

sinqia

4Q20 Results

Webcast March.11 • 12 noon EST time • 5pm UK time

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SQIA

SMLL B3 IBRA B3 ITAG B3

B3 LISTED NM IGC-NM B3 IGCT B3 IGC B3

2020: excellent **results** and important **realizations!**

Financial performance*

- Record Net revenue of R\$210.0 Mn (+20% vs. 2019)**
- Record Gross profit of R\$71.6 Mn (+24% vs. 2019)
- G&A Expenses of R\$41.6 Mn (-4% vs. 2019)
- Record Adj. EBITDA of R\$30.2 Mn (+43% vs. 2019)



3 acquisitions were made representing 35% of the follow on proceeds



Liquidity increased and entrance into the Small Cap Index portfolio



We delivered projects and increased the Subscriptions (+24%)



We seized the demand and boosted Outsourcing (+33%)



The quarter was marked by records of recurrence (90.0%) and margin (18.0%)



We launched Torq Ventures, our CVC, to invest in start-ups

Innovation

A quarter (and year)
marked by major
advances in the
innovation strategy



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We launched **Torq Ventures**, our CVC program...



Torq Ventures Program

R\$50 Mn

Corporate Venture Capital*

- Clear strategy
- Dedicated team
- Qualified partners



Open finance



BaaS



IPaaS



AI



Hubs



Risk and fraud

Investment managers



Origination partners



* For investments in the "Seed" and "Series A" phase

...**R&D** and **innovation** investments were increased.



Technological
update



Changeover to
SaaS / cloud



Preparation of
Migration Tools



APIs Development
(open finance)



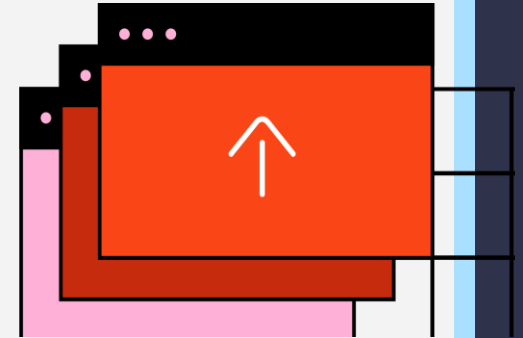
Adoption of emerging
technology

+26%

**in RD&I investments
in 2020**

**Expressive
increase**

**in RD&I investments
in 2021**



M&A

A quarter with a new
acquisition, for funds
this time

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Another **acquisition** was announced...

Fromtis

Strategic vision



The portfolio of **products** for Funds increased: a software for FIDCs



We boosted the Funds portfolio of **clients** : 33 administrators and managers

Financial vision



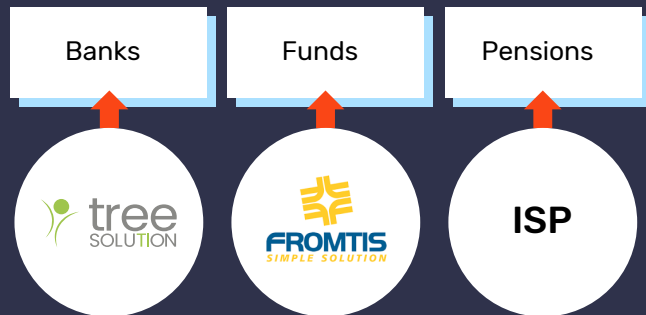
Net revenue of R\$9.3 MM in 2020 (+ 34% vs. 2019)



EBITDA estimated of 20-25% after synergies

...strengthening our **strategy** and our **numbers**...

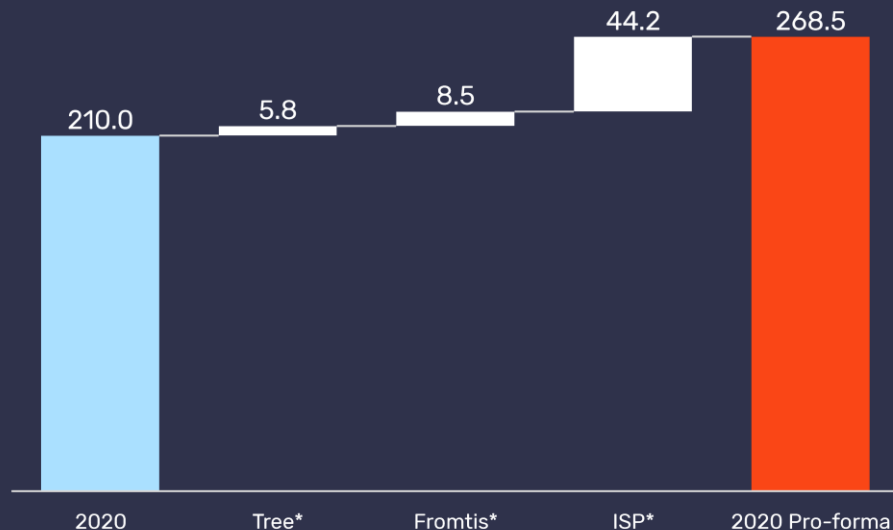
Strategic improvement



3 Software verticals were reinforced, with **new products and clients**

Financial improvement

Net revenue 2020 (R\$ Mn)

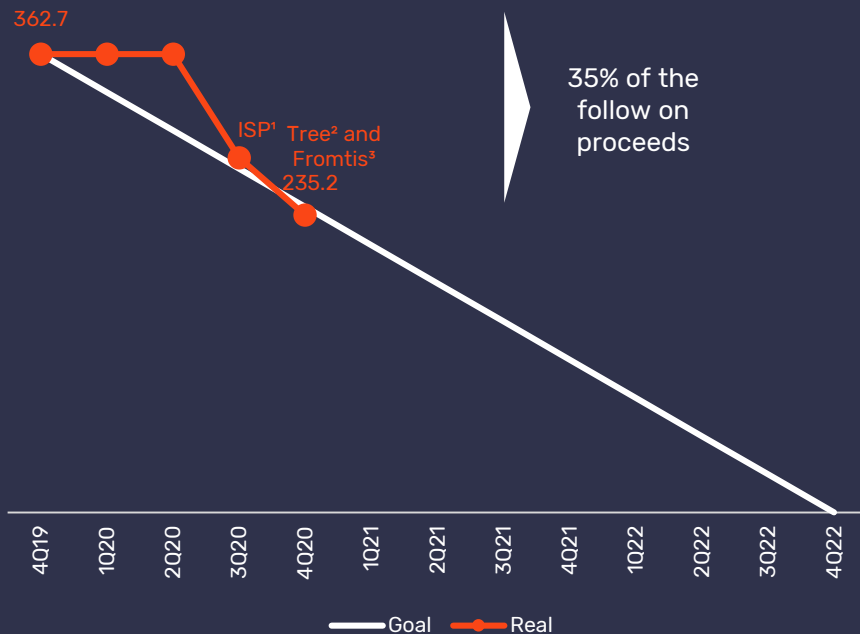


* The graphic shows only the portion that was not consolidated in the 2020 results

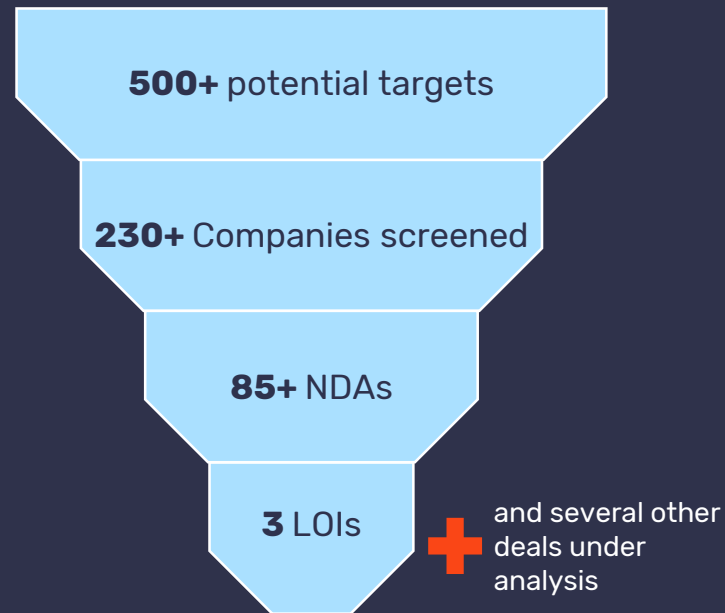
...and we remain **in line** with our plan!

Financial progress

Use of proceeds (R\$ MM)



M&A Pipeline



¹ Total price R\$82.0 Mn | ² Total price of R\$17.5 Mn (being R\$4.2 Mn of *earnout*) | ³ Total price of R\$28.0 Mn (being R\$9.0 Mn of *earnout*)

Financial Results

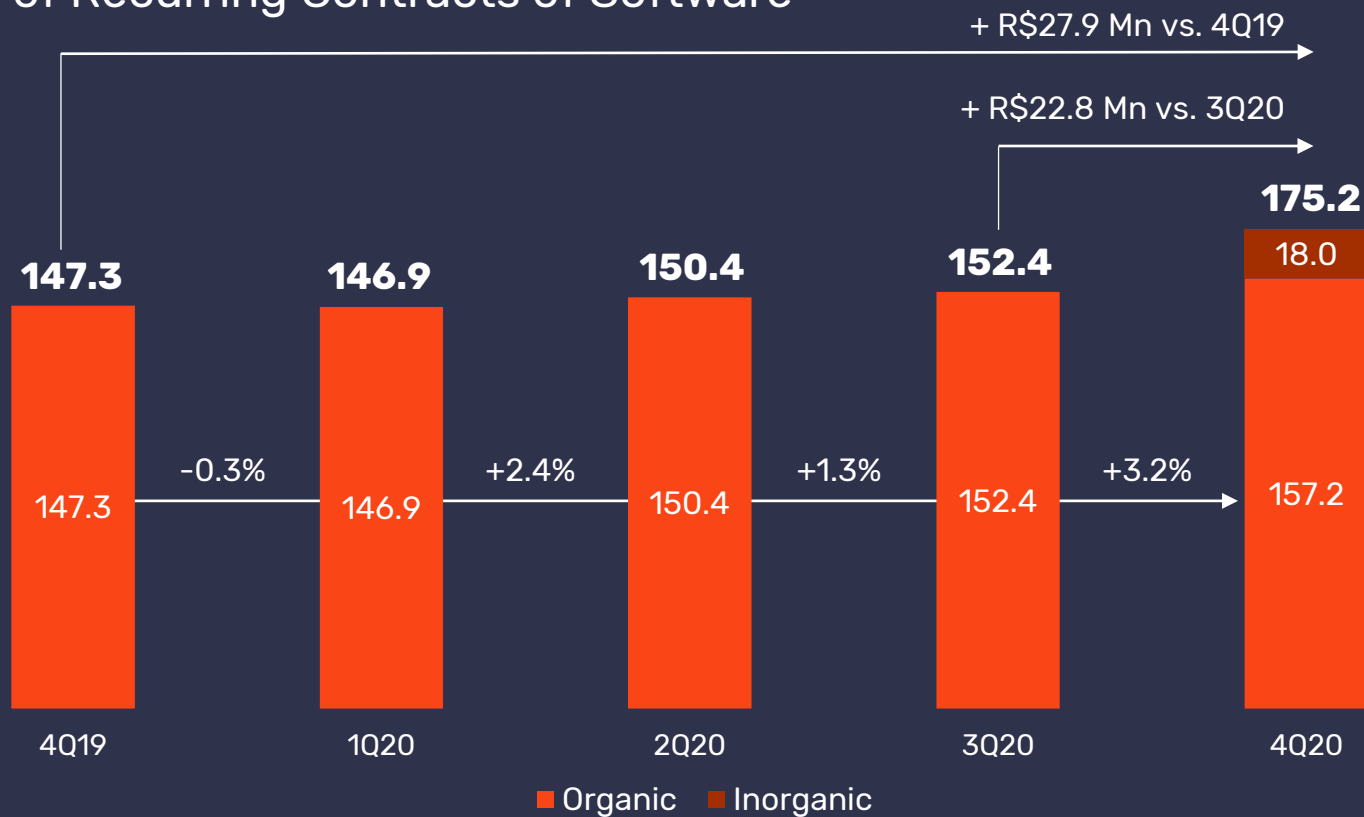
A quarter with new records!

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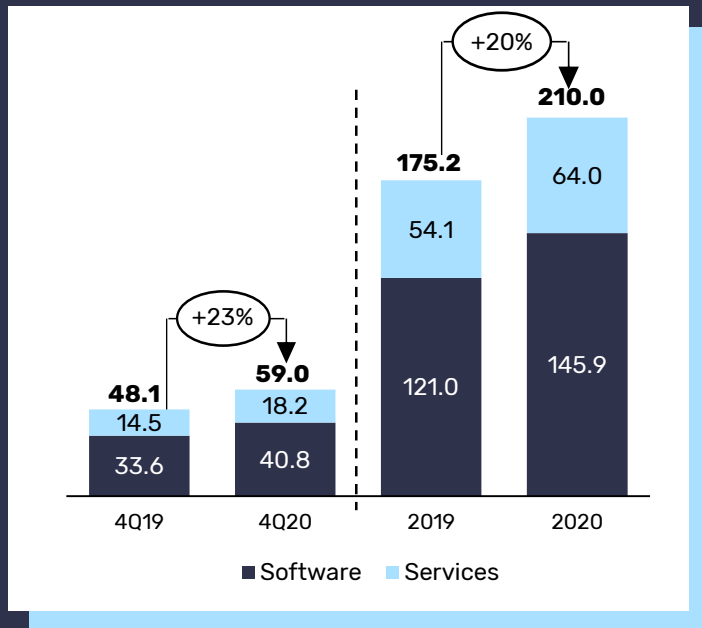
The **portfolio growth** was accelerated,

Portfolio of Recurring Contracts of Software

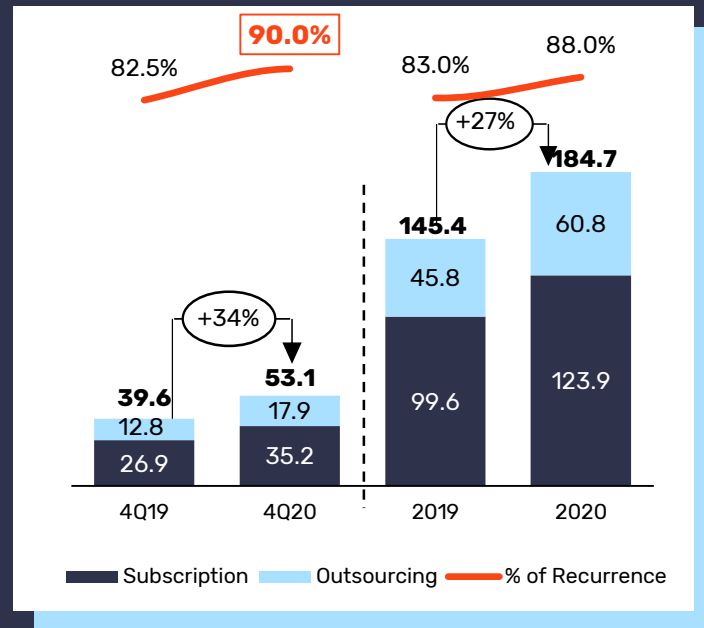


...the quarter presented new **revenues records**,

Total net revenues

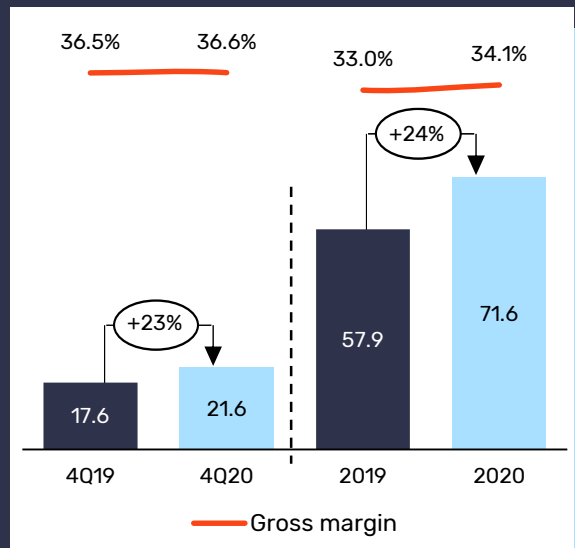


Recurrent revenues

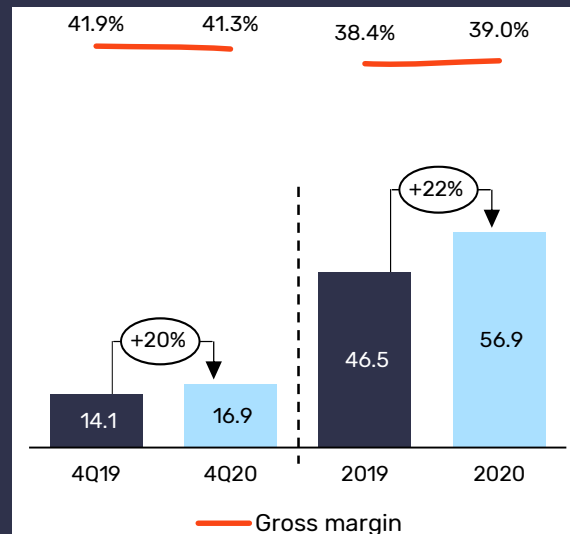


...with an expansion of our **gross profit**,

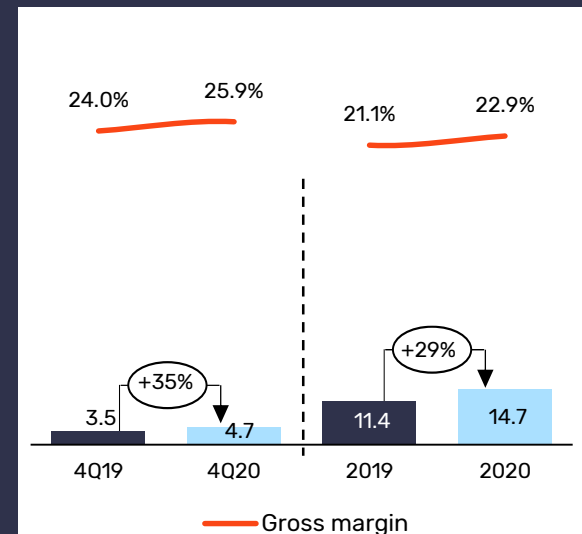
Total Gross profit



Software Gross profit

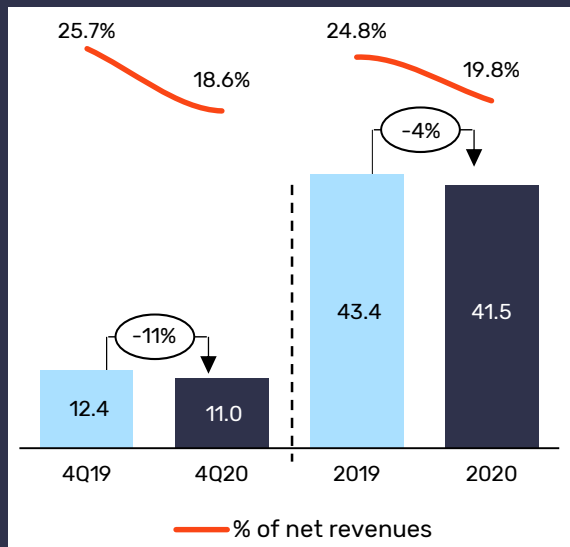


Services Gross profit

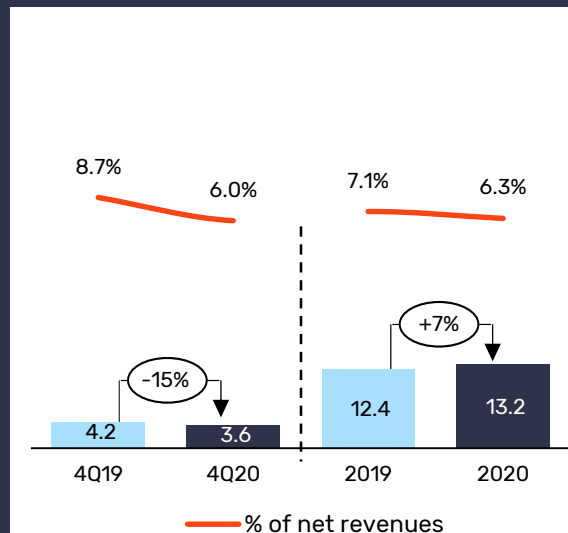


...decrease in **expenses***,

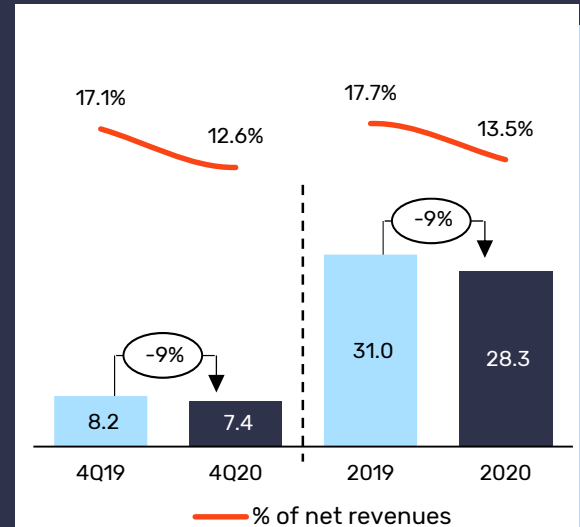
Totals



Commercial and Marketing

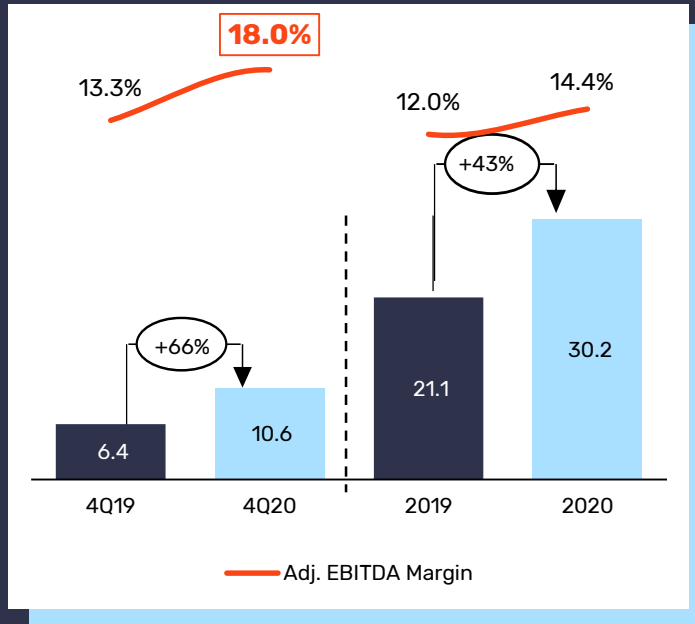


Other G&A



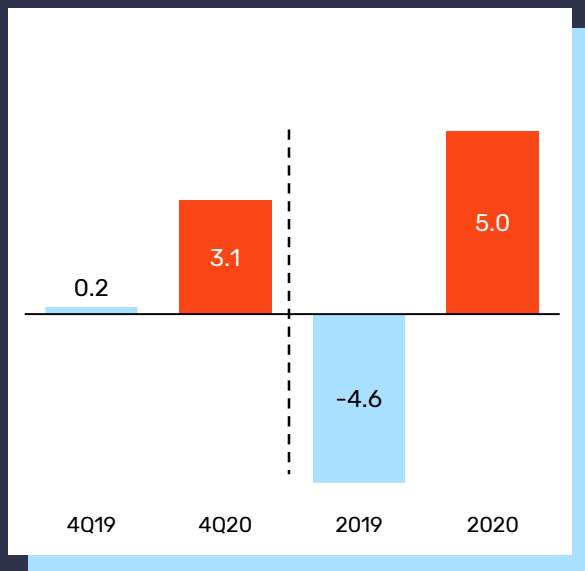
...another **EBITDA** record,

Adj. EBITDA

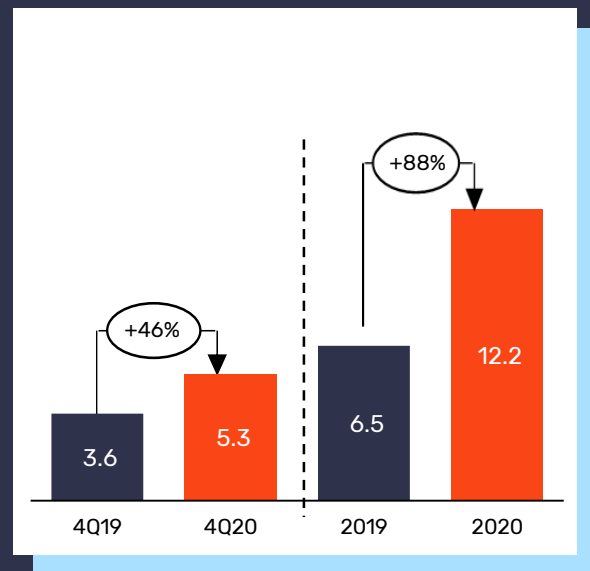


...and **adjusted cash earnings** in the period!

Net income

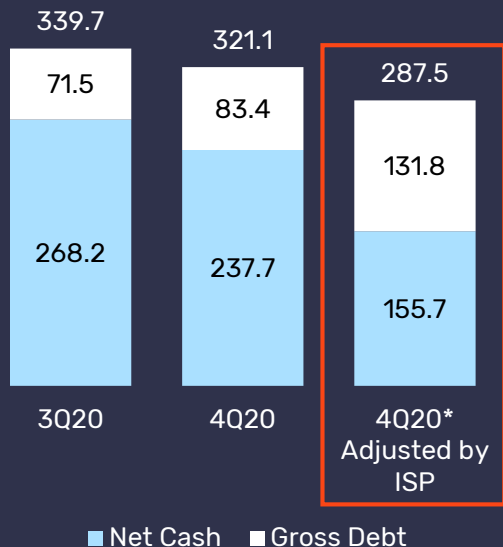


Adj. Cash Earnings



We continue with a **strong cash position.**

Gross Cash breakdown



Gross Cash

Maintenance at a high level of R\$321.1 Mn **(-R\$18.7 Mn)**, sufficient to finance potential acquisitions

Gross debt

Increased to R\$83.4 Mn **(+R\$11.8 Mn)** due to higher liabilities from investment acquisition

There are **new avenues** opening up, and the strategies of consolidation and innovation are our fuel!



Software

We will continue to expand investments in RD&I



Services

We will seize the demand for services in digital transformation



Innovation

New opportunities with the Torq Ventures program will be caught up



M&A

The acquisition strategy will be intensified, after its expansion

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