



# ZENVIA

Repositioned and ready to grow

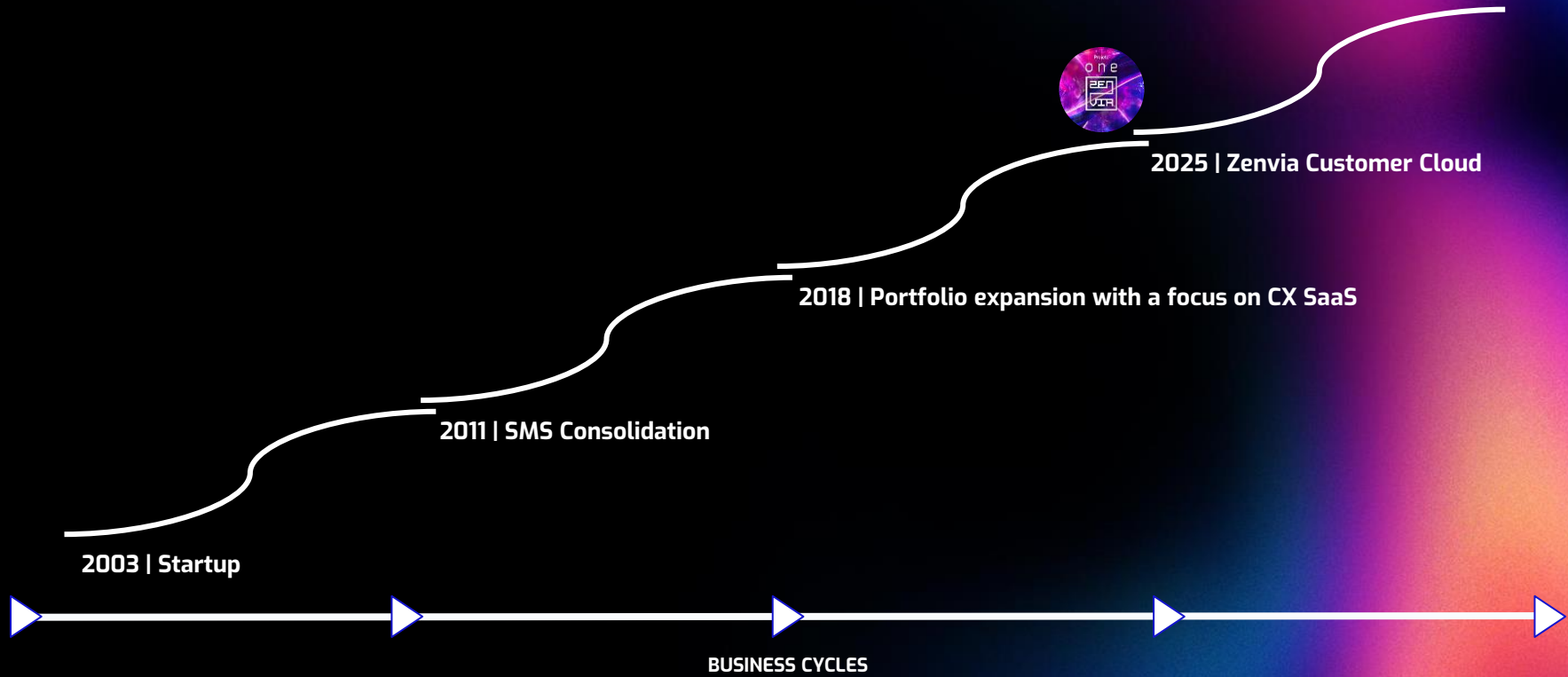
New Strategic  
Cycle

January 2025

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# STRATEGIC CYCLES | STARTING THE 4<sup>TH</sup> CYCLE





**Innovative Model**



**Flexibility of adoption**



**Use of AI**



**Scalable Revenue**



**Customer  
Cloud**

**ZENVIA'S NEW CORE BUSINESS**



Used by 5,700 companies in Dec/2024, 20% of which international clients



Expected to grow revenues by 25-30% in 2025

Generating between R\$180-R\$200MM in revenues in 2024

# IN NUMBERS

Gross margin estimated at 68-70% in 2025, with positive EBITDA margin

# NEXT STEPS



**Streamlining operations**



**Accelerate organic growth and partner ecosystem**



**Keep deleveraging the Company**



**Latam Expansion**





by  
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for  
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