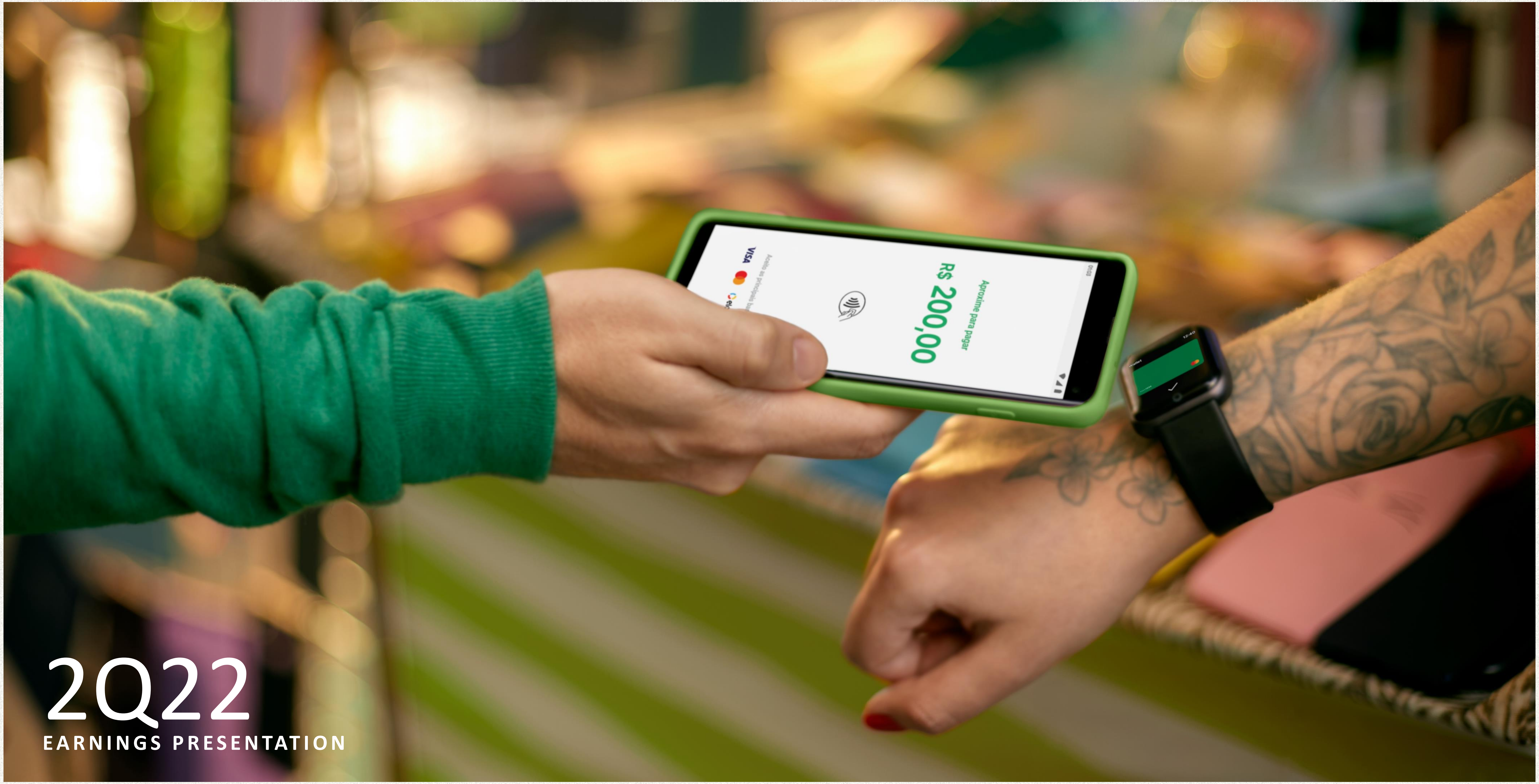

2Q22

EARNINGS PRESENTATION

AUG 2022

stone co.

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2Q22 Key Highlights - Building a pattern of consistent performance

1. Core growth engine remains strong

- Revenue reached R$2.3bn, +276% y/y increase or +83% y/y proforma for Linx and ex. credit[1]
- Revenue 5% higher than the upper-end of our 2Q22 guidance of between R$2.15bn and R$2.20bn
- MSMB net adds accelerated to 195,500 growing our total MSMB client base to over 2 million in 2Q22
- MSMB TPV growth of +78%, 3% above the high-end of our guidance for the quarter

2. Take rate expansion continues

- MSMB Take Rate increased to 2.09% in 2Q22 from 2.06% in 1Q22 and 1.71% in 4Q21

3. Software growth performs well with margins poised to ramp-up in 2H22

- 28% Core Software Revenue growth in 2Q22
- Adj EBITDA Margin reached 15% in 2Q22 vs. 12% in 1Q22

4. Sustained increase in profitability

- Adj EBT[2] of R$107mn in 2Q22, 19% above our guidance of R$90mn+ and comparable to R$82mn in 1Q22 and -R$49mn in 4Q21 on a like-for-like basis

1) Excludes the fair value adjustment of R$397.2mn from our credit product from our 2Q21 revenues, which positively impacts the comparison basis.
2) As of 2Q22 and following the partial sale of Inter stake, Adjusted EBT no longer includes the adjustment of financial expenses related to our bond. Please refer to the appendix for historical metrics with and without the bond adjustment.

2Q22 Key Highlights - Financial and operational metrics

Financial Services

R$ 1.9 BN
Financial Services Revenue
(+3.4x y/y or +101.5% ex. credit impact[1])

R$ 84 MN
Financial Services Adj EBT
(4.3% Adj EBT Margin[2])

R$ 91 BN
TPV
(+50.3% y/y)

2.1 MN
Payments Active Client Base
(+93.9% y/y)

526 THOUSAND
Banking active clients
(+54.7% y/y)

stone co.

R$ 2.3 BN
Total Revenue and Income
(+275.6% y/y or +82.8% y/y proforma for Linx and ex. credit impact[1])

R$ 107 MN
Adj EBT[2]
(4.6% Adj EBT Margin[2])

Software

R$ 351 MN
Software Revenue
(+23.3% y/y proforma for Linx)

R$ 53 MN
Software Adj EBITDA
(15.2% Adj EBITDA Margin)

+ 28 % Y/Y
Revenue growth of Core[3] Software business

6.8 THOUSAND
Omnichannel Stores
(+145.4% y/y)

1) Excludes the fair value adjustment of R$397.2mn from our credit product from our 2Q21 revenues, which positively impacts the comparison basis.
2) As of 2Q22 and following the partial sale of Inter stake, Adjusted EBT and Adjusted EBT margin no longer adjust the financial expenses related to our bond. Please refer to the appendix for historical metrics with and without the bond adjustment.
3) Proforma for Linx. Software core business includes POS/ERP, CRM, bricks-and-mortar Gateway (TEF) and QR Code solutions.

Segments[1] breakdown

Financial Services

Revenue: R$1.9bn
(+3.4x y/y or +102% ex. credit impact[2])

Adj EBT[3]: R$84mn
(4% margin[3])

- Payment solutions
- Digital banking
- Credit
- Insurance solutions
- Registry of Receivables (TAG)

Software

Revenue: R$351mn
(+23%y/y proforma for Linx)

Adj EBITDA: R$53mn
(15% margin)

- **Core**: POS/ERP, TEF/QR Code gateways, reconciliation and CRM
- **Digital**: OMS, e-commerce platform, engagement tool, Ads and Marketplace Hub

Non-allocated activities[4]

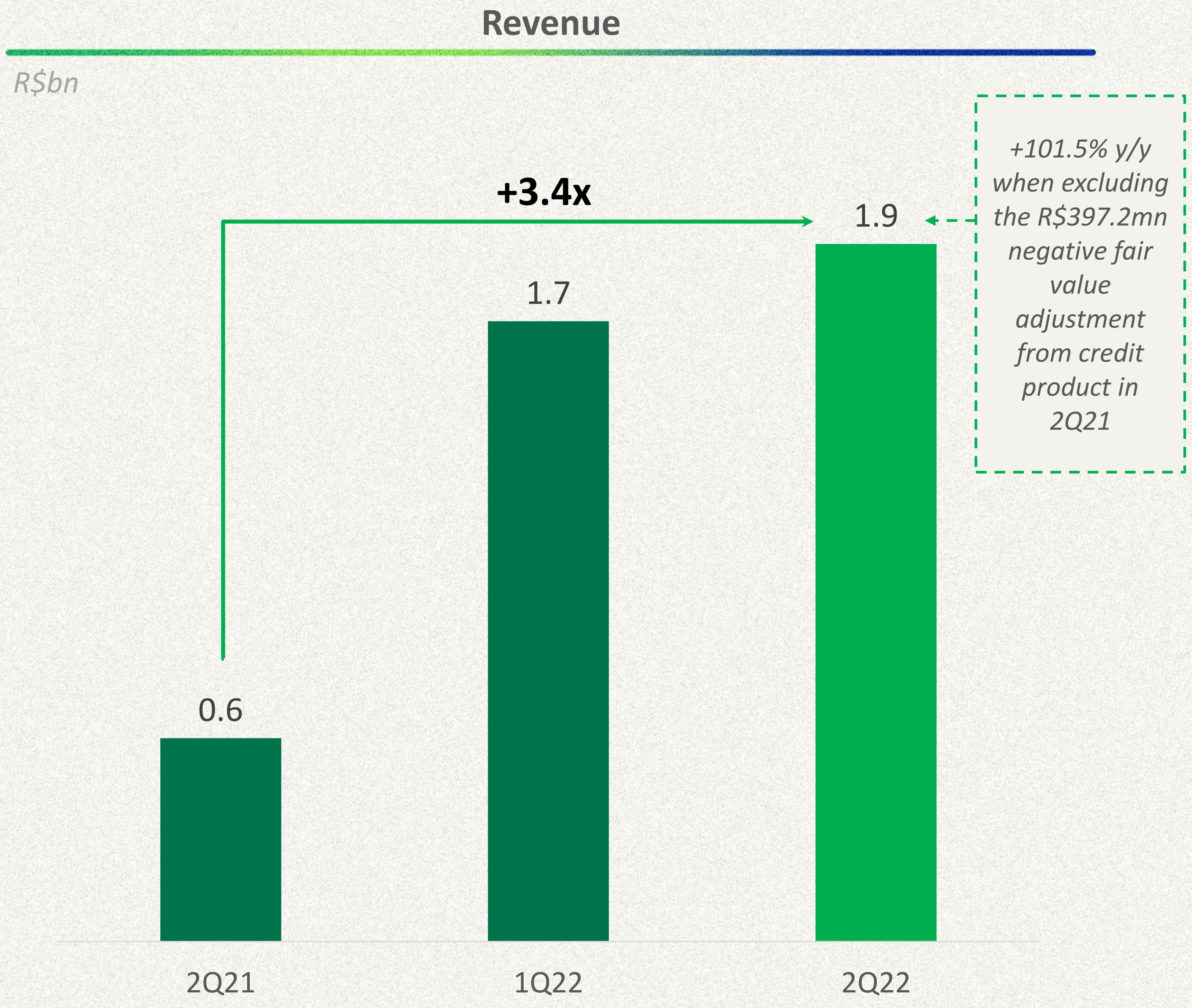
Revenue: R$21mn

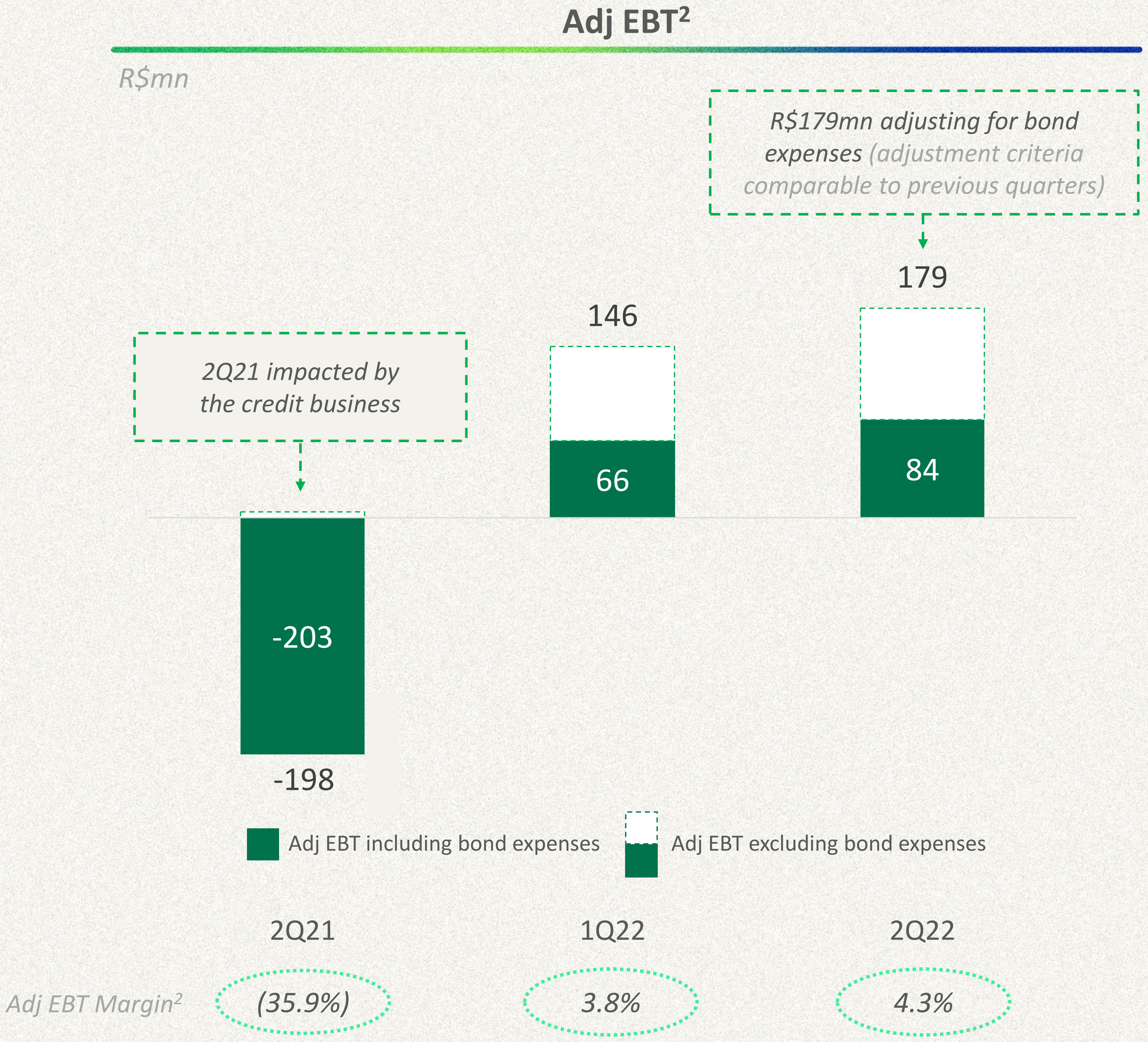
Adj EBT: R$(17)mn

- Other businesses not allocated in Financial Services and Software segments

1) From 1Q22 onwards, we started to report our financial and operating metrics in two segments, Financial Services and Software, and Non-allocated activities comprised of non-strategic businesses. Note that our segment reporting is performed on an Adjusted basis, adjusting for items such as the mark-to-market of Inter investment, amortization of fair value adjustments on acquisitions, among other factors.
2) Excludes the fair value adjustment of R$397.2mn from our credit product from our 2Q21 revenues, which positively impacts the comparison basis.
3) As of 2Q22 and following the partial sale of Inter stake, Adjusted EBT and Adjusted EBT margin no longer adjust the financial expenses related to our bond. Please refer to the appendix for historical metrics with and without the bond adjustment.
4) Comprised of non-strategic and discontinued businesses.

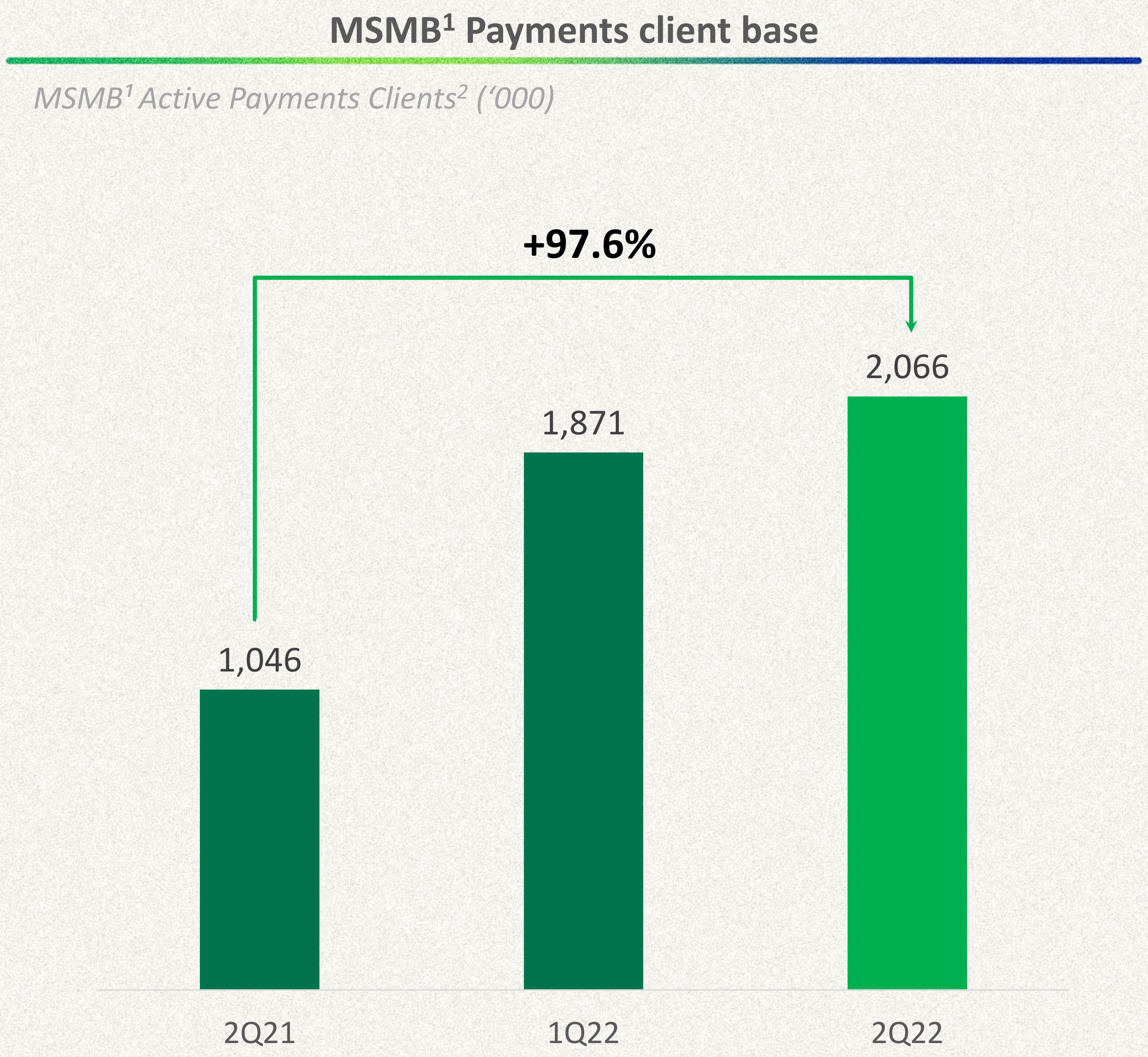
Financial Services[1] - Strong revenue growth & improving profitability

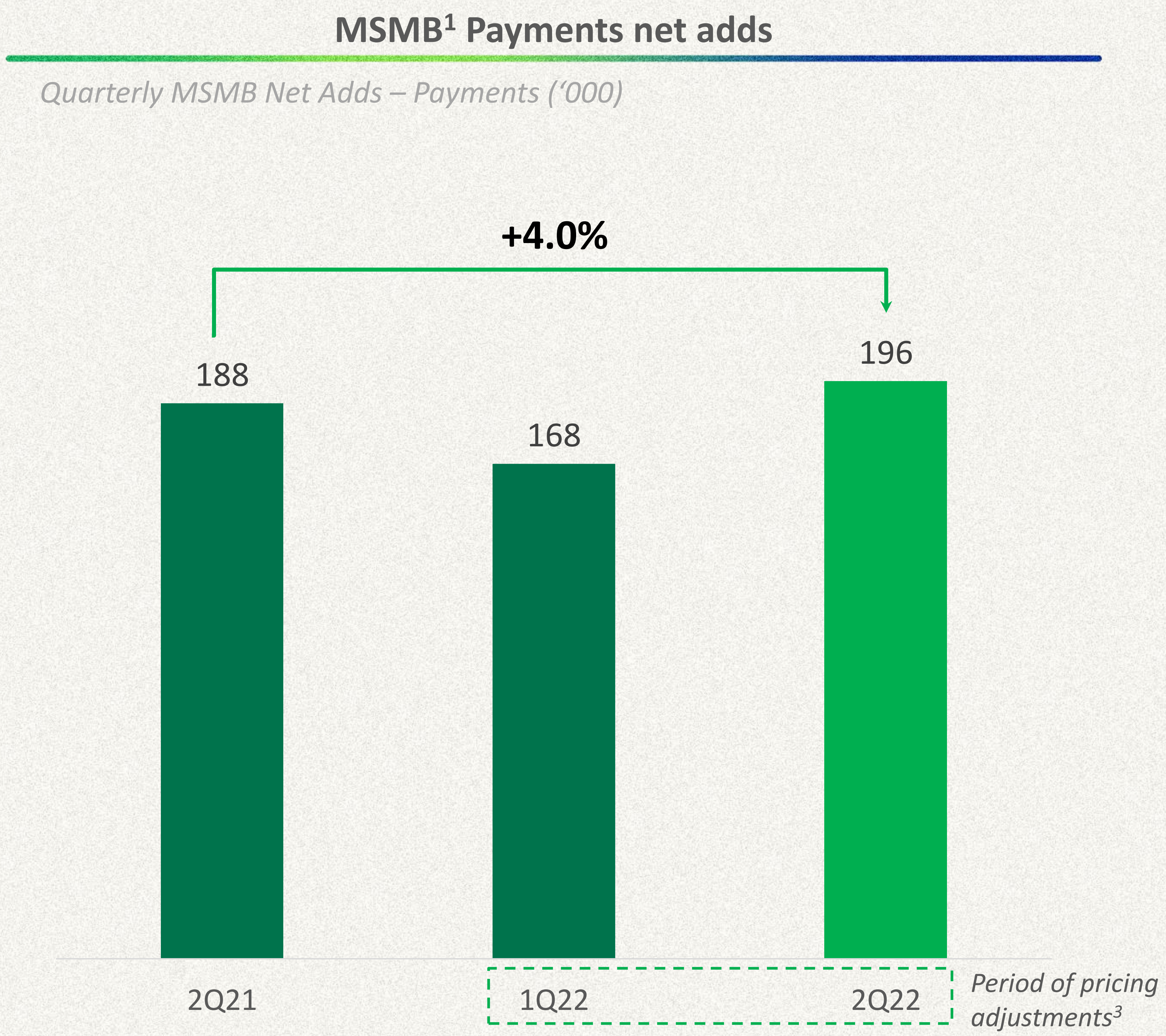




1) This segment is comprised of our financial services solutions serving both MSMBs and Key Accounts, which includes mainly our payments solutions, digital banking, credit, insurance solutions and our registry business TAG.
2) As of 2Q22 and following the partial sale of Inter stake, Adjusted EBT and Adjusted EBT margin no longer adjust the financial expenses related to our bond. Please refer to the appendix for historical metrics with and without the bond adjustment.

MSMB[1] Payments - Client base surpassed 2 million with higher net adds

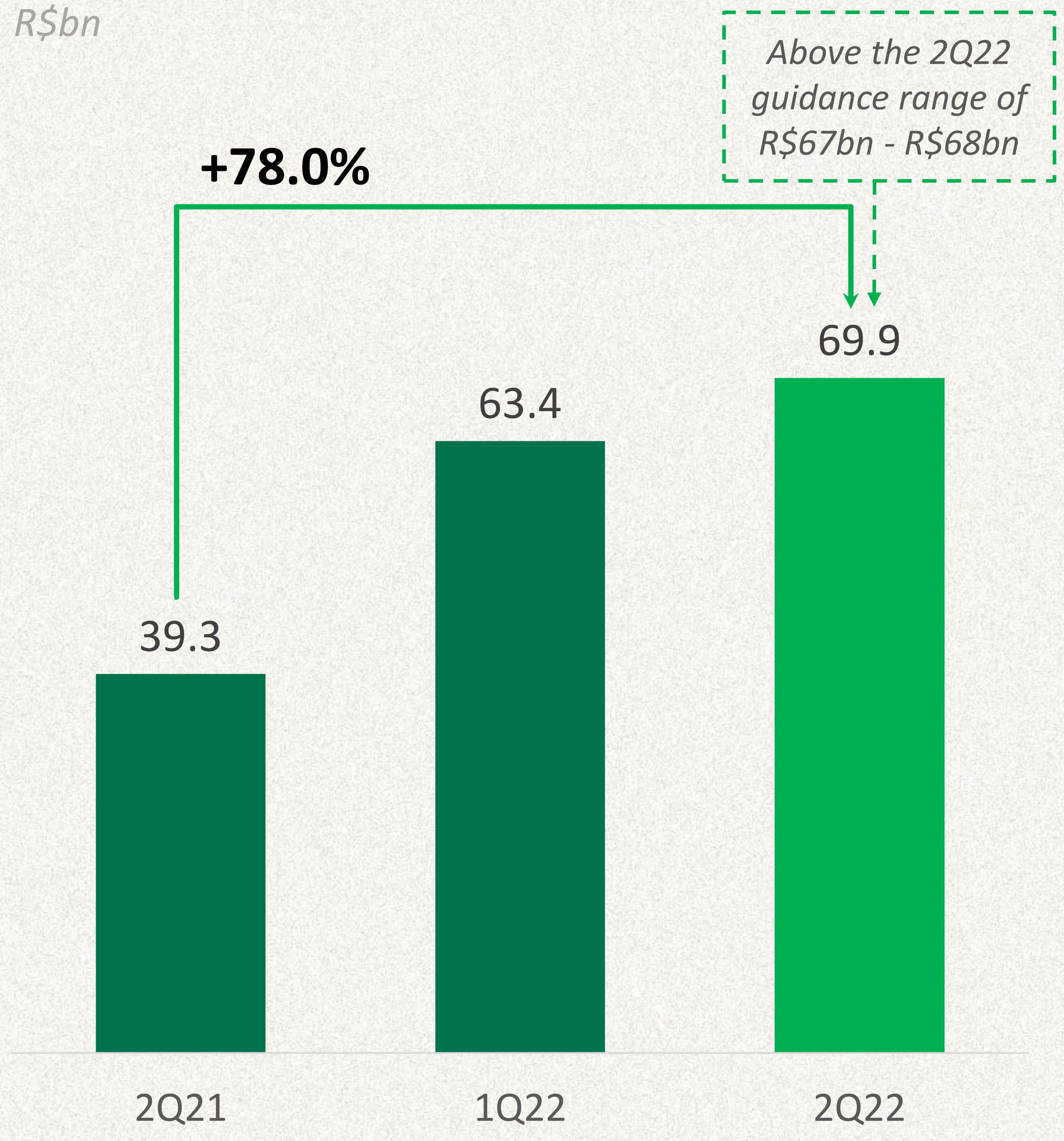




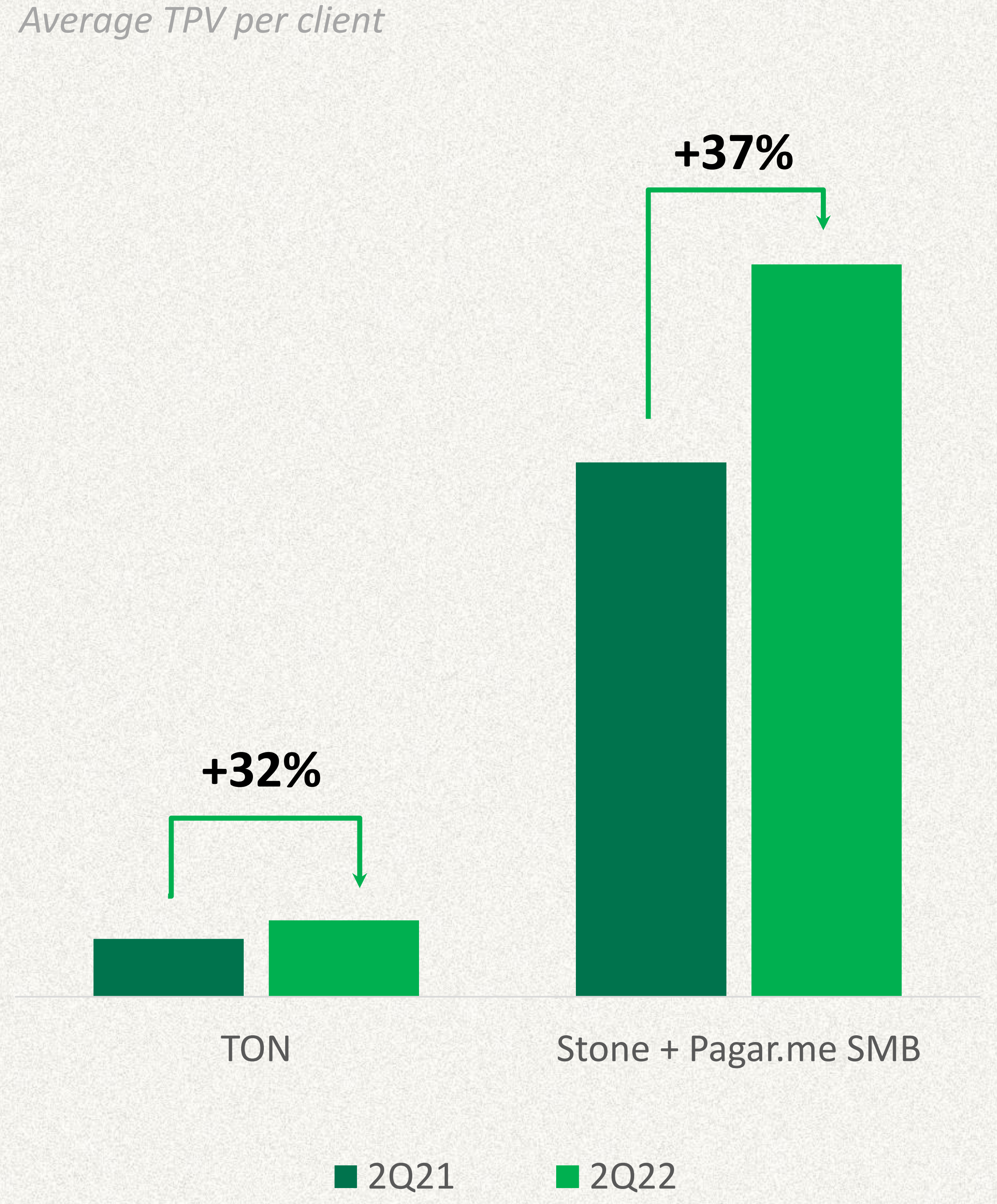
1) MSMB is composed of TON, Stone and Pagar.me products. Does not include clients from Linx.
2) "Active Clients" refer to merchants that have completed at least one electronic payment transaction with us within the preceding 90 days except for TON product which considers 365 days. Excludes overlap. Does not include clients from Linx.
3) The lower level of net additions in 1Q22 is mainly explained by new pricing policy that started to be implemented in November 2021 to compensate for higher levels of funding costs amid CDI increase in Brazil.

MSMB[1] Payments - Improving quality of client base with strong volume growth

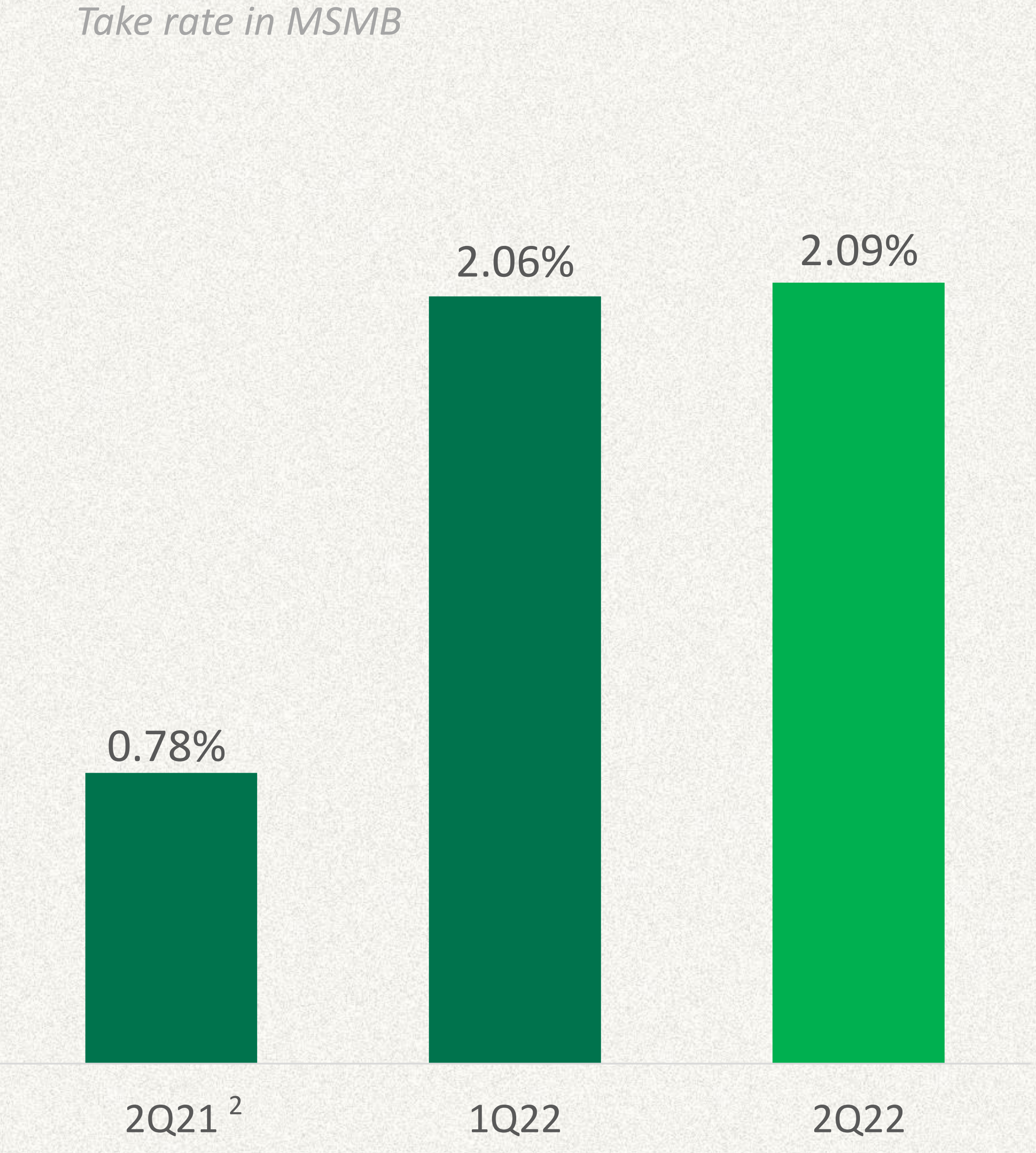
MSMB[1] TPV growth



Higher average TPV within TON and Stone + Pagar.me products



Increasing overall take rate in MSMB[1]

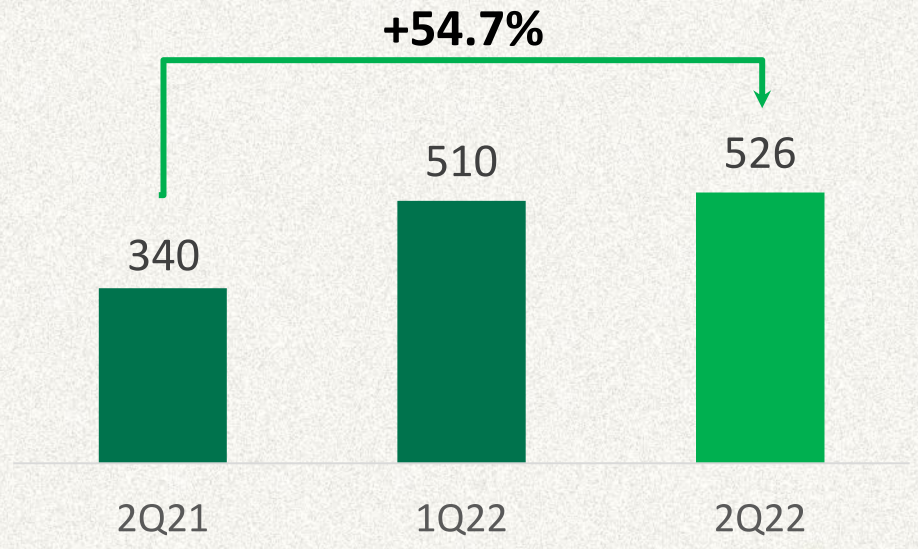


1) MSMB is composed by TON, Stone and Pagar.me products. Does not include clients from Linx.
2) Significantly lower take rate mainly explained by the R$397.2 million effect from our credit product in 2Q21 revenues. Take rate in MSMB excluding the effect from the credit product from both periods was 2.10% in 2Q22 and 1.79% in 2Q21.

Banking & Credit - Expanding the platform

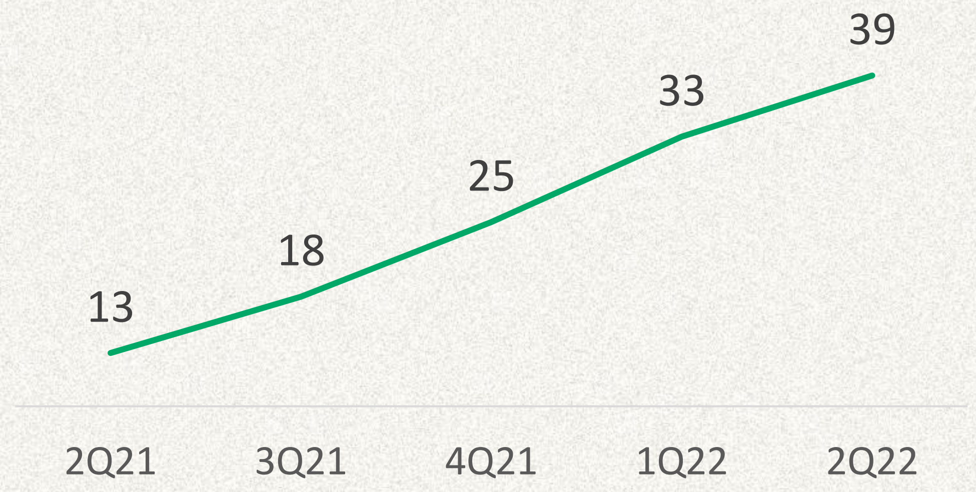
Growing banking client base

Banking Active Clients[1] (´000)



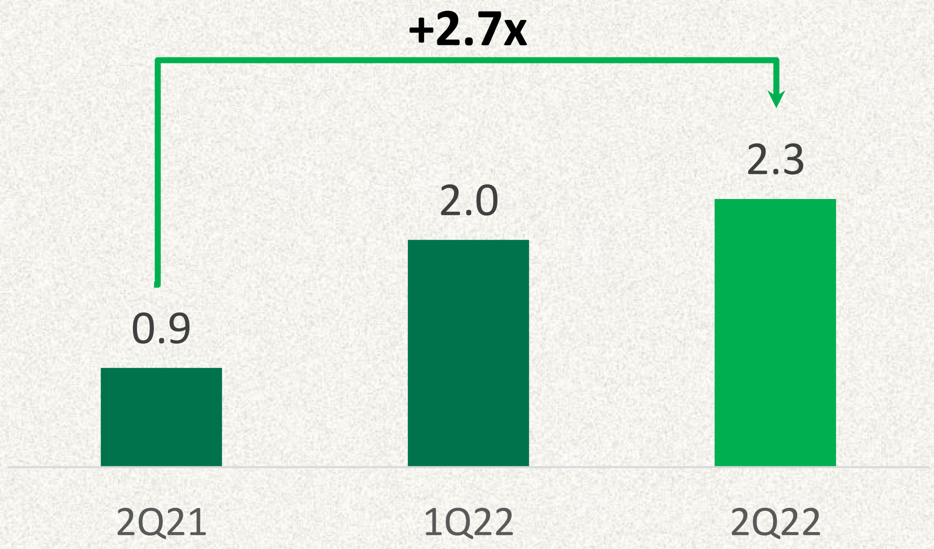
Increasing banking ARPAC[2]

Banking ARPAC[2] (R$/month per client)



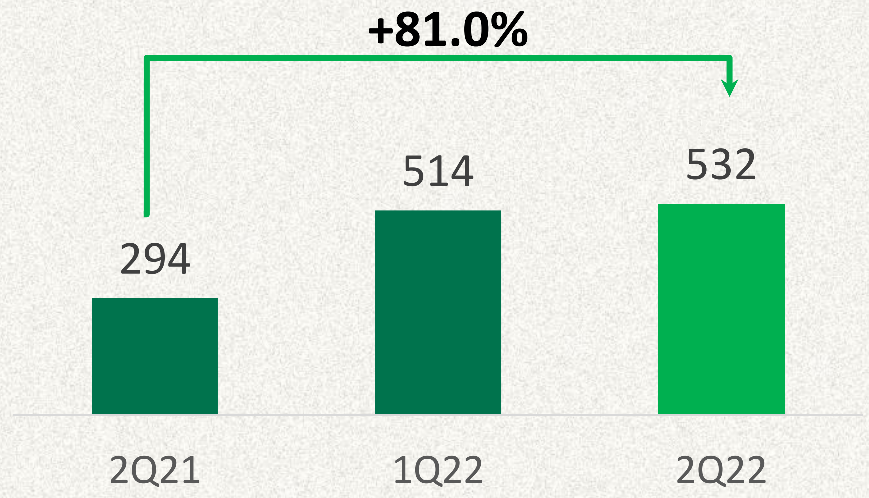
R$2.3bn of client deposits

Total Accounts Balance (R$bn)



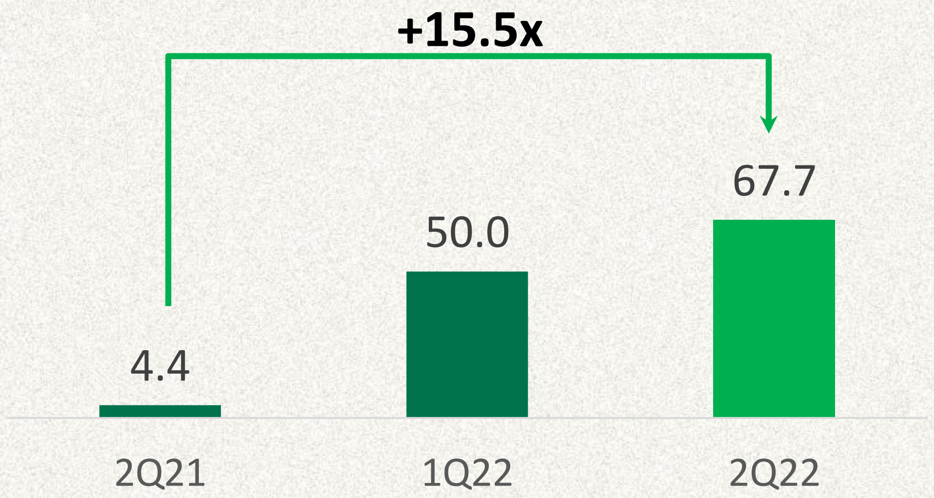
Card TPV growing 81% y/y

Card TPV (R$mn)



Expanding the insurance product[3]

Insurance Clients ('000)

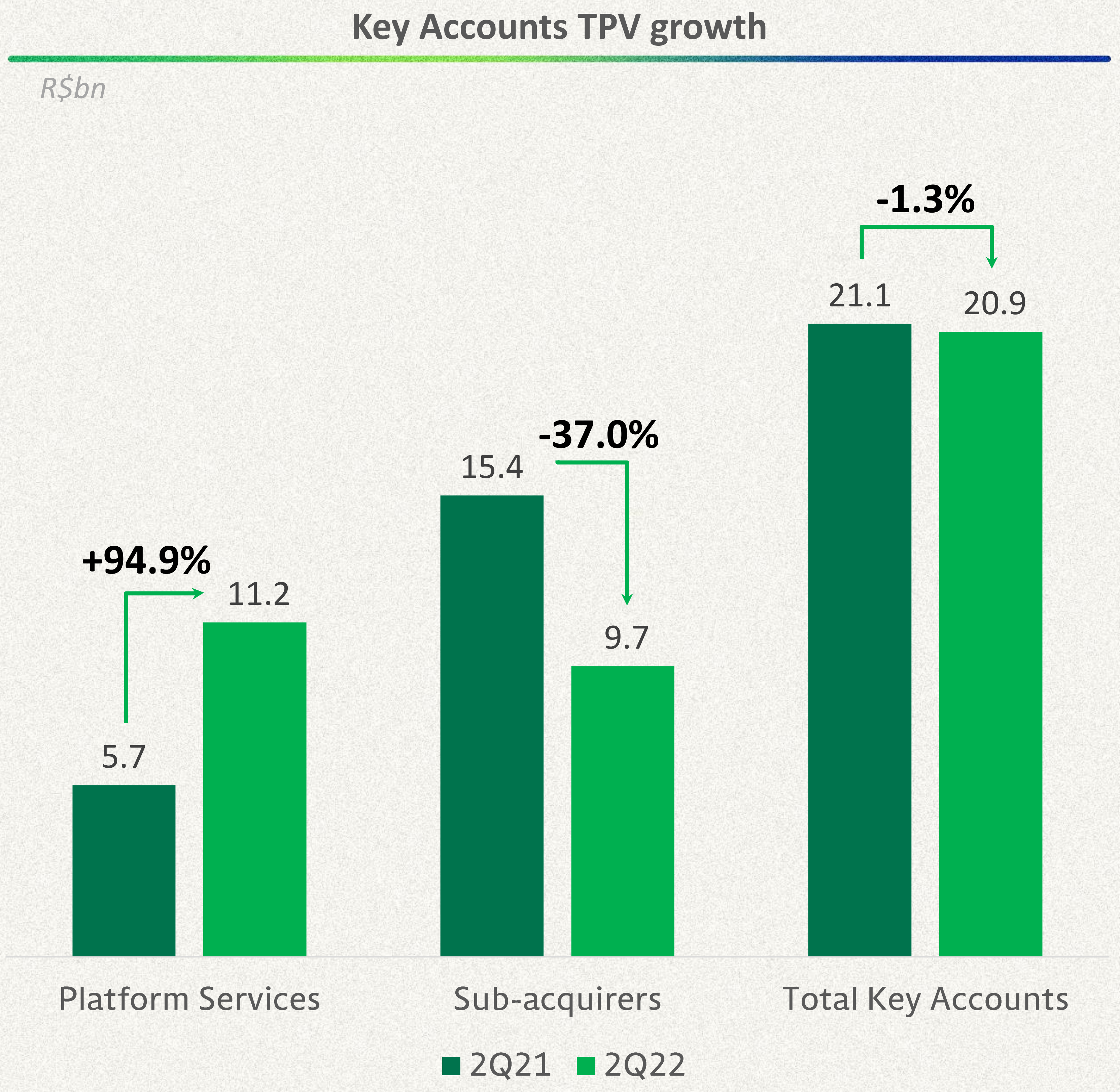


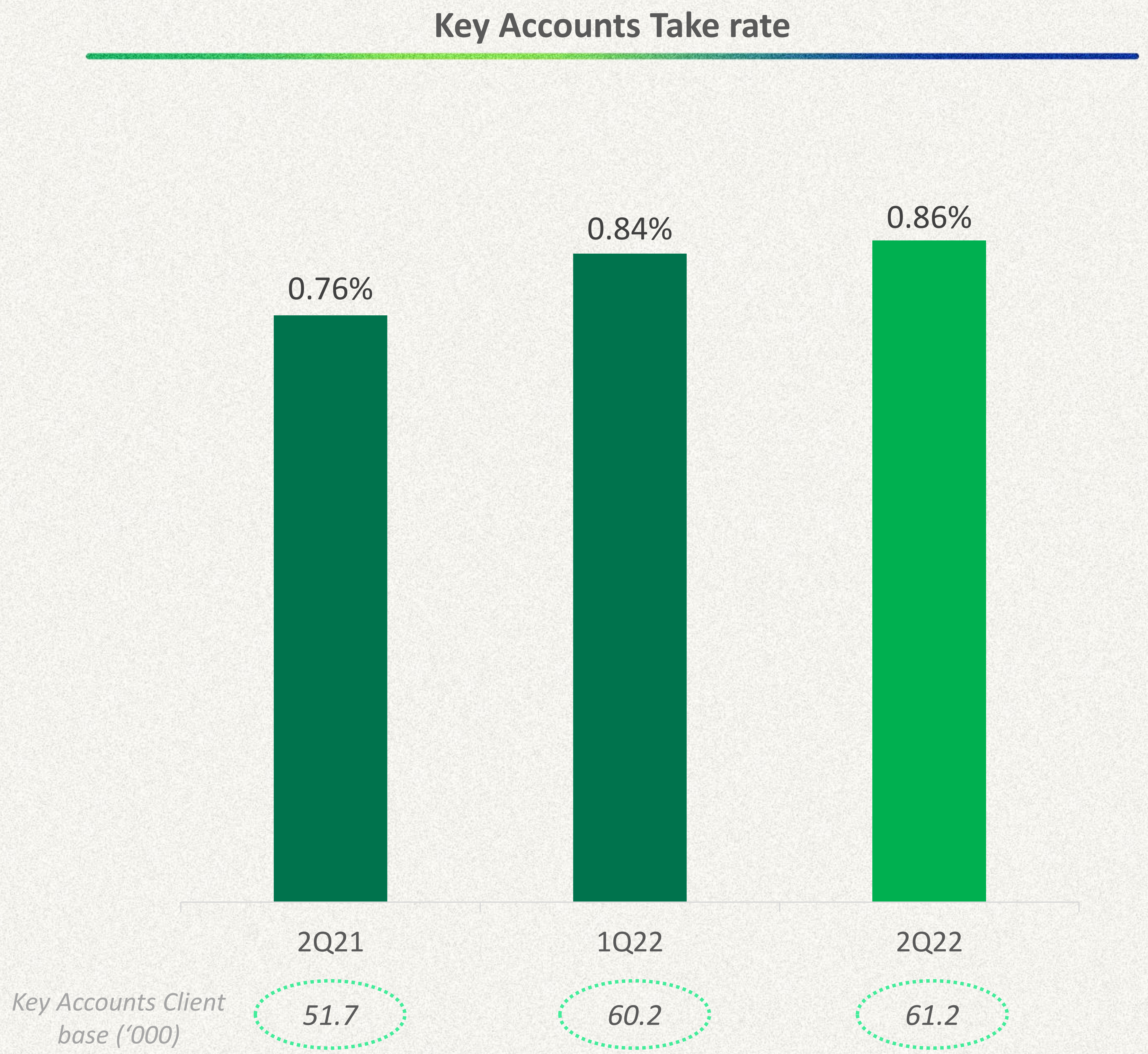
Credit update

- Legacy portfolio of R$604mn with a fair value in our balance sheet of R$129mn
- Our legacy business was cash-flow positive by R$134mn in 2Q22
- NPLs60d[4] were R$509mn, with a coverage ratio of 97%, as expected with the run-off of the legacy portfolio

1) Clients who have transacted at least R$ 1 in the past 30 days.
2) ARPAC means Average Revenue per Active Client. Banking ARPAC includes card interchange fees, floating revenue, insurance, and transactional fees.
3) From 4Q21 onwards, comprised of clients with store, life (regular or whole life), and/or health insurance products.
4) Refers to clients that have not paid principal for 60 days, regardless if they have paid interest.

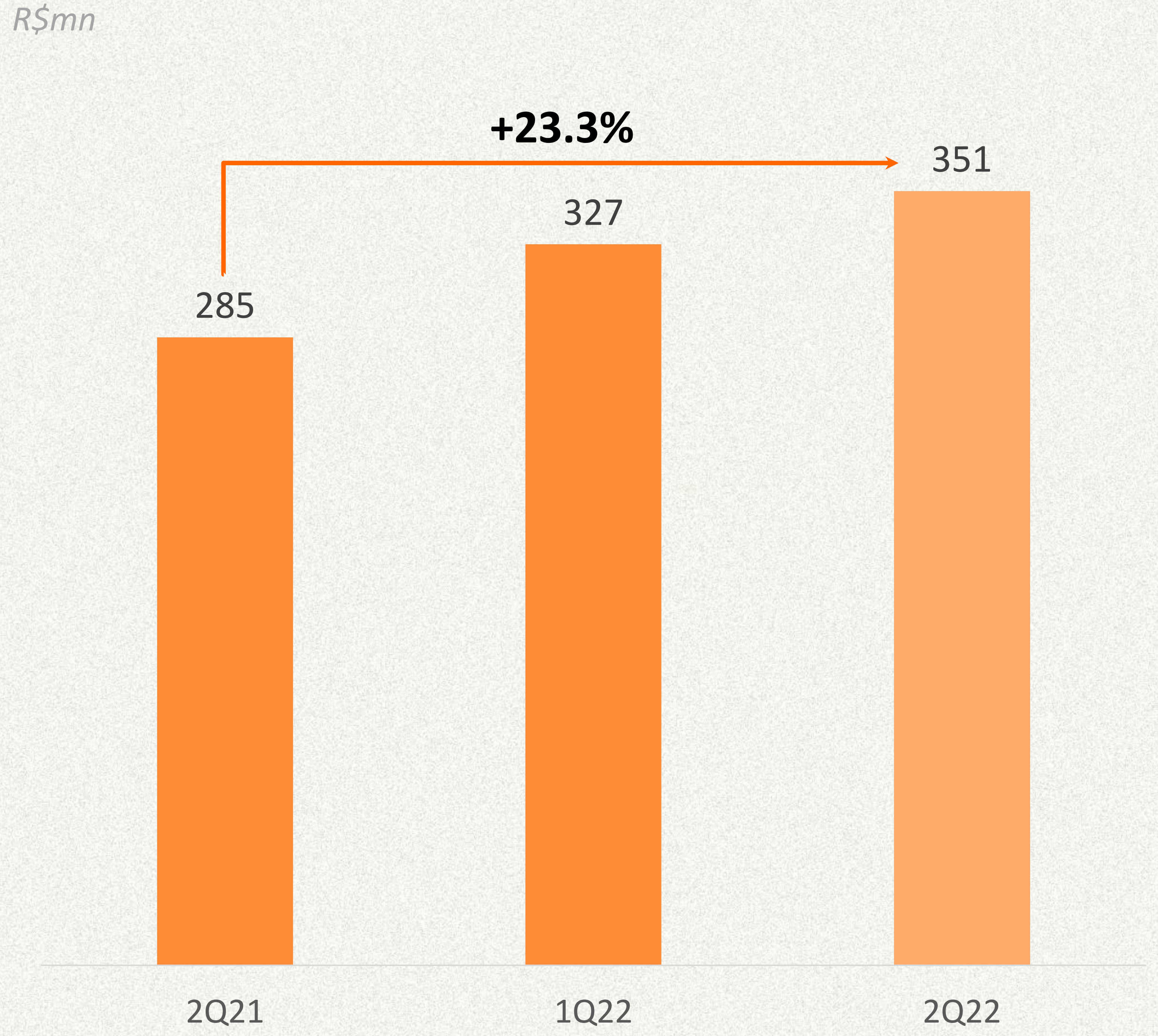
Key Accounts - Continued growth in platform services TPV with improving take rate



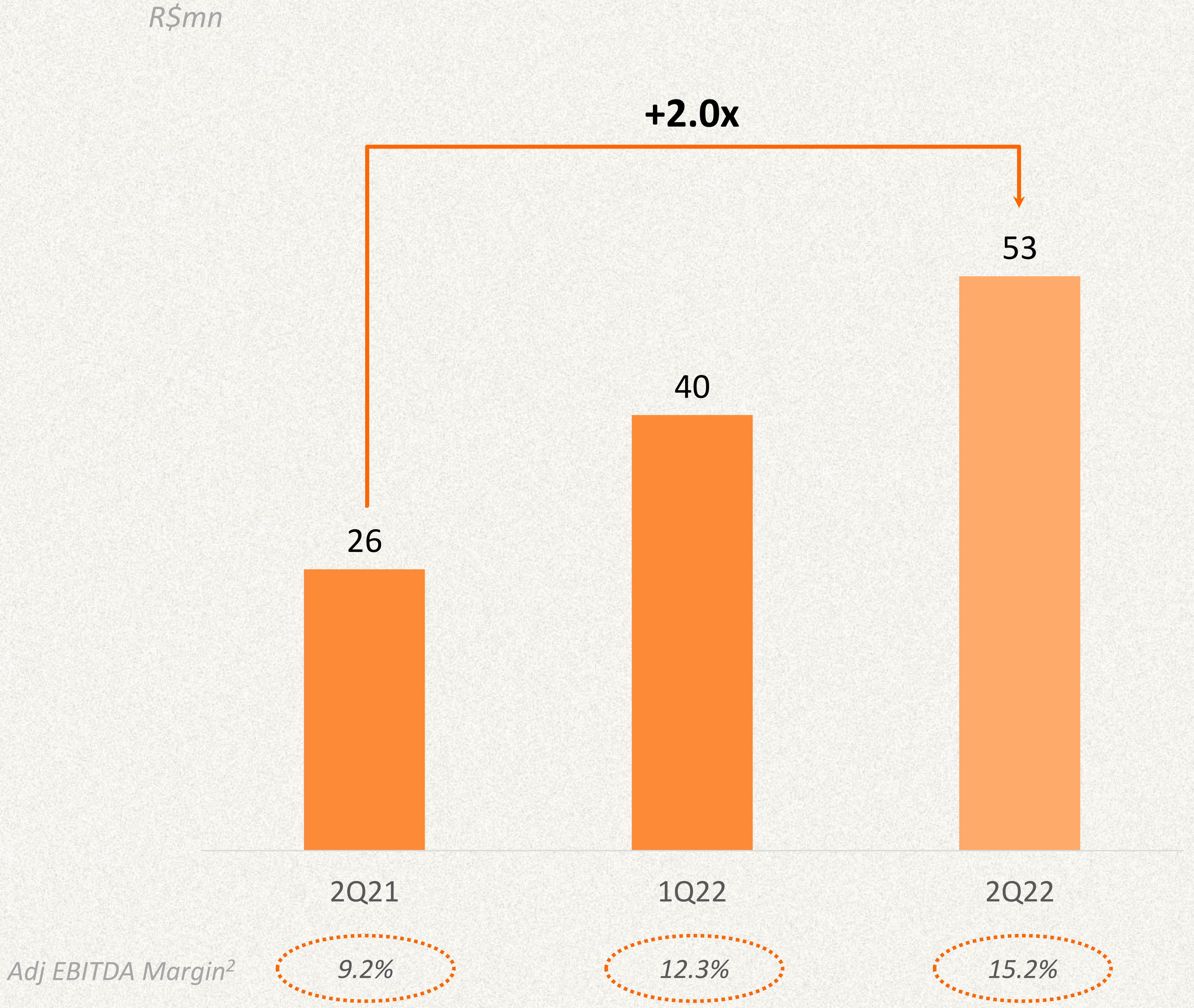


Software[1] - Strong growth with solid Adj EBITDA Margin[2] improvement

Revenue *(proforma for Linx)*



Adj EBITDA[2] *(proforma for Linx)*



1) Comprised of two main fronts, namely: (i) Core, which includes POS/ERP solutions, bricks-and-mortar Gateway (TEF), QR Code solutions, reconciliation and CRM and (ii) Digital, which includes OMS, e-commerce platform, engagement tools, Ads solution and Marketplace Hub.
2) Adjusted EBITDA is a non-IFRS financial metric adjusted by the same items as in adjusted net income, as applicable. Please refer to the appendix for the details on the adjustments.

Software - Progress with our strategy

1

CORE POS/ERP SOLUTIONS DRIVING GROWTH

- Core[1] revenue growth of 28% y/y, driven by both increase in locations and in average ticket
- Our Digital[2] revenue decreased 6% y/y
  - Acquisition of Plugg.To to strengthen the integration of our clients with marketplaces
- Selected POS/ERP strategic M&A opportunities

2

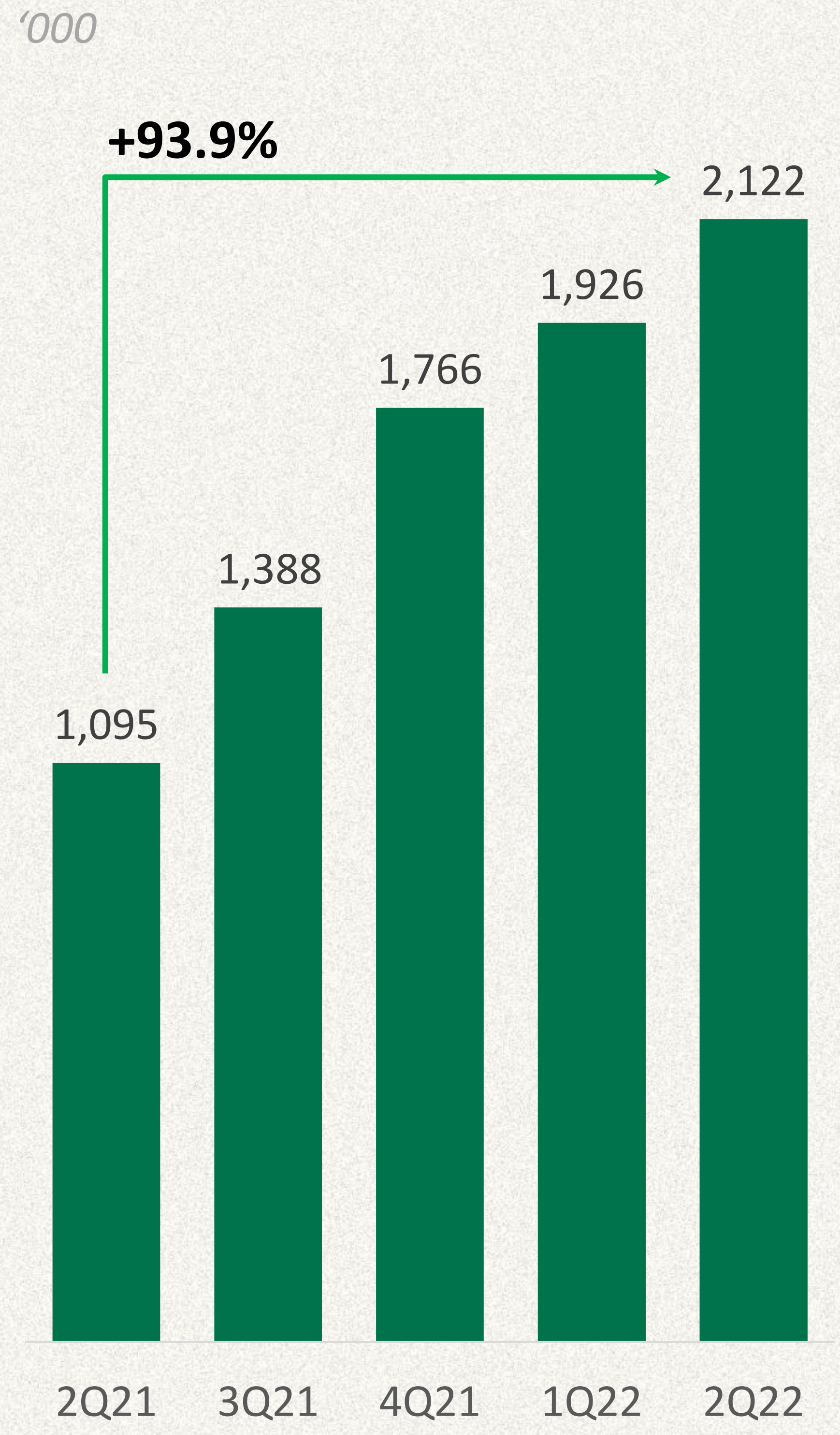
GAINING SCALE AND IMPROVING MARGINS

- R$1.4bn in annualized revenue
- Adj EBITDA margin reached 15.2% in 2Q22 vs. 12.3% in 1Q22 with continued efficiency gains in costs and expenses
- Expected further margin ramp-up in 2H22

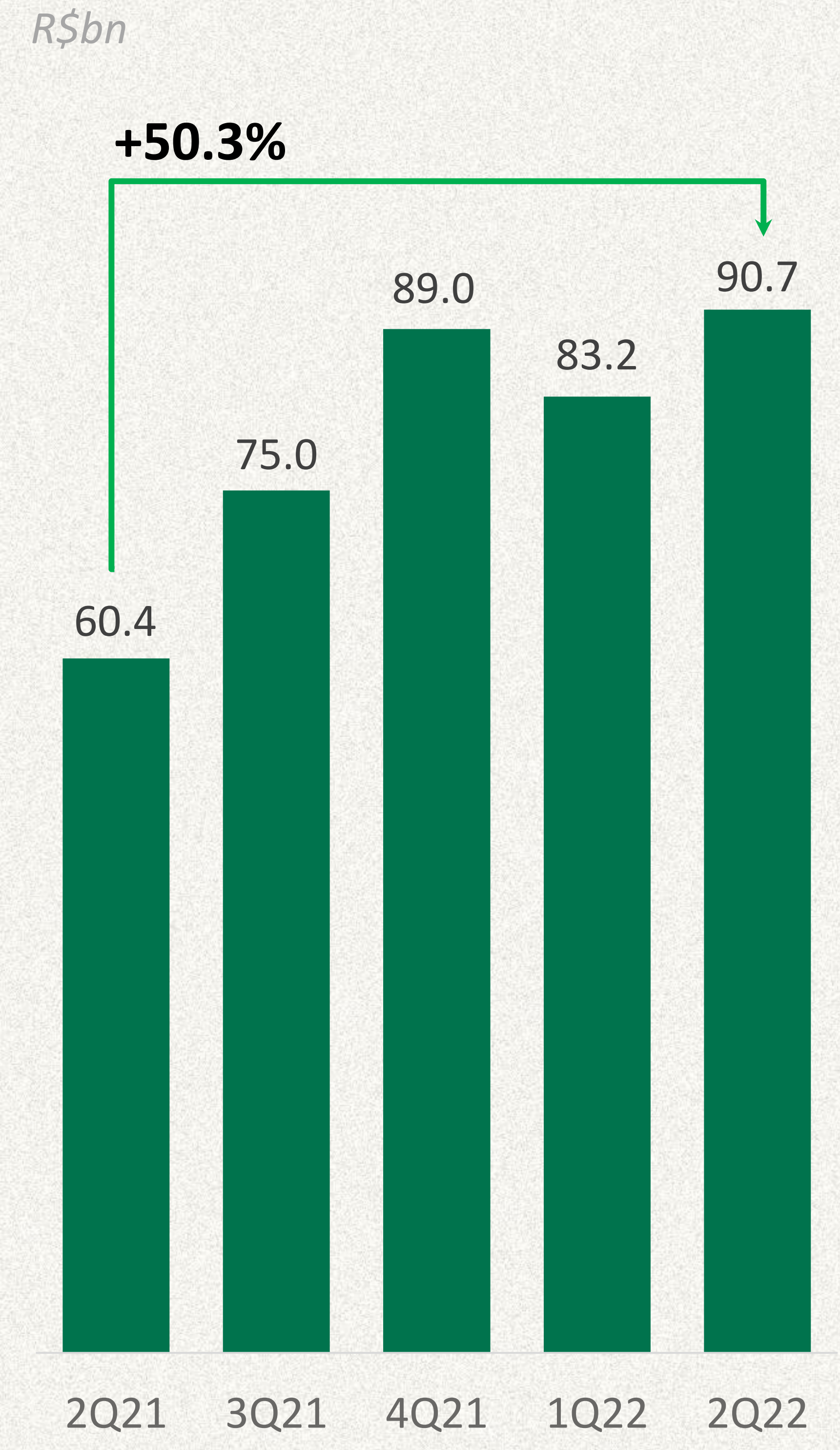
1) Core business includes POS/ERP, CRM, bricks-and-mortar Gateway (TEF) and QR Code solutions.
2) Digital business is represented by e-commerce Platform, omnichannel and impulse solutions, the latter comprised by search, recommendation, reengaging and retargeting tools.

Consolidated financial and operating metrics

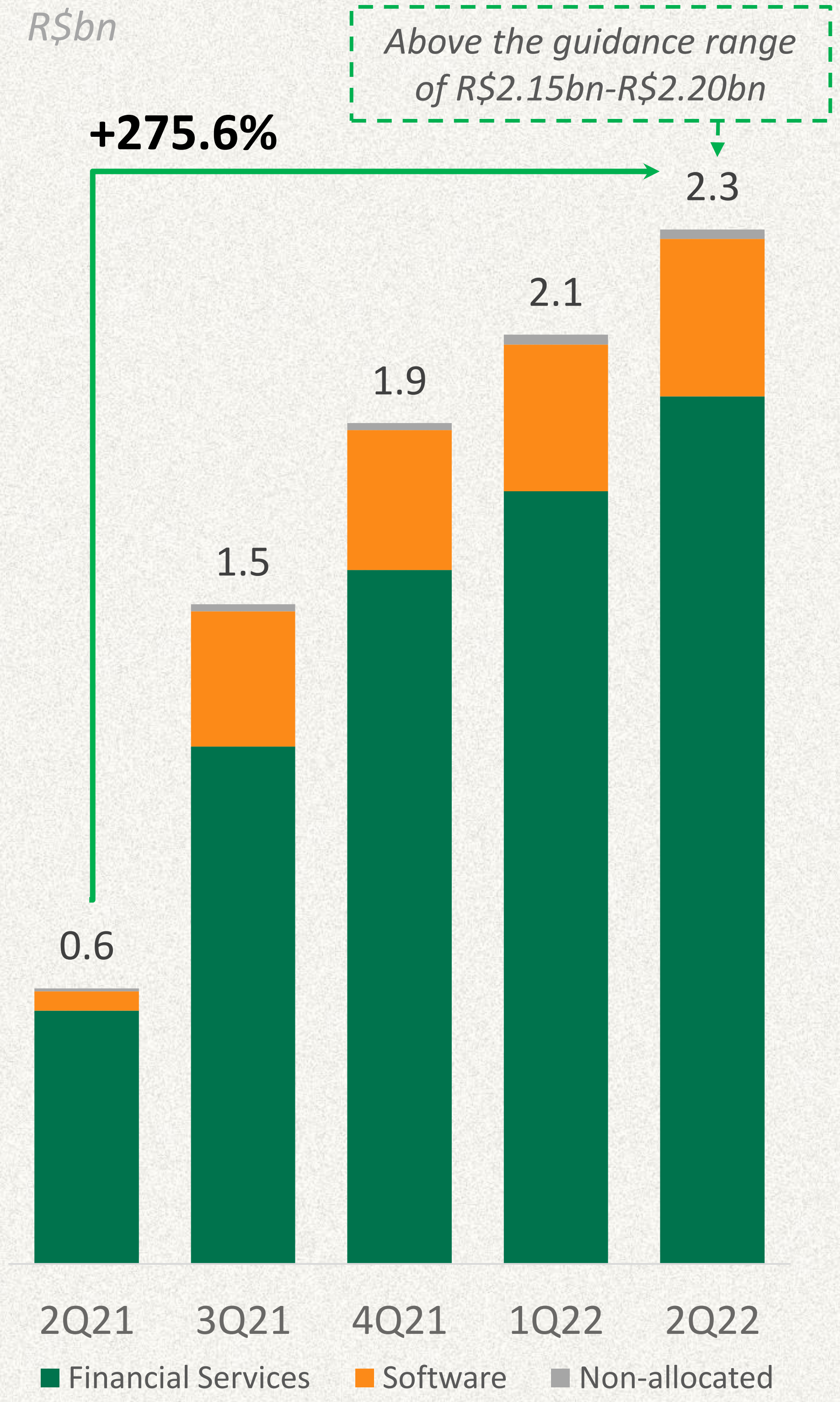
Active Clients – Payments[1]



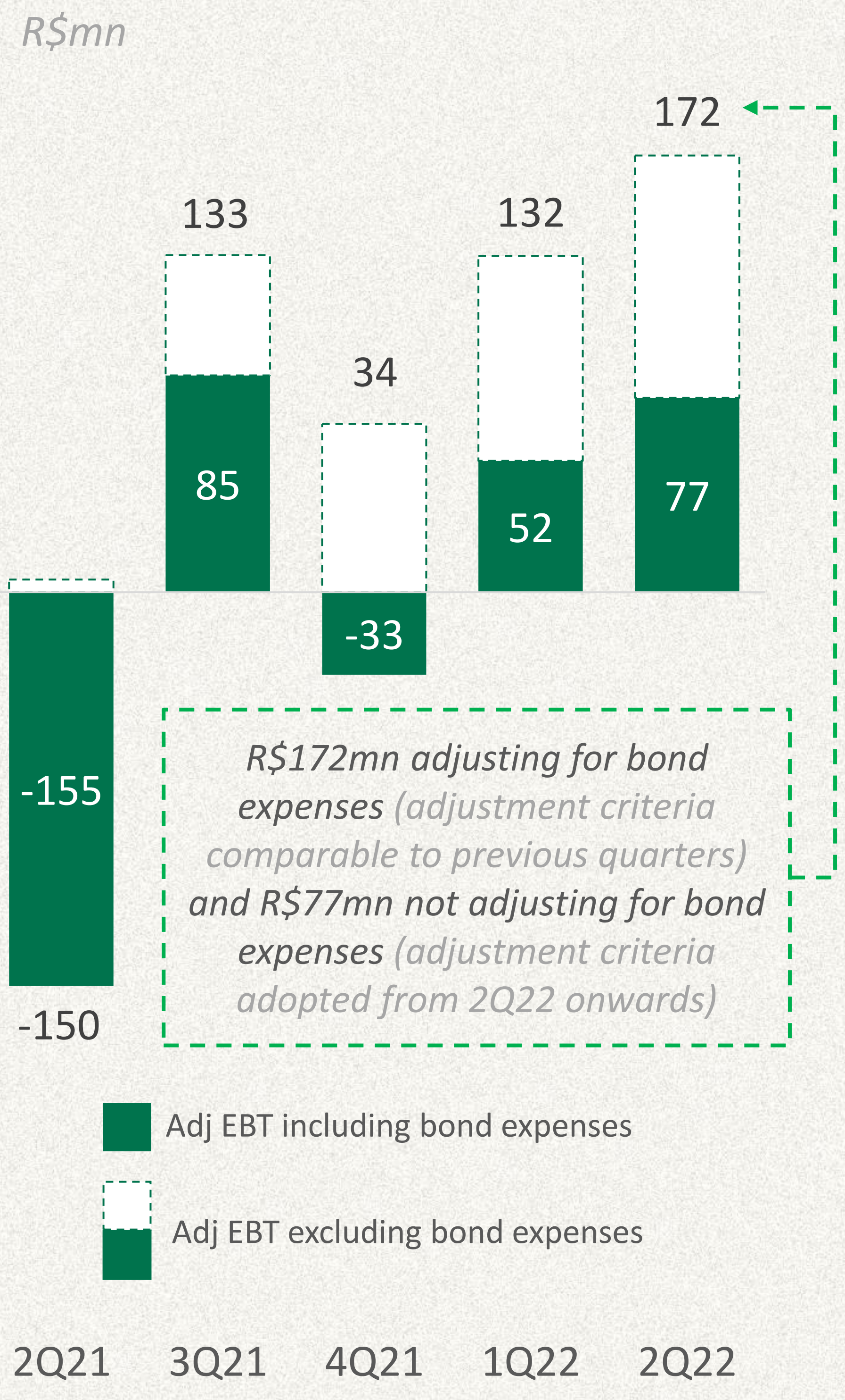
Total Payment Volume



Total Revenue[2]



Adj Net Income[3]



1) Comprised of SMB clients, Micro-merchants and Key Accounts. Active Clients refer to merchants that have completed at least one electronic payment transaction with us within the preceding 90 days except for TON product which considers 365 days. Excludes overlap and does not include clients from Linx.
2) Total Revenue and Income.
3) Adjusted Net Income is a non-IFRS financial measure. Please see the appendix for a reconciliation of this non-IFRS financial measure to the most directly comparable IFRS financial measures.

Summary Statement of Profit and Loss - Consolidated Proforma for Linx

	Statement of Profit and Loss					Adjusted Statement of Profit and Loss[1]				
Statement of Profit or Loss (R$mn)	**2Q22**	**% Rev.**	**2Q21**	**% Rev.**	**Δ %**	**2Q22**	**% Rev.**	**2Q21**	**% Rev.**	**Δ %**
Net revenue from transaction activities and other services	606.9	*26.3%*	390.3	*45.1%*	55.5%	606.9	*26.3%*	390.3	*45.1%*	55.5%
Net revenue from subscription services and equipment rental	437.8	*19.0%*	365.0	*42.2%*	20.0%	437.8	*19.0%*	365.0	*42.2%*	20.0%
Financial income	1,105.0	*48.0%*	43.5	*5.0%*	2437.5%	1,105.0	*48.0%*	43.5	*5.0%*	2437.5%
Other financial income	154.4	*6.7%*	66.9	*7.7%*	130.9%	154.4	*6.7%*	66.9	*7.7%*	130.9%
Total revenue and income	**2,304.1**	***100.0%***	**865.7**	***100.0%***	166.1%	**2,304.1**	***100.0%***	**865.7**	*100.0%*	**166.1%**
Cost of services	(626.2)	*(27.2%)*	(454.9)	*(52.5%)*	37.6%	(626.2)	*(27.2%)*	(436.3)	*(50.4%)*	43.5%
Administrative expenses	(272.0)	*(11.8%)*	(237.8)	*(27.5%)*	14.4%	(231.6)	*(10.1%)*	(175.2)	*(20.2%)*	32.2%
Selling expenses	(335.9)	*(14.6%)*	(269.8)	*(31.2%)*	24.5%	(335.9)	*(14.6%)*	(269.8)	*(31.2%)*	24.5%
Financial expenses, net	(954.7)	*(41.4%)*	(173.8)	*(20.1%)*	449.3%	(945.6)	*(41.0%)*	(169.6)	*(19.6%)*	457.5%
Mark-to-market on equity securities designated at FVPL	(527.1)	*(22.9%)*	841.2	*97.2%*	n.m.	0.0	*0.0%*	0.0	*0.0%*	n.a.
Other operating income (expense), net	(70.3)	*(3.1%)*	(100.9)	*(11.7%)*	(30.3%)	(56.8)	*(2.5%)*	(23.2)	*(2.7%)*	144.4%
Gain (loss) on investment in associates	(1.3)	*(0.1%)*	(2.8)	*(0.3%)*	(52.9%)	(1.3)	*(0.1%)*	(2.8)	*(0.3%)*	(52.9%)
Profit before income taxes	**(483.4)**	***(21.0%)***	**466.8**	***53.9%***	n.m.	**106.7**	***4.6%***	**(211.2)**	*(24.4%)*	**n.m.**
Income tax and social contribution	(5.9)	*(0.3%)*	(48.0)	*(5.5%)*	(87.8%)	(30.2)	*(1.3%)*	52.5	*6.1%*	n.m.
Net income for the period	**(489.3)**	***(21.2%)***	**418.8**	***48.4%***	n.m.	**76.5**	***3.3%***	**(158.8)**	*(18.3%)*	**n.m.**
Adjusted Net income[2]	**76.5**	***3.3%***	**(158.8)**	*(18.3%)*	**n.m.**					

1) To allow for better understanding of our business performance trends, this part of the table refers to our Adjusted Statement of Profit and Loss metrics not adjusting for the bond expenses, both in 2Q22 and in prior periods for comparability purposes. Please refer to the appendix for historical metrics with and without the bond adjustment.
2) Adjusted Net Income is a non-IFRS financial measure. Please see the appendix for the reconciliation of this non-IFRS financial measure to the most directly comparable IFRS financial measure.

Costs and Expenses - Consolidated Proforma for Linx

Highlights

- **Sequential efficiency gains:**
  - ✓ **Cost of Services:** mainly because of lower datacenter and D&A expenses and continued efficiency gains with our registry business
  - ✓ **Administrative expenses:** dilution of back-office expenses with the growth of our business
  - ✓ **Selling expenses:** mainly due to more normalized levels of marketing expenses
- **Financial expenses:** mainly impacted by the higher interest rate in Brazil, larger mix of prepayment revenue, and our decision to increase the duration of our funding lines
- **Other income (expenses), net:** mainly impacted by the write-off of assets from the legacy Linx Pay business in the amount of R$16.6mn

Adjusted P&L - Consolidated Proforma for Linx[1]

R$mn	2Q21	3Q21	4Q21	1Q22	2Q22	y/y	q/q
Total revenue and income	**865.7**	**1,469.6**	**1,873.0**	**2,070.3**	**2,304.1**	*166.1%*	*11.3%*
Cost of services	**(436.3)**	**(525.6)**	**(646.1)**	**(674.4)**	**(626.2)**	*43.5%*	*(7.1%)*
% of revenue	*(50.4%)*	*(35.8%)*	*(34.5%)*	*(32.6%)*	*(27.2%)*	*23.2 p.p.*	*5.4 p.p.*
Administrative expenses	**(175.2)**	**(193.8)**	**(230.5)**	**(214.8)**	**(231.6)**	*32.2%*	*7.8%*
% of revenue	*(20.2%)*	*(13.2%)*	*(12.3%)*	*(10.4%)*	*(10.1%)*	*10.2 p.p.*	*0.3 p.p.*
Selling expenses	**(269.8)**	**(308.2)**	**(318.4)**	**(383.7)**	**(335.9)**	*24.5%*	*(12.5%)*
% of revenue	*(31.2%)*	*(21.0%)*	*(17.0%)*	*(18.5%)*	*(14.6%)*	*16.6 p.p.*	*4.0 p.p.*
Financial expenses, net	**(169.6)**	**(328.3)**	**(676.8)**	**(702.1)**	**(945.6)**	*457.5%*	*34.7%*
% of revenue	*(19.6%)*	*(22.3%)*	*(36.1%)*	*(33.9%)*	*(41.0%)*	*(21.4) p.p.*	*(7.1) p.p.*
Other income (expenses), net	**(23.2)**	**(29.6)**	**(49.0)**	**(12.1)**	**(56.8)**	*144.4%*	*369.3%*
% of revenue	*(2.7%)*	*(2.0%)*	*(2.6%)*	*(0.6%)*	*(2.5%)*	*0.2 p.p.*	*(1.9) p.p.*

1) To allow for better understanding of our business performance trends, this table refers to our Adjusted Statement of Profit and Loss metrics not adjusting for the bond expenses, both in 2Q22 and in prior periods for comparability purposes. Please refer to the appendix for historical metrics with and without the bond adjustment.

3Q22 Outlook

Total Revenue[1]

Above **R$2.4bn**

MSMB TPV

Between **R$73bn** and **R$74bn**

Adj EBT

Above **R$125mn** *(after bond financial expenses)*

Compares with R$107mn for the 2Q22

Following the partial sale of Inter stake, ***as of 2Q22, adj EBT will no longer include the financial expenses adjustment related to our bond****.*

1) Total Revenue and Income.

Appendix - For reference only

Profitability with and without bond financial expenses adjustments (R$mn)	2Q21	3Q21	4Q21	1Q22	2Q22
CONSOLIDATED					
Adjusted EBT					
Reported	(197.7)	128.7	17.2	163.1	106.7
Not Adjusting for the bond	(202.7)	81.3	(49.1)	82.5	106.7
Adjusting for the bond	(197.7)	128.7	17.2	163.1	202.1
Adjusted Net Income					
Reported	(150.5)	132.7	33.7	132.2	76.5
Not Adjusting for the bond	(155.5)	85.3	(32.5)	51.7	76.5
Adjusting for the bond	(150.5)	132.7	33.7	132.2	171.9
Adjusted Diluted EPS					
Reported	(0.47)	0.46	0.13	0.43	0.25
Not Adjusting for the bond	(0.48)	0.30	(0.08)	0.17	0.25
Adjusting for the bond	(0.47)	0.46	0.13	0.43	0.56
FINANCIAL SERVICES SEGMENT					
Adjusted EBT					
Reported	(197.5)	151.7	35.2	146.4	84.0
Not Adjusting for the bond	(202.6)	104.3	(31.0)	65.9	84.0
Adjusting for the bond	(197.5)	151.7	35.2	146.4	179.4
Adjusted Net Income					
Reported	(148.2)	160.4	53.2	125.9	66.9
Not Adjusting for the bond	(153.2)	113.1	(13.0)	45.4	66.9
Adjusting for the bond	(148.2)	160.4	53.2	125.9	162.2
Bond Expenses	**5.0**	**47.3**	**66.2**	**80.6**	**95.3**

Appendix - Adjusted Net Income Reconciliation and EPS (Non-IFRS)

Net Income Bridge (R$mn)[1]	2Q21	3Q21	4Q21	1Q22	2Q22
Net income (loss) for the period	**526.0**	**(1,260.2)**	**(801.5)**	**(313.0)**	**(489.3)**
Non-recurring share-based compensation expenses [2]	46.4	(1.7)	1.5	13.7	30.9
Amortization of fair value adjustments on acquisitions [3]	8.8	98.5	(25.1)	24.9	46.5
Gain (Loss) on previously held interest in associate [4]	(12.0)	(3.8)	0.0	0.0	0.0
Mark-to-market related to the investment in Banco Inter [5]	(841.2)	1,341.2	764.2	323.0	527.1
Other expenses [6]	12.7	75.0	20.7	10.8	(14.4)
Tax effect on adjustments	103.8	(163.6)	7.6	(7.6)	(24.3)
Adjusted net income (loss)	**(155.5)**	**85.3**	**(32.5)**	**51.7**	**76.5**
Weighted Average Number of Shares (diluted) (millions of shares)	314.5	308.9	308.9	310.3	312.2
IFRS basic EPS [7]	1.72	(4.05)	(2.57)	(1.01)	(1.56)
Adjusted Diluted EPS [8]	**(0.48)**	**0.30**	**(0.08)**	**0.17**	**0.25**

1) To allow for better understanding of our business performance trends, this table refers to our Adjusted Statement of Profit and Loss metrics not adjusting for the bond expenses, both in 2Q22 and in prior periods for comparability purposes.
2) Consists of expenses related to grants in connection to one-time pre-IPO pool of share-based compensation as well as non-recurring long term incentive plans. For additional details, please refer to our press release "Stone Announces New Incentive Plan Pool" as of Jun 2, 2022.
3) Related to acquisitions. Consists of expenses resulting from the changes of the fair value adjustments as a result of the application of the acquisition method.
4) Consists of the gain on re-measurement of our previously held equity interest in Linked (2Q20), Vhsys (2Q21) and Collact (3Q21) to fair value upon the date control was acquired.
5) From 2Q22 onwards we will no longer adjust the financial expenses related to our bond, which may affect the comparability of our Adjusted results between 2Q22 numbers and our numbers from prior periods. For comparability purposes, we have included in this line only the mark-to-market from the investment in Banco Inter in both our current and historical numbers, thus not adjusting the bond expenses.
6) Consists of the fair value adjustment related to associates call option, M&A and Bond issuance expenses, earn-out interests related to acquisitions, gains/losses in the sale of companies and dividends from Linx.
7) Calculated as Net income attributable to owners of the parent (Net Income reduced by Net Income attributable to Non-Controlling interest) divided by basic number of shares. For more details on calculation, please refer to Note 16 of our Unaudited Interim Condensed Consolidated Financial Statements, June 30th, 2022.
8) Calculated as Adjusted Net income attributable to owners of the parent (Adjusted Net Income reduced by Adjusted Net Income attributable to Non-Controlling interest) divided by diluted number of shares.

Appendix - Proforma Historical P&L with Linx

Statement of Profit or Loss – Proforma for Linx (R$mn)	2Q21	3Q21	4Q21	1Q22	2Q22	Δy/y
Net revenue from transaction activities and other services	390.3	436.7	512.7	554.9	606.9	*55.5%*
Net revenue from subscription services and equipment rental	365.0	371.0	408.1	432.2	437.8	*20.0%*
Financial income	43.5	607.7	861.2	949.8	1,105.0	*2437.5%*
Other financial income	66.9	54.3	91.1	133.4	154.4	*130.9%*
Total revenue and income	**865.7**	**1,469.6**	**1,873.0**	**2,070.3**	**2,304.1**	***166.1%***
Cost of services	(454.9)	(525.6)	(646.1)	(674.4)	(626.2)	*37.6%*
Administrative expenses	(237.8)	(359.8)	(214.1)	(238.2)	(272.0)	*14.4%*
Selling expenses	(269.8)	(308.2)	(318.4)	(383.7)	(335.9)	*24.5%*
Financial expenses, net	(173.8)	(330.7)	(688.2)	(708.2)	(954.7)	*449.3%*
Other operating income (expense), net	(100.9)	(29.1)	(51.1)	(31.8)	(70.3)	*(30.3%)*
Mark-to-market on equity securities designated at FVPL	841.2	(1,341.2)	(764.2)	(323.0)	(527.1)	*n.m.*
Gain (loss) on investment in associates	(2.8)	(2.8)	(1.2)	(0.7)	(1.3)	*(52.9%)*
Profit before income taxes	**466.8**	**(1,427.8)**	**(810.4)**	**(289.8)**	**(483.4)**	***n.m.***
Income tax and social contribution	(48.0)	167.6	8.9	(23.2)	(5.9)	*(87.8%)*
Net income for the period	**418.8**	**(1,260.2)**	**(801.5)**	**(313.0)**	**(489.3)**	***n.m.***
Adjusted Net Income (not adjusting for the bond[1])	**(158.8)**	**85.3**	**(32.5)**	**51.7**	**76.5**	***n.m.***
Adjusted Net Income (adjusting for the bond)	**(153.7)**	**132.7**	**33.7**	**132.2**	**171.9**	***n.m.***

Reported

1) To allow for better understanding of our business performance trends, Adjusted Net income refers to our Adjusted Statement of Profit and Loss metrics not adjusting for the bond expenses, both in 2Q22 and in prior periods for comparability purposes. Please refer to the appendix for historical metrics with and without the bond adjustment.

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