

# sinqia

## 3Q21 Results

Webinar Nov. 17th • 9am (EST) • 2pm (UK) • 11am (Brasília) •

[clique aqui](#)



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

# We enthusiastically announce the excellent **results** of 3Q21!

## Financial Highlights

- ARR record of R\$286.9 Mn  
(+88% vs. 3Q20)
- Net revenue of R\$92.1 Mn  
(+74% vs. 3Q20)
- Recurring revenue of R\$81.4 Mn  
(+74% vs. 3Q20)
- Adj. EBITDA of R\$16.6 Mn  
(+88% vs. 3Q20)
- Adj. EBITDA Margin of 18.0%  
(+1.3p.p. vs. 3Q20)
- Cash position of R\$ 619.6 Mn  
(+R\$ 465.5 Mn vs. 2Q21)



We paid R\$150 MM of the **2nd issue of debentures** and raised more than R\$400 MM in the **Follow on**



We concluded the 21st. M&A transaction - the acquisition of a majority stake in **QuiteJá**



We announced the direct investment in **CashWay**



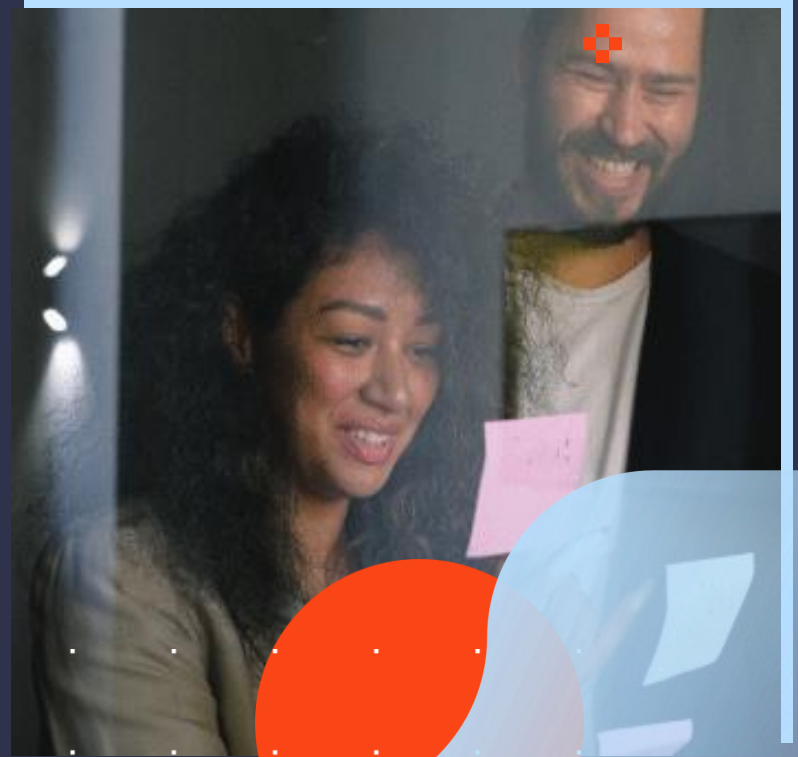
We selected **Canary** as another venture capital partner



We've partnered with **TechRules** for wealth management solutions

# Innovation

A quarter of evolution of  
Open Finance and Open  
Innovation strategies



sinqia



# We have gained **relevance** in Open Finance strategy

## 3<sup>rd</sup> Phase Open Finance

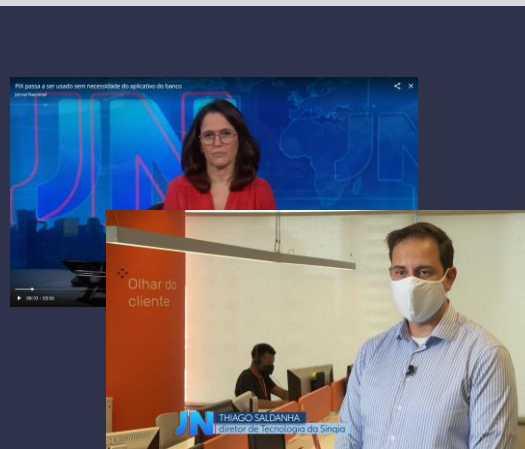
Strategy strengthened by **PIX and APIs products** focused on delivering the **best infrastructure** layer to the market

*Initiation of Pix transaction by payment transaction initiators, with the gradual entry of other payment arrangements – TED, bank draft and direct debit*

## Opportunities

- ▶ New client prospections;
- ▶ Acting inside and outside of the client portfolio (cross sell);
- ▶ Compensation model- Setup/Volumetric;

## Partners



# +13 +100

Clients

Prospects

Highlight to **a major global bank**

# Through Open Innovation we are **promoting the transformation** of Sinqia and the sector...



## 1. Financial market innovation

New technologies and features



## 2. Accelerate go-to-market

Through partnerships and investments



## 3. Sinqia Digital

Expansion of features and M&A target



## 4. Sinqia Sandbox

Environment for creating new products and collaboration with the ecosystem



# With **expressive results** we became one of the references in Open Innovation to the financial sector

**Torq  
Ventures** | **+40  
Investee**

- We figured in **main publications and events** of Corporate Venture Capital
- We increased our relevance **expanding our organic origination**
- We expanded our investments and settled a **partnership with Canary** focusing on the second wave of Fintechs

## VC funds



## Accelerators and Hubs



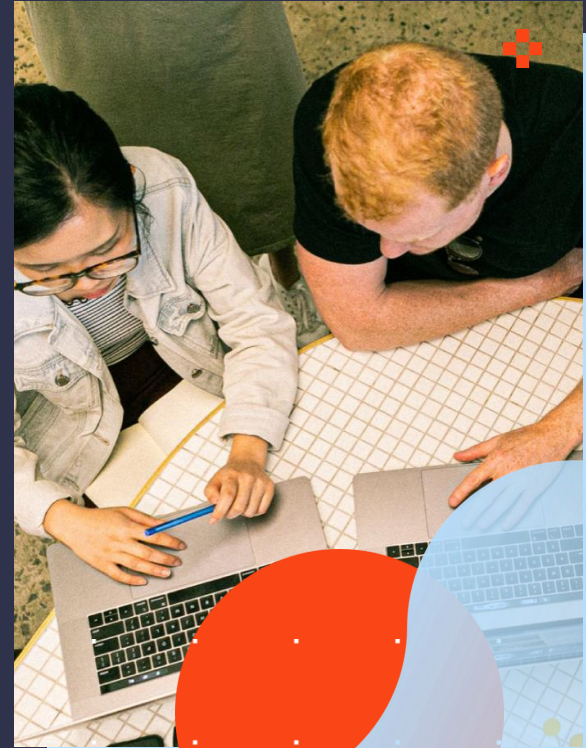
## Bigtechs



## M&A

A quarter of the  
beginning of a new  
consolidation cycle

sinqia



We concluded a consolidation cycle with significant **expansion of ecosystem** and of the **result...**

**90% of the  
resources consumed**

**6 acquisitions in the  
last 12 months**



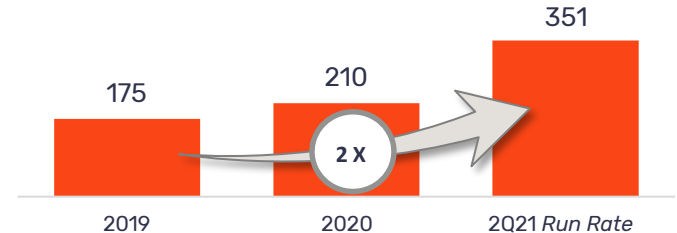
Itaú Soluções  
Prev.

**Simply.**

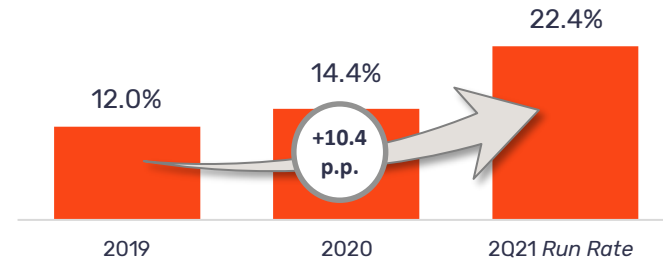


Mercer Brasil  
Pension Division

**Net Revenue (R\$ Mn)**

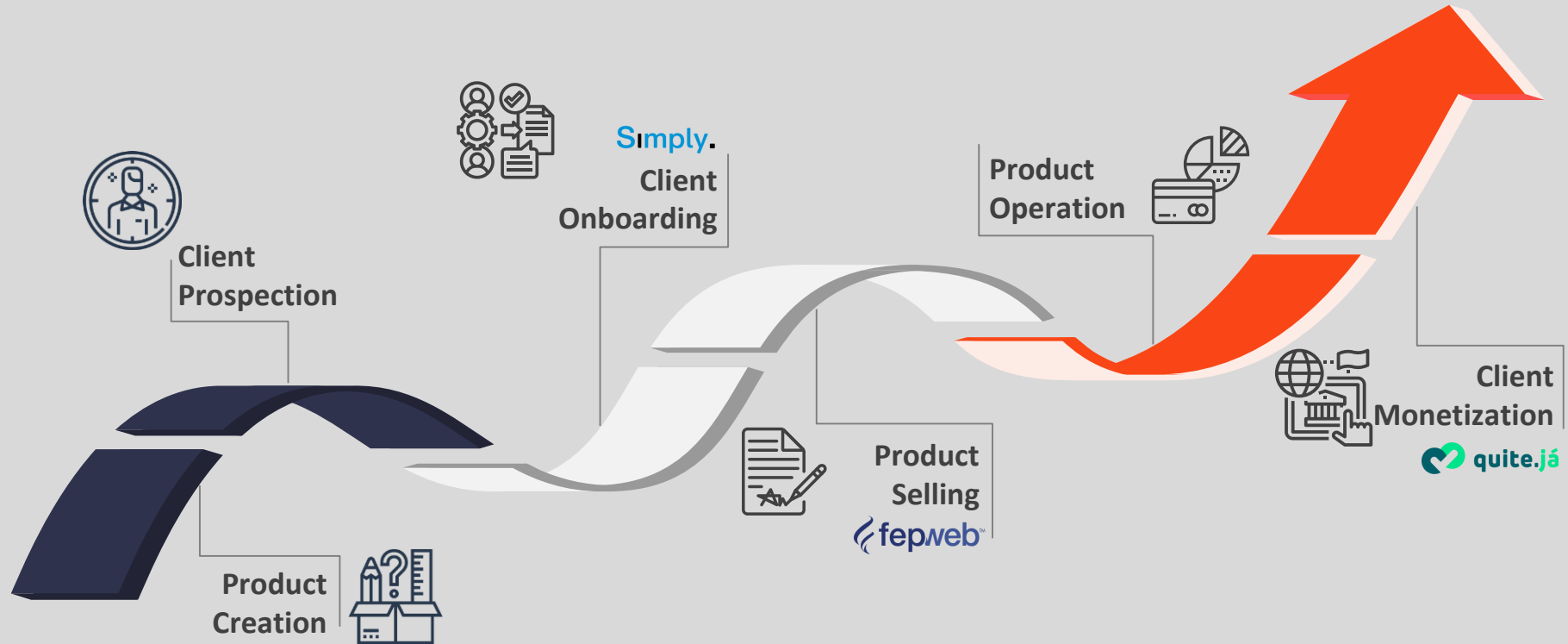


**EBITDA Margin (%)**





# We started a new consolidation cycle to fulfill the **client journey**...



# ...and we have acquired the control of **QuiteJá!**



## Transaction

- Acquisition of 51% of the capital by R\$38.2 Mn
  - Tranche in cash: R\$19.1 Mn
  - Tranche in stocks: R\$19.1 Mn
- *Call option* of 49% of the remaining share capital with the price tied to long-run targets



We extended the boundaries of our **TAM**



We expanded the products portfolio of **Sinqia Digital** unit



We increased the relevance of the **SaaS** model



**Net Revenue** of  
R\$20.3 Mn\*  
(+111,5% vs. LTM-2020)



**EBITDA** of  
R\$5.4 Mn\*  
(margin of 26.6%)

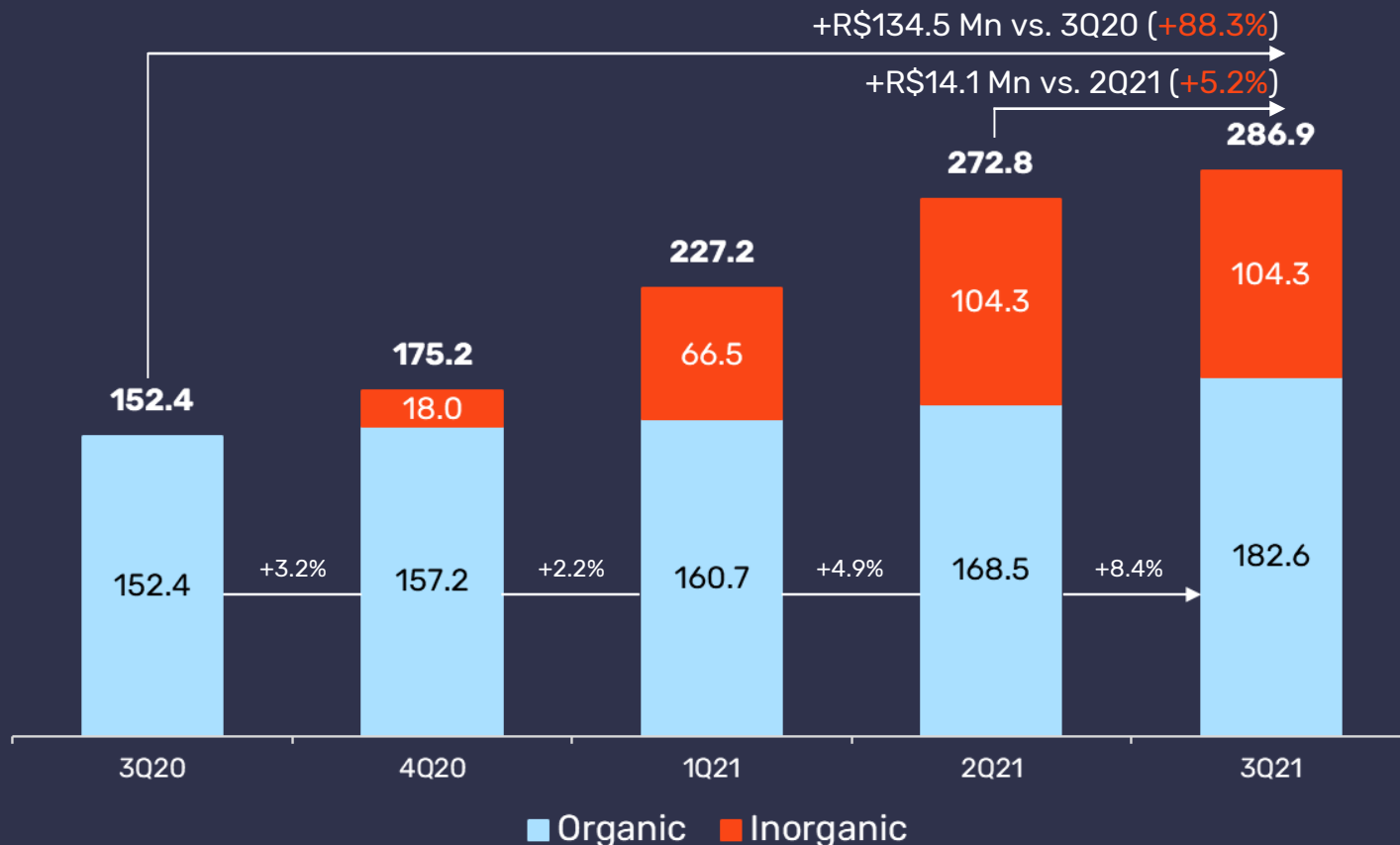
# Financial Results

A quarter market by a strong growth

sinqia

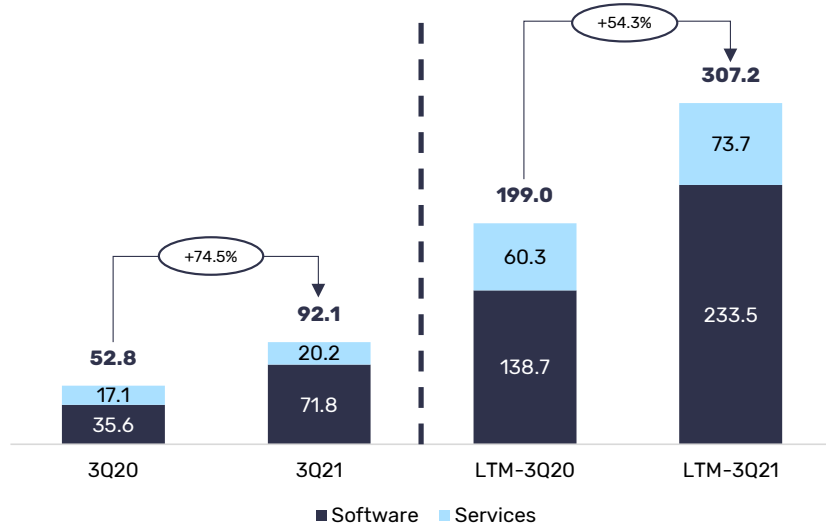


We reported new **record** in Software ARR and substantial growth...

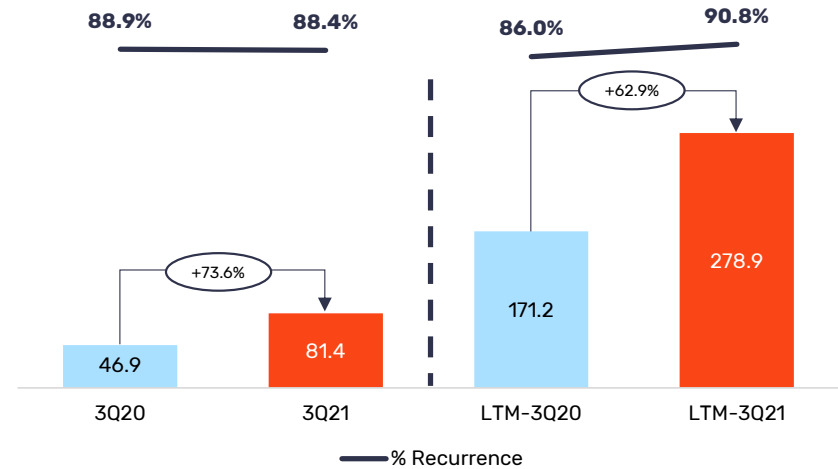


...we registered new **record** in Net Revenue and a high level of recurrence...

### Total Net Revenues

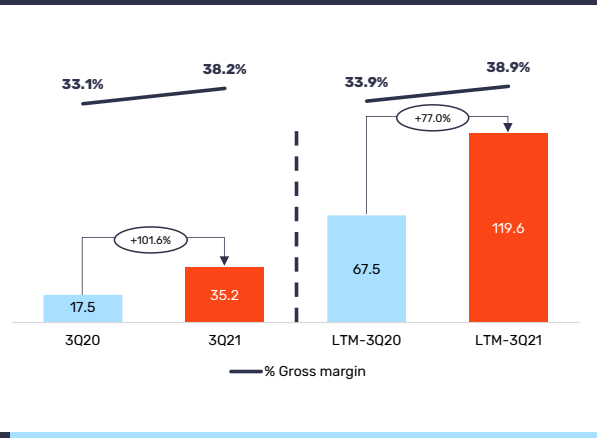


### Recurring Revenues

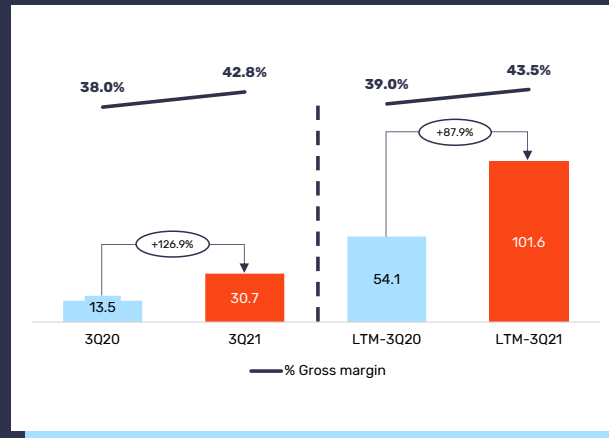


...a **three-digit growth** in Gross Profit with excellent performance in Software...

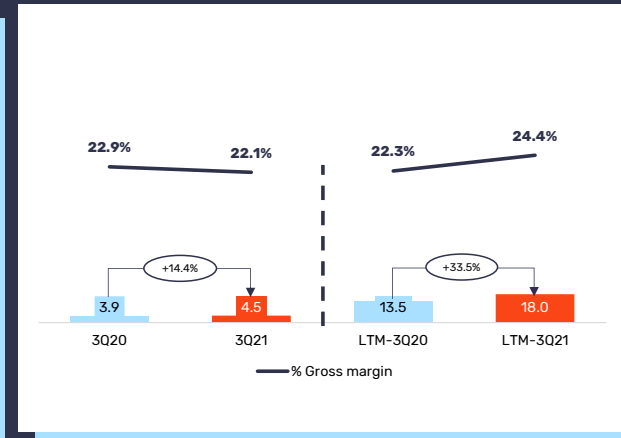
### Gross Profit



### Software Gross Profit

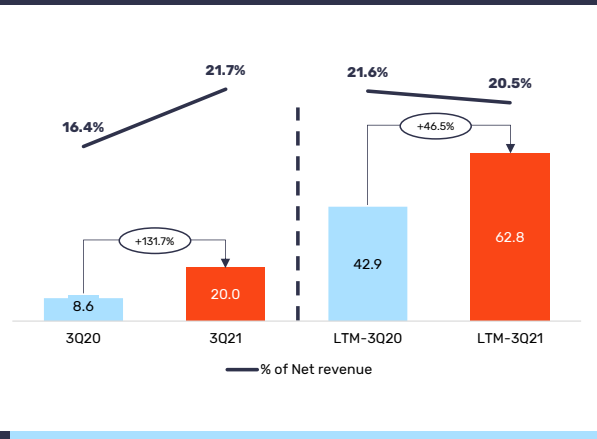


### Services Gross Profit

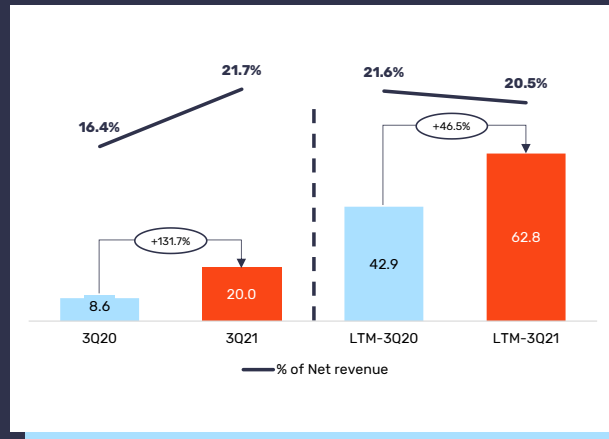


...and **increased** expenses through the consolidation of acquisitions.

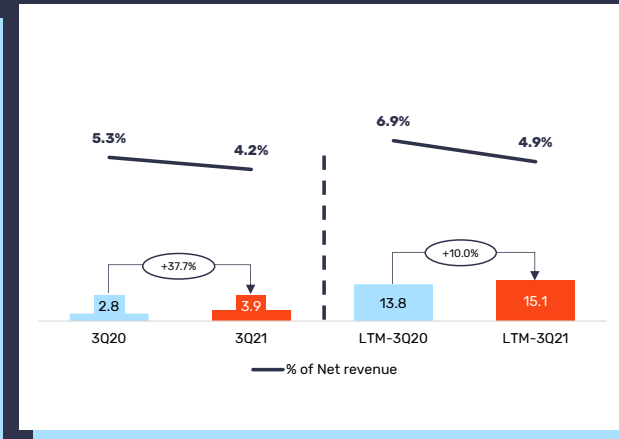
### Total Expenses



### General and Administrative

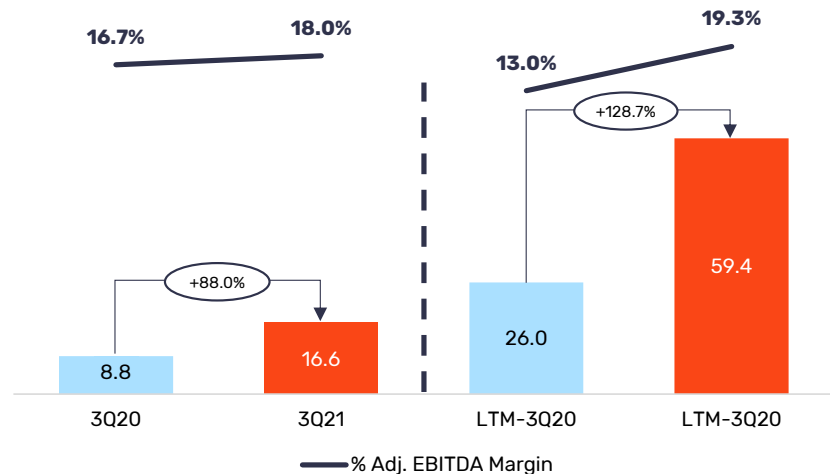


### Commercial and Marketing

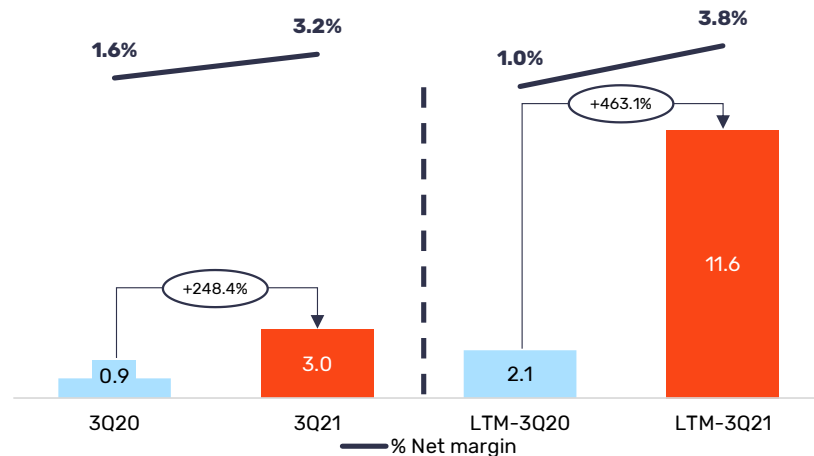


We reported a **substantial evolution** in Adjusted EBITDA and a high Margin...

### Adjusted EBITDA



### Net Profit





...and replenish our cash balance to support our **new consolidation cycle!**



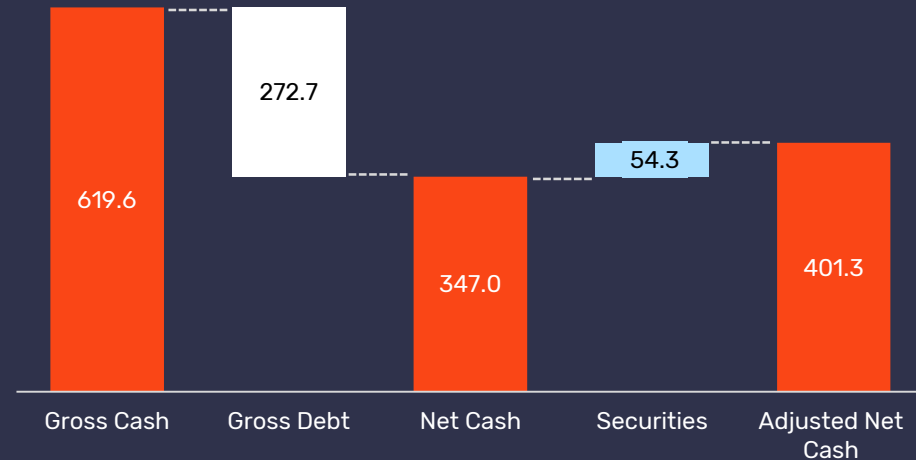
### Gross cash\*

Increase to R\$619.6 Mn **(+R\$ 465.5 Mn)**  
due to the issuing of debentures  
(R\$150 Mn\*) and of the Follow on  
(R\$400 Mn)

### Gross Debt\*

Increased to R\$272.7 Mn  
**(+R\$143.5 Mn)** due to the the  
debentures offer (R\$150 Mn)

### Adjusted Net Cash



# We delivered **increasing results** and accelerated **the expansion plan**



## **Capitalized**

... and we started another  
cycle of growth, prepared  
for new market  
opportunities



## **Expanded**

... our product portfolio,  
acquisition pipeline and the  
addressable market



## **Innovated**

... with investments in R&D,  
partnerships and great  
progress in the CVC  
program

# Q&A

singia

# Legal notice

This material was prepared by **Sinqia S.A. ("Company") (SQIA3:B3)** and may contain certain statements expressing management's expectations, beliefs and/or forecasts regarding future events or results. These statements involve risks and uncertainties that could cause results materially different from those projections. Such statements are based on information currently available, from Sinqia and the industry in which Sinqia operates, and is not intended to be complete or serve as advice to potential investors, so readers should not rely exclusively on the contained. Investment in securities issued by Sinqia involves certain risks. Before making any investment decision, prospective investors should carefully consider all the information contained in the Reference Form, in the financial statements with the notes and, if applicable, in the offer documents, among others. Business, financial condition, results of operations, cash flow, liquidity or future business could be materially adversely affected by risk factors currently known or unknown. This presentation does not constitute an offer to sell or a solicitation to buy any securities of Sinqia.





## Sinqia S.A. (B3: SQIA3)

### Investor Relations



[ri@sinqia.com.br](mailto:ri@sinqia.com.br)



+55 (11) 3478-4845  
+55 (11) 3478-4788



[ir.sinqia.com.br](http://ir.sinqia.com.br)

sinqia