



lwsa

RESULTS PRESENTATION

3Q24

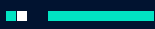
November 08, 2024



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

Messages of the Quarter

Operating fundamentals remain solid

Margins continue to expand

Focus on accelerating growth

Innovation: important launches in the quarter

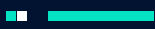
Return to Shareholders: Buyback and Dividends

New CFO and IRO



André Kubota

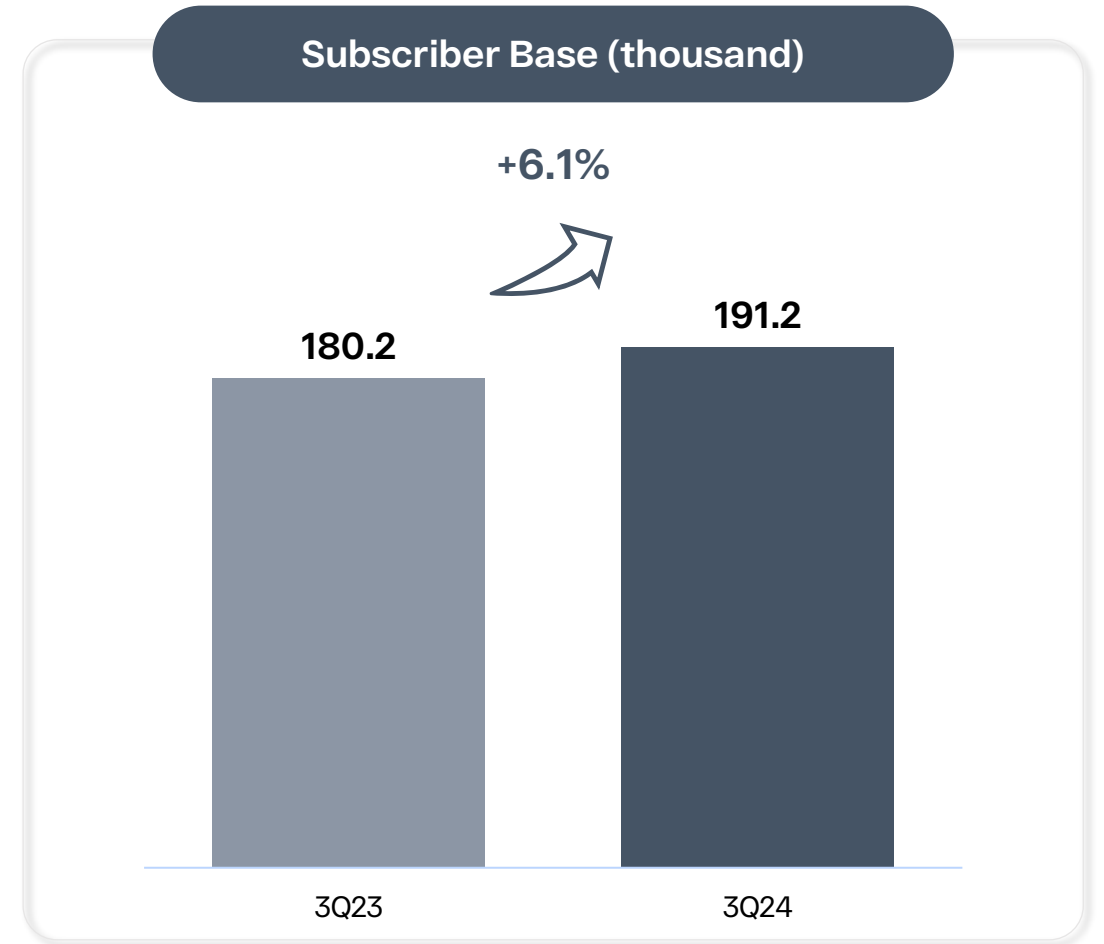
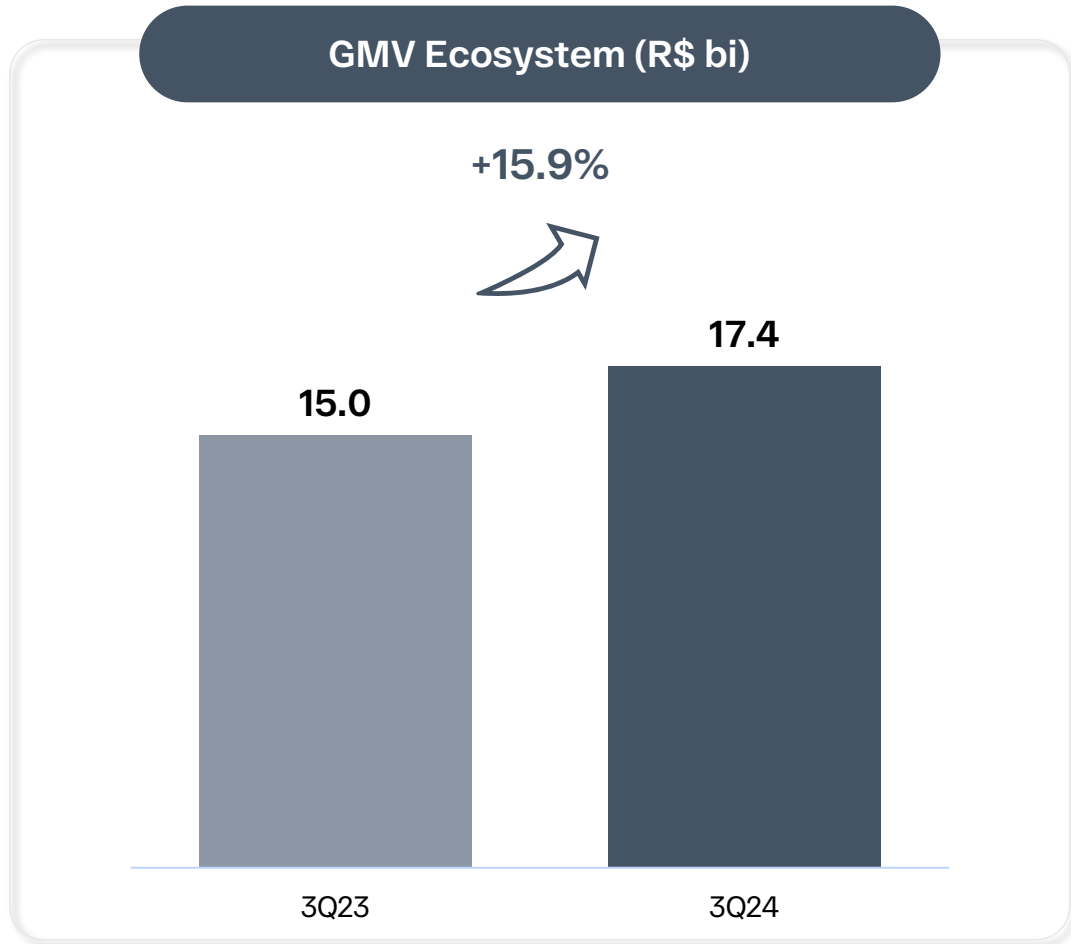
- Production engineer graduated from the University of São Paulo
- Has an executive education from Harvard and ISE Business School in innovation and leadership and holds CFA Level III
- Experience in banks (Santander, Itaú, and Itaú BBA) and was a partner at Constellation Asset Management
- Also worked at Hidrovias do Brasil, involved in New Business and M&A, and as CFO and IRO during the IPO process
- From 2022 to 2024, was CFO of AmbarTech



Rafael Chamas
COO

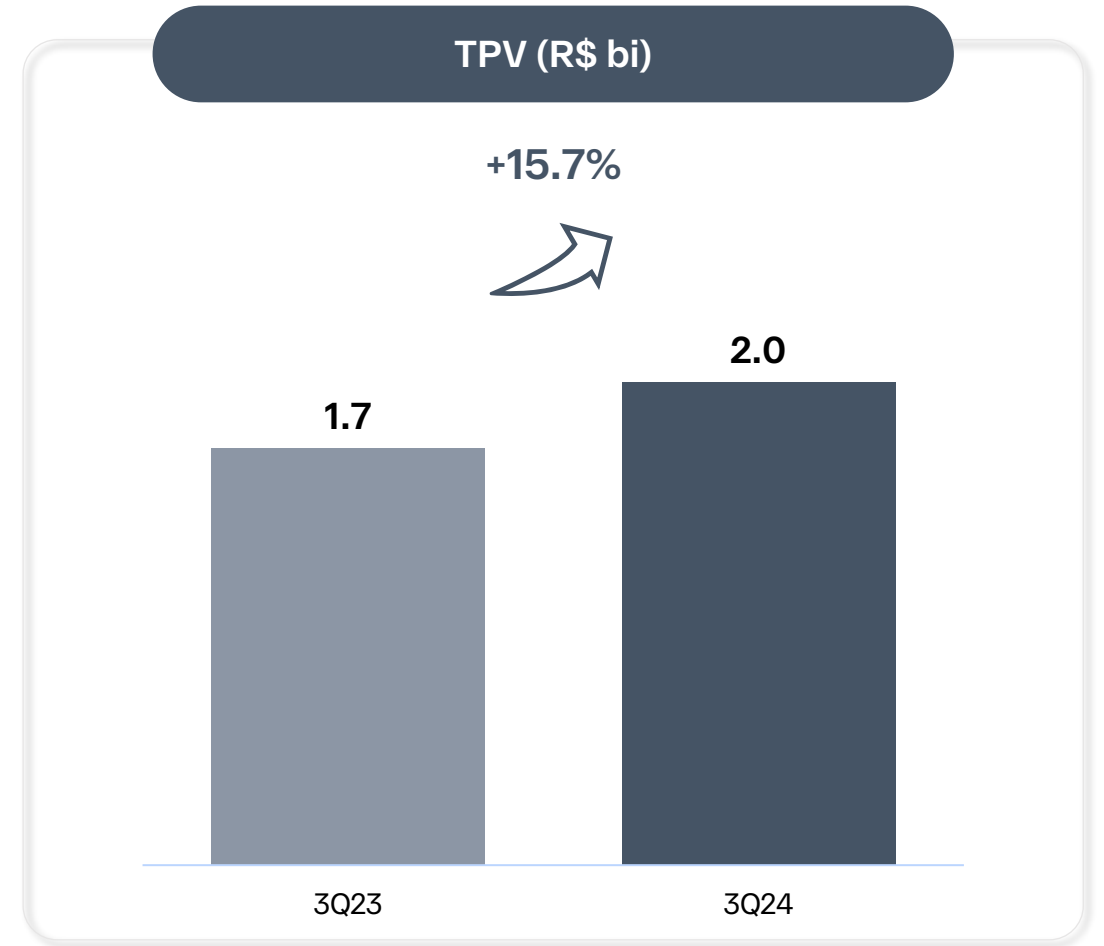
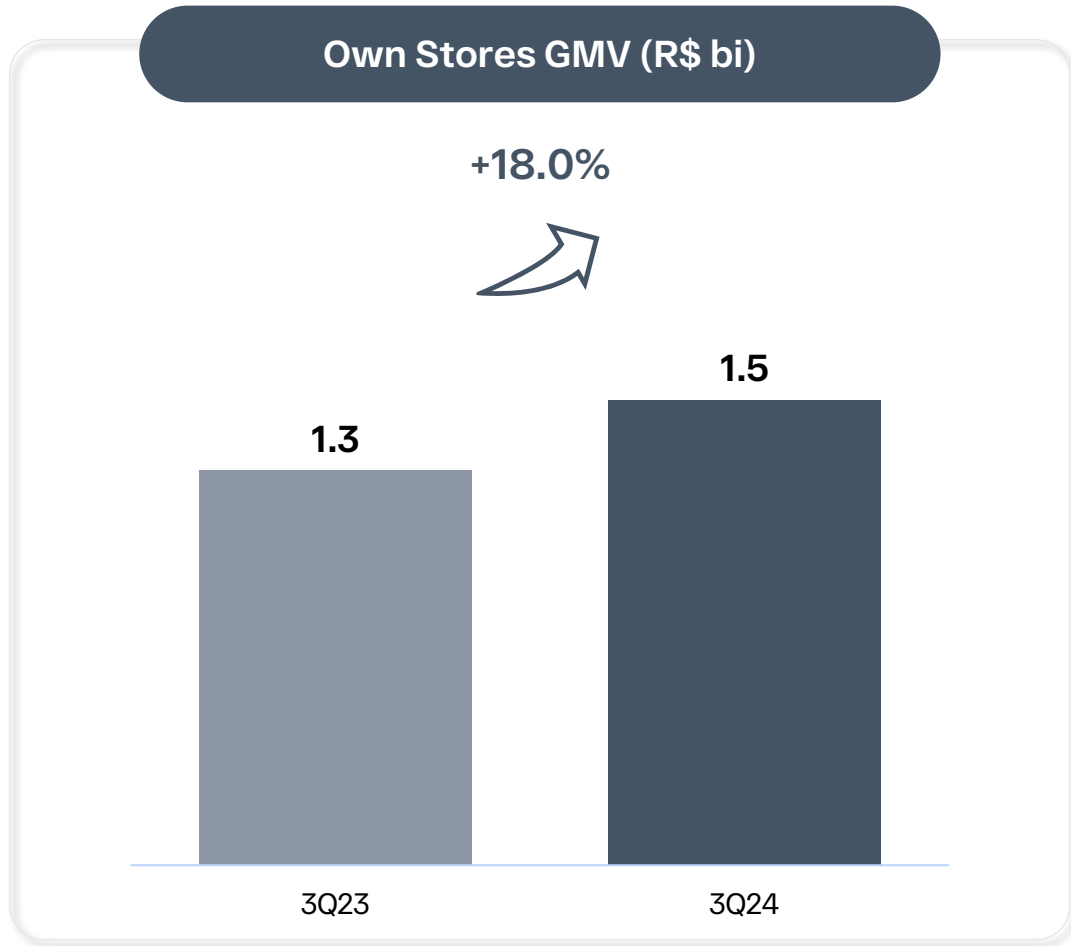
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1 Fundamentals remain solid (1/2)

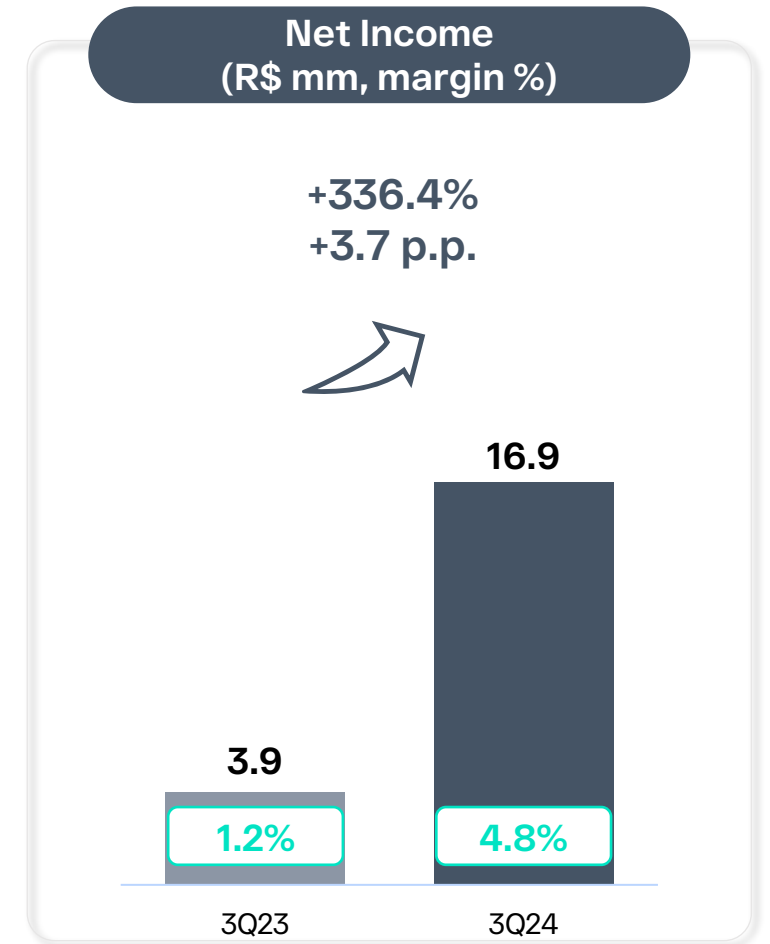
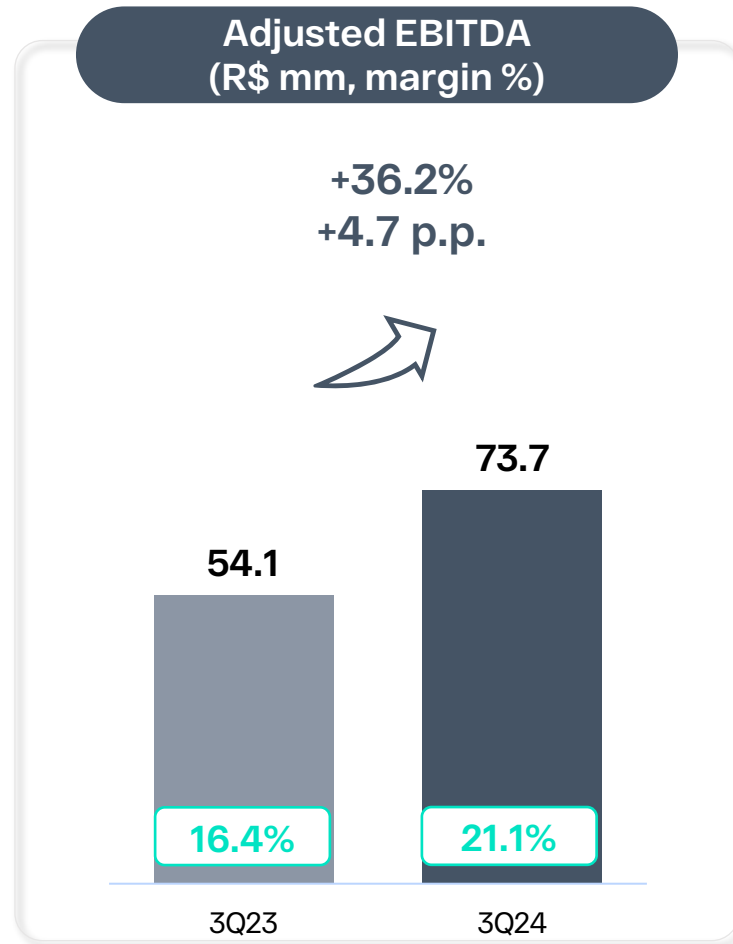
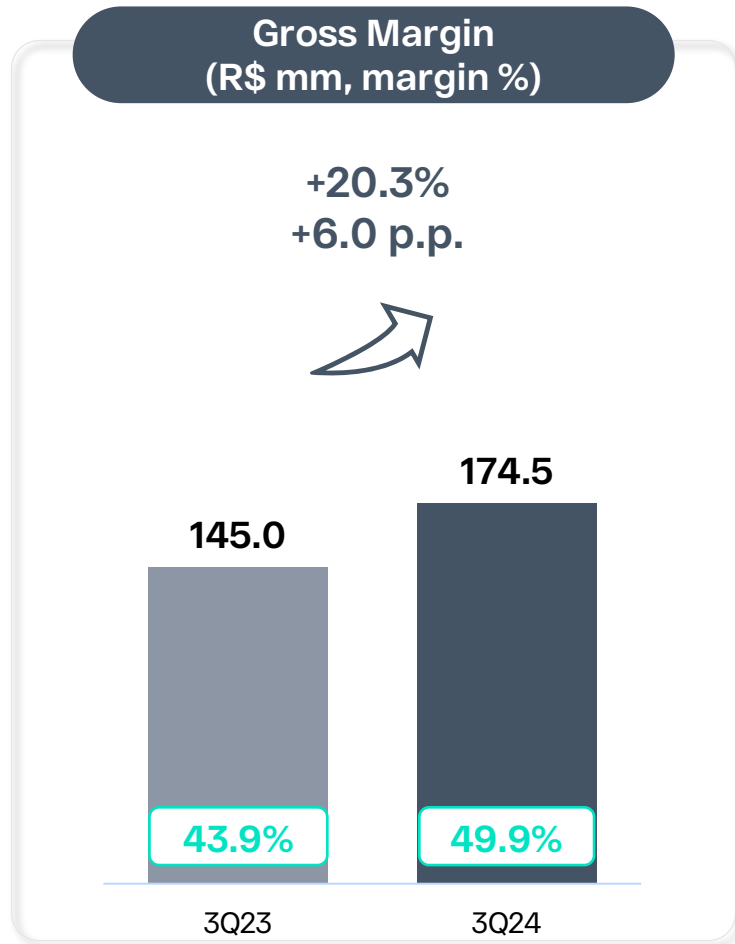


**Platform Subscription Revenue
(+25.7%)**

1 Fundamentals remain solid (2/2)



2 Profitability continues to expand



3 Focus on growth acceleration

Consolidated Net Revenue
(R\$ mm)

+5.8%



330.1

349.3

3Q23

3Q24

Consolidated Net Revenue
Ex Squid (R\$ mm)

+11.7%



297.6

332.2

3Q23

3Q24

Commerce Net Revenue Ex
Squid (R\$ mm)

+18.0%



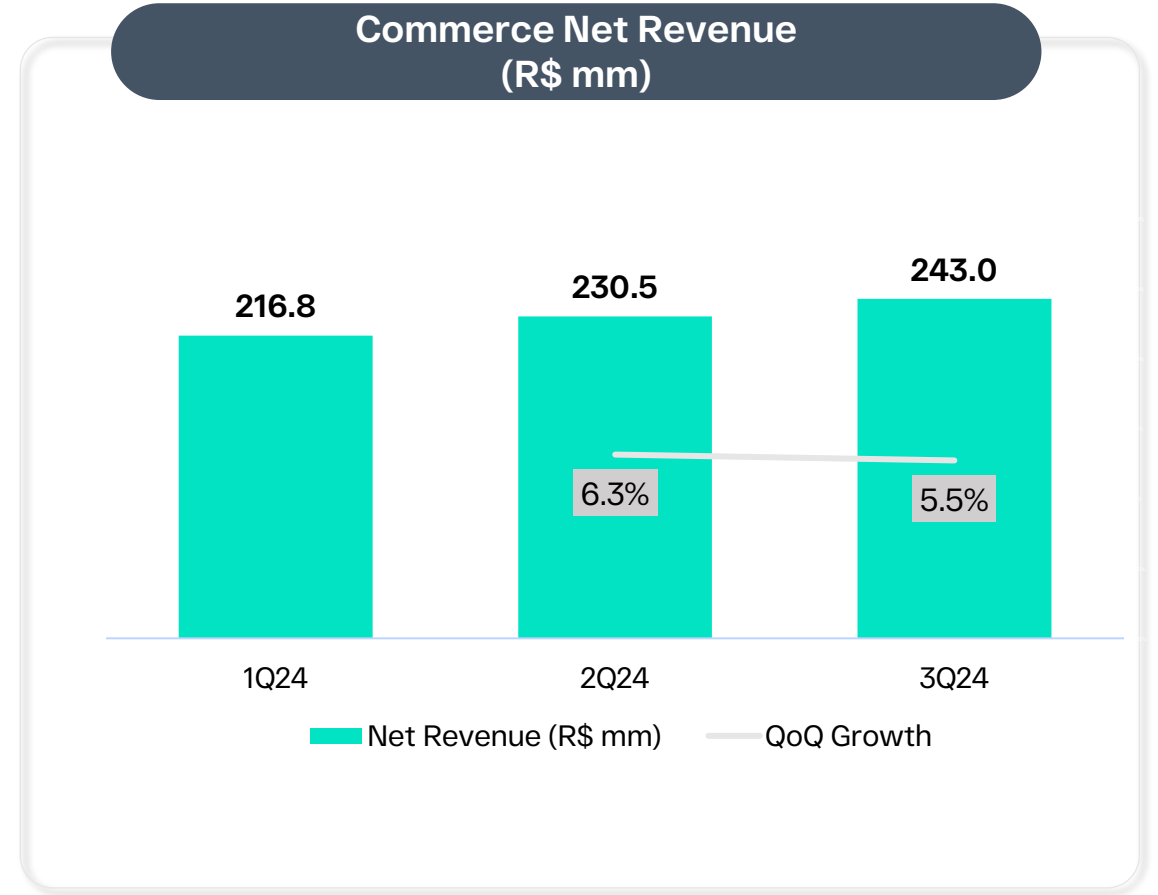
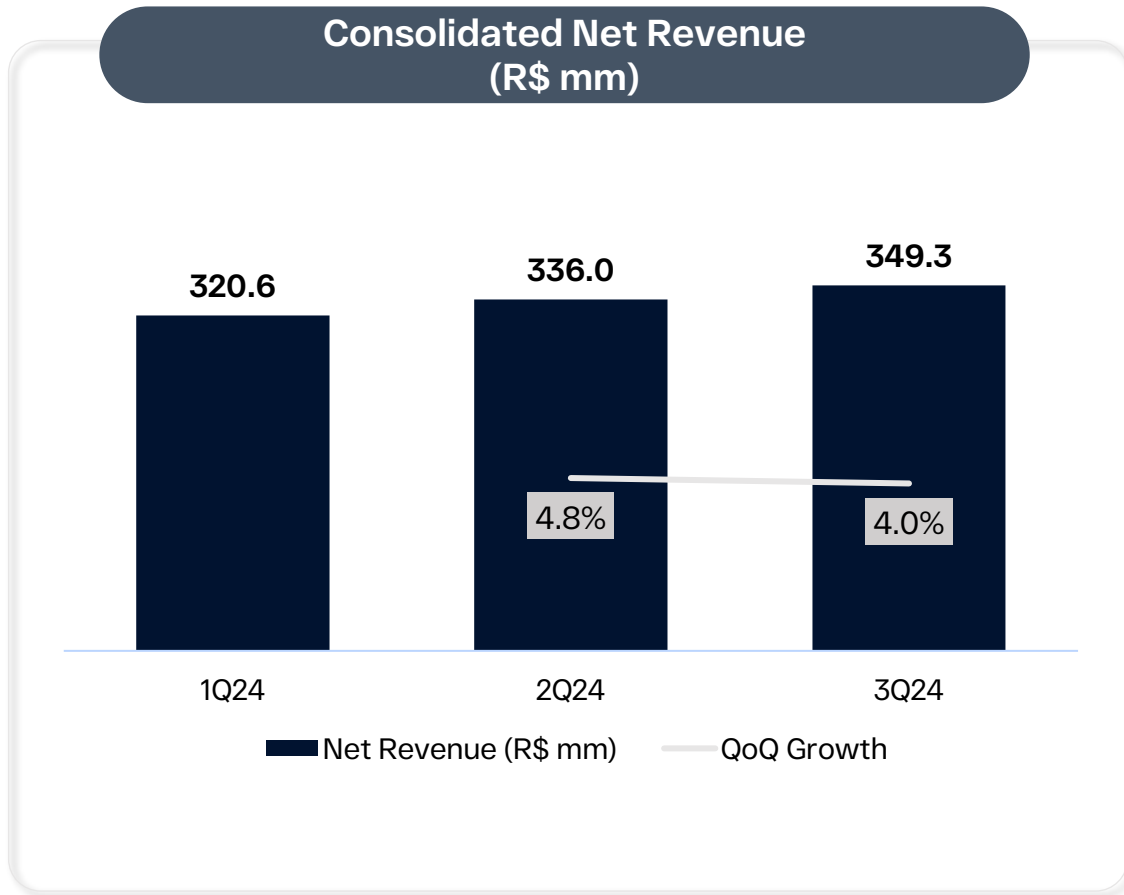
191.5

225.6

3Q23

3Q24

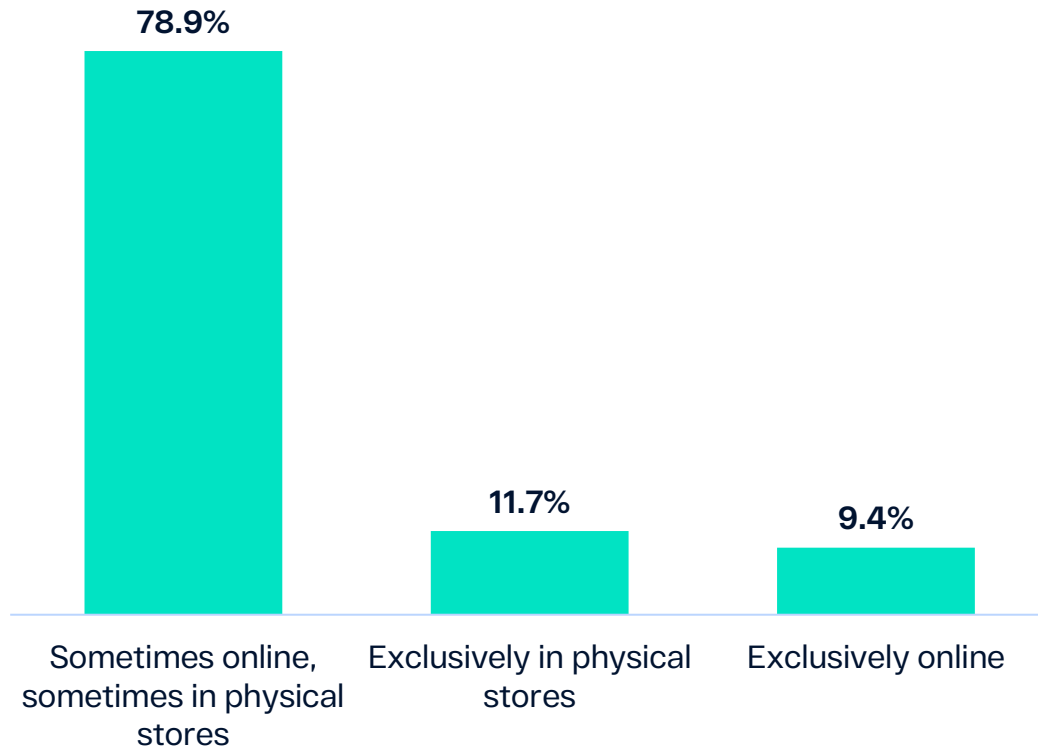
3 QoQ Growth



4 Innovation – Research “The evolution of the consumer journey”

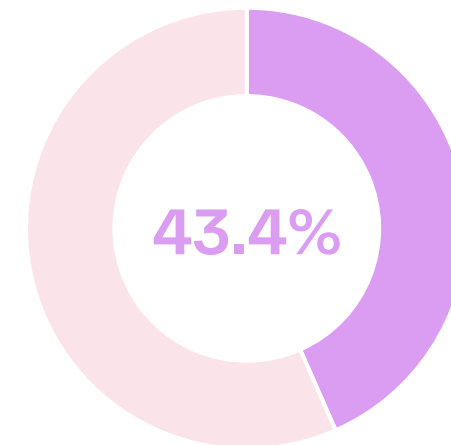
Omnichannel

Where do you usually shop?

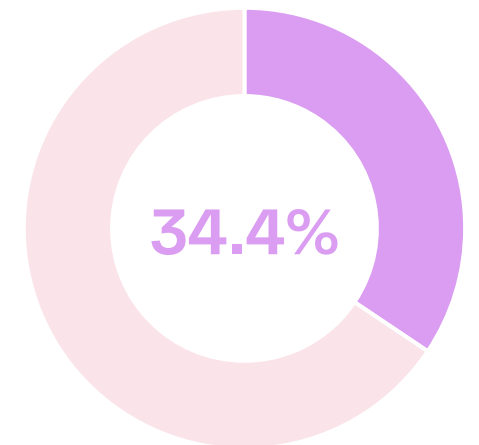


Omnichannel

When do you consider there is a perfect integration between the online and physical store?



When customer service is fast and efficient across all channels



When can I start my purchase online and complete it in the physical store?

4 Innovation – Tray POS

Unique
vision of
the client

Software
POS



Invoice
Issuer



Integrated
Inventory



Reverse and
Collect here

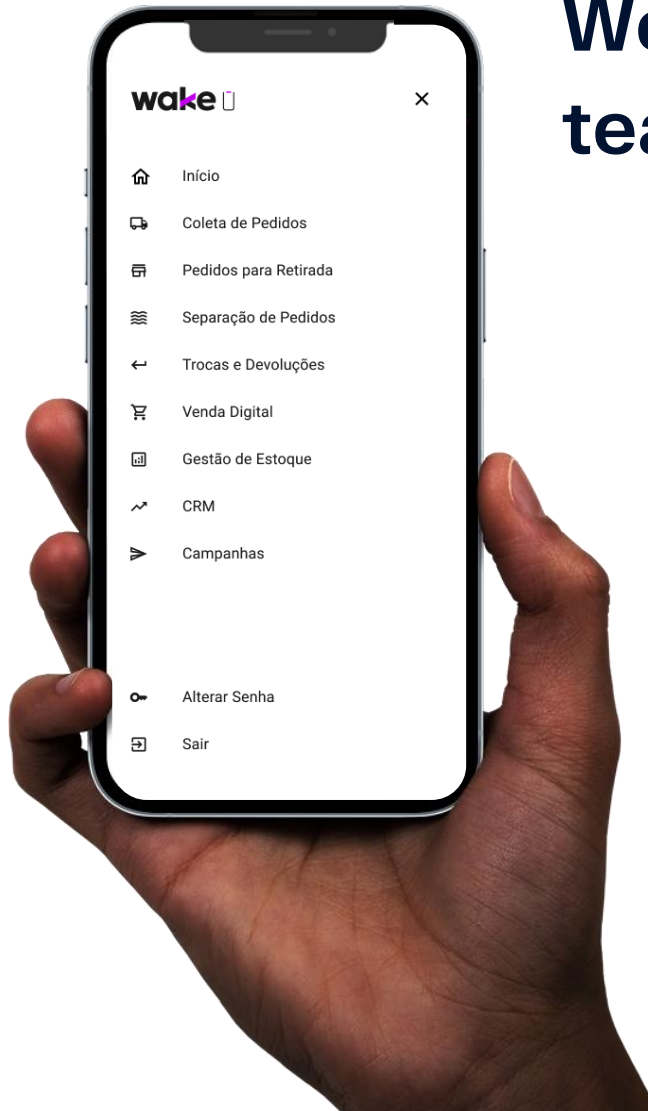


Regional
Delivery



Tray Virtual
Store





We have consolidated all the information the team needs to boost sales

Order fulfillment

Collect items, relocate, ship orders

Mobile sales

Endless isles, mobile sales, payment by machine, and consulting the stock of the entire network

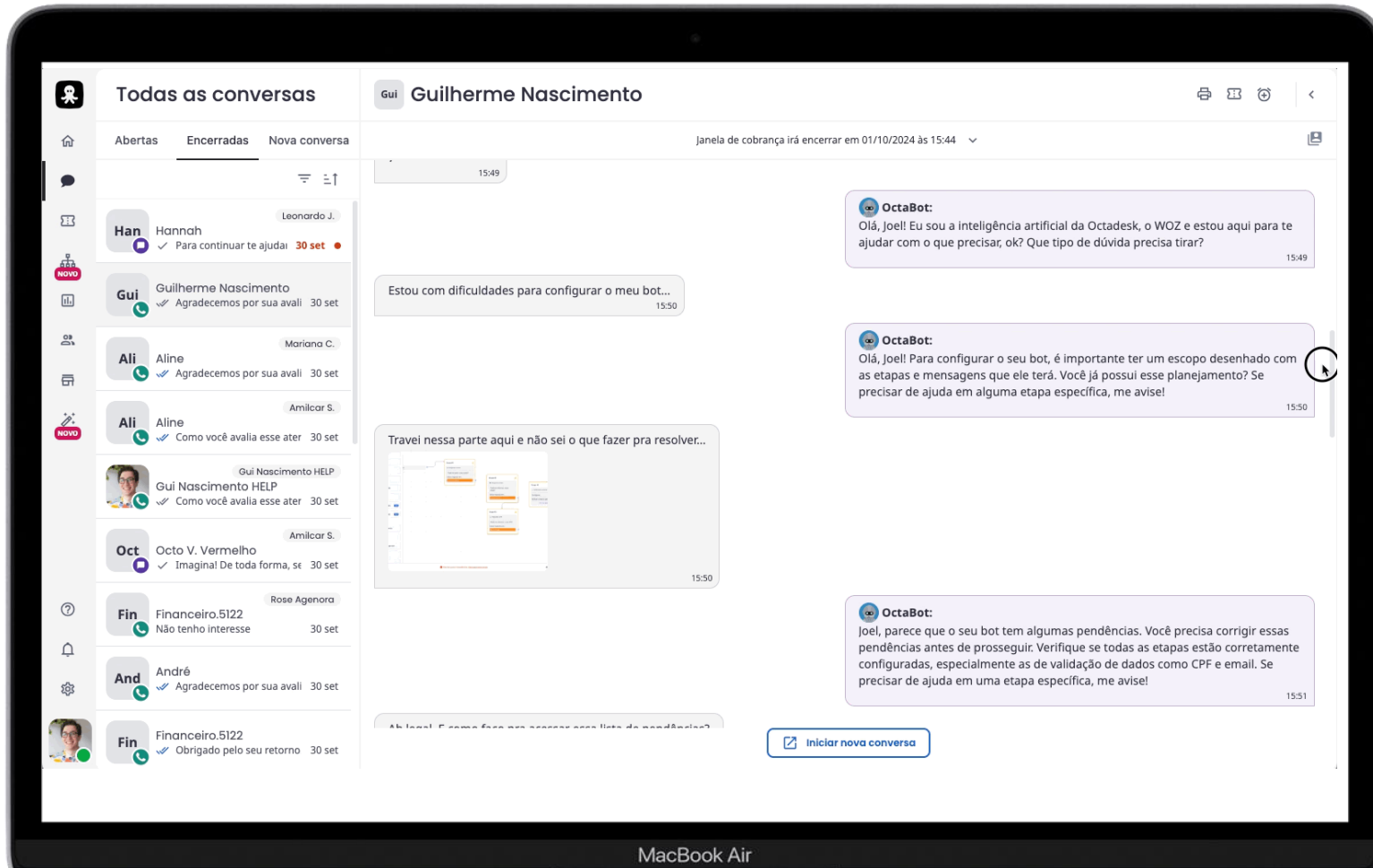
Customer portfolio & Campaigns

Understand who the customer is and offer the most relevant products

Customer management

Real-time view of each store's results and performance of gamified goals

4 Innovation - Woz (AI on Octadesk)



**A 100%
Contextualized Agent**

**It optimizes learning
for increasingly
assertive responses**

**And holds the
necessary knowledge
to provide any type of
assistance**

5 Return to Shareholder

R\$ 192.6 million in 2024

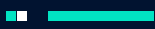
Share Buyback

- R\$ 152.6 million of shares repurchased between January and October
- Cancellation of 34,000,000 of shares, which represent 5.7% of the Company's total shares



Dividends

- Amount: R\$ 40.0 million
- Value per share R\$ 0.07164686
- Payment in 11/21/2024



André Kubota
CFO and IRO

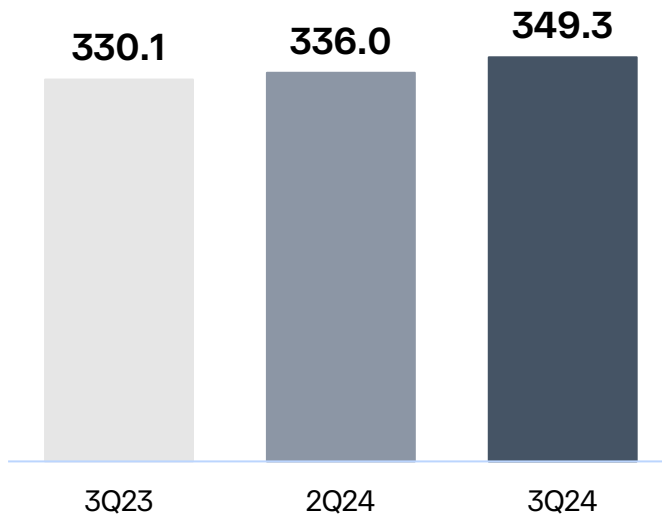
A large, bold, white lowercase 'lwsa' logo. The letters are thick and modern, with a slight shadow effect behind them, making them stand out against the dark blue background. The 'l' is particularly tall and narrow, while the 's' and 'a' are more rounded and compact.

Net Revenue 3Q24

R\$ mm

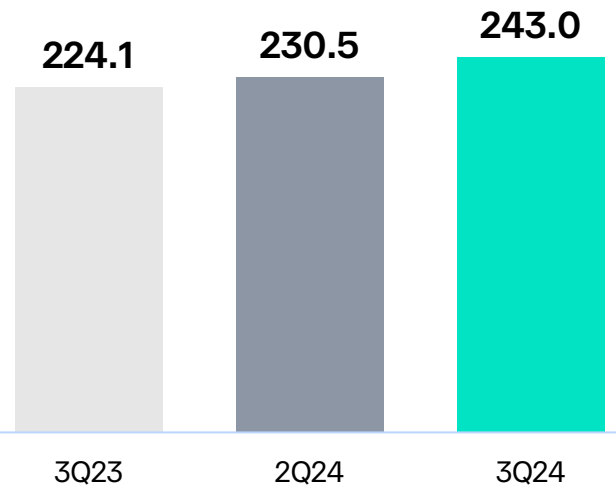
CONSOLIDATED

+5.8% YoY
(+11.7% Ex Squid)
+4.0% QoQ



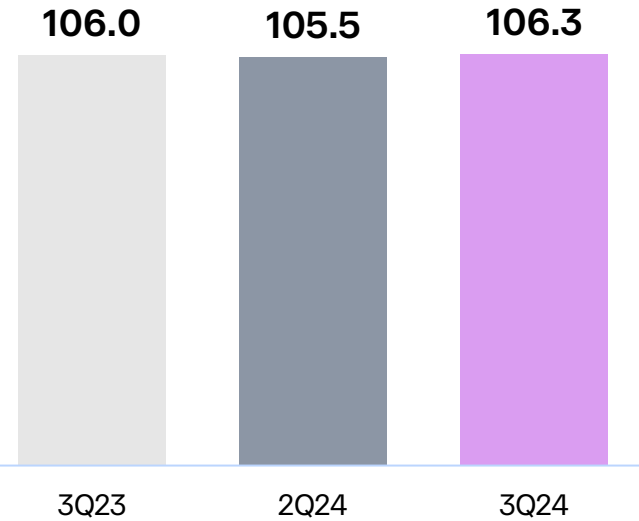
COMMERCE

+8.5% YoY
(+18.0% Ex Squid)
+5.5% QoQ



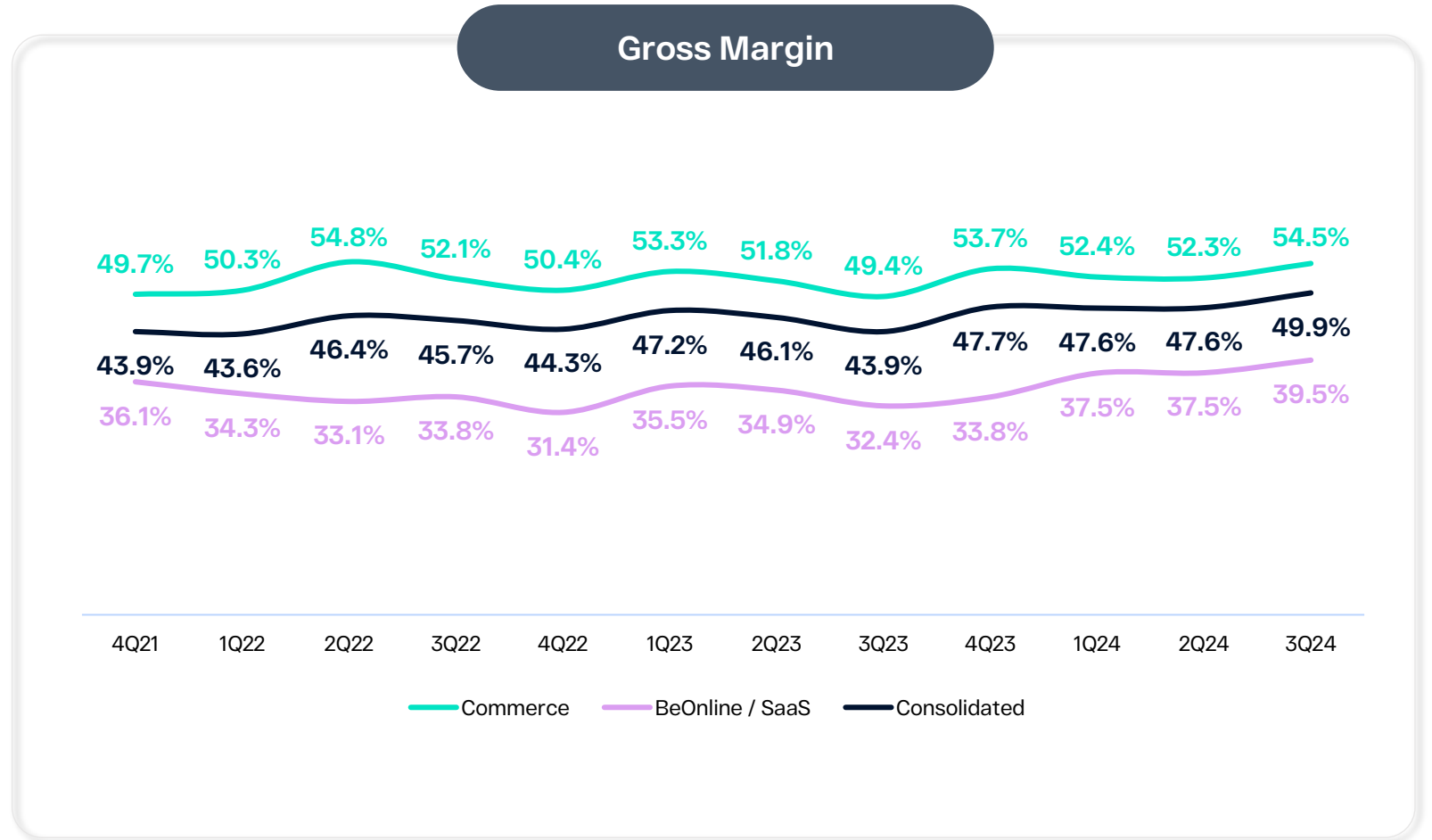
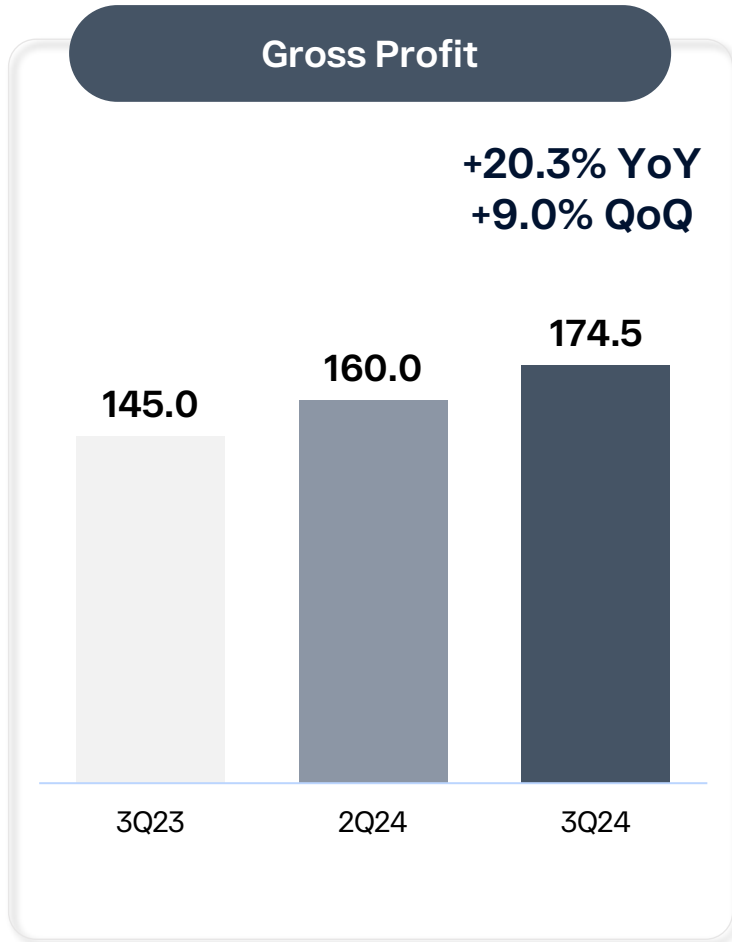
BEONLINE / SAAS

+0.3% YoY
+0.8% QoQ



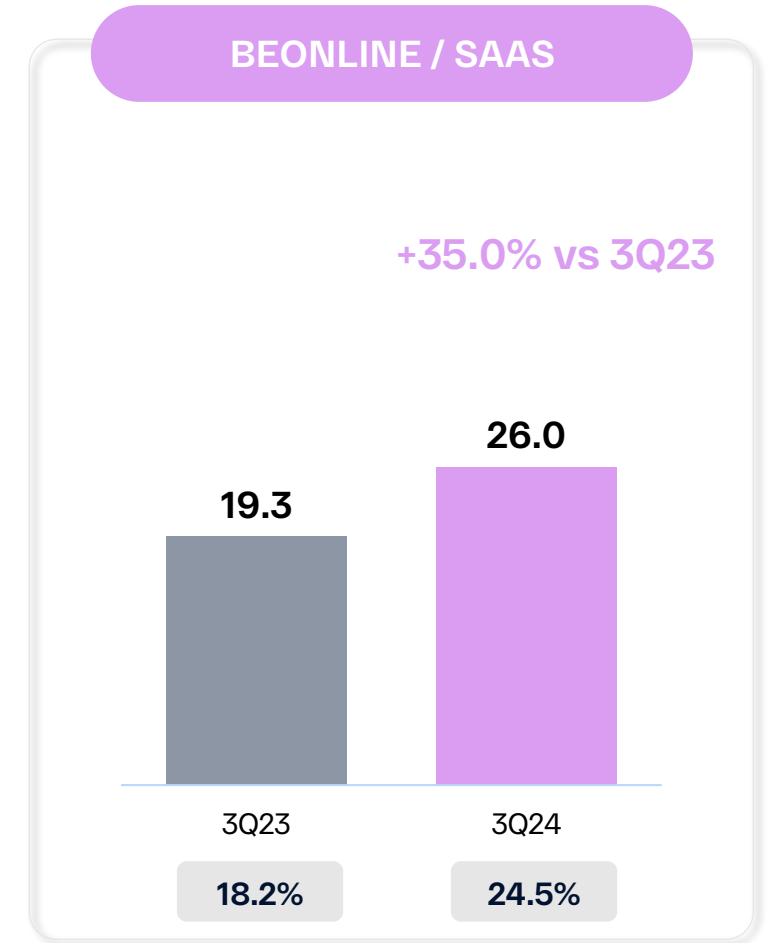
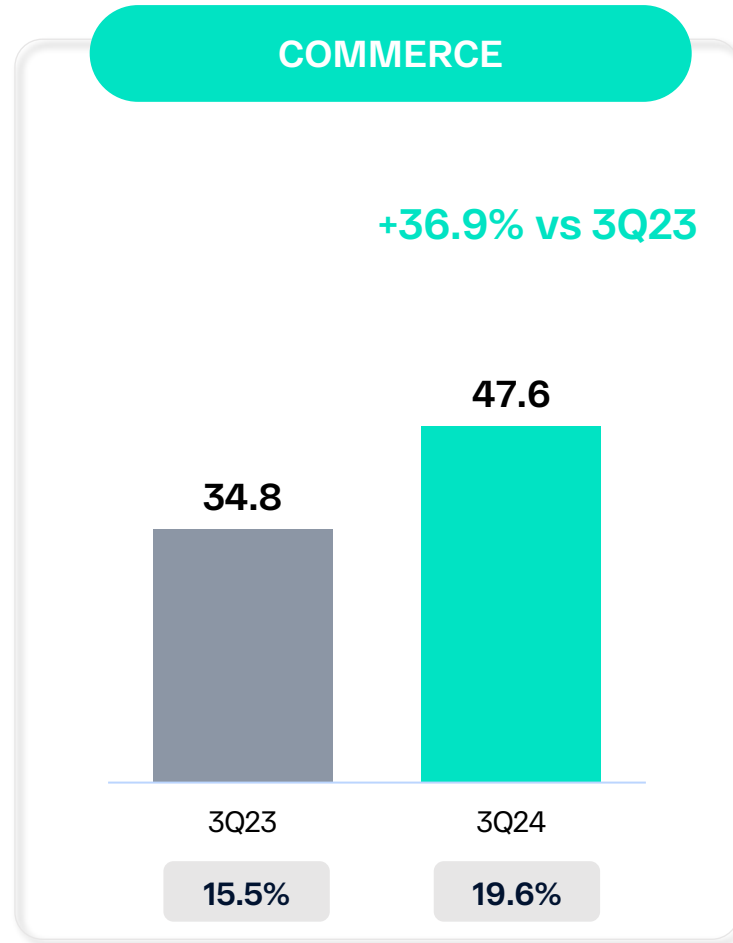
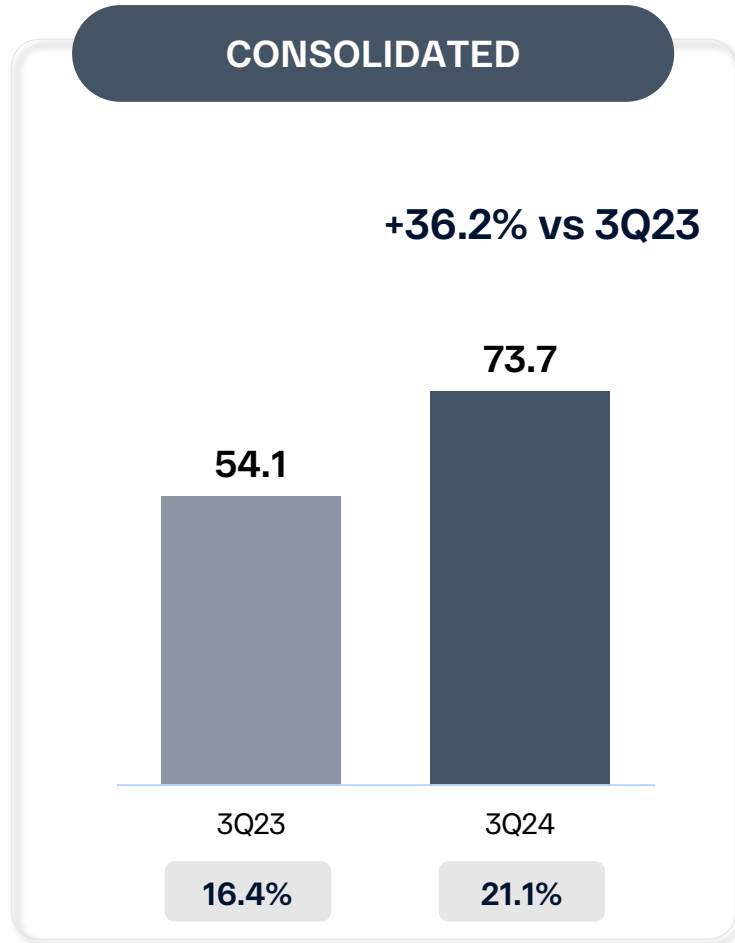
Gross Profit and Gross Margin

R\$ mm



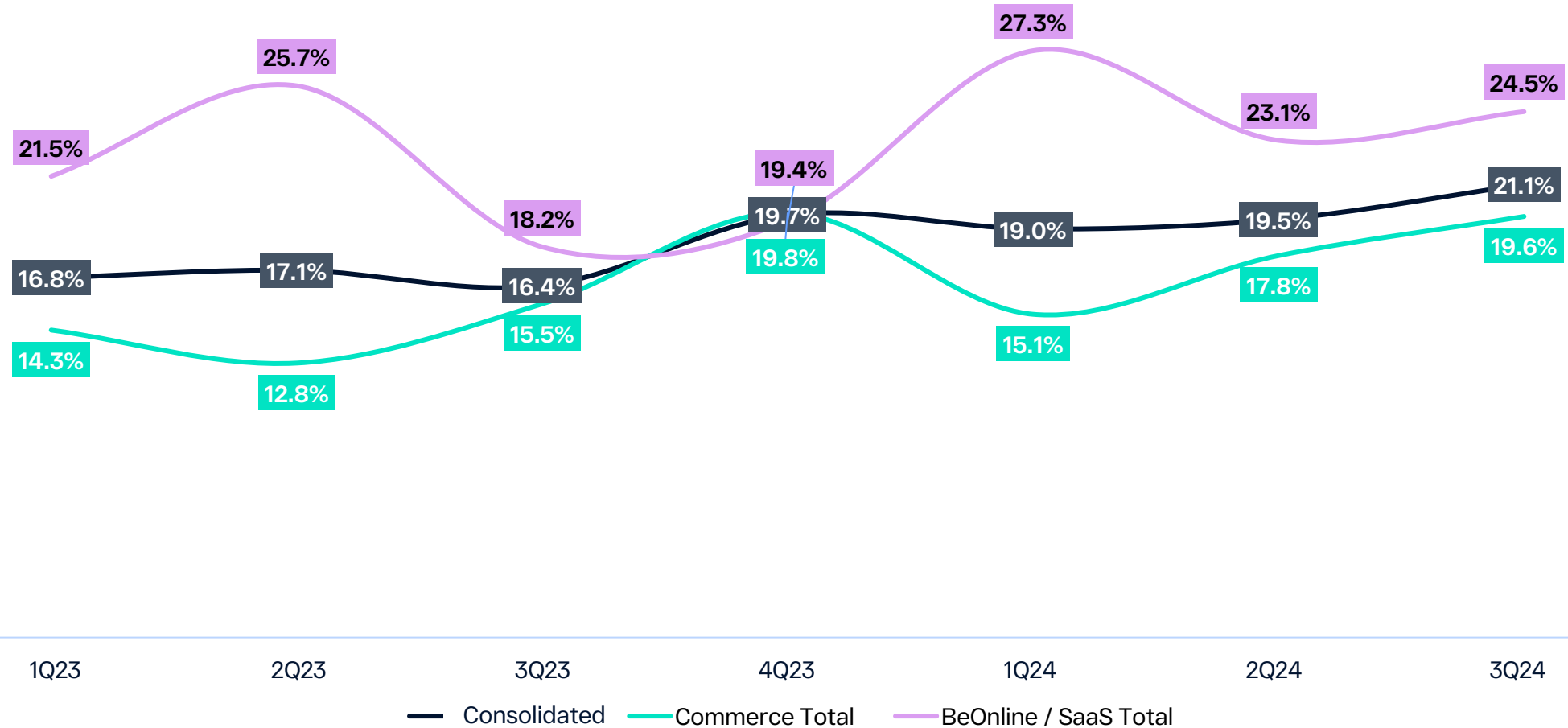
Adjusted EBITDA¹ 3Q24 vs 3Q23

R\$ mm and Adjusted EBITDA Margin in %



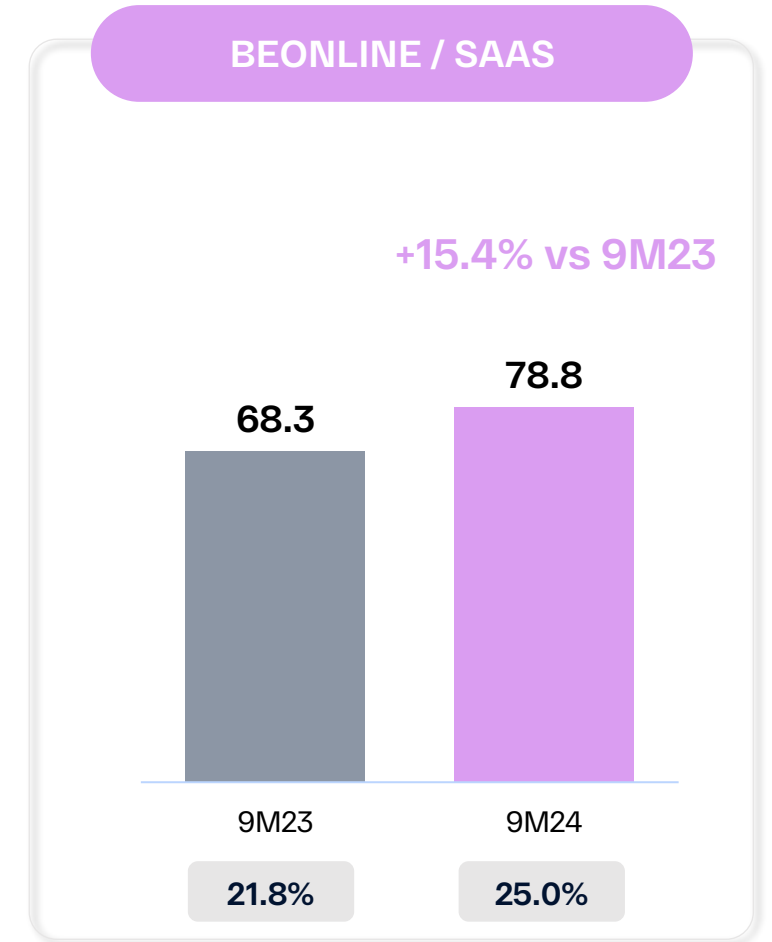
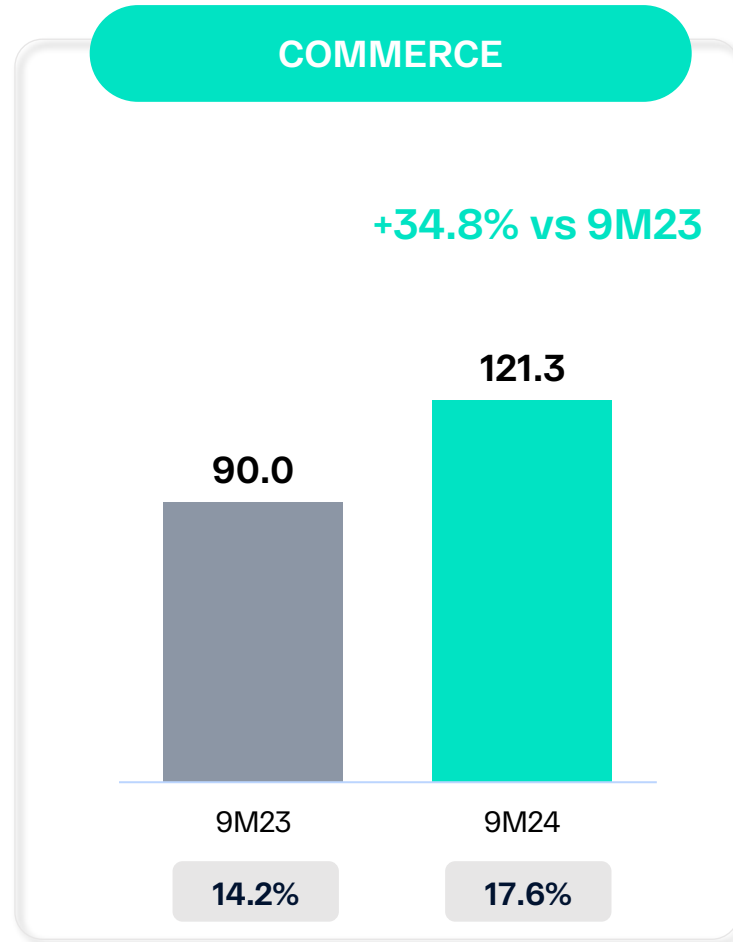
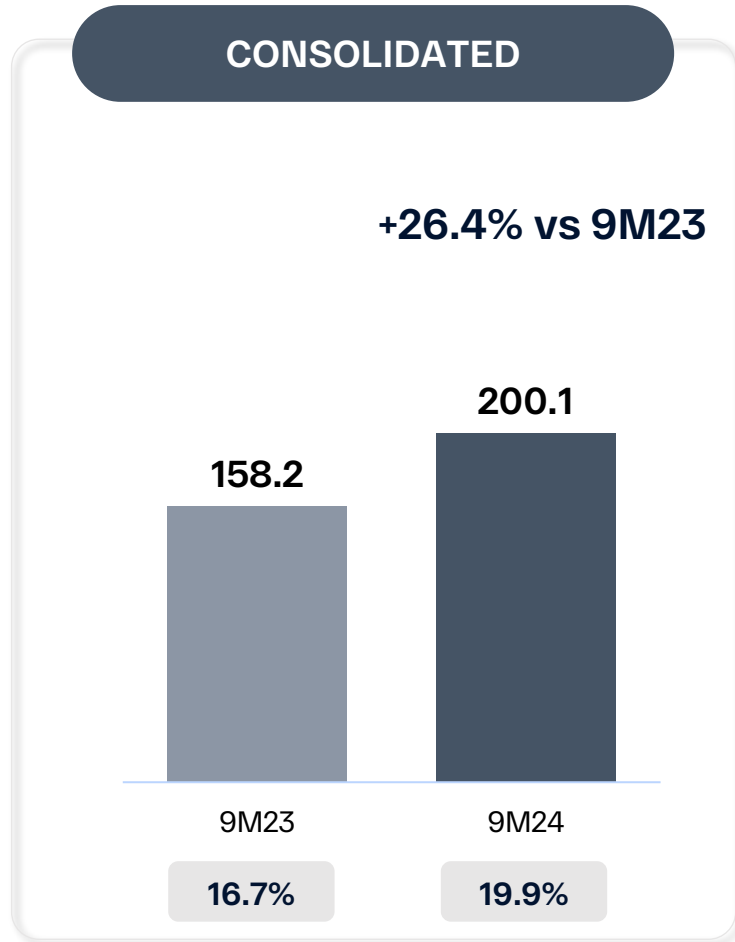
Adjusted EBITDA Margin¹ 3Q24 vs 3Q23

Adjusted EBITDA Margin in %



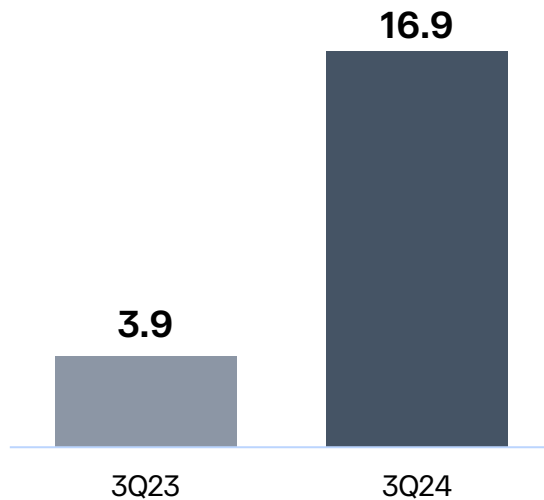
Adjusted EBITDA¹ 9M24 vs 9M23

R\$ mm and Adjusted EBITDA Margin in %

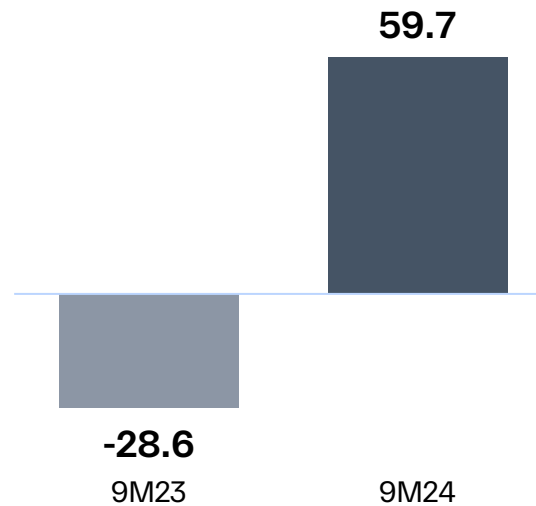


Net Profit

Consolidated 3Q (R\$ mm)



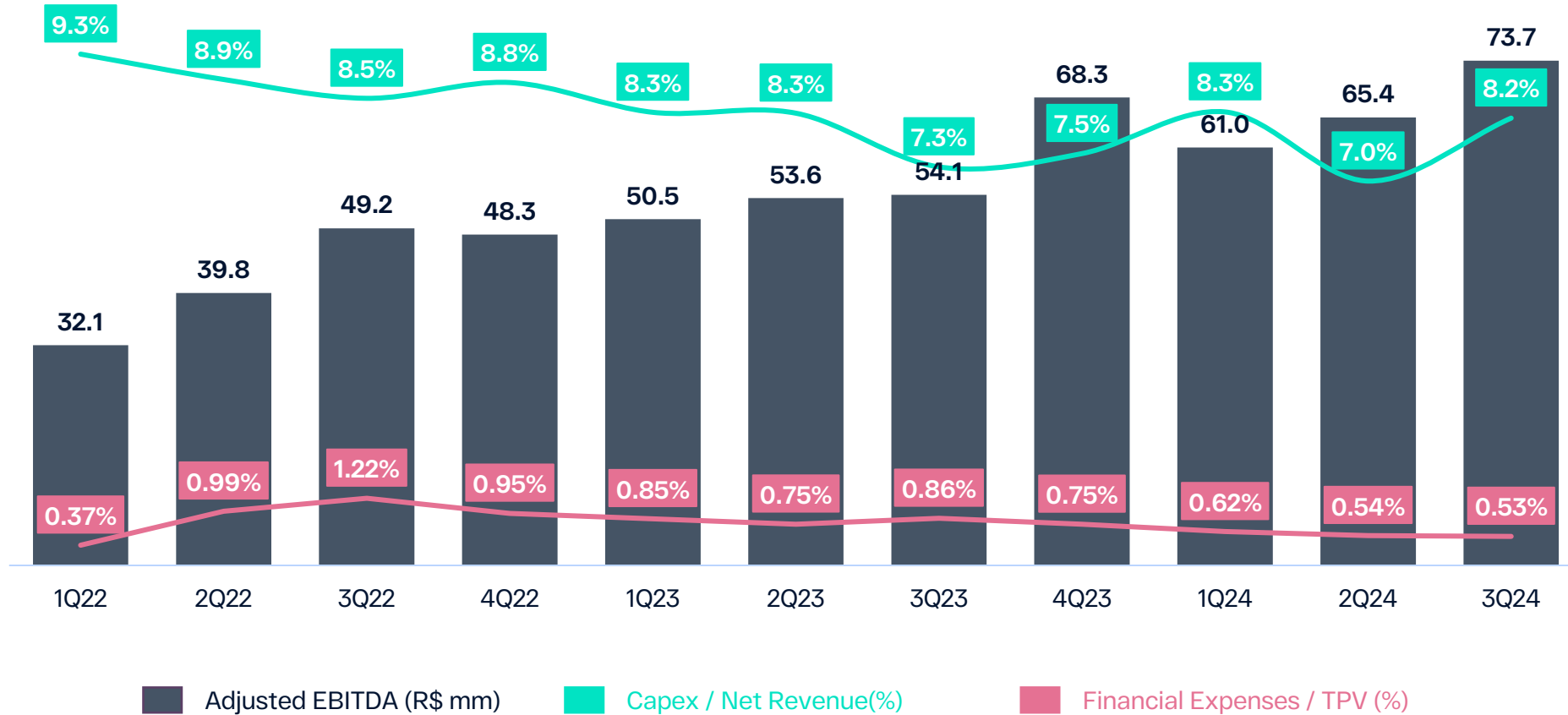
Consolidated 9M (R\$ mm)



Comments

- Net Margin of 4.8% in 3Q24 and 5.9% in 9M24
- Reduced financial expenses related to advances on receivables as a percentage of TPV
- Effective tax rate ~25% in 9M24

Cash Generation: Adjusted EBITDA, Capex and, Financial Expenses



Net Cash Position





Q&A



IwSa