

Petlove & Co's reached R\$ 92 million gross revenues in February, representing a +25% YoY growth, -4.0% vs Budget.

Petlove&Co keeps to delivery a satisfactory performance, reaching R\$ 92mm in gross revenue, representing +25% YoY and -4.0% vs budget. This result was supported by more than 293 thousand orders (+14% YoY), 11 thousand of new enrolled pets in pet insurance (+213% YoY), 16 thousand customers using services and more than one thousand ERP users (+16% YoY). Main gap in revenue came from e-com but the team is working to soften the effects in the coming months.

The team's efforts in the path to break-even in 2024 continues to delivery solid results. In February, Petlove&Co improved EBITDA margin in 6.4 p.p. YoY. This was a result of 5.9p.p. of SG&A dilution, efficiency gain in operations and better terms negotiated with suppliers.

E-com continues to consolidate its position among top players in the pet market. The company gained market and reached 8%¹ of the market. Online market share³ is stable at 33%. Our subscription program continues to grow significantly, with more than 368 thousand active subscribers (+20% YoY), representing more than 84% of product revenue. Subscription conversion continues at good level.

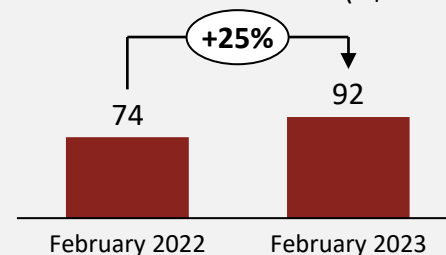
Insurance continues to scale at leaps and bounds, reaching R\$ 16mm in revenue (+69% YoY, +2.7% vs. budget), improving its retention while keeps healthy unit economics (LTV/CAC Online Channel>8x). Loss ratio remains at good and controlled levels .

Our ecosystem continues posting positive results:

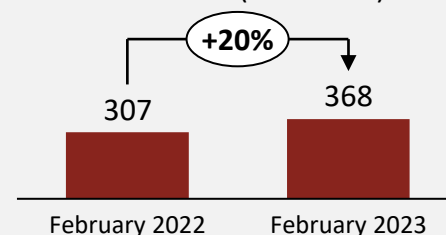
- ❖ Exclusive brands with a solid performance, with a revenue grow of +87% YoY, representing about 8% of product revenues (+2.9p.p. YoY).
- ❖ The number of prescriptions grew 48% YoY
- ❖ Stores: Stores continues to present a strong performance, with a SSS growth of 44.5% MoM

1.Source: "Cielo Setorial" (includes only specialized channel) 3.Source: "Compre e Confie"

Gross revenues Petlove & Co (R\$ million)



Active subscribers (Thousand)



Pet Insurance Enrolled Base (Thousand)

