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RESULTS

1st Quarter of
2023





Thank You!

Bernardo Lustosa



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Eduardo Mônaco

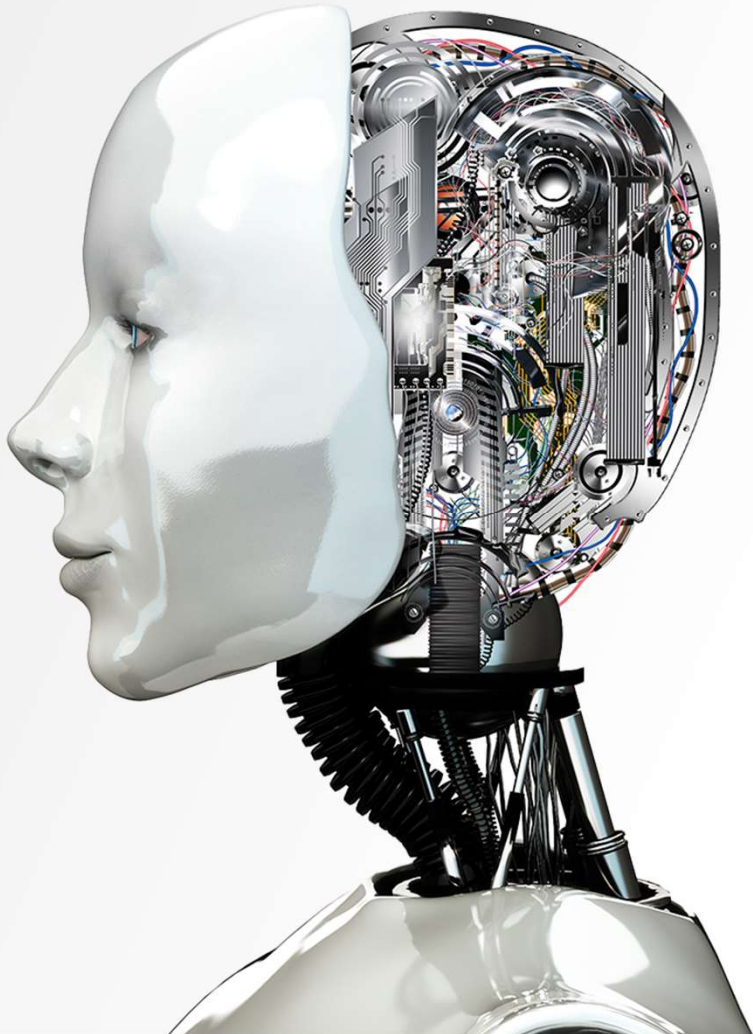
CEO



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Highlights



Global E-commerce BU

- ✓ New sales in digital segments reflect componentization investments
- ✓ New sales and pipeline aligned with GTM plan (tickets, tourism and food delivery)
- ✓ Studies for Issuers solutions
- ✓ International: focus on profitability and cash burn reduction

App Fraud BU

- ✓ Credit Score new version
 - Improvement in Ks
- ✓ Improvement in components and solutions for fraud
 - Straw-man fraud and credit card validation
- ✓ GTM
 - Portfolio reorganization and simplification
 - Changes in structure focusing on agility and flexibility

New Ventures BU

- ✓ Optimization of synergies with Beta Learning
- ✓ Consulting service structuring
- ✓ Main thesis
 - Embed Finance (Transactional PIX, BNPL/PIX in installments and Real Digital/ ID Digital)
 - Cybersecurity

Risk Department

Data usage optimization

GROWTH

Cross-Sell: Key Accounts x BUs

BACKOFFICE

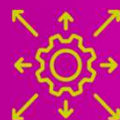
Capture of synergies and efficiency; improvement in the quality of information; International SAP implementation

Financial and operational highlights

Revenue annual growth acceleration in 1Q23



R\$124.6 million
+18.2%



ARR New Sales of R\$37.1 million

ARR new Sales annual growth of **34.4%**

Positive BR Recurring EBITDA in a weak seasonal quarter
International Equilibrium Plan



Annual improvement of **R\$37 mn** In **Recurring EBITDA**



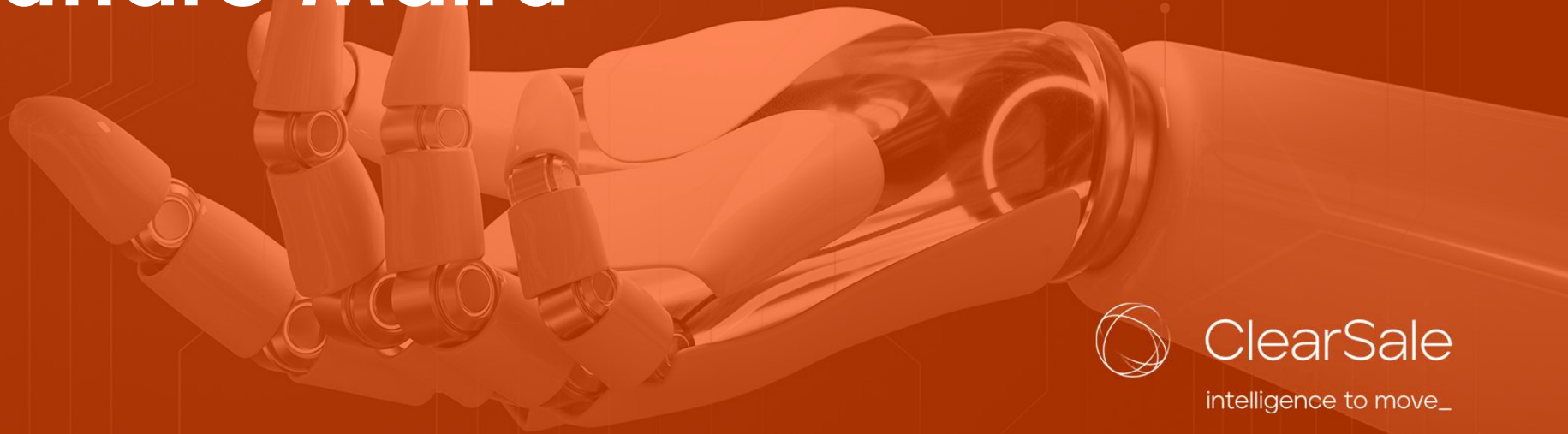
Cash generation of R\$25.8 million and **Net Cash of R\$414.8 million**

Operational cash generation in 1Q23 and healthy cash position

1Q23 RESULTS

Alexandre Mafra

CFO

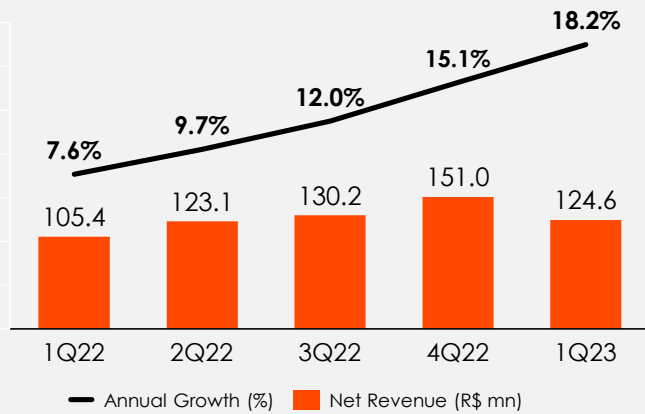


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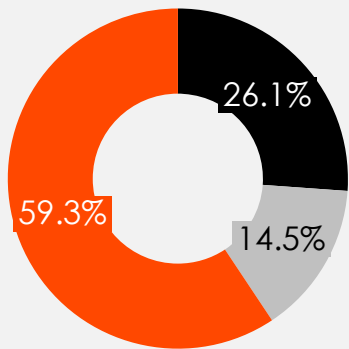
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Net Revenue

Total Net Revenues

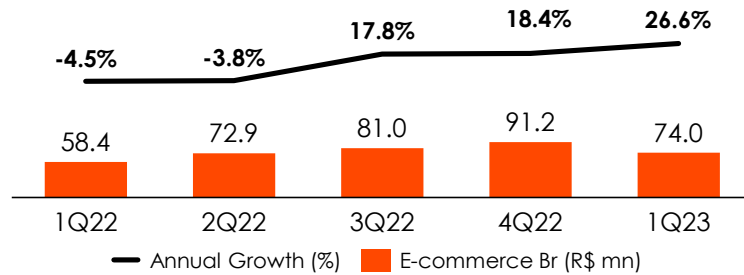


Revenues Breakdown – 1T23



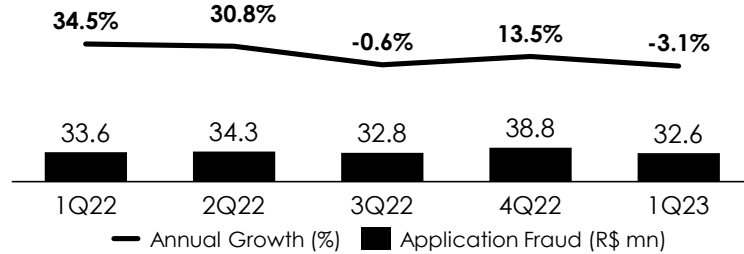
Application Fraud E-commerce Int (R\$) E-commerce Br

E-commerce Brazil



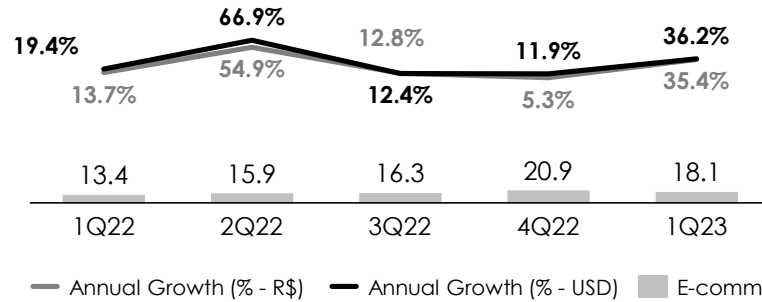
- Customer net add off 143
- ARR new sales of R\$ 6.6 mn
- Fraud under control

Application Fraud



- ARR New sales of R\$ 25.8 mn
- Contracts roll-over
- Punctual Churn

E-commerce International

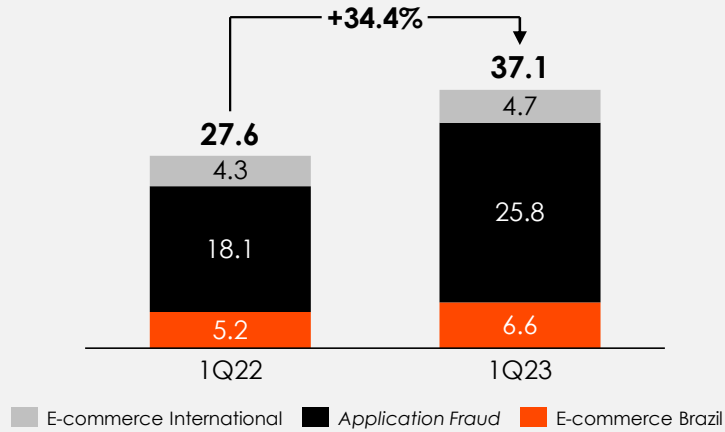


- Customer net add of 46
- Growth acceleration on easy-comps, even with the forced churn of customers

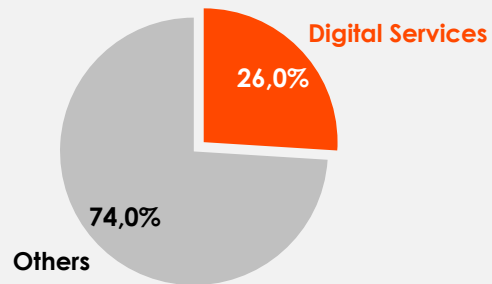
Operating Indicators

ARR¹ New Sales

R\$ mn



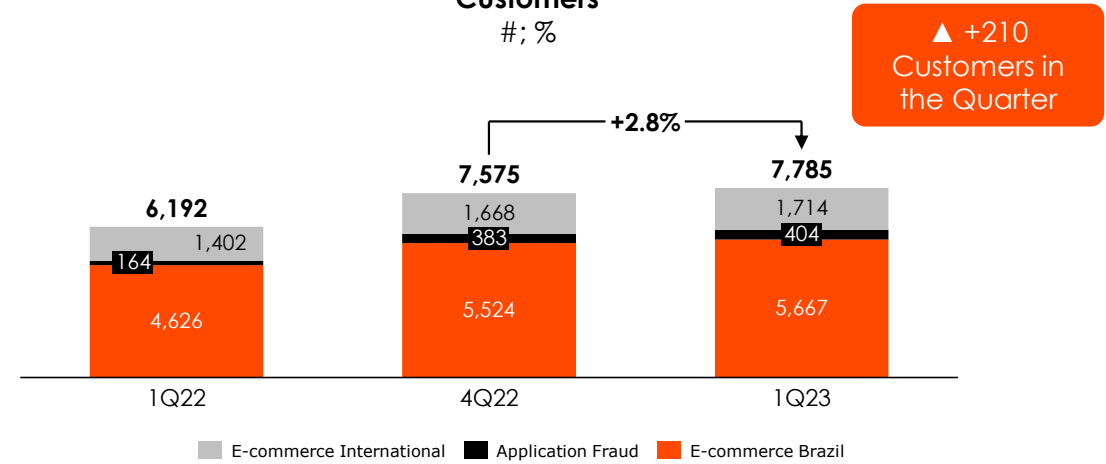
BR E-commerce ARR New Sales



(1) Annually Recurring Revenue

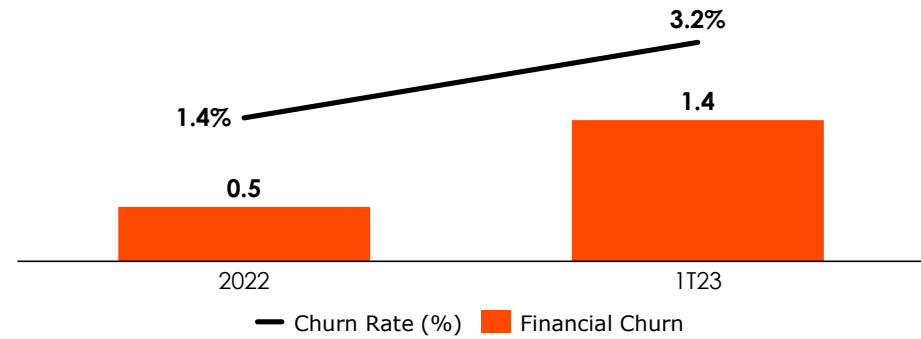
Customers

#; %



Annualized Churn e Churn-rate

R\$ mn; %

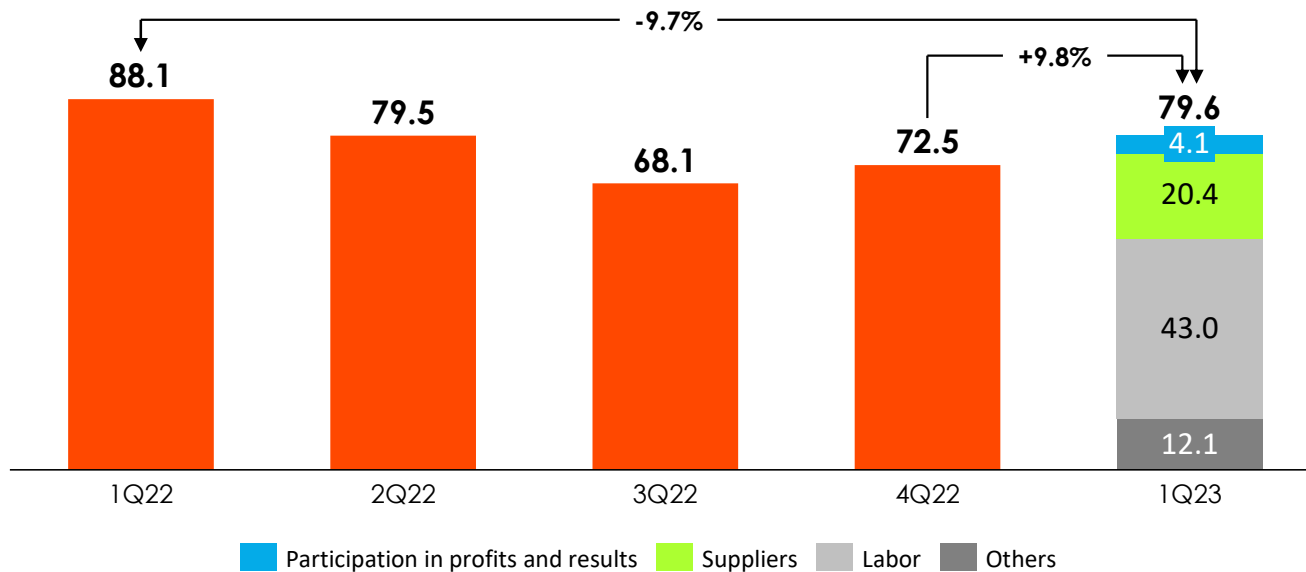


RECURRING COSTS

Recurring costs ex-PPR drop 14.3% YoY vs. Revenue growth of 18.2%

R\$ mn; %

Recurring Costs (ex depr.)



| | YoY | |
|---------------------|--------------------------|------------------------------|
| | Abs. (R\$m) | % |
| Net Revenue | +19.2 | +18.2% |
| Total COSTS | -8.5 | -9.7% |
| COSTS ex-PPR | -12.6 | -14.3% |
| PPR | +4.1 | n.a. |
| Suppliers | -4.7 <small>-7.9</small> | -18.9% <small>-31.6%</small> |
| Labor | -11.0 | -20.4% |
| Others | +3.1 | +35.1% |

International client base clean up focusing on profitability

Excluding accounting reclassification

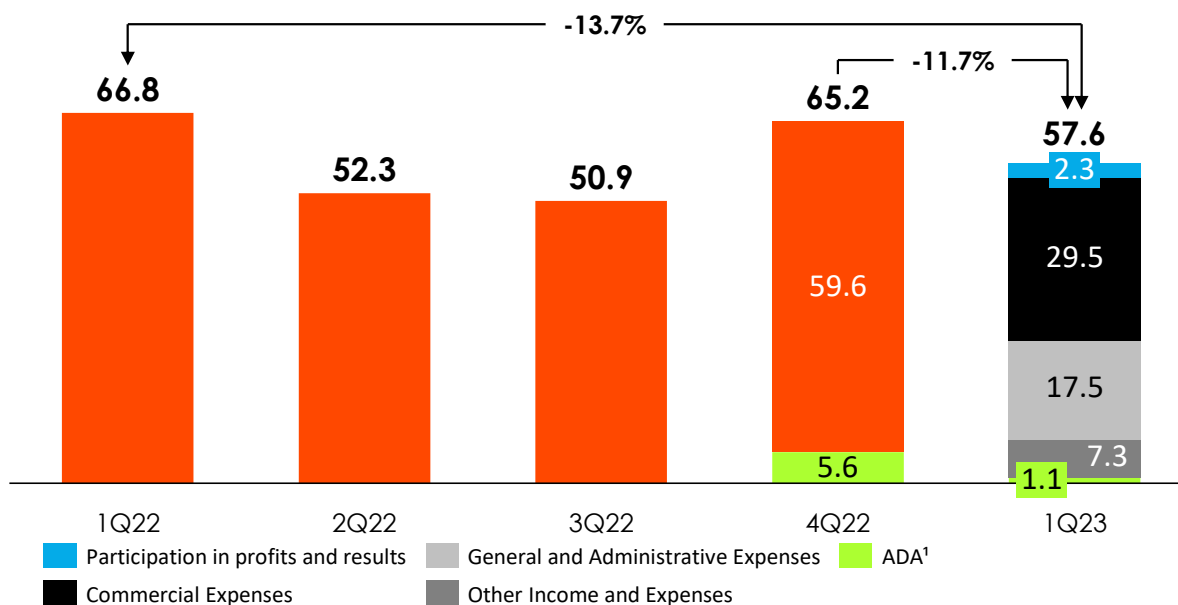
*Recurring adjustments: adjustments of Termination (2022 and 2023) and excluding depreciation

RECURRING EXPENSES

Recurring expenses ex-PPR drops 17.1% YoY vs. Revenue growth of 18.2%

R\$ mn; %

Recurring Expenses (ex depr.)



| | YoY | |
|------------------------|--------------|---------------|
| | Abs (R\$ mn) | % |
| Net Revenue | +19.2 | +18.2% |
| Total EXPENSES | -9.2 | -13.7% |
| EXPENSES ex-PPR | -11.4 | -17.1% |
| PPR | +2.3 | n.a. |
| Commercial | -1.2 | -3.8% |
| ADA ¹ | +1.1 | n.a. |
| General and Adm | -10.4 | -37.3% |
| Others | -1.0 | -12.5% |

Excluding accounting reclassification

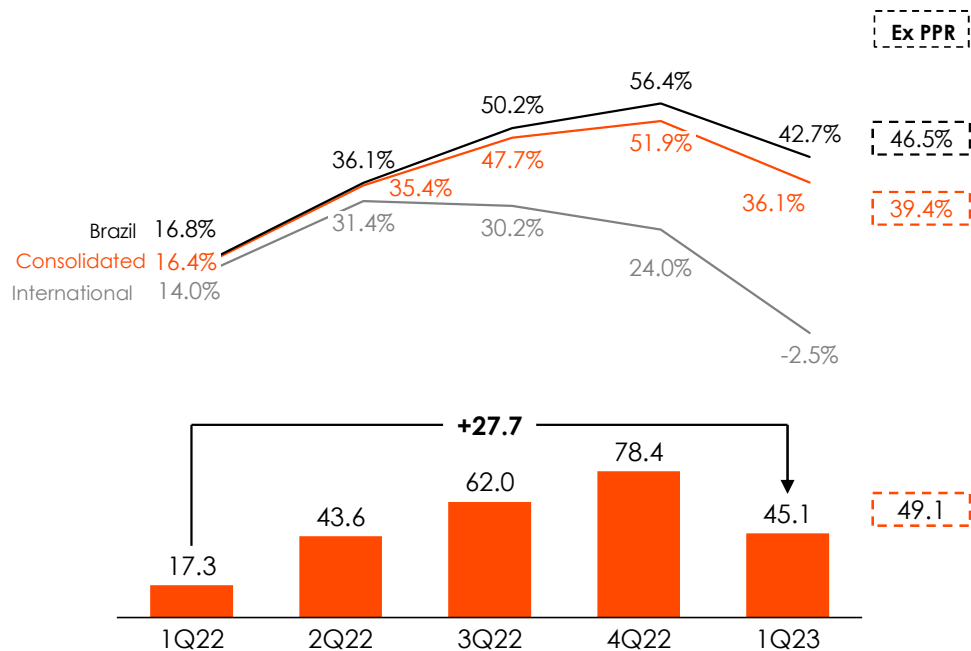
*Recurring adjustments: adjustments of: Termination (2022 and 2023), International Patent Acquisition (2022), ISS Adjustment (2022), Return of the building (2022), Long-Term Incentive (2022 and 2023), Write-off of fixed assets (2023) and without depreciation (2022 and 2023)

1) Allowance for Doubtful Accounts (ADA)

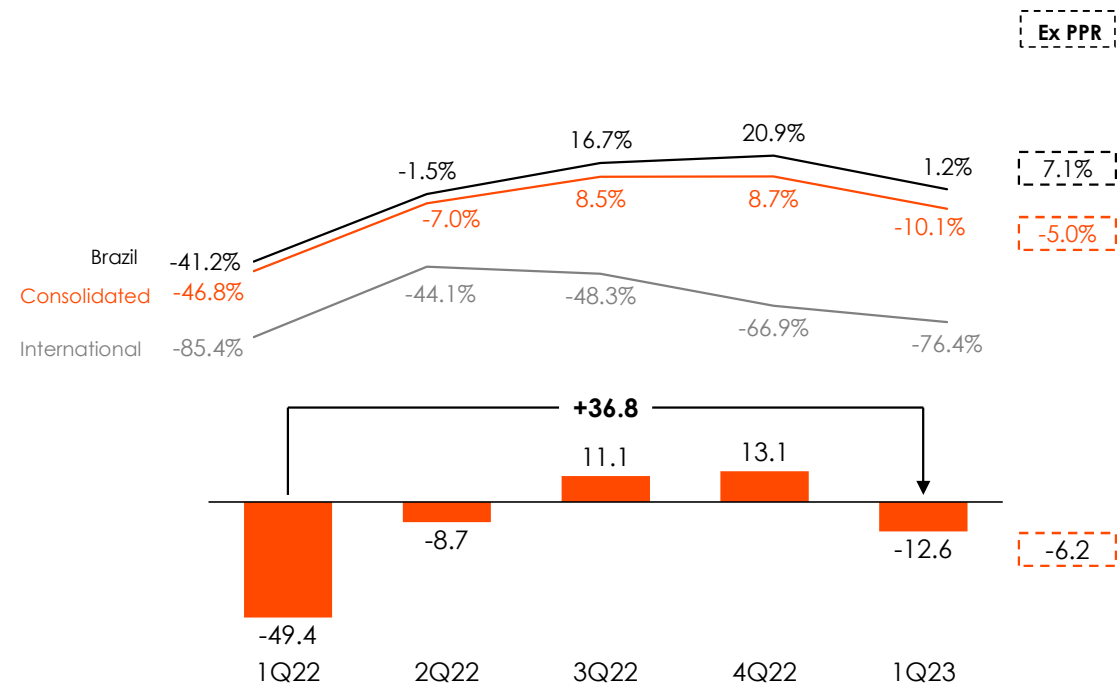
RECURRING GROSS PROFIT AND EBITDA

Positive BR recurring EBITDA in a weak seasonal quarter International Equilibrium Plan

Recurring Gross Profit and Gross Margin¹



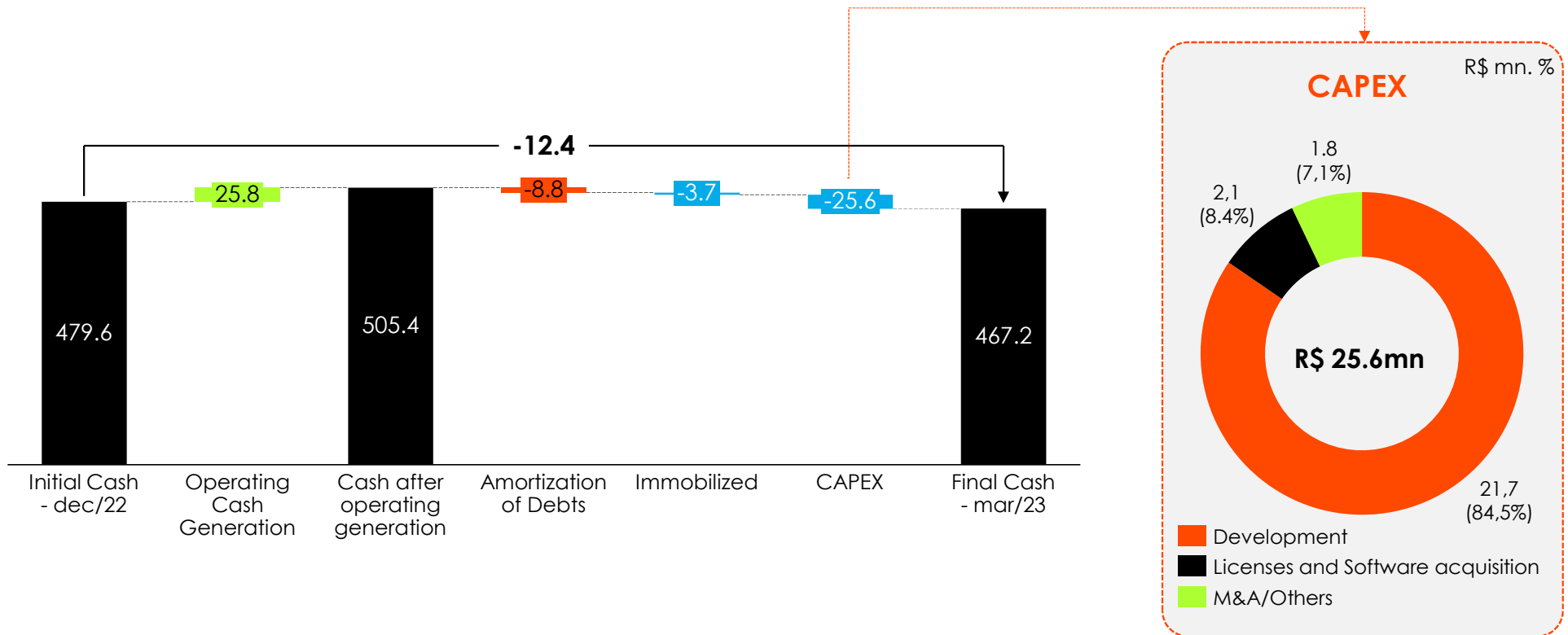
Recurring EBITDA and EBITDA Margin²



(1) Adjustments of: Terminations (2022 and 2023) without depreciation (2022 and 2023); (2) Adjustments of Termination (2022 and 2023), International Patent Acquisition (2022), Taxes (2022), Return of the building (2022) Long-Term Incentive (2022 and 2023) and Write-off of Fixed Assets (2023).

CASH FLOW and CAPEX

Operating cash generation of R\$ 25,8 million





Final Message

Eduardo Mônica
CEO



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**Management transition
conclusion**



**Reorganization in BUs with
noticeable benefits**



**Annual revenue growth of 18.2%
Profitability on track in Brazil
International Equilibrium Plan**



**Operating cash generation of
R\$25.8 mn**





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Q&A