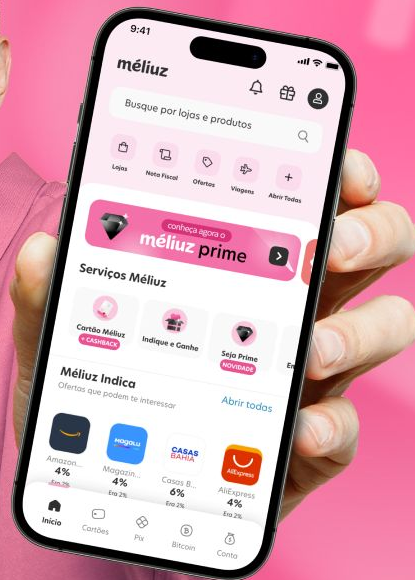


méliuz

1Q24 Earnings Presentation

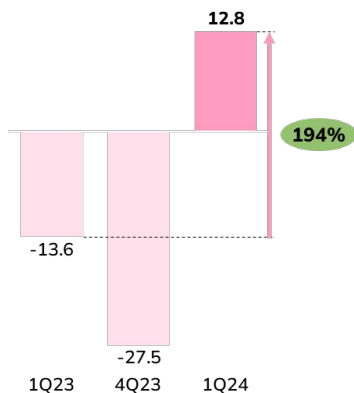
May 10, 2024



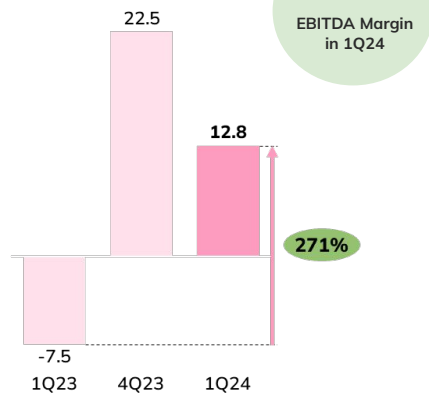
We achieved a solid operating result, even in a seasonally weaker quarter for e-commerce

Parent company

EBITDA¹ (R\$ million)

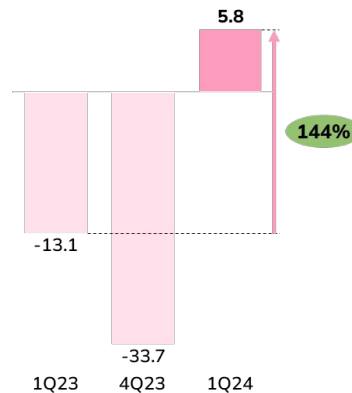


Adjusted EBITDA² (R\$ million)

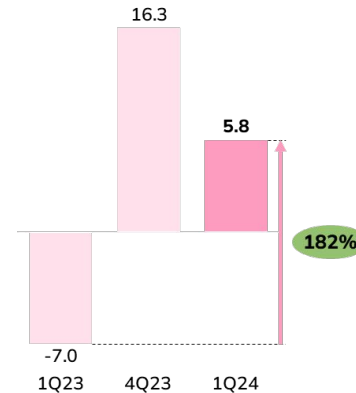


Consolidated

EBITDA¹ (R\$ million)



Adjusted EBITDA² (R\$ million)



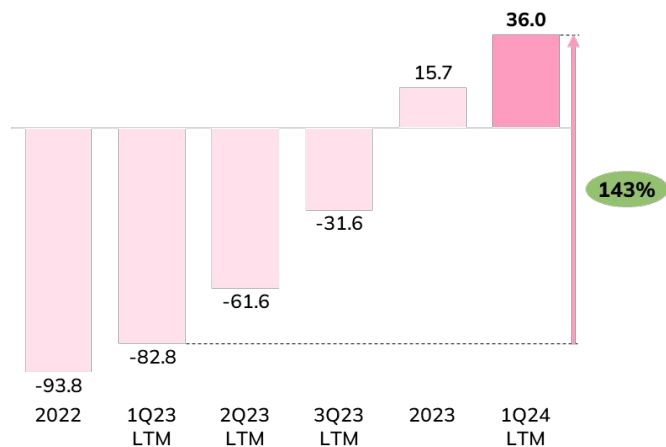
¹ The difference between the EBITDA of the Parent Company and the Consolidated EBITDA is mainly due to the accounting of FIDIC. While in the Parent Company FIDIC is accounted for in Financial Income (not impacting EBITDA), in Consolidated it is accounted for in Operating Expenses.

² Excludes extraordinary items.

Excluding the effects of seasonality, it is even more evident
our operational improvement over the last few quarters

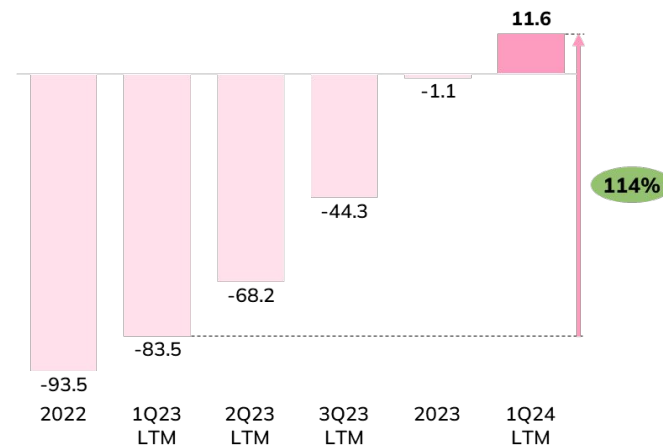
Parent company

LTM adjusted EBITDA¹
(R\$ million)



Consolidated

LTM adjusted EBITDA¹
(R\$ million)

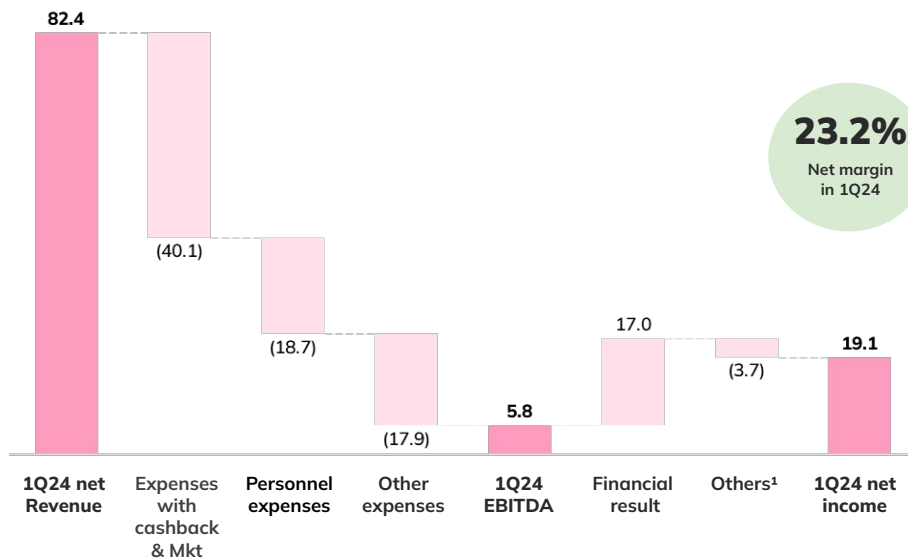


¹ LTM = Last Twelve Months.
² Excludes extraordinary items.

We achieved a net income of R\$ 19.1 million with a net margin of 23.2% in the consolidated and we are confident about the results for the coming quarters

Consolidated net income

(R\$ million)

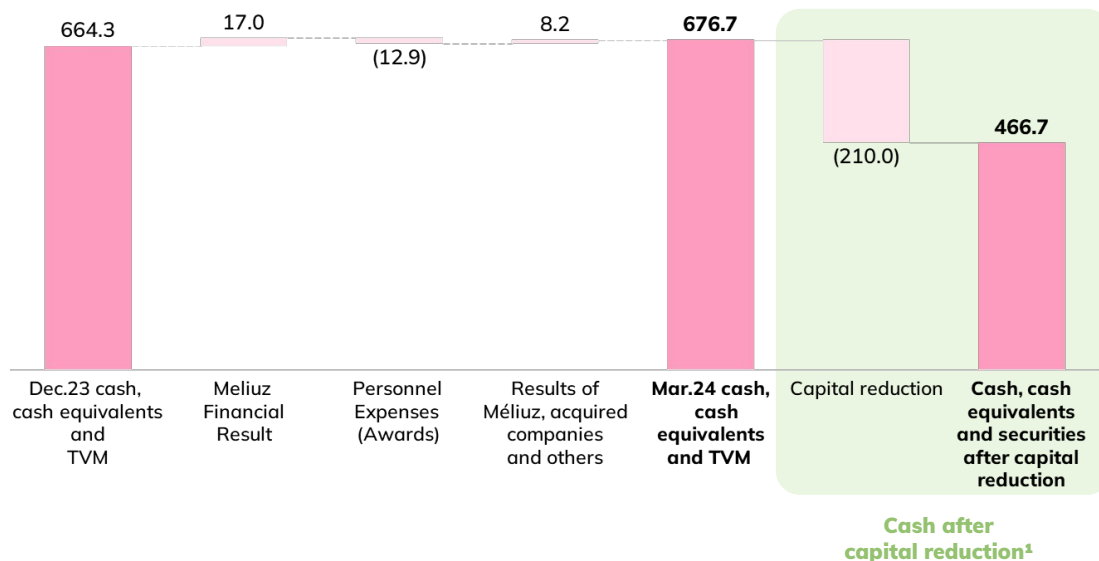


¹ Others: Depreciation, amortization and taxes.

With these results, we are generating more and more cash from operations and we remain with a robust final position even after the capital reduction

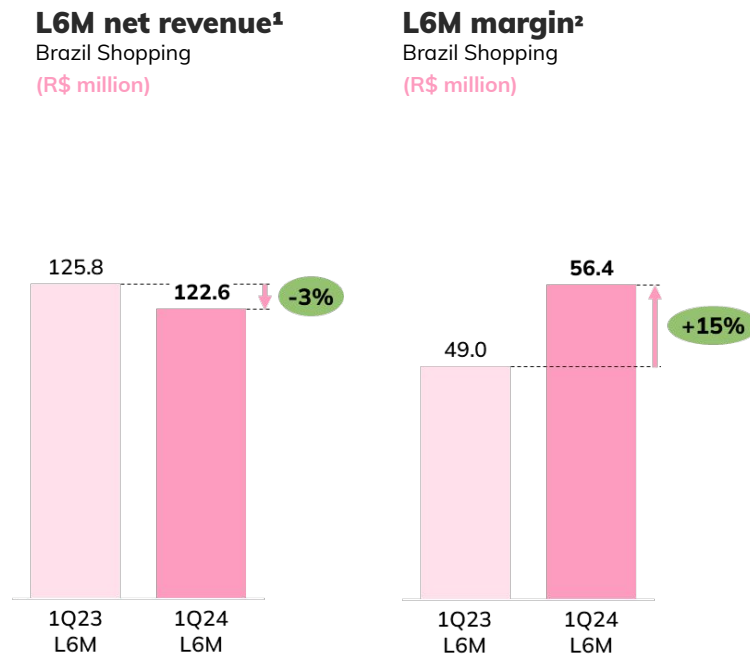
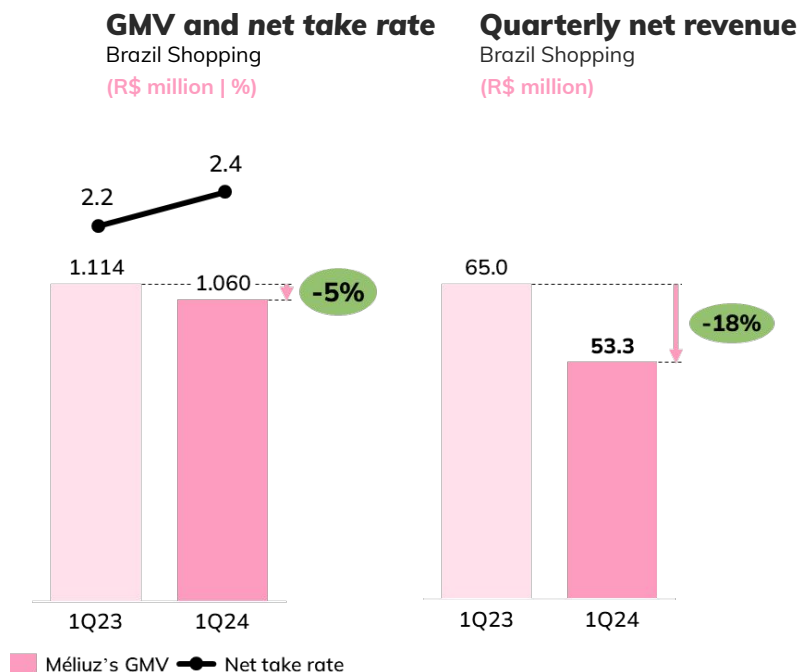
Consolidated cash, cash equivalents and securities

(R\$ million)



¹ The payment for the capital reduction was made on April 11, 2024.

The improvement in the Brazil Shopping margin was one of the main drivers for the improvement in the Company's results in recent quarters



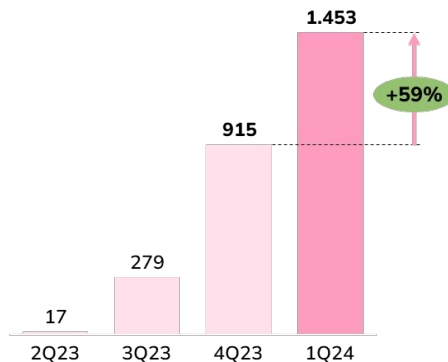
¹ L6M = Last Six Months.

² Shopping Brazil revenue minus cashback expense of the parent company for the last 6 months.

Despite being at an early stage, the strategic partnership with BV has already had a positive impact on results

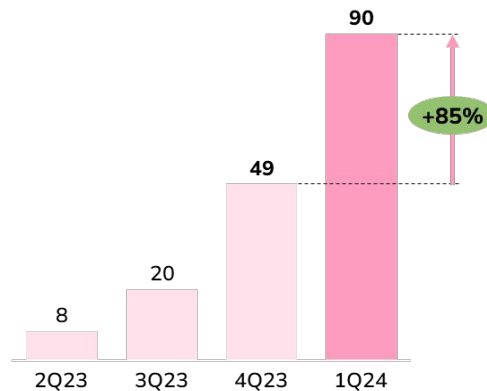
Opened digital accounts¹

(Accumulated - # thousand)



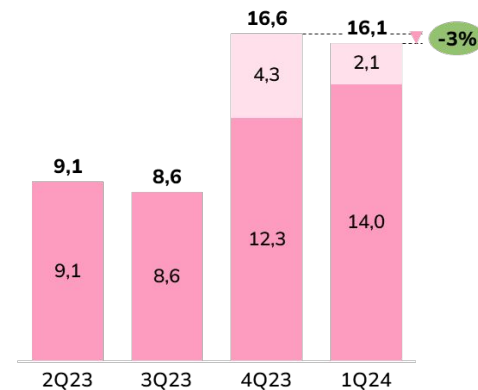
Credit cards issued

(Accumulated - # thousand)



Net revenue from financial services

(R\$ million)



- Méliuz's digital accounts and cards migrated to the partnership with BV
- Partnership with BV and legacy card

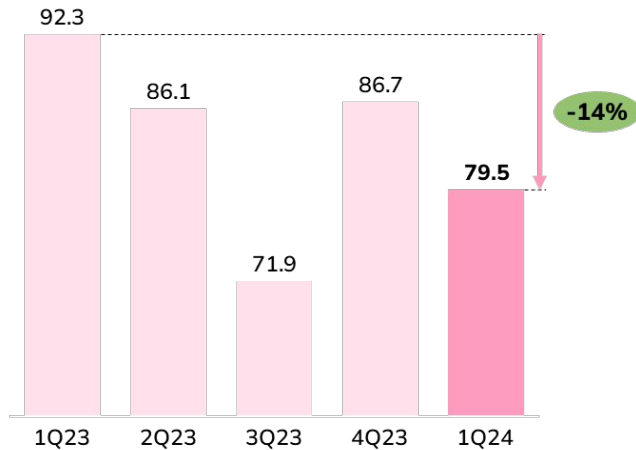
¹ Part of the open digital accounts/cards issued in 4Q23 and 1Q24 refer to the migration of Aceso accounts/cards to the partnership with BV

Not least, the focus on preserving a lean cost and expense structure
was also an important driver of the company's constant margin increase

Consolidated operating expenses

(Excluding extraordinary items)

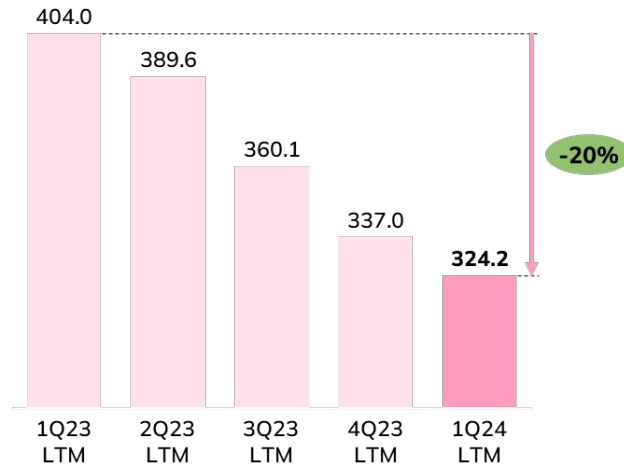
(R\$ million)



LTM consolidated operating expenses

(Excluding extraordinary items)

(R\$ million)



We remain on track with our objectives for 2024

with the certainty that we will achieve even more robust and consistent results

Pillars for 2024



Growth of Shopping Brasil

Increase in revenue with acceleration in more profitable verticals and maintenance of net take rate.



Innovation in Core Business

Launch of new products that generate recurring revenue and incremental results for users and partners.



Ramp-up of Financial Services

Acceleration of account and card offering, coupled with the development of new products.



Operational Efficiency

Maintenance of discipline in controlling the company's costs and expenses.

melíuz

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