

Coordinator: Good morning, ladies and gentlemen, welcome to the ClearSale conference where the results for the fourth quarter and full year 2023 will be discussed.

All participants are connected as listeners only. To ask questions, simply send them in the chat located on the left side of the screen, and they will be answered later in the question-and-answer session.

The video and presentation are being transmitted simultaneously over the internet via webcast. The recording will be available on the Company's IR website, at ri.clear.sale. The slide presentation that will be used is available on the Company's Investor Relations website and on the CVM website.

Before proceeding, I would like to clarify that any statements that may be made during this conference regarding the outlook for the business are predictions based on management's current expectations. These expectations are subject to change depending on macroeconomic conditions, market risks and other factors. Future considerations are not guarantees of performance, they involve risks, uncertainties, and assumptions, as they refer to future events and, therefore, depend on circumstances that may or may not occur. General economic conditions, industry conditions and other operating factors may affect the Company's future results and may cause results to differ materially from those expressed in such considerations.

With us today are Eduardo Mônico, CEO of ClearSale, Alexandre Mafra, CFO, and Renan Ikemoto, Director of Investor Relations.

Initially, Mr. Mônico will comment on the strategic operational highlights throughout the period, and subsequently, Mr. Mafra will comment on ClearSale's financial results. After that, both will be available, together with Mr. Renan, to answer any questions that may be asked.

Now, therefore, I would like to give the floor to Mr. Eduardo Mônico. Mônico, please go ahead.

Eduardo Mônico: Good morning, everyone. It is a great pleasure to welcome you once again to the ClearSale earnings conference.

At this point, we will talk about the last quarter of 2023, and we also have the opportunity to remember our entire journey throughout 2023, which prepares us and positions us in a very solid way for the year 2024.

To remember the year 2023, I wanted to highlight that after that challenging moment that all players went through in the market, ClearSale looked inside its

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structure and started several internal processes and plans. The first of these we called the Equilibrium Plan, which had a strong focus on adjusting variable costs and making the company healthier in its gross margin. We also continue the very intense work that we have been doing in our technological environment, componentizing our products, developing, and improving many other products and the ability to combine these components in a very different way than we have done until then.

Furthermore, we did the same for the international business, which, I would like to remind you, started the year with a significant cash burn and throughout the year we managed to greatly improve the margin of this business that we have. We also carried out, and have already disclosed to you, our internal reorganization, an organization that seeks to have a much more efficient company, focused on simplicity and generating value for our customers.

This entire process seeks and generates very tangible benefits that you have already experienced consistently in our results. First, a diversification of our business. We are a company that, historically, had a large concentration in large e-commerce players and in some products in the financial environment. Since this journey, we have deconcentrated our business and sought much more efficient and diverse solutions in various segments.

It is also true that we have been seeking very strong deleveraging. This company, based on everything we have done, can grow without the need for a significant increase in its staff. Furthermore, the new products and new components, respecting the dynamics of our business, have much greater scale and are much more profitable than we had until then, significantly expanding the size of the market addressable by ClearSale based on our offers.

And, given this scenario, facing our planning for the year 2024, we decided to declare to the market something that we have done throughout this journey. Based on our data differentials, network effect – which continues to grow within ClearSale –, based on a much more modern technology park, with many more options and having a team of risk specialists who take care of different environments and risk segments for our clients for many years, we decided to formalize to the market a strategy that we have been working on for a long time.

ClearSale years ago, had a business model very focused on complete management for its customers and basically a single product, which was very adherent to the e-commerce and physical delivery market. Now we declare that in this new strategy we want to be increasingly closer to our customers, listening and understanding their needs and being able to clearly understand and interpret what our customer's incentives are for us to be partners and collaborate with our expertise, recognizing that fraud is dynamic, changes, but can, from our entire technology park, help customers combine our components in the best possible way, delivering the best performance with the best value generation, in the best time and in the best way for our customers.

This strategy allows us to greatly expand our addressable market, because in the same way that we combine technology for the e-commerce market, we can

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do this for the delivery market , we can do this for the ticket market , we can do this for the financial segment, we can do this for onboarding , we can do this for bets and many other segments. This strategy and the focus we have following our reorganization gives us a lot of optimism for the year 2024.

And now, I would like to reinforce for you what the priorities are, within this ClearSale strategy for the year 2024. A relevant part of what we built on this journey brings us to the place of being able to look at the transactional segment and find ways of evolution.

Within the transactional BU, we now have a much broader product portfolio, we have several components for “n” stages of the journey, and we have a mindset of deeply understanding the segments we want to be in so that we can combine our components. Today we have technological components that go from end to end of the decision-making process, and this allows us to prioritize some segments for next year. Next year we will address, in a very precise way, the payment link segment, which has grown significantly, very intensely in the market and is a very large segment. The mobility segment, which we already have relevant players in our portfolio, has also grown a lot. We are also interested in the ticket segment, which has also grown significantly, and our focus on middle retail from Latam. We believe we have important opportunities in countries like Mexico, Colombia, and Argentina.

Furthermore, we also want to use all our expertise to open a new market, which is the credit card issuer market, which can count on ClearSale solutions to help make the consumer experience much better, with much less fraud and controlled fraud.

Within the Application Fraud BU, our focuses are, firstly, the credit market and secondly, the financial market. Within our value proposition, we believe that in Application Fraud we have a complete portfolio and, by declaring ourselves as a strategic partner for our clients, we are already forming partnerships with our base clients that demonstrate our flexibility and adaptability to the moment. of each partner.

If the partner is interested in efficiency, ClearSale can combine the components to generate greater efficiency and lower costs for them. If the partner wants to increase production, we, in the same way, can do so, through our in-depth knowledge of fraud, our unique data and our very advanced technology park. We have a complete portfolio; we know about fraud and we are capable of doing this.

We can see in this image the number of components, technology, and products that ClearSale has developed, all of them with a very unique value proposition and we have grown and sought important sales in these segments, in these products that bring with them a much higher margin and much greater scalability.

And finally, within our New Ventures business unit, our main focus is on the Pix market. We all know that Pix is a payment method that continues to gain

relevance and we believe that the consumer experience and fraud control need to continue evolving in this ecosystem. To achieve this, we have a transactional solution that will help institutions improve the process within the payment methods that Pix provides, and, in addition, we are very interested in the Buy Now, Pay Later or Pix installments market, which is a trend that should grow a lot throughout 2024.

And as ClearSale will always look at long-term sustainable growth, this year we also prioritize two other important levers for the future sustainability of the business. First, our growth cycle, which we talk about. We are very focused on making relevant sales this year, making great progress in communicating ClearSale's positioning to the market by participating in events, participating as one of the main players in this segment and showing everyone what ClearSale has in terms of products in the most assertive way possible.

Furthermore, we also have technology as an enabler of our long-term strategy, which continues to advance and modernize effectively and is a relevant part of our investment throughout 2024.

Before inviting Alexandre Mafra, our CFO, who will show all the numbers in detail, I wanted to highlight that the result of this quarter is natural within the transformation process that ClearSale has undertaken and within the challenges that we are having the courage to face of reviewing our clients' products, revenue diversification, derisking players that brought us here with significant growth, increasing the product portfolio, improving gross margin and a much more scalable and profitable company that we are starting to plant throughout this year.

Alexandre Mafra: Thank you very much, M^onaco. Good morning, everyone and thank you very much for being here. Now let's go through the financial results for the fourth quarter of 2023 and the year 2023, which reflect what M^onaco commented on the strategies that have been implemented over the last few quarters.

Starting with slide 15, operational indicators. In terms of churn, the company maintained a controlled indicator in 2023, below 2%, which means a theoretical lifetime of 54 years. It is worth mentioning that, excluding the effect of the termination of activity by the customer, that is, the churn that is beyond our control, the indicator would be 1.4%.

Just below, in Customers, we closed the quarter with 7,421 active customers, 76% in transactional, the former Brazil E-commerce, 20% in international transactional and 4% in Application Fraud. Compared to the same period last year, we had a net addition of 213 customers and 85 customers compared to the previous quarter.

Our total new sales ARR was 39.6 million in the fourth quarter, a reduction of 48.5% compared to the fourth quarter of 2022. As we discussed, we are entering new customers with componentized solutions, with higher margins and a lower ticket average, impacting the growth of the indicator.

Internationally, it is worth remembering our strategy of cleaning up bases and focusing on profitable regions, channels, and customers. In the year, we reached R\$180.9 million, growth of 3.9%, supported by Application Fraud.

Moving now to the next slide, Net Revenue. Consolidated net revenue in the fourth quarter of 2023 totaled R\$133.6 million, a reduction of 11.4% compared to the fourth quarter of 2022, but an increase of 12% compared to the last quarter. When we look at the accumulated result for the period, we found a total net revenue of 504.1 million, a reduction of 1.1% compared to the same period of the previous year.

In the fourth quarter of 2023, Transacional Brasil revenue totaled R\$83.2 million, an annual drop of 8.8%, explained by the process of componentization and repositioning of solutions, GMV trends and the reduction in our revenue in large retailers. While revenues in large marketplaces, benefiting from the World Cup effect in the previous year, fell 42.4% in the fourth quarter of 23, in other customers growth was 8.7%. As a result, we have a transitional process of pressured revenue, but with important effects of reducing dependence on large retailers, which brings a much lower risk to the company.

On the other hand, we increased our exposure to segments with different economic cycles, making our revenue more resilient in the long term. In 2023, annual growth was 1.9%, totaling revenue of R\$310 million, a drop of 22.6% in these same large marketplaces and a relevant growth of 17.7% in other customers.

In International Transactions, net revenue reached R\$19.1 million in the fourth quarter of 2023, an annual drop of 8.4% in reais and 2.9% in dollars. The annual drop is explained by exchange rate variation, cleaning up the customer base and focus on profitable new regions and sales. Year-to-date, revenue totaled R\$71.9 million, an annual growth of 8.4% in reais and 12.1% in dollars.

In Application Fraud, revenue was R\$31.3 million in the fourth quarter of 2023, a quarterly growth of 5.8% and an annual decline of 19.3%. The annual drop is explained by the repositioning of solutions with higher margins to the detriment of revenue and the credit restriction in the market.

It is important to note that the effect of componentization and repositioning of solutions is already reflected in an annual growth in the volume of queries of 30% in the fourth quarter of 2023. Year-to-date, revenue totaled R\$122 million, a drop of 12.2% in relation to 2022.

Going to slide 17, Recurring Costs and Expenses. On this slide, we provide a view of the evolution of costs and expenses throughout the year, where it is possible to observe the capture of restructuring benefits from this quarter onwards. Recurring costs and expenses in the year to date show a reduction of R\$35.4 million, or 6.5%, compared to the same period of the previous year.

It is worth remembering that we provisioned PPR in 2023, while in the previous year we had a reversal. So, putting this result on the same basis and excluding

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the PPR for comparison, the reduction would be R\$57.9 million or 10.6%. In the quarter, recurring expense costs reached R\$117.5 million, a drop of 13.8% compared to the fourth quarter of 2022 and 5.1% quarter over quarter.

Making the same comparison and removing the PPR so that we can improve this comparability effect, our costs and expenses for the last quarter would be 111.5 million and the drop compared to the previous year would be 18.2%.

Going now to slide 18, Gross Profit and Recurring EBITDA. As a result of everything we covered, we achieved a gross margin of 51.3% in Brazil and 33.5% internationally, consolidating a gross margin of 48.8% in the fourth quarter of 2023. It is worth mentioning that we had some reallocated some expenses to costs and we also had the PPR. In other words, as a comparative effect with the year 22, our gross margin would be 52.8%, excluding these numbers.

Year-to-date, our gross profit reached R\$209.5 million, an annual increase of R\$8 million, representing a gross margin of 41.6%, an annual increase of 2 percentage points. Excluding the effect of the PPR provision for greater comparability purposes, gross profit showed an annual increase of R\$20.5 million in 2023.

The EBITDA margin in Brazil reached 16.4%, while the international EBITDA margin was -12.8%, representing an annual improvement of 54.1 percentage points. In the consolidated for the quarter, the recurring EBITDA margin reached 12.1%, an improvement of 2.5 percentage points compared to the fourth quarter of 2022. In the year to date, our EBITDA was negative at R\$ 1.8 million, an improvement of R\$30 million compared to the same period of the previous year, resulting in a slightly negative consolidated EBITDA margin of 0.4%.

When we exclude the impact of PPR provisioning, EBITDA presents an annual improvement of R\$52.3 million in 2023, to have the same comparability with the year 2022.

Going now to the Cash Flow, Investment and Debt slide, we had an operating cash generation of R\$11.3 million in the fourth quarter of 2023 and R\$44.4 million in the year to date. Below, in the investment cash flow, excluding the impact of M&A from the previous year, we reduced investments by around R\$18 million in 2023, maintaining diligence in development while investing in the company's sustainability.

It is worth noting that the strategic restructuring also benefits development CAPEX, where we see a drop of R\$ 2 million from the third quarter of 2023 to the fourth quarter of 2023. On the upper right, we end the fourth quarter of 2023 with a gross debt of R \$25.1 million, with an amortization of R\$11.4 million in debt in the fourth quarter of 2023. Finally, we ended the fourth quarter of 2023 with an Equilibrium of cash and financial investments totaling R\$394.2 million, or of R\$353.3 million, discounting gross debt and leases, and a significant

reduction in cash burn in the quarter, when compared to the same period of the previous year.

I would now like to call Mônica for final considerations.

Eduardo Mônica: Thank you, Mafra. Before opening for questions and answers, I wanted to recap everything we talked about today.

First, we declare here a new positioning of ClearSale, which is the result of work that has been built over a long time and which has brought much more technology, products, diversification, deleveraging, scalability and profitability to this company looking to the future.

This year, in a very challenging year due to all these factors that I brought up, we have already demonstrated an evolution in gross margin and EBITDA margin, a company that is much better structured, agile and with much clearer processes so that we can adapt to the challenges of each market segment we are in and we see important developments in our cash generation numbers, our EBITDA numbers and our gross margin numbers.

We know that revenue growth is a challenge for the moment we are living in, but, expectedly and naturally, we understand that this is a necessary movement so that we can build a much more solid 2024, where the company will continue to worry about cash generation and will look closely at the sale of new products and new components with more margin so that we can have better next quarters from the point of view of growth and profitability.

Thank you all very much, now I would like to invite Felipe to help us with the questions and answers part.

Question and Answer Session

Coordinator: Thank you, Edu. That's it then, folks. We now begin our question-and-answer session for investors and analysts. I'm going to make the usual arrangement with you, there's a little button on your screen, on the left side, the chat button, just send us the questions there, putting your name, last name and the company you represent, ok good?

I already have a question here to open, it's from Yuri, who is an individual investor:

“Can you give examples of risks associated with Pix accounts that ClearSale mitigates and how it does so?”

Eduardo Mônica: Good morning, thank you for the question. Today we are investing a lot on this Pix front, one of our strategic product priorities. We know that Pix, from a technology point of view, helped the consumer a lot, providing a payment method that included digital payments and made a good part of the population bankable. But we also know that whenever there is a new payment method, it is natural for fraud to migrate to other processes, and Pix today, yes,

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there is a certain volume of friction fraud, however, today the majority of the risk remains with the end user.

So, if we, for example, enter a malicious link, make a purchase and pay with Pix, Pix has refund mechanisms that are evolving, but they are still not as efficient for the end population and in general the population will have difficulty to return the money.

So, what does ClearSale have as a solution? Once again, we use our entire technology park to help the customer. So, we have a Pix solution that looks at the Pix transaction and detects patterns. So if it is natural for Eduardo to make a transaction for that type of people, at that time, for that amount, we identify that this probability of that transaction, if it is a suitable, correct transaction, is good, and, on the contrary, it is also valid, if it is a very non-standard transaction, we provide insights, inputs, so financial institutions can use new authentication processes, such as, for example, with ClearSale, without ClearSale, such as requesting a photo to only bring friction when necessary within the process.

So, this is part of our solution journey, where we combine components to serve a market as large as Pix. So, we can give a score, give a summary, use our biometrics to help with the transactional part.

Furthermore, our cybersecurity solution also helps to avoid these malicious links, which end up generating this transaction that does not have its proper end, the end where the consumer would like it to happen. So, once again, our technology park is now able to clearly understand the process pain of each of the players and adjust our modules for each of the usage scenarios. That's what we're doing.

And another thing that we have done a lot for our customers in relation to Pix is the idea of reducing friction. So, I like to give a personal example that normally when I want to make Pix for my wife, a transfer for her, for example, and I want to do it at dawn, midnight, one o'clock in the morning, in general, my bank doesn't allow. There is a block that says you cannot make that Pix at that time, because there is a value limit, which is a cool solution. But for my wife, I could do it, because it's for my wife, and then the bank knows, and ClearSale knows that she is a person related to me based on several signs that we have in our database.

So, also looking at the consumer experience within this Pix process is fundamental.

Coordinator: Edu, following with a question from Yuri:

“It appears that there is still room to reduce expenses and improve EBITDA margin for technology company levels. Is the restructuring still ongoing?”

Alexandre Mafra: Felipe, thanks for the question, this is Alexandre Mafra speaking. I think we are in a process. We are a used-based SaaS revenue company, so our revenue has a very strong component of using solutions and

we understand that over this time, with Equilibrium Plan, with the restructuring that we carried out, the We have already cleared most of the large expenses, large costs and major restructuring that we had.

I think this provocation is very valid because as a technology company, yes, there are still extremely large incremental opportunities, but don't expect a reduction in the size of what we did in the past, especially because this company has changed its level of efficiency, it has changed level of technology, changed the level of use of its solutions. So, what we will have, as our obligation, we will continue to seek improvement, it will come, but we understand that this company has a very different scalability now. It grows revenue without needing to grow more expense costs.

So, this is the big challenge that we are facing now.

Eduardo Mônaco: And just to compromise, here comes the bias of your EBITDA question. So, yes, we expect EBITDA growth, continued EBITDA evolution largely due to the factor that Mafra mentioned at the end. We hope to return to growth cycles in the coming quarters without the need to increase our cost and expense structure, and greatly rationalizing our investment, because the technology company also needs to continue investing to evolve our products and always be ahead in technology.

Coordinator: Perfect, thanks guys. Just remembering our agreement, for those who want to send questions, just send them to the little Q&A button on your screen and we will receive everything here, okay?

We will now continue with the question from Lorenzo, who is also an individual investor, and asks:

“In the company’s view, what is the potential of the betting market?”

Eduardo Mônaco: Lorenzo, we have been experimenting with this betting market, it is a market that has transformed a lot, there are regulations that are increasingly being built and designed so that we can have different processes within the betting dynamics . From onboarding, know your customer , to making sure who that person is that is entering this betting segment, making sure that person is old enough to bet, making sure that that person is not abusing accounts, creating multiple accounts in the same application to make games with the same profile differently.

So, all the information that ClearSale has is very credible, products that are very suitable for this segment. Furthermore, there is the issue of the transaction itself, there is a great concern about money laundering. So, there are numerous pieces of the process of a segment that previously had a lower level of regulation than what is being proposed now and with this regulation we believe that we have everything to have the most compliant and correct products for this segment.

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We have spoken to several companies. It is a billion-dollar segment that has grown a lot when we talk about the market and the money that circulates in this segment and we are very excited about entering this segment, but today our penetration, like the penetration of practically everyone, we are still finding the best product to enter this segment, but we have been working with the team focused on this, participating in these events, participating in this process to grow.

So, it's a big market, we don't usually disclose exactly our expectation of potential for each of the markets, but just follow the news and see that it's a big market and that it's regulating itself and, therefore, we really believe that we have all the conditions to win in this market.

Coordinator: Thank you, Edu. We have the next question here, which is from Gabriel, also an individual investor:

“Does ClearSale expect to offer chargeback defense as a product?”

Eduardo Mônaco: Gabriel, we actually made an acquisition about a year and a half ago of a company in the United States called Chargeback Ops, which is a company specialized in handling chargeback disputes, which we talk about. In other words, the retailer received a chargeback for a customer dispute, however, this dispute was improper, it was because of an issue that was not necessary, it could have been self-fraud, it could have been a case that he opened for a commercial disagreement and not a chargeback, and therefore, he wants to dispute this with the brands and recover that amount.

ClearSale bought this company specializing in this and has developed a product to have a solution that can help in this dispute. Furthermore, chargeback as a whole is one of the segments of great interest to us so that we can complement the complete, entire journey of the fraud ecosystem chain, and we also have some projects such as trying to prevent chargebacks from being opened.

We have an interesting project together with a partner, where we provide information to banking channels to prevent that dispute from being opened, because we solve the problem of information asymmetry. Sometimes we call the bank – I've done this – to dispute a purchase and then the bank says: “Wow, didn't you actually make this transaction?”, and then they have little information from their side. ClearSale's product helps him have more information so he can challenge this more specifically, saying: “Wow, you didn't buy a network cable, did you? Didn't you buy a mouse?”, and then the customer can say: “Wow, it's true, I bought it, I just wasn't identifying this purchase here and I had forgotten”, and then this prevents this chargeback from being opened and, therefore, all the challenges and losses in the chain as a whole.

So, the broad answer is, yes, ClearSale is increasingly interested in entering the chargeback, whether in the dispute or in not opening the chargeback, and we already have products that have addressed this and have already started to gain traction within the Marketplace.

Coordinator: Thank you, Edu. The next one is from Vitor, who is also an individual investor:

“The purchase of Beta Learning aimed to gain access to specialized labor. What is the rationale for its incorporation?”

Alexandre Mafra: Vitor, it's Alexandre Mafra here again, thanks for the question. Beta plays an extremely important role here, our labor partner and the company needs to take a leap forward in technology development in its products, I think it met this demand in a very strong way, and continues to supply it, the We brought brilliant people here who are now at ClearSale and helping us with the big moves we have made with our systems.

The incorporation of Beta, Beta as a separate company, continued to invoice ClearSale for the products it developed. So, when you do the incorporation you have great advantages, you have three main advantages here: First, you benefit from the goodwill, so you have an extremely important tax benefit for reducing our future income tax; you end up with this double taxation, the people within ClearSale will continue to develop their [inaudible – audio failure] and so on. and they won't invoice ClearSale, so you don't have double taxation; and you have an extremely relevant capture of administrative synergy as well.

It is these three main points that led to the incorporation of Beta.

Coordinator: Thank you, Mafra. Before I move on to the next question, guys, just remembering our agreement, the little button on the left side of your screen, in the chat, just send the questions there and we will receive them here and respond as soon as possible, ok good?

The next question is from Felipe, he is also an individual investor:

“How are you looking at the use of artificial intelligence in business? Example, fraud with insurance and health plans.”

Eduardo Mônaco: Felipe, the first thing I would like to remind everyone is that ClearSale is a company that was born with the intensive use of data and the use of analytical intelligence in all its processes, using different techniques, including intelligence artificial so that we can predict fraud within our process. I am CEO of the company now, and I have a statistician background, so this demonstrates a lot of our DNA and our use of data intensively so that we can make decisions for our business.

And then I would like to bring up two biases in your question. The first is, well, artificial intelligence has evolved a lot and ClearSale always has to be one step ahead working with new technologies. We have a team today focused on looking at how we apply artificial intelligence in our daily lives and we have deployed three major work fronts: A front that seeks to boost productivity, be it the productivity of a developer who uses a assistant, he is capable of being more agile, more efficient in the way of creating code, even the productivity of a person who manipulates data, spreadsheets and who can, with assistance, be

able to be much more efficient and productive in his day to day life. So, I think it's a more common side, where everyone is working.

There is the second side that we have also pursued some projects that we seek to provide a better experience for our end client. So, how can he integrate within ClearSale systems in an assisted and faster way? How does he resolve doubts about a product in an assisted and faster way? So, it's a second front that we should launch projects on soon.

And the third front, for me the most important within our core, is how we also create technological components that we can use in our decision-making ecosystem. An example that I like to give, today we have risk managers who make the decision to include a rule, to block a certain customer profile daily. Could it be that with the use of AI we can be more efficient so that we can create components and make the decision faster, better, timelier, the process much more agile? So, we have studied and worked a lot in this direction.

We always do this with big tech partners, these big technology companies, they support us a lot, we are partners with many of them, and we have been exchanging a lot with each of them.

And, finally, the other angle that your question allows me to bring here, you talk about fraud in insurance and health plans. I wanted to talk in particular about health plans, because just as we have within our new ventures business unit a thesis that seeks to orchestrate our betting products, bets, we also have a thesis that we are in the process of of discovery, which seeks to find ways to orchestrate our components and products for healthcare, which we know is a huge market, where the chain as a whole is being challenged from the point of view of profitability and fraud is one of the factors important within this market.

So, ClearSale believes that we have the capacity to help, we clearly know that the healthcare segment requires an understanding of the segment that ClearSale does not have natively, but we have also been looking for partners to evolve in this segment and it is one of our bets for this year so that we can learn a lot this year and be able to generate relevant revenue from the next cycles.

Coordinator: Thank you, Edu. Well guys, I'm trying to answer all the questions that came in, I'm now closing our question-and-answer block and returning the floor to our board for final considerations.

Eduardo Mônaco: Thank you, Felipe. From my side here, I would like to thank once again everyone for attending this results conference. It is already special because it is the end of a year, a calendar cycle where we continue to work hard to do what we call here doing the right things, transforming the company, getting out of that difficult time in the market. and transforming the company, seeking to be increasingly scalable, profitable, seeking a much more efficient, diverse and much more scalable company through our data, technology and our risk specialty that can and should be applied in countless segments of market, in which we talked about some opportunities that we have, but there are many that exist and we have found a path, a journey that we have taken consistently

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throughout this trajectory, seeking in the medium and long term sustainable, healthy growth, always seeking to have an efficient company that grows profitably.

Thanks again. We also had the opportunity in this call to disclose to you more explicitly a strategy that we have been working on for a long time and we define this and show it to you, because this is what will generate all the growth and profitability that ClearSale seeks and deserves in the coming years.

Alexandre Mafra: That's it, guys. Thank you and see you next quarter.