

RESULTS PRESENTATION

4Q22



Overview

Bernardo Lustosa
CEO

Highlights – 4Q22



Best Quarter of 2022 in Annual Net Revenue Growth



ARR New Sales Record

- ✓ Best in e-commerce Brazil and International
- ✓ 2nd best in Application Fraud



New sales reflect investments in development and componentization

- ✓ New payment methods
- ✓ New segments
- ✓ *Cross-sell/Up-sell*



Maintenance of solid operational indicators

- ✓ Record in net addition of customers: +911 QoQ
- ✓ *Churn rate: 1.4%*



Expansion of Gross Margin and EBITDA Margin
even with 100% credit provision from a national retail customer

Recent Achievements

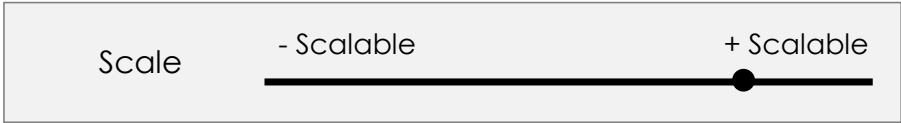
Eduardo Mônico
President

Jorney

Where do we want to go?

what have we done?

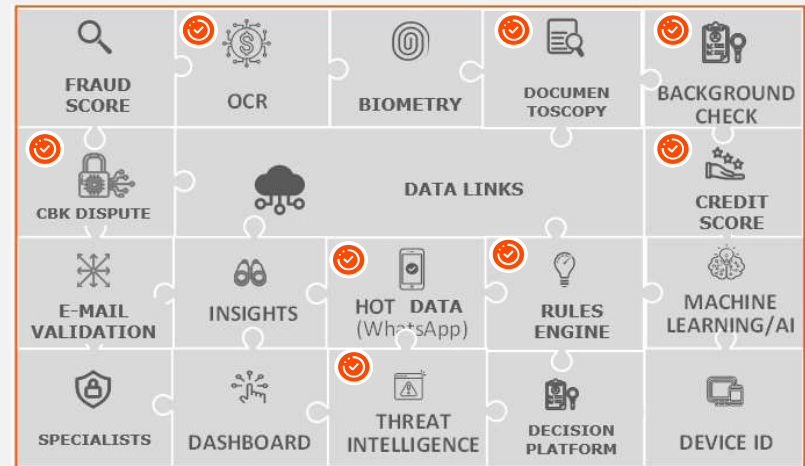
+ Components



Infrastructure Improvement

- On premisses → Cloud
- Efficiency Projects (Dialer, Flow)
- Distributed knowledge

Components Development



post-IPO

Journey

Where do we want to go?

+ Components

+ Offers

what have we done?



Components development



post-IPO

More solutions offer and variable selling models...

Components	... components for use made by our customer
Packages	...that address use cases
Full-service	...with ClearSale's expertise

Journey

Where do we want to go?

+ Components

+ Offers

+ Customer risk
pain

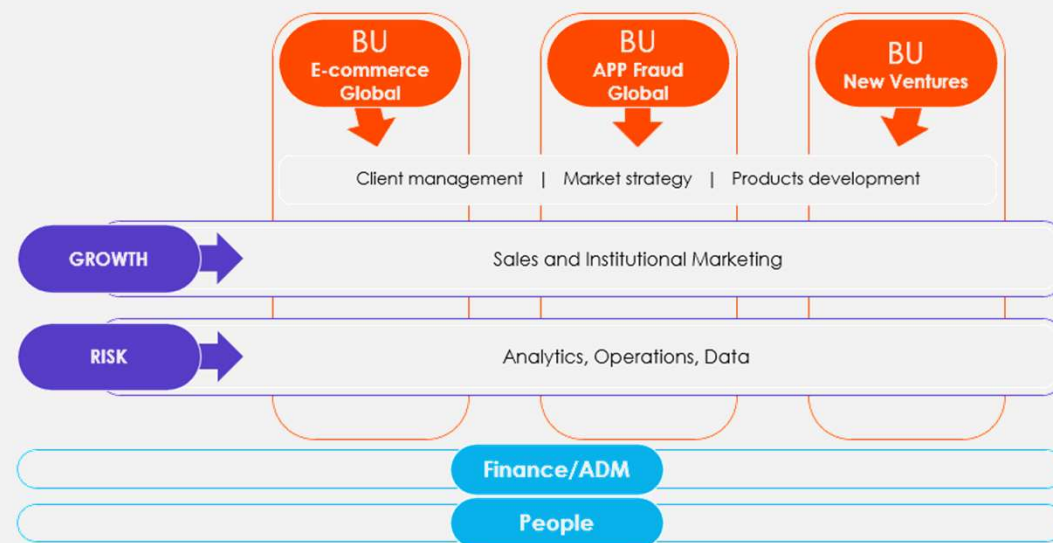
+ Customers and
Segments

what have we done?

MODEL OF MANAGEMENT
Agile
Traditional

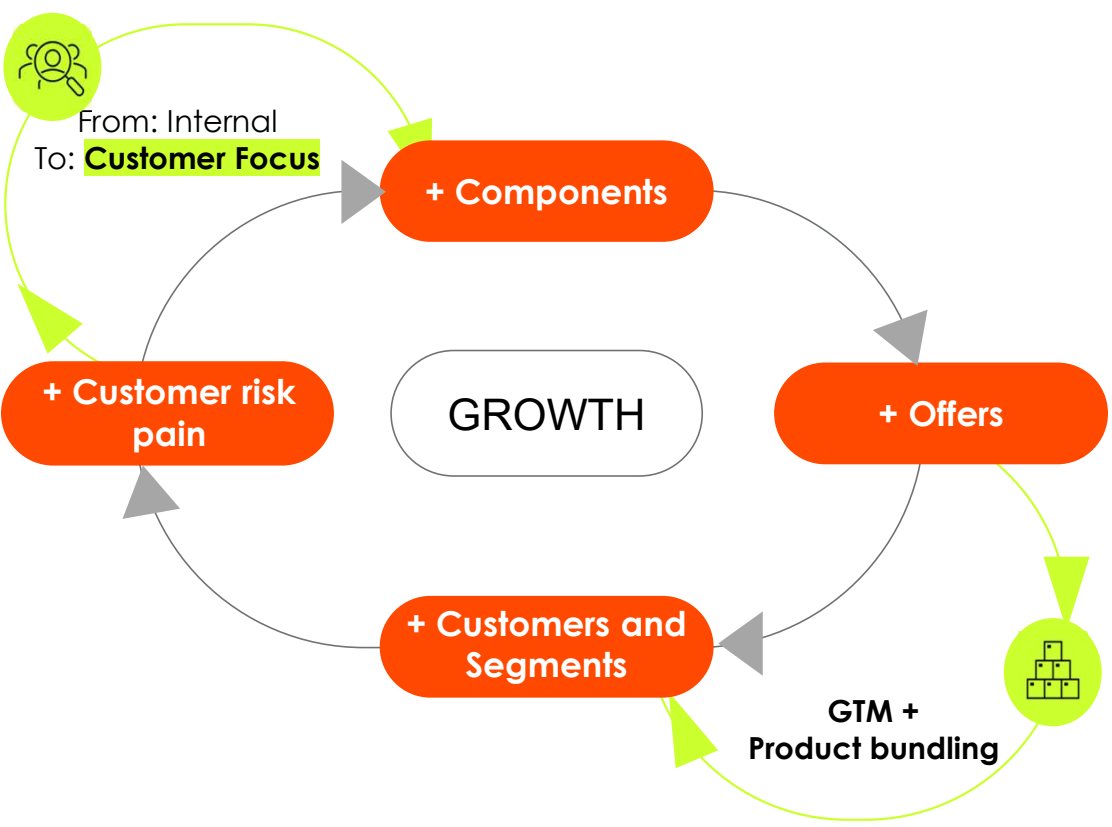
New structure by Business Unit

- Better focus on customer's service
- Better product positioning
- Sales agility

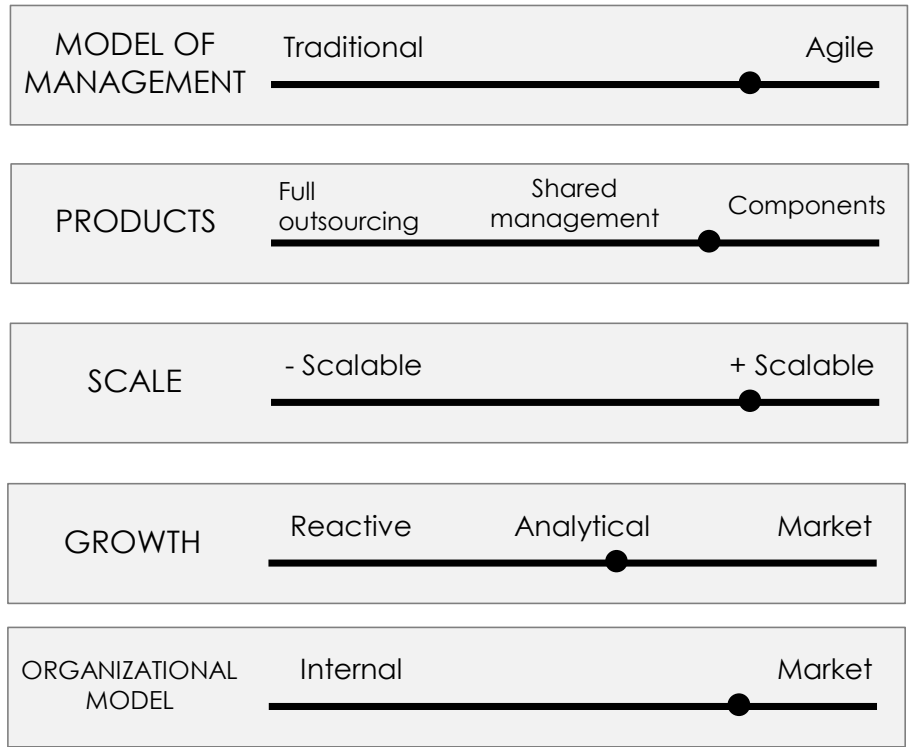


Journey

Where do we want to go?



What have we done?



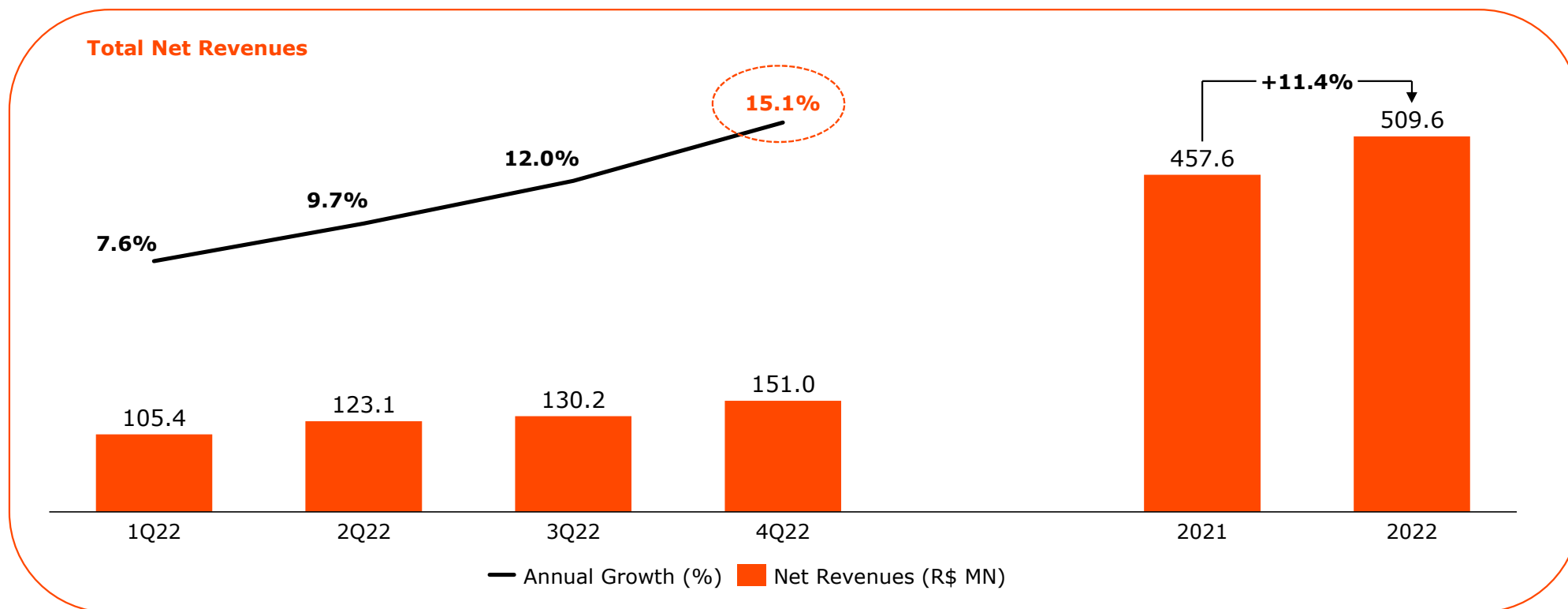


Results 4Q22

Alexandre Mafra Guimarães
CFO

Net Revenue – Main highlights

R\$ MN; %

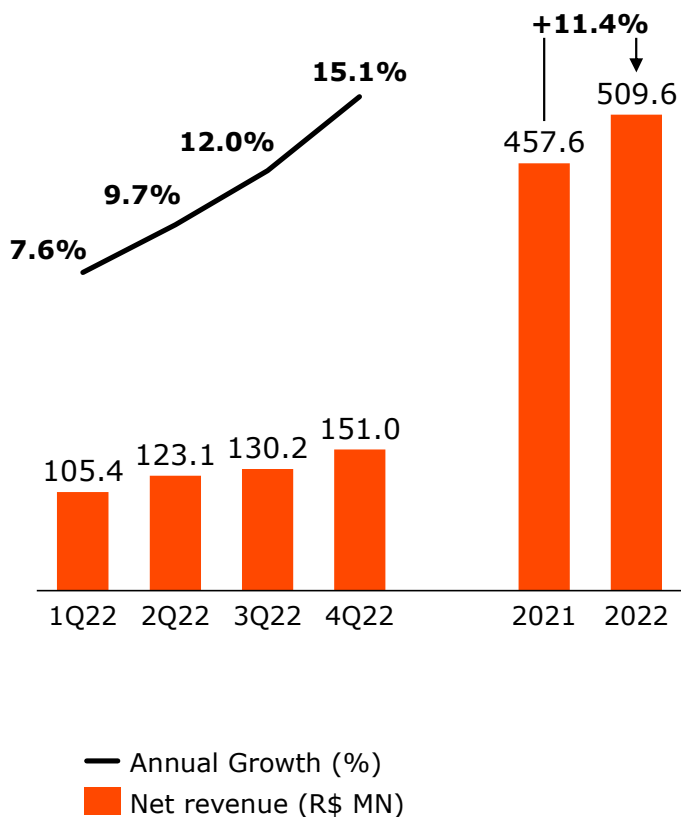


Best Quarter of 2022 in Annual Net Revenue Growth

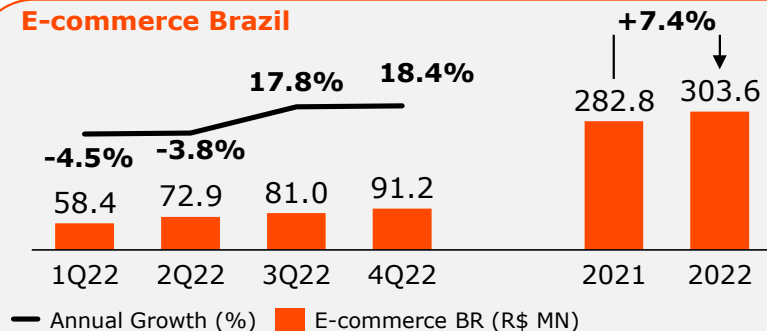
Net Revenue - Main highlights

R\$ MN; %

Total Net Revenues

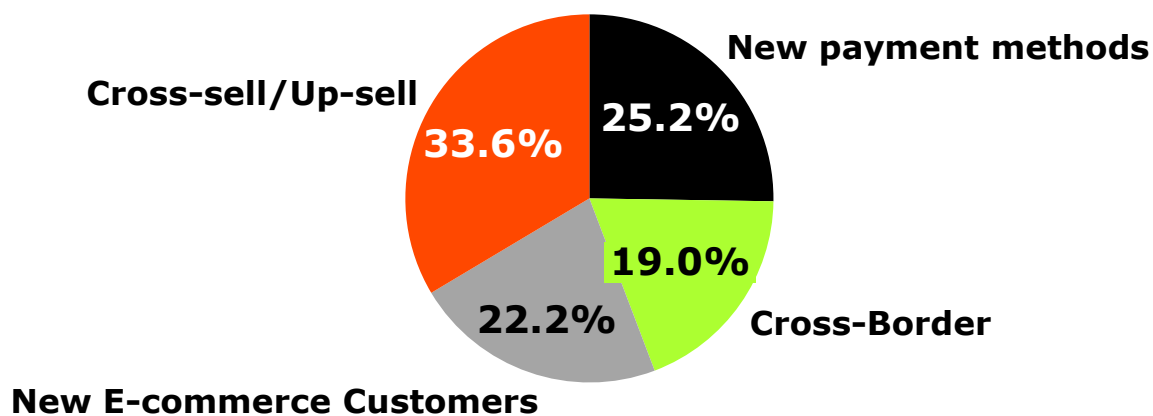


E-commerce Brazil



- **Best Quarter of 2022 in Annual Net Revenue Growth**, despite challenging Black Friday;
- **Record** ARR New Sales;
- New Sales in **new payment methods, cross border and new customers.**

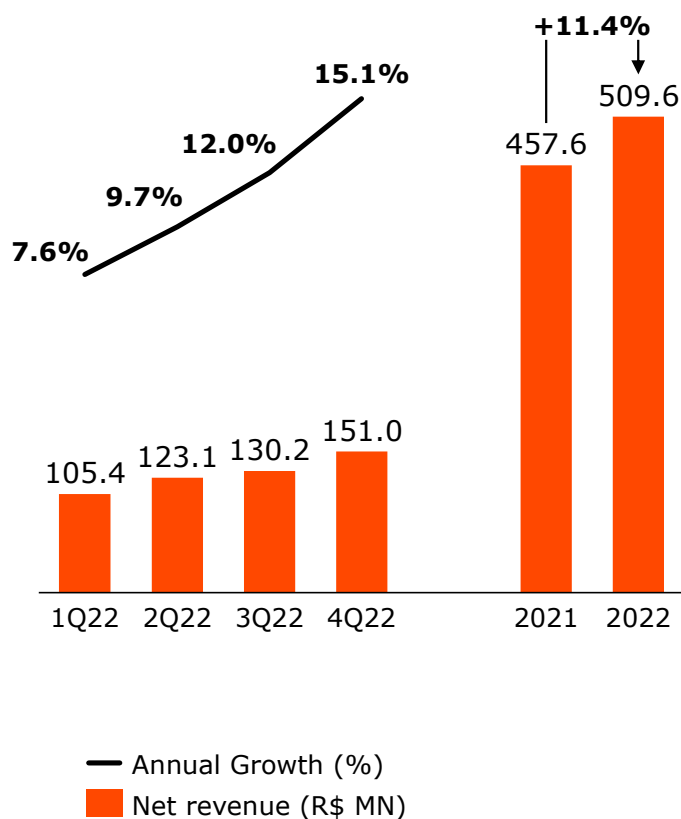
Breakdown ARR New Sales E-commerce Brazil – 4Q22



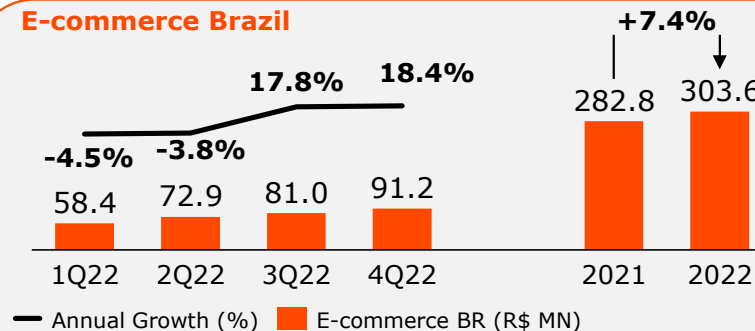
Net Revenue - Main highlights

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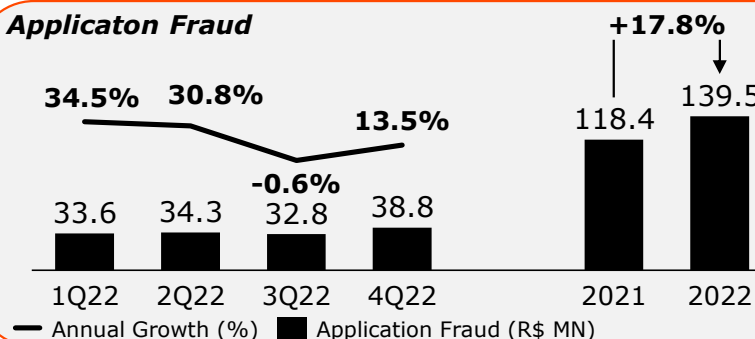


E-commerce Brazil



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Applicaton Fraud

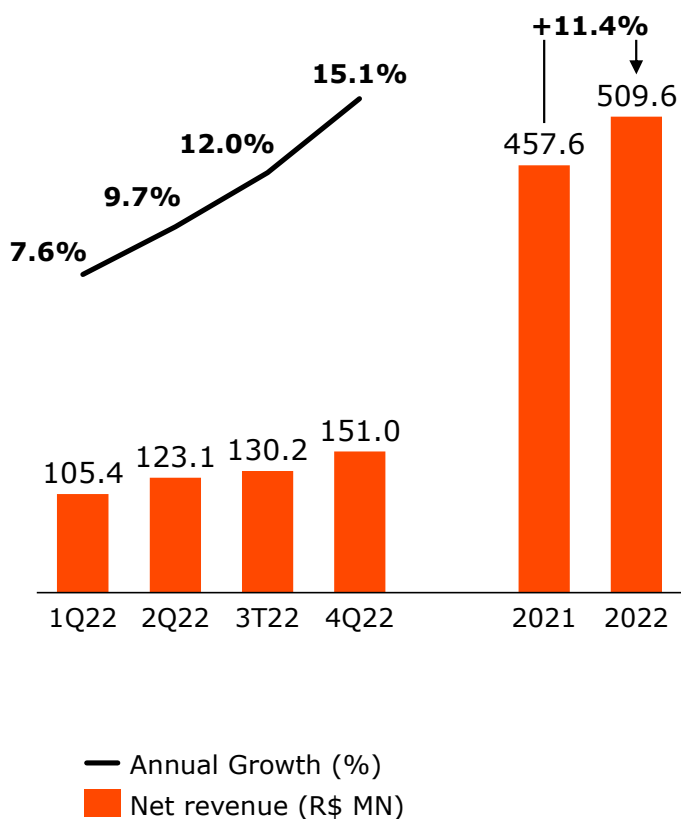


- **Resumption of annual growth** (+13.5%) and quarterly (+18.4%);
- **2nd highest** ARR New Sales in ClearSale's history.

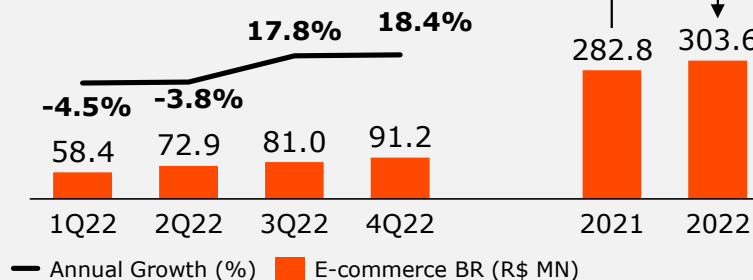
Net Revenue - Main highlights

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Total Net Revenues

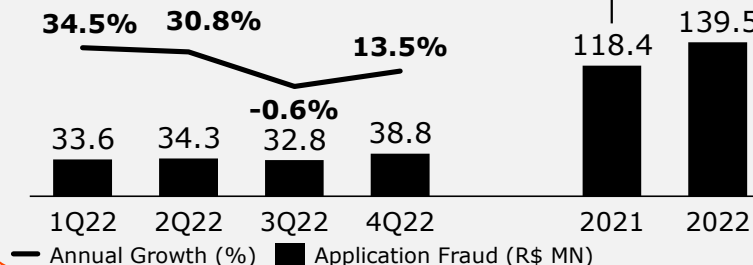


E-commerce Brazil



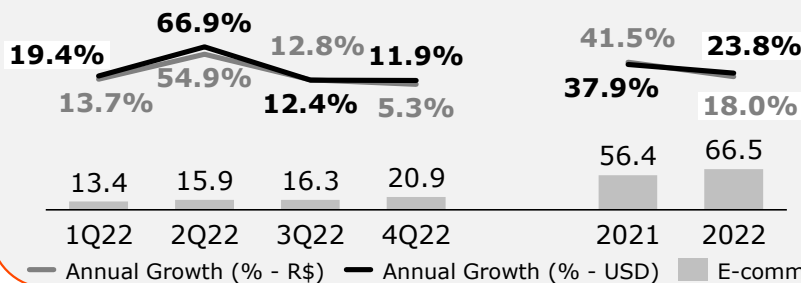
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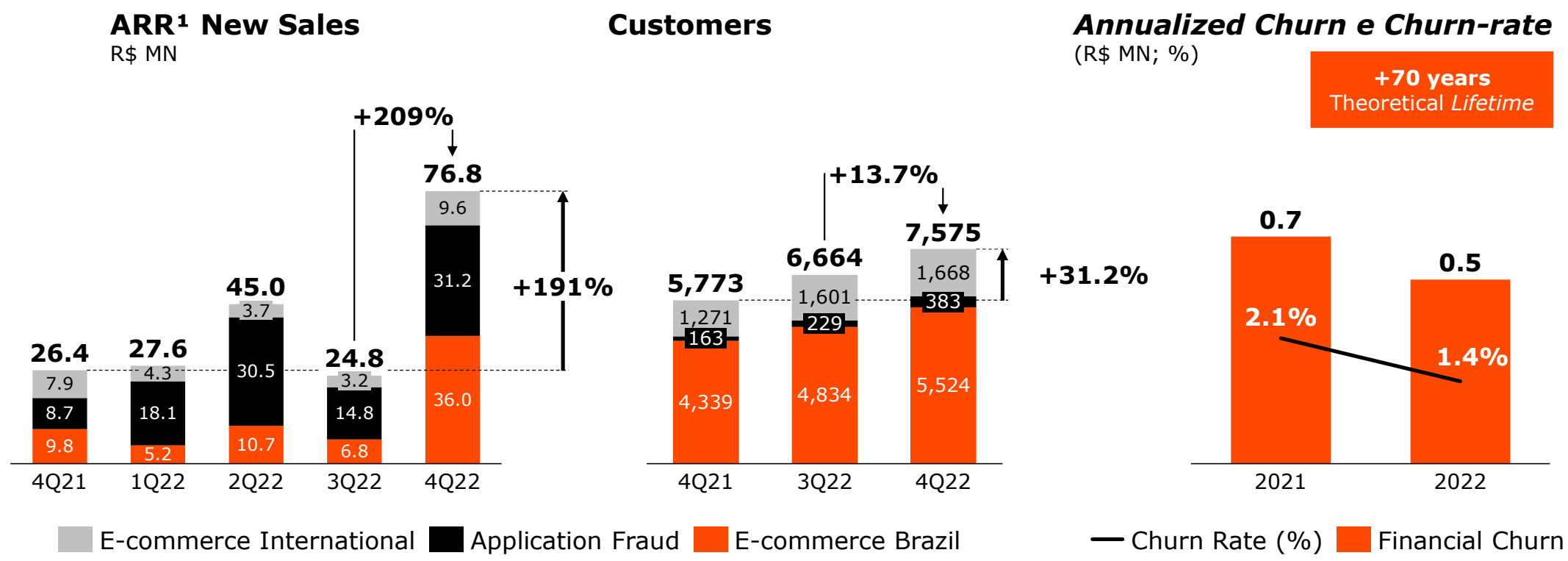
E-commerce Int.



- **Record** ARR New Sales;
- **Maintenance of growth in USD.**

Operating Indicators

Record in Total ARR New Sale, net addition of Customers (+911 QoQ) and annual churn rate indicator



(1) Annually Recurring Revenue.

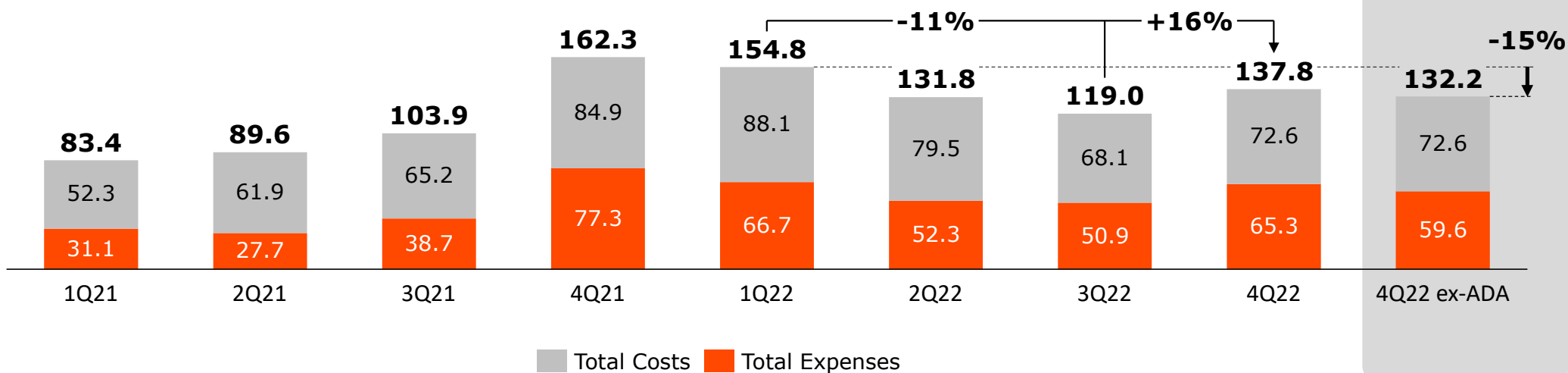
Recurring Costs and Expenses¹

R\$ MN; %

Down 11% or BRL 17 mm vs. 1Q22 and up 16% QoQ due to seasonality and one-off provision impact.

Recurring Costs and Expenses¹

R\$ MN; %

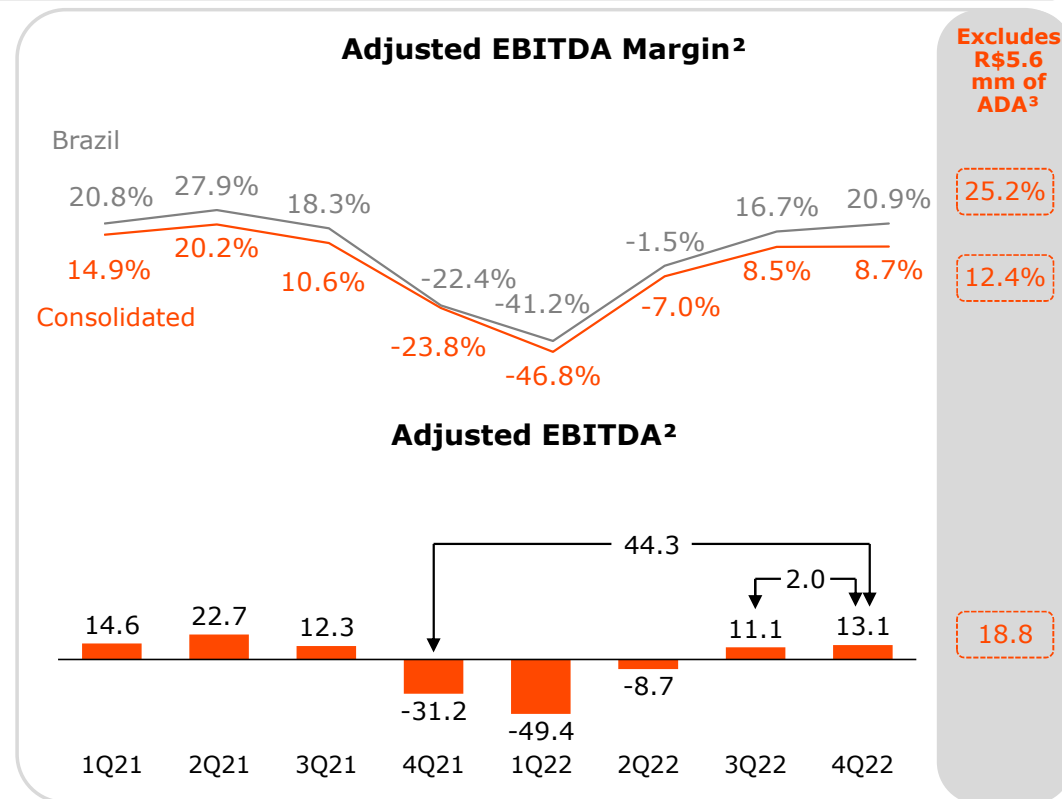
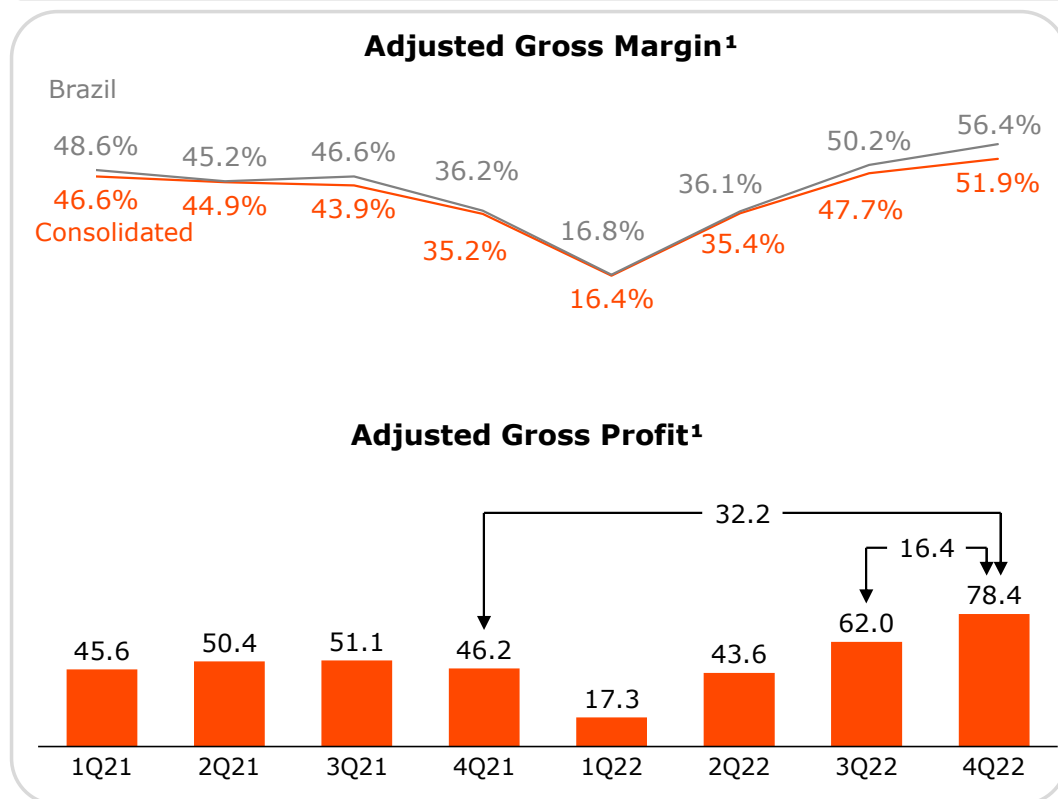


(1) Adjustments of: Result of discontinued subsidiaries (2021), Cloud duplicity (2021), IPO Expenses (2021), Terminations (2022), International Patent Acquisition (2022), Tax Adjustment (2022), Return of the building (2022) and Long-Term Incentive Plan (2021 and 2022) and excluding depreciation; (2) Excludes the effect of Allowance for Doubtful Accounts (ADA) of a national retail customer

Adjusted Gross Profit, Adjusted Gross Margin, Adjusted EBITDA and Adjusted EBITDA Margin

R\$ MN; %

Third consecutive quarter of Gross Margin and EBITDA expansion

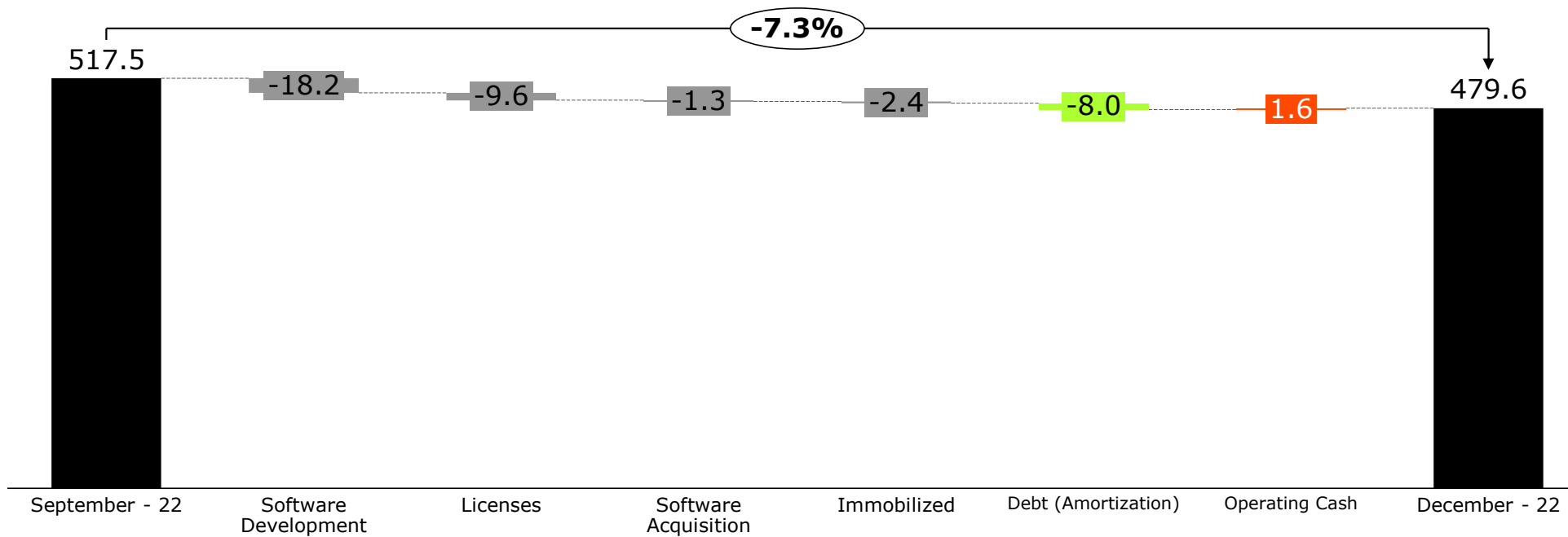


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Consolidated Cash Flow

R\$ MN

Operating cash generation of R\$1.6 million





Final Message

Bernardo Lustosa
CEO

Solid Operating Indicators

- *Churn-rate* 2022: 1.4% (-0,7 p.p. YoY)

Profitability on track

- Gross Margin above pre-IPO levels;
- Expansion of Gross Margin and EBITDA Margin

Business Sustainability

- Components portfolio expansion;
- Flow: Modular and componentized platform;
- Adaptation and Corporate Organization in BUs;
- Best quarter in revenue growth
- Record new sales (in new verticals) and customers net addition

Q&A