



# 3Q17 Webcast

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# Linx Day



Linx  
Day 2017

SAVE THE DATE  
TO ATTEND THE  
LINX DAY 2017.

December 13  
06 am to 10 am (EST)  
Centro Cultural Britânico  
Rua Ferreira de Araújo, 741 - Pinheiros



# Recent events

## **ShopBack acquisition**

On October 18, 2017, the Board of Directors of the Company approved the acquisition of 100% of the shares of ShopBack, leader in technologies of retention, reengagement and recapture through Big Data and Artificial Intelligence for engagement. We estimate that about 85% of the Brazilian e-commerce go monthly thru this cloud platform, turning Linx into the leader in this segment. The gross revenue of ShopBack in the last twelve months was R\$15 million. For the acquisition, Linx will pay R\$39.0 million in one installment. Additionally, subject to the achievement of financial and operating targets, Linx could pay up to R\$17.6 million during the next three years.

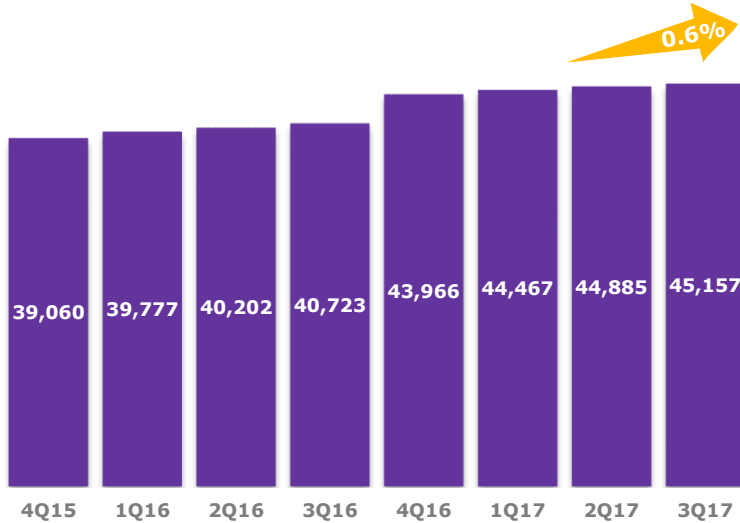
## **New CFO**

On October 16, Dennis Herszkowicz left the positions of Chief Financial Officer (CFO) and Investor Relations Officer (IRO) to assume the Vice Presidency of the Company focused on the expansion into new markets. As part of the new structure, the departments of M&A, TEF and Payments and Retail Intelligence will report directly to Dennis. On the same date, Linx's Board of Directors elected Pedro Moreira to the positions of CFO and IRO. Pedro has 23 years of professional experience in large companies such as Cnova, Wal-Mart, C&A and Ambev and has an extensive experience in Accounting, Controlling, Legal, Loss Prevention, Planning, Risk, Tax, and Treasury.

# Large and diversified customer base

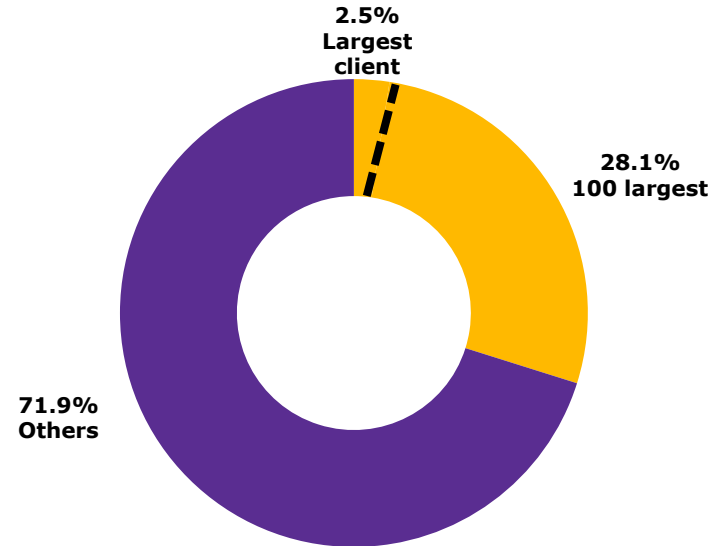
Top 100 customers represented only 28.1% of Linx's revenues

## Total customers



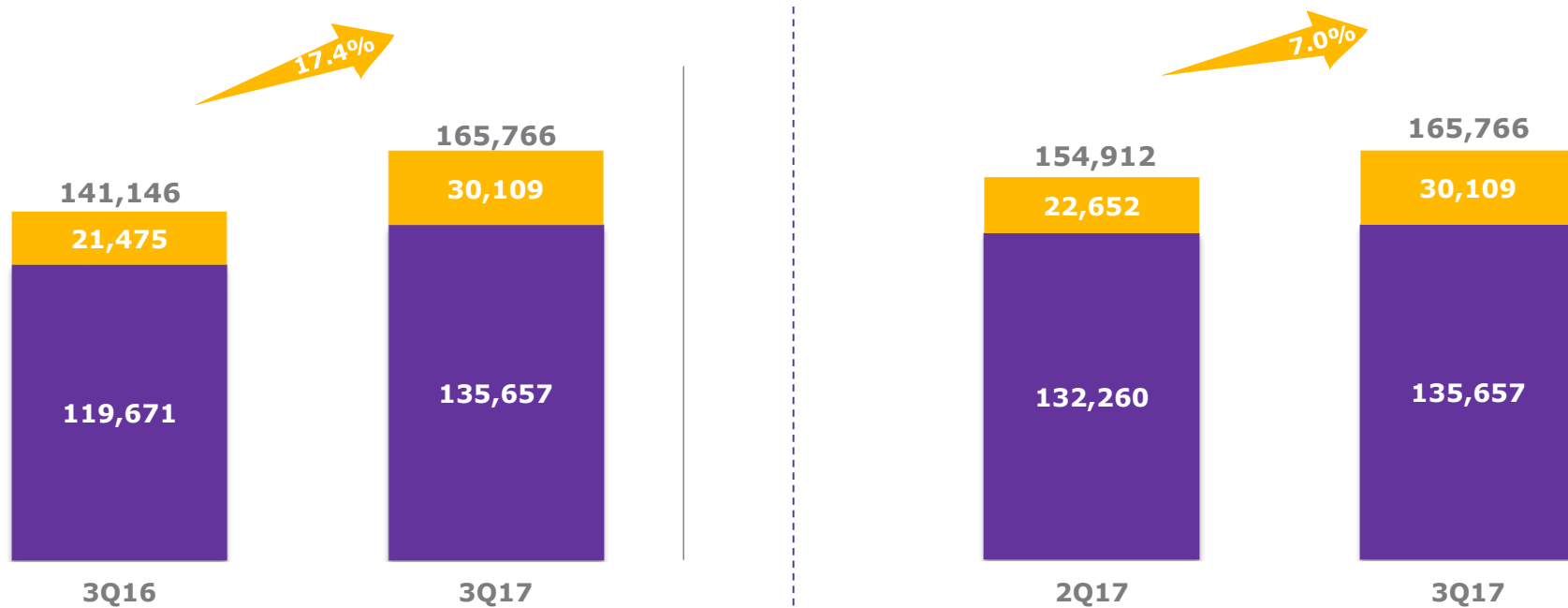
## Clients concentration

(% total revenues)



# Gross revenues

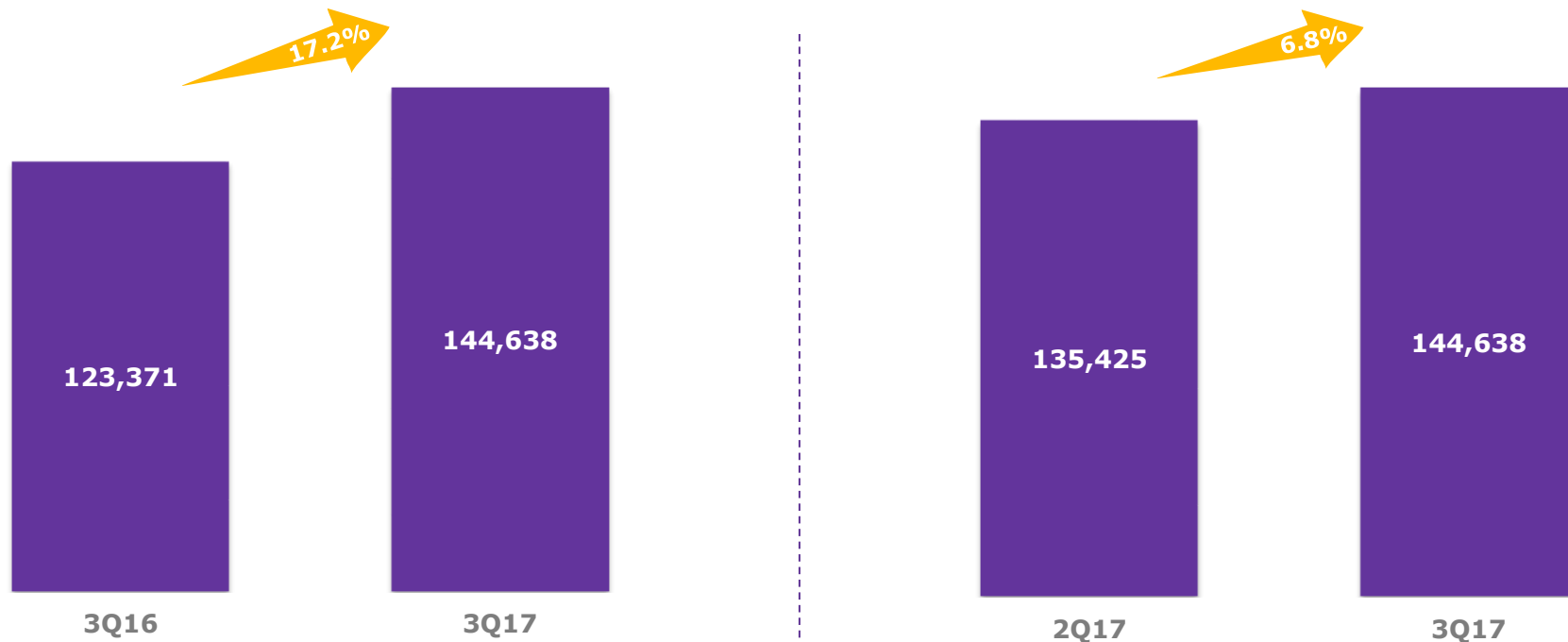
R\$ '000



■ Recurring revenues ■ Services revenues

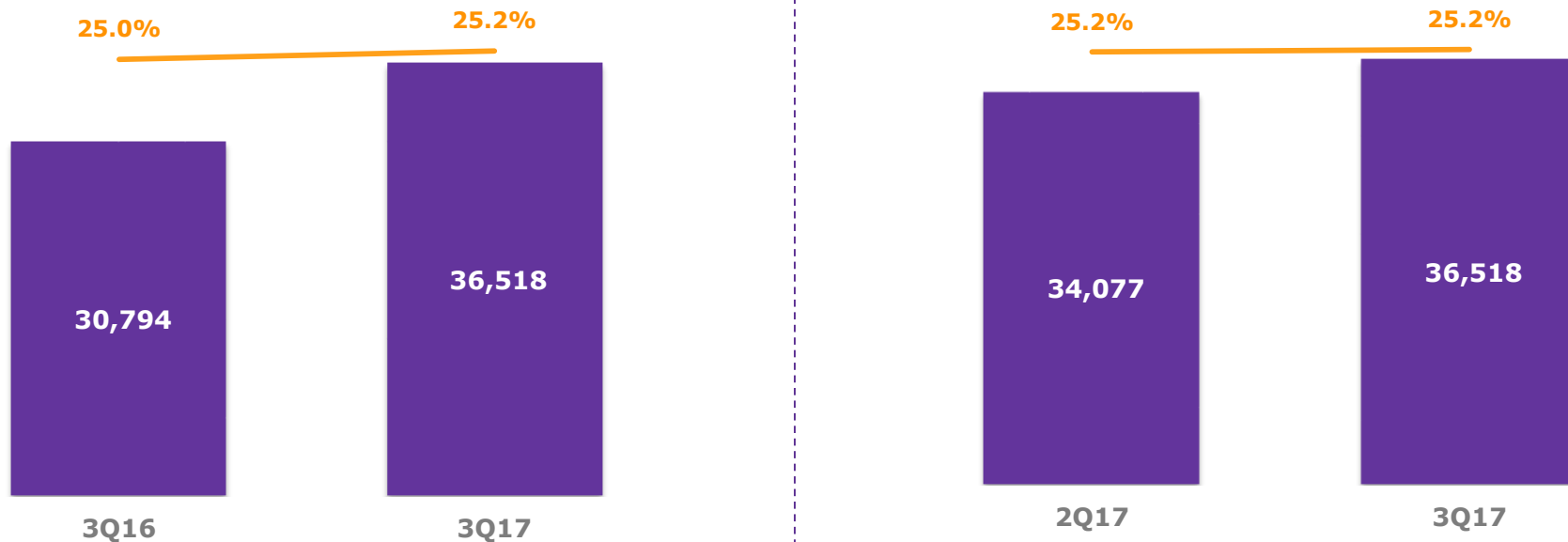
# Net revenues

R\$ '000



# Adjusted EBITDA

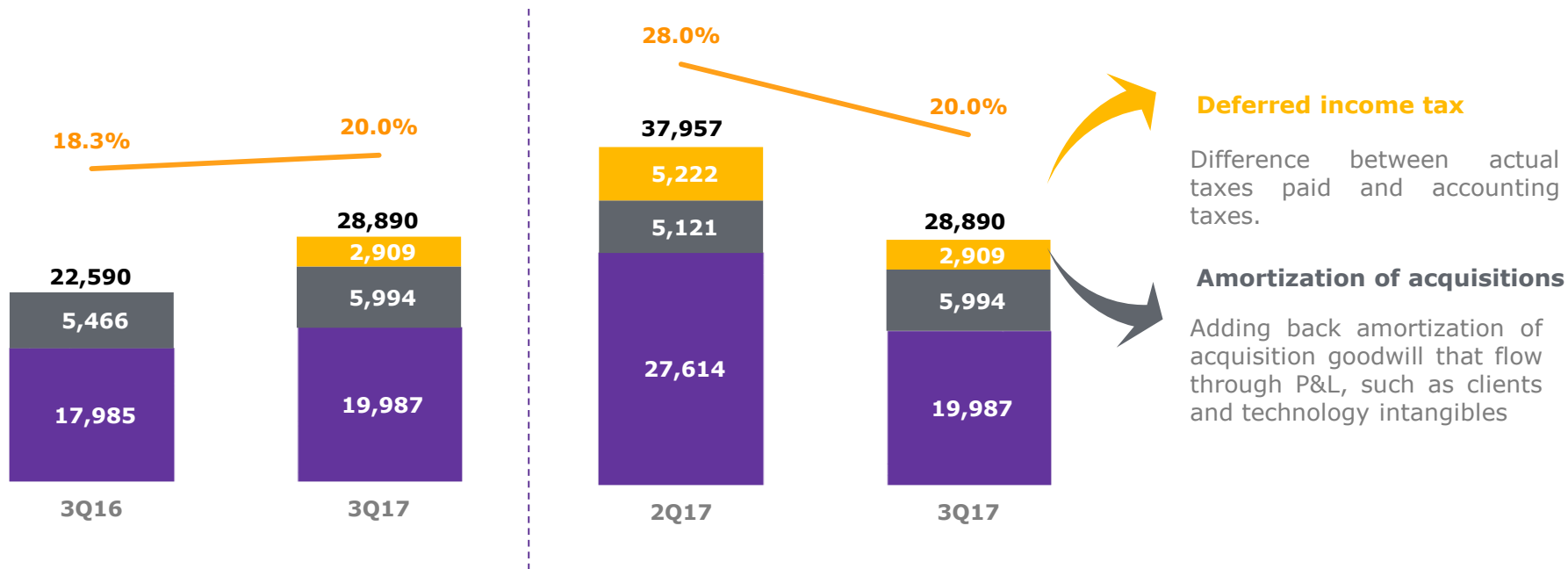
R\$ '000





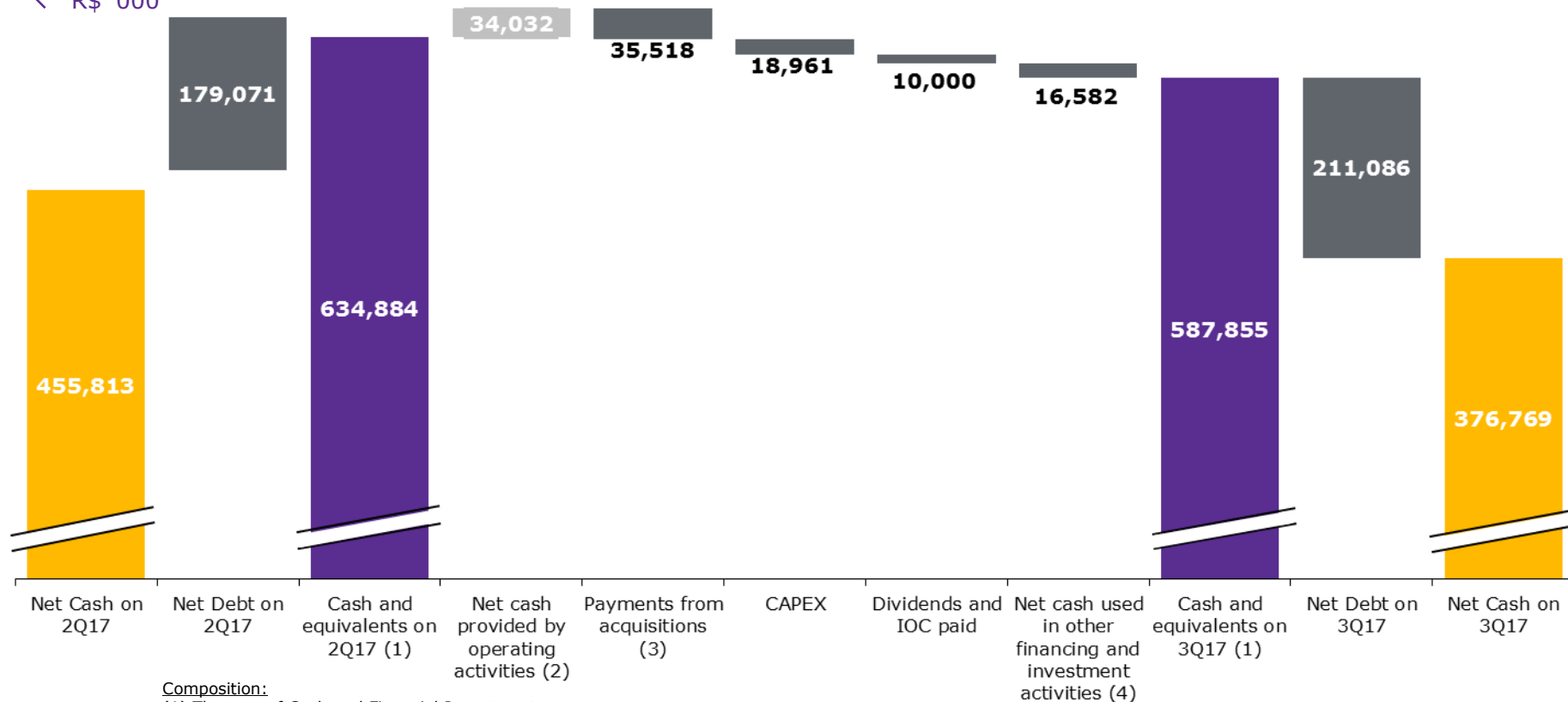
# Net income and Cash earnings adjusted

R\$ '000



# Cash flow

R\$ '000



**Composition:**

- (1) The sum of Cash and Financial Investments.
- (2) Income from the sale of fixed and intangible assets.
- (3) Acquisition of subsidiaries, net of cash acquired and payment of accounts payable of acquisitions from subsidiaries.
- (4) Payments from loans and financing, capital increase, interest earnings from bank deposits and arise from interest earnings from bank deposits of the Balance Sheet.