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RESULTS
PRESENTATION

2Q21



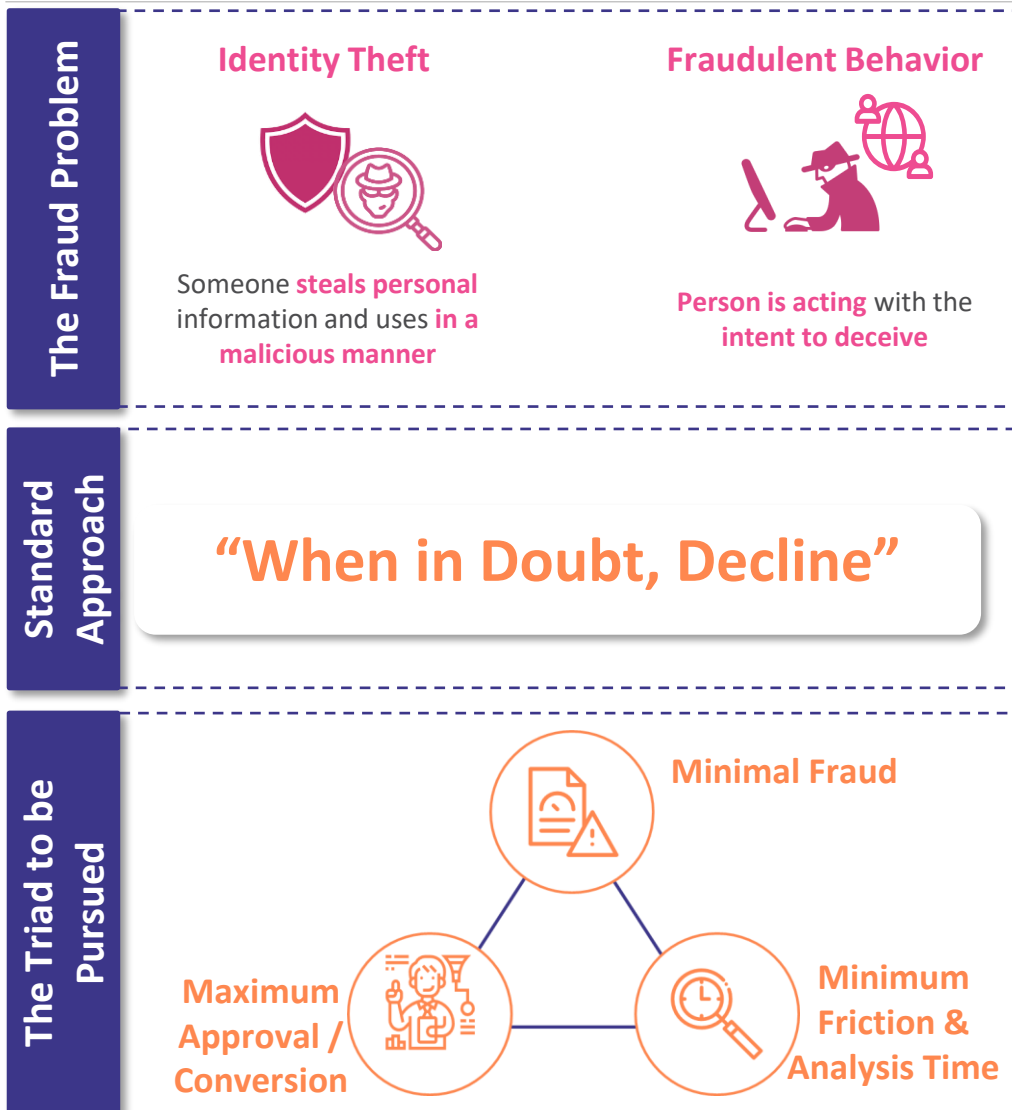
2Q21 Overview

Bernardo Lustosa







CEO

The Fraud Problem and Case Study

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**What really matters: True Cost of Fraud
Luxury Retailer Case**

US\$ '000	clearsale  Aug 2020	Vendor 1 Oct-Mar 2021	clearsale  Mar-Apr 2021
 Fraud Losses	0	0	0
 False decline losses	17.3	56.9	3.5
 External vendors cost	14.7	13.0	14.7
 Internal Cost Fraud Prevention	Constant	Constant	Constant
True Cost of Fraud	32.0	69.9	18.3
ROI		(23x)	+29x

GROSS MARGIN: 69%

We are obsessed with approving good orders
and
We deliver the best financial bottom-line results

Our Track Record

Exponential Growth
Diversification

Expansion and
Consolidation

Building Pillars

Components

Decision Platform	Single Merchant Fraud Score	Cross Merchant Data Lake	Network Effect	AI Fraud Score	Disruptive Outsourcing Business	Human Touch
Proprietary Device Fingerprint	Pattern Recognition	Attack Prevention Team	Hotphone Hot-email	2FA	Real Time Fraud Monitoring	Intermediary Fraud
Credit Scoring	Datatrust	Biometry	Documentoscopy & Facematch	KYC		



2020
Complete DataTrust

Digital/Mobile
Onboarding
2018

Credit

Internationalization

Onboarding

Total ClearSale for E-Commerce
Huge True Cost of Fraud Reduction

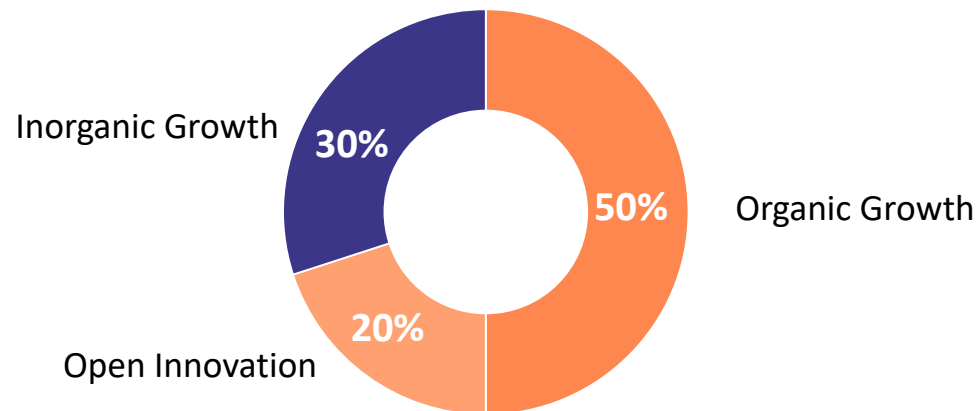
SaaS

Skin in the Game

ClearSale's IPO

- Based on **CVM 400 Instruction**
- Listing on the **Novo Mercado**, special listing segment of B3 with differentiated **corporate governance** rules
- **Base Offering** of R\$1.1 billion
 - Primary Offering: R\$625 million
 - Secondary Offering: R\$509 million
- Price per share of **R\$25.00**
- Turned **Unicorn** at the opening

Use of proceeds



CLSA
B3 LISTED NM

Recent Achievements

E-commerce Innovations

- ✓ 2FA WhatsApp in production
- ✓ Developments in SLA express product
- ✓ Biometric tests for store pickup
- ✓ Avaya Dialling System implementation
- ✓ Integration with Thales to prevent SIM swap fraud

Data Trust Evolution

- ✓ Biometry implementation and components modularization

Credit

- ✓ Pilot in progress with Credit Burau

Open Innovation

- ✓ Atom rebranding as Business Trust in July
- ✓ Research intensification on new fronts

IT & Analytics Teams

- ✓ 63% increase YoY (+112 employees)

Commercial Team

- ✓ 35% increase YoY (+30 employees)

International Expansion

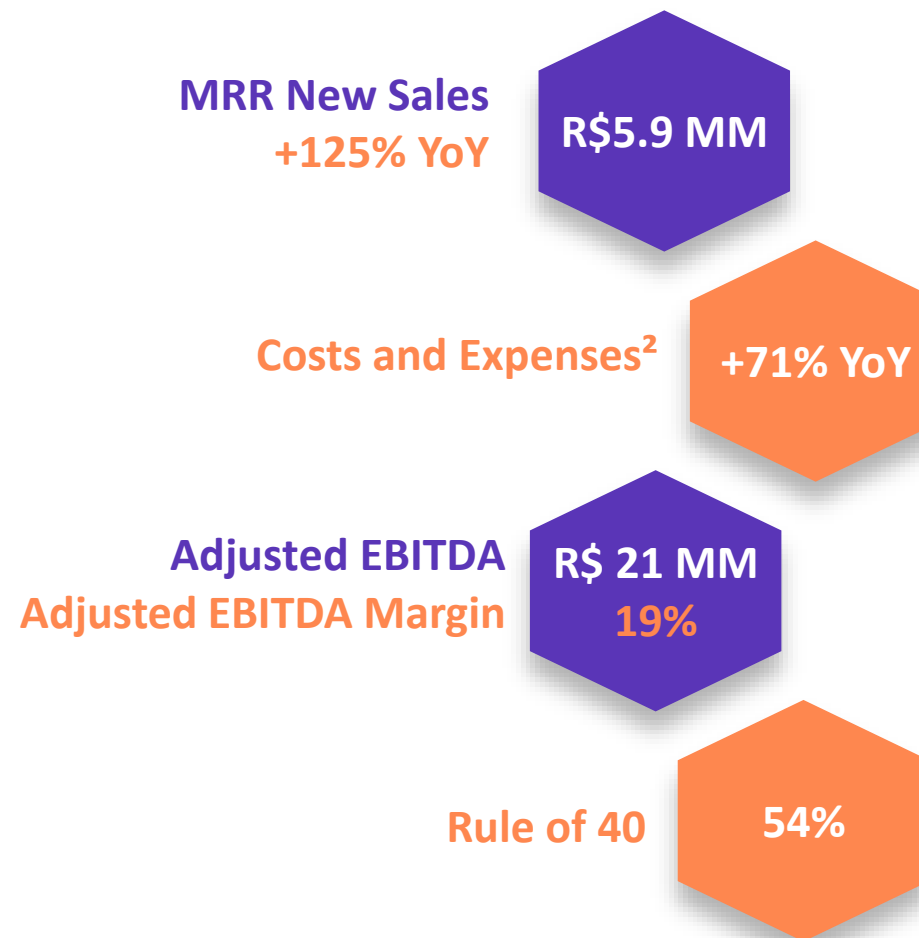
- ✓ Hiring of two Latam Heads (enterprise and partnerships)

People, Diversity and Culture

- ✓ Flu vaccination campaign
- ✓ Diversity Groups Launches: Black, Gender, PCD and LGBTQIA+
- ✓ GPTW Women (2nd year in a row)
- ✓ Corporation Climate Survey - GPTW (NPS of 85)
- ✓ Employer brand: Campus Party and Furia sponsorship (July)
- ✓ Solidarity Action - Donation of basic baskets

2Q21 Highlights

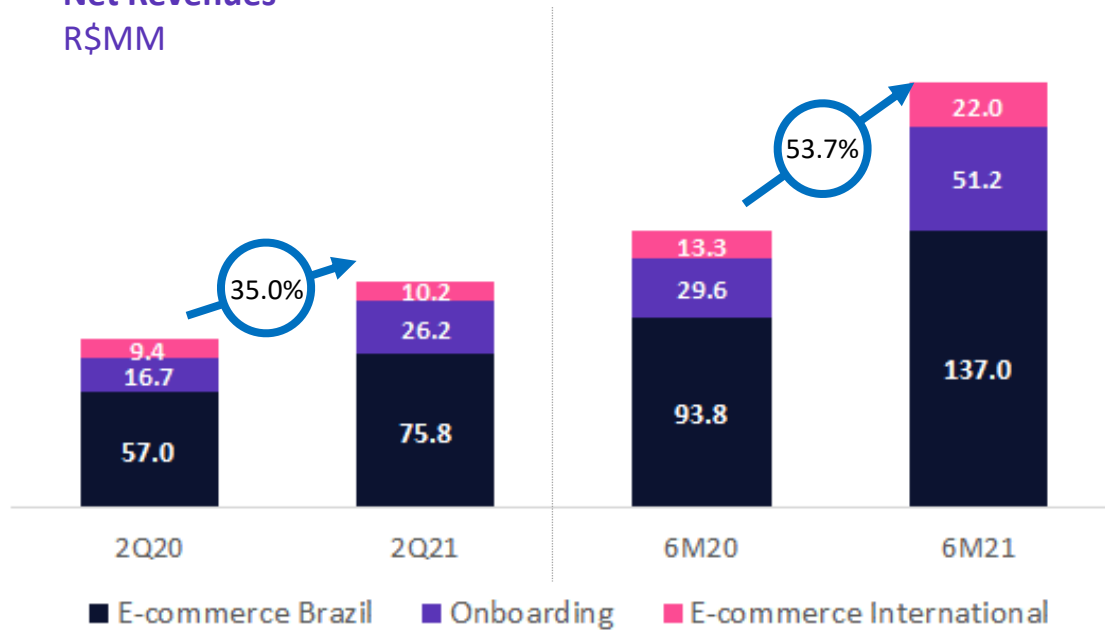
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Net Revenues

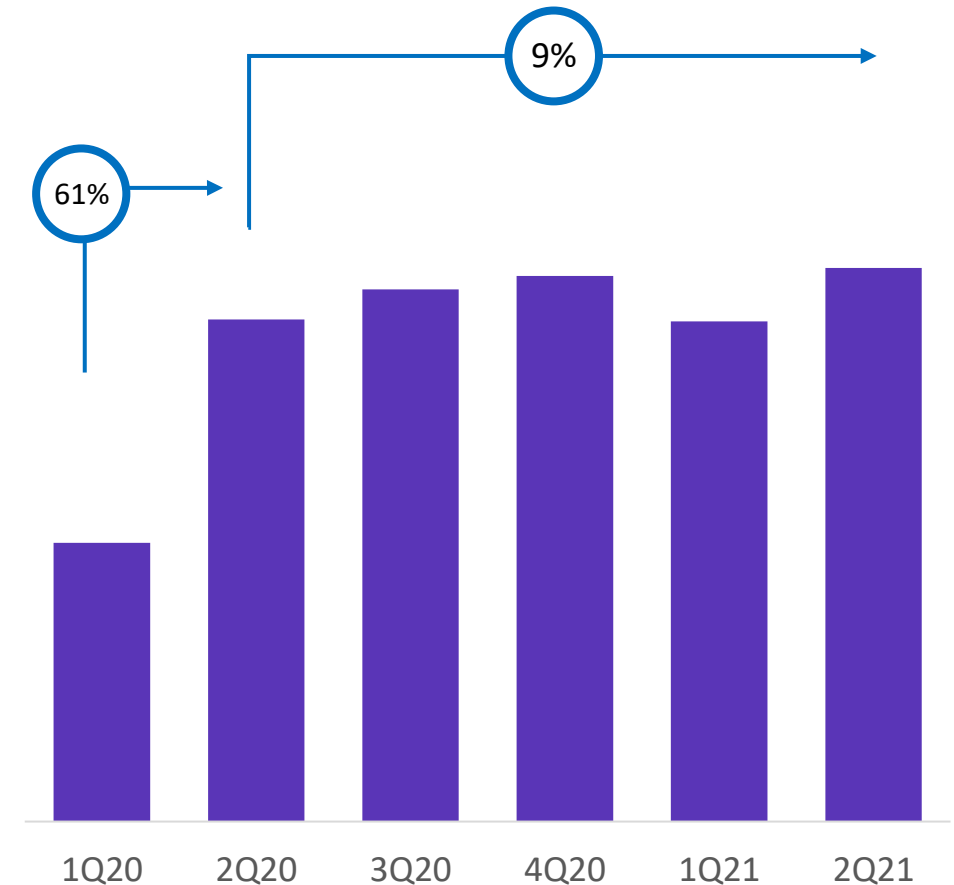
Net Revenue with 35% annual growth in 2Q21, driven by Onboarding

Net Revenues
R\$MM



Annual Growth	2Q21 / 2Q20	6M21 / 6M20
E-commerce Brazil	33.0%	46.1%
Onboarding	56.3%	72.6%
E-commerce Global	8.5%	65.4%

Number of Transactions – E-commerce Brazil and International

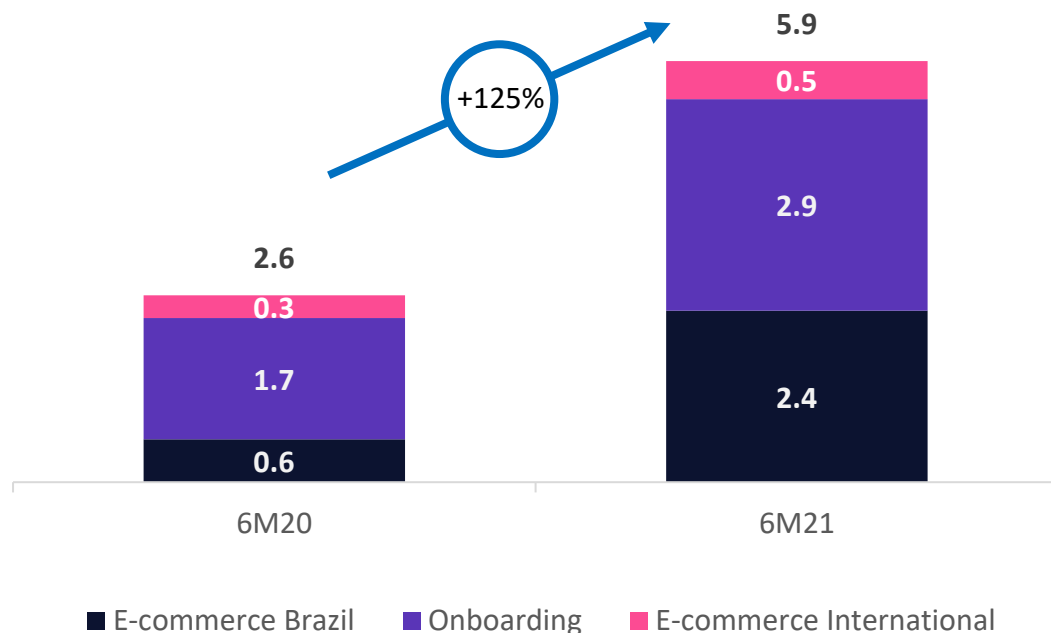


Operating Revenue Indicators

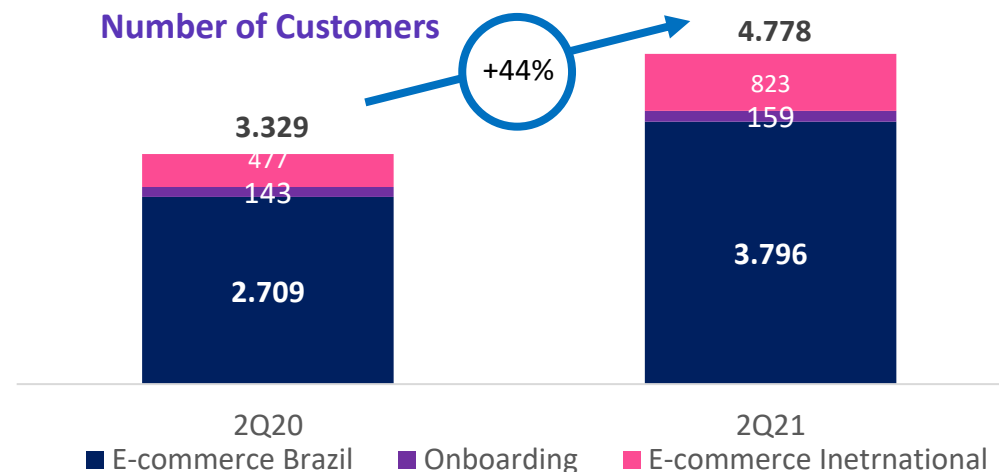
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New Sales MRR annual growth of 125%; increase of 1,449 customers and Churn under control

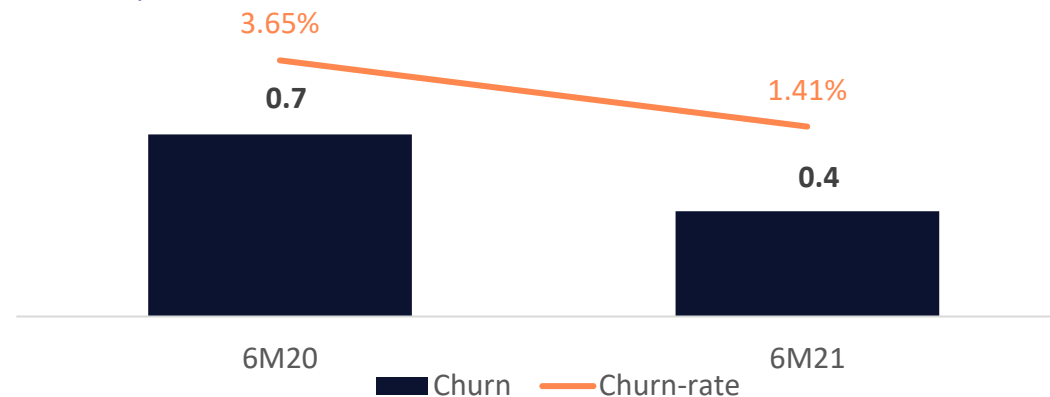
New Sales MRR
R\$MM



Number of Customers

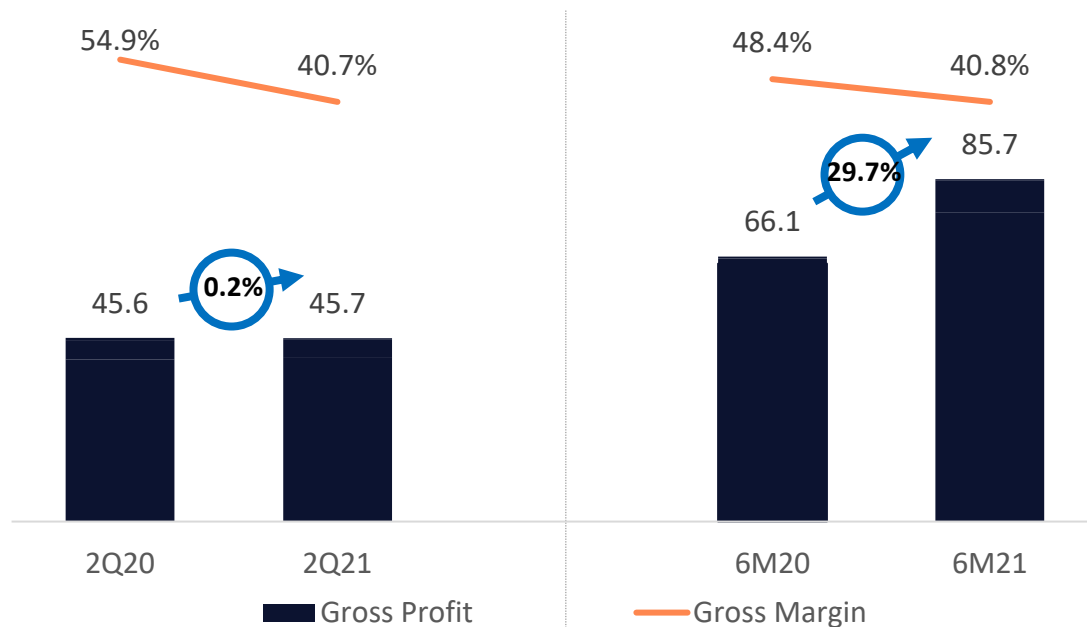


Churn e Churn-rate
R\$MM and %



Gross Profit and Gross Margin

Gross Profit and Gross Margin
R\$MM and %

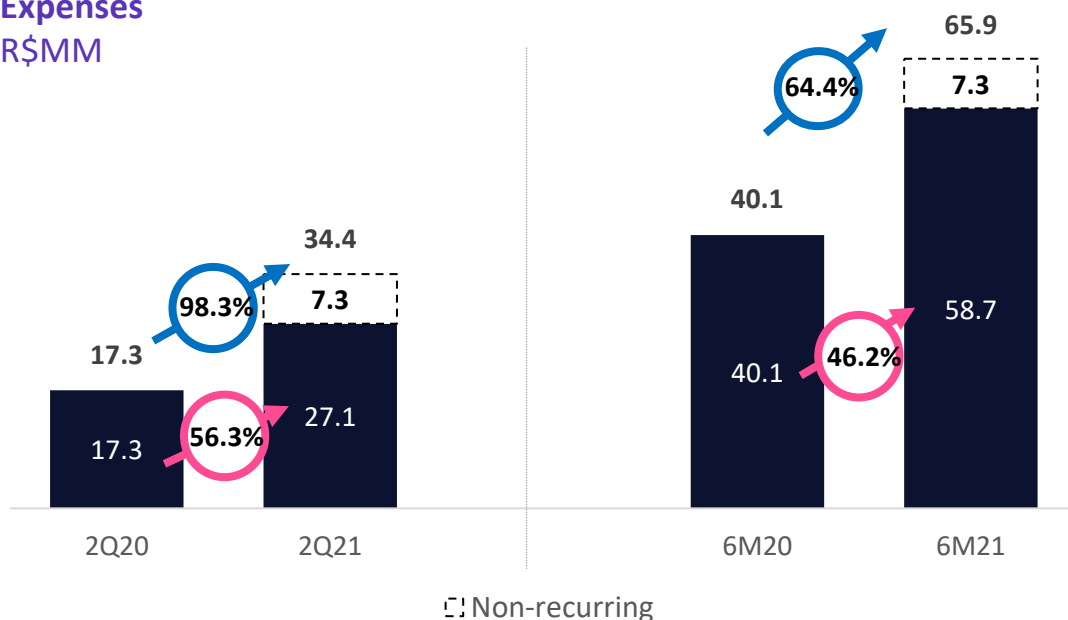


Gross Profit of R\$46 million in 2Q21, stable YoY, with a 14.2p.p. compression in gross margin explained by:

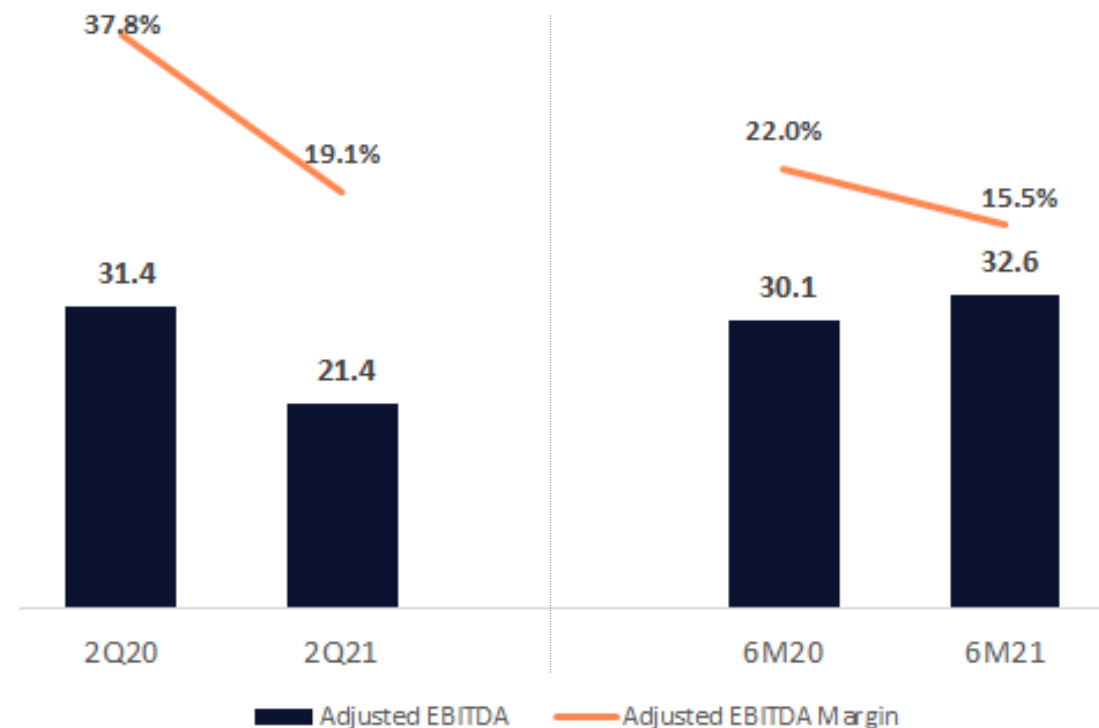
- ✓ Readjustment of human analysis specialists (R\$8.3 million in 2Q21)
- ✓ Reinforcement of IT & Analytics team by 66.2% in the year (R\$7.5 million in 2Q21)
- ✓ Cloud migration process (R\$2.5 million in 2Q21)

Expenses, Adjusted EBITDA and Adjusted EBITDA Margin

Expenses
R\$MM



Adjusted EBITDA and Adjusted EBITDA Margin
R\$MM and %



Desconsidering IPO effects and team reinforcement, we would capture operational leverage

- ✓ IPO non-recurring expense with (R\$7.3 million)
- ✓ Reinforcement of Commercial structure by 35% in the year (R\$2.4 million)
- ✓ Administrative team readjustment – HR, Finance, IR and others to support IPO and business growth (R\$3.0 million)

Final Message

Q&A

Thank You

Investor Relations

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