

# d-local

Q1 2022

Earnings Presentation

NASDAQ: DLO



# Safe Harbor

This presentation may contain forward-looking statements.

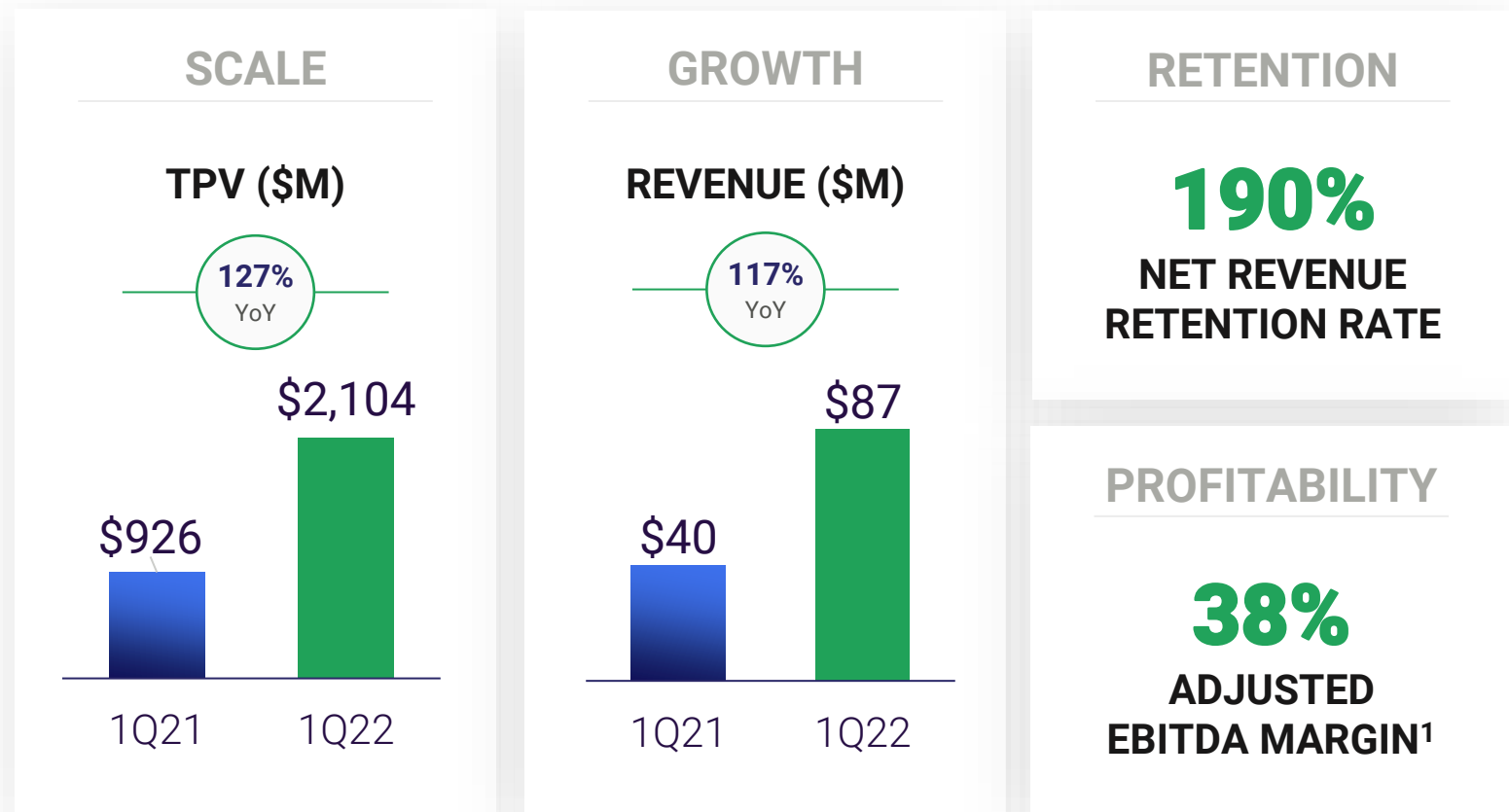
These forward-looking statements convey dLocal's current expectations or forecasts of future events. Forward-looking statements regarding dLocal involve known and unknown risks, uncertainties and other factors that may cause dLocal's actual results, performance or achievements to be materially different from any future results, performances or achievements expressed or implied by the forward-looking statements. Certain of these risks and uncertainties are described in the "Risk Factors," and "Cautionary Note Regarding Forward-Looking Statements" sections of dLocal's filings with the U.S. Securities and Exchange Commission.

Unless required by law, dLocal undertakes no obligation to publicly update or revise any forward-looking statements to reflect circumstances or events after the date hereof.

Strong start to the year 2022

d-local

1Q22  
Results

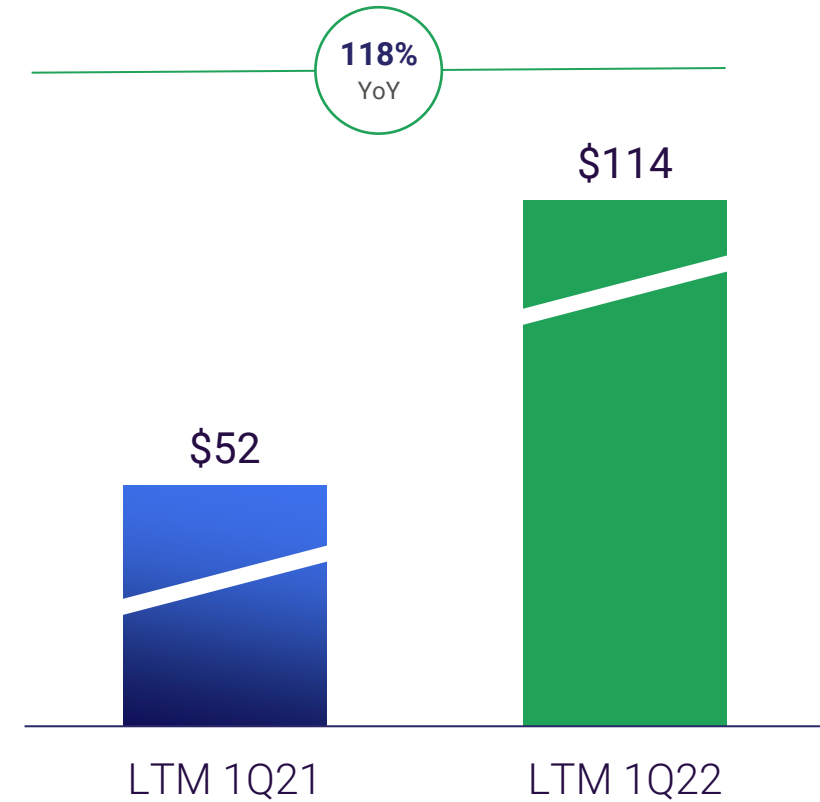
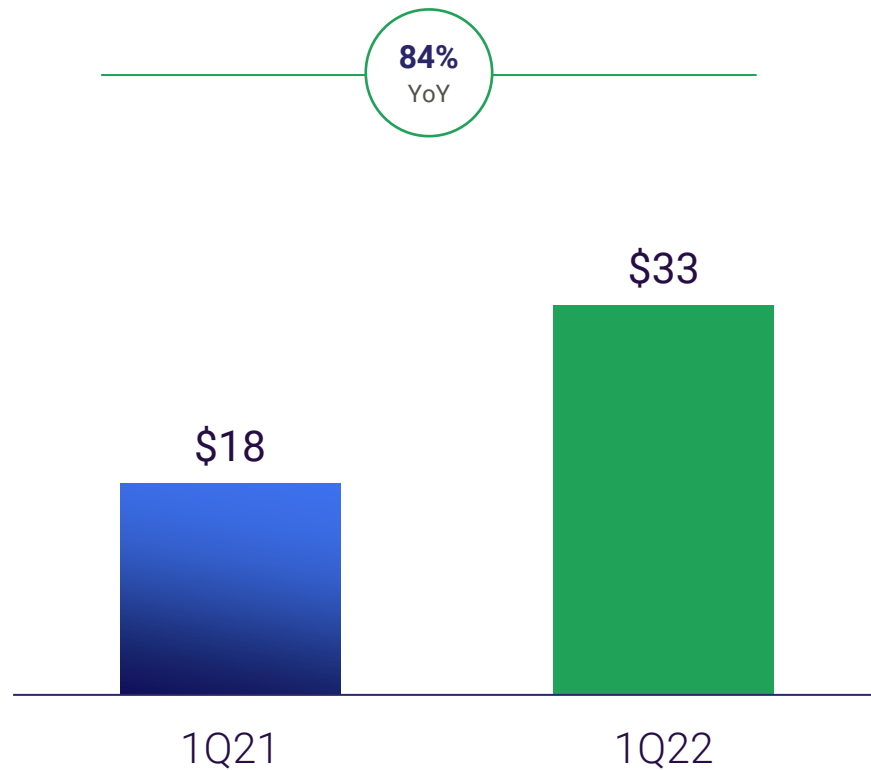


Note: Unaudited quarterly results

<sup>1</sup> dLocal has only one operating segment. Although Adjusted EBITDA and Adjusted EBITDA Margin may be commonly viewed as non-IFRS measures in other contexts, pursuant to IFRS 8, Adjusted EBITDA and Adjusted EBITDA Margin are treated by dLocal as IFRS measures based on the manner in which dLocal utilizes these measures. See detailed methodology for Adjusted EBITDA and Adjusted EBITDA Margin in appendix.

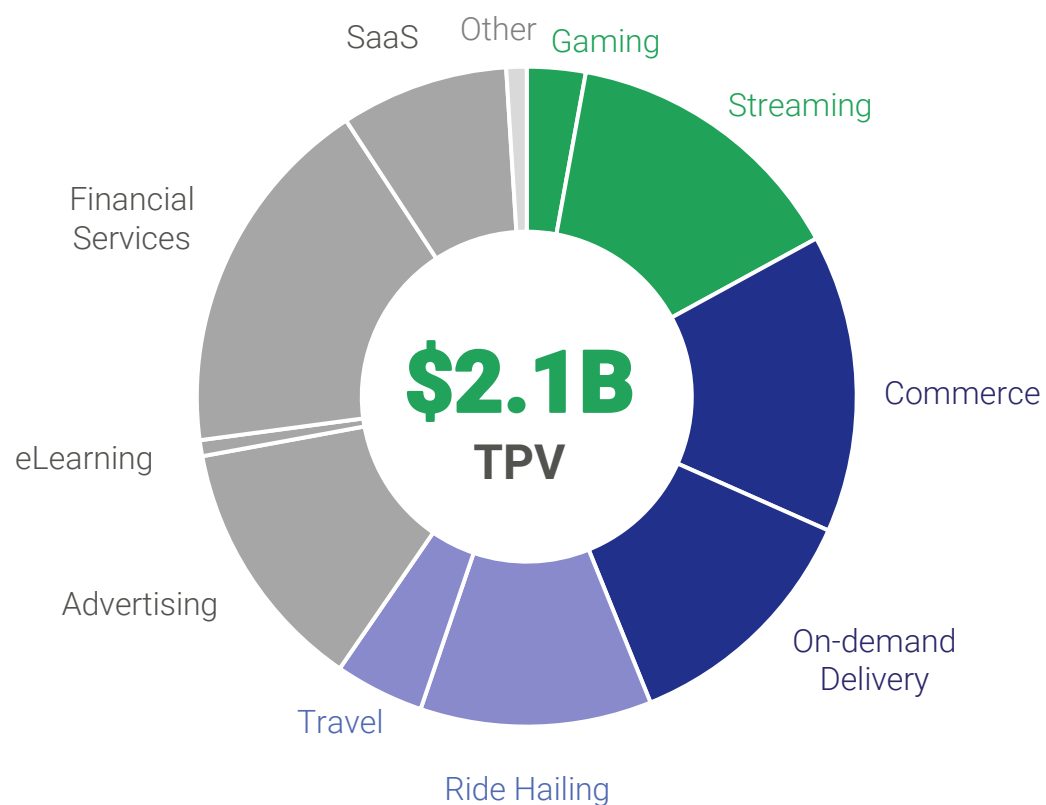
We continue to deliver disciplined profitable growth with LTM Adjusted EBITDA of \$114M

Adjusted EBITDA<sup>1</sup> (\$M) and Adjusted EBITDA margin (%) evolution



# High growth across well diversified verticals

2Q22 TPV breakdown by vertical (%)



YoY TPV by vertical (x)



# We continue to expand our footprint in emerging markets

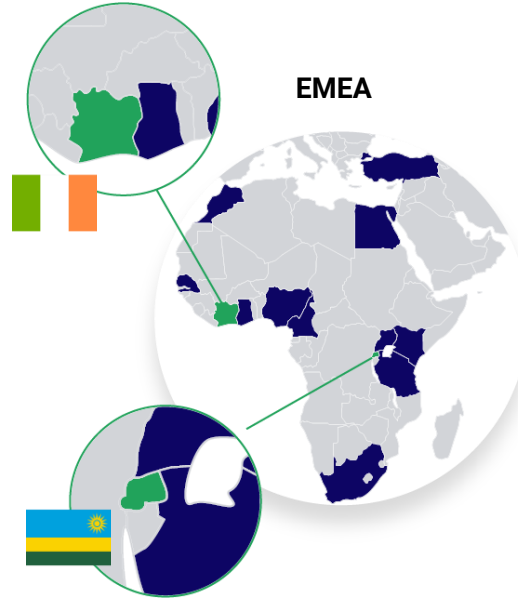
**37**  
COUNTRIES  
AS OF 1Q22

## LATAM



Argentina • Bolivia • Brazil • Chile  
• Colombia • Costa Rica •  
Dominican Republic • Ecuador •  
El Salvador • Guatemala •  
Mexico • Panama • Paraguay •  
Peru • Uruguay

## EMEA



Cameroon • Egypt • Ghana •  
**Ivory Coast** • Kenya • Morocco •  
Nigeria • **Rwanda** • Senegal •  
South Africa • Tanzania • Turkey  
• Uganda

## APAC



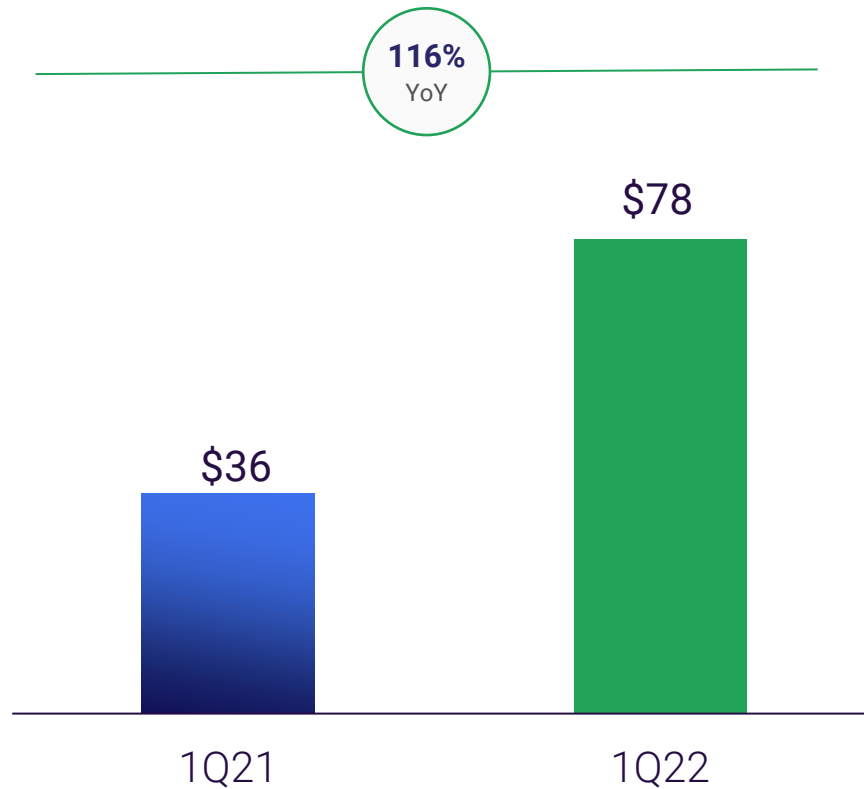
Bangladesh • China • India •  
Indonesia • Malaysia • Pakistan •  
Philippines • Thailand • Vietnam

## 1Q22 Additions

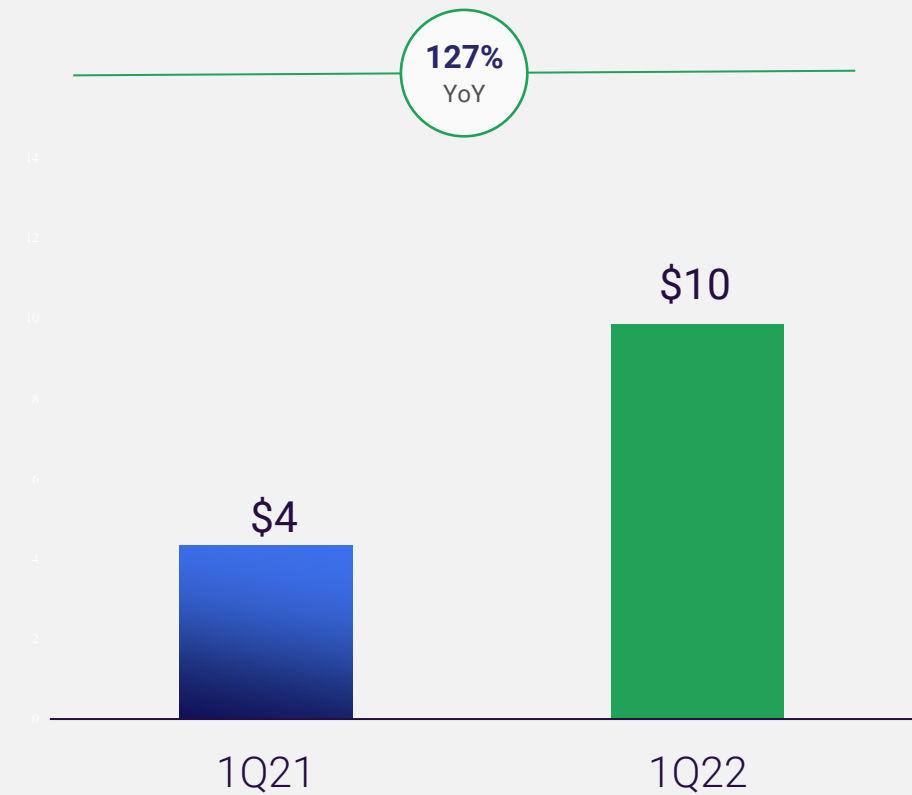
# All regions experiencing solid growth

## Asia and Africa contributing 11% to revenues

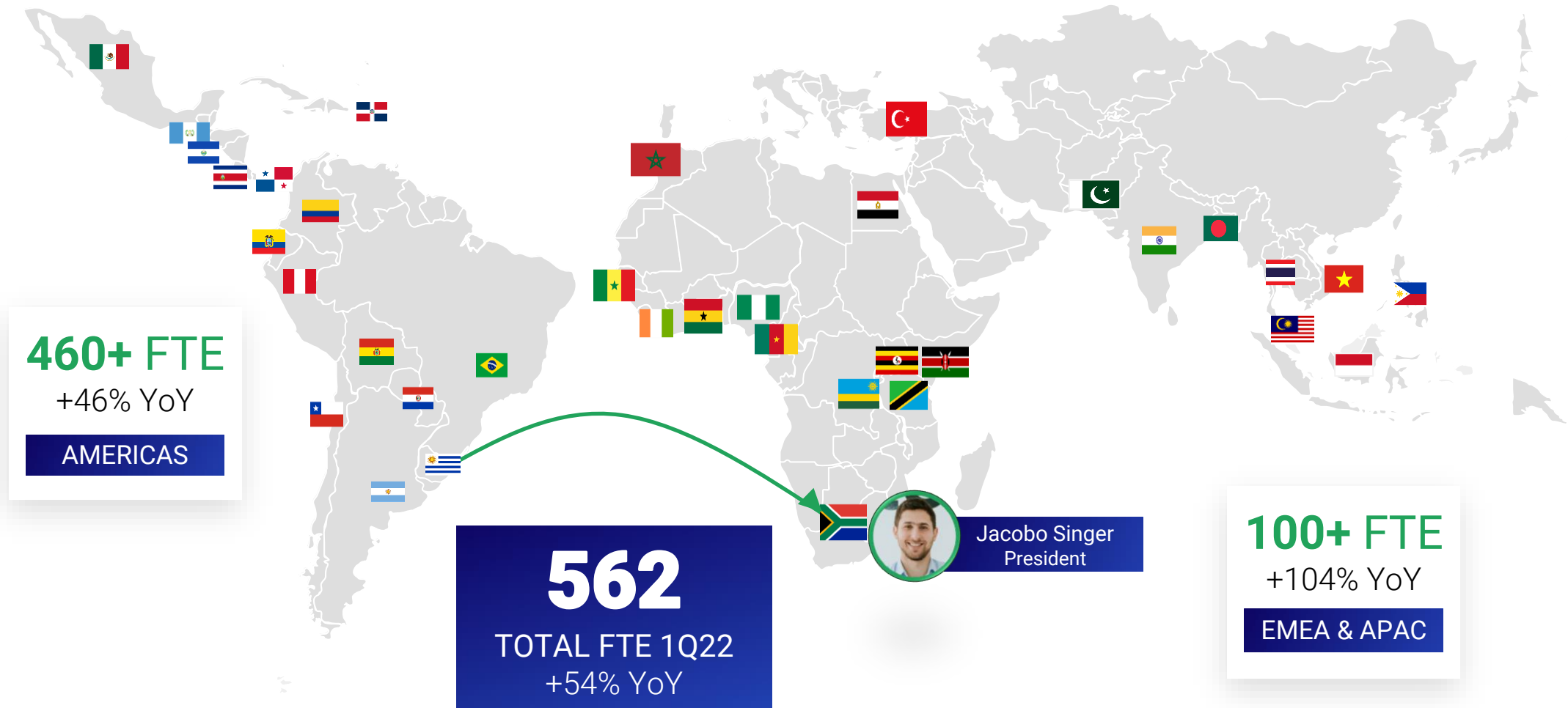
Revenue by region – LatAm (\$M)



Revenue by region – Asia & Africa (\$M)



# Committed to growing our business outside LatAm in emerging markets





# Successful land-and-expand strategy across emerging markets

*Selected examples of merchant growth in Asia & Africa*

**10+ NEW  
SIGNIFICANT  
MERCHANTS  
ONBOARDED IN 1Q22**



LATAM



EMEA



APAC

## Nigeria

# of merchants  
(1st years vs. 1Q22)

2020 = 5+

**1Q22 = 10+**

## India

# of merchants  
(1st years vs. 1Q22)

2018 = 5+

**1Q22 = 55+**

## South Africa

# of merchants  
(1st years vs. 1Q22)

2020 = 4+

**1Q22 = 10+**

## Indonesia

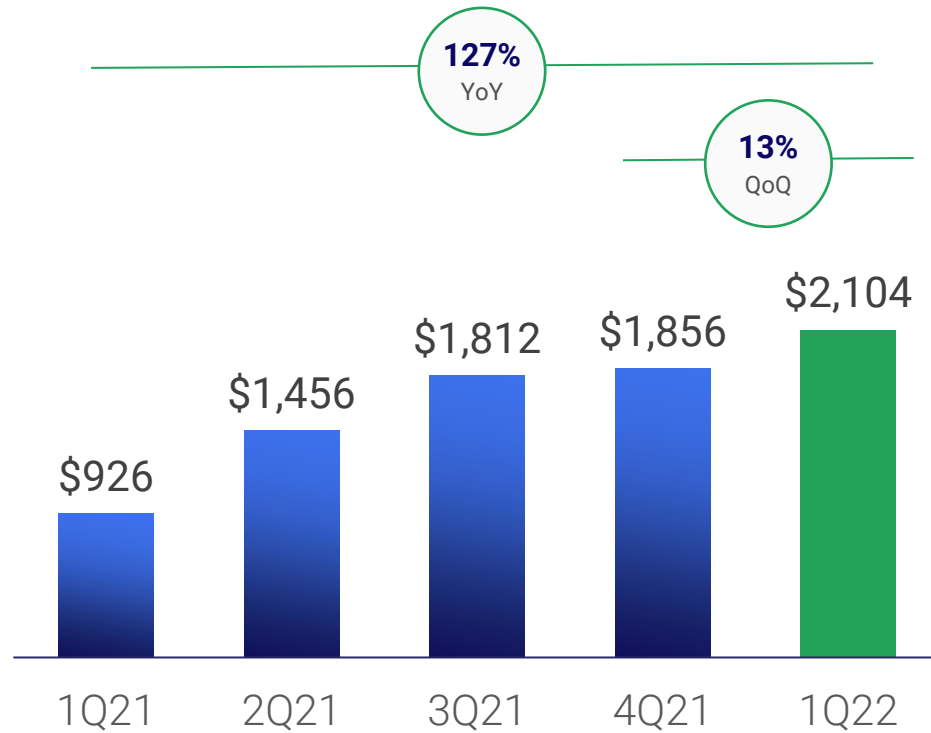
# of merchants  
(1st years vs. 1Q22)

2019 = 1+

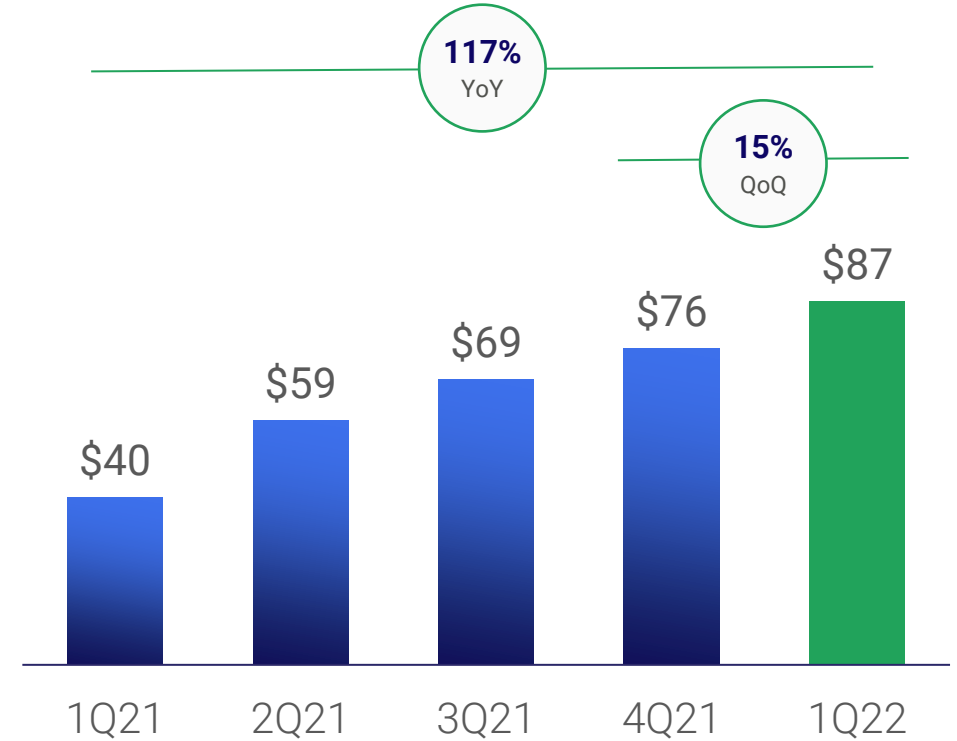
**1Q22 = 15+**

# More than doubled TPV and revenue in 1Q22

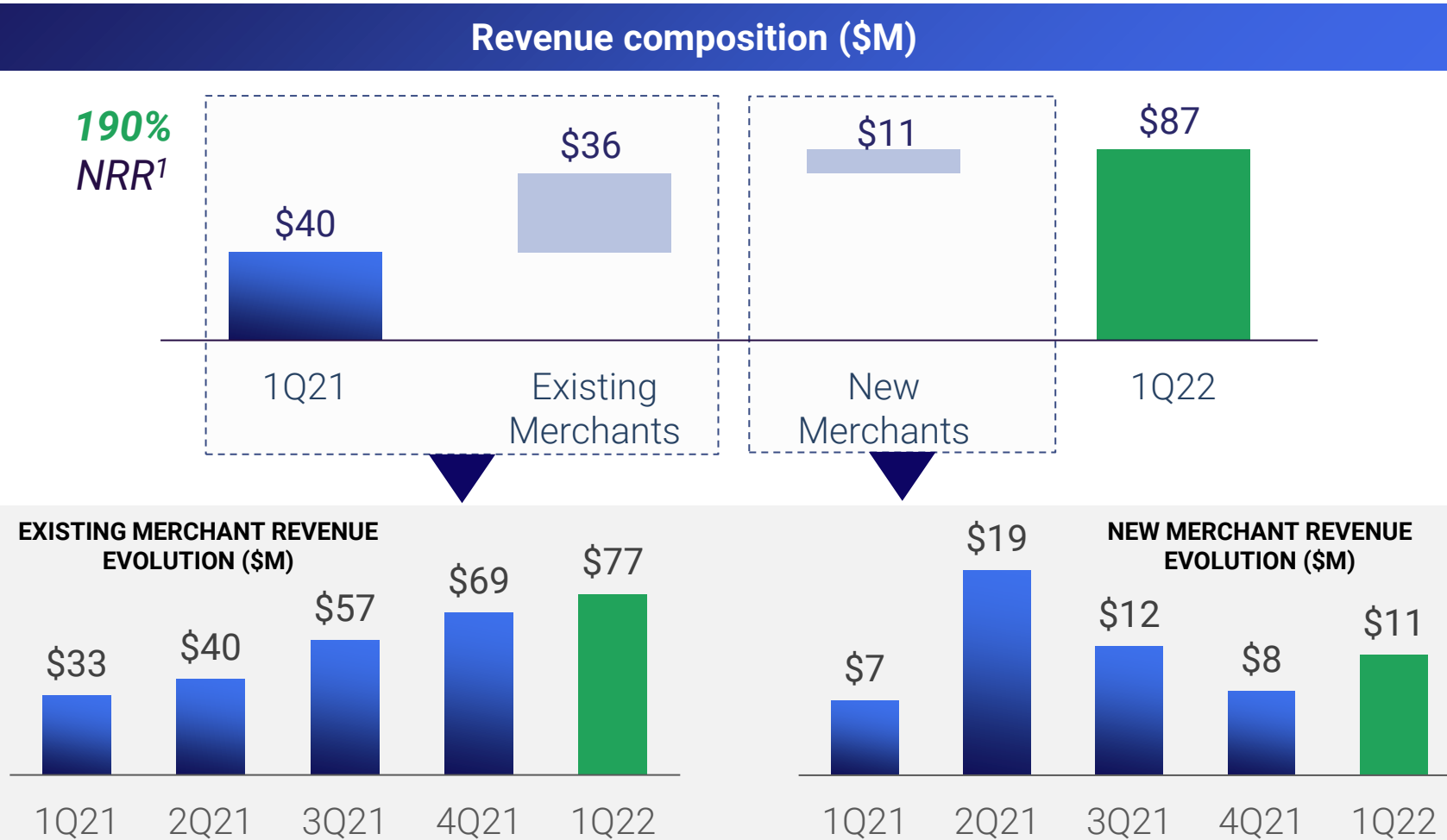
TPV evolution (\$M)



Revenue evolution (\$M)



# Existing and new merchants driving growth

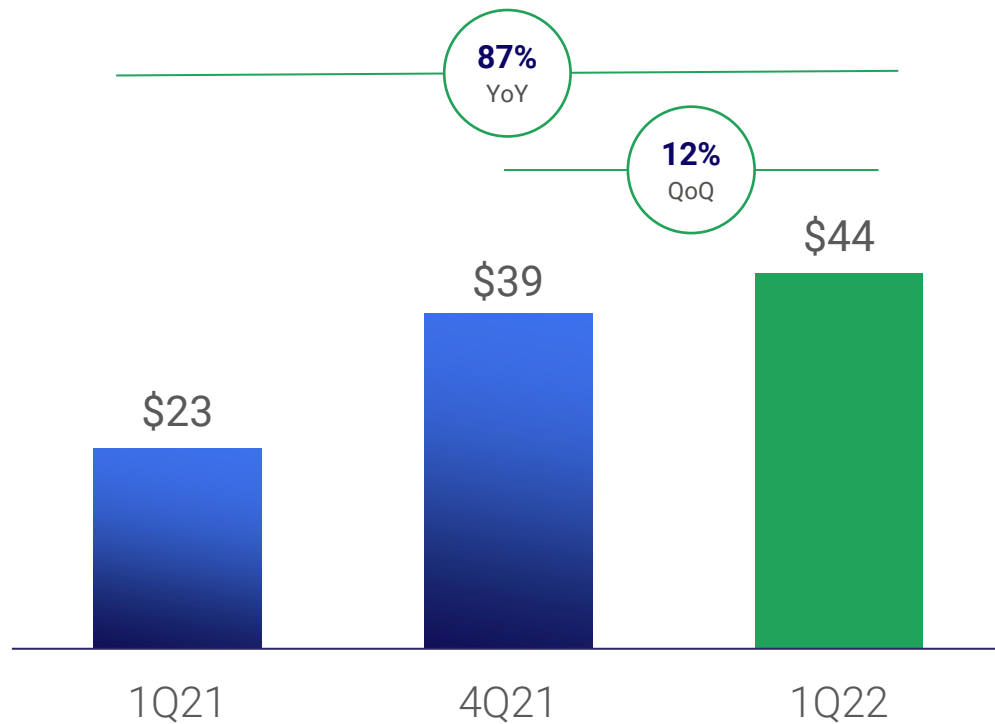


Note: Unaudited quarterly results

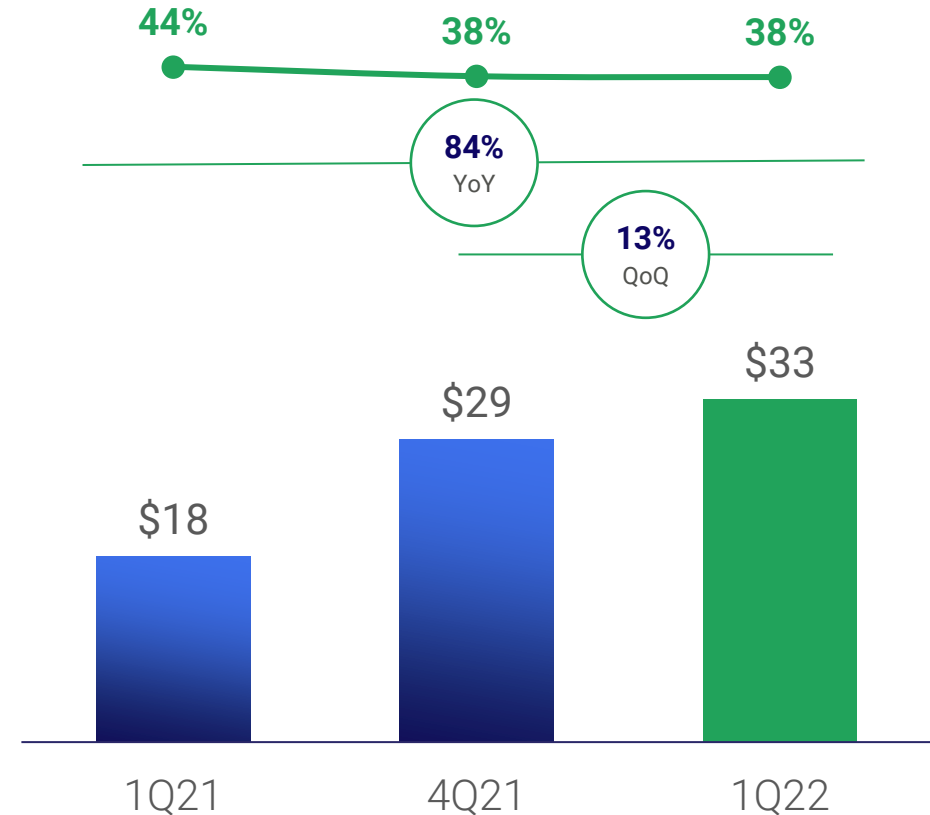
<sup>1</sup> "NRR" means Net Revenue Retention rate, which is the U.S. dollar-based measure of retention and growth of our merchants. We calculate the NRR of a period by dividing the Current Period Revenue by the Prior Period Revenue. The Prior Period Revenue is the revenue billed by us to all our customers in the prior period. The Current Period Revenue is the revenue billed by us in the current period to the same customers included in the Prior Period Revenue. Current Period Revenue includes any upsells and cross sells of products, geographies, and payment methods to such merchant customers, and is net of any contractions or attrition, but excludes revenue from new customers onboarded in the last 12 months.

# Continuous expansion in gross profit and EBITDA

## Gross profit evolution (\$M)



## Adj. EBITDA<sup>1</sup> (\$M) and Adj. EBITDA margin (%) evolution

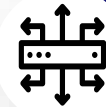


# Investment highlights

We power a **massive and expanding Emerging Markets ecosystem**



We are **directly integrated** with some of the world's biggest online merchants in the world, driving very strong NRR and cohort performance



We have built a **scalable, single API technology infrastructure** that makes the complex simple for merchants across Emerging Markets



Our business model is **well-diversified across industries and clients**



We are **growing rapidly and profitably at scale**



# d-local

Thank you!



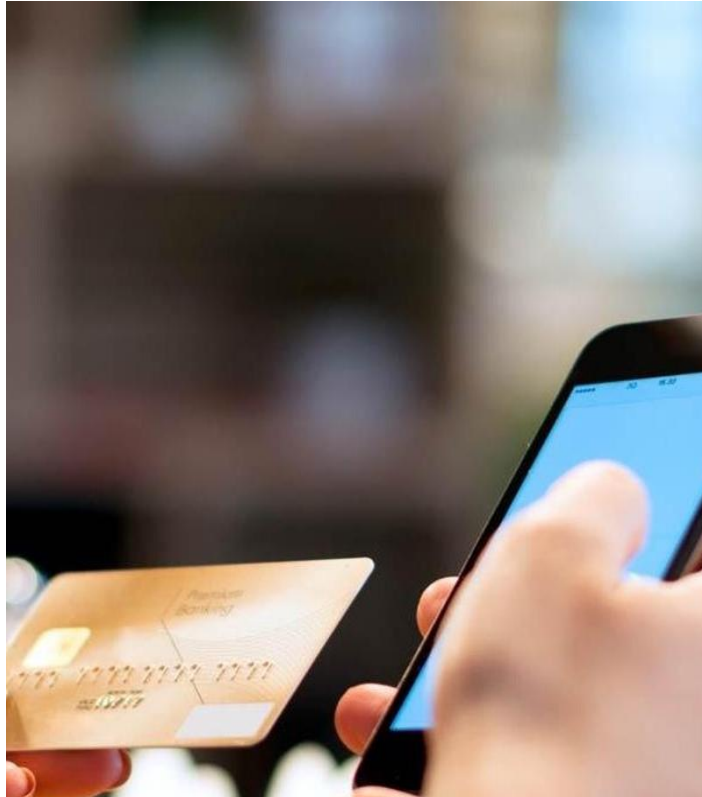
# APPENDIX



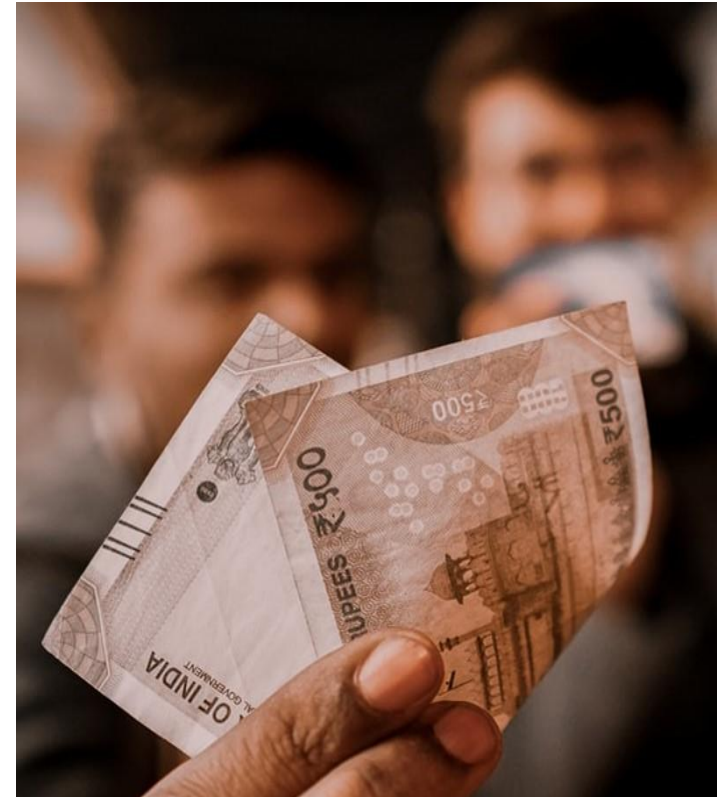
# What problems are we addressing?



**Complex and changing regulatory and tax frameworks**



**Poor conversion and high fraud**

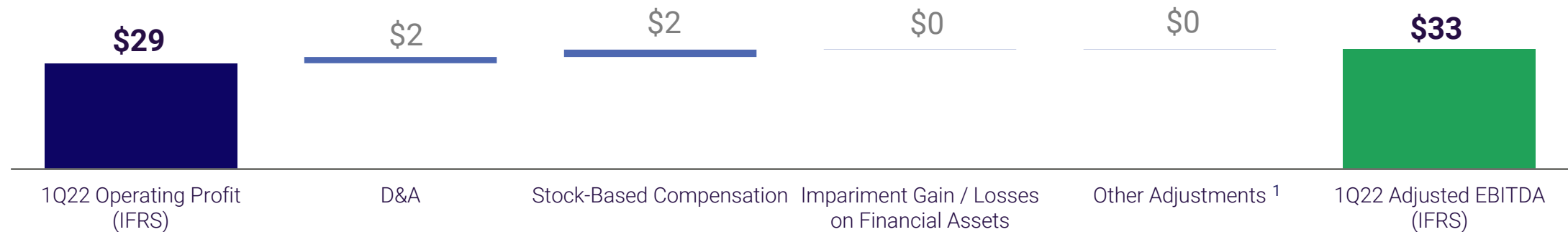


**Multiple local payment methods with rising fragmentation**



# Financial highlights

## 1Q22 Adjusted EBITDA Bridge (\$M)



## 1Q21 Adjusted EBITDA Bridge (\$M)



# Reconciliation of Profit to Adjusted EBITDA

\$ in thousands	Three-month period ended March 31,	
	2022	2021
<b>Profit for the period</b>	<b>26,273</b>	<b>16,927</b>
Income tax expense	1,213	1,379
Other operating (gain)/loss	-	(2,896)
Depreciation and amortization	1,723	515
Secondary offering expenses <sup>1</sup>	89	705
Transaction costs <sup>2</sup>	-	113
Share-based payment charges	2,034	565
Other charges, Net <sup>3</sup>	1,524	533
<b>Adjusted EBITDA</b>	<b>32,856</b>	<b>17,841</b>

Note: Unaudited quarterly results.

Although Adjusted EBITDA and Adjusted EBITDA Margin may be commonly viewed as non-IFRS measures in other contexts, pursuant to IFRS 8, Adjusted EBITDA and Adjusted EBITDA Margin are treated by dLocal as IFRS measures based on the manner in which dLocal utilizes these measures.

Adjusted EBITDA as used by dLocal is defined as the profit from operations before financing and taxation for the year or period, as applicable, before depreciation of property, plant and equipment, amortization of right-of-use assets and intangible assets, and further excluding the changes in fair value of financial assets and derivative instruments carried at fair value through profit or loss, impairment gains/(losses) on financial assets, transaction costs, share-based payment non-cash charges, secondary offering expenses, transaction expenses and inflation adjustment.

<sup>1</sup> Corresponds to expenses assumed by dLocal in relation to secondary offerings of its shares. <sup>2</sup> Corresponds to costs related to the acquisition of assets of PrimeiroPay. <sup>3</sup> Corresponds to other minor adjustments (full reconciliation in financial statements)