



Results Presentation

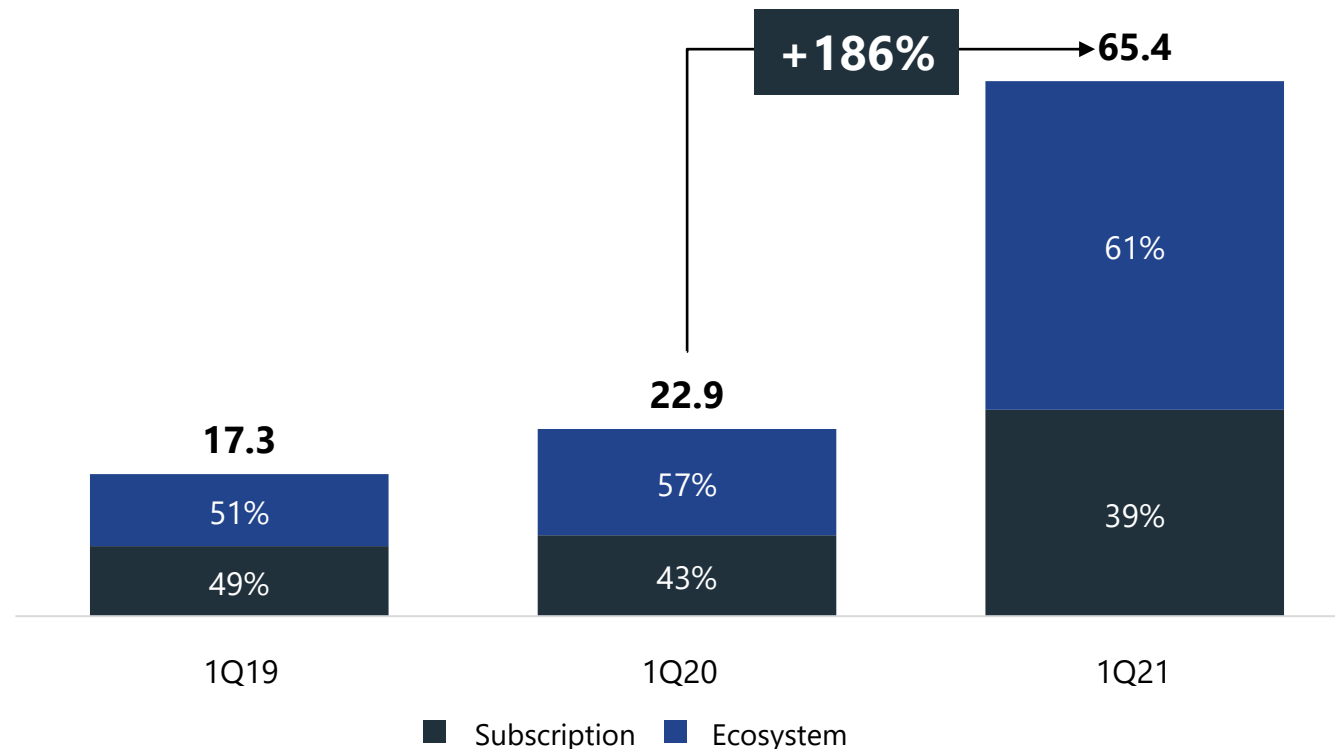
1Q21

- // Growth of **186.0%** in revenue on the Commerce segment:
 - // Subscription revenue: **+154.9%** vs. 1Q20
 - // Ecosystem revenue: **+209.7%** vs. 1Q20
- // **Strong** expansion in the **acquisition of new customers** throughout the quarter, with a record in the Commerce segment:
 - // Increase of **22%** in the customer base between Dec/20 and Mar/21
 - // Growth of **44.4%** in the addition of new stores vs. 4Q20
- // Strong TPV organic growth (**+129.9%** vs. 1Q20)
- // The acquired companies recorded **excellent** performance in 1Q21.
- // Extremely important progress on the **Acquisition** agenda: 5 acquisitions YTD (Bling since the last ER):
 - // Acquired ARR of **R\$172 million** (**+35.2%** of inorganic growth vs. 2020)

Our growth in the Commerce segment

Commerce

R\$ mi



The strong increase was due to substantial growth in the two sources of revenue of the Commerce segment: Platform Subscription Revenue (+154.9%) and Ecosystem Revenue (+209.7%)

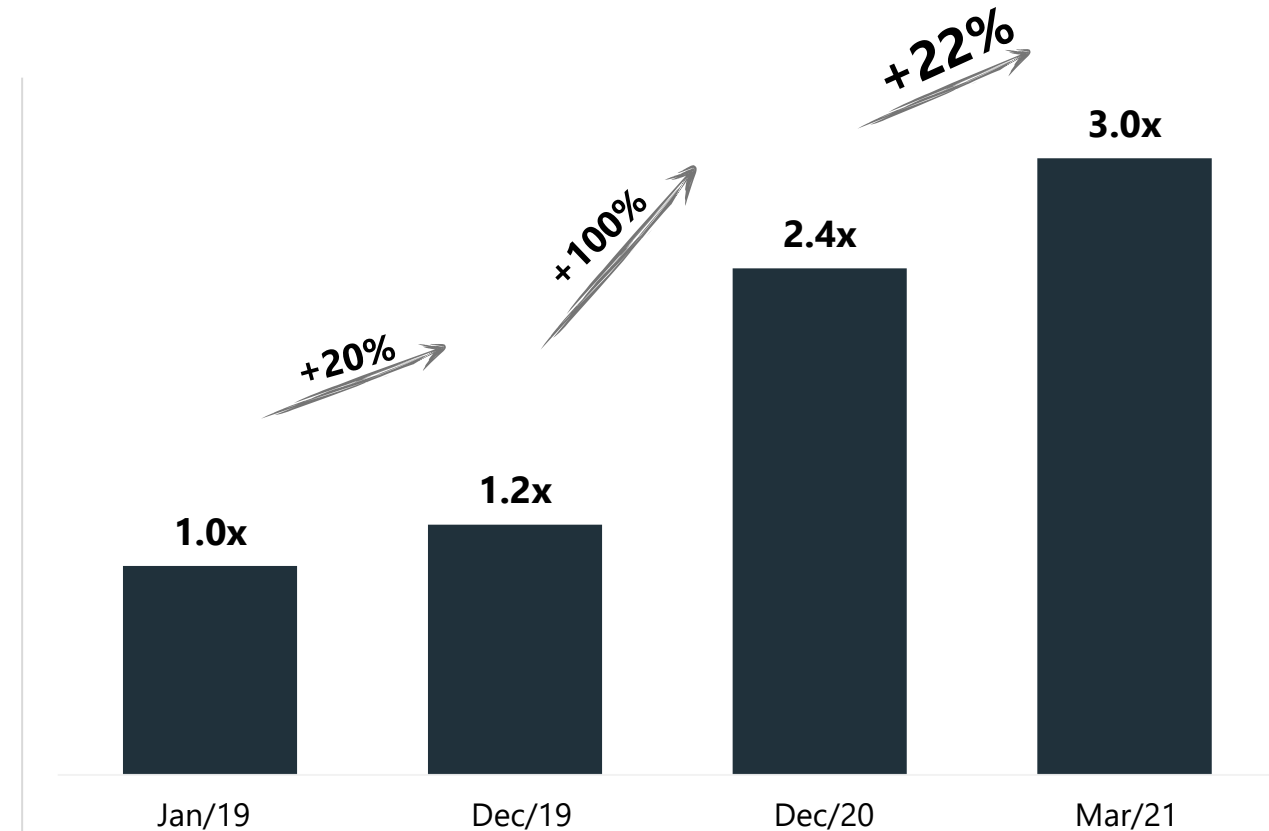
Strong subscriber base growth

// We continued to increase our marketing efforts, with **sustainable growth** in new additions

// Record addition of new stores

// 1Q21 vs 1Q20: **+139.2%**

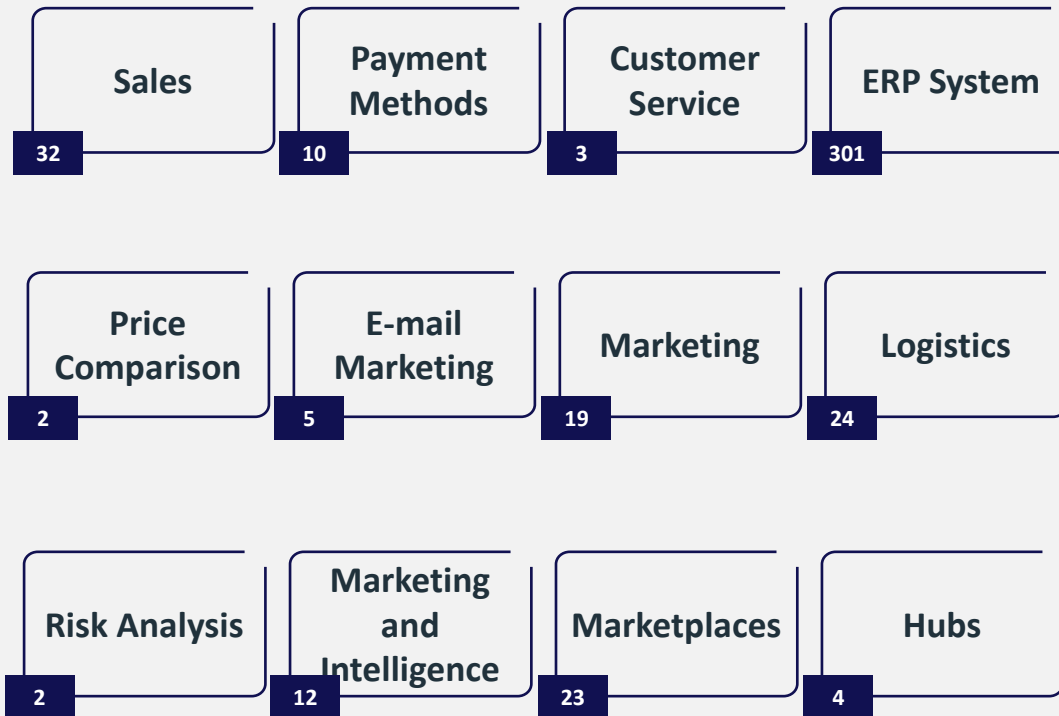
// 1Q21 vs 4Q20: **+44.4%**



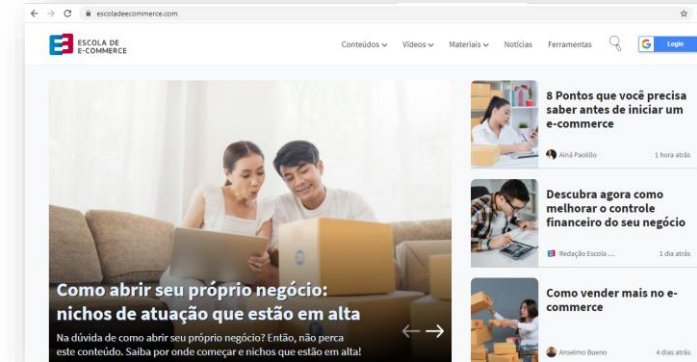
Leads captured in the E-commerce School came to an all-time high in March, more than double the average of the previous year

The most complete and consolidated E-commerce Ecosystem for SMEs in Brazil...

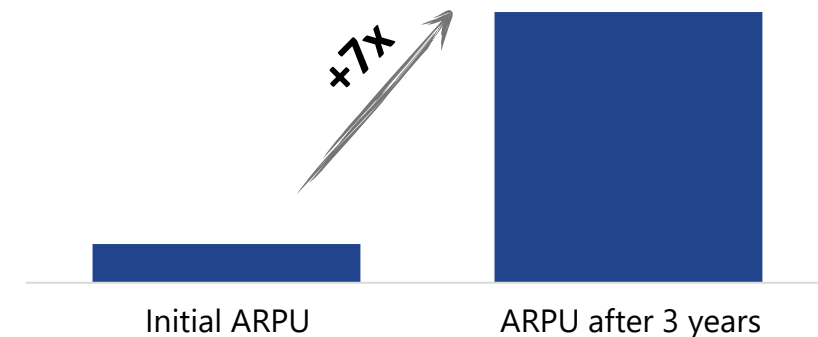
437 integrations

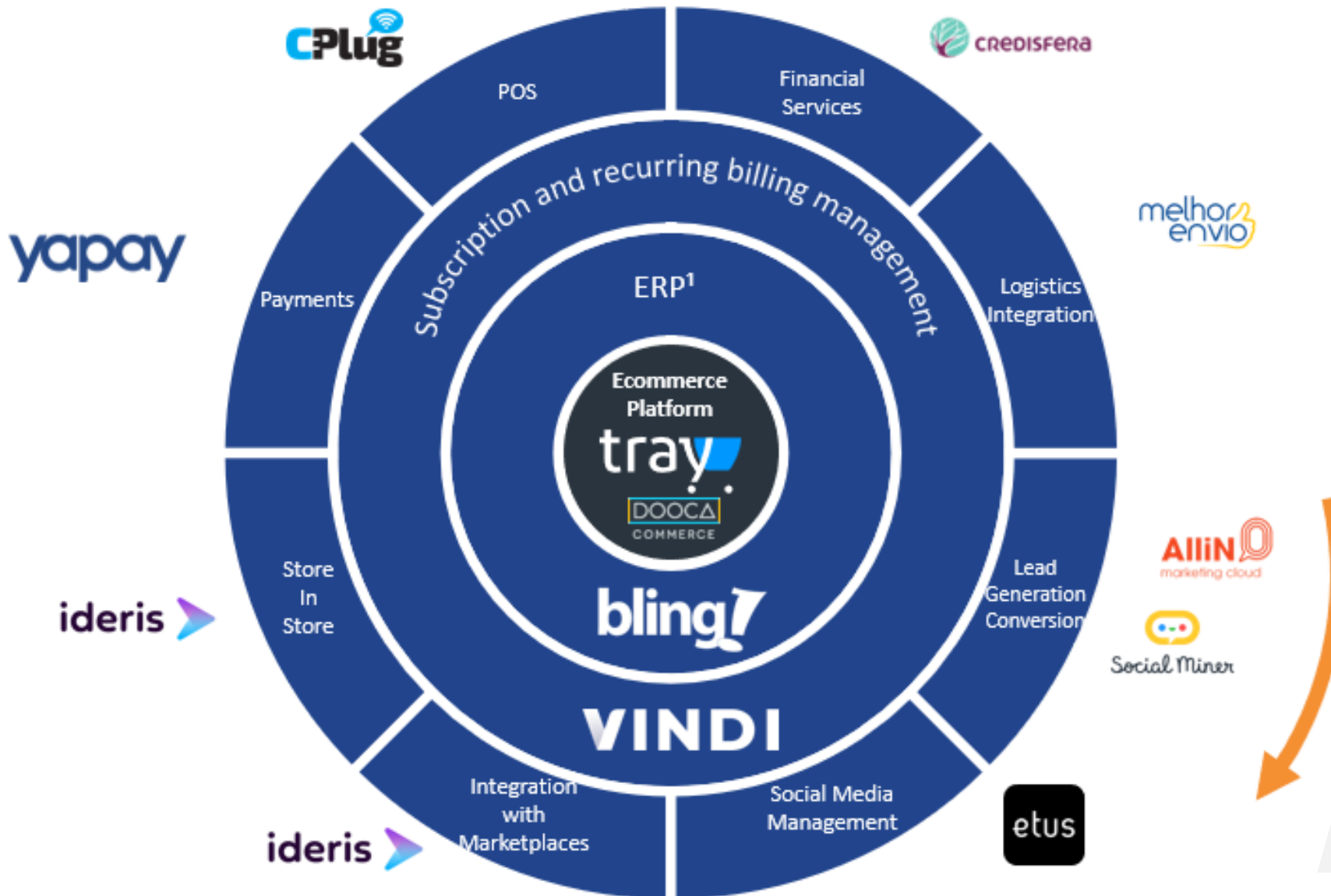


Content – E-commerce School : over 2,000 articles



7x increase in ARPU in 3 years

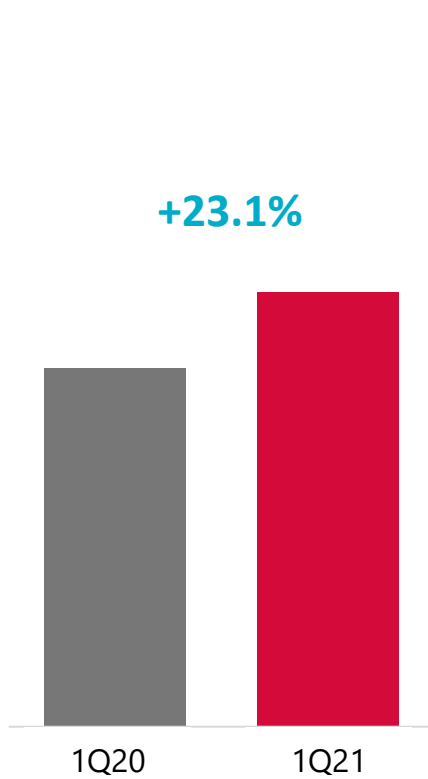




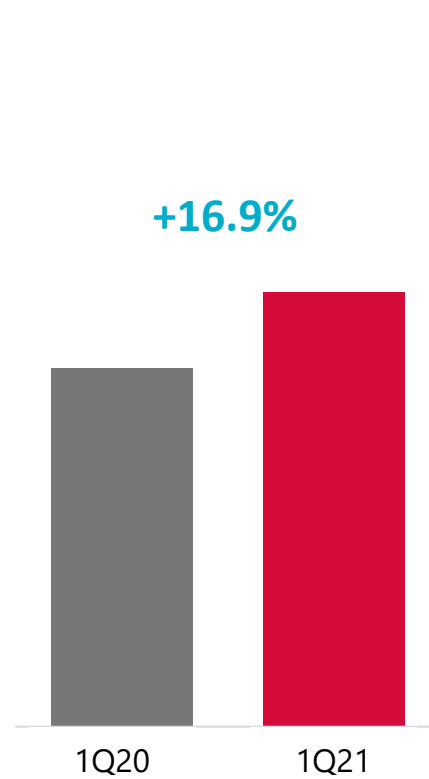
Two important **sources of revenue** that make up the Commerce growth:

- **Subscription** Revenue
- **Ecosystem** Revenue

Booking SMEs

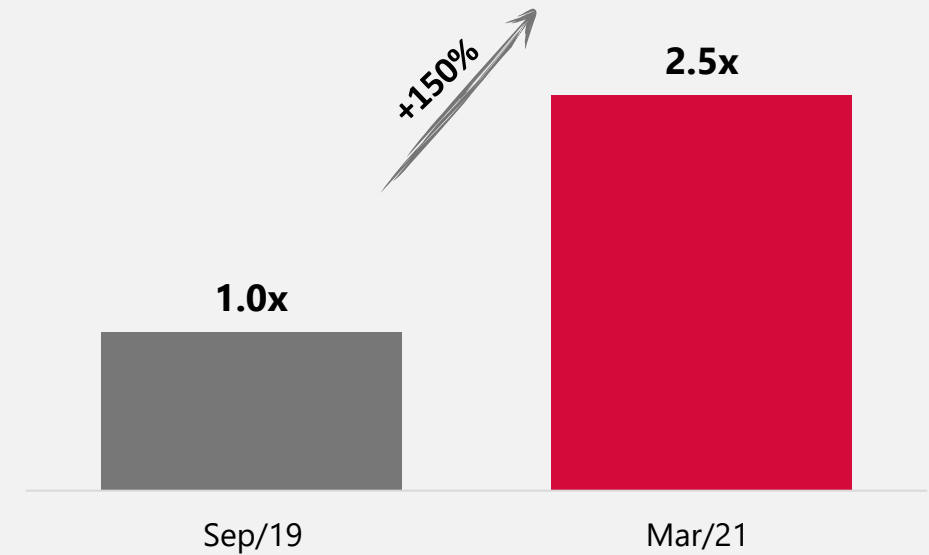


Booking Nextios



DELIVERY DIRETO

// The Delivery Direto customer base has more than doubled since its acquisition in September 2019



SaaS revenue went from 30.3% in 1Q20 to 37.5% in 1Q21 in the BeOnline/SaaS segment

Growth 1Q21 vs. 1Q20

// Due to the **high synergy** of the new operations acquired, our **acquisition model** and our intensive **integration process**, we can already see **substantial** results in many of these operations.

+400%	Labels (“etiquetas”) sent via Melhor Envio	+104%	Increase in the number of Ideris customers
+432%	Increase in the number of Melhor Envio customers	+176%	Growth in Ideris ’ net revenue
+117%	Growth in E-commerce GMV ¹	+59%	Increase in Vindi ’s TPV
+93%	Growth in Samurai ’s revenue	+231%	Growth in Dooça ’s revenue

(1) Ecommerce GMV: sum of GMV of Tray, Ideris and Dooça (pro-forma for 1Q20)

Investments: Consistent M&A strategy

locaweb

Company	Recurring revenue	Cross-Sell and Up-Sell Potential	Retention of founders	Consolidated product	ARR
	✓	✓	✓	✓	R\$12 M
 Social Miner	✓	✓	✓	✓	R\$10 M
	✓	✓	✓	✓	R\$34 M
	✓	✓	✓	✓	R\$7 M
	✓	✓	✓	✓	R\$40 M
	✓	✓	✓	✓	R\$4 M
	✓	✓	✓	✓	N/A
	✓	✓	✓	✓	R\$5 M
	✓	✓	✓	✓	N/A
	✓	✓	✓	✓	R\$60 M

Acquired ARR:
R\$172 M
+35.2%

+

Organic growth of
acquirees

+

Organic growth of
the base operation

Common characteristics that we seek in our acquisitions:



Recurring revenue



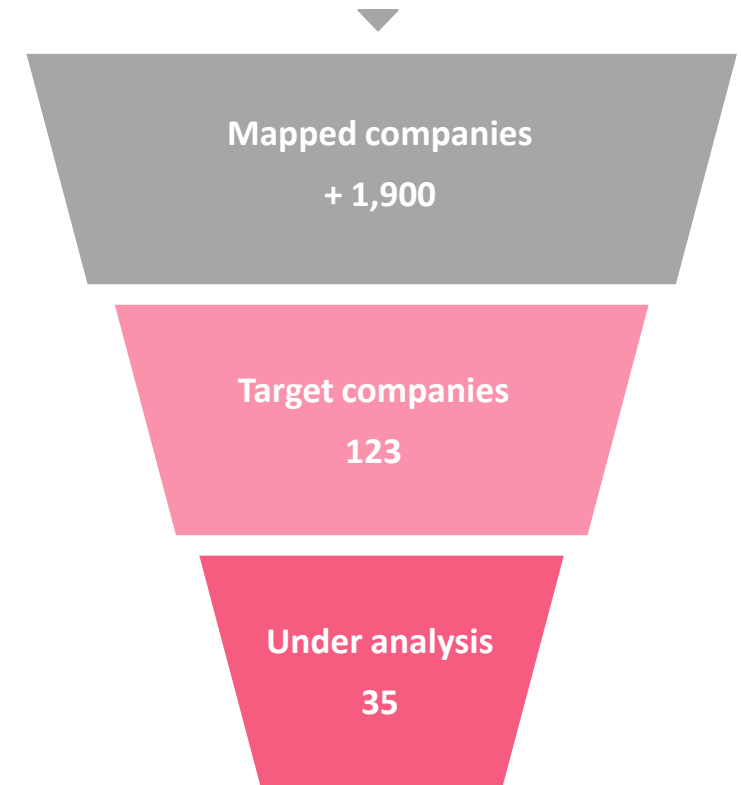
Consolidated products



Cross-Sell and Up-Sell potential/synergy with the ecosystems



Talent retention



**+11 MoUs signed or
under negotiation**

Delivery Direto with Yapay

Integration already running

Vindi with Yapay

Integration already running

Etus with BeOnline/SaaS

Integration already running

Delivery Direto with Cplug

Integration already running

Ideris with Tray Corp

Beta in progress

Etus with Tray

Beta in progress

Melhor Envio with Yapay

Beta in progress

Dooca with Ideris and Melhor Envio

Beta in progress

Social Miner with Tray

Launch in June

Ideris with Tray

Launch in August

Credisfera with Tray

Launch in June

Melhor Envio with Tray

Launch in July

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Results

+53.9%

Net revenue in 1Q21 vs. 1Q20
(R\$160.9 million)

+85.6%

Adjusted EBITDA growth in the
Commerce segment in 1Q21 vs. 1Q20

+186.0%

Net Revenues in the Commerce
segment in 1Q21 vs. 1Q20

+44.8%

Adjusted EBITDA growth in 1Q21
(R\$36.6 million)

+116.6%

E-commerce GMV¹ in 1Q21 vs. 1Q20
pro-forma (R\$4.2 billion)

**R\$14.6
million**

Cash Generation² in 1Q21

+129.9%

Yapay TPV in 1Q21 vs. 1Q20
(R\$565.3 million)

**R\$2,366.5
million**

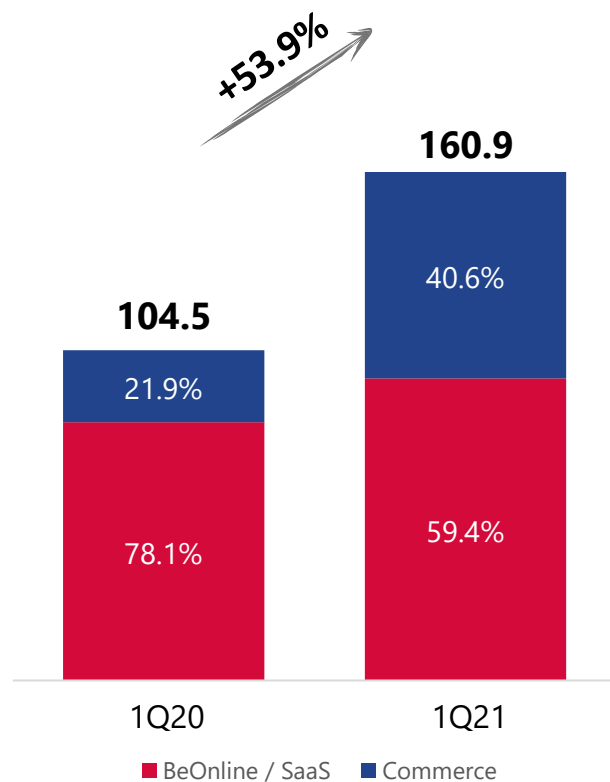
Net cash position³

(1) Ecommerce GMV: sum of GMV of Tray, Ideris and Dooça (pro-forma for 1Q20)
(2) Adjusted EBITDA less CAPEX
(3) Cash plus derivative income less loans and financing (does not include lease liabilities [IFRS 16])

1Q21 Net Income

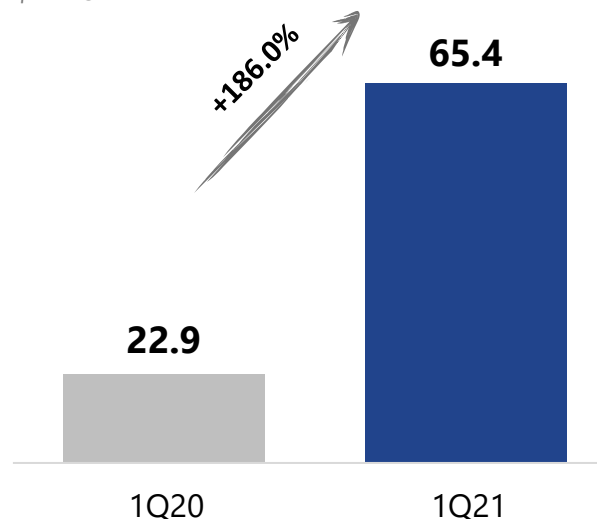
Consolidated

R\$ million



Commerce

R\$ million



Subscription Revenue

R\$25.2 M

+154.9% vs. 1Q20

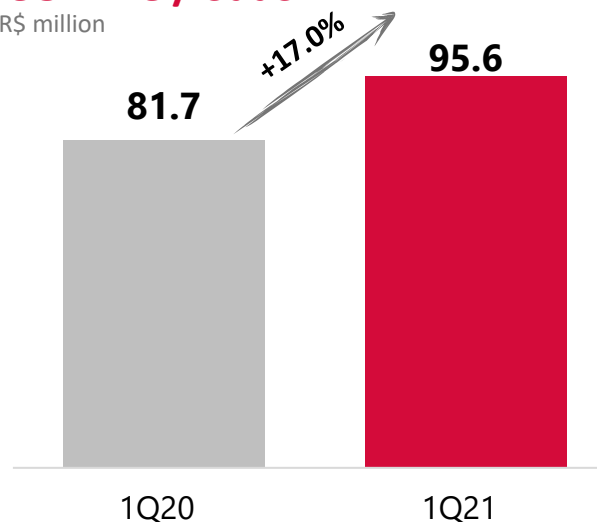
Ecosystem Revenue

R\$40.2 M

+209.7% vs. 1Q20

BeOnline / SaaS

R\$ million



Customers

394,800

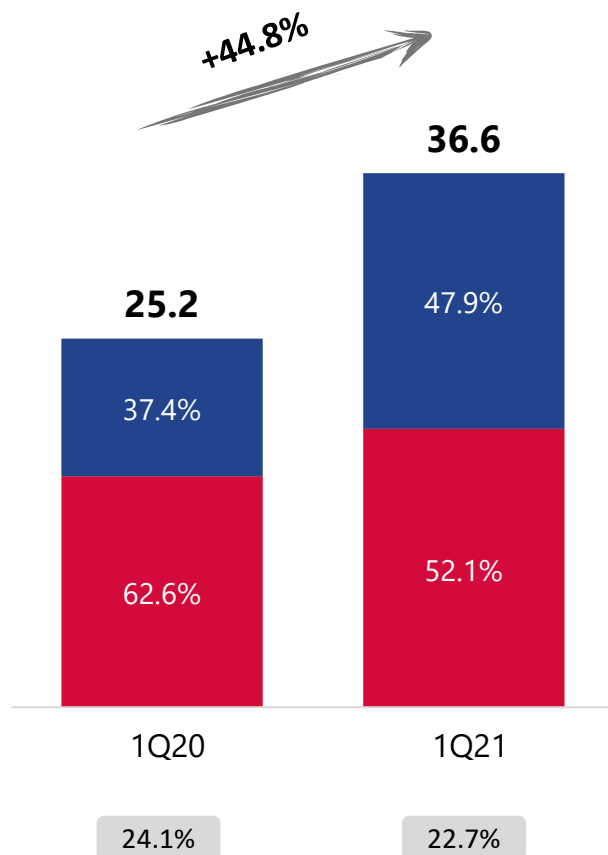
+8.0% vs. 1Q20

Adjusted EBITDA

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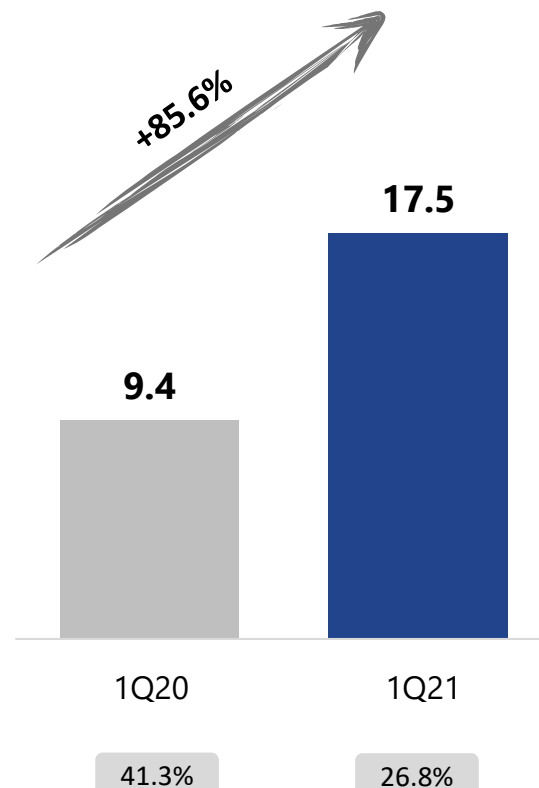
Consolidated

R\$ million
EBITDA Margin



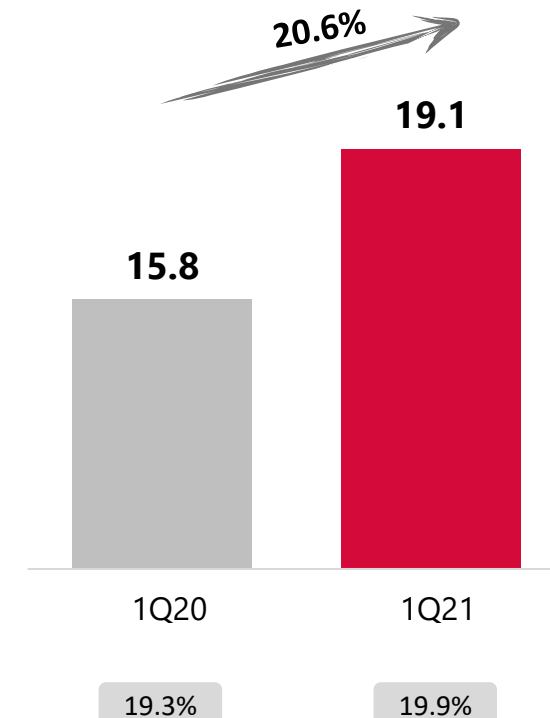
Commerce

R\$ million
EBITDA Margin



BeOnline / SaaS

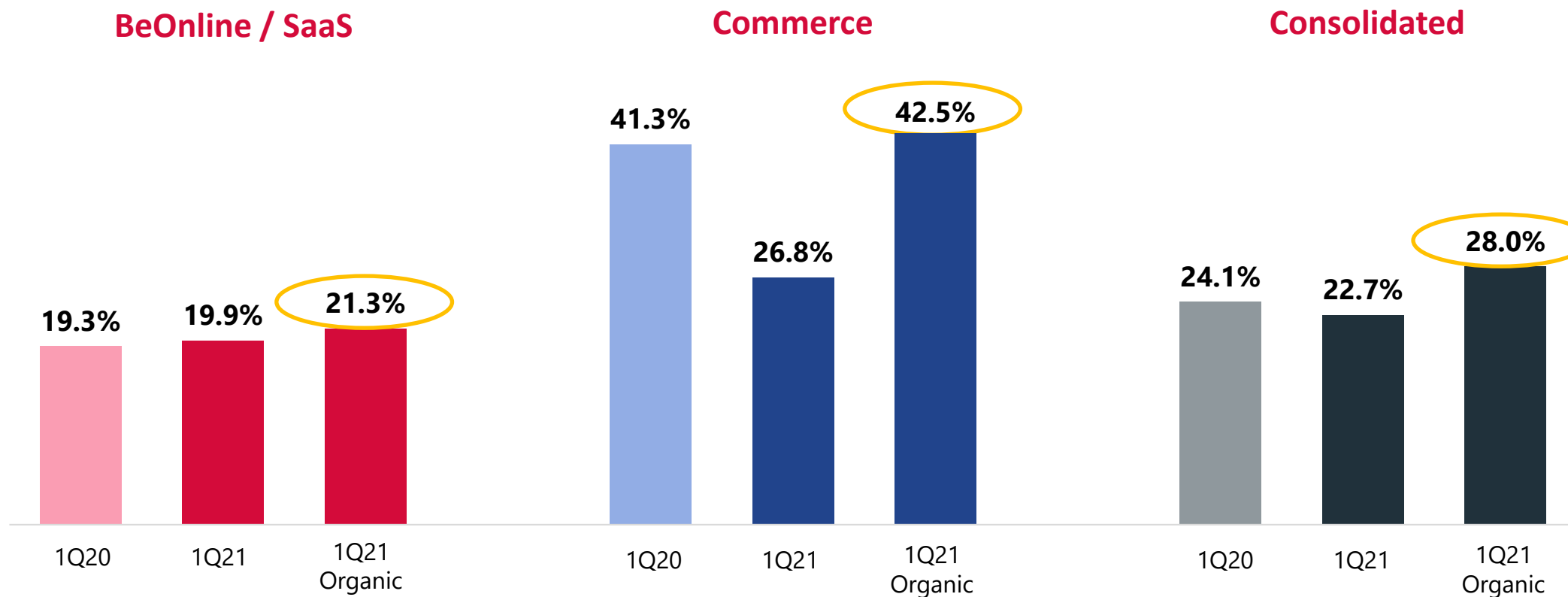
R\$ million
EBITDA Margin



■ BeOnline / SaaS ■ Commerce

Adjusted EBITDA Margin¹ - Impact of acquirees

EBITDA Margin



Expansion of organic margins in all operations

Adjusted Net Income

Recomposition of Adjusted Net Income Margin

R\$ million

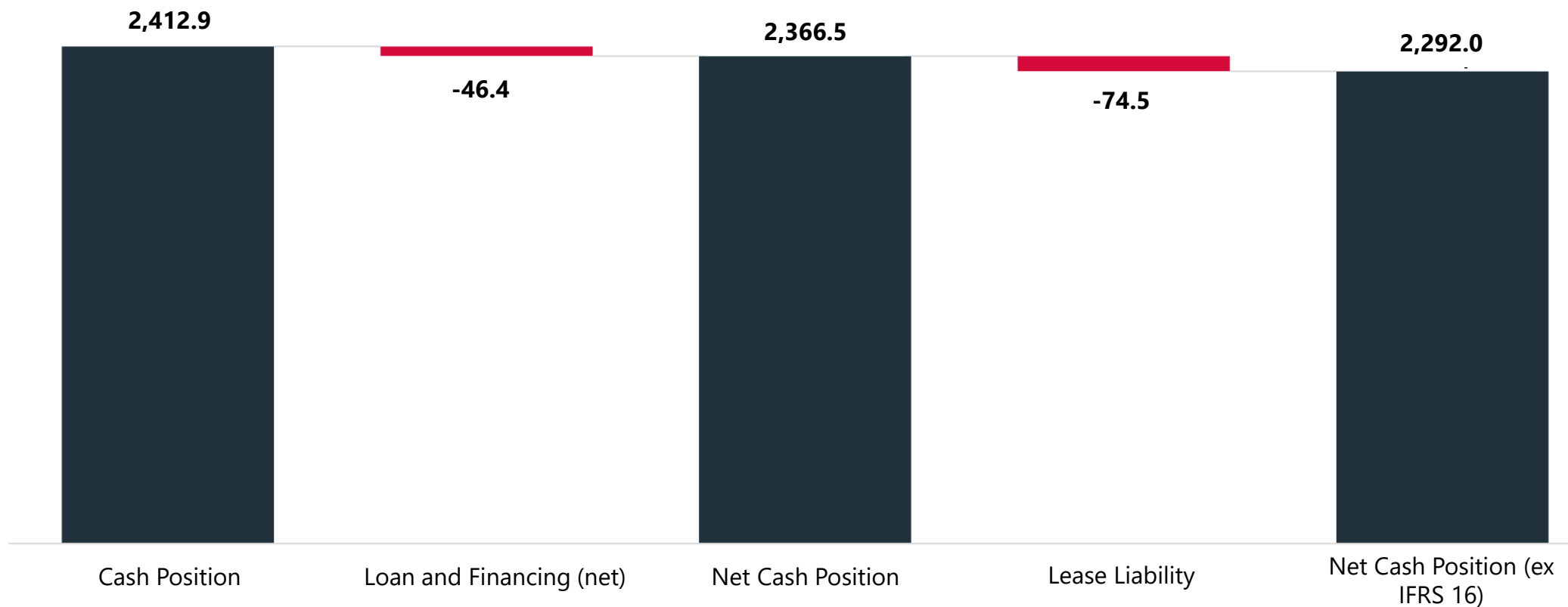
locaweb	1Q21	1Q20	vs 1Q20
Net income	(8.4)	(2.3)	268.9%
(+) Stock option plan	3.2	3.7	-12.9%
(+) Intangible amortization	4.5	1.2	276.1%
(+) Adjustment to present value of Acquisition Earnout	6.7	0.7	902.7%
(+) Deferred income tax and social contribution	(3.2)	(1.4)	121.8%
(+) CPC 06 adjustment	0.7	0.6	7.6%
(+) MtM	0.4	(1.7)	-121.0%
(+) IPO and Follow-on Expenses	5.1	4.3	19.2%
Adjusted net income	9.0	5.1	78.4%
<i>Adjusted net income margin (%)</i>	<i>5.6%</i>	<i>4.8%</i>	<i>0.8 p.p.</i>

In 1Q21, Adjusted Net Income grew 78.4%, and the net margin moved up 0.8 p.p.

The Company is capitalized

Cash Flow

R\$ million



Cash funds will continue to be mostly used in acquisitions

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Strategic Positioning

- // Strategic and product leadership increases our margin, despite higher Marketing investments
- // Record sales in all operations, regardless of the economic environment
- // Growth above market indicators in the entire operation
- // Commerce is gaining space within the group, due to its exponential growth
- // More complete e-commerce ecosystem for Brazilian SMEs
- // Development of a complete portfolio of Financial Services (sub-acquirer, recurrence, management system and credit)
- // Consolidated process for the acquisition of new companies with a pipeline constantly renewed with new opportunities
- // Internal integration process of acquired companies already presents strong results

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Q&A