

Earnings Presentation

4th Quarter
& Full Year
2022

d·local



Sebastián Kanovich
Chief Executive Officer



Jacobo Singer
President, COO



Diego Cabrera Canay
Chief Financial Officer



Maria Oldham
VP of Corp. Development, IR

Safe Harbor

d·local

This presentation may contain forward-looking statements.

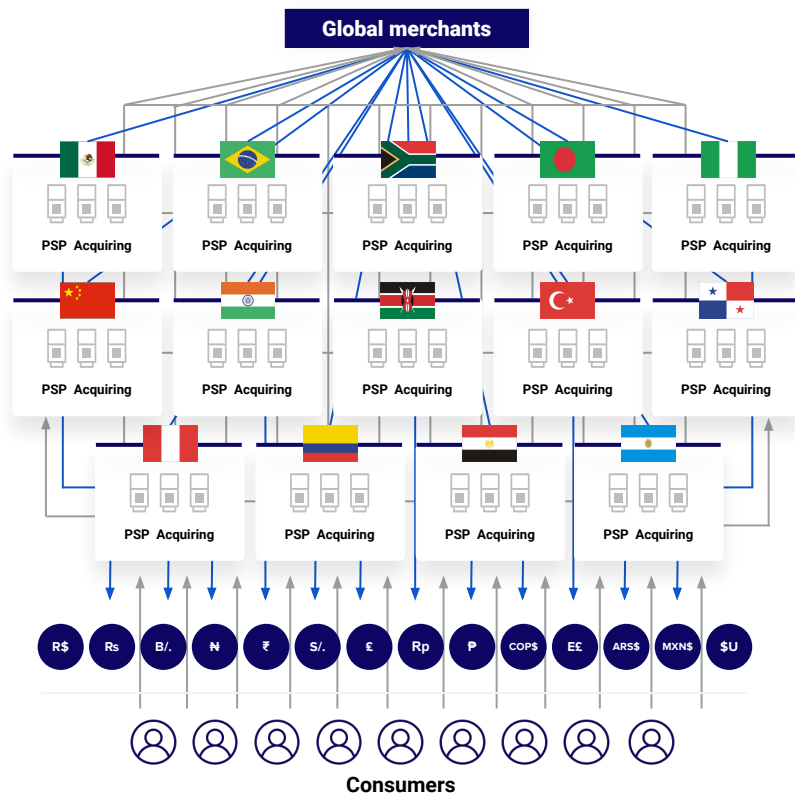
These forward-looking statements convey dLocal's current expectations or forecasts of future events. Forward-looking statements regarding dLocal involve known and unknown risks, uncertainties and other factors that may cause dLocal's actual results, performance or achievements to be materially different 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 Statement 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.

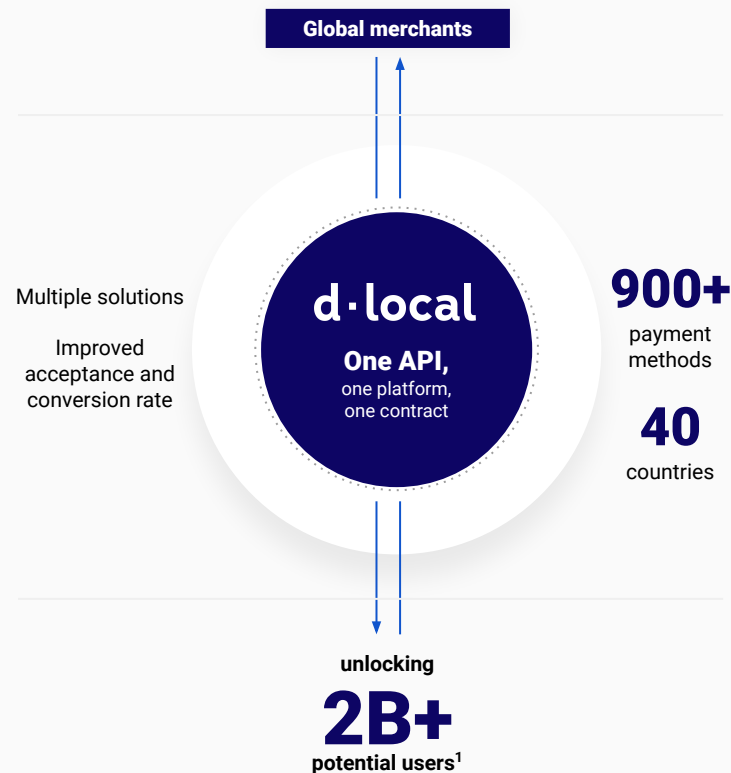
We are building the best financial infrastructure for emerging markets

Bangkok, Thailand

Without dLocal: complex, multiple connections



With dLocal: one stop shop in emerging markets



Note: ¹Potential interaction with over 2 billion combined internet users in the countries we serve; estimated figure based on each country population and internet penetration

**We partner with
some of the
largest global
enterprises**

**600+ merchants and
200+ key accounts¹
in 2022**



Invoice Collection

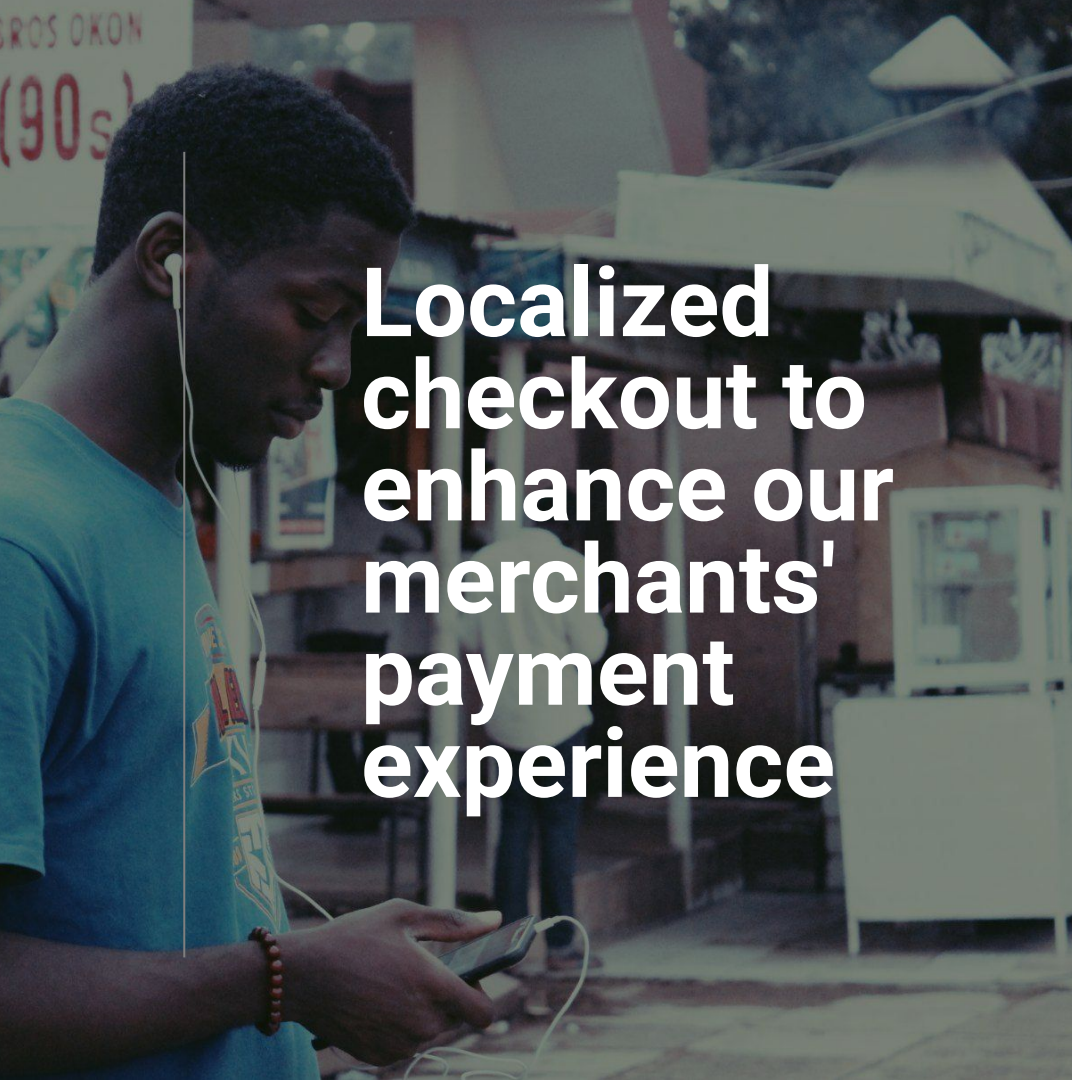
Solving Salesforce's payment collection

Creating tailor-made solutions at scale to address our merchants pain points



Splitting and settling payments, as well as accepting local payment methods, are some of the major challenges for global players that collect payments directly on their own platform.

dLocal's latest no-code solution solves the complexity of B2B payment collection, dealing with currency volatility, enabling local payment options, and providing for the expatriation and settlement of funds.



Localized checkout to enhance our merchants' payment experience



dLocal allows clients such as Meta to deliver a smooth and frictionless payment experience in Africa by enabling dominant local payment methods outside of traditional international credit card payments, including mobile money, local cards, as well as cash payments.

Payment methods using mobile money had 346M¹ monthly active users worldwide in 2021 and in markets like Kenya have a 60%² penetration vs 5-6%³ for credit cards.

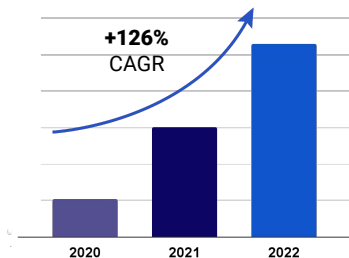
We delivered another year of record results

FY22

Total Processed Volume

\$10.6B

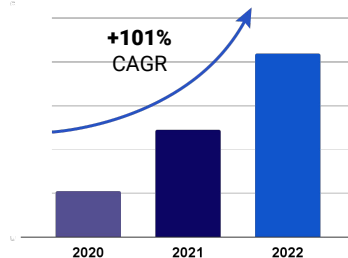
▲ +75% YoY



Revenue

\$419M

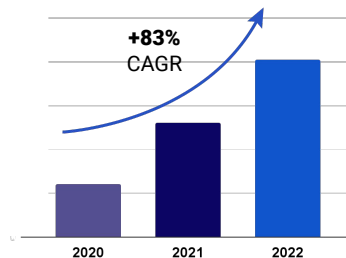
▲ +72% YoY | NRR¹ 165%



Gross Profit

\$202M

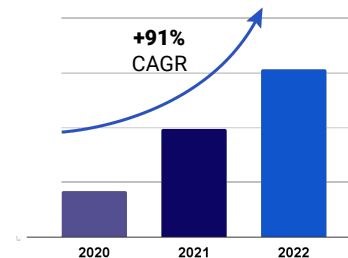
▲ +55% YoY



Adjusted EBITDA²

\$153M

▲ +54% YoY



4Q22³

\$3.3B

▲ +78% YoY | +21% QoQ



\$118M

▲ +55% YoY | +6% QoQ
NRR¹ 146%



\$55M

▲ +42% YoY | +2% QoQ



\$40M

▲ +39% YoY | -3% QoQ

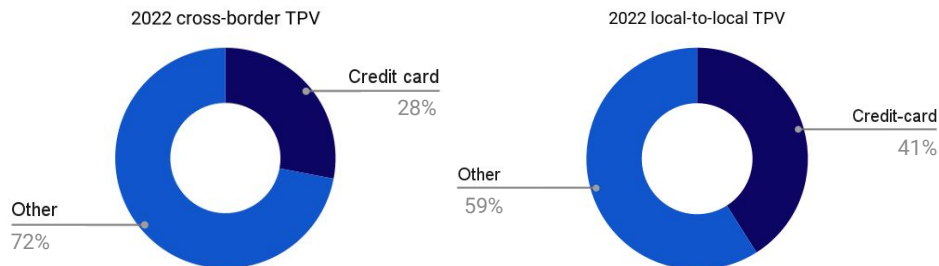


Note: ¹ "NRR" means net revenue retention rate, which is the U.S. dollar-based measure of retention and growth of our merchants. We calculate the NRR of a period by dividing the current period revenue by the prior period revenue. The prior period revenue is the revenue billed by us to all of our merchant customers in the corresponding period for the prior fiscal year. The current period revenue is the revenue billed by us in the corresponding period for the current fiscal year to the same merchant customers included in the calculation of 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 on-boarded during the last 12 months. ² dLocal has only one operating segment. Although Adjusted EBITDA may be commonly viewed as non-IFRS measure in other contexts, pursuant IFRS 8, Adjusted EBITDA is treated by dLocal as IFRS measure based on the manner in which dLocal utilizes these measures. See detailed methodology for Adjusted EBITDA in appendix. ³ Unaudited quarterly results.

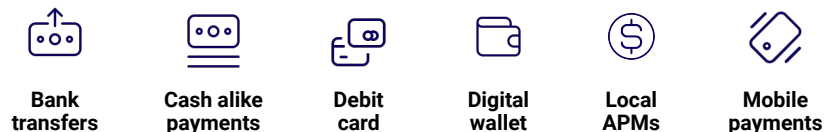
Solving for the complex, fragmented payments ecosystem in EMs

Maximizing reach by accepting key local payment methods

Non-credit card volume accounted for 67% of total TPV in 2022

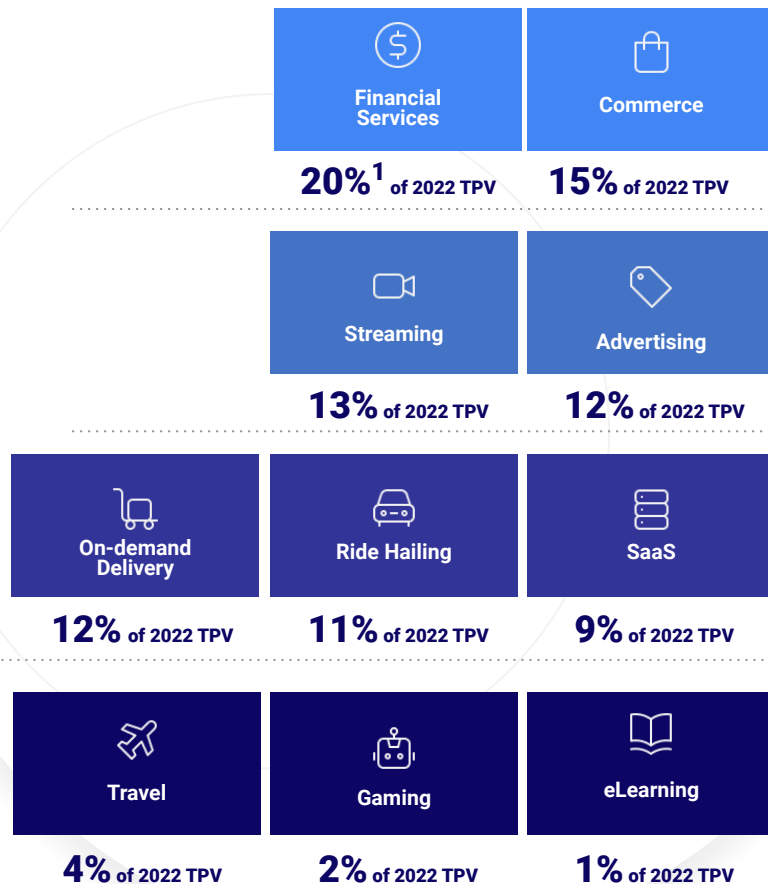


Other payment methods include:



Industry-agnostic solutions operating across numerous verticals

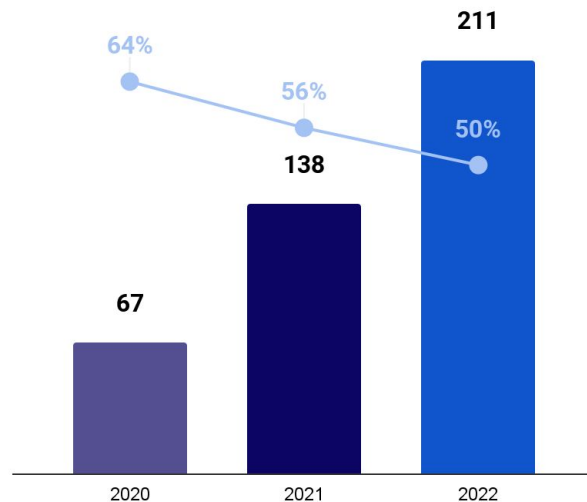
TPV growth during the year supported by a well diversified segment base and growth across all verticals



Note: ¹In 2022, financial services include wallets (1% of total TPV) and crypto (0.2% of total TPV).

Diversifying revenues while continuously growing our top merchants

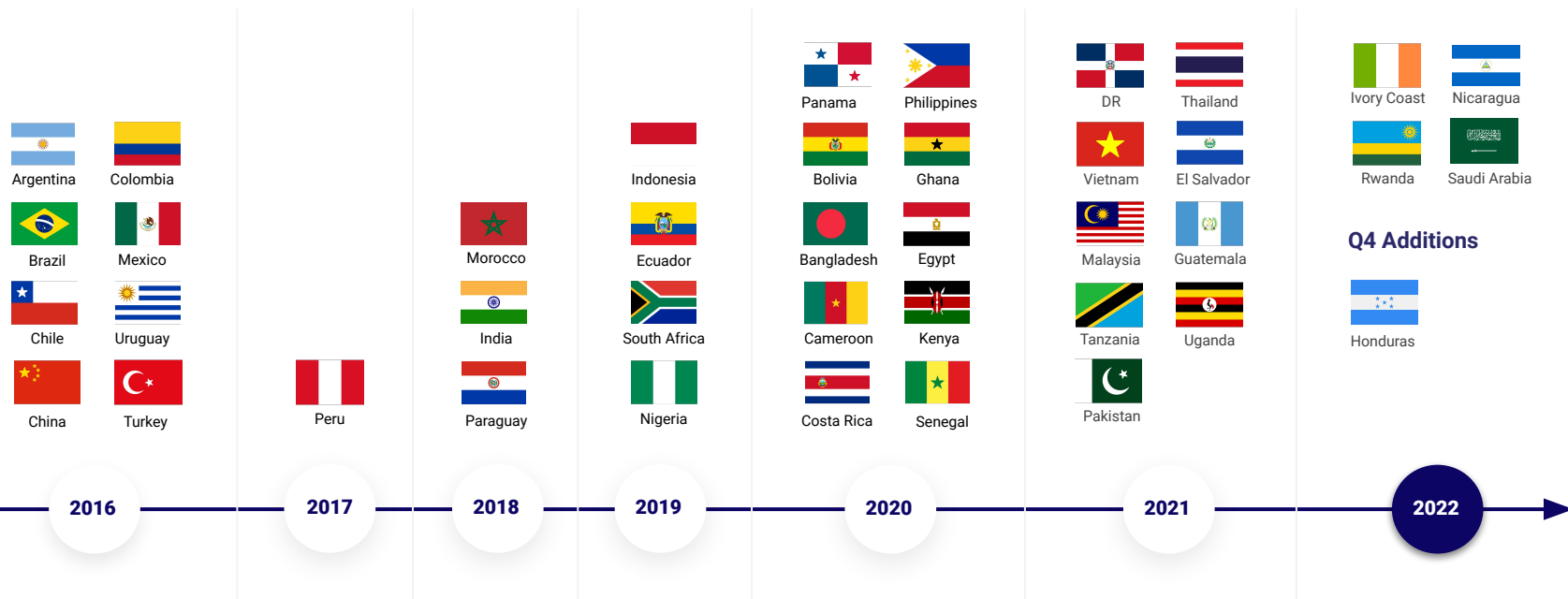
Top 10 merchant revenue¹ (\$M) and concentration (%)



¹Note: Top 10 merchants may vary from period to period. Top 10 merchants from quarter to quarter may differ from the Top 10 merchants for the full year.

Further expanding our footprint in emerging markets with a coverage of 23 countries in Asia & Africa, and 17 countries in Latin America

Localizing payments in 40 countries after adding Honduras in 4Q22

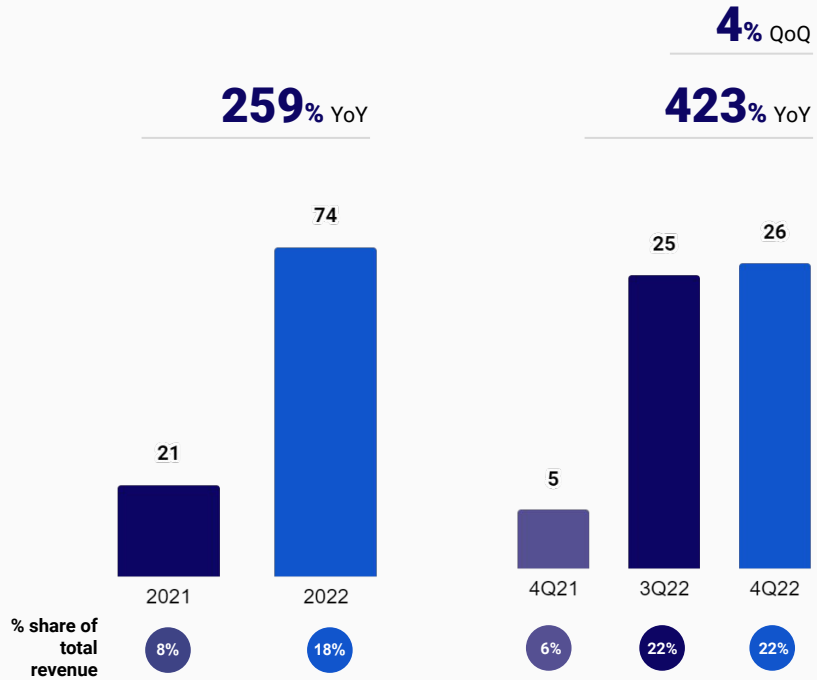


A photograph of a group of African women, likely at a cultural event or ceremony. The woman in the foreground is smiling and clapping her hands. She is wearing a red top with a white patterned collar. Other women in the background are wearing various traditional headwraps and clothing. The text is overlaid on the left side of the image.

**Africa and Asia
revenue increased by
259% year-over-year
in 2022**

Africa & Asia revenue

(\$M)

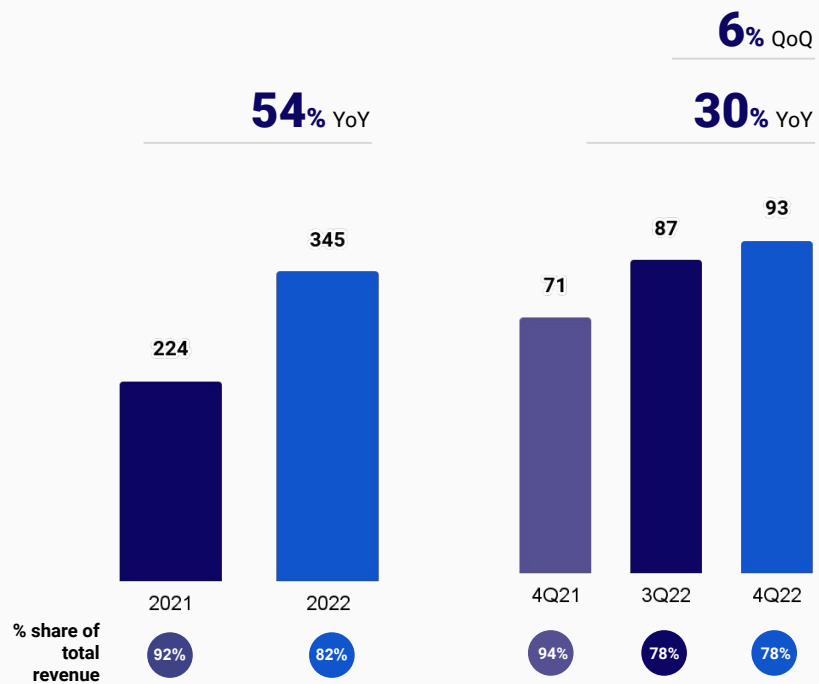


A photograph of a busy indoor market aisle. People are walking through the aisle, which is lined with various goods. On the left, there are displays of eyeglasses. On the right, there are racks of clothing and bags of snacks. In the background, there are signs for 'Haikai' and 'Ótimos Preços'. The text 'Latin America continued to grow consistently' is overlaid in large white letters on the left side of the image.

**Latin America
continued to grow
consistently**

Latin America revenue

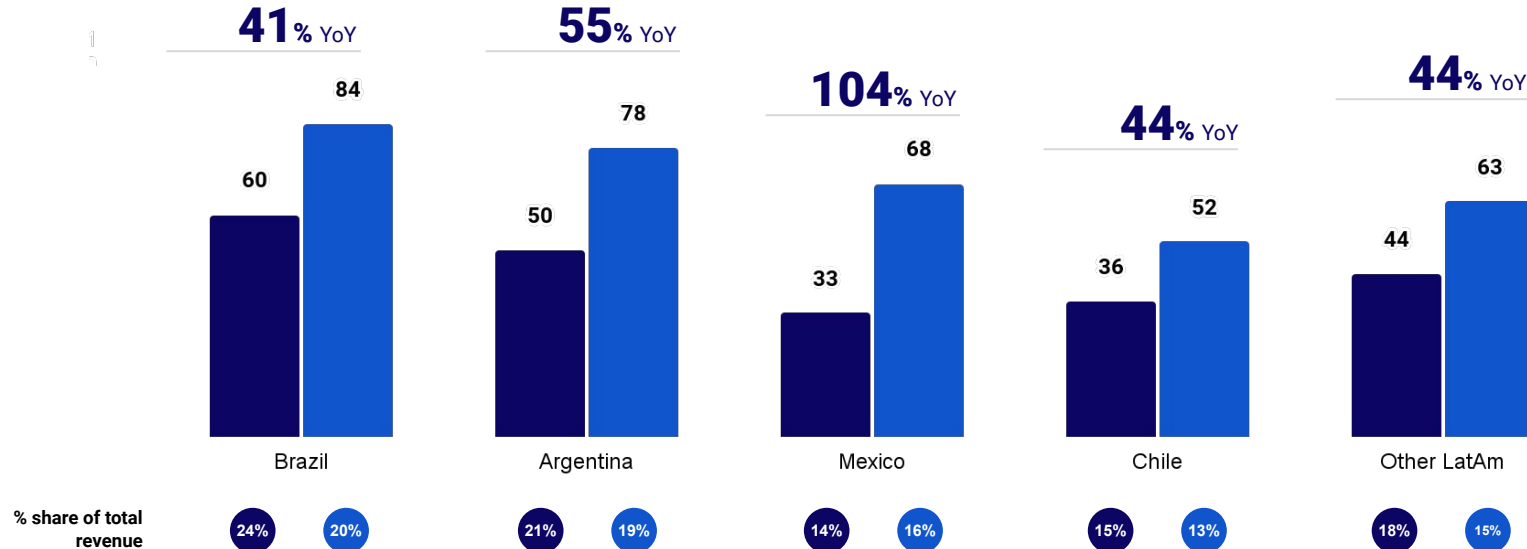
(\$M)



Latin America revenue by country

(\$M)

2021 2022



We continue to grow our global team whilst maintaining a lean culture

Most of the hires for the period were for tech-related roles and sales & marketing

FTE evolution (#)

AFRICA & ASIA

159

▲ +121% YoY

AMERICAS

567

▲ +22% YoY

726

▲ +191 FTEs or 36% Employee Growth YoY

Note: FTE includes employees and contractors.

FTE by function (%)

Technology **40%**

Corporate central functions **21%**

Sales & Marketing **20%**

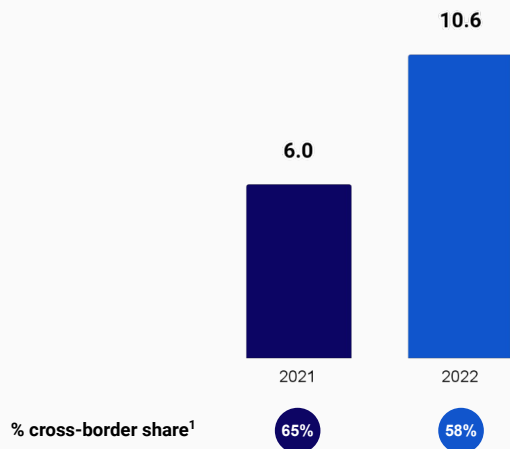
Operations & Expansion **19%**

Financial Highlights

Surpassed \$10.5B TPV in 2022, and \$3.3B in Q4

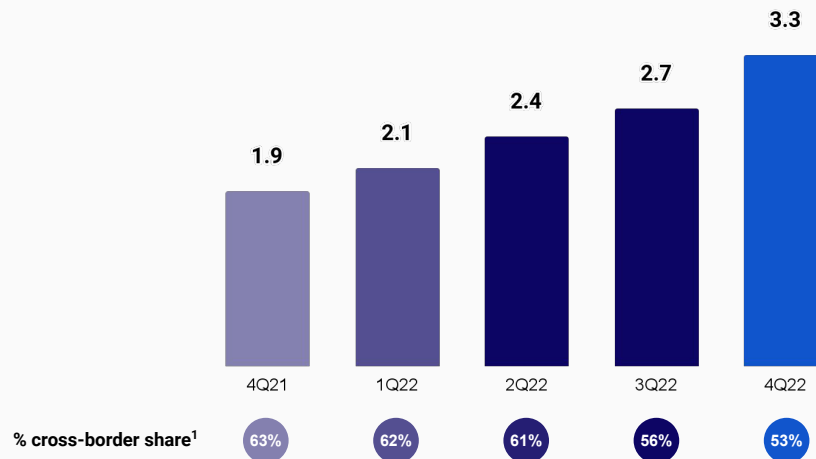
TPV evolution (\$B)

75% YoY



21% QoQ

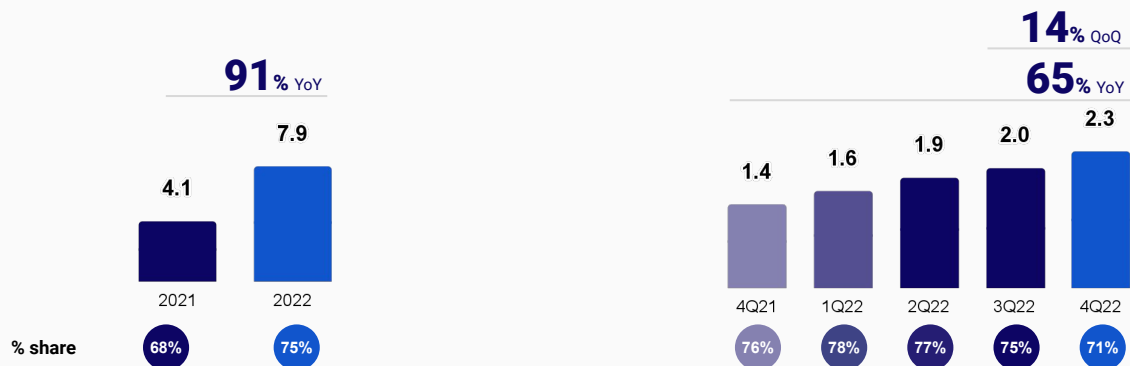
78% YoY



Sustained growth rates in Pay-ins; accelerated growth rate of Pay-outs in Q4

Pay-ins and Pay-outs TPV evolution (\$B)

Pay-ins

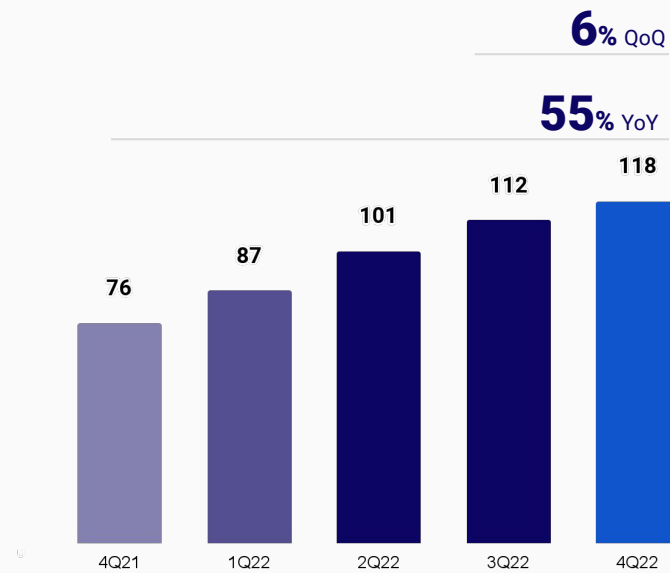
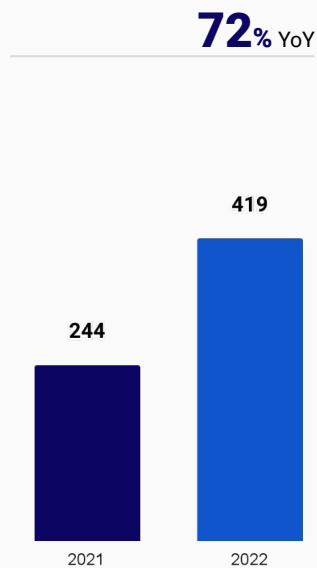


Pay-outs



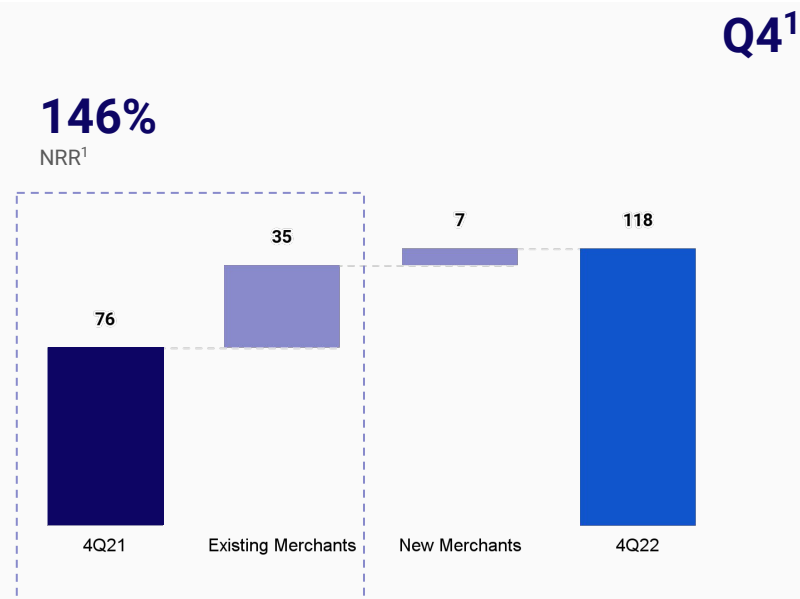
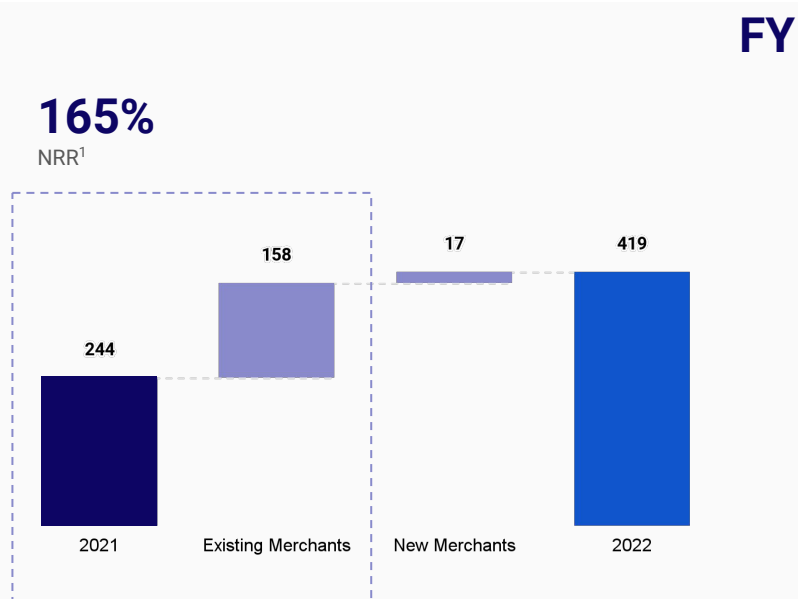
Another quarter of revenue growth, reaching a record in 2022 of \$419M

Revenue evolution (\$M)



High NRR, with existing merchants driving more than 80% of revenue growth

Revenue composition (\$M)

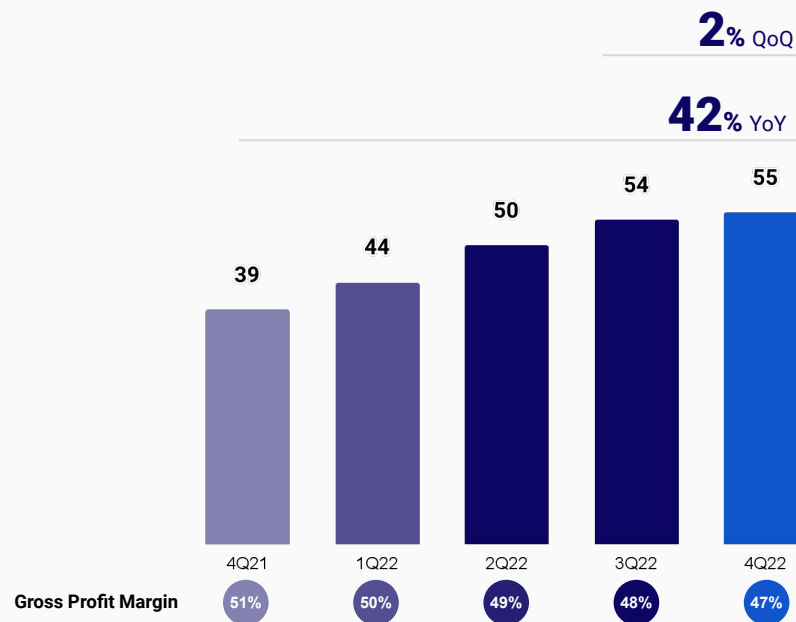
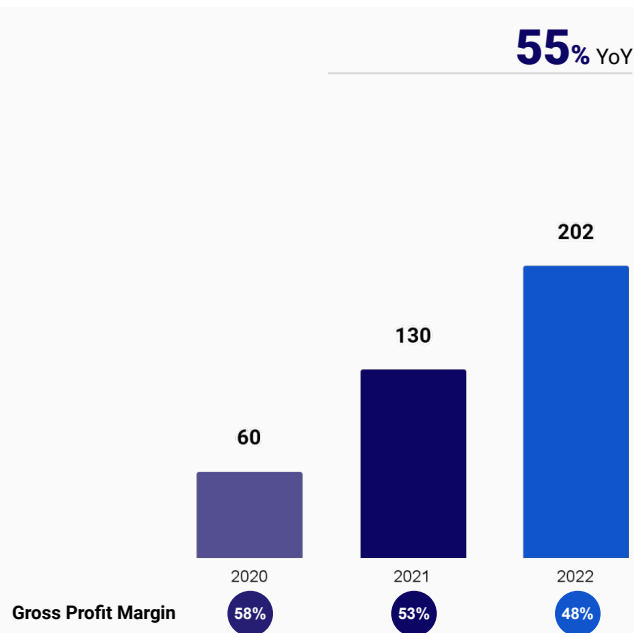


Note: ¹Unaudited quarterly results

²NRR¹ 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.

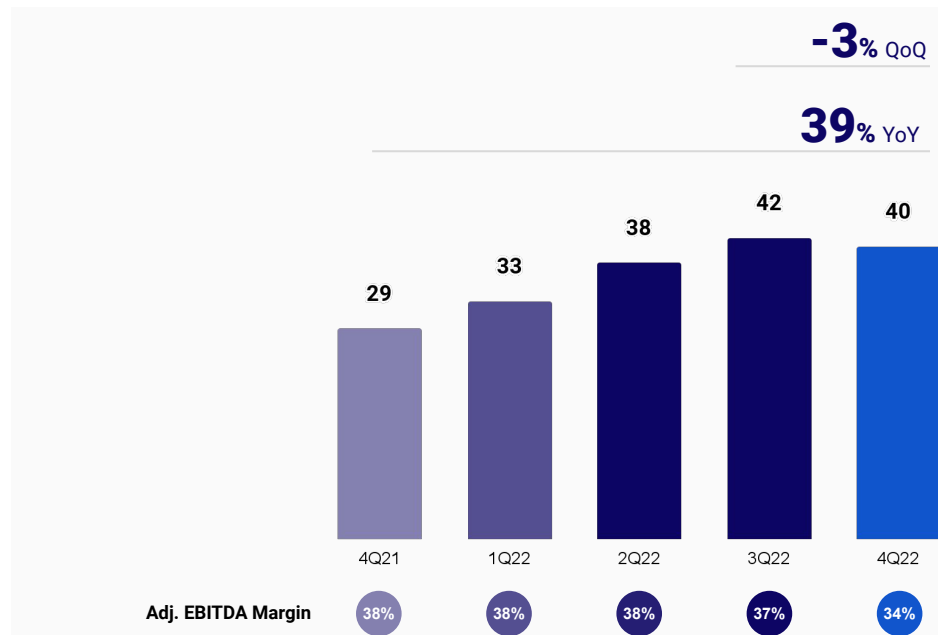
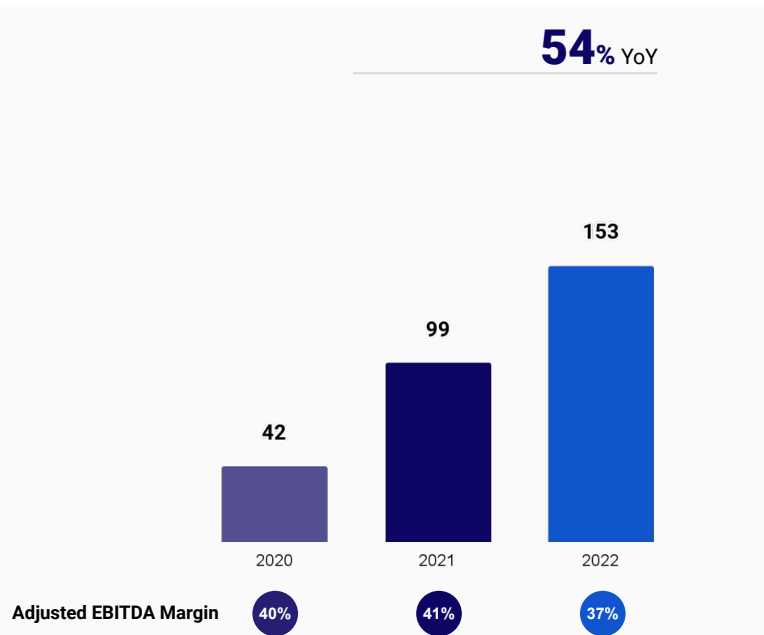
Continued profitable growth, reaching over \$200M gross profit in 2022

Gross Profit (\$M) and Gross Profit margin (%) evolution



Strong EBITDA growth of 54% in 2022, whilst continuing to invest for the future

Adj. EBITDA¹ (\$M) and Adj. EBITDA margin (%) evolution

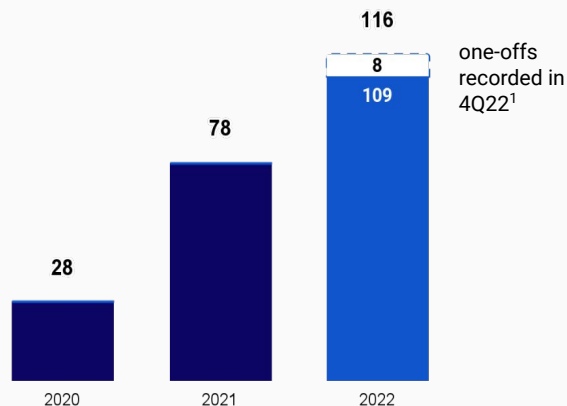


Note: Unaudited quarterly results

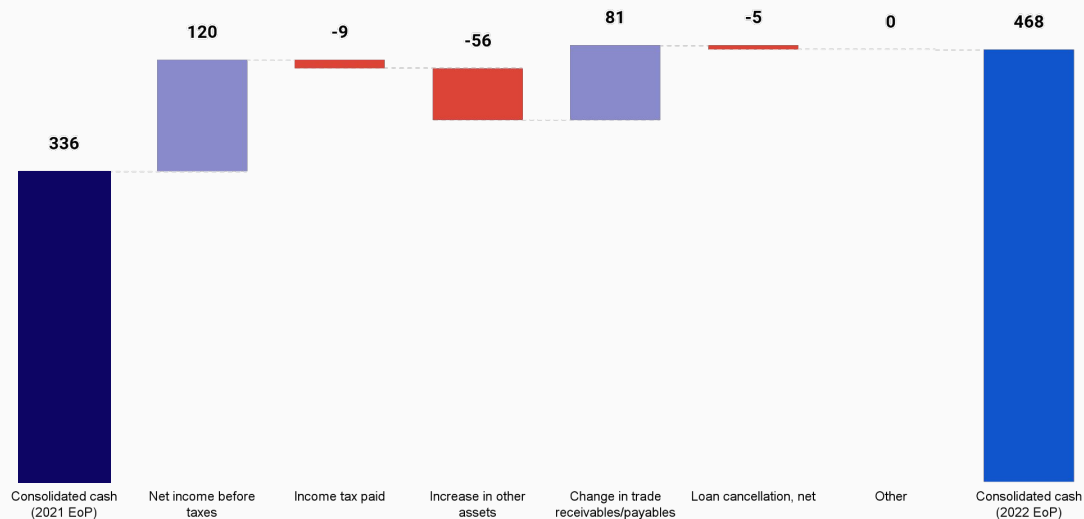
¹dLocal has only one operating segment. Although Adjusted EBITDA and Adjusted EBITDA Margin may be commonly viewed as non-IFRS measures in other contexts, pursuant to IFRS 8, Adjusted EBITDA and Adjusted EBITDA Margin are treated by dLocal as IFRS measures based on the manner in which dLocal utilizes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

Solid net income growth and robust cash position, supporting business growth

Net income evolution (\$M)



Cash reconciliation (\$M)²



Note: ¹During Q4 2022 we incurred \$2M related to an internal review of the allegations made by a short-seller report, including fees from independent counsel, independent global expert services and forensic accounting advisory firm. In addition, during 2022, the Company utilized FTX Trading Ltd. ("FTX") banking services for the repatriation of funds from one country. On November 11, 2022, when FTX filed for Chapter 11 bankruptcy in the United States, the Company had deposits of USD 5.6 million whose withdrawals had not been processed by FTX. Such deposits were included in the loss allowance. ²As of December 31, 2022, Merchant Clients Funds includes \$38.1M pending to be transferred to Own Funds accounts.

Q1 2023 Expectations

• **\$3.5-3.6B**TPV¹• **\$135-138M**REVENUE¹• **\$57-59M**GROSS PROFIT¹

FY 2023 Outlook

• **\$620-640M**REVENUE²

Implied NRR 140%-150%

• **\$200-220M**ADJUSTED EBITDA²

Note: "We do not intend to provide such preliminary numbers in future quarters and this should not be understood as a new practice by the Company to provide quarterly guidance. The estimates above are unaudited and represent the most current information available to management. These estimates and statements are preliminary. There can be no assurance that our financial quarterly results will not differ materially from these estimated results. You should not place undue reliance on these estimates and statements. In addition, during the course of closing of our financial statements for the quarter, there may be items that would require adjustments that may be material to the results described above. As a result, this presentation is subject to risks and uncertainties as discussed under "Safe Harbor". Amounts are estimates and are based on current management expectations. All amounts are subject to change, including as a result of matters discussed under "Safe Harbor" and the Company undertakes no duty to update its guidance.

Highlights

We power a **massive and expanding emerging markets ecosystem** accepting more than **900 local payment methods** across **40 countries**

We are **directly integrated** with some of the world's largest online merchants, 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 **diversified across industries, clients and geographies**

We are **growing rapidly and profitably at scale with strong cash generation**

Thanks

d·local

APPENDIX

TPV

TPV breakdown by type of product¹

US\$ million	1Q21	2Q21	3Q21	4Q21	2021
Pay-ins	539	931	1,244	1,417	4,131
<i>As % of total</i>	58%	64%	69%	76%	68%
Pay-outs	387	525	567	439	1,918
<i>As % of total</i>	42%	36%	31%	24%	32%
Total TPV	926	1,456	1,812	1,856	6,049

1Q22	2Q22	3Q22	4Q22	2022
1,644	1,881	2,046	2,334	7,905
78%	77%	75%	71%	75%
460	552	687	962	2,661
22%	23%	25%	29%	25%
2,104	2,433	2,734	3,296	10,567

TPV breakdown by type of flow²

US\$ million	1Q21	2Q21	3Q21	4Q21	2021
Cross-border	636	963	1,182	1,167	3,948
<i>As % of total</i>	69%	66%	65%	63%	65%
Local to Local	290	493	629	688	2,101
<i>As % of total</i>	31%	34%	35%	37%	35%
Total TPV	926	1,456	1,812	1,856	6,049

1Q22	2Q22	3Q22	4Q22	2022
1,302	1,487	1,544	1,745	6,077
62%	61%	56%	53%	58%
802	946	1,190	1,550	4,489
38%	39%	44%	47%	42%
2,104	2,433	2,734	3,296	10,567

Note: Unaudited quarterly results.

¹"Pay-in" means a payment transaction whereby dLocal's merchant customers receive payment from their customers. "Pay-out" means a payment transaction whereby dLocal disburses money in local currency to the business partners or customers of dLocal's merchant customers.

²"Cross-border" means a payment transaction whereby dLocal is collecting in one currency and settling into a different currency and/or in a different geography. "Local-to-local" means a payment transaction whereby dLocal is collecting and settling in the same currency.

Revenue

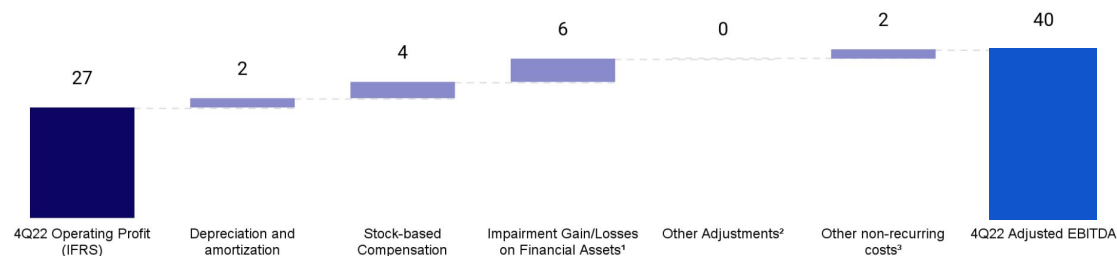
Revenue breakdown by geography

US\$ million	1Q21	2Q21	3Q21	4Q21	2021	1Q22	2Q22	3Q22	4Q22	2022
Brazil	9.3	16.5	17.7	16.1	59.7	18.1	20.7	21.8	23.4	84.0
Argentina	10.3	11.2	13.6	15.1	50.2	21.1	23.2	19.1	14.2	77.6
Mexico	5.9	7.6	8.7	11.1	33.4	12.9	16.0	16.6	22.4	68.0
Chile	4.3	9.1	12.0	11.1	36.5	12.1	12.7	13.7	13.9	52.5
Other Latin America	6.1	9.1	10.7	18.0	43.9	13.4	15.0	16.0	18.9	63.3
Latin America	35.9	53.6	62.7	71.4	223.6	77.6	87.6	87.3	92.9	345.4
Africa & Asia	4.3	5.3	6.0	4.9	20.5	9.8	13.6	24.5	25.6	73.6
Total Revenue	40.3	59.0	68.6	76.3	244.1	87.5	101.2	111.9	118.4	418.9

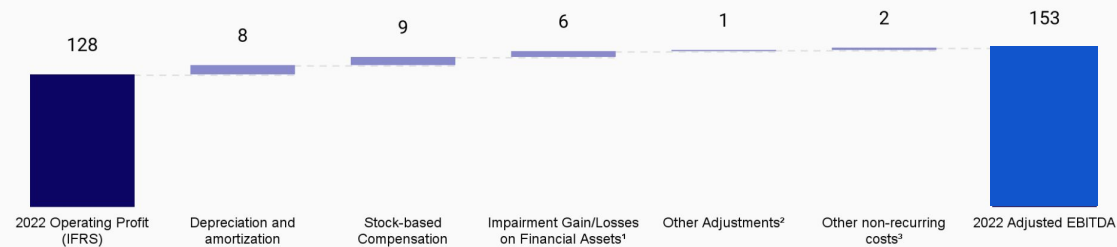
Note: No single country included in the "Other Latin America" or "Africa & Asia" categories represented more than 10% of revenue for the years 2021 and 2022. Unaudited quarterly results.

Adjusted EBITDA

4Q22 Adjusted EBITDA Bridge (\$M)



FY2022 Adjusted EBITDA Bridge (\$M)



Note: Adjusted EBITDA excludes one-off expenses and non-cash items. Unaudited quarterly results.

¹During 2022, the Company utilized FTX Trading Ltd. ("FTX") banking services for the repatriation of funds from one country. On November 11, 2022, when FTX filed for Chapter 11 bankruptcy in the United States, the Company had deposits of USD 5.6 million whose withdrawals had not been processed by FTX. Such deposits were included in the loss allowance. ²Other Adjustments for 4Q22 includes other operating gain/(loss) of -\$0.01M. Other Adjustments for 2022 includes other operating gain/(loss) of \$0.7M. ³Other non-recurring costs include costs related to an internal review of the allegations made by a short-seller report, including fees from independent counsel, independent global expert services and forensic accounting advisory firm.

Adjusted EBITDA

Reconciliation of Profit to Adjusted EBITDA

US\$ thousand	Three-month period ended December 31,		Twelve-month period ended December 31,	
	2022	2021	2022	2021
Profit for the period	19,364	23,549	108,697	77,853
Income tax expense	3,935	2,114	11,586	7,647
Depreciation and amortization	2,457	1,507	8,147	4,747
Finance income and costs, net	3,071	(1,234)	6,590	(1,996)
Share-based payment non-cash charges	3,810	2,236	8,684	7,590
Other operating (gain)/loss	(9)	-	697	(2,896)
Secondary offering expenses ¹	-	716	89	5,158
Transaction costs ²	-	22	-	687
Impairment loss / (gain) on financial assets ³	5,640	25	5,534	33
Inflation adjustment	132	137	1,037	334
Other non-recurring costs ⁴	2,014	-	2,014	-
Adjusted EBITDA	40,414	29,072	153,075	99,157

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.

¹Corresponds to expenses assumed by dLocal in relation to secondary offerings of its shares which occurred in 2021. ² Corresponds to costs related to the acquisition of assets of PrimeiroPay. ³ During 2022, the Company utilized FTX Trading Ltd. ("FTX") banking services for the repatriation of funds from one country. On November 11, 2022, when FTX filed for Chapter 11 bankruptcy in the United States, the Company had deposits of USD 5.6 million whose withdrawals had not been processed by FTX. Such deposits were included in the loss allowance.⁴ It includes non-recurring costs related to an internal review of the allegations made by a short-seller report, including fees from independent counsel, independent global expert services and forensic accounting advisory firm.