



# 1Q22 EARNINGS PRESENTATION

May 12, 2022



## Forward looking statements

This presentation may contain certain statements that express the management's expectations, beliefs and assumptions about future events or results. Such statements are not historical fact, being based on currently available competitive, financial and economic data, and on current projections about the industries B3 operates in.

The verbs "anticipate," "believe," "estimate," "expect," "forecast," "plan," "predict," "project," "target" and other similar verbs are intended to identify these forward-looking statements, which involve risks and uncertainties that could cause actual results to differ materially from those projected in this presentation and do not guarantee any future B3 performance.

The factors that might affect performance include, but are not limited to: (i) market acceptance of B3 services; (ii) volatility related to (a) the Brazilian economy and securities markets and (b) the highly-competitive industries in which B3 operates; (iii) changes in (a) domestic and foreign legislation and taxation and (b) government policies related to the financial and securities markets; (iv) increasing competition from new entrants to the Brazilian markets; (v) ability to keep up with rapid changes in technological environment, including the implementation of enhanced functionality demanded by B3 customers; (vi) ability to maintain an ongoing process for introducing competitive new products and services, while maintaining the competitiveness of existing ones; (vii) ability to attract new customers in domestic and foreign jurisdictions; (viii) ability to expand the offer of B3 products in foreign jurisdictions.

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# Highlights – Operational Performance

		1Q22	1Q22 / 1Q21	1Q22 / 4Q21
<b>Listed – Equities</b>				
Equities	ADTV (R\$ millions)	31,177.5	-15.3%	-1.1%
	Average Fee (bps)	3.493	-0.335 bps	+0.032 bps
Stock Indices	ADV (thousands of contracts)	3,763.5	-1.1%	-12.3%
	Average RPC (R\$)	0.891	-2.0%	-2.4%
<b>Listed – Derivatives</b>				
	ADV (thousands of contracts)	4,449.2	-16.4%	+4.5%
	Average RPC (R\$)	2.076	+6.1%	-2.9%
<b>OTC</b>				
Fixed Income	New issues (R\$ bn)	3,552.2	+22.5%	-5.8%
	Outstanding volume (R\$ bn)	4,229.6	+16.8%	+5.6%
Derivatives	New transactions (R\$ bn)	3,044.1	+5.2%	+6.3%
	Outstanding volume (R\$ bn)	5,450.3	+17.0%	+0.4%



## Highlights – Financial Performance

<i>R\$ million</i>	1Q22	1Q22 / 1Q21	1Q22 / 4Q21
<b>Total Revenues</b>	<b>2,544.6</b>	<b>-4.6%</b>	<b>+4.7%</b>
Listed	1,696.8	-10.4%	+3.1%
OTC	300.7	+11.6%	+0.2%
Infrastructure for financing	109.9	-10.0%	-3.6%
Technology, data and services	435.7	+33.0%	+17.2%
Others <sup>1</sup>	1.5	-97.3%	-
<b>Net Revenues</b>	<b>2,284.7</b>	<b>-4.7%</b>	<b>+4.8%</b>
<b>Adjusted expenses<sup>2</sup></b>	<b>(431.9)</b>	<b>48.1%</b>	<b>+11.8%</b>
<b>Recurring EBITDA<sup>2</sup></b>	<b>1,722.7</b>	<b>-11.5%</b>	<b>+4.1%</b>
<b><i>Recurring EBITDA margin<sup>2</sup></i></b>	<b>75.4%</b>	<b>-766 bps</b>	<b>-50 bps</b>
<b>Financial result<sup>3</sup></b>	<b>229.0</b>	<b>-</b>	<b>+164.5%</b>
<b>Recurring net income<sup>2</sup></b>	<b>1,240.0</b>	<b>-7.2%</b>	<b>+0.9%</b>

<sup>1</sup>Reversion of provision and recovery of expenses. <sup>2</sup> See reconciliation on slide 16/17. <sup>3</sup> Negative financial result in the 1Q21.



## Performance by segment

## LISTED – EQUITIES (1/2)

1Q22 (R\$ million)

1,122

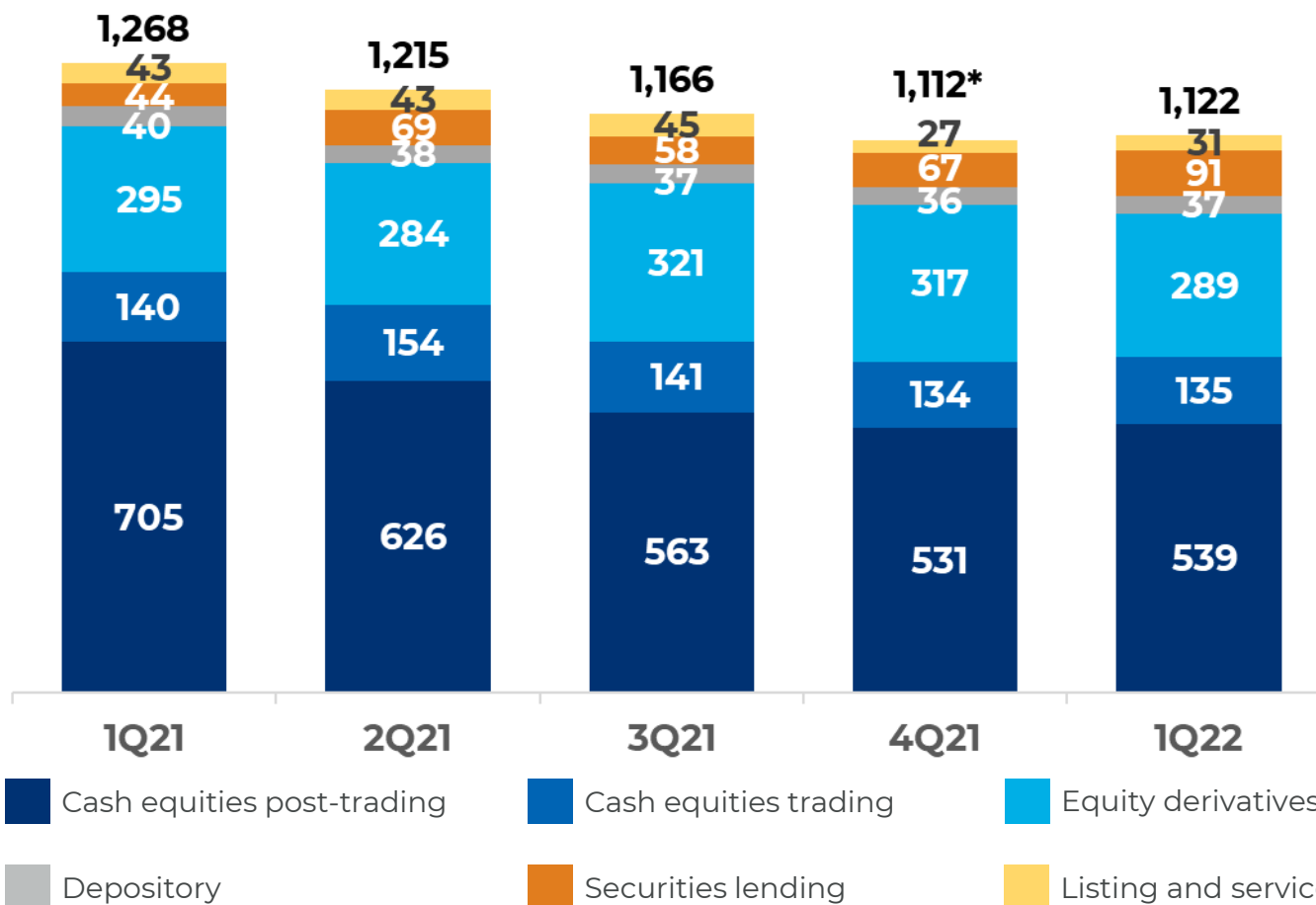
Δ 1Q21

-11%

Δ 4Q21

+1%

44% of total revenues



## Highlights 1Q22 / 1Q21:

- Decrease of 15.3% in the equities ADTV, given a higher volatility linked to Brazil's political scenario and the second wave of COVID-19 in the 1Q21
- The 15.5% decrease of trading and post-trading revenues reflects lower volumes traded and the implementation of the new pricing policy in Feb/21
- Increase in securities lending revenue due to higher average contract rates and increase in trading volumes

\* Not adjusted by the [educational incentives](#) made in 4Q21 of negative R\$6.6 million (Portuguese only).

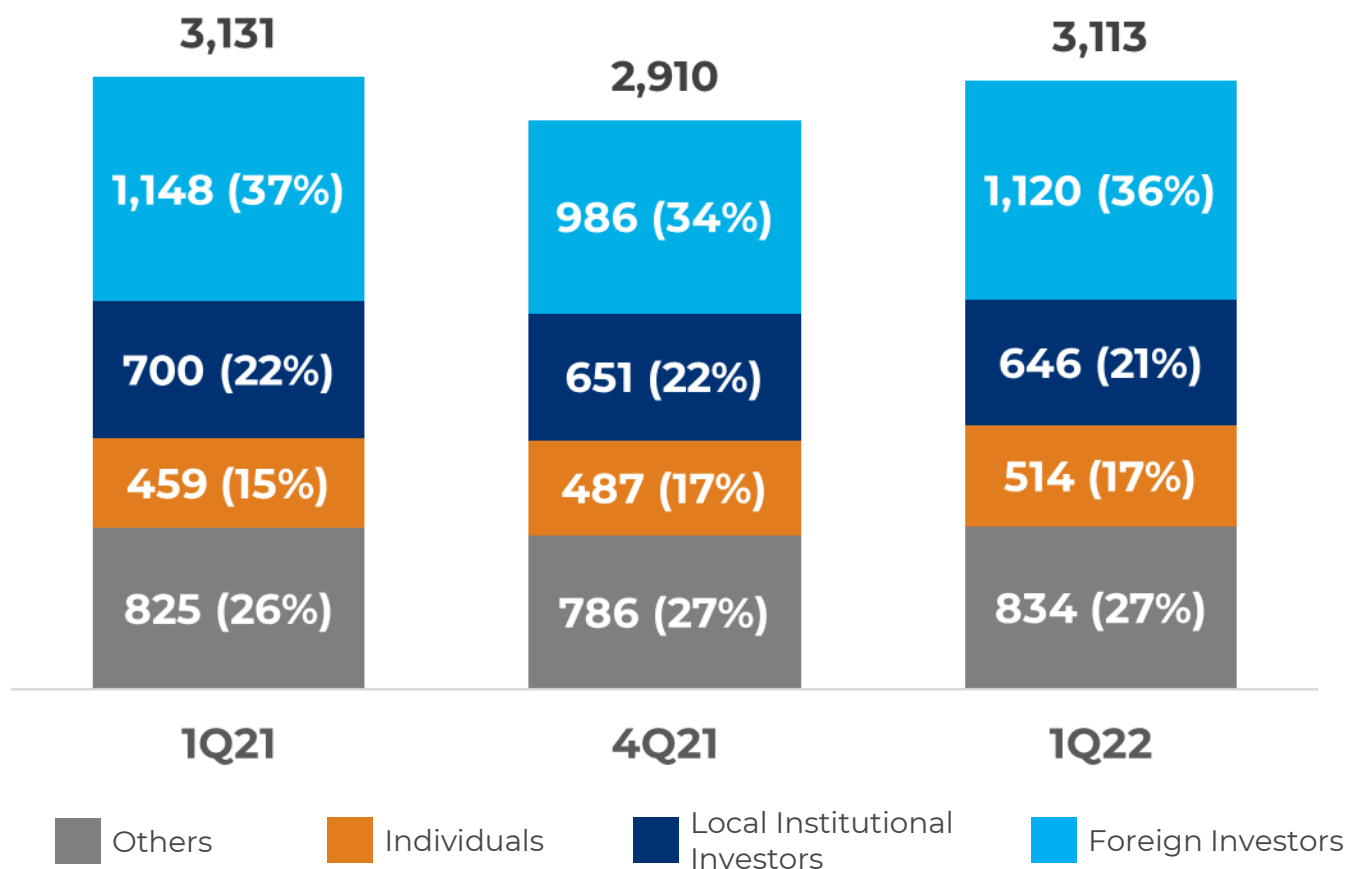


## Performance by segment

### LISTED – EQUITIES (2/2)

#### Equities Depository Breakdown

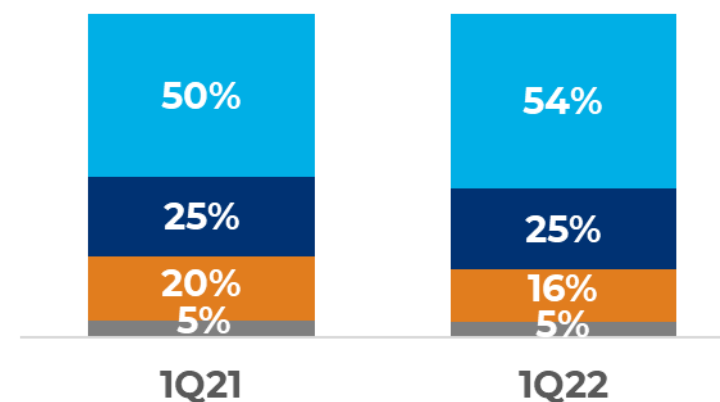
Avg Balance (R\$ billion)



#### Highlights 1Q22 / 1Q21:

- Increase of 12% in the balance of Individuals in the equities depository. Despite successive increases in the interest rate, the total balance remained steady

#### Investors' Share of Cash Equities ADTV – 1Q22



- Increase in the % share of foreign investors on ADTV



## Performance by segment

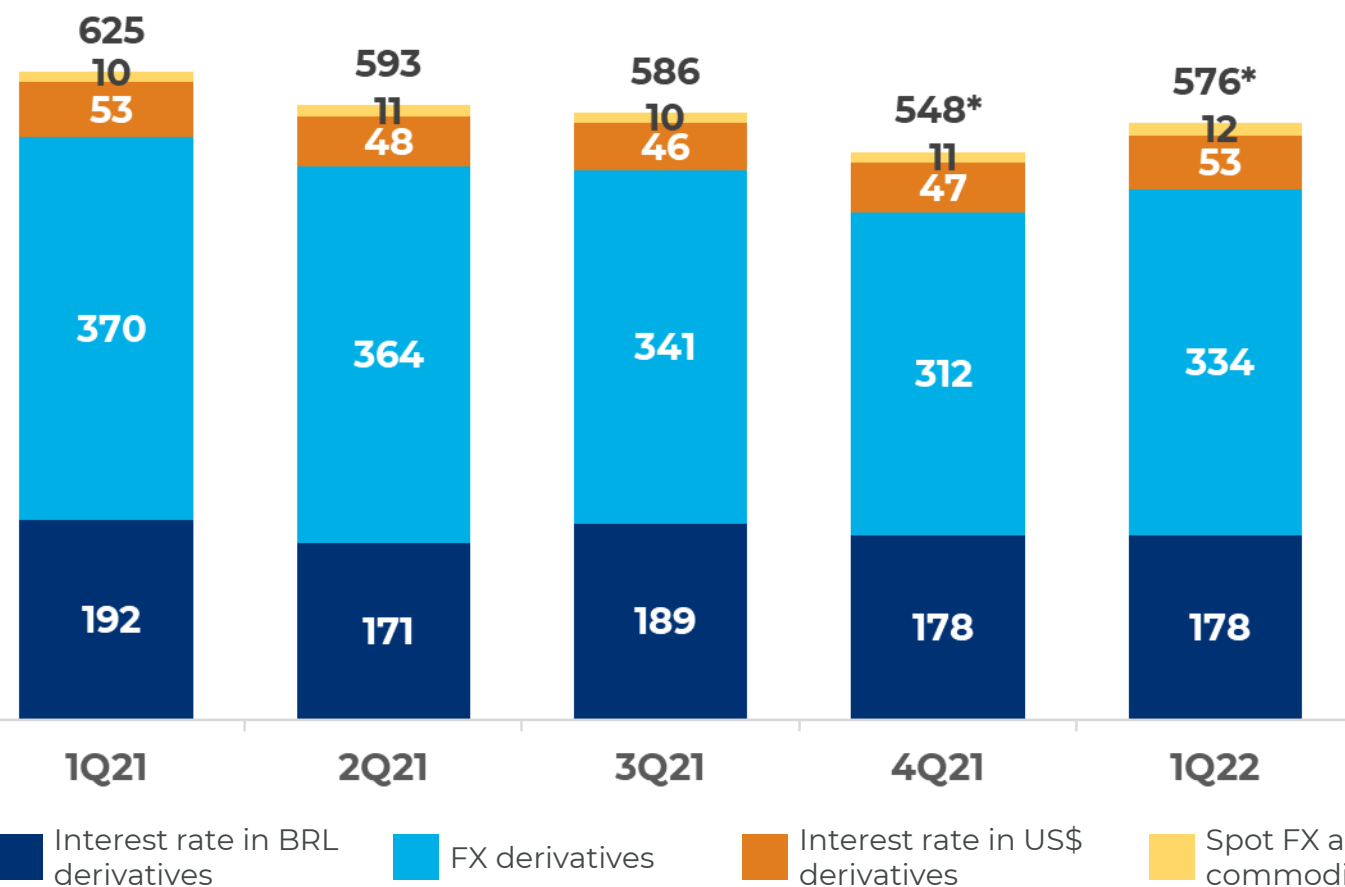
### LISTED - FICC

1Q22 (R\$ million)	Δ 1Q21	Δ 4Q21
575	-8%	+5%

23% of total revenues

### Highlights 1Q22 / 1Q21:

- The ADV totaled 4.4 million contracts, a decrease of 16.4% driven by the decrease of Interest Rate in BRL and FX derivatives ADV
- Decrease of 8% in this revenue reflecting lower traded volumes, and decrease of Interest Rate in US\$ and FX derivatives RPC



Interest rate in BRL derivatives

FX derivatives

Interest rate in US\$ derivatives

Spot FX and commodities

\* Not adjusted by the hedge accounting of negative R\$8.2 million in 4Q21 and negative R\$0.9 million in 1Q22.



## Performance by segment

### OTC

1Q22 (R\$ million)

301

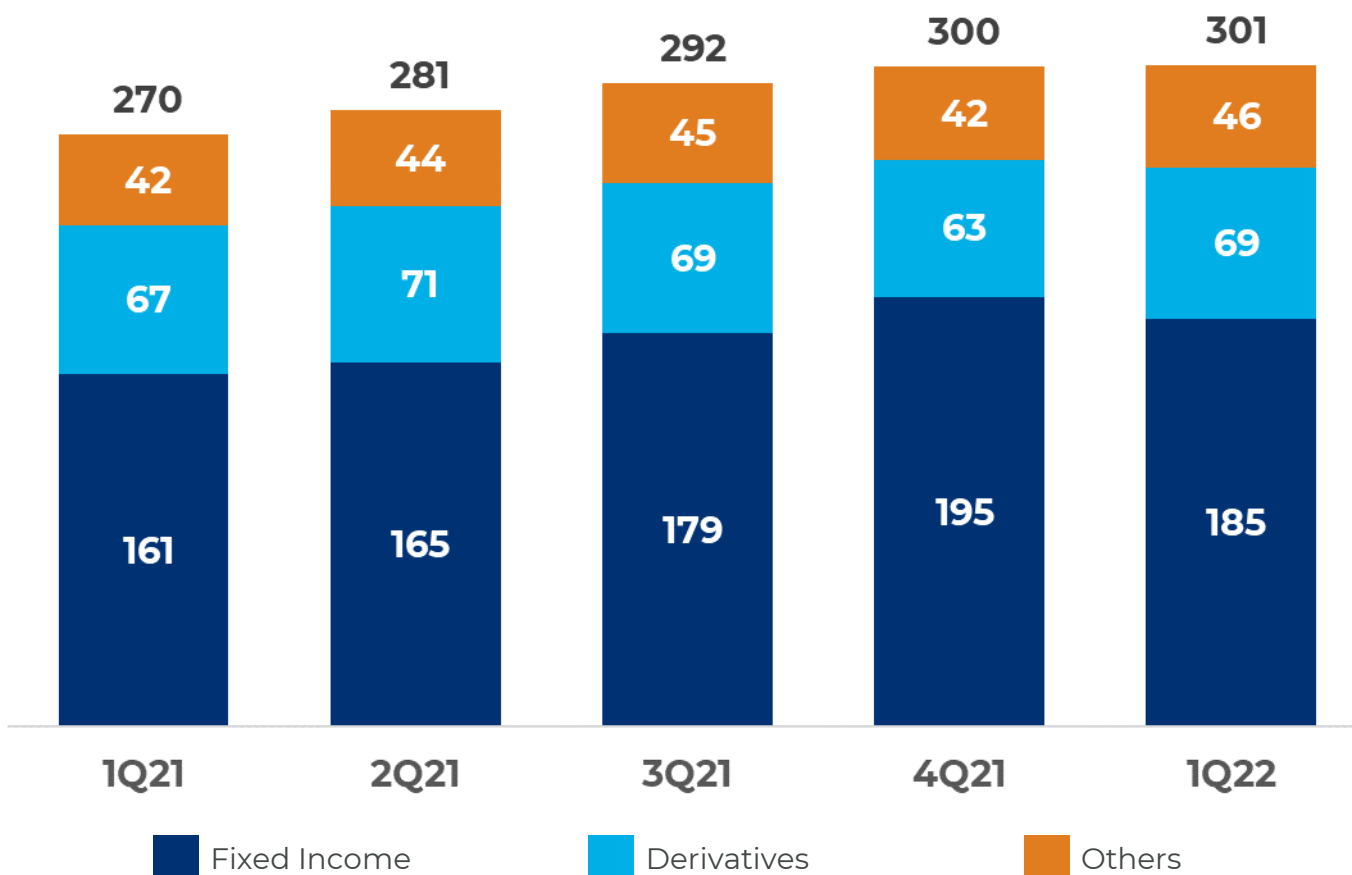
Δ 1Q21

+12%

Δ 4Q21

~

12% of total revenues



### Highlights 1Q22 / 1Q21:

In a higher interest rates scenario, volumes of fixed income products impacted the segment's growth in 1Q22

#### Fixed income instruments

- 12% increase in this revenue:
  - i) growth of 22% in the registration of bank funding instruments
  - ii) greater corporate debt outstanding balance

#### Derivatives and structured transactions

- 3% increase in this revenue due to higher volumes of registered OTC derivatives





## Performance by segment

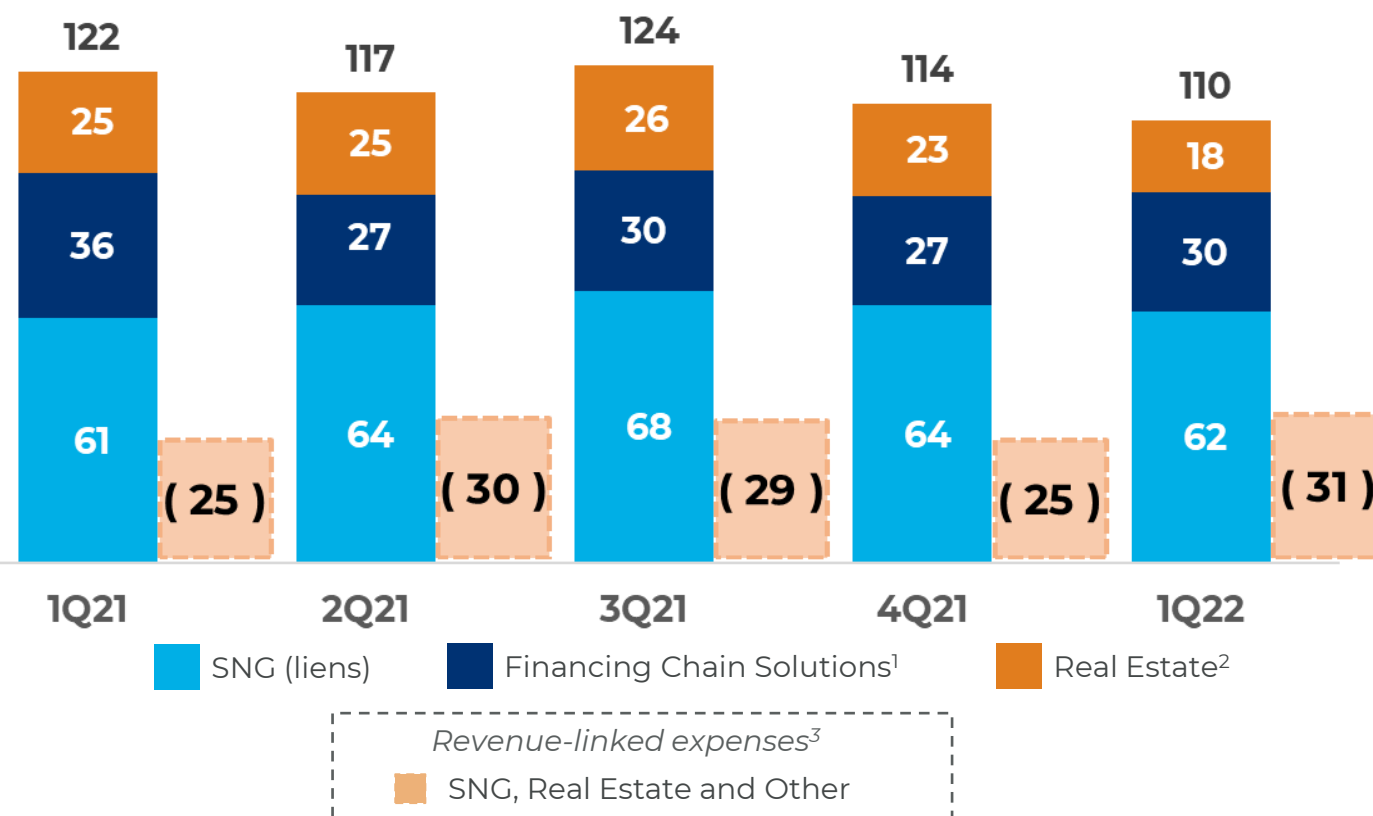
### INFRASTRUCTURE FOR FINANCING

1Q22 (R\$ million)	Δ 1Q21	Δ 4Q21
110	-10%	-4%

4% of total revenues

#### Highlights 1Q22 / 1Q21:

- Number of vehicles sold decreased 20%, due to shortages of parts for assembly, and rising prices for new and used vehicles
- Number of additions to the National Liens System (SNG) decreased by 9%, given the less favorable macroeconomic environment for financing



<sup>1</sup> Includes: SEND and other services for the vehicle financing chain. <sup>2</sup> Includes: collateral management, registration of real estate contracts and others. <sup>3</sup> Considers only the revenue-linked expenses related to the Infrastructure for financing segment.



## Performance by segment

### TECHNOLOGY, DATA AND SERVICES

1Q22 (R\$ million)

436

Δ 1Q21

+33%

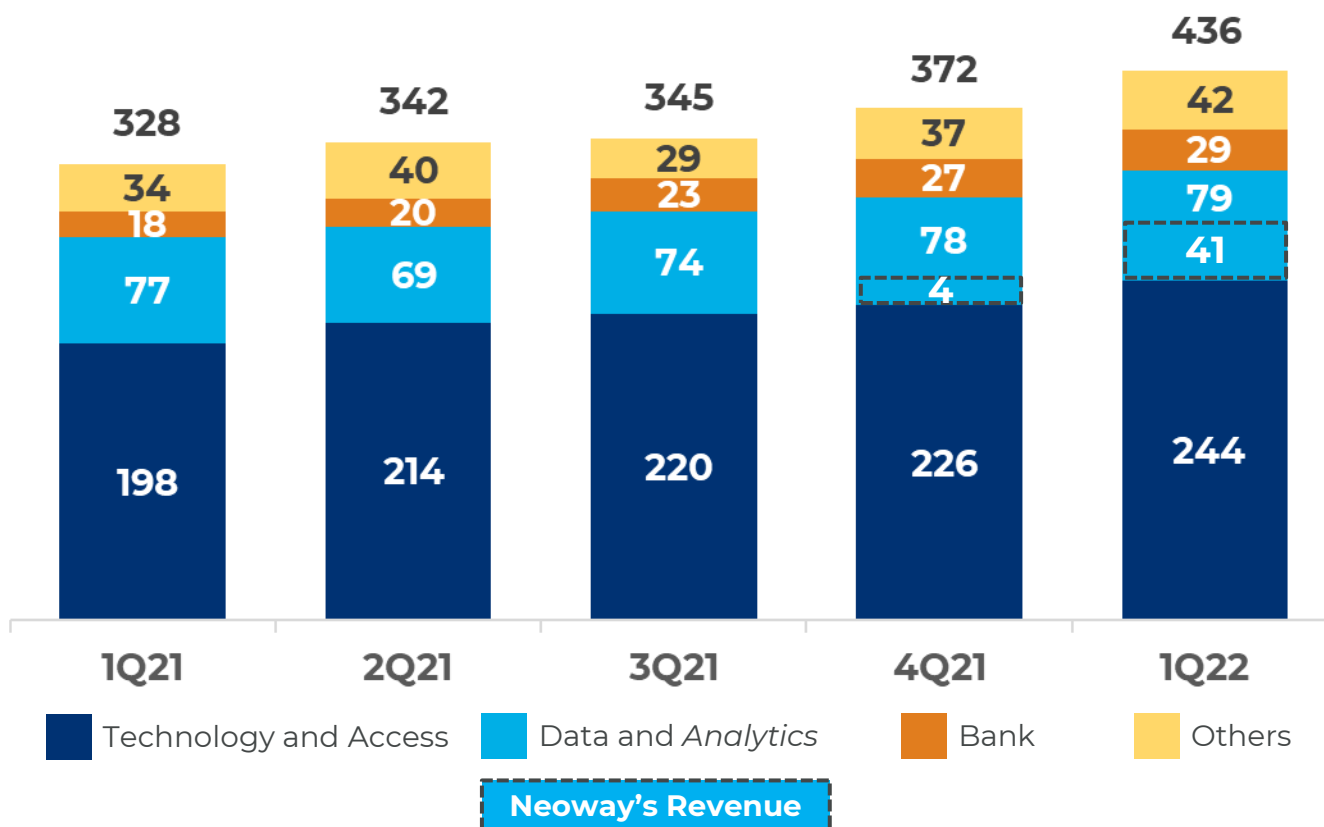
Δ 4Q21

+17%

17% of total revenues

#### Highlights 1Q22 / 1Q21:

- 23% increase in Technology and Access revenue, explained by:
  - (i) increase in the number of customers accessing greater ranges of trading
  - (ii) annual adjustment of prices according to inflation (IPCA)
- Increase of 57% in Data and Analytics revenue, mainly explained by the inclusion of Neoway's revenue. Excluding Neoway, the increase would have been 3.5%





# Adjusted expenses<sup>1</sup>

(R\$ million)

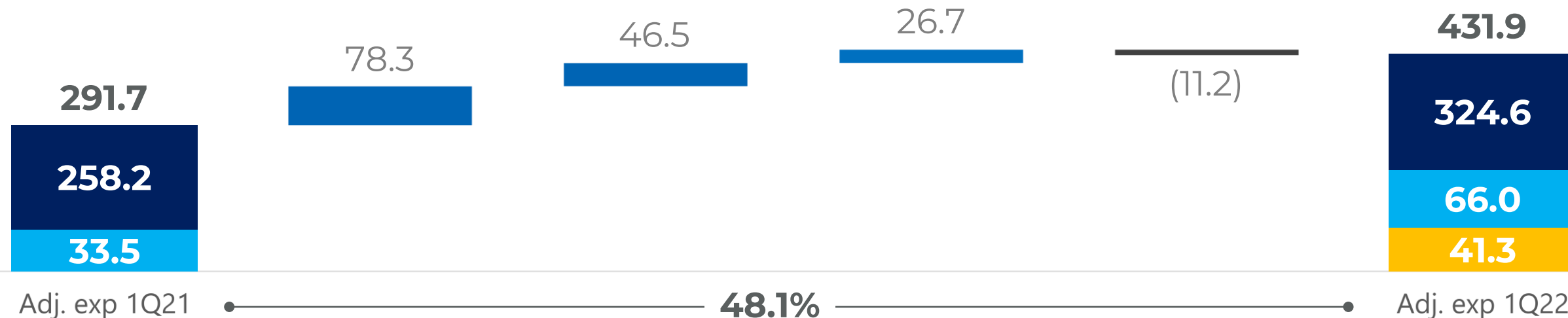
## Adjusted personnel<sup>2</sup>

(+42.1%): inclusion of Neoway, new hires, and annual salary adjustment by inflation

**Data processing**  
(+66.8%): inclusion of Neoway, and development of new initiatives

**Third-party services** (+223.7%): inclusion of Neoway and higher M&A expenses

**Others<sup>3</sup>**  
(-45.9%)



(in R\$ million and % of total adjusted expenses)

	Adjusted Personnel	Data Processing	Third-party services	Others
<b>1Q22</b>	264.0 (61.1%)	116.1 (26.9%)	38.7 (9.0%)	13.2 (3.1%)
<b>1Q21</b>	185.7 (63.7%)	69.6 (23.9%)	12.0 (4.1%)	24.4 (8.4%)
<b>4Q21</b>	223.9 (57.9%)	106.7 (27.6%)	30.8 (8.0%)	25.0 (6.5%)

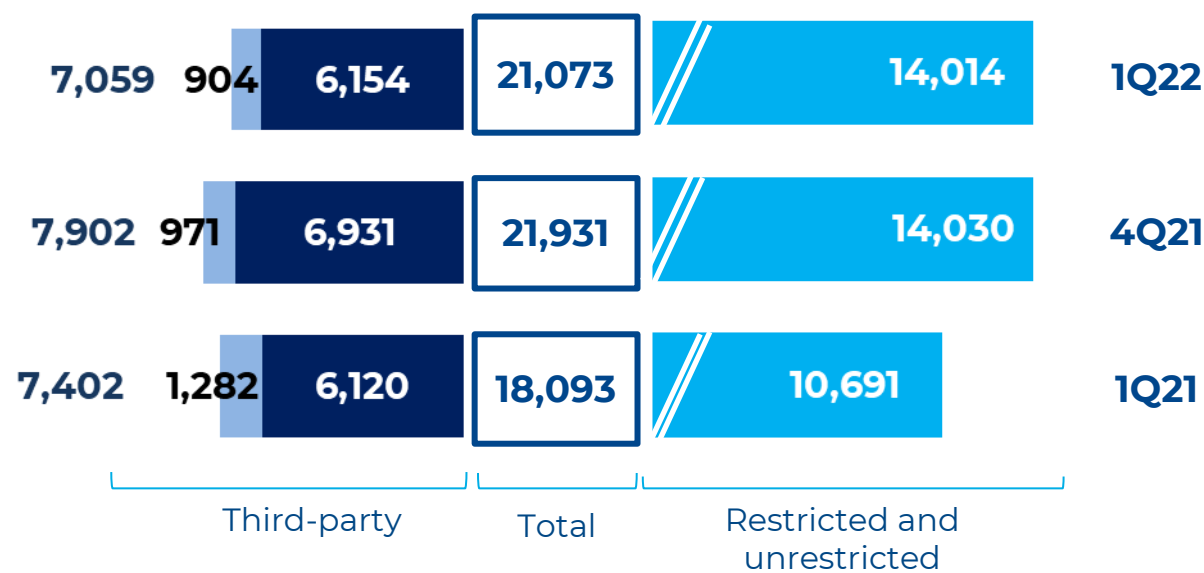
■ Core Expenses  
 ■ Non-Core Expenses  
 ■ Neoway Expenses

<sup>1</sup> Adjusted to exclude (i) depreciation and amortization; (ii) long-term stock-based compensation (principal + payroll taxes); (iii) provisions; (iv) revenue-linked expenses; (v) expenses with write-off of projects; and (vi) extraordinary M&A expenses. <sup>2</sup> Excludes the long-term stock-based compensation (principal + payroll taxes). <sup>3</sup> Includes expenses with communication, maintenance, taxes, board and committee members compensation and others.



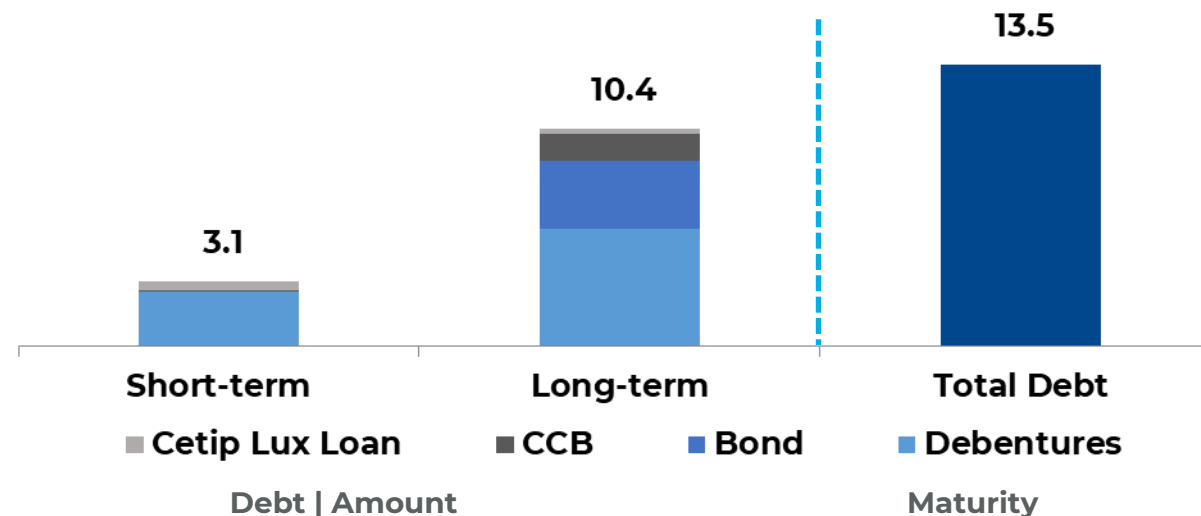
## Financial highlights

Cash and Financial Investments  
(R\$ million)



Third-party cash of R\$6.1 billion is not considered as B3's own cash, but the Company earns interest on most of this cash balance

Financial Leverage and Debt Schedule  
Debt Amortization Schedule (R\$ billion)



Cetip Lux | US\$100 mi and US\$50 mi

Aug/22 and Aug/23

Debenture 2<sup>nd</sup> issue | R\$1.20 bi

May/22

CCB | R\$1.25 bi

Jul/23

Debenture 3<sup>rd</sup> issue | R\$3.55 bi

Aug 22, Aug/23 and Aug/24

Debenture/CRI 4<sup>th</sup> issue | R\$205 mi

Dec/28, Dec/29 and Dec/30

Debenture 5<sup>th</sup> issue (two series) | R\$3.0 bi

May/24, May/25 and May/26

Sustainability-linked bond | US\$700 mi

Sep/31<sup>4</sup>

Gross indebtedness at the end of March was **1.9x recurring LTM EBITDA**

<sup>1</sup> Includes earnings and rights on securities in custody. <sup>2</sup> Primarily composed of B3 Bank clients' deposits. <sup>3</sup> Does not include investments in Bolsa de Comercio de Santiago, Bolsa de Valores de Colômbia, Bolsa de Valores de Lima and B3 Inova. <sup>4</sup> Bond has hedge accounting – see note 9 of Financial Statement.

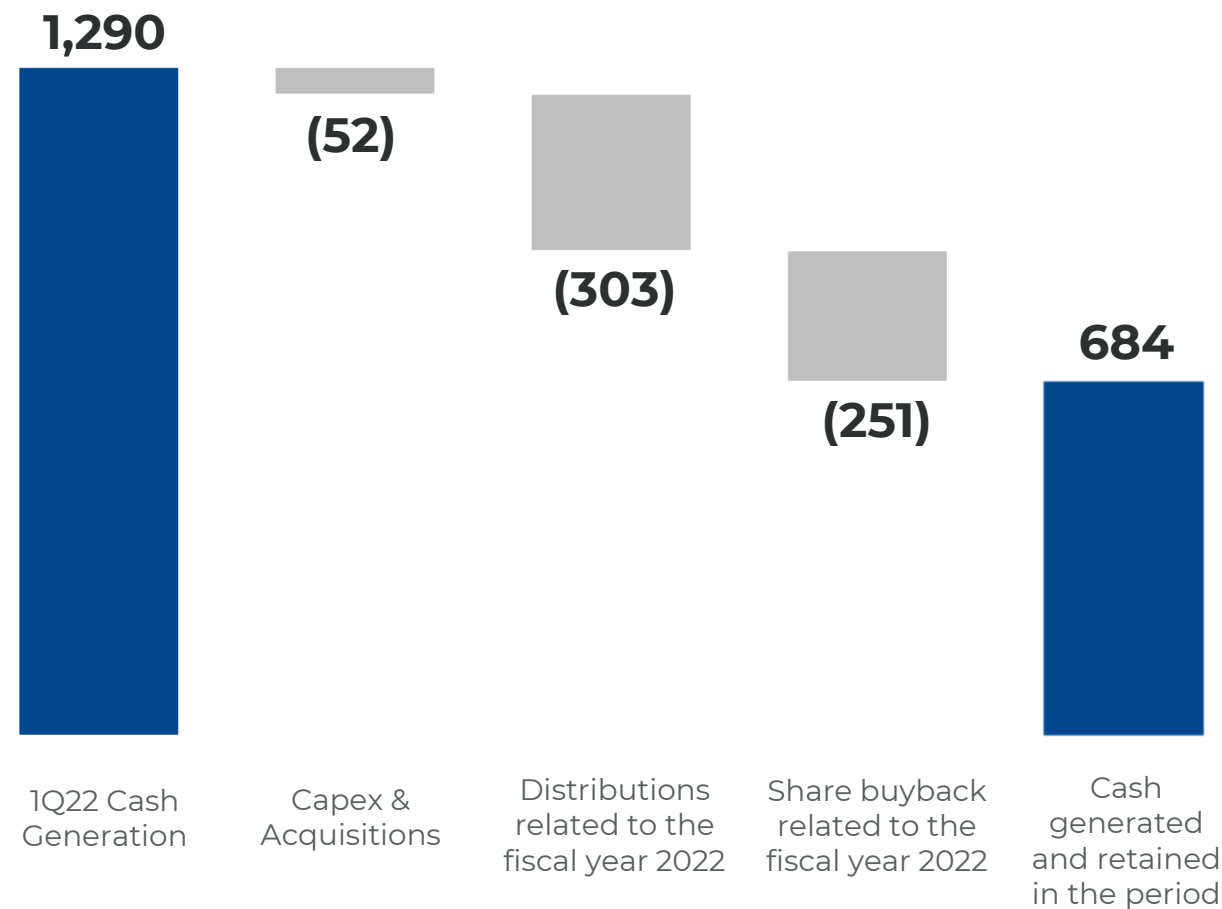


## Financial highlights

### Cash Generation (R\$ million)

	1Q22	1Q21	4Q21
Adj. net cash from operating activities <sup>1</sup>	1,666	1,562	1,837
Net cash from investment activities <sup>2</sup>	-59	89	2
Net cash from financing activities before distributions <sup>3</sup>	-318	-104	-140
<b>Cash generation (before distributions, capex and acquisitions)</b>	<b>1,290</b>	<b>1,548</b>	<b>1,700</b>

### Cash Destination – 1Q22 (R\$ million)



<sup>1</sup> Cash flow from operating activities, adjusted by the variation of financial investments and third-parties collateral. <sup>2</sup> Cash flow from investment activities other than capex and acquisitions. <sup>3</sup> Cash flow from interest and amortization paid and debt issued in the period.

# Appendix



# Financial Statements

## Adjusted expenses (Ex-Neoway)

(In R\$ millions)	1Q22	1Q21	1Q22/1Q21 (%)	4Q21	1Q22/4Q21 (%)
<b>Expenses (ex-Neoway)</b>	<b>(792.1)</b>	<b>(661.2)</b>	19.8%	<b>(804.2)</b>	-1.5%
(+) Depreciation and amortization	269.5	264.4	1.9%	255.2	5.6%
(+) Long term stock-based compensation	38.4	41.6	-7.8%	35.7	7.5%
(+) Provisions (recurring and non-recurring)	13.7	4.4	215.3%	28.5	-51.7%
(+) Revenue-linked expenses	61.4	59.2	3.9%	74.6	-17.6%
(+) Projects write-off	-	-	-	17.2	-
(+) Extraordinary M&A expenses	18.5	-	-	12.3	50.7%
<b>Adjusted expenses</b>	<b>(390.6)</b>	<b>(291.7)</b>	<b>33.9%</b>	<b>(380.8)</b>	<b>2.6%</b>

## Adjusted expenses

(In R\$ millions)	1Q22	1Q21	1Q22/1Q21 (%)	4Q21	1Q22/4Q21 (%)
<b>Expenses</b>	<b>(856.4)</b>	<b>(661.2)</b>	29.5%	<b>(810.3)</b>	5.7%
(+) Depreciation and amortization	275.9	264.4	4.4%	255.7	7.9%
(+) Long term stock-based compensation	47.5	41.6	14.2%	35.7	33.2%
(+) Provisions (recurring and non-recurring)	14.7	4.4	237.0%	28.5	-48.4%
(+) Revenue-linked expenses	67.9	59.2	14.7%	74.6	-9.0%
(+) Projects write-off	-	-	-	17.2	-
(+) Extraordinary M&A expenses	18.5	-	-	12.3	50.7%
<b>Adjusted expenses</b>	<b>(431.9)</b>	<b>(291.7)</b>	<b>48.1%</b>	<b>(386.4)</b>	<b>11.8%</b>
<i>Core business expenses</i>	(324.6)	(258.2)	25.8%	(340.7)	-4.7%
<i>Non-core expenses – New initiatives and new business</i>	(107.3)	(33.5)	219.8%	(45.6)	135.0%



# Financial Statements

## EBITDA

(In R\$ millions)	1Q22	1Q21	1Q22/1Q21 (%)	4Q21	1Q22/4Q21 (%)
<b>EBITDA</b>	<b>1,704.2</b>	<b>1,999.9</b>	<b>-14.8%</b>	<b>1,624.6</b>	<b>4.9%</b>
(+) Reversal of non-recurring provisions	-	(53.6)	-	-	-
(+) Write-off of projects	-	-	-	17.2	-
(+) Extraordinary M&A expenses	18.5	-	-	12.3	-
<b>Recurring EBITDA</b>	<b>1,722.7</b>	<b>1,946.3</b>	<b>-11.5%</b>	<b>1,654.1</b>	<b>4.1%</b>
<i>Recurring EBITDA margin</i>	<i>75.4%</i>	<i>83.1%</i>	<i>-766 bps</i>	<i>75.9%</i>	<i>-50 bps</i>
<b>Recurring EBITDA (ex-Neoway)</b>	<b>1,741.1</b>	<b>1,946.3</b>	<b>-10.5%</b>	<b>1,656.1</b>	<b>5.1%</b>
<i>EBITDA margin (ex-Neoway)</i>	<i>77.5%</i>	<i>83.1%</i>	<i>-559 bps</i>	<i>76.1%</i>	<i>142 bps</i>

## Net income reconciliation

(In R\$ millions)	1Q22	1Q21	1Q22/1Q21 (%)	4Q21	1Q22/4Q21 (%)
<b>Net income (attributable to shareholders)</b>	<b>1,100.9</b>	<b>1,256.0</b>	<b>-12.3%</b>	<b>1,091.6</b>	<b>0.9%</b>
(+) Reversal of non-recurring provisions	-	(53.6)	-	-	-
(+) Tax impacts from non-recurring items	(6.3)	18.2	-	(11.4)	-45.1%
(+) Projects write-off	-	-	-	17.2	-
(+) Extraordinary M&A expenses	18.5	-	-	12.3	50.7%
(+) Impairment	-	-	-	4.1	-
(+) Amortization of intangibles (Cetip combination)	126.9	115.5	9.9%	115.5	9.9%
<b>Recurring net income</b>	<b>1,240.0</b>	<b>1,336.1</b>	<b>-7.2%</b>	<b>1,229.2</b>	<b>0.9%</b>
(+) Deferred Tax (goodwill from Cetip combination)	119.6	119.6	-	119.6	-
<b>Recurring net income adjusted by goodwill tax benefit</b>	<b>1,359.6</b>	<b>1,455.7</b>	<b>-6.6%</b>	<b>1,348.9</b>	<b>0.8%</b>
(-) Net income Neoway	(18.3)	-	-	(1.7)	-
<b>Recurring net income adjusted by goodwill tax benefit (ex-Neoway)</b>	<b>1,378.0</b>	<b>1,455.7</b>	<b>-5.3%</b>	<b>1,350.6</b>	<b>2.0%</b>

Note: amortization of intangible amount net of taxes, calculated at a rate of 34% applied to the deductible portion.





# Adjusted expenses<sup>1</sup> (Ex-Neoway)

(R\$ million)

**Adjusted personnel<sup>2</sup>**

(+27.0%): new hires, and annual salary adjustment by inflation

**Data processing**

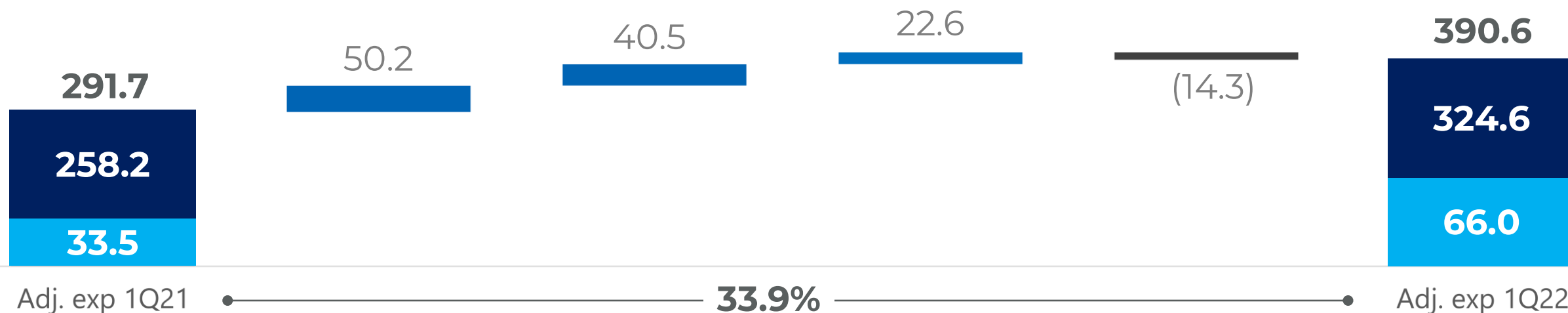
(+58.3%): development of new initiatives

**Third-party services**

(+189.2%): higher M&amp;A expenses

**Others<sup>3</sup>**

(-58.7%)



(in R\$ million and % of total adjusted expenses)

	Adjusted Personnel	Data Processing	Third-party services	Others
<b>1Q22</b>	235.9 (60.4%)	110.1 (28.2%)	34.6 (8.8%)	10.1 (2.6%)
<b>1Q21</b>	185.7 (63.7%)	69.6 (23.9%)	12.0 (4.1%)	24.4 (8.4%)
<b>4Q21</b>	223.9 (57.9%)	106.7 (27.6%)	30.8 (8.0%)	25.0 (6.5%)

Core Expenses

Non-Core Expenses

<sup>1</sup> Adjusted to exclude (i) depreciation and amortization; (ii) long-term stock-based compensation (principal + payroll taxes); (iii) provisions; (iv) revenue-linked expenses; (v) expenses with write-off of projects; and (vi) extraordinary M&A expenses. <sup>2</sup> Excludes the long-term stock-based compensation (principal + payroll taxes). <sup>3</sup> Includes expenses with communication, maintenance, taxes, board and committee members compensation and others.