

# sinqia

## 1Q22 Results

Webinar May.10th • 10am (EST) • 3pm (UK) • 11am (Brasília) •

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# The 1Q22 results confirm a **promising year** and reflect a **“new Sinqia”!**

## 1Q22 Highlights

- Software ARR of R\$ 457.1 MM  
**(+101.2% vs. 1Q21)**
- Net Revenue of R\$ 138.9 MM<sup>1</sup>  
**(+103.5% vs. 1Q21)**
- Adjusted EBITDA of R\$ 36.2 MM<sup>1</sup>  
**(+191.7% vs. 1Q21)**
- Adjusted EBITDA Margin of 26.1%<sup>1</sup>  
**(+7.9p.p. vs. 1Q21)**

## “New Sinqia” Highlights

**R\$ 555 Mn**  
Net Revenue  
Run Rate (1Q22)

**+700**  
Clients

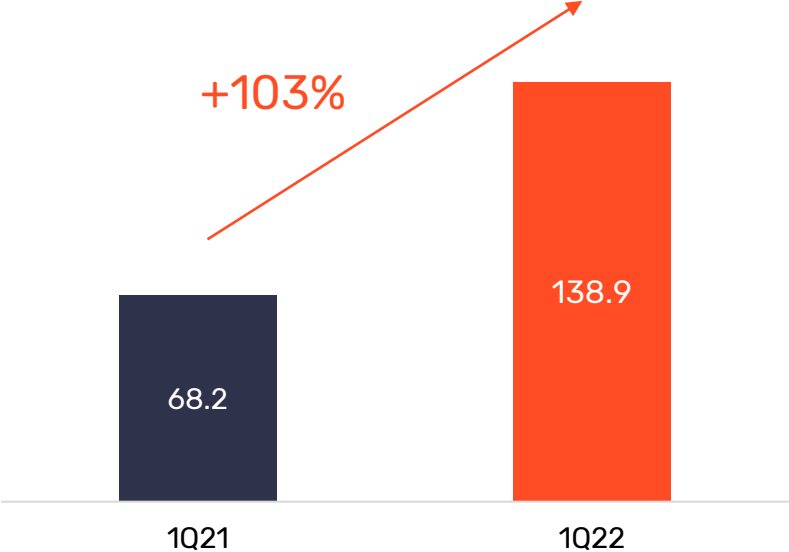
**R\$ 145 Mn**  
Adjusted EBITDA  
Run Rate (1Q22)

**+2,200**  
Employees

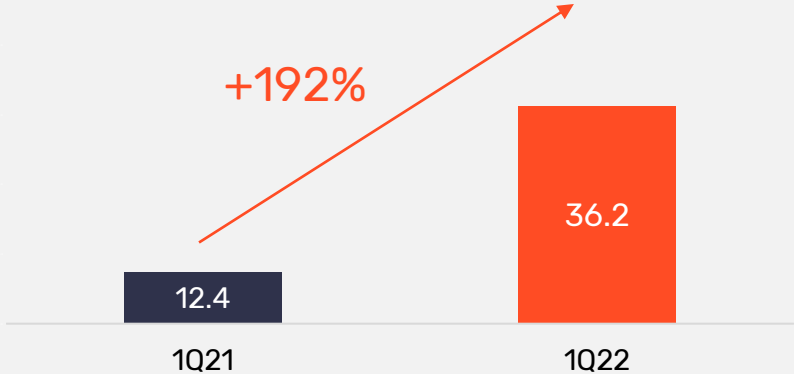
<sup>1</sup> These results do not contain a full quarter of LOTE45 and Mercer Seguridade, which were consolidated in February.

**We have changed our level**, with substantial growth and records in all lines

● ————— **Net Revenue** ————— ●

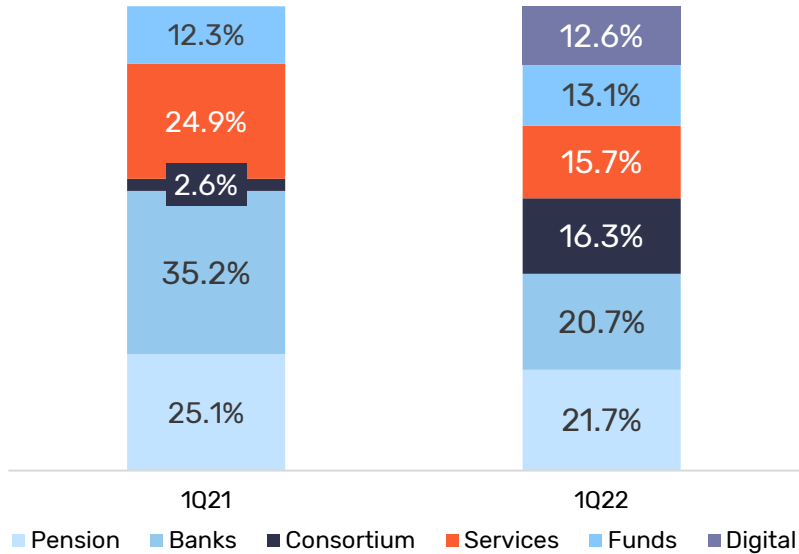


● ————— **Adjusted EBITDA** ————— ●

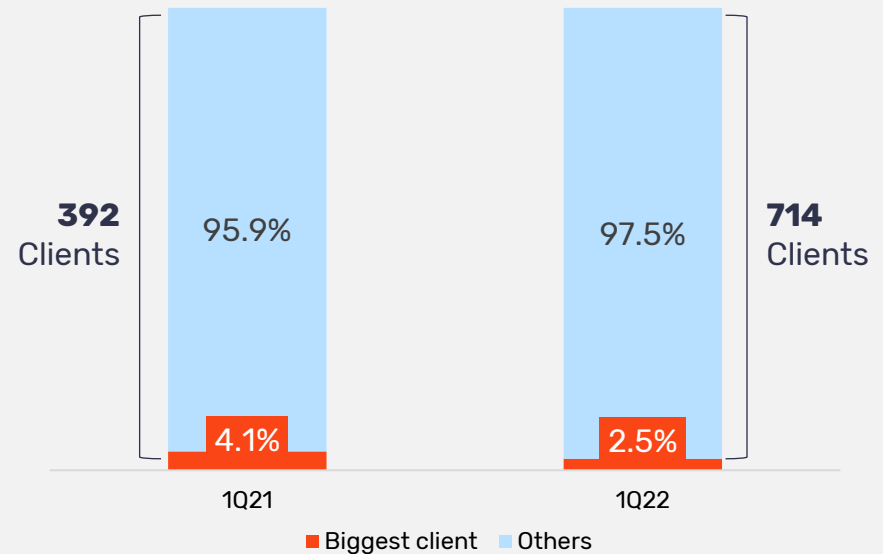


# We have gained quality, with mix improvements and diversification of revenues

## Net Revenue Mix

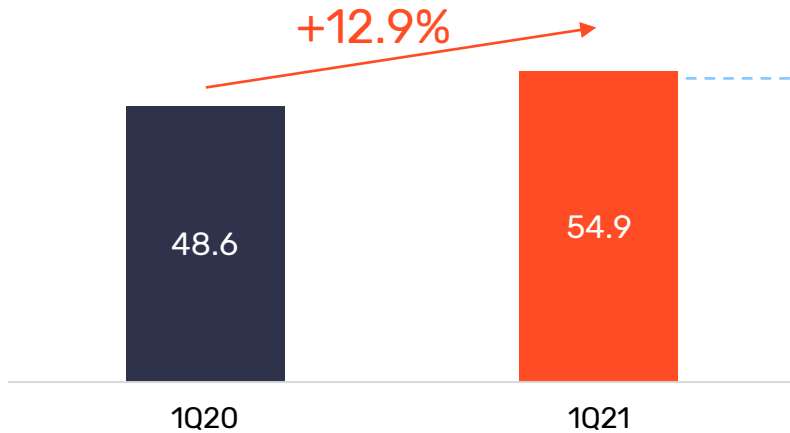


## Net Revenue Diversification

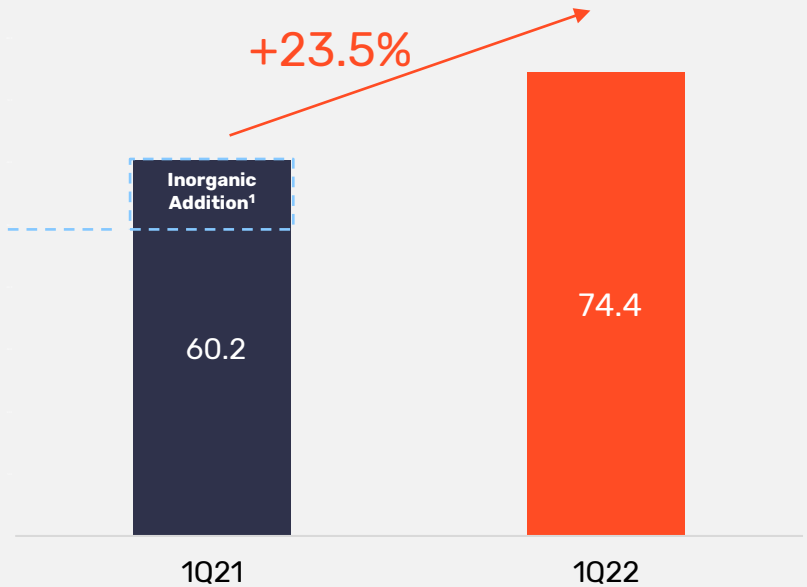


# We have accelerated the organic growth, with a broader portfolio and stronger customer base

● — Organic Net Revenue 1Q21 — ●



● — Organic Net Revenue 1Q22 — ●



# We gained profitability and posted a record with continuous gains in scale

Adjusted EBITDA Margin



1Q21

1Q22

Net Profit Margin



1Q21

1Q22

# Financial Results

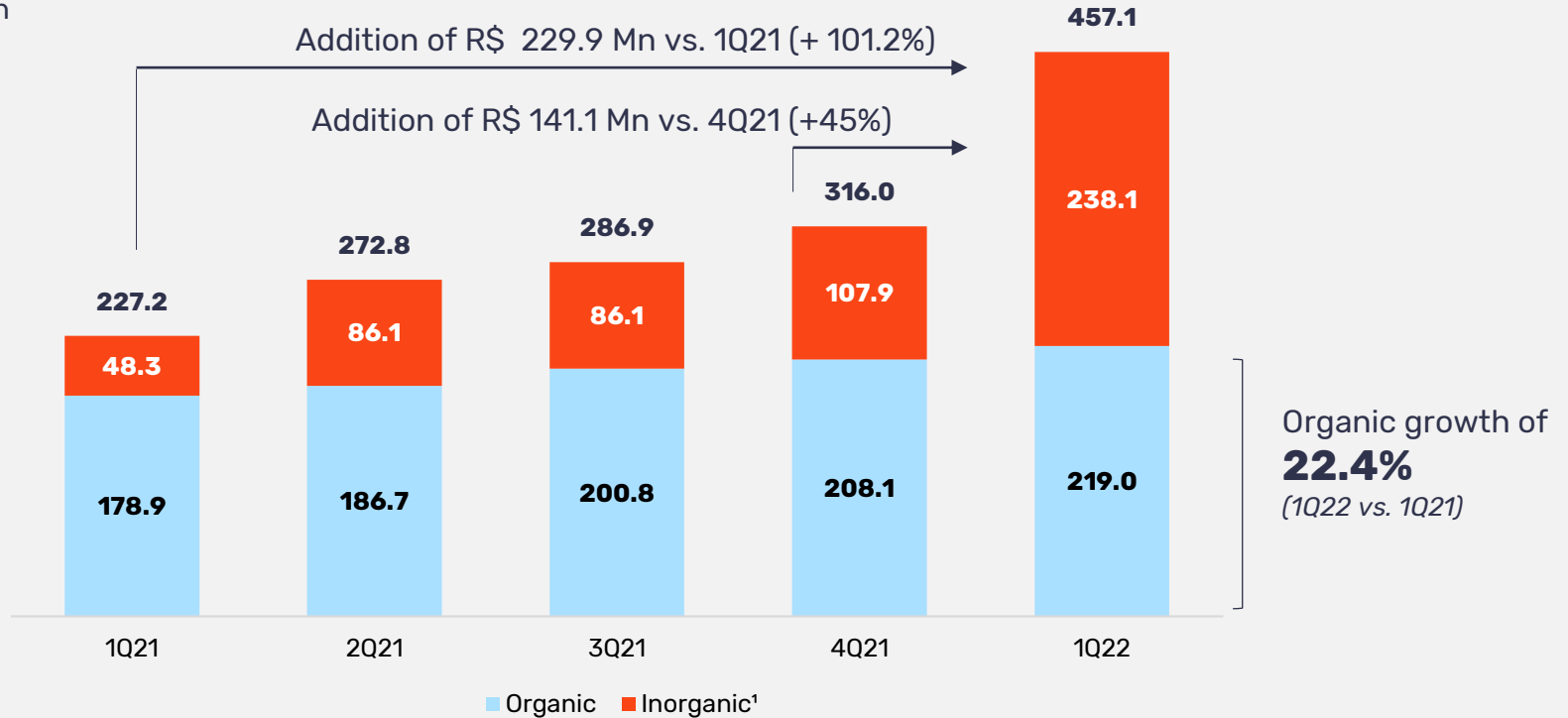
A quarter with numbers comprising recent acquisitions<sup>1</sup>



<sup>1</sup> These results do not contain a full quarter of LOTE45 and Mercer Seguridade, which were consolidated in February.

Our **Software ARR has doubled** in the last 12 months, with organic growth of 22.4%...

ARR Evolution  
(R\$ Mn)

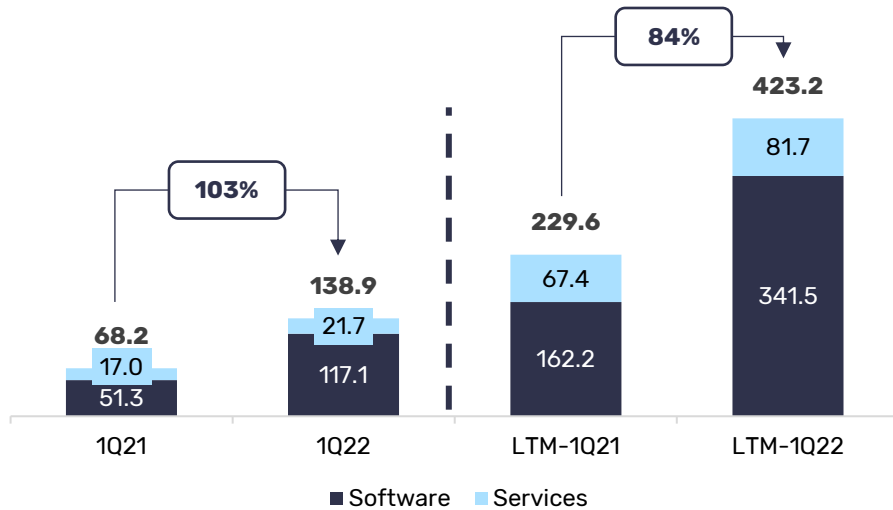


<sup>1</sup> Includes acquisitions carried out in the period of 4 quarters prior to the disclosure of current results. In 1Q22, the results of ISP, FEPWeb, Simply, QuiteJá, NewCon, LOTE45 and Mercer Seguridade transited as inorganic.

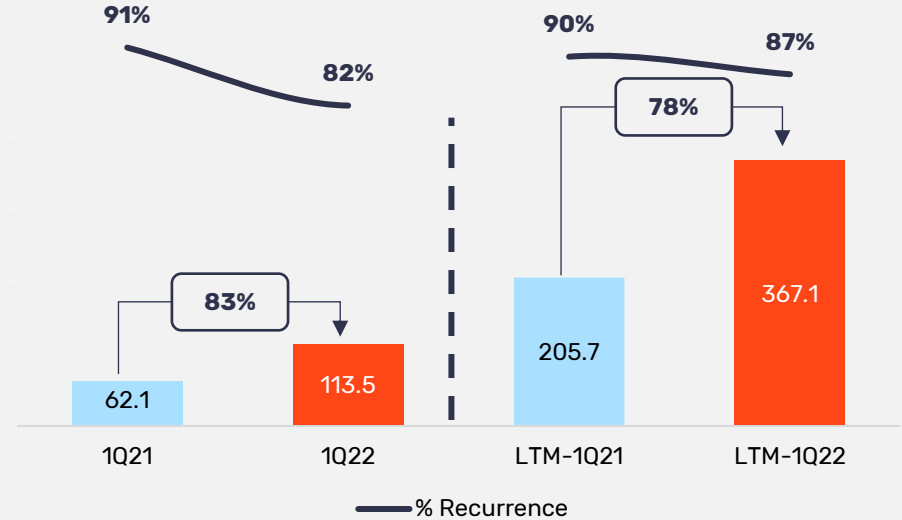


...we registered a **new record** in the **Net Revenue** and in the **Recurring Revenue**...

### Net Revenue



### Recurring Revenue

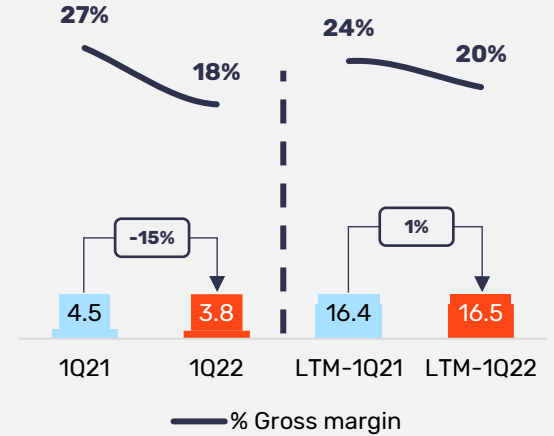
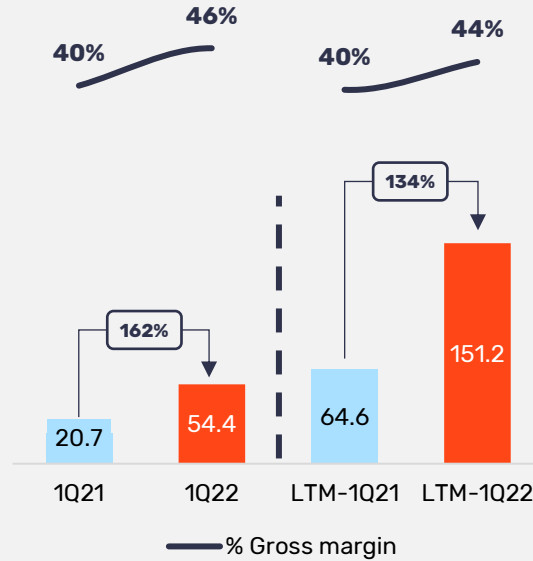
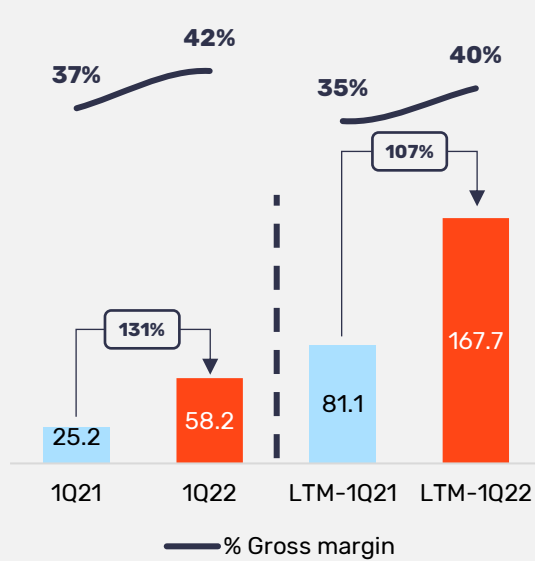


...with **significant growth** in the **Gross Profit**, driven by Software...

### Gross Profit

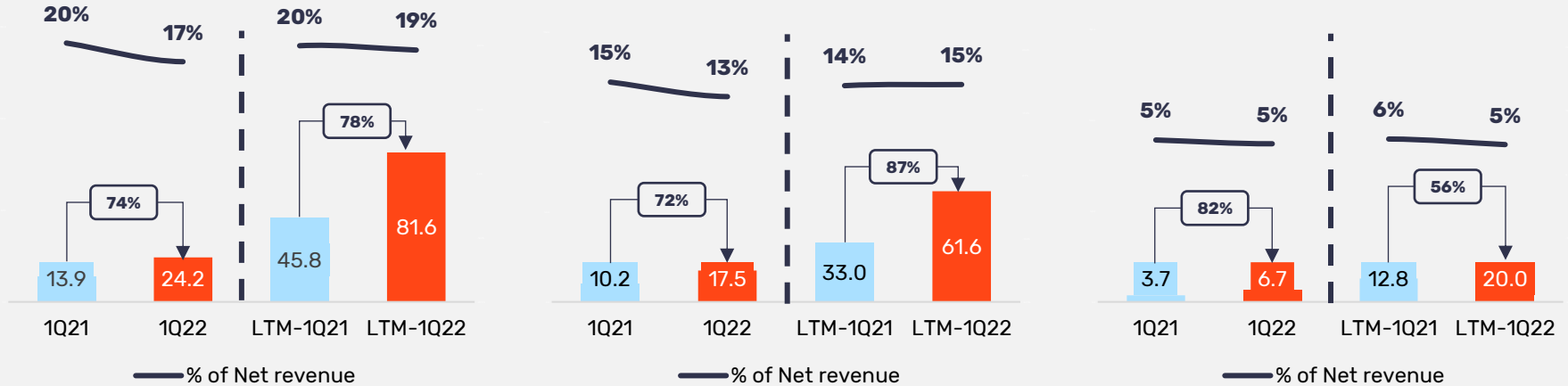
### Software Gross Profit

### Services Gross Profit



... and **efficient control** of the **Expenses**, diluted by the company growth.

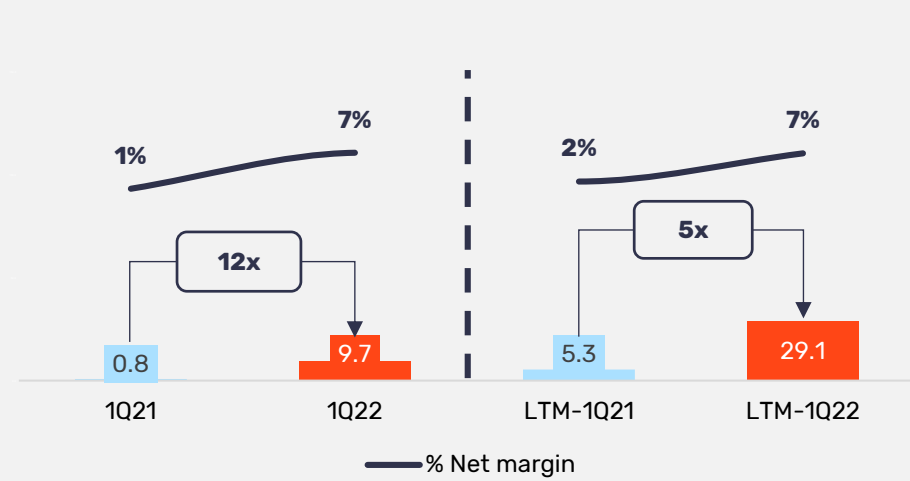
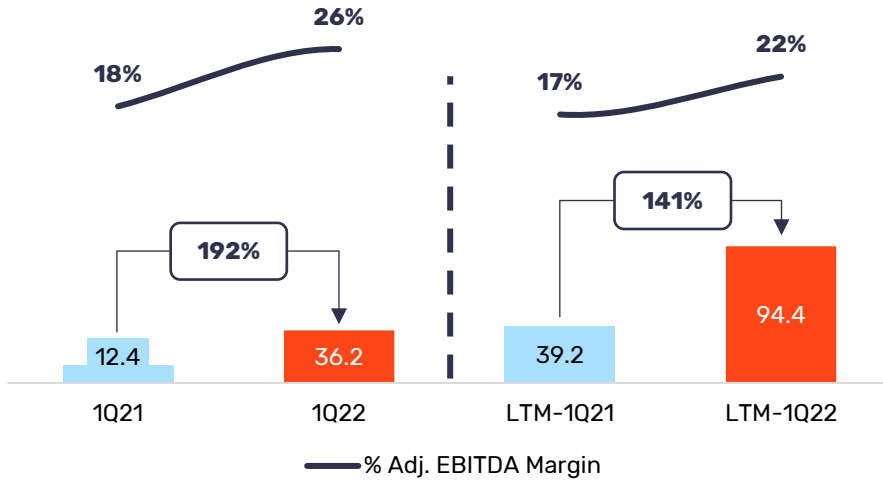
**Total Expenses<sup>1</sup>**      **General and Administrative**      **Commercial and Marketing**



We disclosed a **new record** in the Adjusted EBITDA, with a significant increase in the Margin

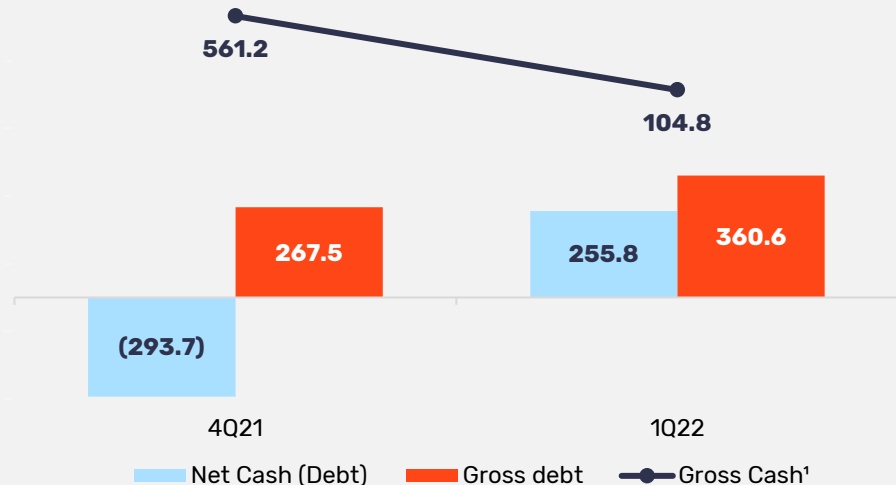
### Adjusted EBITDA

### Net Profit



# And we've retained resources to support our **consolidation strategy**

## Gross Cash Composition



## Gross Cash'

Reduced to **R\$ 104.8 Mn** (-R\$ 456.4 Mn vs. 4Q21) due to the payment of installments in cash from NewCon, LOTE45, and Mercer Seguridade.

## Gross Debt

It increased to **R\$ 360.6 Mn** (+R\$ 93.1 Mn vs. 4Q21) due to the contraction of obligations related to the term installments of these same acquisitions.

## Net Debt

Totaled **R\$ 255.8 Mn** (+R\$549.5 Mn vs. 4Q21), representing 1.8x the annualized EBITDA of 1Q22.

## Capacity for investments

**R\$ 200 Mn** available for investments in M&A and CVC.

# We have **changed** levels and we still have a **great horizon ahead**



We have **26 years** of history in the sector



For **17 years** we have **successfully** executed a **consistent** consolidation strategy



We have **9 years** of experience as a publicly traded company



We envision an even more **promising future**



We know **where** we want to go and **how** we will do it

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

### Investors Relations



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



+55 (11) 3478-4788  
+55 (11) 4450-4433



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

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# Q&A

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