

4Q24 & 2024 Results Presentation

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LPSBrasil

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Highlights 2024



Launches

R\$ 27.7 billion in 2024
+15% vs. 2023



Total Transactions Closed

R\$ 13.7 billion in 2024
+25% vs. 2023



CrediPronto Mortgage Volume

R\$ 4.1 billion in 2024
+44% vs. 2023



EBITDA

R\$ 64,4 million in 2024
+7% vs. 2023

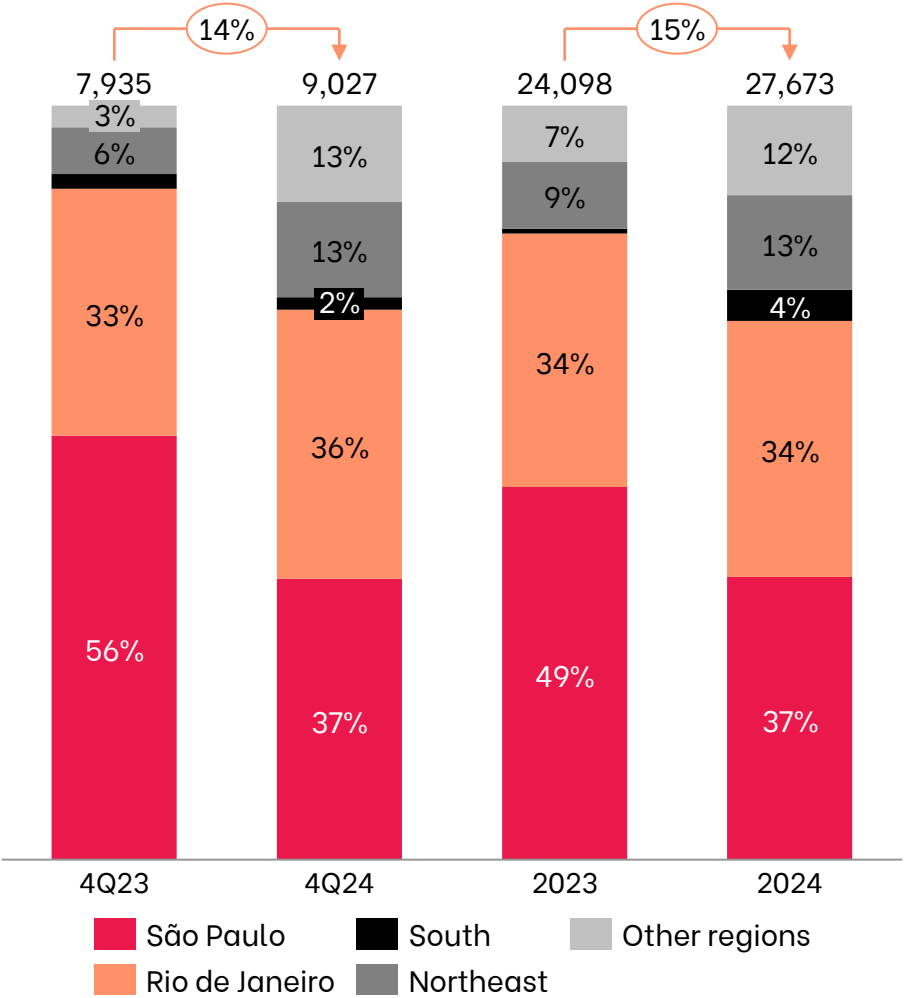


Net Income Before IFRS

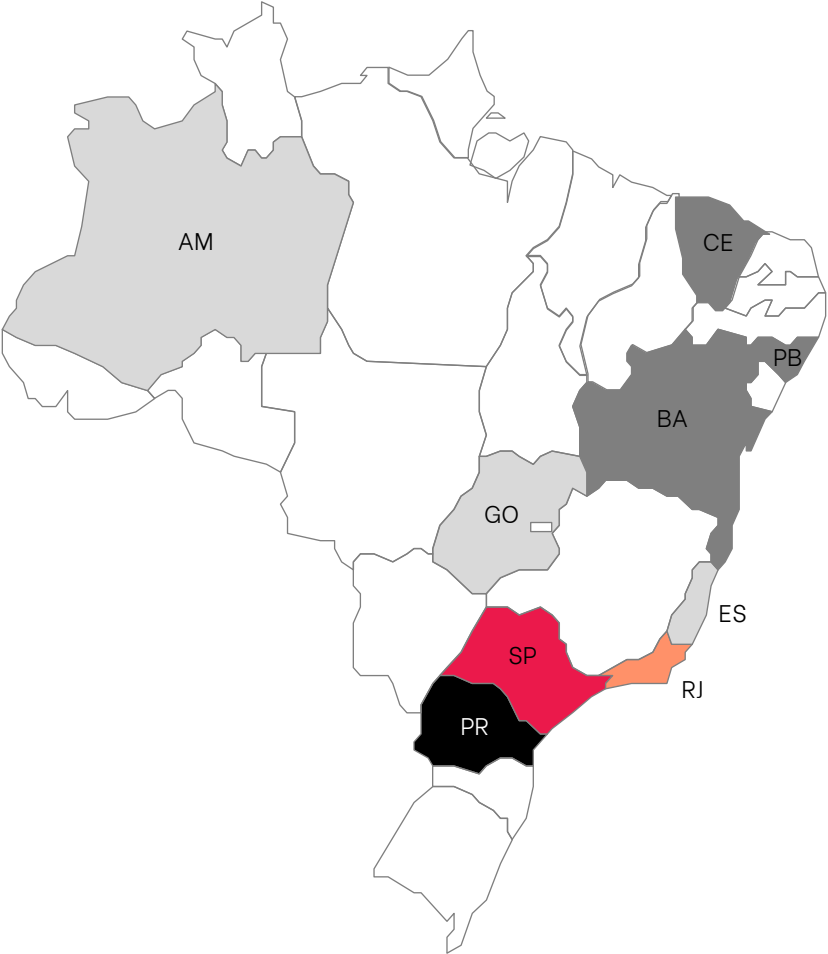
R\$ 40.6 million in 2024
+11% vs. 2023

Rede Lopes Launches

Lopes participated of 197 projects in 2024, totaled **R\$ 27.7 billion** in 2024

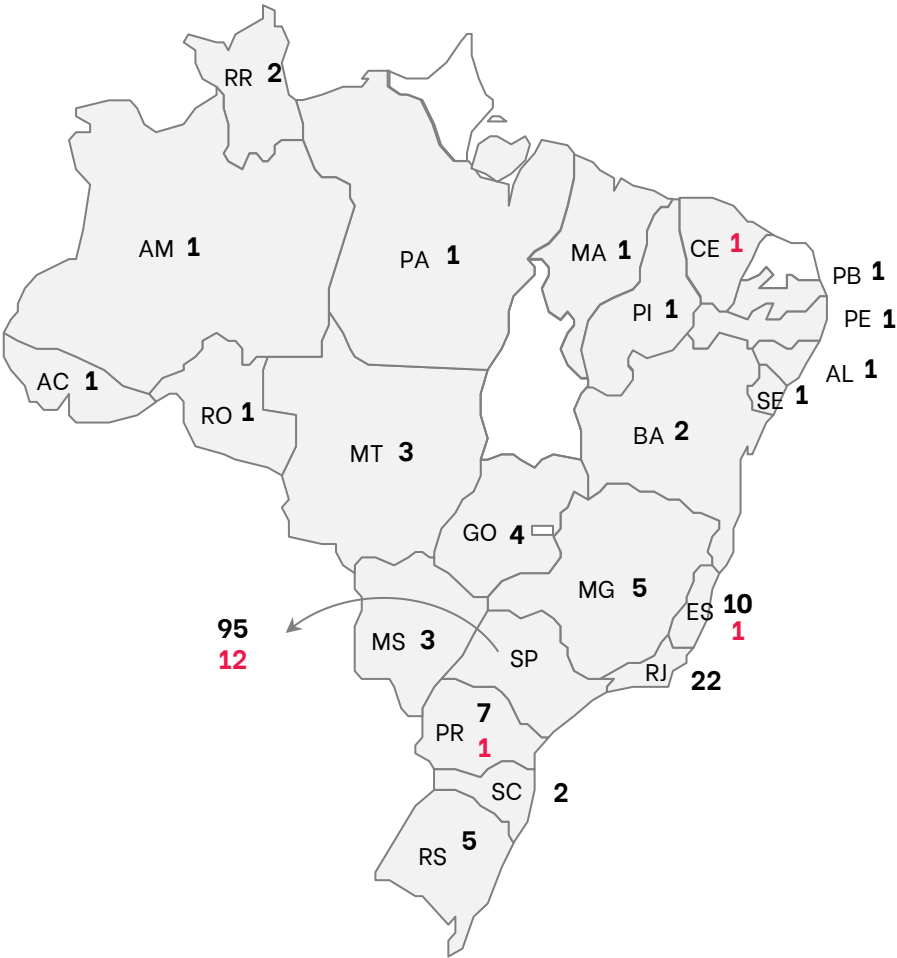
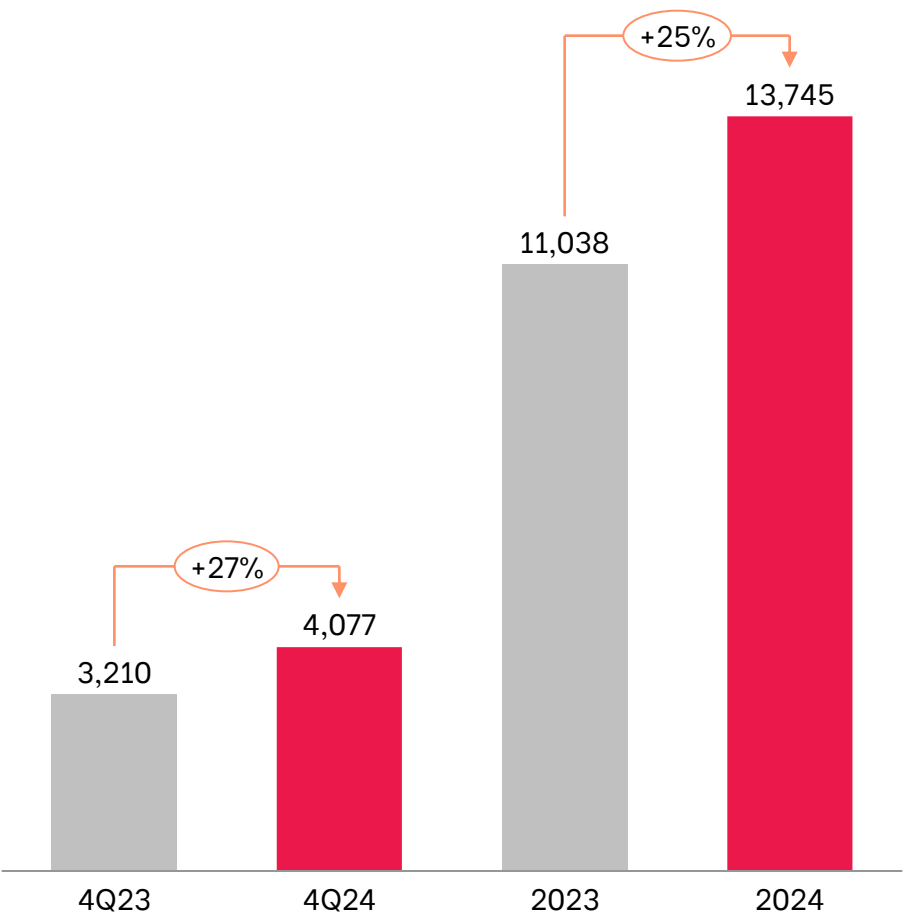


States with Launches in 2024



Rede Lopes Intermediation

Intermediation reached **R\$ 13.7 billion** 2024, +25% vs 2023.

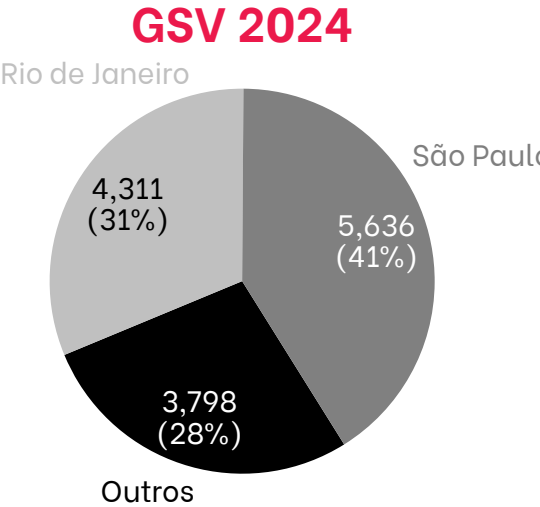
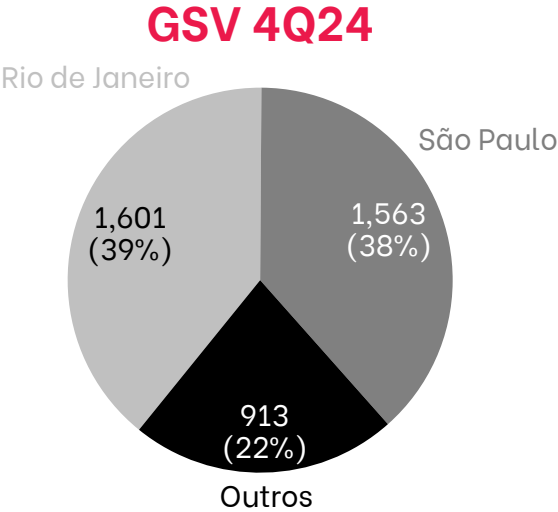
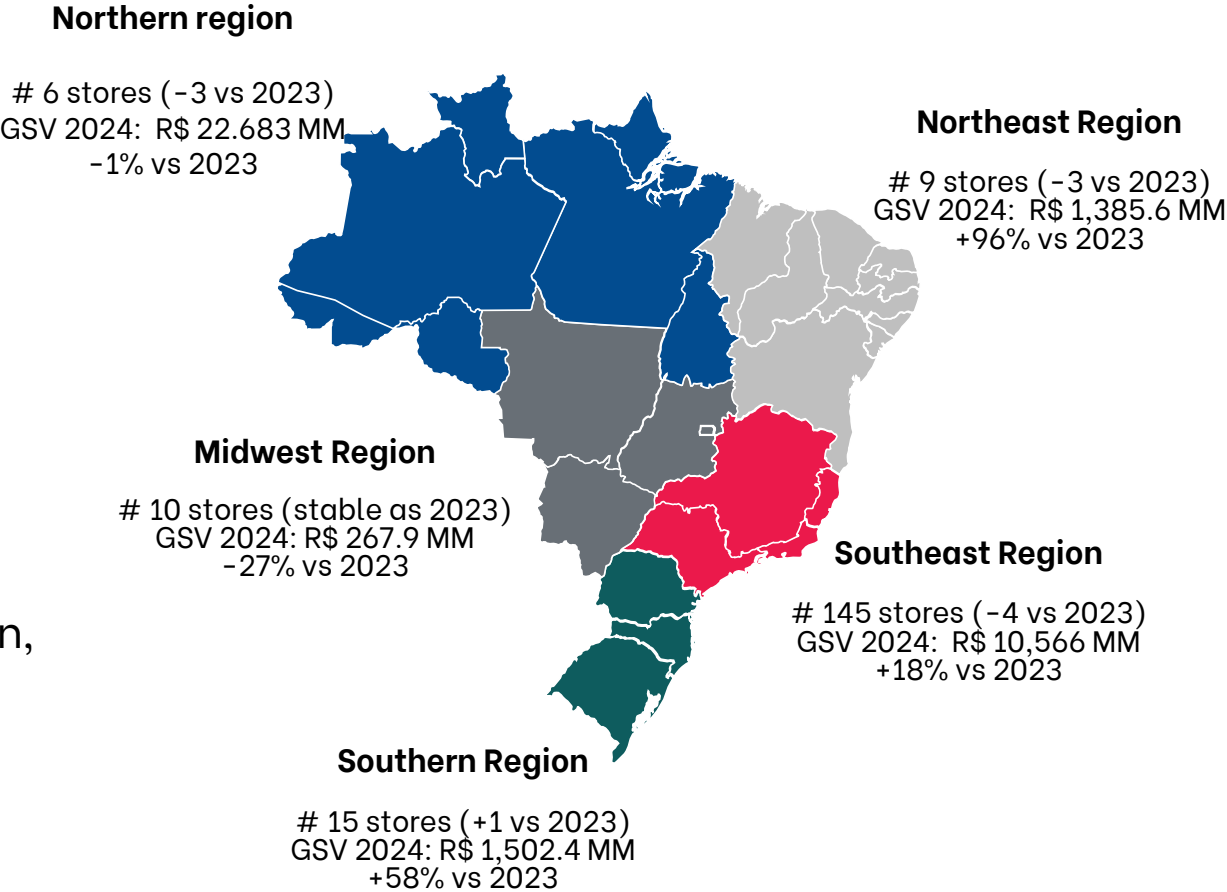


185 Stores

170 Franchises
15 Own Operations

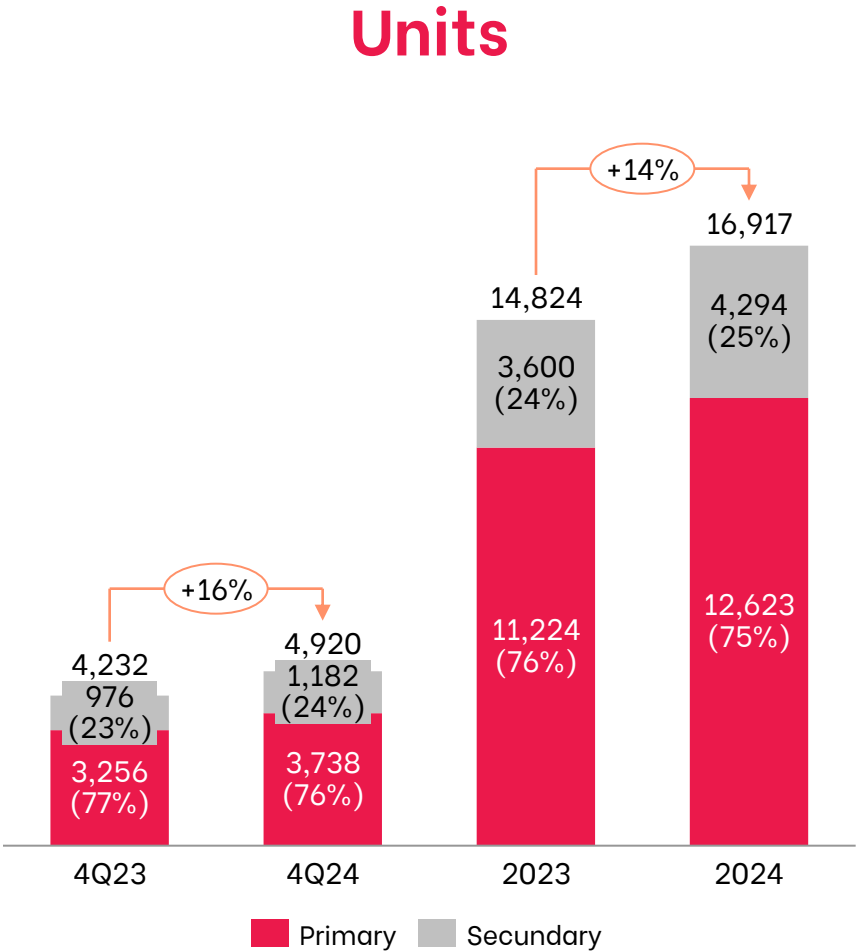
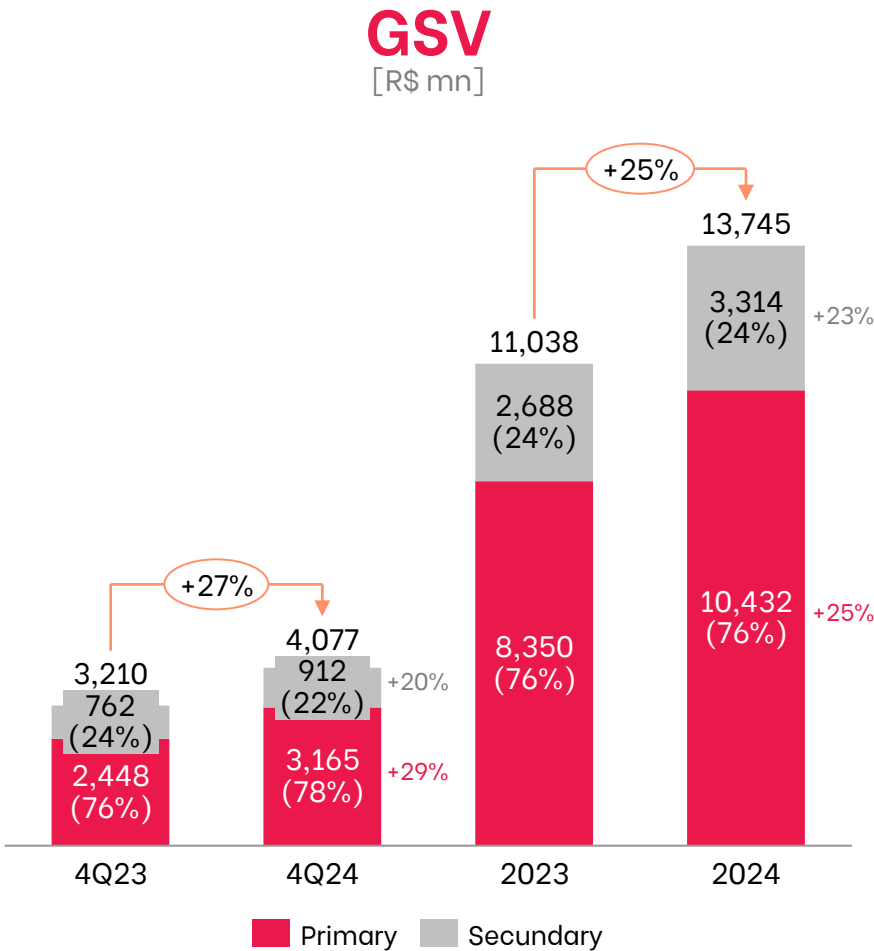
Rede Lopes Intermediation

Performance by region
Lopes' most relevant market remains the Southeastern region, with SP and RJ standing out



Rede Lopes Intermediation

Intermediation in the primary market added to **R\$ 10.4 billion** and **R\$ 3.3 billion** on the secondary market in 2024

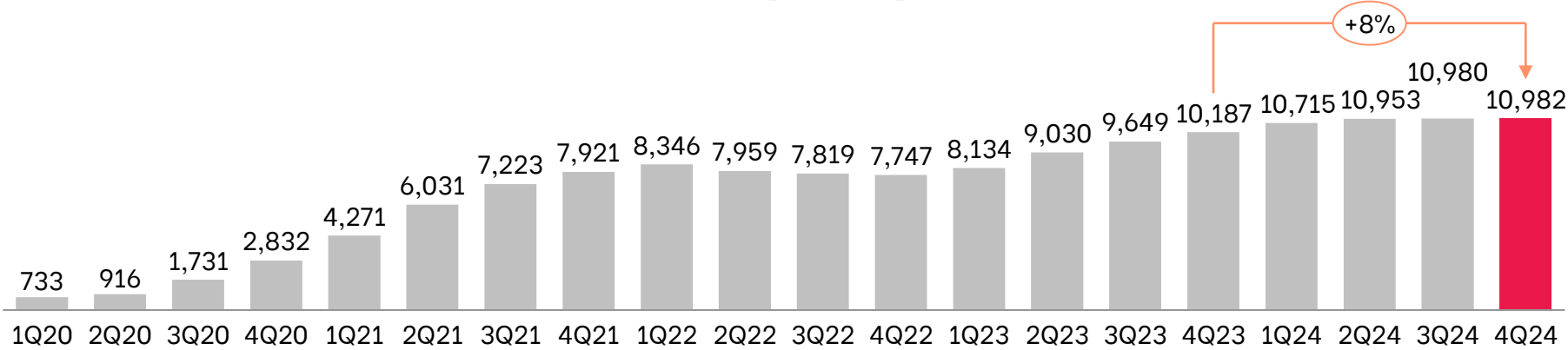


Lopes Labs

Platform Evolution
and operational
efficiency

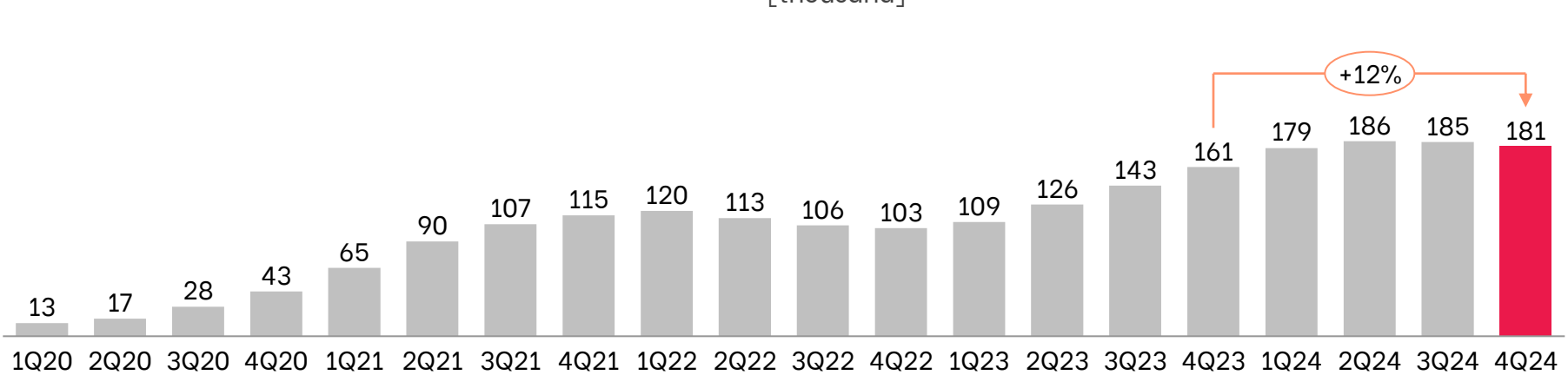
Website Organic Sessions - LTM

[thousand]



Leads from Organic Search - Website LTM

[thousand]



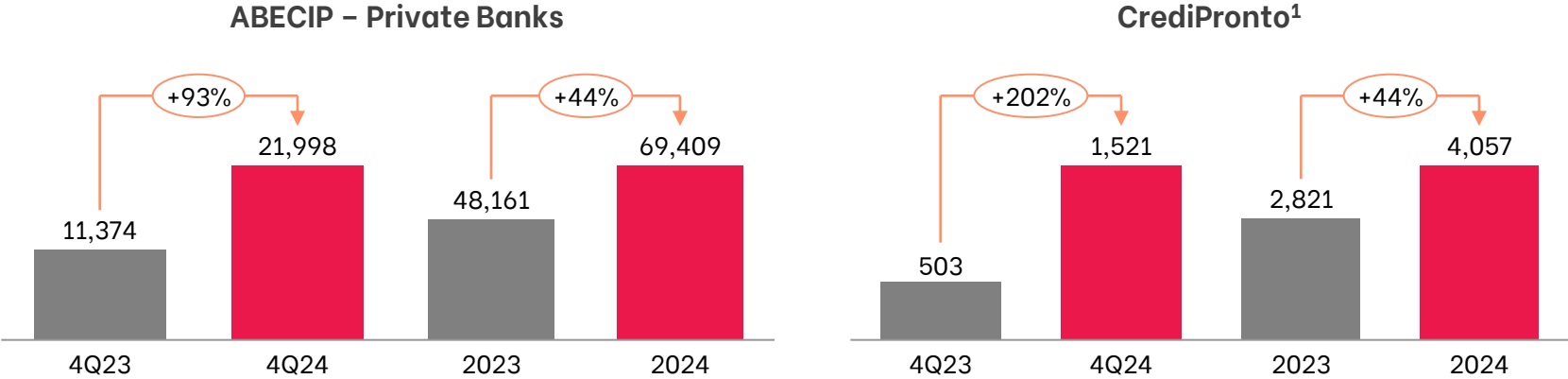
CrediPronto

Average portfolio
balance of
R\$ 16.8 billion

Lopes **holds 50%** of
the CrediPronto
portfolio

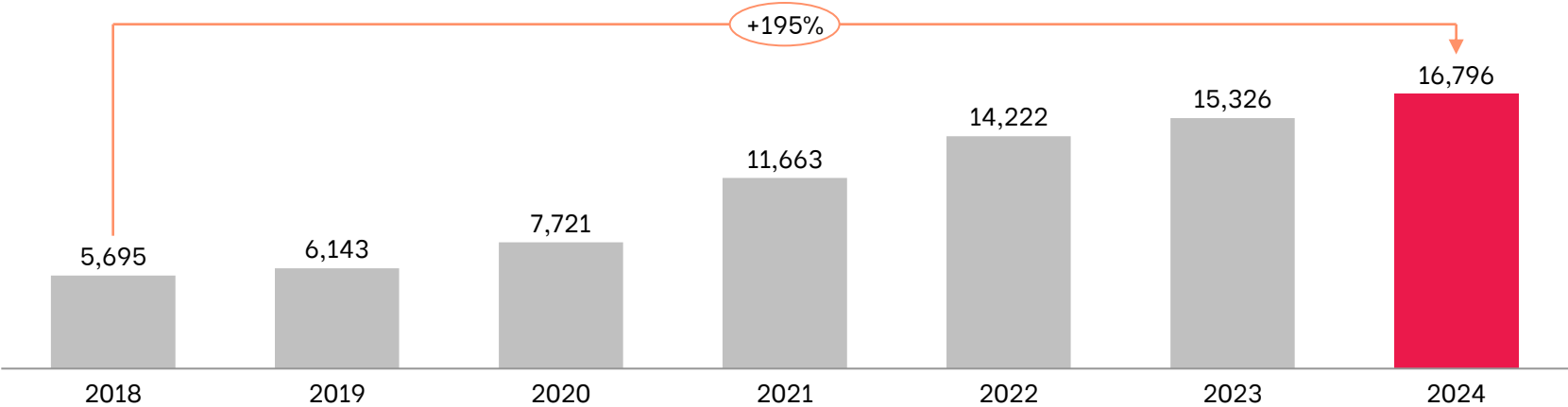
Mortgage Volume

[R\$ mm]



Average portfolio balance

[R\$ mn]







¹ Market share of 5.8%, between private banks





CrediPronto

The real estate financing market has resumed the pace of originations

Highlights 4Q24

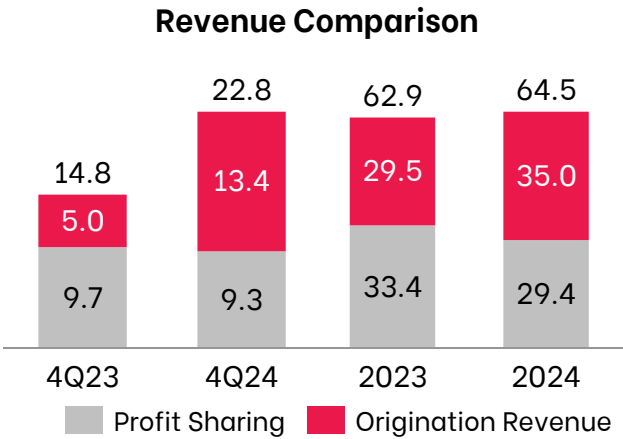
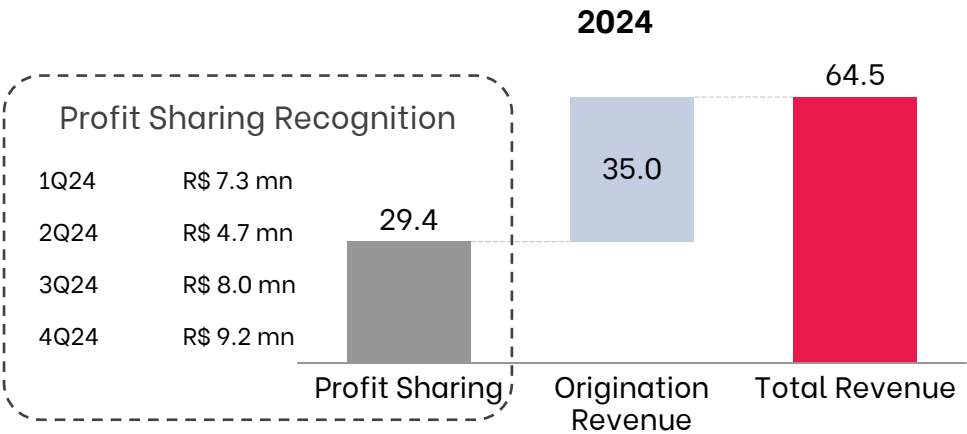
-  R\$ 1.521 million of mortgage volume
202% vs. 4Q23
-  3.379 new contracts
294% vs. 4Q23
-  Average LTV 63%
Average rate 10,9%
-  Average months of 368 months

Highlights 2024

-  R\$ 4.057 million of mortgage volume
+44% vs. 2023
-  8.244 new contracts
+44,5% vs. 2023
-  Average LTV 63%
Average rate 11%
-  Average months of 361 months

Gross Revenue Composition

[R\$ mn]



CrediPronto

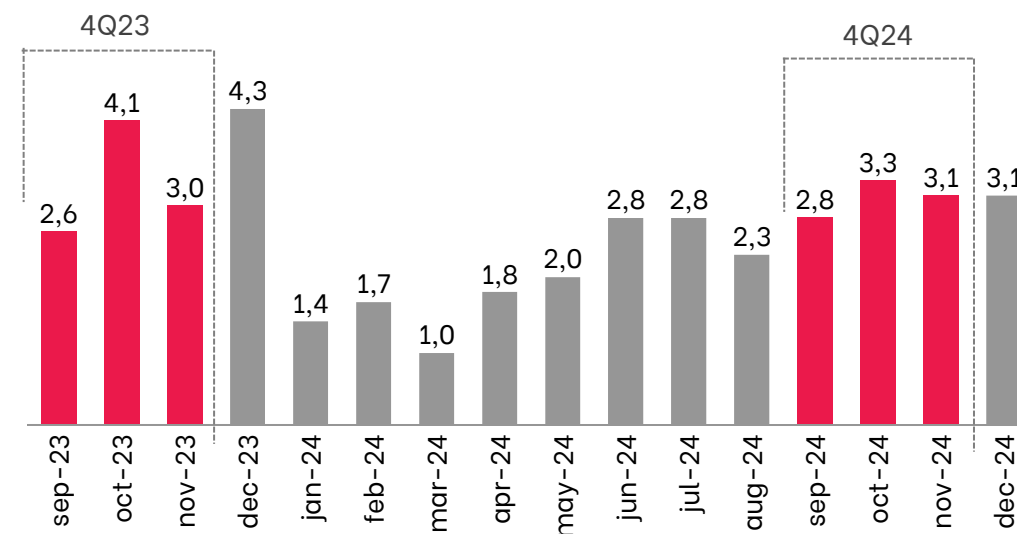
Profit Sharing Composition

P&L - CrediPronto (R\$ million)	4Q23	4Q24	2023	2024
Financial Margin	101.8	112.6	377.9	384.9
(+) Financial Revenue	395.5	436.6	1621.7	1602.6
(-) Financial Expenses	(293.7)	(324)	(1243.7)	(1217.7)
(-) Sales taxes	(4.9)	(5.6)	(18.1)	(18.5)
Costs and Expenses	(34.5)	(47.9)	(142.8)	(173.5)
(-) Backoffice Expenses	(13)	(15.4)	(51.2)	(52.2)
(-) Sales Expenses	(10.9)	(16.4)	(49.6)	(57.7)
(-) Commissions paid	(5.3)	(16.2)	(28.6)	(43.5)
(-) Insurance and claims (+/-)	(3.2)	(1.5)	(15.2)	(17.5)
(-) ADA	(2)	1.7	1.9	(2.6)
(-) Income and Social Contribution Taxes ¹	(28.1)	(26.6)	(97.7)	(86.9)
(-) Cost of Capital	(11.6)	(13.4)	(52.1)	(49.8)
(=) Net Result	22.7	19.1	67.3	56.3
% Net Margin	22%	17%	18%	15%
50% Profit Sharing	11.4	9.6	33.6	28.2
Profit recognition by period	9.7	9.2	33.4	29.4

¹ Rate of 45% for Financial Institutions

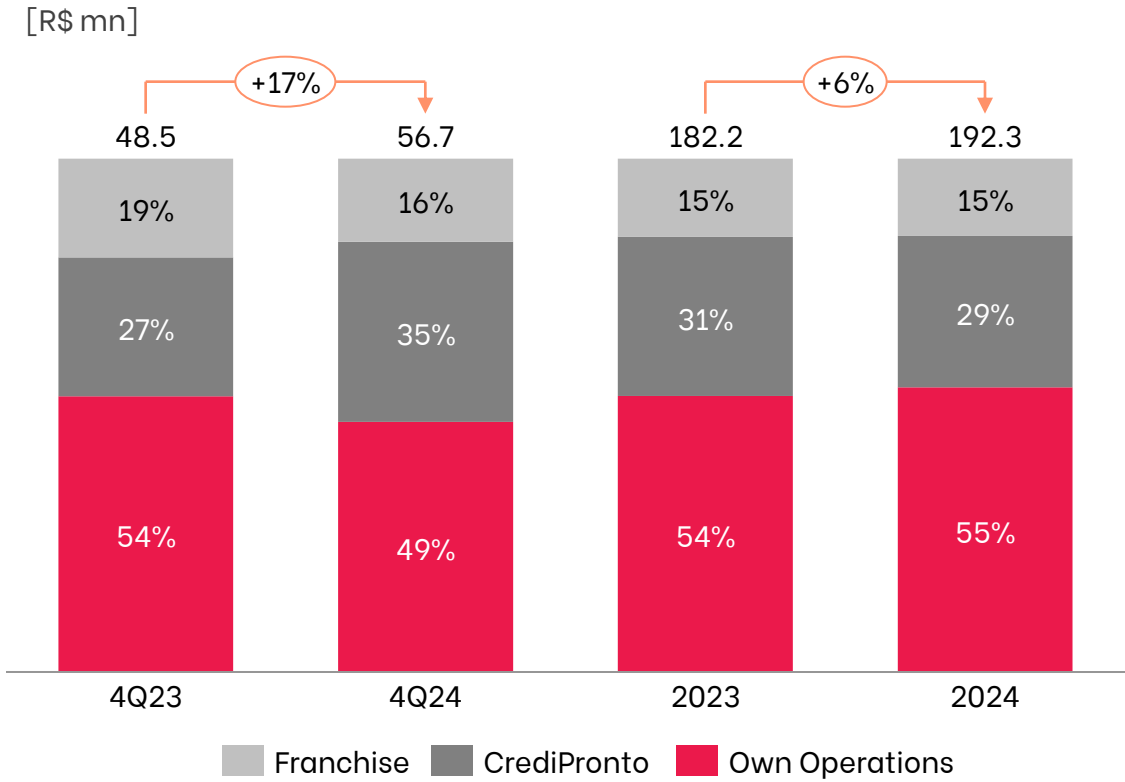
CrediPronto Monthly Net Result Recognition

[R\$ mn]



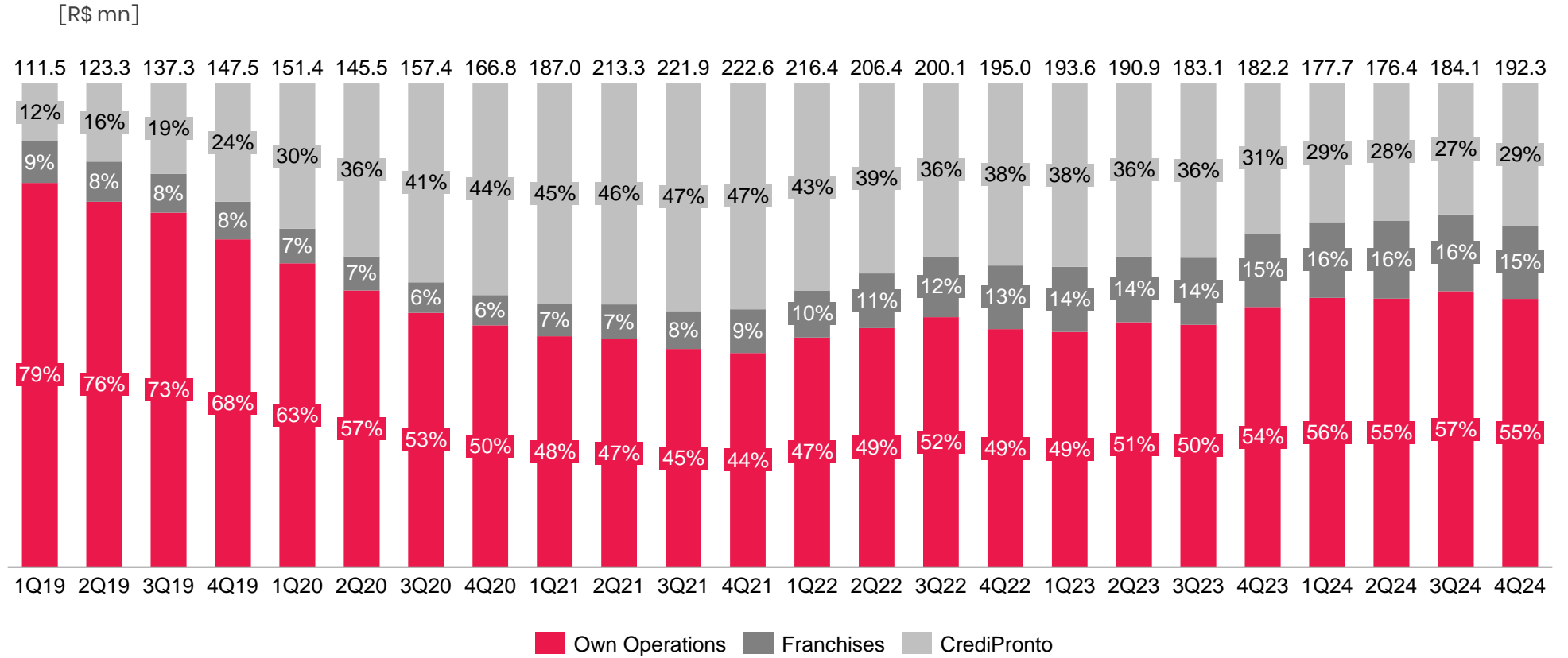
Net Revenue

Lopes's net revenue totaled **R\$ 56.7 million** in 2024 and **R\$ 192.3 million** in 2024



Net Revenue By Segment

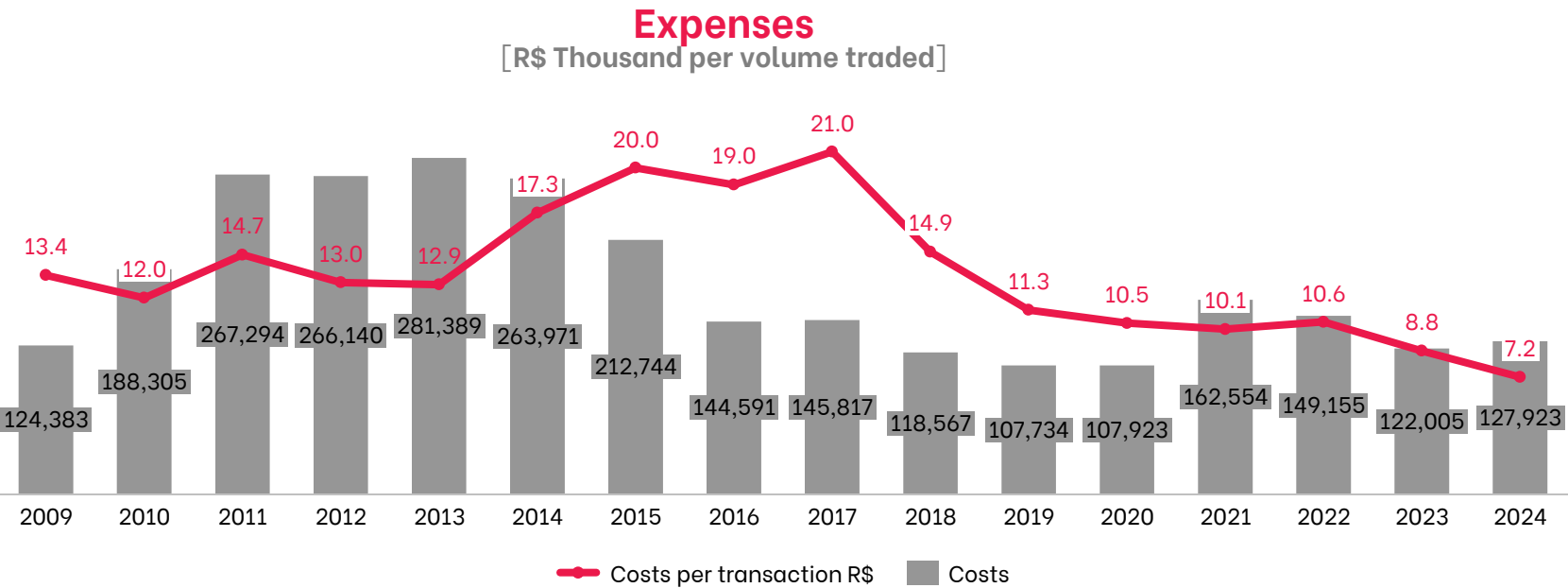
LTM Net Revenue by Segment



Costs and Expenses

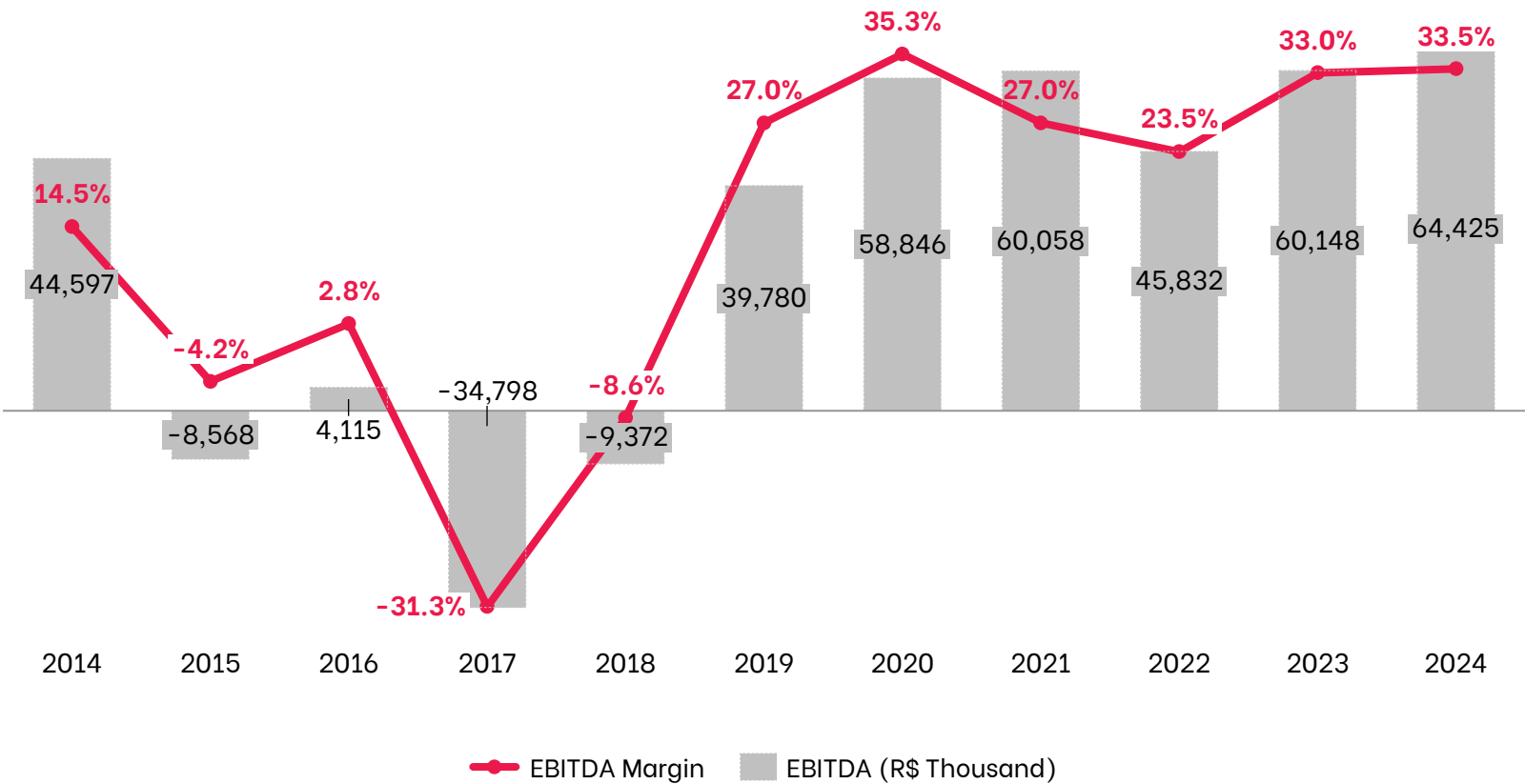
Continuous focus on controlling expenses

Costs by Segments (R\$ million)	4Q24	4Q23	4Q23 x 4Q24	2024	2023	2024 x 2023
Own Operations	23.924	23.749	1%	76.797	78.607	-2%
Franchises	4.444	4.095	9%	15.123	11.783	28%
CrediPronto	15.894	7.424	114%	36.002	31.615	14%
TOTAL	44.263	35.268	26%	127.923	122.005	5%



EBITDA & EBITDA Margin

Company focused on its operational efficiency and maintaining EBITDA at around 30%



IFRS Impacts

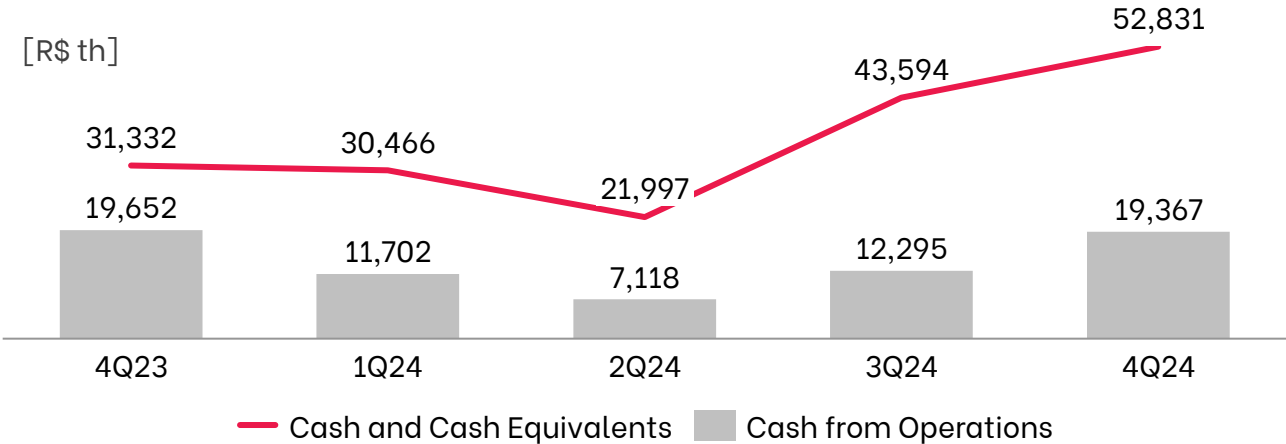
R\$ Thousand							
Description	Before IFRS	4Q24		Before IFRS	2024		
		IFRS Effects*	After IFRS		IFRS Effects*	After IFRS	
Net Revenue	56,747	-	56,747	192,348	-	192,348	
Costs and Expenses	(44,263)	-	(44,263)	(127,923)	-	(127,923)	
Depreciation and Amortization	(4,247)	(543)	(4,790)	(17,057)	(2,171)	(19,228)	(1)
Financial Result	1,982	732	2,714	6,170	(4,945)	1,225	(2)
Operational Profit	10,219	189	10,408	53,538	(7,116)	46,422	
Income tax and social contribution	(3,860)	83	(3,777)	(12,903)	1,007	(11,896)	(3)
Net Income	6,359	272	6,631	40,635	(6,109)	34,526	
Non-controlling Shareholders	(3,721)	(90)	(3,811)	(16,840)	906	(15,934)	(4)
Net Income Controlling Shareholders	2,638	182	2,820	23,795	(5,203)	18,592	

- (1) Amortization of Intangible Assets and CPC 06 (R2) (IFRS 16);
- (2) Gains and Losses, with non-cash net effects, from the booking of earn outs and call and put options at subsidiaries, based on the fair value of future estimates;
- (3) Deferred income tax on intangible assets of LPS Brasil;
- (4) Effects related to deferred income tax and amortization of intangible assets at non-controlling shareholders.

Cash Flow and Equivalents

Evolution of the Cash Balance shows the Company’s control even in more challenging quarters

Cash Flow Generated by Operating Activities
Evolution QoQ



Equivalents

Cash Flow [R\$ thousand]	2023	2024	Variation
Cash and Cash Equivalents (BoP)	22,446	31,332	40%
From Operations	51,679	50,651	-2%
From Investment Activities	(19,816)	(3,135)	84%
From Financing Activities	(22,977)	(26,017)	-13%
Cash and Cash Equivalents (EoP)	31,332	52,831	69%
Financial Investments (FI)	36,548	23,573	-36%
Cash and Cash Equivalents After FI	67,880	76,404	13%

+10.3 million shares from the buyback program in December 31th 2024

Q&A



Thank you

LPSBrasil

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