

BOAS
B3 LISTED NM

Earnings Call

4Q22

Márcio Fabbris
CEO

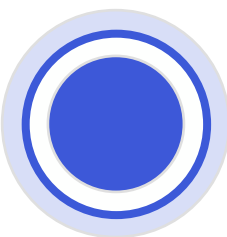
Monica Simão
CFO e DRI

Fernanda Nogueira
Superintendente de RI

Legal warning

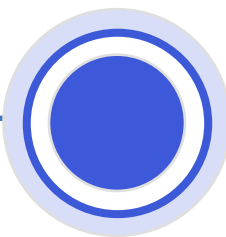
The statements contained in this document related to business perspectives, projections of operating and financial results and those related to growth perspectives of Boa Vista Serviços S.A. are merely forecasts and, as such, are based exclusively on the Executive Board's beliefs and assumptions about the future of the business. These expectations depend substantially on market conditions, the performance of the Brazilian economy, the sector and the international markets and, therefore, are subject to change without prior notice. All variations presented herein are calculated based on the numbers in thousands of reais, as well as rounding. Forward-looking considerations are not guarantees of performance. They involve risks, uncertainties and assumptions, as 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 may affect the future results of the Company and lead to results that differ materially from those expressed in such forward-looking statements.

This presentation is based on performance comments and includes accounting and non-accounting data, such as operating, financial and pro forma data and expectations of the Company's management. The non-accounting data has not been subject to review by the Company's independent auditors.



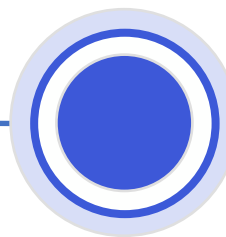
Equifax Operation

On December 18, 2022, the Company received a binding proposal from Equifax that provides for the business combination through the incorporation of Boa Vista shares by EFX Brasil



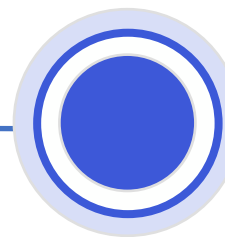
New CEO Election

At a meeting of the Board of Directors held on January 27, 2023, the election of Mr. Márcio Henrique Bonomi Fabbris as CEO of the Company was approved, with effect from February 15, 2023



Approval of JV

At the Extraordinary General Meeting held on March 24, 2023, a Joint Venture between the Company and RV Marketing, LLC and RV Technology, LLC, subsidiaries of Red Venture, was approved, with the objective of developing and operating a marketplace for credit and financial services



Great Place to Work B3 Index

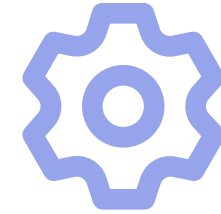
BOAS3 entered the B3 GPTW index in January 2023





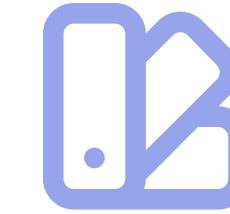
Commercial Restructuring

- New customer segmentation
- Increasing the commercial team (focus on areas of greater potential such as anti-fraud)
- Value chain management



Operational efficiency

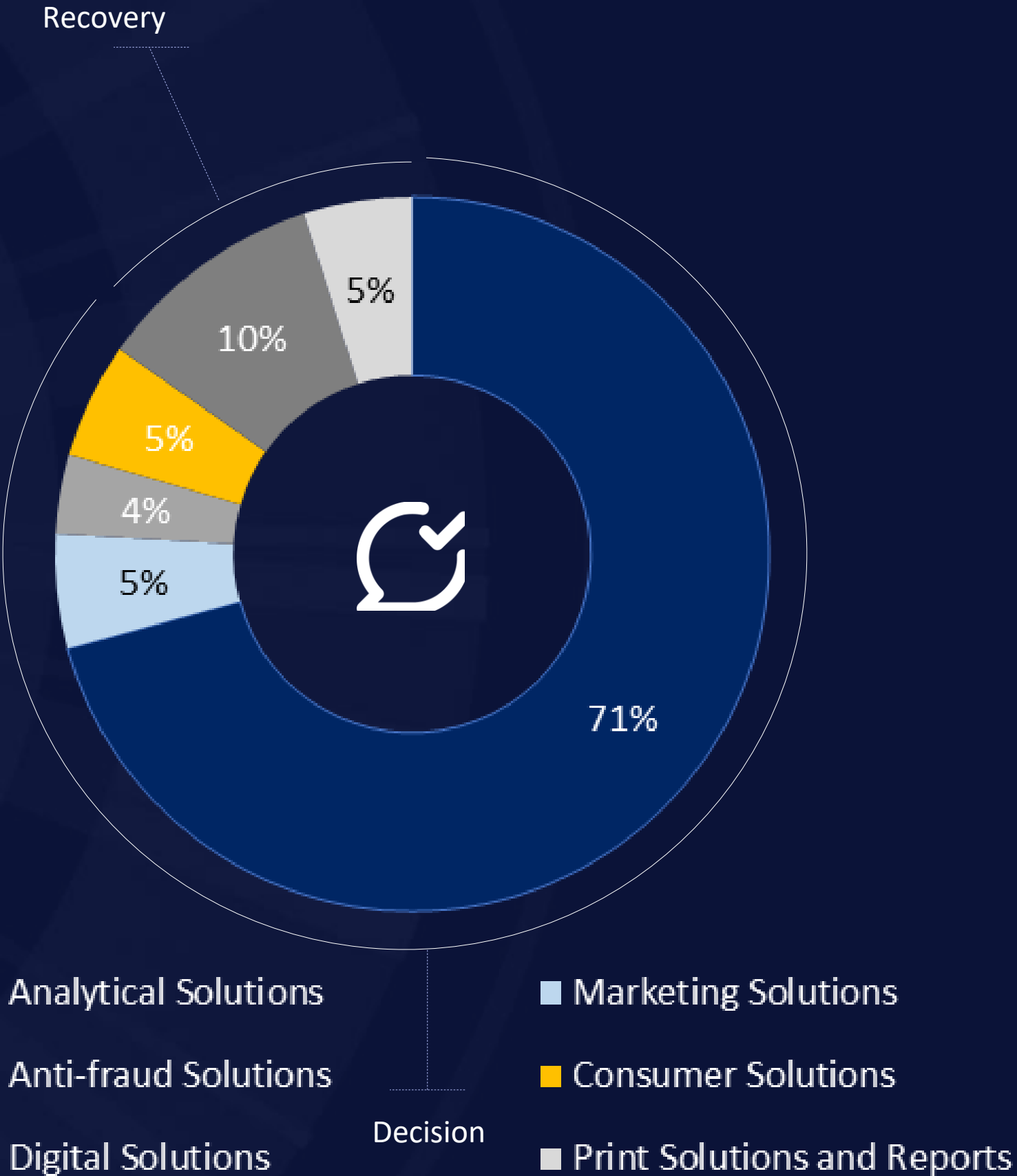
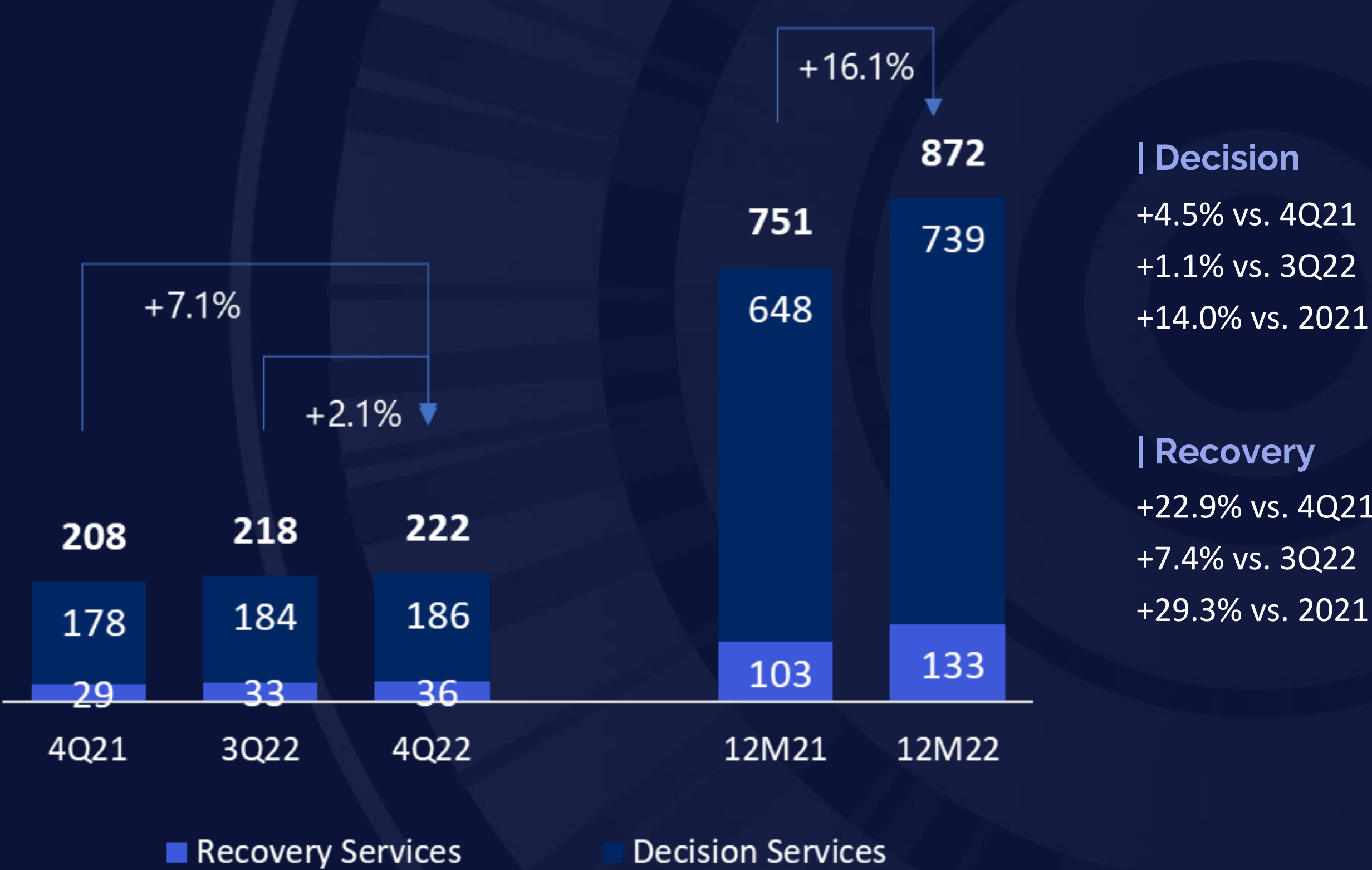
- Migration to the cloud
- Increased penetration of digital recovery activations
- Efficiency in acquiring market information
- Evolution in Positivo
- Synergy of Konduto's and Acordo Certo's base, with the other solution bases of Boa Vista



Innovation of Product Portfolio

- Offering new products: PowerScore 5; Boa Vista Blue Box new modules
- Offering the client a complete solution portfolio with JV Red Venture

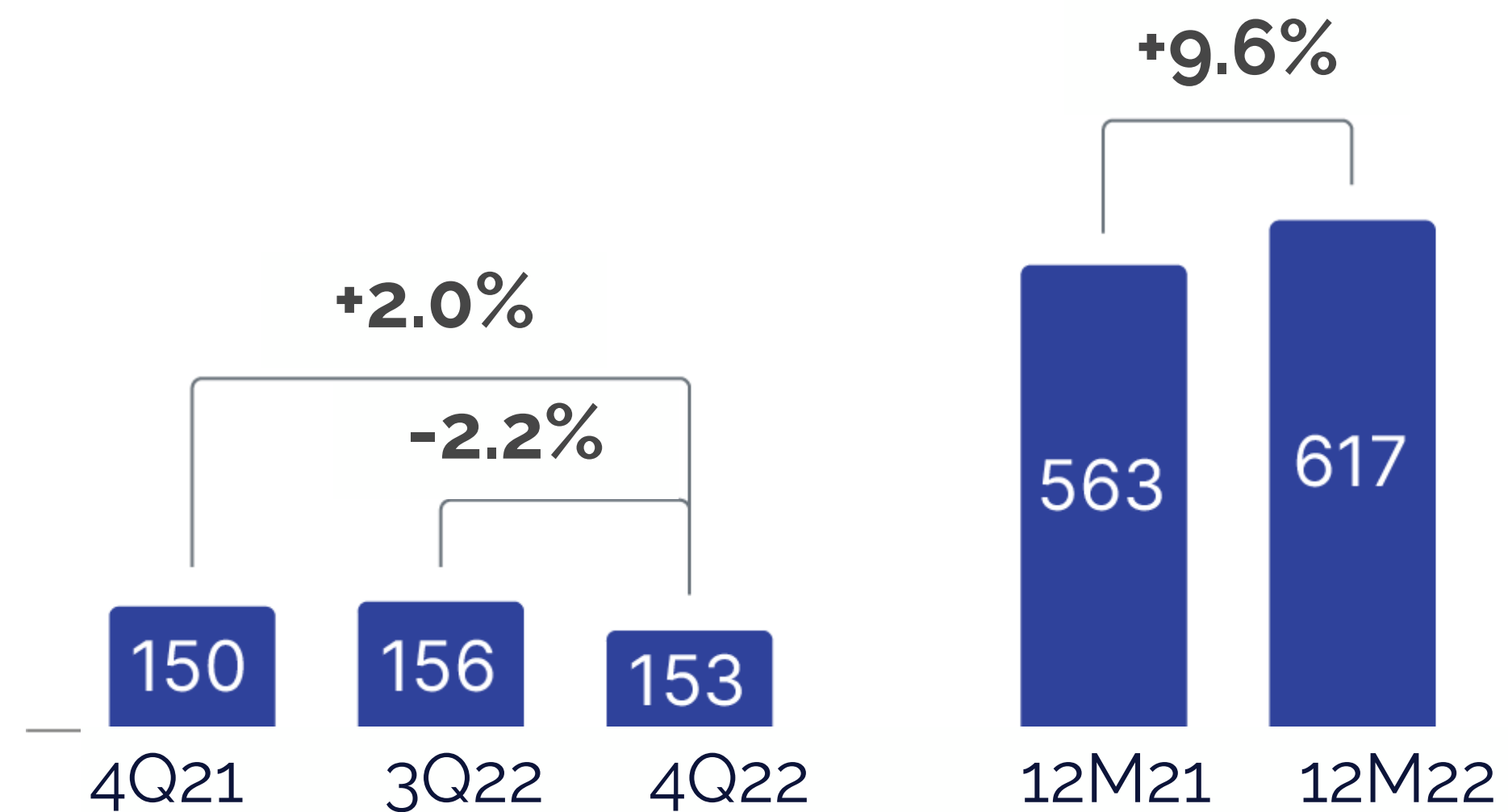
Net Revenue maintained its growth trajectory against the previous year



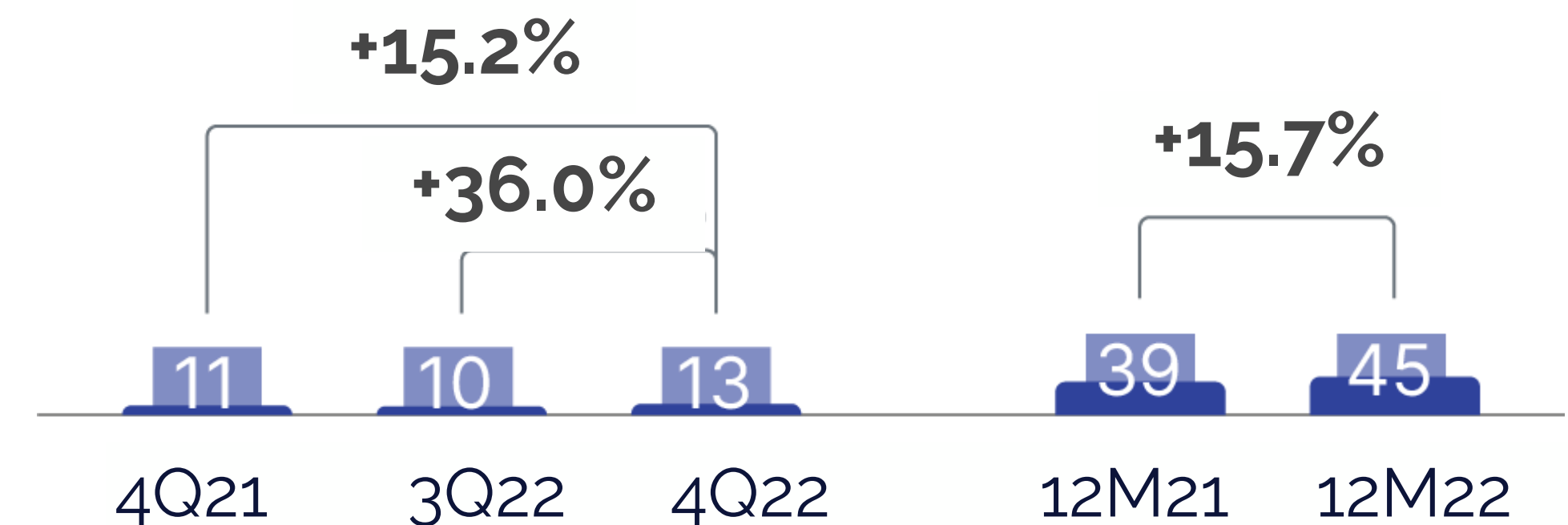
Net Revenue 12M22

Emphasis on the increased consumption of the strategic package at digital/fintech banks

Analytical Solutions

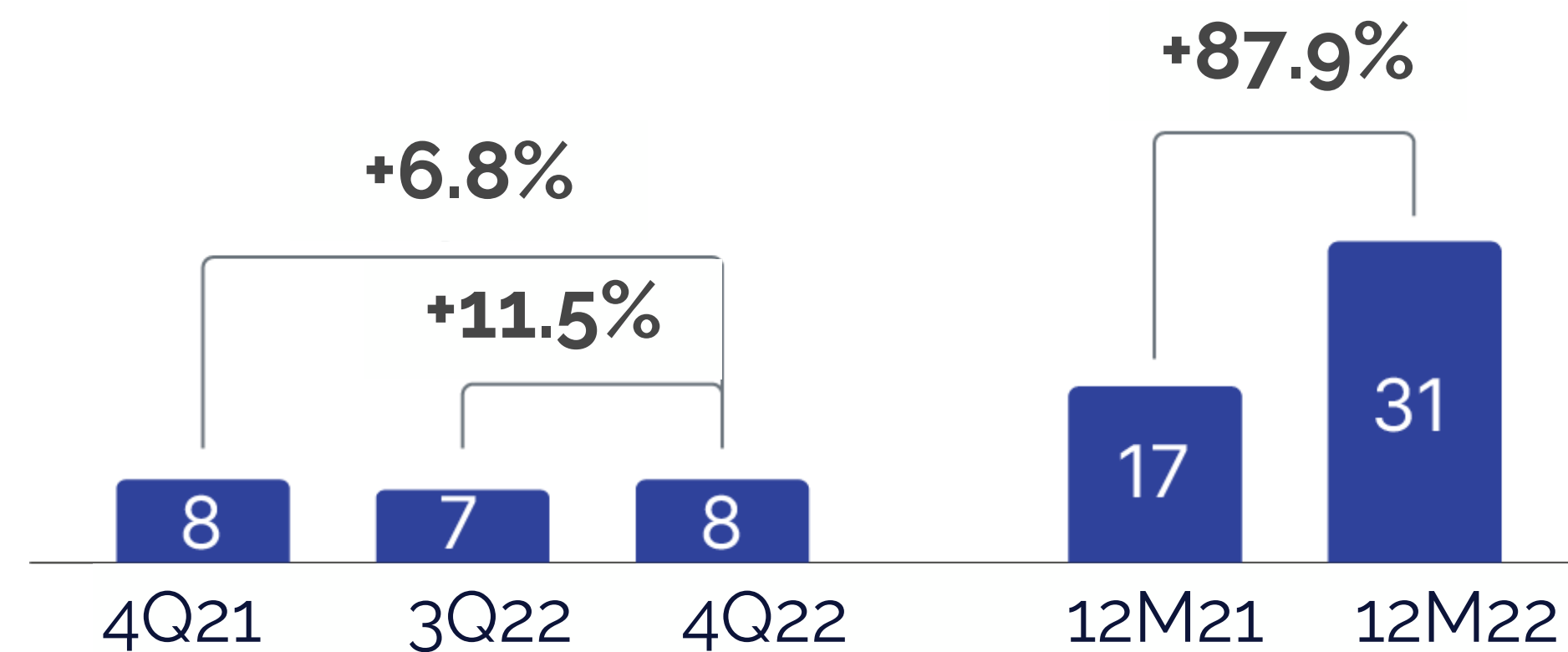


Marketing Solutions

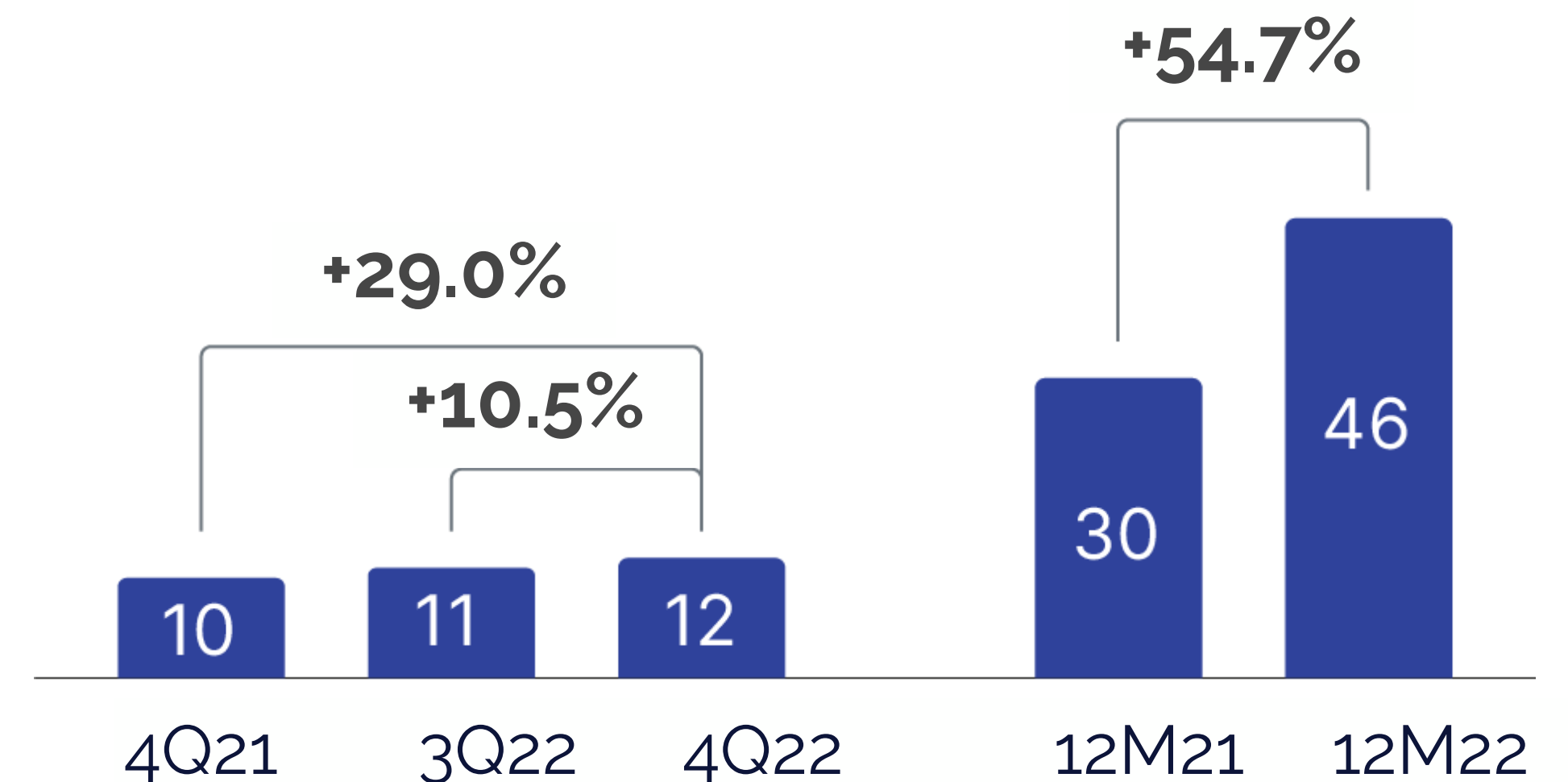


Growth with financial lead group (marketplace), and for the efforts to monetize the Acordo Certo's platform navigation

Anti-Fraud Solutions

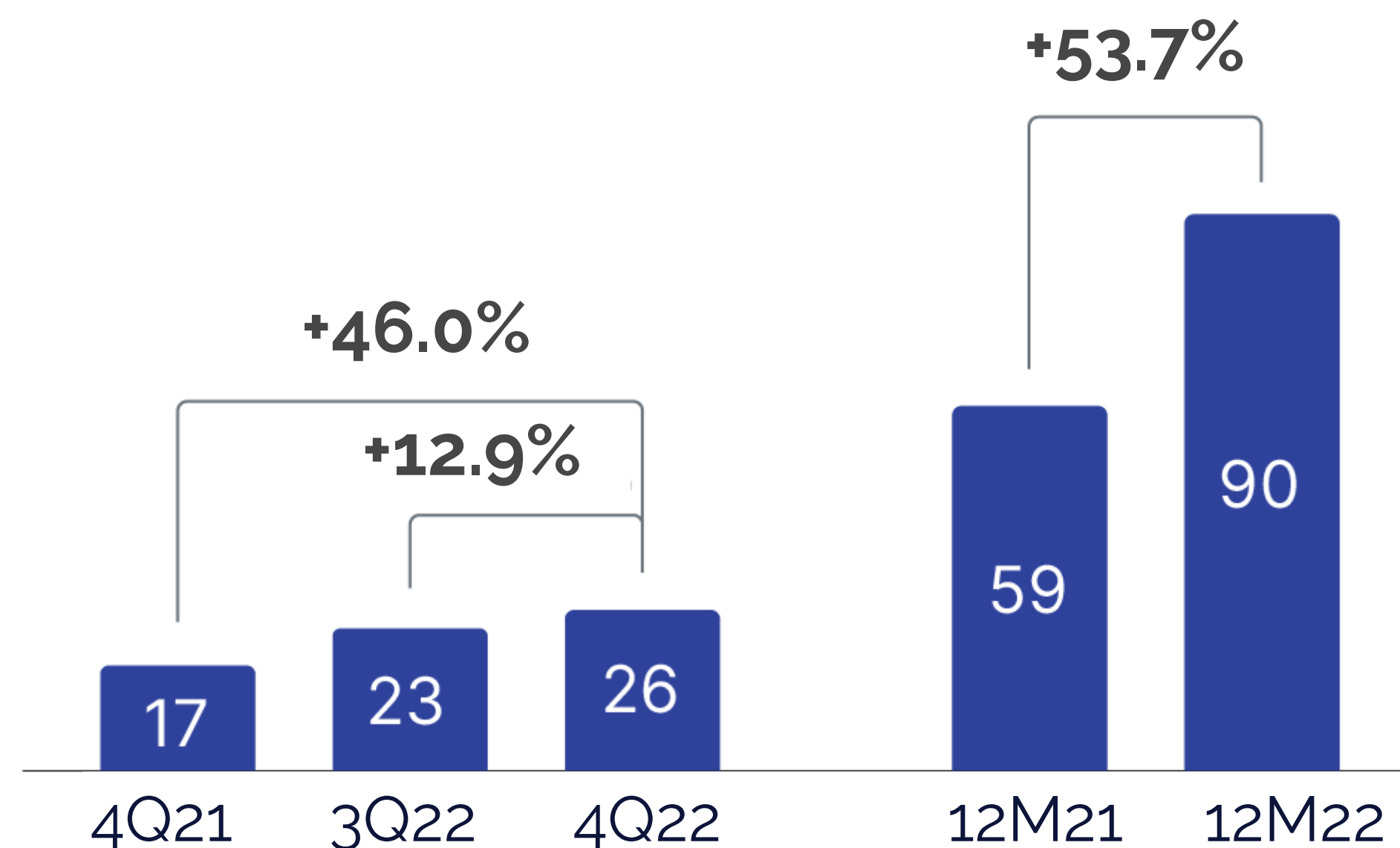


Consumer Solutions

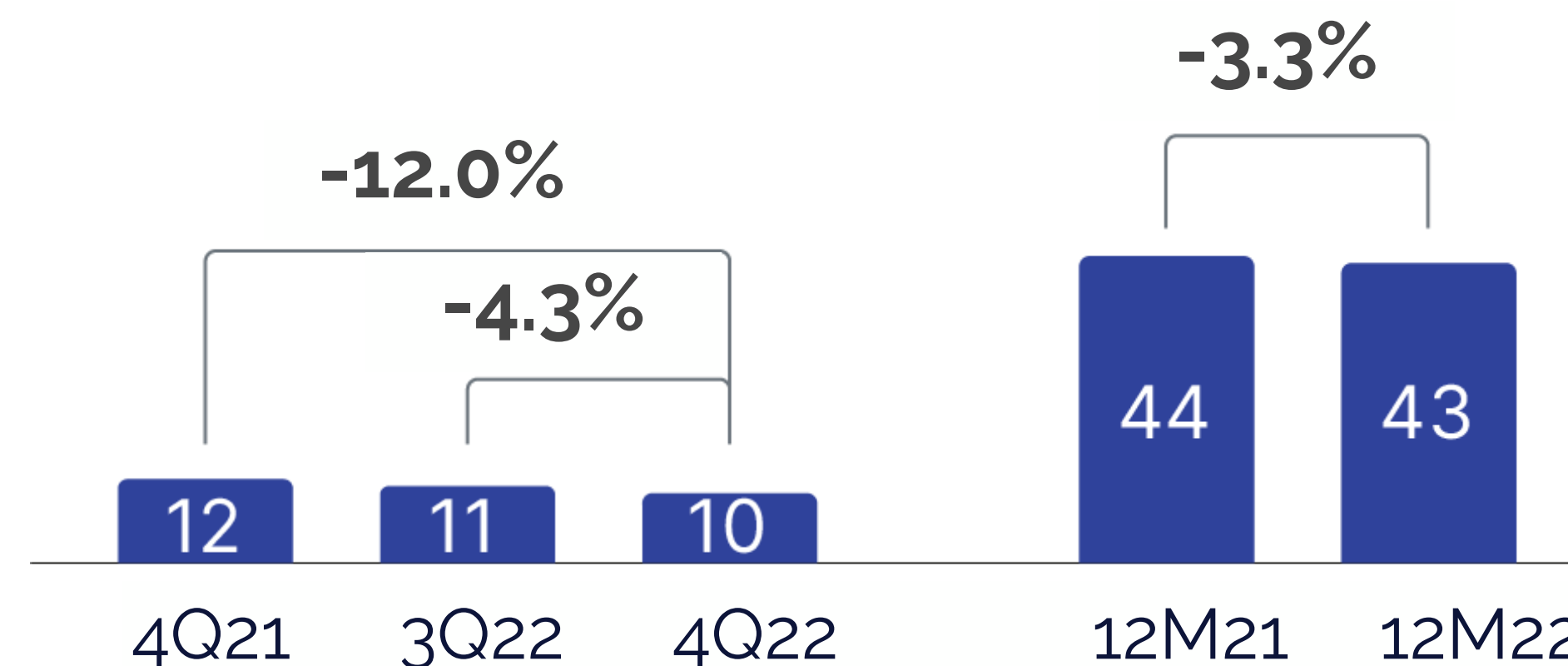


Default remains high, increase in the volume of bad credit mainly in Financial Institutions and Telco

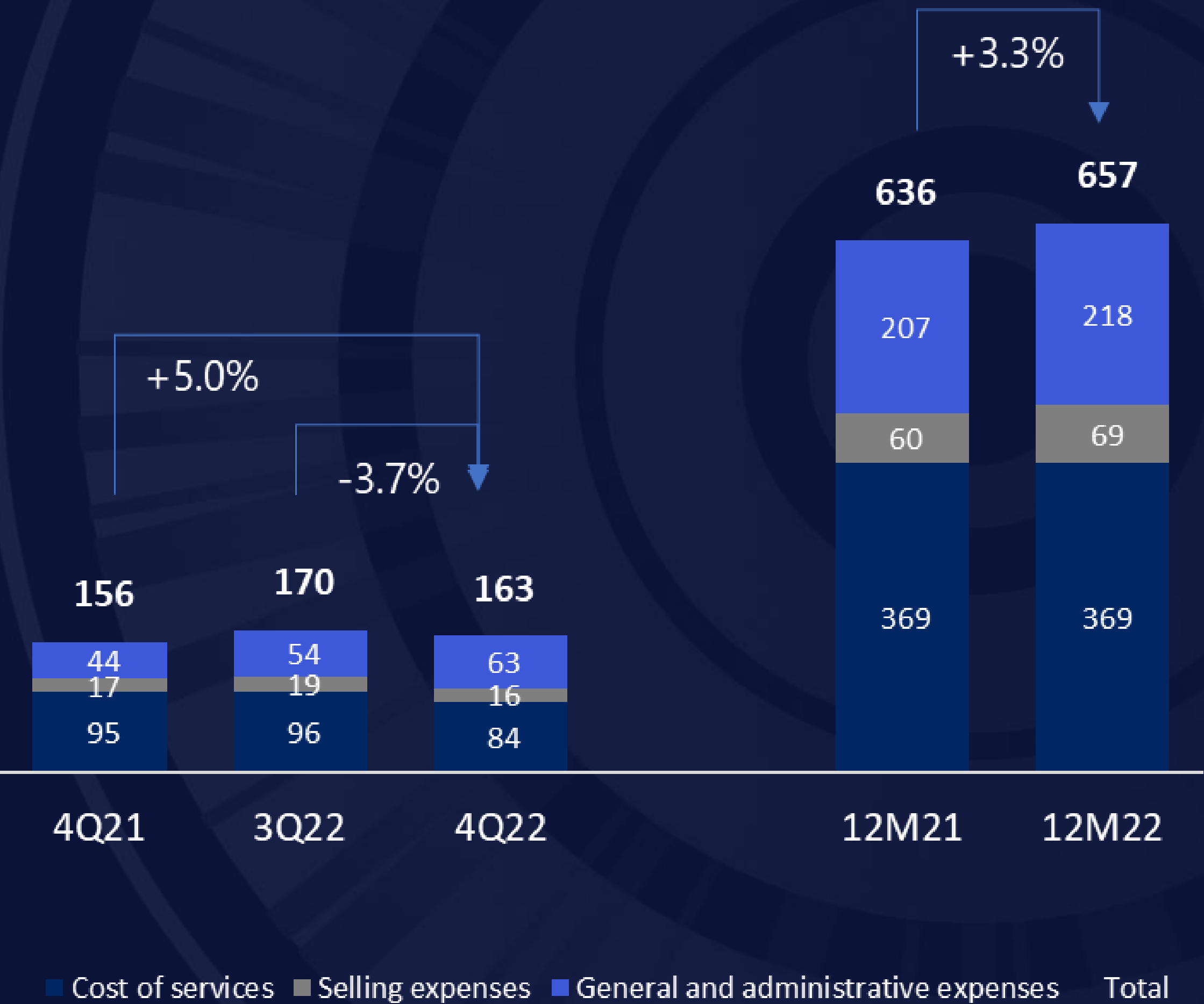
Digital Solutions



Printed Solutions



Costs and Expenses remain stable in 2022



| Costs

-11.5% vs. 4Q21
-12.4% vs. 3Q22
+0.1% vs. 2021

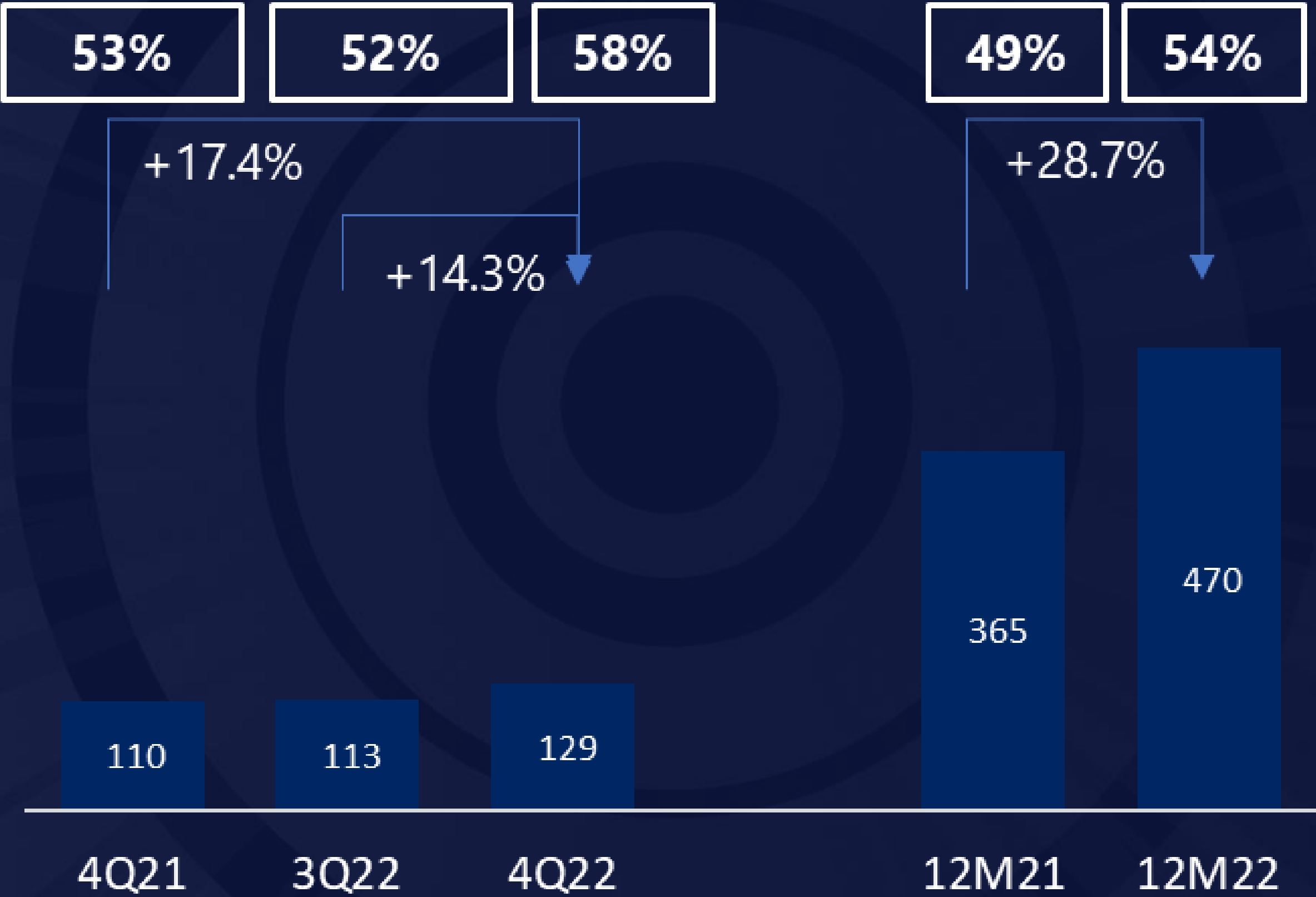
| Selling Expenses

-4.5% vs. 4Q21
-17.3% vs. 3Q22
+14.6% vs. 2021

| General and Administrative Expenses

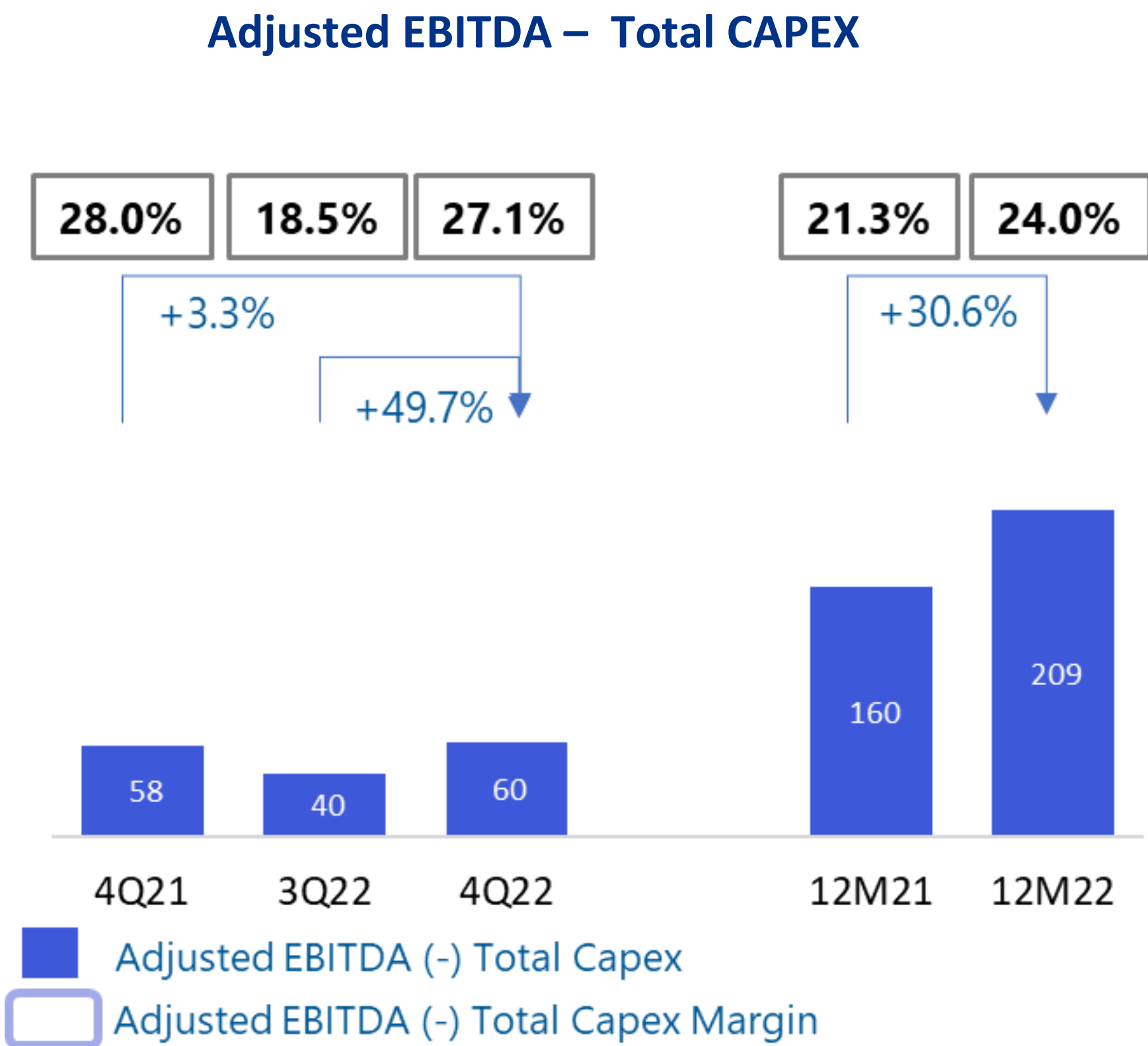
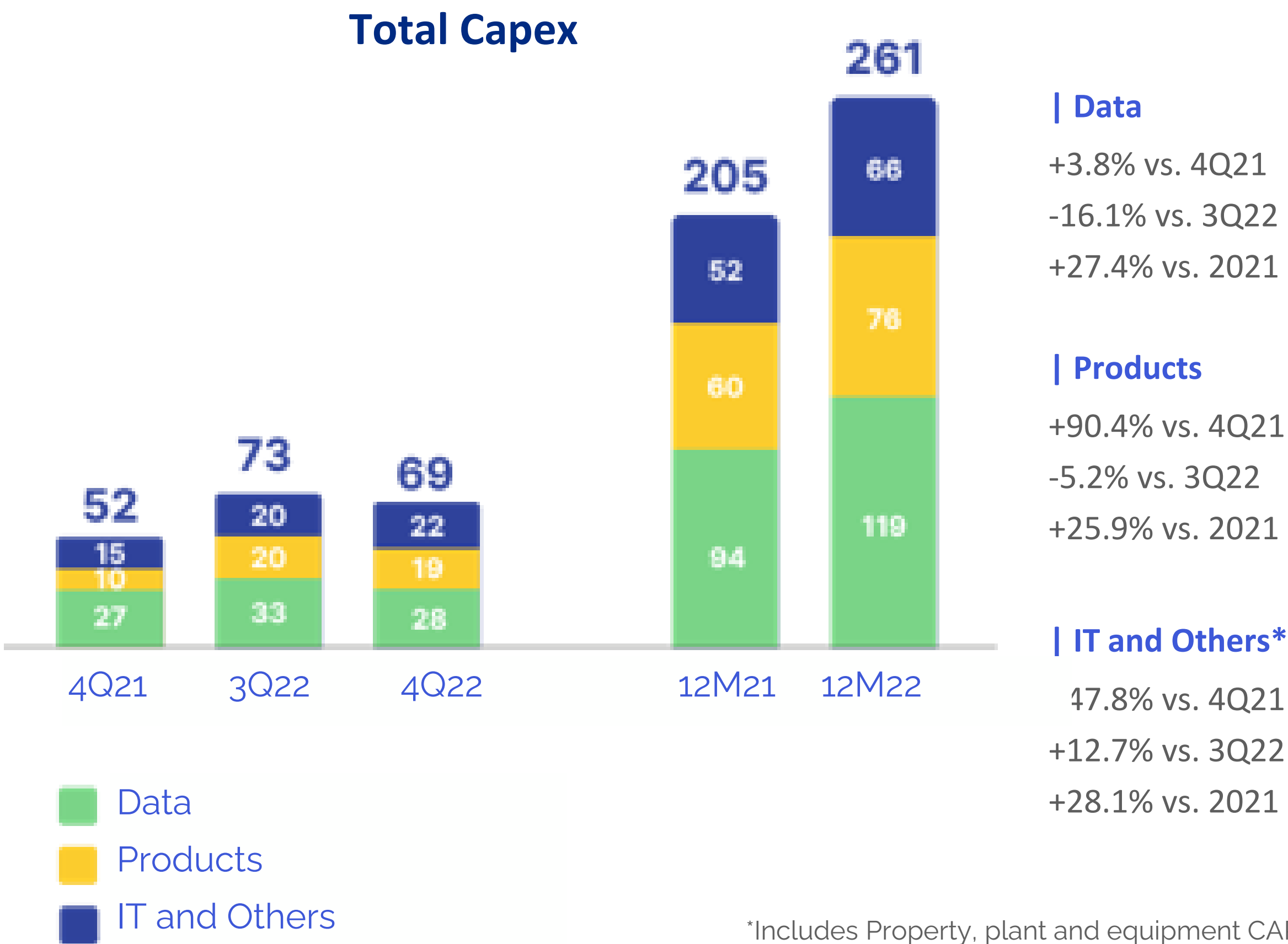
+44.6% vs. 4Q21
+16.4% vs. 3Q22
+5.7% vs. 2021

Ajusted EBITDA Margin increasing +5.3pp

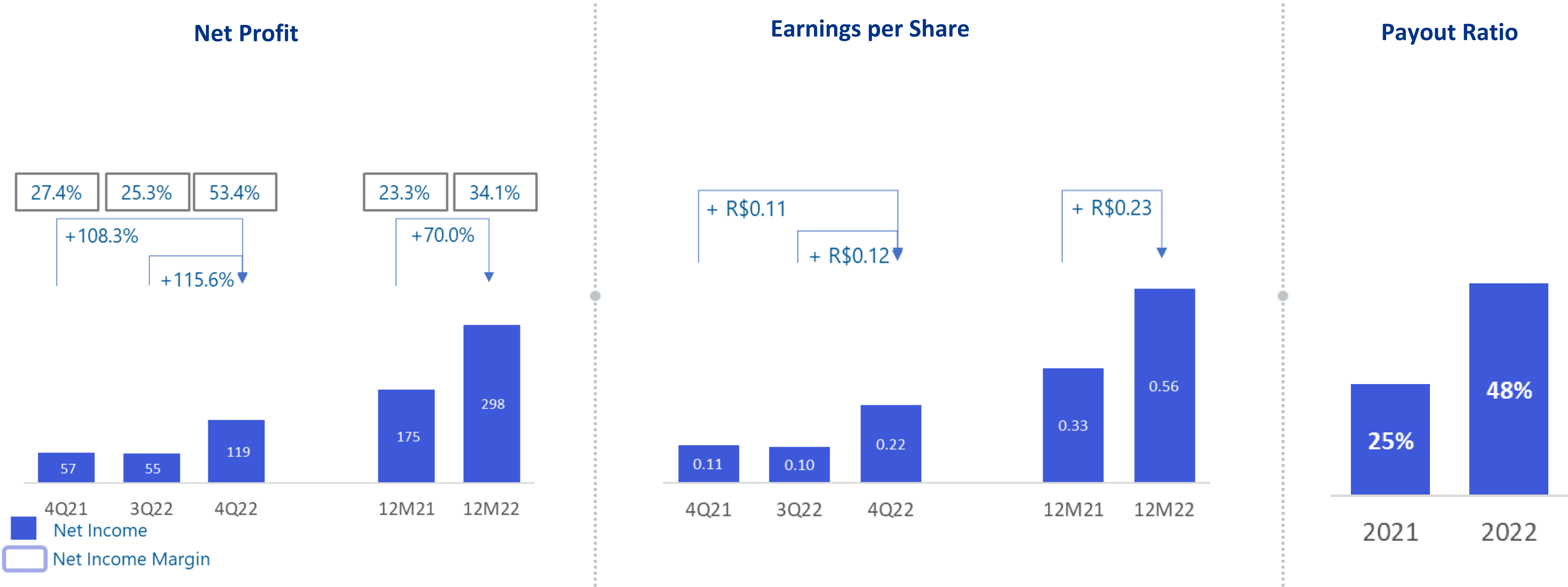


¹Excludes non-recurring events for comparison purposes with previous periods; such as (i) the Earn-out portion of Acordo Certo, allocated as compensation; (ii) consulting expenses to review our strategic plan; and (iii) expenses with M&A analysis.

Increased investments for cloud migration, and creation of new squads (anti-fraud and *credit services*)



Growth of 25 p.p. in Net Margin and increase of R\$ 0.11 per share

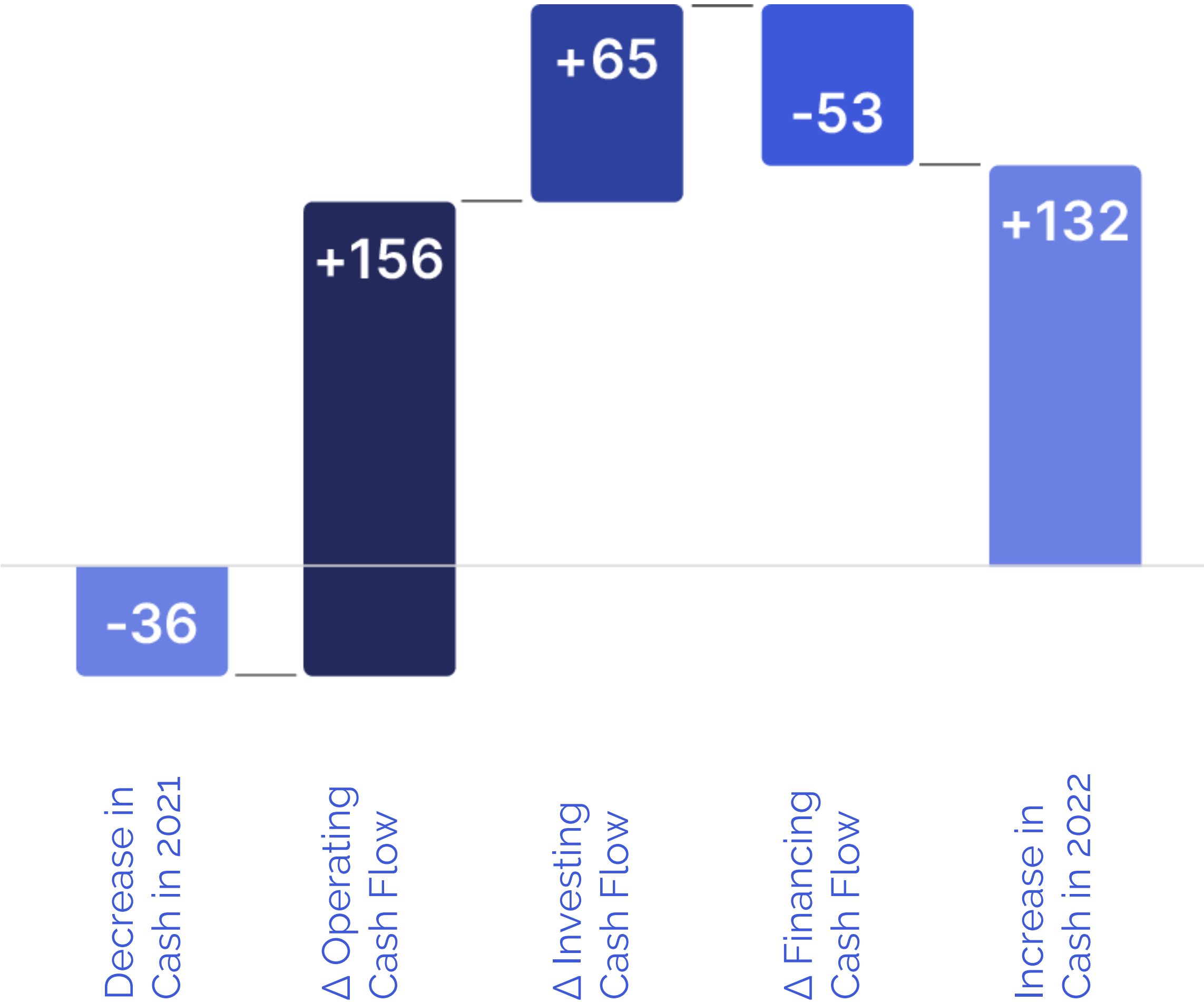


Main restatement adjustments

Summary of impacts - R\$MM	Consolidated					
	12.31.2020	Ref	12.31.2021	Ref	09.30.2022	Ref
Statement of Financial Position (decreases)/increases	(165.9)	(i)	(78.6)	(i) (ii) (iii) (iv) (v)	(68.2)	(i) (ii) (iii) (iv) (v)
EBITDA (expense)/revenue	(2.2)	(i)	124.7	(i) (ii)	(30.8)	(i) (ii)
Net profit (expense)/revenue	(25.3)	(vi)	20.1	(iii) (v)	(21.4)	(iii) (v)
Earnings per share in reais (adjusted) - Basic	0.05270	(vi)	0.33200	(vi)	0.33736	(vi)
Earnings per share in reais (adjusted) - Diluted	0.48800	(vi)	0.32900	(vi)	0.33475	(vi)

Adjustments in amounts payable to the executives of Acordo Certo during a predetermined service period, which were recorded in 2020 as contingent consideration in return for investments for the business combination, but which according to IFRS 3 must be recognized and measured as compensation for post-combination services in accordance with IAS 19.

- (i) Remeasurement of impairment losses of non-financial assets.
- (ii) Effects of change in the fair value adjustment of the remaining contingent consideration over the period and its adjustments to present value.
- (iii) Other adjustments to amounts recognized for the consideration transferred, assets acquired and liabilities assumed in the business combination.
- (iv) Effect of deferred income tax assets and liabilities as a result of the aforementioned adjustments.
- (v) Changes in basic and diluted earnings per share as described above.
- (vi) Reclassification of current income tax and social contribution on share issue expenses from profit or loss to shareholders' equity.



Δ Operating Cash Flow

- higher operating cash generation

Δ Cash Flow from Investing Activities

- reduction in the flow of investments influenced by the acquisition of Konduto in 2021,
partially offset
- by the increase in investment in data, products and technology in 2002

Δ Cash Flow from Financing Activities

- higher dividend payout,
- share buyback and
- increase in capital to support the Stock Options program in 2021;
partially offset
- by reducing expenses with debt payments.

Final Message

2023 Challenging macroeconomic scenario, but we remain confident in our strategy.

Invigorated Commercial Strategy



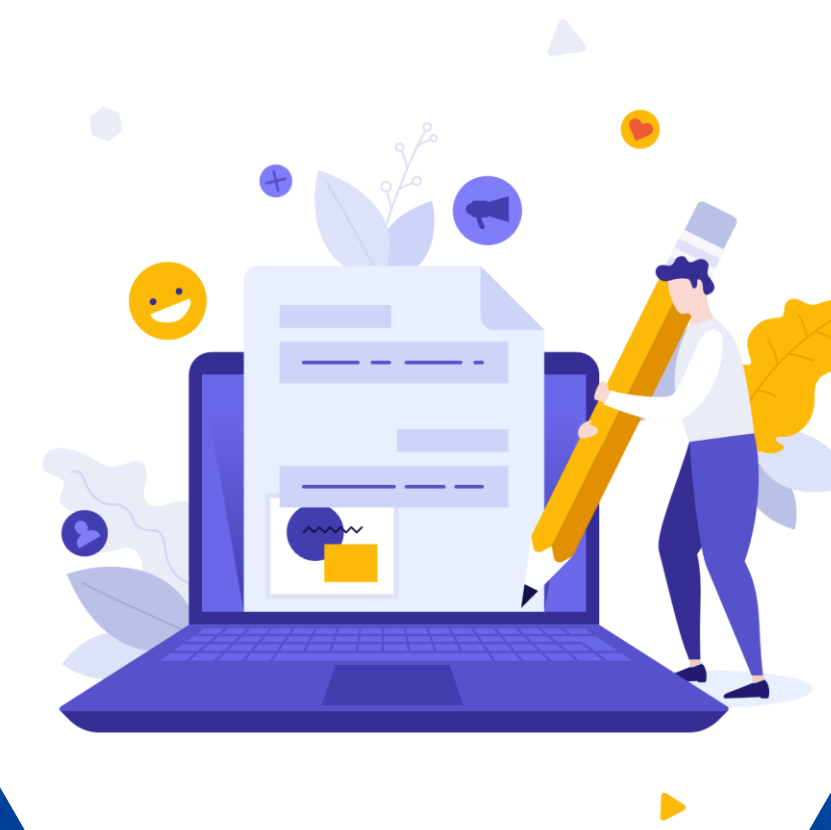
Customer experience improvement

Operational Efficiency



Cloud migration.
Improvement of analytical models

Innovation of Product Portfolio



Product Portfolio fits customer profile better

Q&A



To ask questions, click on the #Q&A# icon, in the bottom part of your screen and provide your #QUESTION# to enter the queue.
When announced, a notification to enable your audio will appear then you shall activate your microphone to ask your questions.



For telephone participants, dial *9 (raise hand), once your question is announced, dial *6 to mute/unmute the audio.



If you prefer to submit your question only in writing and have the operator read it, please indicate this in your question.

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