

sinqia

2Q21 Results

Webcast Aug. 5th • 1pm (EST) • 6pm (UK) • 2pm (Brasília) •

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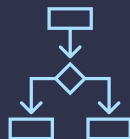


SQIA SMLL B3 IBRA B3 ITAG B3
B3 LISTED NM IGC-NMB3 IGCT B3 IGC B3

Today we announce with enthusiasm the **excellent results** for the 2Q21!

Financial performance

- ARR record of R\$ 272.8 Mn **(+81% vs. 2Q20)**
- Net revenue record of R\$ 87.8 Mn **(+77% vs. 2Q20)**
- Recurring revenue record of R\$ 82.2 Mn **(+89% vs. 2Q20)**
- Record of recurrence of 93.6% **(+5.8 p.p. vs. 2Q20)**
- Adj. EBITDA record of R\$ 19.7 Mn **(+168% vs. 2Q20)**.
- Record of EBITDA margin of 22.4% **(+10.7 p.p. vs. 2Q20)**



The results of our last acquisitions **Simply** and **FEPWeb** were fully accounted



A new acquisition was announced, the pension unit of **Mercer Brasil**



A **2nd issue of debentures** of up to R\$ 250 Mn have been released



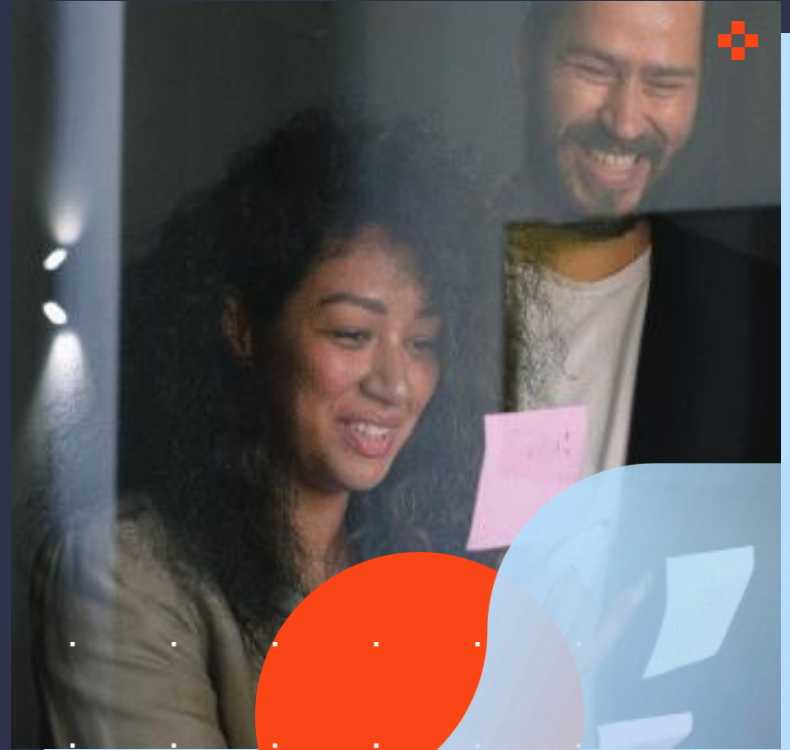
We have established a partnership with **Sensedia**, to strengthen our Open Banking strategy



We announced the first direct investment of **Torq Ventures** in **Celcoin**

Innovation

A quarter marked by the acceleration of the innovation strategy



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The **first direct investment** through Torq Ventures have been made!



+R\$1.5 Bi

Traded / Month

**Banks and Fintechs,
Granting of Credit,
Concession Companies,
Loyalty Programs and
Retail**

+92%

CAGR in the last 5
years

APIs for Open Finance

The fintech LEGO - Through APIs of financial services, it provides infrastructure for different activities

+170

Banks, Fintechs,
Retail and others

+R\$10MM

TPV / Month

Celcoin Chain – POS Machine

Celcoin in POS - Commercial establishments can use the app to offer more options to its customers

+50 mil

Credentialed
Establishments

+8MM

People Impacted/ Month

Programa de
Aceleração **VISA**

**Inclusive
Fintech50**
Powered by Center for Financial Inclusion

**SCALE
UP**
PROGRAMA ENDEAVOR

boostLAB Powered by BTG Pactual



**open
FINANCE
AWARDS**

The investment in Celcoin brings **important accelerators** for both sides.

Operational deal



PIX

Integration with Singia's
PIX module



Banks

Integration with Celcoin's
payment hub and Singia's
Core banking software



Singia Digital

Integration with
onboarding and signature
software



Commercial

Cross Sell / SaaS
solutions Distribution

Transaction



- Total Investment: R\$ 55Mn (Torq Ventures: R\$ 15Mn)
- Preemptive right
- Right to participate in the Board of Directors

Leader



Co-investors



We diversified our **relationship channels** to increase our CVC pipeline.

226

Companies screened

Categories

Credit
BaaS
Platforms
Payments
Fraud

26

invested startups

Investors



Accelerators and Hubs



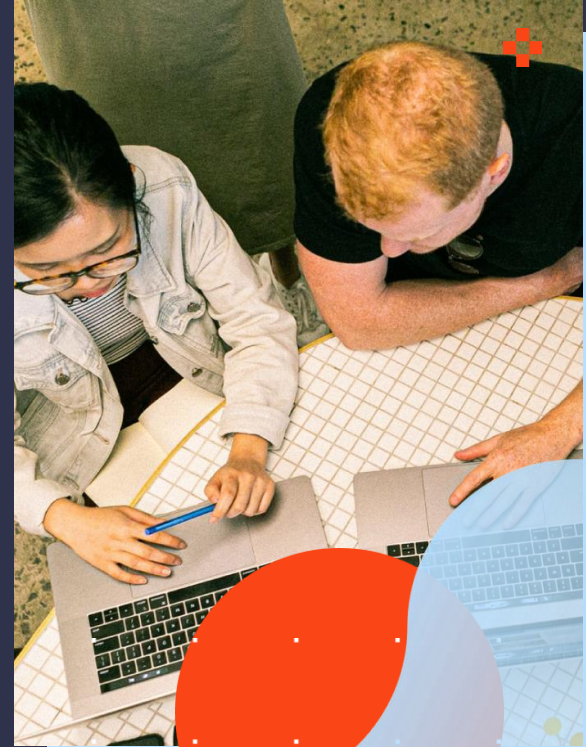
Banks, BigTechs and others



M&A

A quarter with
advances in the
consolidation plan

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We have acquired a **business unit of Mercer Brasil...**



Mercer Brasil's operating management division for closed pension administration



We reinforced our presence in the **Pension** vertical



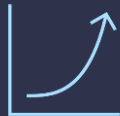
We added **49** customers, such as multinational CCWE¹



The relevance of **services based in technology** was increased



Net revenue² of **R\$32.7 Mn**



Adj. EBITDA² of **R\$6.0 Mn** pre-synergies



Adj. EBITDA² of **R\$8.3 Mn** post-synergies

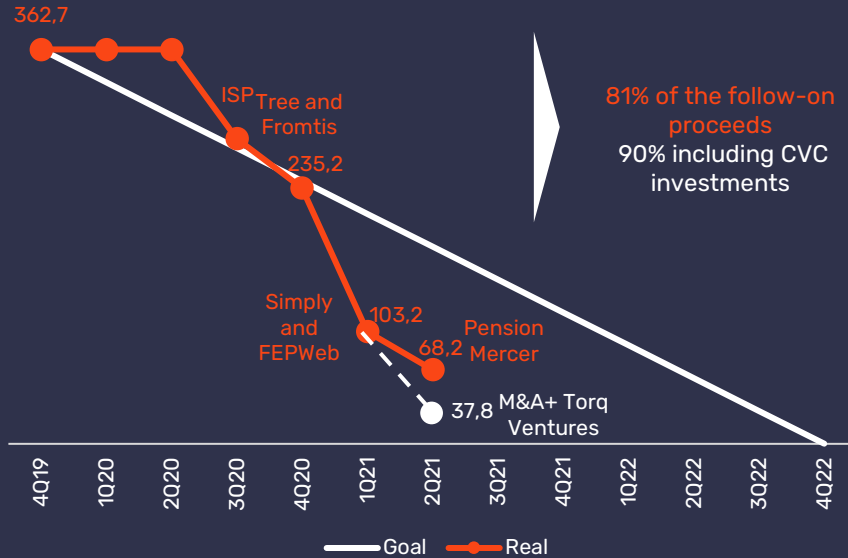
Transaction

- Acquisition of 100% of new company's capital for up to R\$35.0 Mn
- Tranche in cash: R\$27.0 Mn
- Tranche in term: R\$7.0 Mn (5 x R\$1.4 Mn)
- Closing subjected to compliance

...and we accomplished the requirements of the last offer!

Financial progress

Use of Proceeds (R\$ Mn)



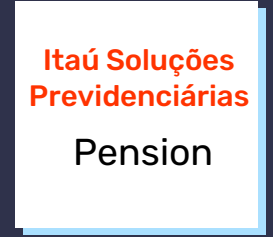
Financial and strategic discipline



EV/Revs* 1.6x



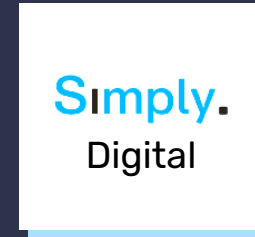
EV/Revs* 2.0x



EV/Revs* 1.6x



EV/Revs* 4.7x



EV/Revs* 3.1x



EV/Revs* 1.1x

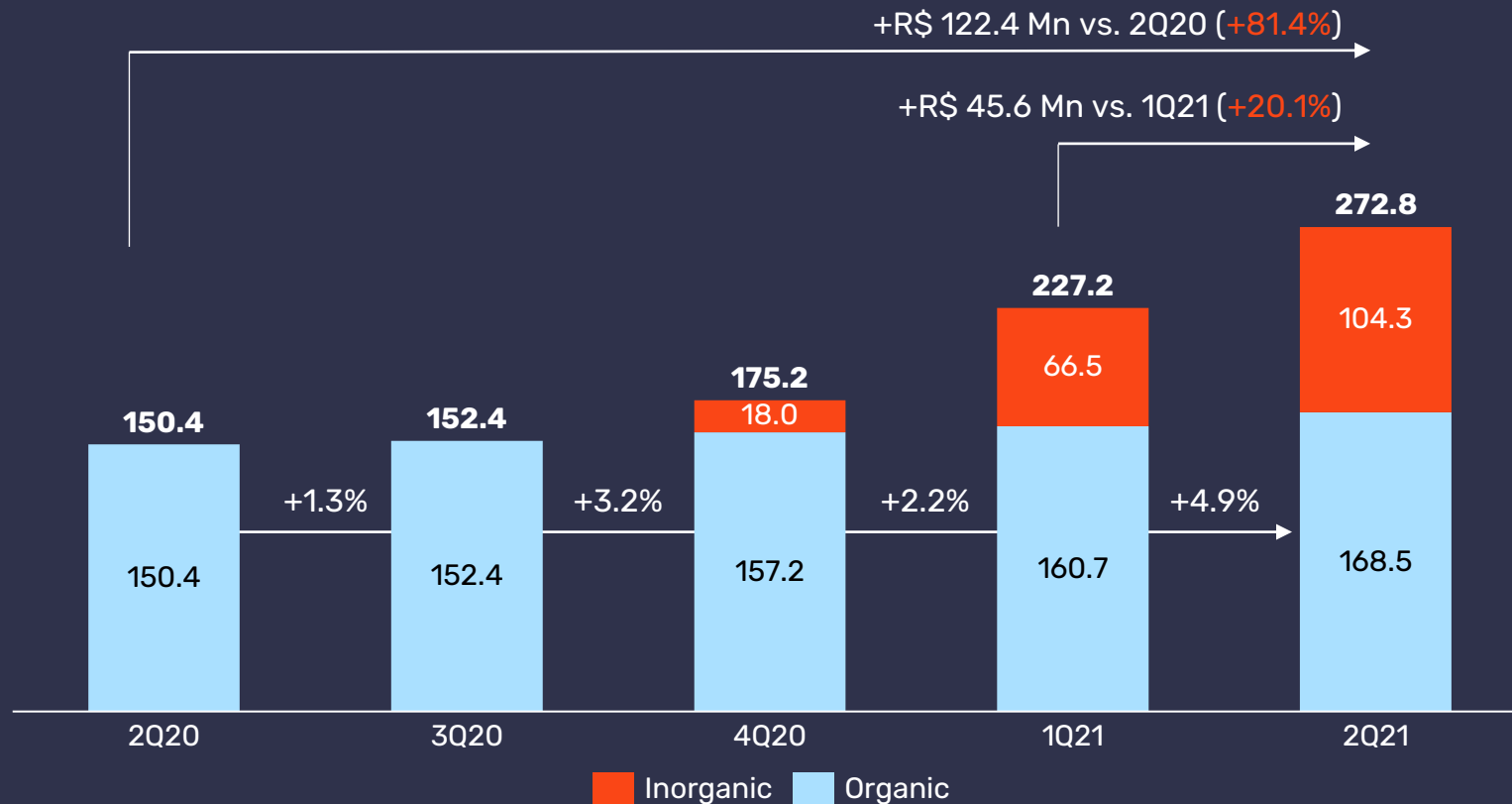
Financial Results

A quarter of records!

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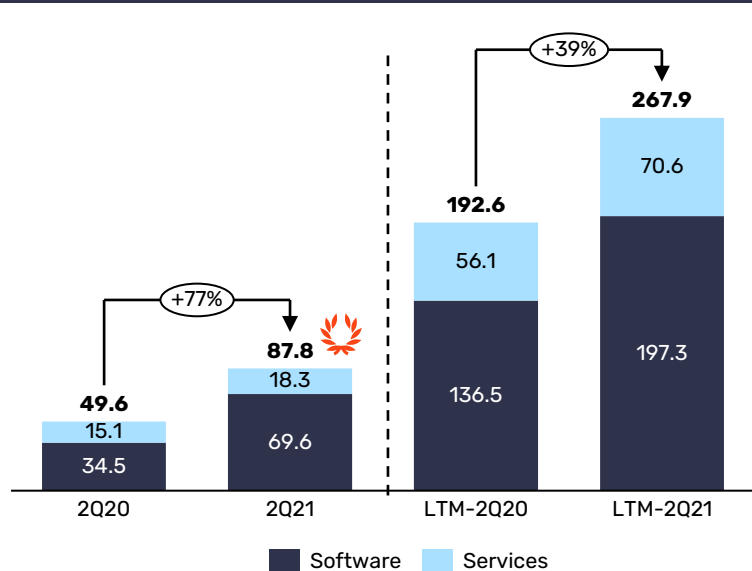


The Software ARR reached a new record with the **inorganic addition...**

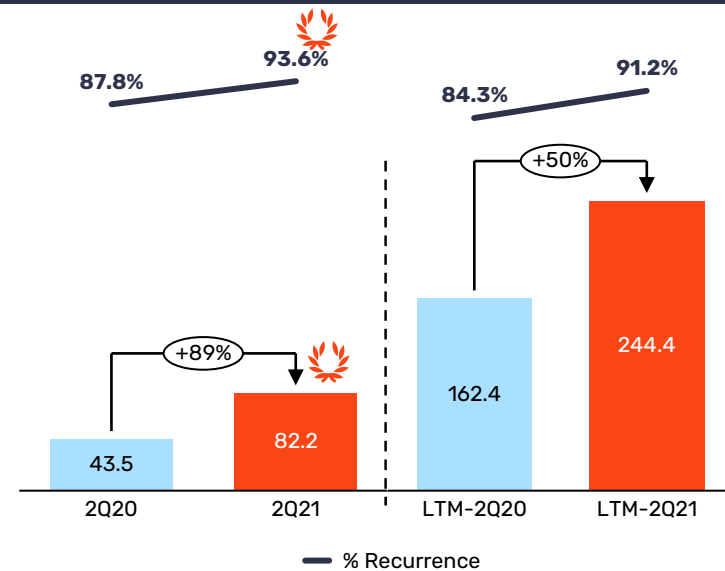


...the net revenue and recurrence registered **another record**,

Total Net Revenues



Recurring Revenues

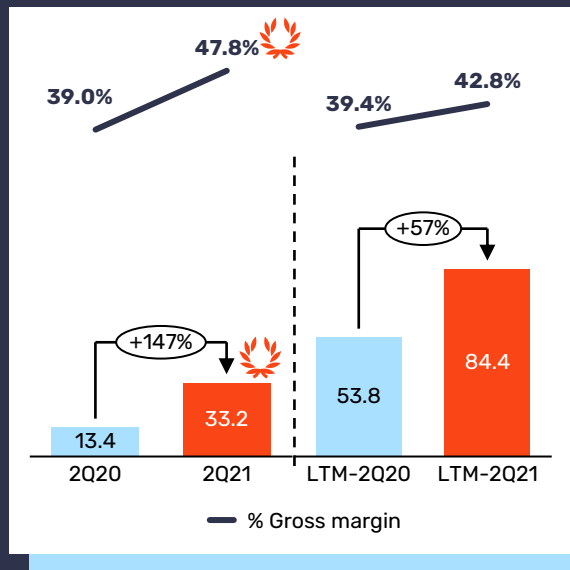


...the gross profit was **even higher...**

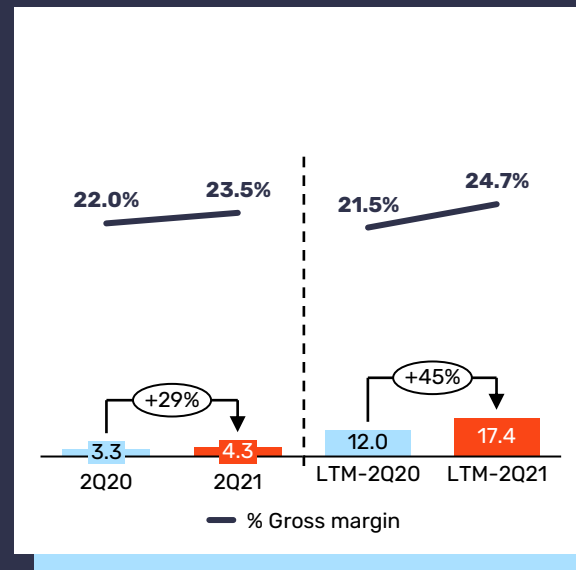
Gross profit



Software Gross profit

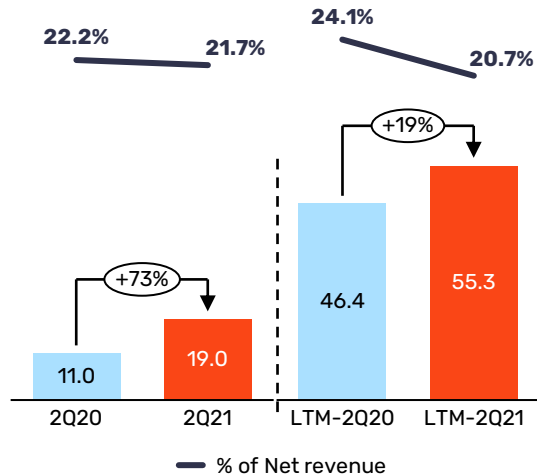


Services Gross profit

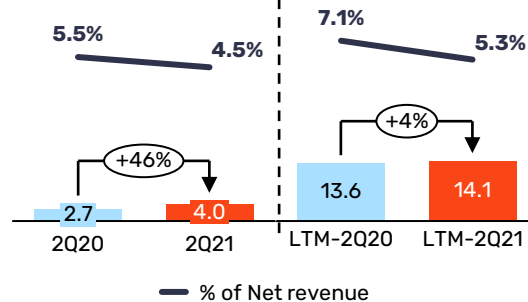


...and the expenses* kept under control...

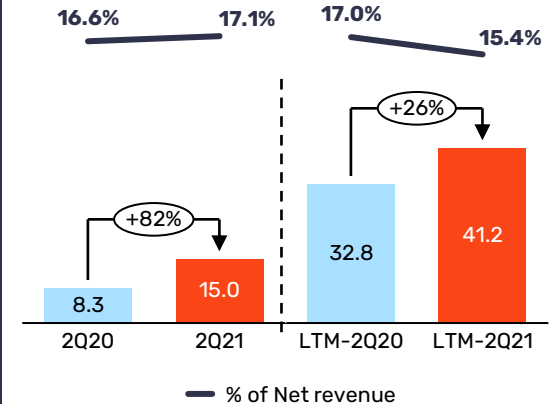
Total Expenses



Commercial and Marketing

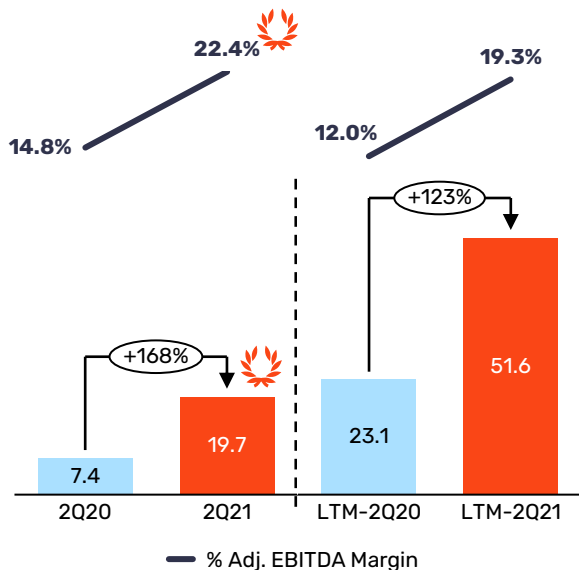


General and Administrative

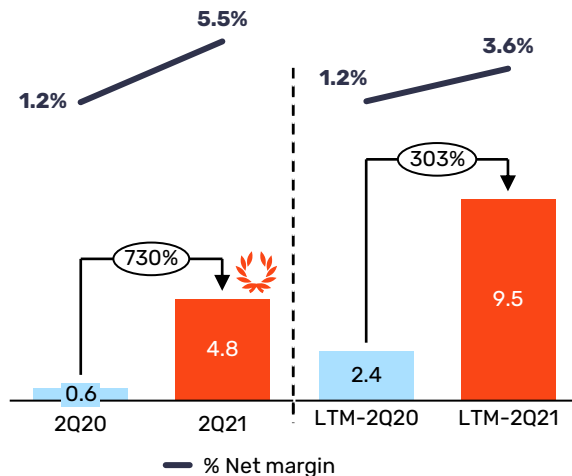


...resulting on a **higher EBITDA** and the **best margin** of the history!

Adj. EBITDA



Net Income



Our balance remains solid but is being **reinforced with the debenture!**



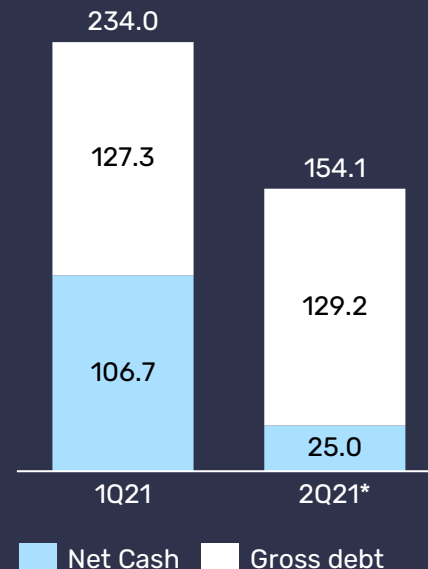
Gross cash

Reduced to R\$154.1 Mn **(-R\$ 79.9 Mn)**, due to the cash tranche of Simply and FEPWeb acquisitions

Gross debt

Increased to R\$129.2 Mn **(+R\$ 1.9 Mn)** due to the installments of Simply and FEPWeb acquisitions

Gross Cash breakdown



We delivered consistent results since the beginning... **and we are just starting!**

2004



3rd Cycle
Follow On
R\$363 Mn
3Q19 - 2Q21



Increased

We increased **our results**, our revenues in 2x, our EBITDA in more than 5x and our shares have appreciated 97% (above the Ibovespa!)



Matured

We expanded our **portfolio of products** and customers



Progressed

A new business unit called **Sinqia Digital** have been created with an amazing potential of **growth** and **profitability**



Innovated

We reinforced our **innovation laboratory** and our corporate venture capital program **Torq Ventures**

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