



RESULTS PRESENTATION

2Q24

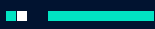
August 14, 2024



Disclaimer



The statements contained in this document related to business prospects, projections on operating and financial results and those related to LWSA S/A's growth perspectives are merely projections and, as such, are based exclusively on the expectations of the Board about the future of the business. These expectations depend materially on market conditions, the performance of the Brazilian economy, the sector and international markets and, therefore, are subject to changes without notice. All variations presented here are calculated based on numbers in millions of reais (unless otherwise stated), as well as rounding. This performance report includes accounting and non-accounting data such as operational, organic and pro forma financial data and projections based on the expectations of the Company's Management. The non-accounting data have not been reviewed by the Company's independent auditors



Fernando Cirne
CEO

lwsa

A large, bold, white lowercase logo 'lwsa' with a slight shadow effect, positioned on the right side of the slide.

Messages of the quarter

1

Fundamentals remain solid

2

Margins and cash generation continue to expand

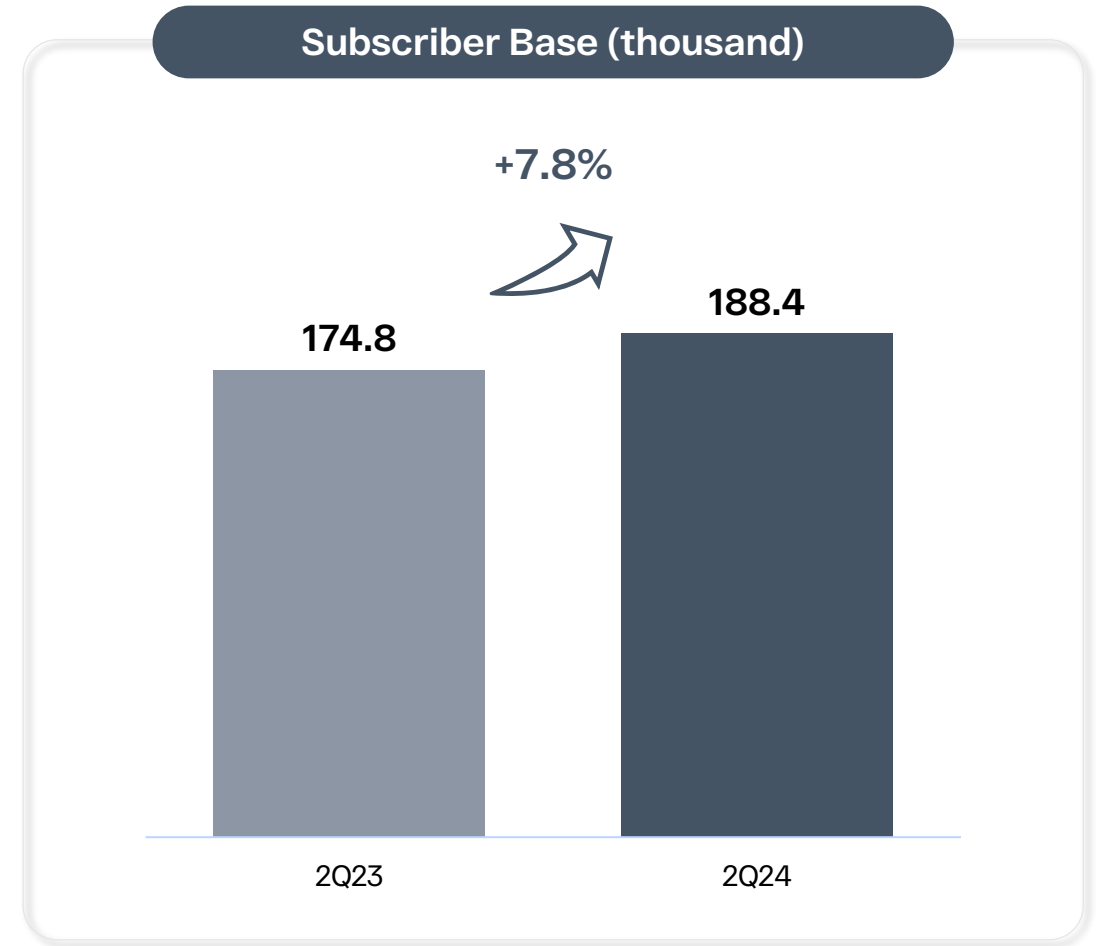
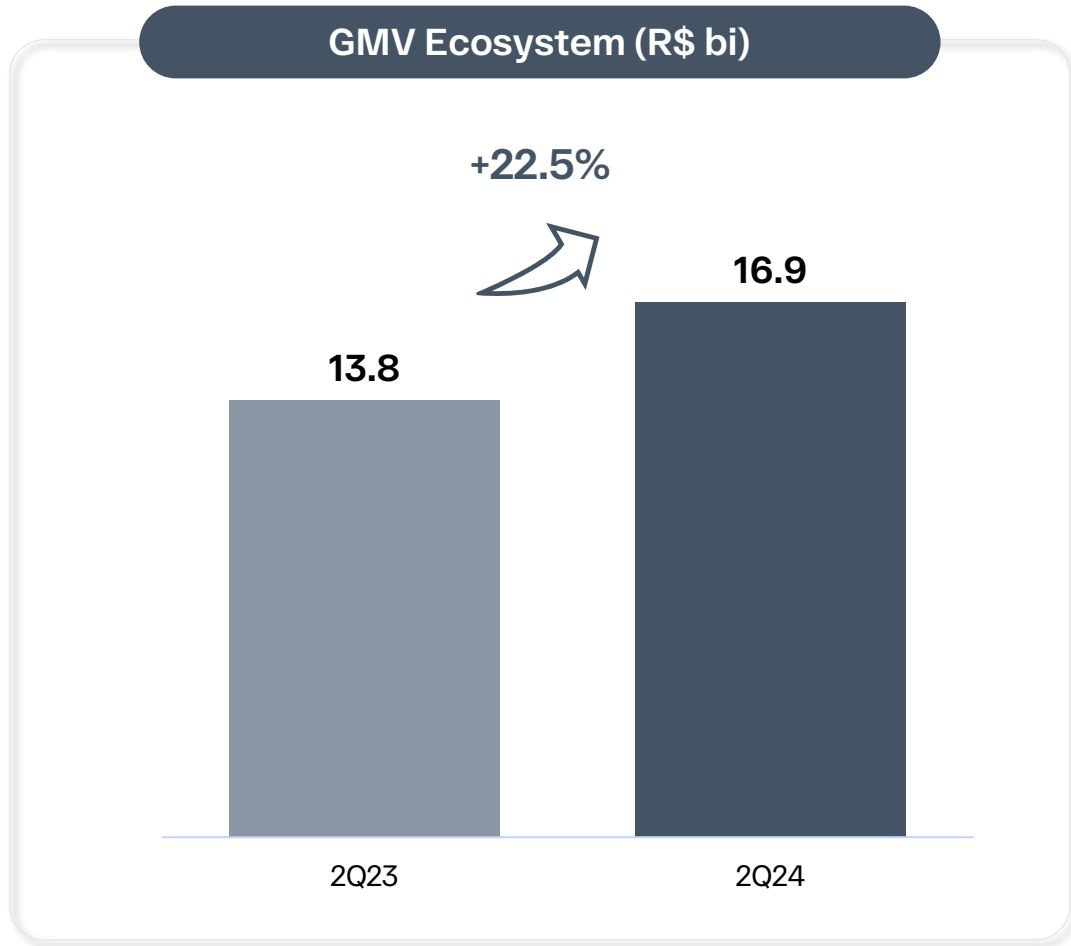
3

Focus on growth acceleration

4

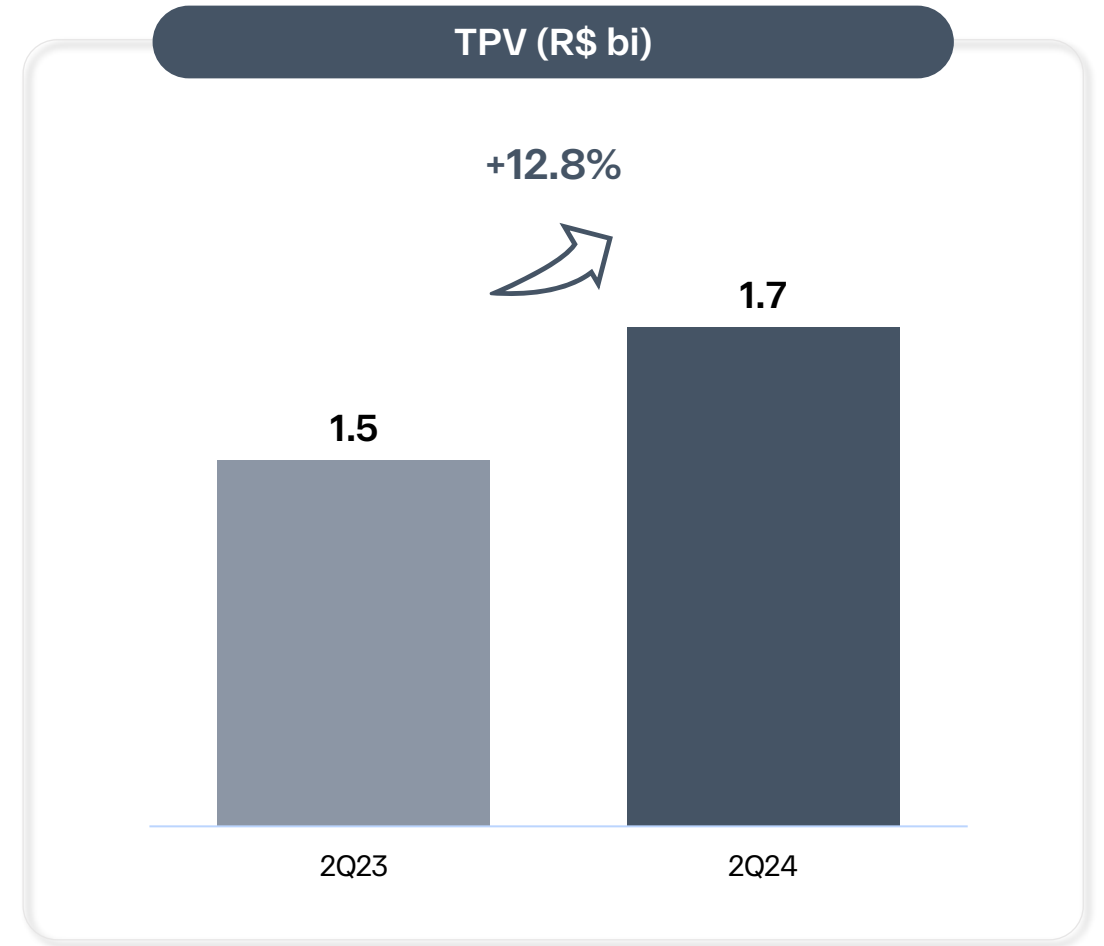
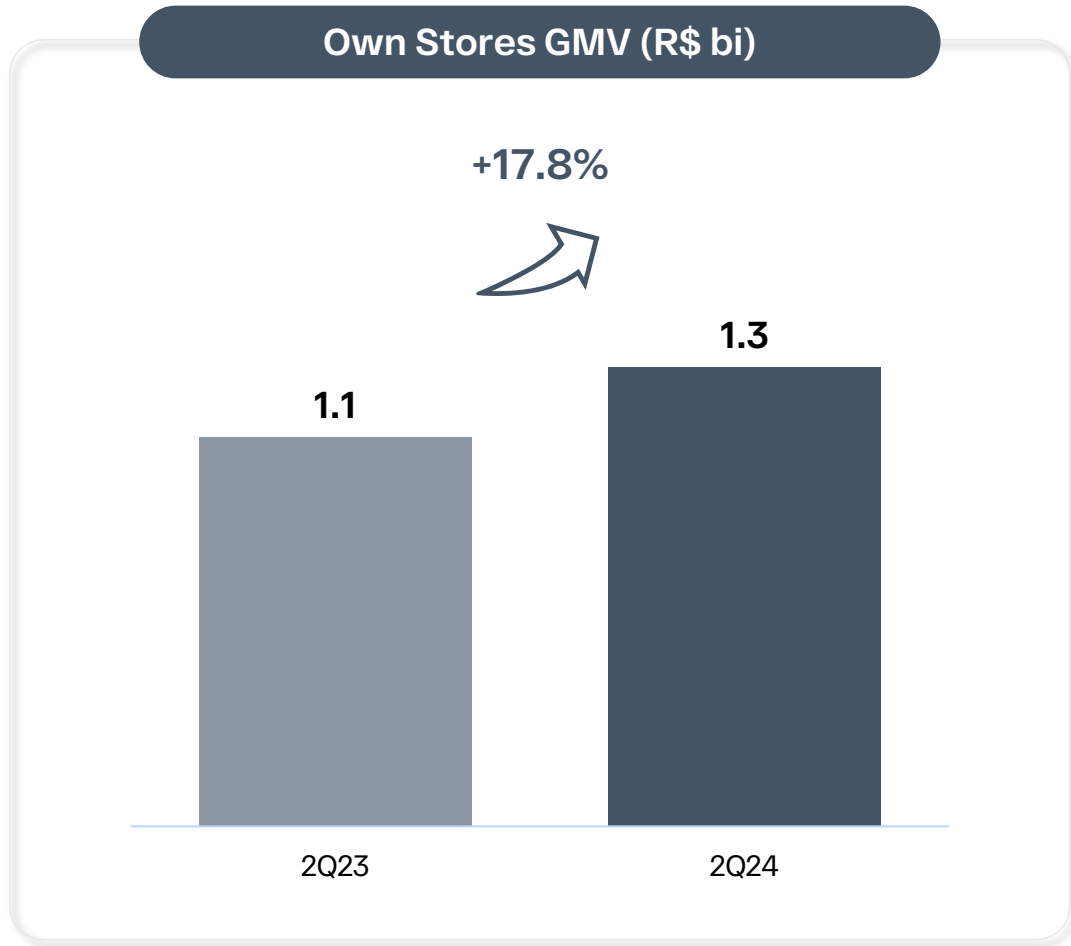
Capital Allocation

1 Fundamentals remain solid (1/2)

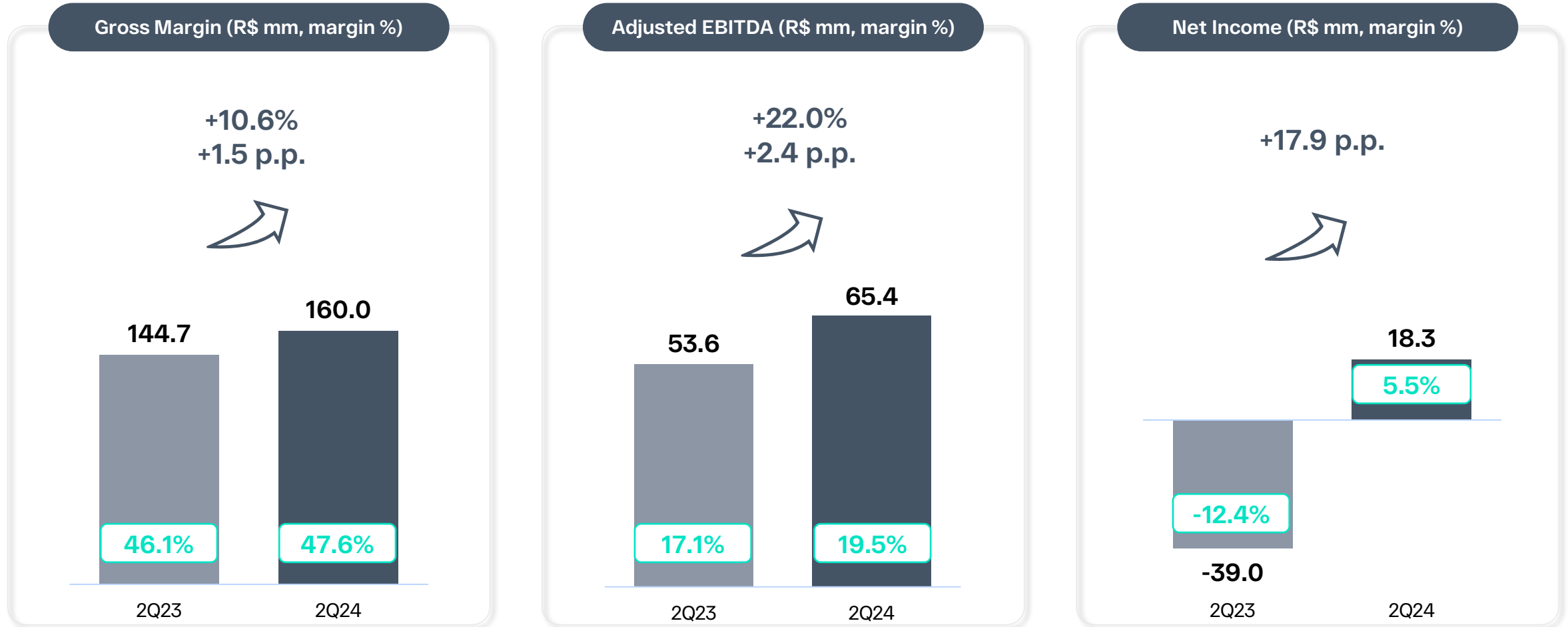


Platform Subscription Revenue (+21.7%)

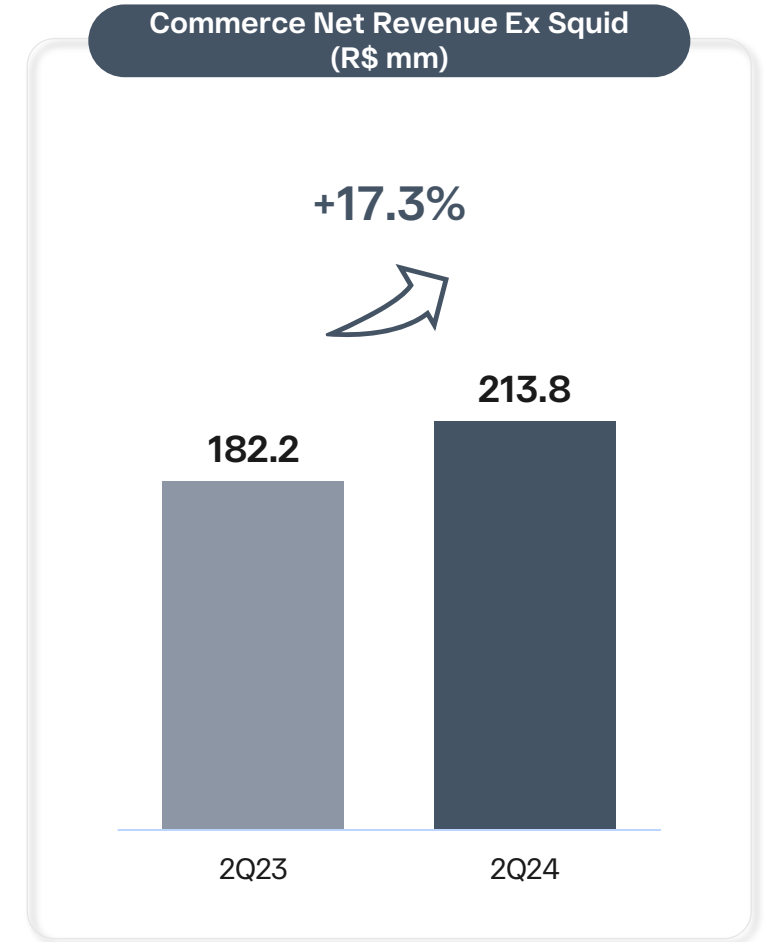
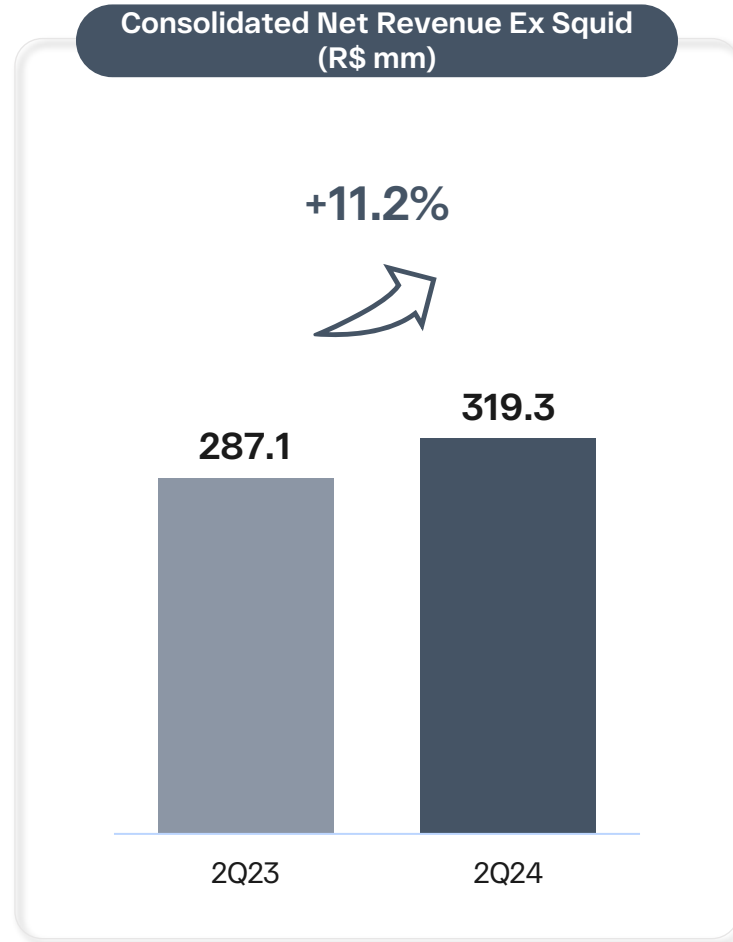
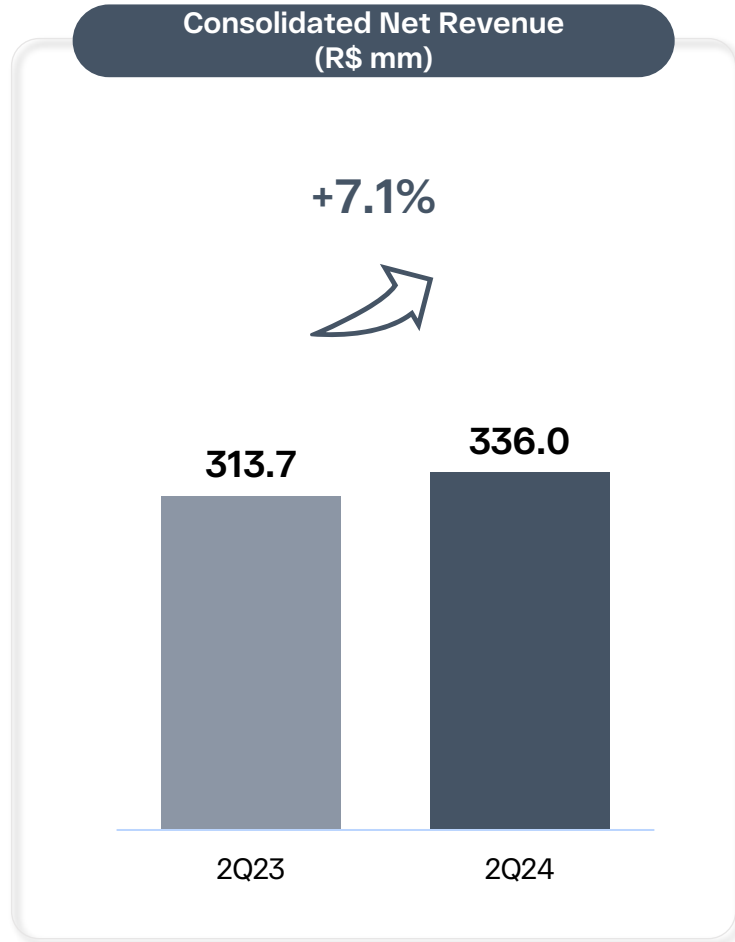
1 Fundamentals remain solid (2/2)



2 Margins and cash generation continue to expand



3 Focus on growth acceleration



3 Focus on growth acceleration

1

TAM Expansion (Wake)

- First year of operation
- Acquisition of important clients

2

Pricing

- Strategic moves in several companies of the group
- I.e.: Bling and Melhor Envio

3

Cross-selling

- Important advances in logistic and POS
- Omnichannel Integration

4

Financial Services

- Bacen approval for us to operate as a Payment Institution
- Consolidation of teams from 4 UNs – LWSA Fintech
- Launch of new products

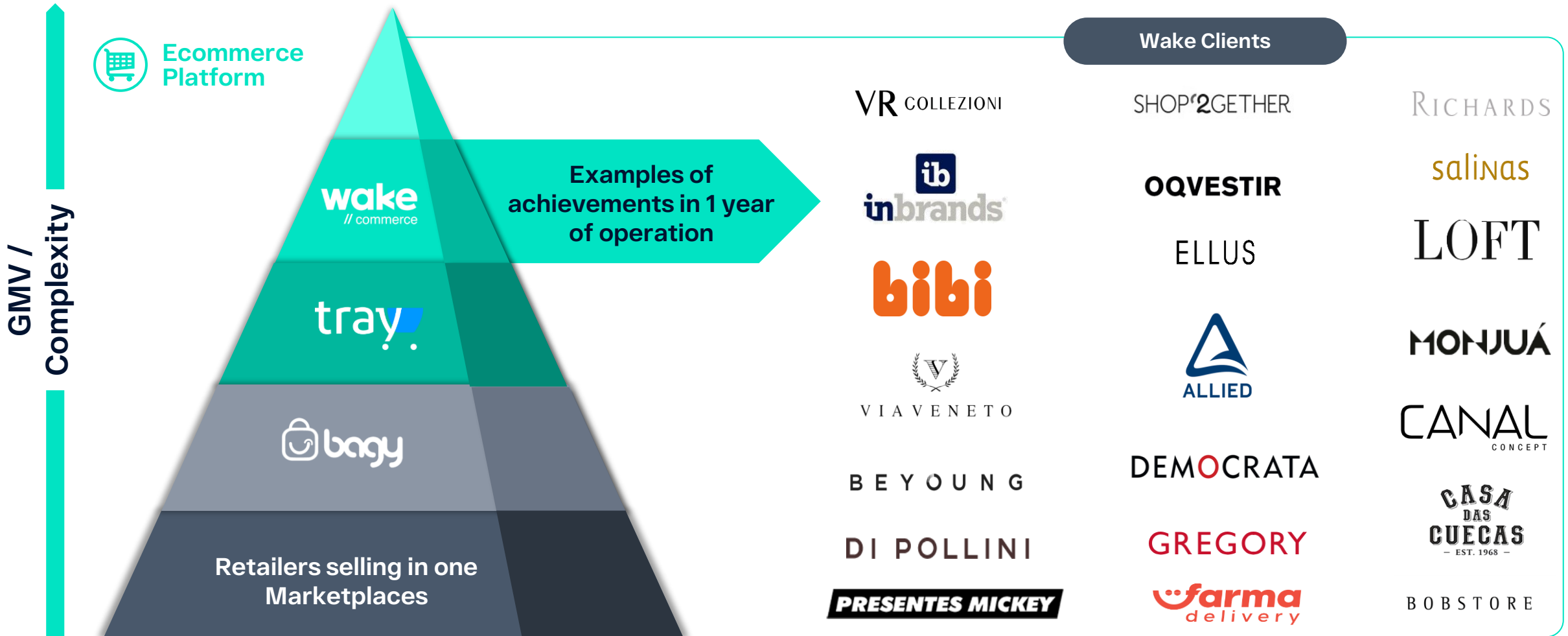
5

Squid

- Restructured operation
- Revenue growth in QoQ comparison
- Improvement in the operating margin

Initiative Status

3 Focus on growth acceleration – Wake



3 Focus on growth acceleration – Financial Services within LWSA environment

By becoming an IP, we unlock the launch of more products within the LWSA Fintech strategy

LWSA Clients on Financial Services



4 Capital Allocation – Share Buyback

1st Buyback Program

- Approved on 08/17/2021
- Duration of 18 months
- Amount: **3,000,000 shares**
- Status: 100% Realized

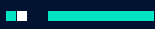
2nd Buyback Program

- Approved on 03/29/2023
- Duration of 18 months
- Amount: **5,000,000 shares**
- Status: 100% Realized

3rd Buyback Program

- Approved on 06/03/2024
- Duration of 18 months
- Amount: **30,940,000 shares**
- Status: 65% Realized to date

When we complete the 3rd Buyback Program, the balance in Treasury will represent 10% of the total shares in circulation

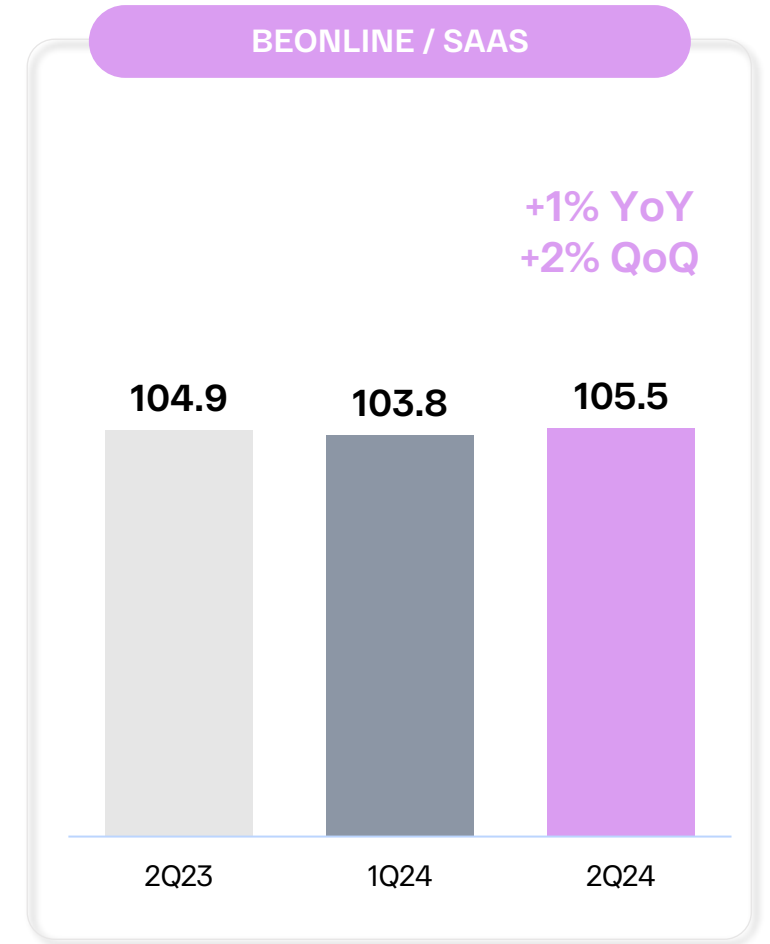
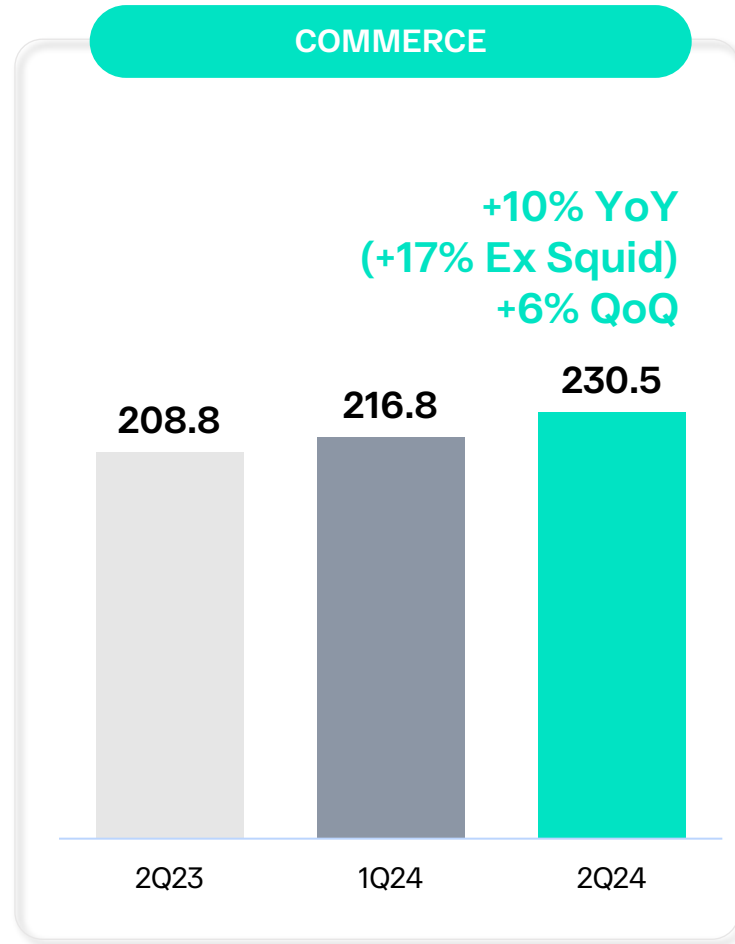
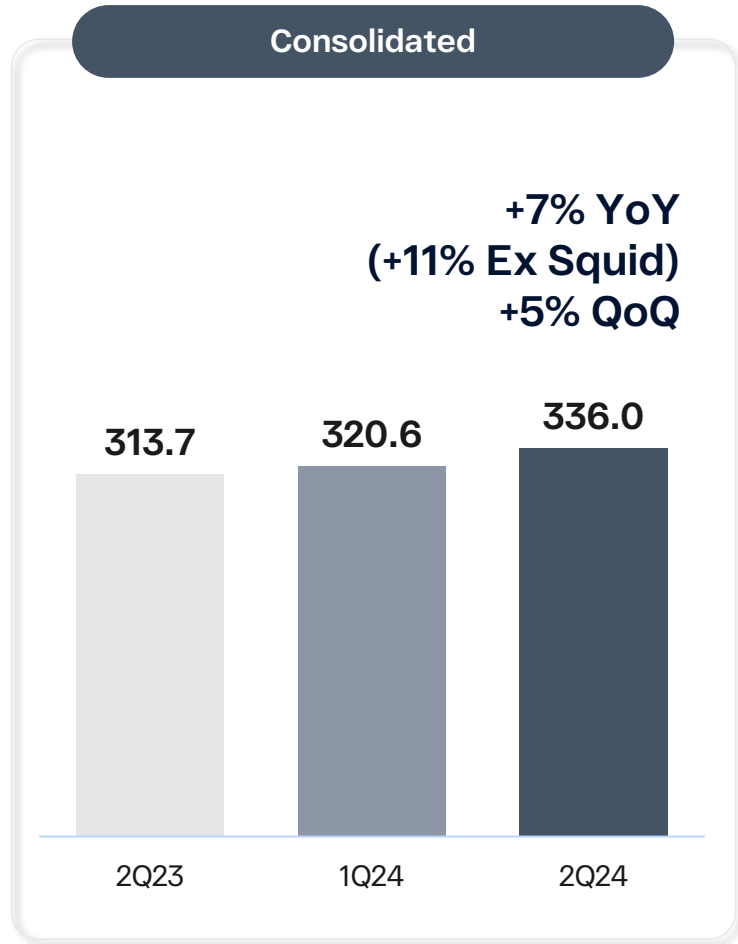


Rafael Chamas
CFO

lwsa

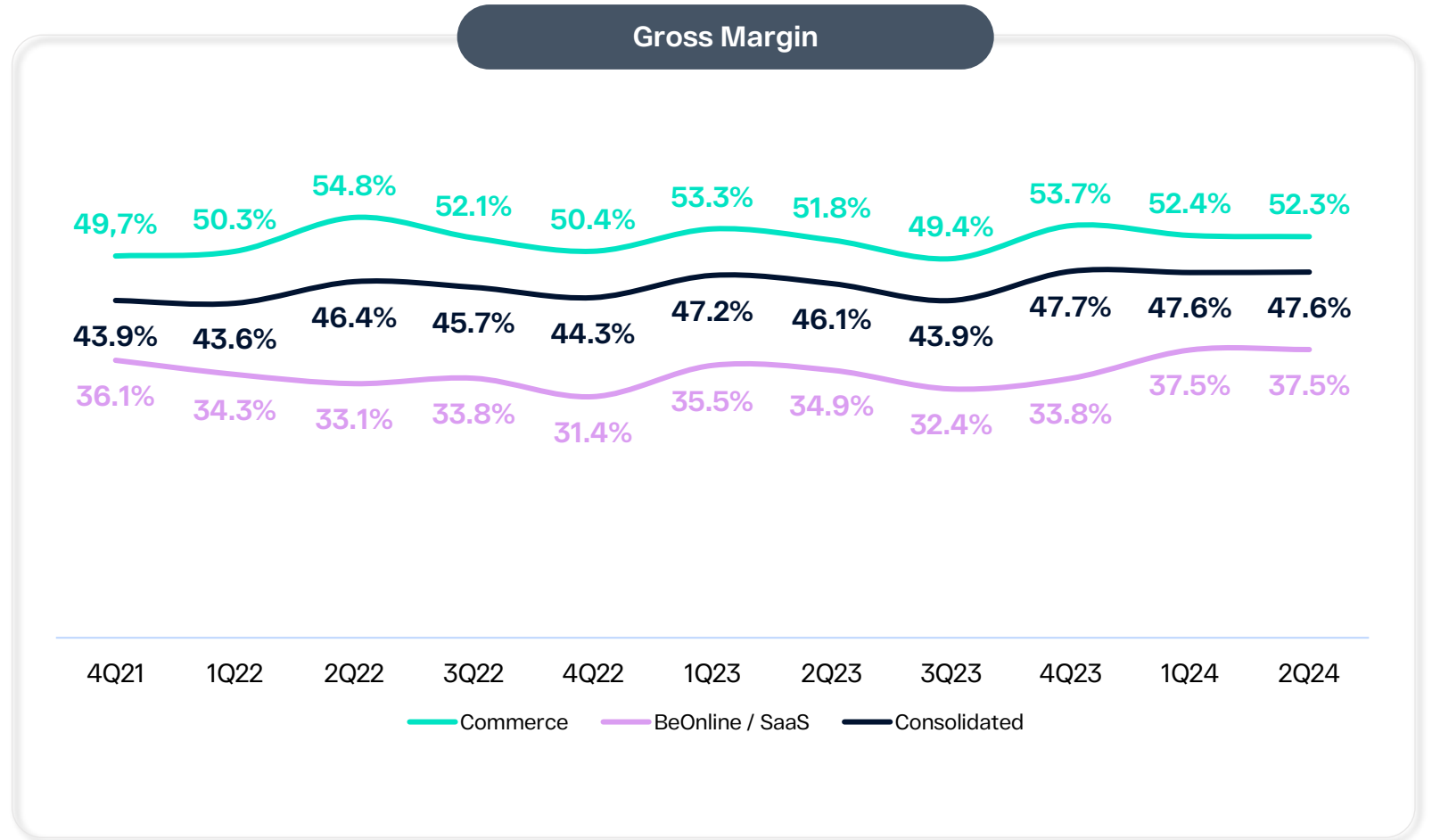
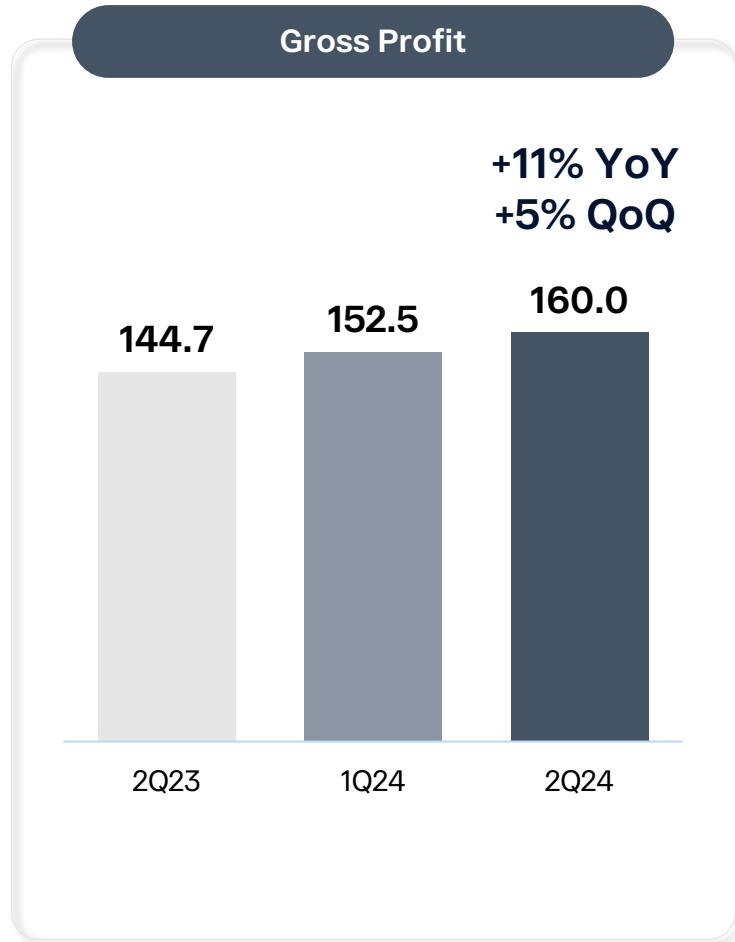
Net Revenue 2Q24

R\$ mm



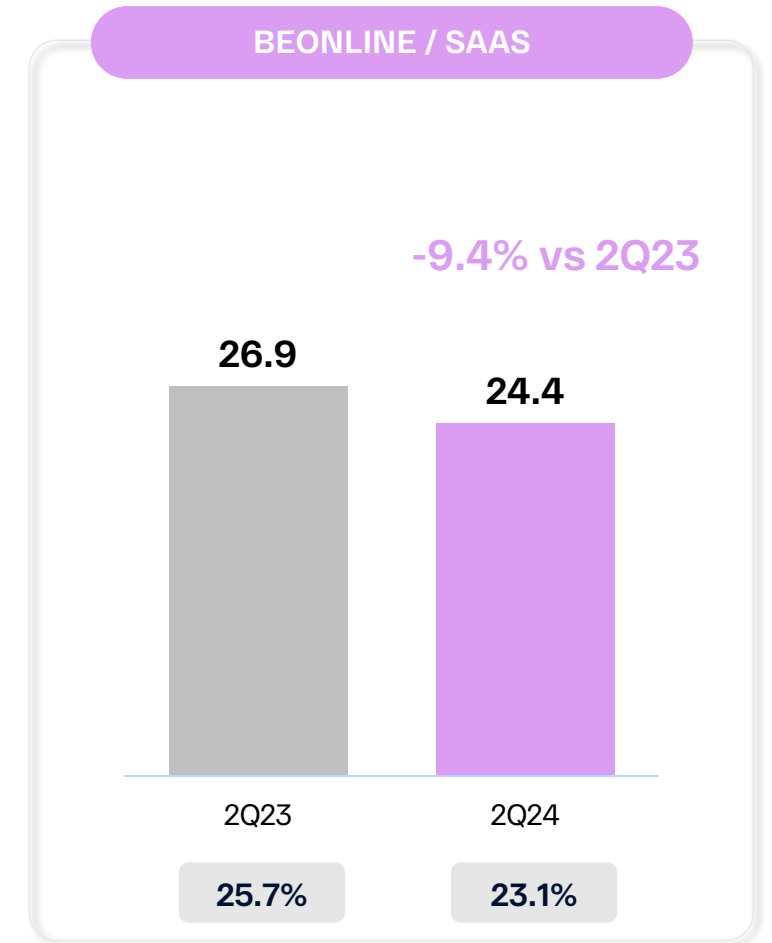
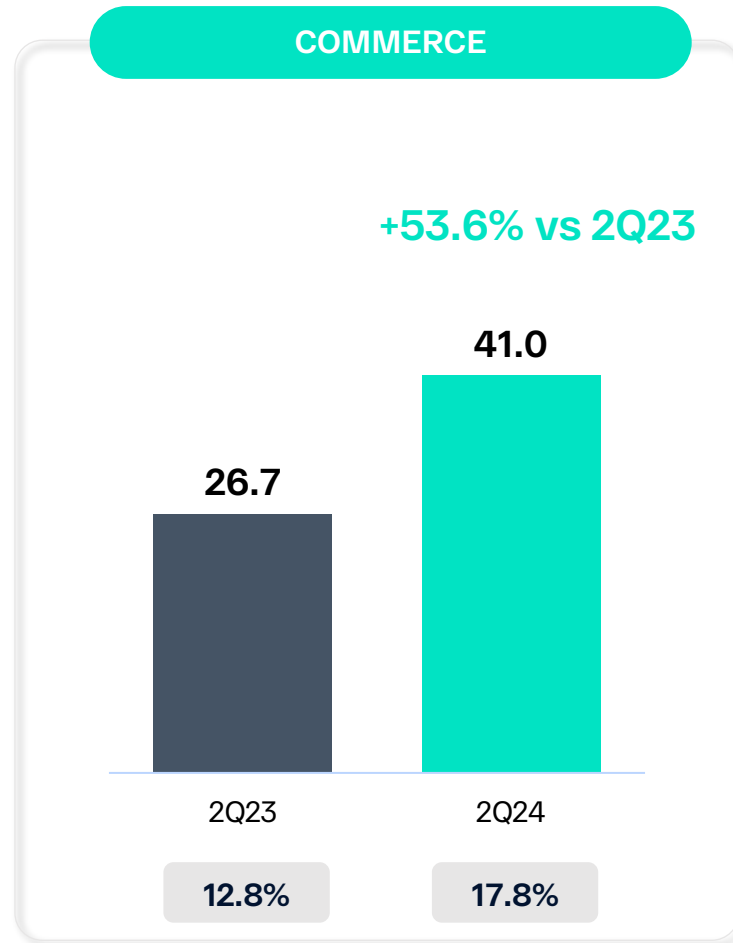
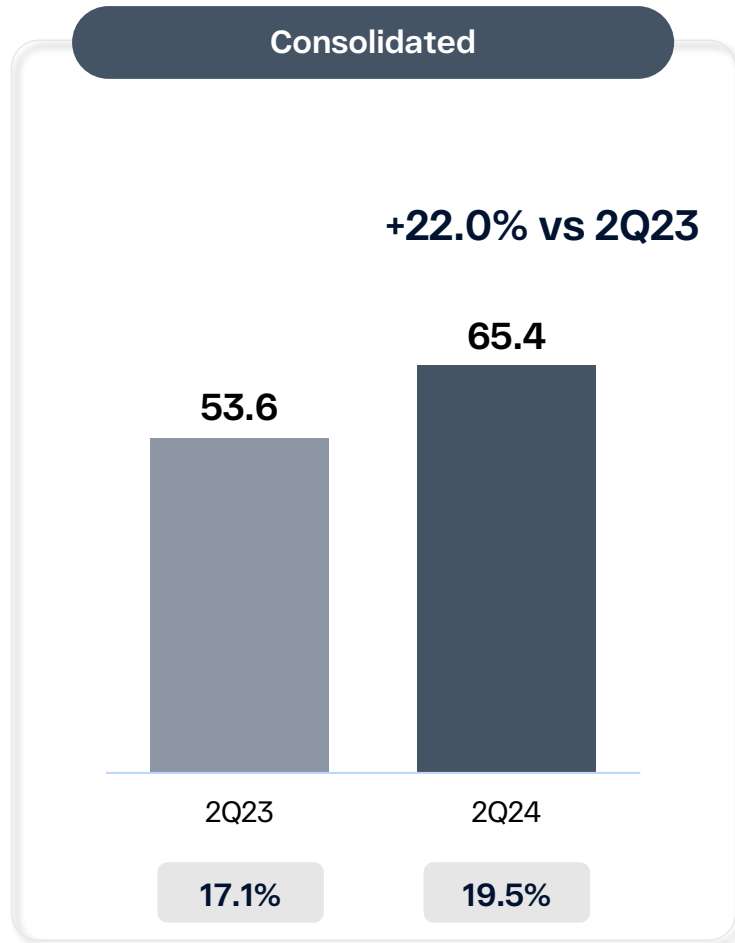
Gross Profit and Gross Margin

R\$ mm



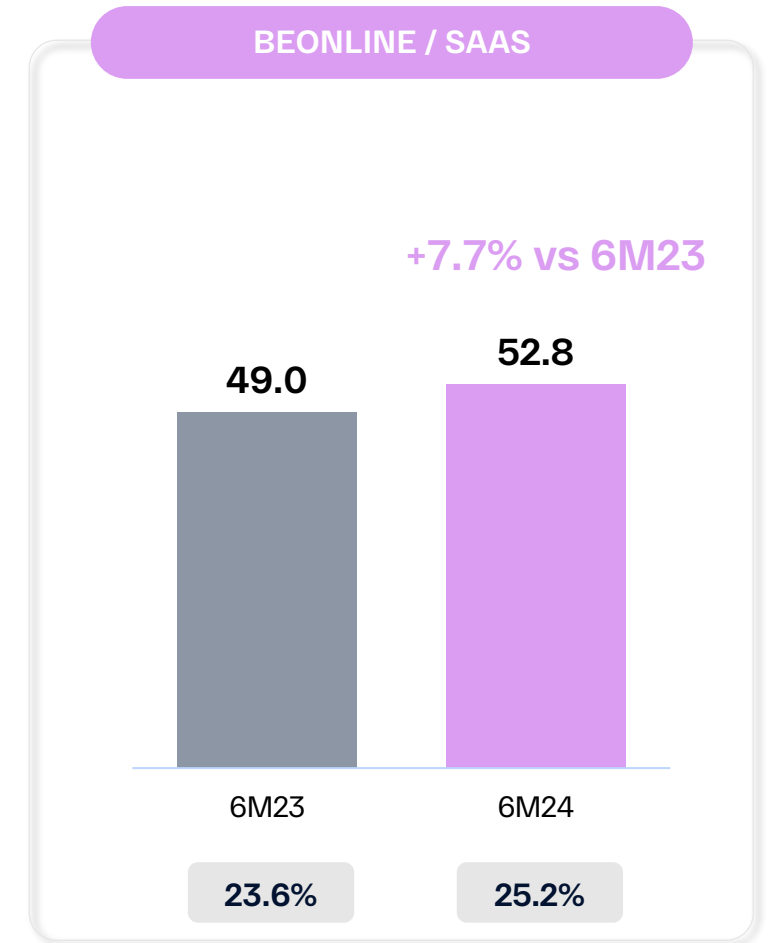
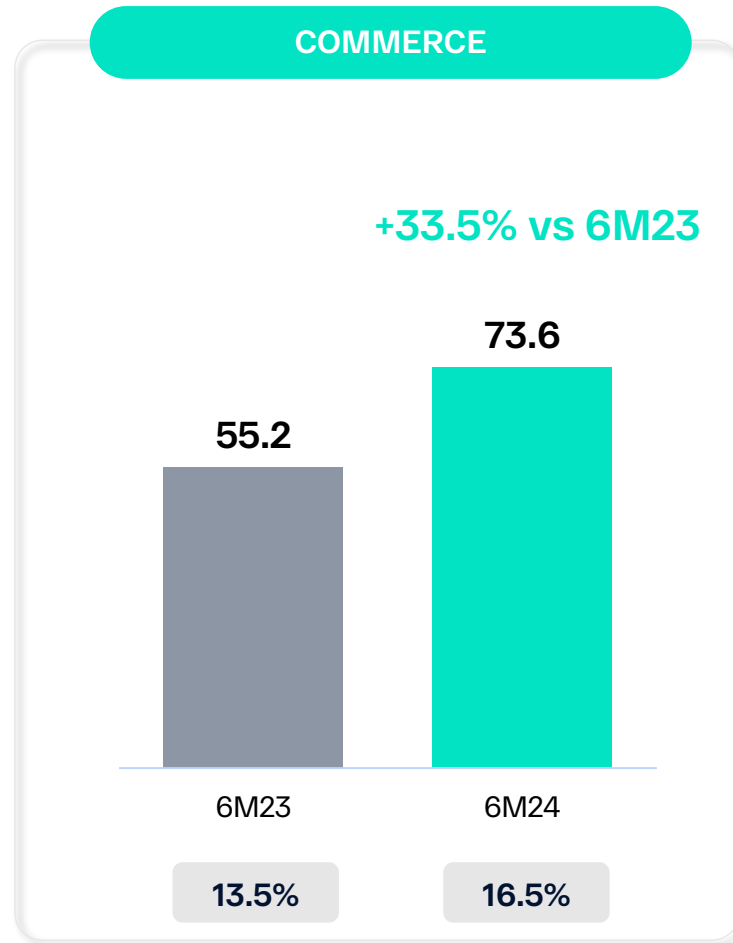
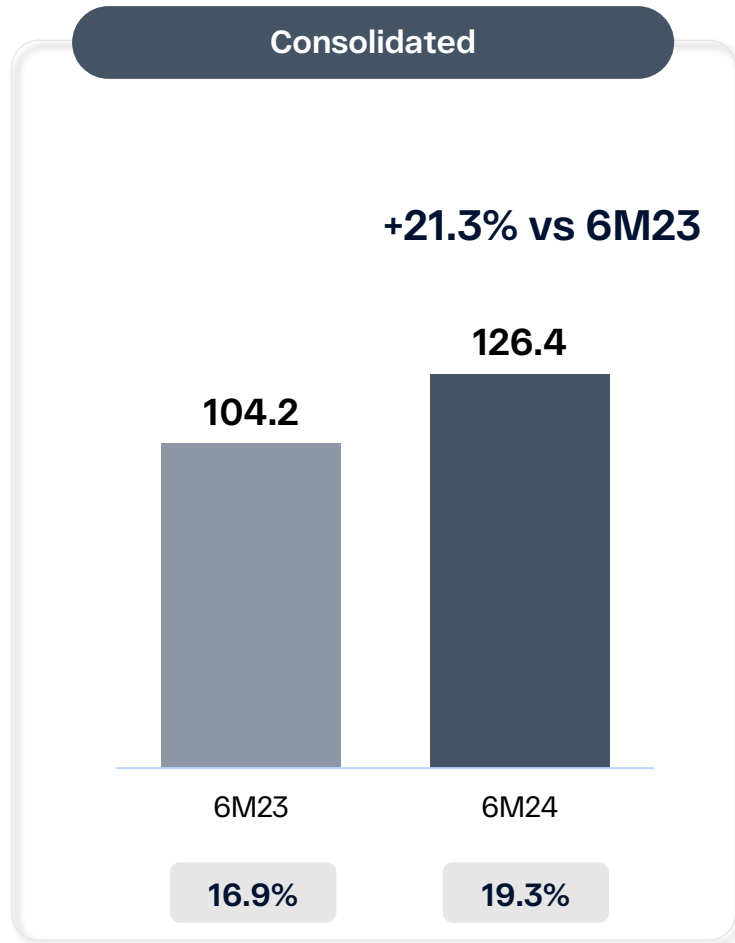
Adjusted EBITDA¹ 2Q24 vs 2Q23

R\$ mm and Adjusted EBITDA Margin in %



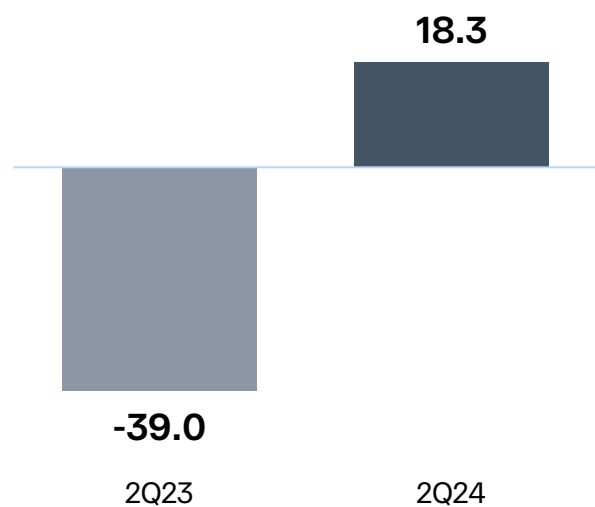
Adjusted EBITDA¹ 6M24 vs 6M23

R\$ mm and Adjusted EBITDA Margin in %

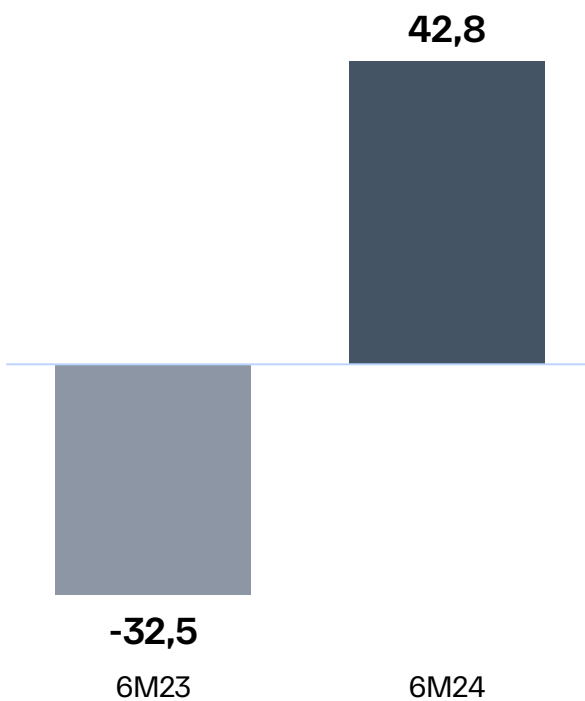


Net Profit

Consolidated 2Q (R\$ mm)



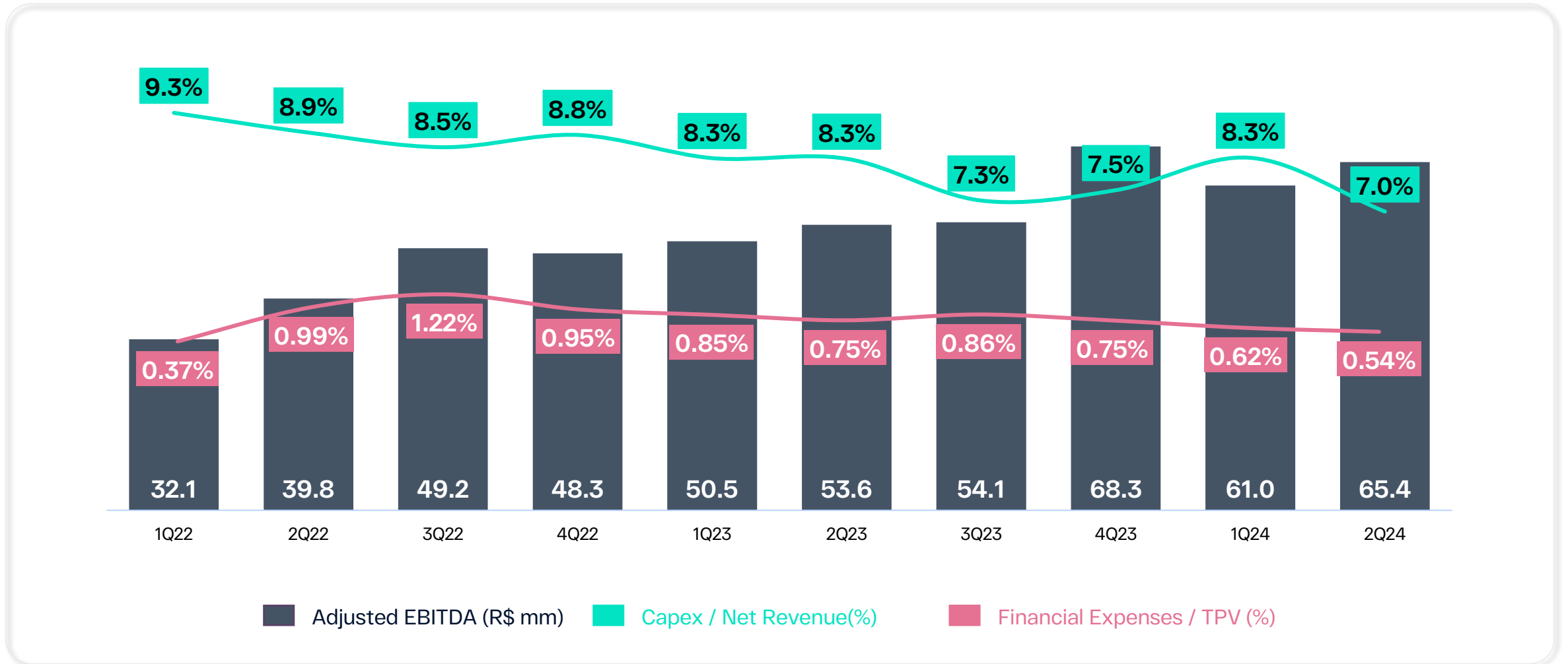
Consolidated 6M (R\$ mm)



Comments

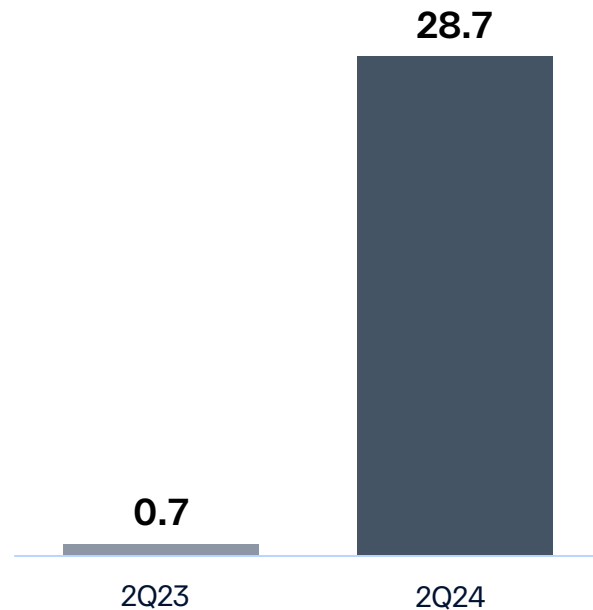
- Net Margin of 5.5% in 2Q24 and 6.5% in 6M24
- Reduced financial expenses associated with advances on receivables as a percentage of TPV
- Effective tax rate below 25% in 6M24

Cash Generation: Adjusted EBITDA, Capex and, Financial Expenses



Free Cash Flow After Capex

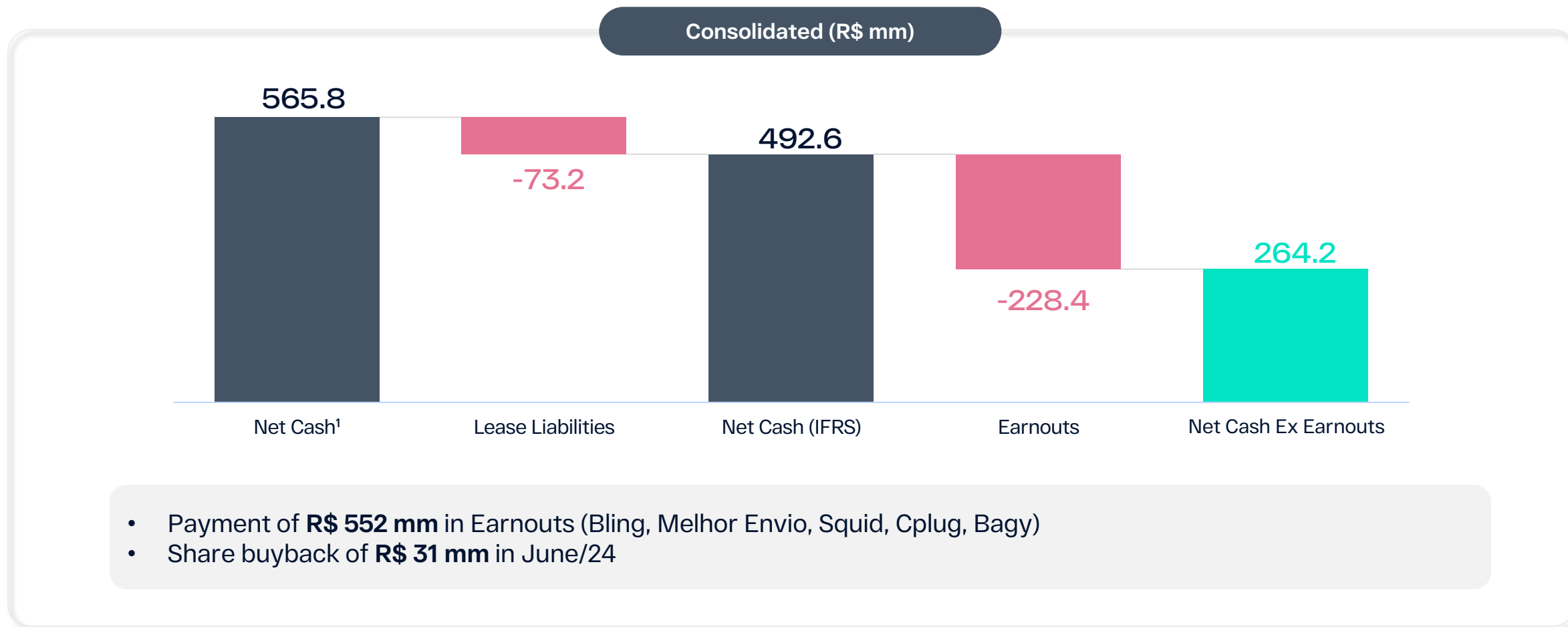
Consolidated (R\$ mm)



Comments

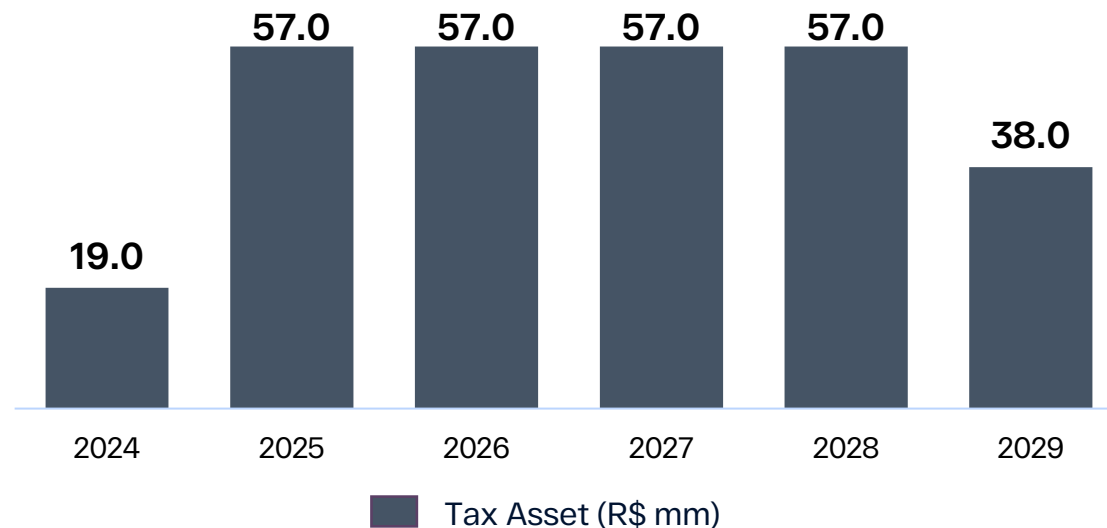
- Improvement in operational profitability
- Capex
 - R\$ 25.9 million in 2Q23 to R\$ 23.6 million in 2Q24 (-9%)
 - Dilution as a percentage of Net Revenue, which decreased from 8.3% in 2Q23 to 7.0% in 2Q24
- Reduction in Financial Expense from Receivables Anticipation:
 - From 0.75% in 2Q23 to 0.54% of TPV in 2Q24

Net Cash Position



Goodwill Amortization Schedule – Merger of Bling, Tray and Etus

- We have begun a stage of simplification of the organizational structure that will also allow us to capture tax benefits relating to the goodwill of acquisitions, which totals R\$2.2 billion, generating a tax asset of approximately R\$800 million
- On 08/31, the incorporations of Bling, Tray and Etus will take place:
 - Goodwill: R\$ 838.0 million
 - Tax Benefit: R\$ 284.9 million





Q&A



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