

Operator:

Good afternoon, ladies and gentlemen. Welcome to Sinqia's earnings conference call related to the 3Q20. Joining us today are Mr. Bernardo Gomes, CEO; Leo Monte, Marketing and Innovation Director; Thiago Rocha, CFO and Investor Relations Director; and Francisco Aguiar, IR Manager.

All participants will be in a listen-only mode during the Company's presentation. We will then host a Q&A session when further instructions will be given. If you should require any assistance during the call, please press the *0 to reach the operator.

Today's event is being broadcast live via a webcast, where the presentation is also available. The slide selection is controlled by you. You may access the webcast on the address ri.sinqia.com.br. You can also download the Company's release and presentation.

Now I will turn the conference over to Mr. Bernardo Gomes, who will begin the conference. Mr. Bernardo, the floor is yours.

Bernardo Gomes:

Thank you. Good afternoon, everyone, and thank you for joining us for our earnings conference call.

I will start the presentation on slide number two. We are reporting a quarter full of records and news. Looking at the box on the left side, you can see the financial performance numbers of our Company this 3Q. We have achieved a record net revenue of R\$ 52.8 million, up 13.8% vis-à-vis the 3Q19. We have also achieved record recurring revenues of R\$ 46.9 million, up 23.1% vis-à-vis 3Q19.

We have also achieved a significant reduction in general and administrative expenses, with a 12.5% reduction compared to the 3Q19, achieving R\$ 8.6 million. That shows how much we have been able to capture in terms of synergies from our acquisitions and how disciplined we have been during such a challenging scenario during the covid-19 pandemic.

We have also achieved a record adjusted EBITDA of R\$ 8.8 million, up 46.3% vis-à-vis the 3Q19.

On the right side of the slides, you can see some of our highlights. We continue advancing in selling software through our new commercial model. We have been prioritizing subscription revenues rather than implementation revenue. This model has been very well accepted by our customers. This quarter, we have had some months with record sales through this new commercial model.

Based on that, we also significantly expanded our software contract portfolio, up R\$ 12 million compared to the 3Q19. Also, we have been able to see a large demand by our customers in our services vertical to accelerate their digital transformation processes.

Considering the current scenario, the digital transformation stopped being a marketing instrument and became a need. And we are seen as a leader in the digital transformation process.

During this quarter, we have been gaining traction and momentum with the launch of Pix. This is pretty much due to the product itself, but mainly because of all the opportunities that Pix will generate in a second wave, when the entities that now offer Pix will start offering other financial products and services that are part of our offer portfolio. We believe that the commercial opportunities will be accelerated with the implementation of Pix.

We also continued our open innovation processes, we accelerated many partnerships during this quarter, as well as the investments in startups. They have broadened our offers, and they have brought new technologies and business models, and opened the possibility for new M&As after these initial investments that we are making in the startups.

And finally, the acquisition of Tree Solutions, a traditional company in the segment of exchange solutions. We have been wanting for a long time to complement our portfolio in this exchange market, and we believe that the exchange market will go through a major disruption in the coming years, and we want to be leaders in that change.

We have seen changes in the credit and payment markets, and we believe that the exchange market is the next to be impacted, and we want to be the leaders in this technological transformation of the exchange market.

Before we move on to the next slide, I want to emphasize that everything we have said here regarding our financial performance does not include the numbers of our two recent acquisitions of Itaú Soluções Previdenciárias and Tree Solutions in the exchange market. These numbers will be included starting in the 4Q20.

Now, moving on to slide three, I would like to emphasize that we keep spending out. We are being acknowledged as a leader in the technology market, both from the point of view of our employees and from the market as a whole.

Once again, we have received the Great Place to Work certification and we have seen a major evolution in terms of employee satisfaction from last year to this year. That shows that the Company was very quick to adapt to this new scenario of working from home, and we are still a company that can attract and retain great talent.

Once again, we were listed in the IDC Fintech rankings as one of the main fintechs in the world, the only Brazilian software provider to be included in that list. So for four years in a row, we are featured on IDCs list as one of the top fintechs in the world.

And for the first time, we are part of the ISG Providers Lens. The ISG is a global leader in the technology market that places technology companies into three different magic quadrants, and we were featured in all three quadrants. That is a major selling instrument, which means that the market has been recognizing our Company as a leader.

We have been achieving constant financial records, and we have also been increasingly recognized by the market.

Now, I would like to turn the floor over to Leo Monte, our Marketing and Innovation Director, who will give you further details about the news I just shared with you. Leo, please, you have the floor.

Leo Monte:

Thank you, Bernardo. Good afternoon, everyone. It is a pleasure to be here once again, sharing with you the major advances we have had in terms of innovation. I am going to focus on Pix and our open innovation projects.

On slide number five, you can see that our Pix solution has been gaining momentum. This quarter, we stopped to better understand the strategy and advance in our go-to-market.

The main value of Pix comes from the SaaS approach, or software as a service, which is volume based, and the great cross-sell potential using our portfolio and our software as complementary solutions, as Bernardo's said.

On the right-hand side, we have some important points that we want to share with you. We launched Pix in the 2Q, which was very much based on direct participants. So we continue providing solution to these direct participants through the software on premises and SQ SPI, but now we are also going to focus on indirect participants, which have a great potential, together with our direct participants through PSTI, in a partnership with Microsoft and other banking players.

We have also leveraged opportunities of new businesses in our portfolio by using Pix. So we have been receiving a lot of attention from media outlets, which shows the value we have, and make it easier for us to further penetrate into this market with our solution.

Now, on slide number six, you can see some examples of such positive advances we have had this year. First of all, the partnership with Microsoft. This is a strategic partnership aiming to evolve our solution to become a reference in Pix in Brazil.

We are focusing on a technical evolution of our architecture, scalability and safety, and we want to perform a joint go-to-market, prospecting new clients together with Microsoft, as well as our communication efforts. So our idea is to offer an SQ Pix powered by Azure.

Also, during this quarter, we have made the first sales of our Pix, and this is an interesting example that I would like to share with you. We sold Pix to one of the three biggest acquirers in Brazil, and that means a great volume of transactions a year. We are talking about 2.5 billion transactions per year, a great part of that through Pix.

Pix was key for us to attract this client. This client will become a SCD, and in addition to Pix, they will also need the whole technological framework that we can provide them with. So in addition to selling Pix, we intend to sell the full solution of our banking vertical to this customer.

In the blue box, you can see the number of prospects that we are working on together with Microsoft. Over 70 prospects. We are looking at the new opportunities, and when we open this new window of participants for Pix, we are talking about banks, pension

funds, financial institutions, payment institutions, SCDs, just like the customers we just mentioned, and insurance companies.

Now on slide number seven, you can see the advances we have made when it comes to our open innovation strategy. In the small circle on the left-hand side, you can see the strategic partnerships we are making with some startups. I have three interesting examples to share with you that open new possibilities for us.

The first case is Digital Access. They offer facial biometry, and we intend to employ this to social security entities for them to perform proof of life for their beneficiaries. This is a much-needed technology.

Then, in the middle of the circle, you can see the Monkey startup. This is a receivables factoring startup. The idea is that all the partnerships are made so that we can make those solutions available to all of our customers.

And at the bottom of that circle, you can see RoboBanker, they offer robot solutions applied to funds.

In the large circle, on the right-hand side, we have invested via Darwin in batches 8 and 9. First, I would like to emphasize iBotz. They offer a robot for process automation. This is going to greatly help us with our software. We have already integrated them in our software. We have a few cases already.

And then we also have Openbox.ai, which offers artificial intelligence applied to credit. Then, in the center of the circle, Cashway, which offers banking as a service and open banking. And at the bottom of the circle, you can see Data Rudder, another artificial intelligence startup that offers a data analysis platform. We have been using it for some predictive analysis for operating efficiency at Singia.

And at the bullet points on the right-hand side, you can see some technologies that we will probably invest in batch 9: tokenization, white label banking, artificial intelligence applied to pricing, as well as artificial intelligence applied to chatbot and voice.

On slide eight, we will see that joining forces is really important in order to deliver innovation to the financial industry. These technologies are priorities in the agenda of our clients and in the agenda of the market as a whole, and they enable us to expand our portfolio of solutions, bringing new recurring revenues model.

For example, with Monkey, we are going to have a new partnership for revenue share, and that is something that will bring gains to all stakeholders.

We have strengthened innovation culture, and that is really important to us. We want to be in contact with emergent technologies that are going to become a part of our culture. And in the case of Darwin, these are companies we have already invested in. So, it is really important to keep pace and monitor their evolution at all times, and consider other M&A possibilities.

And talking about M&A, now I would like to turn the floor over to Thiago Rocha.

Thiago Rocha:

Thank you, Leo. Let us go straight to slide number ten, about the acquisition of Tree. We launched this acquisition after we closed the 3Q, and I want to emphasize that we keep on focusing on our consolidation plan.

We had a desire of going into this exchange segment, and we have been able to achieve that by acquiring Tree. So, we based our investment decision on two theses: first, we wanted to expand our products portfolio for banks with an exchange solution, and Tree was the only company in the exchange segment that was able to perform those transactions successfully.

And the second thesis was related to the expansion of our banks portfolio of clients, adding several global financial institutions that operate in Brazil. So, these two theses were also used for our cross-sell strategy. So, a new product in the exchange segment being sold to the portfolio of banks in Brazil.

The impact of that acquisition is of R\$8.1 million, but that is going to be seen only in the numbers of the 4Q. But we expect an EBITDA margin around 25% to 30% within 12 months after closing, ex additional R&D investments that we need to make in order to go further ahead of the competition.

The transaction had a fixed price of R\$13.3 million, which represents an EV over sales of 1.6x, in line with our historic transactions. The final price may be increased by R\$4.2 million upon achievement of some specific goals.

Now, on slide number 11, we will talk about the significance of this acquisition. We are entering a new and very promising segment with the acquisition of Tree. Bernardo talked about that at the beginning of the presentation and I do not want to be repetitive, but I just want to say that we are modernizing the exchange market.

The Central Bank has already presented a bill, bill number 5387/19, that aims to modernize the exchange market with several initiatives that may have great impacts facilitating payment orders and transfers in foreign currencies, and this regulatory change will probably boost the exchange market, reducing the entry barriers.

So that is why we believe the segment is very promising, and it was the right time for us to go into this market.

On slide number 12, we are still using the proceeds from our follow-on very competently. You can see the burn down of the use of proceeds on the left-hand side.

At the end of last year, we raised R\$363 million, and in the first two quarters of 2020, we decided to pause our M&A pipeline because of the uncertainties of the pandemic. In the 3Q, we announced the acquisition of ISP, and more recently, the acquisition of Tree.

So, with these two acquisitions, we have used 27.4% of the follow-on proceeds, and on the chart on the right side, you can see that with these two acquisitions, which are only the tip of the iceberg and the first of our cycles, we have achieved a pro forma revenue expansion of 26%. So, these are great results, but there are still a lot more to come.

Now going to our financial results, on slide number 14. For our recurring contracts of software, we have been able to keep the growth of the portfolio. At the end of the 3Q, the balance of the portfolio was R\$152 million, an increase of R\$12 million year over year and R\$2 million quarter on quarter. It is important to say that the commercial performance is still very good.

With regard to sales, our 3Q was very good. The churn was a bit higher than expected, so a bit higher than the 2Q20, but that is all part of the game, and we are still very optimistic when it comes to the growth of our organic and inorganic portfolio from now on.

These R\$152 million do not include the contract portfolio of our two recent acquisitions, ISP and Tree. We do not have definitive numbers, but we expect these contract portfolios to add around 30% to those R\$152 million.

Now on slide 15, in the 3Q, we achieved a new record, achieving R\$52.8 million, a significant increase of 13.8%, a two-digit growth. In software, we achieved R\$35.6 million, up 6.5%, specially boosted by the performance of funds and pensions. But the main highlight of the quarter was our services business. We achieved revenue of R\$17.1 million, which is a 33% growth. This is a very significant growth. We are very happy about these results, and these results were mainly boosted by our outsourcing business.

We have had a lot of attraction because of the digital transformation offers. We think we found the right equation here. So, we are very happy with the results of the 3Q, as well as with the perspectives for the end of the year and 2021.

Recurring revenue achieved R\$46.9 million, up 23.1%, a significant growth as well, accounting for 89% of the total. That is the higher percentage we achieved in recurrence, which gives us predictability and safety when it comes to the future.

On slide 16, we are still expanding our gross profit that totaled R\$17.5 million in the 3Q, an increase of 11% and margins of 33.1%. In the software business, we have had a slight increase to R\$13.5 million, and war more robust in services with a 70% growth, which was boosted both by revenue growth and margin gains.

The new offer of digital transformation is done at a scalable model, with a margin premium of 6 to 8 points over the previous model. So, we believe that is why this margin is quite positive and sustainable.

Now, on slide 17, we have diluted our expenses once again. Expenses, excluding amortization and depreciation, achieved R\$8.6 million this quarter, which is a drop of 12.5%, accounting for 16.4% of our net revenue. That is the lowest level we have achieved. We have never had such a low level of expenses.

And when we look at the quality of this expense reduction, we are very happy about the way things are done. Commercial and marketing expenses achieved R\$2.8 million, so a slight growth of 16.7% year over a year, and they still account for the same percentage of our revenue, 5.3%.

Investidores/Investors

So, we have been through the pandemic and we were able to keep our commercial and marketing investments, which are the healthiest expenses that will make our present and future growth possible.

Now, on the other hand, general and administrative expenses were reduced dramatically. They achieved R\$5.8 barrels, a drop of 23%, accounting for 11% of the revenue.

This good performance results from mainly three things: the first one, the synergies that we were able to capture from the acquisitions that we made in the 1H19, Atena in January, ADS in February, Softpar in May. So, these three companies were integrated from the 2Q to the 3Q, and now we have a better level of synergies with them.

A second factor was their rationalization of organic expenses during the pandemic. Our team is working from home, so we reduced expenses with facilities, with travel and other nonexistent expenses in times like this, and this is quite sustainable. And part of the reduction of expenses comes from a reduction in contingency provision because now we have a more favorable prospect.

As a consequence, we have achieved a new record of adjusted EBITDA of R\$8.8 million, up 46%, achieving margins of 17%, which makes us very happy.

So, we are still trying to find consistent profitability increments coming from organic businesses, trying to adjust our cost and expenses structure, as well as in the organic part, trying to look for acquisitions with higher margins, which will then drive our average upwards, helping us achieve our medium and short-term goals.

When it comes to cash earnings, we had an advance of 28% boosted by our good EBITDA performance. We also had an increase of financial results, especially due to the follow-on proceedings that were added to our cash at the end of the 3Q19. And also, there was an increase of current taxes and an increase in expenses with depreciation and amortization that also impact the cash, especially due to IFRS 16.

Now, on slide 19, it is also great to share with you that we are still increasing our cash and reducing our debt. Our gross cash was of R\$339 million at the end of the 3Q. We had an increase of R\$3.4 million, so we are at a very comfortable level to continue with our consolidation strategy, and our gross debt was reduced to R\$71.5 million, a slight reduction of R\$4.6 million, because we are still amortizing our debts.

And as a result, our net cash was of R\$268.2 million, a R\$4 million increase, which shows that we have been able to generate cash here at Sinqia.

And now, finally, on slide 20, default is not a problem for us. Our accounts receivable close the quarter at R\$22 million, so there was a reduction compared to the 2Q, and so we see that the quality of our clients is very good and the quality of our revenue model makes default not a relevant issue for Sinqia.

So now I turn the floor over to Bernardo for his final considerations. Bernardo, you have the floor.

Bernardo Gomes:

Thank you, Thiago. Here, if we move to slide 21, I would like to emphasize that we are still going strong on our successful trajectory. The financial results and all the news that we shared with you in the 3Q20 make us confident that we are on the right track. We have achieved very good results and we have great expectations for the future.

In software, I would like to emphasize that we were able to add important products and clients, we were able to expand our portfolio of recurring contracts, and we have another two acquisitions to be incorporated there.

In services, we reinforced our position as a digital transformation agent. The financial market is going through this digital transformation, and our results reflect our leading position in that area.

In innovation, we created many new opportunities with Pix and our open innovation movement, with partnerships and investments. And in M&A, after a short period of instability, we resumed the level of negotiations, we expanded the number of possibilities. We already made two acquisitions and we are sure there are many other new acquisitions to come in coming quarters, because the market is heating up, and we are sure that we are going to continue on the successful trajectory.

Now we are going to open for questions. Thank you very much.

Clécio Abel Feitosa (via webcast):

What are the expectations for the 1Q21, considering that inflation is expected to go up by 3%? There are major banks closing many agencies and having their teams working from home. Will this impact the Company's performance?

Thiago Rocha:

Thank you for your question. It is great to be talking to you today. Starting with your first question, our expectations for the end of the year in 2021 are very positive, both for our organic and inorganic growth. We think that software and services will continue to grow, and we will continue optimizing the businesses and gaining margins.

As Bernardo said, in ten years of Sinqia, I have never been so excited about our M&A pipeline. We think that the end of 2020 and the beginning of 2021 are going to be very intense. So we have favorable expectations.

When it comes to inflation, yes, inflation has an impact on our revenues, although slight. All of our software revenues are corrected based on inflation rates, mostly IPCA.

And how is this impacting our revenues? In May 2020, we have had the lowest level of inflation both in IPCA and IGP-M, and as a consequence, the end of the 2Q and 3Q results were not greatly impacted.

The good news is that inflation is going up, and we expect that the contribution for that increase in inflation on our nominal revenue becomes more representative from now on.

Investidores/Investors

About your last question, about the banks closing branches, this impacts our businesses in a very positive way. There is no negative impact here because Sinqia does not provide systems for branches automation. We do not provide systems for teller machines or ATMs. We provide a software for Internet banking and mobile, digital channels only. So this does not impact us.

And when it comes to services, we are very excited. All the growth that you saw on the 3Q was because our clients felt the need to go through this digital transformation in order to be able to meet the needs of end consumers. And so they have hired Sinqia to redesign their businesses for digital channels and to develop the systems that will help them have a stronger digital presence.

So, I think that the effects for Sinqia are quite positive. That is what we saw in the services businesses in the 3Q20.

Ayrton (via webcast):

What are the expansion plans for the Company in 2021?

Thiago Rocha:

Good afternoon. Thank you for your question. Our expansion plans for 2021 are still based mainly on our M&A strategy. A year ago, we did our follow-on to raise proceeds for acquisitions, so we are very much focused on that right now.

We just did two acquisitions and, as I said, that is only the tip of the iceberg. So we are very excited about our M&A pipeline for the end of 2020 and 2021. This is what is going to lead to changes.

But in addition to that, we also have an organic growth strategy to boost our business and services, software and services businesses.

Pedro Henrique Silva (via webcast):

Good afternoon, everyone. First of all, thank you for your presentation. Does Sinqia has direct competitors in Brazil?

Thiago Rocha:

Good afternoon, Pedro. Thank you for your question. Yes, Sinqia does have many competitors in Brazil. Our market is served by over 300 companies here in Brazil. In each segment where we operate, you know, banking, funds, pension plans, in each segment we have a different set of competitors.

But we are the largest company in the sector, and that gives a lot of trust to customers. And we are the only company with such a comprehensive portfolio. But yes, we do have many competitors, but we are at a comfortable position, comparing to each and every one of them.

Pedro Pimenta (via webcast):

What affected the net profits of the 3Q against the 2Q20?

Thiago Rocha:

Pedro, thank you for your question. Before I answer your question, our net profit is an indicator that we do not consider very strictly because it has some limitations. Our net profit is polluted by the volume of depreciation and amortization of our acquisitions. The non-cash expenses impact our net profit very much. That is why we do not consider it much.

But now, answering your question, we did have some slight oscillations looking at the 3Q against the 2Q. The financial results were more positive in the 3Q than in the 2Q. But on the other hand, expenses with depreciation and amortization increased a bit, and that was mainly due to the changes of IFRS 16. So the accounting practices for depreciation and amortization.

And that is related to the payment of real estate, rentals, nothing big, but once again, the net profit in the case of Singia needs to be considered very carefully and with caution.

Felipe (via webcast):

Good afternoon. Where are you intending to invest the follow-on proceeds from now on?

Thiago Rocha:

Thank you for a question, Felipe. Since we did our follow-on, our plan has been to consolidate our market. So most of the follow-on proceeds will be invested in this consolidation.

We have a huge pipeline of acquisitions, we have advanced negotiations with a few companies. So most of the proceeds will be put into our consolidation strategy, and part of it will be invested in R&D for us to continue updating our products.

Carlos Siqueira (via webcast):

What are your organic growth expectations in software revenue in the coming quarters?

Thiago Rocha:

Thank you for your question, Carlos. I cannot be very specific when it comes to numbers and growth percentage, but what I can tell you is that in recent quarters we have always been achieving one or two-digit growth, and we intend to sustain a two-digit organic growth in the software business in the coming quarters because of the changes in our commercial model that focuses on recurring revenue, and also with actions that are aimed to reduce the churn. So our goal is to have a two-digit growth in software revenue in the coming quarters.

Rafael Ragazi (via webcast):

Congratulations on your excellent results. I have two questions. The first one, what is the total volumes of funds that you will invest in your third cycle of acquisitions, considering equity and potential debt capture?

And second, where does Sinqia want to be in the near future when it comes to market share?

Thiago Rocha:

Rafael, thank you for your question. That is a very important question. When it comes to the proceeds for the third cycle of acquisitions, as you said, part of them will come from the follow-on, and part two will come from the leverage that we will promote on top of our current EBITDA, and the EBITDA acquired in our next transactions.

So the number we are talking about is around R\$600 million. That is what we are planning to invest in acquisitions in this third cycle.

Alexandre Masuda (via webcast):

Good afternoon, and congratulations on your results. Can you give us an update on the Plug platform?

Thiago Rocha:

Of course. I am going to turn the floor to Leo, but first, I think I forgot to answer the previous question, when it comes to our market share targets. When I look at the market abroad, looking at the reality of other countries in North America, Europe and Asia, I see that the markets are more consolidated. They started the consolidation process 10 to 20 years before the Brazilian market. So the consolidation potential that we have now is huge.

Sinqia has a bit more than 4% of market share as the leader. And when we look at the markets abroad, I think that we can achieve 20% or even 25%, 30% market share. In my opinion, it is just a matter of time for this to happen.

As all of the markets that are going through consolidation, we went from a fragmented market to a more consolidated one. There is a lot to be done, but at some point in time, I think that, yes, we can achieve around 20% to 30% market share.

Now, Leo, can you give us an update on the Plug platform?

Leo Monte:

Sure. Thank you, Thiago. Good afternoon, Alexandre. About Plug, we are very happy with the first results that we achieved. We are running on a beta version. We are testing with some customers, funds that will probably purchase secondary routes.

But we are very happy with the first results, and in our next earnings conference call, I will be very happy to share with you the first results of this project. This project has been very exciting for us here at Sinqia.

Isabella Rodrigues (via webcast):

Can you give us further details about what you expect in the exchange market? What are the changes that will generate opportunities for Sinqia?

Thiago Rocha:

Isabella, thank you for your question. Just a bit of background: our exchange market here in Brazil is a strictly regulated, much more regulated than in many other parts of the world. So much so, it makes it very hard for exchange operations to take place, either by companies or by individuals.

Having an exchange portfolio is therefore not relevant if your bank has a very small scale or your fintech has a small scale. So what we expect in the future is that some regulatory changes will modernize the exchange market, having the same effect it had on the payments market.

So, rewinding 12 years, in 2008, the payments market in Brazil had only a few acquirers. Three of them had 99% of the market. And now, in 2020, we have Pix, which opened the frontier of the payments market with over 600 institutions authorized by the Central Bank to use it.

So, looking ahead, what we think will happen as a trend in this market is a regulatory simplification, making it easier for companies to have exchange transactions here in Brazil, so the volumes will go up as a consequence. And this regulatory simplification will also reduce the entry barriers so that more financial institutions can go into the exchange market.

So, all of these new players will need software, and we are very well positioned to provide that software to them.

Conrado Francisco Almeida Carvalho (via webcast):

Good afternoon, everyone. Thank you for your presentation. Is Sinqia planning to acquire companies from other sectors that are not from technology or software, either in the short or medium terms?

Thiago Rocha:

Thank you for your question, Conrado. Our current strategy is focused on technology, and primarily software companies that have proprietary technology and license-based models.

So, in the short and medium term, I can say that, no, we are not planning to leave the technology business. But within technology, there are many things like software services and other new models that are just arising.

So, when it comes to technology, yes, we are very much focused on that and looking for ways to explore new models. We currently have a service provider model, but in the future this might change. So, we are very much looking into that.

We are focused on technology and the financial market. This is where we have a competitive edge. So, in the medium and short term, this is not going to change.

Operator:

If your question has not been answered, please get in touch with the IR team. If there are no further questions, I would like to turn the floor over to Mr. Bernardo for his final remarks.

Bernardo Gomes:

Thank you. Once again, I would like to thank you for joining us in our earnings conference call, and make ourselves available should you have any questions in the future.

Thank you very much.

Operator:

Thank you. This closes the 3Q20 Sinqia's earnings conference call. You may disconnect now.

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