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Apresentação de Resultados

1T21

// Crescimento de **186,0%** na receita do segmento de Commerce:

// Receita de Assinaturas: **+154,9%** vs 1T20

// Receita de Ecossistema: **+209,7%** vs 1T20

// **Forte** expansão na **aquisição de novos clientes** ao longo de todo o trimestre, com recorde histórico no segmento de Commerce:

// Aumento de **22%** na base de clientes entre dez/20 e mar/21

// Crescimento de **44,4%** na adição de novas lojas vs 4T20

// Forte crescimento orgânico do TPV (**+129,9%** vs 1T20)

// Empresas adquiridas apresentaram **excelente** performance no 1T21

// Importantíssimo avanço na agenda de **Aquisições**: 5 aquisições YTD (Bling desde o último ER):

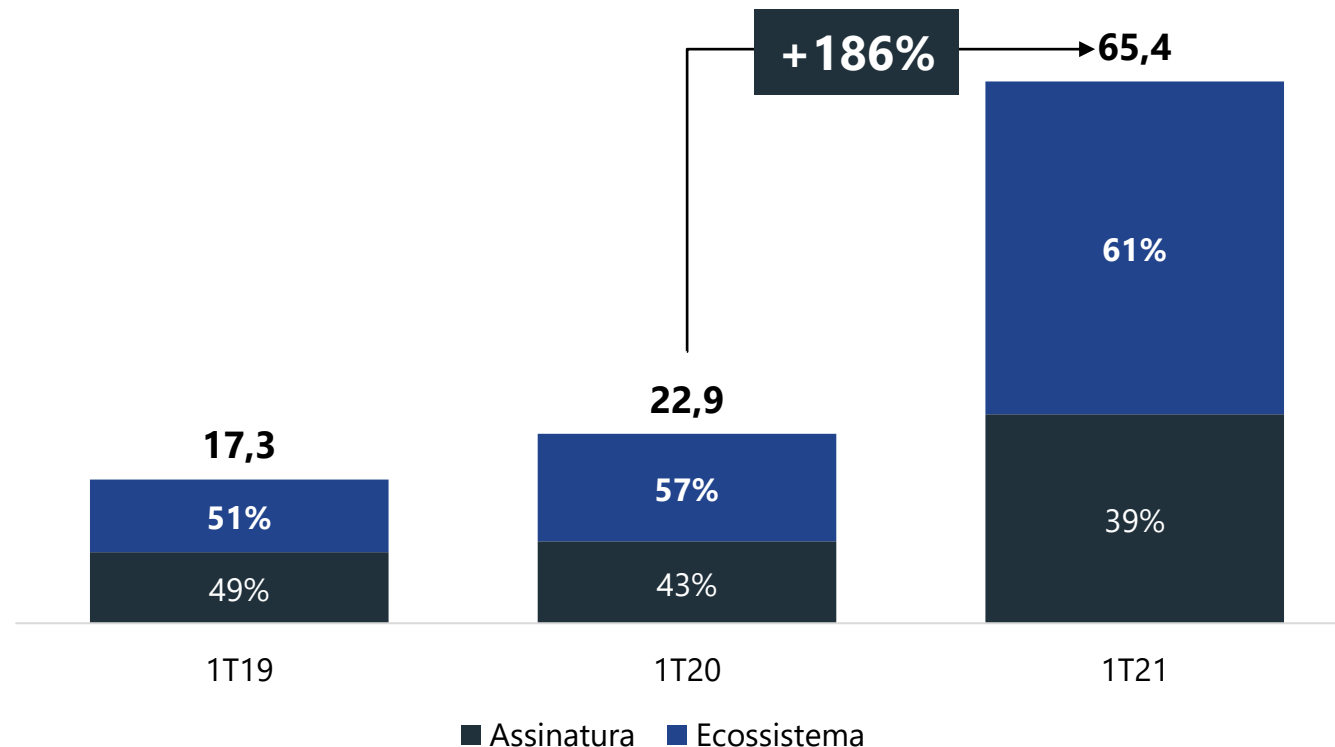
// ARR adquirido de **R\$ 172 milhões** (**+35,2%** de crescimento inorgânico vs 2020)

Nosso crescimento no segmento de Commerce

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Commerce

R\$ mi



Forte crescimento apresentado é resultado do aumento substancial das duas fontes de receita do segmento de Commerce: Receita de Assinatura de Plataforma (+154,9%) e Receita de Ecossistema (+209,7%)

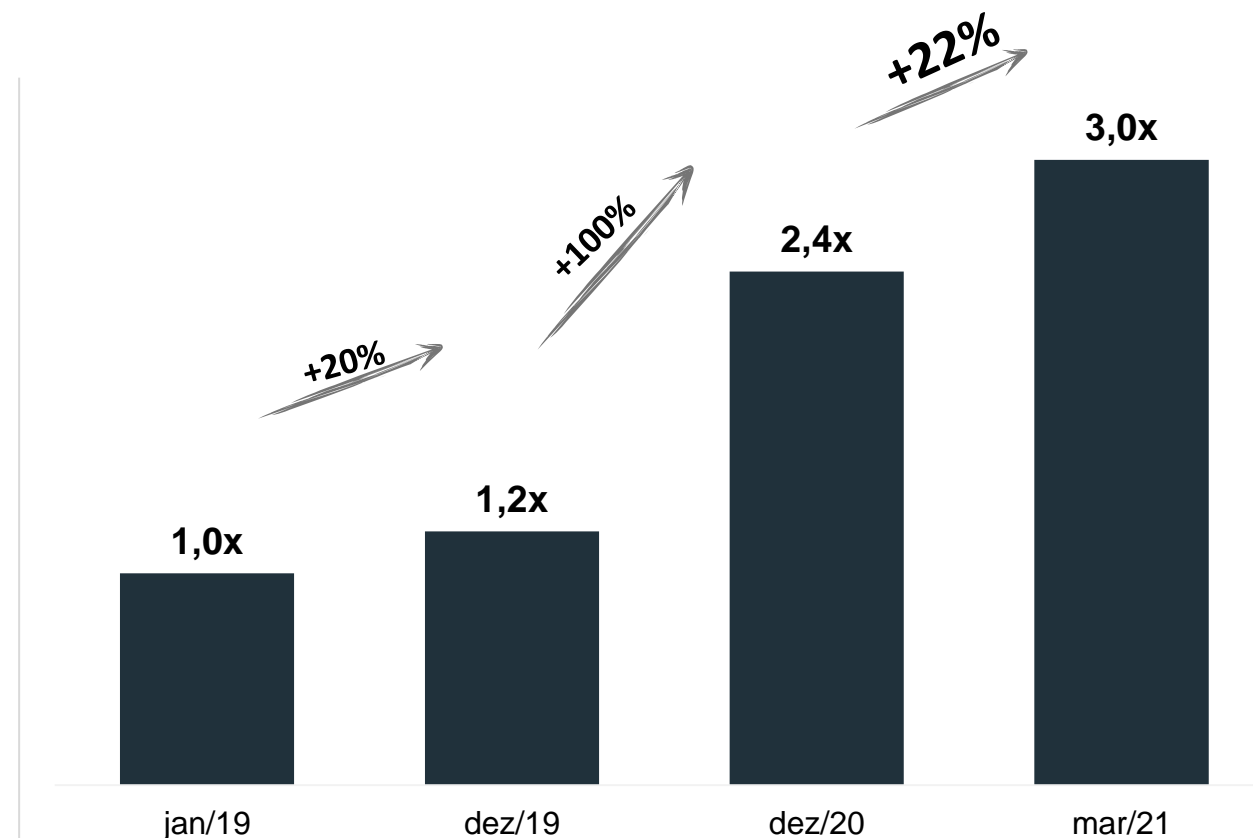
// Continuamos aumentando nossos esforços de marketing, com **crescimento sustentável** no volume de adição de novas lojas

// Recorde na adição de novas lojas

// 1T21 vs 1T20: **+139,2%**

// 1T21 vs 4T20: **+44,4%**

Forte expansão da base de assinantes



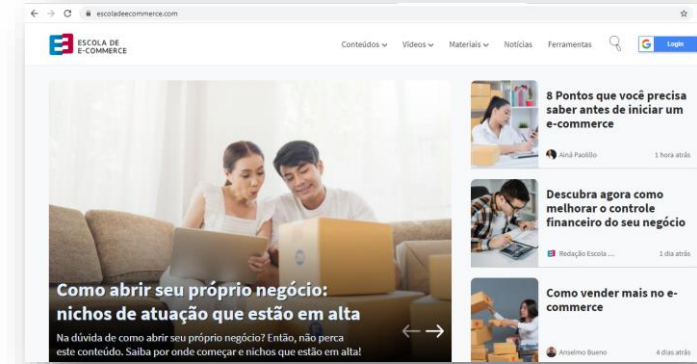
Leads capturados na Escola de E-commerce foram recordes no mês de março, atingindo mais do que o dobro da média do ano anterior

O mais completo e consolidado Ecosystema de E-Commerce para PMEs no Brasil ...

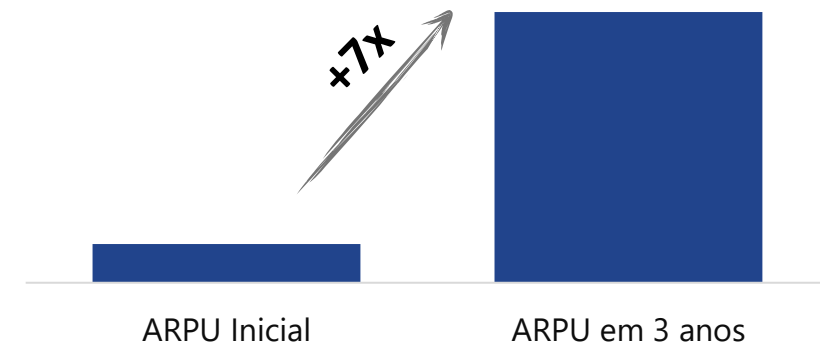
437 integrações

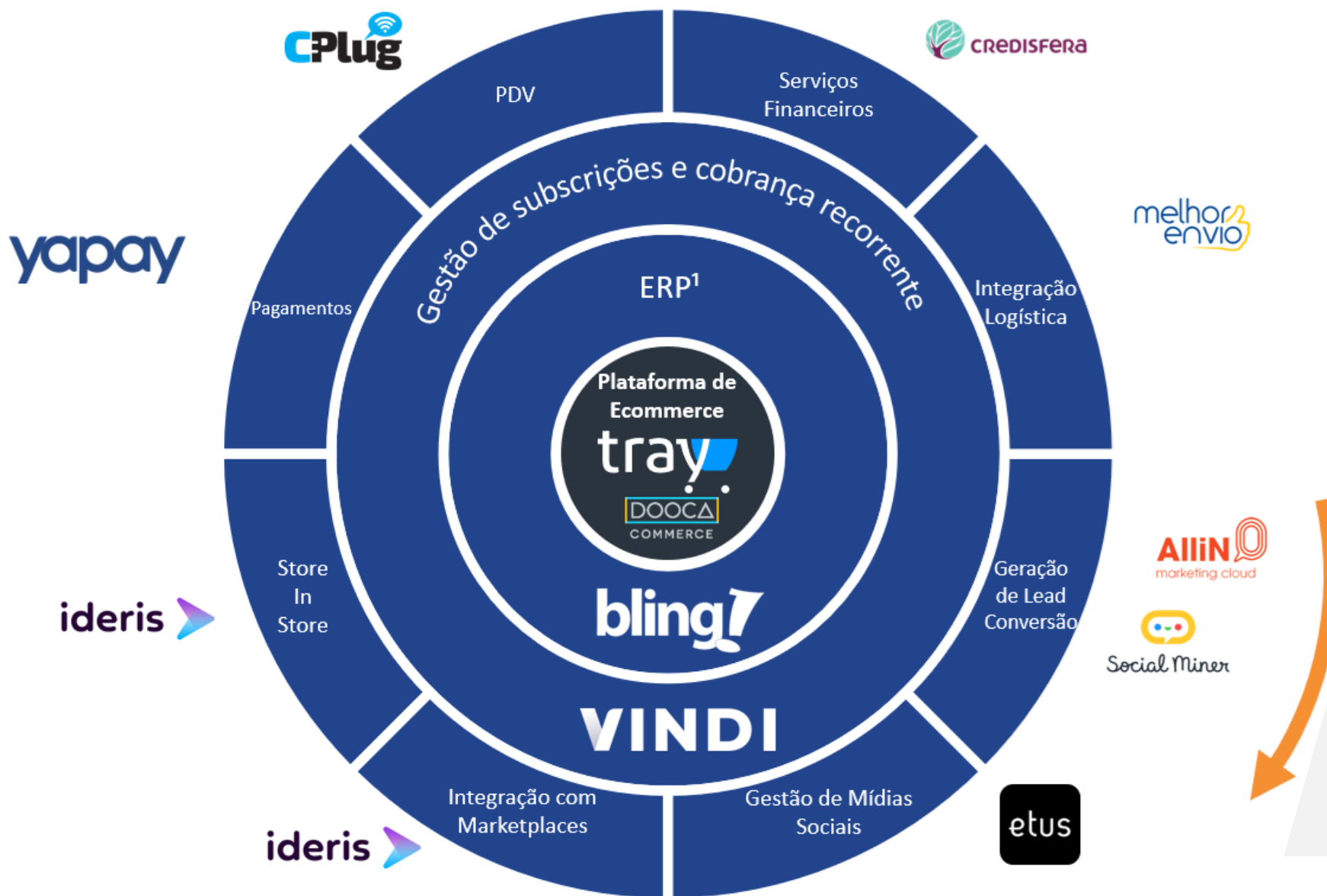


Conteúdo – Escola E-commerce: mais de 2.000 artigos



7x de aumento de ARPU em 3 anos

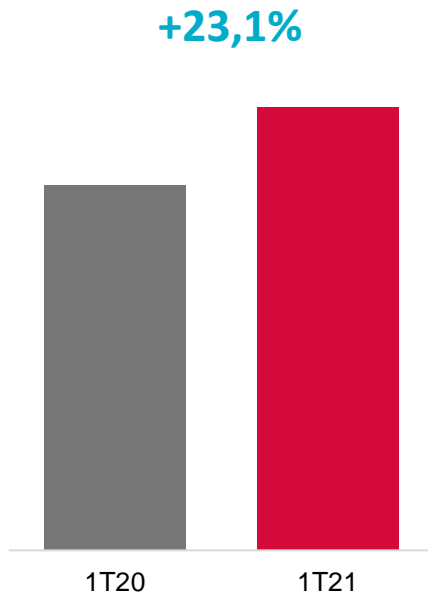




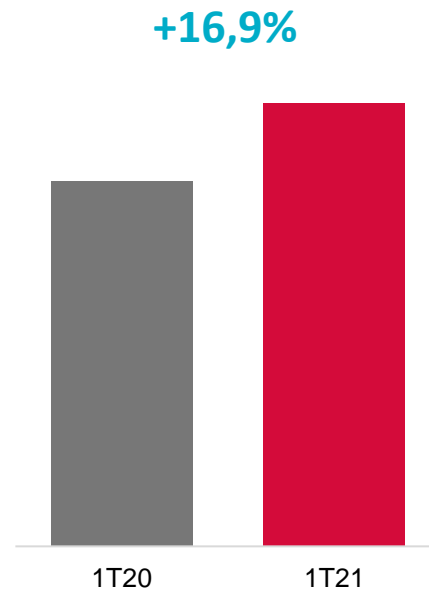
Duas importantes **fontes de receita** que compõem o crescimento de Commerce:

- Receita de **Assinaturas**
- Receita de **Ecosystema**

Booking PMEs

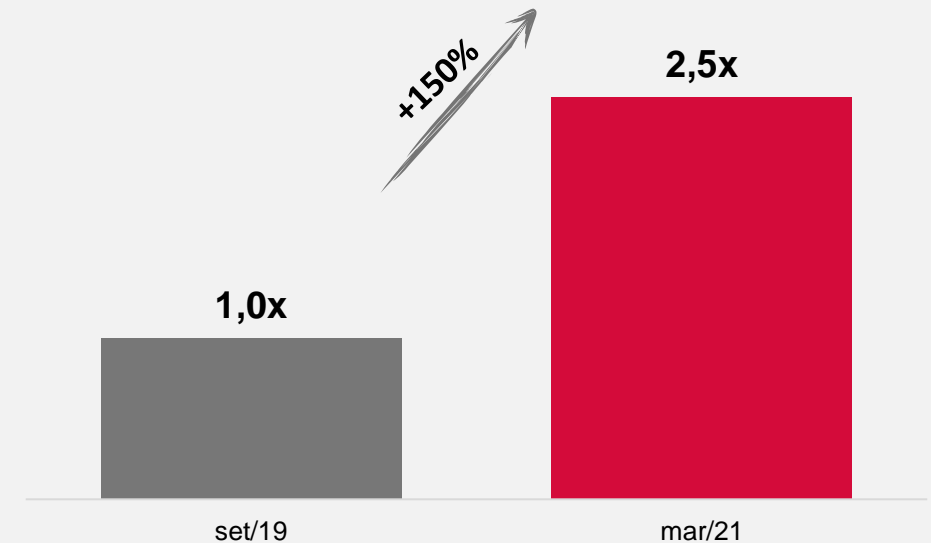


Booking Nextios



DELIVERY DIRETO

// A base de clientes da Delivery Direto mais que dobrou desde a aquisição em setembro de 2019



Receita de SaaS passou de 30,3% no 1T20 para 37,5% no 1T21 dentro do segmento de BeOnline/SaaS

Crescimentos 1T21 vs 1T20

// Devido à **alta sinergia** das novas operações adquiridas, ao nosso **modelo de aquisição** e, também, ao nosso intensivo **processo de integração**, já é possível ver **expressivos** resultados em muitas dessas operações

+400%	Etiquetas emitidas no Melhor Envio
+432%	Aumento no número de clientes do Melhor Envio
+117%	Crescimento do GMV de Ecommerce ¹
+93%	Crescimento da receita de Samurai

+104%	Aumento no número de clientes do Ideris
+176%	Crescimento da Receita Líquida do Ideris
+59%	Aumento no TPV da Vindi
+231%	Crescimento da receita de Dooca

(1) GMV Ecommerce: Soma dos GMVs de Tray, Ideris e Dooca (proforma para 1T20)

Investimentos: Estratégia de M&A consistente

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Companhia	Receita recorrente	Potencial de Cross-Sell e Up-Sell	Retenção de fundadores	Produto consolidado	ARR
	✓	✓	✓	✓	R\$ 12 mm
 Social Miner	✓	✓	✓	✓	R\$ 10 mm
	✓	✓	✓	✓	R\$ 34 mm
	✓	✓	✓	✓	R\$ 7 mm
	✓	✓	✓	✓	R\$ 40 mm
	✓	✓	✓	✓	R\$ 4 mm
	✓	✓	✓	✓	n/a
	✓	✓	✓	✓	R\$ 5 mm
	✓	✓	✓	✓	n/a
	✓	✓	✓	✓	R\$ 60 mm

ARR Adquirido:
R\$ 172 mm
+35,2%

+

Crescimento
orgânico das
adquiridas

+

Crescimento
orgânico da
operação base

Características comuns que procuramos em nossas aquisições:



Receita recorrente



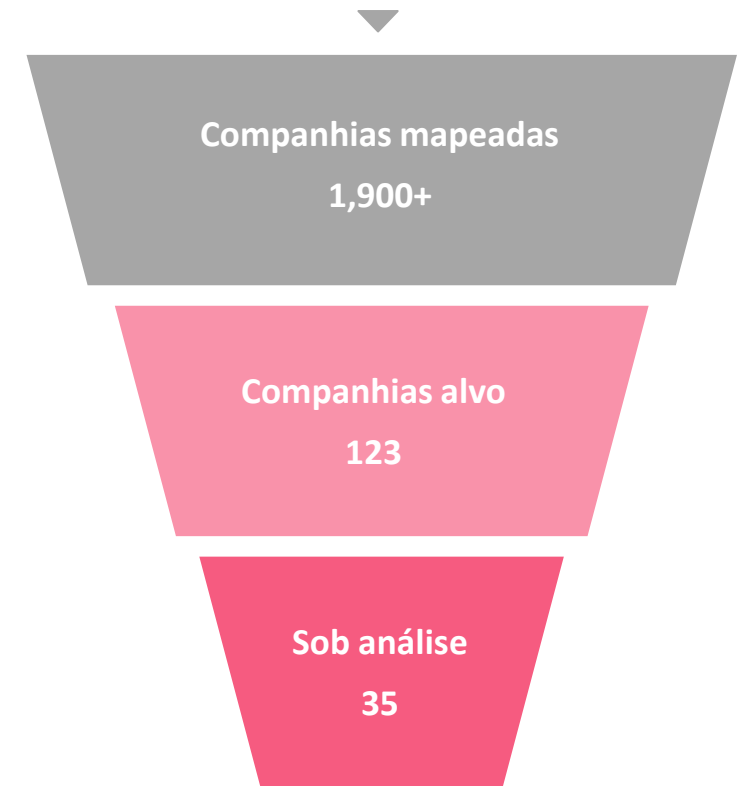
Produtos já consolidados



Potencial de Cross-Sell e Up-Sell / sinergia com os ecossistemas



Retenção de talentos



**+11 MoUs assinados
ou em negociação**

Delivery Direto com Yapay

Integração já rodando

Vindi com Yapay

Integração já rodando

Etus com BeOnline / SaaS

Integração já rodando

Delivery Direto com CPlug

Integração já rodando

Ideris com Tray Corp

Beta em andamento

Etus com Tray

Beta em andamento

Melhor Envio com Yapay

Beta em andamento

Dooca com Ideris e Melhor Envio

Beta em andamento

Social Miner com Tray

Lançamento em junho

Ideris com Tray

Lançamento em agosto

Credisfera com Tray

Lançamento em junho

Melhor Envio com Tray

Lançamento em julho

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Resultados

Destaques do resultado do 1T21

+53,9%

Receita Líquida no 1T21 vs 1T20
(R\$ 160,9 milhões)

+85,6%

Crescimento do EBITDA Ajustado do
segmento de Commerce no 1T21 vs 1T20

+186,0%

Receita Líquida de Commerce no
1T21 vs 1T20

+44,8%

Crescimento do EBITDA Ajustado no
1T21 (R\$ 36,6 milhões)

+116,6%

GMV Ecommerce¹ no 1T21 vs 1T20
proforma (R\$ 4,2 bilhões)

**R\$ 14,6
milhões**

Geração de Caixa² no 1T21

+129,9%

TPV da Yapay no 1T21 vs 1T20
(R\$ 565,3 milhões)

**R\$ 2.366,5
milhões**

Posição de caixa líquido³

(1) GMV ecommerce: Soma dos GMVs de Tray, Ideris e Dooça (proforma para 1T20)

(2) EBITDA Ajustado menos Capex

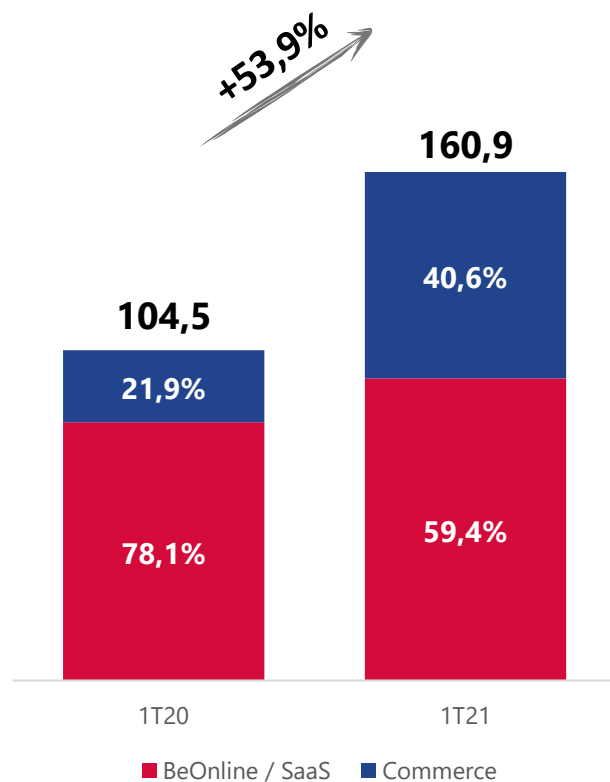
(3) Caixa mais resultado dos derivativos menos empréstimos e financiamento (não inclui passivos de arrendamento (IFRS 16))



Receita Líquida – 1T21

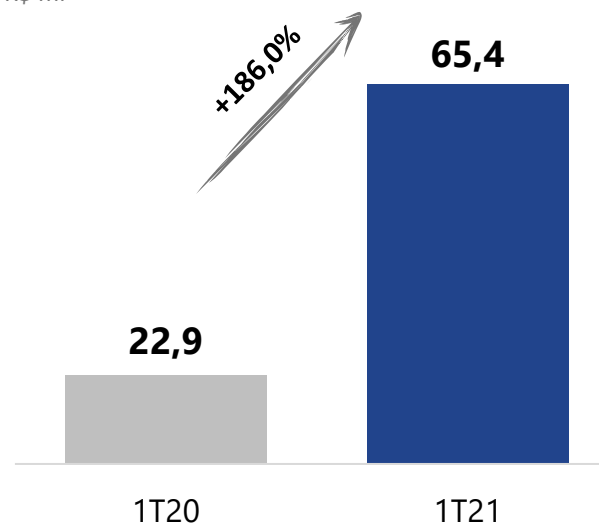
Consolidado

R\$ mi



Commerce

R\$ mi



Receita de Assinatura

R\$ 25,2 mm

+154,9% vs. 1T20

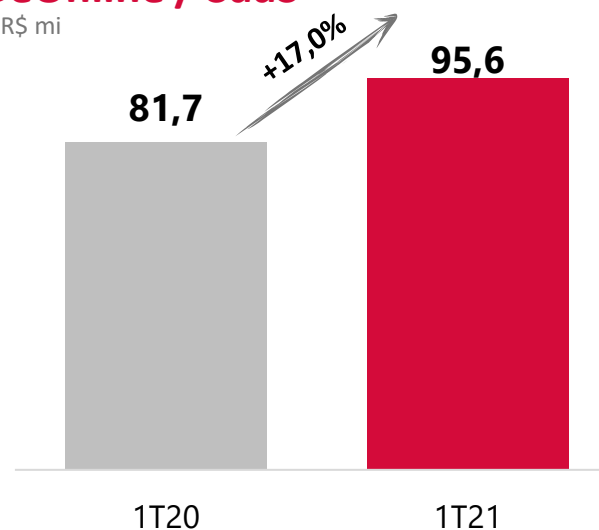
Receita de Ecosystema

R\$ 40,2 mm

+209,7% vs. 1T20

BeOnline / SaaS

R\$ mi



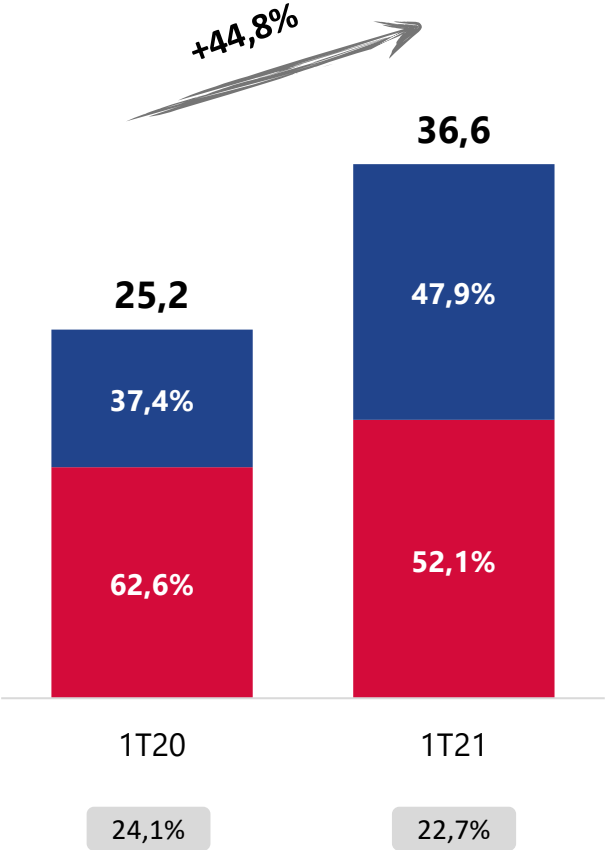
Clientes

394,8 mil

+8,0% vs. 1T20

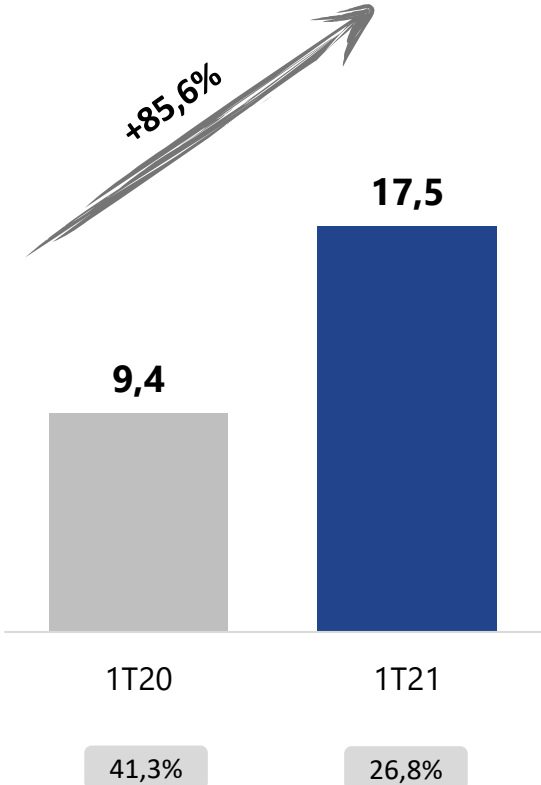
Consolidado

R\$ mi
Margem EBITDA



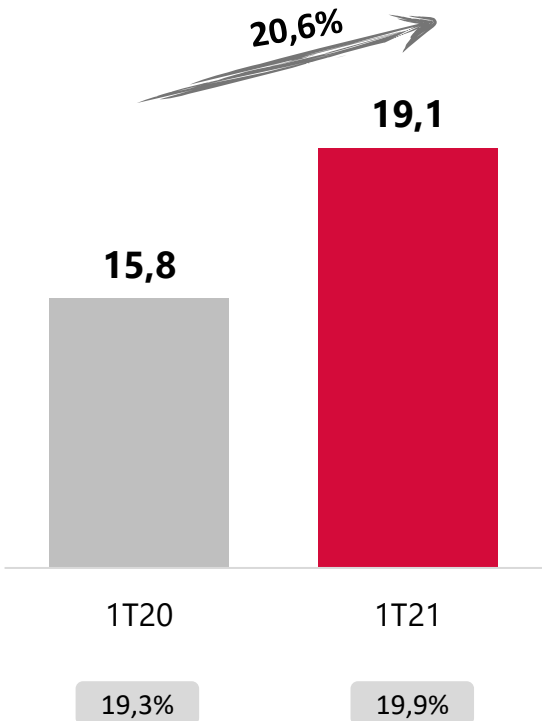
Commerce

R\$ mi
Margem EBITDA



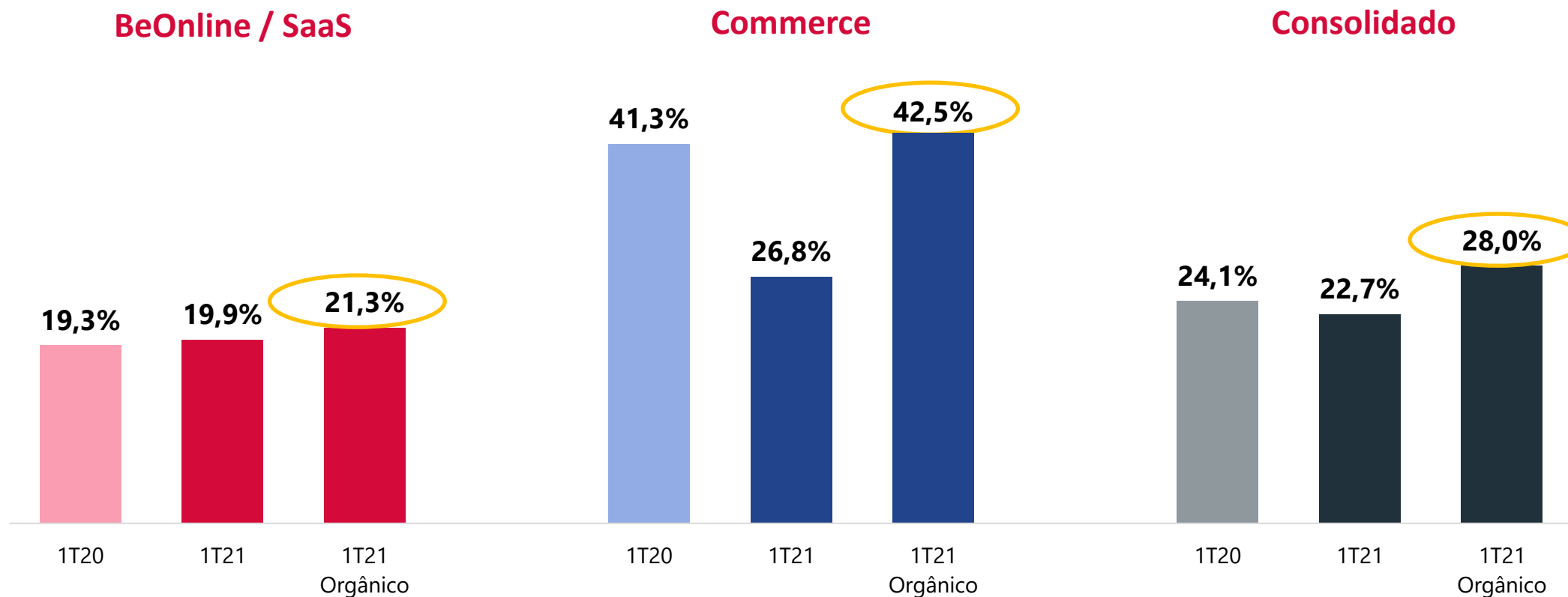
BeOnline / SaaS

R\$ mi
Margem EBITDA



Margem EBITDA Ajustada¹ - Impacto das adquiridas

Margem EBITDA



Expansão de Margens orgânicas em todas as operações

R\$ mi

Recomposição do Lucro Líquido Ajustado

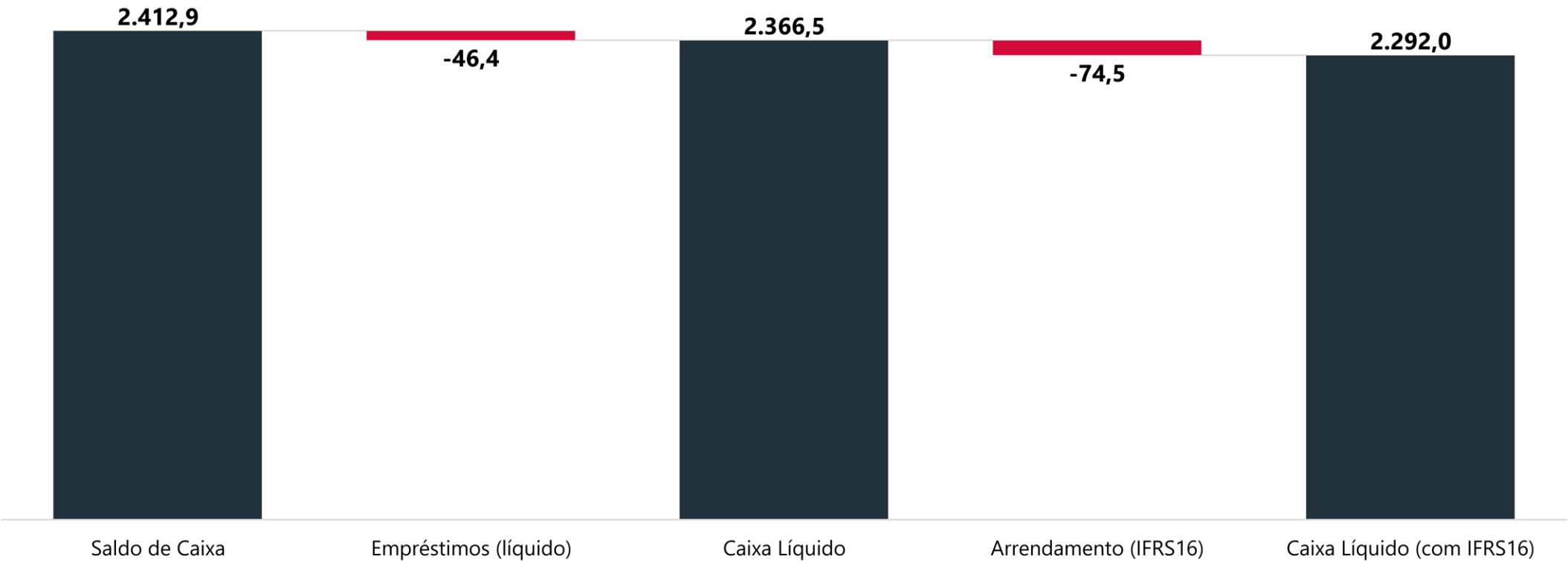
R\$ mi

locaweb	1T21	1T20	vs 1T20
Lucro Líquido	(8,4)	(2,3)	268,9%
(+) Plano de opção de compra de ações	3,2	3,7	-12,9%
(+) Amortização de intangíveis PPA	4,5	1,2	276,1%
(+) Ajuste a valor presente de Earnout de Aquisições	6,7	0,7	902,7%
(+) Imposto de Renda e Contribuição Social Diferido	(3,2)	(1,4)	121,8%
(+) Ajuste relacionado ao CPC 06	0,7	0,6	7,6%
(+) Marcação a mercado de derivativos	0,4	(1,7)	-121,0%
(+) Despesas relacionadas ao IPO e Follow-on	5,1	4,3	19,2%
Lucro Líquido Ajustado	9,0	5,1	78,4%
Margem Lucro Líquido Ajustado (%)	5,6%	4,8%	0,8 p.p.

No 1T21, o crescimento do Lucro Líquido Ajustado foi de 78,4% com expansão de 0,8 p.p. na margem líquida

Posição de caixa

R\$ mi



Recursos em caixa continuarão sendo essencialmente utilizados para aquisições

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Posicionamento Estratégico

- // Liderança estratégica e de produtos faz com que nossa margem aumente, mesmo com o crescimento dos investimentos em Marketing
- // Recorde de vendas em todas as operações, independente do contexto econômico
- // Crescimento de toda a operação acima de indicadores do mercado
- // Operação de Commerce ganhando espaço dentro do grupo, devido ao seu crescimento exponencial
- // Mais completo ecossistema de e-commerce para PMEs do Brasil
- // Construção de completa oferta de Serviços Financeiros (sub-adquirência, recorrência, sistema de gestão e crédito)
- // Processo consolidado de aquisição de novas empresas com pipeline constantemente renovado com novas oportunidades
- // Processo interno de integração de empresas adquiridas já apresenta fortes resultados

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Q&A



Results Presentation

1Q21

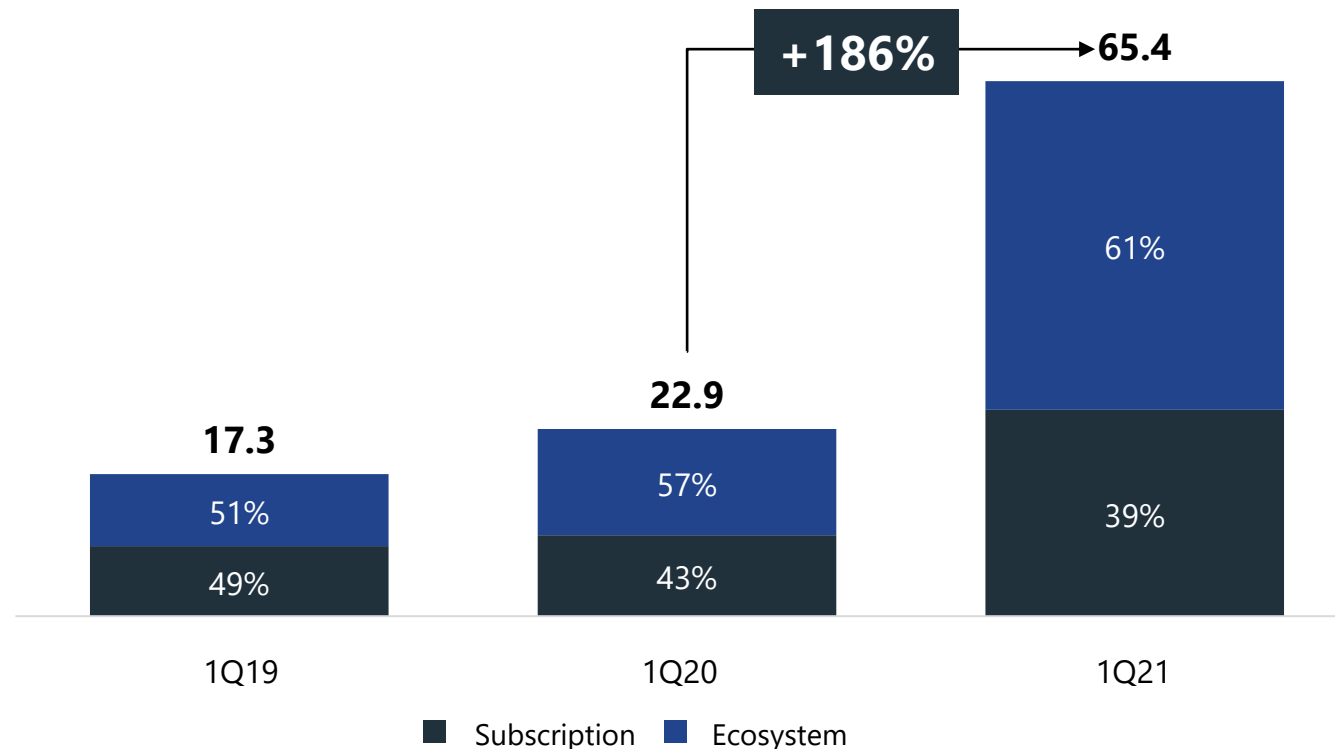
- // Growth of **186.0%** in revenue on the Commerce segment:
 - // Subscription revenue: **+154.9%** vs. 1Q20
 - // Ecosystem revenue: **+209.7%** vs. 1Q20
- // **Strong** expansion in the **acquisition of new customers** throughout the quarter, with a record in the Commerce segment:
 - // Increase 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

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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%)

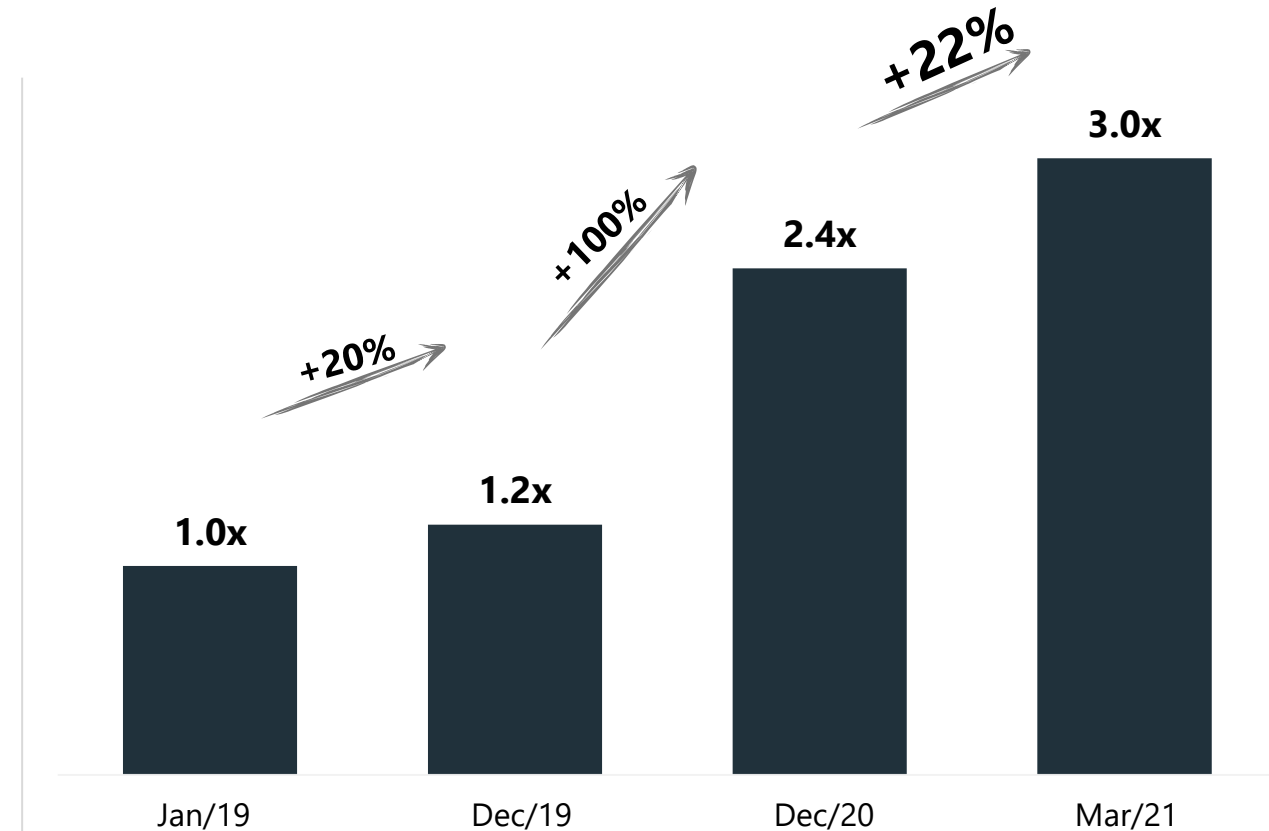
Strong subscriber base growth

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

// Record addition of new stores

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

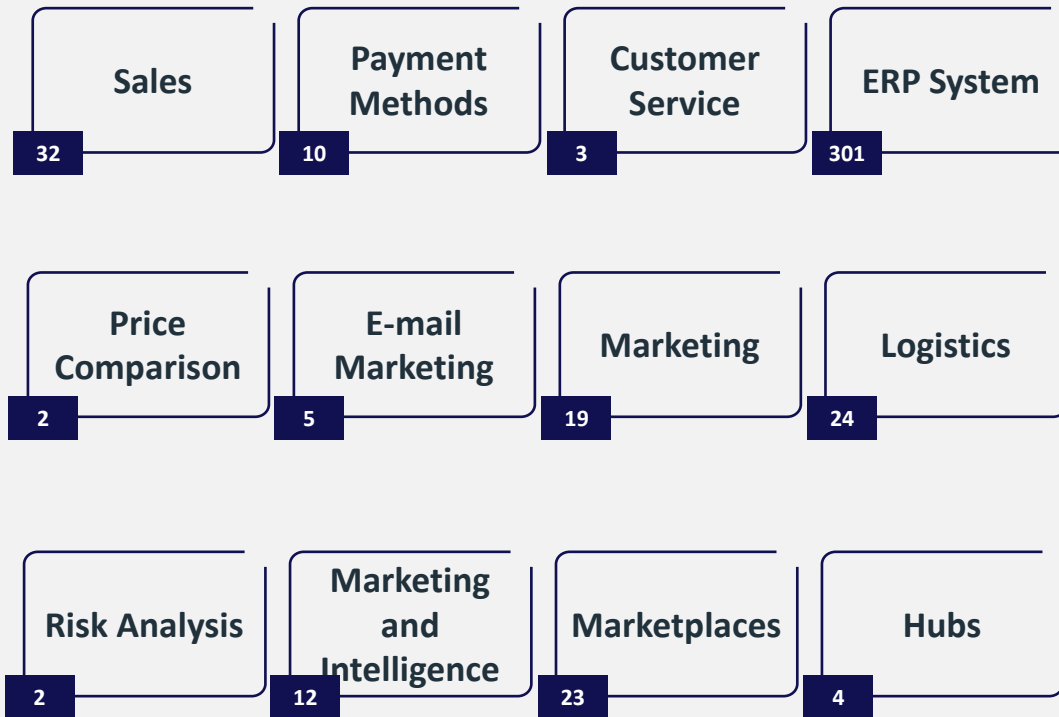
// 1Q21 vs 4Q20: **+44.4%**



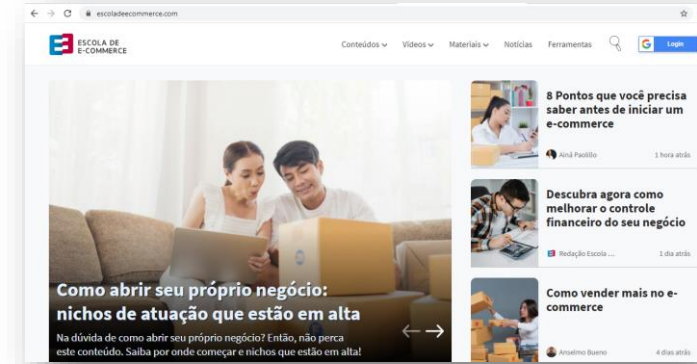
Leads captured in the E-commerce School came to an all-time high in March, more than double the average of the previous year

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

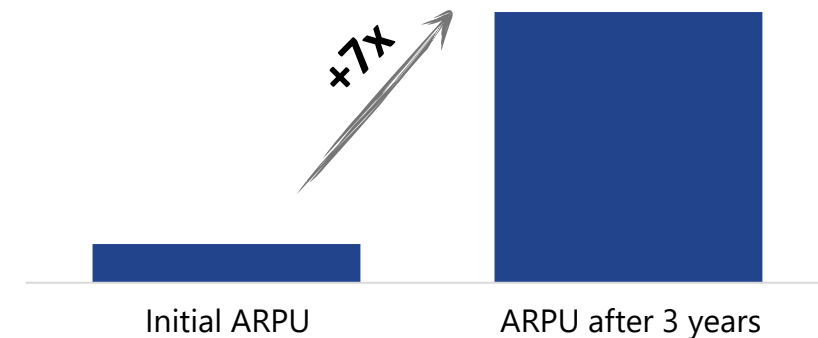
437 integrations

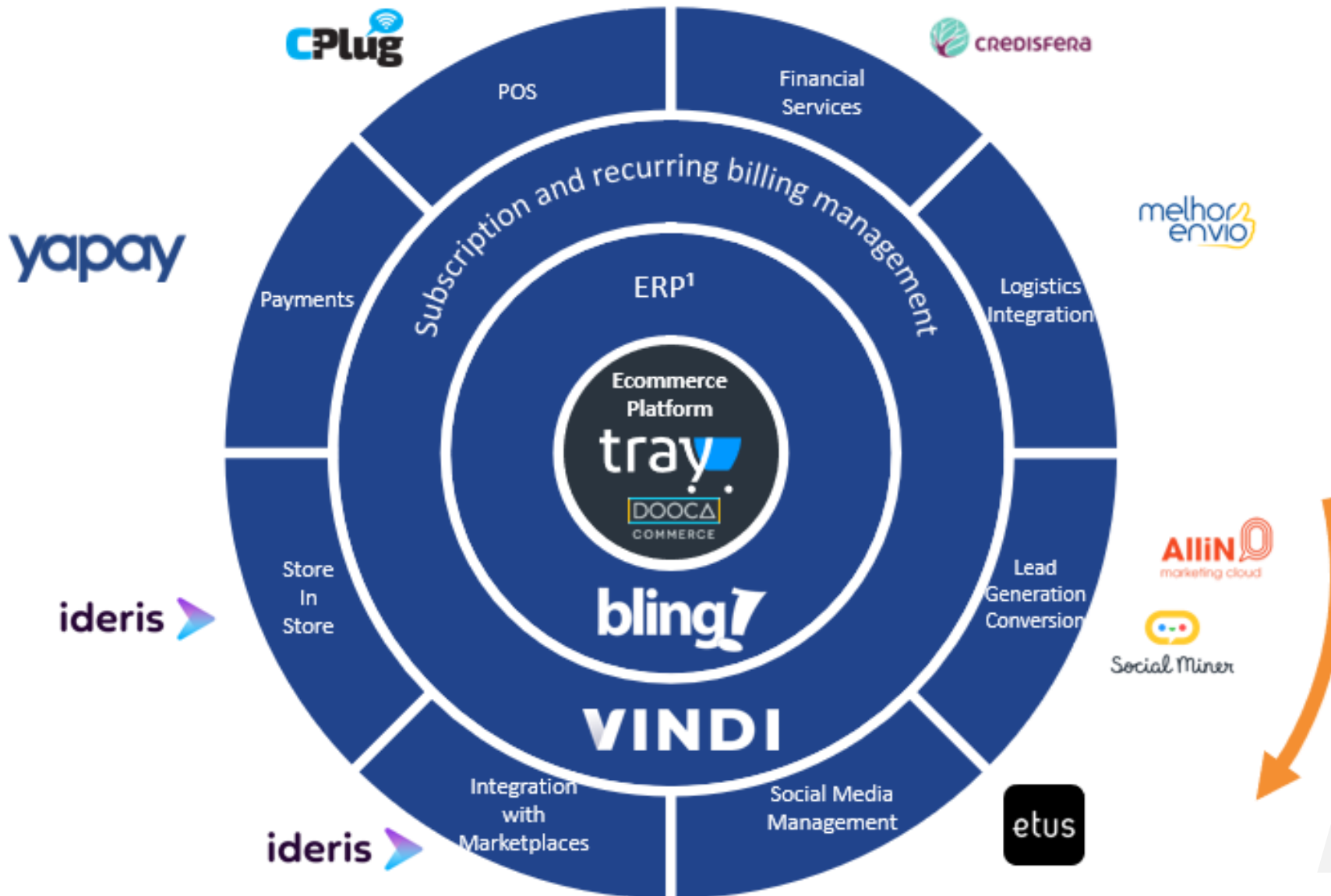


Content – E-commerce School : over 2,000 articles



7x increase in ARPU in 3 years

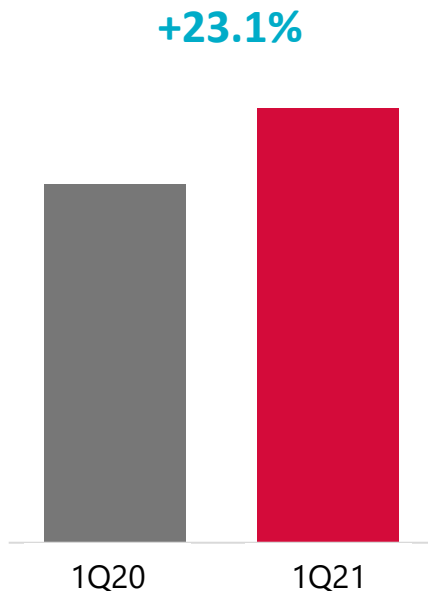




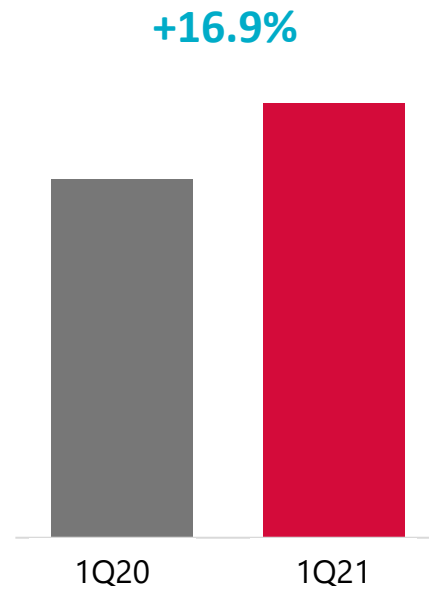
Two important **sources of revenue** that make up the Commerce growth:

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

Booking SMEs

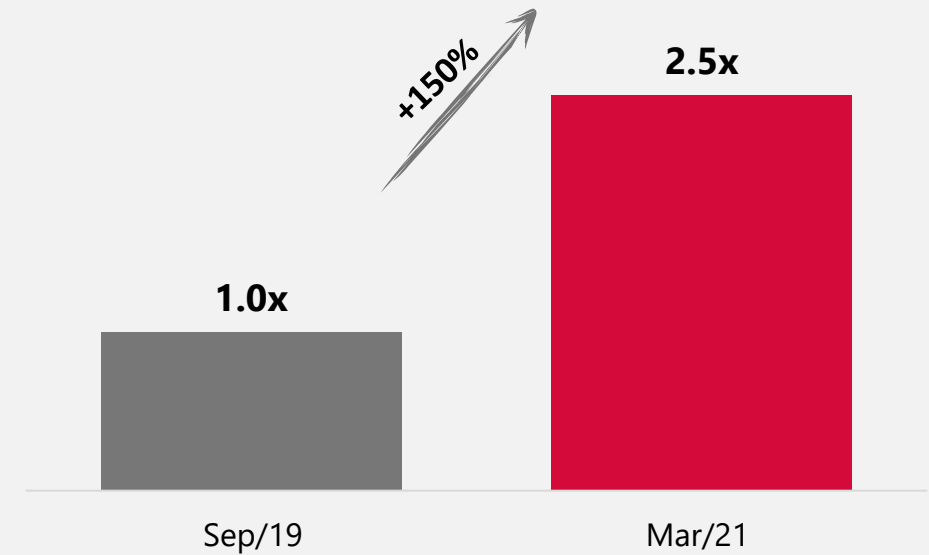


Booking Nextios



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

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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
 ideris	✓	✓	✓	✓	R\$7 M
	✓	✓	✓	✓	R\$40 M
	✓	✓	✓	✓	R\$4 M
 CREDISFERA	✓	✓	✓	✓	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



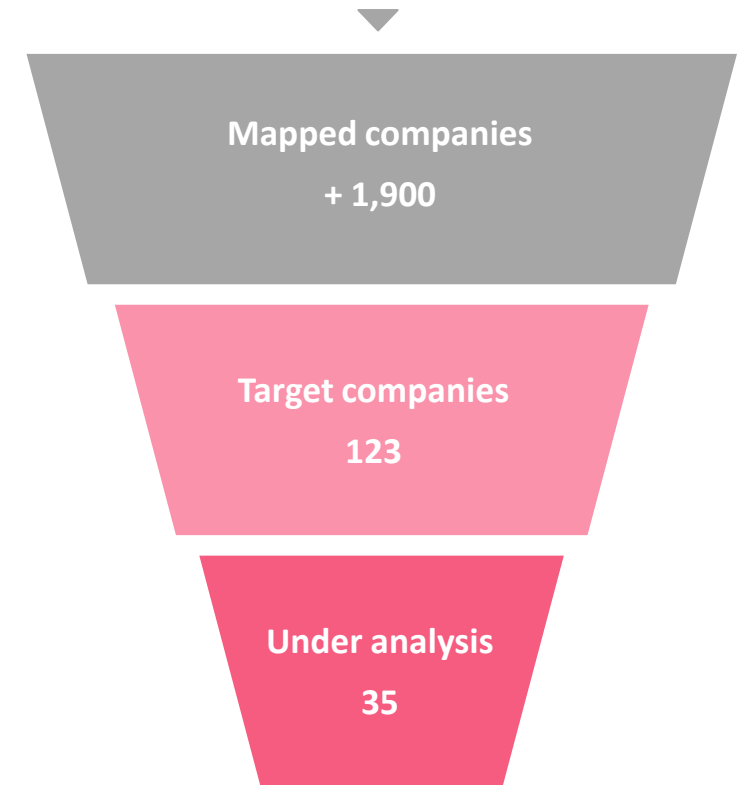
Consolidated products



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

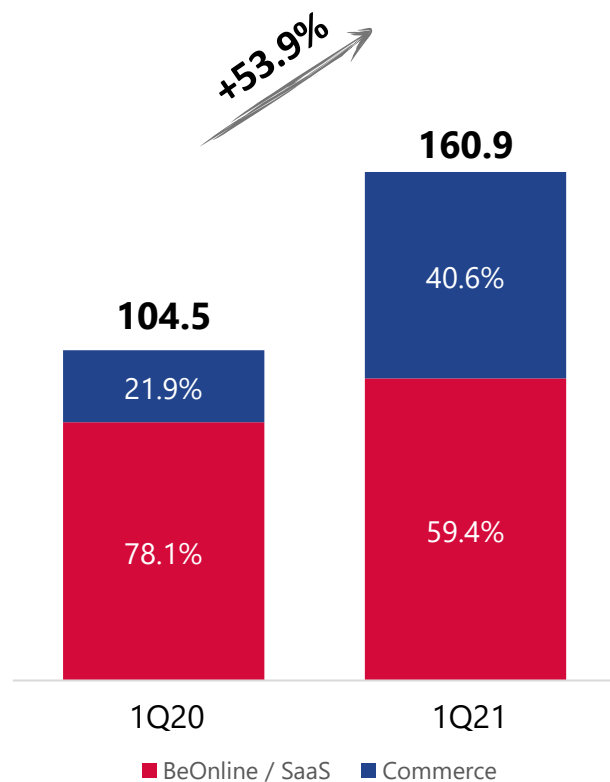
(1) Ecommerce GMV: sum of GMV of Tray, Ideris and Dooça (pro-forma for 1Q20)
(2) Adjusted EBITDA less CAPEX
(3) Cash plus derivative income less loans and financing (does not include lease liabilities [IFRS 16])



1Q21 Net Income

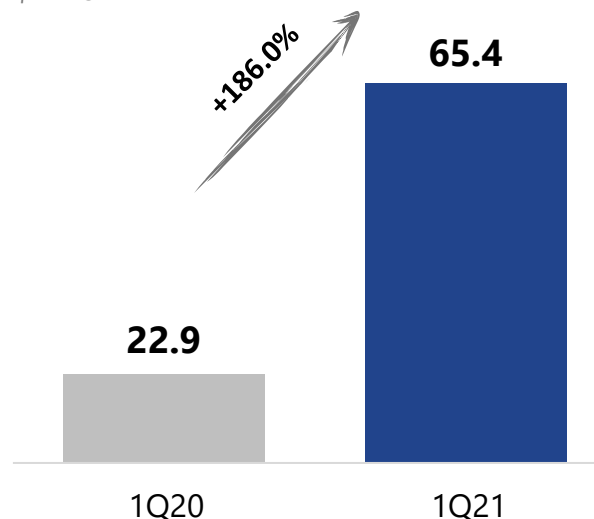
Consolidated

R\$ million



Commerce

R\$ million



Subscription Revenue

R\$25.2 M

+154.9% vs. 1Q20

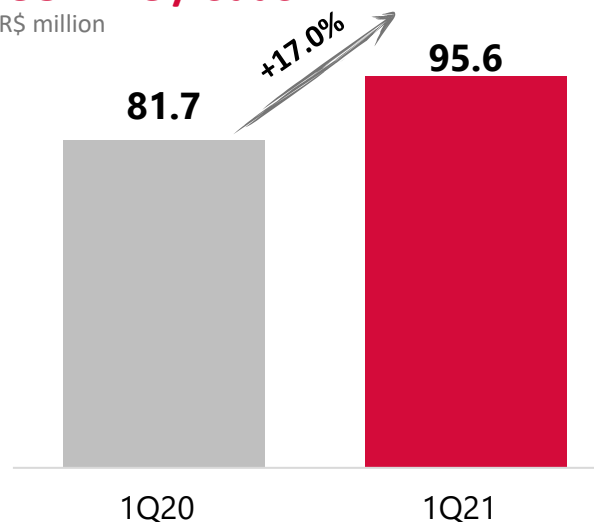
Ecosystem Revenue

R\$40.2 M

+209.7% vs. 1Q20

BeOnline / SaaS

R\$ million



Customers

394,800

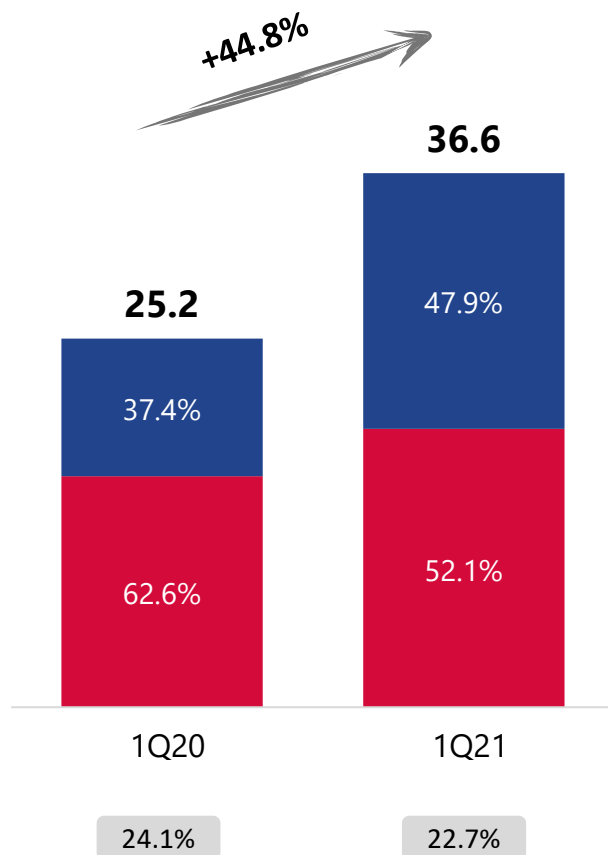
+8.0% vs. 1Q20

Adjusted EBITDA

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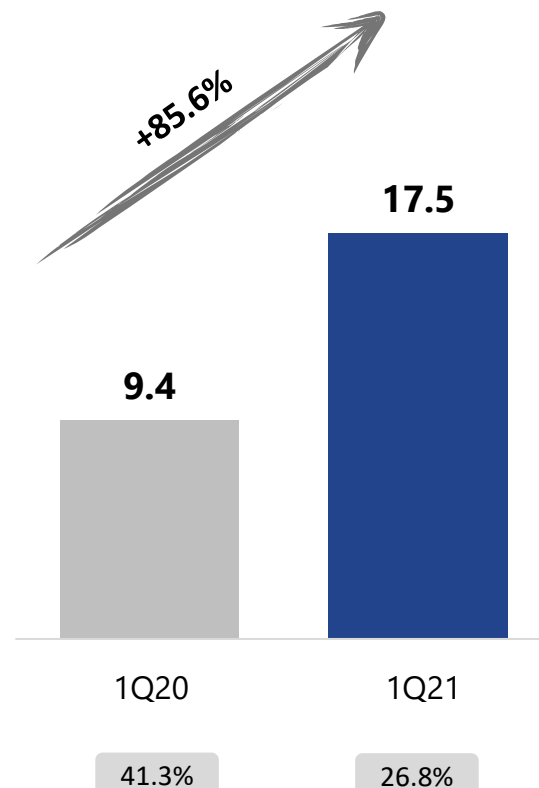
Consolidated

R\$ million
EBITDA Margin



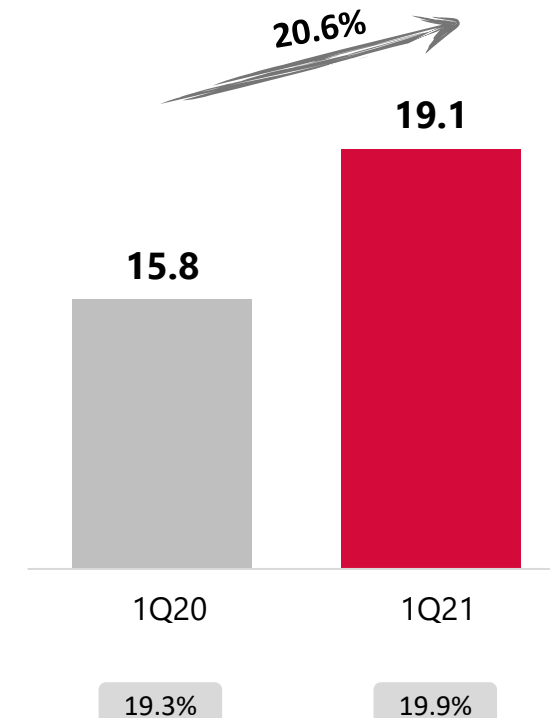
Commerce

R\$ million
EBITDA Margin



BeOnline / SaaS

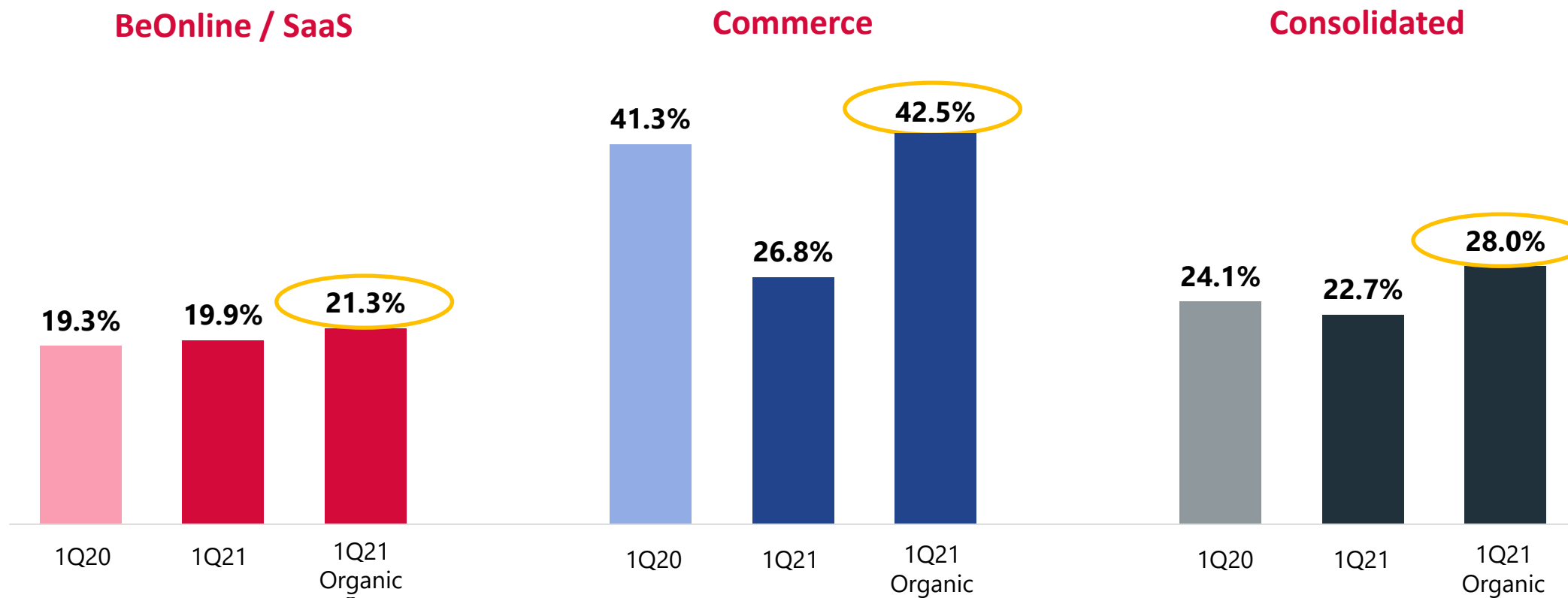
R\$ million
EBITDA Margin



■ BeOnline / SaaS ■ Commerce

Adjusted EBITDA Margin¹ - Impact of acquirees

EBITDA Margin



Expansion of organic margins in all operations

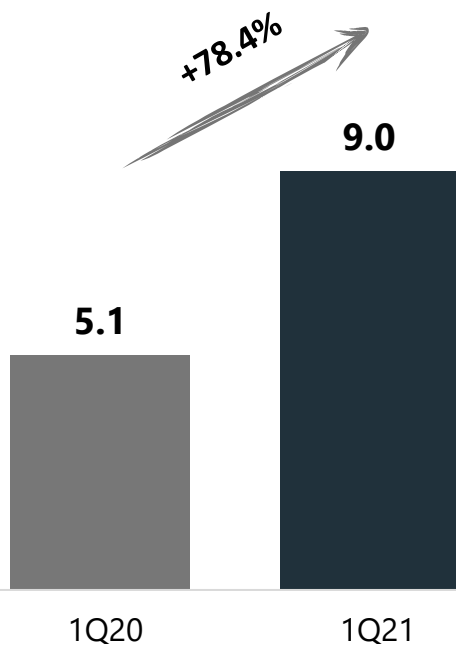
Adjusted Net Income

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>

R\$ million



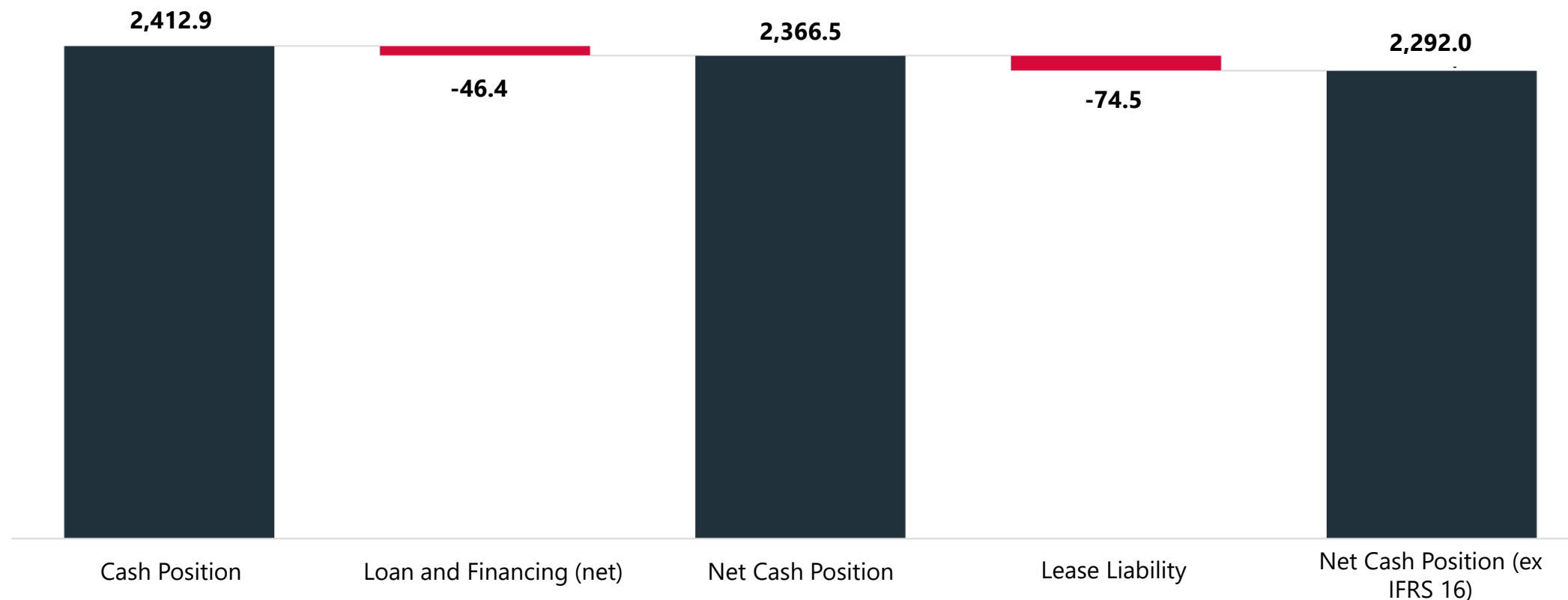
In 1Q21, Adjusted Net Income grew 78.4%, and the net margin moved up 0.8 p.p.

The Company is capitalized

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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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Two thick, red, diagonal bars with rounded ends, positioned on the left side of the slide. They are slightly offset from each other, with the second bar behind the first one.

Q&A