



BEMOBI

EARNINGS RELEASE 2Q22

Rio de Janeiro, August 11, 2022

Bemobi Mobile Tech S.A. (B3: BMOB3), a technology company focused on offering solutions and mobile platforms for Digital Services, Microfinance and Payments with a relevant presence in several countries, today announces its results for the second quarter of 2022 (2Q22). The Company's consolidated financial statements presented in this report are prepared in accordance with the accounting practices adopted in Brazil, based on the Brazilian Corporate Law and CVM regulations. However, in this report, adjustments (see Annex IV) were made to make the results at the group's various companies comparable to each other including (i) non-recurring expenses (e.g., fee for acquisition of companies, long-term incentives, etc) (ii) harmonization of the presentation of revenues and costs related to the modality of trade at the recently acquired M4U.

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Conference call in Portuguese with simultaneous translation to English

August 12, 2022

9:30 a.m. Brasilia time and 8:30 a.m. ET

For access, [click here](#)

Replay available on the IR site

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QUARTER'S HIGHLIGHTS

- Despite a challenging quarter, which was impacted by the Russia-Ukraine war and the appreciation of the Brazilian currency, the Company reported expansion on its **main operating and financial metrics**.
- We ended the second quarter of 2022 with **103 unique partnerships** (+06) signed with different carriers, digital banks, fintechs and e-commerce providers in **46 countries** (+02).
- We implemented Loop – a digital channel platform – at **03 new operators**, bringing the **total number of served companies to 27**, which will boost the conversion rate and distribution of our services.
- Average of **36.0 million subscriptions paid directly by users**, **11% more** than in the same period last year.
- **77 million** transactions were processed in the Microfinance vertical, an **expansion of 109%** vs. 2Q21, highlighted by growth in our Credit Risk Scoring Solutions.
- In Payments solutions, we processed more than **R\$1.5 billion** in TPV in the quarter, which represents a **10-fold expansion** compared to 2Q21, as a result of the acquisition of M4U in 4Q21.
- We signed our **first partnerships in utilities**, with Energisa/Voltz and Equatorial, setting the beginning of the company's expansion into this segment and improving utilities' digital transformation. We thus expand our operations in Digital Payments solutions - a market with significant potential whose TPV is 3x higher than Brazilian telcos.
- Adjusted Net Revenue **grew 123%** compared to the same period of 2021, reaching **R\$138 million** with a solid organic performance combined with acquisitions.
- Greater revenue diversification following the strengthening of Microfinance, Digital Payment and PaaS solutions, which topped **67% of total adjusted net revenue**.
- Adjusted EBITDA of **R\$44.9 million** in 2Q22, **+92%** vs. 2Q21, and **Adjusted EBITDA margin of 32.6%**, reflecting the beginning of synergies capture and a gradual margin recovery.
- Adjusted net income of **R\$8.6 million**, negatively impacted by the **swap** market-to-market, in the amount of R\$17.7 million, related to our share buyback program.
- Despite one-off cash disbursements, our cash position remains solid at **R\$493 million**, enabling new acquisitions and share buybacks.



+123%

Growth in Adjusted Net Revenue, YoY



+92%

Growth in Adjusted EBITDA, YoY



32.6%

Adjusted EBITDA Margin



36.0 MM

Average of Subscriptions paid by users



77.0 MM

Total of managed Microfinance Transactions



R\$1.5 bn

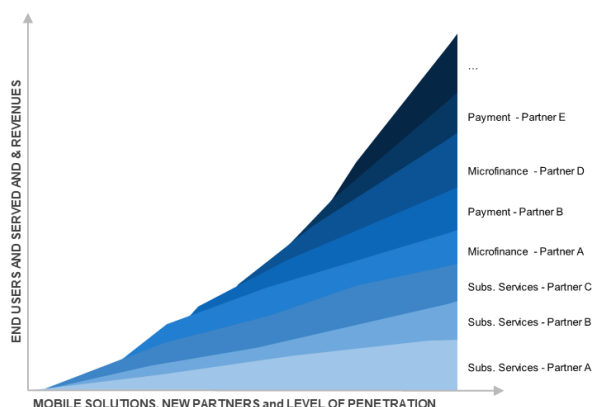
Financial Volume of Payment Transactions

MESSAGE FROM MANAGEMENT

In 2Q22, our **main operating and financial metrics saw an uptick** despite the adverse effects from the war between Russia and Ukraine, which impacted the full quarter – as well as the appreciation of the real (R\$) against the dollar.

As the pandemic slowed down, we maintained an intense commercial agenda that significantly broadened our international operation. We ended the quarter in **46 countries** (2 new ones in 2Q22) and with **103 unique partners**, including **06 new partnerships** established during the period.

It is worth recalling that our growth model ("playbook"), in its most basic form, involves three major dimensions:



- 1 **New Digital Solutions:** different types of digital solutions for mobile devices can be offered to end users through our partnerships, in order to seize cross-selling and/or upselling opportunities (e.g., digital subscriptions, microfinance, etc.)
- 2 **New Partnerships and Geographies:** expansion via new partnerships with companies in different industries, bolstering our addressable market (e.g., new mobile carriers, fintechs etc.)
- 3 **Increase our solutions penetration at each partner:** for each mobile solution at each partner, a combination of Bemobi channels platform and digital campaigns can increase the penetration of our services into the defined base.

Our diversification and cross-selling strategies have been executed consistently. The new services have become increasingly relevant to earnings, bearing evidence of the **solidity and resilience** of the business model and reinforcing the importance of our **wide-ranging portfolio**, one that is compliant

with different demands from our partners and final consumers.

In **Digital Subscription Solutions**, we noted continuous growth in subscriptions in the past few quarters. The operation expanded in Brazil and abroad, despite the negative effect from the Russia-Ukraine war. International digital subscriptions' growth was mostly seen in South Asia, mostly in Pakistan. In this quarter we formed **04 new partnerships**, of which 02 are in new countries – Tajikistan and Morocco – and 02 additional ones in Kazakhstan and Pakistan, where we already operate.

On our **Microfinance** front, we saw significant expansion year-over-year driven mostly by the acquisition of Tiixa and by the healthy growth pace of the new Credit Scoring line of service, in partnership with digital banks and e-commerce providers in Mexico. We added **02 partners** to this front.

In the **Digital Payments** vertical, following the consolidation of M4U in 2Q22 we maintained the level of processed TPV. We expect some growth levers in telecom, which may boost TPV such as: (i) increase in top-up volume on the carrier's own channels; (ii) increased share of invoice-less Control plans; (iii) offer of a customized solution for the payment of fiber optic service on credit cards; among others.

At a later time we should explore the potential of expanding our payments solution internationally, both for telecom carriers and utilities.

In the **Platforms as a Service (PaaS)** vertical, we strengthened the relationship with the carriers that we already cater to, upgrading services from SMS to RCS (the new benchmark in messaging) and offering other solutions in Service Delivery Platform (SDP), especially at the carrier Claro, in 8 Latin American countries. We ended 2Q22 with 17 unique partners in this vertical.

Regarding our solutions' added penetration within the final customer base, our strategy points to the **implementation of new digital channels in distribution and sales**, especially our digital channel platform Loop. When integrated into the carriers' core systems, it enables the scalable distribution of our solutions, materially reducing

customer acquisition cost and elevating our **penetration**.

On this front, we signed new agreements to implement components of the digital channel platform Loop at **03 new carriers** – 01 in Indonesia, 01 in Pakistan and 01 in Nigeria, reaching **27** Loop digital channel platforms already implemented.

Today we have a **more diversified partner base** by segments and services, making our business model more balanced and creating expansion opportunities.

Concerning our quarterly financial performance, our **financial metrics** improved significantly. We reached **R\$138 million** in net revenue, i.e., up **122.6%** from 2Q21 despite the external challenges such as the Russia-Ukraine war (R\$3.3 million impact) and the appreciation of the real (R\$) against the dollar, which rose on average 8% in the period (R\$4.1 million impact). **EBITDA increased 92.0%**, reaching **R\$45 million**, mainly boosted by the continued, organic growth of our business lines and the consolidation of results at the recent acquirees. Year to date, we had R\$273 million of net revenue, up 119% from the same period last year, while EBITDA totaled R\$87 million, expanding 84%.

It should be noted that in the second quarter, following the consolidation of the recent acquisitions, we kept reaping the benefits of optimization with **efficiency gains** and the **capture of synergies**, contributing 1.3 percentage point to EBITDA margin compared to the first quarter of this year.

On the other hand, 2Q21 Adjusted Net Income was R\$9 million, down 43% from the same quarter last year due to the negative net financial result from a swap operation related to the share buyback, whose effects are not yet definitive. Year to date, Adjusted Net Income totaled R\$31 million, a 13% increase compared to the same period in 2021.

Cash conversion stood at a healthy level of 73% and the Company ended the quarter with R\$493 million worth of cash. However, this position is lower than that recorded in the previous quarter mainly due to one-time disbursements related to: (i) earn-out for Tiixa, (ii) dividends, and (iii) share buyback program.

We are pleased to announce that we signed our first partnerships in the utilities segment with Energisa/Voltz and Equatorial, setting the beginning of the company's expansion in the segment and propelling utilities' digital transformation. We have

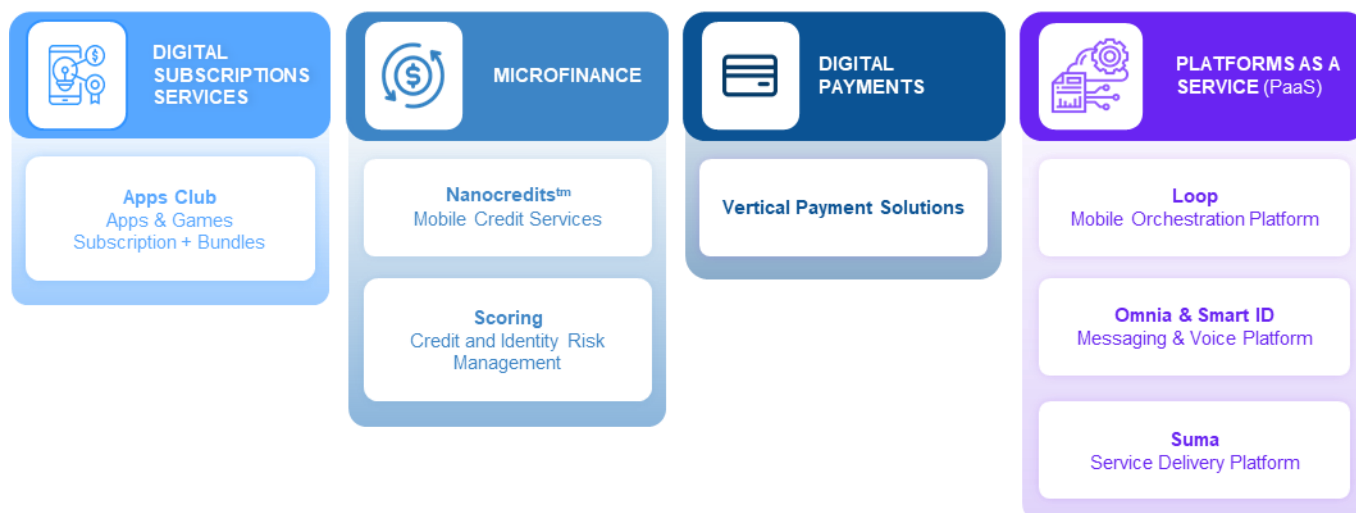
thus broadened our operation in Digital Payments Solutions in a segment with addressable TPV about 3 times larger than that of Brazilian telecoms, reflecting significant opportunities. This is great milestone on another journey for Bemobi and we are excited by this new opportunity!

We thank our shareholders and the market for the trust placed in the current Management. We believe in our capacity to grow, generate value, and contribute to the democratization of digital services in Brazil and the world over.

Pedro Ripper

CEO of Bemobi Mobile Tech S.A.

OUR SERVICES



Current Portfolio

Bemobi is a **technology** company that pioneered the **distribution and monetization** of digital solutions, operating in partnership with players in large industries, connecting millions of users worldwide to an ample, innovative portfolio of services.

We operate in geographies where there is a large demand for each of these solutions, but the number of people who effectively pay for using them is well below the potential. This gap stems from the limited income of the population in these countries and/or from a lack of access to digital payment methods compliant with traditional means of acquisition. One pivotal issue in our business model relates to the capability of monetization of services by offering solutions at an **attractive price** and with **multiple payment solutions**.

While keeping these elements in mind, we decided to develop a marketing model that eliminates these barriers and allows the delivery of each of our solutions to a hitherto unattended niche, with the additional advantage of having little competition from the big technology players.

The Company operates a **B2B2C** model (Business-to-Business-to-Consumer) i.e., it offers its services to a company that, in turn, offers our services to end clients in exchange for revenue share agreements. Not **just** Bemobi but also our partners and developers have access to an entirely new and additional **revenue source**.

We presently operate in a broad fashion, in partnership with mobile carriers and financial sector companies such as digital banks and wallets. We are also at the onset of a journey to offer some of our solutions for the utilities market.

Over the years, the Company has developed and improved one of its main competencies, which is **management and sales on digital channels**.

To improve sales performance, we need to know the behavior of consumers in order to recommend the **most suitable product and the best offer when the customer most needs it, and in a channel that facilitates the purchase**.

In practice, when we guarantee a recurring flow in our digital channels, we want **to sell more (upsell) and new (cross-sell) solutions to the same user**. It is essential to always look at the evolution of our results as a whole.

Below we present more details on each of our main solutions:

• Digital Subscription Services

Bemobi developed a low-cost, innovative subscription collection model that uses the top-up balance of prepaid clients or an additional charge to the account of postpaid clients, as well as direct debit, in order to make this access possible. We offer our clients the best options in apps with diverse content – games, wellness and/or education – without ads while featuring all functionalities.

In addition to the apps, we offer a suite of voice messaging services with visual access via apps and/or integrated into SMS/WhatsApp systems based on artificial intelligence. These can be contracted in a similar fashion, via subscription.

- **Microfinance Solutions**

Such solutions have a direct relationship with the proprietary distribution channels platform at Bemobi, and are presented when **users do not have active credit** to make calls or to access the internet. These are great monetization tools for carriers, since they **remove the friction** of “blocked” clients.

They are delivered as an advance (of balance, data and voice packages) with payment made in the next top-up made by the client.

For this convenience, a **fee is added** to the implicit value of the service. Payment is eased via credit or debit card, or Pix.

- **Digital Payment Solutions**

We offer a white-label, end-to-end digital platform for telecom carriers to be able to sell top-up for prepaid plans and collect (Control) plans through their own channels and several online channels. This solution is also being adapted to meet the demand of utilities.

For each transaction managed on our platform, the Company is paid a fee on the total payment volume (TPV). Alternatively, the Company also resells balance for telephone plans.

- **Solutions of Platforms as a Service (PaaS)**

Bemobi's transactional platforms offered a service to large Companies, especially mobile carriers, that enabled swift growth in our business in the main regions where we operate. We process large transaction volumes in real time with high performance, adapting business rules to the particularities of the local environment while maintaining high levels of reliability.

Each platform directly contributes to the process of managing service offers, building rules and messaging controls, as well as orchestrating campaigns, in addition to providing a wide range of communication services.

For each contract within this type of service, Bemobi may charge a fixed weekly or monthly amount, or an amount for each transaction managed on its platforms.

OPERATING INDICATORS

As the Company is positioning itself in a **B2B2C** model, i.e., offering services to a company that, in turn, allows us to offer such services to its customers, we chose to portray the operational indicators in a segregated way between B2B and B2C, as below:

B2B

It is important to highlight that the slowdown of the COVID-19 pandemic worldwide allowed us to promote a more intense commercial agenda, expanding our international operations. In 2Q22, we established **06 new partnerships** for the commercialization of different types of solutions, totaling **103 unique partners**. We are now present in **46 countries** (2 new ones in 2Q22). The total partners are composed by **93 mobile operators**, of which 12 are in South Asia, 18 are in Southeast Asia, 17 are in the Commonwealth of Independent States, 13 are in Africa and 33 are in Latin America, as well as **10 digital banks, wallets and e-commerce providers**, which gives us access to an addressable market of over **2.6 billion mobile users**.

- **Digital Services**

We established **04 new partnerships** with telephone operators for digital subscription services, entering 02 new countries (Morocco and Tajikistan) and 02 partnerships in countries where we already operate (Pakistan and Kazakhstan). We currently have **85 partnerships** in this vertical.

- **Microfinance**

We recorded an increase of 02 partners in the quarter, reaching **20 active partners** and expanding our Data Monetization activities with fintechs in Mexico.

- **PaaS**

The end-to-end platforms at Bemobi and Tiaxa can be considered high value for our clients for their low operating costs and scalability, allowing the implementation and use of messaging tools that improve the relationship with their clients as well as tools for managing

digital service offers, as well as the offer of communication solutions.

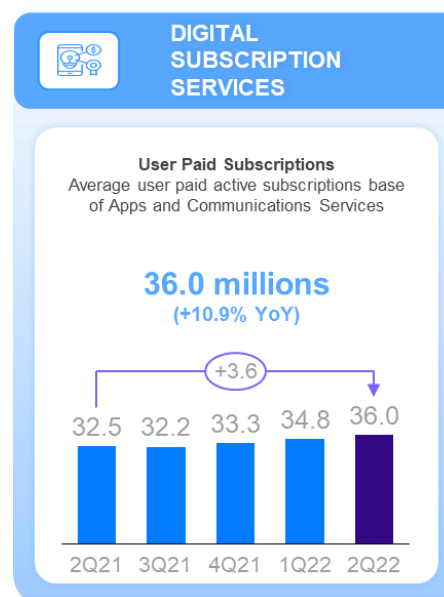
During the quarter, we signed contracts with **03 new operators** to implement **Loop** – 01 in Indonesia, 01 in Pakistan and 01 in Nigeria, reaching **27 Loop** digital channel platforms already implemented. In addition, we have partnerships with **17 operators** for **other PaaS solutions**. As observed in digital services, the slowing down of the pandemic permitted negotiations to come to fruition, expanding the number of signed contracts and the geographies served.

B2C

- **Base of Subscriptions paid by users**

From a B2C perspective, during the second quarter of 2022 we reached an average of **36.0 million subscriptions** paid by users per month, related to our services concerning Applications, Games, and Communication, an increase of 10.9% compared to the second quarter of 2021. Considering the average subscriptions paid by users in the first half, we had an increase of 3.1 million subscriptions to 35.4 million, an expansion of 9.5% compared to the first half of 2021.

Our international operations, despite the continuation of the Russia-Ukraine war, kept growing in the number of paid subscriptions as we expanded our operations at **4 new carriers**.

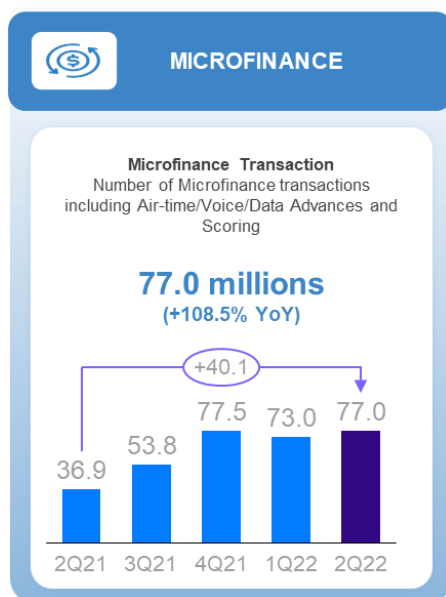


● Microfinance Transactions

In the second quarter of 2022, Bemobi managed **77.0 million transactions** involving advance payment of top-up balances and credit risk and fraud analysis, a volume 109% higher than that achieved in the second quarter of 2021.

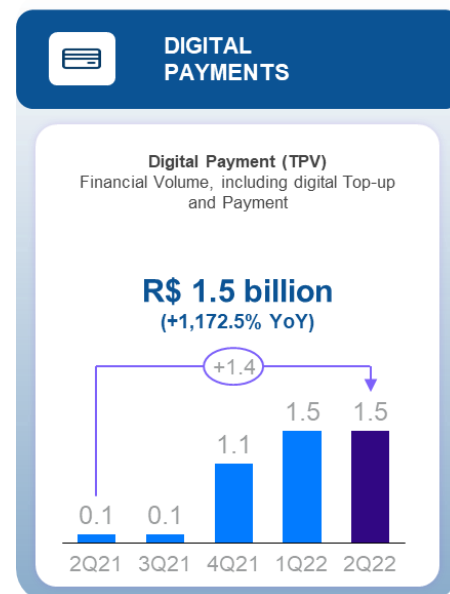
We ended the first half of 2022 with a total of **150.1 million** transactions, 108% higher than in the same period of 2021.

The acquisition of Tiixa in the third quarter of 2021 strengthened this front, mainly because it is a benchmark in the international market for this product, presenting differentiated Credit Score models with proven effectiveness in the regions where it operates. This expertise, combined with a new condition that allows us greater diversification from the point of view of channels, leads to expansion to new types of customers (e.g., retail companies, banks, fintechs, etc.) and products (e.g., monetization of data) being very synergistic with Bemobi, as their solutions are offered to our partners.



offering new solutions to existing services such as: (i) increased top-up volume on carrier's own channels, (ii) increased share of invoice-less Control plans, (iii) offer of a customized solution for the payment of fiber optic service on credit card; among others. The potential is compounded by our entry in new segments such as utilities, as we were pleased to announce our partnerships with Energisa and Votz, fintech from same group, besides Equatorial group. Our value proposition in utilities aims mostly to: (a) expand the consumer's digital journey, (b) reduce partners' collection cost, and (c) provide initiatives for delinquency mitigation. We expect to explore the potential of expanding our payments solution internationally both for telecom carriers and utilities.

In the second quarter of 2022, **R\$1.5 billion** in top-ups and subscriptions were transacted. Looking at the data for the first half of 2022, our TPV reached R\$3.0 billion, compared to R\$251 million in the first half of 2021, driven by the acquisition of M4U in November 2021, a 10-fold expansion in TPV.



● Total Payment Volume (TPV)

On a daily basis, the Bemobi and M4U platforms manage millions of transactions in digital top-up and payment of phone plans at the main operators in Brazil.

We expect a huge potential for expansion in this vertical, possibly through an increase of our share in operations along with our partnerships,

FINANCIAL INDICATORS

The information contained and analyzed in the following items is derived from our consolidated financial information for the periods ended June 30, 2021 and 2022. All information was prepared in accordance with accounting practices adopted in Brazil, which include the provisions of the corporate legislation that covers Law No. 6.404/76, the pronouncements, guidelines and interpretations issued by the Accounting Pronouncements Committee ("CPC") and approved by the CVM, in addition to observing the IFRS standards issued by the IASB.

On November 3, 2021, the Company concluded the acquisition of shares representing 100% of M4U's capital stock. In compliance with the rules set forth in CPC 47 (Revenue from Contract with the Customer), specifically concerning commerce, Bemobi's management understands that the recording of revenue and costs related to operations of this nature can create significant distortions in the interpretation of the Group's results. In order to make the results at the various companies within Bemobi Group comparable, it was necessary to harmonize the statements. The form used by Bemobi in its latest earnings releases has prevailed.

Finally, all restructuring expenses as well as the amounts of provisions related to the long-term incentives program relevant to the second quarter of 2021 and 2022 were reclassified and treated as non-recurring in this report.

In order to assist investors in preparing their assumptions and projections on Bemobi's performance while maintaining the comparability of results, the information on Net Revenue, Gross Income, EBITDA, Net Income and Operating Cash Conversion used and contained exclusively in this Report have been adjusted.

Adjusted Net Operating Revenue

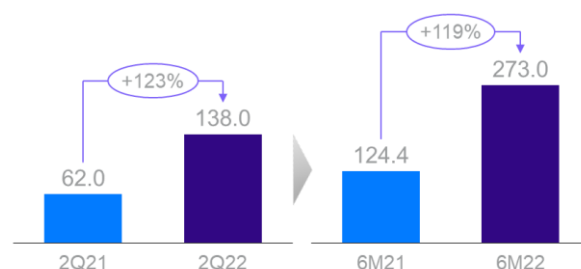
Adjusted net revenue, represented by the sum of the 4 business lines indicated in the previous section, reached **R\$138.0 million** in the second quarter of 2022, an **increase of 123%** when compared to the same period of the previous year.

In the first half, net revenue totaled R\$273.0 million, an increase of 119% compared to the first half of

2021, a period not influenced by M&A operations, therefore driven by organic and inorganic growth.

Evolution of Adjusted Net Revenue

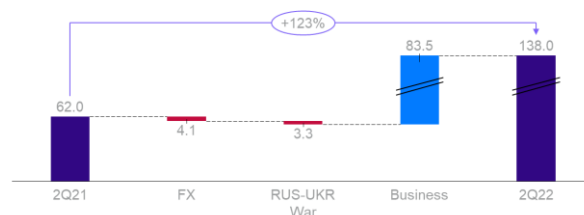
R\$ million



The quarter witnessed impact from atypical events, such as the war between Russia and Ukraine, which began at the end of the first quarter of the year and continued throughout the second quarter, as well as the impact of the exchange rate, whose average variation in the period was 8%. More details are provided in the chart below.

Impact from foreign exchange and war

R\$ million



Despite these adversities, we were able to post expanding results. This resilience is favored by the fact that the company is now more diversified in terms of customers, services and geographies, mitigating possible adverse impacts such as those presented this quarter.

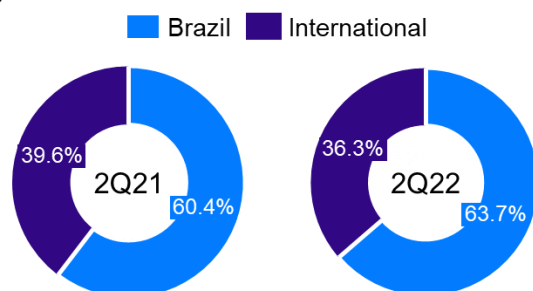
Still, our **international operations** expanded during the quarter compared to the same quarter of 2021. The main drivers were the consolidation of Tiixa's results and the growth of subscription services in Southeast Asia and Africa. However, international growth was at a slower pace vs. Brazil operations, leading thus to a reduction of international revenue participation on total revenues (as shown in the chart below).

In Brazil, with the slowdown of the pandemic and gradual recovery of economic activity, we recorded a resumption in the volume of subscriptions paid directly by users. Additionally, the microfinance vertical posted a significant expansion in the volume

of transactions compared to the same period in 2021, indicating favorable traction for the product in the domestic market.

View by Region

(%)

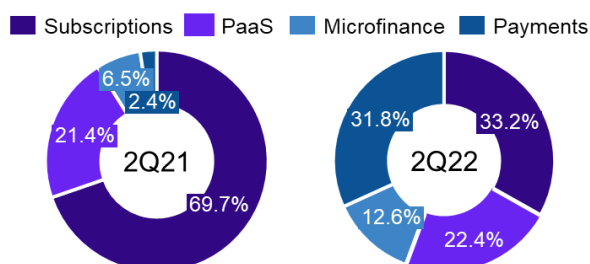


We reassert the importance of our diversification strategy since 2019 with the launch of Microfinance and Communication solutions which were expanded after the acquisitions of M4U and Tiixa, and then spun off into verticals of: **Microfinance, Payments and Platforms as a Service.**

This move, in practice, allows: (i) the **offer of one of the most complete solutions portfolios on the market**, (ii) the presentation of a solution to monetize the mobile user base at all stages of its life cycle, (iii) expand our revenue opportunities, and (iv) improve our profitability.

View by Family of Services

(%)



There has been significant progress in the diversification of the Company's adjusted revenue. Our subscription services vertical, which in 2Q21 amounted to 69.7% of total adjusted revenue, dropped to 33.2% this quarter as a result of the 2 recent acquisitions, which make the Company more balanced and diversified. The dependency related to our subscription service is mitigated and corroborates our growth model described in our playbook.

It is important to recall that the acquisitions were consolidated during the second half of 2021 – Tiixa

in October 2021 and M4U in November 2021, therefore impacting the year-over-year comparison. The comparison will be more equivalent from the second half of 2022 on.

Adjusted Cost of Services

Adjusted cost of services provided includes: (i) marketing investments for promotion and advertising of our solutions through leading partners of the digital media and apps sector; (ii) licensing costs due to developers of apps and games in a revenue-share format; (iii) chargeback related to microfinance and payment services, in addition to (iv) other sales costs.

At the end of the second quarter of 2022, the adjusted cost of services provided by the consolidated companies totaled R\$40.7 million, compared to R\$20.0 million in 2Q21, with a significant impact from the new activities after the consolidation of the two acquirees (Tiixa and M4U). Total costs in the first half of 2022 totaled R\$80.7 million, well above the R\$40.4 in the same period of 2021, i.e., prior to the acquisitions.

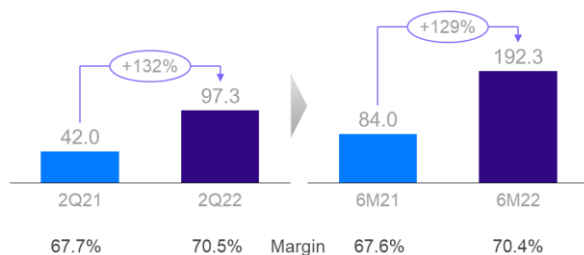
Adjusted Gross Margin

As a result, gross income reached R\$97.3 million in 2Q22, i.e., 132% higher than in 2Q21, reflecting the full effect of the acquisitions partially consolidated from the third quarter of 2021. It is noteworthy that the verticals Microfinance, Payments and PaaS, added to our portfolio in 2019 and also part of the acquisitions, have higher margins than Bemobi's original operations, thus accelerating our gross margin from 67.7% in 2Q21 to 70.5% in 2Q22, i.e., 2.8 percentage points higher.

Comparing the figures for the first half, gross income increased by 129%, from R\$84.0 million in 2021 to R\$192.3 million in the first half of 2022. Gross margin expanded to 70.4% compared to 67.6% in the first half of 2021.

Adjusted Gross Income and Gross Margin

R\$ million and %



Adjusted Administrative Expenses

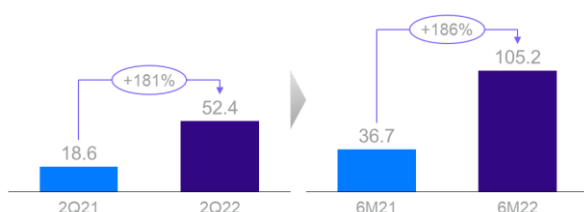
Present in 46 countries, Bemobi has become a globalized company with a wide-ranging portfolio of services, and a multi-channel offer that seeks to be at the forefront of innovation.

Given the potential growth opportunities, whether through the increased penetration of our solutions in the different geographies where we operate, or via the launch in new geographies, the Company should draw on the skills of its multidisciplinary team, including the incorporated operations. That involves earmarking energy for fronts that underpin the Company's growth, either from a geographic standpoint or for the launch of new solutions, and preferably using the existing structure with the necessary adaptations, while extracting the maximum synergy between operations.

In this sense, the M&A operations strengthened Bemobi's structure, adding relevant technical skills to our products, offering synergy and scale gains so that our expanded team and structure support the execution of our strategic plan.

Adjusted Administrative Expenses

R\$ million



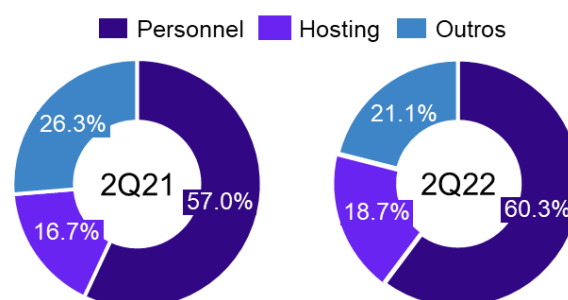
The Company presented Adjusted Administrative Expenses in the amount of R\$52.4 million in this second quarter, 181% higher than in 2Q21 due to the consolidation of recent acquisitions.

Regarding the level of expenses in the first half of 2022, it reached R\$105.2 million, an increase of 186% compared to the first half of 2021. It is worth noting that we started to see gains in scale and synergy in expenses such as Hosting and other ones related to the absorbed services.

As for the drivers of expected, gradual margin improvement, during the second quarter we implemented some initiatives: (i) simplification of corporate structures; (ii) merging our headquarters in Brazil into a single address in Rio de Janeiro; and (iii) renegotiation of our Hosting contracts, using as leverage the greater volume processed on our platforms and the different unit price levels commanded between operations.

View by Type of Expense

(%)



In analyzing each expense, we had growth in personnel with R\$31.6 million in 2Q22, as the acquisition of Tiixa and M4U added approximately 470 employees to our workforce, as a result of the new, absorbed activities and their more complex management.

Adjusted EBITDA and EBITDA Margin

Stemming from the results mentioned above, we ended the second quarter of 2022 with an Adjusted EBITDA – a metric that indicates earnings before taxes, financial results, and depreciation and amortization – of R\$44.9 million, 92% higher than that achieved in the second quarter of 2021, when Adjusted EBITDA totaled R\$23.3 million, evidencing the relevance–of the acquires.

In the first half of 2022, we recorded an adjusted EBITDA of R\$87.1 million, up by 84% compared to the R\$47.3 million reported in the same period of 2021.

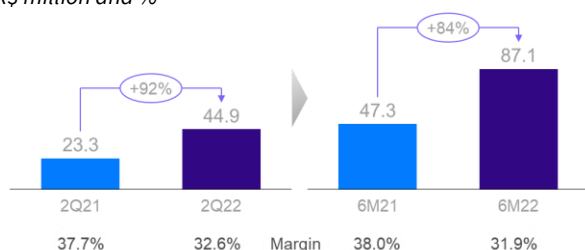
In the second quarter of 2022, we had non-recurring items that totaled negative R\$5.7 million, compared

to a positive effect of R\$4.4 million in the second quarter of 2021. The negative R\$5.7 million in 2Q22 basically refers to (i) negative R\$2.8 million allocated to 'Other Income/Expenses' tied to the cancellation of the lease for Bemobi's headquarters (ii) negative R\$2.4 million associated with long-term incentives, and (iii) negative R\$400 thousand from the restructuring process. On the other hand, in 2Q21 the positive R\$4.4 million is composed as follows: (i) positive R\$5.5 million associated with the reversal of the long-term incentives provision; (ii) negative R\$800 thousand from restructuring expenses; and (iii) negative R\$300 thousand tied to M&A processes.

In the first half of the year, non-recurring items totaled negative R\$8.1 million in 1H22, while in the same period last year they equaled a positive R\$6.4 million.

Adjusted EBITDA and Adjusted EBITDA Margin

R\$ million and %



In analyzing Adjusted EBITDA margin measured by Adjusted EBITDA divided by net revenue, the company saw a year-over-year reduction from 37.7% in 2Q21 to 32.6%. This drop stems mostly from the higher relevance of operations featuring EBITDA margins lower than that of the original subscription service operation at Bemobi. Consolidated margin will gradually recovery as we advance our efficiency gains and operational synergies.

In the first half of the year, adjusted EBITDA margin was 31.9%, 6.1 percentage points lower than the 38.0% of the first half of 2021.

With a greater integration of our portfolio combined with Bemobi's extensive network of channels and commercial partners, we work to capture multiple cross-selling and upselling opportunities. We hope that the expansion of our services can drive a positive operating leverage effect.

We are undertaking the gradual recovery of our EBITDA margin, and we expect that the combination of the factors above will allow the process to continue.

Depreciation and Amortization

Our Company maintains a low level of fixed assets, as much of its physical infrastructure is under lease and our technology infrastructure is hosted in cloud environments under service contracts with the main global tech providers.

However, we continue to invest in the development of intangible assets to improve our offers and differentiate ourselves from the competition.

With the consolidation of M&A operations, depreciation and amortization was substantially increased by the addition of tangible and intangible assets (technology, customer portfolio and brands) associated with the acquirees.

As a result, 2Q22 Depreciation and Amortization reached R\$15.6 million, 146% higher than that recorded in the same period of the previous year. In the first half this line totaled R\$31.8 million, up 153% over the same period in 2021, which was a six-month period without an asset increase from recent acquisitions, which took place in the second half of 2021.

Financial Result

In the three-month period ended June 30, 2022, the net financial result was a negative R\$7.1 million compared to a positive result of R\$4.0 million in the same period of the previous year. Despite the increase in financial income in 2Q22 arising from a higher average cash balance, the net financial result was negative due to the financial expense from swap contracts linked to the share buyback. This had an effect of R\$20 million in the quarter, but the effect is not yet definitive since the operation matures in 4Q22.

In the first half, the financial result was R\$3.0 million, down 57% from the same period of the previous year, which totaled R\$6.9 million. This drop was also result of the negative effect of the swap transaction related to the share buyback.

Adjusted Net Income

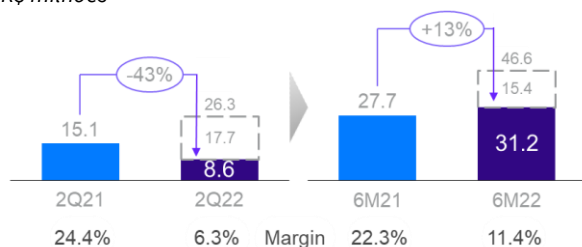
As a result of the results described above, we posted Adjusted Net Income of R\$8.6 million in 2Q22, 42.7% lower than the R\$15.1 million recorded in 2Q21, mainly resulting from the effect of the swap transaction on the financial result, which had an

after taxes impact of R\$17.7 million in adjusted net income.

Based on the data for the first half, adjusted net income totaled R\$31.2 million in 1H22, which represents growth of 12.7% in relation to the same period of the previous year. In spite of the impact of the swap, in the amount of R\$15.4 million in 1H22.

Adjusted Net Income

R\$ milhões



Regarding non-recurring adjustments to net income, we had a negative net effect of R\$3.8 million in 2Q22, compared to a positive effect of R\$2.9 million in 2Q21.

In the first half of the year, non-recurring adjustments to net income totaled a negative R\$5.3 million in 1H22, while in the same period of the previous year it was positive by R\$4.2 million.

INVESTMENTS AND CASH

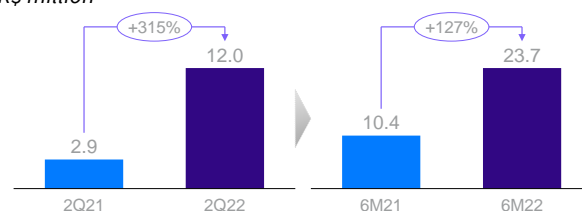
CAPEX (Accrual Basis)

In recent years, Bemobi has developed a growth model that has been implemented in a consistent fashion. The model seeks to generate network effects, whenever possible, to obtain gains in scale. This model explains a higher investment in intangible assets as we beef up our Development team to maintain a greater competitive edge.

However, we kept fixed assets at a low level as much of our structure is supported by rental or service contracts that reduce the short-term demand for cash. The contracts bring scalability and speed to the implementation of technologies required by our business.

Capex

R\$ million



The acquirees adopt similar investment strategy in intangible assets, especially M4U, which seeks to keep its edge in the tech market for digital payments aimed at the telecom industry, and expansion toward other segments.

The Company's total investment volume reached R\$12.0 million in 2Q22 against R\$2.9 million in the same period of the previous year. It is worth noting that the investments were mostly concentrated in intangible assets.

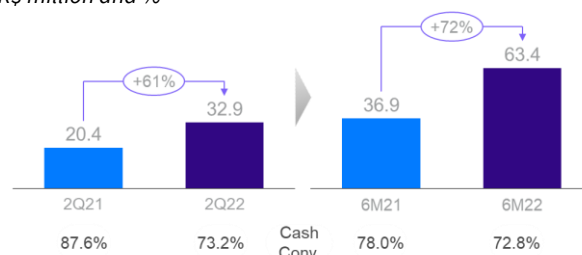
In the first half of 2022, investments totaled R\$23.7 million, an increase of 128% compared to R\$10.4 million in the same period of the previous year, growth similar to that seen in the quarter, as we compare to a period without the acquirees.

Operating Cash Generation and Cash Conversion

In order to simplify the monitoring of the evolution of our cash conversion vis-à-vis the operating results, and better compare the performance of each of our operations, in-house we gauge Cash Generation measured by Adjusted EBITDA after investments in tangible and intangible assets, excluding the right to use third-party properties (i.e., CAPEX).

Operating Cash Flow and Cash Conversion

R\$ million and %



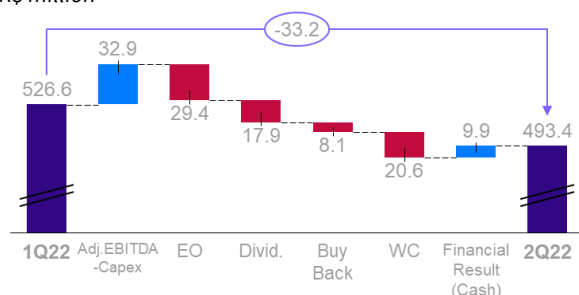
Based on this concept and pursuant to the chart, the Company maintained an Operating Cash Generation of R\$32.9 million throughout 2Q22, compared to

R\$20.4 million in 2Q21, an expansion of about 61% sustaining a conversion rate above 70% (73.2%).

In the first half of the year, Operating Cash Generation was R\$63.4 million, up 72% from R\$36.9 million recorded in 1H21, also with a conversion rate above 70%.

Cash balance variation vs. 1Q22

R\$ million



It is also important to mention that in the second quarter we had significant one-off disbursements, as shown in the image above. These were mainly (i) earn-out (“EO”) of the Tiixa operation, (ii) dividends paid to our shareholders, and (iii) share buyback.

In addition, in 2Q22 we had a cash requirement related to working capital in the amount of R\$20.6 million, mainly related to: (i) contracts that are in the process of being renewed, leading to pent-up revenue - already normalized in the 3Q, (ii) payment of profit sharing, and (iii) extension of receivables average cycle in CIS geography.

RELATIONSHIP WITH AUDITORS

Pursuant to CVM Instruction No. 381/03, we inform that the Company consulted PricewaterhouseCoopers Auditores Independentes to ensure compliance with CVM rules and the laws that govern the profession of accountants, as provided for in Decree Law 9.295/46, as amended.

We have also complied with the regulations for the exercise of this professional activity issued by the Federal Accounting Board (CFC) and the technical guidance issued by the Brazilian Institute of Independent Auditors (IBRACON). The Company adopted the fundamental principle of preservation of auditor independence, thus avoiding any influence from the audit of their own services, or from their participation in any management function at the Company.

PricewaterhouseCoopers Auditores Independentes was engaged to provide audit services for the current year, and to review the quarterly information for the same period.

FINANCIAL CALENDAR

EVENT	DATE
3Q22 Earnings Release	11/10/2022
3Q22 Conference Call	11/11/2022

ANNEX I – ACCOUNTING INCOME STATEMENT

(Find more information on Harmonized and Adjusted Income Statement on Annex IV)

INCOME STATEMENT (in millions of R\$)	2Q22 Accounting	2Q21 Accounting	6M22 Accounting	6M21 Accounting
Net revenue	375.6	62.0	754.2	124.4
Costs of services	(298.3)	(30.7)	(603.4)	(60.5)
Gross Income	77.3	31.3	150.8	63.9
General and administrative expenses	(51.0)	(9.8)	(100.9)	(22.7)
Other revenues and expenses	(2.8)	0.0	(2.8)	0.0
EBIT	23.6	21.4	47.2	41.1
Net financial results	(7.1)	4.0	3.0	6.9
Income before income and social contribution taxes	16.4	25.4	50.2	48.0
Income and social contribution taxes	(11.6)	(7.4)	(24.2)	(16.1)
Net Income	4.9	18.0	25.9	32.0

ANNEX II – BALANCE SHEET

STATEMENT OF FINANCIAL POSITION (in millions of R\$)	06/30/22	12/31/21
ASSETS		
Cash and cash equivalents	289.0	319.2
Marketable securities	204.4	193.8
Trade accounts receivable	213.2	216.1
Inventory	59.0	57.4
Taxes recoverable	27.7	28.5
Advances to third parties	10.7	11.1
Derivative financial instruments	0.0	0.7
Other amounts receivable	63.2	75.9
Total current assets	867.2	902.7
Other amounts receivable	0.7	0.7
Deferred taxes	19.7	32.3
Use rights	10.9	14.9
Property, plant and equipment	9.9	14.9
Intangible assets	464.5	480.0
Total non-current assets	505.6	542.7
TOTAL ASSETS	1,372.8	1,445.5
LIABILITIES		
Payroll and related charges	36.0	39.3
Taxes payable	12.0	9.4
Accounts payable	124.4	140.2
Dividends	0.0	17.9
Leases	4.0	4.1
Consideration payable	0.0	30.1
Derivative financial instruments	16.4	0.0
Other accounts payable	86.4	108.4
Total current liabilities	279.2	349.4
Leases	8.0	11.1
Consideration payable	52.4	52.8
Other accounts payable	2.7	2.4
Total non-current liabilities	63.1	66.3
Share capital	1,233.7	1,233.7
Treasury shares	(56.3)	(46.1)
Capital reserve	2.1	0.0
Profit reserve	71.3	71.3
Retained earnings	25.9	0.0
Equity valuation adjustment	(225.1)	(225.1)
Other comprehensive income	(21.1)	(4.1)
Total shareholders' equity	1,030.5	1,029.7
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	1,372.8	1,445.5

ANNEX III – CASH FLOW STATEMENT

STATEMENT OF CASH FLOW (in millions of R\$)	06/30/22	06/30/21
OPERATING ACTIVITIES		
Income before income taxes	50.2	48.0
Adjustment to income before income taxes due to:		
Depreciation and amortization	31.8	12.6
Parent company stock options for Group employees	2.1	(4.3)
Net write-off of fixed and intangible assets	5.3	0.0
Net write-off of leases	(2.9)	0.0
Interest on leases	0.7	0.2
Interest on Considerations	3.5	0.0
Interest Paid or Received	1.3	0.6
Change in fair value of derivative financial instruments	17.1	0.0
Increase (decrease) in operating assets		
Trade accounts receivable	2.9	0.2
Payable Dividends	(1.6)	0.0
Taxes recoverable	0.8	(5.3)
Advances to third parties	0.4	0.2
Other amounts receivable	12.7	(0.4)
Increase (decrease) in operating liabilities		
Payroll and related charges	(3.3)	7.7
Taxes payable	(4.6)	1.4
Accounts payable	(15.5)	(5.9)
Other liabilities	(21.6)	0.0
Cash from operations	79.4	55.1
Net interest paid	(2.0)	(0.7)
Income and social contribution taxes paid	(4.5)	(2.5)
Net cash from operating activities	72.8	51.9
INVESTMENT ACTIVITIES		
Net acquisition of bonds and securities	(10.6)	(200.8)
Acquisition of property, plant and equipment and intangible assets	(23.7)	(10.4)
Net cash used in investment activities	(34.3)	(211.2)
FINANCING ACTIVITIES		
Cash and cash equivalents received for net capital increase	0.0	1,028.2
Dividends paid	(17.9)	(186.7)
Payment of leases	(1.6)	(0.4)
Payment of considerations	(29.4)	(244.9)
Treasury shares acquired	(10.2)	(25.5)
Net cash from financing activities	(59.2)	570.7
Effect of exchange rate variations on cash and cash equivalents	(9.6)	(13.5)
Net increase in cash and cash equivalents	(30.2)	397.9
Cash and cash equivalents:		
Opening balance	319.2	111.2
Closing balance	289.0	509.1
Net increase in cash and cash equivalents	(30.2)	397.9

ANNEX IV – HARMONIZED INCOME STATEMENT

On November 3, 2021, the Company completed the purchase of shares representing 100% of the capital stock of Multidisplay Comércio e Serviços Tecnológicos S.A., which in turn holds shares representing 100% of the capital stock of M4 Produtos e Serviços S.A. Together, these companies are named “M4U.”

M4U’s corporate purpose is the provision of services in transmission of mobile phone credit data and retailing of mobile phone top-ups, especially for prepaid or control products and plans. Specifically in transmission services, it makes captured funds available for carriers on its platform, automatically deducting the amount due for the provision of services. In retailing, M4U purchases top-ups directly from carriers and sells them to the end consumer.

In compliance with the standards provided for in CPC 47 (Revenue from Contracts with Customers), specifically in regard to retailing, Bemobi’s management believes that recording revenues and costs related to operations of this nature may lead to significant distortions when interpreting the Group’s result.

In this regard, in order to allow comparability between the results of the companies that are part of the Bemobi Group, the harmonization of these statements was necessary. We are using in this document the same method Bemobi used in its previous earnings reports.

Information on Net Revenue, Cost of Services, Gross Income, Adjusted EBITDA and Adjusted Net Income referring to the period between January 1, 2022 and March 31, 2022 used and featuring exclusively in this Earnings Report, was adjusted and shown in the M4U Harmonization group. This helps investors better understand the results, and become better informed to prepare their assumptions and forecasts for the Company’s performance.

INCOME STATEMENT (in millions of R\$)	2Q22 ⁽³⁾ Reclassified	Harmonized M4U	Adjust	2Q22 Adjusted	2Q21 ⁽³⁾ Reclassified	Harmonized M4U	Adjust	2Q21 Adjusted
Net revenue	375.6	(237.7) ⁽¹⁾	0.0	138.0	62.0	0.0	0.0	62.0
Costs of services	(278.4)	237.7 ⁽¹⁾	0.0	(40.7)	(20.0)	0.0	0.0	(20.0)
Gross Income	97.3	0.0	0.0	97.3	42.0	0.0	0.0	42.0
General and administrative expenses	(55.3)	0.0	3.0 ⁽²⁾	(52.4)	(14.2)	0.0	(4.4) ⁽²⁾	(18.6)
Other revenues and expenses	(2.8) ⁽⁴⁾	0.0	2.8 ⁽⁴⁾	0.0	0.0	0.0	0.0	0.0
EBITDA	39.2	0.0	5.7	44.9	27.8	0.0	(4.4)	23.4
Depreciation and amortization expenses	(15.6)	0.0	0.0	(15.6)	(6.3)	0.0	0.0	(6.3)
Net financial results	(7.1)	0.0	0.0	(7.1)	4.0	0.0	0.0	4.0
Income before income and soc. contrib. taxes	16.4	0.0	5.7	22.2	25.4	0.0	(4.4)	21.0
Income and social contribution taxes	(11.6)	0.0	(2.0)	(13.5)	(7.4)	0.0	1.5	(5.9)
Net Income	4.9	0.0	3.8	8.6	18.0	0.0	(2.9)	15.1

INCOME STATEMENT

INCOME STATEMENT (in millions of R\$)	6M22 ⁽³⁾ Reclassified	Harmonized M4U	Adjust	6M22 Adjusted	6M21 ⁽³⁾ Reclassified	Harmonized M4U	Adjust	6M21 Adjusted
Net revenue	754.2	(481.2) ⁽¹⁾	0.0	273.0	124.4	0.0	0.0	124.4
Costs of services	(561.9)	481.2 ⁽¹⁾	0.0	(80.7)	(40.4)	0.0	0.0	(40.4)
Gross Income	192.3	0.0	0.0	192.3	84.0	0.0	0.0	84.0
General and administrative expenses	(110.5)	0.0	5.3 ⁽²⁾	(105.2)	(30.3)	0.0	(6.4) ⁽²⁾	(36.7)
Other revenues and expenses	(2.8) ⁽⁴⁾	0.0	2.8 ⁽⁴⁾	0.0	0.0	0.0	0.0	0.0
EBITDA	79.0	0.0	8.1	87.1	53.7	0.0	(6.4)	47.3
Depreciation and amortization expenses	(31.8)	0.0	0.0	(31.8)	(12.6)	0.0	0.0	(12.6)
Net financial results	3.0	0.0	0.0	3.0	6.9	0.0	0.0	6.9
Income before income and soc. contrib. taxes	50.1	0.0	8.1	58.2	48.0	0.0	(6.4)	41.7
Income and social contribution taxes	(24.2)	0.0	(2.7)	(27.0)	(16.1)	0.0	2.2	(13.9)
Net Income	25.9	0.0	5.3	31.2	32.0	0.0	(4.2)	27.7

Notes:

(1) Adjustments regarding accounting harmonization described in this annex; prevailing the viewpoint of exclusive revenues from service.

(2) Regarding non-recurring expenses from restructuring, costs of new acquisitions and long-term incentives plan for Bemobi's executives.

(3) The personnel amounts included in cost of services were reclassified to general and administrative expenses. Also, depreciation and amortization amounts included in cost of services and general and administrative expenses were reclassified to depreciation and amortization included in this table.

(4) Expenses related to the cancellation of the lease for Bemobi's headquarters, allocated to 'Other revenues and expenses'