

# 3Q24 Result Presentation

## Presenters:

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**LPSBrasil**

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## Highlights 3Q24 and 9M24



### Launches

R\$ 9.7 billion in 3Q24  
**+81%** vs. 3Q23

R\$ 18.6 billion in 9M24  
**+15%** vs. 9M23



### CrediPronto Mortgage Volume

R\$ 1.2 billion in 3Q24  
**+81%** vs. 3Q23

R\$ 2.5 billion in 9M24  
**+9%** vs. 9M23



### Net Income Before IFRS

R\$ 14.9 million in 3Q24  
**+22%** vs. 3Q23

R\$ 34.3 million in 9M24  
**+12%** vs. 9M23



### Total Transactions Closed

R\$ 3.7 billion in 3Q24  
**+39%** vs. 3Q23

R\$ 9.7 billion in 9M24  
**+24%** vs. 9M23



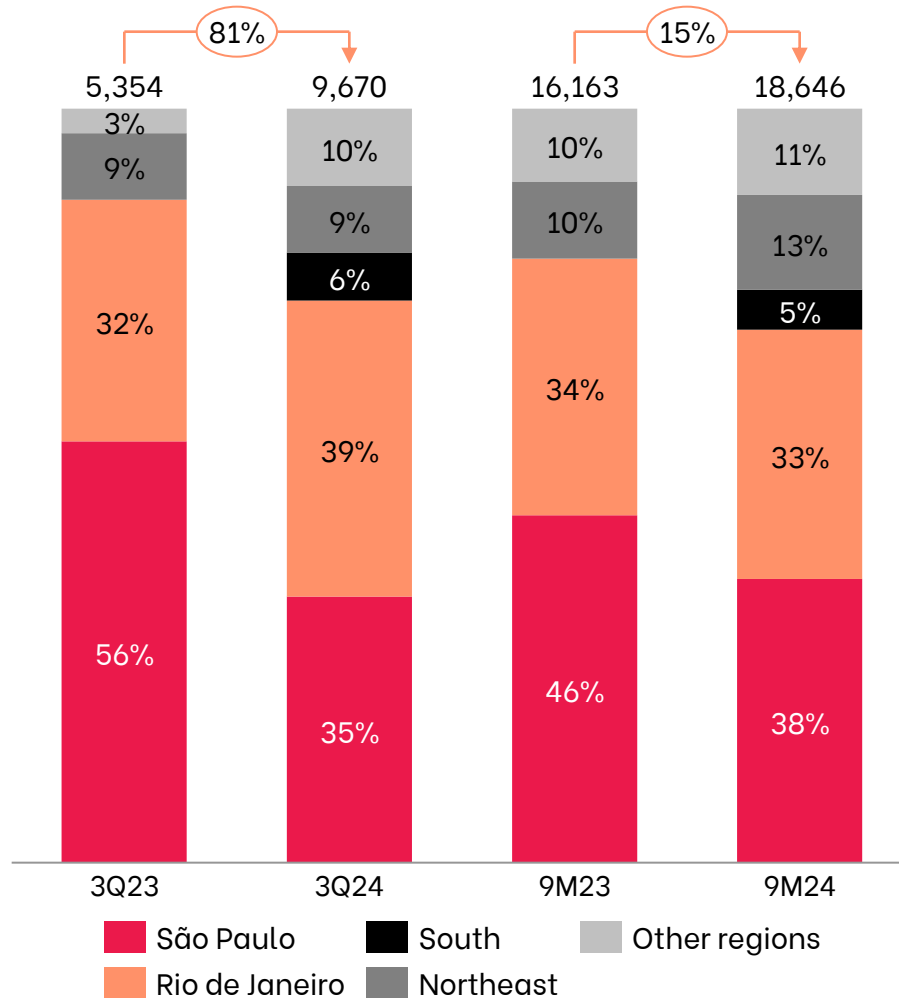
### EBITDA Margin:

39,4% in 3Q24  
**+130 bps** vs. 3Q23

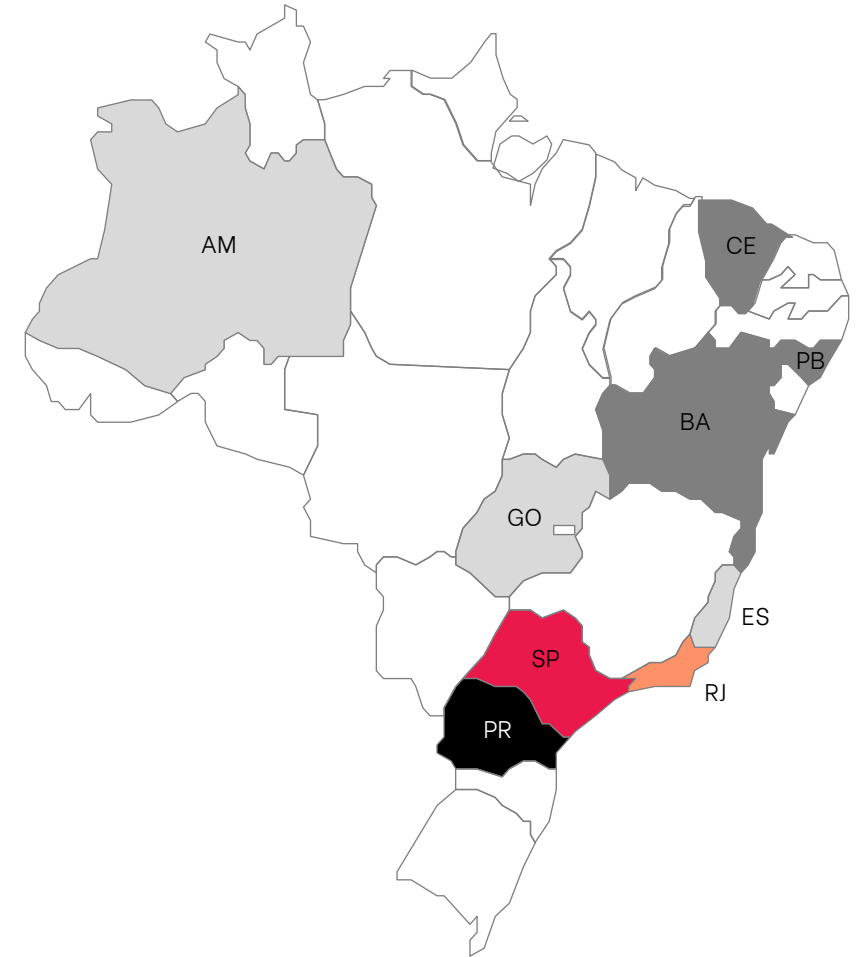
38,3% in 9M24  
**+320 bps** vs. 9M23

# Rede Lopes Launches

Launches with Lopes' participation in 3Q24 totaled **R\$ 9.7 billion** and **R\$ 18.6 billion** in 9M24

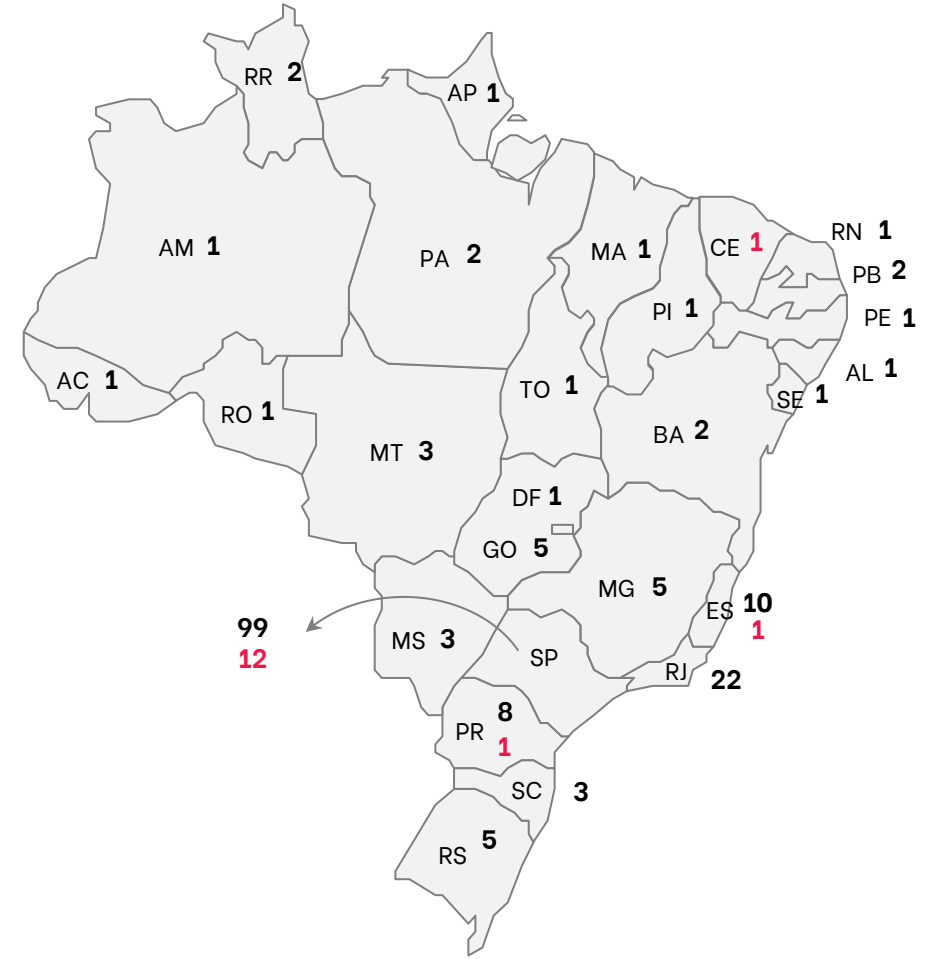
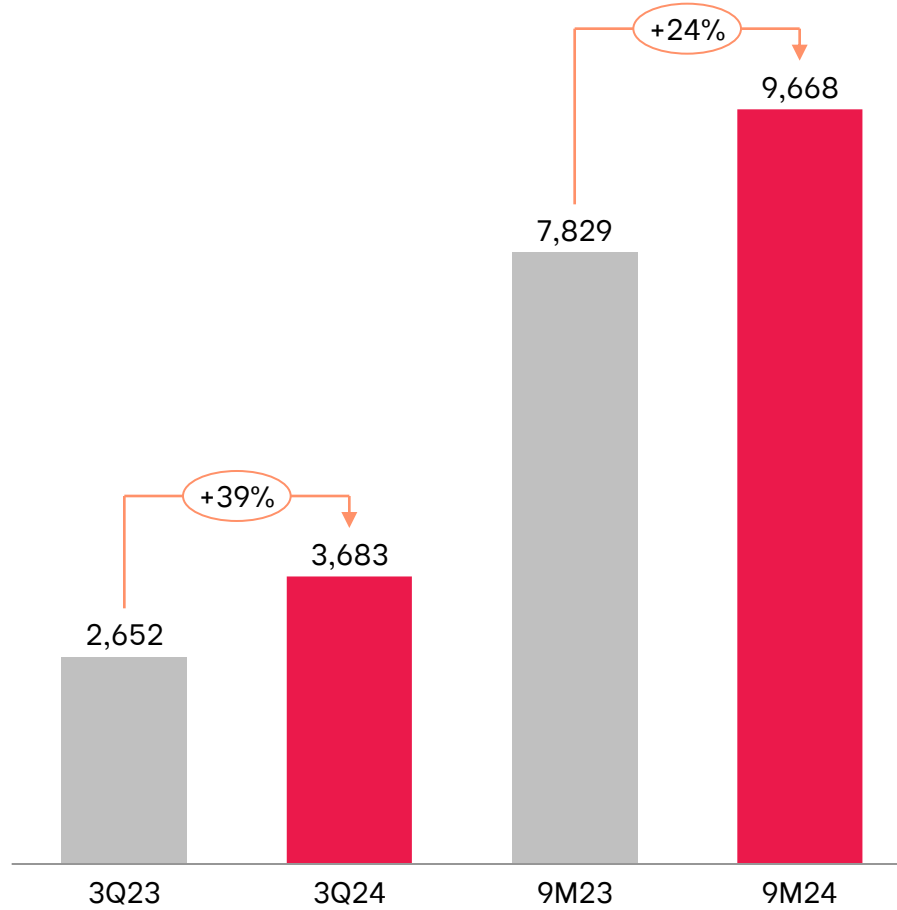


## States with Launches in 9M24



# Rede Lopes Intermediation

Intermediation reached **R\$ 3.7 billion** in the 3Q24, + 39% vs 3Q23. Year to date, growth of 24% compared to the same period of 2023.

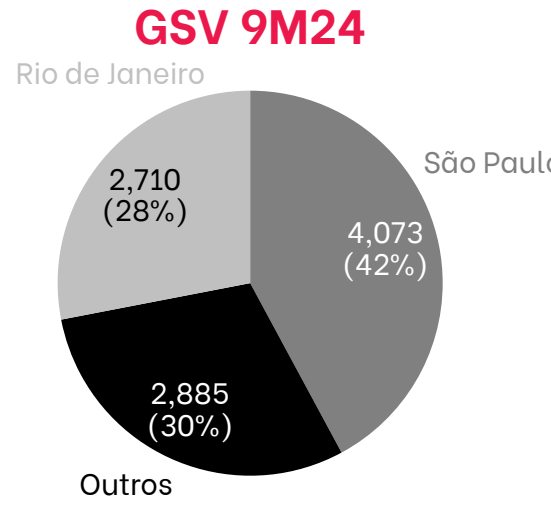
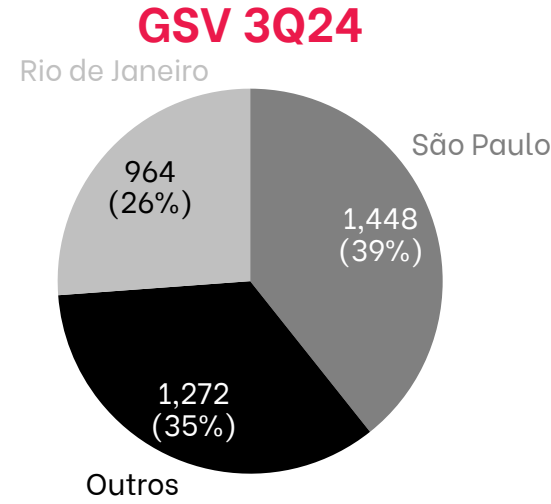
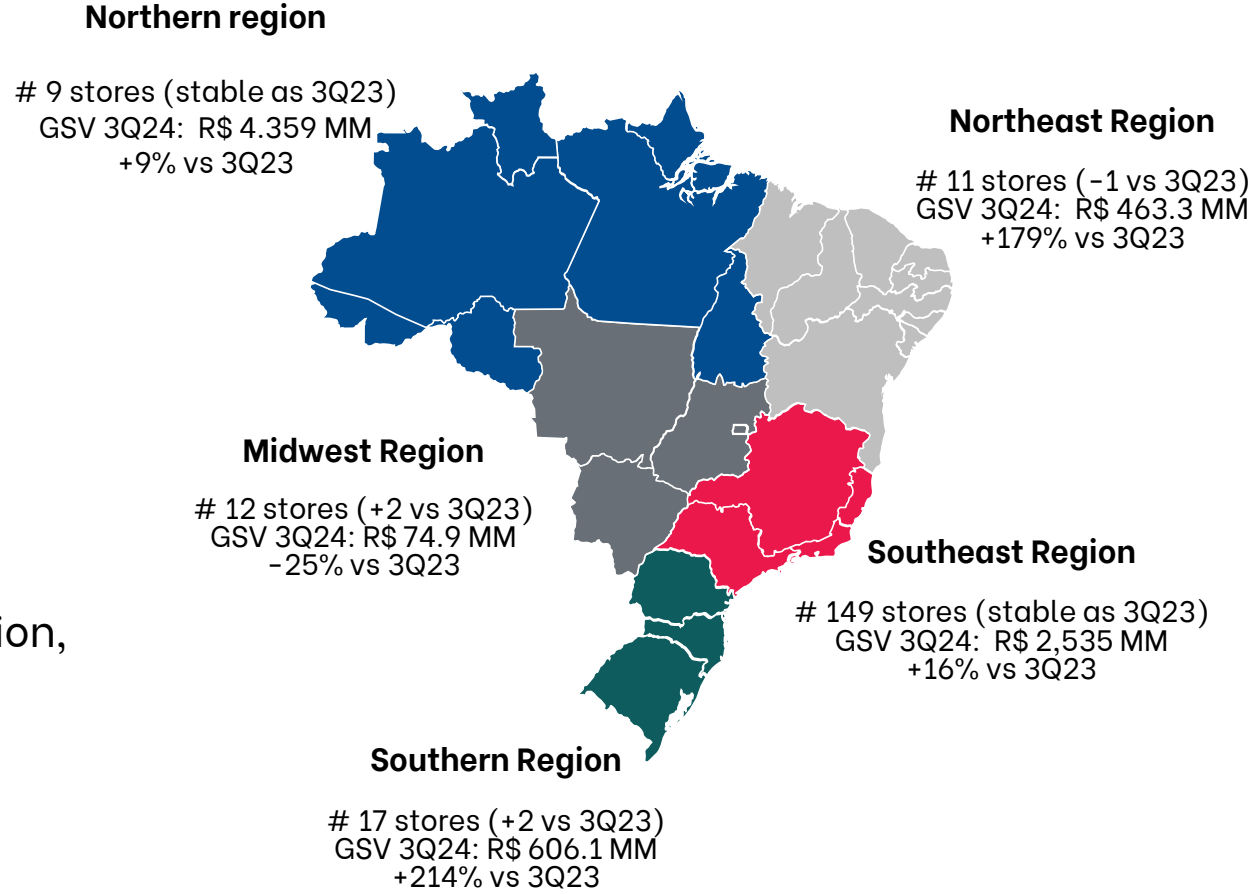


**198** Stores

**183** Franchises  
**15** Own Operations

# Rede Lopes Intermediation

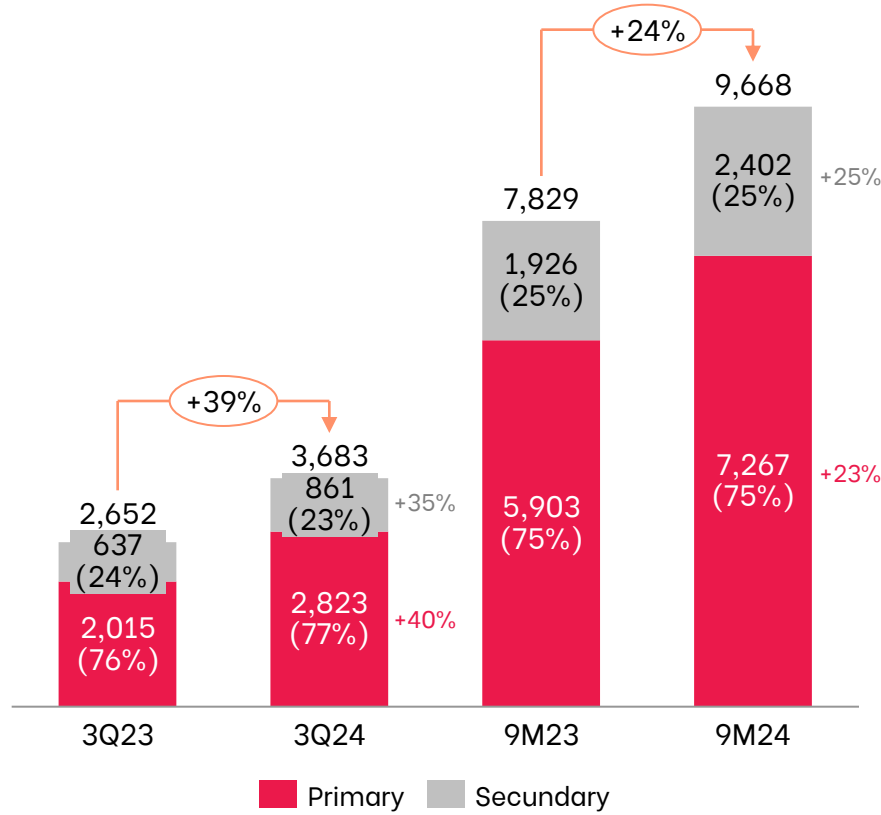
Performance by region  
Lopes' most relevant market remains the Southeastern region, with SP and RJ standing out



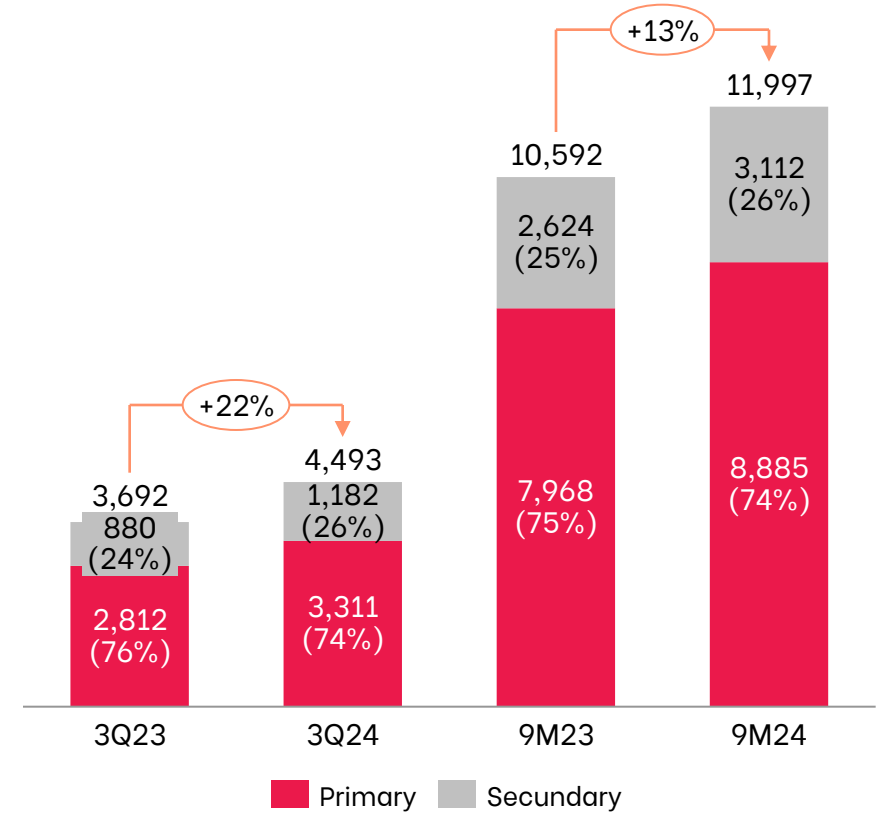
# Rede Lopes Intermediation

Intermediation in the primary market added to **R\$ 2.8 billion** and **R\$ 861 million** on the secondary market in 3Q24

## GSV [R\$ mn]



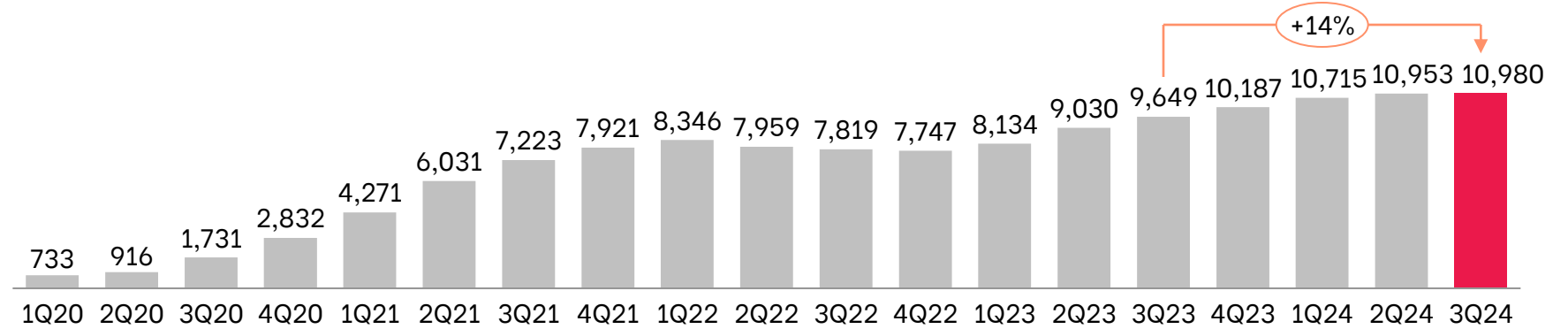
## Units



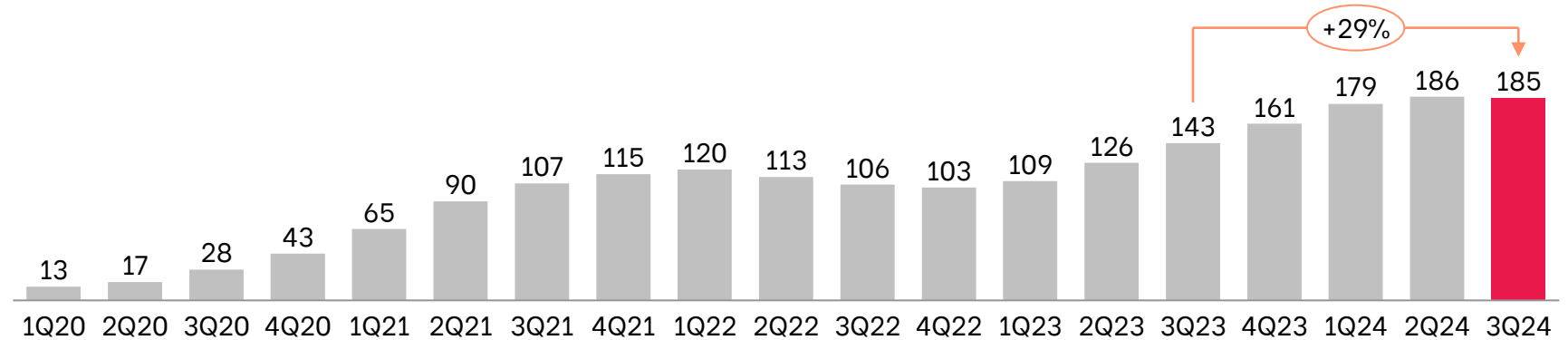
# Lopes Labs

Platform Evolution  
and operational  
efficiency

## Website Organic Sessions - LTM [thousand]



## Leads from Organic Search - Website LTM [thousand]



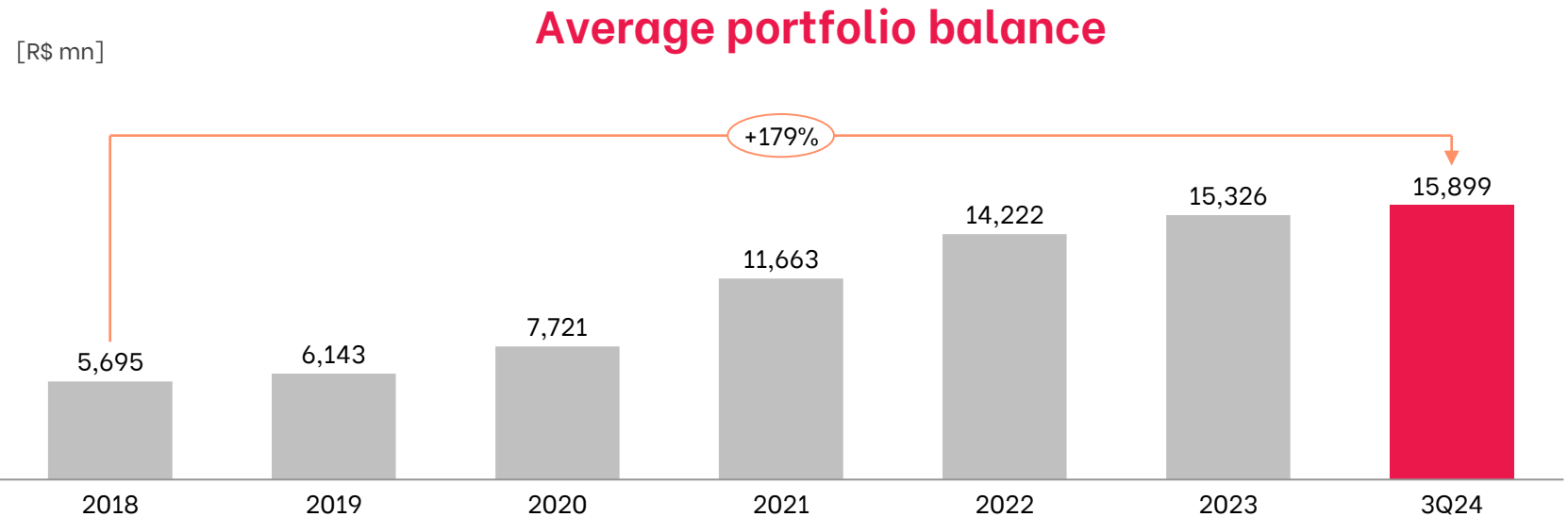
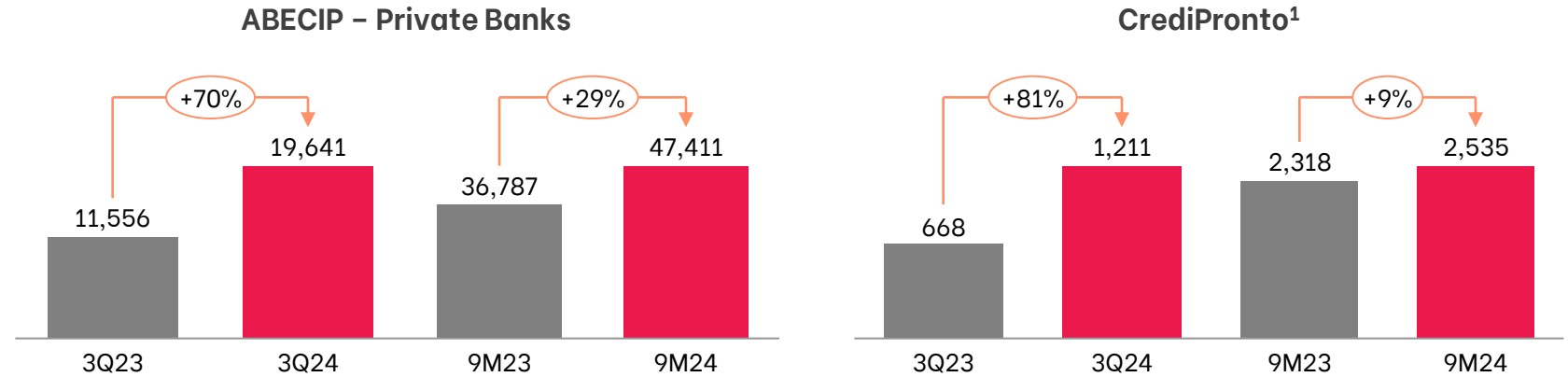


# CrediPronto

Average portfolio balance of R\$ 15.9 billion

Lopes holds 50% of the CrediPronto portfolio

## Mortgage Volume [R\$ mm]







<sup>1</sup> Market share of 6.2%, between private banks





# CrediPronto

The real estate financing market has resumed the pace of originations

## Highlights 3Q24

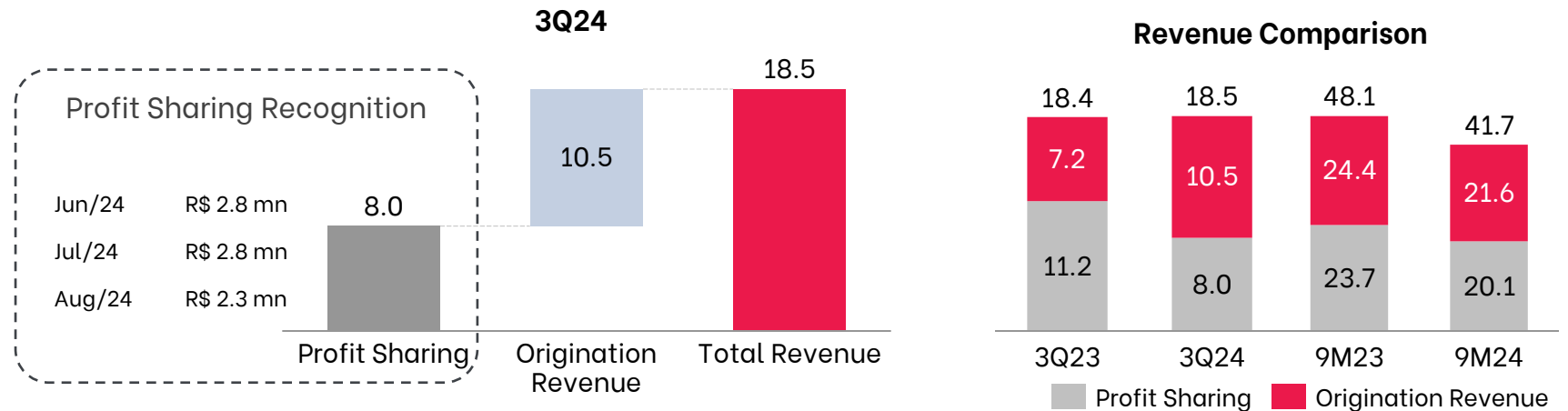
-  R\$ 1.211 million of mortgage volume  
81% vs. 3Q23
-  2.574 new contracts  
120% vs. 3Q23
-  Average LTV 67%  
Average rate 10,7%
-  Average months of 366 months

## Highlights 9M24

-  R\$ 2.535 million of mortgage volume  
+9% vs. 9M23
-  4.865 new contracts  
+0,4% vs. 9M23
-  Average LTV 63%  
Average rate 11%
-  Average months of 359 months

## Gross Revenue Composition

[R\$ mn]



# CrediPronto

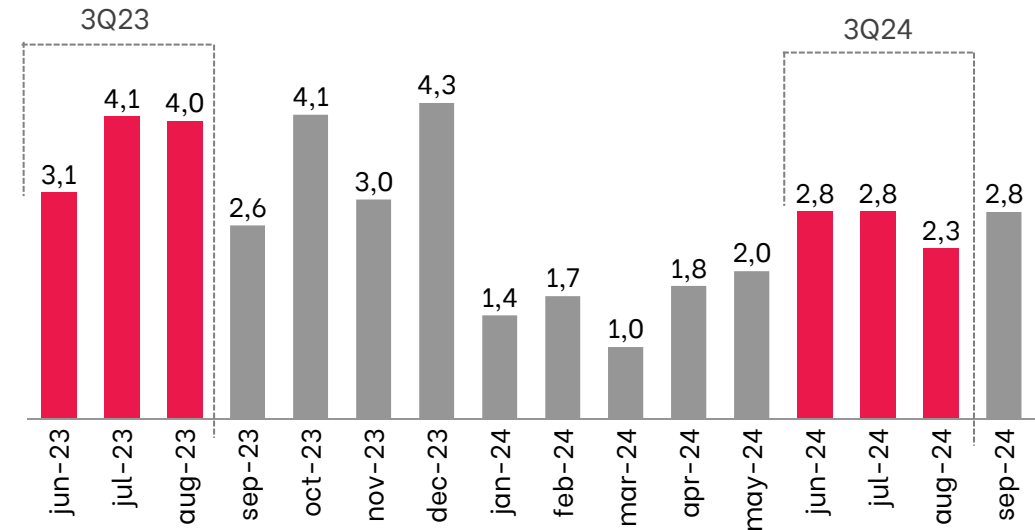
## Profit Sharing Composition

| P&L - CrediPronto (R\$ million)                              | 3Q23          | 3Q24          | 9M23           | 9M24           |
|--|---------------|---------------|----------------|----------------|
| <b>Financial Margin</b>                                      | <b>96.4</b>   | <b>99</b>     | <b>276.2</b>   | <b>272.4</b>   |
| (+) Financial Revenue  | 421.6         | 403.3         | 1226.2         | 1166           |
| (-) Financial Expenses                                       | (325.2)       | (304.3)       | (950)          | (893.7)        |
| (-) Sales taxes  | (4.6)         | (4.8)         | (13.2)         | (12.9)         |
| <b>Costs and Expenses</b>                                    | <b>(33.4)</b> | <b>(42.3)</b> | <b>(108.3)</b> | <b>(125.6)</b> |
| (-) Backoffice Expenses                                      | (13.4)        | (12.5)        | (38.2)         | (36.8)         |
| (-) Sales Expenses   | (11.3)        | (14.4)        | (38.7)         | (41.3)         |
| (-) Commissions paid   | (6.7)         | (13)          | (23.3)         | (27.2)         |
| (-) Insurance and claims (+/-)                               | (4.5)         | (3.8)         | (12)           | (16)           |
| (-) ADA  | 2.5           | 1.5           | 4              | (4.3)          |
| <b>(-) Income and Social Contribution Taxes <sup>1</sup></b> | <b>(26.3)</b> | <b>(23.4)</b> | <b>(69.6)</b>  | <b>(60.3)</b>  |
| <b>(-) Cost of Capital</b>                                   | <b>(10.7)</b> | <b>(12.6)</b> | <b>(40.5)</b>  | <b>(36.4)</b>  |
| <b>(=) Net Result</b>  | <b>21.5</b>   | <b>15.9</b>   | <b>44.6</b>    | <b>37.2</b>    |
| % Net Margin   | 22%           | 16%           | 16%            | 14%            |
| <b>50% Profit Sharing</b>                                    | <b>10.7</b>   | <b>8</b>      | <b>22.3</b>    | <b>18.6</b>    |
| <b>Profit recognition by period</b>                          | <b>11.2</b>   | <b>8</b>      | <b>23.7</b>    | <b>20.1</b>    |

<sup>1</sup> Rate of 45% for Financial Institutions

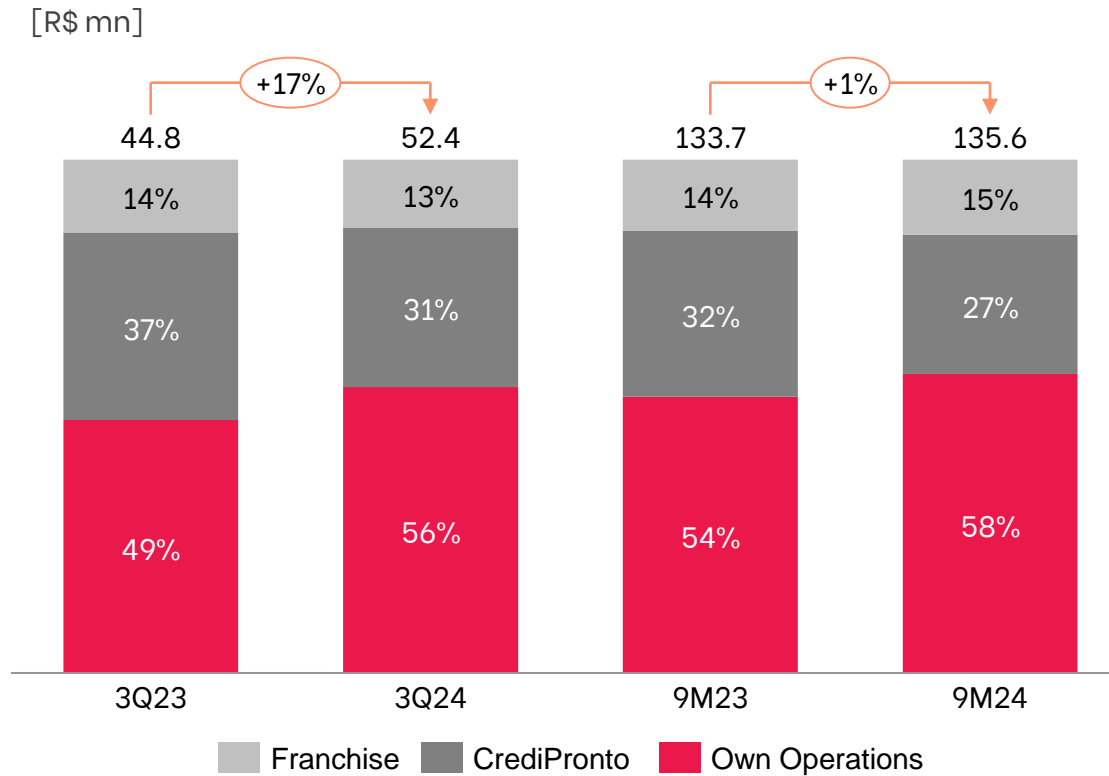
## CrediPronto Monthly Net Result Recognition

[R\$ mn]



# Net Revenue

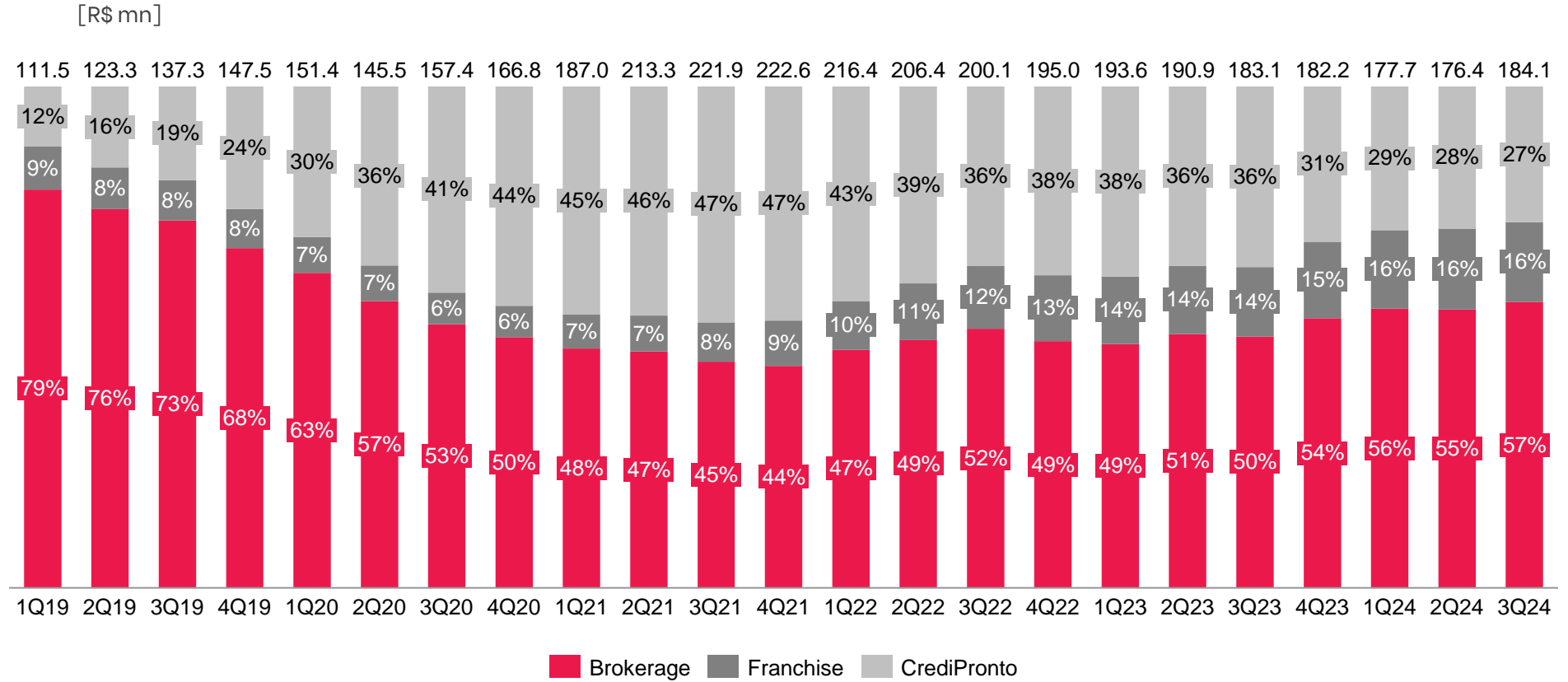
Lopes's net revenue totaled **R\$ 52.4 million** in 3Q24 and **R\$ 135.6 million** in 9M24



\* Gross Revenue impacted by accounting standards of approx. R\$1.1 million. This value does not necessarily reflect the franchises' contractual agreements.

# Net Revenue By Segment

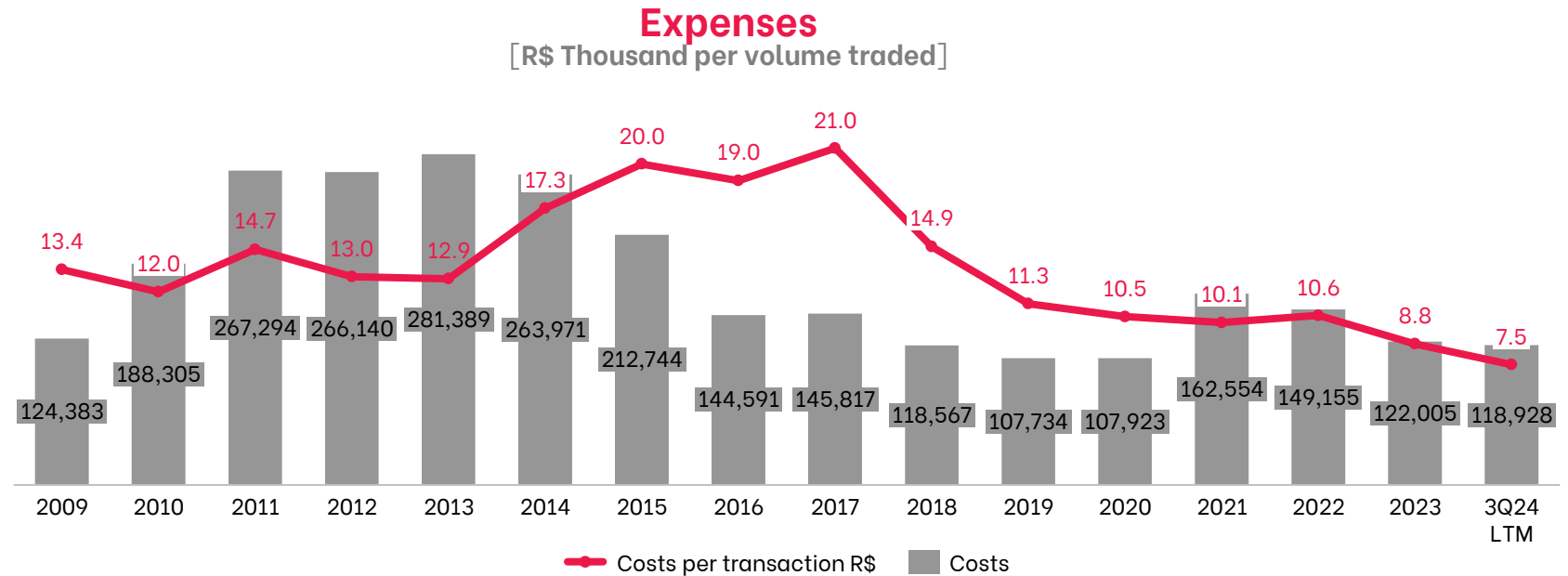
LTM Net Revenue shows the Franchise segment with 16% share among other revenues



# Costs and Expenses

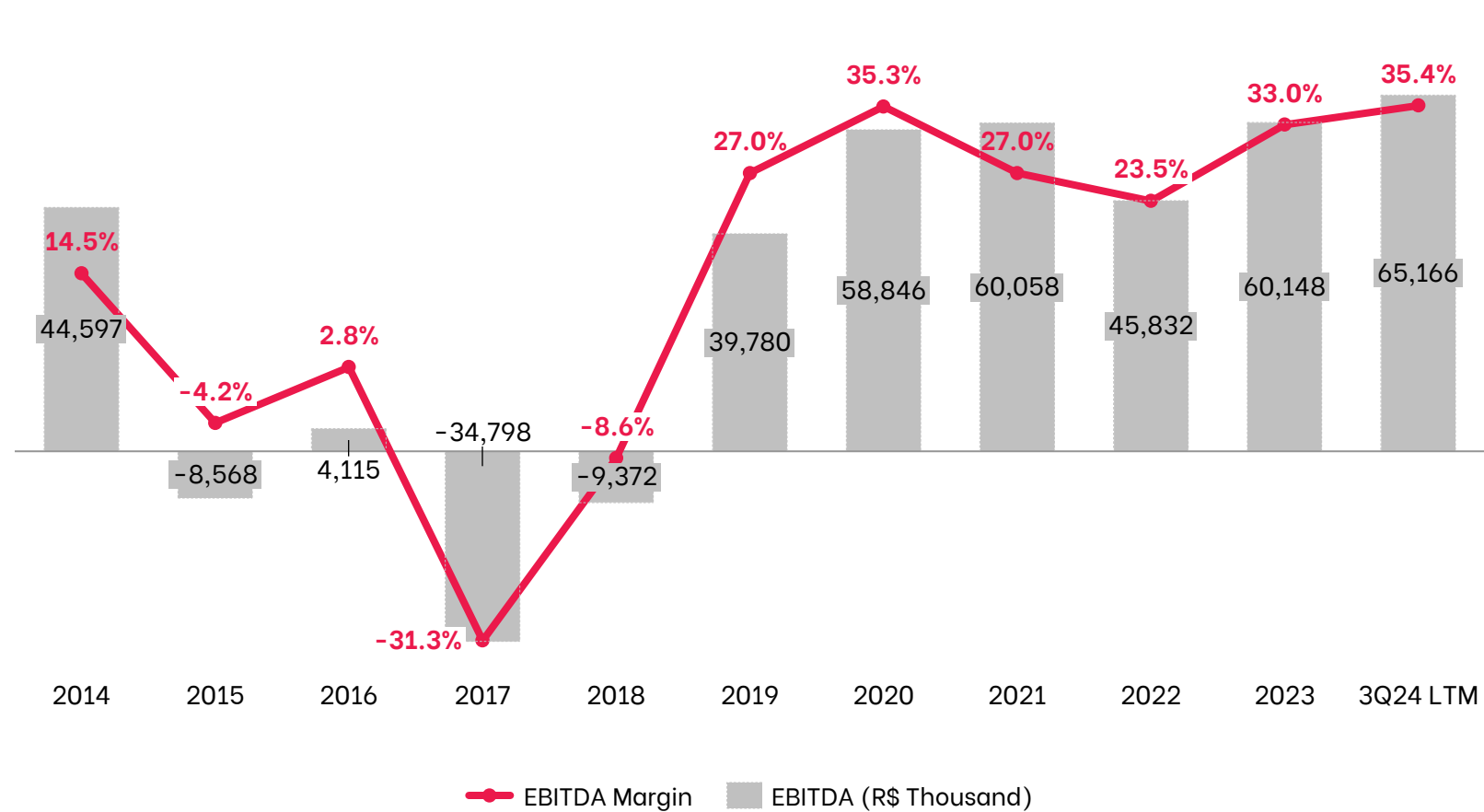
Continuous focus on controlling expenses

| Costs by Segments (R\$ million) | 3Q24          | 3Q23          | 3Q23 x 3Q24 | 9M24          | 9M23          | 9M24 x 9M23 |
|---------------------------------|---------------|---------------|-------------|---------------|---------------|-------------|
| Own Operations                  | 17.915        | 17.368        | 3%          | 52.873        | 54.858        | -4%         |
| Franchises                      | 3.809         | 2.393         | 59%         | 10.679        | 7.688         | 39%         |
| CrediPronto                     | 10.065        | 7.940         | 27%         | 20.108        | 24.192        | -17%        |
| <b>TOTAL</b>                    | <b>31.790</b> | <b>27.701</b> | <b>15%</b>  | <b>83.660</b> | <b>86.737</b> | <b>-4%</b>  |



## EBITDA & EBITDA Margin

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



**Better**  
EBITDA margin  
since 2014

# IFRS Impacts

| R\$ Thousand                               |               |                | 3Q24          |                |                | 9M24           |       |  |
|--|---------------|----------------|---------------|----------------|----------------|----------------|-------|--|
| Description                                | Before IFRS   | IFRS Effects*  | After IFRS    | Before IFRS    | IFRS Effects*  | After IFRS     |       |  |
| <b>Net Revenue</b>                         | <b>52,439</b> | -              | <b>52,439</b> | <b>135,601</b> | -              | <b>135,601</b> |       |  |
| Costs and Expenses                         | (31,790)      | -              | (31,790)      | (83,660)       | -              | (83,660)       |       |  |
| Depreciation and Amortization              | (4,299)       | (543)          | (4,842)       | (12,810)       | (1,628)        | (14,438)       | ( 1 ) |  |
| Financial Result                           | 1,362         | (6,808)        | (5,446)       | 4,188          | (5,677)        | (1,489)        | ( 2 ) |  |
| <b>Operational Profit</b>                  | <b>17,712</b> | <b>(7,351)</b> | <b>10,361</b> | <b>43,319</b>  | <b>(7,305)</b> | <b>36,014</b>  |       |  |
| Income tax and social contribution         | (2,831)       | 783            | (2,048)       | (9,043)        | 924            | (8,119)        | ( 3 ) |  |
| <b>Net Income</b>                          | <b>14,881</b> | <b>(6,568)</b> | <b>8,313</b>  | <b>34,276</b>  | <b>(6,381)</b> | <b>27,895</b>  |       |  |
| Non-controlling Shareholders               | (3,914)       | 1,148          | (2,766)       | (13,119)       | 996            | (12,123)       | ( 4 ) |  |
| <b>Net Income Controlling Shareholders</b> | <b>10,967</b> | <b>(5,420)</b> | <b>5,547</b>  | <b>21,157</b>  | <b>(5,385)</b> | <b>15,772</b>  |       |  |

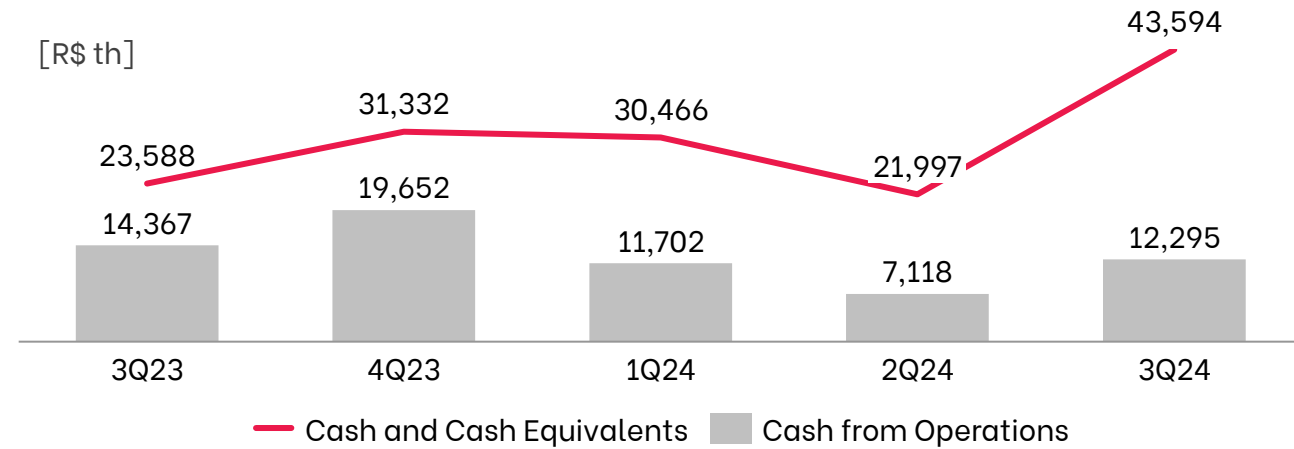
- (1) Amortization of Intangible Assets and CPC 06 (R2) (IFRS 16);
- (2) Gains and Losses, with non-cash net effects, from the booking of earn outs and call and put options at subsidiaries, based on the fair value of future estimates;
- (3) Deferred income tax on intangible assets of LPS Brasil;
- (4) 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]                  | 2Q24          | 3Q24          | Variation    |
|---|---------------|---------------|--------------|
| <b>Cash and Cash Equivalents (BoP)</b>    | <b>30,466</b> | <b>21,997</b> | <b>-28%</b>  |
| From Operations                           | 7,118         | 12,295        | 73%          |
| From Investment Activities                | (3,253)       | 14,963        | 560%         |
| From Financing Activities                 | (12,334)      | (5,661)       | 54%          |
| <b>Cash and Cash Equivalents (EoP)</b>    | <b>21,997</b> | <b>43,594</b> | <b>98%</b> ↑ |
| Financial Investments (FI)                | 39,285        | 21,473        | -45%         |
| <b>Cash and Cash Equivalents After FI</b> | <b>61,282</b> | <b>65,067</b> | <b>6%</b> ↑  |

**+10.3 million** shares from the buyback program in September 30<sup>th</sup> 2024

# Thank you

**LPS**Brasil

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