



WIZ
B3 LISTED NM



2nd Quarter 2022 Earnings Results

Conference Call – 08/12/2022

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- ▶ This presentation contains information about Wiz's business, its projects, its strategies, its associates and subsidiaries, and its business partners.
- ▶ Statements mentioned on this presentation reflect the management's understanding of the Company, that are subject to market risks and uncertainties.
- ▶ The information herein presented, follow the IFRS accounting principles, except when mentioned during the presentation. Wiz is not accountable for updating estimates in this presentation.
- ▶ In the charts and tables, the sums and growth rates reflect the decimal numbers of the values, that are displayed as rounded in this presentation.

Operating Highlights



Current Gross Revenue grows more than 80% in the semester

In 1H22, we achieved 86.1% growth in gross revenue compared to 1H21, further accelerating our growth. The highlight in the semester was the bancassurance operations, which together showed growth of 152.7% year-on-year. The performance for the period was driven by the strong performance of the subsidiary Bmg Corretora, as well as the BRB Seguros Unit, which became part of the Company's portfolio of operations in 2022.

Wiz Corporate - Expansion of business's channels

Wiz Corporate now has in its list of partnerships, Banco Voiter and CASF Corretora - Banco da Amazônia, besides Banco Luso Brasileiro, a partnership celebrated last year. The agreements celebrated with the banks provide for Wiz Corporate to operate in the bancassurance model in order to potentialize the results. The unit also celebrated an agreement with BB Corretora for the commercialization of products operated by the insurance company Mapfre, in a co-brokerage regime, focusing on the corporate clients of the wholesale segment of Banco do Brasil.

BMG Corretora - Recurring revenue boosts results

As a result of the implementation of the first phases of the strategic plan in this one-and-a-half-year partnership, the issued premium grew 42.3% year-on-year, driven by recurrence, that is, the premium issued beyond the first installment, of products that generate recurrence of commissions to the broker, which grew 152.7% on the same comparison basis.

First place GPTW Midwest

For the 7th year, we were awarded by Great Place To Work (GPTW) as one of the Best Companies to work for in the Midwest. We are the best company to work for in the Midwest! This recognition is the result of the daily dedication of our Wizzers, who are ambassadors of our corporate culture.

Deal with Polishop

On June 6, we entered into a partnership with the retail group Polishop to develop a joint venture. Wiz will hold 50% of the capital with 10-year exclusivity for the commercialization of insurance products. The partnership marks the entrance of Wiz in the retail segment, opening new opportunities to the strategic matrix of the Group.

Financial Highlights





Consolidated Results

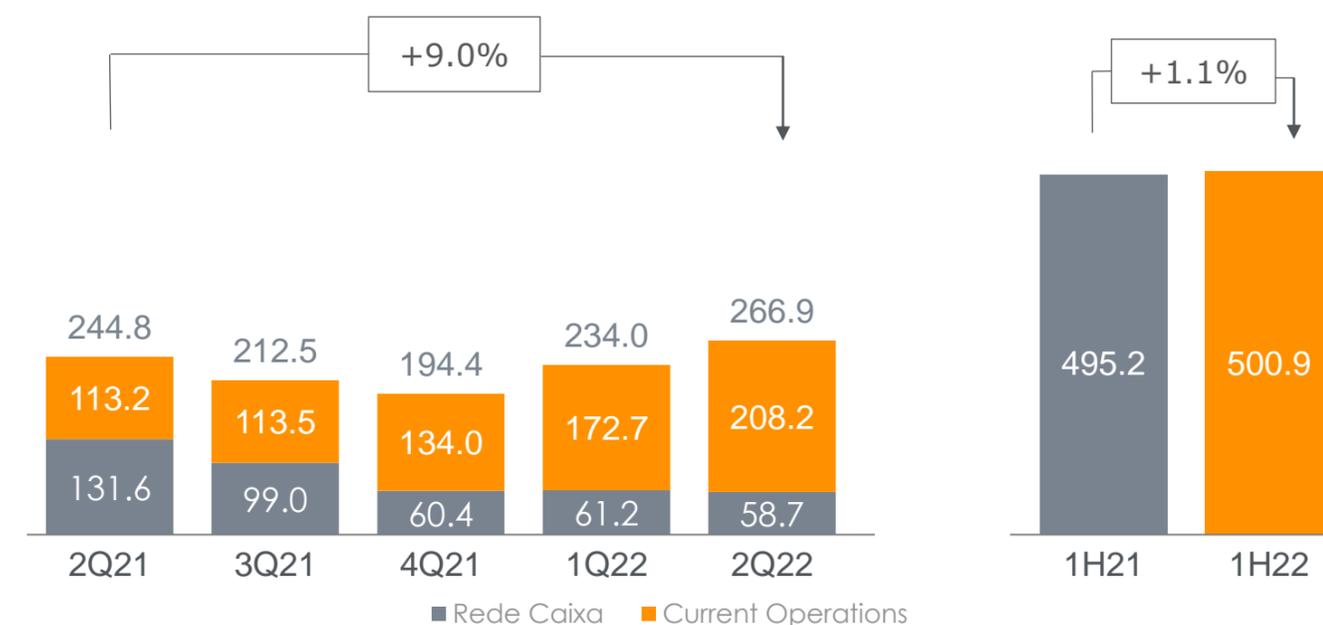
Consolidated Results



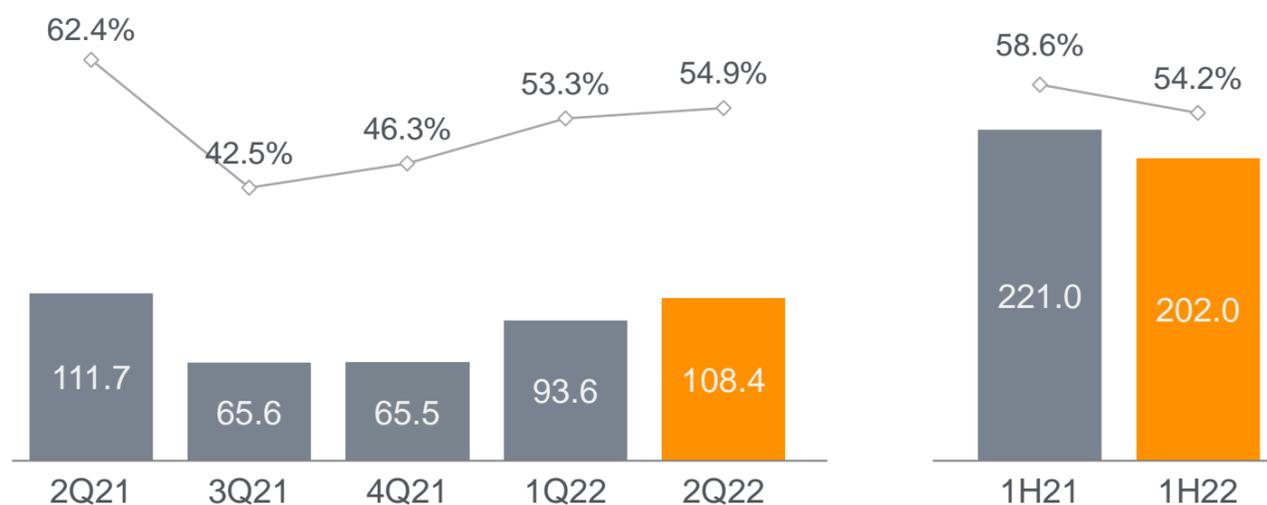
Key Financial Indicators, consolidated

Indicator (R\$ MM)	2Q22	2Q21	Δ%	1H22	1H21	Δ%
Gross Revenue	266.9	244.8	+9.0%	500.9	495.2	1.1%
Commissions ¹	(48.1)	(41.4)	+16.3%	(86.8)	(67.2)	29.1%
Net. Rev. Ex Commissions	197.3	178.9	10.3%	372.9	377.4	-1.2%
Cost and Expenses ¹	(92.4)	(67.4)	37.0%	(181.5)	(156.0)	16.3%
Others Rev/Exp	3.4	0.2	-	10.5	(0.4)	-
EBITDA	108.4	111.7	-3.0%	202.0	221.0	-8.6%
EBITDA Margin ¹	54.9%	62.4%	-7.5p.p.	54.2%	58.6%	-4.4p.p.
Net Income	57.3	75.0	-23.6%	109.0	138.6	-21.4%
Net Margin ¹	29.1%	41.9%	-12.9p.p.	29.2%	36.7%	-7.5p.p.
Control. Stake Net Income	33.0	69.0	-52.2%	68.6	130.8	-47.5%

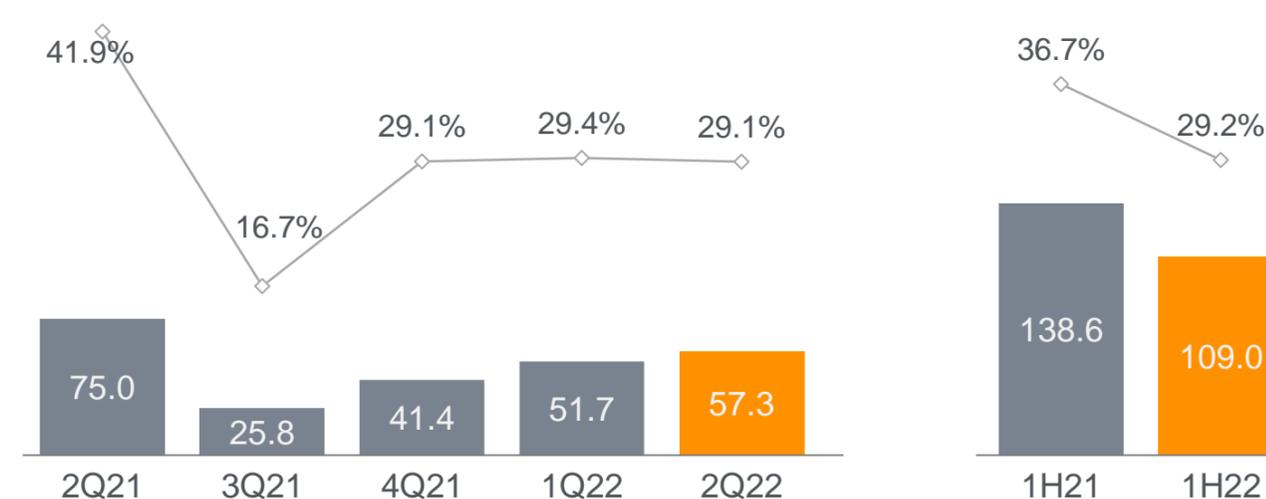
Gross Revenue, consolidated | R\$ million ; Δ YoY



EBITDA and EBITDA Margin, consolidated | R\$ million; %¹



Net Income and Net Margin, consolidated | R\$ million; %¹



¹ As of 2Q22, the costs and expenses lines are presented net of the expenses with commissions, as well as, the margins are calculated over net revenues ex-commissions, with restatement of historical data.

Adjusted Results



Adjusted EBITDA

Adjusted EBITDA (R\$ MM)	2Q22	2Q21	Δ%	1H22	1H21	Δ%
EBITDA	108.4	111.7	-3.0%	202.0	221.0	-8.6%
Tax Recovery	(1.2)	(2.3)	-	(1.2)	(3.0)	-59.7%
Adjusted EBITDA	107.2	109.5	-2.1%	200.8	218.0	-7.9%
Adjusted EBITDA Margin	54.3%	61.2%	-6.9p.p.	53.8%	57.8%	-3.9p.p.

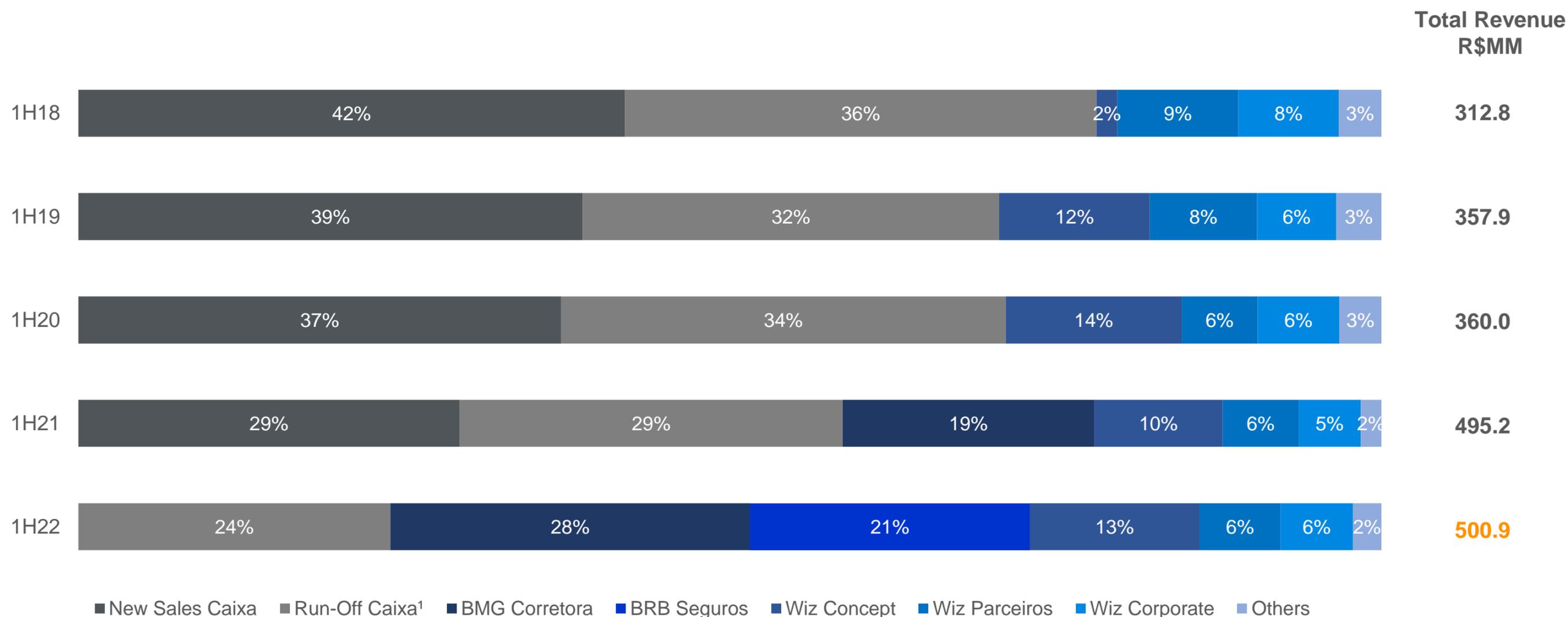
Adjusted Net Income

Adjusted Net Income (R\$ MM)	2Q22	2Q21	Δ%	1H22	1H21	Δ%
Net Income	57.3	75.0	-23.6%	109.0	138.6	-21.4%
Present Value Adjustments Acquisitions	10.2	6.1	67.3%	20.5	14.0	46.0%
Amortization of Intangible Aquisitions	11.6	3.2	263.1%	22.0	7.1	209.8%
Monetary Update on our Acquisitions' Earn-out	1.3	1.7	-22.4%	2.4	2.6	-8.5%
<i>Goodwill Impairment / Earn-Out</i>	-	-	-	-	1.8	-
Capital Loss/Gain	2.4	0.1	-	0.6	0.3	101.3%
Tax Recovery	(0.8)	(1.5)	-46.2%	(0.8)	(2.0)	-59.7%
IR/CS on Long-Term Incentive	(3.5)	-	-	(8.8)	-	-
Adjusted Net Income	78.6	84.7	-7.2%	144.8	162.4	-10.8%
Adjusted Net Margin	39.8%	47.3%	-7.5p.p.	38.8%	43.0%	-4.2p.p.

Consolidated Gross Revenue



Participation of the Business Units in the Company's Total Gross Revenue



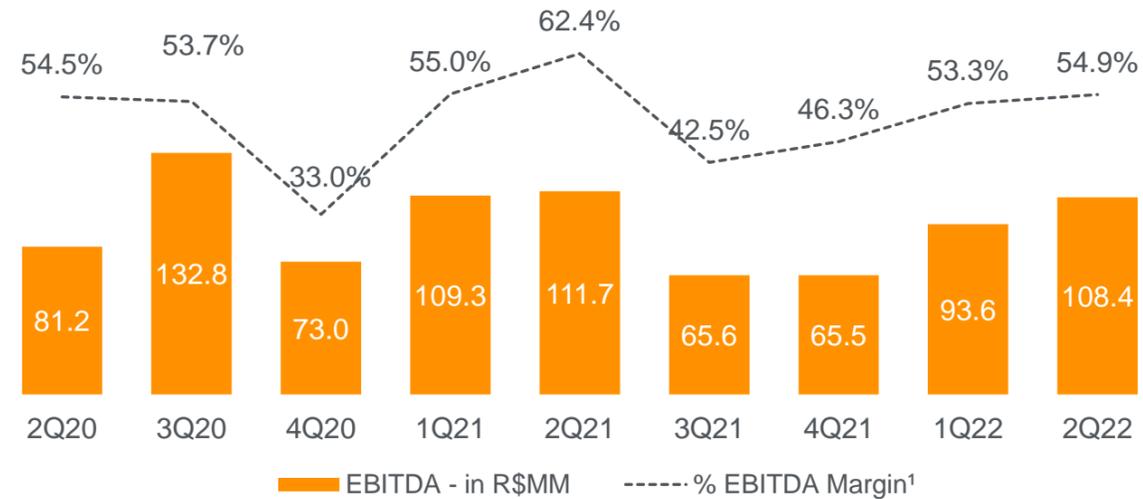
Source: Company

¹ For the years 2017 to 2020. "Run-Off Caixa" is considered to be the revenue stock of the Wiz Rede Unit computed in the period. As of 2021. "Run-Off Caixa" is composed only of the revenue earned on contracts sold until February 14, 2021.

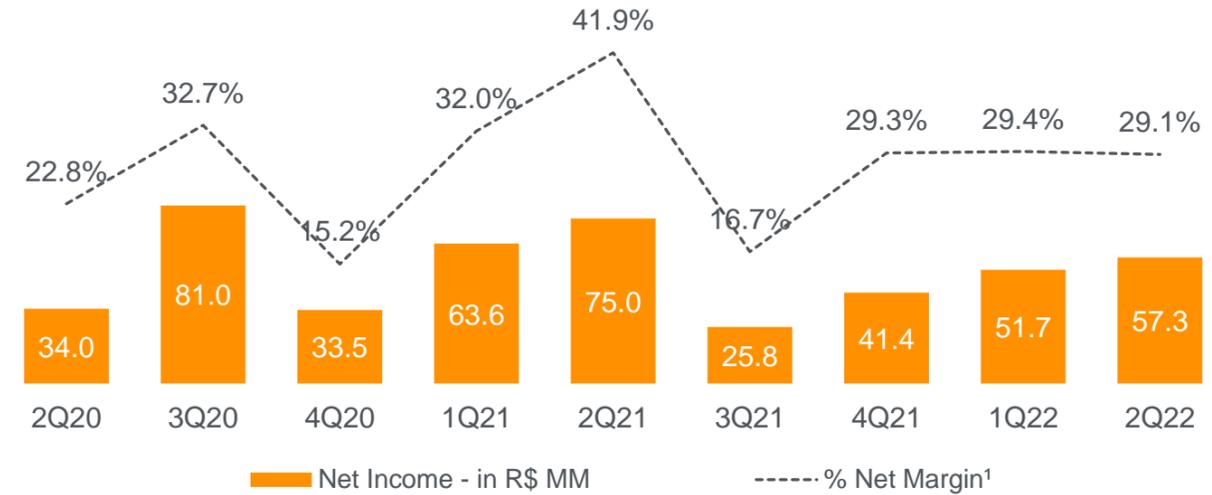
Net Income



EBITDA Evolution



Net Income Evolution



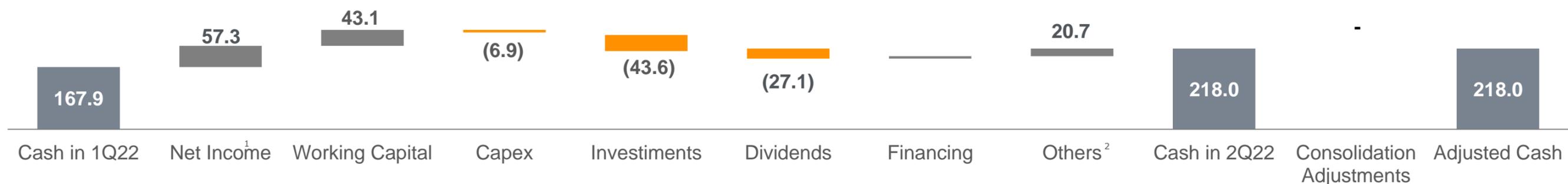
Indicator (R\$ MM)	2Q22	2Q21	Δ%	1H22	1H21	Δ%
EBITDA	108.4	111.7	-3.0%	202.0	221.0	-8.6%
<i>Earn-out and Impairment</i>	(4.7)	(0.1)	3583.4%	(3.0)	(2.3)	31.1%
Depreciation and Amortization	(20.7)	(7.3)	183.1%	(39.2)	(15.8)	147.8%
Equity	6.6	5.9	11.3%	10.6	11.5	-8.0%
Financial Result	(14.2)	(6.7)	113.1%	(29.1)	(15.2)	91.4%
Income Taxes	(18.1)	(28.5)	-36.6%	(32.4)	(60.6)	-46.6%
Net Income. Consolidated	57.3	75.0	-23.6%	109.0	138.6	-21.4%
Net Margin¹	29.1%	41.9%	-12.9p.p.	29.2%	36.7%	-7.5p.p.

¹ As of 2Q22, the costs and expenses lines are presented net of commission expenses, as well as the margins are calculated on net revenues ex-commissions, with restatement of historical data.

Consolidated Cash Flow



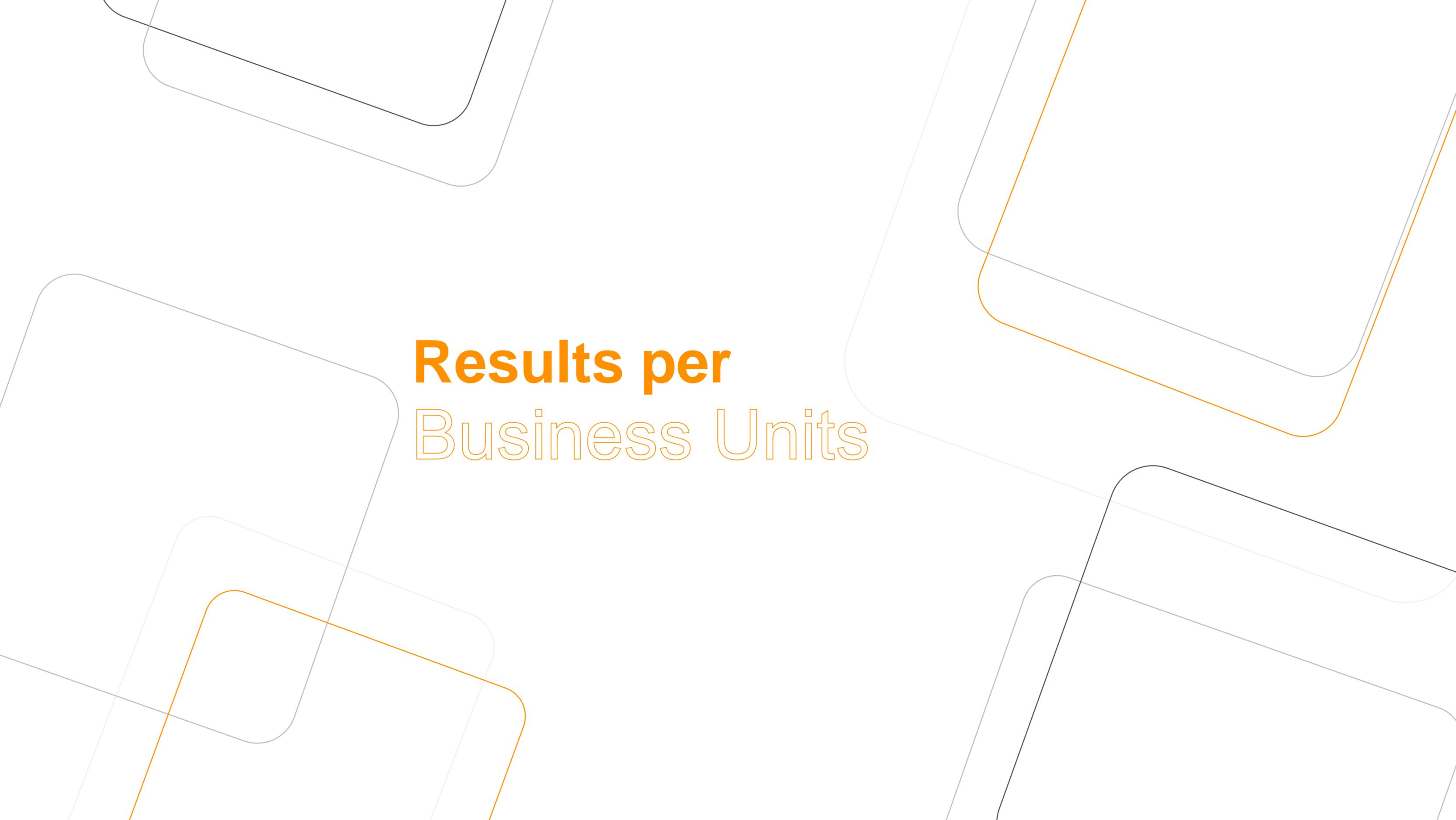
Consolidated Cash Flow in 2Q22



Indicator (R\$ million)	2Q22	1Q22	4Q21	3Q21	2Q21
Net Income (Accounted)	57.3	51.7	41.4	25.8	75.0
Depreciation and amortization	20.7	18.5	6.1	6.9	7.3
Working Capital	43.1	(45.8)	(9.6)	3.3	(20.0)
Capital Expenditure (CAPEX)	(6.9)	(6.0)	(4.2)	(5.4)	(1.6)
Cash provided by operations	114.2	18.4	33.6	30.7	60.7
Investments	(43.6)	(299.4)	(12.3)	(21.1)	(16.8)
Dividends	(27.1)	-	(83.3)	(9.0)	(15.5)
Financing	6.6	(3.7)	4.8	223.1	-
Other	-	-	(19.5)	16.9	(2.8)
Cash Flow	50.1	(284.7)	(76.8)	240.7	25.6
Adjusted Final Cash Balance	218.0	167.9	452.7	525.9	285.9

Source: Company

Note: (1) Net income Accounted; (2) Considers depreciation, amortization and others.

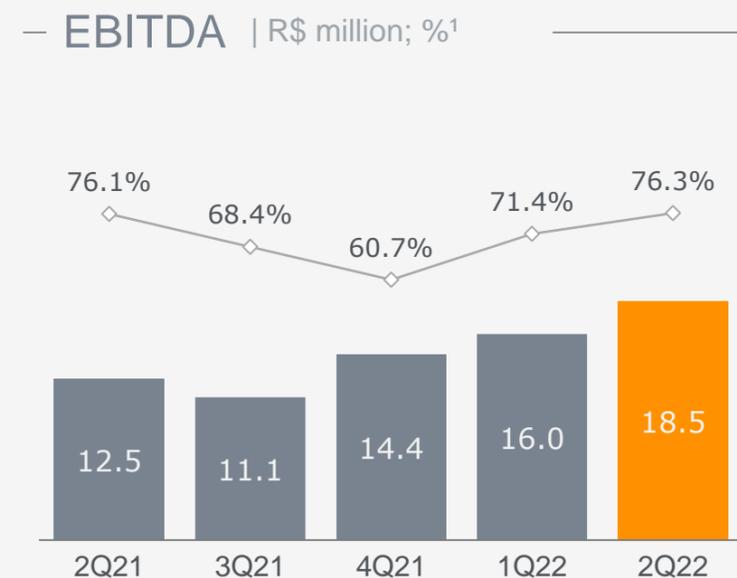
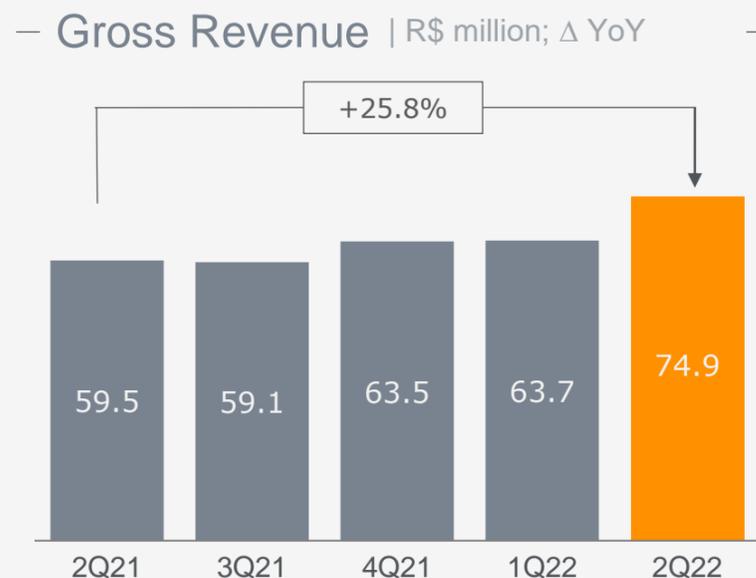


Results per Business Units

Results per Business Unit

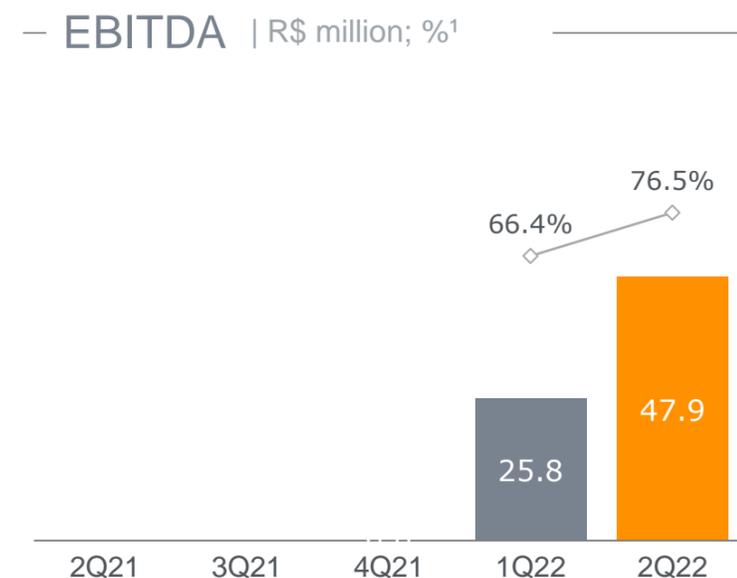
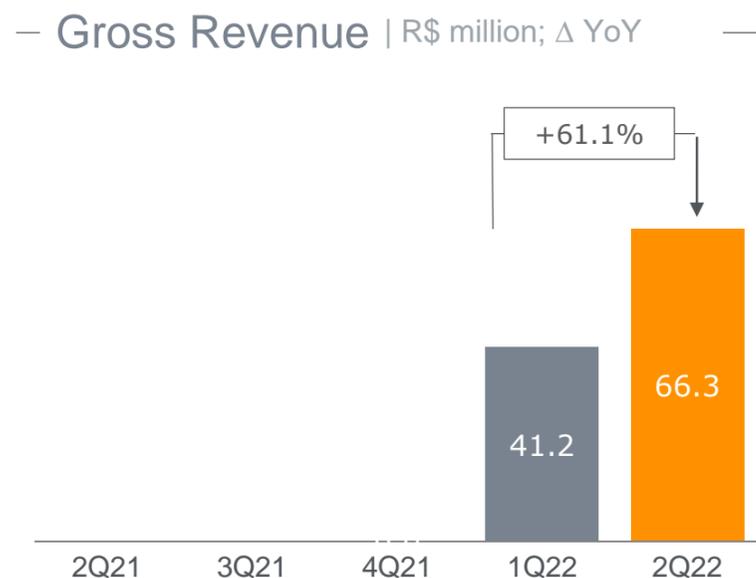


CORE BUSINESS



- **Gross Revenue**
 - R\$202 million in issued premium in 2Q22, +42.3% vs. 2Q21.
 - Highlight to the Life Product, with 77.8% growth vs.. 2Q21.
- **EBITDA**
 - Optimization of expense structure and the Unit's focus on the commercialization of recurring products.

CORE BUSINESS



- **Gross Revenue**
 - Highlight to the Credit Life and Residential Products.
 - R\$159 million in issued premium (+50.2% v.s. 1Q22).
 - Launch of the Personalized Residential Product
- **EBITDA**
 - The main cost component of BRB Seguros is the expenses with its own commercial team.

Source: Company

¹ As of 2Q22, the costs and expenses lines are presented net of commission expenses, as well as the margins are calculated on net revenues ex-commissions, with restatement of historical data.

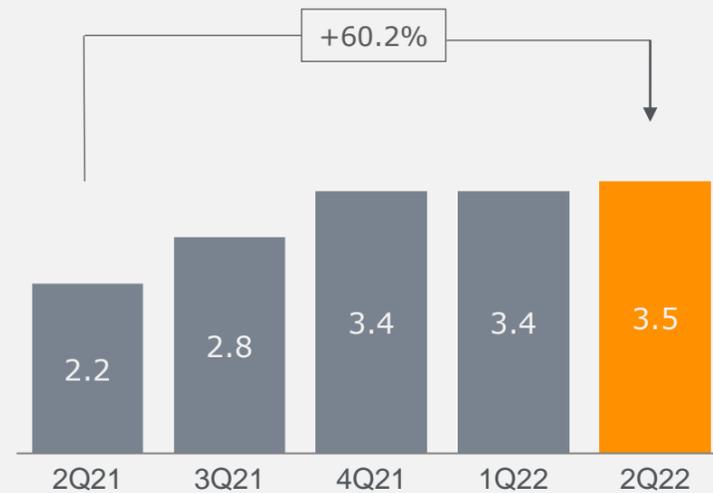
Results per Business Unit



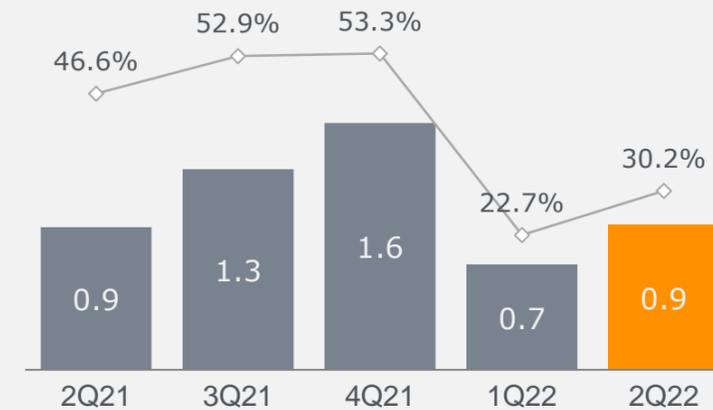
CORE BUSINESS



– Gross Revenue | R\$ million; Δ YoY



– EBITDA | R\$ million; %¹



• Gross Revenue

- Increase in New Sales and in the average ticket boosted gross revenue.
- Addition of 6 new Dealer Networks to the unit, adding 24 agencies to the business.
- Relevance of the Credit Life and Mechanical Warranty products

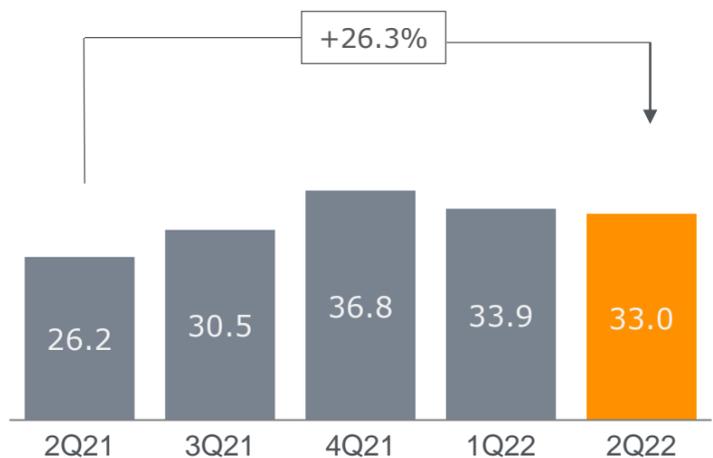
• EBITDA

- EBITDA impacted by cost increase, related to the commercial team and operation.

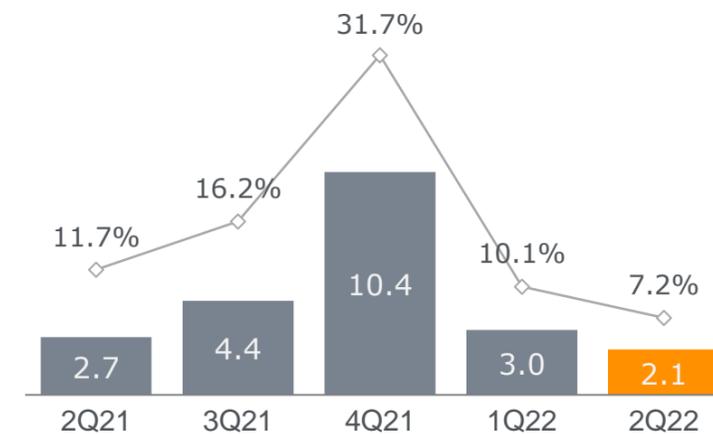
ENABLERS



– Gross Revenue | R\$ million; Δ YoY



– EBITDA | R\$ million; %¹



• Gross Revenue

- The biggest highlight comes from services provided for clients of Massified Insurance, Life, Credit Life, Mortgage and Accumulation products.
- Highlight for the entry of new contracts in Telesales in the auto segment.

• EBITDA

- EBITDA impacted by the expansion of operations, with an increase in costs.

Source: Company

¹ As of 2Q22, the costs and expenses lines are presented net of commission expenses, as well as the margins are calculated on net revenues ex-commissions, with restatement of historical data.

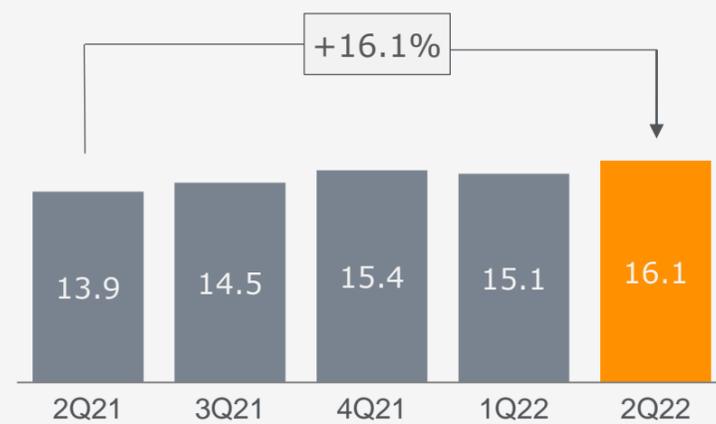
Results per Business Unit



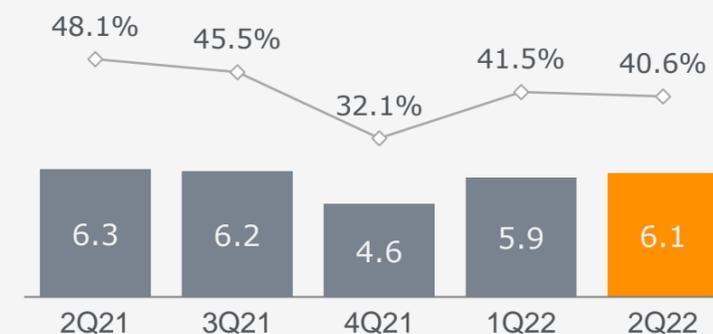
ACCELERATORS



– Gross Revenue | R\$ million; Δ YoY



– EBITDA | R\$ million; %¹



• **Gross Revenue**

- The highlight was the Consortium line, which brought a result 15.4% higher than in 2Q21.
- Highlight for the volume of letters sold in the quarter, which reached R\$1.9 billion.

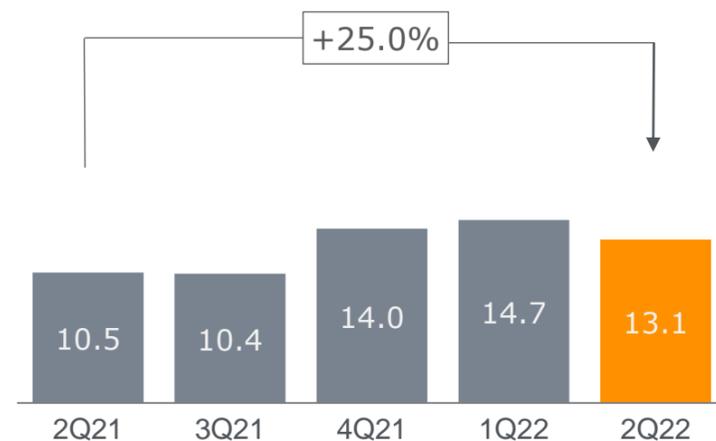
• **EBITDA**

- Impacted by higher Headcount costs due to the increase in operations.

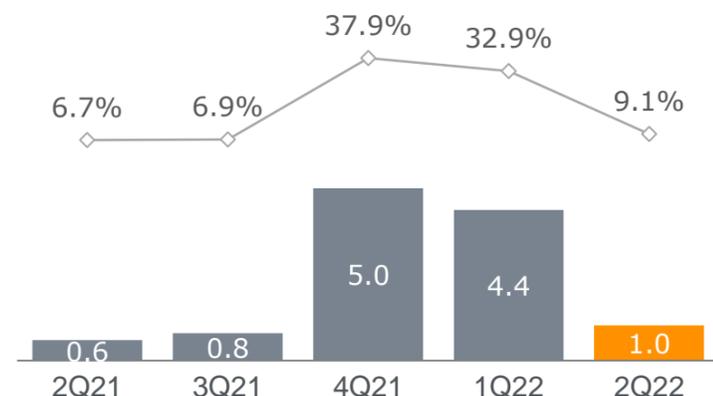
ENHANCERS



– Gross Revenue | R\$ million; Δ YoY



– EBITDA | R\$ million; %¹



• **Gross Revenue**

- 25% growth in Gross Revenues vs. 2Q21, reflecting the growth in volume of issued premium.
- Warranty product performance in the quarter vs. 2Q21 (+25.9%) reflects the Unit's strategy of increasing borrowers, with recurring payments and a focus on long-term value creation.

• **EBITDA**

- 67.2% EBITDA growth vs. 2Q21.

Source: Company

¹ As of 2Q22, the costs and expenses lines are presented net of commission expenses, as well as the margins are calculated on net revenues ex-commissions, with restatement of historical data.

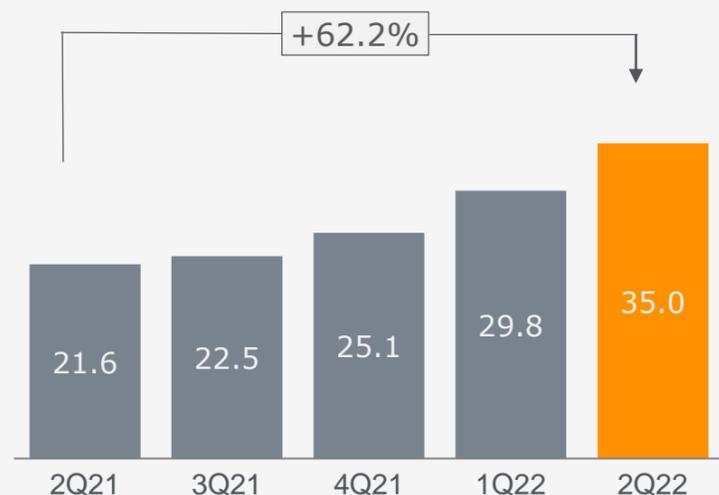
Results per Business Unit



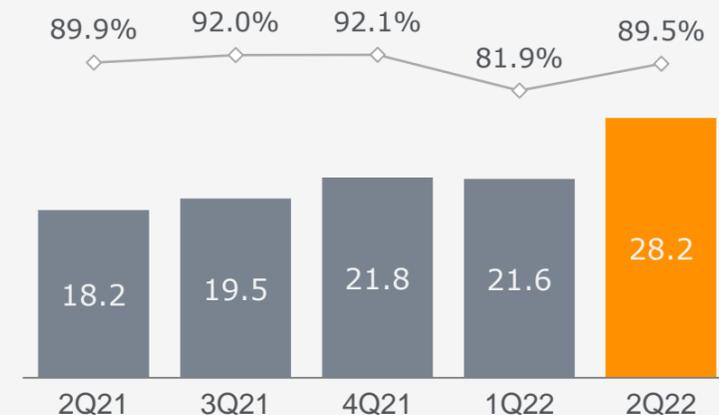
INVESTEES

interseguros

– Gross Revenue | R\$ million; Δ YoY



– EBITDA | R\$ million; %¹



• **Gross Revenue**

- Client portfolio reaches more than 1 million clients in 2Q22, a growth of 2x the 2Q21

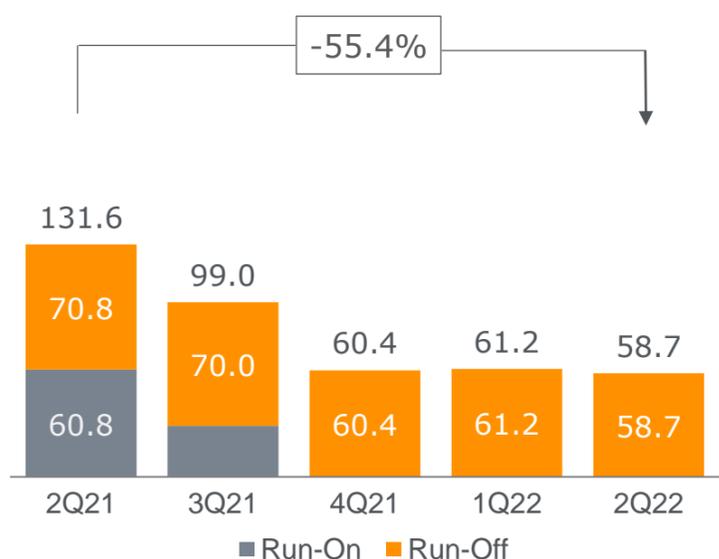
- The unit reached R\$45.0 million in net premiums in 2Q22 (+24.3% vs. 2Q21).

- Launch of another product, Doutor Inter, strengthening and consolidating the health products avenue, which already has health and dental insurance.

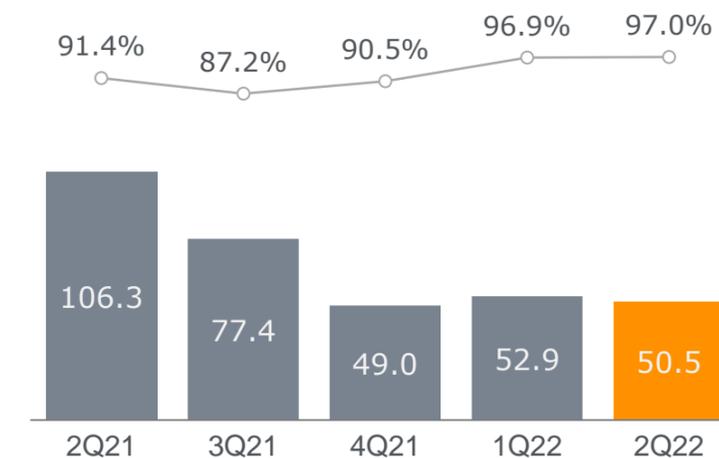
REDE CAIXA

Rede Caixa Run-Off

– Gross Revenue | R\$ million; Δ YoY



– EBITDA | R\$ million; %¹



• **Gross Revenue**

- Run-Off performance impacted by the accounting of revenue reversals of the Credit Life product in the amount of R\$5.5 million and by the change in revenue recognition of the Property products, as of 4Q21. These revenues were recognized in Wiz Concept.

Source: Company

¹ As of 2Q22, the costs and expenses lines are presented net of commission expenses, as well as the margins are calculated on net revenues ex-commissions, with restatement of historical data.

Closing Remarks



78% of Gross Revenue from current operations
(+83.9% vs. 2Q21)



Achievement of 54.4% of the floor of the Gross Revenue guidance for 2022



Growth of 134.2% in bancassurance operations vs. 2Q21



Signing of the joint venture with Polishop



We are the reference for the Brazilian insurance market



49 years of history, top of the ranking of the best company to work for in the Midwest



Thank you!

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Reconciliation of Managerial Income by B.U. and Consolidated Accounting Income¹

2Q22 Results (in R\$ MM)	Rede Caixa Run-off	BMG Corretora	BRB Seguros	Wiz Conseg	Wiz BPO	Wiz Parceiros	Wiz Corporate	Other Units	Corporate	Adjust.	Consolidated	Inter Seguros
Gross Revenue	58.7	74.9	66.3	3.5	33.0	16.1	13.1	2.3	–	(1.1)	266.9	35.0
Taxes on Revenue	(6.6)	(4.4)	(3.8)	(0.4)	(3.7)	(1.0)	(1.3)	(0.3)	–	-	(21.5)	(3.5)
Commissions ²	-	(46.2)	-	(0.3)	0.0	(1.1)	(0.5)	(0.2)	–	0.2	(48.1)	-
Net Revenue Ex Commissions²	52.0	24.3	62.6	2.8	29.4	14.0	11.3	1.9	–	(0.9)	197.3	31.5
Costs ²	0.1	(4.8)	(7.0)	(1.8)	(21.6)	(6.8)	(8.4)	(2.3)	–	0.4	(52.3)	(3.3)
Gross Profit	52.1	19.5	55.5	1.0	7.8	7.2	2.8	(0.4)	–	(0.5)	145.0	28.2
Expenses ²	(1.5)	(0.9)	(7.7)	(0.0)	(5.7)	(1.0)	(1.8)	(0.3)	(21.5)	0.4	(40.0)	–
Other Revenue and Expenses	–	–	–	–	–	–	–	–	3.3	0.1	3.4	–
EBITDA	50.7	18.5	47.9	0.9	2.1	6.1	1.0	(0.7)	(18.2)	(0.0)	108.4	28.2
Earn-Out and Impairment	–	–	–	–	–	–	–	–	–	–	(4.7)	–
Depreciation and Amortization	–	–	–	–	–	–	–	–	–	–	(20.7)	(0.2)
Equity Method	–	–	–	–	–	–	–	–	–	–	6.6	–
Financial Result	–	–	–	–	–	–	–	–	–	–	(14.2)	–
EBT	–	–	–	–	–	–	–	–	–	–	75.4	28.0
Income Taxes	–	–	–	–	–	–	–	–	–	–	(18.1)	(9.5)
Net Income	–	–	–	–	–	–	–	–	–	–	57.3	18.5
Gross Margin²	100.2%	80.1%	88.7%	35.3%	26.6%	51.1%	25.2%	-20.7%	–	–	73.5%	89.5%
EBITDA Margin²	97.3%	76.3%	76.5%	33.9%	7.2%	43.8%	9.1%	-35.5%	–	–	54.9%	89.5%
Net Margin	–	–	–	–	–	–	–	–	–	–	29.1%	58.8%

¹In relation to the consolidated accounting result, the management criteria used to demonstrate the table above affect the opening of data between the group's B.U.s. but do not change EBITDA or net income. This opening allows for analysis based on management's view of the business. ² Equity related to the interest in the investee Inter Seguros, accounted for a one-month delay in relation to the competence of the result earned in the Unit.

² As of 2Q22, the costs and expenses lines are presented net of commission expenses, as well as the margins are calculated on net revenues ex-commissions, with restatement of historical data.

Reconciliation of Managerial Income by B.U. and Consolidated Accounting Income¹

1H22 Results (in R\$ MM)	Rede Caixa Run-off	BMG Corretora	BRB Seguros	Wiz Conseg	Wiz BPO	Wiz Parceiros	Wiz Corporate	Other Units	Corporativo	Adjust	Consolidated	Inter Seguros
Gross Revenue	119.9	138.6	107.5	6.9	66.9	31.2	27.8	4.2	–	(2.2)	500.9	64.8
Taxes on Revenue	(13.3)	(8.4)	(6.1)	(0.8)	(7.6)	(1.9)	(2.5)	(0.5)	–	–	(41.2)	(6.9)
Commissions ²	(0.0)	(83.4)	–	(0.8)	–	(1.9)	(0.7)	(0.4)	–	0.5	(86.8)	-
Net Revenue Ex Commissions²	106.6	46.7	101.4	5.3	59.3	27.4	24.6	3.3	–	(1.8)	372.9	58.0
Costs ²	(0.1)	(10.1)	(12.9)	(3.7)	(41.7)	(13.4)	(15.7)	(5.2)	–	0.9	(101.9)	(8.1)
Gross Profit	106.5	36.6	88.5	1.6	17.7	14.0	8.9	(1.9)	–	(0.9)	270.9	49.9
Expenses ²	(3.0)	(2.0)	(14.9)	0.0	(12.5)	(2.0)	(3.5)	(0.6)	(41.8)	0.8	(79.5)	–
Other Revenue and Expenses	–	–	–	–	–	–	–	–	10.5	0.1	10.5	–
EBITDA	103.5	34.5	73.6	1.6	5.1	12.0	5.4	(2.5)	(31.4)	0.0	202.0	49.9
Earn-Out and Impairment	–	–	–	–	–	–	–	–	–	–	(3.0)	–
Depreciation and Amortization	–	–	–	–	–	–	–	–	–	–	(39.2)	(0.3)
Equity Method	–	–	–	–	–	–	–	–	–	–	10.6	–
Financial Result	–	–	–	–	–	–	–	–	–	–	(29.1)	–
EBT	–	–	–	–	–	–	–	–	–	–	141.3	49.6
Income Taxes	–	–	–	–	–	–	–	–	–	–	(32.4)	(16.6)
Net Income	–	–	–	–	–	–	–	–	–	–	109.0	33.0
Gross Margin²	99.9%	78.3%	87.3%	29.7%	29.8%	51.2%	36.1%	-57.3%	–	–	72.7%	86.0%
EBITDA Margin²	97.1%	73.9%	72.6%	30.6%	8.7%	43.9%	22.0%	-76.8%	–	–	54.2%	86.0%
Net Margin	–	–	–	–	–	–	–	–	–	–	29.2%	56.9%

¹In relation to the consolidated accounting result, the management criteria used to demonstrate the table above affect the opening of data between the group's B.U.s. but do not change EBITDA or net income. This opening allows for analysis based on management's view of the business. ² Equity related to the interest in the investee Inter Seguros, accounted for a one-month delay in relation to the competence of the result earned in the Unit.

² As of 2Q22, the costs and expenses lines are presented net of commission expenses, as well as the margins are calculated on net revenues ex-commissions, with restatement of historical data.