



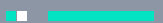
Results Presentation **4Q22**

March 23, 2023

Disclaimer



The statements contained in this document related to business prospects, projections on operating and financial results and those related to Locaweb's growth perspectives are merely projections and, as such, are based exclusively on the expectations of the Board about the future of the business. These expectations depend materially on market conditions, the performance of the Brazilian economy, the sector and international markets and, therefore, are subject to changes without notice. All variations presented here are calculated based on numbers in thousands of reais (unless otherwise stated), as well as rounding. This performance report includes accounting and non-accounting data such as operational, organic and pro forma financial data and projections based on the expectations of the Company's Management. The non-accounting data have not been reviewed by the Company's independent auditors



Fernando Cirne
CEO

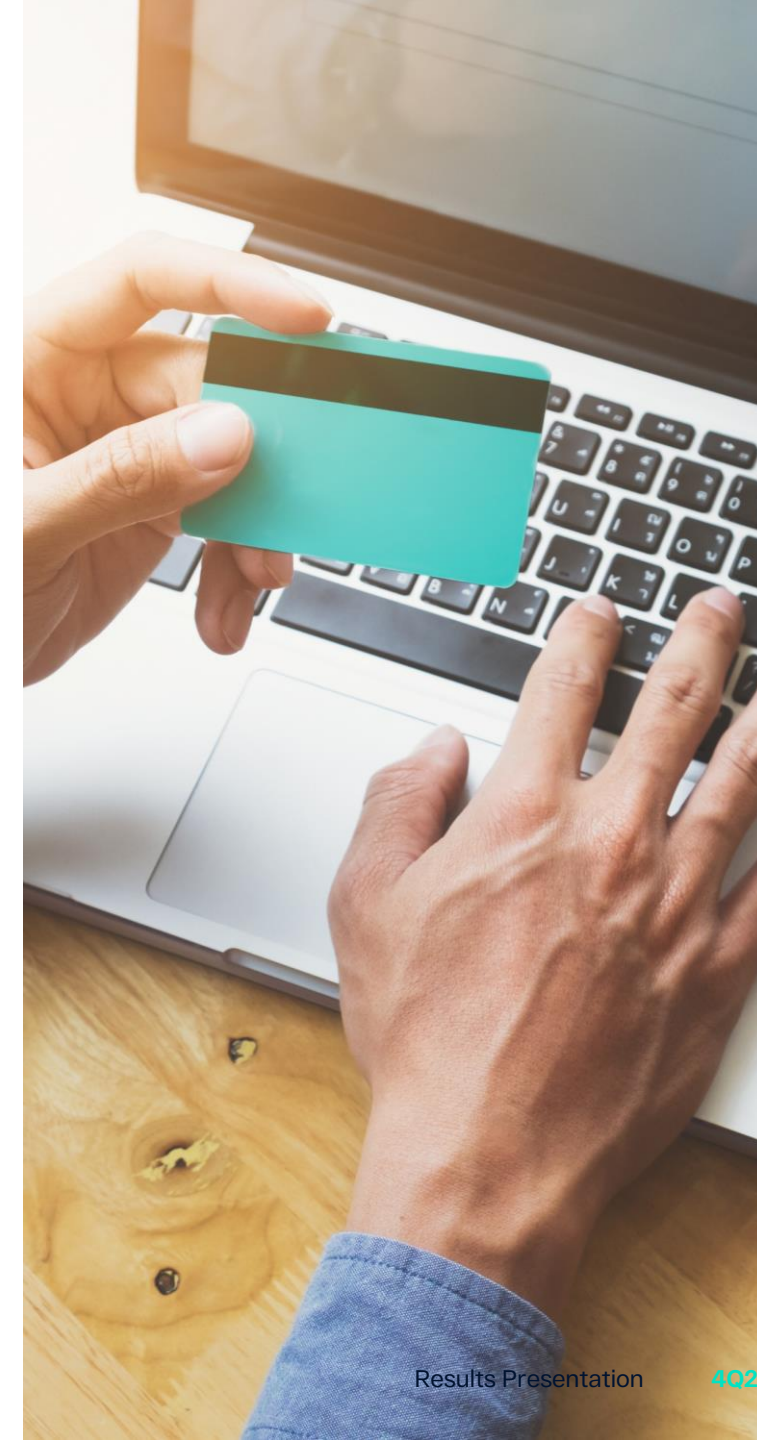
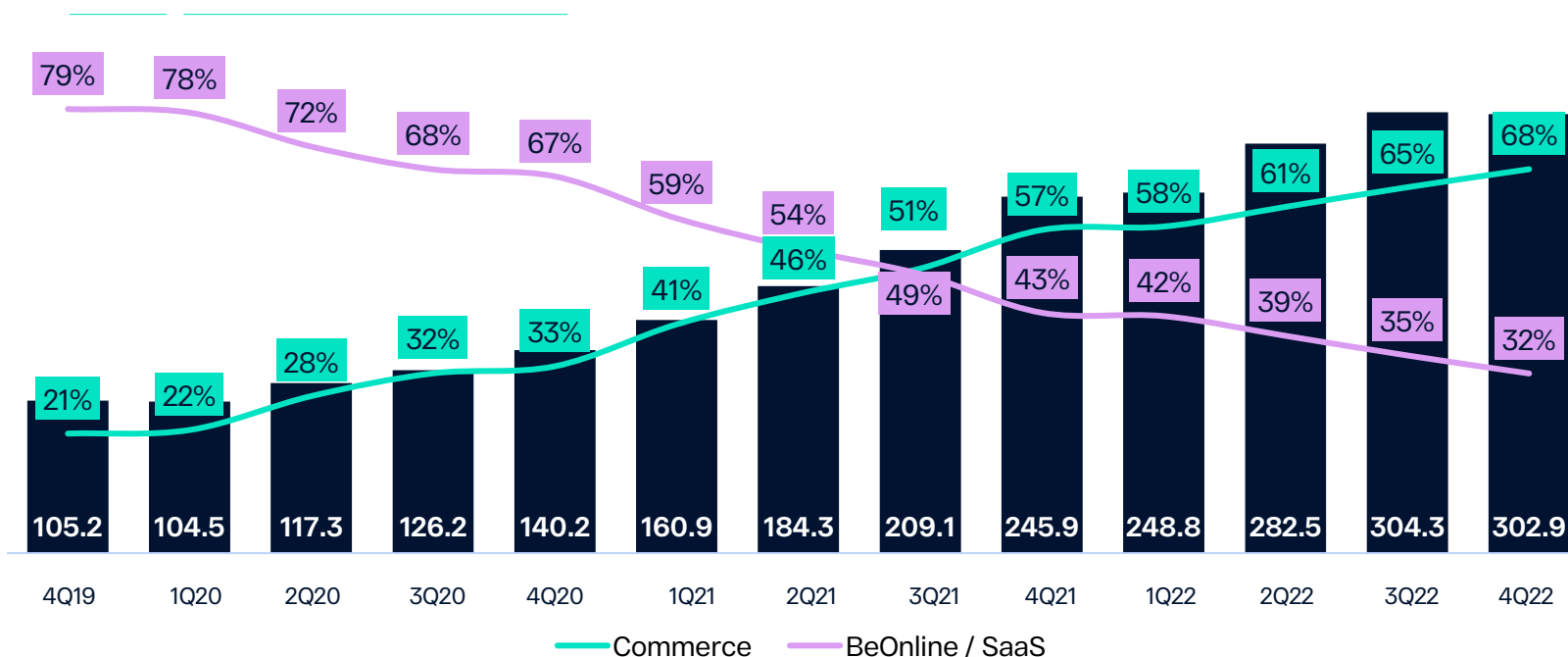
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Quarter Highlights

- Net Revenue showed growth of **23.2%** in 4Q22 vs 4Q21. In 2022, growth was **42.3%**
- Increase in Net Revenue in the Commerce segment in 4Q22 was **46.3%** and **81.9%** in 2022
- Commerce segment already accounts for **68%** of the Group's Net Revenue
- **Acquired** companies continue posting **strong growth**
- Ebitda margin evolution of acquired companies
 - **+2.3 p.p.** vs 3Q22
 - **+9.1 p.p.** vs 4Q21
- Net Income of **R\$ 18.9 million** (R\$ 30.3 million in 2022)
- Recurring e-commerce customer base (Tray, Bagy, Dooca, and Bling) continued to show consistent **growth in** 4Q22 and reached **162.0 thousand subscriptions**
- We kept up the pace of **adding customers** in the Commerce segment for the 6th consecutive quarter
- The ecosystem generated **R\$ 143 billion in GMV**

Commerce already accounts for 68% of the group's Revenue

Consolidated Net Revenue



Consistent evolution of the
e-commerce paying
subscriber base

tray.

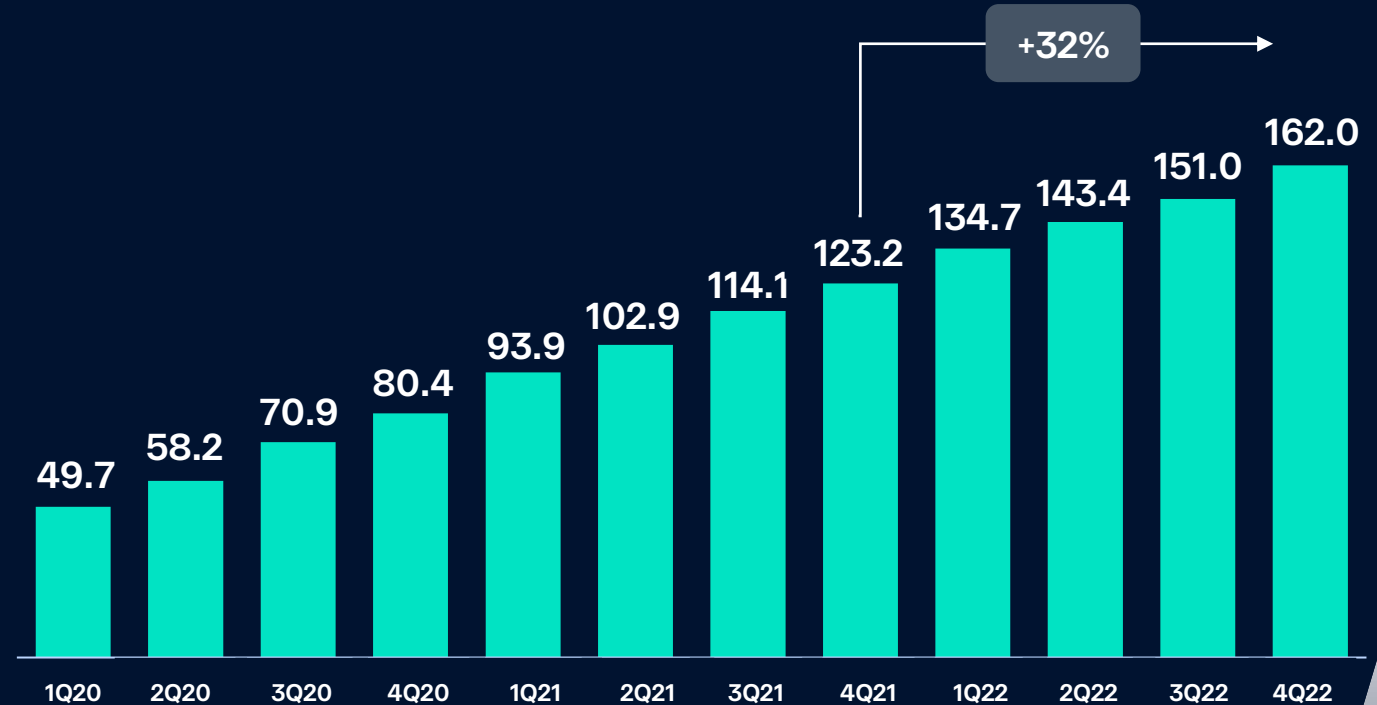
bling!

DOOCA
COMMERCE

bagy

E-commerce subscribers

Thousands



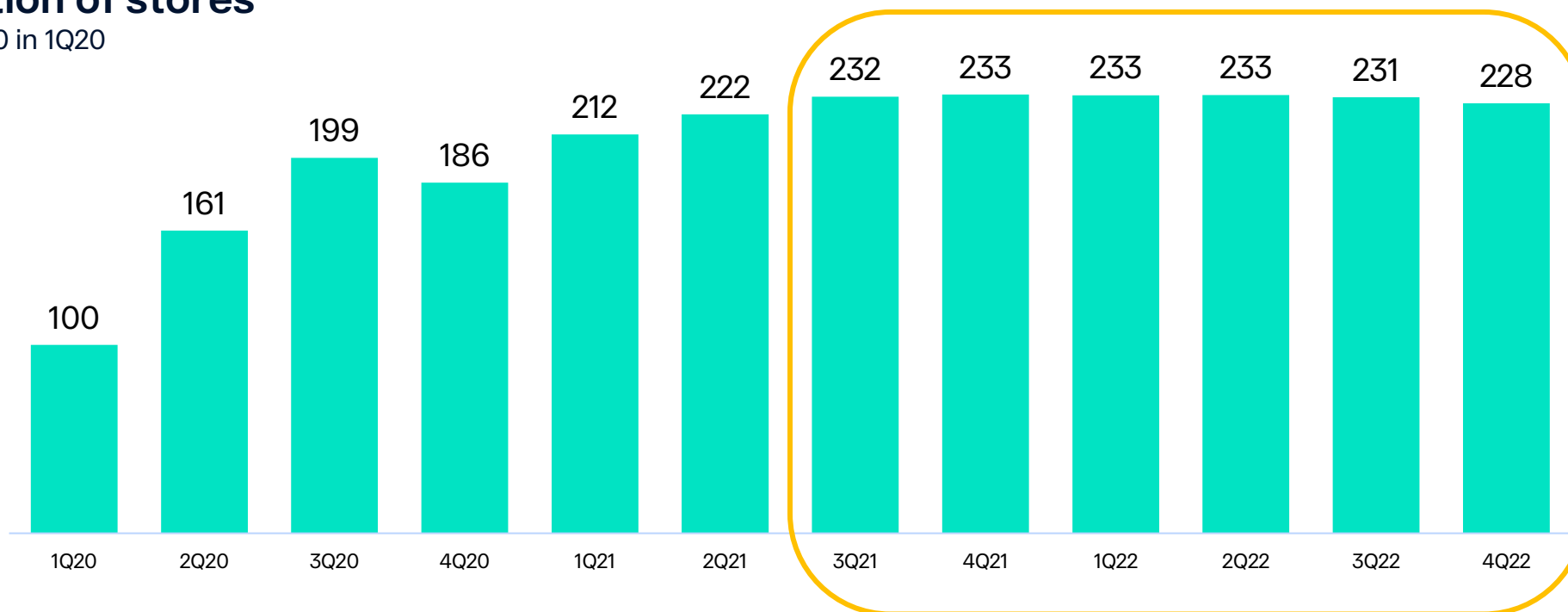
Total customer volume of the Commerce operation during the 4Q was 400 thousand unique customers



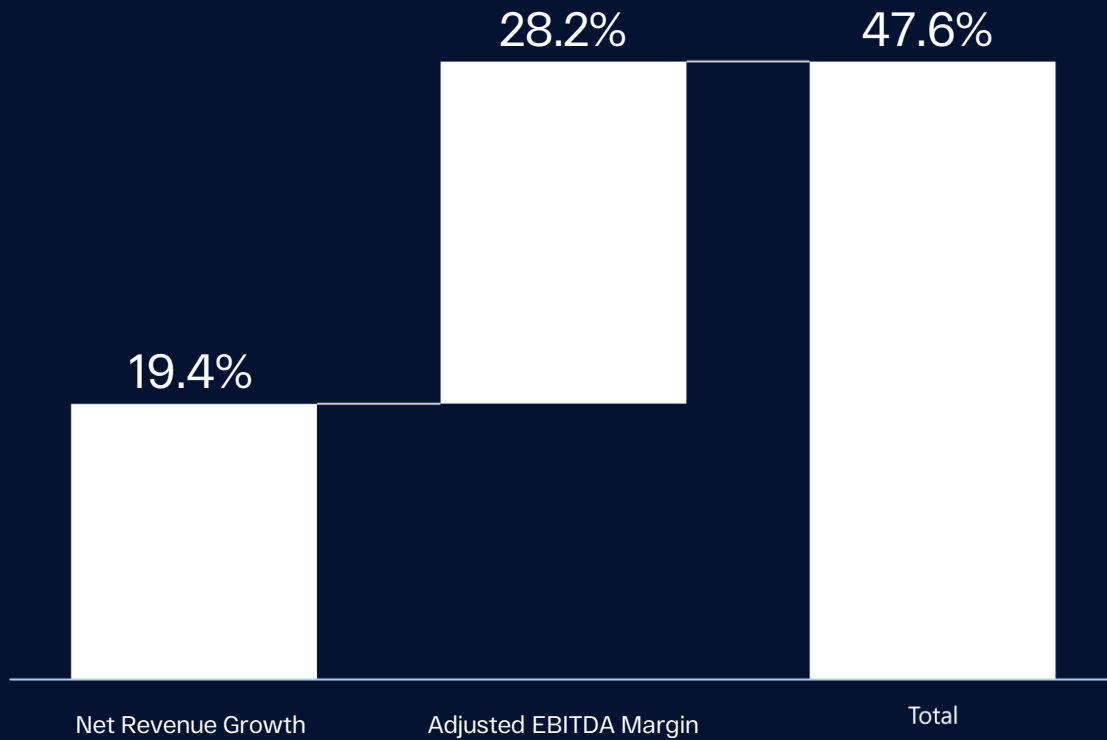
Maintaining the pace of adding new e-commerce subscribers

Addition of stores

Base 100 in 1Q20

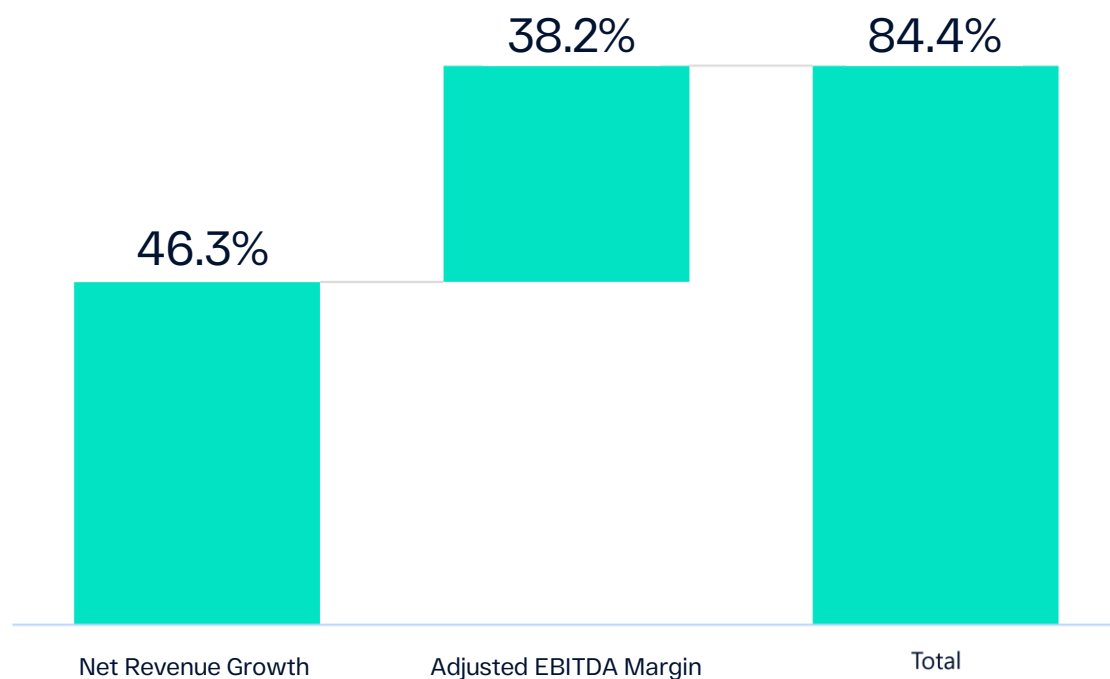


Rule of 40 – Consolidated Organic Operation (BeOnline / SaaS and Commerce)



Rule of 40
Consolidated organic operation reached **47.6%** in 4Q22

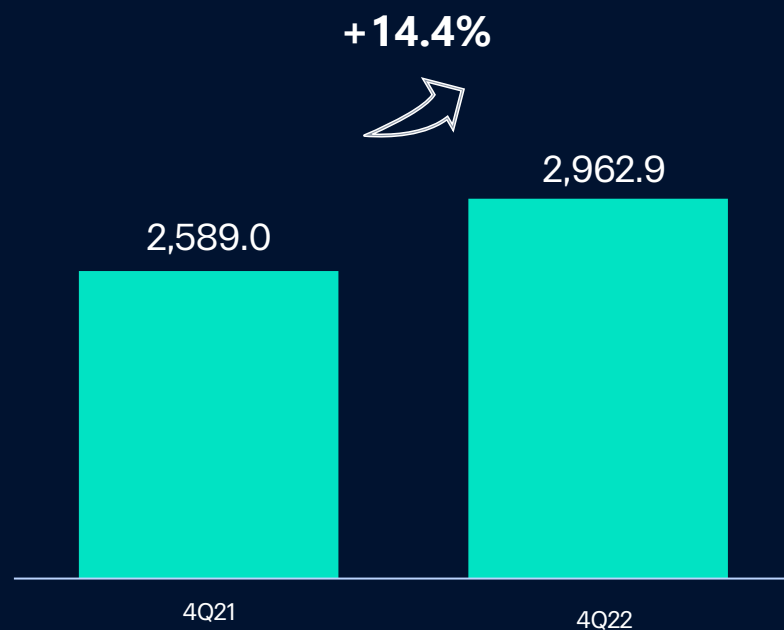
Rule of 40 – Organic Operation of the Commerce segment



Rule of 40 – Commerce organic operation reached **84.4%** in 4Q22

GMV of e-commerce Platform

R\$ million

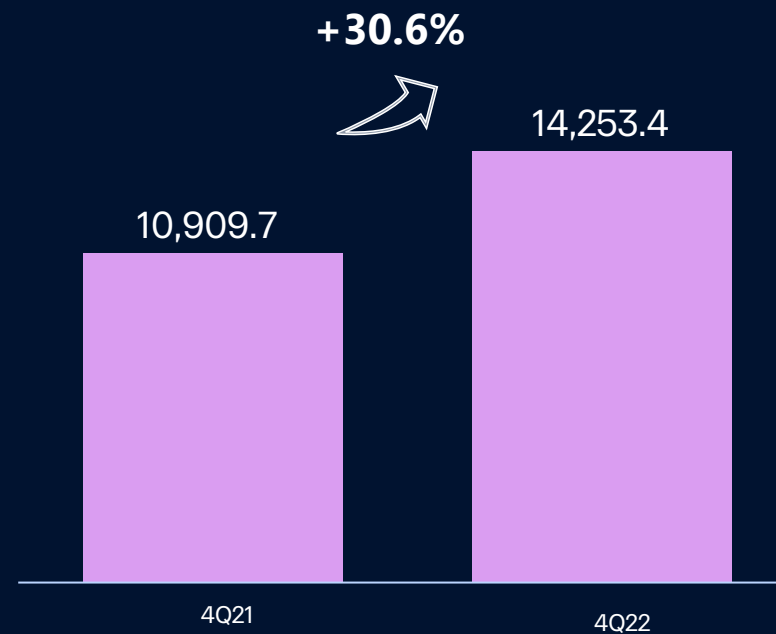


GMV on the e-commerce
Platforms.

GMV on our clients' own stores grew **22% YoY**

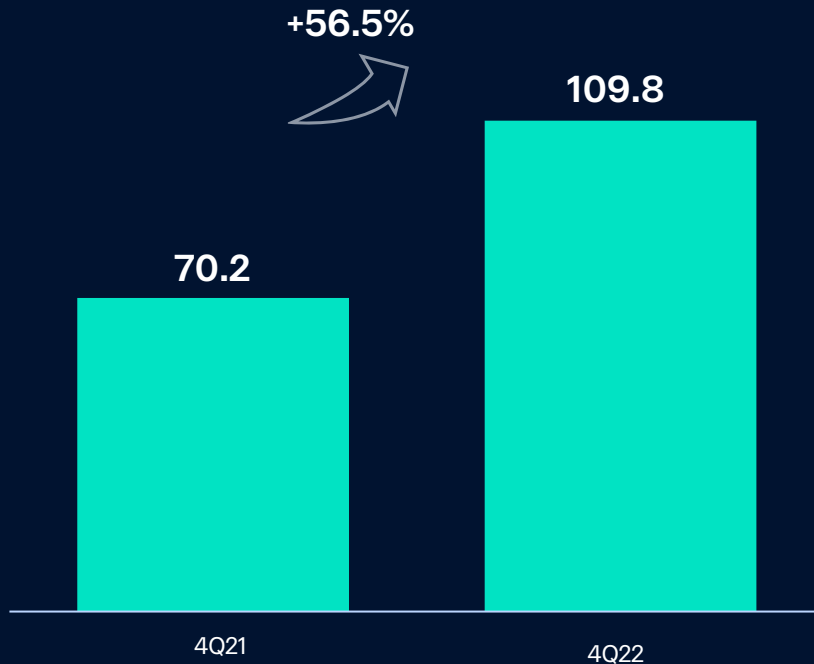
Ecosystem GMV

R\$ million



GMV on e-commerce platforms plus GMV traded on
marketplaces via ERP operations and marketplace
integrators

Growth in Net Revenue of the five largest acquired companies (Bling, Melhor Envio, Squid, Vindi, and Octadesk)

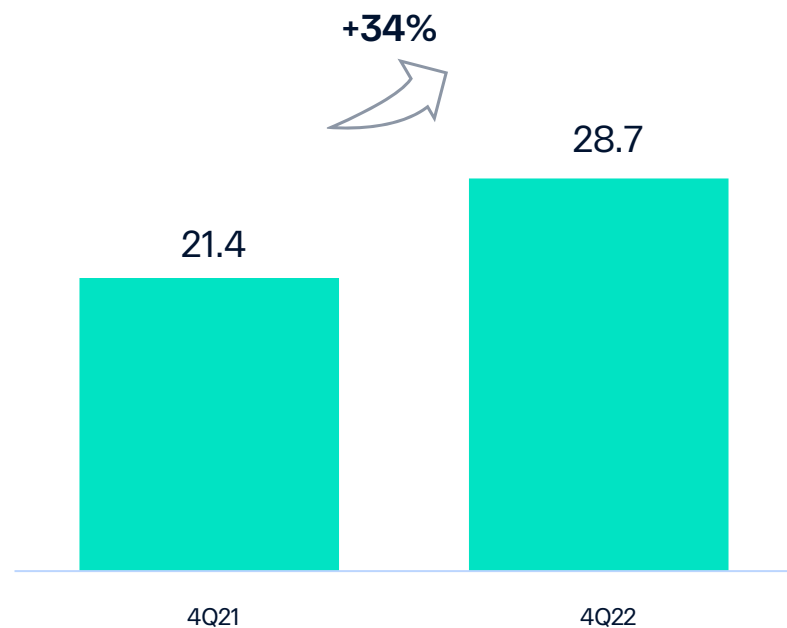


The **five largest acquisitions** account for **88%** of the revenues of all the acquired companies after the IPO

Operational Performance of the Largest Acquired Companies

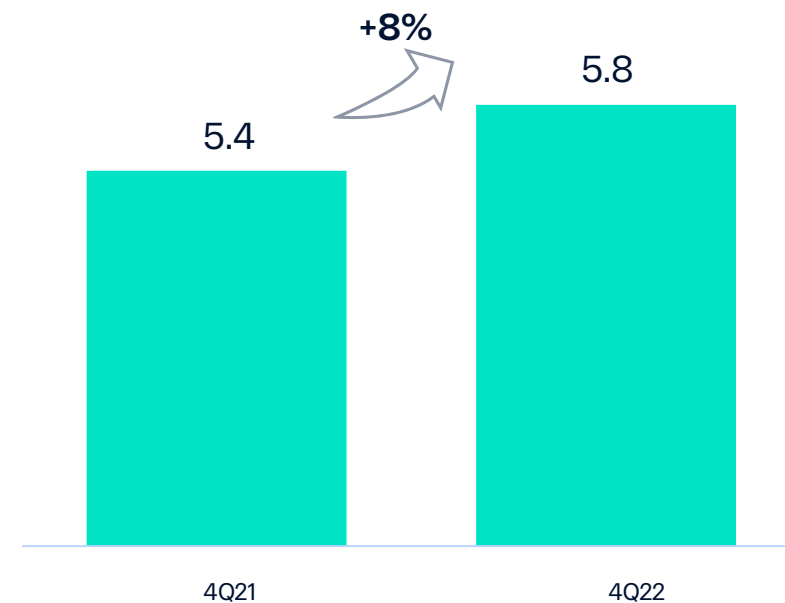
GMV of Bling Invoices (on and offline)

R\$ billion



Number of tags generated in Melhor Envio

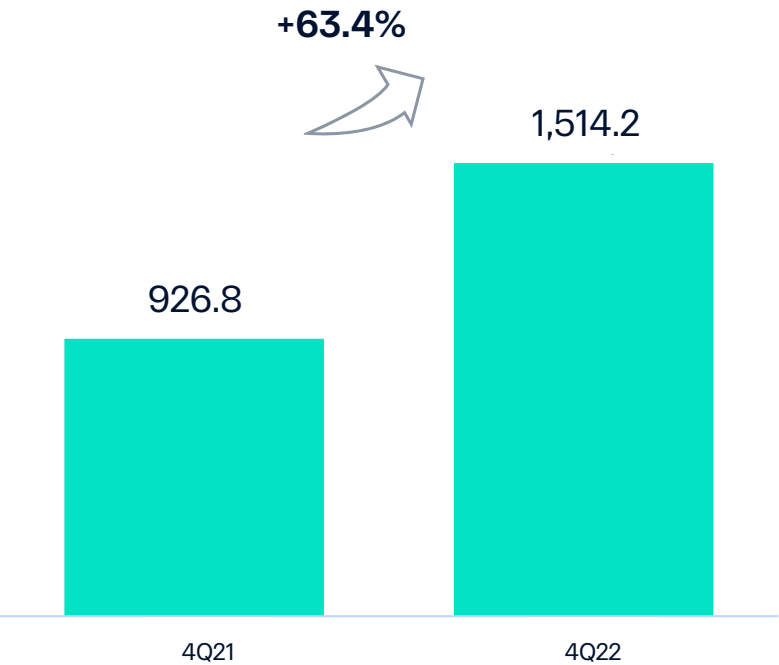
Em million



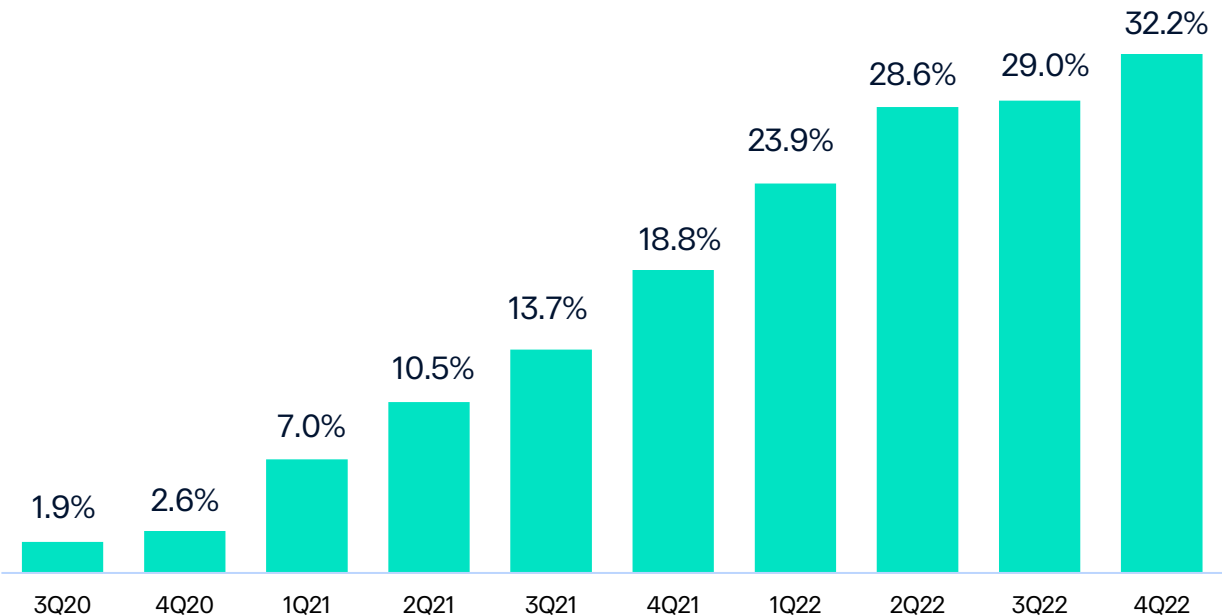
Net Revenue grew above 33% driven by the change in the business model

Means of payment - Vindi

TPV
R\$ million



% of TPV generated in the synergies



What to expect of 2023

- We will continue to grow our **Net Revenue** above the e-commerce market in Brazil:
 - Evolution of our products
 - Cross selling
 - Increased addressable market with new launches such as Wake
- Focus on strong **EBITDA** growth
 - Operating leverage of acquired companies, which has been showing significant growth
 - Continuity of the operations consolidation process
 - Strict cost control to ensure profitability gain, even in a more challenging external scenario
- **Cash generation** is likely to grow in view of a proportionally lower growth in Capex and Financial Expenses.



Results



Rafael Chamas
CFO and IRO

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4Q22 Results Highlights



+23%

Net Revenue in 4Q22 vs 4Q21
(R\$ 302.9 million)



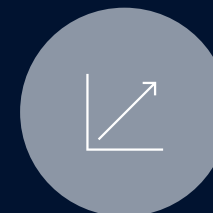
+46%

Commerce Net
Revenue in 4Q22 vs
4Q21



+31%

Ecosystem GMV in 4Q22
vs 4Q21



+32%

Platform Subscriber Base
(162.0 thousand subscribers)



+63%

TPV in 4Q22 vs 4Q21
R\$ 1.5 bi



16.1%

Adjusted EBITDA Margin
+3.2 p.p. vs 4Q21



R\$ 19 mm

Net Income in 4Q22



R\$ 1.4 bi

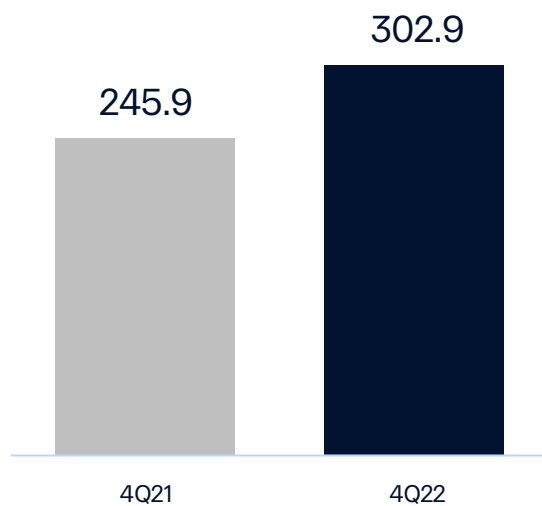
Net cash position

Net Revenue 4Q22

Consolidated

R\$ mi

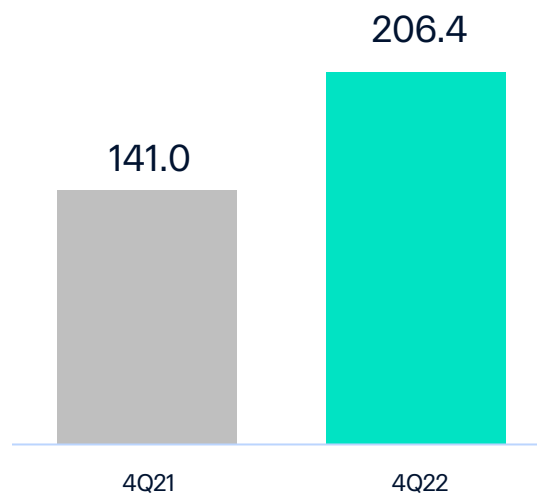
+23.2%



Commerce

R\$ mi

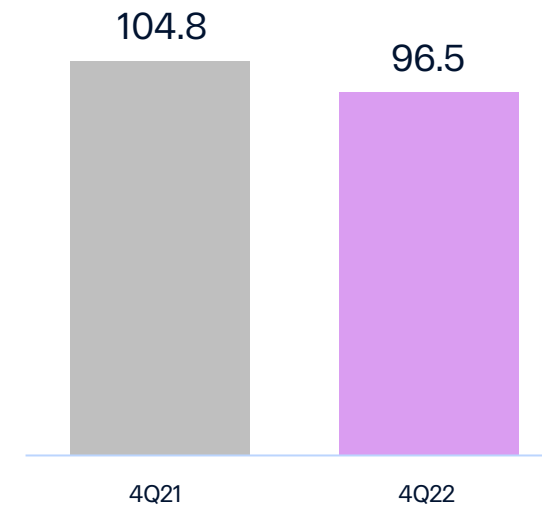
+46.3%



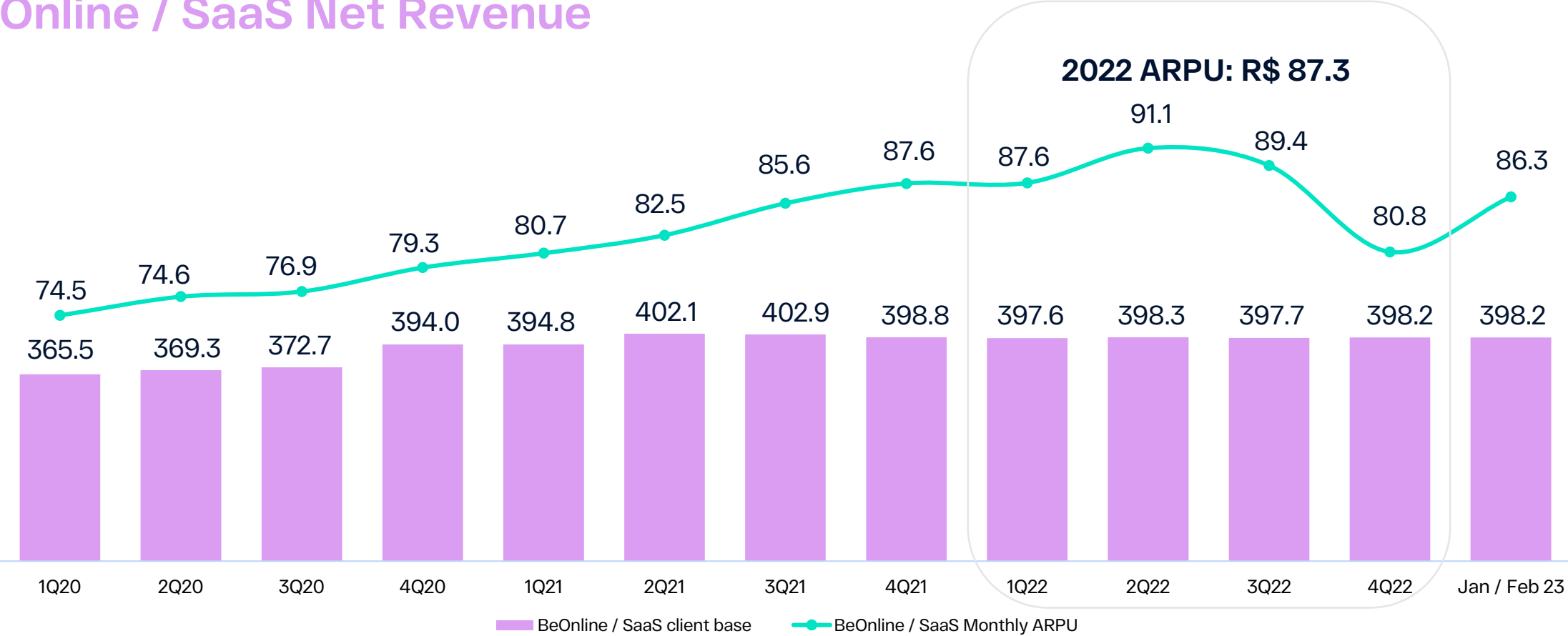
BeOnline / SaaS

R\$ mi

-7.9%



BeOnline / SaaS Net Revenue



ARPU for January and February 2023 at the same level as in 2022

Net Revenue 2022

Consolidated

R\$ mi

+42.3%



800.2

1,138.4

2021

2022

Commerce

R\$ mi

+81.9%



396.8

721.7

2021

2022

BeOnline / SaaS

R\$ mi

+3.3%



403.4

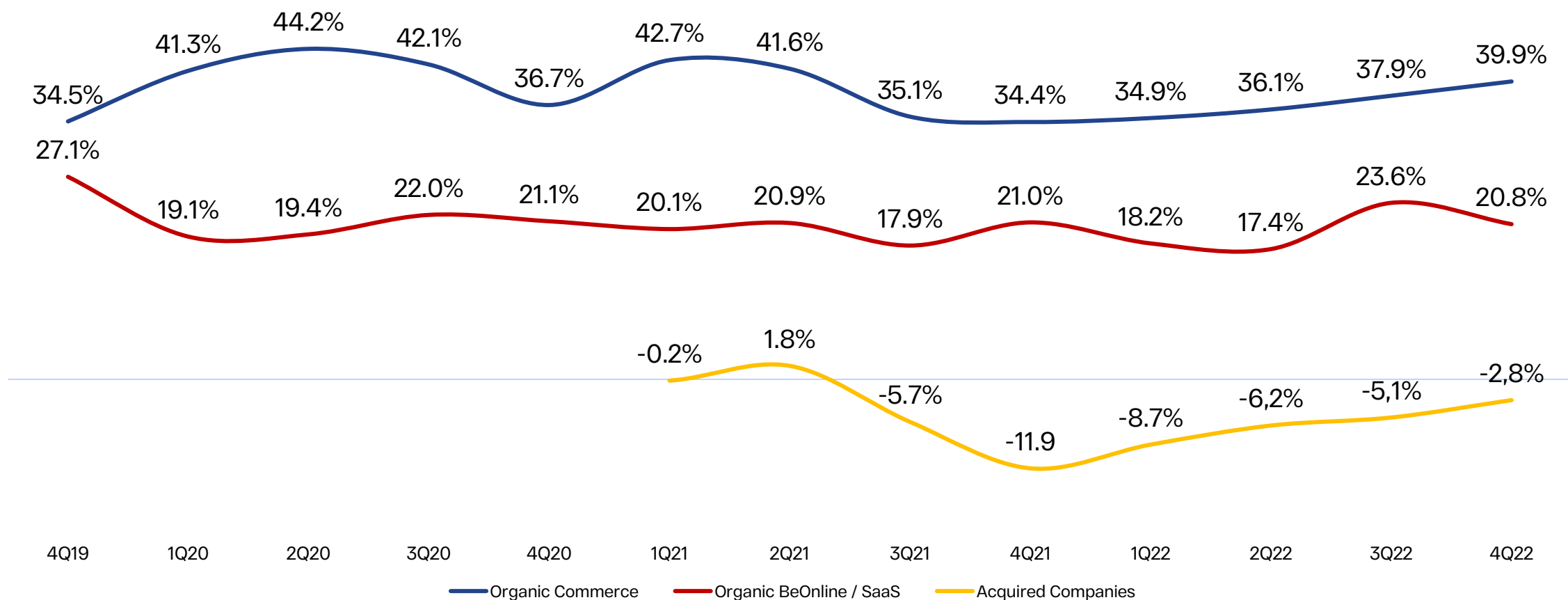
416.7

2021

2022

Margin dynamics

Adjusted EBITDA Margin

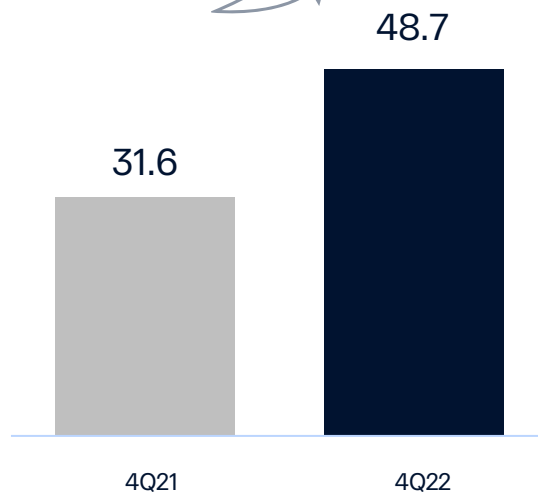


Adjusted EBITDA 4Q22

Consolidated

R\$ mi

+54.1%



Margin

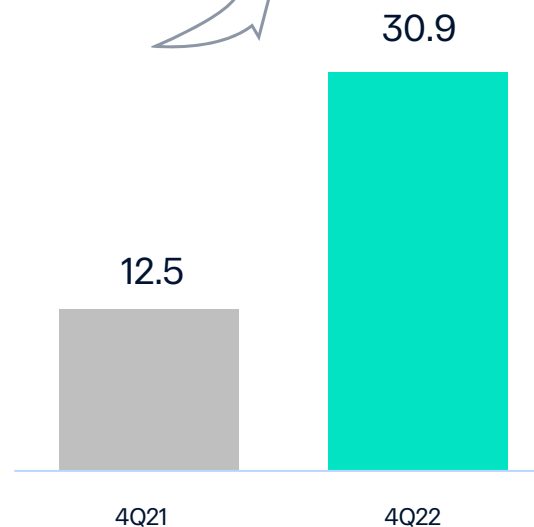
12.9%

16.1%

Commerce

R\$ mi

+146.6%



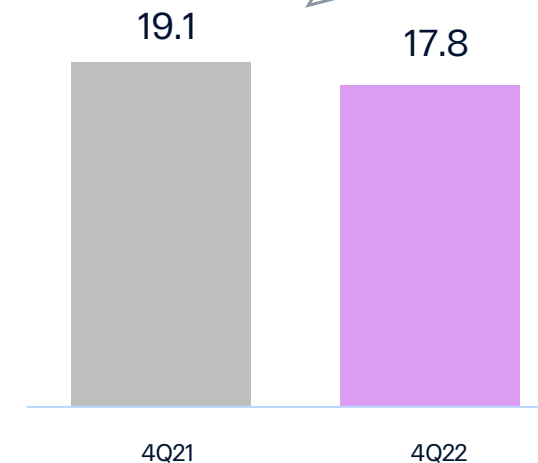
8.9%

15.0%

BeOnline / SaaS

R\$ mi

-6.6%



18.2%

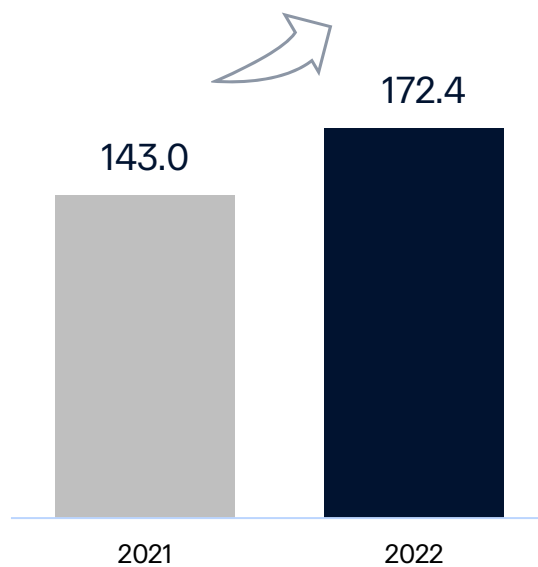
18.5%

Adjusted EBITDA 2022

Consolidated

R\$ mi

+20.6%



Margin

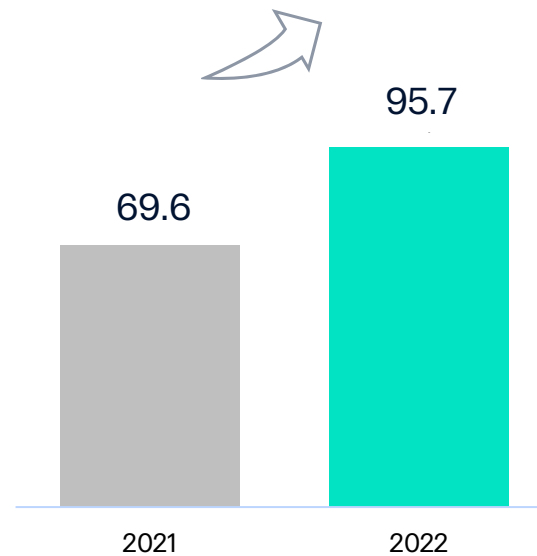
17.9%

15.1%

Commerce

R\$ mi

+37.4%



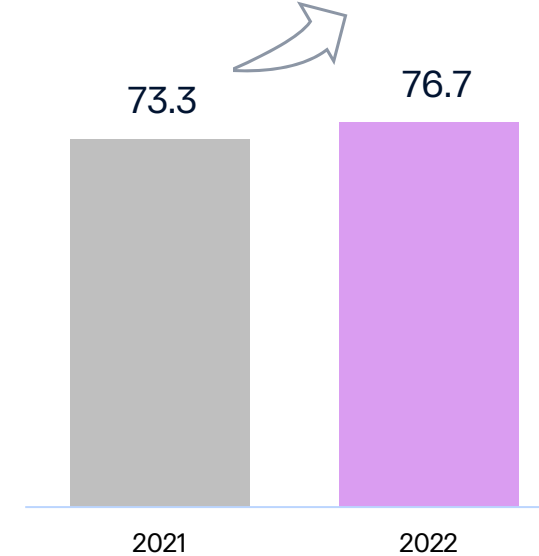
17.6%

13.3%

BeOnline / SaaS

R\$ mi

+4.6%

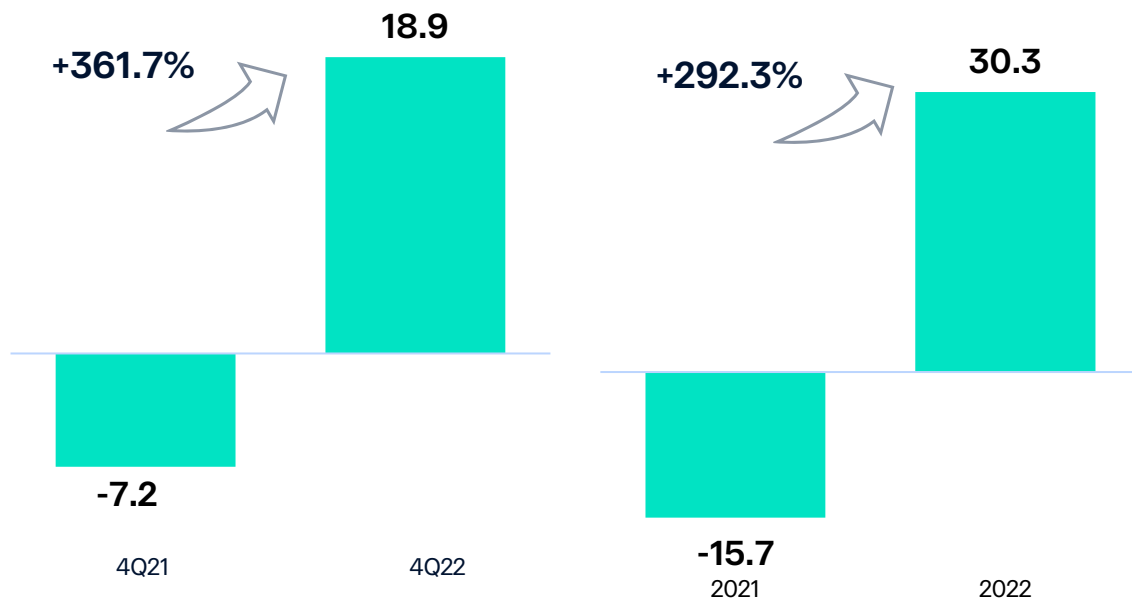


18.2%

18.4%

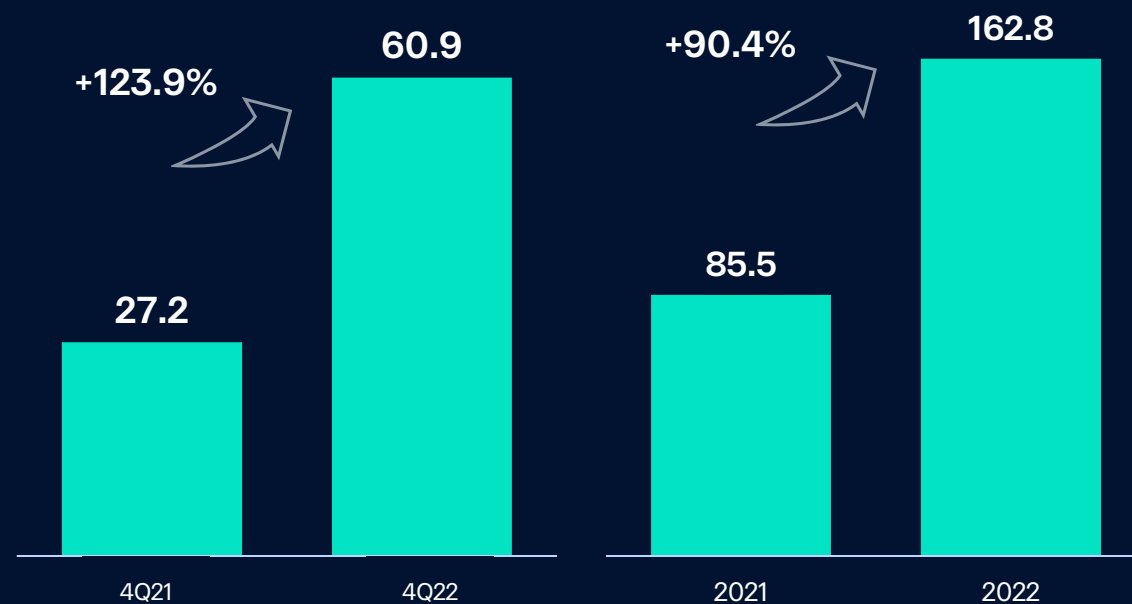
Net Income

R\$ mi

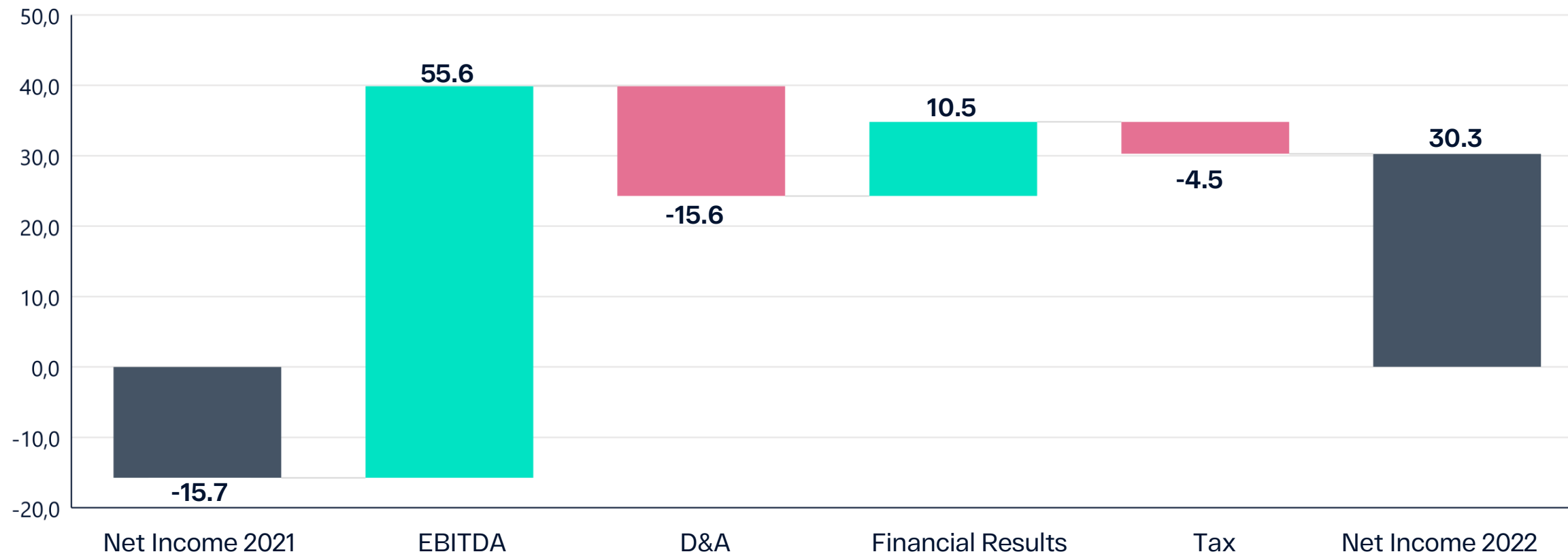


Adjusted Net Income

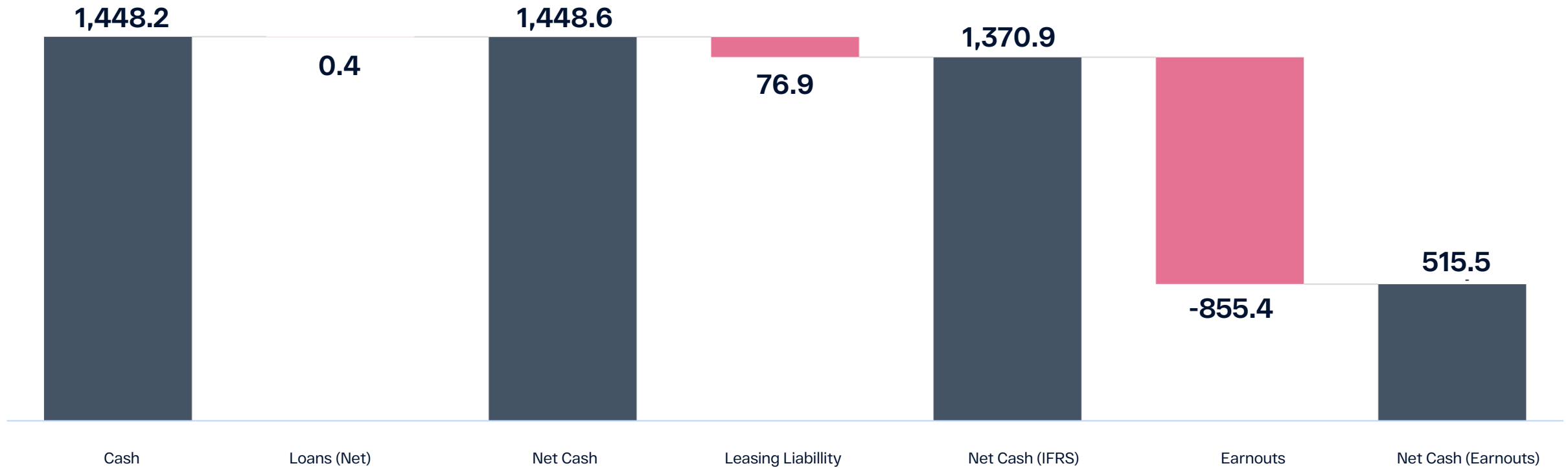
R\$ mi



Net Income 2022



Net Cash Position





Q&A

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