

Earnings Presentation

Q3 2024

d·local



Pedro Arnt

Chief Executive Officer



Mark Ortiz

Chief Financial Officer



Maria Oldham

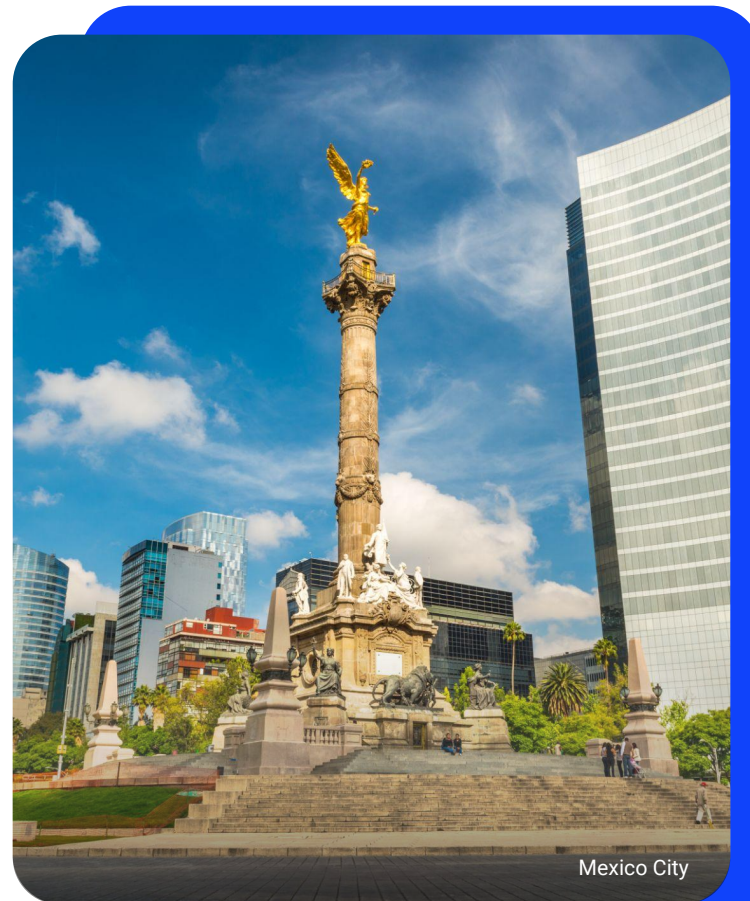
SVP of Corporate Development,
Strategy and Investor Relations

Safe Harbor

This presentation may contain forward-looking statements.

These forward-looking statements convey dLocal's current expectations or forecasts of future events, including guidance in respect of total payment volume, gross profit, Adjusted EBITDA and Adjusted EBITDA over gross profit margin. Forward-looking statements regarding dLocal and amounts stated as guidance 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. In addition, dLocal is unable to present a quantitative reconciliation of forward-looking guidance for Adjusted EBITDA and Adjusted EBITDA over gross profit, which are forward-looking non-IFRS measures, because dLocal cannot reliably predict certain of their necessary components, such as impairment gains/(losses) on financial assets, transaction costs, and inflation adjustment.



Mexico City

Unlocking the power of Emerging Markets

Cape Town, South Africa

d-local

3Q24 key highlights



Growth

TPV: +41% YoY and +8% QoQ growth, driven by strong performance across diverse verticals, countries and products, notably:

- Cross-border: reached the **\$3B quarterly mark** in flows for the 1st time
- Sustained **growth of remittance vertical** as exemplified by >80% YoY TPV growth and new partnership with MoneyGram
- Increase in share of wallet (SoW) with **major Asian commerce player**



Profitability

Gross profit: record level of \$78M in the quarter

Net take rate: stable at $\approx 1.2\%$ since 1Q24

Adjusted EBITDA of \$52M representing margin over gross profit: 67% in 3Q24

- **+6 p.p. of operational leverage QoQ**, while continuing investing in tech and ops for future growth



Tech & other developments

Continuous **transaction performance improvement** with Smart Requests Strategy, leading to increase in conversion rate

- Advanced method for real-time cost calculation to **optimize processing costs**

Integration with **Nupay** as a payment method in Brazil

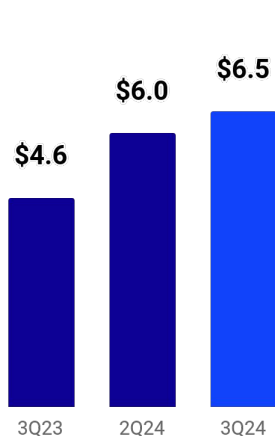
Launch of stand alone **Payment Orchestration option:** allows merchants to retain our orchestration layer, while obtaining their own licences

Continuously strong TPV growth, record-high gross profit and enhanced operational leverage, while investing in tech for future growth

Total Payment Volume

\$6.5B

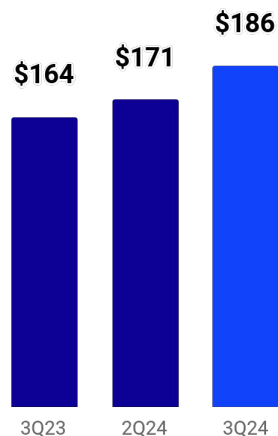
▲ +41% YoY | ▲ +8% QoQ



Revenue

\$186M

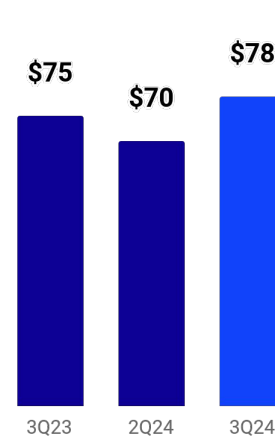
▲ +13% YoY | ▲ +8% QoQ



Gross Profit

\$78M

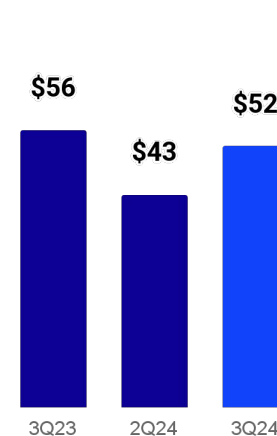
▲ +5% YoY | ▲ +12% QoQ



Adjusted EBITDA¹

\$52M

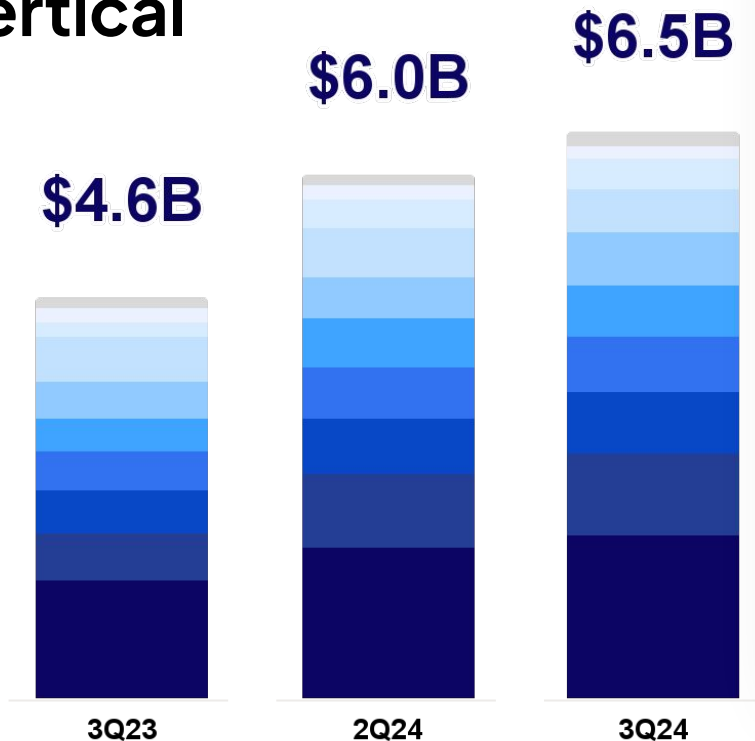
▼ -6% YoY | ▲ +23% QoQ



TPV growth across a well-diversified vertical base

Remittances and financial services increasing by over 80% YoY; continuous growth from SaaS, on-demand delivery, advertising, commerce and ride-hailing

Note: ¹ In 3Q 2024, financial services include wallets (0.5% of total TPV) and crypto (0.02% of total TPV). Since Q1 2024 remittances have been excluded from financial services and reported as a separate vertical in all periods.
² Other includes e-learning, gaming and other.



TPV growth by vertical YoY

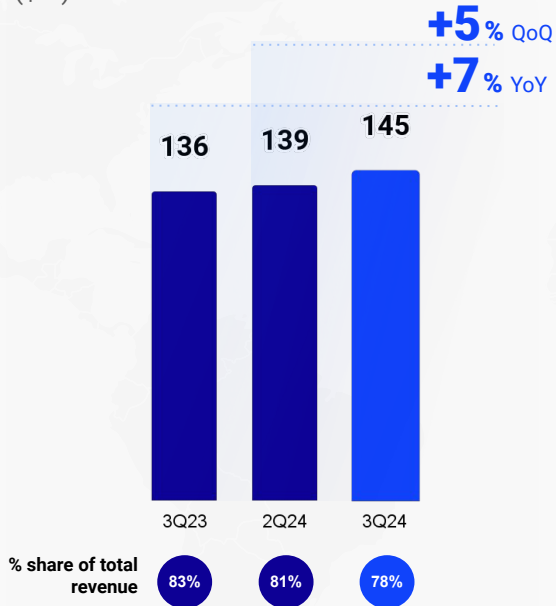
d.

LatAm: QoQ growth driven by Argentina and Other LatAm. YoY comparison supported by the growth in Mexico and Other LatAm.

Africa & Asia: QoQ increase was driven by volume growth in Egypt and Other Africa and Asia. YoY growth was supported by continued growth in Egypt and South Africa.

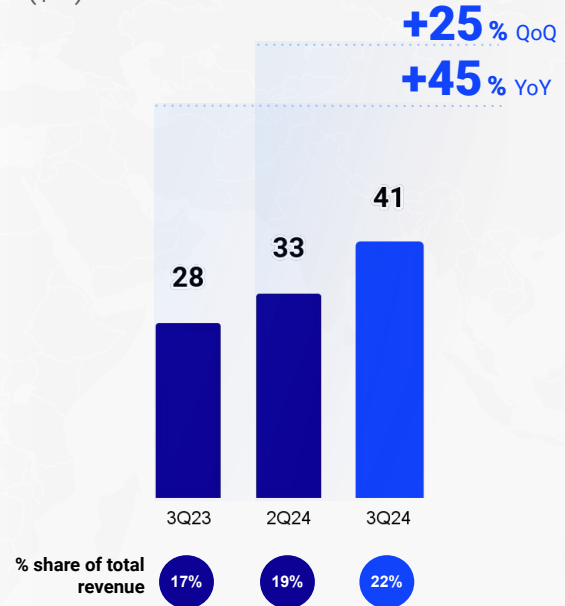
Latin America Revenue

(\$M)



Africa & Asia Revenue

(\$M)



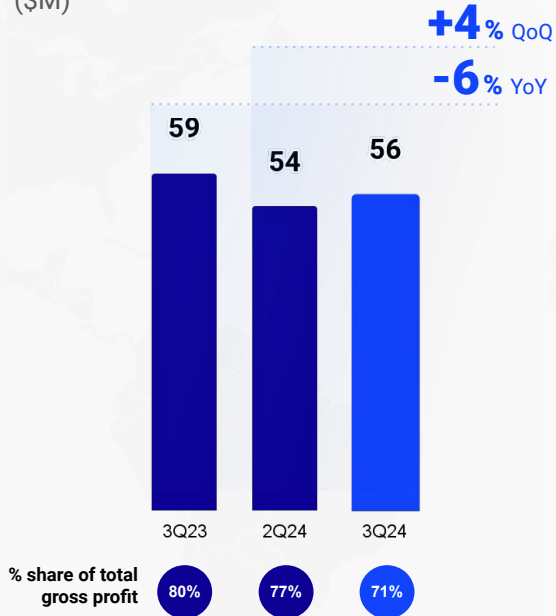
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LatAm: QoQ increase driven primarily by Mexico and Other LatAm. YoY comparison remains impacted by FX devaluation in Argentina, and repricing and lower SoW with a top merchant in Brazil.

Africa & Asia: QoQ and YoY increase was mostly driven by volume growth in Egypt and South Africa.

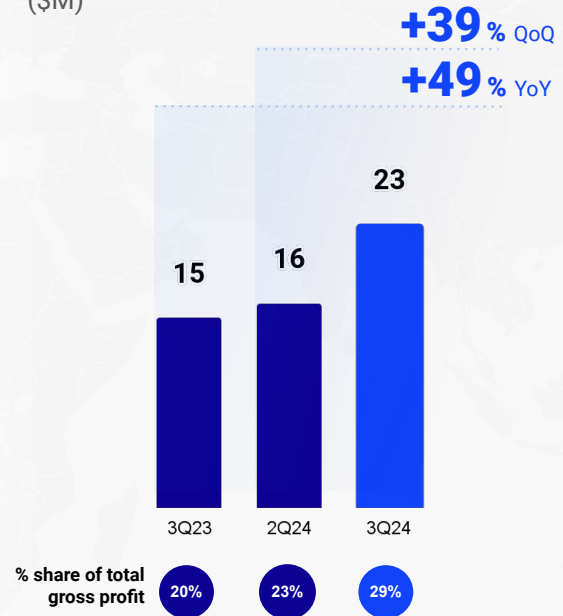
Latin America Gross Profit

(\$M)



















Africa & Asia Gross Profit

(\$M)



d. **Consistently increasing diversification and delivering improved resilience; record gross profit despite quarterly volatility in some markets, given the strength in others**

		Gross profit QoQ	
	Brazil	 -20% 15m -3.9m vs. LQ	<ul style="list-style-type: none">• Loss in share of wallet in credit cards with a top commerce merchant
	México	 +45% 13m +4.0m vs. LQ	<ul style="list-style-type: none">• Positive across the board, highlighted by commerce and financial services verticals
	Chile	 -1% 8m -0.1m vs. LQ	<ul style="list-style-type: none">• Negatively impacted by volatility costs, revenue and TPV both growing >5% QoQ
	Argentina	 -12% 7m -0.9m vs. LQ	<ul style="list-style-type: none">• Positive in multiple verticals (TPV >30% QoQ), offset by one off expatriation costs in July
	Egypt	 +26% 12m +2.5m vs. LQ	<ul style="list-style-type: none">• GP driven by strong TPV growth mainly in advertising, streaming and financial services
	Nigeria	 -11% 2m -0.2m vs. LQ	<ul style="list-style-type: none">• TPV up only single digits QoQ• Q2 positively affected by temporary gains, as explained in Q2 2024
	Other Latam	 +31% 13m +3.0m vs. LQ	<ul style="list-style-type: none">• Very positive performance in Colombia and Peru• Strength in cross border in remaining markets with higher take rates
	Other Asia & Africa	 +87% 8m +3.9m vs. LQ	<ul style="list-style-type: none">• Solid TPV ramp-up of our commerce vertical in South Africa

d.

Building the global team to meet our long-term growth ambitions

Focus on strategic growth areas: Technology & Product and Operations.

1,024 ▲ **+157 FTEs or 18%**
Employee Growth YoY

FTE
evolution (#):

AFRICA & ASIA

279

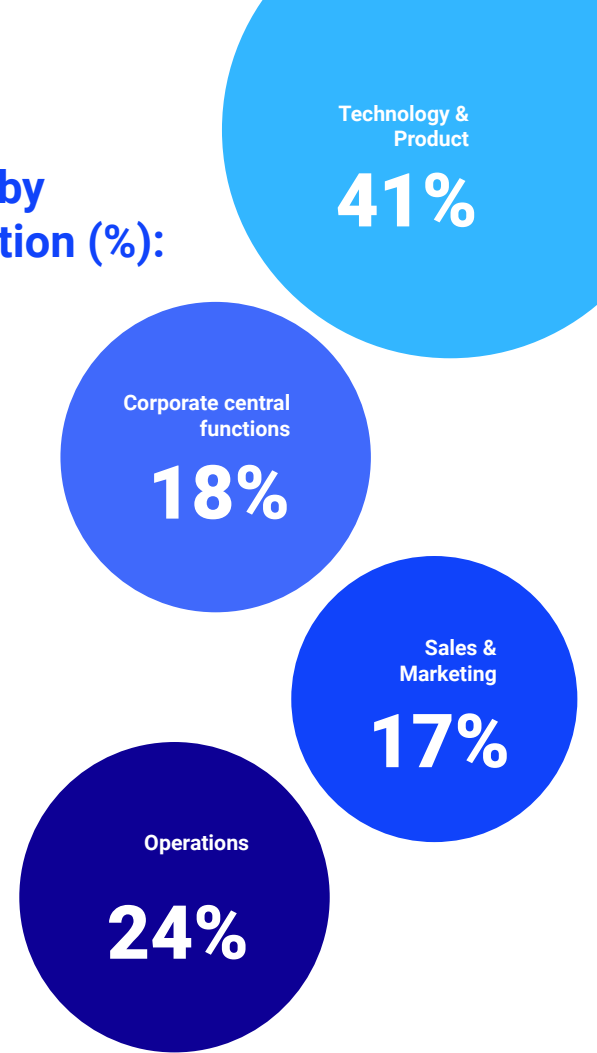
▲ +25% YoY

AMERICAS

745

▲ +16% YoY

FTE by
function (%):

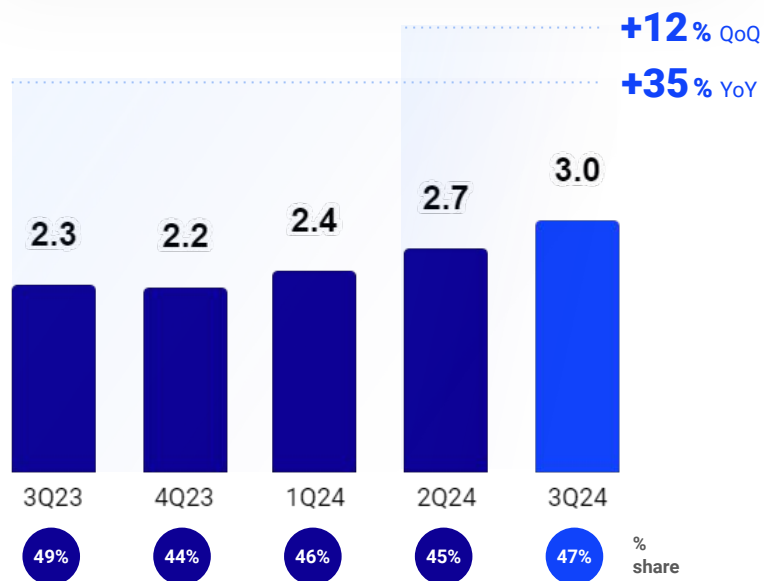


Note: FTE includes employees and contractors. Technology & Product includes developers operating in functions across the company.

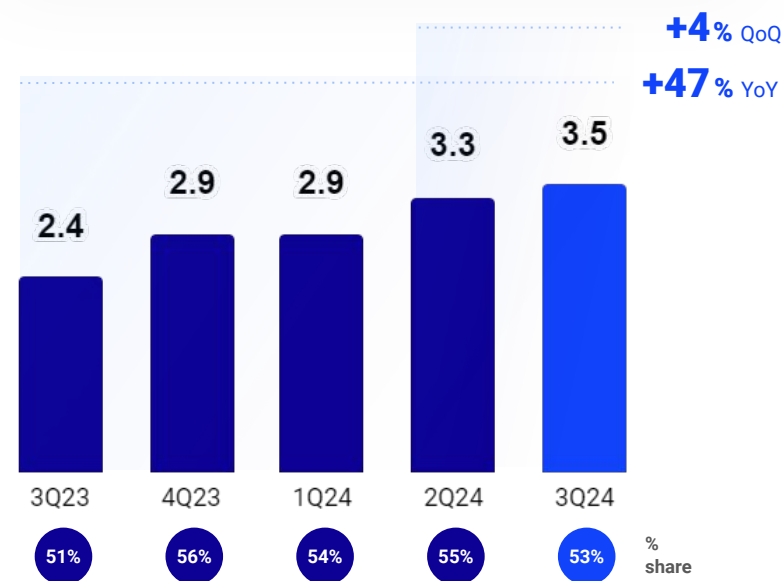
Financial highlights

Sustained growth across both Cross-border and Local-to-local flows; Cross-border performance QoQ accelerating each of last 3Qs

Cross-border¹ TPV evolution (\$B)



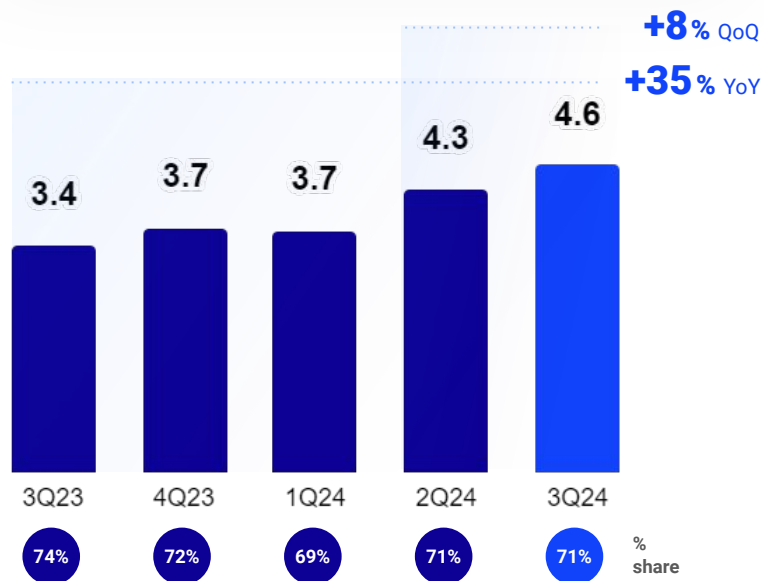
Local-to-Local² TPV evolution (\$B)



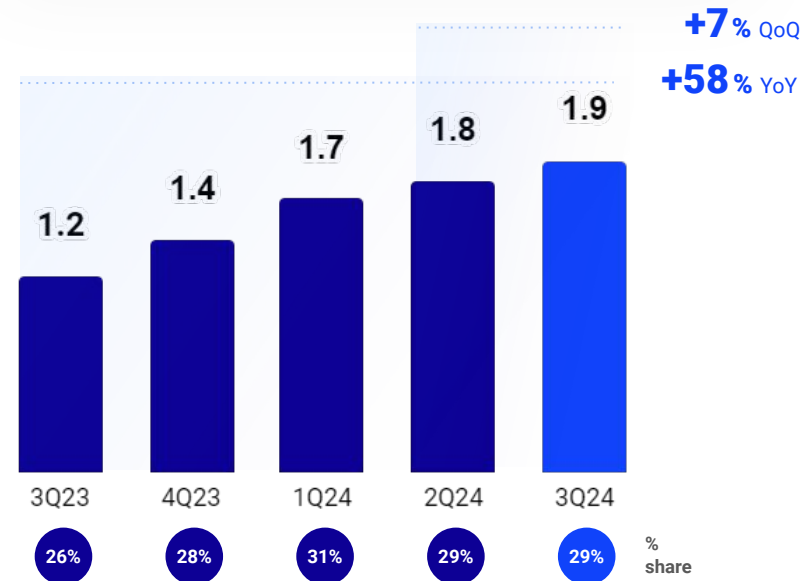
Note: ¹"Cross-border" means a payment transaction whereby dLocal is collecting in one currency and settling into a different currency and/or in a different geography. ²"Local-to-local" means a payment transaction whereby dLocal is collecting and settling in the same currency.

YoY growth remains strong. Both business lines delivering high single digit sequential growth

Pay-ins¹ TPV evolution (\$B)



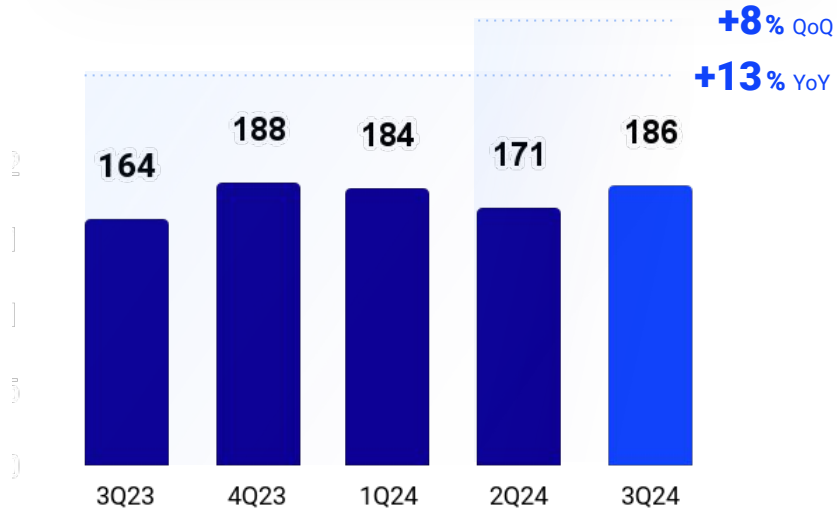
Pay-outs² TPV evolution (\$B)



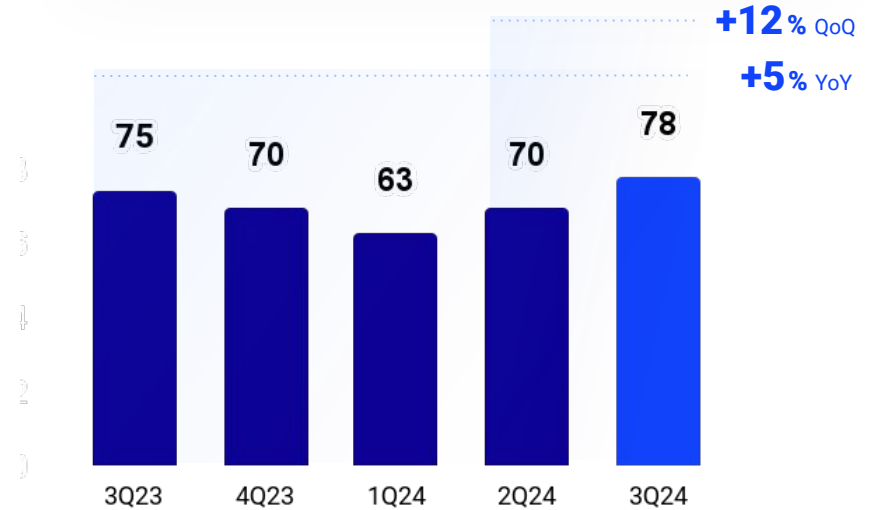
Note: ¹"Pay-in" means a payment transaction whereby dLocal's merchant customers receive payment from their customers. ²"Pay-out" means a payment transaction whereby dLocal disburses money in local currency to the business partners or customers of dLocal's merchant customers.

Record gross profit with consistent QoQ compounding over multiple quarters

Revenue evolution (\$M)

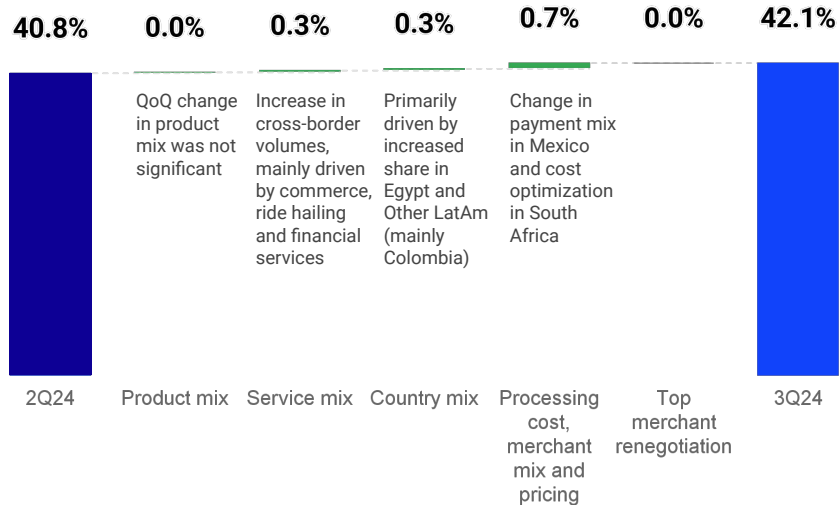


Gross profit evolution (\$M)

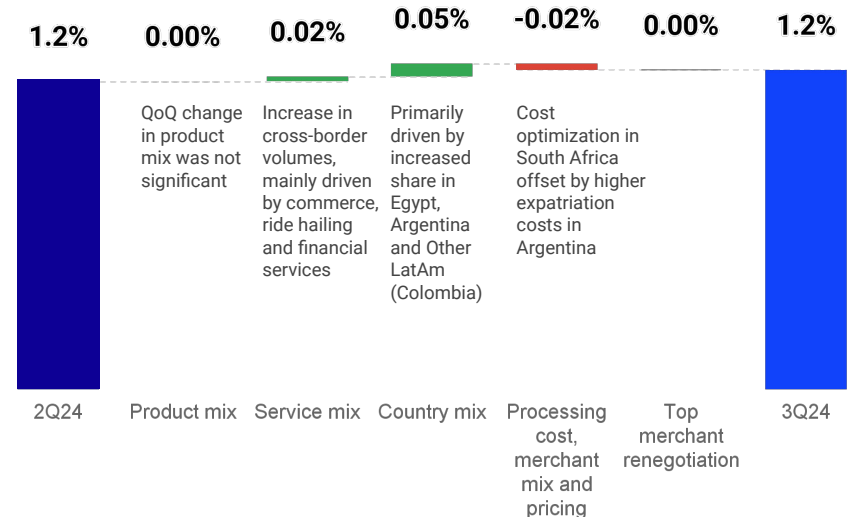


Second quarter of sequential improvement in gross profit margin and flat net take rate, driven by differentiated value proposition, continuous pursuit of cost efficiencies, and the real value in solving complexities across EM

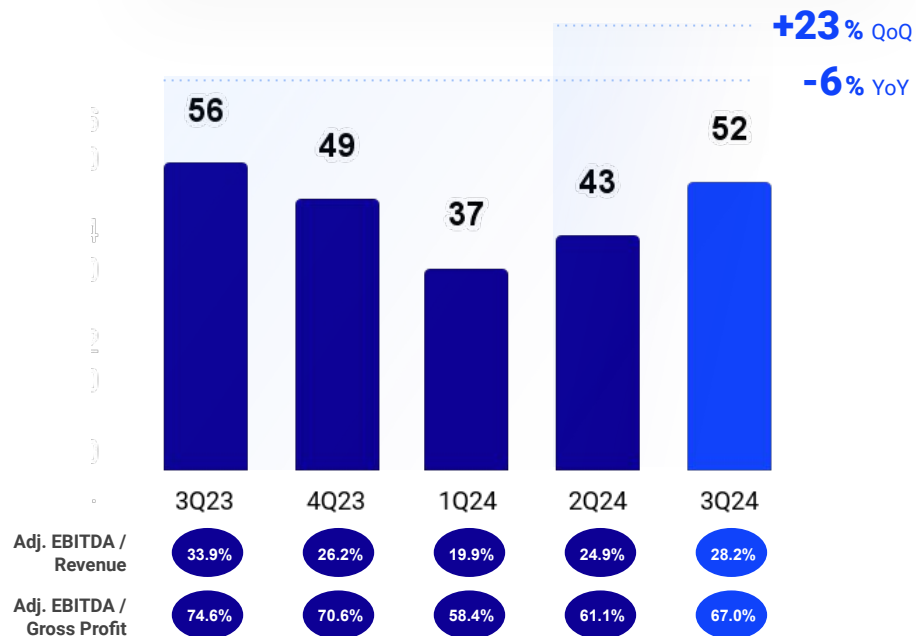
Gross Profit margin (%) QoQ bridge



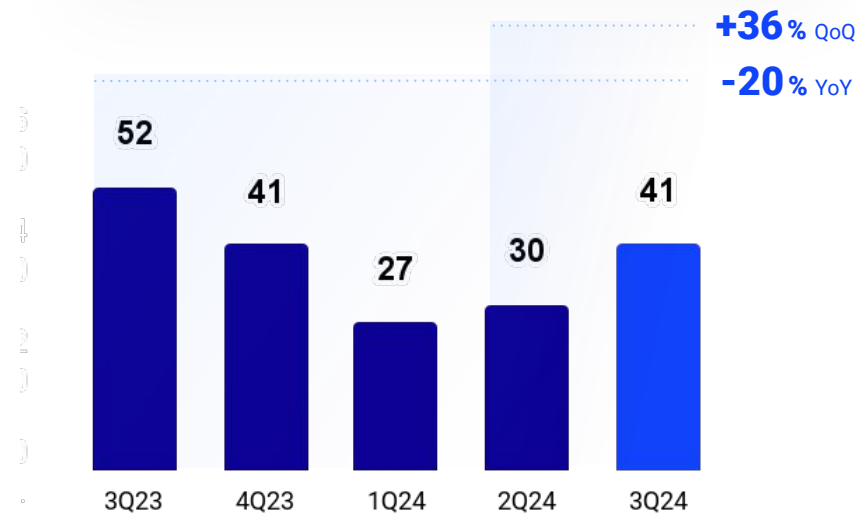
Gross Profit over TPV (%) QoQ bridge



Operating leverage improvement for the second consecutive quarter, driven primarily by reignited growth and cost management

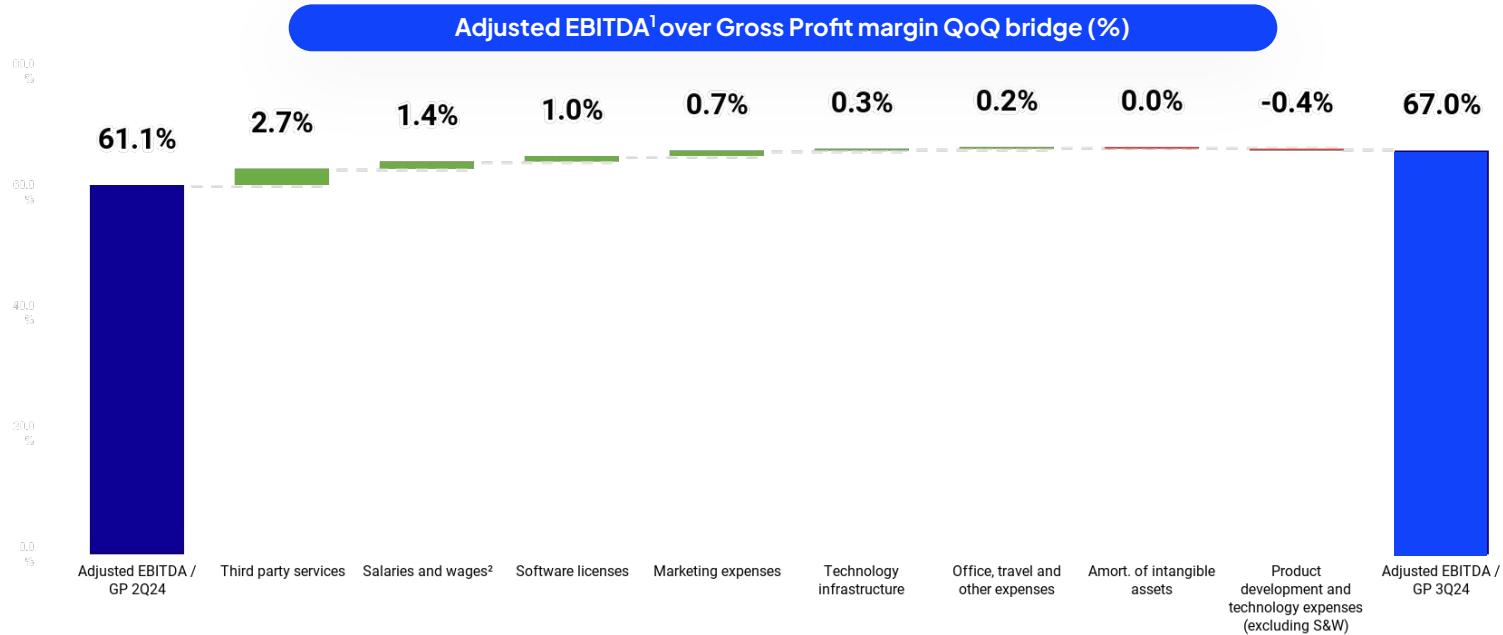
Adjusted EBITDA¹ evolution (\$M)

Operating Profit evolution (\$M)



Note: 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.

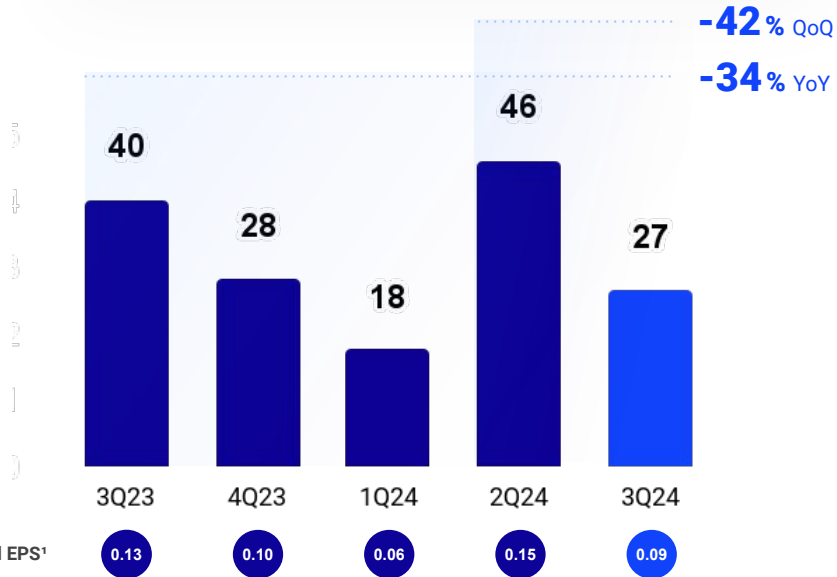
Adjusted EBITDA over gross profit margin increasing +6 p.p. QoQ, driven by higher gross profit and balance between long-term profitability and efficient resource allocation



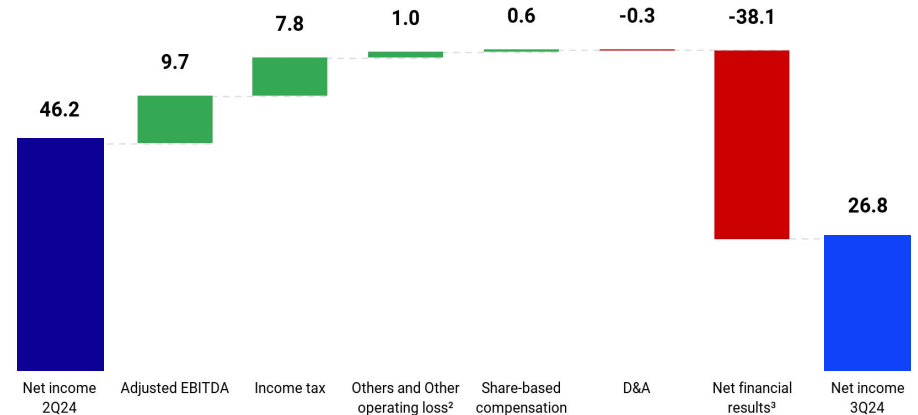
Note: ¹dLocal has only one operating segment. Although Adjusted EBITDA and Adjusted EBITDA Margin may be commonly viewed as non-IFRS measures in other contexts, pursuant to IFRS 8, Adjusted EBITDA and Adjusted EBITDA Margin are treated by dLocal as IFRS measures based on the manner in which dLocal utilizes these measures. ²Salaries and wages (S&W) exclude share-based payment non-cash charges as it is excluded from the Adjusted EBITDA calculation. See detailed methodology for Adjusted EBITDA and Adjusted EBITDA Margin in appendix.

Solid net income; QoQ growth impacted mainly by 2Q24 non-cash mark to market gains from Argentine Bonds

Net income evolution (\$M)



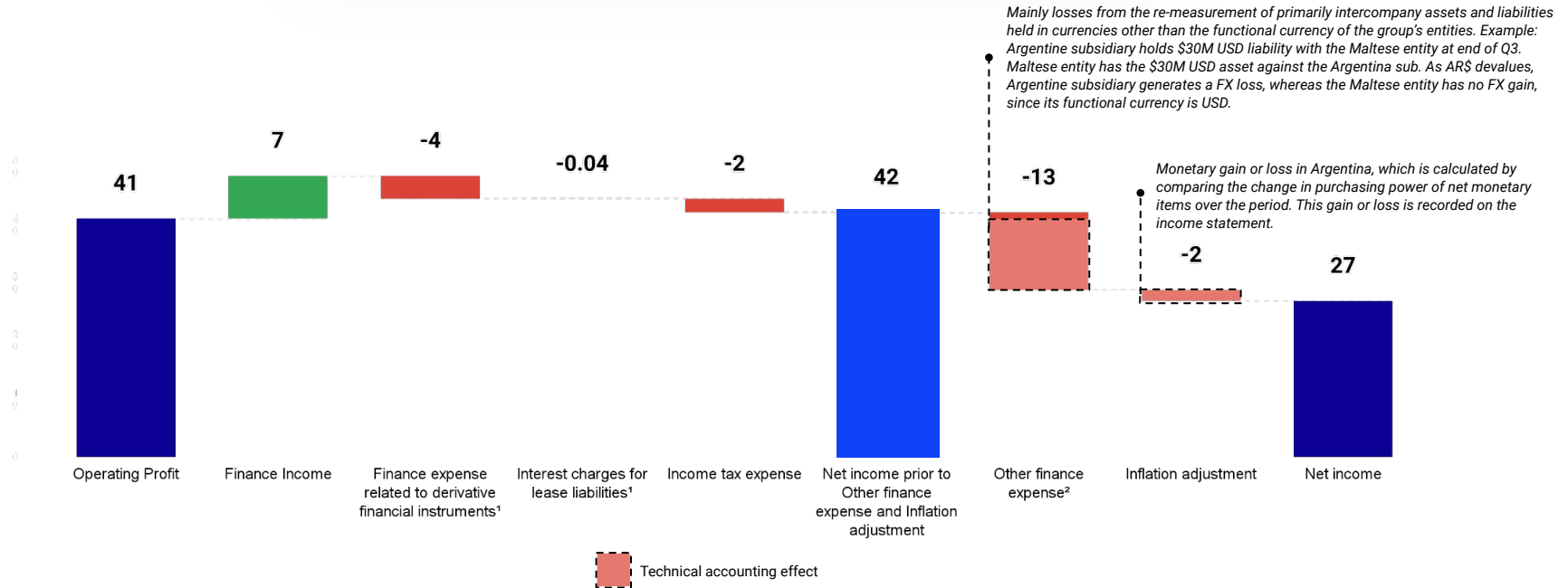
Net income bridge QoQ (\$M)



Note: ¹Our diluted earnings per share is calculated by dividing the profit attributable to owners of the group of dLocal by the weighted average number of common shares outstanding during the period plus the weighted average number of common shares that would be issued on conversion of all dilutive potential common shares into common shares. ²Others include Impairment loss / gain and Inflation adjustment. Other operating loss refers to the write-off of certain amounts related to merchants/processors off-boarded by dLocal. In Q2 2024, this line amounted to \$1.6 million, while in Q3 2024 it was \$0.6 million. ³In Q2 2024, the Finance income and costs, net line was impacted by the non-cash mark to market effect related to Argentine bonds investments in the amount of US\$22.8 million.

Strong earnings, despite technical accounting effects

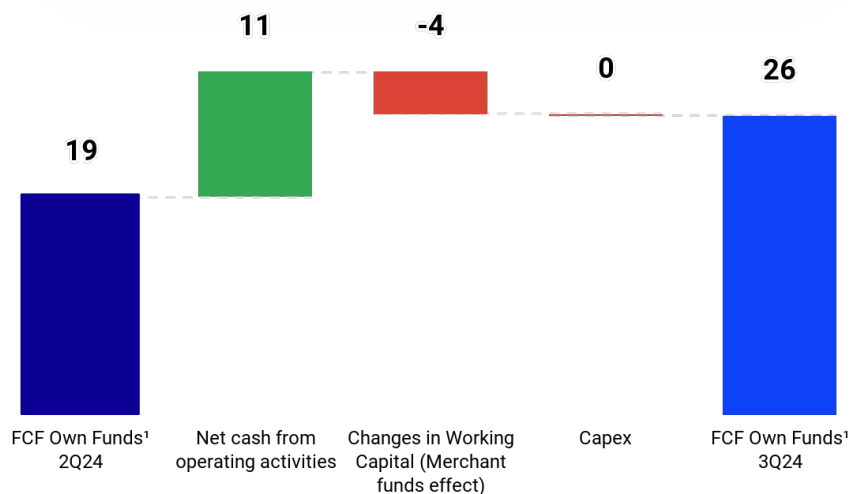
3Q24 net income bridge (\$M)



Note: ¹As disclosed on on Note 11 - Other Results of our Financial Statements as of September 30, 2024. ²Other finance expense, as disclosed on Note 11 - Other Results of our Financial Statements as of September 30, 2024, includes net effects of foreign exchange results in subsidiaries and in an intra-group loan denominated in US Dollars between subsidiaries located in Argentina and Malta, the fair value adjustments of other financial assets measured at FVPT and borrowing costs, of which around 95% refers to the net effects of foreign exchange results in subsidiaries and in an intra-group loan denominated in US Dollars between subsidiaries located in Argentina and Malta.

FCF Own Funds \$26M: Q3 cash conversion of ≈100% of net income

Cash flow bridge (\$M)



Cash flow evolution by quarter

In millions of US\$	1Q24	2Q24	3Q24
Net cash from operating activities	40	29	40
Merchant funds effect	(21)	(5)	(8)
Capex	(6)	(5)	(5)
Free Cash Flow Own Funds¹	13	19	26

Note: ¹ Free Cash Flow Own Funds is calculated as Net cash from operating activities, adjusted for merchant funds effect (which includes Trade and other receivables, Trade and other payables, and Other tax liabilities related to the merchants), less Acquisition of Property, plant and equipment and Additions of Intangible assets.

Gracias | Thank you | תודה | 谢谢
| شكرا | Obrigado | ありがとう

d-local



Investment Highlights

We power a market leading **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**



Appendix

TPV breakdown by type of product¹

In millions of US\$	3Q23	4Q23	1Q24	2Q24	3Q24
Pay-ins	3,429	3,701	3,657	4,273	4,632
<i>As % of total</i>	74%	72%	69%	71%	71%
Pay-outs	1,189	1,410	1,653	1,763	1,884
<i>As % of total</i>	26%	28%	31%	29%	29%
Total TPV	4,618	5,111	5,310	6,035	6,516

TPV breakdown by type of flow²

In millions of US\$	3Q23	4Q23	1Q24	2Q24	3Q24
Cross-border	2,256	2,235	2,426	2,701	3,035
<i>As % of total</i>	49%	44%	46%	45%	47%
Local to Local	2,362	2,876	2,884	3,334	3,480
<i>As % of total</i>	51%	56%	54%	55%	53%
Total TPV	4,618	5,111	5,310	6,035	6,516

Note: 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.

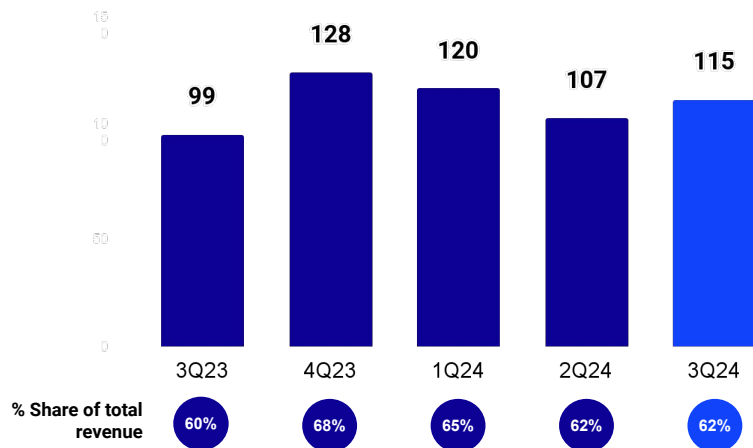
Revenue breakdown by geography

In millions of US\$	3Q23	4Q23	1Q24	2Q24	3Q24
Brazil	44.7	50.2	43.1	42.3	32.9
Argentina	23.9	10.5	13.8	20.5	26.0
Mexico	30.2	35.6	34.0	35.8	38.9
Chile	12.4	14.9	12.4	12.3	13.0
Other LatAm	24.8	20.3	22.1	27.8	34.3
Latin America	136.0	131.5	125.4	138.7	145.2
Nigeria	8.3	28.4	7.2	1.1	2.1
Egypt	10.1	18.4	39.0	15.0	18.6
Other Africa & Asia	9.4	9.7	12.8	16.5	19.9
Africa & Asia	27.9	56.5	59.0	32.6	40.6
Total Revenue	163.9	188.0	184.4	171.3	185.8

Gross profit breakdown by geography

In millions of US\$	3Q23	4Q23	1Q24	2Q24	3Q24
Brazil	22.7	25.5	17.9	19.2	15.4
Argentina	13.1	4.0	5.2	7.6	6.7
Mexico	7.9	9.3	9.9	8.8	12.8
Chile	6.9	9.1	7.5	8.3	8.2
Other LatAm	8.9	7.0	8.1	9.6	12.5
Latin America	59.4	54.7	48.6	53.5	55.6
Nigeria	1.7	1.5	0.5	2.0	1.7
Egypt	9.6	9.6	10.3	9.8	12.3
Other Africa & Asia	3.7	3.9	3.6	4.5	8.5
Africa & Asia	15.1	15.0	14.4	16.3	22.6
Total Gross Profit	74.5	69.7	63.0	69.8	78.2

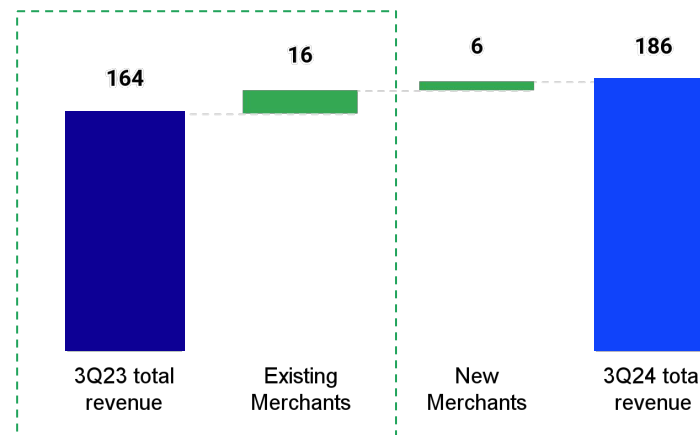
Top 10 merchant revenue¹ (\$M) and concentration (%)



Revenue composition (\$M)

110%

NRR²



Note: ¹Top 10 merchants may vary from period to period. ²"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.
Unaudited quarterly results.

Adjusted EBITDA

Adjusted EBITDA bridge (\$M)



Note: Adjusted EBITDA excludes one-off expenses and non-cash items. Unaudited quarterly results. See detailed methodology for Adjusted EBITDA in slide 30.

Adjusted EBITDA

Note: 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, transaction expenses and inflation adjustment.

1 In Q2 2024, the Finance income and costs, net line was impacted by the non-cash mark to market effect related to Argentine bonds investments in the amount of US\$22.8 million. 2 In Q2 and Q3 2024, the company wrote-off certain amounts related to merchants/processors off-boarded by dLocal.

Unaudited quarterly results.

Reconciliation of Profit to Adjusted EBITDA

\$ in thousands	3Q23	2Q24	3Q24
Profit for the period	40,364	46,239	26,811
Income tax expense	8,897	10,060	2,286
Depreciation and amortization	3,237	4,089	4,438
Finance income and costs, net ¹	(1,548)	(28,045)	10,085
Share-based payment non-cash charges	3,322	6,776	6,204
Other operating loss ²	-	1,553	578
Impairment loss / (gain) on financial assets	(2,508)	76	8
Inflation adjustment	3,817	1,941	1,954
Adjusted EBITDA	55,581	42,689	52,364

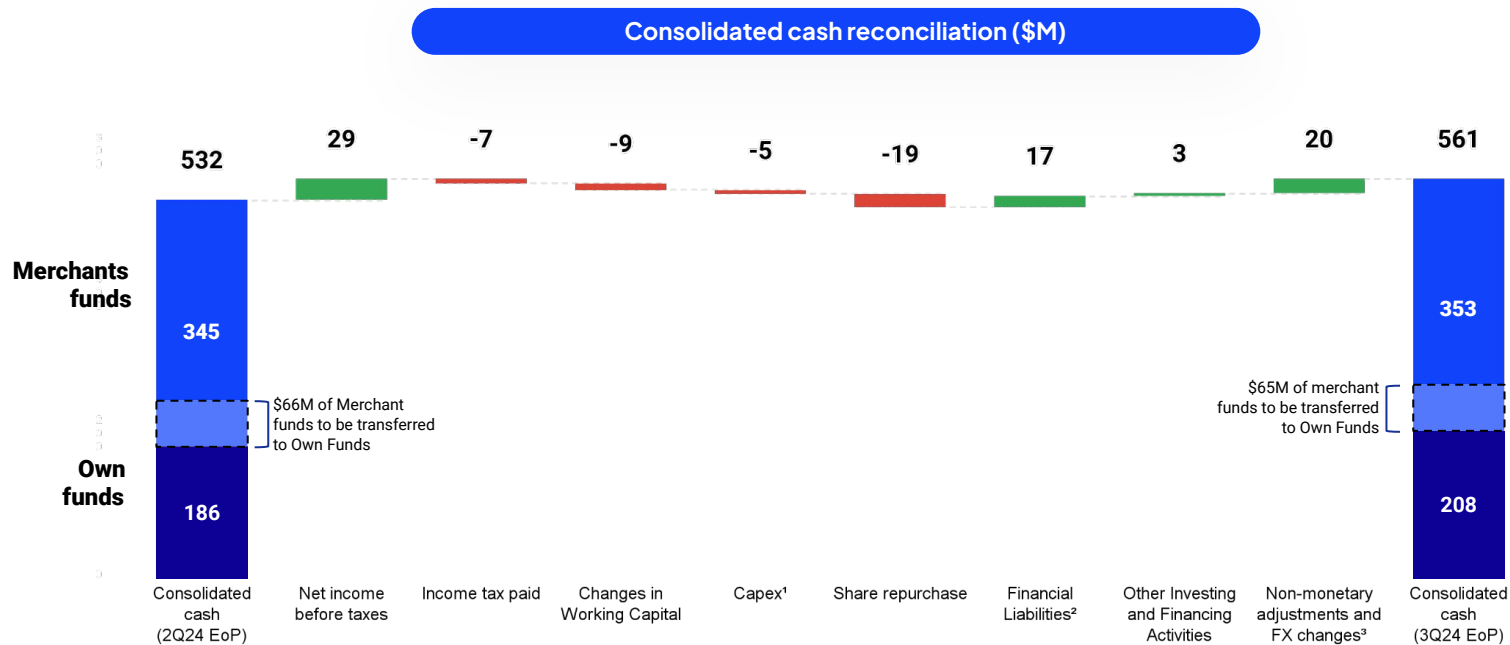
Adjusted Net Income

Note: Adjusted Net Income is a non-IFRS financial measure. As used by dLocal, Adjusted Net Income is defined as the profit for the period (net income) excluding impairment gains/(losses) on financial assets, transaction costs, share-based payment non-cash charges, and other operating (gain)/loss, in line with our Adjusted EBITDA calculation (see detailed methodology for Adjusted EBITDA on page 30). It further excludes the accounting non-cash charges related to the fair value gain from the Argentine dollar-linked bonds, the exchange difference loss from the intercompany loan denominated in USD that we granted to our Argentine subsidiary to purchase the bonds, and the hedging cost associated with the Argentine treasury notes. In addition, it excludes the inflation adjustment based on IFRS rules for hyperinflationary economies. We believe Adjusted Net Income is a useful measure for understanding our results of operations while excluding certain non-cash effects such as currency devaluation, inflation, and hedging costs. Our calculation for Adjusted Net Income may differ from similarly-titled measures presented by other companies and should not be considered in isolation or as a replacement for our measure of profit for the period as presented in accordance with IFRS.

Unaudited quarterly results.

Reconciliation of Profit to Adjusted Net Income

\$ in thousands	3Q23	2Q24	3Q24
Net income as reported	40,364	46,239	26,811
Inflation adjustment	3,817	1,941	1,954
Loan - exchange difference	27,351	5,831	7,710
Argentina Treasury Notes Hedging Costs	-	-	4,272
Fair value (loss) / gains of financial assets at FVTPL	(24,232)	(22,774)	95
Impairment loss / (gain) on financial assets	(2,508)	76	8
Share-based payment non-cash charges	3,322	6,776	6,204
Other operating (gain)/loss	-	1,553	578
Tax effect on adjustments	1,092	5,998	(4,227)
Adjusted net income	49,206	45,640	43,405

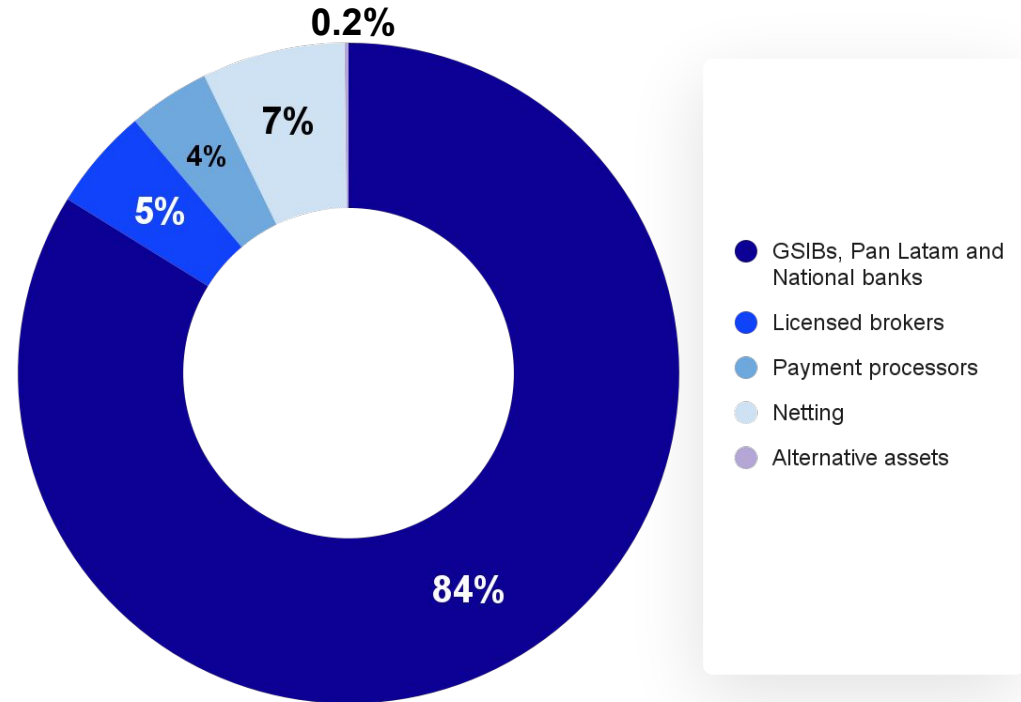


Note: ¹ Capex includes Acquisition of Property, plant and equipment and Additions of Intangible assets. ² Financial liabilities breakdown is available in the Unaudited Consolidated Condensed Interim Financial Statements as of September 30, 2024 – Note 23. ³ Non-monetary adjustments as shown in the Cash Flows of the Unaudited Consolidated Condensed Interim Financial Statements as of September 30, 2024. FX changes considers the Effects of exchange rate changes and inflation on cash and cash equivalents.

Robust global network of trusted financial partners

In Q3 2024, we expatriated **84%** of the Pay-ins Cross-border TPV through **banks (global, continental or national partner banks)**

3Q24 Cross-border volumes by partner mix:



d-local

IR Contact:
investor@dlocal.com