



2023

Company Presentation

stone<sup>co.</sup>



## A **Powerful & Differentiated** Commerce-Driving Technology Platform for Brazilian merchants...

Welcome to  
**stone**<sup>co.</sup>



### LTM Results<sup>1</sup>

Total Processed Volume

R\$ **384**bn

Net Revenue

R\$ **10.9**bn

Adjusted Net Income

R\$ **871**mn

### Active Clients

Payments<sup>2</sup>

**3.0**mn

Banking<sup>3</sup>

**1.7**mn

Software<sup>4</sup>

**+150**k

... Empowering Clients to **Better Manage and Grow their Businesses**

1) LTM as of June 30, 2023.

2) Active client in payments refers to merchants that have completed at least one electronic card transaction with us within the preceding 90 days for "Stone" product and 12 months for "TON" product, excluding client overlaps between brands. Does not include clients that exclusively use TapTon.

3) Clients who have transacted at least R\$1 in the past 30 days.

4) Does not consider Pinpag and Delivery Much which are in the non-allocated business segment and MLabs.



# Our Journey

2012

Expansion Phase

Today

Future

Our Foundation



Revolutionized SMB Services



Expanded to Micro Merchants



A leading player in Payments and POS/ERP

11%

Market Share in Payments

Acquired Brazil's #1 Retail Software

With a Broad Suite of Solutions



Unified Commerce Value Proposition



We Disrupted payments in Brazil

Modern Technology  
Differentiated Sales  
Superior Service

We entered an attractive underserved market segment

Underserved Merchants  
Difficult to Reach  
Large Profit Pool

Leveraging the strength of our SMB platform

Completely Digital  
Low Cost-to-Serve  
Attractive Pricing

A leading payments disruptor for Brazilian MSMBs<sup>1</sup>

Leading Market Share  
Best product-market fit  
Targeted offerings for specific client segments

Added financial services  
+ Banking & Credit

Expanded Software Solutions  
POS/ERP for multiple verticals and segments

End-to-End value proposition for MSMBs

Scalable Platform  
Massive Distribution  
Local Support  
Integrated Solutions adapted to the needs of each segment

1) Micro, Small and Medium Businesses

# There is a big opportunity in our Target Markets

## Stone is Uniquely Positioned to Monetize Commerce Across the Spectrum



<sup>1)</sup> Considers internal estimates of our Serviceable Available Market ("SAM") for each of our segments as of December/22. Considers revenue net of funding costs for all segments and net of provision for losses for Credit.



# Our **Advantaged Distribution**

Reach **5,500+** Cities Across Brazil with Optimal Distribution For Each Client Type



## Digital Channels

### Inside Sales

Leads Managed by  
Inside Sales Team

### Self Service

Online Traffic to  
our Websites

**Driven by  
Marketing**



## Hyper Local Sales

### Hubs

Proprietary Sales & Services 'Offices'  
with over 2k feet-on-the-street agents

### Franchises

Co-Owned or Licensed Organizations  
Who Sell Stone Financial Services or  
Software Solutions

**Proximity to Clients**



## Strategic Partners

### ISVs

Software Providers Who Integrate &  
Cross-Sell Stone Payments Solutions

### Member-Get-Member

Independent Sales Organizations or  
Individuals Who Refer and Sell Certain  
Solutions

**Incentivized by  
Commissions**



# Our **Superior Client Service**

Best Responsiveness & Issue Resolution Accuracy

## Highly Trained Agents

Powered by our data-driven customer issue resolution platform

# 90%

Clients Calls Rated  
"Excellent"

## Best in Class Service

Customer-centric service model empowered by A.I. and technology

# 8.9

Reclame AQUI Score <sup>1</sup>  
**Consistent Leadership since 2017**



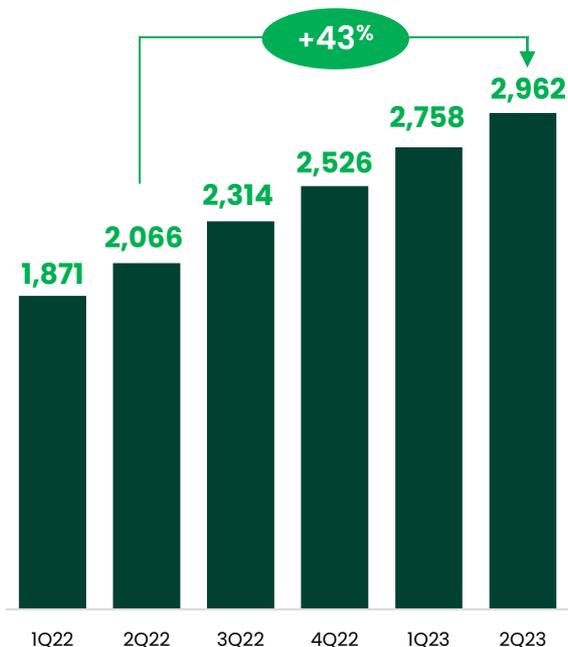
1) Customer satisfaction rating by Reclame AQUI. Considers average of scores of TON and Stone (Dec. 22).



# Reaching More Clients

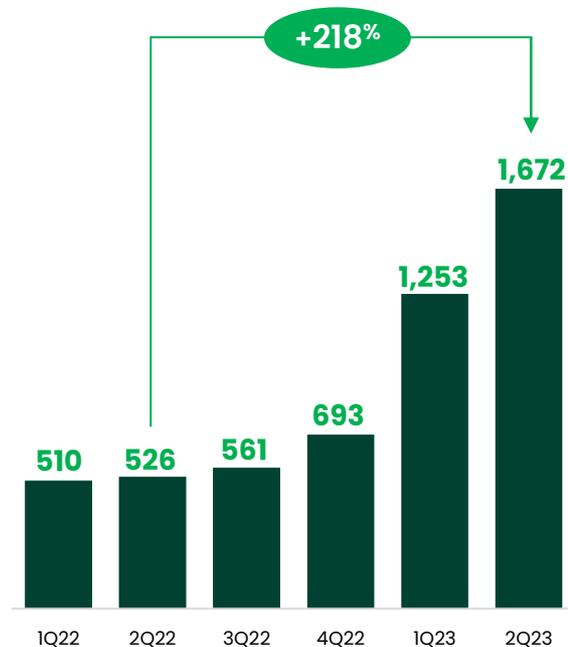
## MSMB Payment Client Base<sup>1</sup>

MSMB Payments Total Active Clients ('000)



## MSMB Banking Client Base<sup>2</sup>

MSMB Banking Total Active Clients ('000)



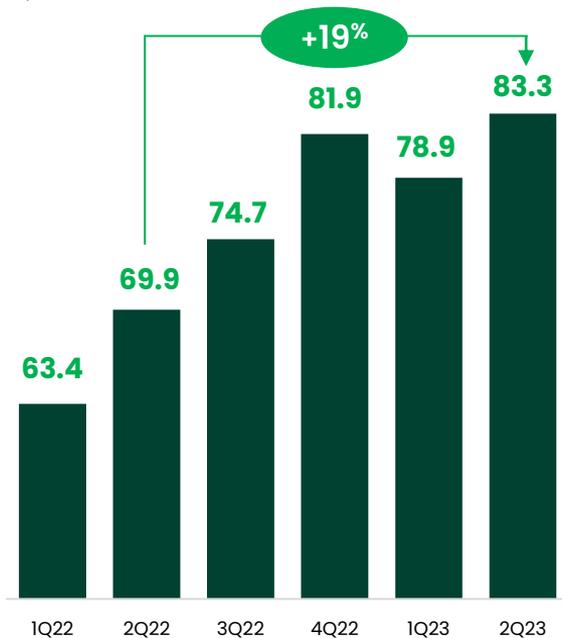
- 1) Active client in payments refer to merchants that have completed at least one electronic card transaction with us within the preceding 90 days for "Stone" product and 12 months for "TON" product, excluding client overlaps between brands. Does not include clients that exclusively use TapTon.
- 2) Clients who have transacted at least R\$1 in the past 30 days.



# Growing above industry while improving monetization

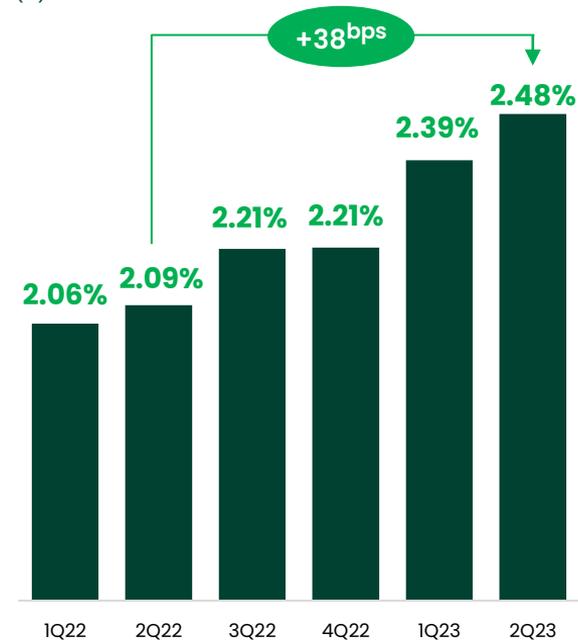
## TPV MSMB

R\$ in Billions



## Take rate MSMB

(%)

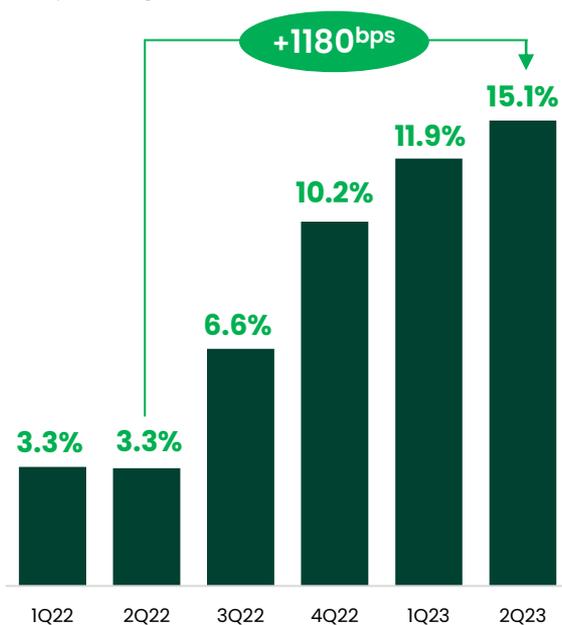




# Improving profitability

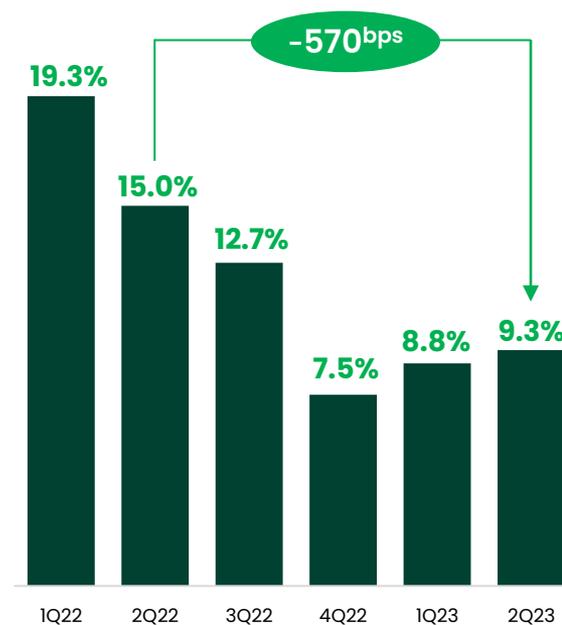
## Adj. EBT Margin

as a percentage of Revenue (%)



## CAPEX LTM

as a percentage of Revenue LTM (%)

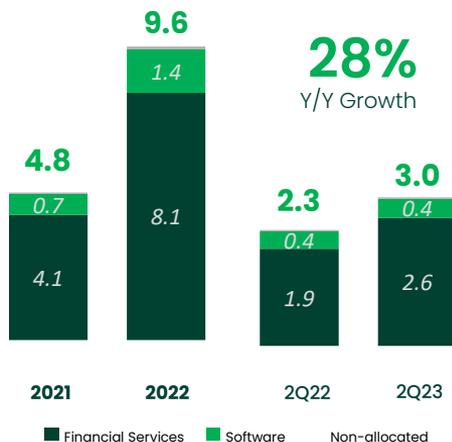




# Balancing Profitability & Growth

## Total Revenue

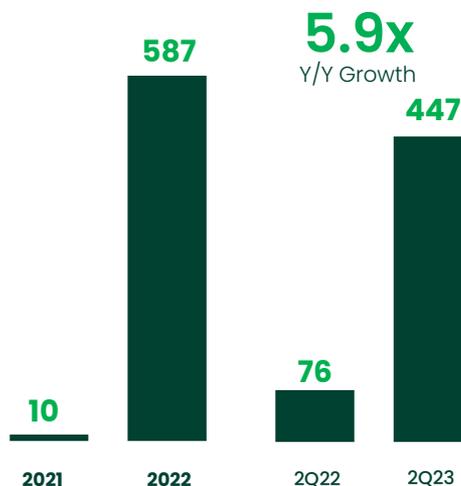
R\$ in Billions



**Strong  
Growth**

## Adjusted EBT<sup>1</sup>

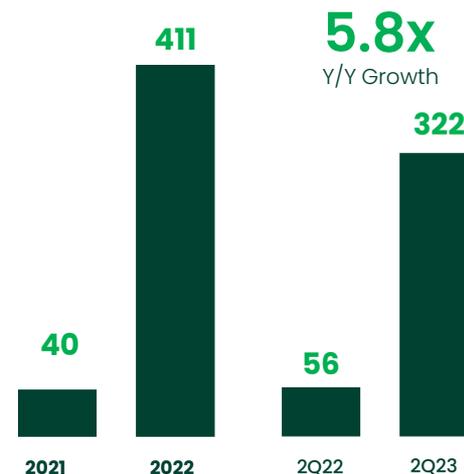
R\$ in Millions



**Increasing  
Profitability**

## Adjusted Net Income<sup>1</sup>

R\$ in Millions



**Improving  
Earnings**

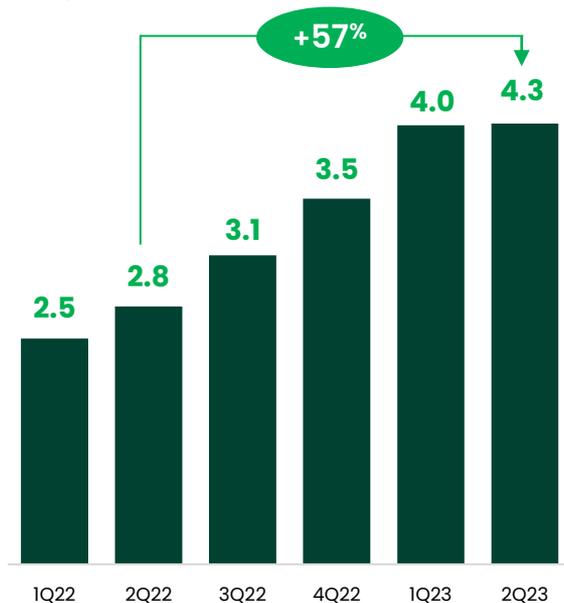
(1) Our adjusted numbers no longer includes the financial expenses related to our bond and expenses related to share-based compensation. Those changes may affect the comparability of our adjusted results between different quarters. For that reason, our Adjusted P&L metrics are presented on a comparable basis, not adjusting for both the financial expenses related to our bond and share-based compensation expenses, according to our current adjustment criteria, unless otherwise noted. Please refer to our earnings release for historical metrics with and without share-based compensation adjustments.



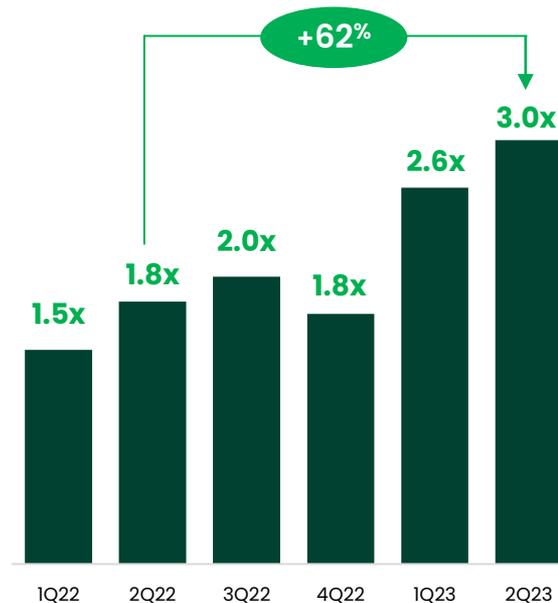
# Strong Cash Generation and Balance Sheet

## Adjusted Net Cash<sup>1</sup> Position

R\$ Billion



## Cash/Short-Term Debt Ratio<sup>2</sup>



(1) Adjusted Net Cash is a non-IFRS financial metric and consists of the following items: (i) Adjusted Cash: Cash and cash equivalents, Short-term investments, Accounts receivable from card issuers, Financial assets from banking solution and Derivative financial instrument; minus (ii) Adjusted Debt: Obligations with banking customers, Accounts payable to clients, Loans and financing, Obligations to FIDC quota holders and Derivative financial instrument. Please refer to our earnings release for historical metrics.

(2) Cash considers the sum of Cash & cash equivalents and short-term investments, while Short-term debt considers the sum of loans and financing and obligations to FIDC senior quota holders.



2023

Thank  
You.

stone<sup>co.</sup>



# Our Team

We have enhanced our team and brought new capabilities over the last year



**André Monteiro**  
Risk



**Gregor Ilg**  
Credit



**João Bernartt**  
Product and  
Technology



**Marcus Fontoura**  
Tech engineering



**Mateus Scherer**  
Finance



**Pedro Zinner**  
Management & Leadership in  
strategy, risk and finance



**Rodrigo Cury**  
Banking



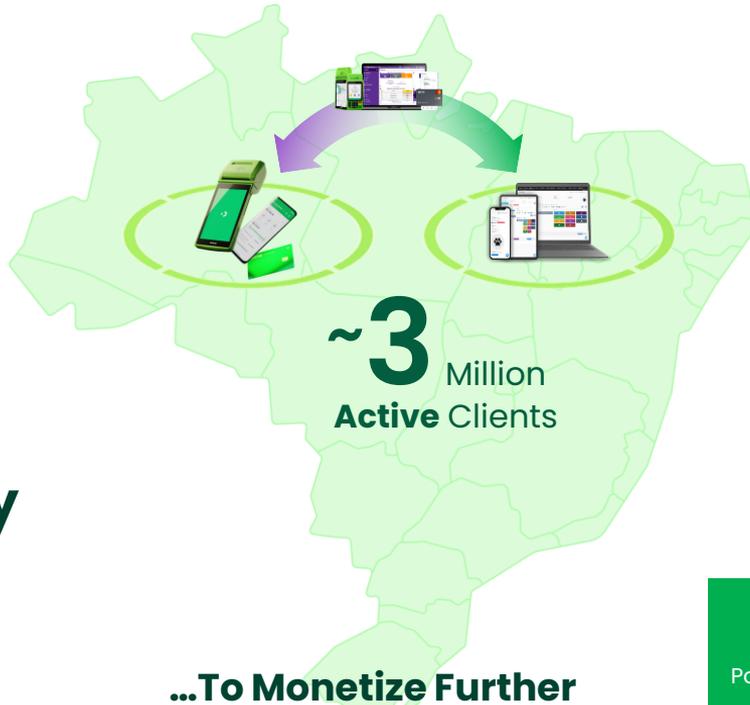
**Sandro Bassilli**  
People and  
Management



**Tatiana Malamud**  
Legal and  
Compliance

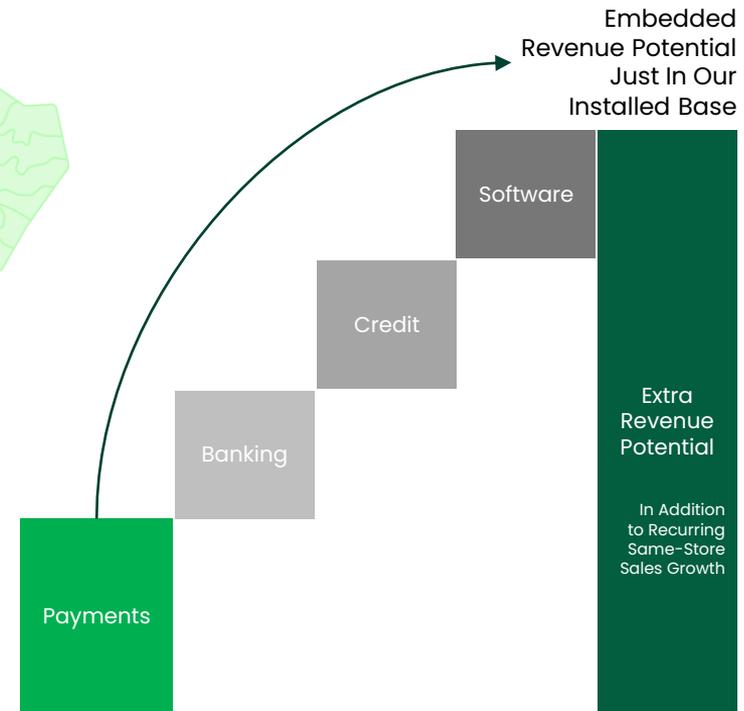


We Have a Huge  
Installed Base of Clients...



A Massive  
Embedded  
Growth  
Opportunity

...To Monetize Further  
By Offering Our  
Full Suite of Products



Illustrative ARPAC Evolution

1) "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 and clients that exclusively use TapTon.  
 2) Clients who have transacted at least R\$1 in the past 30 days.