

São Paulo, August 15, 2022 - ClearSale S.A. ("ClearSale" or "Company") (B3: CLSA3), a company specialized in digital anti-fraud solutions in the most diverse segments and a pioneer in mapping digital consumer behavior in Brazil, presents its results for **the 2nd quarter and the 6 months of 2022 (2T22 and 6M22)**. The following financial and operational information, except where otherwise indicated, is presented in BRL (R\$), follow international accounting standards (IFRS) and Brazilian accounting principles. The comparisons refer to the same periods of 2021.

FINANCIAL AND OPERATIONAL HIGHLIGHTS

ARR new sales of **R\$45.0** million (+63% vs 1Q22) and **6,471 costumers**, +1,693 vs 2Q21

Churn and **Churn-rate** annualized of **R\$0.7** million and **1.7%** respectively, in 6M22

Reported Net Revenues of **R\$123.1** million (+ **9.7%** reported and + **12.8%** potential vs 2Q21)

- **Fraud application** (Onboarding) net revenues of R\$34.3 million, (+30.8% vs 2Q21)
- **E-commerce Brazil** net revenues of R\$72.9 million, (-3.8% reported and +1.2% potential vs 2Q21)
- **International E-commerce** net revenues was R\$15.9 million, (+54.9% vs. 2Q21 in BRL and +66.4% in USD)

Gross Profit of R\$35.9 million and **Adjusted Gross Margin** of 29.2% in 2Q22 (+16.0 p.p. vs. 1Q22)

Adjusted EBITDA of -R\$8.7 million and **Adjusted EBITDA Margin** of -7.0% in 2Q22

Brazil Adjusted EBITDA of -R\$1.6 million **Brazil Adjusted EBITDA Margin** of -1.5% in 2Q22

Adjusted Net Income of -R\$2.1 million and **Adjusted Net Margin** of -1.7% in 2Q22

Subsequent Events

On June 23, 2022, the deadline for the exercise of the right of withdrawal by the dissenting shareholders of the resolution of the Extraordinary General Meeting of the Company held on April 25, 2022, ended, which resulted in the ratification of the acquisition of 100% of the subsidiary Beta Learning by the Company. With that, the Company has informed that shareholders holding 1,180,247 shares (0.6280% of the total shares), exercised the right of recess, totaling a total amount of R\$4.9 million that was realized by the Company on July 1, 2022.

The Company approved on August 10, 2022, in Board of Director meeting, a hedge of the Long-Term Incentive Program via derivatives (equity swap) related to shares of its own issuance within a limit of 3.2 million shares and a term of 18 months, in order to protect against volatility in the price of its shares for the purpose of complying with its Long-Term Incentive Program for restricted shares.

Lastly, on August 11, the Company held an Extraordinary General Meeting, and approved the change of the headquarters for the city of Barueri.

Conference call in Portuguese: 08/16/2022 (Tuesday)

(Simultaneous translation into English)

10:00 a.m. Brasília Time

9:00 am U.S. time (EDT)

Link to access:

<http://cast.comunique-se.com.br/ClearSale/2q22>

Investor Relations

WebSite: ri.clear.sale

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MESSAGE FROM MANAGEMENT

Dear Shareholders,

In April of this year, we implemented the Equilibrium Plan, which aims to balance revenue growth with margin, based on large fronts such as: (i) Contract review and revenue anticipation; (ii) Acceleration of productivity and efficiency gain projects with a focus on contribution margin; (iii) Performance improvement of customer indicators and capture of success fee; (iv) Optimization of cloud processing and elimination of redundancies; (v) Acceleration of opportunity in efficiency of administrative expenses and projects and (vi) Implementation of the plan for the international front.

The effects of the Equilibrium Plan have already become clear this quarter. Compared to the previous quarter:

- We present an improvement of 16.0 p.p. in our gross margin (or 18.0 p.p. if we consider the adjusted gross margin), reflecting the optimization of cloud processing, greater efficiency in the operating table and lower impact of the level of fraud.
- The impact of fraud, which consumed approximately 10.0 p.p. of e-commerce growth in Brazil in 1Q22, was reduced to 5.0 p.p. this quarter. It is worth noting that we have already observed controlled indicators in the massed part of the portfolio, while we continue to work on solving problems of specific customers.
- We reduced recurring expenses by R\$15 million in the quarter as a result of revisions of contracts, projects and structures.

With this, we achieved a considerable improvement in EBITDA, and we came close to achieving the break-even of recurrent EBITDA in Brazil. Despite significant improvements, we still see room for continuous efficiency gains throughout the year with the maturation of ongoing initiatives such as cloud processing optimization, Project Flow, expansion of Avaya dialer rollout and reduced level of fraud.

The Equilibrium Plan came to enable long-term sustainable growth, so it did not take away our focus and investments on product development and innovation and with that we present important developments in several fronts:

- In the Flow Project, (maximizing the use of bases) that contributes to greater efficiency, allowing the development of solutions focused on digital goods, such as games and tickets.
- In credit score: (i) we repositioned the brand, pricing and communication, focusing on solutions for the top of the funnel; (ii) we created the Trustbook, a customization environment that has reduced implementation time and increased solution adherence (best KS - Kolmogorov-Smirnov test); (iii) we have implemented a new commercial strategy that aims to anticipate the conversion of sales with POCs (proofs of concept) and customer experimentation.
- We've finished the implementation of our new liveness for biometrics, aiming at greater accuracy and less friction, with customers already in production.
- At Explore: (i) we structured the commercial team focused on innovation; (ii) we reviewed the pricing for Threat-X and moved forward with open-source intelligence (OSINT) front, enabling the MRR to be doubled

in 6 months; (iii) In the Business Trust, we increased the MRR by 4 times in 6 months; (iv) we continue to seek new innovative initiatives.

We have made important advancements in our go to market, reflected in the R\$ 45 million ARR new sales in 2Q22, up 63% vs. 1Q22: (i) we automated the long tail service (e.g., service channels via whatsapp), pointing to good SLAs; (ii) we integrated the Alliances channel into CRM; (iii) we accelerated the structuring of our partnership program.

Finally, in people, diversity and culture, we expanded the ClearTech program (training in software development organized by Beta Learning) and hired students from the first concluded class, we received the certification of GPTW Women, filed our first governance report and, in July, we launched our diversity and inclusion policy.

Despite the macro scenario uncertainty, our business indicators remain solid, pointing that in times of greatest risk, the essentiality of our solutions is reinforced. Our financial indicators are already reflecting the Equilibrium Plan, launched in April, with margin recovery, while we keep our investments in product development, platform improvement, Explore and clear growth avenues. The indicators reinforce our expectation of continuous improvement of margins throughout the year, as well as the maintenance of a healthy cash position.

Bernardo Lustosa, PhD

CEO

Results 2Q22 and 6M22



(R\$million, except percentual)	2Q21	1Q22	2Q22	YoY	QoQ	6M21	6M22	YoY
Net Revenues reported	112,2	105,4	123,1	+9,7%	+16,8%	210,2	228,5	+8,7%
Net Revenues potential ⁽⁴⁾	115,1	111,7	129,8	+12,8%	+16,2%	213,6	241,4	+13,1%
E-commerce Brazil	75,8	58,4	72,9	-3,8%	+24,7%	137,0	131,3	-4,1%
<i>E-commerce Brazil potential ⁽⁴⁾</i>	78,6	64,7	79,5	+1,2%	+22,9%	140,3	144,2	+2,8%
Fraud Application (Onboarding)	26,2	33,6	34,3	+30,8%	+1,9%	51,2	67,9	+32,6%
E-commerce International (BRL)	10,3	13,4	15,9	+54,9%	+19,4%	22,0	29,3	+33,0%
<i>E-commerce International (USD)</i>	1,9	2,6	3,2	+66,4%	+26,7%	4,1	5,8	+41,7%

Gross Profit	45,7	13,8	35,9	-21,5%	+159,4%	85,7	49,7	-42,0%
Gross Margin ⁽²⁾	40,7%	13,1%	29,2%	-11,6 p.p.	+16,0 p.p.	40,8%	21,8%	-19,0 p.p.
Adjusted Gross Profit ⁽⁵⁾	47,4	13,8	38,3	-19,1%	+176,9%	90,4	52,2	-42,3%
Adjusted Gross Margin ⁽²⁾	42,2%	13,1%	31,1%	-11,1 p.p.	+18,0 p.p.	43,0%	22,8%	-20,2 p.p.
EBITDA ⁽¹⁾	13,7	-52,9	-14,3	n/a	-73,0%	36,0	-67,2	n/a
EBITDA Margin ⁽²⁾	12,2%	-50,2%	-11,6%	-23,8 p.p.	+38,6 p.p.	17,1%	-29,4%	-46,5 p.p.
Adjusted EBITDA ^{(1) (6)}	22,7	-49,3	-8,7	n/a	-82,4%	37,2	-58,0	n/a
Adjusted EBITDA Margin ⁽²⁾	20,2%	-46,8%	-7,0%	-27,2 p.p.	+39,7 p.p.	17,7%	-25,4%	-43,1 p.p.
Adjusted EBITDA Brazil ^{(1) (6)}	28,5	-37,9	-1,6	n/a	-95,7%	46,4	-39,6	n/a
Adjusted EBITDA Margin Brazil ⁽²⁾	27,9%	-41,2%	-1,5%	-29,4 p.p.	+39,7 p.p.	24,7%	-19,9%	-44,5 p.p.
Net (Loss) Income	1,3	-39,3	-5,5	n/a	-85,9%	15,0	-44,8	n/a
Net Margin ⁽²⁾	1,2%	-37,2%	-4,5%	-5,7 p.p.	+32,7 p.p.	7,2%	-19,6%	-26,8 p.p.
Adjusted Net Income ⁽³⁾	7,2	-35,6	-2,1	n/a	-94,1%	12,2	-37,7	n/a
Adjusted Net Income Margin ⁽²⁾	6,4%	-33,8%	-1,7%	-8,1 p.p.	+32,1 p.p.	5,8%	-16,5%	-22,3 p.p.

⁽¹⁾ Ebitda, Adjusted EBITDA and Brazil Adjusted EBITDA are not accounting measures defined by BRGAAP or IFRS, issued by the IASB, do not represent cash flows for the years/periods presented and should not be considered as substitutes or alternatives to net income (loss), as indicators of operating performance, liquidity measures, or as a basis for the distribution of dividends. EBITDA and Adjusted EBITDA have no standard meaning. Brazil Adjusted EBITDA and Brazil Adjusted EBITDA Margin consider the operations of the Parent Company. Other companies may calculate EBITDA and Adjusted EBITDA differently than that calculated by the Company. Includes the effects of the adoption of IFRS 16 (CPC 06-R2) as of January 1, 2019.

⁽²⁾ Gross Margin calculated by dividing Gross Profit by net operating income. Adjusted Gross Margin calculated by the adjusted gross profit division by net operating income. EBITDA margin calculated by ebitda division by net operating revenue. Adjusted EBITDA Margin calculated by adjusted EBITDA division by net operating income. Brazil Adjusted EBITDA Margin calculated by the Division of Adjusted EBITDA Brazil by Brazil net operating revenue. Net Margin calculated by the division of Net Income by adjusted operating income. Adjusted Net Margin calculated by the division of Adjusted Net Income by net operating income.

⁽³⁾ Adjusted Net Income considers adjustments of: Cloud duplicity (2021), IPO Expenses (2021), Terminations (2022), International Patent Acquisition (2022), Tax Adjustment (2022), Long-Term Incentive (2021 and 2022), tax benefits (2021 and 2022) as well as the effects of the controlled sold in 2Q21.

⁽⁴⁾ Net Revenue adjusted for discounts granted and chargeback above the 2020 level.

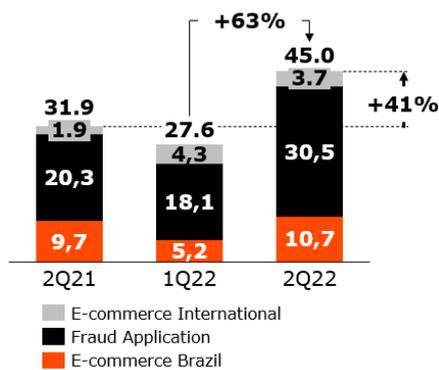
⁽⁵⁾ Gross profit adjusted for cloud duplicity and termination costs.

⁽⁶⁾ Adjusted EBITDA considers adjustments of: Cloud duplicity (2021), IPO Expenses (2021), Terminations (2022), International Patent Acquisition (2022), ISS Adjustment (2022), Long-Term Incentive (2021 and 2022) as well as the effects of the subsidiary sold in 2Q21.

1. OPERATIONAL INDICATORS

1.1 ARR New Sales

In addition to the growth of the customer base in the solutions already contracted, the Company's revenues are positively impacted by new customers and, additionally, by new contracts (cross-sell and up-sell) made by already customers. A good indicator for tracking these positive incremental impacts is **the ARR** (Annual Recurring Revenue) **of new sales**. This indicator shows the new annual revenue for the period that will remain in the Company for the time of futures contract. The ARR of new sales is due to the multiplication of **MRR** (Monthly Recurring Revenue) of **new sales** by twelve, thus projecting the new annual recurring revenue for the next year.



The ARR of new sales in 2Q22 was R\$45.0 million, an increase of 40.9% compared to the same period of the previous year. In the first half, the total ARR was R\$72.5 million, an increase of R\$2.7 million compared to the same period in 2021.

The highlight was the line of fraud application, our main avenue of growth, which increased by 50.6% in the quarter and was responsible for 68% of ARR new sales of 2Q22.

The E-commerce Brazil business line was responsible for 24% of the additional ARR new sale.

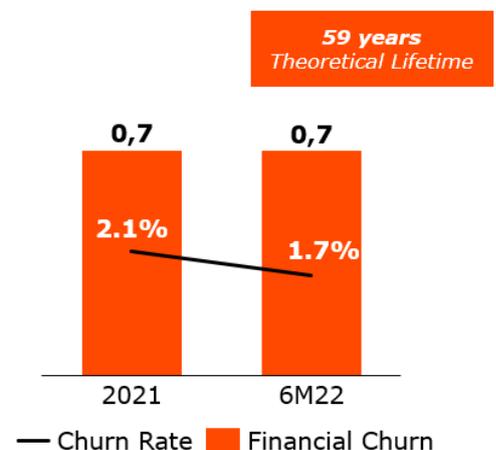
The E-commerce International business line was responsible for 8% of ARR new sales of 2Q22, with growth of 95.4% in the year.

1.2 Customers and Churn

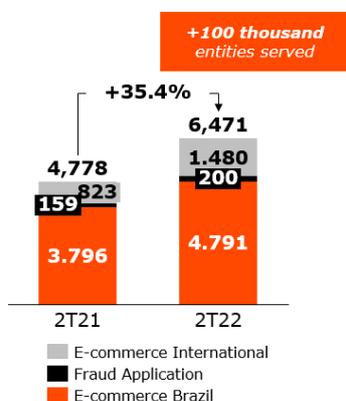
The churn is measured by the ratio between the average MRR of lost customers and the MRR of December of the previous year.

The Company's annualized churn in 6M22 was R\$0.7 million, representing and churn-rate of 1.7%. This indicator showed substantial improvement (-0.4 p.p.) compared to the churn-rate of 2021.

The result of low churn, both in absolute and relative terms, reflects the essentiality of our solutions amid the high risk level of the market, as well as the quality in the delivery of products and services and continuous improvement of the



platform. ClearSale has increased its investments, both in the platform and in the post-sales to mitigate the risks of churn and keep it at low levels.



Number of Customers: In 2Q22, the number of customers reached 6,471, an increase of 1,693 customers, or 35.4% growth when compared to the same period in 2021. This performance reflects the sales strategy and strengthening of the commercial team.

2. Financial Results

2.1 Net Revenue

Potential net revenue considers revenue adjustments related to the Brazil e-commerce business and reflects discounts granted and chargeback recognized above the average level observed in 2020. This is due to an accelerated digitization process of society, new types of fraud, as well as recent data leaks.

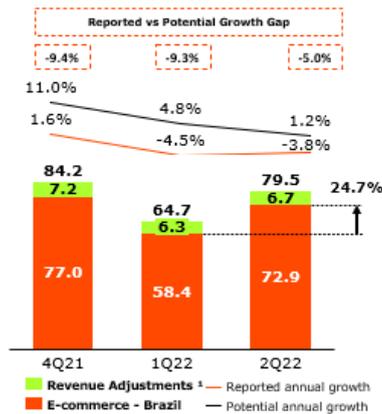
The potential net revenue was R\$129.8 million in 2Q22, an increase of 12.8% against the same period of the previous year, while the net revenue reported was R\$123.1 million, up 9.7% against the same period of the previous year.

In the first half of 2022, the potential net revenue was R\$241.4 million, 13.1% higher than the previous period and net revenue reported was R\$228.5 million, an increase of 8.7% in the year.

(R\$million, except percentual)	2Q21	1Q22	2Q22	YoY	QoQ	6M21	6M22	YoY
Net Revenues reported	112,2	105,4	123,1	+9,7%	+16,8%	210,2	228,5	+8,7%
Net Revenues potential ⁽⁴⁾	115,1	111,7	129,8	+12,8%	+16,2%	213,6	241,4	+13,1%
E-commerce Brazil	75,8	58,4	72,9	-3,8%	+24,7%	137,0	131,3	-4,1%
<i>E-commerce Brazil potential ⁽⁴⁾</i>	78,6	64,7	79,5	+1,2%	+22,9%	140,3	144,2	+2,8%
Fraud Application (Onboarding)	26,2	33,6	34,3	+30,8%	+1,9%	51,2	67,9	+32,6%
E-commerce International (BRL)	10,3	13,4	15,9	+54,9%	+19,4%	22,0	29,3	+33,0%
<i>E-commerce International (USD)</i>	1,9	2,6	3,2	+66,4%	+26,7%	4,1	5,8	+41,7%

2.1.1 E-commerce Brazil

The E-commerce Brazil showed a strong quarterly recovery, growing 24.7% against the previous quarter, reflecting both the better seasonality and the lower relative impact of fraud.



Despite the challenging scenario that digital retail has been going through, with high inflation, easing of social isolation, anticipation of consumption of durable goods and strong comparative basis, we observed an important seasonal recovery and a lower gap between potential and reported growth in the second quarter of the year, showing a normalization trend of the level of fraud.

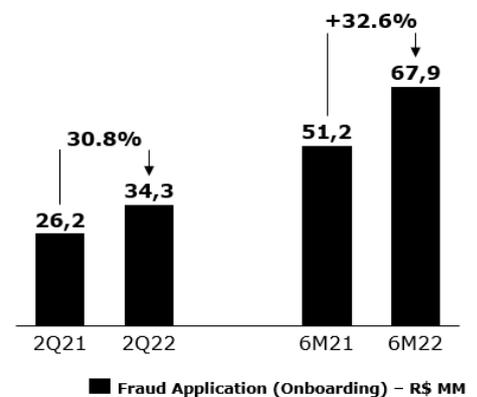
Thus, the E-commerce Brazil business closed 2Q22 at R\$72.9 million, down 3.8% compared to the same period of the previous year, or up 1.2% considering potential revenue. This ratio indicates a gap of 5 p.p. among potential and reported growth, which represents an improvement of 4.3 p.p. when compared to the gap presented in the previous quarter (9.3%).

In the first half of 2022, revenue from E-commerce Brazil was R\$131.3 million or R\$144.2 million considering potential revenue, with a 4.1% drop and growth of 2.8% compared to the same period of the previous year, respectively.

2.1.2 Fraud Application (Onboarding)

Fraud application (Onboarding) continues to be our main growth avenue and in 2Q22 maintained the pace of growth above 30%.

The Fraud application revenue was R\$34.3 million in the second quarter of 2022 and R\$67.9 million in the first half, representing a 30.8% and 32.6% growth against the same period of the previous year, respectively. This growth is even more accelerated in ARR new sale, an indicator that dictates the trend of future revenue distribution, which showed a growth of 69% in the quarter and 51% in the year, reaching R\$48.6 million year to date.





2.1.3 E-commerce International

In E-commerce International we observed an important recovery in 2Q22, with 19.4% growth compared to the previous quarter, driven by base client revenue.

In the year, a weaker comparative base allowed a growth of 54.9% in BRL and 66.4% in USD in 2Q22 compared to the same period a year earlier, closing the quarter with revenues of R\$15.9 million.

In the first half of the year, revenue was R\$29.3 million, up 33% in BRL and 41.7% in USD compared to the same period a year earlier.

2.2 Operating Costs

The costs of services provided include salaries, charges and benefits, variable remuneration of technology, analytics, products and operations teams, as well as expenses with technological infrastructure allocated in services provided by third parties, as well as depreciation and amortization.

Recurring operating costs (excluding termination effects of R\$2.4 million) totaled R\$84.8 million in 2Q22, a reduction of R\$6.8 million compared to 2Q22, even with revenue growth of 17% in the quarter. The fall in the quarter reflects the positive impacts of the Equilibrium Plan, which was implemented in April, as (i) margin review by customers; (ii) cloud processing optimization, (iii) focus on productivity and efficiency of operation, and (iv) rollout of Avaya dialer.

(R\$million, except percentual)	2Q21	1Q22	2Q22	YoY	QoQ	6M21	6M22	YoY
Total Operational Costs	-66.5	-91.6	-87.2	+31.1%	-4.8%	-124.5	-178.8	+43.6%
(+) Cloud duplicity	1.7	0.0	0.0	n/a	n/a	4.6	0.0	n/a
(+) Terminations	0.0	0.0	2.4	n/a	n/a	0.0	2.4	n/a
Recurring Operational Costs	-64.9	-91.6	-84.8	+30.7%	-7.4%	-119.8	-176.4	+47.2%

2.3 Gross Profit and Gross Margin

Gross profit totaled R\$35.9 million in 2Q22, down 21.5% from 2Q21, but an increase of 159.4% compared to the previous quarter. As a result, the gross margin reached 29.2%, an increase of 16.0 p.p. compared to 1Q22. Adjusted for non-recurring effects (termination costs of R\$2.4 million), gross margin would be 31.3% and if adjusted for the impact of fraud, the potential gross margin would be 34.7%. The quarterly improvement in gross profit and gross margin reflects the positive impacts of the Equilibrium Plan already mentioned above.



In the first half, gross profit totaled R\$49.7 million, down 42.0% from 6M21 and adjusted gross profit reached R\$52.2 million, down 42.3% from 6M21. The gross margin in the year-to-date reached 21.8% and the adjusted gross margin was 22.8%.

(R\$million, except percentual)	2Q21	1Q22	2Q22	YoY	QoQ	6M21	6M22	YoY
Gross Profit	45.7	13.8	35.9	-21.5%	+159.4%	85.7	49.7	-42.0%
Gross Margin ⁽²⁾	40.7%	13.1%	29.2%	-11.6 p.p.	+16.0 p.p.	40.8%	21.8%	-19.0 p.p.
Adjusted Gross Profit ⁽⁵⁾	47.4	13.8	38.3	-19.1%	+176.9%	90.4	52.2	-42.3%
Adjusted Gross Margin ⁽²⁾	42.2%	13.1%	31.1%	-11.1 p.p.	+18.0 p.p.	43.0%	22.8%	-20.2 p.p.

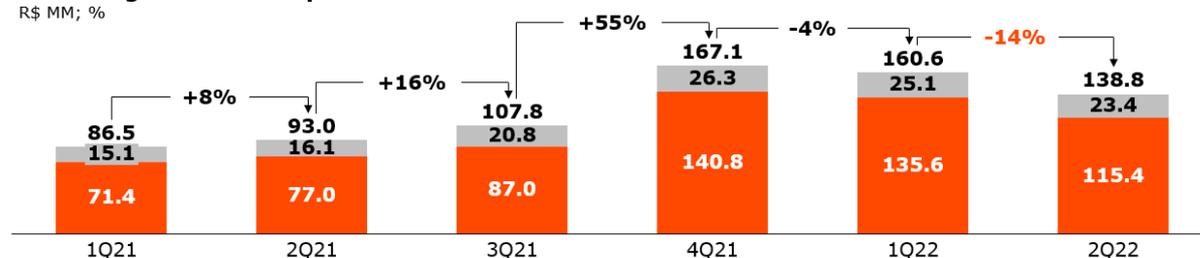
2.4 Sales, General and Administrative Expenses

Sales, general and administrative expenses include salaries, charges and benefits, variable compensation, depreciation and amortization, as well as outsourced expenses and services related to these areas and utilities (building maintenance, consumption accounts) and other expenses.

Recurring sales, general and administrative expenses totaled R\$54.1 million in 2Q22, an increase of R\$25.9 million compared to 2Q21, but a drop of R\$15.0 million in the quarterly comparison, demonstrating an inflection point from 4Q21. The quarterly drop reflects actions of the Equilibrium Plan, as a review of the expenditure structure, due to the adequacy of operational capacity and the prioritization of projects.

Recurring Costs and Expenses¹

R\$ MM; %



Results 2Q22 and 6M22



(R\$million, except percentual)	2Q21	1Q22	2Q22	YoY	QoQ	6M21	6M22	YoY
Total Operational Expenses (SG&A)	-35.5	-72.7	-57.3	+61.5%	-21.2%	-67.0	-129.9	+93.9%
(+) Long-term incentive plan	0.0	3.6	2.3	n/a	-37.4%	0.0	5.9	n/a
(+) Taxes adjustments	0.0	0.0	-1.5	n/a	n/a	0.0	-1.5	n/a
(+) Terminations	0.0	0.0	0.8	n/a	n/a	0.0	0.8	n/a
(+) International patent acquisition	0.0	0.0	1.7	n/a	n/a	0.0	1.7	n/a
(+) Non-recurring expenses from IPO	7.3	0.0	0.0	n/a	n/a	7.3	0.0	n/a
Despesas Operacionais Recorrentes (VG&A)	-28.2	-69.1	-54.1	+91.9%	-21.7%	-59.7	-123.1	+106.1%

2.5 EBITDA and Adjusted EBITDA

2.5.1 EBITDA and Adjusted EBITDA consolidated

Consolidated EBITDA Reconciliation (R\$million)	2Q21	2Q22	YoY	6M21	6M22	YoY
Net income (loss) for the period	1.3	-5.5	n/a	15.0	-44.8	n/a
(+) Net financial income (expenses)	4.8	-20.3	n/a	5.1	-30.6	n/a
(+) Income tax and social contribution	4.2	4.5	+6.3%	9.2	-4.8	n/a
(+) Depreciation and amortization	3.5	7.1	+103.6%	6.6	13.0	+96.0%
EBITDA	13.7	-14.3	n/a	36.0	-67.2	n/a
(+) Non-recurring expenses from IPO	7.3	0.0	n/a	7.3	0.0	n/a
(+) Long-term incentive plan	0.0	2.3	n/a	0.0	5.9	n/a
(+) Terminations	0.0	3.2	n/a	0.0	3.2	n/a
(+) Taxes adjustments	0.0	-1.5	n/a	0.0	-1.5	n/a
(+) International patent acquisition	0.0	1.7	n/a	0.0	1.7	n/a
(+) Cloud duplicity	1.7	0.0	n/a	4.6	0.0	n/a
(+) Results from subsidiary for sale	0.0	0.0	n/a	-10.7	0.0	n/a
(=) Adjusted EBITDA	22.7	-8.7	n/a	37.2	-58.0	n/a
Net operating revenues	112.2	123.1	+9.7%	210.2	228.5	+8.7%
EBITDA Margin	12.2%	-11.6%	-23.8 p.p.	17.1%	-29.4%	-46.5 p.p.
Adjusted EBITDA Margin	20.2%	-7.0%	-27.2 p.p.	17.7%	-25.4%	-43.1 p.p.

Consolidated EBITDA was -R\$14.3 million in 2Q22, an improvement of R\$38.7 million compared to 1Q22, reflecting the revenue growth and the Equilibrium Plan. Adjusted EBITDA was -R\$8.7 million, an improvement of R\$40.7 million against 1Q22.

EBITDA margin was -11.6%, an improvement of 38.6 p.p. in the quarter. Adjusted EBITDA margin was -7.0%, up 39.7 p.p. in the quarter.

Adjusted EBITDA eliminates non-recurring effects in 2Q21 of R\$7.3 million related to IPO expenses and R\$1.7 million in cloud duplicity, while in 2Q22 eliminates effects of R\$2.3 million of long-term incentive, R\$3.2 million in termination costs (R\$2.4 million in costs and R\$0.8 million in expenses), -R\$1.5 million taxes adjustments (favorable decision regarding the process of the right to exclude ISS from the PIS and COFINS calculation base) and R\$1.7 million patent acquisition from ClearSale LLC (international subsidiary).

2.5.2 Brazil Adjusted EBITDA

Brazil's Adjusted EBITDA came close to break-even, reaching -R\$1.6 million in 2Q21, an improvement of R\$36.3 million compared to the previous quarter. Brazil's Adjusted EBITDA margin reached -1.5% in 2Q22, an improvement of 39.7 p.p. in the quarter.

Adjusted EBITDA Brazil Reconciliation (R\$million)	2Q21	2Q22	YoY	6M21	6M22	YoY
Net income (loss) for the period	1.3	-5.5	n/a	15.0	-44.8	n/a
(+) Net financial income (expenses)	4.8	-20.3	n/a	5.1	-30.6	n/a
(+) Income tax and social contribution	4.2	4.5	+6.3%	9.2	-4.8	n/a
(+) Depreciation and amortization	3.5	7.1	+103.6%	6.6	13.0	+96.0%
EBITDA	13.7	-14.3	n/a	36.0	-67.2	n/a
(+) Subsidiary EBITDA (ClearSale LLC)	5.8	7.0	+21.6%	9.2	18.4	+101.1%
(+) International Long-term incentive plan	0.0	-4.8	n/a	0.0	-2.6	n/a
(+) International patent acquisition	0.0	1.7	n/a	0.0	1.7	n/a
(+) Non-recurring expenses from IPO	7.3	0.0	n/a	7.3	0.0	n/a
(+) Brazil Long-term incentive plan	0.0	7.0	n/a	0.0	8.5	n/a
(+) Terminations	0.0	3.2	n/a	0.0	3.2	n/a
(+) Taxes adjustments	0.0	-1.5	n/a	0.0	-1.5	n/a
(+) Cloud duplicity	1.7	0.0	n/a	4.6	0.0	n/a
(+) Results from subsidiary for sale	0.0	0.0	n/a	-10.7	0.0	n/a
(=) Adjusted EBITDA	28.5	-1.6	n/a	46.4	-39.6	n/a
Net operating revenues	102.0	107.1	+5.1%	188.2	199.2	+5.9%
<i>EBITDA Margin</i>	<i>13.5%</i>	<i>-13.3%</i>	<i>-26.8 p.p.</i>	<i>19.1%</i>	<i>-33.7%</i>	<i>-52.9 p.p.</i>
<i>Adjusted EBITDA Margin</i>	<i>27.9%</i>	<i>-1.5%</i>	<i>-29.4 p.p.</i>	<i>24.7%</i>	<i>-19.9%</i>	<i>-44.5 p.p.</i>

2.6 Financial Results

The Financial results in 2Q22 was R\$20.3 million (vs -R\$4.8 million in 2Q21), an increase of R\$25.0 million in the year, while in the financial result was R\$30.6 million in the first half of the year, compared to -R\$5.1 million in the previous year. The variations in both the quarter and accumulated view are mainly due to the higher volume of resources applied, resulting from the IPO, added to the higher average CDI rate in the periods.

2.7 Net Income

Net income adjusted for excluding non-recurring costs and expenses was negative at R\$2.1 million in 2Q22, an improvement of R\$33.5 million in the quarter, reflecting the increase in revenues and benefits of the Equilibrium Plan.

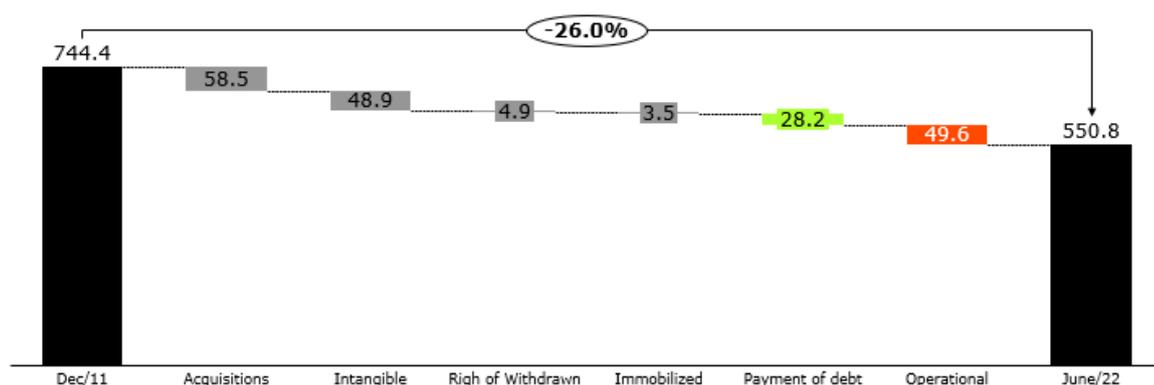
Adjusted net margin ended the quarter at -1.7% and in the half year at -16.5%.

Adjusted Net Income Reconciliation (R\$million)	2Q21	2Q22	YoY	6M21	6M22	YoY
Net income/(loss) from continuing operations	1.3	-5.5	n/a	4.4	-44.8	n/a
(+) Long-term incentive plan	0.0	2.3	n/a	0.0	5.9	n/a
(+) Cloud duplicity	1.7	0.0	n/a	4.6	0.0	n/a
(+) International patent acquisition	0.0	1.7	n/a	0.0	1.7	n/a
(+) Taxes adjustments	0.0	-1.9	n/a	0.0	-1.9	n/a
(+) Terminations	0.0	3.2	n/a	0.0	3.2	n/a
(-) Tax benefit	3.0	1.8	-40.2%	4.0	1.8	-55.0%
Adjusted Net income/(loss)	7.2	-2.1	n/a	12.2	-37.7	n/a
Net operating revenues	112.2	123.1	+9.7%	210.2	228.5	+8.7%
Net Margin	1.2%	-4.5%	-5.7 p.p.	2.1%	-19.6%	-21.7 p.p.
Adjusted Net Margin	6.4%	-1.7%	-8.1 p.p.	5.8%	-16.5%	-22.3 p.p.

2.8 Cash Flow

In the first half of 2022, ClearSale's cash decreased R\$193.6 million compared to the position of December 31, 2021, and total cash were R\$550.8 million. It is worth noting that:

- Investments: R\$110.9 million are related to (i) acquisitions in the amount of R\$58.5 million, of which R\$38.9 million refers to Beta Learning and R\$19.6 million to ChargeBack Ops; (ii) R\$48.9 million software development that are investments in technology to evolve and innovate our platforms and solutions, focusing on the maintenance of our competitive advantage and market leadership and (iii) withdrawal right exercised by shareholders of R\$ 4.9 million; and (iv) R\$3.5 million of asset investment.
- Payment of debt: amortization of debts where R\$7.3 million were allocated to the pre-payment of a debt with a floating rate of CDI+4.3% per year.
- Operating Cash: Consumption of R\$49.6 million.

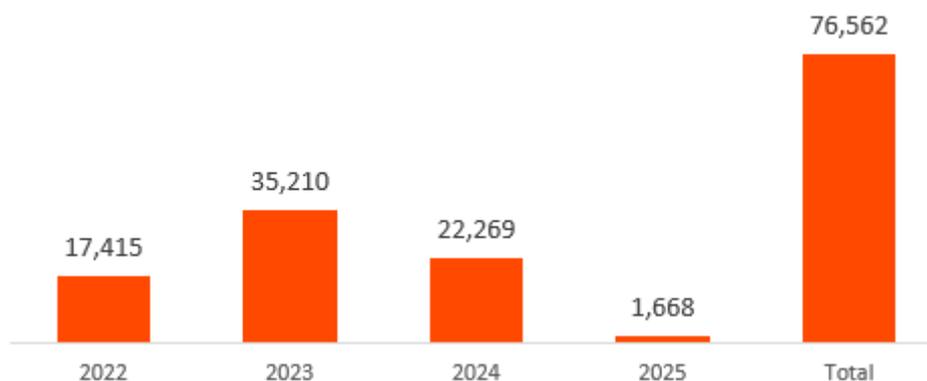


2.9 Indebtedness and Amortization

The accounts of Loans and Financing and Liabilities of short and long-term leases ended on June 30, 2022, in the total amount of R\$81.4 million, with amortization schedule as below.

Contratos	R\$ mm
Debts - Banks	76,562
Debt	76,562
Leases	4,839
Total Debt	81,401
Availability (Cash and Cash Equivalents)	553,496
Net Cash / Net Debt	-472,095

Amortization Schedule (R\$ MM)



Results 2Q22 and 6M22



Contacts	Conference call	B3: CLSA3
Bernardo Lustosa CEO	Conference call / webcast	
Alexandra Mafra CFO	Data: August 16, 2022	
Renan Ikemoto IRO	Timetable: 9:00 a.m. Brasília Time	
Lucas Faria IR Coordinator	10h00 a.m (Eastern Time)	
Bruno Ferrete IR Analyst	Conference call in Portuguese with simultaneously translation into English.	
Email: ri@clear.sale	http://cast.comunique-se.com.br/ClearSale/2q22	
Press Office Cohn & Wolfe Machine clearsale@maquinacohnwolfe.com		

Results 2Q22 and 6M22



Attachments

R\$million	Consolidated			
	2Q22	2Q21	6M22	6M21
Net Revenues	123.092	112.243	228.519	210.207
Cost of goods sold	(87.199)	(66.523)	(178.785)	(124.466)
Gross Profit	35.893	45.720	49.734	85.741
Operating income/(expenses)				
General, administrative and selling expenses	(58.790)	(34.382)	(129.730)	(65.945)
Income from equity in affiliates	-	-	-	-
Other operating income/expenses net	1.535	(1.076)	(207)	15.086
Operating result	(21.362)	10.262	(80.203)	34.882
Financial expenses	(962)	(6.030)	(10.149)	(8.849)
Financial income	21.246	1.266	40.773	3.753
Net income before income tax and social contributions	(1.078)	5.498	(49.579)	29.786
Income tax and social contributions	(4.471)	(4.206)	4.772	(14.740)
Net income/(loss) from continuing operations	(5.549)	1.292	(44.807)	15.046
Net income/(loss) from discontinued operations	-	-	-	-
Net income	(5.549)	1.292	(44.807)	15.046

Results 2Q22 and 6M22



	06/30/2022	12/31/2021	% Chg.
Assets			
Current			
Accounts receivable	550,8	744,4	-26,0%
Derivative financial instruments	107,0	106,4	+0,6%
Recoverable taxes	1,4	1,5	-11,8%
Other assets	35,8	27,2	+31,4%
Related parties	15,7	6,0	+163,5%
Assets held for sale	1,8	0,0	n/a
Total current assets	0,0	0,0	n/a
Total current assets	712,5	885,5	-19,5%
Non-current			
Other assets	1,4	2,1	-35,3%
Derivative financial instruments	0,0	3,1	n/a
Recoverable taxes	0,2	0,2	+23,5%
Related parties	0,0	0,0	0,0%
Deferred income tax and social contribution	10,4	8,3	+26,2%
Other assets	2,0	0,0	n/a
Investments	0,0	0,0	n/a
Fixed assets	22,6	24,1	-6,4%
Intangible	182,1	64,8	+181,2%
Total non-current assets	218,7	102,5	+113,4%
Total assets	931,2	988,0	-5,8%

	06/30/2022	12/31/2021	% Chg.
Liabilities and shareholders' equity			
Current			
Loans and financing	35,3	41,0	-14,0%
Lease liability	3,2	3,1	+4,9%
Suppliers	28,0	27,9	+0,4%
Taxes and contributions payable	11,9	11,6	+2,8%
Payroll and related charges	45,2	49,0	-7,7%
Dividends payable	0,0	0,0	n/a
Contingent consideration payable	4,9	0,0	n/a
Related parties	0,0	0,0	n/a
Provisions	16,9	7,0	+140,9%
Phantom shares provision	0,0	0,0	n/a
Advance from clients	0,0	0,0	-69,6%
Other liabilities	0,3	0,2	+63,2%
Asset held for sale	0,0	0,0	n/a
Liabilities related to assets held for sale	0,0	0,0	n/a
Shares based Payment	1,2	2,7	-56,4%
Derivative financial instruments	0,0	0,0	n/a
Total current liabilities	146,9	142,4	+3,1%
Non-current			
Loans and financing	41,3	61,9	-33,2%
Lease liability	0,9	2,5	-65,9%
Payroll and related charges	1,4	1,1	+27,9%
Phantom shares provision	0,0	0,0	n/a
Taxes and contributions payable	0,0	0,0	n/a
Related parties	0,0	0,0	n/a
Commitment of shares buy back	0,0	0,0	n/a
Shares based payment	0,3	2,6	-86,6%
Deferred taxes	0,0	0,0	n/a
Derivative financial instruments	0,0	0,0	n/a
Contingent consideration payable	4,9	0,0	n/a
Deferred income tax and social contribution	0,0	0,0	n/a
Provisions	0,5	0,2	+160,2%
Provisions due to investments losses	0,0	0,0	n/a
Total non-current liabilities	49,4	68,3	-27,6%
Shareholders' equity			
Joint capital	789,4	789,4	+0,0%
Capital reserves	47,7	51,3	-7,0%
Legal reserves	0,0	0,0	n/a
Earnings reserves	0,0	0,0	n/a
Retained earnings	-100,1	-62,1	+61,3%
Other comprehensive income	-2,1	-1,3	+66,6%
Treasury shares	0,0	0,0	n/a
Total shareholders' equity	734,8	777,3	-5,5%
Total liability and shareholders' equity	931,2	988,0	-5,8%