BoaVista

TRANSACTION ANNOUNCEMENT
KONDUTO ACQUISITION

MARCH 2021

DISCLAMER

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.

KONDUTO ACQUISITION HIGHLIGHTS

BOA VISTA SETS A FOOTHOLD INTO THE BRAZILIAN ANTI-FRAUD MARKET

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STRONG STRATEGIC FIT

- Strengthening of Boa Vista's position as an analytics powerhouse

- Proprietary data assets to foster new product development

- Perfect complementarity with Boa Vista's current product portfolio

UNIQUE MARKET OPPORTUNITY

- Exclusive access to a market with high barriers to entry

- Market expected to grow at double digits over next 5 years

Positive impact on BOAS3 revenues growth

EBITDA neutral in 4Q20

Unique access to transactional data

KONDUTO – LEADER IN FRAUD PREVENTION TECH

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KONDUTO IS A BRAZILIAN PIONEER IN THE USE OF MACHINE LEARNING AND NAVIGATION BEHAVIOR MONITORING TECHNOLOGIES TO COMBAT ONLINE FRAUD

Company at a Glance

- Founded in 2014, Konduto is the leading fraud prevention solution that helps merchants and Payment Service Providers maximize their approval rates and reduce credit card fraud
- Merchants and PSPs use the Company's machine learning algorithms to instantly decide whether a transaction should be approved or rejected
- Innovative fraud prevention solution targeting digital payments, especially PIX

Key Metrics

- Over **224M** transactions processed in 2020
- **R$1,3B** in fraud attempts prevented in 2020
- **20.000+** merchants using Konduto's solution, directly or indirectly

- **0,5%** of total transactions go through manual review
- Proprietary technology: **Fingerprinting & Behavior**
- Machine learning models interact with **7.000 data points** in 100 mili-seconds – **industry gold standard**

Financial Highlights

- Circa **R$15M** in revenue in 2020
- Revenue CAGR of **94%** in the past 3 years

DESIGNED FOR MAKING DECISIONS
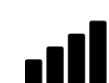
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Performance: Real time decision engine

✓ High volume, low pricing, go/no-go, real time algorithm & scoring

✓ Built for the businesses that need an immediate response

Payments Providers (PSP, Acquirers and Gateways)

Real-Time Decision

High Volume

Completo: Fully-assisted service

✓ Runs on the same risk engine as Performance

✓ Suspicious transactions are manually reviewed and decided by a team of experts

✓ Made for retailers that need better approvals and good response time
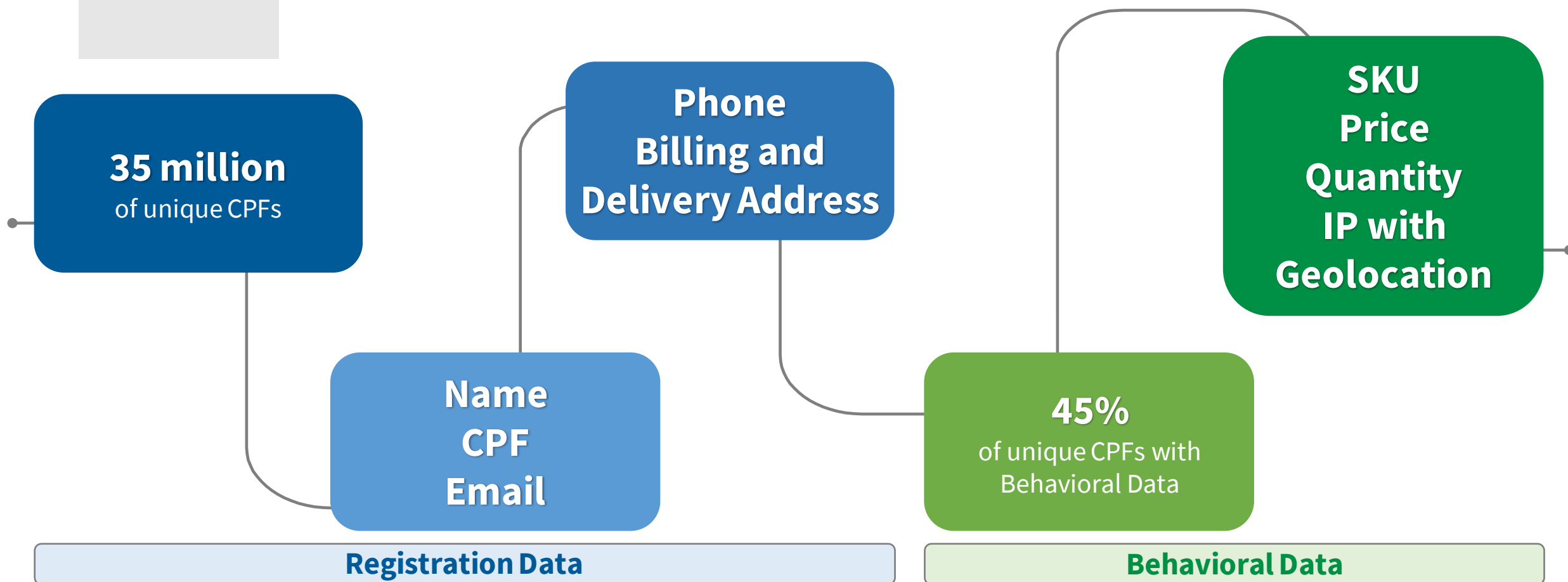
Online Stores of all industries need manual review

Higher average price transactions

Non digital merchandise

PROVIDES LEADING NETWORK OF FRAUD DATA

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35 million
of unique CPFs

**Phone
Billing and
Delivery Address**

**Name
CPF
Email**

**SKU
Price
Quantity
IP with
Geolocation**

45%
of unique CPFs with
Behavioral Data

Registration Data

Behavioral Data

- 12 B page visits / web interactions
- 40 M unique e-mails addresses
- 244 M transactions analyzed

- 30 M devices registered
- 950 K invoices flagged as fraud/suspicious
- 7.000+ data points evaluated by the algorithm

THE CHOSEN SOLUTION

*"Avoided **R$ 7M** in fraud and fines within **2 months**"*

Rolled out to all +2000 merchants in 6 countries

EBANX

Performance

Customer since 2015

94% instant decision, 97%+ overall approval with **< 0,15%** chargeback

"You can consider yourselves the best fraud solution in Brazil"

farmadelivery.com.br

Completo

Customer since 2018

99,04% approval rate with **0,02%** chargeback

Automatic approval rate of **93%** - algorithm only

DECATHLON

Completo

Customer since 2018

Sample of clients

ifood   ConectCar

VTEX   James

movile pay   MADERO

PagBrasil

ACQUISITION FINANCIAL SUMMARY

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Financial Consideration

- R$172M gross purchase price

Financial Impact

- Circa R$ 15M in gross revenue in 2020
- Synergies in revenues, cost, data and new products
- Boa Vista data and technology to accelerate integration, synergies and product development

Business Leadership

- Konduto's founders will remain in their positions and will lead Boa Vista's anti-fraud Business Unit as they complete Konduto's integration

Proposed Transaction

- Acquisition of 100% of Konduto's shares – R$122M in cash and R$50M in BOAS3 shares

Expected Closing

- Expected to close during 2Q21, subject to closing conditions

Thank You!

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