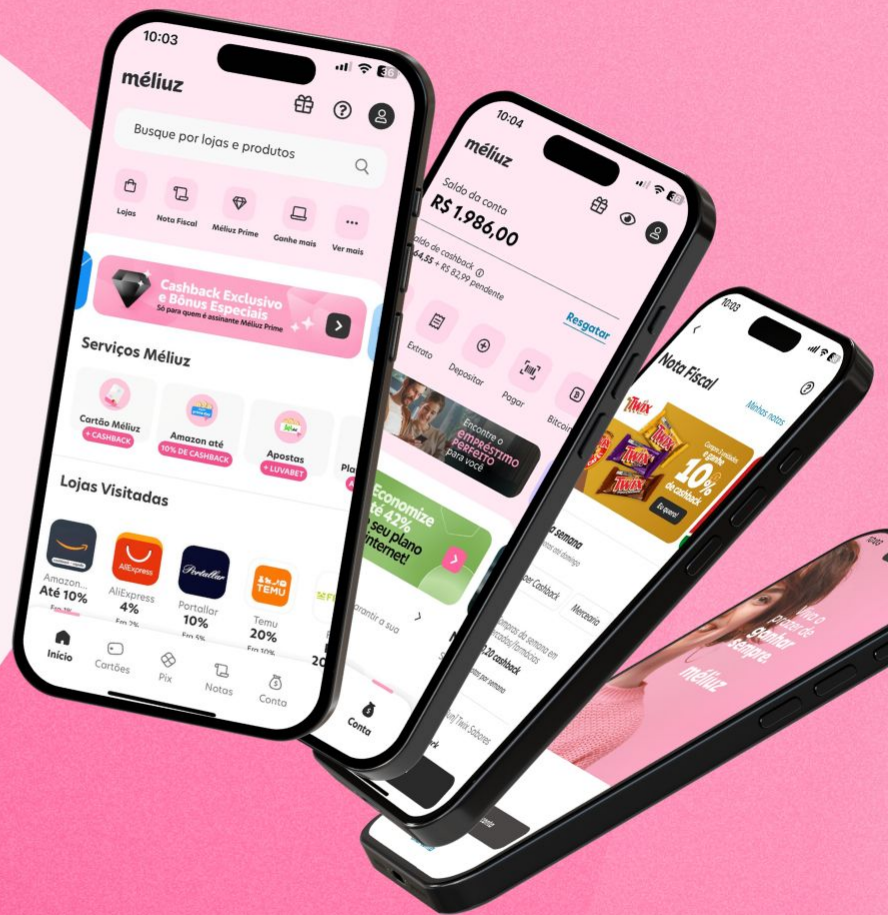


méliuz

Apresentação de **Resultados** 2T24

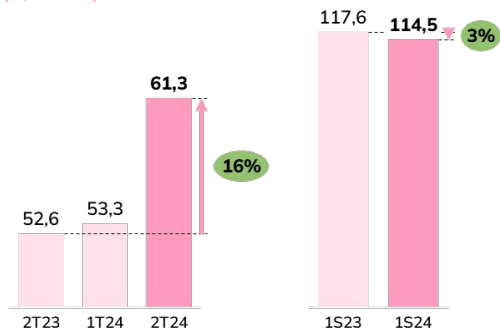
9 de agosto de 2024



Resultados operacionais sólidos com crescimento de receita e margem EBITDA

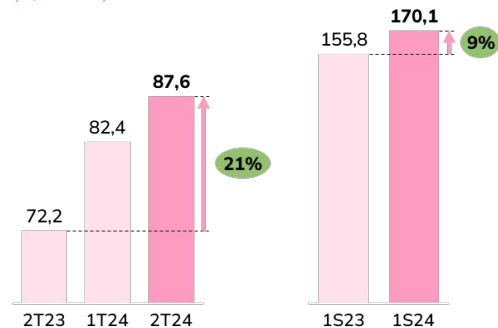
Receita líquida Shopping Brasil

(R\$ milhões)



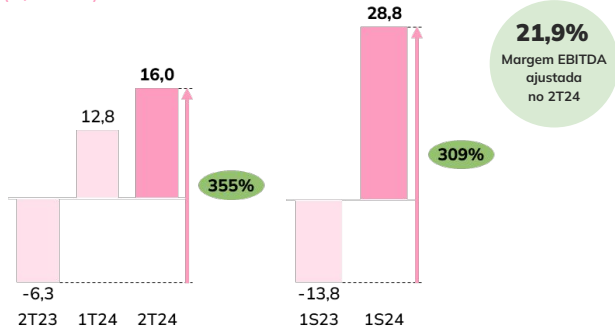
Receita líquida consolidada

(R\$ milhões)



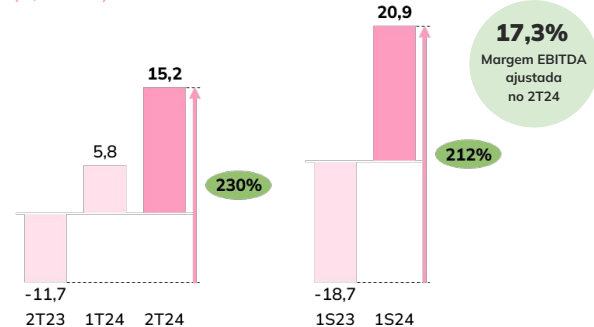
EBITDA ajustado controladora ¹

(R\$ milhões)



EBITDA ajustado consolidado ¹

(R\$ milhões)



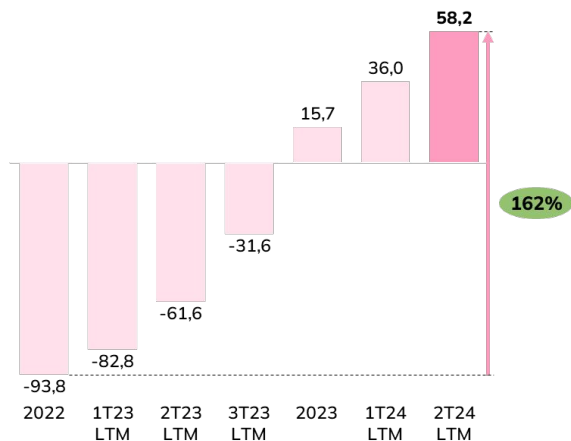
¹ Exclui itens extraordinários.

Na visão LTM fica claro **nossa melhora operacional consistente e contínua**

EBITDA ajustado LTM ¹

(R\$ milhões)

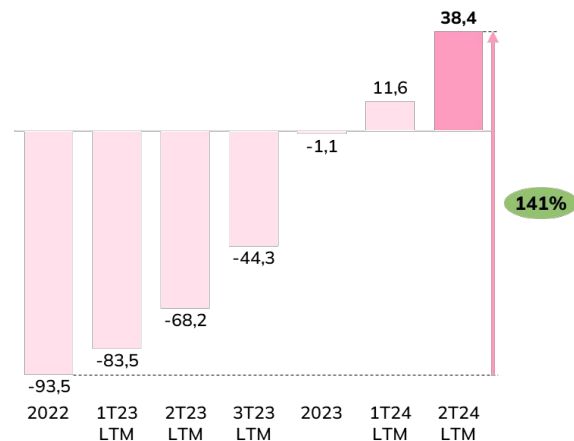
Controladora



EBITDA ajustado LTM ¹

(R\$ milhões)

Consolidado



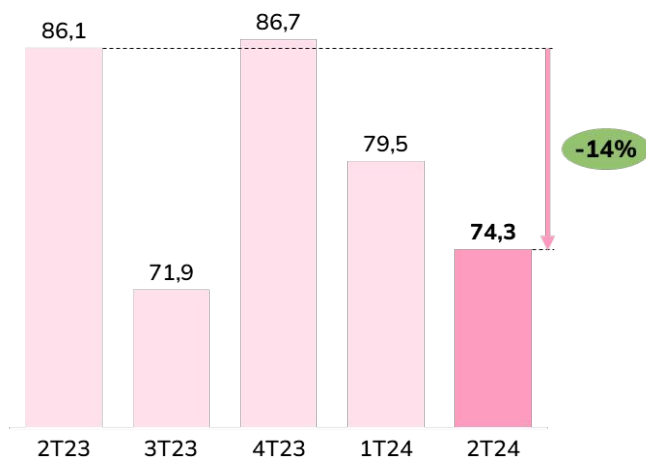
¹ EBITDA ajustado LTM = EBITDA considerando os últimos doze meses (LTM = Last twelve months) e excluindo itens extraordinários.

Conforme nossos pilares para o ano, **seguimos com a mão no volante no controle de custos e despesas da Companhia**

Despesas operacionais consolidado

(Excluindo itens extraordinários)

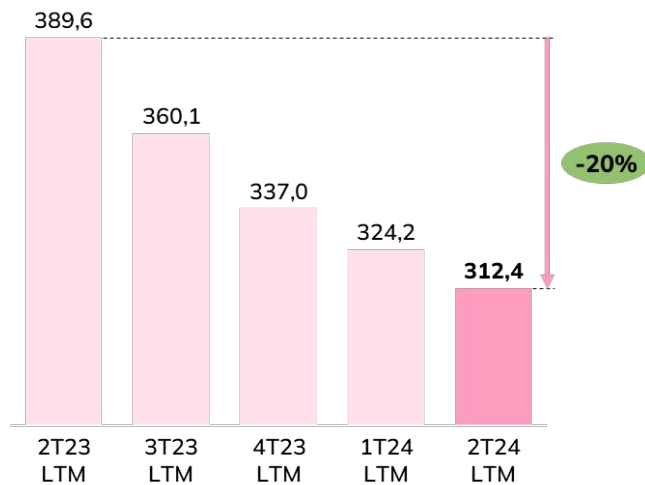
(R\$ milhões)



Despesas operacionais consolidado LTM

(Excluindo itens extraordinários)

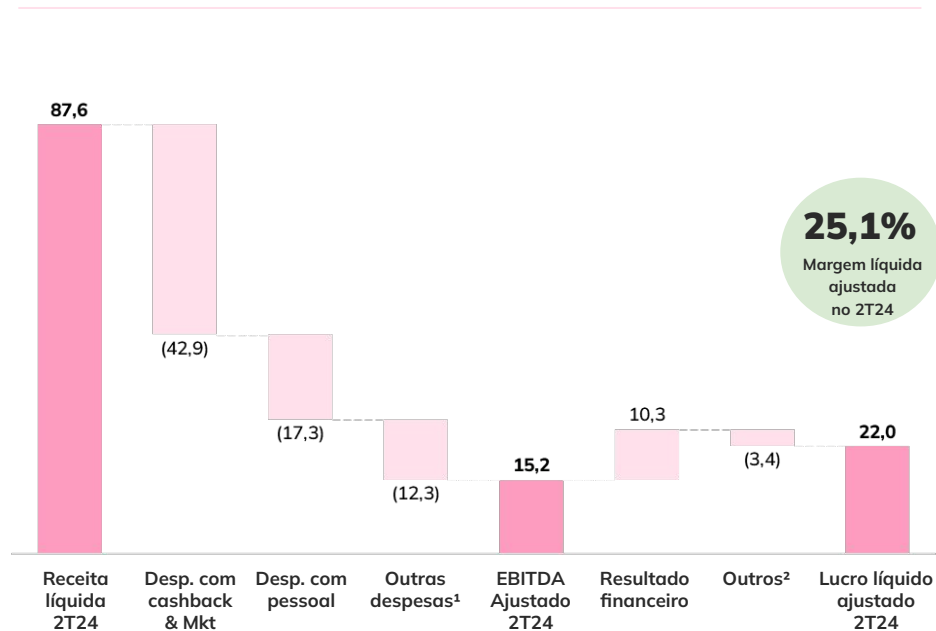
(R\$ milhões)



Atingimos um lucro líquido ajustado de R\$ 22 milhões com uma margem líquida ajustada de 25,1% no consolidado, representando um aumento de 2,0 p.p contra a margem do trimestre anterior

Resultado líquido ajustado consolidado

(R\$ milhões)



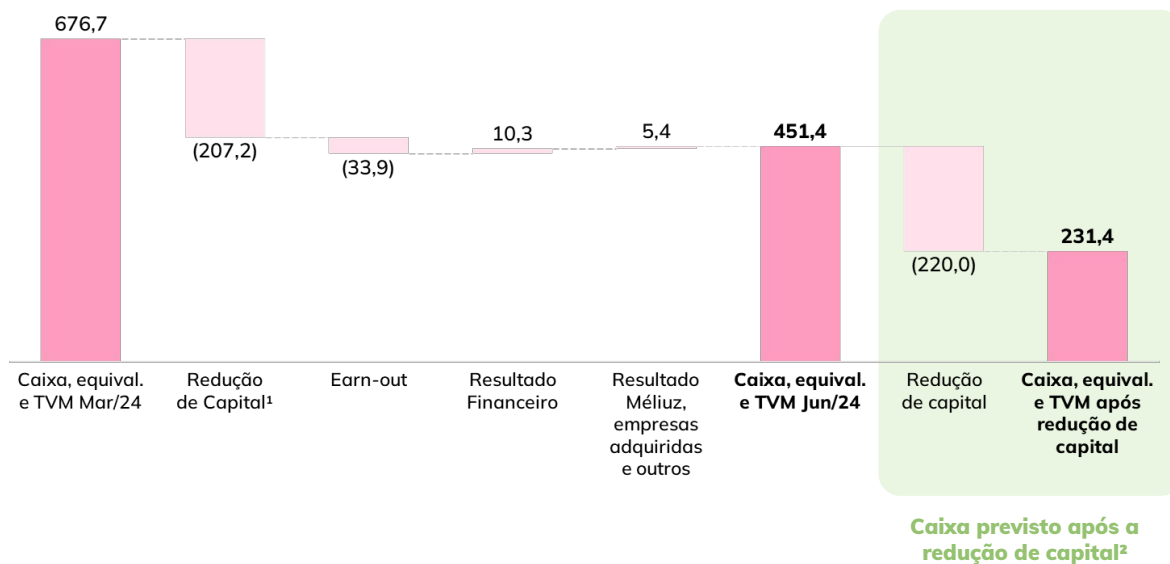
¹ Outras despesas: desconsidera R\$ 82,8 milhões referente ao impairment de Picodi.

² Outros: depreciação, amortização e impostos.

Seguimos gerando caixa nas operações, permanecendo com uma posição robusta mesmo após a redução de capital

Caixa, Equivalentes de Caixa e TVM consolidado

(R\$ milhões)

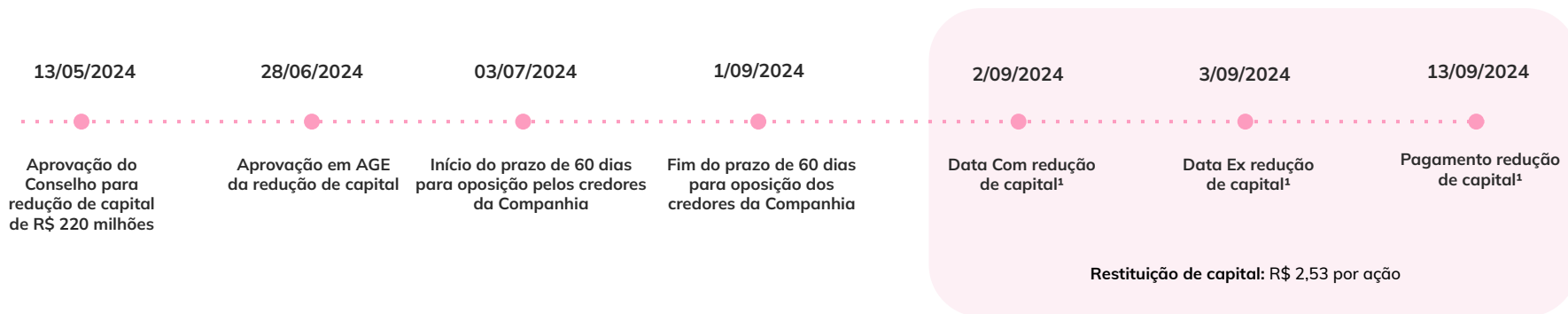


¹ O valor aprovado referente à redução de capital foi de R\$ 210 milhões. No entanto, alguns acionistas da Companhia estão com o cadastro desatualizado na B3 e, portanto, impossibilitados de receber o valor devido.

² A redução de capital foi aprovada na AGE do dia 28/06/2024.

Cronograma da redução de capital:

Em junho foi aprovado em AGE a redução de capital no valor de R\$ 220 milhões

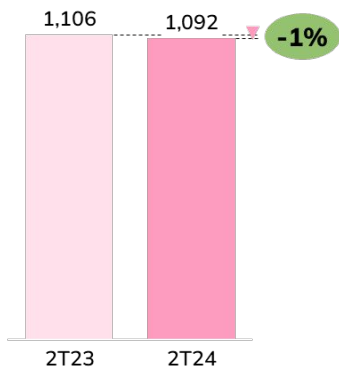


¹ Datas estimadas caso a redução de capital se torne efetiva sem a oposição de credores.

A melhora de receita e margem do Shopping Brasil segue sendo um dos principais drivers para o resultado da Companhia

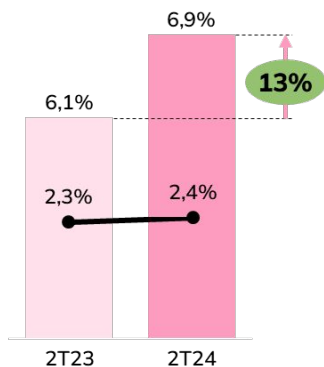
GMV

Shopping Brasil
(R\$ milhões)



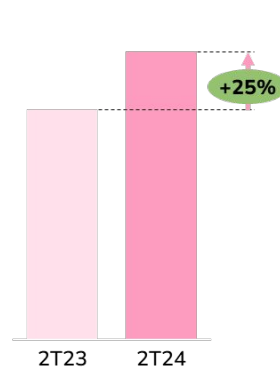
Take rate e net take rate

Shopping Brasil
(%)



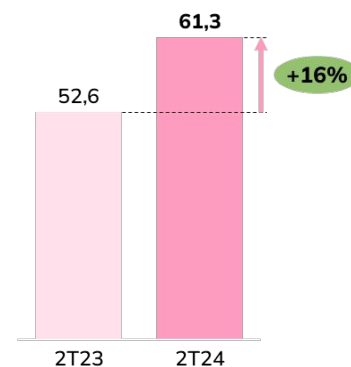
Novos compradores

Shopping Brasil



Receita líquida

Shopping Brasil
(R\$ milhões)

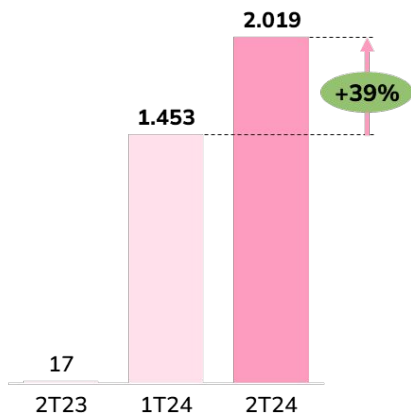


Take rate Net take rate

A vertical de serviços financeiros segue crescendo, gerando engajamento e se convertendo em motor de geração de resultado

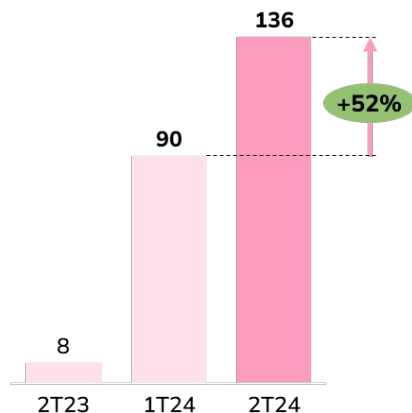
Contas digitais abertas ¹

(Acumulado - # mil)



Cartões de créditos emitidos

(Acumulado - # mil)



Receita líquida de serv. financeiros

(R\$ milhões)



■ Migração das contas Méliuz para a parceria com o BV
■ Parceria com o BV e cartão legado

¹ Parte das contas digitais abertas/cartões emitidos do 1T24 são referentes a migração das contas/cartões Acesso para a parceria com o BV.

Em agosto começaremos o rollout da nova feature de serviços financeiros:

Cofrinho Méliuz

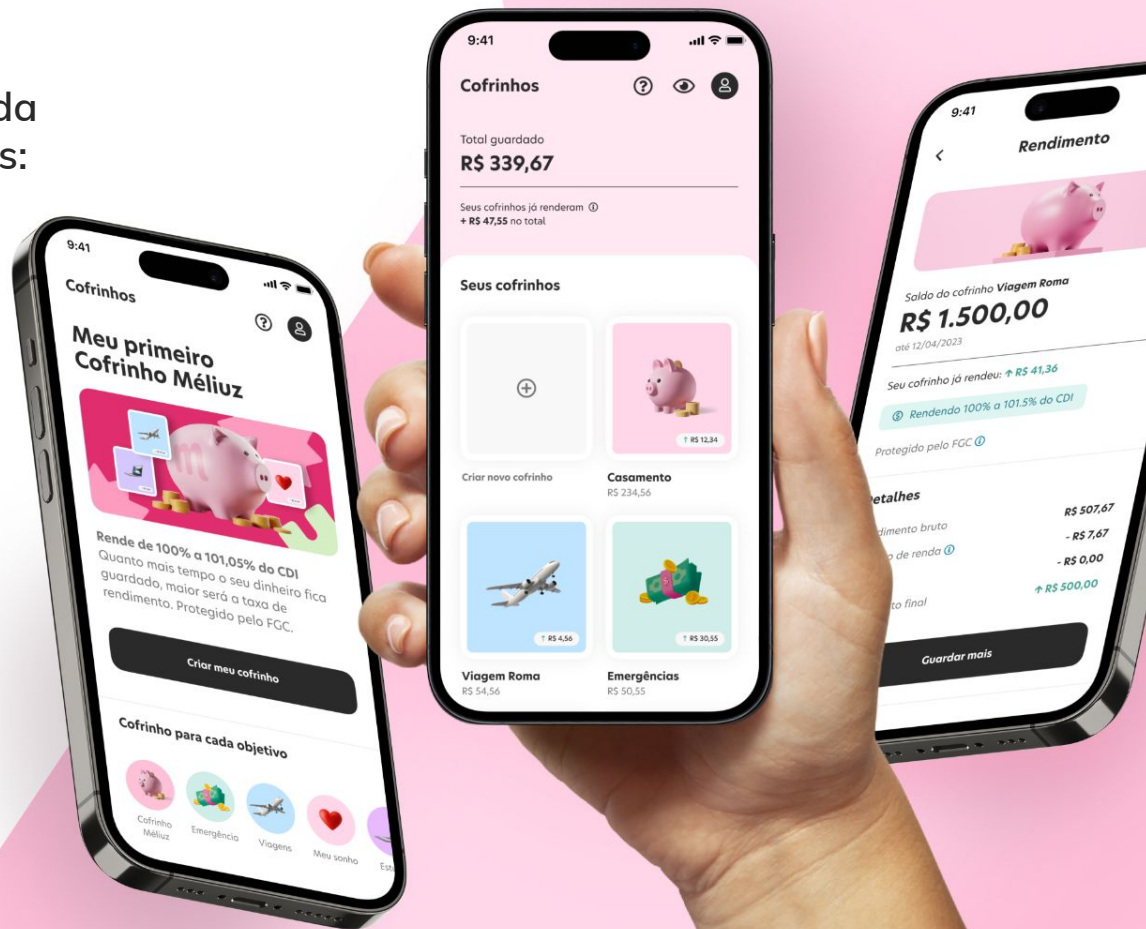
Investimento em títulos CDB de forma simplificada e customizada.

- ✓ Maior engajamento no uso da conta
- ✓ Incremento de receita direta e indireta
- ✓ Cross-sell com outros produtos do ecossistema Méliuz

Cronograma:

Ago/24: 1ª fase piloto

Set/24: Liberação para os usuários que possuem conta digital no Méliuz



Seguimos *on track* com os nossos 4 macro objetivos para 2024

Pilares para 2024



Crescimento do Shopping Brasil

Aumento da receita com aceleração de verticais mais rentáveis e manutenção dos patamares de net take rate.



Inovação no *Core Business*

Lançamento de novos produtos que geram recorrência e resultado incremental para usuários e parceiros.



Escalada de Serviços Financeiros

Aceleração da oferta de conta e cartão, aliado ao desenvolvimento de novos produtos.



Eficiência Operacional

Manutenção da disciplina no controle de custos e despesas da companhia.

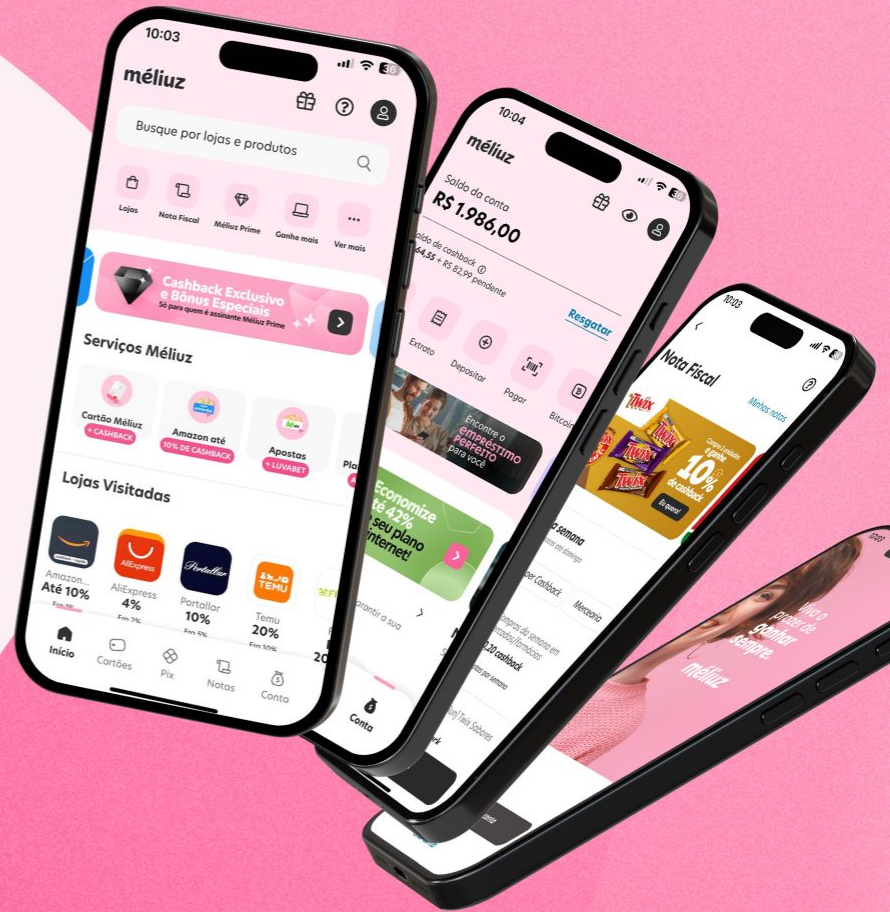
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méliuz

2Q24 Earnings Presentation

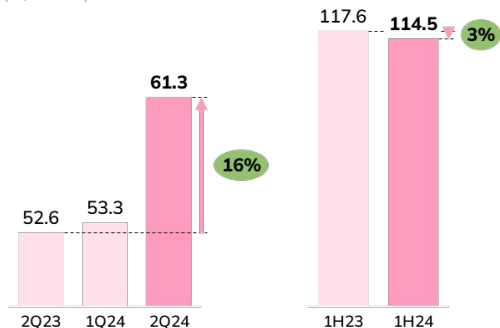
August 9, 2024



Solid operating results with growth in revenue and EBITDA margin

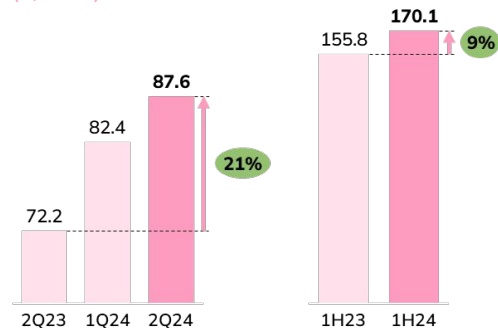
Shopping Brazil net revenue

(R\$ million)



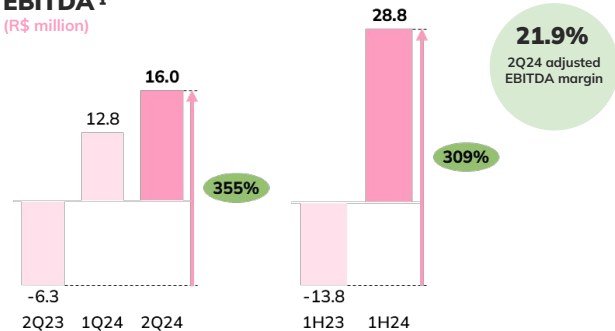
Consolidated net revenue

(R\$ million)



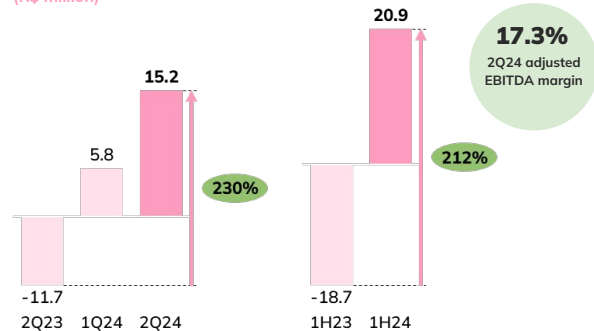
Parent company adjusted EBITDA ¹

(R\$ million)



Consolidated adjusted EBITDA ¹

(R\$ million)

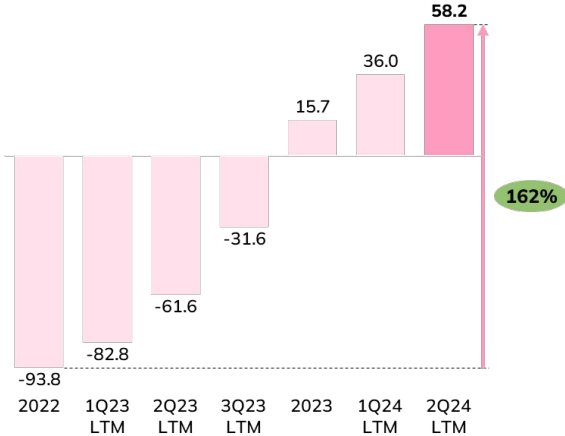


¹ Excludes extraordinary items.

In the LTM view, our consistent and continuous operational improvement is evident

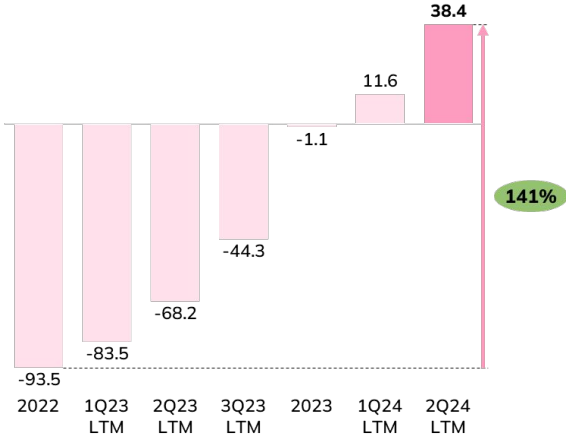
LTM adjusted EBITDA (R\$ million)

Parent company



LTM adjusted EBITDA ¹ (R\$ million)

Consolidated



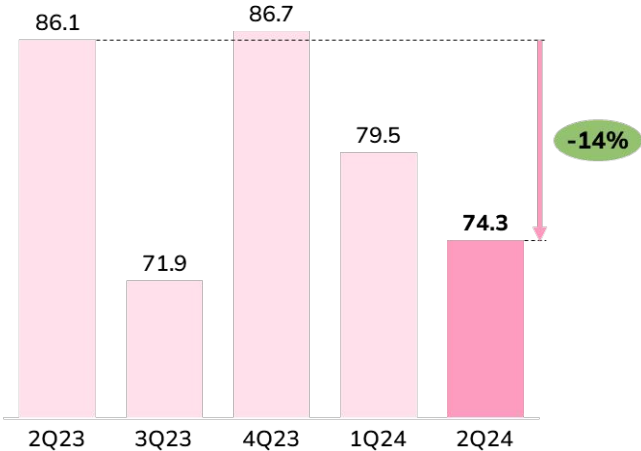
¹ LTM adjusted EBITDA = Last twelve months EBITDA excluding extraordinary items

In line with our pillars for the year, **we continued to keep a tight hand on the wheel when it came to controlling the company's costs and expenses**

Consolidated operating expenses

(Excluding extraordinary items)

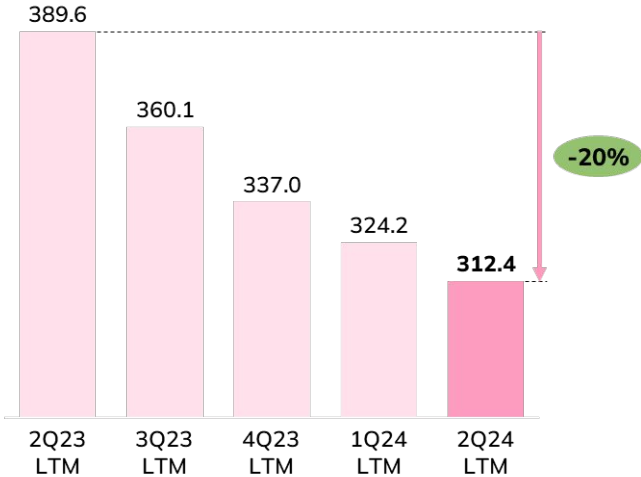
(R\$ million)



LTM consolidated operating expenses

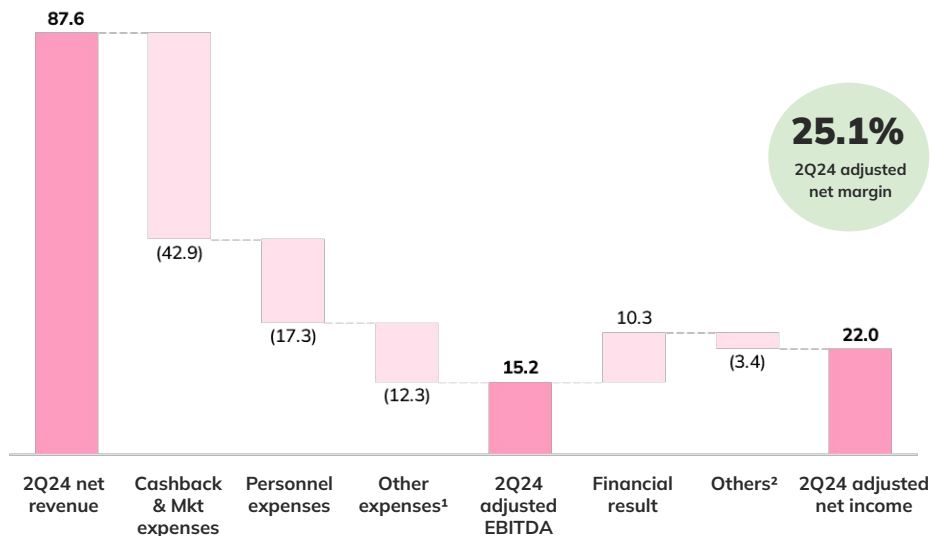
(Excluding extraordinary items)

(R\$ million)



We achieved a **adjusted net profit of R\$ 22 million** with a **adjusted net margin of 25.1%** in the consolidated, representing an increase of 2.0 p.p. against the previous quarter's margin

Adjusted consolidated net income (R\$ million)



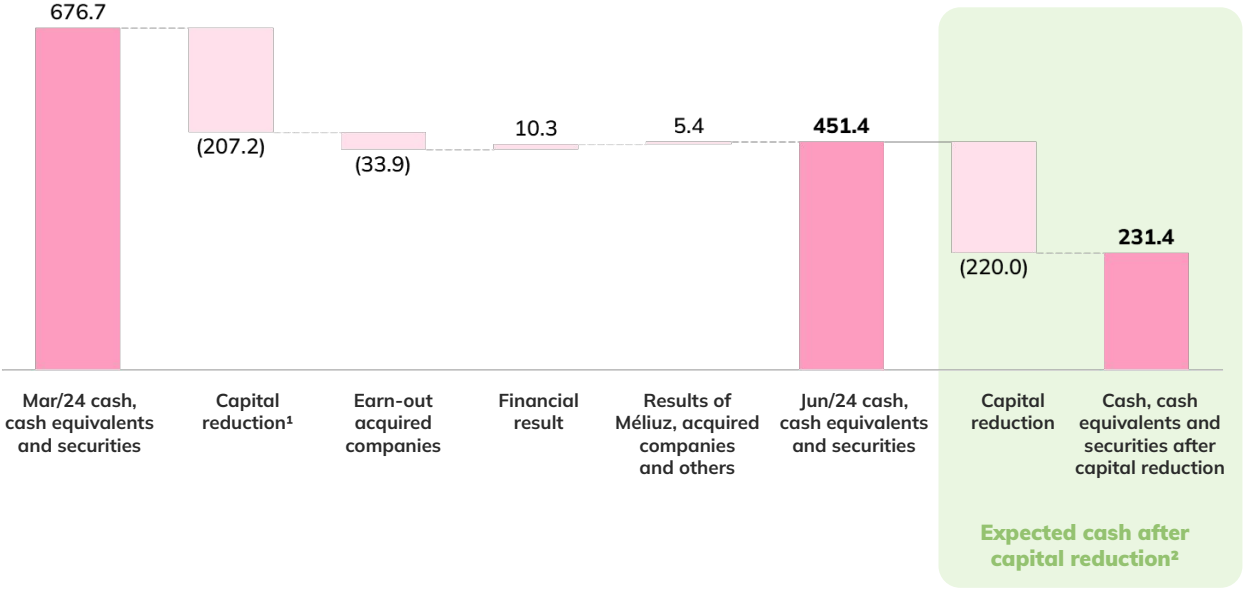
¹ Other expenses: disregards R\$ 82.8 million related to the impairment of Picodi.

² Others: Depreciation, amortization and taxes.

We continue generating cash from operations, remaining in a robust position even after the capital reduction

Consolidated cash, cash equivalents and securities

(R\$ million)

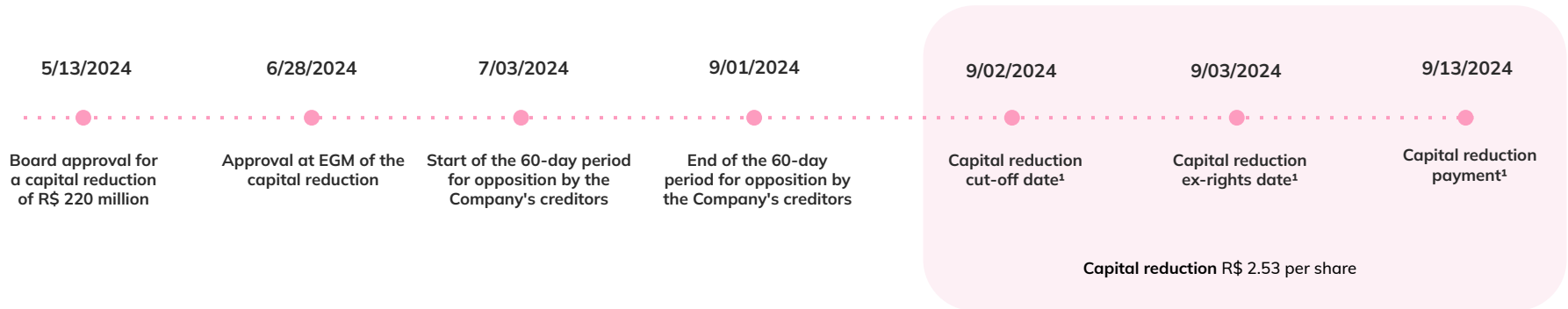


¹ The amount approved for the capital reduction was R\$210 million. However, some of the company's shareholders are not up to date with their registration with B3 and are therefore unable to receive the amount due.

² The capital reduction was approved at the AGM on 28/06/2024.

Capital reduction schedule:

In June, a capital reduction of R\$ 220 million was approved at the EGM

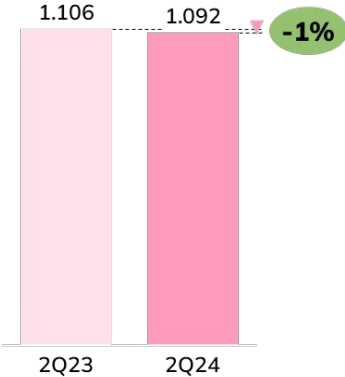


¹ Estimated dates if the capital reduction becomes effective without the opposition of creditors.

The improvement in revenue and margin at Shopping Brazil continues to be one of the main drivers of the company's results

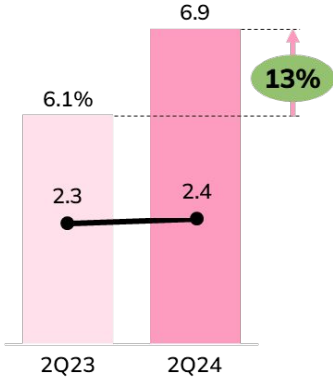
GMV

Shopping Brazil
(R\$ million)



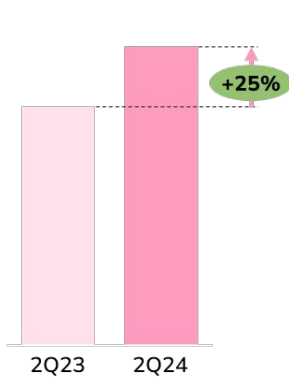
Take rate and net take rate

Shopping Brazil
(%)



New buyers

Shopping Brazil



Net revenue

Shopping Brazil
(R\$ million)

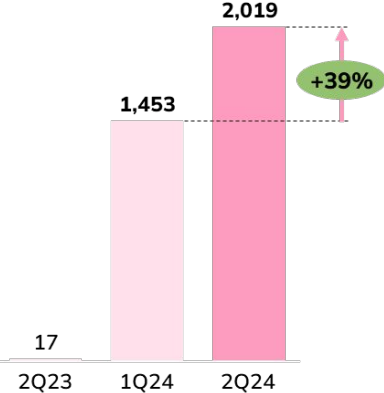


Take rate Net take rate

The financial services vertical continues to grow, generating engagement and becoming an engine for generating results

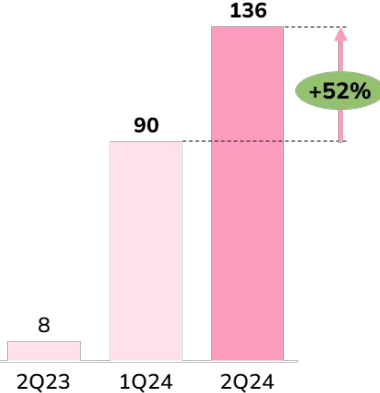
Open digital accounts ¹

(Accumulated - # thousand)



Credit cards issued

(Accumulated - # thousand)



Financial services net revenue

(R\$ million)



- Migration of Méliuz accounts and cards to the partnership with BV
- Partnership with BV and legacy card

¹ Part of the digital accounts/cards issued in 1Q24 refer to the migration of Acesso accounts/cards to the partnership with BV.

In August we'll start the rollout of the new financial services feature: **Cofrinho Méliuz**

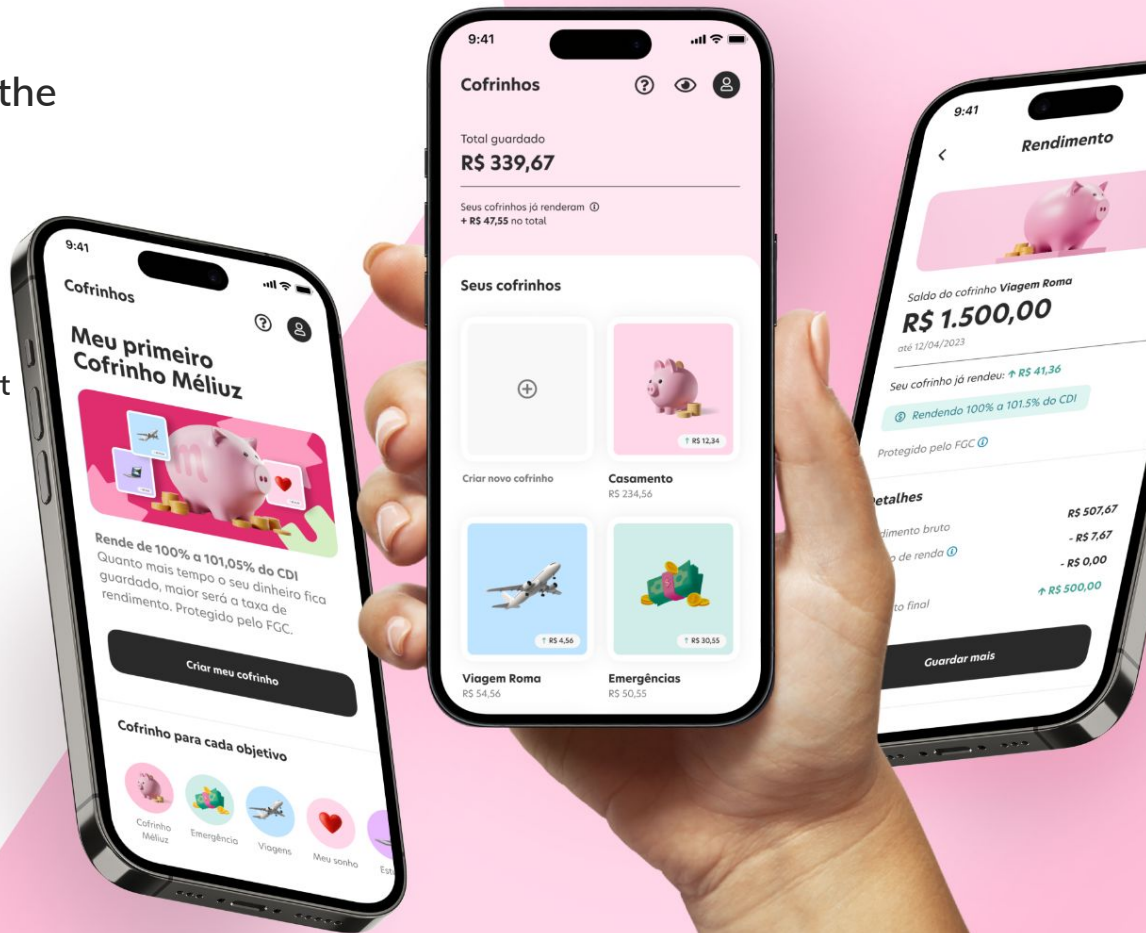
Invest in CDB securities in a simplified and customized way

- ✓ Higher engagement in the use of the account
- ✓ Increase in direct and indirect revenue
- ✓ Cross-sell with other products in the Méliuz ecosystem

Schedule:

Aug/24: 1st pilot stage

Sep/24: Release to users with a Méliuz digital account



We remain on track with our 4 macro objectives for 2024

Pillars for 2024



Growth of Shopping Brasil

Increase in revenue with acceleration in more profitable verticals and maintenance of net take rate.



Innovation in Core Business

Launch of new products that generate recurring revenue and incremental results for users and partners.



Ramp-up of Financial Services

Acceleration of account and card offering, coupled with the development of new products.



Operational Efficiency

Maintenance of discipline in controlling the company's costs and expenses.

méliuz

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