

Apresentação de Resultados 3T25

Apresentação:

Marcos Lopes – CEO

Francisco Lopes Neto – COO

Cyro Naufel – DRI

Robson Paim – CFO



LPSBrasil

Aviso Importante

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Destques 3T25



Receita Líquida

R\$ 51,6 mm no 3T25 | **-2%** vs. 3T24
R\$ 151,0 mm no 9M25 | **+11%** vs. 9M24



Carteira CrediPronto

R\$ 17,9 bi no 3T25 | **+13%** vs. 3T24



EBITDA

R\$ 22,9 mm no 3T25 | **+11%** vs. 3T24
R\$ 55,5 mm no 9M25 | **+7%** vs. 9M24



Profit Sharing

R\$ 12,7 mm no 3T25 | **+58%** vs. 3T24
R\$ 33,3 mm no 9M25 | **+66%** vs. 9M24



Lucro Líquido Controladora Antes IFRS

R\$ 15,6 mm no 3T25 | **+43%** vs. 3T24
R\$ 32,6 mm no 9M25 | **+54%** vs. 9M24

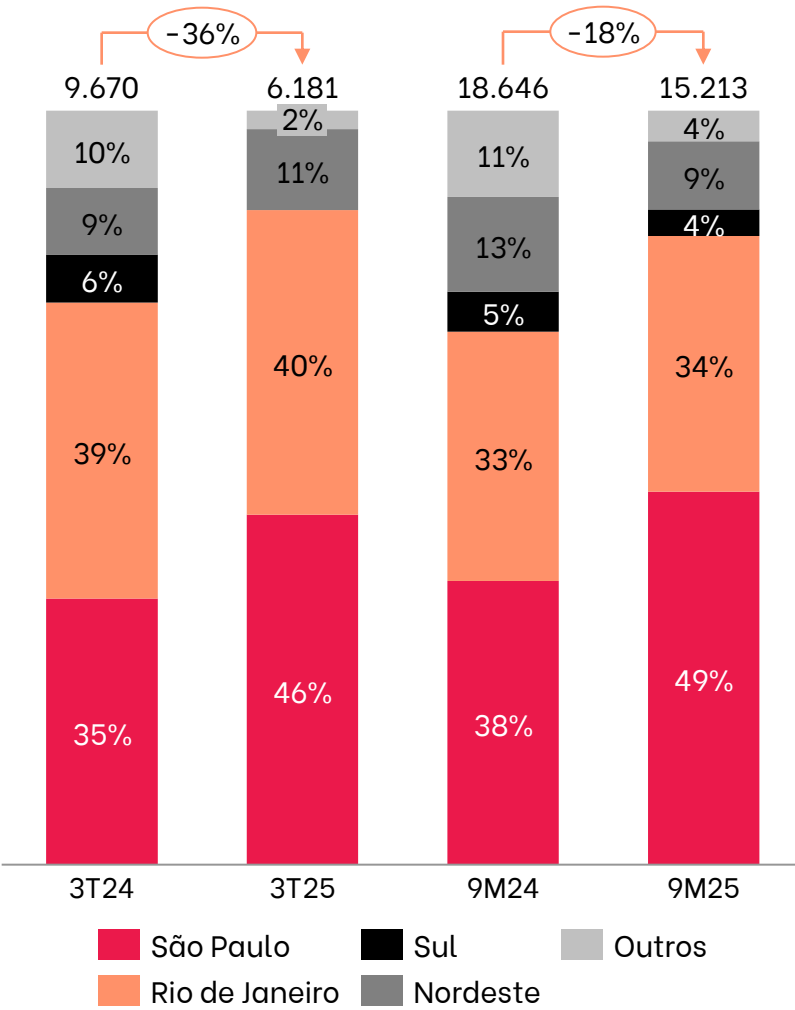


Geração de Caixa e Equivalentes

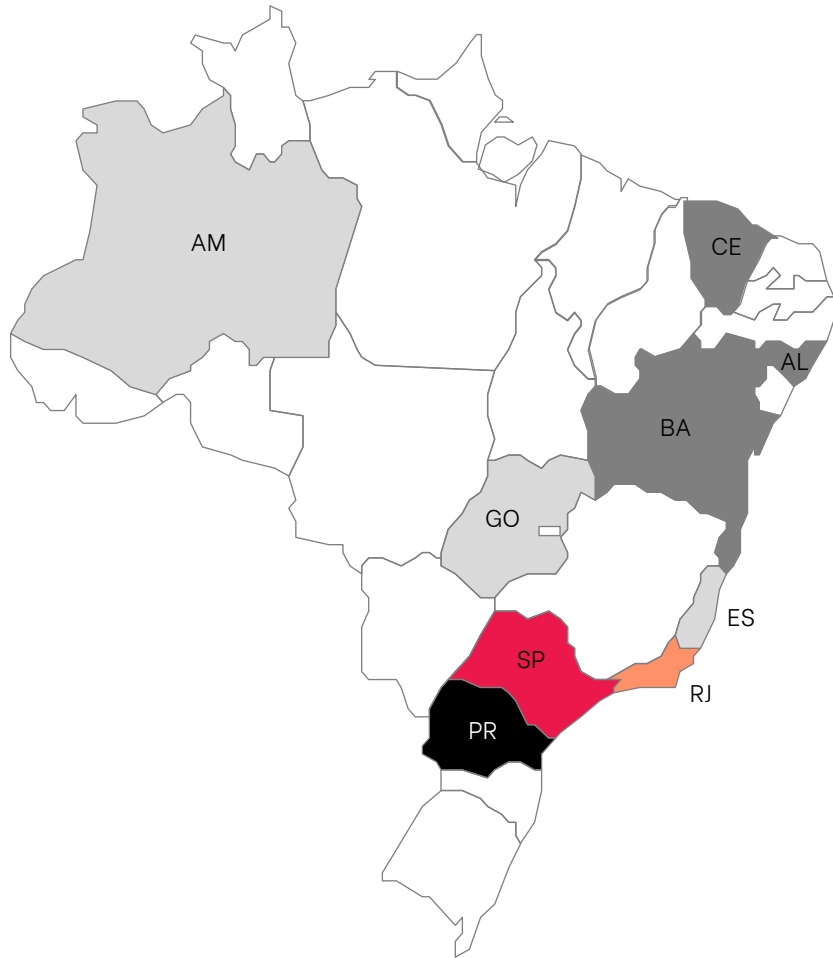
+ R\$ 17,1 mm no 3T25
+ R\$ 11,2 mm no 9T25

Lançamentos Lopes

A Lopes participou de **33 projetos** no 3T25, totalizando **95 projetos** no 9M25

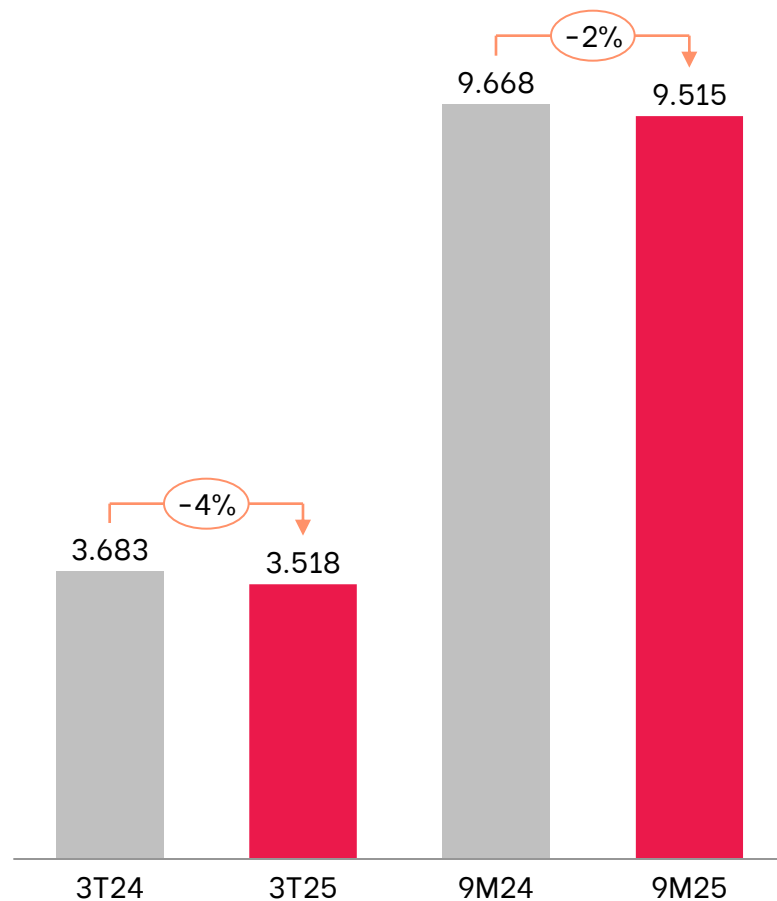


Estados com Lançamentos 9M25

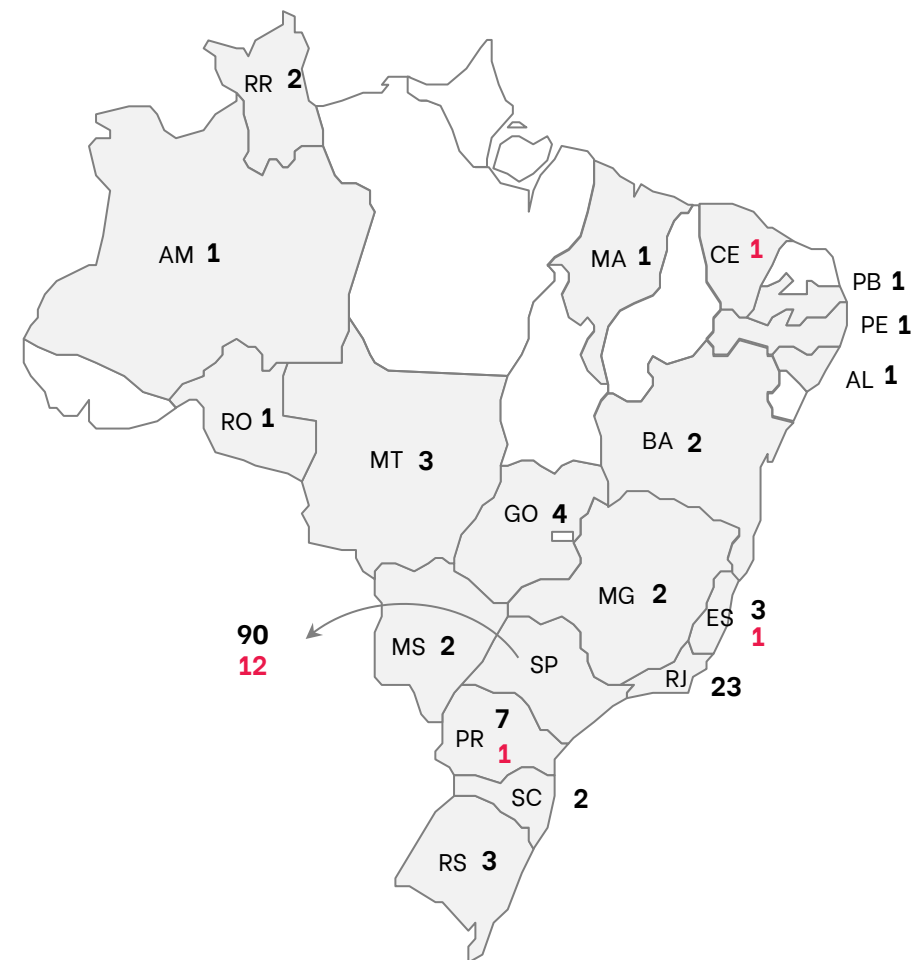


Intermediação Lopes

As vendas da Companhia atingiram **R\$ 3,5 bilhões** no 3T25 e **R\$ 9,5 bilhões** no 9M25



Presença Nacional



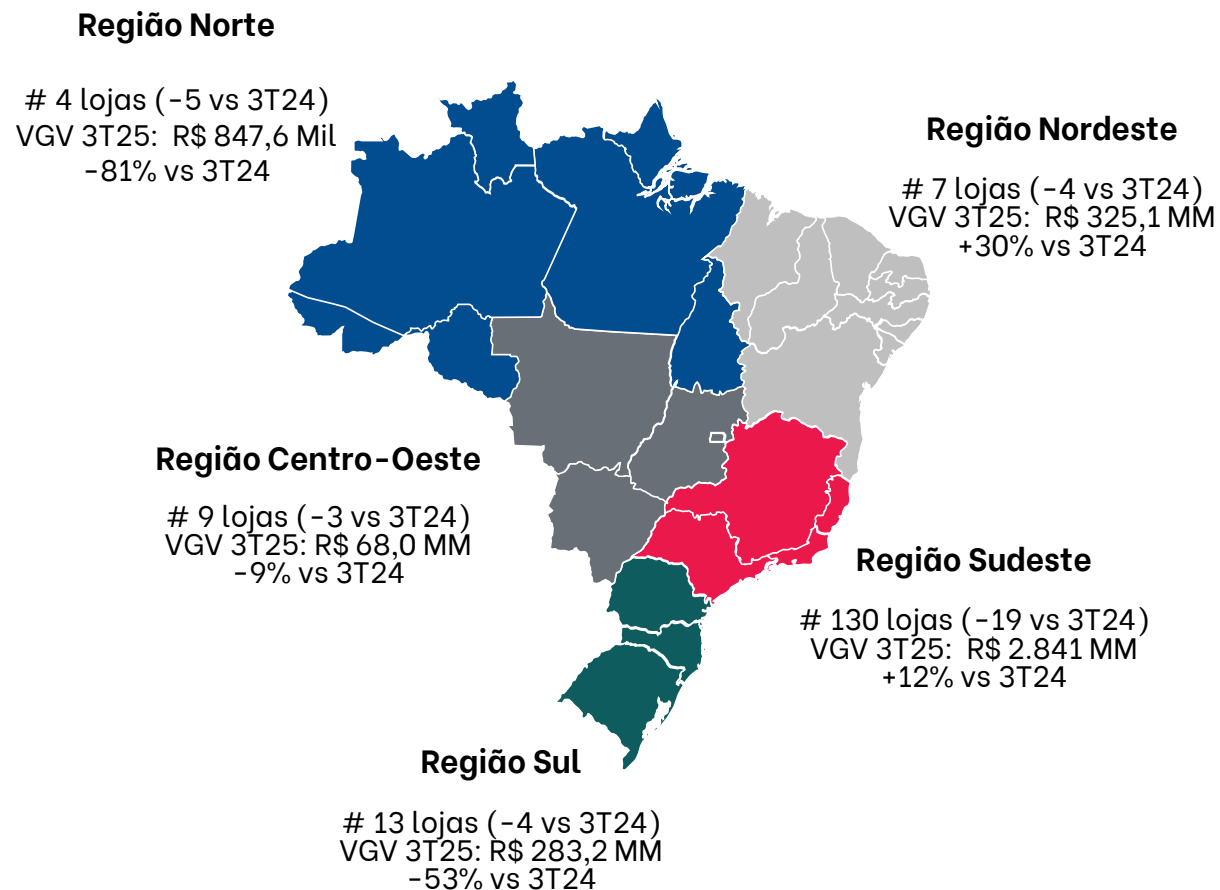
163 Lojas

148 Franquias

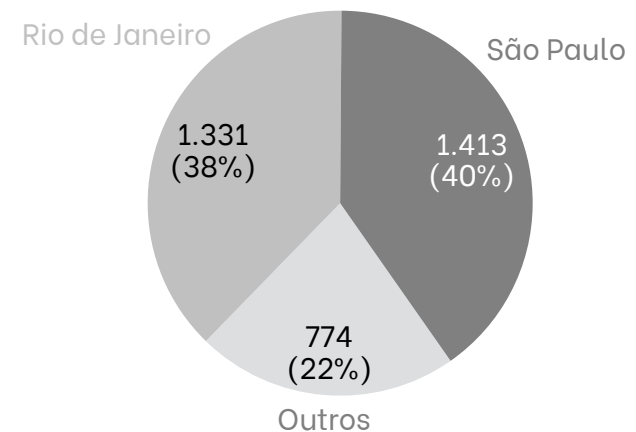
15 Operações Próprias

Intermediação Lopes

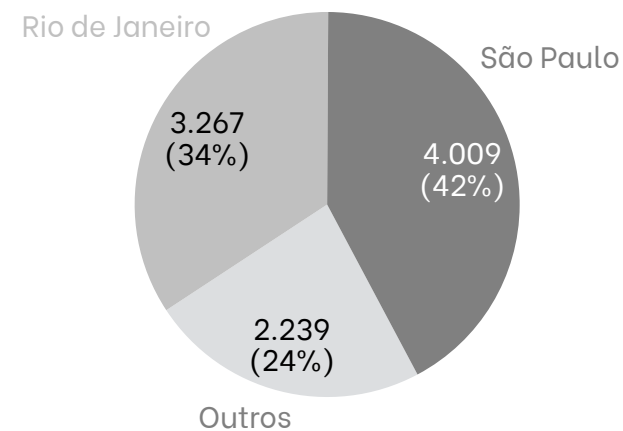
Performance das lojas por região: maior mercado da Lopes continua o Sudeste, com SP e RJ se destacando



VGV 3T25

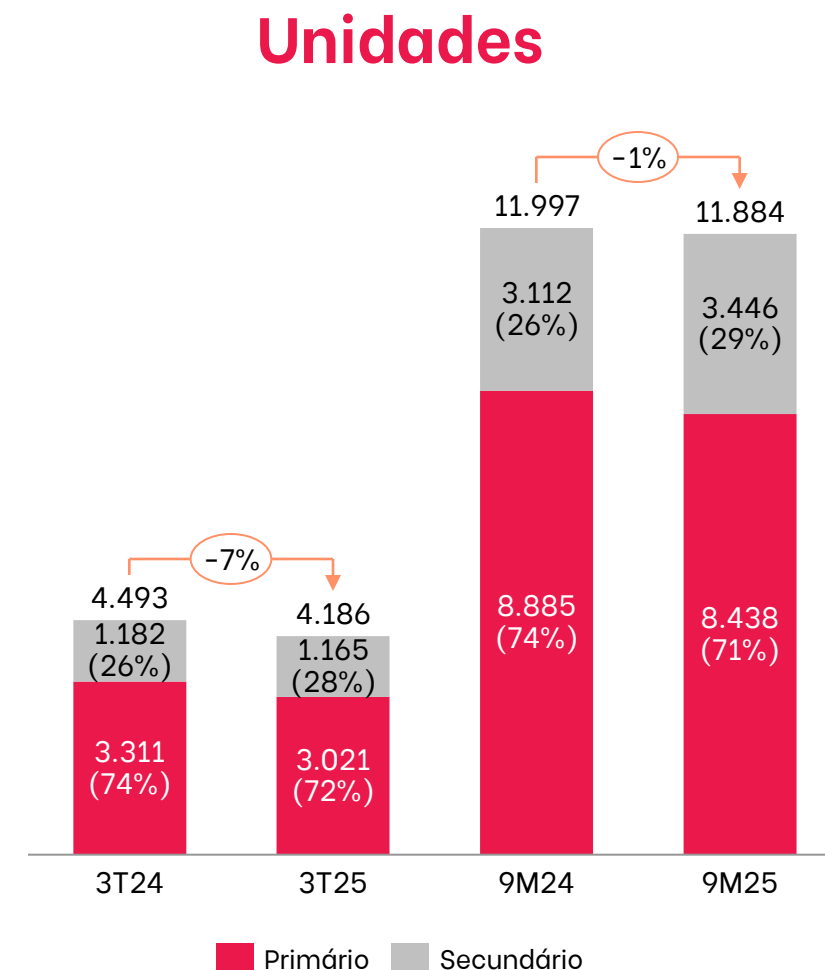
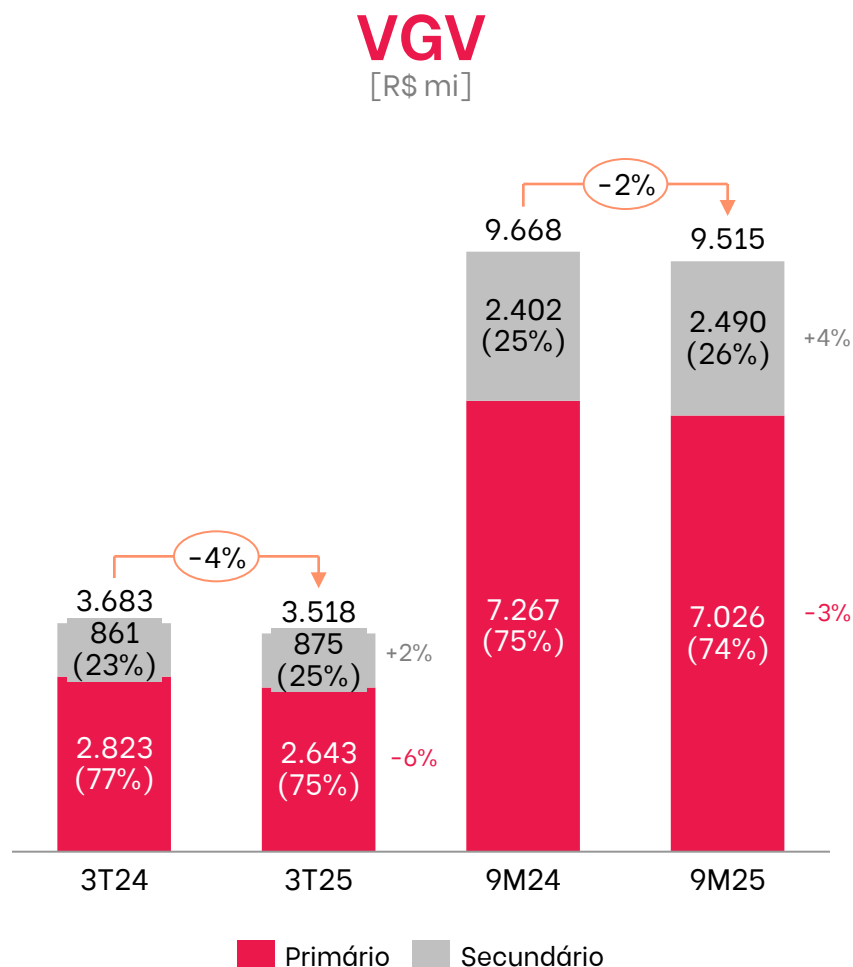


VGV 9M25



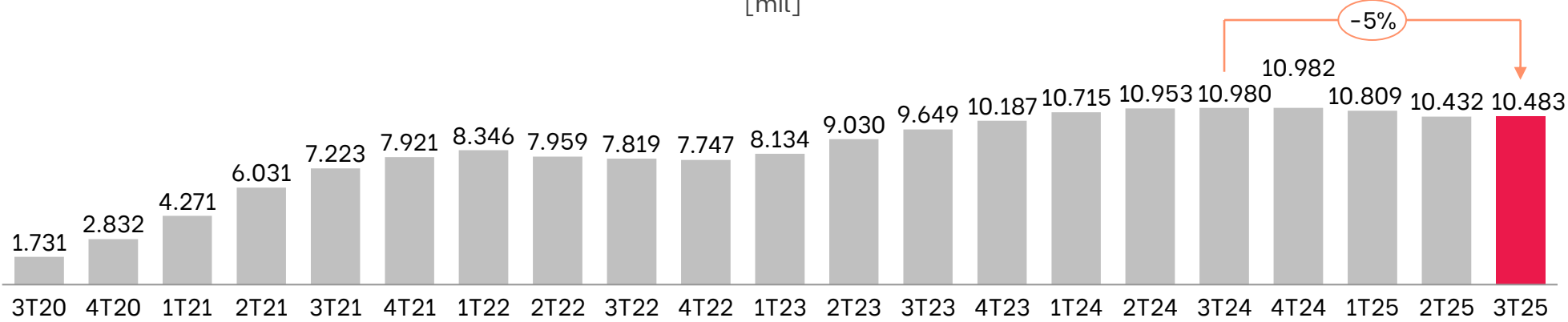
Intermediação Lopes

No 3T25, as vendas no mercado primário somaram **R\$ 2,6 bilhões** e no mercado secundário, **R\$ 875 milhões**.



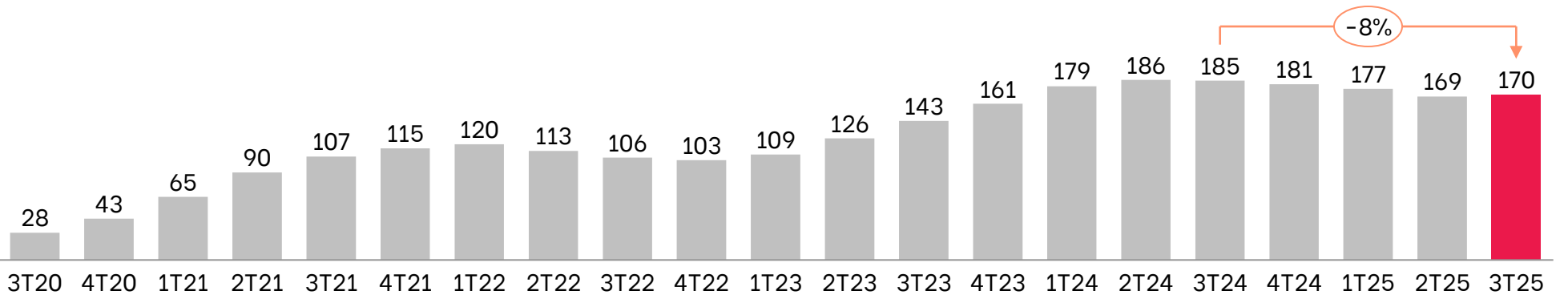
Sessões Orgânicas Portal - LTM

[mil]



Leads Busca Orgânica - Portal LTM

[mil]



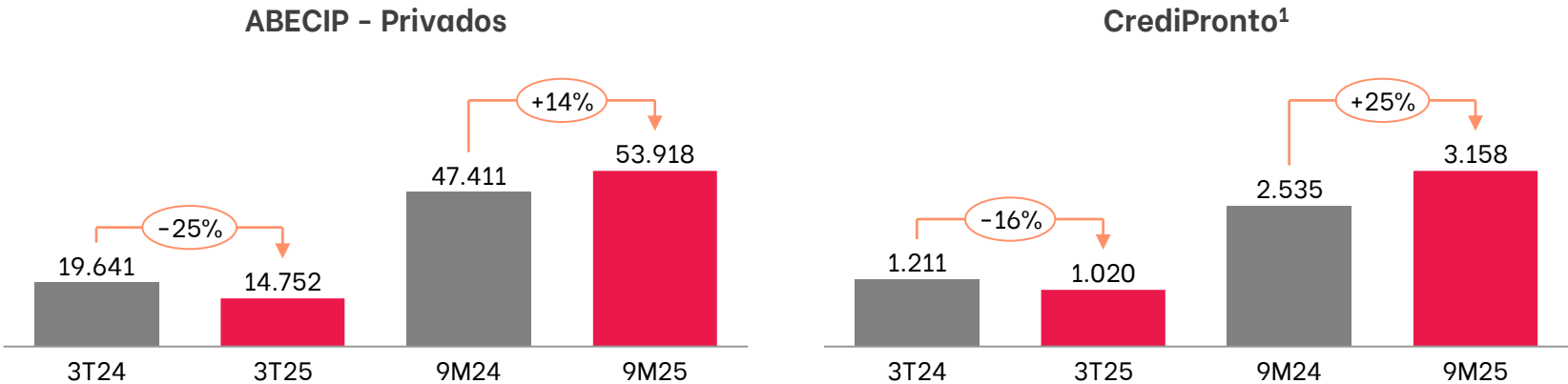
CrediPronto

Saldo Médio da
Carteira é de
R\$ 17,9 bilhões

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

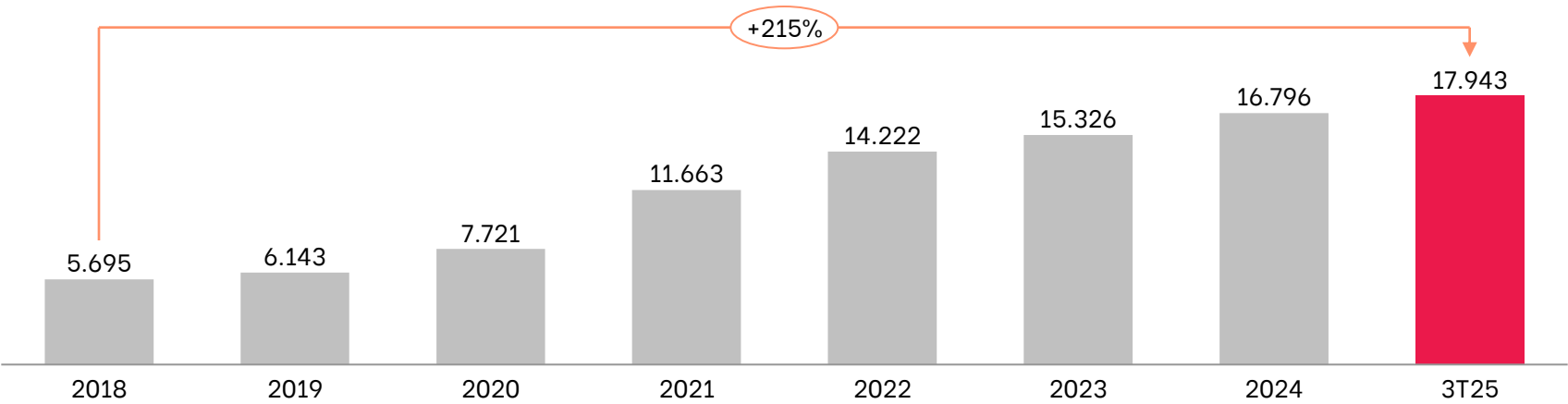
Volume Financiado

[R\$ mm]



Saldo Médio da Carteira

[R\$ mm]



¹ Market share de 6,9%, entre bancos privados no 3T25.

CrediPronto

O mercado de
financiamento
imobiliário retomou o
ritmo de originações

Destaques 3T25

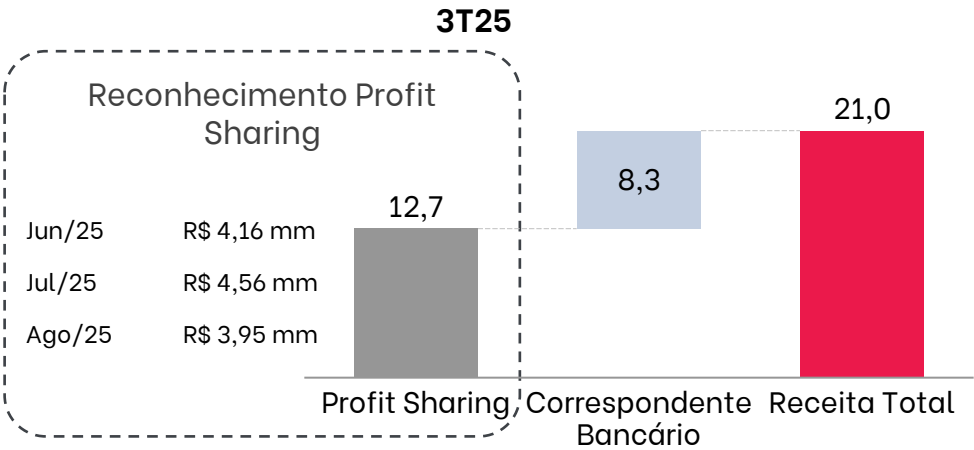
-  R\$ 1.020 MM de volume financiado
- 16% vs. 3T24
-  1.939 novos contratos
- 25% vs. 3T24
-  LTV médio de 60%
Taxa média de 12,7%
-  Prazo médio de 361 meses

Destaques 9M25

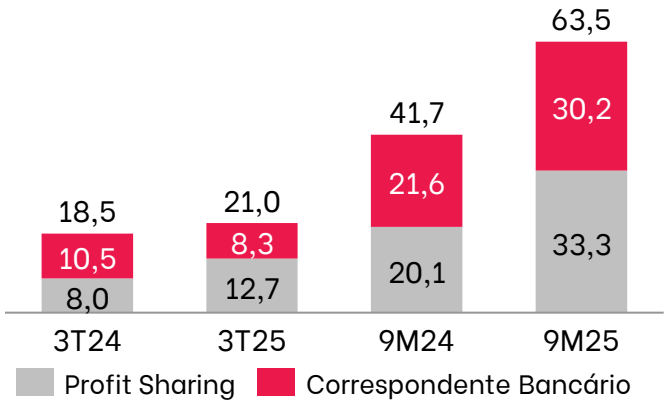
-  R\$ 3.158 MM de volume financiado
+ 25% vs. 9M24
-  6.637 novos contratos
+ 36% vs. 9M24
-  LTV médio de 60%
Taxa média de 12,4%
-  Prazo médio de 362 meses

Composição da Receita Bruta

[R\$ mi]



Evolução da Receita



CrediPronto

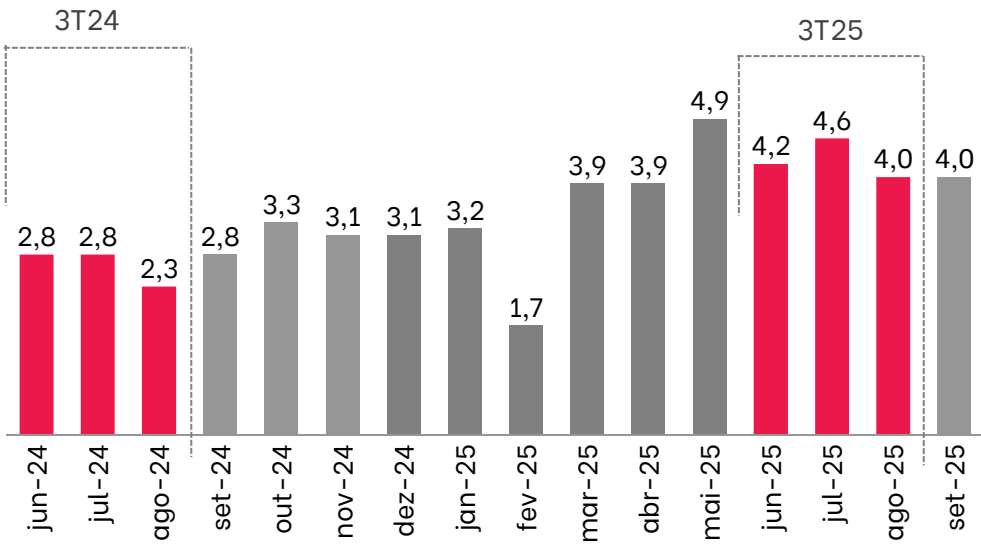
Evolução do Profit Sharing – P&L Virtual

P&L – CrediPronto (R\$ milhões)	3T24	3T25	9M24	9M25
Margem Financeira	99,0	118,7	272,4	347,8
(+) Receita Financeira	403,3	540,4	1.166,0	1.539,2
(-) Despesa Financeira	(304,3)	(421,7)	(893,7)	(1.191,4)
(-) Tributos sobre Vendas	(4,8)	(5,8)	(12,9)	(16,9)
Custos e Despesas	(42,3)	(45,2)	(125,6)	(135,4)
(-) Despesas Itaú	(12,5)	(16,8)	(36,8)	(41,7)
(-) Despesas Olímpia	(14,4)	(16,4)	(41,3)	(50,7)
(-) Comissões Pagas	(13,0)	(10,7)	(27,2)	(33,1)
(-) Seguros e Sinistros	(3,8)	(2,0)	(16,0)	(8,2)
(-) PDD	1,5	0,7	(4,3)	(1,6)
(-) IRPJ/CSLL ¹	(23,4)	(30,5)	(60,3)	(88,0)
(-) Custo de Capital	(12,6)	(12,1)	(36,4)	(39,1)
(=) Resultado líquido	15,9	25,1	37,2	68,5
% Margem Líquida	16%	21%	14%	20%
50% Profit Sharing	8,0	12,6	18,6	34,2
Reconhecimento dos Lucros por período	8,0	12,7	20,1	33,3

¹ 45% para instituições financeiras

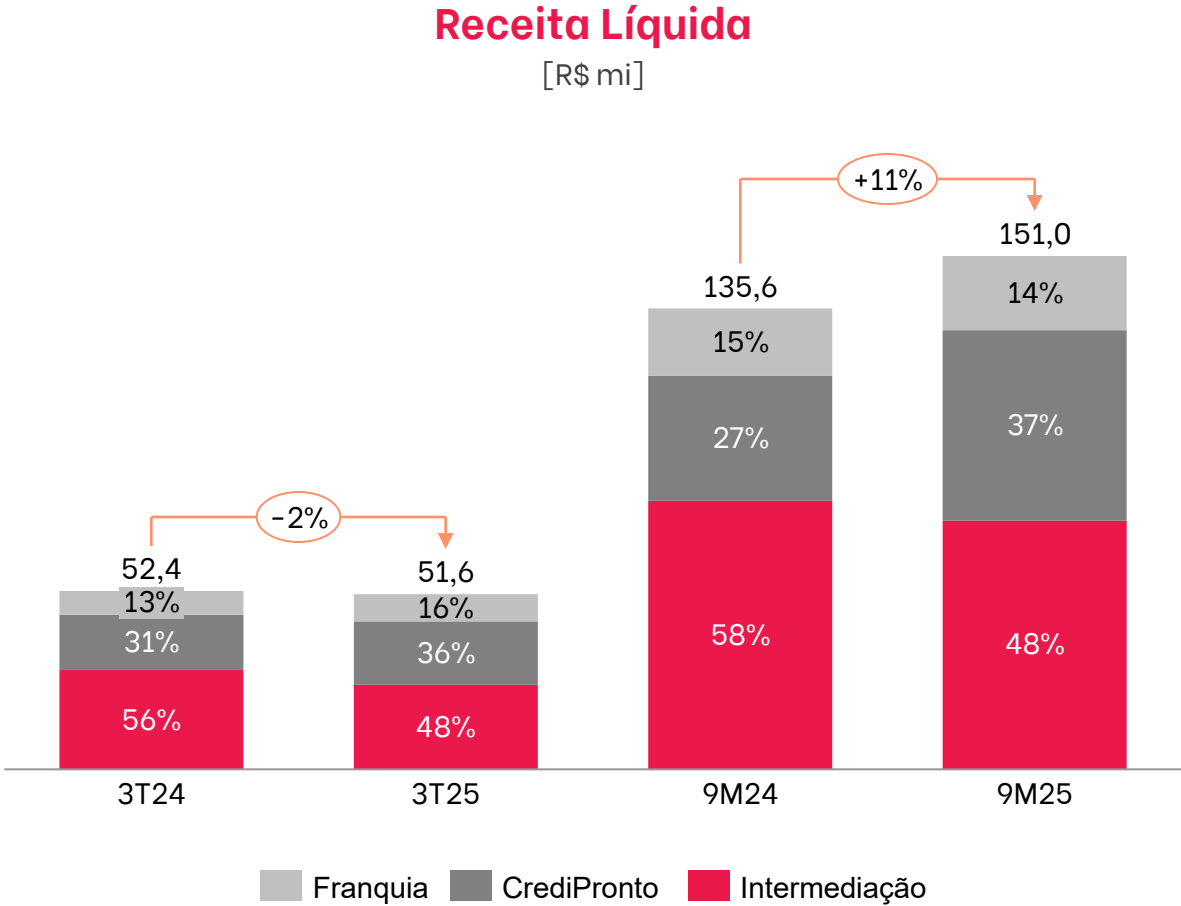
Resultado Líquido Mensal CrediPronto & Reconhecimento nos resultados da LPS Brasil

[R\$ mm]



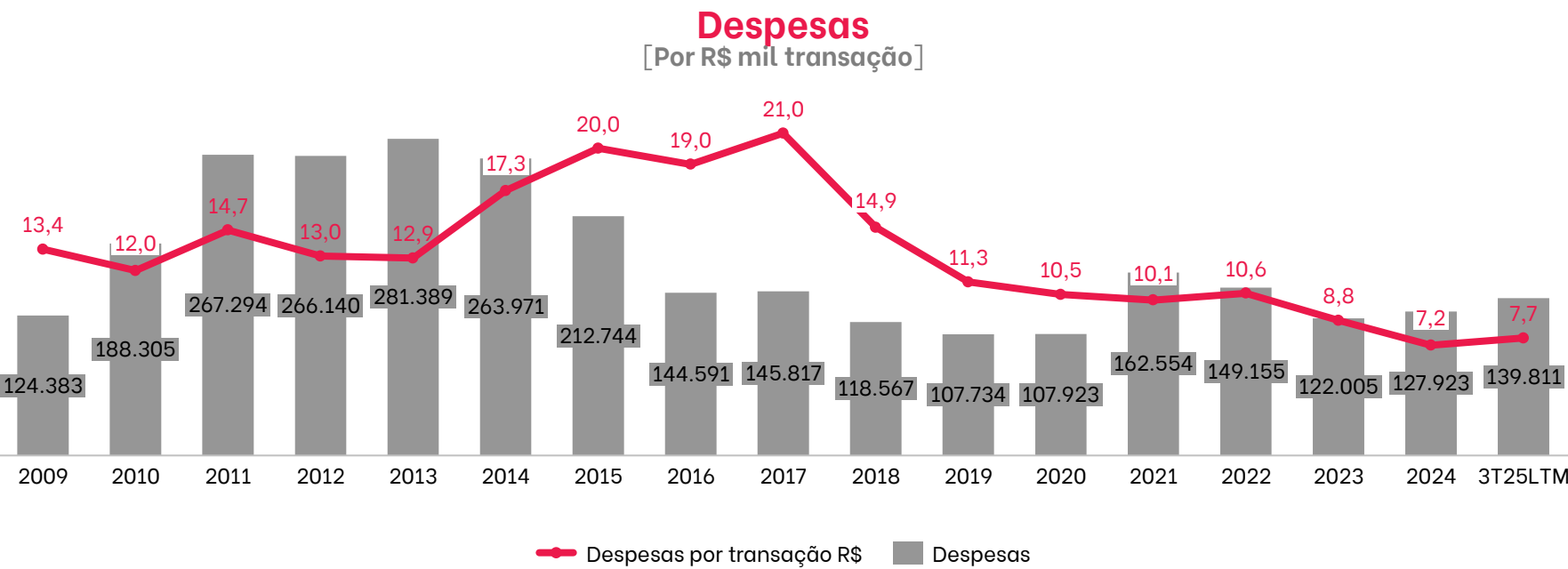
Receita Líquida

A receita líquida da Companhia totalizou **R\$ 51,6 milhões** no 3T25 e **R\$ 151,0 milhões** no 9M25



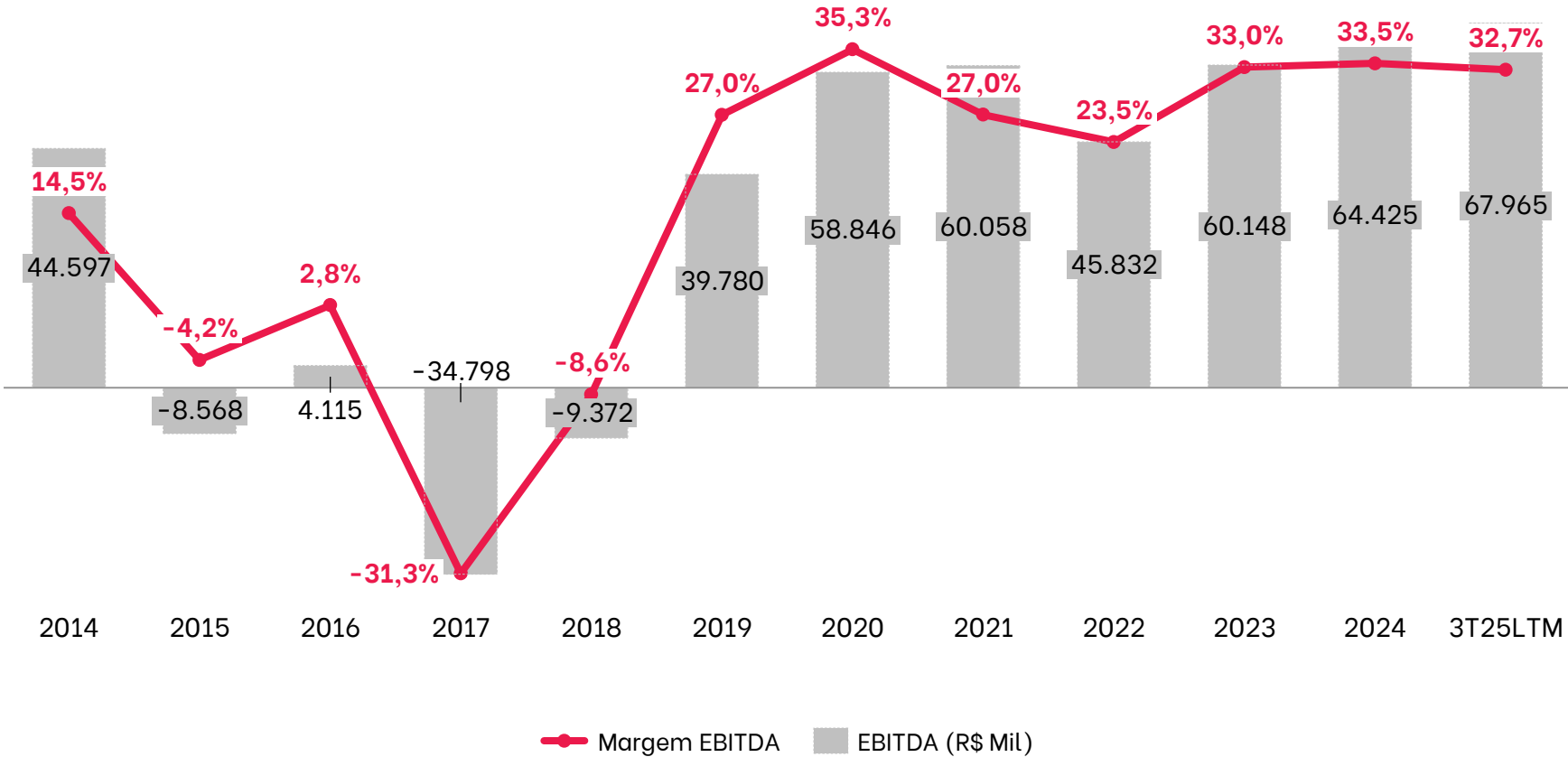
Despesas Operacionais

Despesa por Segmento (em milhões R\$)	3T25	3T24	3T24 x 3T25	9M25	9M24	9M25 x 9M24
Operações Próprias	17,071	17,915	-5%	58,049	52,873	10%
Franquias	2,510	3,809	-34%	7,173	10,679	-33%
CrediPronto	9,060	10,065	-10%	30,325	20,108	51%
TOTAL	28,642	31,790	-10%	95,548	83,660	14%



EBITDA e Margem EBITDA

Companhia focada em sua eficiência operacional



Resultado por Segmento

Resultado 3T25 Antes do IFRS e por Segmento

(R\$ mil)	Intermediação	Franquia	CrediPronto	Consolidado
Receita Bruta de Serviços	27.310	8.537	21.009	56.856
Receita de Serviços Prestados	23.685	8.537	8.335	40.557
Apropriação de Receita da Operação Itaú	3.625	-	-	3.625
Profit Sharing CrediPronto	-	-	12.674	12.674
Receita Operacional Líquida	24.915	8.038	18.604	51.557
(-) Custos e Despesas	(12.458)	(2.510)	(6.848)	(21.816)
(-) Serviços Compartilhados	(4.518)	-	(2.551)	(7.068)
(-) Despesas de Stock Option CPC10	(200)	-	-	(200)
(-) Apropriação de Despesas do Itaú	(238)	-	-	(238)
(+/-) Equivalência Patrimonial	342	-	338	681
(=) EBITDA	7.844	5.527	9.544	22.915
Margem EBITDA	31,5%	68,8%	51,3%	44,4%
(-) Depreciações e amortizações	(4.172)	(89)	(45)	(4.306)
(+/-) Resultado Financeiro	2.765	45	(17)	2.793
(-) Imposto de renda e contribuição social	(1.299)	(951)	(1.580)	(3.830)
(=) Lucro Líquido Antes do IFRS	5.138	4.533	7.901	17.572
Margem Líquida Antes IFRS	20,6%	56,4%	42,5%	34,1%
Sócios não controladores				(1.924)
(=) Lucro Líquido Atribuível aos Controladores Antes IFRS				15.648
Margem Líquida Controladores Antes IFRS				30,4%

* Consideramos o Lucro Líquido ajustado por efeitos não caixa com IFRS 3 (Combinação de Negócios) o indicador de Lucro mais apurado para medir a performance da Companhia.

Resultado por Segmento

Resultado 9M25 Antes do IFRS e por Segmento

(R\$ mil)	Intermediação	Franquia	CrediPronto	Consolidado
Receita Bruta de Serviços	80.295	23.164	63.490	166.949
Receita de Serviços Prestados	69.420	23.164	30.200	122.784
Apropriação de Receita da Operação Itaú	10.875	-	-	10.875
Profit Sharing CrediPronto	-	-	33.289	33.289
Receita Operacional Líquida	73.211	21.821	55.996	151.029
(-) Custos e Despesas	(44.507)	(7.173)	(24.372)	(76.051)
(-) Serviços Compartilhados	(12.862)	-	(7.682)	(20.543)
(-) Despesas de Stock Option CPC10	(608)	-	-	(608)
(-) Apropriação de Despesas do Itaú	(715)	-	-	(715)
(+/-) Equivalência Patrimonial	642	-	1.728	2.370
(=) EBITDA	15.161	14.648	25.671	55.481
Margem EBITDA	20,7%	67,1%	45,8%	36,7%
(-) Depreciações e amortizações	(12.659)	(279)	(346)	(13.284)
(+/-) Resultado Financeiro	6.978	132	(194)	6.915
(-) Imposto de renda e contribuição social	(3.118)	(2.615)	(5.571)	(11.304)
(=) Lucro Líquido Antes do IFRS	6.361	11.887	19.560	37.808
Margem Líquida Antes IFRS	8,7%	54,5%	34,9%	25,0%
Sócios não controladores				(5.172)
(=) Lucro Líquido Atribuível aos Controladores Antes IFRS				32.636
Margem Líquida Controladores Antes IFRS				21,6%

* Consideramos o Lucro Líquido ajustado por efeitos não caixa com IFRS 3 (Combinação de Negócios) o indicador de Lucro mais apurado para medir a performance da Companhia.

Impactos IFRS

[R\$ mil]

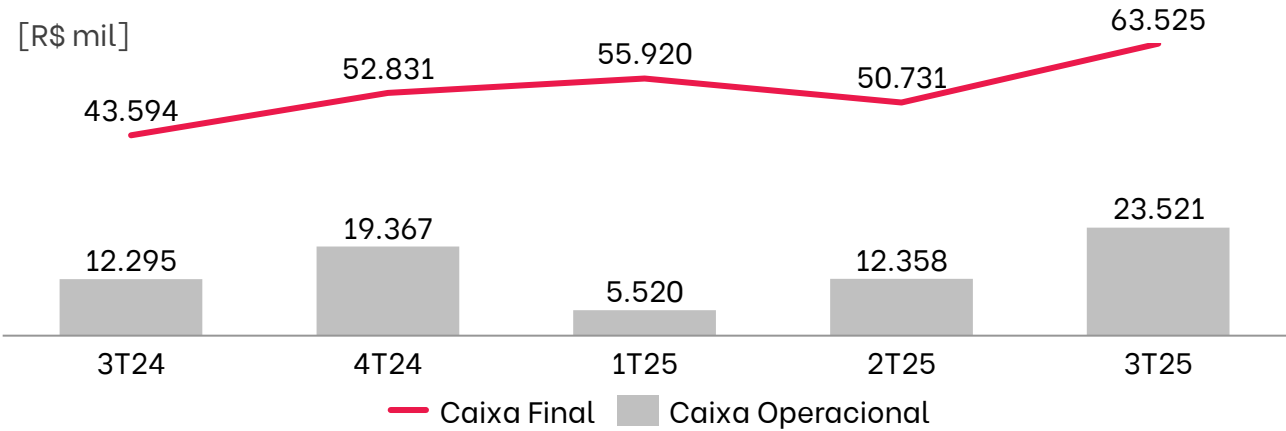
Descrição	Antes do IFRS	3T25		Após IFRS	Antes do IFRS	9M25		Após IFRS	
		Efeitos do IFRS				Efeitos do IFRS*			
Receita Operacional Líquida	51.557	-		51.557	151.029	-		151.029	
Custos e Despesas	(28.642)	-		(28.642)	(95.548)	-		(95.548)	
Depreciação e amortização	(4.306)	(434)		(4.740)	(13.284)	(1.301)		(14.585)	(1)
Resultado Financeiro	2.793	2.666		5.459	6.915	8.530		15.445	(2)
Lucro Operacional	21.402	2.232		23.634	49.112	7.229		56.341	
Imposto de Renda e Contribuição Social	(3.830)	(510)		(4.340)	(11.304)	(2.530)		(13.834)	(3)
Lucro Líquido	17.572	1.722		19.294	37.808	4.699		42.507	
Acionistas não controladores	(1.924)	(46)		(1.970)	(5.172)	280		(4.892)	(4)
Lucro Líquido Controladora	15.648	1.676		17.324	32.636	4.979		37.615	

- (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]	3T24	3T25	Variação
Saldo de Disponibilidades Inicial	21.997	50.731	131%
Das Operações	12.295	23.521	91%
Das Atividades de Investimento	14.963	(6.499)	-143%
Das Atividades de Financiamento	(5.661)	(4.228)	25%
Saldo de Disponibilidades Final	43.594	63.525	46% ↑
Aplicações Financeiras (AF)	21.473	24.120	12%
Saldo de Disponibilidades Após AF	65.067	87.645	35% ↑

+10,3 milhões de ações disponíveis em tesouraria em 30/09/2025

Q&A



Obrigado

LPSBrasil

Equipe de Relações com Investidores

- | | |
|----------------------|--------------------|
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| • Gabriel Carvalho | Gerente de RI |
| • Natália Cantagallo | Coordenadora de RI |

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3Q25 Results Presentation

Presenters:

Marcos Lopes – CEO

Francisco Lopes Neto – COO

Cyro Naufel – IRO

Robson Paim – CFO



LPSBrasil

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3Q25 Highlights



Net Revenue

R\$ 51.6 mn in 3Q25 | **-2%** vs. 3Q24
R\$ 151.0 mn in 9M25 | **+11%** vs. 9M24



CrediPronto Portfolio Balance

R\$ 17.9 bn in 3Q25 | **+13%** vs. 3Q24



EBITDA

R\$ 22.9 mn in 3Q25 | **+11%** vs. 3Q24
R\$ 55.5 mn in 9M25 | **+7%** vs. 9M24



CrediPronto Profit Sharing

R\$ 12.7 mn in 3Q25 | **+58%** vs. 3Q24
R\$ 33.3 mn in 9M25 | **+66%** vs. 9M24



Net Income Controlling ex-IFRS

R\$ 15.6 mn in 3Q25 | **+43%** vs. 3Q24
R\$ 32.6 mn in 9M25 | **+54%** vs. 9M24

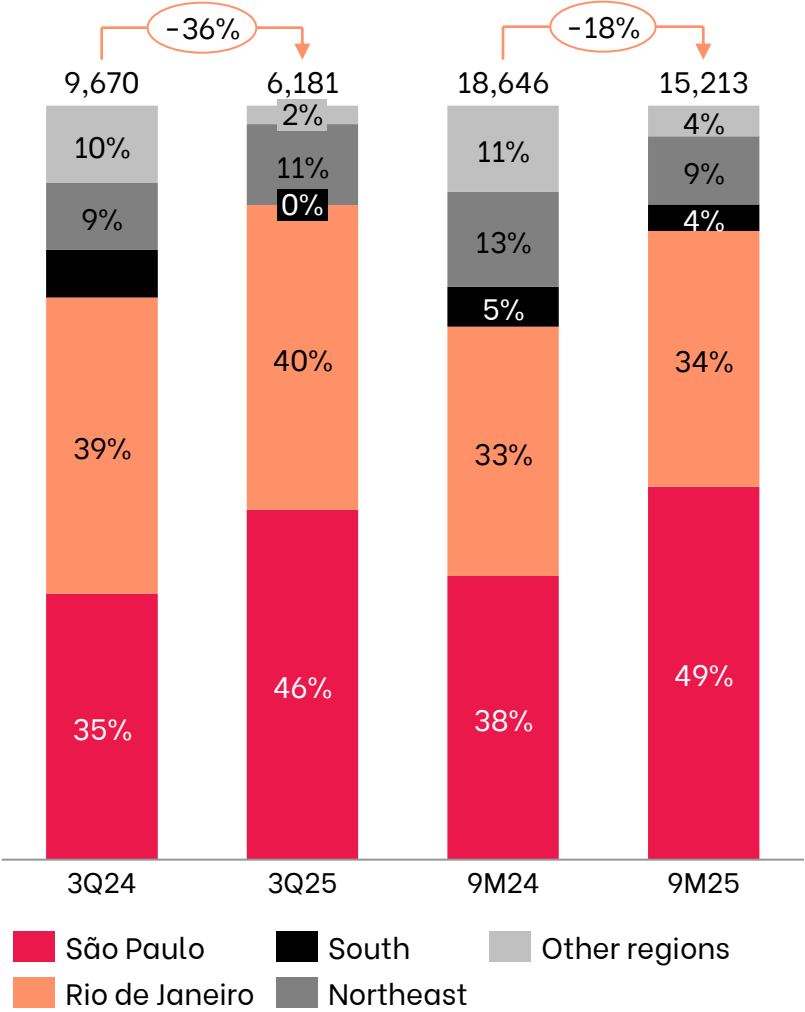


Cash and Equivalents Generation

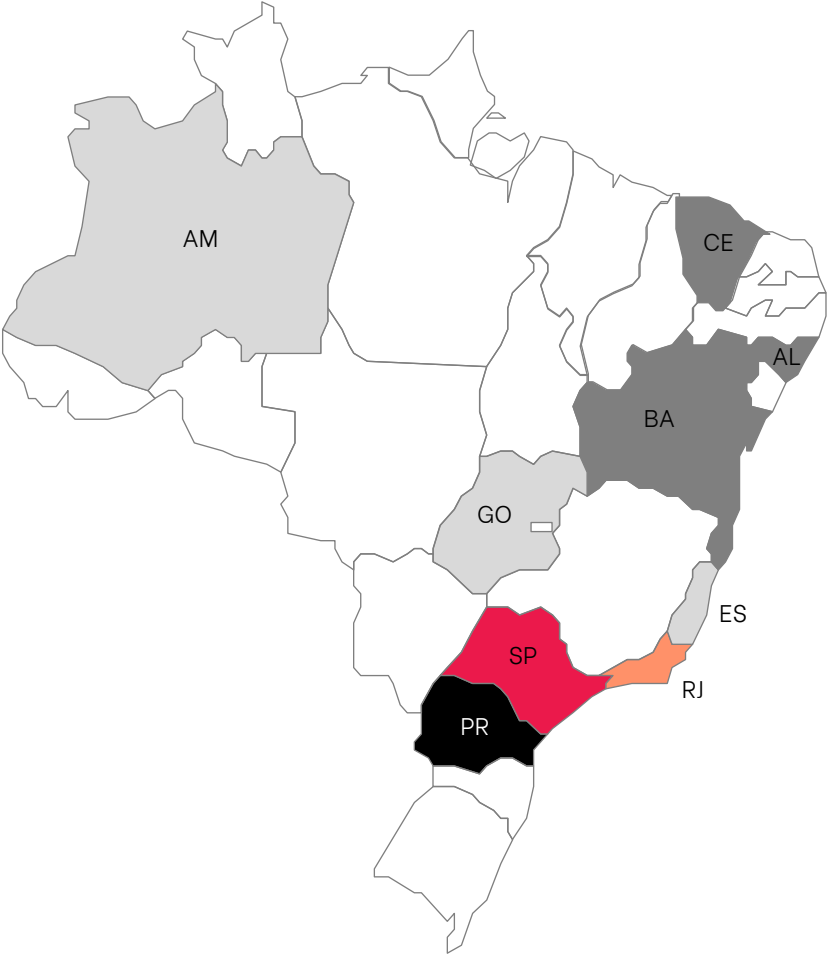
+ R\$ 17.1 mn in 3Q25
+ R\$ 11.2 mn in 9M25

Lopes Launches

Lopes participated of **33 projects** in the 3Q25, totaled **95 projects** in 9M25

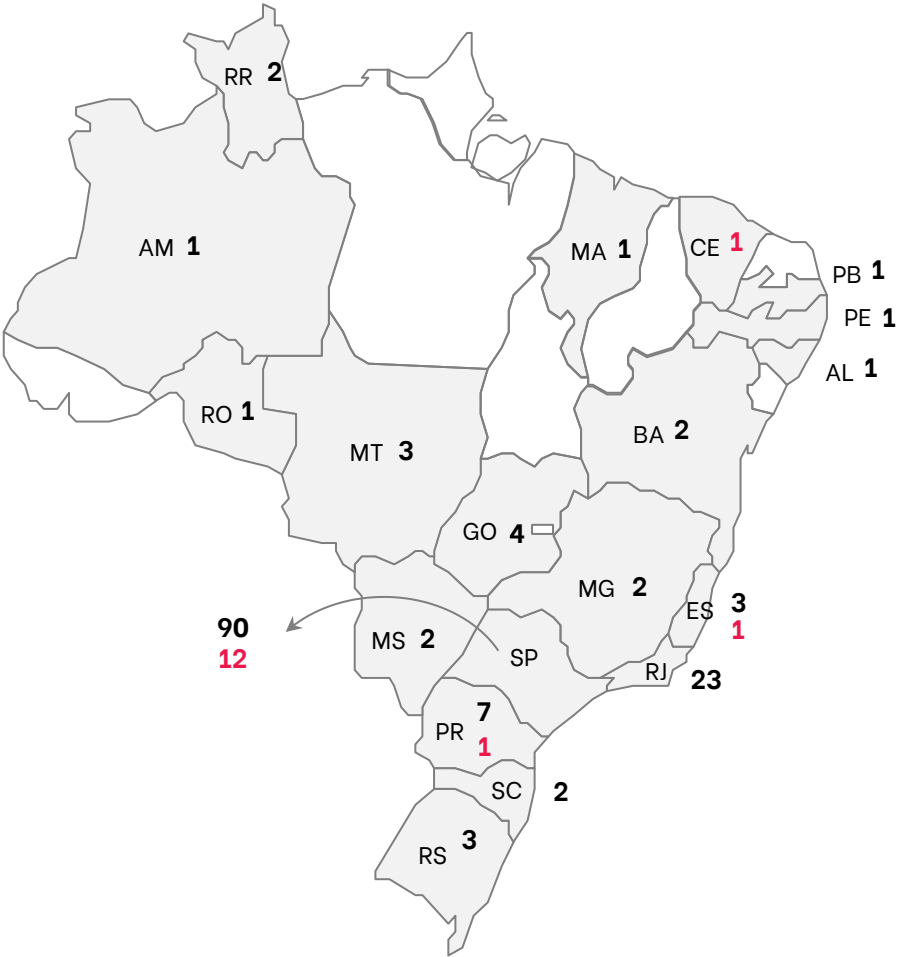
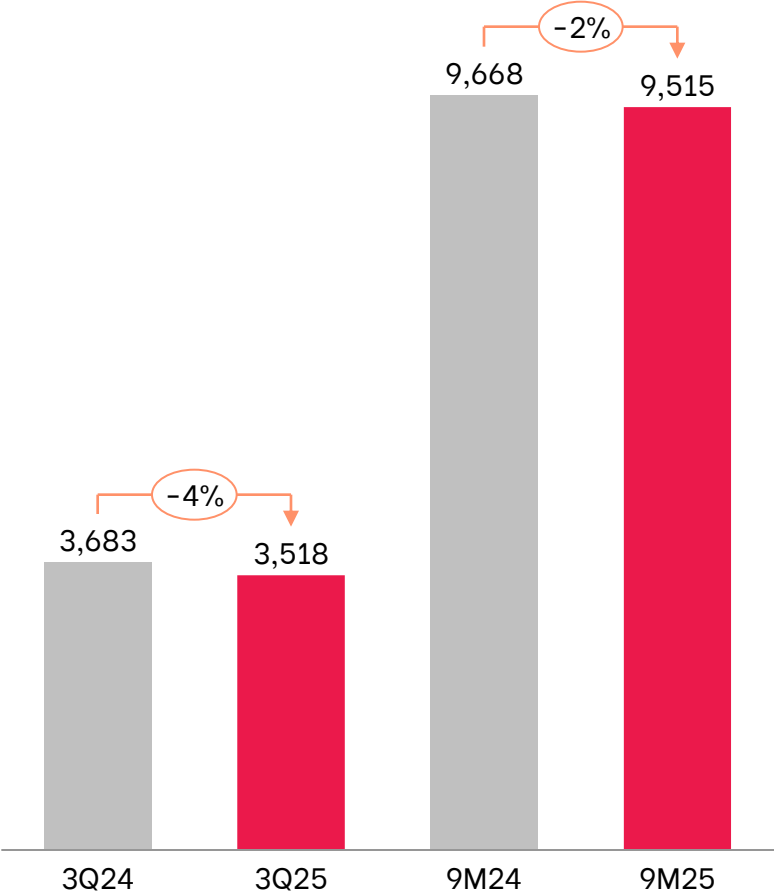


States with Launches in 9M25



Lopes Intermediation

Intermediation reached **R\$ 3.5 billion** in the 3Q25 and **R\$ 9.5 billion** in 9M25.

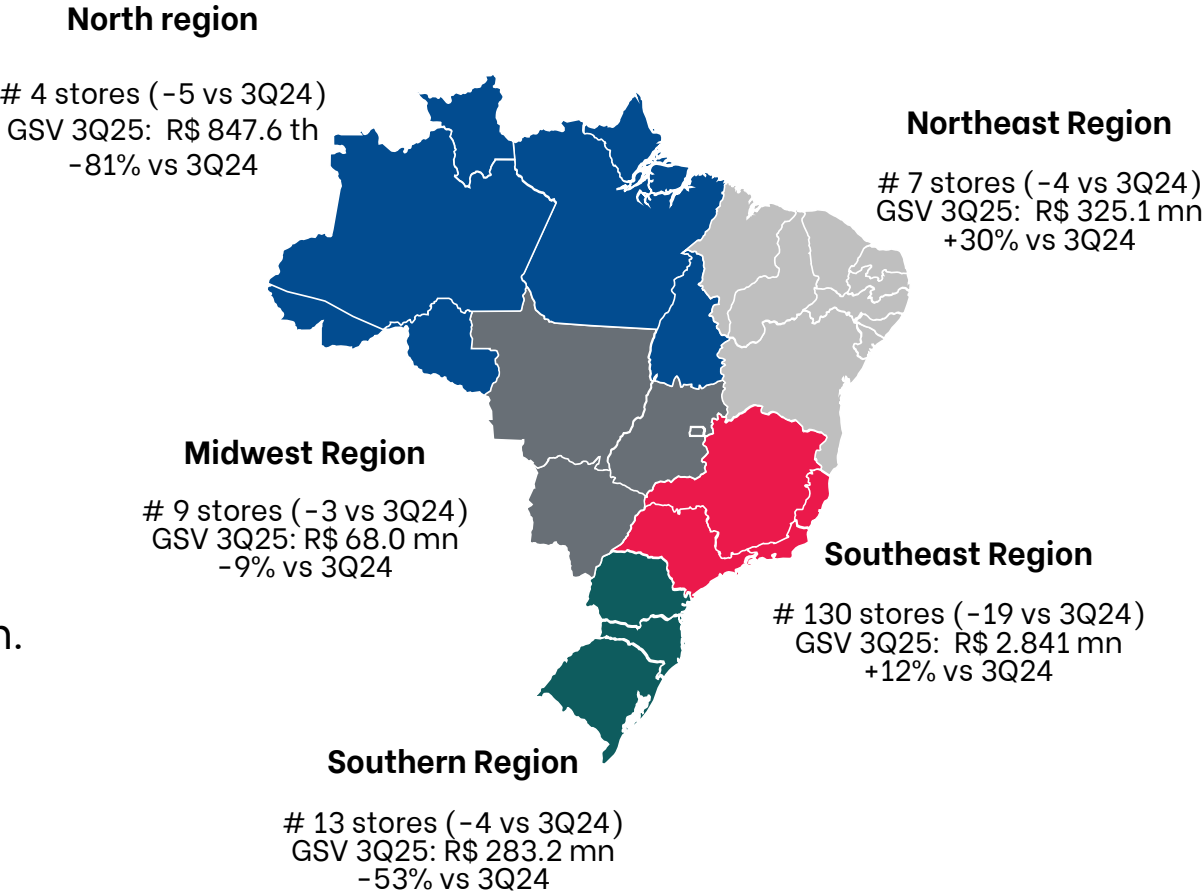


163 Stores

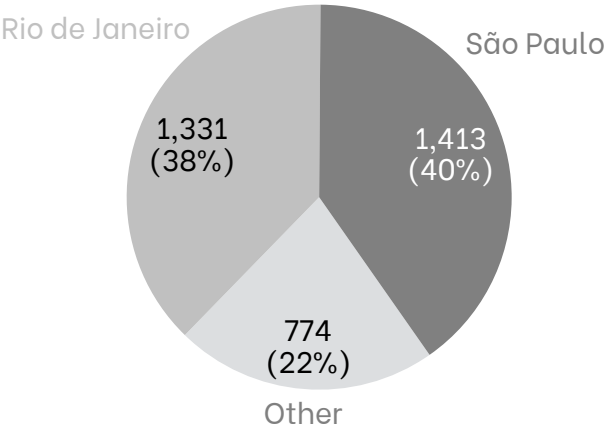
148 Franchises
15 Own Operations

Lopes Intermediation

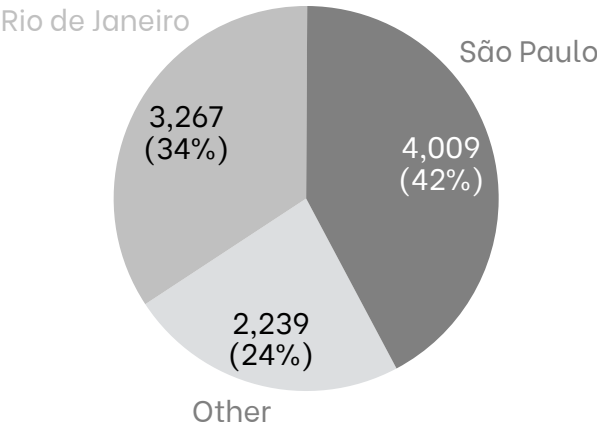
Performance by region
Lopes' most relevant market remains the Southeastern region. with SP and RJ standing out



GSV 3Q25

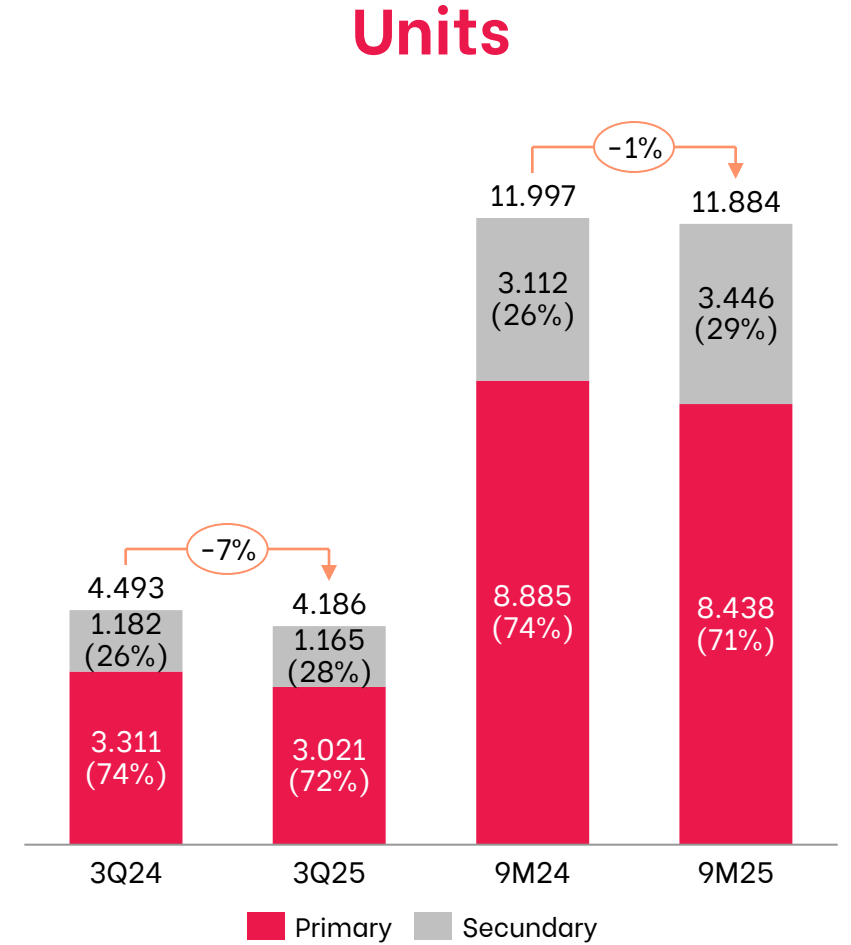
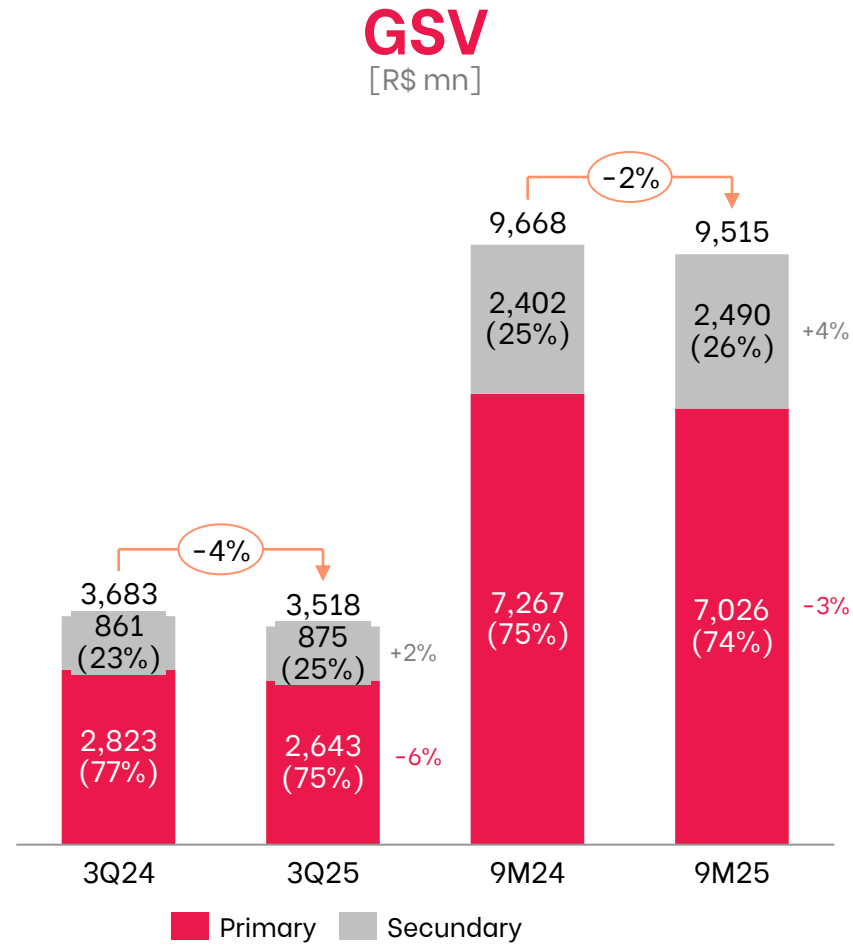


GSV 9M25



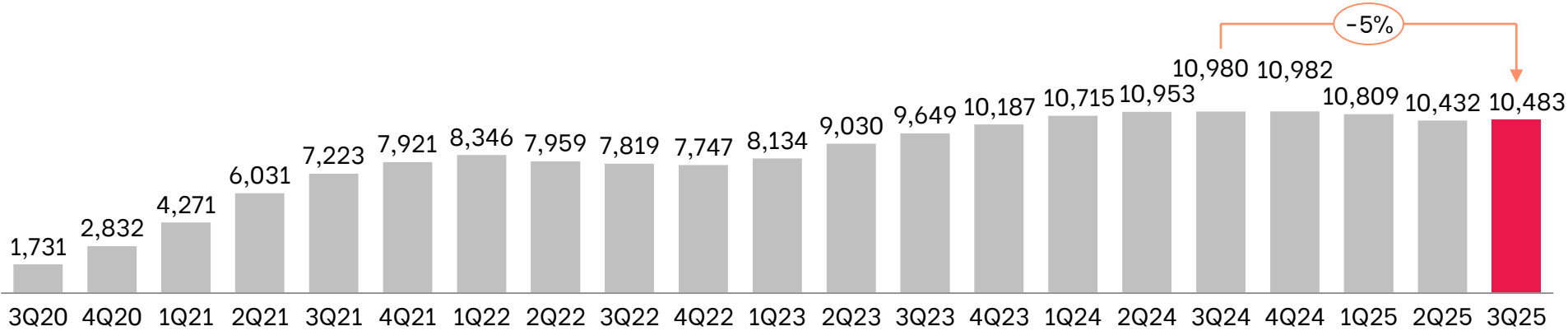
Lopes Intermediation

Intermediation in the primary market added to **R\$ 2.6 billion** and **R\$ 875 million** on the secondary market in the 3Q25



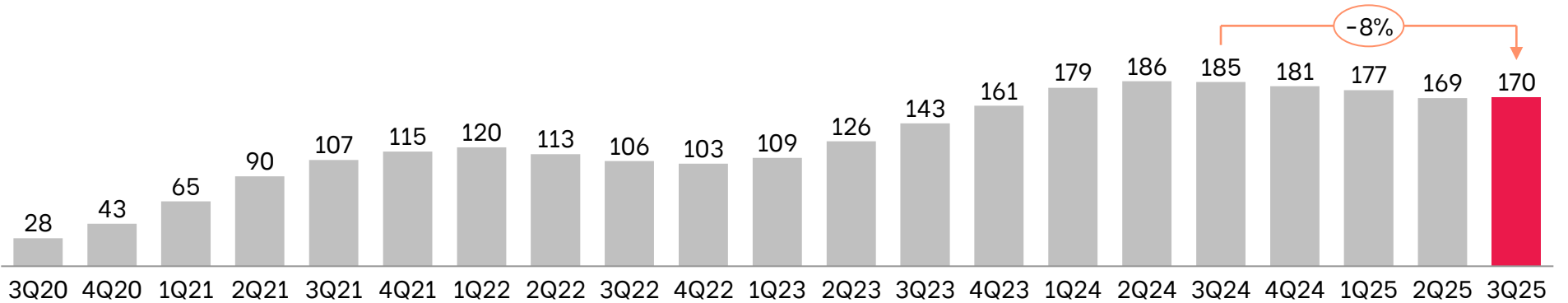
Website Organic Sessions - LTM

[thousand]



Leads from Organic Search - Website LTM

[thousand]



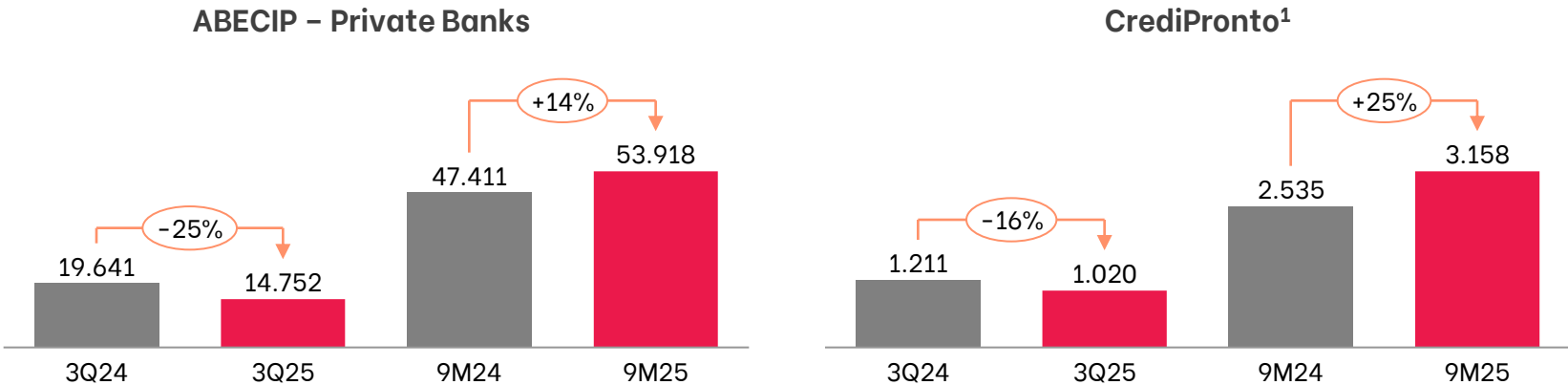
CrediPronto

Average portfolio balance of R\$ 17.9 billion

Lopes holds 50% of the CrediPronto portfolio

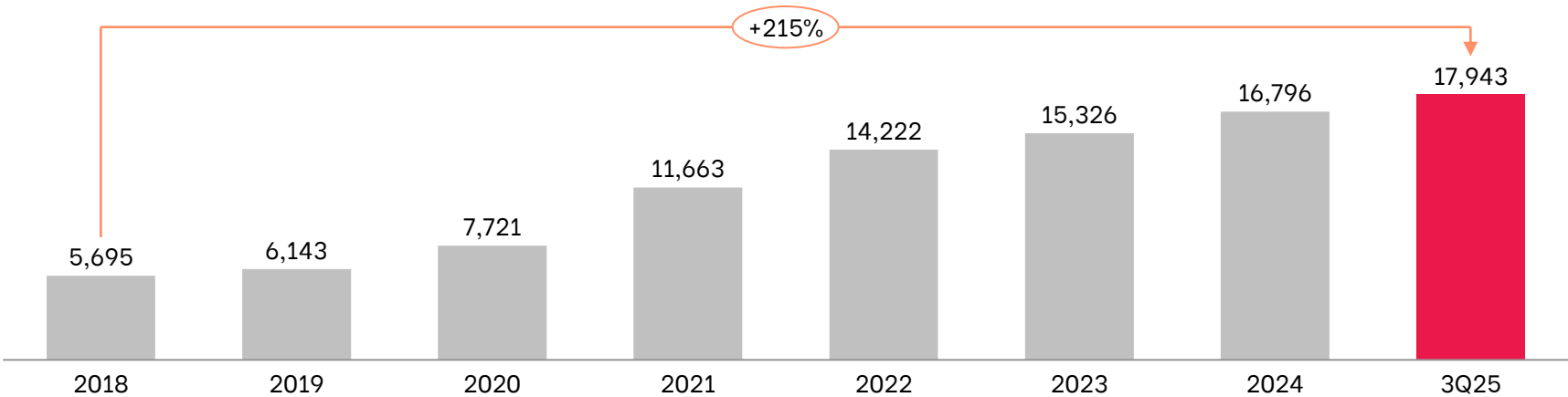
Mortgage Volume

[R\$ mn]



Average portfolio balance

[R\$ mn]



¹ Market share of 6.9%. between private banks in 3Q25.

CrediPronto

The real estate financing market has resumed the pace of originations

Highlights 3Q25



R\$ 1.020 million of mortgage volume
-16% vs. 3Q24



1.939 new contracts
-25% vs. 3Q24



Average LTV 60%
Average rate 12,7%



Average months of 361 months

Highlights 9M25



R\$ 3.158 million of mortgage volume
+25% vs. 9M24



6.637 new contracts
+36% vs. 9M24



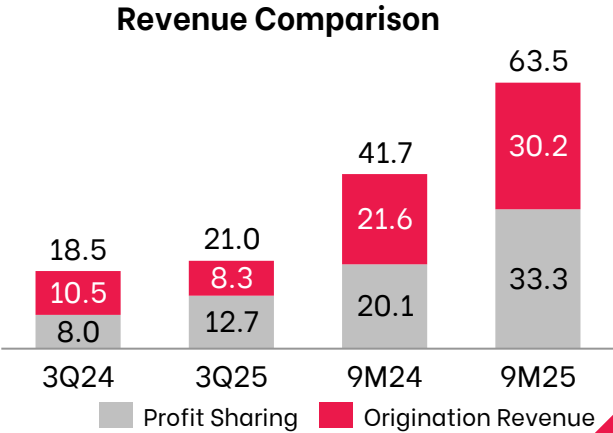
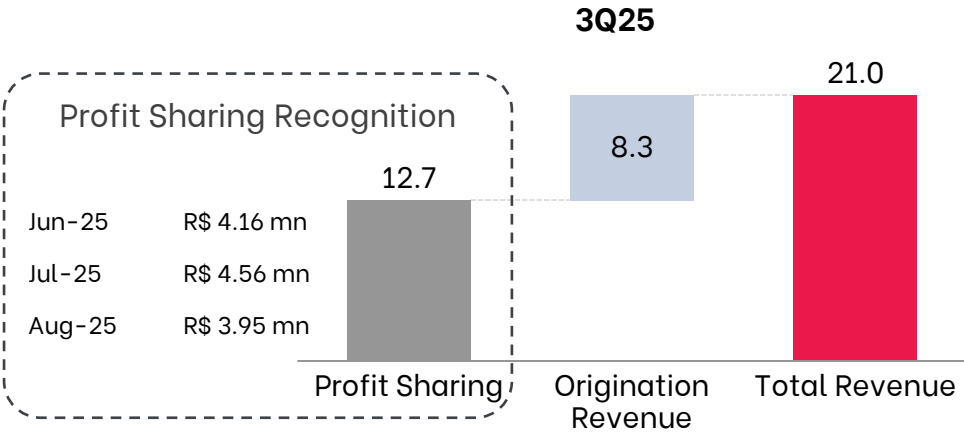
Average LTV 60%
Average rate 12,4%



Average months of 362 months

Gross Revenue Composition

[R\$ mn]



CrediPronto

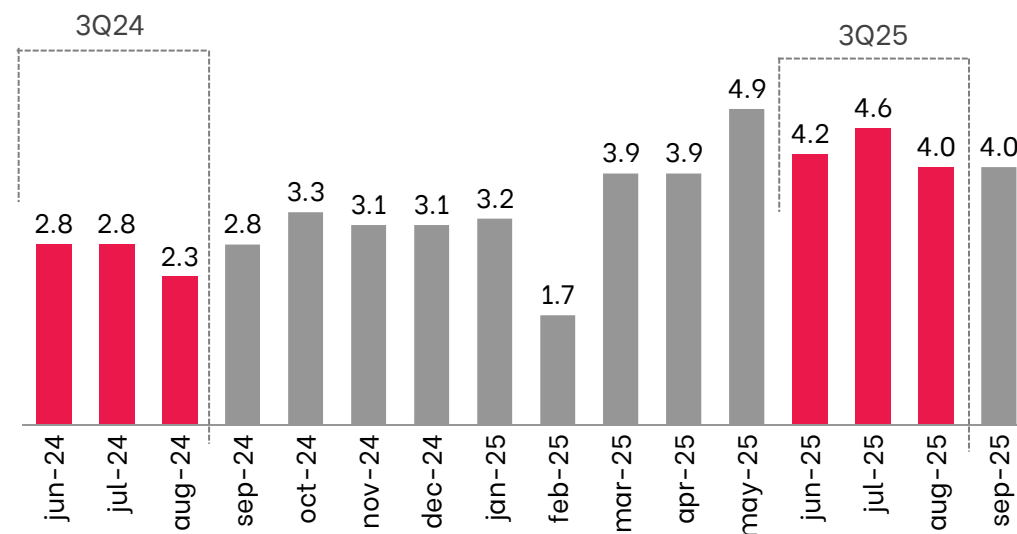
Profit Sharing Composition

P&L - CrediPronto (R\$ million)	3Q24	3Q25	9M24	9M25
Financial Margin	99	118.7	272.4	347.8
(+) Financial Revenue	403.3	540.4	1166	1539.2
(-) Financial Expenses	(304.3)	(421.7)	(893.7)	(1191.4)
(-) Sales taxes	(4.8)	(5.8)	(12.9)	(16.9)
Costs and Expenses	(42.3)	(45.2)	(125.6)	(135.4)
(-) Backoffice Expenses	(12.5)	(16.8)	(36.8)	(41.7)
(-) Sales Expenses	(14.4)	(16.4)	(41.3)	(50.7)
(-) Commissions paid	(13)	(10.7)	(27.2)	(33.1)
(-) Insurance and claims (+/-)	(3.8)	(2)	(16)	(8.2)
(-) ADA	1.5	0.7	(4.3)	(1.6)
(-) Income and Social Contribution Taxes ¹	(23.4)	(30.5)	(60.3)	(88)
(-) Cost of Capital	(12.6)	(12.1)	(36.4)	(39.1)
(=) Net Result	15.9	25.1	37.2	68.5
% Net Margin	16%	21%	14%	20%
50% Profit Sharing	8	12.6	18.6	34.2
Profit recognition by period	8	12.7	20.1	33.3

¹ Rate of 45% for Financial Institutions

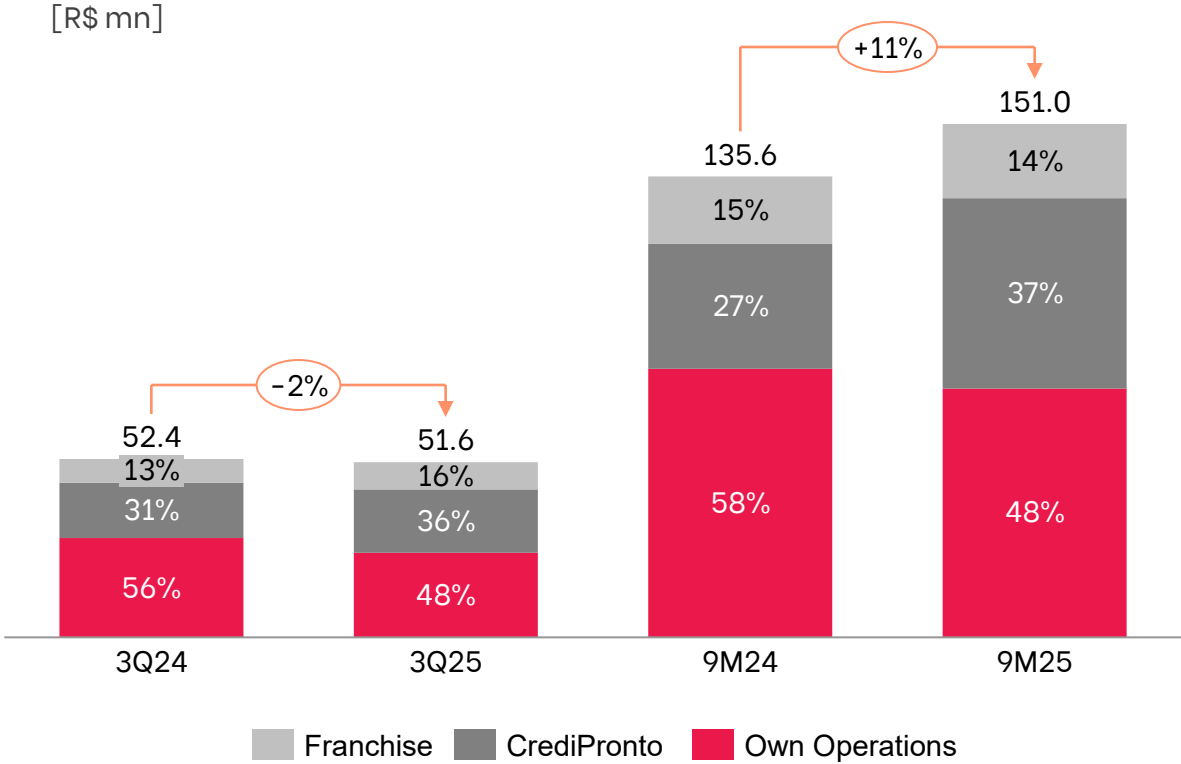
CrediPronto Monthly Net Result Recognition

[R\$ mn]



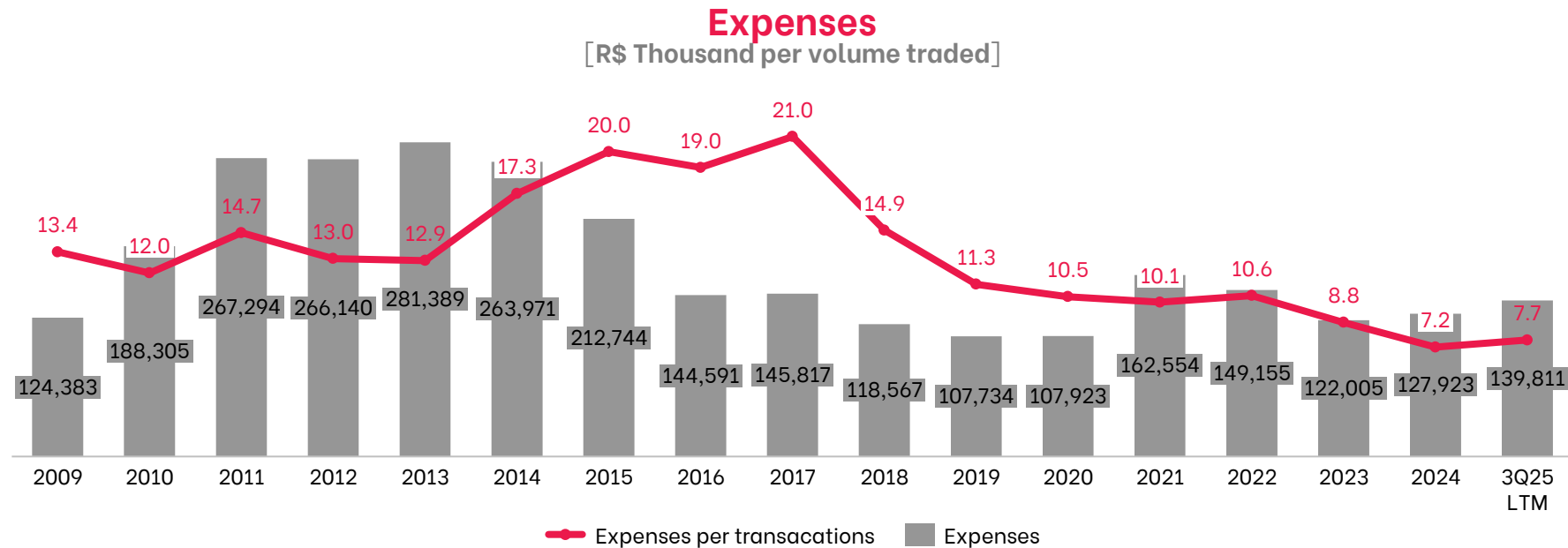
Net Revenue

Lopes's net revenue totaled **R\$ 51.6 million** in the 3Q25 and **R\$ 151.0 million** in the 9M25



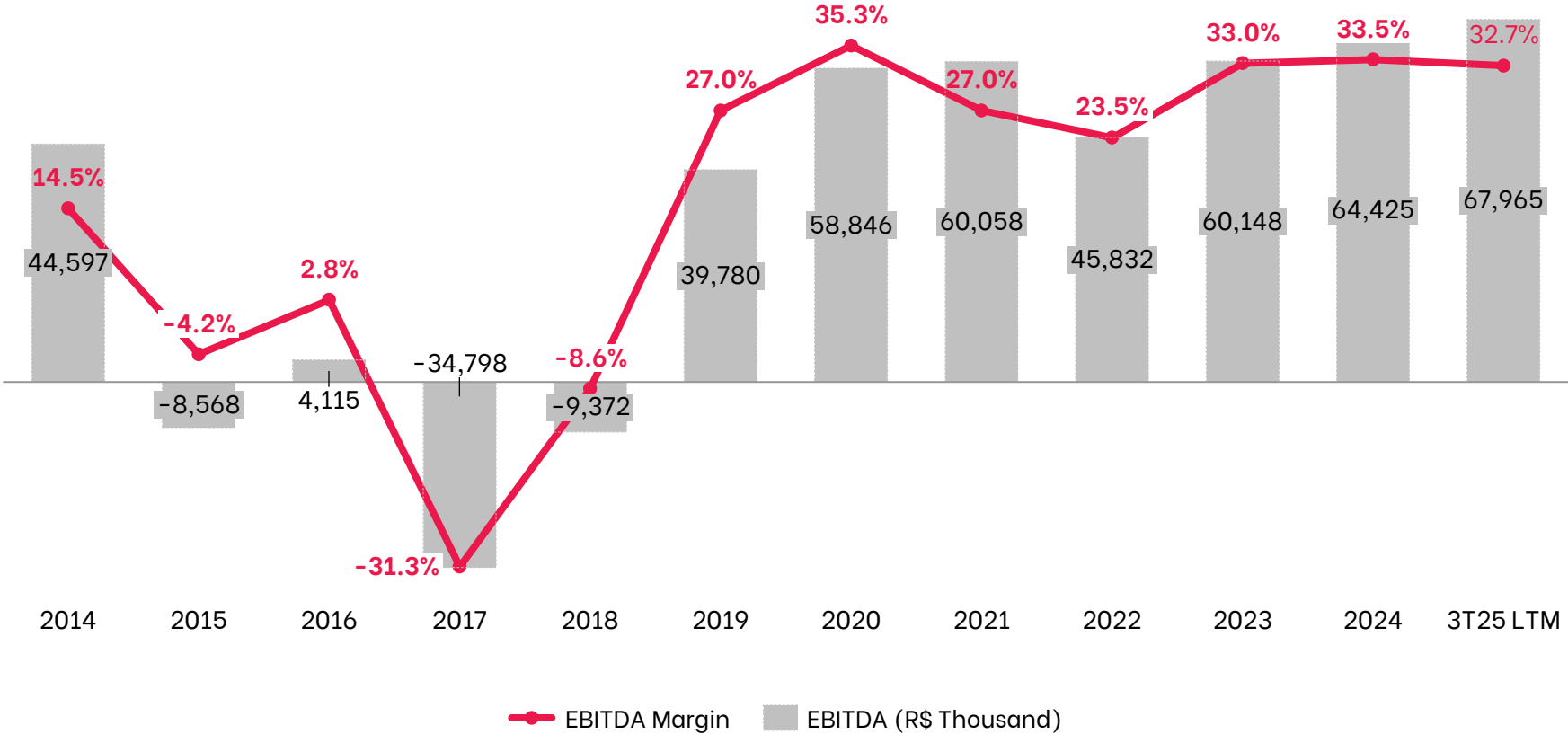
Costs and Expenses

Expenses by Segments (R\$ million)	3Q25	3Q24	3Q24 x 3Q25	9M25	9M24	9M25 x 9M24
Own Operations	17.071	17.915	-5%	58.049	52.873	10%
Franchises	2.510	3.809	-34%	7.173	10.679	-33%
CrediPronto	9.060	10.065	-10%	30.325	20.108	51%
TOTAL	28.642	31.790	-10%	95.548	83.660	14%



EBITDA & EBITDA Margin

Company focused on its operational efficiency



Segment Results

3Q25 Results Before IFRS by Segment

(R\$ thousand)	Brokerage	Franchise	CrediPronto	Consolidated
Gross Service Revenue	27,310	8,537	21,009	56,856
Revenue from Services Rendered	23,685	8,537	8,335	40,557
Revenue to Accrue from Itaú Operations	3,625	-	-	3,625
Profit Sharing	-	-	12,674	12,674
Net Operating Revenue	24,915	8,038	18,604	51,557
(-) Costs and Expenses	(12,458)	(2,510)	(6,848)	(21,816)
(-) Shared Services	(4,518)	-	(2,551)	(7,068)
(-) Stock Option Expenses CPC10	(200)	-	-	(200)
(-) Expenses to Accrue from Itaú	(238)	-	-	(238)
(+/-) Equity Equivalence	342	-	338	681
(=) EBITDA	7,844	5,527	9,544	22,915
EBITDA Margin	31.50%	68.80%	51.3%	44.40%
(-) Depreciation and amortization	(4,172)	(89)	(45)	(4,306)
(+/-) Financial Result	2,765	45	-	2,793
(-) Income tax and social contribution	(1,299)	(951)	(1,580)	(3,830)
(=) Net income before IFRS	5,138	4,533	7,901	17,572
Net Margin before IFRS	20.6%	56.4%	42.5%	34.1%
(-) Non-controlling Shareholders				(1,924)
(=) Net Income Attributable to Controlling Shareholders				15,648
Net Margin Controlling Shareholders				30.4%

*We consider the net income adjusted by non cash IFRS 3 effects (Business Combination) the best net income indicator.

Segment Results

9M25 Results Before IFRS by Segment

(R\$ thousand)	Brokerage	Franchise	CrediPronto	Consolidated
Gross Service Revenue	80,295	23,164	63,490	166,949
Revenue from Services Rendered	69,420	23,164	30,200	122,784
Revenue to Accrue from Itaú Operations	10,875	-	-	10,875
Profit Sharing	-	-	33,289	33,289
Net Operating Revenue	73,211	21,821	55,996	151,029
(-) Costs and Expenses	(44,507)	(7,173)	(24,372)	(76,051)
(-) Shared Services	(12,862)	-	(7,682)	(20,543)
(-) Stock Option Expenses CPC10	(608)	-	-	(608)
(-) Expenses to Accrue from Itaú	(715)	-	-	(715)
(+/-) Equity Equivalence	642	-	1,728	2,370
(=) EBITDA	15,161	14,648	25,671	55,481
EBITDA Margin	20.7%	67.1%	45.8%	36.7%
(-) Depreciation and amortization	(12,659)	(279)	(346)	(13,284)
(+/-) Financial Result	6,978	132	(194)	6,915
(-) Income tax and social contribution	(3,118)	(2,615)	(5,571)	(11,304)
(=) Net income before IFRS	6,361	11,887	19,560	37,808
Net Margin before IFRS	8.69%	54.5%	34.9%	25%
(-) Non-controlling Shareholders				(5,172)
(=) Net Income Attributable to Controlling Shareholders				32,636
Net Margin Controlling Shareholders				21,6%

*We consider the net income adjusted by non cash IFRS 3 effects (Business Combination) the best net income indicator.

IFRS Impacts

R\$ Thousand

Description	Before IFRS	3Q25	
		IFRS Effects*	After IFRS
Net Revenue	51,557	-	51,557
Costs and Expenses	(28,642)	-	(28,642)
Depreciation and Amortization	(4,306)	(434)	(4,740)
Financial Result	2,793	2,666	5,459
Operational Profit	21,402	2,232	23,634
Income tax and social contribution	(3,830)	(510)	(4,340)
Net Income	17,572	1,722	19,294
Non-controlling Shareholders	(1,924)	(46)	(1,970)
Net Income Controlling Shareholders	15,648	1,676	17,324

Description	Before IFRS	9M25		
		IFRS Effects*	After IFRS	
Net Revenue	151,029	-	151,029	
Costs and Expenses	(95,548)	-	(95,548)	
Depreciation and Amortization	(13,284)	(1,301)	(14,585)	(1)
Financial Result	6,915	8,530	15,445	(2)
Operational Profit	49,112	7,229	56,341	
Income tax and social contribution	(11,304)	(2,530)	(13,834)	(3)
Net Income	37,808	4,699	42,507	
Non-controlling Shareholders	(5,172)	280	(4,892)	(4)
Net Income Controlling Shareholders	32,636	4,979	37,615	

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

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

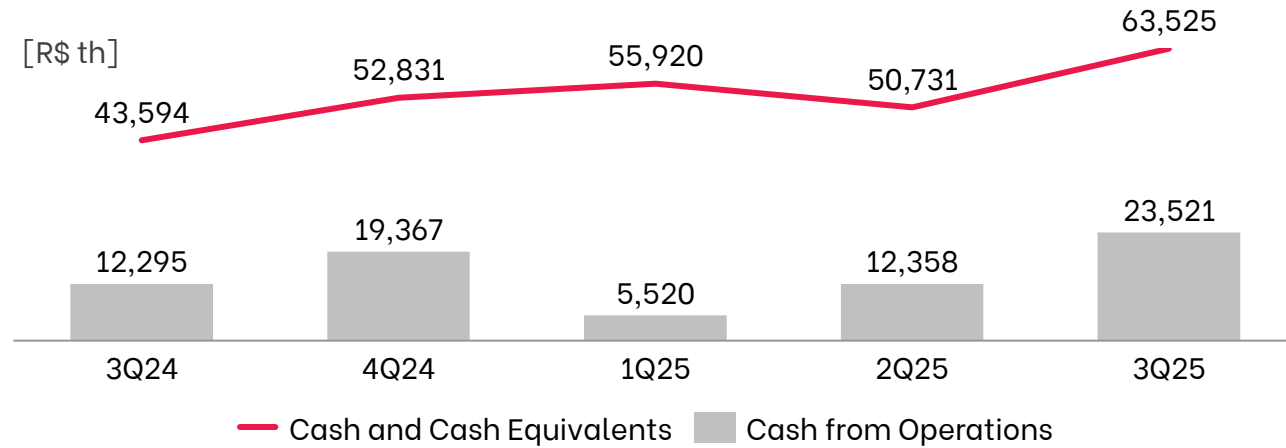
(3) Deferred income tax on intangible assets of LPS Brasil;

(4) Effects related to deferred income tax and amortization of intangible assets at inn-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]	3Q24	3Q25	Variation
Cash and Cash Equivalents (BoP)	21,997	50,731	131%
From Operations	12,295	23,521	91%
From Investment Activities	14,963	(6,499)	-143%
From Financing Activities	(5,661)	(4,228)	25%
Cash and Cash Equivalents (EoP)	43,594	63,525	46% 
Financial Investments (FI)	21,473	24,120	12%
Cash and Cash Equivalents After FI	65,067	87,645	35% 

+10.3 million shares from the buyback program in September 30th 2025

Q&A



Thank you

LPSBrasil

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