



BEMOBI

Apresentação de Resultados

4T24 – Resultados Trimestrais

ri@bemobi.com.br



Presença global da Bemobi e sua posição de liderança no Brasil

Originalmente focada em Telecom, Bemobi está agora expandindo para outras indústrias de serviços essenciais recorrentes, como utilities, educação e saúde

Países

58

+1 no 4T24

+7 em 2024

Clientes Ativos

1.475

+15 no 4T24

+99 em 2024

149

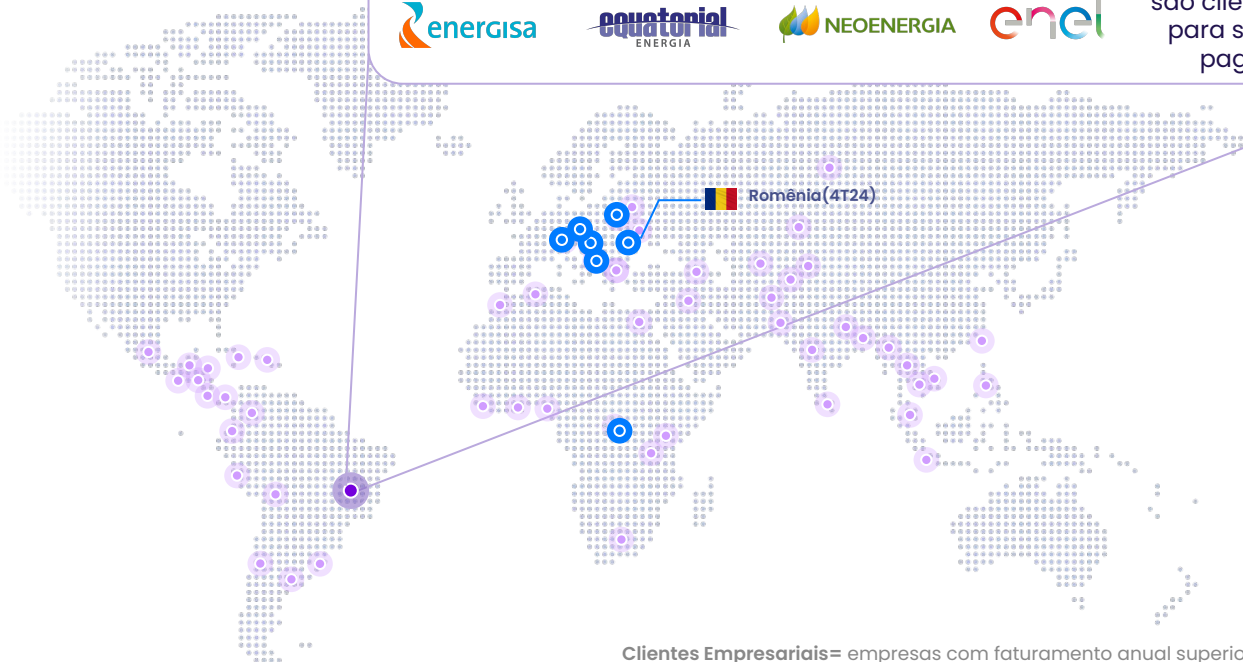
+3 no 4T24 (+31 em 2024)
Clientes Empresariais

1.326

+12 no 4T24 (+68 em 2024)
Clientes PMEs



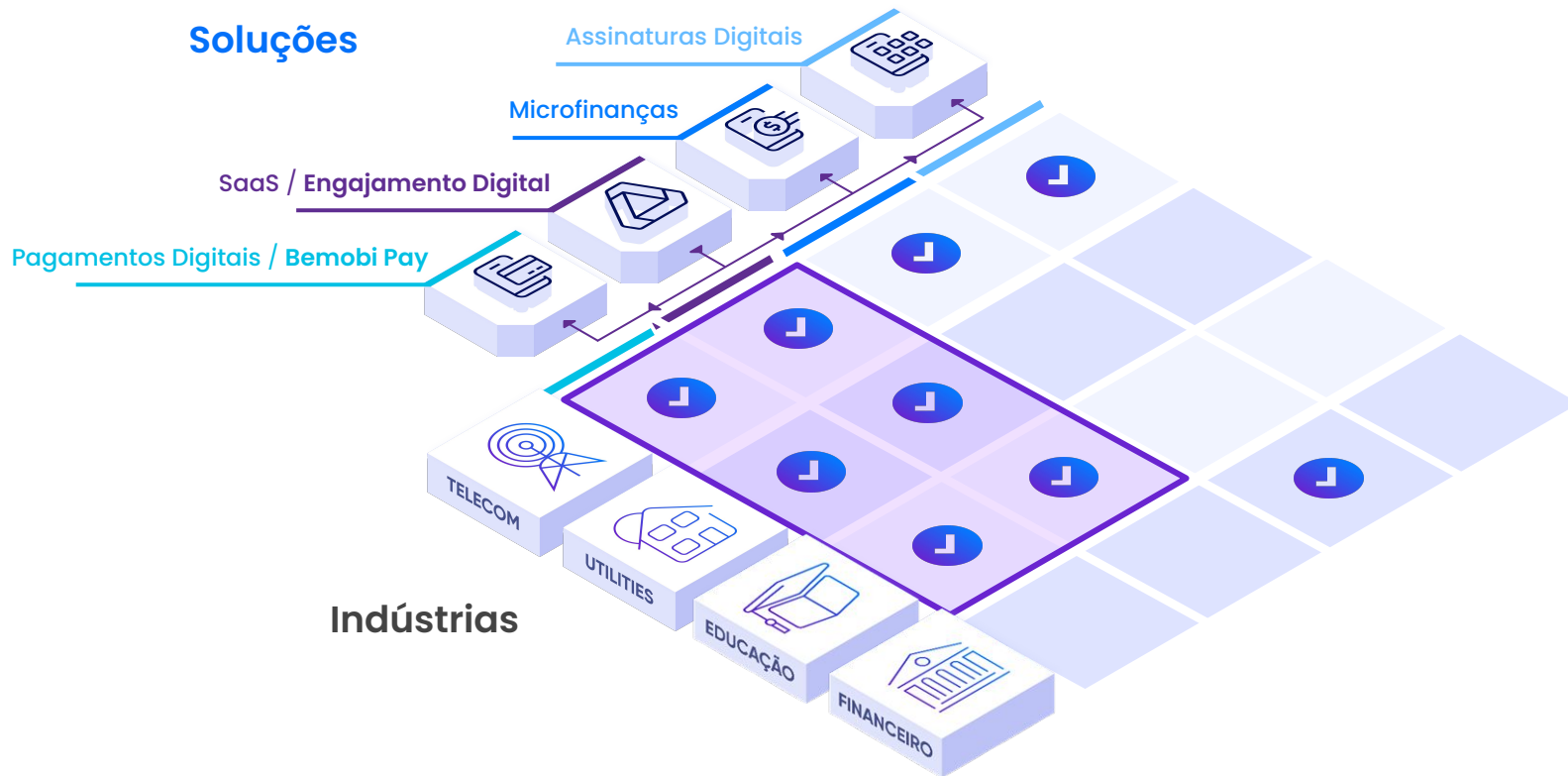
10 das TOP 15 maiores empresas de serviços recorrentes do Brasil são clientes Bemobi para soluções de pagamento



Clientes Empresariais= empresas com faturamento anual superior a R\$500 milhões

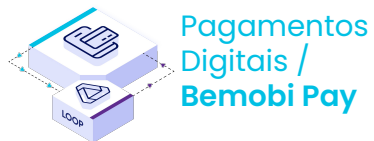
Clientes PMEs= empresas com faturamento anual inferior a R\$

O que fazemos e para quem fazemos



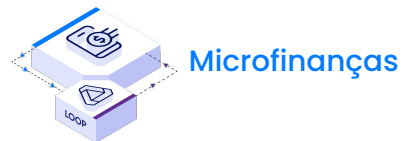
Indicadores Operacionais: Números de parceiros B2B

Ampla gama de grandes e médios clientes, gerando receita recorrente nas 4 soluções de negócio



Pagamentos
Digitais /
Bemobi Pay

SaaS /
Engajamento
Digital



Microfinanças



Assinaturas
Digitais

506

Clientes em
soluções de
pagamentos

+25 no 4T24

+481 em 2024

12

Enterprise Clients

+1 no 4T24
+3 em 2024

494

Medium Clients

+24 no 4T24
+478 em 2024

1.355

Clientes em
soluções de
SaaS

+11 no 4T24

+57 em 2024

45

Enterprise Clients

0 no 4T24
+2 em 2024

1.310

Medium Clients

+11 no 4T24
+55 em 2024

34

Clientes em
soluções de
Microfinanças

+2 no 4T24

+9 em 2024

18

Enterprise Clients

+1 no 4T24
+1 em 2024

16

Medium Clients

+1 no 4T24
+8 em 2024

113

Carriers, Digital
Banking and
Wallets as
partners

+1 no 4T24

+20 em 2024



smartfren.

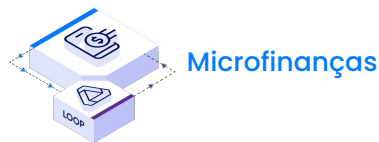
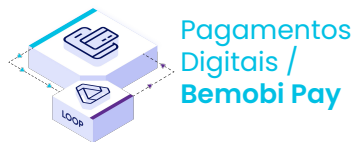


Clientes Empresariais = empresas com faturamento superior a R\$500 milhões

Clientes PMEs = empresas com faturamento inferior a R\$500 milhões

Indicadores Operacionais: métricas B2C

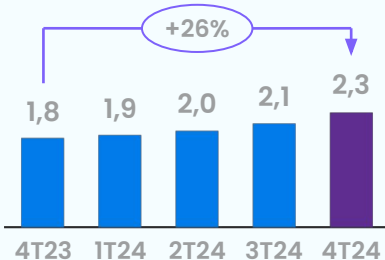
Pagamentos e SaaS em tendência positiva, com aumento de mais de 20%; TPV de Pagamentos atingindo R\$2,3 bi, impulsionado principalmente por Utilities e Educação



Pagamento Digital (TPV)

Volume Financeiro, incluindo recarga digital e pagamentos

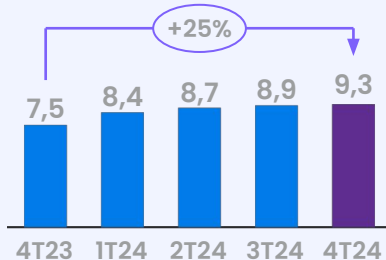
R\$ 2,3 bilhões



Licenças Ativas

Média de licenças ativas em SaaS, incluindo PME (ISPs) e serviços de voz

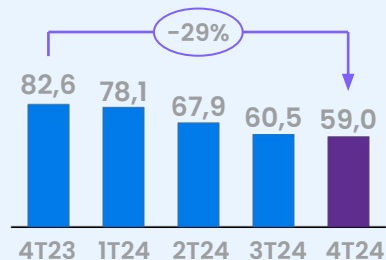
9,3 milhões



Transações de Microfinanças

Número de transações de microfinanças incluindo adiantamento de Saldo/Voz/Dados e Scoring

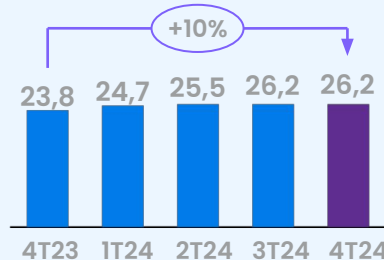
59,0 milhões



Assinaturas pagas pelos usuários

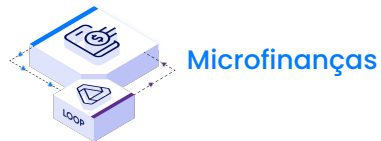
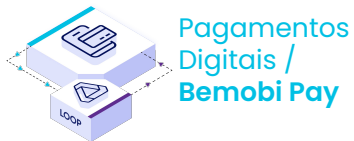
Média de assinaturas ativas de aplicativos pagas pelo usuário

26,2 milhões



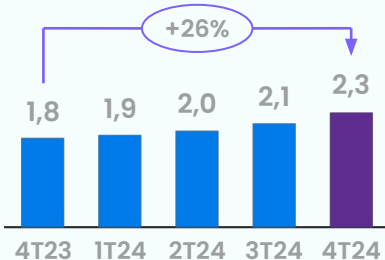
Indicadores Operacionais: métricas B2C

Apesar de o volume de transações de Microfinanças ter sido menor, as receitas aumentaram devido a um efeito de mix favorável



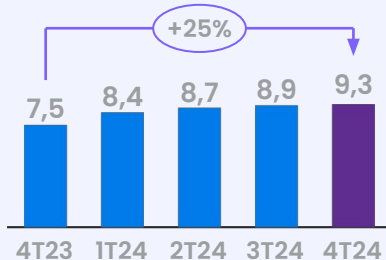
Pagamento Digital (TPV)

R\$2,3 bilhões



Licenças Ativas

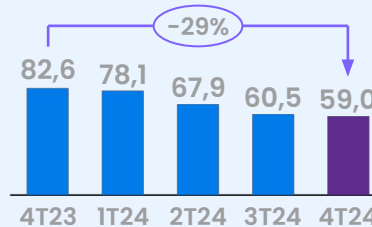
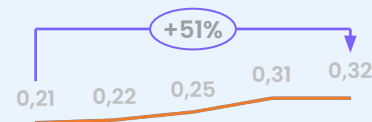
9,3 milhões



Transações de Microfinanças

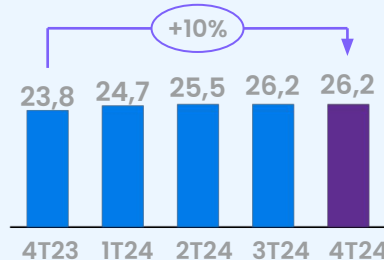
59,0 milhões

Receita por transação (R\$)



Assinaturas pagas pelos usuários

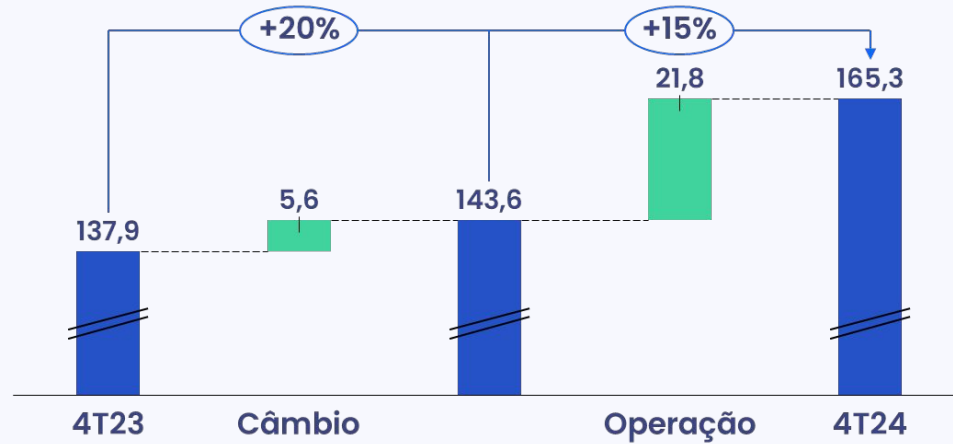
26,2 milhões



Receita 4T24 YoY Normalizada

Ajustada por variação cambial

4T24 vs 4T23
(R\$ mm)



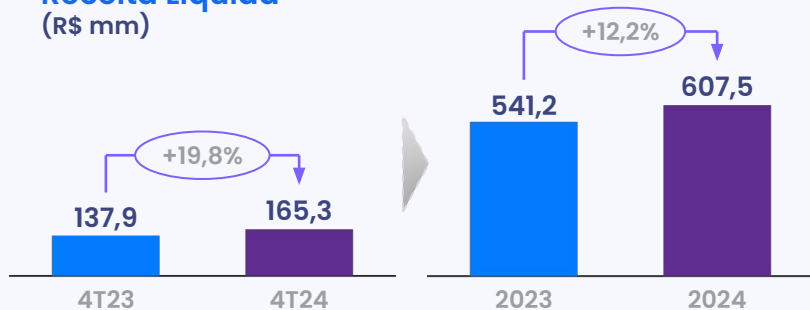
Impacto cambial (cesta de moedas)

- A maioria das moedas às quais estamos expostos se valorizou em relação ao BRL, levando a um efeito positivo adicional sobre a receita

Receita Líquida

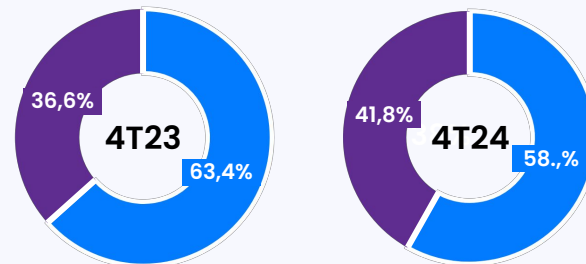
O crescimento da receita acelerou para atingir +20% em relação ao ano anterior, com expansão em todas as 4 linhas de negócios - maior crescimento de receita e EBITDA nos últimos nove trimestre

Receita Líquida⁽¹⁾ (R\$ mm)

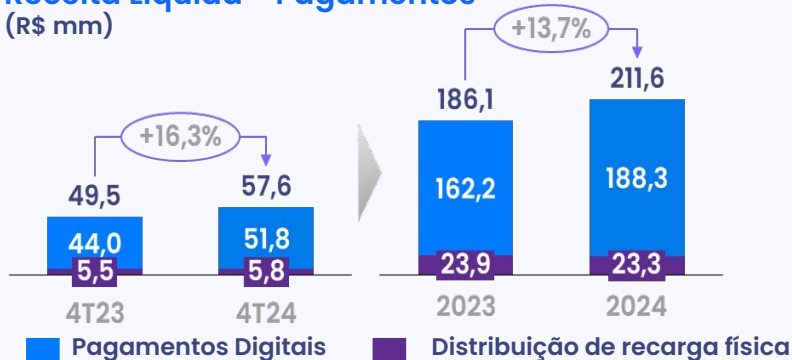


Visão por região (%)

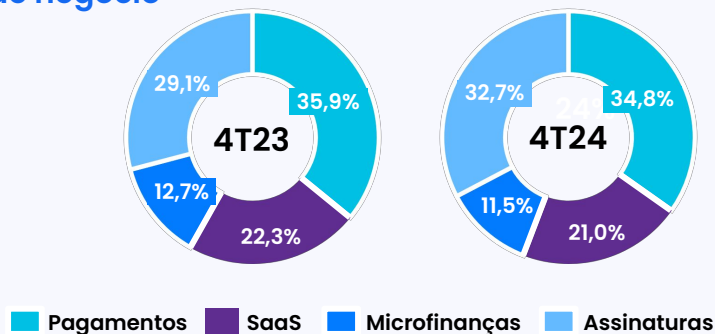
Brasil Internacional



Receita Líquida - Pagamentos⁽¹⁾ (R\$ mm)



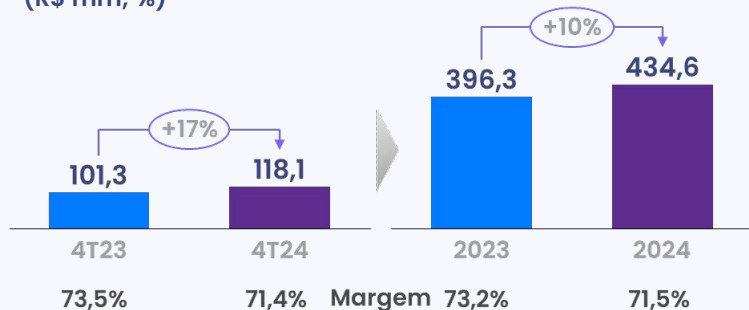
Visão por linhas de negócio (%)



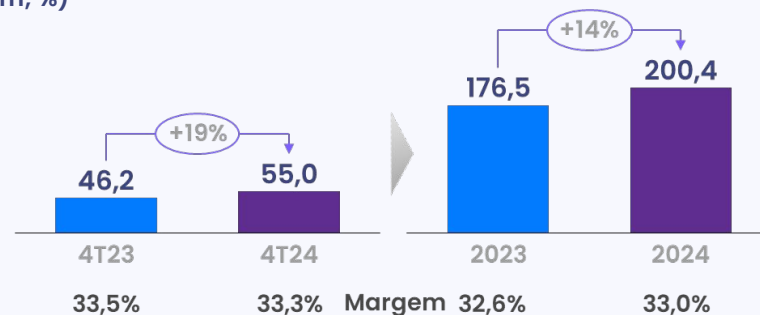
Margem Bruta, OPEX e EBITDA Ajustado

EBITDA impulsionado pelo efeito positivo do Lucro Bruto expandindo mais rápido que despesas operacionais (Opex); Opex no 4T24 impactado principalmente pelo efeito do câmbio sobre despesas com Pessoal e Tecnologia

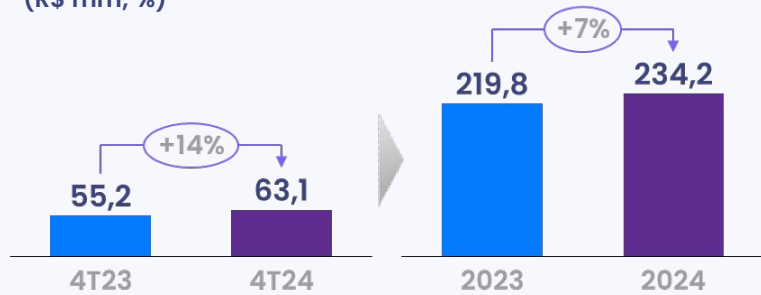
Lucro Bruto ⁽¹⁾ (R\$ mm; %)



EBITDA Ajustado ⁽¹⁾⁽²⁾ (R\$ mm; %)



Despesa Operacional Ajustada ⁽²⁾ (R\$ mm; %)



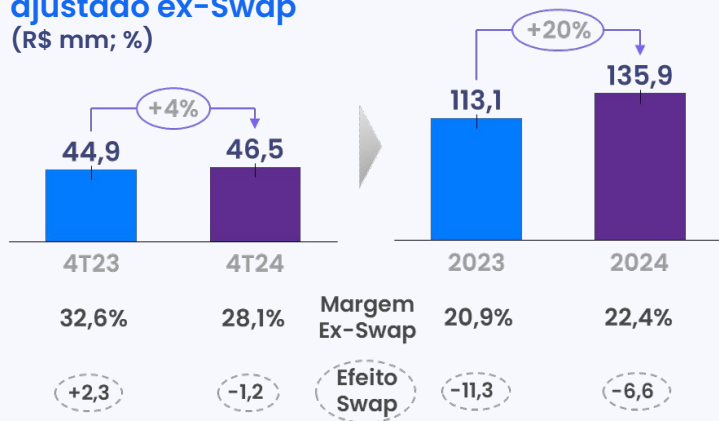
- ▶ A margem bruta diminuiu principalmente em decorrência de custos de aquisição mais altos, impulsionados pelo efeito do mix - crescimento mais forte em Assinaturas Digitais - e CAC mais alto nas novas regiões geográficas
- ▶ O OPEX ajustado⁽²⁾ aumentou 14% YoY, principalmente devido a: (i) efeito cambial nas despesas de TI e pessoal em USD, (ii) despesas de pessoal das empresas adquiridas no final de 2023 - incorporadas em Dez/23 - e (iii) efeito do dissídio, válidos a partir de Out/24
- ▶ EBITDA Ajustado⁽¹⁾⁽²⁾ acelerou seu ritmo de crescimento, +19% YoY, alcançando patamar recorde de R\$55M no 4T24 e R\$200M em 2024



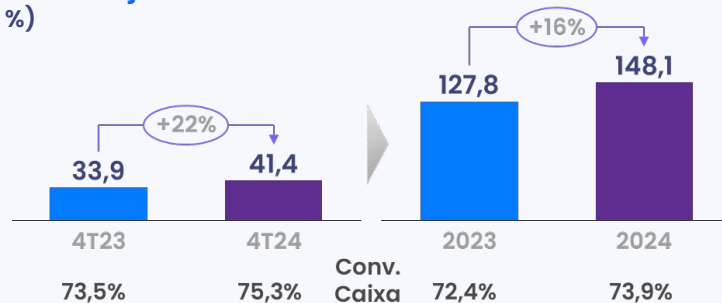
Lucro Líquido e Fluxo de Caixa das Operações

O lucro líquido ex-swap cresceu 20% em 2024; fluxo de caixa operacional manteve sua forte tendência, crescendo +16% YoY em 2024 e +22% YoY no 4T24, com conversão de caixa acima de 75%

Lucro Líquido ajustado ex-Swap (R\$ mm; %)



Fluxo de Caixa Operacional⁽³⁾ e FBC/EBITDA Ajustado^{(1) (2)} (R\$ mm; %)



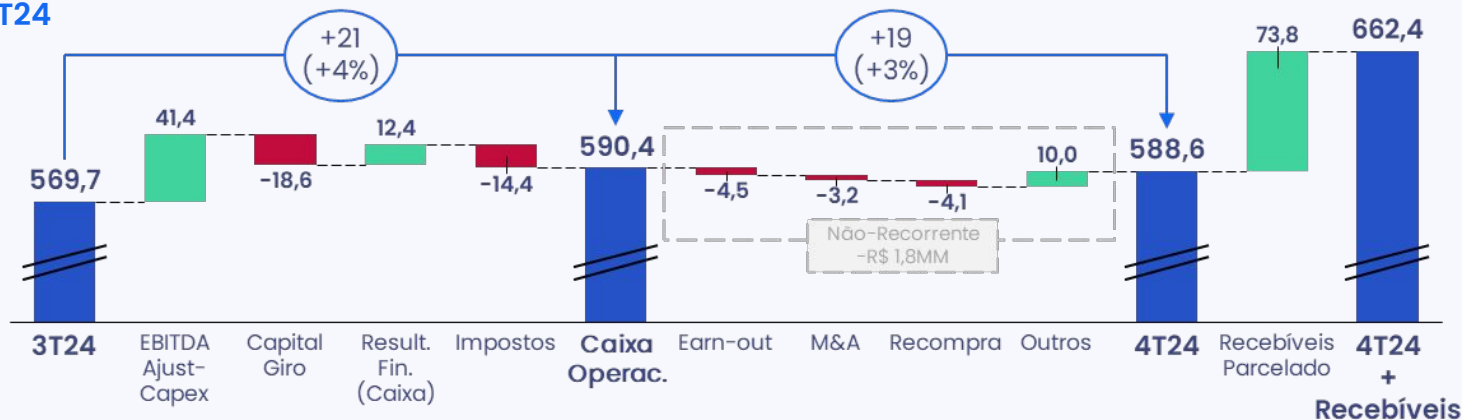
- ▶ O Lucro Líquido Ajustado ex-swap cresceu 4% no 4T24 e +20% em 2024, impulsionado principalmente por uma melhor performance operacional
- ▶ A geração de Fluxo de Caixa Operacional manteve um forte ritmo de crescimento, alcançando R\$41 milhões no trimestre, liderada por uma sólida performance operacional.
- ▶ A taxa de conversão de caixa foi um grande destaque, superando 75%, refletindo a natureza *asset-light* do nosso negócio.



Saldo de Caixa

Geração de fluxo de caixa livre de ~R\$20M no 4T24, sustentada por um sólido desempenho operacional. O plano de alocação das reservas de caixa equilibrará futuros M&As com uma política de dividendos mais agressiva em 2025

Variação do saldo de caixa 4T24 vs 3T24 (R\$ mm; %)



- ▶ Geração de fluxo de caixa livre de R\$21 MM, impulsionada principalmente pelo sólido desempenho do fluxo de caixa operacional (+R\$41 MM), enquanto o capital de giro foi negativo (-R\$19 MM) devido ao crescimento dos Pagamentos na modalidade parcelado e às necessidades de capital de giro no Brasil
- ▶ O montante alocado de capital de giro relativo aos Pagamentos na modalidade parcelado aumentou em +R\$9 MM, totalizando R\$74 MM
- ▶ Posição de caixa de R\$589 MM no final de 2024
- ▶ Aprovamos uma **nova política de dividendos, visando distribuir R\$200 MM**, com R\$58 MM especificamente alocados para 2024

Considerações Finais 4T24

- 1** Apresentamos **resultados sólidos**, com **crescimento de dois dígitos** e **acelerando**. Este foi o maior crescimento de receita e EBITDA nos últimos nove trimestres, com expansão nas quatro verticais de negócios.
- 2** **Receita** cresceu 20% YoY, impulsionado por **Assinaturas Digitais, avançando +34% YoY** e **Pagamentos, +16% YoY**. Iniciativas em Pagamentos continuam ganhando tração com novos clientes, alcançando **TPV de R\$2,3 bilhões, um aumento de 26% YoY**.
- 3** **O EBITDA Ajustado expandiu +19% YoY**, alcançando **níveis recordes de R\$55 milhões no 4T24 e R\$200 milhões no ano**, refletindo alavancagem operacional positiva, com Opex crescendo a um ritmo menor que o Lucro Bruto.
- 4** **A geração de caixa operacional** manteve-se robusta, **crescendo +22% YoY para R\$41 milhões no trimestre**, com uma taxa de conversão de caixa de ~75%.
- 5** Diante do desempenho sólido e de perspectivas positivas, temos confiança na aprovação de uma **nova política de dividendos, exclusivamente para 2025, com a intenção de distribuir R\$200 milhões em dividendos**. Essa iniciativa não afetará nossa capacidade de crescimento orgânico nem nossa estratégia de M&A.
- 6** Seguimos **investindo ativamente no portfólio de soluções de Pagamentos**, confiantes em capturar oportunidades relacionadas aos novos padrões do PIX, Open Finance e métodos de pagamento emergentes.



BEMOBI

Earnings Release Presentation

4Q24 - Quarterly Results

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Bemobi's global presence and growing client portfolio

Originally focused in Telecom, Bemobi is now expanding to other recurring service industries such as utilities, education and health

Countries

58

+1 in 4Q24

+7 in 2024

Active Clients

1,475

+15 in 4Q24

+99 in 2024

149

+3 in 4Q24 (+31 in 2024)

Enterprise Clients

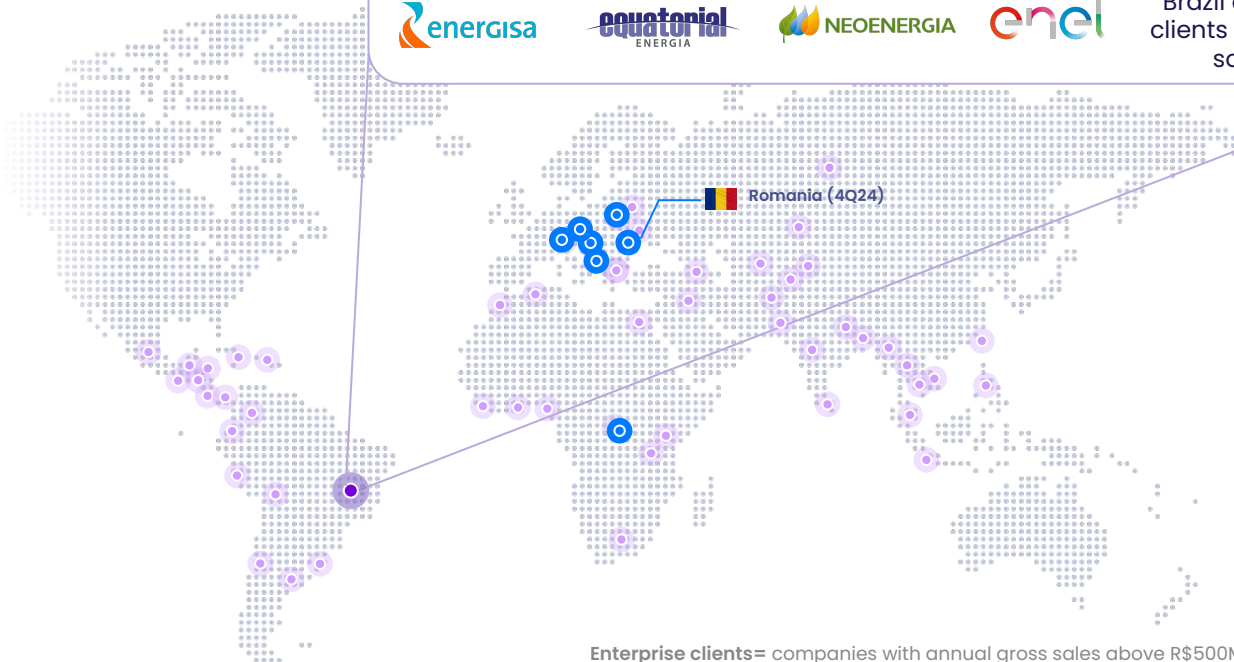
1,326

+12 in 4Q24(+68 in 2024)

Medium Clients



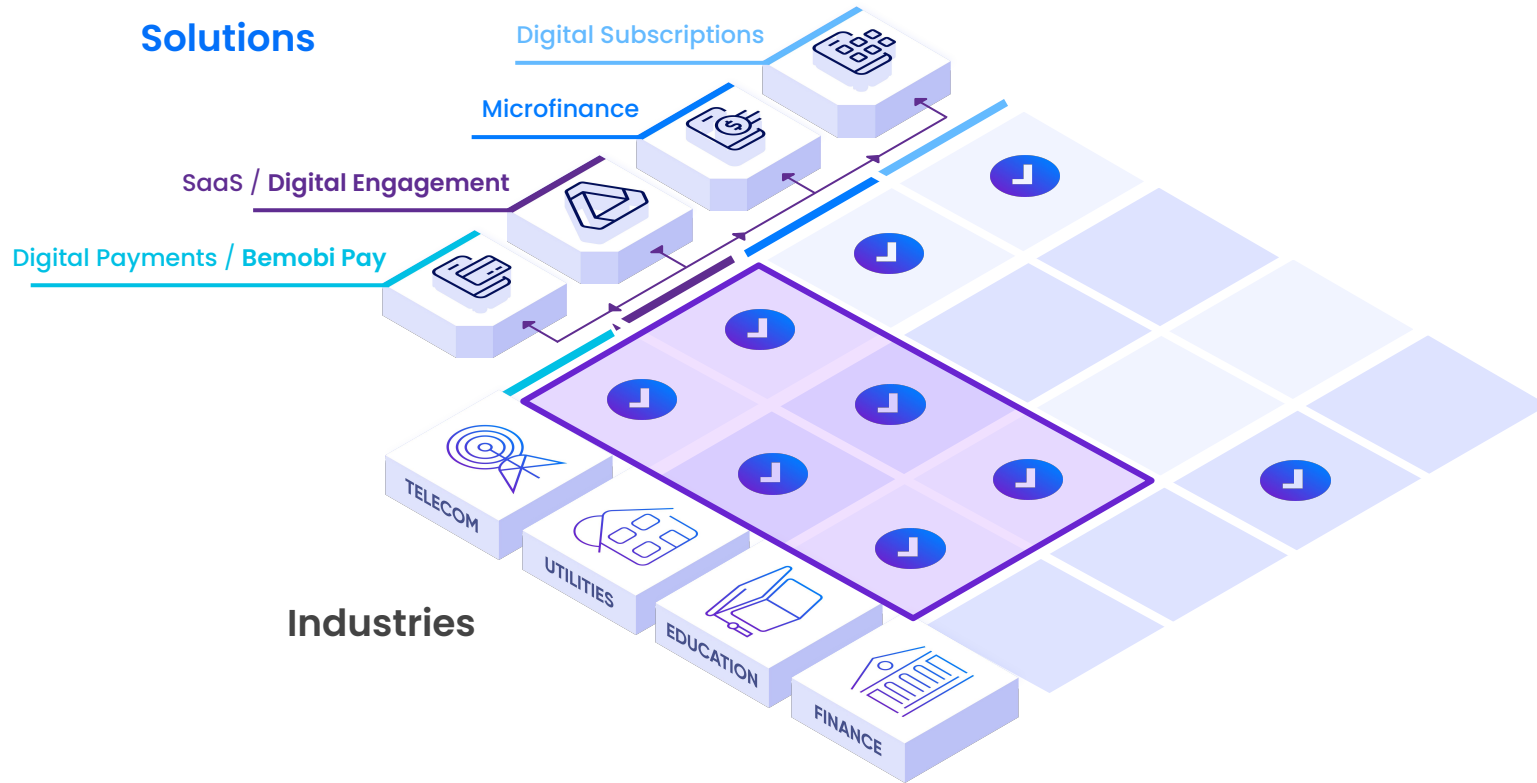
10 of the TOP 15
largest recurring
service companies in
Brazil are Bemobi
clients for payment
solutions



Enterprise clients= companies with annual gross sales above R\$500M

Medium clients = companies with annual gross sales below R\$500M

What we do and who we do it for



Operational indicators: Number of B2B Clients

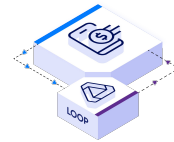
Wide set of large and medium companies, generating recurring revenues across 4 main solutions



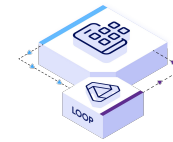
Digital Payments /
Bemobi Pay



SaaS /
Digital
Engagement



Microfinance



Digital
Subscriptions

506

Clients in
Payment
Solutions

+25 in 4Q24

+481 in 2024

12

Enterprise Clients

+1 in 4Q24
+3 in 2024

494

Medium Clients

+24 in 4Q24
+478 in 2024



unifique

1,355

Clients of SaaS
Solutions

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Enterprise Clients

0 in 4Q24
+2 in 2024

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Medium Clients

+11 in 4Q24
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unifique

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Clients of
Microfinance
Solutions

+2 in 4Q24

+9 in 2024

18

Enterprise Clients

+1 in 4Q24
+1 in 2024

16

Medium Clients

+1 in 4Q24
+8 in 2024

smartfren.

113

Carriers, Digital
Banking and
Wallets as
partners

+1 in 4Q24

+20 in 2024

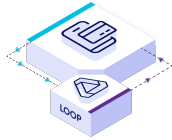


Enterprise clients = companies with annual gross sales above R\$500M

Medium clients = companies with annual gross sales below R\$500M

Operational indicators: B2C metrics

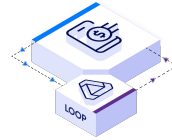
Payments and SaaS on positive trend, up 20%+; Payments' TPV reaching R\$2.3bn, primarily driven by Utilities and Education



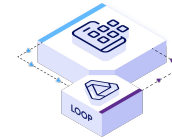
Digital Payments /
Bemobi Pay



SaaS /
Digital
Engagement



Microfinance

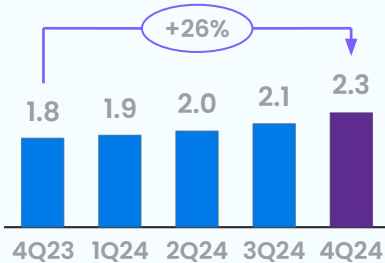


Digital
Subscriptions

Digital Payment (TPV)

Financial Volume, including digital
Top-up and Payment

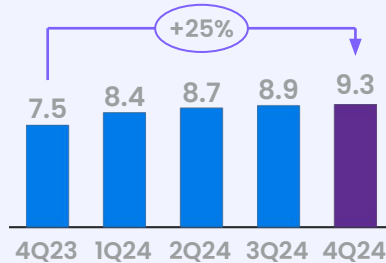
R\$ 2.3 billion



Active Licenses

Average active Licenses for SaaS,
including SMB (ISP) and Bemobi
Communication Services

9.3 millions



Microfinance Transaction

Number of Microfinance transactions
including Air-time/Voice/Data Advances
and Scoring

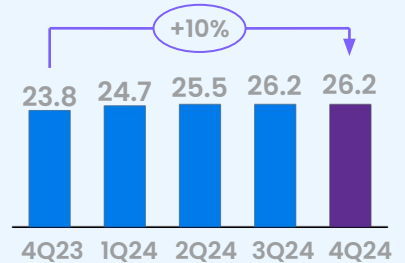
59.0 millions



User Paid Subscriptions

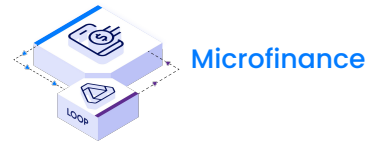
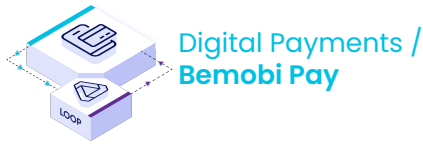
Average user paid active
subscriptions base of Apps

26.2 millions



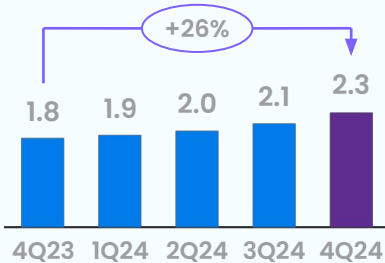
Operational indicators: B2C metrics

Despite Microfinance lower volume of transactions, revenues have been up driven by a favorable mix effect



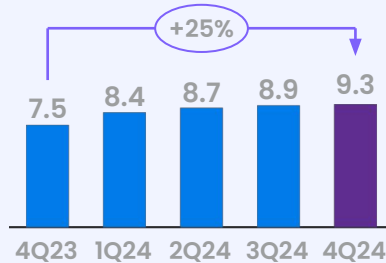
Digital Payment (TPV)

R\$2.3 billion



Active Licenses

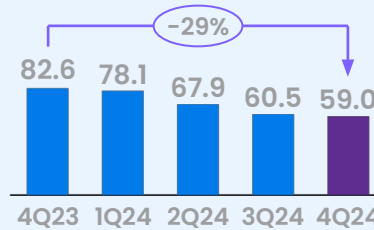
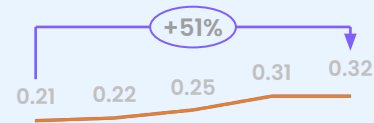
9.3 millions



Microfinance Transaction

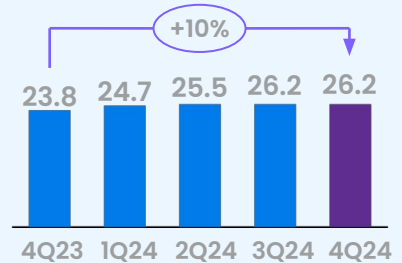
59.0 millions

— Rev per transaction (R\$)



User Paid Subscriptions

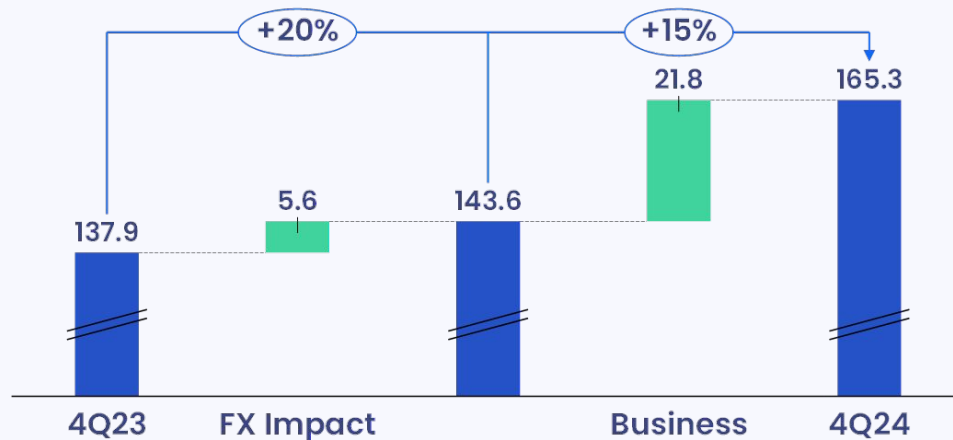
26.2 millions



4Q24 YoY normalized revenue

Adjusted by FX variation

4Q24 vs 4Q23
(R\$ mm)



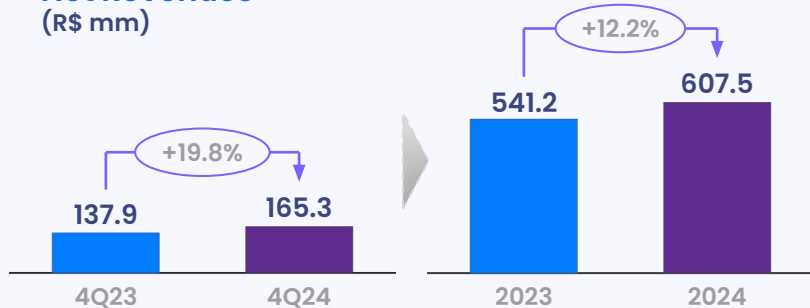
FX Impact (basket of currencies)

- Most of the currencies we are exposed appreciated vs BRL, leading to an additional positive effect on top line

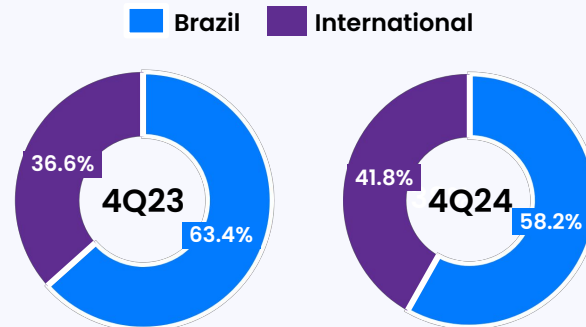
Net Revenues

Top line growth accelerated to reach +20% YoY, with expansion in all 4 business lines – strongest pace of growth in the last 9 quarters

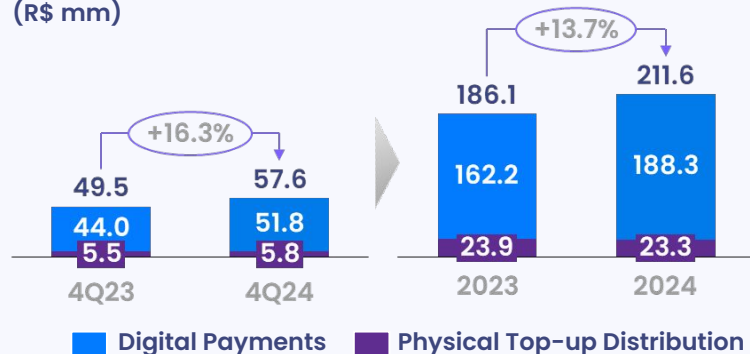
Net Revenues⁽¹⁾
(R\$ mm)



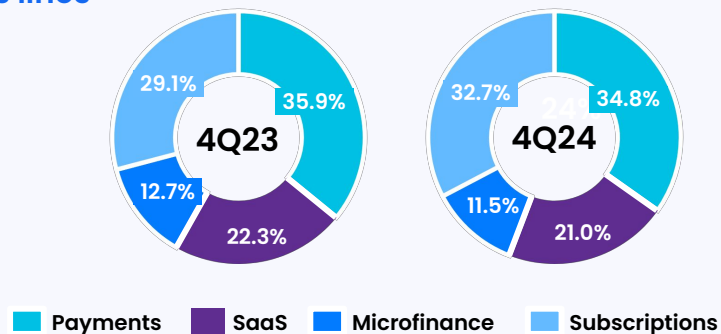
Breakdown per region
(%)



Net Revenues - Payments⁽¹⁾
(R\$ mm)



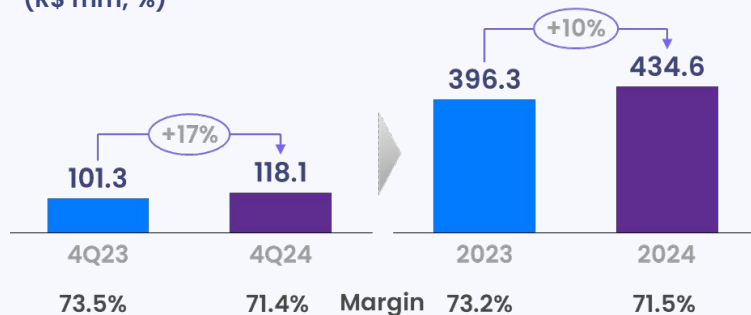
Breakdown per business lines
(%)



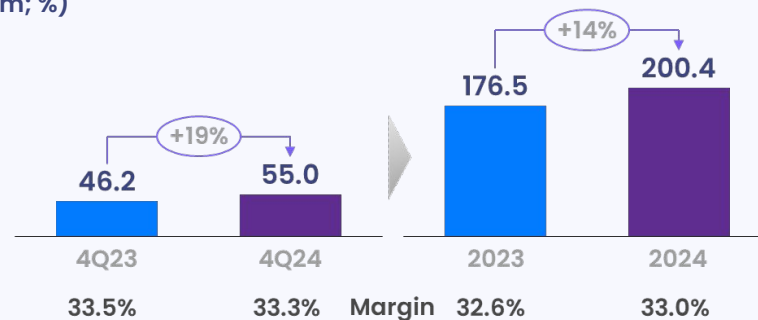
Gross Margin, OPEX and Adj. EBITDA

EBITDA benefitted by positive effect from Gross Profit expanding more than Opex; Opex in 4Q24 primarily affected by FX effect on Personnel and Technology expenses

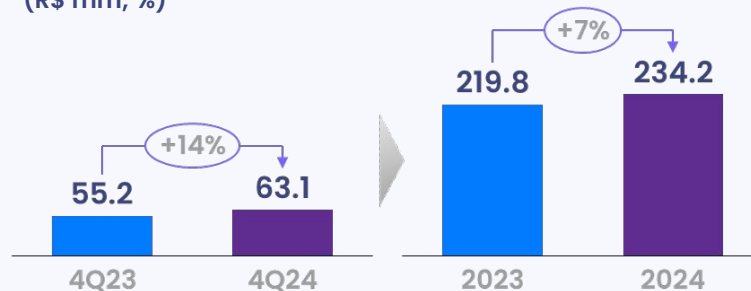
Gross Margin ⁽¹⁾ (R\$ mm; %)



Adjusted EBITDA ⁽¹⁾⁽²⁾ (R\$ mm; %)



OPEX ⁽²⁾ (R\$ mm; %)



- ▶ Gross Margin declined mostly as result of higher acquisition costs, driven by mix effect - stronger growth in Digital Subscription - and higher CAC in the new geographies
- ▶ Adjusted OPEX⁽²⁾ rose 14% YoY, primarily led by: (i) FX effect on IT and personnel USD expenses, (ii) personnel expenses from the acquired companies in the end of 2023 - incorporated in Dec. 31st, 2023 - and (iii) annual wage inflation adjustments, valid in Oct'24
- ▶ Adjusted EBITDA⁽¹⁾⁽²⁾ accelerated its pace of growth to +19% YoY, to reach a record level of R\$55M in 4Q24 and R\$200M in 2024



Net Income and Cash Flow from Operations

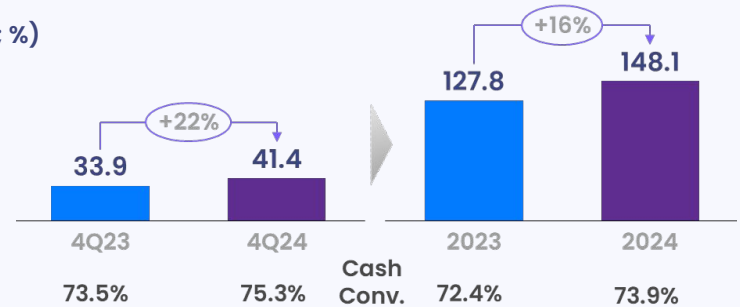
Net income ex-swap increased by 20% in 2024; operational cash flow kept its strong trend, up 16% YoY in 2024 and +22% YoY in 4Q24, with cash conversion above 75%

Adjusted Net Income ex-Swap (R\$ mm; %)



Operational Cash Flow⁽³⁾ and OCF/Adj. EBITDA⁽¹⁾ (2)

(R\$ mm; %)



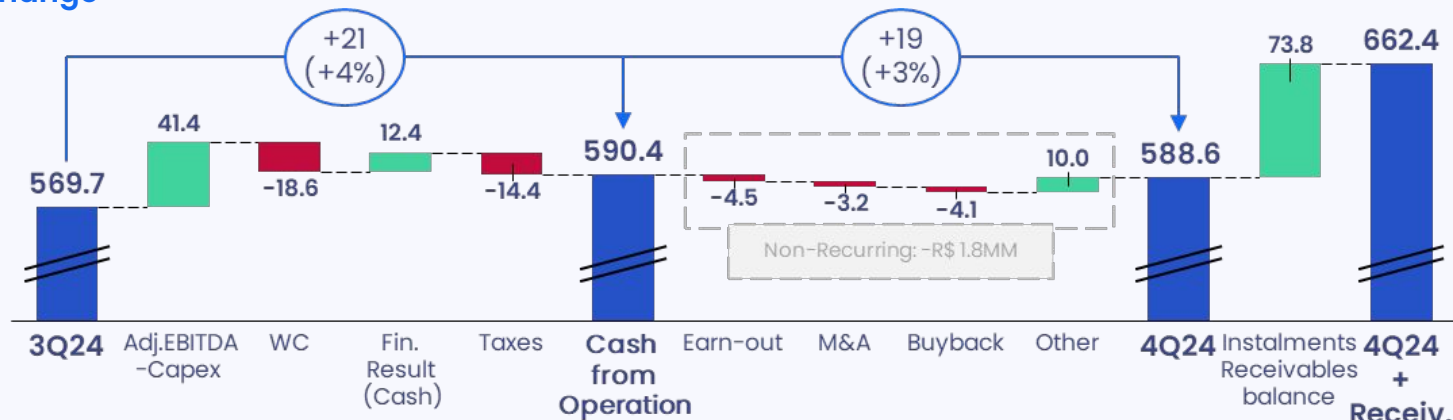
- ▶ Adj. Net income ex-swap was up 4% YoY in 4Q24 and +20% YoY in 2024, mostly driven by better operational performance
- ▶ Operational Cash Flow generation came at strong pace of growth to reach R\$41M in the quarter, led by solid operational performance
- ▶ Cash Conversion rate was a great highlight, beating 75%, reflect of the asset light nature of our business



Cash Balance

Free cash flow generation of ~R\$20M in the quarter, supported by robust operating performance. The planned allocation of cash reserves will balance further M&A activities with a more aggressive dividend policy for 2025

Cash Position change 4Q24 vs 3Q24 (R\$ mm; %)



- ▶ Free cash flow generation of R\$21M mostly due to solid operational cash flow performance (+R\$41M), while working capital was negative (-R\$19M) driven by the growth of Payments' with instalments and working capital needs in Brazil
- ▶ The amount allocated for working capital associated to Payments in instalments increased +R\$9M to R\$74M
- ▶ Cash position at R\$589M at end of 2024
- ▶ We approved a **new dividend policy, aiming to distribute R\$200 million**, with R\$58 million allocated specifically for 2024



Closing Remarks 4Q24

- 1** We posted **strong results**, reporting **double-digit growth** with accelerating momentum. This marks our **highest revenue and EBITDA growth rates in the past nine quarters**, driven by expansion across all four business lines.
- 2** **Revenue grew +20% YoY**, led by **Digital Subscriptions, up +34% YoY, and Payments, up +16% YoY**. Payments initiatives continue to gain traction with new clients, reaching **TPV of R\$2.3bn, a 26% YoY increase**.
- 3** **Adj. EBITDA expanded by +19% YoY**, achieving **record levels of R\$55M in 4Q24 and R\$200M for the full year**, reflecting positive operational leverage as Opex grew more slowly than Gross Profit.
- 4** **Operating cash generation** remained robust, **increasing +22% YoY to R\$41 million in the quarter**, with a cash conversion rate of ~75%.
- 5** Given this strong performance and our positive outlook, we are confident in approving a **new dividend policy, exclusively for 2025, with the intent of distributing R\$200 million in dividends**. This initiative will not affect our capacity for organic growth or our M&A strategy.
- 6** We continue **actively investing in our Payments solutions portfolio**, confident in capturing opportunities around new PIX standards, Open Finance, and emerging payment methods.