

LPSBrasil



2Q24 Earnings Release

Conference Call

Thursday, August 15th, 2024 at 11:00 (EST)

Webcast: [Register here](#)

Message from the Management

In the second quarter, the Company demonstrated its efficient strategy in the face of challenging scenarios. The city of São Paulo had its launches impacted from May due to the delay in approval of new projects with the competent departments. Despite this, the Company had an increase in revenue in its other markets, which resulted in an intermediated volume in the quarter 20% higher than the same period last year. Furthermore, CrediPronto began to originate more contracts, in line with the real estate financing market, which now relies on more resources from savings, as net funding was positive in the months of May and June, despite the interest rate for financing is still high. With this scenario, the Company reflected its efficiency, reaching an EBITDA margin of 38.6% in the quarter and 37.6% in the semester.

The Company continues its expansion strategy through its franchise operations, whose growth is selective, ensuring that each new unit brings relevant contributions and that existing franchises increase their performance over time.

The Company is always attentive to business opportunities, ready to analyze them with a view to maximizing returns.

2Q24 and 1H24 Highlights



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

Operating and Financing Highlights

Operating and Financial Highlights

[R\$ thousand, except percentages, units and brokers]

	2Q23	2Q24	Var. %	1H23	1H24	Var. %
Launches	6,060,174	5,655,159	-7%	1,080,894	8,976,324	-17%
Adjusted Launches	2,750,466	3,045,405	11%	4,655,573	4,846,271	4%
Units Launched	6,225	9,374	51%	13,038	14,183	9%
Transactions Closed	2,887,701	3,459,248	20%	5,176,675	5,985,147	16%
Net Commission Fee – Brazil ¹	2.020%	1.97%	-5 bps	2.06%	2.01%	-5 bps
Units Sold	3,830	3,954	3%	6,900	7,504	9%
Net Revenue	46,611	45,338	-3%	88,893	83,162	-6%
EBITDA	16,511	17,513	6%	29,857	31,292	5%
EBITDA Margin	35.40%	38.60%	320 bps	33.60%	37.60%	404 bps
Net income attributable to Controlling shareholders ex-IFRS*	6,962	6,915	-1%	11,920	10,190	-15%
Net Margin	14.9%	15.3%	32 bps	13.4%	12.3%	-116 bps
Net income attributable to Controlling shareholders after IFRS	4,639	7,594	64%	9,307	10,225	10%
Net Margin after IFRS	9.95%	16.8%	679.8 bps	10.5%	12.3%	182.6 bps
Cash Flow	21,978	21,997	0%	21,978	21,997	0%
Operating Cash Generation	9,759	7,118	-27%	17,660	18,820	7%
Agents	14,907	12,552	-16%	14,907	12,552	-16%

1. Net rate and Royalty considering primary and secondary markets.

*We consider Net Income adjusted by non cash IFRS 3 effects (Business Combination) the most accurate net income indicator.

Results by Segment

2Q24 Results Before IFRS by Segment

(R\$ thousand)	Brokerage	Franchise	CrediPronto	Consolidated
Gross Service Revenue	30,077	7,795	11,952	49,824
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 A
Net Operating Revenue	27,497	7,355	10,486	45,338
(-) 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
(=) EBITDA	9,194	3,554	4,765	17,513
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)
(=) Net income before IFRS	5,012	2,730	4,125	11,867
Net Margin before IFRS	18.2%	37.1%	39.3%	26.2%
(-) Non-controlling Shareholders				(4,952)
(=) Net Income Attributable to Controlling Shareholders				6,915
Net Margin Controlling Shareholders				15.3%

A Recognition of Lopes' participation in CrediPronto's profit-sharing for the months of March/24, April/24 and May/24 respecting the contractual deadlines for calculation and receipt.

1S24 Results Before IFRS by Segment

(R\$ thousand)	Brokerage	Franchise	CrediPronto	Consolidated
Gross Service Revenue	54,712	13,628	23,204	91,544
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 A
Net Operating Revenue	49,816	12,844	20,501	83,162
(-) 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
(=) EBITDA	14,858	5,975	10,458	31,292
EBITDA Margin	29.8%	46.5%	51%	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)
(=) Net income before IFRS	6,397	4,548	8,448	19,395
Net Margin before IFRS	12.8%	35.4%	41.2%	23.3%
(-) Non-controlling Shareholders				(9,205)
(=) Net Income Attributable to Controlling Shareholders				10,190
Net Margin Controlling Shareholders				12.3%

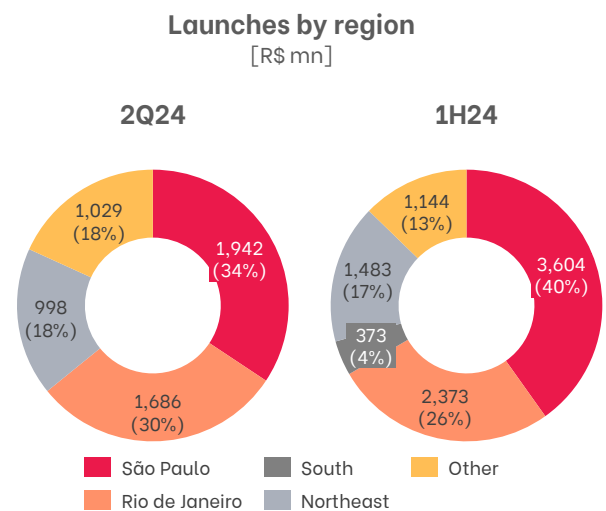
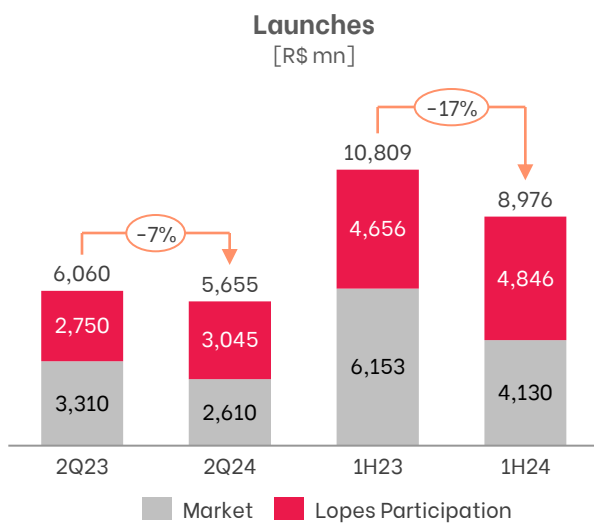
A Recognition of Lopes' participation in CrediPronto's profit-sharing for the months from December/23 to May/24 respecting the contractual deadlines for calculation and receipt.

Operating Performance

1. Launches

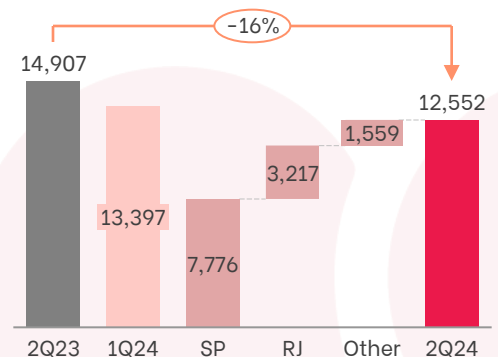
Lopes launched R\$ 5.7 billion in 2Q24, divided into 40 projects, totaling 9,374 units launched in the quarter. The average ticket for launches was R\$ 605 thousand, 41% lower when compared to 2Q23, whose average price was R\$ 1 million.

The launches in which Lopes participated in 2Q24 were concentrated in the states of São Paulo, Rio de Janeiro, Paraná and Espírito Santo and also in the cities of Fortaleza, Manaus and Maceió.



2. Real Estate brokerage team

The number of associate agents in 2Q24 decreased 16% in relation to 2Q23, with a total of 12,552 brokers. Grupo Lopes' real estate brokers carry out brokerage in association with independent brokers, in order to share with them the values resulting from real estate intermediaries carried out in partnership. This association between individual brokers and corporate brokers is governed by art. 6, paragraphs 2, 3 and 4 of Law 6,530/1978 (amended by Law 13,097/2015).



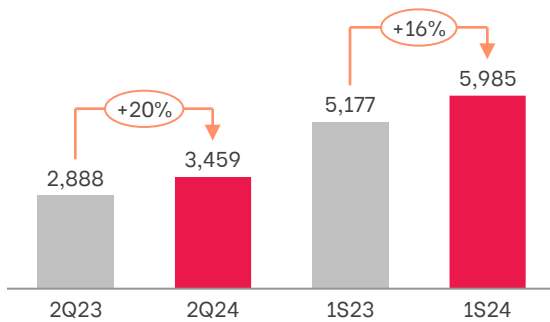
3. Intermediation – Grupo Lopes

The volume intermediated by Rede Lopes was R\$ 3.5 billion in 2Q24.

Rede Lopes continues to have its highest sales volume in the state of São Paulo, corresponding to 39% of total transactions closed. Rio de Janeiro comes in as the second largest, with 32% of GSV. Stores in the South region intermediated 8% of the intermediated GSV, while the Northeast region intermediated 14%. States in the Central West and other states in Brazil intermediated 1% and 6% respectively. The average price of intermediated projects was R\$ 875 thousand.

Transactions Closed

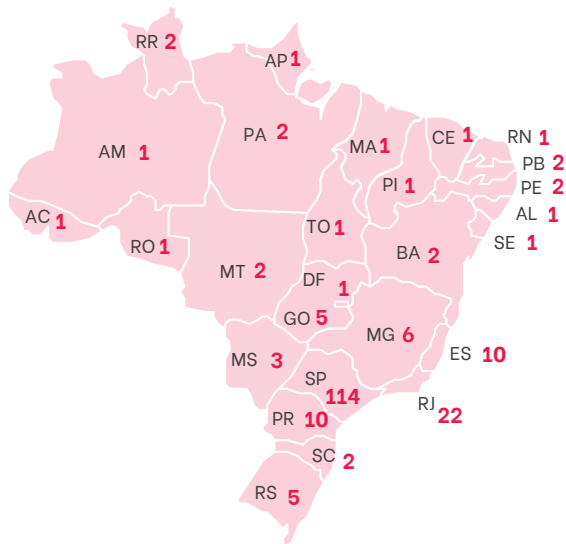
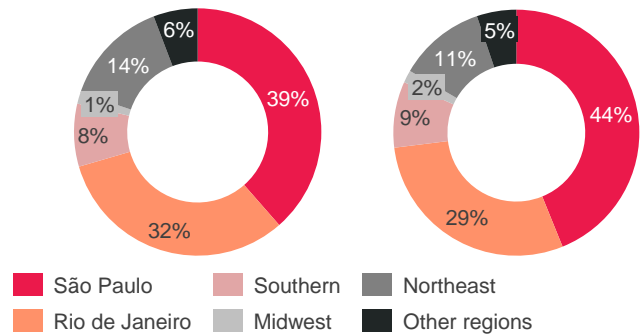
[R\$ mn]



VGV por Região [%]

2Q24

1H24



Currently
201 stores are
 present in
**26 states and
 Federal District.**



4. Intermediation by Region

The Southeast region is the main region in which the Company operates and currently has 152 stores. The region's transactions closed in 2Q24 was R\$ 2.6 billion. In total, there were 3,184 units and the average price of properties negotiated in the region was R\$ 826 thousand. The states of São Paulo and Rio de Janeiro are highlights in the region, where R\$ 1.3 billion and R\$ 1.1 billion were intermediated, respectively.

In this quarter, the Northeast had the second largest volume traded, due to the sale of a land in Fortaleza. The region currently has 12 stores, and in 2Q24 had an intermediation of R\$ 486 million, 356 units and an average price of R\$ 499 thousand (this price disregards the land that increased the traded volume). The most prominent state was Ceará, whose stores brokered R\$ 105.3 million, in addition to the aforementioned land.

The South region has 17 stores and had a total transactions closed was R\$ 284.2 million in the quarter, 290 units and an average price of R\$ 980 thousand. The standout state is Paraná, whose stores brokered R\$ 256 million in GSV.

The Midwest currently has 11 stores and in 2Q24 had an intermediation of R\$ 50.7 million, 93 units and an average price of R\$ 545 thousand. The most prominent state is Goiânia, which brokered a total of R\$ 40 million in GSV.

Finally, the North has 9 stores in the region, and in 2Q24 had an intermediation of R\$ 7.7 million with 31 intermediated units and whose average price was R\$ 249 thousand. The states of Amazonas, Pará and Rondônia intermediated almost 90% of this GSV, totaling R\$ 2.8 million, R\$ 2.1 million and R\$ 2.0 million, respectively.

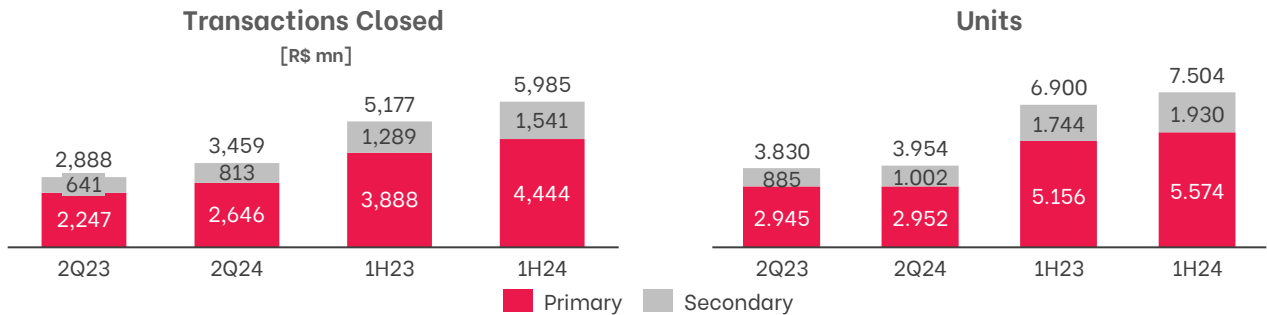
	Southeast	South	Midwest	Northeast*	North
Number of stores	152	17	11	12	9
Total Transaction Closed (R\$)	2,631 mn	284.2 mn	50.7 mn	486.0 mn	7.7 mn
Total Units	3,184	290	93	356	31
Average Price	R\$ 826 th	R\$ 980 th	R\$ 545 th	R\$ 499 th	R\$ 249 th
Standout state	SP and RJ	PR	GO	CE	AM, PA and RO

* The intermediation of land worth R\$308.8 million was disregarded for calculating the average ticket.

5. Intermediation – Primary and Secondary Market

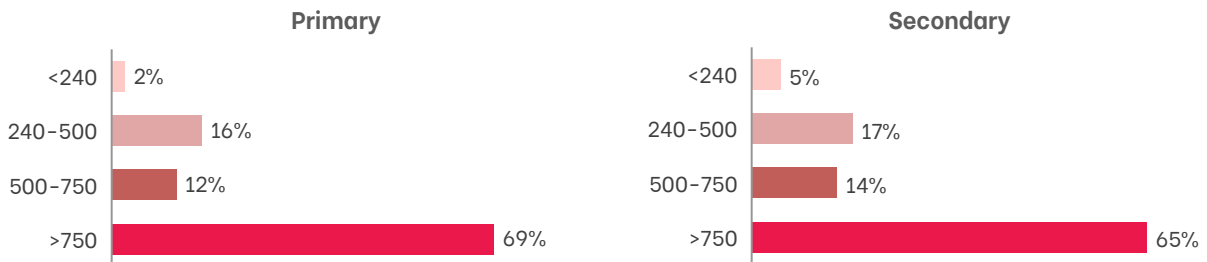
Rede Lopes works with the intermediation of properties in the primary market, which are new launches, and in the secondary market, which is used properties owned by third parties.

In 2Q24, the Company brokered R\$ 2.6 billion of properties in the primary market and R\$ 813 million in the secondary market. Regarding units, the Company brokered 2,952 units in the primary market and 1,002 units in the secondary market. Therefore, the launch business continues to be the main market for Lopes.



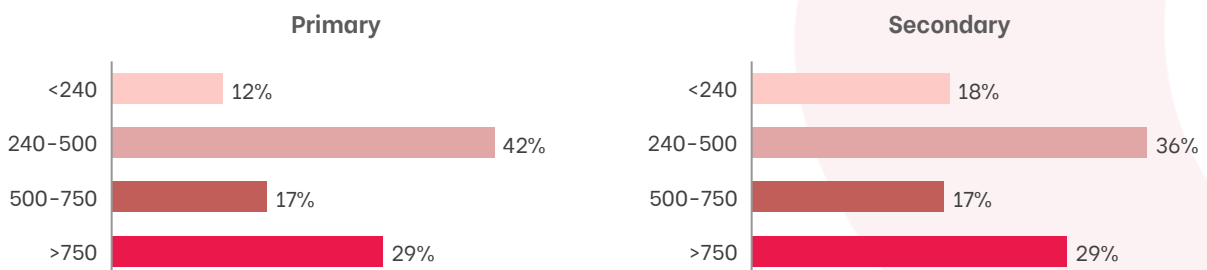
Regarding the price range perspective, intermediation remained concentrated in high-end units (from R\$ 750 thousand), representing 69% of transaction closed in the primary market and 65% in the secondary market.

By Price Range [%]



Regarding units by price range, intermediation focused on properties worth up to R\$500,000, representing 54% of the units intermediated in both the primary and secondary markets.

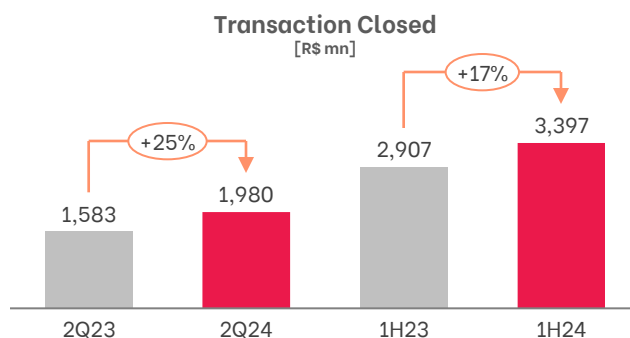
Units By Price Range (%)



6. Franchises

Lopes has expanded its stores throughout the country through its franchises. This is an asset-light model in which the company has low costs to maintain these stores; in return, it receives income in royalty fees.

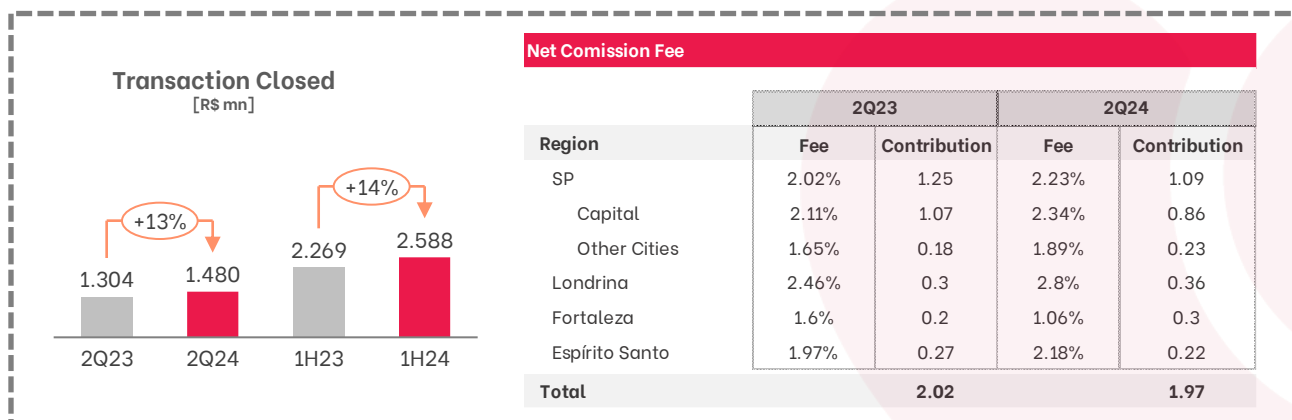
Since 2016, the number of stores has grown and at the end of 2Q24 we had 186 stores in this model, spread across the Brazilian territory. The Company is focused on expanding this business model and is constantly evaluating the conversion of existing real estate agencies into franchises, but always carefully and constantly reevaluating its contribution margins.



7. Own Operations

Lopes currently has 15 own stores, most of which located in São Paulo (capital and metropolitan region). In addition to these, it has three more operations in this segment in Londrina (PR), Fortaleza (CE) and Espírito Santo (ES).

The table below shows the evolution of the transaction closed of own operations and the evolution of the net commission per operation. São Paulo (Capital) had a commission rate of 2.34%; Espírito Santo operations had an increase of 0.21 percentage points in their commission rate, reaching 2.18%.



CrediPronto Results

Operating and Financial Highlights	2Q23	2Q24	Var. %	1H23	1H24	Var. %
Mortgage volume (R\$ million)	783	852	9%	1,650	1,324	-20%
Number of contracts	1,537	1,430	-7%	3,679	2,291	-38%
Average LTV	65.5%	63%	-250 bps	66.1%	61.9%	-423 bps
Average rate	10.9%	10.9%	0 bps	10.7%	11.2%	44 bps
Average term (months)	358	358	0 bps	359	356	-1,0%
Starting portfolio balance (R\$ million)	14,808	15,165	2%	14,323	15,269	6,61%
Ending portfolio balance (R\$ million)	15,073	15,421	2%	15,073	15,421	2%
Average portfolio balance (R\$ million)	14,960	15,378	2.79%	14,960	15,378	2,79%

The volume financed in 2Q24 was R\$852 million, an increase of 9% compared to 2Q23. Among private banks, according to data from ABECIP, the growth in origination was 40% in the quarter. Despite the Selic interest rate remaining at 10.5%, expected to remain at this level until the end of this year, savings began to show positive net inflows in the months of May and June, which led to origination increasing, as a whole.

CrediPronto's operation had a market share of 5.3% in this segment and originated 1,430 contracts in this period. The ending portfolio balance in 2Q24 reached R\$15.4 billion.

According to the P&L below, the financial margin decreased by 0.3% when compared to 2Q23. The operation continues with its strategy of increasing the portfolio in search of a comfortable spread, through contracts with negotiated rates close to 11%.

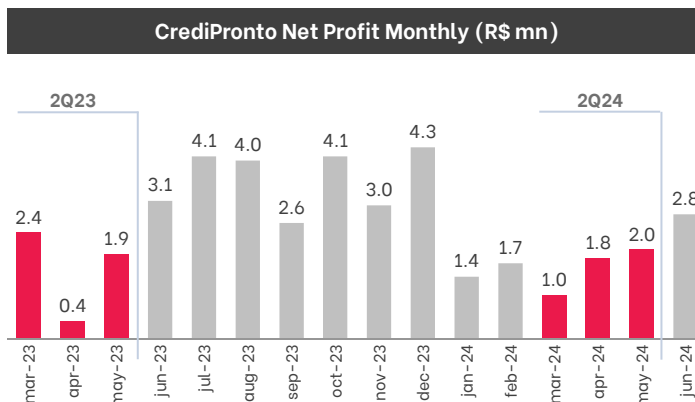
Operating expenses increased by 3.4% compared to the same quarter of the previous year. There was a substantial increase in expenses with insurance and claims, with commissions paid (of a variable nature linked to origination behavior) and in sales expenses (Olímpia).

The cost of capital was R\$ 12 million in 2Q24 and the net result in this period was R\$ 13.2 million, of which R\$ 6.6 million corresponds to LPS Brasil's participation.

In the graph below it is possible to observe Lopes' participation in CrediPronto's monthly profits, recognizing R\$ 4.7 million in profit sharing in 2Q24, referring to the periods from March 2024 to May 2024 (according to contractual disclosure and payment deadlines).

P&L - CrediPronto (R\$ million)	2Q23	2Q24	1H23	1H24
Financial Margin	92.5	92.2	179.8	173.4
(+) 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)
Costs and Expenses	(40.6)	(42)	(74.9)	(83.3)
(-) 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)
(-) Income and Social Contribution Taxes ¹	(21.3)	(20.6)	(43.3)	(36.9)
(-) Cost of Capital	(15.3)	(12)	(29.8)	(23.8)
(=) Net Result	10.8	13.2	23.1	21.3
% Net Margin	12%	14%	13%	12%
50% Profit Sharing	5.4	6.6	11.6	10.7
Profit recognition by period	4.7	4.7	12.5	12.1

¹ Rate of 45% for Financial Institutions



Financial Performance

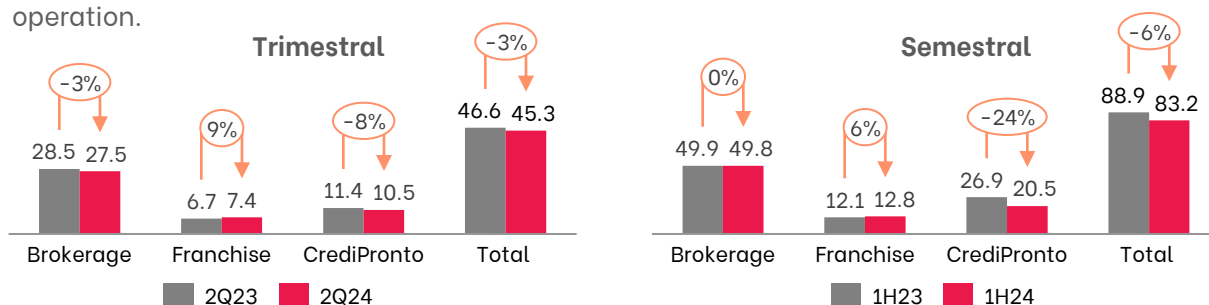
1. Net Revenue

Net Revenue in 2Q24 decrease 3% compared to the same period of the previous year, totaling R\$45.3 million.

Intermediation: decrease of 3% in 2Q24 due to the lower commission fee, when compared to 2Q23;

Franchise: growth of 9% compared to 2Q23, determined by the greater volume brokered;

CrediPronto: drop of 8% compared to 2Q23, due to the lower commission revenue from the operation.



2. Costs and Expenses

Operating expenses fell 8% in 2Q24 compared to 2Q23.

As can be seen in the table to the side, the Other Operating Expenses line had a drop of R\$ 3.2 million, an impact that came mainly from the reduction in contingencies.

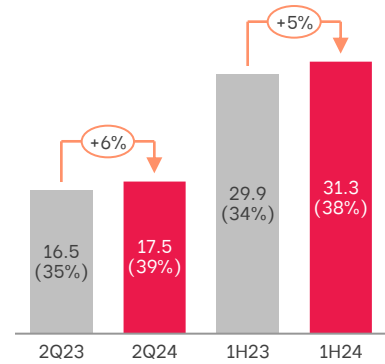
Costs and Operational Expenses	2Q23	2Q24	Var. R\$	Var. %	Costs and Operational Expenses	1H23	1H24	Var. R\$	Var. %
Personnel	(10,518)	(9,870)	648	-6%	Personnel	(21,563)	(19,733)	1,830	-8%
Intermediation Costs	(78)	(344)	(266)	342%	Intermediation Costs	(113)	(541)	(428)	377%
Third-party, Advisory and Consulting Services	(5,504)	(5,766)	(262)	5%	Third-party, Advisory and Consulting Services	(10,154)	(10,856)	(702)	7%
Infrastructure	(1,635)	(1,872)	(237)	14%	Infrastructure	(3,445)	(3,921)	(476)	14%
Telecommunications	(532)	(372)	160	-30%	Telecommunications	(1,114)	(779)	335	-30%
Advertising	(2,052)	(2,952)	(900)	44%	Advertising	(3,769)	(4,553)	(784)	21%
Office Supplies	(62)	(53)	9	-14%	Office Supplies	(95)	(93)	3	-3%
Other Operating Expenses	(10,638)	(7,476)	3,163	-30%	Other Operating Expenses	(19,699)	(12,200)	7,499	-38%
Equity Equivalence	1,682	1,610	(71)	-4%	Equity Equivalence	2,566	2,278	(288)	-11%
Itaú Expenses to Accrue	(238)	(238)	-	0%	Itaú Expenses to Accrue	(477)	(477)	-	0%
Stock Option Plan	(524)	(493)	32	-6%	Stock Option Plan	(1,172)	(995)	177	-15%
Costs and Expenses [A]	(30,100)	(27,825)	2,275	-8%	Costs and Expenses [A]	(59,036)	(51,870)	7,166	-5.6%
Depreciation	(4,055)	(4,819)	(764)	19%	Depreciation	(8,282)	(9,596)	(1,314)	16%
Total [B]	(4,055)	(4,819)	(764)	19%	Total [B]	(8,282)	(9,596)	(1,314)	16%
Total [A] + [B]	(34,155)	(32,644)	1,511	-4%	Total [A] + [B]	(67,318)	(61,466)	5,852	-9%

3. EBITDA

EBITDA Before IFRS increased by 6% in 2Q24 compared to 2Q23, totaling R\$ 17.5 million. The EBITDA margin was 38.6%, the second highest margin in the last 10 years.

EBITDA Reconciliation (R\$ thousand)	2Q23	2Q24	Var. %	1H23	1H24	Var. %
Net Income	8,350	12,622	51%	15,775	19,582	24%
Income and Social Contribution Taxes	2,899	2,838	-2%	5,790	6,071	5%
Net Financial Result	1,207	(2,766)	-329%	10	(3,957)	-
Depreciation and Amortization	4,055	4,819	19%	8,282	9,596	16%
EBITDA	16,511	17,513	6%	29,857	31,292	5%
EBITDA Margin	35.40%	38.60%	320 bps	33.6%	37.6%	400 bps

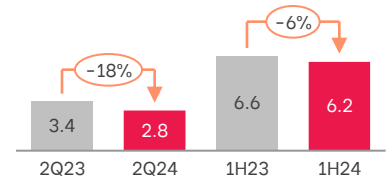
EBITDA
[R\$ mn and Margin %]



4. Income Taxes and Social Contribution

The Income Tax (IR) and Social Contribution on Net Profit (CSLL) lines totaled R\$ 2.8 million in 2Q24, a decrease of 18% when compared to the previous year.

Income Taxes and Social Contribution Before IFRS
[R\$ mn]

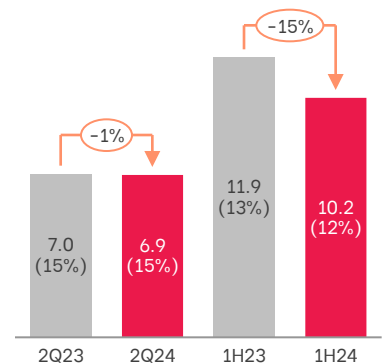


5. Net Income Controlling Shareholders - Before IFRS

The Controllers' Net Profit before IFRS in 2Q24 totaled R\$ 6.9 million, a soft decrease of 1% than compared to 2Q23.

Net Profit ex-IFRS (R\$ thousand)	2Q23	2Q24	Var. %	1H23	1H24	Var. %
(=) Net Income attributable to Controlling shareholders	4,639	7,594	64%	9,307	10,225	10%
Impacts in Financial Results	2,469	(1,340)	-154%	2,443	(1,132)	-146%
Impacts in Income and Social Contribution Taxes	(530)	42	108%	(826)	(140)	83%
Impacts in Depreciation and Amortization	543	542	0%	1,172	1,085	-7%
Impacts in Minorities Interest	(159)	76	148%	(176)	153	186%
(=) Net Income Controlling shareholders before IFRS	6,962	6,915	-1%	11,920	10,190	-15%
Net Margin	14.9%	15.3%	30 bps	13.4%	12.3%	-120 bps

Net Income Controlling Shareholders - Before IFRS
[R\$ mn and Net Margin %]



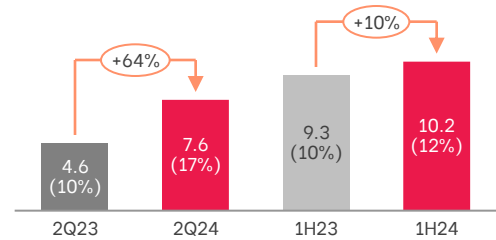
6. Net Income Controlling Shareholders - After IFRS

Net Profit attributable to Controlling Shareholders After IFRS was R\$ 7.6 million in 2Q24, 64% higher than 2Q23.

It is worth noting that the non-cash effects caused by IFRS described below distort the comparison of profits between periods. Therefore, we consider Profit before IFRS to be the most accurate profit indicator to measure the Company's performance.

Net Income Attributable to Controlling Shareholders - After IFRS

[R\$ mn and Net Margin %]



7. IFRS Effects

Description	2Q24			1H24		
	Before IFRS	IFRS Effects*	After IFRS	Before IFRS	IFRS Effects*	After IFRS
Net Revenue	45,338	-	45,338	83,162	-	83,162
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)
Operational Profit	14,663	797	15,460	25,607	46	25,653
Income tax and social contribution	(2,796)	(42)	(2,838)	(6,212)	141	(6,071) (3)
Net Income	11,867	755	12,622	19,395	187	19,582
Non-controlling Shareholders	(4,952)	(76)	(5,028)	(9,205)	(152)	(9,357) (4)
Net Income Controlling Shareholders	6,915	679	7,594	10,190	35	10,225

- (1) Amortization of intangible assets;
- (2) Gains and Losses with net non-cash effects of earn out accounting and call and put options at subsidiaries, based on the fair value according to future estimates;
- (3) Deferred income tax on intangible assets of LPS Brasil;
- (4) Effects related to deferred income tax and amortization of intangibles assets at non-controlling shareholders.

8. Indebtedness

On June 30, 2024, LPS Brasil had debt, recorded in the balance sheet, of R\$16.8 million.

Such debt refers to the payment of put options for the non-controlling interest (Written Put) of acquisitions made in previous periods, an amount that is concentrated in the short term, but without expectations of execution.

9. Cash Flow and Cash Equivalents

In 2Q24, cash generated by operational activities was R\$ 7.2 million.

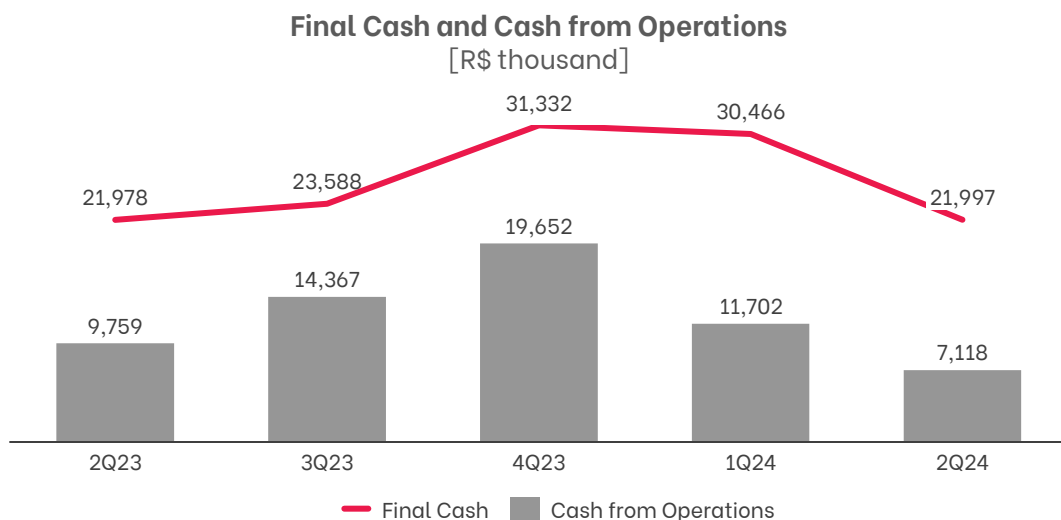
In relation to investment activities, there was a cash consumption of R\$ 3.3 million in the quarter, derived from the earnings on financial investments and the acquisition of fixed and intangible assets, within the Company's digital context.

The cash consumed by financing activities in 2Q24 was R\$ 12.3 million and was due to the distribution of dividends to the Company's shareholders and partners, including balances from previous years. There was also a consumption of cash in the payment of commercial leases.

The balance of cash at the end of the period was R\$ 22 million and, considering financial investments, it was R\$ 61.3 million.

Cash Flow [R\$ thousand]	1Q24	2Q24	Variation
Cash and Cash Equivalents (BoP)	31,332	30,466	-3%
From Operations	11,702	7,118	-39%
From Investment Activities	(9,008)	(3,253)	64%
From Financing Activities	(3,560)	(12,334)	-246%
Cash and Cash Equivalents	30,466	21,997	-28%

+10.3 million own shares available on June 30, 2024



Appendices

The following appendices can be found at the end of this document:

- Appendix I – Income Statement
- Appendix II – Balance Sheet
- Appendix III – Cash Flow Statement

Appendix I – Income Statement

(R\$ thousand)	2Q24	2Q23
Net Operating Revenue	45,338	46,611
Cost of Services	(6,674)	(7,115)
Gross Income	38,664	39,496
Operating Expenses (Revenue)		
Selling	(6,874)	(7,094)
General and administrative	(13,993)	(15,688)
Management compensation	(1,956)	(2,396)
Depreciation and Amortization	(4,819)	(4,055)
Equity Income	1,610	1,682
Other operating revenue (expenses), net	62	511
Income from Operations before Financial (Expenses) Income	12,694	12,456
Financial (expenses) income		
Financial income	5,267	3,002
Financial expenses	(2,501)	(4,209)
Net Income before income tax and social contribution	15,460	11,249
Income tax and social contribution		
Current	(2,801)	(3,364)
Deferred	(37)	465
Net income in the period	12,622	8,350
Attributable to:		
Controlling shareholders	7,594	4,639
Non-controlling shareholders	5,028	3,711

Appendix II - Balance Sheet

(R\$ thousand)	2Q24	2Q23
CURRENT ASSETS		
Cash and cash equivalents	21,997	21,978
Financial investments	39,285	28,430
Trade accounts receivable	31,153	32,740
Taxes available for offset	3,571	6,873
Prepaid expenses	1,960	626
Other Assets	3,754	3,594
Total current assets	101,720	94,241
NON-CURRENT ASSETS		
Call Options	58,248	56,271
Trade accounts receivable	1,266	1,475
Deferred income tax and social contribution	9,119	9,256
Related-party receivables	-	403
Other Assets	7,800	7,075
Deposit in court	7,033	6,052
Investments in other companies	2,371	2,491
Other Equity Interests	15,074	15,097
Fixed assets	6,047	5,146
Goodwill	6,718	6,718
Intangible assets in acquired companies	21,872	23,606
Other intangible assets	155,176	157,092
Total non-current assets	290,724	290,682
<u>TOTAL ASSETS</u>	392,444	384,923

Appendix II – Balance Sheet

(R\$ thousand)	2Q24	2Q23
LIABILITIES AND SHAREHOLDERS' EQUITY		
CURRENT LIABILITIES		
Trade accounts payable	6,272	4,460
Taxes and contributions payable	2,633	2,557
Income tax and social contribution payable	2,890	3,128
Payroll, charges and contributions	6,250	6,304
Net Income to accrue	11,560	11,560
Dividends payable	2,262	2,430
Written Put Options	16,752	18,316
Other liabilities	6,640	4,705
Leases	4,576	4,301
Total current liabilities	59,835	57,761
NON-CURRENT LIABILITIES		
Net Income to accrue	38,493	50,053
Leases	13,398	18,594
Deferred income tax and social contribution	11,816	12,154
Other liabilities	49,728	49,657
Total non-current liabilities	113,435	130,458
SHAREHOLDERS' EQUITY		
Capital Stock	169,188	169,188
Capital Reserve	22,962	20,449
Treasury Shares	(29,442)	(29,442)
Profit Reserves	57,144	39,233
Equity Valuation Adjustments	(7,789)	(7,789)
Accumulated Profit / Loss	10,225	9,307
Non-controlling Interest	(3,114)	(4,242)
Total Shareholders' Equity	219,174	196,704
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	392,444	384,923

Appendix III – Cash Flow Statement

(R\$ thousand)	2Q24	2Q23
CASH FLOW FROM OPERATIONS		
Net income in the period	12,622	8,350
Allowance for doubtful accounts	615	374
Provision for legal risks	476	2,645
Equity Income	(1,610)	(1,682)
Gain/Losses with investments	4	(494)
Deferred income tax and social contribution	37	(465)
Financial charges on receivables and debts	(985)	2,845
Stock option expenses	493	524
Depreciation and amortization	4,872	4,111
Income to accrue	(2,890)	(2,274)
Income and social contribution tax expenses recognized in the period	2,801	3,364
Cash generated from operations	16,435	17,298
Trade accounts receivable	(79)	(3,657)
Taxes available for offset	(959)	97
Prepaid expenses	519	480
Other trade accounts receivable	(563)	2,683
Trade accounts payable	(1,848)	(46)
Taxes and contributions payable	253	278
Payroll, charges and contributions	(7,681)	(5,306)
Other liabilities	(1,243)	(1,730)
Customer advance	236	(1,594)
Variation in operating assets and liabilities	(11,365)	(8,795)
Interest expenses	(9)	(26)
Income tax and social contribution paid	(1,964)	(3,260)
Dividends received from subsidiaries	4,021	4,542
Others	2,048	1,256
Net cash generated by (used in) operating activities	7,118	9,759

Appendix III – Cash Flow Statement

(R\$ thousand)	2Q24	2Q23
CASH FLOW FROM INVESTMENT ACTIVITIES		
Financial investments	567	3,151
Acquisition of fixed, intangible and deferred assets	(3,820)	(4,419)
Net cash generated (used) in investment activities	(3,253)	(1,268)
CASH FLOW FROM FINANCING ACTIVITIES		
Dividends paid, including balance from previous years	(11,046)	(7,901)
Capital increase	302	131
Leases	(1,590)	(1,713)
Net Cash Generated By (Used In) Financing Activities	(12,334)	(9,483)
NET INCREASE IN CASH AND CASH EQUIVALENTS		
Cash and cash equivalents at the beginning of the quarter	30,466	22,970
Cash and cash equivalents at the end of the quarter	21,997	21,978