



Apresentação de Resultados
1T25

Agenda

bloco 1

Destaques

bloco 2

Crescimento

bloco 3

Rentabilidade

bloco 4

Atualização de Sinergias



Grande evolução de
rentabilidade e
captura acelerada
das sinergias

	GMV		Receita Líquida	
	+139,4% A/A		+163,2% A/A	
	R\$ 496,2 M		R\$ 381,4 M	
Lucro Bruto		CM II		CM III
+880 bps A/A		+980 bps A/A		+1.440 bps A/A
54,8%		42,7%		30,6%
EBITDA Aj.		Margem de EBITDA Aj.		EBIT Aj.
		+1.610 bps A/A		
R\$ 53,9 M		14,1%		R\$ 0,7 M

Em R\$ Mil e em % da Receita

	1T25	1T24	Δ
GMV	496	207	139%
Receita	381	145	163%
Custo das vendas	-172	-78	120%
Lucro bruto	209	67	214%
Margem de lucro bruto	54.8%	46.0%	8.8 p.p
Despesas de Logística	-46	-19	144%
CM II	163	48	241%
Margem CM II	42.7%	32.9%	9.8 p.p
Despesas de marketing e vendas	-46	-24	90%
CM III	117	24	396%
Margem CM III	30.6%	16.3%	14.4 p.p
Pessoal	-27	-12	133%
Outras despesas gerais e administrativas	-36	-15	143%
EBITDA Ajustado	54	-3	NA
Margem EBITDA Ajustada	14.1%	-1.9%	16.1 p.p
D&A	-53	-18	203%
Efeitos não-recorrentes	-1	-1	-1%
EBIT Ajustado	1	-20	NA
Resultado de juros	-44	0	NA
Resultado líquido	-44	-21	106%
Margem líquida	-11.5%	-14.7%	3.2 p.p
Resultado líquido ajustado	-43	-20	110%
Margem líquida ajustada	-11.3%	-14.1%	2.8 p.p

Agenda

bloco 1

Destaques

bloco 2

Crescimento

bloco 3

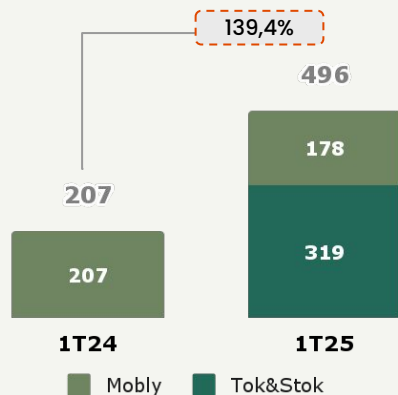
Rentabilidade

bloco 4

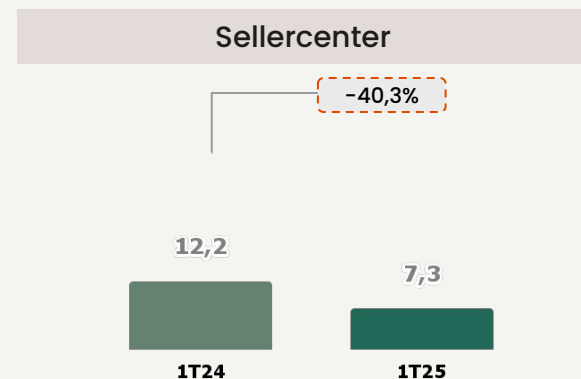
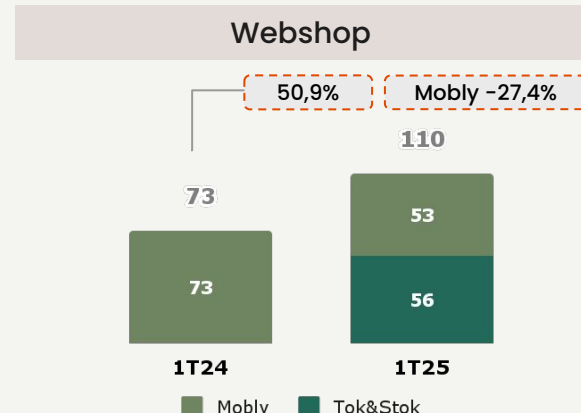
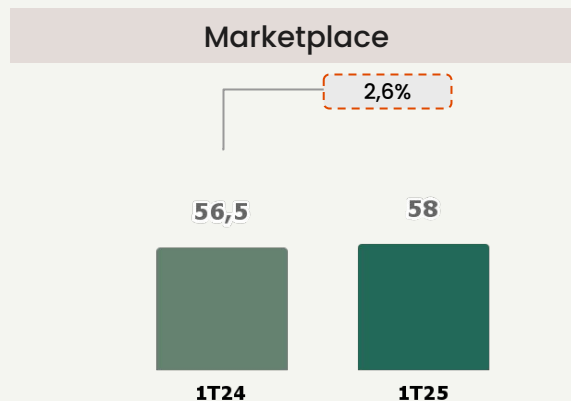
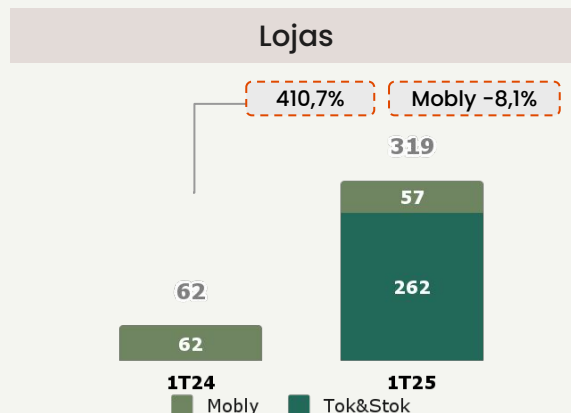
Atualização de Sinergias



Gross Merchandise Value* – em R\$ milhões



*Inclui outras receitas de R\$2,5 milhões no 1T25 e R\$3,5 milhões no 1T24.



Agenda

bloco 1

Destaques

bloco 2

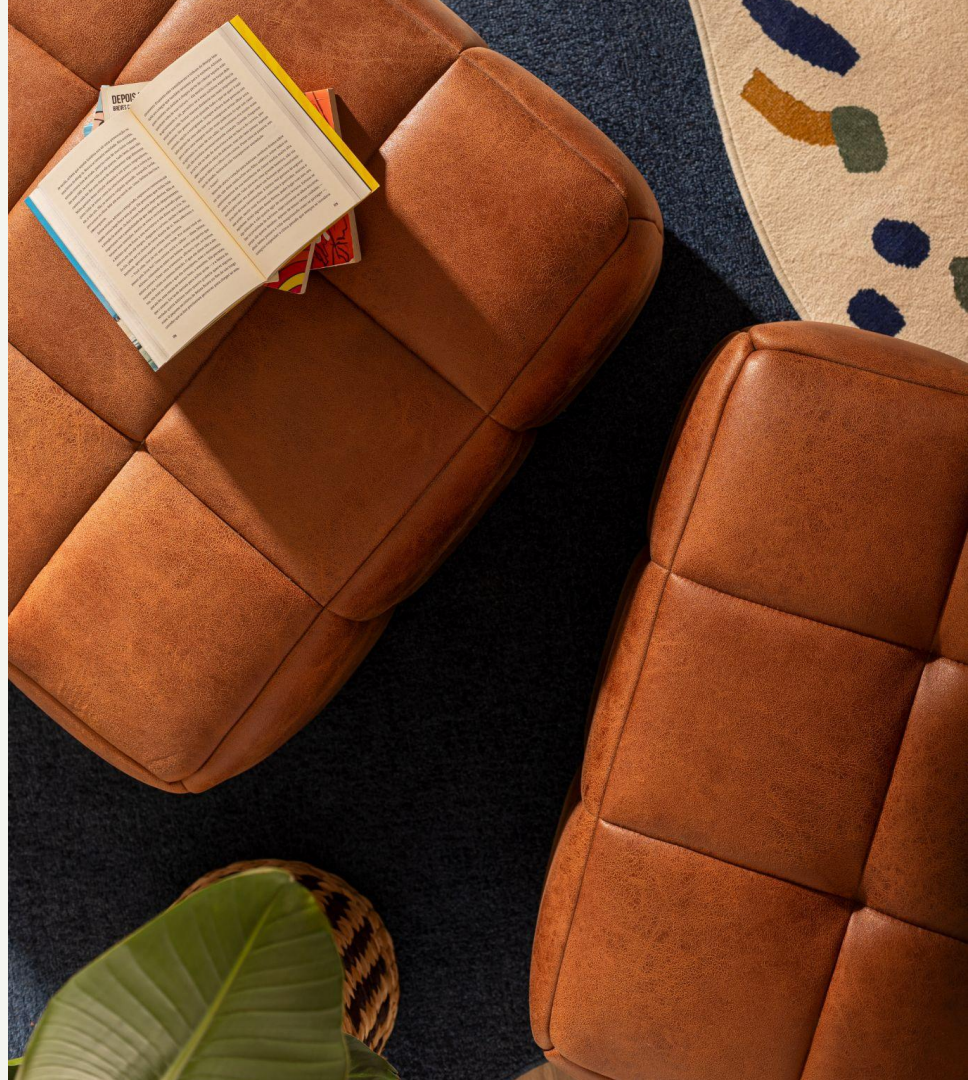
Crescimento

bloco 3

Rentabilidade

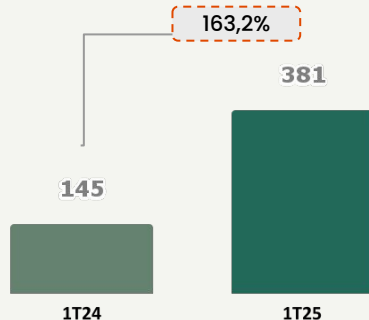
bloco 4

Atualização de Sinergias



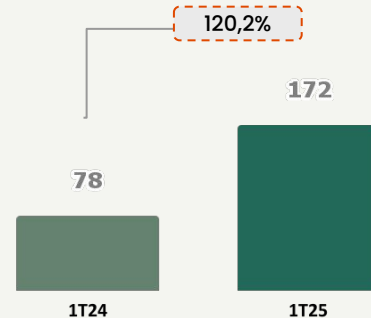
Receita Líquida

Em milhões de reais



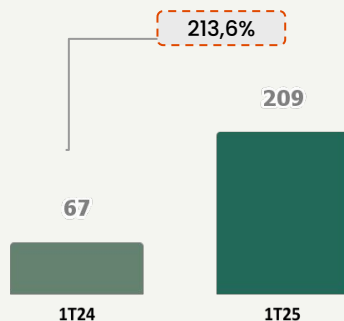
Custo das Mercadorias Vendidas

Em milhões de reais



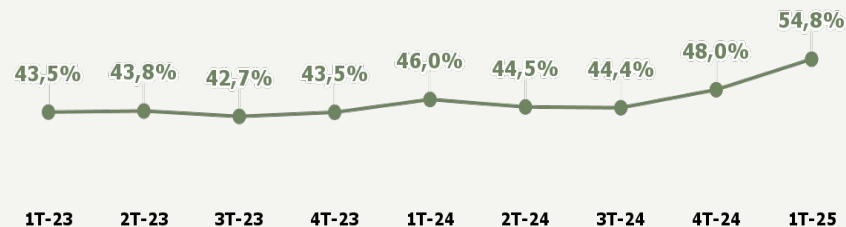
Lucro bruto (Margem de Contribuição I)

Em milhões de reais



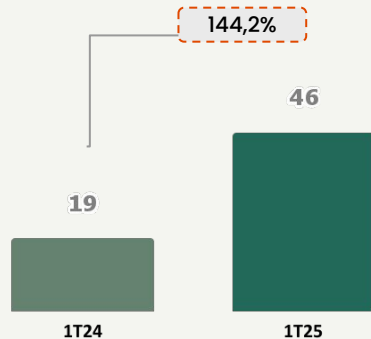
Margem Bruta (Margem de Contribuição I)

% da Receita Líquida



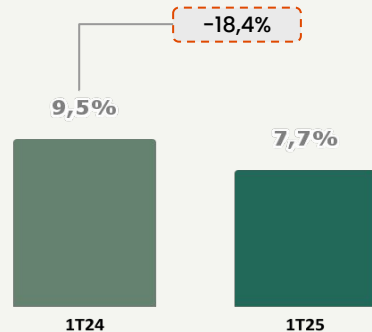
Custos Logísticos

Em milhões de reais



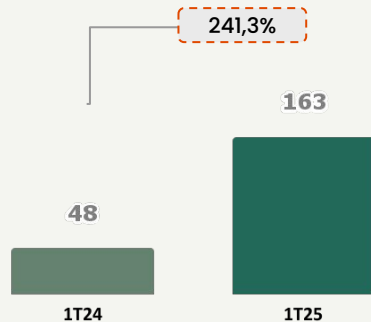
Custos de Transportes

% da Receita Líquida



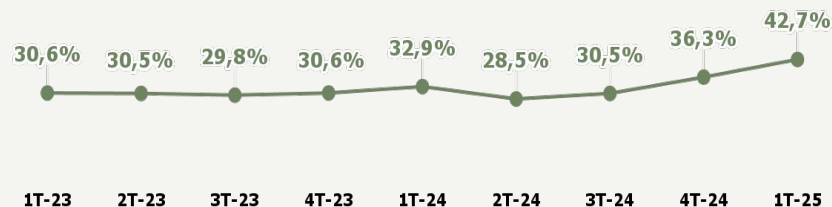
Margem de Contribuição II

Em milhões de reais



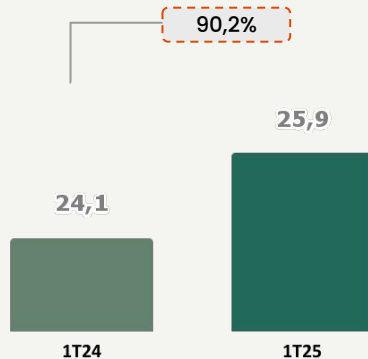
Margem de Contribuição II

% da Receita Líquida



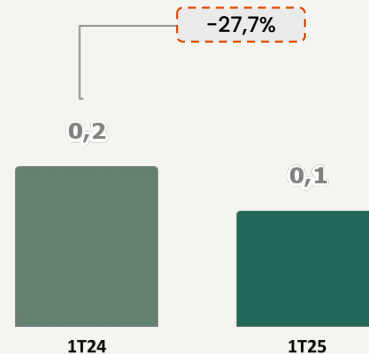
Despesas de Marketing e Vendas

Em milhões de reais



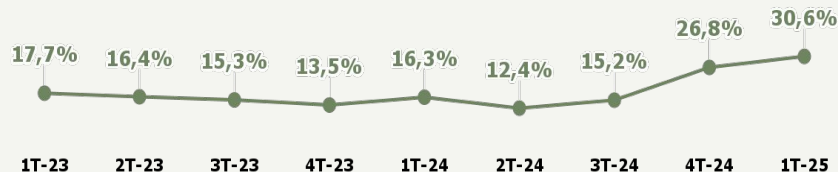
Margem de Contribuição III

% da Receita Líquida



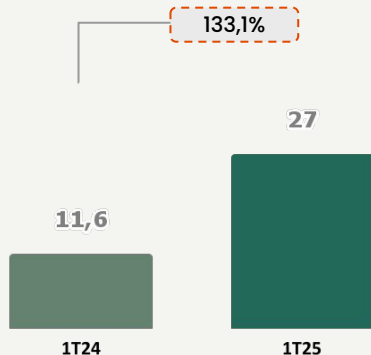
Margem de Contribuição III

% da Receita Líquida



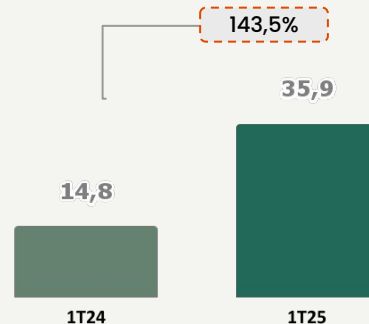
Despesas de pessoal

Em milhões de reais

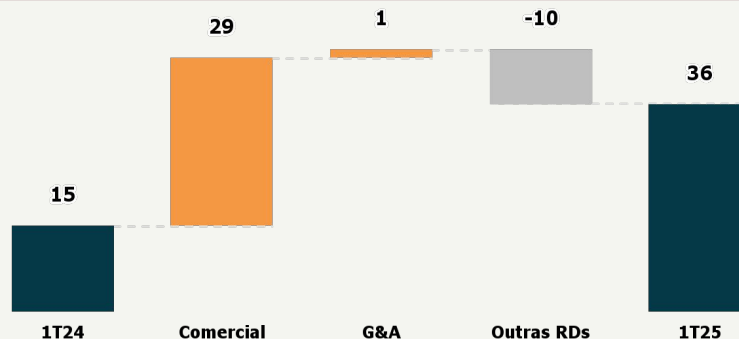


Despesas G&A

Em milhões de reais

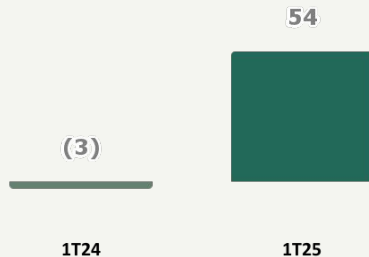


Detalhamento de G&A



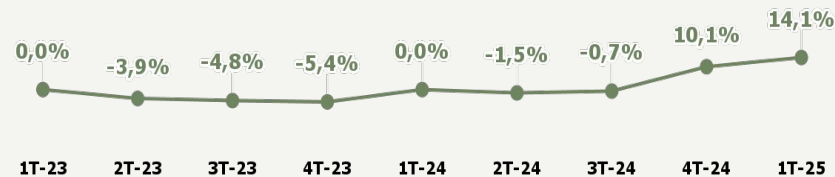
EBITDA Ajustado

Em milhões de reais



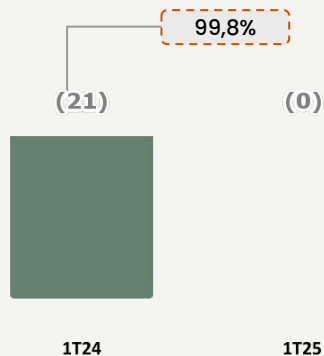
Margem EBITDA Ajustada

% da Receita Líquida



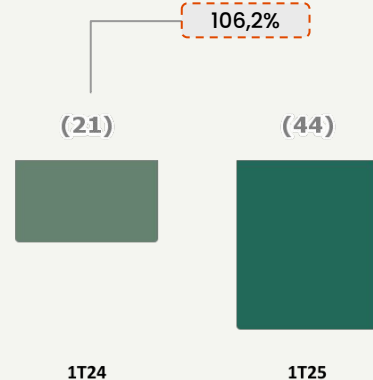
EBIT Ajustado

Em milhões de reais



Resultado Líquido Ajustado

Em milhões de reais



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bloco 1

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bloco 3

Rentabilidade

bloco 4

Atualização de Sinergias



Evolução das Sinergias – Geração de Caixa



*Estimativa de até 5 anos

Perguntas e respostas

Caso tenha alguma pergunta, **pressione o botão raise hand ou levantar a mão.**

Se, a qualquer momento, sua pergunta for respondida, aperte o mesmo botão para se retirar da fila. As perguntas serão respondidas à medida que forem recebidas.

Ao ser autorizado a falar, libere seu microfone.

Aviso Legal

As declarações contidas neste documento referentes a perspectivas de negócios, projeções de resultados operacionais e financeiros, bem como aquelas relacionadas às perspectivas de crescimento do Grupo Toky, são meramente projeções e, como tal, baseiam-se unicamente nas expectativas da administração sobre o futuro do negócio. Essas expectativas dependem, substancialmente, das aprovações e licenças necessárias para a aprovação de projetos, das condições de mercado, do desempenho da economia brasileira, do setor e dos mercados internacionais e, portanto, estão sujeitas a alterações sem aviso prévio. Este relatório de desempenho inclui dados contábeis e não contábeis, como dados operacionais, financeiros, pró-forma e projeções baseadas nas expectativas da Administração da Empresa. Dados não contábeis não foram objeto de revisão pelos auditores independentes

da

Empresa



GRUPO TOKY



Earnings Presentation
1Q 25

Schedule

block 1 Highlights

block 2 Growth

block 3 Profitability

block 4 Synergies Update



Significant profitability
improvement and
accelerated synergy
capture

GMV		Net Revenue	
+139.4% Y/Y		+163.2% Y/Y	
BRL 496.2 MM		BRL 381.4 MM	
Gross Margin	CM II	CM III	
+880 bps Y/Y	+980 bps Y/Y	+1,440 bps Y/Y	
54.8%	42.7%	30.6%	
Adj. EBITDA	Adj. EBITDA Margin	Adj. EBIT	
	+1,610 bps Y/Y		
BRL 53.9 MM	14.1%	BRL 0.7 MM	

In BRL Thousand and in % of Revenue

	1Q25	1Q24	Δ
GMV	496	207	139%
Revenue	381	145	163%
Cost of Sales	-172	-78	120%
Gross Profit	209	67	214%
Gross Profit Margin	54.8%	46.0%	8.8 p.p
Fulfillment Expenses	-46	-19	144%
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CM II Margin	42.7%	32.9%	9.8 p.p
Mkt & Sales Expenses	-46	-24	90%
CM III	117	24	396%
CM III Margin	30.6%	16.3%	14.4 p.p
Personnel	-27	-12	133%
Other G&A Expenses	-36	-15	143%
Adj. EBITDA	54	-3	NA
Adj. EBITDA Margin	14.1%	-1.9%	16.1 p.p
D&A	-53	-18	203%
Adj. EBIT	1	-20	NA
Interest Result	-44	0	NA
Net Result	-44	-21	106%
Net Margin	-11.5%	-14.7%	3.2 p.p
Adj. Net Result	-43	-20	110%
Adj. Net Margin	-11.3%	-14.1%	2.8 p.p

Schedule

block 1 Highlights

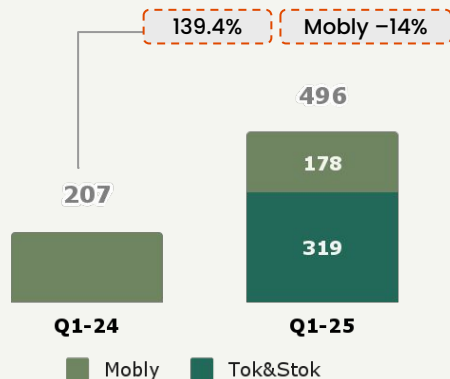
block 2 Growth

block 3 Profitability

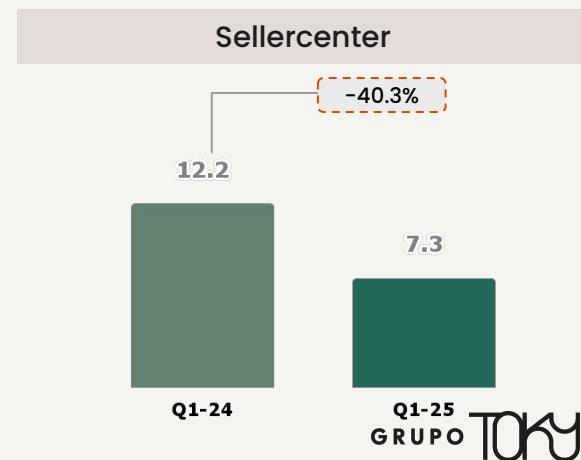
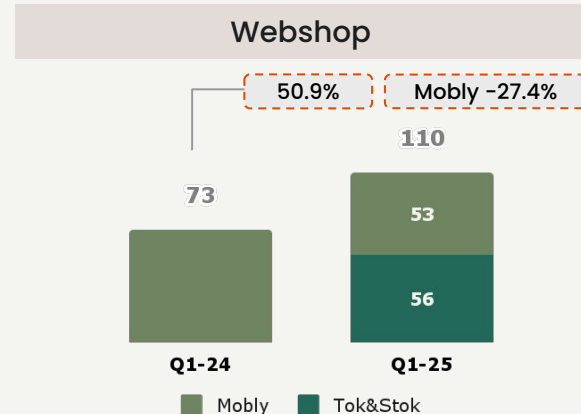
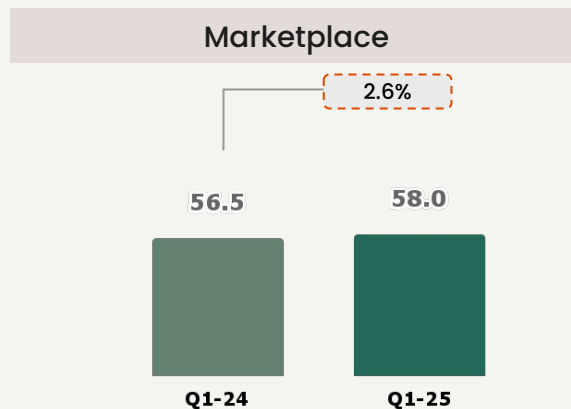
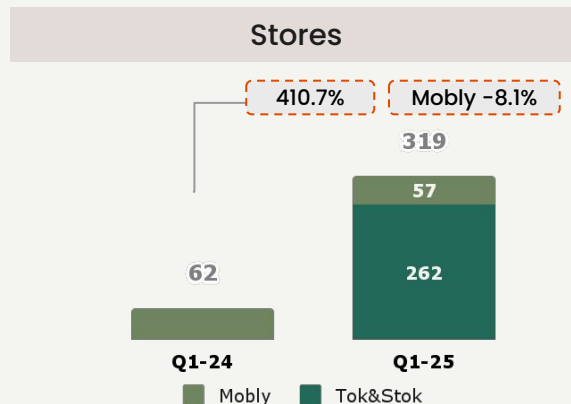
block 4 Synergies Update



Gross Merchandise Value* – in BRL million



*Includes other revenues of R\$2.5 million in Q1 25 and R\$3.5 million in Q1 24.



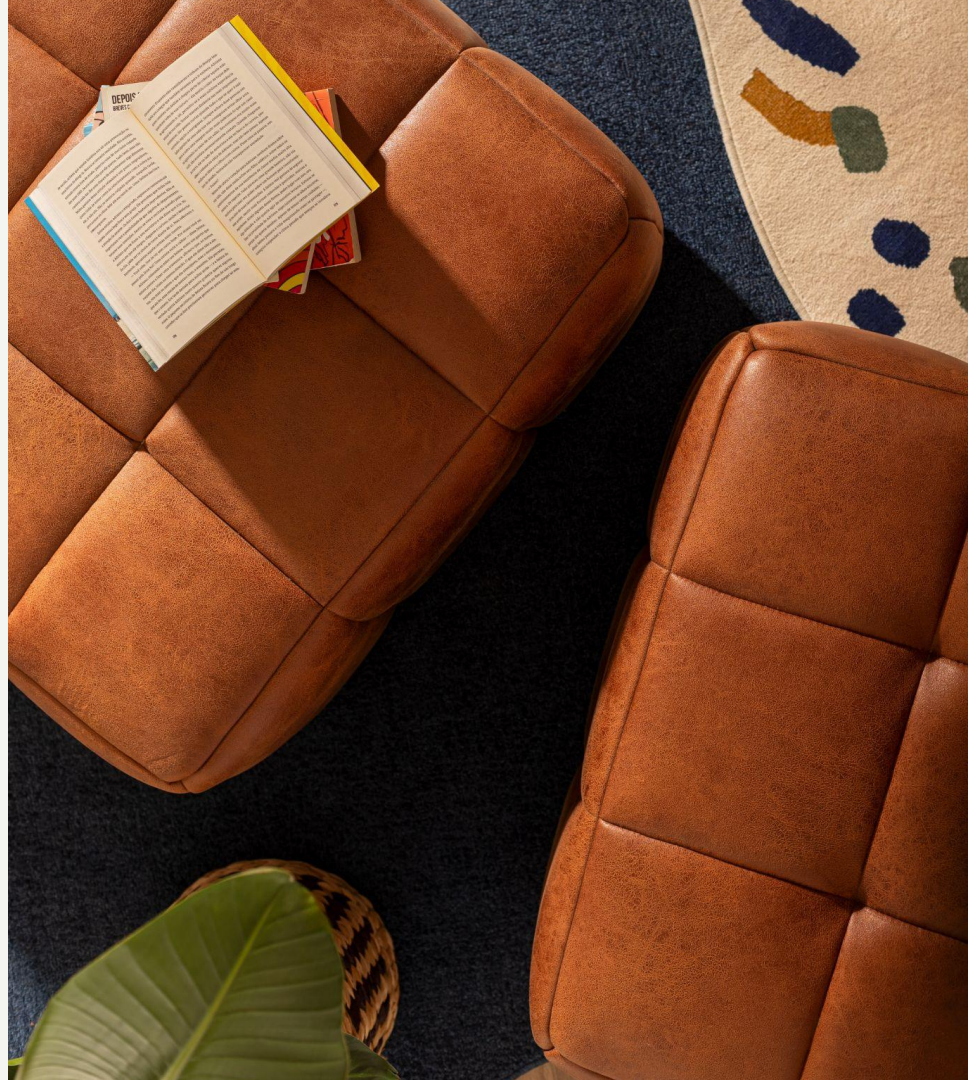
Schedule

block 1 Highlights

block 2 Growth

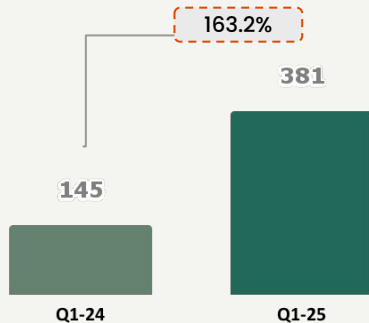
block 3 Profitability

block 4 Synergies Update



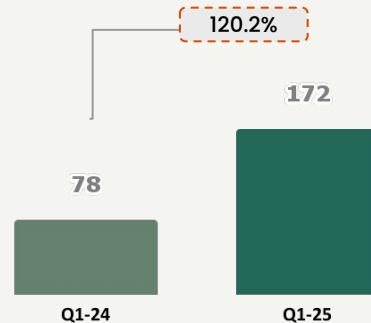
Net Revenue

In BRL million



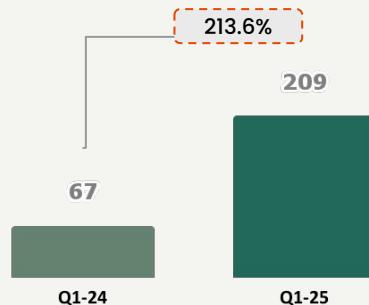
Cost of Goods Sold

In BRL million



Gross Profit (Contribution Margin I)

In BRL million



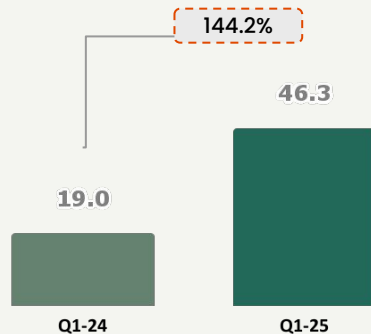
Gross Margin (Contribution Margin I)

% of revenue



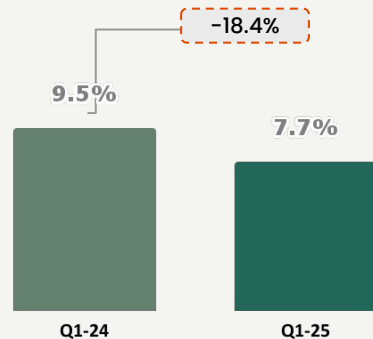
Fulfillment Costs

In BRL million



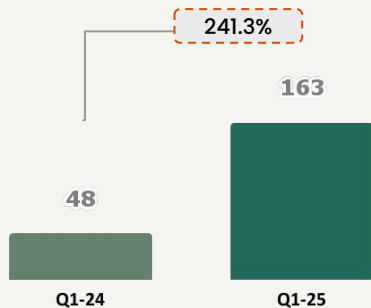
Shipment Costs

In BRL million



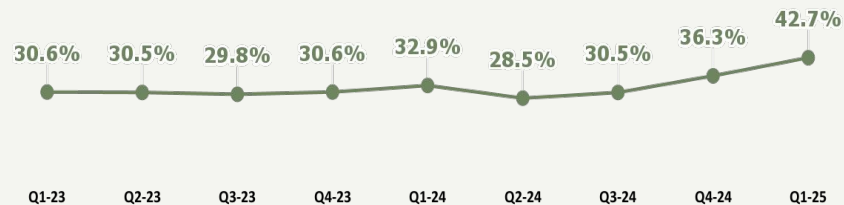
Contribution Margin II

In BRL million



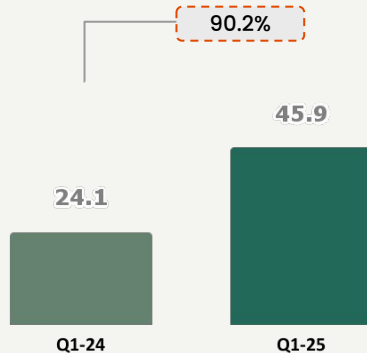
Contribution Margin II

% of revenue



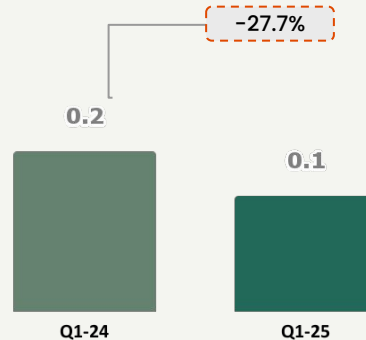
Marketing & Sales Expenses

In BRL million



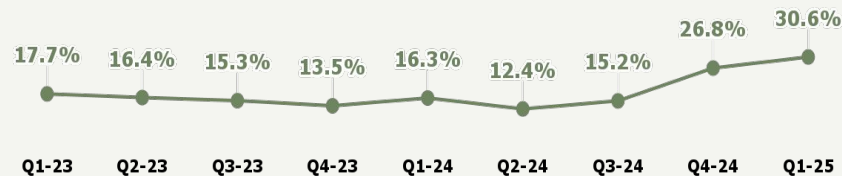
Contribution Margin III

In BRL million



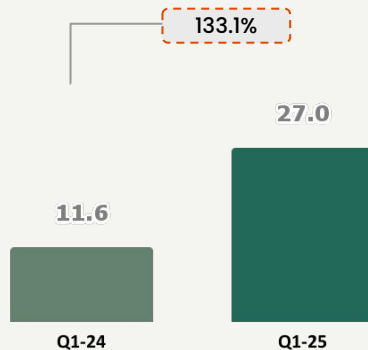
Contribution Margin III

% of revenue



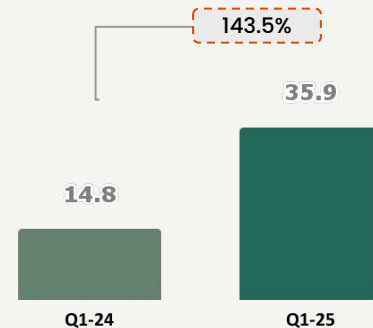
Personnel Expenses

In BRL million



G&A Expenses

In BRL million

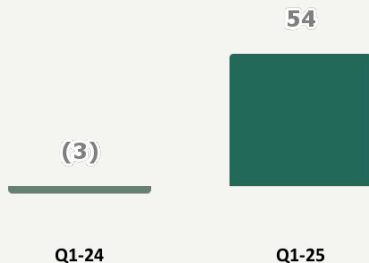


G&A Detailing



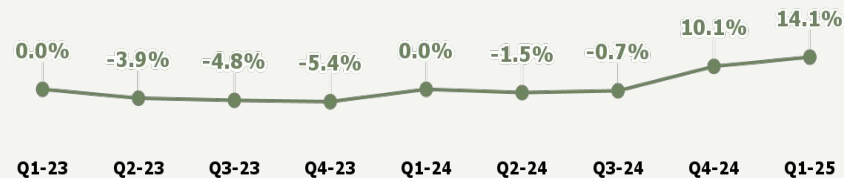
Adjusted EBITDA

In BRL million



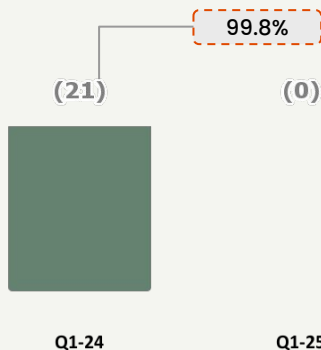
Adjusted EBITDA Margin

% of revenue



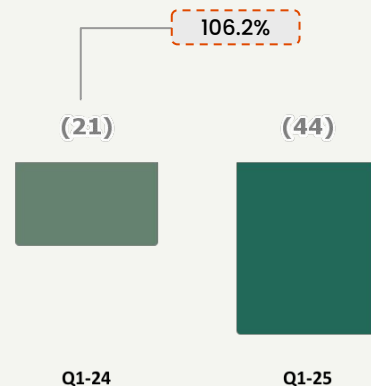
Adjusted EBIT

In BRL million



Adjusted Net Result

% of revenue



Schedule

block 1 Highlights

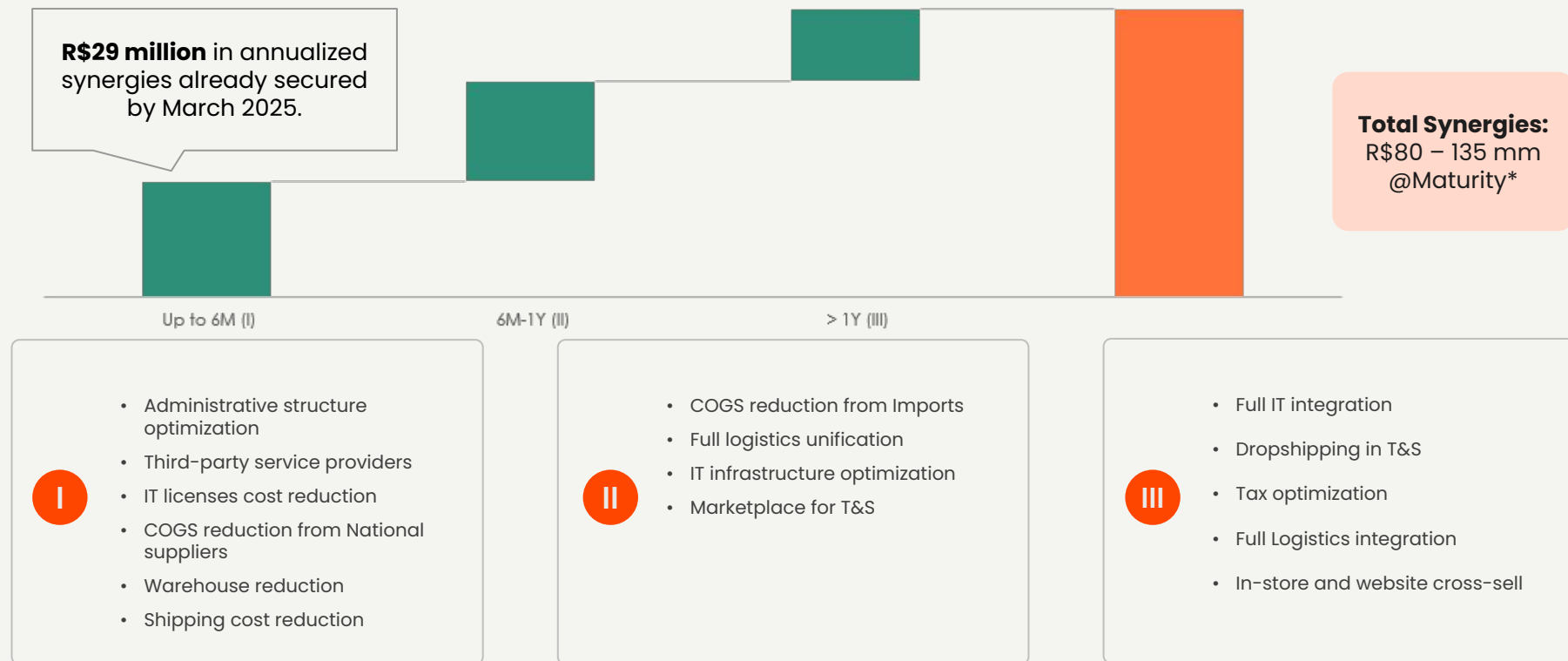
block 2 Growth

block 3 Profitability

block 4 Synergies Update



Synergies Evolution – Cash Flow Generation



*Estimate: up to 5 years.

Q&A

If you have any questions. **press the button raise hand.** If, at any time, your question was answered, press the same button to remove yourself from the queue. Questions will be answered as they are received. **When authorized to speak release your microphone.**

Legal Warning

The statements contained in this document related to business prospects, projections of operating and financial results and those related to Grupo Toky's growth prospects are merely projections and, as such, are based solely on the management's expectations about the future of the business. These expectations depend, substantially, on the approvals and licenses necessary for the approval of projects, market conditions, performance of the Brazilian economy, the sector, and the international markets and, therefore, are subject to change without prior notice. This performance report includes accounting and non-accounting data, such as operational, financial, pro forma and projections based on the expectations of the Company's Management. Non-accounting data has not been subject to review by the Company's independent auditors.



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