

méliuz

3Q23 Earnings Presentation

November 9, 2023



Início



Cartões



Pix



Bitcoin



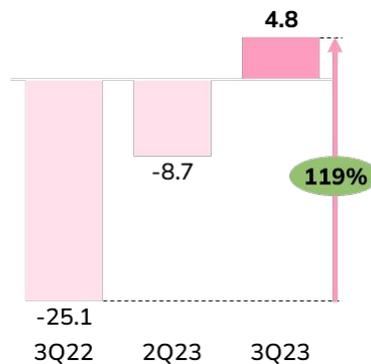
Conta



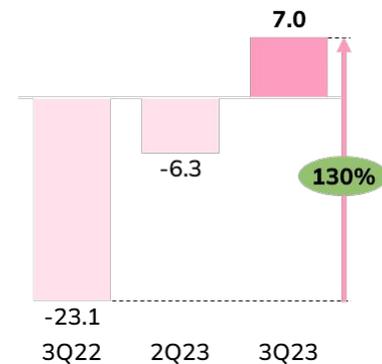
Goal
achieved: we
reached
break-even in the
Parent Company

Parent Company

EBITDA
(R\$ million)



Adjusted EBITDA¹
(R\$ million)



¹ In 3Q23, the following extraordinary items were considered: R\$ 1.5 million negative referring to employee termination expenses, R\$ 0.3 million negative referring to payments for legal and financial advice for the sale of Bankly and R\$0.3 million negative referring to the forecast loss of 123 milhas.



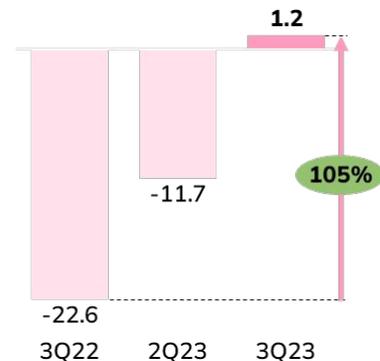
Excluding extraordinary items, we also reached break-even in Consolidated

Consolidated

EBITDA¹ (R\$ million)



Adjusted EBITDA² (R\$ million)



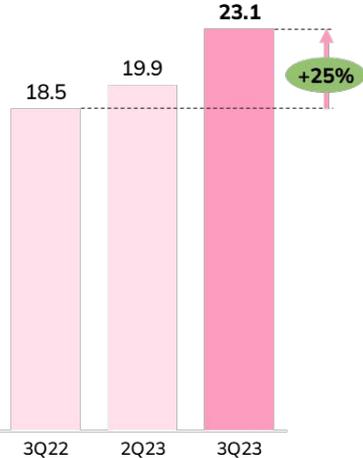
¹ For comparative purposes, Bankly's results from periods prior to 3Q23 are disregarded.

² In 3Q23, the following extraordinary items were considered: R\$ 1.5 million negative referring to employee termination expenses, R\$ 0.3 million negative referring to payments for legal and financial advice for the sale of Bankly and R\$0.3 million negative referring to the forecast loss of 123 milhas.

Main drivers for achieving break-even: **growth in the core business contribution margin** and **a sharp reduction in costs and expenses**

Brazil shopping margin¹

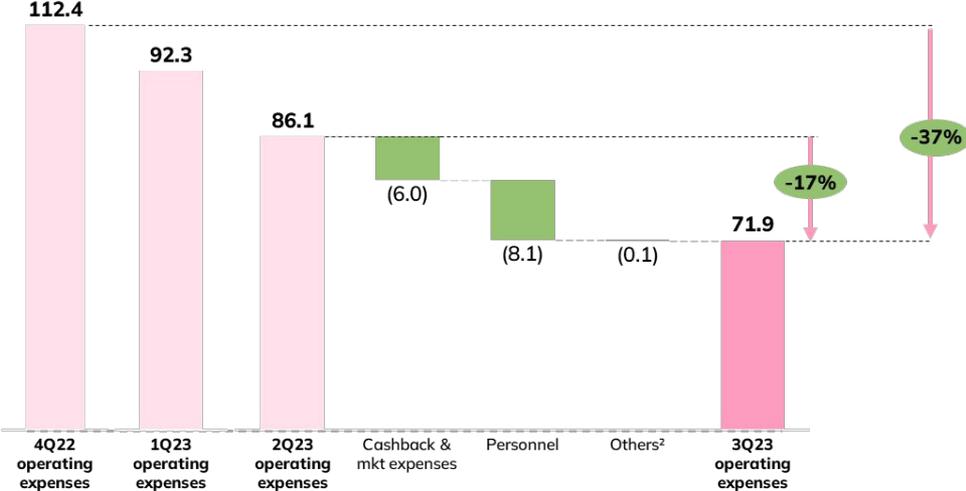
(R\$ million)



Consolidated operating expenses variation

(excluding Bankly and extraordinary items)

(R\$ million)



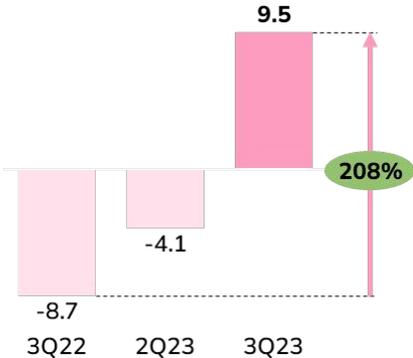
¹ Brazil shopping revenue minus parent company cashback expense.

² Considers general and administrative expenses, commercial and marketing, software, third-party services, depreciation and amortization and others.

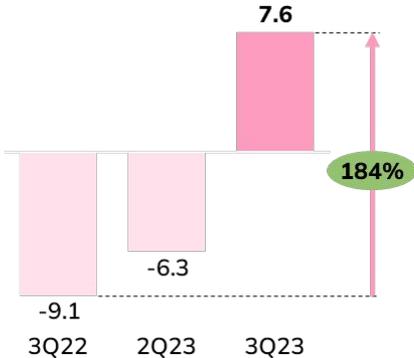
We achieved a net profit of R\$ 7.6 million in the quarter,
against a loss of R\$ 6.3 million in 2Q23 and R\$ 9.1 million in 3Q22

Net result (R\$ million)

Parent company



Consolidated¹



¹ For comparative purposes, Bankly's results from periods prior to 3Q23 are disregarded.



We have returned to generating cash after a cycle of many investments

Consolidated cash, cash equivalents and securities

(Excluding Bankly)

(R\$ million)



¹ As explained in the Earnings Release for 2Q23, the amount of R\$ 7.1 million refers to receivables that were supposed to enter cash in 2Q23 but only occurred in 3Q23, due to a one-off change in the company's billing flows.

Break-even is the first step on a new journey of sustainable growth in results, based on four main drivers

Strengthening efficiency

Maintaining discipline in controlling the company's costs and expenses

Sustainable growth of the shopping

Focus on **growing the shopping margin**, accelerating more profitable verticals and maintaining net take rate levels above 2%

Innovation in core business

Launch of new products that generate recurrence and incremental results for users and partners

Escalation of financial services

Acceleration of the account and card offer, together with the **development of new products** that reinforce the value proposition of our financial services portfolio

Festival

BLACK FRIDAY

End of the year at Méliuz:

A Black Friday even more connected

+14% partners engaged in BF campaigns¹

+30% increase in Méliuz Ads revenue¹



E-commerce



Card



Digital account



Méliuz Ads



Méliuz Prime



Launch of Méliuz Prime

Incremental GMV

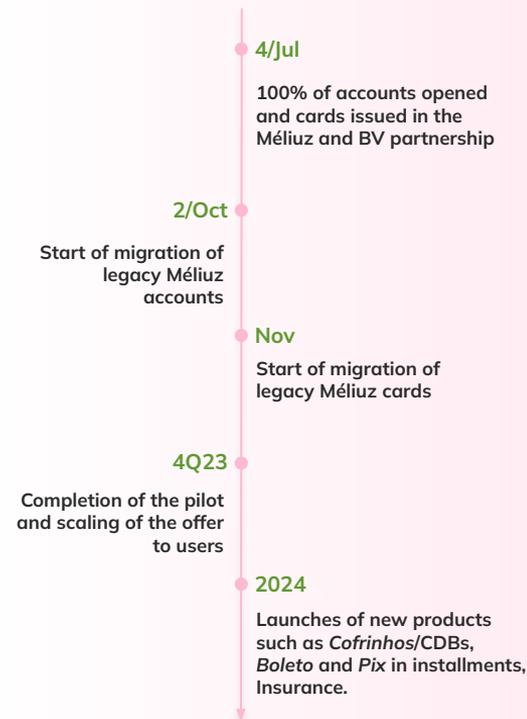
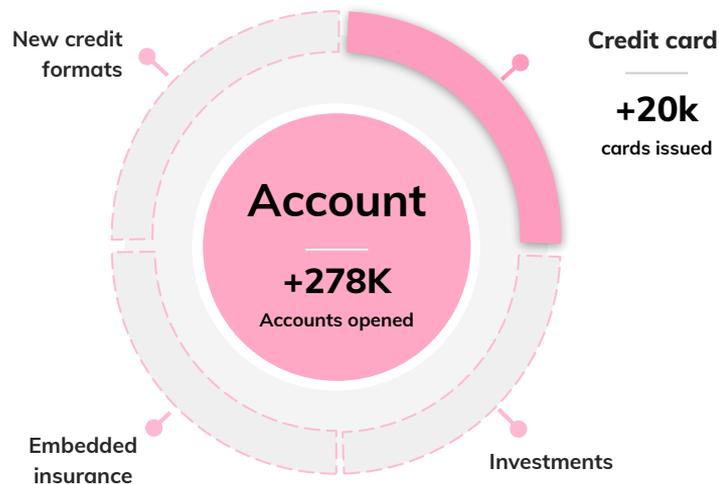
Higher purchase frequency and cross-sell opportunities

Recurring revenue

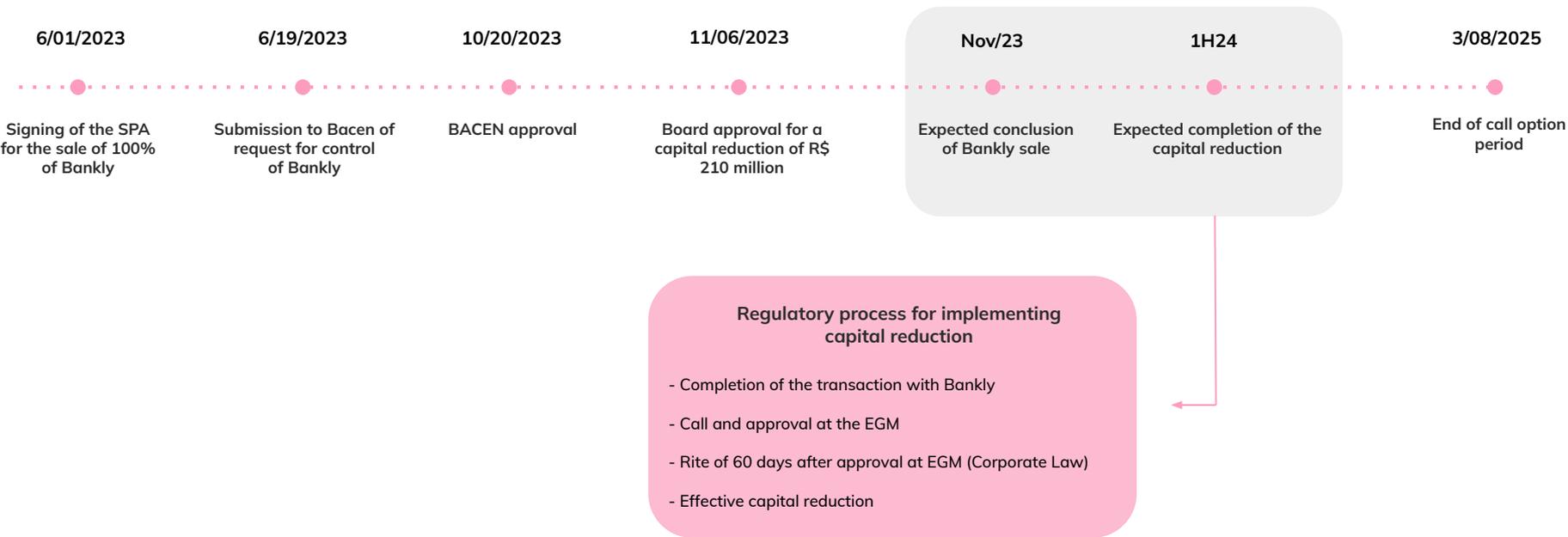
¹ In Méliuz Ads' year-on-year comparison.

We have started offering financial services in partnership with BV and are focused on accelerating volumes and expanding the ecosystem's value proposition.

Financial services ecosystem



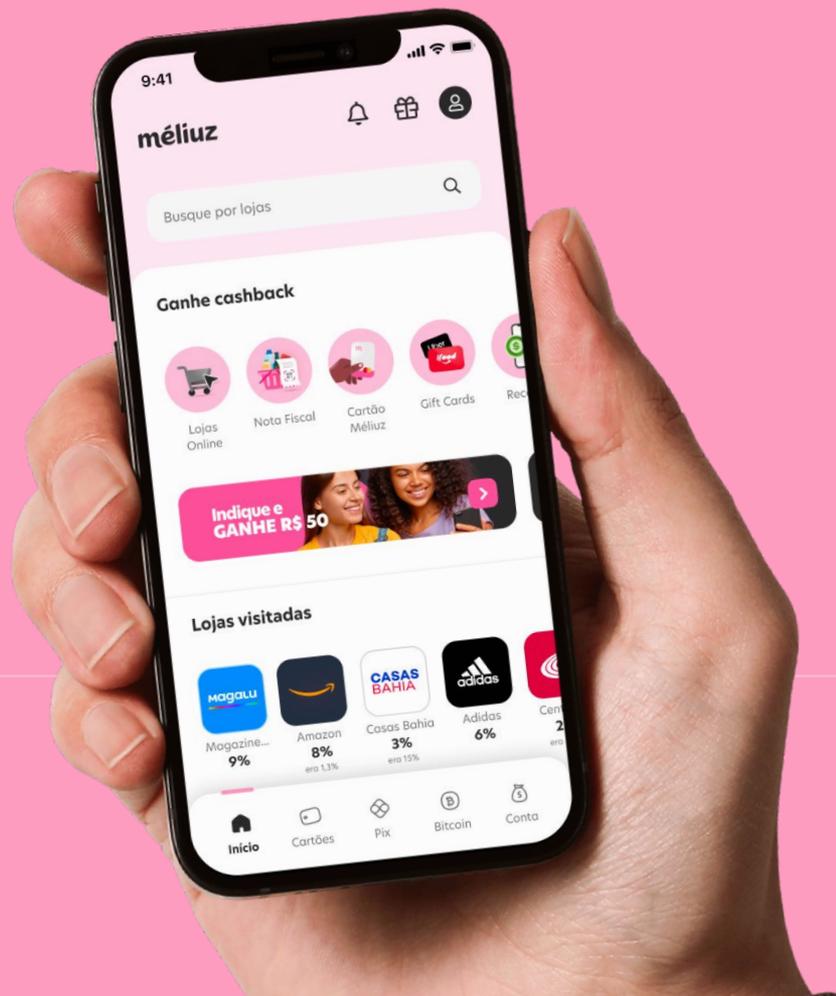
Sale of Bankly and capital reduction process in the amount of R\$ 210 million¹



¹ Subject to completion of the sale of Bankly and approval at the EGM.

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

All with
Méliuz



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