

sinqia

1Q21 Results

Webcast May 6th • 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

It couldn't start better: we released **excellent results** for the 1Q21

Financial performance

- ARR record of R\$227.2 Mn (+55% vs. 1Q20)
- Net revenues record of R\$68.2 Mn (+40% vs. 1Q20)
- Net revenue proforma* record of R\$81.4 Mn (+67% vs. 1Q20)
- Record recurring revenue of R\$62.1 Mn (+51% vs. 1Q20), 91.1% from total
- Adj. EBITDA record of R\$12.4 Mn (+4x vs. 1Q20), 18.2% of margin



2 acquisitions were made comprising 72% of the follow on proceeds



A new unity was launched the **Sinqia Digital**



We implemented the first **PSTI** payments client.



Our **Open Banking** strategy had new advances



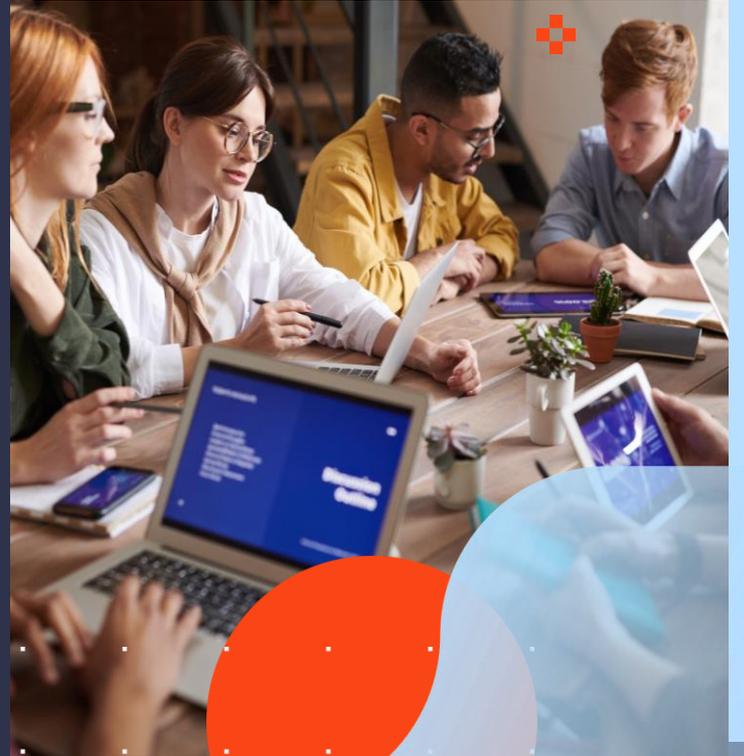
We obtained results from **Darwin Startup** Batch #8 and finished the Batch #9



We announced a partnership with **Distrito**, an innovation hub for startups, investors and companies.

Innovation

A quarter marked by the maturity of the RD&I strategy



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The investments in R&D resulted on the creation of new products and business models...

+44%

**In RD&I investments
on 1Q21**



**Acceleration of
the SaaS strategy**

4Q19



One of the 7 PSTI providers authorized by the Brazilian Central Bank

1Q21



We implemented the first SPB/PSTI (SaaS) client

2Q21



We implemented the first PIX/PSTI (SaaS) client

+11 new clients in implementation

Potential*

+75 Mn of users joined PIX with almost 400 Mn of transactions / month.

*Data from Mar/21

...beside the structuring of the **Open Banking** offer...

An offer focused on the client

Unique and complete

Technological and regulatory adaptability

Guiding for the changes



CONSULTING



PRODUCT



New business models and connection with startups

INNOVATION

We have built a powerful and innovative ecosystem

We are already the biggest promoter of innovation for the financial market

...and the maturity of our **open innovation** strategy.

+20

invested startups

**AI, BAAS, Payments, Credit,
Receivables and Others..**

+90

**startups in the
pipeline**

CVC and Partnerships



SandBox Sinqia

**Open innovation
ecosystem**



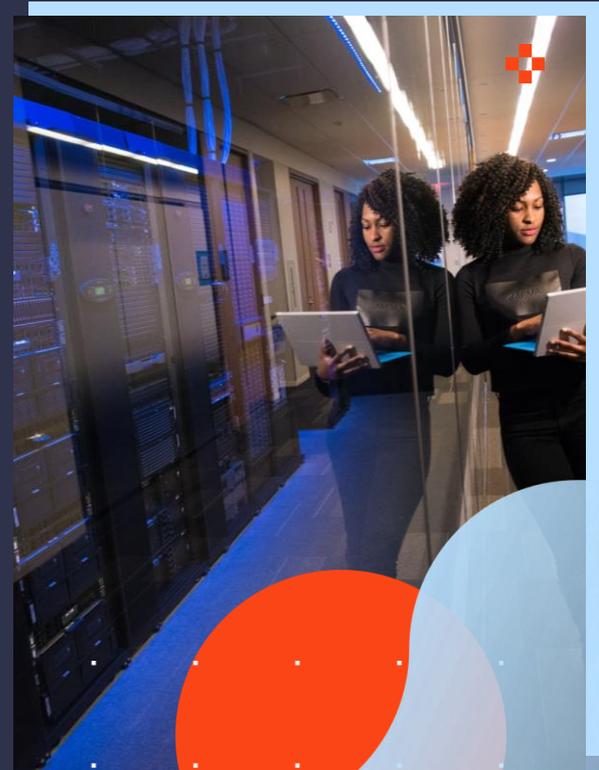
Microsoft
for Startups



M&A

A quarter with new acquisitions, creating the Singia Digital

singia



We acquired **Simply**, specialized on the digital onboarding...



We added new **products** for digital onboarding



+50 **clients** were added, such as digital banks and fintechs



We expanded the relevance of the SaaS **model**



Net **Revenue** of R\$17.9 Mn* (+53.0% YoY)



Adj. **EBITDA** of R\$6.6 Mn*



Adj. EBITDA **Margin** of 37.0%*

Transaction

- Acquisition of 100% of the capital by the initial value of R\$56.0 Mn
- Tranche in cash: R\$34.0 Mn
- Tranche in stocks: R\$22.0 Mn, 39% from the initial value
- *Earnout* of up to R\$12.0 Mn, subjected to the achievement of revenue targets on 2021, 2022 e 2023

...and FEPWeb, reference in digital signatures...



We added new **products** for digital signatures



+55 **clients** were added, such as digital and global banks



We expanded the relevance of the SaaS **model**



Net **Revenue** of R\$12.8 Mn* (+33.3% YoY)



Adj. **EBITDA** of R\$8.0 Mn*



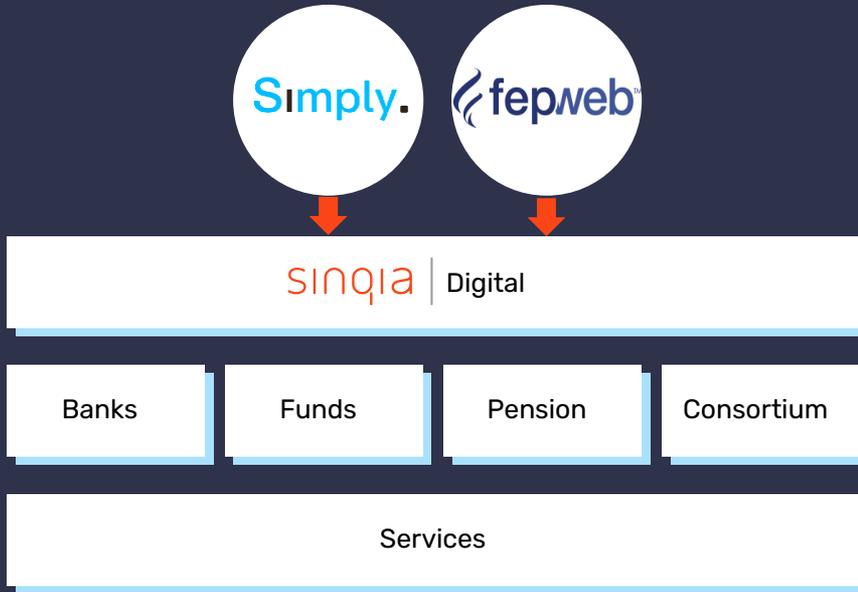
Adj. EBITDA **Margin** of 62.9%*

Transação

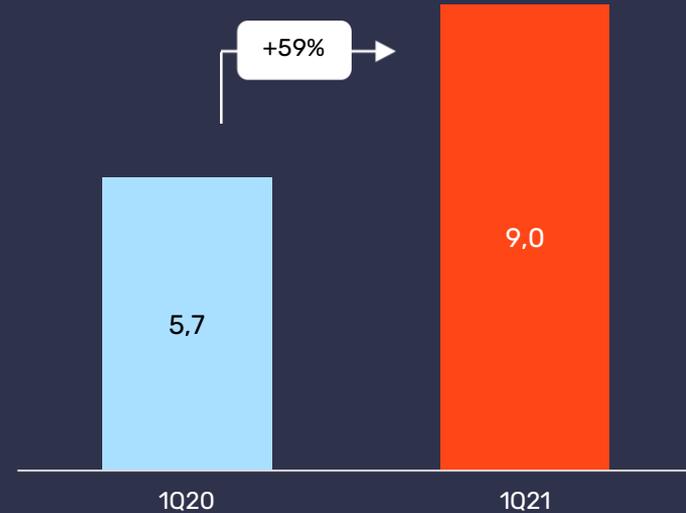
- Acquisition of 60% of the capital by the initial value of R\$38.4 Mn
- Tranche in cash: R\$ 23.0 Mn
- Tranche in stocks: R\$15.4 Mn, 40% from the initial value
- *Call option* tied to the achievement of revenue and margin targets in 2024

...that were combined into a new business unity called **Sinqia Digital!**

Potential of cross sell



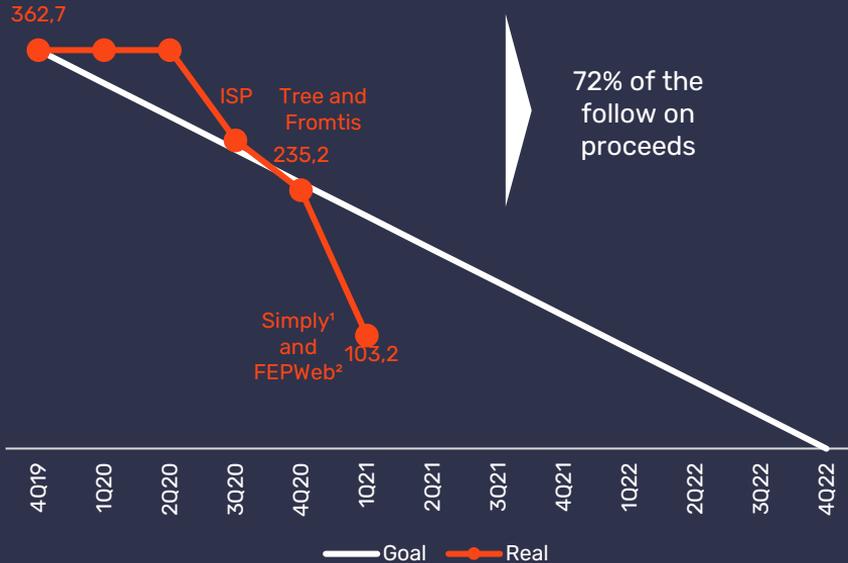
Managerial net revenue (R\$ Mn)



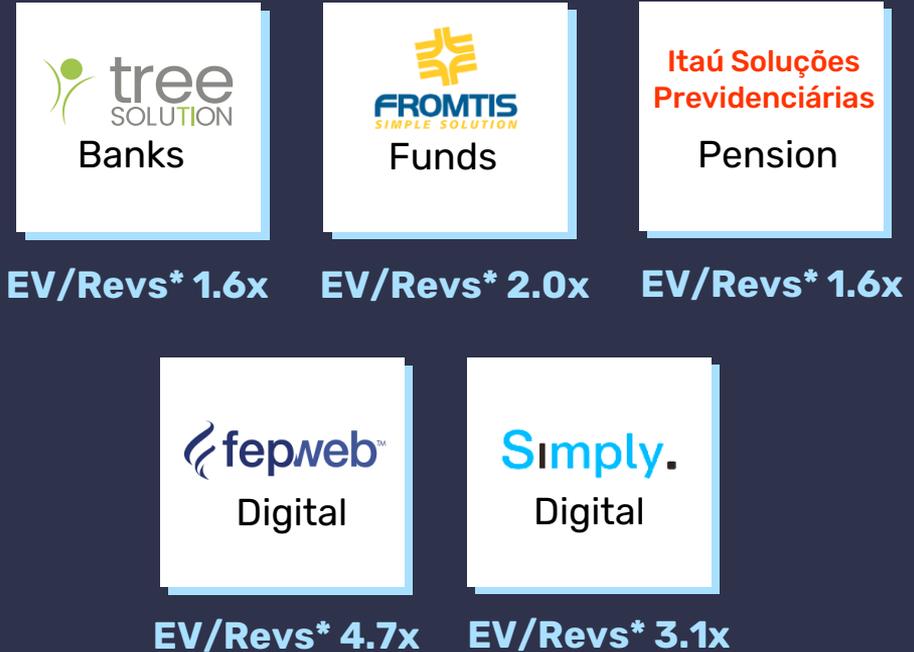
Our consolidation plan had **relevant progress!**

Financial progress

Use of Proceeds (R\$ Mn)



Financial and strategic discipline



¹ Price of R\$68 million (considering earn-out of R\$ 12 Mn) | ² Price of R\$64 million (considering earn-out of R\$ 25,6 Mn) | *Gross Revenue

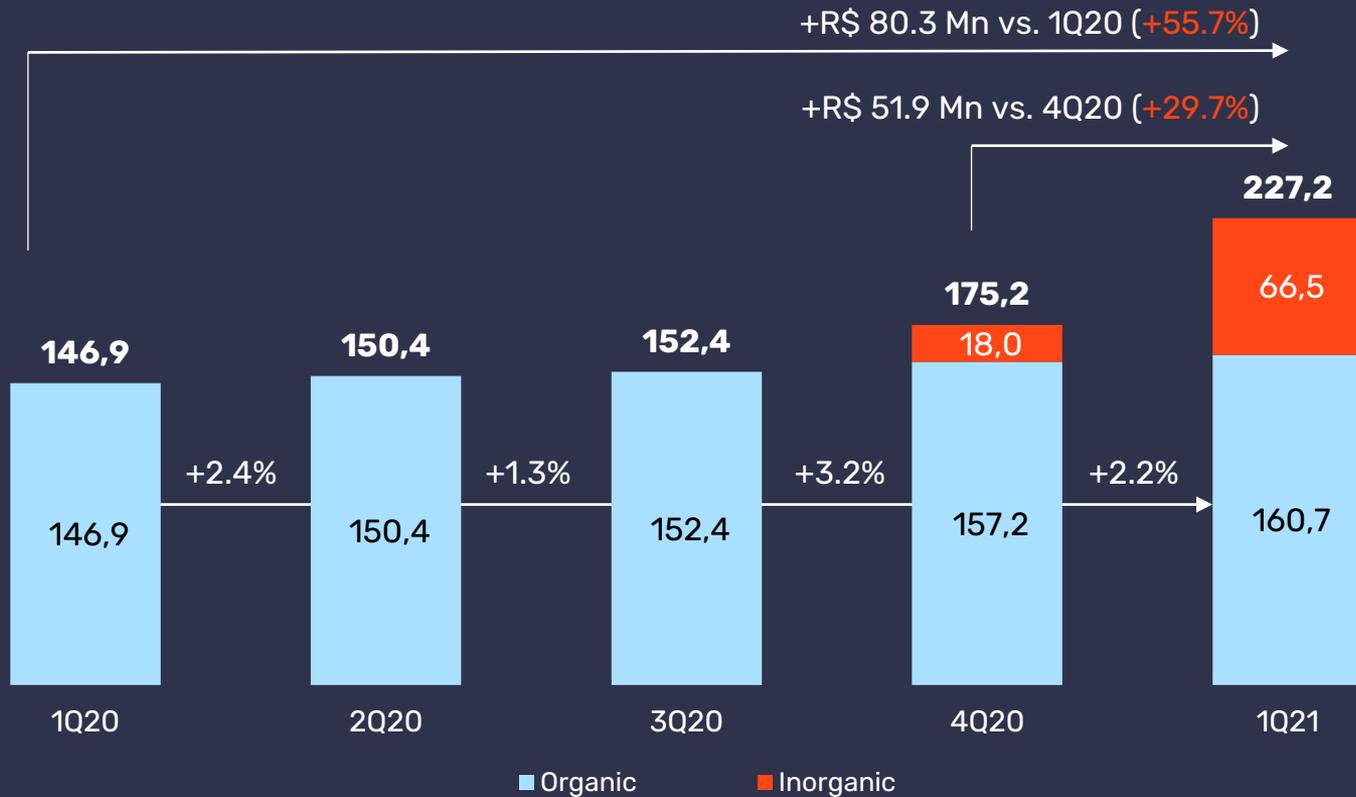
Financial Results

A quarter with new records!

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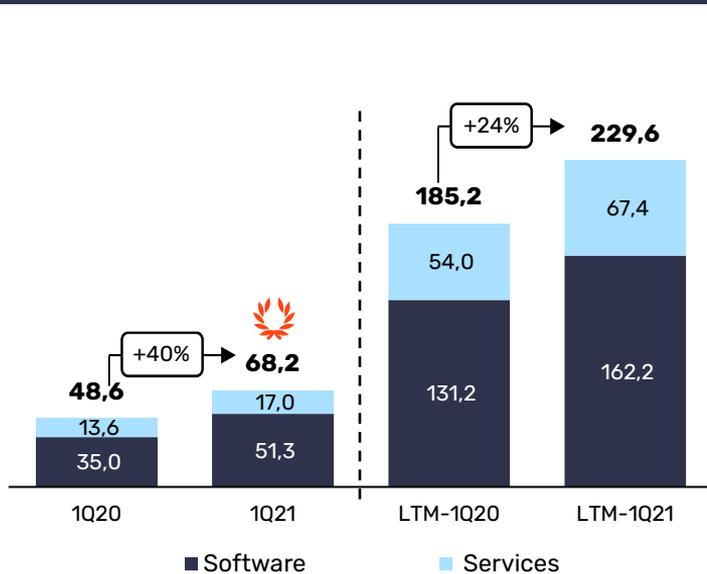


The **Software ARR** reached a new record with an inorganic addition...

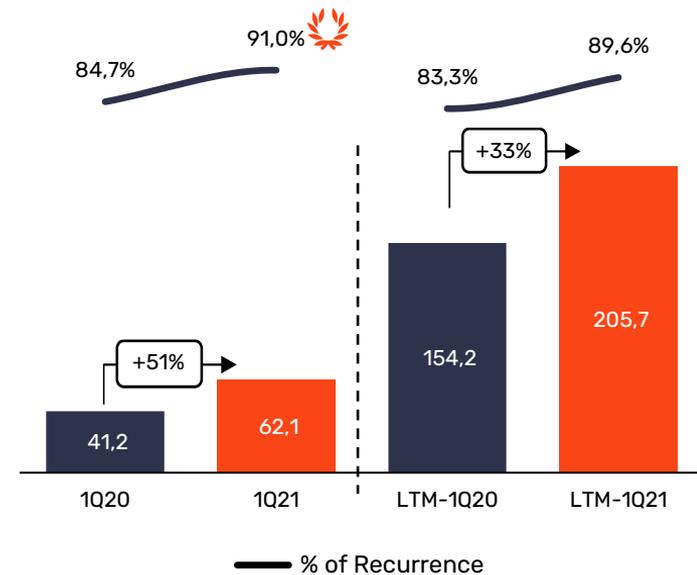


...the net revenue registered another **record**,

Total Net Revenues

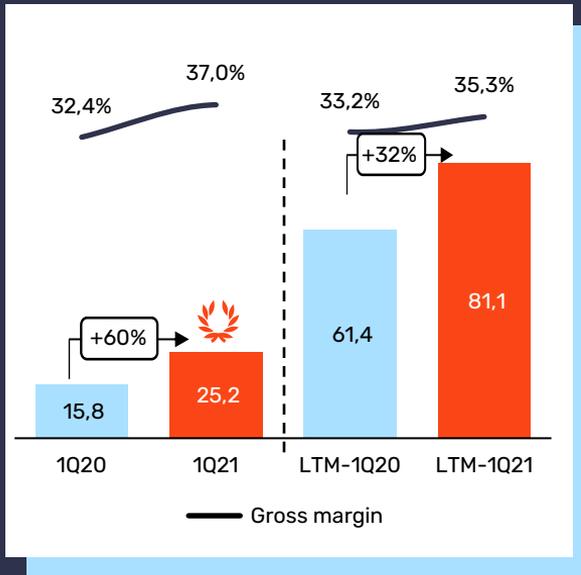


Recurring Revenues

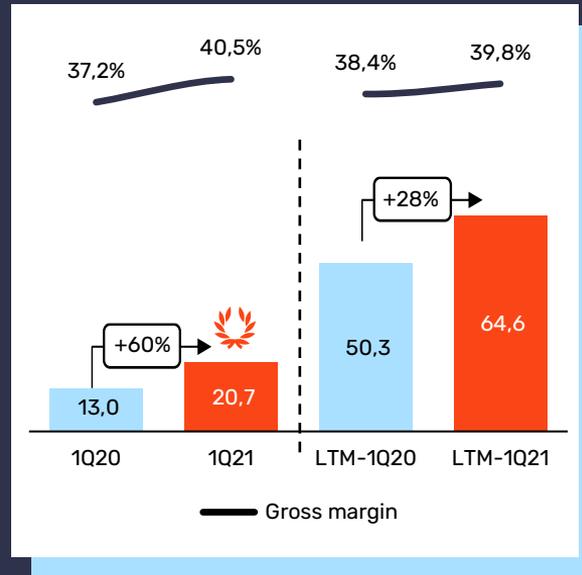


...the **gross profit** increased even more...

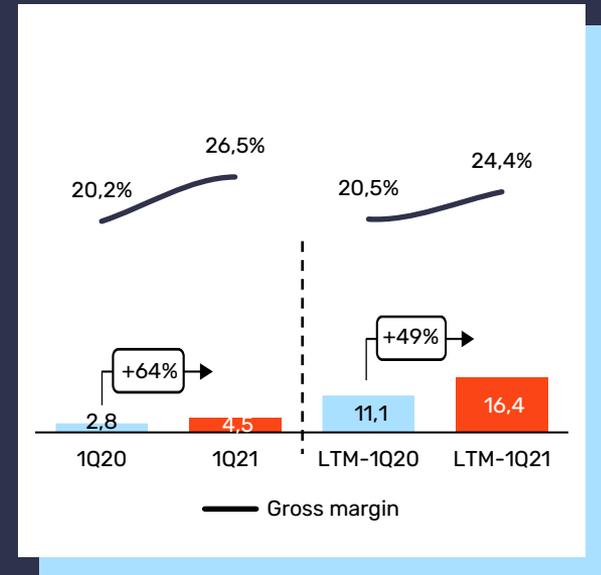
Gross profit



Software Gross profit

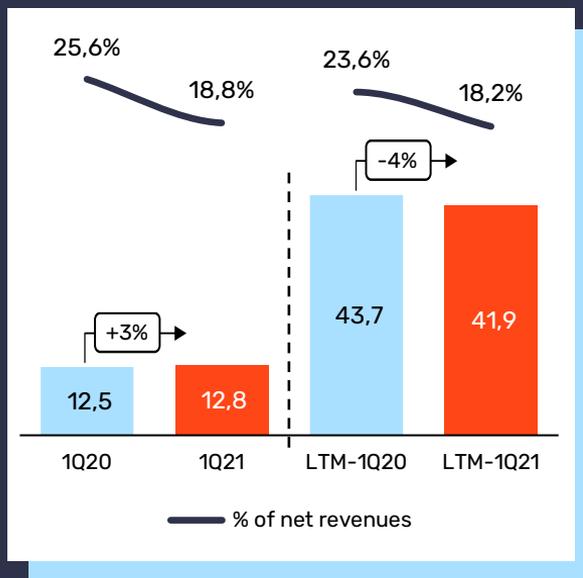


Services Gross profit

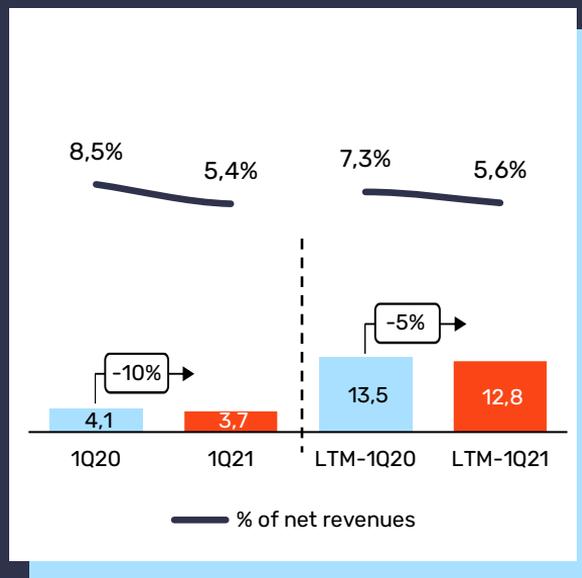


...and the expenses kept **under control**...

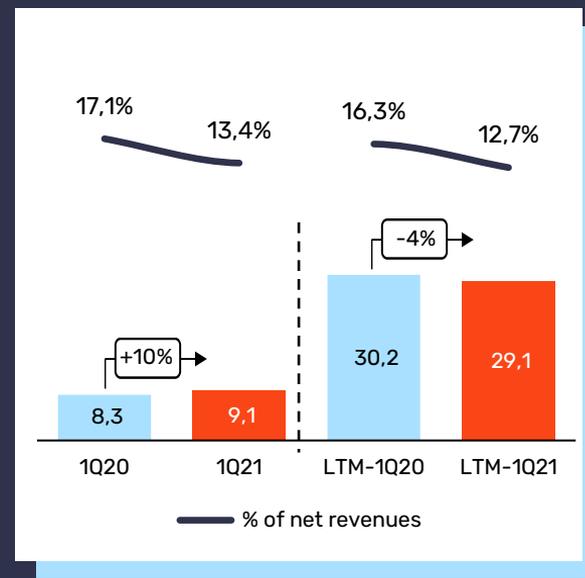
Total Expenses



Commercial and Marketing



General and Administrative



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

Adj. EBITDA



Our balance remains solid, but it could be reinforced to take advantage of many **opportunities!**



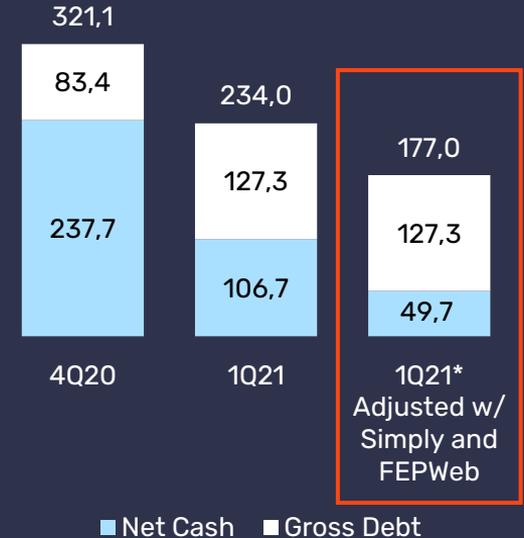
Gross cash

Maintenance at high level of R\$234.0 Mn **(-R\$87.0 Mn)**, sufficient to finance potential acquisitions

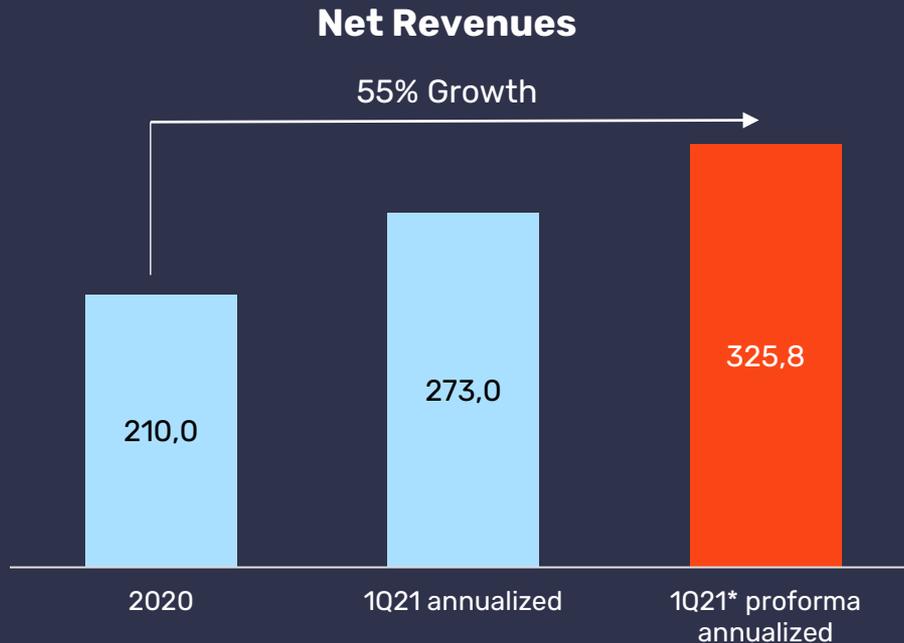
Gross debt

Increased to R\$83.4 Mn **(+R\$ 43.9 Mn)** due to higher liabilities from investment acquisition

Gross Cash breakdown



After 5 acquisitions in 8 months, **Sinqia** is a **bigger and better** company!



We added plenty of new products and increased the assortment



We reached +500 costumers and reduced concentration



The relevance of the SaaS model was increased +5x



EBITDA Margin was expanded to 20%

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