

BOAS
B3 LISTED NM

Earnings Call

1Q22

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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.



Fraud Day

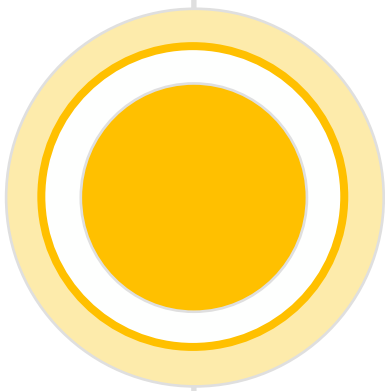
Largest anti-fraud event in Brazil held on March 24th and was attended by over 800 people.

Brazil Agility Award 2022

Boa Vista participated by taking its digital transformation case.



PEOPLE ON | ACADEMY



People On Academy

Our Learning Management System.

New Culture

Our new culture who we are, our purpose, positioning, mission, vision and the values we believe in here at Boa Vista.







Valores



Somos Integros



Confiamos nas pessoas



Incentivamos a Diversidade



Executamos com excelência



Trabalhamos em equipe



Buscamos as melhores soluções

#CulturaInteliGente



BoaVista
PowerScore4

POWERED BY

A powerful
model for
accurate
results

The new credit concession model is the Boa Vista PowerScore4.

The main tool for assessing default risk in granting credit to individuals.

+ 3700

new predictor
variables

+ 20

Data sources
(hybrid)

300 billion

base
observations

And what are the advances of our
new concession model?



Increase in performance using dynamic data
blending.



More segmentations and better performance
in different audiences.



New predictor variables.



Improvement of machine learning techniques.

↑ 19%

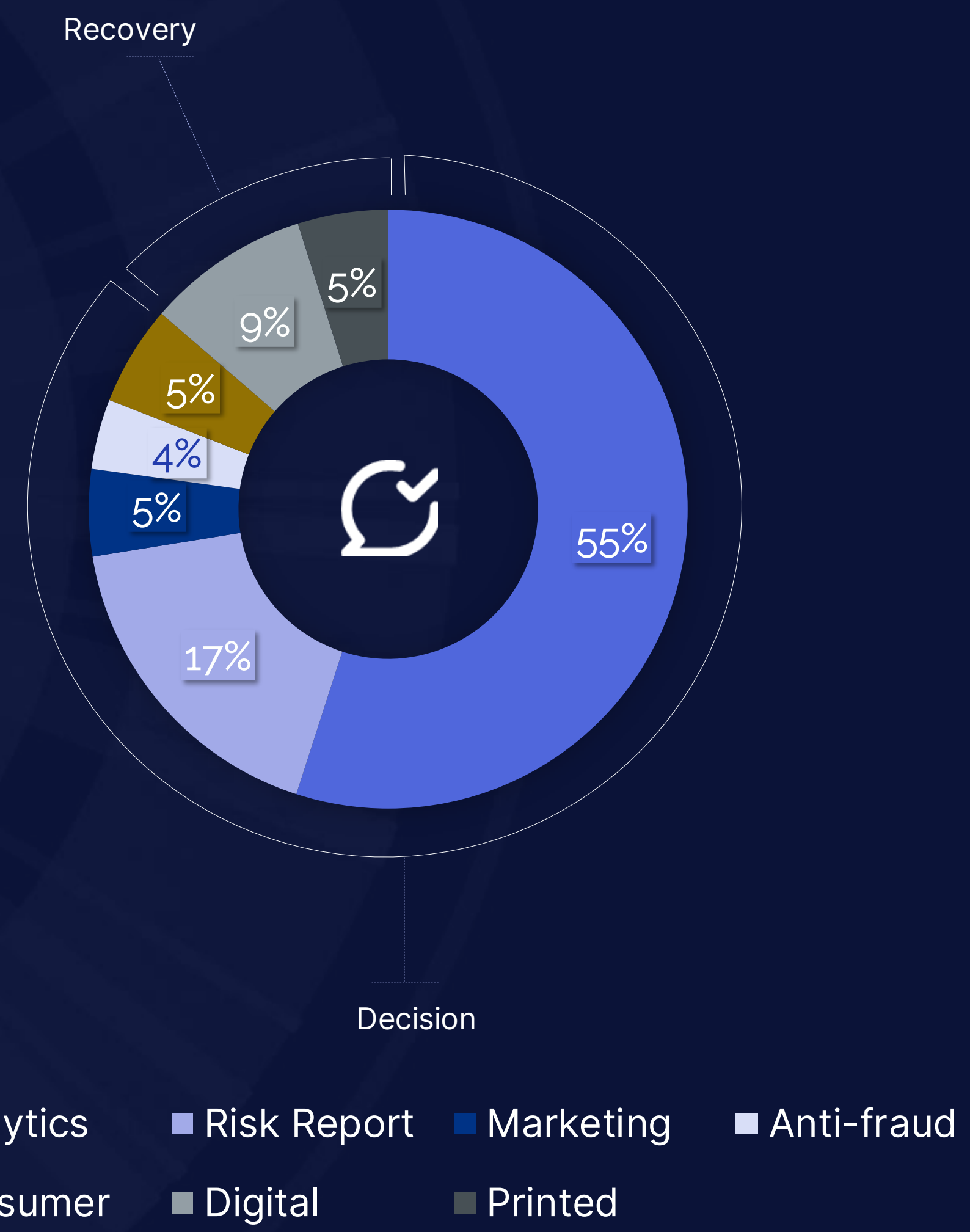
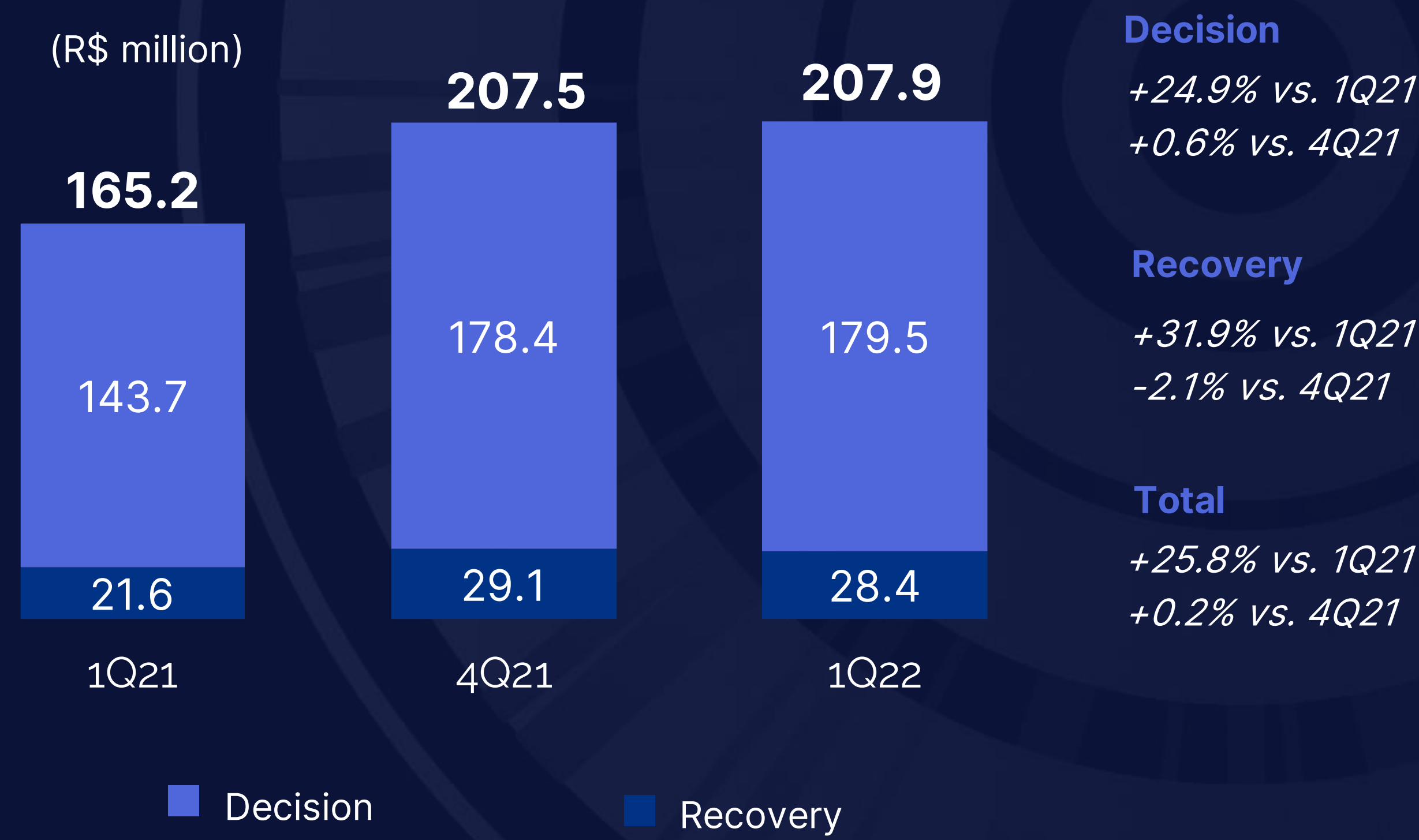
Score P4 KS gain¹

↑ 150%

increase in customer
approval¹²

¹ Versus Boa Vista PowerScore3 ; ²Approval gains for certain target audiences. maximum point of the sample.

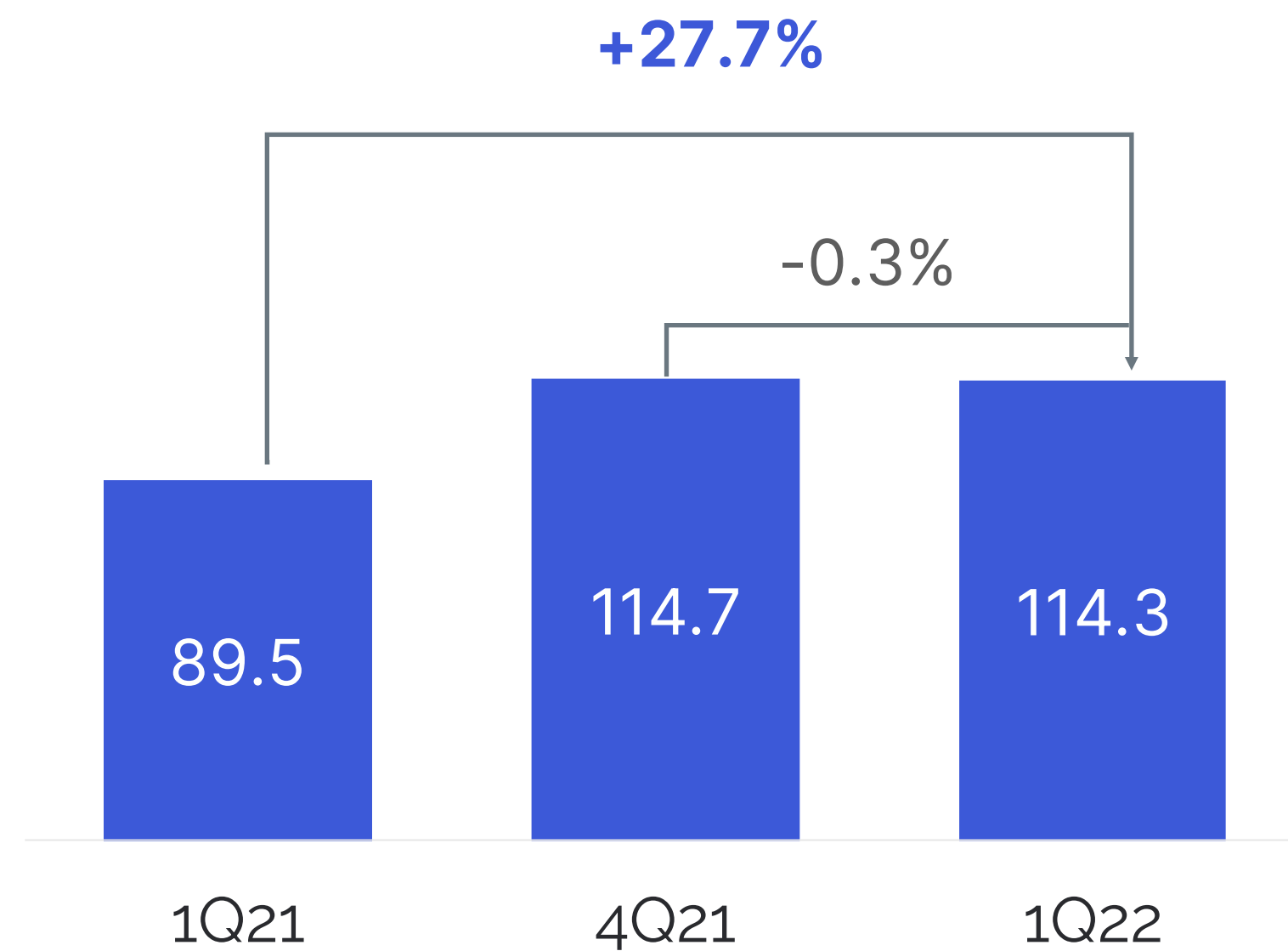
We showed significant growth in both revenue lines.



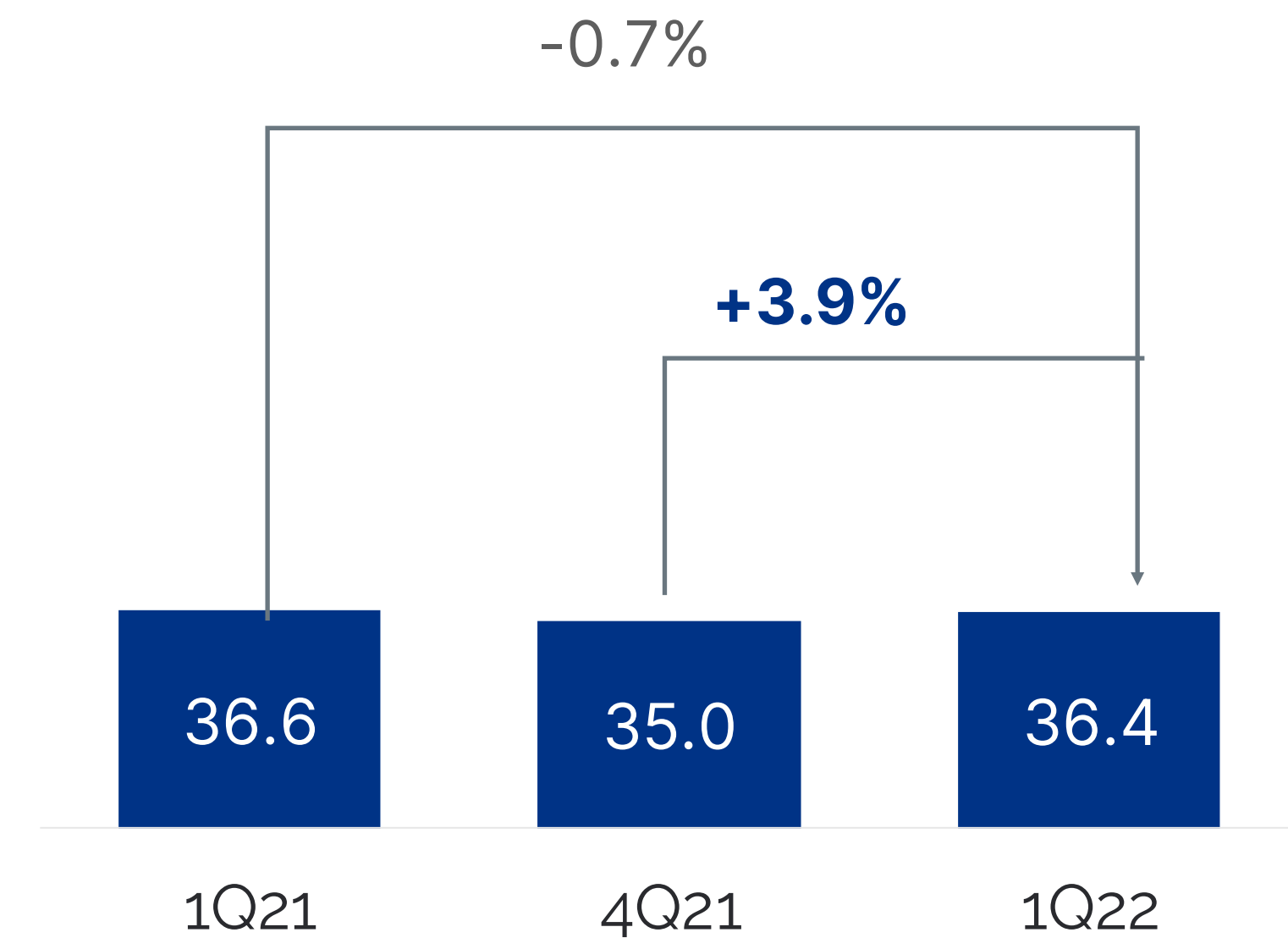
¹ % over Net Revenue

Focus on Cadastro Positivo's hybrid products.

Analytical solutions

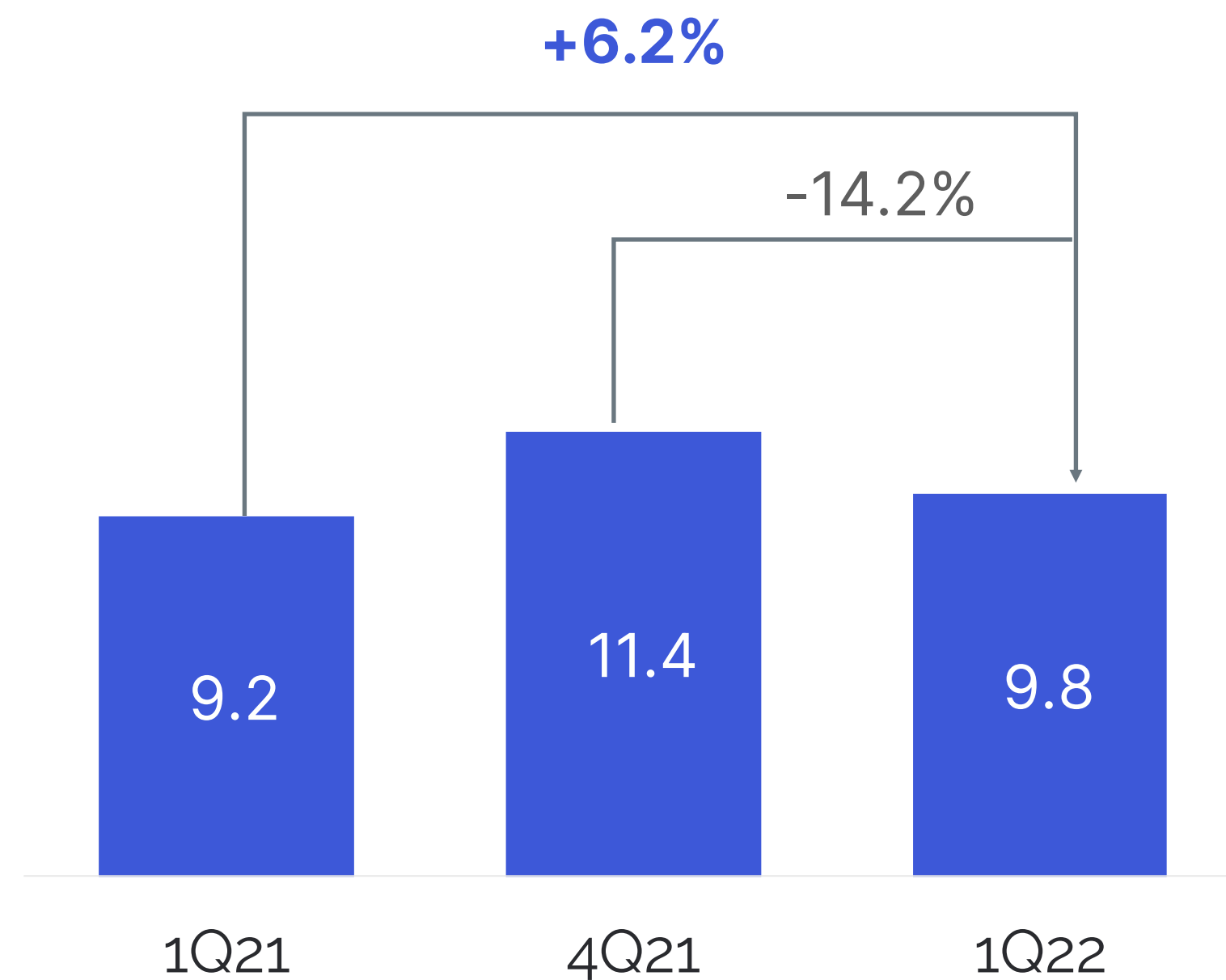


Risk reports

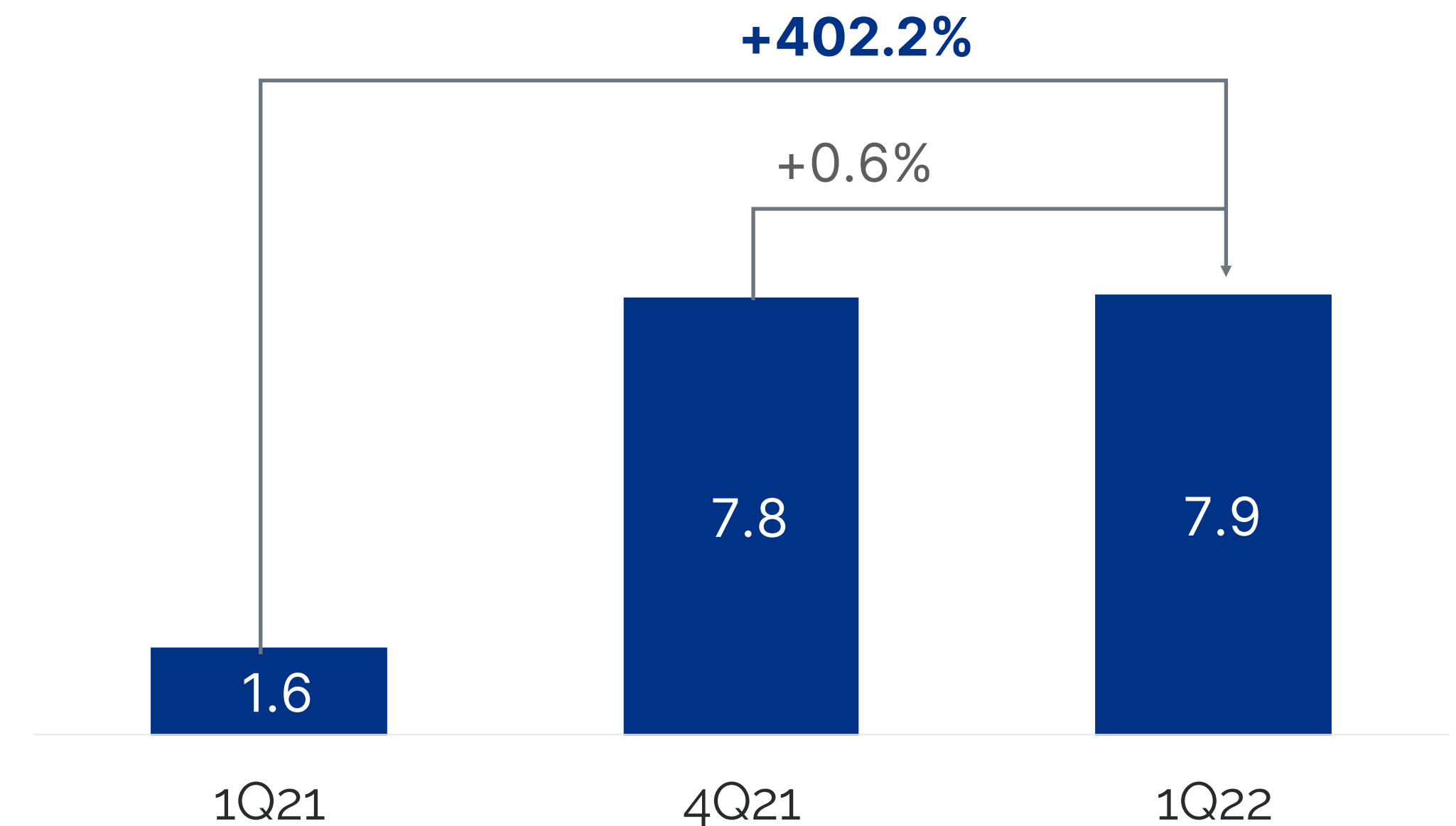


Growth in **Boa Vista Bluebox**, **Konduto**'s consolidation and growth.

Marketing solutions

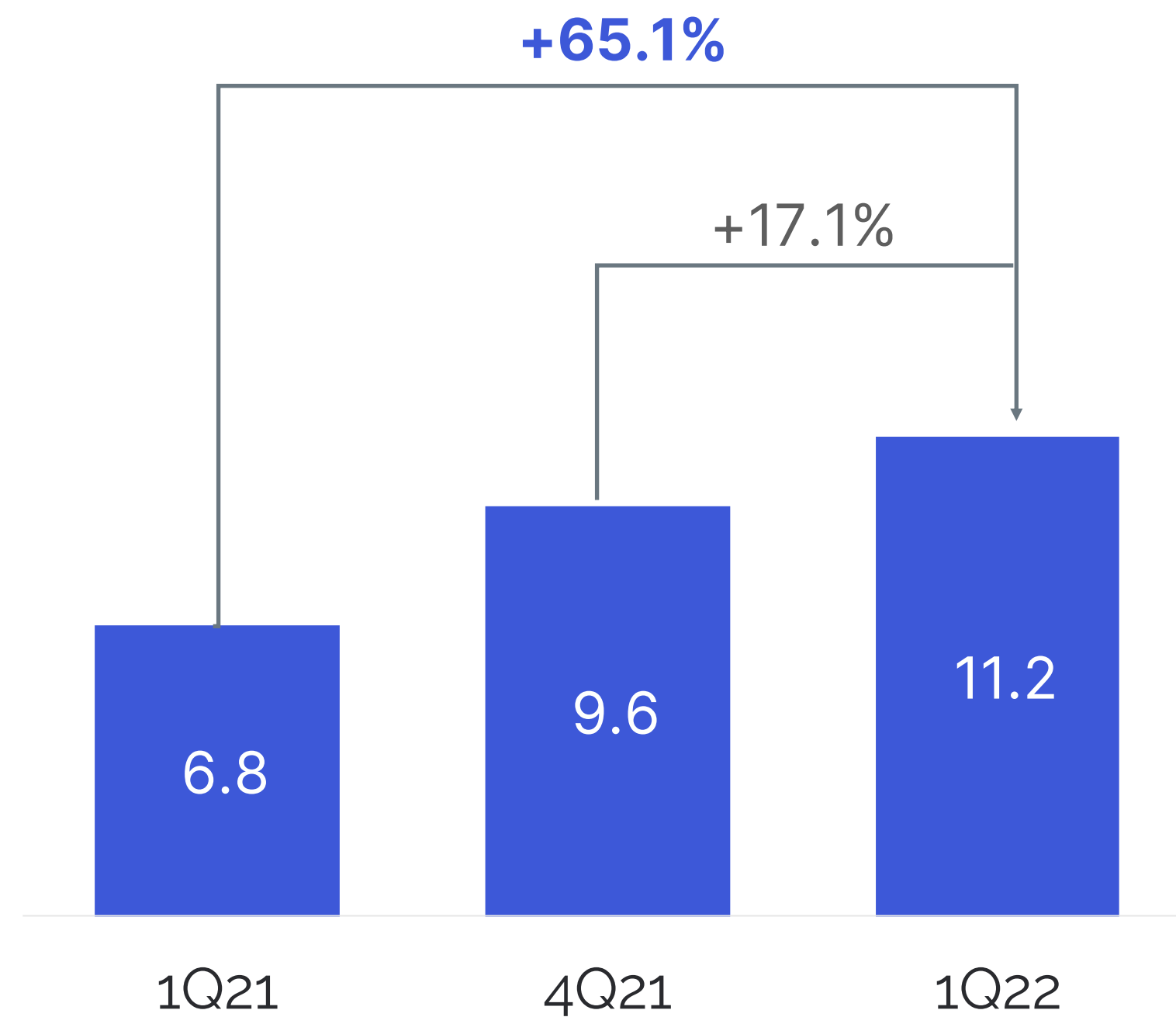


Anti-fraud solutions



Additional platform monetization

Consumer solutions



+ Agreements

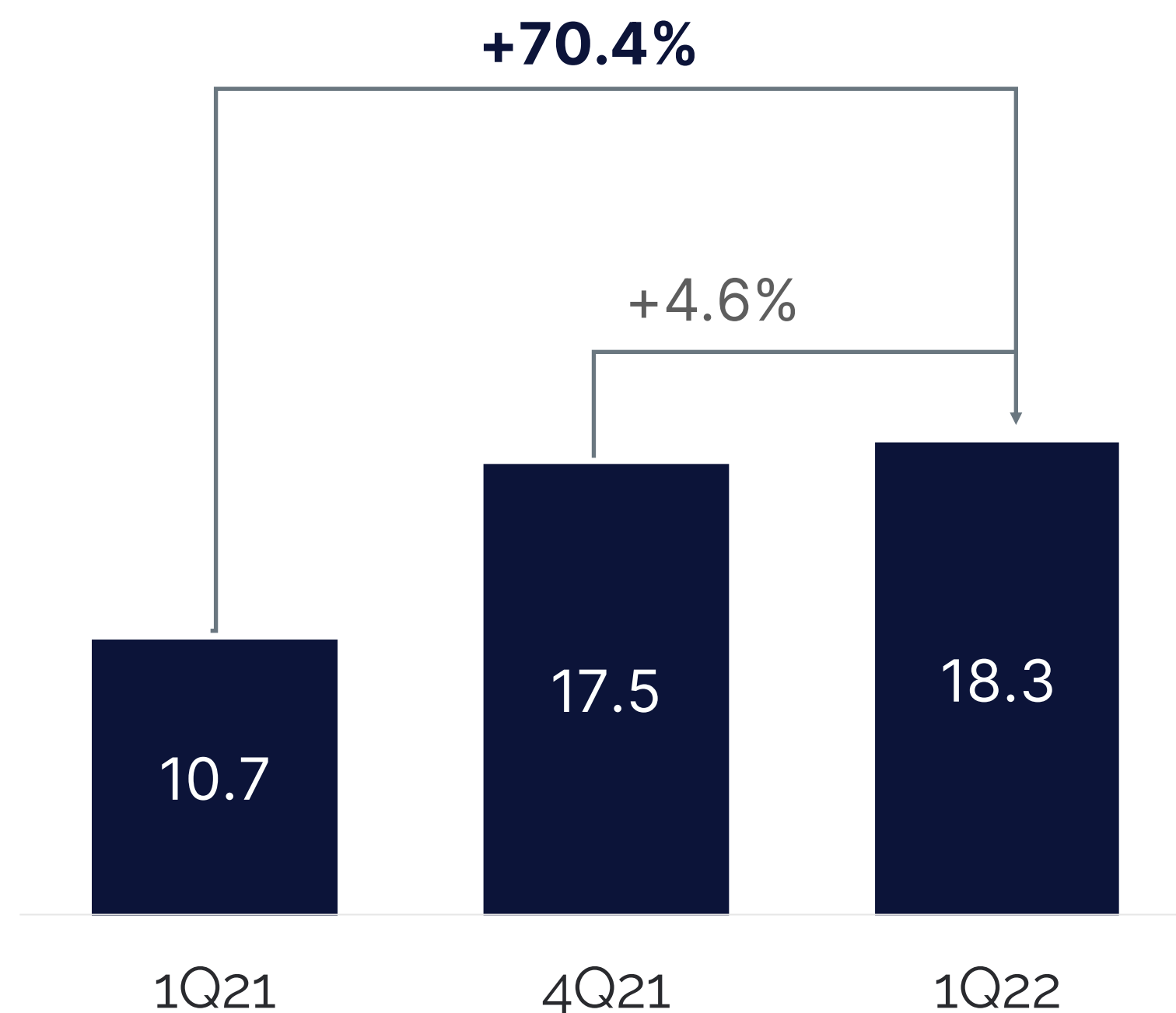
+ Leads

↑ 65%

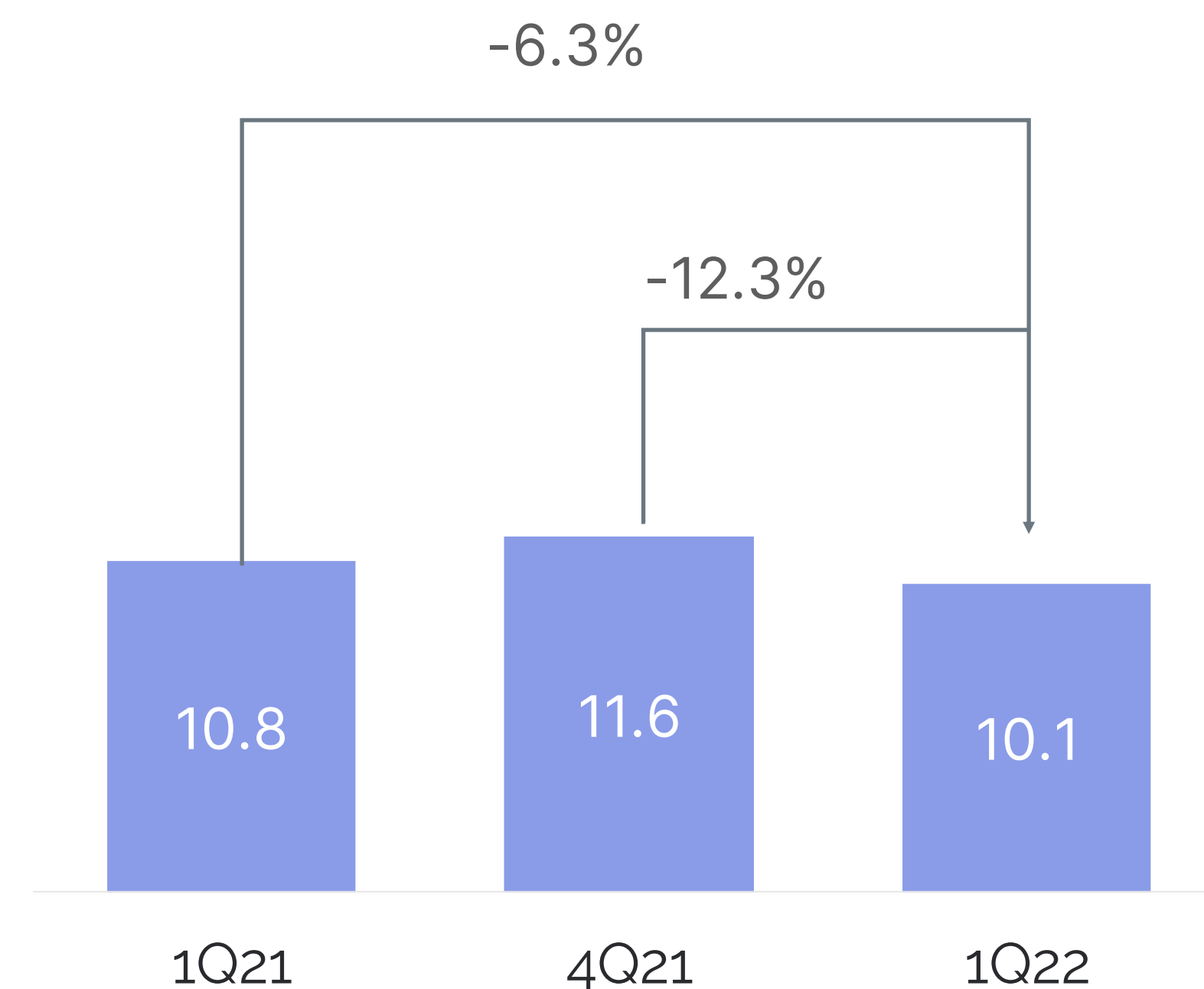
vs 1Q21

Resumption of default and change in negotiation parameters resulting from the Covid 19 pandemic

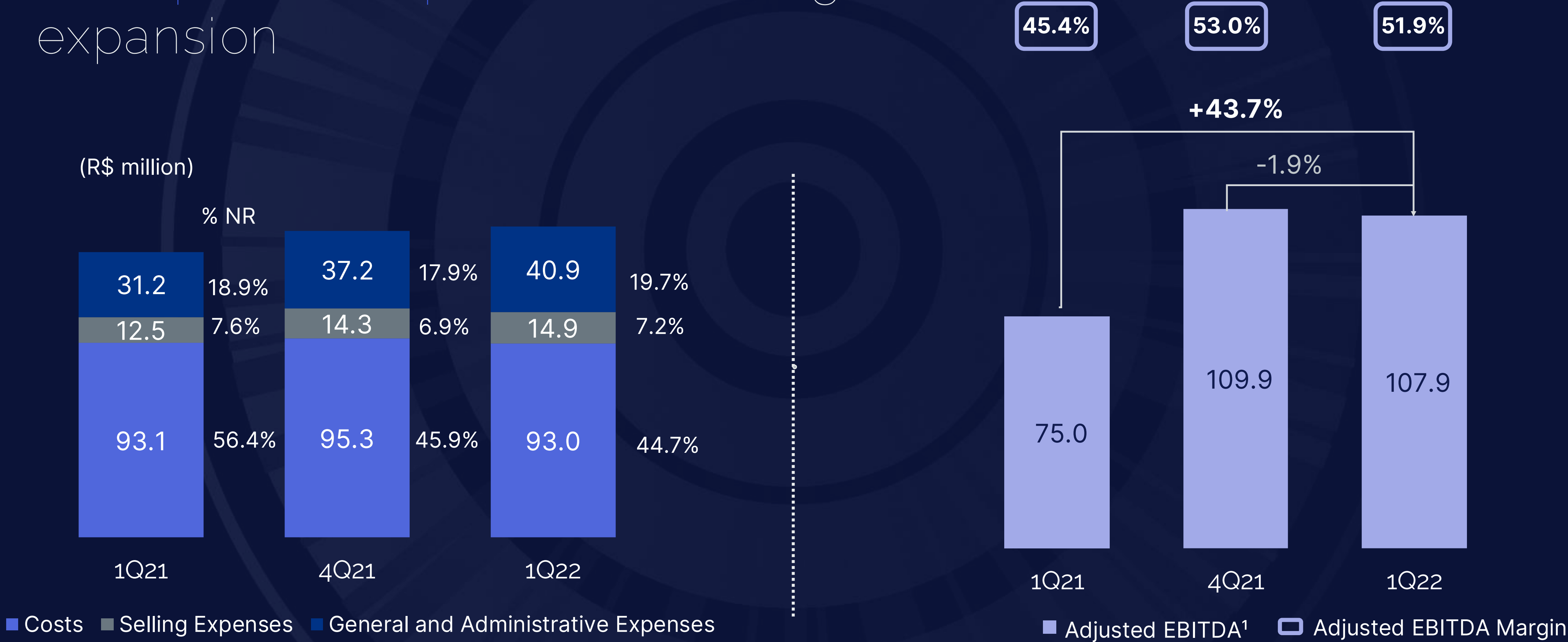
Digital solutions



Printed solutions

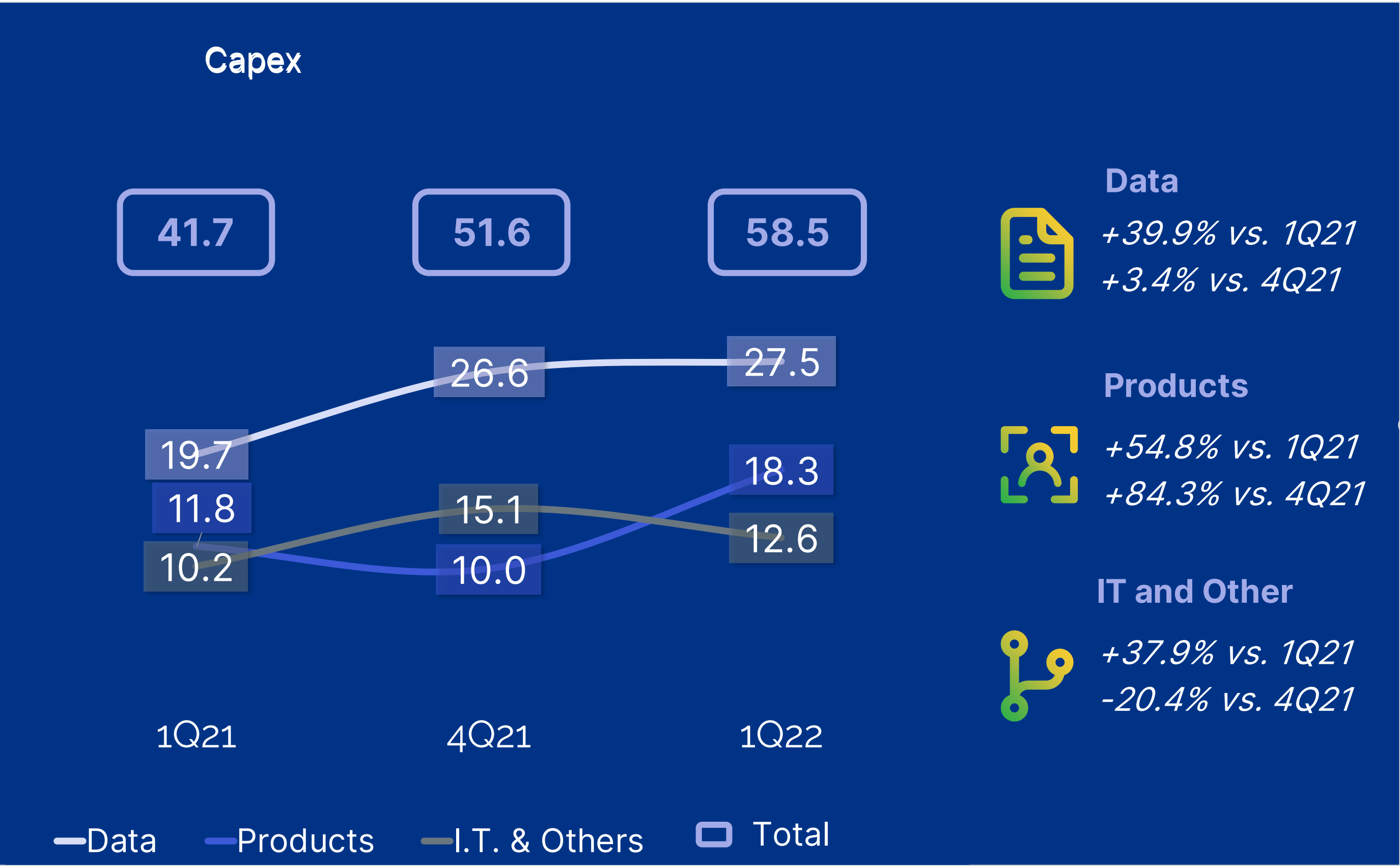


Cost optimization and standardization of acquired companies, with margin expansion

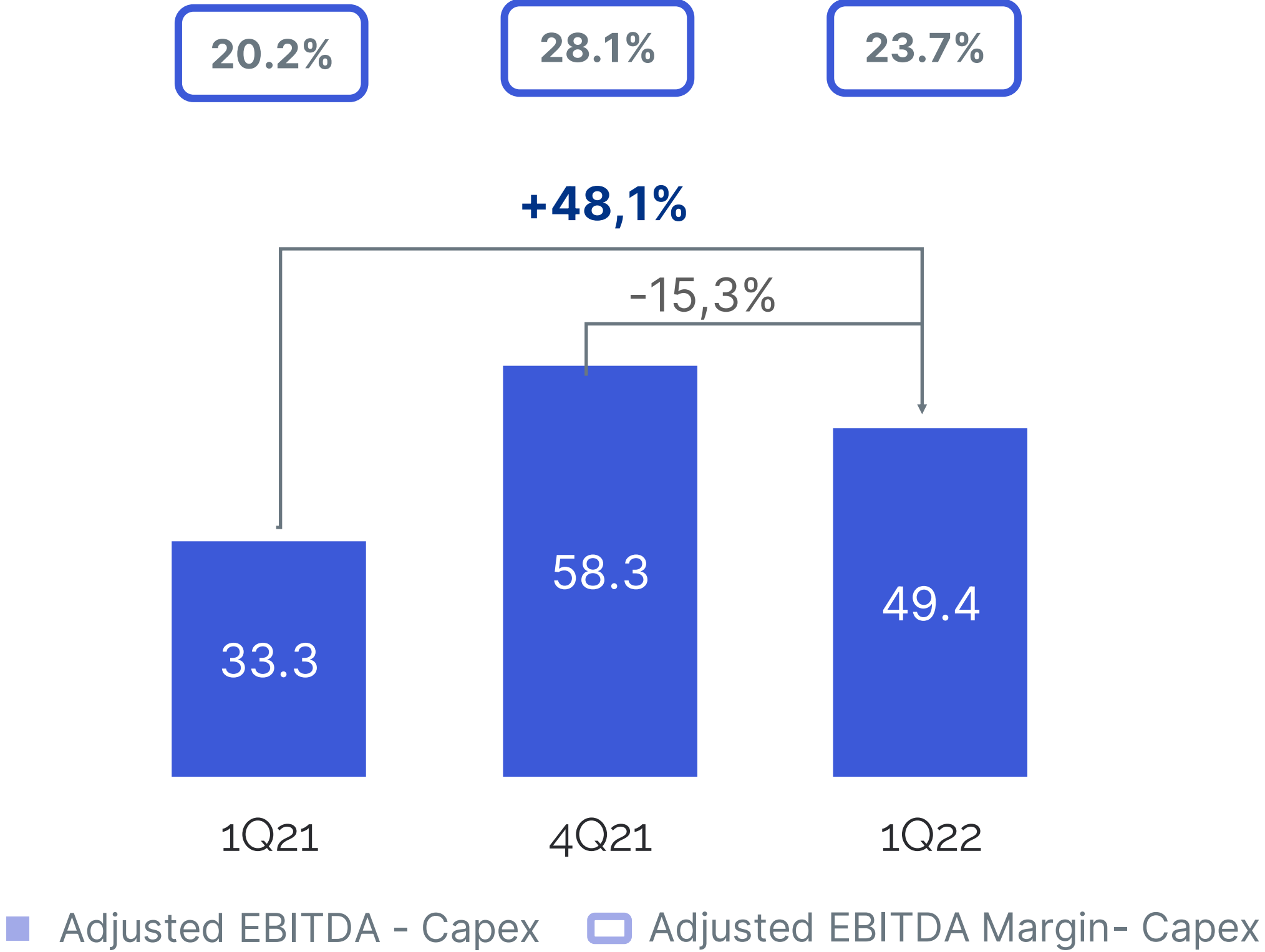


¹Excludes non-recurring events from the result and PPA of acquisitions

Recurring investments, efficiency and increased cash generation

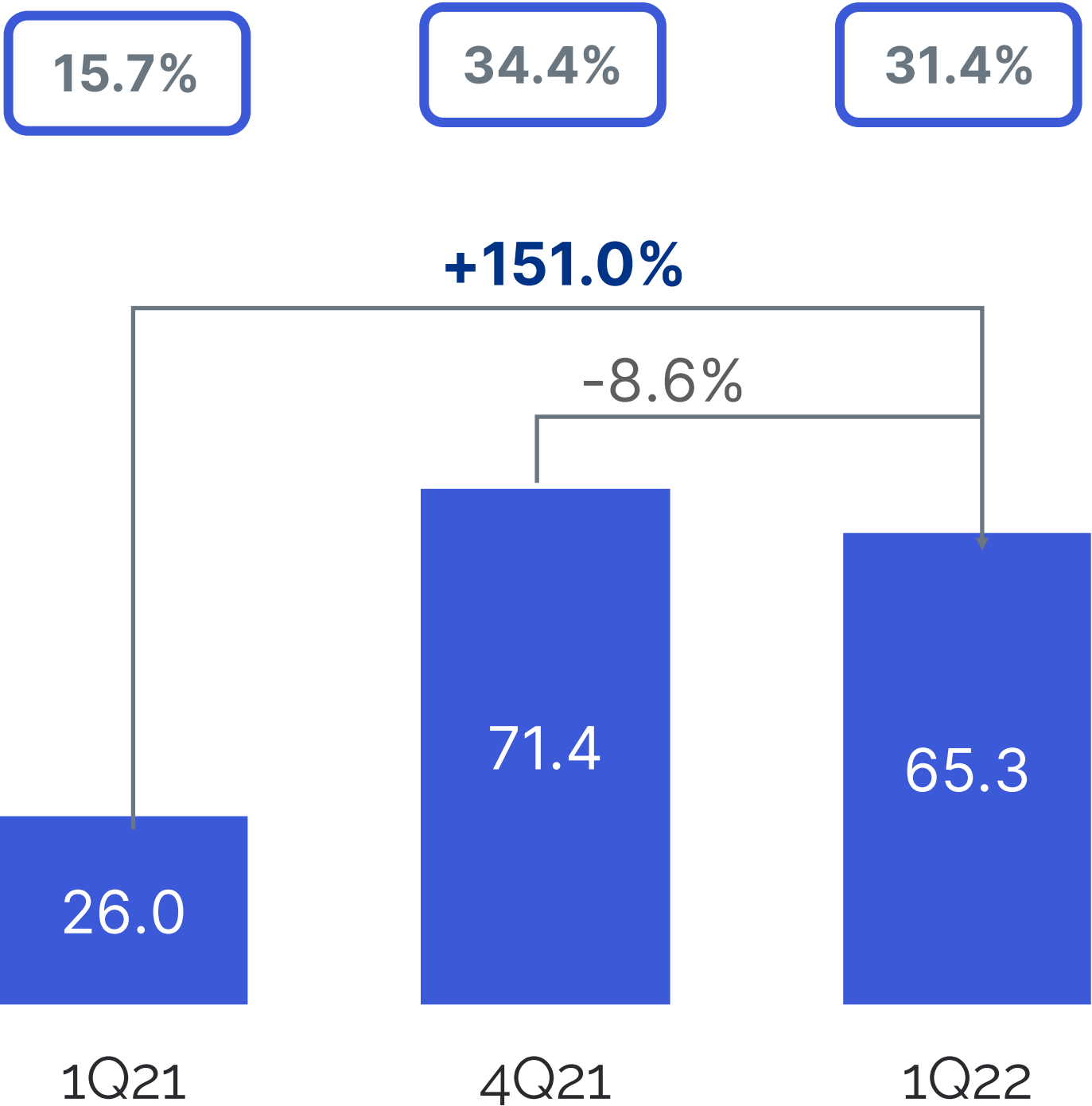


Adjusted EBITDA - Capex



Growth of 15.7 p.p in Net Margin and increase of R\$0.07 per share

Adjusted net income



■ Adjusted net income □ Adjusted net income Margin

31.4%

of Adjusted Net Income Margin in 1Q22

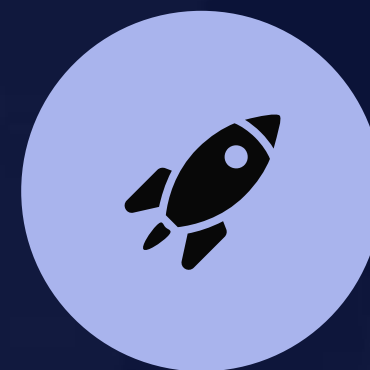
↑ 151%

Adjusted Net Income growth vs 1Q21

¹Excludes non-recurring events and additional accounting effects of acquisitions (amortization of goodwill, mark-to-market financial expenses and their effects on taxes) for purposes of comparability with prior periods. Does not represent organic profit.

Closing message

Continuity in
performing with
excellence



Sustainable
Growth

Q&A



To ask questions, click on the #Q&A# icon, in the bottom part of your screen and provide your #LANGUAGE# and 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.



When announced, a request to activate your microphone will appear on the screen. For telephone participants, dial *9 (raise hand), once your question is announced, dial *6 to mute/unmute the audio.



To send questions in writing via the Q&A icon, at the bottom of your screens, we advise you to ask them by indicating your NAME, COMPANY and LANGUAGE and write your question.

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