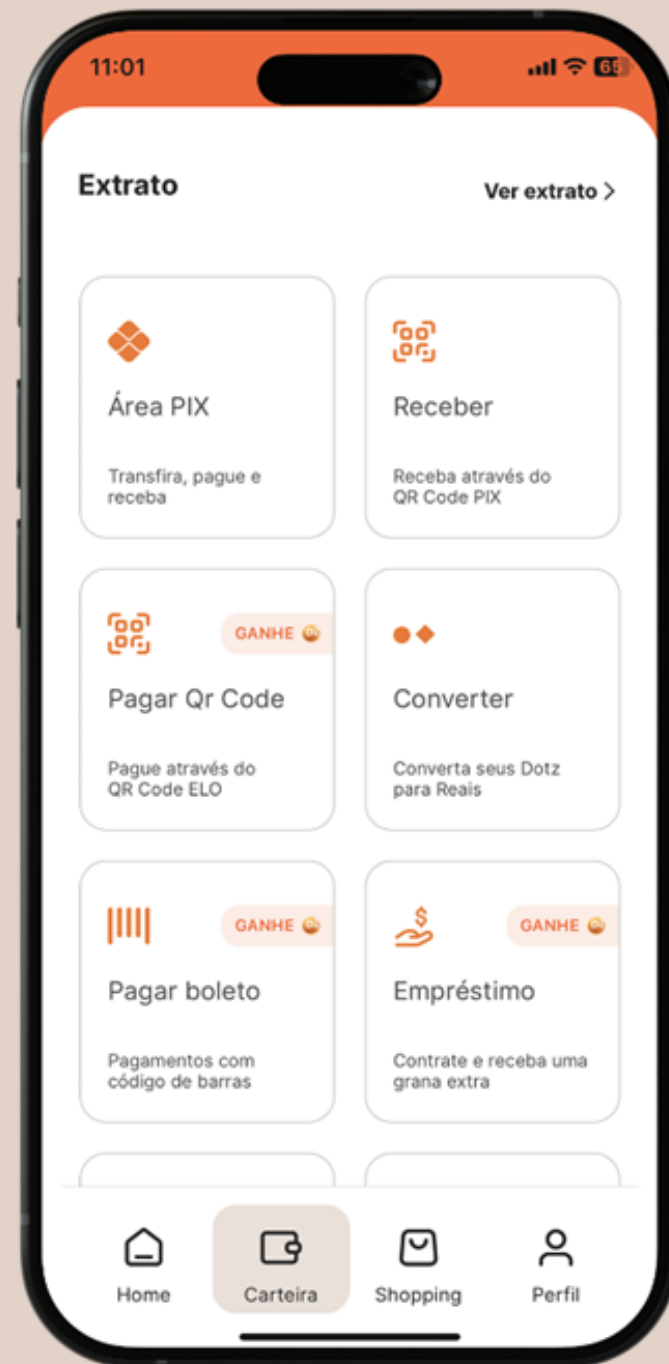
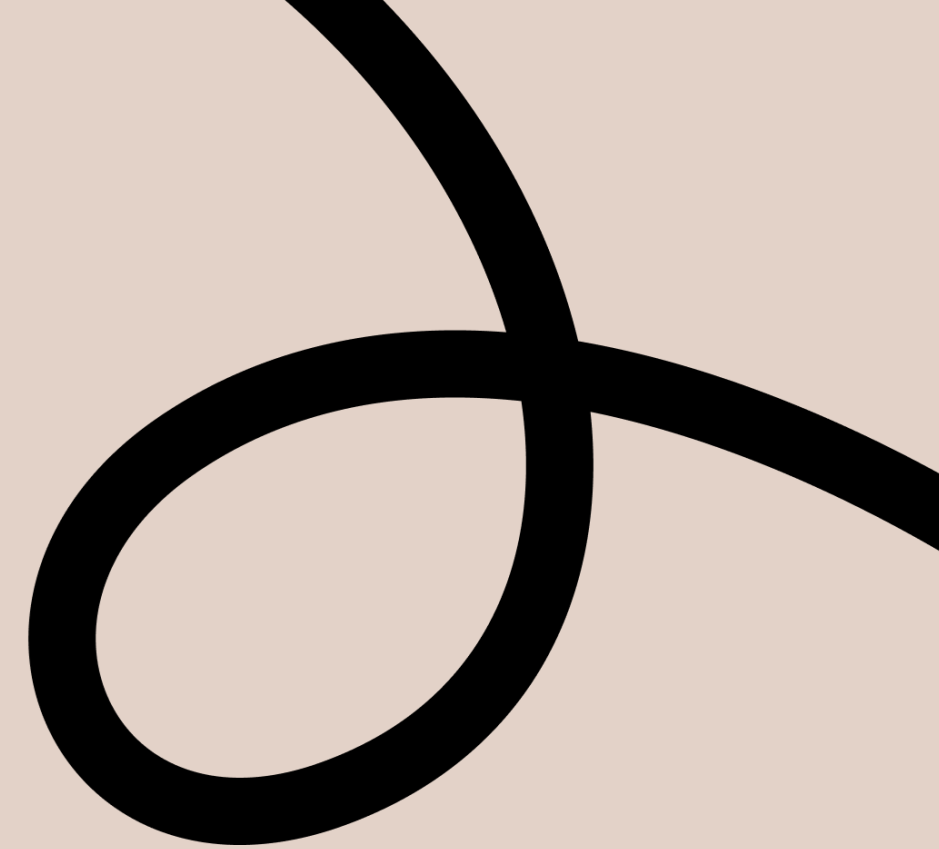




Divulgação de Resultados 3T25



NOVEMBRO, 2025 – RI DOTZ

dotz

Aviso Legal



Esta apresentação é válida exclusivamente para a presente data e seu conteúdo poderá ser alterado sem aviso prévio. A Companhia não se compromete a atualizar ou revisar as informações aqui contidas após esta data. As informações apresentadas, incluindo dados de mercado e de terceiros, foram obtidas de fontes que consideramos confiáveis. No entanto, não garantimos a precisão ou integridade desses dados e não nos responsabilizamos por erros ou omissões. Esta apresentação contém declarações que abrangem todas as afirmações que não são fatos históricos, e pode incluir estimativas e expectativas sobre eventos futuros, planos, objetivos e intenções da Companhia. Essas declarações envolvem riscos e incertezas, e os resultados reais poderão diferir significativamente das expectativas atuais. Fatores como riscos de mercado, condições econômicas, concorrência e mudanças regulatórias, entre outros, podem influenciar esses resultados. Consulte os detalhes sobre esses fatores de risco no Formulário de Referência da Companhia. Os dados financeiros apresentados podem incluir previsões e outras estimativas, que refletem nossas premissas e expectativas atuais e estão sujeitas a variações. Não há garantia de que essas projeções serão precisas. Esta apresentação também pode incluir medidas financeiras não-IFRS (ou medidas alternativas de desempenho), que são suplementares e não substituem as medidas financeiras preparadas de acordo com as normas IFRS (ou outras normas contábeis aplicáveis). A moeda utilizada nesta apresentação é "R\$" nesta apresentação referem-se ao real, a moeda oficial do Brasil.

Continuamos focados no crescimento da plataforma de forma sustentável

Compromisso da Dotz: eficiência, crescimento e cross-sell

Nossas prioridades:

3T25:



Crescimento de Techfin

forte, previsível, constante e com rentabilidade

Faturamento Techfin R\$ 27 mm 3T25 (+33% vs 3T24)
Rentabilidade FIDC de 165% do CDI 3T25 (+33% vs 3T24)



Consolidação do Loyalty

crescendo a rede de parceiros com Dotz Pay, o engajamento do cliente no Digital (App) e fazendo cross-sell com serviços financeiros

Lançamento de Programa de Fidelidade Americanas, com Dotz Pay, +1.500 lojas



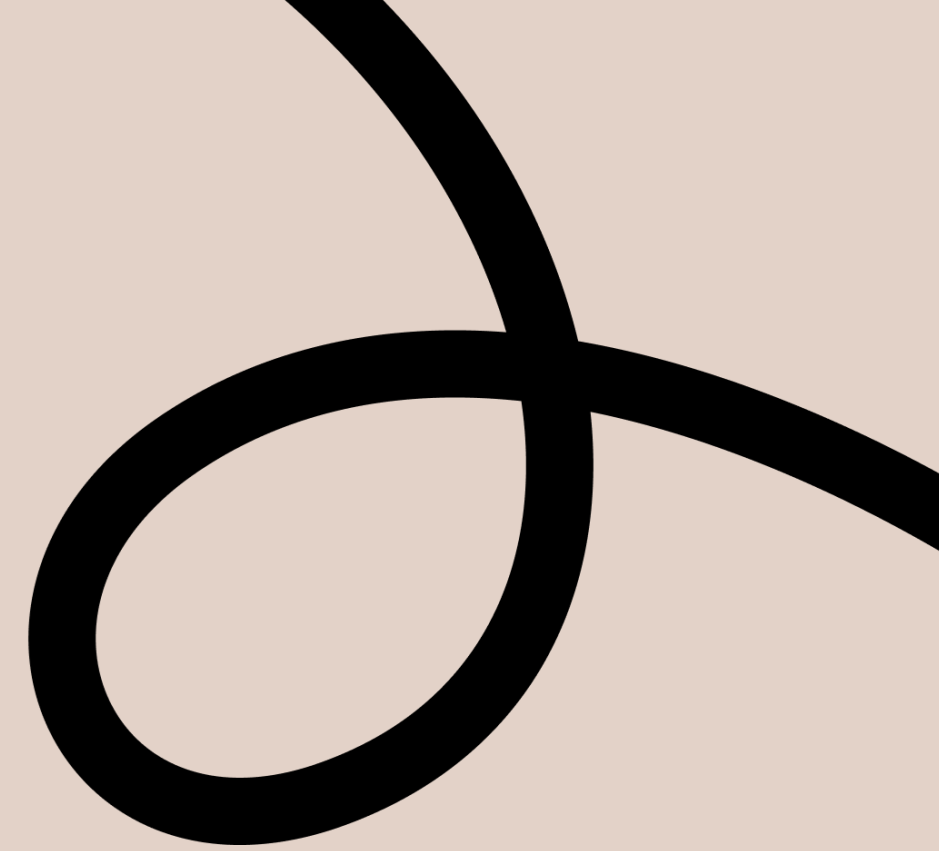
Eficiência operacional

com foco contínuo na racionalização de despesas, margens operacionais robustas e geração de resultado para o acionista

Margem bruta de 67% (+4 p.p. vs 3T24)
EBITDA últimos 12 meses (LTM) de R\$ 51,8 mm



Desempenho Operacional

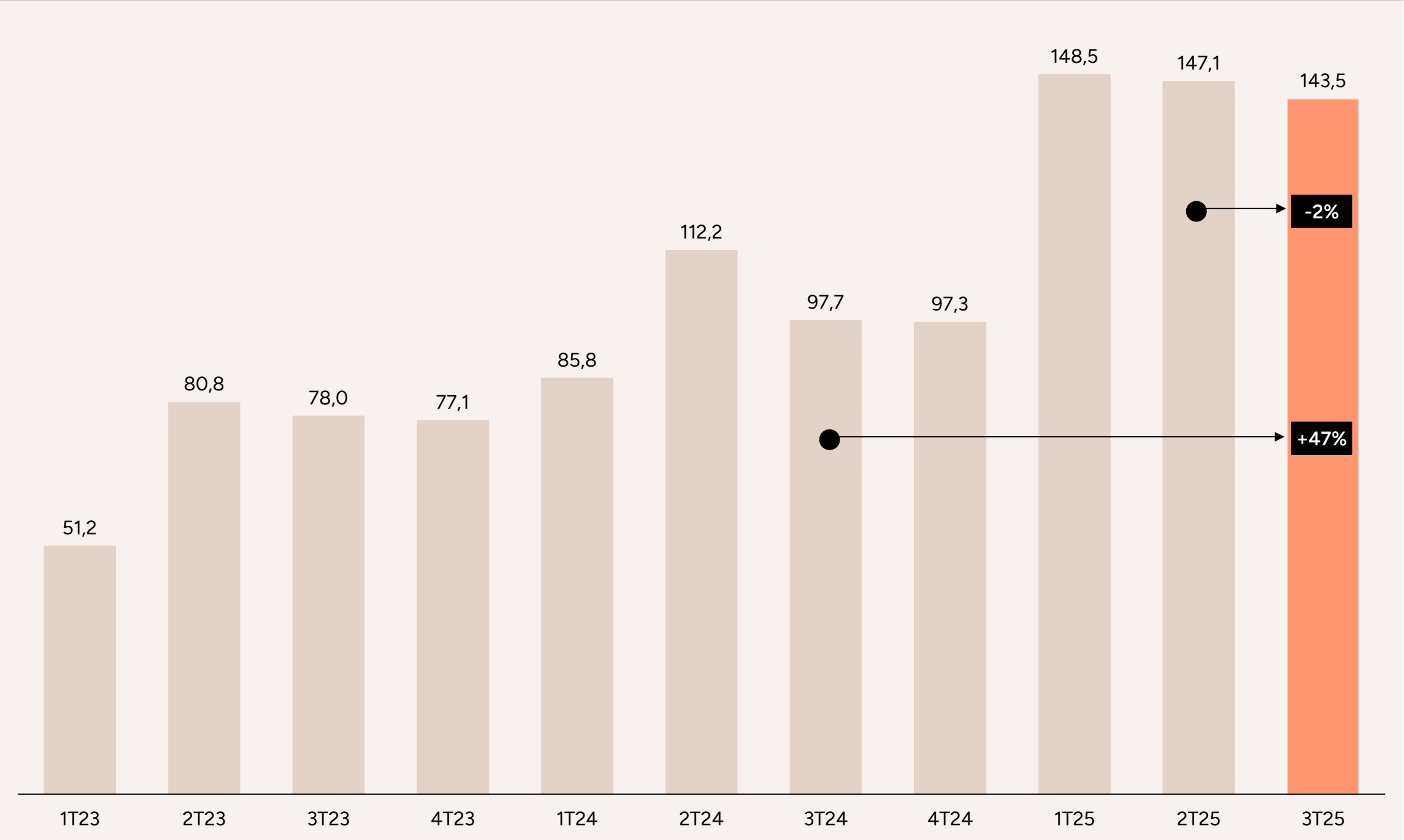


dotz

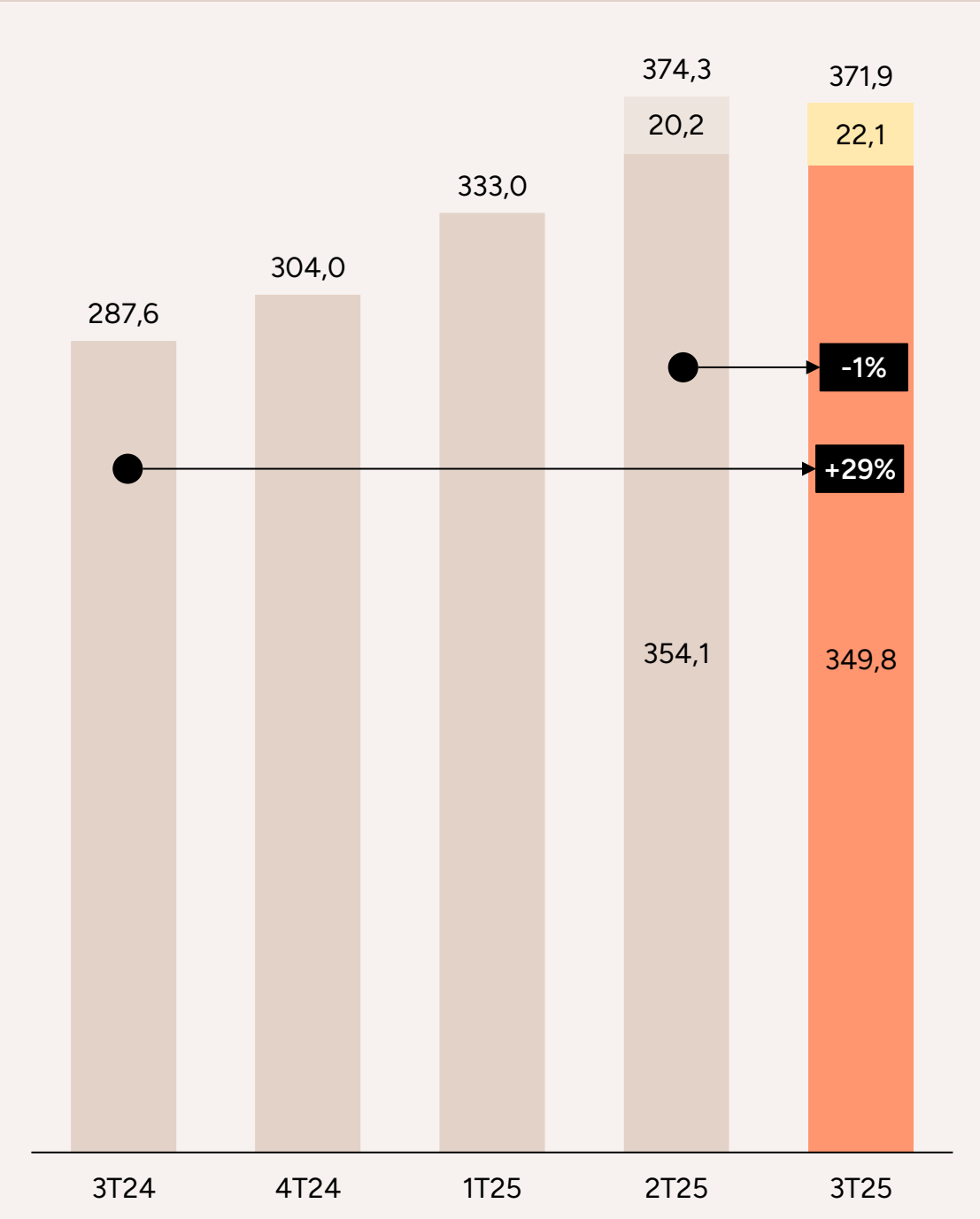
Evolução Crédito

Originação de crédito com manutenção de retornos substanciais para os cotistas do FIDC

ORIGINAÇÃO DE CRÉDITO (R\$ mm)



PL FIDCs¹ (R\$ mm)

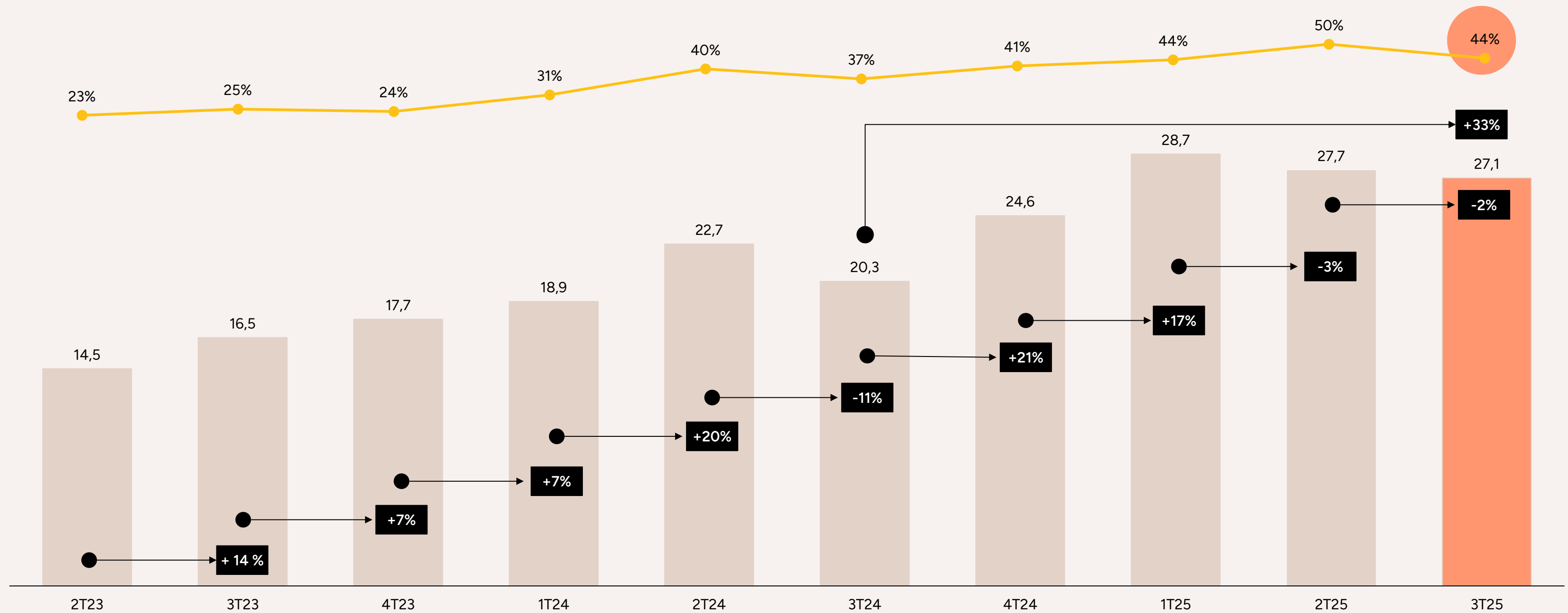


¹Patrimônio Líquido dos fundos FUNDO DE INVESTIMENTO EM DIREITOS CREDITÓRIOS EMPÍRICA NOVERDE CRÉDITO PESSOAL e DOTZFIN FUNDO DE INVESTIMENTO EM DIREITOS CREDITÓRIOS

Evolução Faturamento Techfin

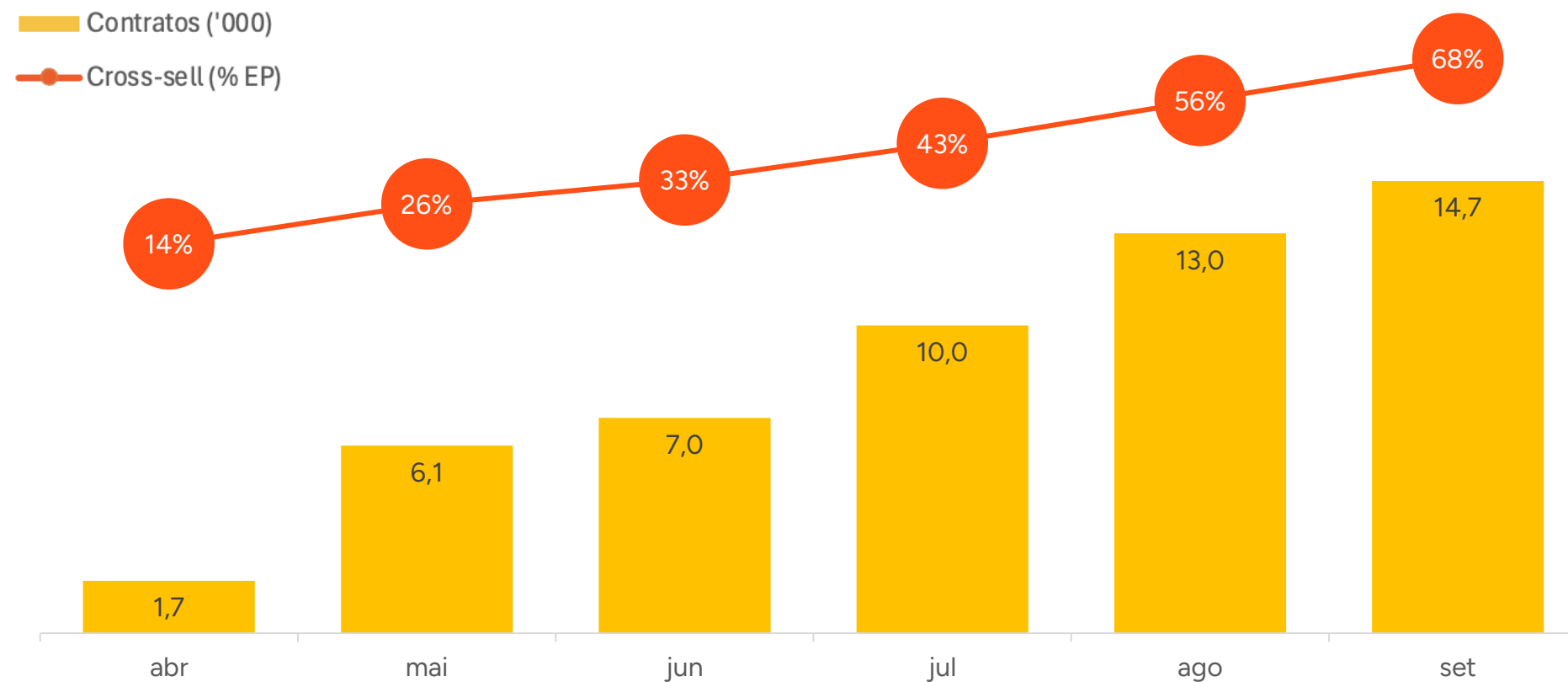
Faturamento Techfin com crescimento forte, previsível e constante; no 3T25, Techfin foi responsável por 44% do faturamento

FATURAMENTO TECHFIN (R\$ mm) e REPRESENTATIVIDADE TECHFIN (%)



Cross-sell de serviços financeiros

Seguro Prestamista no Empréstimo Pessoal



+50k apólices vendidas de seguro prestamista
vendas acumuladas até setembro/25

68% de cross-sell no empréstimo pessoal
em relação ao total de contratos de setembro/25

+R\$1,5MM pagos em prêmios do seguro
pagamentos acumulados até setembro/25

Forte capacidade de cross-sell

- Empréstimo pessoal ✓
- Dotz Parcela (Em breve)
- Pix Parcelado (Em breve)



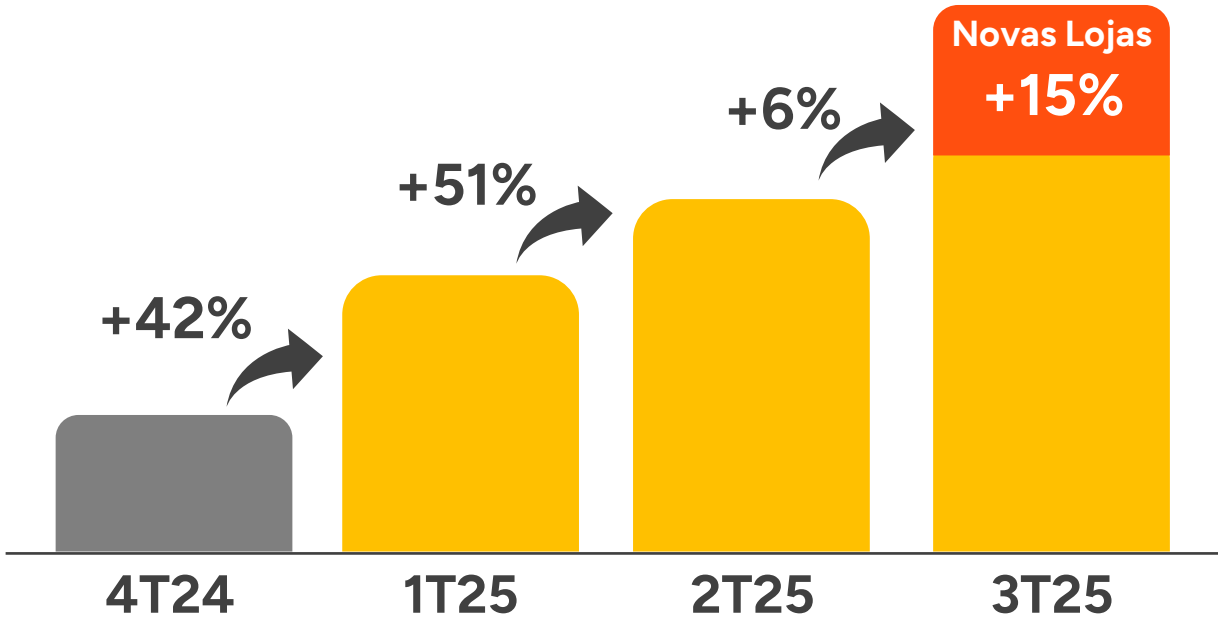
Parceria com a Zurich

- Comissão sobre prêmios pagos
- Performance da carteira de crédito em caso de sinistro

Performance Loyalty

Propósito de aumentar o poder de compra dos consumidores cada vez mais consolidado

Dotz Pay - Evolução Originação BNPL
Same Stores Sales

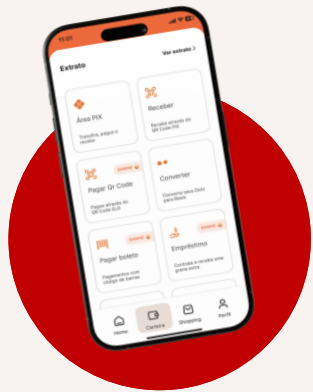


Ticket Médio +6% vs 2T25
Crescimento acumulado de +50% em 2025

Recorrência de 63% na base mensal
Em crescimento contínuo, e com aumento de transações +30% vs 4T24

Número de contratos +2% vs 2T25
Crescimento acumulado de +97% em 2025

SEGUIMOS BUSCANDO



1. Evolução Dotz Pay

- Rollout para 2 parceiros Dotz
- Lançamento crédito 30 dias sem juros
- Go Live de novos parceiros

2. Mais Poder de Compra

- Hub de programas parceiros
- Ampliação da oferta de crédito no varejo

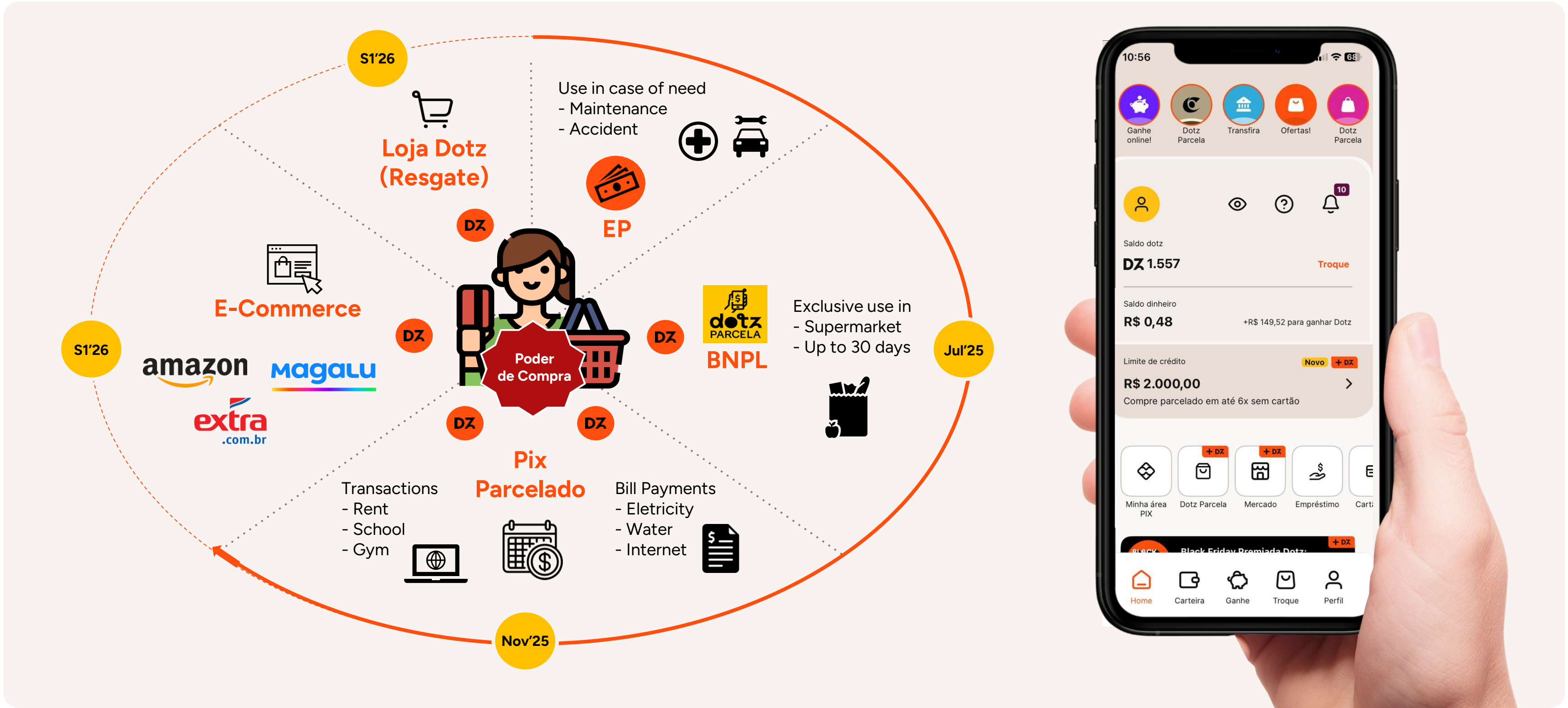


3. Lançamento Universo Ourocard

- Aprovação de R\$ 18,6 mm adicionais
- Público elegível de mais de 10 milhões de clientes todos os meses
- Retomada do foco em principalidade, com missão de gastos para 100% da base

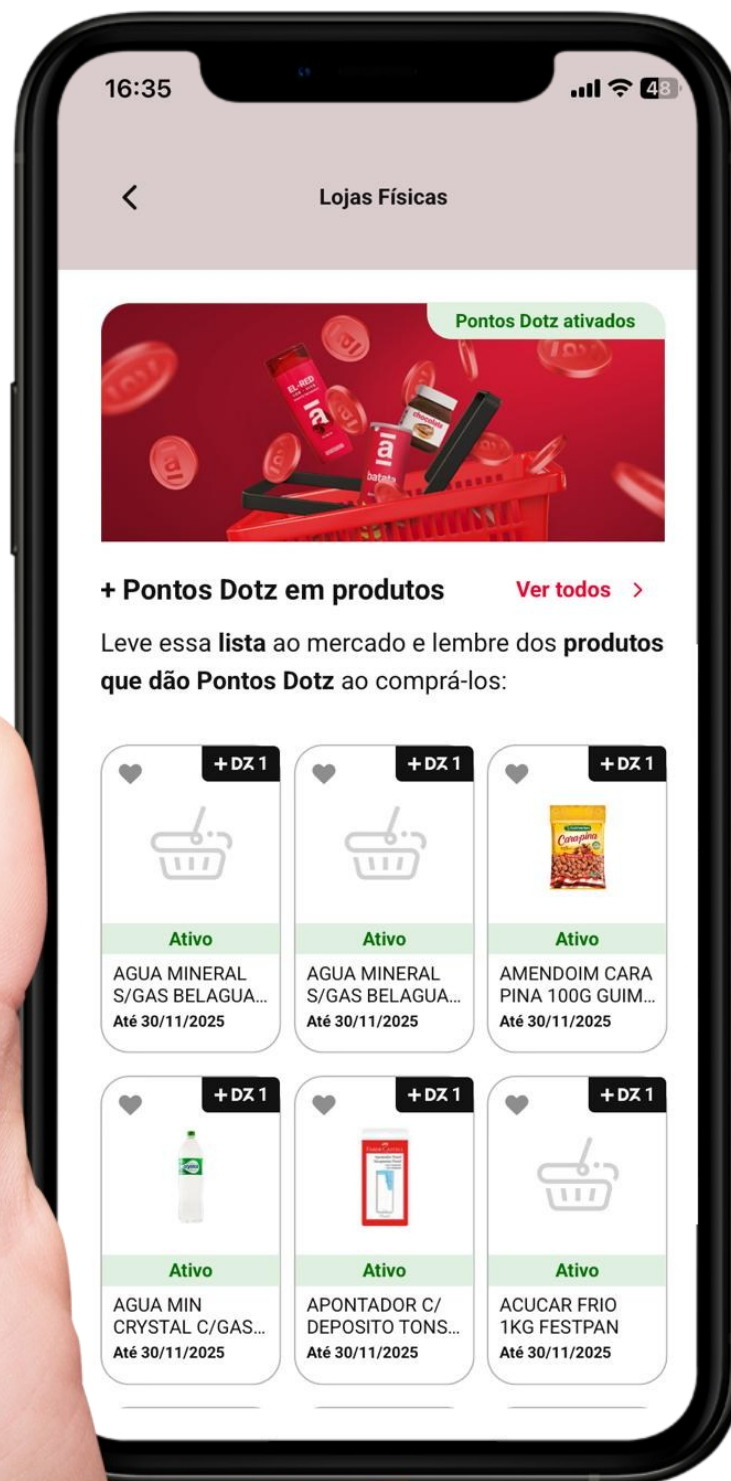
Estratégia B2C

Propósito de aumentar o poder de compra dos consumidores cada vez mais consolidado, através da oferta de crédito em sua rotina



Parceria estratégica Americanas

Tecnologia, fidelização inteligente, monetização da base de clientes e mais poder de compra



Abrangência nacional



Disponível para +40MM de clientes



Rentabilização dos canais Offline e Online



Aceleração do cartão cliente A



Pagamento com Pontos e Crédito (BNPL)



Tecnologia Dotz Pay em +1.500 lojas

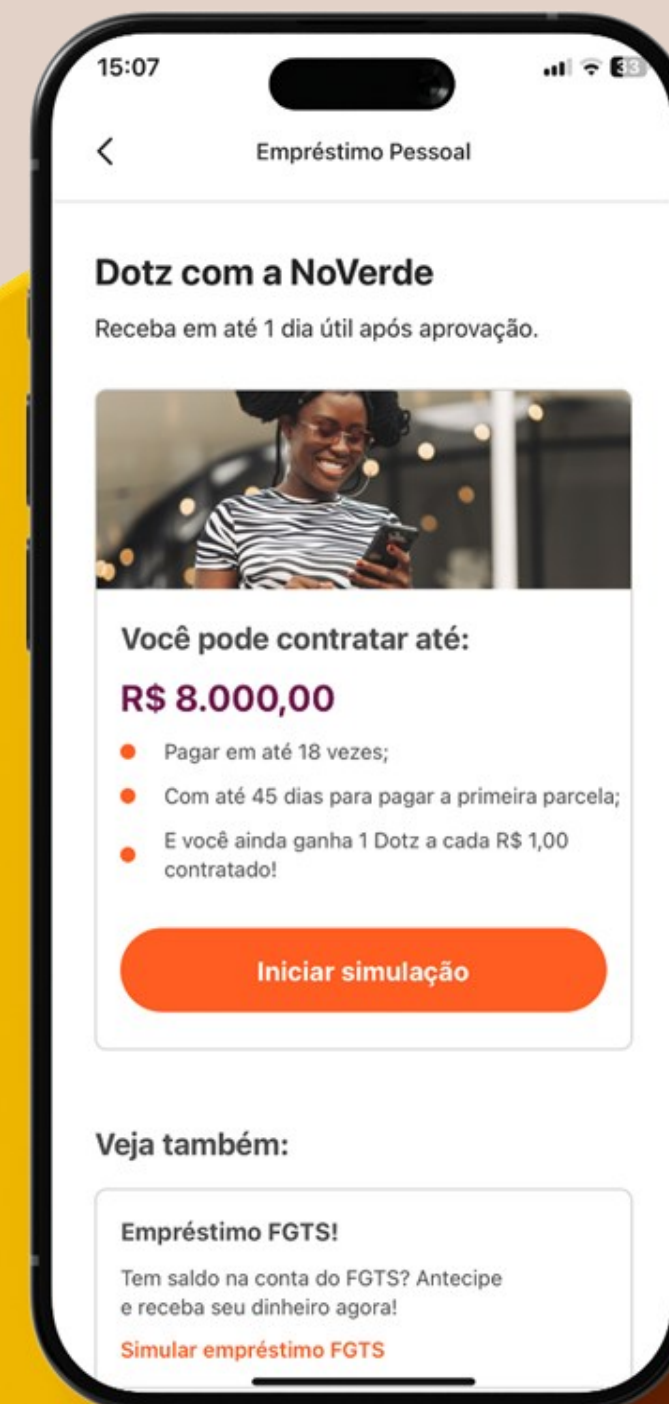
App "Cliente a" Soluções Integradas

- Missões inteligentes para mobilização da base e acúmulo de pontos
- Campanhas promocionais e sazonais, ex.: Páscoa, Black Friday, Natal
- Cross-sell de produtos financeiros, ex. empréstimo pessoal, seguros
- Conexão entre os canais digitais, lojas físicas e consumidores



Resultados Financeiros

dotz



9M25: Crescimento da operação de Techfin e expansão do Loyalty

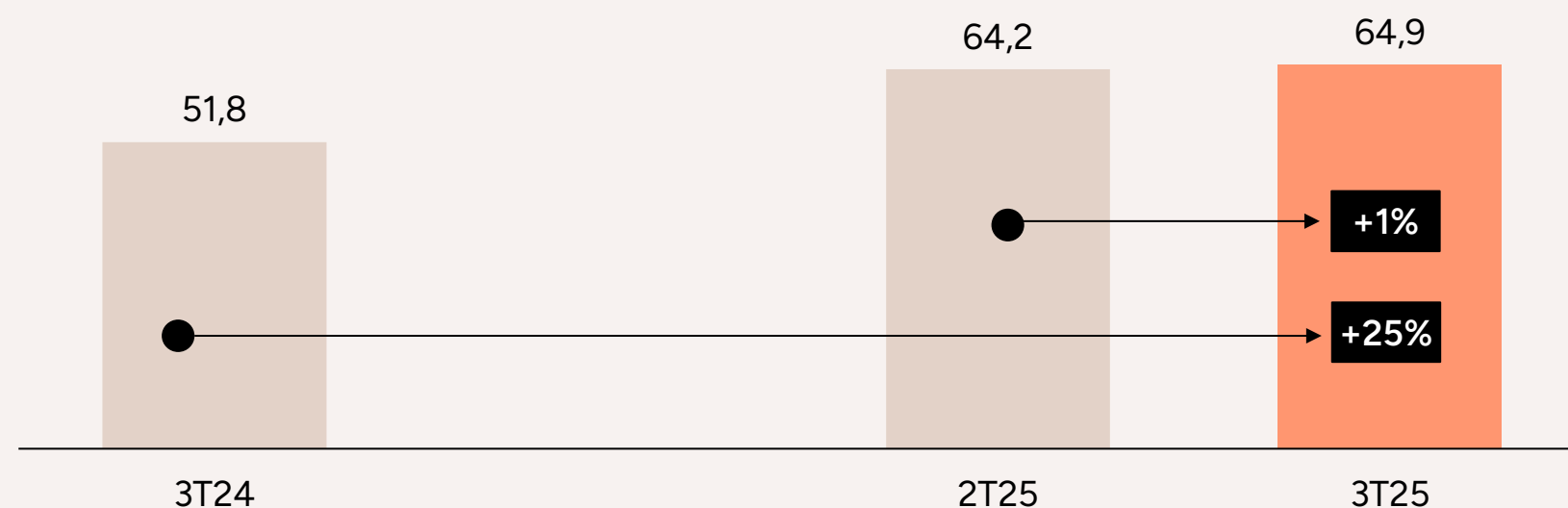
Operação de Techfin ascendente (+Originação e +Faturamento), Lucro Bruto e EBITDA com crescimento nos 9M25 vs. 9M24



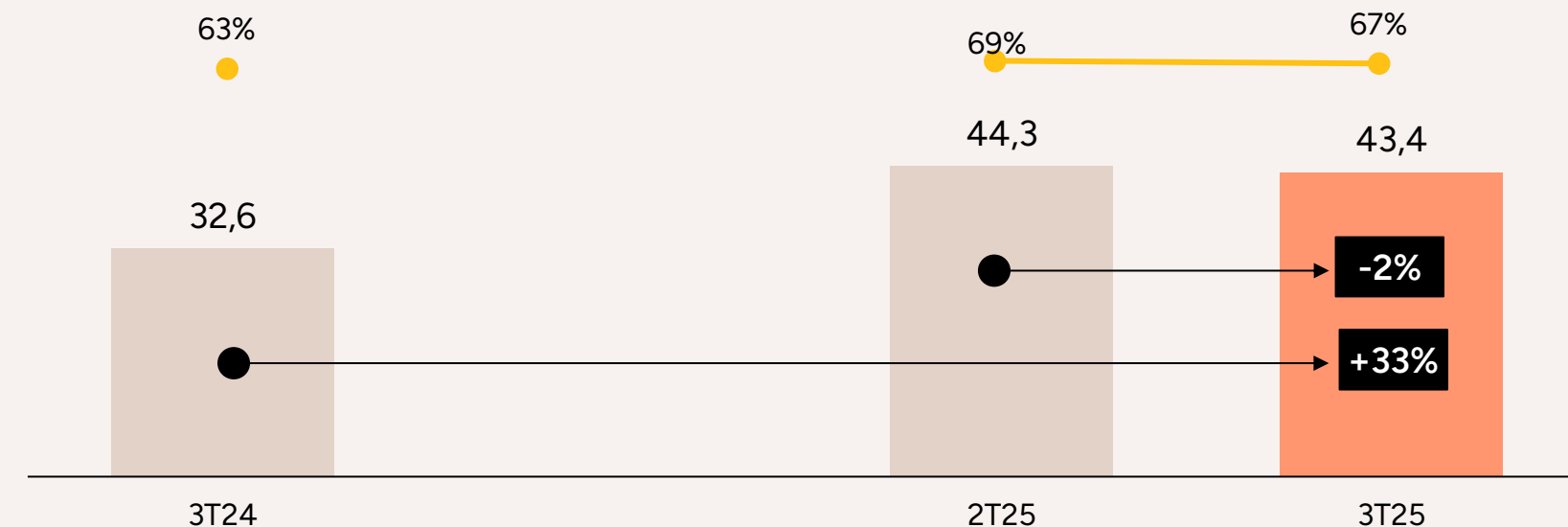
EBITDA de R\$ 14,4 mm no 3T25

Lucro Bruto 33% maior e Margem Bruta superior em +4 p.p. comparado ao 3T24

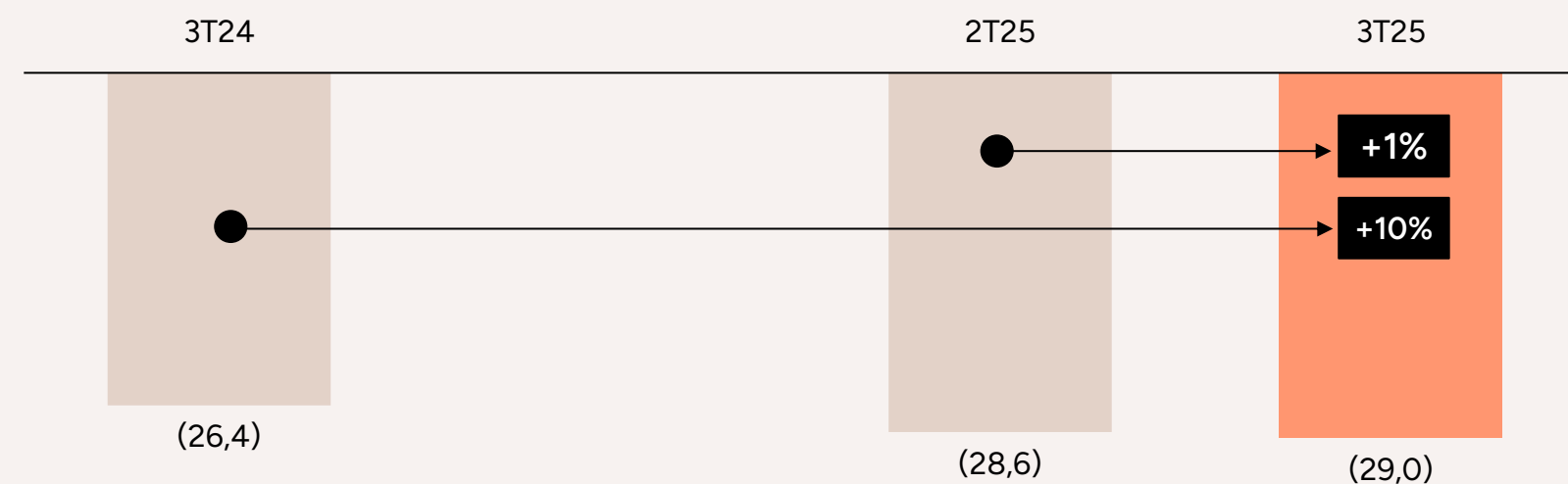
RECEITA LÍQUIDA ANTES DOS CUSTOS DE RESGATES (R\$ mm)



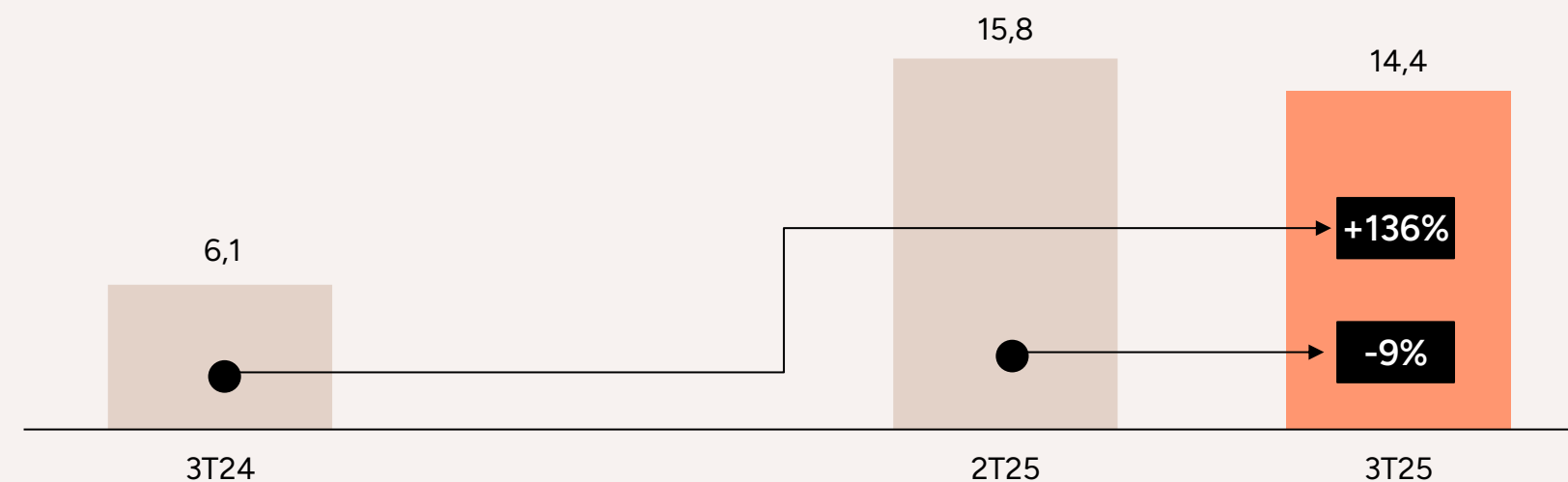
LUCRO BRUTO (R\$ mm) e MARGEM BRUTA (%)



SG&A (R\$ mm)

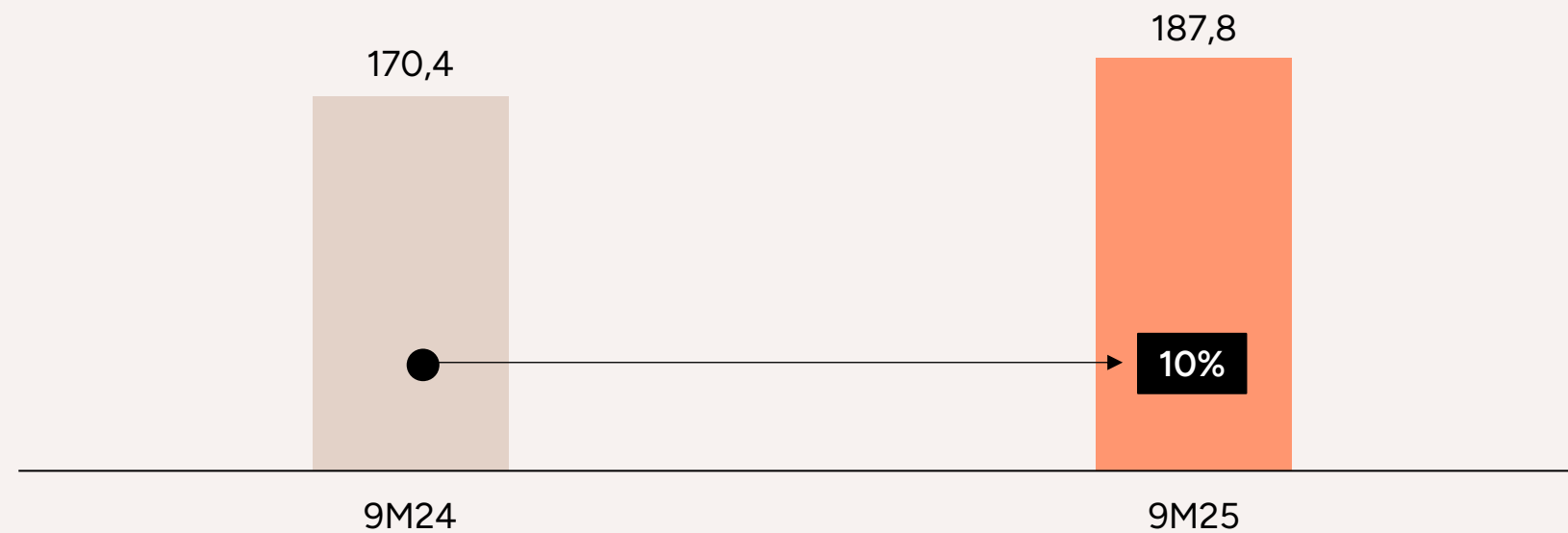


EBITDA (R\$ mm)

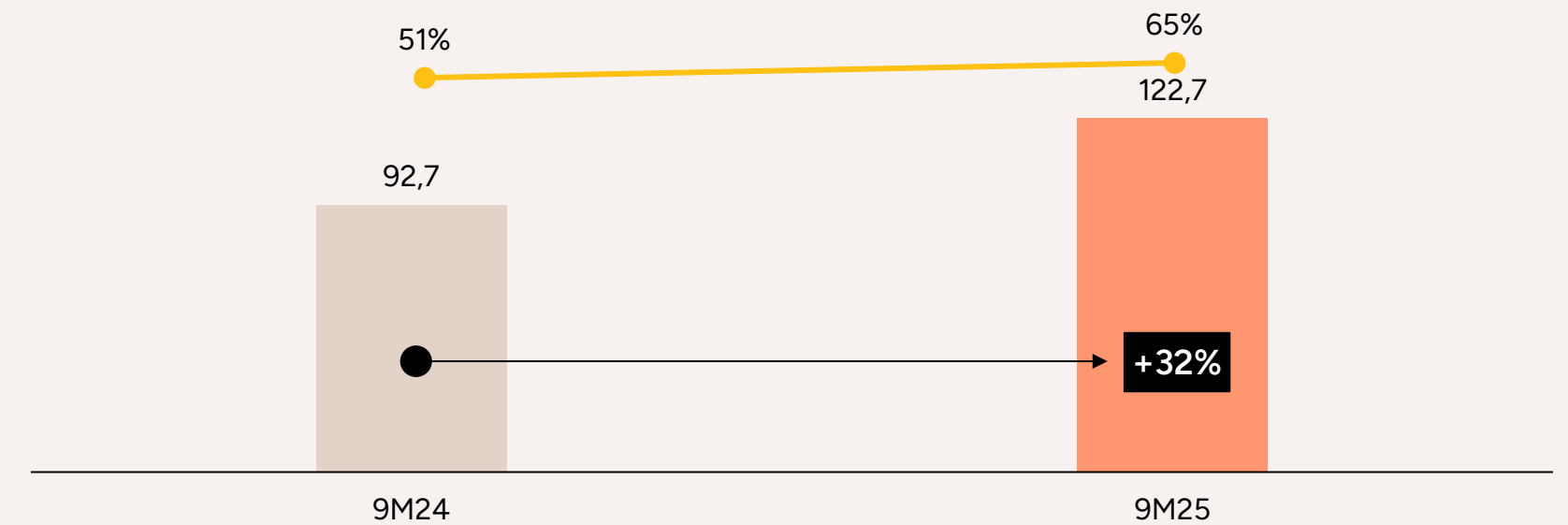


EBITDA de R\$ 40,7 mm no acumulado de 9 meses SG&A sob controle e margens robustas

RECEITA LÍQUIDA ANTES DOS CUSTOS DE RESGATES (R\$ mm)



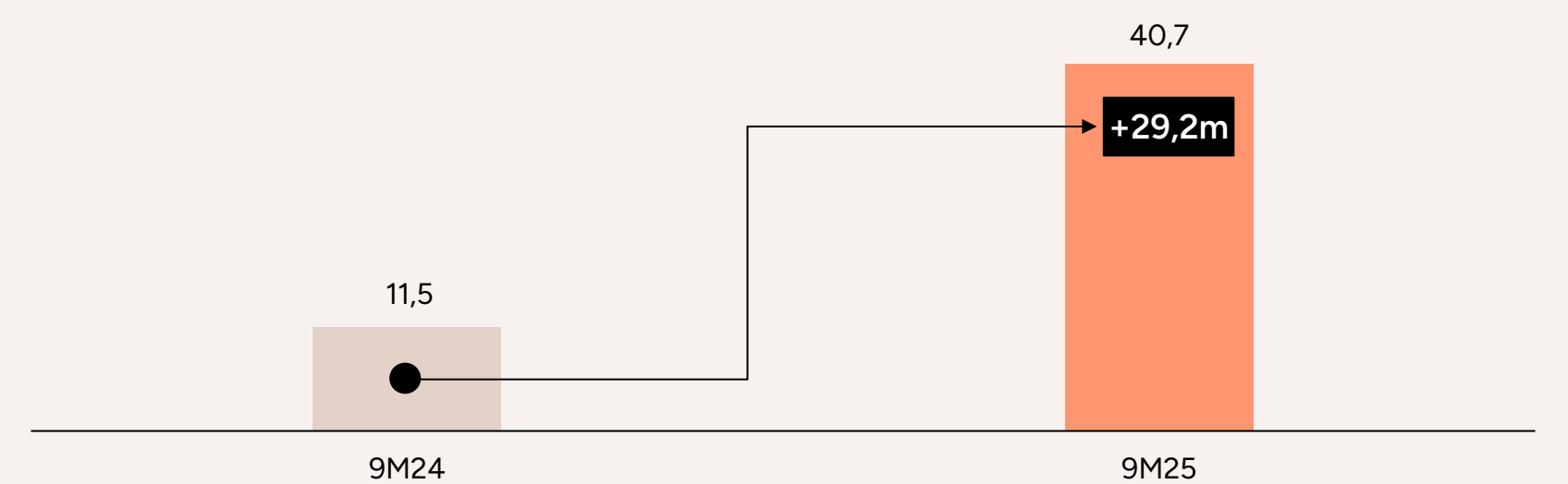
LUCRO BRUTO (R\$ mm) e MARGEM BRUTA (%)



SG&A (R\$ mm)



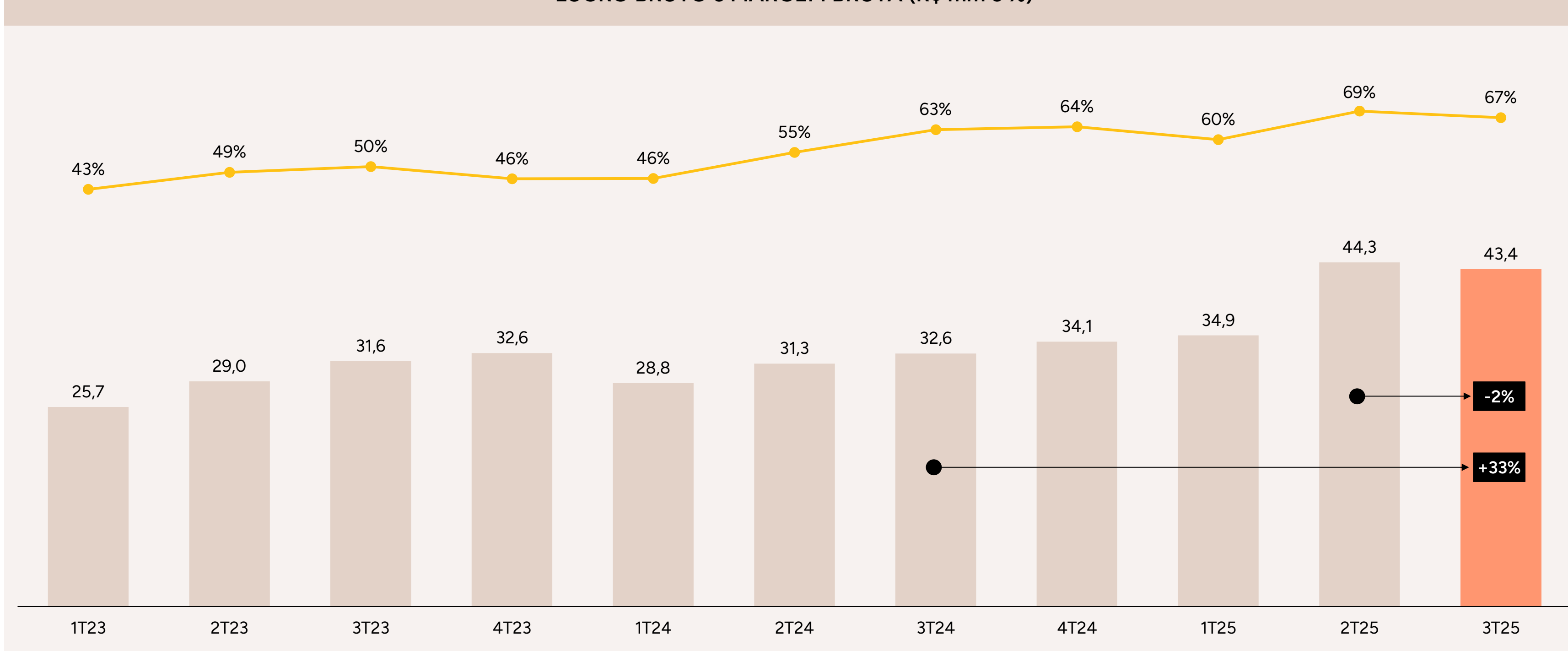
EBITDA (R\$ mm)



Evolução do Lucro Bruto

Margens também refletem o novo patamar de rentabilidade da Dotz, com aumento do mix de Techfin que alcançou 44% do faturamento no 3T25 (contra 37% no 3T24)

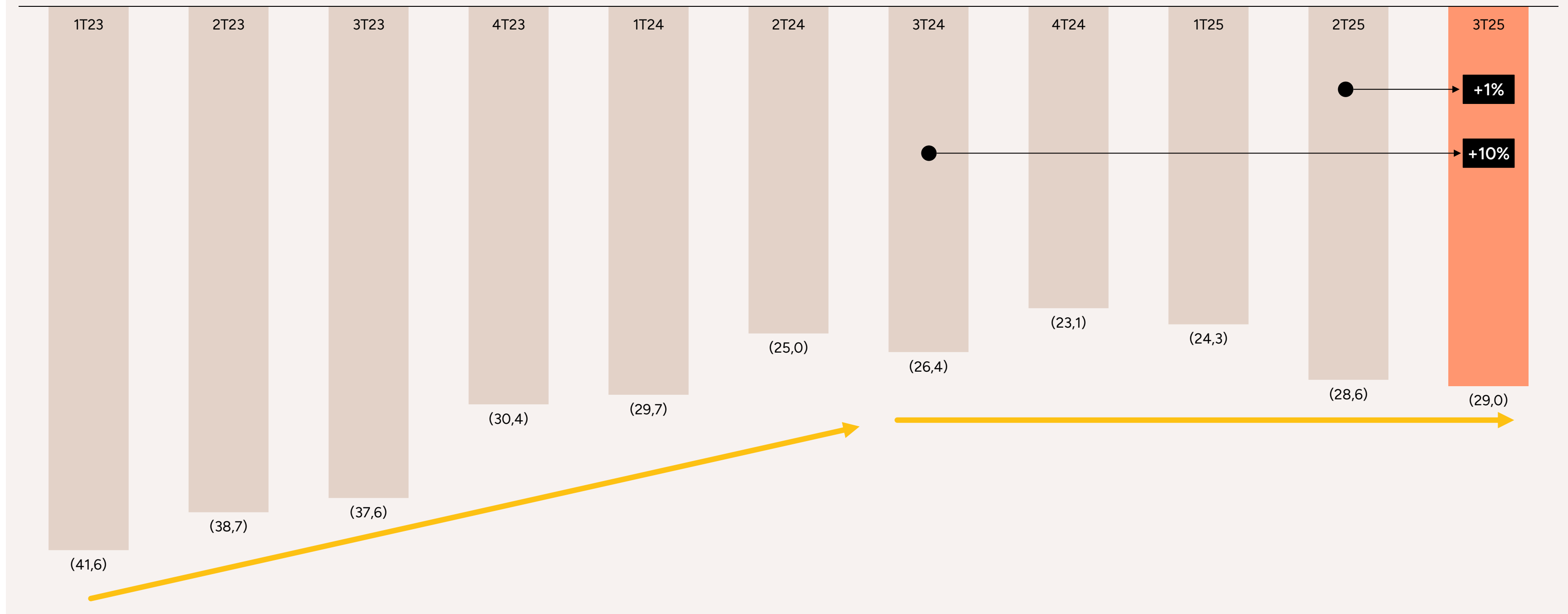
LUCRO BRUTO e MARGEM BRUTA (R\$ mm e %)



Evolução do SG&A

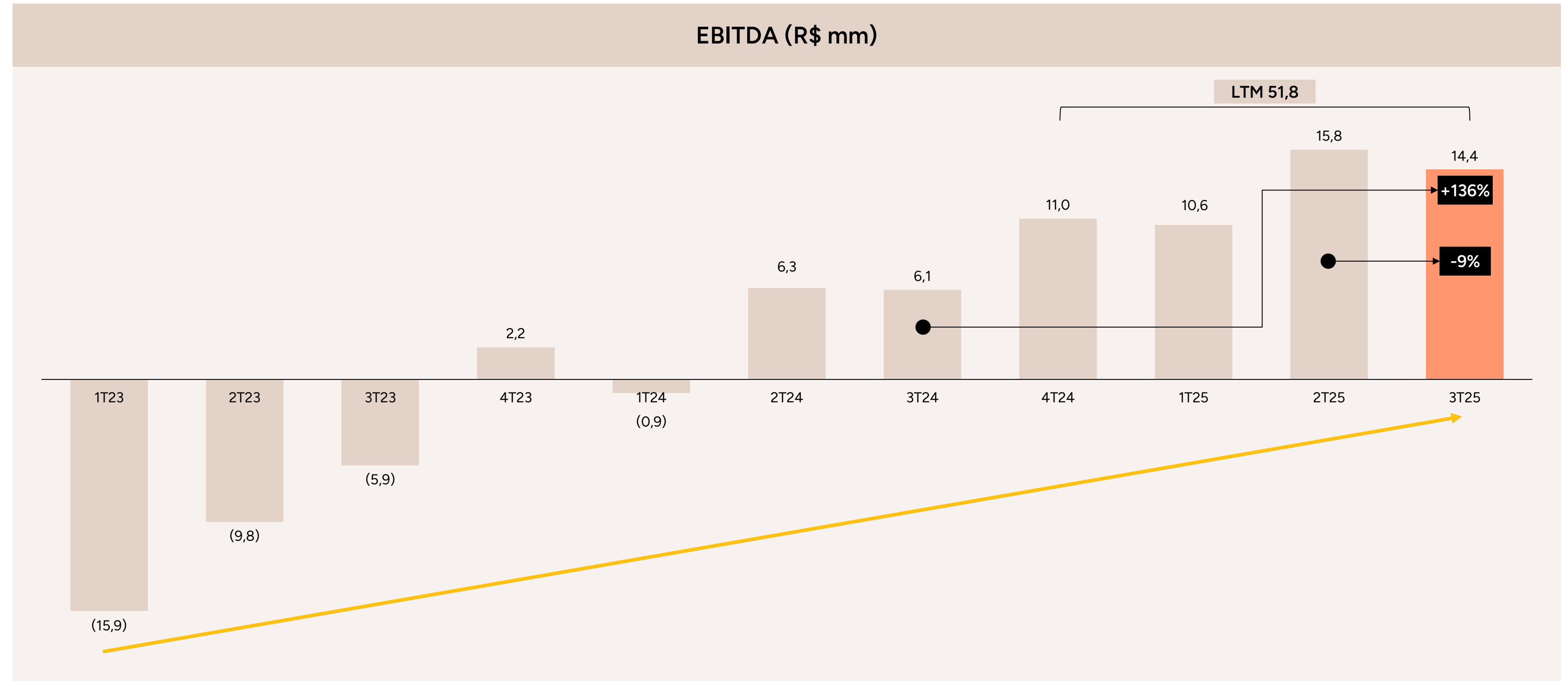
Controle contínuo das despesas, com variações entre trimestres. No acumulado dos 9M25 estável, comparado com 9M24 (R\$ 81,9 mm vs R\$ 81,1 mm)

SG&A (em R\$ mm)



Evolução do EBITDA

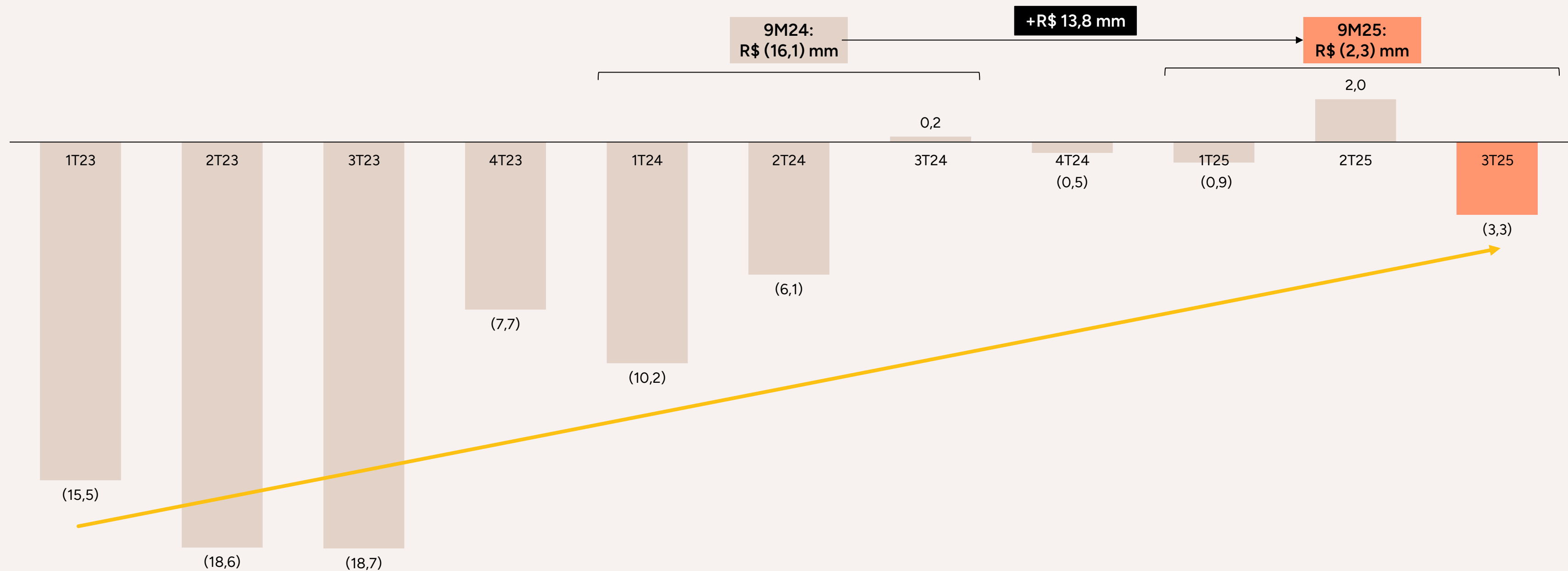
Curva de crescimento trimestral do EBITDA de forma significativa desde o início de 2023



Evolução do Lucro Líquido

Lucro Líquido também apresenta evolução importante desde início de 2023, apesar de apresentar maior volatilidade trimestral mais recentemente
Nos 9M25 R\$(2,3) mm comparados a R\$ (16,1) mm nos 9M24 apresentou melhora de R\$ 13,8 mm

LUCRO LÍQUIDO (R\$ mm)



Continuamos focados no crescimento da plataforma de forma sustentável

Compromisso da Dotz: eficiência, crescimento e cross-sell

Nossas prioridades:



Crescimento de Techfin

Forte, previsível, constante e com rentabilidade



Consolidação do Loyalty

Crescendo a rede de parceiros com Dotz Pay, o engajamento do cliente no Digital (App) e fazendo cross-sell com serviços financeiros, aumentando o share of wallet das necessidades dos clientes no dia-a-dia



Eficiência operacional

Com foco contínuo na racionalização de despesas, margens operacionais robustas e geração de resultado para o acionista

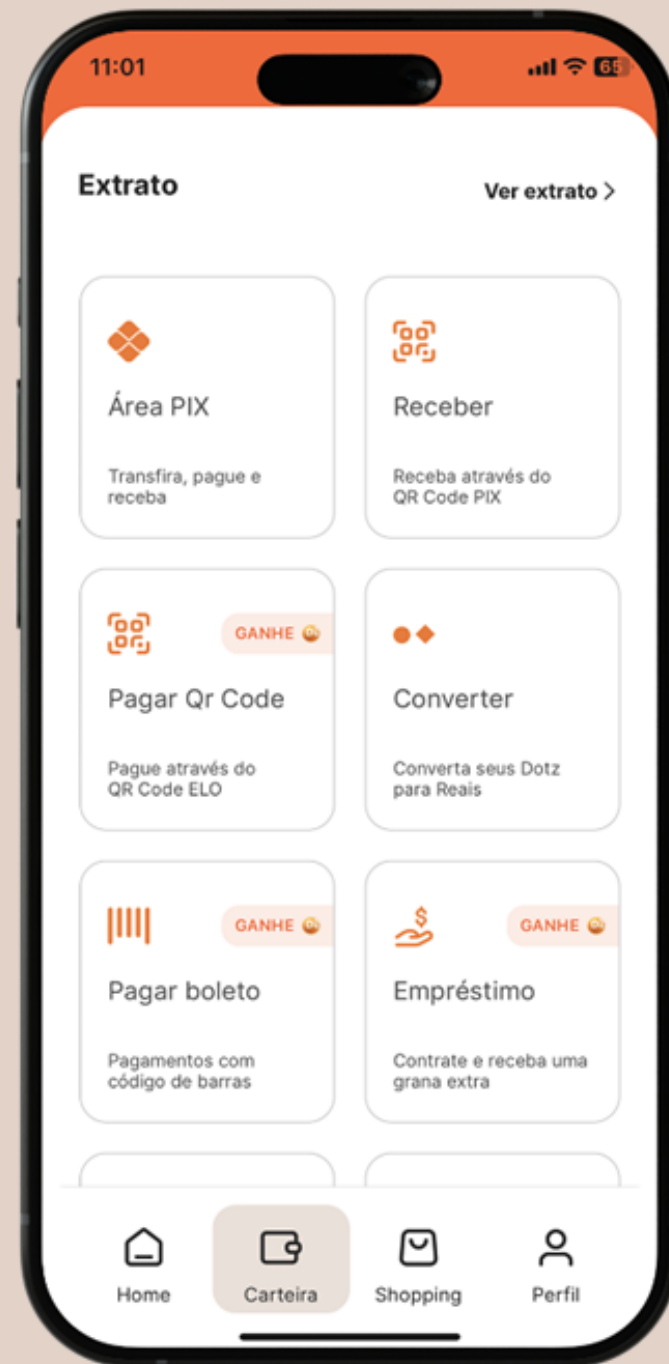
dotz

VOCÊ PODE MAIS

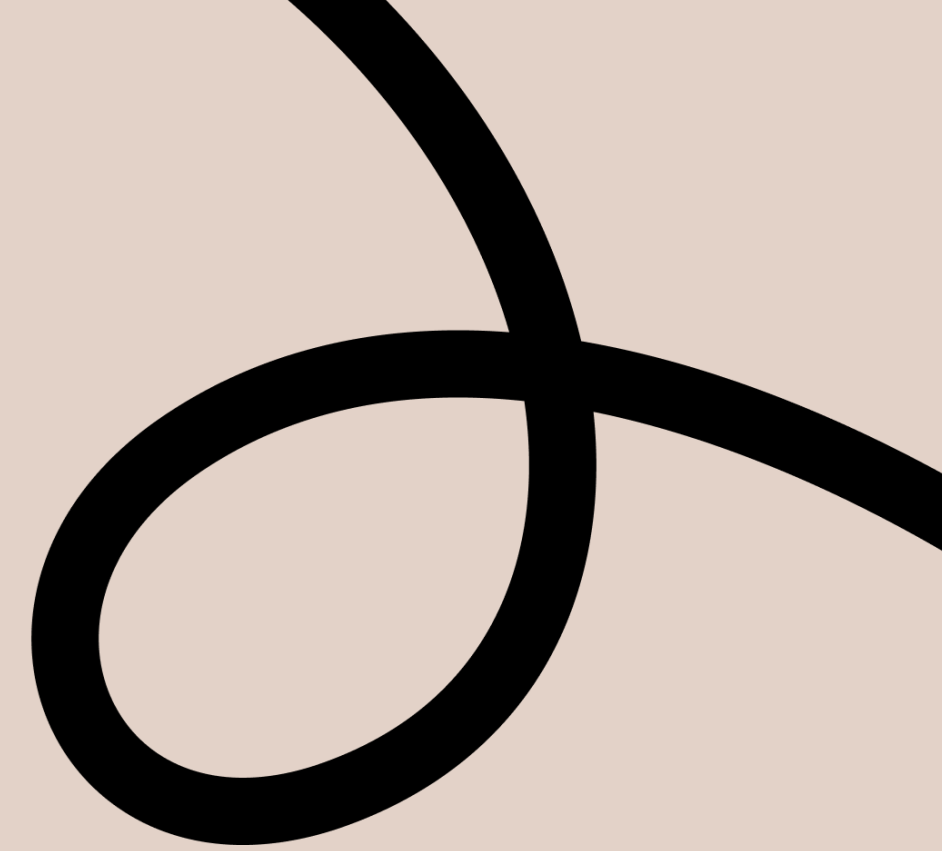
ri.dotz.com.br

ri@dotz.com





Earnings Release 3Q25



NOVEMBER, 2025 – DOTZ IR

dotz

Disclaimer



This presentation is valid only as of the date hereof and its content may be changed without prior notice. The Company undertakes no obligation to update or review the information contained herein after this date. The information presented, including market and third-party data, was obtained from sources that we consider reliable. However, we do not guarantee the accuracy or completeness of such data, and we do not take responsibility for errors or omissions. This presentation contains statements that include all statements that are not historical facts, and may include estimates and expectations about future events, plans, objectives and intentions of the Company. These statements involve risks and uncertainties, and actual results may differ significantly from current expectations. Factors such as market risks, economic conditions, competition and regulatory changes, among others, may influence these results. See details about these risk factors in the Company's Reference Form. The financial data presented may include forecasts and other estimates, which reflect our current assumptions and expectations and are subject to change. There is no guarantee that these projections will be accurate. This presentation may also include non-IFRS financial measures (or alternative performance measures), which are supplemental to, and do not replace, financial measures prepared in accordance with IFRS (or other applicable accounting standards). The currency used in this presentation is "R\$" in this presentation refers to the real, the official currency of Brazil.

We remain focused on the platform expansion in a sustainable way

Dotz's commitment: efficiency, growth and cross-sell

Our priorities:

3Q25:



Techfin Growth

strong, predictable and constant, with profitability

R\$27 million: Techfin Billings in 3Q25 (+33% vs 3Q24)
FIDC returns of 165% of CDI in 3Q25 (+33% vs 3Q24)



Loyalty Consolidation

growing the partner network with Dotz Pay, customer engagement on Digital (App) and cross-selling with financial services

Launch of *Americanas* Loyalty Program, with Dotz Pay, +1,500 stores



Operational Efficiency

with continuous focus on rationalizing expenses, robust operating margins and generating results for shareholders

Gross margin of 67% (+4 p.p. vs 3Q24)
EBITDA LTM R\$ 51.8 mm



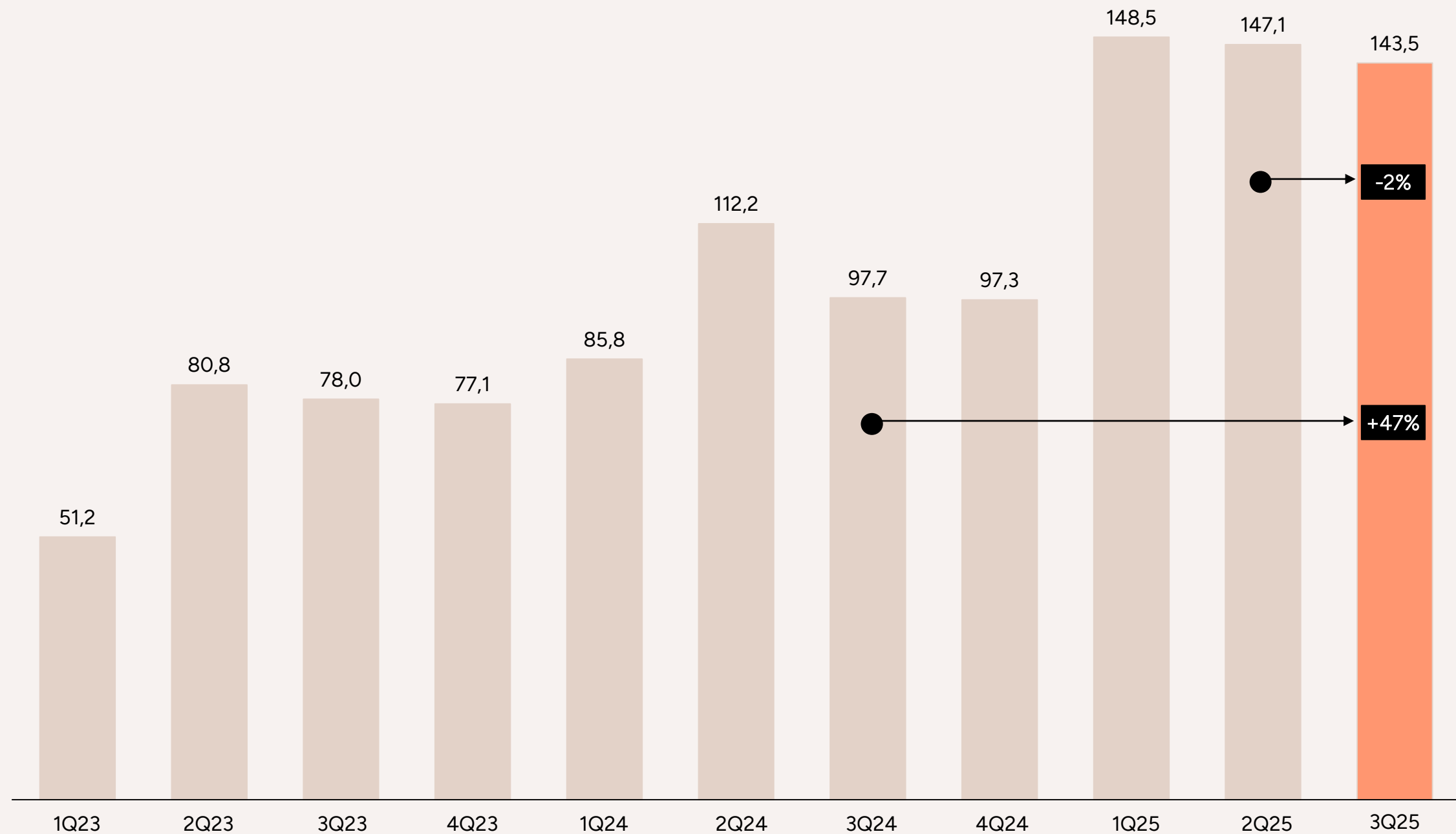
Operational Performance

dotz

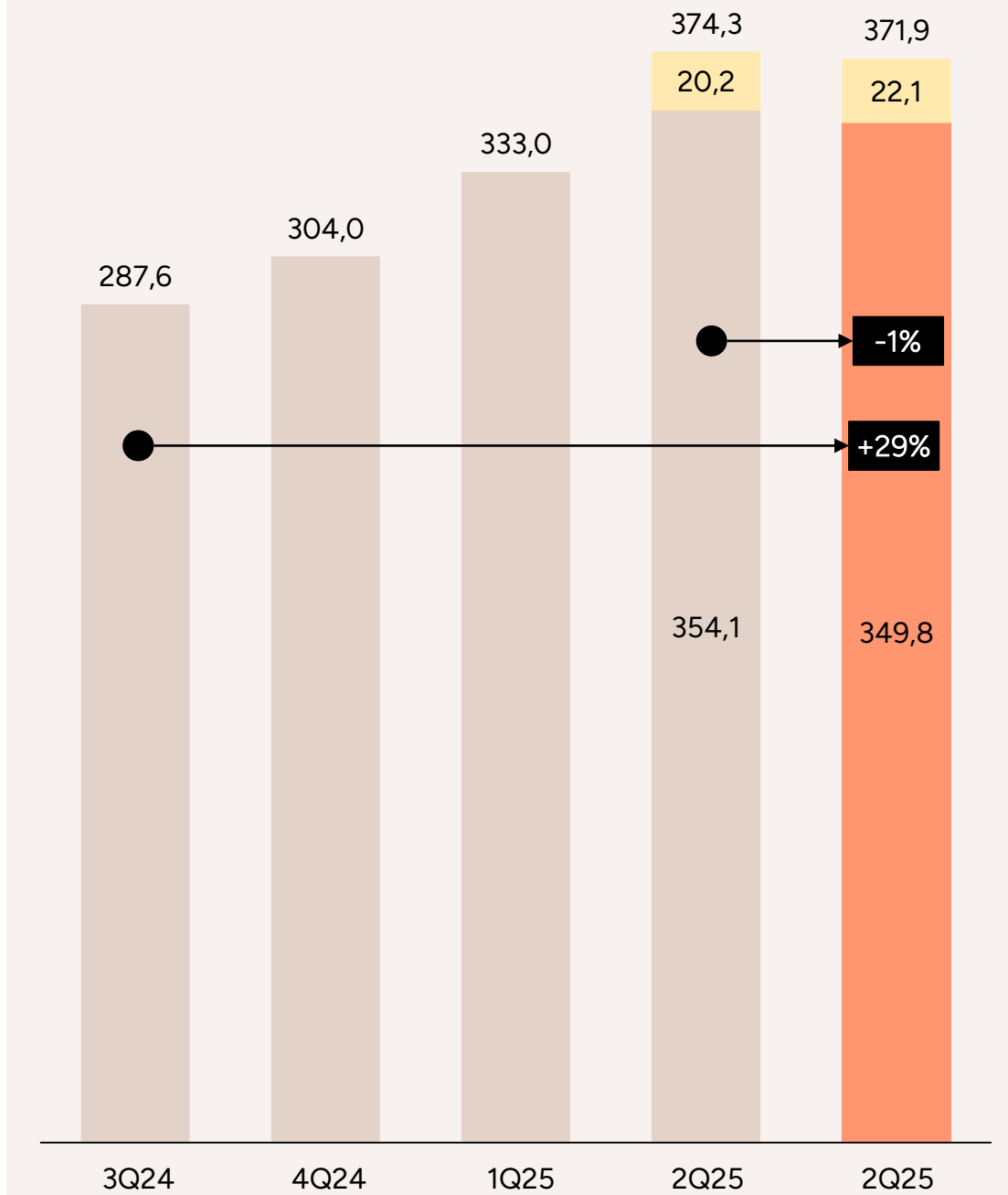
Credit Evolution

Constant growth in credit origination with maintenance of substantial returns for FIDC shareholders

CREDIT ORIGINATION (R\$ million)



FIDCs¹ EQUITY (R\$ million)

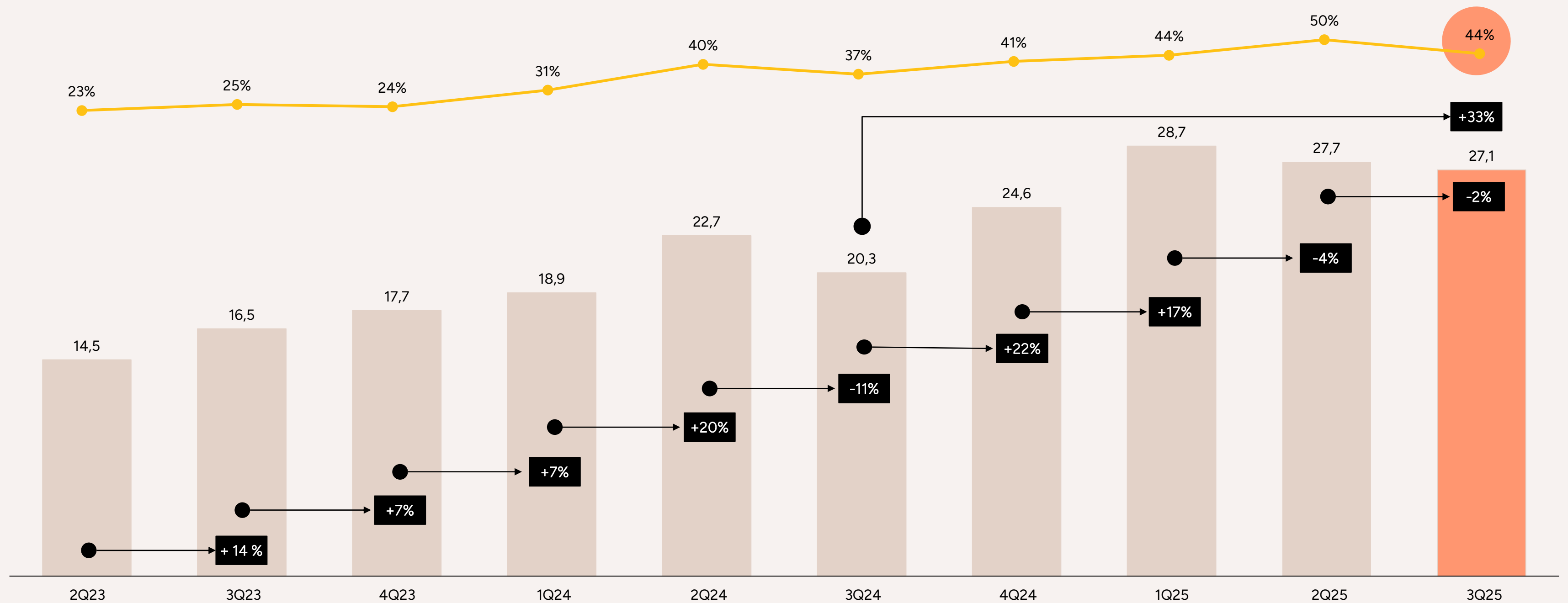


¹Net Equity of the funds CREDIT RIGHTS INVESTMENT FUND EMPÍRICA NOVERDE CREDIT PERSONAL and DOTZFIN CREDIT RIGHTS INVESTMENT FUND

Techfin Billings Evolution

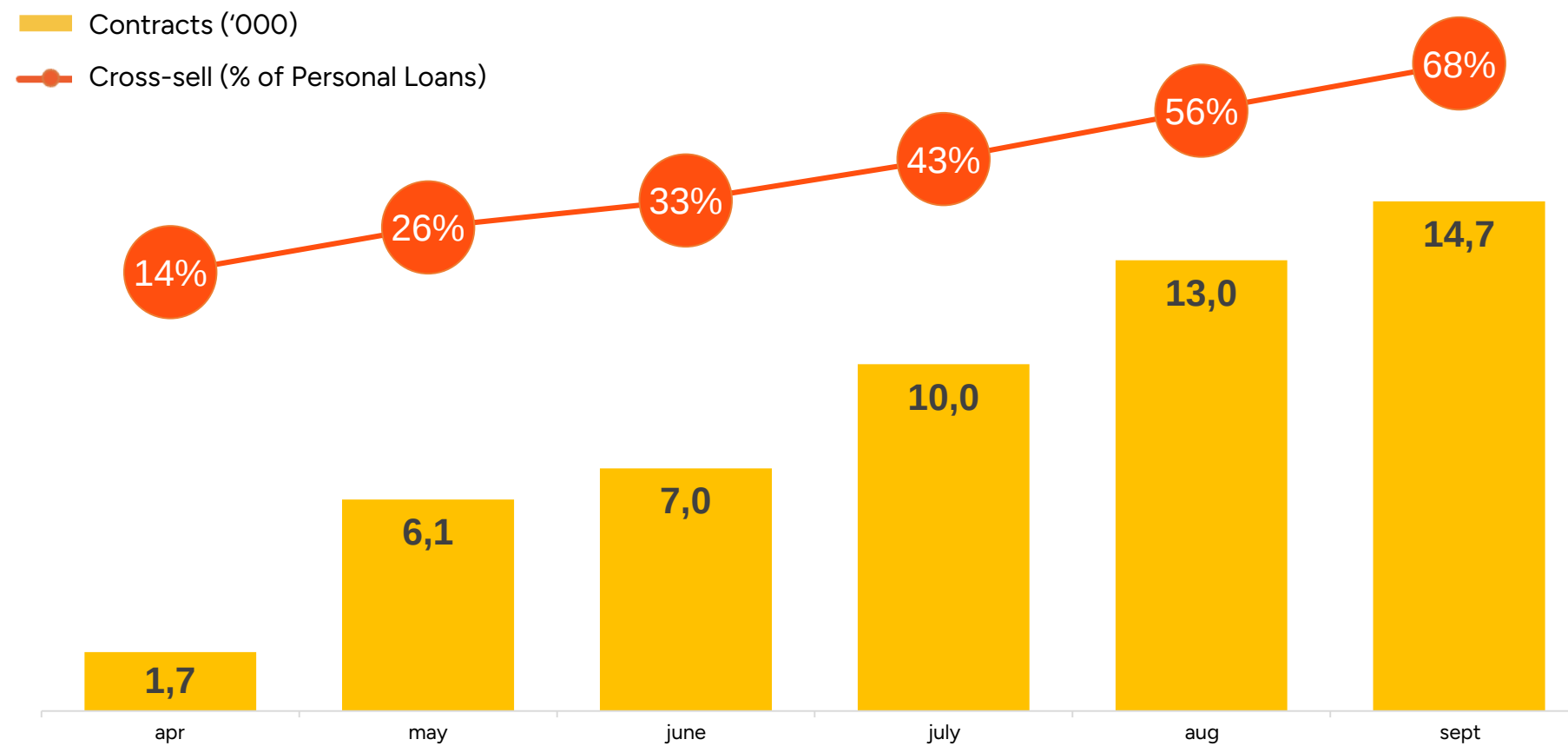
Techfin's billings is experiencing strong, predictable, and consistent growth; in 3Q25, Techfin accounted for 44% of billings.

TECHFIN BILLINGS (R\$ million) and TECHFIN SHARE (%)



Cross-selling of Financial Services

Lender's Insurance for Personal Loans



- +50k creditor insurance policies sold**
sales accumulated up to September/25
- 68% cross-selling in personal loans**
in relation to the total contracts in September/25
- Over R\$1.5 million paid in insurance premiums**
payments accumulated up to September 2025

Forte capacidade de cross-sell

- Personal Loan ✓
- Dotz Installment (Coming Soon)
- Pix Installment (Coming Soon)



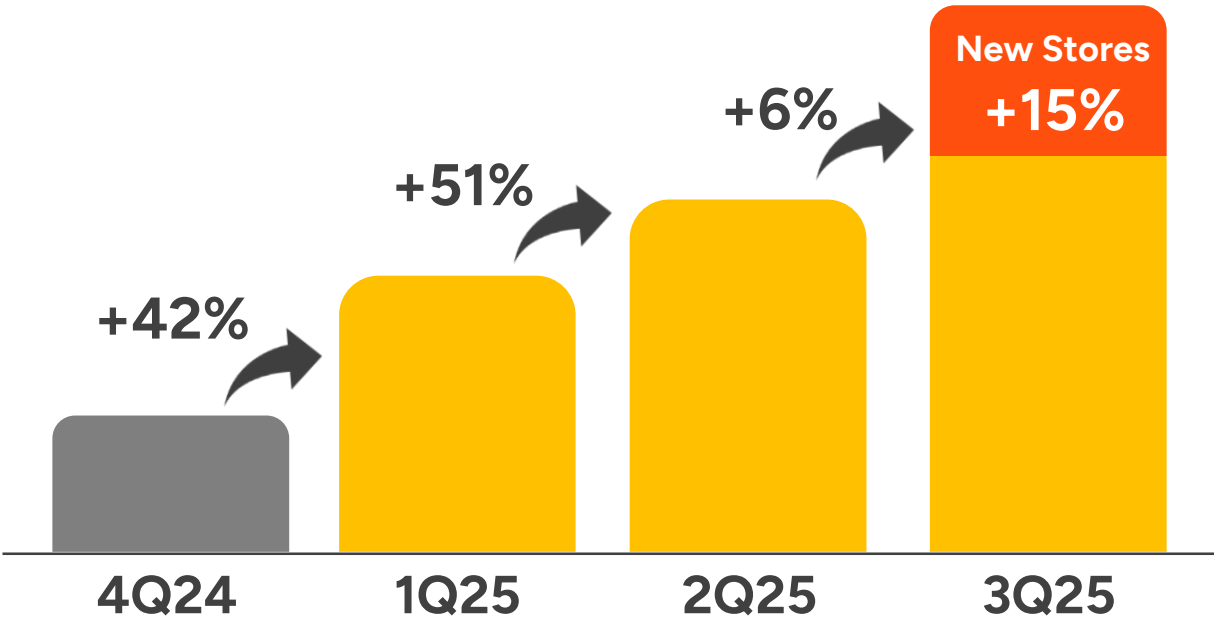
Partnership with Zurich

- Commission on premiums paid
- Performance of the loan portfolio in case of a claim

Dotz Pay Performance

The goal of increasing consumers' purchasing power is becoming increasingly established

Dotz Pay - BNPL Origination evolution
Same Stores Sales

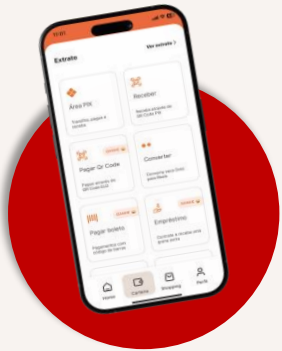


+6% Average Ticket vs 2Q25
+50% vs 4Q24

+2% Recurrence vs 2Q25
+30% vs 4Q24, with 3.9 transactions per month

+2% Number of Contracts vs 2Q25
+97% vs 4Q24

WE KEEP EVOLVING



1. Dotz Pay Evolution

- Rollout for 2 Dotz partners
- Launch of 30-day interest-free credit
- Go Live for new partners

2. Increased Purchasing Power

- Hub of partner programs
- Expanding credit offerings

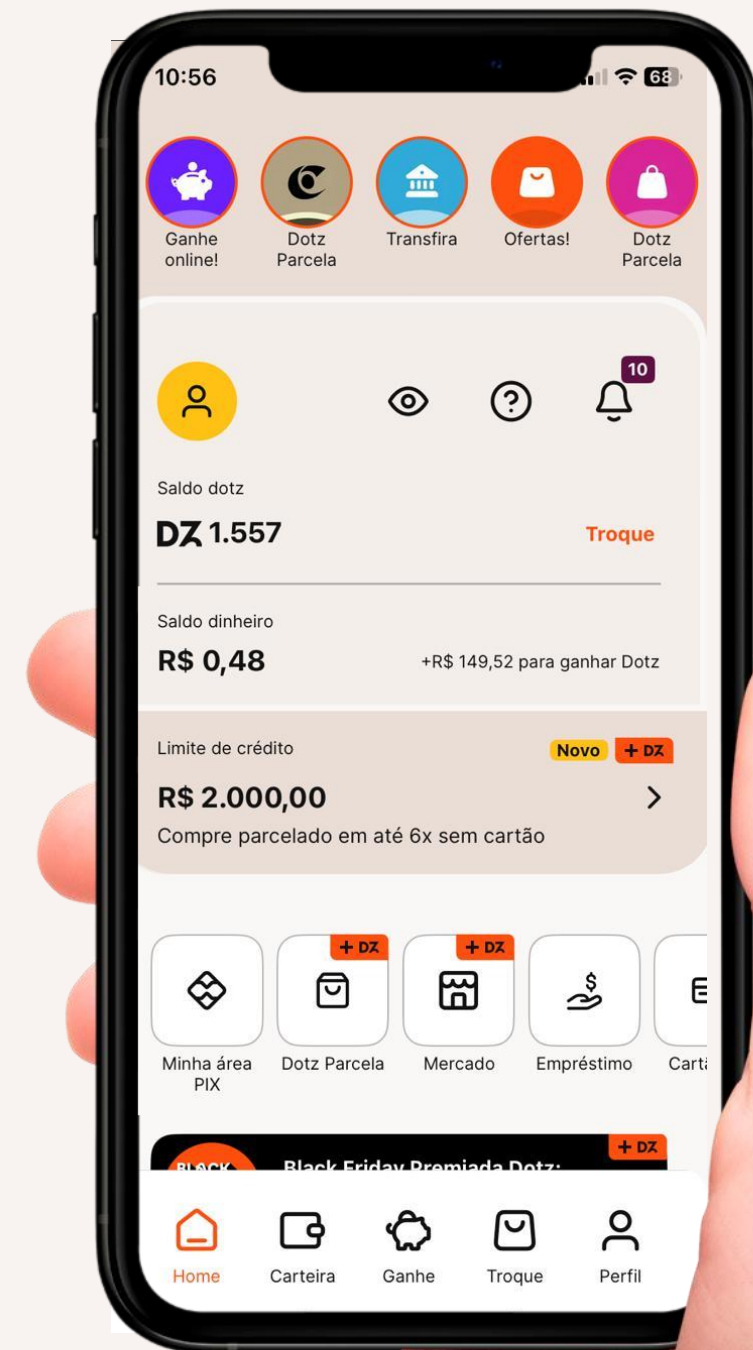
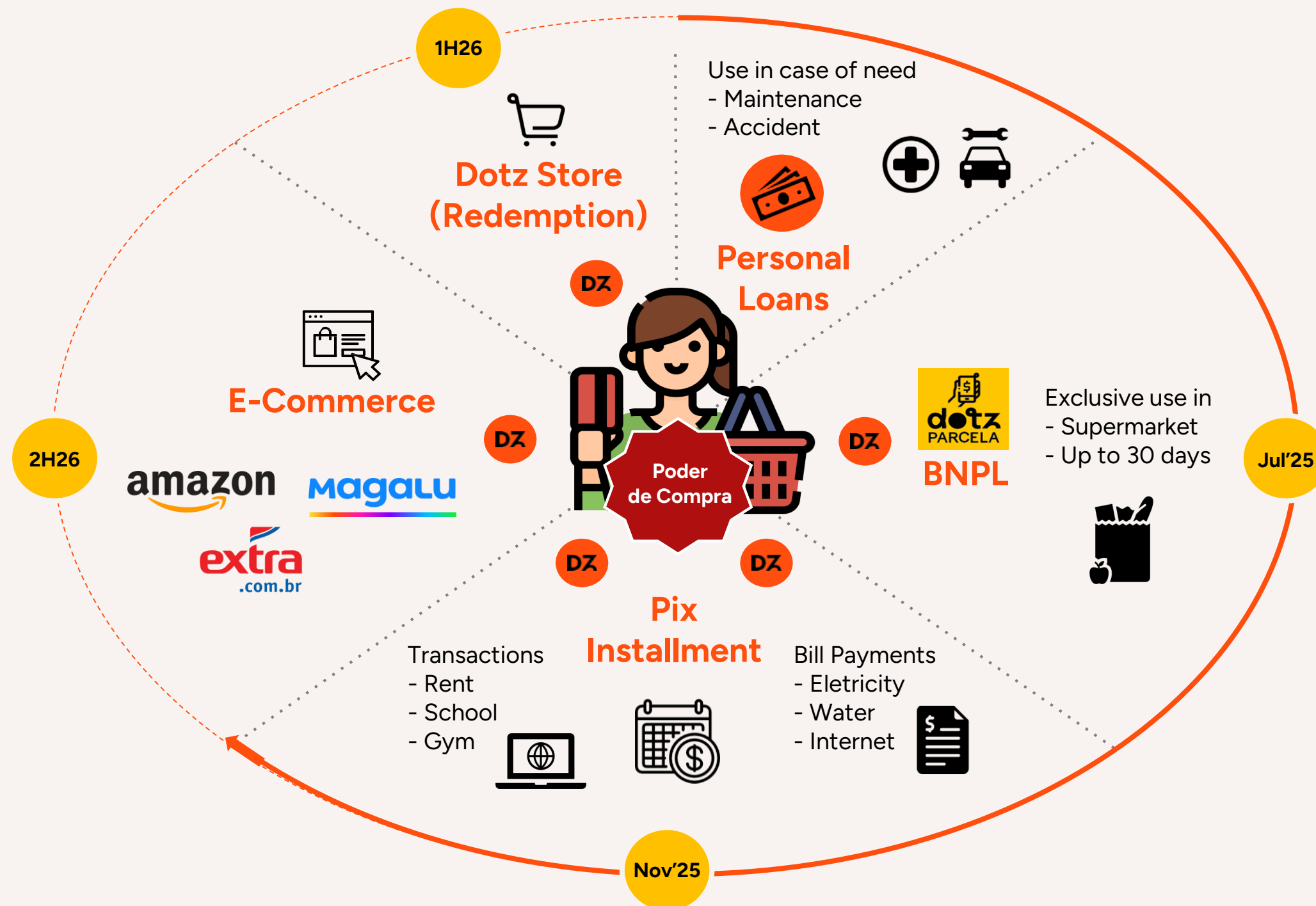
3. Ourocard Universe Launch

- Approval of an additional R\$18.6 million
- Eligible audience of more than 10 million customers every month
- Resumption of focus on principal, with a spending mission for 100% of the base



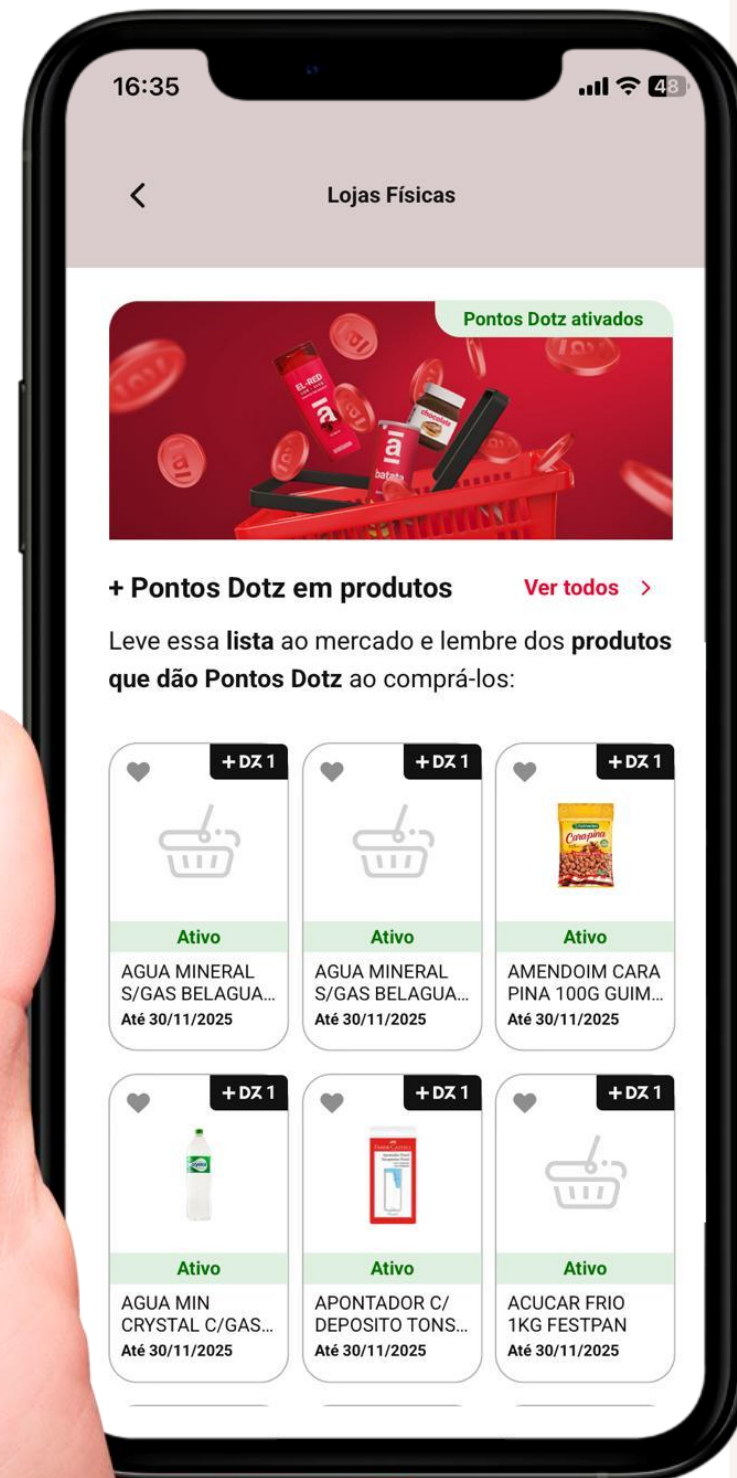
B2C Strategy

Purpose to increase the purchasing power of increasingly consolidated consumers through the offering of credit in their routine.



Strategic Partnership with Americanas

Technology, intelligent loyalty programs, monetization of the customer base, and increased purchasing power



National coverage



Available to 40 million+ customers



Monetizing Offline and Online Channels



Accelerate Customer A Card



Payment with Points and Credit (BNPL)



Dotz Pay technology in over 1,500 stores

"Client a" App Integrated Solutions

- Smart missions for customer base mobilization and point accumulation
- Promotional and seasonal campaigns, e.g., Easter, Black Friday, Christmas
- Payment with points and BNPL credit integrated into the checkout process
- Cross-selling of financial products, e.g., personal loans, insurance
- Connection between digital channels, physical stores, and consumers



Financial Results

dotz



9M25: Growth of Techfin operations and expansion of Loyalty

Techfin operation on the rise (+Origination and +Revenue), Gross Profit and EBITDA growing in 9M25 vs. 9M24

CREDIT ORIGINATION

R\$ 439.1 million

+48% 9M25

TECHFIN BILLINGS

R\$ 83.5 million

+35% 9M25

DEBENTURE ISSUANCE AND COMMERCIAL NOTES

- Debentures: closing with a total issuance of R\$ 75.7 million, with R\$ 15.5 million in 3Q25
- Commercial Notes: issuance of R\$ 30 million in Aug/25.

GROSS PROFIT

R\$ 122.7 million

+32% 9M25

SG&A

R\$ (81.9) million

+1% 9M25

EBITDA

R\$ 40.7 million

+254% 9M25

NET PROFIT

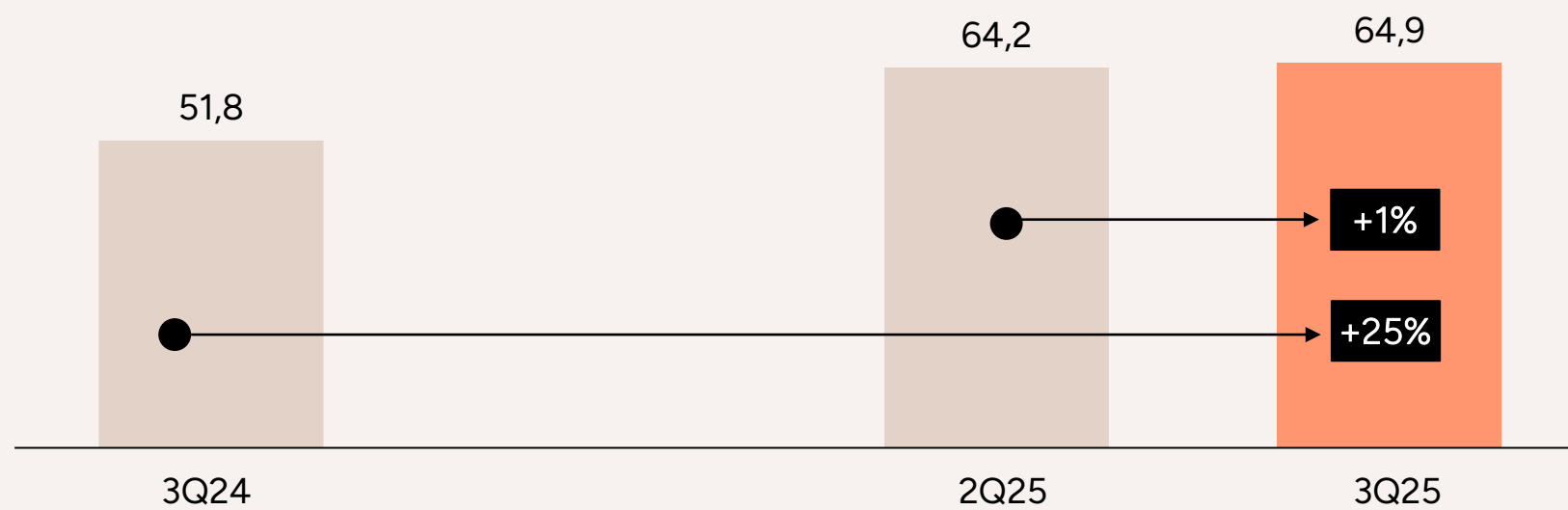
R\$ (2.3) million

+R\$ 13,9 million 9M25

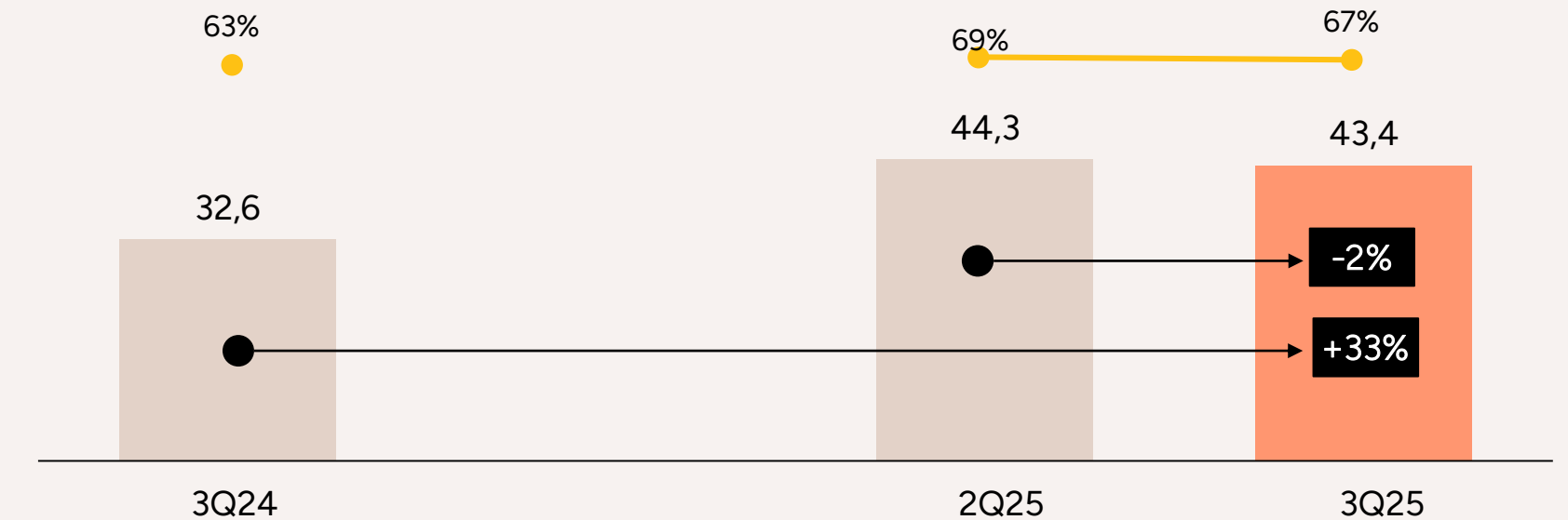
3Q25 EBITDA of R\$ 14.4 million

Gross Profit up 33% and Gross Margin +4 p.p. higher compared to 3Q24

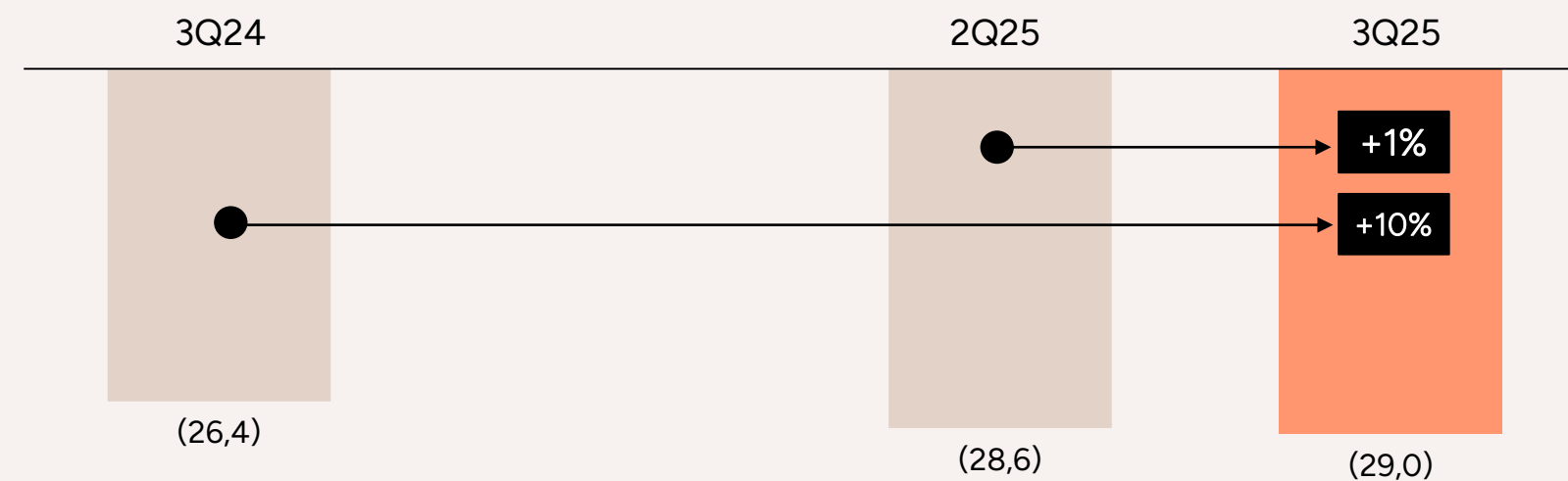
NET REVENUE BEFORE REDEMPTION COSTS (R\$ million)



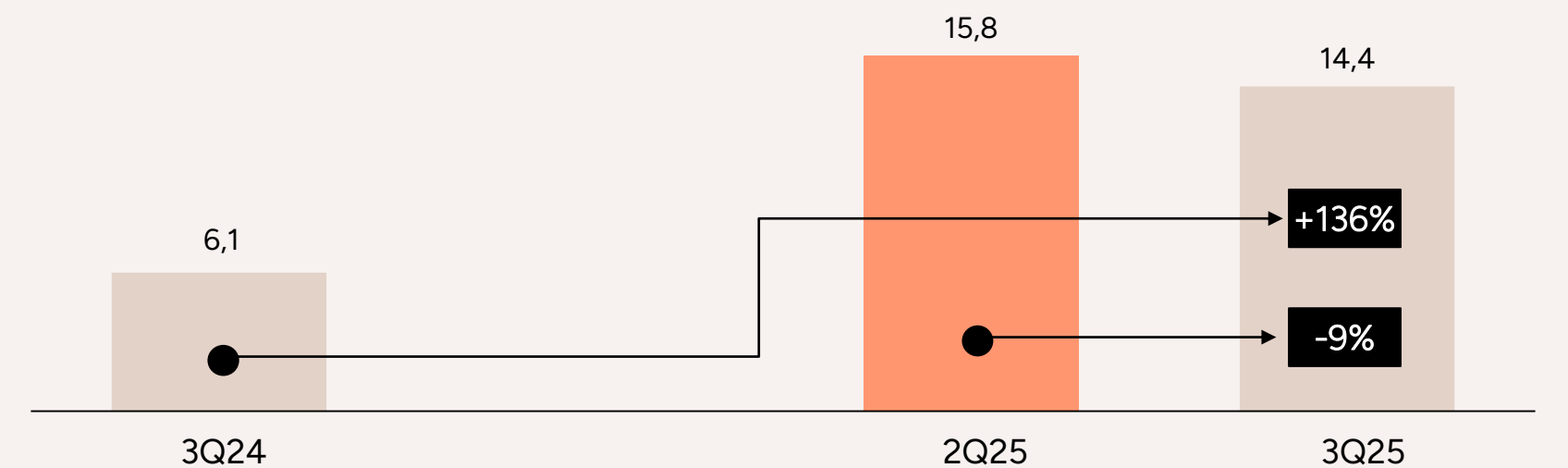
GROSS PROFIT (R\$ million) and GROSS MARGIN (%)



SG&A (R\$ million)



EBITDA (R\$ million)



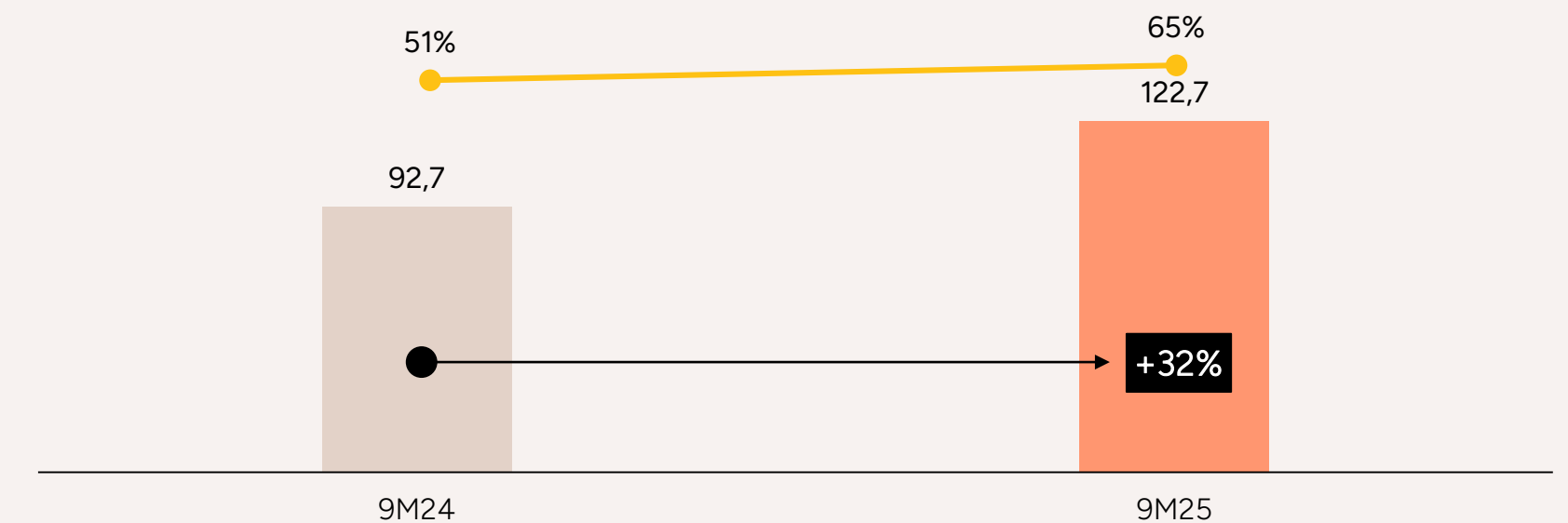
9M25 EBITDA of R\$40.7 million

SG&A under control and robust margins

NET REVENUE BEFORE REDEMPTION COSTS (R\$ million)



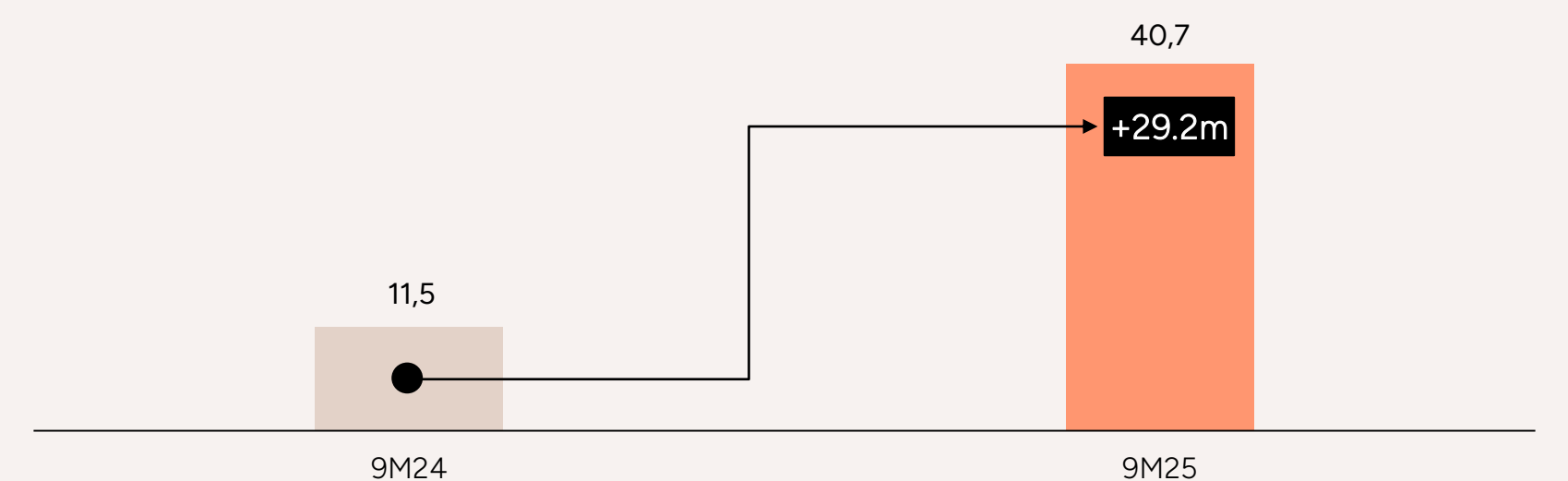
GROSS PROFIT (R\$ million) and GROSS MARGIN (%)



SG&A (R\$ million)



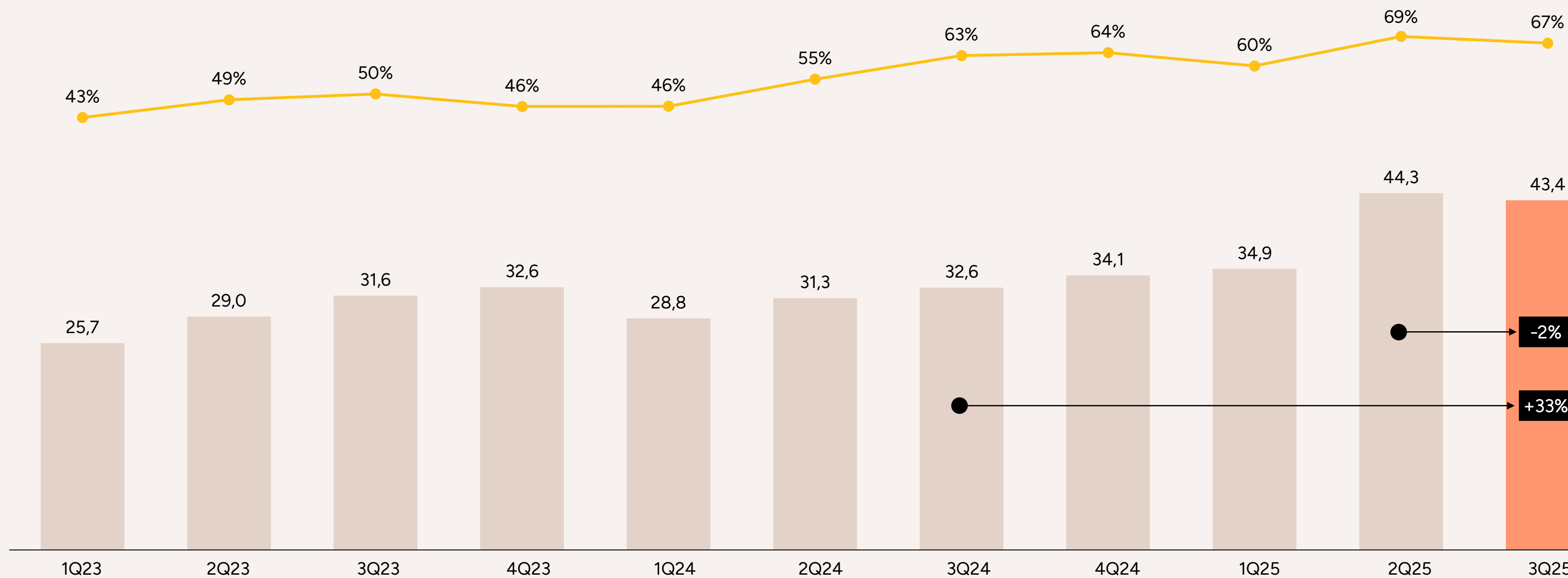
EBITDA (R\$ million)



Gross Profit Evolution

Margins also reflect Dotz's new profitability level, with an increase in the Techfin mix that reached 44% of revenue in 3Q25 (compared to 37% in 3Q24)

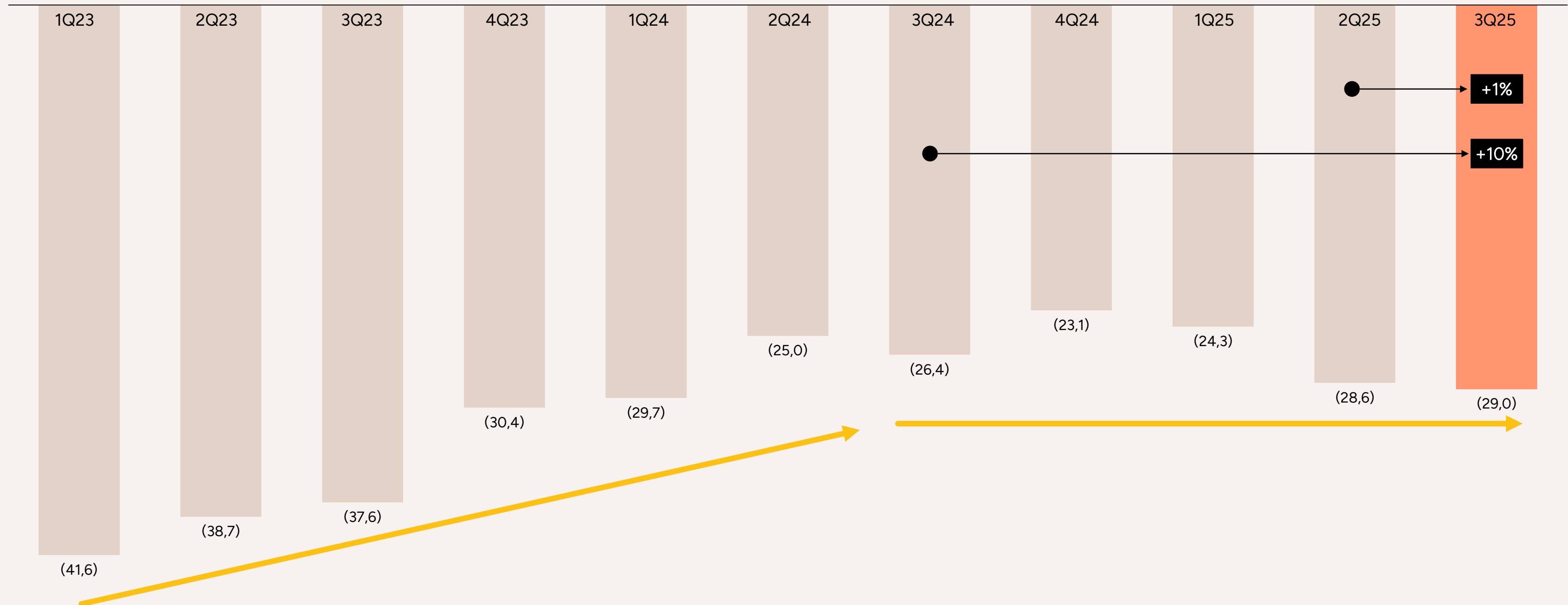
GROSS PROFIT and GROSS MARGIN (R\$ million and %)



SG&A Evolution

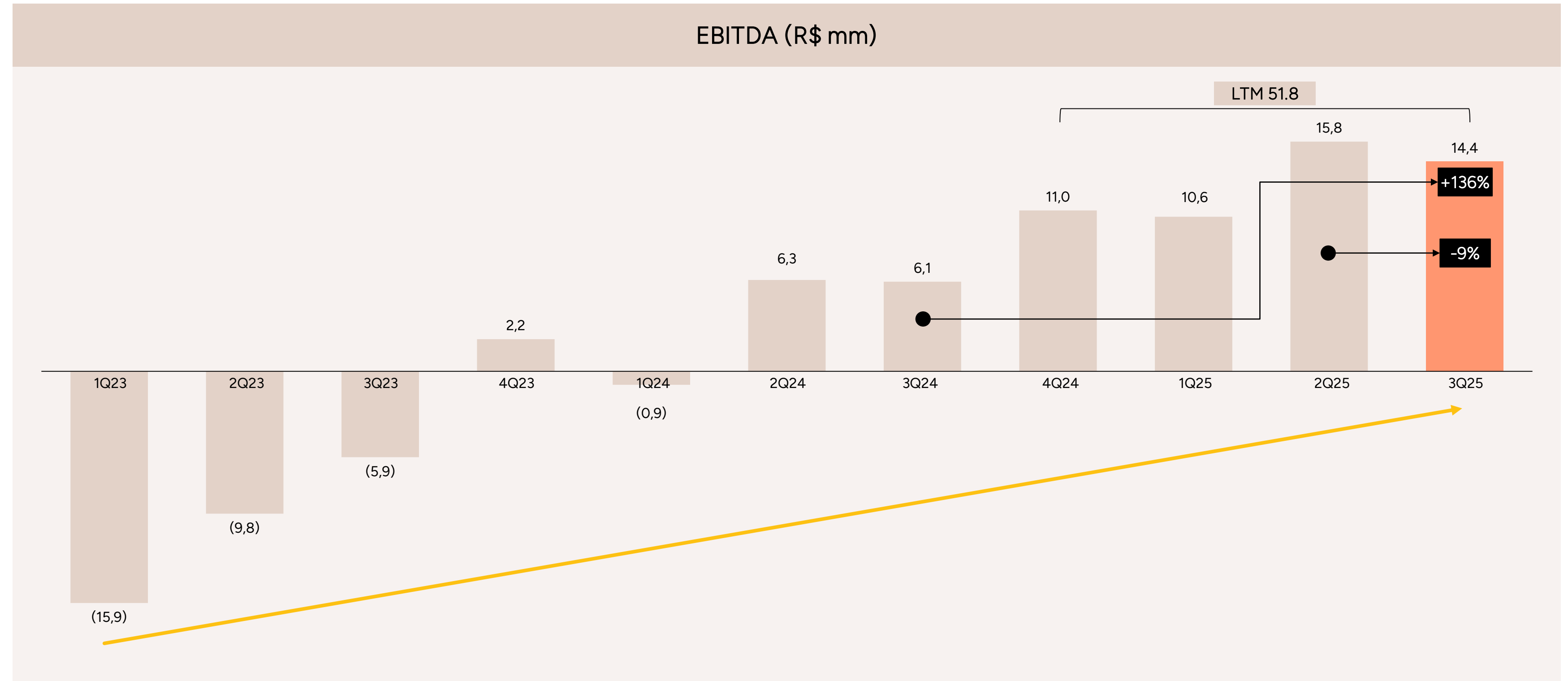
Continuous expenses control, with variations between quarters. 9M25 figures were stable compared to the same period of 2024 (R\$81.9 million vs. R\$81.1 million)

SG&A (in R\$ million)



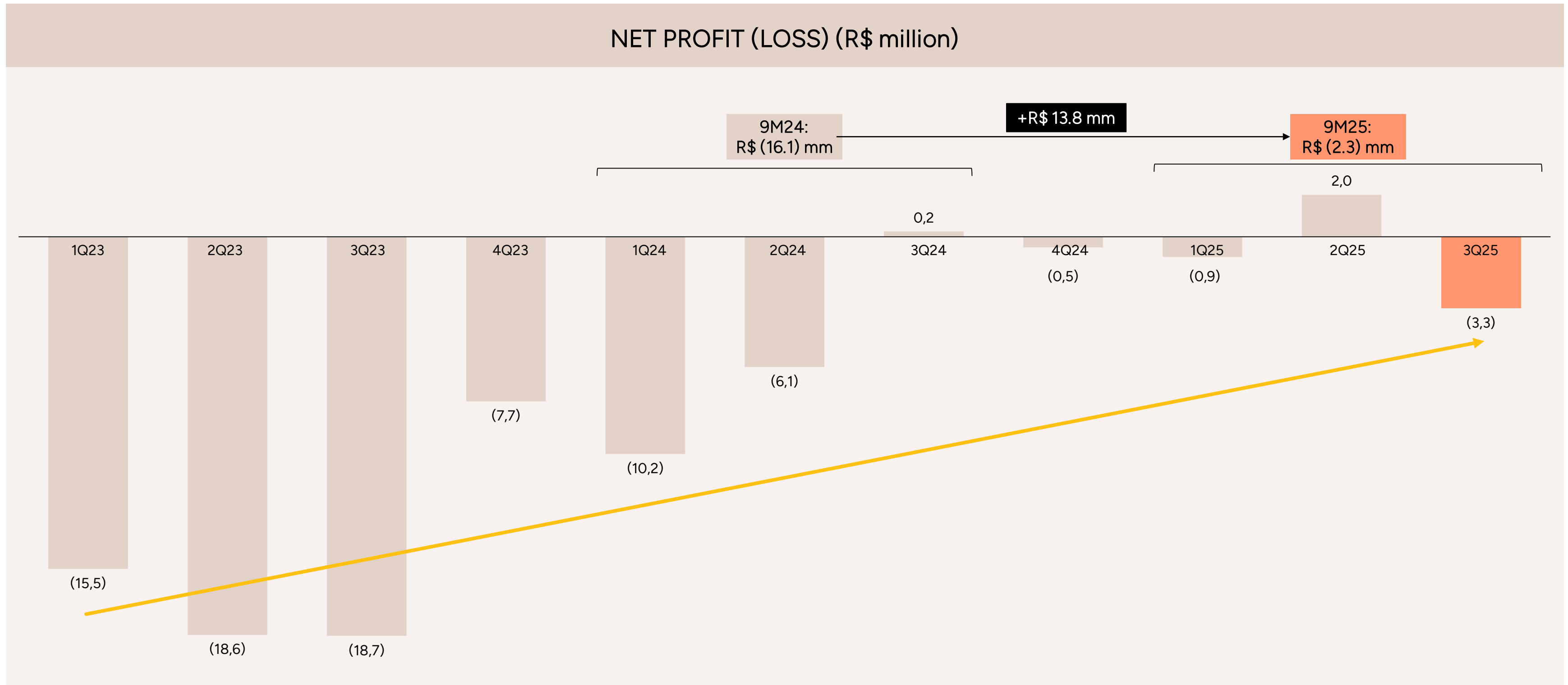
EBITDA Evolution

Quarterly EBITDA growth curve has been significant since the beginning of 2023



Net Profit Evolution

Net profit also shows significant growth since the beginning of 2023, despite posting greater quarterly volatility more recently. In 9M25 R\$(2.3) million compared to R\$(16.1) million in 9M24, an improvement of R\$ 13.8 million



We remain focused on the platform expansion in a sustainable way

Dotz's commitment: efficiency, growth and cross-sell

Our priorities:



Techfin Growth

Strong, predictable and constant, with profitability



Loyalty Consolidation

Growing the partner network with Dotz Pay, customer engagement on Digital (App) and cross-selling with financial services, increasing the share of wallet that meets customers' daily needs



Operational Efficiency

With continuous focus on rationalizing expenses, robust operating margins and generating results for shareholders

dotz

VOCÊ PODE MAIS

ri.dotz.com.br

ri@dotz.com

