



BEMOBI

May, 2021

Earnings Release Presentation

1Q21 – Quarterly Results

For additional information, please read carefully the notice at the end of this presentation.

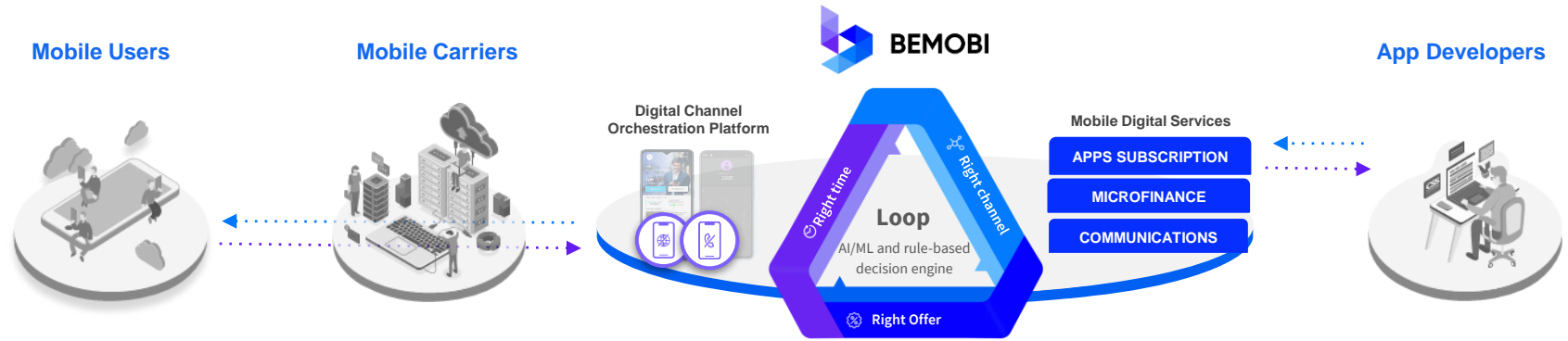
Bemobi Overview

Business Model

Distribution and monetization of mobile digital services and microfinance in emerging markets

Innovative Subscription-based model through mobile carriers (B2B2C)

Proprietary scalable low-cost mobile distribution platform supported by Cloud and AI/ML



End-to-end platform connecting mobile users and apps & games devs through mobile carriers billing bridging the gap in emerging countries for monetizing digital services



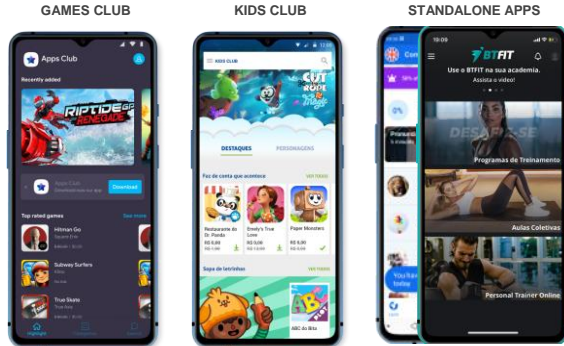
Key Digital Service Offerings

Premium Apps & Games, Voice and Microfinance Services

APPS SUBSCRIPTION

Subscription of the top apps & games packaged at a low price point affordable model.

EXAMPLES:



MICROFINANCE & COMMUNICATION

Microfinance solutions of digital top-up and advance of air-time, voice and data, and voice messaging services.

EXAMPLES:



Bemobi's Distribution Channels

INDUSTRY STANDARDS

MOBILE CARRIER PROMOTIONS

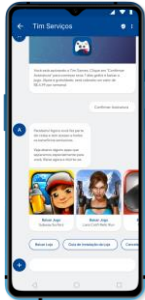
Carrier promotes and sells the services through their own channels

PAID ONLINE CAMPAIGNS

Digital campaigns with leading mobile digital properties (e.g. Google, smartphone OEM's, etc..)

EXAMPLES:

- Messages campaigns (SMS/RCS)



- Store promotions and bundles



- Revenue share based (e.g., Opera Mini)
- Paid per acquisition - CPA



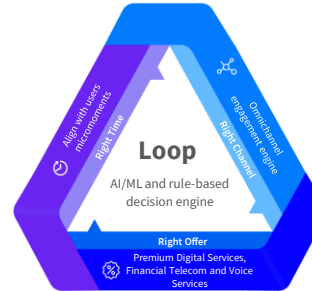
PROPRIETARY CHANNEL PLATFORM

LOOP - AI AND DATA ANALYTICS MOBILE ORCHESTRATION

Bemobi proprietary tech platform that leverages mobile users events to create digital journeys with contextualized targeted offers

EXAMPLES:

- Data driven and rule-based decision engine



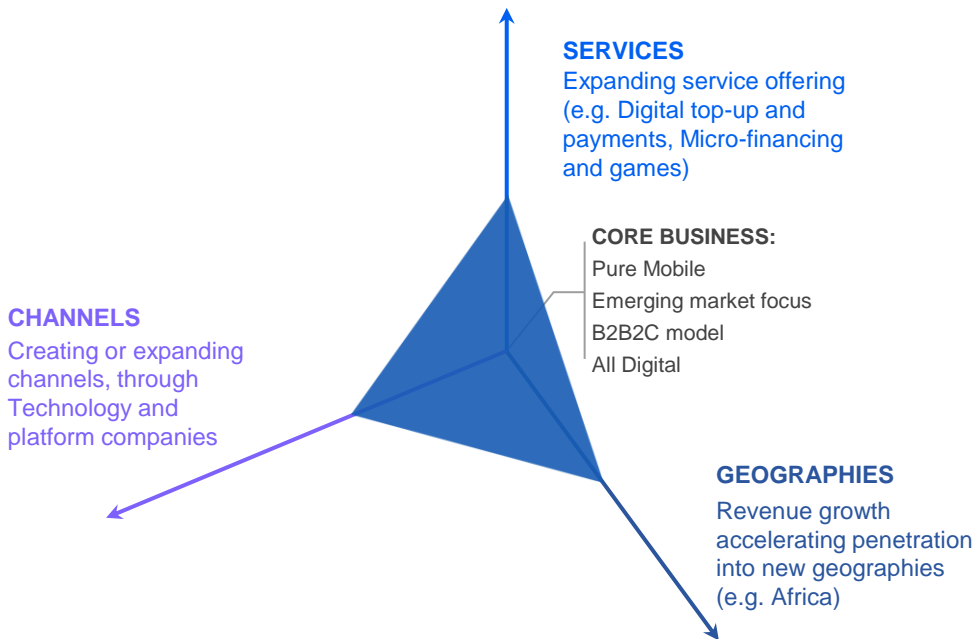
- No Credit & No Data Portals and Voice Portals



Main organic growth avenues

Our growth comes from the combination of several digital services in multiple countries and carriers with a wide range of digital distribution channels

Main drivers for growth



SERVICES:

- Defines the **addressable** once a service is live.
- As new services are launched we increase the potential for **share of wallet**.

CHANNELS:

- Increase touch-points and **distribution reach and scale** for existing services (e.g. apps subscriptions).
- Enables more **cross-selling opportunities for new services** (e.g. microfinancing, etc).

GEOGRAPHIES:

- As new carriers and countries has launched the **broader addressable** for both channels and carriers increase.

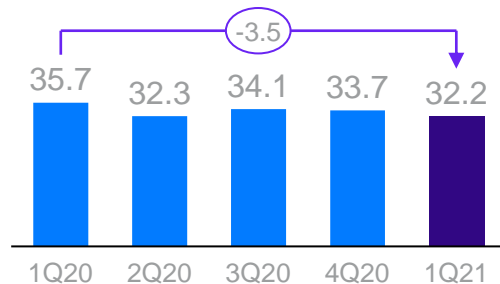
Subscriptions and Transactions

Presence in customers life-cycle through Loop brings Strong potential of upsell

User Paid Subscriptions

32.2 million
(-9.7% YoY)

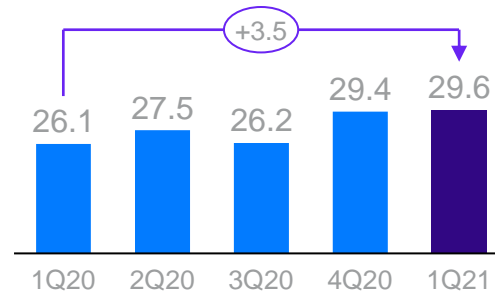
Average user paid active subscriptions base of Apps and Communications services



Carrier Paid Subscriptions (Bundles)

29.6 million
(+13.4% YoY)

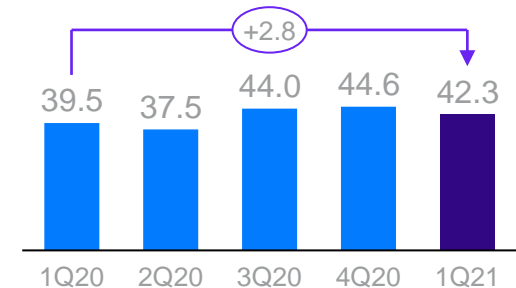
Carrier paid active subscriptions (Bundles) of Apps and Communications services



Microfinance Transactions

42.3 million
(+7.0% YoY)

Number of microfinance transactions including digital Top-up and Air-time/Voice/Data advances

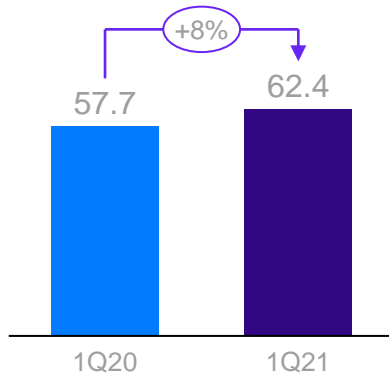


Net Revenues 2021

Solid execution despite adverse environment in Q1

Net Revenue⁽¹⁾

(R\$ mm)

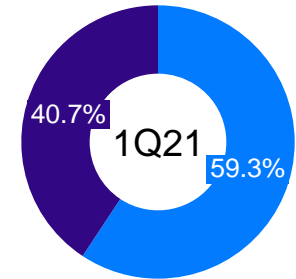
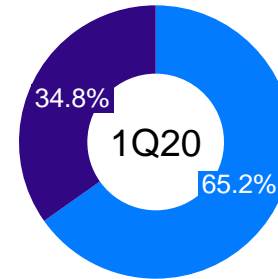


- Consistent revenue growth year after year, even in a quarter with negative effects from pandemic` second wave;
- International operations become increasingly relevant to our results as Bemobi intensifies its globalization efforts;

Breakdown per region

(%)

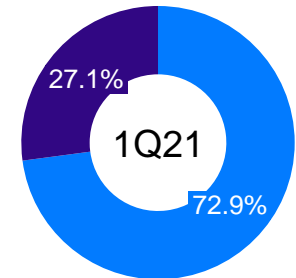
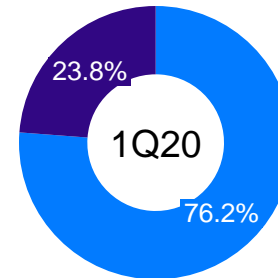
■ Brazil ■ International



Breakdown per family of services

(%)

■ Apps ■ Fin./Comm.



Note: (1) Net Revenue in 1Q20 exclude Bemobi Ukraine's revenue against related parties.

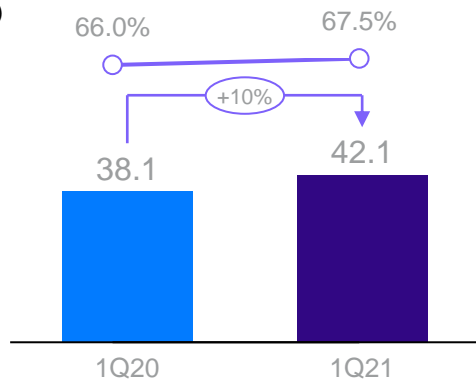


Gross Margin, Opex and Adjusted EBITDA

Solid Results

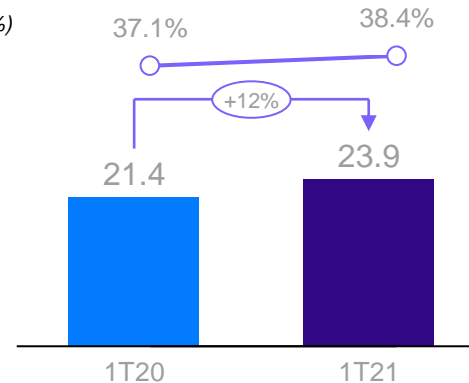
Gross Margin ⁽¹⁾

(R\$ mm ; %)



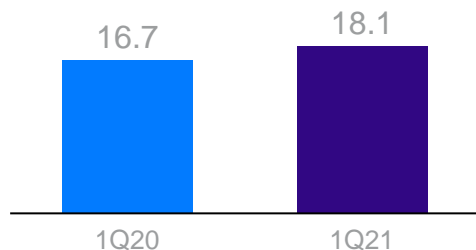
Adjusted EBITDA and Adjusted EBITDA Margin ^{(1) (2)}

(R\$ mm ; %)



Administrative Expenses

(R\$ mm)



- Consistent healthy gross margin and expanding as a consequence of diversification efforts;
- Higher administrative expenses to support the Company's expansion and its new phase in terms of Governance as publicly traded Company;
- Adjusted EBITDA growth of around 12% with higher Adjusted EBITDA Margin by 1.3 basis points.

Note: (1) Gross Margin and Adjusted EBITDA in 1Q20 exclude Bemobi Ukraine's revenue against related parties.

(2) Adjusted EBITDA index excludes provisions reversals as the long term incentive program for executives has been substituted for a new one on the first quarter of 2021.

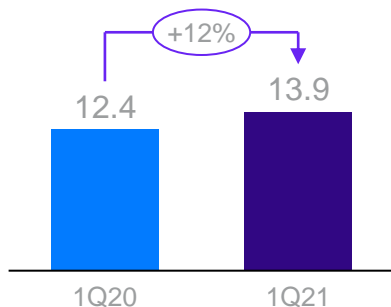


Net Income and Cash Flow from Operations

High earning powers and solid cash flow

Net Income⁽¹⁾

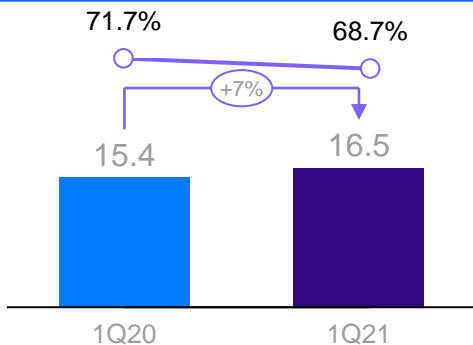
(R\$ mm)



- Net income grew 12% in the annual comparison, reflecting the growth of revenues added to the gains in operational efficiency;

Operational Cash Flow ⁽²⁾ and OCF/ Adjusted EBITDA

(R\$ mm ; %)



- Operating Cash Flow 7% higher than the same period of the previous year, reflecting operational improvements;
- Operational Cash conversion ratio represented 69% of Adjusted EBITDA in the beginning of 2021.



Note: (1) Net Income in 1Q20 exclude Bemobi Ukraine's revenue against related parties and its taxes impacts.
(2) Operational Cash Flow is equal to Adjusted EBITDA less Capex

Geographic partners footprint

Bemobi International Presence

+4

NEW CARRIERS in 1Q1

02 in Latin America
02 in Africa

76

**Carriers with
live service**

Bemobi Presence



Our **international expansion plan** has been executed consistently in recent years, increasing our potential to access a **relevant market** of Mobile Users.

+1

NEW COUNTRY in 1Q21

Kenya in Africa

39

**Countries with the
presence of
Bemobi Services**

Addressable
2.3bn
mobile users

+50mm

addressable users
among Africa & Latin
America



Digital Channels and Services

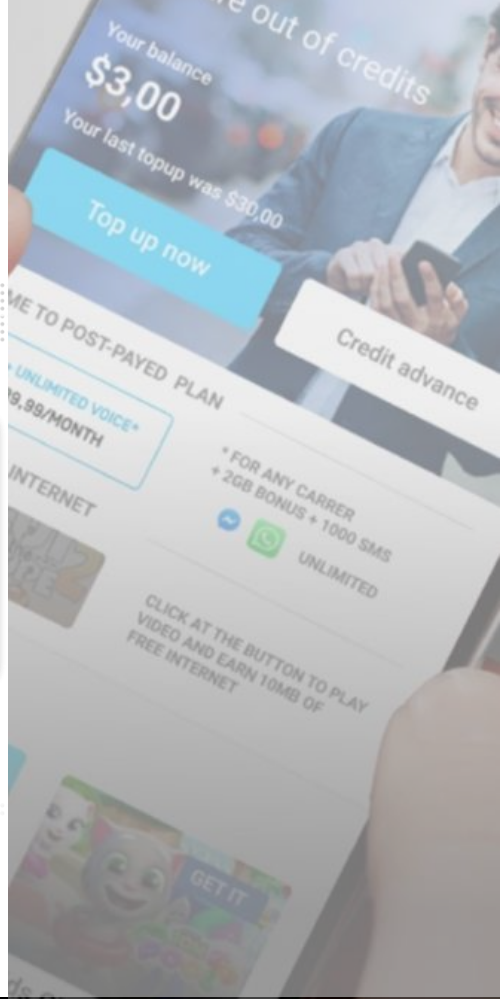
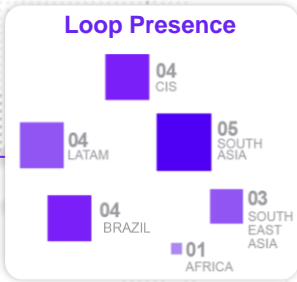
Strengthening Bemobi's growth avenues

1.5Bi+
Monthly Users
Interactions in 1Q21

21
Carriers with Loop
Channels live

+1
First integration of
Loop's Cloud Voice
Portal outside
Brazil and first
launch of the
microfinance
services in Peru

partnership with
Google
for ads via Loop to
sell digital services
with focus on *Direct
Carrier Billing*



Highlights and Closing Remarks



- ▶ Company remains consistent in its plan for **international expansion and revenue diversification**
- ▶ We ended the first quarter of 2021 with **76 partnerships** with carriers around the world
- ▶ **New partnerships** beyond mobile carriers are on track addressing growth possibilities
- ▶ Expanding **Loop** platform is a key element to increase the penetration of our services
- ▶ **Beginning of the expansion of our Loop voice channels and offering new services abroad** combined with the strengthening of our diversification of revenues in Brazil to accelerate growth
- ▶ Despite the negative economic impact associated with COVID affecting our target users in Brazil, Bemobi had a solid 1Q21 with YoY growth in all key financial and operational metrics: **Net Revenue, Adjusted EBITDA and Net income**

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