d-local

Earnings Presentation

3Q25











A record-setting quarter

- TPV surpassed \$10B, accelerating to nearly 60% YoY, the 4th straight quarter above 50% YoY.
- Revenue up +52% YoY reaching \$282M for the quarter.
- Gross profit surpassed \$100M for the first time, reaching \$103M, up +32% YoY
- → Adjusted EBITDA up +37% YoY, representing 69% of gross profit as we continue our margin discipline.
- Net income growth at 93% YoY.
- \$38M Adj. FCF generated.



An ever more diversified business fueled by multiple sources of growth

- Sustained growth of existing clients fueled by organic growth and broader geographic reach and payment method coverage, along with addition of new merchants
- Net revenue retention of 149%, up 4 p.p. 000.
- An ever more diversified business: half of the top 10 merchants are different names compared to 24 months ago.



Continued focus on our innovation agenda

- **BNPL Fuse** now available in 6 countries across Latin America, Africa, the Middle East, and Asia.
- → 27 APMs-on-file across 16 markets. bringing card-on-file convenience to APM rails.
- We continue to employ our stablecoin on- and off-ramp capabilities, now as part of the Fireblocks network.

Another quarter of record financial results: \$10B+ of TPV, \$100M+ of gross profit

TPV

▲+59% YoY ▲+13% OoO ▲+66% YoY CC1

TPV surpassed \$10B for the first time, with record highs across all products (PIs, POs) and flows (XB, L2L).

Revenue

▲+52% YoY ▲+10% OoO ▲+63% YoY CC1

QoQ increase driven by volume growth.

Gross profit

▲+32% YoY ▲+4% QoQ ▲+41% YoY CC1

QoQ growth driven by broad-based volume growth, partially offset by Egypt and temporary margin pressure in Argentina and Mexico.

Adjusted EBITDA

▲+37% YoY ▲+2% OoO

Sustained healthy operating leverage with disciplined expense management.

Adjusted EBITDA/Gross Profit Ratio: 69.5%

Net income

▲+93% YoY ▲+21% OoO

Strong growth driven by lower finance costs following the reduction of our ARS bond exposure.

Diluted EPS: \$0.17 (vs \$0.14 in 2Q25)

Adjusted Free cash flow (Adj. FCF)

▲+28% YoY ▼-22% OoO

Solid free cash generation. Adjusted FCF to net income ratio at **73%**, affected by regulatory changes in Argentina expected to reverse over next few quarters.



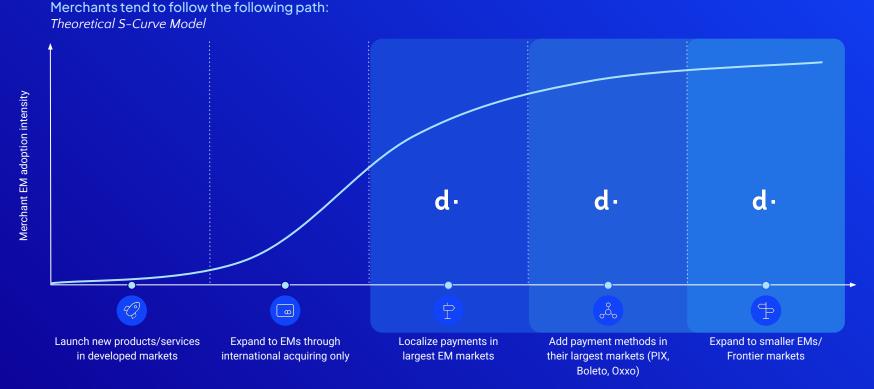
... with fast-growing APM adoption in a region with low credit card penetration

APMs expected to reach 58% of EM e-commerce payments by 2027²

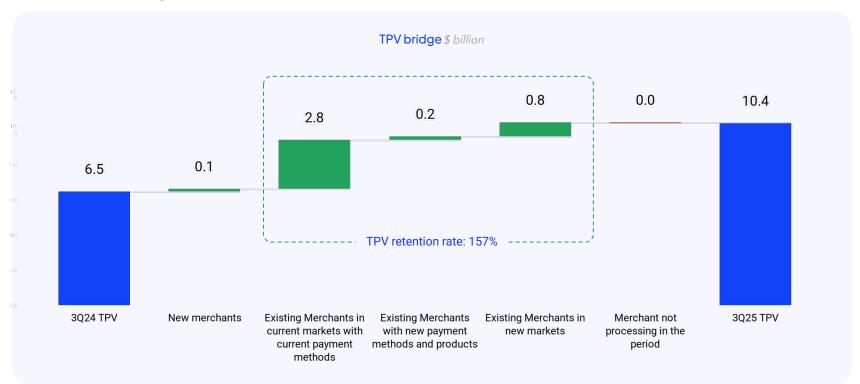
Credit card penetration in EM remains low at 11%, compared with 65% across G7 countries³

BNPL growing faster than overall market²: expected 20% CAGR ('24-'27)

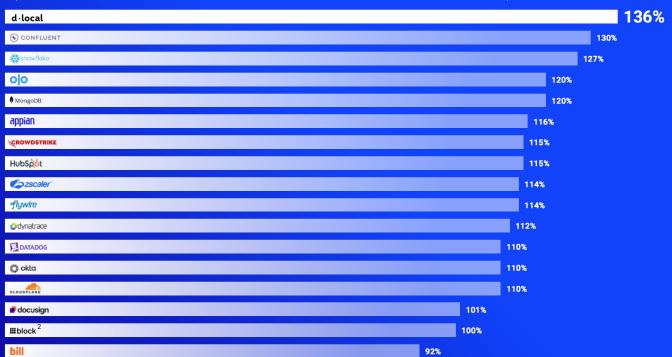
Reminder: S-Curve of digital merchants localizing payments across emerging markets



Our growth is broad based as merchants move up the Emerging Markets adoption S-Curve

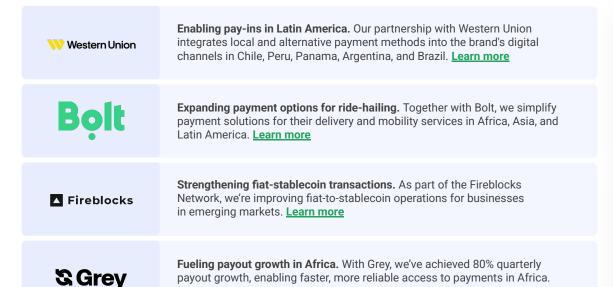


Represents 9M25 Net Dollar Revenue Retention Rate for dLocal and 2024 Net Dollar Revenue Retention Rate disclosed for other companies¹.



We continue to partner with the world's leading companies for business relationships and capabilities development

Business partnerships



Learn more

Capabilities partnerships

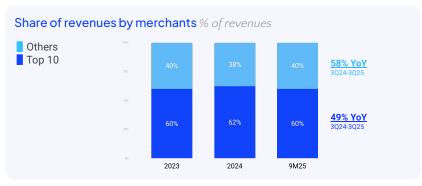


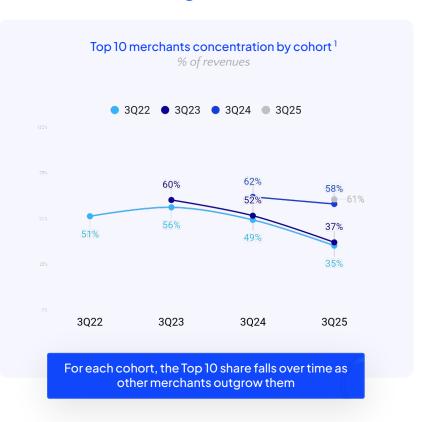
(A2A) payments, giving global merchants more choice. Learn more

Our business becomes increasingly diversified as we grow









APMs-on-file

APMs-on-file suite, designed to boost conversion rates

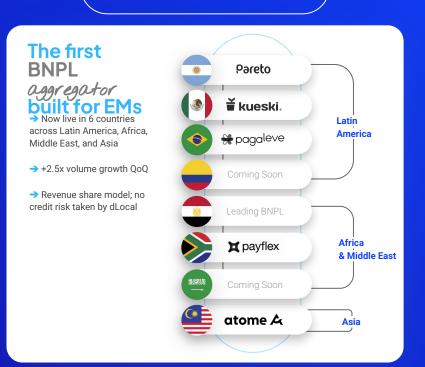
→ Alternative payment methods, smooth like a card: Frictionless checkout, tokenized recurring pay, seamless refunds and fraud detection

27 APMs-on-file

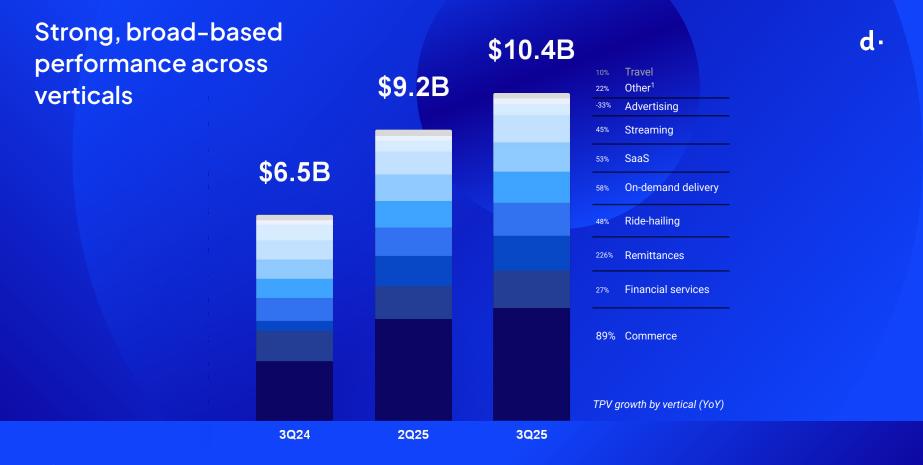
16 Countries
in Latin America, Africa & Asia

+34 p.p.
conversion rate uplift, driven by tokenization of Yape, a leading APM in Peru

BNPL Fuse



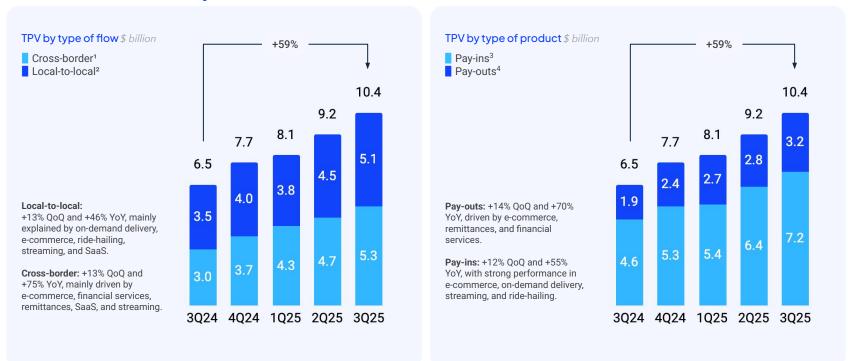




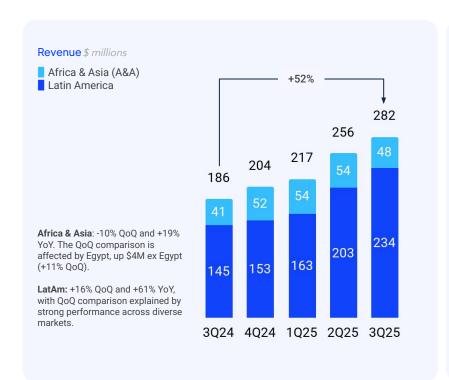
TPV reaches record high of over \$10B, nearly 60% YoY growth

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+66% in constant currency



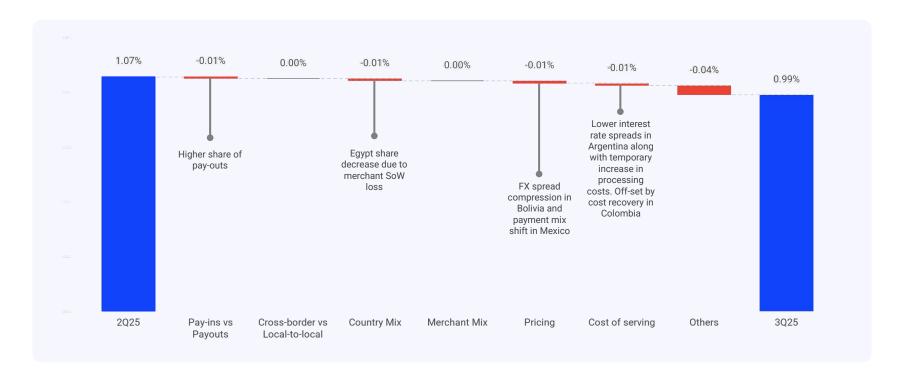
Note: 1°Cross-border" means a payment transaction whereby dLocal is collecting in one currency and settling into a different currency and/or in a different geography. 2ºLocal-to-local" means a payment transaction whereby dLocal is collecting and settling in the same currency. 3ºPay-in" means a payment transaction whereby dLocal is merchant customers receive payment from their customers of dLocal's merchant customers of dLocal's merchant customers.





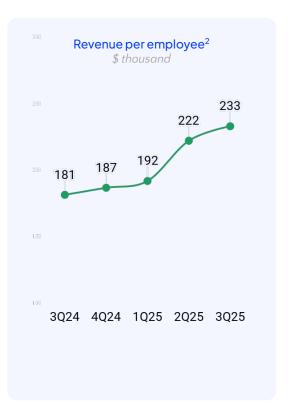
Record gross profit, driven by strong volumes and geographic diversification, despite Egypt and temporary margin pressure in **Argentina and Mexico**

	Gross profit QoQ	
Other LatAm	★ +30 % 30m +7.1m vs. LQ ★ +47% YoY	→ Broad-based volume growth across markets with strong performance in Colombia and Bolivia.
S Brazil	▲ +21% 29m +5.0m vs. LQ ▲ +90% YoY	→ Solid volume growth across streaming, e-commerce and advertising coupled with higher share of pay-ins.
Other Africa & Asia	★ +16 % 14m +2.0m vs. LQ ★ +41% YoY	→ Broad-based volume growth across markets, with cross-border growth particularly strong in Nigeria.
México	▼ -16% 10m -1.9m vs. LQ ▼ -22% YoY	 Volume growth, but affected by increase in tariffs for low-value imports from certain countries. Payment mix shift towards an APM with temporary margin pressure.
Argentina	▼ -16% 12m -2.3m vs. LQ ▲ +75% YoY	→ Strong volume growth, with offsets from lower interest rate spreads, temporary increase in processing costs, and non-cash IFRS inflation adjustment.
Egypt	▼ -44% 7m -5.7m vs. LQ ▼ -41% YoY	→ Full effect of 2Q share-of-wallet loss due to large merchant's redundancy adoption (some volume recovery began in October).

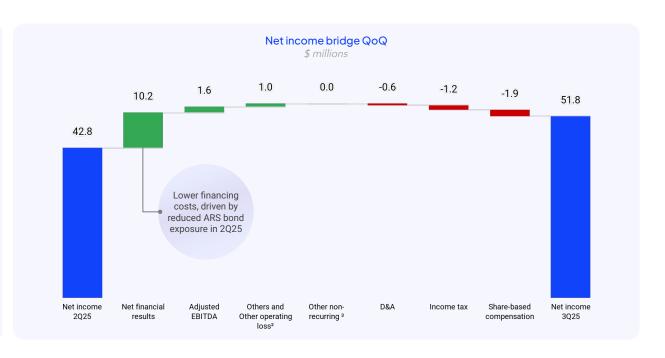


- → We continue to demonstrate operating leverage at healthy levels despite continued investment, with revenue per employee improving QoQ
- → OPEX: +10% QoQ and +28% YoY. The QoQ comparison is primarily attributed to salaries and wages, especially in sales & marketing and technology
- → Adjusted EBITDA: +2% QoQ and +37% YoY, representing an Adjusted EBITDA to Gross Profit ratio of 69%, down 1 p.p. vs 2Q25









Note: 10ur 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. 2 Others include Impairment loss / gain, Inflation adjustment and secondary offering expenses. Other operating loss reflects the write-off of certain amounts mainly related to merchants/processors off-boarded by dLocal. 3 Other non-recurring costs consist of costs not directly associated with the Company's core business activities, including costs associated with addressing the allegations made by a short-seller report and certain class action and other legal and regulatory expenses (which include fees from counsel, global expert services and a forensic accounting advisory firm) in 2025.

Adjusted Free Cash Flow (Adj. FCF) reconciliation

\$ in millions	1Q25	2Q25	3Q25
Net cash (used in) / generated from operating activities	95	124	95
Changes in working capital (merchant) ¹	(48)	(68)	(48)
Capital expenditures ²	(8)	(8)	(9)
Adjusted Free Cash Flow	40	48	38
Adj FCF Conversion to Net Income	85%	113%	73%

Adj. FCF: -22% QoQ and +28% YoY. QoQ comparison mostly affected by short term issue expected to reverse over next few quarters: -\$13M from the structuring used to expatriate flows from Argentina after regulatory changes during Q3.

Working Capital (Corporate) Buildup

\$ in millions	1Q25	2Q25	3Q25
Decrease / (Increase) in Trade and Other Receivables	21	(13)	(91)
Decrease / (Increase) in Other assets	1	1	1
Increase / (Decrease) in Trade and Other Payables	16	77	126
Increase / (Decrease) in Other Liabilities	1	(3)	(3)
Increase / (Decrease) in Provisions	0	0	(0)
Changes in working capital	39	62	33
Decrease / (Increase) in Trade receivables net	26	(9)	(67)
Increase / (Decrease) in Trade payables	21	77	114
Other Tax Liabilities	1	(1)	1
Changes in Working Capital (Merchant)	48	68	48
Changes in Working Capital (Corporate)	(9)	(5)	(15)
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Corporate cash and cash equivalents position as of September 30, 2025: \$333M



		Expectation compared to 2025 updated guidance (issued with 2Q25 results)				
Metric	2025 Guidance (updated 2Q25)	Below lower	Around lower	Around mid	Around upper	Above upper
TPV	40% - 50% YoY					
Revenue	30% - 40% YoY					
Gross profit	27.5% - 37.5% YoY					
Adjusted EBITDA	40% - 50% YoY					

Key risks

Our markets are inherently volatile. Consider the following in connection to our guidance until end of year.

- 4Q results are sensitive to seasonal performance during the peak shopping period of the year. Aggressive discounting by competitors, or softness by our merchants, can have an impact on projected numbers.
- Financial results highly dependent on evolution of Argentine peso and inflation (IFRS IAS 29 requires full-year inflation/FX adjustment to financials).
- The evolving macroeconomic, currency and trade landscape globally and its potential impact on emerging markets. As highlighted last quarter:
 - The recent increase in tariffs in Mexico (now also singling out low-value goods), along with potential trade barriers in other markets.
 - Shifting fiscal and tax regimes in Brazil.
 - The potential for currency devaluations and/or changes in FX regimes in Argentina, Egypt and Bolivia.





TPV breakdown

by type of product1

In millions of US\$	3Q24	4Q24	1Q25	2Q25	3Q25
Pay-ins	4,632	5,340	5,442	6,395	7,191
As % of total	71%	69%	67%	69%	69%
Pay-outs	1,884	2,373	2,666	2,816	3,200
As % of total	29%	31%	33%	31%	31%
Total TPV	6,516	7,714	8,107	9,212	10,390

by type of flow²

In millions of US\$	3Q24	4Q24	1Q25	2Q25	3Q25
Cross-border	3,035	3,740	4,258	4,719	5,318
As % of total	47%	48%	53%	51%	51%
Local-to-Local	3,480	3,974	3,849	4,493	5,072
As % of total	53%	52%	47%	49%	49%
Total TPV	6,516	7,714	8,107	9,212	10,390

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\$	3Q24	4Q24	1Q25	2Q25	3Q25
Brazil	32.9	33.7	34.4	47.0	58.9
Argentina	26.0	25.1	28.2	31.6	41.4
Mexico	38.9	40.5	36.7	45.7	45.9
Other Latam	47.3	53.6	63.5	78.4	88.0
Latin America	145.2	152.9	162.9	202.7	234.3
Egypt	18.6	21.4	22.0	17.6	8.1
Other Africa & Asia	22.0	30.3	31.8	36.1	40.2
Africa & Asia	40.6	51.6	53.9	53.7	48.2
Total Revenue	185.8	204.5	216.8	256.5	282.5

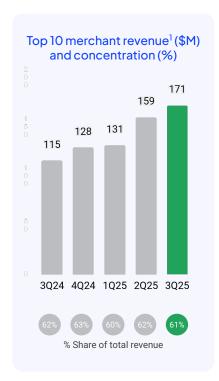
Note: Unaudited quarterly results

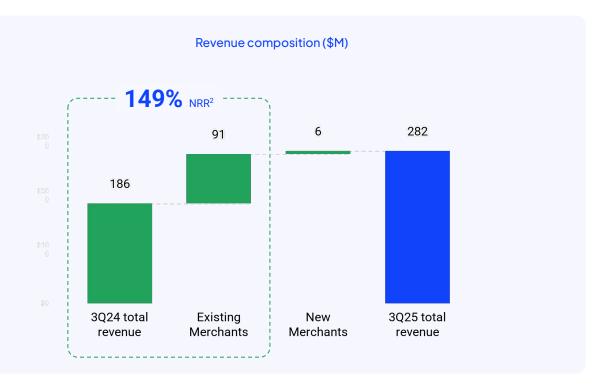
Gross profit breakdown by geography

In millions of US\$	3Q24	4Q24	1Q25	2Q25	3Q25
Brazil	15.4	14.8	13.0	24.3	29.3
Argentina	6.7	9.2	10.6	14.1	11.8
Mexico	12.8	10.9	10.8	11.9	10.0
Other Latam	20.7	21.6	25.1	23.4	30.4
Latin America	55.6	56.4	59.5	73.6	81.5
Egypt	12.3	16.0	16.3	12.9	7.3
Other Africa & Asia	10.2	11.3	9.1	12.4	14.4
Africa & Asia	22.6	27.3	25.4	25.3	21.7
Total Gross Profit	78.2	83.7	84.9	98.9	103.2

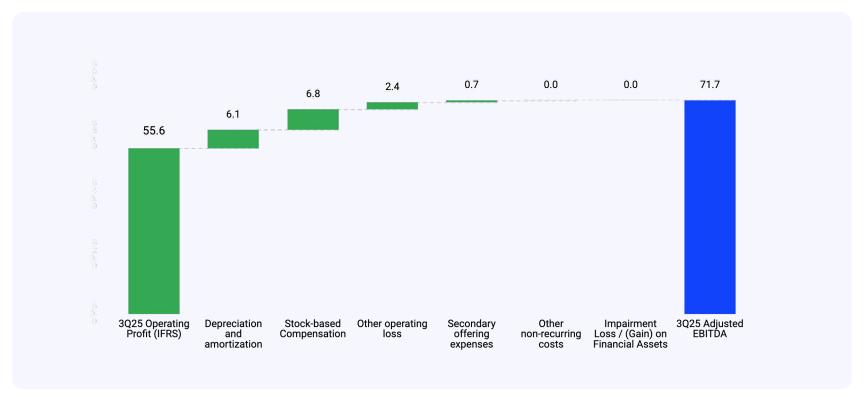
Note: Unaudited quarterly results

Revenue





Note: 1 Top 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. New merchants are new customers onboarded in the last 12 months.



\$ in thousands	3Q24	2Q25	3Q25
Profit for the period	26,811	42,808	51,790
Income tax expense	2,286	8,188	9,388
Depreciation and amortization	4,438	5,540	6,129
Finance income and costs, net	10,085	3,785	(6,382)
Share-based payment non-cash charges	6,204	4,911	6,840
Other operating loss¹	578	2,480	2,398
Impairment loss / (gain) on financial assets	8	1,415	(5)
Inflation adjustment	1,954	984	794
Secondary offering expenses	-	-	739
Adjusted EBITDA	52,364	70,111	71,690

Note: Although Adjusted EBITDA, Adjusted EBITDA Margin and Adjusted EBITDA to Gross Profit Ratio 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 operater plant and equipment, amortization of right-of-use assets and intrangible assets, assets, and turther excluding infrance and income cost, impairment gains/(losses) on financial assets, other operating losses/gain, share-based payment non-cash charges, non recurring transaction expenses and inflation adjustment. The Company write off certain amounts primarily related to merchants and processors that have been off-bloarded or from off-bloarded or from

\$ in thousands	3Q24	2Q25	3Q25
Net income as reported	26,811	42,808	51,790
Inflation adjustment	1,954	984	794
Exchange difference over intercompany loan	7,710	3,153	1,269
Exchange difference over bonds and treasury bills	-	7,129	1,171
Argentina Treasury Notes Hedging Costs	4,272	2,740	831
Expatriation costs	-	1,535	-
Fair value loss / (gain) of financial assets at FVTPL	95	(5,133)	(1,995)
Impairment loss / (gain) on financial assets	8	1,415	(5)
Share-based payment non-cash charges	6,204	4,911	6,840
Other operating loss ¹	578	2,480	2,397
Secondary offering expenses	-	-	739
Tax effect on adjustments	(4,227)	(803)	(252)
Adjusted net income	43,405	61,219	63,579

Note: Adjusted Net Income is a non-IFBS 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 interconners and interconners. 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. ¹ The Company wrote off certain amounts primarily related to merchants and processors that have been off-boarded or for which the balances are no longer considered recoverable by dLocal.

Adjusted Operating Profit and Adjusted Operating Profit to Gross Profit reconciliation

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3Q24	2Q25	3Q25
41,136	55,765	55,589
4,438	5,540	6,129
45,574	61,305	61,718
78,180	98,885	103,189
58%	62%	60%
	41,136 4,438 45,574 78,180	41,136 55,765 4,438 5,540 45,574 61,305 78,180 98,885

As reported

In millions of US\$	3Q24	3Q25	YoY Growth
TPV	6,516	10,390	59%
Revenue	186	282	52%
Gross Profit	78	103	32%

Constant currency measures

In millions of US\$	3Q24	3Q25	YoY Growth
TPV	6,516	10,814	66%
Revenue	186	303	63%
Gross Profit	78	111	41%

Note: Constant currency revenue is a non-IFRS financial measure. Constant currency measures are prepared and presented to eliminate the effect of foreign exchange rates, which may not be indicative of our core operating results and business outlook. The constant currency measures are not calculated in accordance with IFRS or any other generally accepted accounting principles and should not be considered as a measure of performance in isolation. Our calculation for constant currency 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 revenue for the period as presented in accordance with IFRS. As used by d.Local, constant currency measures were calculated as the aggregated value of current period TPV, revenue and gross profit multiplied by current period average FX rate divided by previous period average FX rate for each country we transacted during given period. Constant currency inflation or devaluation.

d-local

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