



RESULTS PRESENTATION

4Q24

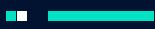
March 14, 2025



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



Rafael Chamas
CEO

lwsa

Recap 2024

Solid operational fundamentals

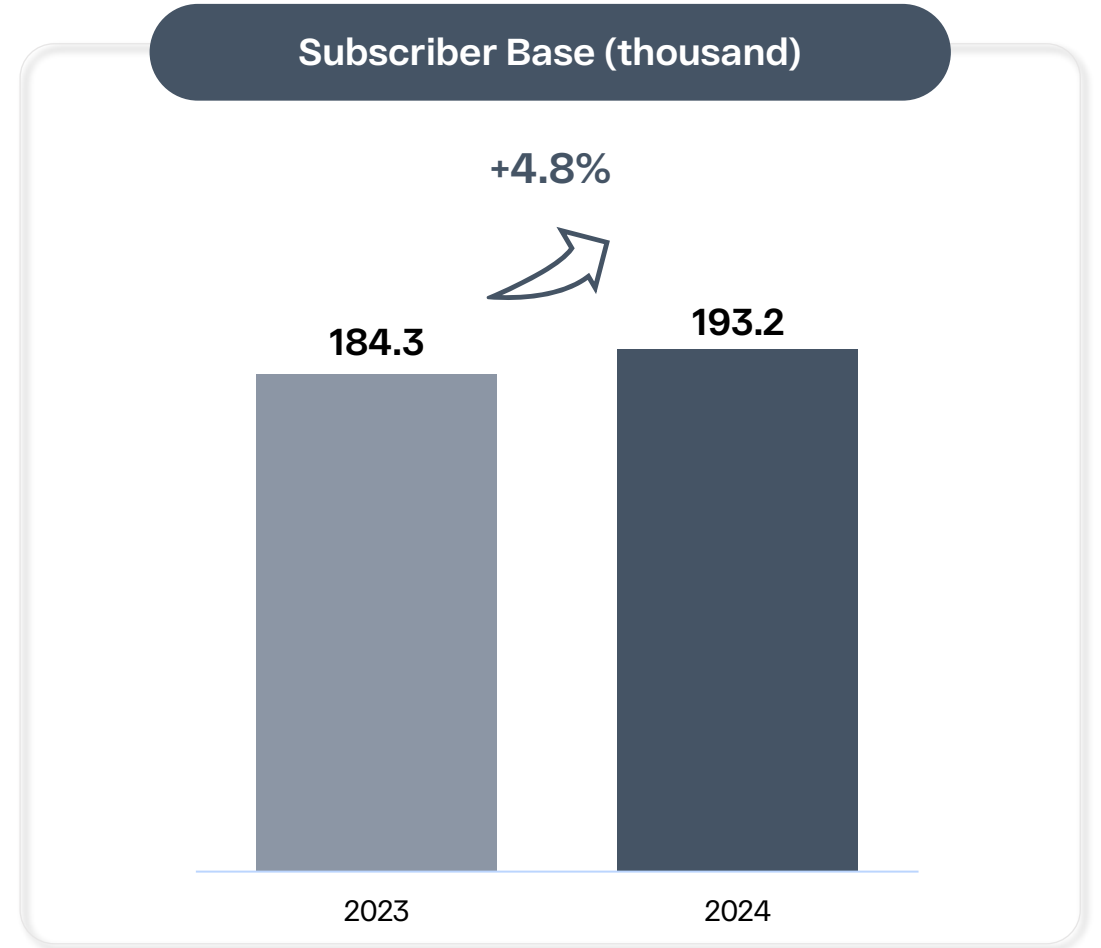
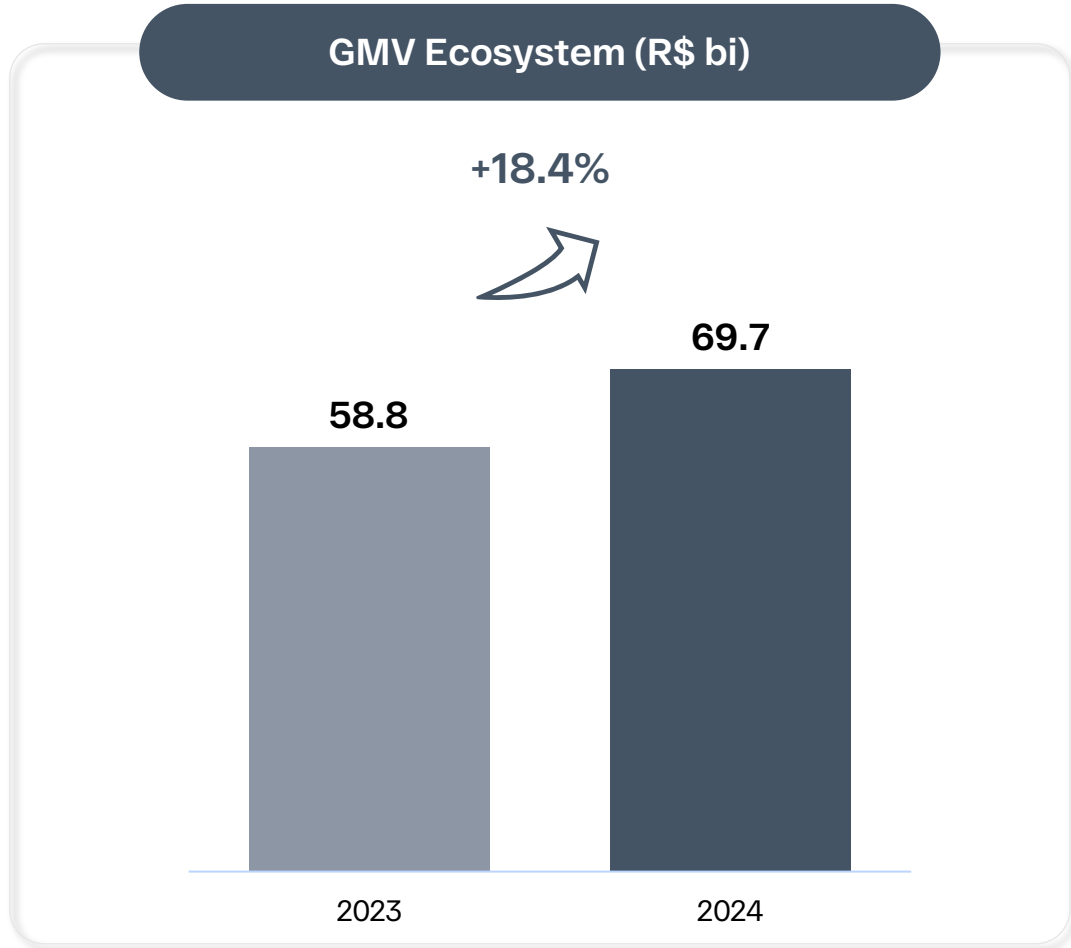
Profitability Expansion

Net Revenue in 2024

We simplified our product offering

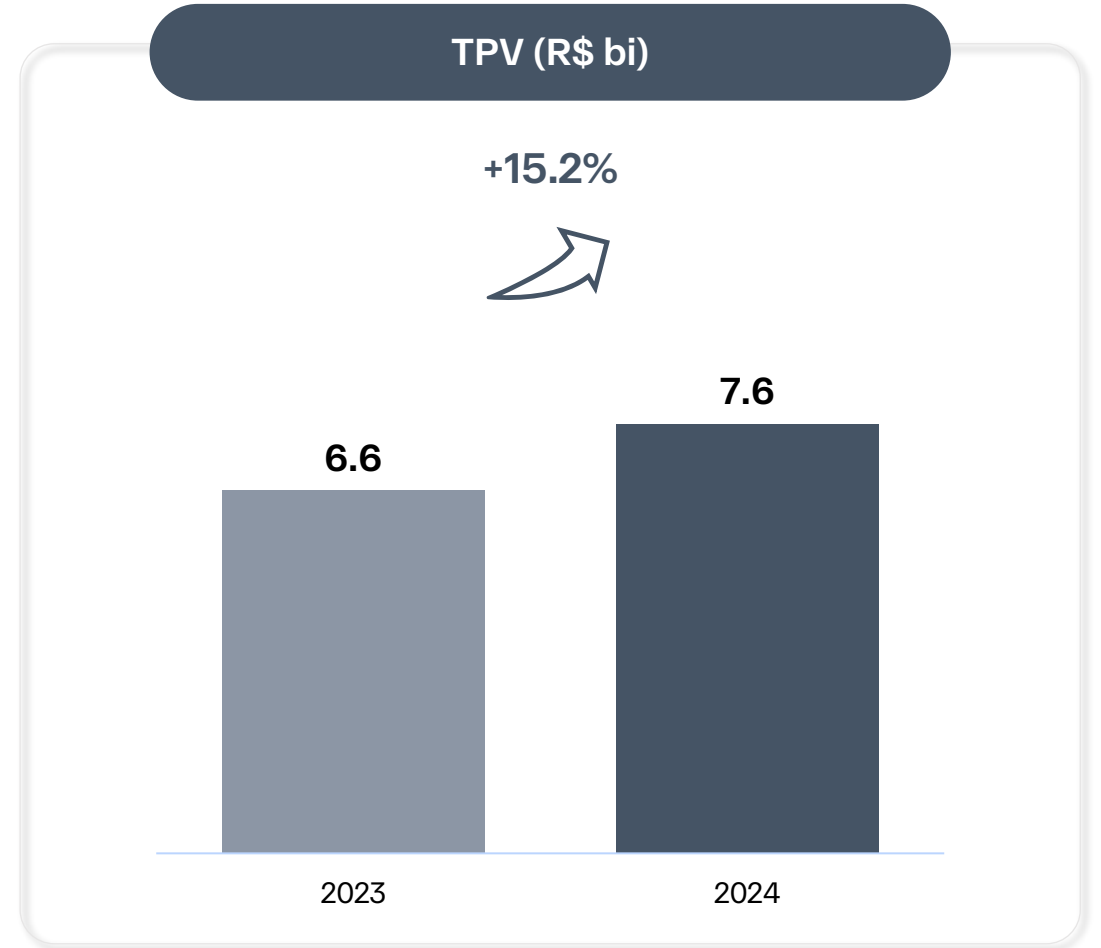
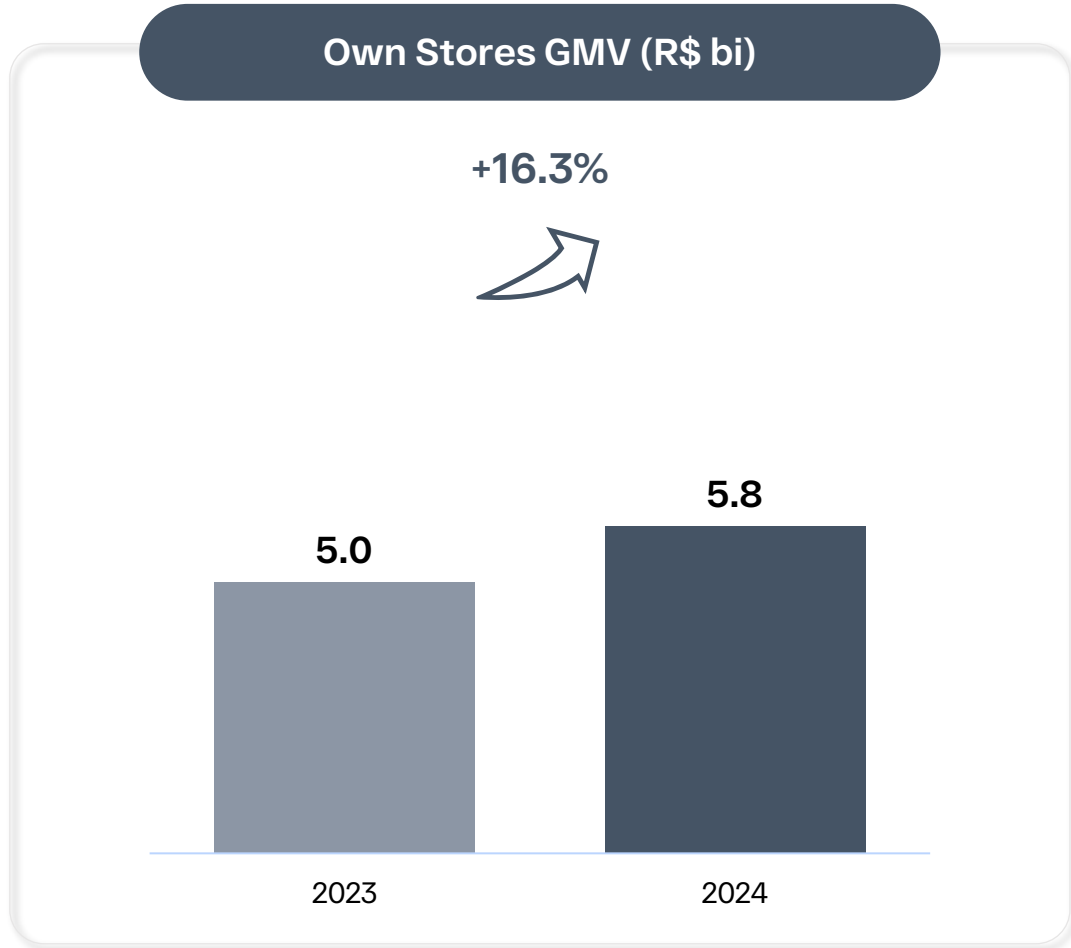
Return to Shareholders

1 Solid operational fundamentals (1/2)



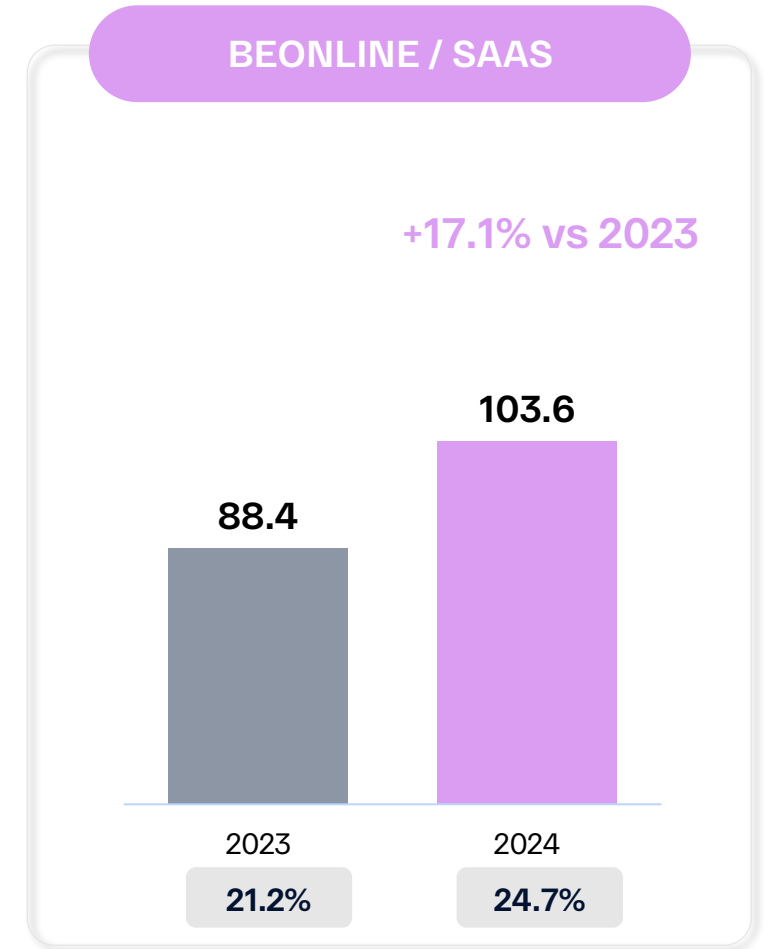
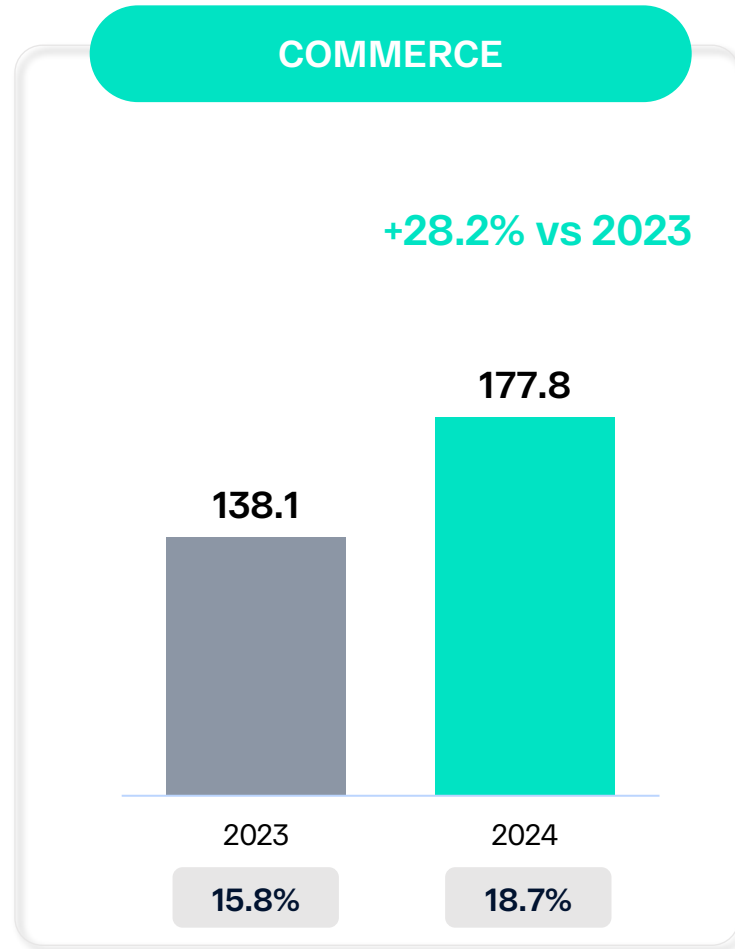
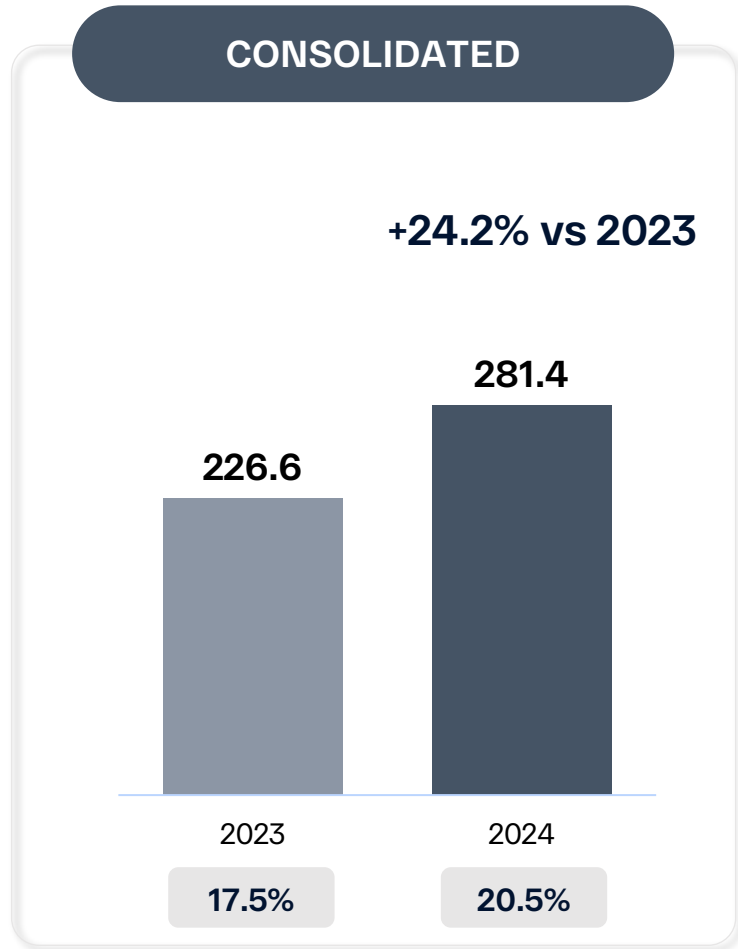
Platform Subscription Revenue (+22.3%)

1 Solid operational fundamentals (2/2)

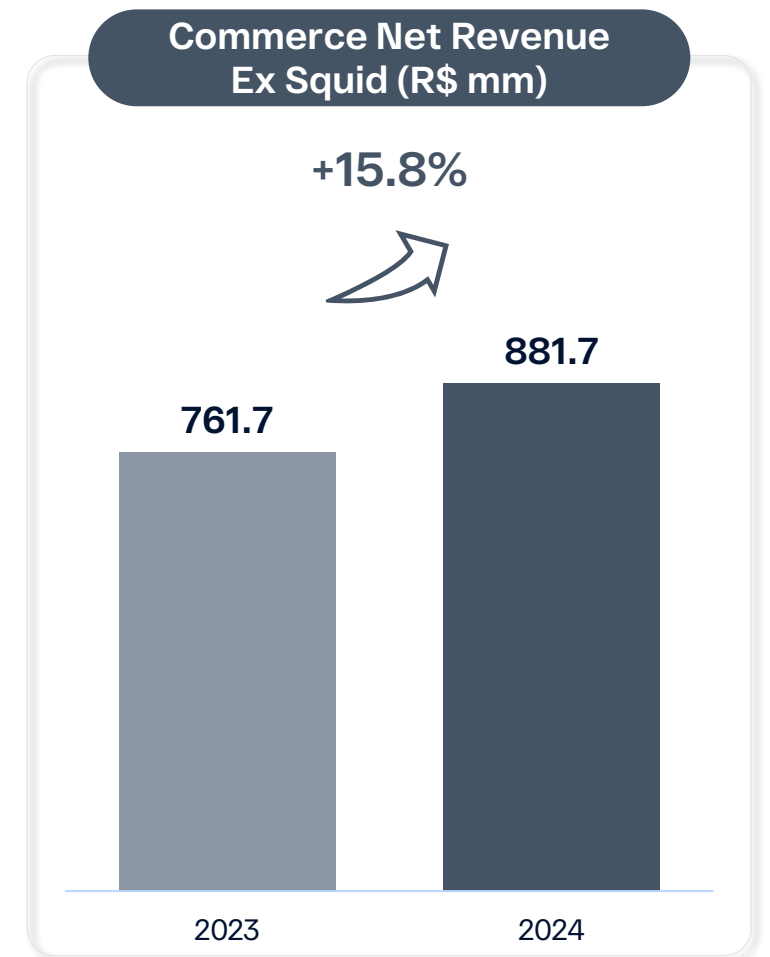
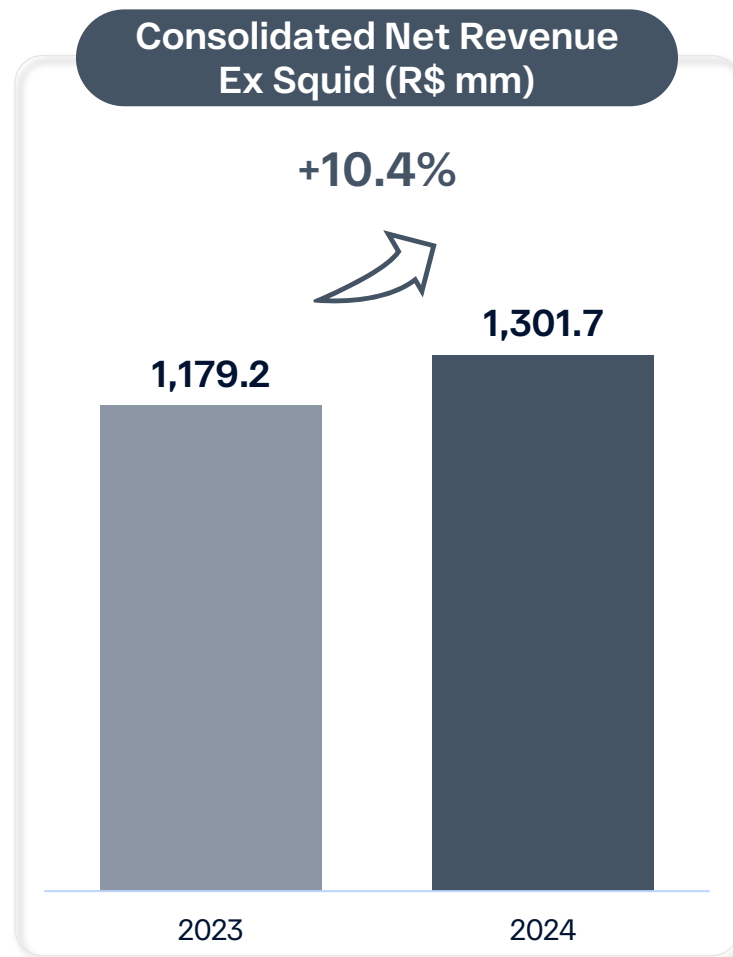
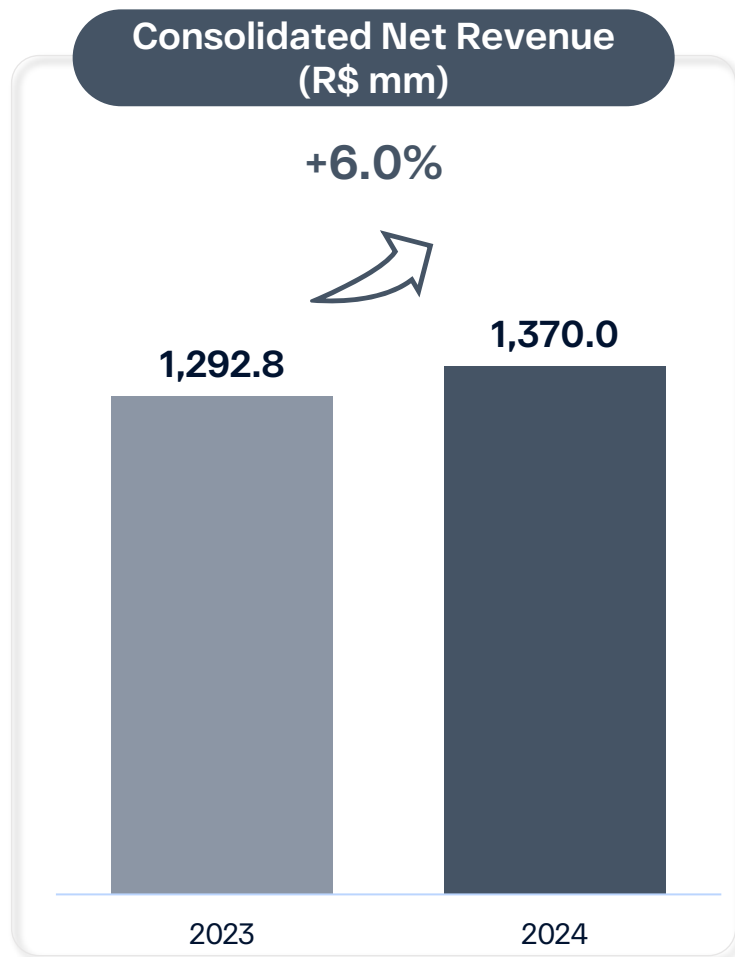


2 Profitability Expansion

Adjusted EBITDA (R\$ mm) and Adjusted EBITDA Margin



3 Net Revenue in 2024



4 We simplified our product offering

How to be
online?



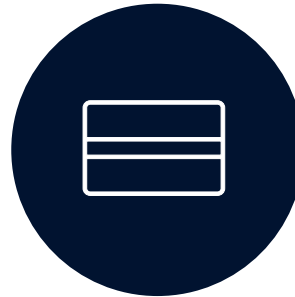
Hosting

How to sell
more?



E-commerce
Platform

How do I manage
my finances?



Financial
Services

How do I deliver
my products?



Logistics
Platform

How do I manage
my business?



ERP

How do I serve
my client?



Conversational
Tools

5 Return to Shareholders

- (i) R\$192.6 million in 2024
- (ii) New Buyback Program in 2025

Share Buyback

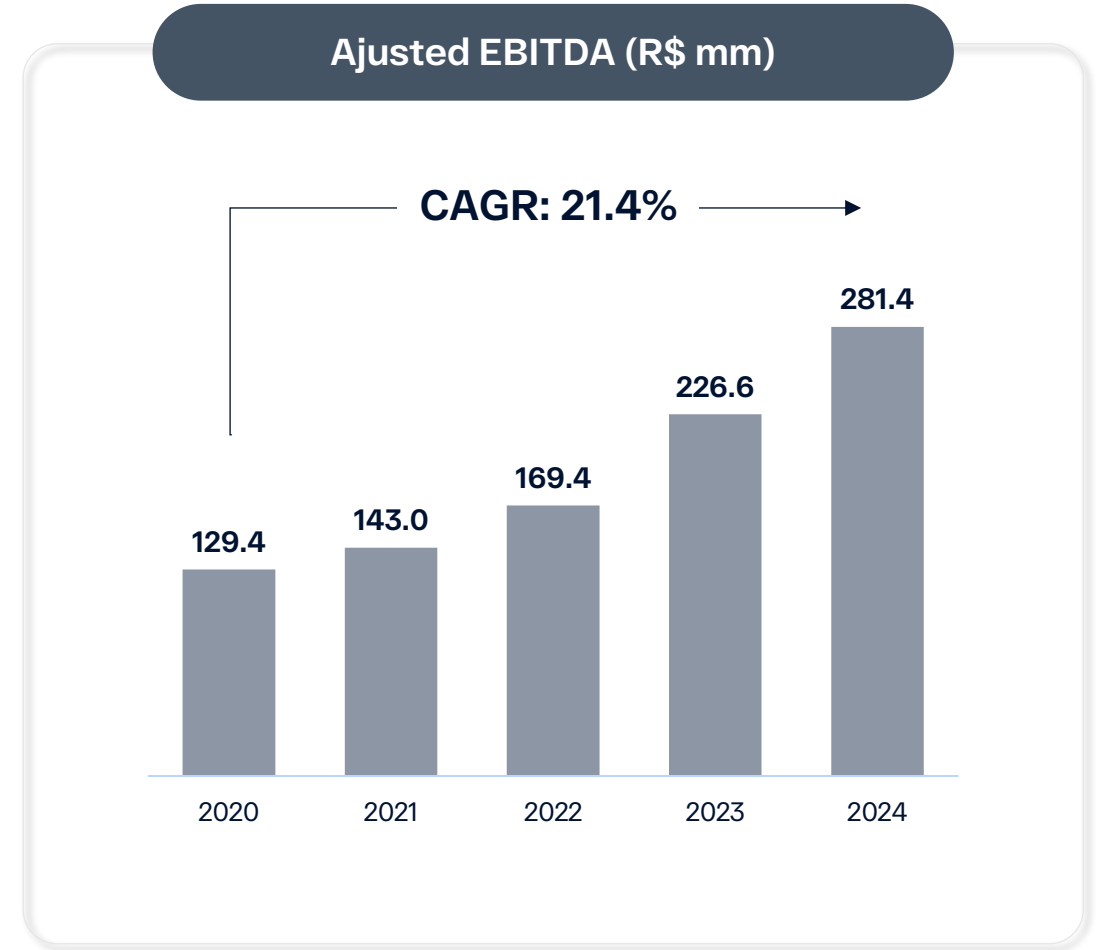
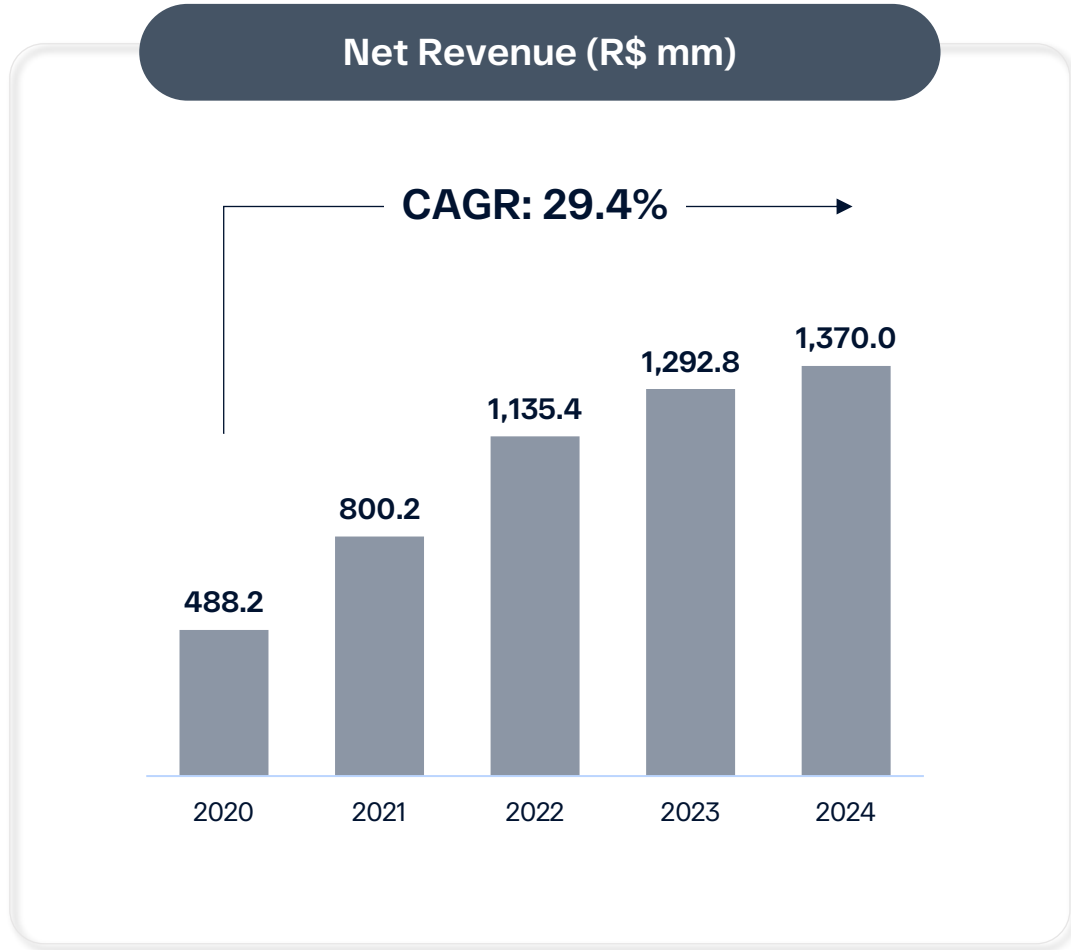
- R\$152.6 million in shares repurchased between January and October 2024
- New 38.8mm share buyback program in 2025



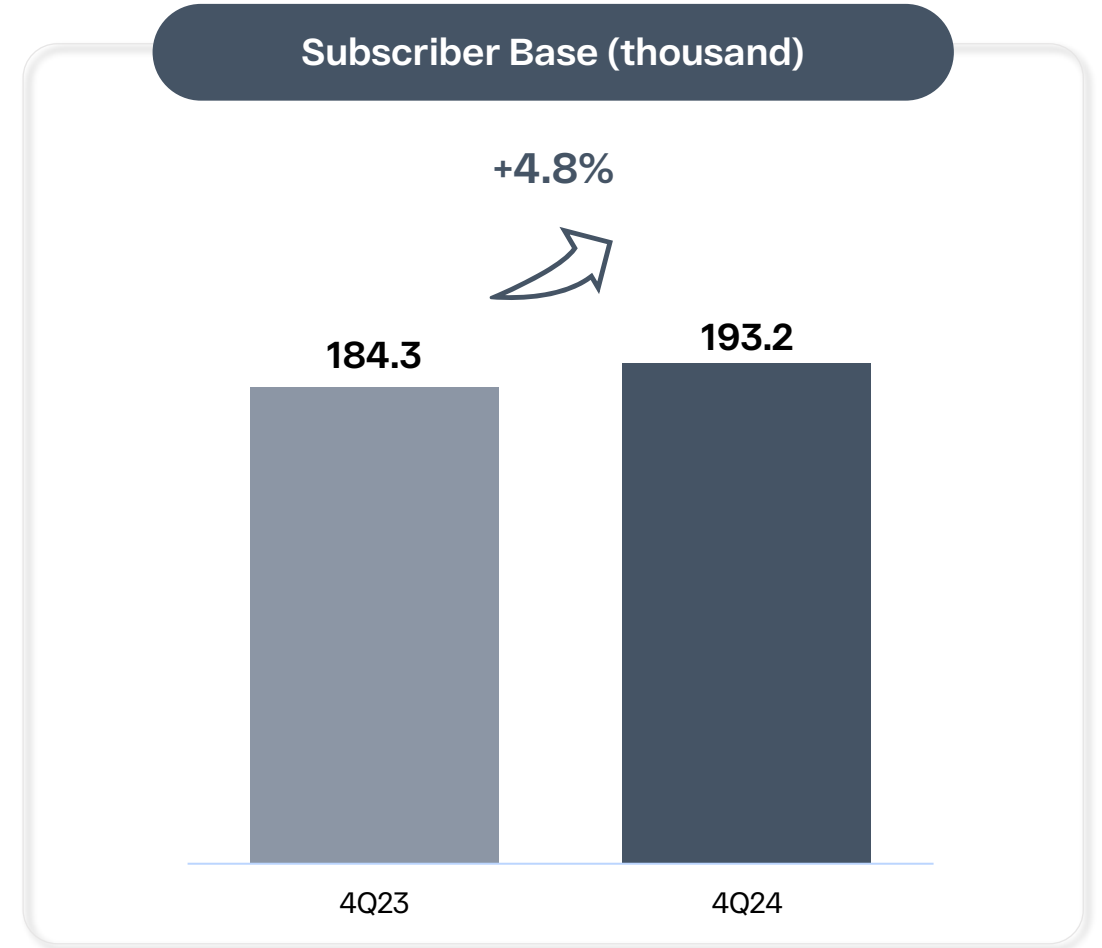
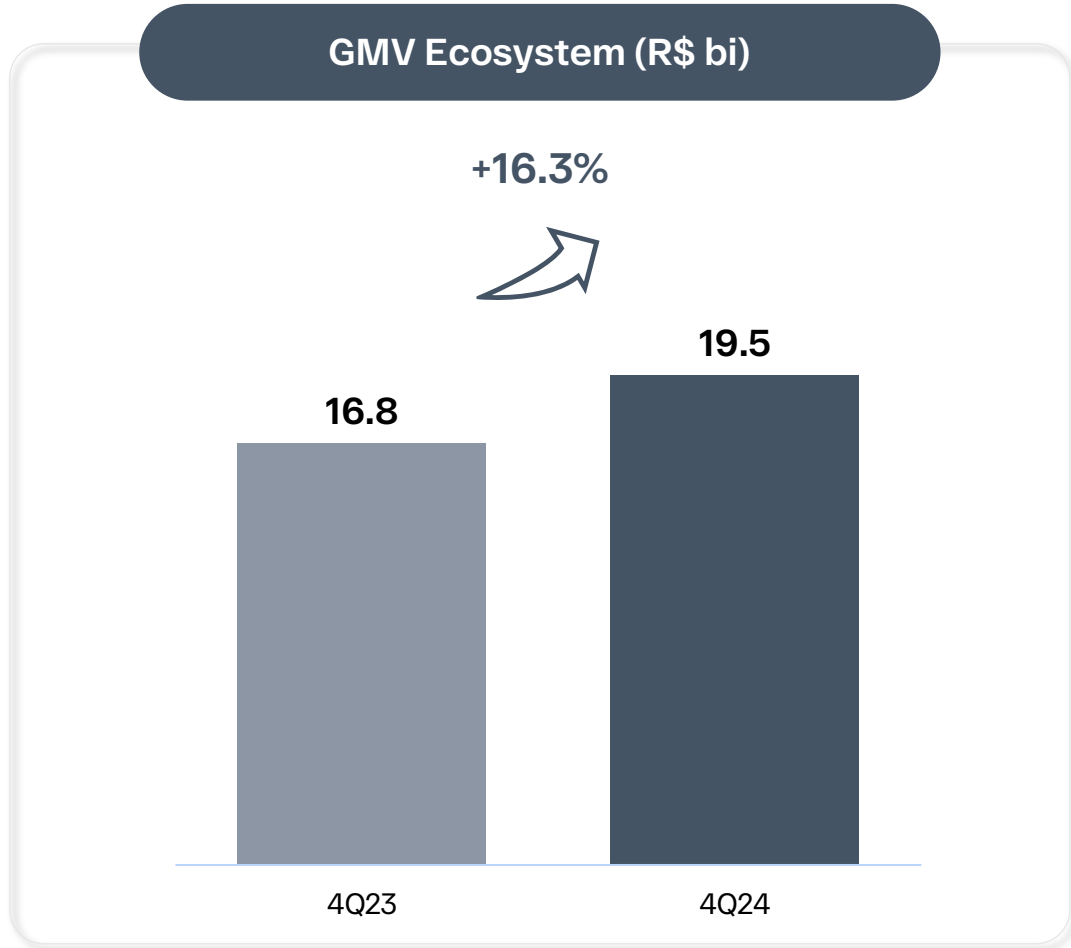
Dividends

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

Our Evolution since the IPO

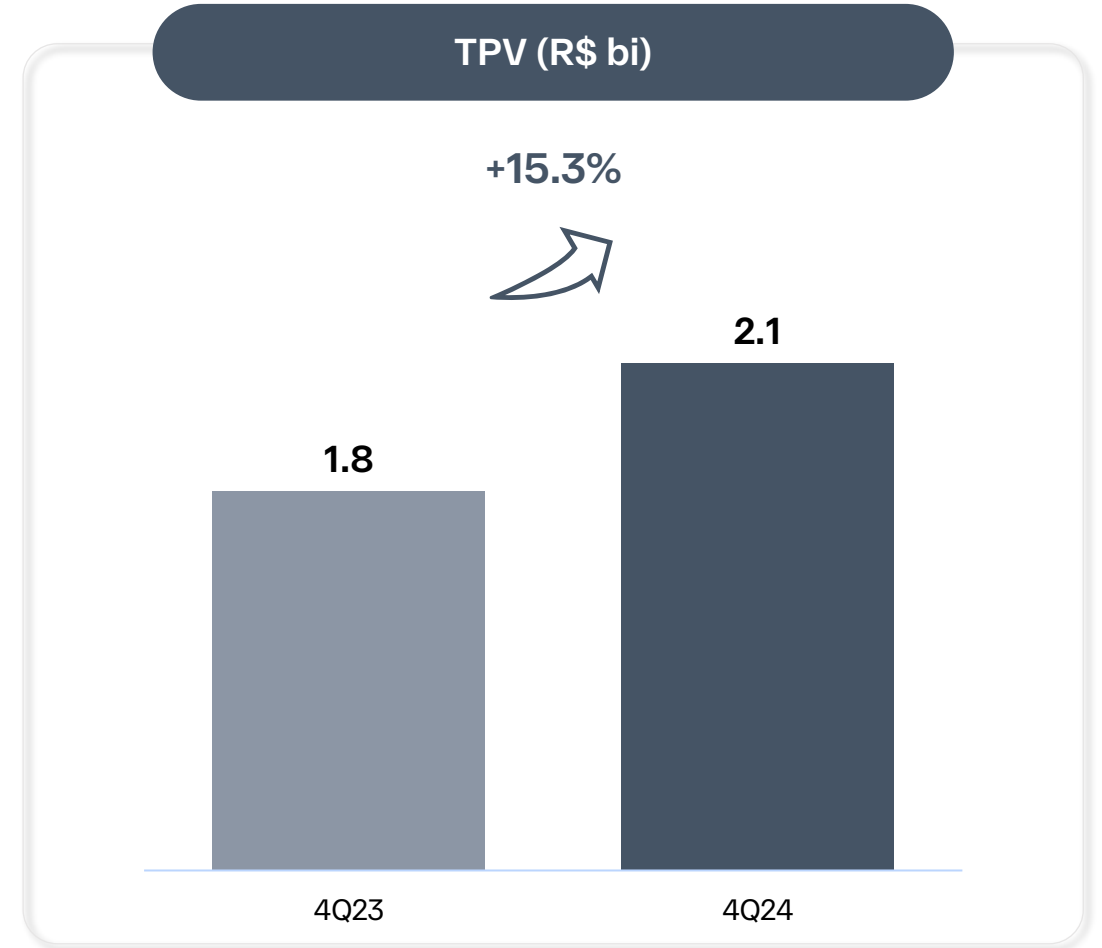
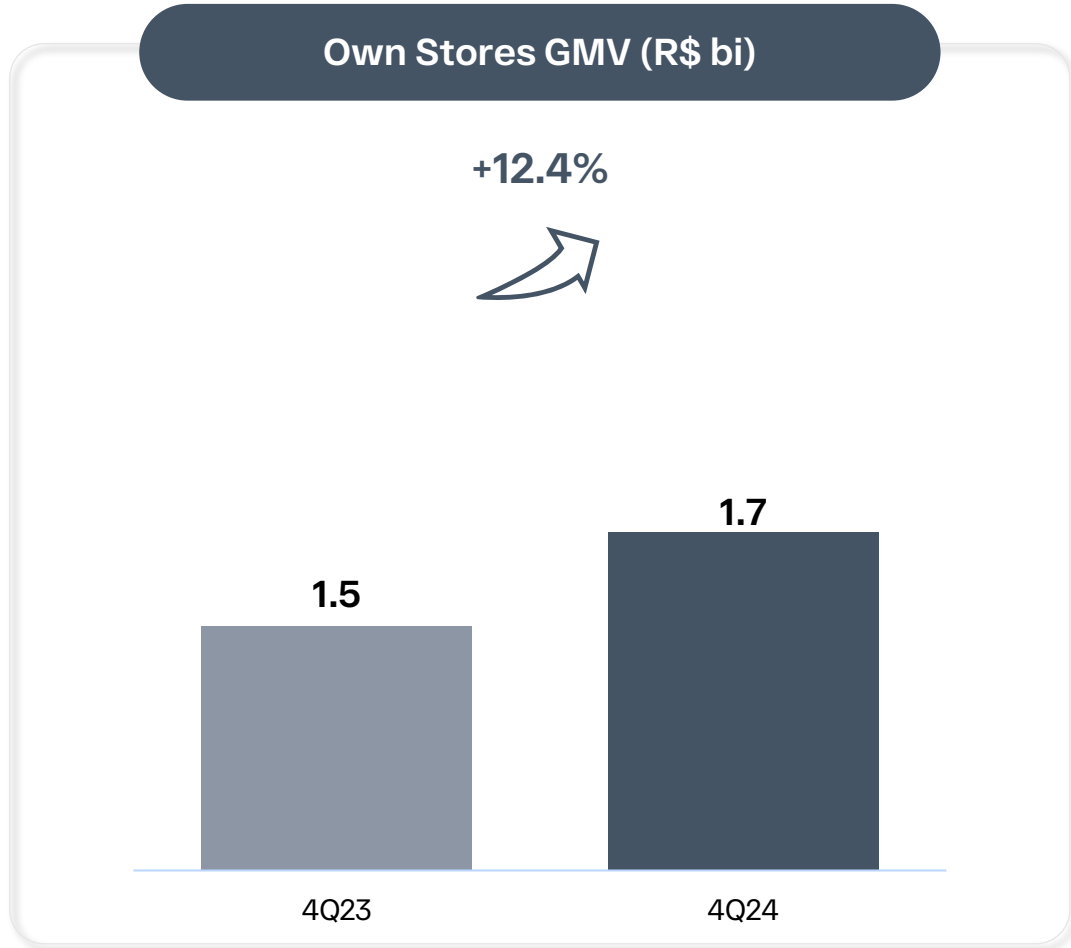


Operational 4Q24



Platform Subscription Revenue
(+20.1%)

Operational 4Q24



Net Revenue 4Q24

R\$ mm

CONSOLIDATED

+4.8% YoY
(+8.1% Ex Squid)
+4.2% QoQ

347.3

349.3

364.1

4Q23

3Q24

4Q24

COMMERCE

+6.7% YoY
(+11.8% Ex Squid)
+6.9% QoQ

243.4

243.0

259.7

4Q23

3Q24

4Q24

BEONLINE / SAAS

+0.5% YoY
-1.8% QoQ

103.9

106.3

104.4

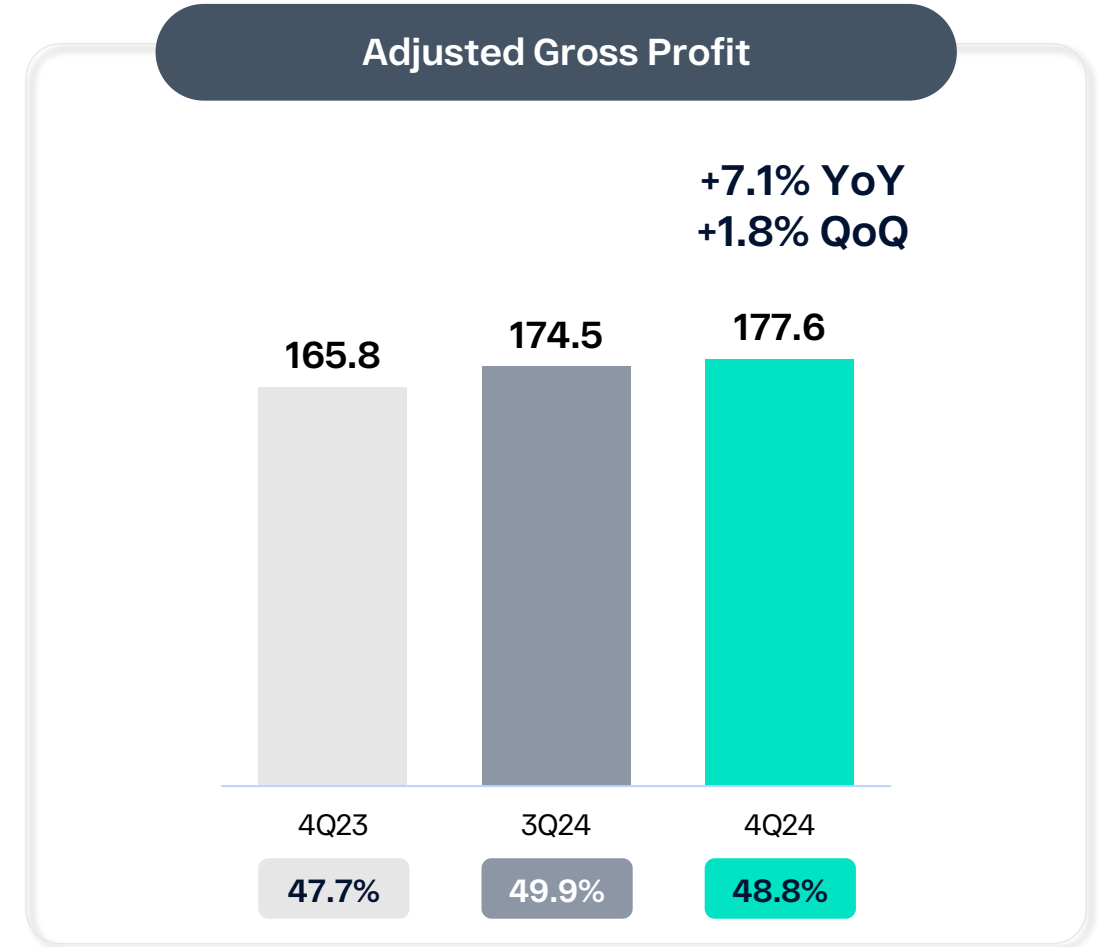
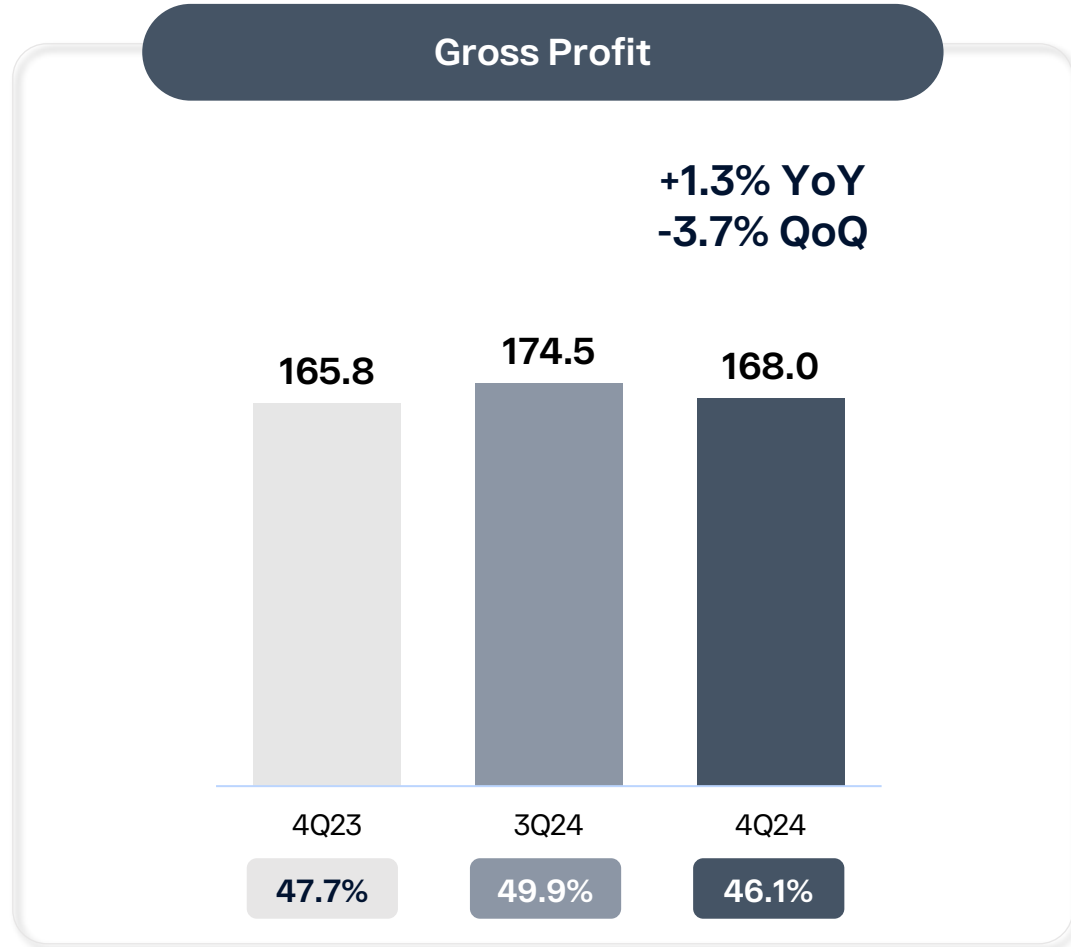
4Q23

3Q24

4Q24

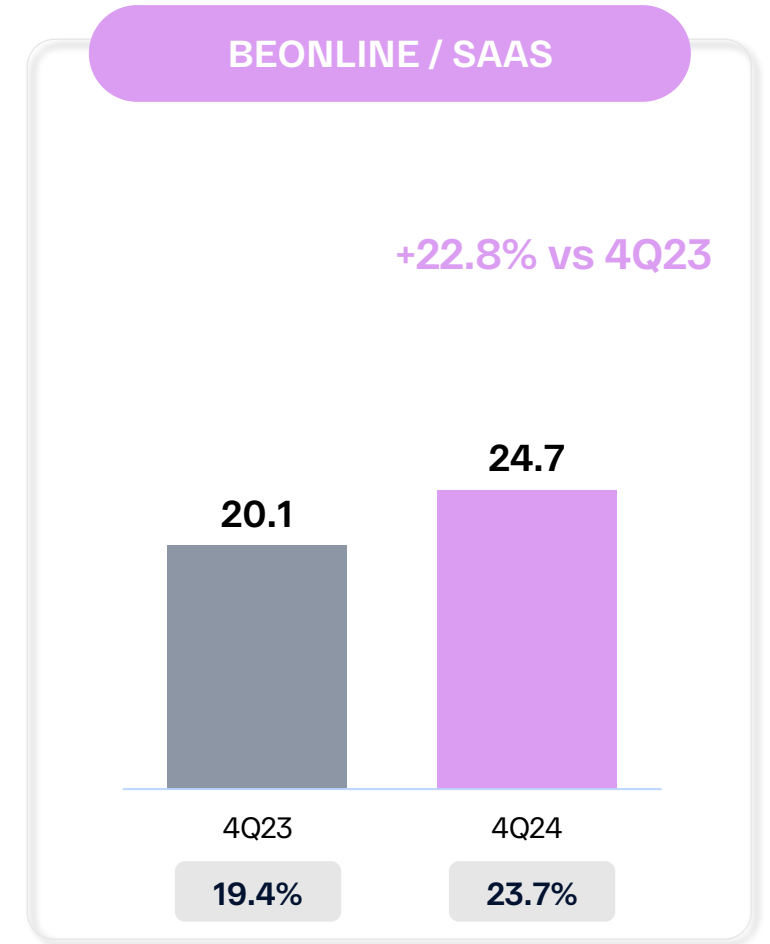
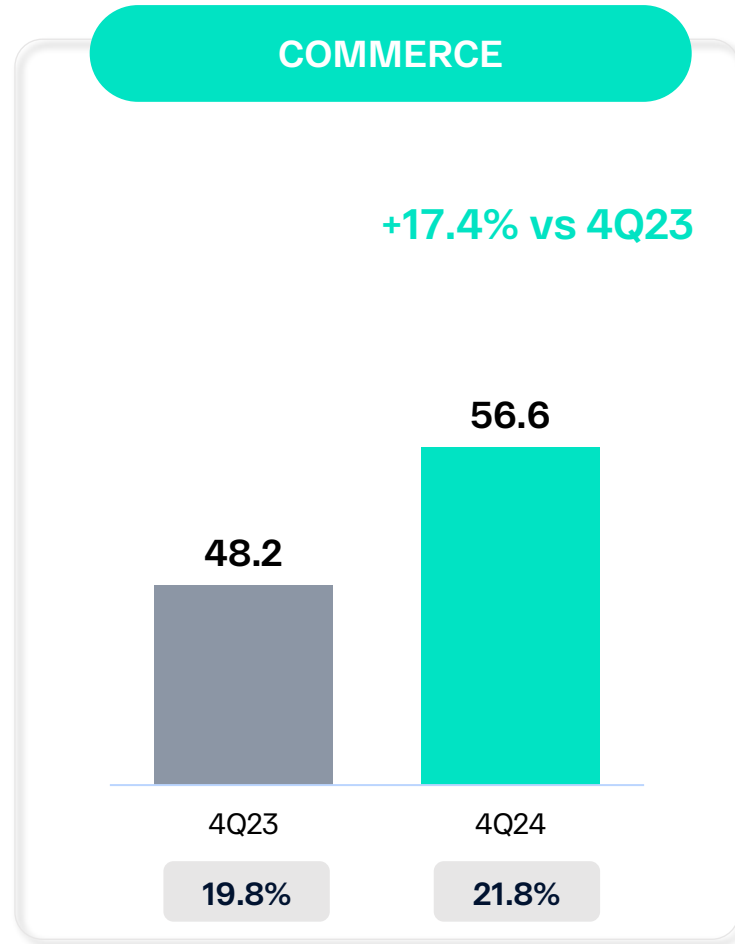
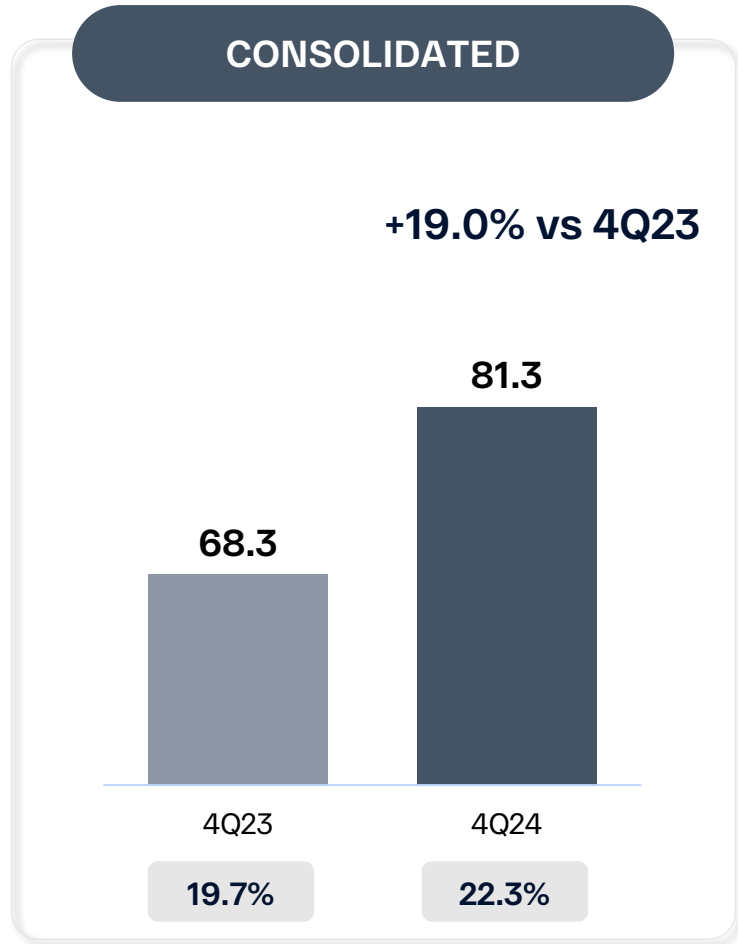
Gross Profit and Gross Margin

R\$ mm



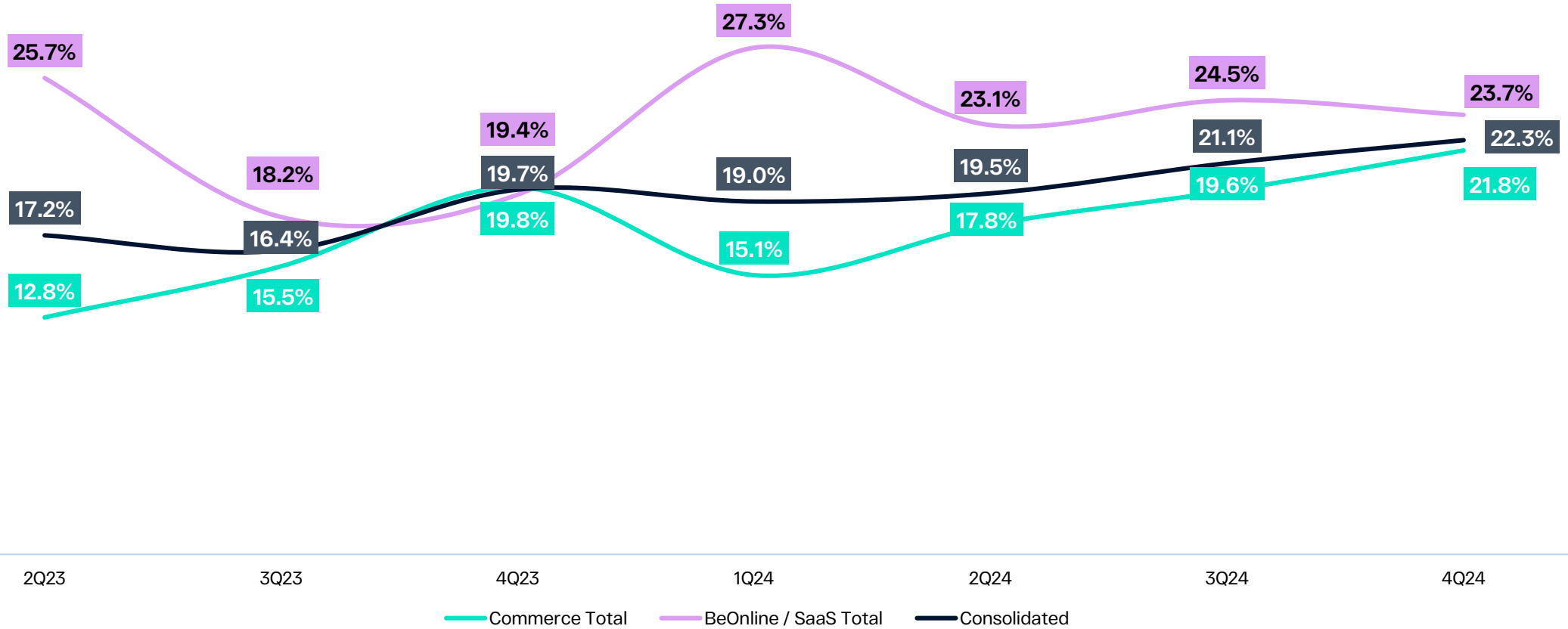
Adjusted EBITDA¹ 4Q24 vs 4Q23

R\$ mm and Adjusted EBITDA Margin in %

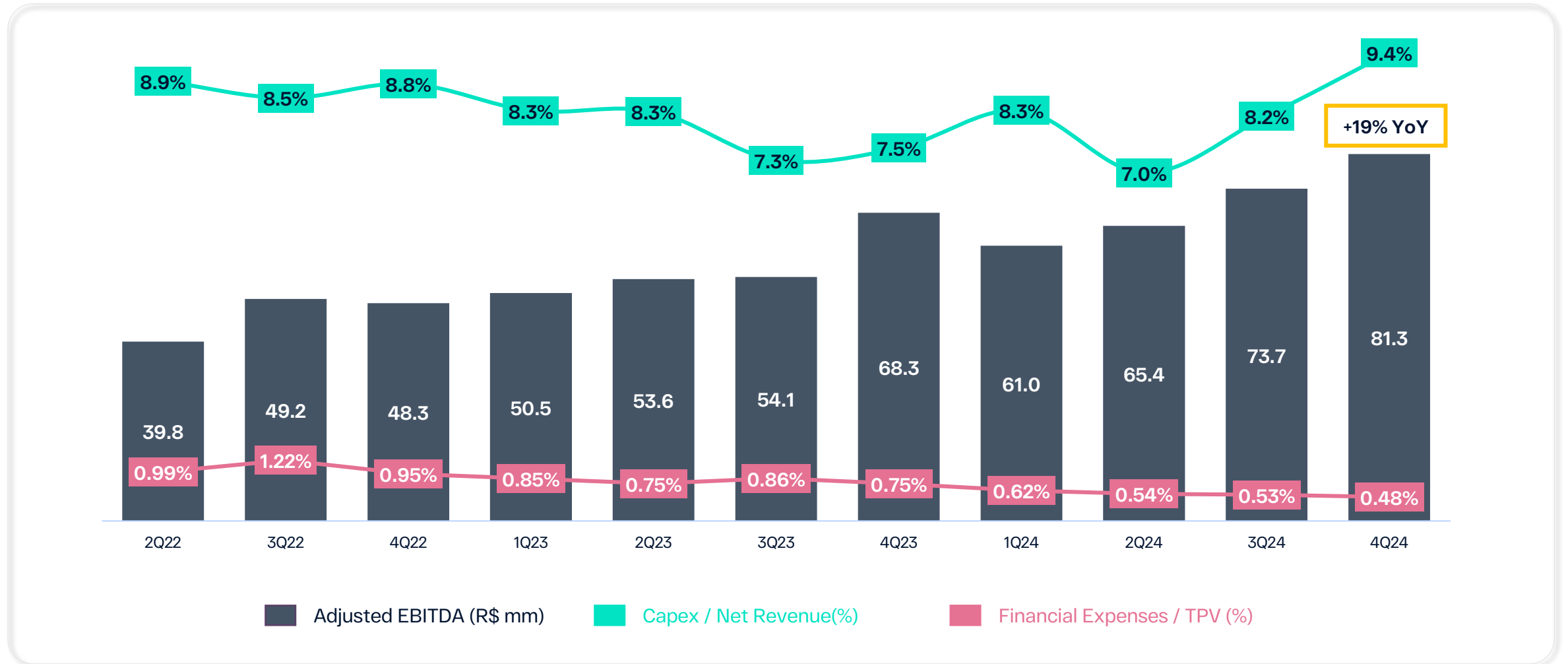


Adjusted EBITDA Margin Evolution¹ 4Q24

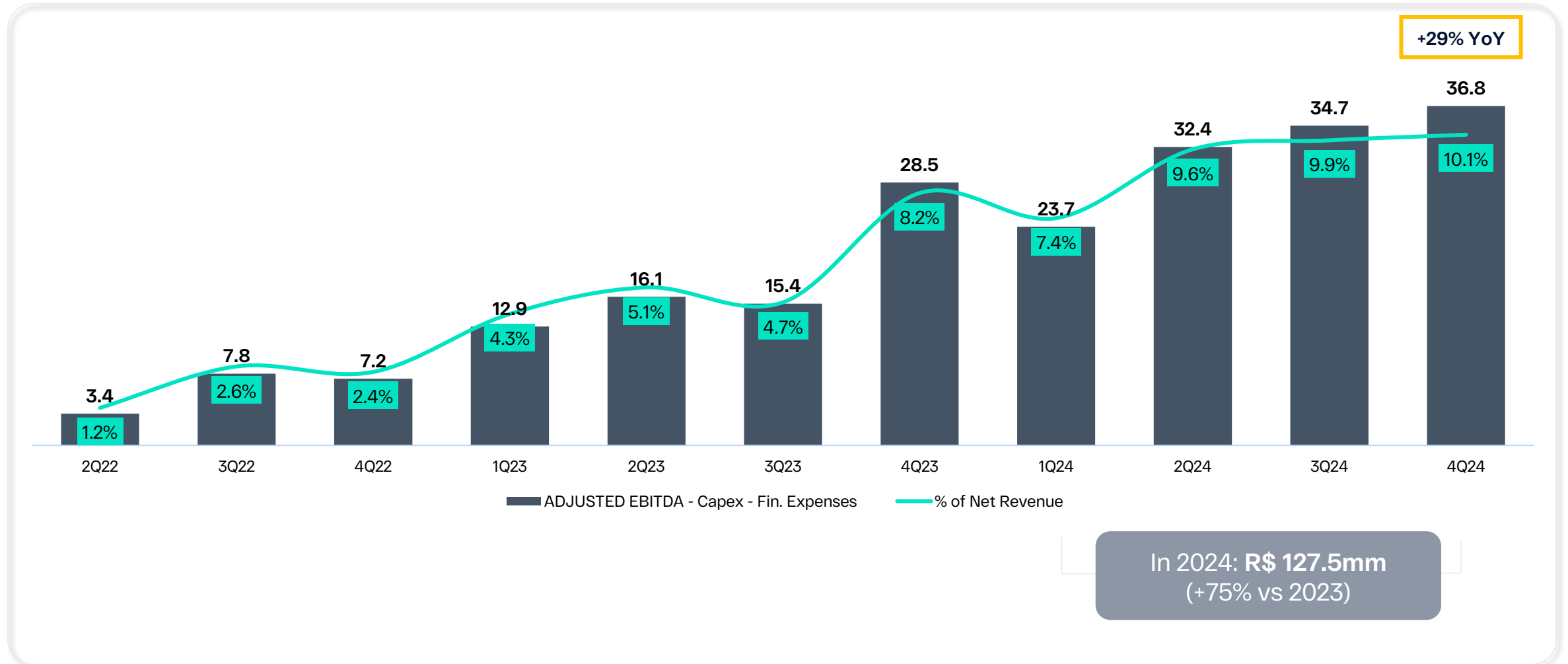
Adjusted EBITDA Margin in %



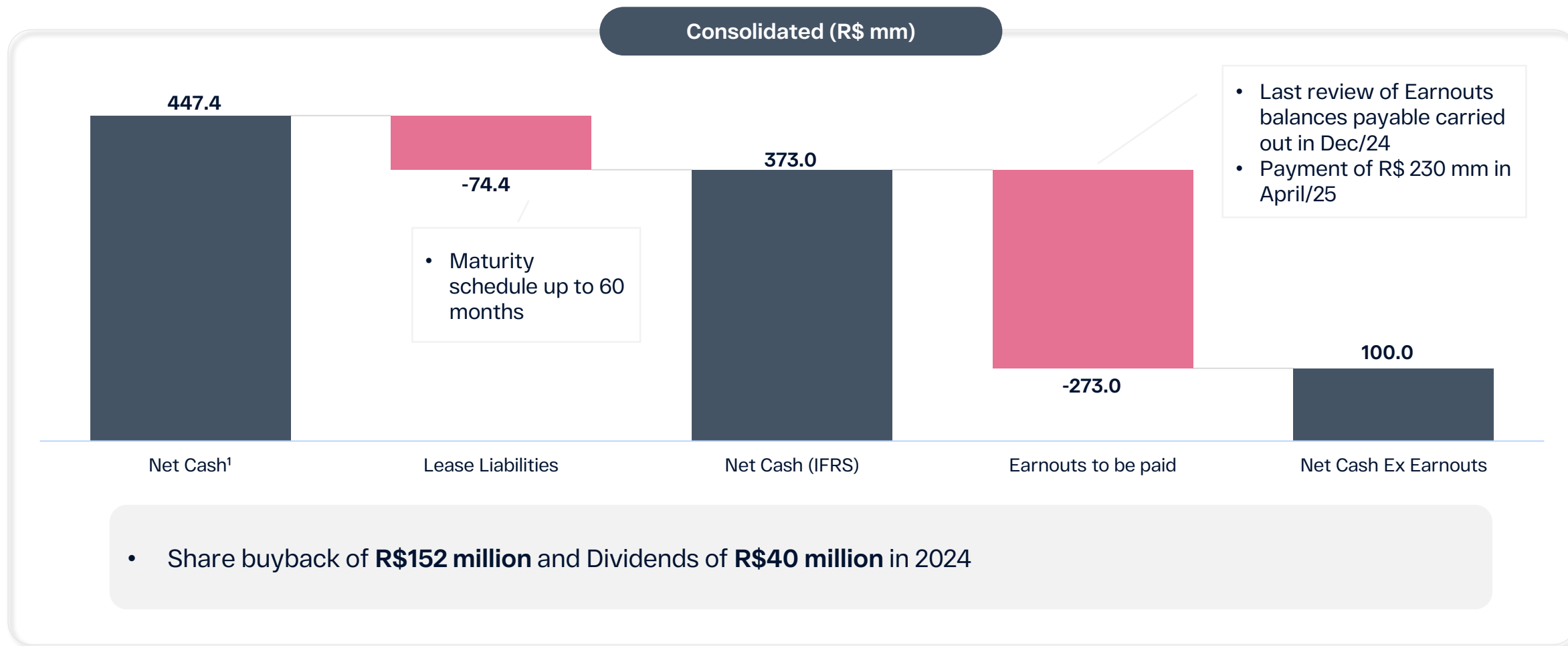
Cash Generation: Adjusted EBITDA, Capex and Financial Expenses

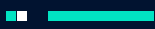


Cash Generation: Adjusted EBITDA minus Capex and Financial Expenses



Net Cash Position





Rafael Chamas
CEO

A large, thick, light blue diagonal line that runs from the bottom left towards the top right, crossing the entire width of the image.

lwsa

Key messages for 2025

- **Reacceleration of growth**
- **Squid restructuring completed**
- **Continuous Focus on Profitability**
- **Cash Generation and Shareholder Return**
- **Earnout is no longer a topic**



Q&A



lwsa