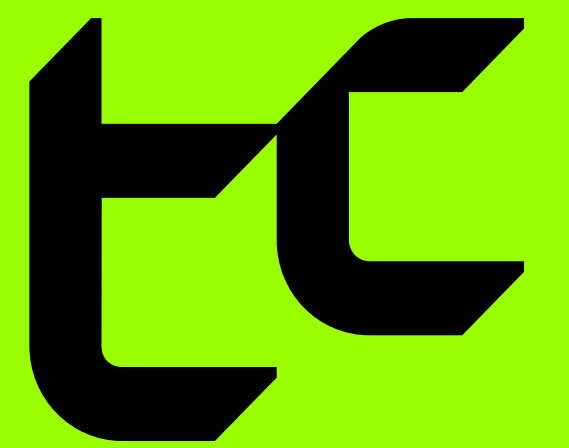
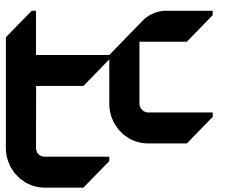


Earnings Presentation

3Q23



Transactional segment



Business units operating within estimates and performing well, demonstrating strong synergy with our community and customer base



TC INVESTIMENTOS

- Increased investments in transactional operation
- Investment application with partner **performing consistently and in line with estimates**
- **Daily records** of active clients being broken week after week

MESA PROPRIETÁRIA

Launch of TC's proprietary desk, Stardesk, with one of the founders of the business in Brazil, great synergy with TC's other businesses

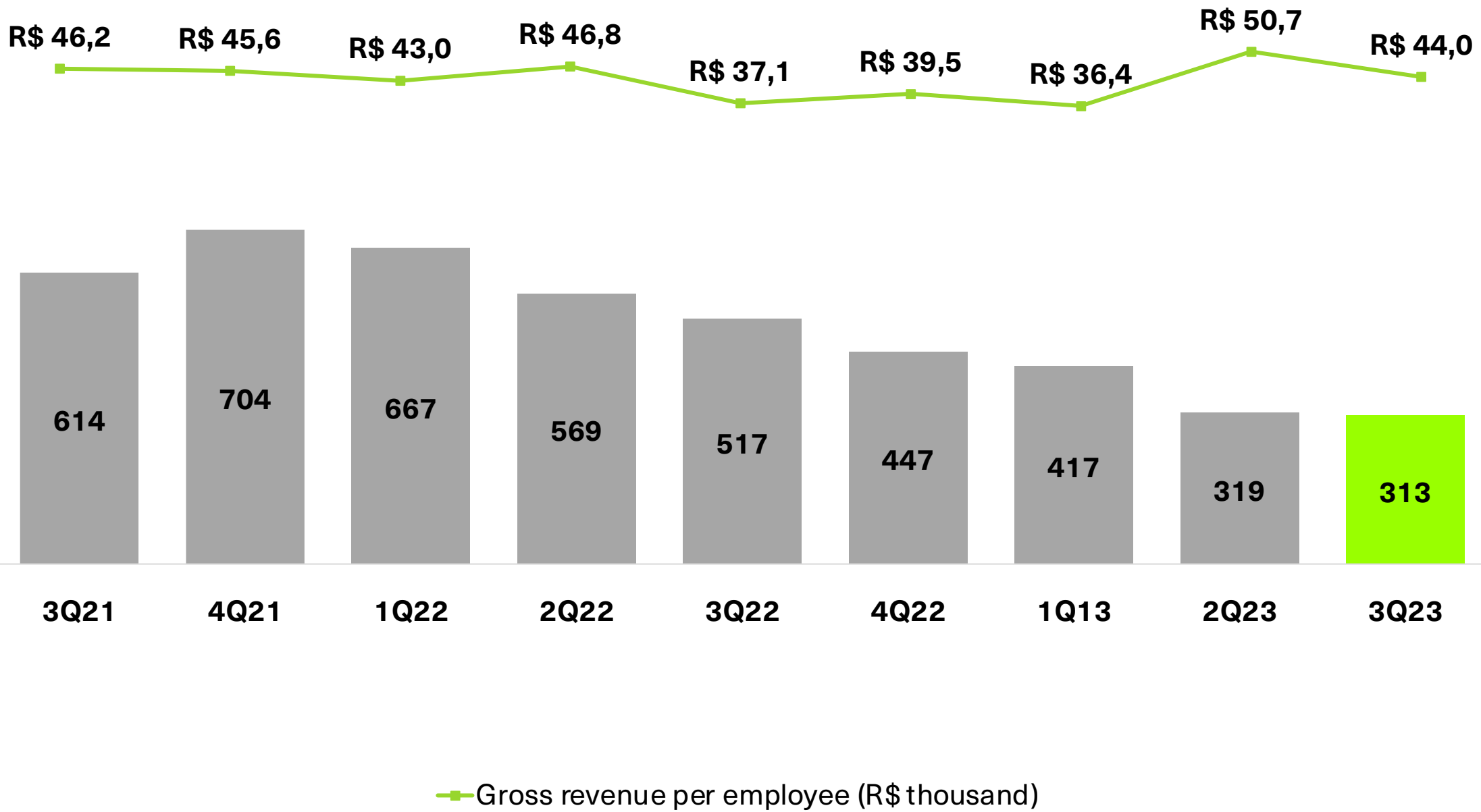


Solid culture of seeking efficiency and prioritizing expense reduction

- The Company achieved a **39.5% reduction** in its headcount in 3Q23 compared to the same period of 2022. This is the lowest level ever reached.
- Gross revenue per employee reached **R\$ 44.0 thousand**.



Number of employees



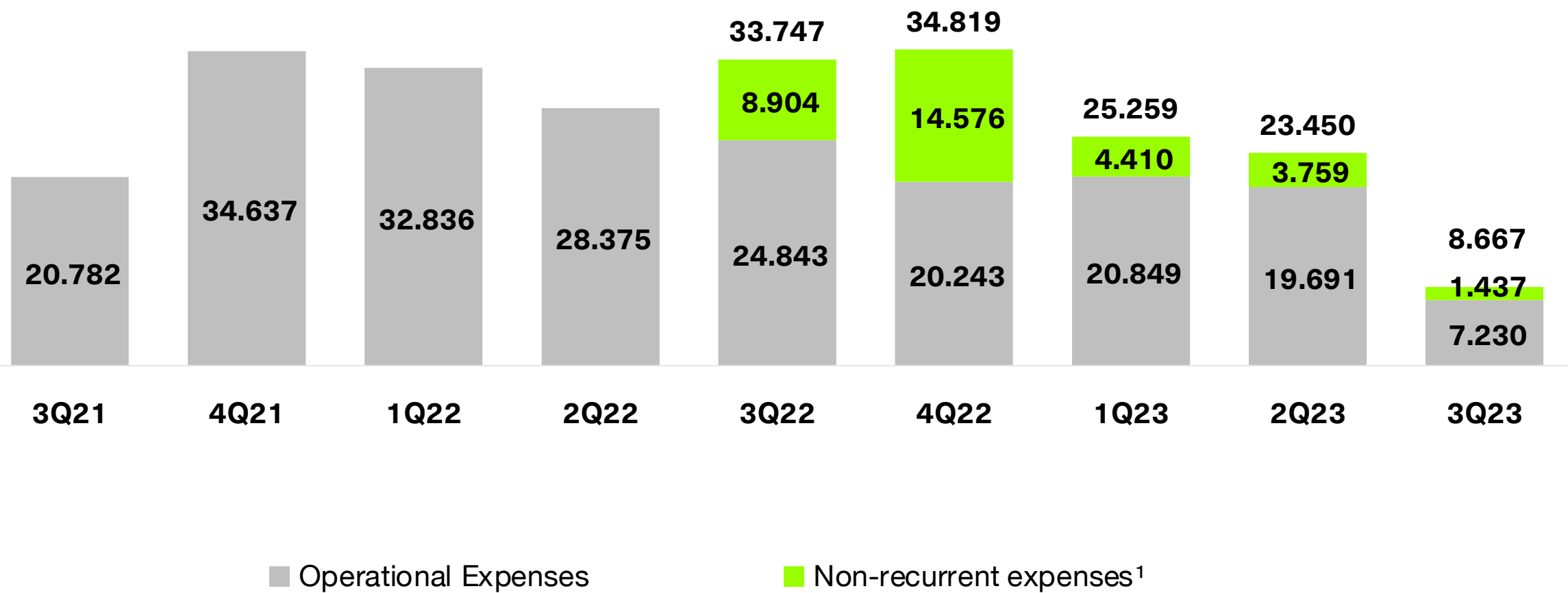
Financial discipline and improved SG&A



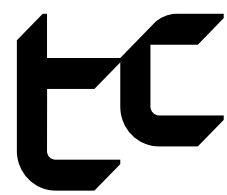
- TC continues adopting a financial discipline process since 2022, which has been reflected in its operational and administrative expenses (SG&A).
- Operating expenses in 3Q23 decreased 63.0% compared to 2Q23 and 74.3% compared to 3Q22.



Operating expenses (R\$ thousand)



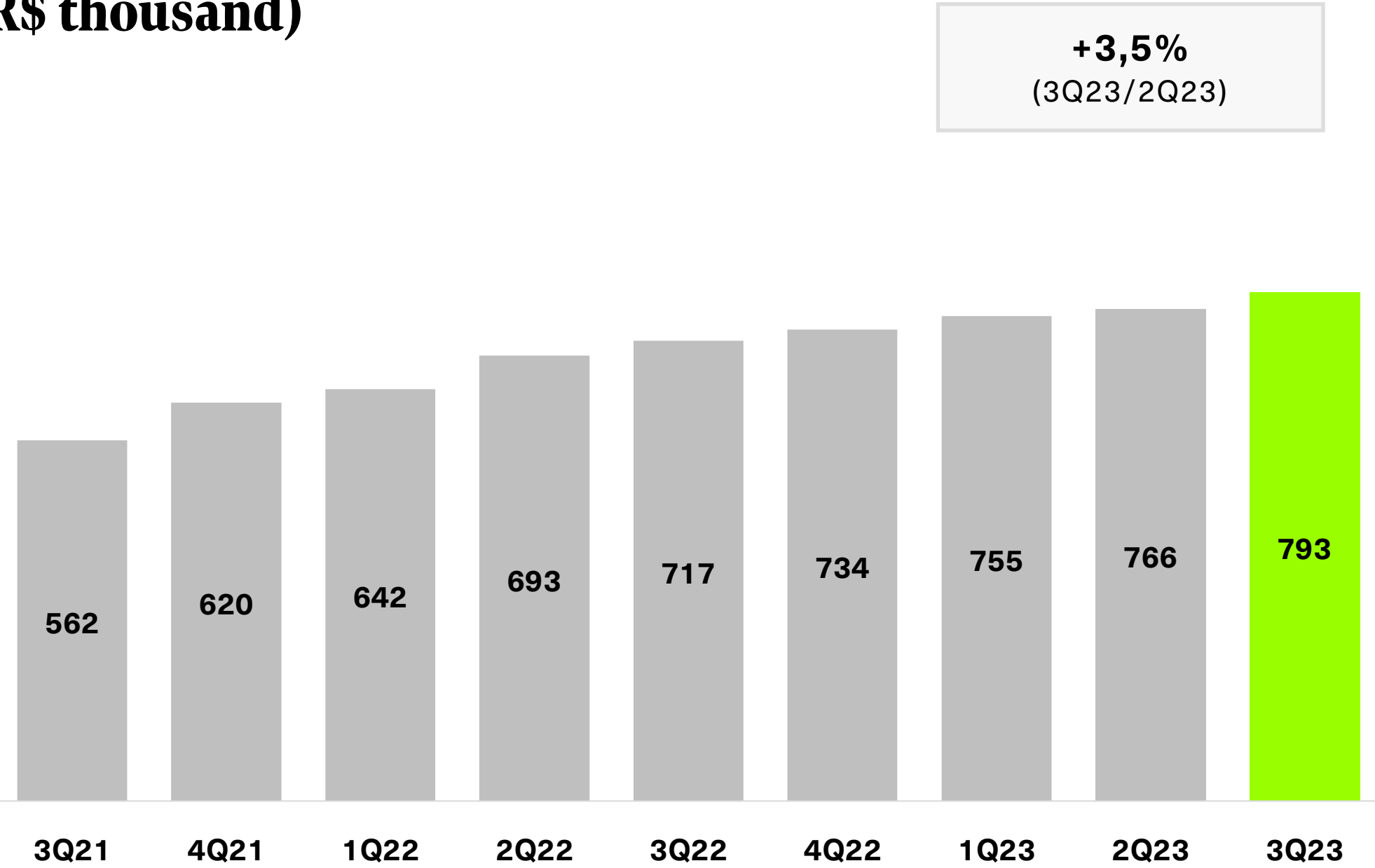
1. Non-recurring expenses in the period related to terminations, optimization of operational systems and legal advice.



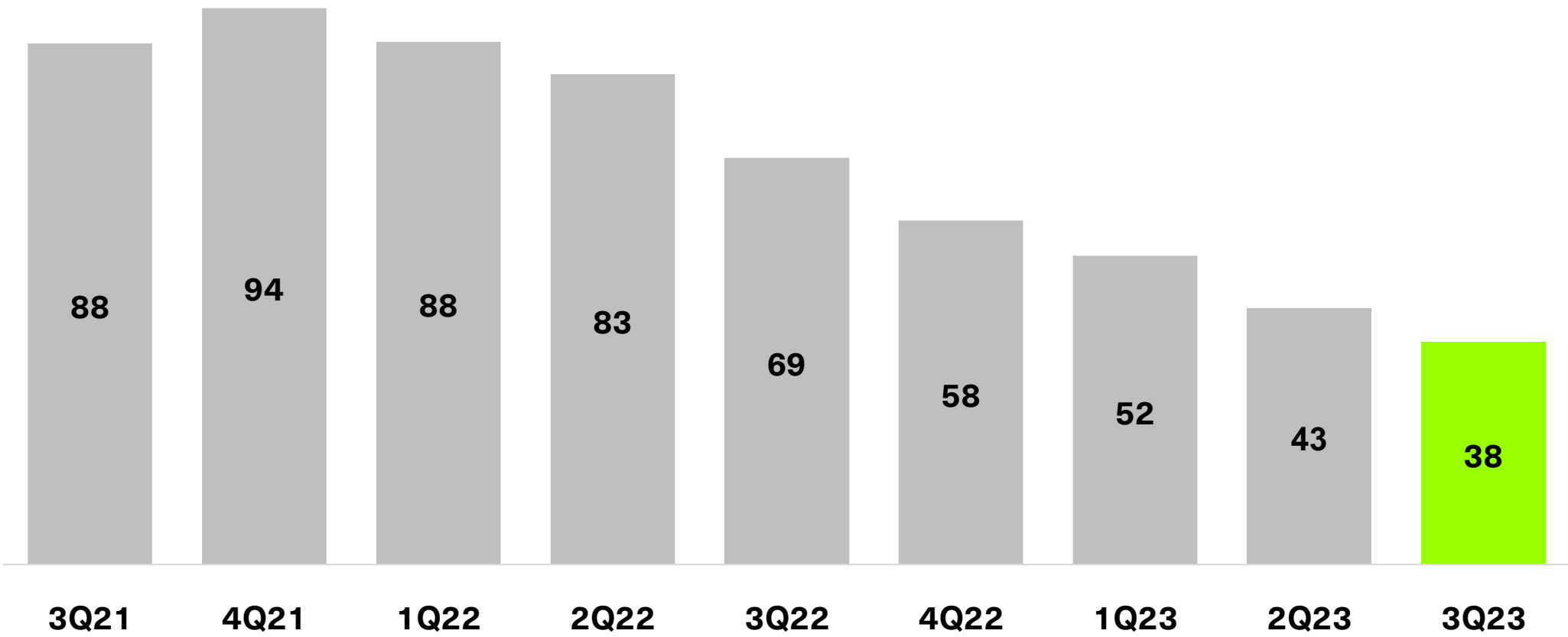
Number of users

The Company is focused **on retaining older customers and increasing the free user base** on the platform, aiming at **future conversion** of other services, especially in the transactional segment.

Number of registered users (R\$ thousand)



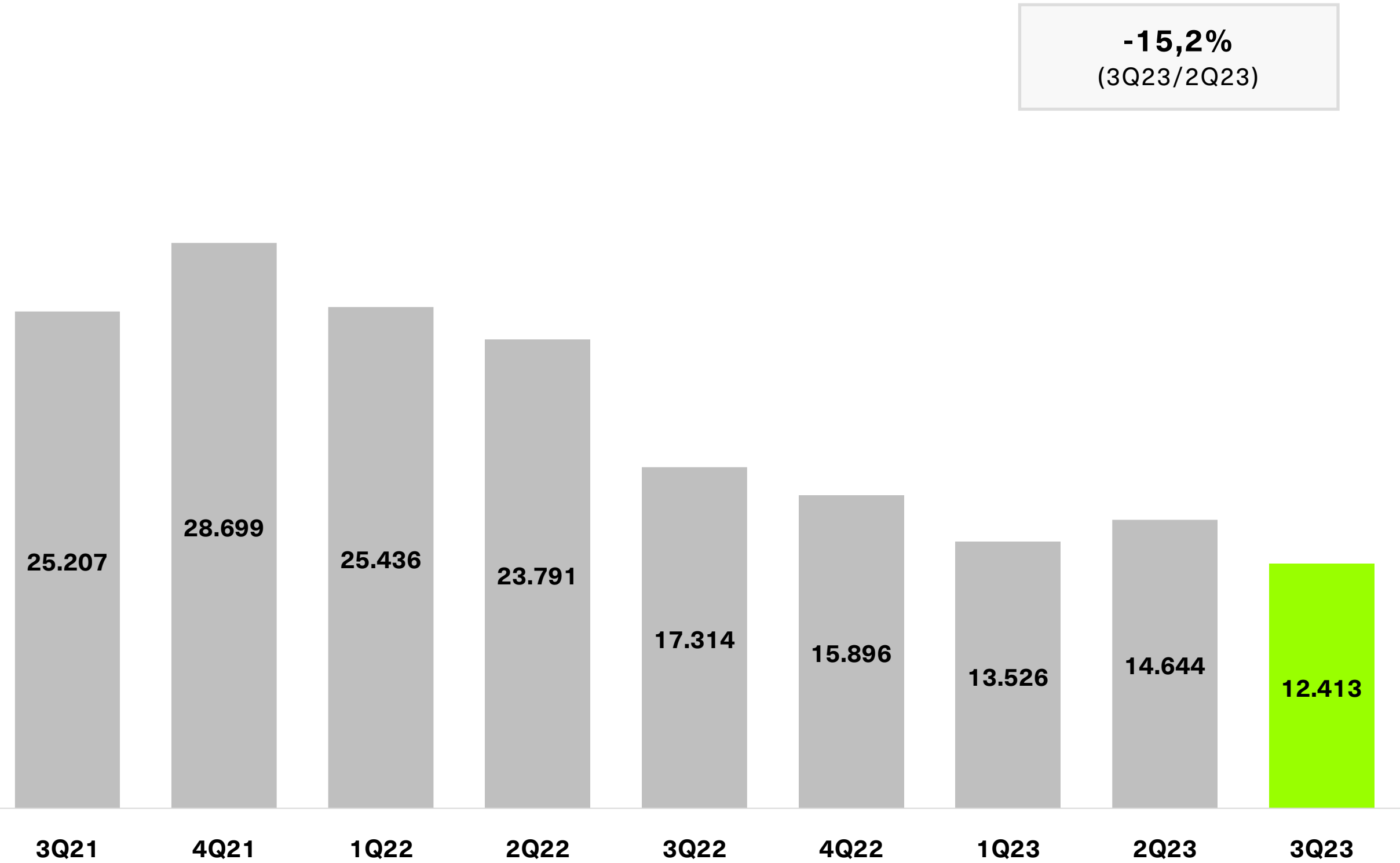
Number of paying users (R\$ thousand)



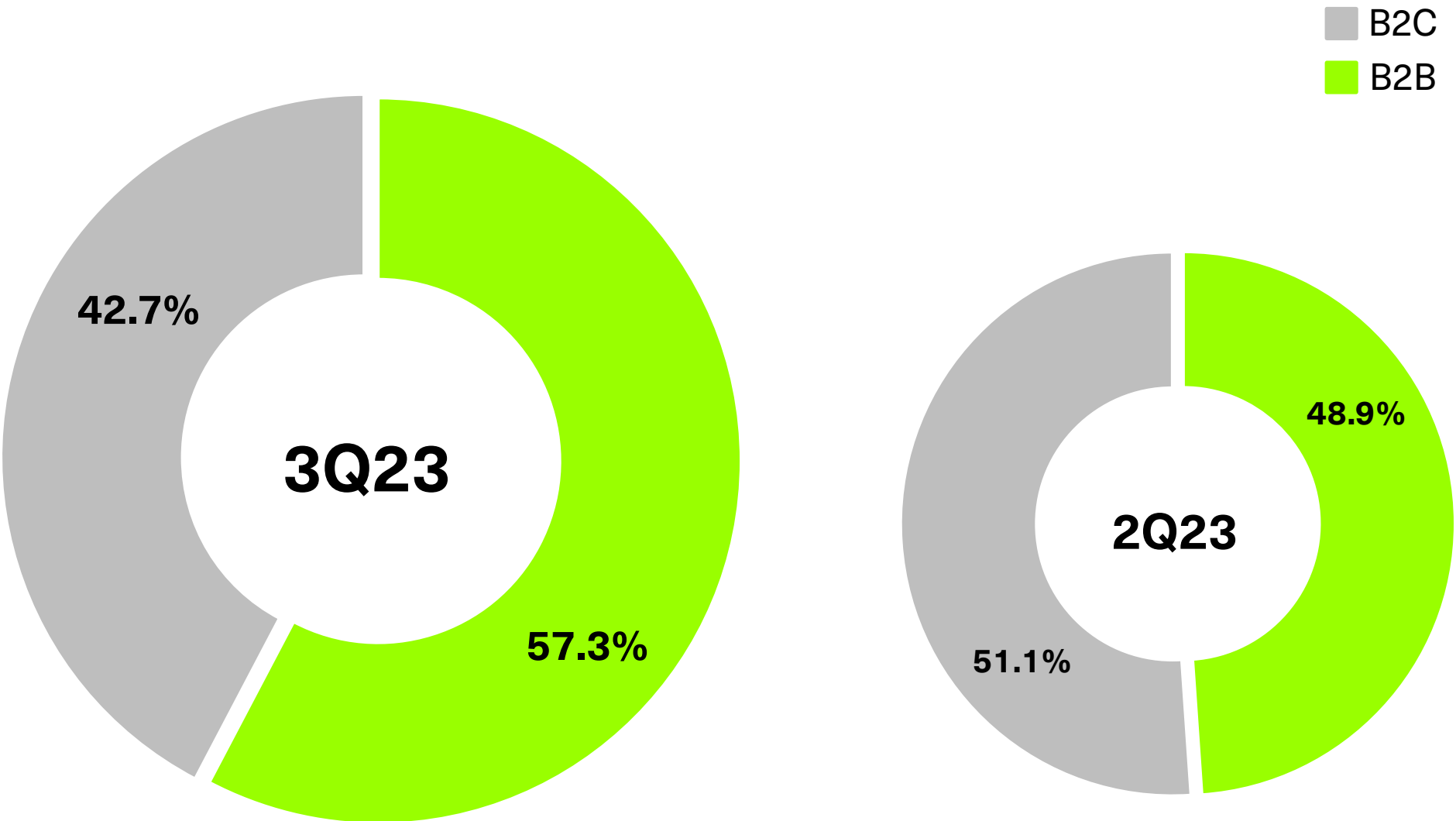


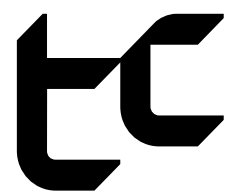
Operating revenue

Evolution of net revenue
(R\$ thousand)



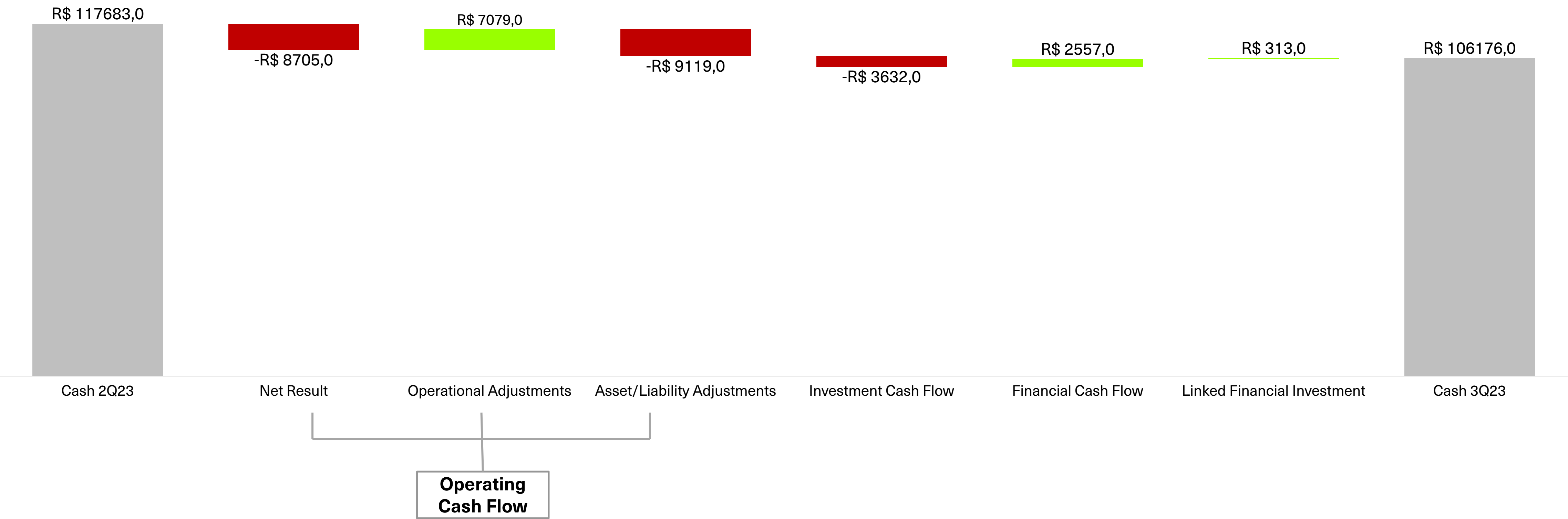
Gross revenue composition
(%)





Cash availability in the period

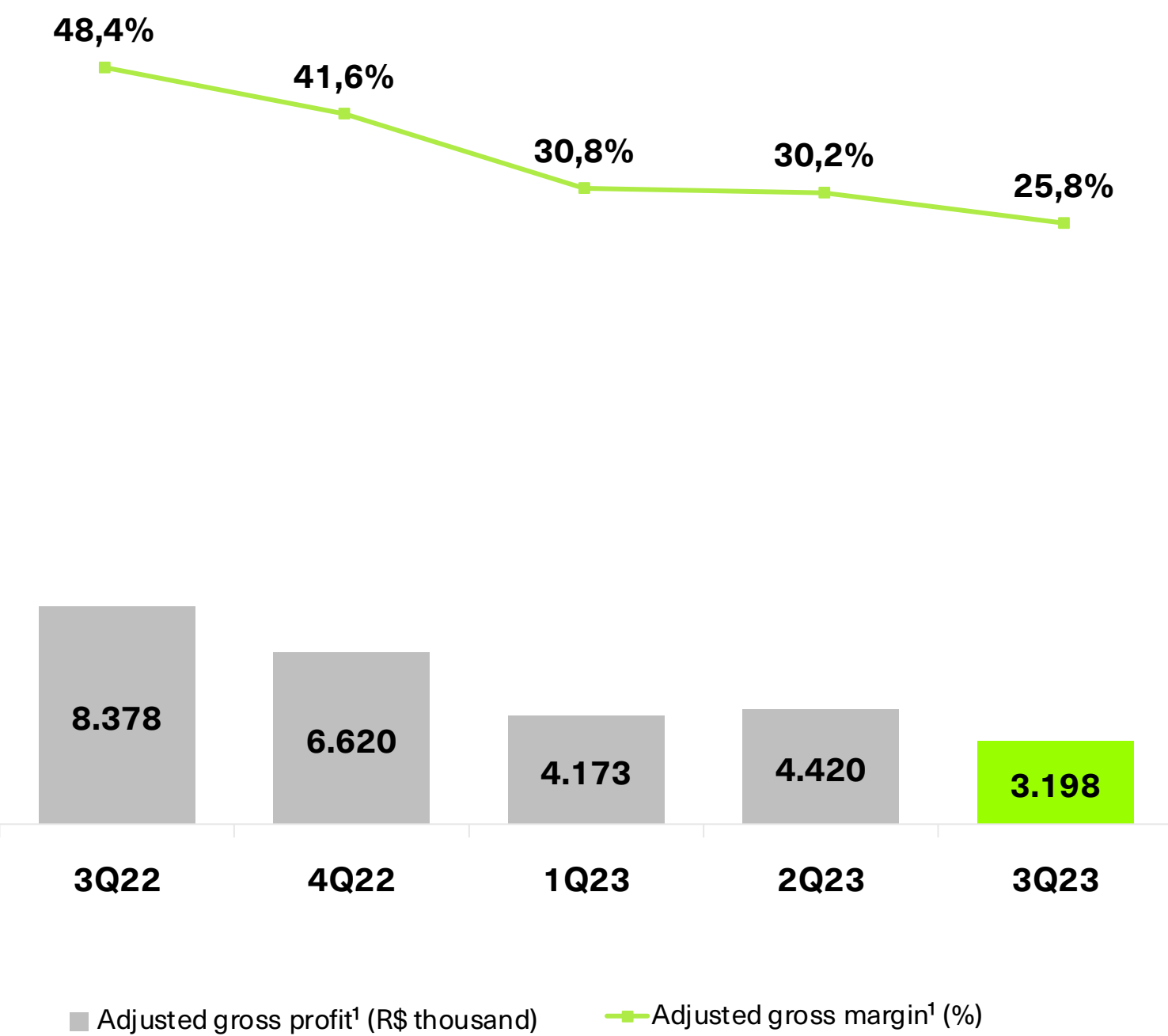
Cash and cash equivalent's structure (R\$ thousand)



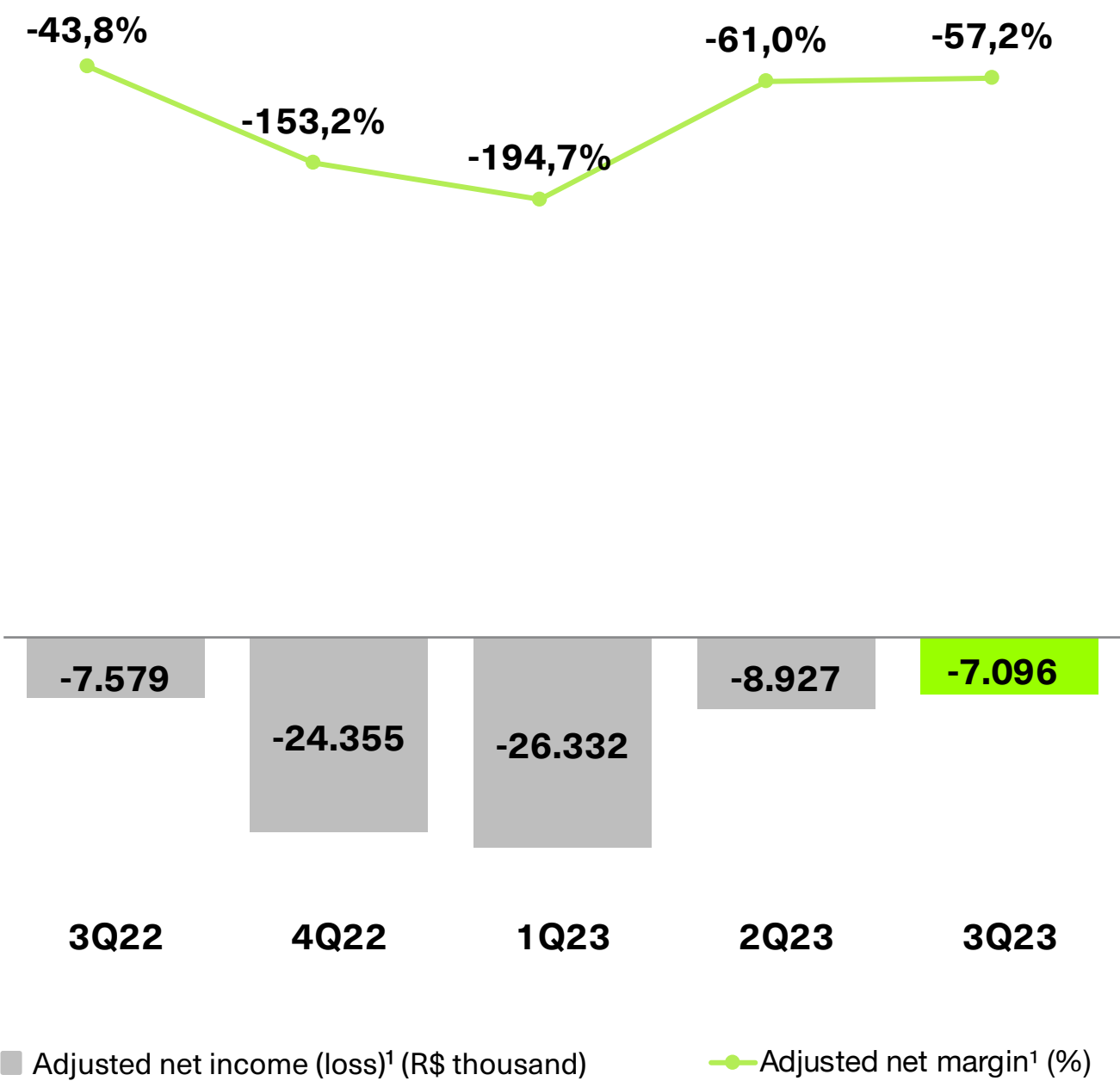


Profit and EBITDA

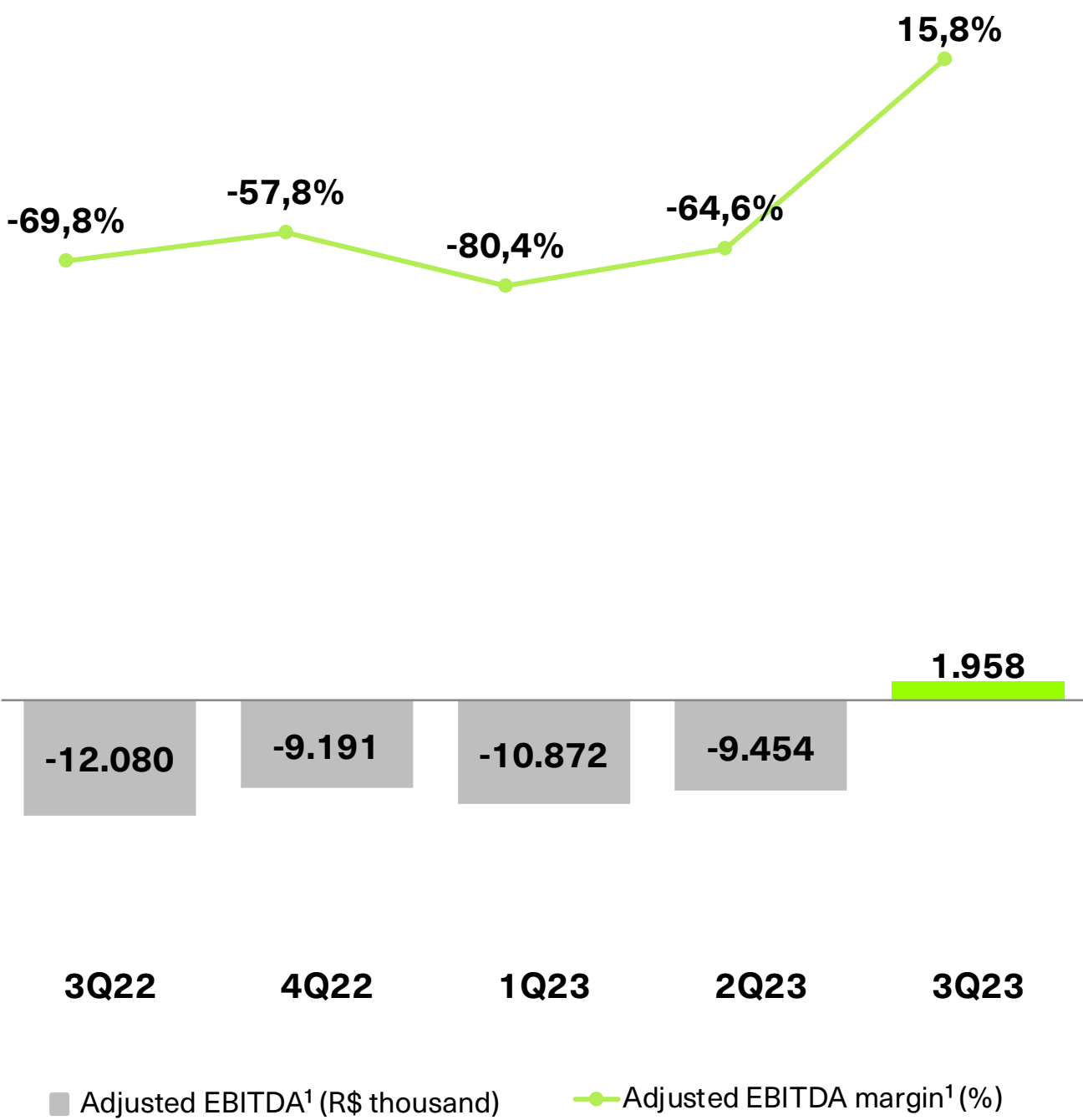
Gross profit (loss) and gross margin



Net profit (loss) and net margin



EBITDA and EBITDA margin

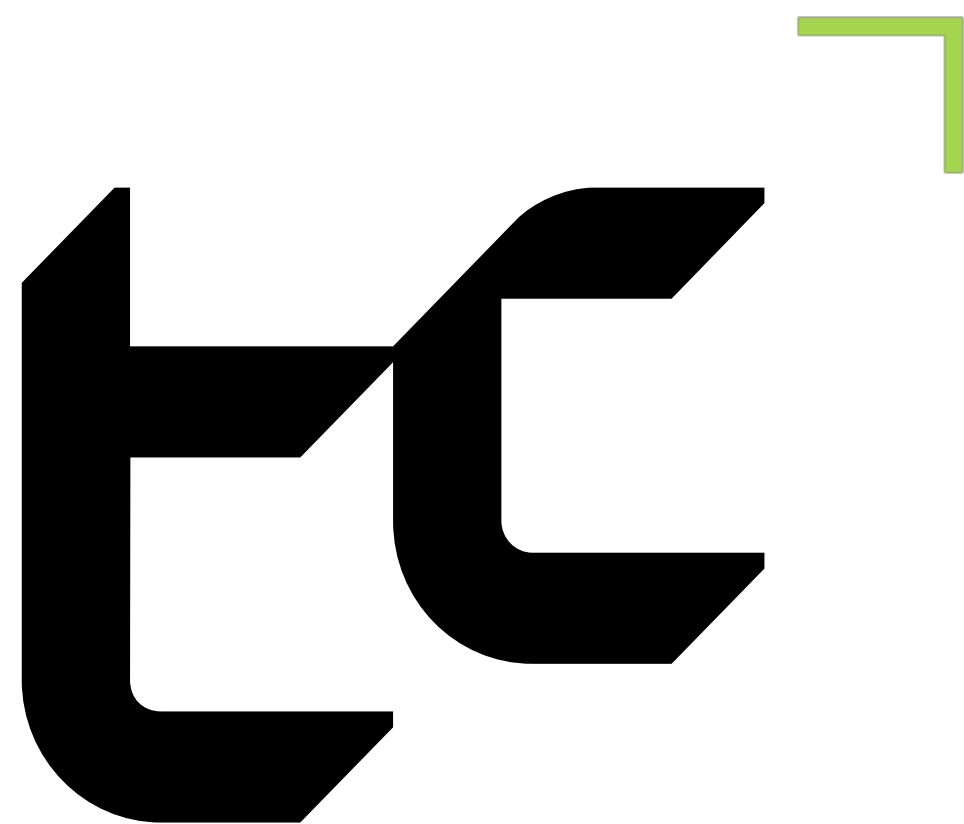


1. Includes non-recurring item adjustments. Gross profit includes only cost adjustments.

Disclaimer

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