



2023

Company Presentation

stone^{co.}



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

Welcome to
stone^{co.}



LTM Results¹

Total Processed Volume

R\$**384**bn

Net Revenue

R\$**10.9**bn

Adjusted Net Income

R\$**871**mn

Active Clients

Payments²

3.0mn

Banking³

1.7mn

Software⁴

+150k

... 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**Our Foundation****We Disrupted** payments in Brazil

Modern Technology
Differentiated Sales
Superior Service

Expansion Phase**Revolutionized SMB Services**

We entered an attractive underserved market segment

Underserved Merchants
Difficult to Reach
Large Profit Pool

Expanded to Micro Merchants

Leveraging the strength of our SMB platform

Completely Digital
Low Cost-to-Serve
Attractive Pricing

Today**A leading player in Payments and POS/ERP****11%**

Market Share in Payments

Acquired Brazil's **#1 Retail Software**

A leading payments disruptor for Brazilian MSMBs¹

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

With a Broad Suite of Solutions

Added financial services
+ Banking & Credit

Expanded Software Solutions
POS/ERP for multiple verticals and segments

Future**Unified Commerce Value Proposition**

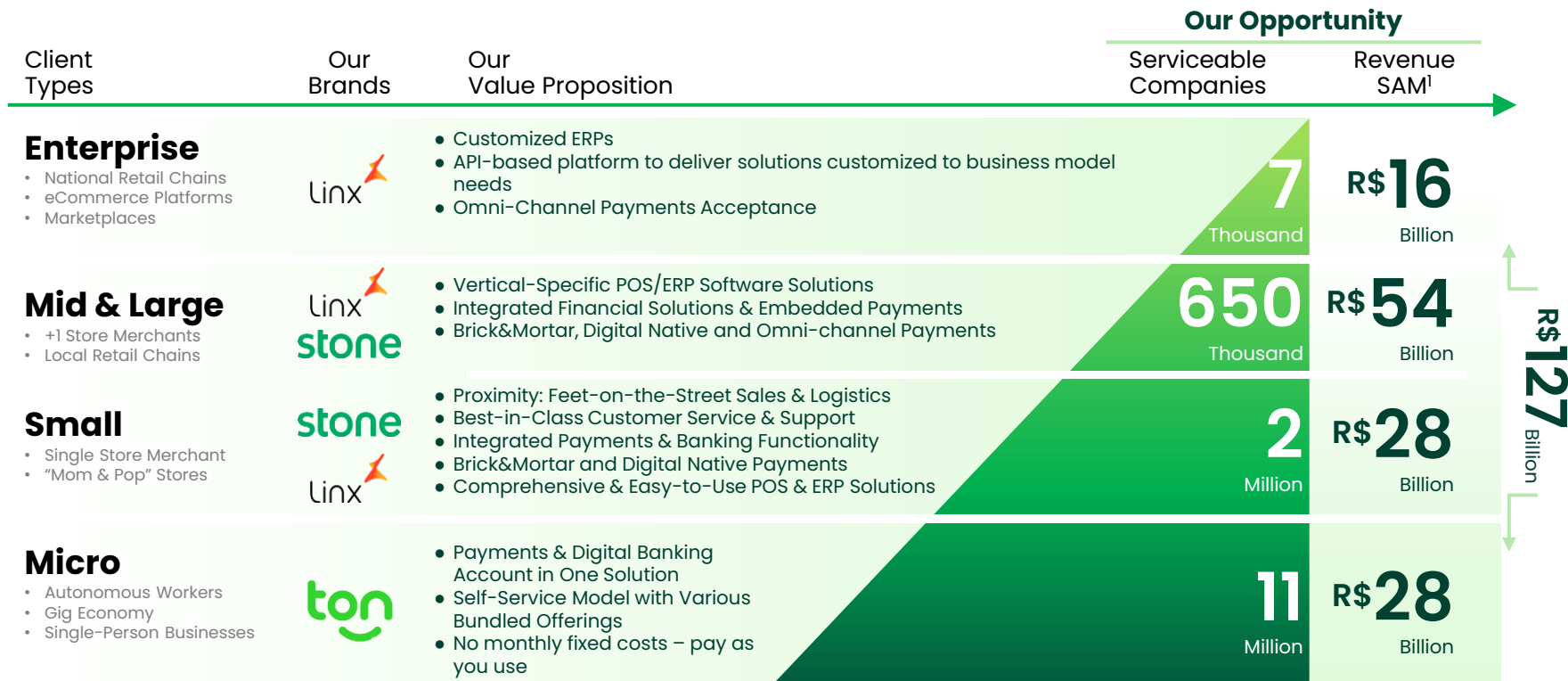
End-to-End value proposition for MSMBs

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



There is a big opportunity in our Target Markets

Stone is Uniquely Positioned to Monetize Commerce Across the Spectrum



¹⁾ 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 ¹
Consistent Leadership since 2017



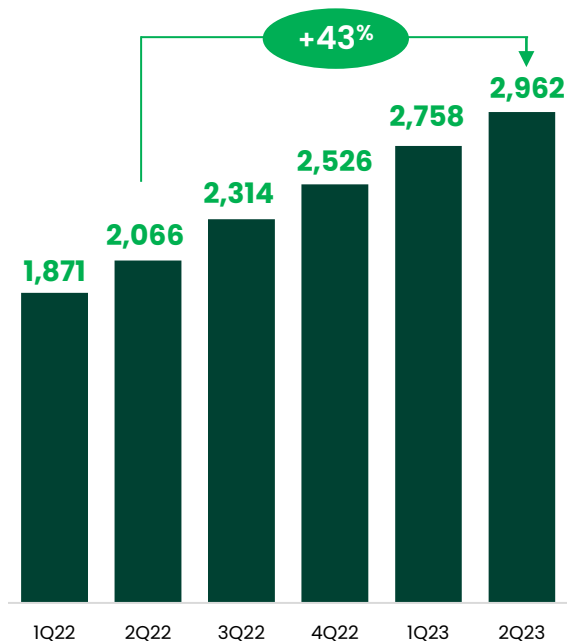
1) Customer satisfaction rating by Reclame Aqui. Considers average of scores of TON and Stone (Dec. 22).



Reaching More Clients

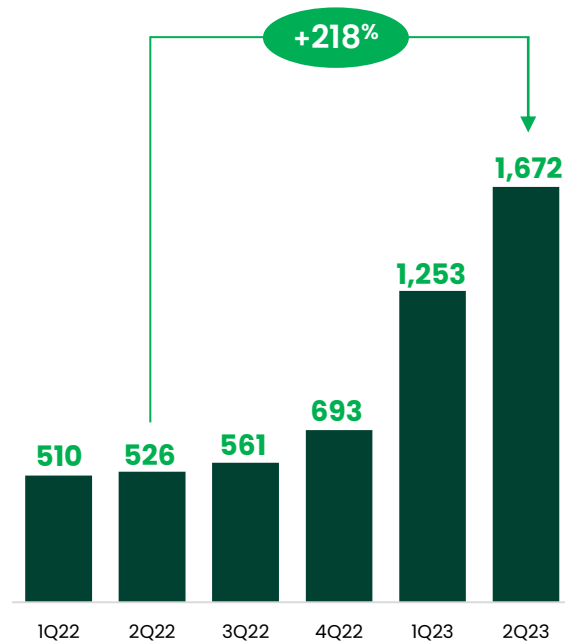
MSMB Payment Client Base¹

MSMB Payments Total Active Clients ('000)



MSMB Banking Client Base²

MSMB Banking Total Active Clients ('000)



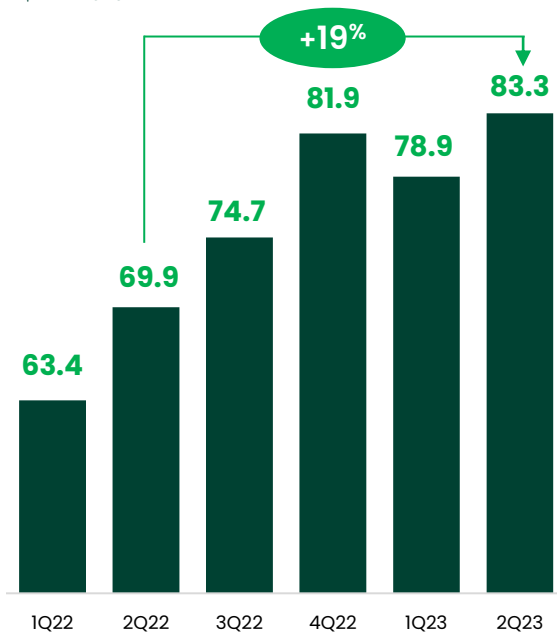
- 1) Active client in payments refer to merchants that have completed at least one electronic card transaction with us within the preceding 90 days for "Stone" product and 12 months for "TON" product, excluding client overlaps between brands. Does not include clients that exclusively use TapTon.
- 2)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



Growing above industry while improving monetization

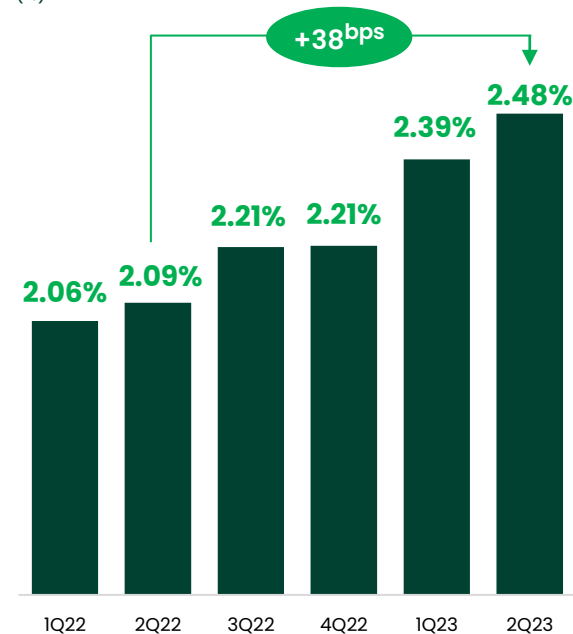
TPV MSMB

R\$ in Billions



Take rate MSMB

(%)

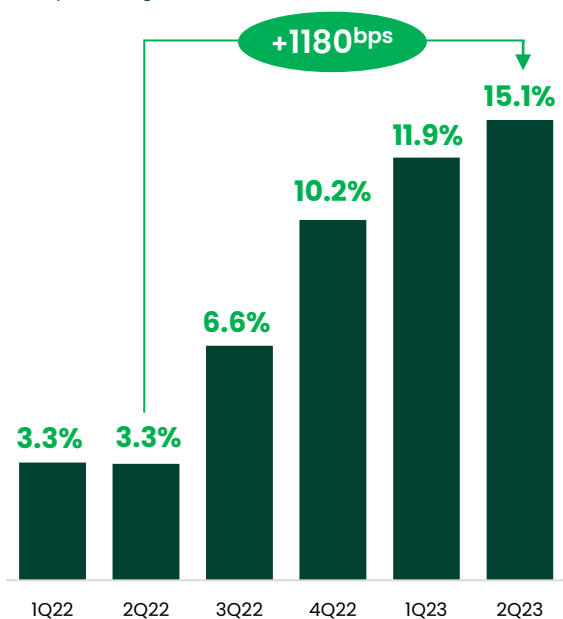




Improving profitability

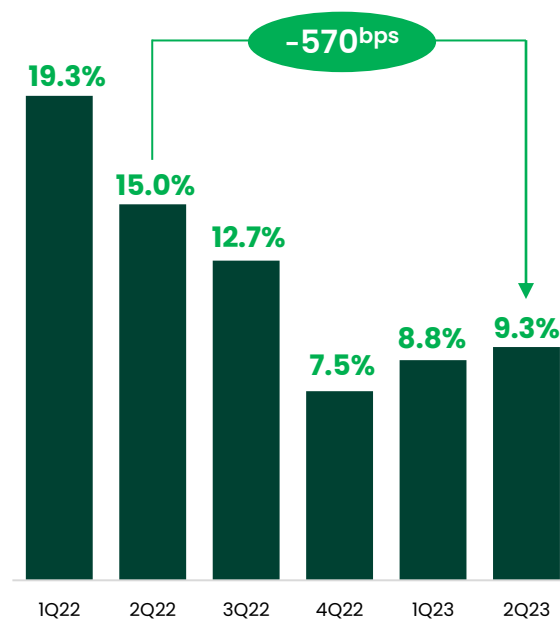
Adj. EBT Margin

as a percentage of Revenue (%)



CAPEX LTM

as a percentage of Revenue LTM (%)

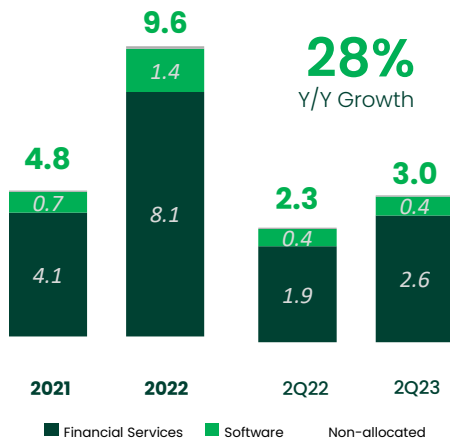




Balancing Profitability & Growth

Total Revenue

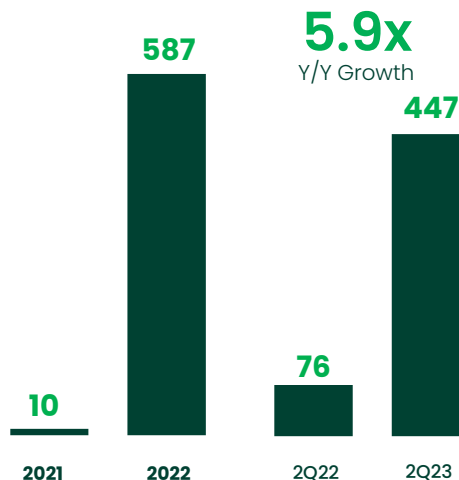
R\$ in Billions



Strong
Growth

Adjusted EBT¹

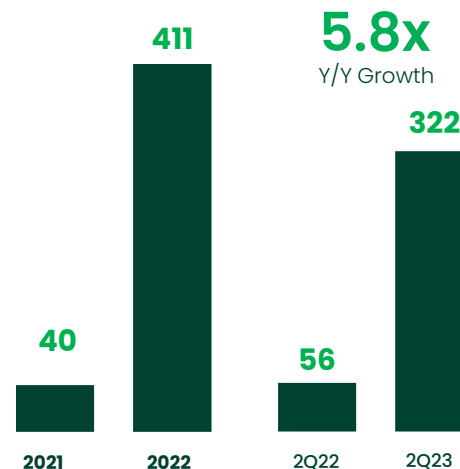
R\$ in Millions



Increasing
Profitability

Adjusted Net Income¹

R\$ in Millions



Improving
Earnings

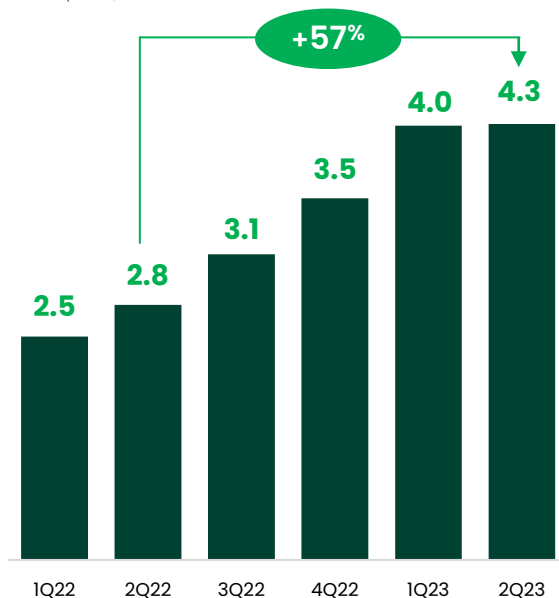
(1) Our adjusted numbers no longer includes the financial expenses related to our bond and expenses related to share-based compensation. Those changes may affect the comparability of our adjusted results between different quarters. For that reason, our Adjusted P&L metrics are presented on a comparable 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.



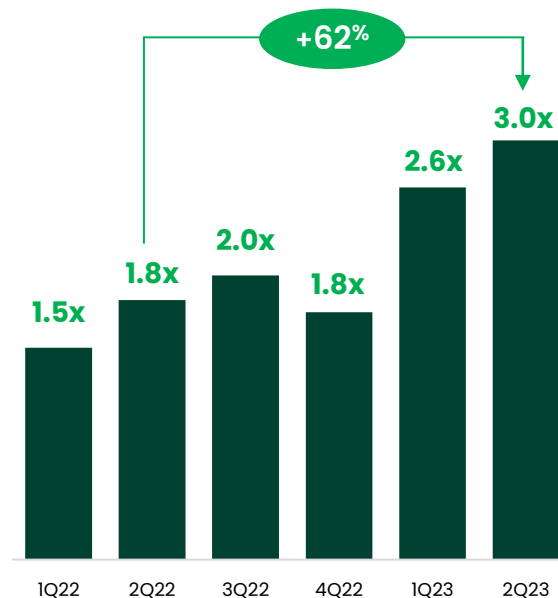
Strong Cash Generation and Balance Sheet

Adjusted Net Cash¹ Position

R\$ Billion



Cash/Short-Term Debt Ratio²



(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^{co.}



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



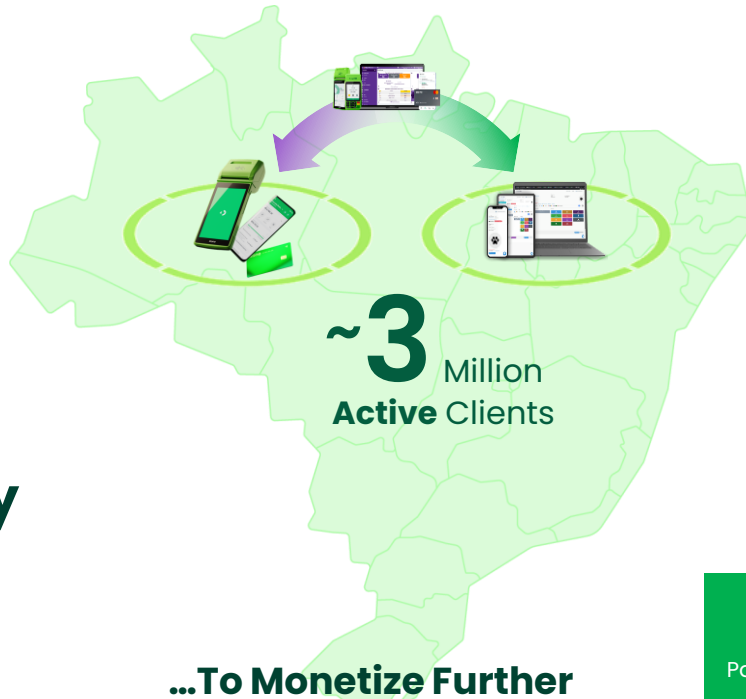
Sandro Bassilli
People and
Management



Tatiana Malamud
Legal and
Compliance

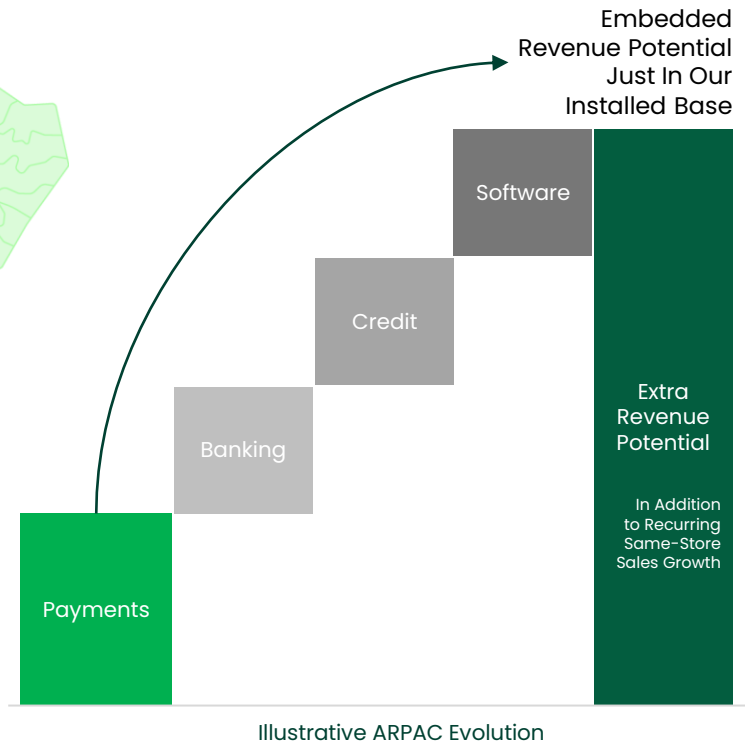


We Have a Huge
Installed Base of Clients...



A Massive
Embedded
Growth
Opportunity

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



- 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.