





**Presentation of Results** 

August 9, 2024 2:00 p.m. (Brasília) 01:00 p.m. (NY)

Webcast: ri.espacolaser.com.br



**São Paulo, August 8, 2024 -** MPM Corpóreos S.A. (B3: ESPA3), "Espaçolaser" or the "Company," announces today its earnings for the second quarter of 2024 (2024). The preparation of the financial statements was based on the consolidated figures in Brazilian Reais, as per the Brazilian Corporation Law and the accounting practices adopted in Brazil (BRGAAP), and in compliance with the international financial reporting standards (IFRS), unless when otherwise stated.

2)

To ensure a better understanding about the Company's performance in the periods, some non-recurring effects were excluded, as well as the impacts from IFRS 16. The reconciliation of figures with the Financial Statements is presented in each section.







## **Operating and Financial Highlights**



The Company closed 1H24 with 858 stores, maintaining its expansion strategy with the opening of 6 franchises in the quarter, or a 3% growth in the annual comparison. Of the 858 stores of the Group, 798 Espaçolaser stores are located in Brazil and 60 stores are located in other countries of Latin America.



We recorded **system-wide sales** of **R\$ 350.7 million** in the quarter, a growth of **4.4%** in total gross sales. In **1H24**, system-wide sales amounted to **R\$ 748.9 million**, up **0.8%** against 1H23.



Our indicator of **cancellations** showed a **new reduction** in 2024, reaching **10.8%** of Gross Revenues, **down 2.0 p.p.** against 2023. In the year, cancellations reached **10.4%** of gross revenues, **down 1.9 p.p.** against the same period in 2023.



Net revenues amounted to R\$ 248.9 million in 2024, up 5.4% against the same period of the previous year, reflecting the continuous efforts of our sales force and the **reduction in cancellations**. In the first half of the year, net revenues amounted to R\$ 523.7 million, up 4.0% against 1H23.



Net income totaled to **R\$ 90.6 million** in the quarter, **up 18.1%** against the same period in the previous year, and the **net margin** increased by **4.0 p.p.** against 2023. In **1H24**, gross income was **R\$ 204.2** million, with a margin of **39.0%**, **up 3.3 p.p.** against 1H23.



Adjusted EBITDA amounted to **R\$ 56.8 million** in the quarter, **up 0.2%**, with a margin of **22.8%**. So far this year, the **adjusted EBITDA** was **R\$ 130.6 million**, **up 7.9%** and **margin of 24.9%**, with a **growth of 0.9 p.p.** in the annual comparison.



Adjusted net income was **R\$ 4.8 million** in the quarter, **with a strong growth of 110.8% against 2023**, and an **increase of 1.0 p.p. in net margin** compared to the same period in the previous year. In the six-month period, **the adjusted net income** was **R\$ 18.1** million, **up 36.8%** against 1H23.

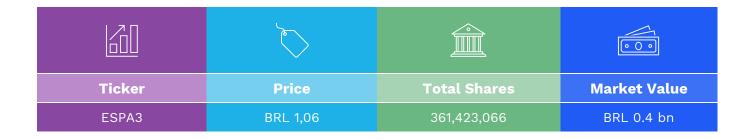


Finally, we maintained a **robust operating cash generation**, which amounted to **R\$ 60.1** million in 2024, representing a **conversion of EBITDA to cash** of **105.8%**. In the six-month period, the adjusted operating cash flow was **R\$ 106.3** million, representing a conversion of EBITDA to cash of **81.3%** in the period.









BRL thousands	2024	2023	Var.	1H24	1H23	Var.
Except when otherwise indicated	2427	2020	vui.	1112-7	11120	vai.
Operating Highlights						
Number of Stores in Brazil	798	780	18	798	780	18
Number of Stores Abroad	60	54	6	60	54	6
Number of Stores of the Espaçolaser Group	858	834	24	858	834	24
Espaçolaser NPS	86.3	86.3	0.0 p.p.	86.0	86.7	(0.7 p.p.)
Espaçolaser System-Wide Sales <sup>1</sup>	350,673	336,003	4.4%	748,922	743,190	0.8%
Same-store sales (SSS) <sup>2</sup> - YoY Evolution	2.2%	0.4%	2.0 p.p.	(1.4%)	9.6%	(11.0 p.p.)
Espaçolaser Clients per gender - Women	87.0%	86.5%	0.5 p.p.	86.8%	86.3%	0.5 p.p.
Espaçolaser Clients per gender - Men	13.0%	13.5%	(0.5 p.p.)	13.2%	13.7%	(0.5 p.p.)
Financial Highlights						
Gross Revenues	326,396	321,765	1.4%	683,768	678,327	0.8%
Cancellations	(35,281)	(41,334)	(14.6%)	(71,085)	(83,181)	(14.5%)
Cancellations (% of Gross Revenues)	10.8%	12.8%	(2.0 p.p.)	10.4%	12.3%	(1.9 p.p.)
Net Revenues	248,900	236,246	5.4%	523,701	503,693	4.0%
Gross Income <sup>4</sup>	90,558	76,652	18.1%	204,223	179,712	13.6%
Gross Margin (%)	36.4%	32.4%	4.0 p.p.	39.0%	35.7%	3.3 p.p.
Adjusted EBITDA <sup>5</sup>	56,790	56,652	0.2%	130,626	121,026	7.9%
Adjusted EBITDA Margin (%)	22.8%	24.0%	(1.2 p.p.)	24.9%	24.0%	0.9 p.p.
Adjusted Net Income <sup>6</sup>	4,839	2,296	110.8%	18,082	13,215	36.8%
Adjusted Net Margin (%)	1.9%	1.0%	1.0 p.p.	3.5%	2.6%	0.8 p.p.
Adjusted Operating Cash Flow <sup>7</sup>	60,105	69,647	(13.7%)	106,259	104,264	1.9%
Adjusted Operating Cash Flow/Adjusted EBITDA (%)	105.8%	122.9%	(17.1 p.p.)	81.3%	86.1%	(4.8 p.p.)
Net Debt/LM EBITDA (x)	2.2x	2.6x	(0.4x)	2.2x	2.6x	(0.4x)

- 1 "System-wide Sales" corresponds to Espaçolaser units' total gross sales, as if the Company held 100% equity interest in all Espaçolaser stores (including franchises).
- 2 "Same -Store Sales" corresponds to gross sales of stores that were already open in the same period of the previous year, in order to track evolution without considering the expansion of stores
- 3 Net revenues in 1H24 was adjusted to consolidate the result of operations in Colombia regarding January 2024.
- 4 Gross Income adjusted for: (i) consolidation of Colombia's results for 2024; (ii) exclusion of non-recurring costs; and (iii) exclusion of the effects relating to IFRS-16.
- 5 The EBTIDA was adjusted considering (i) Colombia's result for January 2024; (ii) the exclusion of non-recurring costs and expenses; and (iii) the elimination of effects relating to IFRS-16.
- 6 The Net Income was adjusted considering: (i) Colombia's result for January 2024; (ii) the exclusion of non-recurring costs and expenses; and (iii) the elimination of effects relating to IFRS-16.
- 7 The Adjusted Operating Cash Flow is calculated based on net cash flow from / (used in) operating activities, less the impact of the year's financial result.





# Message from Management





## Message from Management

We closed the first half of 2024 maintaining the consistency of Espaçolaser's main operating and financial indicators in a period market by important achievements and strategic advances that reinforce our commitment to sustainable growth and value creation for our shareholders.

System-wide sales reached R\$ 350.7 million in the quarter, up 4.4% against the same period in the previous year, while gross revenues increased by 1.4% in the quarter, to R\$ 326.4 million. In the six-month period, system-wide sales amounted to R\$ 748.9 million, and gross revenues reached R\$ 683.8 million, both with a gain of 0.8% in the period. We continued to focus on reducing our cancellations indicator, which grew by 1.9 p.p. in the period, reaching 10.8% of gross revenues. Accordingly, net revenues recorded a 5.4% growth compared to 2023, amounting to R\$ 248.9 million. So far in the year, the indicators have accumulated gains of 4.0%, to R\$ 523.7 million.

Regarding our expansion strategy, in 2024 we opened 6 new franchises in Brazil. The Group closed the period with 858 stores, of which 798 are located in Brazil, and 60 in other countries of Latin America. These openings reinforced our expansion and increased even more our presence in major regions of Brazil and Latin America.

Together with the launch of Espaçolaser's new brand, we have also changed the brand in our main operations in Latin America according to our new communication strategy and evolution of the consumer's journey, reinforcing our positioning as a pioneering brand, a market leader and our excellence in the category.









Reinforcing our commitment to the social agenda and believing in the power of sports to transform lives, Espaçolaser is proud to support Brazilian athletes since 2011. This year, we will support 9 athletes in the Paris 2024 Olympic and Paralympic Games. In addition to these representatives of Brazil, currently we support more than 40 athletes in the program, in 11 sports modalities.

In the quarter, for the third time, we were also awarded the "Pequenas Empresas & Grandes Negócios" seal of Best Franchises in Brazil in 2024. This recognition reflects our continuous commitment to excellence, quality and innovation in the laser hair removal sector.

As part of our digital innovation agenda, since 2023, we have advanced in the construction of our Data Lake, which now makes available data and detailed

reports in real time. This technological evolution, integrated to Big Data, enables us to make more confident, fast and efficient decisions. With an improved visibility of operating and sales data, we have optimized our commercial strategy, which resulted in more targeted and efficient marketing campaigns with lower costs and greater returns regarding the conversion of clients.



+5.4%
Net Revenues



+18.1%
Adjusted
Gross Income

+110.8%

Adjusted

Net Income

In addition, we are consolidating a robust data governance, ensuring the integrity, quality and security of information. Looking forward, these improvements are preparing us to explore generative AI and follow an artificial intelligence journey integrated to the experience of clients, empowering our operations and results even more. Additionally, we continued to focus on improving our operating efficiency through initiatives for optimization of costs and expenses, which, once again, have recorded important results, with an EBITDA of R\$ 56.8 million in the second quarter, up 0.2% against the same period in the previous year, and a margin of 22.8%. In the six-month period, the EBITDA was R\$ 130.6 million, with gains of 7.9% and margin of 24.9%.

Finally, in the constant search for results by our whole team, we delivered a net income of R\$ 4.8 million in 2024, with gains of 110.8% against the previous year. In the year, income amounted to R\$ 18.1 million, up 36.8%.

Regarding our cash generation and capital structure, we closed 2024 with total adjusted operating cash flow of R\$ 60.1 million, representing an EBITDA-to-cash conversion of 105.8%. In the six-month period, total operating cash generation was R\$ 106.3 million, with a cash conversion of 81.3% in the period.







Our leverage indicator recorded a new reduction in the quarter, with a net debt/adjusted EBITDA ratio of 2.2x compared to 2.6x in 2023, reinforcing our commitment to the Company's cash management and financial health.

As announced in July, the Board of Directors approved the election of Fabio Itikawa for the position of Chief Financial and Investor Relations Officer, replacing Magali Leite, who was the acting officer and is now the Chief Executive Officer of the Company. This move has strengthened our team even more, so that, in line with our strategy, we can continue to provide constant results and growth.

In the six-month period, we demonstrated the resilience of the Company, as well as our ongoing search for growth and delivery of strong and consistent results, so that we can continue to generate value for our shareholders, and to be a benchmark in hair removal and aesthetics for our clients.





## **Operating Results**

## Espaçolaser

At the end of 2024, we had 797 Espaçolaser stores in Brazil, or a 3.4% growth compared to the second quarter of 2023. During the quarter, we started 6 new franchises, representing a growth of 18.3% compared to 197 franchises in 2023. We closed 3 owned stores due to specific aspects relating to operating issues.

Of the 797 stores of Espaçolaser Brazil, 11% was under a maturing process, considering a curve of approximately two years.

Due to the acceleration in the expansion of our franchises in the last two years, with the opening of 76 units in the period, approximately 34% of our franchise base was still under a maturing process in the end of 2024.

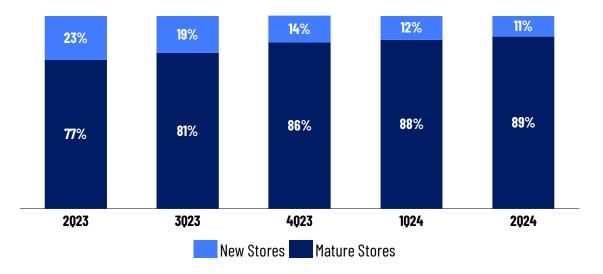
#### **NUMBER OF ESPAÇOLASER STORES** +3% 1 Owned Stores Franchises

\*The chart does not include 1 Estudioface store

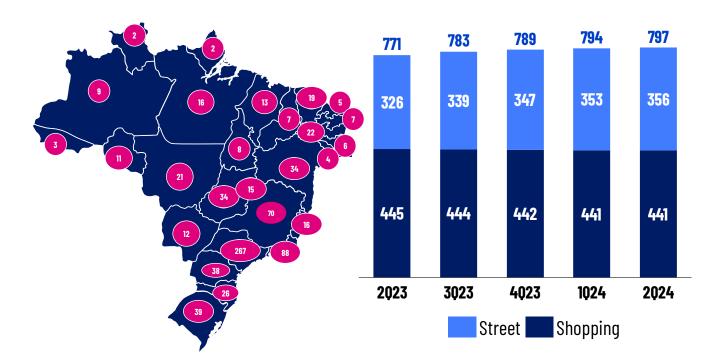




#### **ESPAÇOLASER STORES PROFILE**



Compared to 2023, we continued to increase our presence in all regions, with higher growth in the Northeast and Midwest regions, and we also continued to expand our street stores and those located in shopping malls, which currently account for 45% of the base of Espaçolaser stores in Brazil, compared to 42% in the previous year.



REGION	NORTH	NORTHEAST	MIDWEST	SOUTHEAST	SOUTH
2023	50	110	76	433	102
2024	51	117	82	442	105
% Var.	2.0%	6.4%	7.9%	2.1%	2.9%

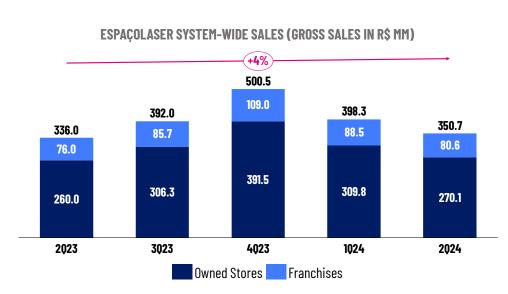


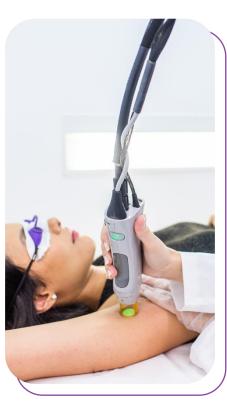




**a**espaçolaser

Gross sales of Espaçolaser's chain (system-wide sales) reached R\$ 350.7 million in 2024, up 4.4% compared to the same quarter in the previous year, due to the increase in sales in the period. Our same-store sales indicator rose by 2.2% against 2023. In the first half, system-wide sales reached R\$ 748.9 million, up 0.8% against 1H23, while same-store sales dropped 1.4%.









## **International Operations**

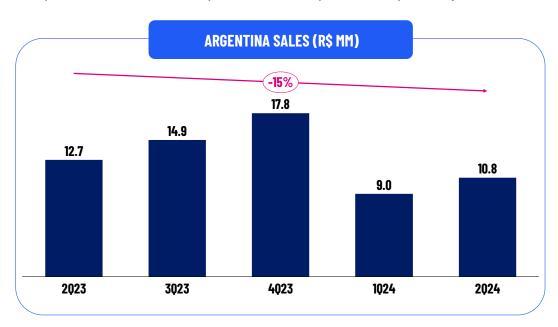
## Argentina

We have been present in Argentina since 2018. It was the first country where we started operating outside Brazil, through a joint-venture model. Throughout the quarter, we opened two stores in Argentina, closing 2024 with 25 units in the country, of which 18 are owned stores, and 7 are franchises.

Sales reached R\$ 10.8 million in the quarter, down 15.1% in the annual comparison. In 1H24, sales amounted to R\$ 19.7 million, down 16.3% against the same period of the previous year. Argentina is undergoing an extended economic recession that is aggravated by a combination of hyperinflation, political and economic instability, and continuous currency devaluation.

Recession has led to a significant decrease in economic activity, reducing the purchasing power of consumers and negatively affecting the demand for goods and services, which, once again, impacted our sales in the region in the period.

Throughout the quarter, 76.1 thousand procedures were carried out in the country, up 1.1% compared to the number of procedures that were carried out in the same period of the previous year. In the six-month period, 133.2 thousand procedures were performed, down 2.2% compared to the same period of the previous year.





#### **2** Colombia

Our strategic partnership with F3L, announced in January, continues to present a positive evolution, with another quarter of growth in sales. In May, we celebrated a new phase in our local operations, with the rebranding and relaunch of our brand in the region, a renewed image and a new proposal, which included a more diversified and inclusive communication through different channels and with diverse audiences, and the evolution of the digital journey of consumers.

Sales reached R\$ 1.6 million in the quarter, up 31.4% against 2023. In the six-month period, sales amounted to R\$ 3.0 million, up 32.4% against 1H23. We closed the first half with 7 franchises in the country.

In the quarter, 25.5 thousand procedures were carried out in the country, up 15.9% against 2023. In the year, 50.2 thousand procedures were performed, up 15.3% against 1H23.









We started to operate in the country in 2021, with the purchase of control in the Cela group, a brand whose services, technology and culture are similar to those of Espaçolaser.

In the quarter, we opened 1 store under the franchise model, closing the 2024 with 27 stores in the country, of which 18 are owned stores.

The second quarter of 2024 was another quarter of important growth in our operations in Chile, as a result of the continuous success of the promotional actions carried out in the period, particularly, the "cyber week," our main sales campaign in the country. As a result, our sales in the country reached the historical record of R\$ 11.4 million, with an important gain of 46.1% against 2023.

Additionally, we recorded an increase of 35.4% in procedures compared to 2023, reaching 104.2 thousand procedures in the period. In 1H24, sales in the region amounted to R\$ 18.6 million, up 34.5% against the previous period, while the procedures carried out increased by 35.4%, to 197.3 thousand in the period.





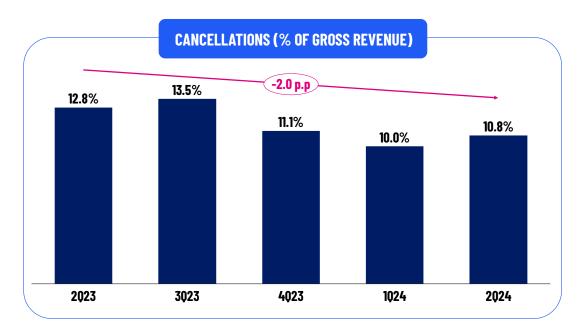


#### **Financial Results**

#### Gross Revenues and Cancellations

In 2024, the Company's gross revenues amounted to R\$326.4 million, up 1.4% against the previous year. In 1H24, gross revenues reached R\$683.8 million, up 0.8% in the annual comparison.

We maintained our focus on reducing cancellations, which recorded a new decrease of 14.6% against 2023 and a sequential reduction of 1.5% compared to 1024, making up 10.8% of gross revenues in the second quarter.



## Adjusted Net Revenues

In 2Q24, the Company's net revenues reached R\$ 248.9 million, up 5.4% against the previous year, mainly boosted by sales in the period and a significant improvement in cancellations. In the six-month period, net revenues amounted to R\$ 523.7 million, up 4.0% compared to 1H23.

Net revenues in the six-month period were adjusted to reflect the performance of operations in Colombia in January, considering that the F3L group took over the operations in the country as from February. This enables us to incorporate the results of operations until the moment of the transfer of management to a franchisee, so as to provide a comprehensive assessment of the period in question.





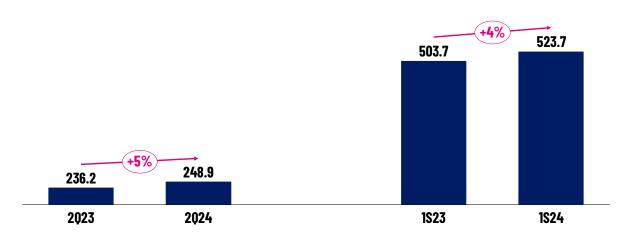


BRL thousands
Except when otherwise indicated
Net Revenues
(+) Colombia Impact
Adjusted Net Revenues

2024	2023	Var.
248,900	236,246	5.4%
-	-	n.a.
248,900	236,246	5.4%

1H24	1H23	Var.
522,461	503,693	<b>3.7</b> %
1,240	-	n.a.
523,701	503,693	4.0%

#### CONSOLIDATED NET REVENUES (RS MM)



## Cost of Services Provided and Adjusted Gross Income

The cost per store reached R\$ 93.4 thousand/month in 2024, against R\$ 92.8 thousand/month in 2023, up 0.6% in the period. In the six-month period, the cost per store was R\$ 93.9 thousand/month, against the same value in the same period of 2023.

We continue to focus on the search for efficiency gains in costs and expenses, which continued to have a positive evolution in 2024. In the guarter, total costs dropped 0.8% compared to 2023, down 3.9 p.p. of net revenues. The main variations were due to the growth of 1.1% in personnel costs, and of 29.4% in direct costs, as a result of increased costs in facilities and legal expenses. These increases were mainly offset by the reduction of 6.9% in rent costs, as a result of the continuous renegotiation of contracts, and lower marketing costs in the period.

It is important to mention the drop of 32.1% in costs with credit card commissions, reflecting the initiatives for renegotiation with card operators, which resulted in important gains from lower banking transaction fees.

In the first half, costs went down 1.4% compared to the same period in 2023, falling 3.3 p.p. as a percentage of net revenues.

From 1024 on, aiming at greater clarity and transparency in the analysis of the Company's financial statements, we have carried out a reclassification in the Statement of Income for the Year ("P&L"), in which the costs that used to be recorded as expenses, including the Promotion and Advertising Fund ("FPP"), technology expenses and systems linked to operations, were reallocated to the categories of indirect costs and operating costs.

**CONSOLIDATED GROSS PROFIT (R\$ MM)** 

Gross Profit -

Gross Margin





**CONSOLIDATED COSTS (R\$ MM)** 

Cost per Store

Costs

In 2024, the Company's gross income was R\$ 90.6 million, up 18.1% in the period, with a gross margin of 36.4%, or an increase of 3.9 p.p. in the annual comparison. For purposes of comparison and improved analysis, in the previous vision and not considering the adjustments mentioned above, our gross income would be R\$ 98.6 million, up 9.9%, with a margin of 39.6%, up 1.6 p.p. compared to 2023.

In the six-month period, the gross income was R\$ 204.2 million, up 13.6% compared to the first half of 2023.

BRL thousands Except when otherwise indicated	2024	2023	Var.	1H24	1H23	Var.
Costs	158,342	159,594	(0.8%)	319,479	323,982	(1.4%)
% Net Revenues	63.6%	67.6%	(3.9 p.p.)	61.0%	64.3%	(3.3 p.p.)
Personnel	89,564	88,597	1.1%	177,001	184,128	(3.9%)
% Net Revenues	36.0%	<b>37.5</b> %	(1.5 p.p.)	33.8%	36.6%	(2.8 p.p.)
Rent	24,830	26,665	(6.9%)	50,248	51,404	(2.2%)
% Net Revenues	10.0%	11.3%	(1.3 p.p.)	9.6%	10.2%	(0.6 p.p.)
Promotional Fund	2,422	8,856	(72.6%)	12,255	16,701	(26.6%)
% Net Revenues	1.0%	3.7%	(2.8 p.p.)	2.3%	3.3%	(1.0 p.p.)
Other Direct Costs	26,118	20,190	29.4%	48,360	41,116	17.6%
% Net Revenues	10.5%	8.5%	1.9 p.p.	9.2%	8.2%	1.1 p.p.
Operating Costs	12,239	10,619	15.3%	24,097	23,959	0.6%
% Net Revenues	4.9%	4.5%	0.4 p.p.	4.6%	4.8%	(0.2 p.p.)
Credit Card Commissions	3,168	4,666	(32.1%)	7,518	6,672	12.7%
% Net Revenues	1.3%	2.0%	(0.7 p.p.)	1.4%	1.3%	0.1 p.p.

#### **39.0%** 36.4% **35.7%** 32.4% 204.2 93.9 93.9 93.4 92.8 179.7 324.0 319.5 90.6 76.7 159.6 158.3 2023 2024 **1S23** 1\$24 2023 2024 **1S23** 1\$24







See below a reconciliation of costs and expenses:

#### **Gross income before reclassification**

BRL thousands Except when otherwise indicated	2024	2023	Var.	1H24	1H23	Var.
Net Revenues	248,891	236,232	5.4%	522,452	503,666	3.7%
(-) Personnel	(93,467)	(88,987)	5.0%	(181,832)	(186,529)	(2.5%)
(-) Rent	(17,629)	(16,266)	8.4%	(34,194)	(32,880)	4.0%
(-) Direct and Indirect Costs	(29,186)	(26,802)	8.9%	(57,820)	(53,550)	8.0%
Gross Income (ex-Depreciation and Amortization)	108,609	104,177	4.3%	248,605	230,707	7.8%
(+) Colombia Result Impact	-	-	n.a.	956	-	n.a.
(-) Credit Card Commissions G&A to Costs	(3,169)	(4,705)	(32.6%)	(7,519)	(6,714)	12.0%
(-) Impact IFRS-16	(8,835)	(10,490)	(15.8%)	(18,265)	(18,109)	0.9%
(+) Non-recurring Costs	1,954	725	169.4%	3,259	2,587	26.0%
Adjusted Gross Income (ex-Depreciation and Amortization)	98,559	89,708	9.9%	227,035	208,471	8.9%
Adjusted Gross Margin	39.6%	38.0%	1.6 p.p.	43.5%	41.4%	2.1 p.p.

#### **Gross income after reclassification**

BRL thousands Except when otherwise indicated	2024	2023	Var.	1H24	1H23	Var.
Net Revenues	248,900	236,246	5.4%	522,461	503,693	<b>3.7</b> %
(-) Personnel	(89,975)	(88,597)	1.6%	(177,425)	(185,990)	(4.6%)
(-) Rent	(17,539)	(16,175)	8.4%	(34,053)	(33,295)	2.3%
(-) Other Indirect Costs	(26,118)	(20,916)	24.9%	(48,852)	(41,842)	16.8%
(-) Promotional Fund	(2,422)	(8,856)	(72.6%)	(12,255)	(16,701)	(26.6%)
(-) Operating Costs	(12,239)	(10,619)	15.3%	(24,085)	(23,959)	0.5%
Gross Income (ex-Depreciation and Amortization)	100,607	91,083	10.5%	225,791	201,906	11.8%
(+) Colombia Result Impact	-	-	n.a.	956	-	n.a.
(-) Credit Card Commissions G&A to Costs	(3,168)	(4,666)	(32.1%)	(7,518)	(6,672)	12.7%
(-) Impact IFRS-16	(8,835)	(10,490)	(15.8%)	(18,265)	(18,109)	0.9%
(+) Non-recurring Costs	1,954	725	169.4%	3,259	2,587	26.0%
Adjusted Gross Income (ex-Depreciation and Amortization)	90,558	76,652	18.1%	204,222	179,712	13.6%
Adjusted Gross Margin	36.4%	32.4%	3.9 p.p.	39.0%	35.7%	3.3 p.p.

## Adjusted Operating Expenses

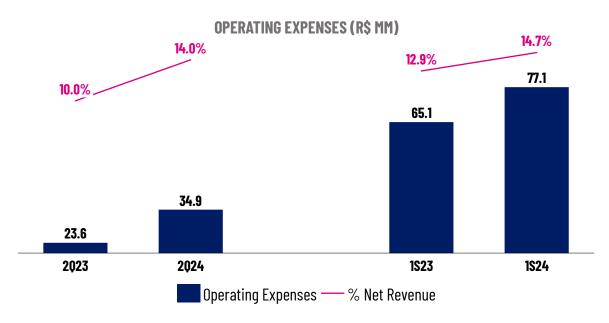
We have adjusted the operating expenses so as to exclude non-recurring amounts regarding extraordinary expenses that were not related to the operations and that occurred in the quarter.





Our operating expenses amounted to R\$ 34.9 million in 2024, or 14.0% of net revenues in the period, up 4.0 p.p. against the same period in the previous year. This increase was mainly due to the effects that occurred in 2023, including the reversal of stock options expenses and reversal of contingencies, which have not occurred in 2024 and impacted the annual comparison. Additionally, in 2023, we adjusted the expenses in order to reflect the write-off of royalties related to the acquired stores, in accordance with the accounting rules.

As mentioned above, from 1024 on, we carried out reclassifications in the Statement of Income for the Year ("P&L"), in which the costs that used to be recorded as expenses, such as the Promotion and Advertising Fund ("FPP"), and system and technology costs linked to operations, were reallocated to the categories of indirect costs and operating costs. It is important to mention that these reclassifications have not affected the EBITDA, the Net Income and their relevant margins, since they consisted only of a reclassification between items in order to provide a better understanding of the Company's operating structure and its related costs.



BRL thousands Except when otherwise indicated	2024	2023	Var.	1H24	1H23	Var.
Operating Expenses ( <i>ex</i> -Depreciation and Amortization)	34,922	23,586	48.1%	77,087	65,131	18.4%
% Net Revenues	14.0%	10.0%	4.0 p.p.	14.7%	12.9%	1.8 p.p.
General and Administrative Expenses	13,590	6,175	120.1%	24,864	14,507	71.4%
% Net Revenues	4.5%	2.6%	1.9 p.p.	4.3%	2.9%	1.4 p.p.
Other Operating Revenues and Expenses	(595)	(1,464)	(59.4%)	(2,544)	(3,473)	(26.7%)
% Net Revenues	(0.2%)	(0.6%)	0.4 p.p.	(0.5%)	(0.7%)	0.2 p.p.
Personnel Expenses	22,133	18,325	20.8%	47,668	39,457	20.8%
% Net Revenues	8.9%	7.8%	1.1 p.p.	9.1%	7.8%	1.3 p.p.
Marketing	1,163	2,334	(50.2%)	5,812	9,125	(36.3%)
% Net Revenues	1.4%	1.0%	0.4 p.p.	1.5%	1.8%	(0.3 p.p.)
Provision for expected credit losses	(1,368)	(1,785)	(23.3%)	1,287	5,515	(76.7%)
% Net Revenues	(0.5%)	(0.8%)	(0.2 p.p.)	0.2%	1.1%	(0.8 p.p.)





#### **Expenses before reclassification**

BRL thousands Except when otherwise indicated	2024	2023	Var.	1H24	1H23	Var.
Personnel	22,642	18,981	19.3%	45,304	41,683	8.7%
Adjusted General and Administrative	16,095	8,813	82.6%	38,569	26,390	46.2%
Marketing	5,980	12,060	(50.4%)	19,134	25,032	(23.6%)
Provision for expected credit losses	(502)	13,138	(103.8%)	1,634	20,438	(92.0%)
(-) Credit Card Commissions G&A to Costs	3,169	4,705	(32.6%)	7,529	6,714	12.1%
Operating Expenses (ex-Depreciation and Amortization)	47,384	57,697	(17.9%)	112,170	120,257	(6.7%)
(+) Reallocation of Credit Card Commissions from G&A to Costs	3,169	4,705	(32.6%)	7,529	6,714	12.1%
(+) Colombia Result Impact	-	-	n.a.	36	-	n.a.
(+) Non-recurring expenses	1,292	16,192	(92.0%)	8,705	19,494	(55.3%)
Adjusted Operating Expenses (ex-Depreciation and Amortization)	42,923	36,800	16.6%	95,900	94,049	2.0%

#### **Expenses after reclassification**

BRL thousands Except when otherwise indicated	2024	2023	Var.	1H24	1H23	Var.
Personnel	22,133	18,325	20.8%	47,504	40,106	18.4%
Adjusted General and Administrative	13,420	5,981	124.4%	30,878	14,956	106.5%
Marketing	1,163	2,334	(50.2%)	5,812	9,125	(36.3%)
Provision for expected credit losses	(502)	13,138	(103.8%)	1,634	20,438	(92.0%)
(-) Credit Card Commissions G&A to Costs	3,168	4,666	(32.1%)	7,518	6,672	12.7%
Operating Expenses ( <i>ex</i> -Depreciation and Amortization)	39,382	44,444	(11.4%)	93,346	91,297	2.2%
(+) Reallocation of Credit Card Commissions from G&A to Costs	3,168	4,666	(32.1%)	7,518	6,672	12.7%
(+) Colombia Result Impact	-	-	n.a.	36	-	n.a.
(+) Non-recurring expenses	1,292	16,192	(92.0%)	8,705	19,494	(55.3%)
Adjusted Operating Expenses (ex-Depreciation and Amortization)	34,922	23,586	48.1%	77,087	65,131	18.4%

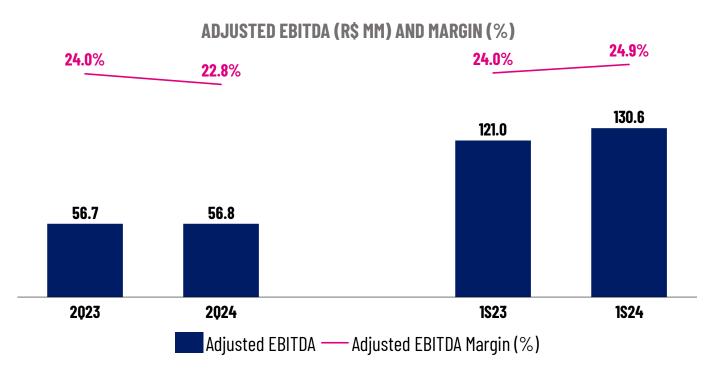




## Adjusted EBITDA

In the second quarter of 2024, the Company recorded another period of positive results, with Adjusted EBITDA of R\$ 56.8 million, up 0.2%, and adjusted EBITDA margin of 22.8%. We continue to focus on increasing the efficiency of our operations in terms of costs and expenses, in addition to continue to improve the experience of our clients.

In the six-month period, the Adjusted EBITDA was R\$ 130.6 million, up 7.9% compared to the same period of the previous year, while the margin increased by 0.9 p.p., to 24.9% of the adjusted EBITDA margin in the period.



BRL thousands Except when otherwise indicated	2024	2023	Var.	1H24	1H23	Var.
Net Income	1,287	(11,043)	n.a.	6,844	(5,045)	n.a.
(+) Depreciation and Amortization	21,020	22,727	(7.5%)	42,493	42,222	0.6%
(+/-) Financial Result	31,080	29,949	3.8%	60,647	60,625	0.0%
(+/-) Income Tax and Social Contribution	8,992	8,591	4.7%	25,950	19,250	34.8%
EBITDA	62,379	50,223	24.2%	135,934	117,053	16.1%
(-) Impact IFRS-16	(8,835)	(10,490)	(15.8%)	(18,265)	(18,109)	0.9%
(+) Non-recurring expenses	3,246	16,918	(80.8%)	11,964	22,081	(45.8%)
(+) Colombia <i>Pro-forma</i> Result	_	-	n.a.	992	-	n.a.
Adjusted EBITDA	56,790	56,652	0.2%	130,626	121,026	7.9%
Adjusted EBITDA Margin	22.8%	24.0%	(1.2 p.p.)	24.9%	24.0%	0.9 p.p.





### Depreciation and Amortization

In 2024, depreciation and amortization amounted to R\$ 13.1 million, up 3.2% in the annual comparison. In the sixmonth period, depreciation and amortization reached R\$ 26.7 million, up 6.3% against 1H23.

#### Financial Result

In 2024, our financial result was an expense of R\$ 28.7 million, or 5.3% above the expense of R\$ 27.3 million recorded in 2023. The increase was due to the lower balance of gross debt compared to the same period of the previous year, which reduced our financial expenses and was offset by financial revenues in the period due to lower cash balance at the end of 2024. In the six-month period, our financial result was an expense of R\$ 55.8 million, down 0.2% compared to an expense of R\$ 55.9 million in 1H23.

## Adjusted Income Tax (IR) and Social Contribution (CSLL)

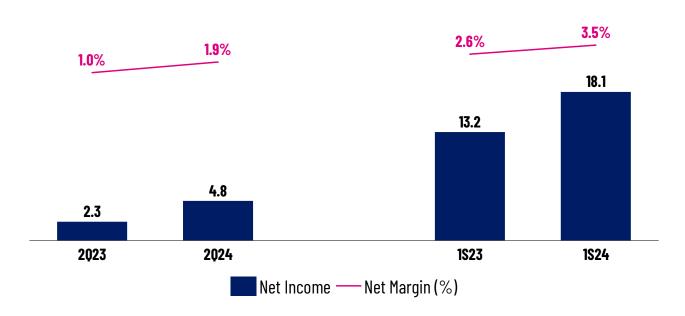
We have adjusted the Income Tax and Social Contribution to reflect the non-recurring costs and expenses detailed in the relevant items of the document.

In 2024, we recorded an expense of R\$ 10.1 million regarding Income Tax and Social Contribution, against an expense of R\$ 14.3 million in the previous year, or a reduction of 29.6% compared to 2023. In the six-month period, this expense was R\$ 30.0 million, against R\$ 26.8 million in 1H23.

## Adjusted Net Income

Reflecting the effects mentioned above, the Company recorded an adjusted net income of R\$ 4.8 million in 2024, compared to the adjusted net income of R\$ 2.3 million in 2023, resulting in a growth of 110.8% in the period, with a gain of 1.0 p.p. in the net margin, to 1.9%. In the six-month period, net income amounted to R\$ 18.1 million, up 36.8% and net margin of 3.5%.

#### ADJUSTED NET INCOME (R\$ MM) AND NET MARGIN (%)





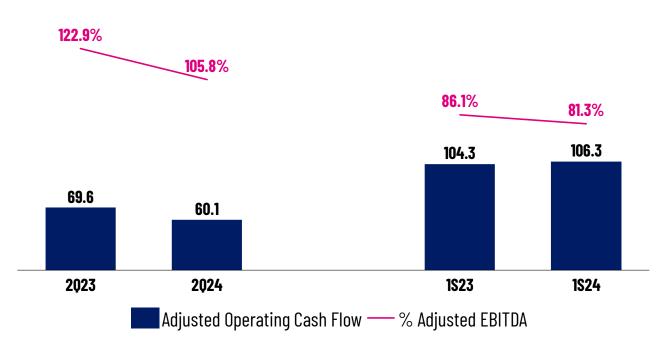


BRL thousands Except when otherwise indicated	2024	2023	Var.	1H24	1H23	Var.
Net Income	1,287	(11,044)	n.a.	6,844	(5,044)	n.a.
(-) Impact IFRS-16	1,410	2,174	(35.1%)	2,392	3,685	(35.1%)
(+) Impact Colombia <i>Pro-forma</i> Result	-	-	n.a.	950	-	n.a.
(+) Non-recurring costs and expenses (adjusted at a rate of 34%)	2,142	11,166	(80.8%)	7,896	14,574	(45.8%)
Adjusted Net Income	4,839	2,296	110.8%	18,082	13,215	36.8%
Adjusted Net Margin	1.9%	1.0%	1.0 p.p.	3.5%	2.6%	0.8 p.p.

## Operating Cash Flow

In 2024, the adjusted operating cash flow was R\$ 60.1 million, down 13.7% compared to 2023, but with a strong conversion of EBITDA to cash of 105.8% in the period. In the six-month period, the adjusted operating cash generation was R\$ 106.3 million, up 1.9% in the annual comparison, and with conversion of EBITDA to cash of 81.3%.

#### ADJUSTED OPERATING CASH FLOW (R\$ MM)







BRL thousands Except when otherwise indicated	2024	2023	Var.	1H24	1H23	Var.
Income (Loss) before IR and CSLL	10,279	(2,453)	n.a.	32,794	14,205	130.9%
(+) Adjustments to Income (Loss) before IR and CSLL	48,837	67,081	(27.2%)	115,614	131,517	(12.1%)
Depreciation and Amortization	25,825	26,868	(3.9%)	49,056	47,727	2.8%
Provision for doubtful debts	(502)	(1,785)	(71.9%)	1,634	5,515	(70.4%)
Others	23,514	41,998	(44.0%)	64,924	78,275	(17.1%)
(+) Variations in Working Capital	989	5,019	(80.3%)	(42,149)	(41,458)	1.7%
Accounts receivable	49,553	33,516	47.8%	51,981	13,331	289.9%
Deferred Revenues	(36,650)	(43,386)	(15.5%)	(67,492)	(70,597)	(4.4%)
Others	(11,914)	14,889	n.a.	(26,638)	15,808	n.a.
Adjusted Net Cash from Operating Activities	60,105	69,647	(13.7%)	106,259	104,264	1.9%
Capex	(6,049)	(3,282)	84.3%	(11,748)	(31,796)	(63.1%)
Acquisition of Subsidiaries	-	(444)	n.a.	-	(1,264)	n.a.
Others	(734)	(230)	219.1%	(2,197)	(792)	177.4%
Sale of Fixed Assets	733	-	n.a.	3,090	-	n.a.
Net Cash from Investment Activities	(6,050)	(3,956)	<b>52.9</b> %	(10,854)	(33,852)	(67.9%)
Net Cash from Financing Activities	(37,746)	(53,413)	(29.3%)	(81,153)	(100,453)	(19.2%)
Net Cash Flow	16,309	12,278	<b>32.8</b> %	14,251	(30,041)	n.a.

#### Investments

**>**espaçolaser

In the period, we continued with our strategy of concentrating our efforts in expanding through franchises, without opening owned stores. Accordingly, the investments made during 2024 amounted to R\$ 6.8 million, compared to R\$ 3.5 million in 2023. In the six-month period, investments reached R 13.9 million, compared to R\$ 32.6 million in the same period of the previous year. We highlight that most part of investments in the previous period was allocated to the purchase, in 1023, of machines with Alexandrite and ND-YAG technologies.

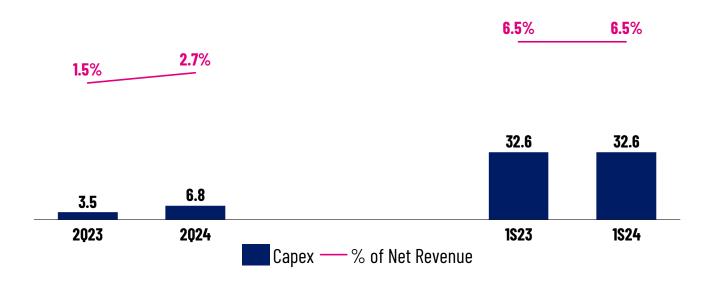
The main focus of the expansion of our chain of stores is on cities with a populational concentration above 50 thousand inhabitants, since we have a strong presence in capital cities and large cities. In more remote areas, where the market of laser hair removal is still underexplored, the presence of franchisees with deeper knowledge about the local market plays a crucial role in the operations. Moreover, relationship aspects also play an important role, generating more assertive approaches, rather than just recurring to our collaborators and internal infrastructure.





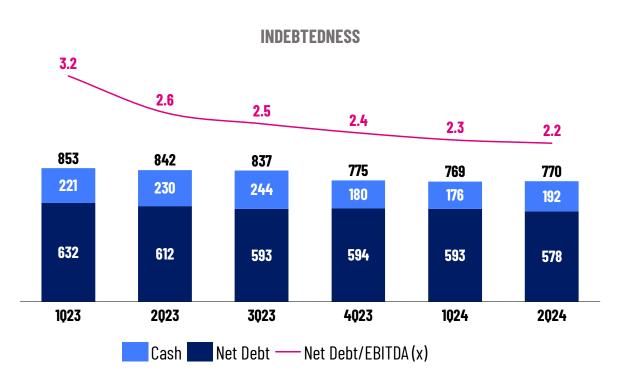


#### CAPEX (R\$ MM)



#### Indebtedness

At the end of 2024, the Company's gross debt was R\$ 770.2 million, down R\$ 71.6 million in the annual comparison. Net debt amounted to R\$ 578.0 million, down R\$ 33.9 million in the quarter, leading to a new drop in the leverage level, to 2.2x in 2024, considering the net debt/EBITDA ratio and excluding the effect of non-recurring costs and expenses, a level below the covenants of the  $3^{rd}$  debentures issuance, of 3.0x.







## **EXHIBITS**

## **❷** IFRS-16 Reconciliation

			2024	
BRL Except when otherwise indicated	thousands	IAS17	IFRS16	Var.
Net Revenues		248,900	248,900	-
Costs		(157,128)	(148,293)	(8,835)
Gross Income		91,772	100,607	(8,835)
General and Administrative Expenses		(38,228)	(38,228)	-
Adjusted EBITDA		53,544	62,379	(8,835)
Depreciation and Amortization		(13,133)	(21,020)	7,887
Financial Result		(28,722)	(31,080)	2,358
IR and CSLL		(8,992)	(8,992)	-
Net Income		2,697	1,287	1,410





## Management Income Statement (excluding IFRS-16 and other impacts detailed in this document)

BRL thousands Except when otherwise indicated	2024	2023	Var.	1H24	1H23	Var.
Net Revenues	248,900	236,246	5.4%	523,701	503,693	4.0%
Costs	(158,342)	(159,594)	(0.8%)	(319,479)	(323,982)	(1.4%)
Personnel	(89,564)	(88,597)	1.1%	(177,001)	(184,128)	(3.9%)
Rent	(24,830)	(26,665)	(6.9%)	(50,248)	(51,404)	(2.2%)
Promotional Fund	(2,422)	(8,856)	(72.6%)	(12,255)	(16,701)	(26.6%)
Other Direct Costs	(26,118)	(20,190)	29.4%	(48,360)	(41,116)	17.6%
Operating Costs	(12,239)	(10,619)	15.3%	(24,097)	(23,959)	0.6%
Credit Card Commissions	(3,168)	(4,666)	(32.1%)	(7,518)	(6,672)	12.7%
Gross Income	90,558	76,652	<b>18.1</b> %	204,223	179,711	13.6%
% Gross Margin	36.4%	32.4%	3.9 p.p.	39.0%	35.7%	3.3 p.p.
General and Administrative Expenses	(34,922)	(23,586)	<b>48.1</b> %	(77,087)	(65,131)	18.4%
Personnel	(22,133)	(18,325)	20.8%	(47,668)	(39,457)	20.8%
General and Administrative	(13,590)	(6,175)	120.1%	(24,864)	(14,507)	71.4%
Other Operating Revenues and Expenses	595	1,464	(59.4%)	2,544	3,473	(26.7%)
Marketing	(1,163)	(2,334)	(50.2%)	(5,812)	(9,125)	(36.3%)
Provision for doubtful debts	1,368	1,785	(23.3%)	(1,287)	(5,515)	(76.7%)
Equity accounting result	1,154	3,585	(67.8%)	3,489	6,445	n.a.
EBITDA	56,790	56,652	0.2%	130,626	121,026	7.9%
% EBITDA Margin	22.8%	24.0%	(1.2 p.p.)	24.9%	24.0%	0.9 p.p.
Depreciation and Amortization	(13,134)	(12,733)	3.2%	(26,718)	(25,124)	6.3%
Financial Result	(28,722)	(27,281)	5.3%	(55,808)	(55,930)	(0.2%)
IR and CSLL	(10,095)	(14,343)	(29.6%)	(30,017)	(26,758)	12.2%
Net Income	4,839	2,296	110.9%	18,082	13,215	<b>36.8</b> %
% Net Margin	1.9%	1.0%	1.0 p.p.	3.5%	2.6%	0.8 p.p.





## Statement of Corporate Income (including IFRS-16)

BRL thousands	2024	2023	Var.	2H24	2H23	Var.
Except when otherwise indicated						
Gross Revenues	326,396	321,765	1.4%	683,768	678,327	0.8%
Sales taxes	(41,928)	(43,497)	(3.6%)	(88,828)	(90,395)	(1.7%)
Cancellations	(35,281)	(41,334)	(14.6%)	(71,085)	(83,181)	(14.5%)
Discounts Granted	(287)	(688)	n.a.	(1,394)	(1,058)	n.a.
Net Revenues	248,900	236,246	<b>5.4</b> %	522,461	503,693	<b>3.7</b> %
Costs	(148,293)	(145,163)	2.2%	(296,670)	(301,787)	(1.7%)
Personnel	(89,975)	(88,597)	1.6%	(177,425)	(185,990)	(4.6%)
Rent	(17,539)	(16,175)	8.4%	(34,053)	(33,295)	2.3%
Direct Costs	(28,540)	(29,772)	(4.1%)	(61,107)	(58,543)	4.4%
Operating Costs	(12,239)	(10,619)	15.3%	(24,085)	(23,959)	0.5%
Gross Income	100,607	91,083	10.5%	225,791	201,906	11.8%
% Gross Margin	40.4%	38.6%	1.9 p.p.	43.2%	40.1%	3.1 p.p.
General and Administrative Expenses	(39,382)	(44,444)	(11.4%)	(93,346)	(91,297)	<b>2.2</b> %
Sales	(4,331)	(7,000)	(38.1%)	(13,330)	(15,797)	(105.6%)
General and Administrative	(35,051)	(37,444)	(6.4%)	(80,016)	(75,500)	6.0%
Equity accounting result	1,154	3,585	(67.8%)	3,489	6,445	(45.9%)
EBITDA	62,379	50,223	24.2%	135,934	117,053	<b>16.1</b> %
% EBITDA Margin	25.1%	21.3%	3.8 p.p.	26.0%	23.2%	2.8 p.p.
Depreciation and Amortization	(21,020)	(22,727)	(7.5%)	(42,493)	(42,222)	0.6%
Financial Result	(31,080)	(29,949)	3.8%	(60,647)	(60,625)	0.0%
LAIR [Income before Income Tax]	10,279	(2,452)	n.a.	32,794	14,205	130.9%
IR and CSLL	(8,992)	(8,591)	4.7%	(25,950)	(19,250)	34.8%
Net Income	1,287	(11,043)	n.a.	6,844	(5,045)	n.a.
% Net Margin	0.5%	(4.7%)	5.2 p.p.	1.3%	(1.0%)	2.3 p.p.



## Balance Sheet

BRL thousands	2024	2023	Var.
Except when otherwise indicated  Total Assets			
Current Assets	2,212,872 948,757	2,283,182 946,552	(3.1%) 0.2%
		208,353	(17.3%)
Cash and Cash Equivalents Trade Accounts Receivable			2.5%
	701,000	683,834	
Derivative Financial Instruments	1,500	1,565	n.a.
Advance to Suppliers	1,588	1,782	(10.9%)
Other Assets	73,956	51,018	45.0%
Non-current Assets	<b>1,264,115</b>	1,336,630	(5.4%)
Trade Accounts Receivable	42,647	32,678	30.5%
Accounts Receivable - Related Parties	9,978	18,197	(45.2%)
Other Assets	1,526	5,953	(74.4%)
Securities	20,000	20,000	n.a.
Deferred income tax and social contribution	22,401	38,881	(42.4%)
Investments	001770	4,532	n.a.
Fixed Assets	291,749	328,347	(11.1%)
Intangible Assets	797,460	811,971	(1.8%)
Right-of-Use Assets	78,354	76,071	3.0%
Liabilities and Shareholders' Equity	2,212,872	2,283,183	(3.1%)
Current Liabilities	566,854	702,675	(19.3%)
Loans and Financing	30,854	90,419	(65.9%)
Debentures Lease Liabilities	70,586	169,888	(58.5%)
	28,508	35,912	(20.6%)
Suppliers	22,436	31,843	(29.5%)
Onerous agreement	8,243	8,243	n.a.
Deferred revenues	237,107	233,052	1.7%
Salaries and payroll charges	65,260	55,996	16.5%
Taxes and contributions payable	91,611	65,303	40.3%
Tax installments	1,624	3,261	(50.2%)
Accounts payable		138	n.a.
Other accounts payable	8,581	7,298	17.6%
Accounts Payable - Related Parties	2,044	1,322	54.6%
Non-Current Liabilities	781,026	698,079	11.9%
Onerous agreement	44,649	52,892	(15.6%)
Loans and Financing	23,910	140,232	(82.9%)
Debentures	644,822	441,239	46.1%
Lease Liabilities	55,754	44,057	26.5%
Taxes and contributions payable	191	5,223	(96.3%)
Tax installments	2,634	4,189	(37.1%)
Provisions for dismantling of assets	<u>-</u>	5,337	n.a.
Provisions for court orders	7,477	3,029	146.8%
Unsecured liabilities	1,146	_	n.a.
Other accounts payable	443	1,881	(76.4%)
Shareholders' Equity	864,992	882,429	(2.0%)





### Cash Flow

BRL thousands	2024	2023	Var.	2H24	2H23	Var.
Except when otherwise indicated						
Income (Loss) before IR and CSLL	10,279	(2,453)	(519.0%)	32,794	14,205	130.9%
Adjustments to reconcile income to cash from operating activities	48,837	67,081	(27.2%)	115,614	131,517	(12.1%)
Depreciation and Amortization	25,825	26,868	(3.9%)	49,057	47,727	2.8%
Interest on loans, leases and tax installments	30,157	35,809	(15.8%)	59,348	70,510	(15.8%)
Provision for doubtful debts	(502)	(1,785)	(71.9%)	1,634	5,515	(70.4%)
Result of Financial Instruments	(1,434)	-	n.a.	987	-	n.a.
Others	(4,460)	7,094	n.a.	5,493	8,804	(37.6%)
Foreign Exchange Variation	(749)	(905)	(17.2%)	(904)	(1,039)	(13.0%)
Decrease (Increase) in assets	43,362	38,524	12.6%	34,445	17,453	97.4%
Accounts receivable	49,553	33,516	n.a.	51,981	13,331	289.9%
Other assets	(5,157)	5,651	n.a.	(15,630)	3,861	n.a.
Accounts Receivable - Related Parties	(1,034)	(643)	60.8%	(1,906)	261	n.a.
Increase (Decrease) in liabilities	(66,673)	(65,304)	2.1%	(127,475)	(122,731)	3.9%
Deferred Revenues	(36,650)	(43,386)	(15.5%)	(67,492)	(70,597)	(4.4%)
Payment of loans and financing - interest	(24,300)	(31,799)	(23.6%)	(50,881)	(63,820)	(20.3%)
Suppliers	(758)	12,903	n.a.	(5,718)	13,329	n.a.
Income tax and social contribution payable	3,100	858	261.3%	6,991	390	n.a.
Income tax and social contribution	(2,767)	(9,415)	(70.6%)	(5,173)	(18,439)	(71.9%)
Others	(5,298)	5,535	n.a.	(5,202)	16,406	n.a.
Net cash from operating activities	35,805	37,848	(5.4%)	55,378	40,444	36.9%
Capex	(6,049)	(3,282)	84.3%	(11,748)	(31,796)	(63.1%)
Acquisition of Subsidiaries		(444)	n.a.	-	(1,264)	n.a.
Sale of Fixed Assets	733	-	n.a.	3,090	-	n.a.
Intangible Assets	(734)	(230)	219.1%	(2,197)	(792)	177.4%
Net Cash from investment activities	(6,050)	(3,956)	<b>52.9</b> %	(10,855)	(33,852)	(67.9%)
Cost in the emission of financing and debentures	(1,732)	-	n.a.	(27,306)	-	n.a.
Raising of loans and financing	744	(834)	n.a.	779,956	1,382	56337%
Payment of loans and financing - principal	(4,624)	(7,775)	(40.5%)	(195,034)	(15,982)	1120.3%
Payment of debentures - principal		-	n.a.	(568,875)	-	n.a.
Leases - Consideration	(9,268)	(13,005)	(28.7%)	(20,447)	(22,033)	(7.2%)
Settlement of derivative financial instruments	1,434	_	n.a.	1,434	-	n.a.
Net Cash from financing activities	(13,446)	(21,614)	(37.8%)	(30,272)	(36,633)	(17.4%)
Net Cash Flow	16,309	12,278	<b>32.8</b> %	14,251	(30,040)	n.a.







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## **2024 Results** Conference Call

**August 9, 2024** 

In Portuguese

In English
(simultaneous translation)

02:00 p.m.

Brasília Time (BRT)

Webcast in Portuguese

**CLICK HERE** 

01:00 p.m.

New York Time (EST)

Webcast in English

**CLICK HERE** 

## **Investor Relations**

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**Chief Executive Officer** 

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**Head of Investor Relations** 

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Chief Financial and Investor Relations Officer

#### **Beatriz Silva**

Investor Relations Coordinator

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