

# 2Q24 Result Presentation

## Presenters:

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**LPSBrasil**

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## Highlights 2Q24 and 1H24

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### Total Transactions Closed

R\$ 3.5 billion in 2Q24  
**+20%** vs. 2Q23

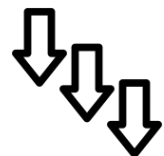
R\$ 6.0 billion in 1H24  
**+16%** vs. 1H23



### CrediPronto Mortgage Volume

R\$ 852 million in 2Q24  
**+9%** vs. 2Q23

R\$ 1.324 billion in 1H24  
**-20%** vs. 1H23



### Costs and Expenses

R\$ 27.8 million in 2Q24  
**-8%** vs. 2Q23

R\$ 51.9 million in 1H24  
**-12%** vs. 1H23



### EBITDA Margin:

38,6% in 2Q24  
**+320 bps** vs. 2Q23

37,6% in 1H24  
**+400 bps** vs. 1H23



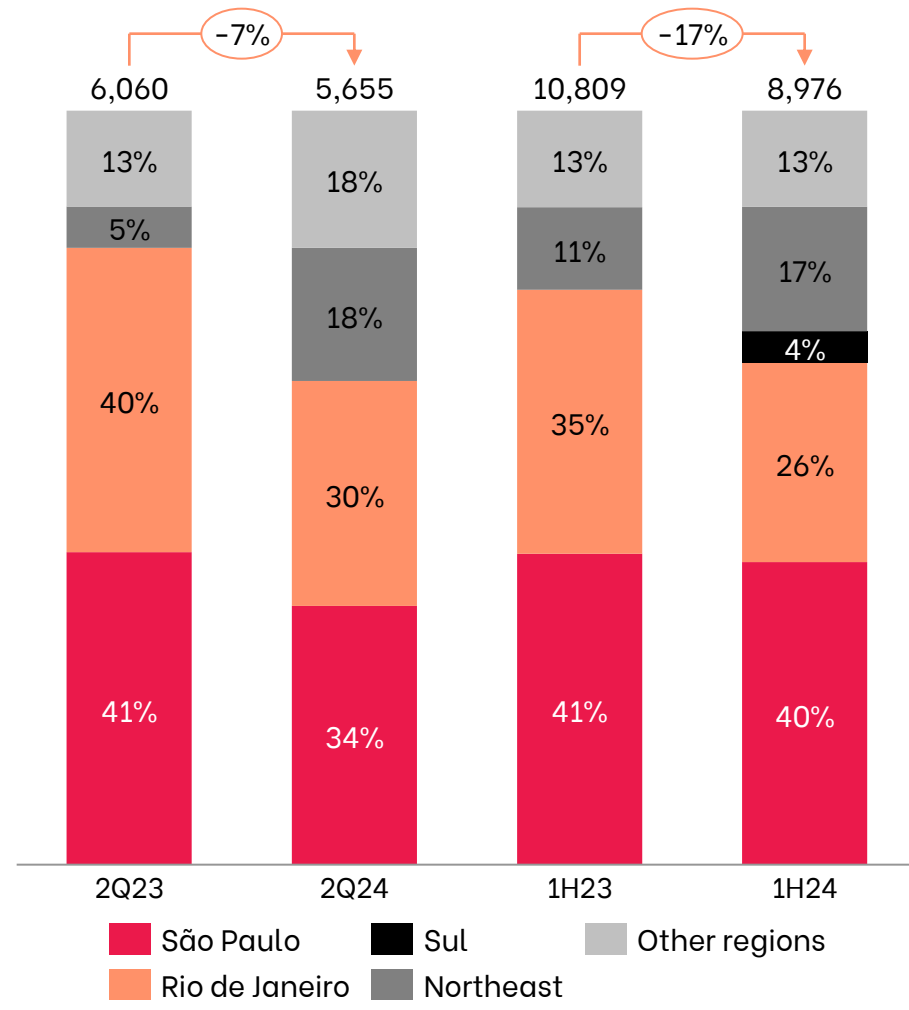
### Net Income Before IFRS

R\$ 11.9 million in 2Q24  
**+10%** vs. 2Q23

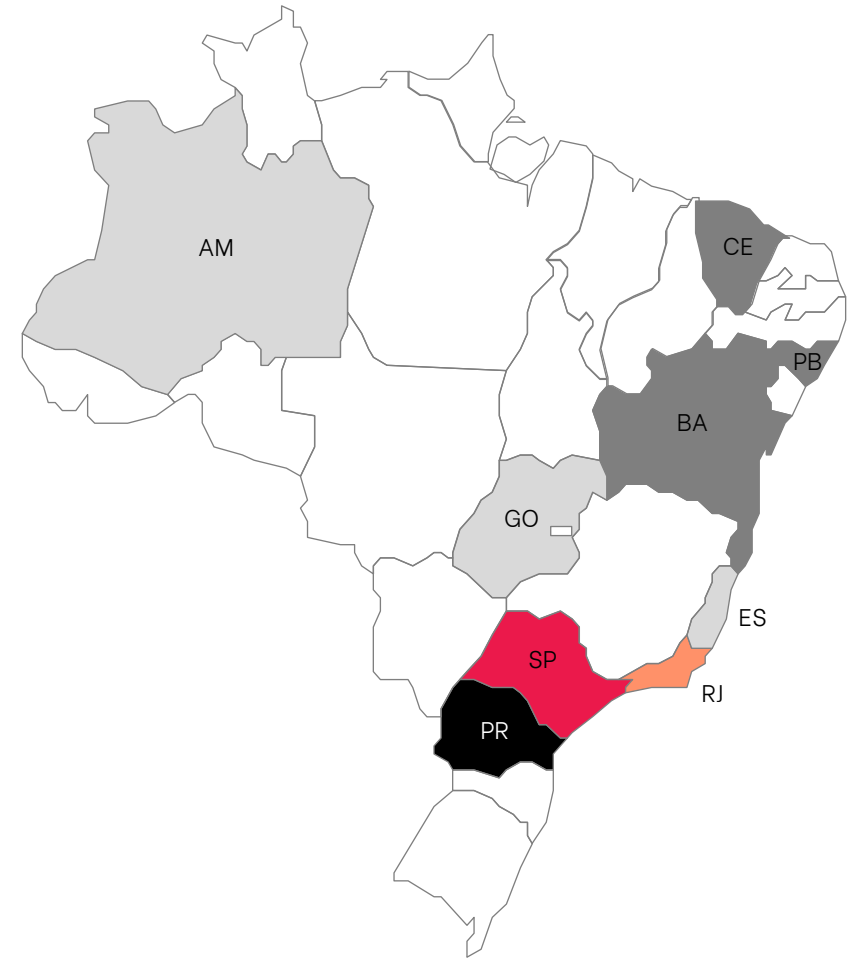
R\$ 19.4 million in 1H24  
**+4.5%** vs. 1H23

# Rede Lopes Launches

Launches with Lopes' participation in 2Q24 totaled **R\$ 5.7 billion** and **R\$ 9 billion** in 1H24

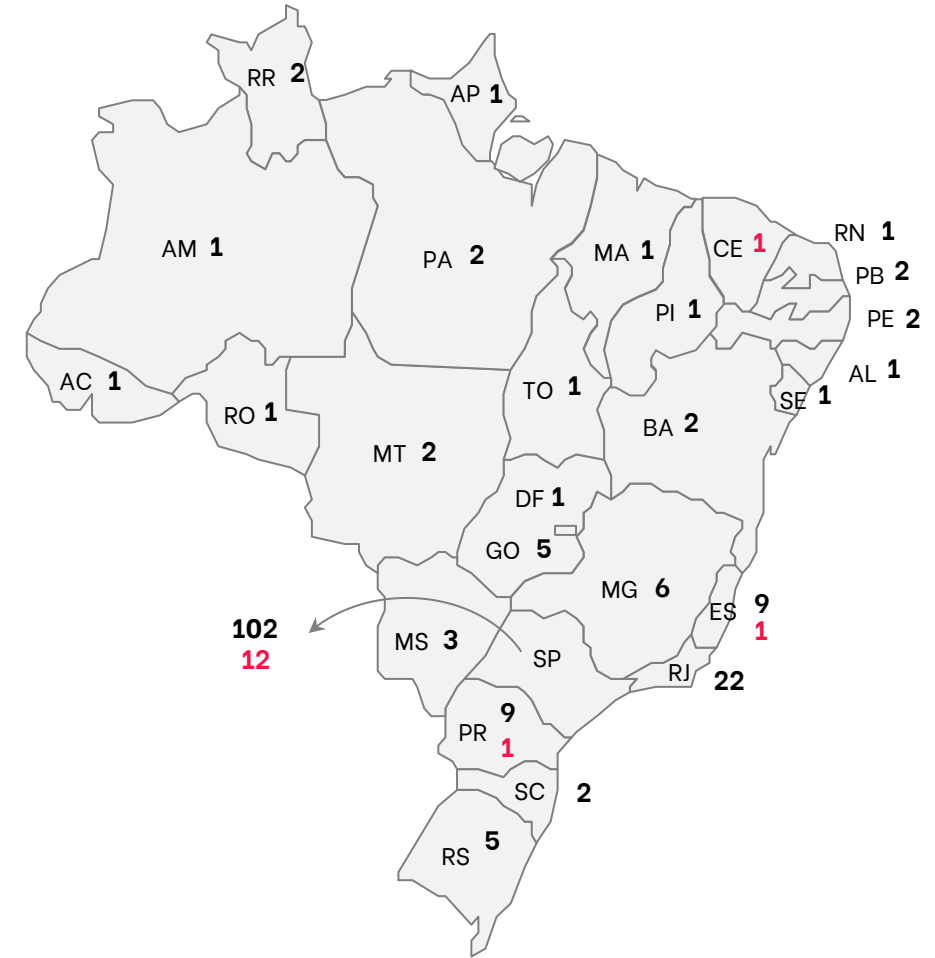
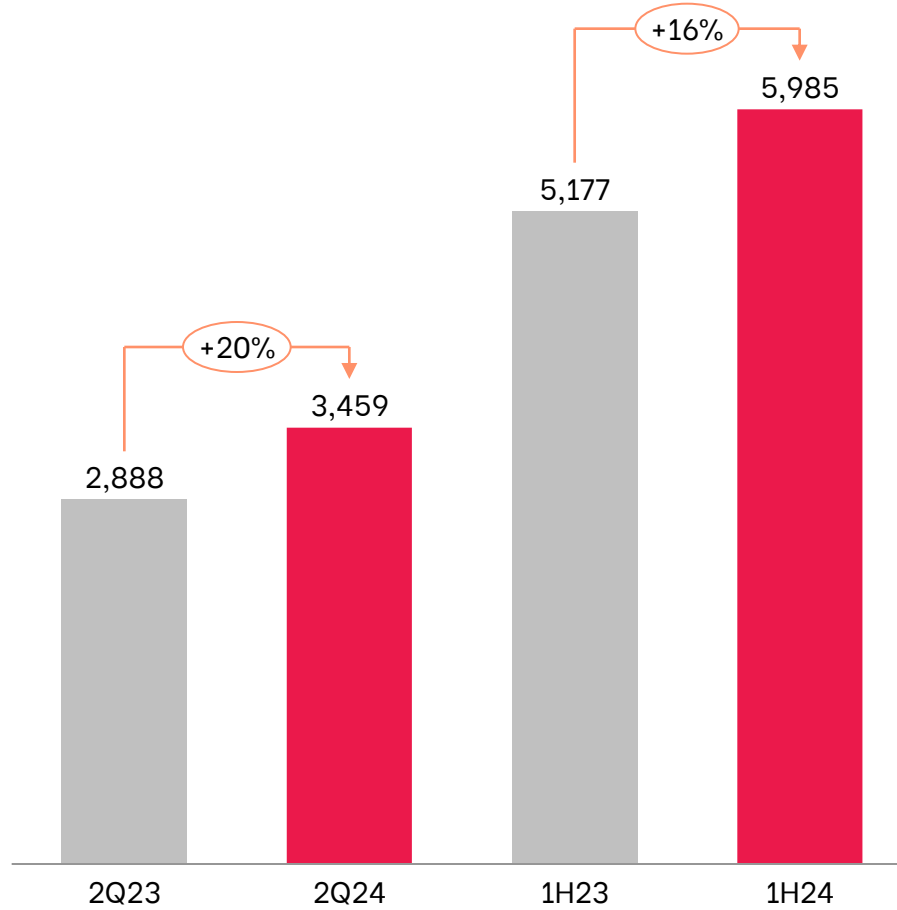


## States with Launches in 1H24



# Rede Lopes Intermediation

Intermediation reached **R\$ 3.5 billion** in the 2Q24, + 20% vs 2Q23. Year to date, growth of 16% compared to the same period of 2023.

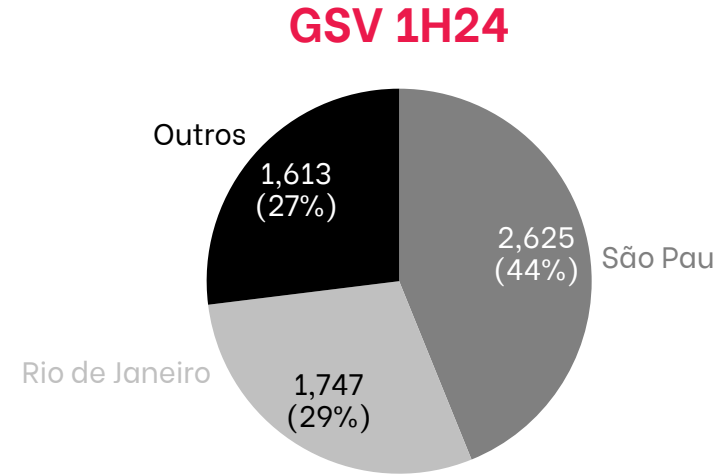
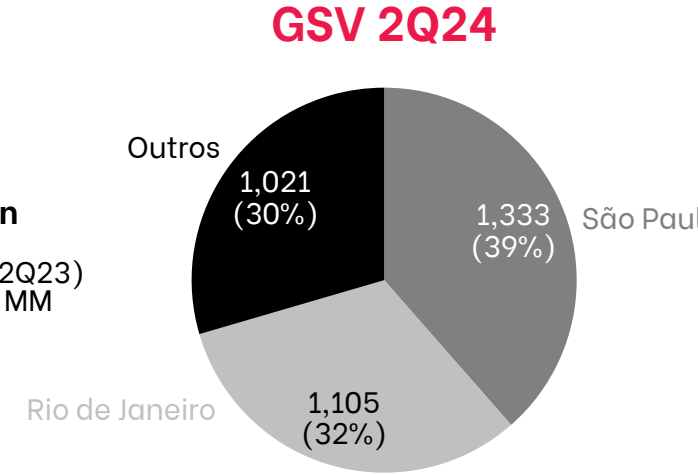
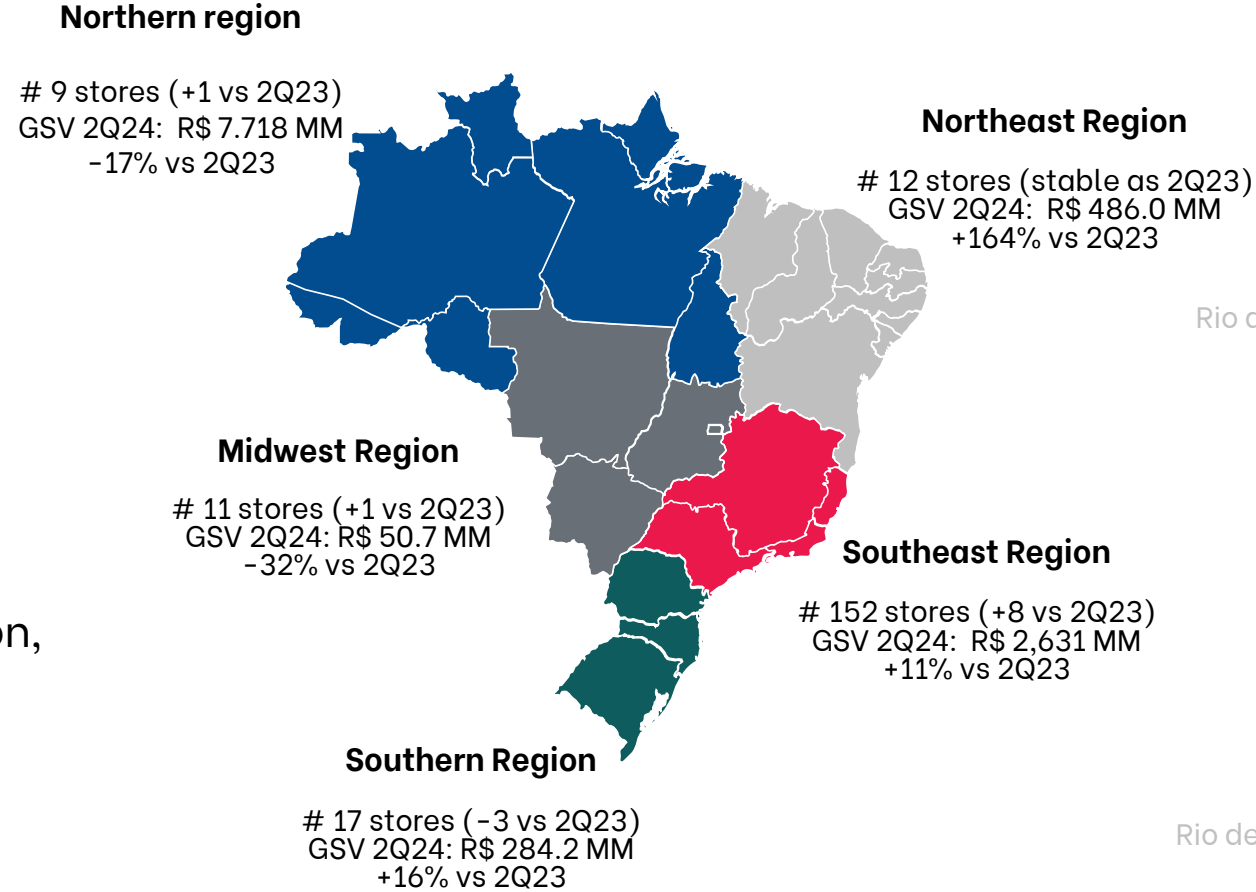


**201** Stores

**186** Franchises  
**15** Own Operations

# Rede Lopes Intermediation

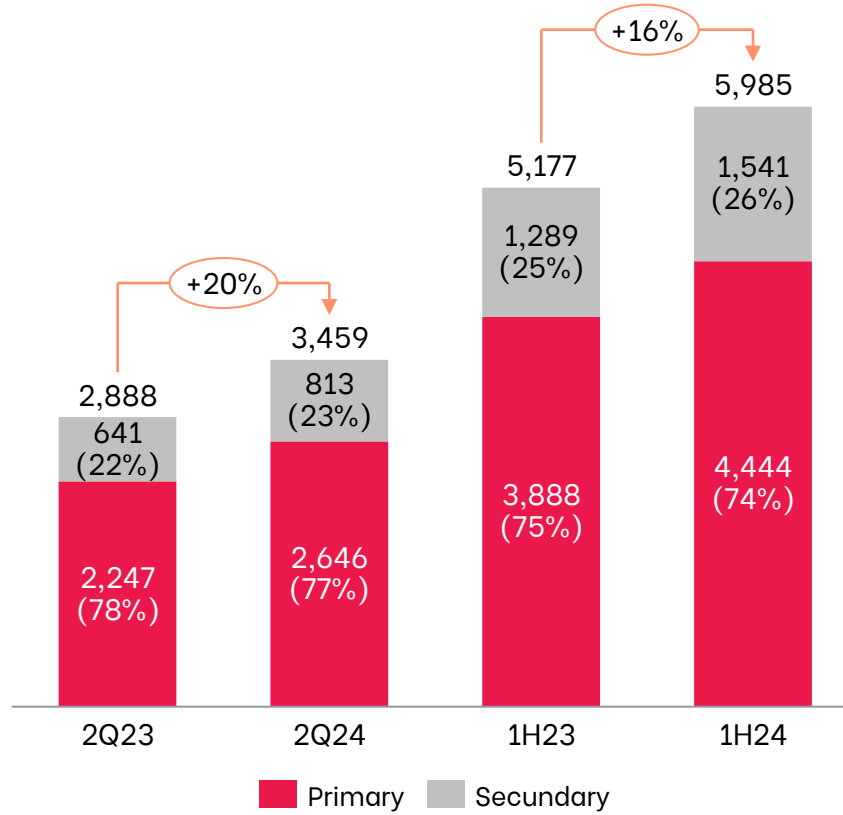
Performance by region  
Lopes' most relevant market remains the Southeastern region, with SP and RJ standing out



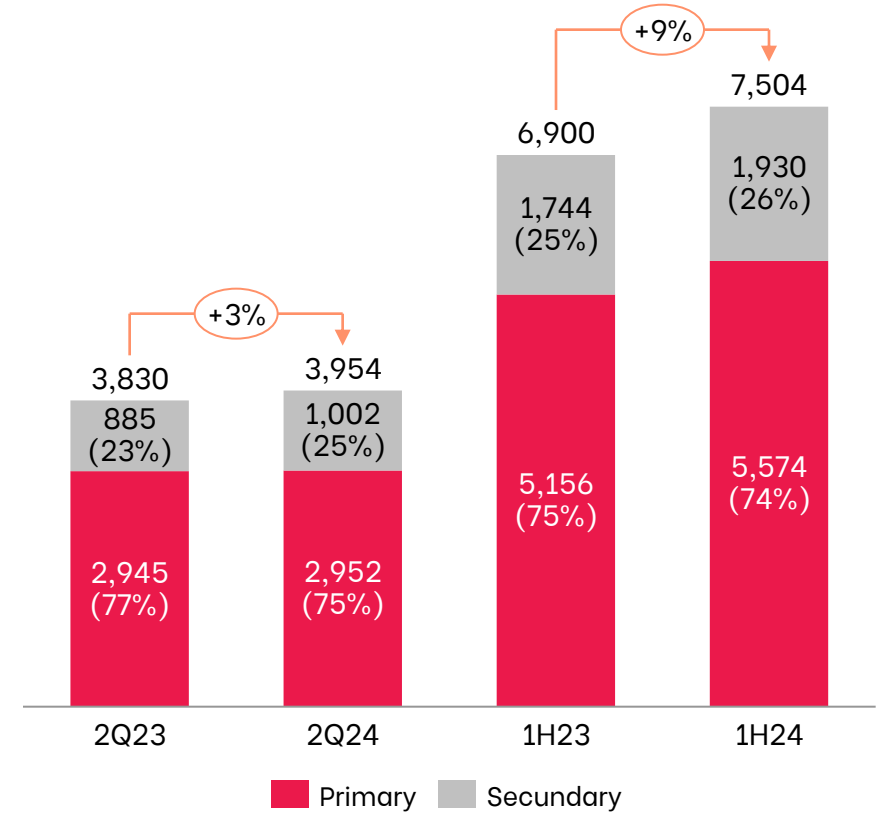
## Rede Lopes Intermediation

Intermediation in the primary market added to **R\$ 2.6 billion** and **R\$ 813 million** on the secondary market in 2Q24

### GSV [R\$ mn]



### Units

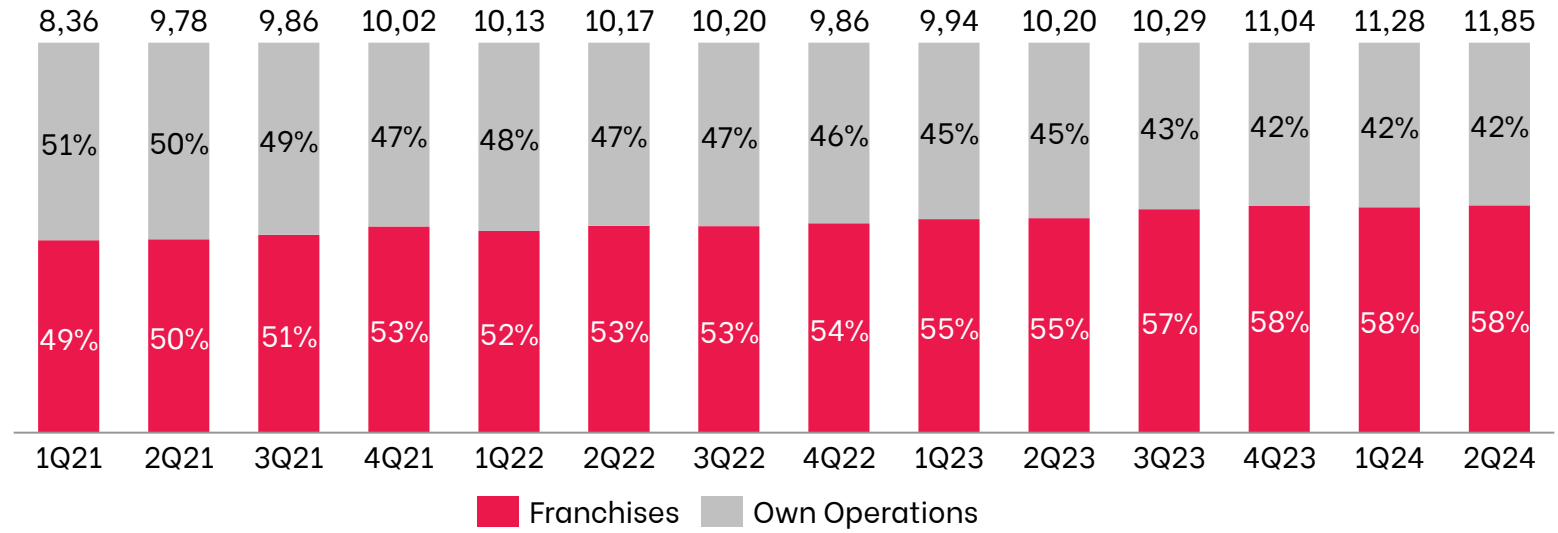


# Rede Lopes Franchises

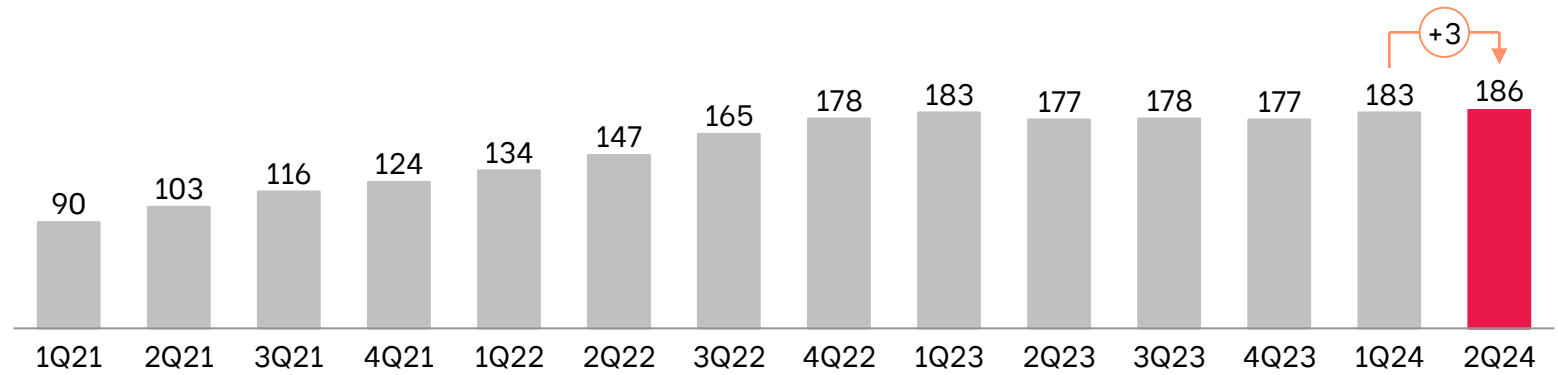
Participation of Franchise intermediation remains close to 60% of total intermediated GSV

## Total GSV LTM

[R\$ bn]



## Number of Stores

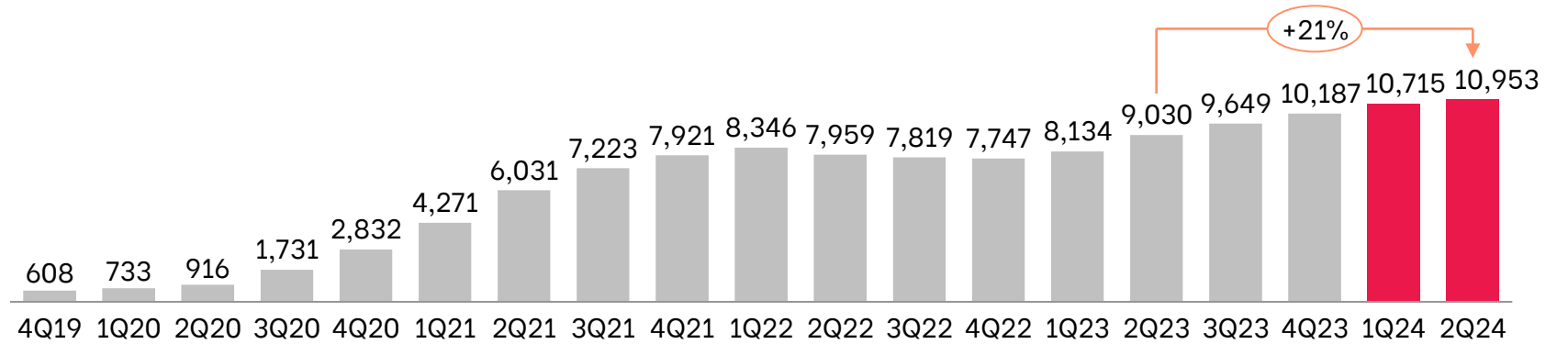




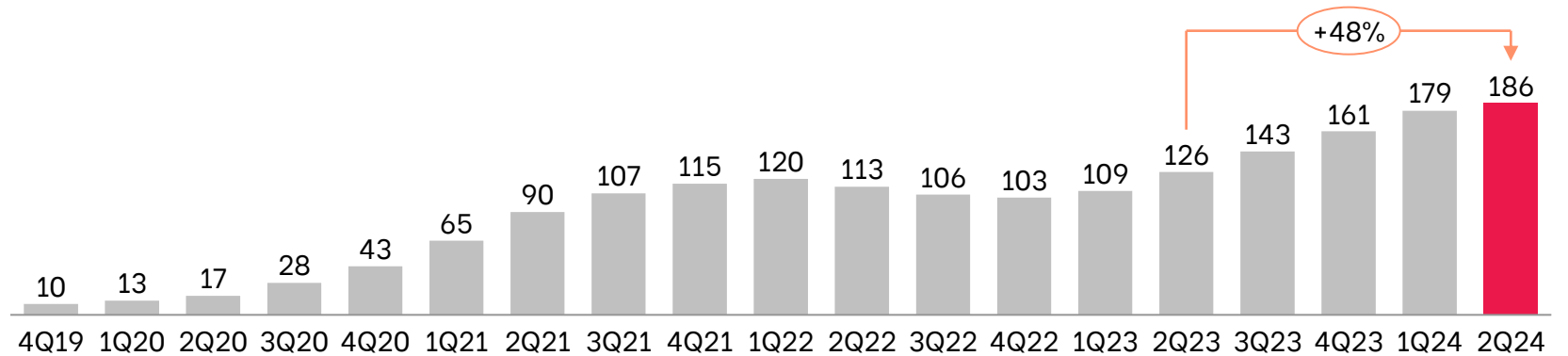
# Lopes Labs

Platform Evolution  
and operational  
efficiency

## Website Organic Sessions - LTM [thousand]



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

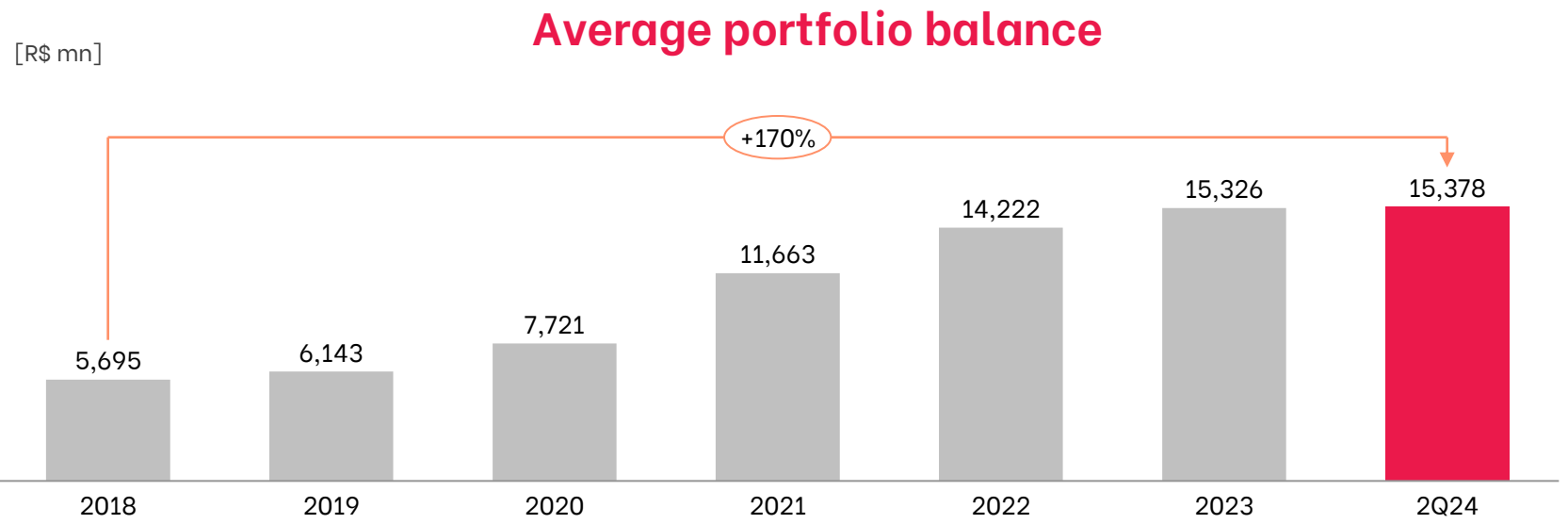
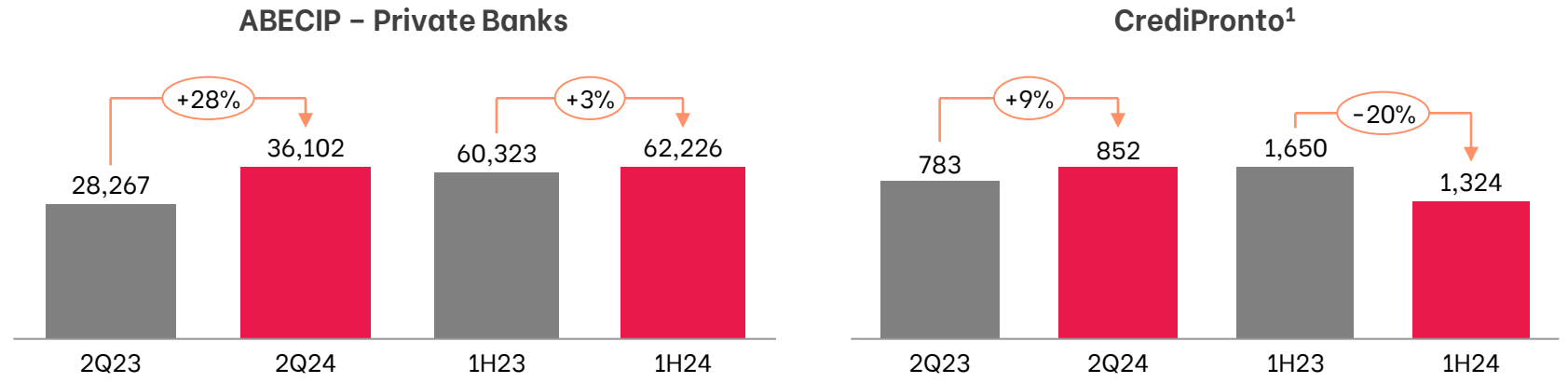


# CrediPronto

Average portfolio balance of R\$ 15.4 billion

Lopes holds 50% of the CrediPronto portfolio

## Mortgage Volume [R\$ mm]







<sup>1</sup> Market share de 5,3%, entre bancos privados





# CrediPronto

The real estate financing market has resumed the pace of originations

## Highlights 2Q24

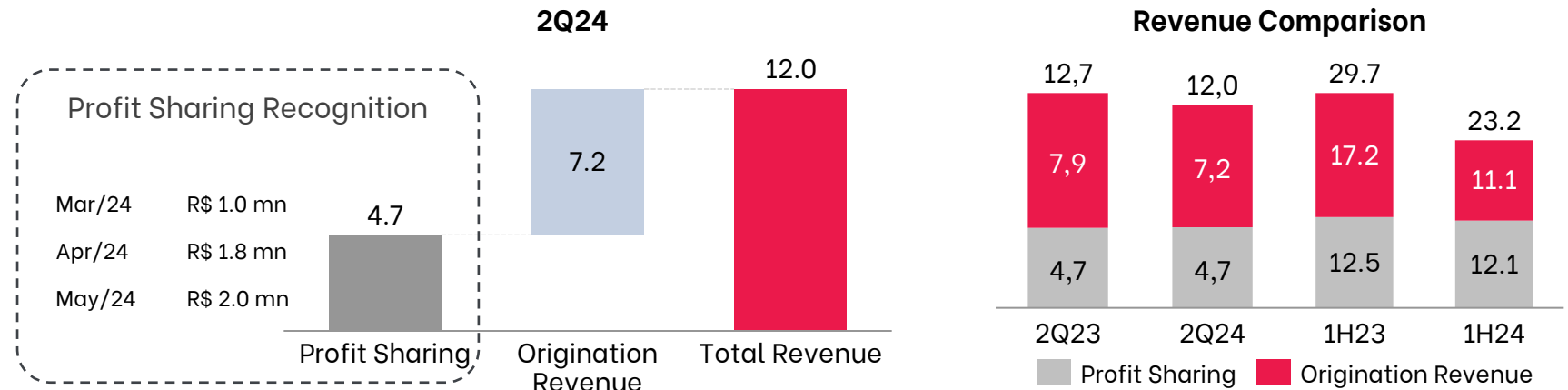
-  R\$ 852 million of mortgage volume  
9% vs. 2Q23
-  1.430 new contracts  
-7% vs. 2Q23
-  Average LTV 63%  
Average rate 10,9%
-  Average months of 358 months

## Highlights 1H24

-  R\$ 1.324 million of mortgage volume  
-20% vs. 1S23
-  2.291 new contracts  
-38% vs. 1S23
-  Average LTV 62%  
Average rate 11,2%
-  Average months of 356 months

## Gross Revenue Composition

[R\$ mn]



# CrediPronto

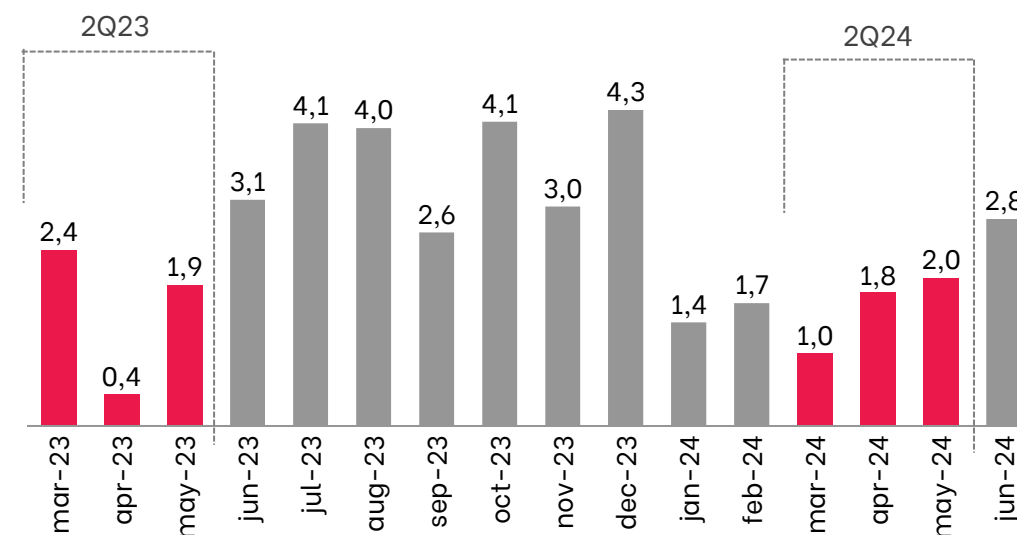
## Profit Sharing Composition

P&L - CrediPronto (R\$ million)	2Q23	2Q24	1H23	1H24
<b>Financial Margin</b>	<b>92.5</b>	<b>92.2</b>	<b>179.8</b>	<b>173.4</b>
(+) Financial Revenue	407.2	386.8	804.5	762.8
(-) Financial Expenses	(314.7)	(294.6)	(624.7)	(589.4)
(-) Sales taxes	(4.4)	(4.4)	(8.6)	(8.1)
<b>Costs and Expenses</b>	<b>(40.6)</b>	<b>(42)</b>	<b>(74.9)</b>	<b>(83.3)</b>
(-) Backoffice Expenses	(13.3)	(11.9)	(24.9)	(24.3)
(-) Sales Expenses	(15.2)	(16.2)	(27.3)	(26.9)
(-) Commissions paid	(7.9)	(9.1)	(16.6)	(14.2)
(-) Insurance and claims (+/-)	(4)	(5.3)	(7.6)	(12.2)
(-) ADA	(0.2)	(0.5)	1.5	(5.7)
<b>(-) Income and Social Contribution Taxes<sup>1</sup></b>	<b>(21.3)</b>	<b>(20.6)</b>	<b>(43.3)</b>	<b>(36.9)</b>
<b>(-) Cost of Capital</b>	<b>(15.3)</b>	<b>(12)</b>	<b>(29.8)</b>	<b>(23.8)</b>
<b>(=) Net Result</b>	<b>10.8</b>	<b>13.2</b>	<b>23.1</b>	<b>21.3</b>
% Net Margin	12%	14%	13%	12%
<b>50% Profit Sharing</b>	<b>5.4</b>	<b>6.6</b>	<b>11.6</b>	<b>10.7</b>
<b>Profit recognition by period</b>	<b>4.7</b>	<b>4.7</b>	<b>12.5</b>	<b>12.1</b>

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

## CrediPronto Monthly Net Result Recognition

[R\$ mn]



# Revenue

Lopes's net revenue totaled **R\$ 45.3 million** in 2Q24 and **R\$ 83.2 million** in 1H24

## Gross Revenue

### Own Operations

**GSV:** R\$ 1,479.7 mn  
**Net Comission:** 1.97%

**Gross Revenue:** R\$ 30.1 mn

### Franchise

**GSV:** R\$ 1,979.5 mn

**Gross Revenue:** R\$ 7.8 mn

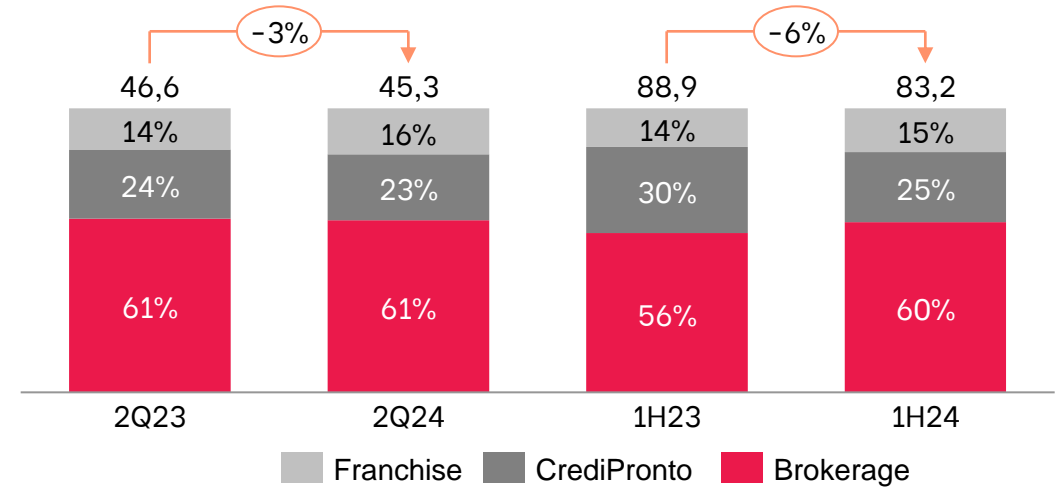
### CrediPronto

**Origination:** R\$ 852 mn  
**Commissioning:** R\$ 7.208 mn  
**Profit-Sharing:** R\$ 4.744 mn

**Gross Revenue:** R\$ 12.0 mn

## Net Revenue

[R\$ mn]



[R\$ th]

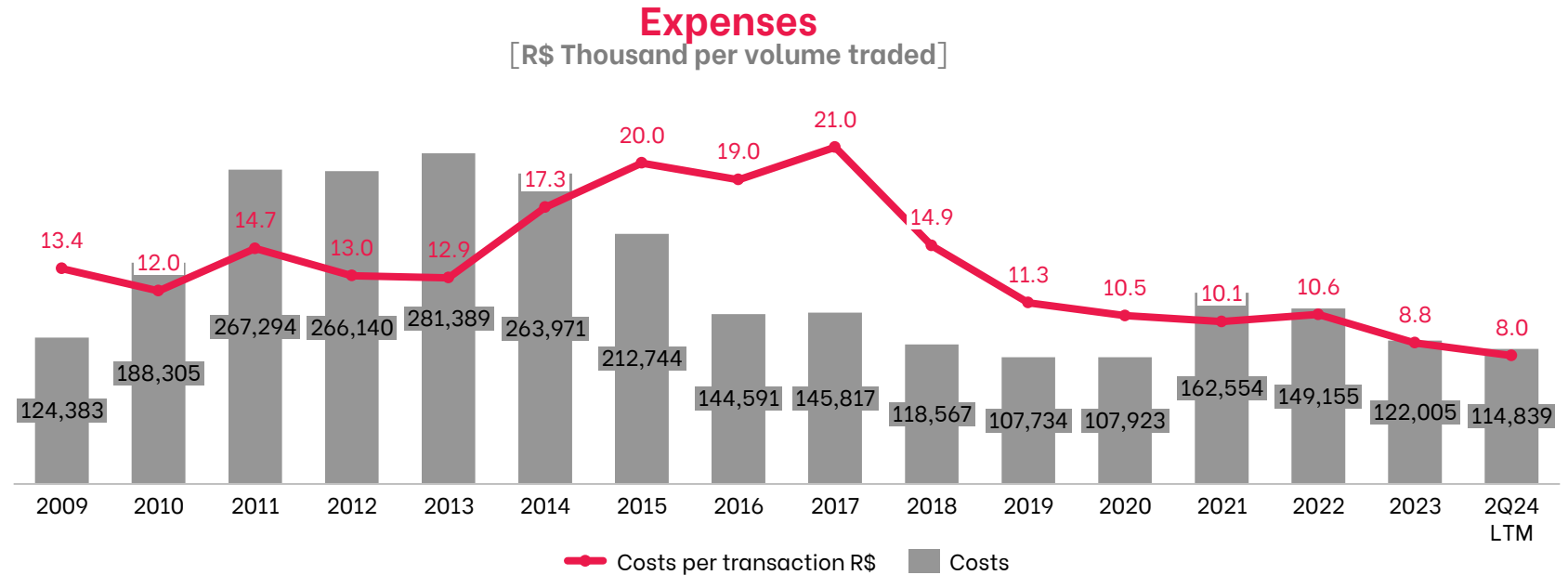
Net Revenue by Segment	2Q23	2Q24	Var. (%)
Brokerage	28,483	27,497	-3%
Franchise	6,740	7,355	9%
CrediPronto	11,388	10,486	-8%
<b>Total</b>	<b>46,611</b>	<b>45,338</b>	<b>-3%</b>

Net Revenue by Segment	1H23	1H24	Var. (%)
Brokerage	49,896	49,816	0%
Franchise	12,098	12,844	6%
CrediPronto	26,898	20,501	-24%
<b>Total</b>	<b>88,893</b>	<b>83,162</b>	<b>-6%</b>

## Costs and Expenses

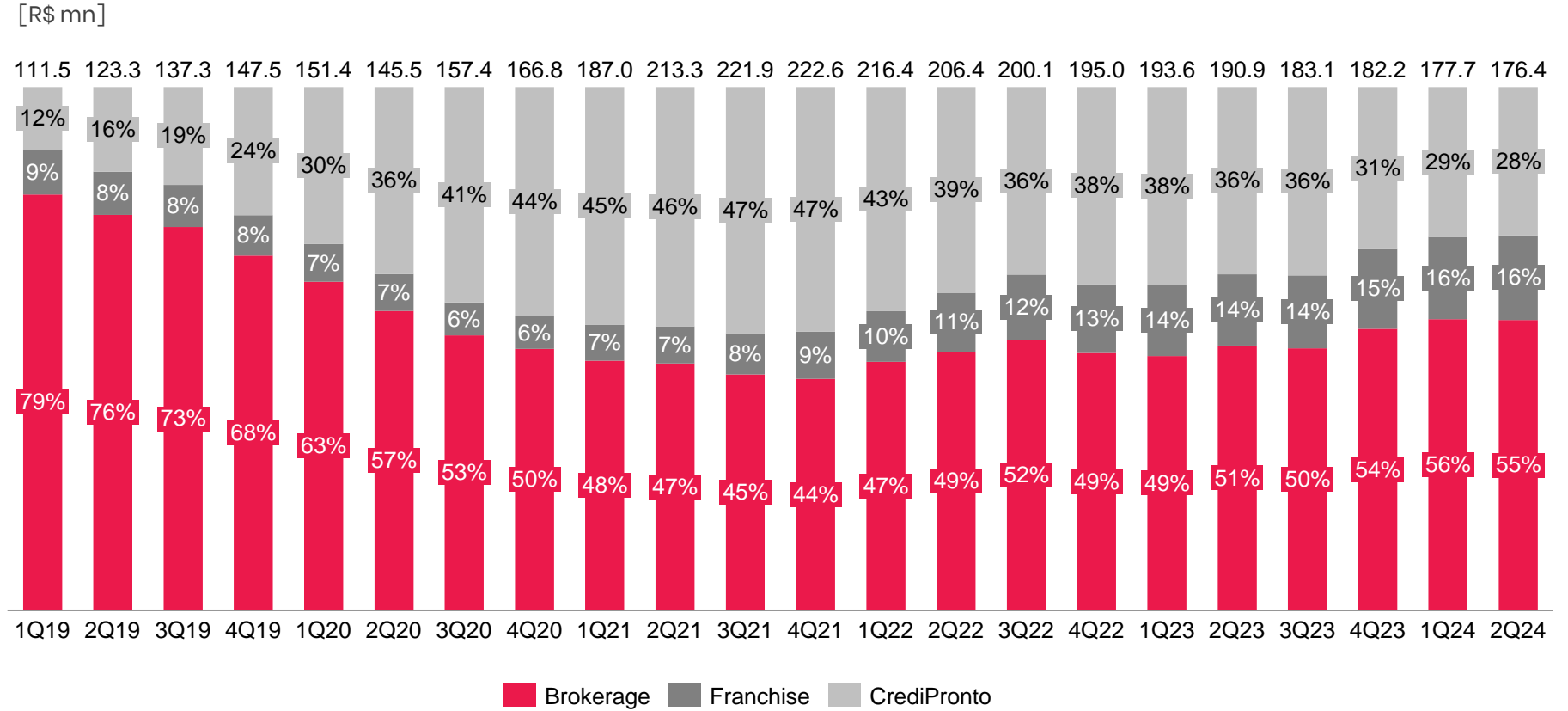
The Company's expenses continue to decline, showing greater process efficiency

Costs by Segments (R\$ million)	2Q24	2Q23	2Q23 x 2Q24	1H24	1H23	1H24 x 1H23
Own Operations	18.303	20.628	-11%	34.957	37.489	-7%
Franchises	3.801	2.433	56%	6.869	5.295	30%
CrediPronto	5.721	7.039	-19%	10.043	16.252	-38%
<b>TOTAL</b>	<b>27.825</b>	<b>30.100</b>	<b>-8%</b>	<b>51.870</b>	<b>59.036</b>	<b>-12%</b>



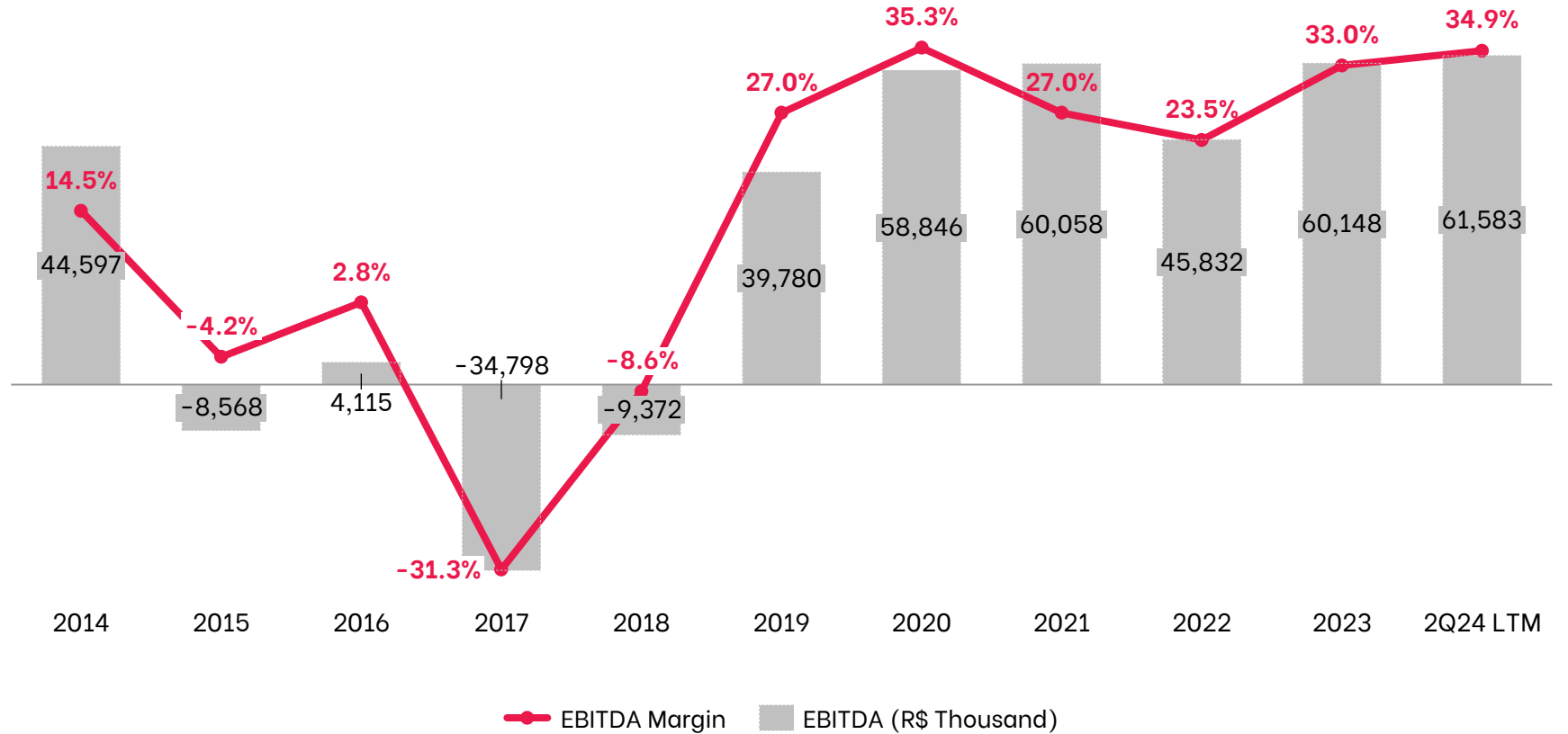
# Net Revenue By Segment

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



## EBITDA & EBITDA Margin

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





## Results by Segment

2Q24 Results Before IFRS by Segment				
(R\$ thousand)	Brokerage	Franchise	CrediPronto	Consolidated
<b>Gross Service Revenue</b>	<b>30,077</b>	<b>7,795</b>	<b>11,952</b>	<b>49,824</b>
Revenue from Services Rendered	26,452	7,795	7,208	41,455
Revenue to Accrue from Itaú Operations	3,625	-	-	3,625
Profit Sharing	-	-	4,744	4,744
<b>Net Operating Revenue</b>	<b>27,497</b>	<b>7,355</b>	<b>10,486</b>	<b>45,338</b>
(-) Costs and Expenses	(12,388)	(3,801)	(5,479)	(21,669)
(-) Shared Services	(5,408)	-	(1,627)	(7,036)
(-) Stock Option Expenses CPC10	(493)	-	-	(493)
(-) Expenses to Accrue from Itaú	(238)	-	-	(238)
(+/-) Equity Equivalence	225	-	1,386	1,610
<b>(=) EBITDA</b>	<b>9,194</b>	<b>3,554</b>	<b>4,765</b>	<b>17,513</b>
EBITDA Margin	33.40%	48.30%	45.4%	38.60%
(-) Depreciation and amortization	(4,217)	(56)	(4)	(4,277)
(+/-) Financial Result	1,263	164	-	1,427
(-) Income tax and social contribution	(1,228)	(931)	(636)	(2,796)
<b>(=) Net income before IFRS</b>	<b>5,012</b>	<b>2,730</b>	<b>4,125</b>	<b>11,867</b>
Net Margin before IFRS	18.2%	37.1%	39.3%	26.2%
(-) Non-controlling Shareholders				(4,952)
<b>(=) Net Income Attributable to Controlling Shareholders</b>				<b>6,915</b>
Net Margin Controlling Shareholders				15.3%

\*We consider the net income adjusted by non cash IFRS 3 effects (Business Combination) the best net income indicator.

## Results by Segment

### 1S24 Results Before IFRS by Segment

(R\$ thousand)	Brokerage	Franchise	CrediPronto	Consolidated
<b>Gross Service Revenue</b>	<b>54,712</b>	<b>13,628</b>	<b>23,204</b>	<b>91,544</b>
Revenue from Services Rendered	47,462	13,628	11,123	72,213
Revenue to Accrue from Itaú Operations	7,250	-	-	7,250
Profit Sharing	-	-	12,081	12,081
<b>Net Operating Revenue</b>	<b>49,816</b>	<b>12,844</b>	<b>20,501</b>	<b>83,162</b>
(-) Costs and Expenses	(23,798)	(6,869)	(8,604)	(39,271)
(-) Shared Services	(10,091)	-	(3,314)	(13,404)
(-) Stock Option Expenses CPC10	(995)	-	-	(995)
(-) Expenses to Accrue from Itaú	(477)	-	-	(477)
(+/-) Equity Equivalence	403	-	1,875	2,278
<b>(=) EBITDA</b>	<b>14,858</b>	<b>5,975</b>	<b>10,458</b>	<b>31,292</b>
EBITDA Margin	29.8%	46.5%	51.0%	37.6%
(-) Depreciation and amortization	(8,389)	(114)	(8)	(8,511)
(+/-) Financial Result	2,514	311	-	2,826
(-) Income tax and social contribution	(2,586)	(1,624)	(2,002)	(6,212)
<b>(=) Net income before IFRS</b>	<b>6,397</b>	<b>4,548</b>	<b>8,448</b>	<b>19,395</b>
Net Margin before IFRS	12.8%	35.4%	41.2%	23.3%
(-) Non-controlling Shareholders				(9,205)
<b>(=) Net Income Attributable to Controlling Shareholders</b>				<b>10,190</b>
Net Margin Controlling Shareholders				12.3%

\*We consider the net income adjusted by non cash IFRS 3 effects (Business Combination) the best net income indicator.

# IFRS Impacts

R\$ Thousand			2Q24			1H24		
Description	Before IFRS	IFRS Effects*	After IFRS	Before IFRS	IFRS Effects*	After IFRS		
<b>Net Revenue</b>	<b>45,338</b>	-	<b>45,338</b>	<b>83,162</b>	-	<b>83,162</b>		
Costs and Expenses	(27,825)	-	(27,825)	(51,870)	-	(51,870)		
Depreciation and Amortization	(4,277)	(542)	(4,819)	(8,511)	(1,085)	(9,596)	( 1 )	
Financial Result	1,427	1,339	2,766	2,826	1,131	3,957	( 2 )	
<b>Operational Profit</b>	<b>14,663</b>	<b>797</b>	<b>15,460</b>	<b>25,607</b>	<b>46</b>	<b>25,653</b>		
Income tax and social contribution	(2,796)	(42)	(2,838)	(6,212)	141	(6,071)	( 3 )	
<b>Net Income</b>	<b>11,867</b>	<b>755</b>	<b>12,622</b>	<b>19,395</b>	<b>187</b>	<b>19,582</b>		
Non-controlling Shareholders	(4,952)	(76)	(5,028)	(9,205)	(152)	(9,357)	( 4 )	
<b>Net Income Controlling Shareholders</b>	<b>6,915</b>	<b>679</b>	<b>7,594</b>	<b>10,190</b>	<b>35</b>	<b>10,225</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;

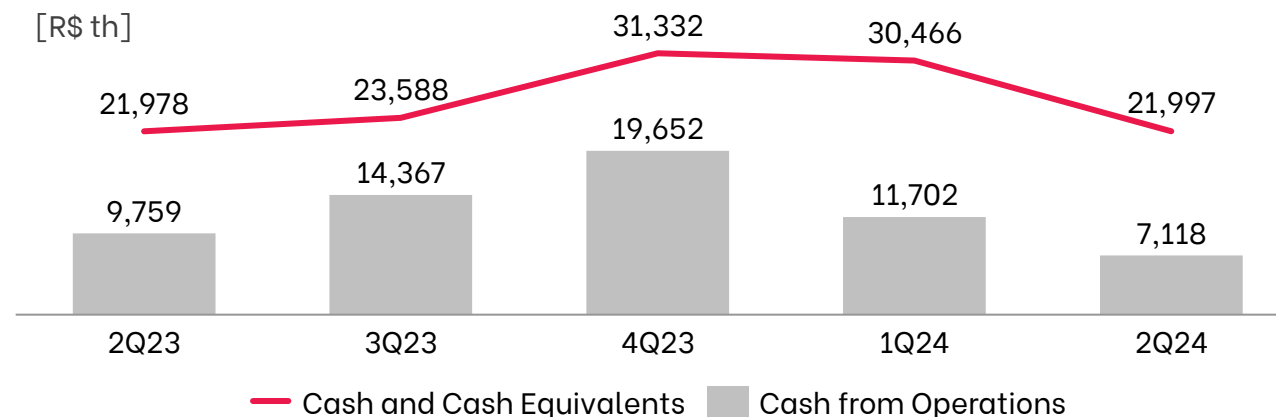
(3) Deferred income tax on intangible assets of LPS Brasil;

(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]	1Q24	2Q24	Variation
<b>Cash and Cash Equivalents (BoP)</b>	<b>31,332</b>	<b>30,466</b>	<b>-3%</b>
From Operations	11,702	7,118	-39%
From Investment Activities	(9,008)	(3,253)	64%
From Financing Activities	(3,560)	(12,334)	-246%
<b>Cash and Cash Equivalents (EoP)</b>	<b>30,466</b>	<b>21,997</b>	<b>-28%</b> ↓
Financial Investments (FI)	39,852	39,285	-1%
<b>Cash and Cash Equivalents After FI</b>	<b>70,318</b>	<b>61,282</b>	<b>-13%</b> ↓

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

# Thank you

**LPS**Brasil

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