



BEMOBI

Apresentação de Resultados

3T24 – 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

57

+5 no 3T24

Clientes Ativos

1.460

+27 no 3T24

146

+15 no 3T24

Clientes Empresariais

1.314

+12 no 3Q24

Clientes PMEs

TIM

Claro

vivo

oi

Light

energisa

equatorial
ENERGIA

NEOENERGIA

enel

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

Suíça



Slovenia

Bósnia e Herzegovina

Montenegro

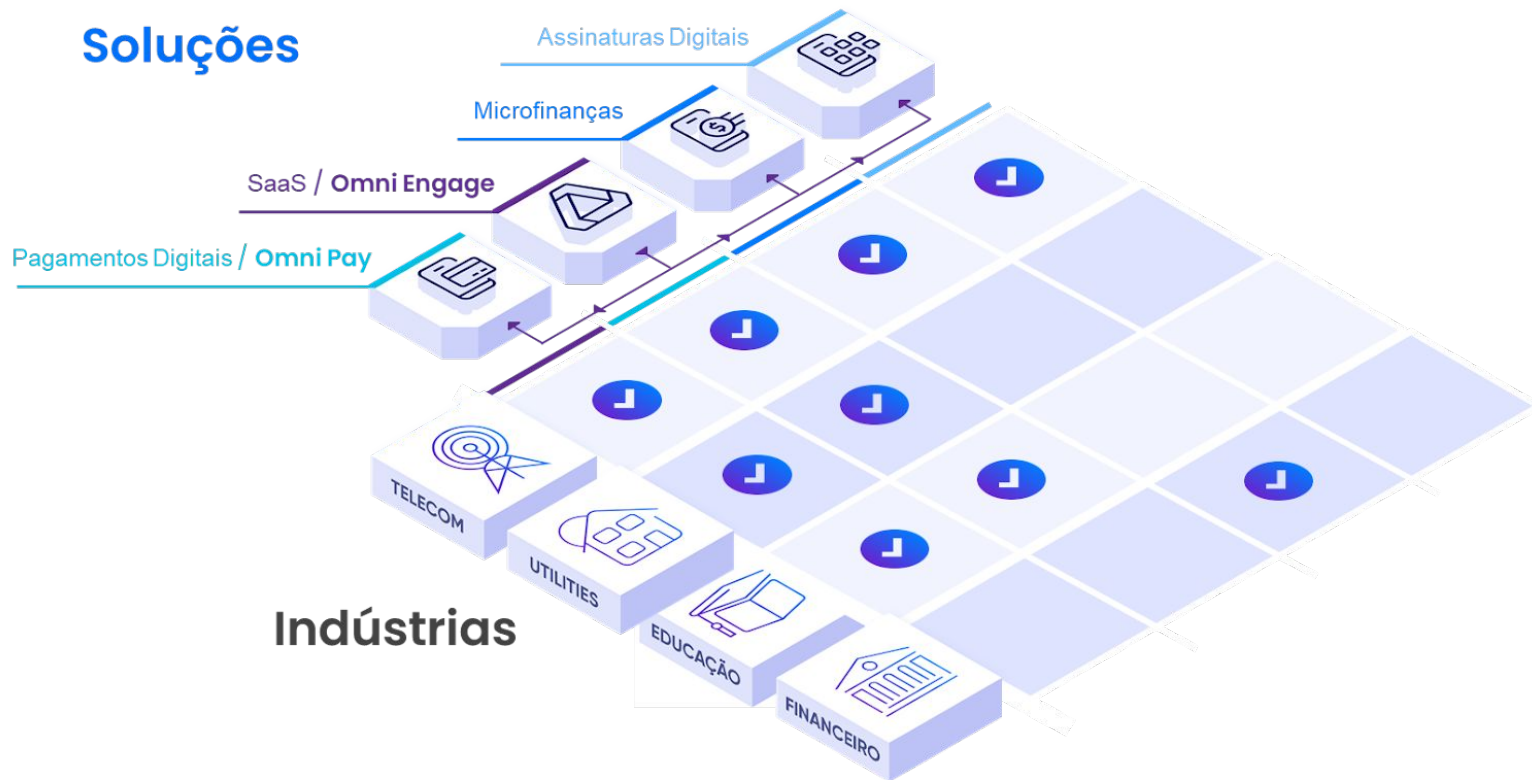
Congo



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

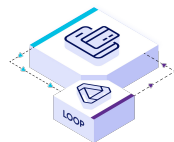
Clientes PMEs= empresas com faturamento anual inferior a R\$

O que fazemos e para quem fazemos



Indicadores Operacionais: Números de parceiros B2B

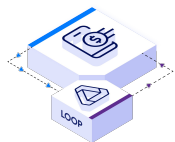
Ampla gama de grandes e médios clientes, gerando receita recorrente nas 4 soluções de negócio



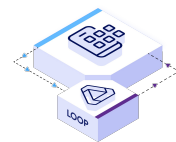
Pagamentos Digitais /
Omni Pay



SaaS /
Omni Engage



Microfinanças



Assinatura digital

481

Clientes em
soluções de
pagamentos

+72 no 3T24

11

Clientes
Empresariais

+2 no 3T24

470

Clientes PME

+70 no 3T24

1.344

Clientes em
soluções de
SaaS

+11 no 3T24

45

Clientes
Empresariais

1.299

Clientes PME

+11 no 3T24

32

Clientes em
soluções de
Microfinanças

+1 no 3T24

17

Clientes
Empresariais

15

Clientes PME

+1 no 3T24

112

Operadoras,
Bancos Digitais e
Wallets como
parceiros

+14 no 3T24



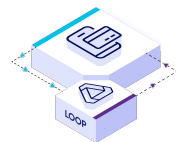
unifique

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

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

Indicadores Operacionais: métricas B2C

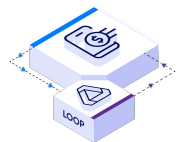
Pagamentos continuou em seu forte ritmo de crescimento, atingindo R\$2,1 bilhões de TPV, enquanto Assinaturas Digitais continuam com um crescimento sólido



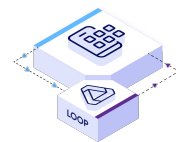
Pagamentos Digitais /
Omni Pay



SaaS /
Omni Engage



Microfinanças

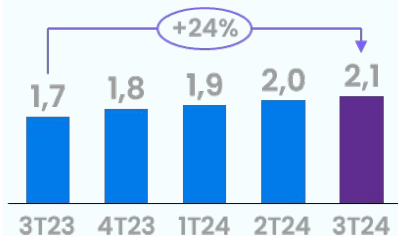


Assinaturas
Digitais

Pagamento Digital (TPV)

Volume Financeiro, incluindo recarga digital e pagamentos

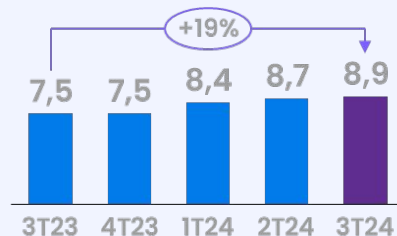
R\$ 2,1 bilhões



Licenças Ativas

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

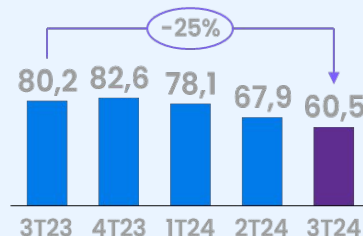
8,9 milhões



Transações de Microfinanças

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

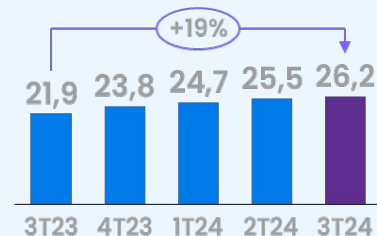
60,5 milhões¹



Assinaturas pagas pelos usuários

Média de assinaturas ativas de aplicativos pagas pelo usuário

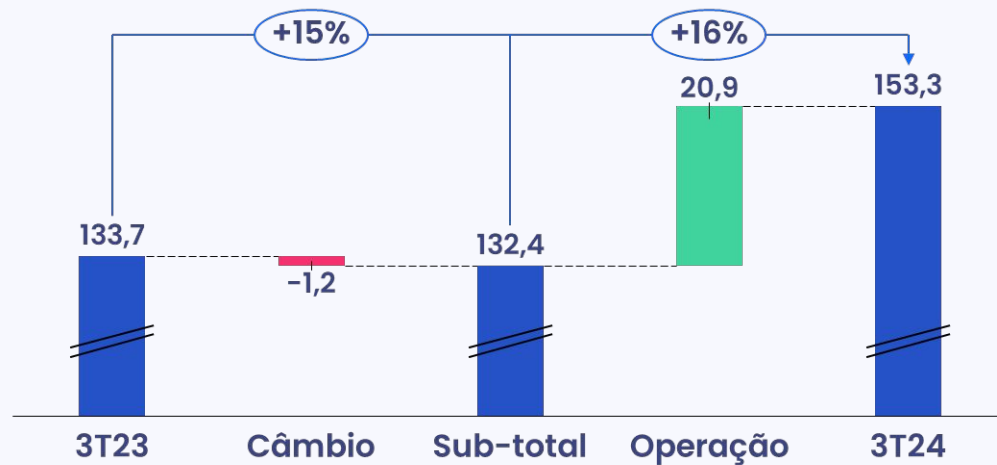
26,2 milhões



Receita 3T24 YoY Normalizada

Ajustada por variação cambial

3T24 vs 3T23
(R\$ mm)



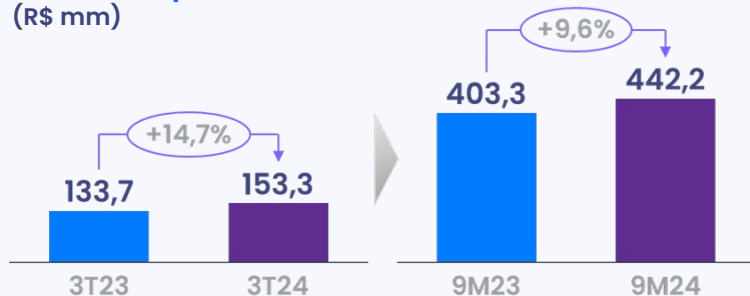
Impacto cambial (cesta de moedas)

- Algumas moedas, principalmente na África, continuaram a pressionar a receita na comparação anual.

Receita Líquida

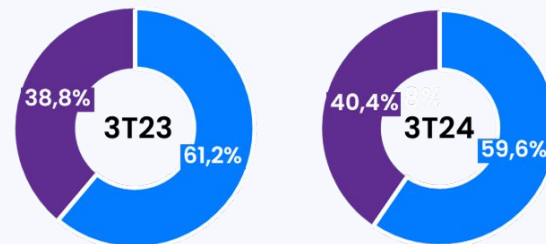
Crescimento da receita de dois dígitos e acelerando, com expansão em todas 4 linhas de negócio

Receita Líquida⁽¹⁾
(R\$ mm)

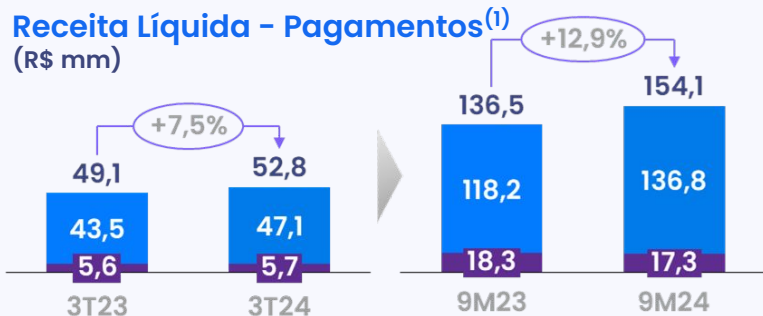


Visão por região
(%)

■ Brasil ■ Internacional

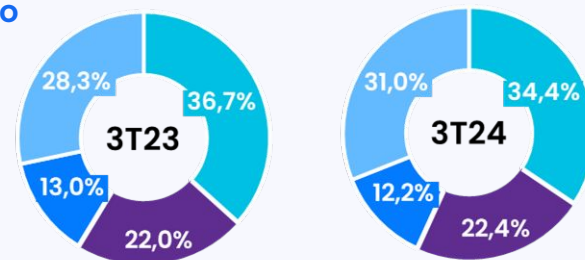


Receita Líquida - Pagamentos⁽¹⁾
(R\$ mm)



Visão por linhas de negócio
(%)

■ Pagamentos ■ SaaS ■ Microfinanças ■ Assinaturas

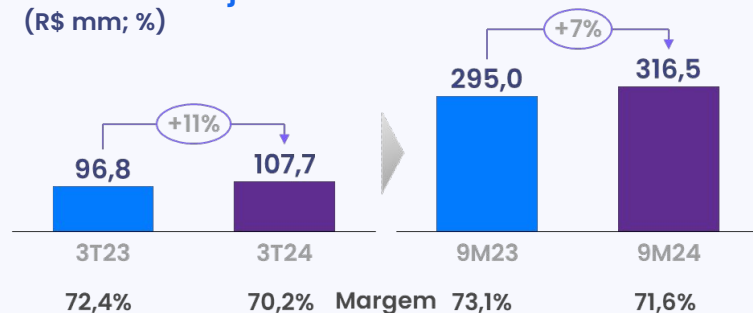


Margem Bruta, OPEX e EBITDA Ajustado

A alavancagem operacional continuou a impulsionar o EBITDA Ajustado, uma vez que o Opex cresceu em um ritmo mais lento do que o Lucro Bruto Ajustado

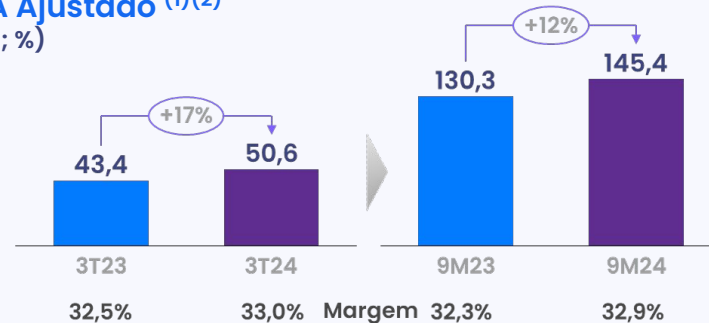
Lucro Bruto Ajustado ⁽¹⁾

(R\$ mm; %)



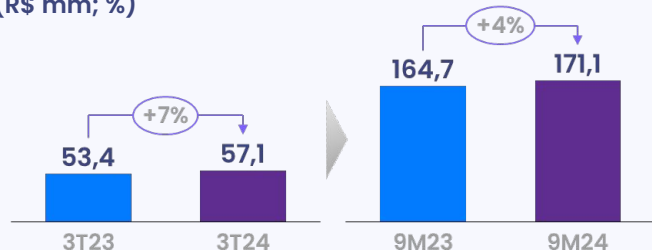
EBITDA Ajustado ⁽¹⁾⁽²⁾

(R\$ mm; %)



Despesa Operacional Ajustada ⁽²⁾

(R\$ mm; %)

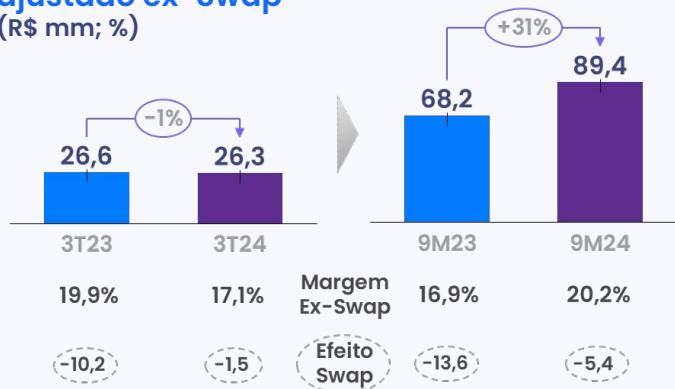


- ▶ Retração na margem bruta em decorrência de custos de aquisição mais altos, resultante principalmente da melhora de Assinaturas Digitais
- ▶ Crescimento do OPEX ajustado⁽²⁾ decorrente do aumento de despesas com pessoal, consequência principalmente da consolidação das empresas adquiridas no final de 2023
- ▶ O ritmo de crescimento do EBITDA ajustado⁽¹⁾⁽²⁾ acelerou para 17% YoY, impulsionado pela alavancagem operacional positiva - margem aumentou ~50 bps em relação a 3T23

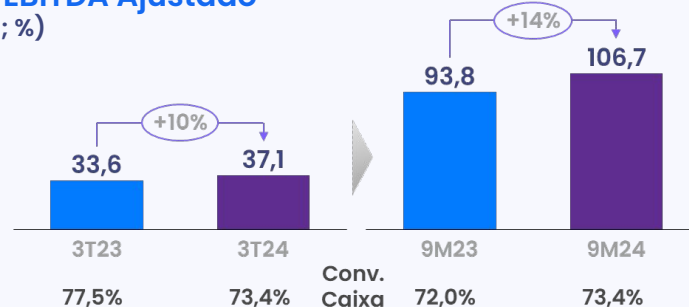
Lucro Líquido e Fluxo de Caixa das Operações

O Lucro Líquido ex-swap ficou estável, afetado por receita financeira menor em função da queda na taxas de juros em ~20% YoY, enquanto Fluxo de Caixa Operacional manteve tendência positiva, +10% YoY

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



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

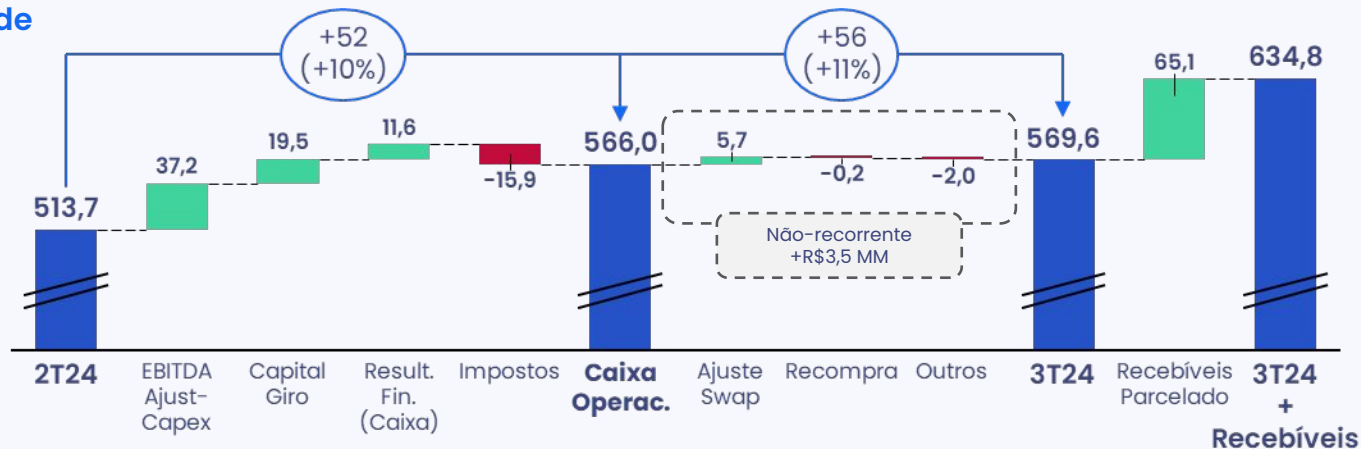


- ▶ Lucro líquido ajustado ex-swap relativamente estável, impactado por taxas de juros mais baixas, posição média de caixa menor e maior despesa de D&A relacionado às empresas adquiridas
- ▶ A geração de Fluxo de Caixa Operacional manteve seu ritmo de crescimento de dois dígitos, impulsionada pelo sólido desempenho operacional
- ▶ Taxa de conversão de caixa de cerca de 73% resultante de um caráter asset light de nosso negócio

Saldo de Caixa

Geração de caixa livre de R\$56 milhões no trimestre, levando a uma sólida posição de caixa de R\$570 milhões – o foco de caixa continua em M&A, dividendos e recompra de ações

Variação do Saldo de caixa 3T24 vs 2T24 (R\$ mm; %)



- ▶ Geração de caixa livre de R\$56M, como resultado do sólido desempenho operacional e da dinâmica positiva do capital de giro no trimestre
- ▶ Posição de caixa de R\$570 milhões no final do trimestre – o foco do uso do caixa continua sendo as operações de M&A, pagamento de dividendos e recompra de ações
- ▶ O valor alocado para capital de giro relacionado a pagamento parcelado aumentou R\$9 milhões para R\$65 milhões no trimestre

Considerações Finais 3T24

- 1** O 3T24 marca o **4o trimestre consecutivo de aceleração no crescimento, tanto em Receita Líquida como EBITDA Ajustado**. Este foi um trimestre balanceado, com crescimento QoQ e YoY em todas as verticais de negócio.
- 2** **O crescimento da receita acelerou para +15% YoY. Assinaturas Digitais** mantiveram sua sólida recuperação, **com alta de 26% YoY. SaaS** cresceu **+17% YoY** e as soluções de Pagamento continuaram a se expandir, atingindo um TPV de 2,1 bilhões e uma receita de +7% YoY.
- 3** A **alavancagem operacional** continuou a trazer efeitos positivos, com o lucro bruto crescendo em um ritmo mais forte do que as despesas operacionais (+11% YoY vs +7% YoY), **levando o EBITDA Ajustado a aumentar em +17% YoY** – margem EBITDA subiu ~50 pontos base YoY.
- 4** **Forte geração de caixa operacional** de R\$37M no trimestre, **+10% YoY**, com taxa de conversão de caixa de ~73%. Melhora no capital de giro impulsionaram **geração de caixa livre para R\$56M**. Nossa principal prioridade para o uso do caixa continua sendo M&A estratégicos para aprimorar nossas soluções de Software e Pagamento, junto com iniciativas de retorno aos acionistas através de pagamento de dividendos e recompra de ações.
- 5** Estamos **ganhando tração em Pagamentos**, com diversas grandes empresas optando pela Bemobi como parceiro de pagamentos. **Esperamos um forte impulso nos próximos trimestres**, à medida que trazemos novos clientes e ampliamos a penetração nos atuais.



Earnings Release Presentation

3Q24 – Quarterly Results

ri@bemobi.com.br



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

57

+5 in 3Q24

Active Clients

1,460

+27 in 3Q24

146

+15 in 3Q24

Enterprise Clients

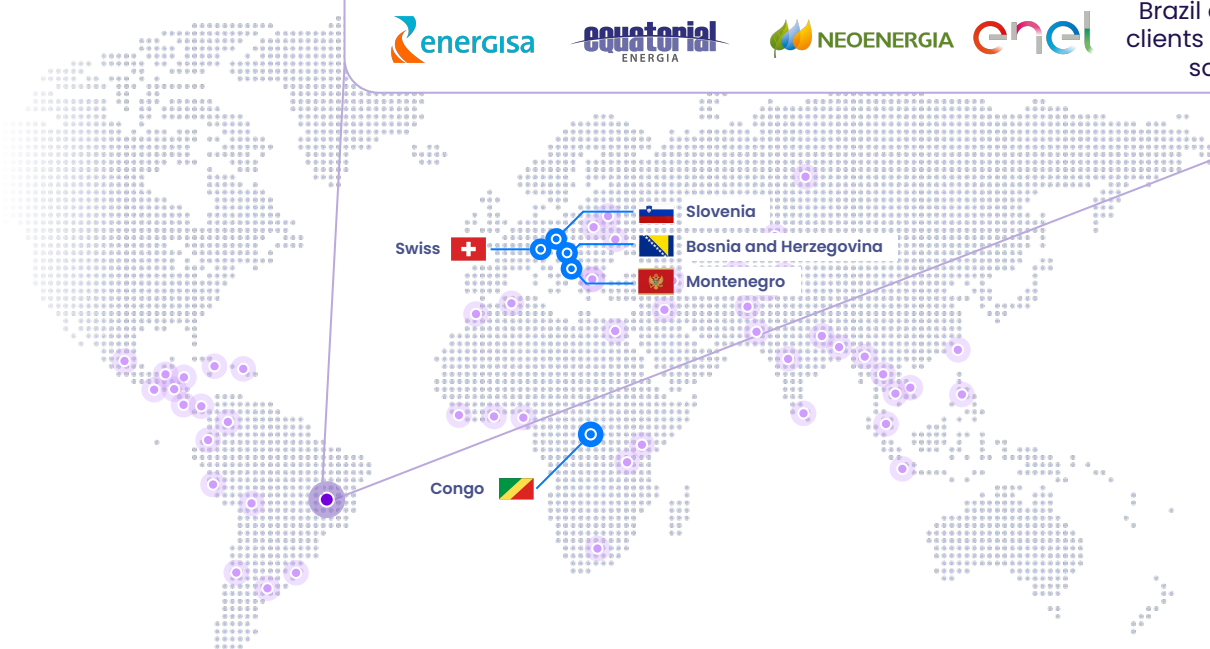
1,314

+12 in 3Q24

Medium Clients



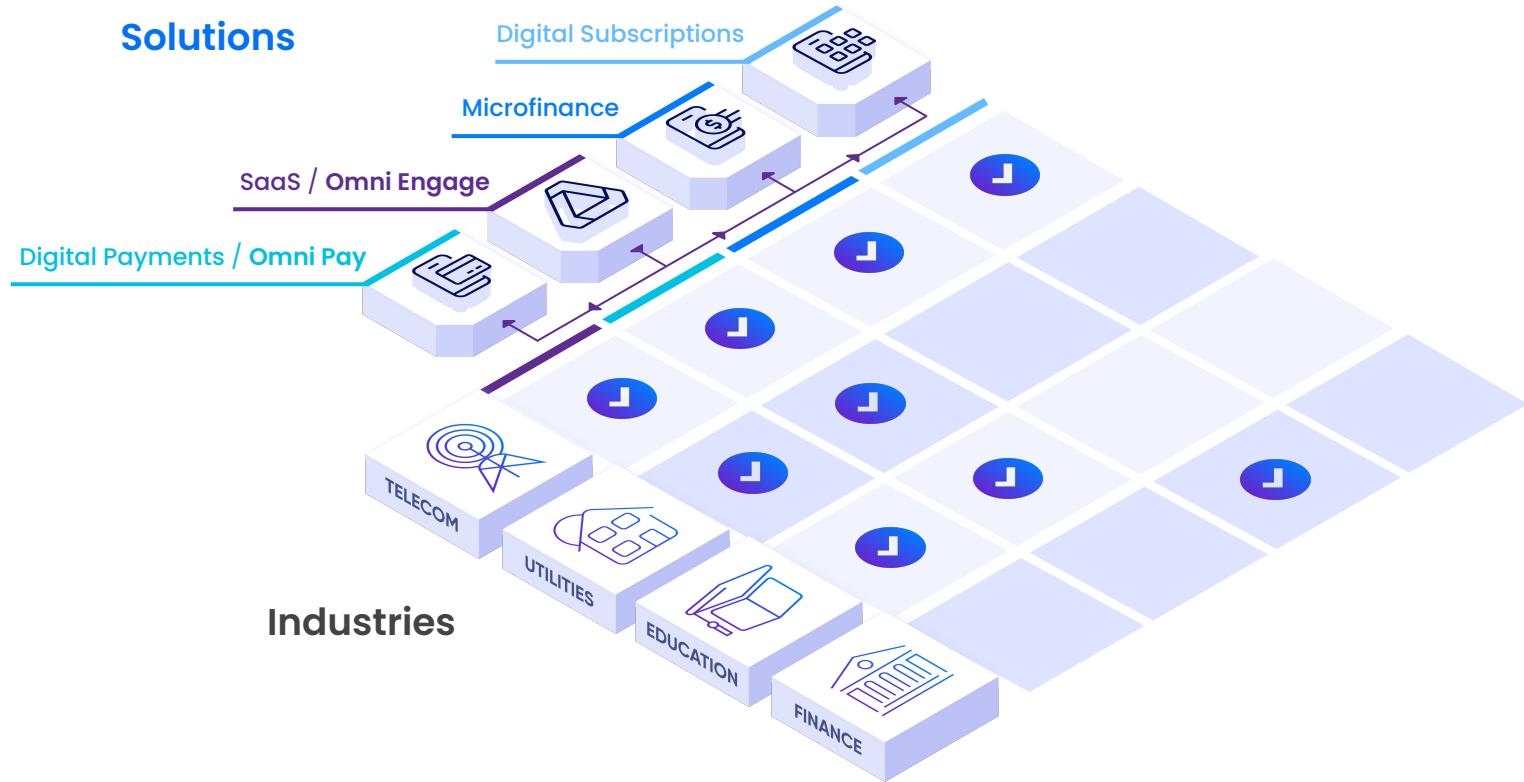
9 of the TOP 15
largest recurring
service companies in
Brazil are Bemobi
clients for payment
solutions



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

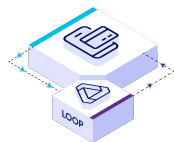
Medium clients = companies with annual gross sales below R\$500M

What we do and who we do it for



Operational indicators: Number of B2B Clients

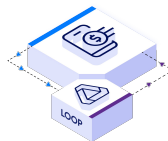
Wide set of large and medium companies, generating recurring revenues across 4 main solutions



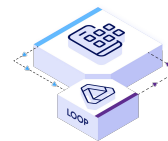
Digital Payments /
Omni Pay



SaaS /
Omni Engage



Microfinance



Digital
Subscriptions

481

Clients in
Payment
Solutions

+72 in 3Q24

11

Enterprise Clients

+2 in 3Q24

470

Medium Clients

+70 in 3Q24

1,344

Clients of SaaS
Solutions

+11 in 3Q24

45

Enterprise Clients

1,299

Medium Clients

+11 in 3Q24

32

Clients of
Microfinance
Solutions

+1 in 3Q24

17

Enterprise Clients

15

Medium Clients

+1 in 3Q24

112

Carriers, Digital
Banking and
Wallets as
partners

+14 in 3Q24



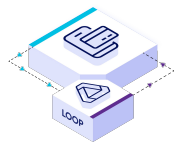
unifique

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

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

Operational indicators: B2C metrics

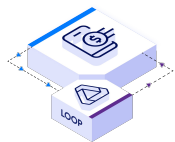
Payments kept its strong pace of growth, to reach R\$2.1bn TPV, while Subscriptions continued on solid growth



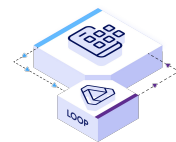
Digital Payments /
Omni Pay



SaaS /
Omni Engage



Microfinance

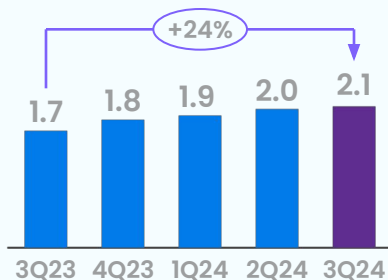


Digital
Subscriptions

Digital Payment (TPV)

Financial Volume, including digital
Top-up and Payment

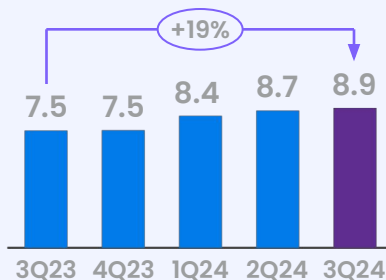
R\$ 2.1 billion



Active Licenses

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

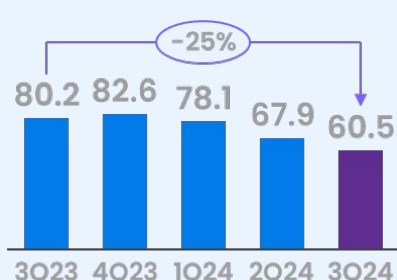
8.9 millions



Microfinance Transaction

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

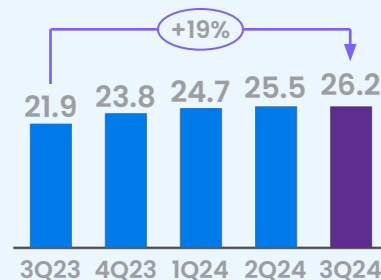
60.5 millions¹



User Paid Subscriptions

Average user paid active
subscriptions base of Apps

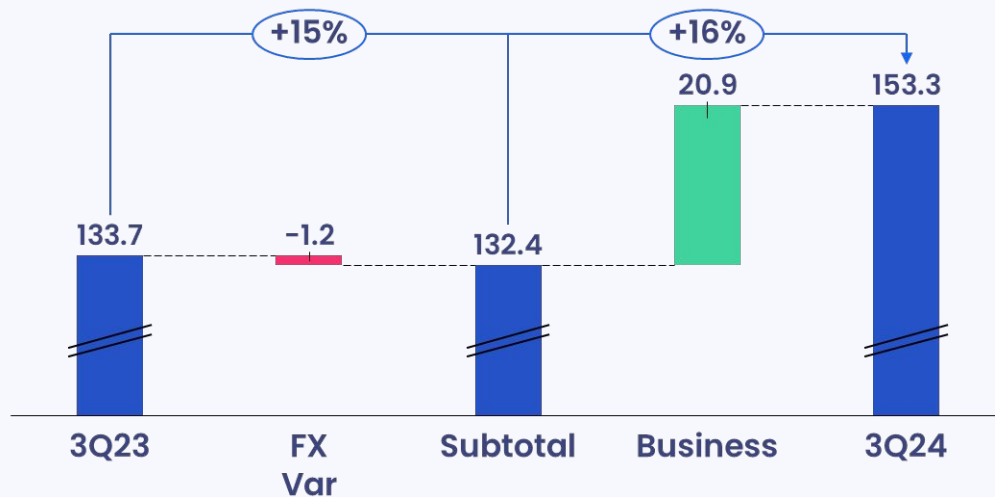
26.2 millions



3Q24 YoY normalized revenue

Adjusted by FX variation

3Q24 vs 3Q23
(R\$ mm)



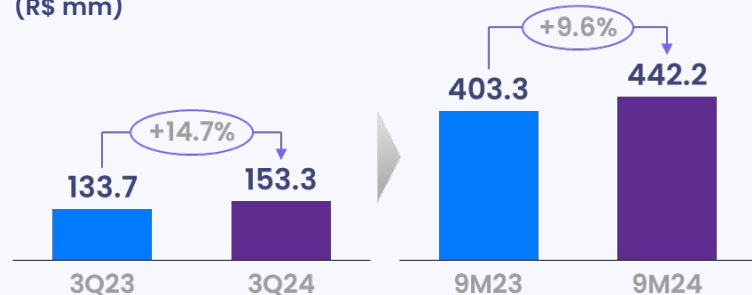
FX Impact (basket of currencies)

- Some currencies, mostly in Africa, continued to pressure revenues on YoY comparison basis

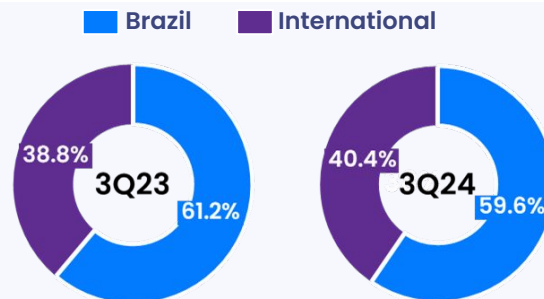
Net Revenues

Top line growth at double-digit and accelerating, with expansion in all 4 business lines

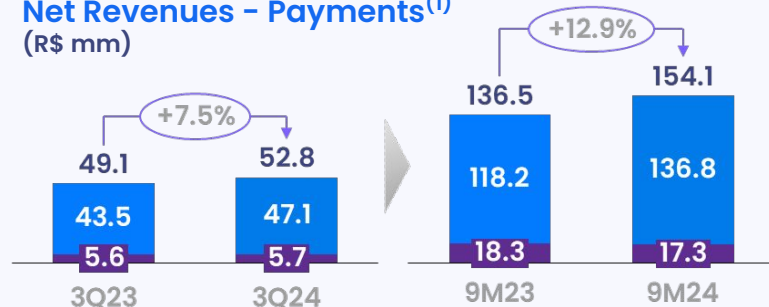
Net Revenues⁽¹⁾
(R\$ mm)



Breakdown per region
(%)

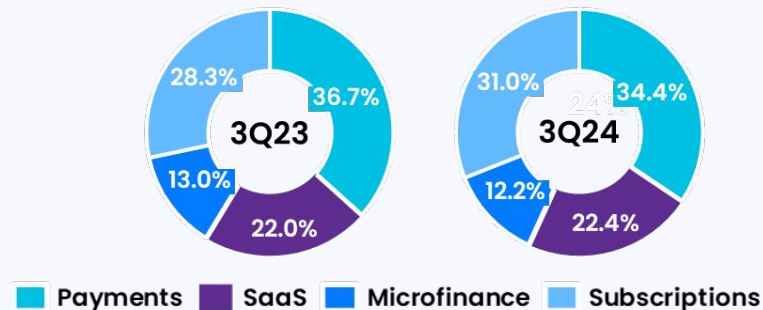


Net Revenues - Payments⁽¹⁾
(R\$ mm)



■ Digital Payments ■ Physical Top-up Distribution

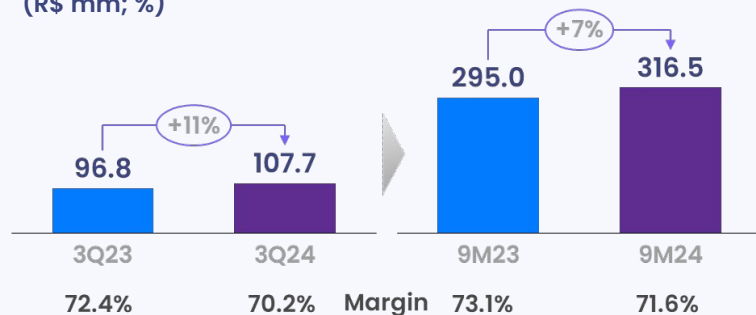
Breakdown per business lines
(%)



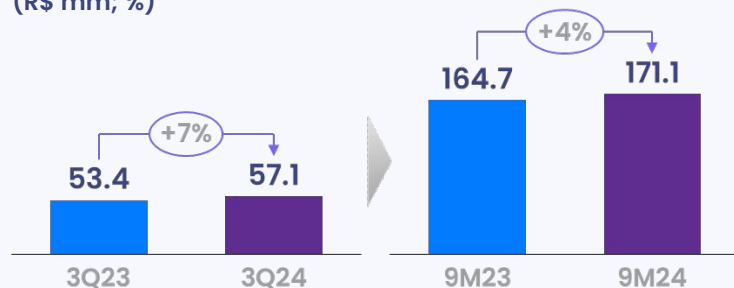
Gross Margin, OPEX and Adj. EBITDA

Operational leverage continued to play its role in favor of Adj EBITDA, as Opex grew at slower pace than Gross Profit

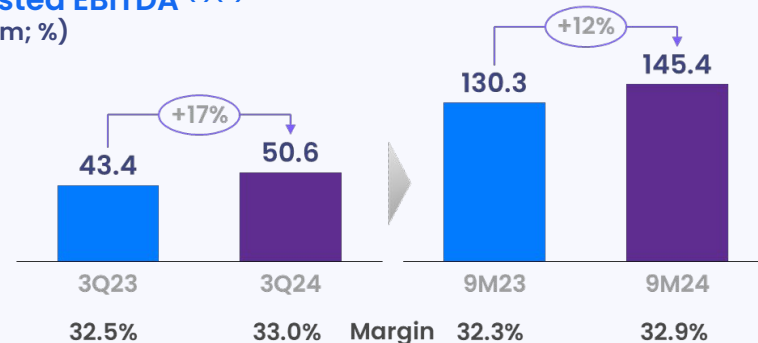
Gross Margin ⁽¹⁾ (R\$ mm; %)



OPEX ⁽²⁾ (R\$ mm; %)



Adjusted EBITDA ⁽¹⁾⁽²⁾ (R\$ mm; %)

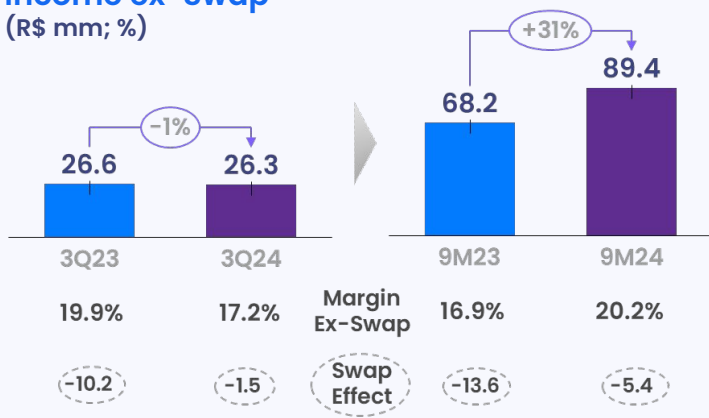


- ▶ Gross Margin declined as result of higher acquisition costs led mostly by improving performance on Digital Subscription
- ▶ Adjusted OPEX⁽²⁾ growth driven by higher compensation mostly as consequence of acquired companies in the end of 2023
- ▶ Adjusted EBITDA⁽¹⁾⁽²⁾ pace of growth accelerated to 17% YoY backed by the positive operational leverage - margins were up ~50bps YoY

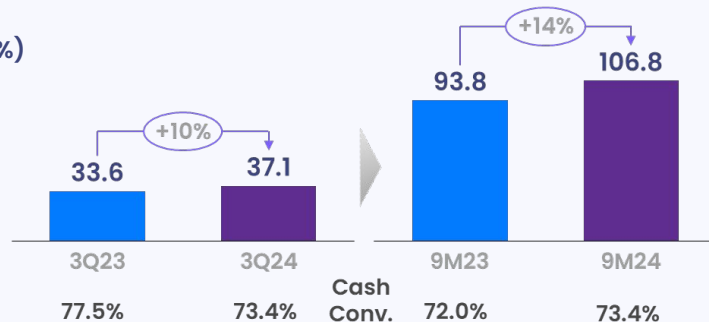
Net Income and Cash Flow from Operations

Net income ex-swap was flat mostly due to lower financial results as interest rates declined ~20% YoY, while operational cash flow remained at positive trend, +10% YoY

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



Operational Cash Flow⁽³⁾ and OCF/Adj. EBITDA⁽¹⁾ (2) (R\$ mm; %)

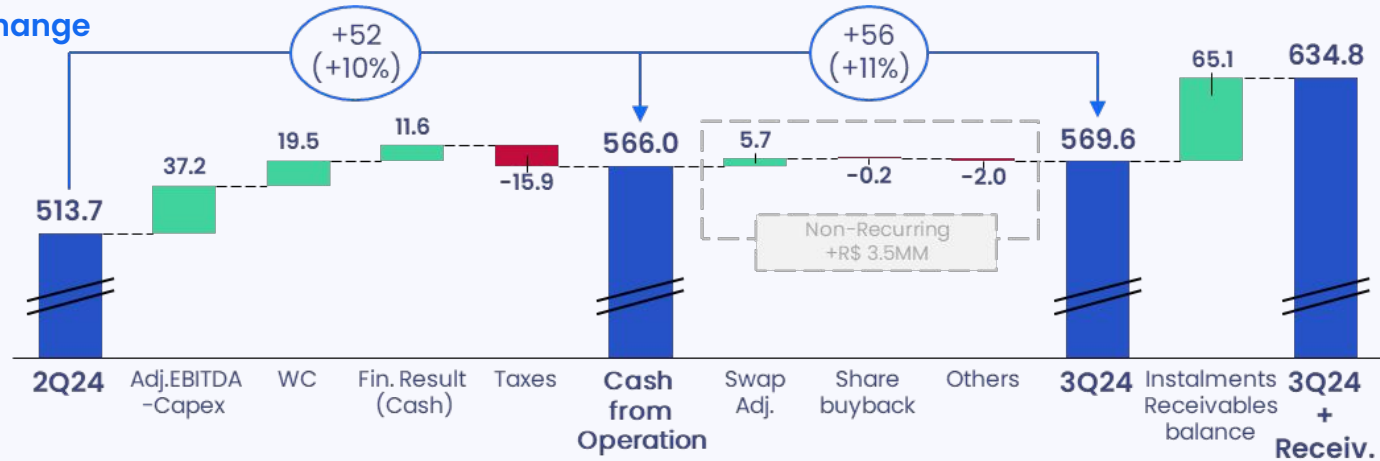


- ▶ Adj. Net income ex-swap was relatively stable, as result of lower interest rates, lower average cash position and higher depreciation & amortization related to acquired companies
- ▶ Operational Cash Flow generation kept on its pace of double digit growth, backed by solid operational performance
- ▶ Cash Conversion rate at ~73% as result of our business asset light nature

Cash Balance

Free cash flow generation of R\$56M in the quarter, leading to a solid cash position of R\$570M – cash focus continue on M&A, dividends and buyback

Cash Position change 3Q24 vs 2Q24 (R\$ mm; %)



- ▶ Free cash flow generation of R\$56M, as result of solid operational performance and positive working capital dynamic in the quarter
- ▶ Cash position at strong R\$570M at end of the quarter – cash usage focus continue to be M&A deals, dividends payments and share buyback
- ▶ The amount allocated for working capital related to payments in instalments increased R\$9M to R\$65M in the quarter

Closing Remarks 3Q24

- 1 3Q24 marks our **fourth consecutive quarter of accelerating growth in both Revenue and Adjusted EBITDA**. This has been a balanced quarter, with both YoY and QoQ growth across all four main business lines.
- 2 **Revenue growth accelerated to +15% YoY. Digital Subscriptions** maintained a solid recovery, **up 26% YoY. SaaS grew +17% YoY**, while Payment Solutions continued its expansion, reaching a total payment volume (TPV) of R\$2.1 billion and a revenue increase of +7% YoY.
- 3 **Operational leverage** drove positive results, with gross profit increasing at a faster pace than operating expenses (+11% YoY vs. +7% YoY), **leading to a +17% YoY rise in Adjusted EBITDA** and an EBITDA margin improvement of ~50 basis points YoY.
- 4 **Operational cash generation was strong at R\$37 million** for the quarter, **up 10% YoY**, with a cash conversion rate of ~73%. Improvements in working capital led **free cash flow generation to R\$56 million**. Our top priority for cash use remains strategic M&A to strengthen and expand our Software and Payment Solutions, along with shareholder returns through share buybacks and dividends.
- 5 We are **gaining momentum in Payments**, with many large enterprises selecting Bemobi as their payments partner. **We anticipate sustaining this momentum over the coming quarters** as we continue to onboard new clients and deepen penetration with existing ones.