



1. Message from the Management

Techfin growth and consolidation of the Loyalty front, coupled with the continued focus on operational efficiency, lead Dotz to its first Net Profit since the IPO

Our business model, which has become a complete and functional ecosystem, has helped us consolidate the continuous growth of results. With the integration of loyalty, cashback, discounts and benefits strategies, through our coalition network of partners, we have been able to operate in the market at a more appropriate level of profitability. With this, we have reached another quarter of solid evolution.

In relation to increasing consumer engagement in our ecosystem, strategies directly linked to increasing the purchasing power of our customers also clearly contribute to the results we have achieved.

The result reached in this new quarter is a milestone of this growing evolution of the company's indicators, which has been consolidated by the significant growth recorded month by month in the Techfin front, especially in credit origination, which grew 25% compared to 3Q23, reaching R \$97.7 million. Billings reached R\$20.3 million on the Techfin front, an increase of 23% when compared to the previous period. In the nine months of the year, billings on this front was R\$61.9 million, an increase of 49% when compared to the same period of the previous year.

We keep focusing on operational efficiency, and the result was a positive EBITDA of R\$6.3 million in 3Q24 and R\$10.9 million in the year to date (a significant improvement of R\$42.4 million in accumulated for the period). We also recorded the first net profit since the IPO. This demonstrates how much we have been able to consolidate our business and improve results each quarter.

We highlight the evolution of the Loyalty front in retail, through the Dotz Coalition, which takes place through the continuous development of the new product for retail, Dotz Pay, which encompasses payment methods at the POS (such as Dotz and other programs), in addition to the concept Buy Now Pay Later, implemented by Dotz Parcela.

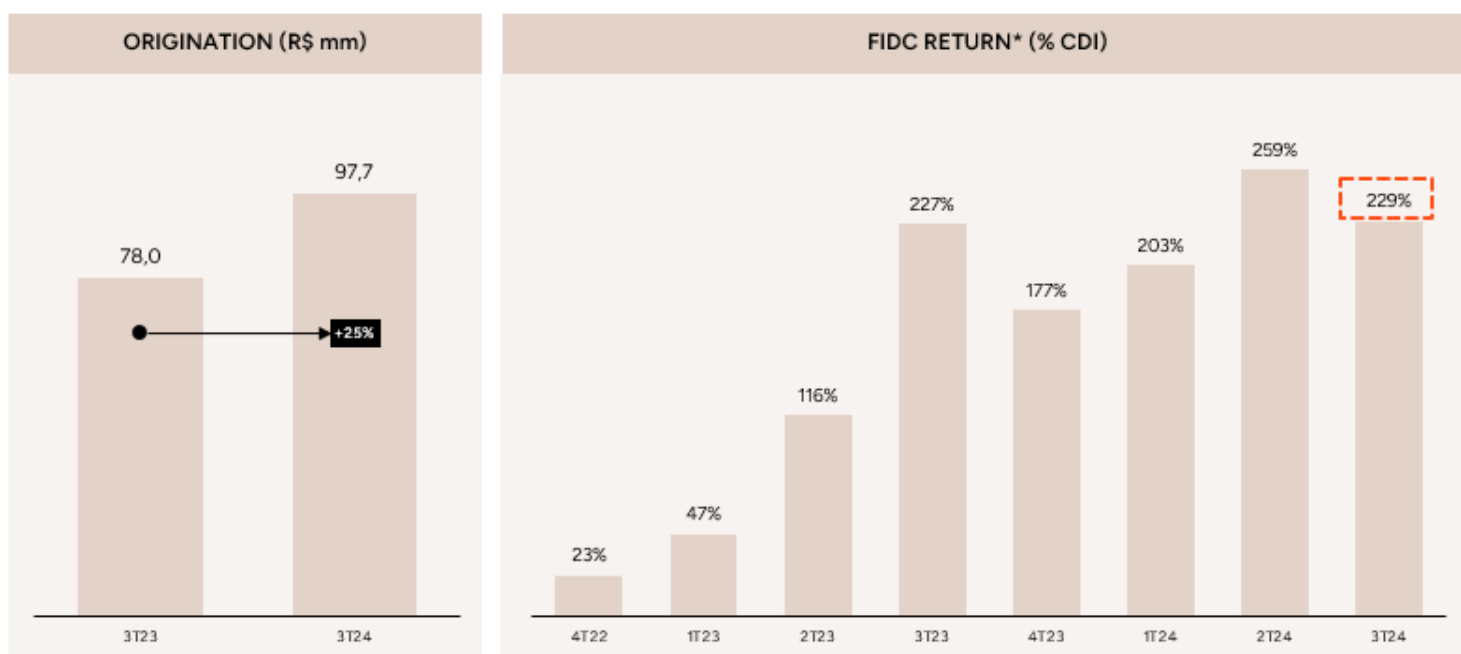
We also continue with our strategy of strengthening partnerships with banks, and more recently, with Banco do Brasil, where we launched Universo Ourocard, a new campaign focused on client experience and engagement.

We remain focused on (i) the growth of our Techfin business generating profitability for our investors, (ii) the consolidation of our loyalty business through the expansion of the new Dotz Pay product and the growth of our banking business; and (iii) continued focus on operational efficiency. Thus, we move towards solidifying the ecosystem, firm with our mission of providing more purchasing power for Brazilians, results for our partners, while delivering increasing results for our shareholders.

2. Operational Highlights

In 3Q24 we continued to focus on the three pillars that have been supporting us: operational efficiency, Techfin growth and the consolidation of Loyalty.

In **Techfin – Financial Products**, credit origination grew by 25% compared to 3Q23, reaching R\$97.7 million. At the same time, the return on the shares of the FIDC partner, responsible for financing the loans, remained high: in 3Q24, it was 229% of the CDI, compared to 227% of the CDI in 3Q23 (+2 p.p.).



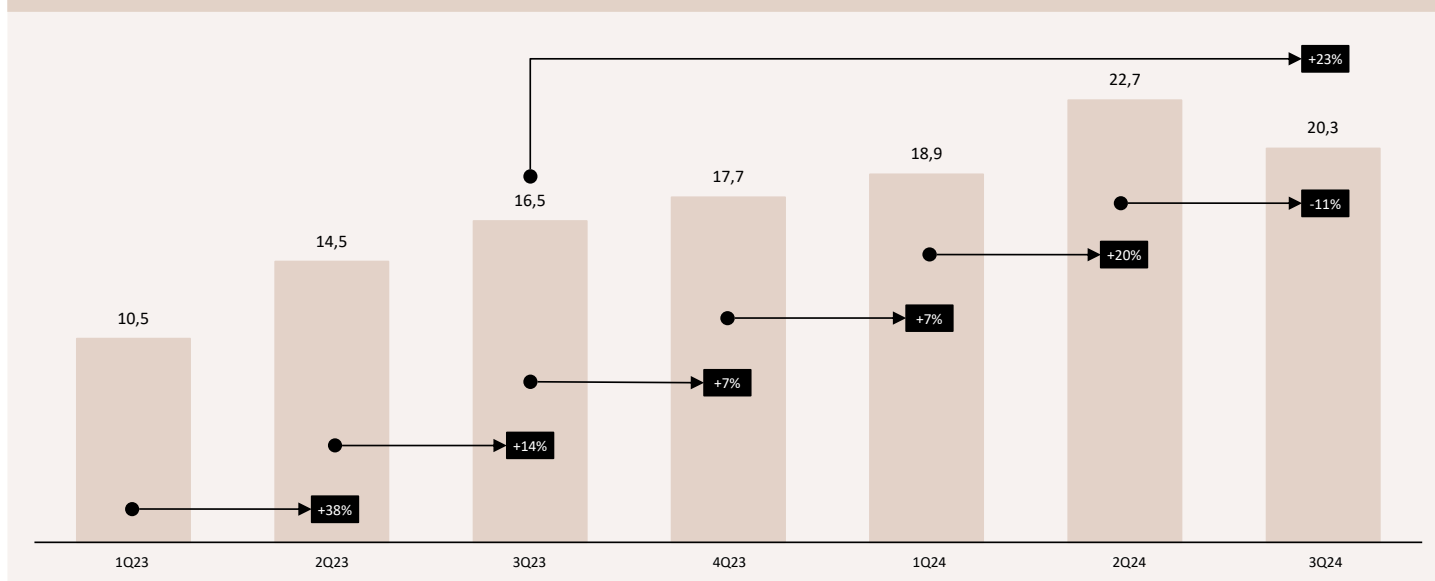
*FIDC return on the period/ CDI accumulated in the period

In terms of billings, we also achieved impressive results, with another quarter of constant growth. In 3Q24, we posted R\$20.3 million in billings on the Techfin front, an increase of 23% when compared to 3Q23 (R\$16.5 million in billings). In the nine months of the year, our Techfin billings reached R\$61.9 million, an increase of 49% when compared to the same period of the previous year (R\$41.5 million in billings).



3Q24 Results

BILLINGS (R\$ mm)



At **Loyalty** front, we have a high-impact purpose (generating extra income for our customers) that allows us to acquire customers for our ecosystem. We have partners in the Banking and Retail segments.

In Banks, we have important partners such as Banco do Brasil, Caixa Econômica Federal and C6 Bank. Customers of these banking institutions receive Dotz when using their credit cards, generating extra income that can be exchanged for products, airline tickets and even money in the Dotz Account.

In the Retail front, we have the great impact of the Dotz Coalition: in addition to earning Dotz on their purchases at the supermarket, drugstores or other establishments, customers can also use their Dotz directly at the POS, in a simple and quick way. It is also at the POS itself that the customer now also has the facility of Dotz Parcela (a type of BNPL – Buy Now Pay Later), a payment method created by Dotz using its expertise in financial services and credit analysis. Dotz Parcela is being launched at our physical retail partners and is directly aligned with our strategy of increasing Brazilian purchasing power.

3. Financial Highlights

Billings:

	3Q23	2Q24	3Q24	3Q24 vs 2Q24	3Q24 vs 3Q23	9M23	9M24	9M24 vs 9M23
Billings								
Loyalty	44.1	30.2	32.4	7.2%	-26.5%	137.5	102.2	-25.6%
Marketplace	5.2	3.4	2.7	-19.1%	-48.0%	16.5	9.5	-42.4%
Techfin	16.5	22.7	20.3	-10.9%	22.6%	41.5	61.9	49.4%
Total Billings	65.8	56.3	55.4	-1.7%	-15.9%	195.4	173.7	-11.1%

In 3Q24 we posted R\$55.4 million in billings. The highlight is once again the evolution of Techfin, with R\$20.3 million in billings, up 22.6% when compared to 3Q23. Year-to-date, the growth is even more significant: R\$61.9 million in the first nine months of 2024, compared to R\$41.5 million in the same period of the previous year; a growth of 49.4%.

Net Revenues before Redemption Cost

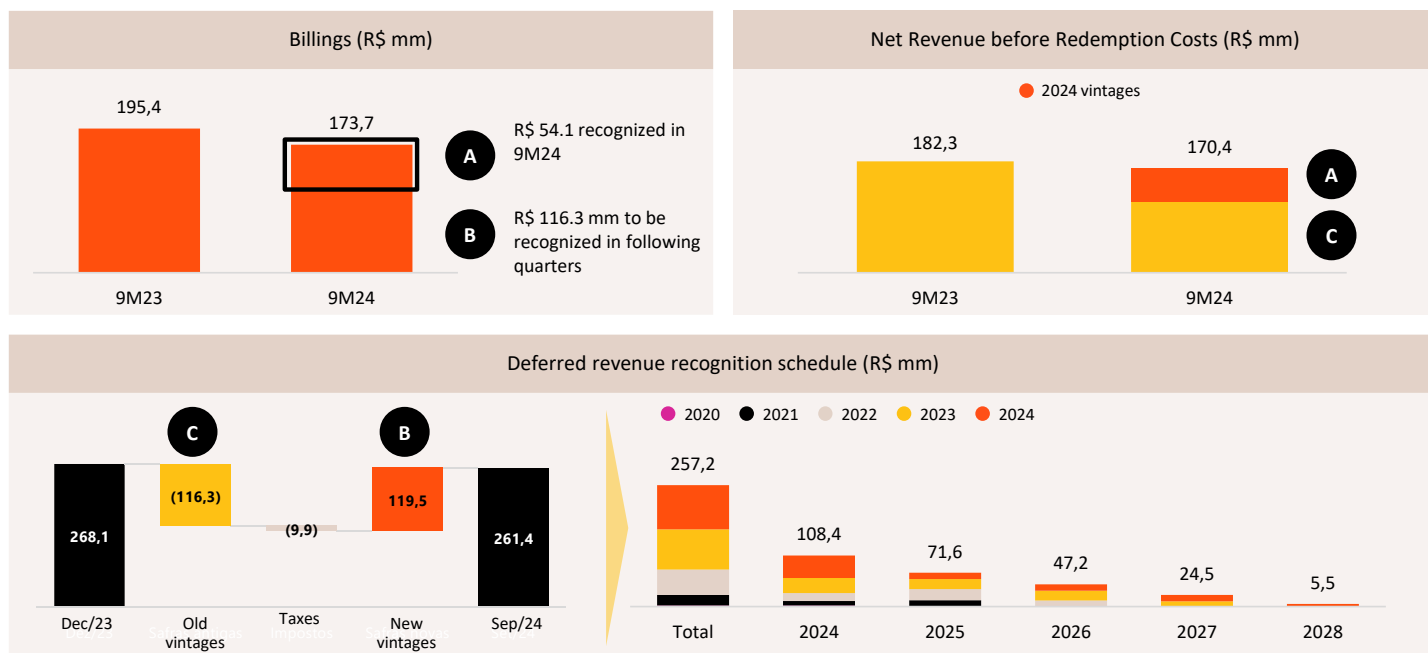
	3Q23	2Q24	3Q24	3Q24 vs 2Q24	3Q24 vs 3Q23	9M23	9M24	9M24 vs 9M23
Net Revenue								
Breakage	13.4	12.7	12.6	-0.9%	-6.0%	40.1	38.1	-5.1%
Spread	10.4	10.2	10.1	-1.6%	-3.1%	31.2	30.6	-1.9%
Redemption	27.8	17.7	14.0	-20.9%	-49.6%	89.4	57.9	-35.2%
Services and fees	16.7	20.6	18.4	-10.6%	10.1%	37.4	55.6	48.6%
Sales taxes and deductions	(5.6)	(4.5)	(3.2)	-30.0%	-43.3%	(15.7)	(11.8)	-25.2%
Net Revenue before redemption	62.7	56.6	51.8	-8.5%	-17.3%	182.3	170.4	-6.5%
Redemption costs	(26.6)	(17.6)	(12.0)	-31.8%	-54.7%	(81.3)	(55.5)	-31.8%
Net Revenue	36.1	39.0	39.8	2.1%	10.3%	101.0	114.9	13.8%

Net revenue before redemptions was R\$51.8 million in 3Q24, a drop of 17.3% over 3Q23. It is important to highlight that, with the increase in the share of revenue from TechFin, the contribution of non-deferred revenue reached the level of 33% in 3Q24, similar to 34% in 2Q24 and a significant growth of 9 percentage points compared to 3Q23 (24%). Non-deferred revenue is recognized in the period itself, while deferred revenue is only partially recognized in the period itself, with the remainder of recognition occurring in future periods.

Deferred Revenue

Due to the dynamics of revenue recognition, in which breakage and spread revenues are recognized within 48 months (Dotz point expiration period), billings made in the period is recognized as deferred revenue.

Of the R\$170.4 million of accounting revenue recorded in 9M24, R\$54.1 million was generated in the period (see component A). Component B, shown in the revenue graph, now forms part of deferred revenue and will be recognized in the following quarters. Component C refers to revenue from old vintages. The balance of deferred revenue in 3Q24 was R\$261.4 million. Only the portion referring to premiums to be distributed makes up a real liability, therefore, R\$171.3 million of the deferred revenue liability does not constitute a future obligation for the Company and will be recognized in profit or loss over the next 48 months.



Gross Profit

	3Q23	2Q24	3Q24	3Q24 vs 2Q24	3Q24 vs 3Q23	9M23	9M24	9M24 vs 9M23
Gross Profit and Gross Margin								
Net Revenue	36.1	39.0	39.8	2.1%	10.3%	101.0	114.9	13.8%
Operational cost	(4.5)	(7.7)	(7.2)	-6.4%	61.5%	(14.7)	(22.3)	51.3%
Gross Profit	31.6	31.3	32.6	4.2%	3.1%	86.3	92.7	7.3%
Gross margin	50.5%	55.2%	62.9%			47.3%	54.4%	

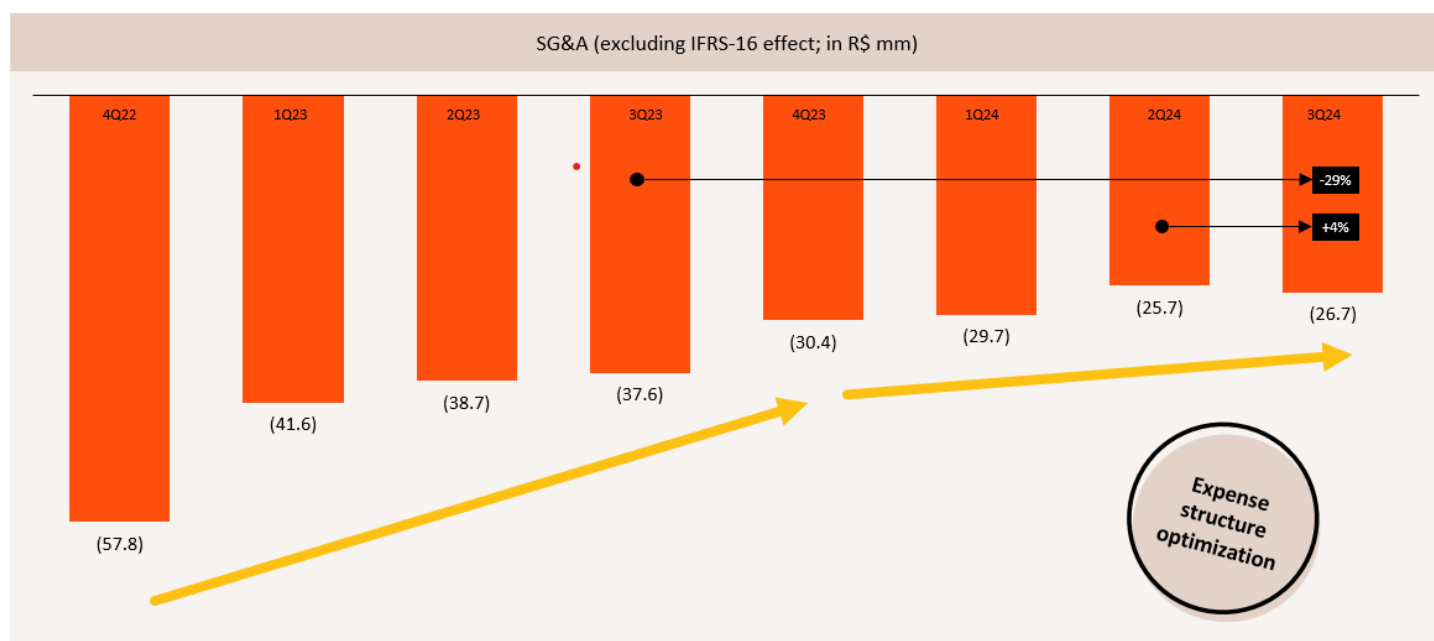
In 3Q24 we reached a gross profit of R\$32.6 million, an increase of 3.1% compared to 3Q23, and growth of 4.2% compared to 2Q24. The gross margin was 62.9% in 3Q24, an increase of 12.4 p.p. over 3Q23 and 7.6 p.p. compared to 2Q24.

Year-to-date, gross profit was R\$92.7 million, a growth of 7.3% compared to the same period last year, with a margin of 54.4% (+7 p.p.).

Sales, General and Administrative Expenses (SG&A)

Expenses in 3Q24 totaled R\$26.7 million, already excluding the effects of IFRS-16. In the nine-month period, expenses totaled R\$82.1 million, compared to R\$117.9 million in the same period last year. A reduction of R\$35.8 million, or 30%.

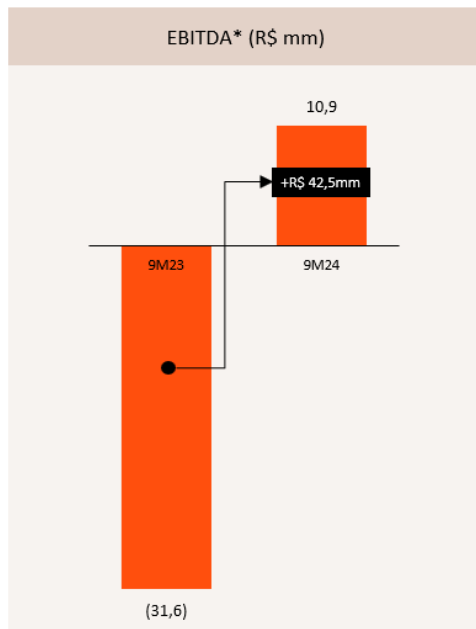
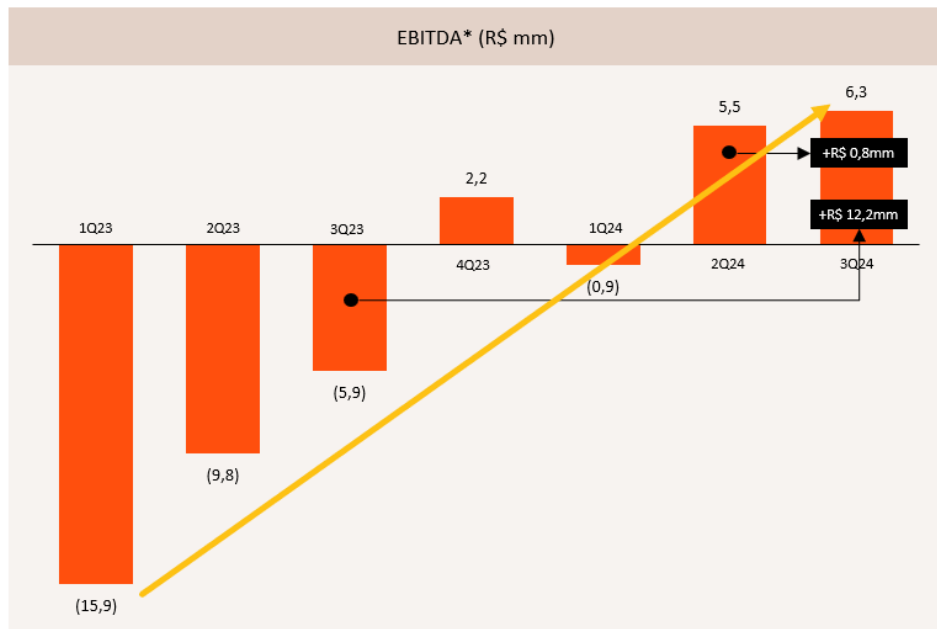
It is important to emphasize that the expense rationalization movement is a continuous and successful strategy for the Company, with substantial effects over time, as can be seen in the following graph:



EBITDA

EBITDA in 3Q24 was R\$6.3 million, already excluding the effects of IFRS-16. Compared to 3Q23, it is an improvement of R\$12.2 million; in 3Q23, EBITDA was negative by R\$5.9 million. In the accumulated result for the year, the evolution is even clearer: a growth of R\$42.5 million compared to the same period last year.

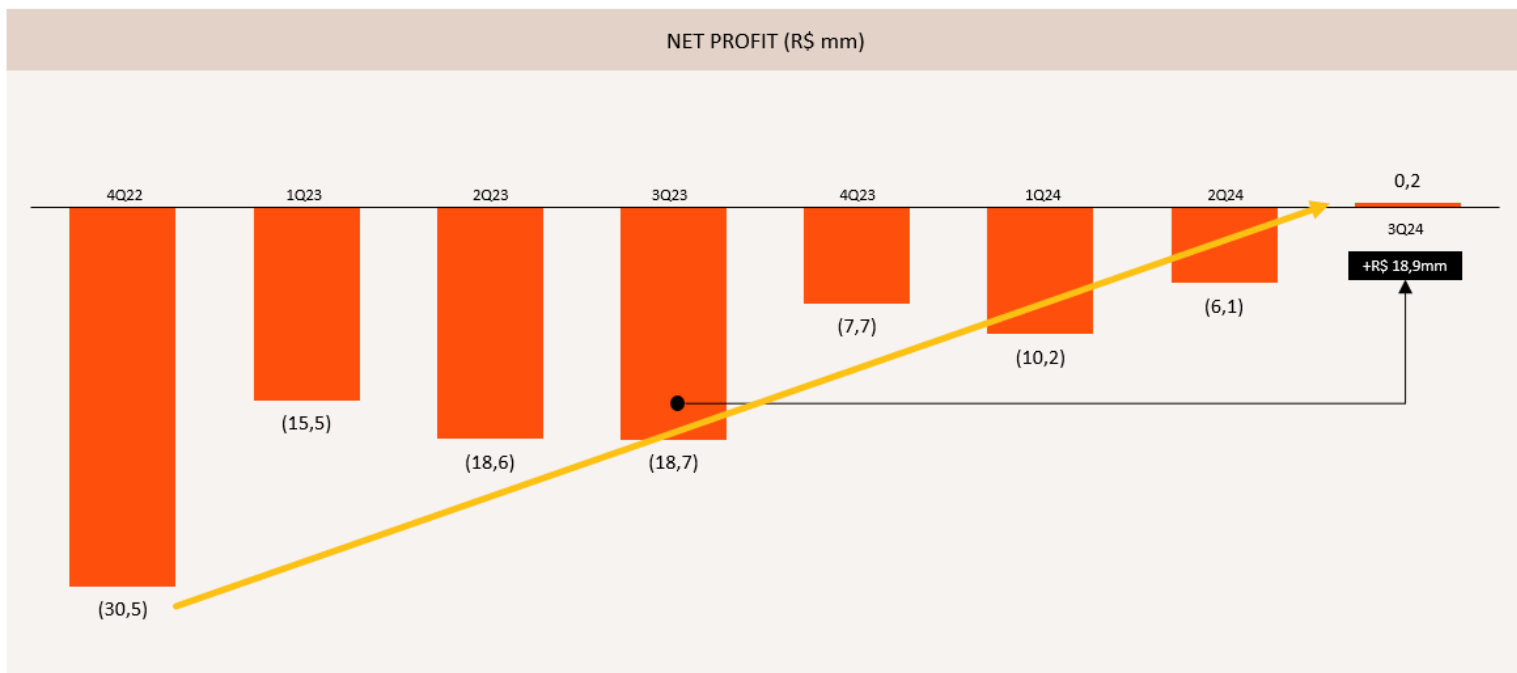
The evolution of this indicator is clear in the graph below, the result of significant growth in the Techfin business combined with rationalization of expenses.



*EBITDA excluding the effect of IFRS-16. EBITDA including this effect: R\$6.3 million in 2Q24, R\$6.1 million in 3Q24 and R\$11.5 million in 9M24.

Net Profit

In 3Q24 we had our first quarter with net profit since the IPO, with a profit of R\$0.2 million. This improvement reflects the several initiatives taken by the Management over the last few quarters, with operational efficiency, growth in the Techfin operation, and a constant focus on expenses, with substantial reductions in SG&A.



Annexes

Balance Sheets

(In thousands of Reais)

	Parent Company		Consolidated	
	09/30/2024	12/31/2023	09/30/2024	12/31/2023
ASSETS				
Current				
Cash and cash equivalents	410	27,017	11,905	50,877
Financial investments	13,547	27,085	31,344	44,587
Receivables from customers	-	-	21,288	33,166
Related parties ST	-	-	-	-
Taxes to recover	1,765	4,220	11,403	7,817
Advance payment to suppliers	284	240	1,242	1,535
Anticipated expenses	805	691	2,430	1,449
Other credits	84	115	1,772	1,371
Total current asset	16,895	59,368	81,384	140,802
Non-current				
Financial investment	7,706	1,250	15,612	12,010
Related parties	13,908	548	2,029	1,879
Judicial deposits	-	-	352	2,332
Investments	50,300	63,693	-	-
Fixed assets	-	-	1,169	1,641
Right of use - lease	-	-	1,214	-
Intangible assets	-	-	112,052	123,648
Total non-current assets	71,914	65,491	132,428	141,510
TOTAL ASSETS	88,809	124,859	213,812	282,312



3Q24 Results

Balance Sheets

(In thousands of Reais)

	Parent Company		Consolidated	
	09/30/2024	12/31/2023	09/30/2024	12/31/2023
LIABILITIES				
Current				
Loan, finance, and debentures	21,956	45,567	41,880	81,335
Payables account related to acquisition	690	2,593	1,822	4,431
Suppliers	728	662	26,406	43,349
Lease liabilities ST	-	-	498	-
Related parties	-	-	541	541
Advanced payments from customers	-	-	170	332
Labor liabilities	7,415	4,371	21,356	11,166
Taxes liabilities	87	40	1,289	2,996
Deferred revenue and premium to distribute	-	-	159,124	165,491
Derivative financial instruments payable	219	57	651	83
Accounts payables	3,405	12,103	19,688	28,595
Total current liability	34,500	65,393	273,425	338,319
Non-current				
Loan, finance, and debentures	28,294	7,095	40,894	19,870
Accounts payable acquisitions debt confession	-	-	13,930	13,930
Payables account related to acquisition	5,364	5,187	5,364	5,187
Lease liabilities LT	-	-	715	-
Advanced payments from customers	-	-	9,438	9,300
Labor liabilities	-	-	5,249	8,722
Taxes liabilities	-	-	130	268
Related parties LT	3,448	133	11,874	11,404
Deferred revenue and premium to distribute	-	-	98,075	102,606
Provision for administrative and judicial demands	-	-	643	2,640
Provision for investment losses	263,128	276,985	-	-
Total non-current liability	300,234	289,400	186,312	173,927
Shareholders' Equity, negative				
Capital stock	187,240	187,240	187,240	187,240
Capital reserve	151,380	151,380	151,380	151,380
Accrued losses	(584,545)	(568,554)	(584,545)	(568,554)
Total shareholders' equity, negative	(245,925)	(229,934)	(245,925)	(229,934)
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	88,809	124,859	213,812	282,312



3Q24 Results

Income Statement

(In thousands of Reais)

	Consolidated	
	01/01/2024 to 09/30/2024	01/01/2023 to 09/30/2023
Net revenue	114,934	101,038
Operational cost	(22,267)	(14,715)
Gross Profit	92,667	86,323
Commercial expenses	(13,009)	(23,443)
General and administrative expenses	(98,390)	(116,206)
Other operational expenses/revenue	8,750	(136)
Equity	-	-
Profit (loss) before financial result	(9,982)	(53,462)
Financial expense	(17,462)	(26,695)
Financial revenue	11,579	28,164
Loss before income tax and social contribution	(15,865)	(51,993)
Tax and social contribution	(126)	(814)
Net (Profit) Loss	(15,991)	(52,807)
Loss per share – basic and diluted (in R\$)	(1.21)	(0.40)