

APRESENTAÇÃO DE RESULTADOS

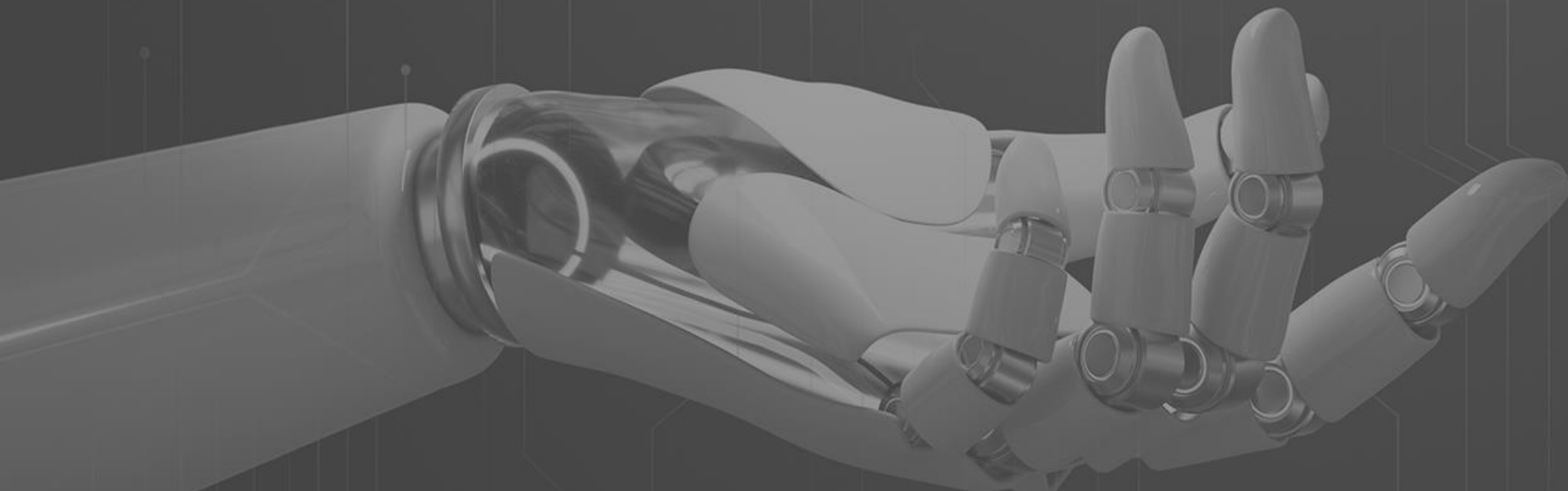
3T24 | 9M24

12 de Novembro de 2024



**EDUARDO
MÔNACO
(CEO)**

**DESTAQUES ESTRATÉGICOS
3T24 | 9M24**



DESTAQUES ESTRATÉGICOS

Combinação de negócios com Serasa Experian

- *Merger Agreement* assinado dia 03 de Outubro
- Fato Relevante dia 04 de Outubro
- CADE
- Acompanhamento de Condições Precedentes
- Convocação AGE

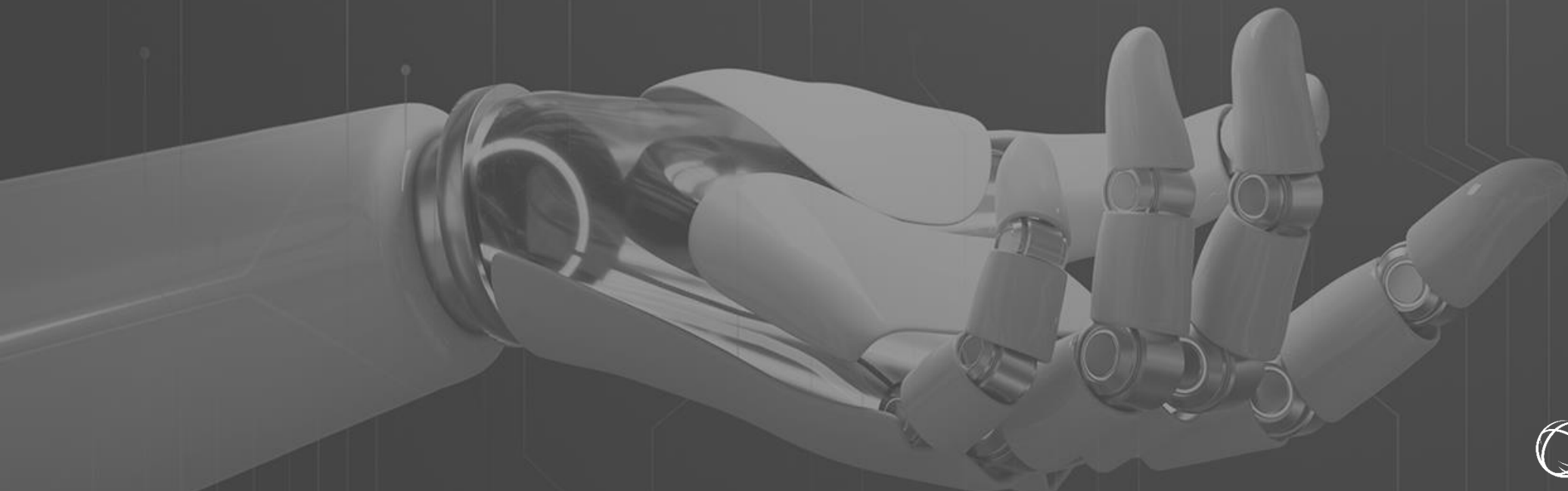
Condução dos negócios

- Foco nos nossos pilares
- Continuidade de Vendas Novas
- Diligência em custos e despesas
- Posição de caixa saudável



**ALEXANDRE
MAFRA
(CFO)**

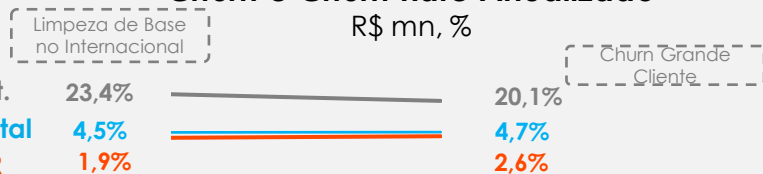
**RESULTADOS FINANCEIROS
3T24 | 9M24**



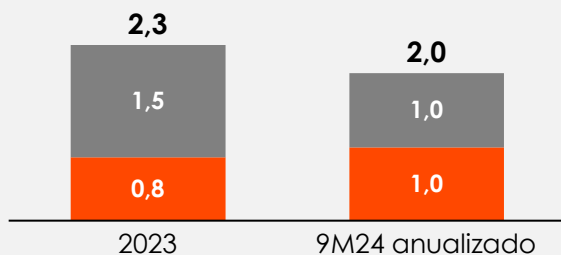
INDICADORES OPERACIONAIS

Churn e Churn Rate Anualizado

R\$ mn, %



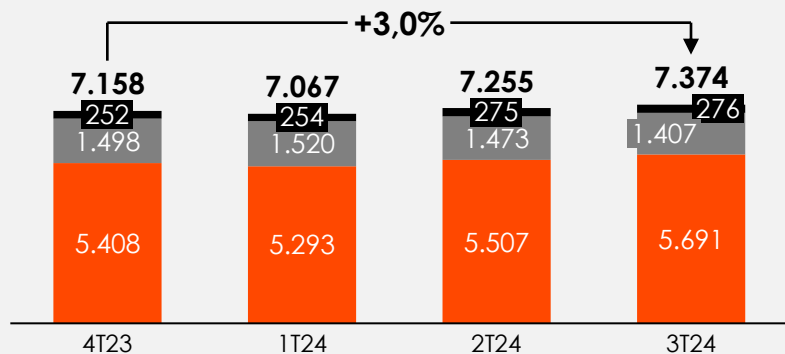
Lifetime teórico
21 anos



■ Churn Financeiro Int. ■ Churn Financeiro BR

Clientes ¹

#, %

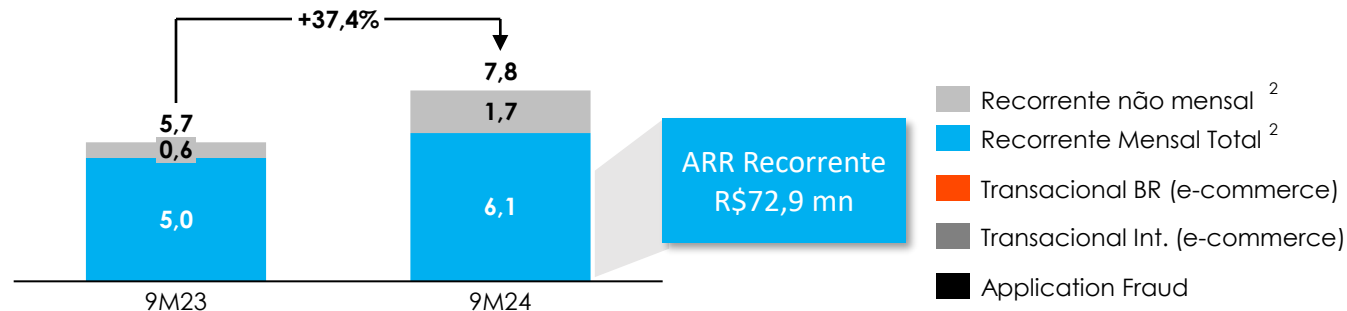


■ Clientes Application Fraud
■ Clientes Transacional Internacional (e-commerce)
■ Clientes Transacional Brasil (e-commerce)

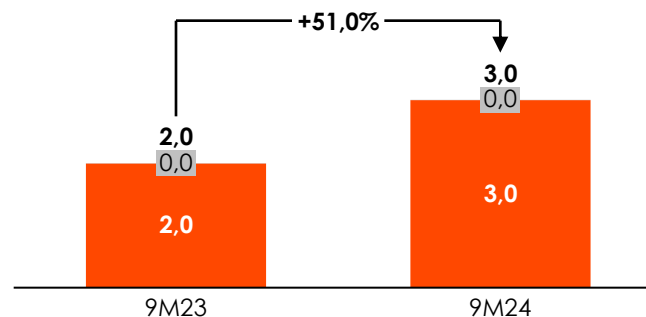
Total

MRR Venda Nova

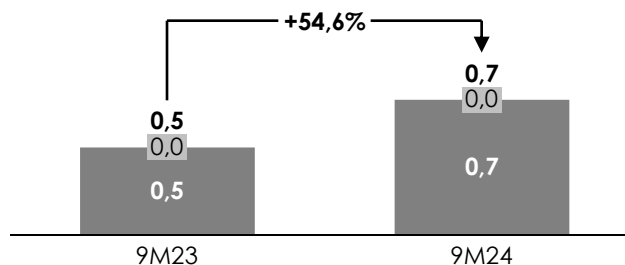
R\$ mn



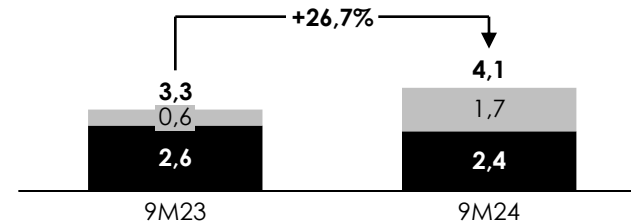
Transacional Brasil (e-commerce)



Transacional Internacional (e-commerce)



Application Fraud



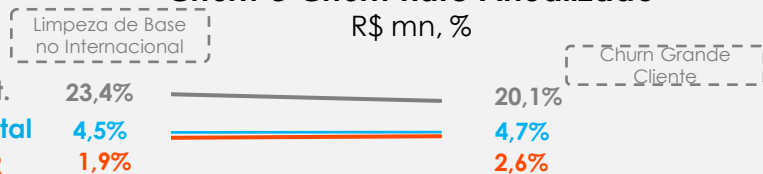
(1) Clientes: Considera o total de iniciativas ativas transacionalmente, podendo haver, duas ou mais iniciativas ativas por cliente.

(2) Recorrente mensal: previsibilidade mensal de consumo
Recorrente não mensal: consultas em batch, contratos em lote e consultas para limpeza de base (sem previsibilidade mensal de consumo)

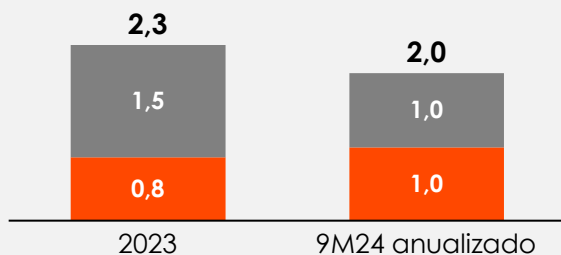
INDICADORES OPERACIONAIS

Churn e Churn Rate Anualizado

R\$ mn, %



Lifetime teórico
21 anos

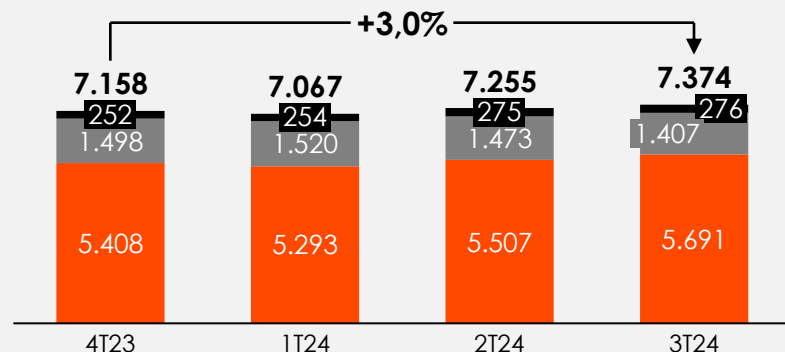


Churn Financeiro Int. Churn Financeiro BR

Clientes ¹

#, %

+3,0%

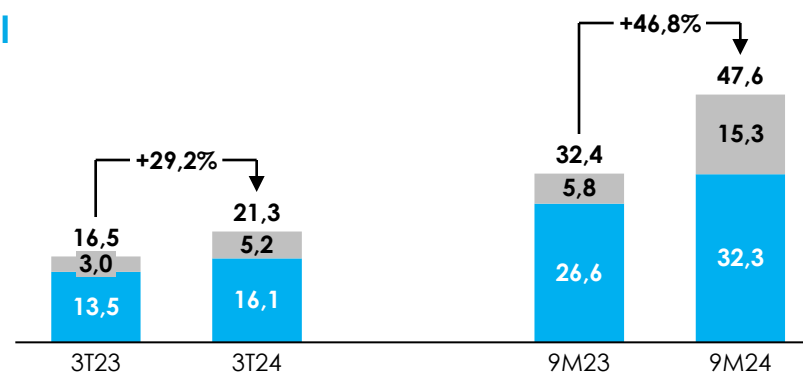


Clientes Application Fraud
Clientes Transacional Internacional (e-commerce)
Clientes Transacional Brasil (e-commerce)

Receita Bruta Venda Nova

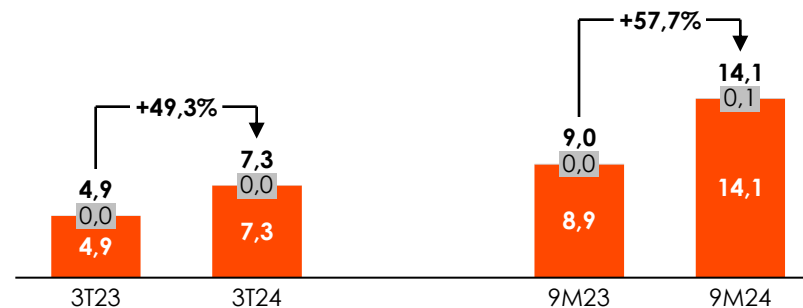
R\$ mn

Total

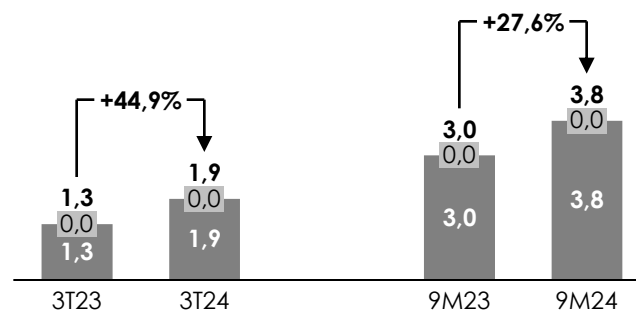


Recorrente não mensal
Recorrente Mensal Total
Transacional BR (e-commerce)
Transacional Int. (e-commerce)
Application Fraud

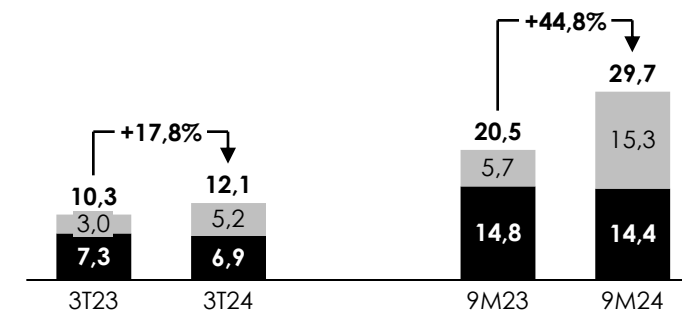
Transacional Brasil (e-commerce)



Transacional Internacional (e-commerce)

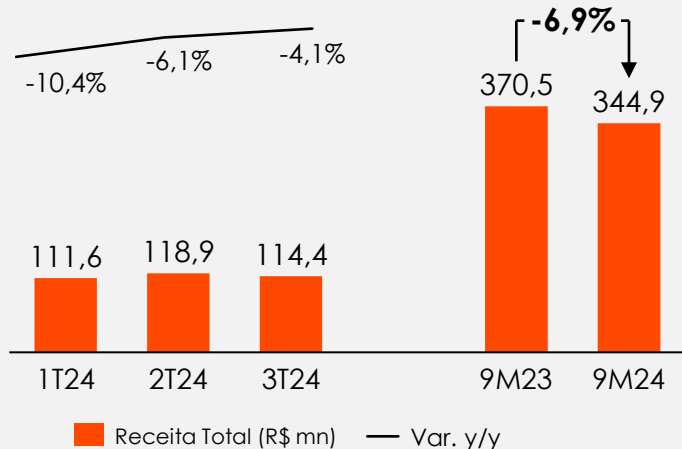


Application Fraud

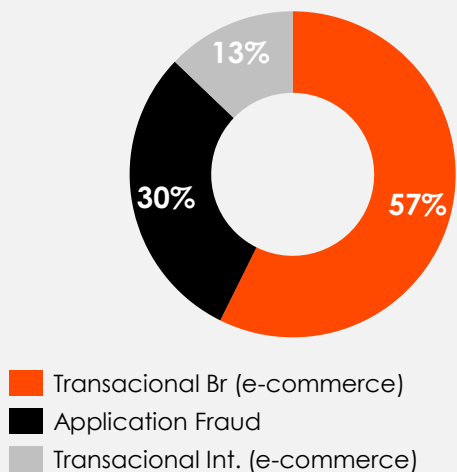


RECEITA LÍQUIDA

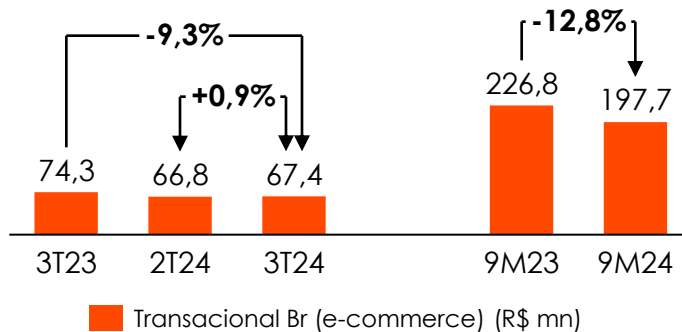
Receita Líquida Total (R\$ mn)



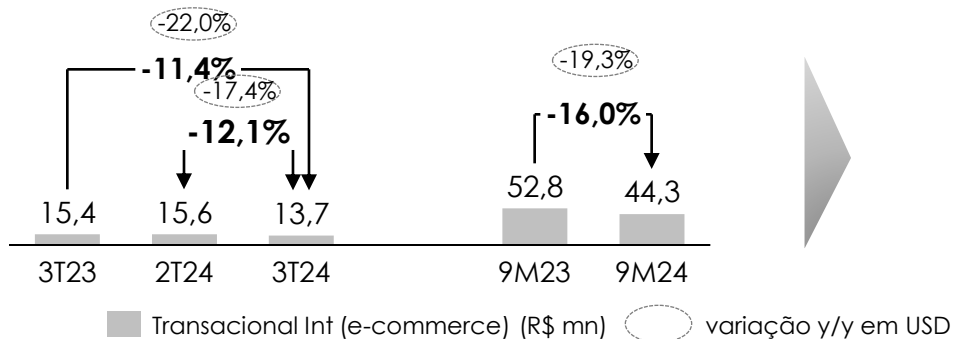
Representatividade – 9M24



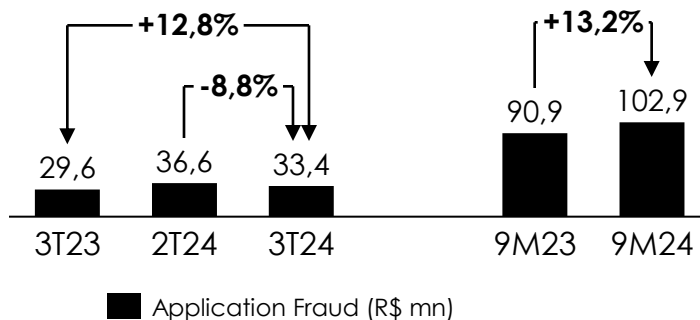
Transacional Brasil (e-commerce)



Transacional Internacional (e-commerce)

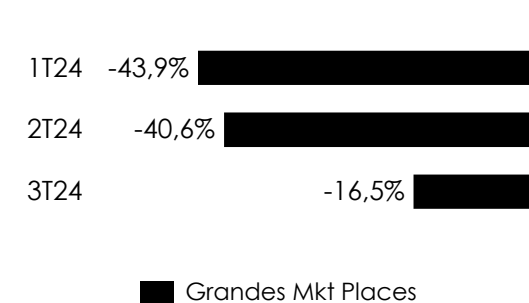


Application Fraud



Movimento transitório - Receita Transacional BR (e-commerce)

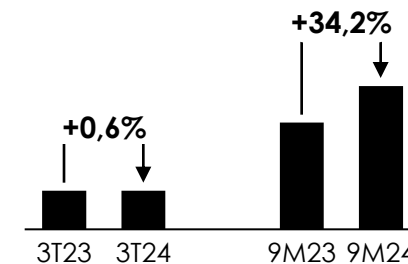
Crescimento Y/Y



- Limpeza de base de clientes visando maior rentabilidade
- Churn de cliente relevante

Compenetização e redesenho de produtos de clientes de base

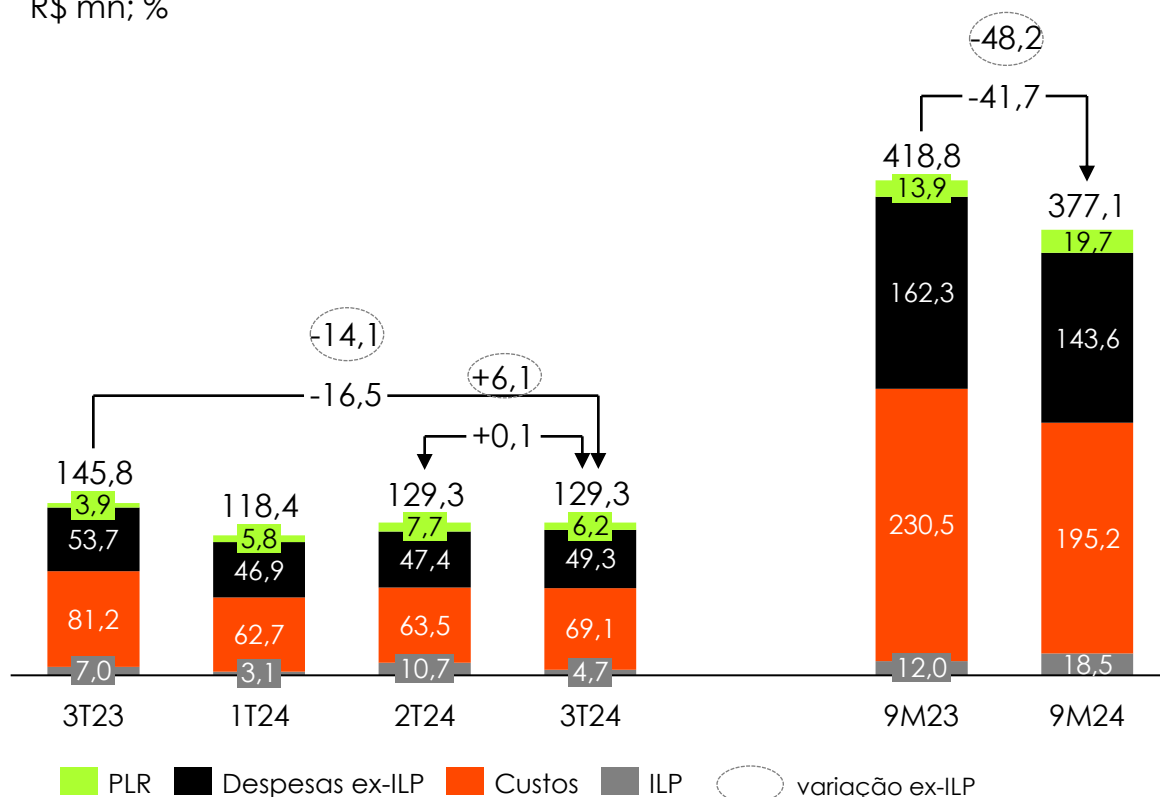
Volumetria



Redução em custos e despesas de R\$41,7 mn no acumulado ano ou de R\$ 48,2 mn desconsiderando ILP²

Custos e Despesas¹

R\$ mn; %

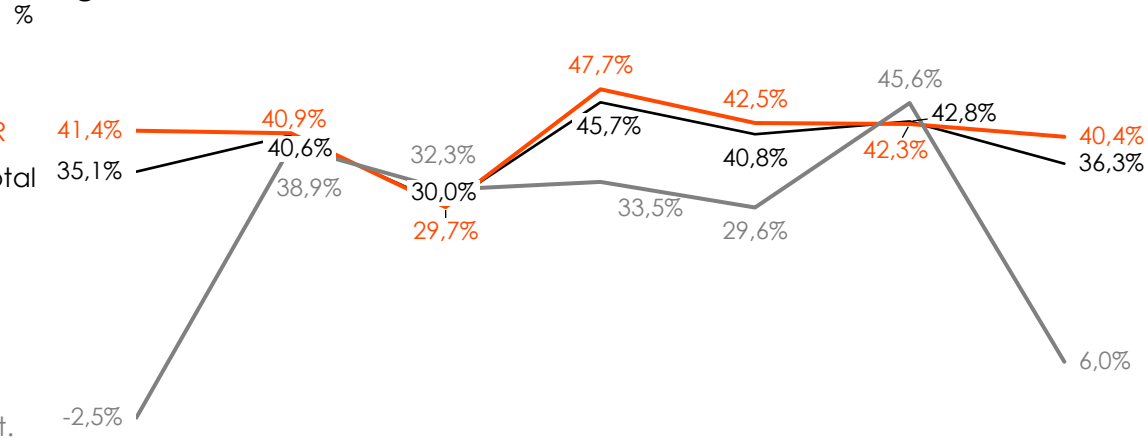


R\$ mn; %	3T24	2T24	3T23	QoQ	YoY	9M24	9M23	YoY
Custos	69,1	63,5	81,2	+8,9%	-14,9%	195,2	230,5	-15,3%
Despesas	49,3	47,4	53,7	+4,0%	-8,2%	143,6	162,3	-11,6%
Subtotal'	118,4	110,9	134,9	+6,8%	-12,2%	338,8	392,9	-13,8%
PLR	6,2	7,7	3,9	-19,1%	+60,6%	19,7	13,9	+41,9%
Subtotal''	124,6	118,6	138,8	+5,1%	-10,2%	358,5	406,8	-11,9%
ILP(2)	4,7	10,7	7,0	-56,1%	-33,0%	18,5	12,0	+54,5%
Total	129,3	129,3	145,8	+0,0%	-11,3%	377,1	418,8	-10,0%

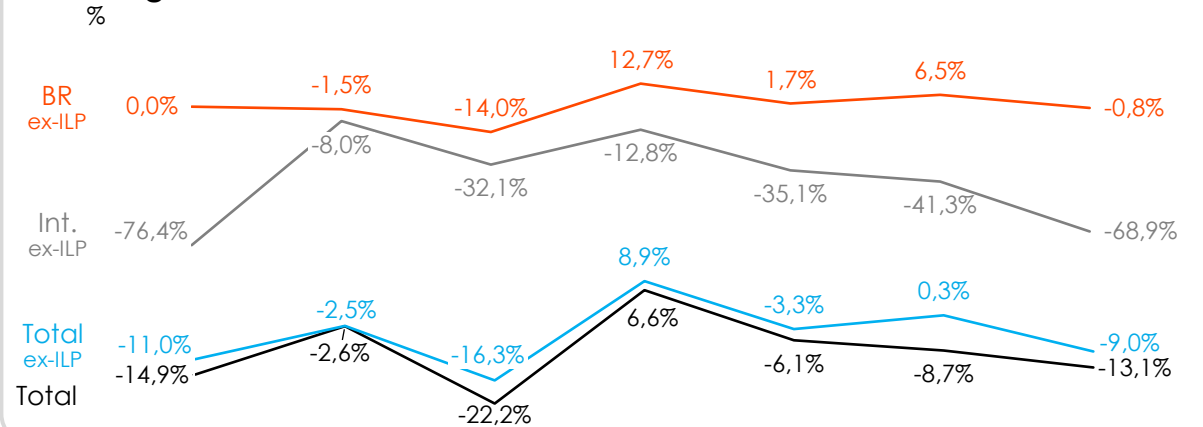
(1) Excluindo depreciação. As despesas com *ILP não representam impacto de caixa.

Melhora anual de R\$ 9,3 milhões no EBITDA desconsiderando ILP

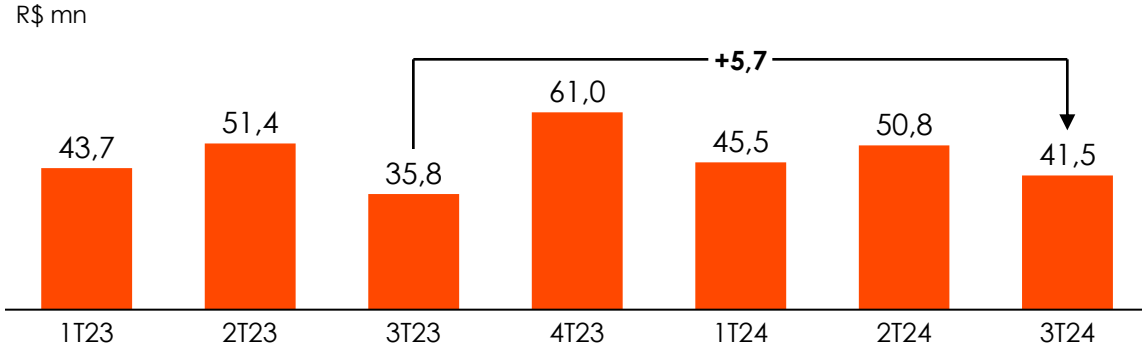
Margem Bruta¹



Margem EBITDA

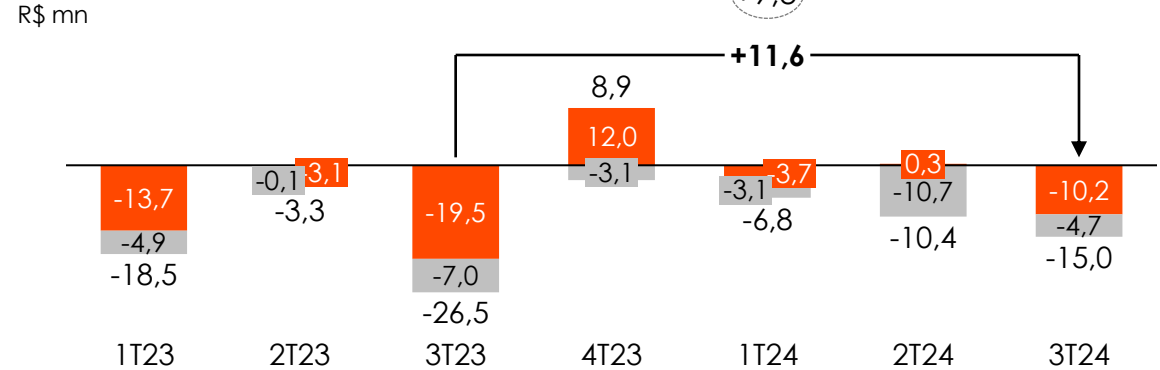


Lucro Bruto¹



(1) Ex-Depreciação (2023 e 2024)

EBITDA

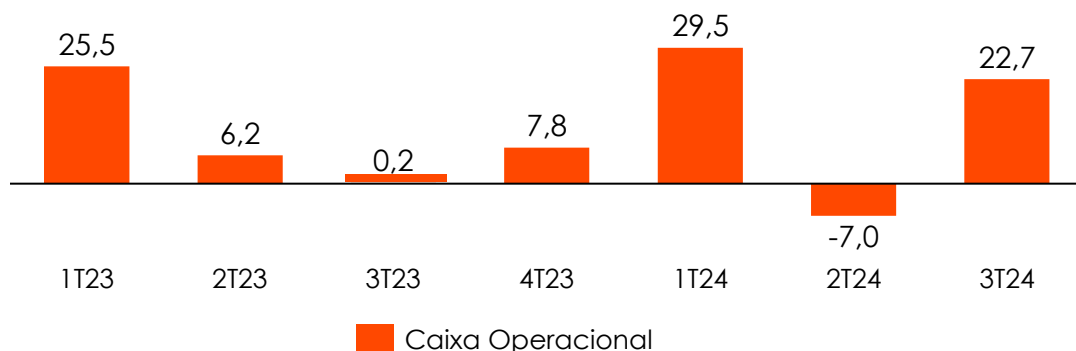


■ EBITDA ex-ILP ■ ILP ○ variação ex-ILP

Geração de Caixa Operacional de R\$ 45,2 milhões no acumulado ano

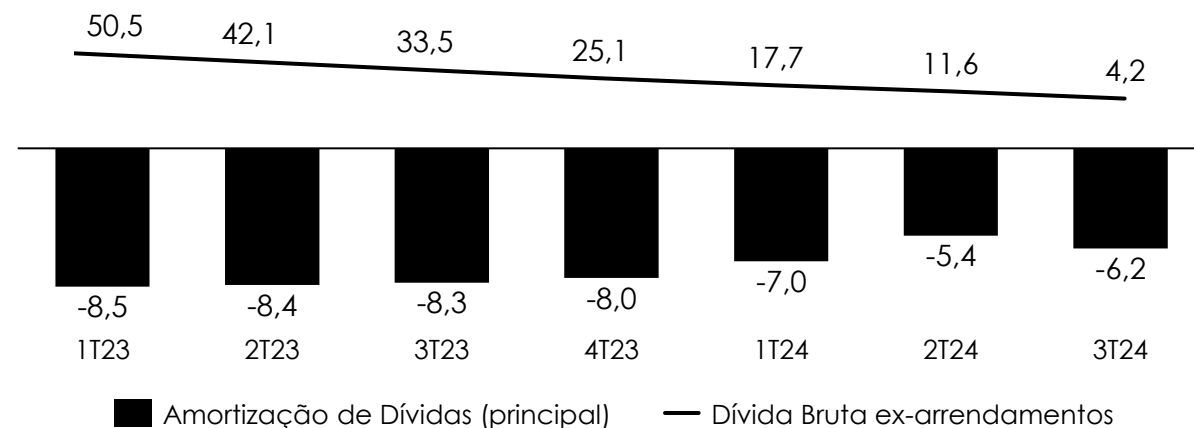
Fluxo de Caixa Operacional

R\$ mn



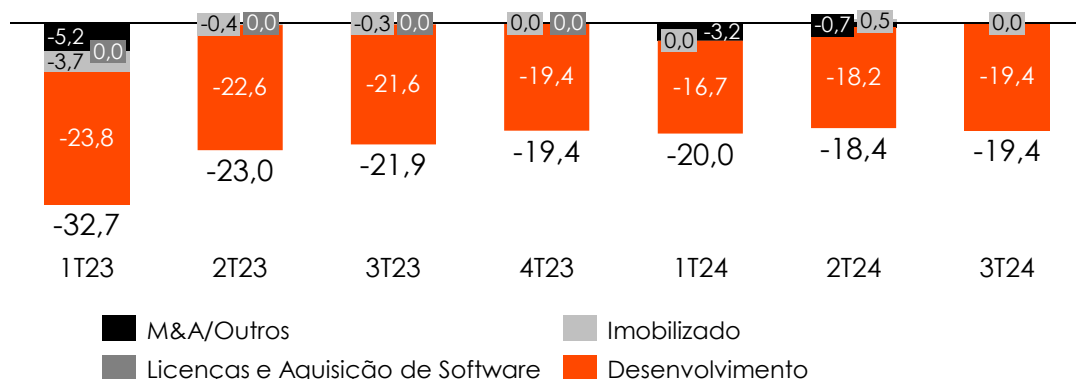
Fluxo de Caixa de Financiamento

R\$ mn



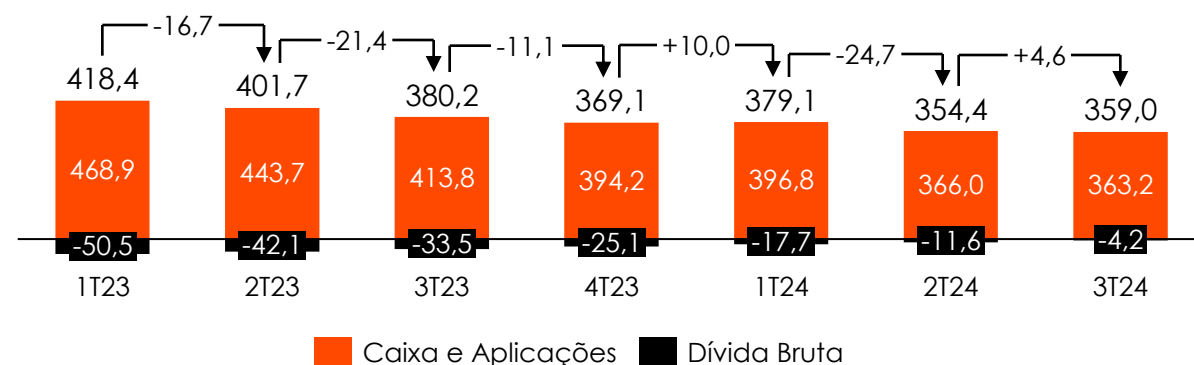
Fluxo de Caixa Investimentos

R\$ mn



Caixa Líquido

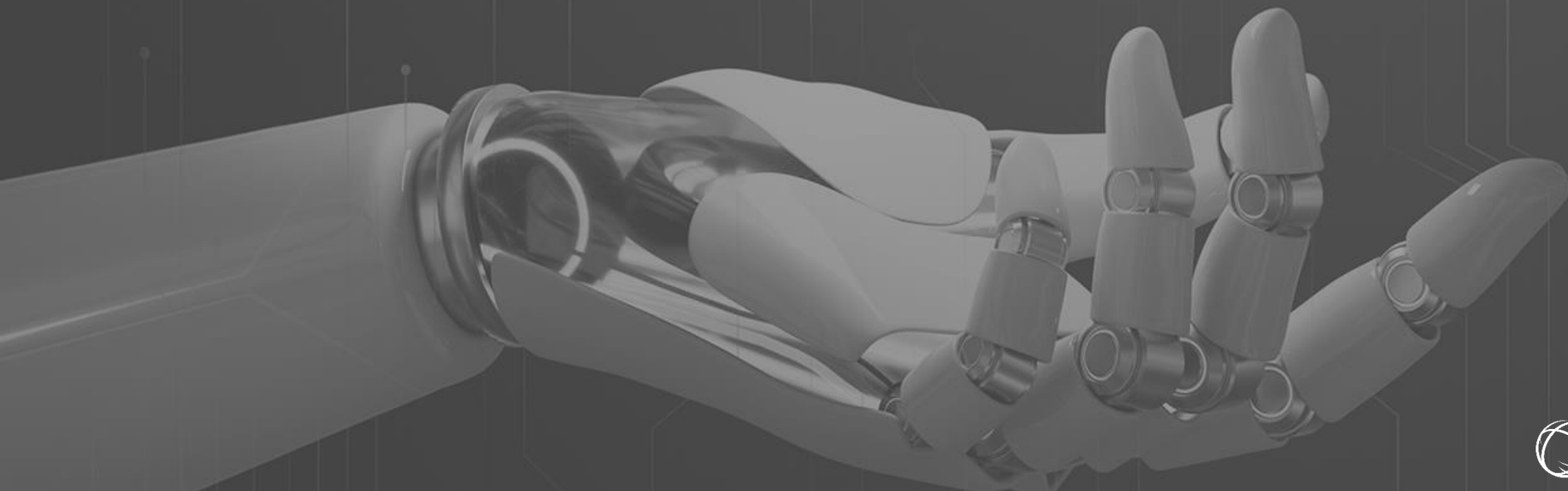
R\$ mn



Nota: Fluxo de Caixa Gerencial: Amortização de Leasing para Caixa Operacional. E desconsidera variação de aplicações financeiras no Caixa de Financiamento; (1) Pagamento de PLR referente ao exercício social de 2023

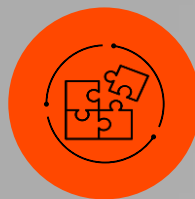
**EDUARDO
MÔNACO
(CEO)**

CONSIDERAÇÕES FINAIS
3T24 | 9M24





Acompanhamento da Transação



Diversificação, Desalavancagem e Escalabilidade & Rentabilidade



+47% YoY em Receita Bruta de Vendas Novas no 9M24
Desaceleração de queda anual de receita,
principalmente em Transacional Brasil



Redução de **R\$ 41,7 milhões** YoY em custos e despesas no 9M24
+R\$ 22,7 milhões YoY em EBITDA ex-ILP no 9M24
+R\$ 22,7 milhões de Caixa Operacional 3T24
+R\$ 4,6 milhões de Caixa Líquido 3T24



Q&A

Reconciliação ajuste de ILP em resultados

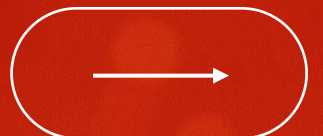
Incentivo de Longo Prazo (ILP) - R\$ mn	1T24	2T24	3T24	9M24	Referência DF
Equity Swap	1,4	0,0	0,0	1,4	Nota explicativa - Instrumentos financeiros derivativos
Salários e Benefícios a pagar	0,0	2,8	0,0	2,8	Demonstrações dos fluxos de caixa - Salários e encargos sociais
Despesa de pagamento baseado em ação	1,3	6,3	3,6	11,2	Demonstrações dos fluxos de caixa - Despesa de pagamento baseado em ação
Provisão para encargos de pagamento baseado em ações	0,4	1,7	1,0	3,0	Demonstrações dos fluxos de caixa - Provisão para encargos de pagamento baseado em ações
Impacto ILP	3,1	10,7	4,7	18,5	

Os indicadores de Despesas e EBITDA são ajustados pelos Programas de Incentivo de Longo Prazo (ILP) assim como da depreciação e da amortização, a exclusão de ambos tem como objetivo ajustar os indicadores financeiros para melhor representar o potencial de geração bruta de caixa. Os benefícios advindos dos programas estão condicionados ao desempenho e/ou ao preço da ação e, portanto, são tratados como provisões, sem efeito caixa, até o vencimento deles, de modo que, juntamente com a depreciação e a amortização, que também não representam efeito caixa, são excluídos dos indicadores financeiros.

EARNINGS PRESENTATION

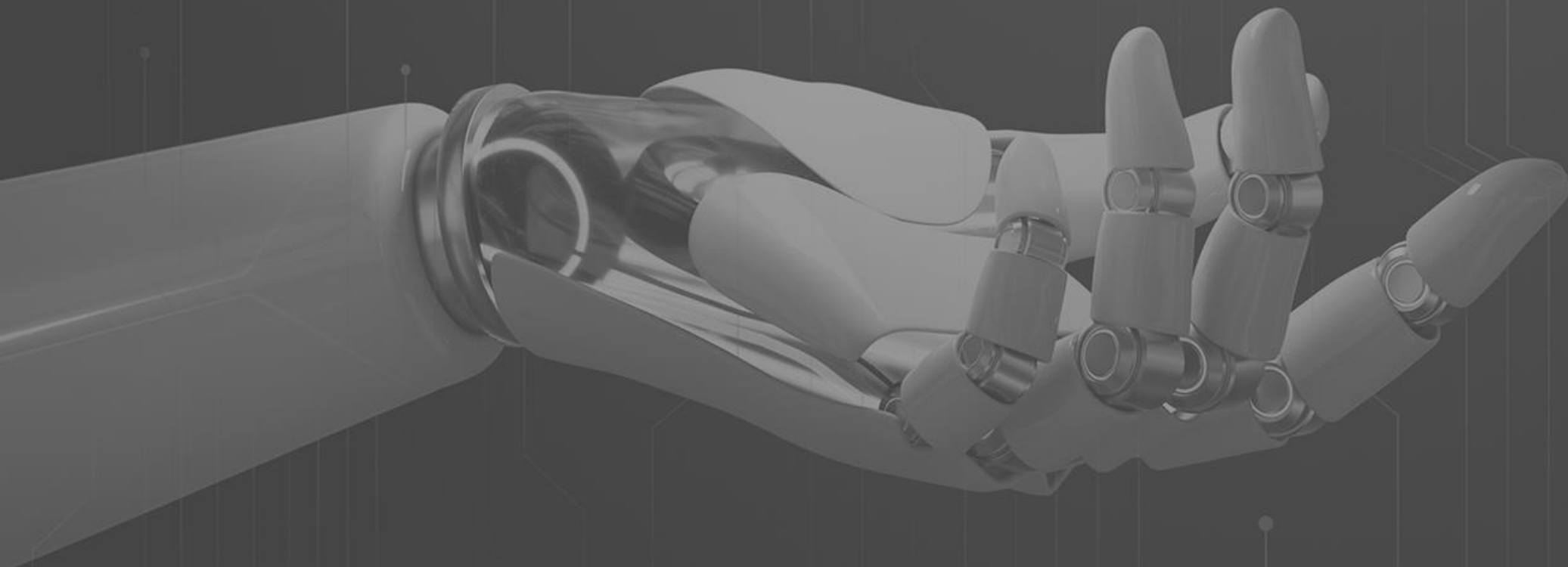
3Q24 | 9M24

November 12, 2024



**EDUARDO
MÔNACO
(CEO)**

**STRATEGIC HIGHLIGHTS
3Q24 | 9M24**



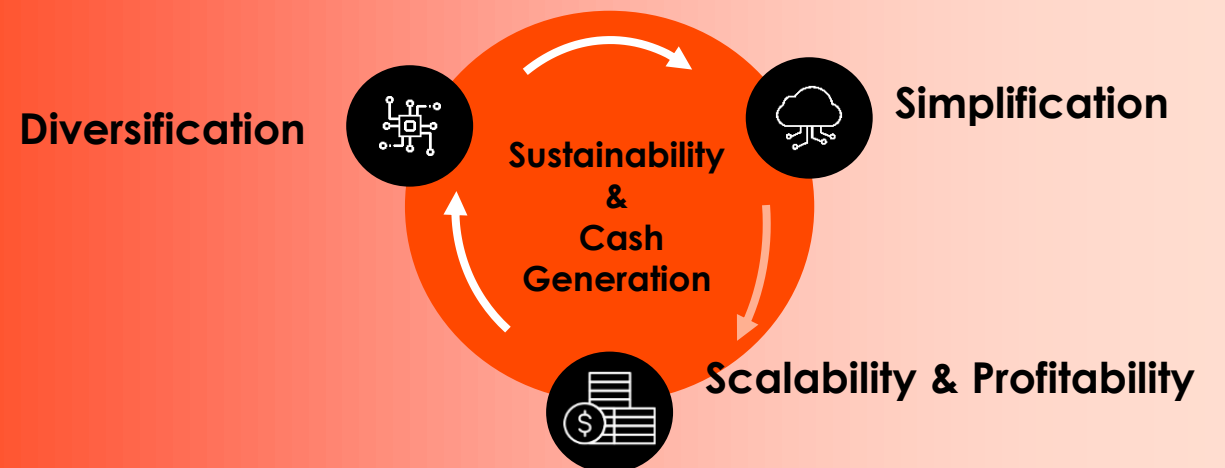
STRATEGIC HIGHLIGHTS

Businesses combination with Serasa Experian

- Merger Agreement signed on October 03
- Material Fact published on October 04
- CADE
- Precedent Conditions
- Extraordinary General Meeting convocation

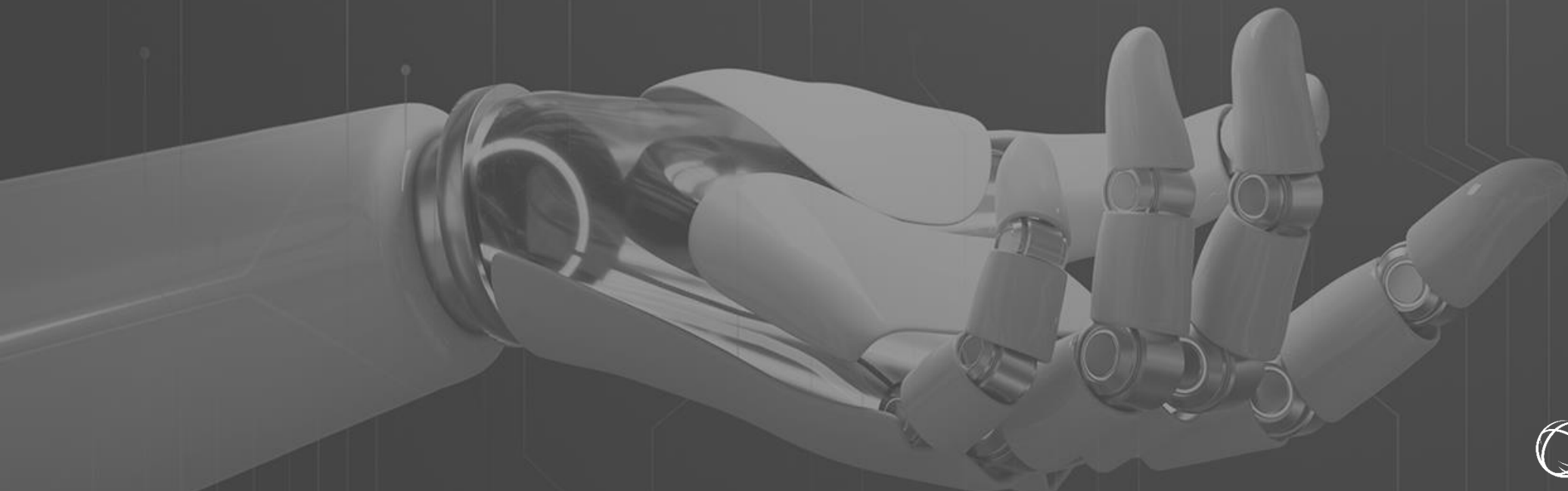
Business continuity

- Focus on our pillars
- New Sales Continuity
- Diligence on costs and expenses
- Healthy cash position



**ALEXANDRE
MAFRA
(CFO)**

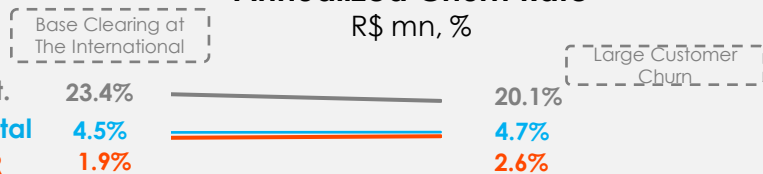
**FINANCIAL RESULTS
3Q24 | 9M24**



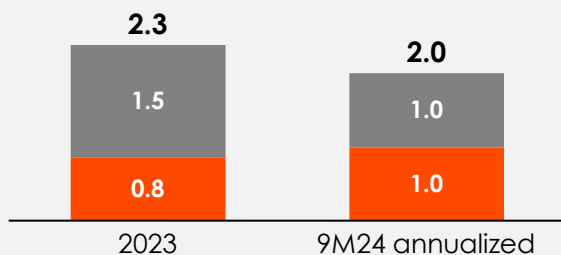
OPERATIONAL INDICATORS

Annualized Churn Rate

R\$ mn, %



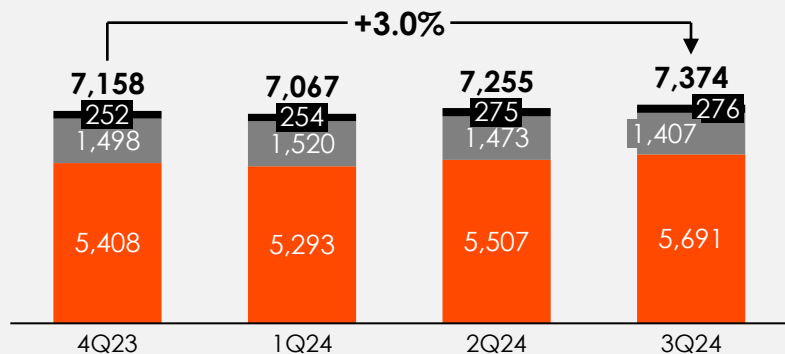
Theoretical Lifetime
21 years



Financial Churn Int. Financial Churn BR

Customers ¹

#, %

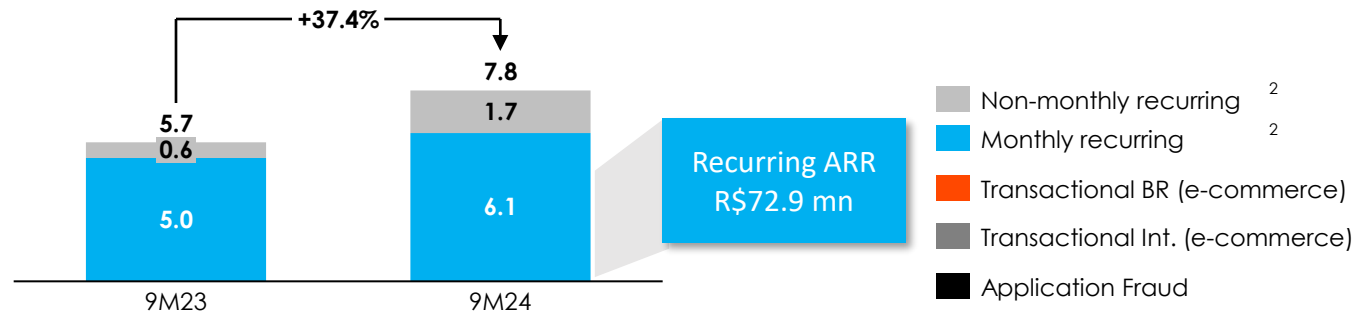


Customers Application Fraud
Customers Transacional International (e-commerce)
Customers Transacional Brasil (e-commerce)

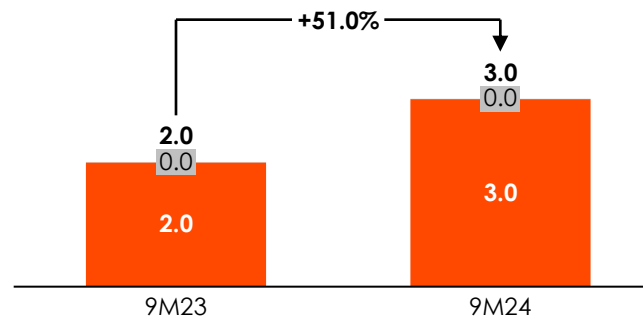
Total

MRR New Sales

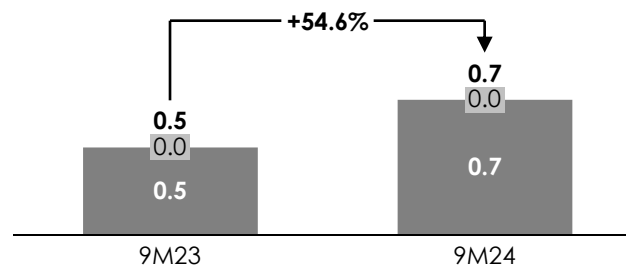
R\$ mn



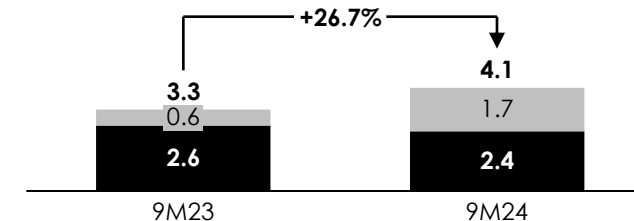
Transactional Brazil (e-commerce)



Transactional International (e-commerce)



Application Fraud



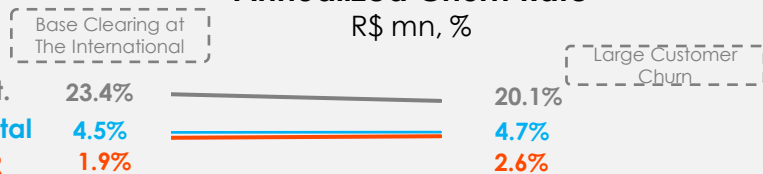
(1) Customers: Considers the total number of transactionally active initiatives, and there may be two or more active initiatives per customer.

(2) Monthly recurring: monthly predictability of consumption Non-monthly recurring: batch queries, batch contracts, and queries for base cleaning (no monthly consumption predictability)

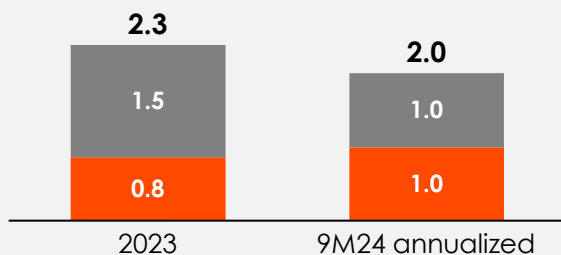
OPERATIONAL INDICATORS

Annualized Churn Rate

R\$ mn, %



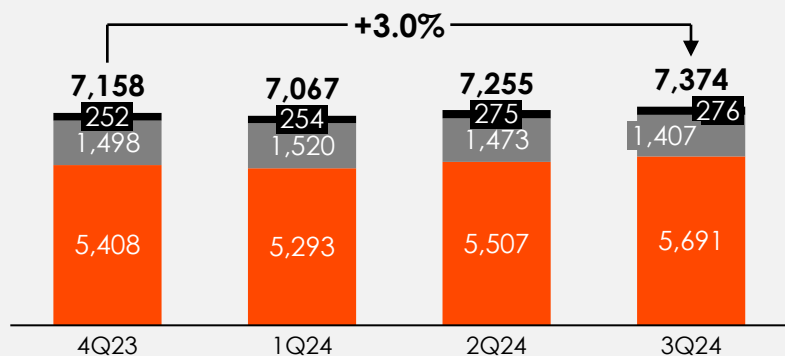
Theoretical Lifetime
21 years



■ Financial Churn Int. ■ Financial Churn BR

Customers¹

#, %

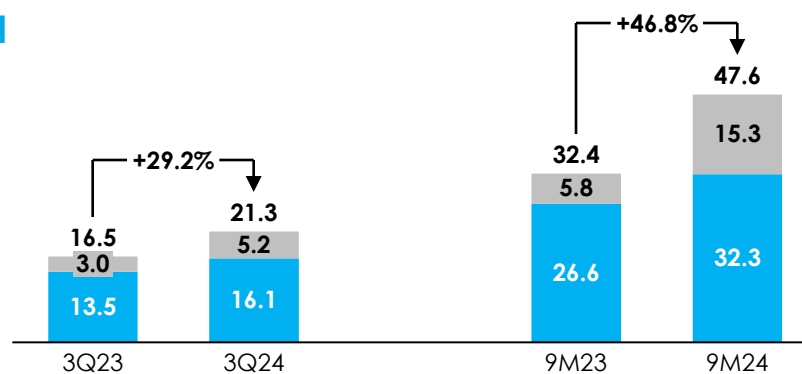


■ Customers Application Fraud
■ Customers Transacional International (e-commerce)
■ Customers Transacional Brasil (e-commerce)

Gross Revenue New Sales

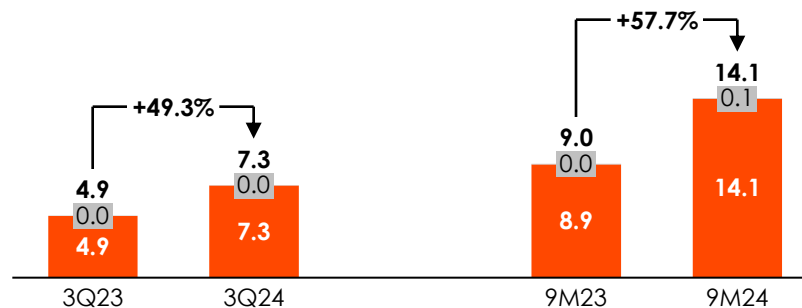
R\$ mn

Total

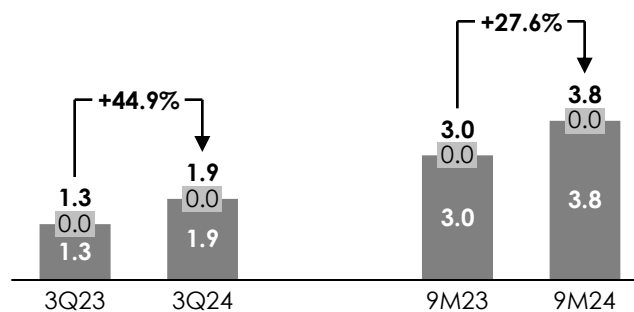


■ Non-monthly recurring
■ Monthly recurring
■ Transactional BR (e-commerce)
■ Transactional Int. (e-commerce)
■ Application Fraud

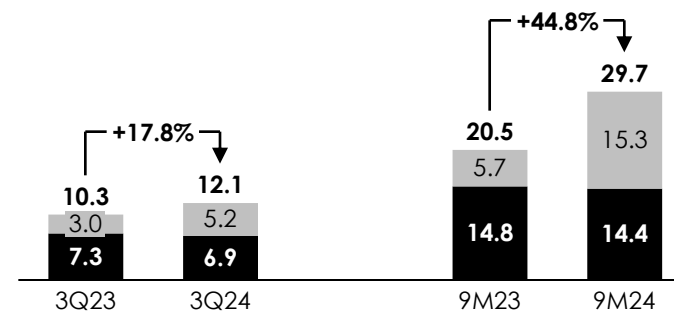
Transactional Brazil (e-commerce)



Transactional International (e-commerce)

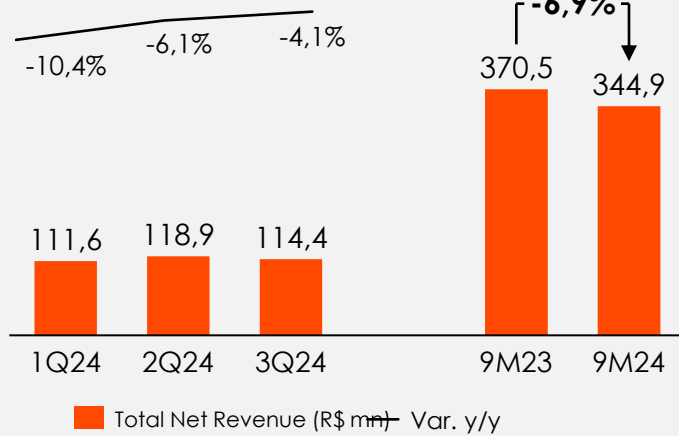


Application Fraud

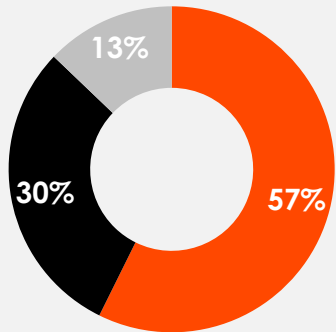


NET REVENUE

Total Net Revenue (R\$ mn)

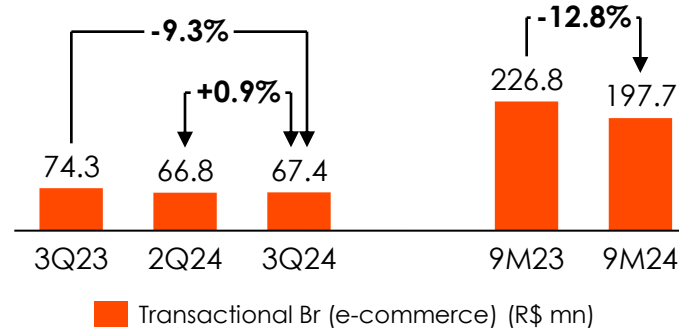


Breakdown - 9M24

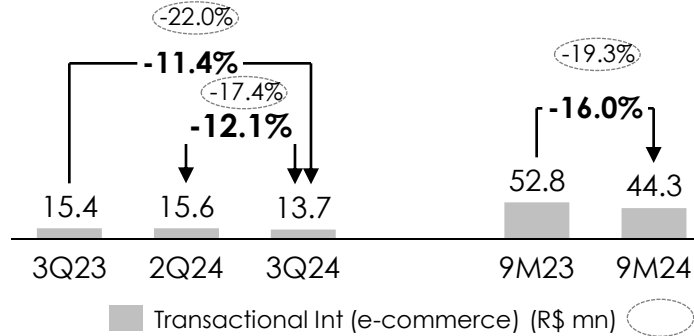


- Transacional Br (e-commerce)
- Application Fraud
- Transacional Int. (e-commerce)

Transactional Brazil (e-commerce)

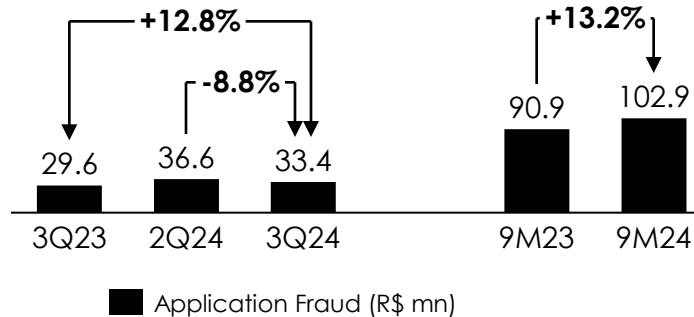


Transactional International (e-commerce)



Transactional Int (e-commerce) (R\$ mn) y/y variation in USD

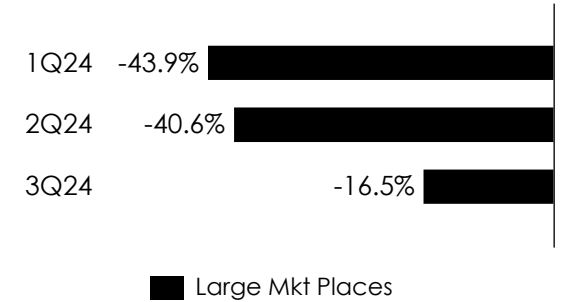
Application Fraud



Application Fraud (R\$ mn)

Transitory Movement - Transactional Revenue BR (e-commerce)

Y/Y growth

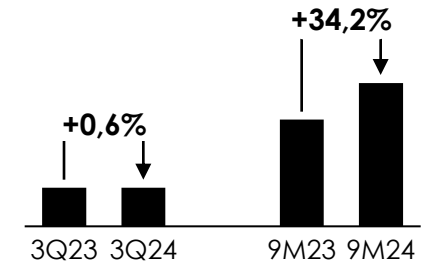


Large Mkt Places

- Cleaning of customer base aiming for greater profitability
- Large customer churn

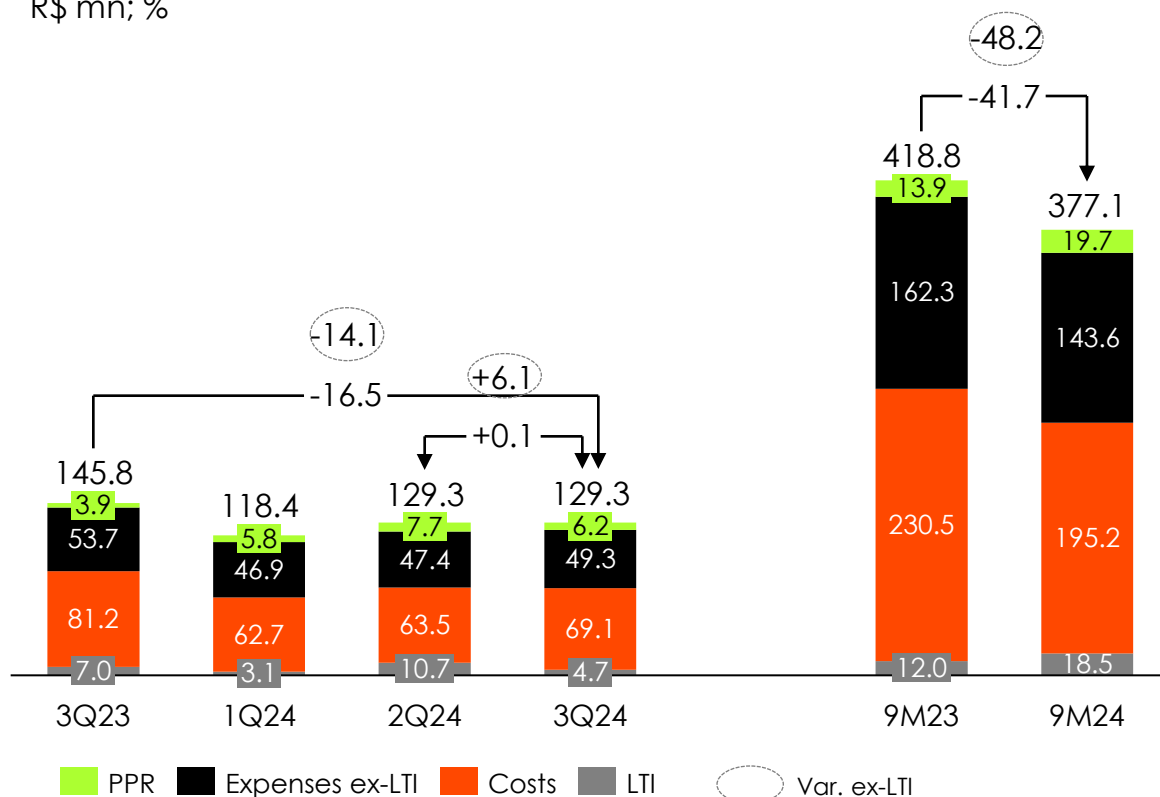
Componetization and redesign of base customer products

Volume



Yearly reduction in costs and expenses of R\$41.7 mn in 9M24 or R\$48.2 mn excluding LTI²

Costs and Expenses¹
R\$ mn; %



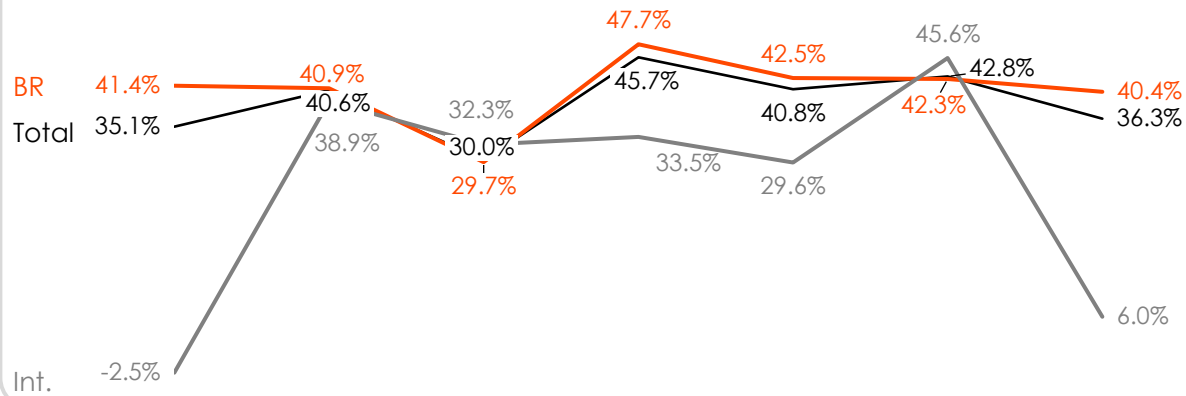
R\$ mn; %	3Q24	2Q24	3Q23	QoQ	YoY	9M24	9M23	YoY
Costs	69.1	63.5	81.2	+8.9%	-14.9%	195.2	230.5	-15.3%
Expenses	49.3	47.4	53.7	+4.0%	-8.2%	143.6	162.3	-11.6%
Subtotal'	118.4	110.9	134.9	+6.8%	-12.2%	338.8	392.9	-13.8%
PPR	6.2	7.7	3.9	-19.1%	+60.6%	19.7	13.9	+41.9%
Subtotal''	124.6	118.6	138.8	+5.1%	-10.2%	358.5	406.8	-11.9%
LTI(2)	4.7	10.7	7.0	-56.1%	-33.0%	18.5	12.0	+54.5%
Total	129.3	129.3	145.8	+0.0%	-11.3%	377.1	418.8	-10.0%

(1) Excluding depreciation. Expenses with *LTI do not represent cash impact.

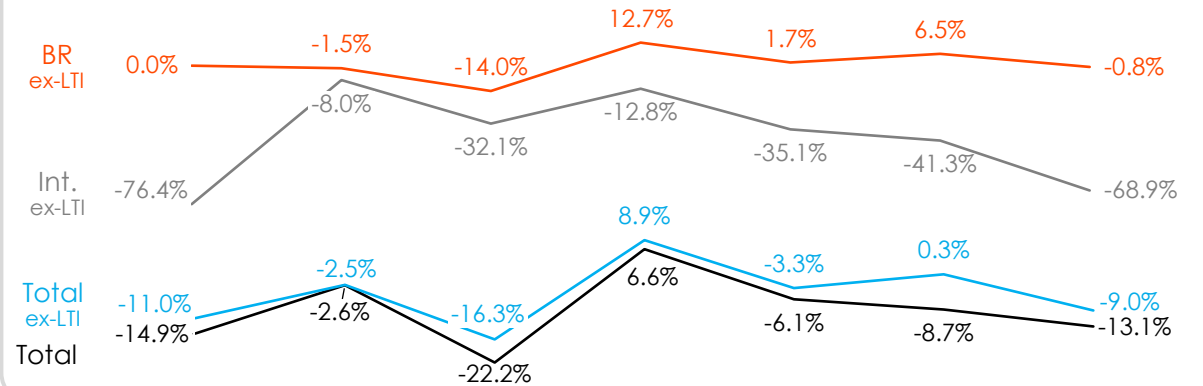
GROSS PROFIT AND EBITDA

Annual improvement of R\$ 9.3 million in EBITDA excluding LTI in 3Q24

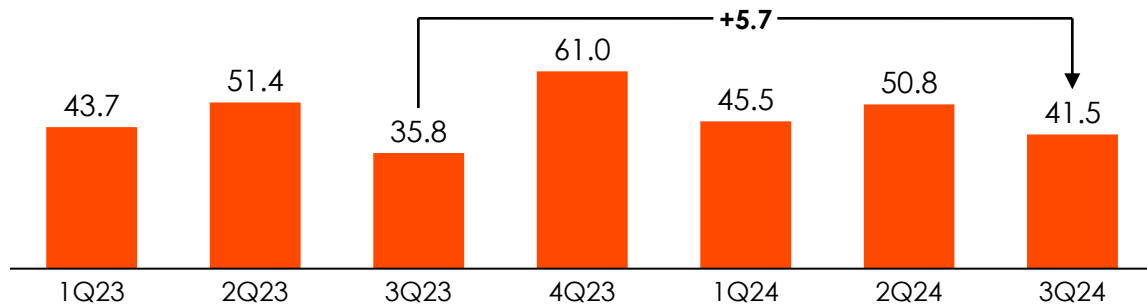
Gross Margin¹
%



EBITDA Margin
%

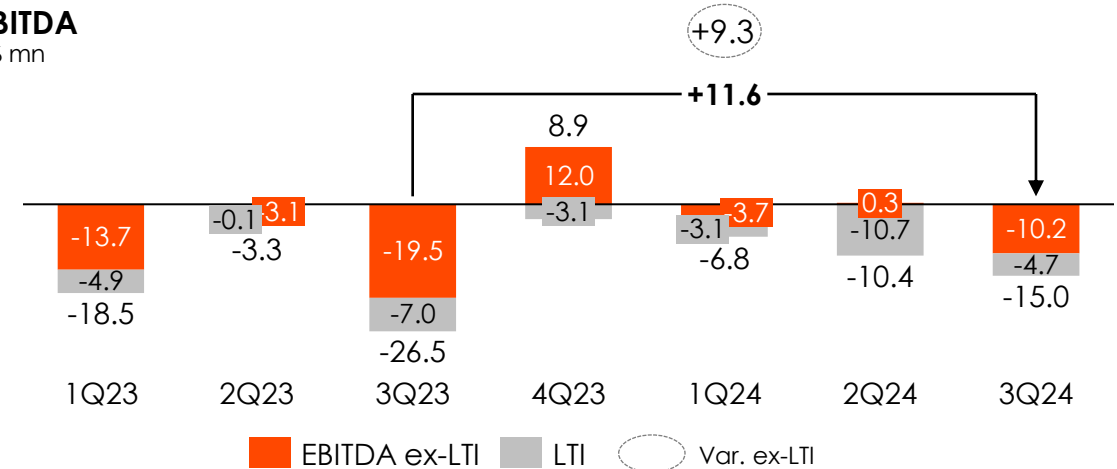


Gross Profit¹
R\$ mn



(1) Ex-Depreciation (2023 e 2024)

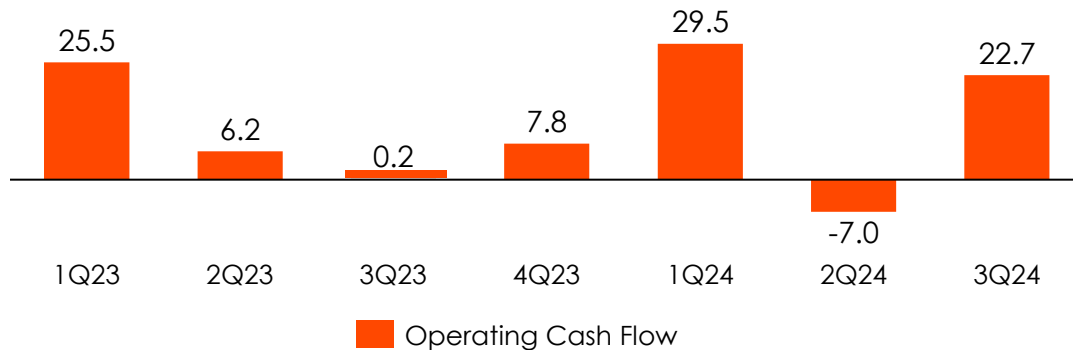
EBITDA
R\$ mn



Operating Cash Generation of R\$ 45.2 million in the year to date

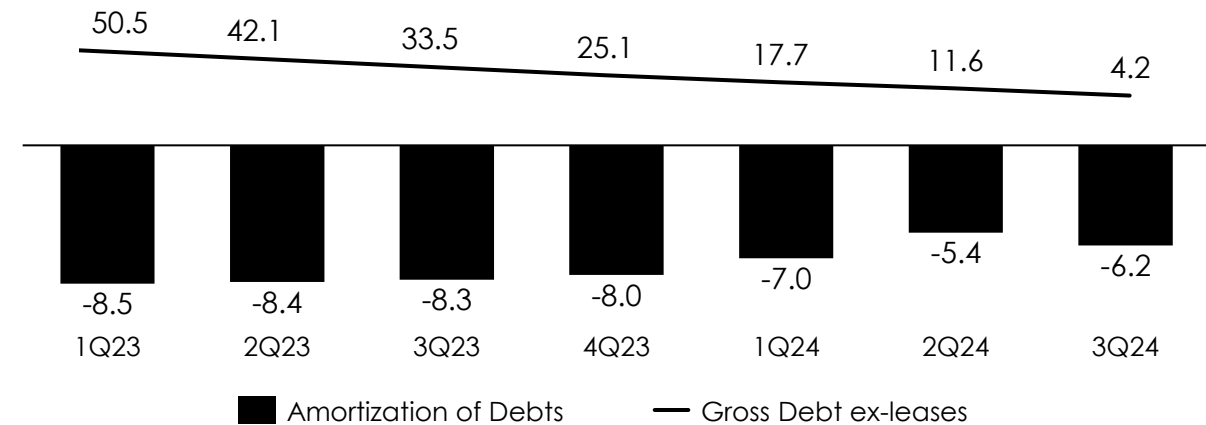
Operating Cash Flow

R\$ mn



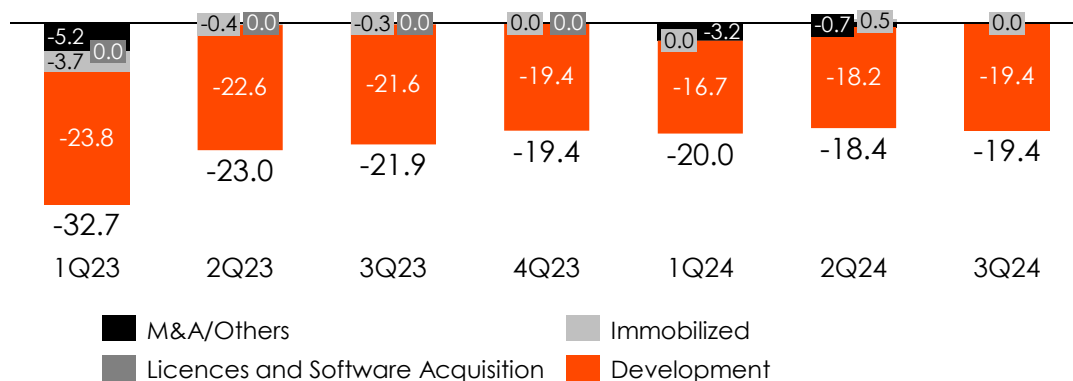
Financing Cash Flow

R\$ mn



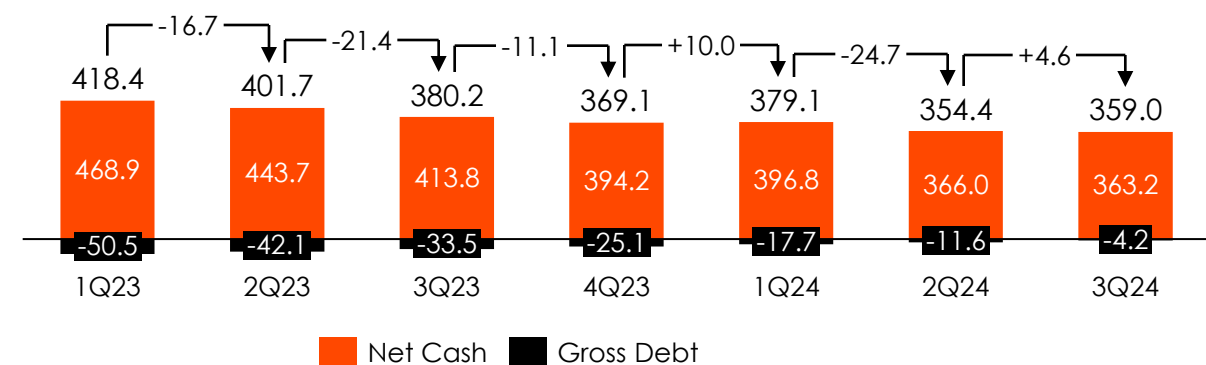
Investments Cash Flow

R\$ mn



Net Cash

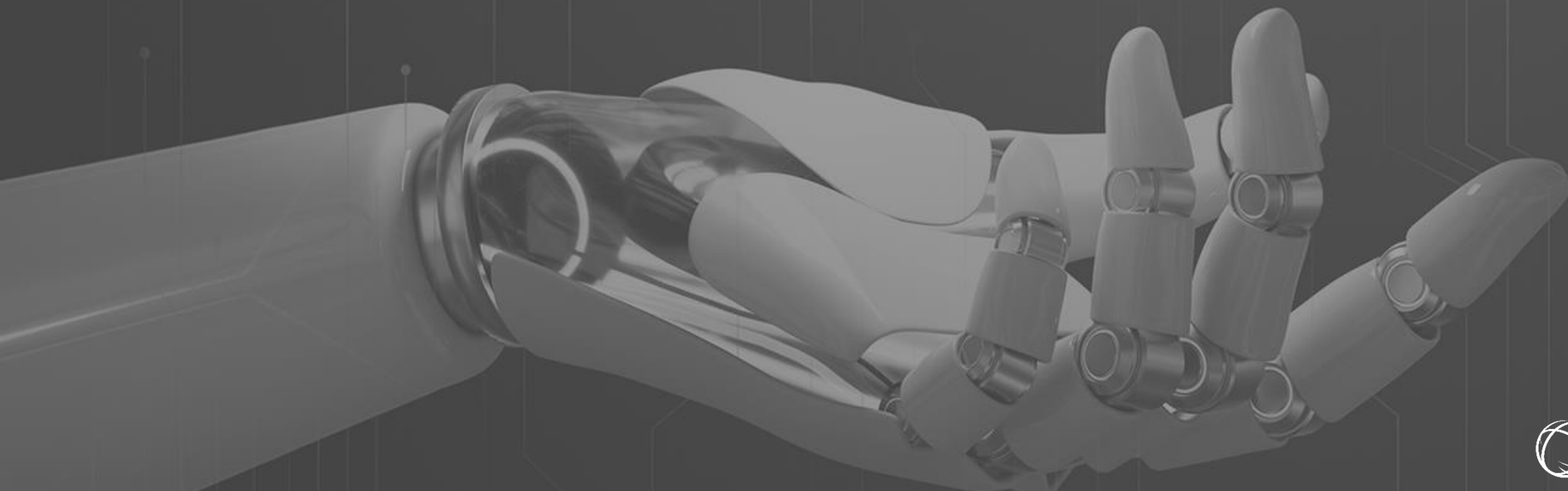
R\$ mn



Note: Managerial Cash Flow: Amortization from Leasing to Operating Cash. And it does not consider the variation of financial investments in the Financing Cash Flow;

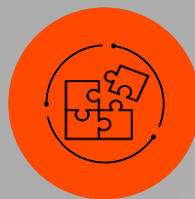
**EDUARDO
MÔNACO
(CEO)**

**FINAL CONSIDERATIONS
3Q24 | 9M24**





Transaction Tracking



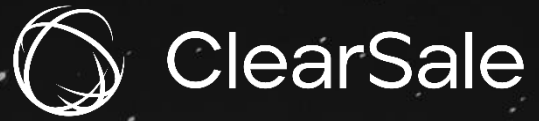
Diversification, Deleveraging and Scalability & Profitability



+47% YoY in Gross Revenue from New Sales in 9M24
Slowdown in annual revenue decline, mainly in Transactional Brazil



Reduction of **R\$ 41.7 million** YoY in costs and expenses in 9M24
+R\$ 22.7 million YoY in EBITDA ex-LTI in 9M24
+R\$ 22.7 million in 3Q24 Operating Cash
+R\$ 4.6 million of Net Cash 3Q24



Q&A

Reconciliation adjustment of LTI in results

Long Term Incentive Plan (LTI) - R\$ mn	1Q24	2Q24	3Q24	9M24
Equity Swap	1,4	0,0	0,0	1,4
Payroll and related charges	0,0	2,8	0,0	2,8
Stock-Based Payment Expense	1,3	6,3	3,6	11,2
Provision for stock-based payment fees	0,4	1,7	1,0	3,0
LTI impact	3,1	10,7	4,7	18,5