Approximately 8% of Brazil's gross domestic product is captured through a Cielo¹ machine

1st

Top Of Mind

Cielo is Top 1 in Folha Top Of Mind 2022 in the "Payment Machine" category

R\$ 849

BILLION

In captured volume in more than 8.0 billion transactions²

12 K

TRANSACTIONS/SECOND

Highest technological capacity in the market to support high sales volume

99%

PRESENCE

With more than 5,500 Brazilian municipalities served, almost the entire country

1.1

MILLION

Clients in our active client base³

~4.9k

Employees

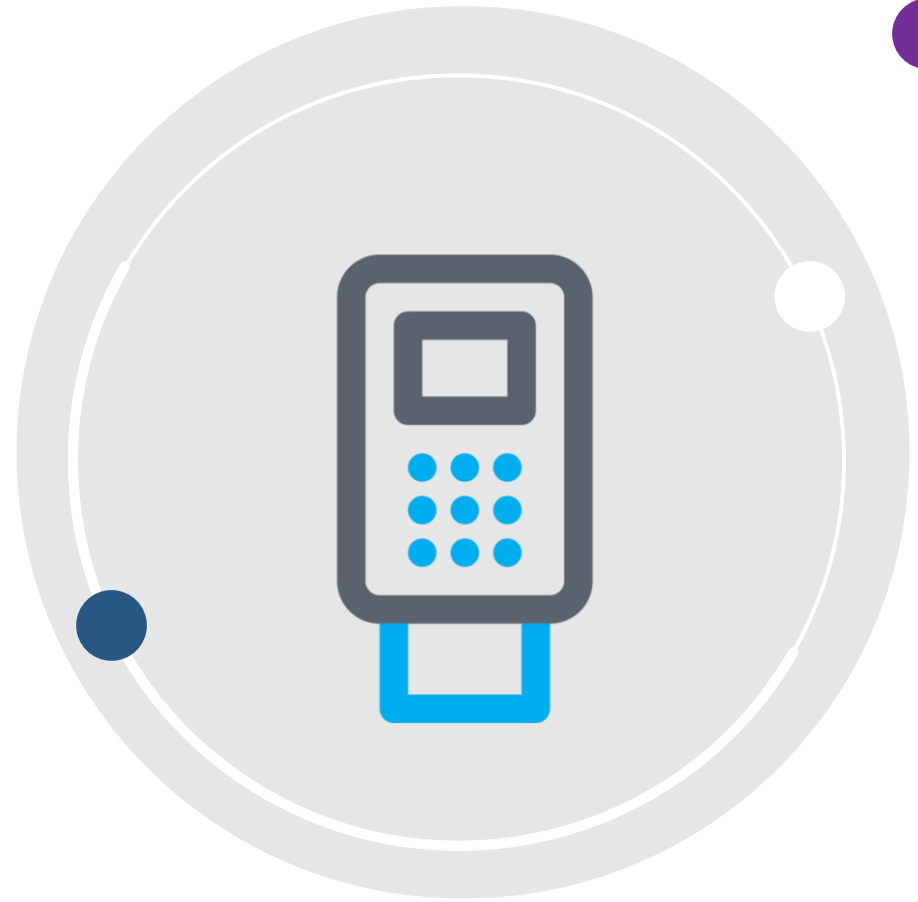
~2k employees out of the total are part of our commercial team.

¹Transacted Volume in 2021 / Brazil's GDP for 2021 released by IBGE ²Data for the last 12 months as of September/22 ³Base referring to the last 90 days

WE OFFER A **COMPLETE ECOSYSTEM** THAT ADAPTS TO EACH RETAILER PROFILE, WITH PRODUCTS THAT DELIVER HIGH ADDED VALUE TO OUR CUSTOMERS



OUR **BUSINESS**



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TWO MAIN BUSINESS UNITS ON DIFFERENT SIDES OF THE INDUSTRY. RESULT: DIVERSIFICATION & PROFITABILITY

Cielo S.A

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ACQUIRING BUSINESS¹

- **Cielo acts through out the entire payment cycle.** From acquiring new customer; supplying the machine or an e-commerce solution, capturing and processing the payments and setting the financial obligations of a given transaction.
- In addition, Cielo offers a wide set of products and solution, with highlights to **Pre-payment products**

cateno

OUROCARD ARRANGEMENT

- **Cielo S.A. owns a 70% stake** at Cateno, as an investment, not operating the business
- Inserted in the **Ourocard Arrangement (BB card issuance business)** as a payment account manager.

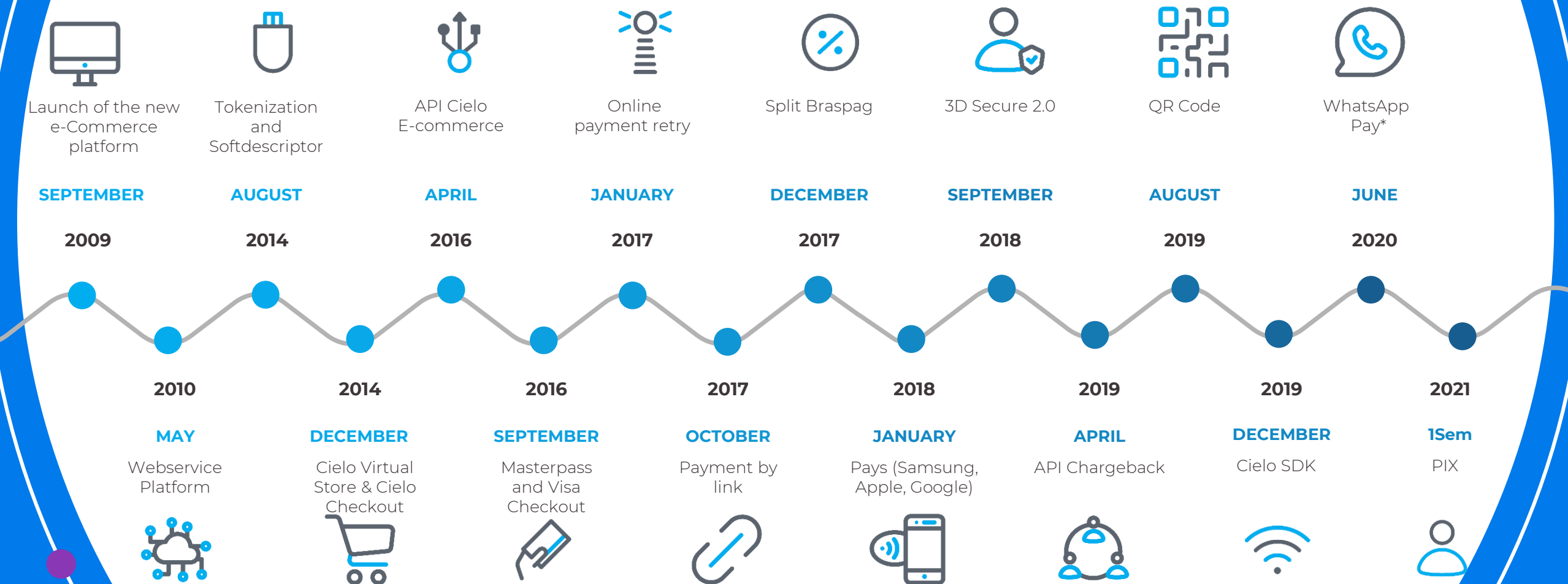
Income: Interchange

Expenses:

- Embossing and billing
- Processing management of the payment accounts
- Brand fees
- Fraud related process
- Call center
- others

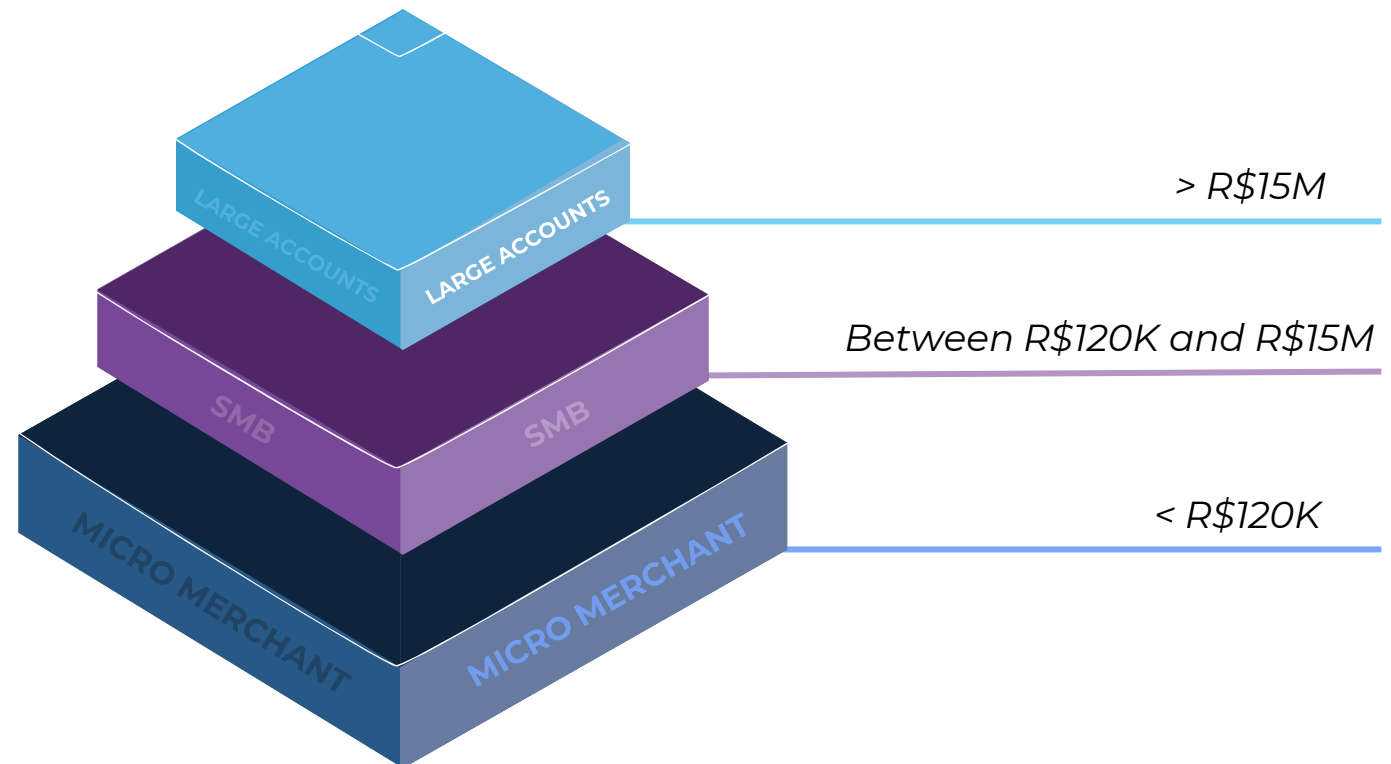
¹ We refer to the acquiring business unit as Cielo Brasil

WE HAVE A HISTORY TURNED TO INNOVATION IN THE PAYMENT INDUSTRY



*According to the Material Fact of 03/31/2021, BACEN approved transfer transactions. The P2P operation began on the 05/04/2021. Awaiting approval for payment transactions.

MAIN CUSTOMER SEGMENTS BY SIZE ¹



¹ Customer's estimated revenue per year

OUR FOCUS IS TO BRING THE BEST EXPERIENCE **TO THE CLIENT**, THAT'S WHY WE HAVE THE AID OF:

BUSINESS MANAGERS



Combining *Hunting* and *Farming* functions

Greater efficiency in travel and reduction of the client portfolio

Personal and closer relationship to clients

APP CIELO EXPERT



APP to assist in identifying opportunities, planning and negotiations

Greater efficiency in approaches, using Advanced Analytics

Digitalized registration / service experience

HEROES



Implementation of a logistics team to improve onboarding and after sales

Delivery of equipment at the time of sale in big cities

Better customer experience and higher activation rate

STRATEGY

4 Pillars of our strategy

1

Leader in Payments
CORE OF OUR OPERATION

2

Payment innovation

3

**Distribution of financial
services**

4

**Value Added Service
(VAS)**

Intelligence and Technology

Review work methodologies in order to focus on agility, modernize the technological platform and expand the use of data to support and enable advances to the 4 pillars

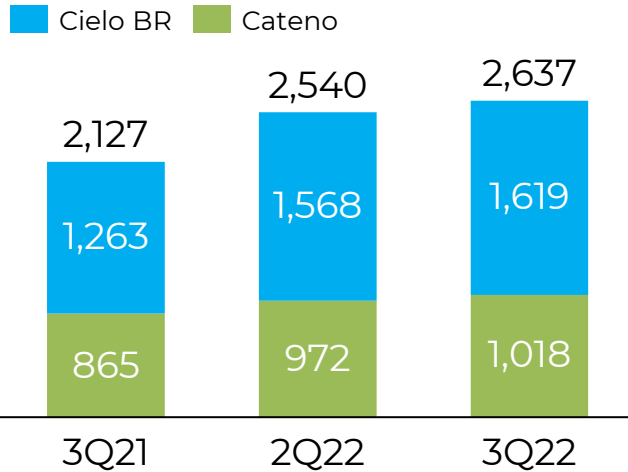
FINANCIAL HIGHLIGHTS



CIELO'S FINANCIAL AND OPERATIONAL HIGHLIGHTS (1/7)

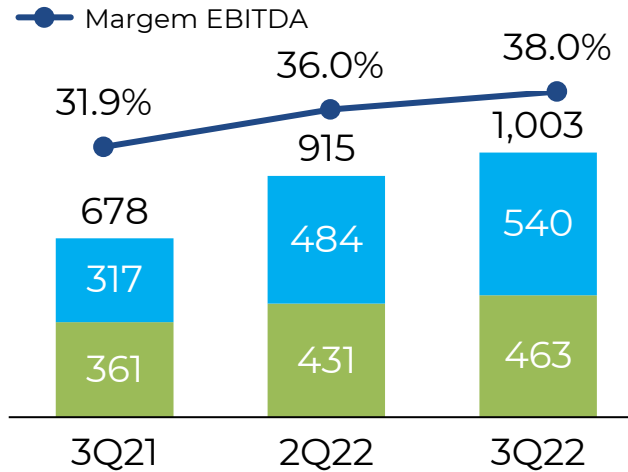
NET OPERATING REVENUE¹

(R\$ million)



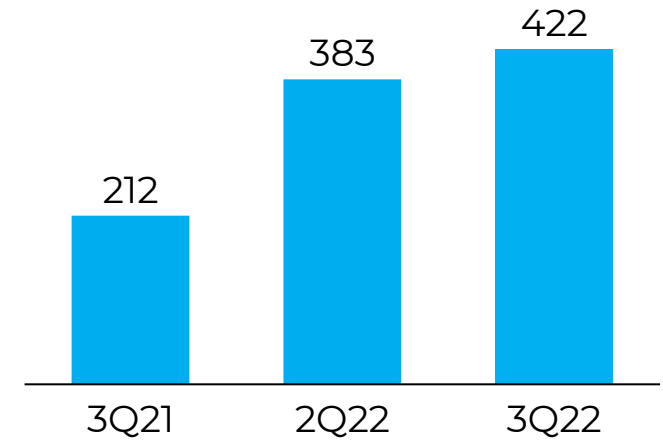
EBITDA²

(R\$ million)

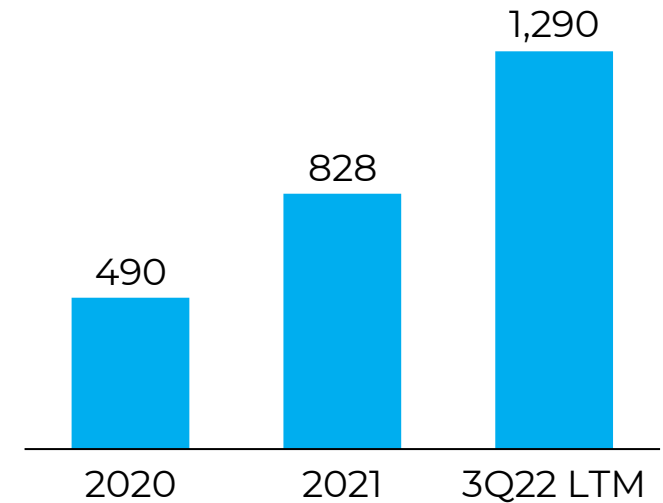
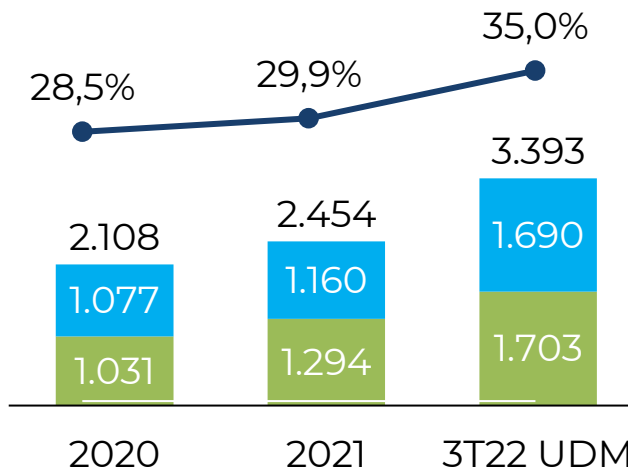
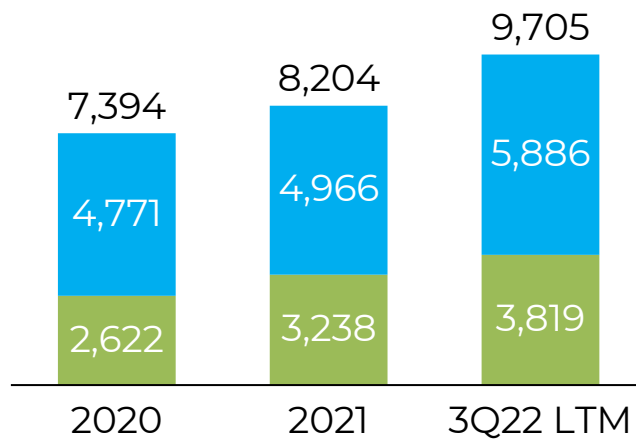


RECURRING NET INCOME³

(R\$ million)



Yearly evolution

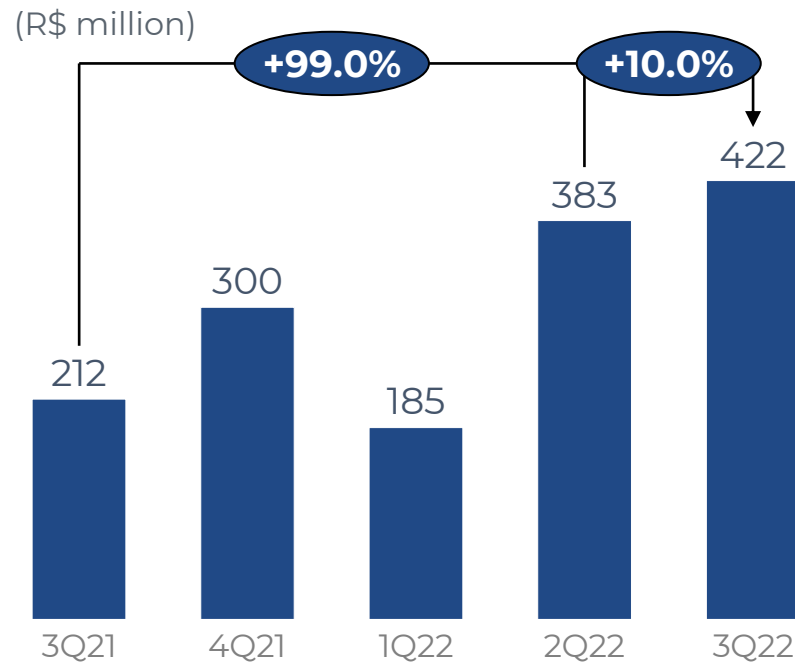


¹ Proforma view that only considers the consolidation of Cielo Brasil and Cateno. This view was created just to illustrate the performance of the main business units, considering the divestments made, which involved companies responsible for most of the income statement of "Other Subsidiaries" until 1Q22. ² Recurring Cielo BR + Cateno ³ Recurring net income attributable to Cielo shareholders, this view starts on the 1Q21.

CIELO'S FINANCIAL AND OPERATIONAL HIGHLIGHTS (2/7)

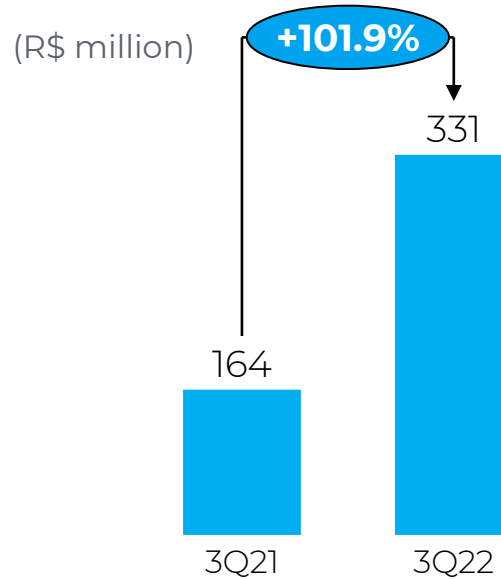
NET INCOME MAINTAINS YOY GROWTH TREND, WITH STRONG OPERATIONAL PERFORMANCE

Recurring Net Income^{1, 2}
R\$422MM in 3Q22.

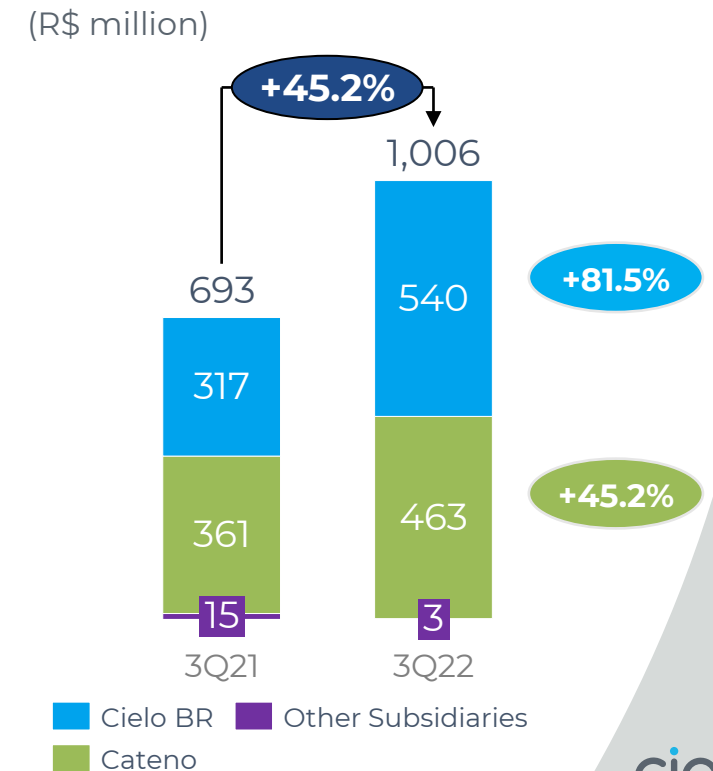


Cielo BR Net Income² (Acquiring):

Excluding non-recurring items and the effects of financial expenses of debts related to the acquisition of subsidiaries, Cielo Brasil Net Income presents a 102% YoY growth



Recurring EBITDA²
Robust Operating Result in Cielo Brasil and Cateno



¹ Recurring net income attributable to Cielo shareholders. ² Reconciliations available in the attachments of this presentation

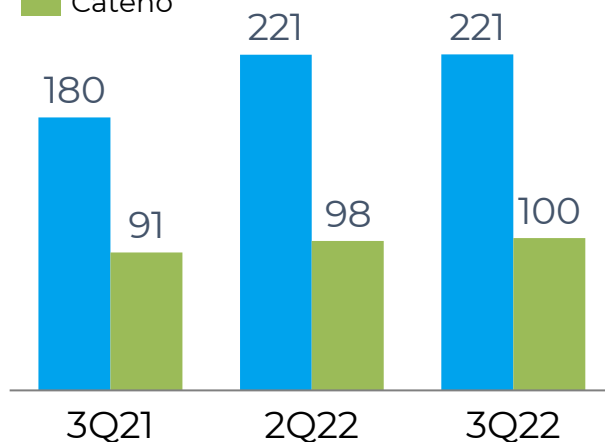
CIELO'S FINANCIAL¹ AND OPERATIONAL HIGHLIGHTS (3/7)

TPV

(R\$ billion)

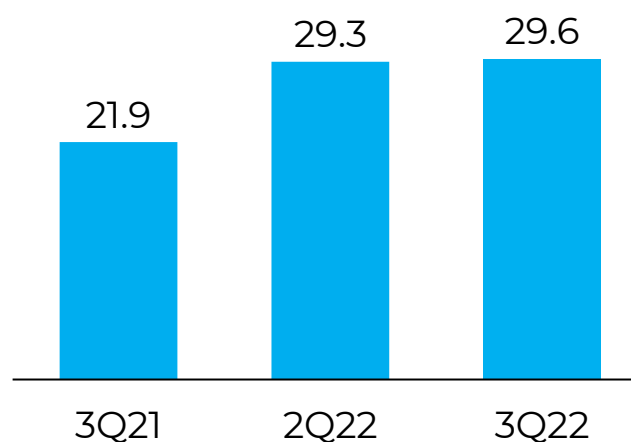
■ Cielo BR
■ Cateno

Quarterly evolution



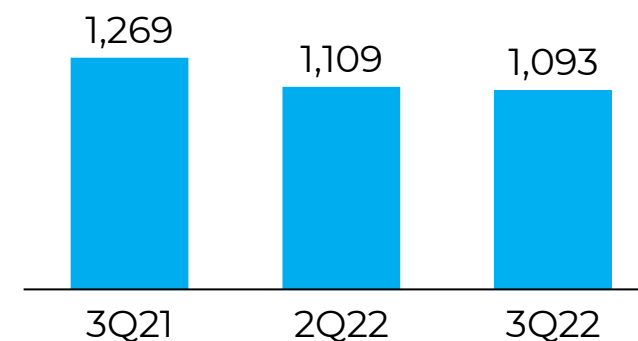
PRE-PAYMENTS VOLUME

(R\$ billion)

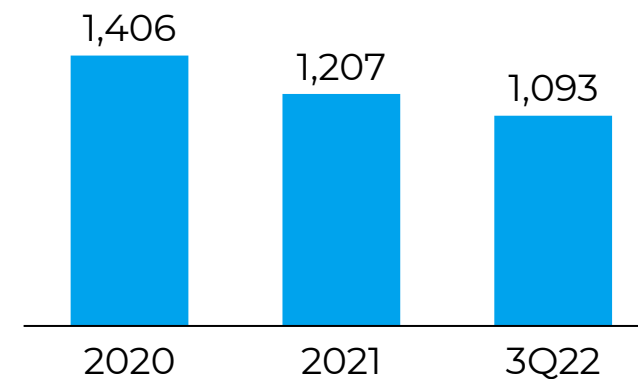
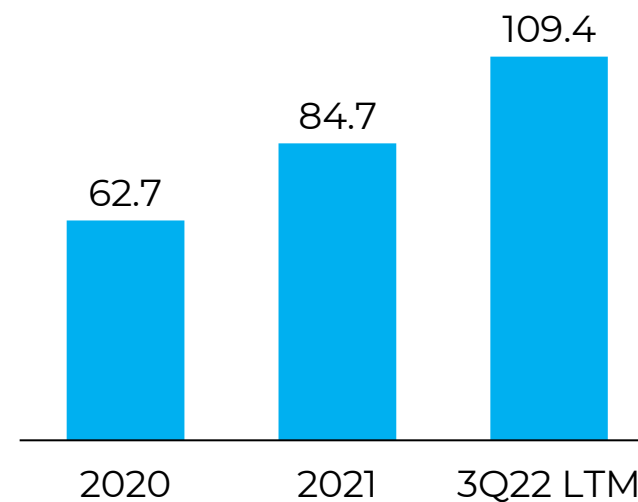
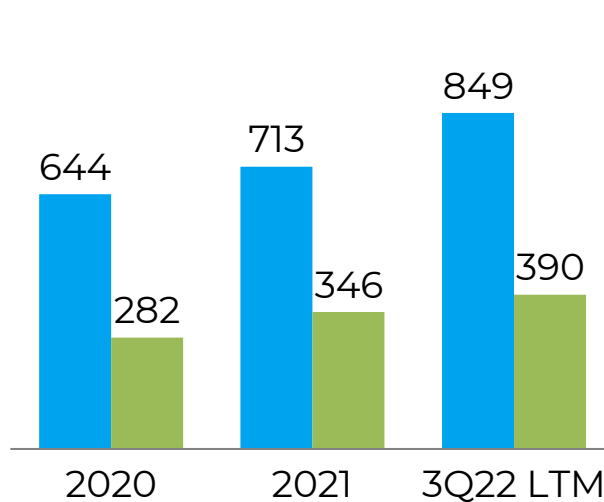


ACTIVE CUSTOMER BASE 90 DAY BASIS

(million)



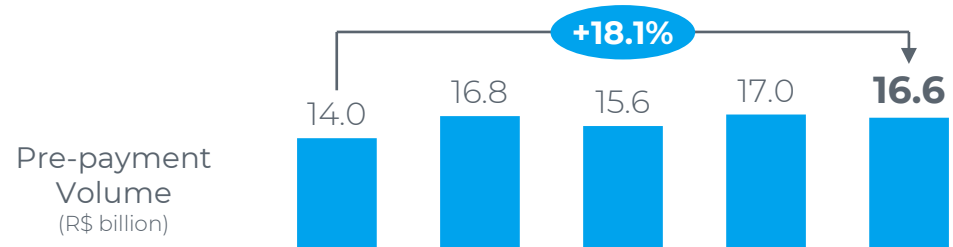
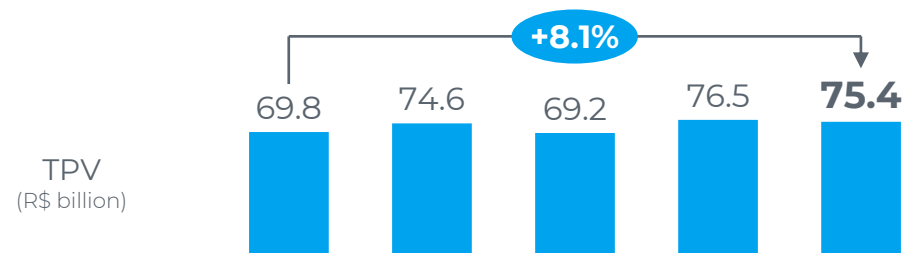
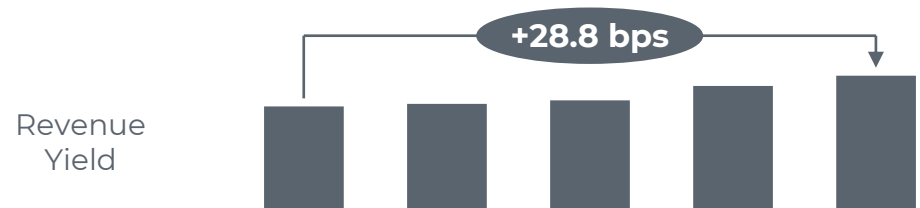
Yearly evolution



¹ Full financial information package available at the Earnings Release and Result Presentation filed within CVM and at the IR website: ir.Cielo.com.br

CIELO'S FINANCIAL AND OPERATIONAL HIGHLIGHTS (4/7)

SMB and LONG-TAIL



SMB Highlights in 3Q22

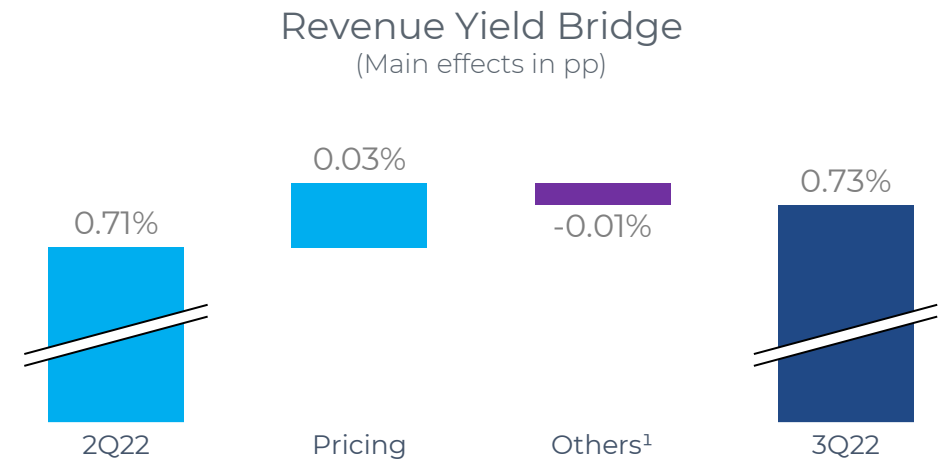
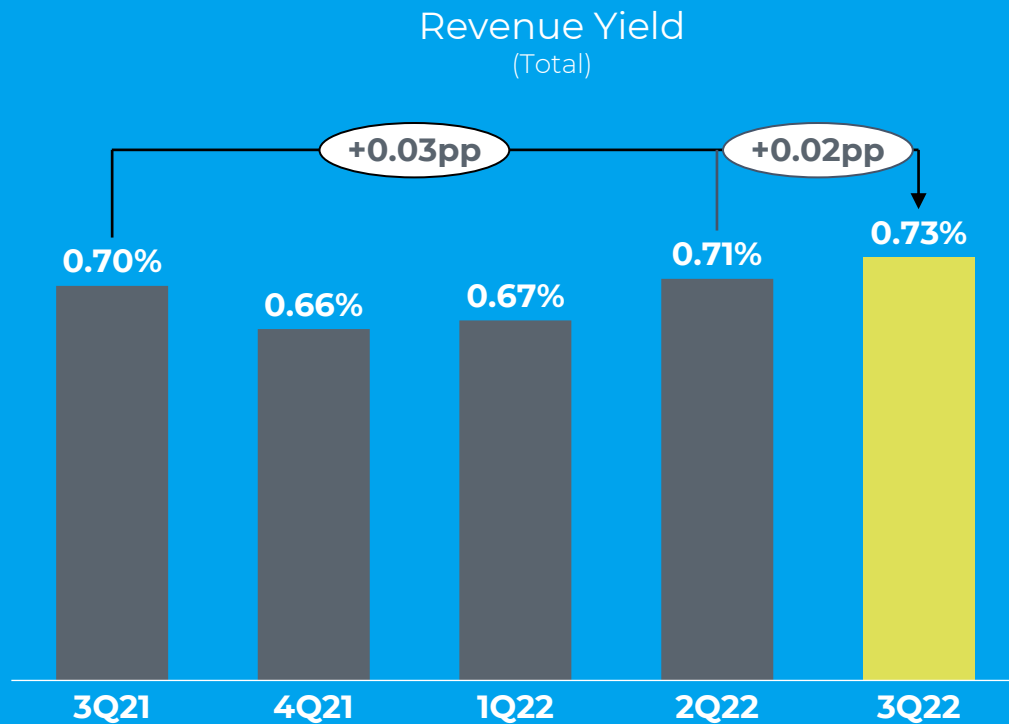
- **Repositioning actions leverage SMB yield**
- **SMB is focus of the Company**, main strategic actions:
 - **New sales force expansion** in progress
 - Actions to **improve customer service** in the short and long term
 - Data intelligence to **offer the right product for the right client, with the right price**

Recent Achievements:

- **New commercial model:** increasing productivity
- **Logistics model:** 91% of deliveries in up to 2 BD
- **Pre-payment:** ~100% penetration growth since 2019

CIELO'S FINANCIAL AND OPERATIONAL HIGHLIGHTS (5/7)

REVENUE YIELD



- **Repositioning actions** in 3Q22 had an important positive impact on yield
- **3Q22 Yield also better in YoY comparison**
- Elasticity remains low
- Company continues to monitor the market and possible opportunities

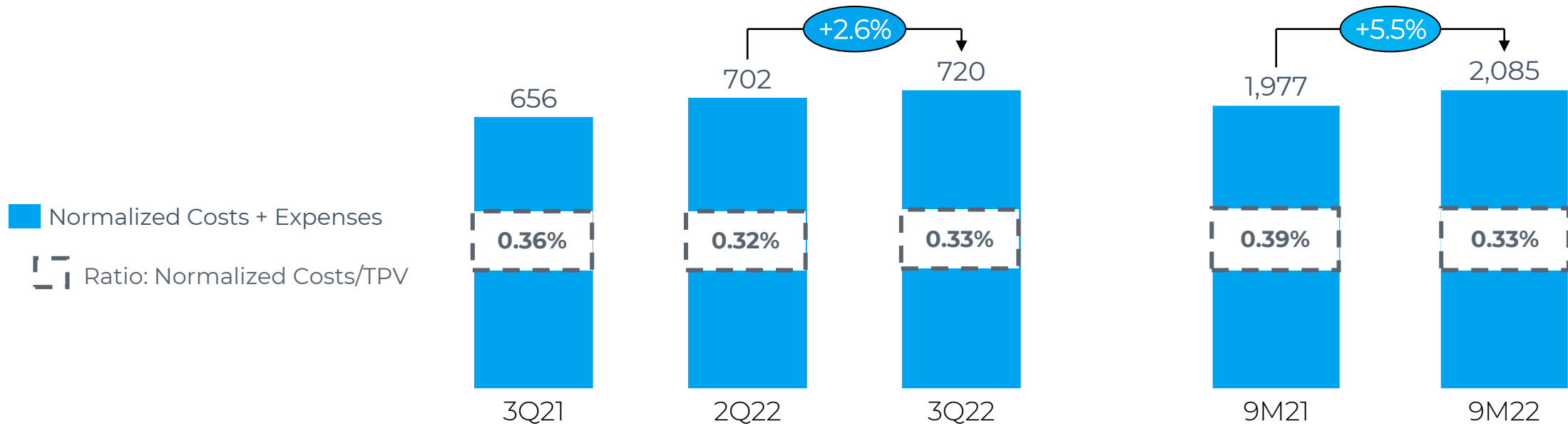
¹ Others include effect of: (i) mix of customer segments, (ii) mix of products, (iii) RR penetration, (iv) taxes, (v) yield volume given that certain revenues do not vary the same and (vi) other revenues.

CIELO'S FINANCIAL AND OPERATIONAL HIGHLIGHTS (6/7)

OPERATIONAL EFFICIENCY (CIELO BRASIL)

- Normalized Costs + Expenses grew only 2.6%, even with investments in initiatives to improve operations, commercial team expansion and collective agreement (August/2022)
- Inflation of the period¹: **7.2%**
- **Lowest Costs + Expenses ratio in history: 0.55%.** Normalized Ratio of 0.33%
- **Most efficient acquirer in the market**, when comparing the cost + expenses ratios² of the listed players

Normalized² Costs + Expenses (R\$ million)



¹ 12 month accumulated IPCA as of September 2022.

² Normalized expenses correspond to the total cost + expenses of Cielo Brasil deducted from the brand fees, subsidies, services provided by banks, PIS and COFINS credits, D&A and the non-recurring items described in the attachments to this presentation

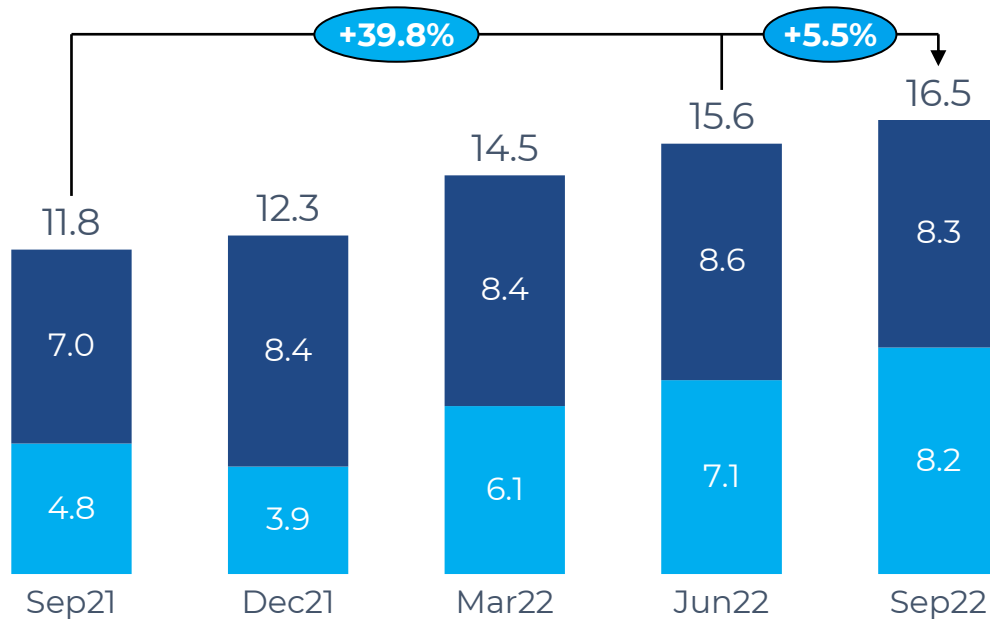
CIELO'S FINANCIAL AND OPERATIONAL HIGHLIGHTS (8/8)

PRE-PAYMENT PRODUCTS AND LIQUIDITY

Capital Allocation in Pre-payment Products (PP)

- 40% growth in the amount allocated to ARV and RR
- New record in allocation

■ Receba Rápido ■ ARV (R\$ billion)



Liability management: 6th issuance of debentures

October 3rd, 2022 (4Q22)
6th issuance of debentures

R\$ 3,000,000,000

2025

CDI+1.20%

cielo

Second lowest spread in CDI+ when compared to similar issuances¹

¹Unsecured debentures issued in 2022, with an amount higher than R\$ 1 billion, indexed to the DI. Source: ANBIMA - 10/21/2022

Sustainability **ESG**



ISE B3 ICO2 B3



Pacto Global
Rede Brasil



Sustainability Yearbook
Member 2022
S&P Global



OUR COMMITMENT TO SUSTAINABLE DEVELOPMENT IS STRENGTHENED THROUGH THE SUSTAINABILITY POLICY.



STRATEGIC SUSTAINABILITY PLANNING

Our Strategic Sustainability Plan 2021-2025 establishes the **Sustainability Purpose**, as well as the guidelines and strategic themes for the Company's sustainability, which are structuring for the construction of shared value.



PURPOSE OF SUSTAINABILITY

Boost sustainable business and inclusive with all

In this way, we seek to provide greater clarity regarding the direction of our initiatives on environmental, social, diversity and corporate governance issues, generating value in each of the 6 strategic themes.

FOCUS ON BUSINESS SUSTAINABILITY, WORKING WITH THE HIGHEST STANDARD OF ESG METRIC

Environmental

- 2021 **Scope 1 and 2 emissions neutralized** through carbon credits and International Renewable Energy Certificates
- We partnered with Focus Energia in 2021, which is benefiting our customers in 82 cities when they use **renewable electric energy**
- Structured processes for **reverse logistics and recycling** of electronic equipment.
- We have an **Environmental Management System (EMS)** certified by the ISO 14001.
- Process for **assessing suppliers' related ES risks**.
 - **486 suppliers** assessed in 2021.

Social Responsibility

- 'Guia de Rodas' Certification: With an **accessible structure**, Cielo offers inclusive experience
- We have set **targets for gender and race inclusion** for 2025.
 - 45% of woman & 35% of black and indigenous
 - 42% & 22% at the management level
- Adhered to **Zero Racism** program, by the Zumbi dos Palmares University
- One of the **'Great Place to Work'** by GPTW BR
- **Cielo's 2022 Startup Mentoring Program** selected 10 'impacting startups', dedicated to address socioenvironmental problems

Governance

- Board with **4 independent members**, with notable background:
 - Former CVM President
 - Former Country Manager of one of the largest card brand
 - Former director of monetary policy
 - Former top executive of rating agency.
- Related parties matters are approved **solely by the independent members**.
- **'Best of the Decade' in Corporate Governance** by Prêmio Época 360, among all sectors

ESG Awards & Recognition and Index

- Award - Época Negócios 360: Cielo is the champion in Sustainability in the Financial Sector
- Most Transparent Companies in Sustainability, by Valor and GRI: Cielo is one of the most transparent companies regarding the disclosure of sustainability information
- Companies with the best ESG scores, by Exame: Cielo received a 9/10 grade

ISE B3 ICO2B3



Sustainability Yearbook
Member 2022
S&P Global



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INVESTOR RELATIONS

ri.cielo.com.br

E-mail: ri@cielo.com.br

Phone: + 55 11 2596-8453

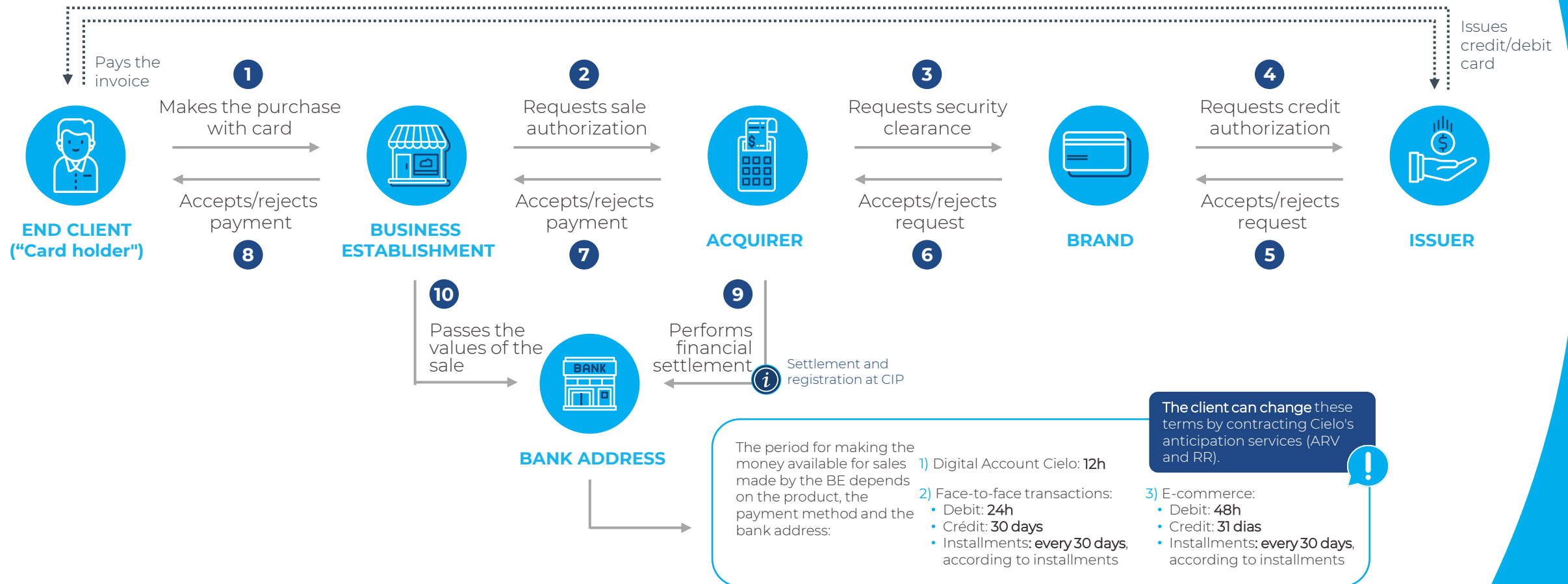


APPENDIX



CREDIT PAYMENT CYCLE

THE ENTIRE PAYMENT FLOW, from the insertion of the card password to the approval/rejection response, takes approximately **3 SECONDS**.



CREDIT PAYMENT CYCLE

