

BoaVista

A graphic for a financial earnings release. It features a blurred background of a person in a suit. Overlaid on this is a glowing blue line graph that trends upwards from left to right. A hand is shown pointing at the peak of this graph. Below the graph, there are several vertical bars of increasing height, resembling a bar chart. The text 'BoaVista' is in the top left, 'EARNINGS RELEASE' is in the middle left, and '3Q20' is at the bottom left. Dotted lines also follow the curve of the main graph.

EARNINGS
RELEASE

3Q20



DISCLAIMER

The statements contained in this document related to the business prospects, projected operating and financial results and growth outlook of Boa Vista Serviços S.A. are merely forecasts and, as such, are based exclusively on the Executive Board's beliefs and assumptions about the future of the business. These expectations depend materially on market conditions, the performance of the Brazilian economy, the industry and international markets, and are therefore subject to change without prior notice. All the variations presented here are calculated based on figures in thousands of reais, as well as the rounding-off. Forward-looking states are not guarantees of performance. They involve risks, uncertainties and assumptions because they refer to future events and, therefore, depend on circumstances that may or may not occur. Investors should understand that general economic conditions, industry conditions and other operating factors could also affect the Company's future results and lead to results that are materially different from those expressed in such forward-looking statements.

This presentation is based on performance comments and includes both accounting and non-accounting data such as pro-forma financial and operating data and management expectations. The non-accounting data were not reviewed by the Company's independent auditors.

MESSAGE FROM MANAGEMENT

DIRCEU GARDEL

CEO

LUCAS GUEDES

COO/VP of Business

IPO – BOA VISTA (BOAS3)



Boa Vista Serviços' IPO raised R\$2.17 billion

Reuters



Strong debut of Boa Vista shares on B3

Valor Econômico



Boa Vista (BOAS3) shares jump 15.16% on its first trading session on B3

Infomoney



Boa Vista shares soar on its debut on B3

MoneyTimes



Leadership in analytical solutions

- Focus on analytical solutions versus raw data
- Customized and scalable solutions
- Co-creation with clients

Support the growth of the most dynamic companies in the market

- Customized data analysis solutions for disruptors
- Leverage on the sector's high growth



To be the Leader in Positive Data

- New products for new and existing clients
- Higher precision
- Leverage on hybrid information
- Disruptive growth opportunities

Become the most agile player in the market

- Agile Methodology across the Company
- 100% cloud infrastructure
- Transformation from analog to digital

PRODUCT PORTFOLIO

Decision-making Services

(79.0% in 9M19 vs. 84.3% in 9M20)

Recovery Services

(21.0% in 9M19 vs. 15.7% in 9M20)

% OF REVENUES

9M20

CAGR

2017 to 2019

Growth avenues

GROWTH

9M20 vs. 9M19



Analytical Solutions

52.3%

44%

Drive the adoption of **Positive + Negative Data solutions**. Increase in price and use of analytical solutions supported by **higher ROI for our clients**. Support **Dynamic companies**

22.2%



Risk Reports

25.9%

(10.0%)

Complete change to **Analytical Solutions**

(22.8%)



Marketing Solutions

5.9%

38%

Capitalize on the **General Data Protection Law (LGPD)** and the **Positive Data**. Expand to **analytics solution markets**

(18.6%)



Consumer Solutions

0.1%

N.A.

Leverage on **consumer solutions opportunities** generated through the positive data

N.A.



Digital Solutions

7.1%

154%

Continue the **digital migration** and accelerate usage of the **analytical component**

29.5%



Print solutions and reports

8.6%

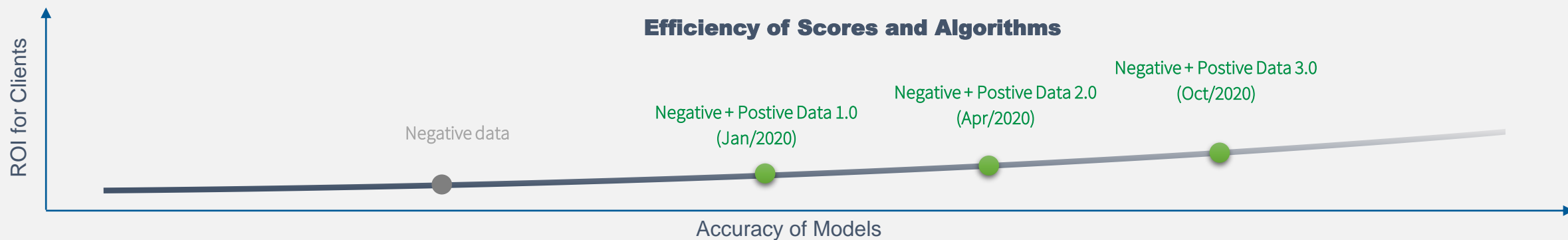
(22%)

Use only if **digital** is not available.

(48.3%)

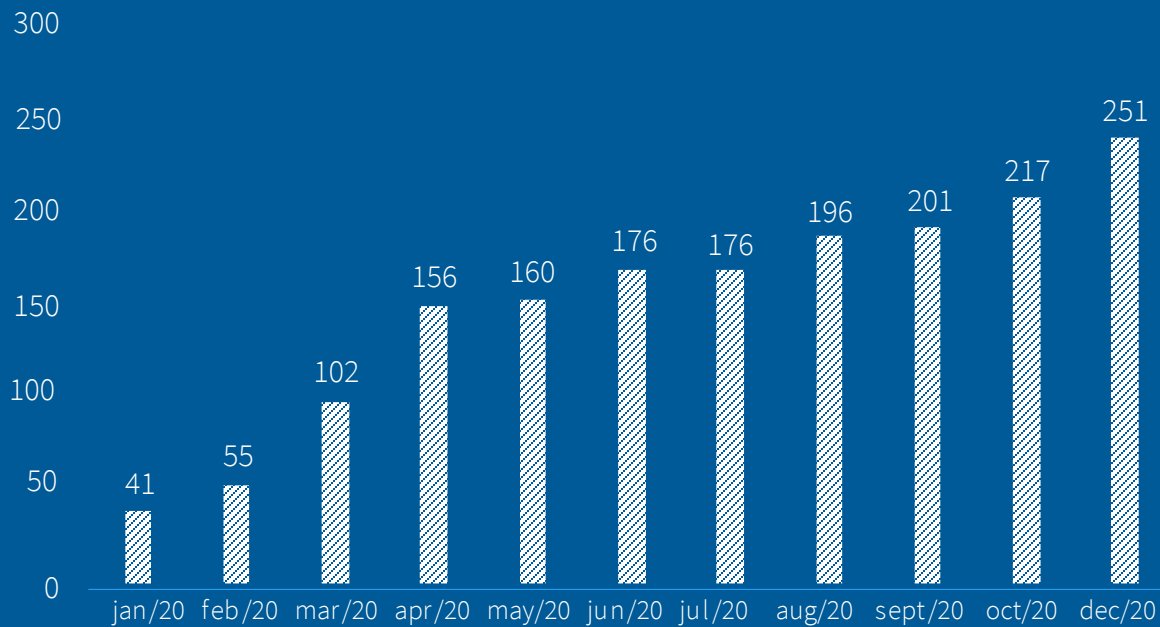
ACCELERATED ADOPTION OF HYBRID

ANALYTICS WITH HIGH ROI



INDIVIDUALS IN SQUADS

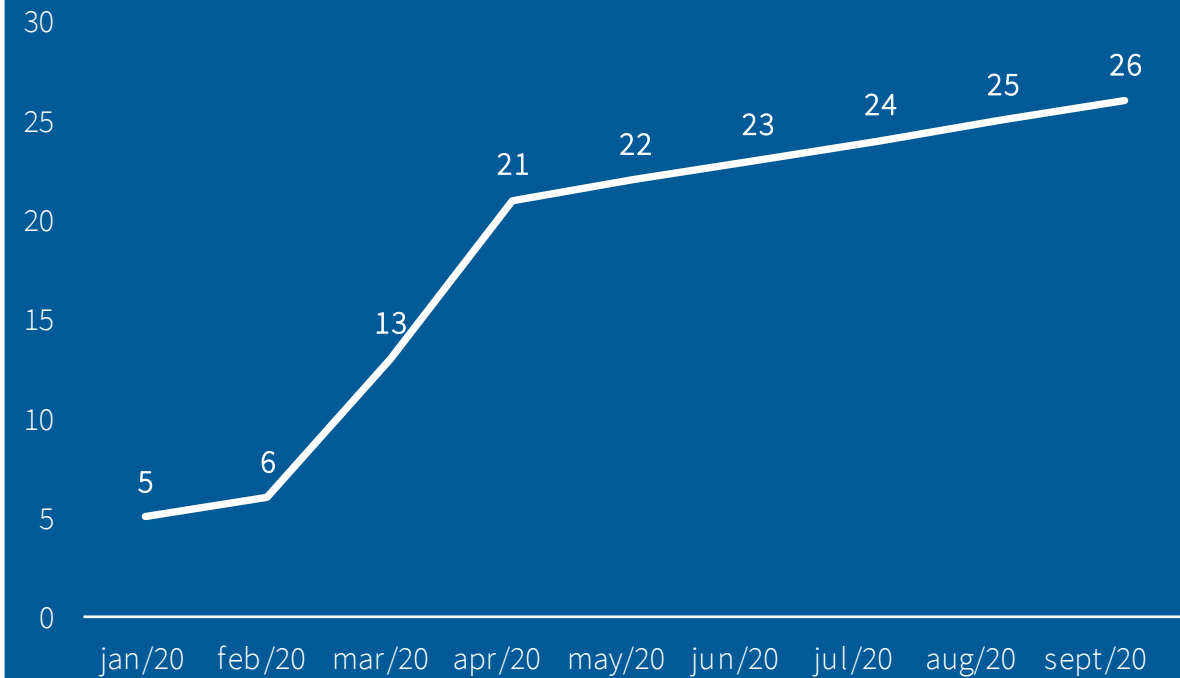
▨ Collaborators



100%
of
products

SQUADS

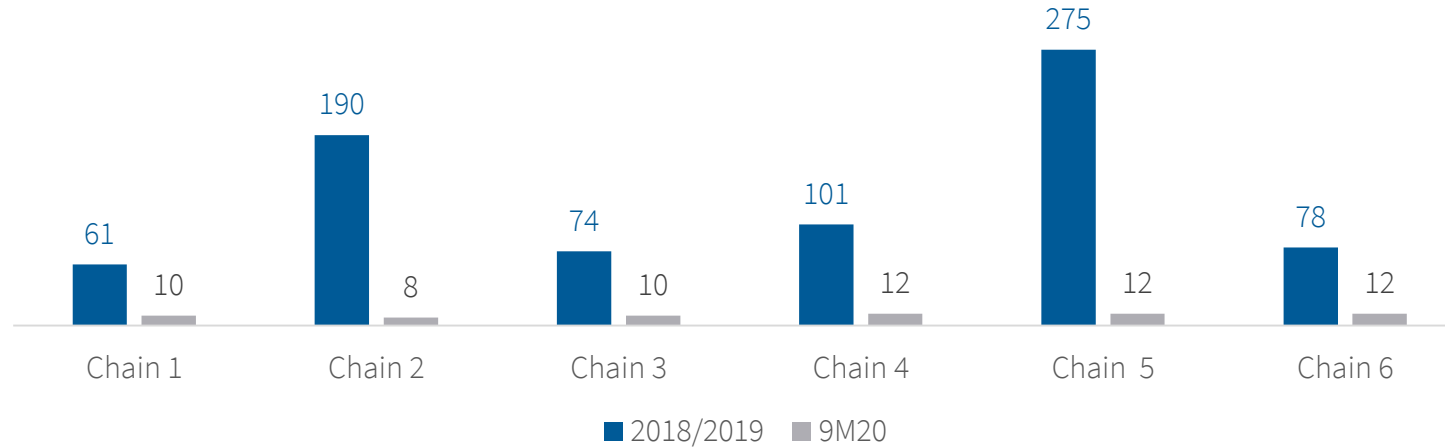
— Squads in Operation



Expanding
to other
fields

12x
faster

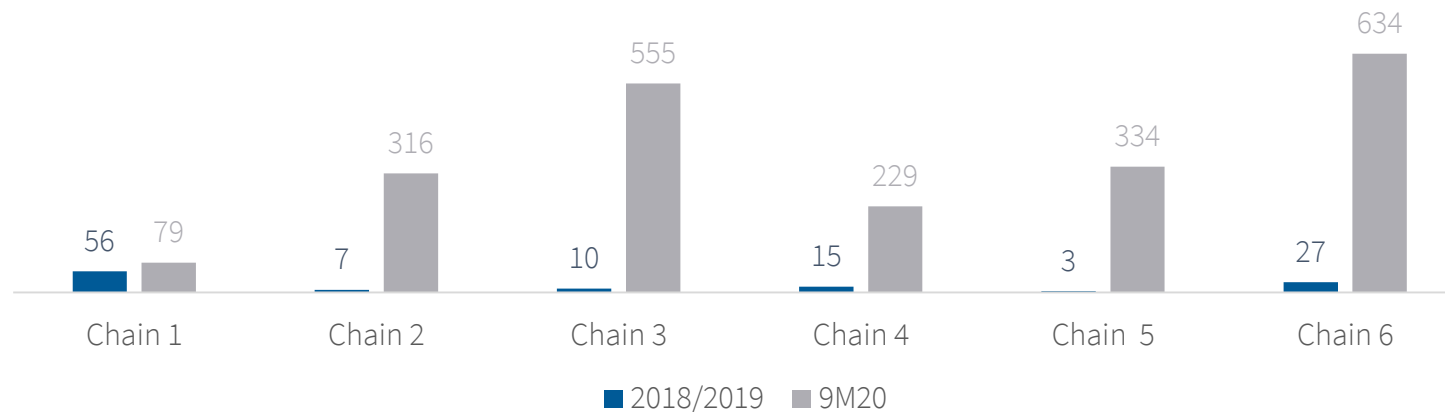
DELIVERY TIME BY VALUE CHAIN (in days)



Delivery deadline
from **125 days**
to **10 days**

48x
more
deliveries

FLOW BY VALUE CHAIN (in deliveries)



Departments:
2018 and 2019
• **5 projects/month**

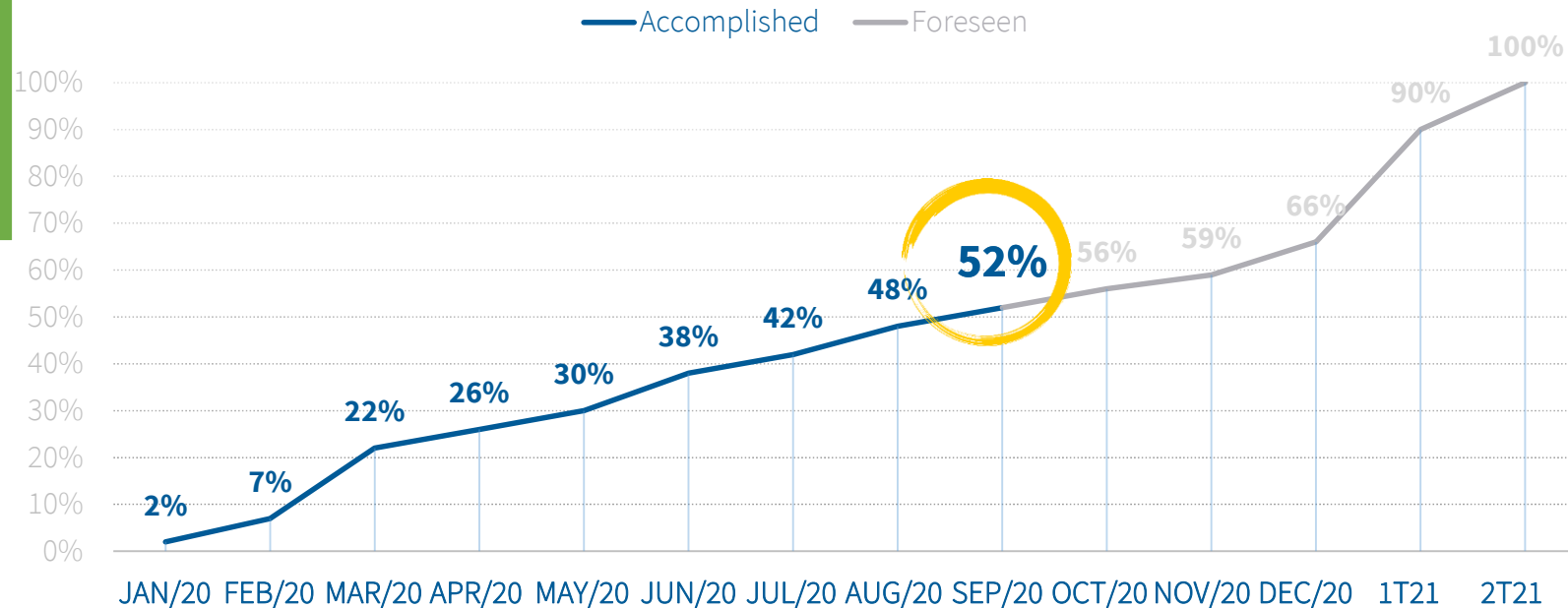
AGILE:
Jan to Sept/20
• **238 deliveries/month**

DIGITAL TRANSFORMATION

MIGRATION TO THE CLOUD

Model calculations up to **20x faster** (1petabyte of analytics data)

MIGRATION TOTAL

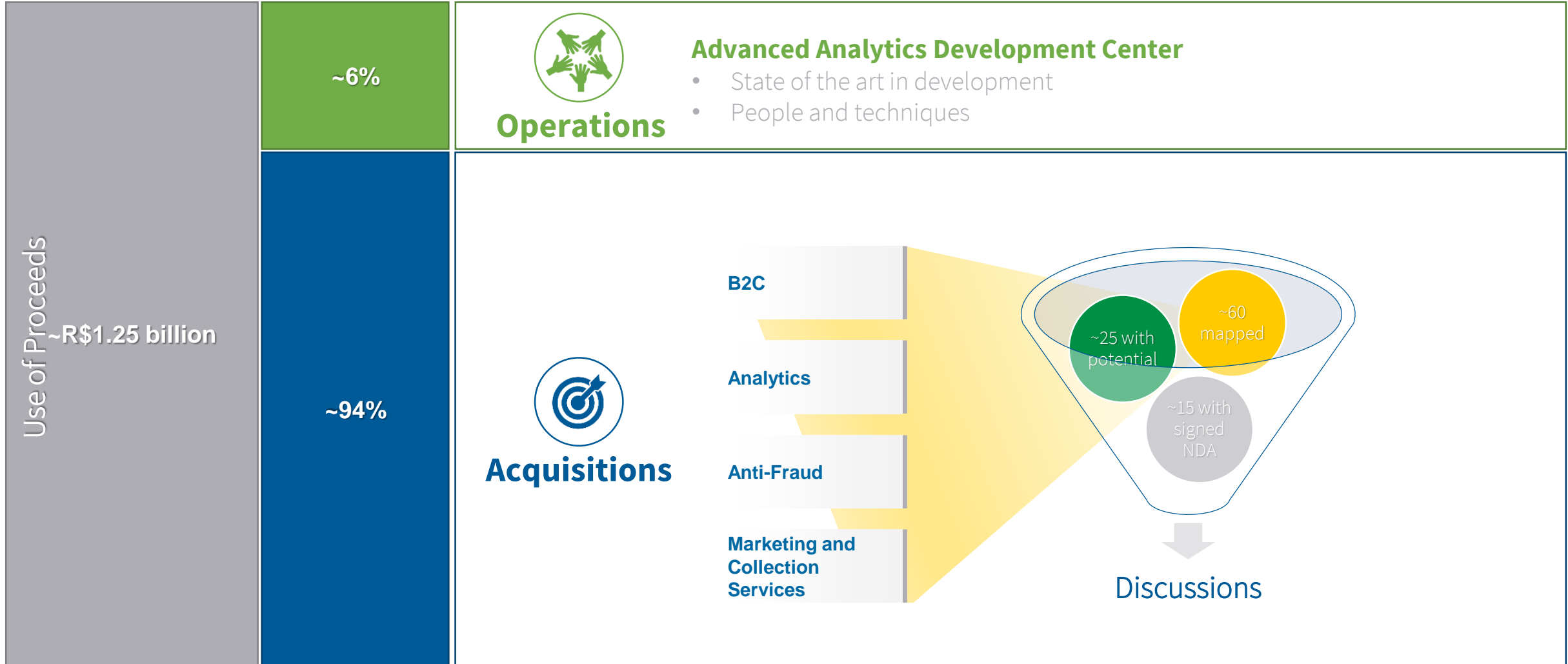


Provisioning new environments from **months to minutes**

Average reduction of **30%** in **infrastructure costs**

USE OF PROCEEDS

STRATEGY AND EXECUTION



3Q20 RESULTS

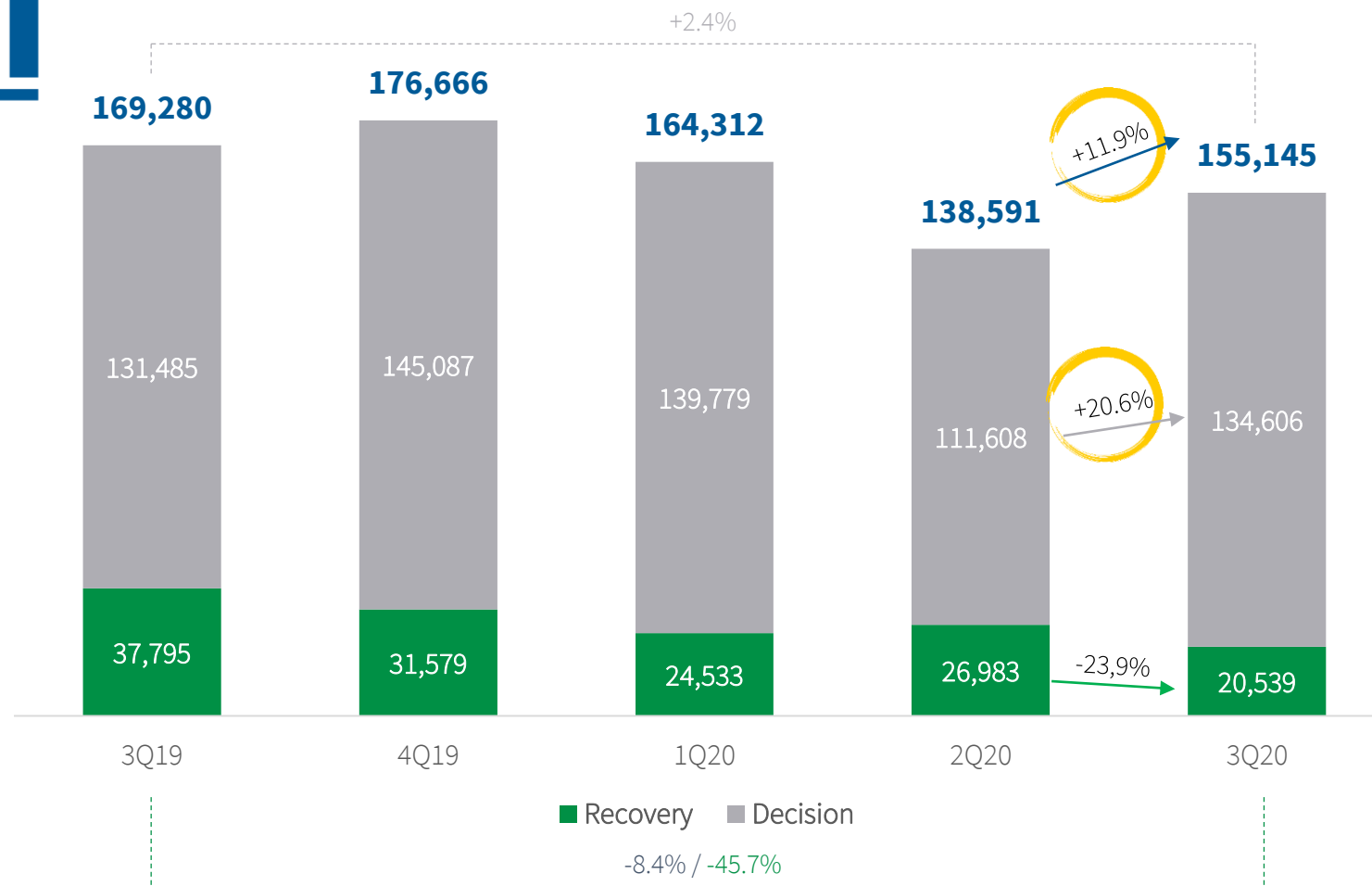
SCHONE

Isolirio Schoneborn

CFO

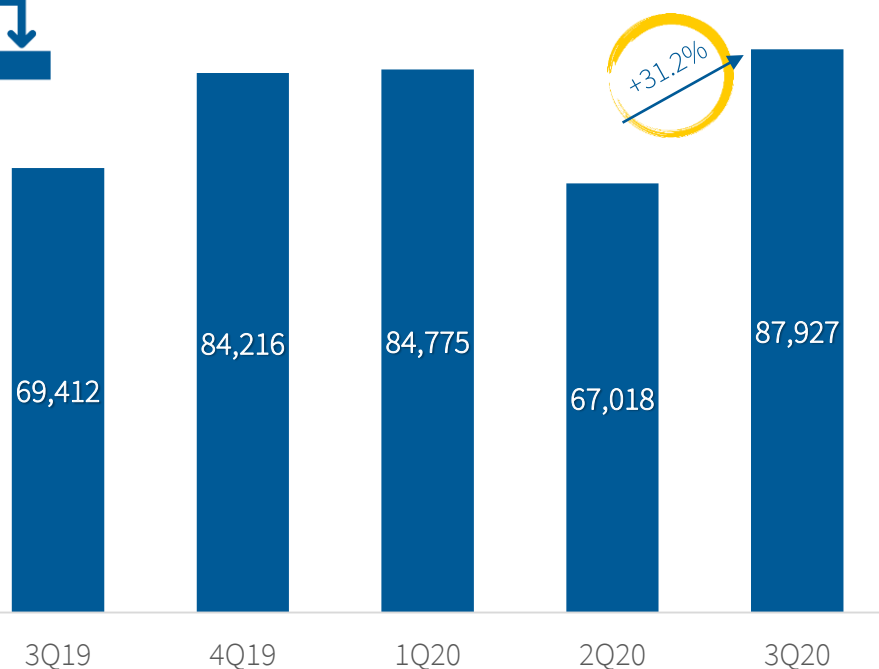
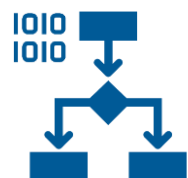
3Q20 RESULTS

NET REVENUE



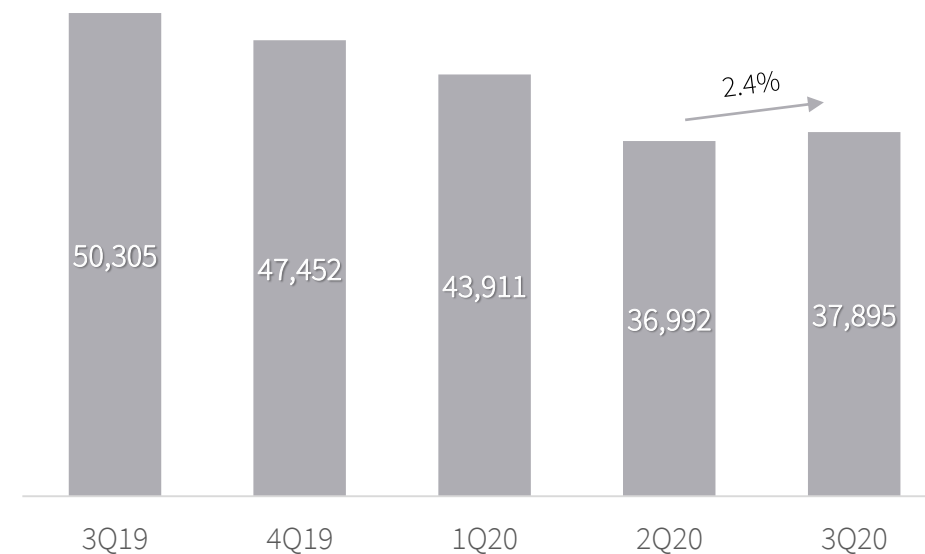
3Q20 RESULTS

DECISION SERVICES - ANALYTICAL AND REPORTS



■ Analytics

+26.7%

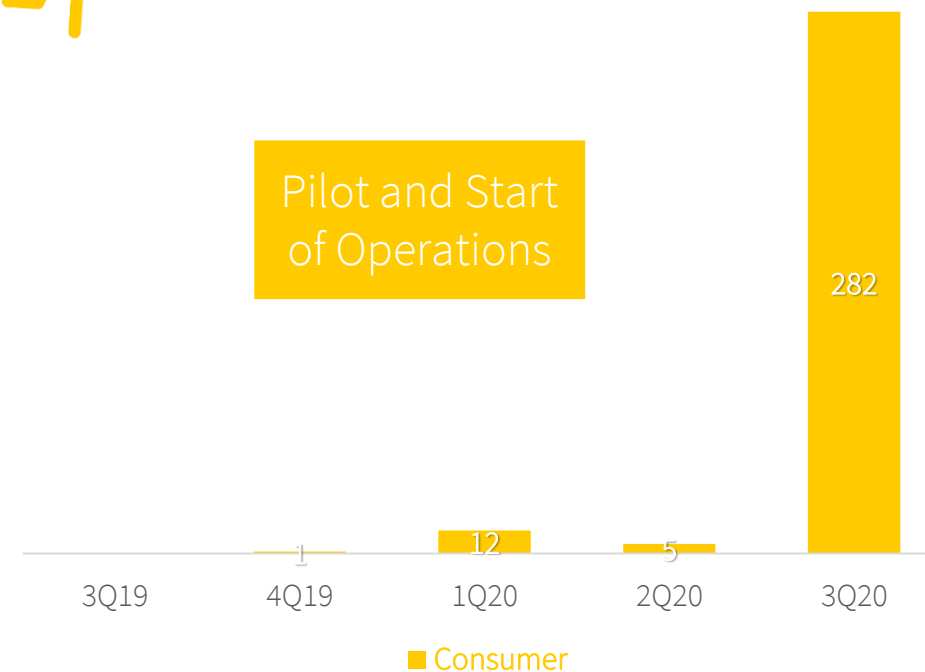
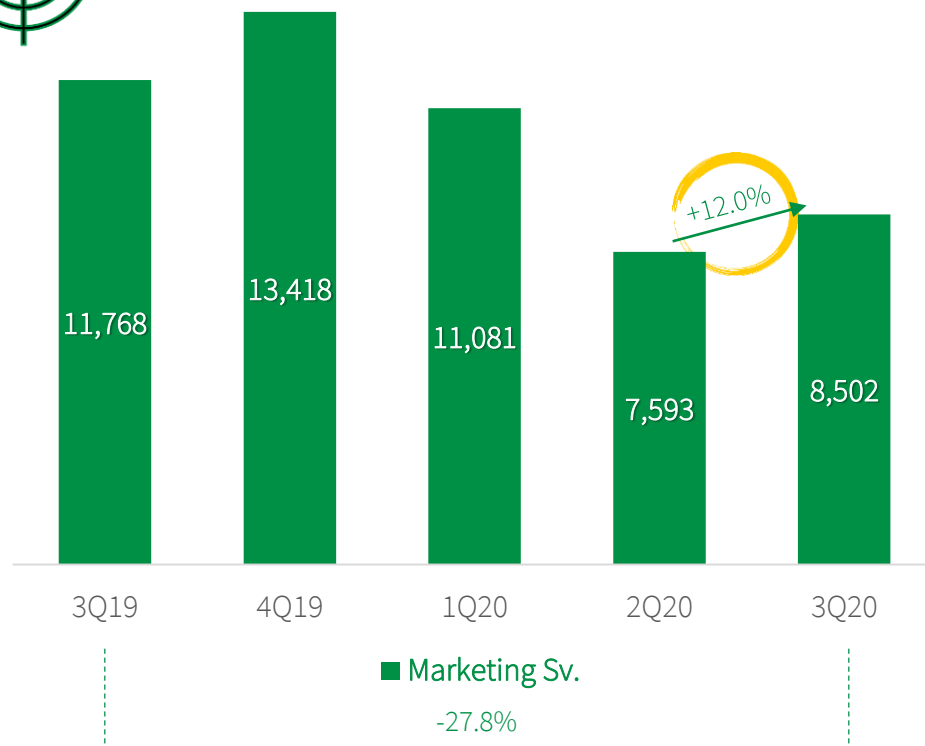


■ Reports

-24.7%

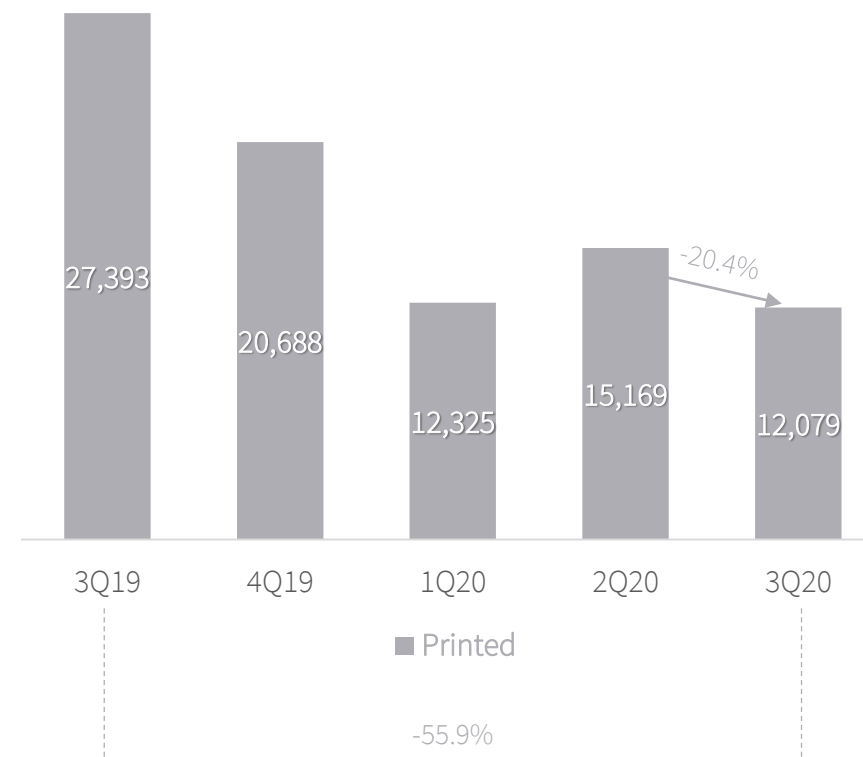
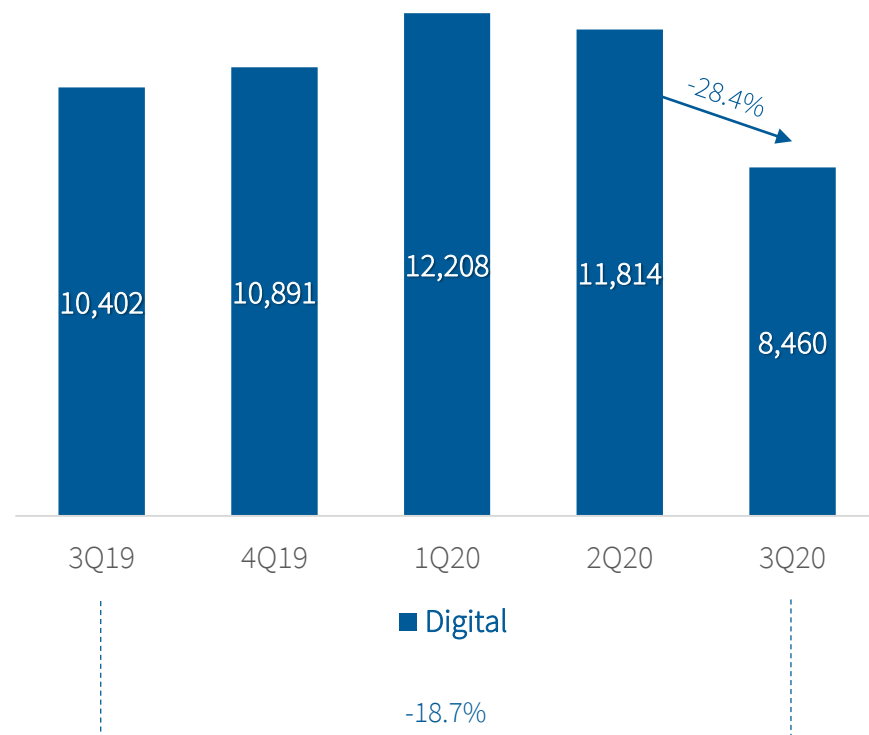
3Q20 RESULTS

DECISION SERVICES - MARKETING AND CONSUMER



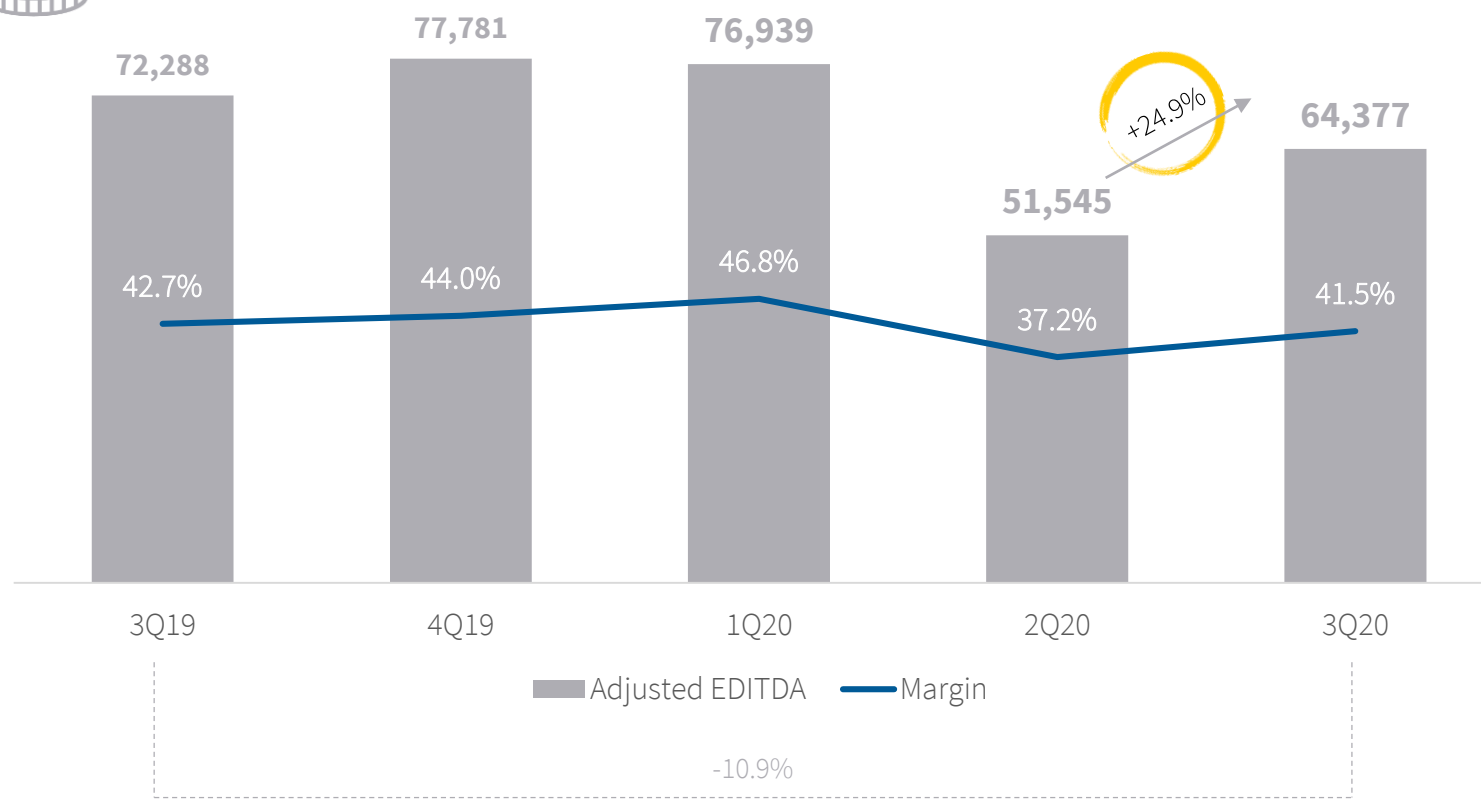
3Q20 RESULTS

RECOVERY SERVICES



3Q20 RESULTS

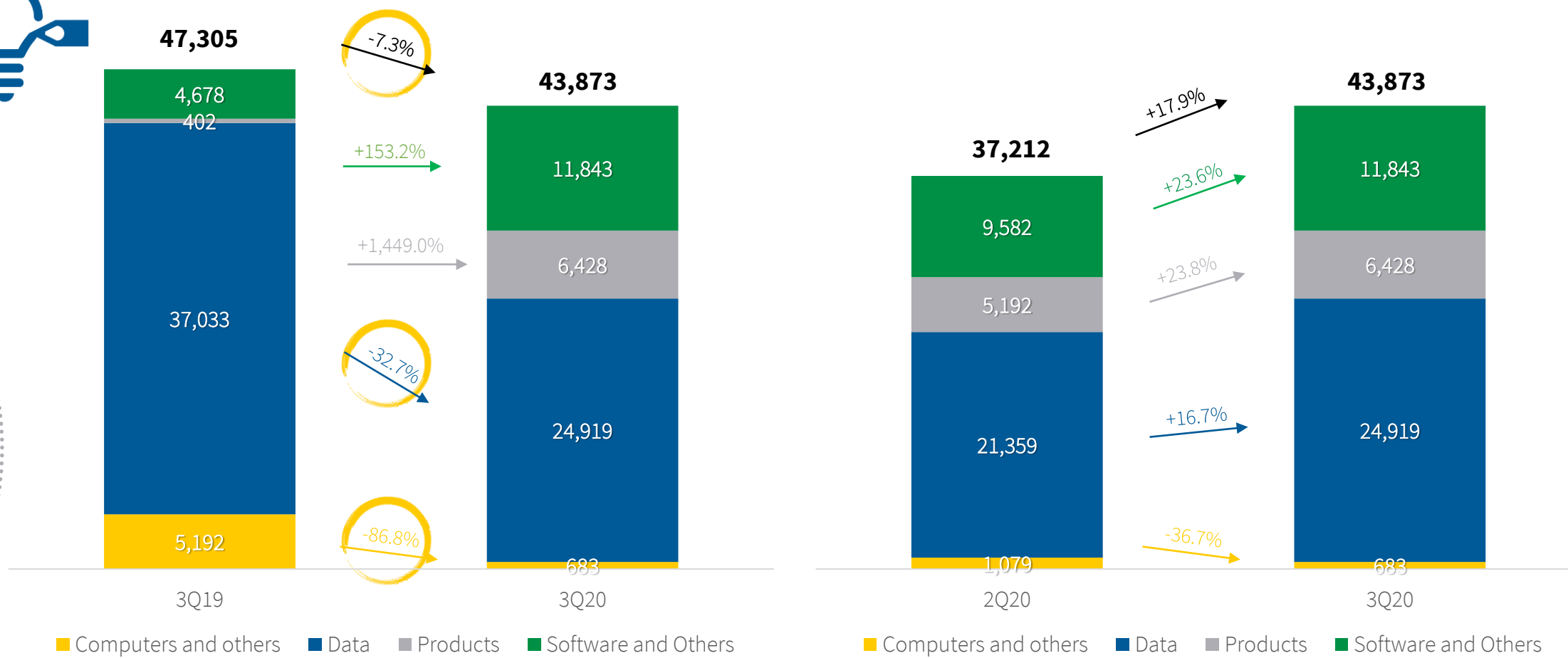
Adjusted EBITDA¹



¹Excluding non-cash expenses and non-recurring expenses related to the IPO

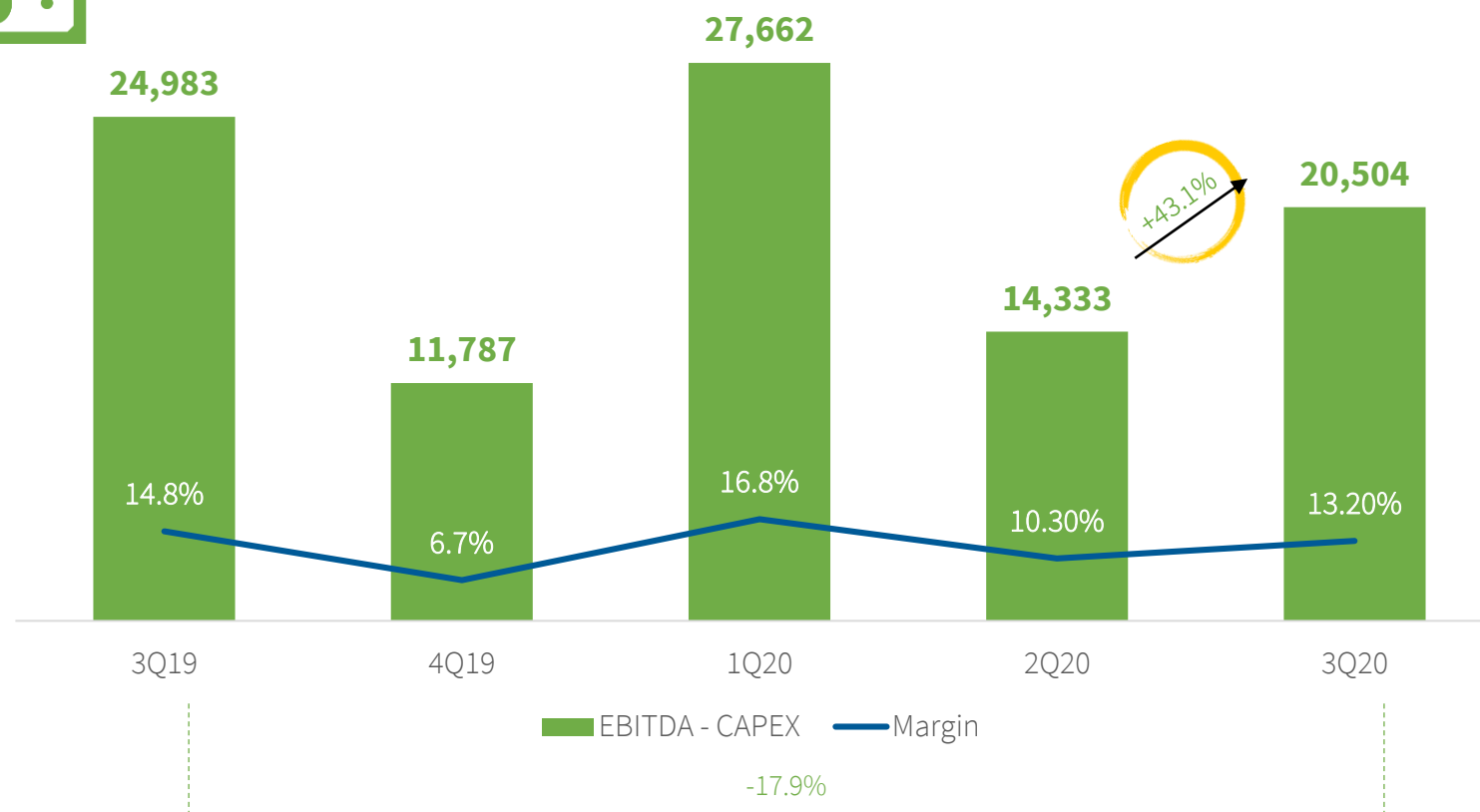
3Q20 RESULTS

CAPEX



3Q20 RESULTS

Adjusted EBITDA (-) Total CAPEX



¹Excluding non-cash expenses and non-recurring expenses related to the IPO

FINAL REMARKS



Strategy

Emphasis on Analytical Solutions

- Dynamic Markets
- New Analytics Officer

Migration to Digital Media

- Digital communications
- Delinquency rate

Positive Data

- Hybrid Solutions
- Receipt of data from new sources

Digital transformation and Migration to the Cloud

- Agile development
- Pioneering spirit and state-of-the-art technology

Acquisitions

- Robust pipeline



THANK YOU!

Investor Relations

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BOAS
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