



3Q21 Results

Nov 10, 2021 - 10:00 a.m. (NYC)

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Highlights

RECENT EVENTS

SMLL B3

IFNC B3

IBRA B3

CARD3 begins to integrate 7 B3 indexes, with emphasis on Small Cap - **SMLL**, Financials - **IFNC** and Brazil Broad-Based - **IBrA**

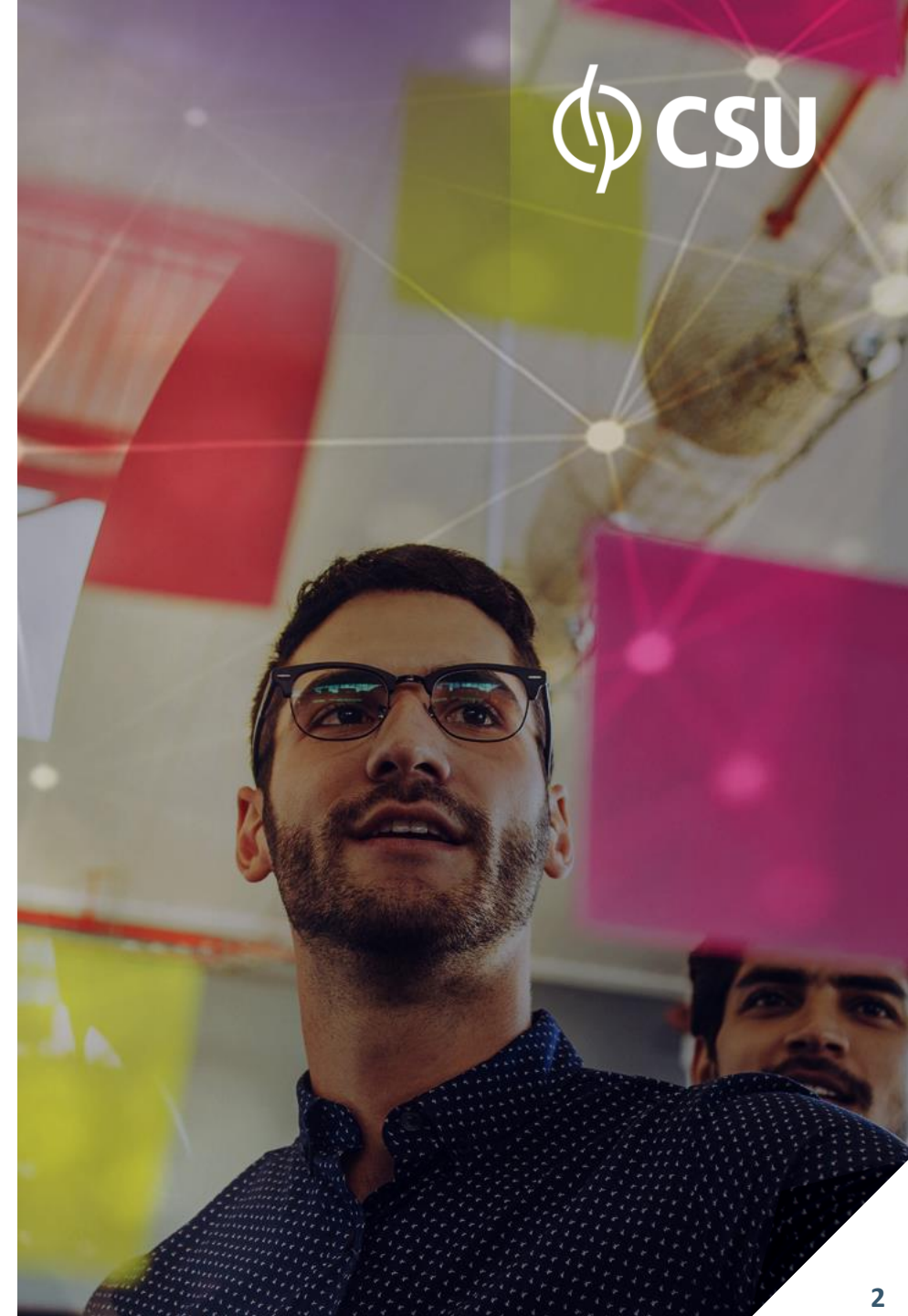


Accelerated evolution of the MVP digital account platform, including cash-in and cash-out solutions, with the core banking and the white label App already fully deployed and operational.



Commercial highlights*:
Implemented (in soft launch): 2 clients
In final implementation phase: 2 clients
New contracts and renewals: 3 clients

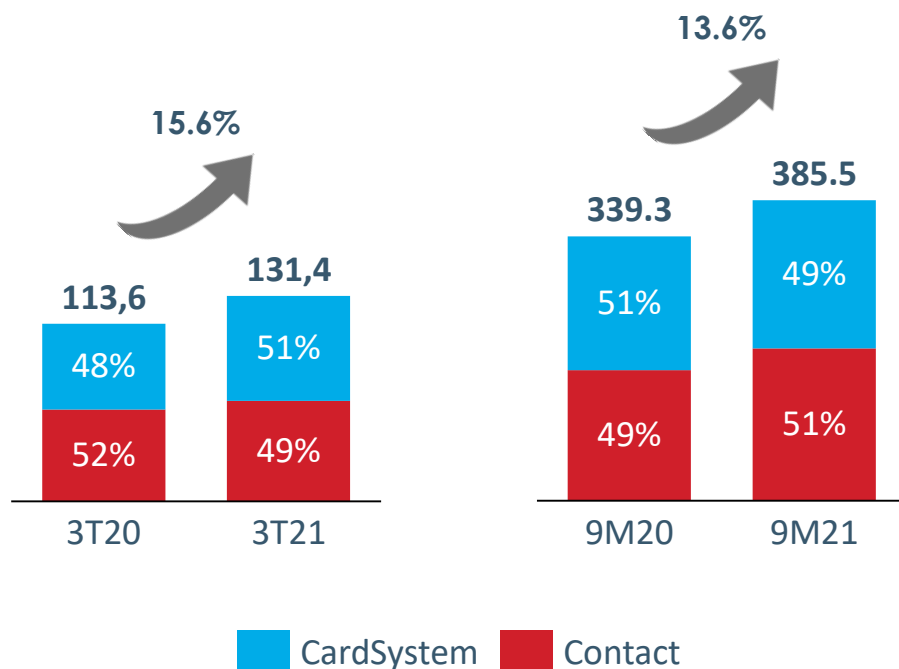
*Logos will be disclosed as soon as the commercial launch strategy allows



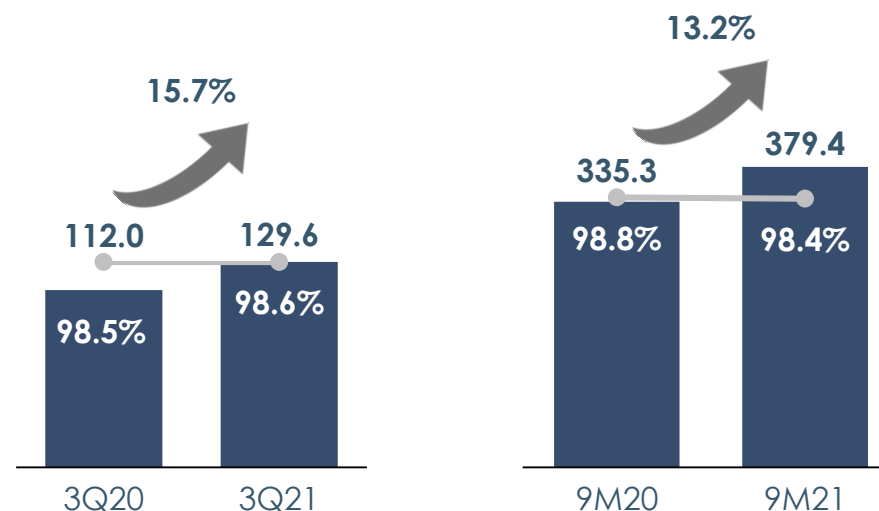
NEW RECORDS IN 3Q21 AND 9M21



Net revenue



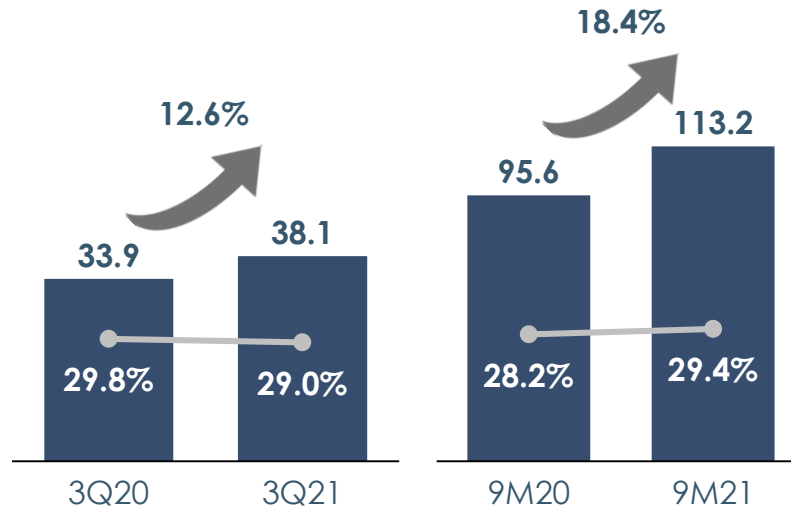
Recurring revenue



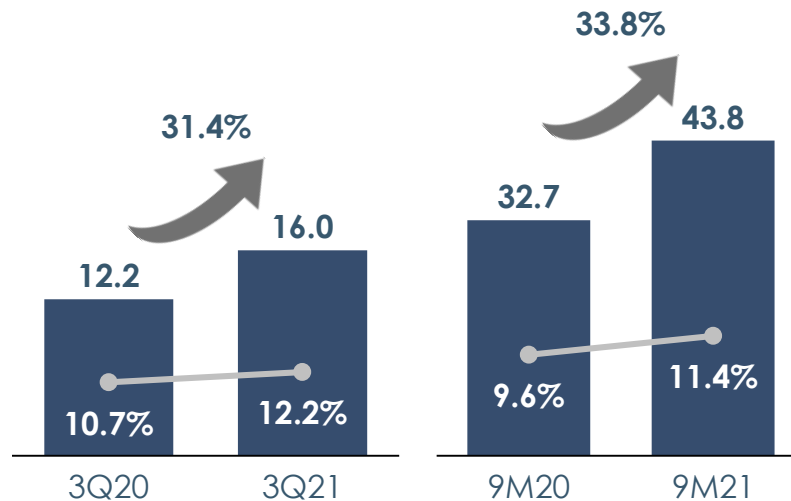
Predictability over 98%

EBITDA AND NET INCOME

EBITDA and
EBITDA Mg.



Net income

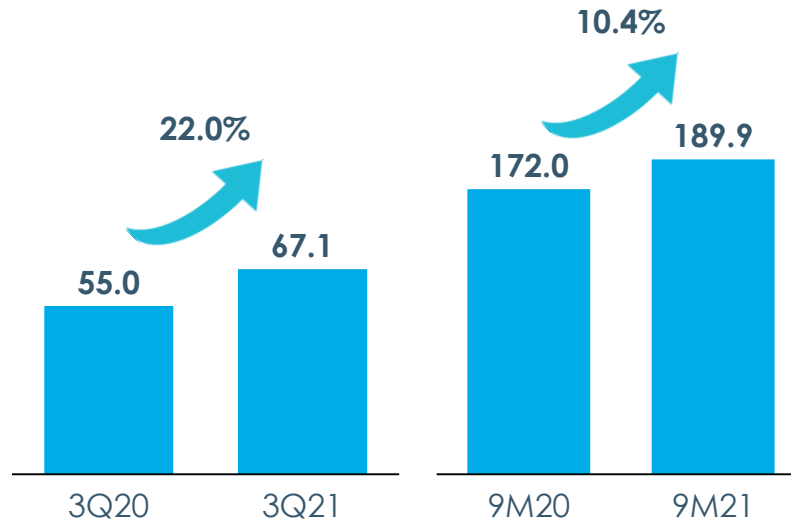


CSU.CardSystem (payment means*)

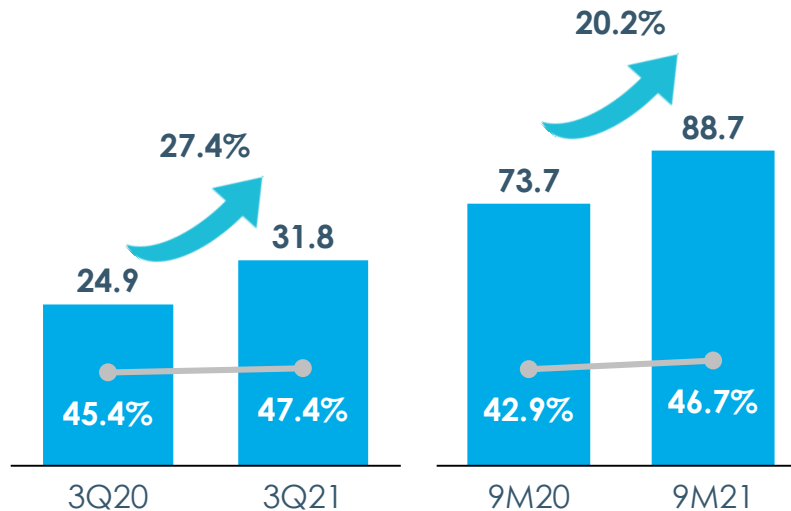
STRONG EVOLUTION IN INDICATORS



Net revenue



Gross profit
and
Gross Mg.

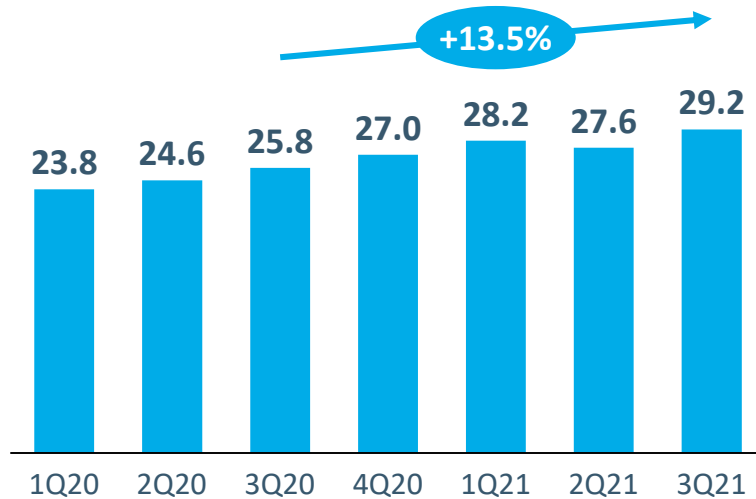


*Consolidates the divisions (i) CardSystem, (ii) MarketSystem and (iii) Blue C Technology.

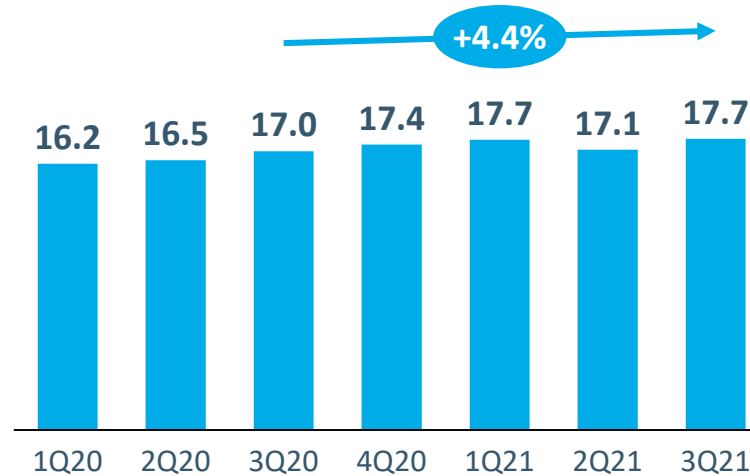
CSU.CardSystem (payment means) OPERATIONAL NUMBERS (MM)



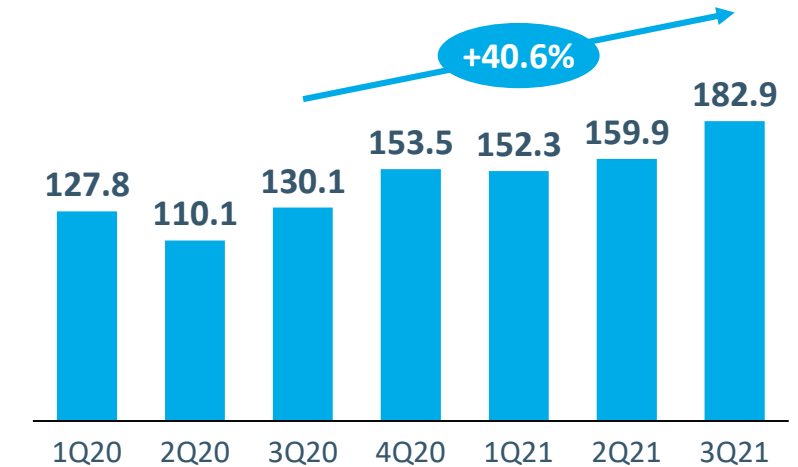
Registered cards



Billed cards



Processed transactions



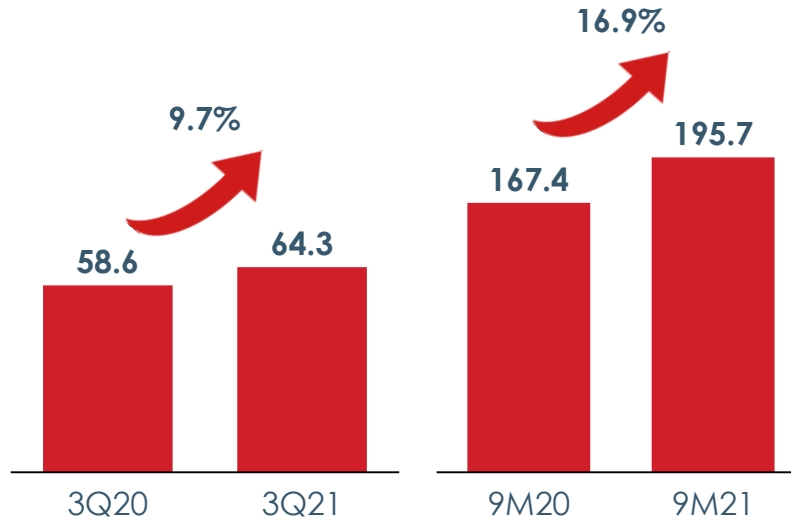
Growth in the main operational indicators, transacting
around R\$ 230 billion annually

CSU.Contact (customer experience)

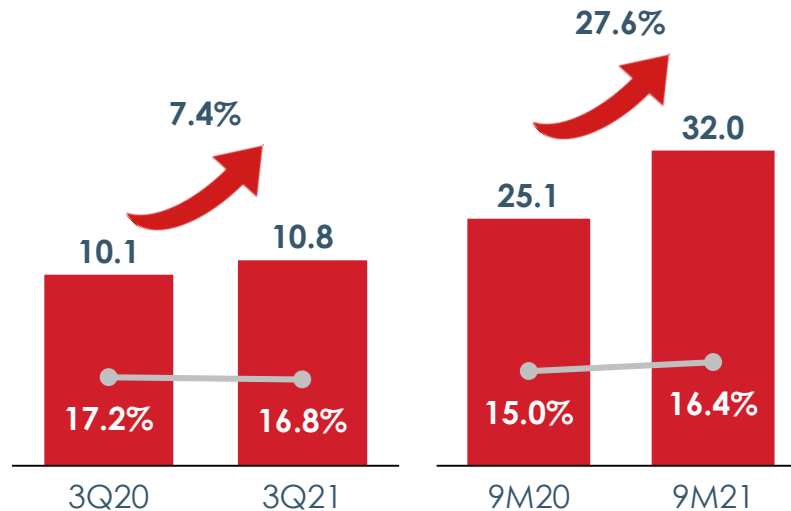
CONSISTENT EVOLUTION IN NUMBERS



Net revenue



Gross profit
and
Gross Mg.

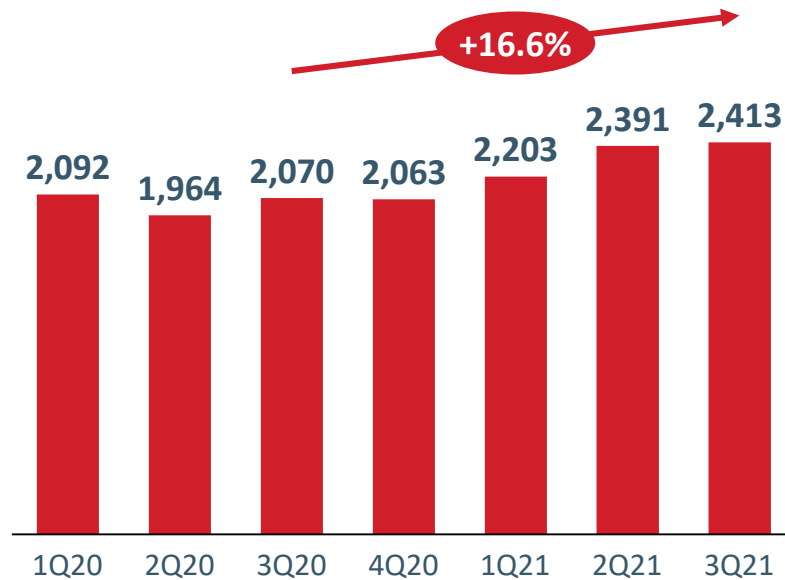


CSU.Contact (customer experience)

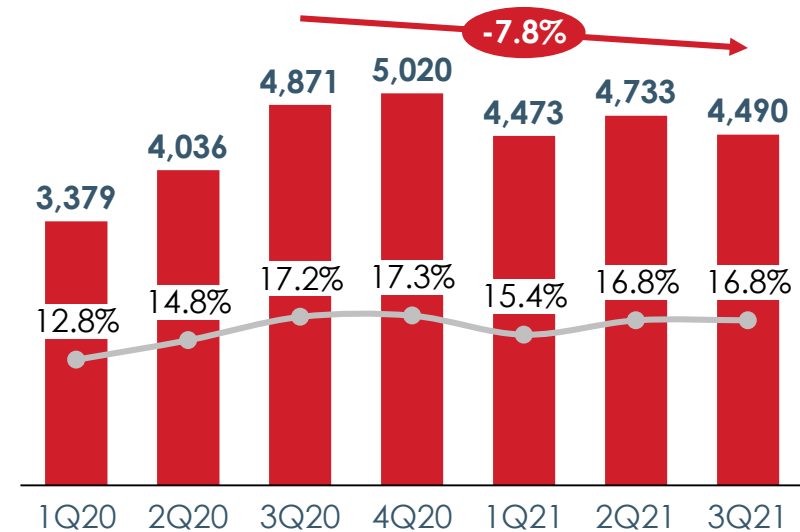
OPERATIONAL NUMBERS



Billed workstations – BWs (Units)



Gross Profit/BWs (R\$)

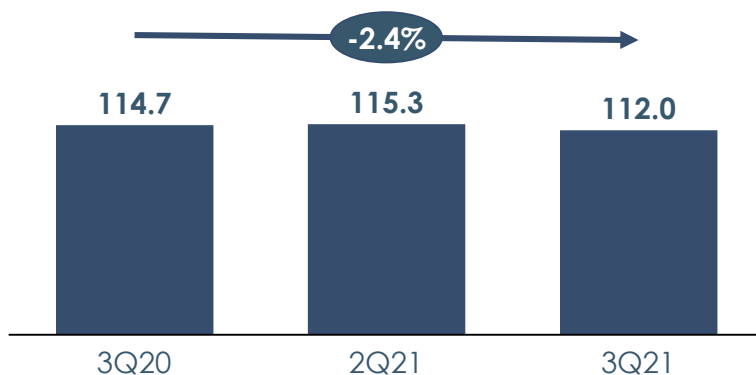


Capital Structure

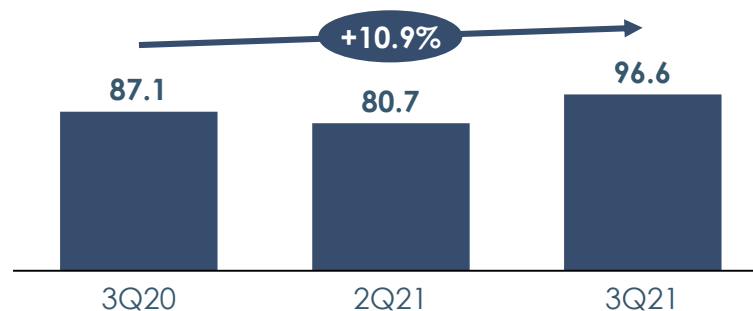
LOW INDEBTEDNESS AND LEVERAGE



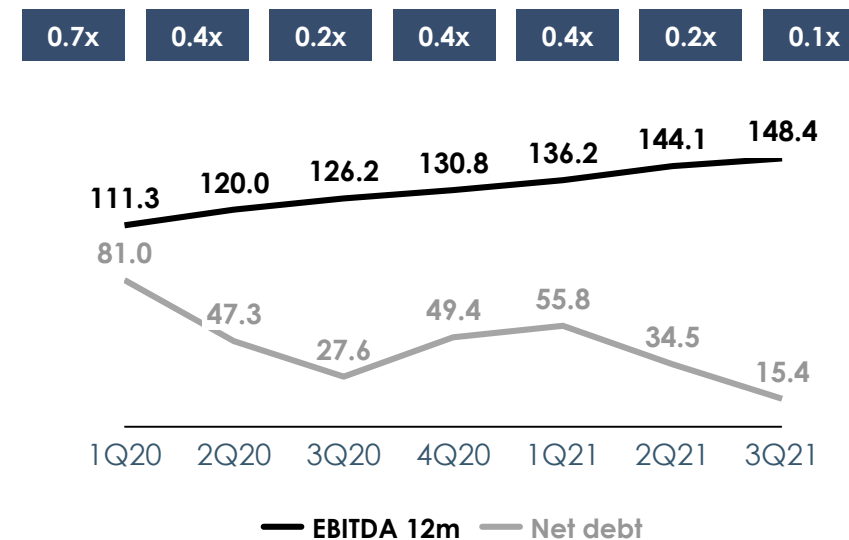
Gross debt



Gross cash



Net debt/EBITDA 12m



Improvement in all indicators due to strong cash generation in the period



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Attachment

RECONCILIATIONS

CSU.CardSystem

EBITDA Reconciliation (R\$ thousand)	3Q21	3Q20	% Var. YoY	2Q21	% Var. QoQ	9M21	9M20	% Var.
Net Income	16,029	12,199	31.4%	14,942	7.3%	43,776	32,726	33.8%
(+) Income Taxes	5,912	5,785	2.2%	7,719	-23.4%	18,670	14,336	30.2%
(+) Financial Result	1,254	1,006	24.7%	1,719	-27.1%	5,803	3,503	65.7%
(+) Depreciation and Amortization	14,938	14,872	0.4%	14,809	0.9%	44,929	45,049	-0.3%
EBITDA	38,133	33,862	12.6%	39,189	-2.7%	113,178	95,614	18.4%
EBITDA Margin	29.0%	29.8%	-0.8 p.p.	30.0%	-1.0 p.p.	29.4%	28.2%	1.2 p.p.

Main Indicators (R\$ thousand)	3Q21	3Q20	% Var. YoY	2Q21	% Var. QoQ	9M21	9M20	% Var.
Net Revenue	67,060	54,977	22.0%	63,284	6.0%	189,882	171,965	10.4%
Costs	(35,295)	(30,035)	17.5%	(34,193)	3.2%	(101,226)	(98,232)	3.0%
Gross Profit	31,765	24,942	27.4%	29,091	9.2%	88,656	73,733	20.2%
<i>Gross Margin</i>	<i>47.4%</i>	<i>45.4%</i>	<i>2.0 p.p.</i>	<i>46.0%</i>	<i>1.4 p.p.</i>	<i>46.7%</i>	<i>42.9%</i>	<i>3.8 p.p.</i>
Expenses	(10,337)	(7,399)	39.7%	(11,321)	-8.7%	(29,769)	(23,828)	24.9%
Other Operational Revenues/Expenses	(1,608)	(1,031)	56.0%	3,719	-	926	(4,731)	-
(+) Depr. and Amort.	9,744	9,627	1.2%	9,585	1.7%	29,038	28,937	0.3%
EBITDA	29,564	26,139	13.1%	31,074	-4.9%	88,851	74,111	19.9%
<i>EBITDA Margin</i>	<i>44.1%</i>	<i>47.5%</i>	<i>-3.4 p.p.</i>	<i>49.1%</i>	<i>-5.0 p.p.</i>	<i>46.8%</i>	<i>43.1%</i>	<i>3.7 p.p.</i>

CSU.Contact

Main Indicators (R\$ thousand)	3Q21	3Q20	% Var. YoY	2Q21	% Var. QoQ	9M21	9M20	% Var.
Net Revenue	64,331	58,663	9.7%	67,215	-4.3%	195,656	167,376	16.9%
Costs	(53,496)	(48,579)	10.1%	(55,899)	-4.3%	(163,650)	(142,296)	15.0%
Gross Profit	10,835	10,084	7.4%	11,316	-4.3%	32,006	25,080	27.6%
<i>Gross Margin</i>	<i>16.8%</i>	<i>17.2%</i>	<i>-0.4 p.p.</i>	<i>16.8%</i>	<i>0.0 p.p.</i>	<i>16.4%</i>	<i>15.0%</i>	<i>1.4 p.p.</i>
Expenses	(7,030)	(7,384)	-4.8%	(7,932)	-11.4%	(22,270)	(20,848)	6.8%
Other Operational Revenues/Expenses	(430)	(222)	93.7%	(493)	-12.8%	(1,300)	1,159	-
(+) Depr. and Amort.	5,194	5,245	-1.0%	5,224	-0.6%	15,891	16,112	-1.4%
EBITDA	8,569	7,723	11.0%	8,115	5.6%	24,327	21,503	13.1%
<i>EBITDA Margin</i>	<i>13.3%</i>	<i>13.2%</i>	<i>0.1 p.p.</i>	<i>12.1%</i>	<i>1.2 p.p.</i>	<i>12.4%</i>	<i>12.8%</i>	<i>-0.4 p.p.</i>

Note: The results of the (i) CardSystem and (ii) MarketSystem divisions are consolidated in the CSU.CardSystem Unit.

