1Q25 Results

Results Webinar
May 9th, 2025
11 a.m. (Brasilia) | 10 a.m. (NY) | 3 p.m. (London)
Conference Call in Portuguese with
simultaneous translation into English
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smart fit

1Q25 EARNINGS RELEASE

São Paulo, May 8th, 2025 – Smart Fit (SMFT3), the leader in the fitness industry across Latin America in memberships and number of clubs[1], announces its 1Q25 results. To facilitate analysis, the results are shown without the effect of IFRS 16/CPC 06 (R02). The effects of adopting IFRS 16/CPC 06 (R02) on the result are detailed from page 28 onwards.

HIGHLIGHTS OF THE PERIOD

- **Solid growth of 20% in the club network vs. 1Q24, totaling 1,759 units in 15 countries in Latin America**

  290 clubs added in the last 12 months. The Company remains confident in the guidance[2] of 340-360 openings in 2025.

- **The member base in clubs reached the mark of 5.3 million in 1Q25, +16% vs. 1Q24 and +9% vs. 4Q24**

  Addition of 717,000 members in clubs in the last 12 months, reflecting the expansion of the club network and the successful efforts in attracting and retaining members.

- **Net revenue reached R$1.7 billion in 1Q25, with strong growth of 33% vs. 1Q24 and 9% vs. 4Q24**

  The solid performance reflects a 19% increase in the average member base in Smart Fit owned clubs and a 12% increase in the average ticket during the period.

- **Cash gross margin of 50.7% in 1Q25, an expansion of 0.3p.p. vs. 1Q24 and 0.6p.p. vs. 4Q24, combining strong expansion of the club network with solid profitability**

  Cash gross margin of mature clubs[3] reached a record level of 53%, and the maturation of units opened in recent years is consistent with historical levels.

- **Record EBITDA of R$520 million in 1Q25, solid growth of 32% vs. 1Q24, with strong operating cash flow of R$493 million, representing a high 95% conversion rate**

  EBITDA of R$1.9 billion over the last 12 months, with a margin of 31.5%.

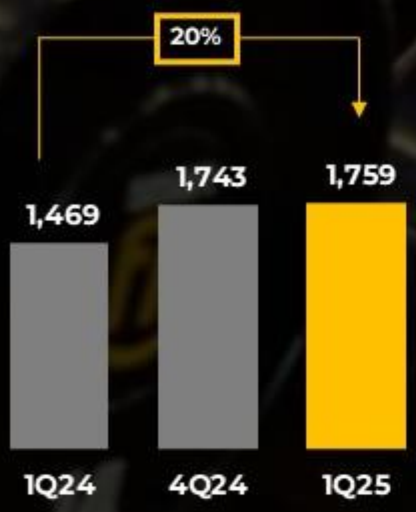
- **Recurring net income[4] of R$141 million in 1Q25, +22% vs. 1Q24**

  Recurring net margin of 8.4%, driven by the consistent profitability of mature units and the solid ramp-up process of the clubs opened in recent years, despite the strong growth.

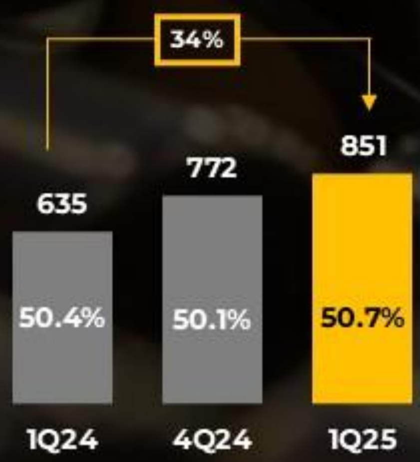
1Q25 Highlights	1Q25	1Q24	1Q25 vs. 1Q24	4Q24	1Q25 vs. 4Q24
Clubs	1,759	1,469	20%	1,743	1%
Members in clubs (000)[a]	5,253	4,536	16%	4,839	9%
Net Revenue (R$ million)	1,678	1,260	33%	1,541	9%
EBITDA[b] (R$ million)	520	395	32%	487	7%
EBITDA Margin	31.0%	31.4%	*(0.4) p.p.*	31.6%	(0.6) p.p.
Recurring Net Income[c] (R$ million)	141	115	22%	197	(29%)

(1) According to the International Health, Racquet & Sports club Association data, disclosed in 2024, with a base date of 2023 ("IHRSA"); (2) As per the guidance disclosed to the market through a material fact in March 2025; (3)A unit is considered mature when it has been operating for at least 24 months at the start of the calendar year; (4) Excludes the impacts related to the revaluation of the stake in the Panama and Costa Rica operations. See "Net Income" section; (a) "Members in clubs" does not include TotalPass members; (b) Excludes the effects of IFRS-16/CPC06 (R2). See "EBITDA Breakdown" section; (c) Excludes the effects of IFRS-16/CPC06 (R2) and non-recurring impacts, as defined in Recurring Net Income ("3"). See "Net Income" section;

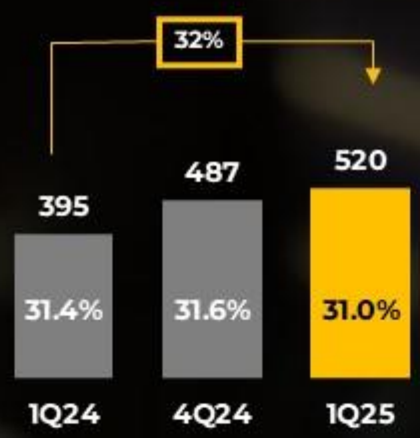
Clubs



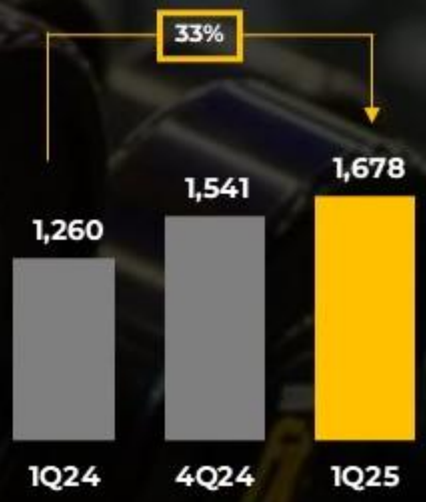
Cash Gross Profit and Margin [(a)] (R$ M)



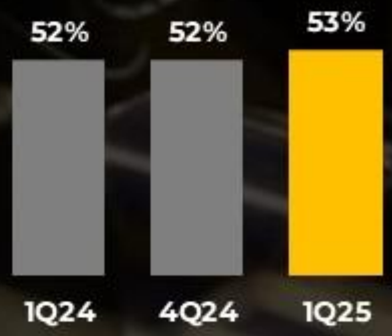
EBITDA (R$ M) **and margin** [(a)] (%)



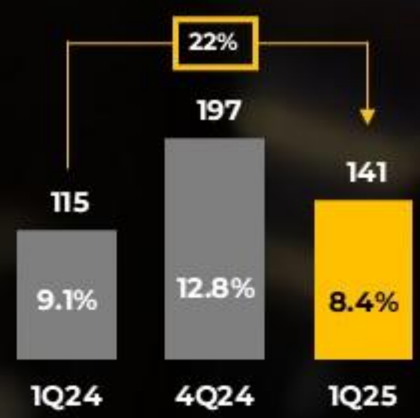
Net Revenue (R$ M)



Gross Margin Mature Clubs [(b)] (%)



Recurring Net Profit (R$ M) **and recurring margin** [(c)] (%)



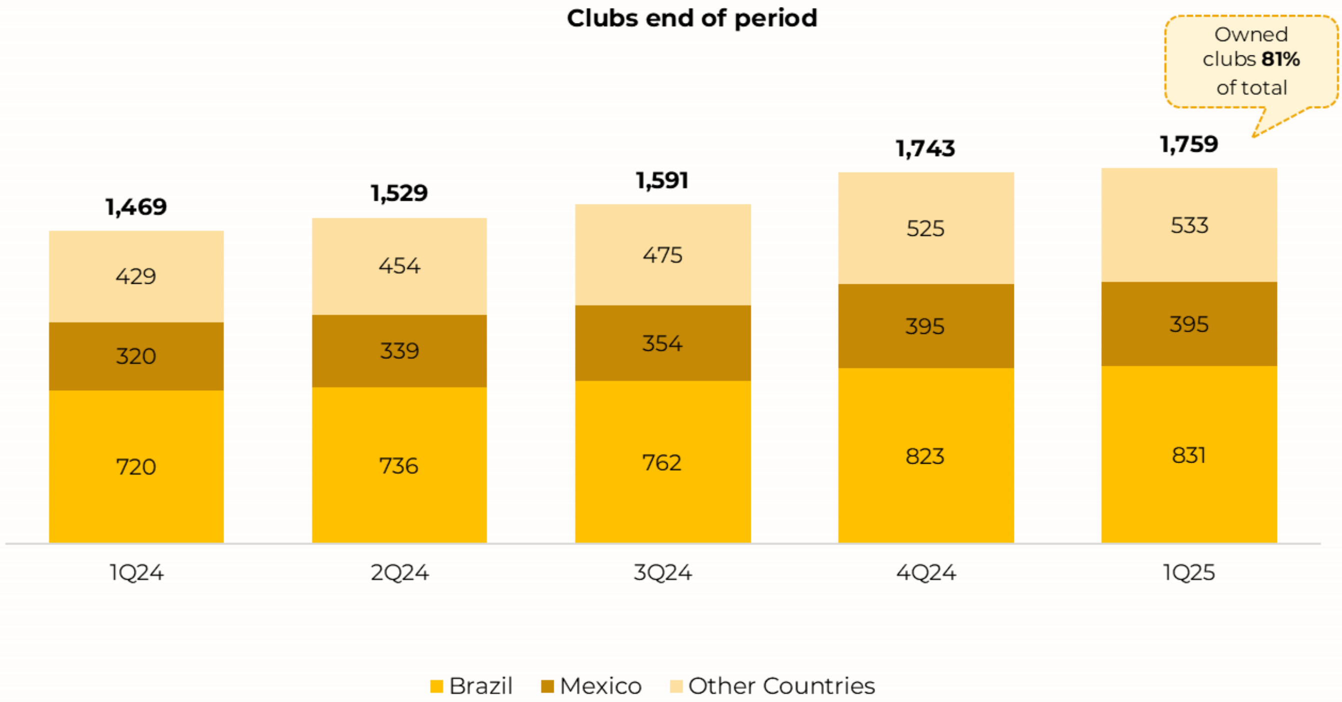
(a) Excludes the effects of IFRS 16/CPC06 (R2), see “Cash Gross Profit” and “EBITDA Breakdown” sections;
(b) A unit is considered mature when it has been operating for at least 24 months at the start of the calendar year; and
(c) Excludes the effects of IFRS 16/CPC06 (R2) and non-recurring effects, see "Net Income" section.

OPERATING PERFORMANCE

CLUB NETWORK

The Company ended the first quarter of 2025 with 1,759 clubs in 15 countries, representing a 20% network growth compared to the same period of the previous year, reinforcing its leadership position in the fitness industry in Latin America. At the end of the period, the club network comprised 1,416 owned units (81% of the total) and 343 franchises. In terms of geographic distribution, there was a notable increase in the share of Other Countries, which concluded the period representing 30% of the clubs, an increase of 1.1 p.p. compared to 1Q24. Meanwhile, Brazil and Mexico accounted for 47% and 22%, respectively.

During the quarter, 16 units were added: 15 under the Smart Fit brand and 1 under Bio Ritmo, with the latter being the brand's first high-end unit inaugurated in Peru. Of these additions, 8 are located in Other Countries and 8 in Brazil. Additionally, of the clubs inaugurated, 9 are owned clubs (56%) and 7 are franchises.



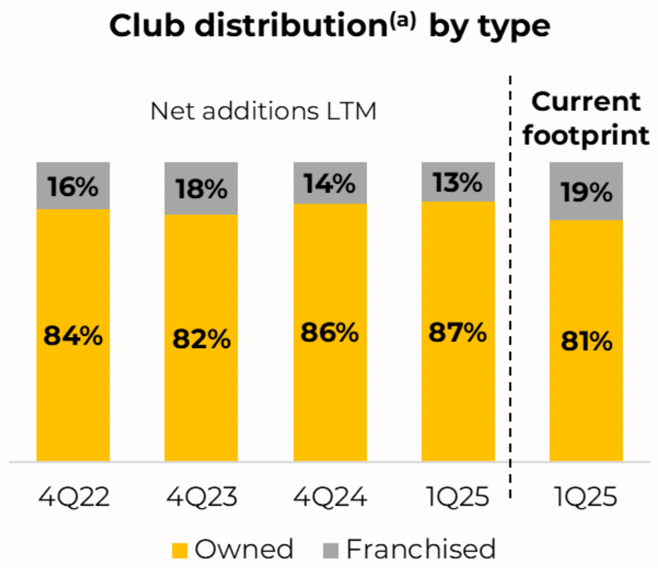
In the last 12 months, 290 clubs were added, 285 under the Smart Fit brand, 4 Bio Ritmo units, and 1 Nation unit. Of this total, 87% correspond to owned clubs, among which 17 franchised units were converted into owned clubs in 4Q24. By region, Brazil accounted for 38% of the additions, the Other Countries region for 36%, and Mexico for 26%.

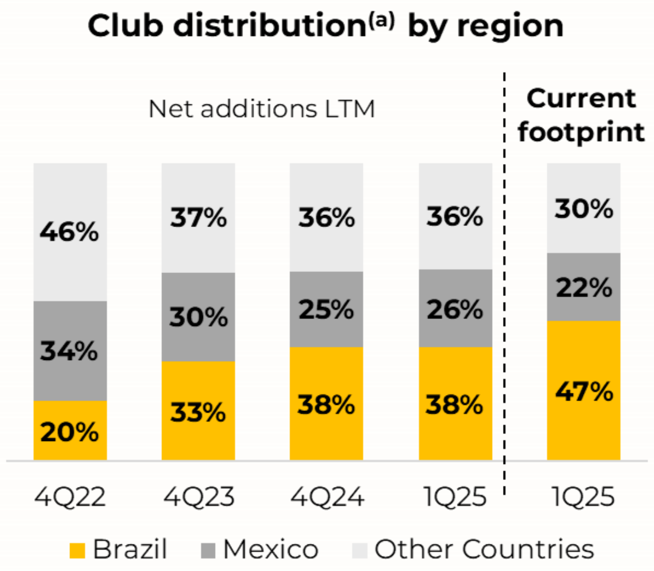
The Company ended April 2025 with 104 units under construction and 278 signed contracts for new units, with most of these units set to open in 2025. In this context, we remain confident about the guidance[1] for opening 340-360 clubs in 2025, with approximately 80% being owned units. The decision to accelerate the pace of expansion beyond the 305 units added in 2024 is grounded in: (i) the consistent performance of established clubs and the solid ramp-up of units opened in recent years; (ii) strong discipline in execution and the capital allocation process for the approval and opening of new units; (iii) the robustness of the Company's financial position; (iv) favorable market conditions, particularly the pipeline of high-quality real estate opportunities; and (v) the increasing demand in the fitness segment, driven by long-term trends.

(1) As per the guidance disclosed to the market through a material fact in March 2025;

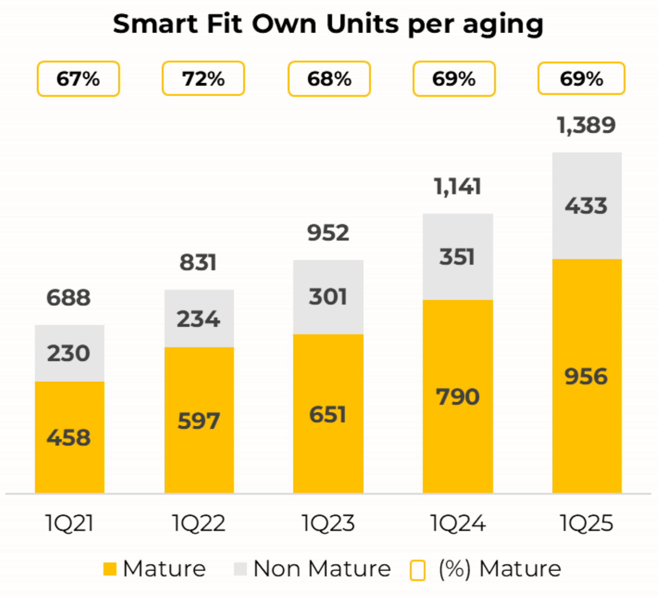
Note that, at the end of 1Q25, 956 owned clubs under the Smart Fit brand were mature (69% of the base of owned clubs), compared to 790 in the same period last year, considering the definition that a unit is mature when it had been operating for at least 24 months at the start of the year.

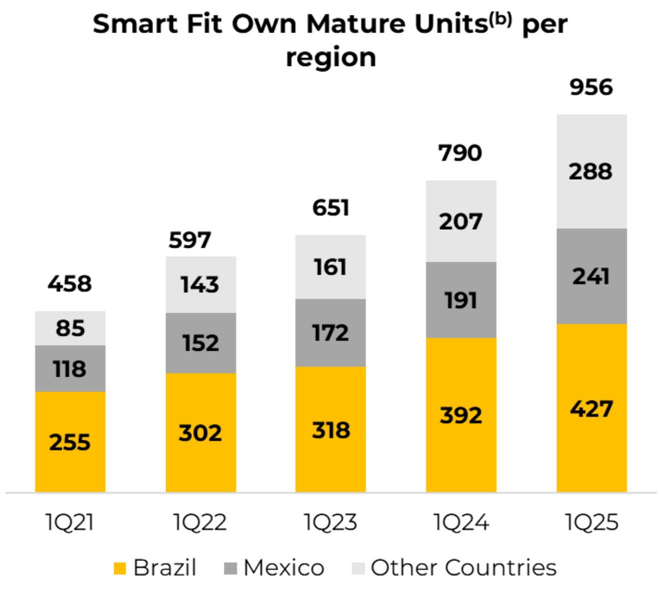
Additionally, in the Studios segment, we ended the quarter with 153 units, representing significant growth compared to the 23 and 135 units at the end of 1Q24 and 4Q24, respectively. Note that, of this total, 128 units are franchises and 25 are owned.





(a) Includes only the Company's clubs (excludes studios).





(b) A unit is considered mature when it has been operating for at least 24 months at the start of the calendar year.

EVOLUTION OF CLUB NETWORK

Clubs	End of Period					Growth 1Q25 vs.		Variation 1Q25 vs.	
	1Q24	2Q24	3Q24	4Q24	1Q25	4Q24	1Q24	4Q24	1Q24
Total Clubs	**1,469**	**1,529**	**1,591**	**1,743**	**1,759**	**16**	**290**	**1%**	**20%**
By Type									
Owned	1,164	1,214	1,267	1,407	1,416	9	252	1%	22%
Franchised	305	315	324	336	343	7	38	2%	12%
By Brand									
Smart Fit	1,441	1,500	1,561	1,711	1,726	15	285	1%	20%
Owned	1,141	1,190	1,243	1,381	1,389	8	248	1%	22%
Brazil	493	506	525	569	573	4	80	1%	16%
Mexico	304	320	334	372	372	0	68	–	22%
Other Countries[a]	344	364	384	440	444	4	100	1%	29%
Franchised	300	310	318	330	337	7	37	2%	12%
Brazil	200	202	208	224	228	4	28	2%	14%
Mexico	16	19	20	23	23	0	7	–	44%
Other Countries[a]	84	89	90	83	86	3	2	4%	2%
Bio Ritmo and others[b]	28	29	30	32	33	1	5	3%	18%
Owned	23	24	24	26	27	1	4	4%	17%
Franchised	5	5	6	6	6	0	1	–	20%
By Region									
Brazil	720	736	762	823	831	8	111	1%	15%
Mexico	320	339	354	395	395	0	75	–	23%
Other Countries[a]	429	454	475	525	533	8	104	2%	24%

(a) "Other Countries" includes owned operations in Argentina, Chile, Colombia, Costa Rica, Panama, Paraguay, Peru and Uruguay and the franchises in El Salvador, Ecuador, Guatemala, Dominican Republic and Honduras; (b) "Bio Ritmo and others" includes 32 Bio Ritmo units and 1 Nation unit. Until 2024, this line also included the club of the operation of the O2 brand in Chile, a unit that was converted into Bio Ritmo in 2025.

MEMBER BASE

In 1Q25, the total member base in clubs continued its expansion trend, adding 414,000 members in the quarter to reach the record level of 5.3 million, up 9% from 4Q24 and 16% from 1Q24. This base expansion primarily reflects a strong intake performance in the quarter, due to the positive seasonality of the period, which has historically been one of the peak times of the year for attracting members in some of the countries where we operate. This solid intake performance throughout the first quarter of 2025 is explained by the combination of: (i) the strong pace of expansion of the club network in recent years and the maturation of the units; (ii) the positive seasonality of the period; and (iii) effective commercial efforts combined with pricing intelligence in member acquisition, anchored in the strength of the Smart Fit Group's brands and their unique value proposition.

EVOLUTION OF MEMBER BASE

Clients ('000)	End of Period					Growth 1Q25 vs.		Variation 1Q25 vs.	
	1Q24	2Q24	3Q24	4Q24	1Q25	4Q24	1Q24	4Q24	1Q24
Clubs[a]	**4,536**	**4,624**	**4,826**	**4,839**	**5,253**	**414**	**717**	**9%**	**16%**
By Type									
Owned	3,594	3,658	3,833	3,894	4,235	341	640	9%	18%
Franchised	941	967	993	945	1,018	73	77	8%	8%
By Brand									
Smart Fit	**4,482**	**4,571**	**4,772**	**4,786**	**5,201**	**414**	**718**	**9%**	**16%**
Owned	3,550	3,613	3,789	3,851	4,192	342	642	9%	18%
Brazil	1,525	1,515	1,559	1,560	1,715	155	190	10%	12%
Mexico	903	953	976	949	1,039	90	136	10%	15%
Other Countries[b]	1,122	1,146	1,255	1,342	1,438	96	316	7%	28%
Franchised	932	958	984	936	1,009	73	76	8%	8%
Bio Ritmo and others[c]	**53**	**53**	**54**	**53**	**52**	**(1)**	**(1)**	**(2%)**	**(2%)**
By Region									
Brazil	2,163	2,137	2,189	2,190	2,389	198	226	9%	10%
Mexico	958	1,016	1,043	1,013	1,114	101	156	10%	16%
Other Countries[b]	1,415	1,471	1,593	1,635	1,750	114	335	7%	24%

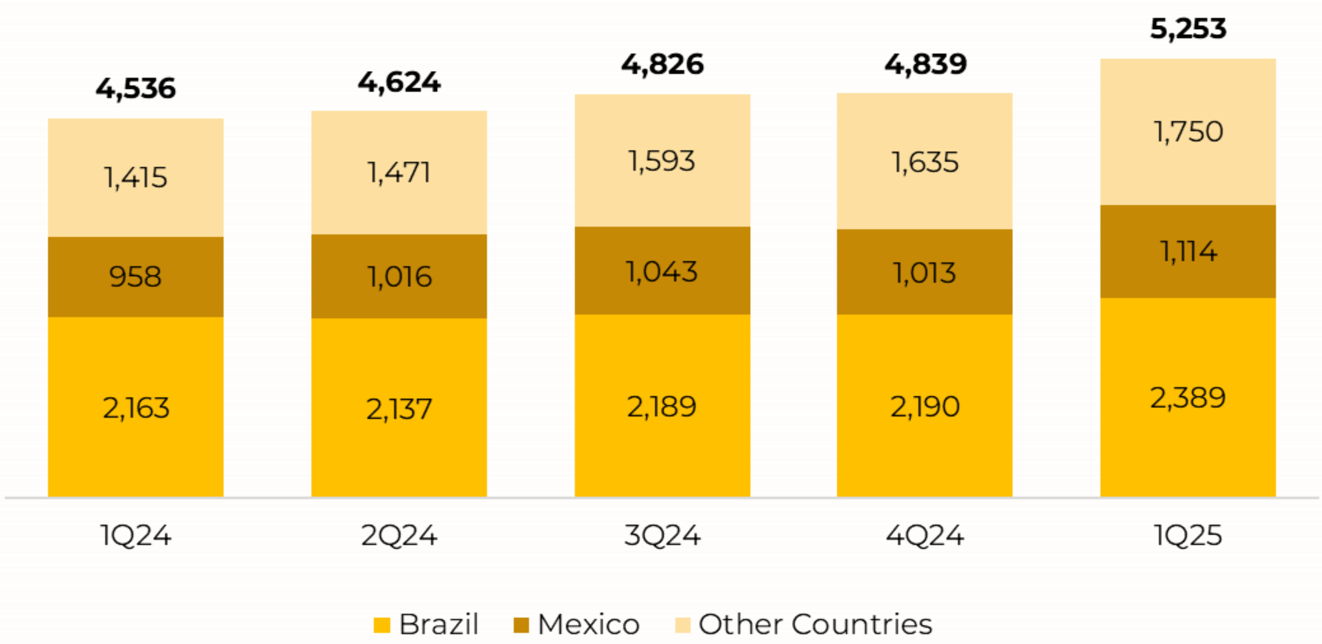
(a) The member base in clubs does not include the TotalPass members; (b)"Other Countries" include owned clubs in Argentina, Chile, Colombia, Costa Rica, Panama, Paraguay, Peru and Uruguay. For franchises, they include El Salvador, Ecuador, Guatemala, Dominican Republic and Honduras; (c) "Bio Ritmo and others" includes the operations of Bio Ritmo and Nation. Until 2024, this line also included the club of the operation of the O2 brand in Chile, a unit that was converted into Bio Ritmo in 2025.

In Brazil, the member base in clubs totaled 2.4 million in 1Q25, a 10% growth compared to 1Q24, which represents 1.0% of the population enrolled in one of the Company's clubs in the country. During this period, 226,000 members were added to the base driven by the solid maturation curve of the 111 units inaugurated in the last 12 months. Compared to 4Q24, a total of 198,000 members were added, due to the intake performance at the beginning of the year, particularly due to the solid ramp-up of the clubs opened in the last 18 months and the evolution of the member base in mature units.

Mexico ended 1Q25 with 1.1 million members, which represents 0.8% of the people enrolled in one of the Company's clubs in the country, a 16% increase compared to 1Q24. In the quarter, the base registered an addition of 101,000 members, 10% more than in 4Q24, reflecting the solid maturation of the 107 clubs added in the last 18 months and the evolution of the base in mature units in the region.

In Other Countries, the member base reached 1.8 million in 1Q25, up 24% from 1Q24. In the quarter, 114,000 members were added, representing a 7% growth compared to 4Q24, positively impacted by the addition of 173 units in the region over the past 18 months and the solid evolution of the base in mature units in the region.

Club Members end of period



The Company has been expanding and enhancing the offer of digital products and services, with the aim of complementing the in-person training experience at the clubs and strengthening the members relationship.

Currently, the main digital services include:

(i) Queima Diária, one of Latin America’s largest digital fitness platforms, which offers access to on-demand physical exercise programs and other content on nutrition and healthier lifestyle habits. At the end of 1Q25, the platform had 400,000 members, 9% more than in 4Q24, and 28% more than in the same period of the previous year. This result reflects the increase in B2B operations, which offers exclusive subscriptions for corporate partners of Queima Diária, and B2C operations, driven by intake in the quarter;

(ii) As part of its digital add-ons strategy, the Company includes in its portfolio the products Smart Fit Nutri — the app-based nutritional tracking service, featuring bioimpedance assessments using scales installed in Smart Fit clubs and teleconsultations with nutritionists

— and Smart Fit Coach, the online personal trainer service through customized consulting that guides members in their fitness routines.

At the end of the first quarter of 2025, the digital-only members totaled 412,000, representing a 30% increase vs. 1Q24, and 12% growth vs. 4Q24.

In 1Q25, TotalPass, a B2B fitness market aggregator, once again registered consistent growth, establishing itself as one of the main corporate wellness benefits in Brazil and Mexico. The partner club network in Brazil reached 23,000 units, with presence in more than 1,550 cities, an important milestone for our business unit. In Mexico, we ended the first quarter with approximately 7,000 registered units. TotalPass members can access 30,000 different clubs, including the Company's clubs and studios. We believe that TotalPass' value proposition for companies' Human Resources departments and potential partners is becoming increasingly differentiated and attractive.

FINANCIAL PERFORMANCE

Main financial indicators[a] (R$ million)	1Q25	1Q24	1Q25 vs. 1Q24	4Q24	1Q25 vs. 4Q24
Gross Revenue	1,781.4	1,343.6	33%	1,641.7	9%
Net Revenue	**1,678.2**	**1,259.9**	**33%**	**1,540.6**	**9%**
Cash costs of services[b]	(827.6)	(624.5)	33%	(768.6)	8%
Cash gross profit[b]	**850.6**	**635.4**	**34%**	**772.0**	**10%**
Cash gross margin	*50.7%*	*50.4%*	*0.3 p.p.*	*50.1%*	*0.6 p.p.*
Pre-operating Costs	(10.6)	(7.8)	35%	(20.8)	(49%)
Cash gross profit before pre-operating costs[b]	861.2	643.3	34%	792.8	9%
Gross margin before pre-operating costs	*51.3%*	*51.1%*	*0.3 p.p.*	*51.5%*	*(0.1) p.p.*
SG&A	(333.5)	(239.1)	39%	(285.9)	17%
% Net Revenue	*19.9%*	*19.0%*	*0.9 p.p.*	*18.6%*	*1.3 p.p.*
Selling Expenses[c]	(142.2)	(95.1)	50%	(114.6)	24%
% Net Revenue	*8.5%*	*7.5%*	*0.9 p.p.*	*7.4%*	*1.0 p.p.*
General and administrative expenses[d]	(174.1)	(126.7)	37%	(155.0)	12%
% Net Revenue	*10.4%*	*10.1%*	*0.3 p.p.*	*10.1%*	*0.3 p.p.*
Pre-operating expenses	(7.3)	(7.2)	2%	(11.6)	(37%)
Other (expenses) revenues	(9.9)	(10.2)	(3%)	(4.7)	112%
Equity Income	3.0	(1.1)	–	1.0	200%
EBITDA[e]	**520.2**	**395.3**	**32%**	**487.1**	**7%**
EBITDA Margin	*31.0%*	*31.4%*	*(0.4) p.p.*	*31.6%*	*(0.6) p.p.*
EBITDA before pre-operating expenses[f]	**538.0**	**410.3**	**31%**	**519.5**	**4%**
EBITDA Margin before pre-operating expenses	*32.1%*	*32.6%*	*(0.5) p.p.*	*33.7%*	*(1.7) p.p.*
Depreciation and amortization	(228.3)	(182.4)	25%	(209.0)	9%
Financial Result	(105.4)	(70.0)	51%	(93.5)	13%
EBT	**186.5**	**142.9**	**30%**	**184.6**	**1%**
Income tax and Social Contribution	(46.2)	(32.5)	42%	11.9	–
Profit (loss) for the period	**140.3**	**110.4**	**27%**	**196.5**	**(29%)**
Net Margin	*8.4%*	*8.8%*	*(0.4) p.p.*	*12.8%*	*(4.4) p.p.*

(a) All indicators exclude the effects of IFRS-16 in relation to the commercial leases of clubs and offices; (b) For a better analysis of our operational performance, we have shown "Cash Cost of Services," which excludes the effects of IFRS-16, depreciation and amortization. "Cash gross profit before pre-operating expenses" also excludes pre-operating costs with opening of new units. See "Gross Profit" section for the calculation of these measurements; (c) "Selling expenses" exclude pre-operating expenses; (d) "General and administrative expenses" excludes depreciation and effects of IFRS-16; (e) See the "EBITDA Breakdown" section for the calculation of this measurement; (f) "EBITDA before pre-operating costs and expenses" excludes costs and expenses with openings of new units. See the "EBITDA Breakdown" section for the calculation of this measurement.

NET REVENUE

In 1Q25, net revenue totaled R$1,678.2 million, up 33% from 1Q24. This performance mainly reflects the 19% increase in the average member base in Smart Fit owned clubs, driven by the solid 22% expansion of the brand's average owned club network and the maturation of these units, as well as the 12% increase in the average ticket compared to the same period last year. In the quarter, the Other Countries and Mexico region accounted for 57% of net revenue, representing a 2.2 p.p. increase compared to 1Q24. In the last 12 months, net revenue reached a record level of R$6.0 billion.

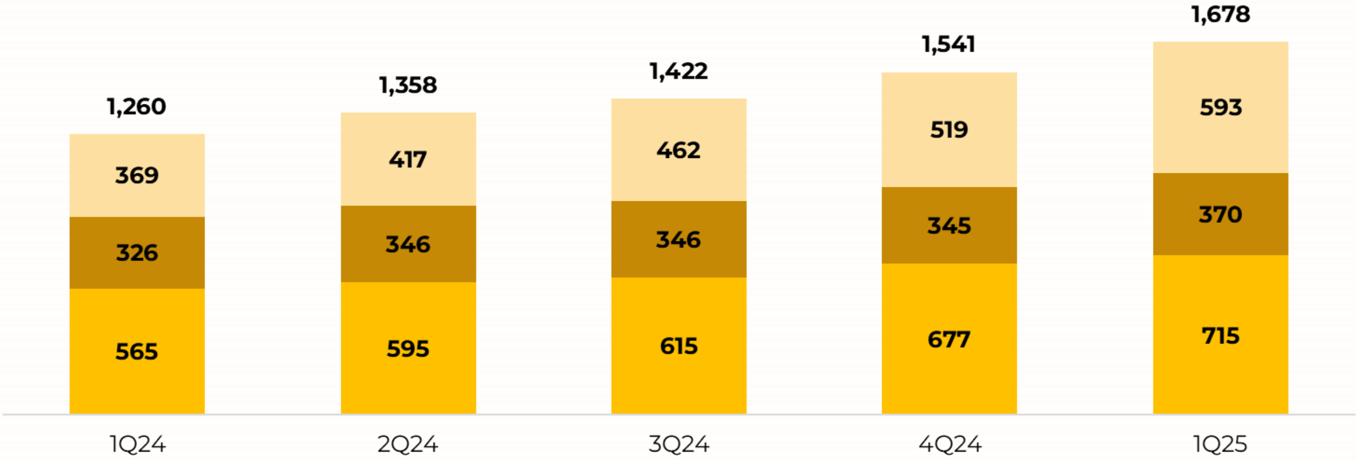
The strong growth in net revenue for the quarter also reflects the numerous initiatives aimed at sustainably optimizing revenue per club. In this context, it is important to note that the significant increase in the average ticket of Smart Fit members, especially in Other Countries, is primarily due to the strategic price adjustments implemented over the past few years across various regions, along with the effective commercial and operational efforts to attract and retain members, all anchored in the brand's strength and the unique value proposition of our business model. Certain commercial and operational initiatives, including the expansion of club network, have contributed to the strong percentage increase in members enrolled in the Black membership, which accounted for 67% of the member base of owned clubs at the end of 1Q25, compared to the 66% in the previous year.

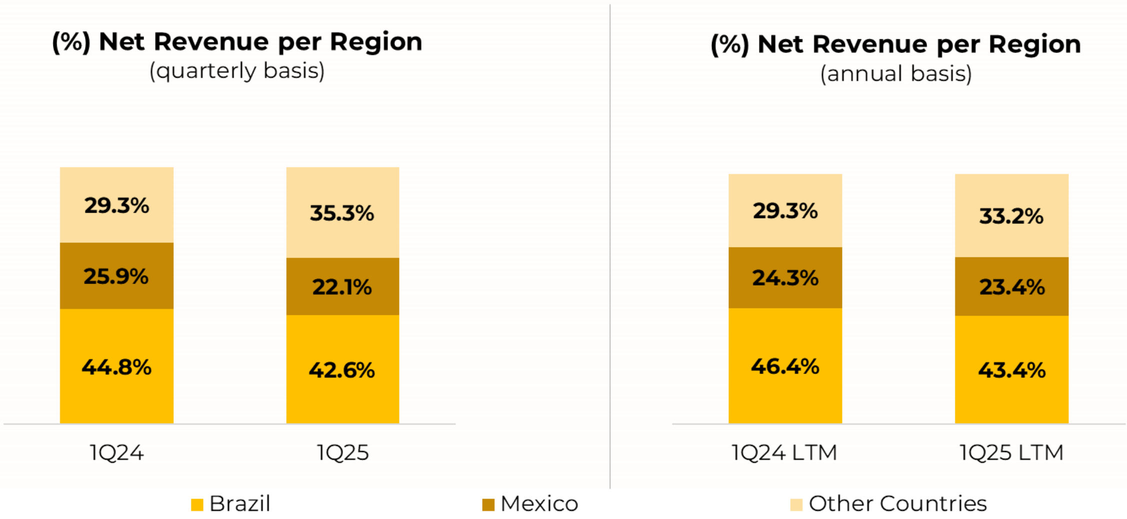
Net Revenue by Brand and Region

Net Revenue (R$ million)	**1Q25**	**1Q24**	**1Q25 vs. 1Q24**	**4Q24**	**1Q25 vs. 4Q24**
Smart Fit	1,538.5	1,158.5	33%	1,385.4	11%
Brazil	577.5	464.8	24%	524.0	10%
Mexico	370.2	326.1	14%	344.5	7%
Other Countries [a]	590.8	367.6	61%	516.9	14%
Bio Ritmo and others[b]	44.1	37.6	17%	44.6	(1%)
Others [c]	95.6	63.8	50%	110.6	(14%)
Total	**1,678.2**	**1,259.9**	**33%**	**1,540.6**	**9%**
International Revenue (% total)	57%	55%	2.2 p.p.	56%	1.4 p.p.

(a) The "Other Countries" region considers only owned operations controlled in the region (Argentina, Chile, Colombia, Costa Rica, Panama, Paraguay, Peru and Uruguay); (b) "Bio Ritmo and others" includes the operations of Bio Ritmo and Nation. Until 2024, this line also included the club of the operation of the O2 brand in Chile, which was converted into Bio Ritmo in 2025; (c) "Other" includes royalties received from franchises in Brazil and abroad, (excluding Mexico) as well as revenue from other brands operated by the Company in Brazil, including TotalPass, Queima Diária and Studios. Until 3Q24, royalties from the Colombia franchises – which were converted into owned units in 4Q24 – were also not included in the "Others".

Evolution of Net Revenue (per Region)
R$ million





In 1Q25, net revenue at Smart Fit clubs totaled R$1,538.5 million, up 33% from 1Q24 and 11% from 4Q24. This performance was driven by the increase in the average number of members in owned clubs and the increase in the average ticket.

In Brazil, net revenue at Smart Fit clubs totaled R$577.5 million in 1Q25, increasing 24% from 1Q24, due to the solid 14% growth in average member base in owned clubs and the 9% increase in average ticket. Compared to 4Q24, net revenue grew by 10%, reflecting the expansion of the average member base in owned clubs and the increase in average ticket.

In Mexico, net revenue in the quarter was R$370.2 million, a 14% increase compared to 1Q24, which mainly reflects a 13% expansion in the average member base in owned clubs, while the average ticket remained stable in BRL terms but increased in local currency. It is worth noting that, in local currency, the average ticket per member grew 2% compared to the same period in 2024. This increase reflects the first and only price adjustment in the “Black Card Plan” ever in the region, implemented at the end of 2023, and the price adjustments in the “Smart Plan”, over the last quarters. By the end of March 2025, the penetration rate of members enrolled in the “Black Card Plan” in owned clubs reached 53%, up from 49% in the same period the previous year. Compared to 4Q24, net revenue increased 7%, mainly due to the 4% increase in average ticket, in addition to the expansion of the average member base in owned clubs.

Net revenue at Smart Fit clubs in the Other Countries region totaled R$590.8 million in 1Q25, being the region with the highest level of revenue among the regions and showing a strong growth of 61% when compared to 1Q24, due to the 30% increase in average member base of owned clubs in the region and the 24% increase in the average ticket. It is worth mentioning that, in Other Countries, the Company continues to advance with the pricing strategy, with effective price adjustments in the “Black Card Plan” over recent periods, particularly in Colombia, Chile, Panama, Peru and Costa Rica, as well as the adjustments in the monthly fees of the “Smart Plan”. In the context, the penetration of members enrolled in the “Black Card Plan”, remained stable compared to 1Q24. Compared to 4Q24, net revenue grew 9%, due to the 7% expansion in average member base of owned clubs in the region and in the average ticket.

The "Others" line ended 1Q25 with revenue of R$95.6 million, a 50% increase compared to R$63.8 million in the same period of the previous year. This increase is explained by the revenue growth of other business units and the acquisition of the Velocity Group, which was completed at the end of 2024. Compared to 4Q24, net revenue of "Others" decreased by 14% mainly due to the seasonal effects across the segment of other business units.

CASH COST OF SERVICES PROVIDED

Cash cost of services provided totaled R$827.6 million in 1Q25, 33% higher than in 1Q24. This growth mainly reflects the 22% expansion in the average number of owned clubs, supporting the strong addition of 640,000 members at owned clubs. Additionally, it is worth noting the increase in costs for clubs in the ramp-up phase, particularly those opened in the last 12 months, as well as the higher number of mature clubs.

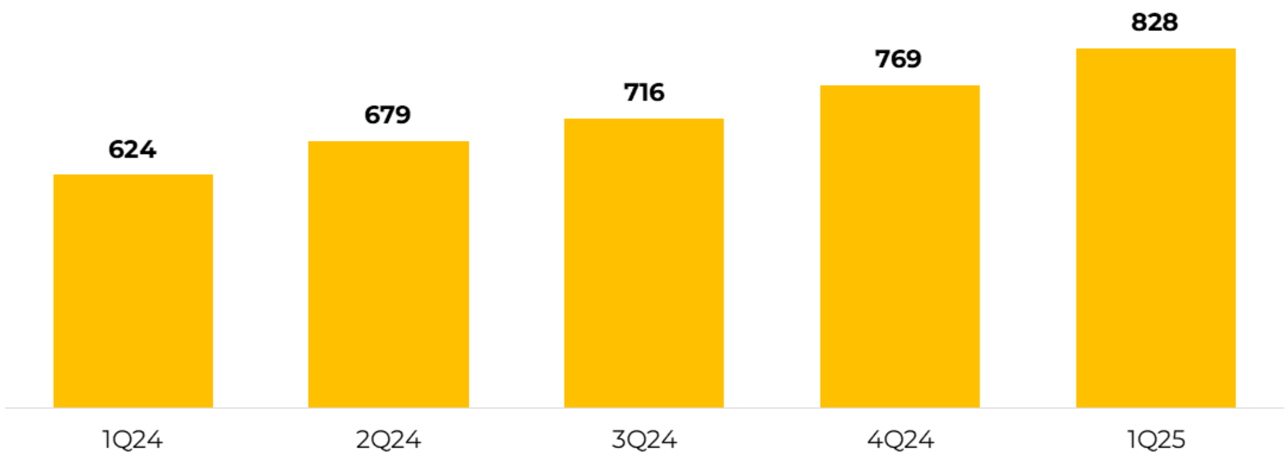
Cash Cost of Services Provided by Type

Cash Cost of Services Provided[a] (R$ million)	**1Q25**	**1Q24**	**1Q25 vs. 1Q24**	**4Q24**	**1Q25 vs. 4Q24**
Occupation	316.5	241.9	31%	291.3	9%
Personnel and third-party services	304.5	220.2	38%	273.3	11%
Consumption	134.1	109.2	23%	124.0	8%
Other	72.5	53.2	36%	80.1	(10%)
Cash Cost of Services Provided	**827.6**	**624.5**	**33%**	**768.6**	**8%**

(a) For a better analysis of our operational performance, we have shown "Cash Cost of Services Provided" which excludes the effects of IFRS-16, depreciation and amortization. The rent of properties is considered in this caption.

Evolution of Cash Cost of Services Provided

(R$ million)



Compared to 4Q24, cash cost in 1Q25 increased by 8%, below the net revenue growth for the period. This growth was mainly due to a 6% increase in the average number of owned clubs, reflecting the ramp-up process of new clubs, along with a 5% increase in the average member base in owned clubs. Additionally, personnel costs grew during the quarter, primarily due to the wage adjustments in certain regions of Brazil, as well as in Mexico, Peru and Colombia.

Considering only mature clubs, costs by unit increased 3% from 4Q24, in line with the 3% increase in revenue from these units during the period, mainly due to the increase in average ticket. The increase in costs of these units was driven primarily by wage adjustment and related charges in the personnel and third-party services during the period. It is worth highlighting that the Company remains focused on improving operational efficiency to mitigate the impact of inflationary scenario on the business, including ongoing rent contract negotiations and productivity improvements in personnel and other services.

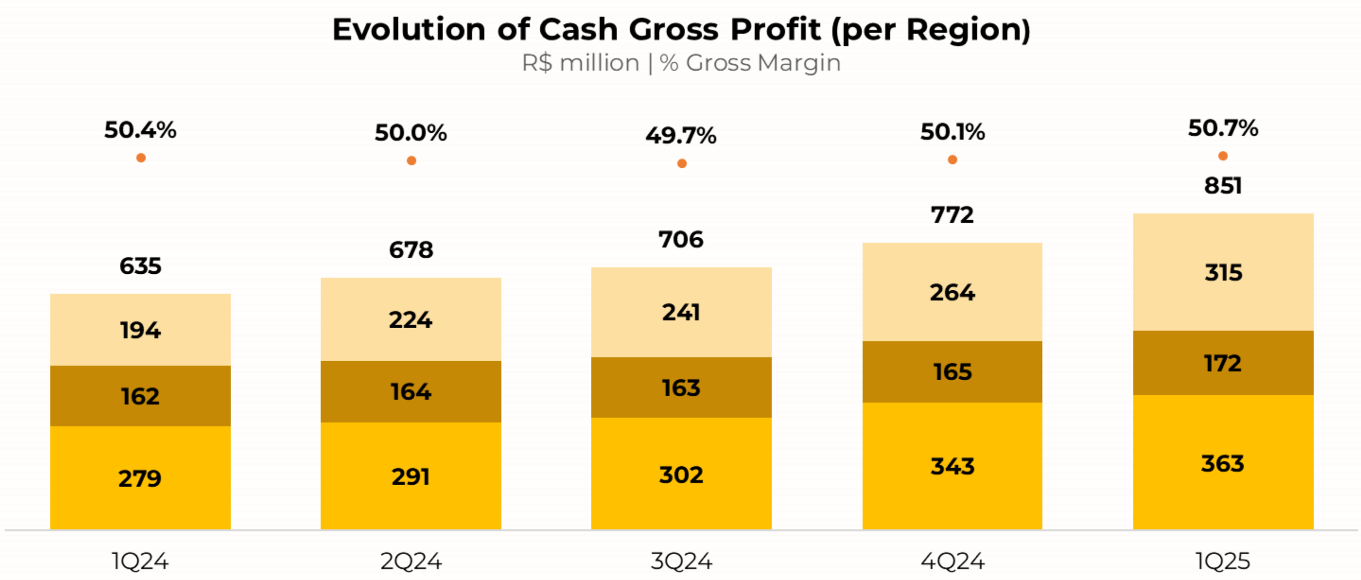
CASH GROSS PROFIT

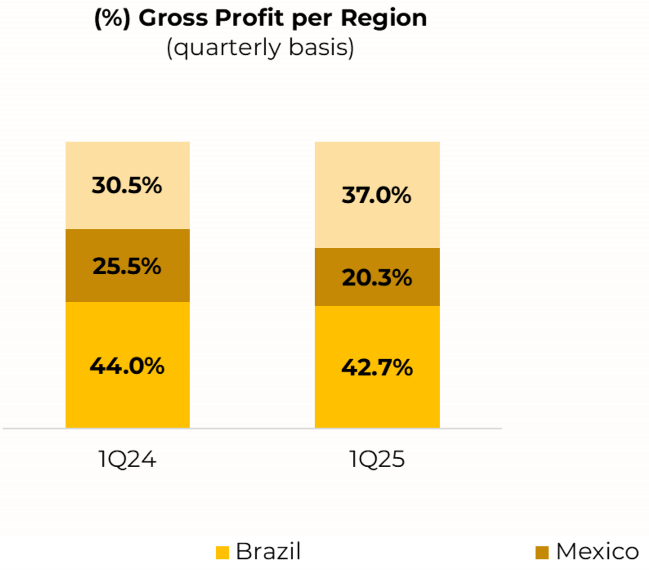
The cash gross profit in 1Q25 totaled R$850.6 million, a 34% increase compared to 1Q24, mainly reflecting the consistent maturation of units opened in the last three years and the stable margin levels of mature units during the period. The cash gross margin reached 50.7% in 1Q25, an increase of 0.3 p.p. compared to 1Q24, reflecting the solid growth in net revenue and efficient cost management, which resulted in fixed cost dilution, despite the record expansion of the club network. In the last 12 months, cash gross profit totaled R$3,007.2 million, resulting in cash gross margin of 50.1%.

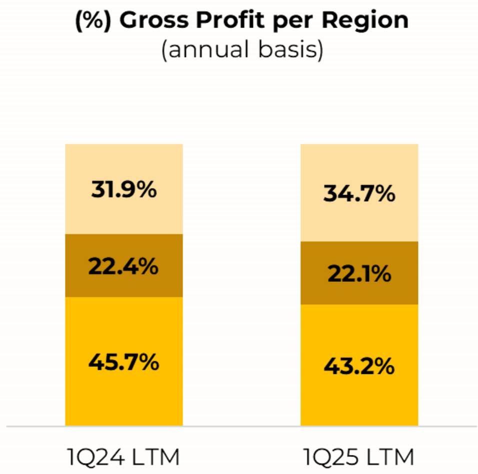
The cash gross margin before pre-operating costs, that is, those related to the openings, was 51.3% in 1Q25, increasing 0.3 p.p. when compared to the same period of the previous year. This margin expansion reflects the business's operating leverage, resulting from a combination of the continuous increase in average revenue per club, especially from maturing units, and efficient cost management. In the last 12 months, the cash gross profit before pre-operating costs totaled R$3,062.5 million, resulting in a cash gross margin before pre-operating costs of 51.1%.

Cash Gross Profit[a] (R$ million)	**1Q25**	**1Q24**	**1Q25 vs. 1Q24**	**4Q24**	**1Q25 vs. 4Q24**
Net Revenue	**1,678.2**	**1,259.9**	**33%**	**1,540.6**	**9%**
(-) Cash Costs of Services Provided	827.6	624.5	33%	768.6	8%
Cash Gross Profit[b]	**850.6**	**635.4**	**34%**	**772.0**	**10%**
Cash Gross Margin	*50.7%*	*50.4%*	*0.3 p.p.*	*50.1%*	*0.6 p.p.*
(+) Pre-Operating Costs	10.6	7.8	35%	20.8	(49%)
Cash Gross Profit before Pre-Operating Costs[c]	**861.2**	**643.3**	**34%**	**792.8**	**9%**
Cash Gross Margin before Pre-Operating Costs	*51.3%*	*51.1%*	*0.3 p.p.*	*51.5%*	*(0.1 p.p.)*

(a) For a better analysis of the performance of our operations, all indicators exclude the effects of IFRS-16, depreciation and amortization; (b) “Cash gross profit” excludes depreciation and amortization; (c) “Cash gross profit before pre-operating costs” excludes depreciation, amortization, and the cost of opening new units.

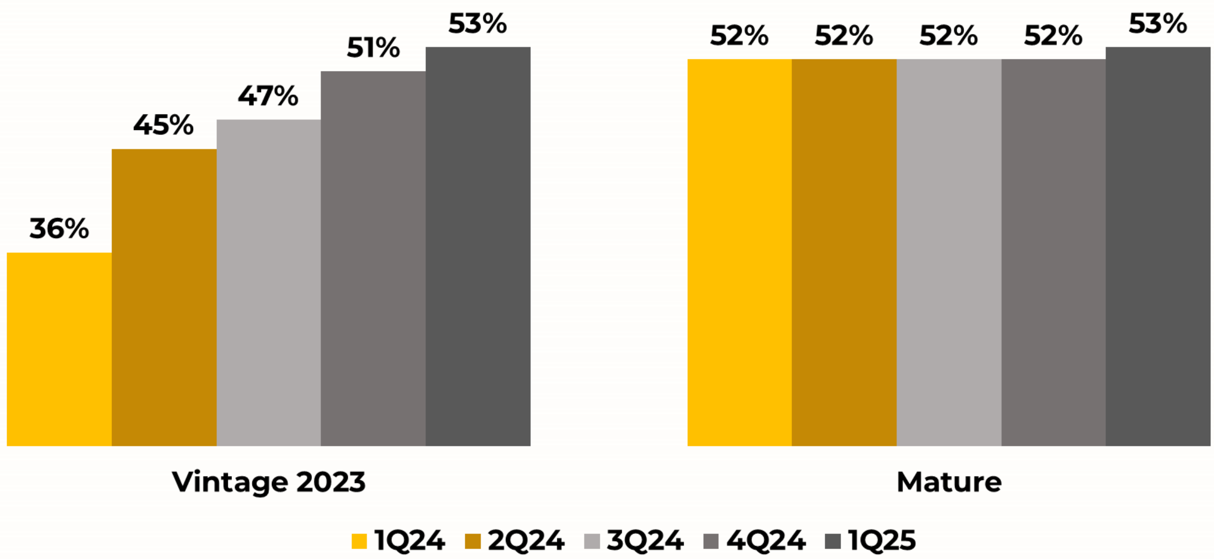






Compared to 4Q24, the cash gross profit increased by R$78.7 million in 1Q25, a growth of 10%, and the cash gross margin expanded by 0.6 p.p., mainly reflecting the ramp-up process of the units opened over the last three years and the higher number of mature clubs. The cash gross margin before pre-operating costs, that is, those related to the openings, decreased 0.1p.p. compared to the previous quarter.

Gross Margin per Vintage per Unit
(Owned Smart Fit units)



In 1Q25, the cash gross margin of mature Smart Fit clubs reached a record level of 53%, above the solid 52% level maintained over the previous eight straight quarters. This solid performance is a result of the initiatives to sustainably optimize revenue per club alongside assertive efforts to improve operational efficiency. Annualized gross profit per unit for these mature units for the quarter was R$2.5 million, up 4% and 10% from 4Q24 and 1Q24, respectively.

Another highlight was the units opened in 2023 ("Vintage 2023") which registered cash gross margin of 53%, an expansion of 2 p.p. compared to 4Q24, with a 10% increase in annualized gross profit per unit, reaching R$2.2 million per unit. The solid performance of owned clubs within the 2023 Vintage units, which are still in the maturation process, resulted from a combination of strong revenue growth, reflecting the expansion intelligence and Smart Fit brand's strength, and structurally lower occupancy costs compared to mature units.

Note that the units opened in 2024 ("Vintage 2024") maintain their solid maturation pace. The Vintage 2024 clubs achieved 2,700 members in March 2025, with an average annualized net revenue per unit of R$3.2 million and cash gross margin of 42% in 1Q25, a strong margin expansion when compared to the previous quarter. Note that of the 242 owned clubs added in 2024, 120 were inaugurated in 4Q24, are still at early stage of maturation process.

EBITDA by Region

To enable a better analysis of the performance and contribution of each region to the company's consolidated EBITDA, the company now calculates the EBITDA of each region by subtracting the respective selling expenses from cash gross profit. General and administrative expenses (G&A) and other operating expenses are analyzed on a consolidated basis as they sustain the operations of the entire company.

EBITDA[a,b] (R$ million)	1Q25	1Q24	1Q25 vs. 1Q24	4Q24	1Q25 vs. 4Q24
Brazil	280.3	223.2	26%	276.6	1%
Mexico	139.6	137.2	2%	134.9	4%
Other Countries	281.2	172.8	63%	234.3	20%
G&A expenses and other operating expenses	(183.9)	(136.8)	34%	(159.7)	15%
Equity Income	3.0	(1.1)	–	1.0	200%
EBITDA	**520.2**	**395.3**	**32%**	**487.1**	**7%**

(a) For a better analysis of our operational performance, all indicators exclude the effects of IFRS-16 regarding commercial leases related to the rents of clubs and offices; (b) EBITDA by region considers cash gross profit subtracting the selling expenses. General and administrative expenses (G&A) and other operating expenses will be analyzed on a consolidated basis as they sustain the operations of the entire company.

In Brazil, EBITDA in 1Q25 was R$280.3 million, up 26% from 1Q24, driven by the increase in average revenue per owned club. EBITDA margin in the region was 39.2% in 1Q25, a decrease of 0.3 p.p. compared to the same period of the previous year, reflecting the accelerated marketing investments. This increase in expanses more than offset the 1.3p.p. vs. 1Q24 improvement in gross margin, mainly reflecting a 2.0 p.p. expansion in Smart Fit brand margin. Compared to 4Q24, EBITDA margin in Brazil declined 1.6 p.p., also impacted by higher selling expenses, while cash gross margin remained stable vs. 4Q24. In the last 12 months, EBITDA in Brazil totaled R$1,030.6 million, with a margin of 39.6%, representing 41% of the total EBITDA of the three reported regions (vs. 44% in the previous year).

In Mexico, EBITDA in 1Q25 was R$139.6 million, up 2% from 1Q24, but with a lower margin compared to 1Q24 due to higher rental and personnel costs, as well as higher selling expenses. It is worth noting that 1Q24 recorded the highest cash gross margin level since the Covid-19 pandemic. Compared to 4Q24, the region's EBITDA grew by 4%, with a 1.4 p.p. margin decline due to higher personnel costs and selling expenses. In the last 12 months, Mexico's EBITDA reached R$543.3 million, with a 38.6% margin, representing 22% of total regional EBITDA (vs. 22% in the prior year).

In Other Countries, EBITDA in 1Q25 was R$281.2 million, up 63% from the same period last year, positively impacted by strong growth in average revenue per club with an expansion of cash gross margin by 0.6p.p. Compared to 4Q24, EBITDA in the region grew by R$46.8 million in the quarter, with an EBITDA margin of 47.4%, which is 2.2 p.p. higher than the previous quarter. In the last 12 months, EBITDA in the region totaled R$935.0 million, with margin of 47.0%, and accounting for 37% of total EBITDA by region (vs. 34% in the previous year).

GENERAL AND ADMINISTRATIVE EXPENSES

Selling, general, and administrative expenses[a,b] (R$ million)	1Q25	1Q24	1Q25 vs. 1Q24	4Q24	1Q25 vs. 4Q24
Selling expenses	142.2	95.1	50%	114.6	24%
General and administrative expenses	174.1	126.7	37%	155.0	12%
Pre-operating expenses	7.3	7.2	2%	11.6	(37%)
Total	**323.6**	**228.9**	**41%**	**281.2**	**15%**

(a) For a better analysis of our operational performance, all indicators exclude the effects of IFRS-16 regarding commercial leases related to the rents of clubs and offices; (b) Excludes "Other (expenses) / revenues".

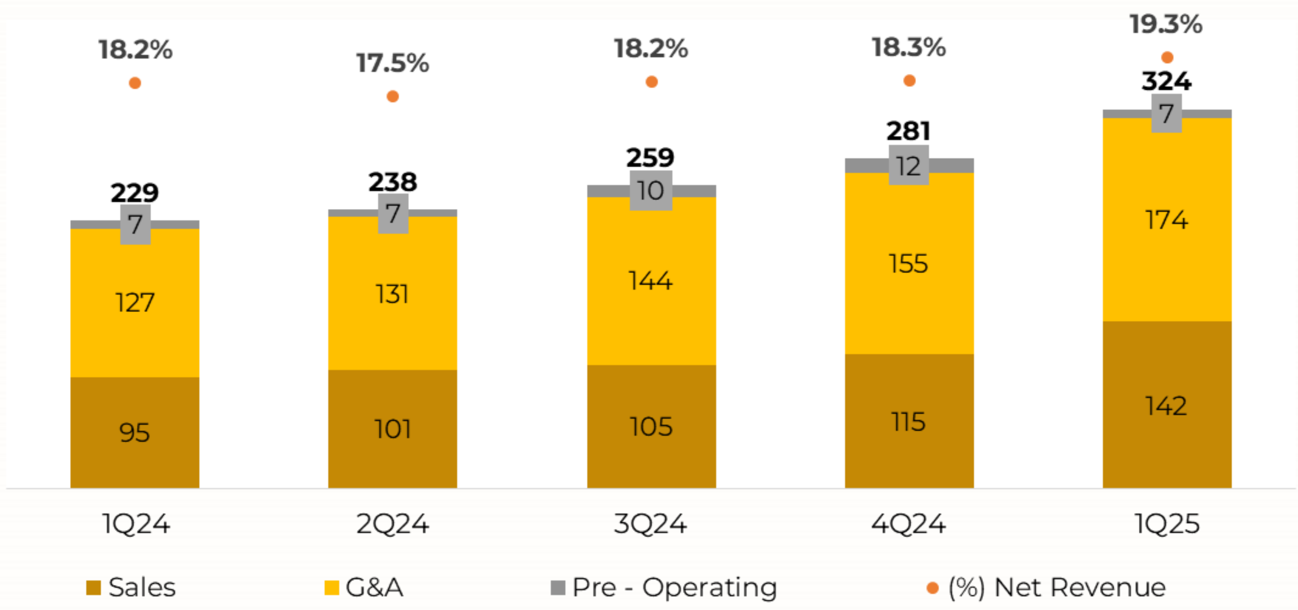
Selling, general and administrative expenses totaled R$323.6 million in the quarter, 41% higher than in 1Q24, representing 19.3% of net revenue, an increase of 1.1 p.p., compared to 18.2% in the same period of the previous year.

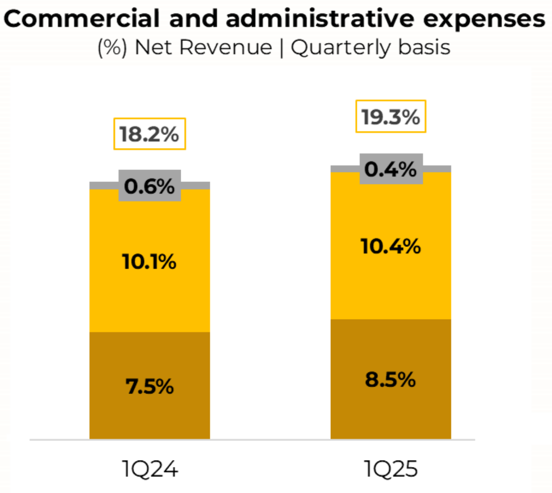
Selling expenses totaled R$142.2 million in 1Q25, a 50% increase when compared to 1Q24, corresponding to 8.5% of net revenue (up 0.9 p.p. from 1Q24). The increase in selling expenses reflects the strong expansion of the club network, with a higher number of units opened in the last 12 months (1Q25 vs. 1Q24), in addition to targeted marketing investments to strengthen the Smart Fit brand, the launch of TotalPass's new institutional campaign, and efforts to reinforce the positioning of brands within the Studios segment.

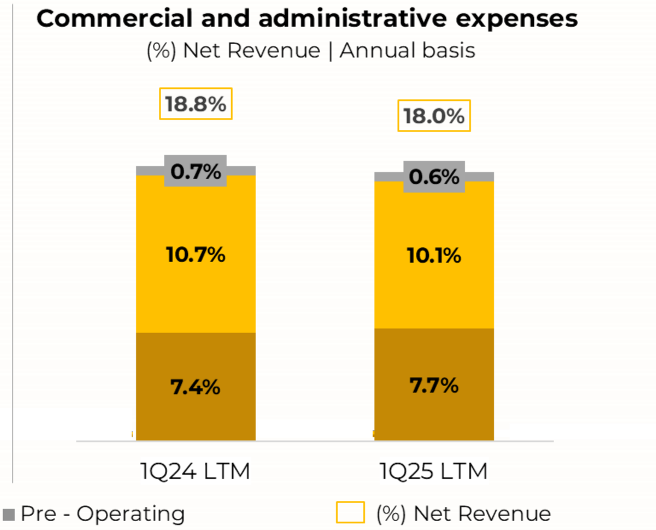
General and administrative expenses totaled R$174.1 million in 1Q25, a 37% increase compared to 1Q24, and represented 10.4% of the net revenue for the period, a 0.3 p.p. increase compared to the same period of the previous year. This increase in general and administrative expenses reflects the higher investments in structuring new business, mainly related to TotalPass, and personnel reinforcement in Other Countries.

Evolution of Selling, General and Administrative Expenses and Pre-Operating Expenses

(R$ million)







Compared to 4Q24, selling, general and administrative expenses increased 15%, representing a 1.0 p.p. increase as a percentage of net revenue. Selling expenses grew by 24% compared to 4Q24, outpacing the growth in net revenue, due to a higher number of unit openings in the last 12 months and an increased level of marketing investment, in preparation for the intake period at the beginning of 2025. General and administrative expenses increased by 12% compared to the previous quarter, driven by greater investments in the structuring of new businesses, increases in personnel line item, and a higher number of corporate events conducted during the period.

EBITDA

EBITDA Breakdown[a] (R$ million)	1Q25	1Q24	1Q25 vs. 1Q24	4Q24	1Q25 vs. 4Q24
Net Income	**140.3**	**110.4**	**27%**	**196.5**	**(29%)**
(+) Income Taxes (IR & CSLL)	46.2	32.5	42%	(11.9)	–
(+) Financial Result	105.4	70.0	51%	93.5	13%
(+) Depreciation	228.3	182.4	25%	209.0	9%
EBITDA	**520.2**	**395.3**	**32%**	**487.1**	**7%**
EBITDA Margin	*31.0%*	*31.4%*	*(0.4) p.p.*	*31.6%*	*(0.6) p.p.*
(+) Pre-operating costs and expenses	17.9	15.0	19%	32.4	(45%)
EBITDA before pre-operating expenses	**538.0**	**410.3**	**31%**	**519.5**	**4%**
EBITDA margin before pre-operating expenses	*32.1%*	*32.6%*	*(0.5) p.p.*	*33.7%*	*(1.7) p.p.*

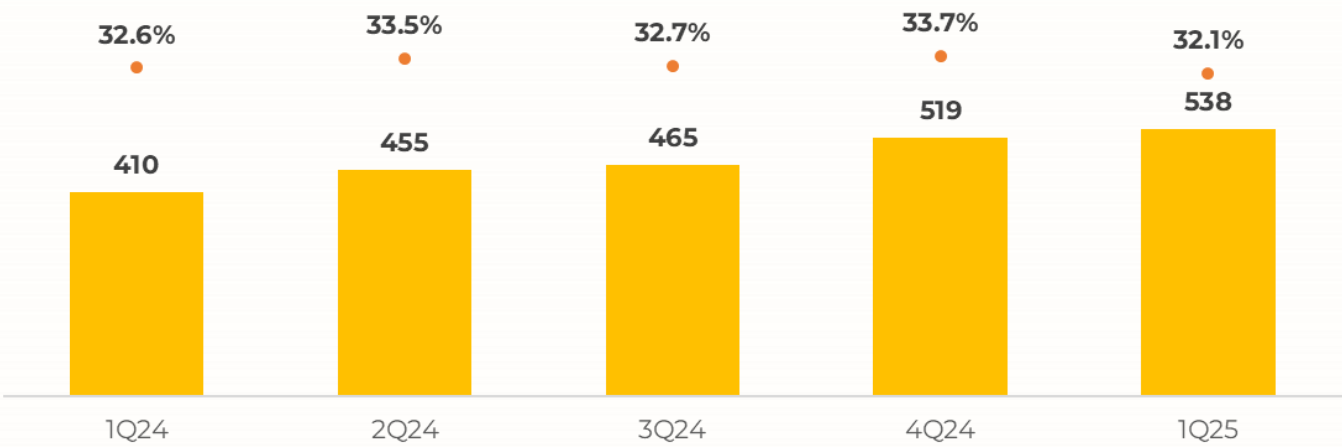
(a) For a better analysis of our operational performance, all indicators exclude the effects of IFRS-16 regarding commercial leases related to the rents of clubs and offices;

EBITDA totaled R$520.2 million in 1Q25, the highest level ever recorded for a quarter, representing a significant growth of 32% compared to the same period of the previous year, with a margin of 31.0%, down 0.4 p.p. from 1Q24. In the last 12 months, EBITDA totaled R$1,887.0 million, resulting in a margin of 31.5%.

EBITDA before pre-operating expenses totaled R$538.0 million in 1Q25, a 31% increase compared to 1Q24. Adjusted EBITDA margin before pre-operating expenses was 32.1% in the period, a reduction of 0.5 p.p. compared to 1Q24, reflecting the increase in expenses. In the last 12 months, EBITDA before pre-operating expenses totaled R$1,977.6 million, resulting in an EBITDA margin before pre-operating expenses of 33.0%.

Evolution of EBITDA and EBITDA Margin before pre-operating expenses

(R$ million and % of net revenue)



Compared to 4Q24, EBITDA before pre-operating expenses in 1Q25 increased 4%, resulting in an EBITDA margin before pre-operating expenses 1.7 p.p. lower than in the previous quarter.

NET INCOME

Recurring Net Profit[a] (R$ million)	**1Q25**	**1Q24**	**1Q25 vs. 1Q24**	**4Q24**	**1Q25 vs. 4Q24**
Net profit (loss)	**140.3**	**110.4**	**27%**	**196.5**	**(29%)**
Net margin	*8.4%*	*8.8%*	*(0.4) p.p.*	*12.8%*	*(4.4) p.p.*
(+) Panama Revaluation	0.3	4.4	(93%)	0.3	–
Recurring net profit (loss)[b]	**140.6**	**114.8**	**22%**	**196.8**	**(29%)**
Recurring net margin	*8.4%*	*9.1%*	*(0.7) p.p.*	*12.8%*	*(4.4) p.p.*

(a) For a better analysis of our operational performance, all indicators exclude the effects of IFRS-16 regarding commercial leases related to the rents of clubs and offices; (b) "Recurring net profit (loss)" excludes the impacts related to the revaluation of the stake in the Panama and Costa Rica operations.

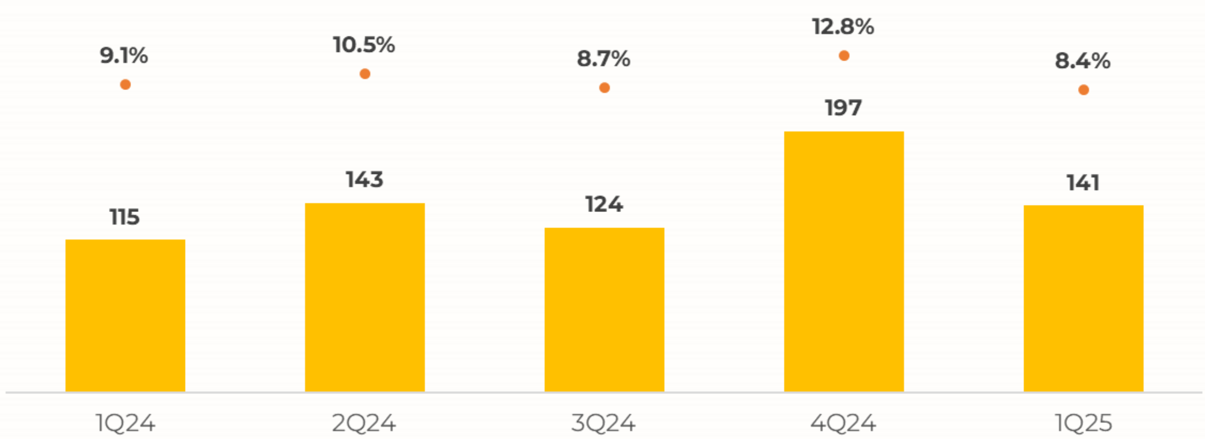
In 1Q25, net income totaled R$140.3 million, a solid growth of 27% compared to R$110.4 million in 1Q24. This strong performance was primarily driven by the Company's operating leverage, supported by the consistent profitability of mature clubs and the solid ramp-up of units opened in recent years.

In 1Q25, recurring net income totaled R$140.6 million, a solid growth of 22% compared to R$114.8 million in 1Q24. It is worth noting that the 1Q24 result benefited from the recognition of tax credits related to tax loss in the Company's subsidiaries, which resulted in a higher effective income tax and social contribution rate in 1Q25 compared to the same period last year – despite the positive impact from the R$ 40 million in interest on equity ("IoE") declared in 1Q25.

Compared to 4Q24, however, the recurring net income in 1Q25 was mainly impacted by the higher income tax and social contribution rate due to the significantly higher amount of IoE declared in the previous quarter, which totaled R$258 million.

In the last 12 months to 1Q25, recurring net income reached R$604.1 million, resulting in a recurring net margin of 10.1%. Recurring net income for the last 12 months to 1Q25 excludes non-recurring financial expenses of R$22.1 million in 2Q24, related to the prepayment of the 6th issue, and R$5.3 million in 3Q24, related to the prepayment of the 5th issue and other bilateral debts in Colombia, and R$7.5 million related to the revaluation of the stakes in operations in Panama and Costa Rica.

Evolution of Recurring Net Profit and Net Margin
(R$ million and % of net revenue)



CAPEX

Capex[a,b] (R$ million)	1Q25	1Q24	1Q25 vs. 1Q24	4Q24	1Q25 vs. 4Q24
Capex	**441.4**	**303.3**	**46%**	**721.4**	**(39%)**
Expansion	350.1	245.7	43%	602.4	(42%)
Maintenance	74.2	45.6	63%	95.3	(22%)
Corporate and Innovation	17.1	12.1	41%	23.7	(28%)

(a) Excludes investments in the grant of right of use related to the acquisition of commercial points; (b) As of 1Q25, capex amounts do not include capitalized financial costs, which totaled R$ 6.9 million in the quarter.

In 1Q25, capex was R$441.4 million, an increase of 46% compared to 1Q24. The expansion capex grew by 43% compared to the same period of the previous year, totaling R$350.1 million in the quarter. The increase mainly reflects the flow of investments in the units opened in 4Q24, especially those inaugurated in December, in addition to the investments in the construction of units expected to be opened in the subsequent quarters. Compared to 4Q24, expansion capex decreased R$252.3 million, or 42%, due to the higher number of owned clubs opened in the period. In the last 12 months, expansion capex totaled R$1,637.1 million.

Maintenance capex totaled R$74.2 million in 1Q25, 63% increase from 1Q24, due to: (i) the strategy of maintaining a high-standard offering in our units; (ii) the increase in the number of mature clubs; (iii) the ongoing investments in the program to expand equipment availability in certain units, aimed at accommodating higher traffic and the changes in members' habits; and (iv) the energy efficiency project, which includes air conditioning automation among other initiatives.

In the last 12 months, maintenance capex of Smart Fit clubs came to R$259.8 million, representing 6.3% of gross revenue of mature units, which is in line with the strategy of offering a high standard experience.

Capex for corporate and innovation projects totaled R$17.1 million in 1Q25, up 41% year on year.

VARIATION IN ADJUSTED NET DEBT

The Company reported an increase of only R$10.6 million in adjusted net debt in the quarter compared to 4Q24, reflecting strong operating cash generation, which more than offset the payment of interest on equity (JCP) in 1Q25 and the investments made during the period. In 1Q25, operating cash generation was positive at R$492.8 million, driven by record EBITDA for the quarter and a high EBITDA-to-cash conversion rate of 95%.

Working capital variation in 1Q25 resulted in a negative cash generation of R$13.7 million. This performance was mainly due to a R$61.7 million cash consumption in the Accounts Receivable line, explained by the greater share of TotalPass in the revenue mix, seasonality related to member acquisition, and the level of promotional activity during the period.

The Suppliers line contributed R$35.5 million in positive cash generation, reflecting both the increased share of TotalPass and the acceleration of purchase flows related to investment activities that occurred throughout 2024, despite the concentration of openings in 4Q24. Finally, the Taxes line had a positive impact of R$19.6 million in the quarter, due to the greater use of tax credits generated in prior quarters, related to the repatriation of funds from international subsidiaries to Brazil.

Investing activities totaled R$452.1 million, mainly driven by capex related to new unit openings, which reached R$350.1 million in 1Q25. Other activities accounted for an addition of R$51.3 million to adjusted net debt, mainly reflecting the payment of interest on equity (IoE) declared in 4Q24.

Variation in Adjusted Net Debt (R$ million)	**1Q25**
Initial Adjusted Net Debt (4Q24)	**3,104.1**
EBITDA	**520.2**
Itens of result with no impact in cash[a]	11.1
IR/CSLL paid	(24.8)
Working capital variation[b]	**(13.7)**
Receivables	*(61.7)*
Suppliers	*35.5*
Wages, provisions and social contributions	*10.6*
Taxes[c]	*19.6*
Others	*(17.7)*
Operating Cash Flow	**492.8**
Conversion of EBITDA into operating cash	*95%*
Expansion Capex	(350.1)
Maintenance Capex	(74.2)
Corporate and Innovation Capex	(17.1)
Other Investments and acquisitions	(10.7)
Investment activities	**(452.1)**
Financial Result and FX Rate Variations	(12.1)
Dividends/Interest on equity	(67.5)
Other variations in assets and liabilities	28.4
Other Activities	**(51.3)**
Variation of Adjusted Net Debt in the period	**(10.6)**
Final Adjusted Net Debt (1Q25)	**3,114.8**

(a) Mainly includes equity income, asset write-offs deferred revenue and provisions; (b) As of 1Q25, the Company began using working capital variations in accordance with the Statement of Cash Flows presented in the financial statements; (c) Includes taxes on sales and services.

CASH AND DEBT

Cash and Debt[a,b] (R$ million)	1Q24	2Q24	3Q24	4Q24	1Q25
Cash and financial investments	2,337	2,815	2,967	2,947	2,951
Gross Debt	4,163	4,870	5,212	5,945	5,965
By nature:					
Loans and debentures	4,075	4,794	5,176	5,915	5,945
Lease liability - equipment	89	76	36	30	20
By maturity					
Short-term	764	682	650	778	819
Long-term	3,399	4,188	4,562	5,167	5,145
Net Debt (Net Cash)	1,826	2,056	2,245	2,998	3,014
Other Liabilities and Assets[c]	43	89	81	107	101
Adjusted Net Debt	1,869	2,145	2,326	3,104	3,115
Adjusted Net Debt / EBITDA LTM[d]	0.80x	0.93x	0.94x	1.16x	1.09x

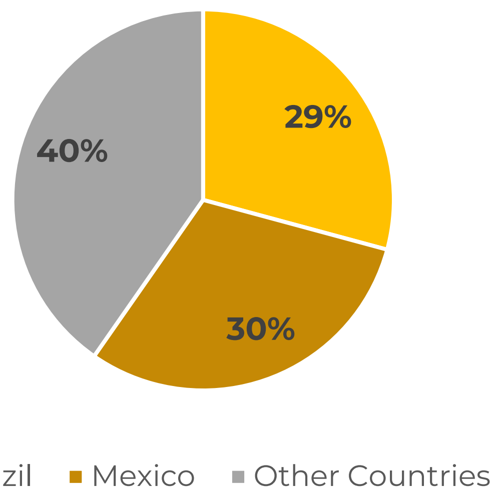
(a) "Gross debt" considers short- and long-term loans, financing and operating leases (excluding property leases) with financial institutions; (b) "Net debt" refers to "Gross debt" less "Cash and guarantees"; (c) "Other Liabilities and Assets" use the definition of the company's debentures related to other items to be considered while calculating net debt, including, but not limited to, contingent considerations and derivative financial instruments, such as installments payable for acquisitions, stock options of non-controlling shareholders and/or interest rate swaps; (d) "Adjusted Net Debt/EBITDA LTM" is the "Adjusted Net Debt" divided by "EBITDA LTM" using the definition of net debt and EBITDA of the company's debentures. For more information, see the indenture (Portuguese only).

At the end of 1Q25, the Company had a solid cash balance of R$2,951 million and gross debt of R$5,965 million, with 86% maturing in the long term. Adjusted net debt was R$3,115 million, resulting in an adjusted net debt/EBITDA LTM ratio of 1.09x (as defined in the Company's debentures). This ratio was 0.07x lower than in 4Q24, reflecting strong operating cash flow, which more than offset the payment of interest on equity (IoE) in 1Q25 and the investments made during the period.

Note that the adjusted net debt/EBITDA LTM ratio excluding the effects of IFRS-16 related to property leases at the end of 1Q25 is 1.65x vs. 1.76x in 4Q24. We consider this a healthy level, especially due to the high predictability of the Company's results and the very long debt maturity profile. On an annualized 1Q25 basis, excluding the effects of IFRS-16, the adjusted net debt/EBITDA ratio was 1.50x.

The Company has strong financial liquidity, resulting from the R$2.6 billion raised from the primary offering of shares and from borrowings, whose terms have improved gradually in the last 18 months, which enabled the company to lengthen its debt maturities at a lower financial cost.

The Company seeks to finance its expansion needs in each country where it operates by combining the cash generation from the local operation with funding from banks. In this context, it is important to highlight that the composition of the Company's net debt is diversified, with Brazil, Mexico and Other Countries accounting for 29%, 30% and 40% of the Company's net debt, respectively, by the end of 1Q25. In most of the countries where the Company operates owned clubs and has local debt, the current outlook is for a continued reduction in the local interest rate. At the end of 1Q25, the Company's net debt was structured as follows:



The Company maintains the maturities of loans and financing in alignment with its capacity to generate operating cash flow and accesses local financing lines to drive its expansion in the countries where it operates. At the end of 1Q25, the gross debt maturity schedule was structured as follows:

Gross Debt Maturites [a]	**2025**	**2026**	**2027**	**2028**	**2029**	**2030**	**2031**	**Total**
% of total	11%	12%	15%	23%	23%	10%	5%	**100%**
Total	676	702	912	1,394	1,374	605	300	**5,965**
Brazil	192	0	128	929	1,230	599	300	**3,378**
Mexico	175	244	292	176	63	0	0	**951**
Other Countries [b]	309	458	492	290	81	6	0	**1,636**

(a) "Gross debt" considers short- and long-term loans, financing and operating leases (excluding property leases) with financial institutions; (b) "Other Countries" includes financial debt in Chile, Colombia, Peru, Panama, Argentina, Paraguay and Uruguay.

EVENTS AFTER THE REPORTING PERIOD

Increase in equity interest in Sports World

On April 1, 2025, the Board of Directors entered into an agreement for acquisition of 45% of the share units of Chromo Ventures Fund LLC (“Chromo Invest”), which represents 4,500,000 common share units. This company is based in the United States of America. Since the Company already held 55%, it now holds the entire stake in the Company FitMaster. The total amount of the operation was USD 6.545 million, equivalent to approximately R$37,294, in a cash payment.

The Company will carry out the PPA for the correct price allocation in compliance with the standards of CPC 15 / IFRS 3. Financial numbers shown from this point reflect the adoption of IFRS-16.

IMPACT OF THE ADOPTION OF IFRS 16

On January 1, 2019, the company adopted the IFRS 16/CPC 06 (R2) – Leases standard. The application of the standard substantially affected the booking of lease agreements for spaces where the company's clubs operate. Future commitments from lease agreements are recognized as lease liabilities and the right to use the spaces is recognized as an asset of the same value. For the purpose of effects in the result, the fixed lease payments are replaced by depreciation of the lease right and a financial expense on the lease liability. Variable lease payments continue to be recognized as costs of services provided.

The company chose to adopt IFRS 16/CPC 06(R2) by the modified retrospective method applied only from January 1, 2019. The impacts of IFRS 16/CPC 06(R2) on the company's results are detailed below.

Statement of Profit and Loss (R$ million)	**1Q25 Reported**	**Impacts of IFRS 16**	**1Q25 excluding IFRS 16**	**1Q24 Reported**	**Impacts of IFRS 16**	**1Q24 excluding IFRS 16**
Net Revenue	1,678.2	–	1,678.2	1,259.9	–	1,259.9
Cost of services	(961.1)	88.4	(1,049.5)	(736.6)	64.3	(800.9)
Rents and other occupation costs	(58.3)	266.3	(324.6)	(40.2)	205.8	(246.0)
Depreciation and amortization (cost)	(399.8)	(177.9)	(221.9)	(317.9)	(141.5)	(176.4)
Gross profit	717.1	88.4	628.7	523.3	64.3	459.0
SG&A	(339.7)	0.3	(339.9)	(244.5)	0.6	(245.0)
Selling expenses	(142.2)	–	(142.2)	(95.1)	–	(95.1)
General and administrative	(171.0)	3.0	(174.1)	(124.2)	2.5	(126.7)
Rents and other occupation costs	(2.3)	3.0	(5.3)	(1.6)	2.5	(4.1)
Pre-operating expenses	(7.3)	–	(7.3)	(7.2)	–	(7.2)
Depreciation and amortization (costs)	(9.2)	(2.8)	(6.4)	(7.9)	(1.9)	(5.9)
Others (expenses) revenue	(9.9)	–	(9.9)	(10.2)	–	(10.2)
Equity Income	3.0	–	3.0	(1.1)	–	(1.1)
Operating profit (loss) before financial result	380.5	88.6	291.9	277.8	64.9	212.9
Financial Result	(225.4)	(120.0)	(105.4)	(161.2)	(91.3)	(70.0)
Income tax and Social Contribution[a]	(34.2)	12.0	(46.2)	(22.1)	10.5	(32.5)
Net profit	120.9	(19.3)	140.3	94.5	(15.9)	110.4
Impacts of IFRS-16 in the breakdown of Gross Profit excluding depreciation, amortization, and EBITDA						
Gross profit	717.1	88.4	628.7	523.3	64.3	459.0
Depreciation and amortization (costs)	399.8	177.9	221.9	317.9	141.5	176.4
Gross profit excluding depreciation	1,116.9	266.3	850.6	841.2	205.8	635.4
Gross Margin excluding depreciation	*66.6%*		*50.7%*	*66.8%*		*50.4%*
Net profit	120.9	(19.3)	140.3	94.5	(15.9)	110.4
(-) IR & CSLL	34.2	(12.0)	46.2	22.1	(10.5)	32.5
(-) Financial Result	225.4	120.0	105.4	161.2	91.3	70.0
(-) Depreciation and amortization	409.0	180.7	228.3	325.8	143.4	182.4
EBITDA	789.5	269.3	520.2	603.5	208.3	395.3
EBITDA Margin	*47.0%*		*31.0%*	*47.9%*		*31.4%*

(a) Effect of deferred income tax on the temporary differences of IFRS16 in 1Q25 and 1Q24

*Costs and Selling, General and Administrative Expenses include pre-operating expenses

PRESENTATION OF RESULTS

The company has its own operations in Brazil, Mexico, Colombia, Chile, Peru, Panama, Costa Rica, Argentina, Paraguay and Uruguay and franchised operations in Brazil, Mexico, Colombia, Dominican Republic, El Salvador, Ecuador, Guatemala and Honduras. The consolidation in the Income Statement for each period is detailed below:

Operation	Recognition in Income Statement for the period		Recognition in Balance sheet for the period	
	2025	**2024**	**2025**	**2024**
Brazil, Mexico, Colombia, Chile, Peru, Argentina, Paraguay, Panama, Costa Rica, Uruguay, Queima Diária and TotalPass Brasil	Consolidated	Consolidated	Consolidated	Consolidated
Dominican Republic, El Salvador, Ecuador, Guatemala and Honduras	Royalties for use of brand	Royalties for use of brand	n/a	n/a

INCOME STATEMENT

INCOME STATEMENT (R$ million)	**1Q25**	**1Q24**	**1Q25 vs. 1Q24**	**4Q24**	**1Q25 vs. 4Q24**
Net Revenue	**1,678.2**	**1,259.9**	**33%**	**1,540.6**	**9%**
Costs of Services Rendered	(961.1)	(736.6)	30%	(894.1)	7%
Gross Profit	**717.1**	**523.3**	**37%**	**646.5**	**11%**
Operating revenues (expenses)					
Sales	(149.6)	(102.2)	46%	(126.2)	19%
General and administrative	(180.2)	(132.0)	37%	(160.6)	12%
Equity accounting	3.0	(1.1)	–	1.0	200%
Other (expenses) revenues	(9.9)	(10.2)	(3%)	(4.7)	112%
Profit before financial result	380.5	277.8	37%	356.1	7%
Financial result	(225.4)	(161.2)	40%	(215.1)	5%
Profit before IR/CS	155.1	116.6	33%	141.0	10%
Income tax and Social Contribution	(34.2)	(22.1)	55%	24.1	–
Net profit (loss)	**120.9**	**94.5**	**28%**	**165.1**	**(27%)**

BALANCE SHEET

ASSETS (R$ million)	1Q25	1Q24
CURRENT	**4,156**	**3,239**
Cash and cash equivalents	2,951	2,337
Customers	614	449
Derivative financial instruments	8	11
Other receivables	584	442
NON-CURRENT	**14,099**	**11,508**
Permanent assets	5,551	4,257
Right-of-use assets	4,878	3,998
Intangible assets	2,360	1,987
Investment	50	43
Other assets	1,260	1,224
TOTAL ASSETS	**18,255**	**14,747**

LIABILITY (R$ million)	1Q25	1Q24
CURRENT	**2,709**	**2,227**
Borrowings	810	713
Lease liabilities	659	572
Suppliers	479	341
Deferred revenue	216	222
Other liabilities	545	380
NON-CURRENT	**10,003**	**7,227**
Borrowings	5,135	3,362
Lease liabilities	4,693	3,763
Other liabilities	175	101
SHAREHOLDERS' EQUITY	**5,544**	**5,293**
Share capital	3,148	2,970
Capital reserves	849	963
Legal reserves	74	771
Profit Reserve	905	93
Other comprehensive income	551	472
Noncontrolling interest	16	23
TOTAL LIABILITY AND SHAREHOLDERS' EQUITY	**18,255**	**14,747**

CASH FLOW

Cash Flow Statement (R$ million)	1Q25	1Q24	1Q25 vs. 1Q24	4Q24	1Q25 vs. 4Q24
CASH FLOW FROM OPERATING ACTIVITIES					
Result for the Period	120.9	94.5	28%	165.1	(27%)
Depreciation and amortization	409.0	325.8	26%	382.1	7%
Write-off of intangible assets and fixes assets	8.3	5.9	42%	19.6	(57%)
Accrued interest on debt and exchange variation	172.9	125.4	38%	158.2	9%
Accrued interest on leases	125.3	96.3	30%	119.7	5%
Others	(42.8)	(14.9)	188%	(84.3)	(49%)
Working capital variation	(13.7)	(223.9)	(94%)	(77.3)	(82%)
Cash generated by (used in) operating activities	**780.1**	**409.1**	**91%**	**683.1**	**14%**
Interest paid on loans and debentures	(90.1)	(49.1)	84%	(205.8)	(56%)
Interest paid on leases	(125.1)	(95.6)	31%	(119.2)	5%
Income tax and social contribution paid	(24.8)	(16.2)	-	(19.1)	30%
Net cash generated by (used in) operating activities	**540.0**	**248.3**	**118%**	**339.1**	**59%**
CASH FLOW FROM INVESTMENT ACTIVITIES					
Additions to fixed asset	(438.5)	(299.8)	46%	(710.9)	(38%)
Additions to intangible assets	(2.9)	(10.0)	(71%)	(26.5)	(89%)
Initial direct costs of right-of-use assets	(9.6)	(45.7)	-	(9.1)	6%
Payments for the acquisition of group of assets, subsidiary and joint venture	(1.1)	(18181%)	(99%)	(89.8)	-
Capital increase in subsidiary and joint venture	-	(35%)	-	14%	(100%)
Financial Investments	50.7	166.9	(70%)	49.2	3%
Related parties and loans with third parties	6.7	(26.2)	-	4.3	58%
Payment of contingent consideration	-	-	-	-	-
Net cash used in investment activities	**(394.4)**	**(396.9)**	**(1%)**	**(782.7)**	**(50%)**
CASH FLOW FROM FINANCING ACTIVITIES					
Payment of loans and costs	(143.8)	(249.1)	(42%)	(130.2)	10%
Proceeds from loans	216.0	387.1	-	730.3	(70%)
Payment of lease	(161.9)	(136.2)	19%	(154.2)	5%
Acquisition of non-controlling interests	0.0	0.0	-	(73.2)	-
Others	(67.5)	(0.7)	10148%	(1.0)	6935%
Net cash generated by (used in) financing activities	**(157.2)**	**1.1**	**-**	**371.8**	**-**
INCREASE (REDUCTION) OF BALANCE OF CASH AND EQUIVALENT	**(11.6)**	**(147.5)**	**(92%)**	**(71.8)**	**(84%)**
Opening balance	1,490.6	1,103.4	35%	1,520.9	(2%)
Closing balance	1,441.5	961.8	50%	1,490.6	(3%)
Exchange variation on cash and cash equivalents	(37.5)	5.9	-	41.6	-

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