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**NASDAQ: NVNI**

Share Price <sup>1</sup>	\$3.70
Market Cap <sup>1</sup>	\$141.5M
Shares Outstanding	36.2M
Float	13.0M

**1H 2024**

**Key Financial Highlights<sup>2</sup>**

Net Revenue	R\$92.2M
Operating Profit	R\$14.2M
Gross Margin	61.1%
Adjusted EBITDA	R\$26.5M
Cash & Cash Equivalents	R\$13.2M
Customers	+21,000

1) As of February 12, 2025  
 2) At June 30, 2024

Nuvini, headquartered in São Paulo, Brazil, is the leading acquirer of software companies within SaaS markets in Latin America. It focuses on acquiring profitable “business-to-business” SaaS companies with a consolidated business model, recurring revenue, positive cash generation and relevant growth potential. Nuvini’s goal is to buy, retain and create value through long-term partnerships with the existing management of its acquired companies.

**An Ecosystem of Profitable SaaS B2B Companies**

**Nuvini selects and acquires SaaS B2B companies in Brazil and Latin America**  
**A liquidity solution for startups and a value investing alternative for its investors**

**Business Model** - Nuvini allocates capital in multi-sector SaaS B2B companies, providing them scalability to accelerate growth and reinvest cash generation in new accretive acquisitions – this successful business model is used by international players such as CSU, Vitec and Roper.

**Targets** - Small market leading SaaS companies, with consolidated business models, positive cash generation and relevant growth potential.

**Difference** - Access to companies that traditional VC/PE funds have not historically focused on, and we have a highly specialized team with proven capability of allocating capital rapidly and efficiently, with focus on the long-term.



**Market Opportunity**

**The Latin America<sup>1</sup> SaaS Market is Expected to Grow Rapidly, Led by Digitalization**

**Tailwinds:**

-   
 Shift to Cloud
-   
 Under Penetration
-   
 Scalability & Flexibility
-   
 Low Entry Barriers

LatAm SaaS Market<sup>1</sup>  
**\$2.5B**  
 2019

**~28%**  
 Total CAGR<sup>2</sup> 2019-2026E





LatAm SaaS Market<sup>1</sup>  
**\$13.9B**  
 2026E

Sources: Statista, Research Nester | Notes: (1) Latin America consists of South America, Central America, Mexico, and the Caribbean islands; (2) “CAGR” means compound annual growth rate between 2019 and 2026E





# Why Nuvini?

An experienced team in acquiring and managing a portfolio of companies, with proven capabilities in allocating capital and creating a community of entrepreneurs

## Value Proposition for Nuvini INVESTORS

-  Access to **profitable SaaS companies** that **VC/PE funds** have not historically focused on
-  **Multi-segment** investment strategy with **focus on fundamentals**
-  **Diversified portfolio** composed of **cash generating and fast-growing** companies
-  **No integration hassle**

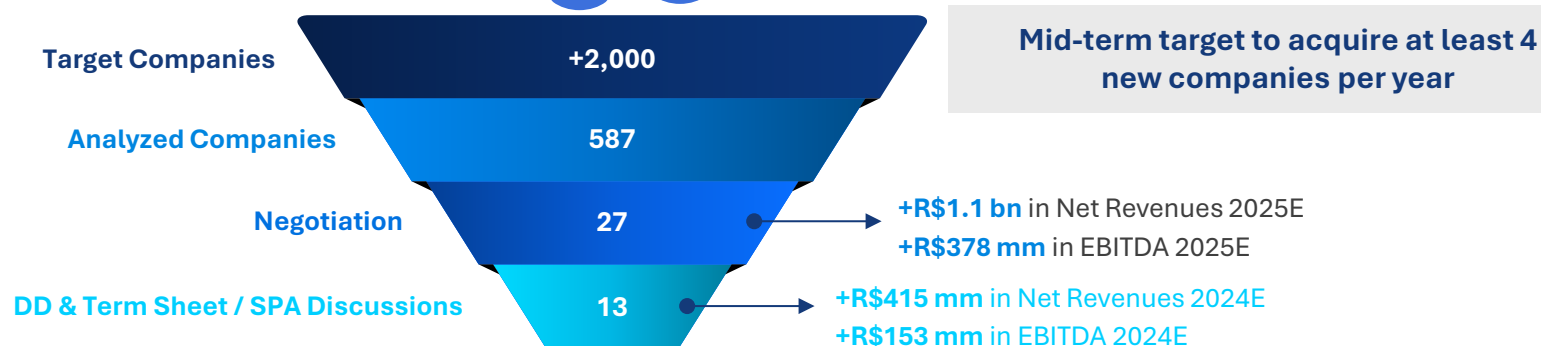
## Value Proposition for SaaS B2B FOUNDERS

-  **Support to deliver (and exceed)** their business plans
-  **Autonomy to founders** who do not pursue the traditional PE/VC path
-  **Liquidity for an illiquid asset** with upside capture on **earnouts**
-  Opportunity to **grow the business** with M&A and participate in a **talented community of entrepreneurs**

# Robust & Tangible M&A Pipeline Mapped

## M&A Pipeline

Number of Companies as of March 2024



# First Half 2024 Summary

## Financial Measures

- Operating Profit:** R\$14.2M, a dramatic increase from R\$0.3M in the prior year period, demonstrating improved operational efficiencies and cost management.
- Adjusted EBITDA:** R\$26.5M, a 25% increase from R\$21.2M in H1 2023, reflecting improved profitability and disciplined cost control.
- Net Revenue:** R\$92.2M, a 12.5% increase compared to R\$81.9M in H1 2023.
- Net Cash from Operating Activities:** R\$16.3M.

## Operational & Strategic

- Revenue Growth Across Portfolio:** Increased customer retention and growing client base contributed to double-digit revenue growth.
- Improved Cost Management:** Sales and marketing expenses decreased by 11.6%, demonstrating greater efficiency in customer acquisition.
- Enhanced Cash Flow:** Strong net cash from operations further solidifies ability to fund future growth initiatives.
- Technology and Product Enhancements:** Continued investments in AI-driven solutions and platform improvements, aimed at delivering enhanced value to customers.

# Executive Management

## Pierre Schurmann Chairman & CEO

- Founder & Managing Partner at Bossanova Investimentos, the first pre-seed investment firm in Brazil, and 8th most active investment firm in the world
- Co-founder & CEO of Experience Club, Brazil's largest membership only B2B networking club

## Luiz Busnello Chief Financial Officer

- 20+ years of entrepreneurship and operational experience
- CTO of EXPI (NASDAQ: EXPI), a high-end platform of corporate knowledge and news Brazil
- Co-Founder, CFO & COO of Veek Tecnologia S/A, the first 100% digital telecom in Brazil

## José Mario Ribeiro Jr Chief Operating Officer

- 32+ years of entrepreneurial experience in Brazil's technology and finance sectors
- Leader of Grupo Check since 1992, he specialized in investing in emerging companies, focusing on capital structure, organizational management, governance, and value creation