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As certain of these measures are estimates of, or objectives targeting, future financial performance (“Estimates”), they are unable to be reconciled to their most directly comparable financial measures calculated in accordance with IFRS. There can be no assurance that the Estimates or the underlying assumptions will be realized, and that actual results of operations or future events will not be materially different from the Estimates. Under no circumstances should the inclusion of the Estimates be regarded as a representation, undertaking, warranty or prediction by the Company, or any other person with respect to the accuracy thereof or the accuracy of the underlying assumptions, or that the Company will achieve or is likely to achieve any particular results.

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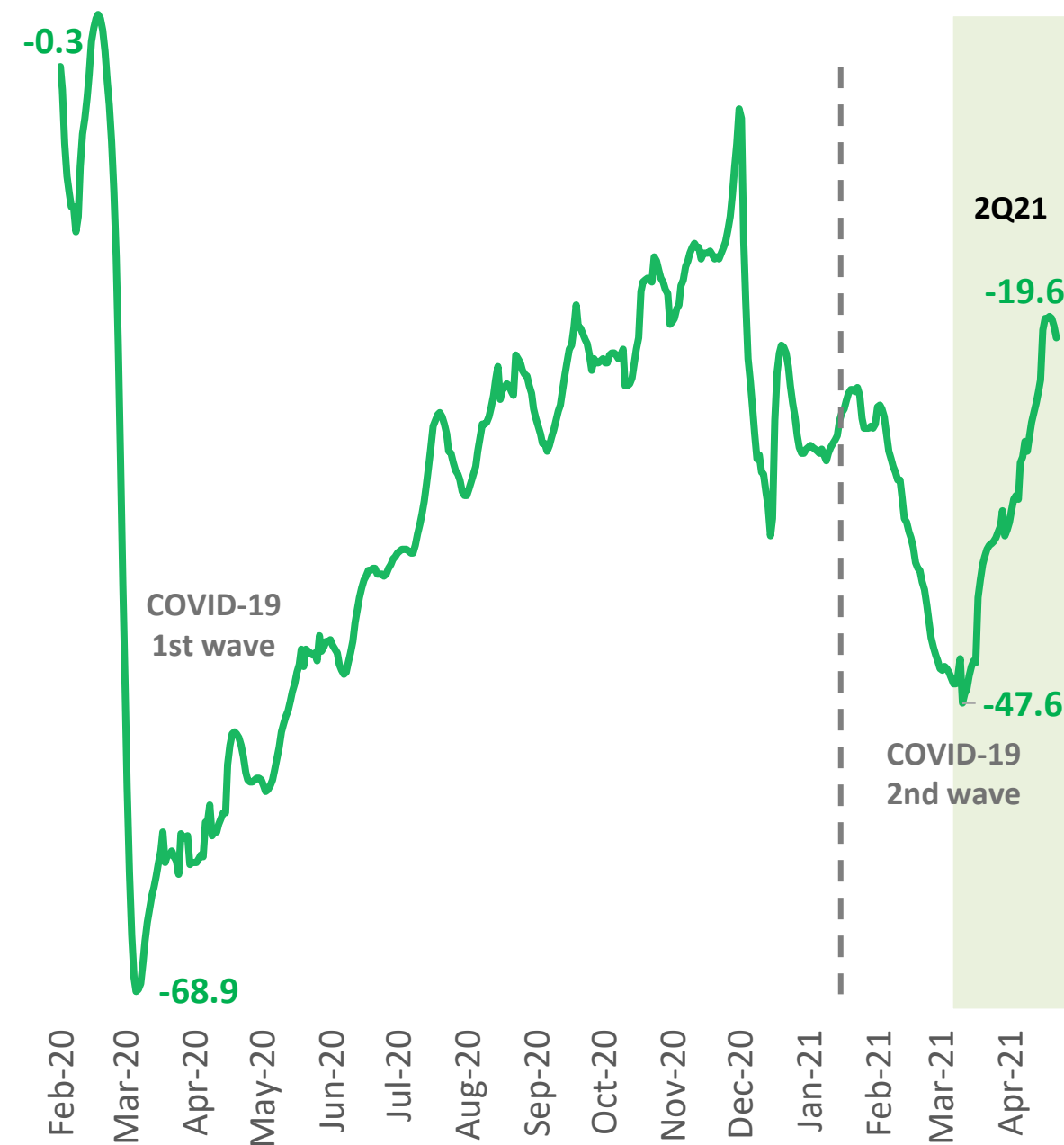


Covid-19 Impact: Second Wave and Recovery

Based on client data and international experience, once restrictions ease, comeback is fast

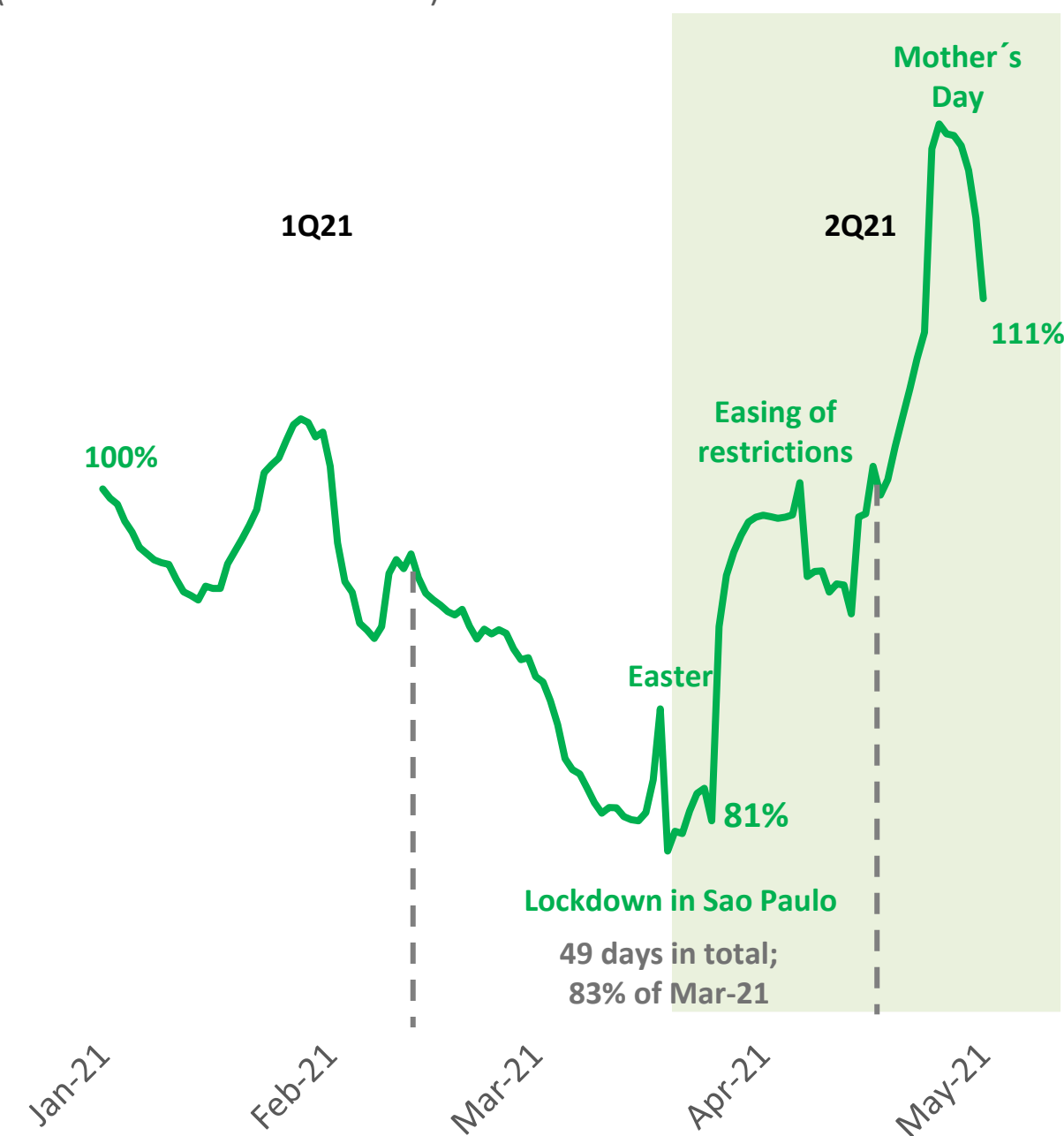
Strong headwinds in 1Q21, signs of recovery in 2Q21

Google Mobility Report 2020-21, Brazil - Rolling Avg 7 days¹
(Index: Median of 3-Jan to 6-Feb of 2020 = 0)



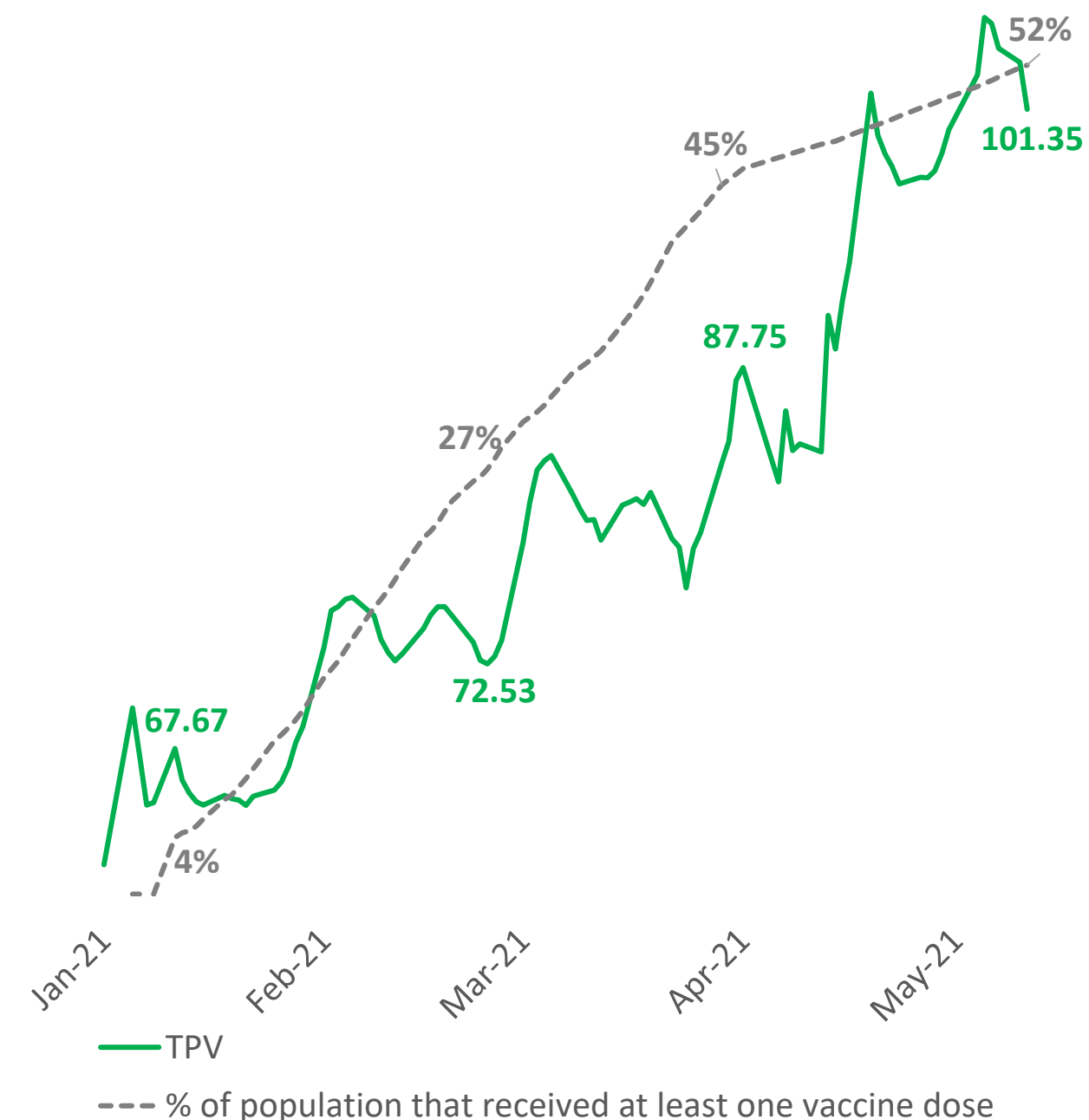
Stone SMB volumes showing a bounce-back

Stone SMB Avg TPV per Client - Rolling Avg 7 days
(Indexed to 100 in 15-Jan-21)



International Experience indicates that vaccines can drive economic recovery

UK spending on credit and debit card- Rolling Avg 7 days²
(Index: February 2020=100)



1) Mobility trends for places like restaurants, cafes, shopping centers, theme parks, museums, libraries, and movie theaters.
2) Data from Bank of England. Project 'UK spending on credit and debit cards' experimental data series

Making Informed Decision to Increase Investments in Growth

Ramping Up Distribution Capacity

Increasing Investments in Technology

Expanding the Client Service Operation

+ 33%

Marketing Investments 1Q21 q/q

+ 20%

Technology Headcount in 1Q21 q/q

+ 32%

*Customer Service and Logistics
Headcount in 1Q21 q/q*

+ 24%

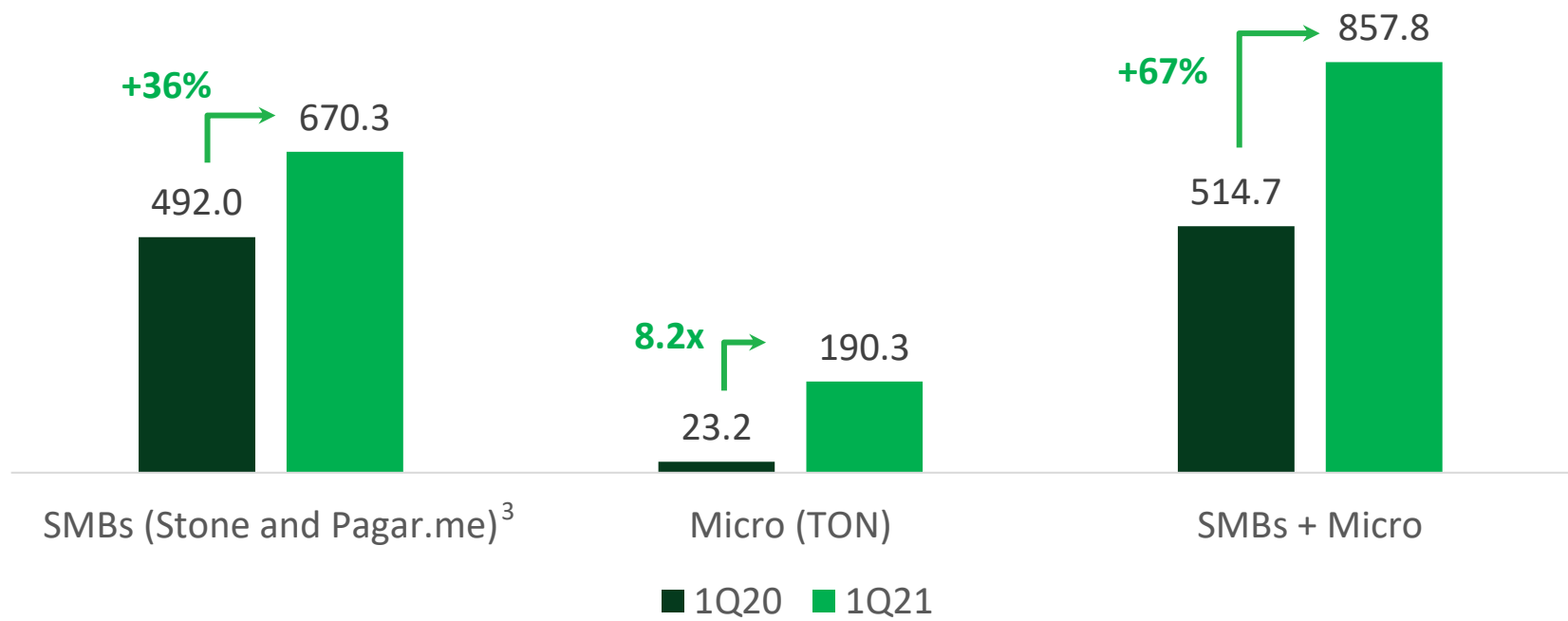
Salesforce Headcount 1Q21 q/q

We are frontloading investments **to be ready to grow faster**
when Brazilian economy comes back to normal levels

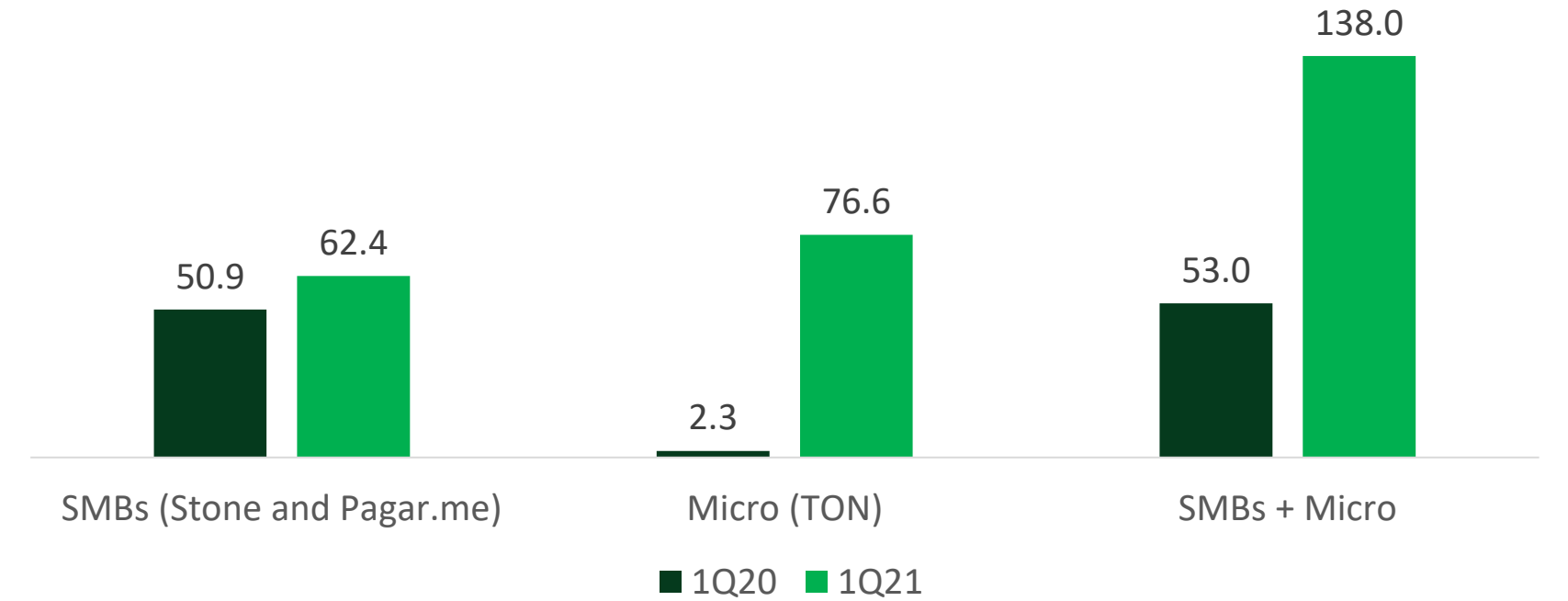


Our Core Business Remains Solid – Strong SMB¹ Client Base Growth

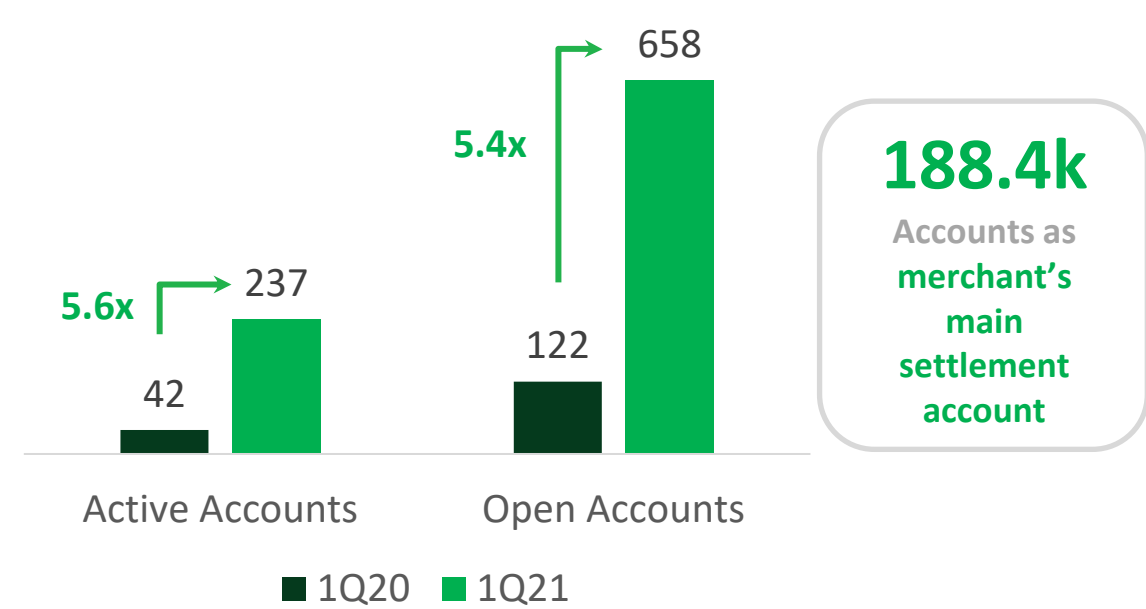
Active Clients - Payments ('000)²



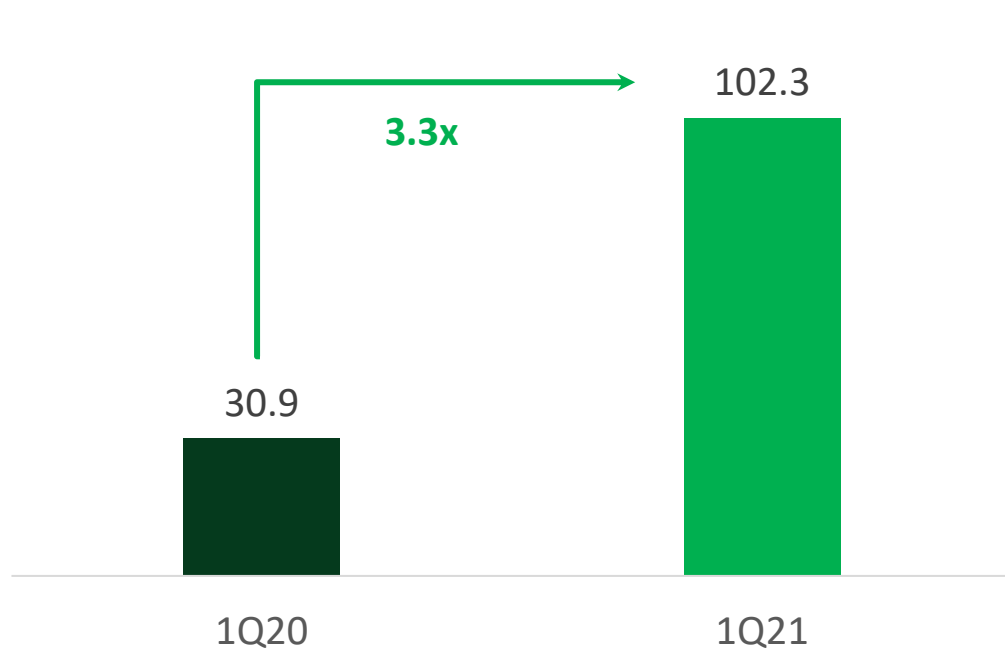
Quarterly Net Adds – Payments ('000)²



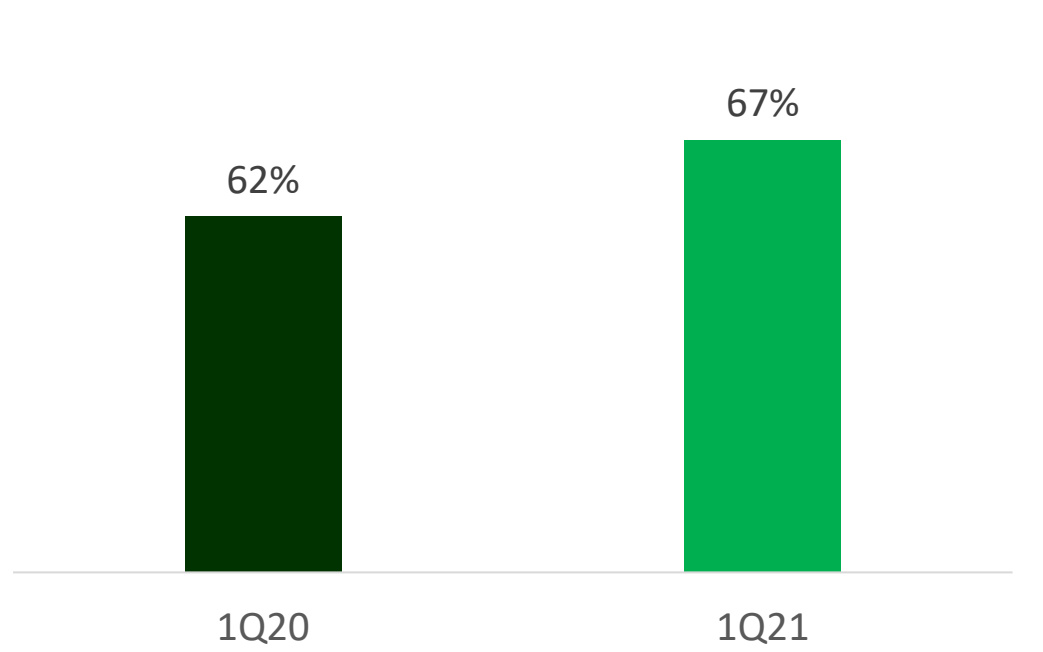
Digital Banking Accounts / ABC Platform ('000)⁴



Credit Active Clients ('000)



% of Active Clients with Prepayments²

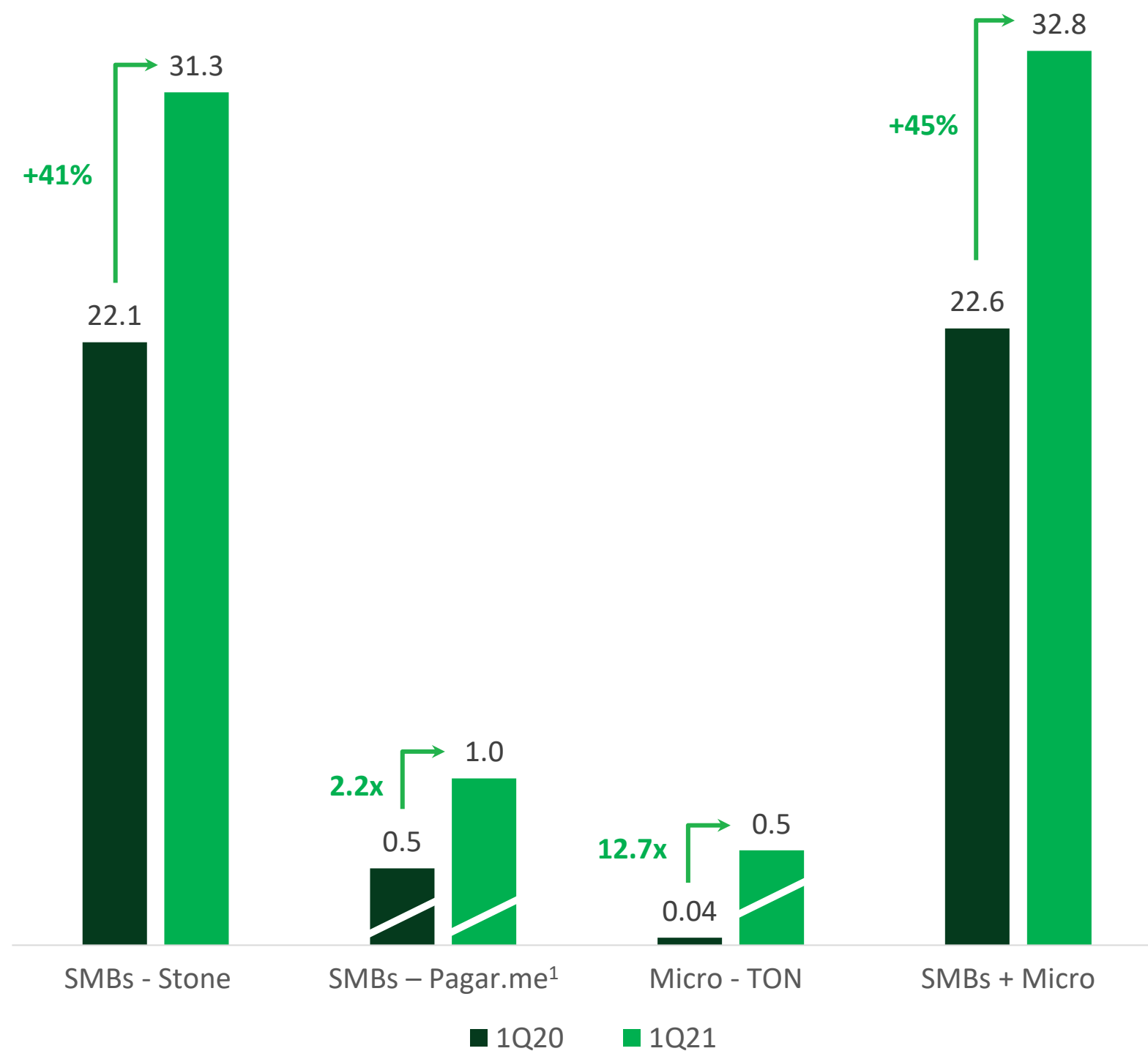


1) Considers SMBs clients (Stone + Pagar.me) + micro merchants (TON), excludes mid/large fintech-as-a-service clients.
2) SMBs + Micro total clients excluding client overlap. Stone and Pagar.me “Active Clients” are merchants that have completed at least one electronic payment transaction within the preceding 90 days. TON active clients have transacted at least once in the preceding 12 months.
3) From 1Q21 onwards we are including in our payment's client base the clients of Pagar.me PSP solution, which we did not include prior to 1Q21. For comparison purposes, we show our 1Q20 client base also including that effect. Pagar.me PSP solution contributed to 5.7k clients in 1Q20 and 10.6k in 1Q21.
4) It does not include clients from Pagar.me and TON.

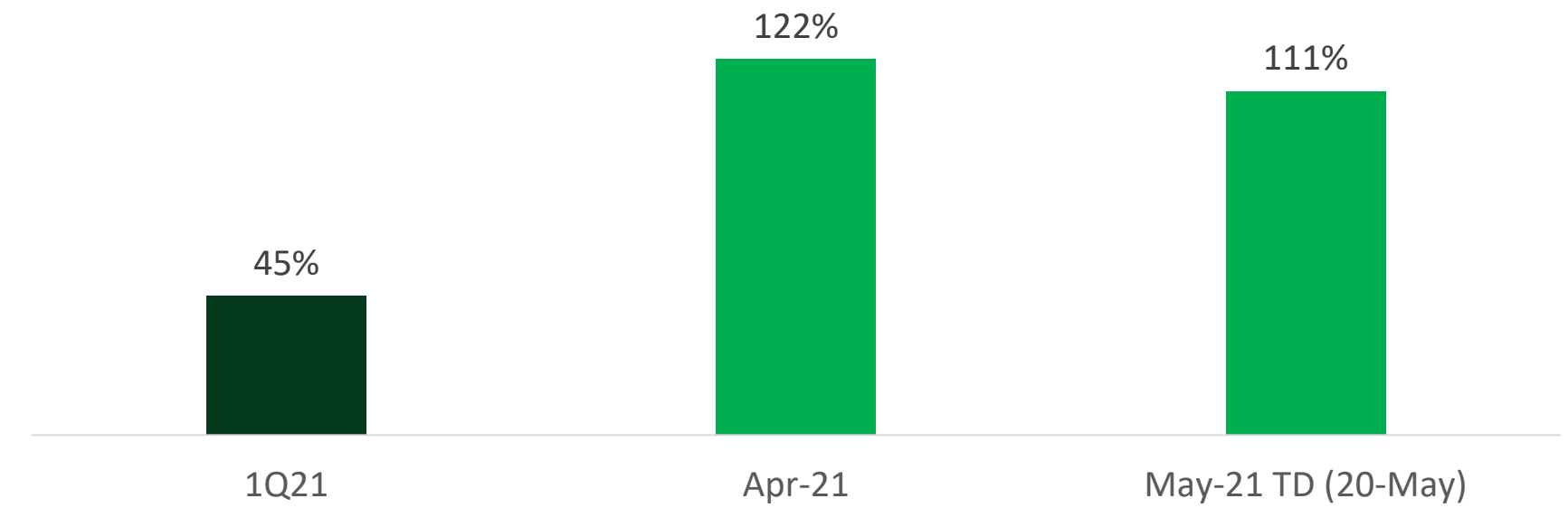


Our Core Business Remains Solid – Strong SMB TPV Growth

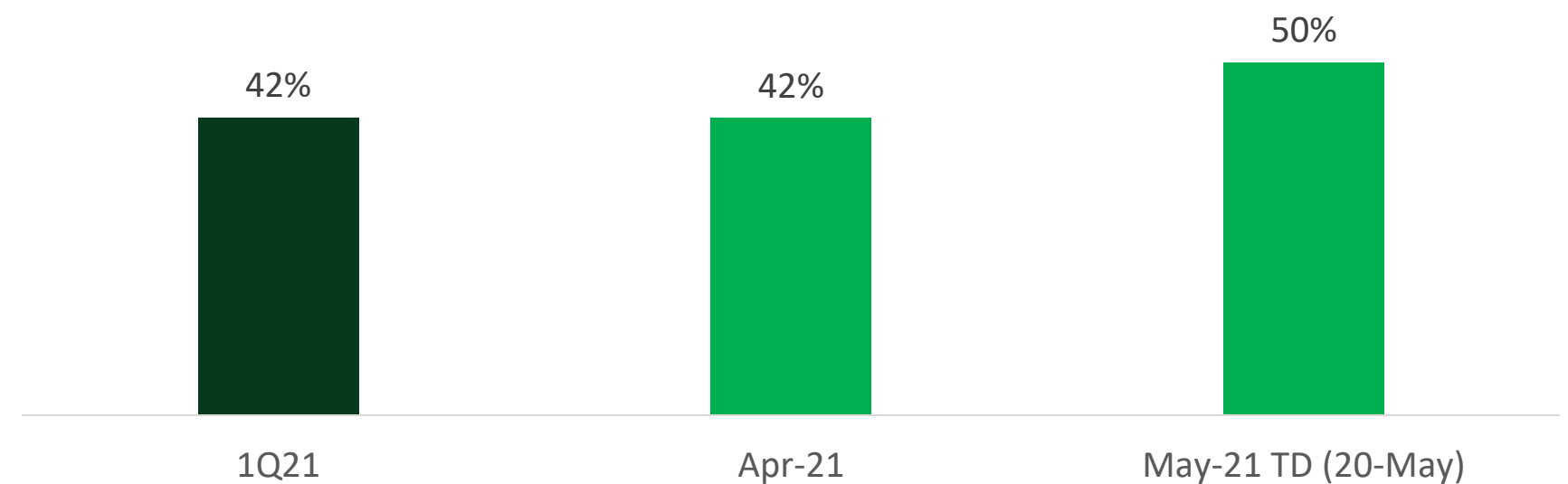
TPV¹ (R\$bn)



SMB + Micro TPV y/y Growth



SMB + Micro TPV 2-Year CAGR

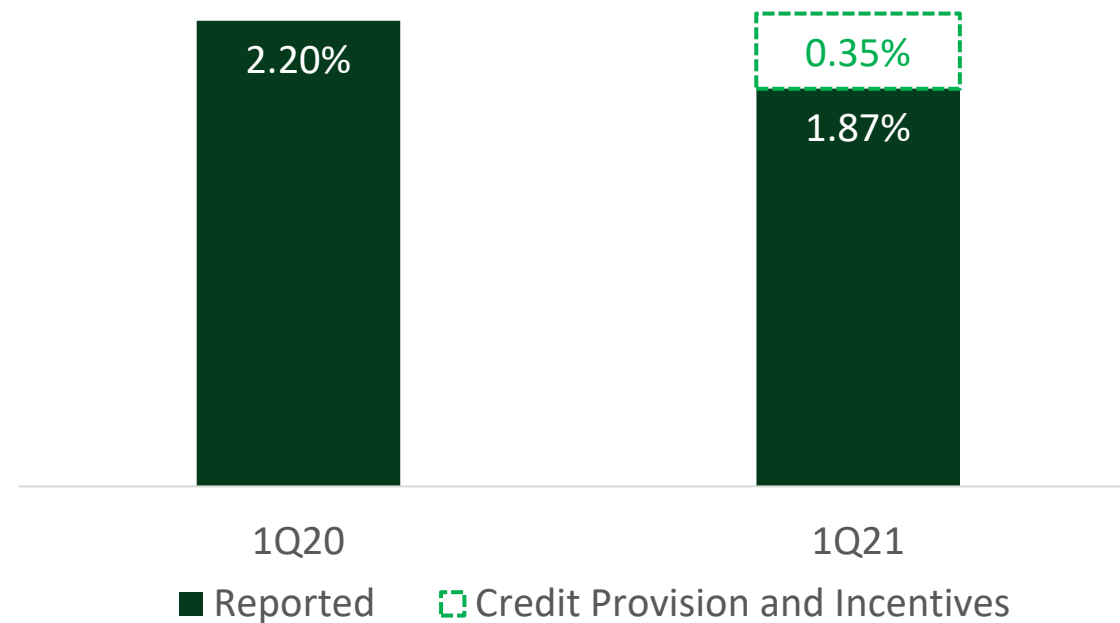


1) From 1Q21 onwards, reported TPV figures consider all volumes processed and settled by StoneCo. As a result, in 1Q21 we have included volumes processed by Pagar.me PSP with acquirers other than Stone, which in the 1Q21 totaled R\$36.7mn



Covid-related impact on credit, but operation remains healthy

Higher Credit Provisions Weighed on 1Q21 SMB's Revenue and Take Rate



Total of R\$115.8 mn impact from credit provisions and incentives to clients 1Q21:

- SMB financial incentives R\$6.1mn
- SMB credit higher provisions R\$109.7mn

Credit Operation with Healthy Metrics

Portfolio Metrics

2.1% - 2.5%

RAR p.m.²

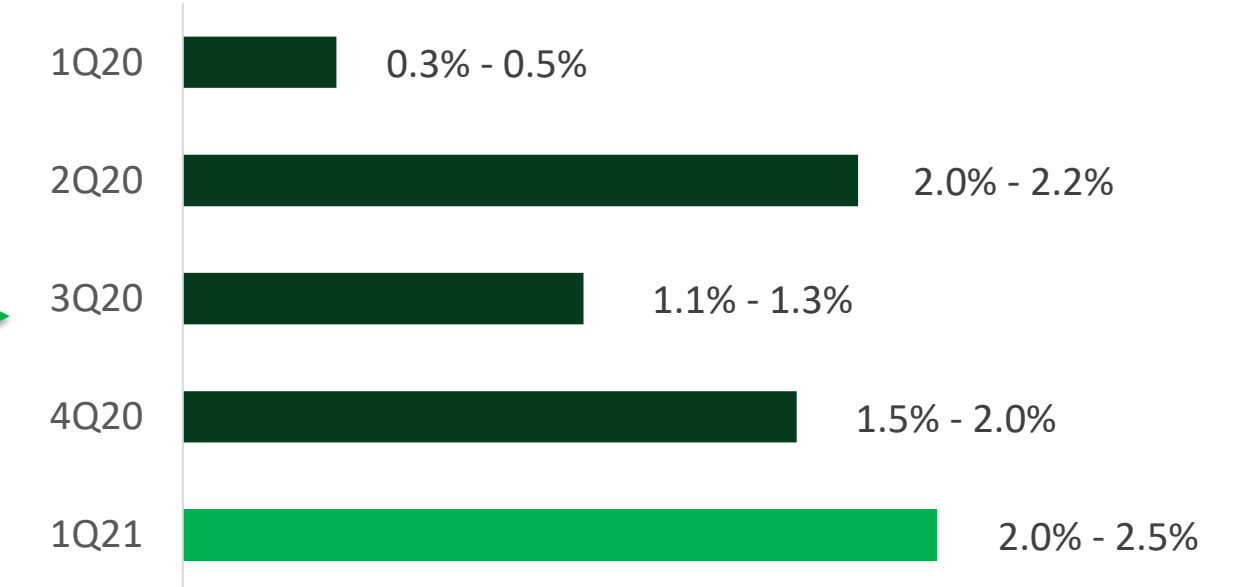
1.5% - 1.9%

RAR net of CoF p.m.¹

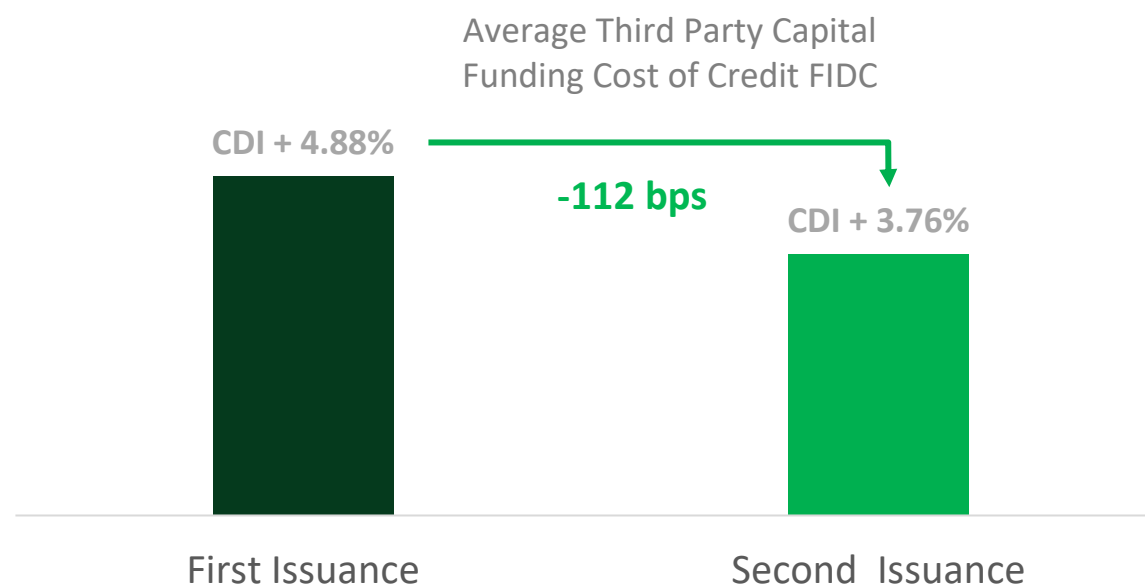
9

Months WAL³

RAR Net of CoF¹ by Cohort of Clients

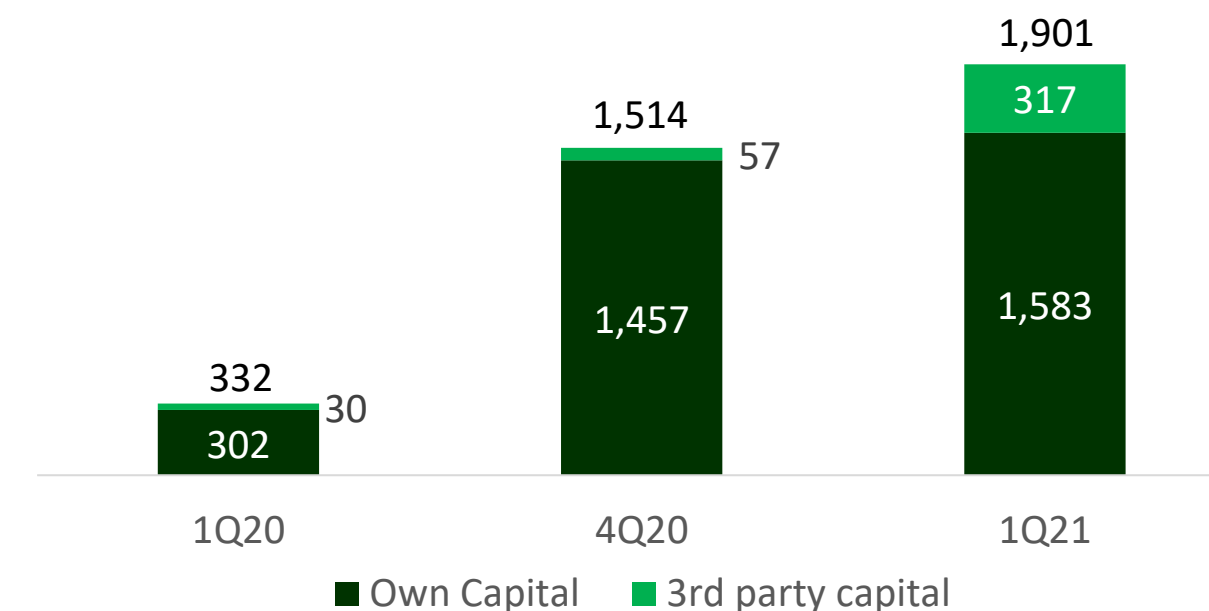


Increased Committed Third Party Capital at a Lower Cost



In May-21 we raised an additional R\$ 340 mn in third party capital through a FIDC to fund our credit solution, at a lower cost than our previous issuance.

Outstanding Balance (R\$mm)



Our total third-party funding capacity as of May is:

- R\$317mn (used in 1Q21)
- R\$176mn (available from 1st issuance)
- R\$340mn (available from 2nd issuance)

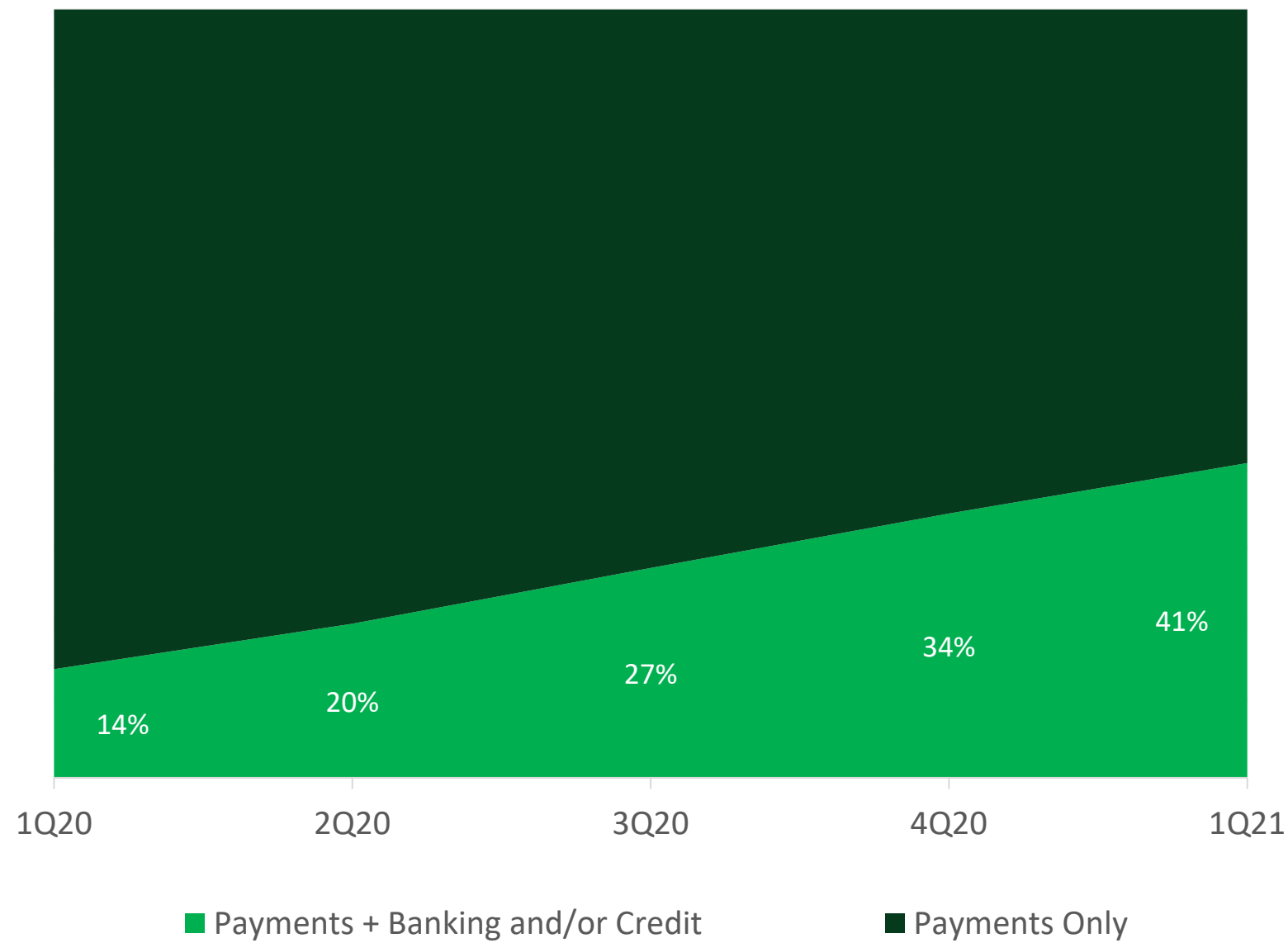
Total third-party as of May/2021: R\$833mn

1) Risk adjusted return net of cost of funding: The estimated internal rate of return of the aggregated cash flows of the loan portfolio net of expected losses on the loans, which are derived from a time dependent mortality curve and recovery expectations, brought at present value by a discounted curve derived from StoneCo's funding costs specifically to the portfolio of loans.
2) Risk adjusted return: The estimated internal rate of return of the aggregated cash flows of the loan portfolio net of expected losses on the loans, which are derived from a time dependent mortality curve and recovery expectations.
3) Weighted average life: the weighted average estimated time of the principal repayment of the loan.

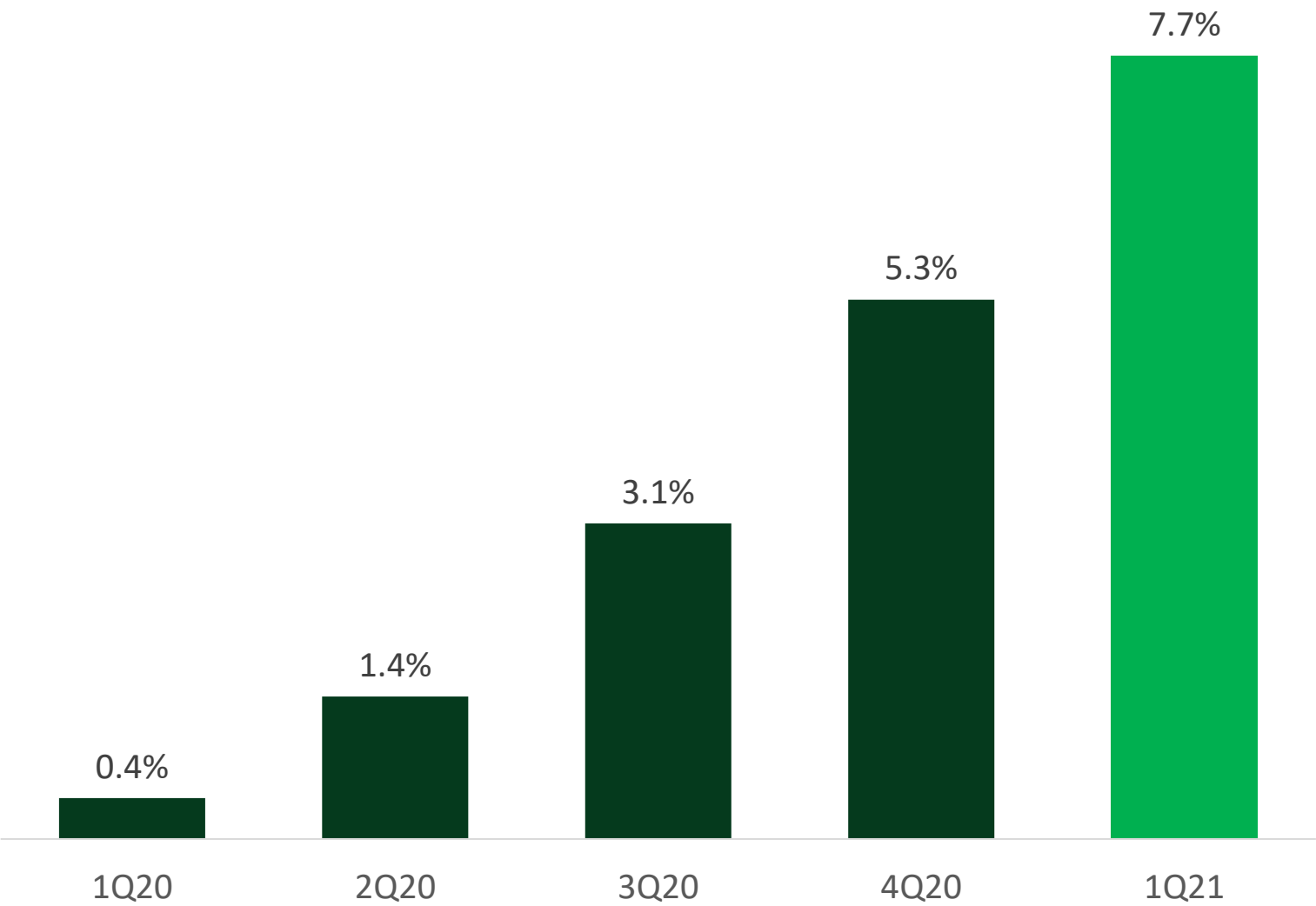


Traction and Engagement of our Financial Operating Platform Continues to Increase

Stone SMB **Active in Multiple Financial Solutions¹**



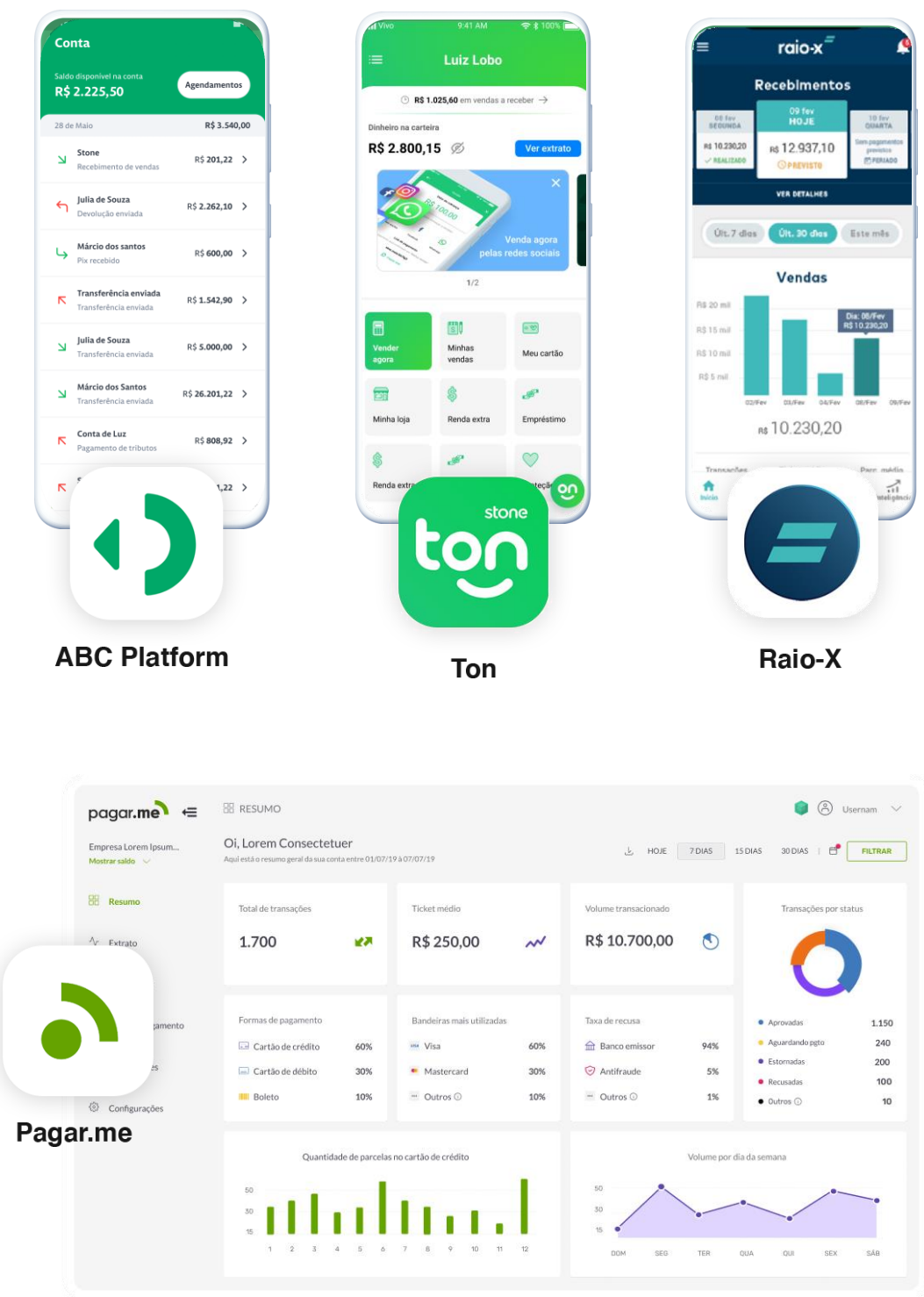
Stone SMB Accelerated **Heavy Users²** Growth



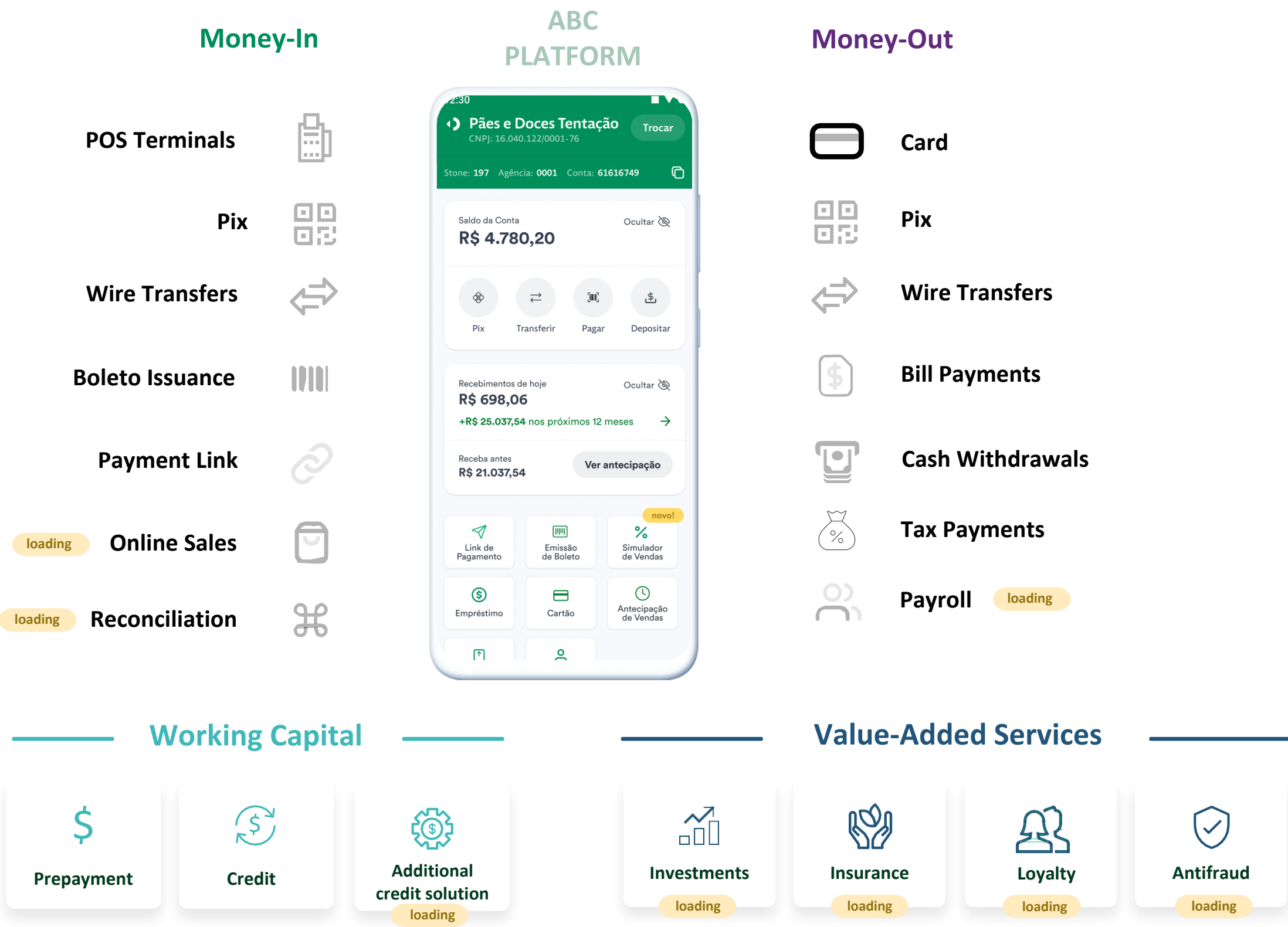
1) Stone SMB clients which are also active in digital banking, credit or both solutions.
2) Stone SMB clients that are actively using payments, digital banking and credit solutions within the last 90d.

Stone is Increasingly Present in SMBs Journey

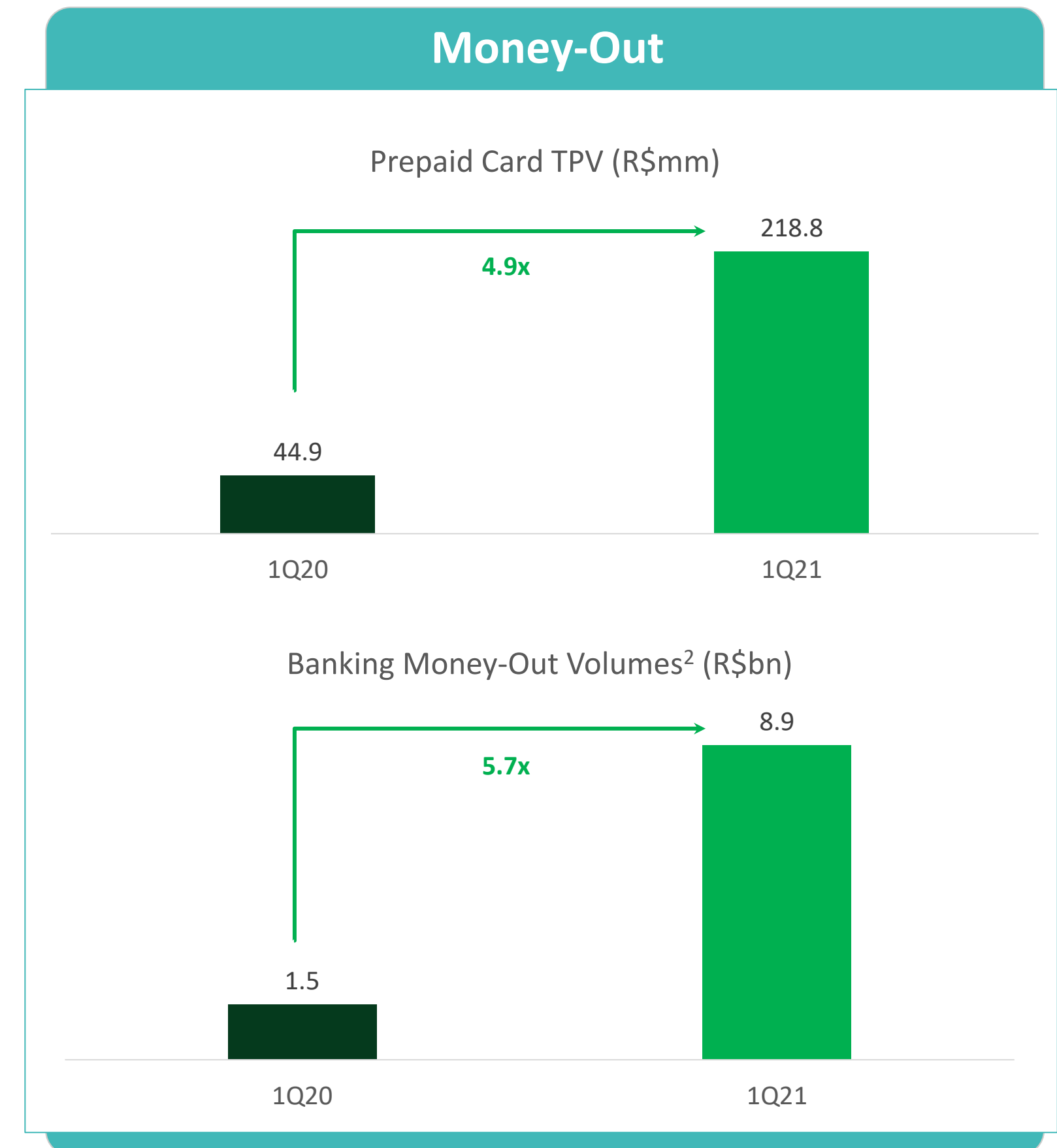
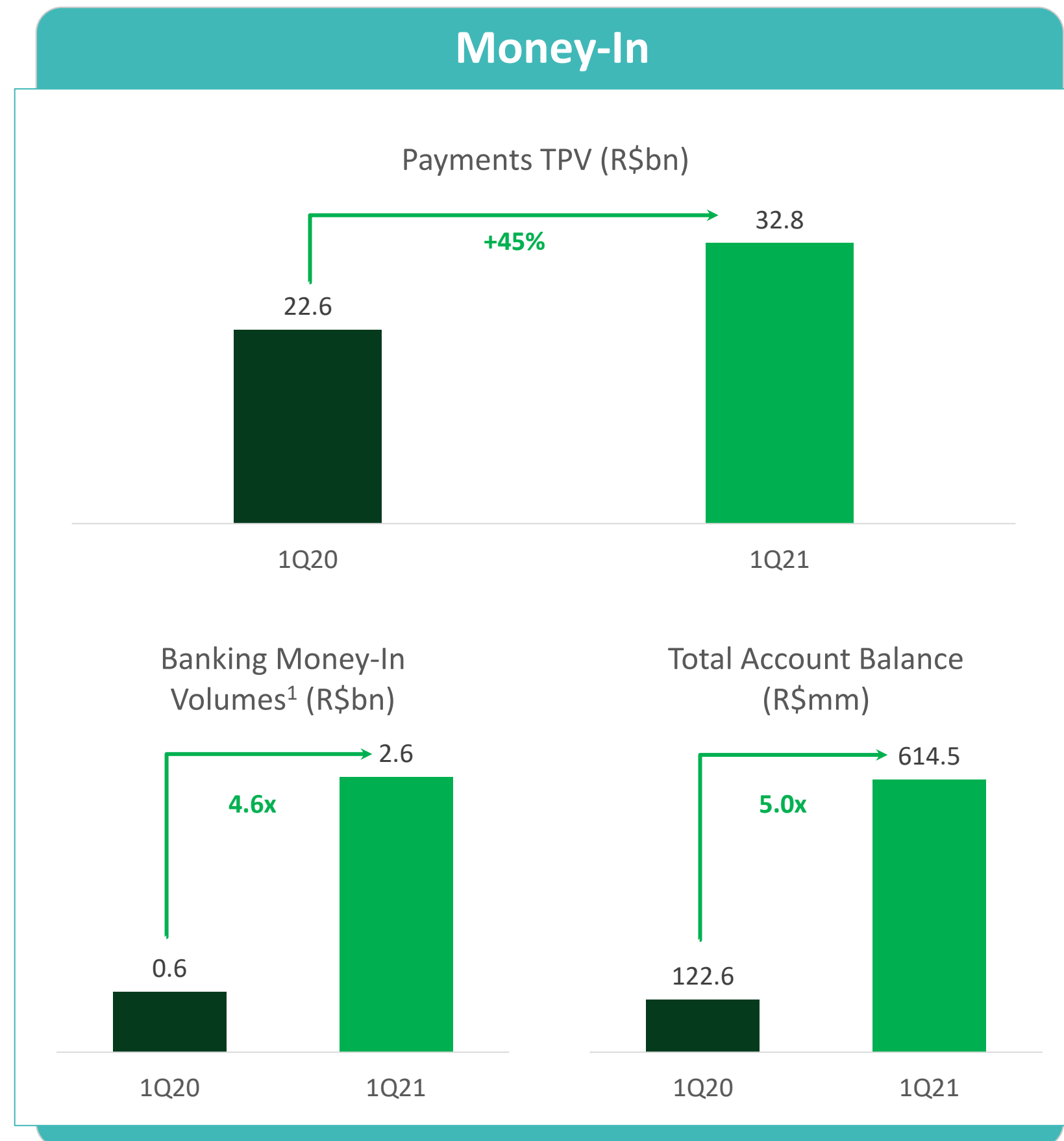
Current Set of Solutions



Future Vision: Single Financial Operating System for SMBs and Micro



SMB Operations – Money-In / Money-Out

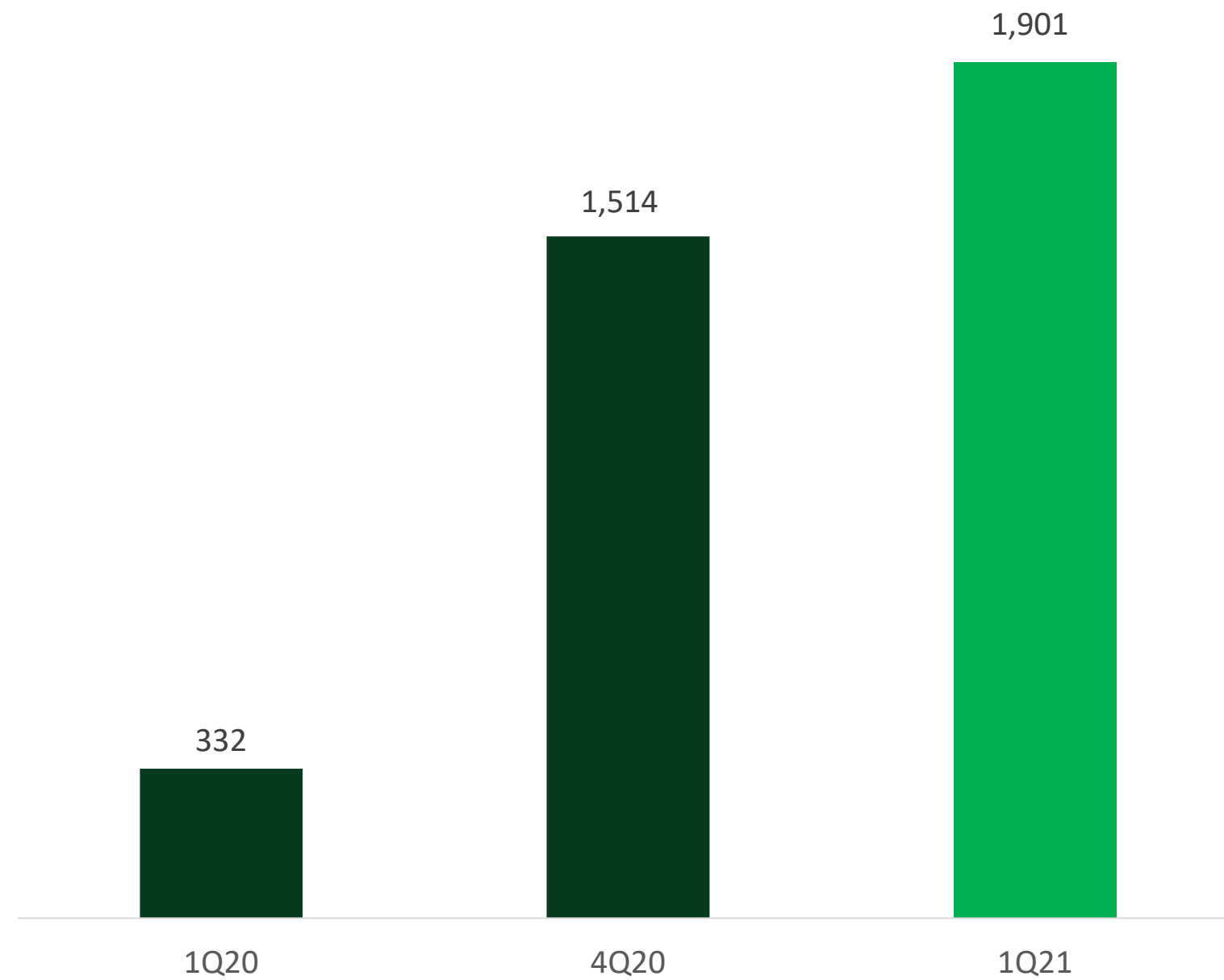


(1) Includes money-in volumes from TED, PIX, *boleto* issuance and TPV from other acquirers settled in the Stone account.
(2) Includes money-out volumes from TED, PIX, *boleto* payments and bill payments.

SMB Operations – Working Capital Solutions

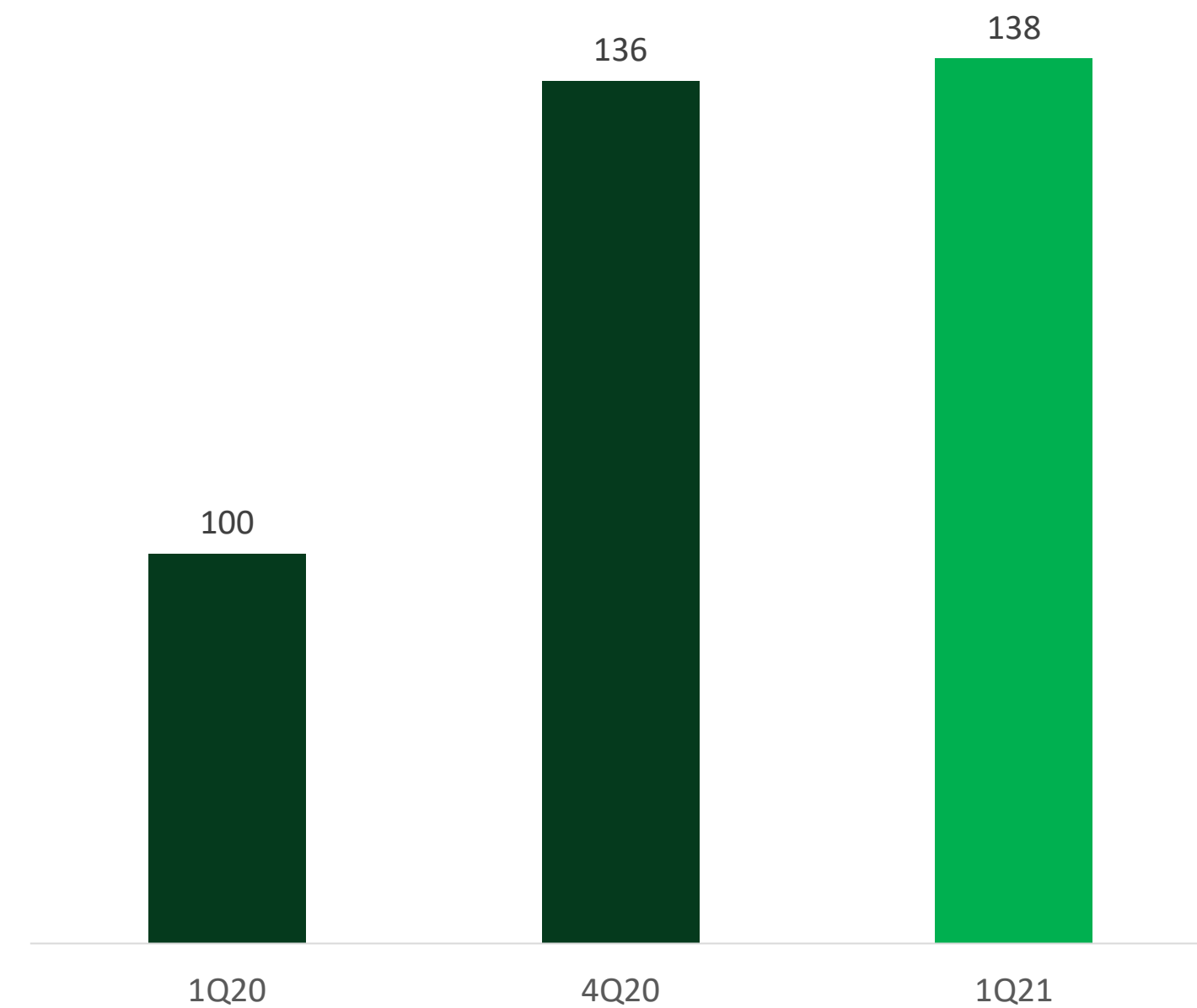
Credit

Total Outstanding Balance (R\$m)

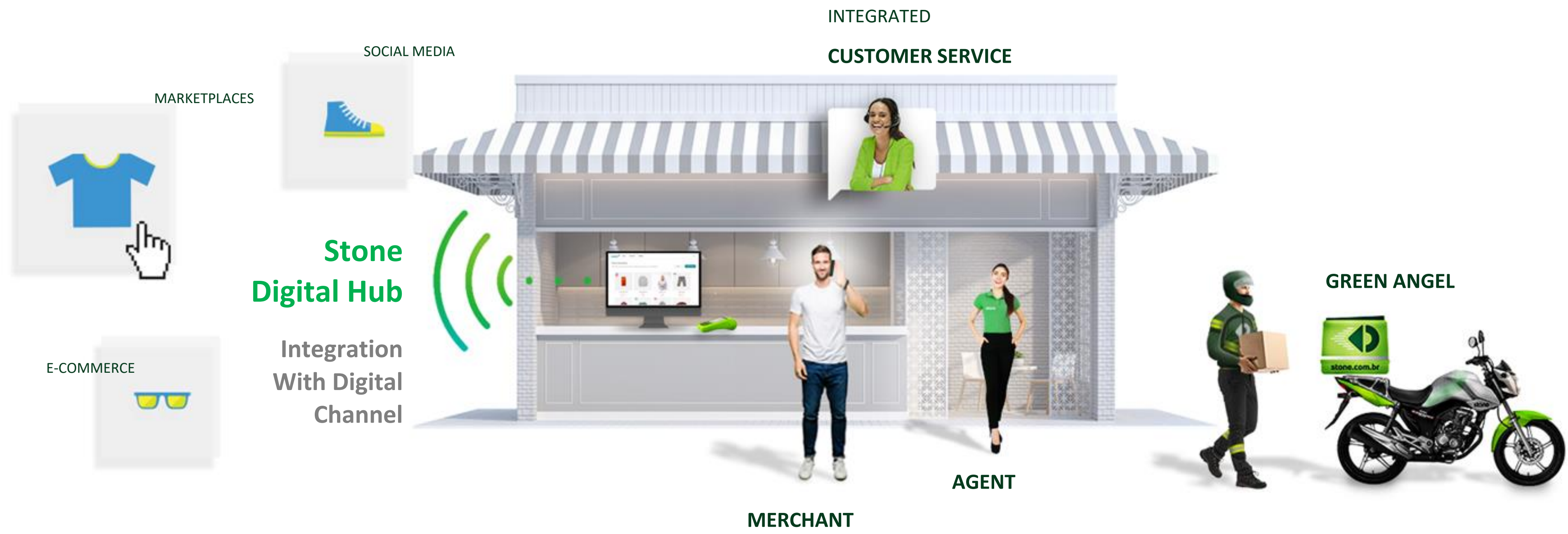


Prepayments

Total Prepaid Volume (indexed to 100)



● Our Vision in 2Q19



ABC + Software
One Single Technological Platform

Last-Mile Logistics
One Single Customer Experience

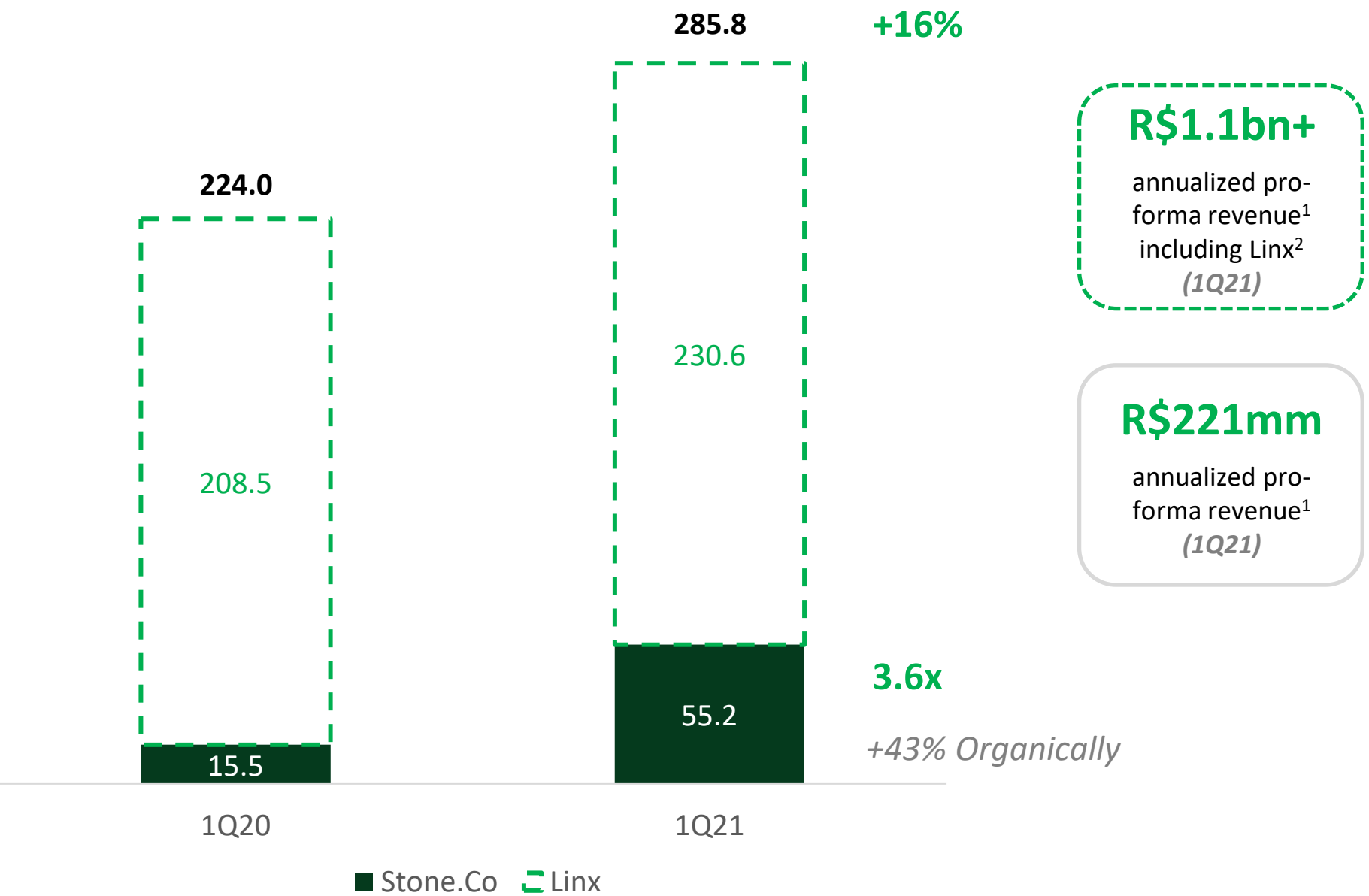
How Our Vision Evolved





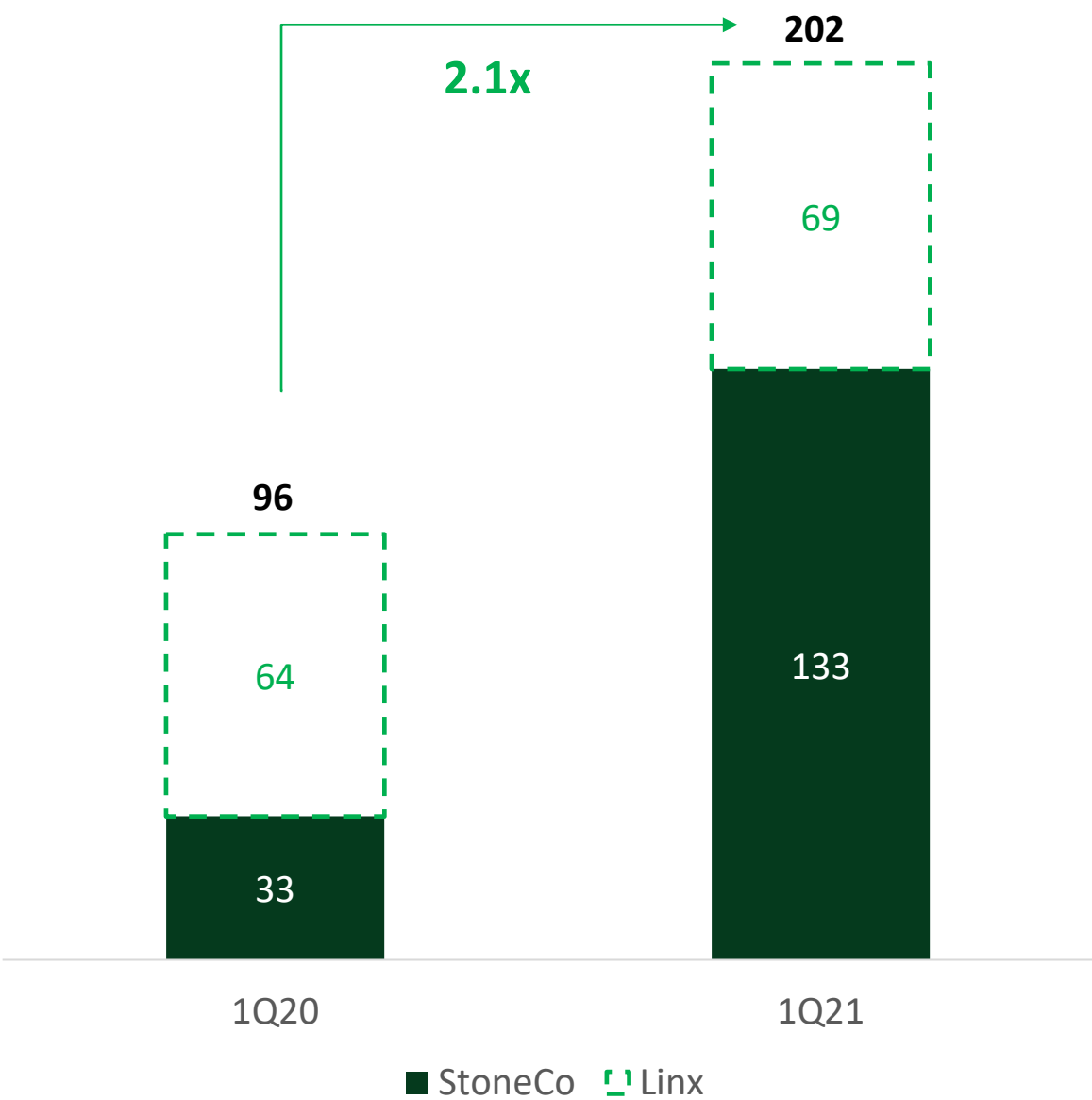
Continued evolution in Software

Pro-Forma Revenue¹ (R\$mm)



Software Subscribed Clients ³ (000)

For Stone, excludes clients from the Reconciliation Tool (Raio-X) and CRM solution (Collact) as they are now being integrated in the ABC platform.



1) Pro-forma numbers for software are calculated as if StoneCo has acquired 100% of the software companies currently in its portfolio on January 1, 2020, regardless of the investment date and the stake acquired. StoneCo has made minority investments in some companies and has not yet exercised option to consolidate some of them. There is no assurance that StoneCo will exercise its option to consolidate any companies in which it has made a minority investment.

2) Linx transaction subject to anti-trust approval. We consider Linx's Total Net operating revenues line in this calculation, which was publicly reported by Linx.

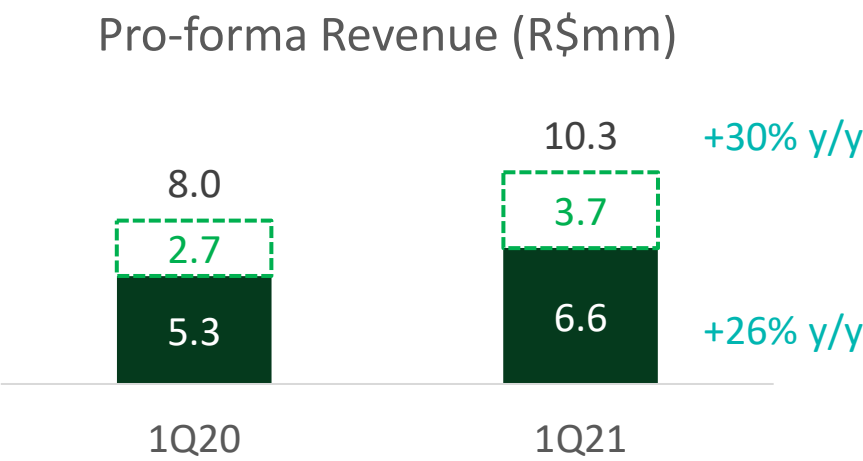
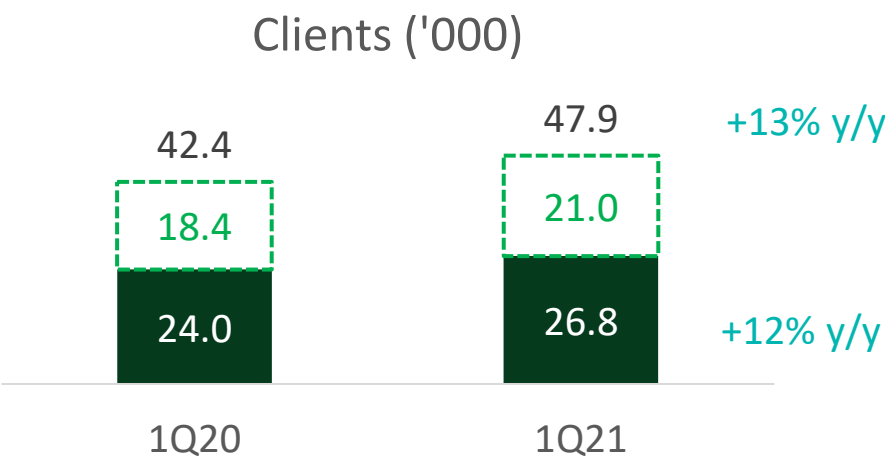
3) Within StoneCo numbers, considers unique clients, excluding overlap of clients that use more than one solution. For Linx, based on public numbers.

Software Evolution – POS/ERP and other

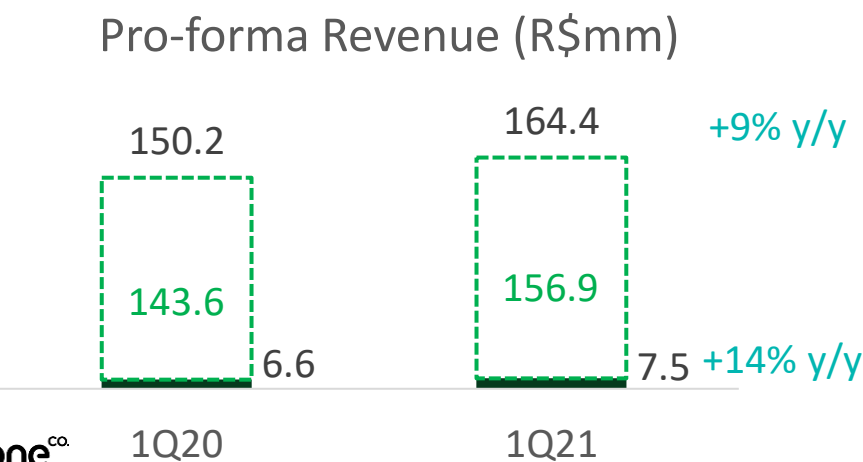
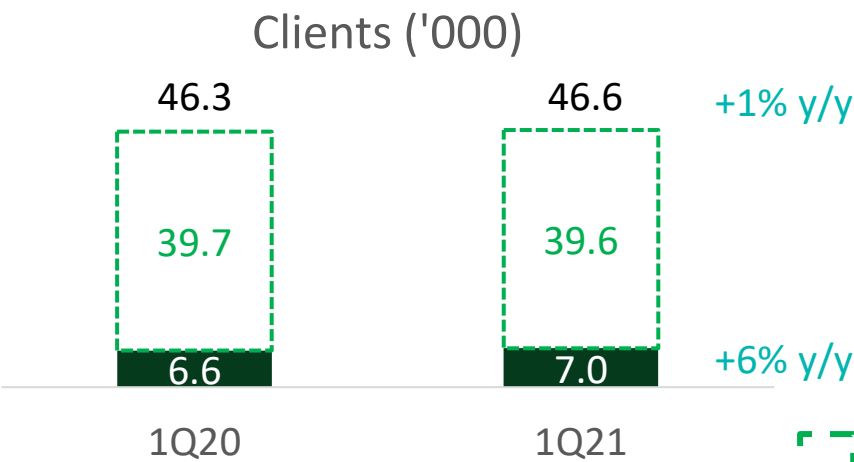
All numbers are pro-forma as if StoneCo has acquired 100% of the software companies currently in its portfolio and Linx on January 1, 2020, regardless of the investment date and the stake acquired and we have added Linx's publicly available results. StoneCo has made minority investments in some companies and has not yet exercised option to consolidate some of them. There is no assurance that StoneCo will exercise its option to consolidate.

POS/ERP

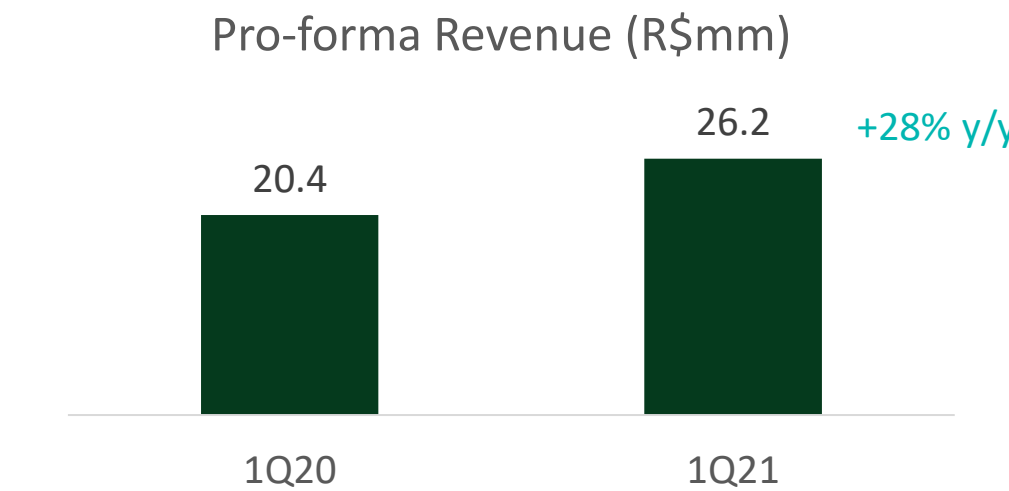
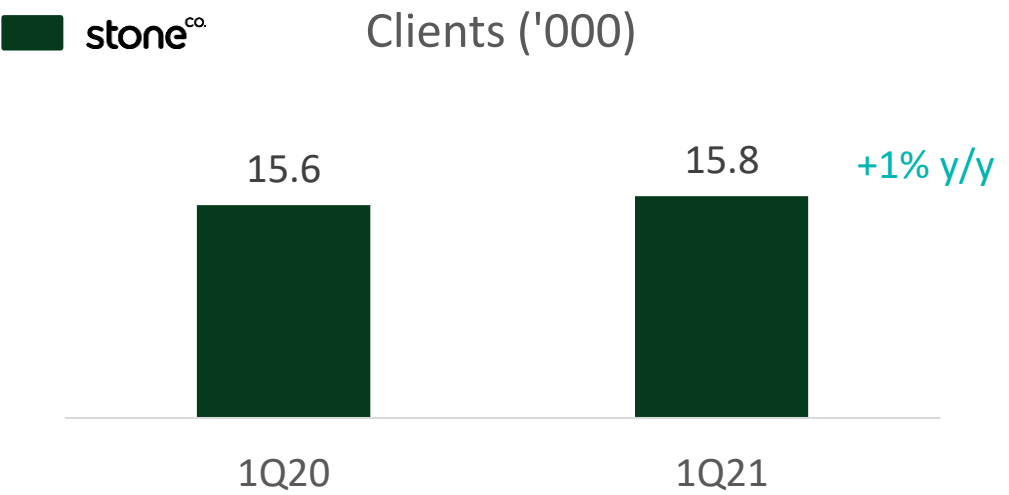
SMBs¹



Mid/Large²



Reconciliation, TEF & Other³

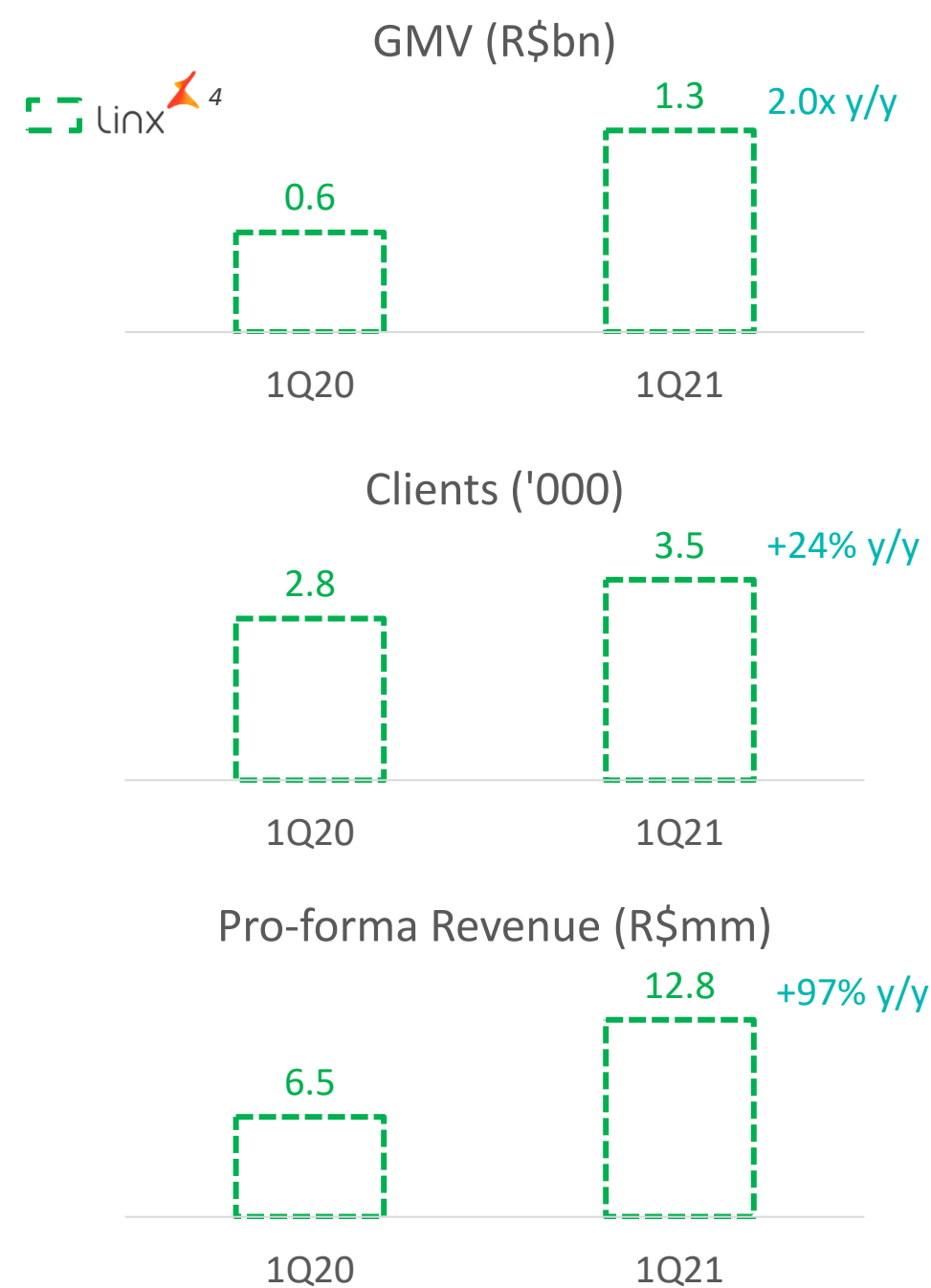


1) For Stone includes, Vhsys, Trinks,, Tablet Cloud and Linked. For Linx includes Hiper.
2) For Stone Includes Sponte and Menew. For Linx includes Core Big Retail & Napse and Core Mid & Large.
3) Includes Questor, Equals (ex-Raio-x), Cappta and Vitta.
4) Linx transaction subject to anti-trust approval. All numbers are publicly disclosed by Linx.

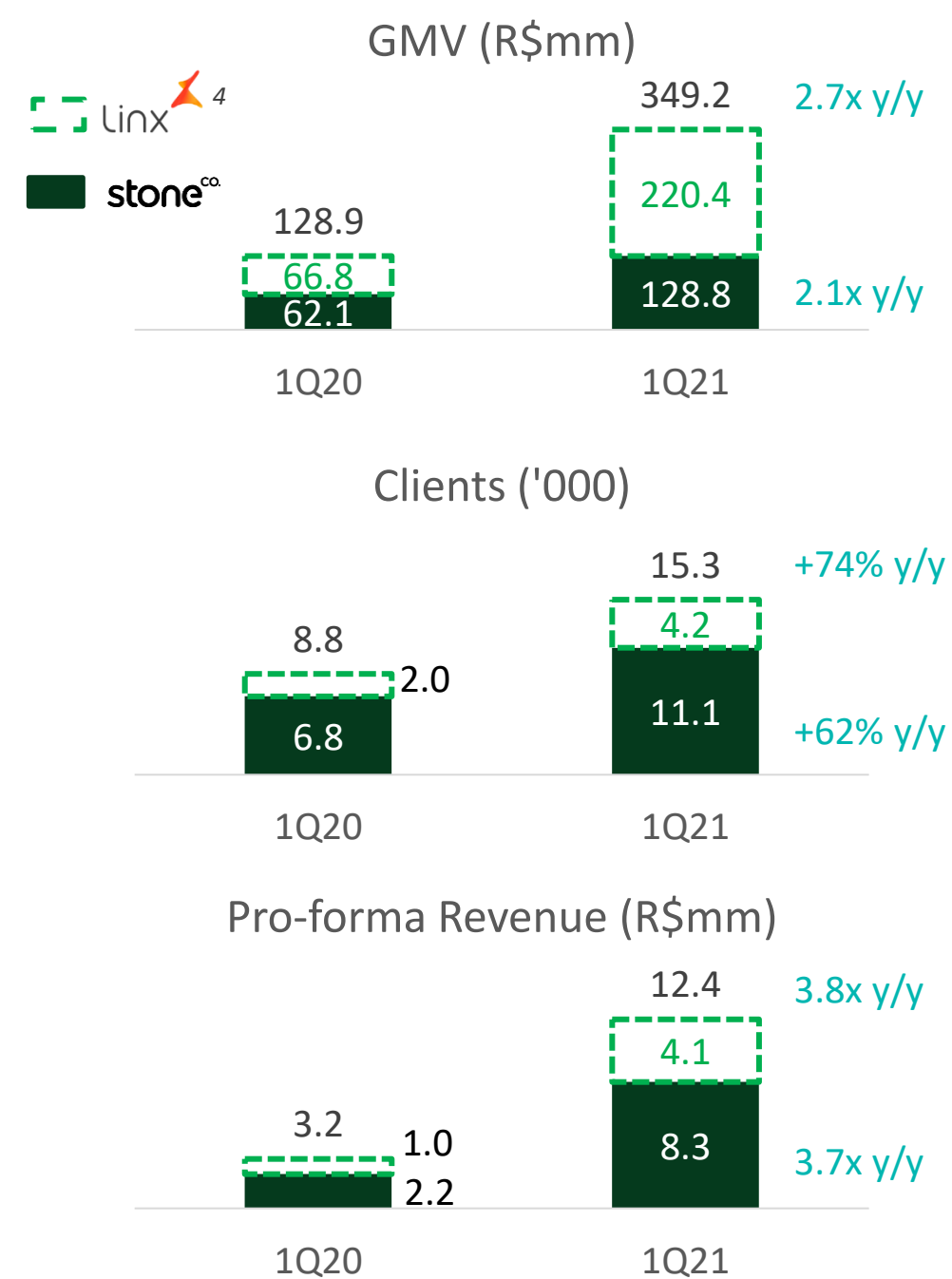
Software Evolution – Digital Solutions

All numbers are pro-forma as if StoneCo has acquired 100% of the software companies currently in its portfolio and Linx on January 1, 2020, regardless of the investment date and the stake acquired and we have added Linx's publicly available results. StoneCo has made minority investments in some companies and has not yet exercised option to consolidate some of them. There is no assurance that StoneCo will exercise its option to consolidate.

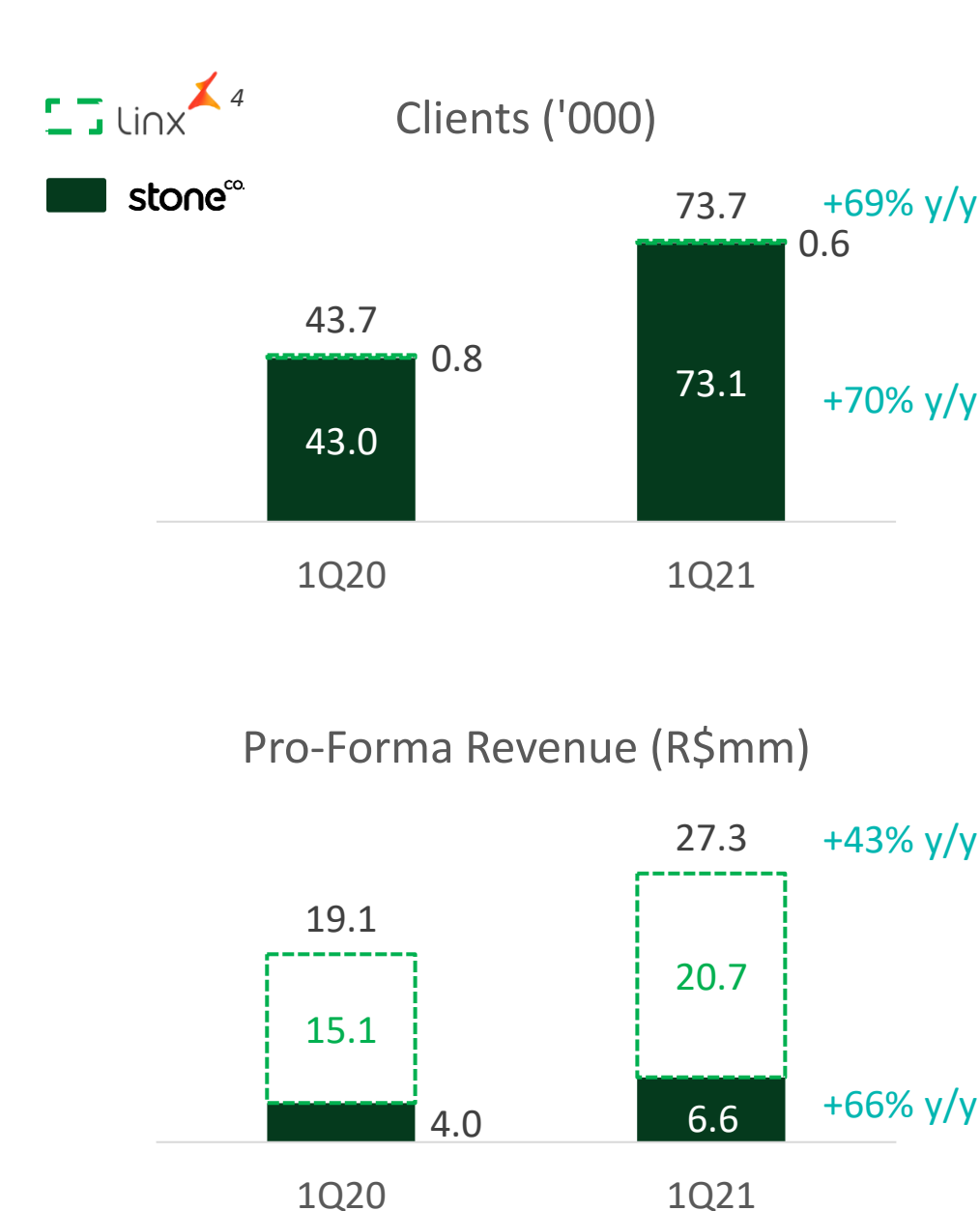
Digital Commerce¹



Food²



Engagement Tools³



- 1) Includes Linx Commerce and OMS.
- 2) For Stone includes Delivery Much. For Linx includes Delivery App and Mercadapp.
- 3) For Stone includes mLabs. For Linx includes Impulse.
- 4) Linx transaction subject to anti-trust approval. All numbers are publicly disclosed by Linx.



Strategic Investment and Partnership with Inter

Overview

Banco Inter is a leading **100% digital bank in Brazil**, with a large and expanding client base:

- ✓ **10.2 mm clients, +106%**
- ✓ **+ 1.3mm clients** q/q

With an **84 NPS**, Inter offers a **complete suite of products and services to individuals** going beyond financial services to become a complete app for consumers:

- ✓ **Marketplace** (Intershop) with R\$1.8bn GMV LTM, +50%
- ✓ **Investments** (Interinvest) with R\$52b AuC, +154%
- ✓ **Insurance** (Interseguros) with 367k clients, +385%

Transaction Terms

Banco Inter to conduct a capital increase with **StoneCo acting as a cornerstone investor** in the offering

StoneCo to acquire:

- ✓ up to **R\$2.5 billion in shares** at R\$ 57.84 per share
- ✓ Post-offering StoneCo will have a maximum of **4.99% stake in Inter**

Parties will explore a **commercial partnership**

StoneCo will be entitled, for a period of 6 years, to have a **right of first refusal** in case of change of control of Inter and according to certain price thresholds

StoneCo to have 1 Board seat (out of 9 members)

Value Creation Drivers

Partnership with Inter to **unlock value** to StoneCo by four main avenues:

1. **Connecting Stone merchants to InterShop**, driving the digitization of Stone merchant base and providing an omnichannel journey for Intershop consumers
2. **Enable a seamless mobile payment experience** between Inter consumers and Stone merchants, online and offline
3. **Enhance value proposition to Stone and Inter client base**, by leveraging product and payment technology capabilities from both companies
4. **Leverage Inter's funding capabilities** to drive further efficiency in Stone's WK offerings and giving Inter clients access to new investment opportunities in fixed income, through the offering of FIDCs.

stone^{co.}

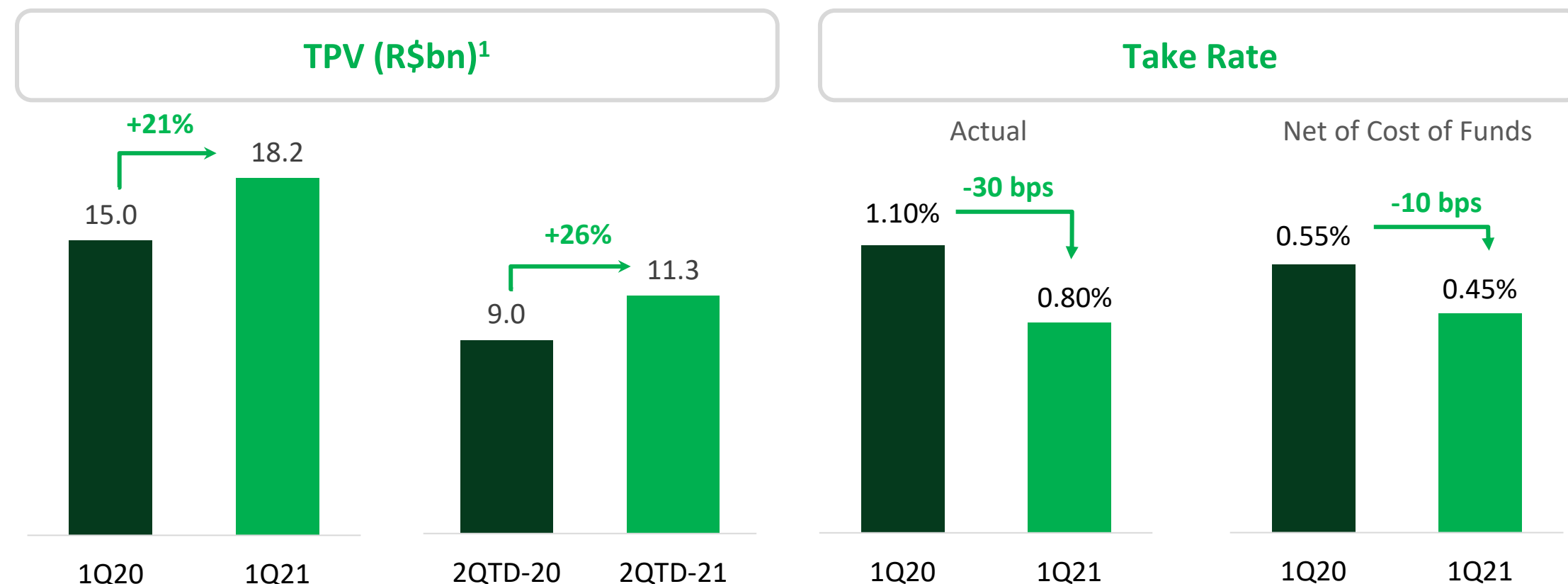
*Complete platform for **merchants***

BANCO
inter

*Complete platform for **final consumers***

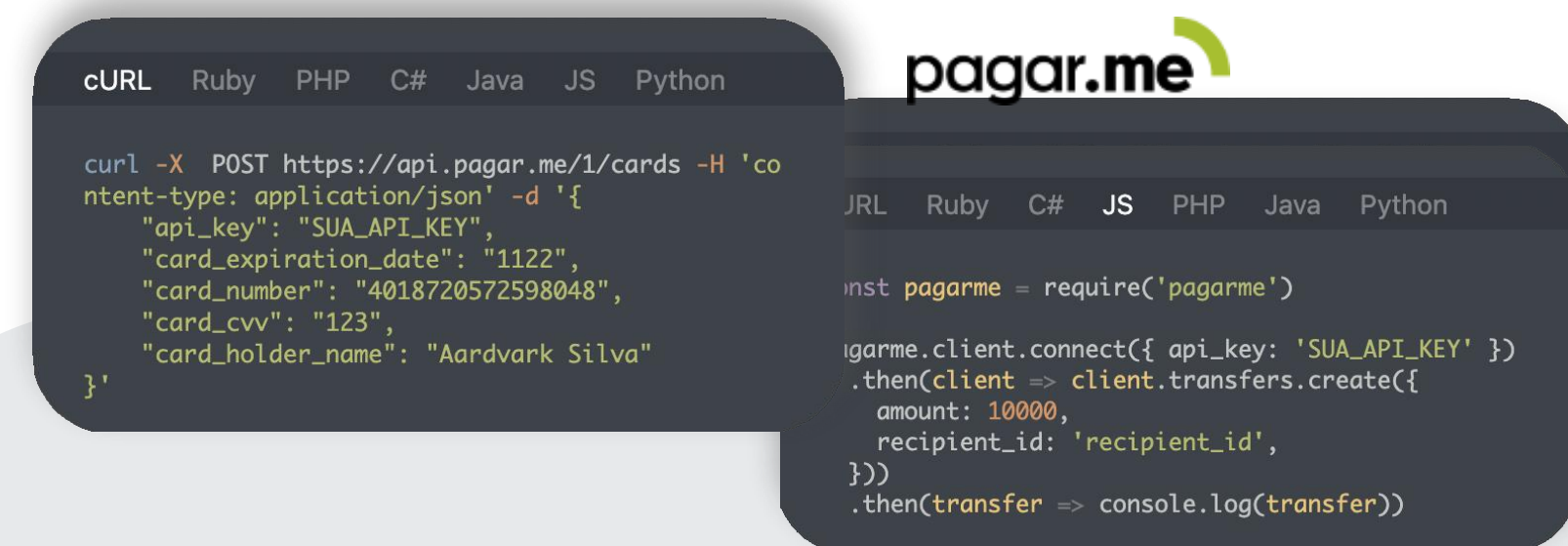
Pagar.me Key Accounts - Fintech-as-a-Service

Transitioning the business towards becoming the financial infrastructure for all platforms, through API integrations



- 1 Expand offering to enable banking-as-a-service and credit-as-a-service
- 2 Enable large retailers to operate omni-channel with a single financial services infrastructure through API integrations

- Short term headwinds: Lower growth of mid/large clients continues weighting on total TPV and revenue growth



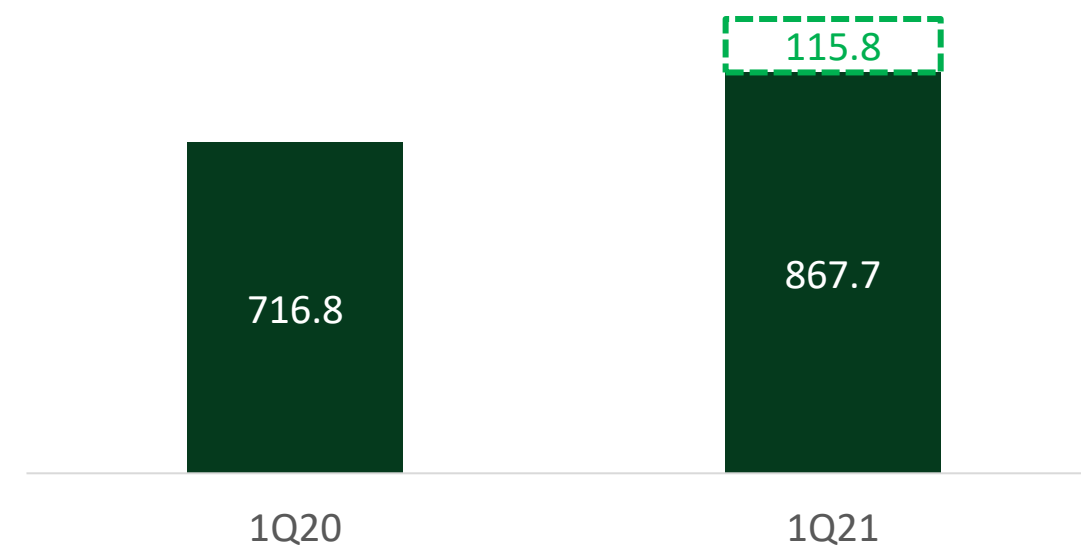
1) From 1Q21 onwards, reported TPV figures consider all volumes processed and settled by StoneCo. As a result, in 1Q21 we have included volumes processed by Pagar.me PSP with acquirers other than Stone, which in the 1Q21 totaled R\$124mm to FaaS TPV in the quarter, implying a 20% growth excluding those volumes on both periods.



Main 1Q21 Financial Metrics and Covid-related impact

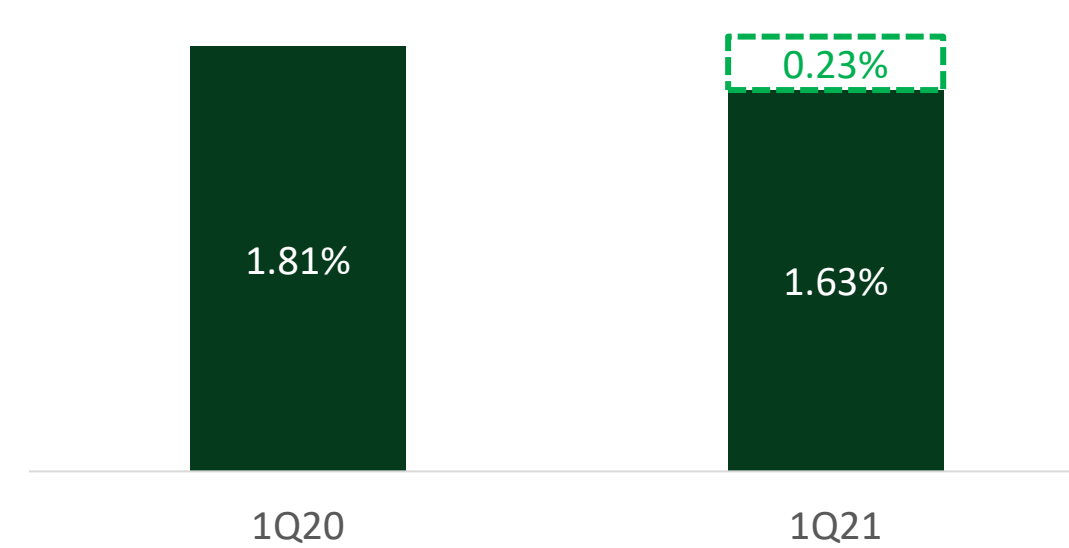
Total Revenue and Income

(R\$ in millions)



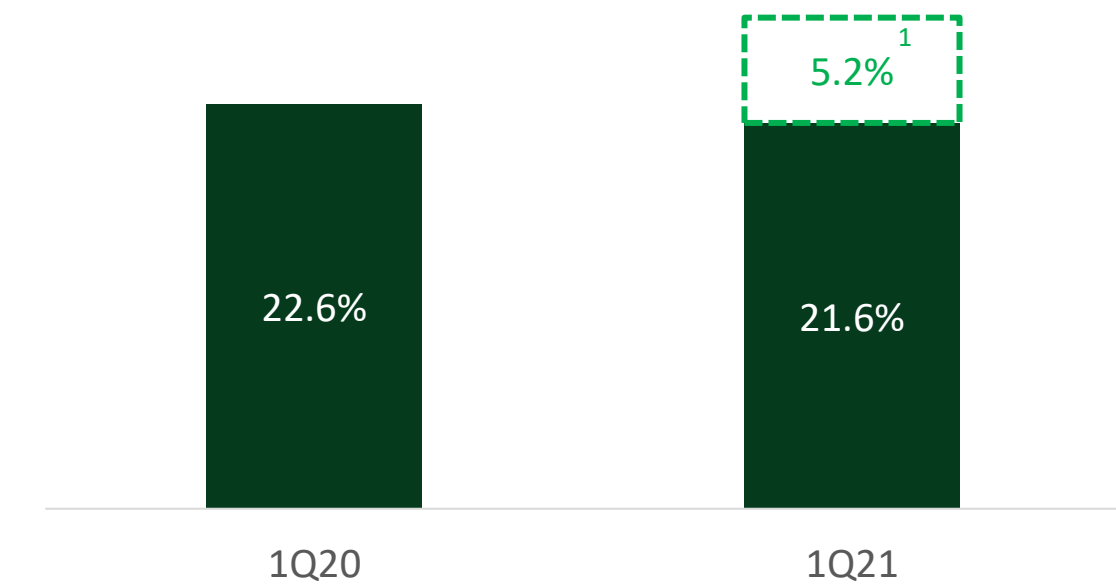
Take Rate Ex-Coronavoucher

(%)



Adjusted Net Margin

(%)



■ Actual Metric □ Credit Provision and Incentives

Impact from credit provisions and incentives to clients 1Q21

- SMB financial incentives **R\$6.1mm**
- SMB credit higher provisions **R\$109.7mm**

Total R\$115.8mm

Impact from lower TPV due to commerce restrictions in 1Q21 not considered in the R\$115.8mm figure

1) Estimated assuming a 34% tax rate.



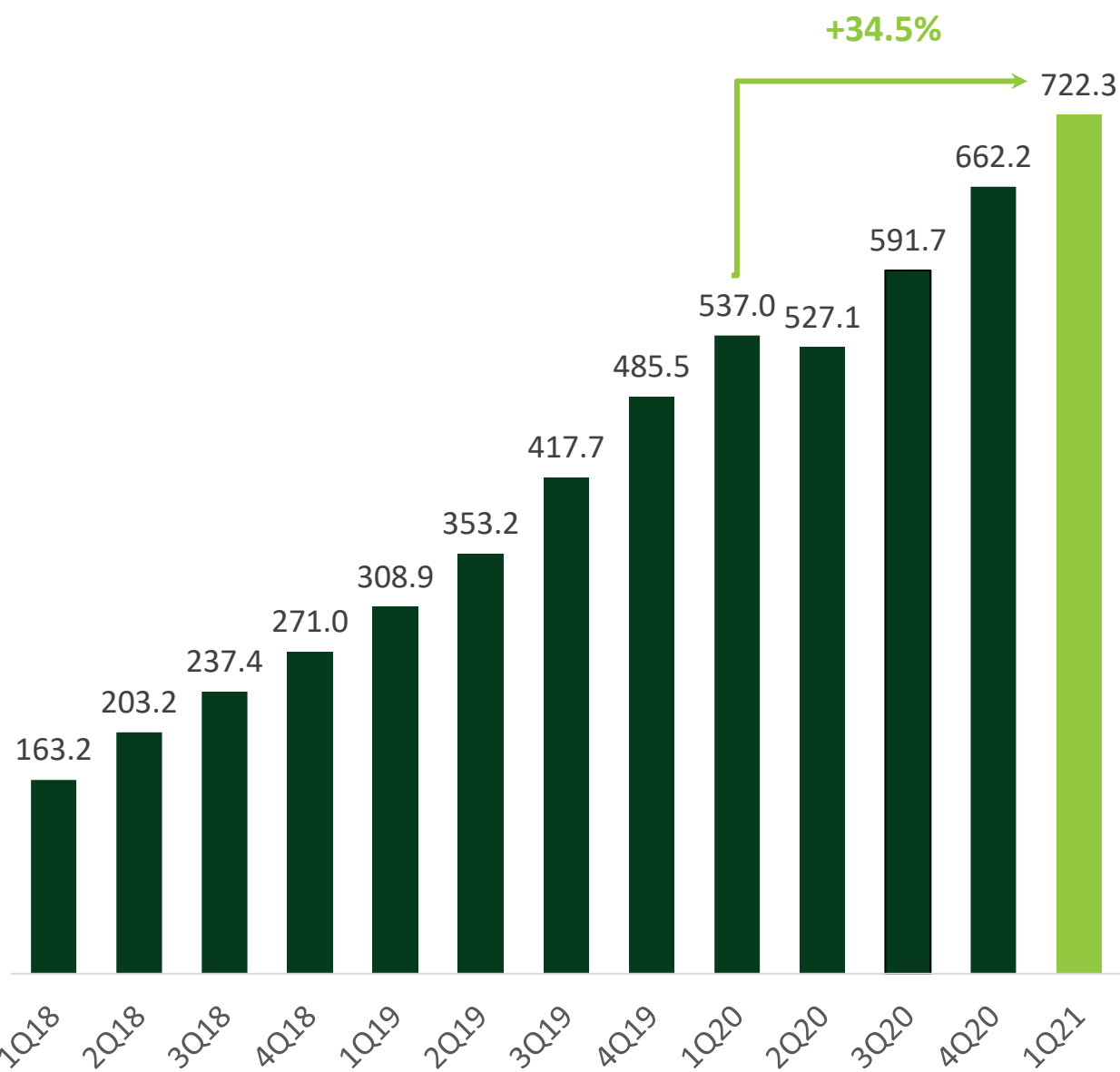
Strong Top-Line Growth – Quarterly Data

Financial and operating metrics

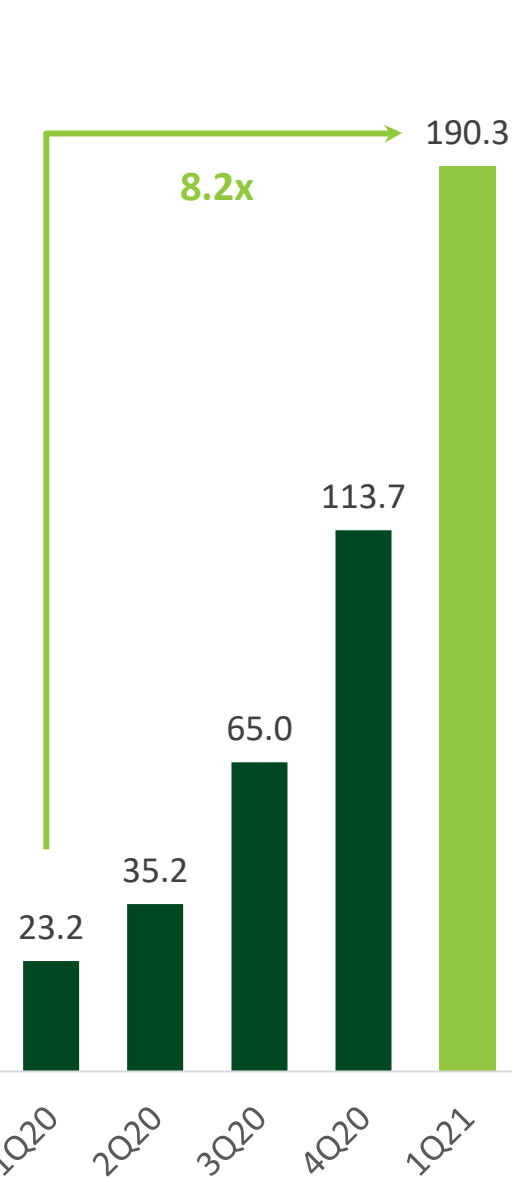
Active Clients – Payments

(Thousands)

Total ex-TON ⁽¹⁾⁽²⁾

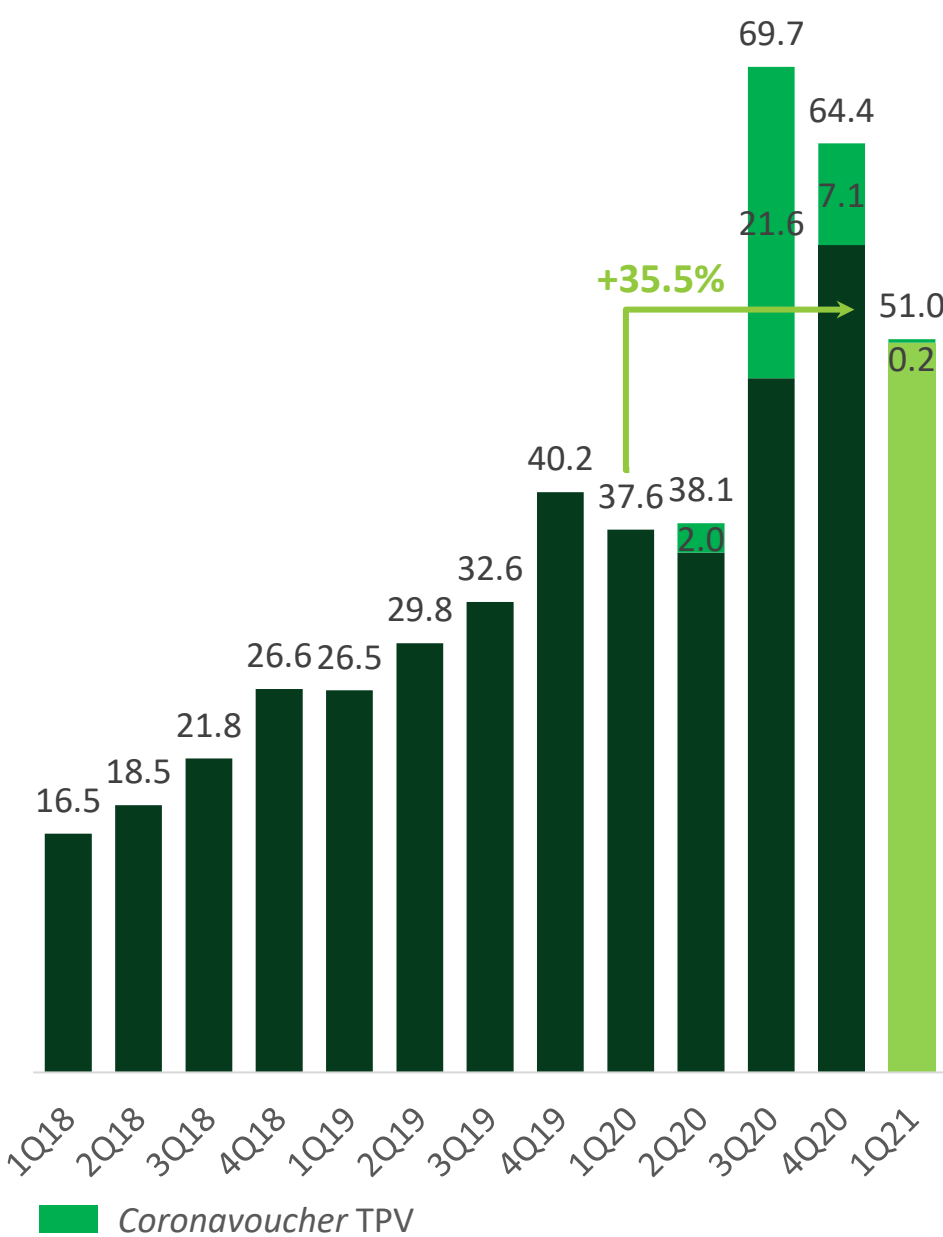


TON ⁽³⁾



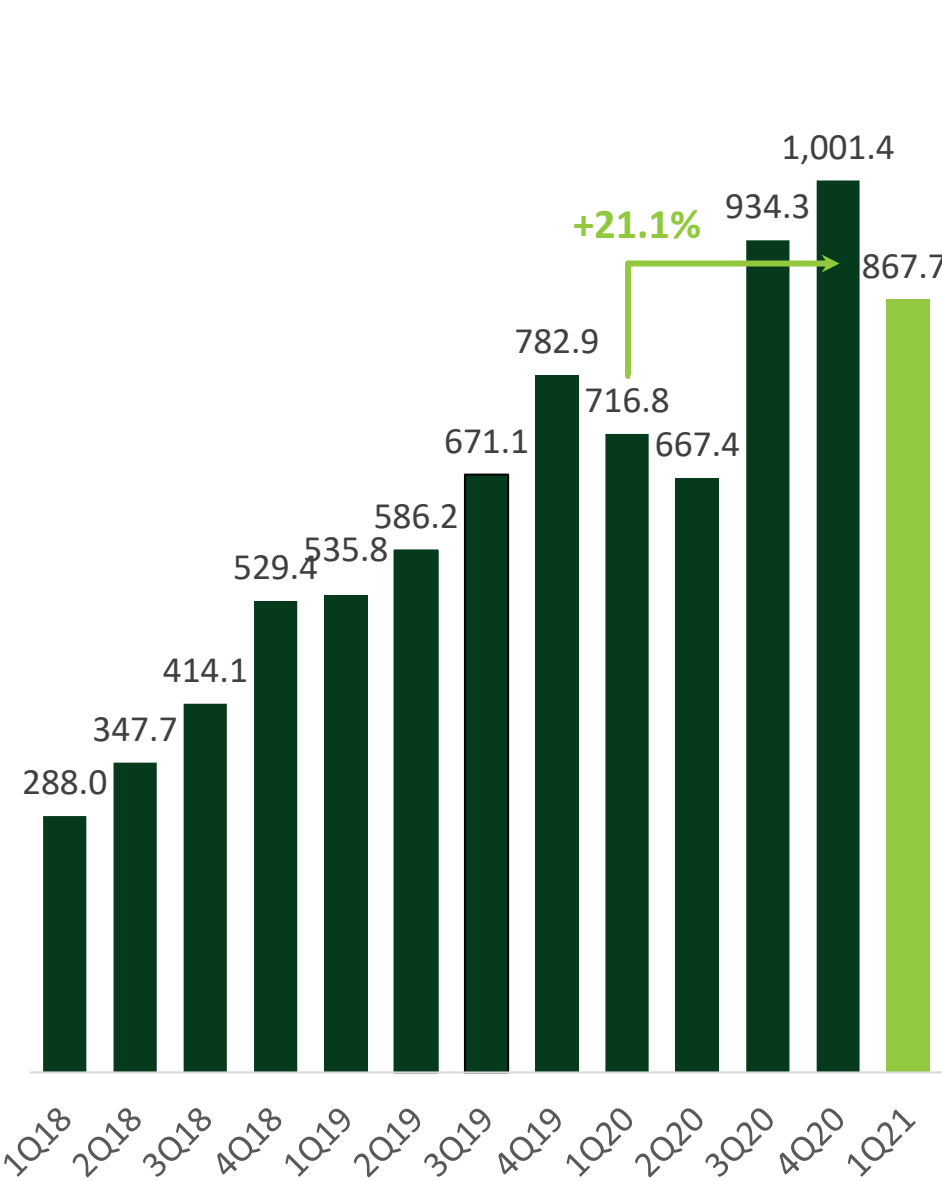
Total Payment Volume⁽⁴⁾

(R\$ in billions)



Total Revenue and Income

(R\$ in millions)



1) Excludes micro-merchants. “Active Clients” are merchants that have completed at least one electronic payment transaction with Stone within the preceding 90 days.

2) Reported active payments clients now includes clients from our PSP solution for all periods, which were previously not included in our reported numbers. This change added 5,700 clients in 1Q20 and 10,600 in 1Q21.

3) Clients that have transacted with TON at least once in the preceding 12 months.

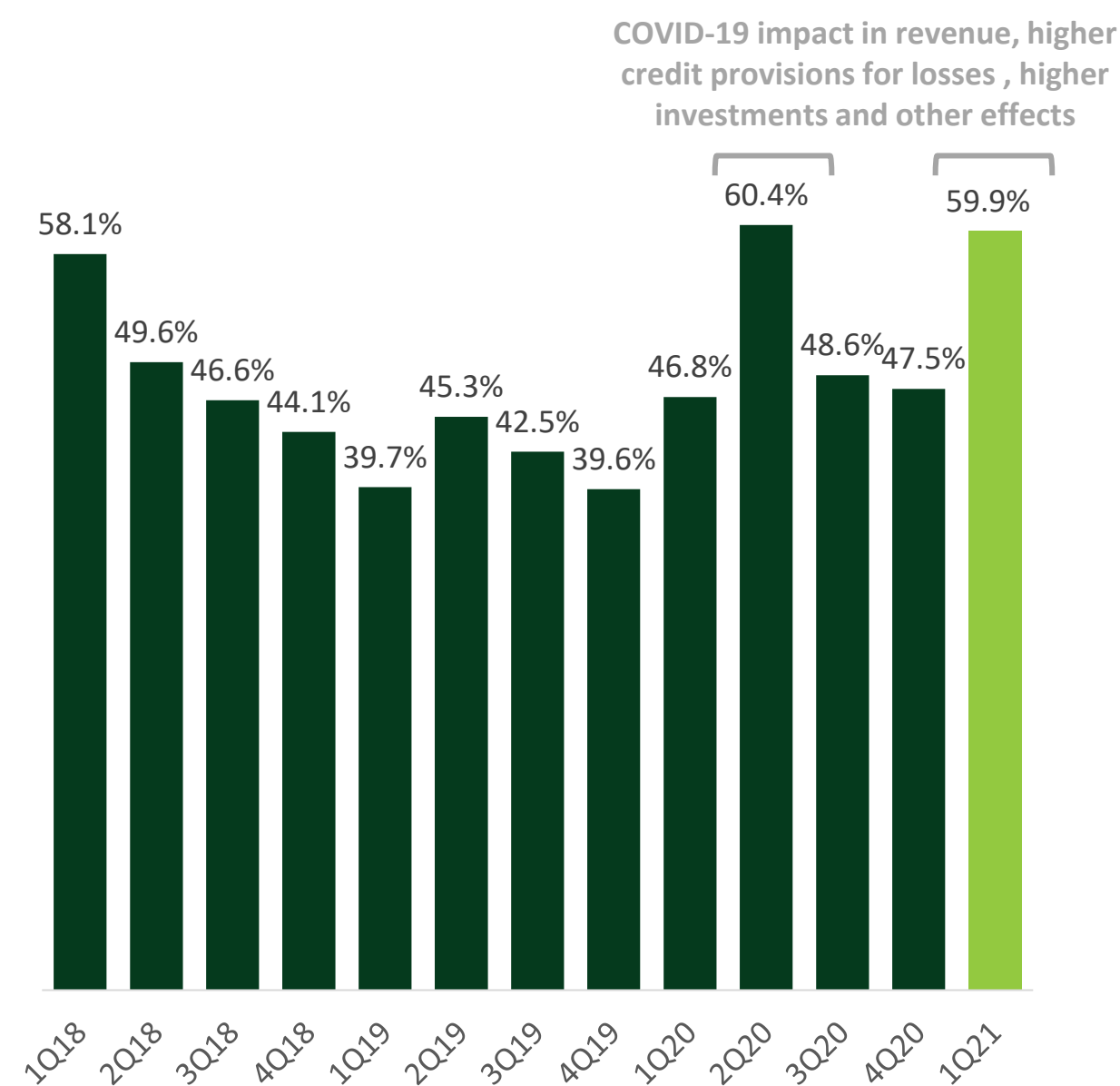
4) From 1Q21 onwards, reported TPV figures consider all volumes processed and settled by StoneCo. As a result, in 1Q21 we have included volumes processed by Pagar.me PSP with acquirers other than Stone. This change added R\$160 million to total TPV in the quarter, implying a 35.1% growth excluding those volumes, or 34.5% ex-Coronavoucher.



Operating Leverage and Profitability – Quarterly Data

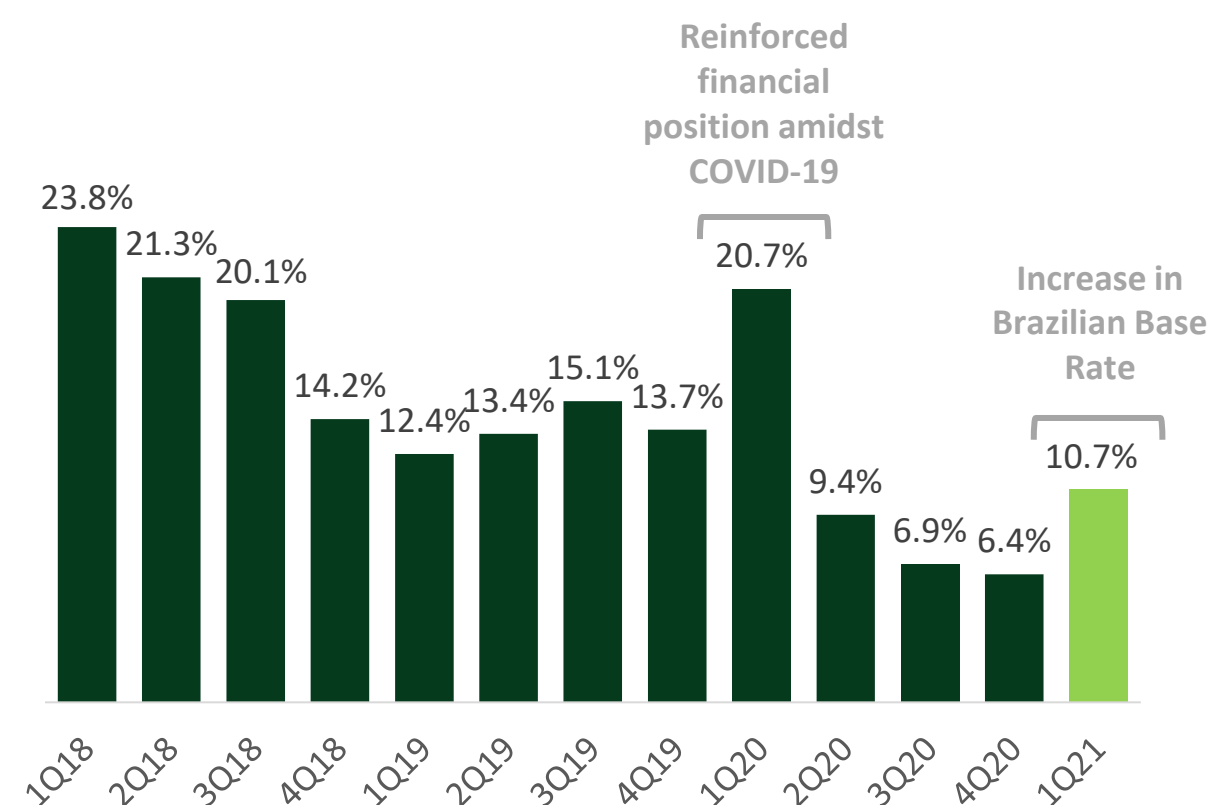
Total Costs and Expenses¹

(as % of Total Revenue and Income)



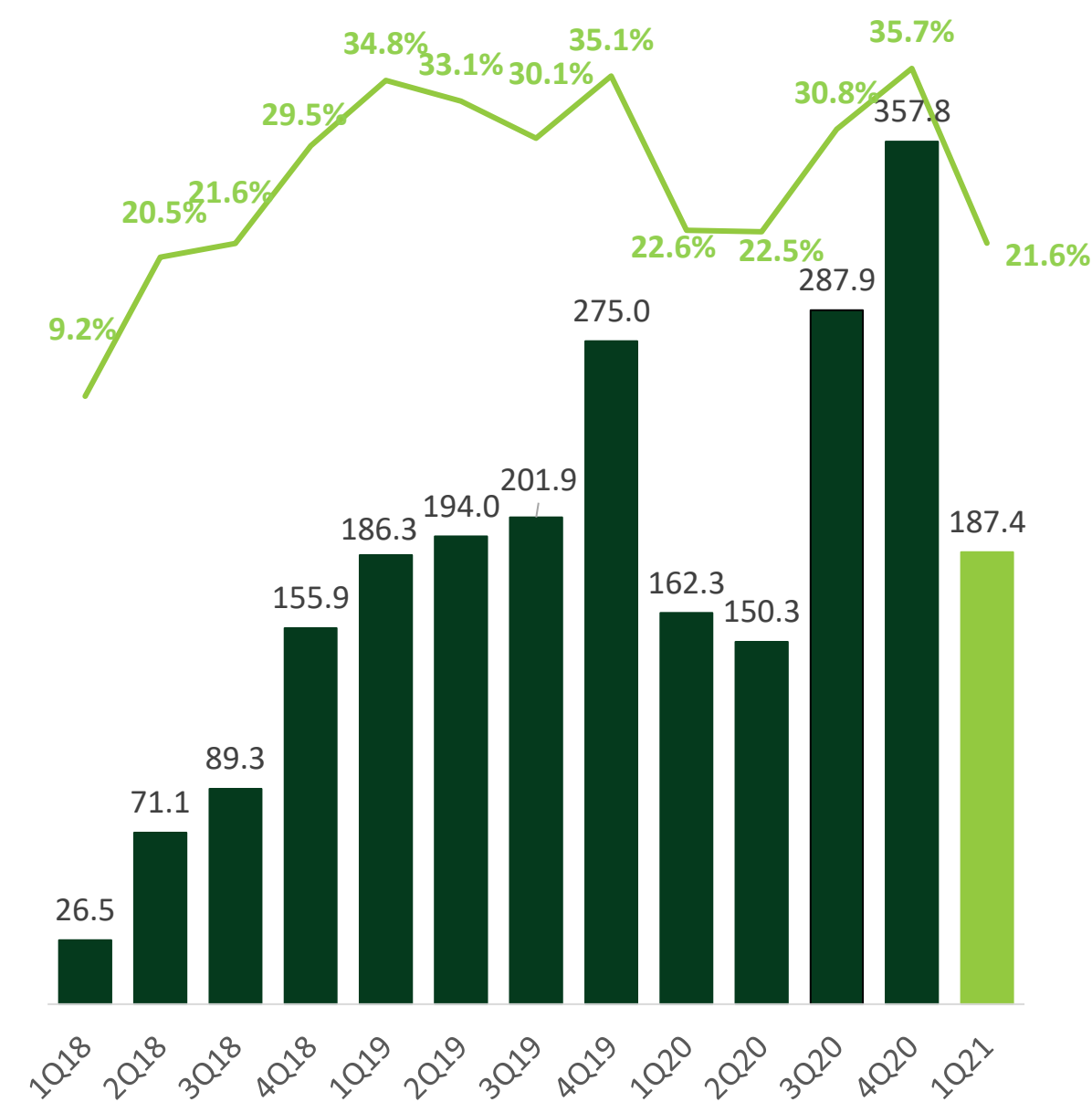
Financial Expenses

(as % of Total Revenue and Income)



Adjusted Net Income and Margin²

(R\$ in millions)



1) Total Costs and Expenses as % of Total Revenue and Income. Includes Cost of Services, Administrative Expenses and Selling Expenses.

2) Adjusted Net Income and Adjusted Net Margin are non-IFRS financial measures. 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

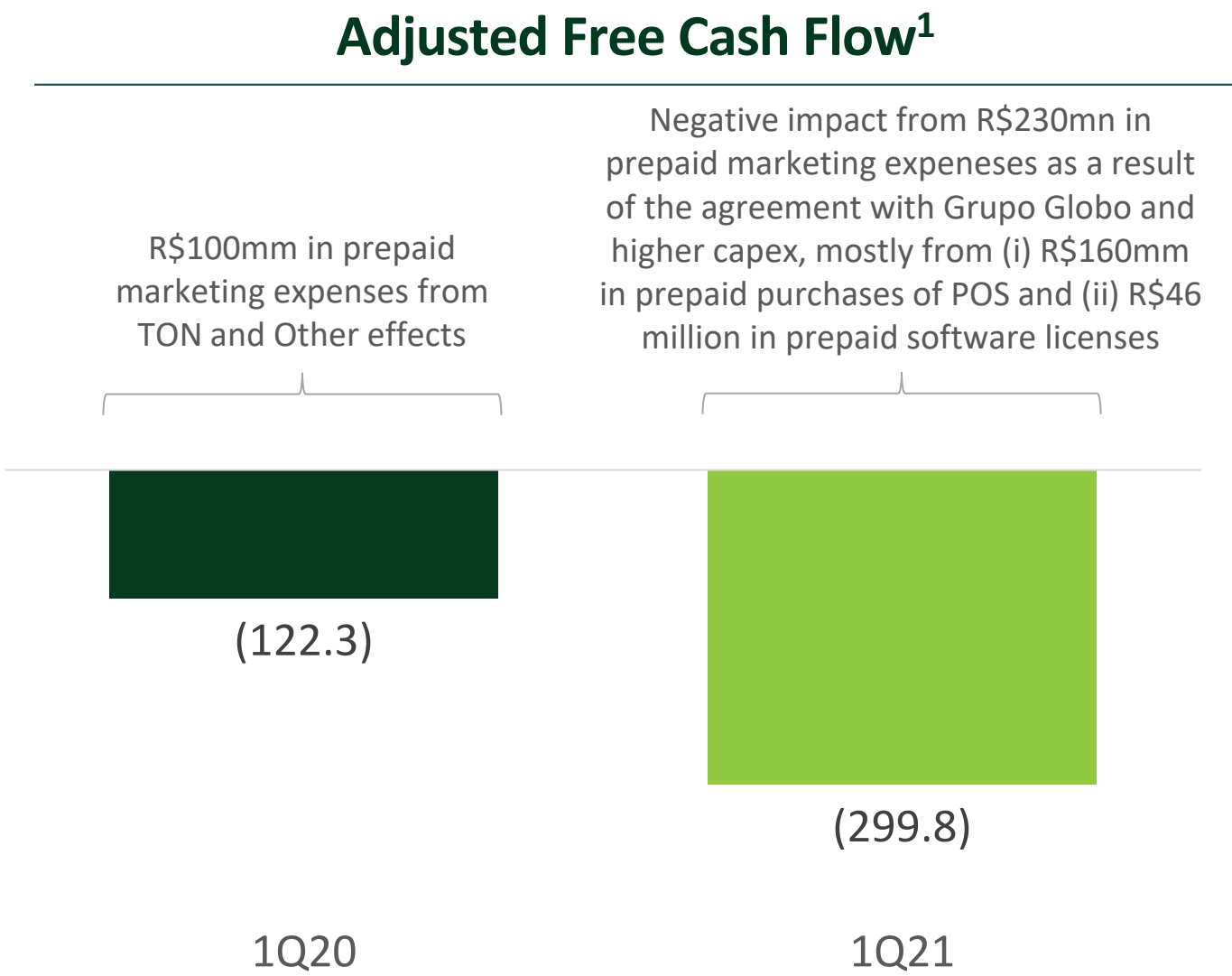
R\$ in millions	1Q20	% Rev.	1Q21	% Rev.	Δ %	Δ p.p.
Transaction activities and other services	227.3	31.7%	318.3	36.7%	40.0%	5.0 p.p.
Subscription services and equipment rental	93.1	13.0%	139.9	16.1%	50.3%	3.1 p.p.
Financial income	359.3	50.1%	368.8	42.5%	2.6%	(7.6 p.p.)
Other financial income	37.0	5.2%	40.6	4.7%	9.8%	(0.5 p.p.)
Total revenue and income	716.8	100.0%	867.7	100.0%	21.1%	0.0 p.p.
Cost of services	(149.9)	(20.9%)	(239.7)	(27.6%)	59.8%	(6.7 p.p.)
Administrative expenses	(73.9)	(10.3%)	(117.6)	(13.6%)	59.0%	(3.2 p.p.)
Selling expenses	(111.8)	(15.6%)	(162.8)	(18.8%)	45.5%	(3.2 p.p.)
Financial expenses, net	(148.4)	(20.7%)	(92.5)	(10.7%)	(37.7%)	10.0 p.p.
Other operating income (expense), net	(3.5)	(0.5%)	(41.5)	(4.8%)	1090.3%	(4.3 p.p.)
(Loss) income from investment in associates	(1.3)	(0.2%)	(3.6)	(0.4%)	182.0%	(0.2 p.p.)
Profit (loss) before income taxes	227.9	31.8%	210.0	24.2%	(7.9%)	(7.6 p.p.)
Income tax and social contribution	(69.3)	(9.7%)	(51.7)	(6.0%)	(25.4%)	3.7 p.p.
Net income (loss) for the period	158.6	22.1%	158.3	18.2%	(0.2%)	(3.9 p.p.)
Adjusted Net Income¹	162.3	22.6%	187.4	21.6%	15.5%	(1.0 p.p.)

1) 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.



Adjusted Free Cash Flow and Reconciliation (non-IFRS)

(R\$ in millions)



Reconciliation of Adjusted free cash flow	1Q20	1Q21
Net cash used in operating activities	362.5	(89.2)
(-) Adjustments in Operating Activities:		
Accounts receivable from card issuers ²	(1,534.7)	(978.1)
Accounts payable to clients ²	1,327.8	1,115.8
Interest income received, net of costs ³	(349.5)	(318.8)
Loans held for sale ⁴	183.8	347.0
Purchases of property and equipment	(90.2)	(334.4)
Purchases and development of intangible assets	(22.0)	(42.1)
Adjusted free cash flow ¹	(122.3)	(299.8)

1) Adjusted free cash flow is a non-IFRS financial measure.

2) Each “Accounts Payable to Clients” recognized as a liability on our balance sheet is directly linked to an “Accounts Receivable from Card Issuers” recognized as an asset on our balance sheet. The Company receives from issuing banks first, and only then pays its clients, thus having no working capital requirement. When a client opts to be paid early (prepayment), the Company has a working capital requirement. However, the Company has the option to sell the receivables from card issuers related to those payables in order to meet such working capital requirements. The combined effect to the cash flows is a positive operational cash flow equivalent to net fees earned by providing such prepayment service. Whenever management opts to fund its prepayment operation with sources other than the sale of its own receivables, Net Cash Provided by/ (Used in) Operating Activities may be affected, as discussed in “Note on the impact of different funding sources in operating and financing cash flows” in our 2020 Earnings Release. However, management does not view such decision as translating into higher or lower ability of our business to generate cash operationally.

3) Financial income from our prepayment activity, less the financial expenses related to the sale of receivables to financial institutions. The first item directly influences the level of accounts payable to clients on our balance sheet; the second item directly influences the amount of receivables from card issuers on our balance sheet.

4) Besides prepayment, the Company has started to offer credit solutions to clients. The Company intends to fund its credit operation primarily through third parties (i.e. FIDC and debt), as well as with some Company cash. Given the operational nature of our credit business, like in the case of prepayment mentioned above, management does not view related funding decision as translating in to higher or lower ability of our business to generate cash operationally.

Key Messages Regarding 1Q21

1

1Q21 was marked by strong growth in the core, despite short term impacts from covid. Recent TPV performance in SMBs and examples of economic comeback in countries where vaccination is more advanced have led us to make an **informed decision to be ready for recovery by investing in growth.**

2

The **strong signs of traction and engagement of current users of our ABC platform**, coupled with digitization trend, have encouraged us to continue **evolving our solutions to create a unified Financial Operating System for SMBs, online and offline.**

3

We are encouraged with the **increased breadth of our brick-and-mortar software solutions** as well as the steps we have taken in **helping our clients go digital** and with how the Linx acquisition will enhance our ecosystem.

4

We are confident with the continued evolution of our business in 2021, both in terms of our growth and our team's ability to deliver a strong value proposition to our clients.

2021 Outlook (ex-Linx)

Active Client Base – Payments

- Between **1.4mm** and **1.5mm** clients

Take-Rate¹

- Between **1.85%** and **2.00%**

Active Client Base – Payments *(Ex-TON)*

- Approximately **950k** clients

Revenue Growth

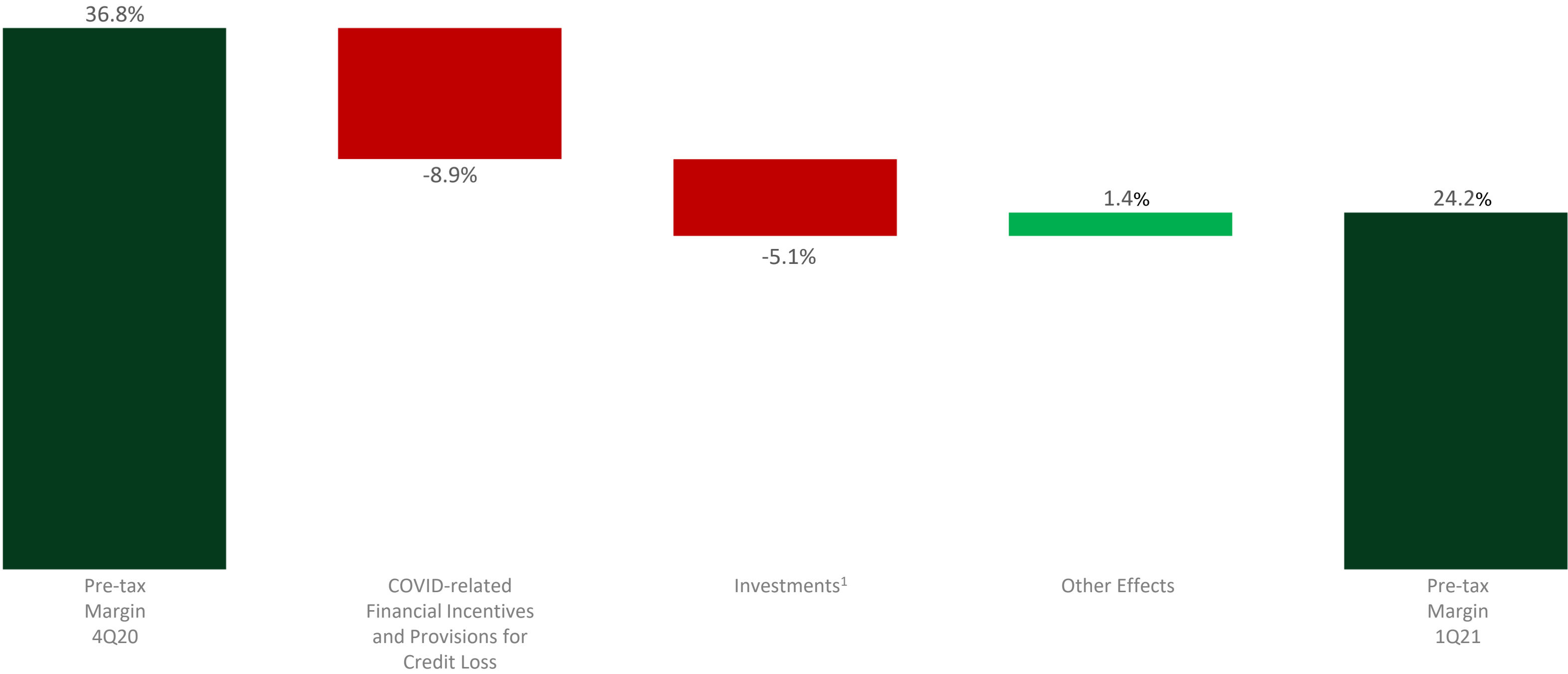
- **Significant acceleration** from 2020 growth level

Note: All guidance figures exclude: (i) any effect on cost or expense related to the Inter transaction (e.g. financial expense), (ii) any Linx figures.

1) Ex-Coronavoucher.



Appendix – Pre-tax Margin Bridge



1) Includes investments in (i) hiring of salespeople, customer support, logistics and technology people, (ii) marketing investments, (iii) investments in new businesses, including banking, TON and software companies.

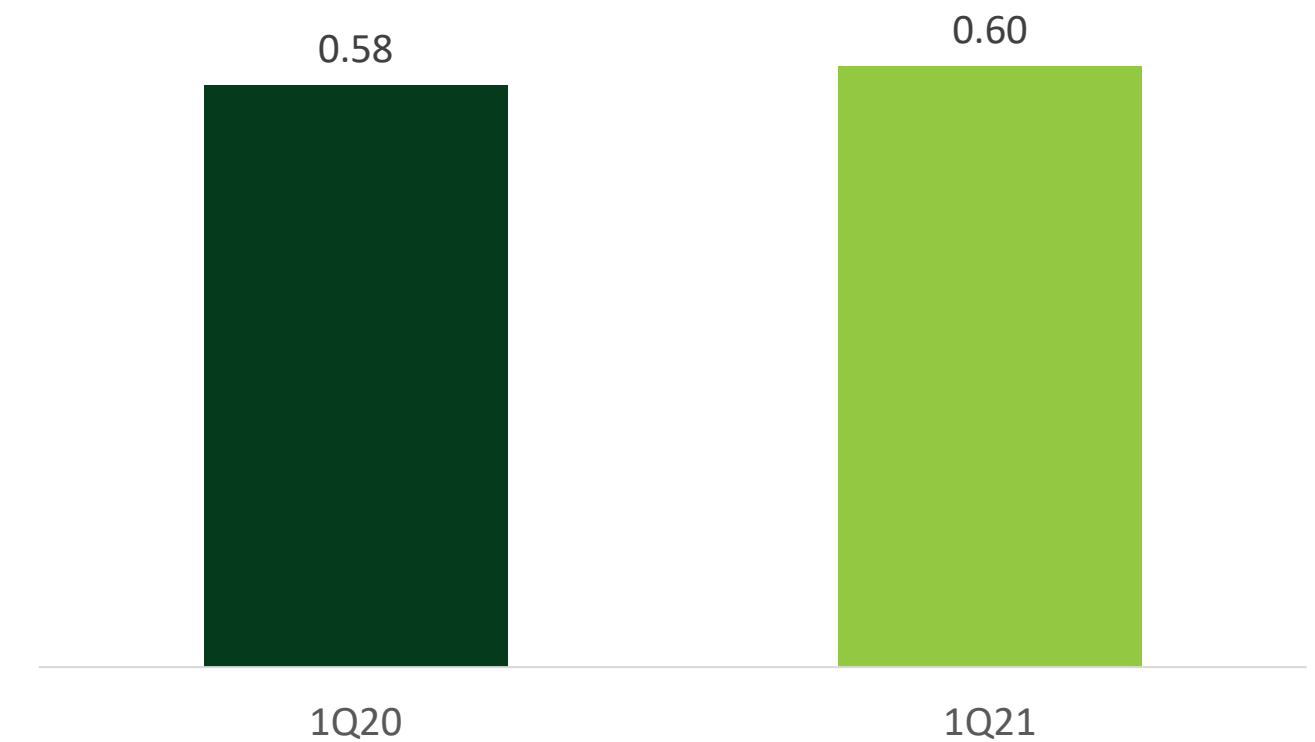


Appendix – Adjusted Net Income Reconciliation and EPS (Non-IFRS)

R\$ in millions	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21
Net income for the period	24.7	63.0	90.4	127.1	177.0	171.9	191.3	264.0	158.6	123.6	249.1	306.1	158.3
Share-based compensation expenses ¹	0.0	0.0	24.8	36.0	10.1	28.4	11.2	14.6	2.1	37.8	30.8	50.0	20.7
Amortization of fair value adjustment ²	2.7	2.8	2.8	4.3	3.8	4.3	4.6	4.6	3.4	3.4	6.9	3.5	6.9
Gain on previously held interest in associate ³	0.0	0.0	(21.4)	0.0	0.0	0.0	0.0	0.0	0.0	(3.0)	0.0	0.0	0.0
One-time impairment charges ⁴	0.0	8.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses ⁵	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(1.7)	0.0	1.7	13.5	15.6	10.0
Tax effect on adjustments	(0.9)	(3.1)	(7.3)	(11.5)	(4.6)	(10.5)	(5.3)	(6.4)	(1.8)	(13.3)	(12.5)	(17.4)	(8.5)
Adjusted net income	26.5	71.1	89.3	155.9	186.3	194.0	201.9	275.0	162.3	150.3	287.9	357.8	187.4

Diluted Adjusted EPS⁶

(R\$ per share)



1) Consists of expenses related to the vesting of one-time pre-IPO pool of share-based compensation.

2) On intangibles related to acquisitions. Consists of expenses resulting from the amortization of the fair value adjustment on intangible assets and property and equipment as a result of the application of the acquisition method, a significant portion of which relate to the EdB acquisition.

3) Consists of the gain on re-measurement of our previously held equity interest in Equals (3Q18) and Linked (2Q20) to fair value upon the date control was acquired.

4) Consists of (i) impairment charges associated with certain processing system intangible assets acquired in the EdB acquisition that we no longer use, in an amount of R\$6.4 million in 2Q18 and (ii) impairment associated with improvements made to certain leased office space upon the termination of the lease, in an amount of R\$2.0 million for 2Q18.

5) Consists of the fair value adjustment related to associates call option, M&A expenses and earn-out interests related to acquisitions.

6) Calculated as Adjusted Net Income attributable to owners of the parent (Adjusted Net Income reduced by Net Income attributable to Non-Controlling interest) divided by diluted number of shares (figures available in the Earnings Release). Adjustments consider share-based compensation expenses and amortization of fair value adjustments, in line with previous disclosures.

stone^{co.}

