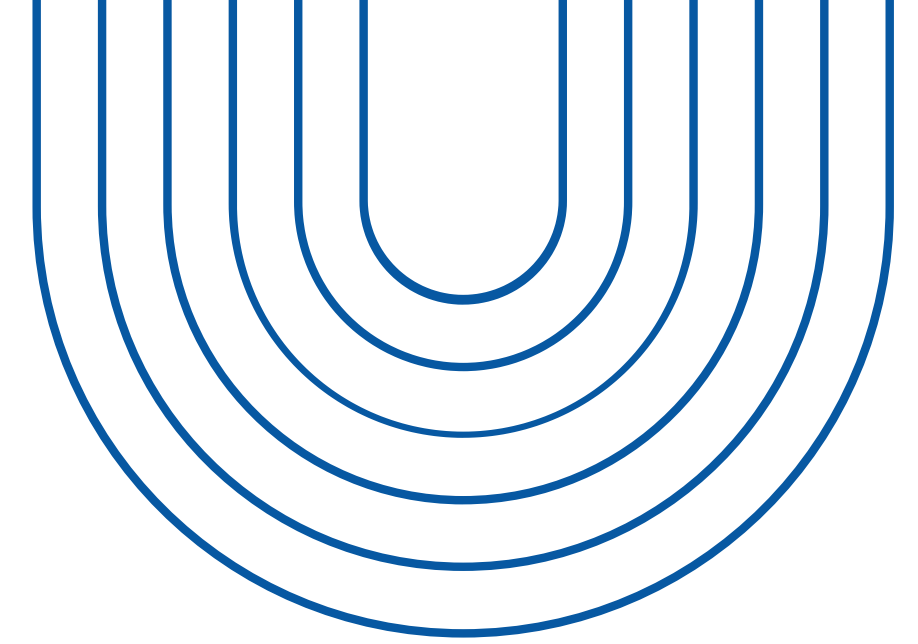




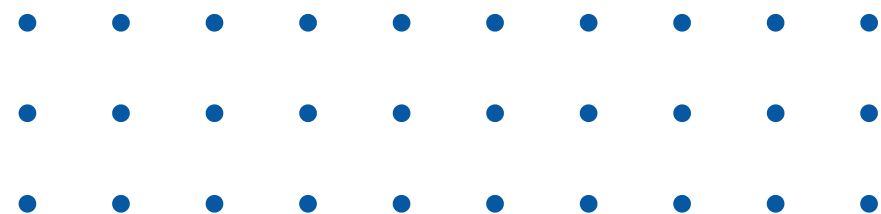
**nuvini**  
NVNI | Nasdaq Listed

*Investor Presentation*  
*March 2026*

- 01. OUR COMPANY
- 02. INVESTMENT THESIS
- 03. LATAM & BRAZILIAN SAAS MARKET
- 04. AI INITIATIVES
- 05. COMPS & TEAM

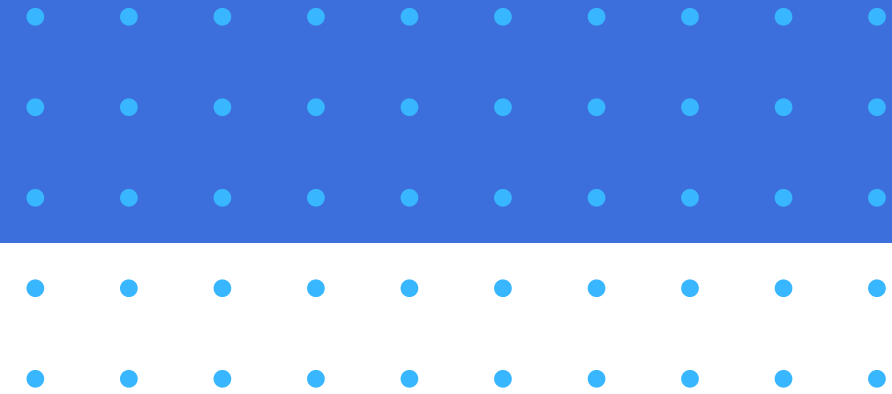


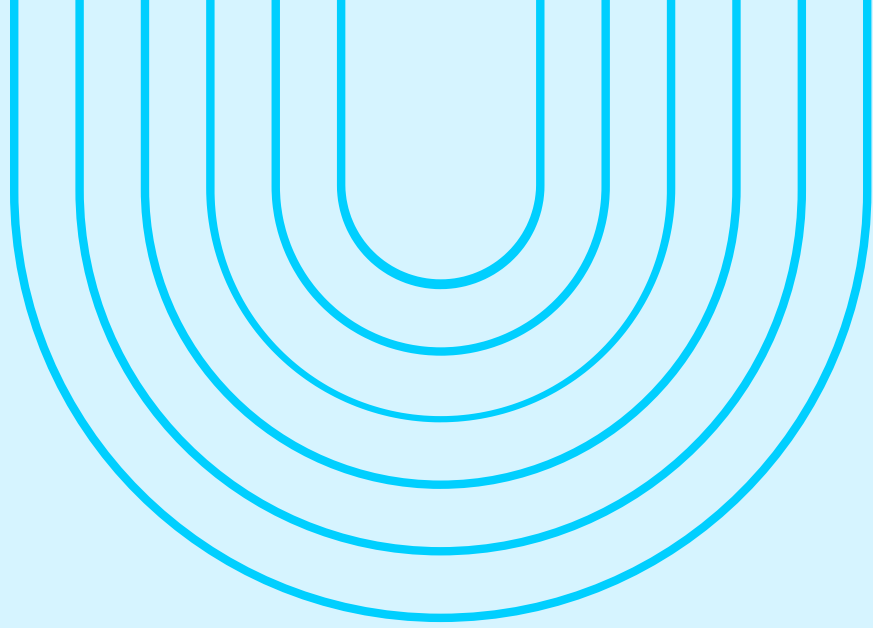
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**01.**

# **OUR COMPANY**

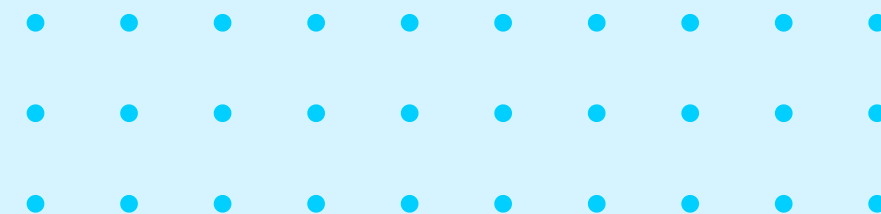




# Nuvini:

## An Ecosystem of Profitable SaaS B2B Companies

We **select and acquire** SaaS B2B companies in Brazil and Latin America  
We are a **liquidity solution** for startups and a **value investing** alternative for our investors



# INTRODUCTION



## WHAT WE DO

**Acquire, scale, and compound B2B SaaS businesses**

Build → Grow → Reinvest through a proven M&A model

## WHO WE TARGET

**Niche-leading SaaS companies**

Strong cash flow, resilient models, ▽ clear growth potential

## WHY WE WIN

**Disciplined capital allocation + long-term focus**

Unlock value through operational expertise and **M&A**



Access overlooked opportunities



Scale them efficiently

# PLATFORM PERFORMANCE & PORTFOLIO

## Platform Performance

**+22,648**

Customers

**\$35.8M USD**

NET REVENUE  
(2025E)

**16.0%**

Organic Growth  
(2025E)

**69.6%**

Gross Margin  
(2025E)

**\$9.6M USD**

ADJUSTED EBITDA  
(2025E)

**26.8%**

Adjusted EBITDA  
Margin (2025E)

**26.8%**

Adjusted EBITDA  
Margin (2025E)

## Our Companies

Leading **SaaS** platforms across LATAM

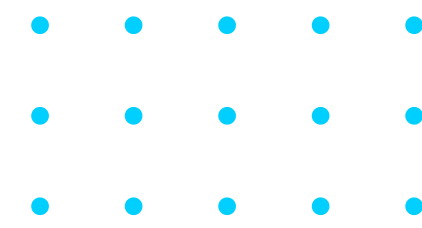






















Powered by  
our portfolio  
companies



**Profitable. Growing. Scalable.**

# STRONG PORTFOLIO OF MULTI-VERTICAL SAAS SOLUTIONS ALREADY IN PLACE

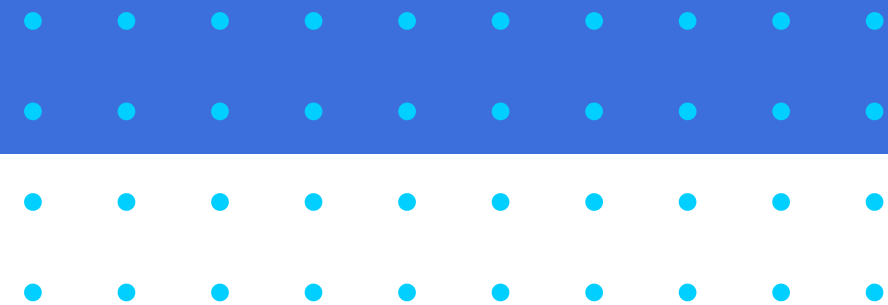


Company	Business Model	Growth Levers	
 (Acquired on Oct-20)	<ul style="list-style-type: none"> <li>Digital platform for <b>bidders to find, register, dispute and monitor notices issued by the Brazilian federal, state and municipal governments through electronic trading sessions</b></li> <li>Purpose of <b>simplifying processes</b> through innovative solutions designed for companies that supply governmental entities</li> </ul>	 <b>Business Unit Enterprise</b> Higher Ticket, NDR and Lower Churn	 <b>Fintech</b> Use customer base and data to provide credit through partners
 (Acquired on Feb-21)	<ul style="list-style-type: none"> <li>ERP service provider for eyeglass shops</li> <li>Targets <b>optical shops</b> in Brazil and Latin America to assist them with managing stores, meeting tax obligations and optimizing sales</li> </ul>	 <b>Scale up ÓticaPay</b> POS payment processing for integrated opticians, capturing a take-rate	 <b>Outbound</b> Team dedicated to capturing new opportunities through channel diversification
 (Acquired on Apr-21)	<ul style="list-style-type: none"> <li>Complete and scalable ERP for business and sales management</li> <li>Targets <b>industries, distributors, retail stores, service providers</b></li> </ul>	 <b>Add-on Acquisitions</b> Opportunistic acquisitions aiming to increase client base	 <b>Optimize Sales Channels</b> Strategic partnership for customer acquisition
 (Acquired on Feb-21)	<ul style="list-style-type: none"> <li>Provider of <b>Big Data and Analytics, Artificial Intelligence and KYC</b> solutions for enterprises</li> <li>Special projects offering tailored data service solutions</li> </ul>	 <b>Customer Profile</b> New market segments, such as payment and consumer goods distributors	 <b>Customer Success</b> Increase ARPU via consultative relationship strategy
 (Acquired on Feb-21)	<ul style="list-style-type: none"> <li>Complete <b>digital marketing automation</b> tool</li> <li>SaaS with <b>self-service sales</b> via the website and <b>automatic renewal</b></li> <li>Targets <b>entrepreneurs and companies</b></li> </ul>	 <b>New Products</b> New features release, completing sellers' cycle	 <b>Add-on Acquisitions</b> Opportunistic acquisitions aiming to increase client base
 (Acquired on Jun-21)	<ul style="list-style-type: none"> <li><b>E-commerce and sales solutions for B2B entities</b></li> <li>Targets industries, representatives and distributors</li> </ul>	 <b>Fintech</b> Use customer base and data to provide credit through partners	 <b>E-commerce B2B</b> Strengthen e-commerce platform and add payments feature
 (Acquired on May 2025)	<ul style="list-style-type: none"> <li>Cross-border e-commerce and logistics platform connecting Latin American consumers and SMBs with global retailers</li> <li>Provides end-to-end international shipping, including foreign addresses, package forwarding, customs clearance, and final delivery</li> <li>Serves a large and growing user base: over <b>30 million clients attended, 500,000+ registered marketplaces, and more than 6,000 impacted brands</b></li> </ul>	 <b>Scalable Logistics Network:</b> Growth through partnerships with global logistics providers, allowing efficient geographic expansion	

Source: Nuvini | Note: (1) The ssOtica platform is owned and operated by Ipê Digital

02.

# INVESTMENT THESIS



# INVESTMENT THESIS

Why Nuvini is uniquely positioned to **win**

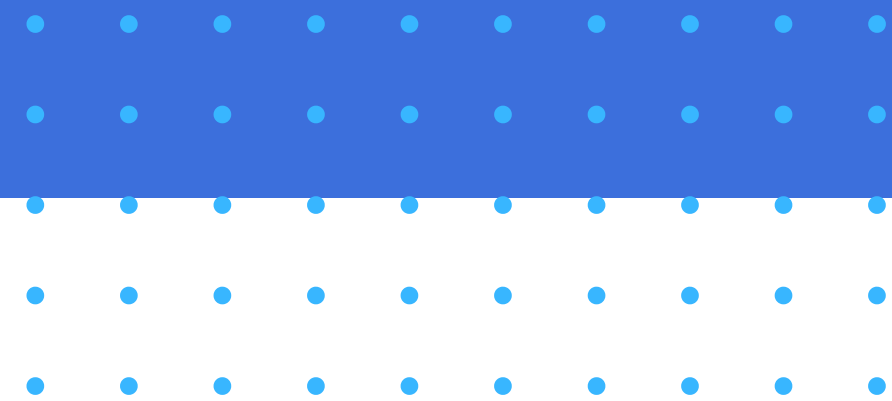
- 1 Large, Fragmented TAM**  
Fast-growing market with consolidation opportunity
- 2 Proven M&A Engine**  
Efficient capital allocation & repeatable playbook
- 3 Scalable Multi-Vertical Platform**  
Portfolio built with clear path to scale
- 4 Strong Leadership & Governance**  
Experienced team with disciplined execution
- 5 Visible Growth Pipeline**  
Robust M&A pipeline driving inorganic expansion



**Platform for  
accelerated growth**

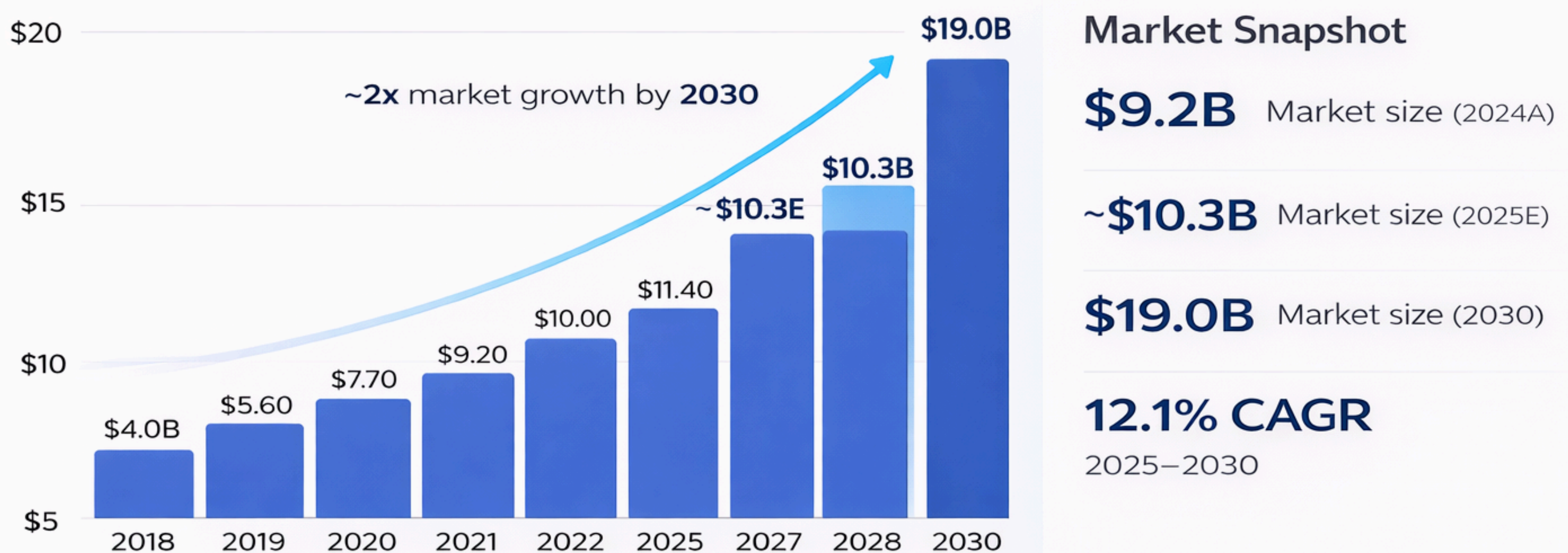
03.

# LATAM & BRAZILIAN SAAS MARKET



# Large and Fast-Growing SaaS Market in Brazil

Strong tailwinds for long-term value creation

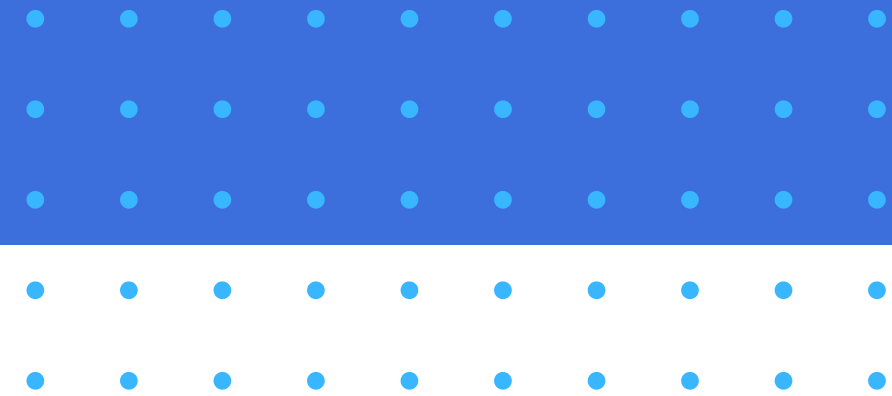


\*Source: [Grand View Research](#)

Large, growing, and underpenetrated market

04.

# AI INITIATIVES



# NUVINI AI LAB

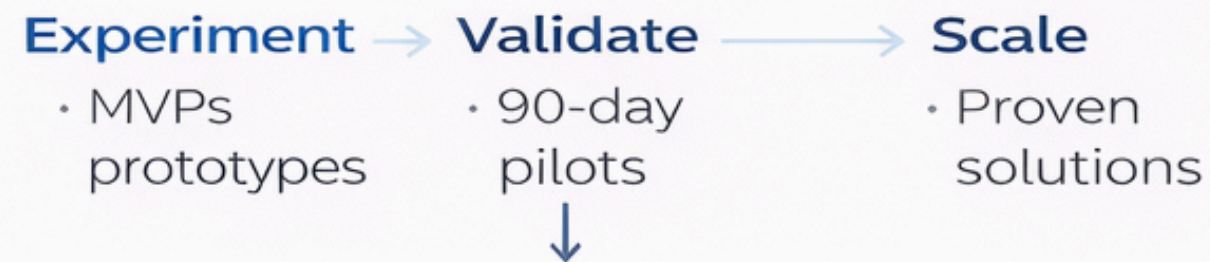
Build once. **Scale AI** across the portfolio



## Centralized AI Hub

- ✓ Accelerate AI adoption
- ✓ Drive innovation & efficiency
- ✓ Leverage reusable AI assets

Build once. Scale AI across the portfolio



### Maturity Levels

Nascent → Emerging → Leading

## What it Delivers

- ✓ **Smarter** capital allocation
- ✓ Reusable AI solutions
- ✓ Measurable ROI
- ✓ Scalable transformation



Faster. **Reusable. Scalable.**

# NUVINI AI INDEX

Measure. Align. **Scale AI** across the portfolio

## AI Maturity Framework

- Standardizes how we assess AI
- Aligns investment decisions
- Identifies cross-company opportunities



## What it Enables

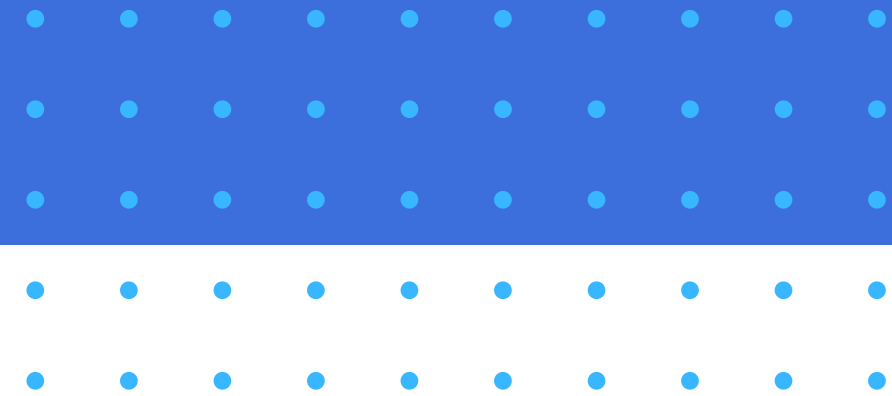
- ✓ Smarter capital allocation
- ✓ Faster AI scaling across companies
- ✓ Risk visibility & governance
- ✓ Identification of synergies



**Aligned. Measurable. Scalable.**

05.

# COMPS & TEAM



# EXPERIENCED MANAGEMENT TEAM WITH SOLID TRACK-RECORD IN THE INDUSTRY



**Pierre Schurmann**

**FOUNDER & CEO**



**Gustavo Usero**

**PARTNER & COO**



**Phoebe Wang**

**CAIO**



# SEASONED AND COMPLEMENTARY BOARD OF DIRECTORS

## BOARD MEMBERS



**Marcello Gonçalves**



**João Leite**



**Pierre Schurmann**



**Luiz Antonio Busnello**



## BOARD ADVISORS

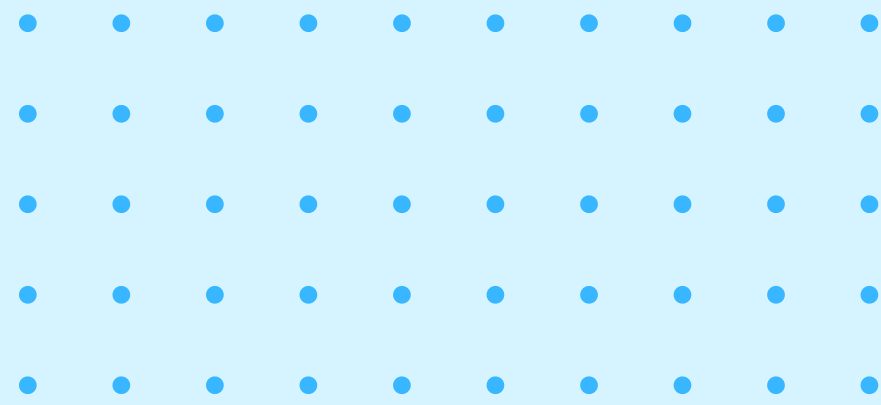


**Miguel Rodrigues**  
Board Advisor



**Marco Leone**  
Board Advisor





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# THANK YOU



**Do you have any questions?**

**[ir@nuvini.ai](mailto:ir@nuvini.ai)**

**[ir.nuvini.ai](http://ir.nuvini.ai)**

