



1. Message from the Management

Dotz completes the setup of its new ecosystem and records positive EBITDA in 4Q23

The company fulfilled the commitment made in its IPO, setting up a new complete serial monetization ecosystem, with Loyalty by Coalition, SuperApp and Financial Products, all functional and ready to scale.

São Paulo, March 2024 - Dotz, a business ecosystem that has Loyalty by Coalition, SuperApp and Techfin, releases its results for the fourth quarter of 2023, with great news at the very end of the first post-IPO cycle. The Company recorded a positive EBITDA of R\$2.2 million in the fourth quarter of the year, improving its result by R\$26.8 million compared to 4Q22, showing a new level of profitability for the company. The increase in financial services revenue with higher gross margin and sustained financial discipline in managing costs and expenses, which has been falling steadily in recent cycles, were mainly responsible for this result. In 4Q23, general and administrative expenses represented 43% of Net Revenue, while in 4Q22 they represented 75%, a significant improvement of 32 percentage points.

In recent years, the Company has built its positioning facing its model evolution, moving from a purely loyalty Company to a full business ecosystem, with investments in its SuperApp and Techfin - offering credit and loans to the Brazilian middle class, without carrying the business's credit risk on its balance sheet - complementary areas so that the market can move consistently and faster.

“Our main objective is to continue positively impacting consumers’ income and purchasing power through our solutions. And for this to happen, our focus is to continue strengthening our ecosystem, with the Loyalty by Coalition front becoming increasingly consistent and maintaining the exponential growth of SuperApp, which will continue to allow more interaction and monetization. We have also invested in techfin products, such as Dotz *Parcela* (Dotz Installment), which is in soft launch testing, and which have proven, in practice, to be very profitable and ready to scale. This set of factors has been important for us to robustly advance our revenues outside of Loyalty, which increased the gross margin and expanded the ecosystem's total revenue”, says Roberto Chade, Co-founder and Dotz CEO.

Thus, with its business evolving, Company has achieved consistency in its latest results, reaching a gross profit of R\$32.6 million in the fourth quarter of 2023 with 46% margin, up 3 p.p. margin when compared to 4Q22. The increase is mainly due to the greater share of the Techfin front, which in the fourth quarter of 2022 jumped from 16% of billings, to 24% in the fourth quarter of the last year.

For 2024, Dotz is towards improving profitability, increasing the penetration of its products (SuperApp, Marketplaces and Techfin) and advancing Cross Sell, taking advantage of its large base of registered customers, to further increase the company's revenue, maintaining the path to operational breakeven.

4Q23 Highlights:

• **4Q23 Breakeven EBITDA:**

- **Gross Profit:** R\$ 32.6 million, up 3% compared to 3Q23 and down 4% vs 4Q22, with 46% margin. In the year, it reached R\$ 119 million, with a margin of 47% (+3.0 p.p. YoY).
- The increase in margin was due to the greater share of Techfin (financial services), which represented 16% in 4Q22, rising to 25% in 3Q23 and 24% in 4Q23; In the annual comparison, we went from 13% to 22%, an increase of 9 percentage points.
- **Operating expenses:** We ended the period at R\$ 30.4 million, 19% drop compared to 3Q23, and -47% compared to 4Q22. In the year, the drop was 28% (to R\$ 148.3 million). The results record efficiency gains throughout 2023.

• **Dotz Parcela Launching:**

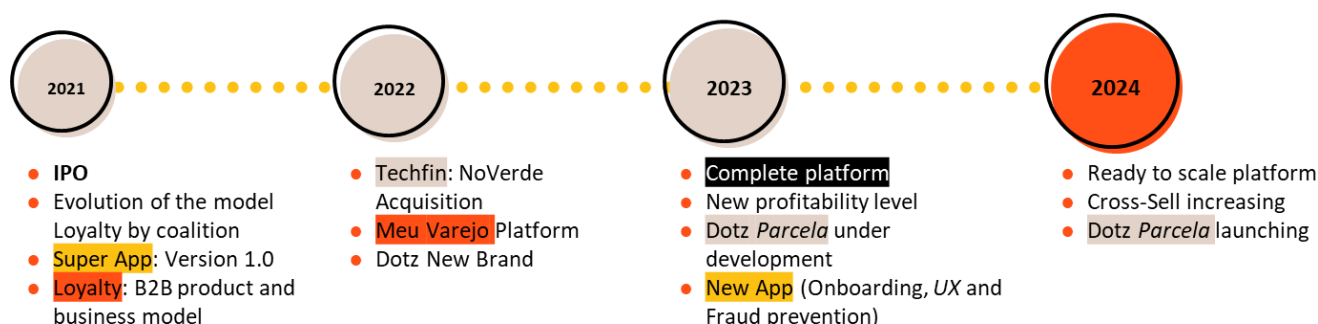
- The product is already being tested with our partners.
- It represents the funnel of our products in full: physical retail customers (Loyalty) digitalized on the SuperApp (where they can see Dotz Parcela availability and make installment payments) and use the credit made available by our payment platform TechFin.

• **Techfin – financial services:**

- Credit: R\$77 million origination, flat compared to 3Q23. Year-to-date, origination represented R\$287mm over the 12 months of 2023.
- Return on FIDC shares of 177% of the CDI in 4Q23, and 151% of the CDI in 2023 (compared to 20% of the CDI in 2022).
- Finally, in 4Q23 the FIDC carried out an additional round of funding, with +R\$44 million, which will be used for credit origination.

2. Operational Highlights

In 2023, the main highlight is the completion of the ecosystem setup, with Loyalty, our SuperApp and Financial Products in Techfin. We have evolved from an already disruptive coalition loyalty model to an engagement platform with concrete results and unique competitive advantages.



At **Loyalty**, we have a high-impact purpose (generating extra income for our customers) that allows us to acquire customers for our ecosystem. At Loyalty, we have partners in the Banking and Retail segments. In 2023, we will further increase our coalition model, with new partners such as C6, Bob's and Supermercado Tropical.

Banks:

We ended 2023 with R\$17.6 million billings in Promotional Campaigns carried out in partnership with financial institutions. After a more challenging year, with changes at the top of our main financial institution partners, we can maintain our successful strategy in 2024, with greater stability and promising campaigns, such as OuroAgro BB and Quero Ourocard (already carried out in past years).

In 4Q23, we finalized our new commercial partnership with C6 Bank. Bank customers can now transfer C6 Átomos points to Dotz.

Retail:

In 2023, the volume of exchanges carried out at the POS reached 58%, compared to 43% in 2022, highlighting customer engagement at the point of sale. Since the second quarter of 2023, we have seen a constant progression, driven by the expansion of exchange options with our partners. In addition to exchanging vouchers or discounts on purchases, customers can exchange for specific products (SKUs). Among the advantages for Dotz of this new solution, we highlight the opportunity for more favorable negotiations for specific products and sectors, which guarantees greater promotional effectiveness. Additionally, we see the potential of this engagement channel for the digitalization of customers in the future.

We have implemented continuous improvements to the "Meu Varejo" platform, aiming to speed up and improve the performance of industry-specific product activations at Dotz partners' POS. With the new features, both the industry and the retailer now have a simpler and faster view of campaign results, providing greater operational efficiency and faster insights.

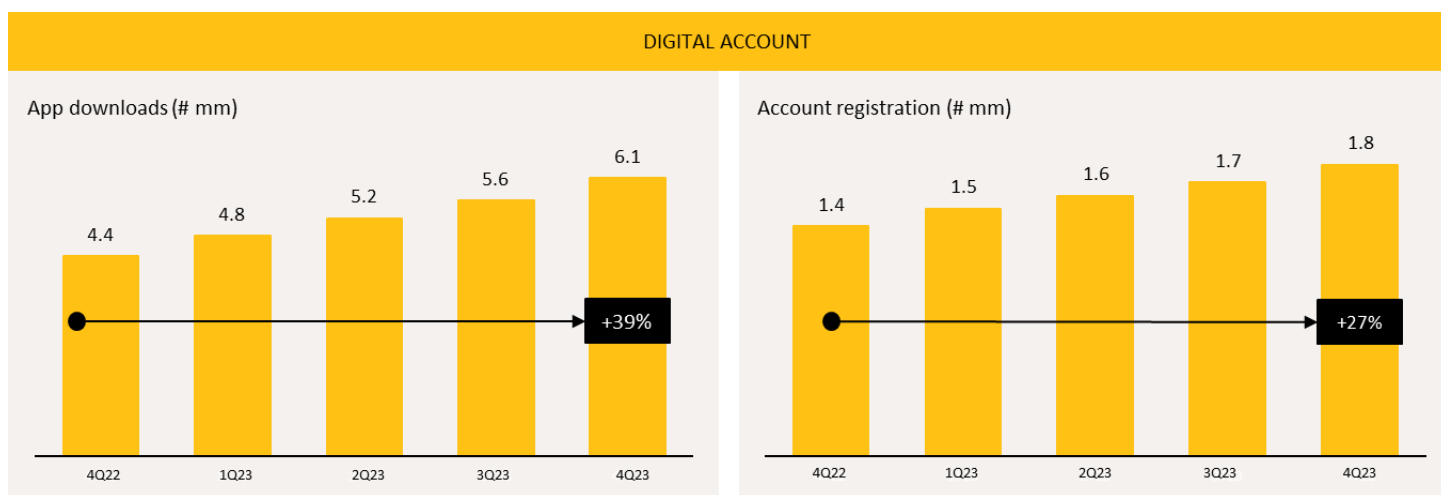


4Q23 | 2023 Results

At **SuperApp**, 2023 was marked by several investments in structural improvements (security, UX, among others). These improvements have improved our customer perception of value, as we can see from the ratings given to SuperApp on the Android (4.1 out of 5) and iOS (4.3 out of 5) platforms.



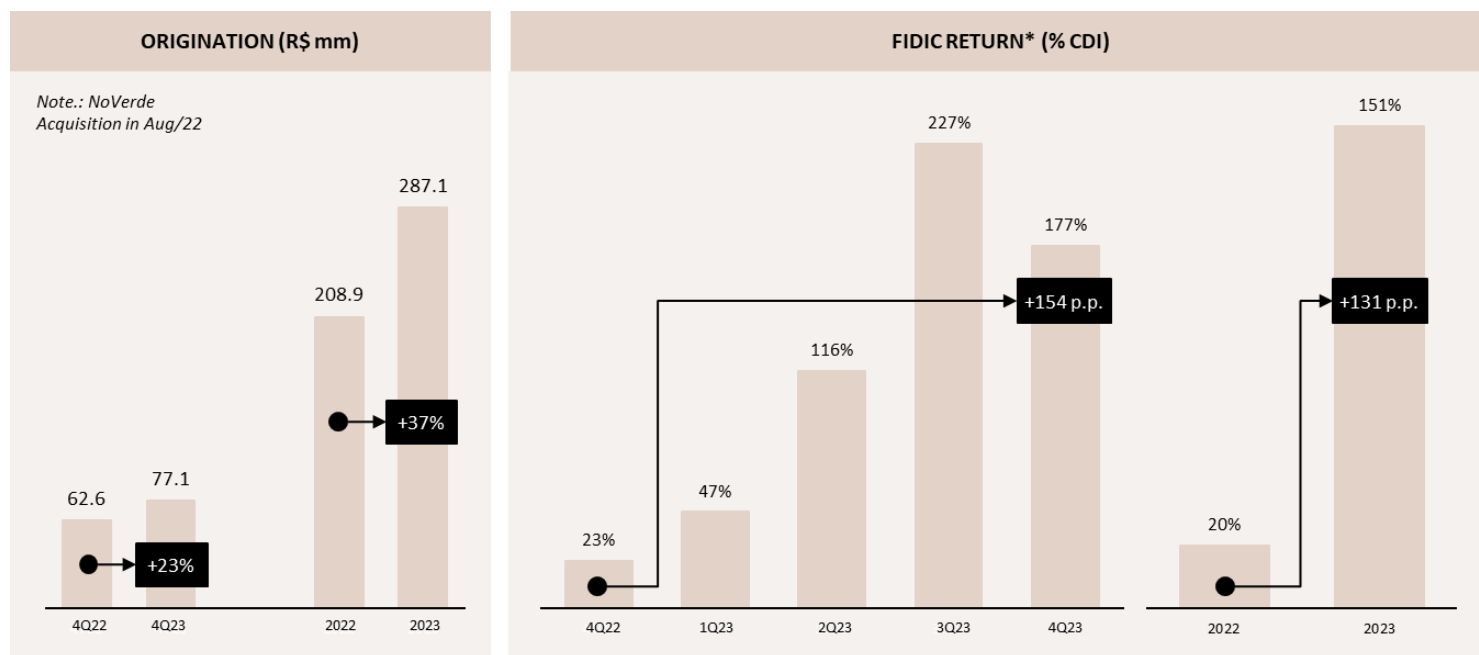
In 4Q23, the download base reached 6.1 million and the accounts registration base reached 1.8 million.



On the **Techfin – Financial Products** front, we ended 4Q23 with R\$77 million in credit origination, growth of 23% compared to the same period in 2022. In 2023, a total of R\$287 million of credit was originated.

In 2022 and during 2023, several improvements were made to unlock the return potential of the Personal Loan product. The improvements implemented in credit policies since the acquisition of Noverde (in Aug/22), enhanced by the exploration of data collected in the coalition, were fundamental in ensuring a change in origination levels and significant improvements in credit quality. The credit portfolio originated on the Dotz/NoVerde platform has been improving exponentially throughout 2023, with a direct impact on the return on FIDC¹ investor shares.

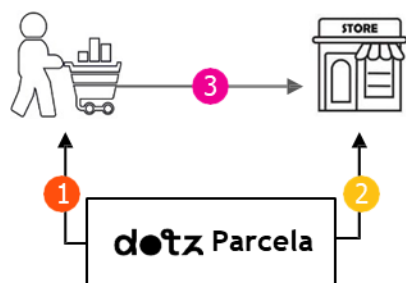
We reinforce that our strategy on the credit front is asset light, that is, we have no exposure to credit risk on our balance sheet and, consequently, origination is made possible through a partner FIDC. It is important to highlight that, still in 4Q23, the partner FIDC raised R\$44 million to guarantee the continued origination of credit by Dotz/NoVerde, in yet another clear demonstration of the attractiveness and profitability of the portfolio being originated with technology and 100% proprietary Dotz credit analysis.



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

Still at Techfin – Financial Products, we are already testing the new product called *Dotz Parcela* (a form of BNPL- Buy now pay later). The product was designed to be a credit alternative for a pre-approved Dotz customer base with a direct offer at the POS, that is, 100% included in the consumption journey.

The product is already being tested by our partners part of the Dotz coalition base, with a specific funding structure. Usability and market-fit are already proven; with our platform now complete, we are prepared to further scale this product across our ecosystem.



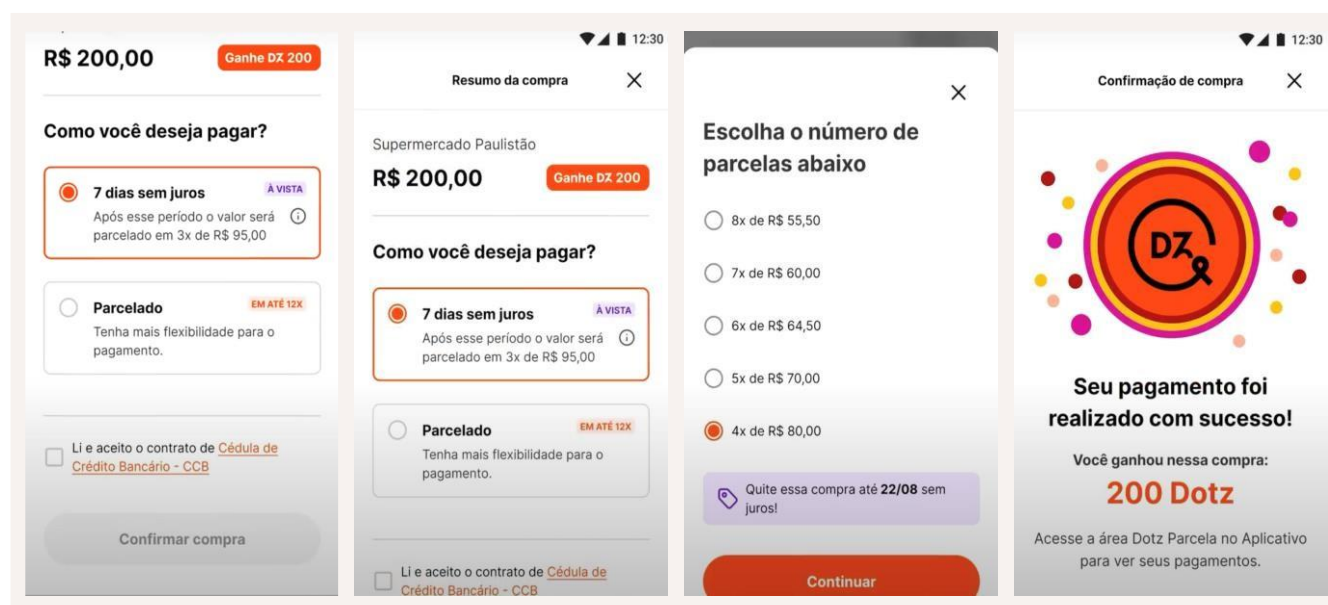
Benefits for the Partner

- MDR Economics
- Zero credit risk
- +Sales: increase in frequency and ticket
- Payment in installments at POS

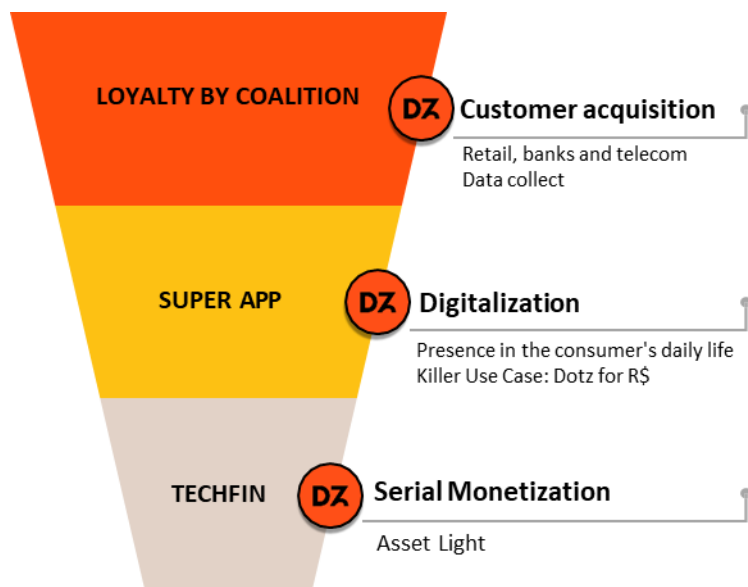
Benefits for the Customer

- Flexibility: 7 days interest-free or up to 8 installments
- Convenience: simple payment
- Increased purchasing power

- 1 Product available for pre-approved Dotz base
- 2 Partner offers Dotz Parcela as an alternative payment
- 3 Partner receives the full purchase price and customer pays in installments



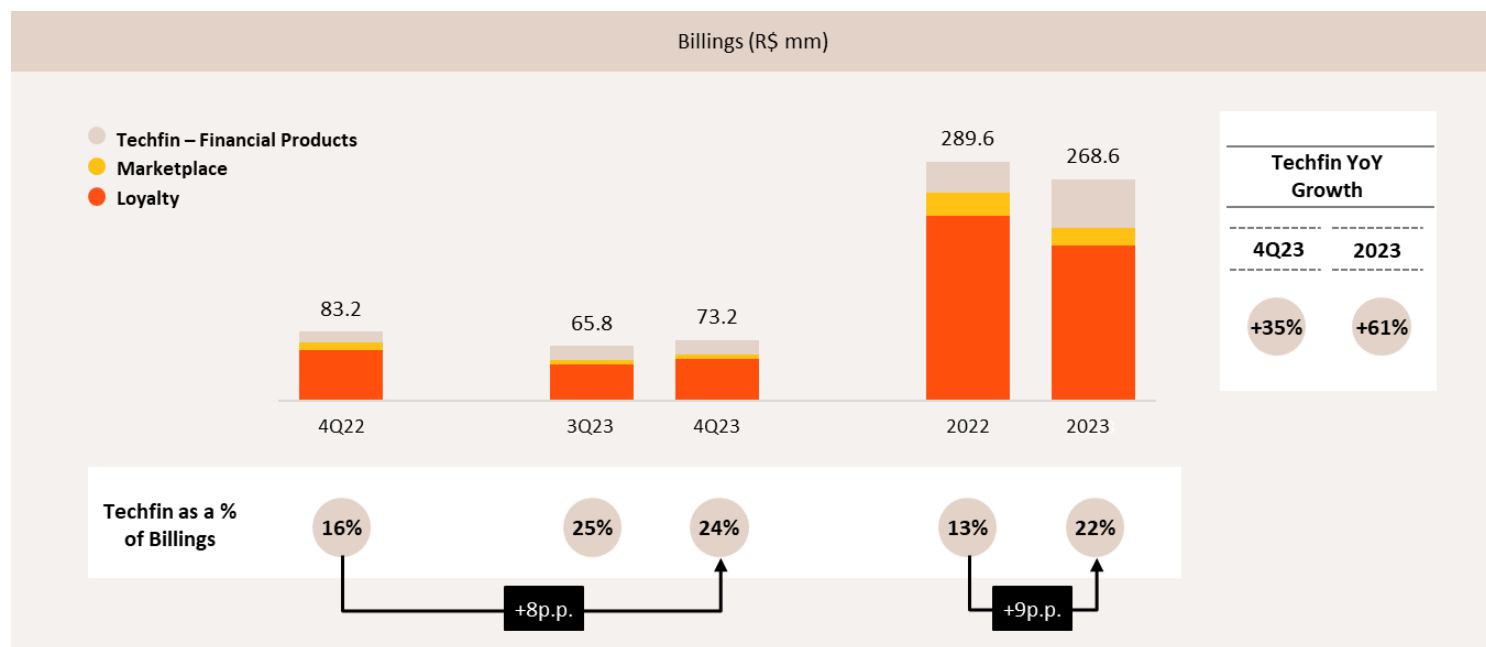
With the relevant developments we achieved not only in 2023, but since the IPO, Dotz is prepared to scale the funnel strategy completely. Acquiring customers through Loyalty by Coalition, digitizing these customers through SuperApp and monetizing with financial products from Techfin.



Regarding the estimate, disclosed in the Company's Reference Form, it is important to highlight that the expectation of an EBITDA equal to or greater than zero in 4Q23 was met, as we obtained an EBITDA of R\$2.2 million in the last quarter of the year.

3. Financial Highlights

Billings



	4Q22	3Q23	4Q23	4Q23 vs 3Q23	4Q23 vs 4Q22	2022	2023	2023 vs 2022
Billings								
Loyalty	61.0	44.1	50.5	14.6%	-17.3%	224.3	187.9	-16.2%
Marketplace	9.1	5.2	4.9	-6.0%	-45.7%	28.5	21.4	-25.0%
Techfin	13.1	16.5	17.7	7.4%	35.2%	36.8	59.2	61.1%
Total Billings	83.2	65.8	73.2	11.2%	-12.1%	289.6	268.6	-7.3%

We ended 4Q23 with R\$73.2 million in billings and in 2023 we ended with R\$268.6 million. The highlight is the evolution of Techfin, which grew 35.2% compared to 4Q22 and 61.1% in the annual comparison. Techfin's share grew from 16% in 4Q22 to 24% in 4Q23. In the annual comparison, the evolution is even clearer: we grew from a share of 13% in 2022 to 22% in 2023, an increase of 9 percentage points.

Still in Techfin, we can highlight the upside generated by good credit performance. Even in quarters without growth in origination, we can see an increase in billings resulting from this other source of revenue.

Net Revenues before Redemption Cost

	4Q22	3Q23	4Q23	4Q23 vs 3Q23	4Q23 vs 4Q22	2022	2023	2023 vs 2022
Net Revenue								
Breakage	13.4	13.4	13.3	-0.7%	-0.6%	54.0	53.4	-1.1%
Spread	10.6	10.4	10.3	-0.5%	-2.9%	45.5	41.5	-8.9%
Redemption	46.3	27.8	37.1	33.5%	-20.0%	174.6	126.5	-27.6%
Services and fees	12.5	16.7	15.4	-8.1%	22.4%	28.3	52.8	86.5%
Sales taxes and deductions	(5.6)	(5.6)	(5.7)	2.5%	1.6%	(20.3)	(21.4)	5.4%
Net Revenue before redemption	77.3	62.7	70.3	12.2%	-9.0%	282.1	252.7	-10.4%
Redemption costs	(39.3)	(26.6)	(32.7)	23.1%	-16.7%	(143.0)	(114.0)	-20.3%
Net Revenue	38.0	36.1	37.6	4.2%	-1.0%	139.1	138.7	-0.3%

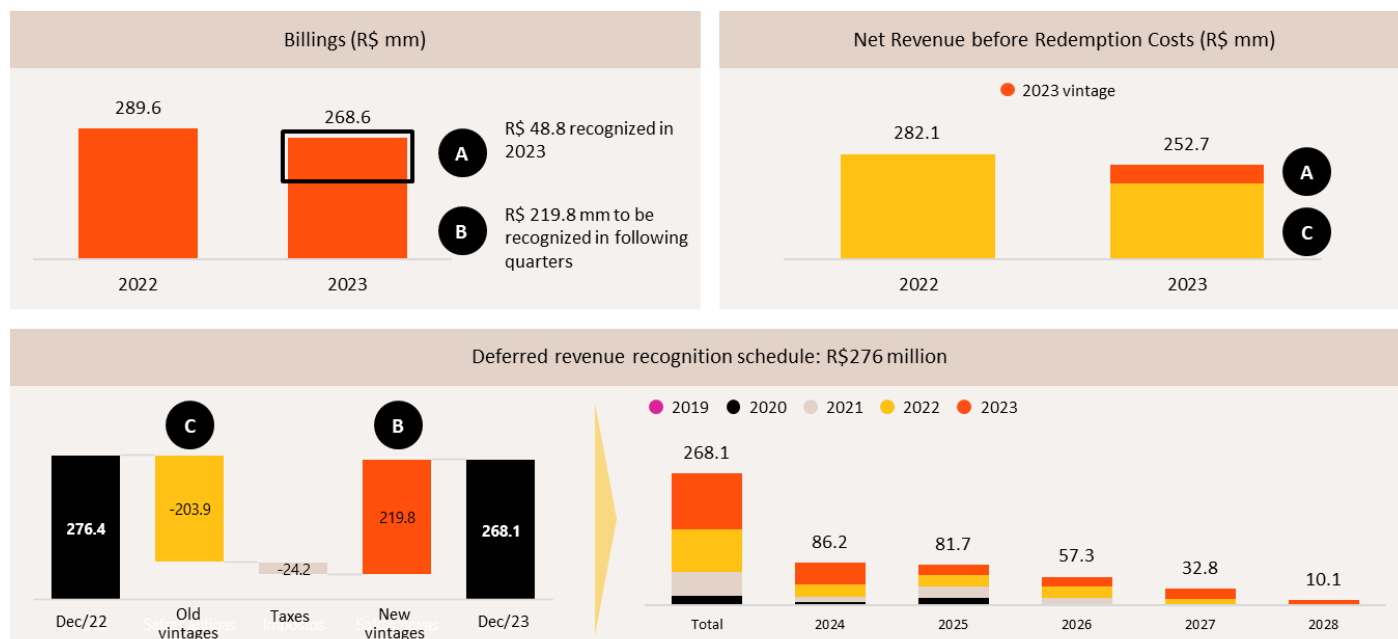
Net revenue before redemptions was R\$70.3 million in 4Q23, stable compared to 4Q22 and slight growth of 4.2% when compared to 3Q23. In the annual comparison, net revenue before redemptions fell 10.4%. The annual comparison was affected by the lower proportion of Promotional Campaigns in 2023, when compared to 2022.

It is also important to highlight that, with the increase in the share of revenue from TechFin, the share of the portion of non-deferred revenue reached the level of 27% in 3Q23 against 14% in 3Q22 and 22% in 2Q23. 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 in 48 months (Dotz point expiration period), billings made in the period are accounted as deferred revenue.

Of the R\$182.3 million in accounting revenue recorded in 9M23, R\$38.98 million were generated in the period (see component A). Component B, shown in the revenue graph, now forms part of deferred revenue and will be accounted in the following quarters. Component C refers to revenue from old vintages. The deferred revenue balance in September 2023 was R\$272 million. Only the portion referring to rewards to be distributed makes up a real liability, therefore, R\$190 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

	4Q22	3Q23	4Q23	4Q23 vs 3Q23	4Q23 vs 4Q22	2022	2023	2023 vs 2022
Gross Profit and Gross Margin								
Net Revenue	38.0	36.1	37.6	4.2%	-1.0%	139.1	138.7	-0.3%
Operational cost	(4.7)	(4.5)	(5.0)	11.1%	4.9%	(14.8)	(19.7)	32.9%
Gross Profit	33.2	31.6	32.6	3.3%	-1.8%	124.3	119.0	-4.3%
Gross margin	43.0%	50.5%	46.4%			44.1%	47.1%	

We ended 4Q23 with a gross profit of R\$32.6 million, up 3.3% compared to 4Q22 and a gross margin in the period of 46.4%, leveraged by the Techfin front. In the annual comparison, gross profit was R\$119 million, a drop of 4.3%, but with a significant increase in gross margin: from 44.1% in 2022 to 47.1% in 2023, an increase of 3.0 percentage points. This increase reflects the Techfin front, which has above-average margins and boosts our profitability.

Sales, General and Administrative Expenses

Expenses in 4Q23 totaled R\$30.4 million, a significant drop when compared to 4Q22, when expenses totaled R\$57.8 million (a reduction of 47%). Compared to the previous quarter, the reduction was 19%. This result was possible due to the optimization of expenses carried out since the end of 2022 and throughout 2023.

	4Q22	3Q23	4Q23	4Q23 vs 3Q23	4Q23 vs 4Q22	2022	2023	2023 vs 2022
SG&A								
Personal	(33.7)	(25.0)	(17.8)	-28.8%	-47.3%	(110.7)	(91.7)	-17.1%
Technology	(3.6)	(3.4)	(3.7)	10.5%	4.3%	(20.4)	(18.2)	-10.8%
Marketing	(5.4)	(4.7)	(4.7)	0.3%	-12.9%	(24.1)	(16.4)	-32.1%
Services	(10.8)	(3.4)	(3.7)	7.9%	-66.1%	(33.0)	(14.5)	-56.0%
Others	(4.4)	(1.2)	(0.6)	-49.6%	-85.9%	(17.7)	(7.6)	-57.4%
Total SG&A	(57.8)	(37.6)	(30.4)	-19.0%	-47.4%	(205.9)	(148.3)	-28.0%

EBITDA

EBITDA in 4Q23 was R\$2.2 million, a turning point in the Company's trajectory. This was the Company's first positive EBITDA since the IPO, which shows more clearly the investment trajectory we have been on in recent years and the beginning of a journey towards profitability from these investments made.



Annexes

Balance Sheets

(In thousands of Reais)

	Parent Company		Consolidated	
	12/31/2023	12/31/2022	12/31/2023	12/31/2022
ASSETS				
Current				
Cash and cash equivalents	27,017	156,166	50,877	166,547
Financial investments	27,085	15,752	44,587	35,955
Receivables from customers	-	-	33,166	35,018
Related parties	-	-	-	1,662
Taxes to recover	4,220	5,027	7,817	8,725
Advance payment to suppliers	240	-	1,535	331
Anticipated expenses	691	383	1,449	841
Derivative financial instruments	-	726	-	726
Other credits	116	19	1,371	1,623
Total current asset	59,368	178,073	140,802	251,428
Non-current				
Financial investment	1,250	-	12,010	3,891
Related parties	548	-	1,879	1,511
Judicial deposits	-	-	2,332	2,173
Investments	63,693	64,613	-	-
Fixed assets	-	-	1,641	2,286
Intangible assets	-	-	123,648	132,817
Total non-current assets	65,491	64,613	141,510	142,678
TOTAL ASSETS	124,859	242,686	282,312	394,106



4Q23 | 2023 Results

Balance Sheets

(In thousands of Reais)

	Parent Company		Consolidated	
	12/31/2023	12/31/2022	12/31/2023	12/31/2022
LIABILITIES				
Current				
Loan, finance, and debentures	45,567	31,306	81,335	58,887
Payables account related to acquisition	2,593	4,487	4,431	4,487
Suppliers	662	2,519	43,349	48,792
Related parties	-	6,559	541	550
Advanced payments from customers	-	-	332	336
Labor liabilities and social contribution	4,371	3,368	11,166	24,900
Taxes liabilities	40	148	2,996	4,893
Deferred revenue and premium to distribute	-	-	165,491	171,032
Derivative financial instruments payable	57	-	83	-
Accounts payables	12,103	33,080	28,595	48,857
Total current liability	65,393	81,467	338,319	362,734
Non-current				
Loan, finance, and debentures	7,095	33,967	19,870	44,082
Payables account related to acquisition	5,187	4,939	19,117	20,589
Advanced payments from customers	-	-	9,300	8,617
Taxes liabilities	-	-	268	1,460
Labor liabilities and social contribution	-	-	8,722	5,871
Related parties	133	-	11,404	12,063
Deferred revenue and premium to distribute	-	-	102,606	105,372
Provision for administrative and judicial demands	-	-	2,640	2,749
Provision for investment losses	276,985	291,744	-	-
Total non-current liability	289,400	330,650	173,927	200,803
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	(568,554)	(508,051)	(568,554)	(508,051)
Total shareholders' equity, negative	(229,934)	(169,431)	(229,934)	(169,431)
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	124,859	242,686	282,312	394,106



4Q23 | 2023 Results

Income Statement

(In thousands of Reais)

	Consolidated	
	12/31/2023	12/31/2022
Net revenue	138,661	139,111
Operational cost	(19,692)	(14,813)
Gross Profit	118,969	124,298
Commercial expenses	(32,110)	(44,165)
General and administrative expenses	(146,628)	(184,520)
Other operational expenses/revenue	1,276	(427)
Equity	-	-
Profit (loss) before financial result	(58,493)	(104,814)
Financial expense	(33,614)	(27,109)
Financial revenue	31,742	37,512
Loss before income tax and social contribution	(60,365)	(94,411)
Tax and social contribution	(138)	(784)
Net (Profit) Loss	(60,503)	(95,195)
Loss per share – basic and diluted (in R\$)	(4.57)	(7.19)