

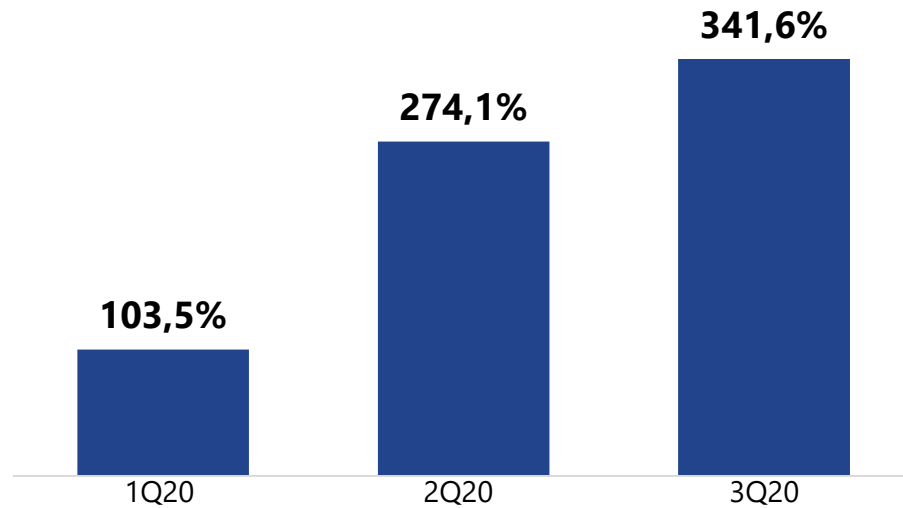


Results Presentation

3Q20

- // We had a quarter with many highlights in **Commerce** and **BeOnline / SaaS** segments
- // We have consistently advanced in our **M&A** agenda: Etus, Social Miner and Vindi
- // Ongoing efforts in **People** and **Sustainability**
- // Despite the economy's reopening, we continue to show a solid increase in the **expansion of new clients** in Commerce (**+341.6%** vs. 4Q19)
- // As a result of the strong entrance of new stores, our customer base **increased drastically in 2020** (**+92%** in 2020)
- // Solid growth in TPV (**+160.8%** vs 3Q19) and GMV (**+ 90.4%** vs 3Q19), reaching **R\$1.9 billion**
- // We also intensified our **Brand Marketing** efforts for Tray, with the objective of **consolidating the brand as a leading platform** for SMBs in Brazil
- // **Market dominance + productivity + scalability** allowed our Commerce segment's **EBITDA margin** to reach **42.1%**

New Stores Added (vs. 4Q19)



GMV's Growth Above the Market

6M20 vs 6M19

- Locaweb: +74%
- Brazilian Market¹: +47%

+57%

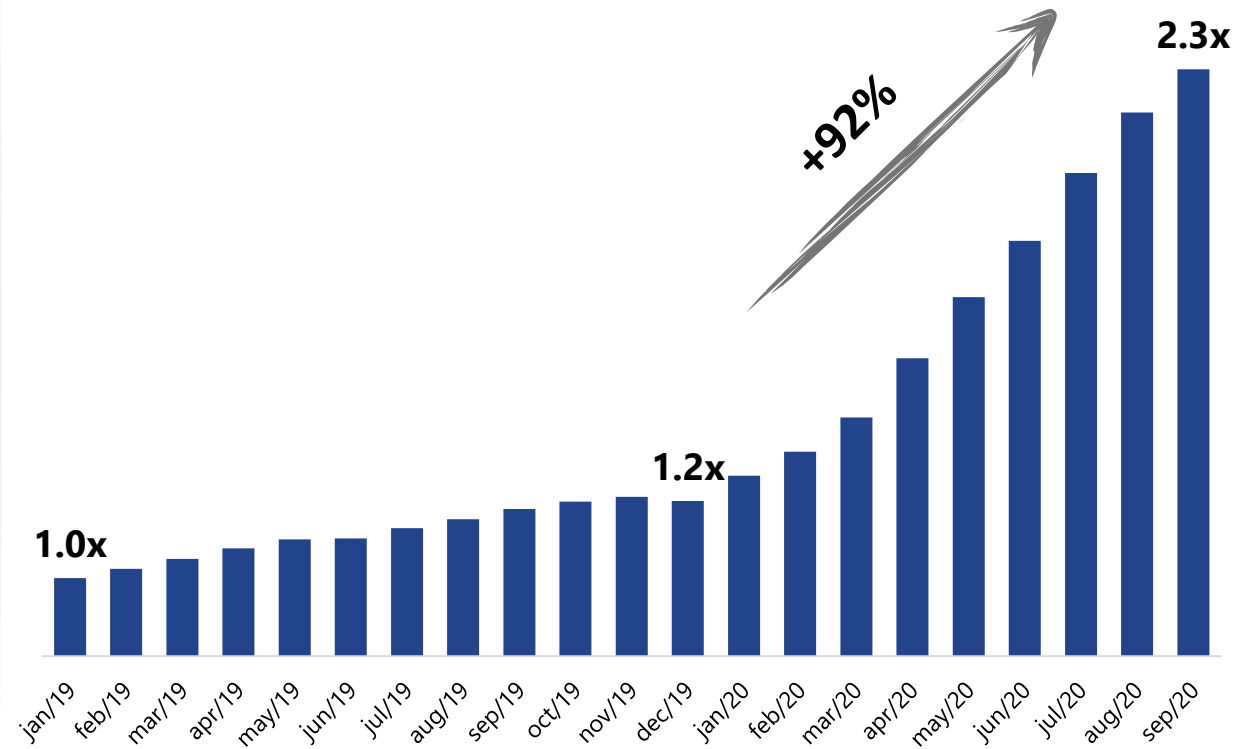
3Q20 vs 3Q19

- Locaweb: +90,4%
- Brazilian Market²: +43,5%

+108%

The GMV of Locaweb's Commerce segment already represents 7.5% of the Brazilian¹ Market's GMV

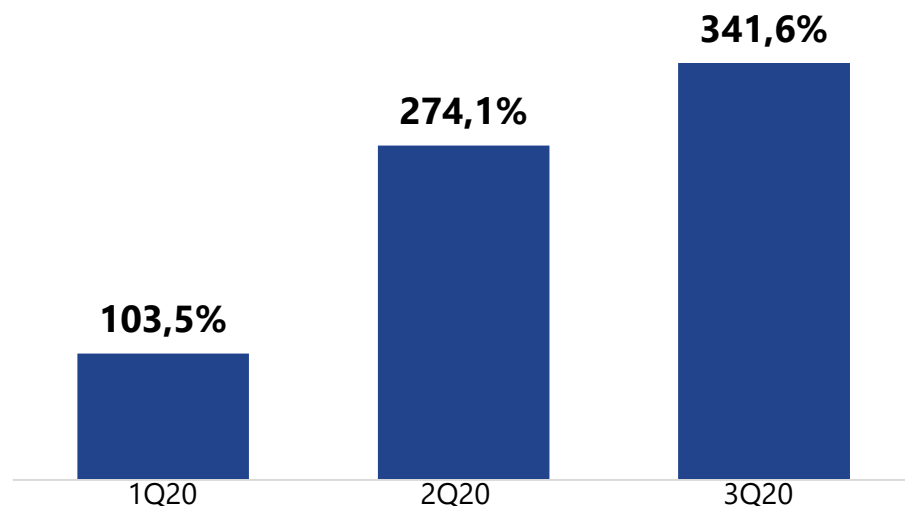
As a result of the strong entrance of new stores, our customer base increased drastically in 2020



(1) Webshoppers 42

(2) E-bit

New Stores Added (vs. 4Q19)



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} **+57%**

3Q20 vs 3Q19

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} **+108%**

The GMV of Locaweb's Commerce segment already represents 7.5% of the Brazilian¹ Market's GMV

Consolidated as the largest and best E-Commerce platform for SMBs in Brazil

Platform with **328** integrations



(1) Webshoppers 42

(2) E-bit



Black Friday Action

TV Globo/Youtube/Facebook/Instagram



QR Code Action

We placed adhesives in the doors of stores with a QR Code for consumers to go to the e-commerce of our store owner

Advertising Boards in Matches of the Brazilian Championship

We sponsor Brazilian Championship matches broadcasted on open TV



Since January, sales of products to SMBs increased by 25% over the same period in 2019, while sales growth in 3Q20 was 24% higher than in 3Q19

Nextios: +100% in sales in 3Q20

- // Sales to the large accounts segment, served by our Nextios brand, went through a **major sales recovery this quarter**, growing over 100% compared to 3Q19, **which will bring good results in this segment in 2021**

SaaS Products on KingHost Base

- // Key step in the **cross-sell** agenda this quarter, making available for KingHost one of Locaweb's most successful products, **Cloud VPS**

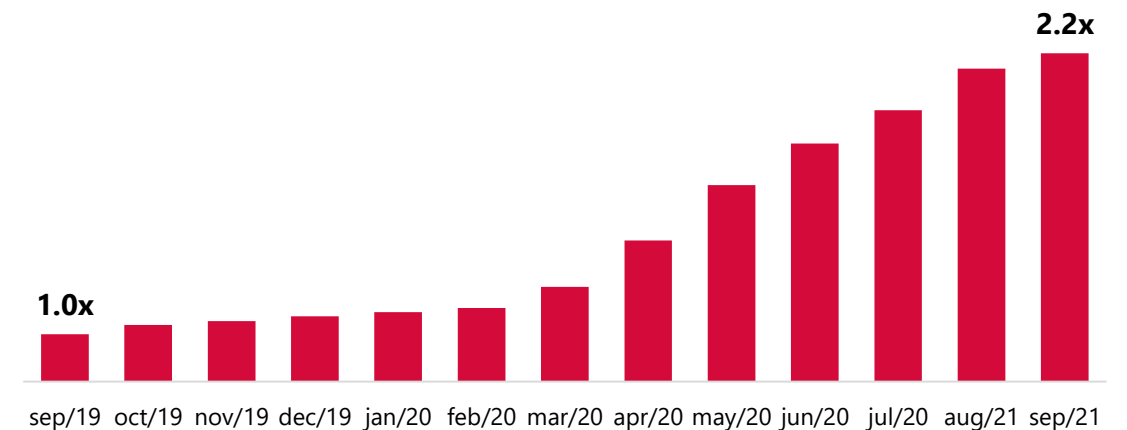
Start of synergies capture at Etus

Integration between Delivery Direto and Yapay

- // Rollout of the integration between Delivery Direto and our payment solution Yapay

Delivery Direto

- // Delivery Direto's customer base has more than doubled since the acquisition in Sep 2019



Common features we look for in our acquisitions:



Recurring revenue



Consolidated Product



Cross-Sell and Up-Sell Potential



Talent Retention



11

Companies with
MoU / transaction
terms being
discussed

2020:
Social Miner,
Etus and Vindi



etus

Company that offers the most complete and robust solution for management and digital marketing on social networks, such as Facebook, Instagram, LinkedIn, Pinterest, and Twitter, among others, and already has over 100,000 brands served



Social Miner

Company offering SaaS platform for e-commerces and retailers to increase sales, engage consumers, convert visitor flows to registrations and/or purchases and decrease the cost of acquiring customers, using big data and artificial intelligence



Vindi

Fintech that offers solutions in the subscription model (plans and monthly fees) and combines recurring billing software with a payment platform

// Great Place to Work (GPTW)

- // Our Tray/Tray Corp/Yapay and KingHost units won the GPTW award, placed among the top 35 Brazilian medium companies to work in 2020

// Inclusion and Diversity

- // 2nd Inclusion & Diversity census of the Company:
 - // Increased presence of women in the company and in leadership positions
 - // Increased number of black people and LGBTQIA+ people identified in the survey
- // We launched the Quero ser Dev 2020 program (I want to be Dev 2020) in Aug/Sep, entirely focused on female developers. We had a total of 983 registrations, 310% more women than last year, from 23 different states

// Social Responsibility | Pillars

- // **Consulting.** Example: #JuntosNoDigital - Initiative created to help small and medium businesses with content on digital presence, finance, e-commerce and marketing
- // **Knowledge.** Example: Partnership with Associação Obra do Berço to train young people to enter the job market
- // **One-Off Actions.** We support over 10 institutions. Example: *Gerando Falcões* and *Anjos da Vida*

// Environment

- // Several measures that minimize the environmental impact from our operations

// Platform Integrations

Reinforcing our position to have the most complete ecosystem for Brazilian ecommerce, this quarter we had 158 new integrations on the platform, reaching 328 integrations that really contribute to our customer's success

// Performance on Black Friday

Optimization of key tools for the store owner's operation and also for the store's performance to increase access by simultaneous buyers. The improvements bring a better use of the platform's caches, leading to more access received without the need to increase the number of servers

// Improved Integration with Mercado Livre

Among the improvements we highlight the display on the ad's health (bringing key information so that store owners may increase their exposure) and also the automatic completion of additional information. Besides optimizing ad ranking, the store owners using Mercado Livre in the "Fulfillment" model will be able to monitor the inventory of their ads in this model directly from the Tray platform

// Integration with Amazon

Evolving our integration with Amazon, Tray now has integration with "FBA Classic". This model will allow the store owners to use storage and logistical operations entirely via Amazon, controlling the inclusion of their products and monitoring the flow of orders through Tray

// Improved Multi-Center Distribution Feature

Thinking about making our corporate solution even more complete, we improved our distribution multi-center feature allowing our store owners to sell with several inventories, and create rules to provide easy pick-up, drive-thru and pick-up at own stores

// SaaS Products at KingHost

We took an important step in the Cross-Sell agenda this quarter, making available for KingHost one of Locaweb's most successful products, Cloud VPS. In this model, Locaweb adapted its product so that KingHost can offer to its customers the product that best fits its customer profile, with all the product's robustness and scalability already offered by Locaweb

// WordPress Application Installer

This quarter, hosting customers benefited from a new WordPress application installer. With it, besides the company's operational efficiency gain, we now provide the customer with a better experience and much more speed in the installation of this content management software (CMS) which is widely used by entrepreneurs and developers worldwide

// Integration between Delivery Direto and Yapay

Reinforcing the synergy between the Group's units, we continue with the rollout of the integration between Delivery Direto and Yapay. Currently around 50% of the customer base is already qualified to use Yapay in the payment system through Delivery Direto platform

// Anti-SPAM Artificial Intelligence Software

We replaced our SPAM filter software with artificial intelligence Anti-SPAM software to provide to Locaweb E-Mail customers more possibilities to filter unwanted messages and more security in email phishing and malware filters. Customers now have more robust and accurate filtering options

locaweb

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Results

Highlights for 3Q20 Results

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+23.8%

3Q20 vs 3Q19 Net Revenue
(R\$126.2 million)

+4.6 p.p.

Increase in the EBITDA margin of the
Commerce segment in 3Q20 vs 3Q19

+90.3%

Commerce's Net Revenue in 3Q20
vs 3Q19

+30.4%

Increase in Adjusted Net Income in
3Q20 (R\$12.5 million)

+90.4%

3Q20 vs 3Q19 GMV
(R\$ 1.9 billion)

**R\$21.5
million**

Cash Generation¹ in 3Q20. In 9M20, cash
generation reached **R\$57.0 million (+46.8%**
vs 9M19)

+160.8%

3Q20 vs 3Q19 TPV
(R\$518.0 million)

**R\$449.3
million**

Net cash Position²

(1) Adjusted EBITDA less Capex

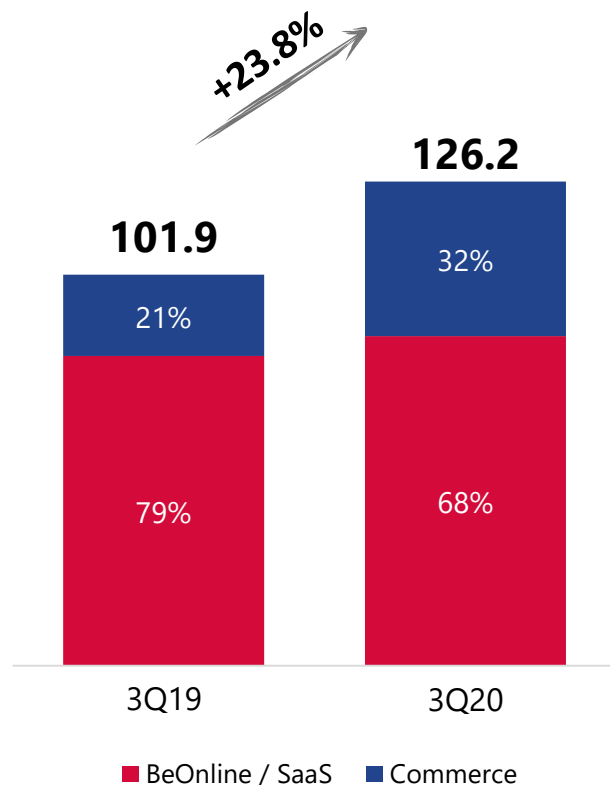
(2) Cash plus derivative income less loans and financing (does not include lease liabilities (IFRS 16))

Net revenue

locaweb

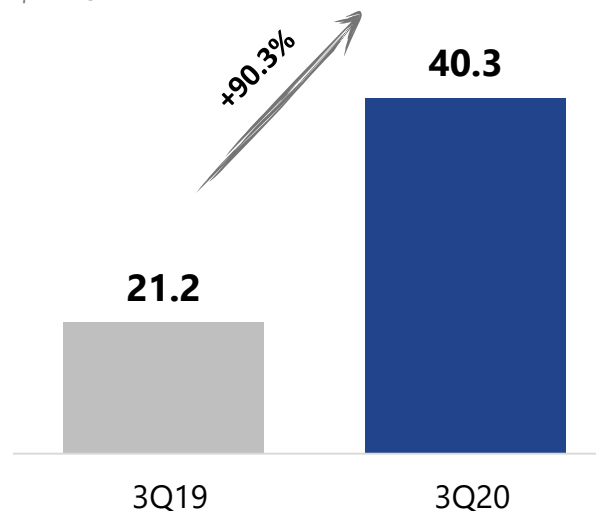
Consolidated

R\$ million



Commerce

R\$ million



GMV

R\$1.9 bn

+90.4% vs. 3Q19

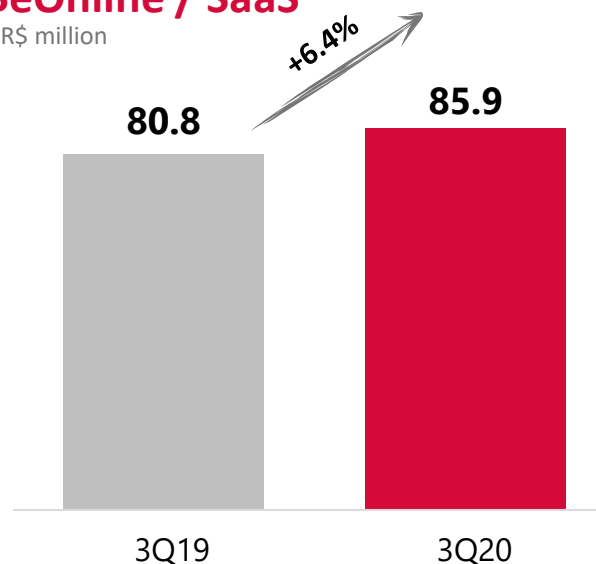
TPV

R\$518.0 million

+160.8% vs. 3Q19

BeOnline / SaaS

R\$ million



Customers

372.7 million

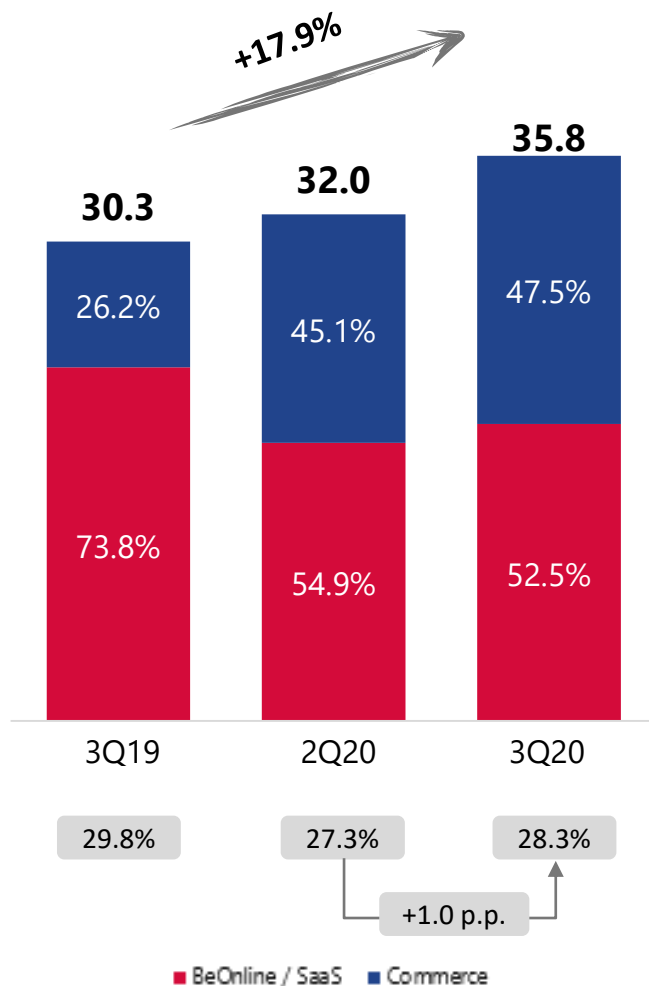
+2.3% vs. 3Q19

Adjusted EBITDA¹

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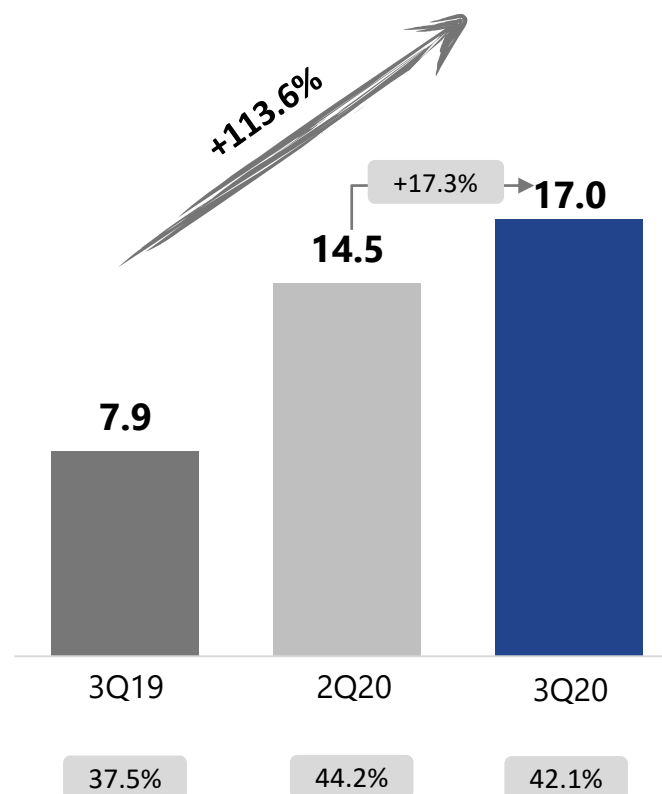
Consolidated

R\$ million
EBITDA margin



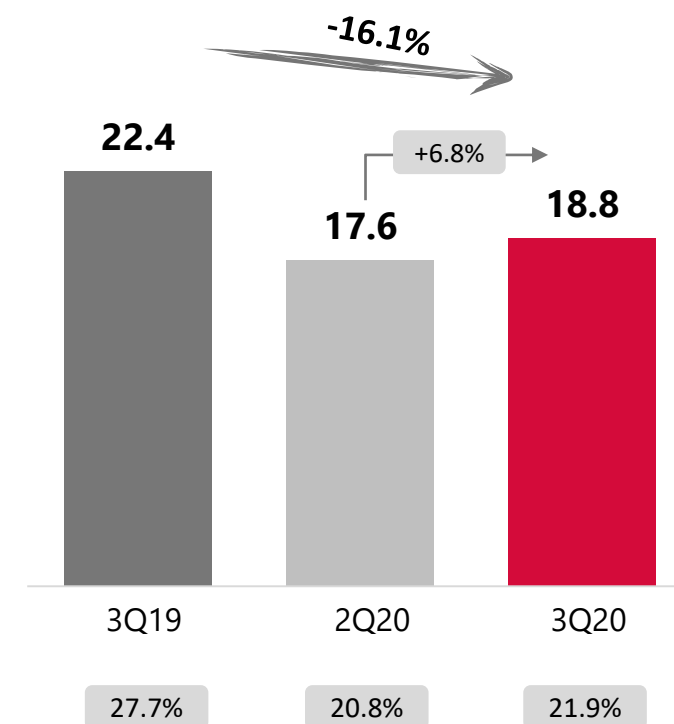
Commerce

R\$ million
EBITDA margin



BeOnline / SaaS

R\$ million
EBITDA margin



(1) Adjusted EBITDA and Adjusted EBITDA Margin are non-GAAP financial metrics. For more information on our use of non-GAAP metrics, please refer to item 3.2. of the Company's Reference Form

Adjusted Net Income

Recomposition of Adjusted Net Income Margin

R\$ million

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Net income

(+) Stock option plan

(+) Intangible amortization

(+) Deferred income tax and social contribution

(+) CPC 06 adjustment

(+) MtM

(+) IPO Expenses

Adjusted net income

Adjusted net income margin (%)

3Q20

3Q19

vs 3Q19

9M20

9M19

vs 9M19

7.8

6.0

30.6%

10.8

11.1

-3.2%

4.2

0.6

647.3%

11.1

1.7

559.2%

1.2

0.3

372.8%

3.4

0.8

328.2%

(0.5)

0.5

-198.9%

(0.9)

0.7

-234.4%

0.0

0.6

-100.0%

1.0

1.8

-45.9%

(0.2)

1.7

-111.6%

(0.8)

1.7

-146.8%

0.0

0.0

n/a

4.3

0.0

n/a

12.5

9.6

30.4%

28.9

17.8

62.1%

9.9%

9.4%

0.5 p.p.

8.3%

6.3%

1.9 p.p.

Increase in Net Income Margin by 0.5 p.p., reaching 9.9% in 3Q20

Cash-generating and well-capitalized Company

Cash Flow

R\$ million

locaweb	3Q20	3Q19
Income (loss) before income taxes	13.8	8.4
Items that do not affect cash	21.2	17.6
Variations in working capital	5.2	(0.3)
Net cash provided by operating activities	40.2	25.7
Capex for permanent assets	(9.0)	(3.9)
Capex for development	(5.3)	(3.1)
Free Cash Flow - After Capex	25.9	18.7
Acquisition	(16.7)	(9.6)
Net cash provided by investment activities	(31.0)	(16.6)
Subscription of capital stock	0.4	0.0
Loan and financing	(21.9)	2.7
Commercial lease	(3.0)	(2.6)
Dividends and interest on equity	0.0	(2.7)
Others	(0.0)	(0.1)
Net cash provided by financing activities	(24.5)	(2.8)
Net increase (decrease) in cash and cash equivalents	(15.3)	6.3

Cash Flow

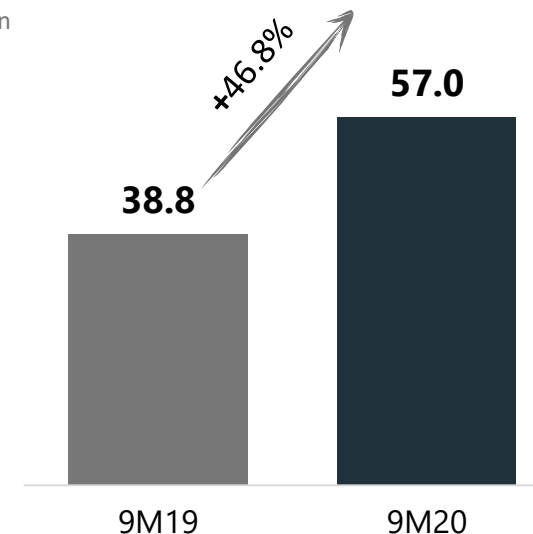
// Cash from Operating Activities: +56%

// Capex

- 2019: In 2019, 70% of Capex in PP&E was concentrated in the first quarter, therefore the amounts in 3Q20 increased by more than 100% when compared to 3Q19
- Commerce and SaaS scalability: Revenue grew by 24.1% in 9 months, with capex decrease
 - 9M20 Capex: R\$36.1 million
 - Capex 2019: R\$47.7 million

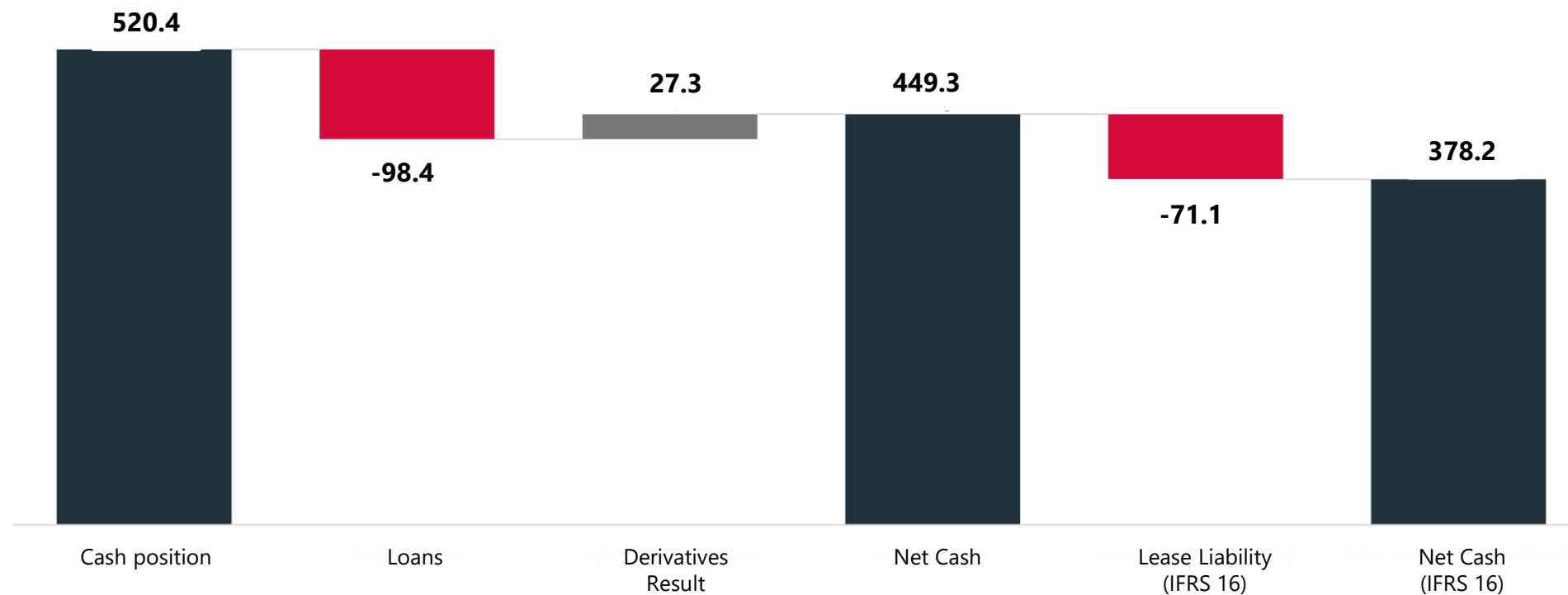
Cash Generation (Adjusted EBITDA – Capex)

R\$ million



Cash Position

R\$ million



Cash will be used mainly for acquisitions

locaweb

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Strategic Positioning

- // Besides the **solid result** in 2020, we are paving an even more robust and sustainable **growth** for **2021**:
- // Marketing efforts brought the addition of new clients to a new level
- // Commerce's customer base with strong growth. Historically, the ARPU is multiplied by seven in three years
- // GMV's growth above the market
- // Booking growth for new SMB's clients and sales to the large accounts segment with strong growth
- // M&A History + Recently Announced M&As + Pipeline
- // People: Programs to attract and retain talent
- // Company capitalized with IPO funds and with a strong and consistent cash generation