

Apresentação de Resultados 4T25 e 2025

Apresentação:

Marcos Lopes - CEO

Francisco Lopes Neto - COO

Cyro Naufel - DRI

Robson Paim - CFO



LPSBrasil

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Esta apresentação não constitui uma oferta, convite ou pedido de qualquer forma, para a subscrição ou compra de ações ou qualquer outro instrumento financeiro, nem esta apresentação ou qualquer informação aqui contida formam a base de qualquer tipo de contrato ou compromisso.

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A LPS acredita que, baseada nas informações atualmente disponíveis para os seus Administradores, as expectativas e hipóteses refletidas nas afirmações acerca do futuro são razoáveis. Também, a LPS não pode garantir eventos ou resultados futuros, bem como expressamente nega qualquer obrigação de atualizar qualquer previsões futuras aqui presentes.

Destques 2025



VGX Intermediado Total

R\$ 12,9 bi em 2025 | **-6%** vs. 2024



Carteira CrediPronto

R\$ 18,5 bi em 2025 | **+10%** vs. 2024



Profit Sharing

R\$ 46,1 mm em 2025 | **+57%** vs. 2024



Receita Líquida

R\$ 203,1 mm em 2025 | **+6%** vs. 2024



EBITDA

R\$ 69,6 mm em 2025 | **+8%** vs. 2024

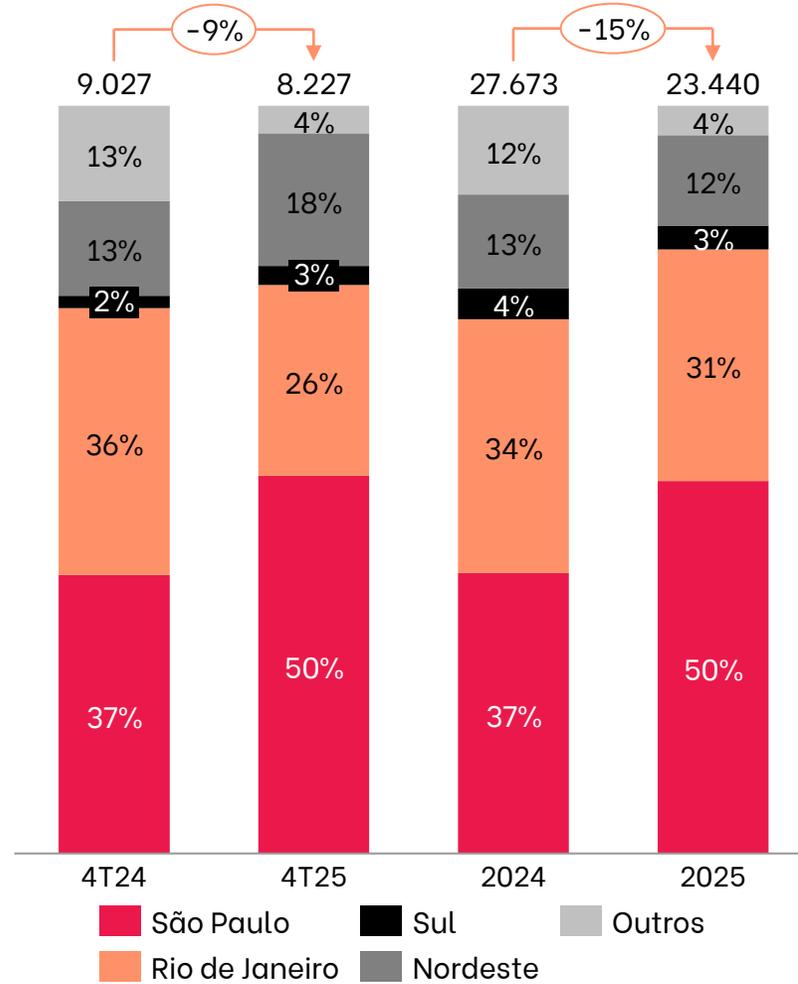


Lucro Líquido Controladora Pós IFRS

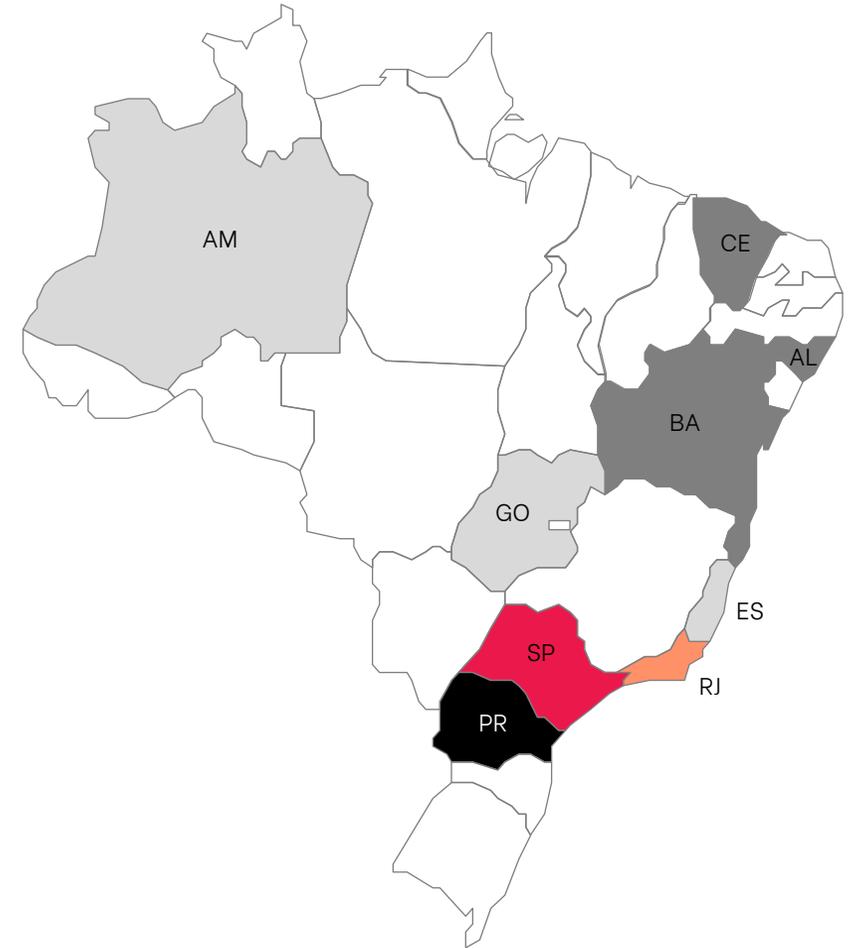
R\$ 44,2 mm em 2025 | **+138%** vs. 2024

Lançamentos Lopes

A Lopes participou de **144 projetos** em 2025.

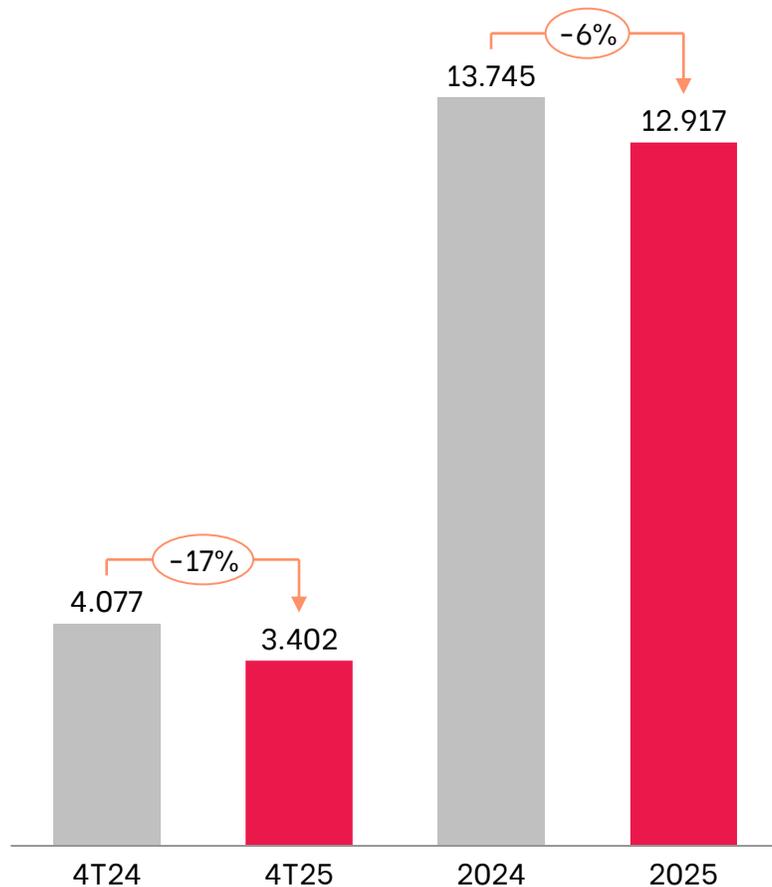


Estados com Lançamentos 2025

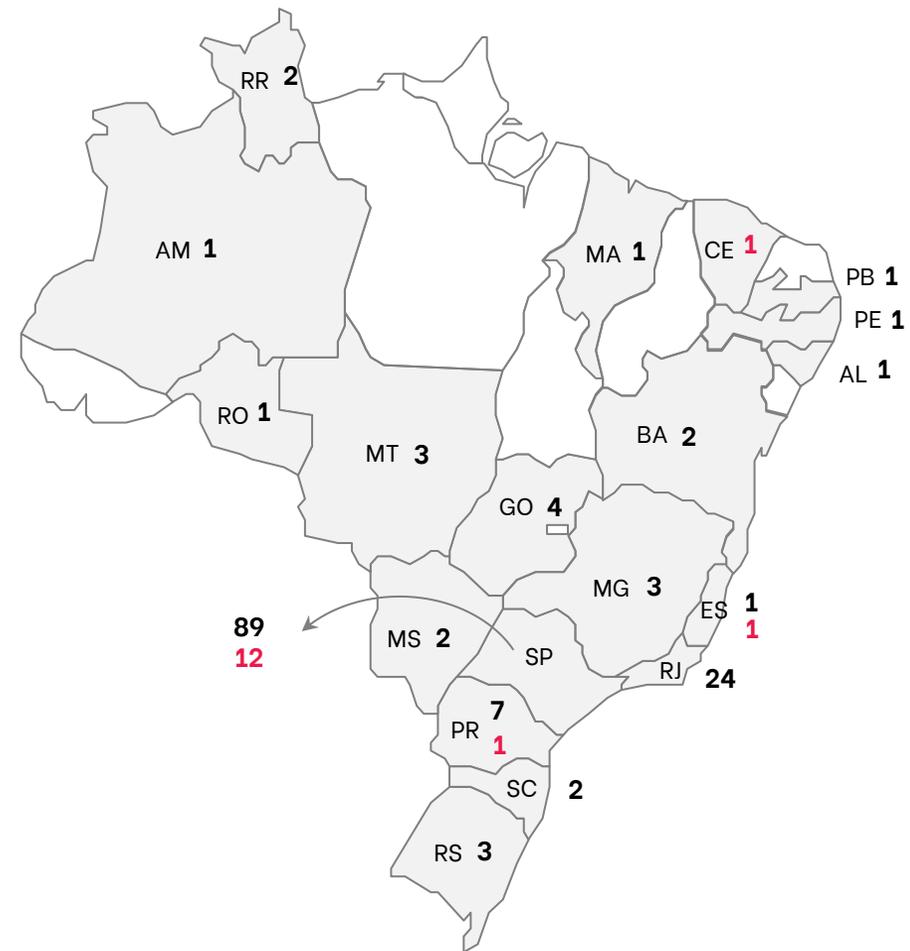


Intermediação Lopes

As vendas da Companhia atingiram **R\$ 12,9 bilhões** em 2025



Presença Nacional

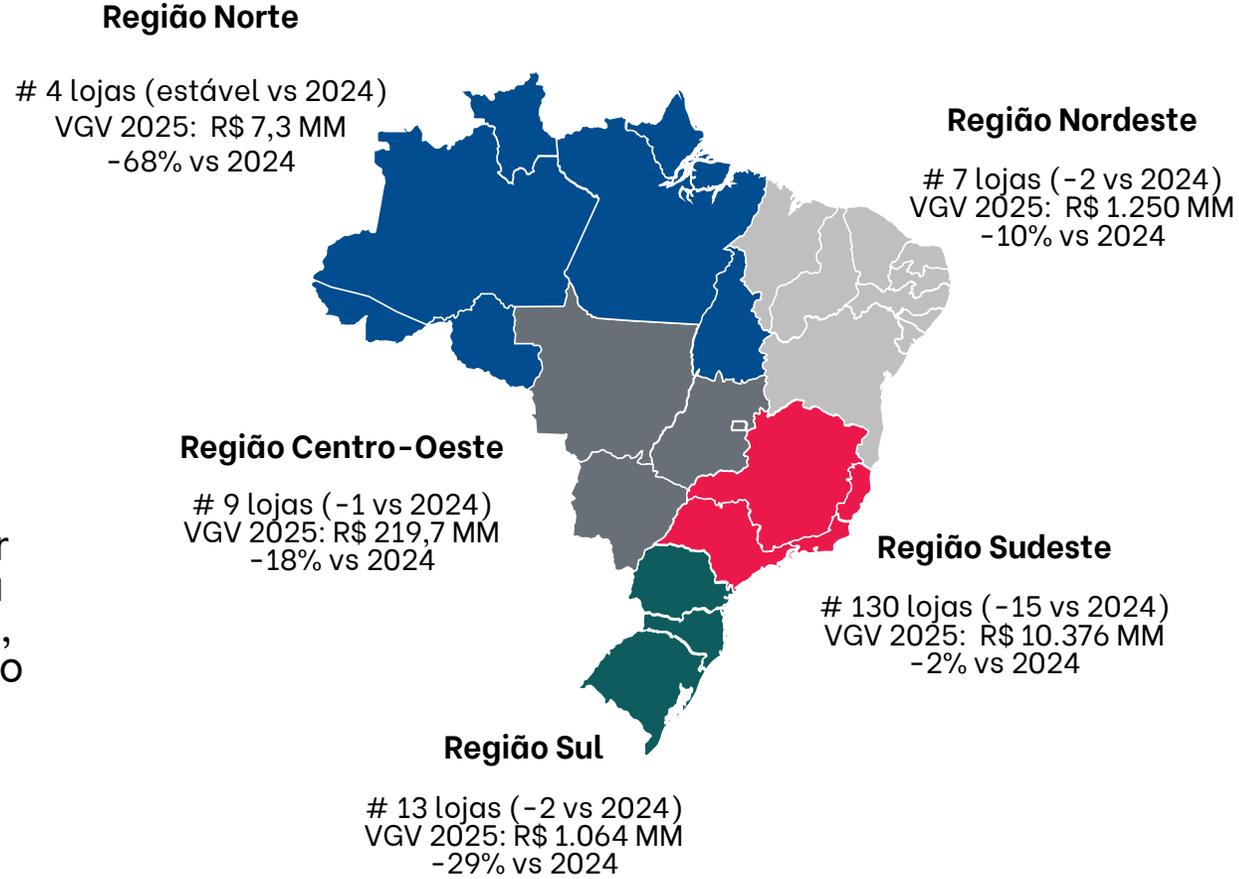


163 Lojas

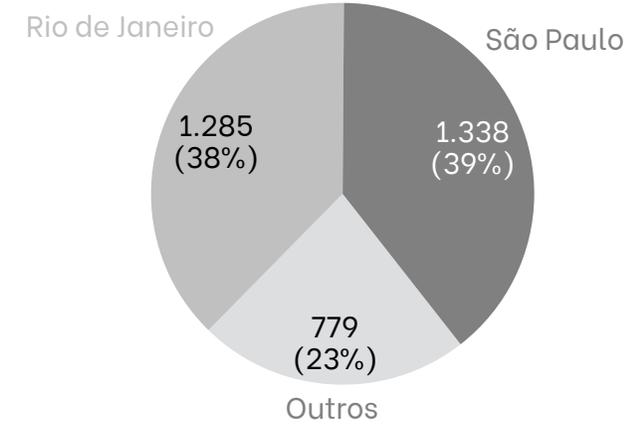
148 Franquias
15 Operações Próprias

Intermediação Lopes

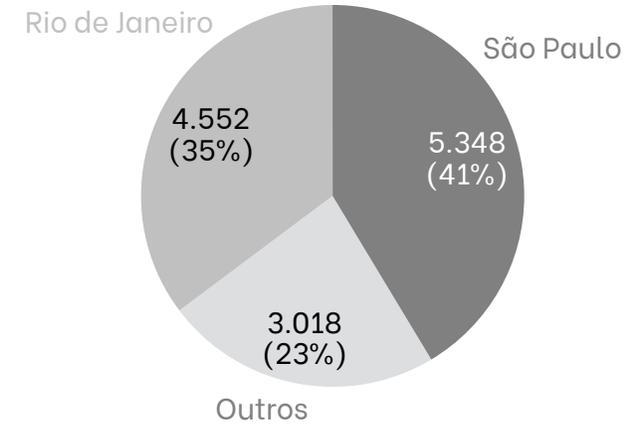
Performance das lojas por região: maior mercado da Lopes continua o Sudeste, com SP e RJ se destacando



VGV 4T25



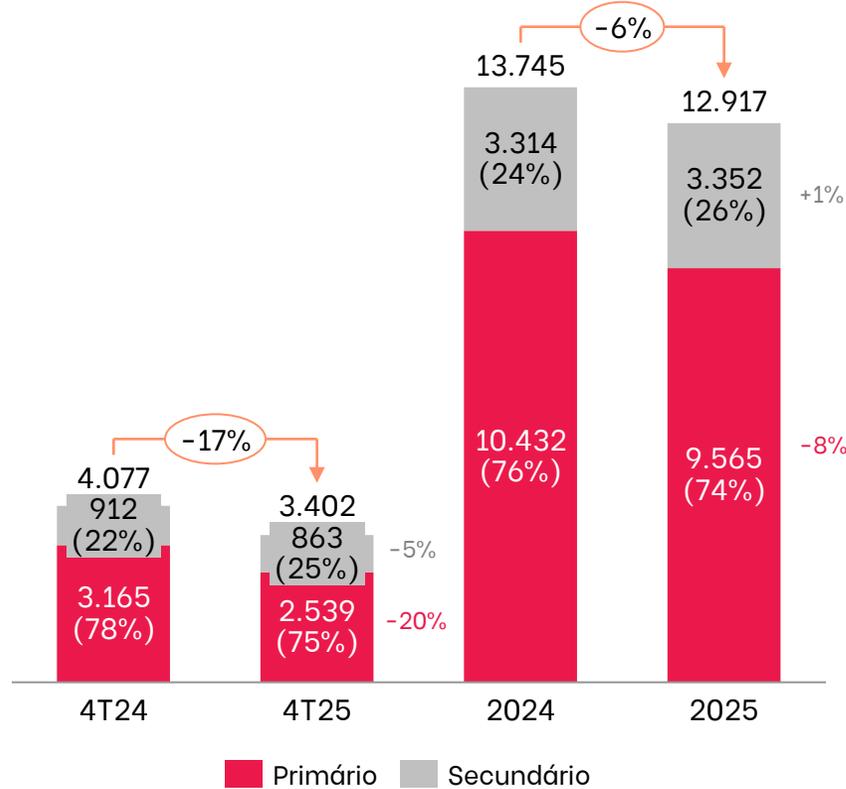
VGV 2025



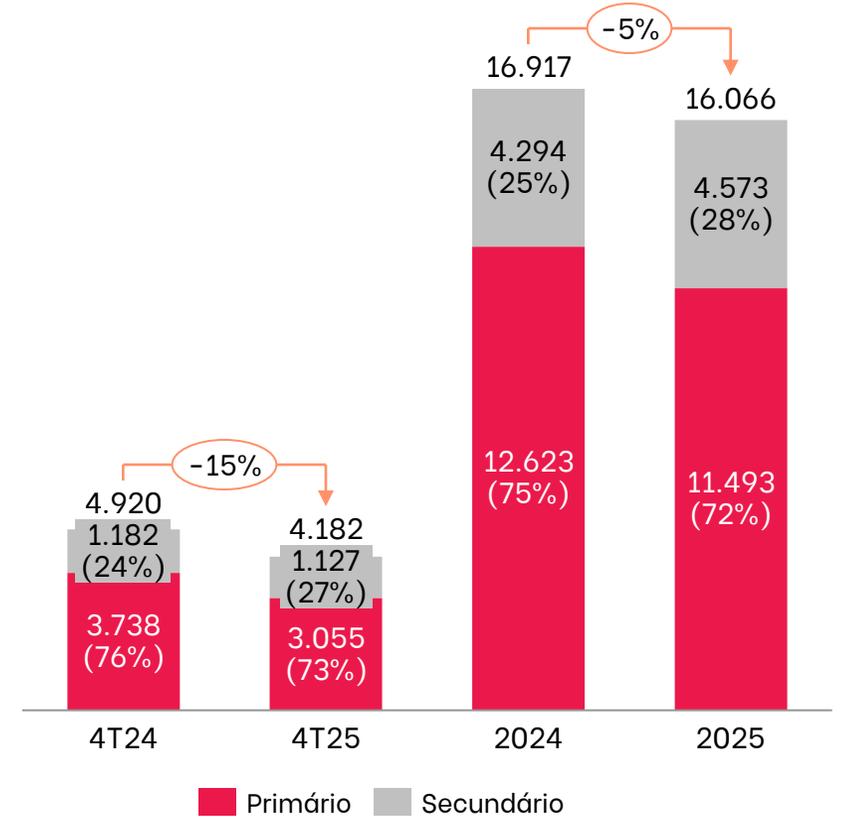
Intermediação Lopes

No ano, as vendas no mercado primário somaram **R\$ 9,6 bilhões** e no mercado secundário, **R\$ 3,4 bilhões**.

VGV [R\$ mi]



Unidades

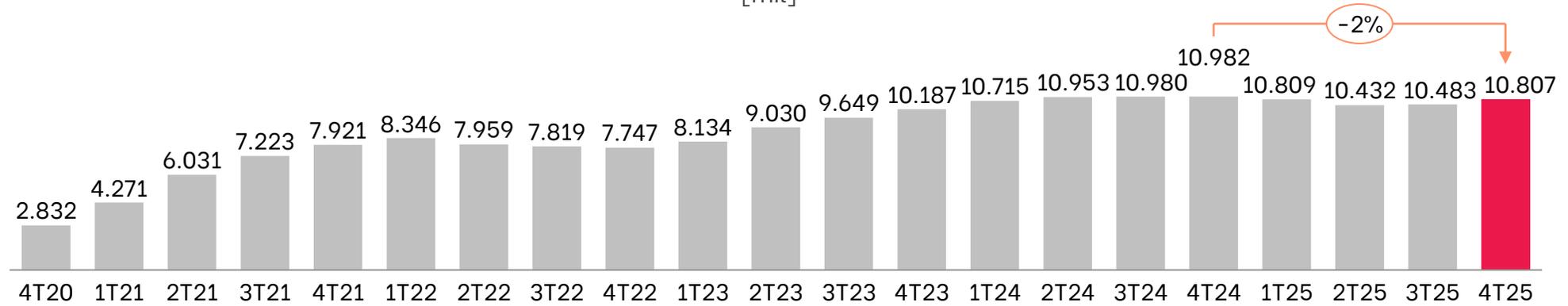


Lopes Labs

Evolução da
Plataforma e Melhora
Operacional

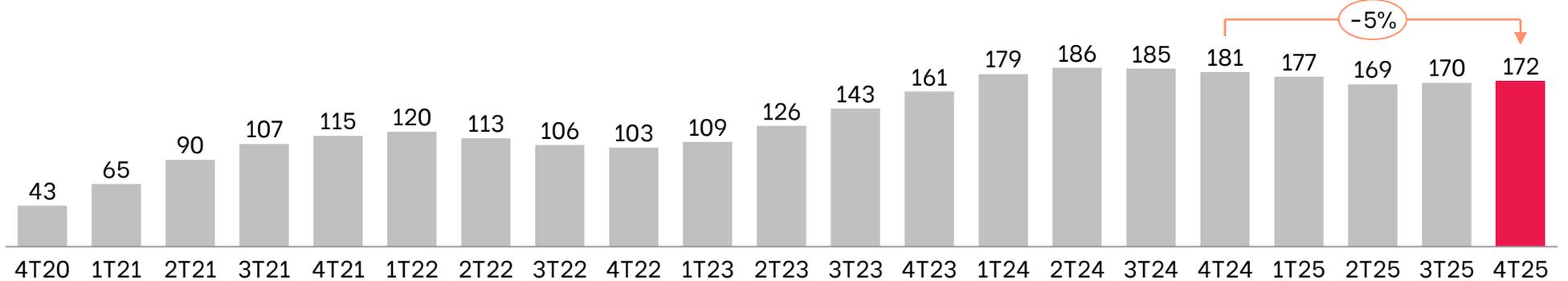
Sessões Orgânicas Portal - LTM

[mil]



Leads Busca Orgânica - Portal LTM

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CrediPronto

Saldo Médio da Carteira é de R\$ 18,5 bilhões

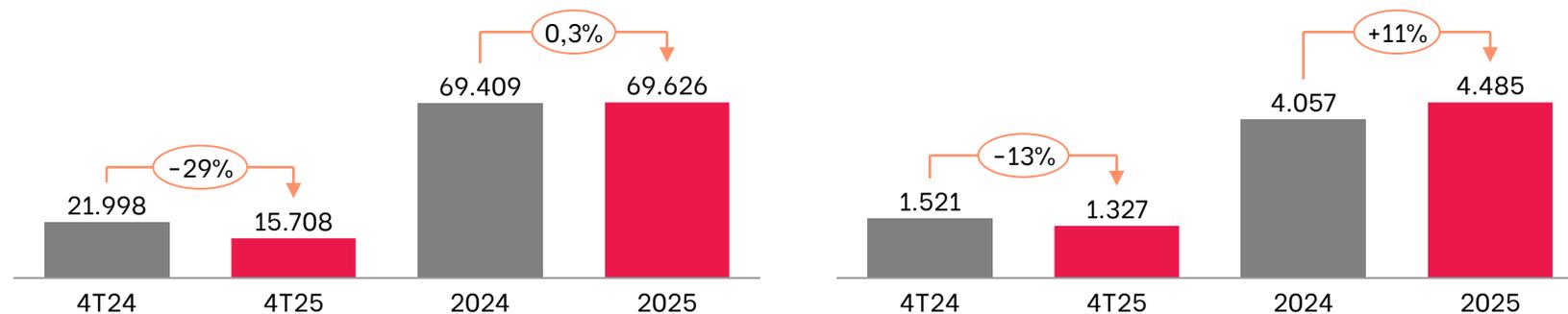
A Lopes **detém 50% do portfólio** da CrediPronto

Volume Financiado

[R\$ mm]

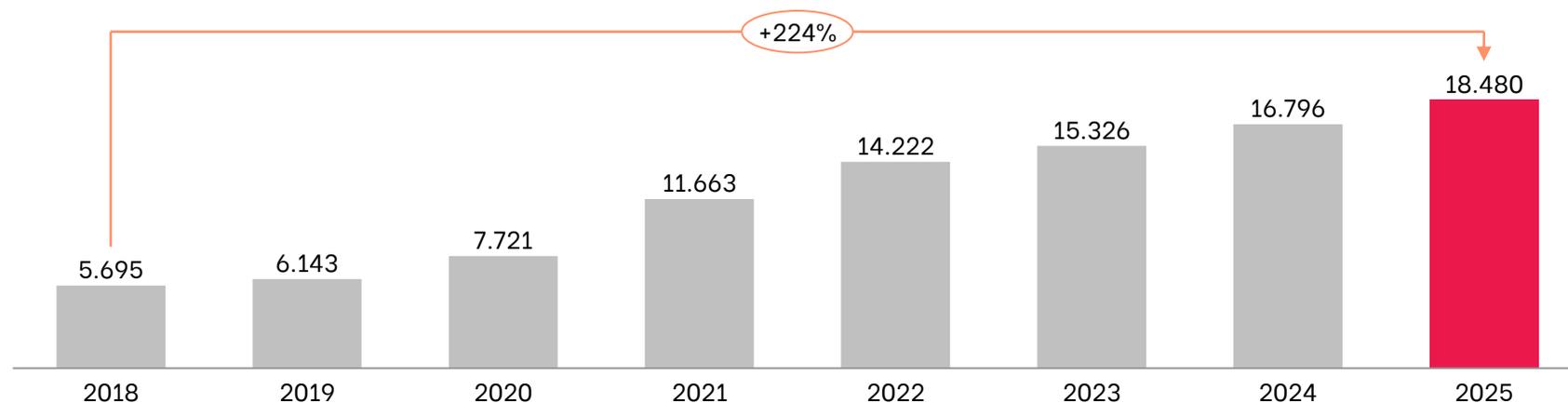
ABECIP - Privados

CrediPronto¹



Saldo Médio da Carteira

[R\$ mm]



¹ Market share de 6,4%, entre bancos privados em 2025.

CrediPronto

O mercado de financiamento imobiliário retomou o ritmo de originações

Destaques 4T25

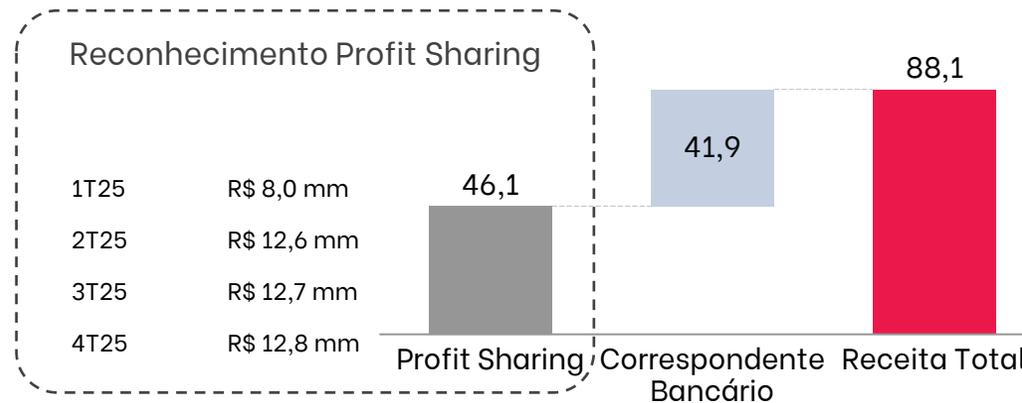
-  R\$ 1.327 MM de volume financiado
-13% vs. 4T24
-  2.545 novos contratos
-25% vs. 4T24
-  LTV médio de 64%
Taxa média de 12,6%
-  Prazo médio de 365 meses

Destaques 2025

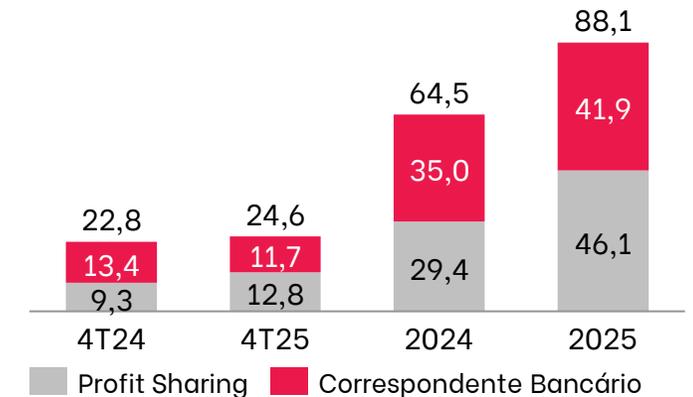
-  R\$ 4.485 MM de volume financiado
+11% vs. 2024
-  9.182 novos contratos
+11% vs. 2024
-  LTV médio de 61%
Taxa média de 12,4%
-  Prazo médio de 363 meses

Composição da Receita Bruta

[R\$ mi]



Evolução da Receita



CrediPronto

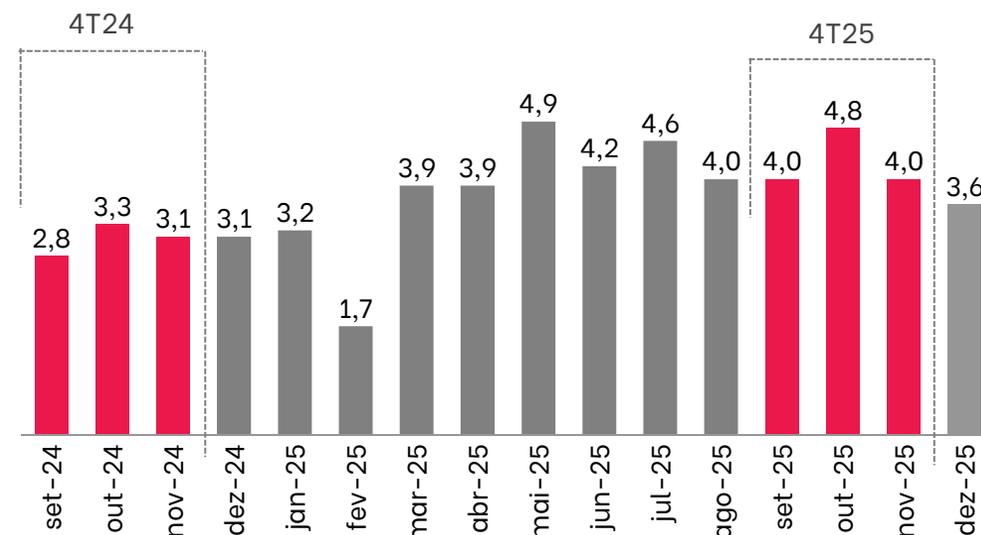
Evolução do Profit Sharing – P&L Virtual

P&L - CrediPronto (R\$ milhões)	4T24	4T25	2024	2025
Margem Financeira	112,6	124,3	384,9	472,1
(+) Receita Financeira	436,6	569,6	1.602,6	2.108,8
(-) Despesa Financeira	(324,0)	(445,3)	(1.217,7)	(1.636,7)
(-) Tributos sobre Vendas	(5,6)	(6,0)	(18,5)	(22,9)
Custos e Despesas	(47,9)	(49,3)	(173,5)	(184,7)
(-) Despesas Itaú	(15,4)	(15,3)	(52,2)	(57,0)
(-) Despesas Olímpia	(16,4)	(17,4)	(57,7)	(68,1)
(-) Comissões Pagas	(16,2)	(14,0)	(43,5)	(47,1)
(-) Seguros e Sinistros	(1,5)	(2,2)	(17,5)	(10,5)
(-) PDD	1,7	(0,4)	(2,6)	(2,0)
(-) IRPJ/CSLL ¹	(26,6)	(31,0)	(86,9)	(119,0)
(-) Custo de Capital	(13,4)	(13,1)	(49,8)	(52,1)
(=) Resultado líquido	19,1	24,9	56,3	93,4
% Margem Líquida	17%	20%	15%	20%
50% Profit Sharing	9,6	12,4	28,2	46,7
Reconhecimento dos Lucros por período	9,2	12,8	29,4	46,1

¹ 45% para instituições financeiras

Resultado Líquido Mensal CrediPronto & Reconhecimento nos resultados da LPS Brasil

[R\$ mm]

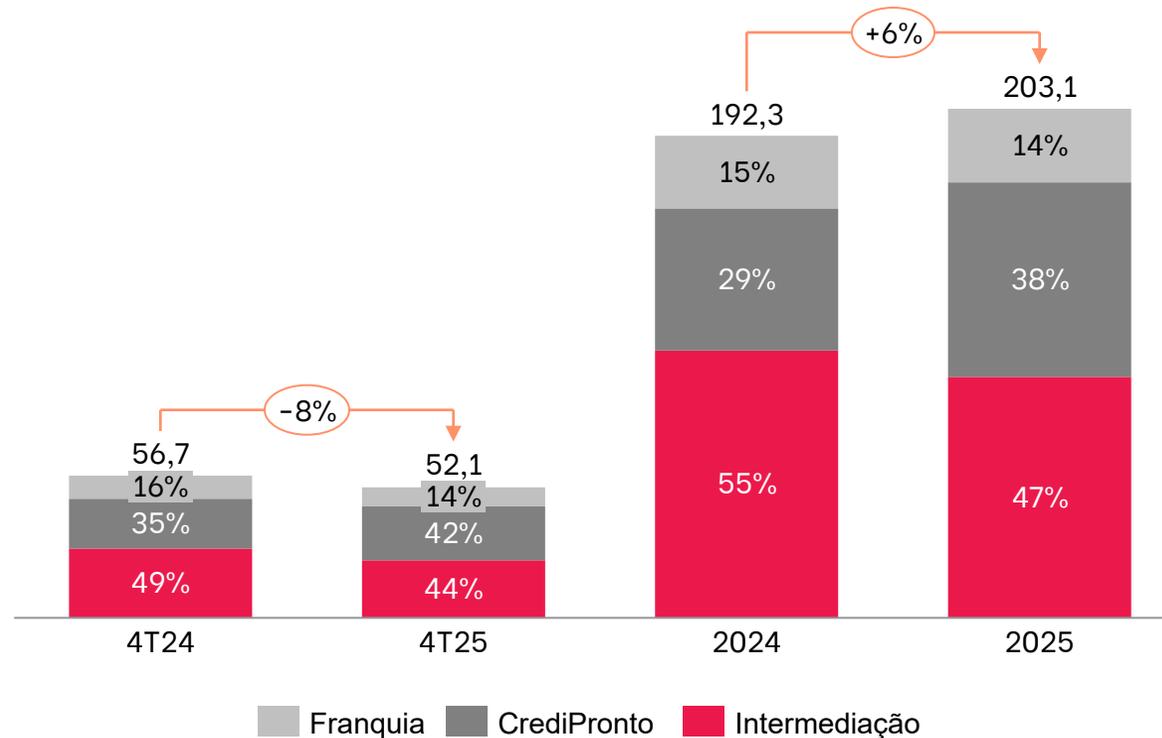


Receita Líquida

A receita líquida da Companhia totalizou R\$ 203,1 milhões em 2025

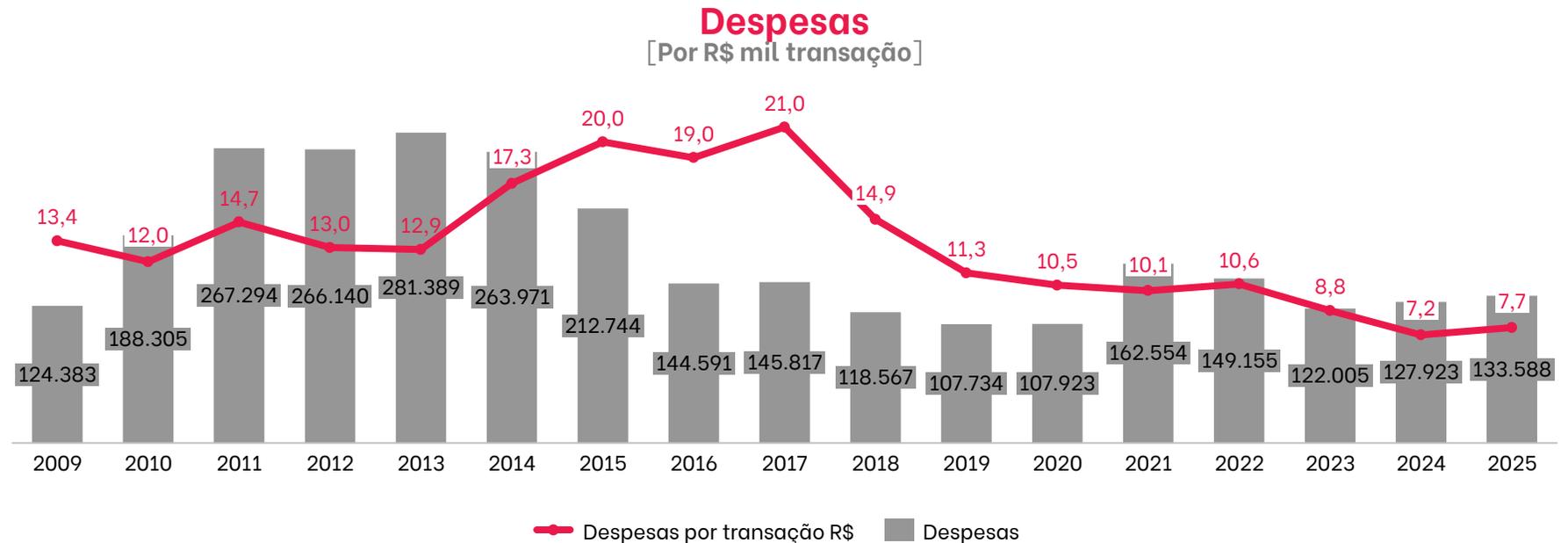
Receita Líquida

[R\$ mi]



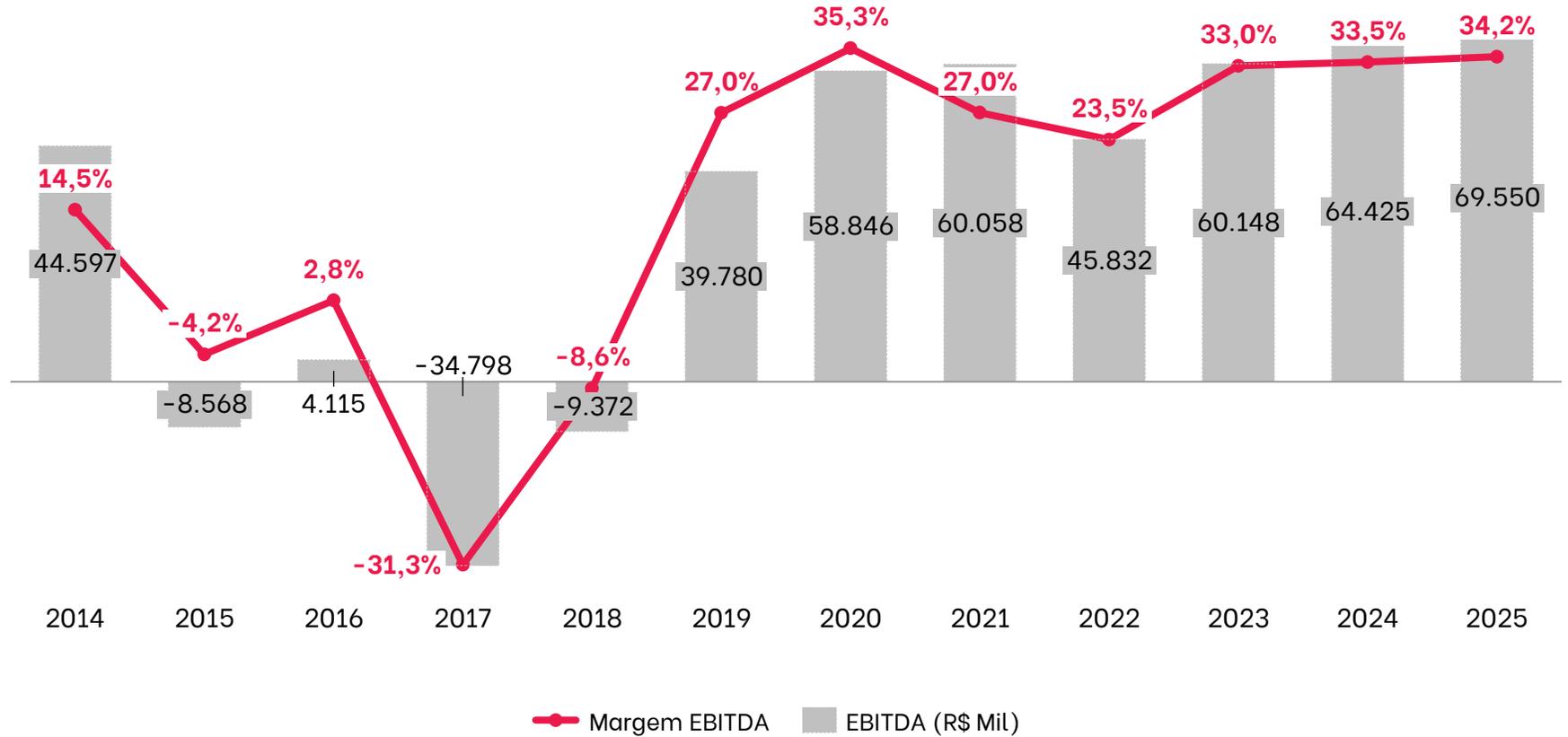
Despesas Operacionais

Despesa por Segmento (em milhões R\$)	4T25	4T24	4T24 x 4T25	2025	2024	2025 x 2024
Operações Próprias	20,984	23,924	-12%	79,034	76,797	3%
Franquias	2,969	4,444	-33%	10,142	15,123	-33%
CrediPronto	14.087	15,894	-11%	44,412	36,002	23%
TOTAL	38,040	44,263	-14%	133,588	127,923	4%



EBITDA e Margem EBITDA

Companhia focada em sua eficiência operacional



Resultado por Segmento

Resultado 4T25 Antes do IFRS e por Segmento

(R\$ mil)	Intermediação	Franquia	CrediPronto	Consolidado
Receita Bruta de Serviços	25.011	7.967	24.564	57.541
Receita de Serviços Prestados	21.386	7.967	11.717	41.070
Apropriação de Receita da Operação Itaú	3.625	-	-	3.625
Profit Sharing CrediPronto	-	-	12.847	12.847
Receita Operacional Líquida	22.976	7.498	21.635	52.109
(-) Custos e Despesas	(14.114)	(2.969)	(9.516)	(26.599)
(-) Serviços Compartilhados	(6.760)	-	(4.799)	(11.560)
(-) Despesas de Stock Option CPC10	(200)	-	-	(200)
(-) Apropriação de Despesas do Itaú	(238)	-	-	(238)
(+/-) Equivalência Patrimonial	328	-	229	557
(=) EBITDA	1.992	4.529	7.548	14.069
Margem EBITDA	8,7%	60,4%	34,9%	27,0%
(-) Depreciações e amortizações	(4.256)	(89)	(45)	(4.390)
(+/-) Resultado Financeiro	2.932	60	(17)	2.976
(-) Imposto de renda e contribuição social	(507)	(891)	(1.921)	(3.318)
(=) Lucro Líquido Antes do IFRS	161	3.610	5.566	9.337
Margem Líquida Antes IFRS	0,7%	48,1%	25,7%	17,9%
Sócios não controladores				(2.541)
(=) Lucro Líquido Atribuível aos Controladores Antes IFRS				6.796
Margem Líquida Controladores Antes IFRS				13,0%

* 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 2025 Antes do IFRS e por Segmento

(R\$ mil)	Intermediação	Franquia	CrediPronto	Consolidado
Receita Bruta de Serviços	105.306	31.131	88.054	224.490
Receita de Serviços Prestados	90.806	31.131	41.918	163.854
Apropriação de Receita da Operação Itaú	14.500	-	-	14.500
Profit Sharing CrediPronto	-	-	46.136	46.136
Receita Operacional Líquida	96.187	29.319	77.631	203.138
(-) Custos e Despesas	(58.621)	(10.142)	(33.888)	(102.651)
(-) Serviços Compartilhados	(19.622)	-	(12.481)	(32.103)
(-) Despesas de Stock Option CPC10	(807)	-	-	(807)
(-) Apropriação de Despesas do Itaú	(953)	-	-	(953)
(+/-) Equivalência Patrimonial	970	-	1.957	2.927
(=) EBITDA	17.152	19.177	33.219	69.550
Margem EBITDA	17,8%	65,4%	42,8%	34,2%
(-) Depreciações e amortizações	(16.915)	(367)	(391)	(17.674)
(+/-) Resultado Financeiro	9.910	192	(211)	9.891
(-) Imposto de renda e contribuição social	(3.625)	(3.505)	(7.491)	(14.622)
(=) Lucro Líquido Antes do IFRS	6.522	15.496	25.126	47.145
Margem Líquida Antes IFRS	6,8%	52,9%	32,4%	23,2%
Sócios não controladores				(7.713)
(=) Lucro Líquido Atribuível aos Controladores Antes IFRS				39.432
Margem Líquida Controladores Antes IFRS				19,4%

* 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.

Impactos IFRS

[R\$ mil]

Descrição	4T25			2025		
	Antes do IFRS	Efeitos do IFRS	Após IFRS	Antes do IFRS	Efeitos do IFRS*	Após IFRS
Receita Operacional Líquida	52.109	-	52.109	203.138	-	203.138
Custos e Despesas	(38.040)	-	(38.040)	(133.588)	-	(133.588)
Depreciação e amortização	(4.390)	(434)	(4.824)	(17.674)	(1.735)	(19.409) (1)
Resultado Financeiro	2.976	(683)	2.293	9.891	7.847	17.738 (2)
Lucro Operacional	12.655	(1.117)	11.538	61.767	6.112	67.879
Imposto de Renda e Contribuição Social	(3.318)	1.363	(1.955)	(14.622)	(1.167)	(15.789) (3)
Lucro Líquido	9.337	246	9.583	47.145	4.945	52.090
Acionistas não controladores	(2.541)	(461)	(3.002)	(7.713)	(181)	(7.894) (4)
Lucro Líquido Controladora	6.796	(215)	6.581	39.432	4.764	44.196

(1) Amortização de intangíveis;

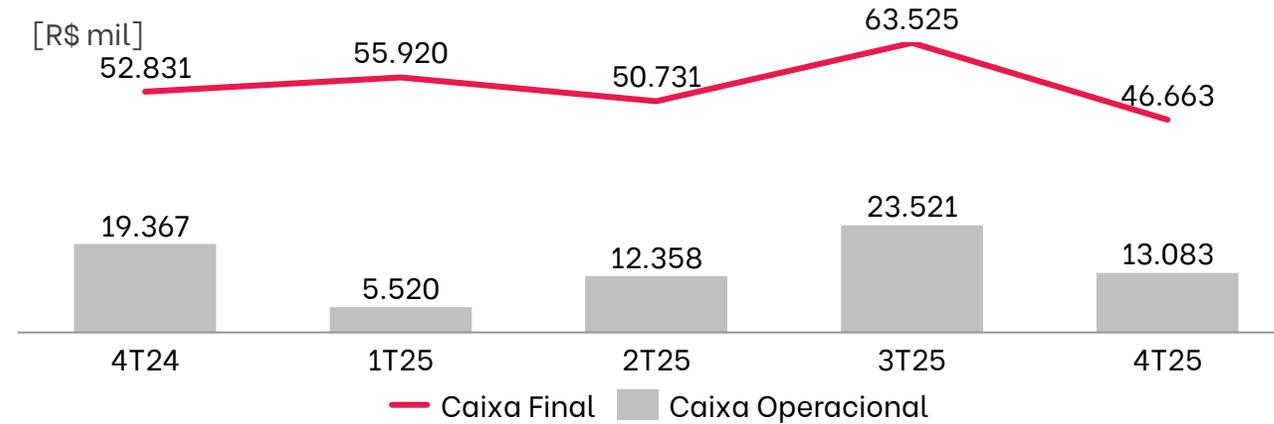
(2) Ganhos e Perdas com efeitos líquidos não caixa das contabilizações de earn outs e das opções de call e put das empresas controladas, baseado em valor justo conforme estimativas futuras;

(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

Caixa Gerado nas Atividades Operacionais Evolução Trimestral do Caixa



Disponibilidades

Fluxo de Caixa [R\$ mm]	2024	2025	Variação
Saldo de Disponibilidades Inicial	31.332	52.831	69%
Das Operações	50.651	54.482	8%
Das Atividades de Investimento	(3.135)	(13.111)	-318%
Das Atividades de Financiamento	(26.017)	(47.539)	-83%
Saldo de Disponibilidades Final	52.831	46.663	-12% ↓
Aplicações Financeiras (AF)	23.573	24.834	5%
Saldo de Disponibilidades Após AF	76.404	71.497	-6% ↓

+10,3 milhões de ações disponíveis em tesouraria em 31/12/2025

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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4Q25 and 2025 Results Presentation

Presenters:

Marcos Lopes - CEO

Francisco Lopes Neto - COO

Cyro Naufel - IRO

Robson Paim - CFO



LPSBrasil

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The forward-looking statements contained herein speak only as of the date they are made and neither Management, nor the Company or its subsidiaries undertake any obligation to release publicly any revision to these forward-looking statements after the date of this presentation or to reflect the occurrence of unanticipated events.

2025 Highlights



Total Transactions Closed

R\$ 12.9 bn in 2025 | **-6%** vs. 2024



CrediPronto Portfolio Balance

R\$ 18.5 bn in 2025 | **+10%** vs. 2024



CrediPronto Profit Sharing

R\$ 46.1 mn in 2025 | **+57%** vs. 2024



Net Revenue

R\$ 203.1 mn in 2025 | **+6%** vs. 2024



EBITDA

R\$ 69.6 mn in 2025 | **+8%** vs. 2024

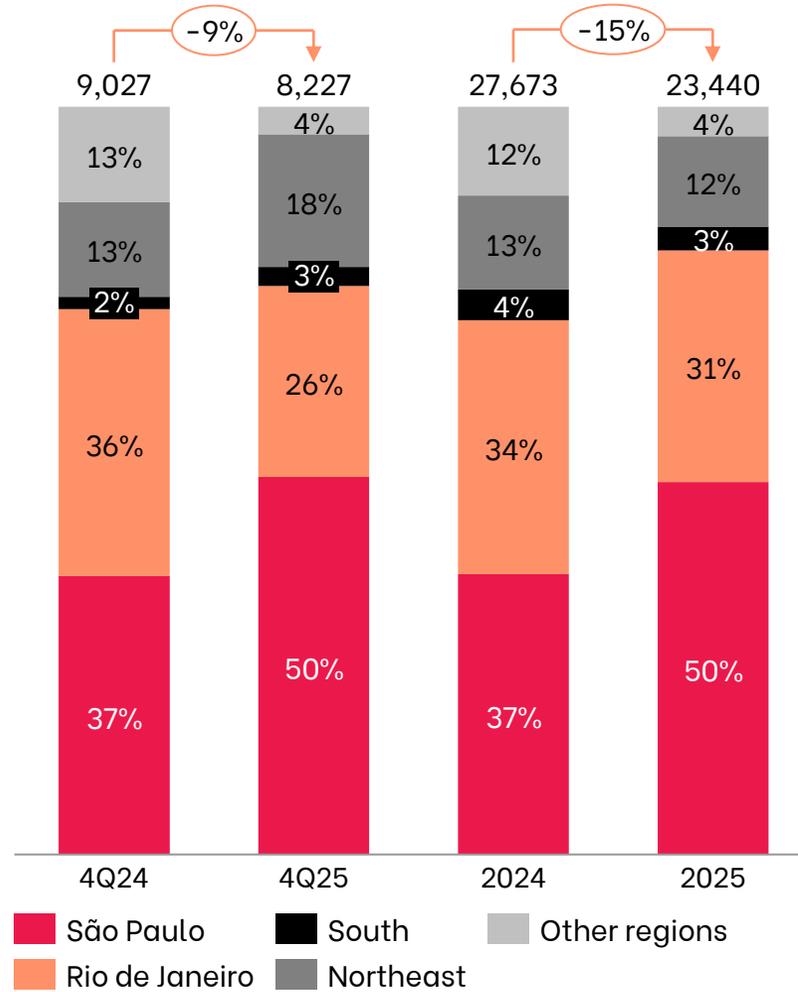


Net Income Controlling IFRS

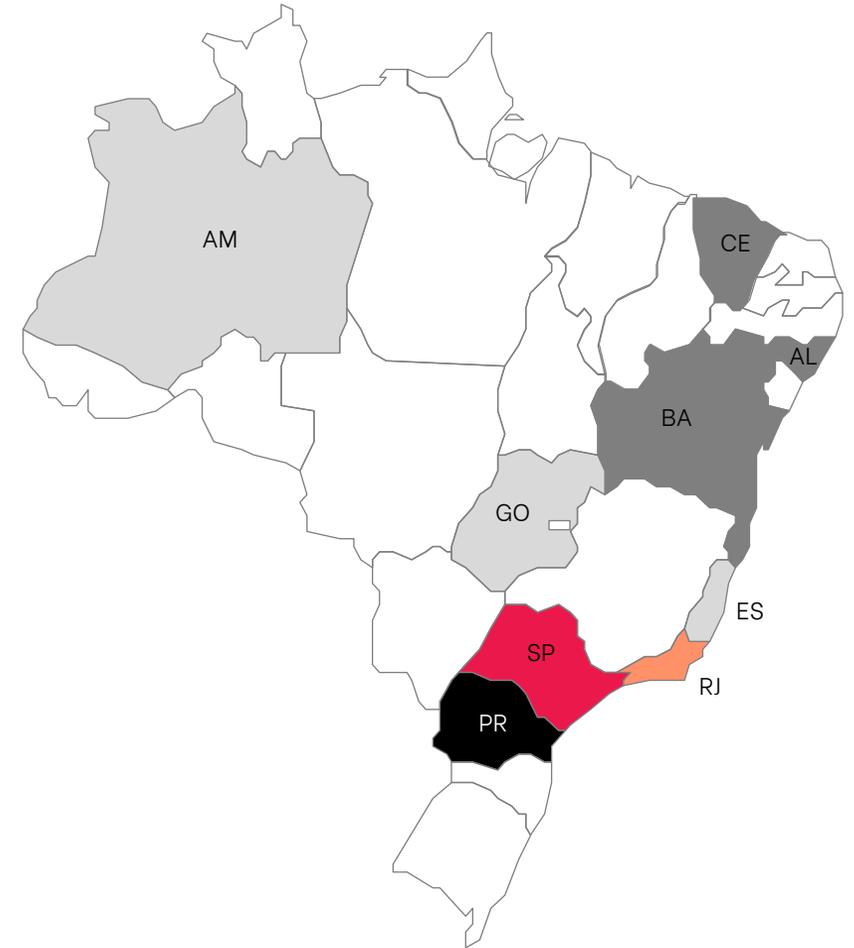
R\$ 44.2 mn in 2025 | **+138%** vs. 2024

Lopes Launches

Lopes participated of **144 projects** in 2025

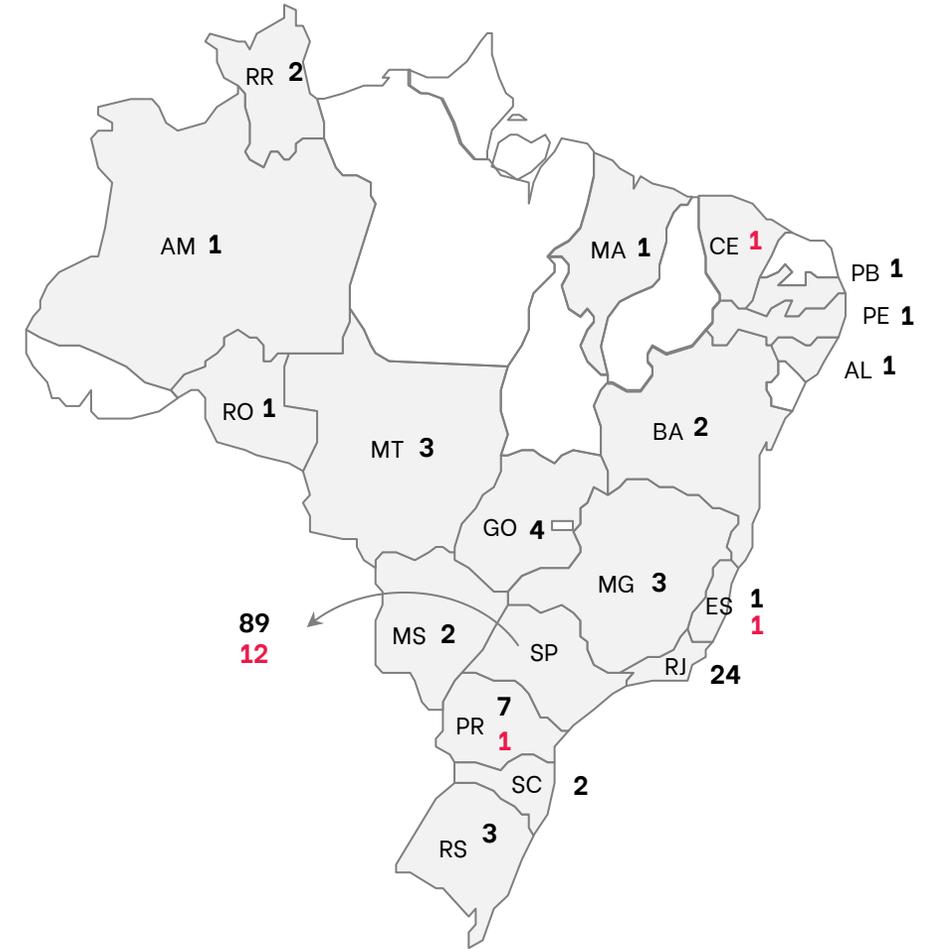
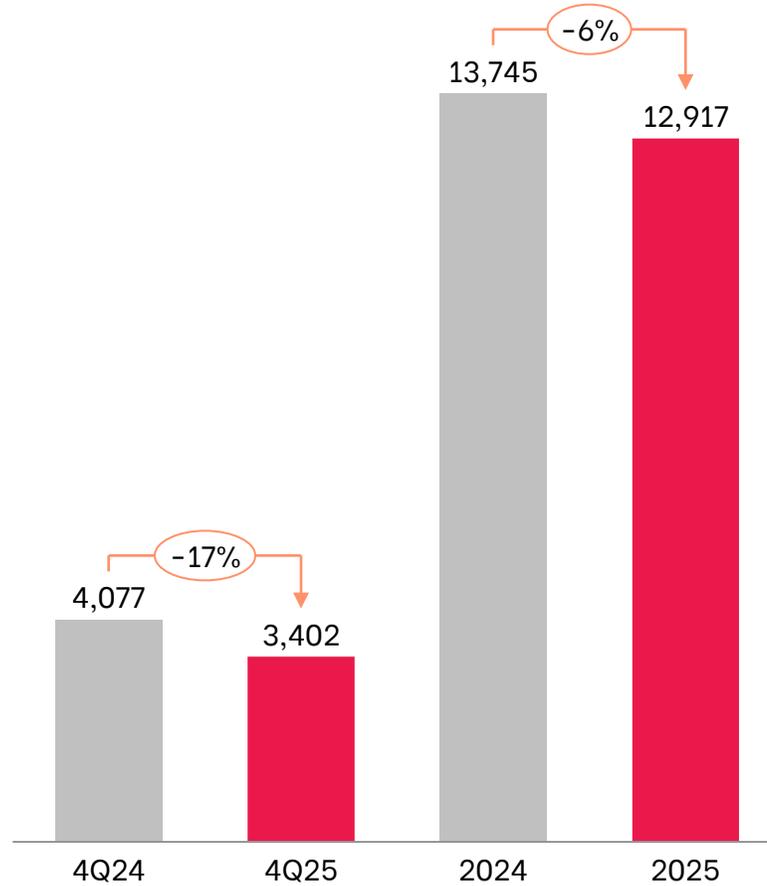


States with Launches in 2025



Lopes Intermediation

Intermediation reached **R\$ 12.9 billion** in 2025

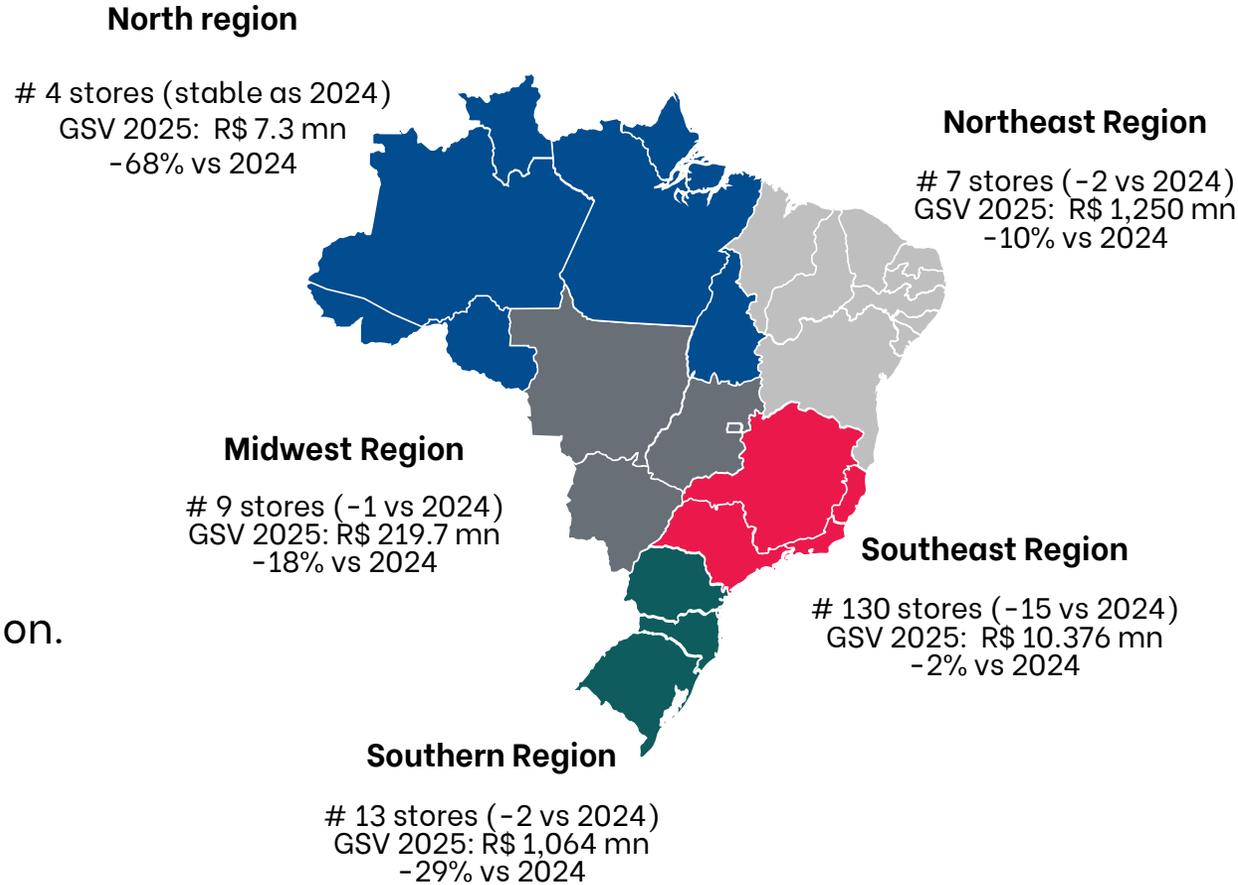


163 Stores

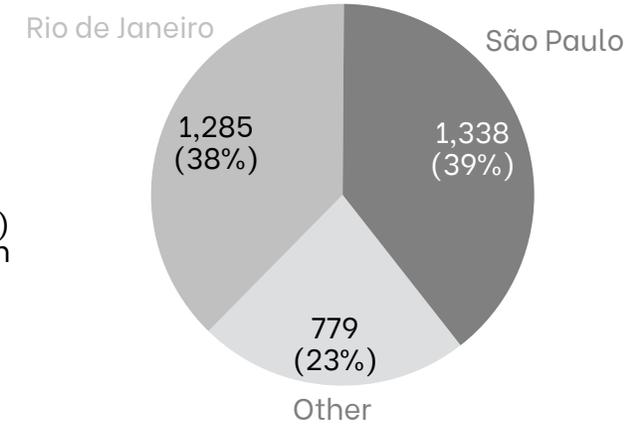
148 Franchises
15 Own Operations

Lopes Intermediation

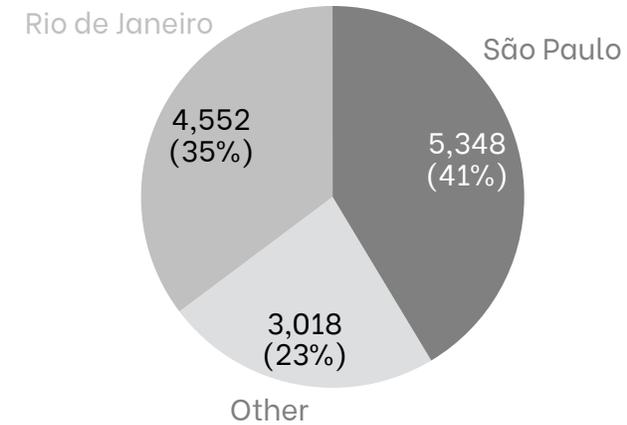
Performance by region
Lopes' most relevant market remains the Southeastern region, with SP and RJ standing out



GSV 4Q25



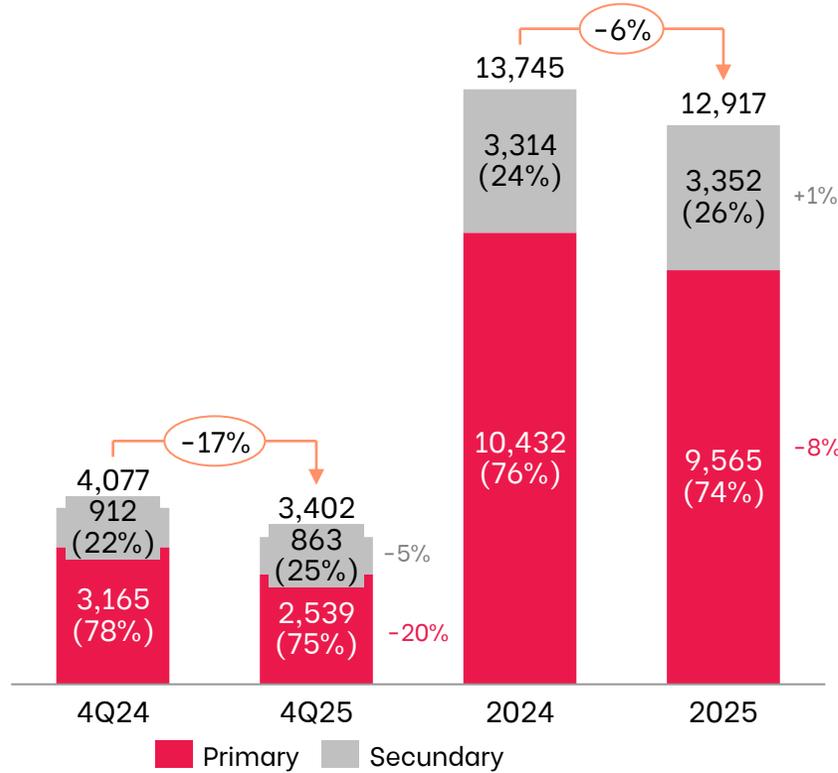
GSV 2025



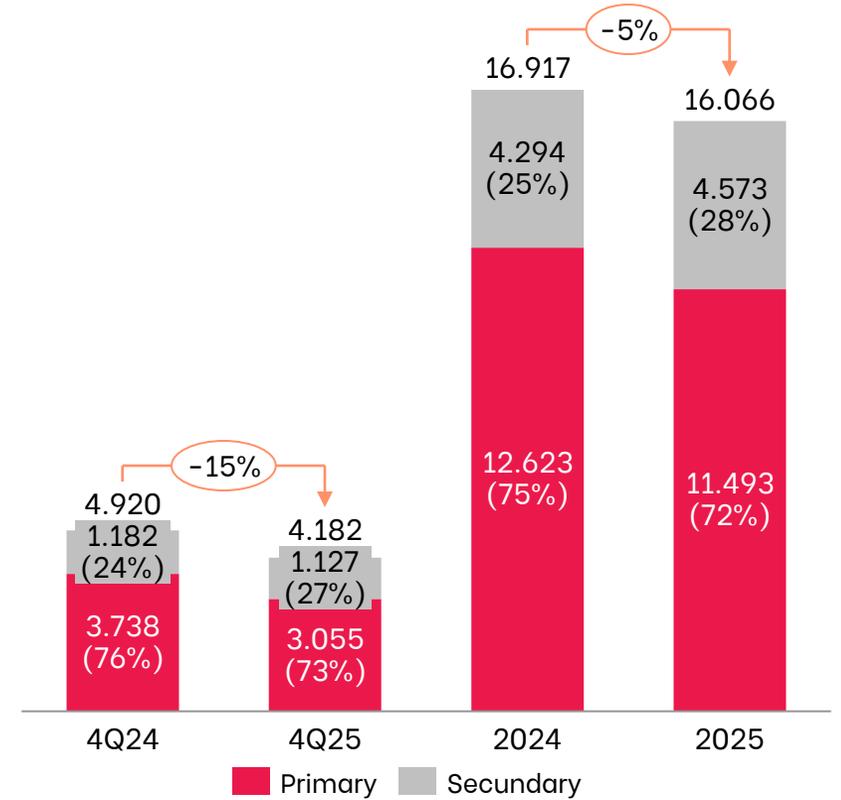
Lopes Intermediation

Intermediation in the primary market added to **R\$ 9.6 billion** and **R\$ 3.4 billion** on the secondary market in the 2025

GSV [R\$ mn]



Units

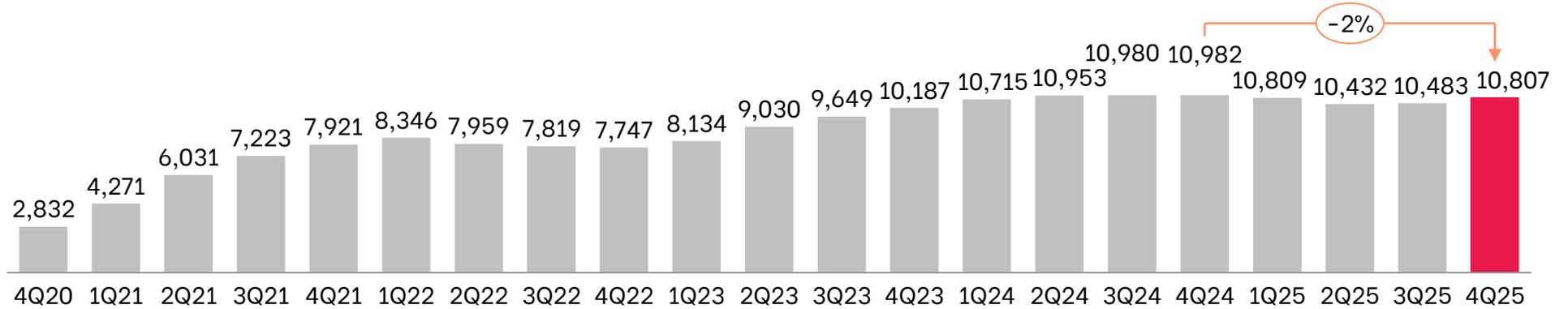


Lopes Labs

Platform Evolution
and operational
efficiency

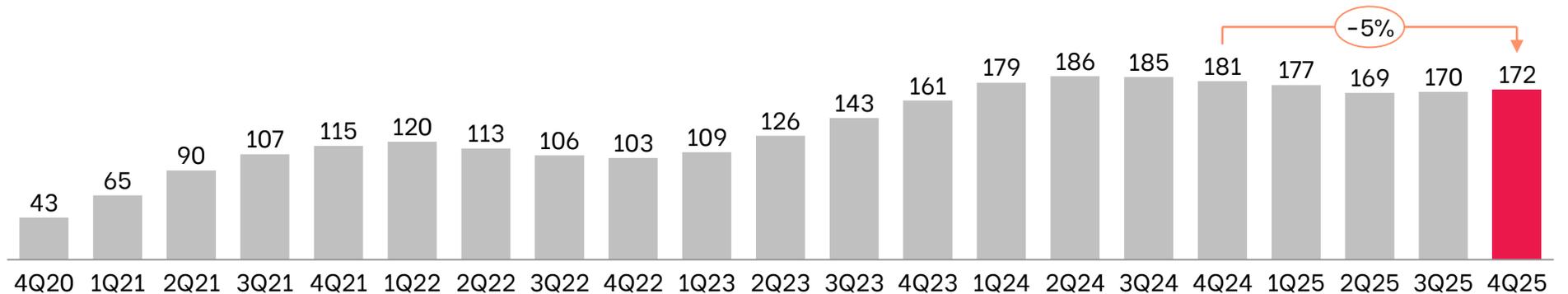
Website Organic Sessions - LTM

[thousand]



Leads from Organic Search - Website LTM

[thousand]

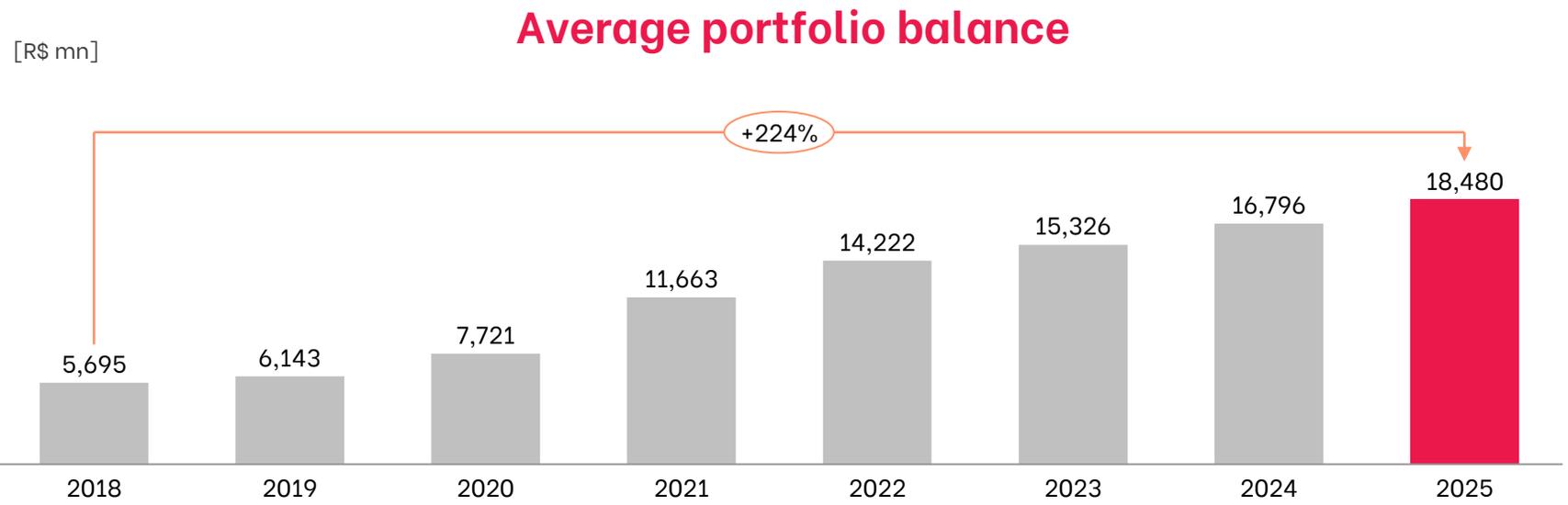
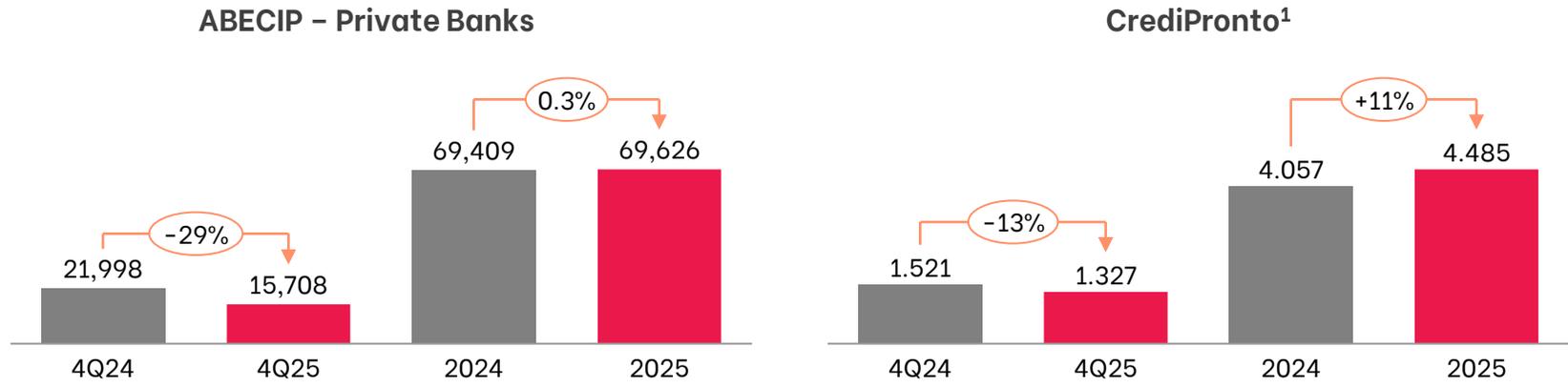


CrediPronto

Average portfolio balance of R\$ 18.5 billion

Lopes holds 50% of the CrediPronto portfolio

Mortgage Volume [R\$ mn]



¹ Market share of 6.4%. between private banks in 2025.

CrediPronto

The real estate financing market has resumed the pace of originations

Highlights 4Q25

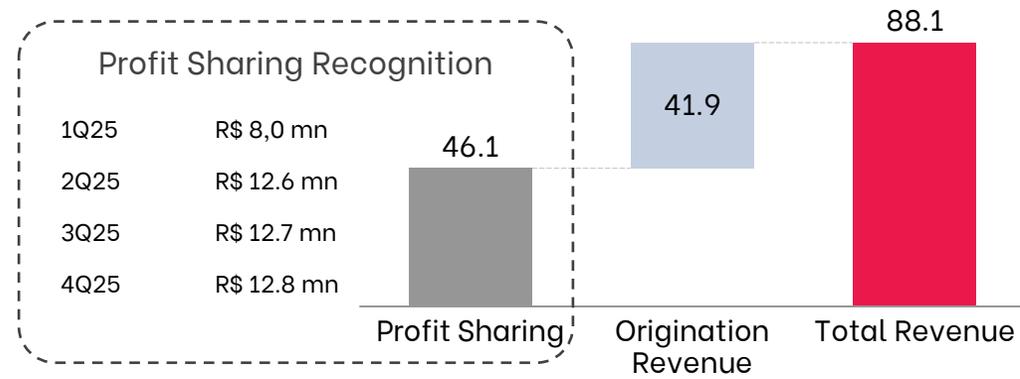
-  R\$ 1.327 million of mortgage volume
-13% vs. 4Q24
-  2.545 new contracts
-25% vs. 4Q24
-  Average LTV 64%
Average rate 12,6%
-  Average months of 365 months

Highlights 2025

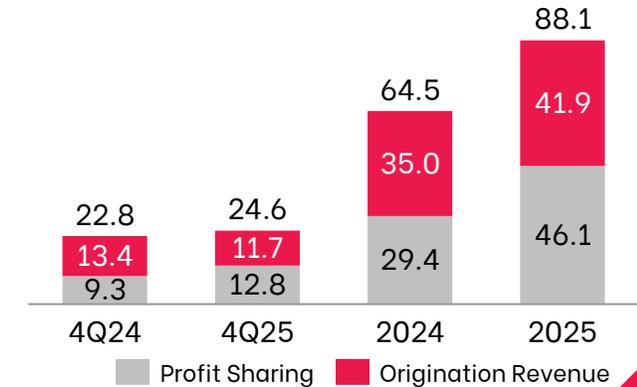
-  R\$ 4.485 million of mortgage volume
+11% vs. 2024
-  9.182 new contracts
+11% vs. 2024
-  Average LTV 61%
Average rate 12,4%
-  Average months of 363 months

Gross Revenue Composition

[R\$ mn]



Revenue Comparison



CrediPronto

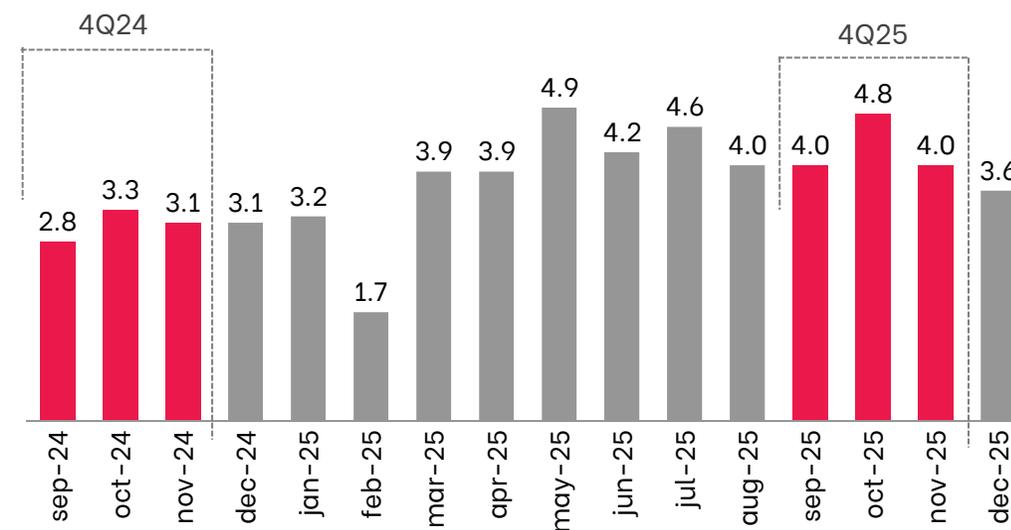
Profit Sharing Composition

P&L - CrediPronto (R\$ million)	4Q24	4Q25	2024	2025
Financial Margin	112.6	124.3	384.9	472.1
(+) Financial Revenue	436.6	569.6	1602.6	2108.8
(-) Financial Expenses	(324)	(445.3)	(1217.7)	(1636.7)
(-) Sales taxes	(5.6)	(6)	(18.5)	(22.9)
Costs and Expenses	(47.9)	(49.3)	(173.5)	(184.7)
(-) Backoffice Expenses	(15.4)	(15.3)	(52.2)	(57)
(-) Sales Expenses	(16.4)	(17.4)	(57.7)	(68.1)
(-) Commissions paid	(16.2)	(14)	(43.5)	(47.1)
(-) Insurance and claims (+/-)	(1.5)	(2.2)	(17.5)	(10.5)
(-) ADA	1.7	(0.4)	(2.6)	(2)
(-) Income and Social Contribution Taxes¹	(26.6)	(31)	(86.9)	(119)
(-) Cost of Capital	(13.4)	(13.1)	(49.8)	(52.1)
(=) Net Result	19.1	24.9	56.3	93.4
% Net Margin	17%	20%	15%	20%
50% Profit Sharing	9.6	12.4	28.2	46.7
Profit recognition by period	9.2	12.8	29.4	46.1

¹ Rate of 45% for Financial Institutions

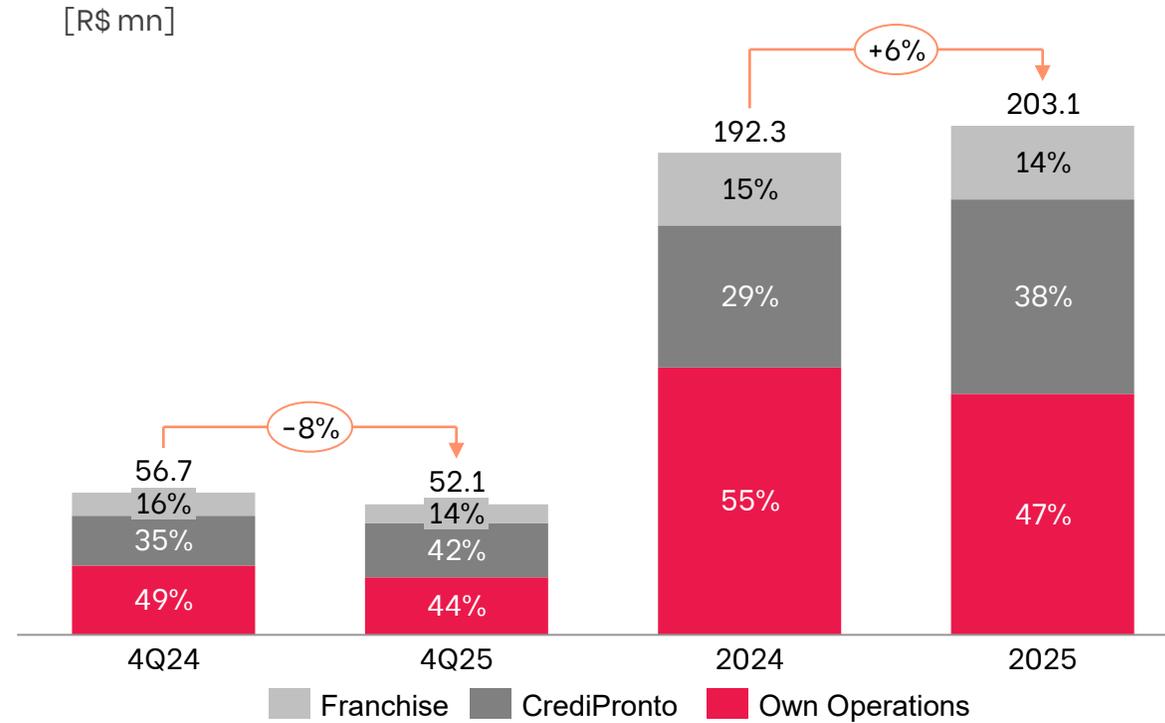
CrediPronto Monthly Net Result Recognition

[R\$ mn]



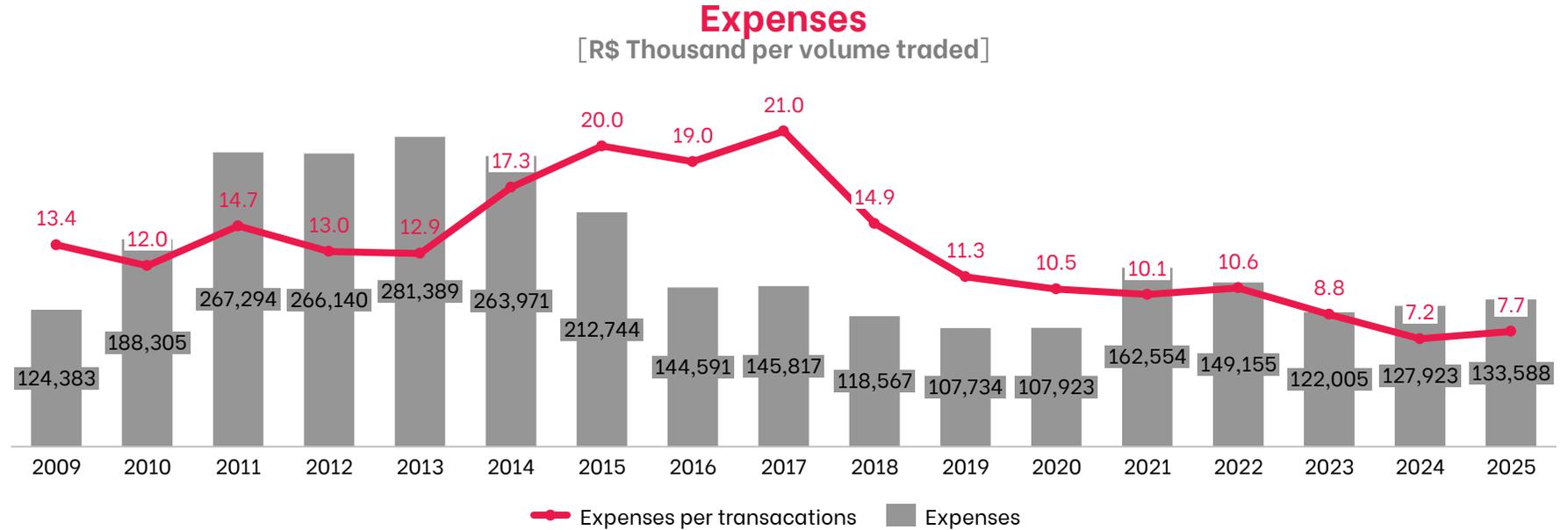
Net Revenue

Lopes's net revenue totaled **R\$ 203.1 million** in the 2025



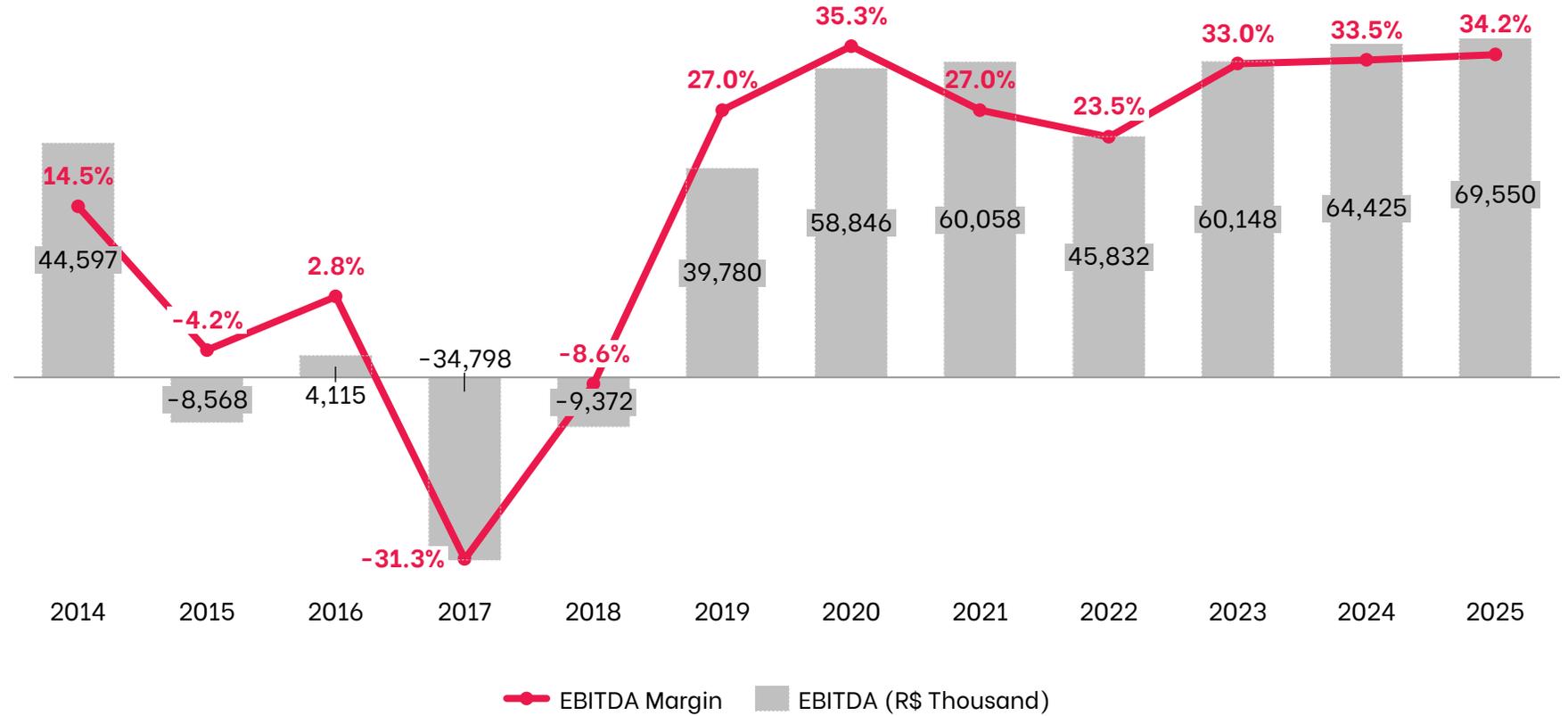
Costs and Expenses

Expenses by Segments (R\$ million)	4Q25	4Q24	4Q24 x 4Q25	2025	2024	2025 x 2024
Own Operations	20.984	23.924	-12%	79.034	76.797	3%
Franchises	2.969	4.444	-33%	10.142	15.123	-33%
CrediPronto	14.087	15.894	-11%	44.412	36.002	23%
TOTAL	38.040	44.263	-14%	133.588	127.923	4%



EBITDA & EBITDA Margin

Company focused on its operational efficiency



Segment Results

4Q25 Results Before IFRS by Segment

(R\$ thousand)	Brokerage	Franchise	CrediPronto	Consolidated
Gross Service Revenue	25,011	7,967	24,564	57,541
Revenue from Services Rendered	21,386	7,967	11,717	41,070
Revenue to Accrue from Itaú Operations	3,625	-	-	3,625
Profit Sharing	-	-	12,847	12,847
Net Operating Revenue	22,976	7,498	21,635	52,109
(-) Costs and Expenses	(14,114)	(2,969)	(9,516)	(26,599)
(-) Shared Services	(6,760)	-	(4,799)	(11,560)
(-) Stock Option Expenses CPC10	(200)	-	-	(200)
(-) Expenses to Accrue from Itaú	(238)	-	-	(238)
(+/-) Equity Equivalence	328	-	229	557
(=) EBITDA	1,992	4,529	7,548	14,069
EBITDA Margin	8.670%	60.40%	34.9%	27.0%
(-) Depreciation and amortization	(4,256)	(89)	(45)	(4,390)
(+/-) Financial Result	2,932	60	(17)	2,976
(-) Income tax and social contribution	(507)	(891)	(1,921)	(3,318)
(=) Net income before IFRS	161	3,610	5,566	9,337
Net Margin before IFRS	0.7%	48.1%	25.7%	17.9%
(-) Non-controlling Shareholders				(2,541)
(=) Net Income Attributable to Controlling Shareholders				6,796
Net Margin Controlling Shareholders				13.0%

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

Segment Results

2025 Results Before IFRS by Segment

(R\$ thousand)	Brokerage	Franchise	CrediPronto	Consolidated
Gross Service Revenue	105,306	31,131	88,054	224,490
Revenue from Services Rendered	90,806	31,131	41,918	163,854
Revenue to Accrue from Itaú Operations	14,500	-	-	14,500
Profit Sharing	-	-	46,136	46,136
Net Operating Revenue	96,187	29,319	77,631	203,138
(-) Costs and Expenses	(58,621)	(10,142)	(33,888)	(102,651)
(-) Shared Services	(19,622)	-	(12,481)	(32,103)
(-) Stock Option Expenses CPC10	(807)	-	-	(807)
(-) Expenses to Accrue from Itaú	(953)	-	-	(953)
(+/-) Equity Equivalence	970	-	1,957	2,927
(=) EBITDA	17,152	19,177	33,219	69,550
EBITDA Margin	17.8%	65.4%	42.8%	34.2%
(-) Depreciation and amortization	(16,915)	(367)	(391)	(17,674)
(+/-) Financial Result	9,910	192	(211)	9,891
(-) Income tax and social contribution	(3,625)	(3,505)	(7,491)	(14,622)
(=) Net income before IFRS	6,522	15,496	25,126	47,145
Net Margin before IFRS	6.78%	52.9%	32.4%	23.2%
(-) Non-controlling Shareholders				(7,713)
(=) Net Income Attributable to Controlling Shareholders				39,432
Net Margin Controlling Shareholders				19,4%

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

IFRS Impacts

R\$ Thousand

Description	4Q25			2025		
	Before IFRS	IFRS Effects*	After IFRS	Before IFRS	IFRS Effects*	After IFRS
Net Revenue	52,109	-	52,109	203,138	-	203,138
Costs and Expenses	(38,040)	-	(38,040)	(133,588)	-	(133,588)
Depreciation and Amortization	(4,390)	(434)	(4,824)	(17,674)	(1,735)	(19,409) (1)
Financial Result	2,976	(683)	2,293	9,891	7,847	17,738 (2)
Operational Profit	12,655	(1,117)	11,538	61,767	6,112	67,879
Income tax and social contribution	(3,318)	1,363	(1,955)	(14,622)	(1,167)	(15,789) (3)
Net Income	9,337	246	9,583	47,145	4,945	52,090
Non-controlling Shareholders	(2,541)	(461)	(3,002)	(7,713)	(181)	(7,894) (4)
Net Income Controlling Shareholders	6,796	(215)	6,581	39,432	4,764	44,196

(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;

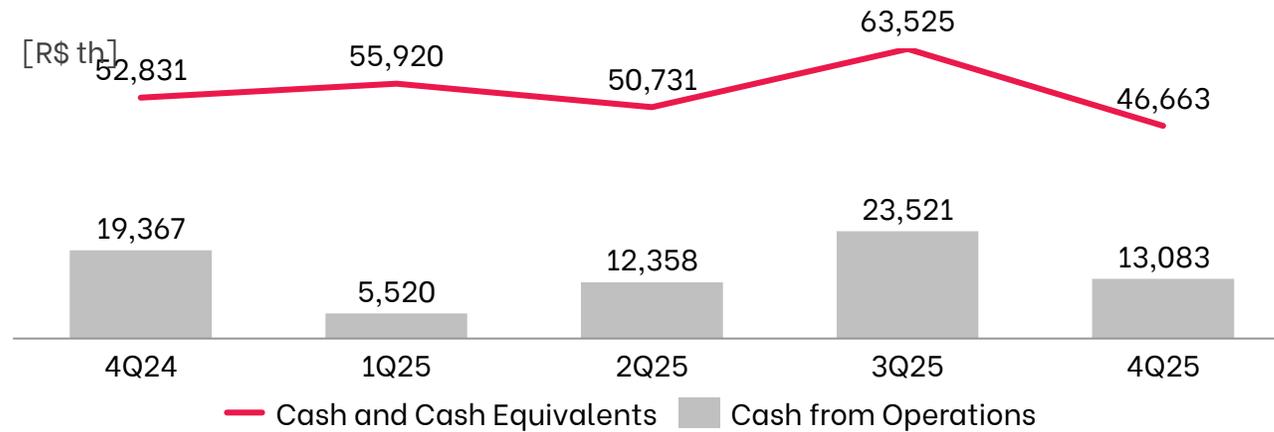
(3) Deferred income tax on intangible assets of LPS Brasil;

(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]	2024	2025	Variation
Cash and Cash Equivalents (BoP)	31,332	52,831	69%
From Operations	50,651	54,482	8%
From Investment Activities	(3,135)	(13,111)	-318%
From Financing Activities	(26,017)	(47,539)	-83%
Cash and Cash Equivalents (EoP)	52,831	46,663	-12% ↓
Financial Investments (FI)	23,573	24,834	5%
Cash and Cash Equivalents After FI	76,404	71,497	-6% ↓

+10.3 million shares from the buyback program in December 31th 2025

Q&A



Thank you

LPSBrasil

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