



# 1st Quarter 2025 Earnings Results

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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.



## 1Q25 Evolutions

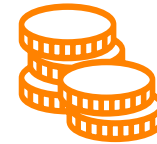
Development of various functionalities across the four modules of Wiz Pro – sales, operations, management, and engagement – **being used consistently by 6 units of Wiz Co**



## 2nd Bond Issue

Issuance of Wiz Co's 2nd Debenture worth **R\$300 million** and settlement of the 1st issuance.

**The move extends** the debt maturity, reduces its financial cost, **and strengthens the company's cash flow.**



## Record of Premium Issued

**Record of insurance premiums issued** by the company.

**In total, R\$976.2 million**, a 15.9% increase compared to the first quarter of 2024 and a 4.6% increase compared to 4Q24.



## New quarter of records

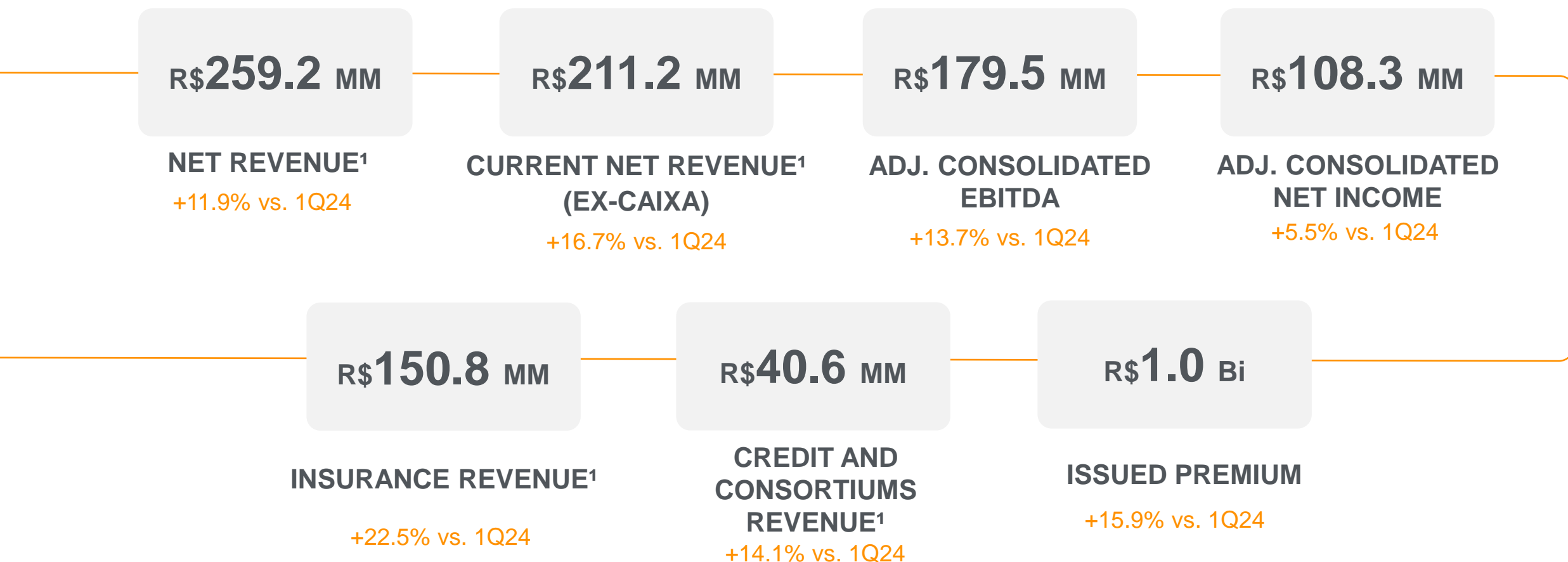
**Record in premium issuance** and the best quarter in Inter Seguros's history.

**Highlighting 8.0 million active contracts**, which is 50.9% higher than Q4 2024.

**Gross revenue of R\$81.8 million**, 56.3% above Q1 2024.

# Financial Highlights

## 1Q25



<sup>1</sup> Consolidated Net Revenue Ex Commissions.

# Consolidated Result

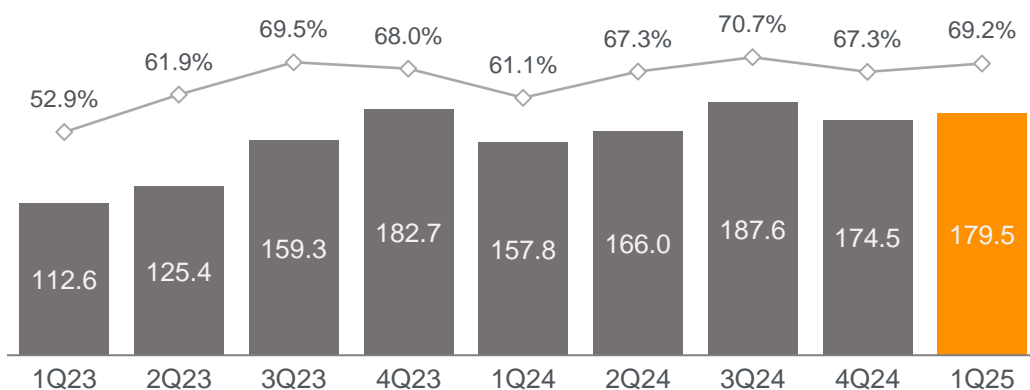


# Consolidated Result

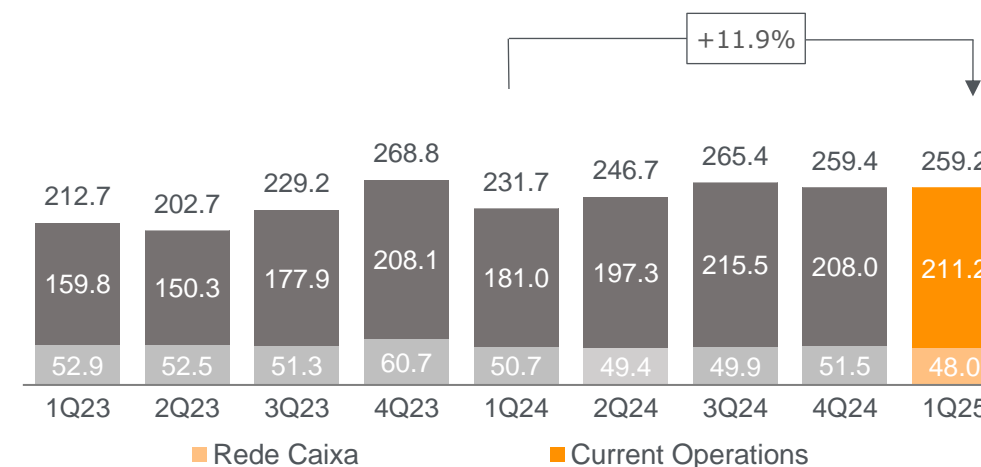
## – Main Financial Indicators, consolidated

Indicator (R\$ MM)	1Q25	1Q24	Δ%	1Q25	4Q24	Δ%
Gross Revenue	511.5	457.9	11.7%	511.5	520.5	-1.7%
Taxes	(49.6)	(46.5)	6.6%	(49.6)	(52.3)	-5.2%
Commissions <sup>1</sup>	(202.7)	(179.7)	12.8%	(202.7)	(208.7)	-2.9%
<b>Net Revenue</b>	<b>259.2</b>	<b>231.7</b>	<b>11.9%</b>	<b>259.2</b>	<b>259.4</b>	<b>-0.1%</b>
Costs & Expenses	(100.3)	(92.6)	8.3%	(100.3)	(95.8)	4.6%
Other Rev./Exp.	6.7	10.1	-33.1%	6.7	0.6	1,014.6%
Equity Method <sup>1</sup>	13.8	8.7	58.5%	13.8	10.3	33.8%
<b>EBITDA</b>	<b>179.5</b>	<b>157.8</b>	<b>13.7%</b>	<b>179.5</b>	<b>174.5</b>	<b>2.8%</b>
<i>EBITDA Margin</i>	<i>69.2%</i>	<i>68.1%</i>	<i>1.1 p.p</i>	<i>69.2%</i>	<i>67.3%</i>	<i>2.0 p.p</i>
<b>Consolidated Net Inc.</b>	<b>84.1</b>	<b>67.2</b>	<b>25.0%</b>	<b>84.1</b>	<b>71.6</b>	<b>17.4%</b>
<i>Net Margin</i>	<i>32.4%</i>	<i>29.0%</i>	<i>3.4 p.p</i>	<i>32.4%</i>	<i>27.6%</i>	<i>4.8 p.p</i>
<b>Control. Stake Net Inc.</b>	<b>46.7</b>	<b>37.5</b>	<b>24.5%</b>	<b>46.7</b>	<b>38.6</b>	<b>21.0%</b>

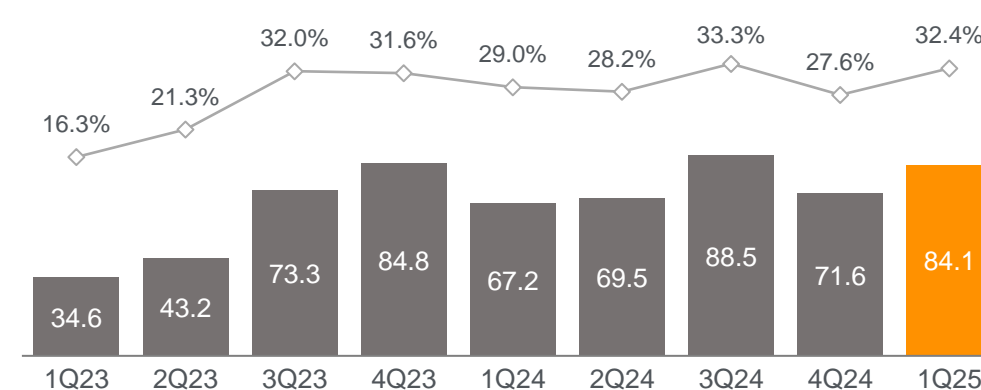
## — EBITDA and EBITDA Margin, consolidated | R\$ million; %



## – Net Revenue, consolidated | R\$ millions ; Δ YoY



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



# Adjusted Result

## — Adjusted EBITDA

Adjusted EBITDA (R\$ MM)	1Q25	1Q24	Δ%	1Q25	4Q24	Δ%
EBITDA	179.5	157.8	13.7%	179.5	174.5	2.8%
Provision for Revenue Cancellation	-	-	-	-	-	-
Severance Costs and Other Adjustments	179.5	157.8	13.7%	179.5	174.5	2.8%
Adjusted EBITDA	69.2%	68.1%	1.1 p.p	69.2%	67.3%	2.0 p.p

## — Adjusted Net Income

Lucro Líquido Ajustado (R\$ MM)	1Q25	1Q24	Δ%	1Q25	4Q24	Δ%
Consolidated Net Income	84.1	67.2	25.0%	84.1	71.6	17.4%
EBITDA Adjustments	-	-	-	-	-	-
D&A Adjustments	21.7	35.9	-39.6%	21.7	43.0	-49.6%
Financial Result Adjustments	9.9	15.9	-37.6%	9.9	20.2	-51.0%
IR/CSLL Adjustments	(7.4)	(16.3)	-55.0%	(7.4)	(18.9)	-61.1%
Adjusted Net Income	108.3	102.7	5.5%	108.3	115.9	-6.5%
Adjusted Net Margin	41.8%	44.3%	-2.6 p.p	41.8%	44.7%	-2.9 p.p

# Parent Company's Accounting Result

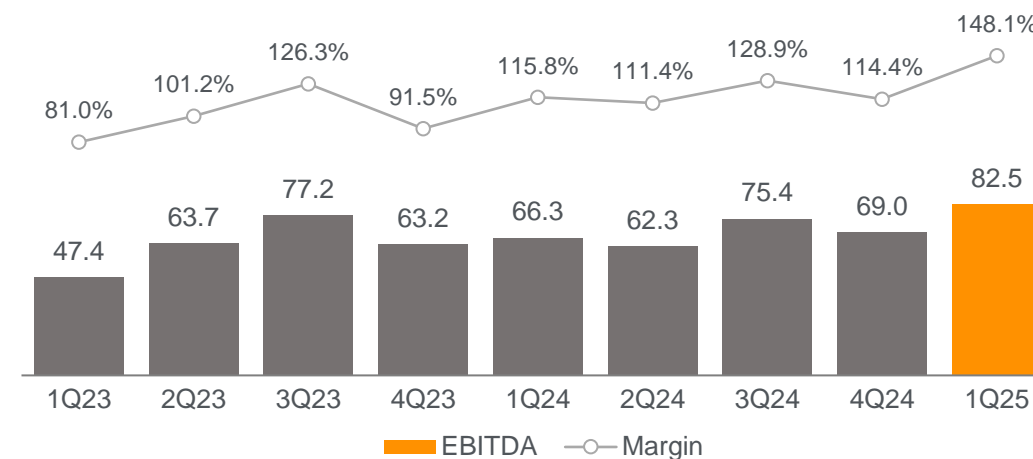
## — Main Financial Indicators, parent company

Indicator (R\$ MM)	1Q25	1Q24	Δ%	1Q25	4Q24	Δ%
<b>Net Revenue</b>	<b>55.7</b>	<b>57.2</b>	<b>-2.7%</b>	<b>55.7</b>	<b>60.3</b>	<b>-7.7%</b>
Costs	(5.2)	(6.6)	-21.7%	(5.2)	(4.1)	26.5%
Administrative Expenses	(18.3)	(15.2)	20.5%	(18.3)	(12.0)	52.2%
Other Rev/Exp.	(4.1)	(3.3)	23.8%	(4.1)	(12.5)	-67.5%
Equity Method	54.3	34.1	59.3%	54.3	37.3	45.5%
<b>EBITDA</b>	<b>82.5</b>	<b>66.3</b>	<b>24.5%</b>	<b>82.5</b>	<b>69.0</b>	<b>19.6%</b>
<i>EBITDA Margin</i>	<i>148.1%</i>	<i>115.8%</i>	<i>32.3 p.p</i>	<i>148.1%</i>	<i>114.4%</i>	<i>33.7 p.p</i>
<b>Net Income</b>	<b>46.7</b>	<b>37.5</b>	<b>24.5%</b>	<b>46.7</b>	<b>38.6</b>	<b>21.0%</b>
<i>Net Margin</i>	<i>83.8%</i>	<i>65.5%</i>	<i>18.3 p.p</i>	<i>83.8%</i>	<i>64.0%</i>	<i>19.8 p.p</i>

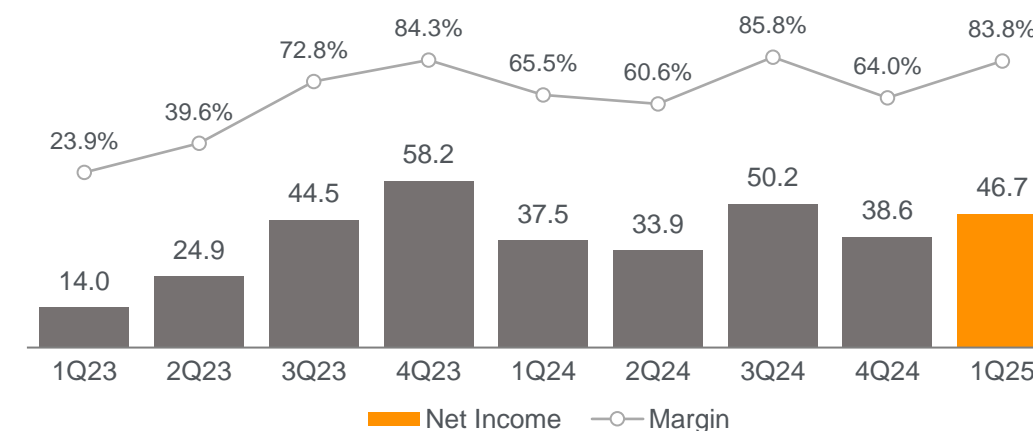
### Highlights

- **Insurance Equity Method:** +56.0% vs. 1Q24, as a performance effect of Bmg Corretora, Inter Seguros, Wiz Corporate, Omni1 Corretora and Paraná Seguros.
- **Credit and Consortia Equity Method:** result driven by Promotiva (+R\$5.7 millions) and Wiz Parceiros (+R\$4.2 millions).
- **EBITDA** up 24.5% vs. 1Q24, driven by the better performance of business units.

## — EBITDA Evolution, parent company | R\$ million



## — Evolução do Lucro Líquido, controladora | R\$ million



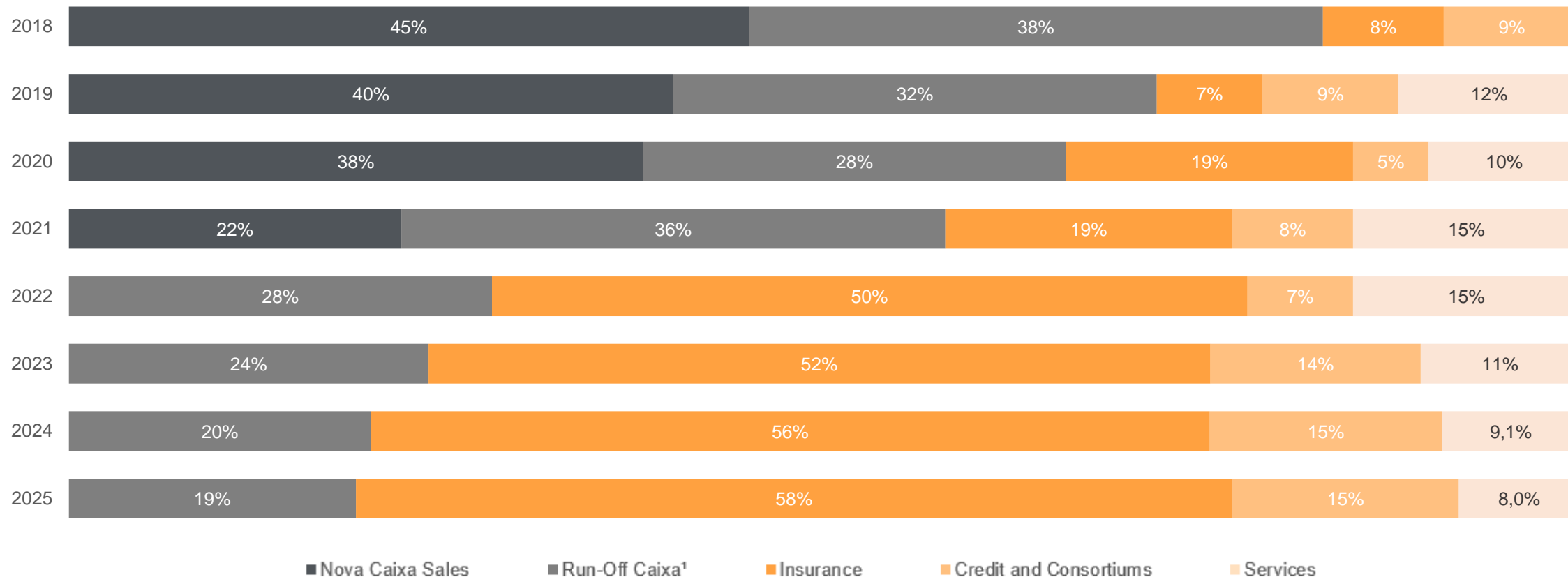


**Result per  
Segment**



# Consolidated Net Revenue Ex Commission

## — Share of Segments in Consolidated Net Revenue Ex Commission



Source: Wiz Co

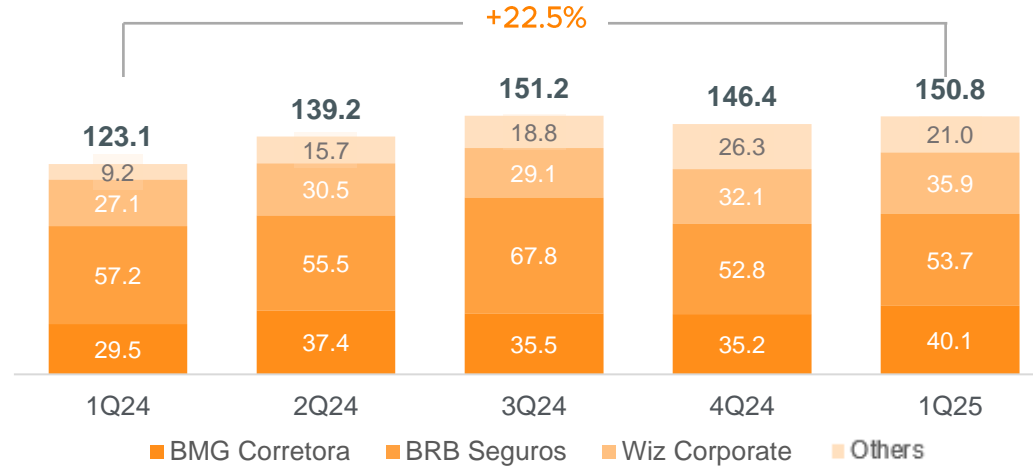
Note: <sup>1</sup> For the years 2018 to 2020, the "Run-Off Caixa" is considered to be the Wiz Rede Unit's revenue stock determined in the period. As of 2021, the "Run-Off Cash" is composed only of the revenue earned from contracts sold up to February 14, 2021.<sup>2</sup> From 2018 to 2025, the accumulated result of the year is considered

# Insurance Segment

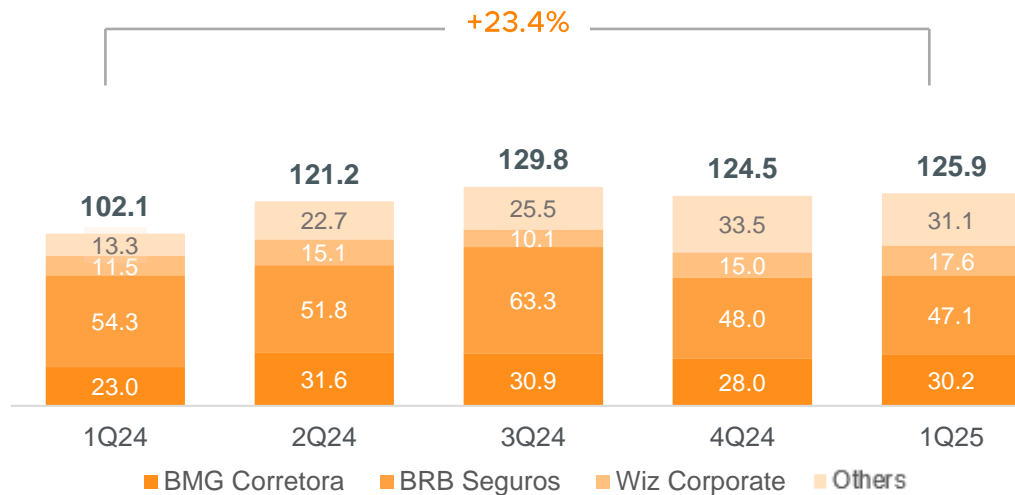


## Performance Evolution

– Net Revenue, consolidated | R\$ million



– EBITDA, consolidated | R\$ million



## Highlights of the Period

**bmgi** CORRETORA DE SEGUROS

**R\$297.3 MM**

Issued premium,  
+41.2% vs. 1Q24

- Credit Life Insurance Premium up to 62.5% compared to 1Q24.
- EBITDA of R\$30.2 million, or +31.0% above 1Q24.

**WIZ Corporate**

**R\$166.1 MM**

Issued premium, -7.0%  
vs. 1Q24

- Gross revenue of R\$41.1 million, 31.6% higher than 1Q24.
- EBITDA of R\$17.6 million, +52.9% above 1Q24

**interseguros**

**R\$111.1 MM**

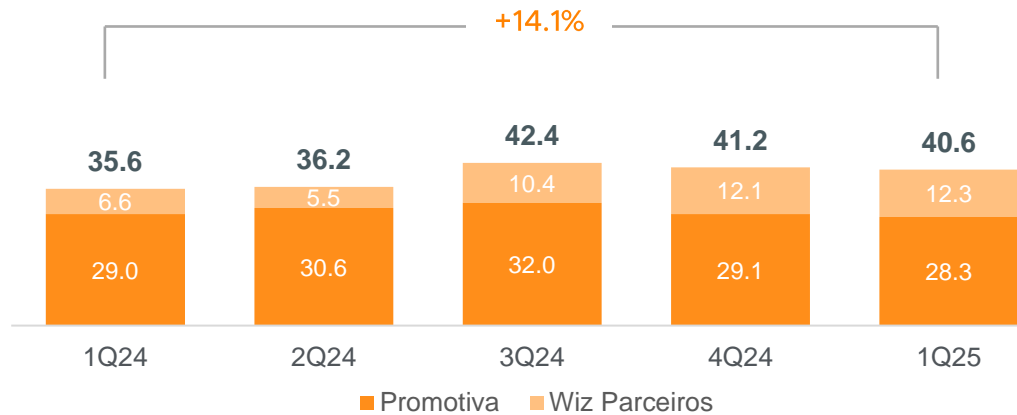
Issued premium,  
+76.5% vs. 1Q24

- Gross revenue of R\$81.8 million, 56.3% higher than 1Q24 and the best quarter in Inter's history.
- EBITDA of R\$43.9 million, or +53.7% versus 1Q24.

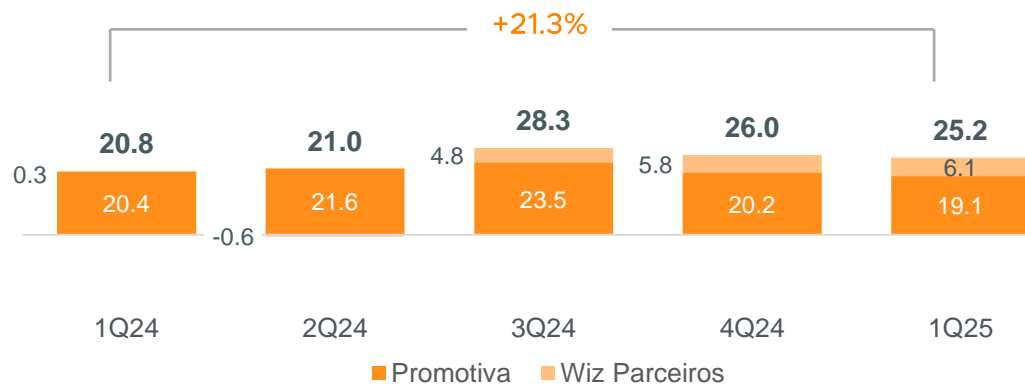
# Credit and Consortiums Segment

## Performance Evolution

– Net Revenue, consolidated | R\$ million ; Δ YoY



– EBITDA, consolidated | R\$ million ; Δ YoY



## Highlights of the Period

**WIZ Parceiros**

**R\$945.4 million**

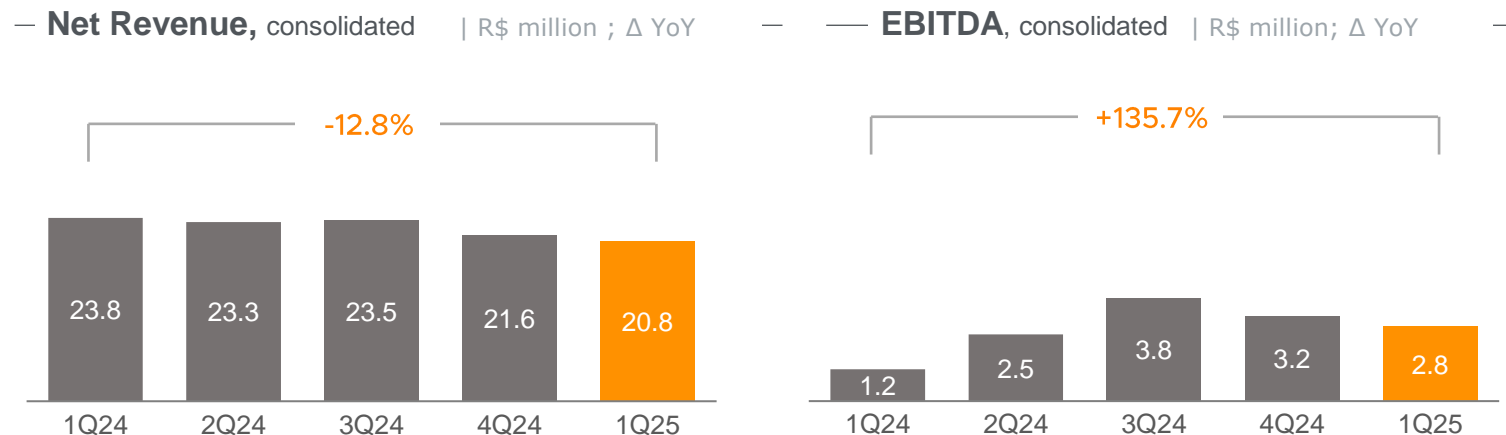
In consortium and credit sold in the 1Q25

+30.0% vs. 1Q24

- R\$12.3 million in net revenue ex commissions, 88.5% higher than 1Q24

# Services Segment and Run-Off Caixa

## Services Segment



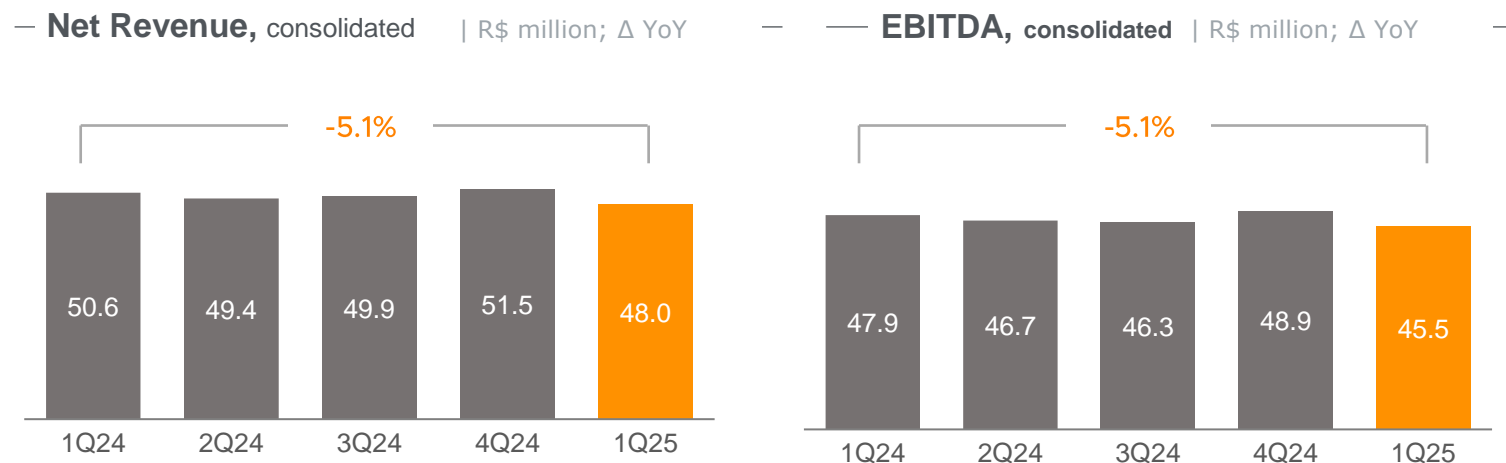
**WIZ Concept**

**R\$20.8 MM**

In Net Revenue Ex  
Commissions,  
-12.8% vs. 1Q24

- EBITDA of R\$2.8 million, an increase of +135.7% compared to 1Q24.

## Run-Off Caixa



**Rede Caixa**

**R\$45.5 MM**

In EBITDA,  
-5.1% vs. 1Q24

- The Rede Caixa Unit added R\$45.5 million in EBITDA to the Company, a result 5.1% below 1Q24, due to a 5.1% decline in the operation's revenue compared to 1Q24.

# Corporate Results and below the EBITDA

Corporate Results and Adjusts <sup>1</sup> (R\$ MM)	1Q25	1Q24	Δ%	1Q25	4Q24	Δ%
Adjusted Net Revenue <sup>1</sup>	(1.0)	(1.5)	-31.1%	(1.0)	(1.2)	-16.8%
Expenses	(13.7)	(8.9)	53.6%	(13.7)	(13.1)	4.8%
Other Rev/Expenses	(4.1)	(3.3)	23.8%	(4.1)	(12.5)	-67.5%
Equity Method <sup>1</sup>	(1.1)	(0.4)	155.7%	(1.1)	(1.1)	-0.2%
Corporate EBITDA <sup>1</sup> + Adjusts	(19.9)	(14.1)	40.9%	(19.9)	(28.0)	-28.8%

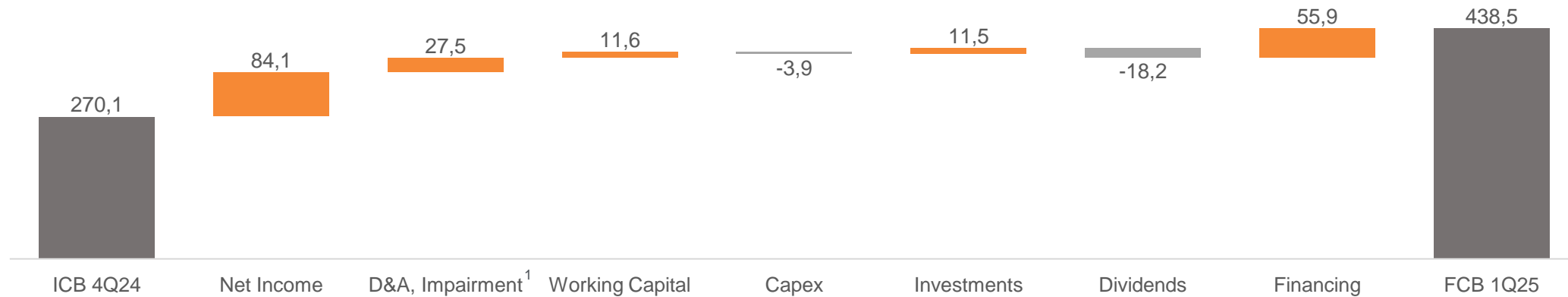
Below the EBITDA <sup>1</sup> , Consolidated (R\$ MM)	1Q25	1Q24	Δ%	1Q25	4Q24	Δ%
Depreciation, Amortization and Impairment	(27.5)	(29.8)	-7.7%	(27.5)	(37.9)	-27.6%
Financial Result	(21.1)	(21.5)	-1.6%	(21.1)	(25.0)	-15.4%
Taxes	(46.8)	(39.4)	19.0%	(46.8)	(40.1)	16.9%

## Highlights

- **Other Revenues and Expenses:** result of -R\$4.1 million presented in “Other Rev/Expenses” in 1Q25 was mainly due to the recognition of capital losses in invested companies.
- **Financial Result:** financial result of -R\$21.1 million, mainly due to the write-off of the loan (R\$3.2 million) from Polishop Seguros and the effect of exchange rate variation (R\$4.8 million) of derivative financial instruments contracted.
- **Taxes:** effective rate of 35.8% mainly due to non-deductible expenses for calculation of IRPJ/CSLL, such as Present Value Adjustment (PVA) and capital losses.

# Consolidated Cash Flow

## Consolidated Cash Flow in 1Q25



Cash Flow (R\$ MM)	1Q25	4Q24	3Q24	2Q24	1Q24
<b>Consolidated Net Income</b>	<b>84.1</b>	<b>71.6</b>	<b>88.5</b>	<b>69.5</b>	<b>67.2</b>
D&A and <i>Impairment</i> <sup>1</sup>	27.5	37.9	38.1	28.0	29.8
Working Capital	11.6	(12.6)	(24.4)	24.1	0.9
Capex	(3.9)	(5.8)	(6.9)	(5.2)	(4.2)
<b>Cash Provided by Operations</b>	<b>119.2</b>	<b>91.2</b>	<b>95.3</b>	<b>116.4</b>	<b>93.8</b>
Investments	11.5	(14.7)	10.5	(212.2)	10.8
Dividends	(18.2)	(52.5)	(44.7)	(59.6)	(19.3)
Financing	55.9	(4.2)	(87.3)	65.5	(15.4)
Other	-	-	-	-	-
<b>Initial Cash Balance (ICB)</b>	<b>270.1</b>	<b>250.4</b>	<b>276.6</b>	<b>366.6</b>	<b>296.6</b>
Cash Flow	168.4	19.7	(26.2)	(90.0)	69.9
<b>Consolidated Final Cash Balance (FCB)</b>	<b>438.5</b>	<b>270.1</b>	<b>250.4</b>	<b>276.6</b>	<b>366.6</b>

# Thank you!

## **Investor Relations**

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## Consolidated Result per Segment

Consolidated Result 1Q25 (R\$ MM) <sup>1</sup>	Insurance			Credit and Consortiums			Services			Run-Off Caixa			Corporate + Adjusts <sup>2</sup>			Consolidated		
	1Q25	1Q24	Δ%	1Q25	1Q24	Δ%	1Q25	1Q24	Δ%	1Q25	1Q24	Δ%	1Q25	1Q24	Δ%	1Q25	1Q24	Δ%
Adjusted Net Revenue	150.8	123.1	22.5%	40.6	35.6	14.1%	20.8	23.8	-12.8%	48.0	50.6	-5.1%	(1.0)	(1.5)	-31.1%	259.2	231.7	11.9%
Costs and Expenses	(51.0)	(43.5)	17.1%	(15.1)	(14.8)	2.0%	(17.9)	(22.6)	-20.9%	(2.6)	(2.7)	-5.7%	(13.7)	(8.9)	53.6%	(100.3)	(92.6)	8.3%
Other Rev/Exp.	11.2	13.4	-16.3%	(0.3)	-	-	(0.1)	(0.1)	132.7%	-	-	-	(4.1)	(3.3)	23.8%	6.7	10.1	-33.1%
Equity Method	14.9	9.1	62.8%	-	-	-	-	(0.0)	-	-	-	-	(1.1)	(0.4)	155.7%	13.8	8.7	58.5%
EBITDA	125.9	102.1	23.4%	25.2	20.8	21.3%	2.8	1.2	135.7%	45.5	47.9	-5.1%	(19.9)	(14.1)	40.9%	179.5	157.8	13.7%
EBITDA Margin	83.5%	83.0%	0.5p.p	62.0%	58.3%	3.7p.p	13.3%	4.9%	8.4p.p	94.7%	94.7%	0.0p.p	-	-	-	69.2%	68.1%	1.1p.p
D&A	(15.4)	(17.0)	-9.4%	(3.4)	(3.3)	2.4%	(1.3)	(1.4)	-6.4%	-	-	-	(7.4)	(8.1)	-8.6%	(27.5)	(29.8)	-7.7%
Financial Result	5.5	0.2	2,110.3%	(1.1)	(2.2)	-50.5%	0.2	(0.4)	-141.6%	-	-	-	(25.7)	(19.1)	34.3%	(21.1)	(21.5)	-1.6%
Taxes	(34.1)	(28.2)	20.8%	(6.8)	(6.0)	13.8%	(0.2)	(0.3)	-29.6%	-	-	-	(5.7)	(4.8)	18.2%	(46.8)	(39.4)	19.0%
Net Income for the period	81.9	57.1	43.4%	13.9	9.2	50.3%	1.4	(1.0)	-239.2%	45.5	47.9	-5.1%	(58.6)	(46.1)	27.1%	84.1	67.2	25.0%
Net Margin	54.3%	46.4%	7.9p.p	34.2%	26.0%	8.2p.p	6.5%	-4.1%	10.6p.p	94.7%	94.7%	0.0p.p	-	-	-	32.4%	29.0%	3.4p.p

<sup>1</sup> As of 1Q24, the Company presents the segments result with opening up to the net income, restating the historical data to better comparison. <sup>2</sup> As of 1Q24, the Company consolidates the "Corporate" data with the "Consolidation Adjustments", restating the historical data