



EARNINGS **PRESENTATION**

2022

PRISMA

NEW BRANDING AND POSITIONING

Expanding the scope of operations

- Specialized consulting
- Technology
- Design

Access to the TC Ecosystem

- Access to the +690k investors in the community
- Conference calls in TC Station
- Synergy with other B2B companies

140 active customers¹

¹Clients who acquired service until 07/31/2022.



DIBRAN DTVM

ACQUISITION TO ACCELERATE TC BROKERAGE

Accelerate TC Investimentos' time to market

Structure ready to operate

license, technology, compliance, team, workflows and knowledge

Development of new areas

Development of new areas for the sale of financial products and investment opportunities

To provide all brokerage services

from distribution, origination and structuring on a unique platform



** The completion and closing of the Transaction is subject to the verification of certain conditions precedent, including obtaining all regulatory approvals required for the consolidation of shareholder control, including from the Banco Central.*

GALÍCIA EDUCAÇÃO

TO STRENGTHEN AND EXPAND TC'S EDUCATIONAL AREA

+ content and new areas of expertise for TC School

- Digital MBAs, degrees, professional certificates and courses
- **Access to the 250k student base and the group companies**



Digital MBAs
and professional
certification



Training
of coaches



Learning
in the metaverse
and virtual reality



PANDHORA INVESTIMENTOS

MANAGER OF QUANTITATIVE MULTI-STRATEGY FUNDS

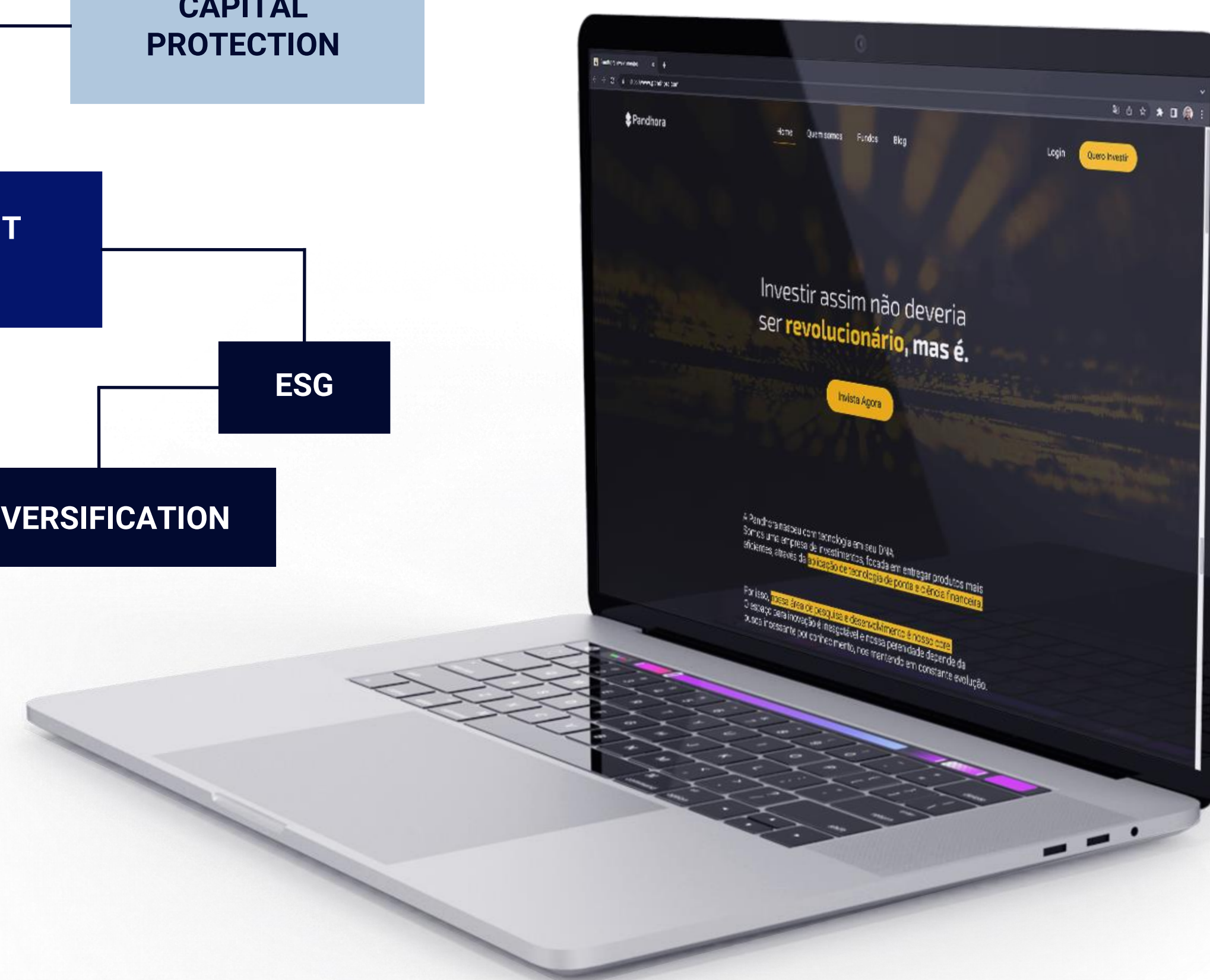
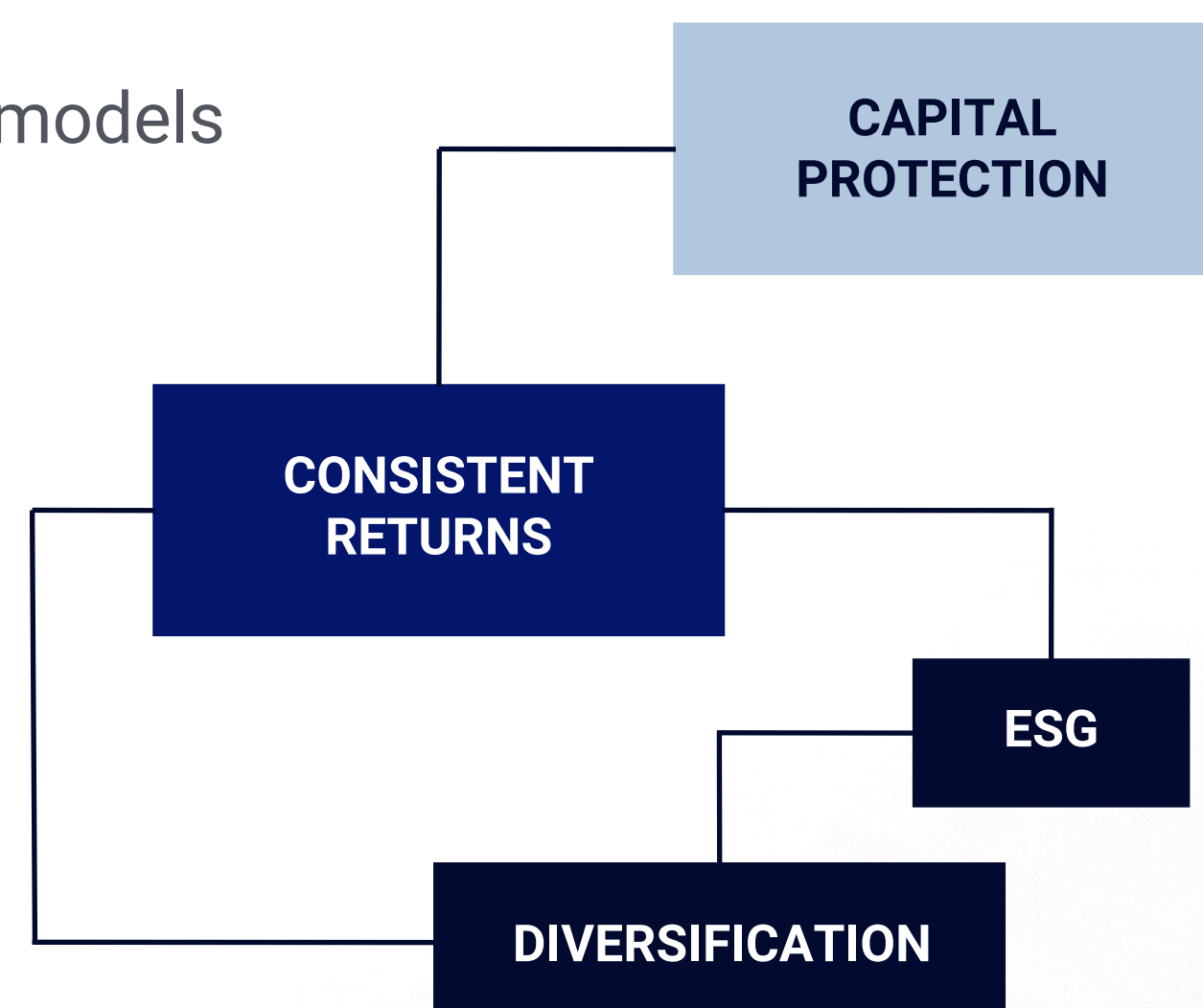


Management + technology

- Decisions based on algorithms and mathematical models
- Manager with ready and consolidated operation
- Diversified, liquid and global assets
- Expertise in crypto funds

Market with high potential for growth

- AuM of ~R\$ 350 million in assets
- Capacity of fund allocation of up to R\$ 10 billion
- Quants represent only 1% of the fund industry



* The conclusion and completion of the Transaction are subject to the negotiation and verification of certain precedent conditions, including obtaining all regulatory approvals, as well as the execution of definitive documents.

TC ADVISORY

CONSULTING AND ADVISORY SERVICES FOR CAPITAL MARKET OPERATIONS

Giving middle market companies access to the capital market

Identify growth opportunities

through **ECM, DCM or M&A** transactions

Synergy with the TC ecosystem

New revenue source from the B2B segment

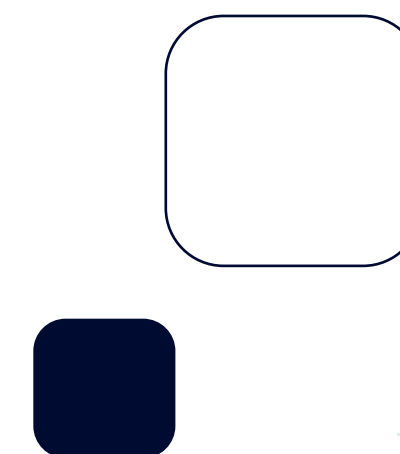
and low operational cost

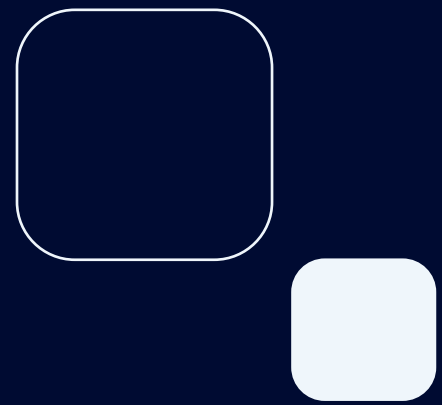




FINANCIAL AND OPERATIONAL **PERFORMANCE**

2Q22





MAIN HIGHLIGHTS

2Q22

693k

REGISTERED USERS¹

△ **+38.0%** (2Q22/2Q21)

R\$ 24 million

NET REVENUE

△ **+2.4%** (2Q22/2Q21)

R\$ 16 million

ADJUSTED GROSS PROFIT²

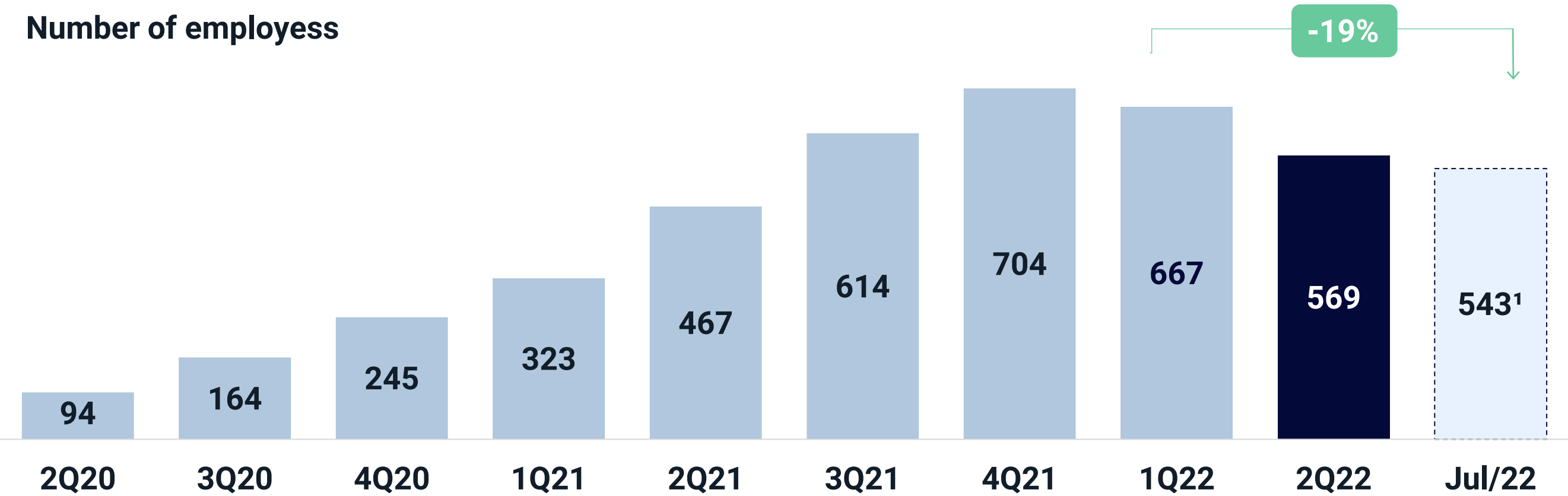
△ **+10.0%** (2Q22/2Q21)

1, Including Sencon users;

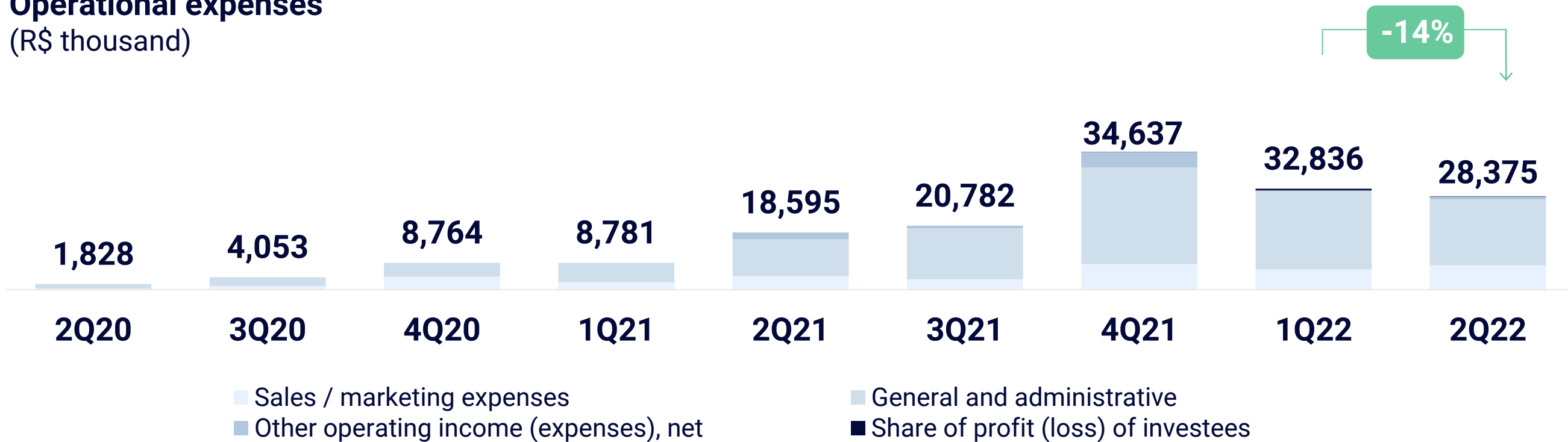
2. Includes non-recurring item adjustments on cost

FINANCIAL DISCIPLINE

Number of employess



Operational expenses
(R\$ thousand)



Cost and expense control

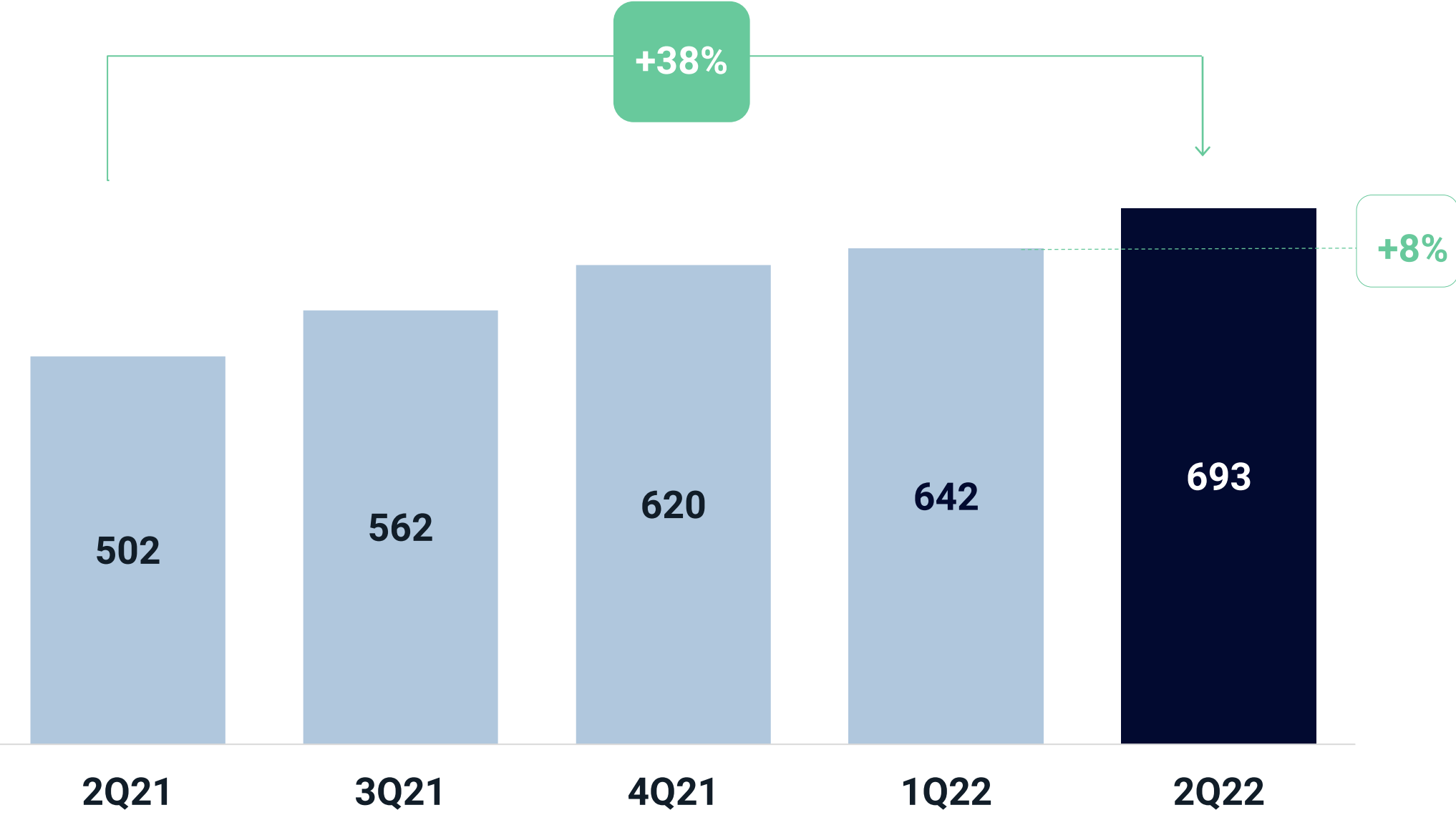
The TC remains engaged in cost and expense management, including:

- Headcount maintaining and monitoring;
- Review of all tool and infrastructure expenses;
- Renegotiation with suppliers.

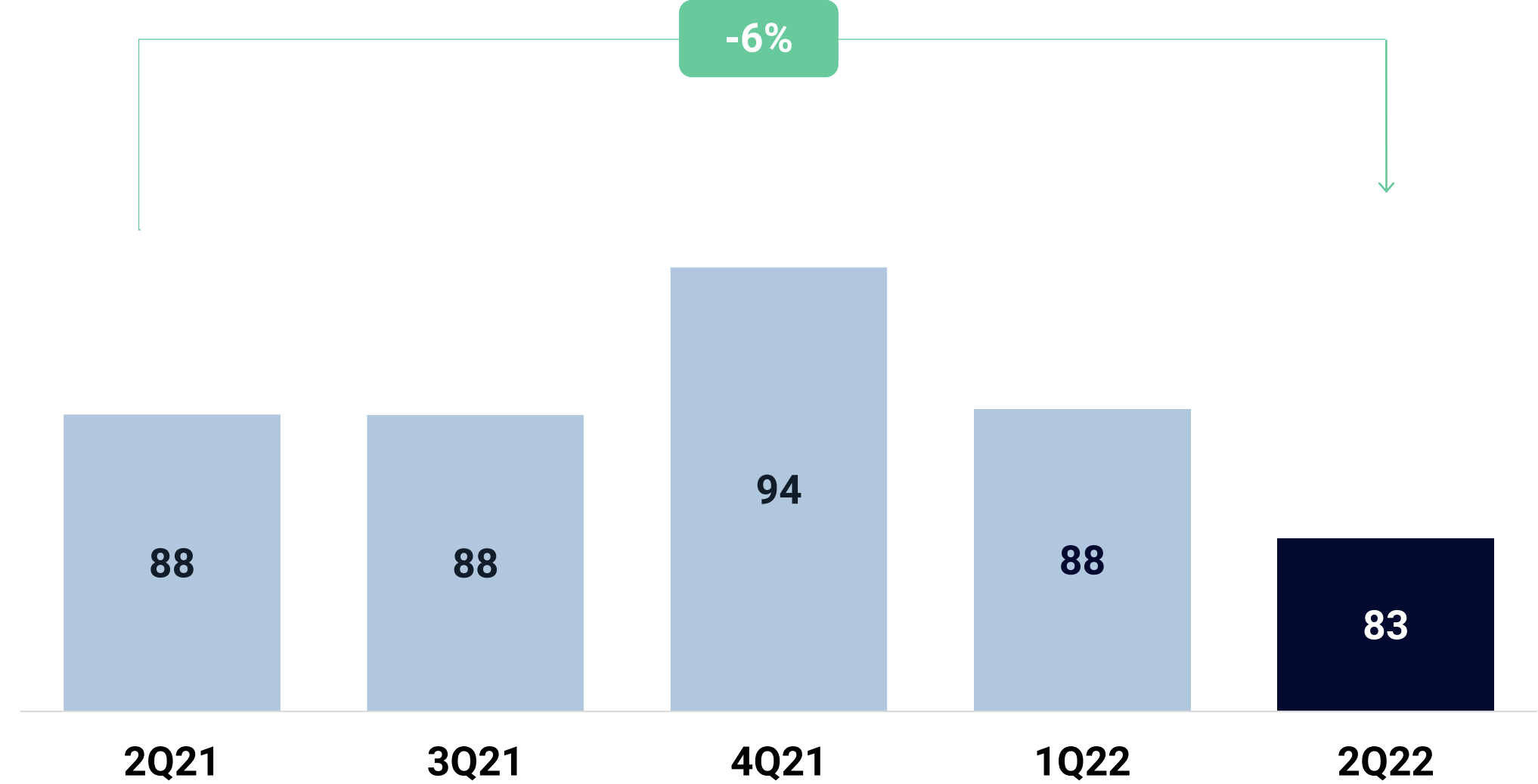
1, Number of employees as of July 31, 2022,

NUMBER OF USERS

Number of registered users¹
(thousand)



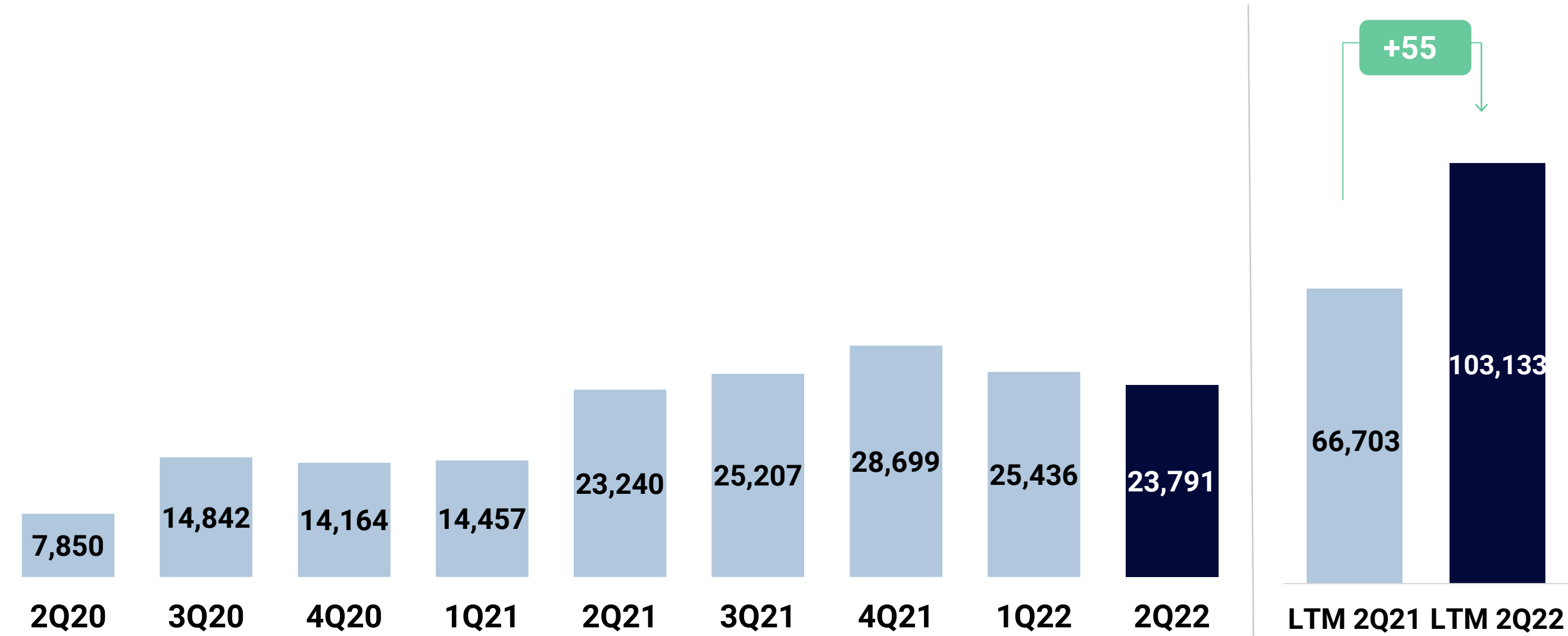
Number of paying users¹
(thousand)



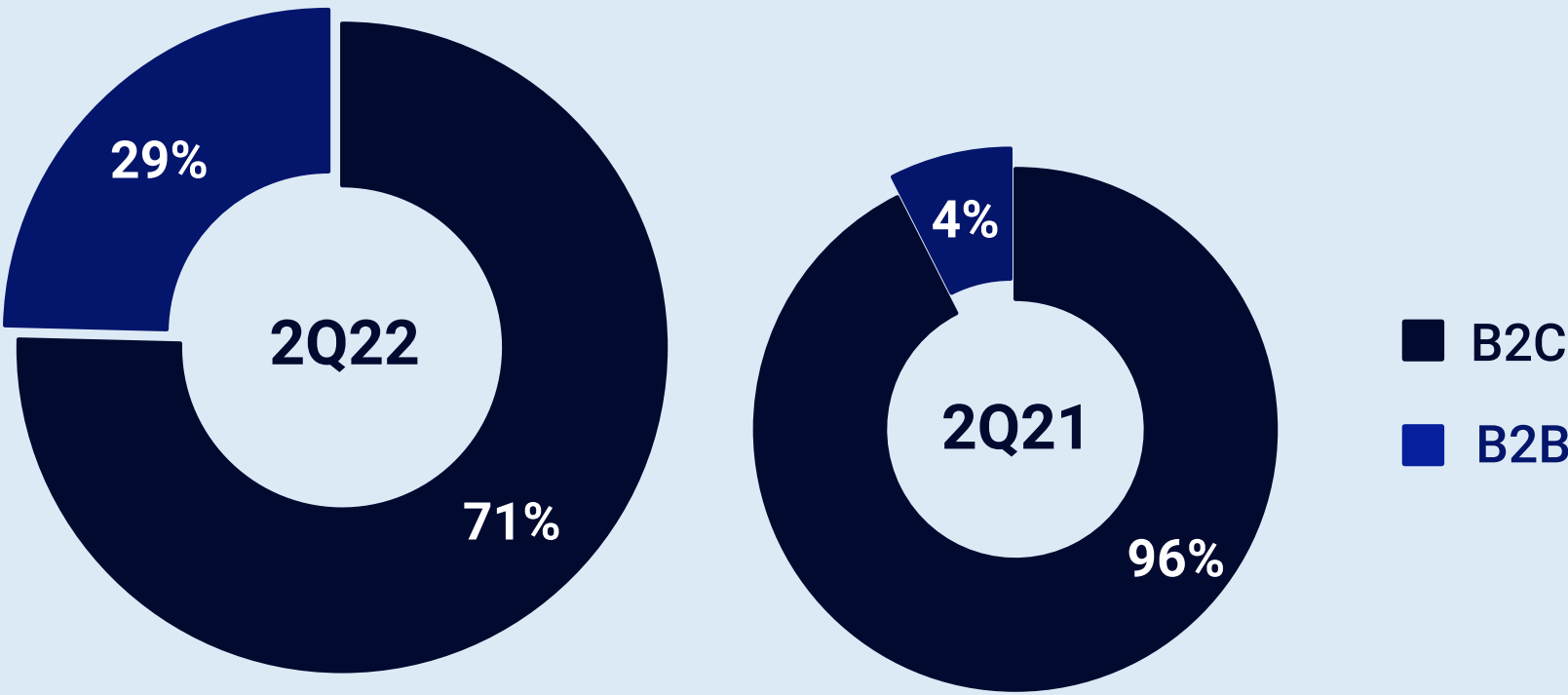
¹, Including Sencon users,

OPERATIONAL REVENUE

Evolution of net revenue
(In thousands of reais)



Gross revenue breakdown (%)

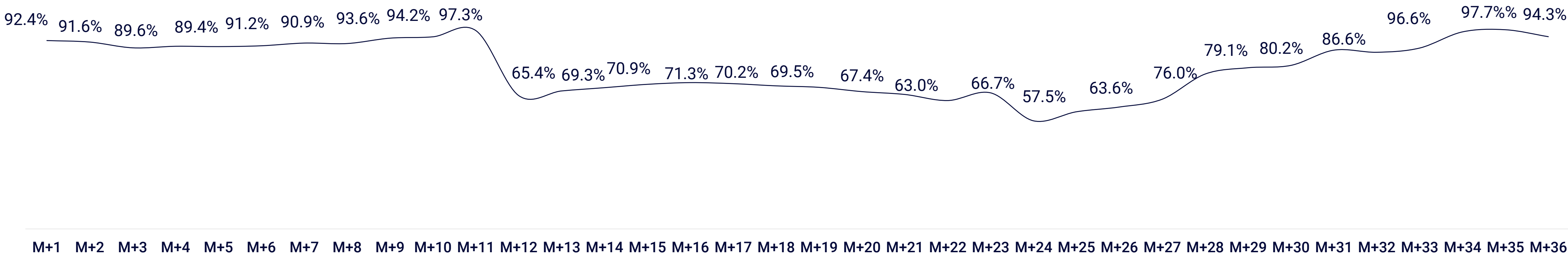


NET REVENUE RETENTION

A rarity in the B2C world, TC displays expansionary revenue over longer timeframes

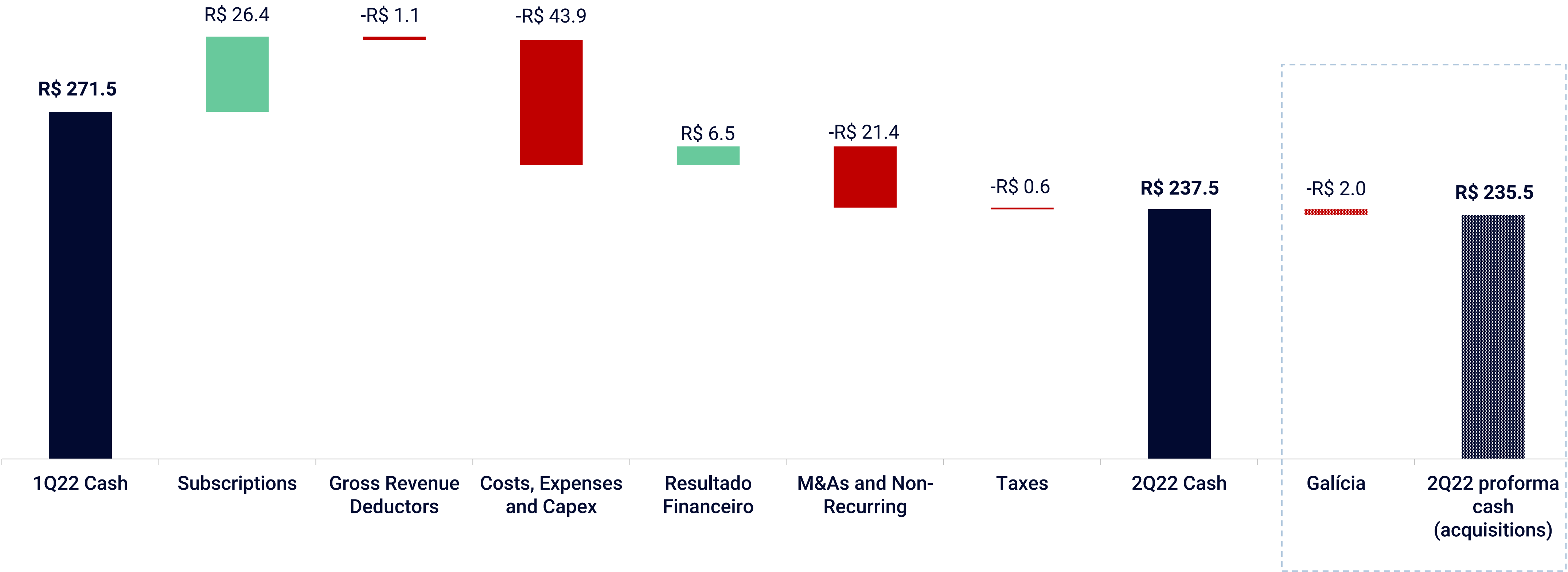
- Seasonality of annual plan renewal in the periods M+12
- Revenue recovery with users who remained in the cohort after that period and upsell trend

Net monthly recurring revenue retention
B2C Segment (%)



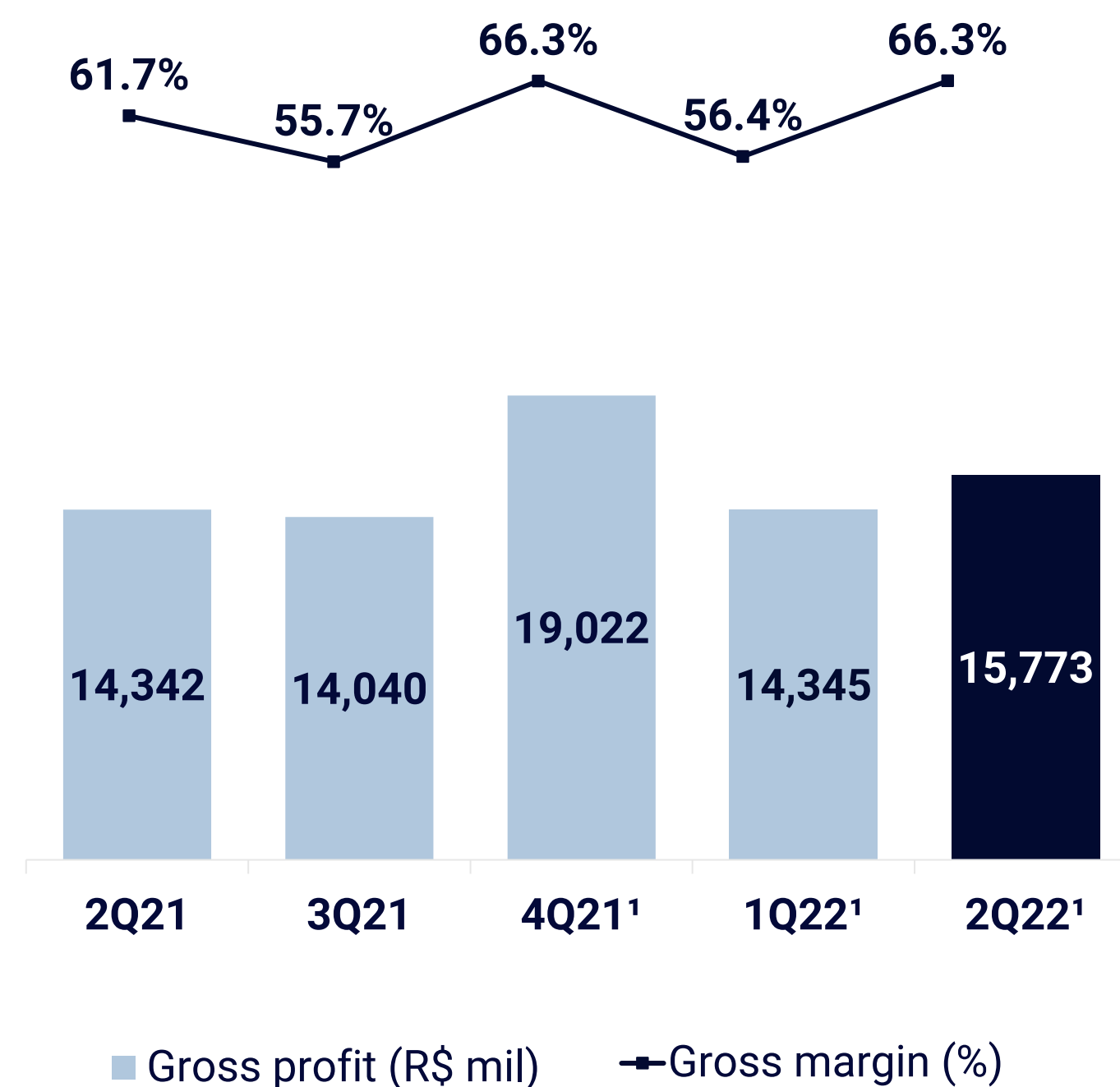
CASH STRUCTURE

Cash and cash equivalents
(R\$ million)

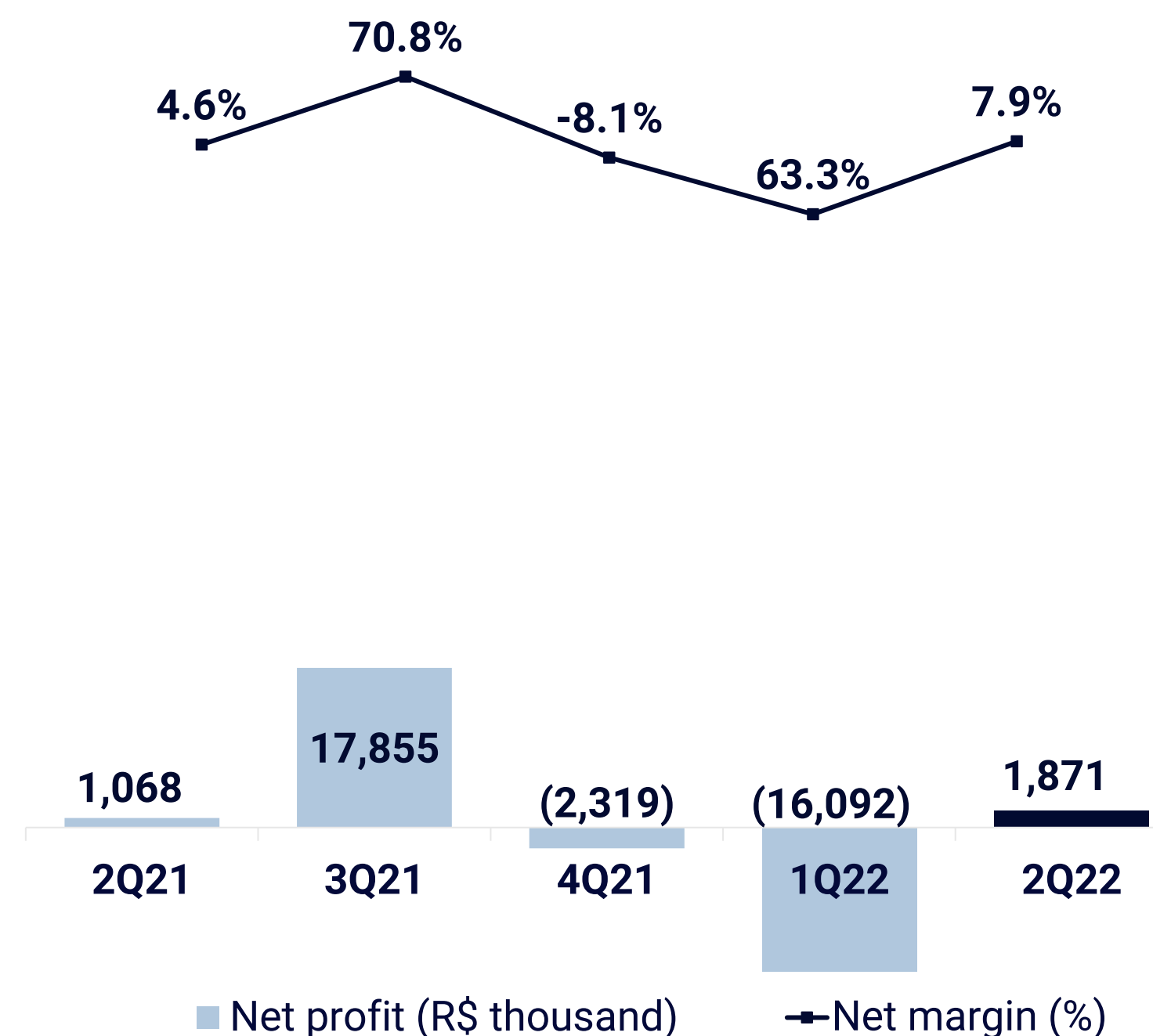


PROFIT & EBITDA

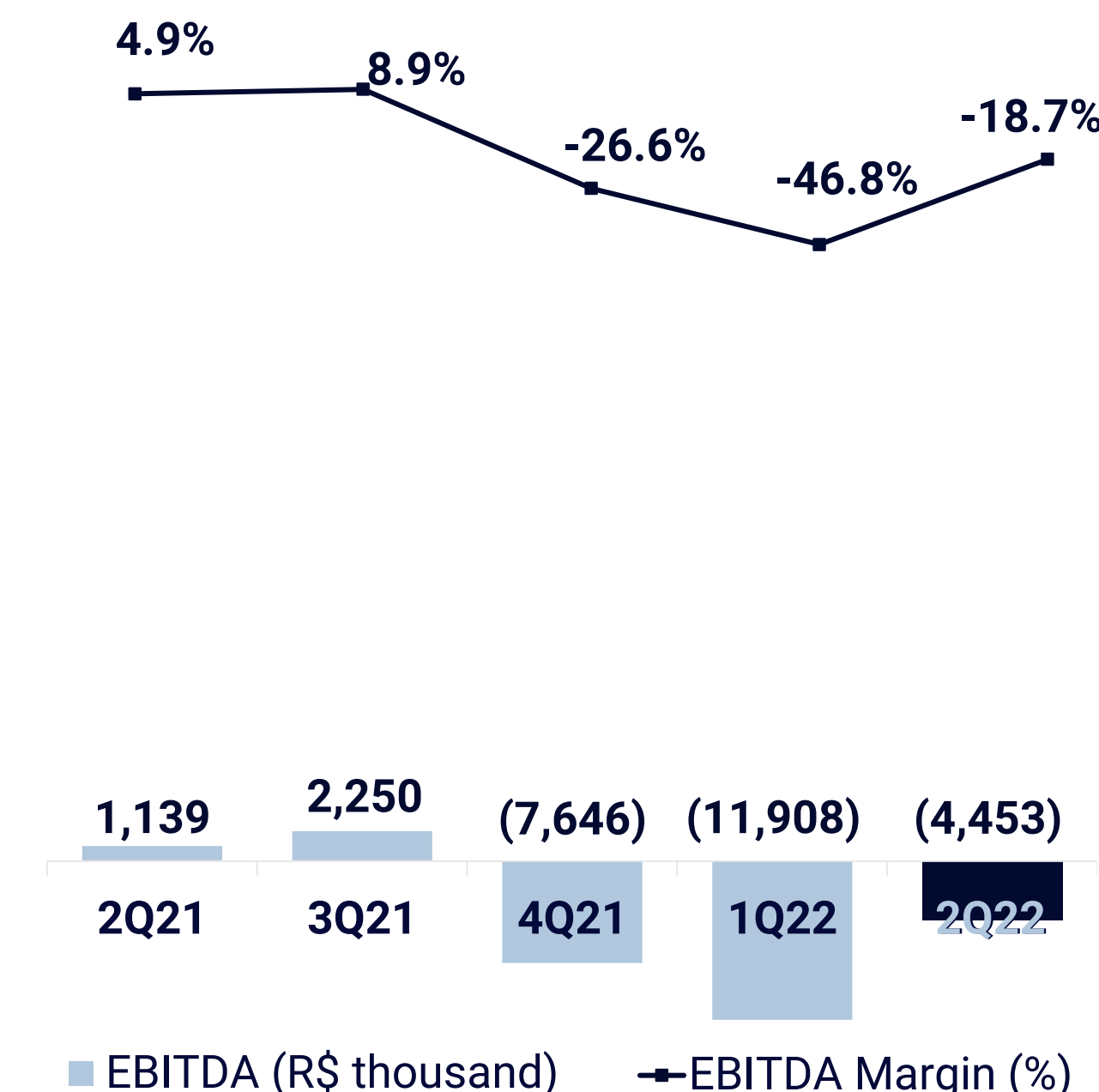
Gross profit and gross margin



Net profit and net margin¹



EBITDA and EBITDA margin¹



1. Includes ex-growth (up to 2021) and non-recurring item adjustments. Gross profit includes only cost adjustments.



DISCLAIMER

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IR CONTACT

 ri@tc.com.br

 tc.com.br/ri