Apresentação de Resultados 4T24 e 2024

Lopes

LPS Brasil

Apresentação:

Marcos Lopes – CEO

Francisco Lopes Neto – COO

Cyro Naufel – DRI

Robson Paim – CFO

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Destaques 2024

Lançamentos Rede Lopes

R$ 27,7 bi em 2024
+15% vs. 2023

VGV Intermediado Total

R$ 13,7 bi em 2024
+25% vs. 2023

Volume CrediPronto

R$ 4,1 bi em 2024
+44% vs. 2023

EBITDA

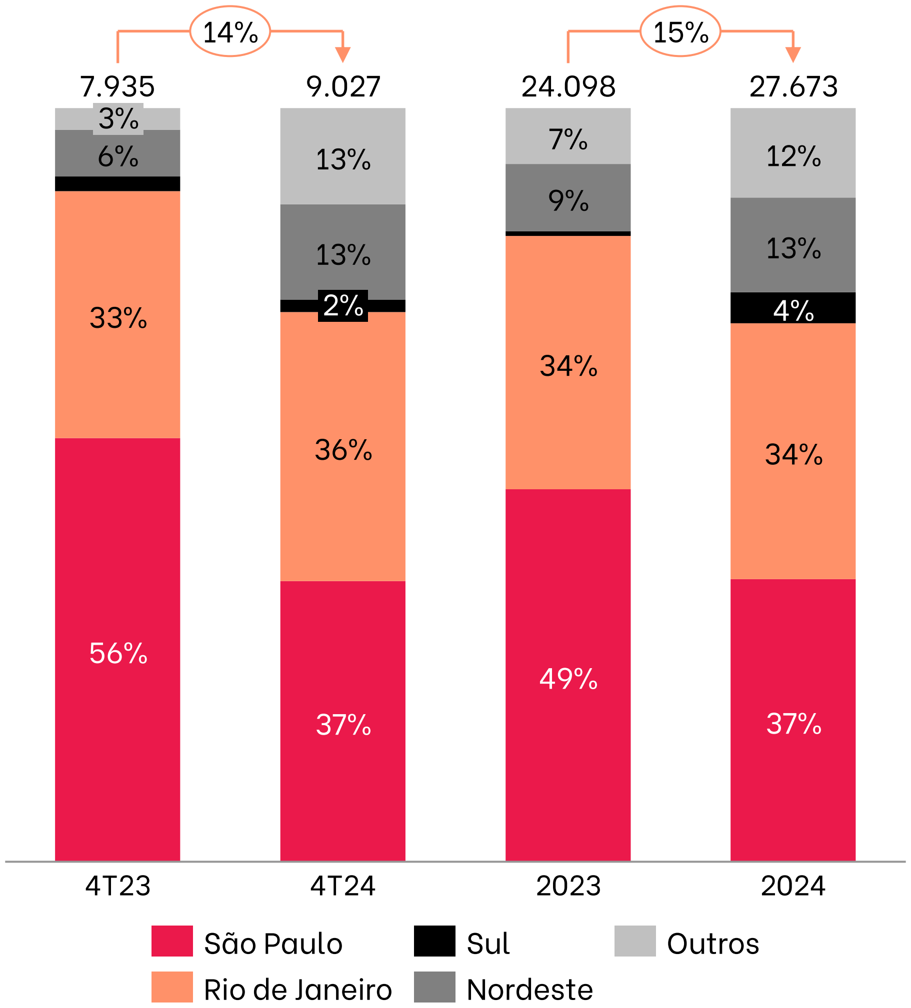
R$ 64,4 mm em 2024
+7% vs. 2023

Lucro Líquido Antes IFRS

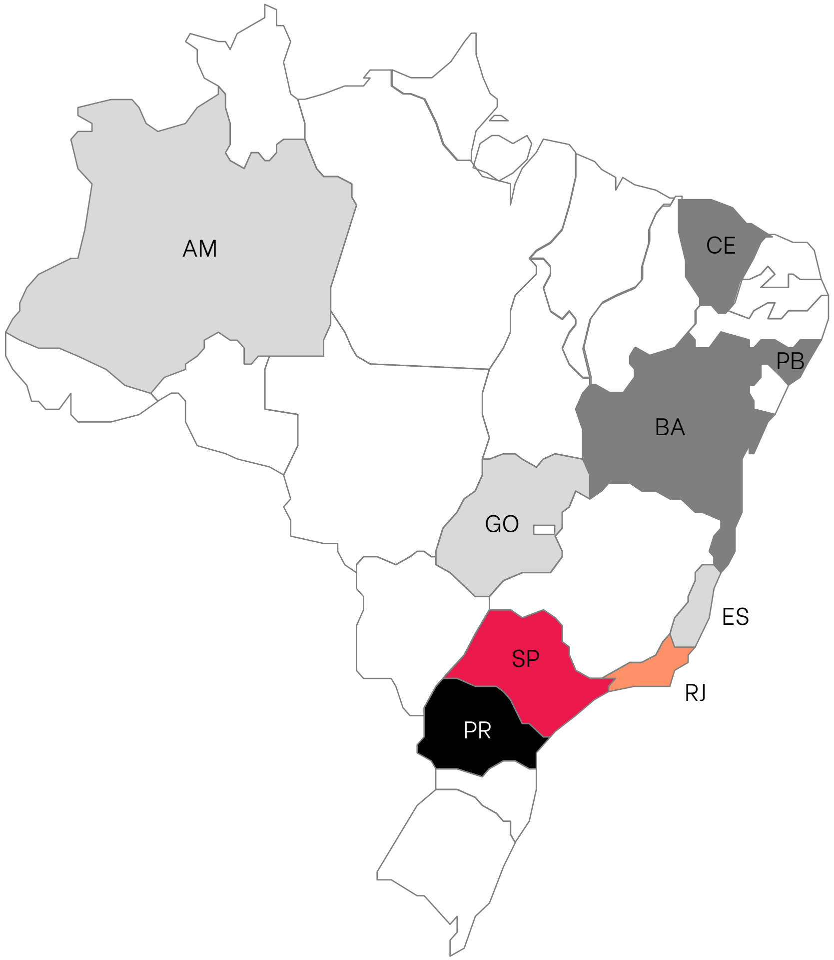
R$ 40,6 mm em 2024
+11% vs. 2023

Lançamentos Rede Lopes

A Lopes participou de **197 projetos** em 2024, totalizando um volume lançado de **R$ 27,7 bilhões**

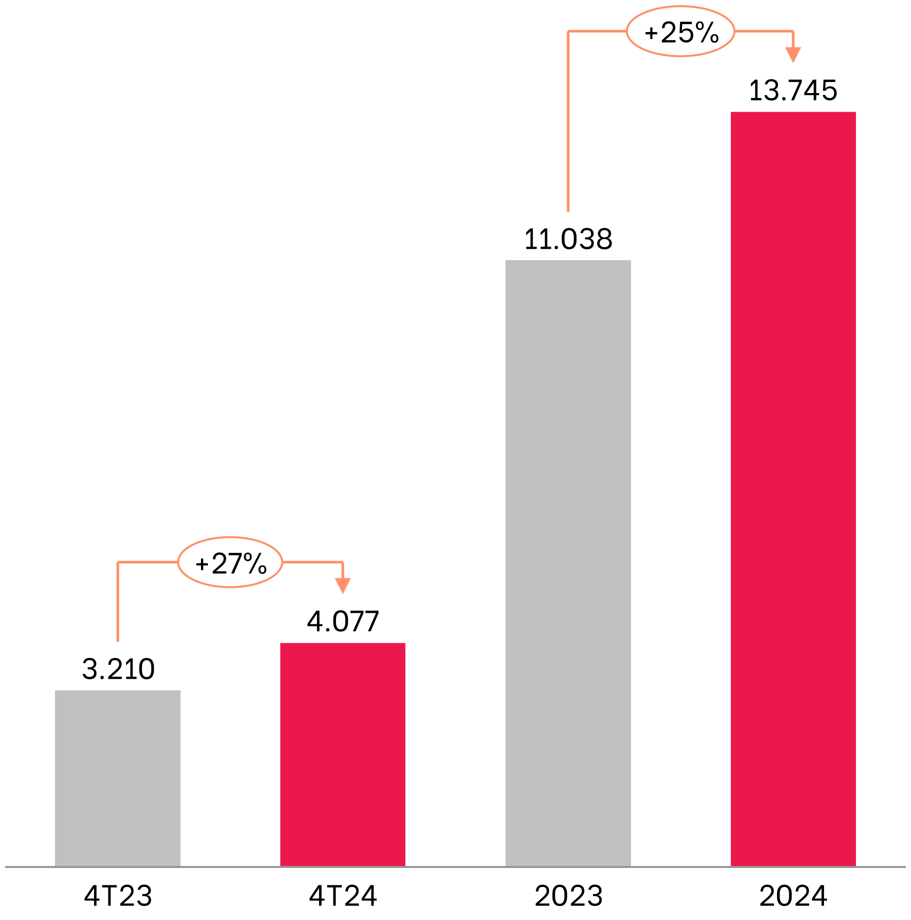


Estados com Lançamentos 2024

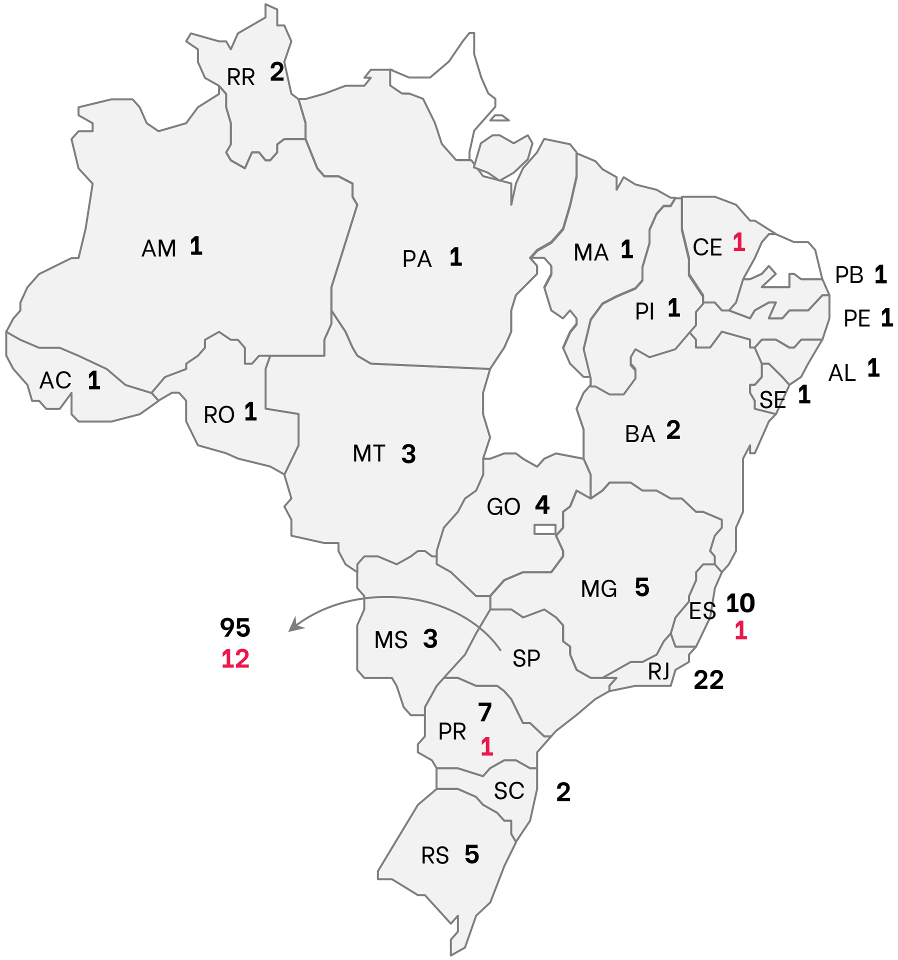


Intermediação Rede Lopes

As vendas da Rede Lopes atingiram **R$ 13,7 bilhões** em 2024 volume 25% maior que 2023.



Presença Nacional



185 Lojas

170 Franquias

15 Operações Próprias

Intermediação Rede Lopes

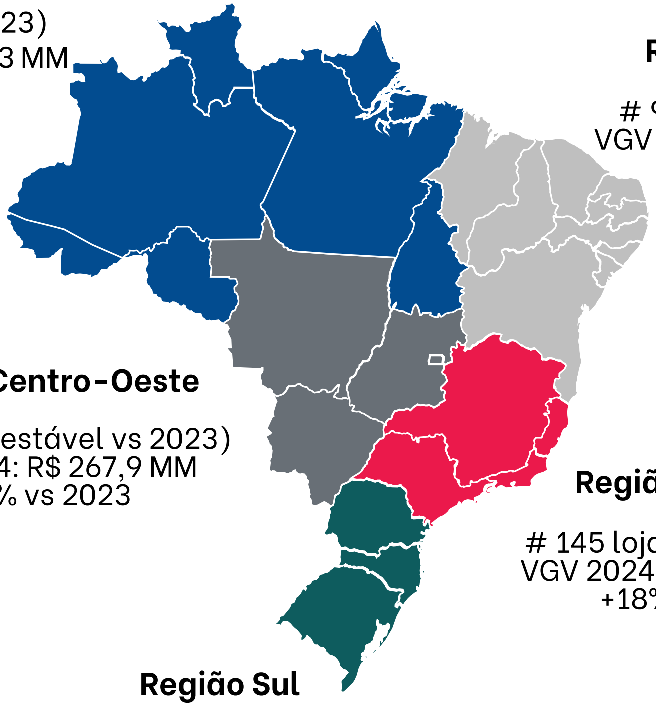
Performance das lojas por região: maior mercado da Lopes continua o Sudeste, com SP e RJ se destacando

Região Norte

6 lojas (-3 vs 2023)
VGV 2024: R$ 22,683 MM
-1% vs 2023

Região Nordeste

9 lojas (-3 vs 2023)
VGV 2024: R$ 1.385,6 MM
+96% vs 2023



Região Centro-Oeste

10 lojas (estável vs 2023)
VGV 2024: R$ 267,9 MM
-27% vs 2023

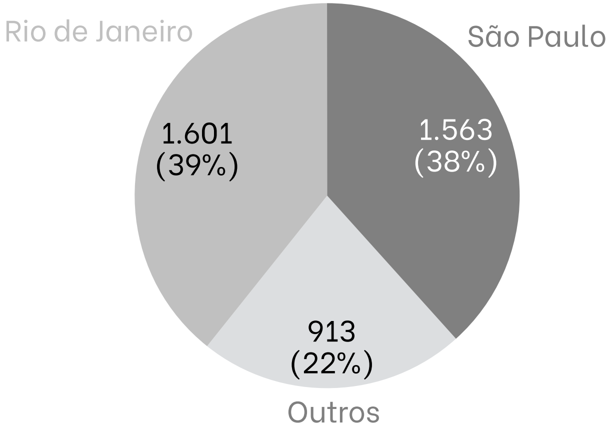
Região Sudeste

145 lojas (-4 vs 2023)
VGV 2024: R$ 10.566 MM
+18% vs 2023

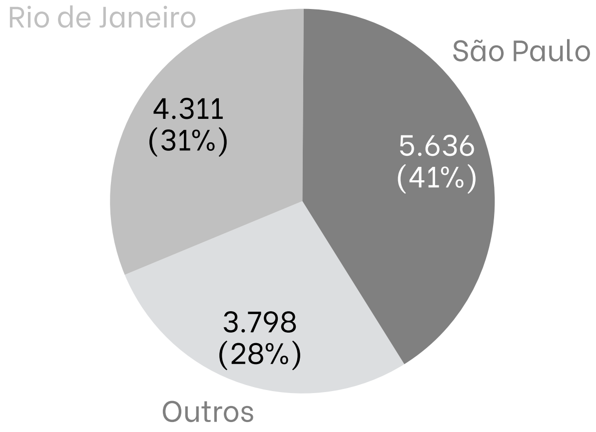
Região Sul

15 lojas (+1 vs 2023)
VGV 2024: R$ 1.502,4 MM
+58% vs 2023

VGV 4T24



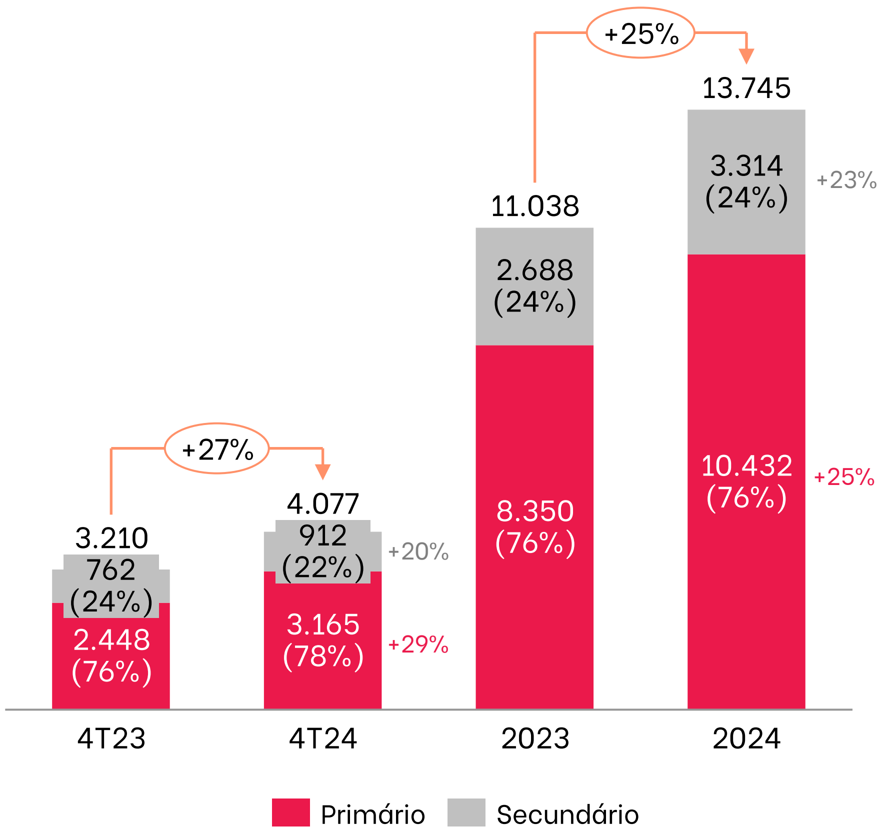
VGV 2024



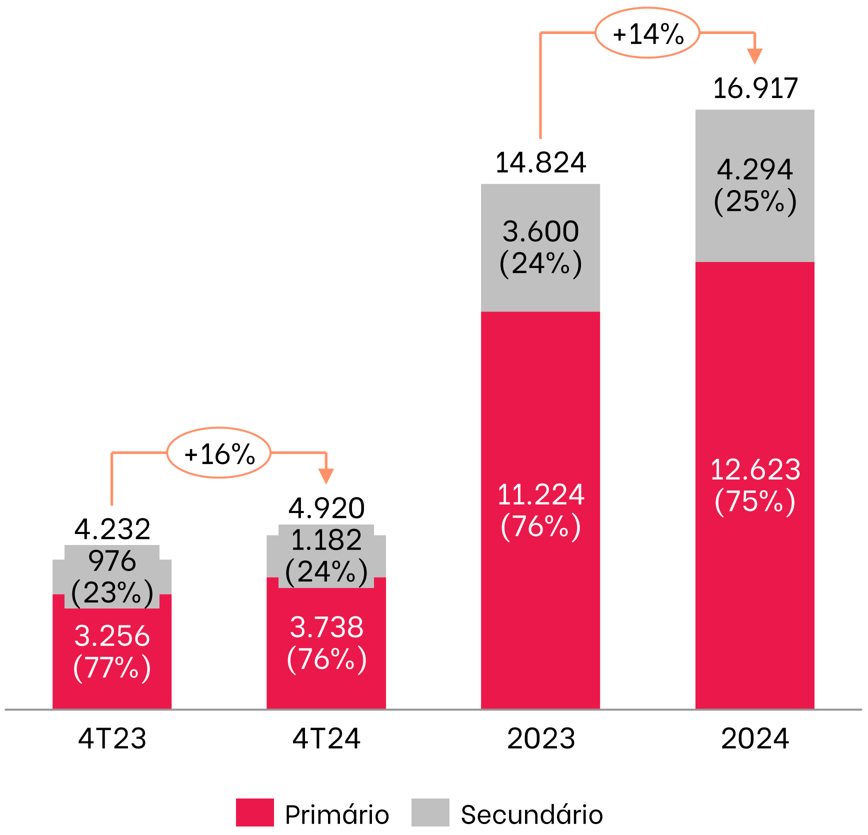
Intermediação Rede Lopes

Em 2024, as vendas no mercado primário somaram **R$ 10,4 bilhões** e no mercado secundário, **R$ 3,3 bilhões**.

VGV
[R$ mi]



Unidades

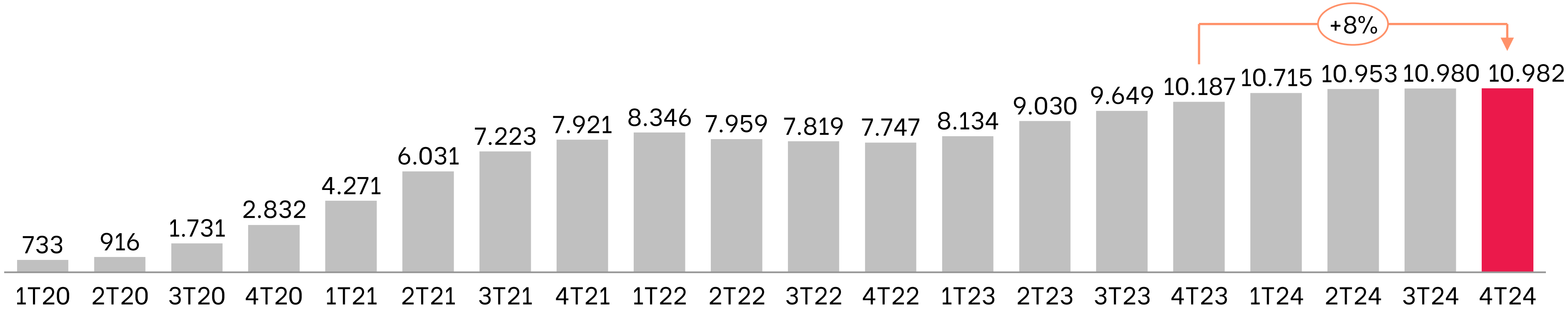


Lopes Labs

Evolução da Plataforma e Melhora Operacional

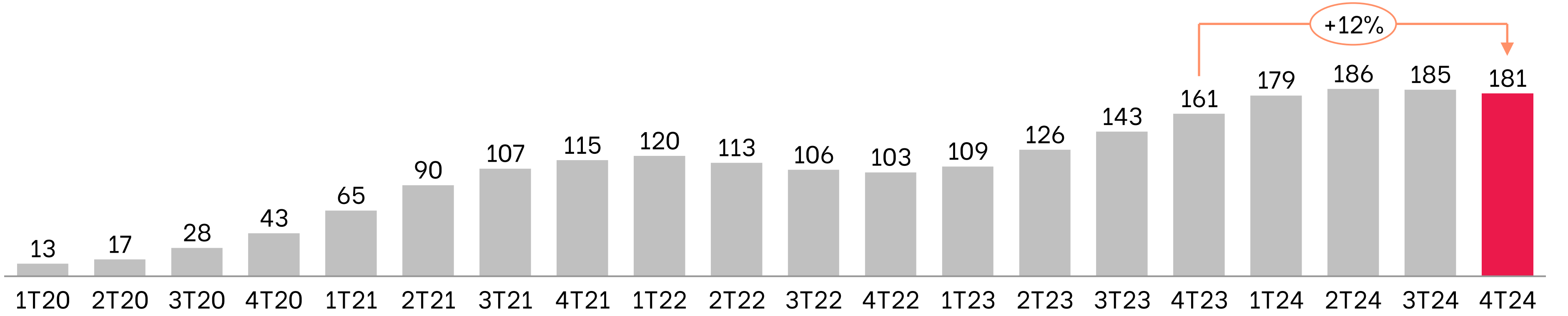
Sessões Orgânicas Portal - LTM

[mil]



Leads Busca Orgânica – Portal LTM

[mil]



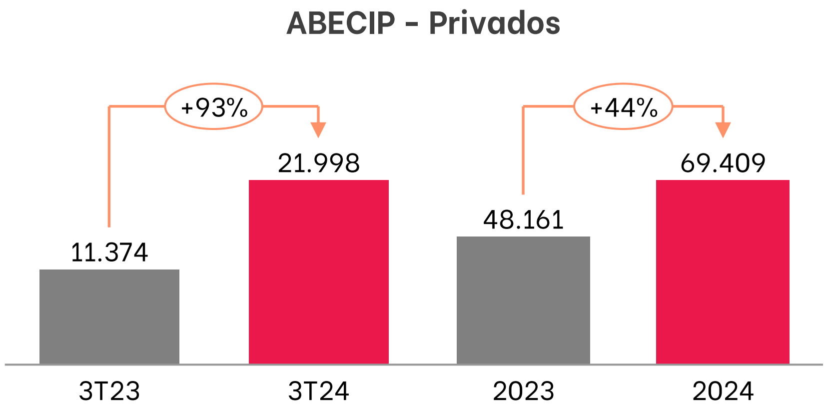
CrediPronto

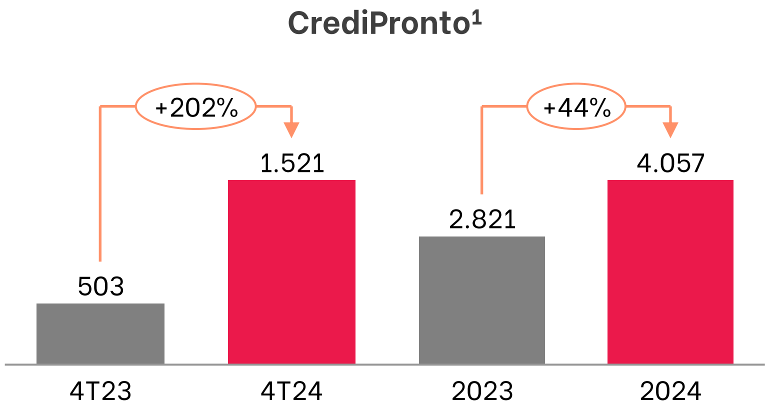
Saldo Médio da Carteira é de **R$ 16,8 bilhões**

A Lopes **detém 50% do portfólio** da CrediPronto

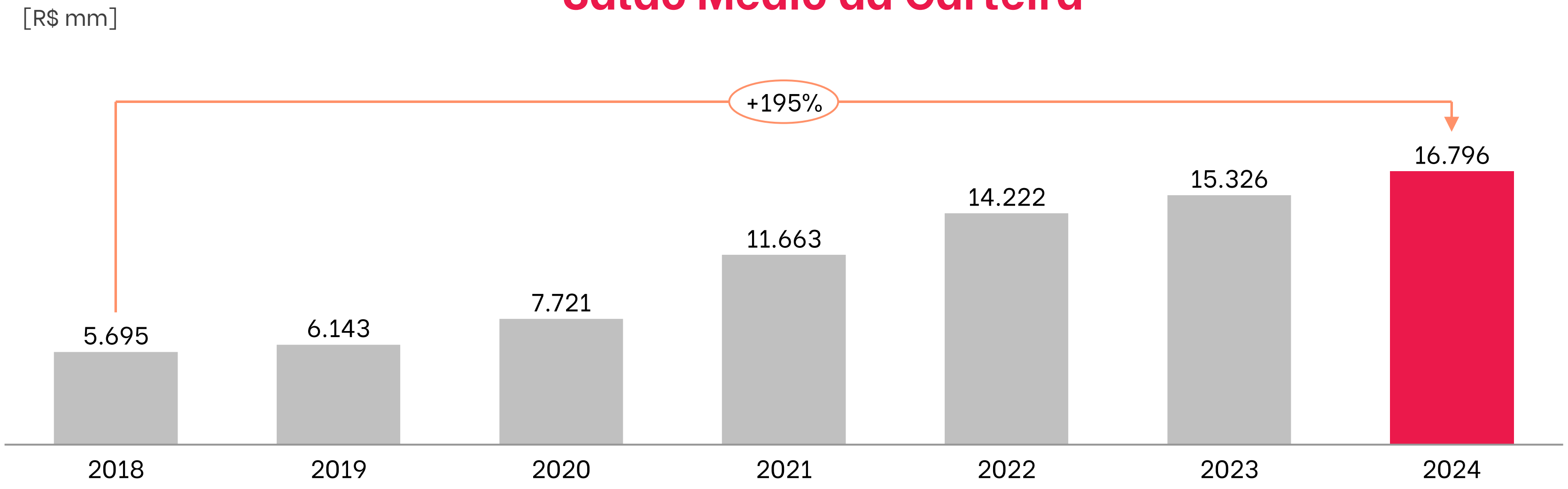
Volume Financiado

[R$ mm]





Saldo Médio da Carteira



[1] *Market share* de 5,8%, entre bancos privados em 2024.

CrediPronto

O mercado de financiamento imobiliário retomou o ritmo de originações

Destaques 4T24

- R$ 1.521 MM de volume financiado 202% vs. 4T23
- 3.379 novos contratos 294% vs. 4T23
- LTV médio de 63% Taxa média de 10,9%
- Prazo médio de 368 meses

Destaques 2024

- R$ 4.057 MM de volume financiado +44% vs. 2023
- 8.244 novos contratos +44,5% vs. 2023
- LTV médio de 63% Taxa média de 11%
- Prazo médio de 361 meses

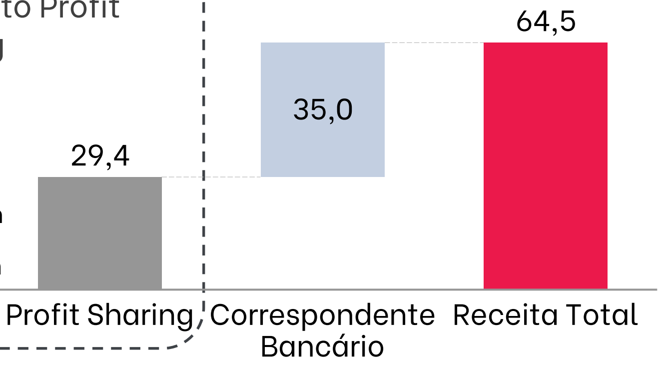
Composição da Receita Bruta

[R$ mi]

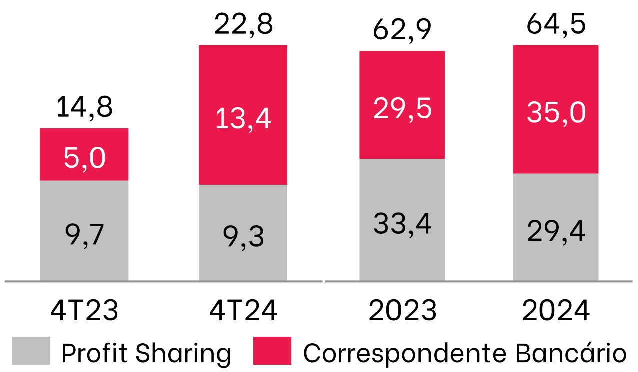
2024

Reconhecimento Profit Sharing

1T24	R$ 7,3 mm
2T24	R$ 4,7 mm
3T24	R$ 8,0 mm
4T24	R$ 9,2 mm



Evolução da Receita



CrediPronto

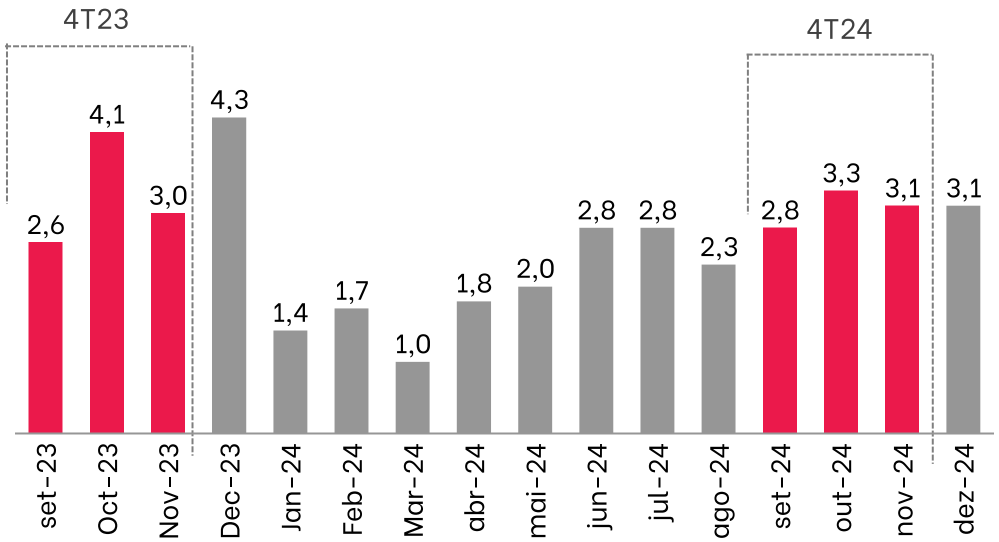
Evolução do Profit Sharing – P&L Virtual

P&L - CrediPronto (R$ milhões)	4T23	4T24	2023	2024
Margem Financeira	**101,8**	**112,6**	**377,9**	**384,9**
(+) Receita Financeira	395,5	436,6	1.621,7	1.602,6
(-) Despesa Financeira	(293,7)	(324,0)	(1.243,7)	(1.217,7)
(-) Tributos sobre Vendas	(4,9)	(5,6)	(18,1)	(18,5)
Custos e Despesas	**(34,5)**	**(47,9)**	**(142,8)**	**(173,5)**
(-) Despesas Itaú	(13,0)	(15,4)	(51,2)	(52,2)
(-) Despesas Olímpia	(10,9)	(16,4)	(49,6)	(57,7)
(-) Comissões Pagas	(5,3)	(16,2)	(28,6)	(43,5)
(-) Seguros e Sinistros	(3,2)	(1,5)	(15,2)	(17,5)
(-) PDD	(2,0)	1,7	1,9	(2,6)
(-) IRPJ/CSLL [1]	**(28,1)**	**(26,6)**	**(97,7)**	**(86,9)**
(-) Custo de Capital	**(11,6)**	**(13,4)**	**(52,1)**	**(49,8)**
(=) Resultado líquido	**22,7**	**19,1**	**67,3**	**56,3**
% Margem Líquida	22%	17%	18%	15%
50% Profit Sharing	**11,4**	**9,6**	**33,6**	**28,2**
Reconhecimento dos Lucros por período	**9,7**	**9,2**	**33,4**	**29,4**

[1] 45% para instituições financeiras

Resultado Líquido Mensal CrediPronto & Reconhecimento nos resultados da LPS Brasil

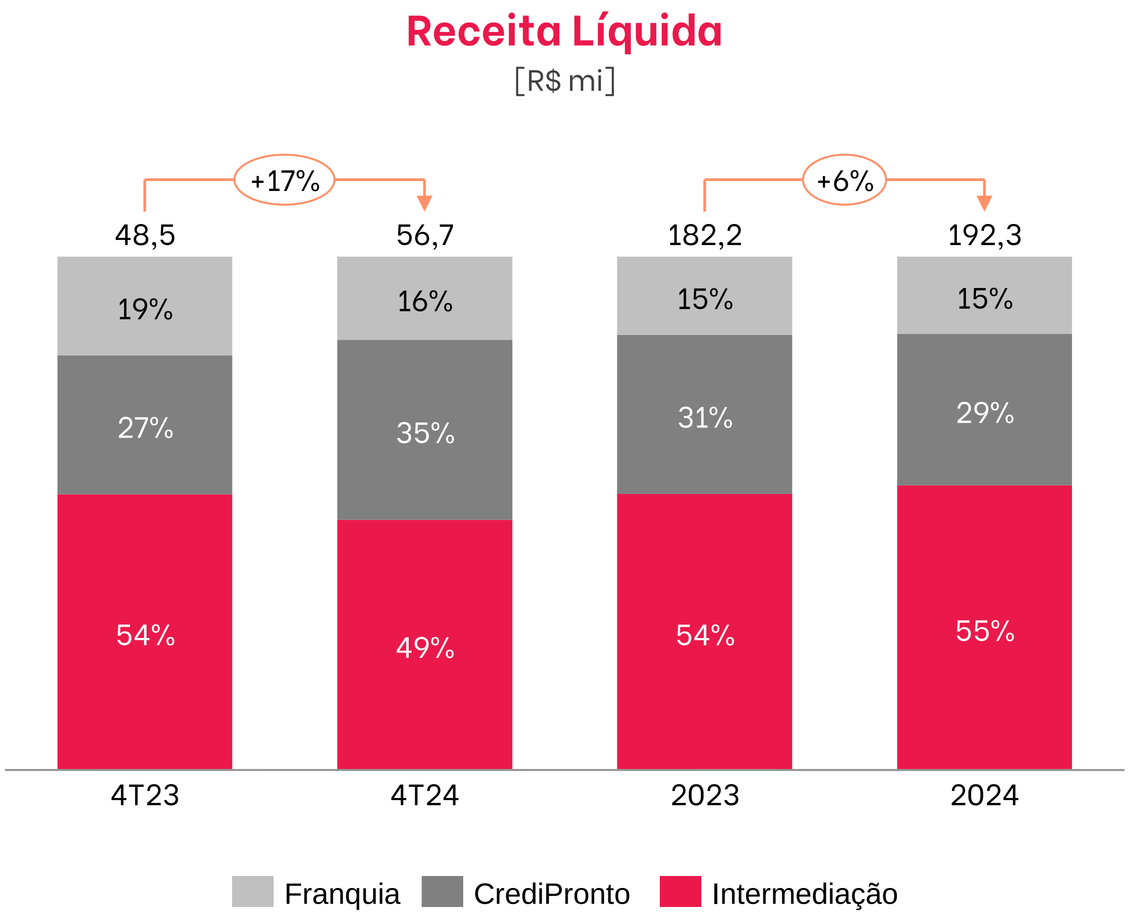
[R$ mm]



O reconhecimento da participação da Lopes no profit-sharing da CrediPronto tem um descasamento de 40 dias aproximadamente, respeitando os prazos contratuais de apuração e recebimento.

Receita Líquida

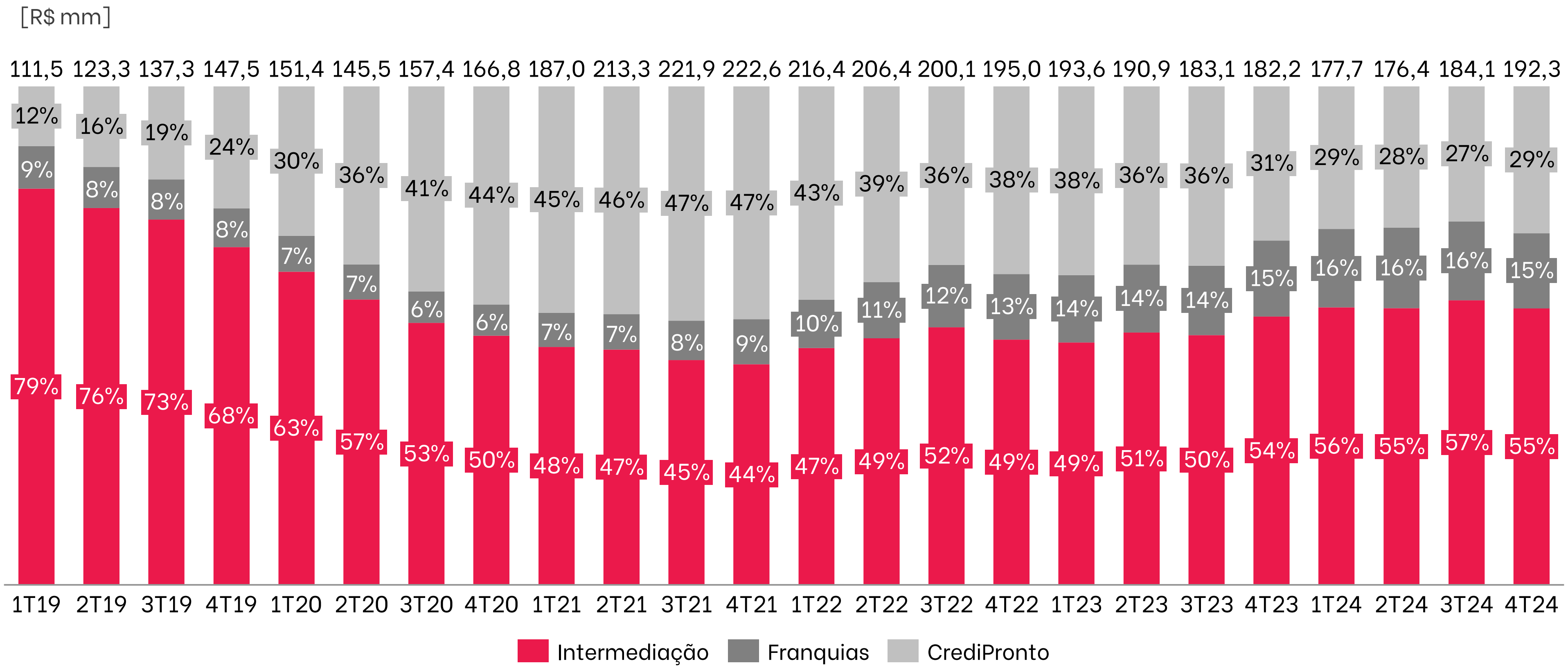
A receita líquida da Companhia totalizou **R$ 56,7 milhões** no 4T24 e **R$ 192,3 milhões** no 2024



Receita Liquida da Companhia de acordo com normas contábeis que não refletem, necessariamente, os acordos comerciais da Companhia.

Receita Líquida

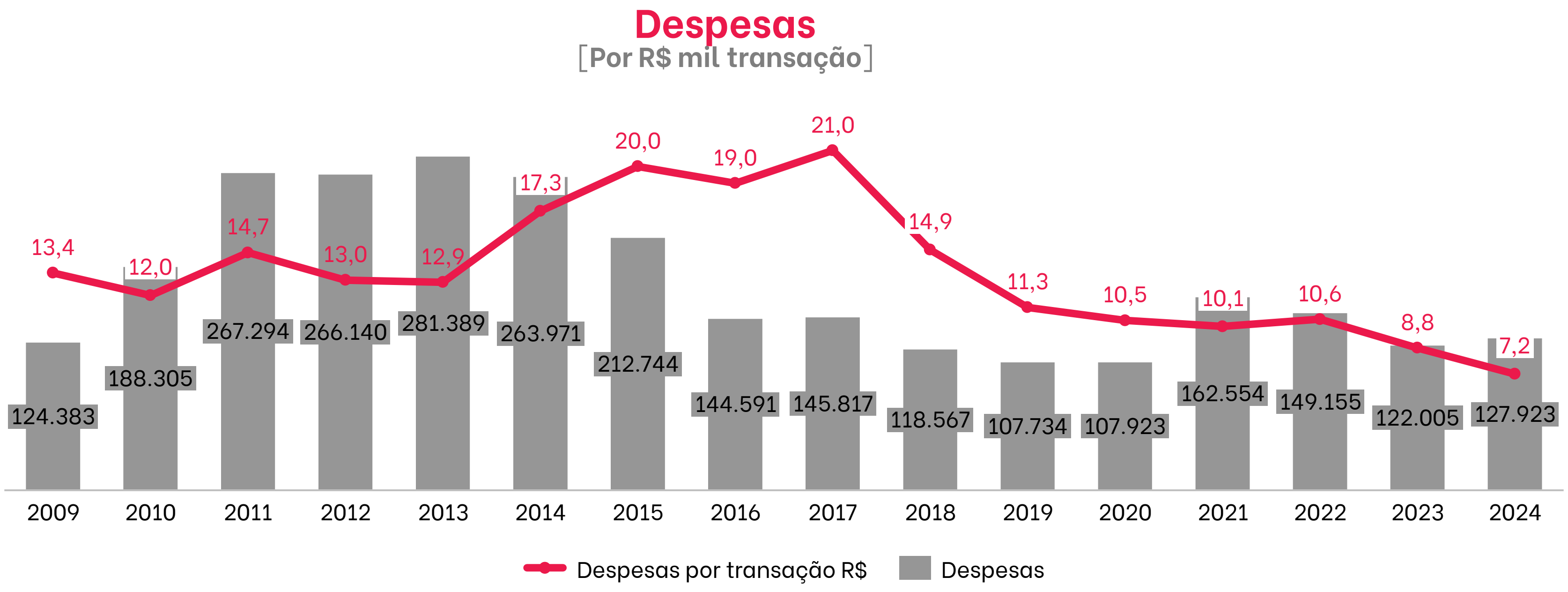
Receita Líquida LTM por Segmento



Despesas Operacionais

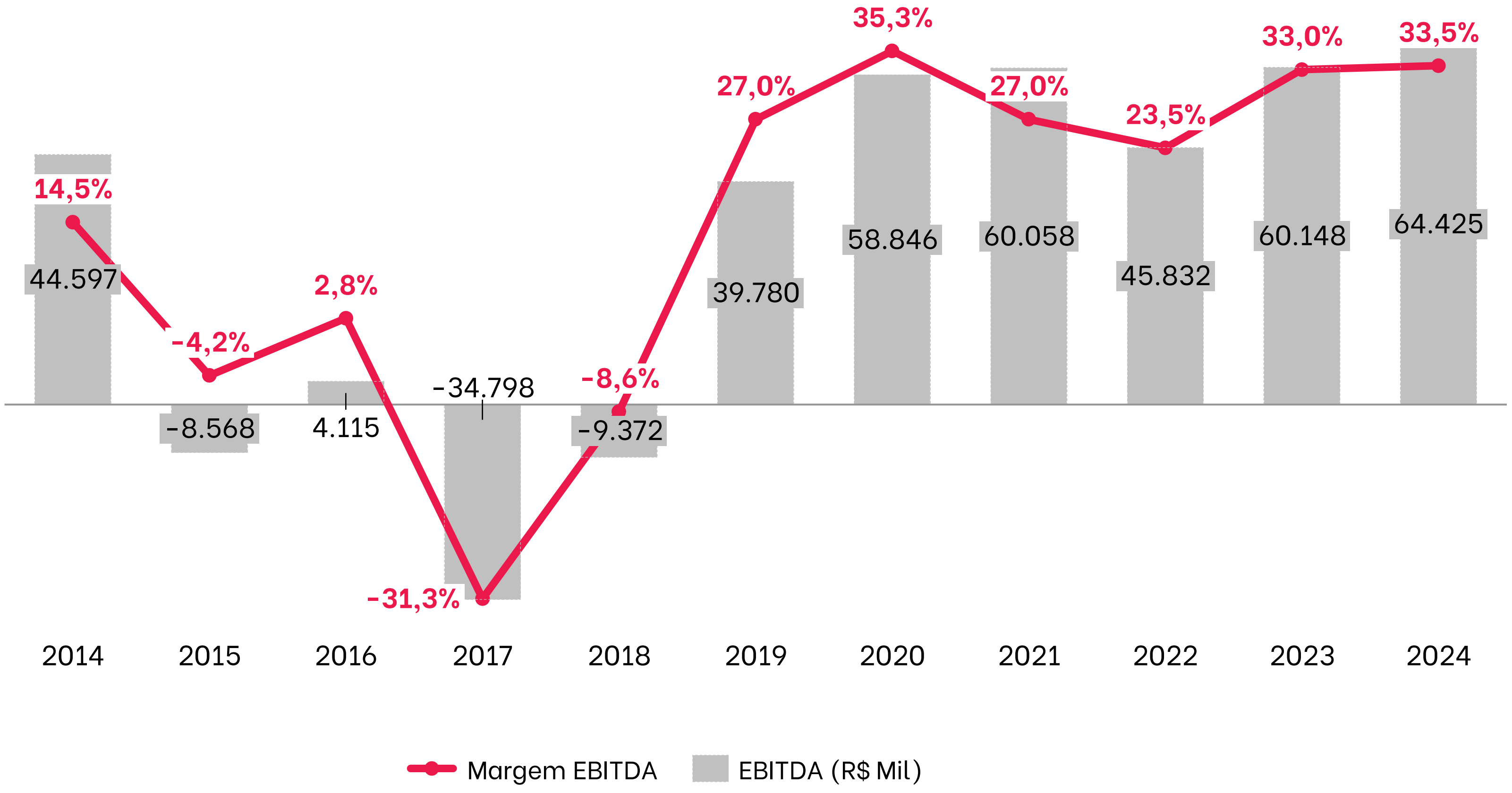
Contínuo foco no controle das despesas

Despesa por Segmento (em milhões R$)	4T24	4T23	4T23 x 4T24	2024	2023	2024 x 2023
Operações Próprias	23,924	23,749	1%	76,797	78,607	-2%
Franquias	4,444	4,095	9%	15,123	11,783	28%
CrediPronto	15.894	7,424	114%	36,002	31,615	14%
TOTAL	**44,263**	**35,268**	**26%**	**127.923**	**122,005**	**5%**



EBITDA e Margem EBITDA

Companhia focada em sua eficiência operacional e mantendo o EBITDA **acima de 30%**



Impactos IFRS

[R$ mil]

Descrição	4T24 Antes do IFRS	4T24 Efeitos do IFRS	4T24 Após IFRS	2024 Antes do IFRS	2024 Efeitos do IFRS*	2024 Após IFRS	
Receita Operacional Líquida	**56.747**	**-**	**56.747**	**192.348**	**-**	**192.348**	
Custos e Despesas	(44.263)	-	(44.263)	(127.923)	-	(127.923)	
Depreciação e amortização	(4.247)	(543)	(4.790)	(17.057)	(2.171)	(19.228)	1
Resultado Financeiro	1.982	732	2.714	6.170	(4.945)	1.225	2
Lucro Operacional	**10.219**	**189**	**10.408**	**53.538**	**(7.116)**	**46.422**	
Imposto de Renda e Contribuição Social	(3.860)	83	(3.777)	(12.903)	1.007	(11.896)	3
Lucro Líquido	**6.359**	**272**	**6.631**	**40.635**	**(6.109)**	**34.526**	
Acionistas não controladores	(3.721)	(90)	(3.811)	(16.840)	906	(15.934)	4
Lucro Líquido Controladora	**2.638**	**182**	**2.820**	**23.795**	**(5.203)**	**18.592**	

(1) Amortização de intangíveis;

(2) Ganhos e Perdas com efeitos líquidos não caixa das contabilizações de earn outs e das opções de call e put das empresas controladas, baseado em valor justo conforme estimativas futuras;

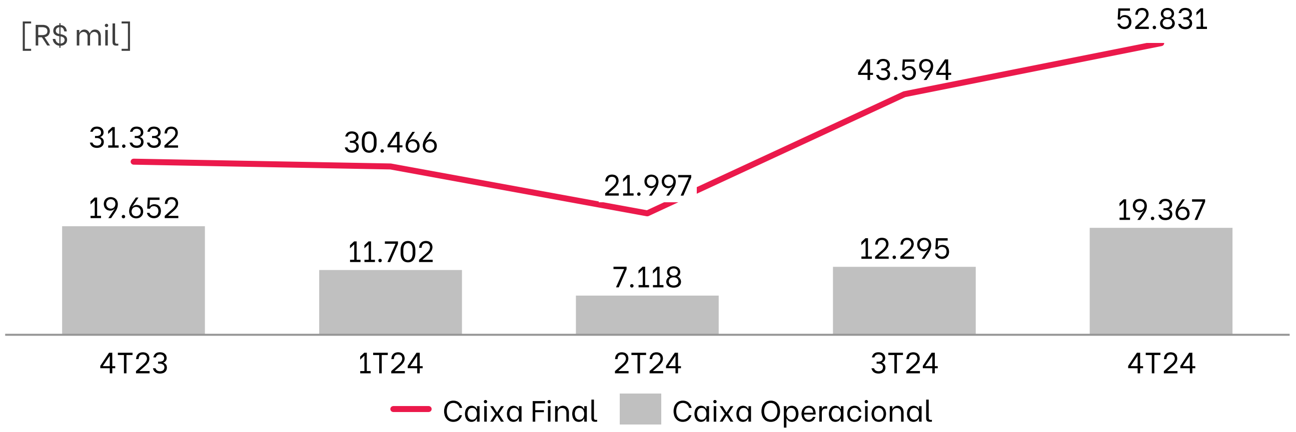
(3) IR Diferido sobre ativos intangíveis, calls e puts da LPS Brasil;

(4) Efeitos relacionados com IR diferido e amortização de intangíveis nos acionistas não controladores.

Caixa e Disponibilidades

Evolução do Saldo de Caixa mostra controle da Companhia mesmo em trimestres mais desafiadores

Caixa Gerado nas Atividades Operacionais
Evolução Trimestral do Caixa



Disponibilidades

Fluxo de Caixa [R$ mm]	2023	2024	Variação
Saldo de Disponibilidades Inicial	**22.446**	**31.332**	**40%**
Das Operações	51.679	50.651	-2%
Das Atividades de Investimento	(19.816)	(3.135)	84%
Das Atividades de Financiamento	(22.977)	(26.017)	-13%
Saldo de Disponibilidades Final	**31.332**	**52.831**	**69%**
Aplicações Financeiras (AF)	36.548	23.573	-36%
Saldo de Disponibilidades Após AF	**67.880**	**76.404**	**13%**

+10,3 milhões de ações disponíveis em tesouraria em 31/12/2024

Q&A

Obrigado

LPS Brasil

Equipe de Relações com Investidores

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- Gabriel Carvalho — Gerente de RI
- Natália Cantagallo — Coordenadora de RI

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4Q24 & 2024 Results Presentation

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Lopes

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Highlights 2024

Launches

R$ 27.7 billion in 2024
+15% vs. 2023

Total Transactions Closed

R$ 13.7 billion in 2024
+25% vs. 2023

CrediPronto Mortgage Volume

R$ 4.1 billion in 2024
+44% vs. 2023

EBITDA

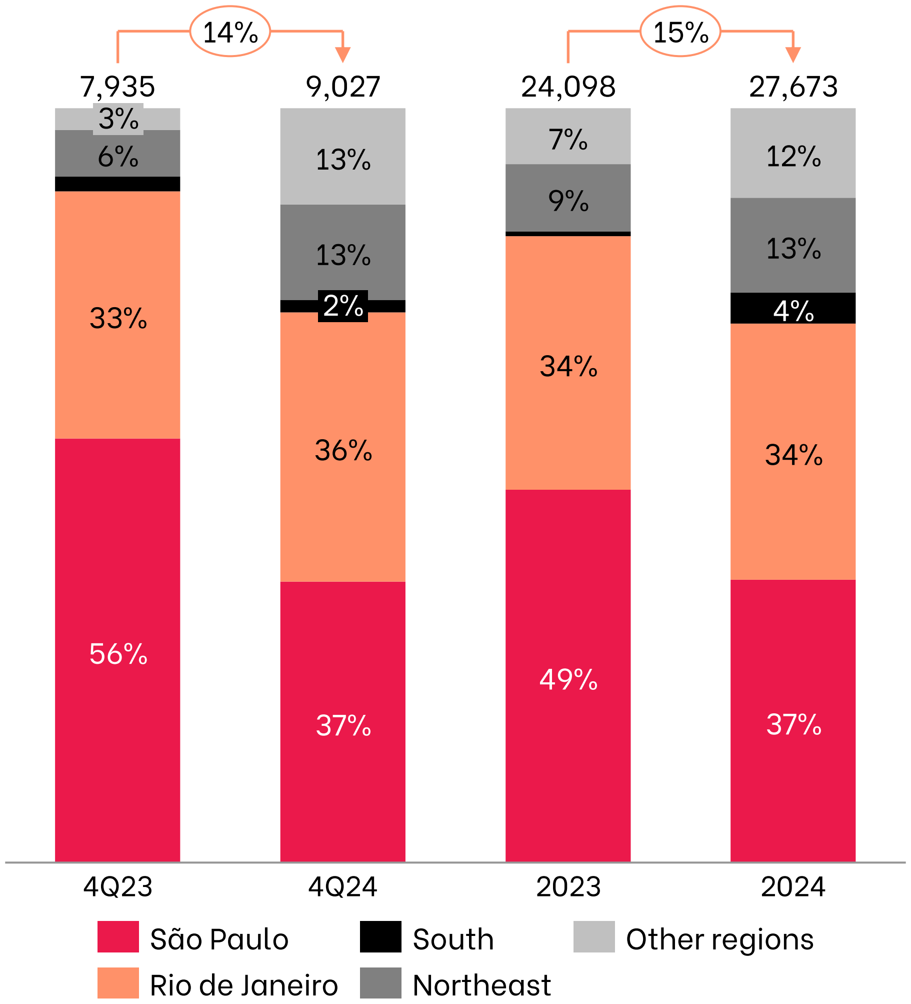
R$ 64,4 million in 2024
+7% vs. 2023

Net Income Before IFRS

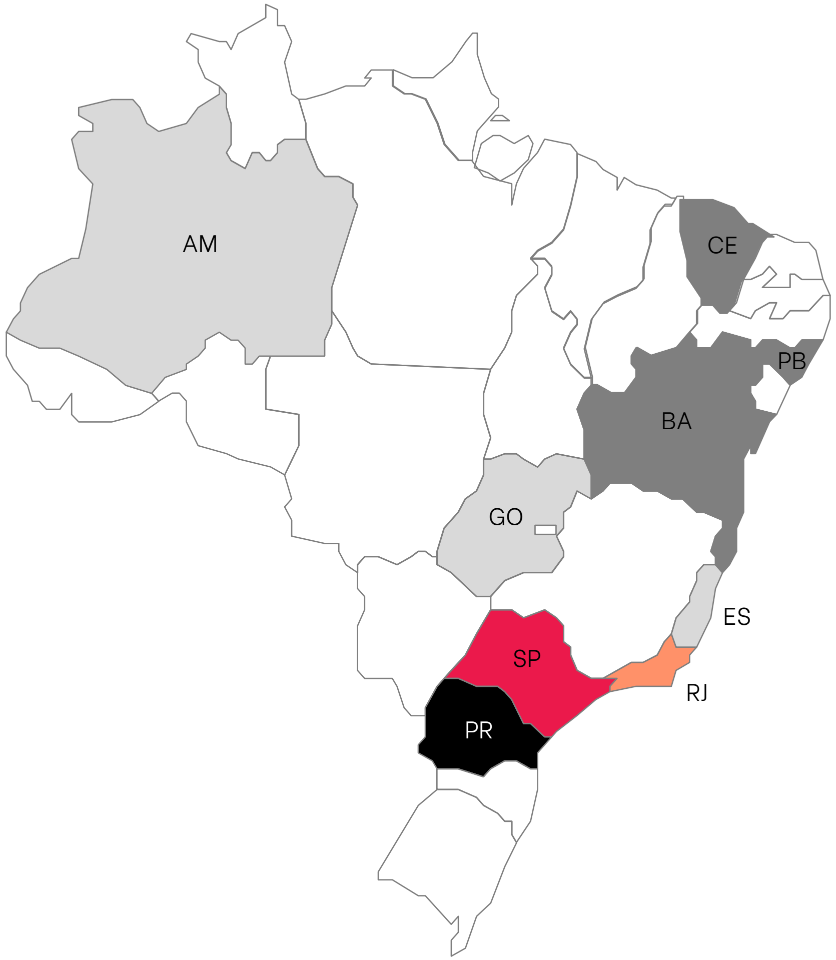
R$ 40.6 million in 2024
+11% vs. 2023

Rede Lopes Launches

Lopes participated of 197 projects in 2024, totaled **R$ 27.7 billion** in 2024

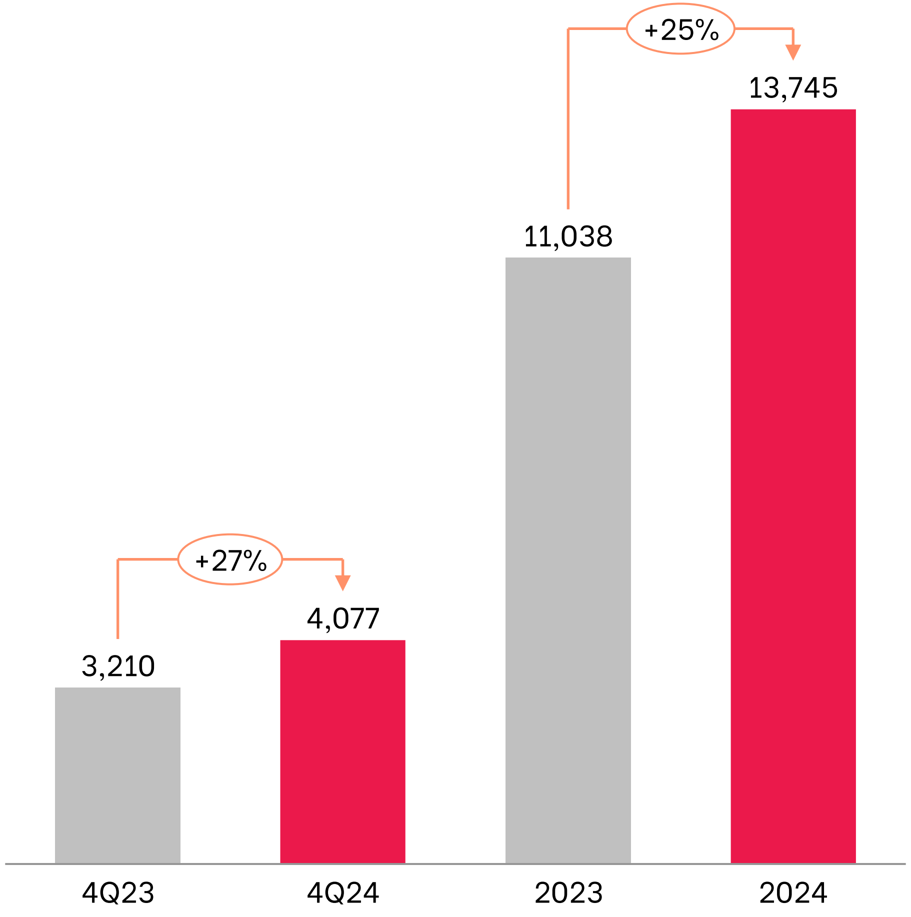


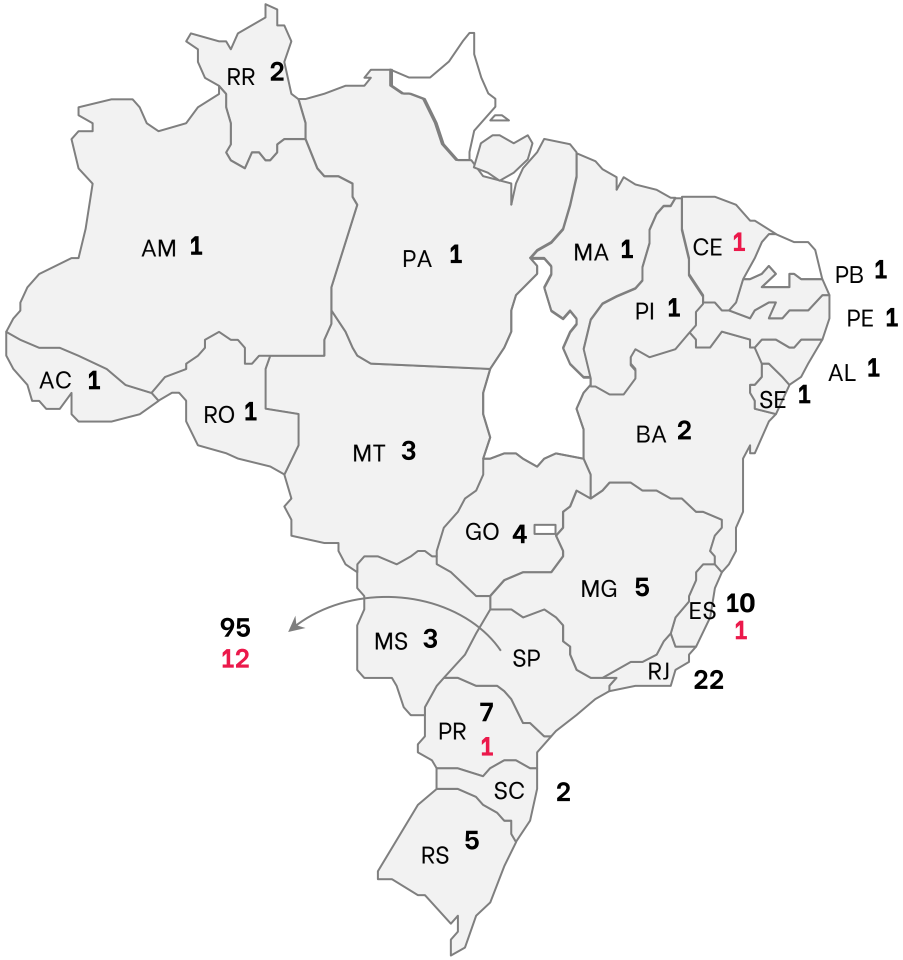
States with Launches in 2024



Rede Lopes Intermediation

Intermediation reached **R$ 13.7 billion** 2024, +25% vs 2023.





185 Stores

170 Franchises

15 Own Operations

Rede Lopes Intermediation

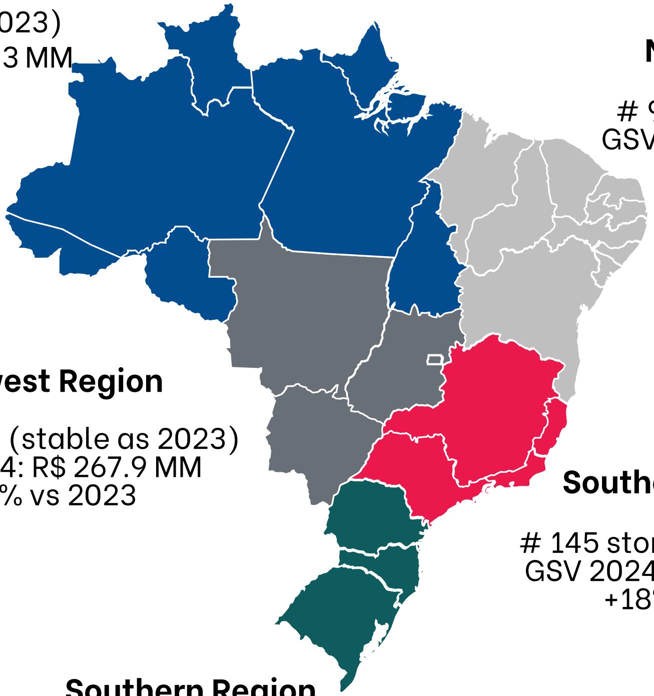
Performance by region
Lopes' most relevant market remains the Southeastern region, with SP and RJ standing out

Northern region

6 stores (-3 vs 2023)
GSV 2024: R$ 22.683 MM
-1% vs 2023

Northeast Region

9 stores (-3 vs 2023)
GSV 2024: R$ 1,385.6 MM
+96% vs 2023



Midwest Region

10 stores (stable as 2023)
GSV 2024: R$ 267.9 MM
-27% vs 2023

Southeast Region

145 stores (-4 vs 2023)
GSV 2024: R$ 10,566 MM
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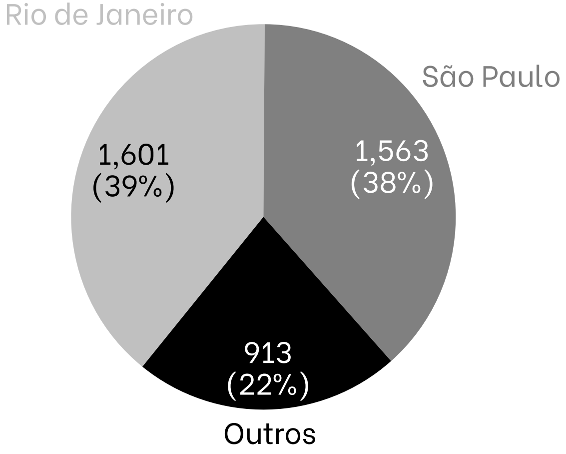
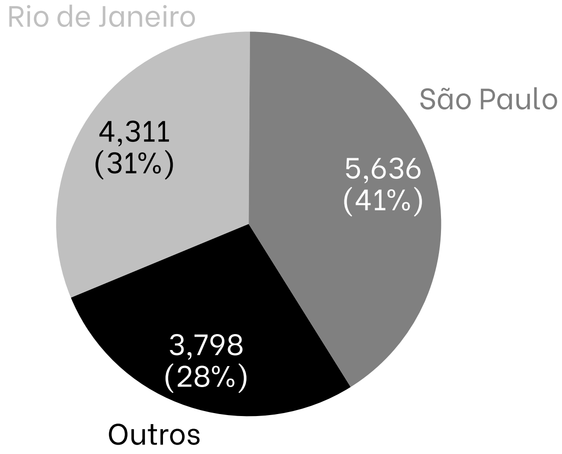
Southern Region

15 stores (+1 vs 2023)
GSV 2024: R$ 1,502.4 MM
+58% vs 2023

GSV 4Q24



GSV 2024

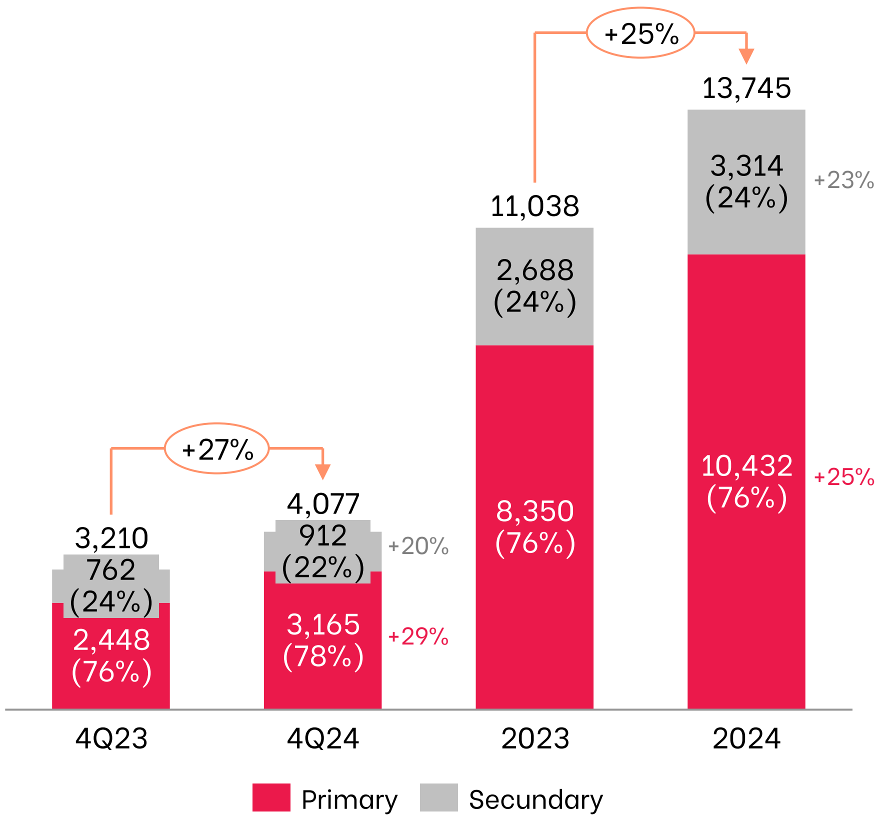


Rede Lopes Intermediation

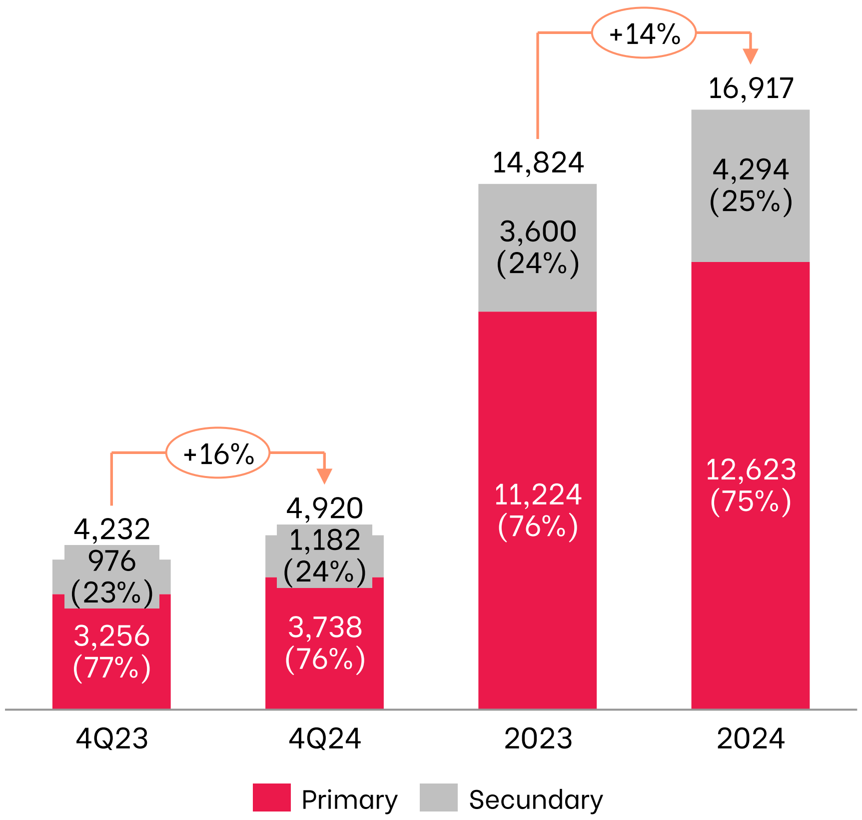
Intermediation in the primary market added to **R$ 10.4 billion** and **R$ 3.3 billion** on the secondary market in 2024

GSV

[R$ mn]

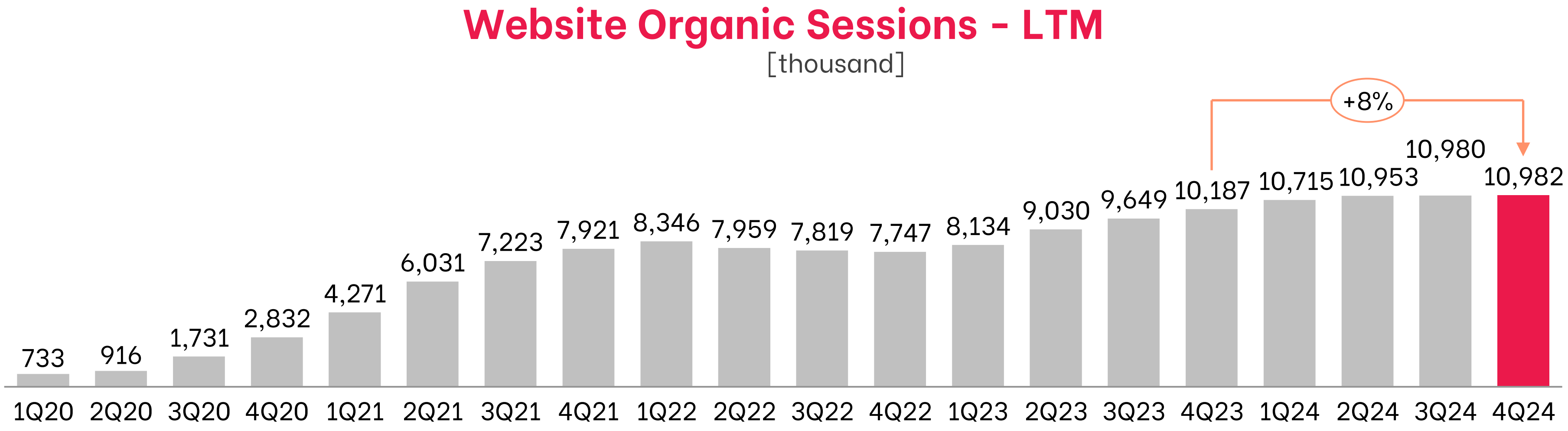


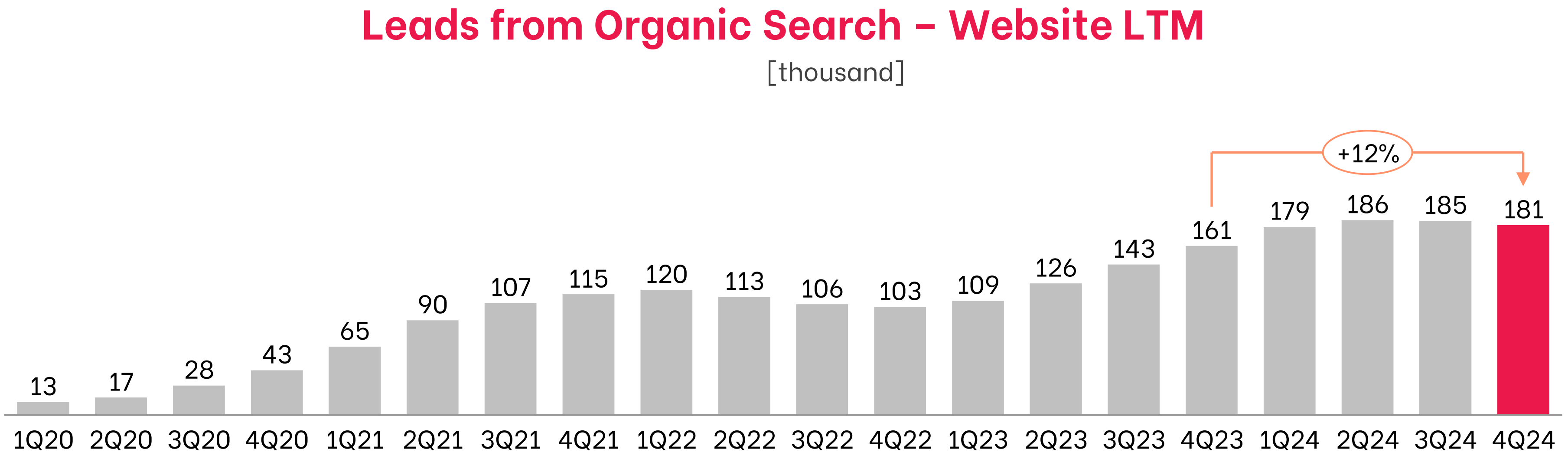
Units



Lopes Labs

Platform Evolution and operational efficiency





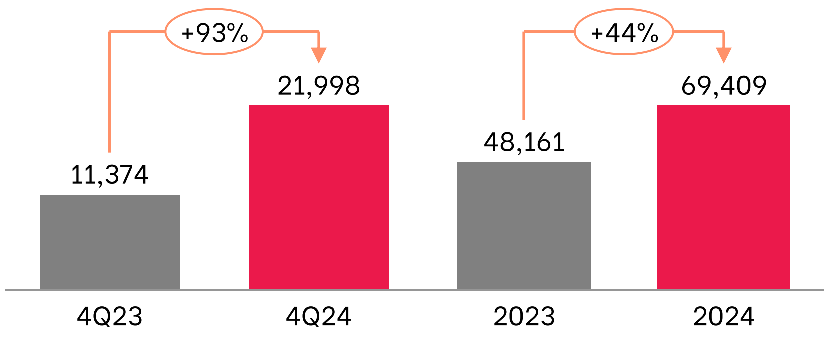
CrediPronto

Average portfolio balance of
R$ 16.8 billion

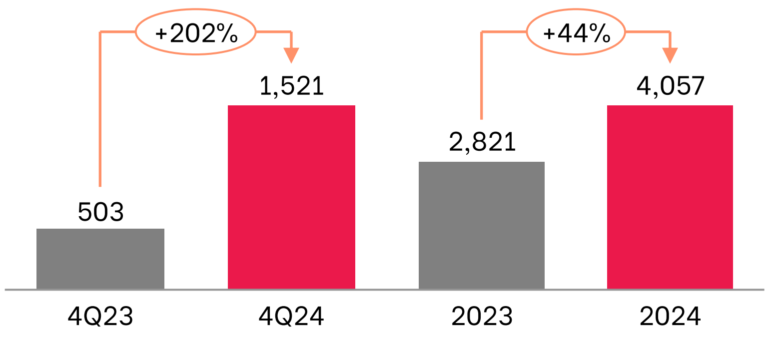
Lopes **holds 50%** of the CrediPronto portfolio

Mortgage Volume
[R$ mm]

ABECIP – Private Banks

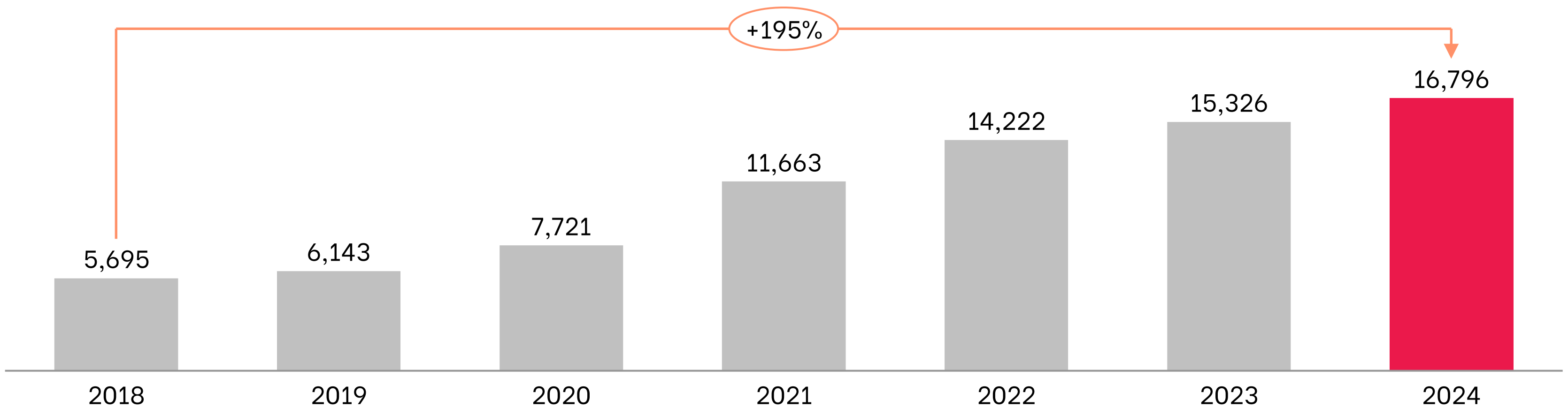


CrediPronto[1]



Average portfolio balance

[R$ mn]



[1] *Market share* of 5.8%, between private banks

CrediPronto

The real estate financing market has resumed the pace of originations

Highlights 4Q24

R$ 1.521 million of mortgage volume
202% vs. 4Q23

3.379 new contracts
294% vs. 4Q23

Average LTV 63%
Average rate 10,9%

Average months of 368 months

Highlights 2024

R$ 4.057 million of mortgage volume
+44% vs. 2023

8.244 new contracts
+44,5% vs. 2023

Average LTV 63%
Average rate 11%

Average months of 361 months

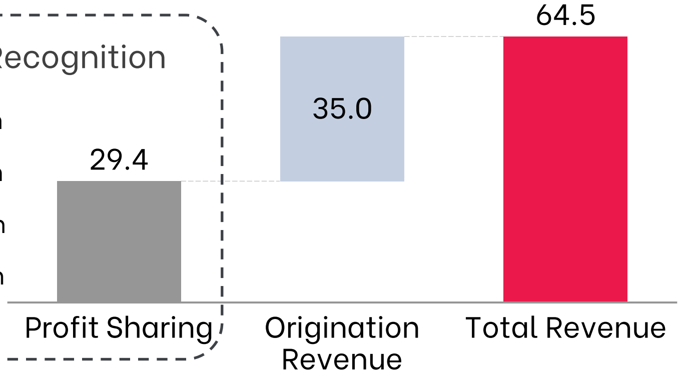
Gross Revenue Composition

[R$ mn]

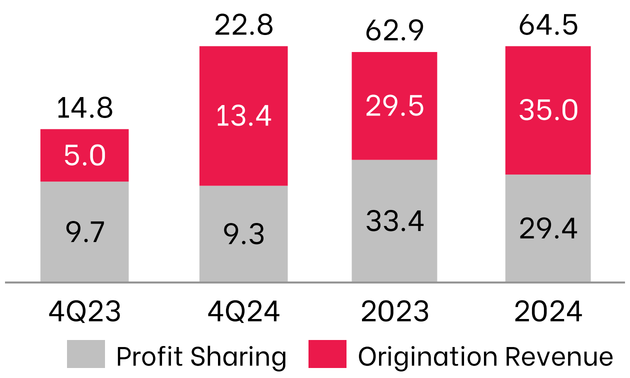
2024

Profit Sharing Recognition

1Q24	R$ 7.3 mn
2Q24	R$ 4.7 mn
3Q24	R$ 8.0 mn
4Q24	R$ 9.2 mn



Revenue Comparison



CrediPronto

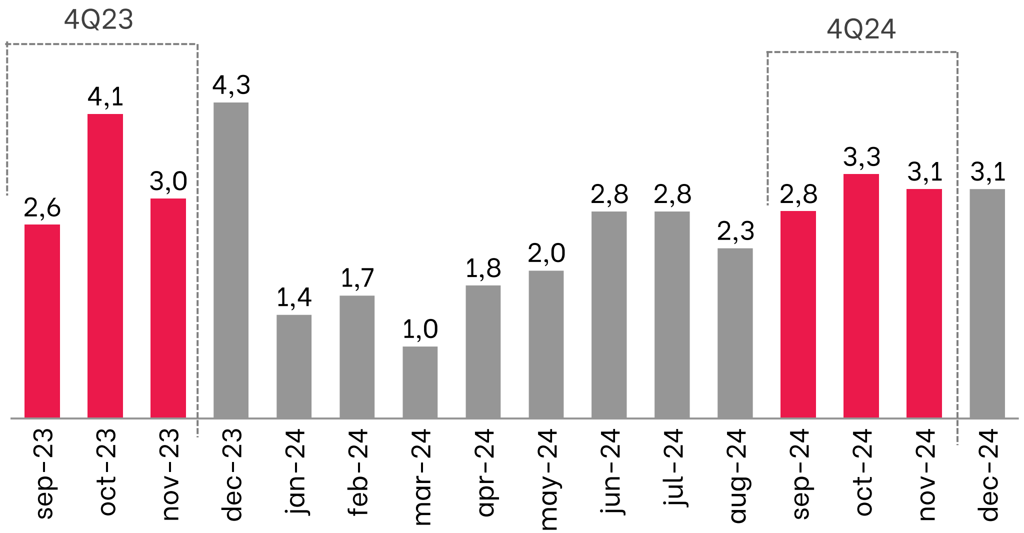
Profit Sharing Composition

P&L - CrediPronto (R$ million)	4Q23	4Q24	2023	2024
Financial Margin	**101.8**	**112.6**	**377.9**	**384.9**
(+) Financial Revenue	395.5	436.6	1621.7	1602.6
(-) Financial Expenses	(293.7)	(324)	(1243.7)	(1217.7)
(-) Sales taxes	(4.9)	(5.6)	(18.1)	(18.5)
Costs and Expenses	**(34.5)**	**(47.9)**	**(142.8)**	**(173.5)**
(-) Backoffice Expenses	(13)	(15.4)	(51.2)	(52.2)
(-) Sales Expenses	(10.9)	(16.4)	(49.6)	(57.7)
(-) Commissions paid	(5.3)	(16.2)	(28.6)	(43.5)
(-) Insurance and claims (+/-)	(3.2)	(1.5)	(15.2)	(17.5)
(-) ADA	(2)	1.7	1.9	(2.6)
(-) Income and Social Contribution Taxes [1]	**(28.1)**	**(26.6)**	**(97.7)**	**(86.9)**
(-) Cost of Capital	**(11.6)**	**(13.4)**	**(52.1)**	**(49.8)**
(=) Net Result	**22.7**	**19.1**	**67.3**	**56.3**
% Net Margin	22%	17%	18%	15%
50% Profit Sharing	**11.4**	**9.6**	**33.6**	**28.2**
Profit recognition by period	**9.7**	**9.2**	**33.4**	**29.4**

[1] Rate of 45% for Financial Institutions

CrediPronto Monthly Net Result Recognition

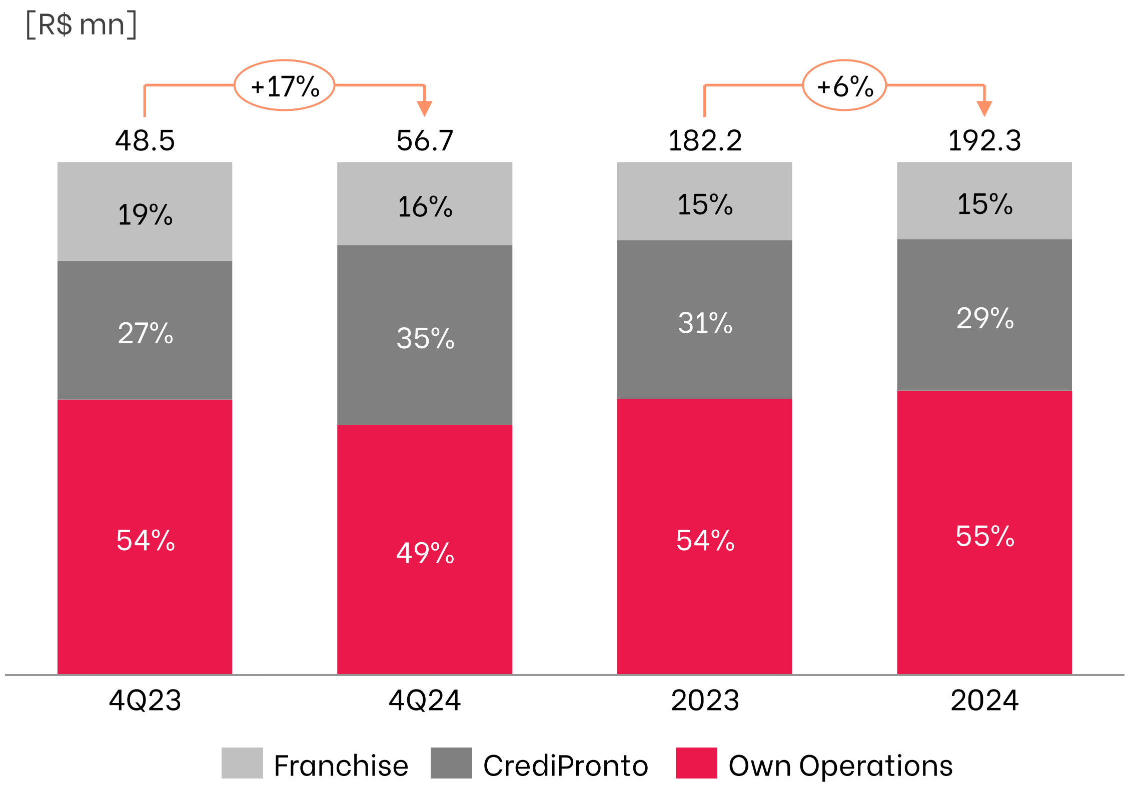
[R$ mn]



The recognition of Lopes' participation in CrediPronto's profit-sharing has a delay of approximately 40 days, respecting the contractual deadlines for calculation and receipt.

Net Revenue

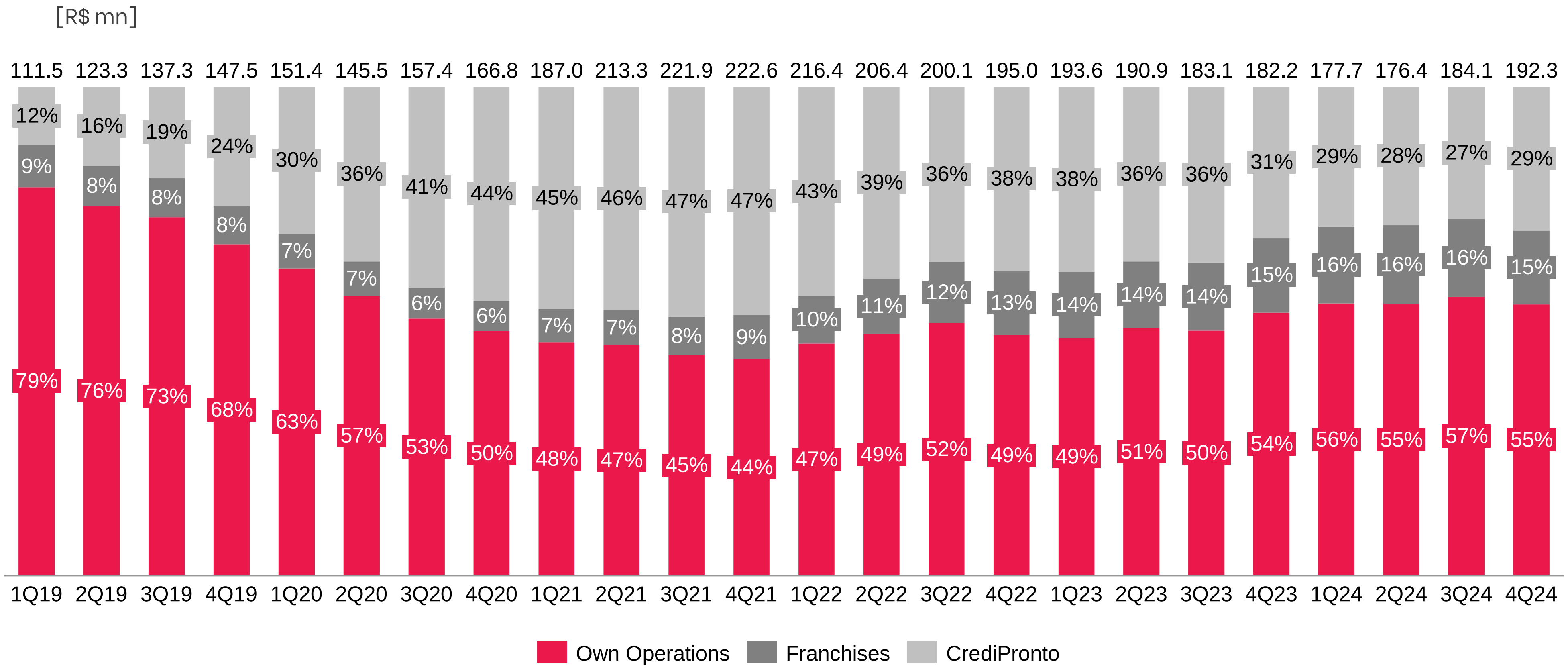
Lopes's net revenue totaled **R$ 56.7 million** in 2024 and **R$ 192.3 million** in 2024



Net Revenue in accordance with accounting standards that do not necessarily reflect the Company's commercial agreements.

Net Revenue By Segment

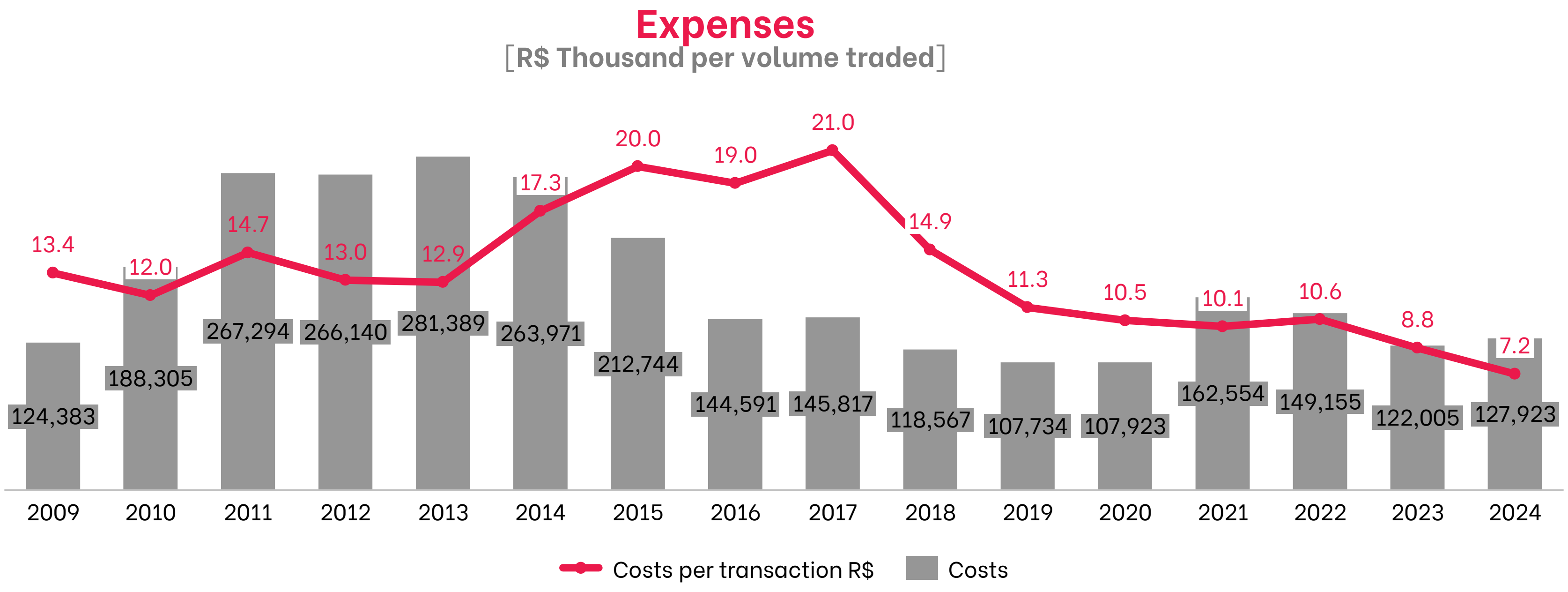
LTM Net Revenue by Segment



Costs and Expenses

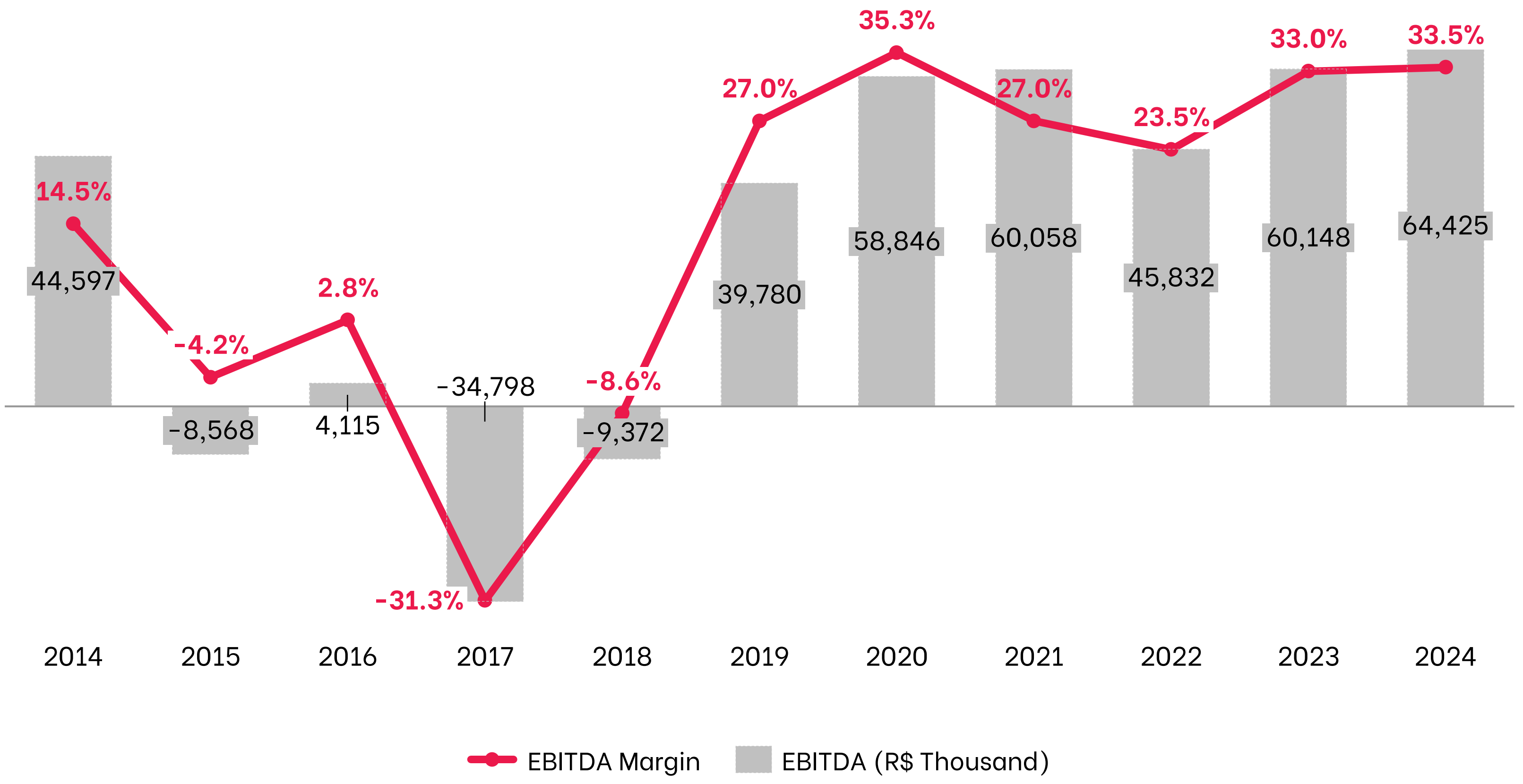
Continuous focus on controlling expenses

Costs by Segments (R$ million)	4Q24	4Q23	4Q23 x 4Q24	2024	2023	2024 x 2023
Own Operations	23.924	23.749	1%	76.797	78.607	-2%
Franchises	4.444	4.095	9%	15.123	11.783	28%
CrediPronto	15.894	7.424	114%	36.002	31.615	14%
TOTAL	**44.263**	**35.268**	**26%**	**127.923**	**122.005**	**5%**



EBITDA & EBITDA Margin

Company focused on its operational efficiency and maintaining EBITDA **at around 30%**



IFRS Impacts

R$ Thousand

Description	4Q24 Before IFRS	4Q24 IFRS Effects*	4Q24 After IFRS	2024 Before IFRS	2024 IFRS Effects*	2024 After IFRS	
Net Revenue	**56,747**	**-**	**56,747**	**192,348**	**-**	**192,348**	
Costs and Expenses	(44,263)	-	(44,263)	(127,923)	-	(127,923)	
Depreciation and Amortization	(4,247)	(543)	(4,790)	(17,057)	(2,171)	(19,228)	1
Financial Result	1,982	732	2,714	6,170	(4,945)	1,225	2
Operational Profit	**10,219**	**189**	**10,408**	**53,538**	**(7,116)**	**46,422**	
Income tax and social contribution	(3,860)	83	(3,777)	(12,903)	1,007	(11,896)	3
Net Income	**6,359**	**272**	**6,631**	**40,635**	**(6,109)**	**34,526**	
Non-controlling Shareholders	(3,721)	(90)	(3,811)	(16,840)	906	(15,934)	4
Net Income Controlling Shareholders	**2,638**	**182**	**2,820**	**23,795**	**(5,203)**	**18,592**	

(1) Amortization of Intangible Assets and CPC 06 (R2) (IFRS 16);

(2) Gains and Losses, with non-cash net effects, from the booking of earn outs and call and put options at subsidiaries, based on the fair value of future estimates;

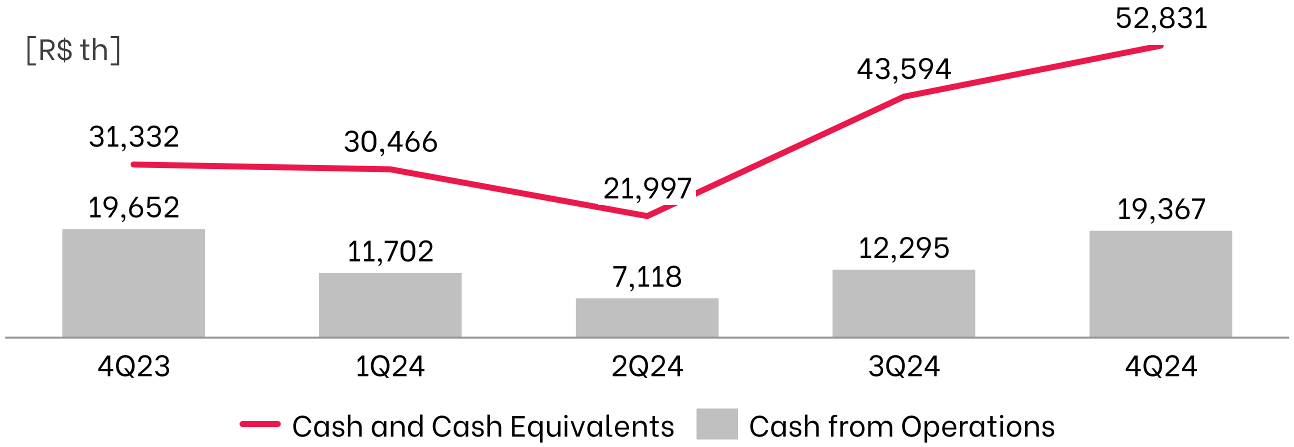
(3) Deferred income tax on intangible assets of LPS Brasil;

(4) Effects related to deferred income tax and amortization of intangible assets at non-controlling shareholders.

Cash Flow and Equivalents

Evolution of the Cash Balance shows the Company's control even in more challenging quarters

Cash Flow Generated by Operating Activities Evolution QoQ



Equivalents

Cash Flow [R$ thousand]	2023	2024	Variation
Cash and Cash Equivalents (BoP)	**22,446**	**31,332**	**40%**
From Operations	51,679	50,651	-2%
From Investment Activities	(19,816)	(3,135)	84%
From Financing Activities	(22,977)	(26,017)	-13%
Cash and Cash Equivalents (EoP)	**31,332**	**52,831**	**69%**
Financial Investments (FI)	36,548	23,573	-36%
Cash and Cash Equivalents After FI	**67,880**	**76,404**	**13%**

+10.3 million shares from the buyback program in December 31th 2024

Q&A

Thank you

LPS Brasil

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