



# lwsa

## APRESENTAÇÃO DE RESULTADOS

3T24

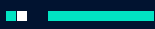
08/11/2024



## Disclaimer



As afirmações contidas neste documento relacionadas a perspectivas sobre os negócios, projeções sobre resultados operacionais e financeiros e aquelas relacionadas a perspectivas de crescimento da LWSA S/A são meramente projeções e, como tais, são baseadas exclusivamente nas expectativas da Diretoria sobre o futuro dos negócios. Essas expectativas dependem, substancialmente, das condições de mercado, do desempenho da economia brasileira, do setor e dos mercados internacionais e, portanto, sujeitas à mudança sem aviso prévio. Todas as variações aqui apresentadas são calculadas com base nos números em milhões de reais (exceto quando informado), assim como os arredondamentos. O presente relatório de desempenho inclui dados contábeis e não contábeis tais como operacionais, financeiros orgânico e proforma e projeções com base na expectativa da Administração da Companhia. Os dados não contábeis não foram objeto de revisão por parte dos auditores independentes da Companhia



Fernando Cirne  
CEO

lwsa

## **Mensagens do trimestre**

**Fundamentos operacionais continuam sólidos**

**Margens continuam apresentando expansão**

**Foco na aceleração do crescimento**

**Inovação: importantes lançamentos no trimestre**

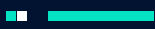
**Retorno ao Acionista: Recompra e Dividendos**

## Novo CFO e IRO



**André Kubota**

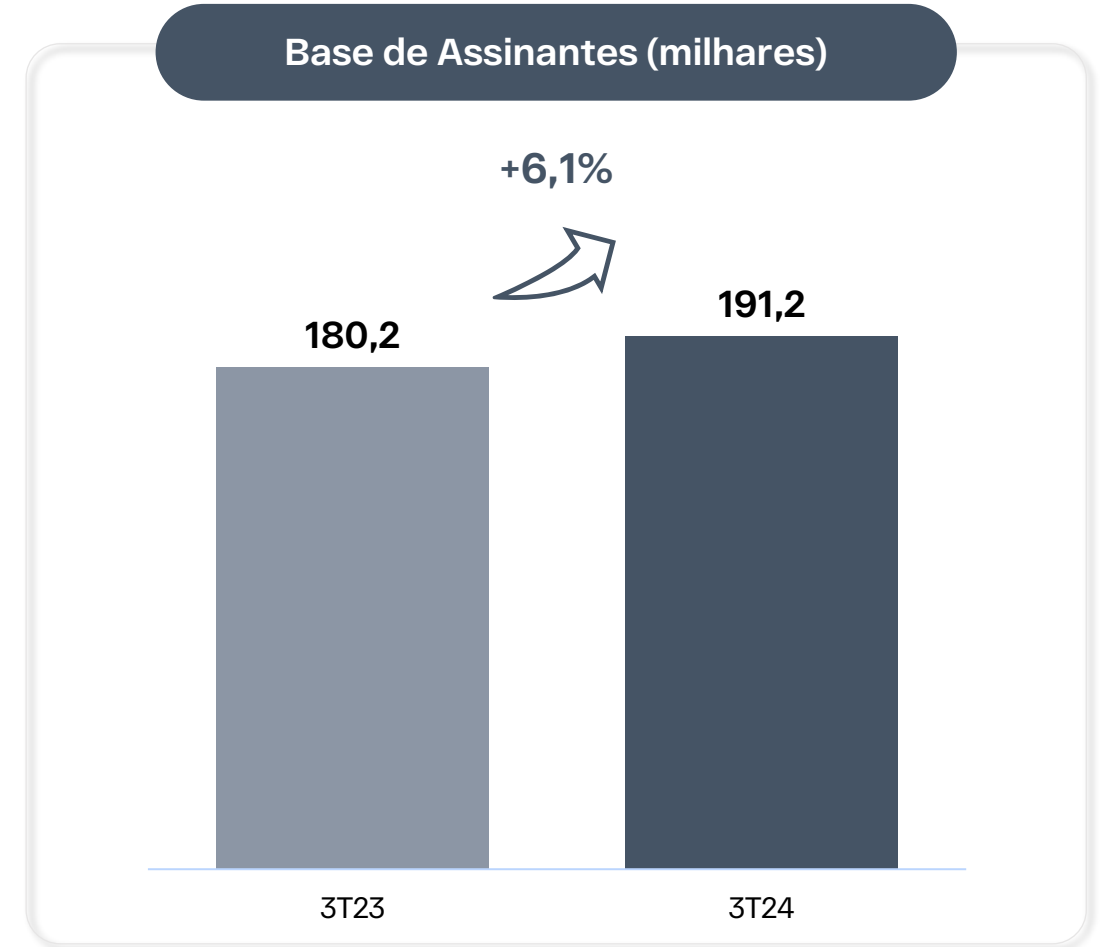
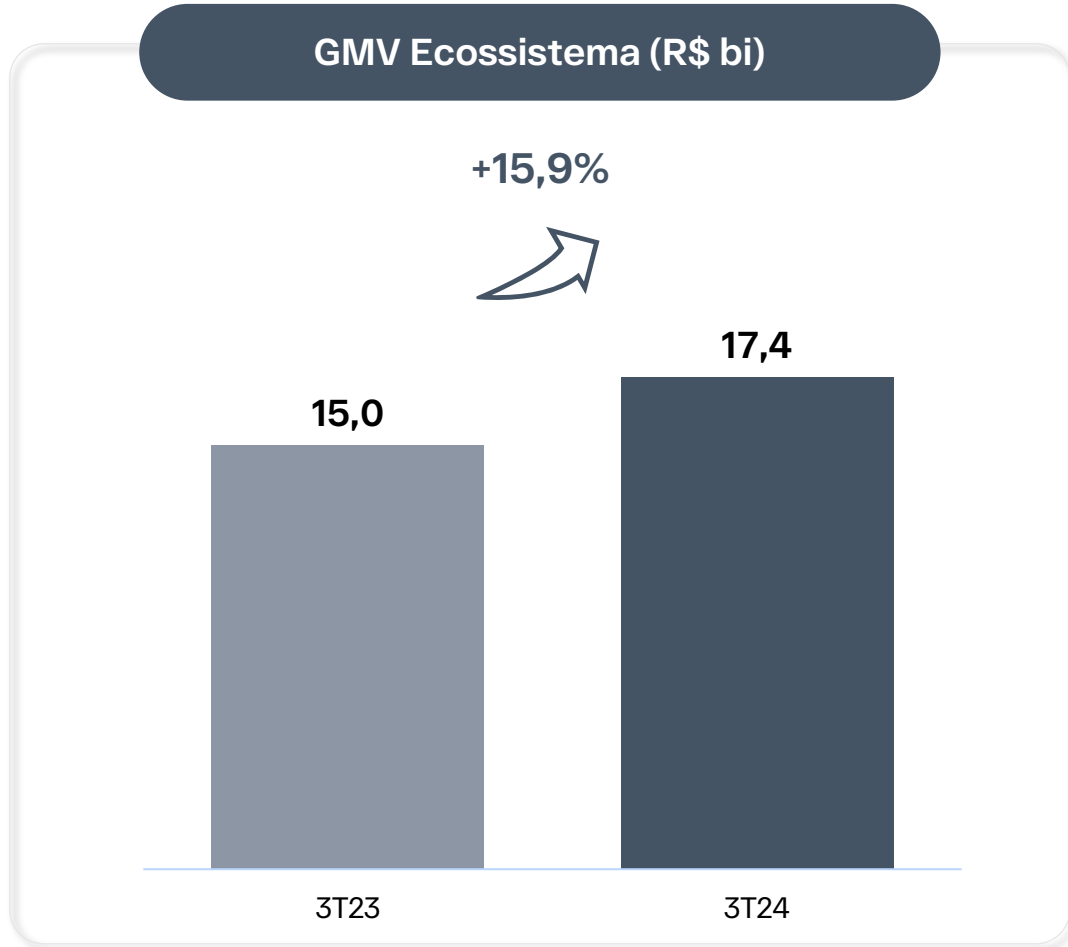
- Engenheiro de produção formado pela Universidade de São Paulo
- Possui formação executiva na Harvard e ISE Business School em inovação e liderança e Level III do CFA
- Passagens por bancos (Santander, Itaú e Itaú BBA) e foi sócio da Constellation Asset Management
- Atuou também na Hidrovias do Brasil, com passagens por Novos Negócios e M&A e como CFO e DRI durante o processo de IPO
- De 2022 a 2024, foi CFO da AmbarTech



Rafael Chamas  
COO

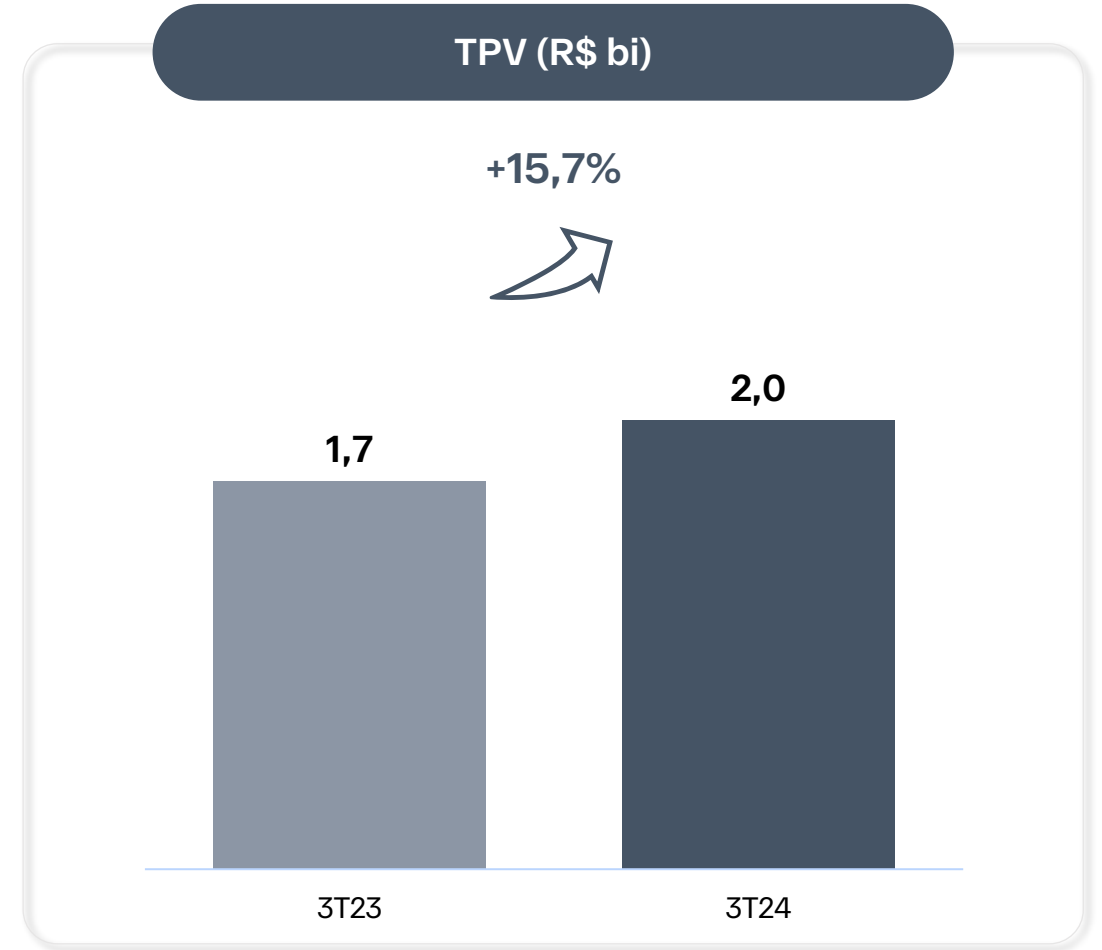
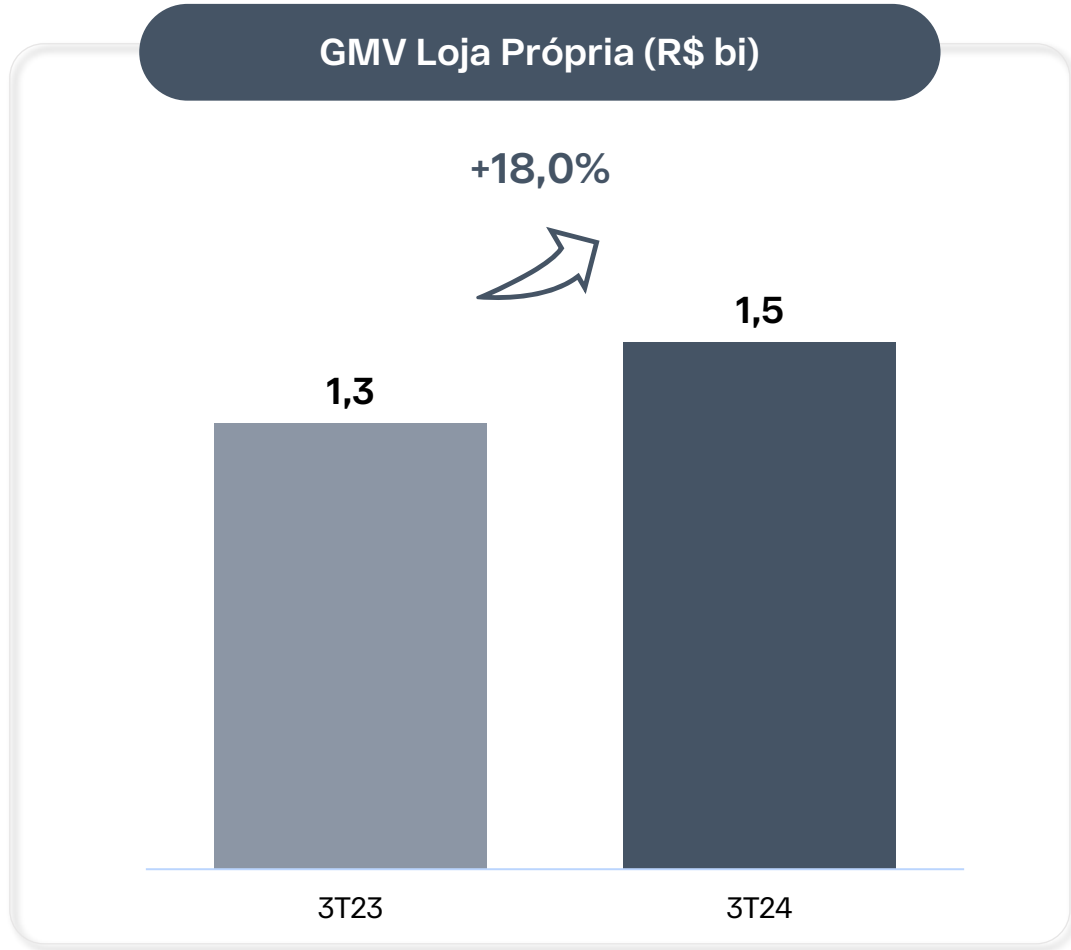
lwsa

## 1 Fundamentos continuam sólidos (1/2)



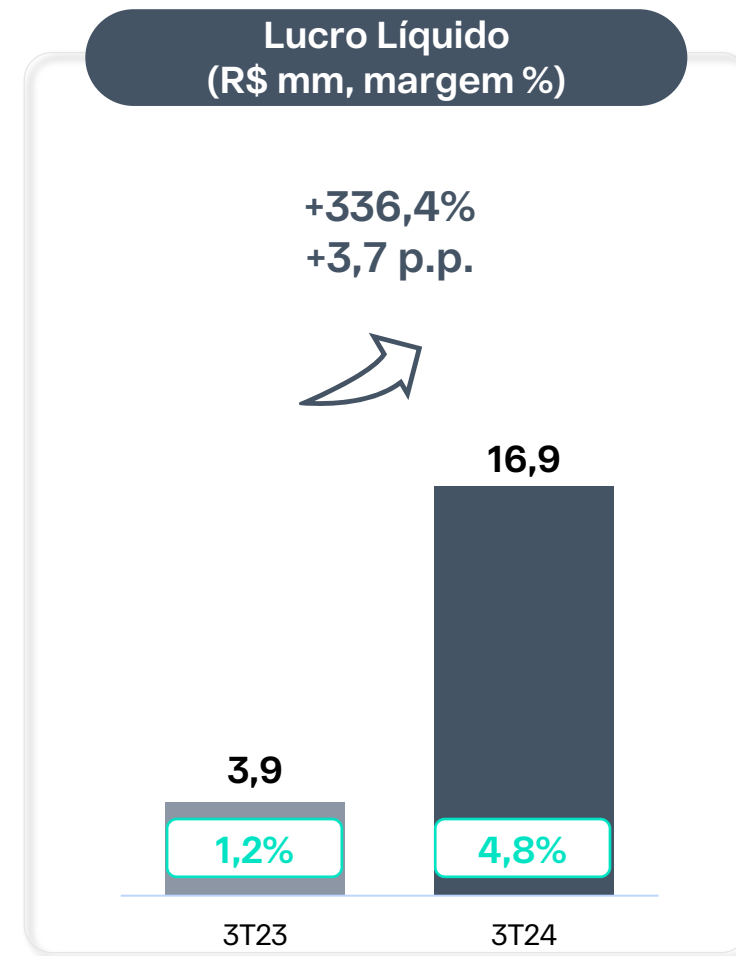
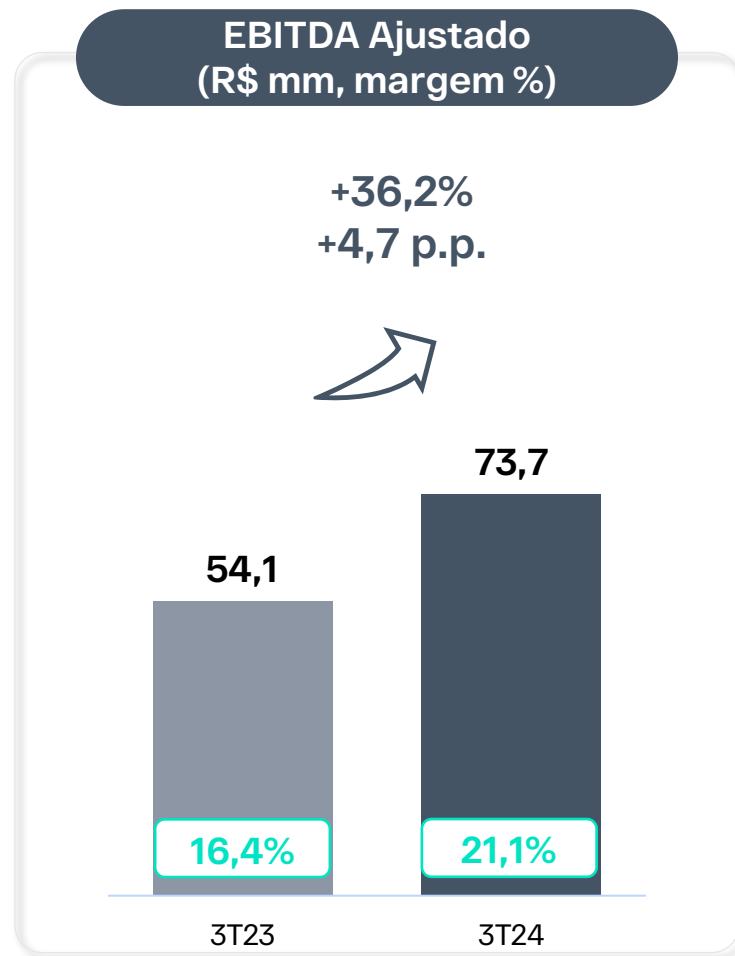
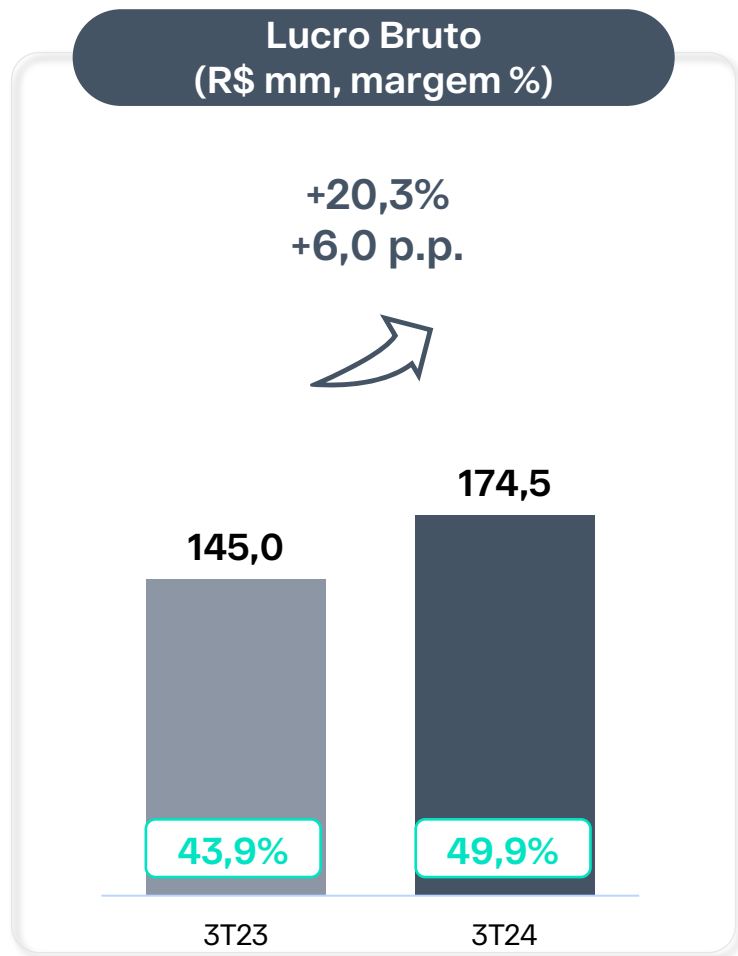
Receita de Assinatura de Plataforma  
(+25,7%)

## 1 Fundamentos continuam sólidos (2/2)





## 2 Rentabilidade continua apresentando expansão



## 3 Foco na aceleração do crescimento

Receita Líquida Consolidada  
(R\$ mm)

+5,8%



330,1

349,3

3T23

3T24

Receita Líquida Consolidada  
Ex Squid (R\$ mm)

+11,7%



297,6

332,2

3T23

3T24

Receita Líquida Commerce  
Ex Squid (R\$ mm)

+18,0%



191,5

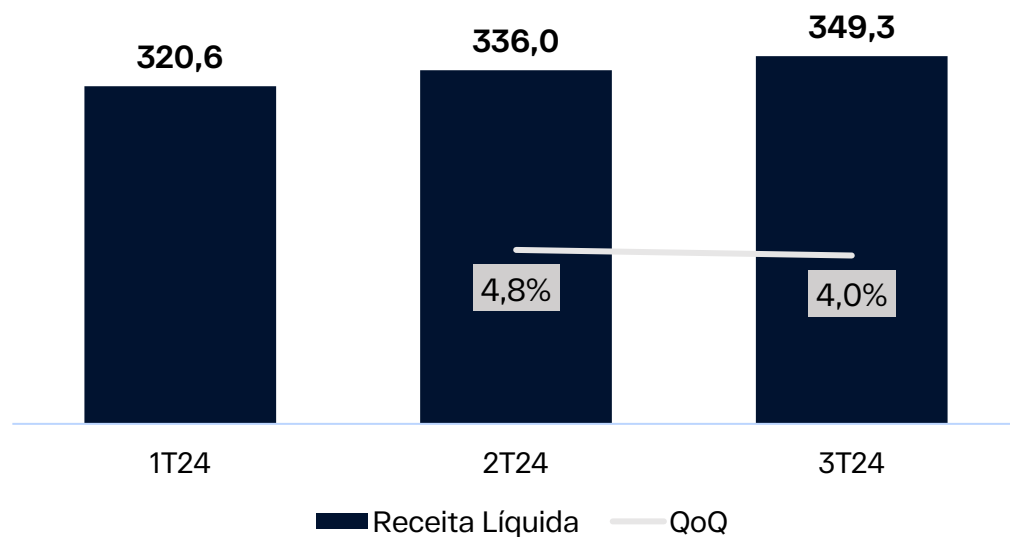
225,9

3T23

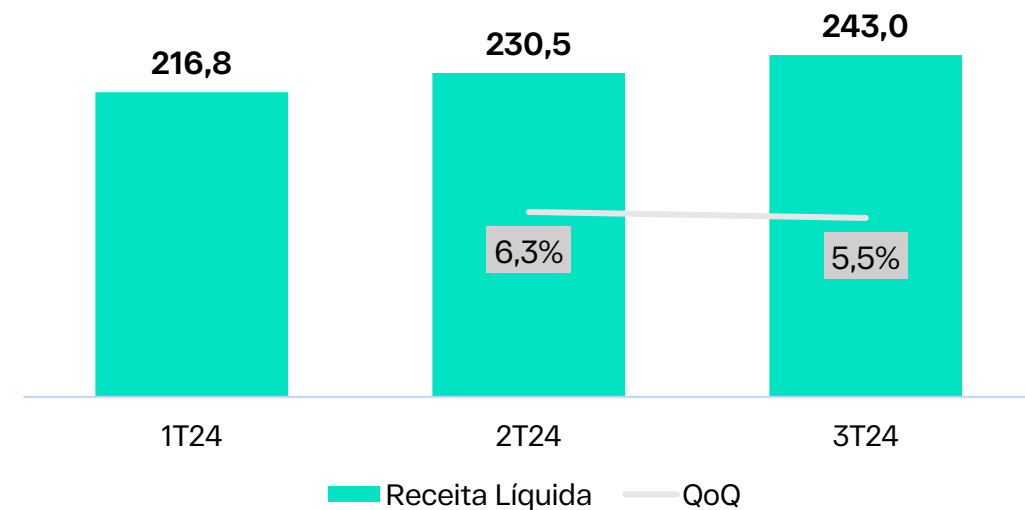
3T24

## 3 Crescimento QoQ

### Receita Líquida Consolidada (R\$ mm)



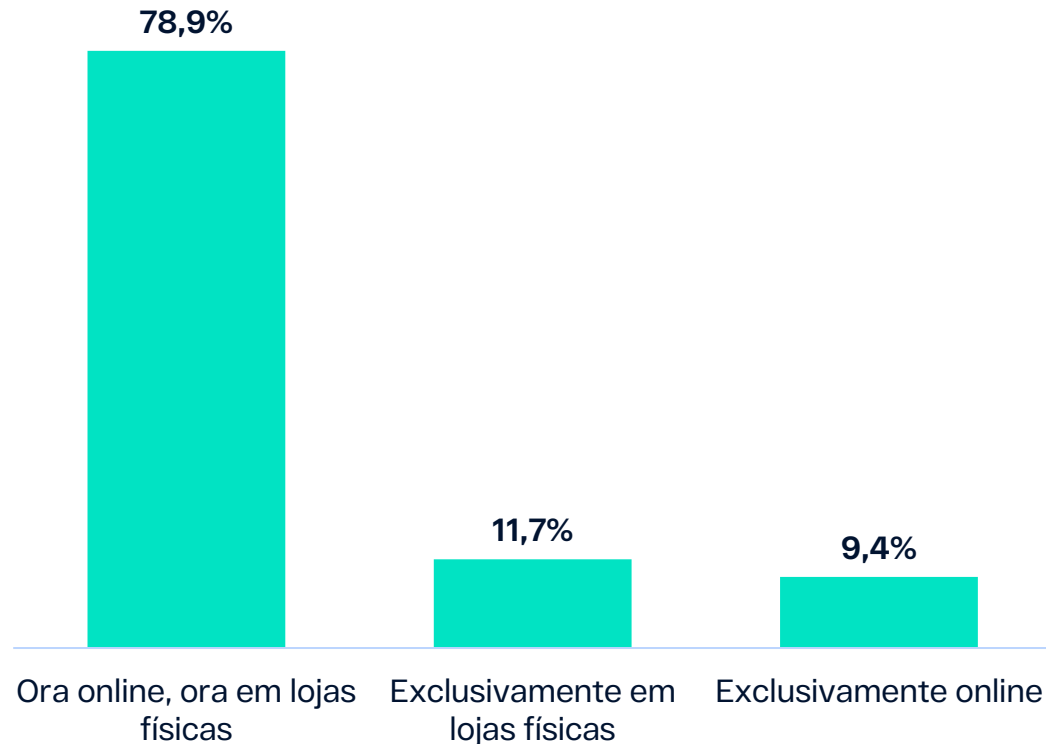
### Receita Líquida Commerce (R\$ mm)



## 4 Inovação – Pesquisa “A evolução da jornada do consumidor”

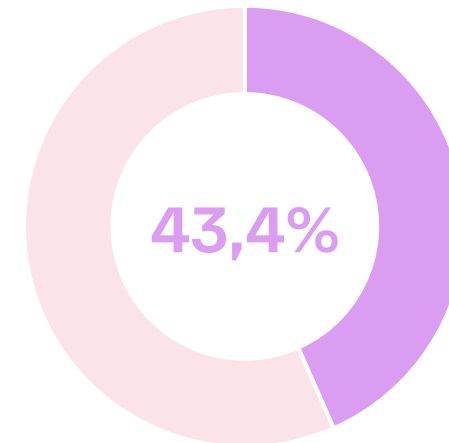
### Omnicanalidade

Onde geralmente fazem as compras?

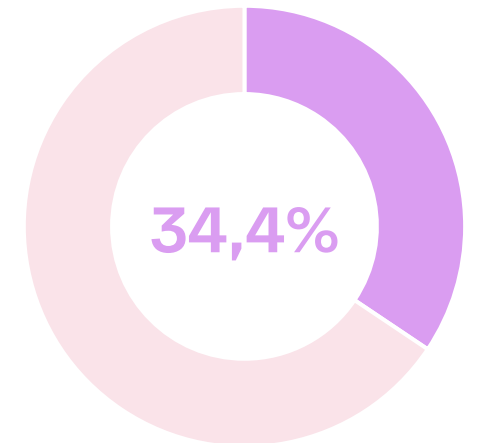


### Omnicanalidade

Quando você considera que há uma integração perfeita entre a loja online e física?



Quando o atendimento ao cliente é rápido e eficiente em todos os canais



Quando posso começar minha compra online e finalizar na loja física

## 4 Inovação – Tray PDV

Visão  
única do  
cliente

Software  
PDV



Emissor  
Fiscal



Estoque  
Integrado



Reversa e  
Retire Aqui



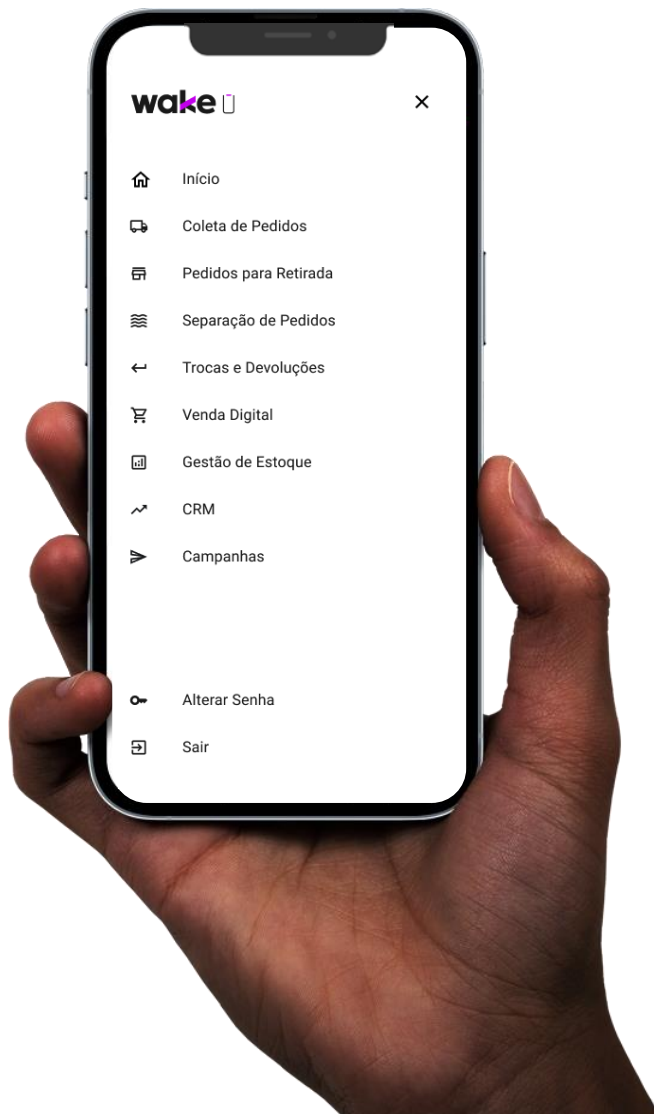
Entrega  
Regional



Loja Virtual  
Tray



## 4 Inovação – Wake U



## Unificamos toda informação que o time precisa ter para potencializar vendas

### Fulfillment de pedidos

Coletar itens, realocar e despachar pedidos

### Vendas mobile

Prateleira infinita, venda pelo celular, pagamento na maquininha e consultar o estoque de toda a rede

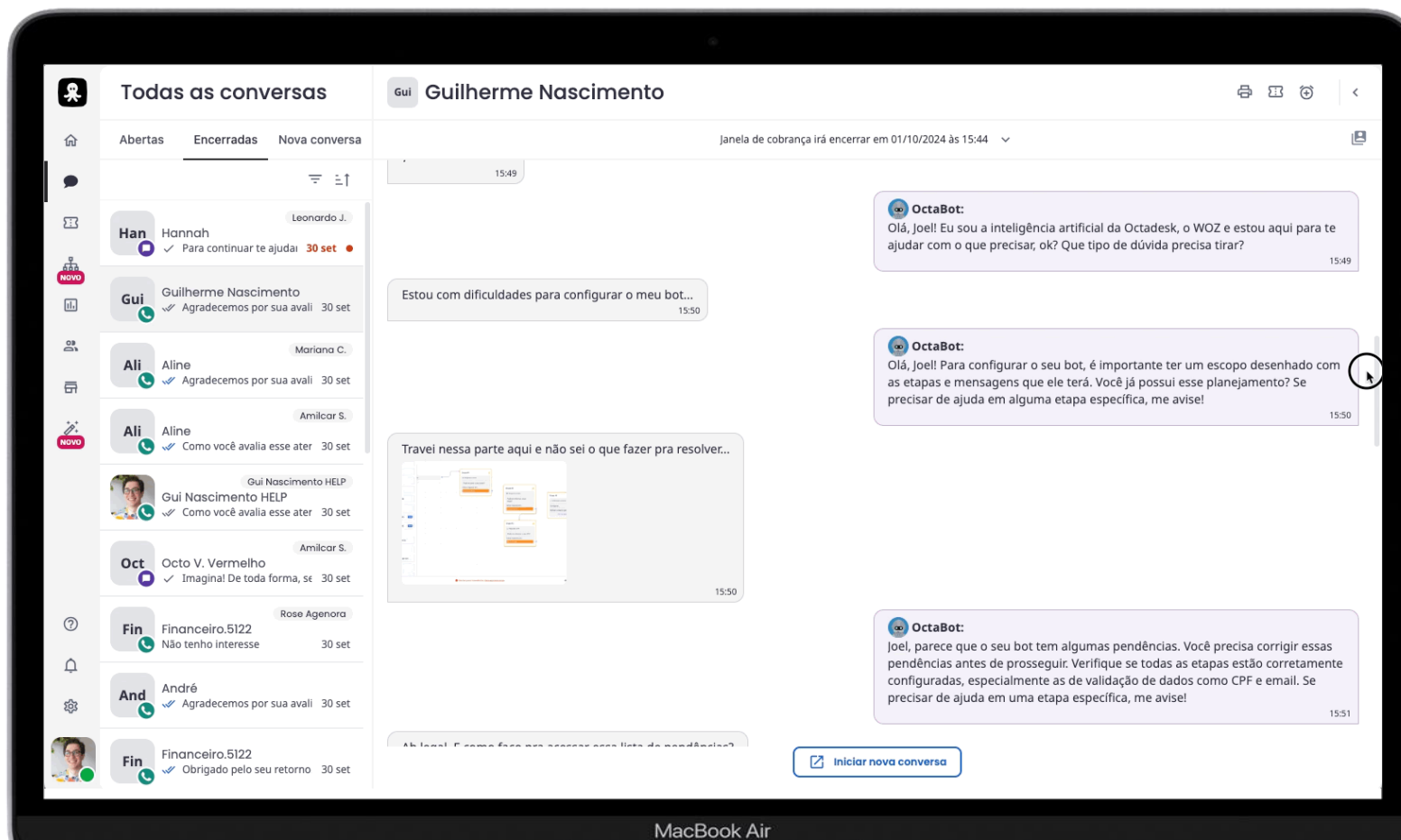
### Carteira de Clientes e Campanhas

Entender quem é o cliente e oferecer os produtos mais relevantes

### Gestão de clientes

Visão dos resultados de cada loja e desempenho de metas gamificadas em tempo real

## 4 Inovação – Woz (IA na Octadesk)



**Um Agente 100% contextualizado**

**Que otimiza o aprendizado para respostas cada vez mais assertivas**

**Com o conhecimento necessário para prestar qualquer atendimento**

## 5 Retorno ao Acionista

# R\$ 192,6 milhões em 2024

### Recompra de Ações

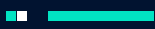
- R\$ 152,6 milhões de ações recompradas entre janeiro e outubro
- Cancelamento de **34.000.000** de ações, que representam 5,7% do total de ações da Companhia



### Dividendos

- Montante: R\$ 40,0 milhões
- Valor por ação R\$ **0,07164686**
- Pagamento em 21/11/2024





André Kubota  
CFO e IRO

lwsa

The logo for 'lwsa' is rendered in a large, bold, white sans-serif font. The letters are closely spaced, and the overall style is clean and modern. The 'l' is lowercase, while 'w', 's', and 'a' are also lowercase.

## Receita Líquida 3T24

R\$ mm

### CONSOLIDADO

**+5,8% YoY**  
**(+11,7% Ex Squid)**  
**+4,0% QoQ**

330,1

336,0

349,3

3T23

2T24

3T24

### COMMERCE

**+8,5% YoY**  
**(+18,0% Ex Squid)**  
**+5,5% QoQ**

224,1

230,5

243,0

3T23

2T24

3T24

### BEONLINE / SAAS

**+0,3% YoY**  
**+0,8% QoQ**

106,0

105,5

106,3

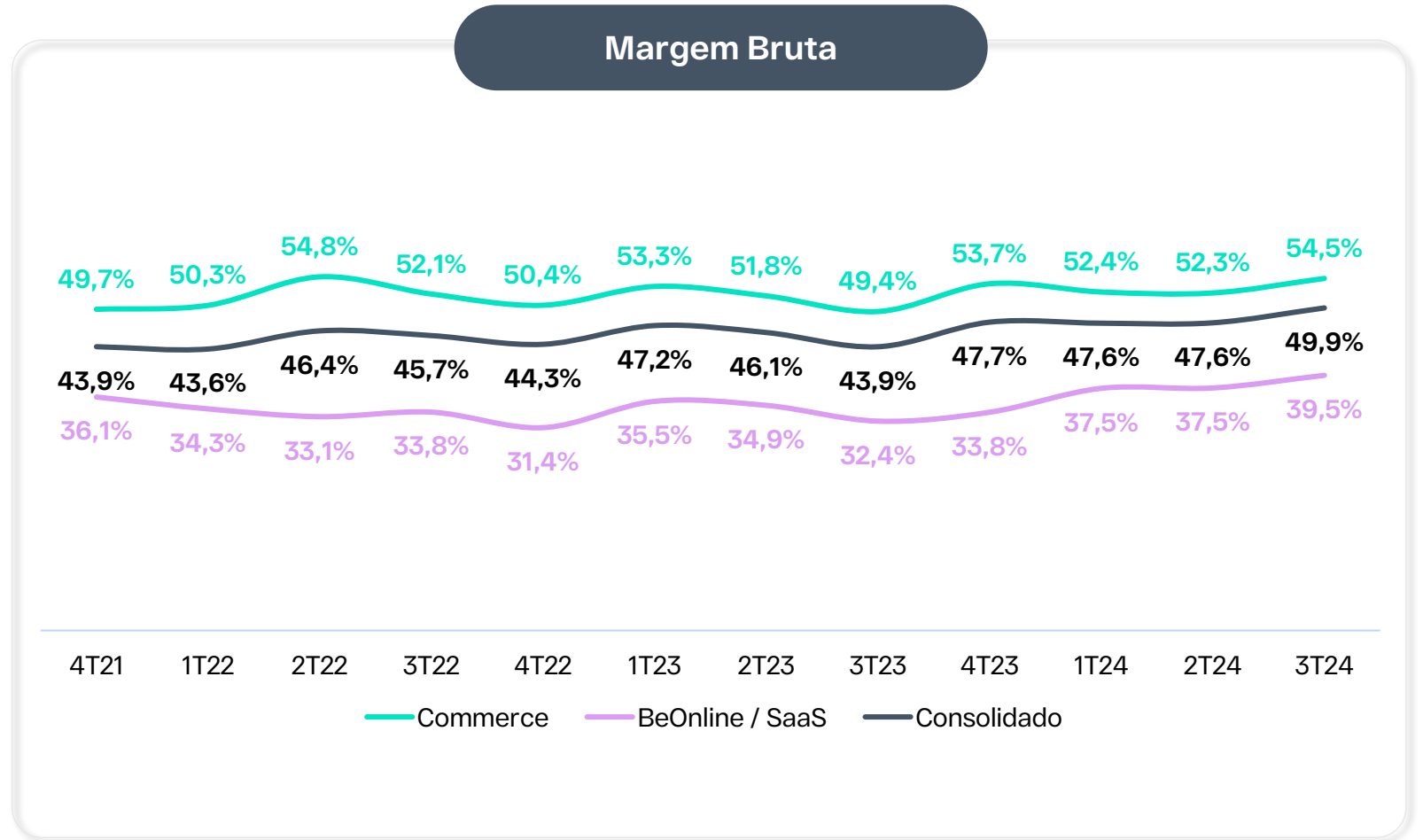
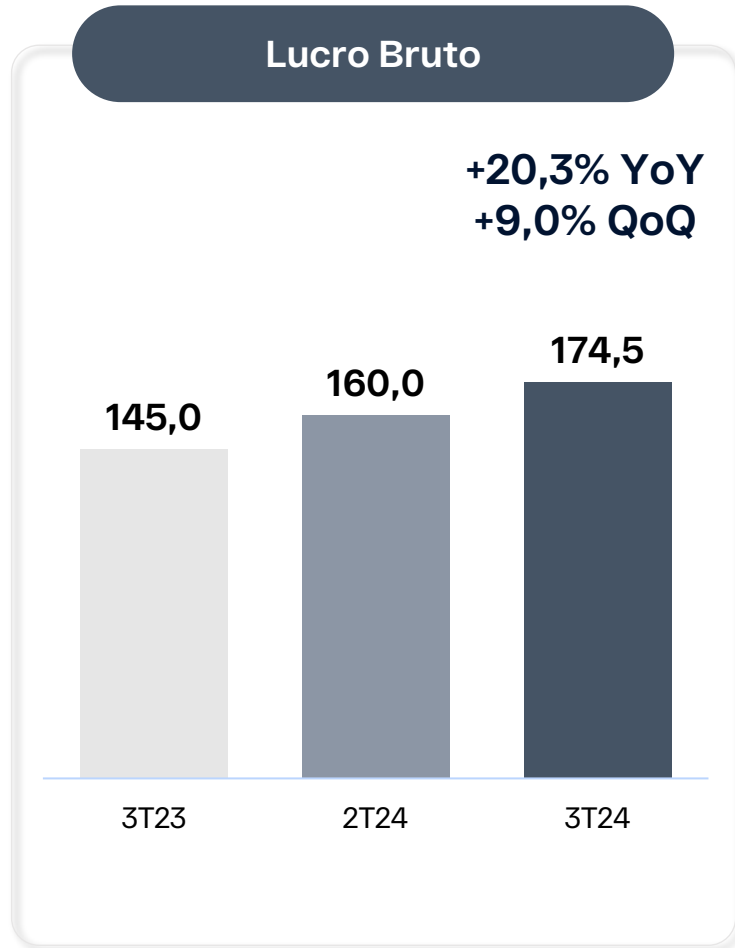
3T23

2T24

3T24

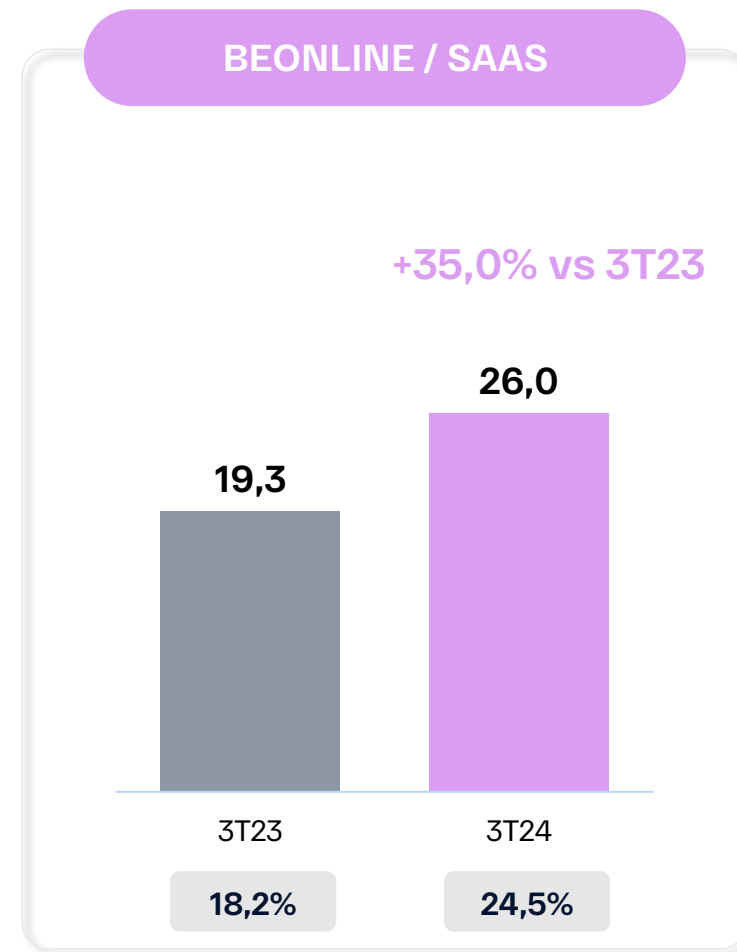
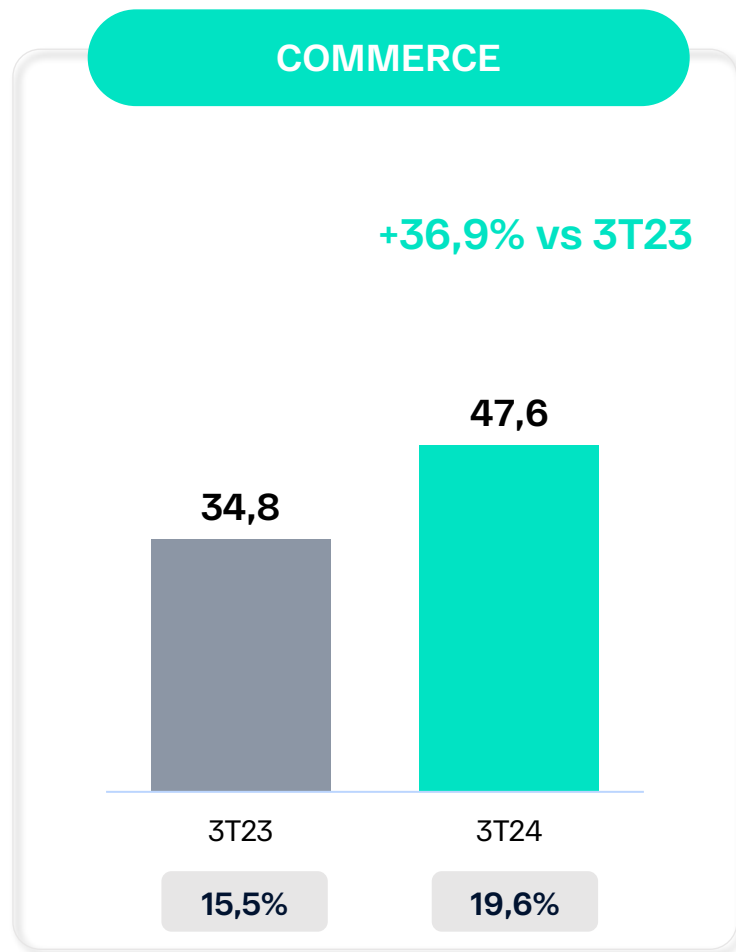
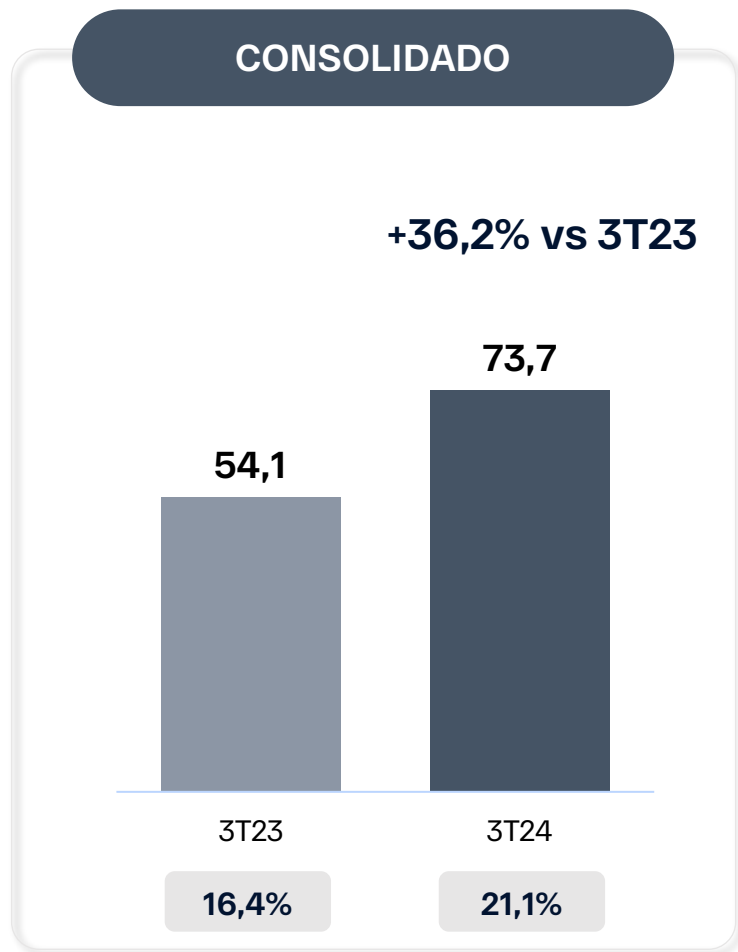
## Lucro Bruto e Margem Bruta

R\$ mm



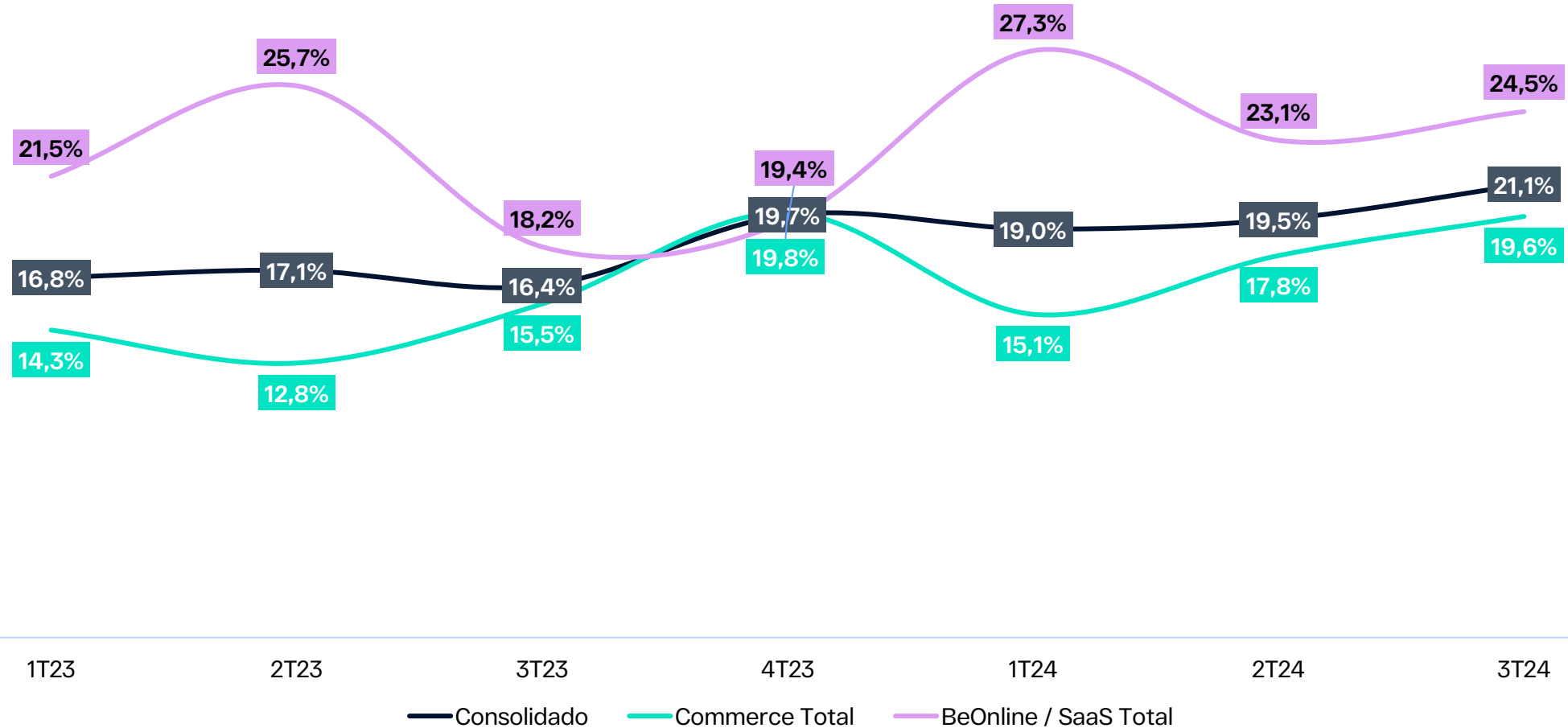
## EBITDA Ajustado<sup>1</sup> 3T24 vs 3T23

R\$ mm e Margem EBITDA Ajustada em %



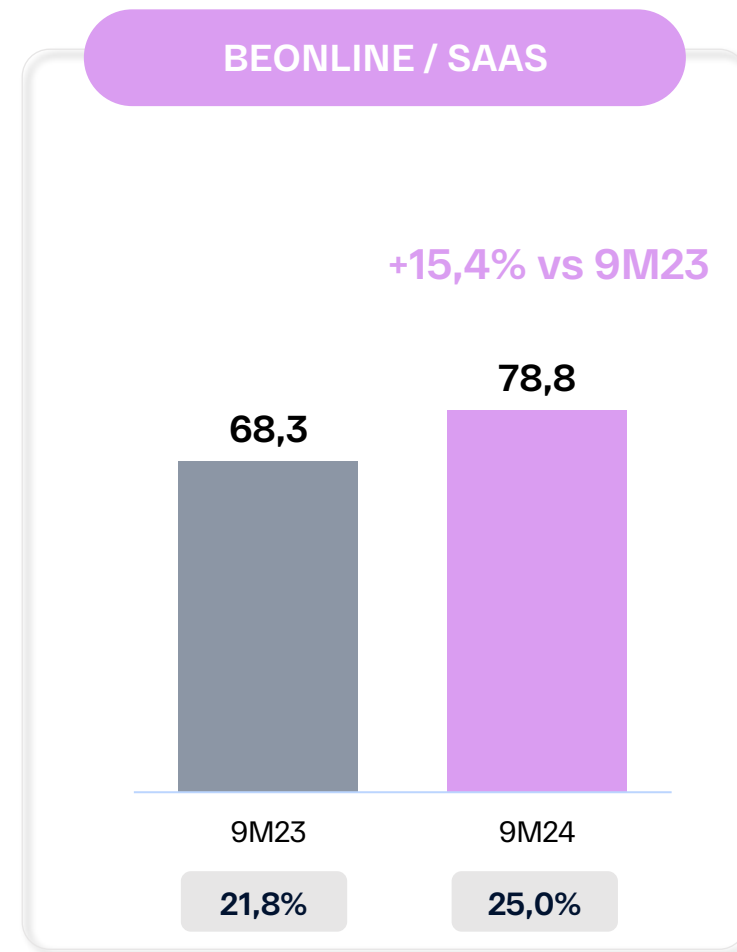
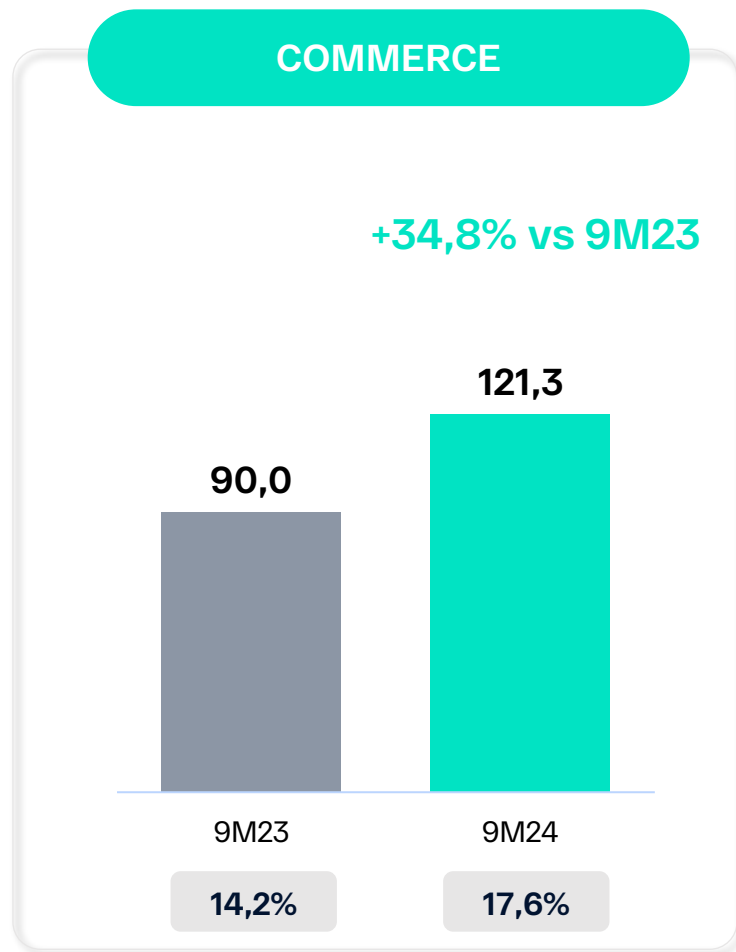
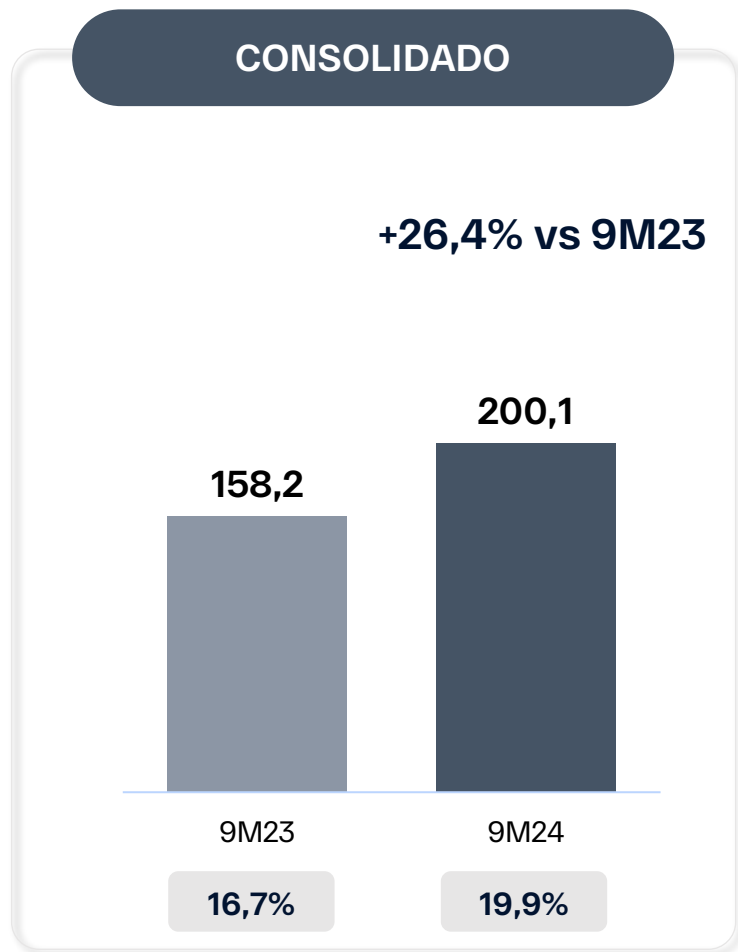
## Evolução da Margem EBITDA Ajustado<sup>1</sup> 3T24 vs 3T23

Margem EBITDA Ajustada em %



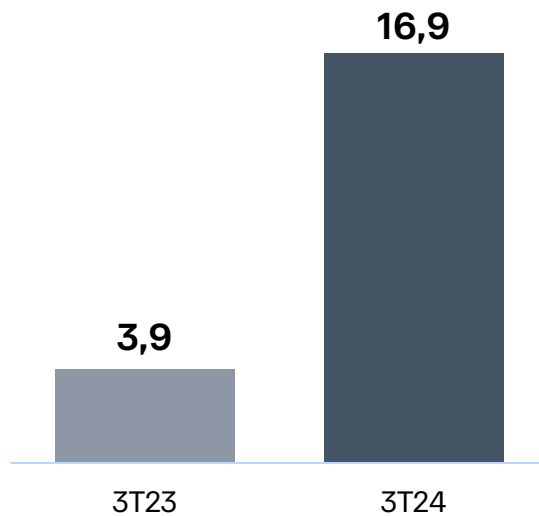
## EBITDA Ajustado<sup>1</sup> 9M24 vs 9M23

R\$ mm e Margem EBITDA Ajustada em %

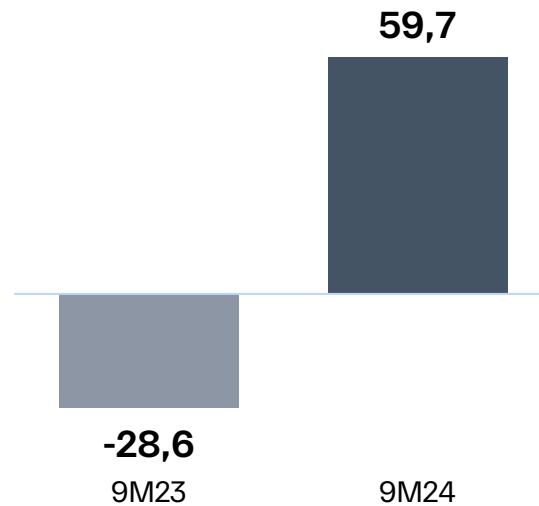


## Lucro Líquido

Consolidado 3T (R\$ mm)



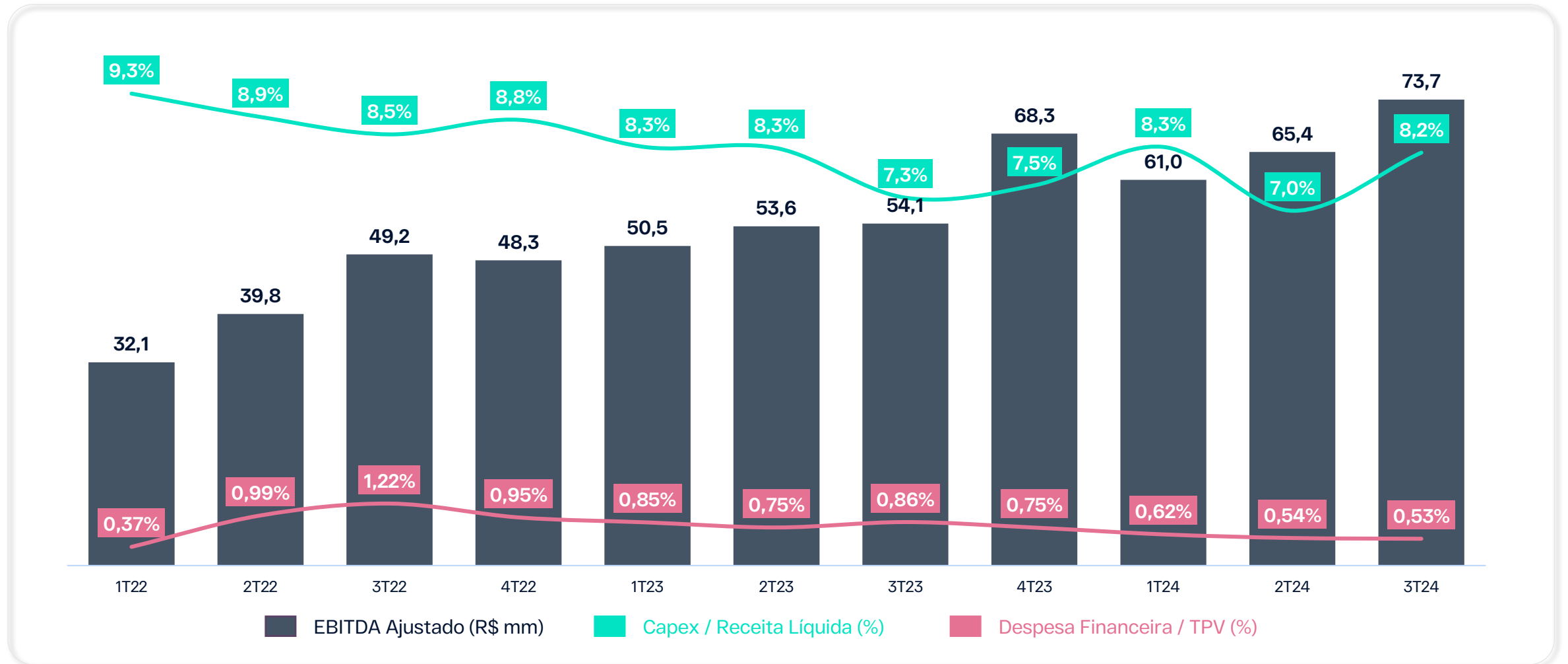
Consolidado 9M (R\$ mm)



Comentários

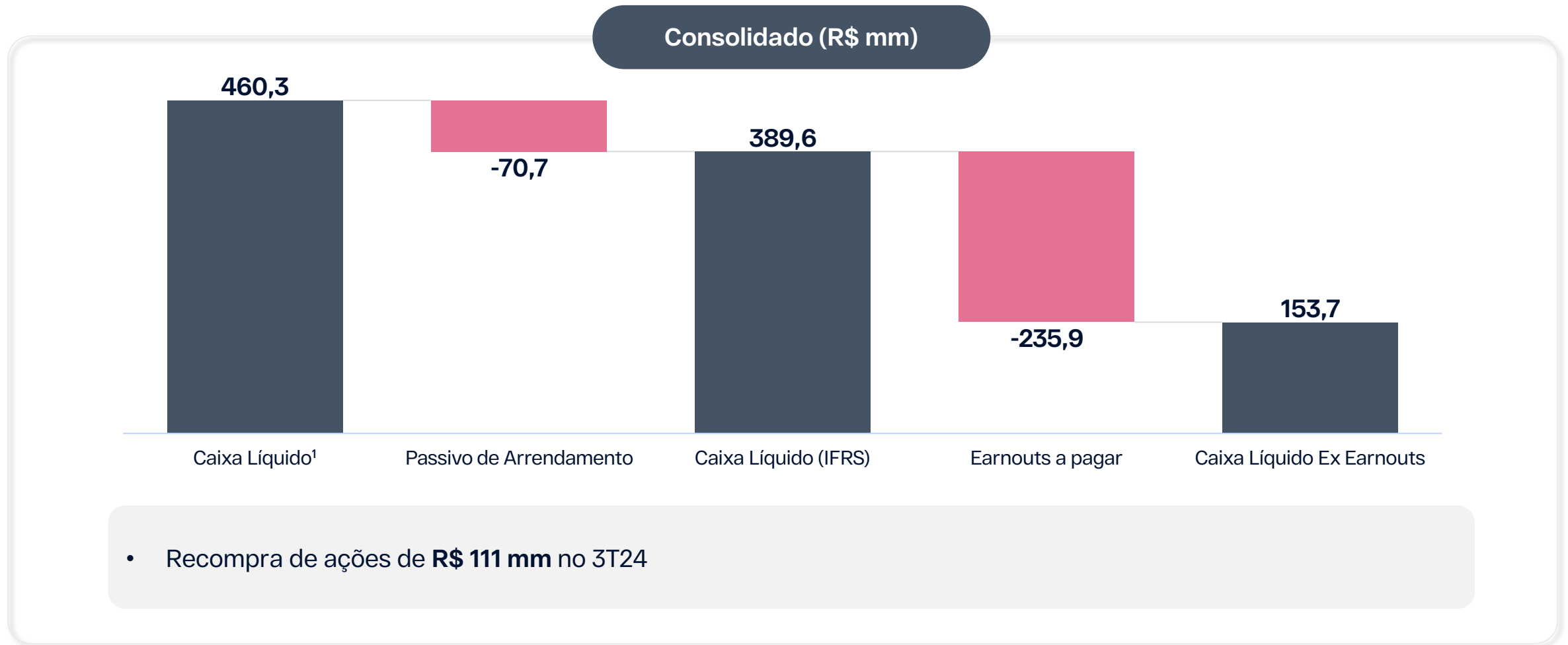
- Margem Líquida de 4,8% no 3T24 e 5,9% no 9M24
- Despesa Financeira com antecipação de recebíveis caindo em percentual do TPV
- Alíquota de imposto efetiva de ~25% nos 9M24

## Geração de Caixa: EBITDA Ajustado, Capex e Despesa Financeira





## Posição de Caixa Líquida





Q&A



Iwसा



# lwsa

## RESULTS PRESENTATION

3Q24

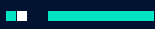
November 08, 2024



## Disclaimer



The statements contained in this document related to business prospects, projections on operating and financial results and those related to LWSA S/A's growth perspectives are merely projections and, as such, are based exclusively on the expectations of the Board about the future of the business. These expectations depend materially on market conditions, the performance of the Brazilian economy, the sector and international markets and, therefore, are subject to changes without notice. All variations presented here are calculated based on numbers in millions of reais (unless otherwise stated), as well as rounding. This performance report includes accounting and non-accounting data such as operational, organic and pro forma financial data and projections based on the expectations of the Company's Management. The non-accounting data have not been reviewed by the Company's independent auditors



Fernando Cirne  
CEO

lwsa

## **Messages of the Quarter**

**Operating fundamentals remain solid**

**Margins continue to expand**

**Focus on accelerating growth**

**Innovation: important launches in the quarter**

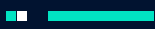
**Return to Shareholders: Buyback and Dividends**

## New CFO and IRO



**André Kubota**

- Production engineer graduated from the University of São Paulo
- Has an executive education from Harvard and ISE Business School in innovation and leadership and holds CFA Level III
- Experience in banks (Santander, Itaú, and Itaú BBA) and was a partner at Constellation Asset Management
- Also worked at Hidrovias do Brasil, involved in New Business and M&A, and as CFO and IRO during the IPO process
- From 2022 to 2024, was CFO of AmbarTech

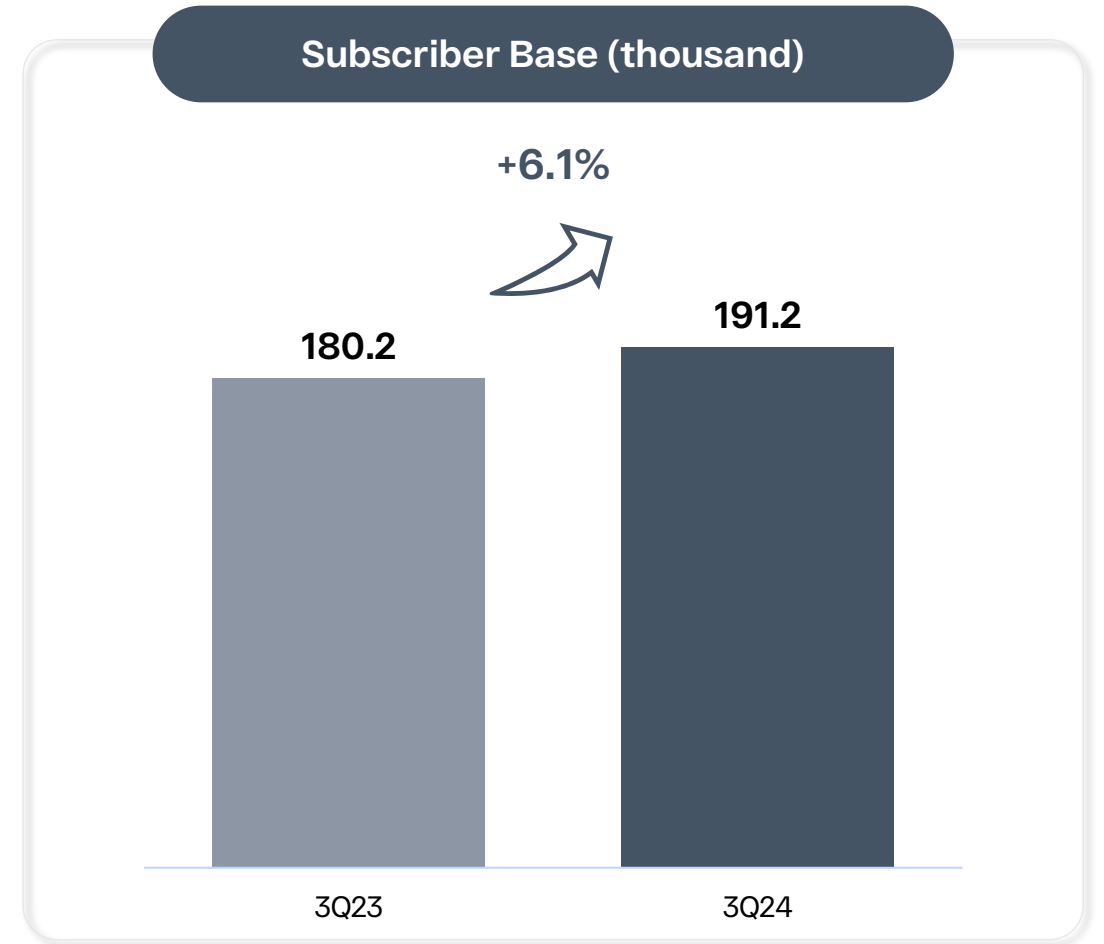
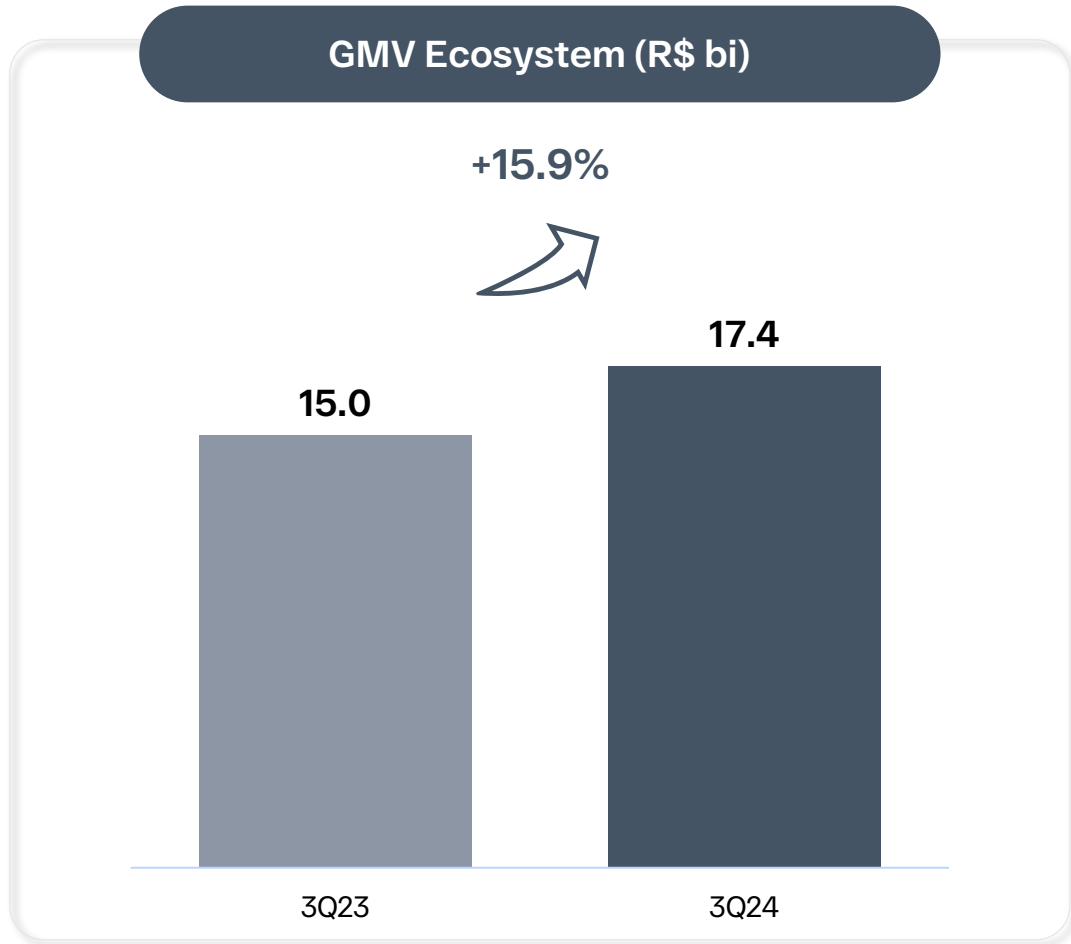


Rafael Chamas  
COO

lwsa

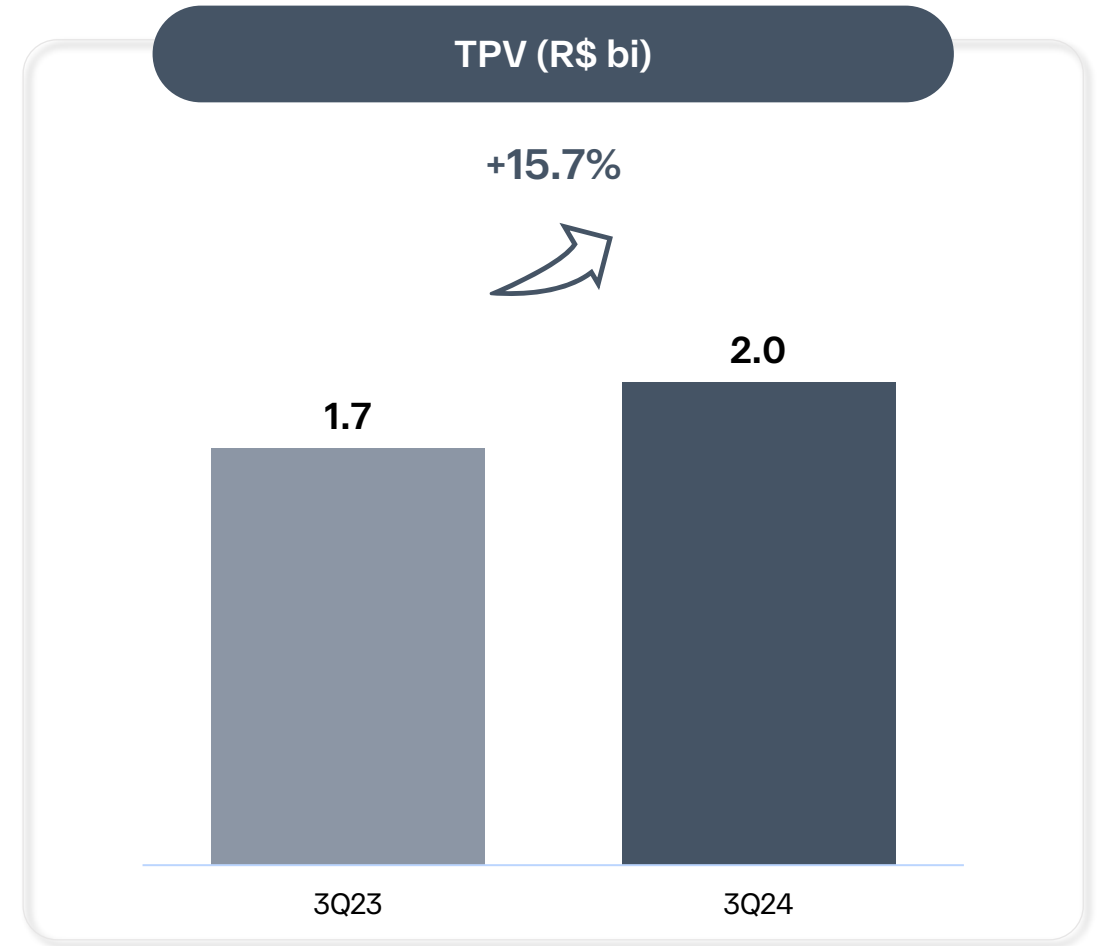
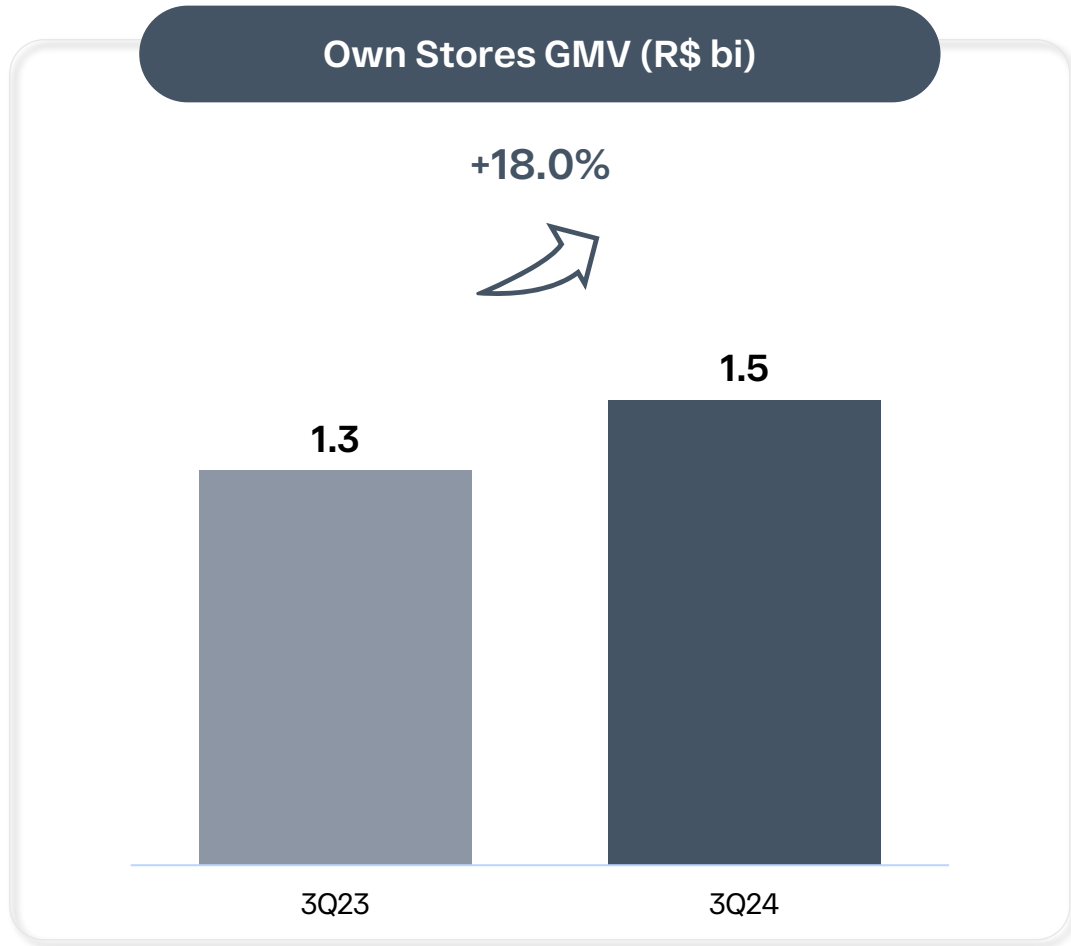


## 1 Fundamentals remain solid (1/2)

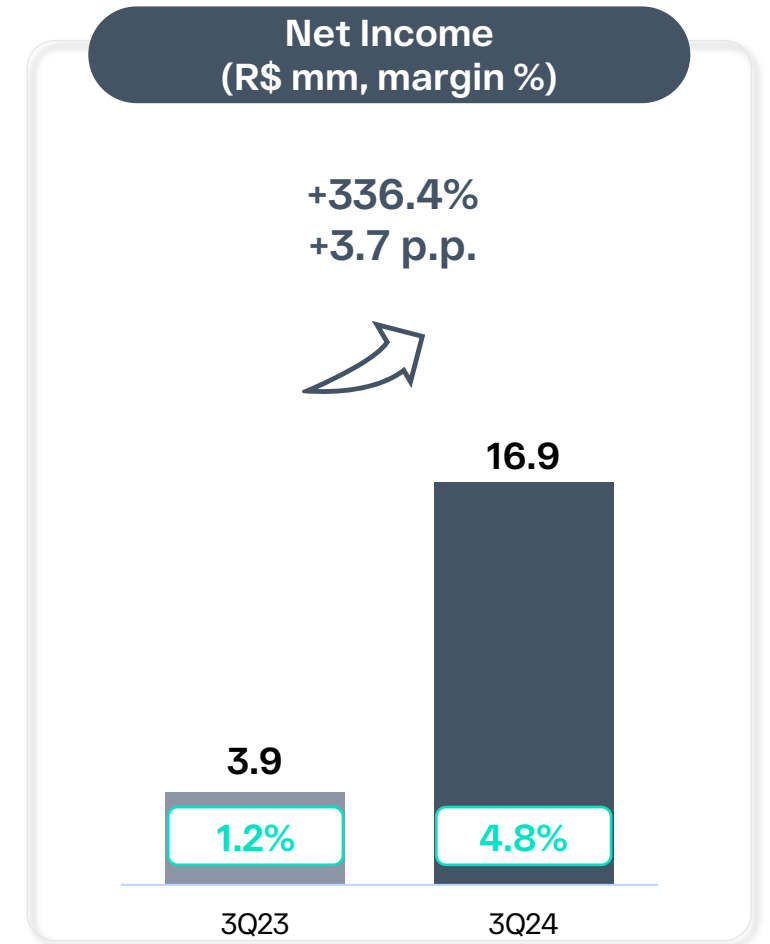
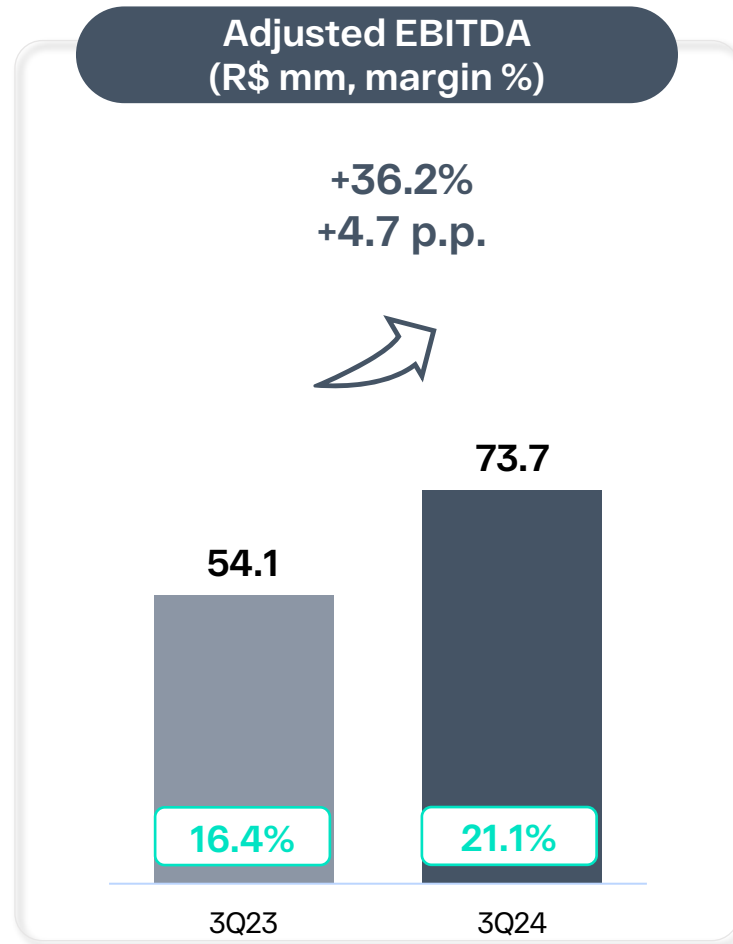
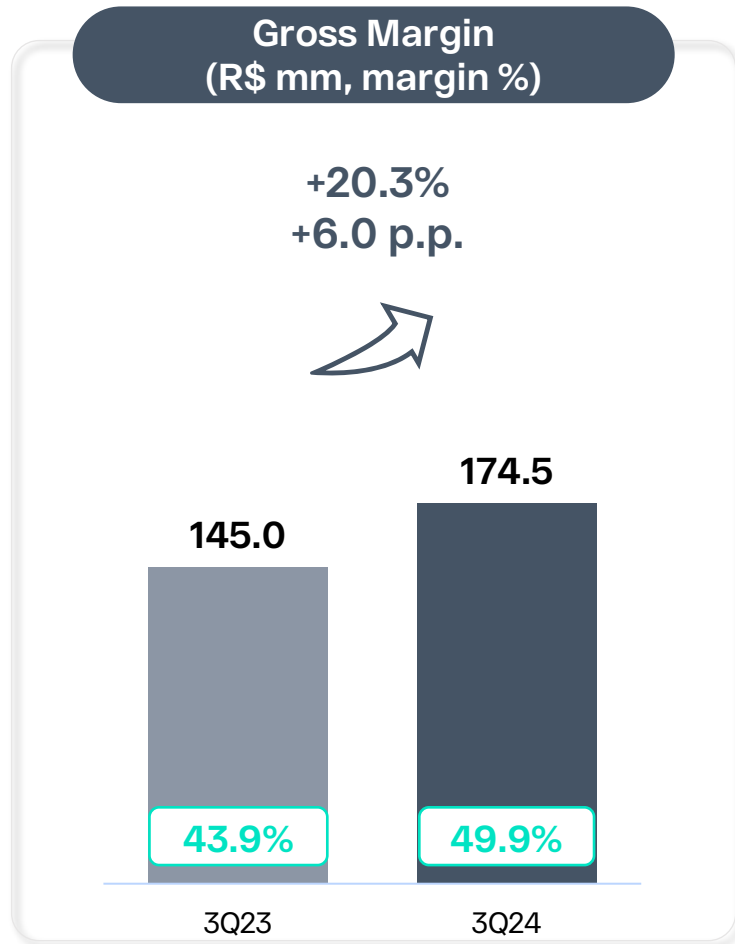


**Platform Subscription Revenue  
(+25.7%)**

## 1 Fundamentals remain solid (2/2)



## 2 Profitability continues to expand



## 3 Focus on growth acceleration

Consolidated Net Revenue  
(R\$ mm)

+5.8%



330.1

349.3

3Q23

3Q24

Consolidated Net Revenue  
Ex Squid (R\$ mm)

+11.7%



297.6

332.2

3Q23

3Q24

Commerce Net Revenue Ex  
Squid (R\$ mm)

+18.0%



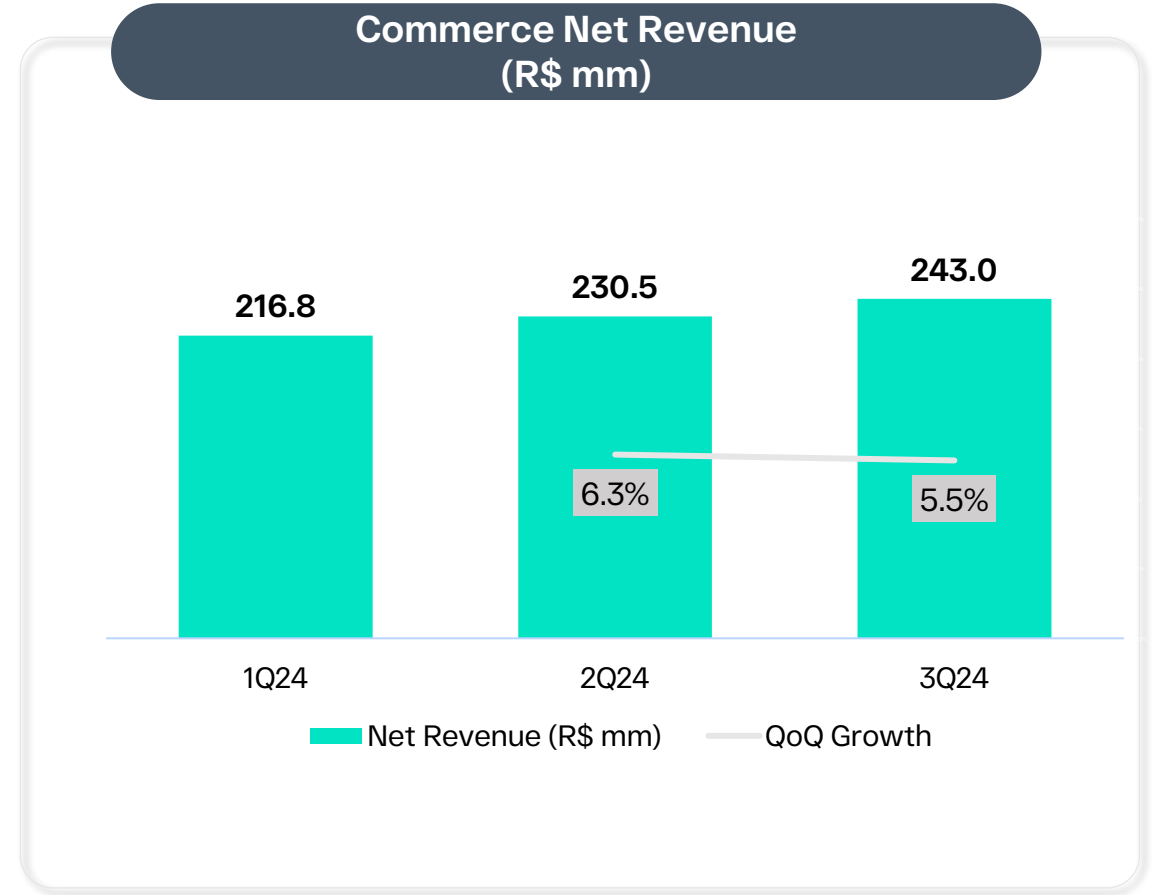
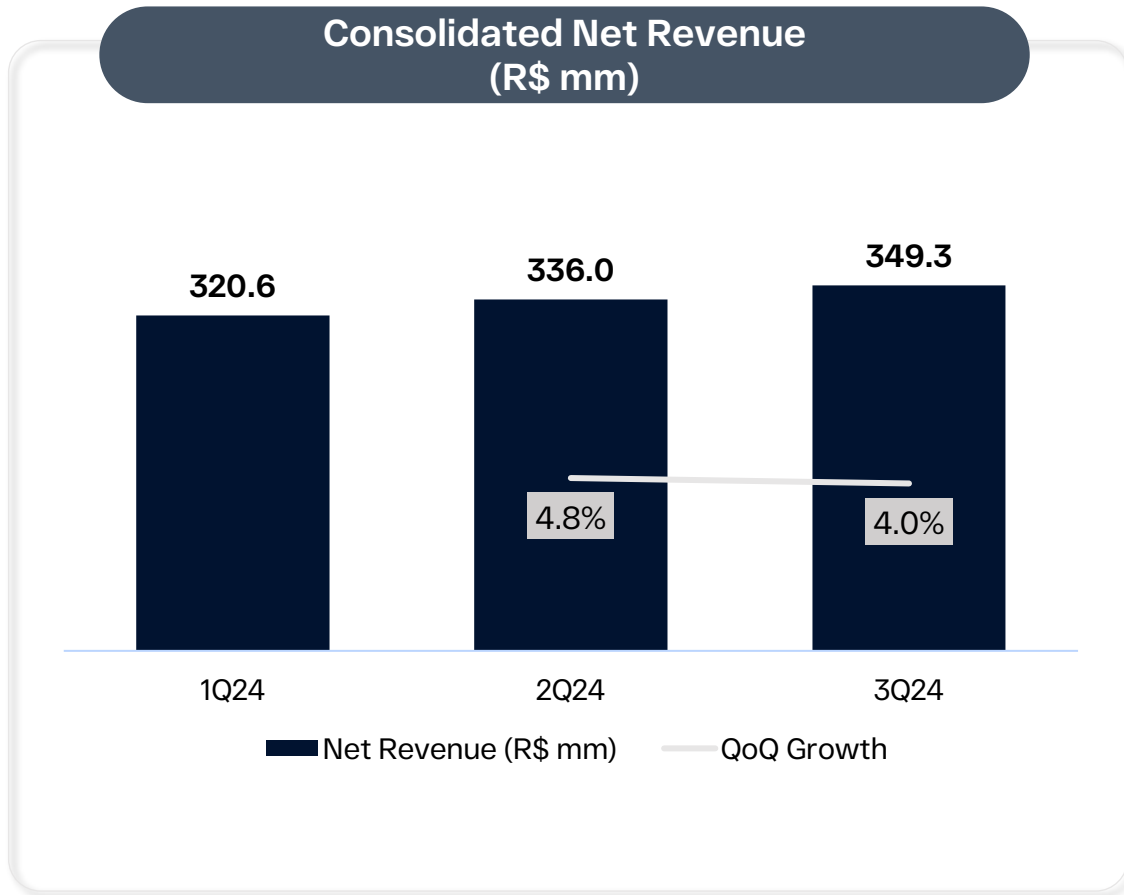
191.5

225.6

3Q23

3Q24

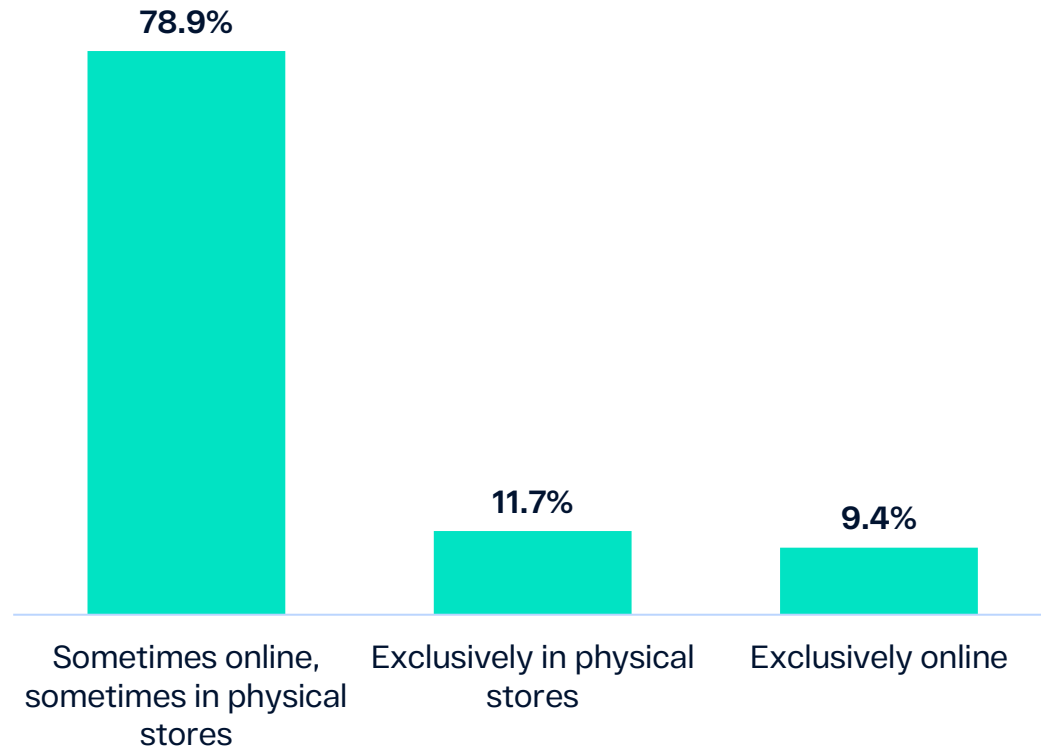
## 3 QoQ Growth



## 4 Innovation – Research “The evolution of the consumer journey”

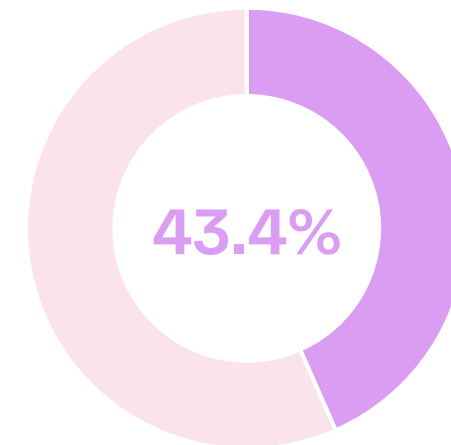
### Omnichannel

Where do you usually shop?

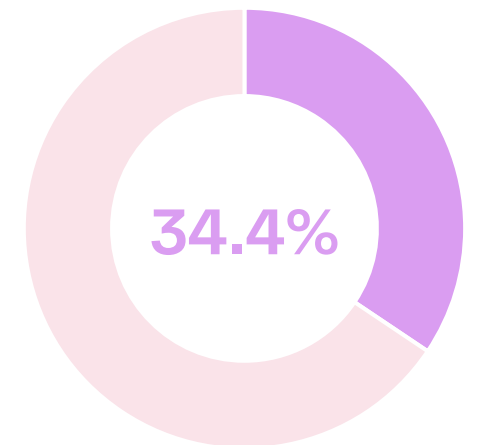


### Omnichannel

When do you consider there is a perfect integration between the online and physical store?



When customer service is fast and efficient across all channels



When can I start my purchase online and complete it in the physical store?

## 4 Innovation – Tray POS

**Unique  
vision of  
the client**

**Software  
POS**



**Invoice  
Issuer**



**Integrated  
Inventory**



**Reverse and  
Collect here**

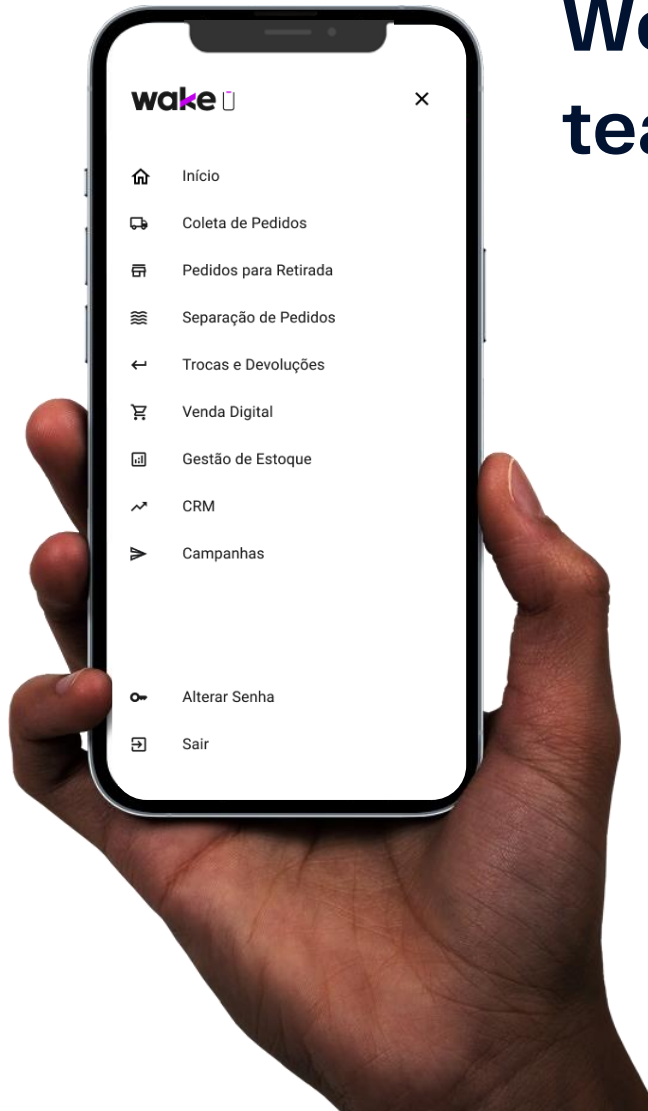


**Regional  
Delivery**



**Tray Virtual  
Store**





**We have consolidated all the information the team needs to boost sales**

### **Order fulfillment**

Collect items, relocate, ship orders

### **Mobile sales**

Endless isles, mobile sales, payment by machine, and consulting the stock of the entire network

### **Customer portfolio & Campaigns**

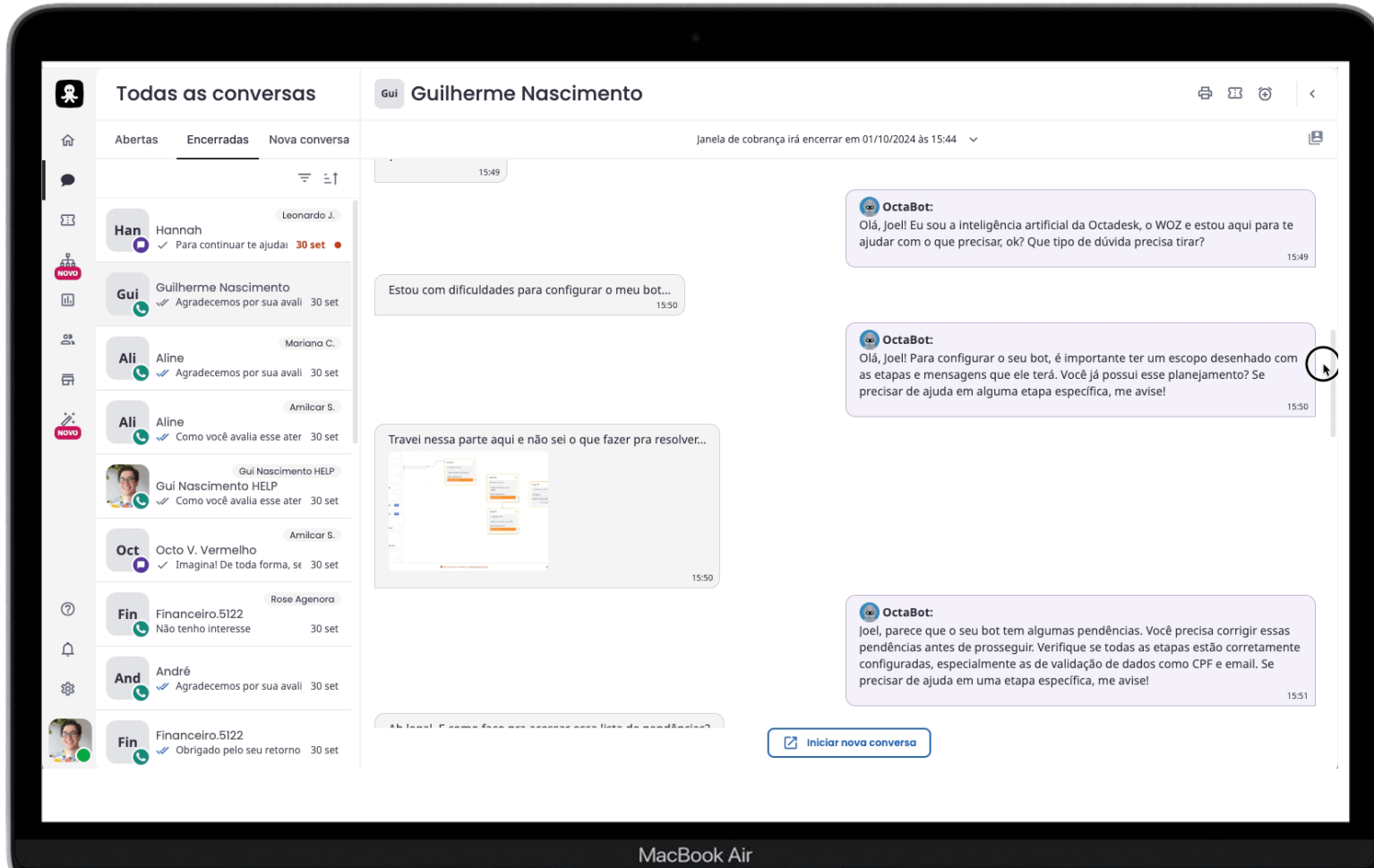
Understand who the customer is and offer the most relevant products

### **Customer management**

Real-time view of each store's results and performance of gamified goals



**4 Innovation - Woz (AI on Octadesk)**



**A 100%  
Contextualized Agent**

**It optimizes learning  
for increasingly  
assertive responses**

**And holds the  
necessary knowledge  
to provide any type of  
assistance**

## 5 Return to Shareholder

# R\$ 192.6 million in 2024

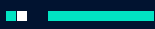
### Share Buyback

- R\$ 152.6 million of shares repurchased between January and October
- Cancellation of 34,000,000 of shares, which represent 5.7% of the Company's total shares



### Dividends

- Amount: R\$ 40.0 million
- Value per share R\$ 0.07164686
- Payment in 11/21/2024



André Kubota  
CFO and IRO

lwsa

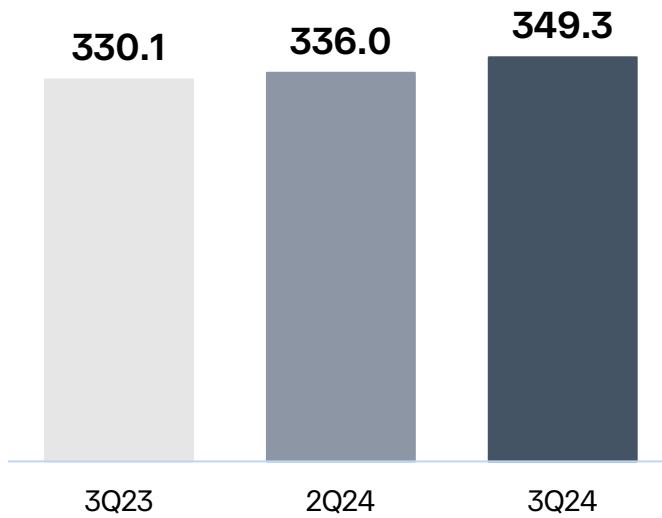
The logo for 'lwsa' is rendered in a large, bold, white sans-serif font. The letters are lowercase and have a slight shadow or gradient effect, giving them a three-dimensional appearance. The 'l' is the tallest, followed by the 'w', 's', and 'a'.

## Net Revenue 3Q24

R\$ mm

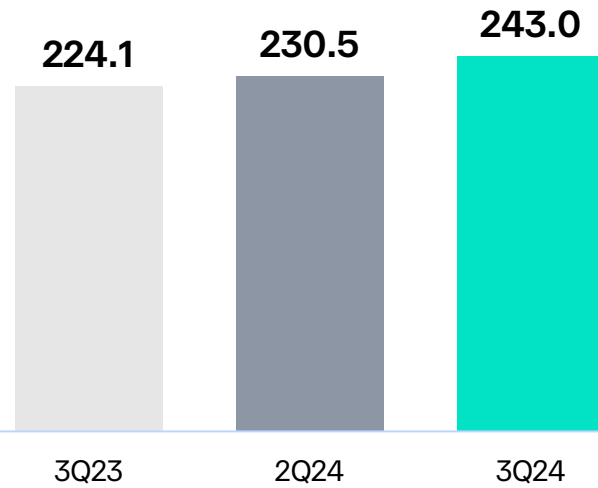
### CONSOLIDATED

**+5.8% YoY**  
**(+11.7% Ex Squid)**  
**+4.0% QoQ**



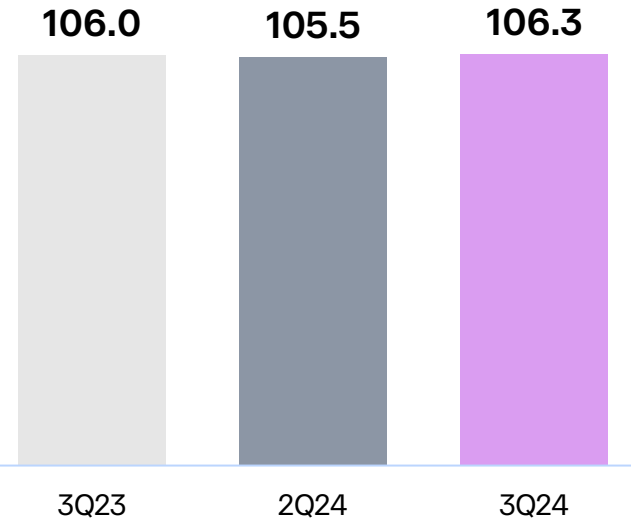
### COMMERCE

**+8.5% YoY**  
**(+18.0% Ex Squid)**  
**+5.5% QoQ**



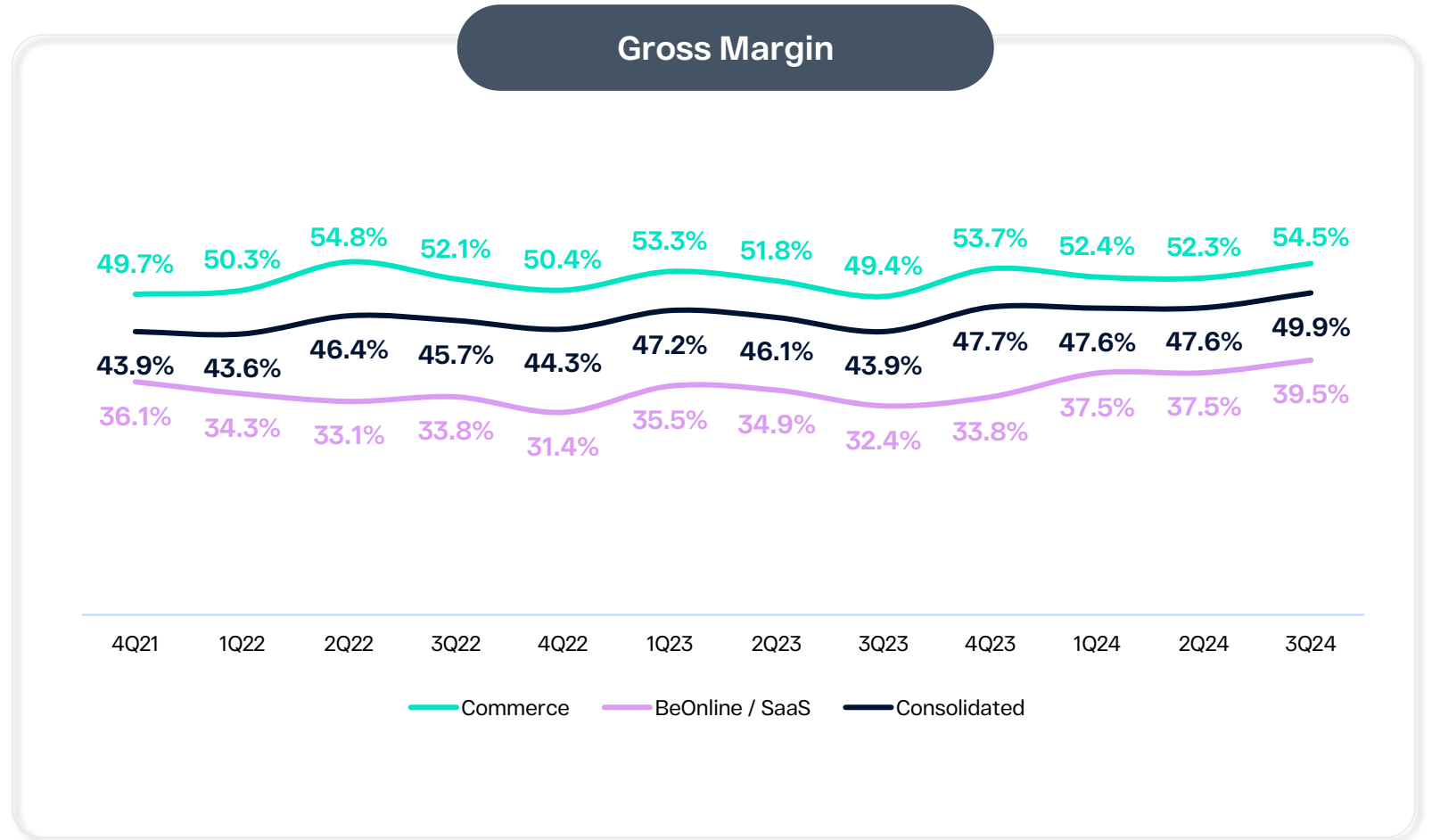
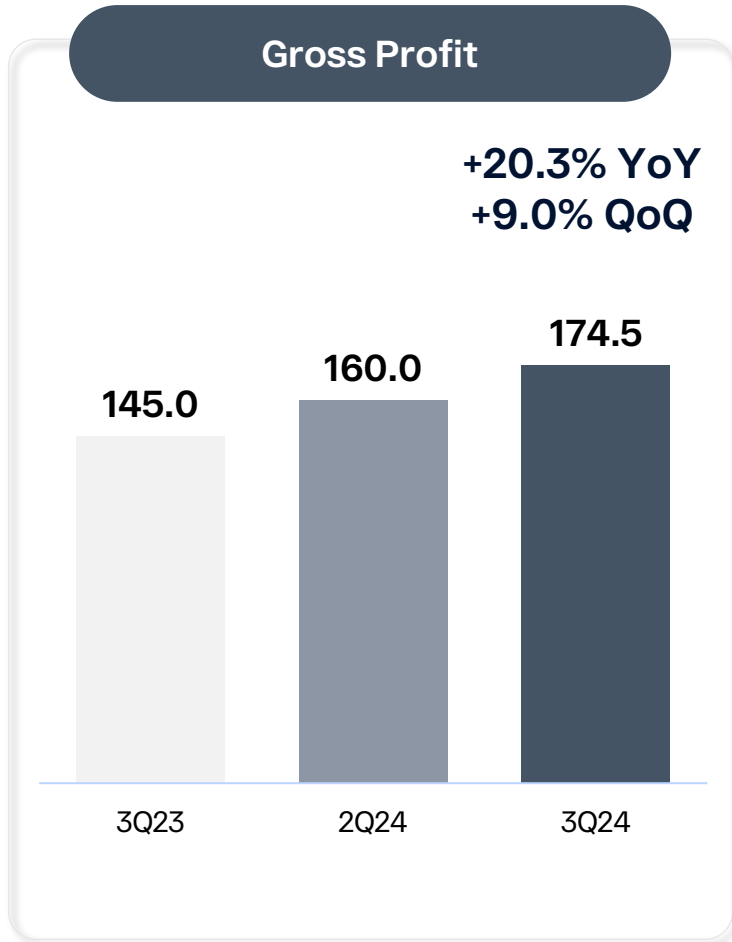
### BEONLINE / SAAS

**+0.3% YoY**  
**+0.8% QoQ**



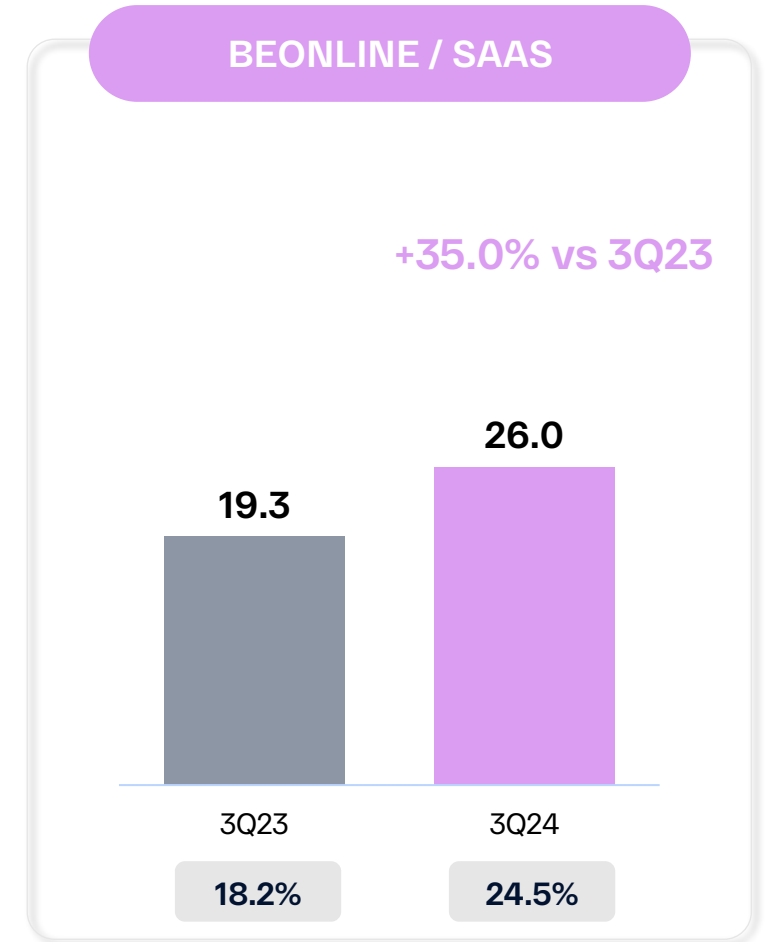
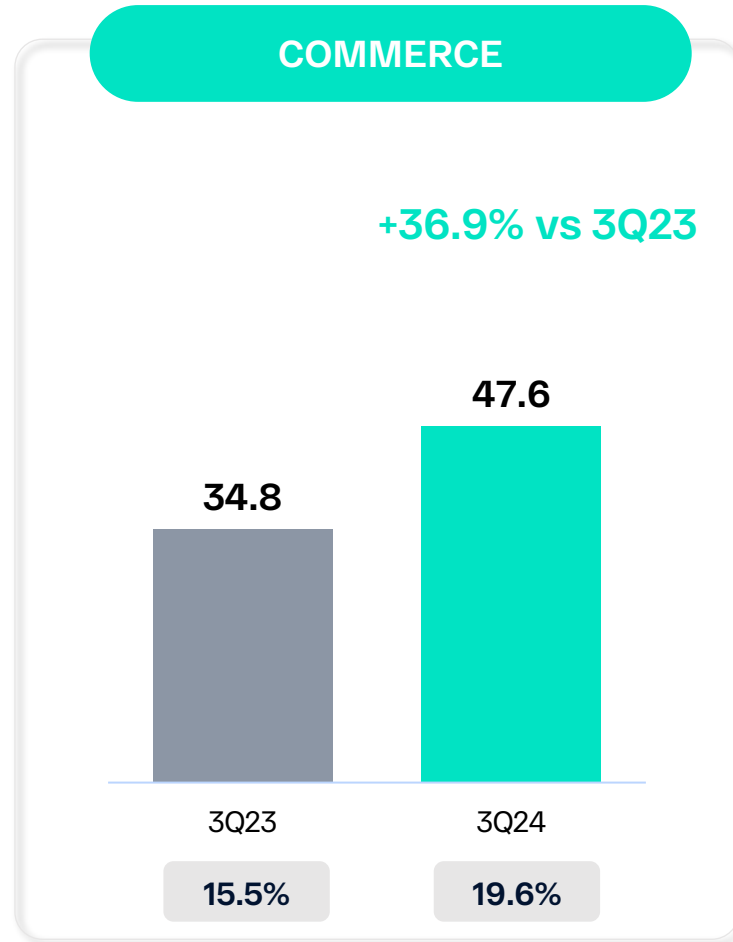
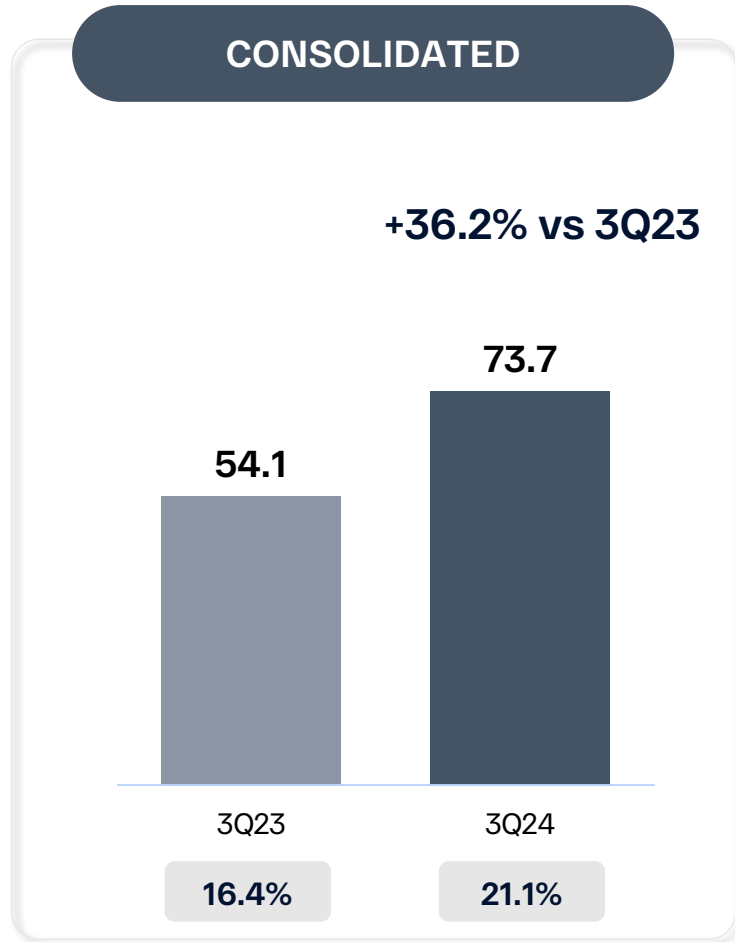
## Gross Profit and Gross Margin

R\$ mm



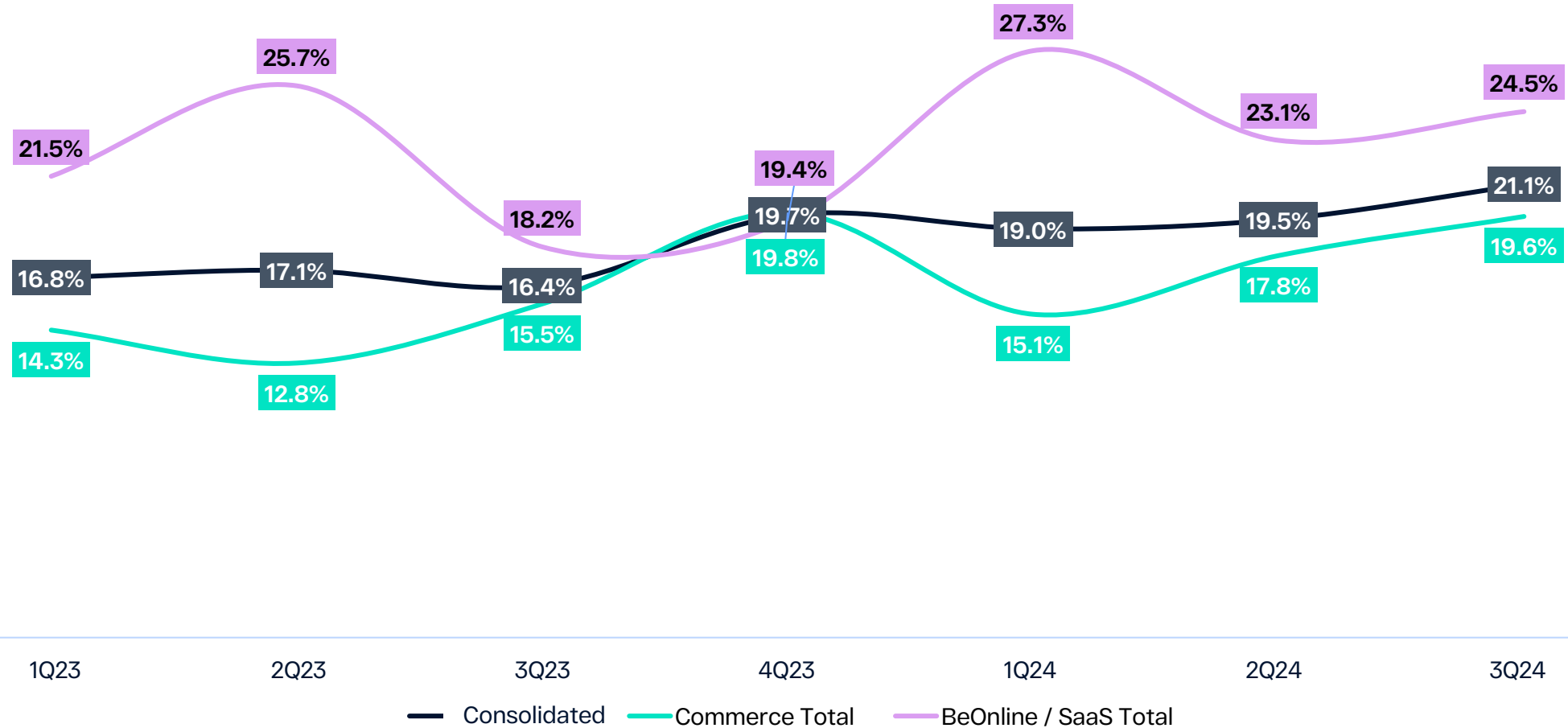
## Adjusted EBITDA<sup>1</sup> 3Q24 vs 3Q23

R\$ mm and Adjusted EBITDA Margin in %



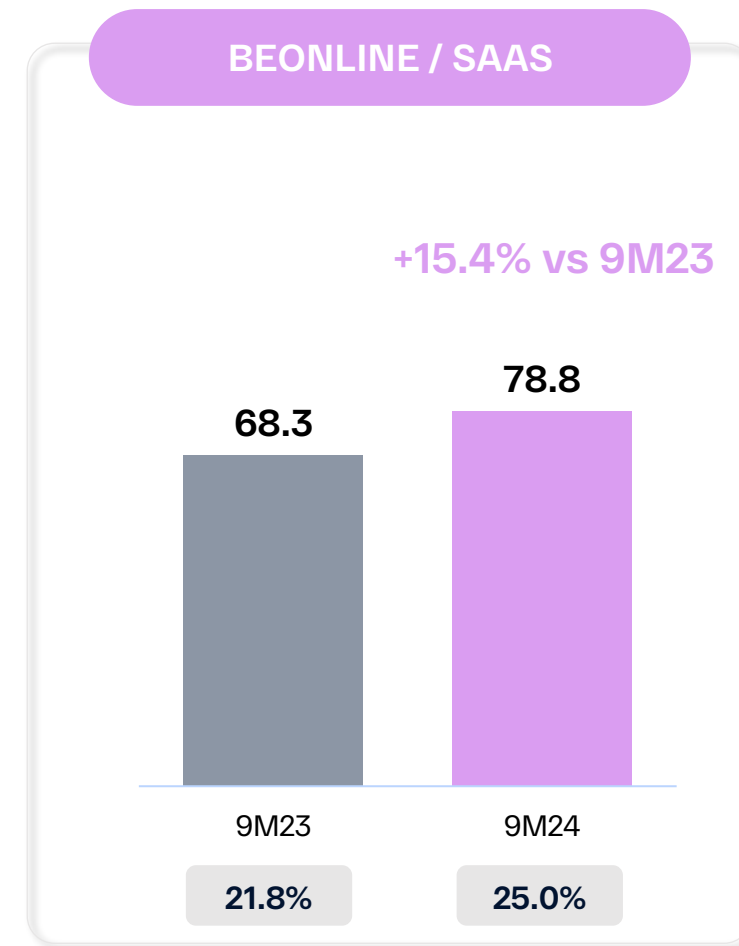
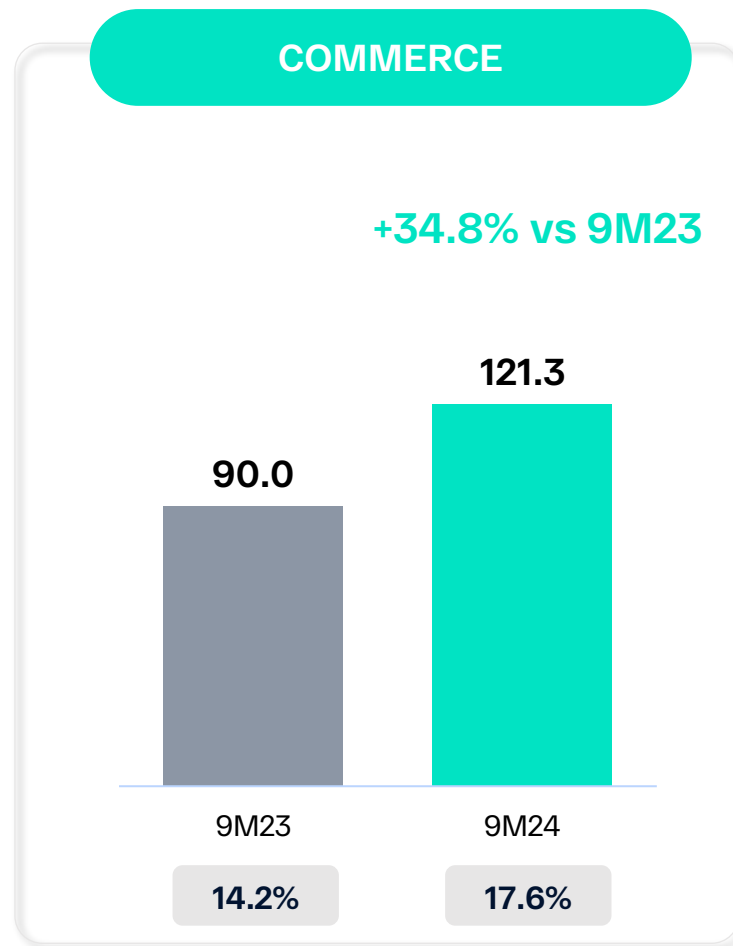
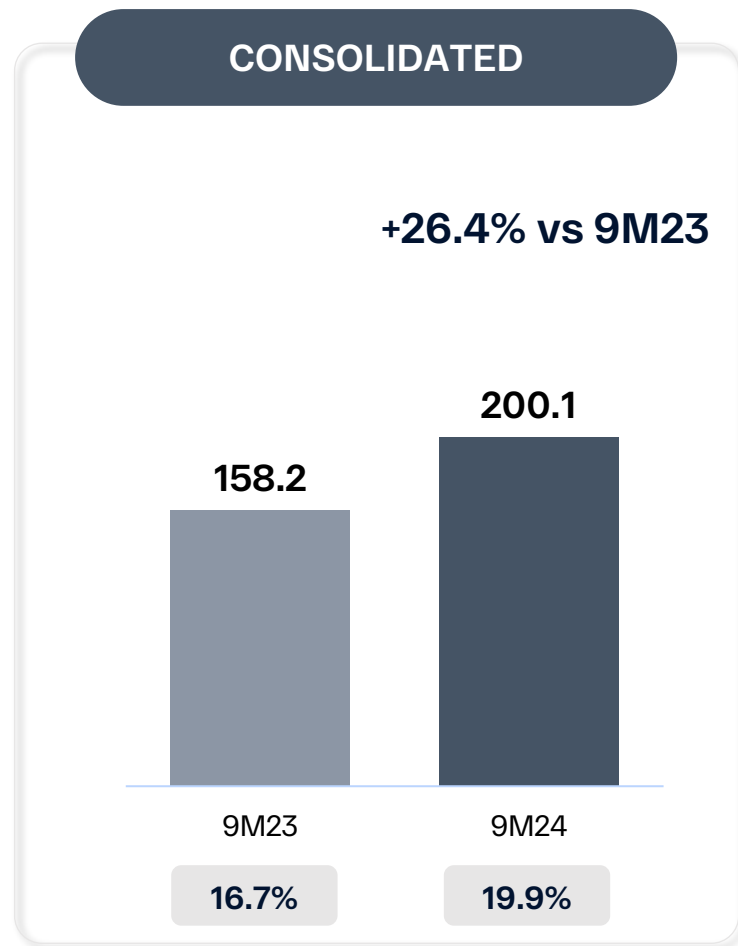
# Adjusted EBITDA Margin<sup>1</sup> 3Q24 vs 3Q23

Adjusted EBITDA Margin in %



## Adjusted EBITDA<sup>1</sup> 9M24 vs 9M23

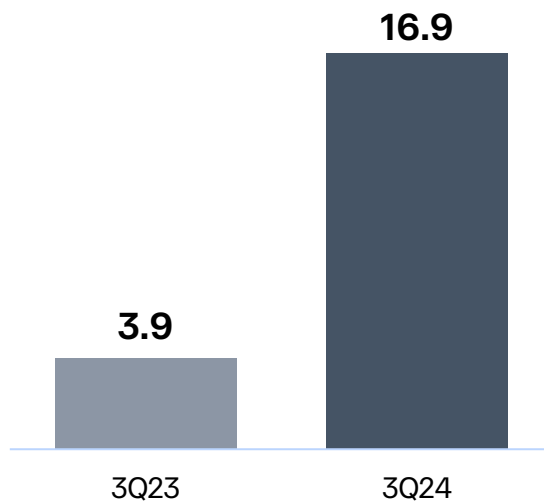
R\$ mm and Adjusted EBITDA Margin in %



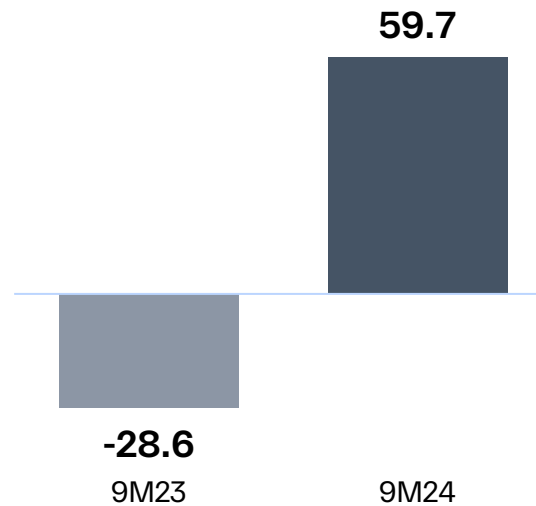


## Net Profit

### Consolidated 3Q (R\$ mm)



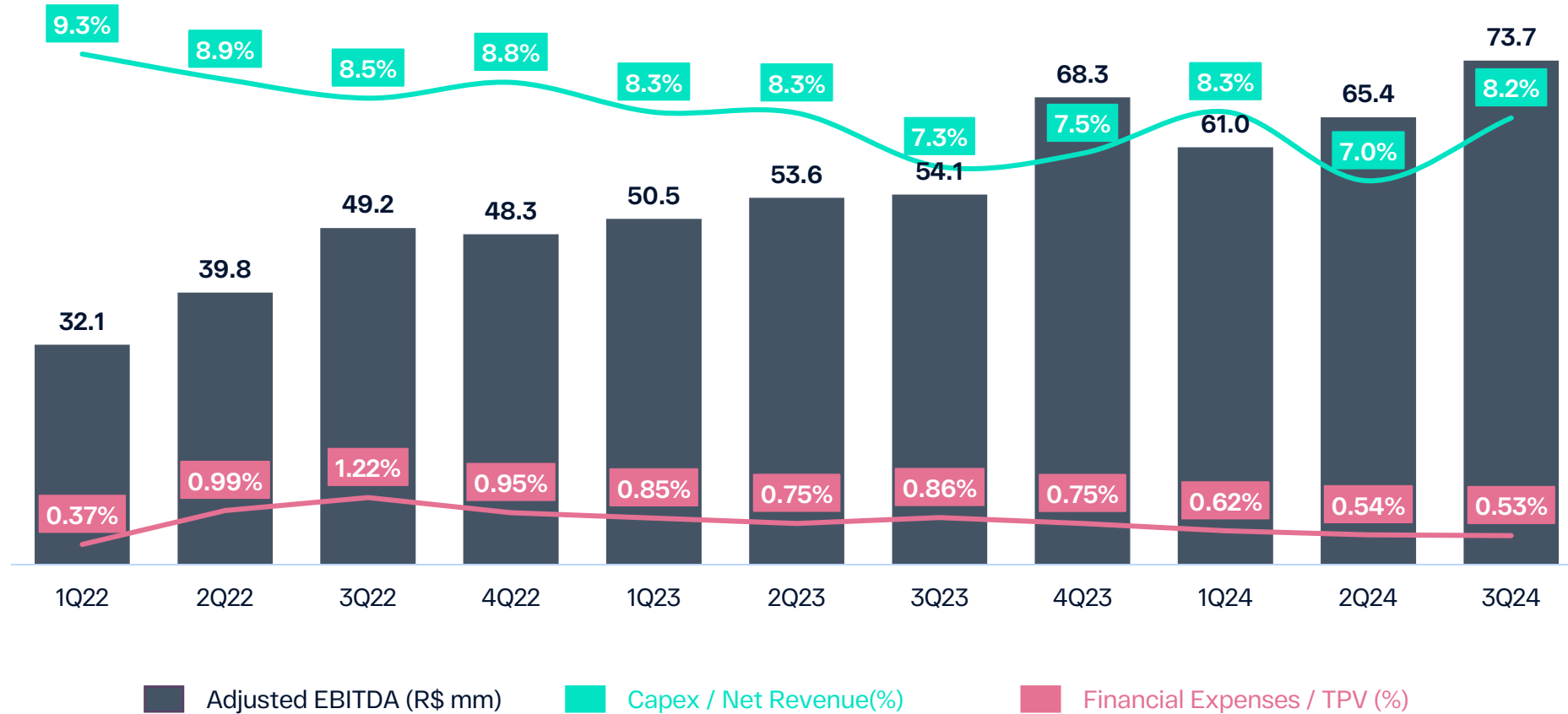
### Consolidated 9M (R\$ mm)



### Comments

- Net Margin of 4.8% in 3Q24 and 5.9% in 9M24
- Reduced financial expenses related to advances on receivables as a percentage of TPV
- Effective tax rate ~25% in 9M24

## Cash Generation: Adjusted EBITDA, Capex and, Financial Expenses



## Net Cash Position





Q&A



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