



# 2Q19 Webcast

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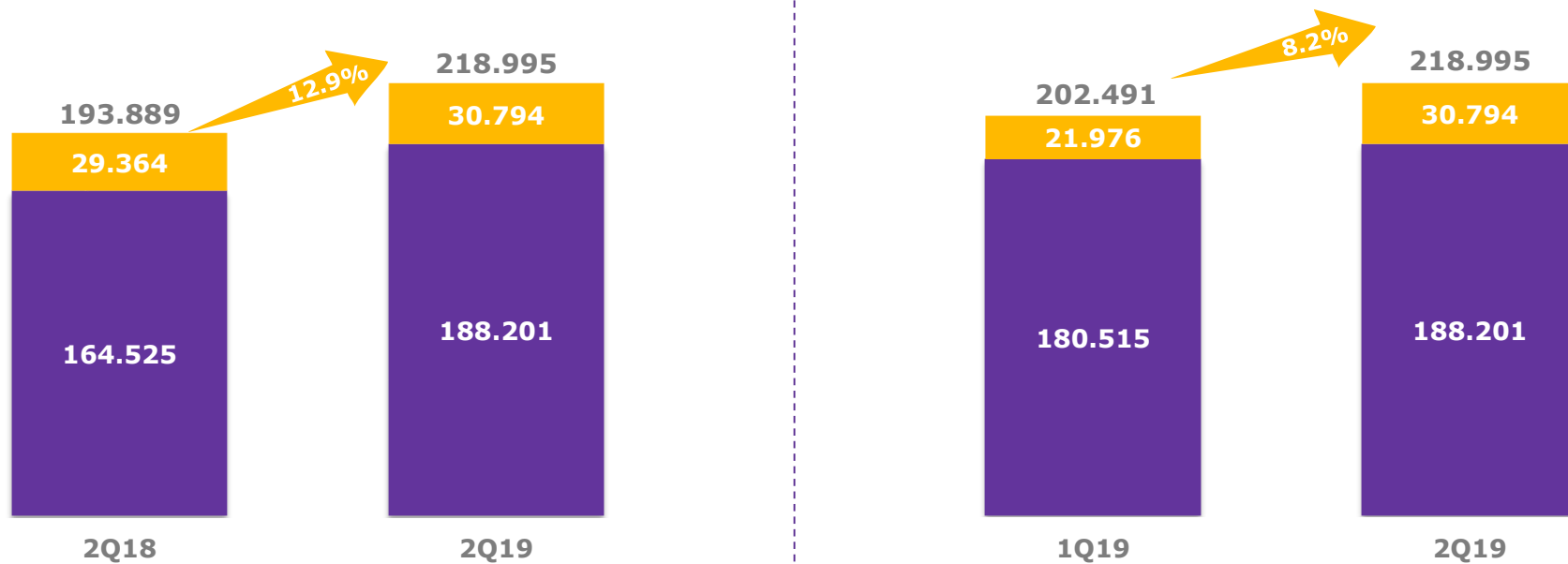
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## Recent event

- ✦ **Global Stock Offering:** on June 26th, Linx completed its Global Offering of 32.8 million shares, adding up to BRL 1.2 billion, considering Primary and Secondary Offerings (BNDESPar). The Offering took place simultaneously in the form of an IPO on the New York Stock Exchange (NYSE) and a follow-on on B3. By conducting its IPO on the NYSE, the Company facilitated the investment of foreign funds that do not trade directly on B3 and became the first publicly traded Brazilian software company on the New York Stock Exchange.
- ✦ **New IDC Research:** IDC released its annual study on the Brazilian retail software market, with results for 2018. According to the study, the estimated total addressable market (TAM) reached BRL 10.0 billion, an increase of 5.9% over 2017. Total revenue from retail management software (POS and ERP) in 2018 was BRL 1.3 billion, an increase of 6.1% over 2017 and a 13.3% penetration of TAM.

# Gross revenues

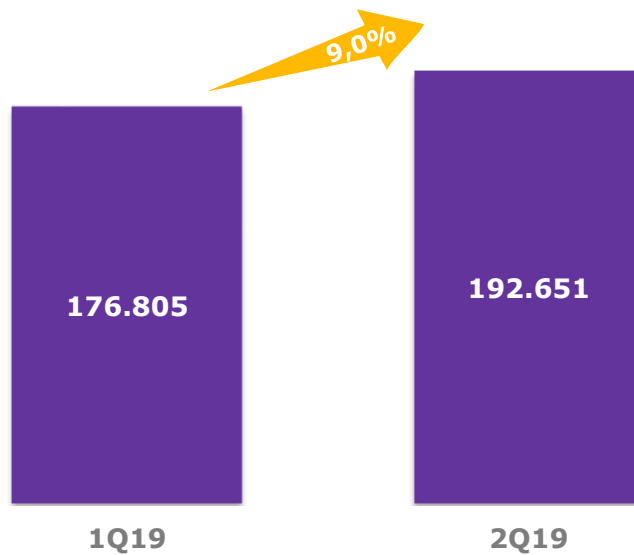
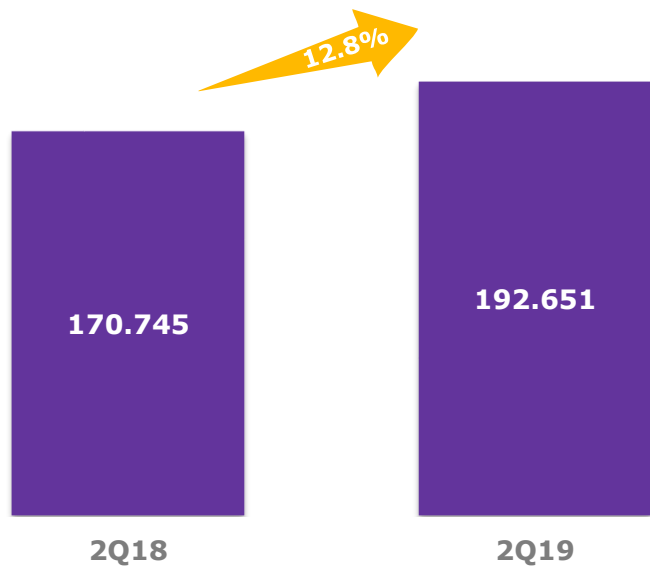
R\$ '000



■ Recurring revenues ■ Services revenues

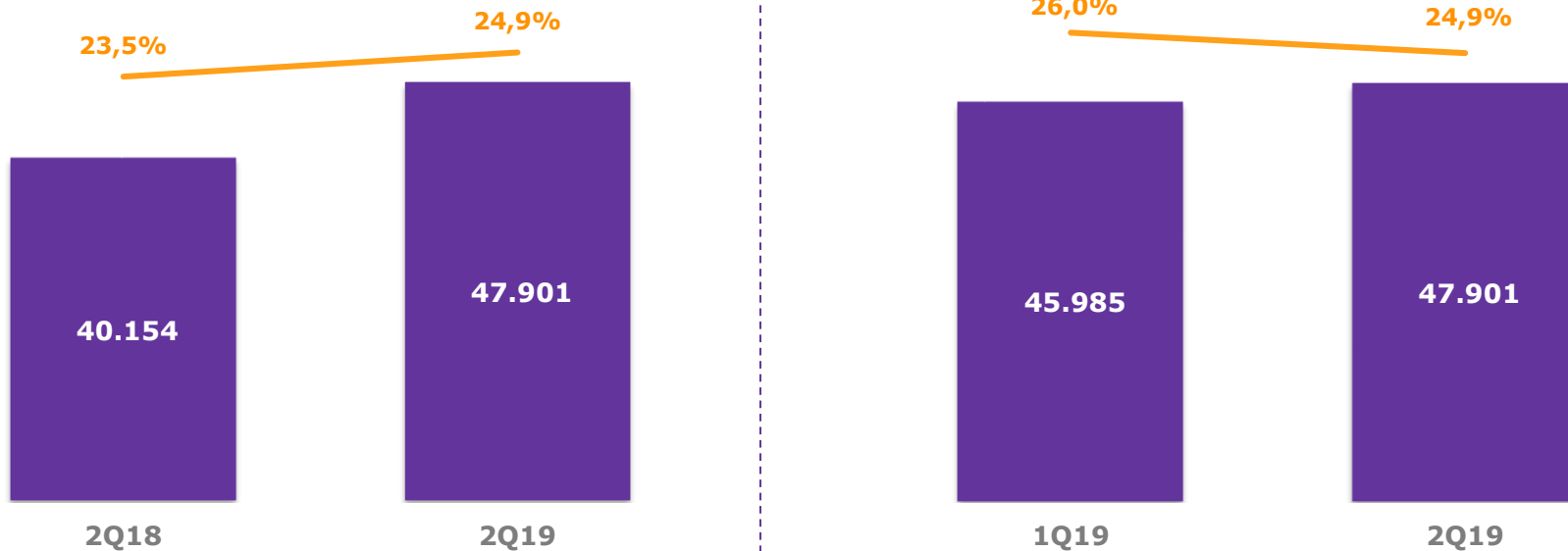
# Net revenues

R\$ '000



# Adjusted EBITDA

R\$ '000



Adjusted EBITDA

Adjusted EBITDA margin (%NOR)