

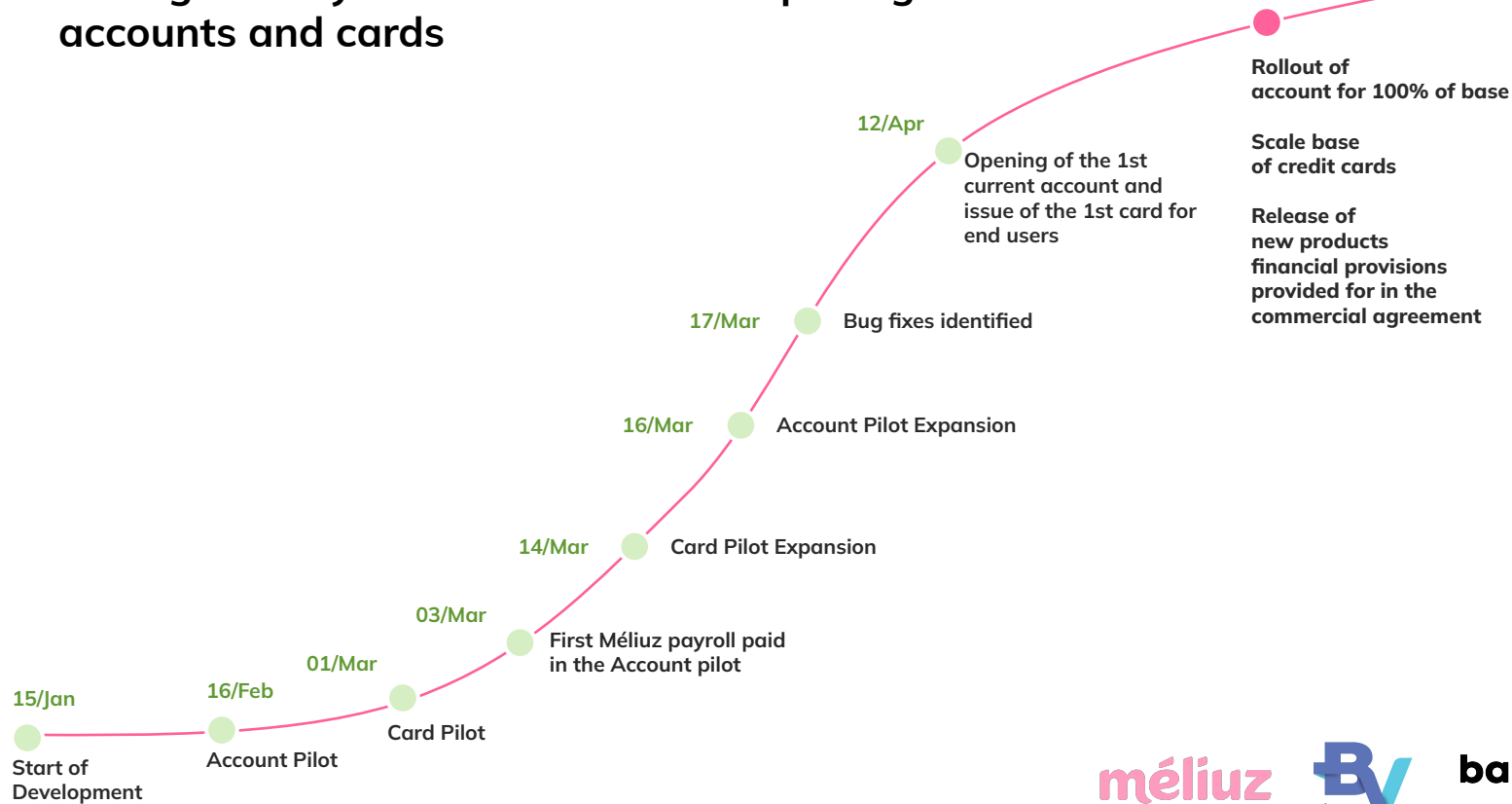
méliuz

1Q23 Earnings Presentation

May 10, 2023



We are moving fast in the integrations with Banco BV, having already carried out the first openings accounts and cards



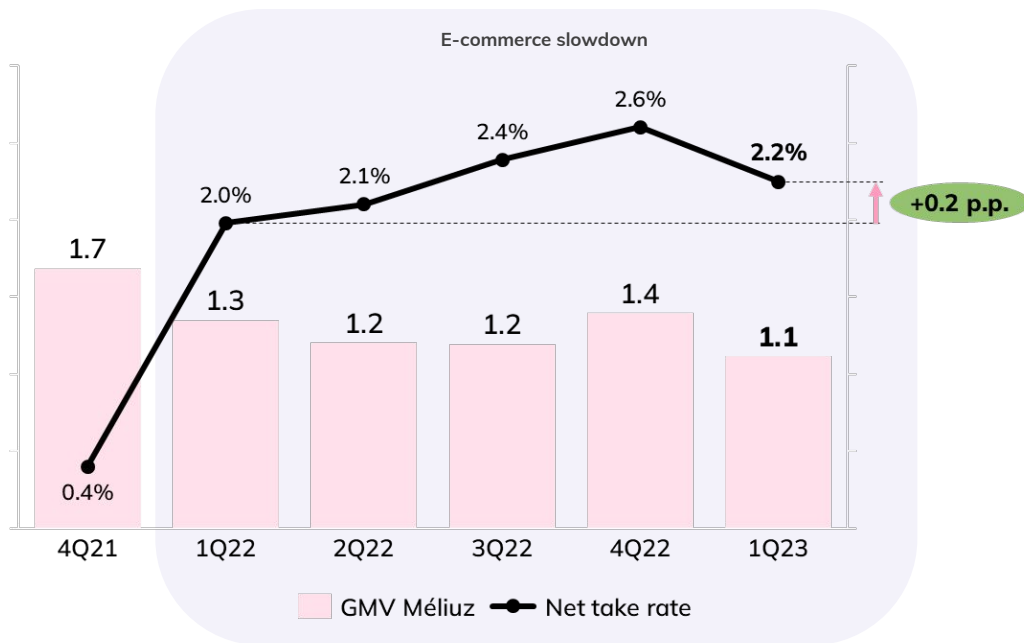
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We continue to focus on optimizing margins,
ensuring better negotiations with partners and efficiency in the capital allocation

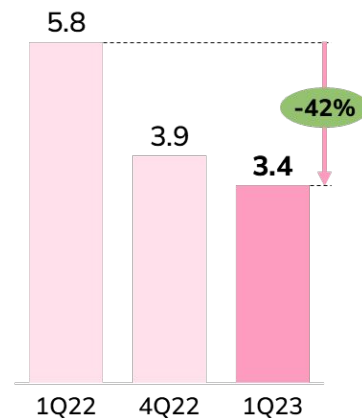
GMV Méliuz and net take rate

(R\$ billion | %)



Marketing expenses¹

(R\$ million)



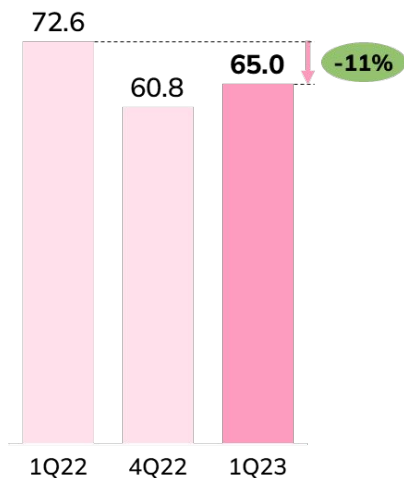
¹ parent company expenses.

In financial terms, we are consistently generating better margins, getting closer to operational break-even

Net Revenue

Brazil shopping

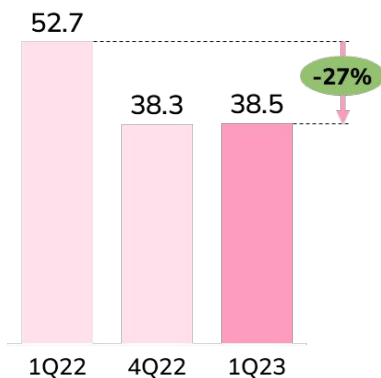
(R\$ million)



Cashback expenses

Parent company

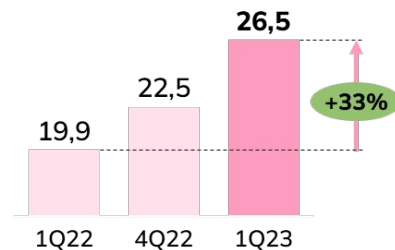
(R\$ million)



Margin

Brazil shopping¹

(R\$ million)

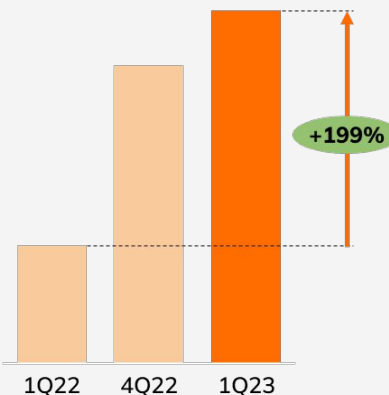


¹ Net Revenue minus cashback expenses. Parent company cashback expenses.

In international shopping, the numbers indicate a strong traction and growth potential with the cashback operation

Total buyers

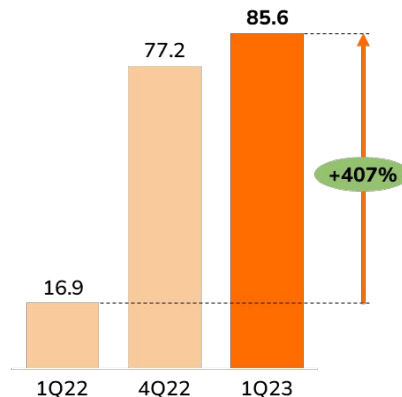
Cashback operation



+2MM
accumulated
accounts opened²
in less than 2 years of
operation
(vs. 5 years at Méliuz)

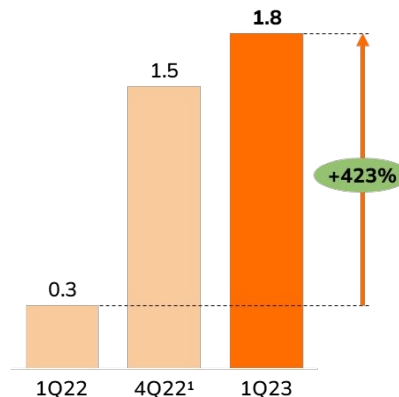
GMV

Cashback operation
(PLN million)



Net Revenue

Cashback operation
(PLN million)



Represents 38% of Picodi's total net revenue in 1Q23, against 26% in 4Q22

¹ We corrected the revenue value of the "cashback operation" in 4Q22. The breakdown between the "cashback operation" and "legacy operation" revenue is carried out in a managerial manner and, for this reason, the adjustment had no impact on the Company's accounting result;

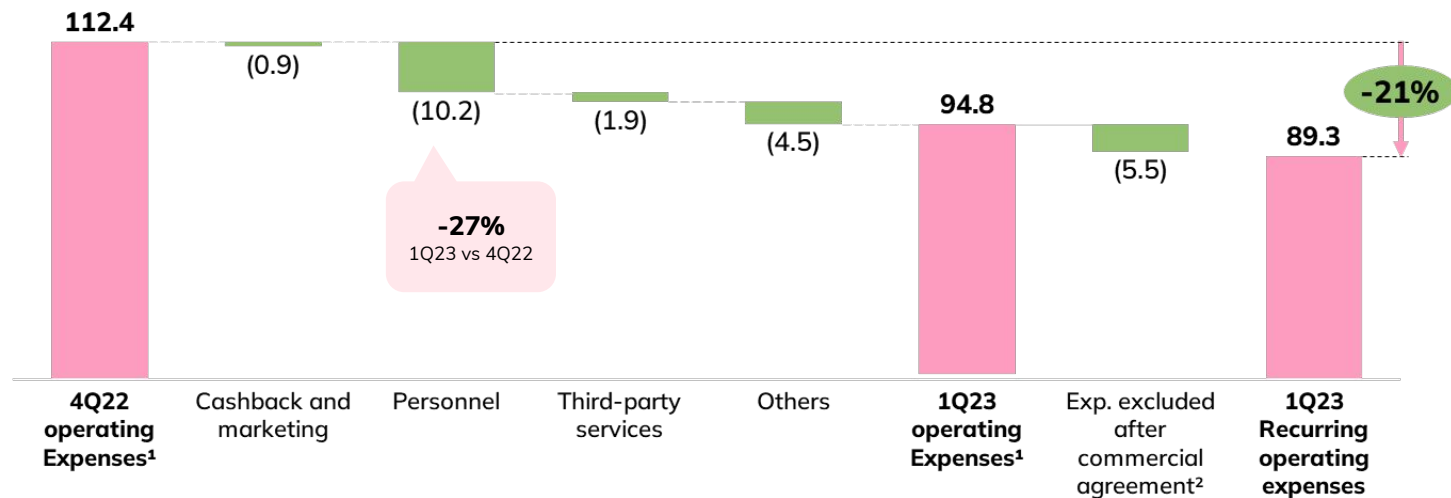
² Until April, 2023.

We reduced the expenses across de board,
showing results that will be sustainable in the coming periods

Operating expenses variation

(Excluding Bankly and Extraordinary Items)

(R\$ million)



¹ Operating expenses excluding Bankly and one-off items;

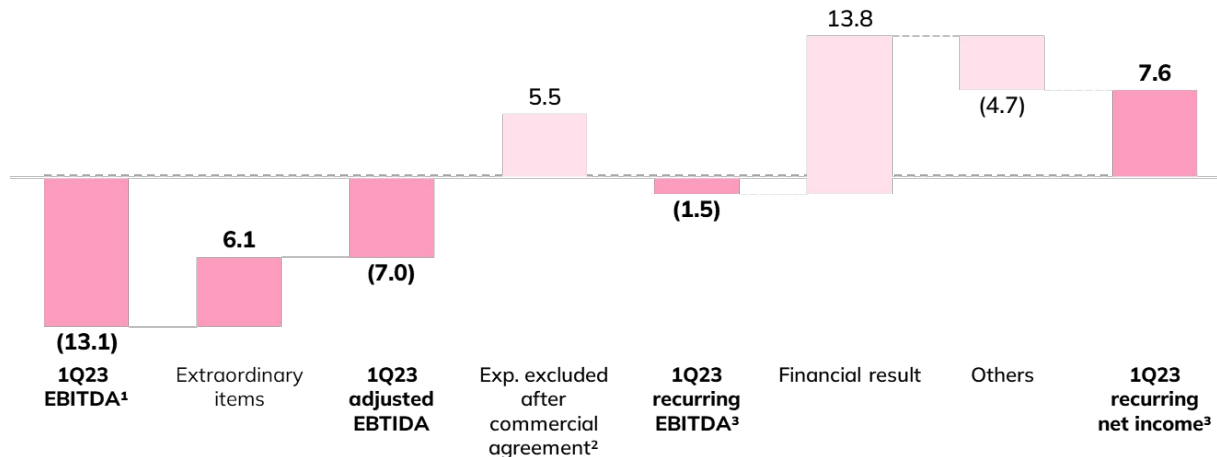
² Costs and expenses related to financial products and services that were originally part of the legacy operation and that Méliuz stopped incurring after the signing of the commercial agreement, in March 2023. The amount of R\$ 5.5 million considers how these expenses had been completely excluded in 1Q23.

As planned, we are approaching operational break-even
due to a greater efficiency and new asset light model

Recurring Consolidated Result 1Q23

(Excluding Bankly)

(R\$ million)

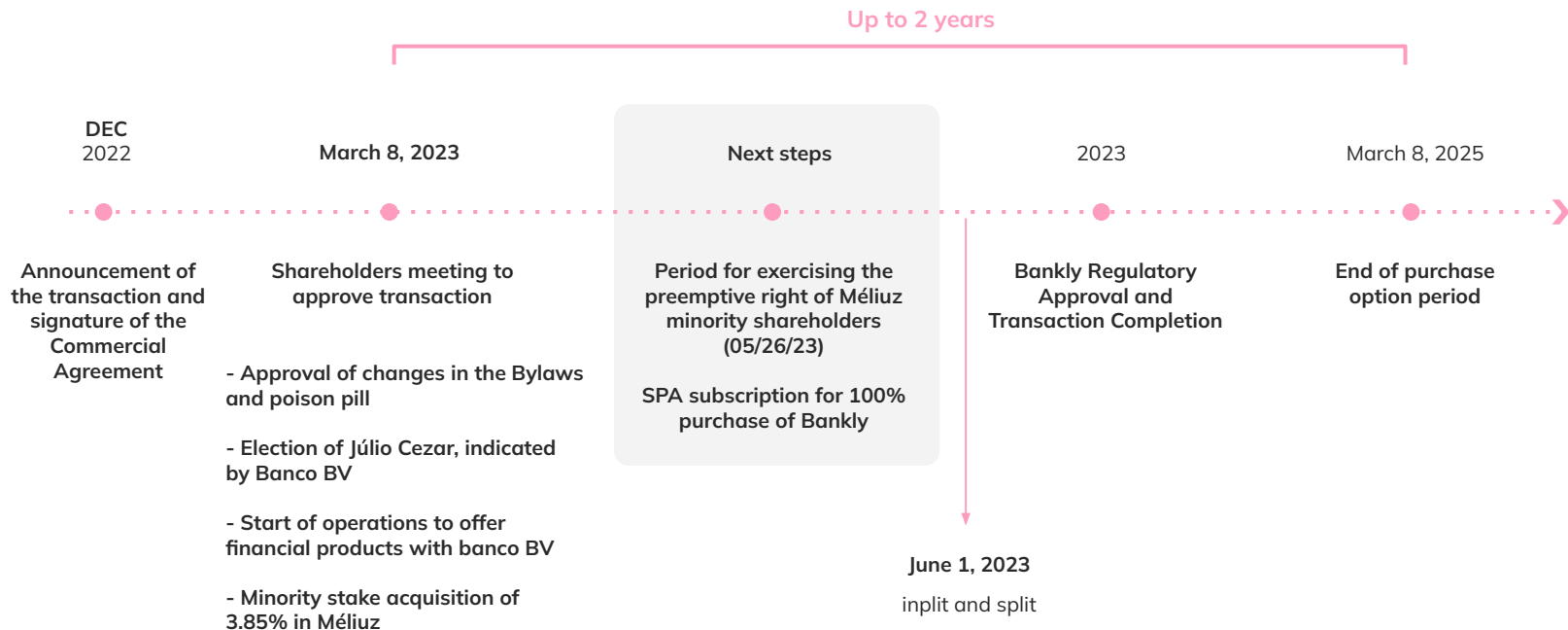


¹ Excluding Bankly;

² Costs and expenses related to financial products and services that were originally part of the legacy operation and that Méliuz stopped incurring after the signing of the commercial agreement, in March 2023. The amount of R\$ 5.5 million considers how these expenses had been completely excluded in 1Q23;

³ Recurring EBITDA or Recurring Net Income: Consolidated EBITDA or Consolidated Net Income, excluding Bankly, extraordinary items and expenses excluded after the commercial agreement.

We made progress in consolidating the commercial partnership with banco BV



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bankly

Discover,
decide,
buy,
save,
invest,
pay
and earn.

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with
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