



Acquisition of Neoway

October 2021

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 works in.

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Data services offering is one of B3's main growth initiatives

Capital markets have **great potential** to be explored in data services

B3 has **valuable and exclusive data** for the credit and retail markets, aside from financial markets

Our ambition is to create value by **using technology to combine data from B3 and other sources** via robust and flexible platforms

The full potential of our data projects can be reached more quickly through partnerships or **strategic investments**



Serve a
~R\$4bn Total
Addressable Market

Incorporate
unique
capabilities

Increase **product
offering**

Accelerate
go-to-market

**Acquisition of
One of the
Largest Big
Data and
Artificial
Intelligence
Companies in
Brazil**

Neoway: Unique and Complementary Capabilities to B3



Platform

High quality and **hard to replicate**

Excellent **perception of quality** in the market



People

Neoway **talent team** strengthen B3 team

Experience in **product modeling**

Offices in **Florianópolis and São Paulo**



Go-to-market

Accelerates **time-to-market** of product launches

Dedicated **sales team**

Large **client base**



Data Base

Extensive and unique base

Data search and capture tools



Data Engineering

Strengthen **engineering and data modeling capabilities**



Neoway 

**Focus on
Big Data
and
Artificial
Intelligence** 

Overview

- Founded in 2002
- SaaS platform in 2012 (subscription)
- More than 3,000 data sources
- Product verticals: sales & marketing, credit management, risk & compliance, fraud prevention, and legal analysis
- **450 employees** and **+500 clients** in its base
 - Financial institutions: 52% of revenues in 2020

Leadership



Carlos Eduardo Monguilhott
CEO



Rafael Karkle
CFO



Fernanda Baggio
CMO



Michele Martins
VP-HR



Rodrigo Moreira
CPO



Lucas de Paula
CTO



Rodrigo Barcia
Chief Transformation Officer



Luciana Silveira
CCO



Matheus Branco
COO

Main Corporate Applications



Queries tool for deep searches and market analysis



Management and flow of **leads** for tracking opportunities among clients and suppliers



Distribution of opportunities in **maps** for identifying geographic patterns



Pathfinder: map economic groups and relate parties in the entire value chain



Complete market overview through a **dashboard** for competition and target market analysis

Key Figures

Operational and Financial Highlights



~R\$190 mm
2022E Net Revenue



~18% of revenue
invested in R&D
since 2018



100% solutions in
Big Data & AI

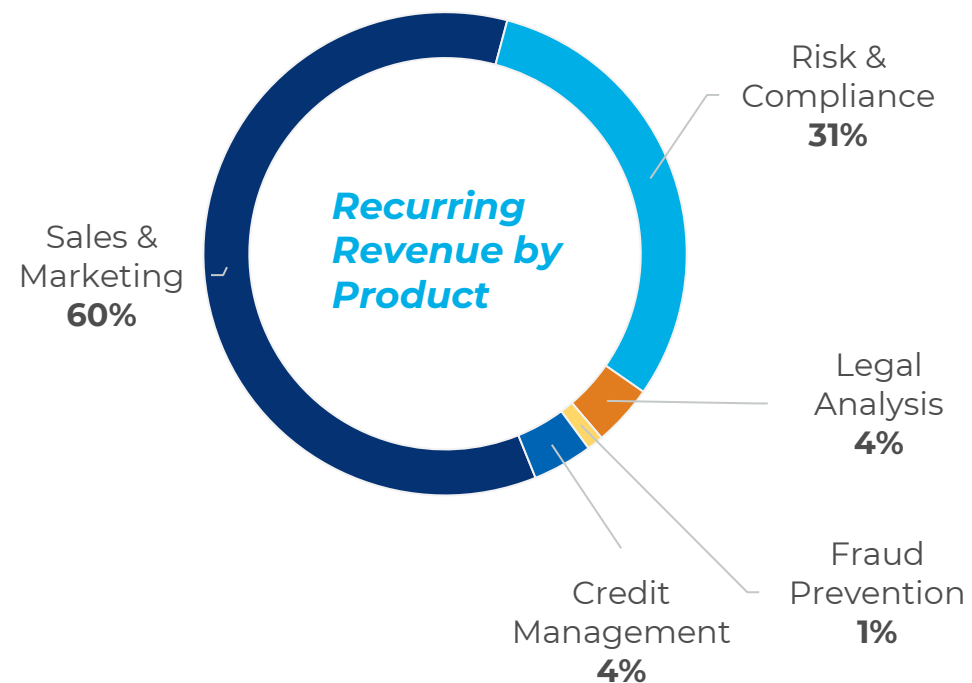


+450
employees



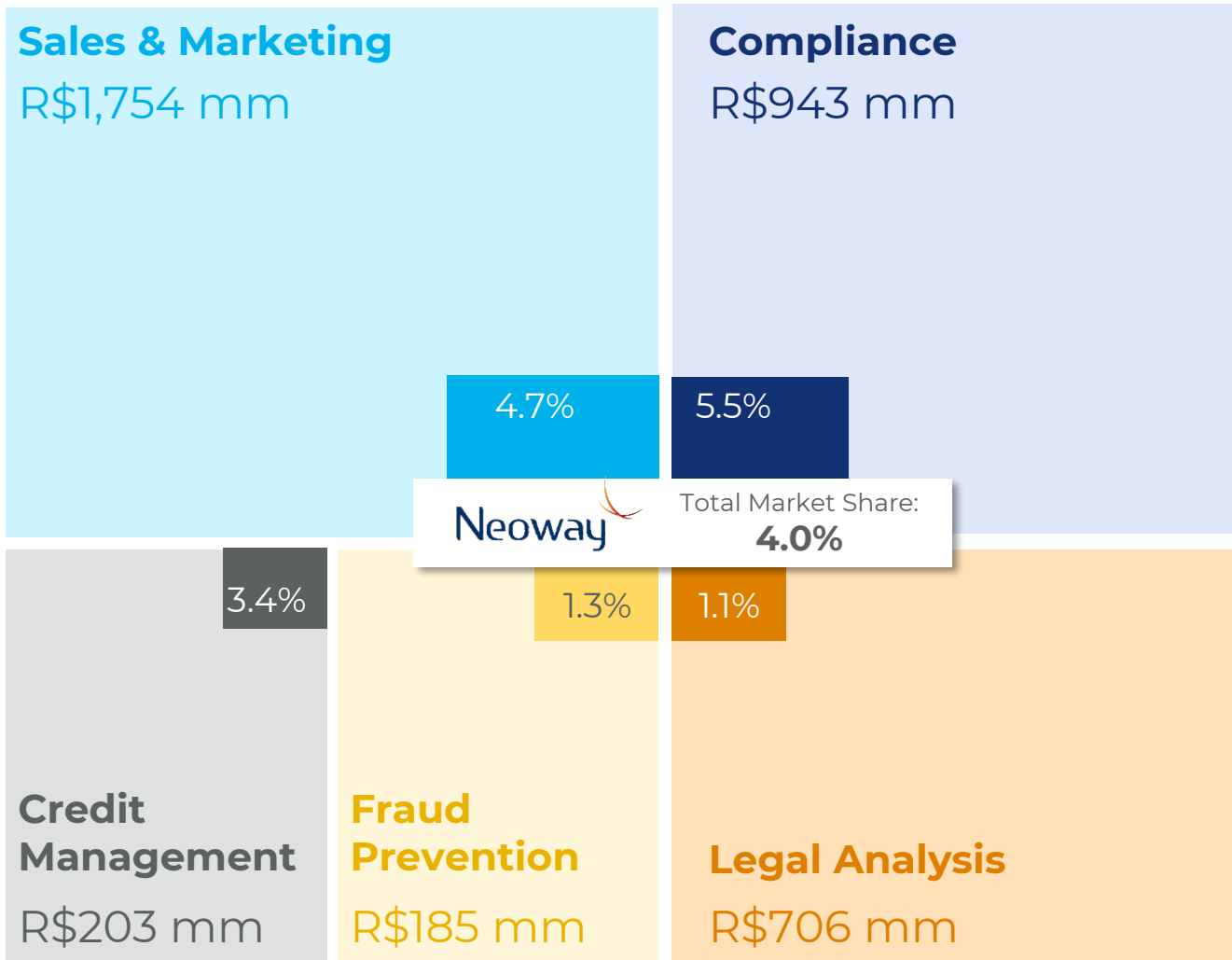
+500
clients

2020 Revenue Breakdown by Segment



Relevant Market with High Consolidation Potential

Total Addressable Market (2021E)



Source: Neoway Data

TAM of
~**R\$4.0**
billion

+36 thousand
companies

Room for
market
consolidation

Clear Opportunities to be Captured

01

Acceleration of go-to-market:

Tested and efficient platform, and in use by clients

02

Improvement of Product-Market-Fit:

More agile platform, combining an even greater volume of data

03

Increase in Client Retention

Potential of churn reduction from B3's relationship

04

Increase of Penetration and Upsell:

Strengthening the relationship with current clients and prospecting new clients



Transaction Structure and Next Steps

Transaction Structure and Next Steps

100% acquisition of Neoway for an EV of R\$1.8 billion

- 100% cash acquisition with B3's cash resources
 - R\$12.8 billion cash and cash equivalents position on 2Q2021, reinforced with the R\$3.7 billion bond issuance in September 2021
- EV / 2022E Revenue: 9.5x (pre synergies)

Key people's retention pack

B3 will **invest +R\$200 million** in Neoway over the next 5 years

Approval at the EGM to be called in the coming days

Customary **precedent conditions** before closing (including CADE and CVM approvals)

[B]³

Neoway 