



# Earnings Call 2Q23

**CSUD**  
B3 LISTED NM





Good morning everyone, welcome to CSU's conference call regarding the second quarter of 2023. Present in the videoconference today are the Financial and IR Officer, **Pedro Alvarenga**, the CTO, **Fabiano Droguetti** and the Company's IR team. This conference call is being recorded and all participants will be able to listen, see the speakers and follow the presentation.

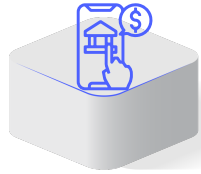


The presentation will be in Portuguese with simultaneous English translation. For those who wish to listen to the presentation in English, **just press the “Interpretation” button on the bottom right corner of the screen** and choose the English option.



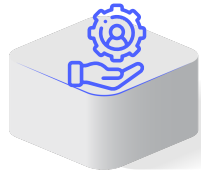
This presentation may include statements that represent expectations regarding company's future events and results, according to the Brazilian and international regulation of marketable securities. Those declarations are based on suppositions and analyses made by the Company, in accordance with its experience, economic environment, market conditions and future events expected, many of which are outside the company's control. Important factors that may lead to significant differences between actual results and disclosed expectations about future events and results include the company's business strategy, the Brazilian and international market conditions, technology, financial strategy, clients developments, financial markets conditions, uncertainty regarding its future operations, plans, goals, expectations, intentions, among others. Due to these factors, the actual company results may differ significantly than those pointed out or implicit at the expectations and declarations regarding future events and results.

The information and opinion hereby displayed should not be understood as investment recommendation to potential investors, and no investment decision should rely upon the veracity and completeness of that information and opinions. None of the company's representatives will have any responsibility regarding eventual losses that may happen as a result of the use of this presentation's content.



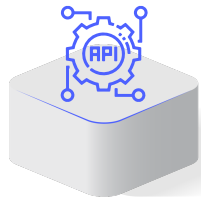
## Infratech

We are a company that develops and offers **technology for financial services**



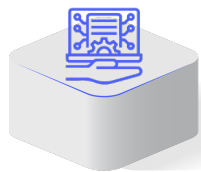
## B2B2C Model

Our **technology enables other companies offering to their customers** the world's most innovative **financial solutions**



## Robust Modular White-Label Platforms

Our clients can maintain their brands when offering financial products, opt for **full solutions** or modular integrations via **APIs**



## Know-how

Our positioning is to combine technology with extensive **technical/operational support** backed by a **solid governance & security infrastructure**



## Why our clients hire us

We promote **new revenue streams** possibilities, creating **cross & up selling opportunities** and enhancing users engagement



**31 years**  
of experience



**+ 40**  
B2B customers



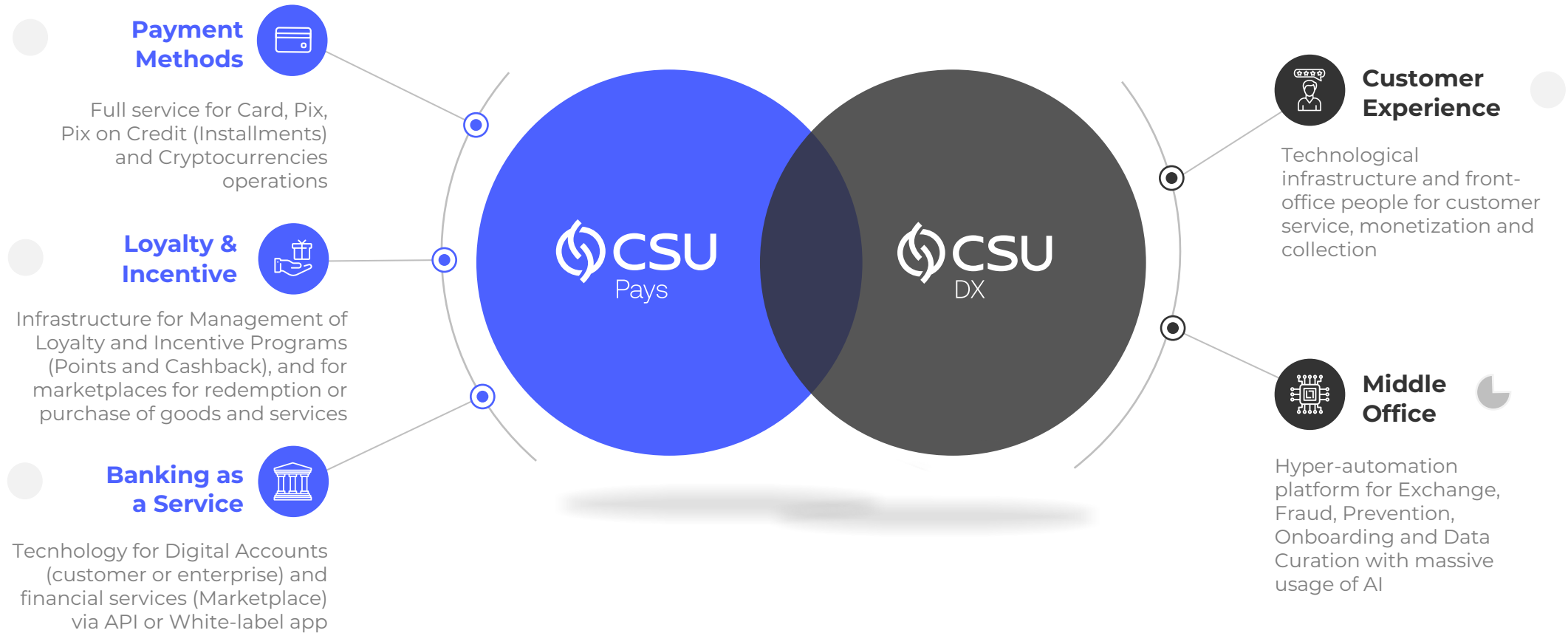
**+ 35 Mi**  
registered cards and  
accounts



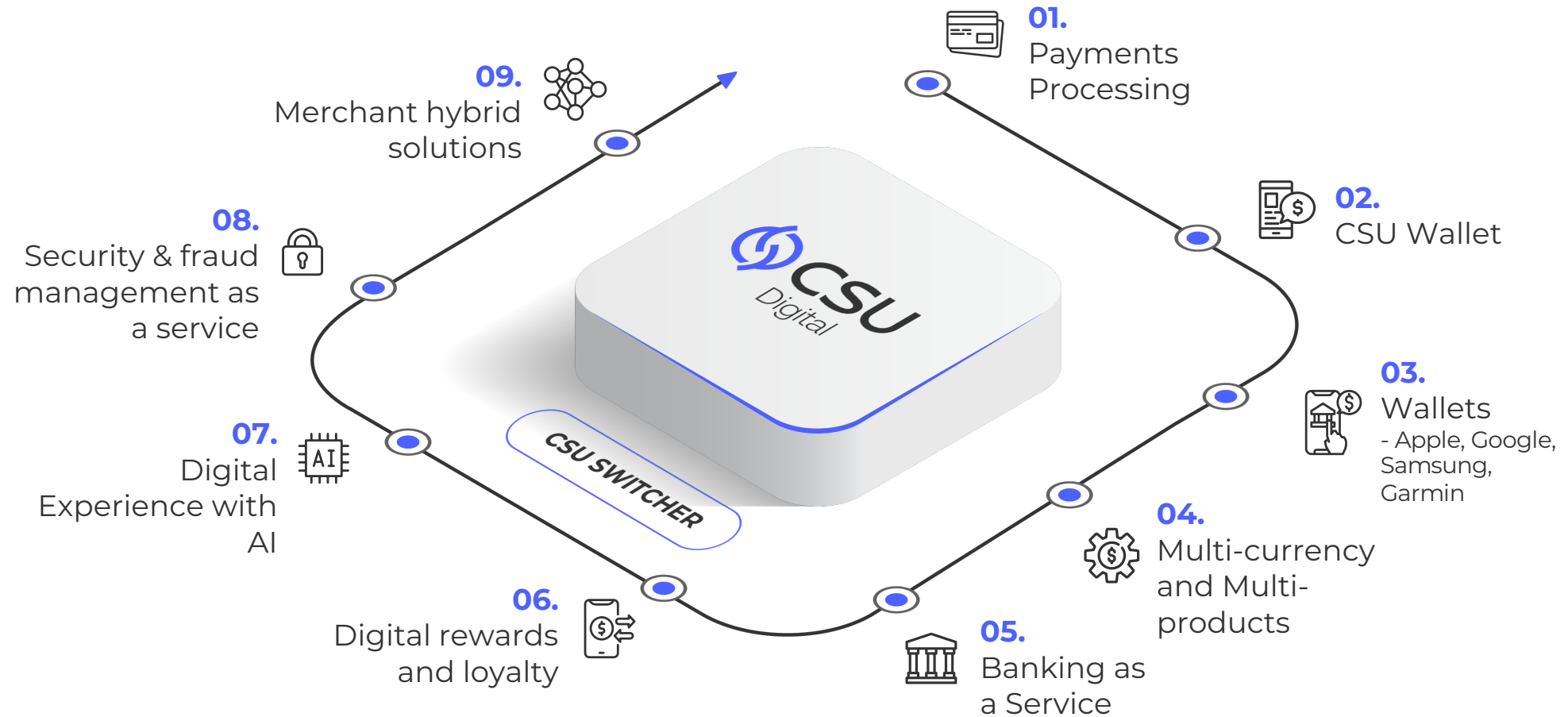
**+ 960 Mi**  
processed transactions\*



**+ R\$ 290 Bi**  
of TPV\*

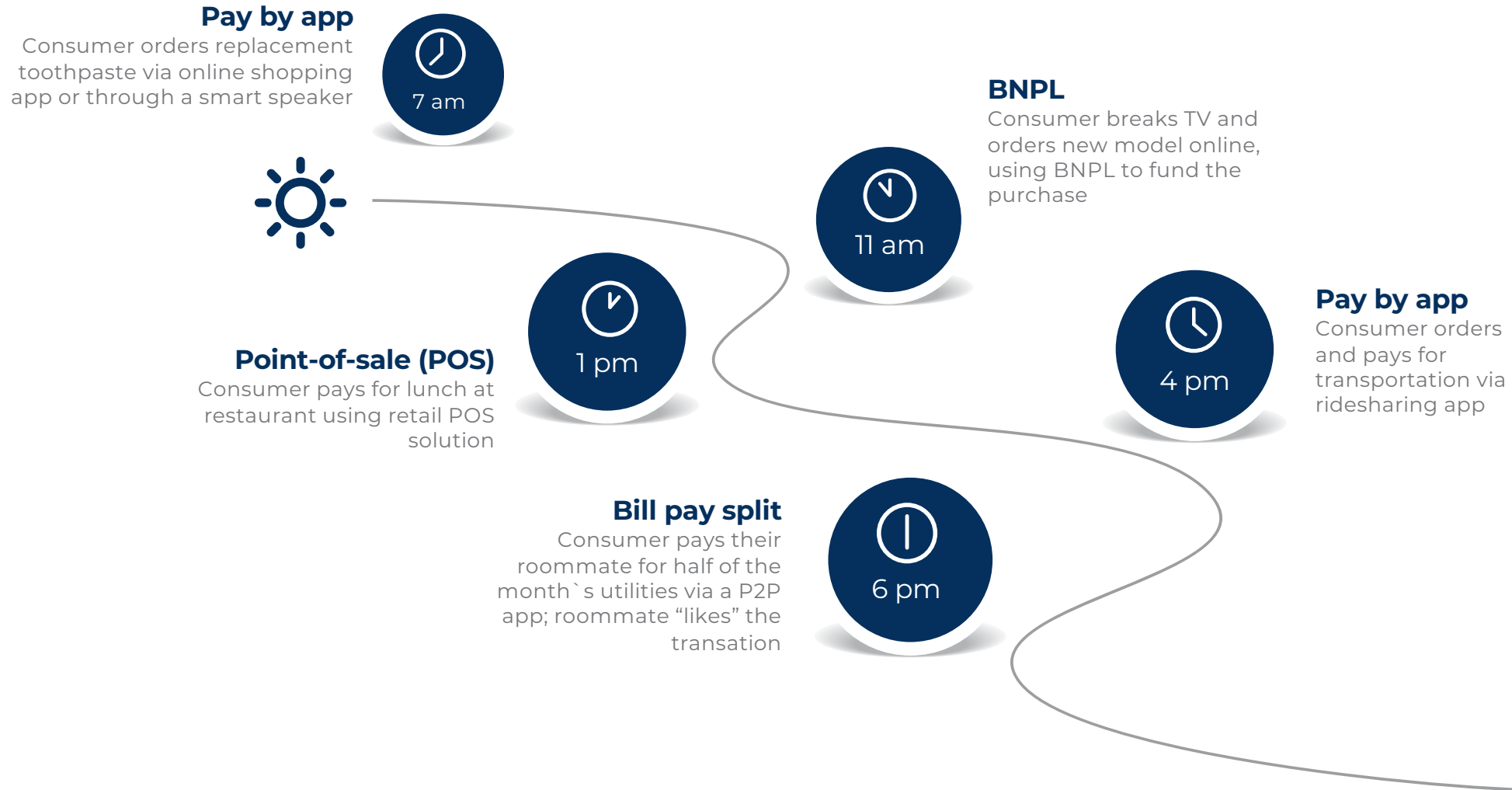


# Full Service Model in a Global Market



# Regular day of a consumer in the digital era

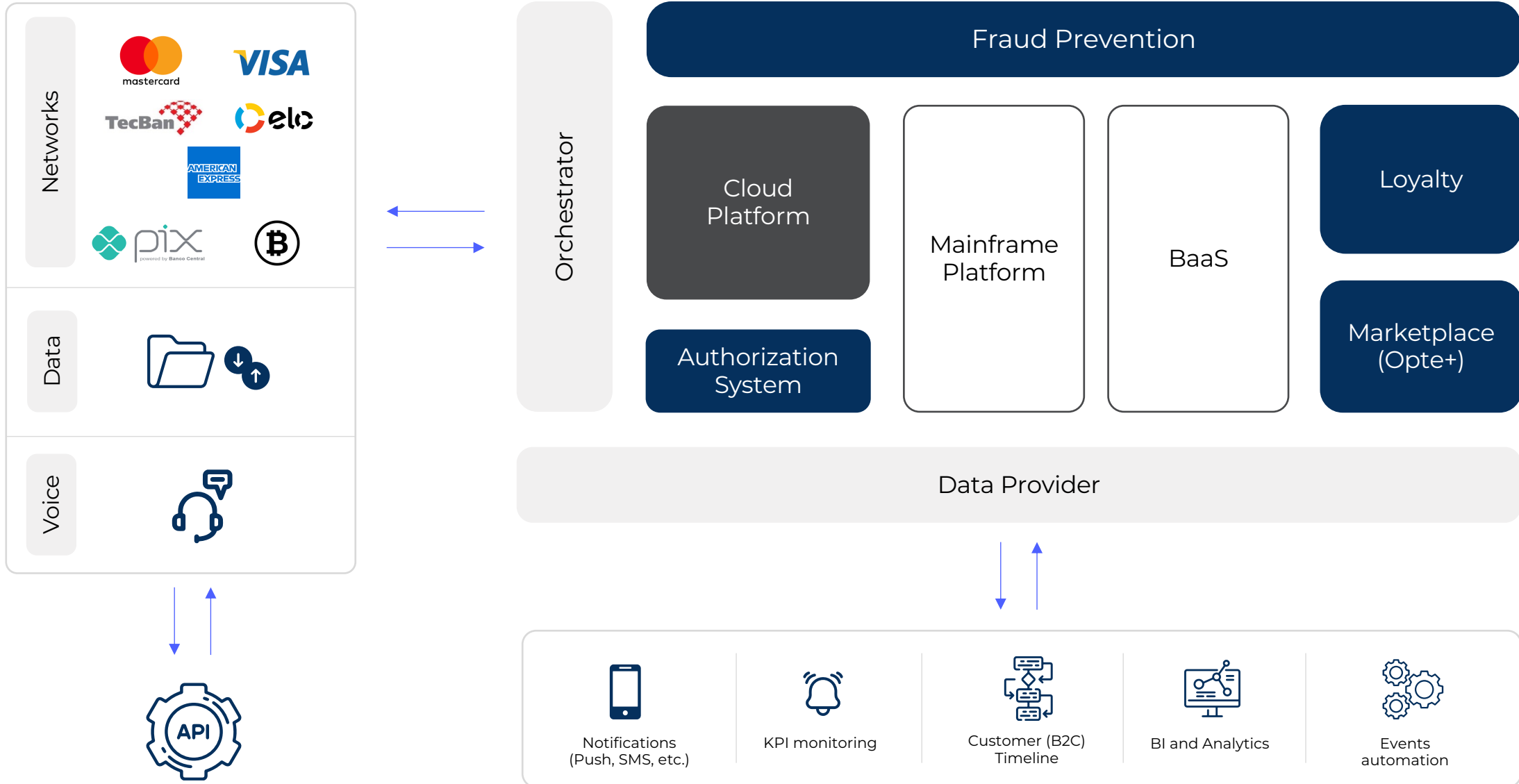
Harmonious and integrated coexistence between card networks, currencies, new digital solutions and credit





# CSU Ecosystem

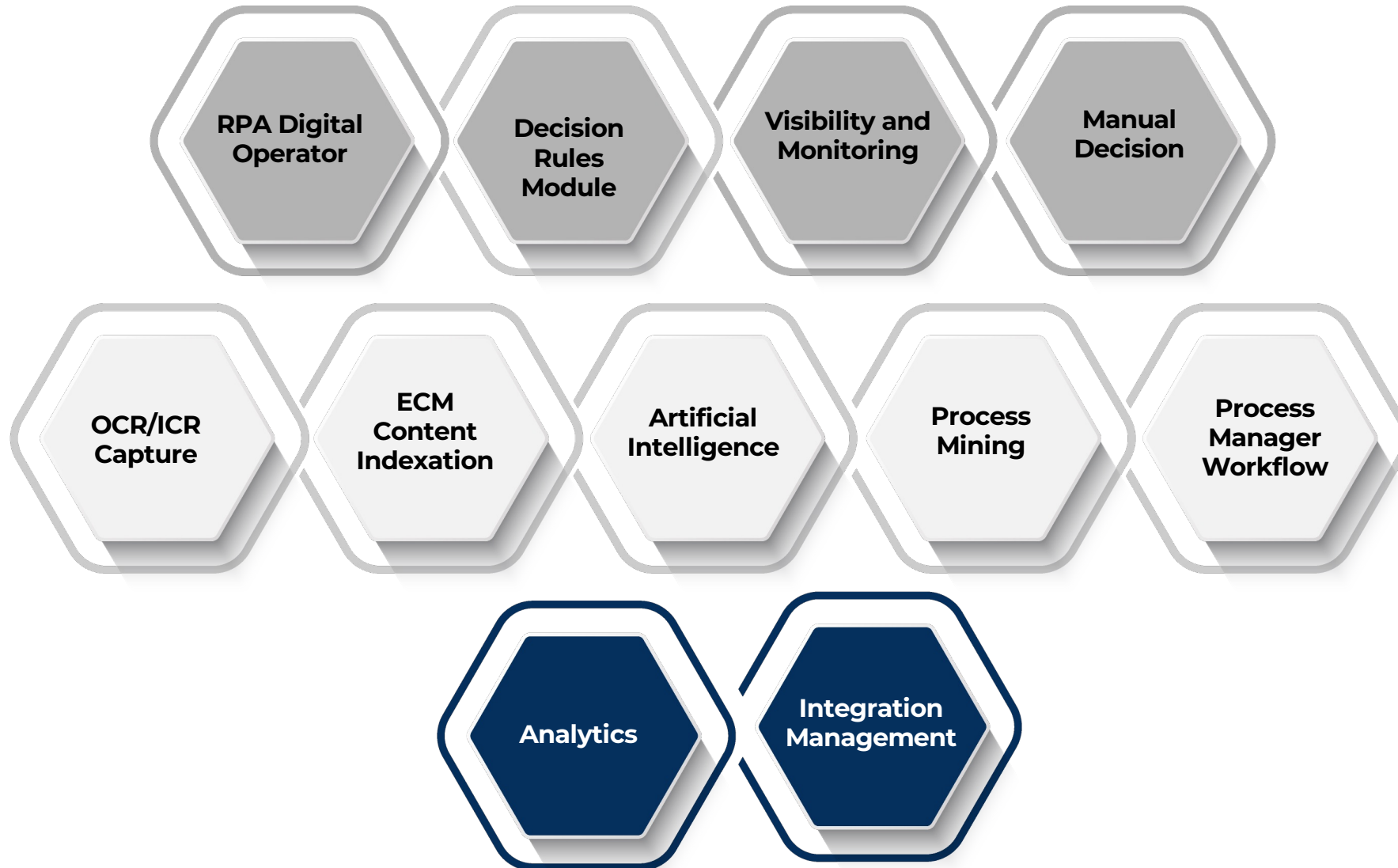
Hybrid processing platform





# Tech & Operations

DX's New Features

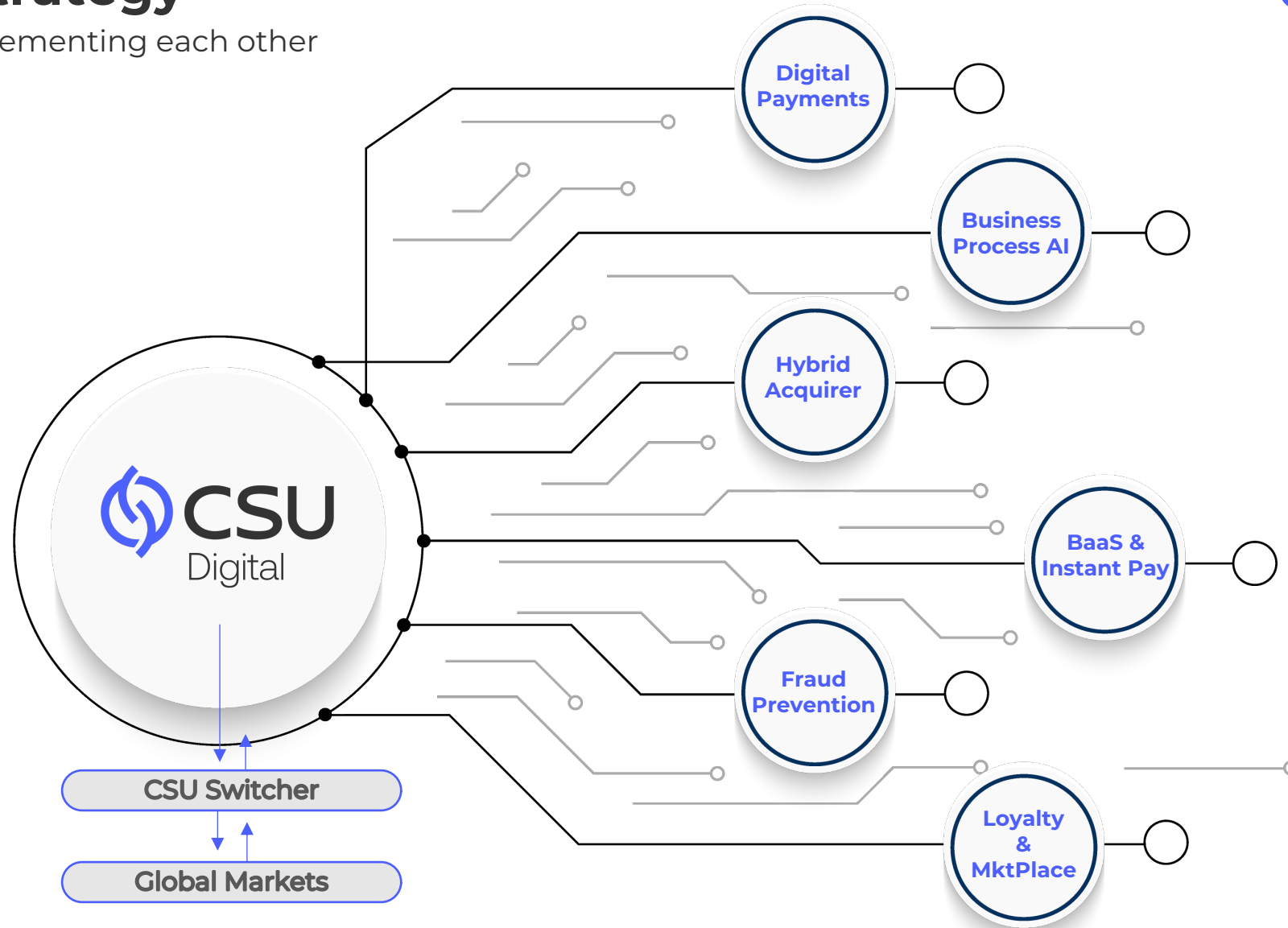






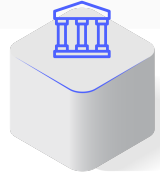
# Growth Strategy

6 avenues complementing each other



# Our Clients

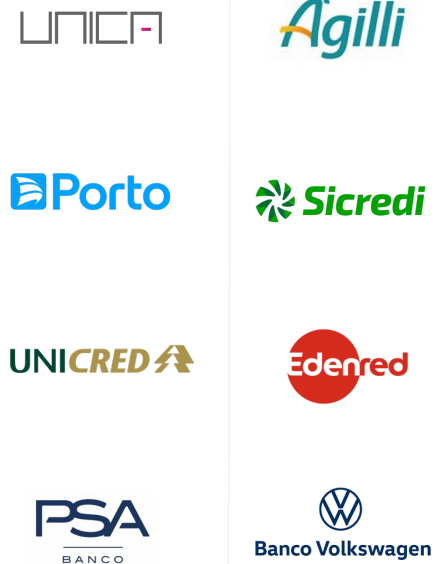
New products and high integration of the verticals generate high demand for new services and greater revenue predictability



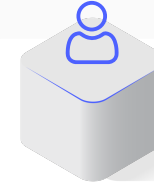
## Banks



## Financial Services



## Retail and Consumption



## Industrials and Services



# Innovation and Productivity



## Operational Highlights



**+35.7 million**  
registered units 2Q23



**961 million**  
transactions LTM



**R\$ 293 bi**  
TPV LTM



**+100**  
partners  
connected to our  
marketplace



**+500 thousand**  
Products available to  
redeem & cashback

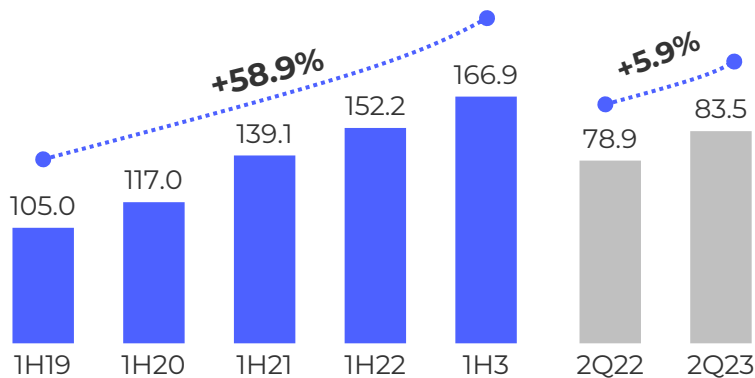
**+19.3 million**  
billed units 2Q23

**260 million**  
transactions 2Q23

**R\$ 78 bi**  
TPV 2Q23

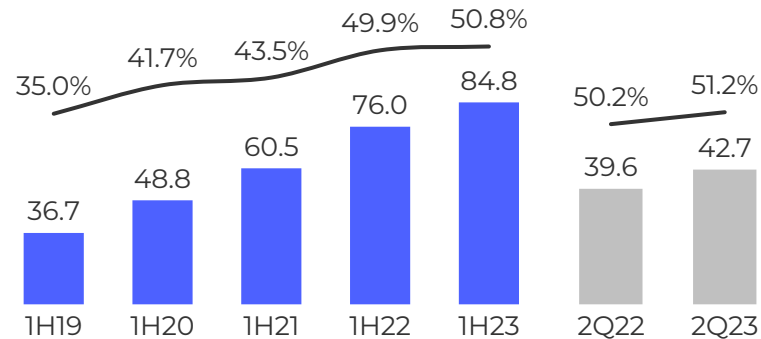
## Financial Highlights

Net Revenue  
(R\$ million)



Strong relationships with its clients enable the ongoing growth of this business unit, so renewing these contracts for the long term was the priority in 2023, ensuring the foundations of anew expansion cycle that starts now

Gross profit and gross margin  
(R\$ million and %)



Operational efficiency via products and processes digitalization combined with gains of scale capabilities, increasing profitability



- ✓ Physical and Virtual Cards (mobile e wereables) and Digital Cards
- ✓ Bin Sponsor
- ✓ Multi-account Virtual Wallets
- ✓ Transfers and Payments (TED, Instant Payment – Pix, Pix on Credit, Cryptocurrencies)
- ✓ Credit Marketplace
- ✓ Digital Services
- ✓ Loyalty & Incentive Programs
- ✓ Shopping Marketplace

# Focus on Results Paves the Paths for Expansion



## Operational Highlights



**+3,2 million**

of managed interactions (2Q23)



**59%**

of digitalized interactions

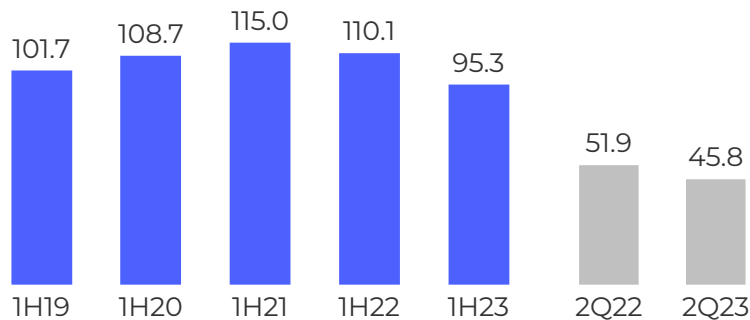


**12%**

Via self-service

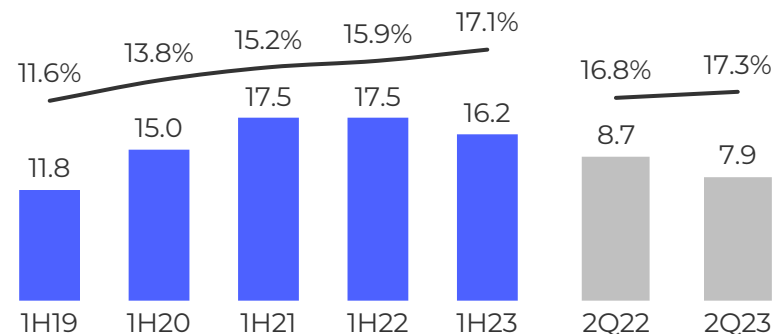
## Financial Highlights

Net Revenue  
(R\$ million)



This business unit is undergoing a profound digital transformation establishing a sustainable cycle of results which, combined with new services launch, should shift its growth dynamics moving forward

Gross profit and gross margin  
(R\$ million and %)



Focusing on higher value-added processes to preserve results and increase margins while new growth avenues are paved

## New tools



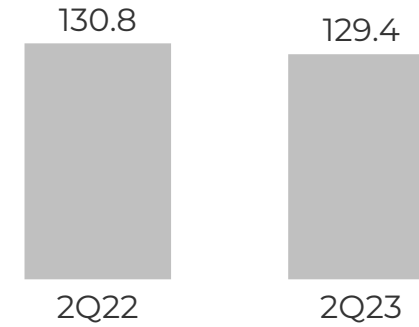
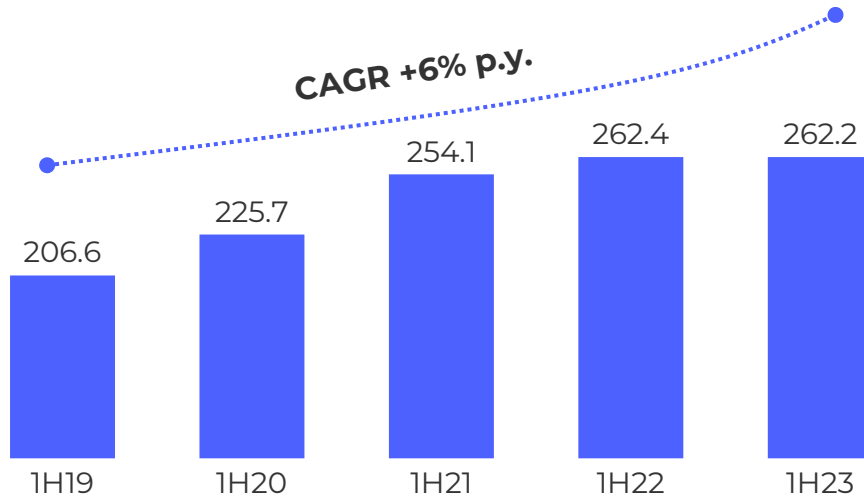
- ✓ Omnichannel
- ✓ Self-service
- ✓ RPA & AI
- ✓ Chatbots
- ✓ Customer support through social networks
- ✓ Mobile support

# Consolidated Net Revenue

Expanded portfolio creates new opportunities, increases profitability and brings more stability for different financial cycles

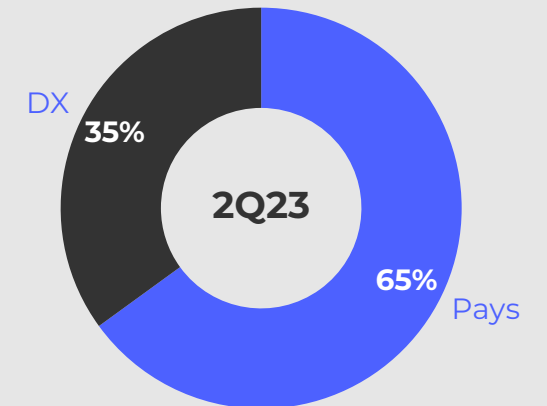
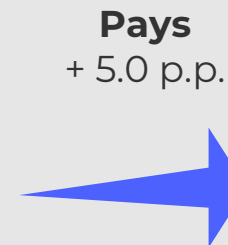
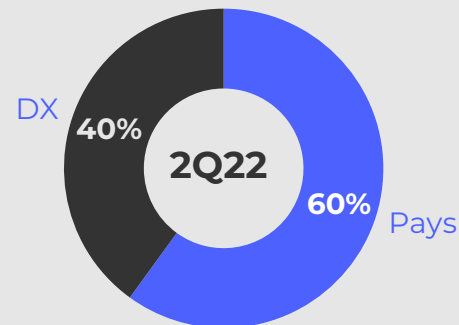


Net revenue grows consistently year after year | (R\$ million)



CSU Pays gains even more relevance in the business

CSU´s consolidated net revenue mix (%)



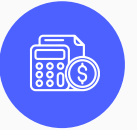
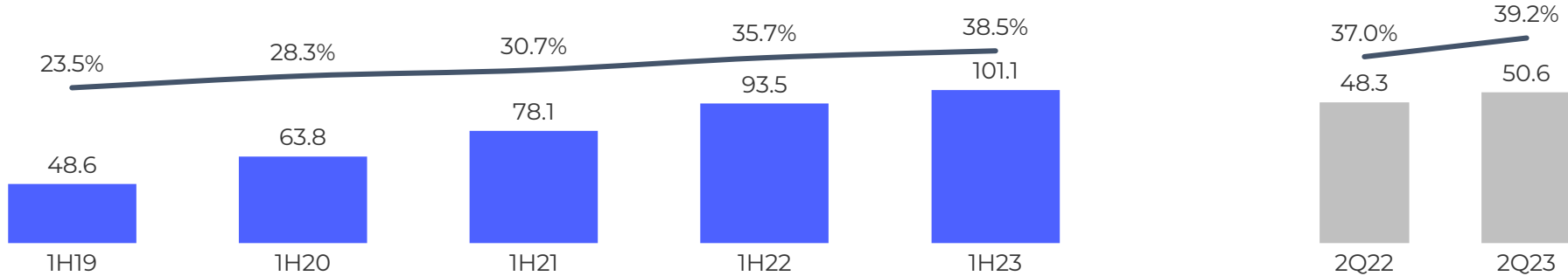
# Record Profitability Indicators

Efficiency gains consistently captured

Var.  
2Q22 vs 2Q23

## Gross profit (R\$ million) and gross margin (%)

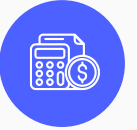
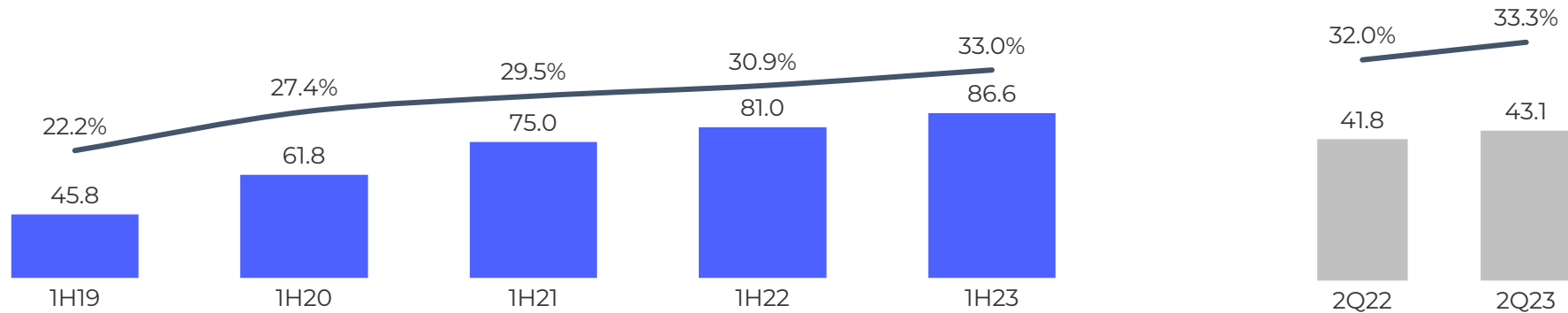
CAGR  
+20.1% p.y.



+4.8%

## EBITDA (R\$ million) and EBITDA margin (%)

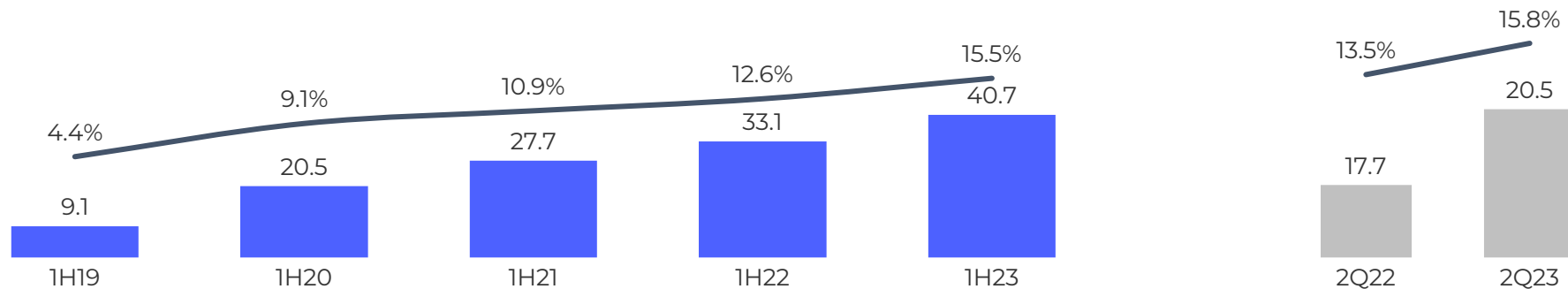
CAGR  
+17.3% p.y.



+3.2%

## Net income (R\$ million) and net margin (%)

CAGR  
+45.4% p.y.

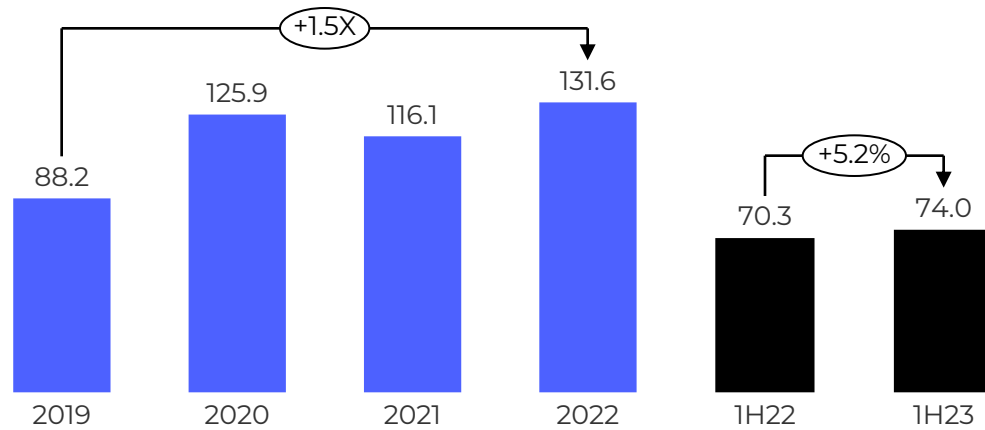


+15.8%

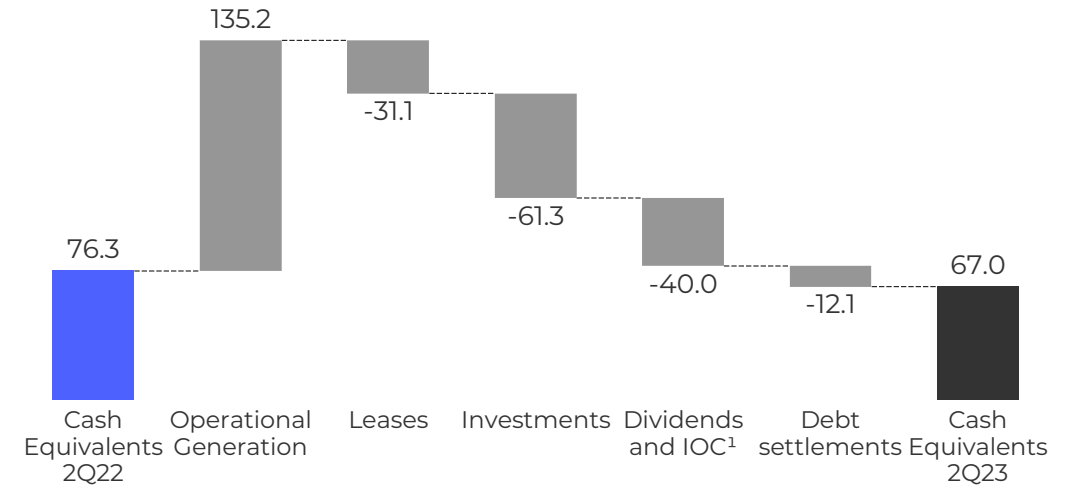
# Cash Evolution and Position

Better results allow improvements in the capital structure

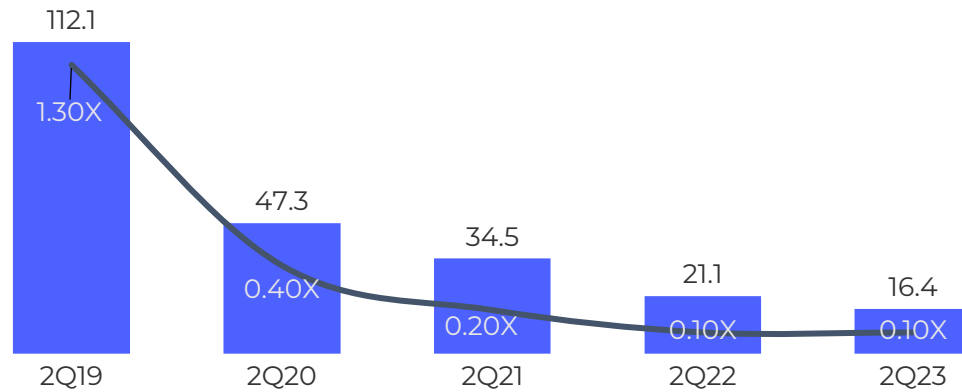
## Operational generation | (R\$ million)



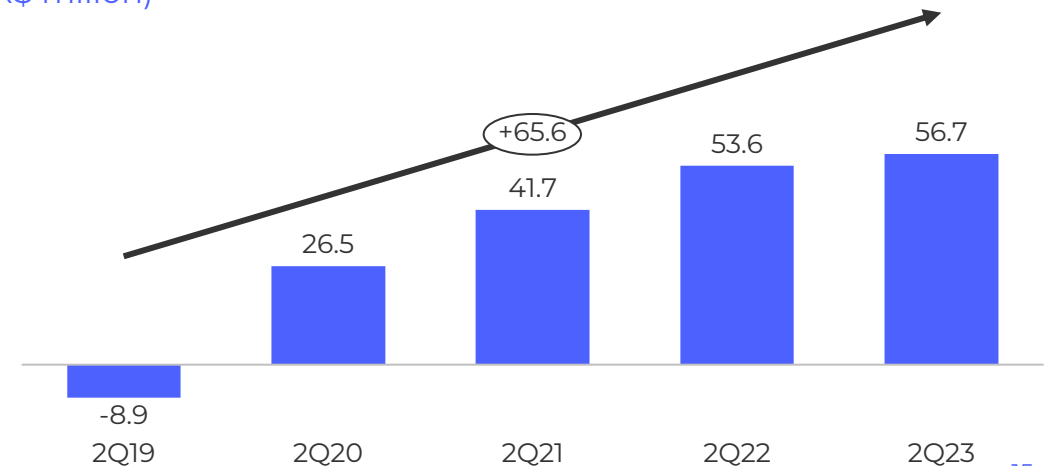
## Annual cash flow<sup>1</sup> | (R\$ million)



## Net debt and net debt/EBITDA (R\$ million, multiplier x)

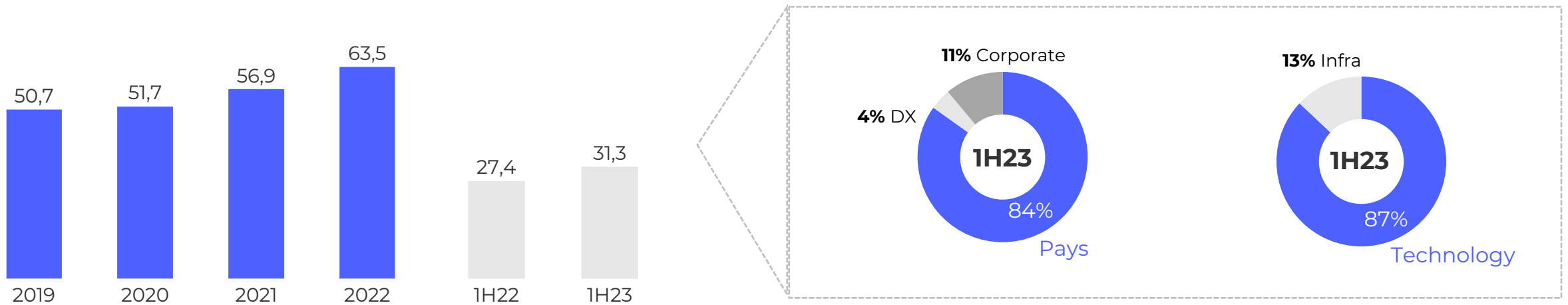


## Net cash (Cash equivalents vs. Onerous debt) (R\$ million)

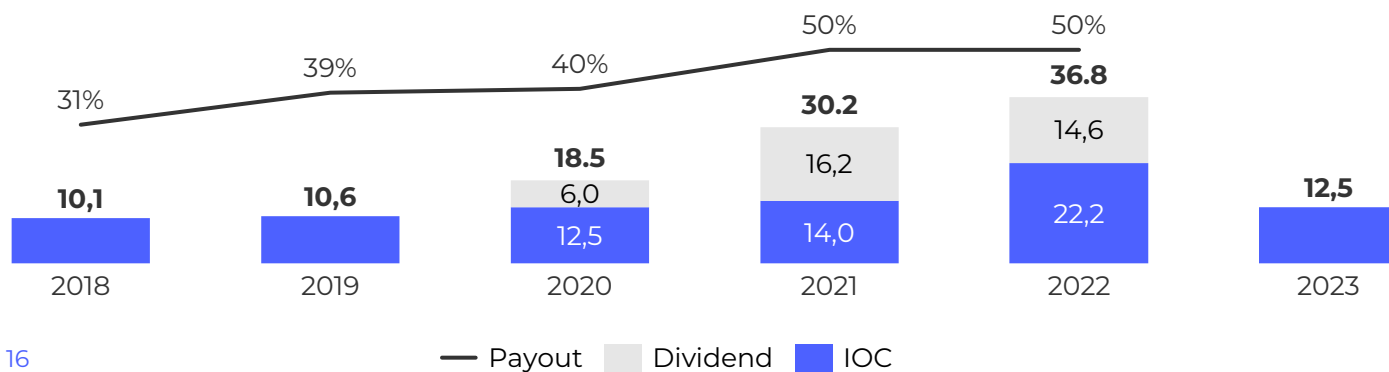


<sup>1</sup> Last 12 months    <sup>2</sup> IOC values net of taxes withheld

## Technology-oriented Investment Strategy (CAPEX) | (R\$ million)



## Distribution of dividends and interest on capital expanding the return to shareholders | (R\$ million and % payout)

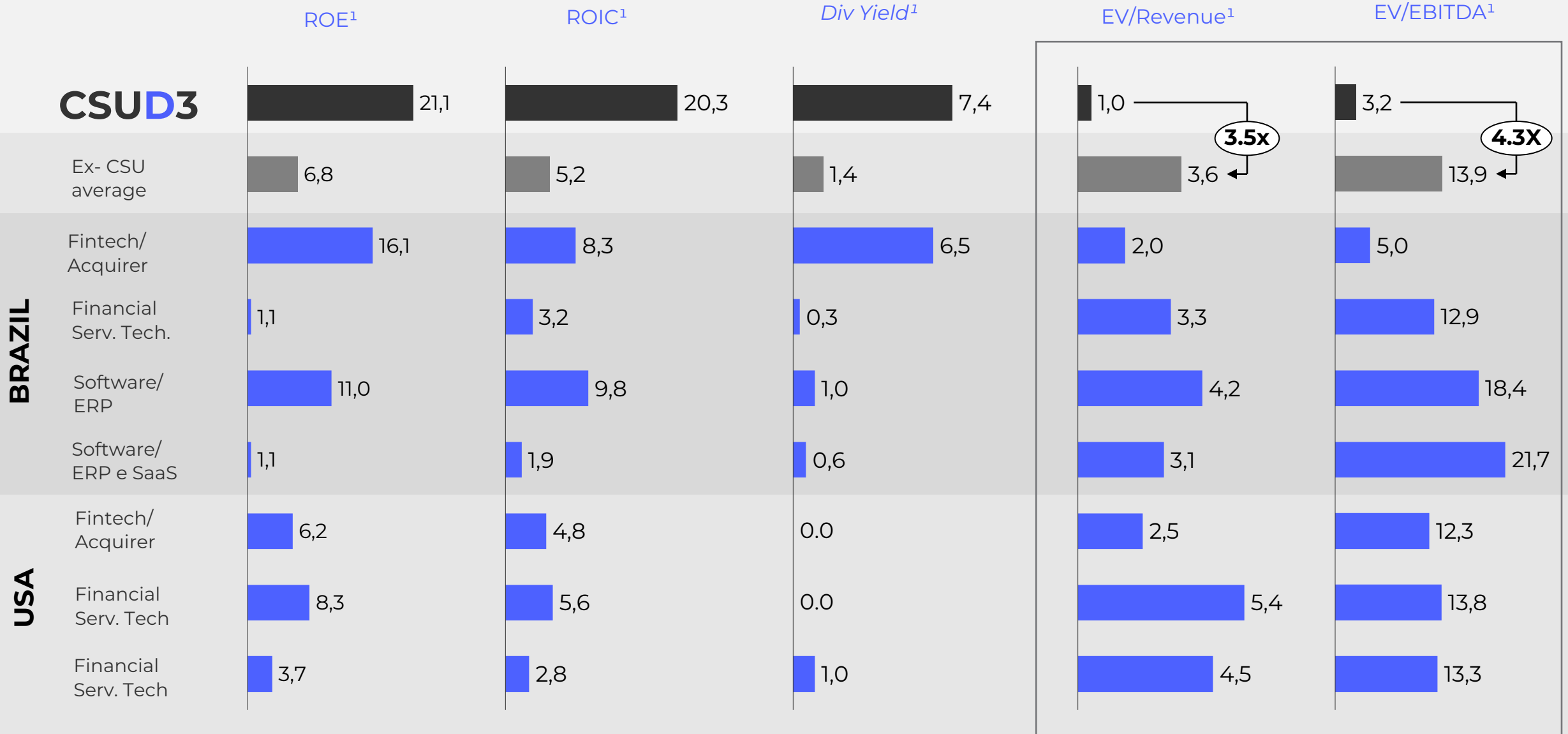


**Change in the practice of paying out dividends and IOC, making the shareholder remuneration strategy even more attractive. IOC of R\$ 6,5 million was declared on 2Q23 results and already paid in July.**

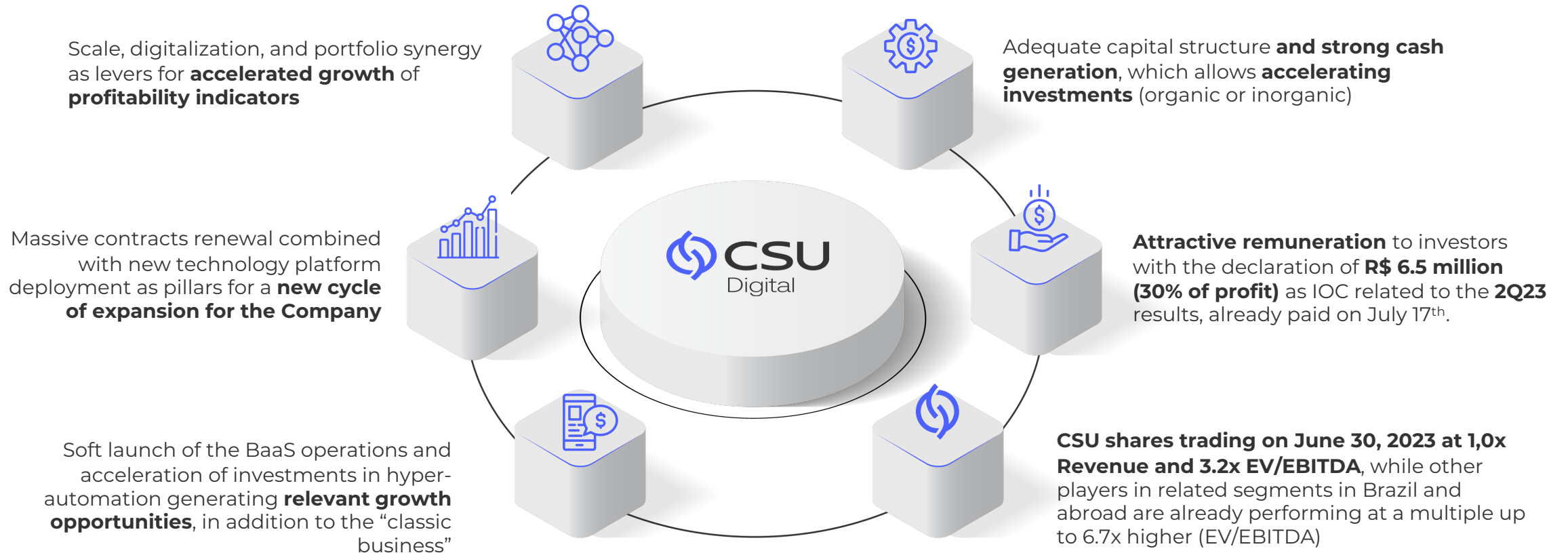


# Company's valuation vs other players

Combination of growth and profitability generating attractive returns



17 Reference dates: 6.30.2023 (source: Economática); ROE: return on equity; ROIC: return on invested capital; Dividend yield; EV: enterprise value. EV/Revenue and EV/EBITDA are widely used metrics as asset pricing multiples.



# Questions and Answers



To ask questions, **click on the raise hand icon at the bottom of your screen**, and wait for the next instructions



When announced, **a request to activate your microphone will appear on the screen** and you will be able to ask your question



To send writing questions via the Q&A icon, at the bottom of your screens, we advise you to ask them by indicating your **NAME** and **COMPANY**, following your question.





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