



singia

1Q20 Results

Webcast 13 May • 10am (NY)

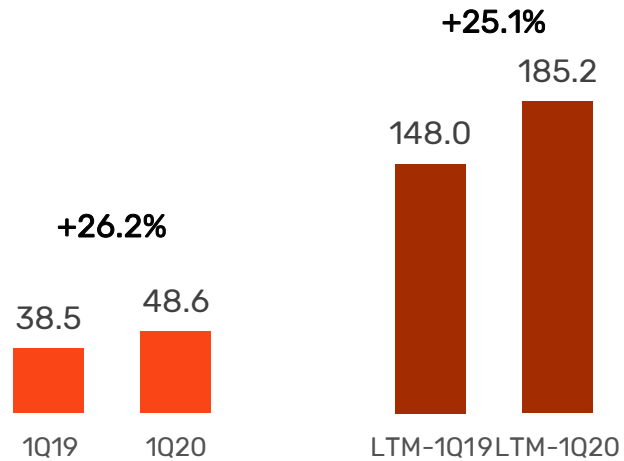
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Record net revenues and Recurring Revenues

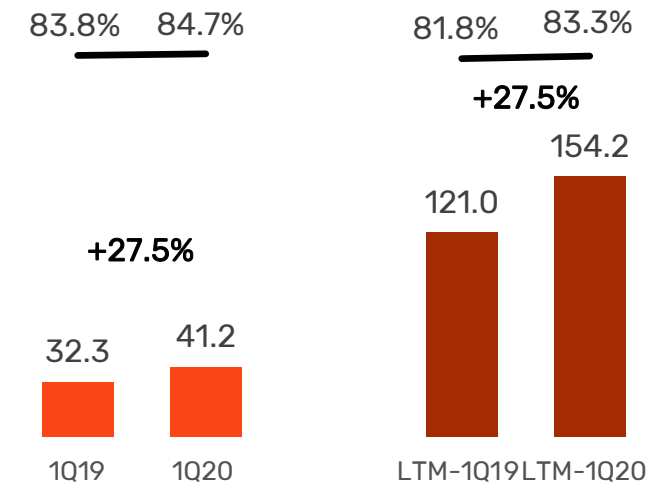
Net Revenues

1Q20: Record-high, for the good performance of the Software unit



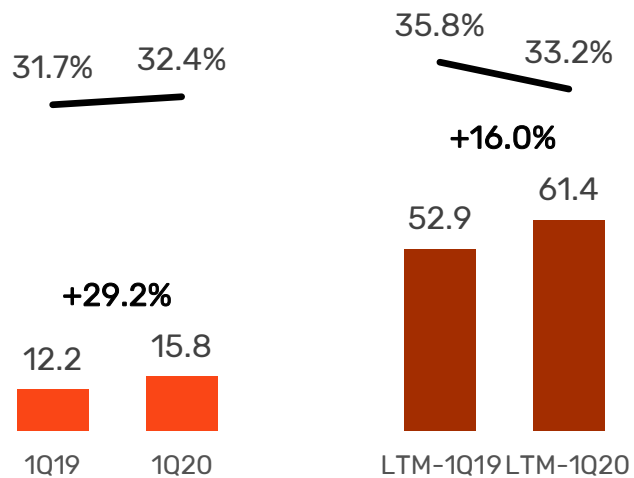
Recurring Revenues

1Q20: Record-high, mainly due to the R\$ 8.1 MM increase in Software Subscription, reaching the highest % in history



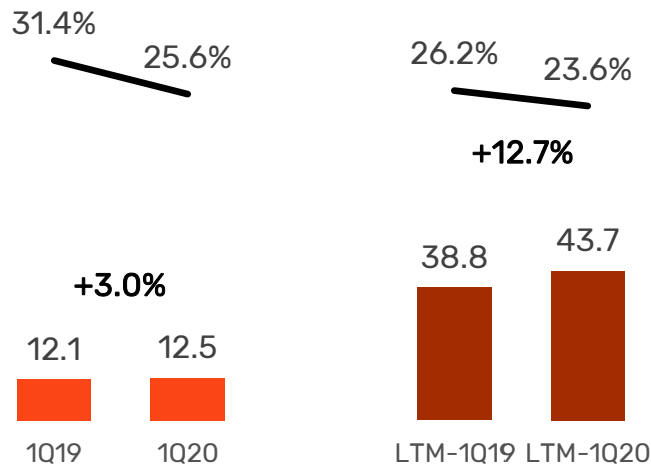
Gross Profit

1Q20: Increase with the contribution of the 4 acquisitions of 2019



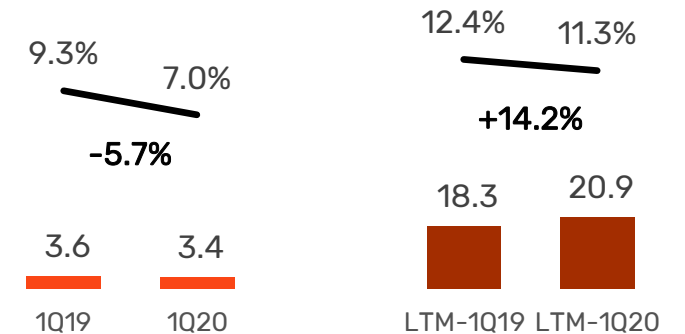
General and administrative expenses

1Q20: Reduction in the percentage of net revenues with synergies from acquisitions

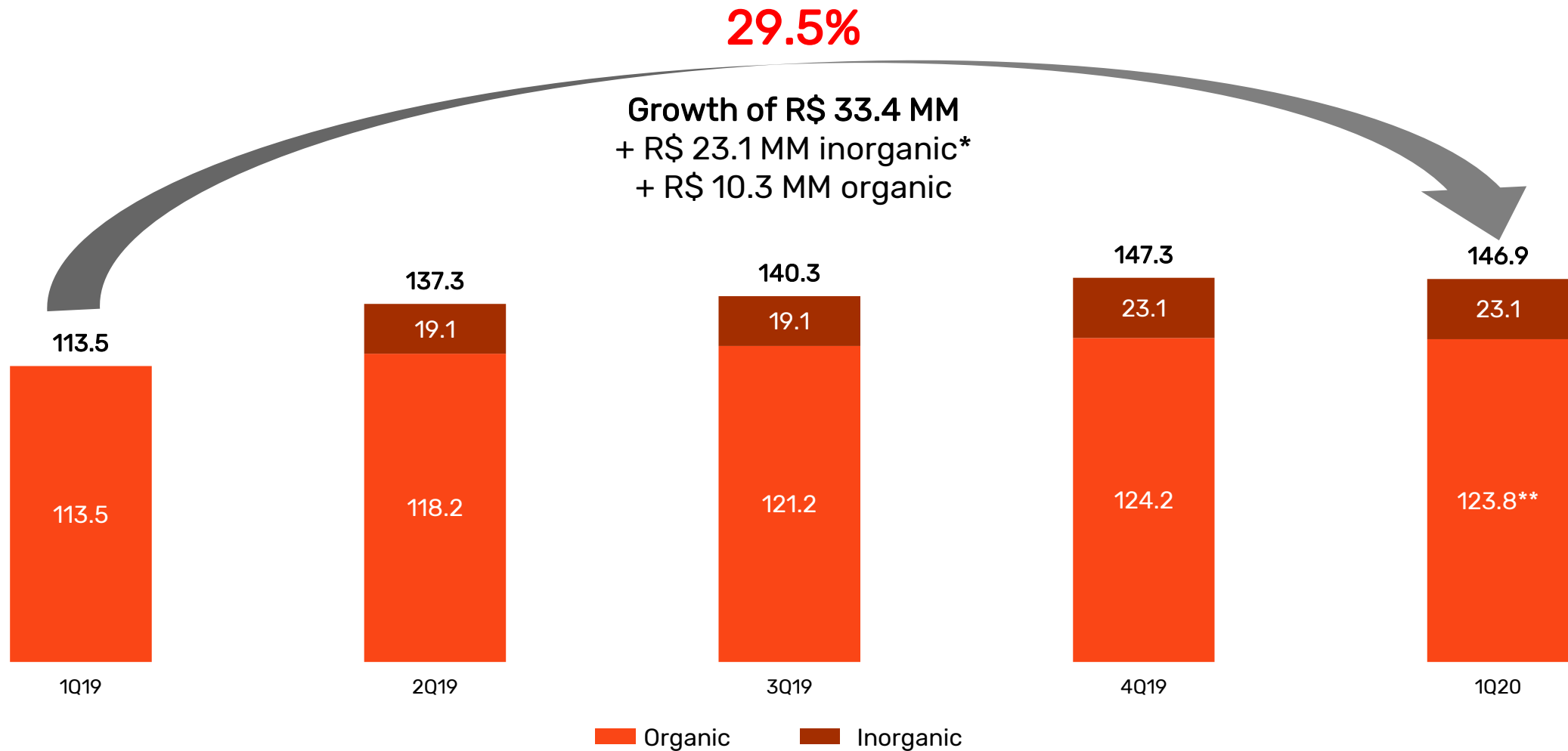


Adjusted EBITDA

1Q20: Drop of R\$ 0.2 million related to the reduction in gross profit from Services



Portfolio of Recurring Contracts (R\$ MM)

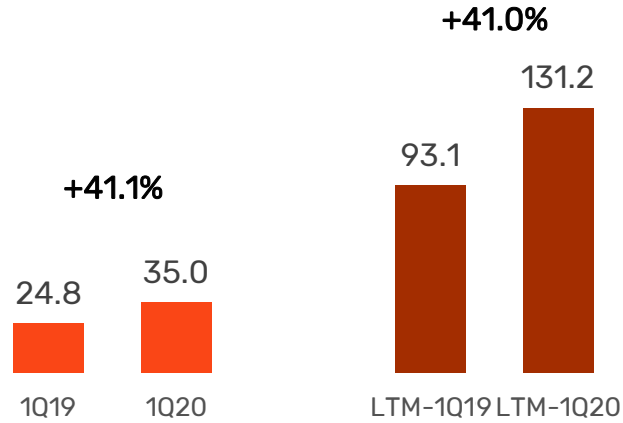




Software Unity (72%)

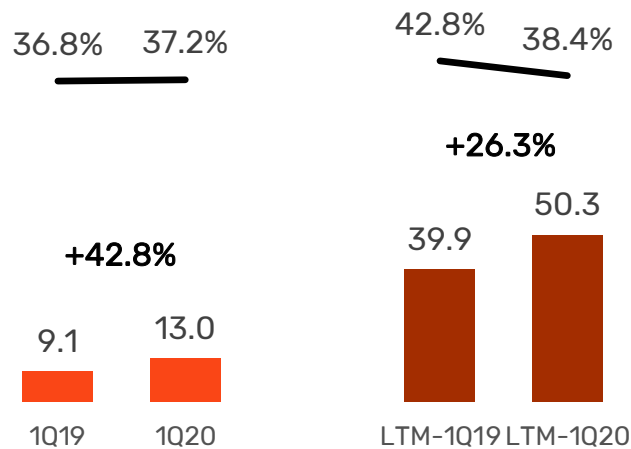
Net Revenues

1Q20: Record-high, with growth of R\$ 10.2 MM, of which R\$ 8.1 MM in Subscription and R\$ 2.1 MM in Implementation



Gross Profit

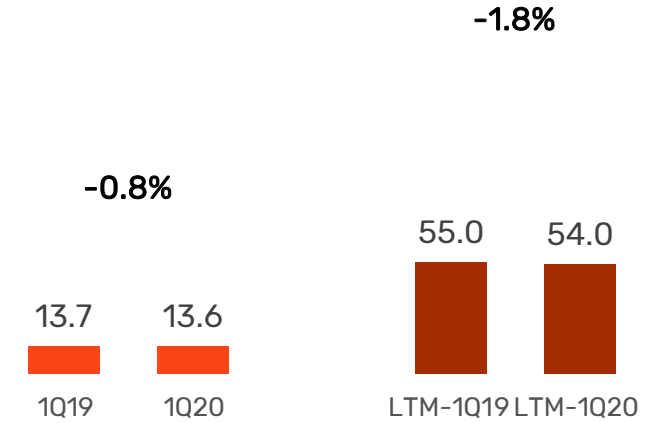
1Q20: Growth of R\$ 3.9 MM, despite the R\$ 2.9 MM increase in implementation costs, from R\$ 2.7 MM in 1Q19 to R\$ 5.6 MM in 1Q20



Services Unity (28%)

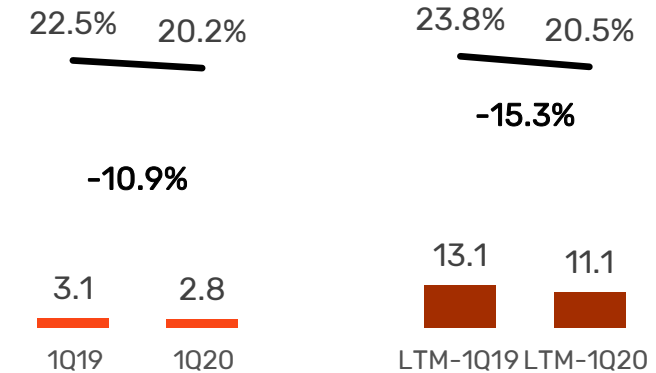
Net Revenues

1Q20: Stability, with variation of R\$ 0.1 MM, with growth of R\$ 0.8 MM in Outsourcing and reduction of R\$ 0.9 MM in Projects



Gross Profit

1Q20: Reduction of R\$ 0.3 MM, related to Projects, which had a reduction in revenue of R\$ 0.9 MM not offset by the cost reduction of R\$ 0.6 MM

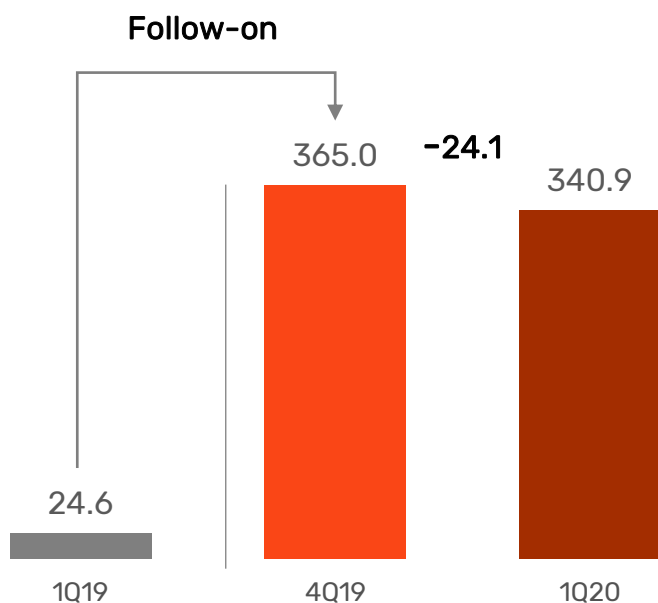




Comfortable financial position to intensify acquisitions

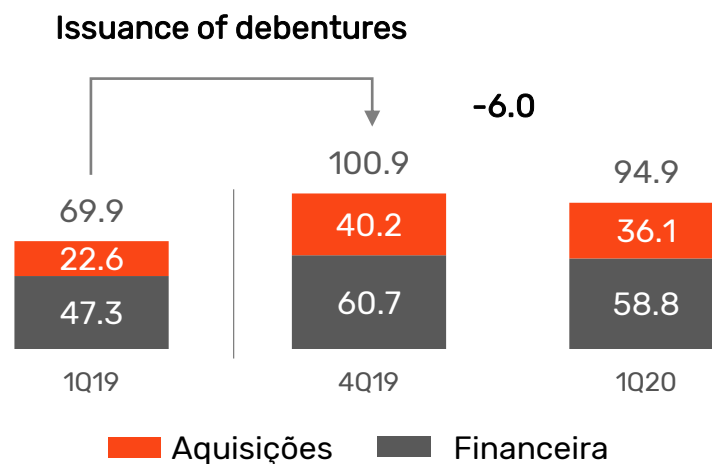
Gross Cash

Reduction related to share repurchases (R\$ 8.3 MM), increase in accounts receivable (R\$ 8.1 MM) and amortization of acquisitions and financial debt (R\$ 6.1 MM)



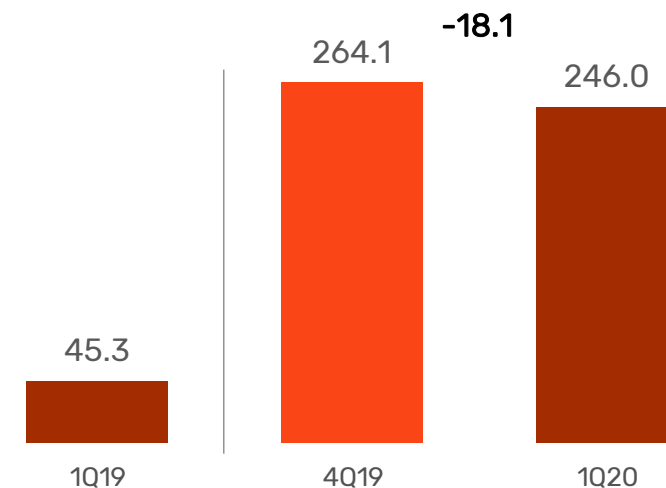
Gross Debt

Reduction related to amortization of acquisitions (R\$ 4.1 MM) and financial debt (R\$ 1.9 MM)



Net Cash

The Company remains capitalized to finance the consolidation plan



Final message

1) Business challenges

Crisis caused a retraction in sales at the end of 1Q20, with an effect on the growth rate of the Contract Portfolio; however, there are signs of a gradual resumption

2) Operational challenges

Important progress in the delivery of deployments, allowing R\$ 4.0 MM to grow in Subscription revenues and reducing the “queue”, favoring the post-crisis

3) M&A Strategy

Adoption of a more conservative posture and slower execution in the short term, without jeopardizing the long-term plan





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Recent events

Small Caps Index Entry

Impacts:

Greater liquidity and visibility for the Company
Growth potential of the shareholder base

Other index:

IGC, IGC-NM, IGCT, ITAG, IBrA

BNDES line discharge

Objective:

Reduce the Company's cost of capital

Cost:

TJLP + 2.0%

Residual balance:

R\$ 7.1 MM

Partnership with Darwin Startups

Objective:

Discover, support and invest in Brazilian startups in the areas of finance (Fintechs), insurance (Insurtechs), among others, with the potential to become big businesses

Reconciliations

Table 1 - Reconciliation of EBITDA and Adjusted EBITDA

(R\$ '000)	1Q20	1Q19	Change 1Q20/1Q19	4Q19	Change 1Q20/4Q19	LTM-1Q20	LTM-1Q19	Change LTM
Net Income	443	(2,341)	-	193	129.5%	(1,796)	2,84	-
(+) Income tax/social contribution	(784)	(1,658)	-52.7%	(1,477)	-46.9%	(2,257)	1,240	-
(+) Financial result	(933)	1,285	-	(316)	195.3%	3,217	2,381	35.1%
(+) Depreciation/amort.	4,596	2,837	62.0%	5,376	-14.5%	17,133	8,318	106.0%
EBITDA	3,322	123	-	3,776	-12.0%	16,298	14,123	15.4%
(+) Extraordinary expenses - earnout	-	-	-	1,384	-	1,384	3,247	-57.4%
(+) Extraordinary expenses - integration	32	2,619	-98.8%	999	-	1,319	-	-
(+) Extraordinary expenses - new brand	-	244	-	-	-	-	-	-
(+) Extraordinary costs - integration	27	601	-95.5%	248	-89.1%	1,895	677	2
Adjusted EBITDA	3,381	3,587	-5.7%	6,407	-47.2%	20,896	18,298	14.2%
<i>Mg. EBITDA ajust.</i>	<i>7.0%</i>	<i>9.3%</i>	<i>-2.4 p.p.</i>	<i>13.3%</i>	<i>-6.4 p.p.</i>	<i>11.3%</i>	<i>12.4%</i>	<i>-1.1 p.p.</i>

Tabela 2 - Reconciliação do Lucro caixa ajustado

(R\$ '000)	1Q20	1Q19	Change 1Q20/1Q19	4Q19	Change 1Q20/4Q19	LTM-1Q20	LTM- 1Q19	Change LTM
Net income	443	(2,341)	-	193	129.5%	(1,796)	2,184	-
(+) Extraordinary effects	59	3,464	-98.3%	2,631	-97.8%	4,598	4,175	10.1%
Adjusted net income	502	1,123	-55.3%	2,824	-82.2%	2,803	6,359	-55.9%
(+) acquisitions amortization	2,866	1,497	91.4%	3,670	-21.9%	10,725	5,891	82.1%
(+) Def. income tax/Social Contr.	(1,894)	(1,874)	1.1%	(2,860)	-33.8%	(6,325)	(2,719)	132.6%
Adjusted Cash Earnings	1,474	746	97.5%	3,634	-59.4%	7,203	9,531	-24.4%
<i>Adj. CE Margin</i>	<i>3.0%</i>	<i>1.9%</i>	<i>1.1 p.p.</i>	<i>7.6%</i>	<i>-4.5 p.p.</i>	<i>3.9%</i>	<i>6.4%</i>	<i>-2.6 p.p.</i>

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