

#ESP/A3

Results
2025



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quarter

high heels



Q2 2025 Highlights – Summary



SWS (system-wide sales) of **R\$384.5 million** in 2025, a **+9.6%** growth, and **R\$836.5 million** in the first half, a **+11.7%** increase.



Same-store sales of **+7.7%** in the quarter, a gain of **5.5 p.p.** compared to 2024, and **+9.7%** in the first half, a gain of **11.1 p.p.**
Increase of +8.1% in the **average ticket** compared to 2024, and **+15.8%** when compared to 1H24.



Adjusted gross profit of **R\$100.7 million** in 2025, a **+11.2%** increase compared to 2024, with an **adjusted gross margin of 37.7%**.
In the first half, **adjusted gross profit** reached **R\$219.7 million**, a **+7.9%** growth, with a **gross margin of 39.5%**.



Adjusted EBITDA of **R\$64.6 million** in 2025, a **+13.8%** increase, with an **adjusted EBITDA margin of 24.2%**.
In 1H25, **Adjusted EBITDA** was **R\$144.8 million**, up **+10.8%**, with a **margin of 26.0%**.



In 2025, we recorded an **adjusted net income** of **R\$8.8 million**, up **+82.3%** compared to 2024.
On a statutory basis, **net income** grew **+63.4%**.
In the first half, **adjusted net income** was **R\$31.7 million**, a **+75.4%** increase compared to 1H24.



Net debt decreased by 5.3% (R\$30.9 million) in 2025 vs. 2024, with a **reduction in leverage**, reaching **1.97x net debt/EBITDA**, compared to **2.22x** in 2024.

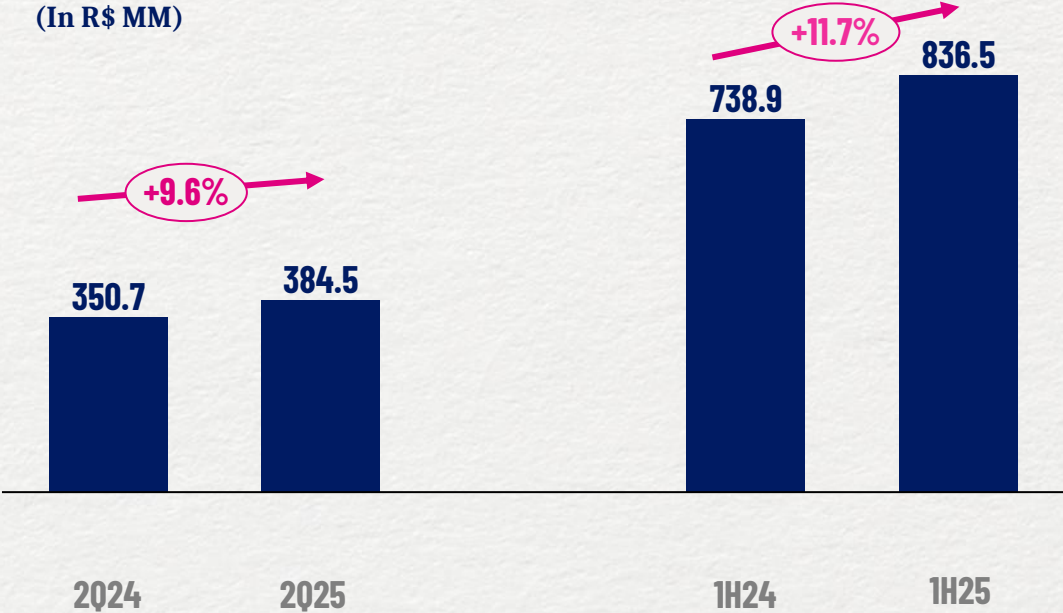


Management change: Appointment of new Chief Operating Officer (**João Vêras**).



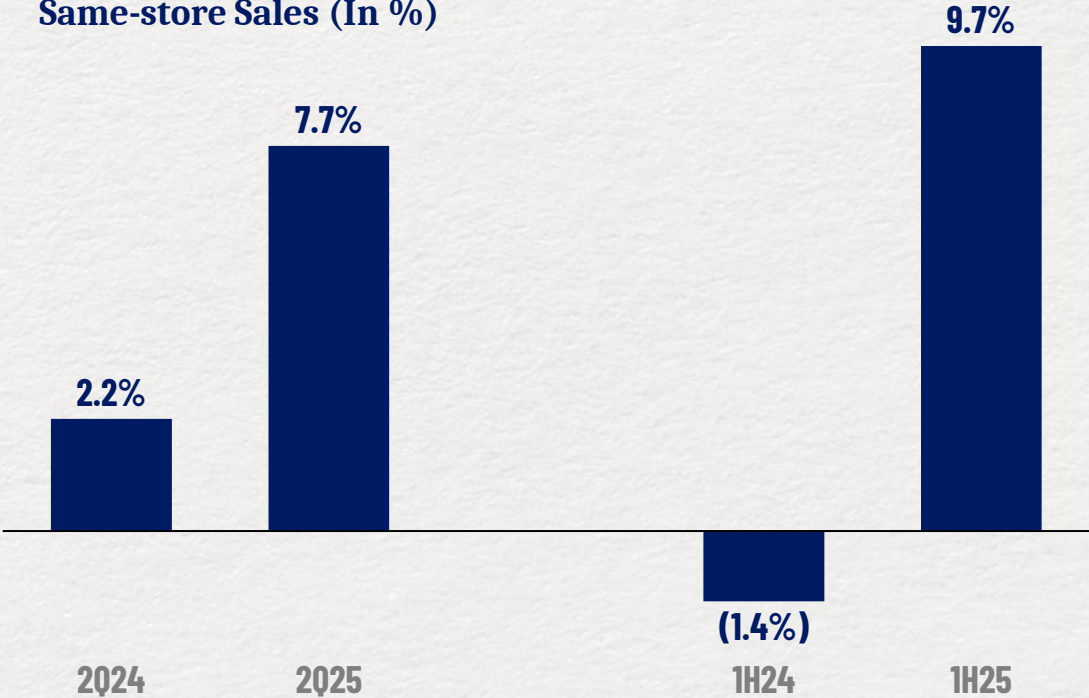
System-wide sales of **R\$384.5 million**, a **+9.6%** growth, and **R\$836.5 million** in the first half (**+11.7%**).
Same-store sales grew **+7.7%** in the quarter and **+9.7%** in the first half.

System-wide-sales EL Brazil¹
(In R\$ MM)



Gross sales¹ reached **R\$384.5 million** in 2025, representing a **9.6% growth** compared to the same period last year, driven by an increase in our **average ticket** and an improvement in the **sales mix**. In 1H25, **gross sales¹** grew **11.7%**.

Same-store Sales (In %)



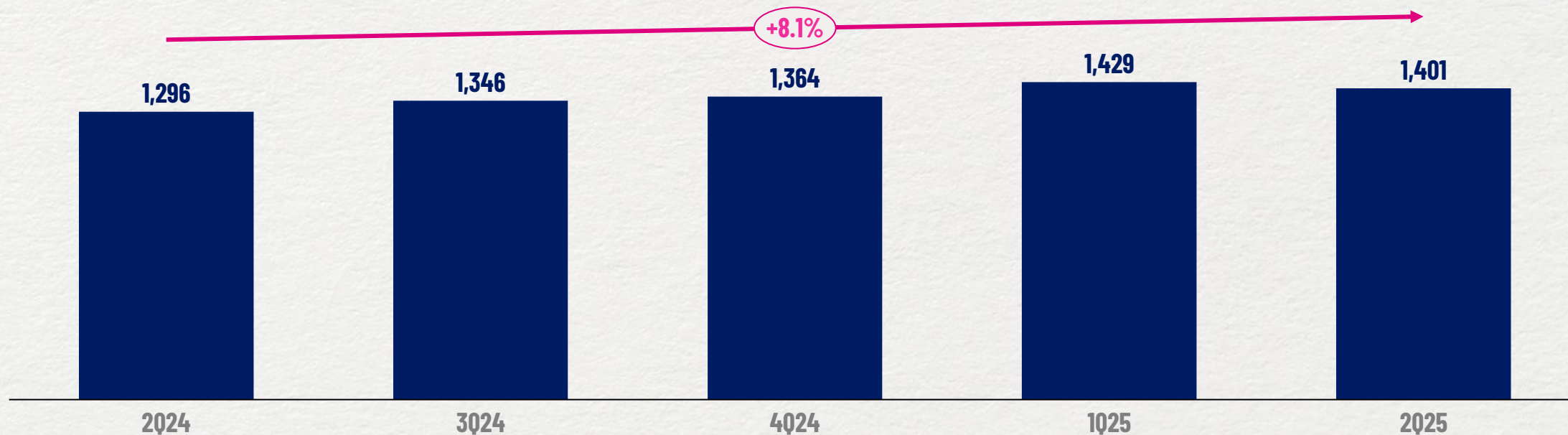
As a result, our **same-store sales** reached **7.7%**, compared to 2.2% in 2024. In the first half, same-store sales grew **9.7%**, an increase of **11.1 p.p.** compared to 1H24.



¹System-wide sales corresponds to the total gross sales (sell-out) of Espaçolaser units (company owned and franchise).

Ongoing price adjustments and improvements in the sales mix led to a +8.1% increase in average ticket in 2025.

Average Ticket (In R\$)

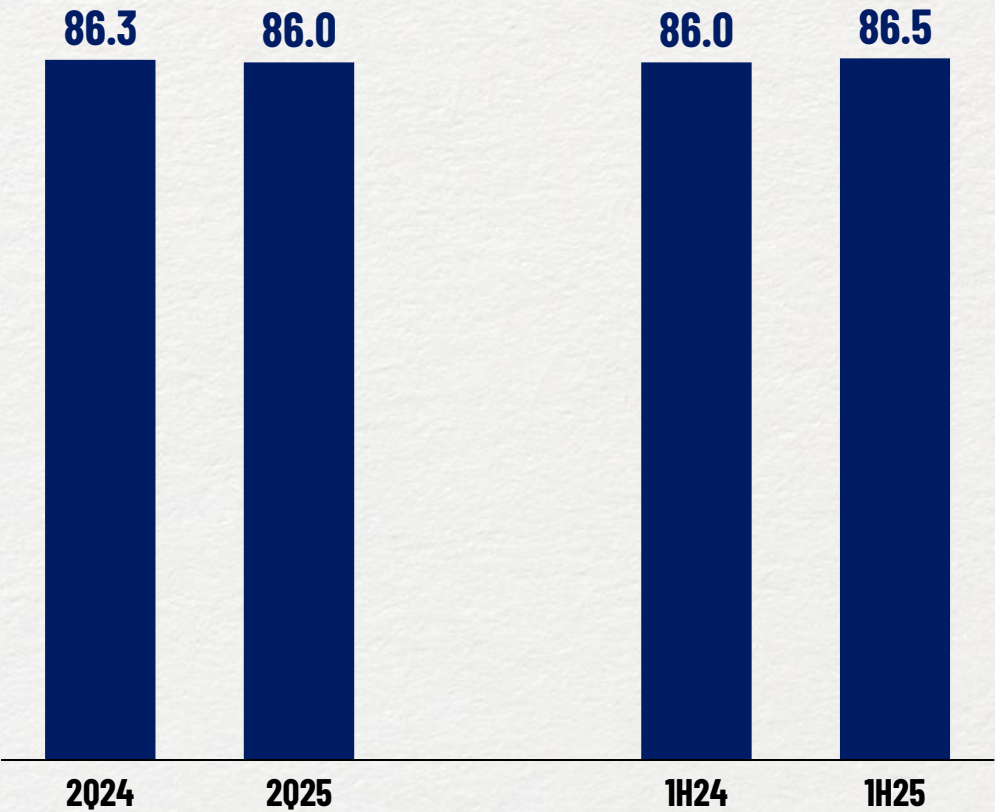


- We recorded an **8.1% increase in average ticket** compared to 2024. In the first half of 2025, **average ticket grew by +15.8%** compared to the same period in 2024, reflecting **the resilience of demand and our ability to pass on costs**.
- **The price list repositioning and gradual adjustments to promotional policies** supported the **net price gain**.
- We also saw a **positive mix effect**, with greater contribution from **higher value-added areas**, further driving the expansion of the average ticket.

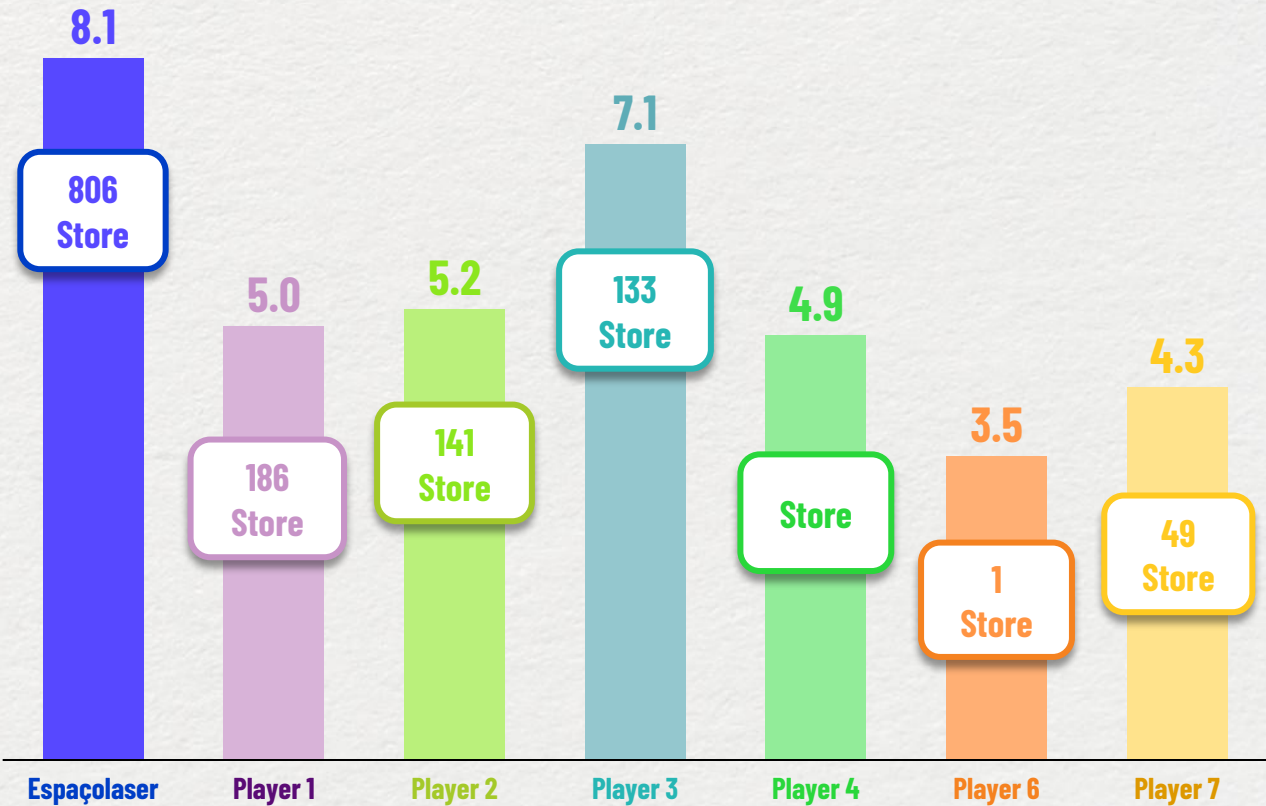


Maintaining a high level of customer satisfaction.

Net Promoter Score (NPS)



Reclame Aqui¹ (score from 0 to 10) | Number of Stores in Brazil



¹ Public data from July 2025



financial

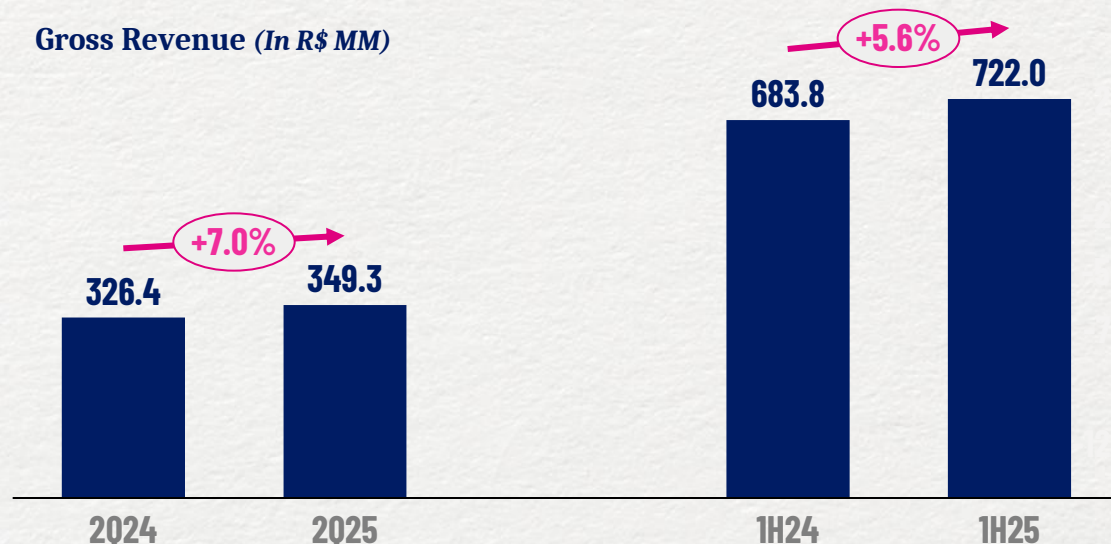
performance



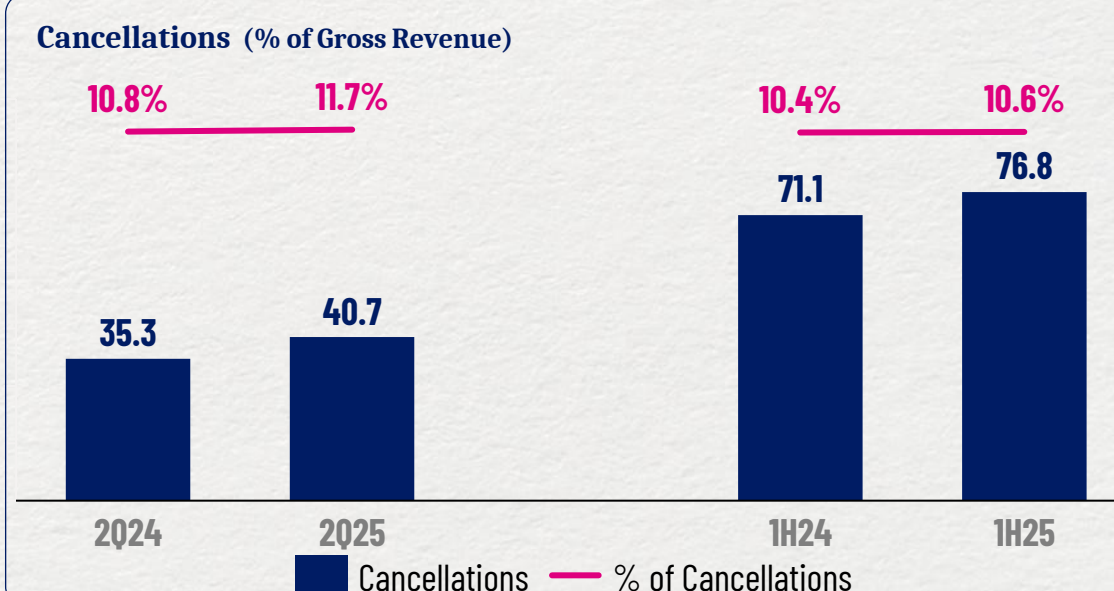
Increase of +7.0% in gross revenue in the quarter and +5.6% in the semester.

Increase of 0.8 percentage points in the cancellation rate in the quarter and 0.3 p.p. in the semester.

Gross Revenue (In R\$ MM)



Cancellations (% of Gross Revenue)



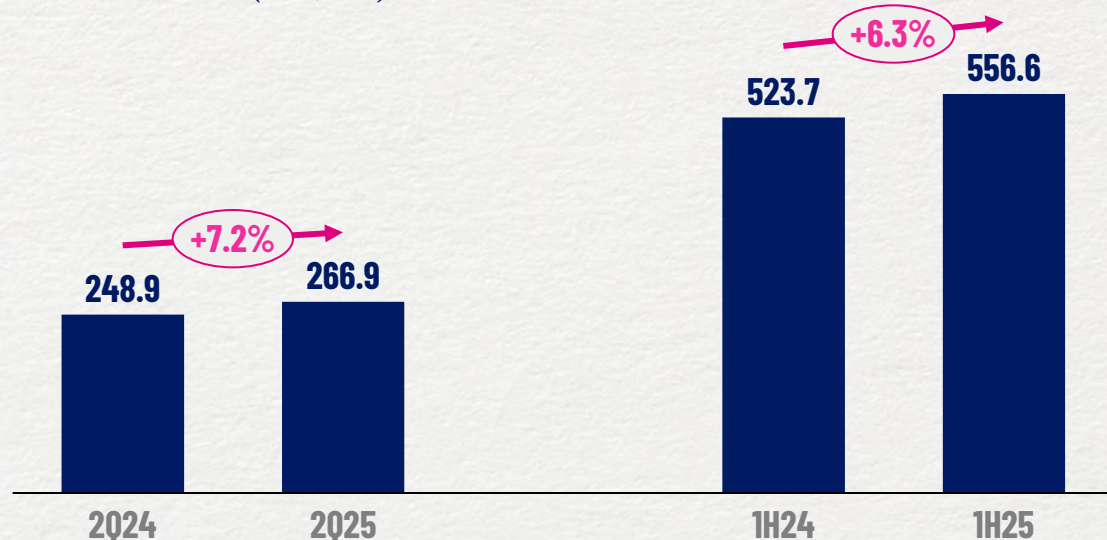
- In 2Q25, gross revenue **reached R\$ 349.3 million**, representing a **7.0% increase**.
- For the year-to-date, gross revenue totaled **R\$ 722.0 million**, **5.6% higher** than 1H24.

- The **change in the cancellation recognition policy** implemented at the beginning of the year resulted in the acceleration of recognizing cancellations that would have been accounted for in future periods.
- As a result, the cancellation rate increased by **0.8 percentage points** as a percentage of gross revenue in 2Q25. For the semester, there was a slight increase of **0.2 percentage points** compared to 1H24.

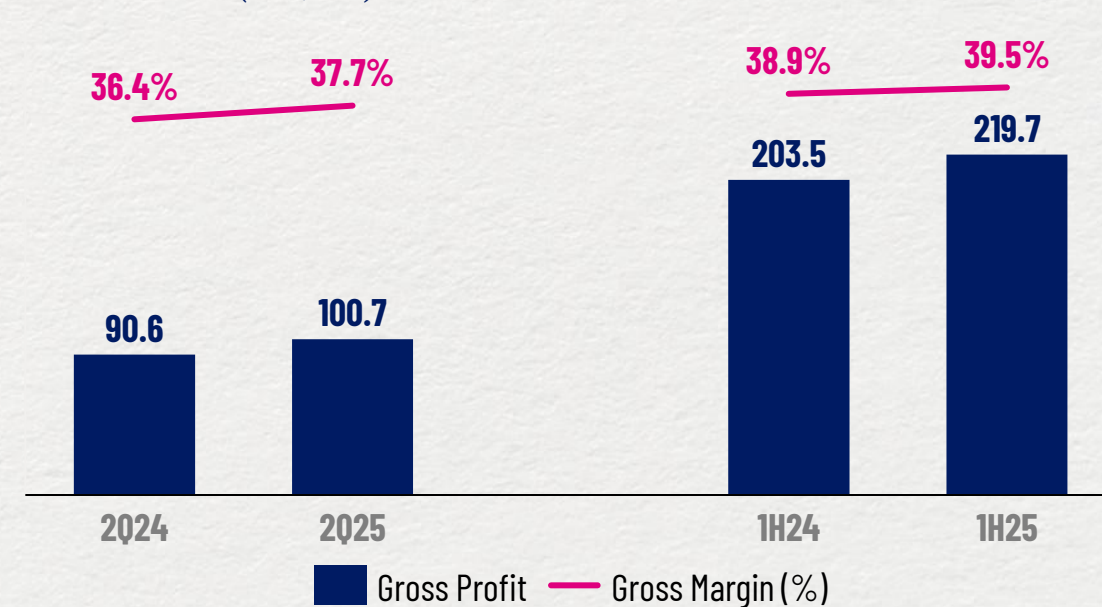


Expansion in net revenue of +7.2% in 2Q25 and +6.3% in 1H25, with gains of +11.2% in gross profit in 2Q25. For the semester, our gross margin was 39.5%.

Net Revenue¹ (In R\$ MM)



Gross Profit² (In R\$ MM)



- **Net revenue** grew by 7.2% in the quarter, reflecting higher sales, an improved **sales mix**, and an increase in **average ticket**.
- Year-to-date, net revenue reached **R\$ 556.6 million**, with a growth of 6.3%.

- Gross profit was **R\$ 100.7 million** in 2Q25, a **strong increase of 11.2%**, with a gross margin of 37.7%.
- In 1H25, gross profit was **R\$ 219.7 million** with a gross margin of **39.5%**, an **increase of 0.6 percentage points** compared to 1H24.

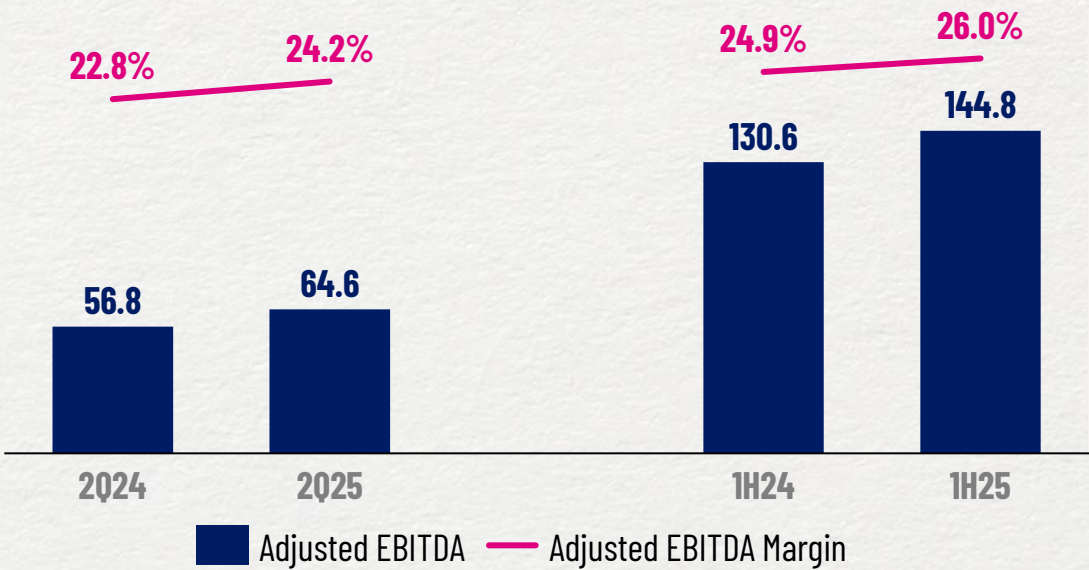
¹ Net revenue for 2024 was adjusted to (i) consolidate the Colombia operation result for January 2024; (ii) exclude non-recurring cancellation effects.

² Gross profit adjusted for: (i) consolidation of Colombia results for 2024; (ii) exclusion of non-recurring costs; and (iii) exclusion of effects related to IFRS-16.

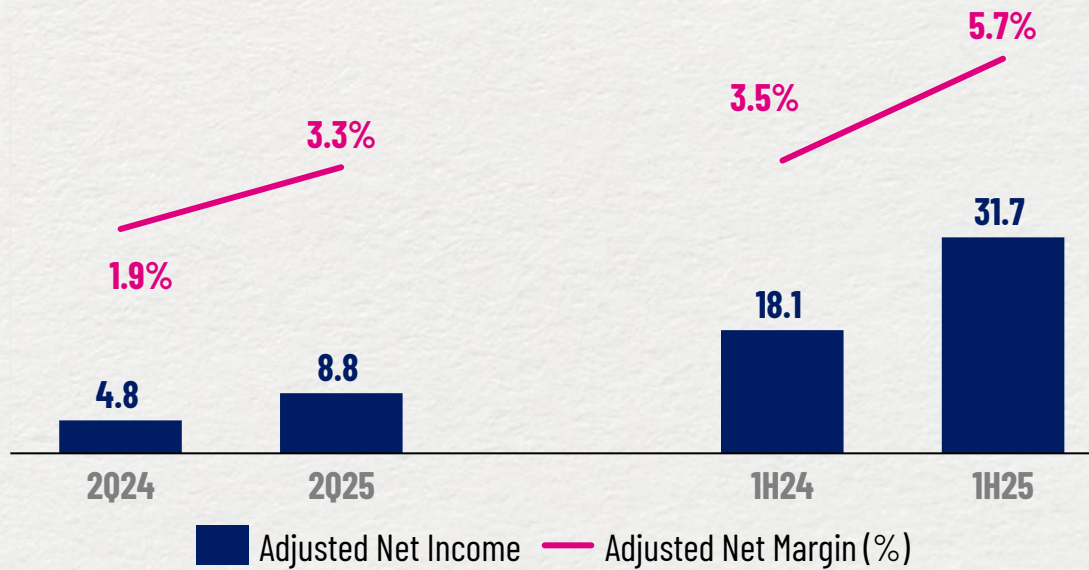


Adjusted EBITDA of R\$ 64.6 million in 2025, representing a 13.8% increase, with a margin of 24.2%. Adjusted EBITDA for the semester totaled R\$ 144.8 million, with a strong margin of 26.0%. Adjusted Net Income of R\$ 8.8 million in 2025, a growth of 82.3%.

Adjusted EBITDA¹ (In R\$ MM)



Adjusted Net Income (In R\$ MM)



- In 2025, Adjusted EBITDA totaled **R\$ 64.6 million**, a **13.8% increase** compared to 2024, with an adjusted EBITDA margin of **24.2%**, representing a **gain of 1.4 percentage points**.
- In the first semester of 2025, Adjusted EBITDA was **R\$ 144.8 million**, a **growth of 10.8%**, with an adjusted EBITDA margin of **26.0%**.

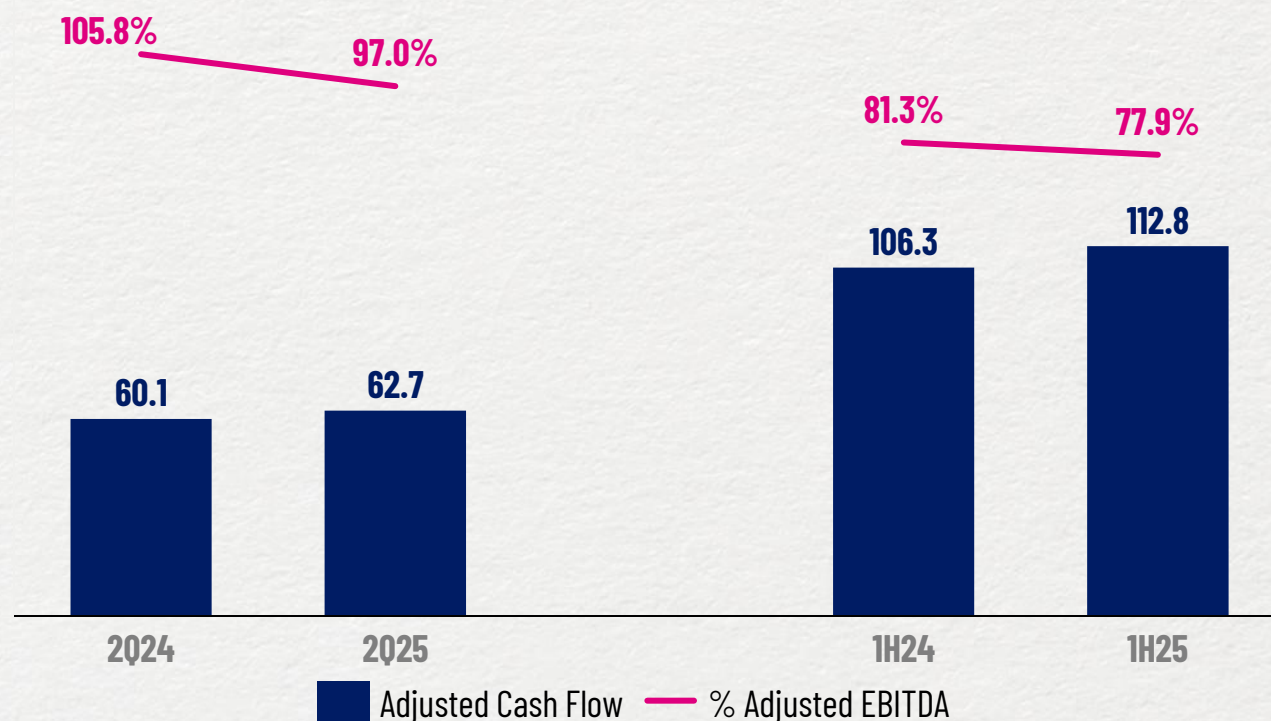
- Adjusted net income was **R\$ 8.8 million in 2025**, compared to a **net income of R\$ 4.8 million** in 2024, representing an **increase of 82.3%**. In the accumulated year, adjusted net income was **R\$ 31.7 million**, a **growth of 75.4%**.
- Net income was **positively impacted** by the payment of Interest on Capital (JCP), resulting in a favorable effect on the effective income tax rate for the period.



¹Adjusted EBITDA considers: (i) the inclusion of Colombia's January 2024 results; (ii) the exclusion of non-recurring costs and expenses; and (iii) the elimination of IFRS 16-related effects.

Strong operating cash generation, up 4.2% compared to the same period last year, and a 6.2% increase in the year-to-date figure versus 1H24.

Adjusted Operating Cash Flow¹ (In R\$ MM)

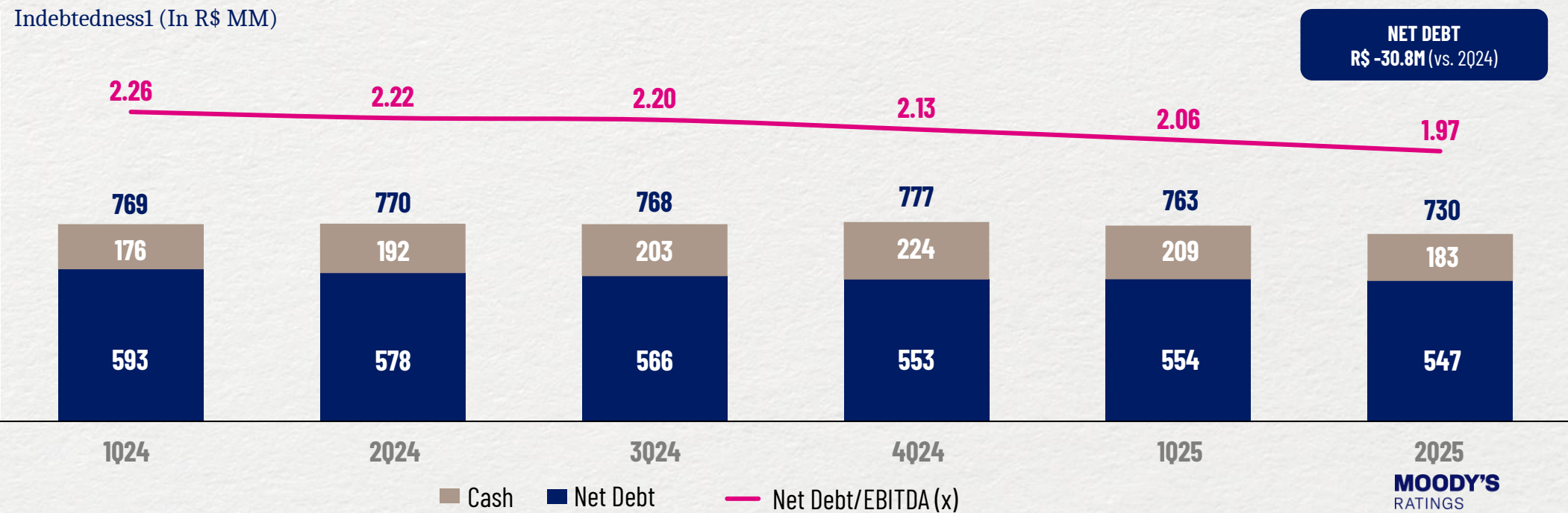


- Operating **cash flow** totaled **R\$62.7 million** in 2024, up **4.2%** year-over-year, with an **EBITDA-to-cash conversion** rate of **97.0%**.
- In the first half of the year, operating cash flow reached **R\$112.8 million**, with an **EBITDA-to-cash conversion** rate of **77.9%**.

¹Adjusted Operating Cash Flow is calculated based on net cash provided by (used in) operating activities, excluding the impact of the financial result for the period.



Sequential leverage reduction



- **Leverage decreased** both year-over-year compared to 2Q24 and **sequentially**, reaching the **lowest** level in **13 quarters**. As a result, the leverage ratio stood at **1.97x**, representing a reduction of **0.24 p.p.**
- On May 6, **Moody's Local Brazil** assigned the Company an issuer rating of **'A.br'** for the first time, with a stable outlook, **surpassing** the **previously held rating**.

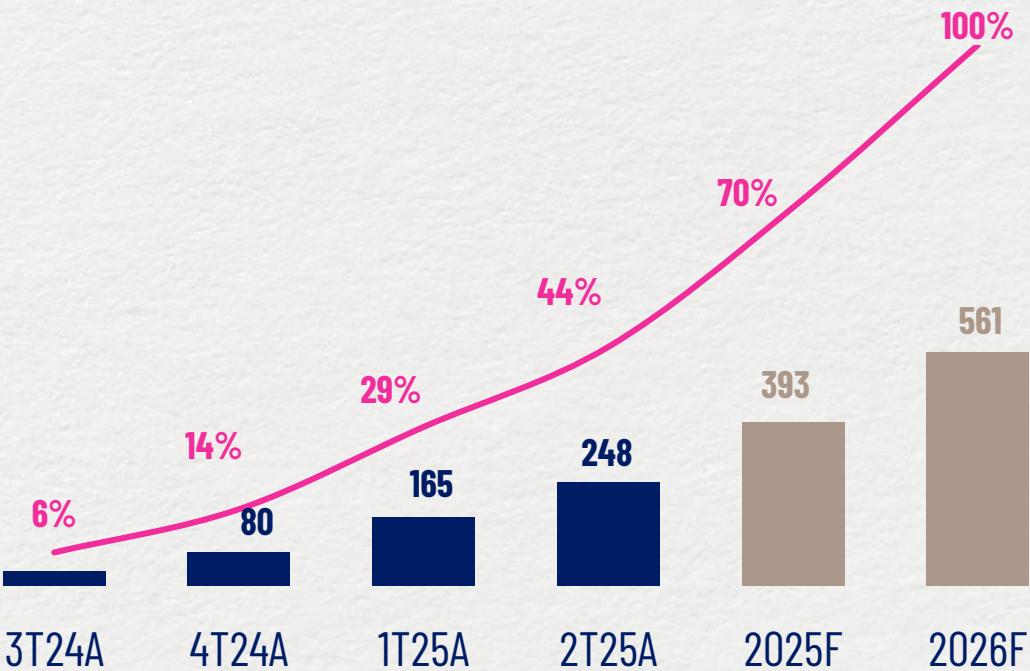
¹ Considera o EBITDA Contábil excluindo efeito das incorporações de JVs e franquias e custos e despesas não recorrentes dos últimos doze meses



Cooler Project - Actual and Forecast



Siberian



Owned stores Implementation rate



Economic Outlook and Impacts on the Capital Markets

Key Themes Impacting the Stock Market:



U.S. Government Rates



Rising Interest Rates and Inflation



Fiscal Instability

Despite adverse market conditions, **ESPA3** has demonstrated resilience in stock performance during 1H25:

R\$ 0.73



4Q24 Earnings Release

R\$ 0.78



Espaçolaser Day 2025

R\$ 0.89



1Q25 Earnings Release



The Strength of the Beauty Sector

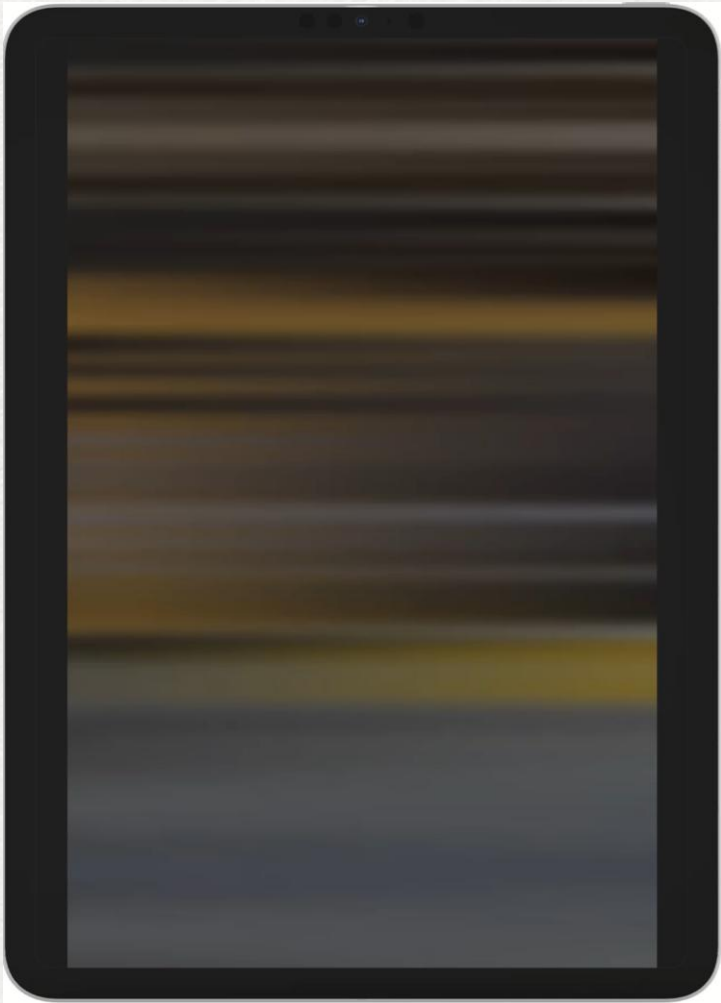
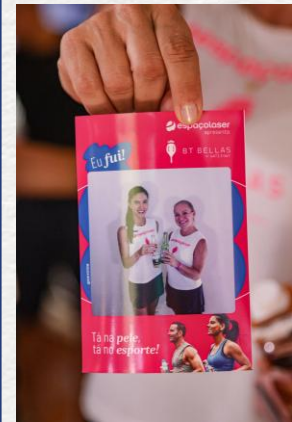
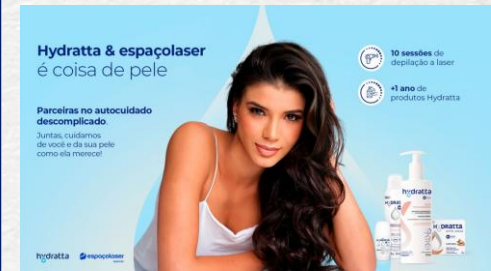
Even in a challenging macroeconomic environment, the beauty sector, which includes **laser hair removal**, led growth among services in the first half of 2025, driven by recurring consumer habits and a strong focus on well-being.

¹ IDAT-Service	03/25	06/25	YTD*
Beauty Services	6.9%	10.6%	11.7%
Accommodation	15.6%	(5.1%)	6.3%
Recreation Programs	12.2%	3.0%	5.1%
Food	3.5%	1.3%	4.3%
Other Personal Services	1.8%	(2.9%)	3.6%
Furniture and Home Appliances	(11.3%)	(9.0%)	(7.8%)
Pharmaceuticals, Medical Products, and Cosmetics	0.3%	2.9%	3.1%

¹IDAT (Daily Activity Tracker): an index that tracks Brazil's economic activity on a daily basis. Data as of June 7, 2025 – Source: Itaú (IBBA). ²52.0% growth based on the most recent closing as of August 5, 2025.



Partnerships



Lasershop

Activations Targeting the Male Audience

laser SHOP

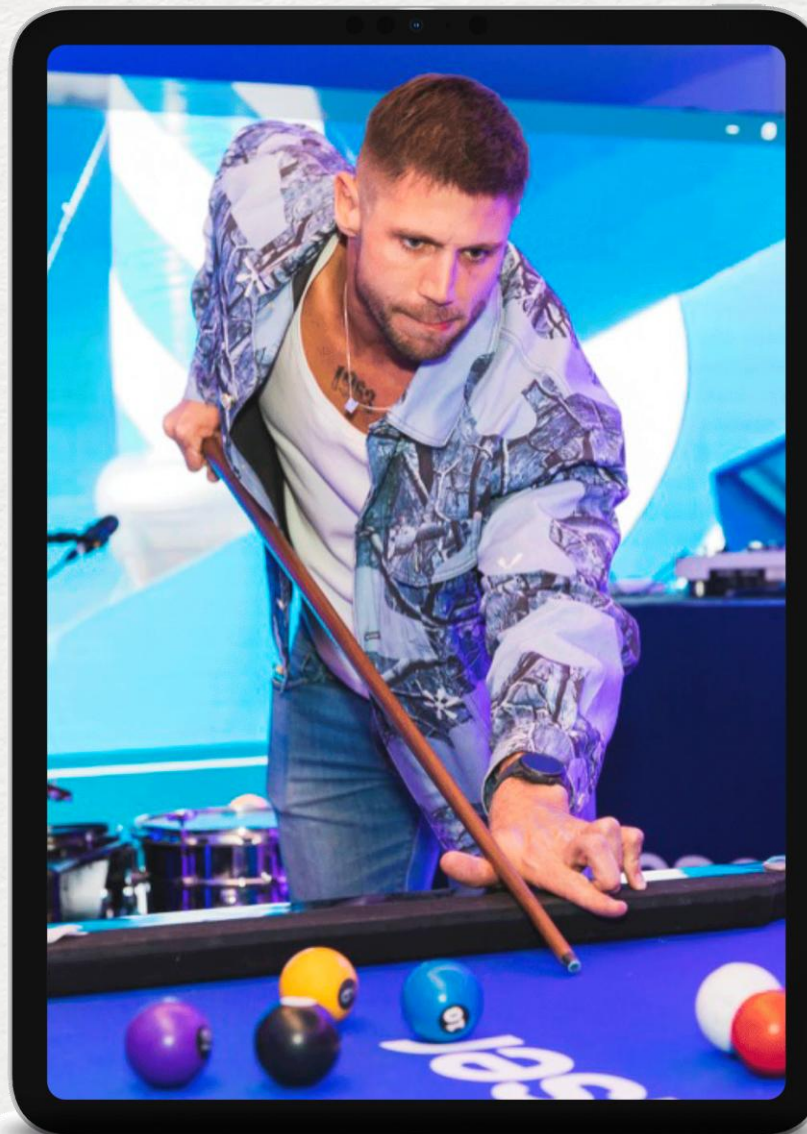
Flagship Launch Event

- 45 Invited Influencers and Entrepreneurs.
- Exclusive Experience Focused on Men's Well-Being.
- Connection with New Audiences.



National Expansion

- Each regional office is receiving a store with the same concept.
- The rollout will continue in August with new activations, extending throughout the second half of the year.



#ESPA3

Q&A




#ESPA3

Final Remarks



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