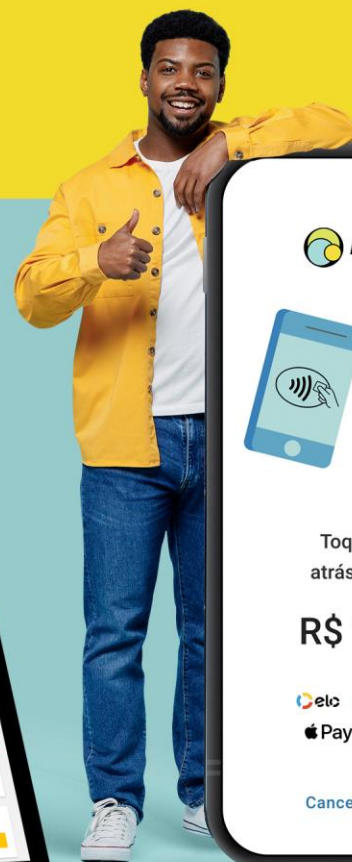
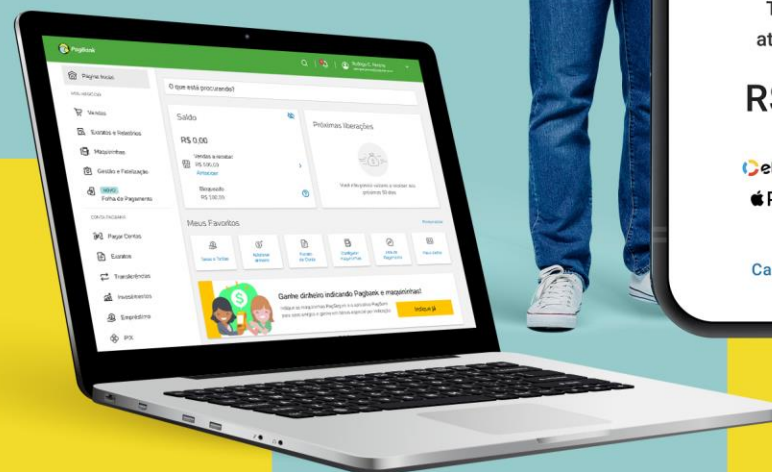




# Corporate Presentation

Nov-23





# Forward-looking statements; Non-GAAP financial measures

## Forward-looking statements

This presentation, prepared by PagSeguro Digital Ltd (“we” or the “Company”), is solely for informational purposes. The information in this presentation does not constitute or form part of, and should not be construed as, an offer or invitation to subscribe for, underwrite or otherwise acquire, any securities of the Company or any subsidiary or affiliate of the Company, nor should it or any part of it form the basis of, or be relied on in connection with any contract to purchase or subscribe for any securities of the Company or any of its subsidiaries or affiliates nor shall it or any part of it form the basis of or be relied on in connection with any contract or commitment whatsoever.

This presentation may contain forward-looking statements relating to matters such as continued growth prospects for the Company, industry trends and product and technology initiatives.

These statements are based on currently available information and our current assumptions, expectations and projections about future events. While we believe that our assumptions, expectations and projections are reasonable in view of currently available information, you are cautioned not to place undue reliance on these forward-looking statements.

Our actual results may differ materially from those included in this presentation, for a variety of reasons, including those described in the forward-looking statements and risk factor sections of our most recent Annual Report on Form 20-F (File No. 001-38353) and other filings with the Securities and Exchange Commission (the “SEC”), which are available on our investor relations website (<http://investors.pagbank.com>) and on the SEC’s website (<https://www.sec.gov>).

All the information included in this presentation is updated as of **September 30, 2023**. Except as may be required by applicable law, we assume no obligation to publicly update or revise our statements.

## Non-GAAP financial measures

This presentation includes the following financial measures defined as “non-GAAP financial measures” by the SEC: non-GAAP Net Income, non-GAAP Total Costs and Expenses, non-GAAP Administrative Expenses, non-GAAP Net Margin and Adjusted EBITDA. We present non-GAAP measures when we believe that the additional information is useful and meaningful to investors. These non-GAAP measures are provided to enhance investors’ overall understanding of our current financial performance and our prospects for the future. Specifically, we believe the non-GAAP measures provide useful information to both management and investors by excluding certain expenses, gains and losses, as the case may be, that may not be indicative of our core operating results and business outlook.

For an explanation of the foregoing non-GAAP measures, please see “Appendix” included in this presentation. These measures may be different from non-GAAP financial measures used by other companies. The presentation of this non-GAAP financial information, which is not prepared under any comprehensive set of accounting rules or principles, is not intended to be considered in isolation of, or as a substitute for, the financial information prepared and presented in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board. Non-GAAP measures have limitations in that they do not reflect all of the amounts associated with our results of operations as determined in accordance with IFRS. These measures should only be used to evaluate our results of operations in conjunction with the corresponding GAAP measures.

For a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP measures, see “Appendix”.





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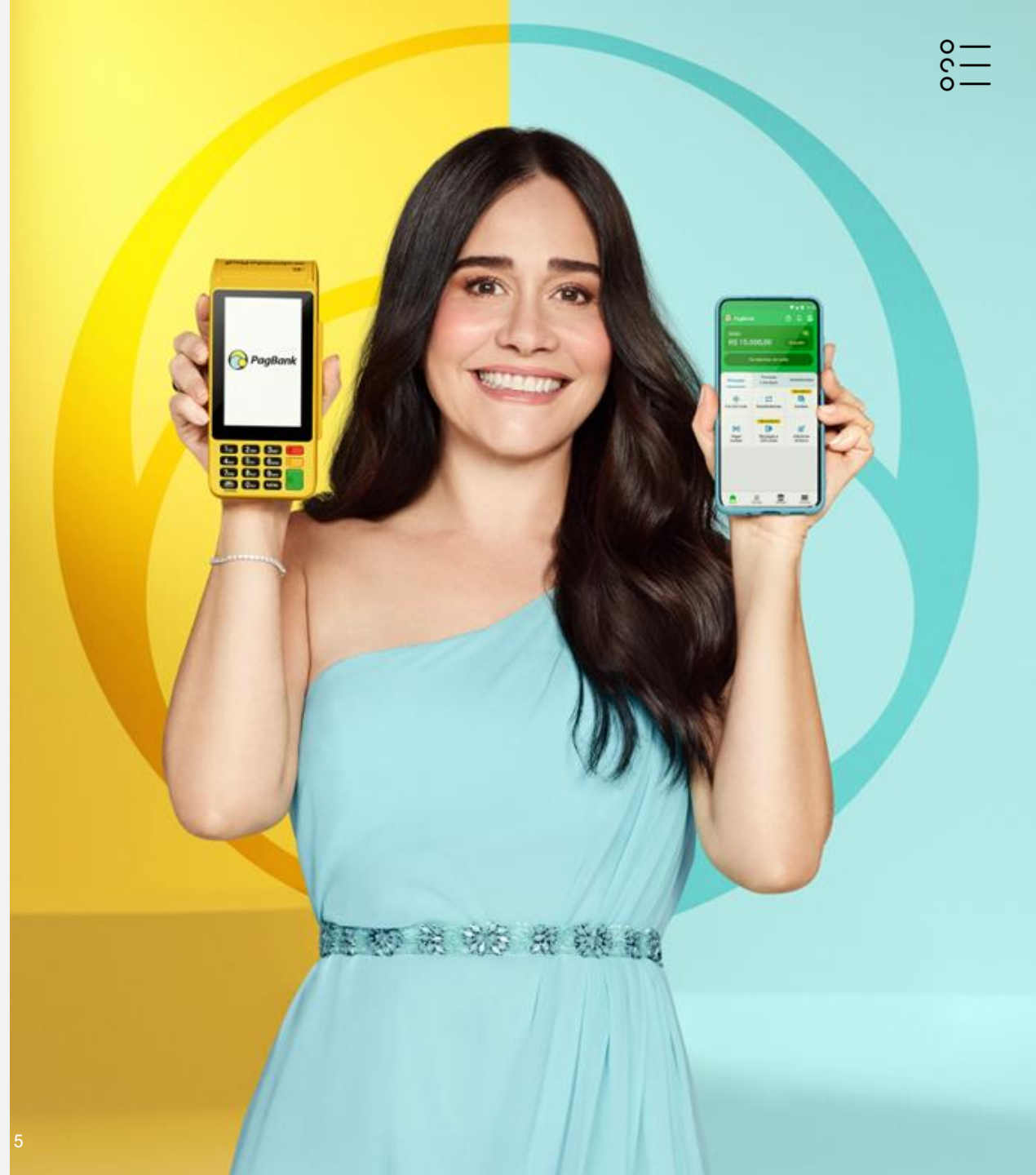


# Business Overview



# ABOUT US

We are a **disrupt provider** of financial **technology solutions** whose business offers a **two-sided ecosystem** through a **single brand: PagBank**



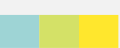


# OUR PURPOSE

We are fully committed to **facilitate the financial lives of consumers and businesses**







# OUR VALUES

- Ethics
- All for the customer
- Ownership
- Cooperation
- Simplicity
- Reliability





## ONE APP

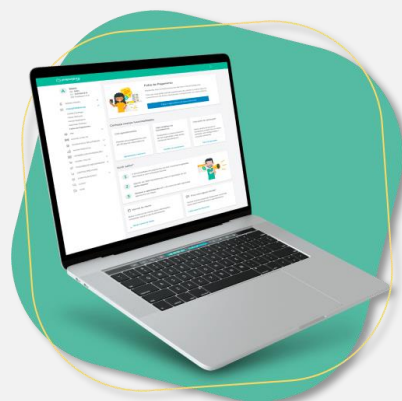


4.9 ★



4.7 ★

## ONE PLATFORM



## ONE CUSTOMER CARE





**One single brand**  
for merchants and consumers

**Simplify communication**  
and efficiency gains

**Increase client awareness**  
about our banking services

**BEST OPTION  
FOR SELLING**

**BEST OPTION  
FOR SAVING**



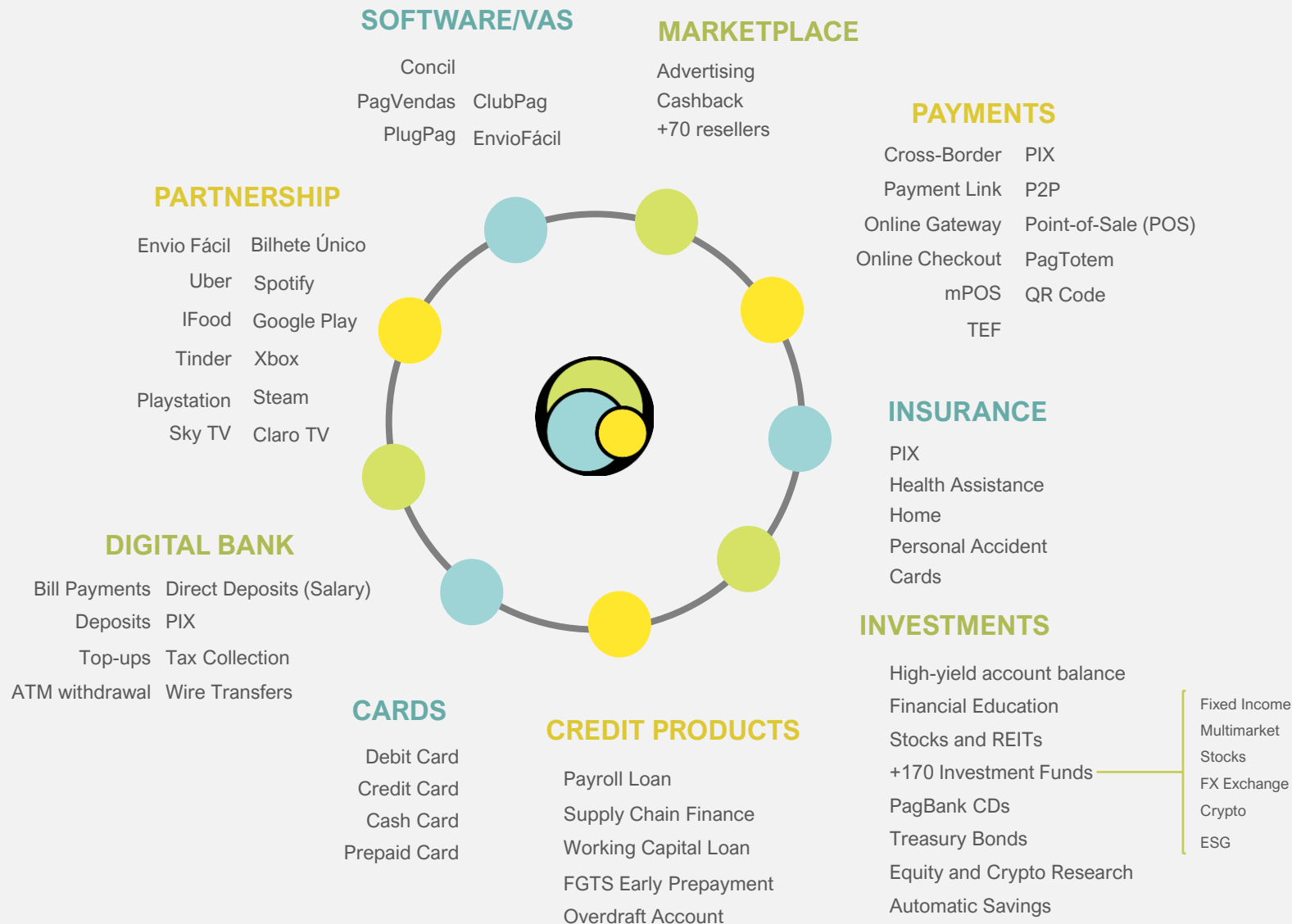
THE COMPLETE BANK





# OUR ECOSYSTEM

is **complete**  
and **integrated**

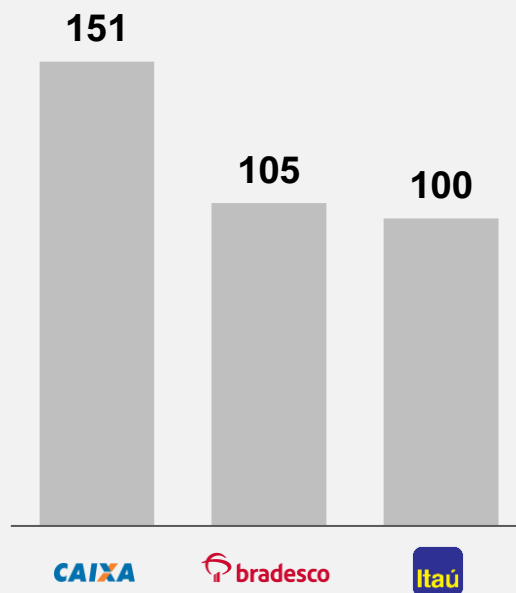




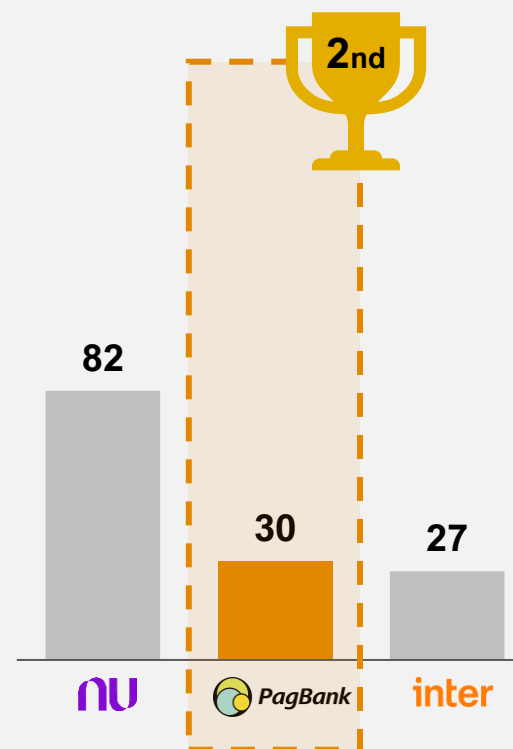
# SECOND LARGEST NEOBANK

in Brazil

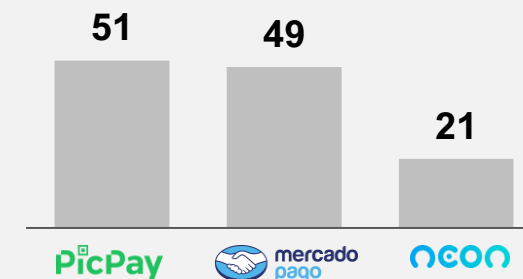
**Bank Clients**  
TOP 3 Institutions | # Million



**NeoBank Clients**  
TOP 3 Institutions | # Million



**Digital Wallet Clients**  
TOP 3 Institutions | # Million



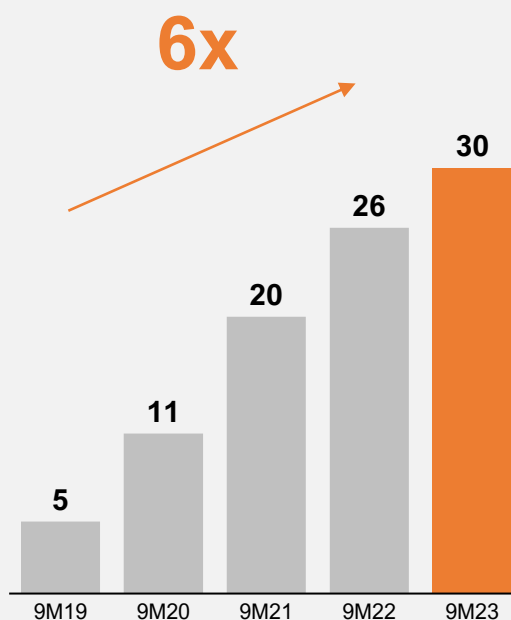




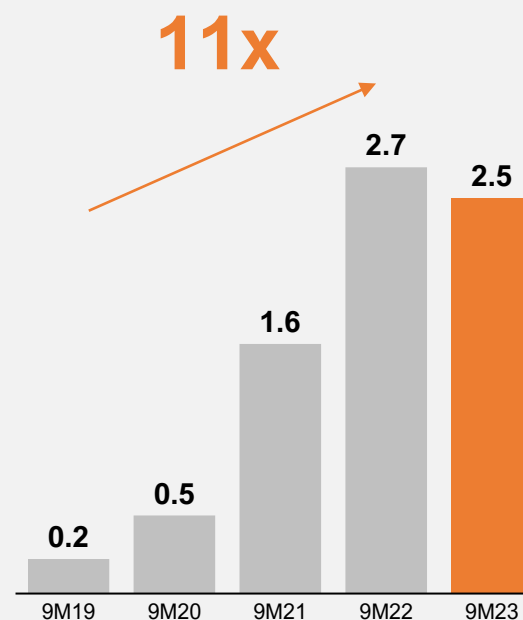
# FINANCIAL SERVICES STRONG GROWTH

in **5 years** of existence

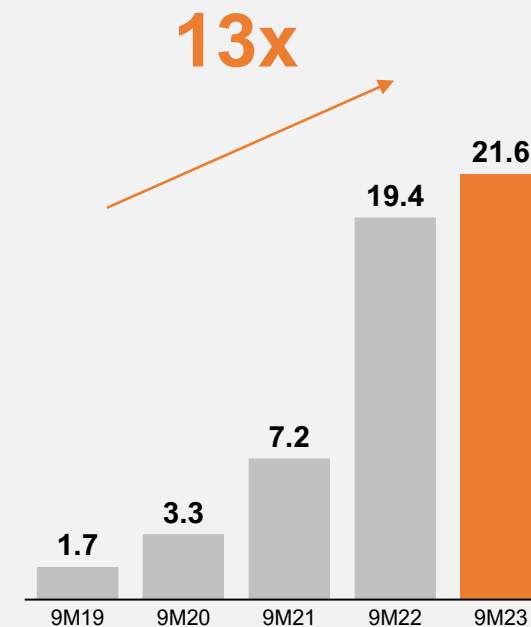
**PagBank Clients**  
# Million



**Credit Portfolio**  
R\$ Billion



**Total Deposits**  
R\$ Billion



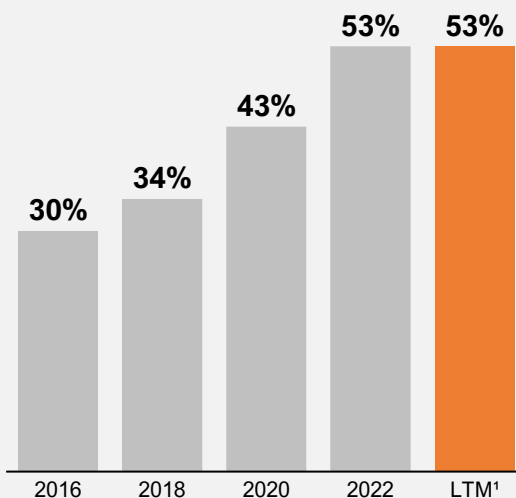


# COMPLETE PAYMENTS PLATFORM

from 1% to  
~10% market share  
in 8 years

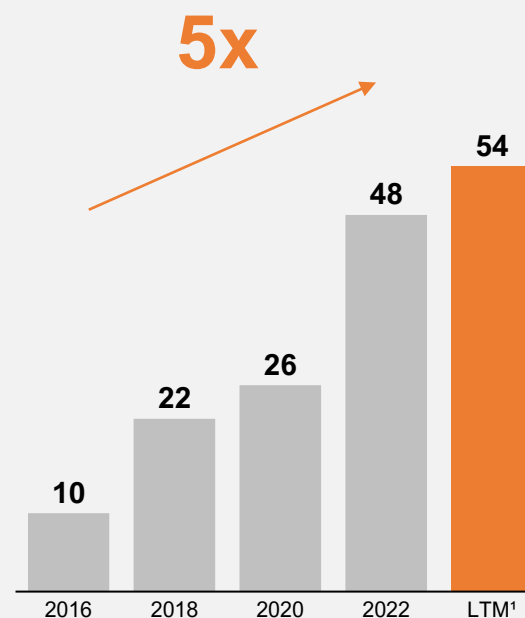
## Brz Cards Penetration

Cards TPV / Household consumption



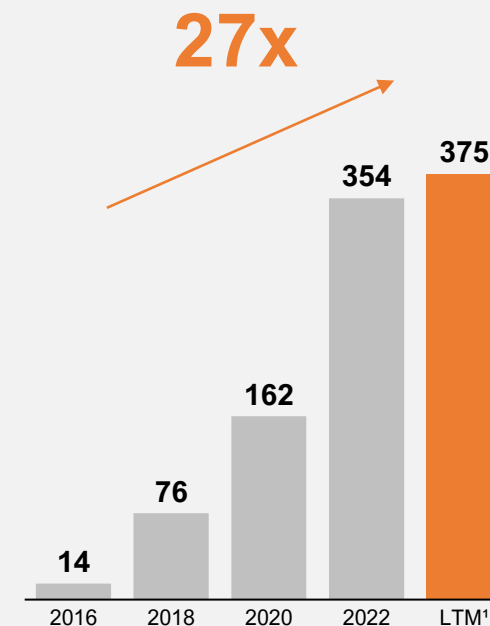
## TPV per Merchant

R\$ Thousand



## Total Payment Volume

R\$ Billion



# Payments



# Brazilian Payments System evolution



REDECARD  
VisaNet  
Brasil



PAGS  
LISTED  
NYSE



1990

2006

2010

2013

2018

2019

2020

2021

2022

2023

“Real Plan”

VisaNet and  
Redecard  
founded

Beginning of  
card issuance  
duality in the  
Brazilian market

**PAGS** created  
to offer online  
payments for  
UOL users  
aiming to be  
the **Brazilian  
PayPal**

End of the  
exclusivity  
agreement  
between  
**Visa/Cielo** and  
**Mastercard/Rede**

**PAGS** launched  
the **first mPOS**  
  
**BACEN** launches  
the Payments  
Institution  
regulation

**PAGS** launched its  
**card issuance**  
business  
  
**PAGS** IPO (NYSE)  
one of the largest  
capital raising  
through an IPO for  
a Brazilian fintech  
(\$2.6B)

**PAGS** starts its  
**credit operation**

**PAGS** launched  
**PagBank**  
  
**PAGS** acquired a  
**full banking  
license** for **R\$ 60  
million**

**BC# Agenda:**  
Brazilian Central  
Bank plan to foster  
competition,  
increasing opps for  
new players like  
**PAGS**

**PAGS** started to  
develop several  
**value-added  
services** for  
merchants  
  
**PAGS** underwrites  
its first **secured  
credit product** for  
consumers

**PIX** roll out and  
initial phases of  
**Open Banking**

**PAGS** developed  
**HUBs**  
  
**New regulation**  
Public Hearing  
(89/2021)

**PAGS** reached  
**R\$ 1 trillion** in TPV  
  
**PAGS** launched  
**PagBank business  
account**

**PAGS** deposits  
reached **R\$ 10bn**  
(1Q22) and  
**R\$ 20bn** (4Q22)

**PAGS** launched  
**PagTotem**

**New regulation**  
BCB capital  
requirement rules  
for Payments  
Institutions

**PAGS** launched  
**Tap on Phone**

**PAGS** launched  
**Collection  
Platform** with Pix  
QR Code + Boleto

**PAGS** launched  
**facial  
authentication**  
system

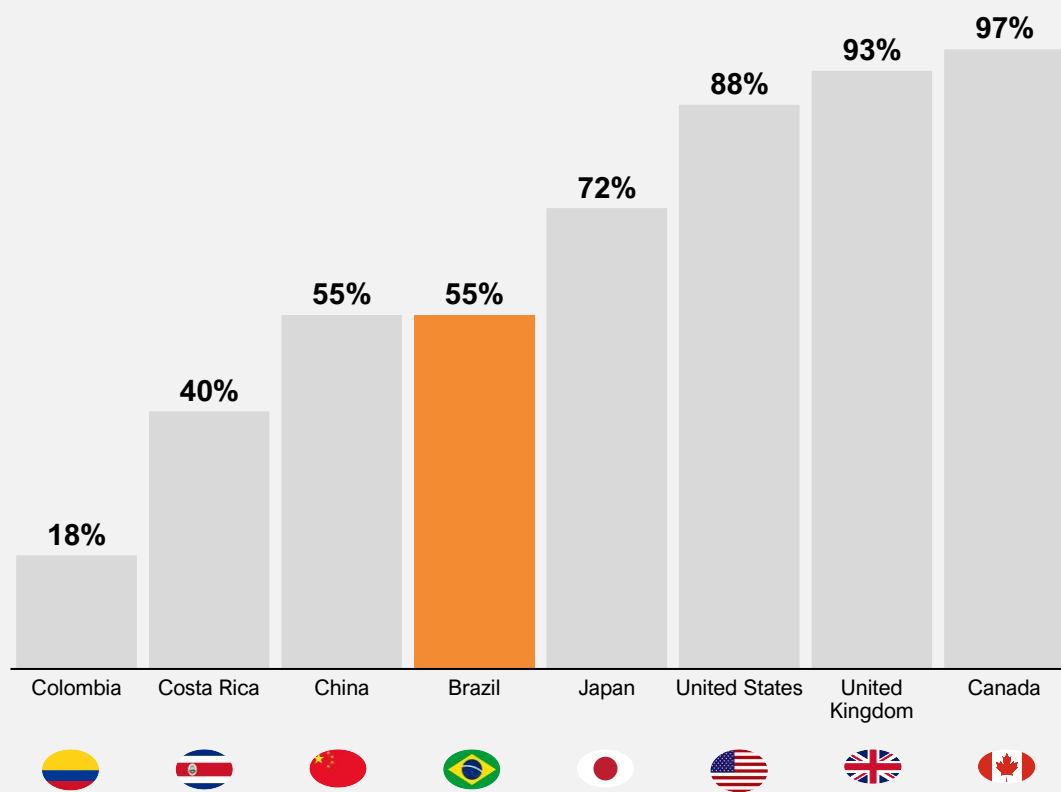
**PAGS** launched  
**Payroll Solution**

**PAGS** launched  
**Direct Deposits**  
from 3rd party  
acquirers

# Addresable Market and Growth Drivers

## Cards Users<sup>1</sup>

2021 | World Bank



## Market Growth Drivers

Based on public data

- **Faster growth in MSMBs than industry**

PAGS (ex-Large Accounts): +15% y/y | Industry<sup>2</sup>: +9% y/y

- **Increasing share of wallet**

PCE estimates in 2025<sup>3</sup>: >70%

- **Market share gains**

~10% in 3Q23 vs. 1% in 2016

- **Improving exposure to online/cross-border payments**

e-commerce in Total Retail Sales <15% in Brazil<sup>4</sup>

- **Cross-selling PagBank and Value-added Services**

superior value proposition and switching-costs

1. People (age 15+) who used cards;

2. Source: ABECs;

3. Based on PCE (Personal Consumption Expenditures) | Source: Morgan Stanley estimates;

4. According to JP Morgan.

# In-store Payments: Complete portfolio for all merchants



**moderninha Smart2**



**moderninha Pro2**



**PagTotem**



**moderninha X**



**moderninha plus2**



**minizinha NFC2**



**minizinha chip3**

- **One app, one platform, one customer care**  
end-to-end digital and fully-integrated experience
- **Instant settlement in PagBank**  
superior experience, providing immediate liquidity
- **Best-in-class logistics and shipping structure**  
ensuring fast delivery and high performance in SLAs
- **Complete set of products to empower merchants**  
from micro-merchants to SMBs



# Online Payments: Fostering omnichannel adoption



## Checkout/Gateway

- **Checkout, gateway and cart integration** with merchant's e-commerce

[Click here](#) to learn more



## Payment Link

- **Easy and fast** payment without relying on **websites** or **POS devices**

[Click here](#) to learn more



## Easy shipping

- **Safer, quicker and cheaper** products shipping

[Click here](#) to learn more



## Cross-border

- **Cross-border** payment solution focused on **gaming, softwares** and **digital payments**
- Operations in **Europe** and **Latin America**

[Click here](#) to learn more

# Value-added Services: complete and integrated solutions



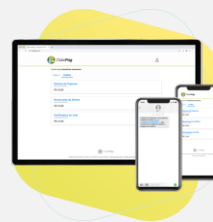
- Sales and Banking **reconciliation**
- **Chargebacks** management
- **Merchant** ERP integration

[Click here](#) to learn more



- **Sales** management
- Invoice **issuance**
- **Integration** with the merchant's mobile phone or tablet

[Click here](#) to learn more



- **Loyalty** Program
- Strengthening the relationship between **Merchants** and their **Customers**
- **Customer** retention

[Click here](#) to learn more



- **Connection** of the **POS device** to the merchant's commercial automation software

[Click here](#) to learn more



- Efficient business **management** and **control**
- **Conciliation** service
- **Integration** with the **merchant's** commercial system

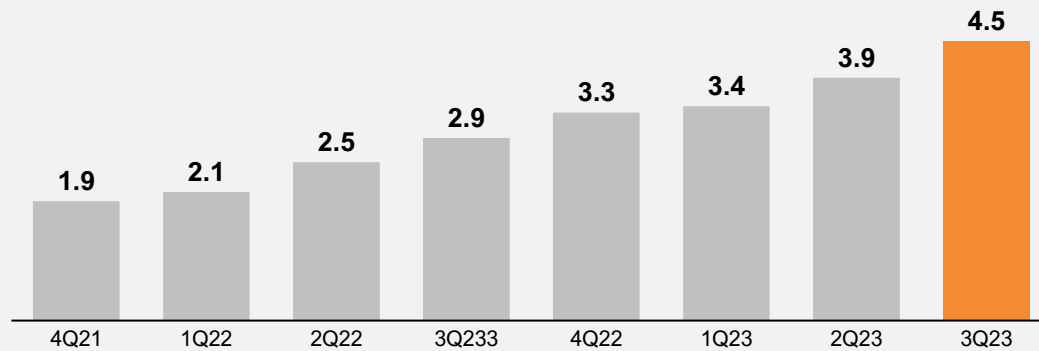
[Click here](#) to learn more

# PIX: The Brazilian public rail opportunity



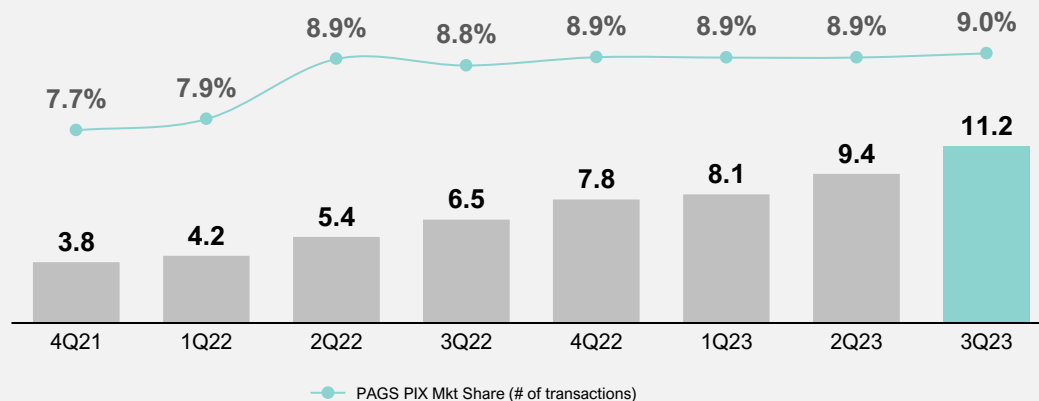
## Pix Transactions in Brazil<sup>1</sup>

R\$ Trillion



## Pix Transactions in Brazil<sup>1</sup>

# Billion



## Pix has been...

- **boosting deposits while diversifying funding sources**

Deposits reached **R\$ 21.6B** in 3Q23

- **leveraging monetizable cash-out**

through **cards, bill payments** and **top-ups**

- **consolidating PagBank as the final money destination**

~9% of all Pix transactions are made by PagBank clients

- **collecting additional client behavior data**

improving **client knowledge**

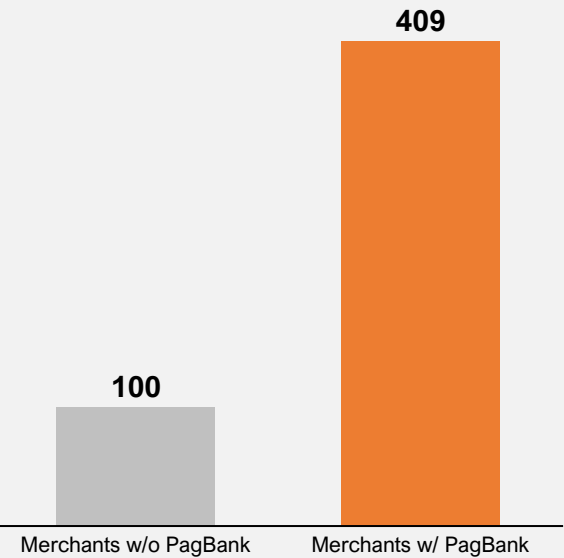




# PagBank: unique value proposition for merchants

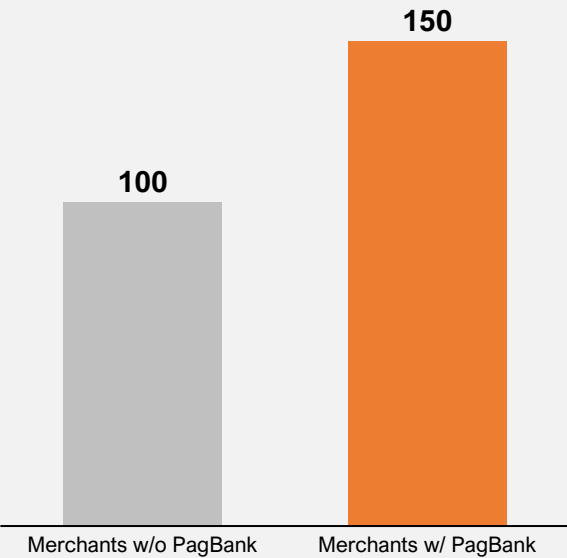
## ARPU

Indexed to 100 | 2021



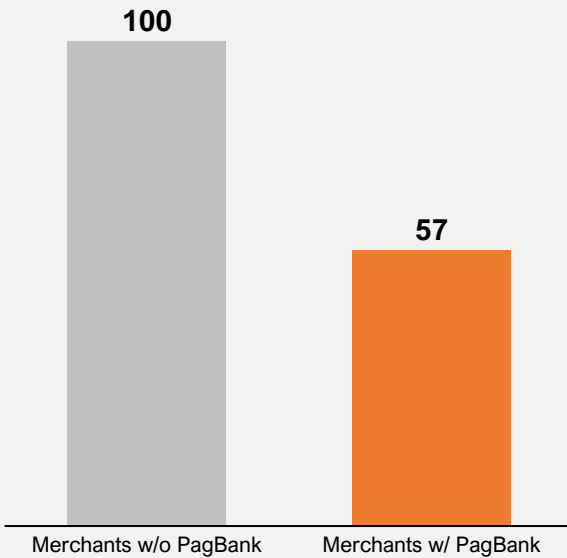
## NPS

Indexed to 100 | 2021



## Churn

Indexed to 100 | 2021



**PagBank: 4x higher ARPU, +50% NPS e -43% churn**

# Financial Services

# 2nd digital bank in Brazil with increasing engagement



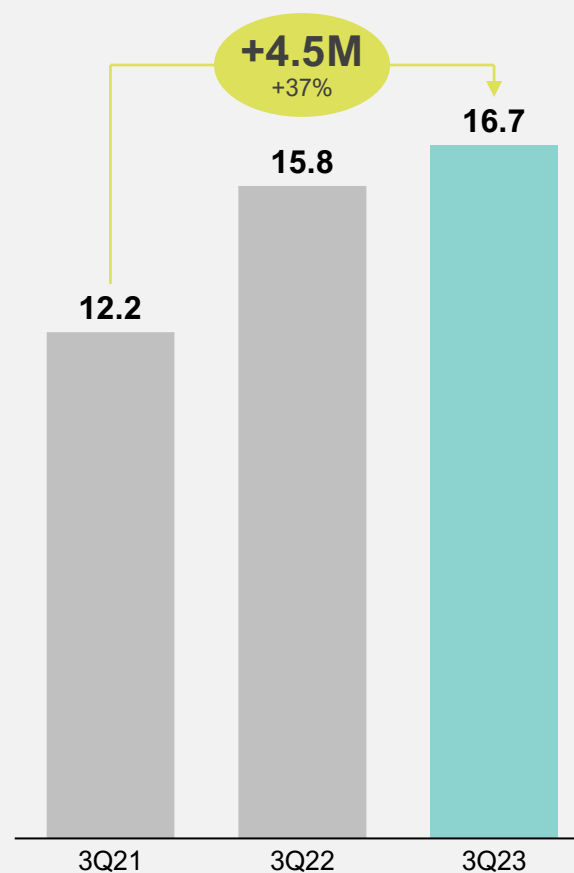
## PagBank Clients

# Million



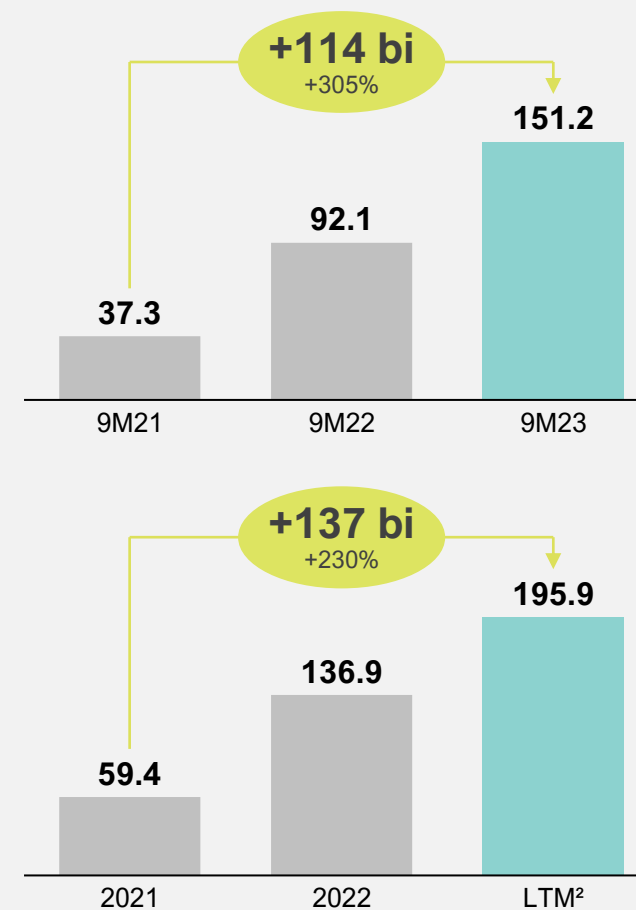
## Active Clients

# Million



## PagBank Cash-in<sup>1</sup>

R\$ Billion



1. Most recent published information.

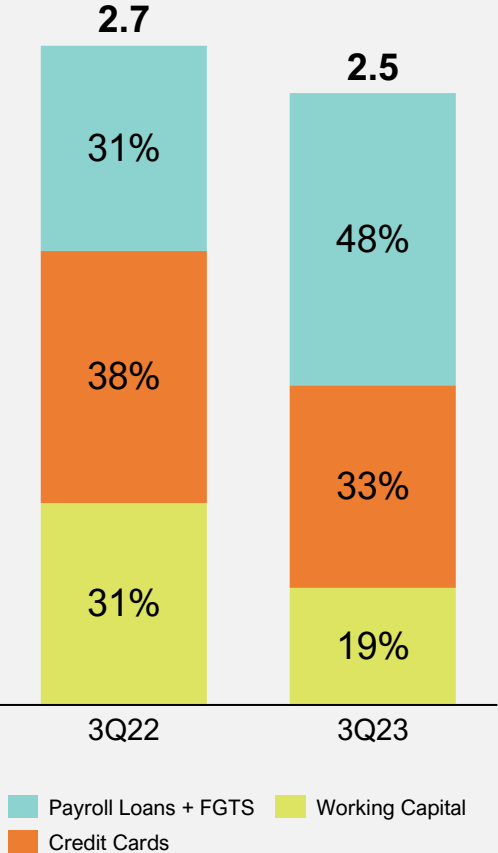
2. PagBank Cash-in: PIX P2P and wire transfers sent to PagBank from other financial institutions;



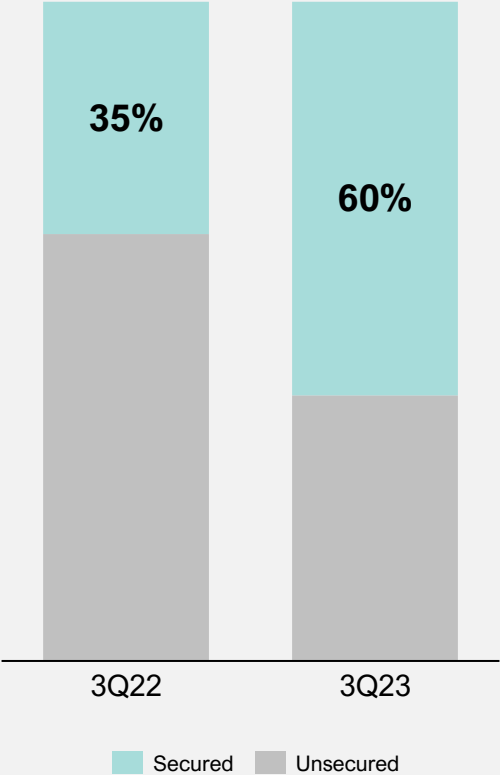
# Credit Portfolio



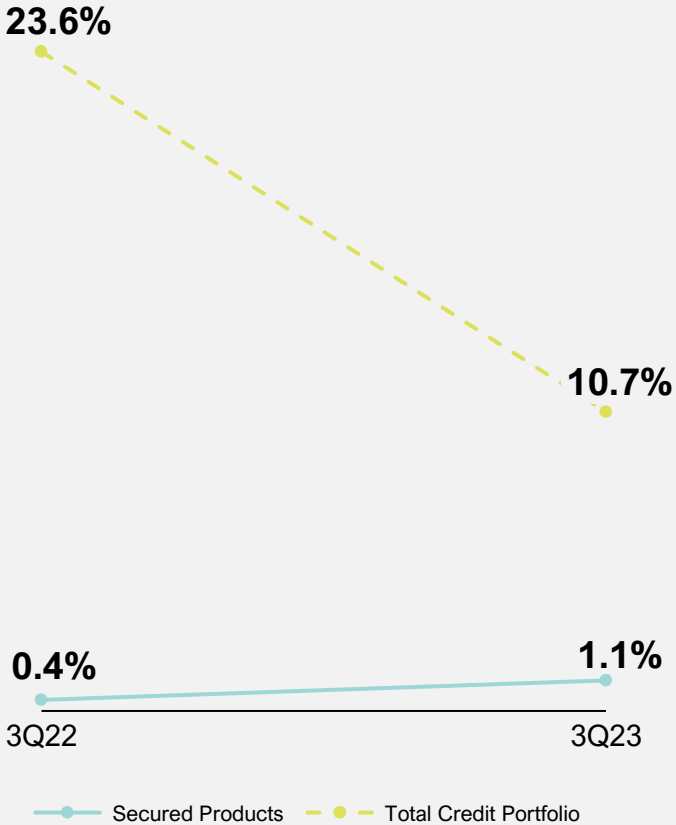
**Credit Portfolio**  
R\$ Billion



**Secured Credit Products**  
% of Credit Portfolio



**NPL90+<sup>1</sup>**  
% over Credit Portfolio up to 360 days



1. NPL90+ is calculated based on Credit Portfolio up to 360 days;



# Card Issuance



## Credit Card



Use of the **credit card limit** without paying tuitions

- Free
- No tuition
- Installments
- Invoice payment

**NEW!**

**Credit Card secured by  
CDs and Account Balance**  
available to merchants and consumers

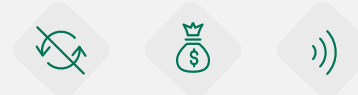
## Debit Card



**Easier and more control** in day-to-day purchases

- Free
- No tuition
- No invoices
- NFC
- Withdrawals

## Cash Card



Usage of the **available balance** of the account directly with the card

- Free
- No tuition
- No invoices
- NFC

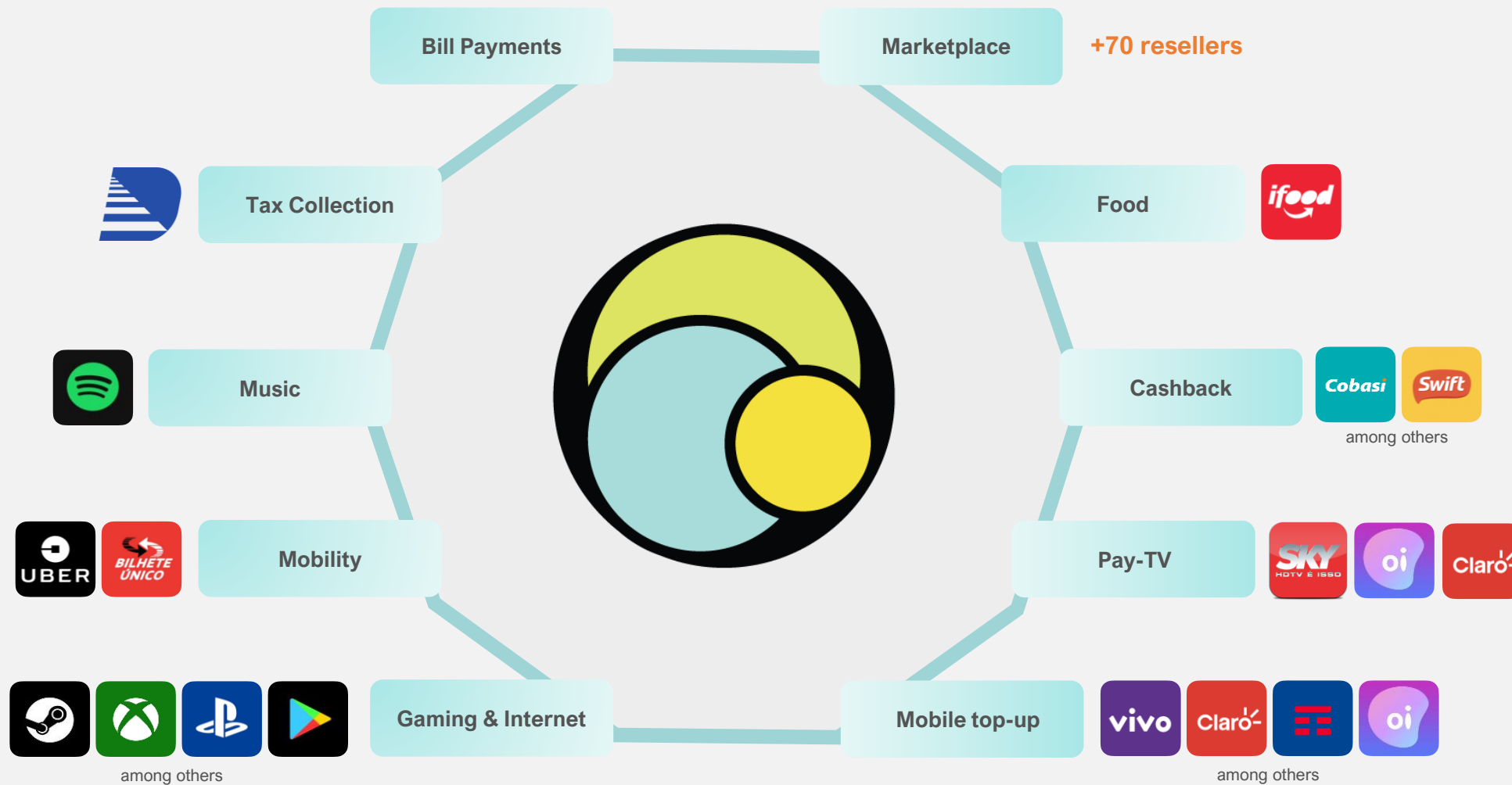
## Prepaid Card



**Prepaid** card to **control your spending** through the app

- Top-up via account balance, bank slip or direct deposits

# Day-to-day banking



# Investments



Investment platform available in PagBank app, with a complete set of products and services, fully-integrated to our ecosystem (payments, card issuance and credit products)



PagBank CDs



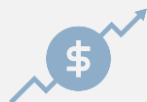
Financial Advisory



Treasury Bonds



Equity and Crypto Research



+170 Investment Funds



Financial Education



Stock and REITs Trading



Automatic Savings



# Insurance

**Comprehensive set of products available in PagBank app**, addressing our customers needs, backed by third-party insurance companies with no warranty risk for PAGS



**Health Assistance**



**Personal Accident**



**Home**



**PIX**



**Cards**







# ESG

# Absence of a universal standard: a challenge for companies...

## TECHNICAL STANDARDS



## RATINGS AND INDEXES



## OBJECTIVES AND PROTOCOLS



## REGULATIONS AND TECHNICAL GUIDELINES



# ... but PAGS has become an ESG benchmark in 2 years!

## TECHNICAL STANDARDS



## RATINGS AND INDEXES



## OBJECTIVES AND PROTOCOLS



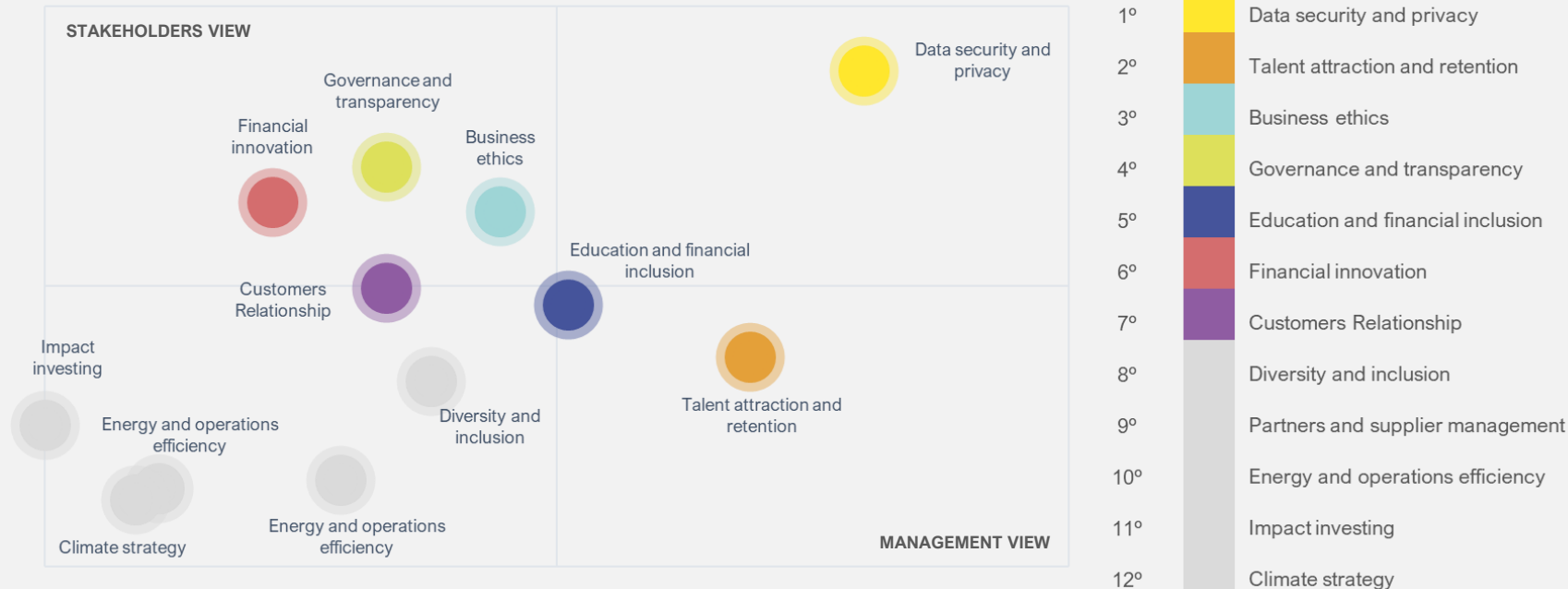
## REGULATIONS AND TECHNICAL GUIDELINES



# Materiality Matrix

## HIGHLIGHTS

- Survey and interviews conducted at the end of 2021
- A total of **8,265 consultations** were carried out with all stakeholders, with a **return rate of 5%**
- The topics of relevance in the matrix correlate with **6 of the 17 Sustainable Development Goals (SDGs)**





# Massive Financial Inclusion and Democratization



R\$ **2.1** trillion

in **volumes processed**  
on the company's history



**55%**

of **new merchants** started  
accepting cards as a form of  
payment<sup>1</sup>



**30** million

**clients**, according to the  
Brazilian Central Bank



**9%**

of all **PIX transactions** on  
the brazilian financial  
system



**19%**

of **new customers**  
opened their first bank  
account<sup>1</sup>

# ESG: Two years of work and countless milestones



# Sustainability Report 2022



Sustainability Report 2022

## Letter from the Management

[GRI 2-22]

PagSeguro Digital's Sustainability Report marks the third year of providing qualitative and quantitative information that impacts the entire value chain of our business. We are a Brazilian technology company made for Brazilians and our purpose is to make the financial lives of people and businesses easier through a simple, safe, affordable and digital ecosystem achieved relevant milestones in 2022.

**We unified the brands used in our operations.** We are now PagBank, the complete bank, simplifying our communication with clients, increasing the awareness about our financial services beyond our payment solutions, and optimizing marketing expenses. For our cross-border operations, we changed the brand from BoaCompra to PagSeguro International.

**Our 28 million clients, approximately 13% of the Brazilian population,**

transacted approximately R\$731 billion, of which R\$354 billion was TPV (payments), and accounted for 10% of all Pix (Brazilian P2P/P2B instant payment rail) transactions in the country. The integrated combination of payments, financial services, and software has increased our deposits growth. In the first quarter, we reached the R\$10 billion mark and, nine months later, R\$20 billion, diversifying funding sources, structurally lowering financial expenses, and adopting a compelling pricing policy for clients and competitive in the market.

**We expanded democratization and financial inclusion,** topping, for the first time in the group's history, R\$1 trillion in total transactions. It took us 16 years to achieve this milestone and, in the second quarter of 2023, just 12 months later, we reached R\$2 trillion, consolidating our ability to safely and solidly scale business. In 2022, 55% of the merchants who became our clients started accepting cards as a payment option, and 19% of the new digital



Ricardo Dutra  
Principal Executive Officer  
PagSeguro Digital

Alexandre Magnani  
Chief Executive Officer  
PagSeguro Digital

Artur Schunck  
Chief Financial Officer  
PagSeguro Digital

account clients had never had a relationship with banks. This enabled us to serve those who needed it most and who until then had been on the edge of the banking and financial system.

**We launched new products in our ecosystem,** including a digital account for business with multiple owners, credit cards backed by PagBank CDs and high yield savings account, automatic savings, and a

payroll platform for small- and medium-sized companies, extending our value proposition, especially for larger merchants.

**We improved our service levels and customer care.** Our contact rate fell by 50% compared to 2021, as a result of our automation processes and increased use of artificial intelligence in the Customer Service

# Climate Strategy: GHG Emissions

## GHG EMISSIONS

Emissions	2019	2020	2021	2022	Var. y/y
<b>Total Emissions (tCO2e)</b>	<b>2,775</b>	<b>3,698</b>	<b>5,224</b>	<b>8,979</b>	<b>72%</b>
Scope 1	112	175	307	329	7%
Scope 2	469	192	470	130	-72%
Scope 3	2,194	3,332	4,447	8,521	92%

## GHG EMISSIONS PER EMPLOYEE

Emission per Employee	2019	2020	2021	2022	Var. y/y
<b>Emission per Employee (tCO2e)</b>	<b>1.09</b>	<b>0.80</b>	<b>0.77</b>	<b>1.24</b>	<b>61%</b>
Total Emissions (tCO2e)	2,775	3,698	5,224	8,979	72%
Total Employees	2,537	4,611	6,751	7,223	7%

Pandemic

2022 vs. 2019  
**+14%**

## INDEPENDENT VERIFICATION



## CLIMATE DISCLOSURE



Score  
**C**  
Awareness



Rating  
**GOLD**  
2020/22

## PURCHASE OF RENEWABLE ENERGY



**72%**  
Renewable  
Energy

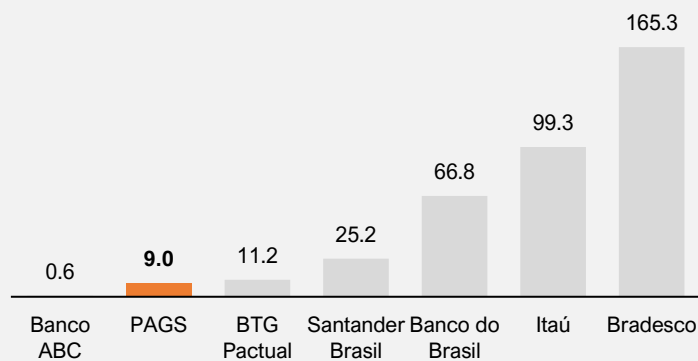
## OFFSETTING EMISSIONS



# Climate Strategy: Benchmark

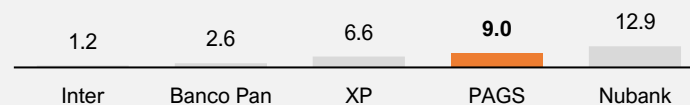


## BANKS



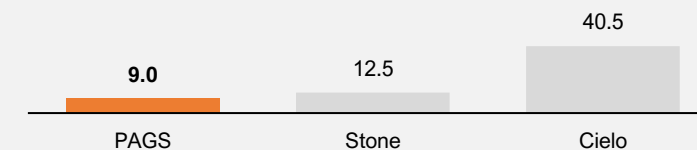
Emissions   thousands tCO2e	2021	2022	Var.	Var. y/y
Banco ABC	0.7	0.6	(0.1)	-14%
<b>PAGS</b>	<b>5.2</b>	<b>9.0</b>	<b>3.8</b>	<b>72%</b>
BTG Pactual	7.2	11.2	4.0	56%
Santander Brasil	34.8	25.2	(9.6)	-28%
Banco do Brasil	66.7	66.8	0.1	0%
Itaú	74.9	99.3	24.4	33%
Bradesco	116.5	165.3	48.8	42%

## NEOBANKS



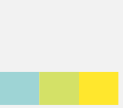
Emissions   thousands tCO2e	2021	2022	Var.	Var. y/y
Inter	2.0	1.2	(0.8)	-40%
Banco Pan	1.5	2.6	1.1	73%
XP	5.9	6.6	0.7	12%
<b>PAGS</b>	<b>5.2</b>	<b>9.0</b>	<b>3.8</b>	<b>72%</b>
Nubank	5.4	12.9	7.5	139%

## ACQUIRERS



Emissions   thousands tCO2e	2021	2022	Var.	Var. y/y
<b>PAGS</b>	<b>5.2</b>	<b>9.0</b>	<b>3.8</b>	<b>72%</b>
Stone	-	12.5	n.a.	n.a.
Cielo	28.1	40.5	12.4	44%
Mercado Livre	698.6	1,694.4	995.8	143%

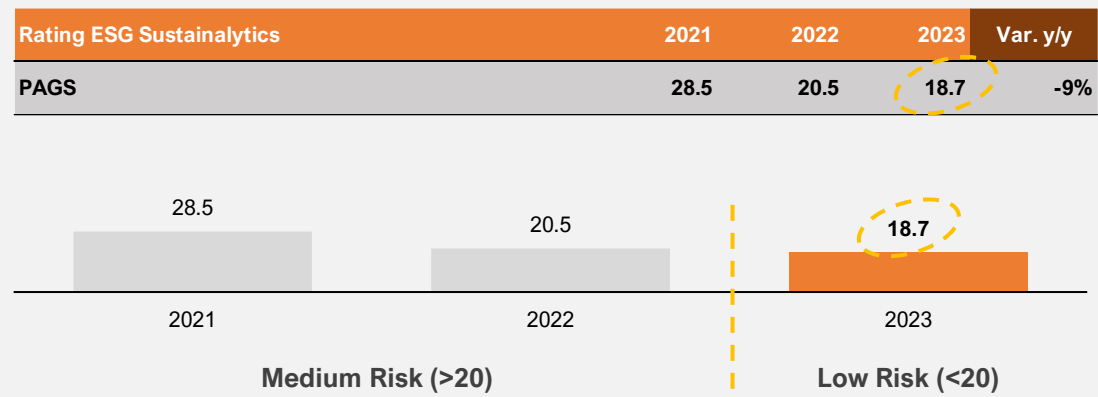




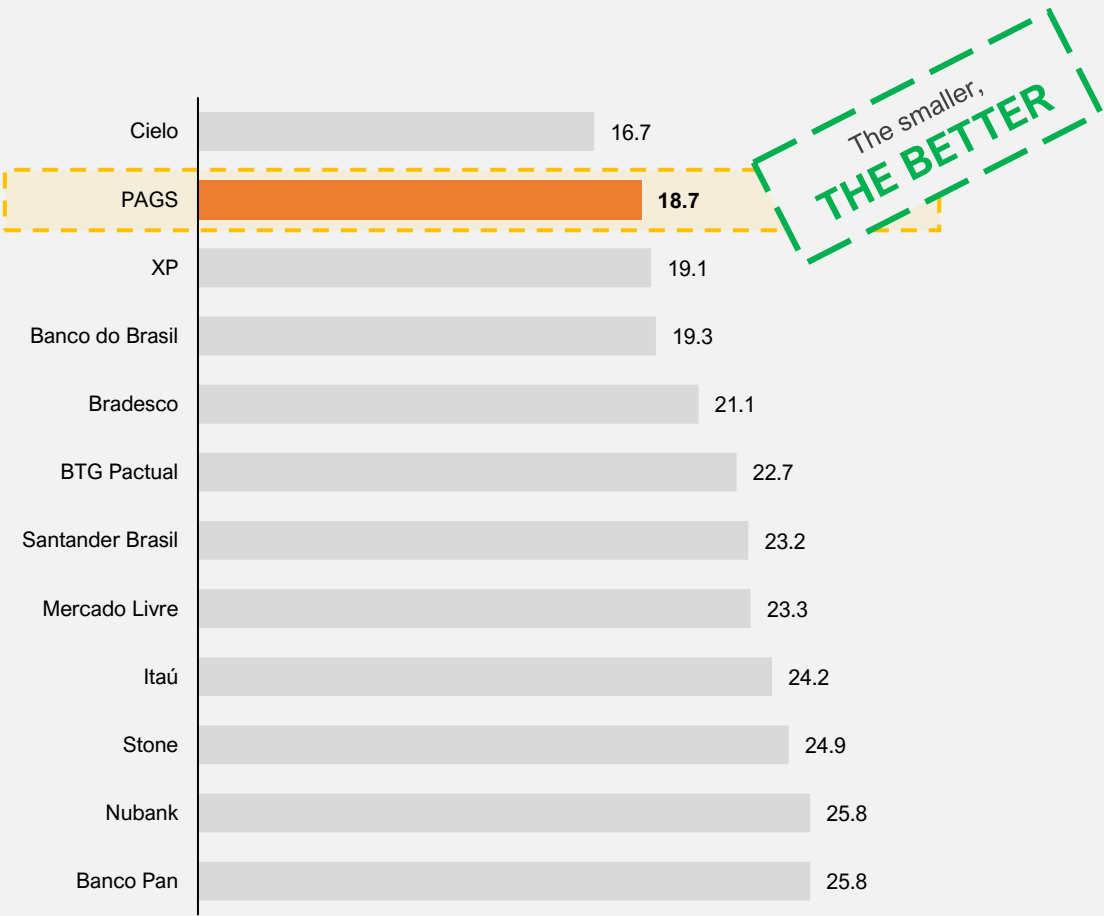
## PROBLEM AND ACTION PLAN

- Sustainalytics is a Morningstar platform that several investment committees use to measure the stage of evolution in ESG of companies
- Many of the initiatives had already been published but were not communicated or easily accessible for data collection
- We revisited our disclosure, benchmarked, implemented improvements, and established a short- and long-term action plan

## RESULTS



## PAGS IS ONE OF THE REFERENCES



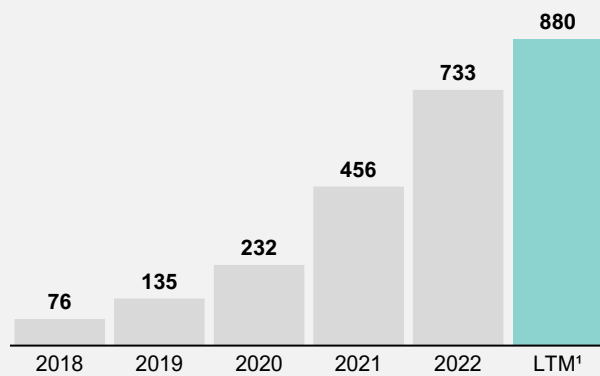
# Financial Highlights

# Key Performance Indicators



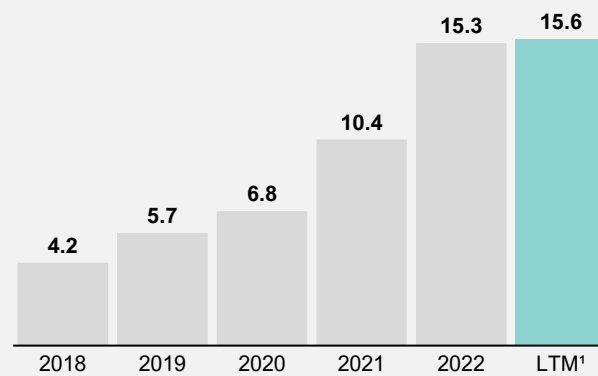
## Total Payment Volume

R\$ Billion



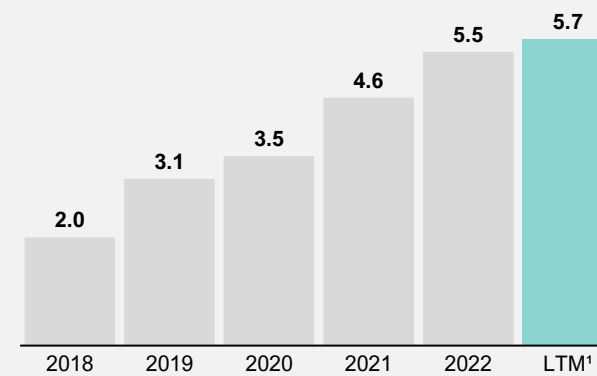
## Total Revenue and Income

R\$ Billion



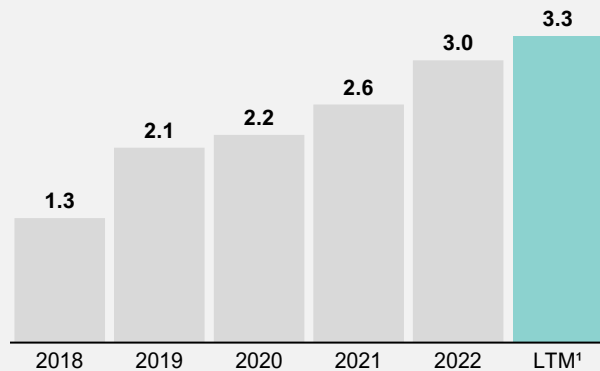
## Gross Profit

R\$ Billion



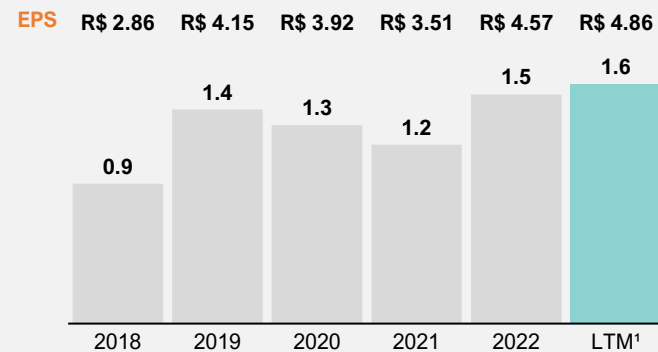
## Adjusted EBITDA

R\$ Billion



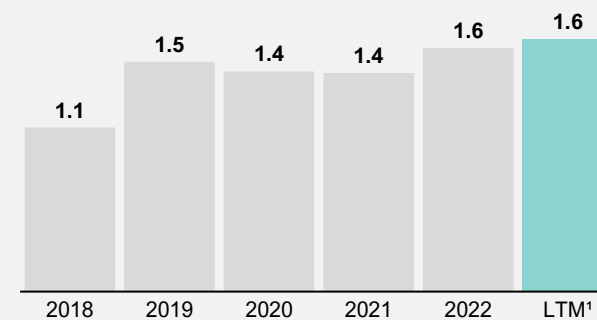
## Net Income | GAAP

R\$ Billion



## Net Income | Non-GAAP

R\$ Billion

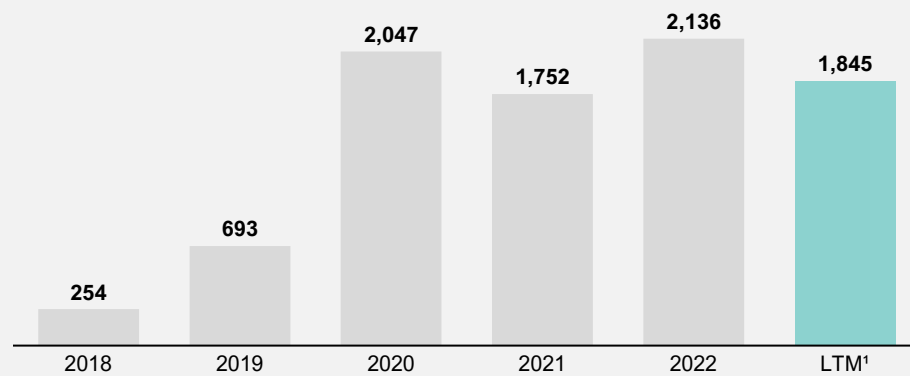


# Key Performance Indicators



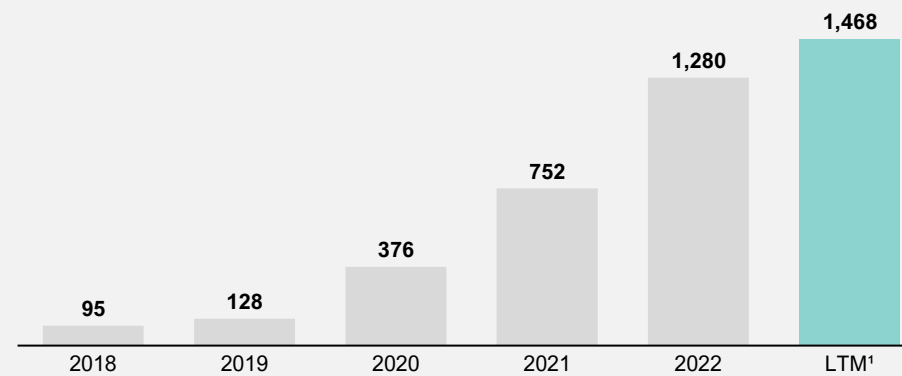
## Capital Expenditures

R\$ Million



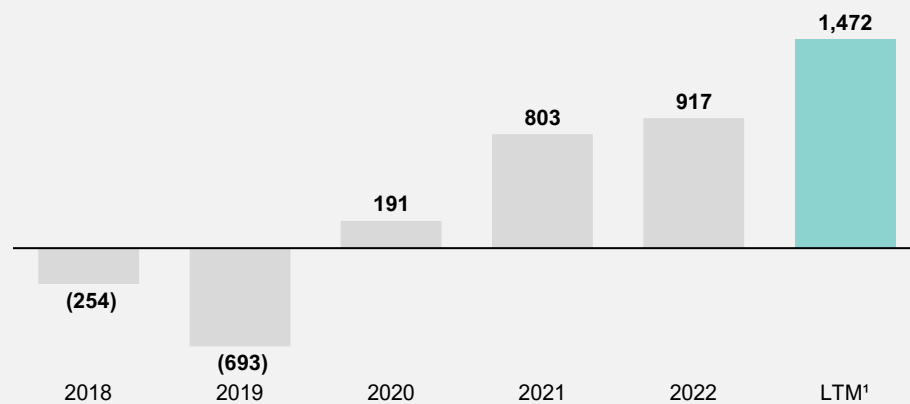
## Depreciation & Amortization + POS Write-offs

R\$ Million



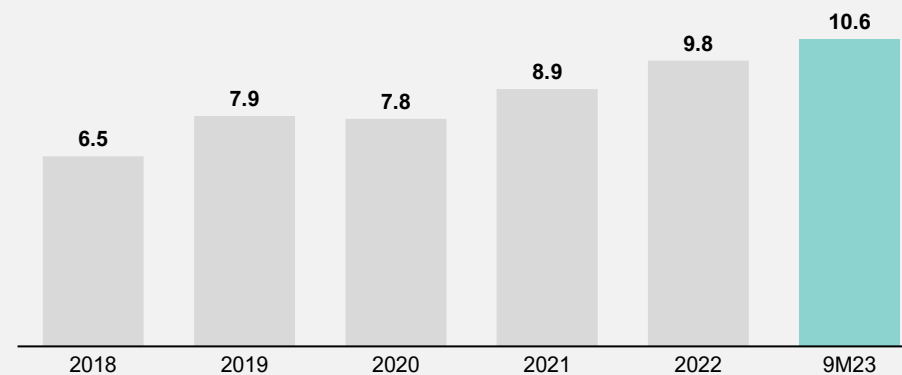
## Cash Earnings (Adjusted EBITDA – Capital Expenditures)

R\$ Million



## Net Cash Balance

R\$ Billion



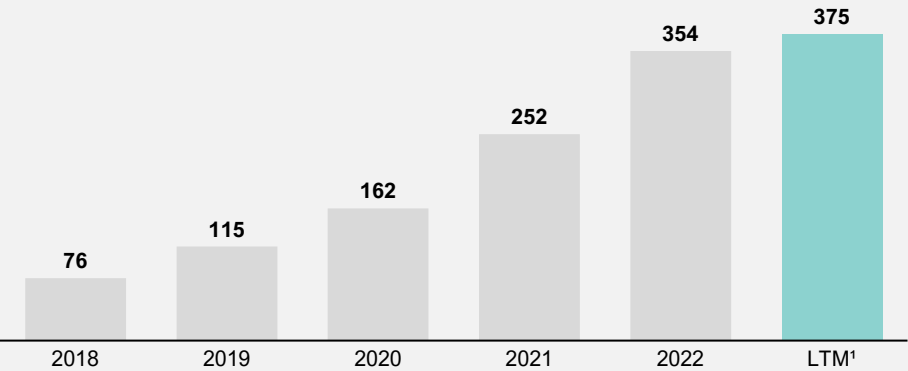


# Key Performance Indicators



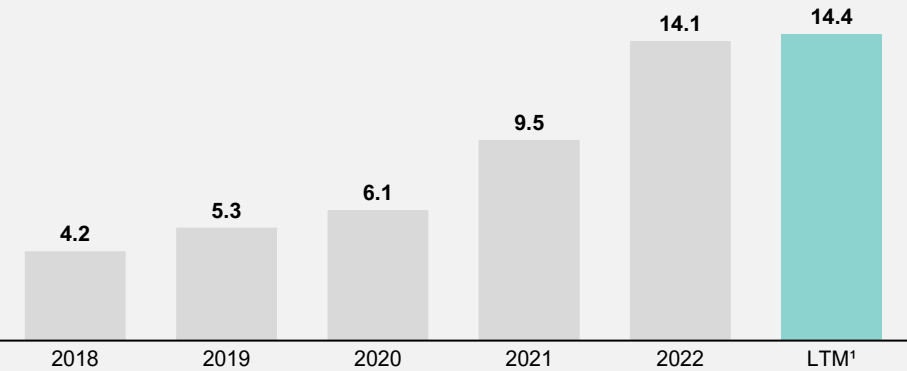
Total Payment Volume

R\$ Billion



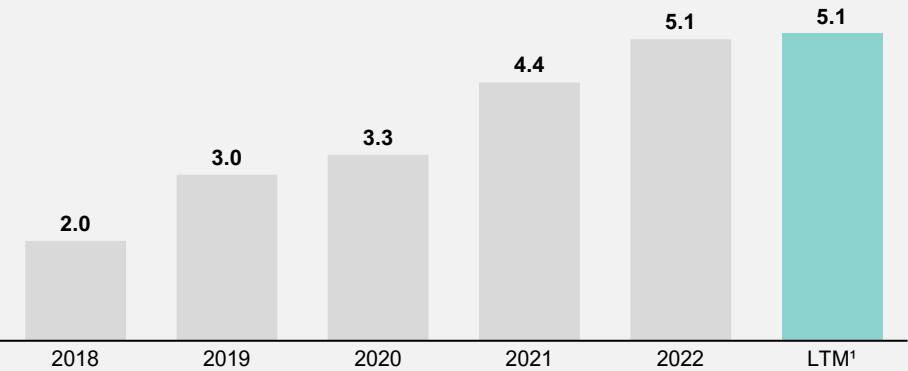
Total Revenue and Income

R\$ Billion



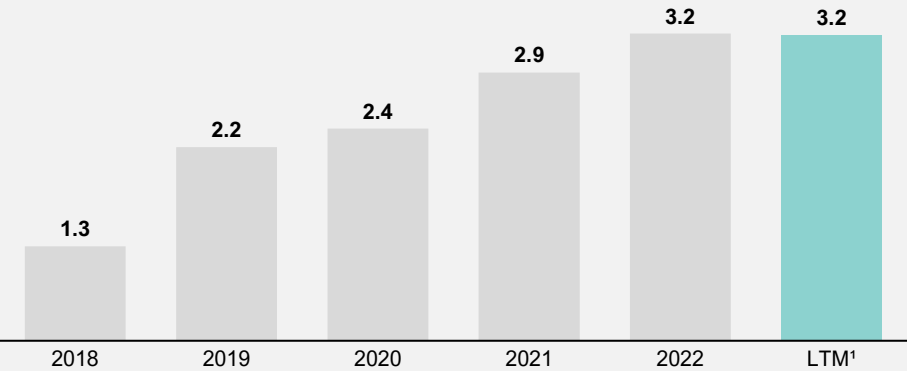
Gross Profit

R\$ Billion



Adjusted EBITDA

R\$ Billion



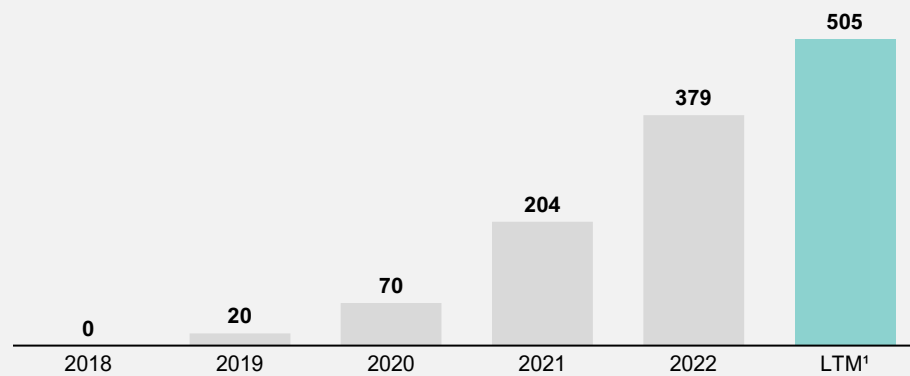
1. Most recent published information.

# Key Performance Indicators



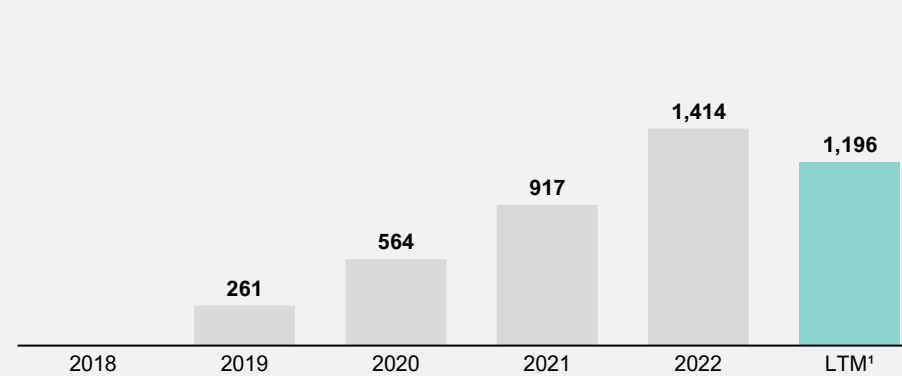
## Total Payment Volume

R\$ Billion



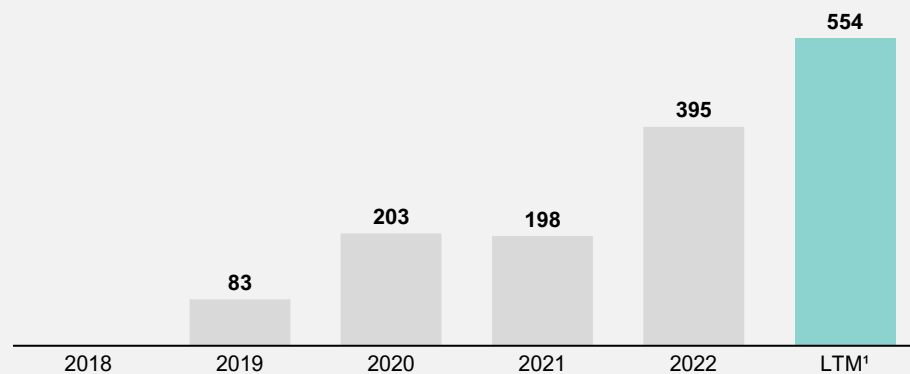
## Total Revenue and Income

R\$ Million



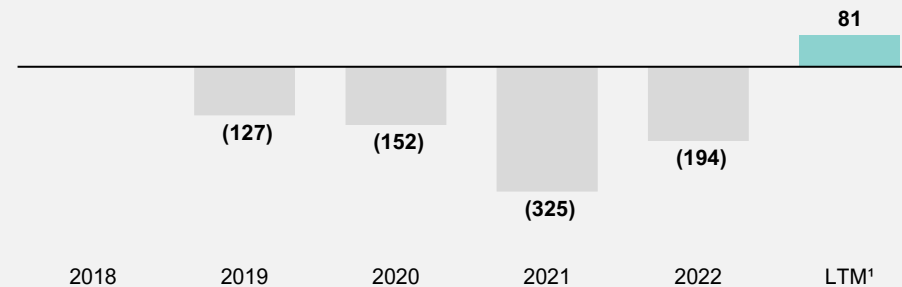
## Gross Profit

R\$ Million



## Adjusted EBITDA

R\$ Million



1. Most recent published information.



# Income Statement



	3Q23	3Q22	Var. %	2022	2021	Var. %
<b>Total Gross Revenue and Income</b>	<b>4,412</b>	<b>4,413</b>	<b>0%</b>	<b>16,775</b>	<b>11,320</b>	<b>48%</b>
Transaction Activities and Other Services	2,569	2,589	-1%	10,048	7,583	33%
Revenue from Sales	0	0	-	0	0	-
Financial Income	1,752	1,748	0%	6,439	3,588	79%
Other Financial Income	91	76	19%	288	149	93%
% Tax Collection on Total Gross Revenue and Income	8.7%	8.6%	0.2 p.p.	8.6%	7.7%	0.9 p.p.
<b>Total Net Revenue and Income</b>	<b>4,026</b>	<b>4,035</b>	<b>0%</b>	<b>15,335</b>	<b>10,449</b>	<b>47%</b>
Transaction Activities and Other Services	2,269	2,292	-1%	8,906	6,785	31%
Revenue from Sales	0	0	-	0	0	-
Financial Income	1,691	1,697	0%	6,253	3,514	78%
Other Financial Income	66	46	42%	176	149	18%
<b>Total Costs and Expenses</b>	<b>(3,514)</b>	<b>(3,610)</b>	<b>-3%</b>	<b>(13,576)</b>	<b>(8,961)</b>	<b>52%</b>
Cost of Sales and Services	(2,033)	(1,862)	9%	(7,471)	(5,776)	29%
Selling Expenses	(379)	(531)	-29%	(1,946)	(1,524)	28%
Administrative Expenses	(205)	(185)	11%	(669)	(878)	-24%
Financial Expenses	(820)	(921)	-11%	(3,152)	(791)	299%
Other Expenses, Net	(76)	(111)	-31%	(338)	7	n.a.
<b>Earnings before Taxes</b>	<b>512</b>	<b>425</b>	<b>20%</b>	<b>1,759</b>	<b>1,488</b>	<b>18%</b>
<b>Income Tax and Social Security Contribution</b>	<b>(101)</b>	<b>(45)</b>	<b>125%</b>	<b>(255)</b>	<b>(322)</b>	<b>-21%</b>
Current Income Tax and Social Contribution	(17)	2	n.a.	(61)	(120)	-49%
Deferred Income Tax and Social Contribution Result	(85)	(47)	81%	(194)	(202)	-4%
<b>Net Income   GAAP</b>	<b>411</b>	<b>380</b>	<b>8%</b>	<b>1,505</b>	<b>1,166</b>	<b>29%</b>

	3Q23	3Q22	Var. %	2022	2021	Var. %
<b>Total Net Revenue and Income</b>	<b>4,026</b>	<b>4,035</b>	<b>0%</b>	<b>15,335</b>	<b>10,449</b>	<b>47%</b>
Payments	3,771	3,712	2%	14,097	9,453	49%
Financial Services	260	376	-31%	1,414	917	54%
<b>Total Costs</b>	<b>(2,549)</b>	<b>(2,651)</b>	<b>-4%</b>	<b>(9,882)</b>	<b>(5,853)</b>	<b>69%</b>
Transaction Costs	(1,508)	(1,424)	6%	(5,620)	(4,321)	30%
Financial Expenses	(820)	(921)	-11%	(3,152)	(791)	299%
Chargebacks	(165)	(273)	-39%	(984)	(664)	48%
FX Expenses	10	12	-21%	49	82	-40%
Other Financial Income	(66)	(46)	42%	(176)	(159)	11%
<b>Gross Profit</b>	<b>1,477</b>	<b>1,384</b>	<b>7%</b>	<b>5,453</b>	<b>4,595</b>	<b>19%</b>
Payments	1,376	1,272	8%	5,058	4,407	15%
Financial Services	101	113	-11%	395	198	99%
<b>Total Expenses</b>	<b>(647)</b>	<b>(656)</b>	<b>-1%</b>	<b>(2,610)</b>	<b>(2,040)</b>	<b>28%</b>
Personnel Expenses	(245)	(235)	4%	(953)	(704)	35%
Marketing and Advertising	(140)	(200)	-30%	(718)	(791)	-9%
Other (Expenses) Income, Net	(262)	(221)	19%	(940)	(545)	72%
<b>Adjusted EBITDA</b>	<b>894</b>	<b>770</b>	<b>16%</b>	<b>3,042</b>	<b>2,555</b>	<b>19%</b>
Payments	892	832	7%	3,236	2,890	12%
Financial Services	2	(62)	n.a.	(194)	(325)	-41%
<b>Depreciation and Amortization</b>	<b>(393)</b>	<b>(331)</b>	<b>19%</b>	<b>(1,280)</b>	<b>(752)</b>	<b>70%</b>
Depreciation and Amortization	(329)	(290)	13%	(1,080)	(752)	44%
POS Device write-offs	(64)	(41)	55%	(200)	0	-
Other Income (Expense), Net	56	34	66%	127	77	64%
<b>Earnings before Taxes</b>	<b>557</b>	<b>472</b>	<b>18%</b>	<b>1,888</b>	<b>1,880</b>	<b>0%</b>
<b>Income Tax and Social Security Contribution</b>	<b>(117)</b>	<b>(61)</b>	<b>91%</b>	<b>(302)</b>	<b>(455)</b>	<b>-34%</b>
Current Income Tax and Social Contribution	(26)	2	n.a.	(59)	(120)	-51%
Deferred Income Tax and Social Contribution Result	(90)	(63)	44%	(243)	(335)	-28%
<b>Net Income   Non-GAAP</b>	<b>440</b>	<b>411</b>	<b>7%</b>	<b>1,586</b>	<b>1,425</b>	<b>11%</b>
Non-GAAP Effects	(29)	(31)	-5%	(81)	(259)	-69%
<b>Net Income   GAAP</b>	<b>411</b>	<b>380</b>	<b>8%</b>	<b>1,505</b>	<b>1,166</b>	<b>29%</b>

# Balance Sheet



	3Q23	3Q22	Var. %	2022	2021	Var. %		3Q23	3Q22	Var. %	2022	2021	Var. %
<b>ASSETS</b>	<b>47,327</b>	<b>41,277</b>	<b>15%</b>	<b>45,329</b>	<b>31,076</b>	<b>46%</b>	<b>LIABILITIES AND EQUITY</b>	<b>47,327</b>	<b>43,276</b>	<b>9%</b>	<b>46,355</b>	<b>32,085</b>	<b>44%</b>
<b>Current Assets</b>	<b>41,147</b>	<b>37,709</b>	<b>9%</b>	<b>39,767</b>	<b>26,719</b>	<b>49%</b>	<b>Current Liabilities</b>	<b>28,665</b>	<b>28,287</b>	<b>1%</b>	<b>29,740</b>	<b>19,003</b>	<b>57%</b>
Cash and Cash Equivalents	1,975	1,405	41%	1,829	1,794	2%	Payables to Third Parties	18,707	14,947	25%	17,988	13,217	36%
Financial Investments	1,078	1,074	0%	1,103	783	41%	Trade Payables	439	372	18%	449	578	-22%
Accounts Receivable	37,521	34,570	9%	36,249	23,429	55%	Payables to Related Parties	78	451	-83%	594	544	9%
Derivative Financial Instruments	-	-	-	-	-	-	Borrowings	193	987	-80%	-	1,006	-100%
Receivables from Related Parties	4	-	-	-	-	-	Derivative Financial Instruments	28	157	-82%	22	14	56%
Inventories	26	52	-50%	13	50	-73%	Deposits	8,577	10,795	-21%	10,101	3,056	230%
Taxes Recoverable	379	460	-18%	411	469	-13%	Salaries and Social Charges	334	301	11%	293	260	13%
Other Receivables	163	149	9%	162	195	-17%	Taxes and Contributions	83	73	13%	90	64	40%
							Provision for Contingencies	70	43	64%	46	28	67%
							Dividends Payable and Interest on own Capital	-	-	-	-	-	-
							Deferred Revenue	126	132	-5%	126	163	-22%
							Other Liabilities	30	29	4%	31	74	-57%
<b>Non-current Assets</b>	<b>6,180</b>	<b>3,567</b>	<b>73%</b>	<b>5,562</b>	<b>4,356</b>	<b>28%</b>	<b>Non-Current Liabilities</b>	<b>5,793</b>	<b>3,477</b>	<b>67%</b>	<b>3,747</b>	<b>1,571</b>	<b>139%</b>
Judicial Deposits	50	44	13%	45	40	12%	Payables to Third Parties	159	-	-	85	-	-
Accounts Receivable	1,000	731	37%	746	229	226%	Deferred Income Tax and Social Contribution	1,755	1,530	15%	1,564	1,392	12%
Financial Investments	-	-	-	-	-	-	Provision for Contingencies	6	15	-57%	14	14	3%
Receivables from related parties	28	-	-	-	-	-	Deposits	3,337	1,843	81%	1,895	78	2343%
Other receivables	39	16	149%	19	12	58%	Deferred Revenue	18	19	-5%	17	17	1%
Deferred Income Tax and Social Contribution	102	103	-1%	99	121	-18%	Payables to related parties	284	-	-	-	-	-
Investment	-	2	-100%	2	16	-89%	Other Liabilities	233	70	233%	171	70	144%
Property and Equipment	2,478	2,672	-7%	2,493	2,289	9%	<b>Equity</b>	<b>12,868</b>	<b>11,512</b>	<b>12%</b>	<b>12,868</b>	<b>11,512</b>	<b>12%</b>
Intangible Assets	2,484	1,999	24%	2,159	1,650	31%	Share Capital	0	0	0%	0	0	0%
							Net Parent Investment	-	-	-	-	-	-
							Capital Reserve	6,097	6,089	0%	6,103	6,076	0%
							Other Comprehensive Income	(0)	(9)	-99%	(0)	1	n.a.
							Legal Reserve	-	-	-	0	-	-
							Equity Valuation Adjustments	(22)	(22)	0%	(22)	(22)	0%
							Profit Retention Reserve	7,403	5,830	27%	6,237	4,733	32%
							Profit of the Period	-	-	-	-	-	-
							Treasury Shares	(610)	(377)	62%	(475)	(285)	67%
							Non-controlling interests	-	-	-	-	-	-

# Cash Flow Statement



	3Q23	3Q22	Var. %	2022	2021	Var. %
<b>OPERATING ACTIVITIES</b>						
Earnings before Income Taxes	512	425	20%	1,759	1,488	18%
<b>Expenses (Revenues) not affecting Cash</b>	<b>826</b>	<b>1,238</b>	<b>-33%</b>	<b>3,172</b>	<b>2,193</b>	<b>45%</b>
Depreciation and Amortization	346	294	18%	1,131	769	47%
Chargebacks	165	273	-39%	984	664	48%
Accrual of Provision for Contingencies	10	17	-43%	37	26	44%
Reversal of Taxes and Contributions	0	0	-	0	(5)	-100%
Share based Long Term Incentive Plan (LTIP)	36	37	-3%	127	371	-66%
Unrealizes on Derivative Instruments	0	0	-	0	0	-
Inventory Provisions	0	0	-	0	0	-
Loss on Disposal of Property, Equipment and Intangible Assets	77	84	-9%	271	28	854%
Financial Instruments	8	0	-	22	6	274%
Interest Accrued	184	509	-64%	592	231	157%
Other Financial Cost, Net	(2)	23	n.a.	6	104	-94%
<b>Changes in Operating Assets and Liabilities</b>	<b>(1,037)</b>	<b>(1,548)</b>	<b>-33%</b>	<b>(3,998)</b>	<b>(3,775)</b>	<b>6%</b>
Account Receivables	(5,386)	(4,999)	8%	(17,854)	(9,303)	92%
Financial Investments (Mandatory Guarantee)	16	(0)	n.a.	(157)	(85)	86%
Inventories	7	(4)	n.a.	36	(132)	n.a.
Taxes Recoverable	59	14	318%	154	(37)	n.a.
Other Receivables	(23)	56	n.a.	26	(62)	n.a.
Deferred Revenue	1	(6)	n.a.	(36)	(34)	8%
Other Payables	(5)	(1)	433%	68	(17)	n.a.
Payables to Third Parties	2,082	329	533%	4,848	2,941	65%
Trade Payables	(27)	(146)	-82%	(134)	244	n.a.
Receivables from (Payables to) Related Parties	110	171	-36%	10	472	-98%
Deposits	2,075	2,992	-31%	9,006	2,276	296%
Salaries and Social Charges	56	49	14%	33	(8)	n.a.
Taxes and Contributions	0	9	-99%	26	(11)	n.a.
Provision for Contingencies	(2)	(11)	-84%	(24)	(18)	36%
Non-controlling Interests	0	0	-	0	0	-
<b>Income Tax and Social Contribution Paid</b>	<b>(19)</b>	<b>(7)</b>	<b>183%</b>	<b>(90)</b>	<b>(77)</b>	<b>17%</b>
<b>Interest Income Received</b>	<b>690</b>	<b>963</b>	<b>-28%</b>	<b>2,706</b>	<b>1,068</b>	<b>153%</b>
<b>Interest Paid</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>-</b>
<b>Net Cash provided by (used in) Operating Activities</b>	<b>972</b>	<b>1,071</b>	<b>-9%</b>	<b>3,549</b>	<b>898</b>	<b>295%</b>

	3Q23	3Q22	Var. %	2022	2021	Var. %
<b>INVESTING ACTIVITIES</b>						
Amount paid on Acquisitions, Net of Cash Acquired	(31)	0	-	0	(43)	-100%
Purchases of Property and Equipment	(266)	(247)	8%	(1,096)	(972)	13%
Purchases and Development of Intangible Assets	(262)	(256)	2%	(1,040)	(780)	33%
Acquisition of Financial Investments	56	4	1388%	(48)	0	-
Redemption of Financial Investments	0	0	-100%	0	324	-100%
<b>Net Cash provided by (used in) Investing Activities</b>	<b>(503)</b>	<b>(498)</b>	<b>1%</b>	<b>(2,185)</b>	<b>(1,471)</b>	<b>49%</b>
<b>FINANCIAL ACTIVITIES</b>						
Payment of Borrowings	(100)	(250)	-60%	(1,213)	0	-
Proceeds from Borrowings	0	0	-	250	1,012	-75%
Payment of Borrowings Interest	(10)	(8)	16%	(57)	0	-
Payment of leases	(4)	(4)	-12%	(18)	(15)	20%
Acquisition of Treasury Shares	(105)	(98)	7%	(291)	(258)	13%
Transaction with non-controlling Interest	0	0	-	0	0	-
Capital Increase by non-controlling Shareholders	0	0	-	0	(12)	-100%
<b>Net Cash provided by (used in) Financing Activities</b>	<b>(218)</b>	<b>(361)</b>	<b>-39%</b>	<b>(1,330)</b>	<b>727</b>	<b>n.a.</b>
<b>CASH AND CASH EQUIVALENTS</b>						
<b>Increase (Decrease) in Cash and Cash Equivalents</b>	<b>250.5</b>	<b>212.5</b>	<b>18%</b>	<b>34.7</b>	<b>154.3</b>	<b>-77%</b>
Cash and Cash Equivalents at the beginning of the Period	1,724	1,192	45%	1,794	1,640	9%
Cash and Cash Equivalents at the end of the Period	1,975	1,404	41%	1,829	1,794	2%

# BancoSeguro

# BancoSeguro: Credit Risk Overview



## Who we are



Named BancoSeguro (formerly BBN), the Financial Institution was an acquisition carried out by PAGS in 2019



Aims to complement the ecosystem of financial services offered to clients



BancoSeguro plays an important role in the Group's autonomy and independence



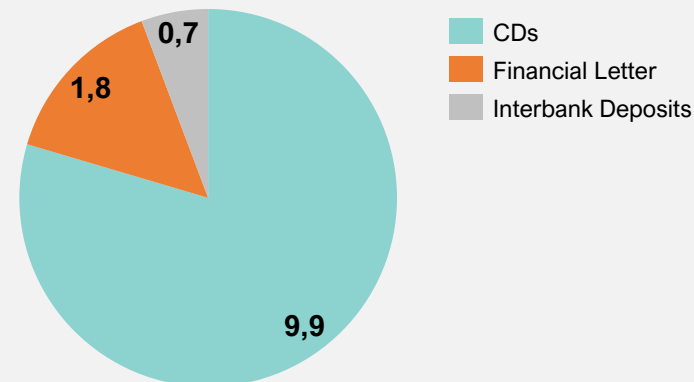
It works as an alternative for the implementation of banking products developed in-house



Allows the diversification of the Group's funding sources

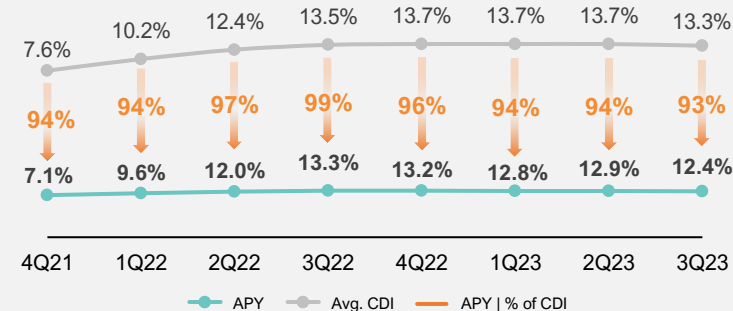
## Sources of Funding<sup>1</sup>

R\$ Billion



## APY<sup>1</sup> on Total Deposits

%



**brAAA<sup>2</sup>**

**S&P Global Ratings**

1. Sep-23.  
2. Rating brAAA attributed to Banco Seguro S.A. based on the consolidated financial position of the parent company PagSeguro Digital Ltd.



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